



colorado association of REALTORS® HOUSING REPORTS

Research tools provided by the Colorado Association of REALTORS®

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Statewide Report Single Family and Townhouse-Condo December 2018



Total Market Overview Report

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

December 2018
Statewide Report

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Key Metrics	Historical Sparkbars	12-2017	12-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		5,488	5,277	- 3.8%	136,978	138,716	+ 1.3%
Pending / Under Contract		6,184	6,505	+ 5.2%	116,364	113,035	- 2.9%
Sold Listings		8,619	7,265	- 15.7%	117,122	112,474	- 4.0%
Median Sales Price		\$347,000	\$361,300	+ 4.1%	\$339,000	\$365,000	+ 7.7%
Average Sales Price		\$418,801	\$448,804	+ 7.2%	\$413,083	\$443,561	+ 7.4%
Percent of List Price Received		98.7%	98.5%	- 0.2%	99.4%	99.3%	- 0.1%
Days on Market Until Sale		55	56	+ 1.8%	48	45	- 6.3%
Housing Affordability Index		103	94	- 8.7%	105	93	- 11.4%
Inventory of Active Listings		19,243	19,065	- 0.9%	--	--	--
Months Supply of Inventory		2.0	2.0	0.0%	--	--	--

Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

December 2018
Statewide Report

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Key Metrics	Historical Sparkbars	12-2017	12-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		4,057	3,868	- 4.7%	105,733	106,759	+ 1.0%
Pending / Under Contract		4,658	4,966	+ 6.6%	88,636	86,410	- 2.5%
Sold Listings		6,647	5,598	- 15.8%	89,490	85,970	- 3.9%
Median Sales Price		\$363,000	\$376,450	+ 3.7%	\$358,500	\$385,000	+ 7.4%
Average Sales Price		\$432,900	\$457,915	+ 5.8%	\$432,320	\$462,321	+ 6.9%
Percent of List Price Received		98.7%	98.4%	- 0.3%	99.3%	99.3%	0.0%
Days on Market Until Sale		56	57	+ 1.8%	49	46	- 6.1%
Housing Affordability Index		98	91	- 7.1%	100	89	- 11.0%
Inventory of Active Listings		15,008	14,565	- 3.0%	--	--	--
Months Supply of Inventory		2.0	2.0	0.0%	--	--	--

Townhouse-Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

December 2018
Statewide Report

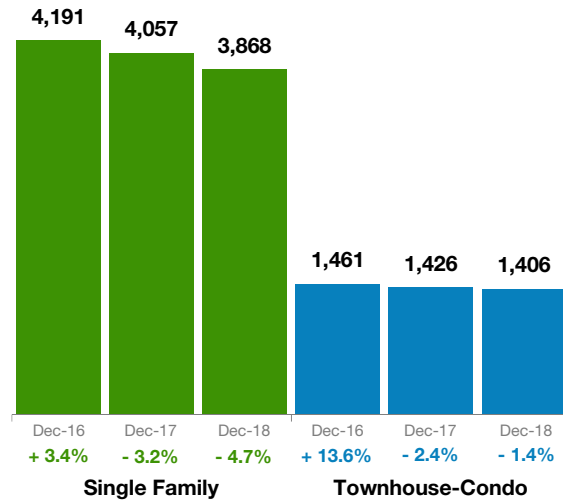
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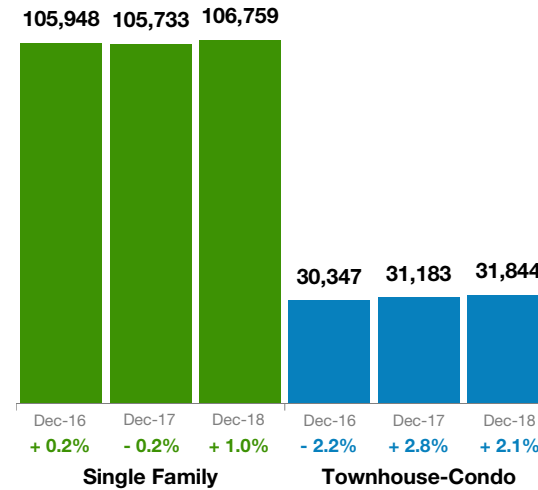


Key Metrics	Historical Sparkbars	12-2017	12-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		1,426	1,406	- 1.4%	31,183	31,844	+ 2.1%
Pending / Under Contract		1,525	1,537	+ 0.8%	27,712	26,599	- 4.0%
Sold Listings		1,971	1,666	- 15.5%	27,616	26,478	- 4.1%
Median Sales Price		\$284,000	\$297,500	+ 4.8%	\$270,000	\$298,000	+ 10.4%
Average Sales Price		\$371,439	\$418,379	+ 12.6%	\$350,610	\$382,425	+ 9.1%
Percent of List Price Received		99.1%	98.7%	- 0.4%	99.7%	99.6%	- 0.1%
Days on Market Until Sale		50	52	+ 4.0%	43	41	- 4.7%
Housing Affordability Index		126	115	- 8.7%	132	114	- 13.6%
Inventory of Active Listings		4,168	4,393	+ 5.4%	--	--	--
Months Supply of Inventory		1.8	2.0	+ 11.1%	--	--	--

December

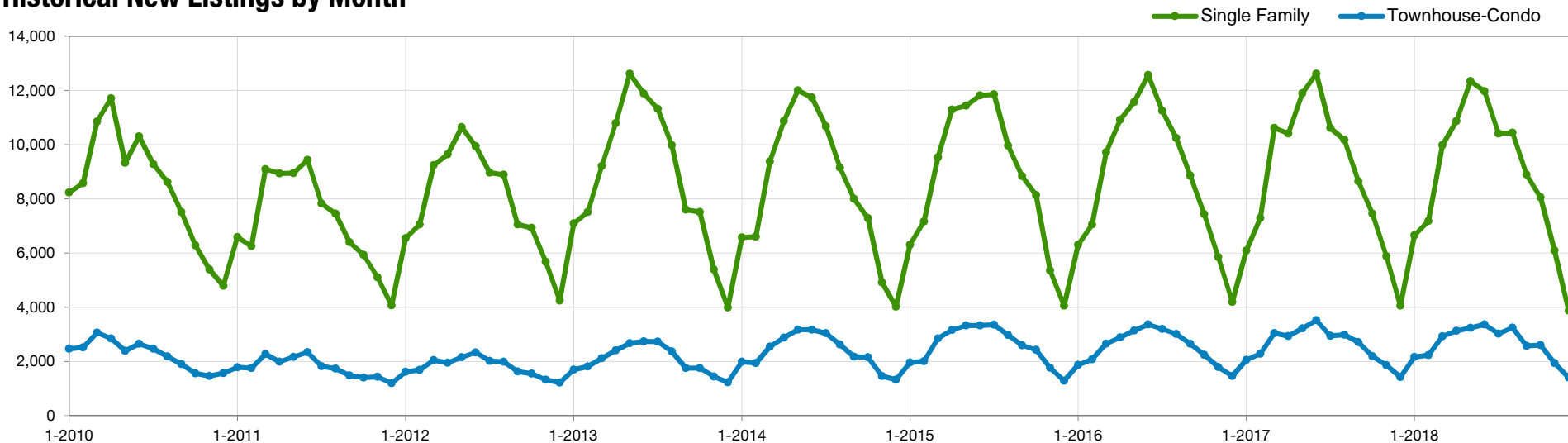


Year to Date



New Listings	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Jan-2018	6,653	+9.4%	+64.0%	2,164	+5.4%	+51.8%
Feb-2018	7,182	-1.5%	+8.0%	2,230	-2.4%	+3.0%
Mar-2018	9,977	-6.0%	+38.9%	2,928	-3.8%	+31.3%
Apr-2018	10,864	+4.4%	+8.9%	3,135	+6.7%	+7.1%
May-2018	12,338	+3.8%	+13.6%	3,236	+0.7%	+3.2%
Jun-2018	11,972	-5.1%	-3.0%	3,360	-4.5%	+3.8%
Jul-2018	10,414	-1.9%	-13.0%	3,021	+2.4%	-10.1%
Aug-2018	10,441	+2.6%	+0.3%	3,246	+8.7%	+7.4%
Sep-2018	8,896	+3.0%	-14.8%	2,579	-4.7%	-20.5%
Oct-2018	8,059	+8.1%	-9.4%	2,602	+18.4%	+0.9%
Nov-2018	6,095	+3.6%	-24.4%	1,937	+3.9%	-25.6%
Dec-2018	3,868	-4.7%	-36.5%	1,406	-1.4%	-27.4%

Historical New Listings by Month



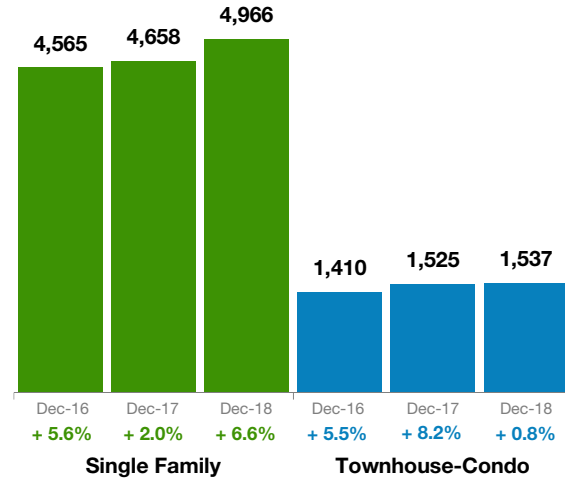
Pending / Under Contract

December 2018
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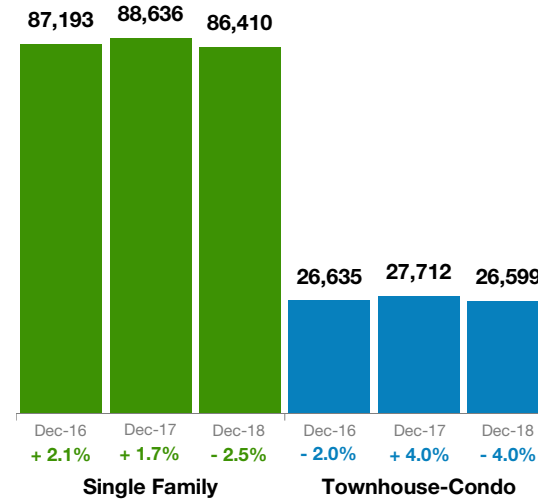
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December

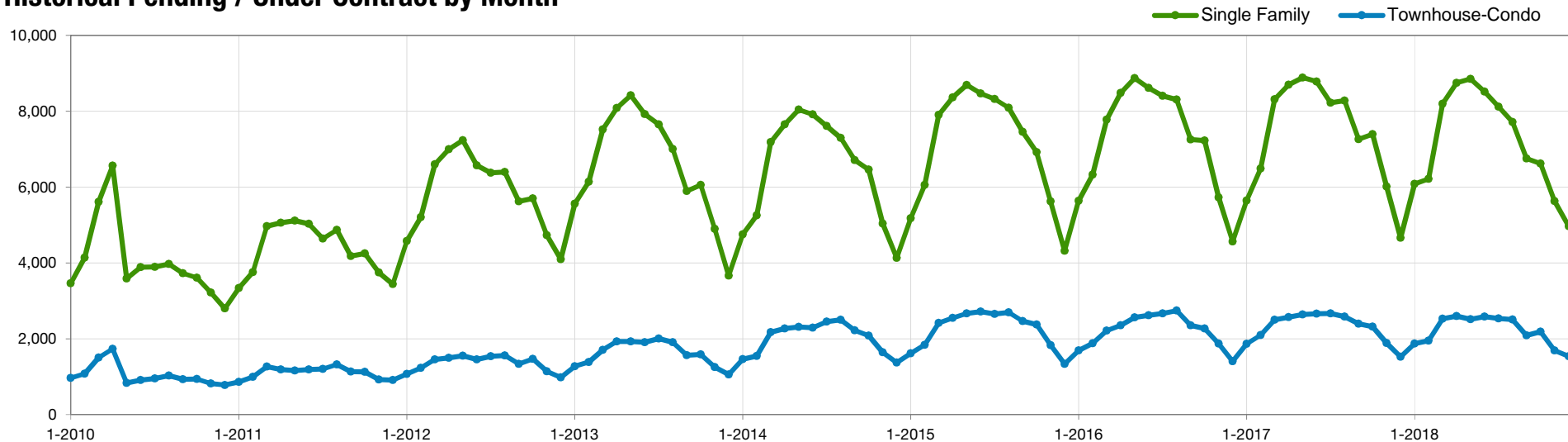


Year to Date



Pending / Under Contract	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Jan-2018	6,086	+7.8%	+30.7%	1,872	+0.2%	+22.8%
Feb-2018	6,213	-4.2%	+2.1%	1,951	-7.1%	+4.2%
Mar-2018	8,194	-1.4%	+31.9%	2,530	+1.3%	+29.7%
Apr-2018	8,748	+0.6%	+6.8%	2,599	+1.2%	+2.7%
May-2018	8,852	-0.4%	+1.2%	2,516	-4.6%	-3.2%
Jun-2018	8,514	-3.0%	-3.8%	2,583	-2.8%	+2.7%
Jul-2018	8,121	-1.2%	-4.6%	2,539	-4.8%	-1.7%
Aug-2018	7,716	-6.8%	-5.0%	2,506	-3.1%	-1.3%
Sep-2018	6,751	-7.1%	-12.5%	2,088	-12.7%	-16.7%
Oct-2018	6,617	-10.5%	-2.0%	2,184	-6.0%	+4.6%
Nov-2018	5,632	-6.4%	-14.9%	1,694	-10.2%	-22.4%
Dec-2018	4,966	+6.6%	-11.8%	1,537	+0.8%	-9.3%

Historical Pending / Under Contract by Month



Sold Listings

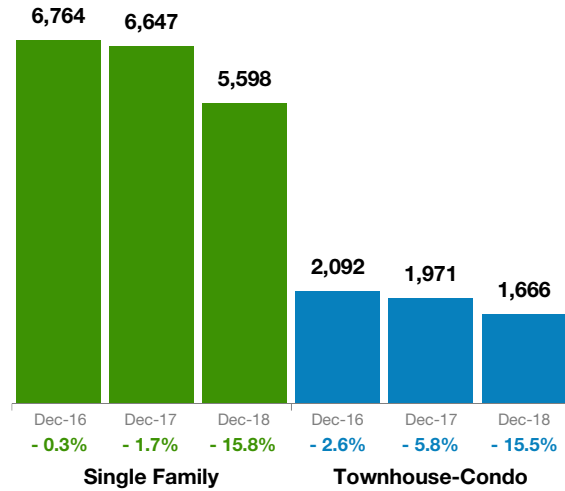
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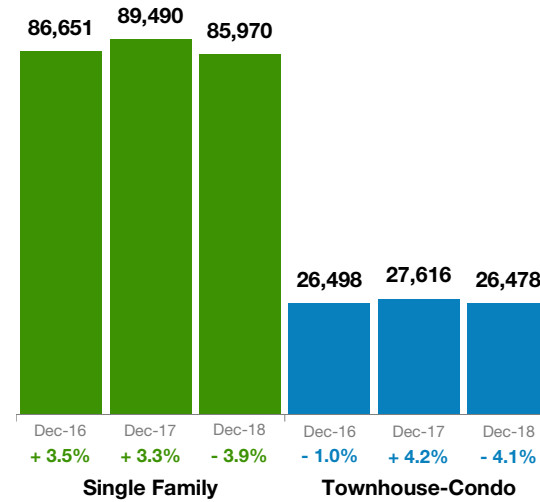
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December

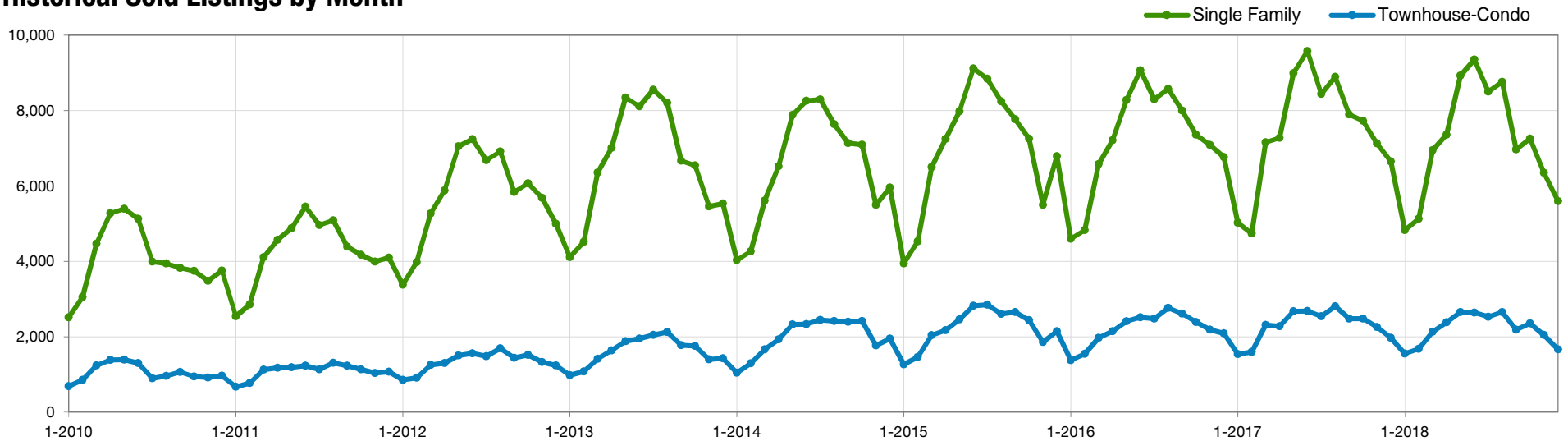


Year to Date



Sold Listings	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Jan-2018	4,832	-3.9%	-27.3%	1,553	+1.1%	-21.2%
Feb-2018	5,127	+8.2%	+6.1%	1,678	+5.3%	+8.0%
Mar-2018	6,945	-3.0%	+35.5%	2,133	-7.9%	+27.1%
Apr-2018	7,359	+1.2%	+6.0%	2,380	+4.6%	+11.6%
May-2018	8,924	-0.7%	+21.3%	2,657	-0.7%	+11.6%
Jun-2018	9,349	-2.4%	+4.8%	2,643	-1.5%	-0.5%
Jul-2018	8,501	+0.8%	-9.1%	2,527	-0.6%	-4.4%
Aug-2018	8,760	-1.5%	+3.0%	2,654	-5.5%	+5.0%
Sep-2018	6,969	-11.7%	-20.4%	2,185	-11.8%	-17.7%
Oct-2018	7,256	-6.1%	+4.1%	2,355	-5.0%	+7.8%
Nov-2018	6,350	-11.0%	-12.5%	2,047	-9.3%	-13.1%
Dec-2018	5,598	-15.8%	-11.8%	1,666	-15.5%	-18.6%

Historical Sold Listings by Month



Median Sales Price

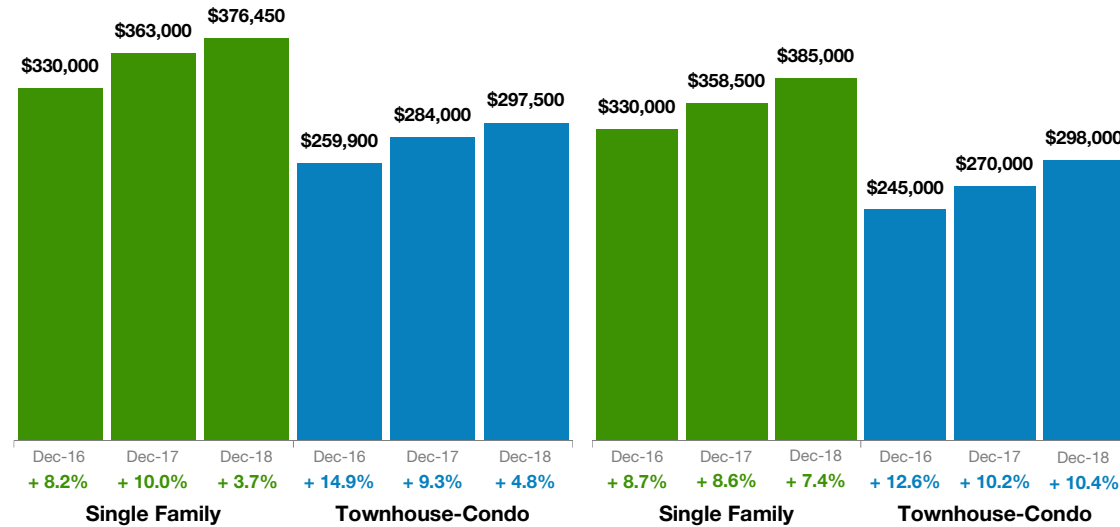
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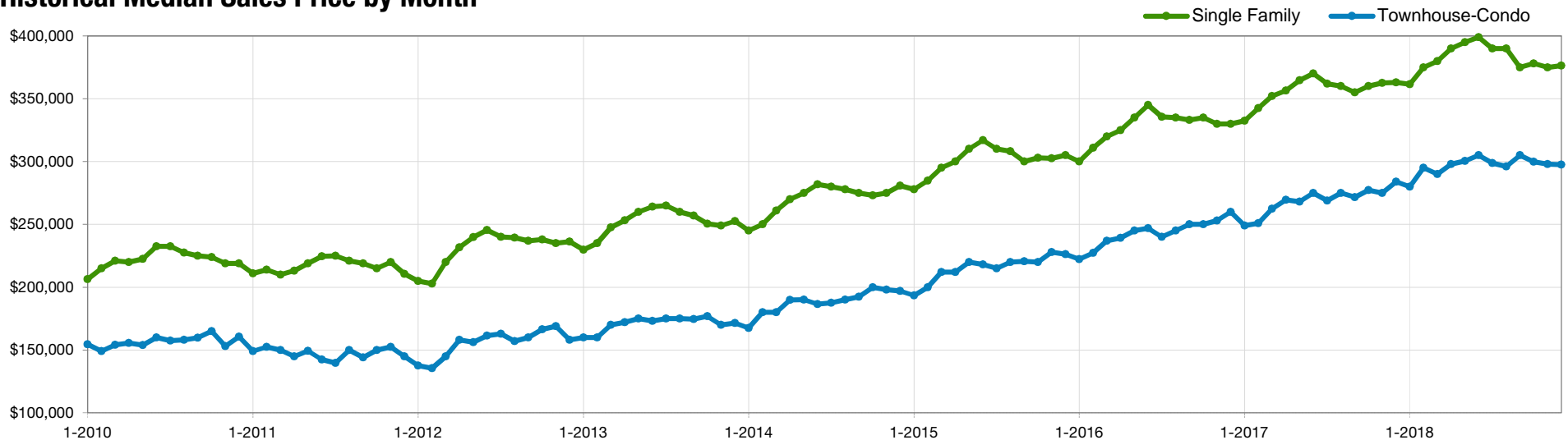


December



Median Sales Price	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Jan-2018	\$361,500	+8.7%	-0.4%	\$280,000	+12.4%	-1.4%
Feb-2018	\$375,000	+9.5%	+3.7%	\$295,000	+17.5%	+5.4%
Mar-2018	\$380,000	+7.9%	+1.3%	\$290,000	+10.5%	-1.7%
Apr-2018	\$390,000	+9.4%	+2.6%	\$298,000	+10.6%	+2.8%
May-2018	\$395,000	+8.3%	+1.3%	\$300,500	+12.1%	+0.8%
Jun-2018	\$399,000	+7.8%	+1.0%	\$305,000	+10.9%	+1.5%
Jul-2018	\$389,900	+7.7%	-2.3%	\$298,900	+11.1%	-2.0%
Aug-2018	\$390,000	+8.3%	+0.0%	\$296,000	+7.6%	-1.0%
Sep-2018	\$375,000	+5.6%	-3.8%	\$305,000	+12.3%	+3.0%
Oct-2018	\$378,108	+5.0%	+0.8%	\$299,900	+8.2%	-1.7%
Nov-2018	\$375,000	+3.4%	-0.8%	\$298,000	+8.4%	-0.6%
Dec-2018	\$376,450	+3.7%	+0.4%	\$297,500	+4.8%	-0.2%

Historical Median Sales Price by Month



Average Sales Price

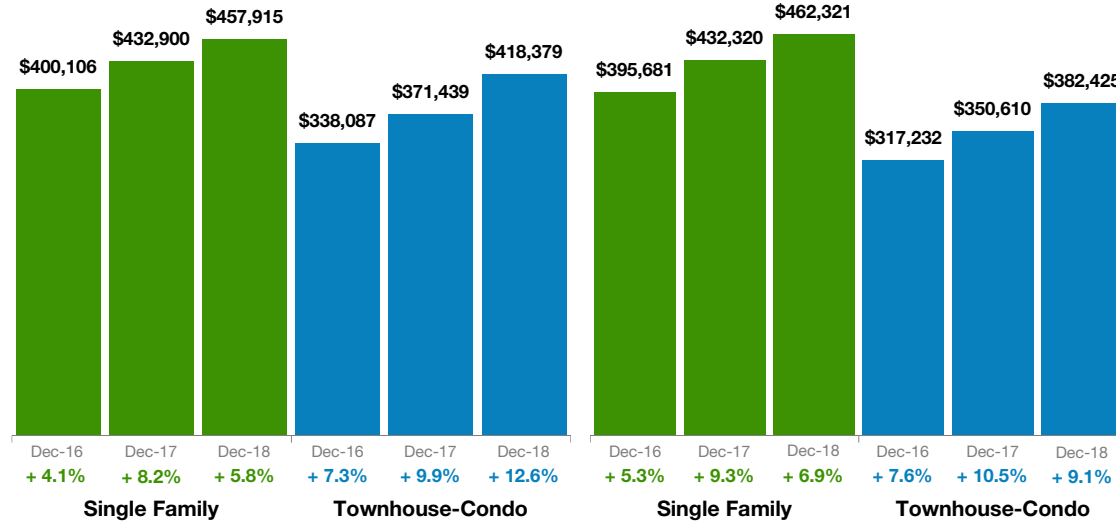
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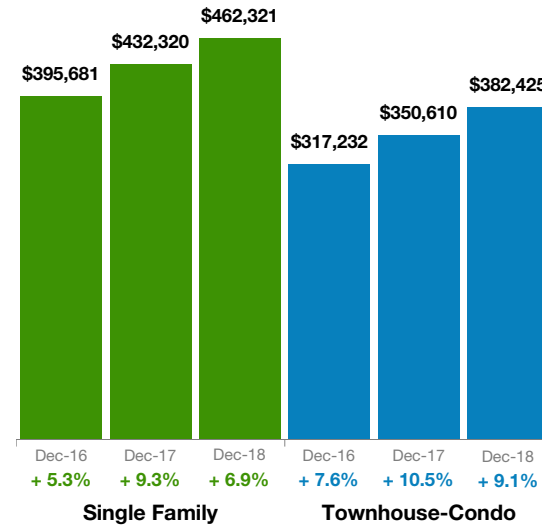
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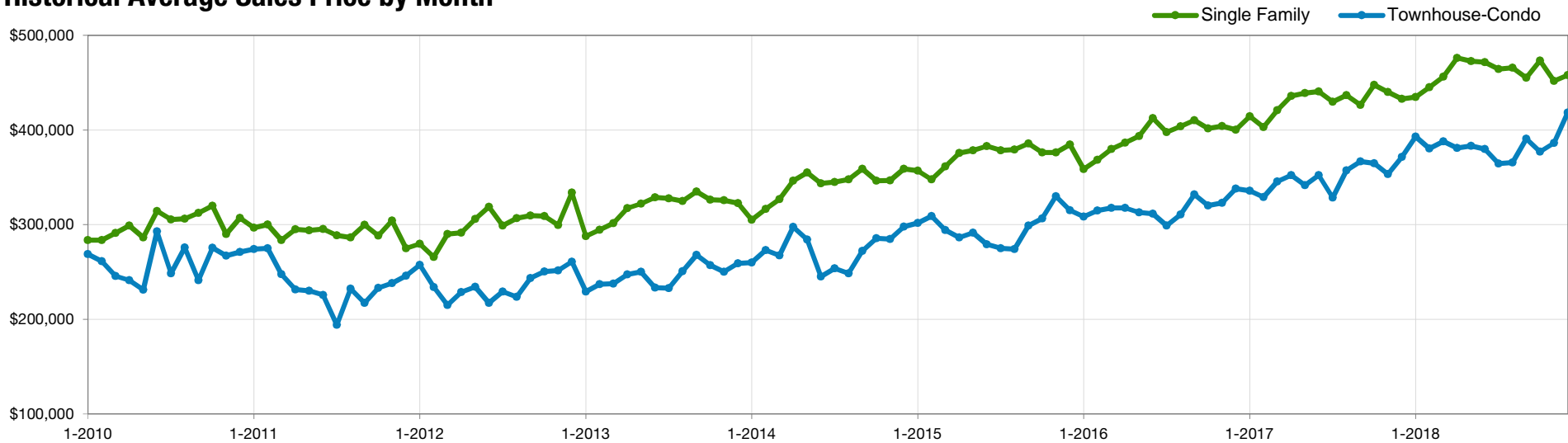


Year to Date



Average Sales Price	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Jan-2018	\$434,868	+5.0%	+0.5%	\$392,889	+17.0%	+5.8%
Feb-2018	\$444,987	+10.4%	+2.3%	\$380,322	+15.6%	-3.2%
Mar-2018	\$456,103	+8.4%	+2.5%	\$387,976	+12.3%	+2.0%
Apr-2018	\$476,104	+9.3%	+4.4%	\$381,025	+8.1%	-1.8%
May-2018	\$472,758	+7.7%	-0.7%	\$383,262	+12.2%	+0.6%
Jun-2018	\$471,592	+7.1%	-0.2%	\$379,913	+7.9%	-0.9%
Jul-2018	\$464,185	+8.0%	-1.6%	\$364,495	+11.0%	-4.1%
Aug-2018	\$465,676	+6.6%	+0.3%	\$365,730	+2.4%	+0.3%
Sep-2018	\$455,201	+6.8%	-2.2%	\$390,593	+6.5%	+6.8%
Oct-2018	\$473,216	+5.7%	+4.0%	\$377,100	+3.3%	-3.5%
Nov-2018	\$451,864	+2.7%	-4.5%	\$386,182	+9.3%	+2.4%
Dec-2018	\$457,915	+5.8%	+1.3%	\$418,379	+12.6%	+8.3%

Historical Average Sales Price by Month



Percent of List Price Received

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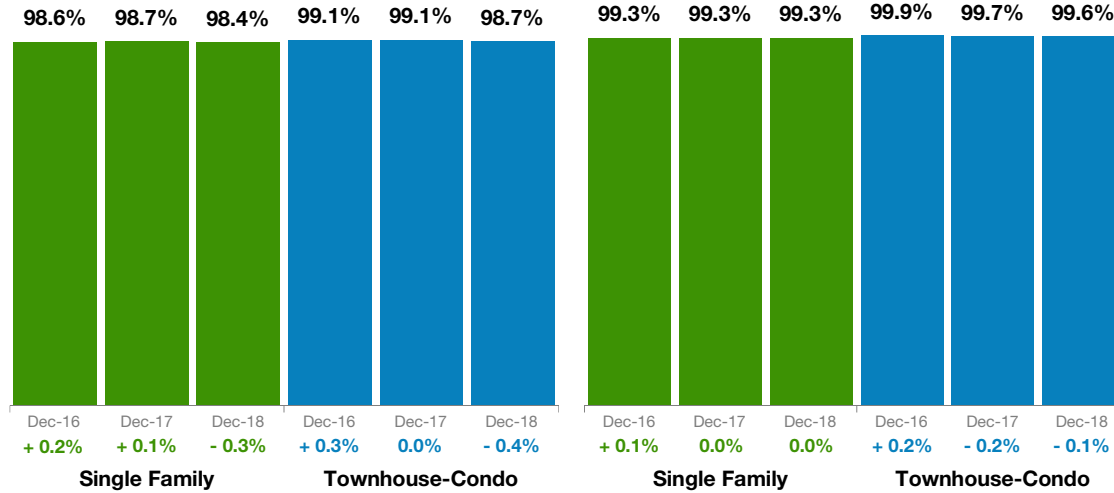
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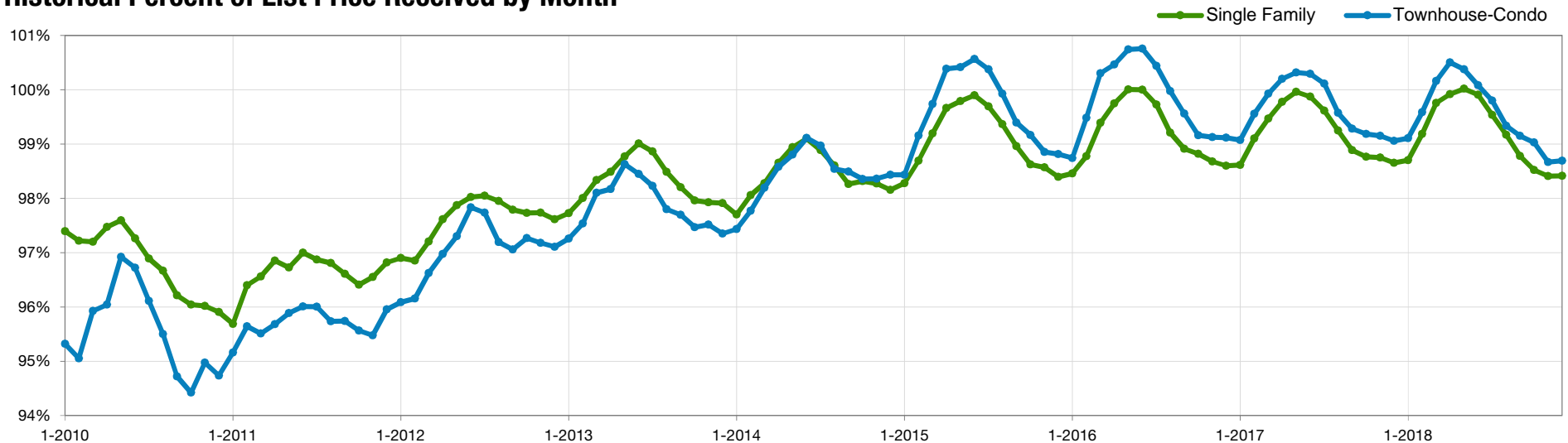
December

Year to Date



Pct. of List Price Received	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Jan-2018	98.7%	+0.1%	0.0%	99.1%	0.0%	0.0%
Feb-2018	99.2%	+0.1%	+0.5%	99.6%	0.0%	+0.5%
Mar-2018	99.8%	+0.3%	+0.6%	100.2%	+0.3%	+0.6%
Apr-2018	99.9%	+0.1%	+0.1%	100.5%	+0.3%	+0.3%
May-2018	100.0%	0.0%	+0.1%	100.4%	+0.1%	-0.1%
Jun-2018	99.9%	0.0%	-0.1%	100.1%	-0.2%	-0.3%
Jul-2018	99.5%	-0.1%	-0.4%	99.8%	-0.3%	-0.3%
Aug-2018	99.2%	-0.1%	-0.3%	99.3%	-0.3%	-0.5%
Sep-2018	98.8%	-0.1%	-0.4%	99.2%	-0.1%	-0.1%
Oct-2018	98.5%	-0.3%	-0.3%	99.0%	-0.2%	-0.2%
Nov-2018	98.4%	-0.4%	-0.1%	98.7%	-0.5%	-0.3%
Dec-2018	98.4%	-0.3%	0.0%	98.7%	-0.4%	0.0%

Historical Percent of List Price Received by Month



Days on Market Until Sale

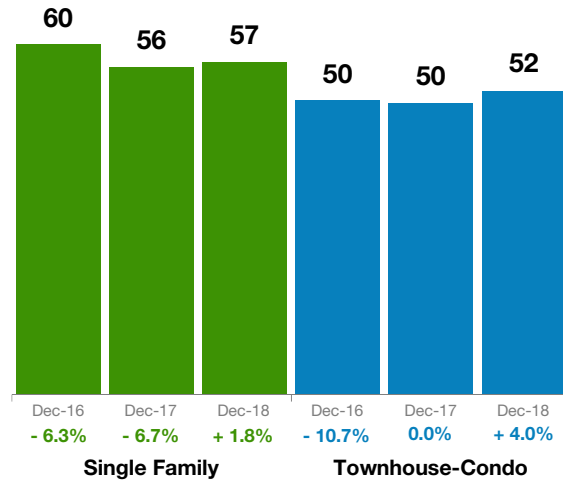
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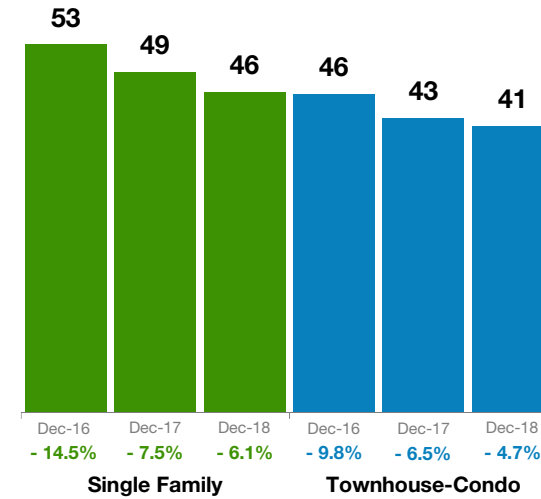
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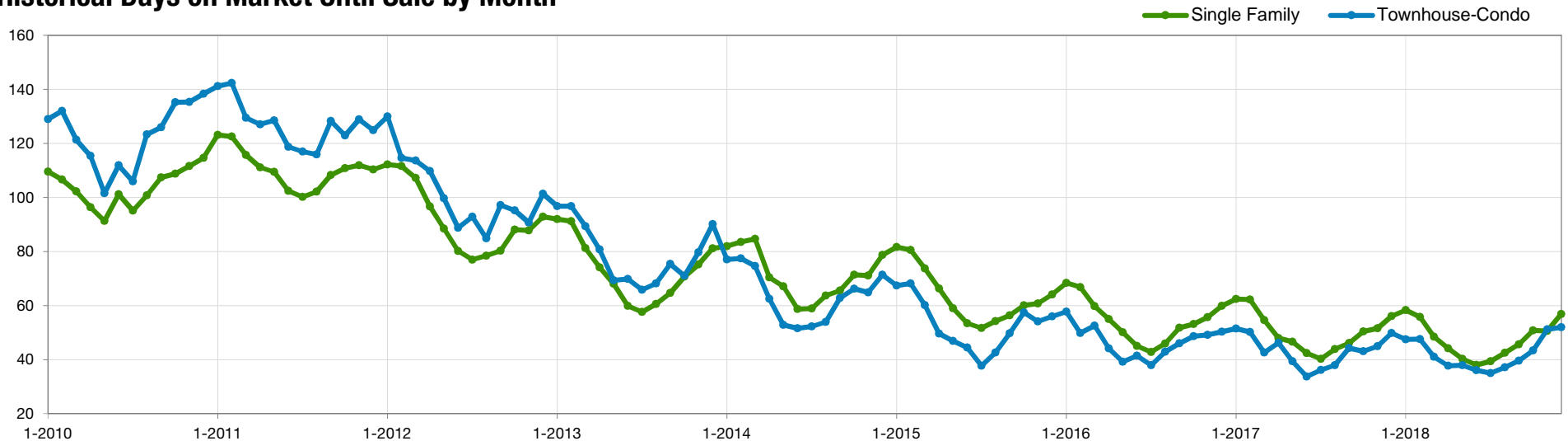


Year to Date



Days on Market Until Sale	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Jan-2018	58	-6.5%	+3.6%	48	-5.9%	-4.0%
Feb-2018	56	-9.7%	-3.4%	48	-4.0%	0.0%
Mar-2018	49	-10.9%	-12.5%	41	-4.7%	-14.6%
Apr-2018	44	-8.3%	-10.2%	38	-17.4%	-7.3%
May-2018	40	-14.9%	-9.1%	38	-2.6%	0.0%
Jun-2018	38	-9.5%	-5.0%	36	+5.9%	-5.3%
Jul-2018	39	-2.5%	+2.6%	35	-2.8%	-2.8%
Aug-2018	43	-2.3%	+10.3%	37	-2.6%	+5.7%
Sep-2018	46	0.0%	+7.0%	40	-9.1%	+8.1%
Oct-2018	51	+2.0%	+10.9%	43	0.0%	+7.5%
Nov-2018	51	-1.9%	0.0%	51	+13.3%	+18.6%
Dec-2018	57	+1.8%	+11.8%	52	+4.0%	+2.0%

Historical Days on Market Until Sale by Month



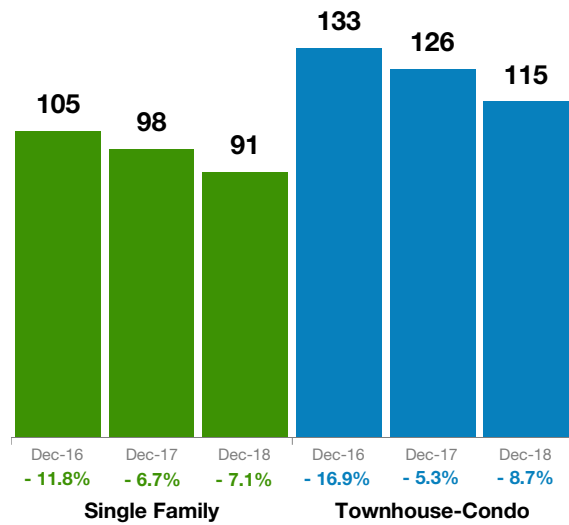
Housing Affordability Index

December 2018
Statewide Report

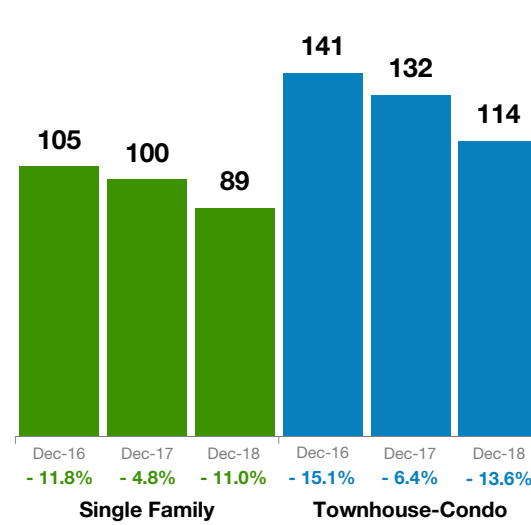
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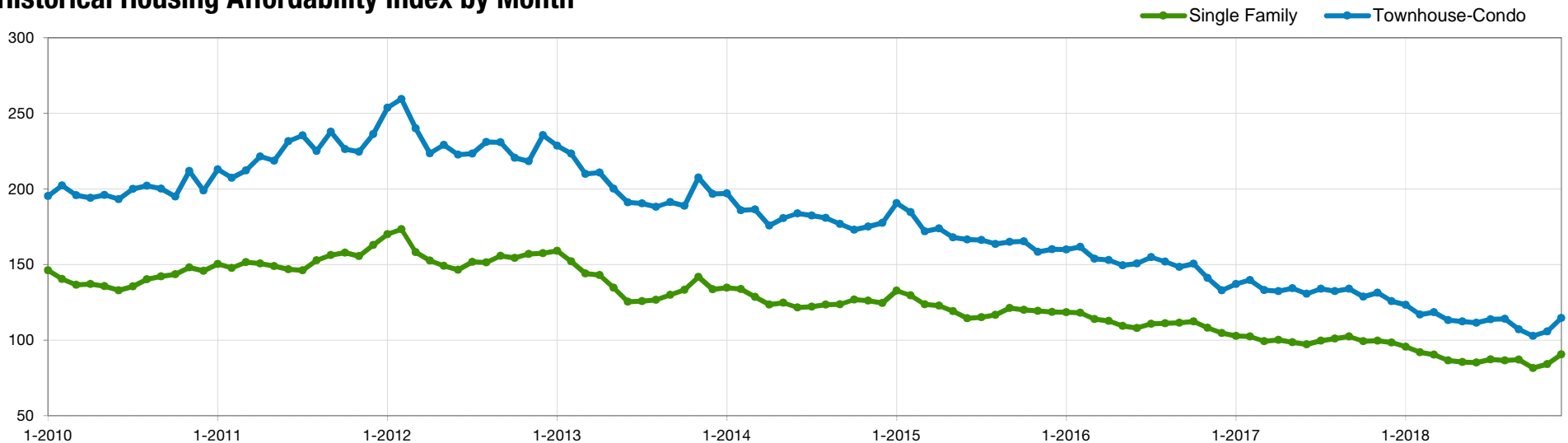


Year to Date



Housing Affordability Index	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Jan-2018	96	-6.8%	-2.0%	123	-10.2%	-2.4%
Feb-2018	92	-9.8%	-4.2%	117	-16.4%	-4.9%
Mar-2018	90	-9.1%	-2.2%	118	-11.3%	+0.9%
Apr-2018	87	-13.0%	-3.3%	113	-14.4%	-4.2%
May-2018	85	-14.1%	-2.3%	112	-16.4%	-0.9%
Jun-2018	85	-12.4%	0.0%	111	-15.3%	-0.9%
Jul-2018	87	-13.0%	+2.4%	114	-14.9%	+2.7%
Aug-2018	87	-13.9%	0.0%	114	-13.6%	0.0%
Sep-2018	87	-14.7%	0.0%	107	-20.1%	-6.1%
Oct-2018	82	-17.2%	-5.7%	103	-20.2%	-3.7%
Nov-2018	84	-16.0%	+2.4%	106	-19.1%	+2.9%
Dec-2018	91	-7.1%	+8.3%	115	-8.7%	+8.5%

Historical Housing Affordability Index by Month



Inventory of Active Listings

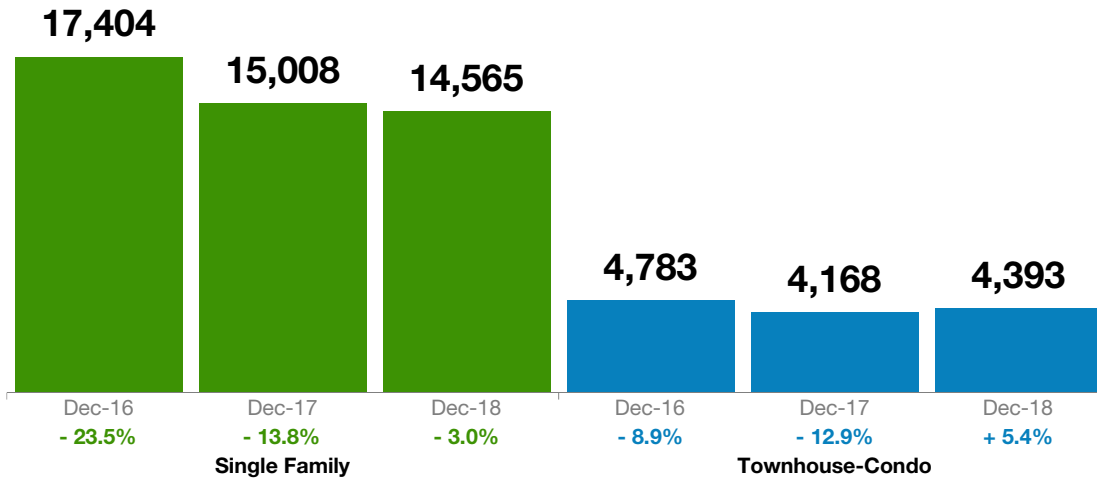
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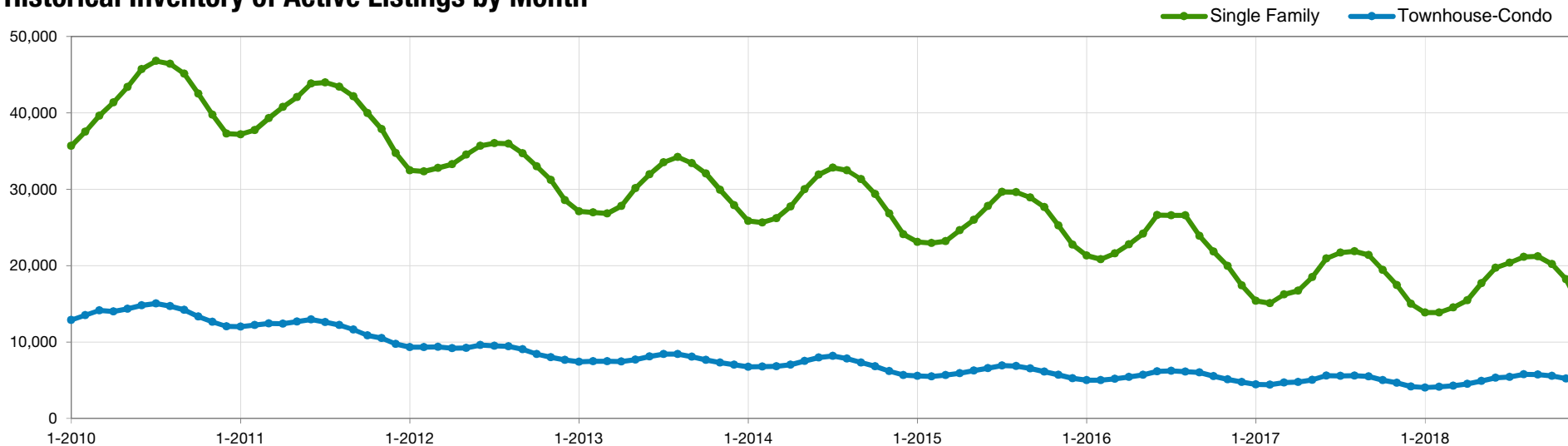


December



Active Listings	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Jan-2018	13,852	-10.1%	-7.7%	4,051	-9.0%	-2.8%
Feb-2018	13,857	-8.1%	+0.0%	4,124	-6.8%	+1.8%
Mar-2018	14,508	-10.6%	+4.7%	4,294	-8.9%	+4.1%
Apr-2018	15,452	-7.7%	+6.5%	4,536	-4.5%	+5.6%
May-2018	17,699	-4.4%	+14.5%	4,891	-2.8%	+7.8%
Jun-2018	19,719	-5.9%	+11.4%	5,338	-5.0%	+9.1%
Jul-2018	20,390	-6.0%	+3.4%	5,446	-2.3%	+2.0%
Aug-2018	21,148	-3.3%	+3.7%	5,777	+3.2%	+6.1%
Sep-2018	21,223	-0.8%	+0.4%	5,740	+4.1%	-0.6%
Oct-2018	20,194	+3.8%	-4.8%	5,582	+11.7%	-2.8%
Nov-2018	18,221	+4.4%	-9.8%	5,236	+12.4%	-6.2%
Dec-2018	14,565	-3.0%	-20.1%	4,393	+5.4%	-16.1%

Historical Inventory of Active Listings by Month



Months Supply of Inventory

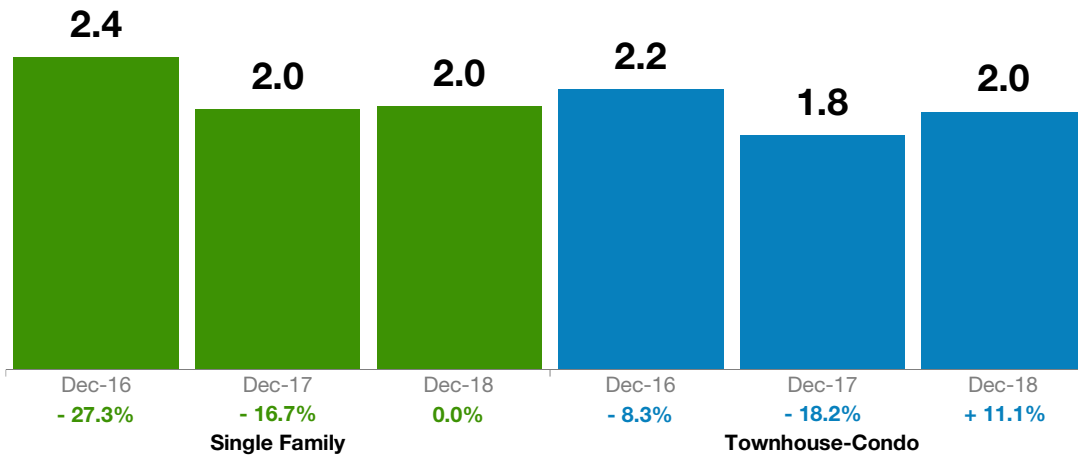
December 2018
Statewide Report

Make Sure Your Agent is a REALTOR®

Not all agents are the same!

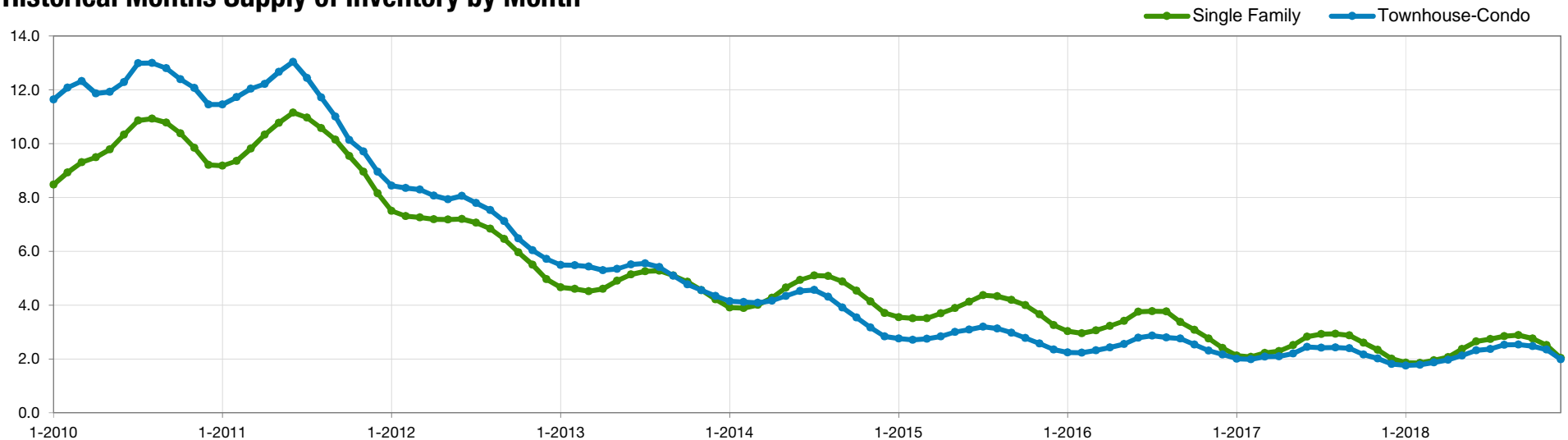


December



Months Supply	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Jan-2018	1.9	-9.5%	-5.0%	1.8	-10.0%	0.0%
Feb-2018	1.9	-9.5%	0.0%	1.8	-10.0%	0.0%
Mar-2018	1.9	-13.6%	0.0%	1.9	-9.5%	+5.6%
Apr-2018	2.1	-8.7%	+10.5%	2.0	-4.8%	+5.3%
May-2018	2.4	-4.0%	+14.3%	2.1	-4.5%	+5.0%
Jun-2018	2.7	-3.6%	+12.5%	2.3	-4.2%	+9.5%
Jul-2018	2.7	-6.9%	0.0%	2.4	0.0%	+4.3%
Aug-2018	2.8	-3.4%	+3.7%	2.5	+4.2%	+4.2%
Sep-2018	2.9	0.0%	+3.6%	2.5	+4.2%	0.0%
Oct-2018	2.8	+7.7%	-3.4%	2.5	+13.6%	0.0%
Nov-2018	2.5	+8.7%	-10.7%	2.3	+15.0%	-8.0%
Dec-2018	2.0	0.0%	-20.0%	2.0	+11.1%	-13.0%

Historical Months Supply of Inventory by Month



Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®.

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New Listings

A measure of how much new supply is coming onto the market from sellers.

Pending/Under Contract

A count of all the listings that went into Pending / Under Contract during the reported period. Pending / Under Contract listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending / Under Contract, out of Pending / Under Contract, then back into Pending / Under Contract 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 Sales 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 Sales 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

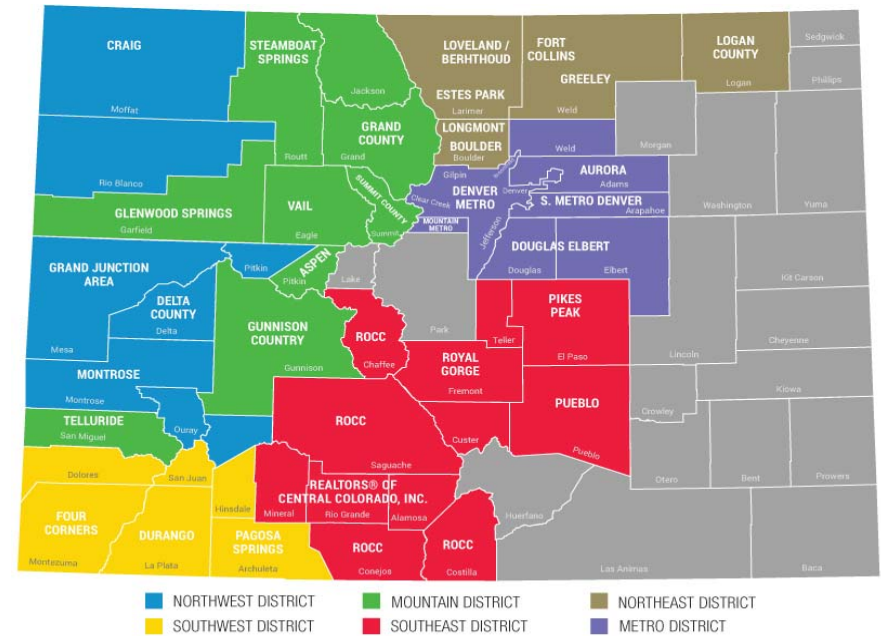
A measure of how affordable a region’s housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.

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.



Colorado Association of REALTORS® Board Map
Associations/Boards by District

Metro

Aurora Association
Denver Metro Association
Denver Metro Commercial Assn.
Douglas Elbert Association
Mountain Metro Association
South Metro Association

Northeast

Boulder Area Association
Estes Park Board
Fort Collins Board
Greeley Area Association
Logan County Board
Longmont Association
Loveland/Berthoud Association
Northern Colorado Commercial Assn.

Southeast

Pikes Peak Association
Pueblo Association
REALTORS® of Central Colorado, Inc. (ROCC)
Royal Gorge Association

Southwest

Durango Area Association
Four Corners Board
Pagosa Springs Area Association

Mountain

Aspen Board
Glenwood Springs Association
Grand County Board
Gunnison Country Association
Steamboat Springs Board
Summit Association
Telluride Association
Vail Board

Northwest

Craig Association
Delta Board
Grand Junction Area Association
Montrose Association

The gray areas are not represented by a local association/board of REALTORS® or Multiple Listing Service. Transaction numbers in those areas are low and would not affect the overall state statistics.