

Monthly Indicators



November 2018

Percent changes calculated using year-over-year comparisons.

New Listings decreased 21.6 percent to 87. Sold Listings decreased 11.4 percent to 124. Inventory levels shrank 22.6 percent to 593 units.

Prices continued to gain traction. The Median Sales Price increased 8.6 percent to \$302,450. Days on Market was down 15.7 percent to 70 days. Sellers were encouraged as Months Supply of Inventory was down 20.7 percent to 4.6 months.

The Bureau of Labor Statistics recently reported that the national unemployment rate was at 3.7 percent. Low unemployment has helped the housing industry during this extensive period of U.S. economic prosperity. Home buying and selling activity relies on gainful employment. It also relies on demand, and builders are showing caution by breaking ground on fewer single-family home construction projects in the face of rising mortgage rates and fewer showings.

Activity Snapshot

- 11.4% **- 22.6%** **+ 8.6%**

One-Year Change in Sold Listings	One-Year Change in Active Listings	One-Year Change in Median Sold Price
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Residential real estate activity for the REALTORS® of Central Colorado (Northern Coverage), comprised of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

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Market Overview

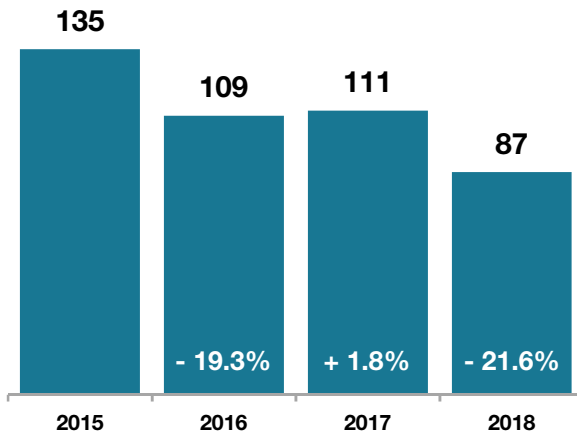


Key Metrics	Historical Sparkbars	11-2017	11-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		111	87	- 21.6%	1,958	2,001	+ 2.2%
Pending Sales		107	90	- 15.9%	1,500	1,489	- 0.7%
Sold Listings		140	124	- 11.4%	1,460	1,443	- 1.2%
Median Sold Price		\$278,500	\$302,450	+ 8.6%	\$283,500	\$315,000	+ 11.1%
Average Sold Price		\$294,710	\$326,645	+ 10.8%	\$300,324	\$341,392	+ 13.7%
Pct. of List Price Received		95.9%	96.8%	+ 0.9%	96.6%	97.1%	+ 0.5%
Days on Market		83	70	- 15.7%	91	70	- 23.1%
Affordability Index		106	85	- 19.8%	104	81	- 22.1%
Active Listings		766	593	- 22.6%	--	--	--
Months Supply		5.8	4.6	- 20.7%	--	--	--

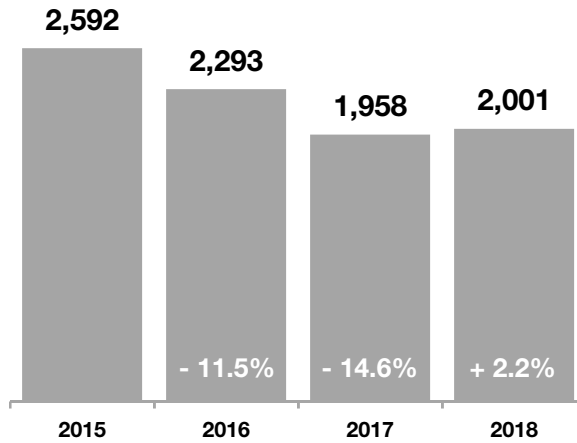
New Listings



November

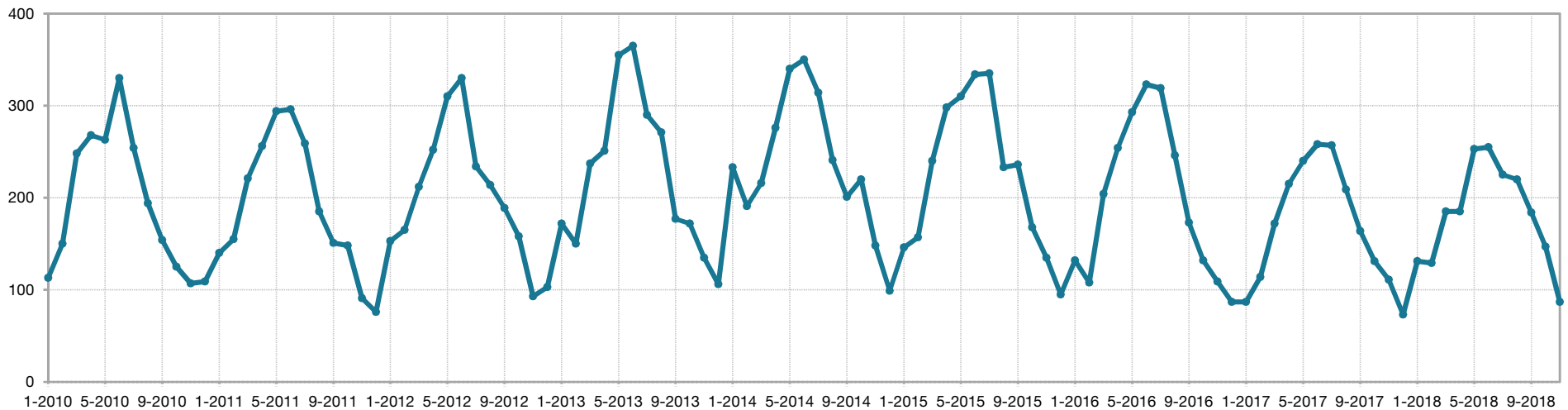


Year to Date



	New Listings	Percent Change from Previous Year
Dec-2017	73	-16.1%
Jan-2018	131	+50.6%
Feb-2018	129	+13.2%
Mar-2018	185	+7.6%
Apr-2018	185	-14.0%
May-2018	253	+5.4%
Jun-2018	255	-1.2%
Jul-2018	225	-12.5%
Aug-2018	220	+5.3%
Sep-2018	184	+12.2%
Oct-2018	147	+12.2%
Nov-2018	87	-21.6%

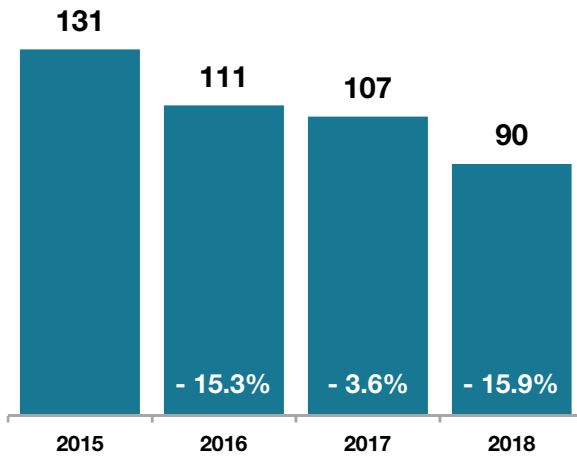
Historical New Listings by Month



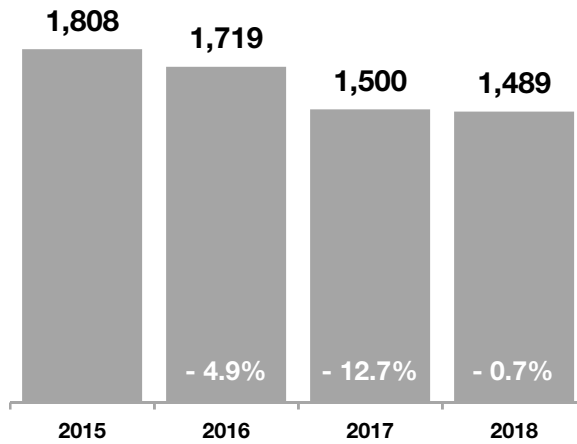
Pending Sales



November

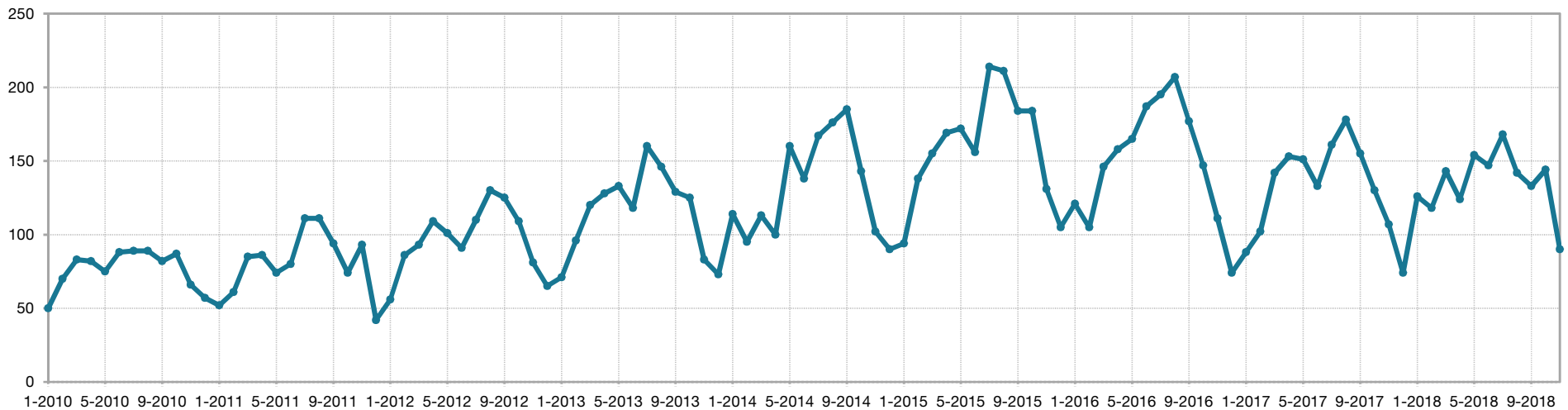


Year to Date



	Pending Sales	Percent Change from Previous Year
Dec-2017	74	0.0%
Jan-2018	126	+43.2%
Feb-2018	118	+15.7%
Mar-2018	143	+0.7%
Apr-2018	124	-19.0%
May-2018	154	+2.0%
Jun-2018	147	+10.5%
Jul-2018	168	+4.3%
Aug-2018	142	-20.2%
Sep-2018	133	-14.2%
Oct-2018	144	+10.8%
Nov-2018	90	-15.9%

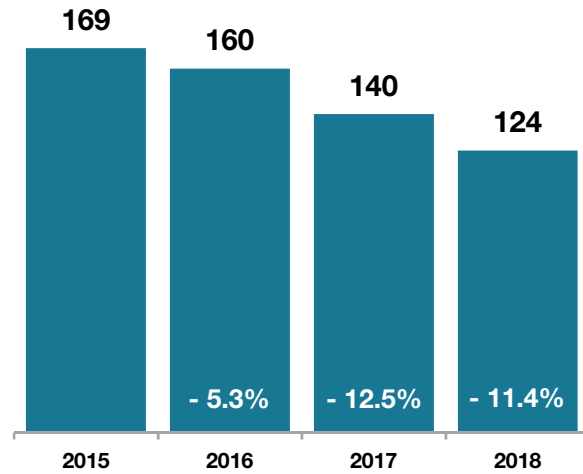
Historical Pending Sales by Month



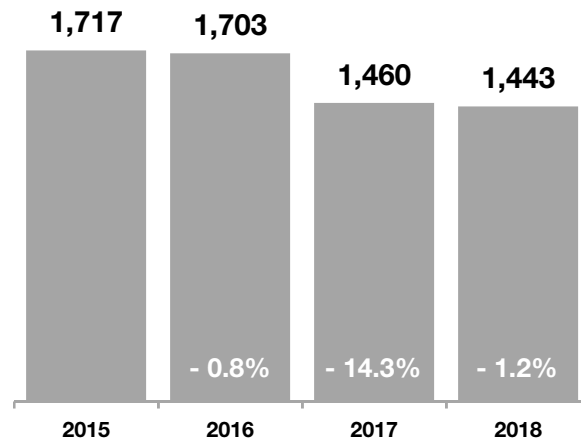
Sold Listings



November

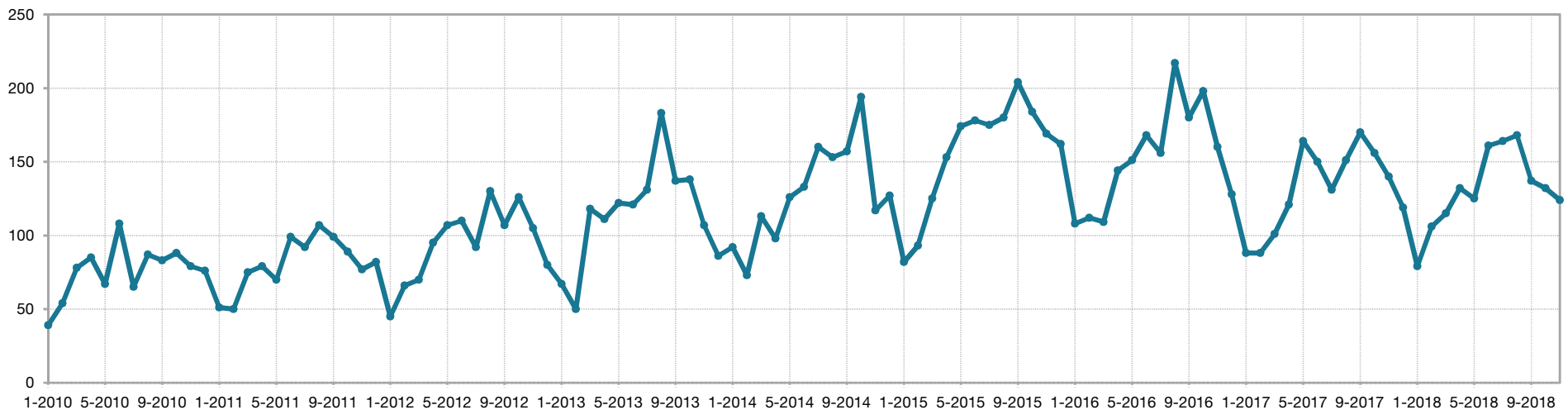


Year to Date



	Sold Listings	Percent Change from Previous Year
Dec-2017	119	-7.0%
Jan-2018	79	-10.2%
Feb-2018	106	+20.5%
Mar-2018	115	+13.9%
Apr-2018	132	+9.1%
May-2018	125	-23.8%
Jun-2018	161	+7.3%
Jul-2018	164	+25.2%
Aug-2018	168	+11.3%
Sep-2018	137	-19.4%
Oct-2018	132	-15.4%
Nov-2018	124	-11.4%

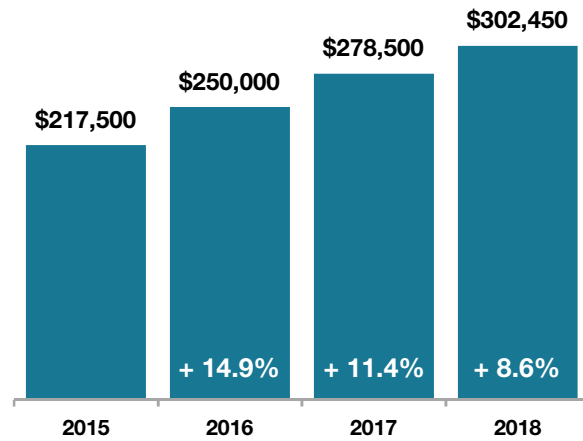
Historical Sold Listings by Month



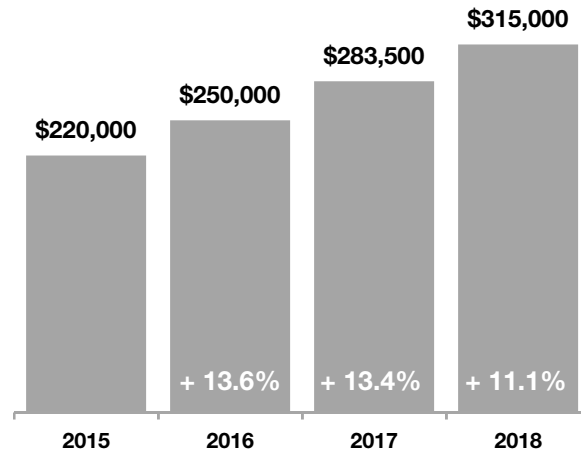
Median Sold Price



November

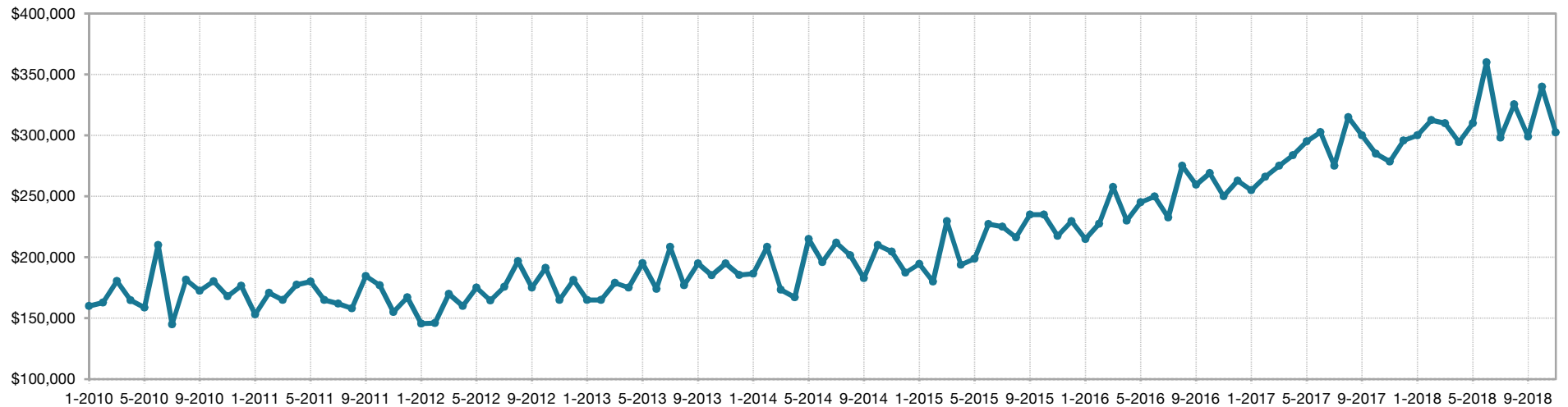


Year to Date



	Median Sold Price	Percent Change from Previous Year
Dec-2017	\$295,735	+12.6%
Jan-2018	\$300,000	+17.6%
Feb-2018	\$312,500	+17.5%
Mar-2018	\$310,000	+12.7%
Apr-2018	\$294,500	+3.8%
May-2018	\$310,000	+5.1%
Jun-2018	\$360,000	+19.0%
Jul-2018	\$298,173	+8.4%
Aug-2018	\$325,550	+3.3%
Sep-2018	\$299,000	-0.3%
Oct-2018	\$340,000	+19.3%
Nov-2018	\$302,450	+8.6%

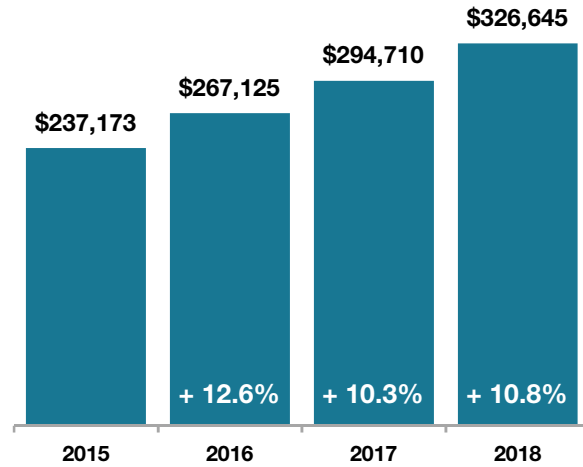
Historical Median Sold Price by Month



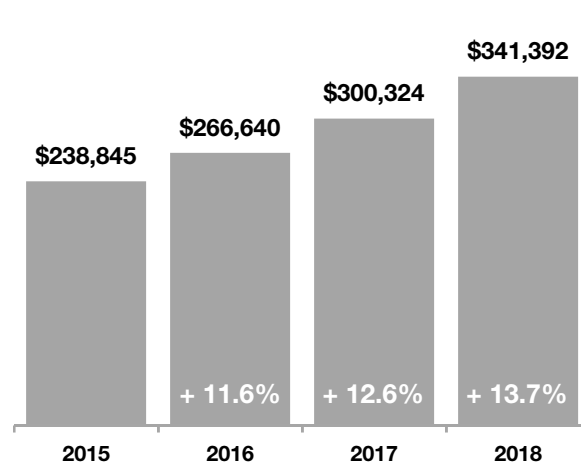
Average Sold Price



November

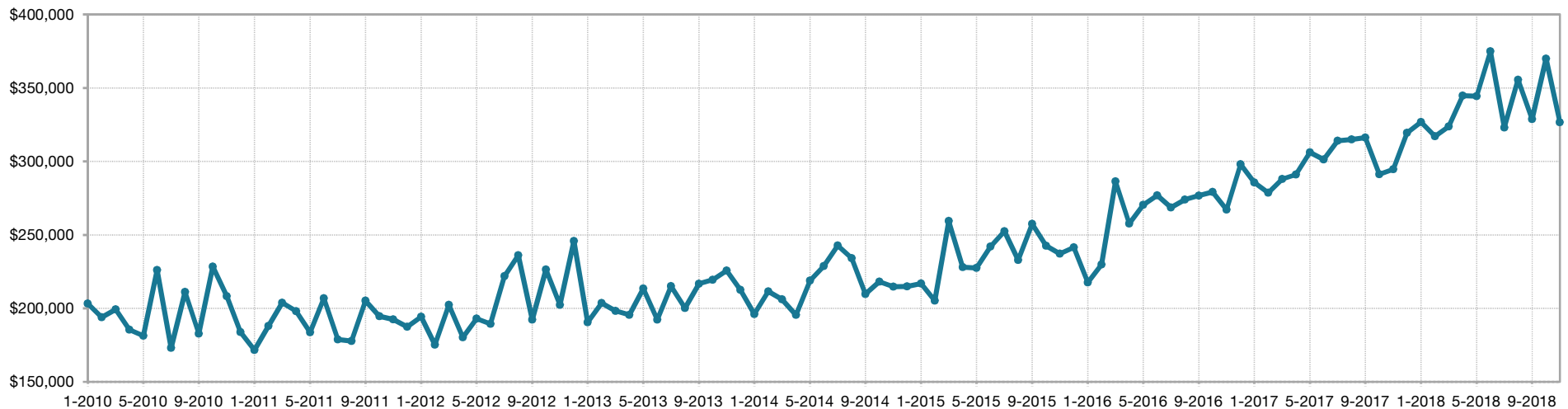


Year to Date



	Average Sold Price	Percent Change from Previous Year
Dec-2017	\$319,464	+7.2%
Jan-2018	\$326,683	+14.4%
Feb-2018	\$317,093	+13.8%
Mar-2018	\$323,733	+12.4%
Apr-2018	\$344,648	+18.4%
May-2018	\$344,440	+12.5%
Jun-2018	\$374,883	+24.4%
Jul-2018	\$323,036	+2.9%
Aug-2018	\$355,561	+12.9%
Sep-2018	\$328,771	+4.0%
Oct-2018	\$369,829	+27.0%
Nov-2018	\$326,645	+10.8%

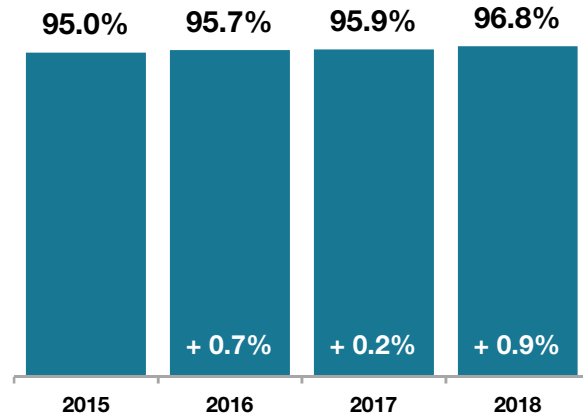
Historical Average Sold Price by Month



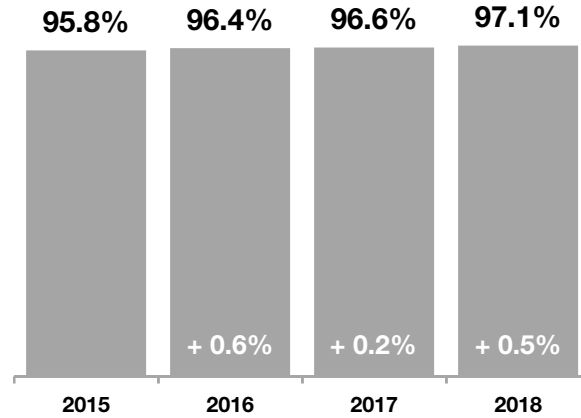
Percent of List Price Received



November

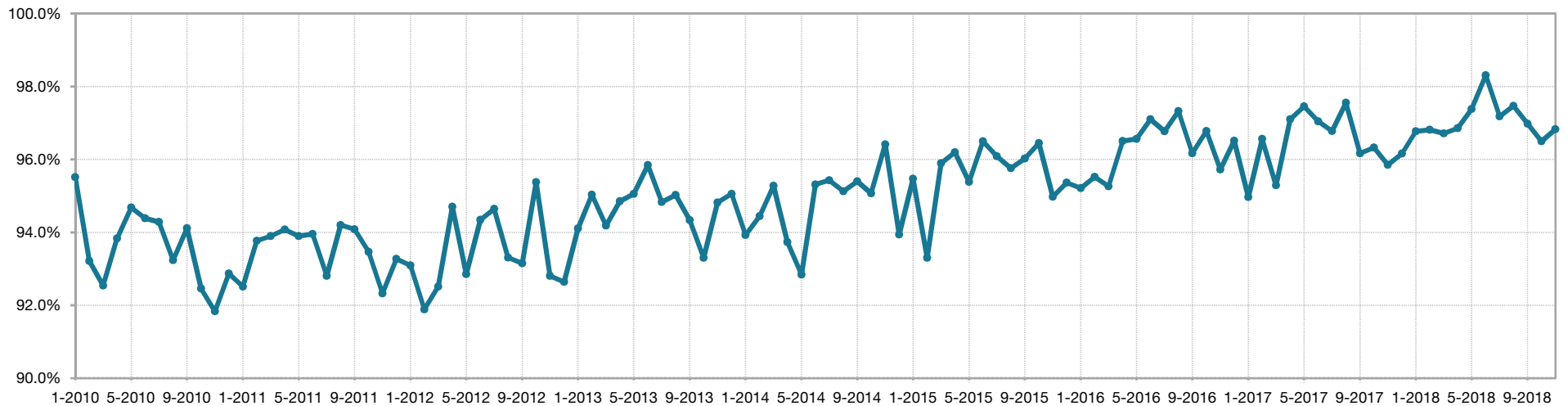


Year to Date



	Pct. of List Price Received	Percent Change from Previous Year
Dec-2017	96.2%	-0.3%
Jan-2018	96.8%	+1.9%
Feb-2018	96.8%	+0.2%
Mar-2018	96.7%	+1.5%
Apr-2018	96.9%	-0.2%
May-2018	97.4%	-0.1%
Jun-2018	98.3%	+1.3%
Jul-2018	97.2%	+0.4%
Aug-2018	97.5%	-0.1%
Sep-2018	97.0%	+0.8%
Oct-2018	96.5%	+0.2%
Nov-2018	96.8%	+0.9%

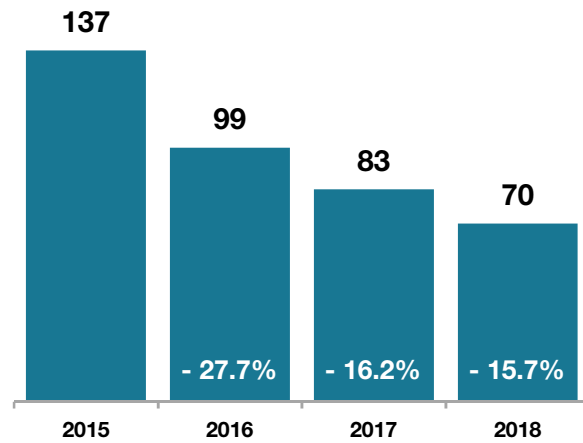
Historical Percent of List Price Received by Month



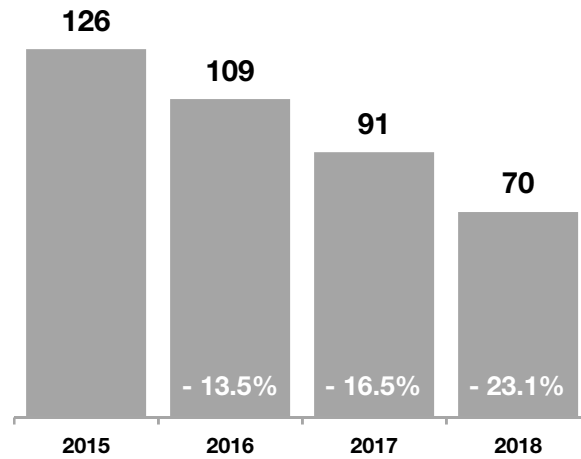
Days on Market Until Sale



November

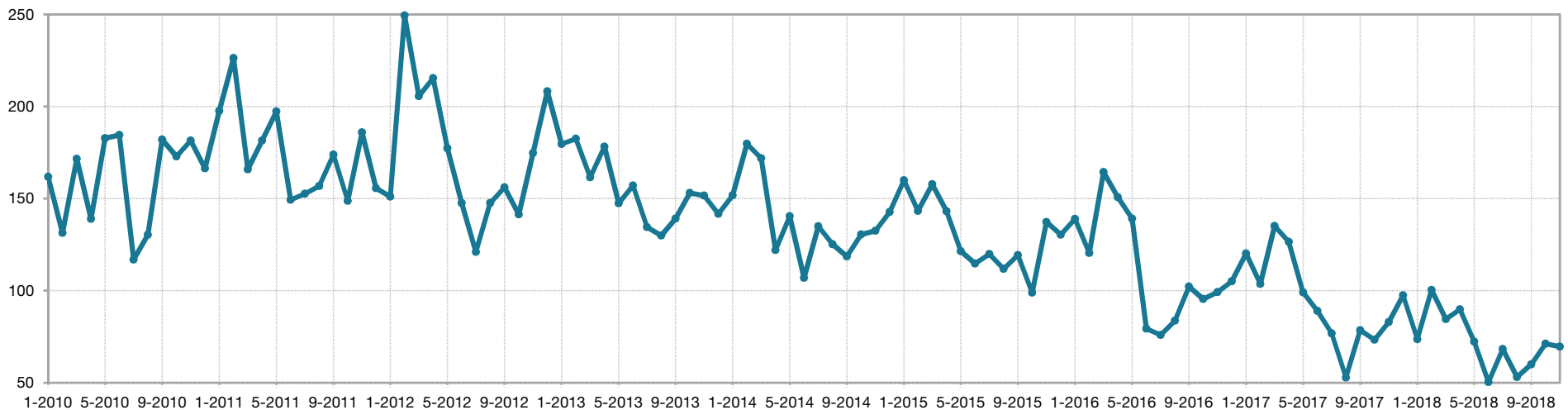


Year to Date



	Days on Market	Percent Change from Previous Year
Dec-2017	97	-7.6%
Jan-2018	74	-38.3%
Feb-2018	100	-3.8%
Mar-2018	85	-37.0%
Apr-2018	90	-29.1%
May-2018	72	-27.3%
Jun-2018	50	-43.8%
Jul-2018	68	-11.7%
Aug-2018	53	0.0%
Sep-2018	60	-24.1%
Oct-2018	71	-2.7%
Nov-2018	70	-15.7%

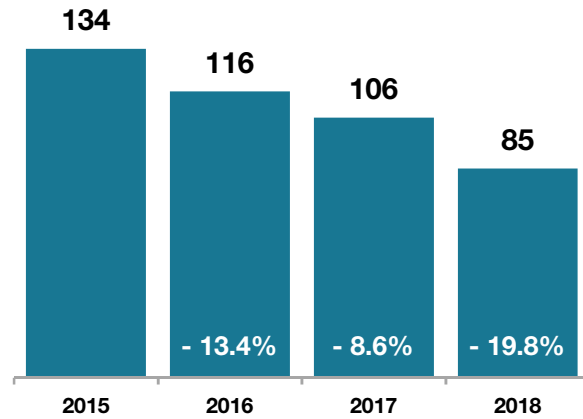
Historical Days on Market Until Sale by Month



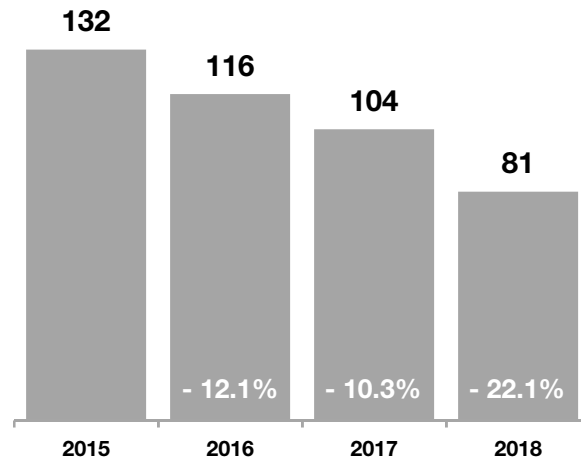
Housing Affordability Index



November

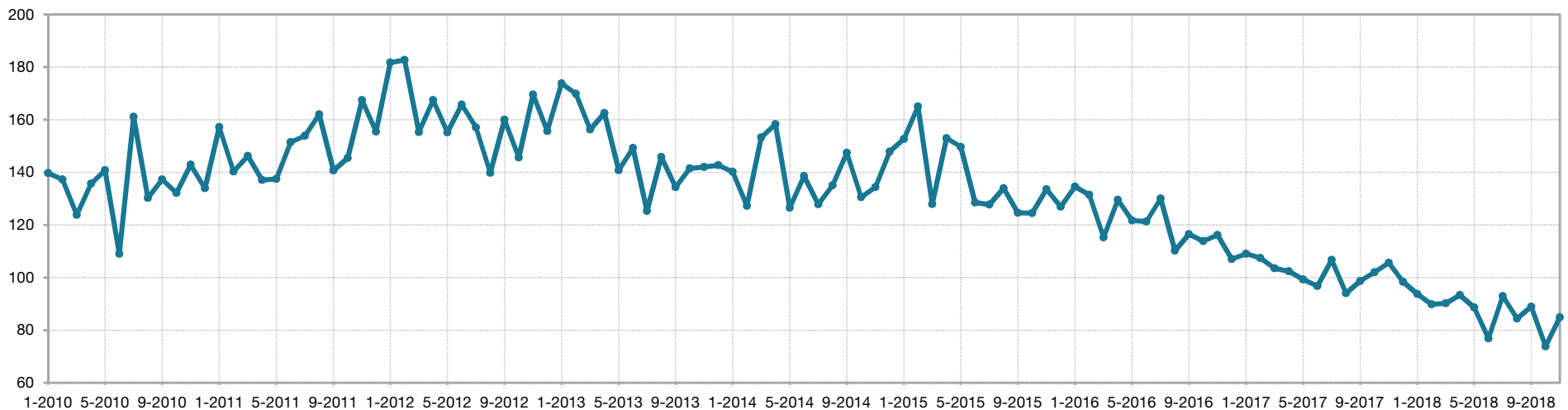


Year to Date



	Affordability Index	Percent Change from Previous Year
Dec-2017	98	-8.4%
Jan-2018	94	-13.8%
Feb-2018	90	-15.9%
Mar-2018	90	-12.6%
Apr-2018	93	-8.8%
May-2018	89	-10.1%
Jun-2018	77	-20.6%
Jul-2018	93	-13.1%
Aug-2018	84	-10.6%
Sep-2018	89	-10.1%
Oct-2018	74	-27.5%
Nov-2018	85	-19.8%

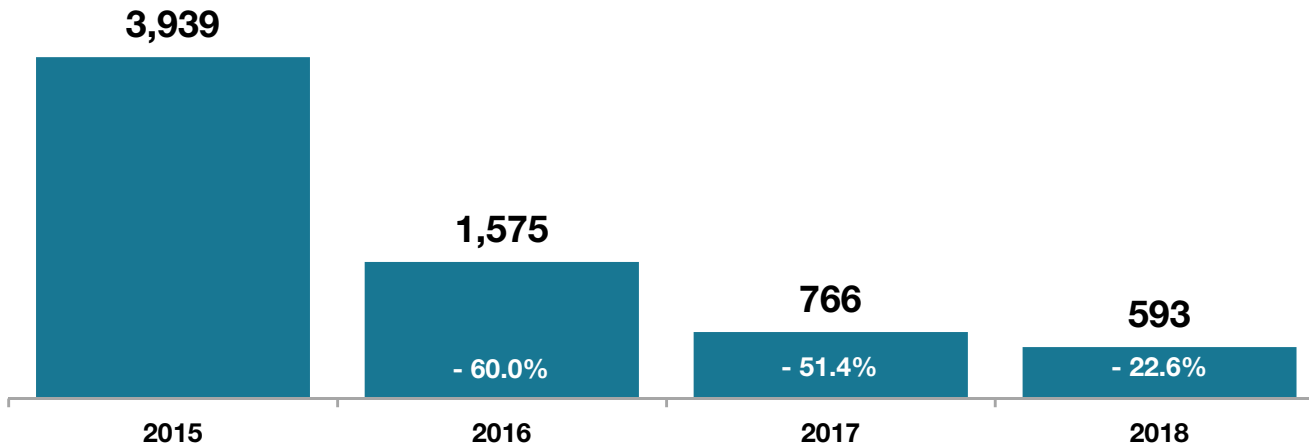
Historical Housing Affordability Index by Month



Inventory of Active Listings

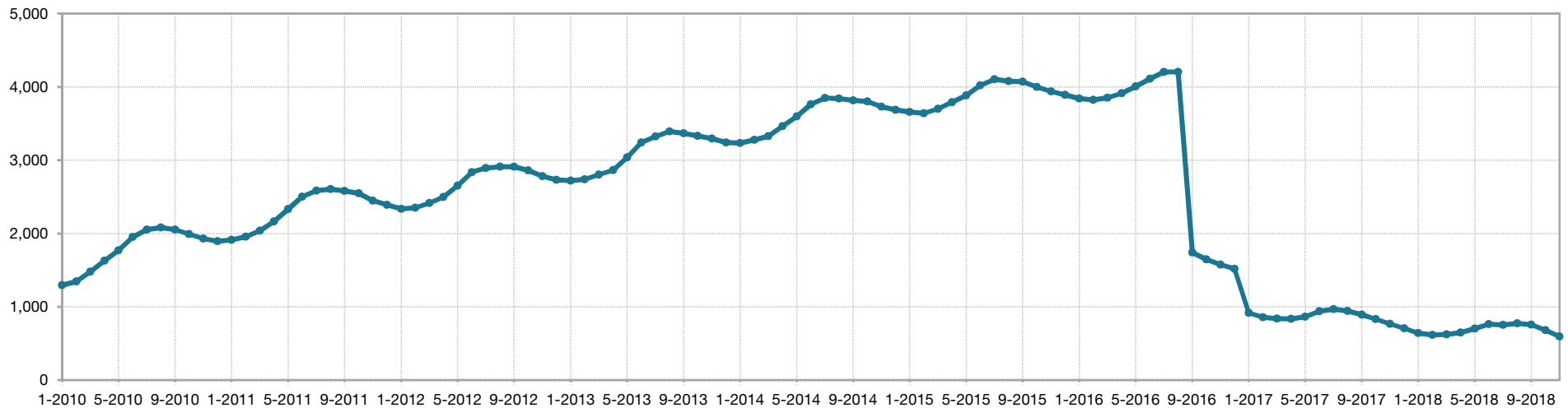


November



	Active Listings	Percent Change from Previous Year
Dec-2017	707	-53.4%
Jan-2018	640	-30.4%
Feb-2018	615	-28.1%
Mar-2018	623	-25.8%
Apr-2018	648	-22.4%
May-2018	701	-18.9%
Jun-2018	763	-18.8%
Jul-2018	752	-22.2%
Aug-2018	773	-17.9%
Sep-2018	757	-15.2%
Oct-2018	679	-18.3%
Nov-2018	593	-22.6%

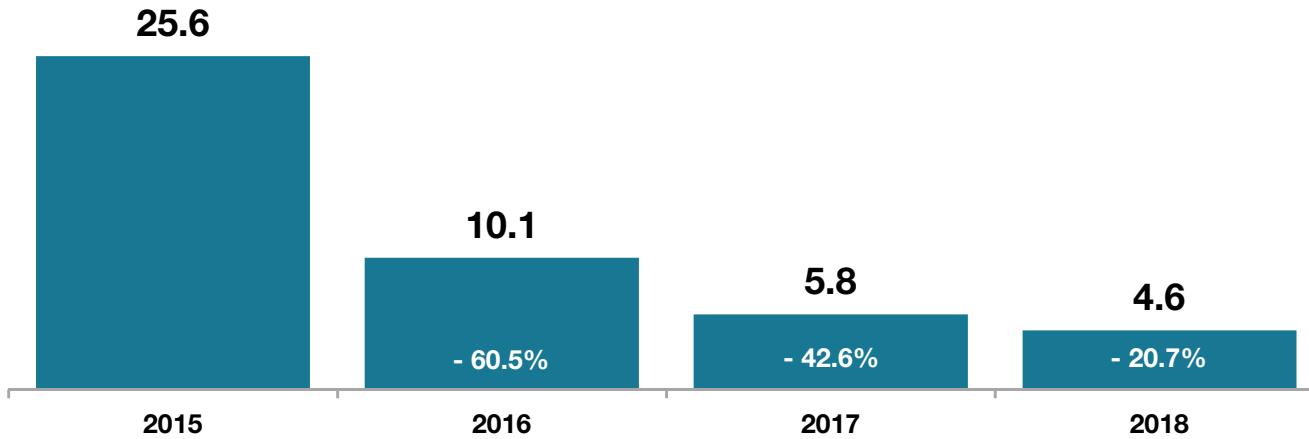
Historical Inventory of Active Listings by Month



Months Supply of Inventory

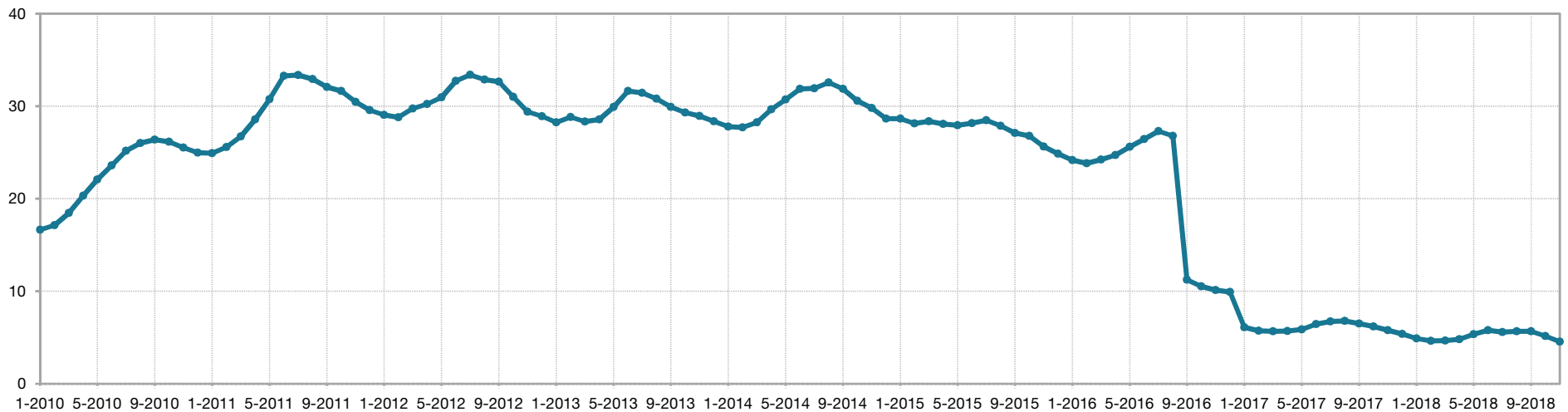


November



	Months Supply	Percent Change from Previous Year
Dec-2017	5.4	-45.5%
Jan-2018	4.9	-19.7%
Feb-2018	4.6	-19.3%
Mar-2018	4.7	-17.5%
Apr-2018	4.8	-15.8%
May-2018	5.3	-10.2%
Jun-2018	5.8	-9.4%
Jul-2018	5.6	-16.4%
Aug-2018	5.7	-16.2%
Sep-2018	5.7	-12.3%
Oct-2018	5.2	-16.1%
Nov-2018	4.6	-20.7%

Historical Months Supply of Inventory by Month

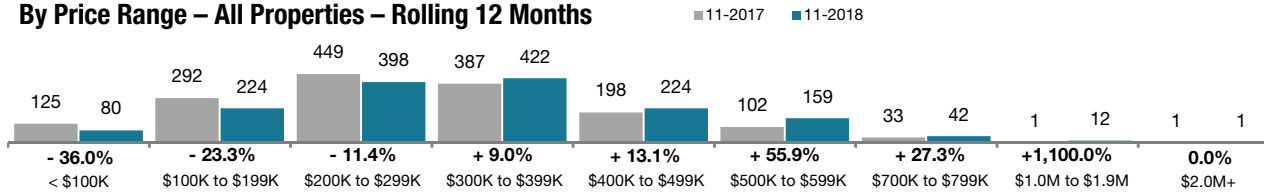


Sold Listings

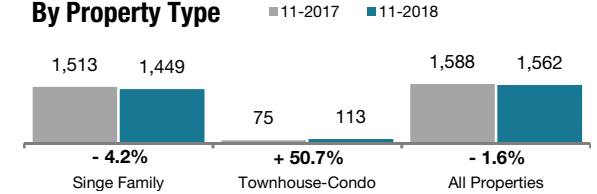
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	11-2017	11-2018	Change	11-2017	11-2018	Change
\$99,999 and Below	118	70	-40.7%	7	10	+42.9%
\$100,000 to \$199,999	276	202	-26.8%	16	22	+37.5%
\$200,000 to \$299,999	430	354	-17.7%	19	44	+131.6%
\$300,000 to \$399,999	369	399	+8.1%	18	23	+27.8%
\$400,000 to \$499,999	189	215	+13.8%	9	9	0.0%
\$500,000 to \$699,999	96	154	+60.4%	6	5	-16.7%
\$700,000 to \$999,999	33	42	+27.3%	0	0	--
\$1,000,000 to \$1,999,999	1	12	+1,100.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	1,513	1,449	-4.2%	75	113	+50.7%

Compared to Prior Month

By Price Range	Single Family			Condo		
	10-2018	11-2018	Change	10-2018	11-2018	Change
\$99,999 and Below	5	6	+20.0%	0	0	--
\$100,000 to \$199,999	9	15	+66.7%	0	0	--
\$200,000 to \$299,999	25	32	+28.0%	7	9	+28.6%
\$300,000 to \$399,999	41	30	-26.8%	0	1	--
\$400,000 to \$499,999	20	20	0.0%	0	0	--
\$500,000 to \$699,999	19	9	-52.6%	1	0	-100.0%
\$700,000 to \$999,999	4	1	-75.0%	0	0	--
\$1,000,000 to \$1,999,999	1	1	0.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	124	114	-8.1%	8	10	+25.0%

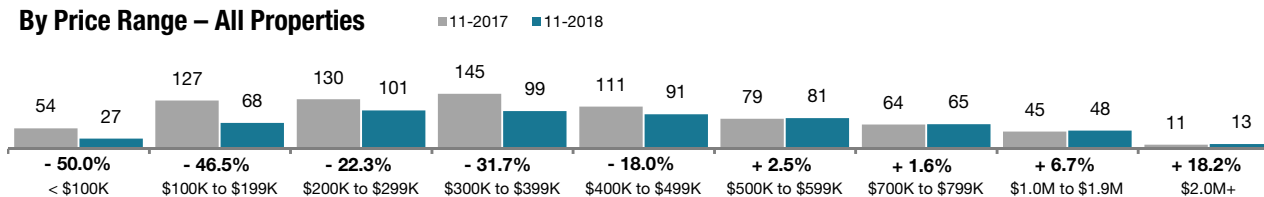
Year to Date

By Price Range	Single Family			Condo		
	11-2017	11-2018	Change	11-2017	11-2018	Change
\$99,999 and Below	109	65	-40.4%	7	9	+28.6%
\$100,000 to \$199,999	251	180	-28.3%	15	16	+6.7%
\$200,000 to \$299,999	393	325	-17.3%	18	44	+144.4%
\$300,000 to \$399,999	342	371	+8.5%	17	22	+29.4%
\$400,000 to \$499,999	174	202	+16.1%	9	8	-11.1%
\$500,000 to \$699,999	88	145	+64.8%	6	5	-16.7%
\$700,000 to \$999,999	29	40	+37.9%	0	0	--
\$1,000,000 to \$1,999,999	1	10	+900.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	1,388	1,339	-3.5%	72	104	+44.4%

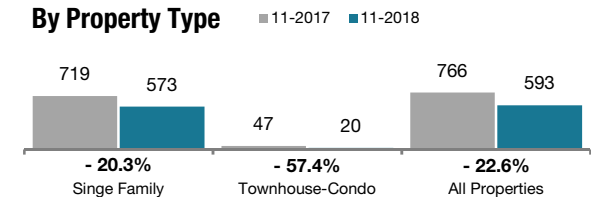
Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Condo		
	11-2017	11-2018	Change	11-2017	11-2018	Change
\$99,999 and Below	49	26	-46.9%	5	1	-80.0%
\$100,000 to \$199,999	116	64	-44.8%	11	4	-63.6%
\$200,000 to \$299,999	123	99	-19.5%	7	2	-71.4%
\$300,000 to \$399,999	138	90	-34.8%	7	9	+28.6%
\$400,000 to \$499,999	103	91	-11.7%	8	0	-100.0%
\$500,000 to \$699,999	74	78	+5.4%	5	3	-40.0%
\$700,000 to \$999,999	62	65	+4.8%	2	0	-100.0%
\$1,000,000 to \$1,999,999	44	48	+9.1%	1	0	-100.0%
\$2,000,000 and Above	10	12	+20.0%	1	1	0.0%
All Price Ranges	719	573	-20.3%	47	20	-57.4%

Compared to Prior Month

By Price Range	Single Family			Condo		
	10-2018	11-2018	Change	10-2018	11-2018	Change
\$99,999 and Below	35	26	-25.7%	0	1	--
\$100,000 to \$199,999	75	64	-14.7%	5	4	-20.0%
\$200,000 to \$299,999	113	99	-12.4%	1	2	+100.0%
\$300,000 to \$399,999	101	90	-10.9%	11	9	-18.2%
\$400,000 to \$499,999	109	91	-16.5%	0	0	--
\$500,000 to \$699,999	79	78	-1.3%	3	3	0.0%
\$700,000 to \$999,999	77	65	-15.6%	1	0	-100.0%
\$1,000,000 to \$1,999,999	55	48	-12.7%	0	0	--
\$2,000,000 and Above	13	12	-7.7%	1	1	0.0%
All Price Ranges	657	573	-12.8%	22	20	-9.1%

Year to Date

By Price Range	Single Family			Condo		
	11-2017	11-2018	Change	11-2017	11-2018	Change
\$99,999 and Below	109	65	-40.4%	7	9	+28.6%
\$100,000 to \$199,999	251	180	-28.3%	15	16	+6.7%
\$200,000 to \$299,999	393	325	-17.3%	18	44	+144.4%
\$300,000 to \$399,999	342	371	+8.5%	17	22	+29.4%
\$400,000 to \$499,999	174	202	+16.1%	9	8	-11.1%
\$500,000 to \$699,999	88	145	+64.8%	6	5	-16.7%
\$700,000 to \$999,999	29	40	+37.9%	0	0	--
\$1,000,000 to \$1,999,999	1	10	+900.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	1,388	1,339	-3.5%	72	104	+44.4%

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

Glossary of Terms



New Listings	A measure of how much new supply is coming onto the market from sellers.
Pending Sales	A count of all the listings that went into Pending during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sold Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sold Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
Inventory of Active Listings	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Months Supply of Inventory	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.