

Monthly Indicators



January 2018

Percent changes calculated using year-over-year comparisons.

New Listings were down 24.1 percent for single family homes and 36.2 percent for townhouse-condo properties. Pending Sales increased 63.6 percent for single family homes but decreased 8.3 percent for townhouse-condo properties.

The Median Sales Price was up 8.4 percent to \$587,800 for single family homes and 18.6 percent to \$400,000 for townhouse-condo properties. Days on Market decreased 21.8 percent for single family homes and 24.0 percent for townhouse-condo properties.

Whatever external forces are placed upon residential real estate markets across the country – whether they are related to tax legislation, mortgage rates, employment situation changes, new family formations, the availability of new construction and the like – the appetite for home buying remains strong enough to drive prices upward in virtually all markets across the country. New sales are not necessarily following that trend, but monthly increases are expected until at least late summer.

Activity Snapshot

+ 5.5%	+ 9.9%	- 34.7%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties

Residential real estate activity in zip codes 80487, 81639 and 80467, comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Single Family Market Overview

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



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Key Metrics	Historical Sparkbars	1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		29	22	- 24.1%	29	22	- 24.1%
Pending Sales		11	18	+ 63.6%	11	18	+ 63.6%
Sold Listings		14	15	+ 7.1%	14	15	+ 7.1%
Median Sales Price		\$542,500	\$587,800	+ 8.4%	\$542,500	\$587,800	+ 8.4%
Average Sales Price		\$610,643	\$681,813	+ 11.7%	\$610,643	\$681,813	+ 11.7%
Pct. of List Price Received		94.7%	96.6%	+ 2.0%	94.7%	96.6%	+ 2.0%
Days on Market		142	111	- 21.8%	142	111	- 21.8%
Housing Affordability Index		63	59	- 6.3%	63	59	- 6.3%
Active Listings		174	135	- 22.4%	--	--	--
Months Supply		6.6	4.9	- 25.8%	--	--	--

Townhouse-Condo Market Overview

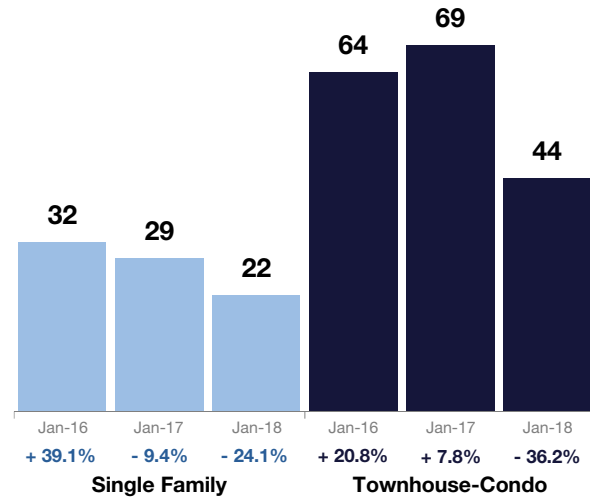
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



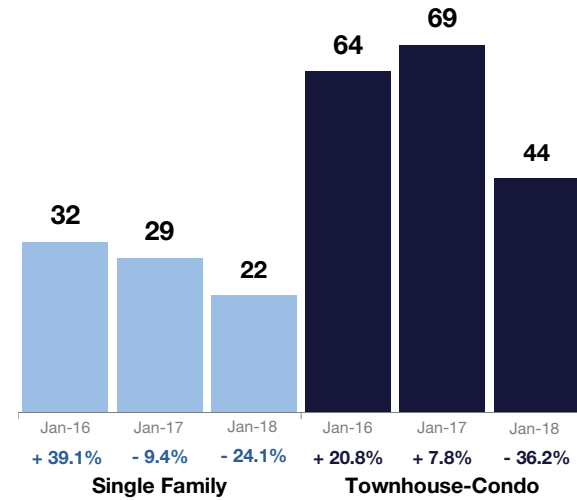
Key Metrics	Historical Sparkbars	1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		69	44	- 36.2%	69	44	- 36.2%
Pending Sales		36	33	- 8.3%	36	33	- 8.3%
Sold Listings		41	43	+ 4.9%	41	43	+ 4.9%
Median Sales Price		\$337,228	\$400,000	+ 18.6%	\$337,228	\$400,000	+ 18.6%
Average Sales Price		\$452,693	\$425,105	- 6.1%	\$452,693	\$425,105	- 6.1%
Pct. of List Price Received		98.4%	97.0%	- 1.4%	98.4%	97.0%	- 1.4%
Days on Market		100	76	- 24.0%	100	76	- 24.0%
Housing Affordability Index		101	86	- 14.9%	101	86	- 14.9%
Active Listings		385	230	- 40.3%	--	--	--
Months Supply		8.4	4.5	- 46.4%	--	--	--

New Listings

January

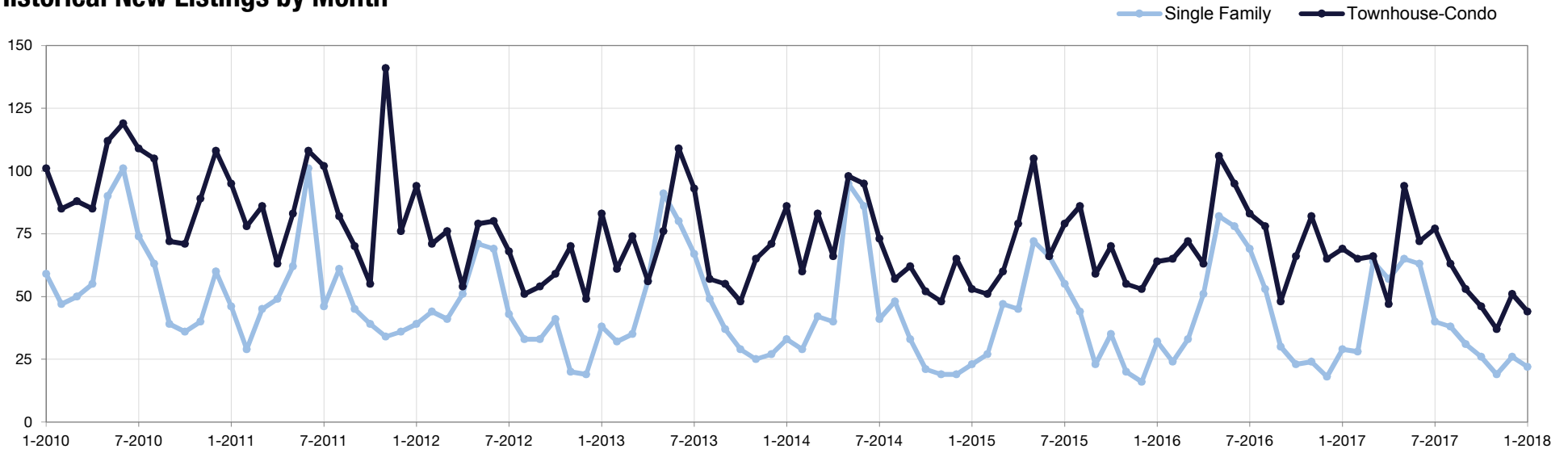


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	28	+16.7%	65	0.0%
Mar-2017	64	+93.9%	66	-8.3%
Apr-2017	57	+11.8%	47	-25.4%
May-2017	65	-20.7%	94	-11.3%
Jun-2017	63	-19.2%	72	-24.2%
Jul-2017	40	-42.0%	77	-7.2%
Aug-2017	38	-28.3%	63	-19.2%
Sep-2017	31	+3.3%	53	+10.4%
Oct-2017	26	+13.0%	46	-30.3%
Nov-2017	19	-20.8%	37	-54.9%
Dec-2017	26	+44.4%	51	-21.5%
Jan-2018	22	-24.1%	44	-36.2%

Historical New Listings by Month

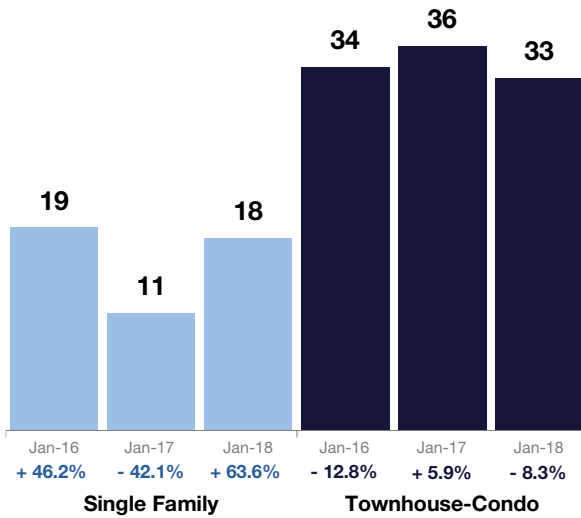


Pending Sales

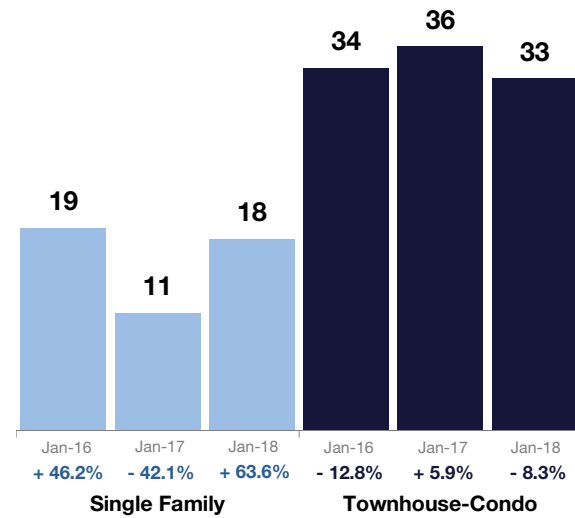


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January

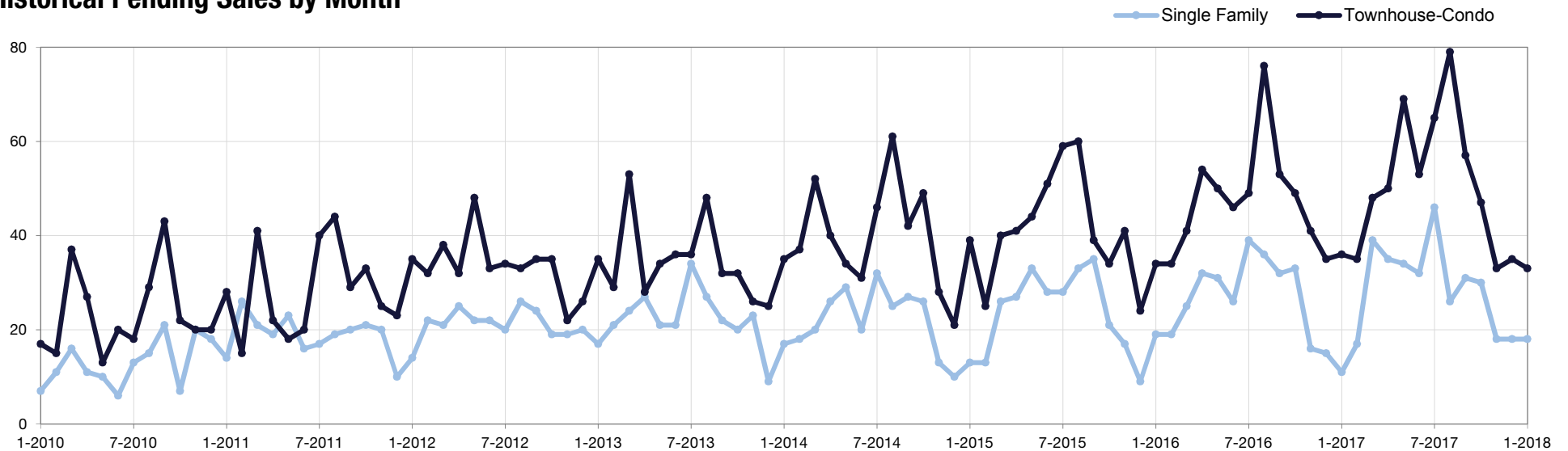


Year to Date



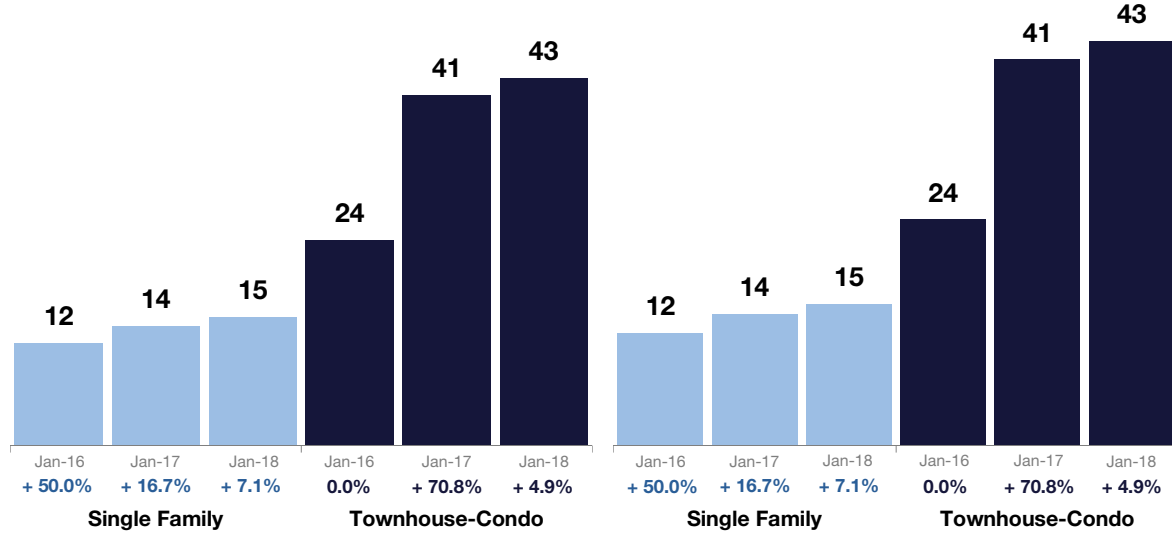
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	17	-10.5%	35	+2.9%
Mar-2017	39	+56.0%	48	+17.1%
Apr-2017	35	+9.4%	50	-7.4%
May-2017	34	+9.7%	69	+38.0%
Jun-2017	32	+23.1%	53	+15.2%
Jul-2017	46	+17.9%	65	+32.7%
Aug-2017	26	-27.8%	79	+3.9%
Sep-2017	31	-3.1%	57	+7.5%
Oct-2017	30	-9.1%	47	-4.1%
Nov-2017	18	+12.5%	33	-19.5%
Dec-2017	18	+20.0%	35	0.0%
Jan-2018	18	+63.6%	33	-8.3%

Historical Pending Sales by Month



Sold Listings

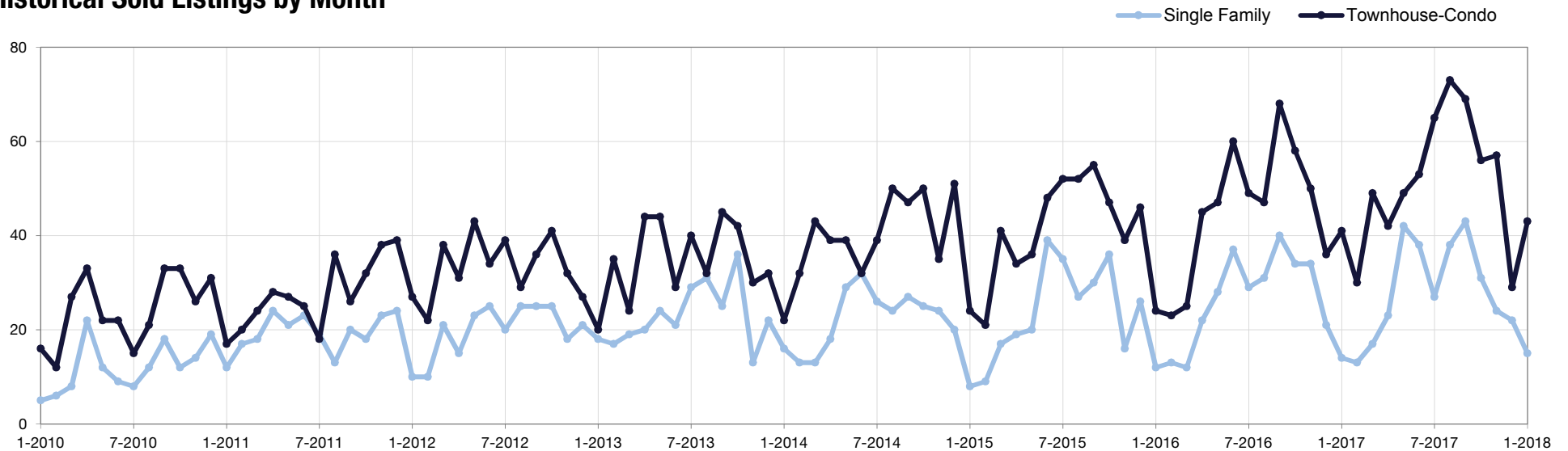
January



Year to Date

Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	13	0.0%	30	+30.4%
Mar-2017	17	+41.7%	49	+96.0%
Apr-2017	23	+4.5%	42	-6.7%
May-2017	42	+50.0%	49	+4.3%
Jun-2017	38	+2.7%	53	-11.7%
Jul-2017	27	-6.9%	65	+32.7%
Aug-2017	38	+22.6%	73	+55.3%
Sep-2017	43	+7.5%	69	+1.5%
Oct-2017	31	-8.8%	56	-3.4%
Nov-2017	24	-29.4%	57	+14.0%
Dec-2017	22	+4.8%	29	-19.4%
Jan-2018	15	+7.1%	43	+4.9%

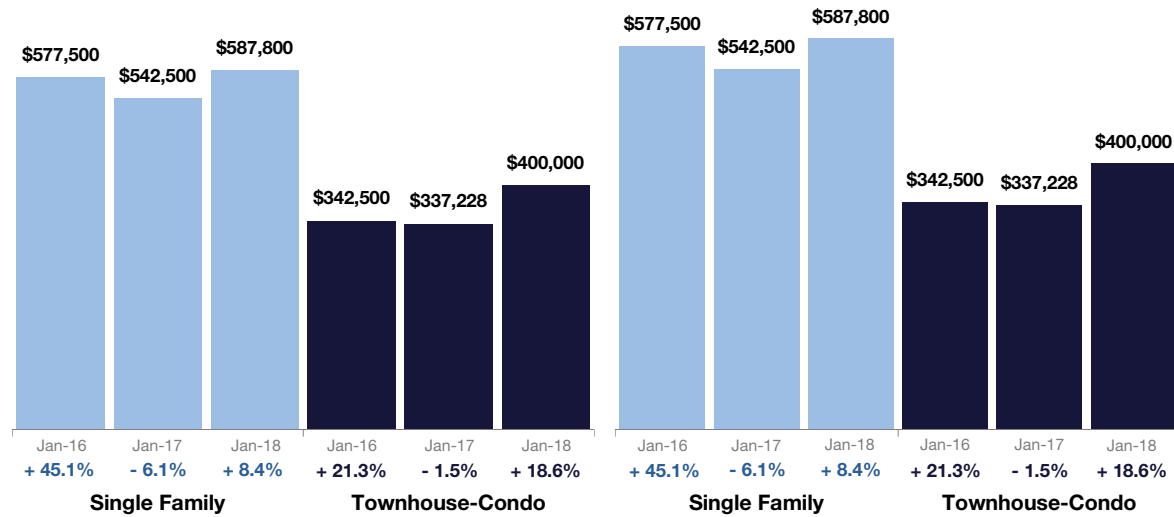
Historical Sold Listings by Month



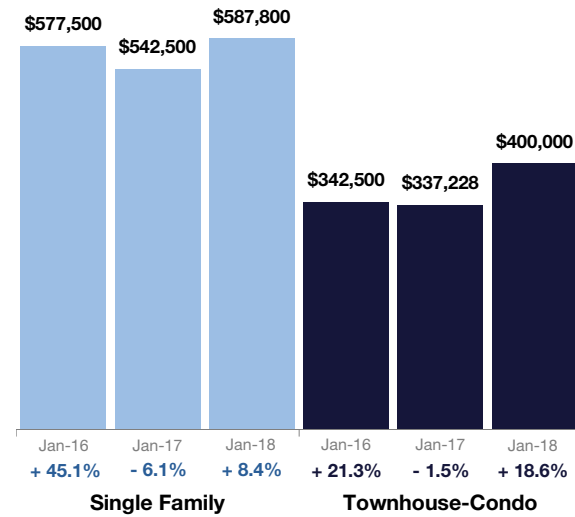
Median Sales Price



January

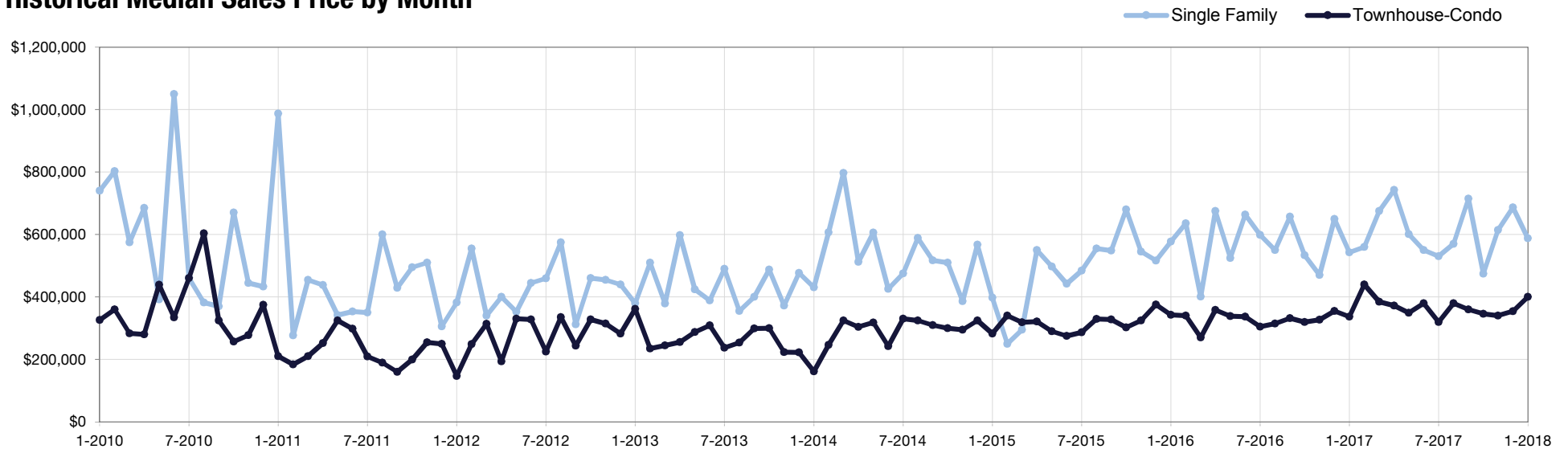


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	\$560,000	-11.9%	\$440,000	+29.4%
Mar-2017	\$675,000	+68.1%	\$385,000	+42.6%
Apr-2017	\$742,500	+10.0%	\$372,500	+4.1%
May-2017	\$600,750	+14.4%	\$349,000	+2.9%
Jun-2017	\$550,000	-17.2%	\$379,500	+12.5%
Jul-2017	\$530,000	-11.5%	\$320,000	+4.9%
Aug-2017	\$570,000	+3.6%	\$380,000	+20.6%
Sep-2017	\$715,000	+8.8%	\$360,000	+8.5%
Oct-2017	\$474,000	-11.2%	\$346,000	+8.1%
Nov-2017	\$614,000	+30.6%	\$340,000	+4.0%
Dec-2017	\$687,000	+5.7%	\$354,000	-0.3%
Jan-2018	\$587,800	+8.4%	\$400,000	+18.6%

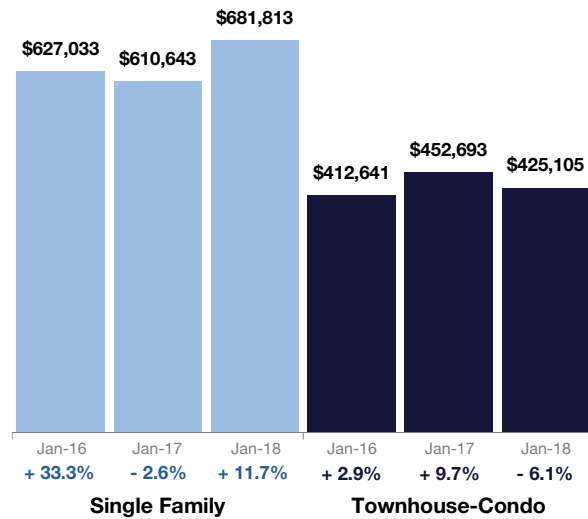
Historical Median Sales Price by Month



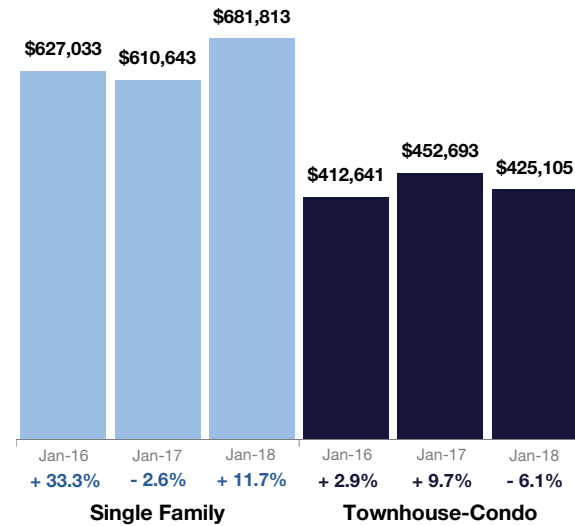
Average Sales Price



January

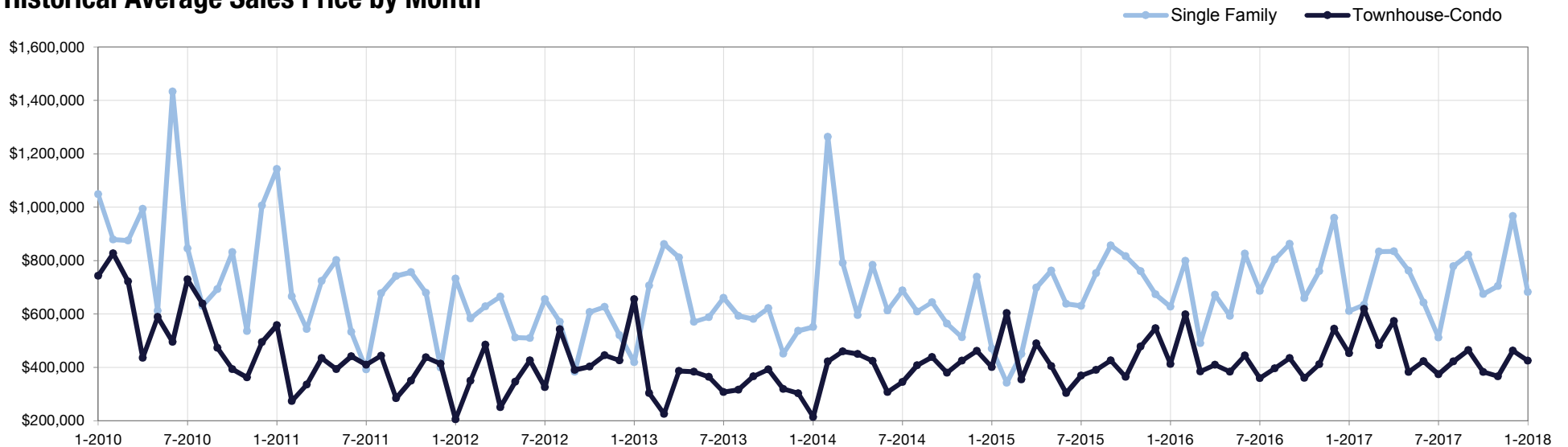


Year to Date



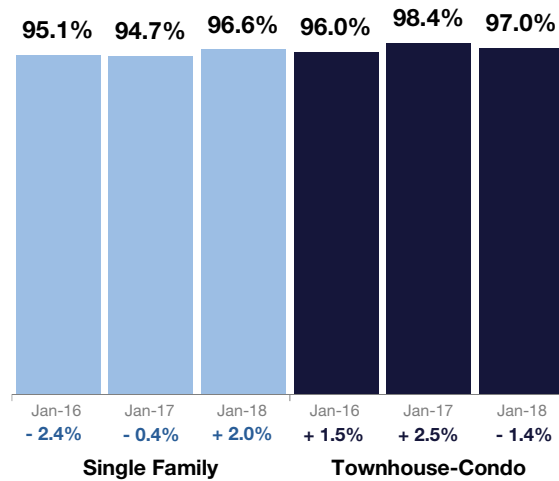
Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	\$634,414	-20.6%	\$618,680	+3.4%
Mar-2017	\$833,345	+69.8%	\$483,184	+25.5%
Apr-2017	\$834,060	+24.2%	\$573,495	+40.0%
May-2017	\$762,544	+28.6%	\$383,000	-0.0%
Jun-2017	\$642,995	-22.1%	\$422,981	-4.8%
Jul-2017	\$511,719	-25.5%	\$374,070	+4.1%
Aug-2017	\$778,203	-3.2%	\$421,823	+6.6%
Sep-2017	\$821,762	-4.7%	\$464,430	+6.9%
Oct-2017	\$674,307	+2.3%	\$382,294	+6.1%
Nov-2017	\$704,214	-7.4%	\$366,333	-10.9%
Dec-2017	\$966,682	+0.8%	\$462,682	-15.0%
Jan-2018	\$681,813	+11.7%	\$425,105	-6.1%

Historical Average Sales Price by Month

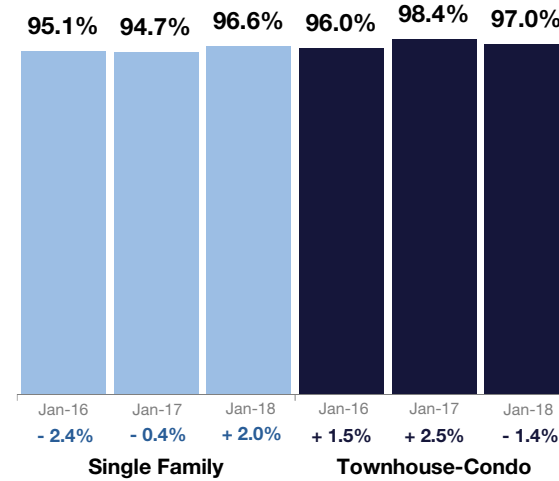


Percent of List Price Received

January

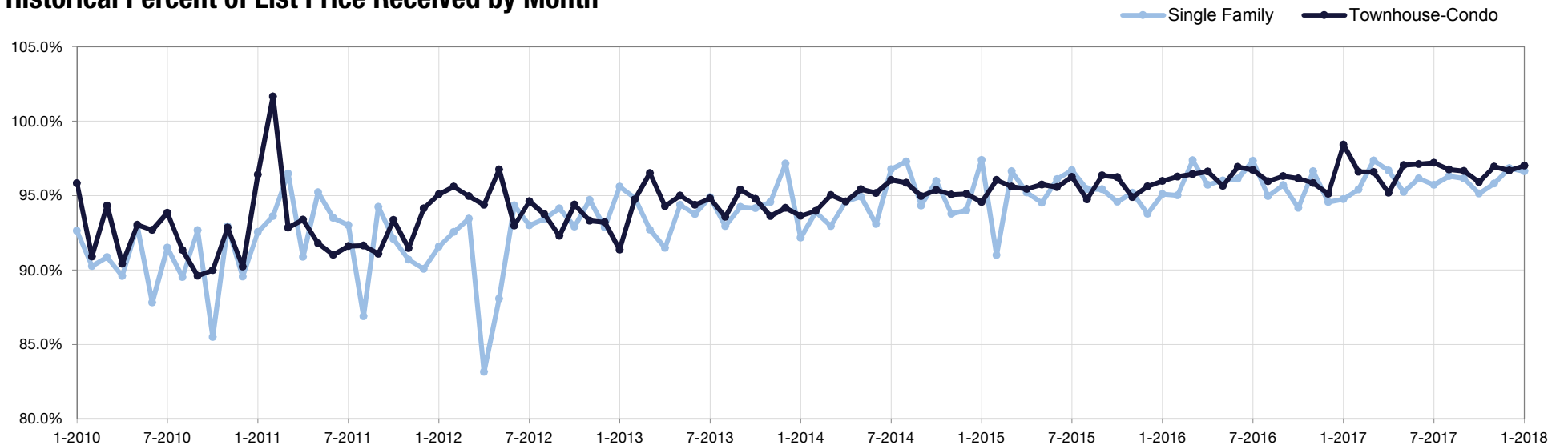


Year to Date



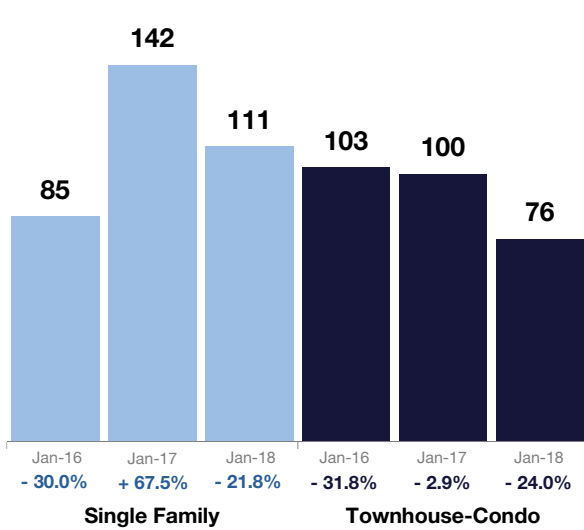
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	95.4%	+0.4%	96.6%	+0.3%
Mar-2017	97.4%	0.0%	96.6%	+0.2%
Apr-2017	96.7%	+1.0%	95.2%	-1.4%
May-2017	95.2%	-0.8%	97.1%	+1.6%
Jun-2017	96.2%	+0.1%	97.1%	+0.2%
Jul-2017	95.7%	-1.6%	97.2%	+0.5%
Aug-2017	96.3%	+1.4%	96.7%	+0.7%
Sep-2017	96.2%	+0.5%	96.7%	+0.4%
Oct-2017	95.1%	+1.0%	95.9%	-0.2%
Nov-2017	95.8%	-0.8%	96.9%	+1.1%
Dec-2017	96.8%	+2.3%	96.7%	+1.7%
Jan-2018	96.6%	+2.0%	97.0%	-1.4%

Historical Percent of List Price Received by Month

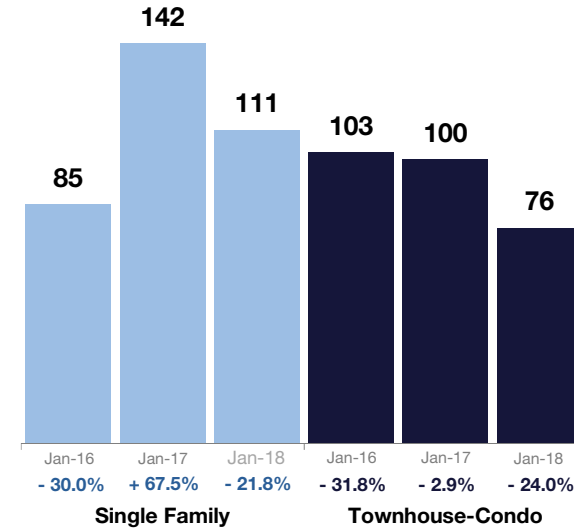


Days on Market Until Sale

January

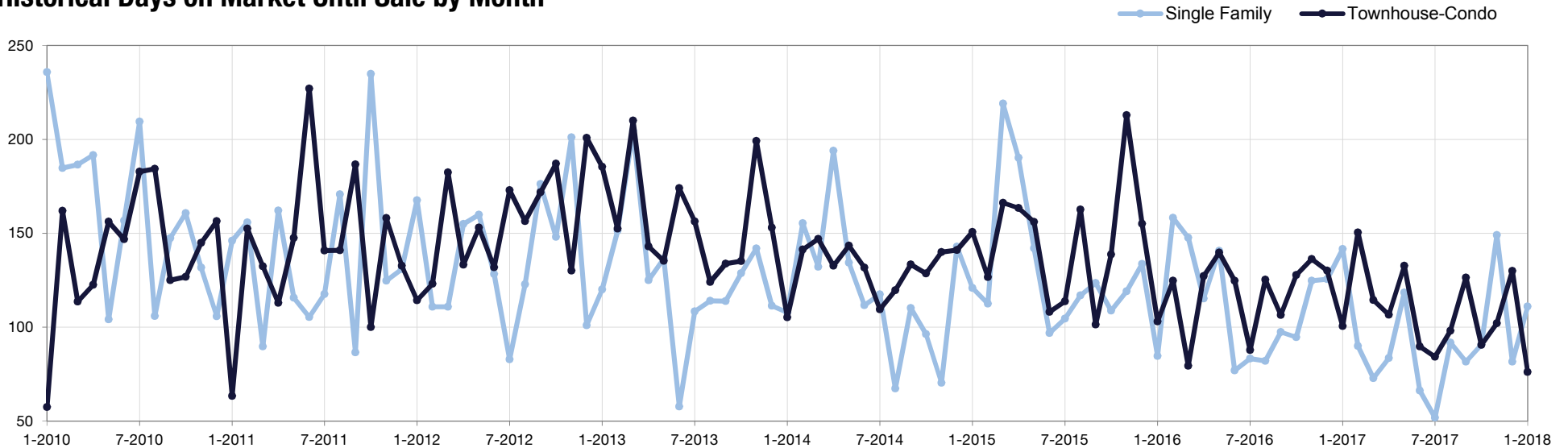


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	90	-43.0%	150	+20.0%
Mar-2017	73	-50.7%	114	+44.3%
Apr-2017	84	-27.0%	107	-15.7%
May-2017	118	-16.3%	133	-5.0%
Jun-2017	66	-14.3%	90	-28.0%
Jul-2017	52	-37.3%	84	-4.5%
Aug-2017	92	+12.2%	98	-21.6%
Sep-2017	82	-15.5%	126	+17.8%
Oct-2017	91	-4.2%	90	-29.7%
Nov-2017	149	+19.2%	102	-25.0%
Dec-2017	82	-34.9%	130	0.0%
Jan-2018	111	-21.8%	76	-24.0%

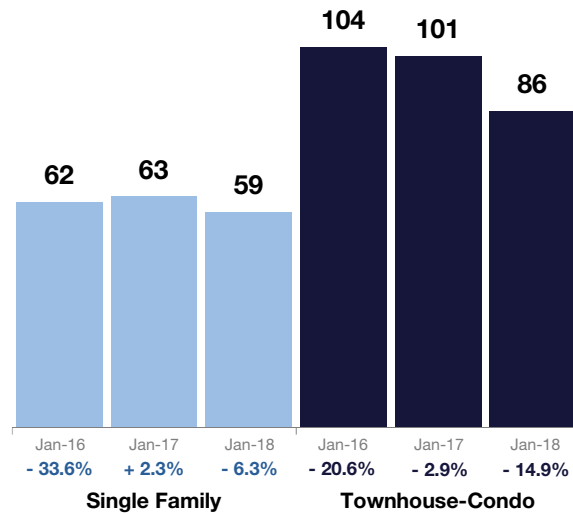
Historical Days on Market Until Sale by Month



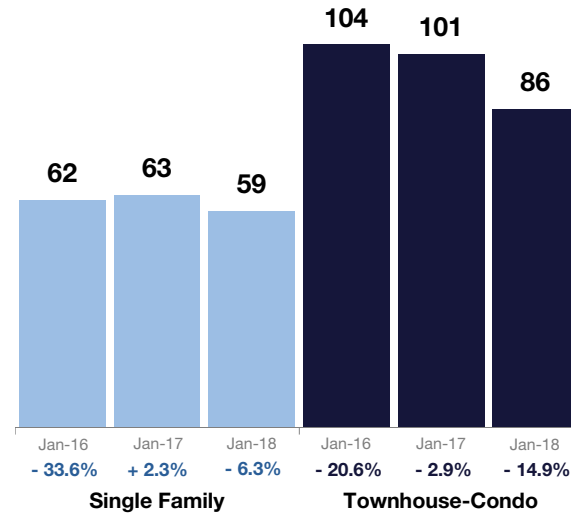
Housing Affordability Index



January

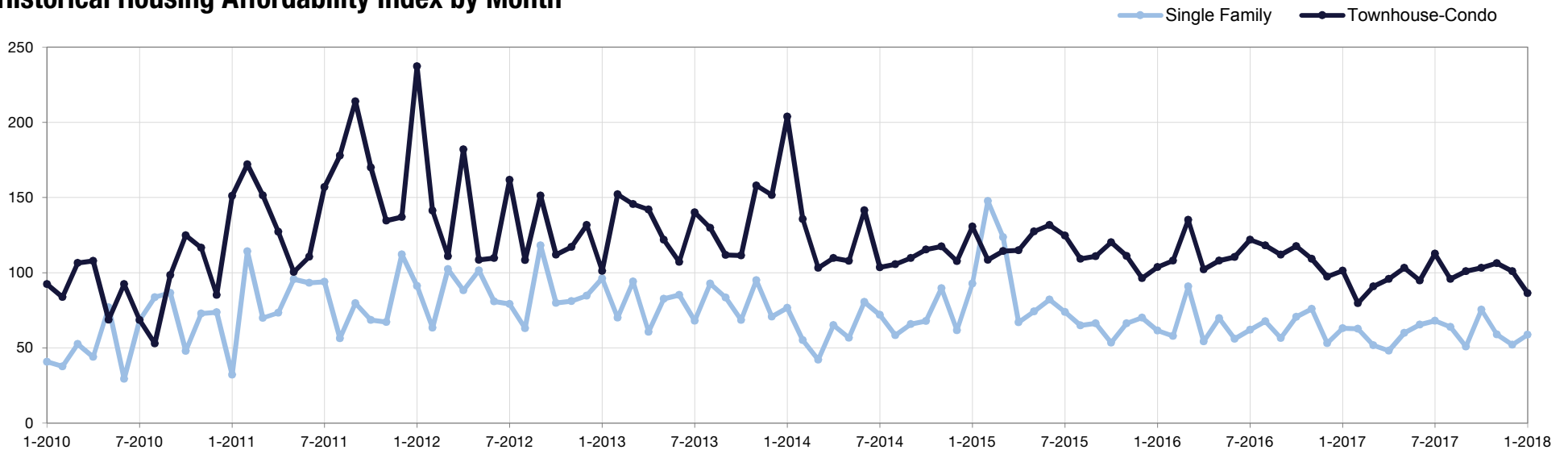


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	63	+8.6%	80	-25.9%
Mar-2017	52	-42.9%	91	-32.6%
Apr-2017	48	-11.1%	96	-5.9%
May-2017	60	-14.3%	103	-4.6%
Jun-2017	65	+16.1%	95	-13.6%
Jul-2017	68	+9.7%	113	-7.4%
Aug-2017	64	-5.9%	96	-18.6%
Sep-2017	51	-10.5%	101	-9.8%
Oct-2017	75	+5.6%	103	-12.7%
Nov-2017	59	-22.4%	106	-2.8%
Dec-2017	52	-1.9%	101	+4.1%
Jan-2018	59	-6.3%	86	-14.9%

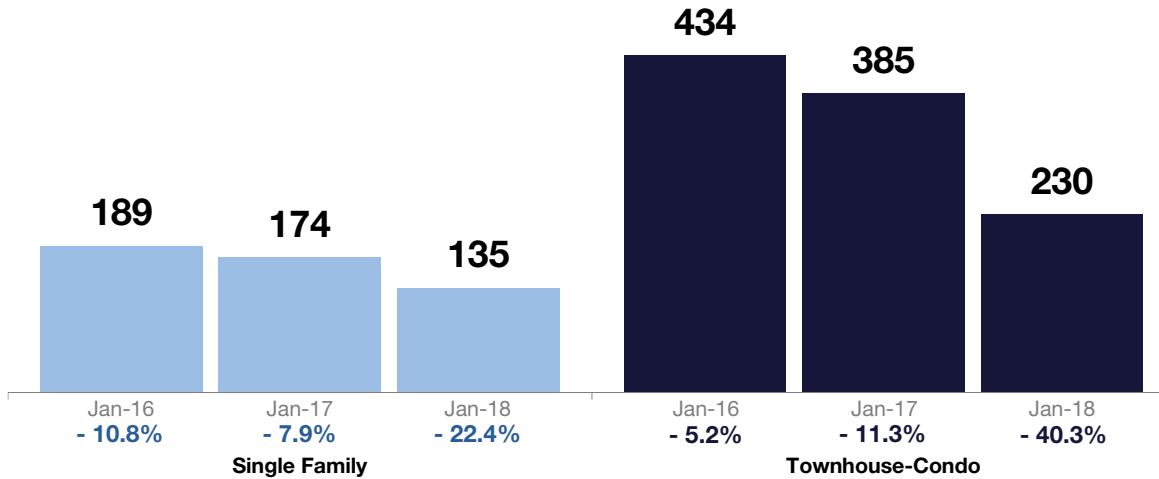
Historical Housing Affordability Index by Month



Inventory of Active Listings

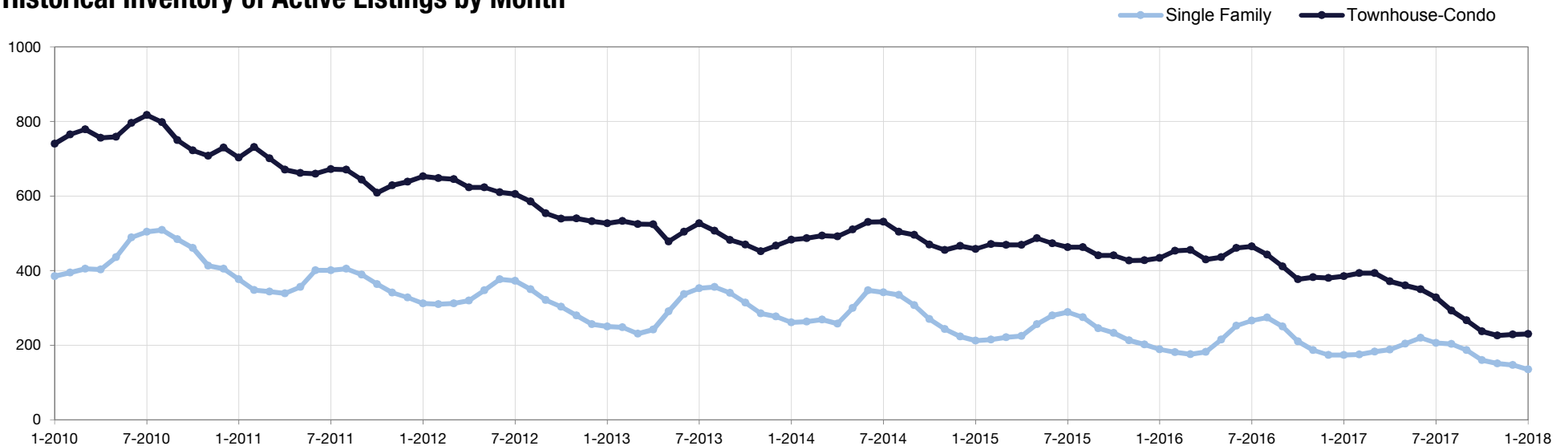


January



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	175	-3.3%	393	-13.2%
Mar-2017	183	+4.0%	393	-13.6%
Apr-2017	188	+3.3%	371	-13.7%
May-2017	204	-5.1%	360	-17.4%
Jun-2017	220	-12.7%	350	-24.1%
Jul-2017	206	-22.6%	328	-29.5%
Aug-2017	203	-25.9%	293	-33.9%
Sep-2017	187	-25.2%	267	-35.0%
Oct-2017	160	-23.8%	237	-37.1%
Nov-2017	151	-19.3%	226	-40.8%
Dec-2017	147	-15.5%	229	-39.7%
Jan-2018	135	-22.4%	230	-40.3%

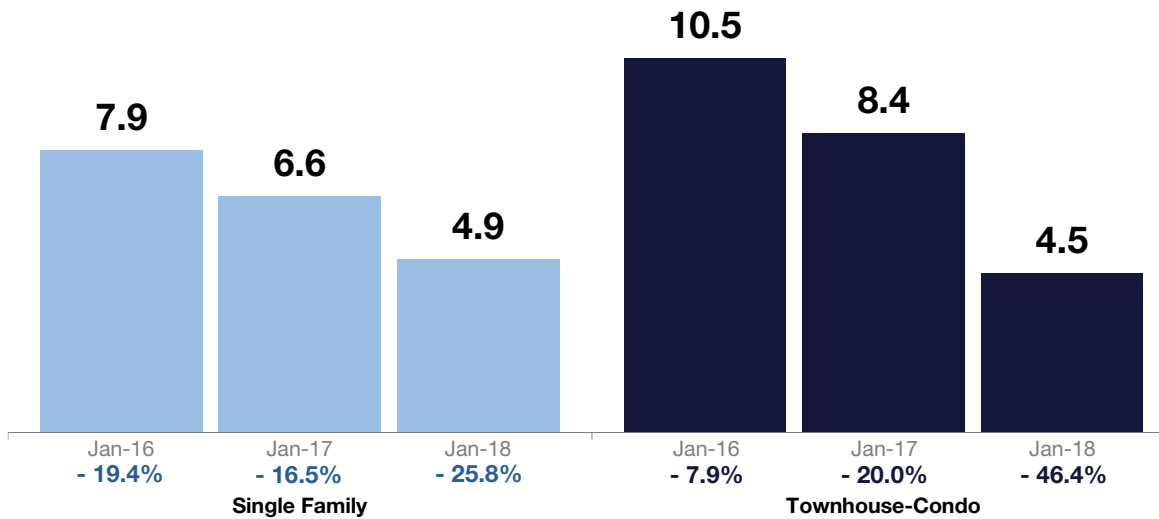
Historical Inventory of Active Listings by Month



Months Supply of Inventory

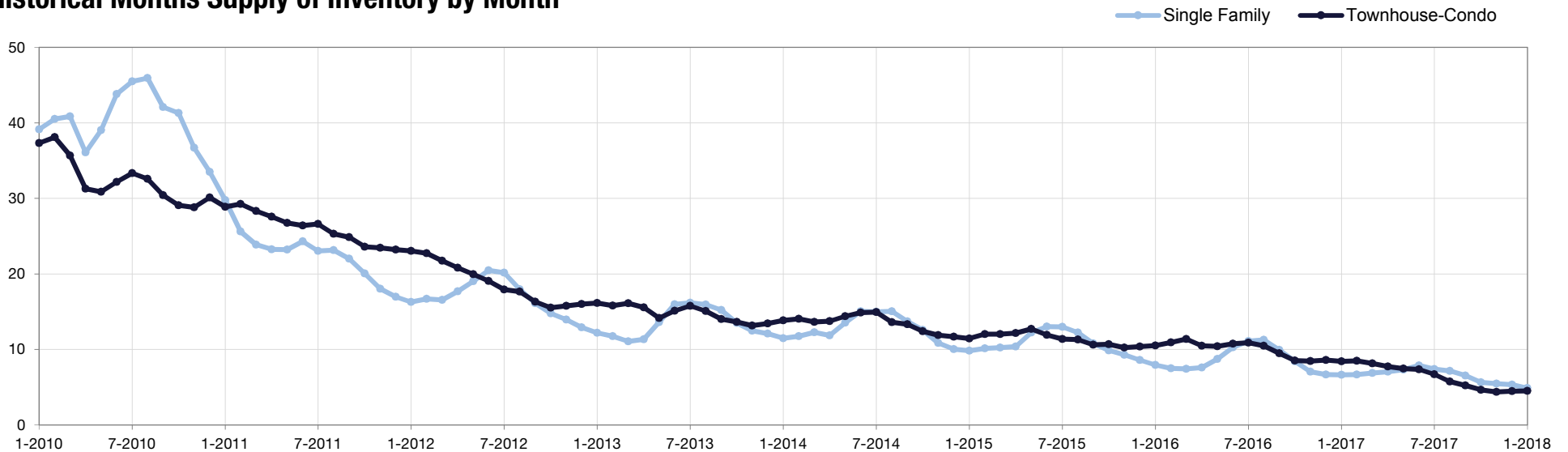


January



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	6.7	-10.7%	8.5	-22.0%
Mar-2017	6.9	-6.8%	8.1	-28.9%
Apr-2017	7.0	-7.9%	7.7	-26.7%
May-2017	7.3	-16.1%	7.5	-27.9%
Jun-2017	7.9	-23.3%	7.3	-31.8%
Jul-2017	7.4	-33.3%	6.7	-38.5%
Aug-2017	7.1	-37.2%	5.7	-45.7%
Sep-2017	6.5	-34.3%	5.2	-45.3%
Oct-2017	5.6	-33.3%	4.6	-45.9%
Nov-2017	5.5	-22.5%	4.4	-48.2%
Dec-2017	5.3	-20.9%	4.5	-47.7%
Jan-2018	4.9	-25.8%	4.5	-46.4%

Historical Months Supply of Inventory by Month



Total Market Overview

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



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Key Metrics	Historical Sparkbars	1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		98	66	- 32.7%	98	66	- 32.7%
Pending Sales		47	51	+ 8.5%	47	51	+ 8.5%
Sold Listings		55	58	+ 5.5%	55	58	+ 5.5%
Median Sales Price		\$377,000	\$414,500	+ 9.9%	\$377,000	\$414,500	+ 9.9%
Average Sales Price		\$492,898	\$491,495	- 0.3%	\$492,898	\$491,495	- 0.3%
Pct. of List Price Received		97.5%	96.9%	- 0.6%	97.5%	96.9%	- 0.6%
Days on Market		111	85	- 23.4%	111	85	- 23.4%
Housing Affordability Index		91	83	- 8.8%	91	83	- 8.8%
Active Listings		559	365	- 34.7%	--	--	--
Months Supply		7.8	4.6	- 41.0%	--	--	--

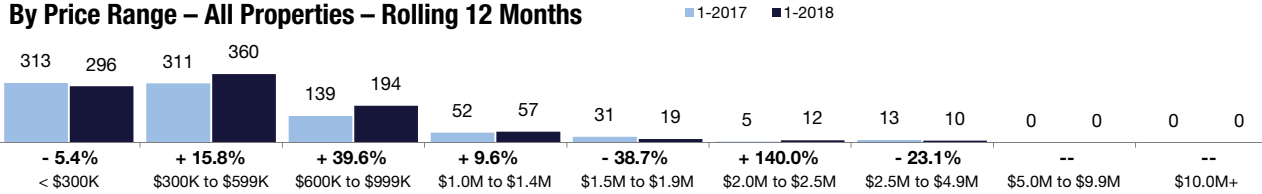
Closed Sales

Actual sales that have closed in a given month.

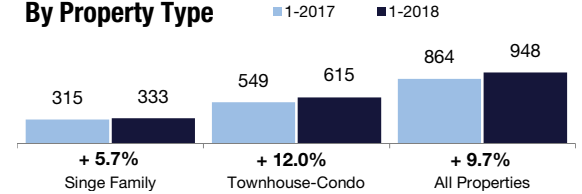


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By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	1-2017	1-2018	Change	1-2017	1-2018	Change
\$299,999 and Below	81	69	-14.8%	232	227	-2.2%
\$300,000 to \$599,999	87	94	+8.0%	224	266	+18.8%
\$600,000 to \$999,999	85	96	+12.9%	54	98	+81.5%
\$1,000,000 to \$1,499,999	27	45	+66.7%	25	12	-52.0%
\$1,500,000 to \$1,999,999	19	14	-26.3%	12	5	-58.3%
\$2,000,000 to \$2,499,999	4	10	+150.0%	1	2	+100.0%
\$2,500,000 to \$4,999,999	12	5	-58.3%	1	5	+400.0%
\$5,000,000 to \$9,999,999	0	0	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	315	333	+5.7%	549	615	+12.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2017	1-2018	Change	12-2017	1-2018	Change
\$299,999 and Below	3	4	+33.3%	11	11	0.0%
\$300,000 to \$599,999	5	4	-20.0%	10	24	+140.0%
\$600,000 to \$999,999	9	3	-66.7%	7	8	+14.3%
\$1,000,000 to \$1,499,999	2	4	+100.0%	0	0	--
\$1,500,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 to \$2,499,999	1	0	-100.0%	0	0	--
\$2,500,000 to \$4,999,999	2	0	-100.0%	1	0	-100.0%
\$5,000,000 to \$9,999,999	0	0	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	22	15	-31.8%	29	43	+48.3%

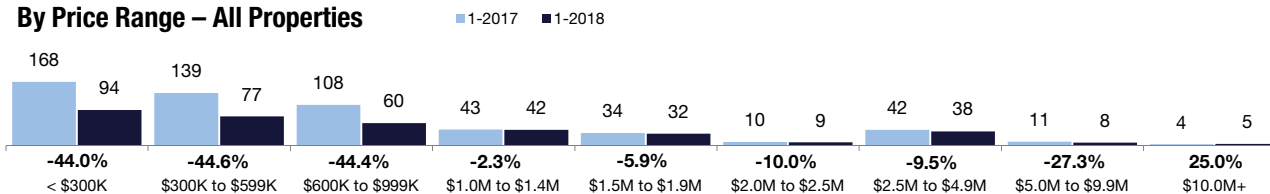
Year to Date

By Price Range	Single Family			Condo		
	1-2017	1-2018	Change	1-2017	1-2018	Change
\$299,999 and Below	4	4	0.0%	18	11	-38.9%
\$300,000 to \$599,999	4	4	0.0%	15	24	+60.0%
\$600,000 to \$999,999	3	3	0.0%	4	8	+100.0%
\$1,000,000 to \$1,499,999	3	4	+33.3%	3	0	-100.0%
\$1,500,000 to \$1,999,999	0	0	--	1	0	-100.0%
\$2,000,000 to \$2,499,999	0	0	--	0	0	--
\$2,500,000 to \$4,999,999	0	0	--	0	0	--
\$5,000,000 to \$9,999,999	0	0	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	14	15	+7.1%	41	43	+4.9%

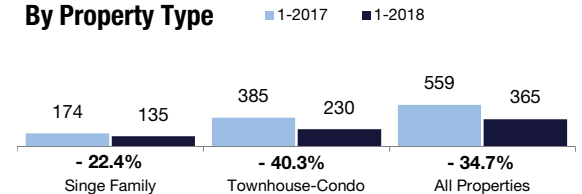
Inventory of Active Listings

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		
	1-2017	1-2018	Change	1-2017	1-2018	Change
\$299,999 and Below	18	7	-61.1%	150	87	-42.0%
\$300,000 to \$599,999	19	21	+10.5%	120	56	-53.3%
\$600,000 to \$999,999	33	17	-48.5%	75	43	-42.7%
\$1,000,000 to \$1,499,999	27	25	-7.4%	16	17	+6.3%
\$1,500,000 to \$1,999,999	20	18	-10.0%	14	14	0.0%
\$2,000,000 to \$2,499,999	7	4	-42.9%	3	5	+66.7%
\$2,500,000 to \$4,999,999	35	31	-11.4%	7	7	0.0%
\$5,000,000 to \$9,999,999	11	8	-27.3%	0	0	--
\$10,000,000 and Above	4	4	0.0%	0	1	--
All Price Ranges	174	135	-22.4%	385	230	-40.3%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2017	1-2018	Change	12-2017	1-2018	Change
\$299,999 and Below	8	7	-12.5%	90	87	-3.3%
\$300,000 to \$599,999	25	21	-16.0%	52	56	+7.7%
\$600,000 to \$999,999	18	17	-5.6%	46	43	-6.5%
\$1,000,000 to \$1,499,999	26	25	-3.8%	14	17	+21.4%
\$1,500,000 to \$1,999,999	19	18	-5.3%	13	14	+7.7%
\$2,000,000 to \$2,499,999	4	4	0.0%	4	5	+25.0%
\$2,500,000 to \$4,999,999	32	31	-3.1%	8	7	-12.5%
\$5,000,000 to \$9,999,999	11	8	-27.3%	0	0	--
\$10,000,000 and Above	4	4	0.0%	2	1	-50.0%
All Price Ranges	147	135	-8.2%	229	230	+0.4%

Year to Date

By Price Range	Single Family			Condo		
	1-2017	1-2018	Change	1-2017	1-2018	Change
\$299,999 and Below	4	4	0.0%	18	11	-38.9%
\$300,000 to \$599,999	4	4	0.0%	15	24	+60.0%
\$600,000 to \$999,999	3	3	0.0%	4	8	+100.0%
\$1,000,000 to \$1,499,999	3	4	+33.3%	3	0	-100.0%
\$1,500,000 to \$1,999,999	0	0	--	1	0	-100.0%
\$2,000,000 to \$2,499,999	0	0	--	0	0	--
\$2,500,000 to \$4,999,999	0	0	--	0	0	--
\$5,000,000 to \$9,999,999	0	0	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	14	15	+7.1%	41	43	+4.9%

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

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 Sales	A count of all the listings that went into pending status 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 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.