

Monthly Indicators



April 2018

Percent changes calculated using year-over-year comparisons.

New Listings decreased 14.0 percent to 185. Sold Listings increased 6.6 percent to 129. Inventory levels shrank 36.3 percent to 521 units.

Prices continued to gain traction. The Median Sales Price increased 5.4 percent to \$299,000. Days on Market was down 31.5 percent to 87 days. Sellers were encouraged as Months Supply of Inventory was down 30.4 percent to 3.9 months.

This winter and spring exhibited unseasonal weather patterns in much of the country. As the seasons change to something more palatable, wages and consumer spending are both up, on average, which should translate positively for the housing market. Being quick with an offer is still the rule of the day as the number of days a home stays on the market drops lower. If that wasn't enough for buyers to mull over with each potential offer, being aware of pending mortgage rate increases is once again in fashion.

Activity Snapshot

+ 6.6% **- 36.3%** **+ 5.4%**

One-Year Change in **Sold Listings** One-Year Change in **Active Listings** One-Year Change in **Median Sold Price**

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

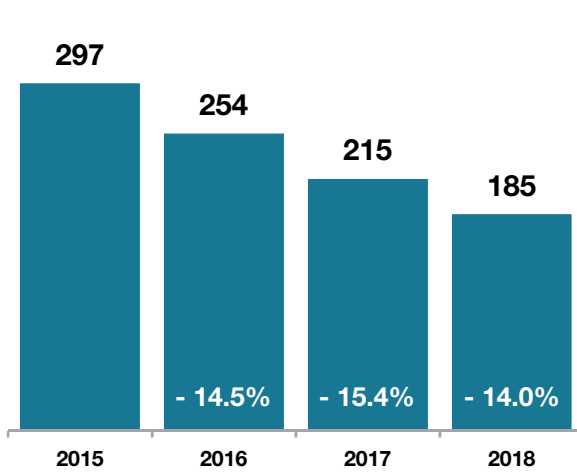


Key Metrics	Historical Sparkbars	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		215	185	- 14.0%	588	630	+ 7.1%
Pending Sales		153	138	- 9.8%	486	541	+ 11.3%
Sold Listings		121	129	+ 6.6%	397	430	+ 8.3%
Median Sold Price		\$283,750	\$299,000	+ 5.4%	\$265,000	\$305,000	+ 15.1%
Average Sold Price		\$291,121	\$346,113	+ 18.9%	\$286,488	\$329,210	+ 14.9%
Pct. of List Price Received		97.1%	96.9%	- 0.2%	96.1%	96.8%	+ 0.7%
Days on Market		127	87	- 31.5%	122	89	- 27.0%
Affordability Index		102	92	- 9.8%	110	90	- 18.2%
Active Listings		818	521	- 36.3%	--	--	--
Months Supply		5.6	3.9	- 30.4%	--	--	--

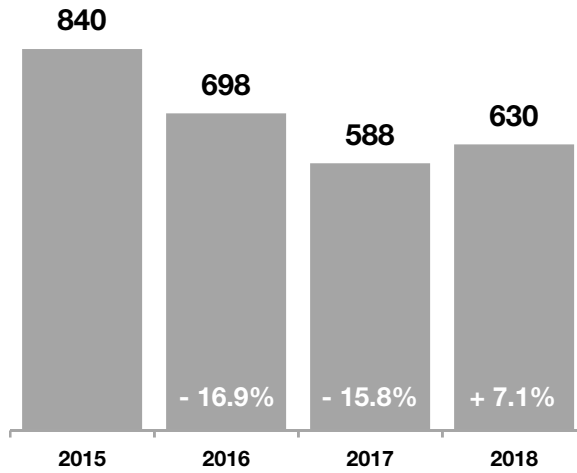
New Listings



April

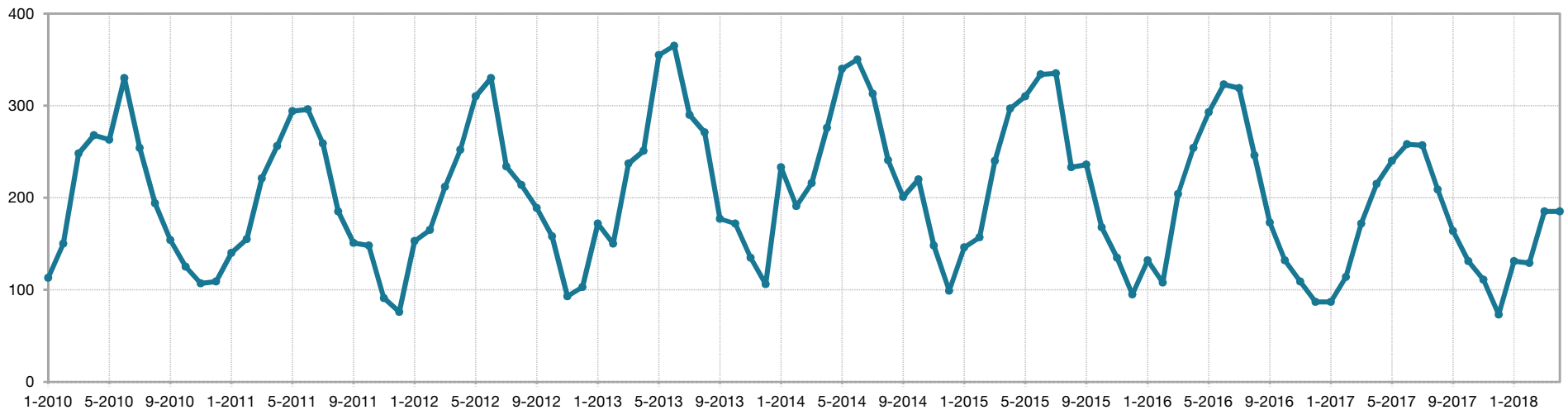


Year to Date



	New Listings	Percent Change from Previous Year
May-2017	240	-18.1%
Jun-2017	258	-20.1%
Jul-2017	257	-19.4%
Aug-2017	209	-15.0%
Sep-2017	164	-5.2%
Oct-2017	131	-0.8%
Nov-2017	111	+1.8%
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%

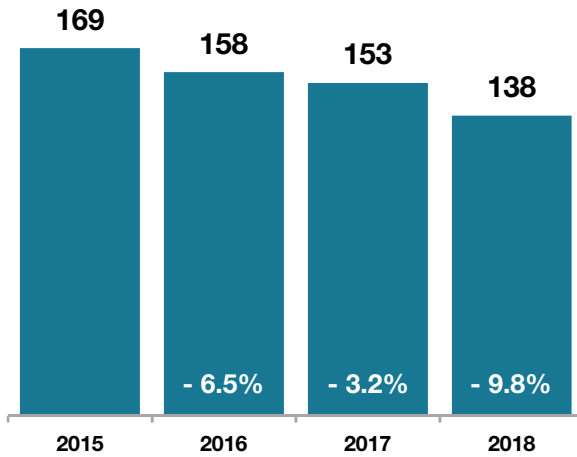
Historical New Listings by Month



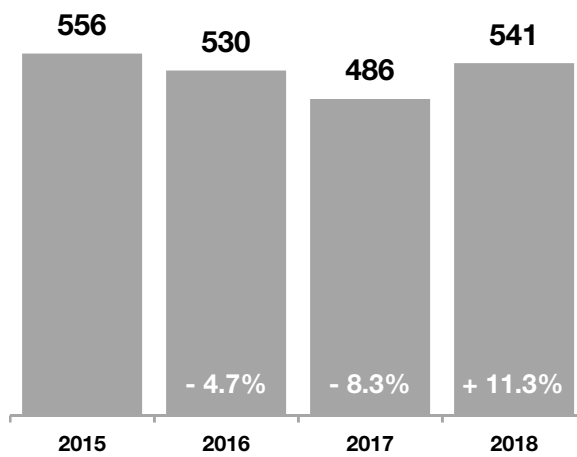
Pending Sales



April

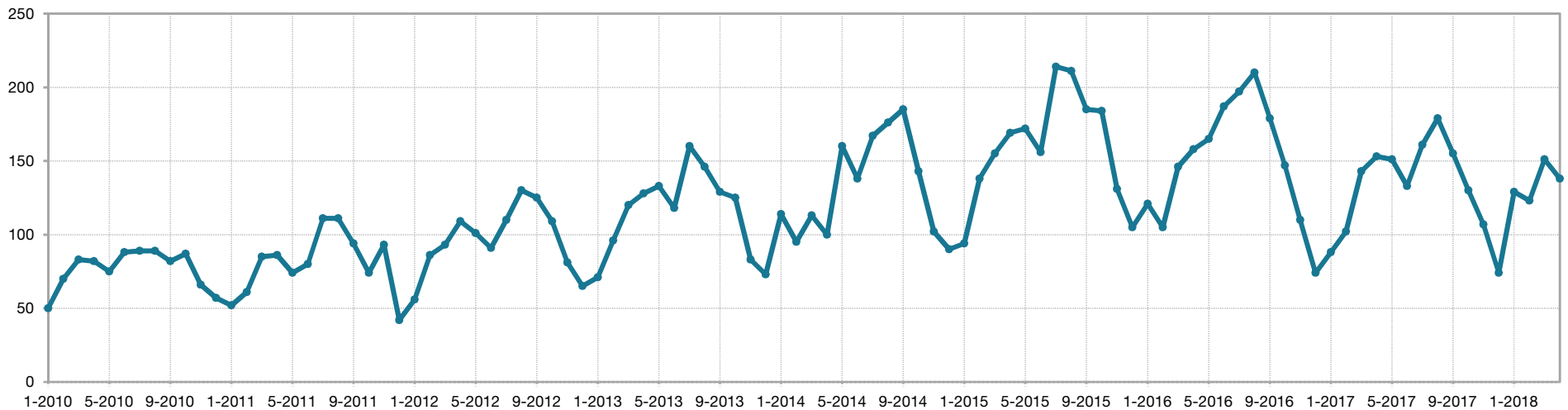


Year to Date



	Pending Sales	Percent Change from Previous Year
May-2017	151	-8.5%
Jun-2017	133	-28.9%
Jul-2017	161	-18.3%
Aug-2017	179	-14.8%
Sep-2017	155	-13.4%
Oct-2017	130	-11.6%
Nov-2017	107	-2.7%
Dec-2017	74	0.0%
Jan-2018	129	+46.6%
Feb-2018	123	+20.6%
Mar-2018	151	+5.6%
Apr-2018	138	-9.8%

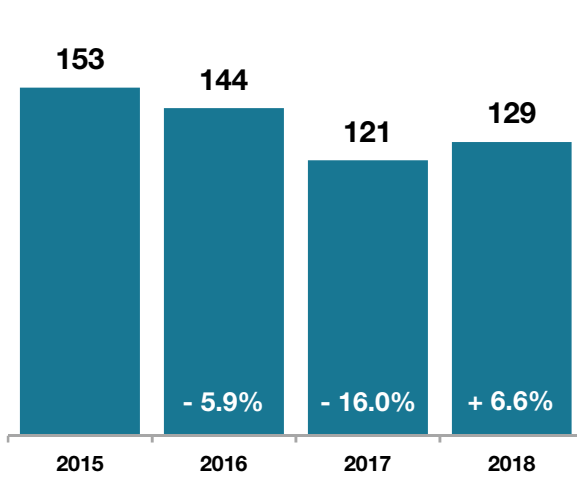
Historical Pending Sales by Month



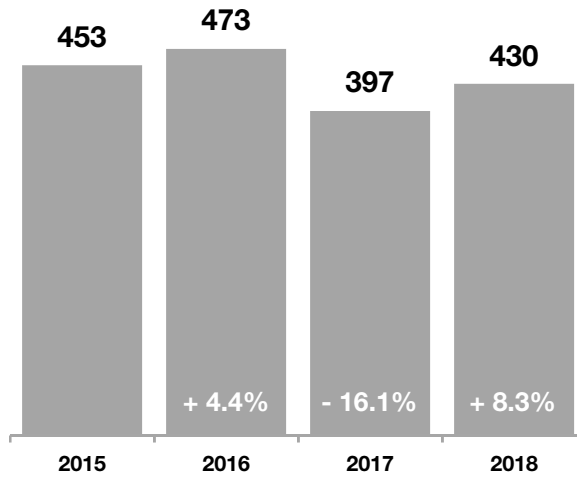
Sold Listings



April

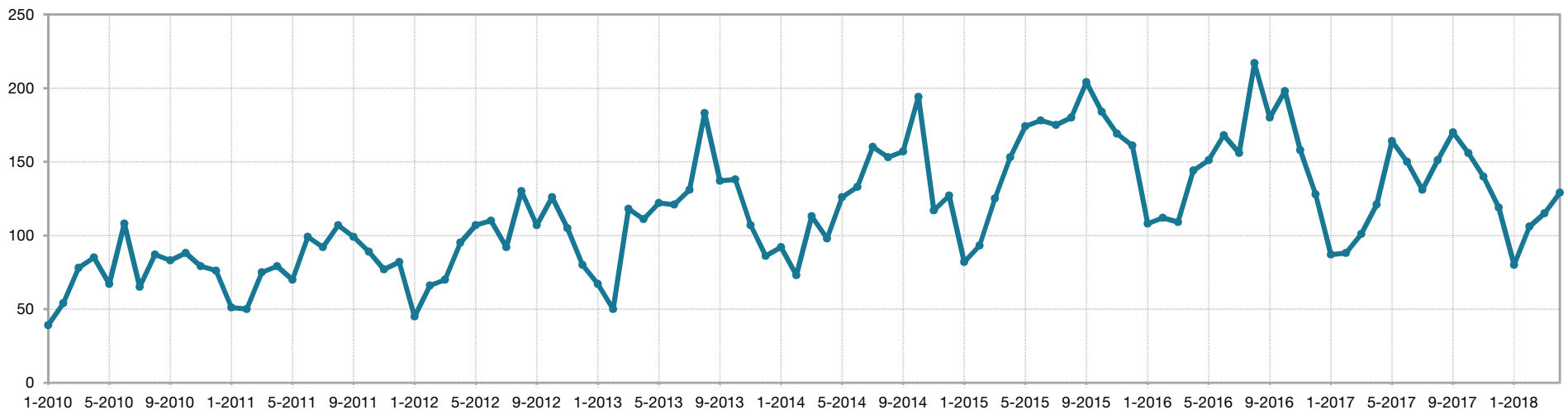


Year to Date



	Sold Listings	Percent Change from Previous Year
May-2017	164	+8.6%
Jun-2017	150	-10.7%
Jul-2017	131	-16.0%
Aug-2017	151	-30.4%
Sep-2017	170	-5.6%
Oct-2017	156	-21.2%
Nov-2017	140	-11.4%
Dec-2017	119	-7.0%
Jan-2018	80	-8.0%
Feb-2018	106	+20.5%
Mar-2018	115	+13.9%
Apr-2018	129	+6.6%

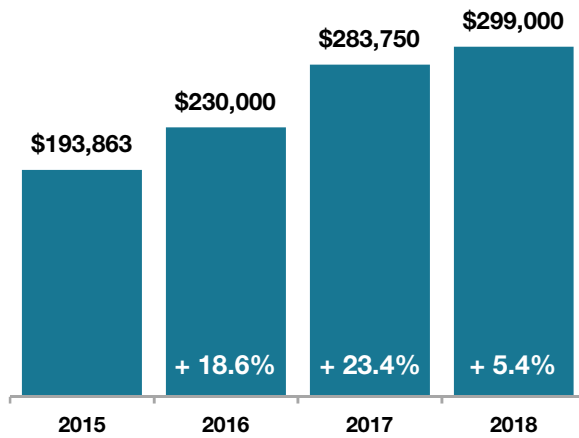
Historical Sold Listings by Month



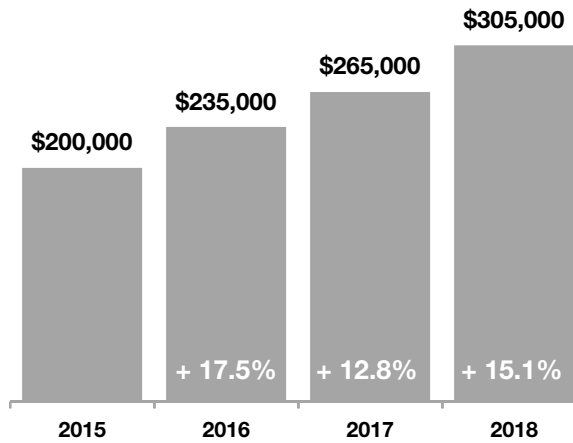
Median Sold Price



April



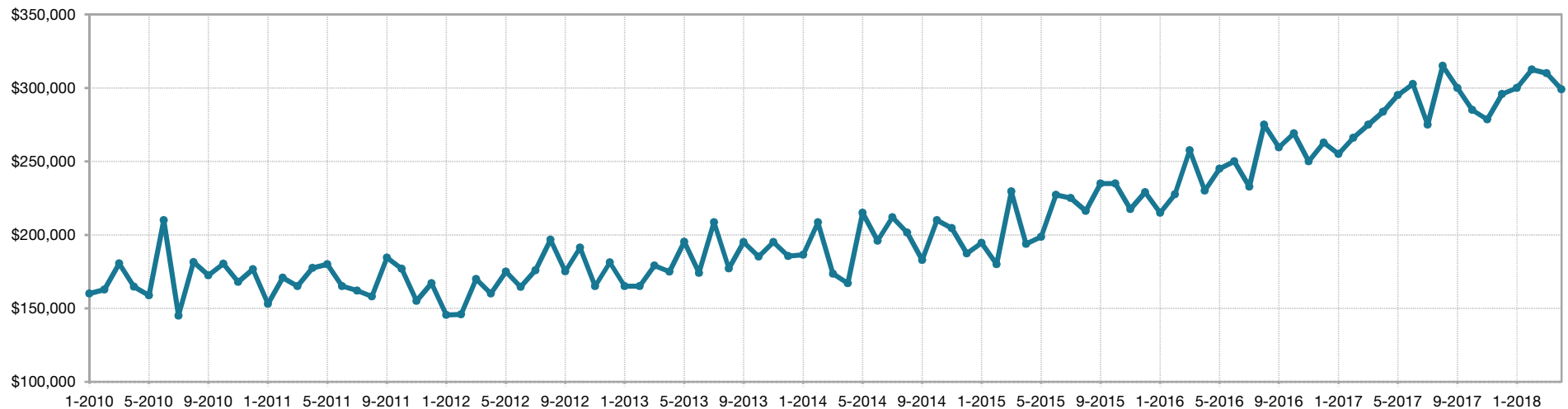
Year to Date



Percent Change
Median Sold Price from Previous Year

May-2017	\$295,000	+20.4%
Jun-2017	\$302,550	+21.0%
Jul-2017	\$275,000	+18.2%
Aug-2017	\$315,000	+14.5%
Sep-2017	\$300,000	+15.6%
Oct-2017	\$285,000	+5.9%
Nov-2017	\$278,500	+11.4%
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	\$299,000	+5.4%

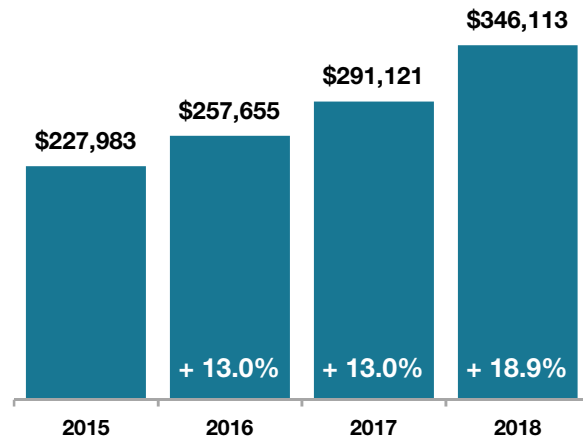
Historical Median Sold Price by Month



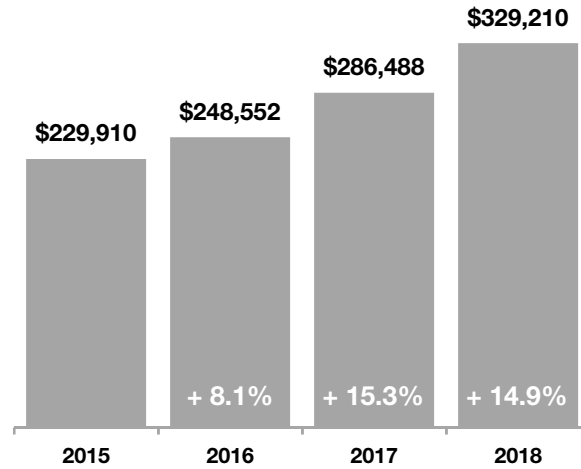
Average Sold Price



April

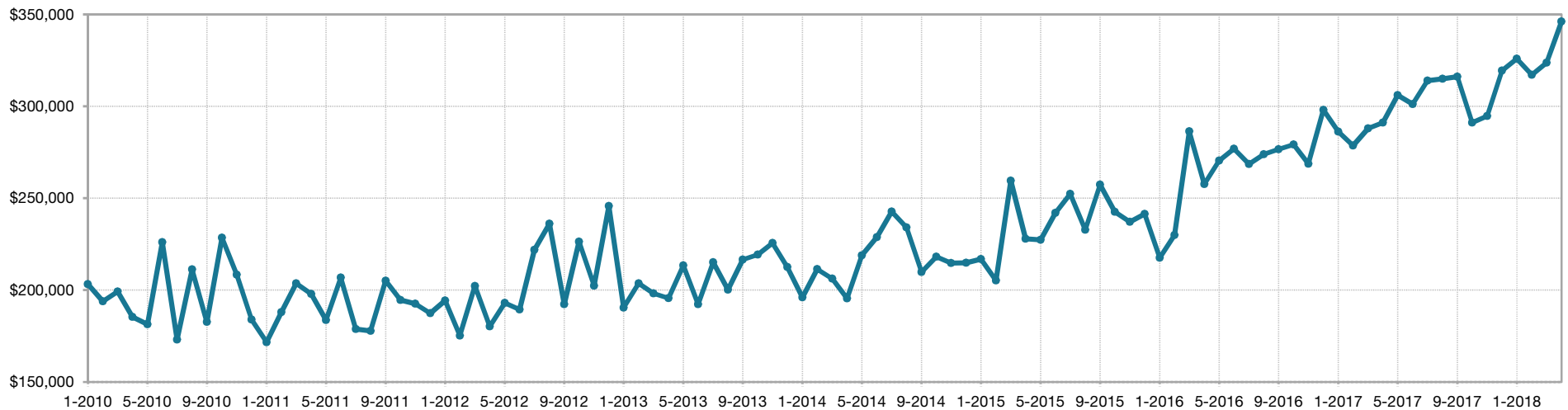


Year to Date



	Average Sold Price	Percent Change from Previous Year
May-2017	\$306,112	+13.2%
Jun-2017	\$301,249	+8.8%
Jul-2017	\$313,964	+16.9%
Aug-2017	\$314,917	+15.0%
Sep-2017	\$316,123	+14.3%
Oct-2017	\$291,137	+4.3%
Nov-2017	\$294,781	+9.7%
Dec-2017	\$319,464	+7.2%
Jan-2018	\$325,881	+13.8%
Feb-2018	\$317,093	+13.8%
Mar-2018	\$323,733	+12.4%
Apr-2018	\$346,113	+18.9%

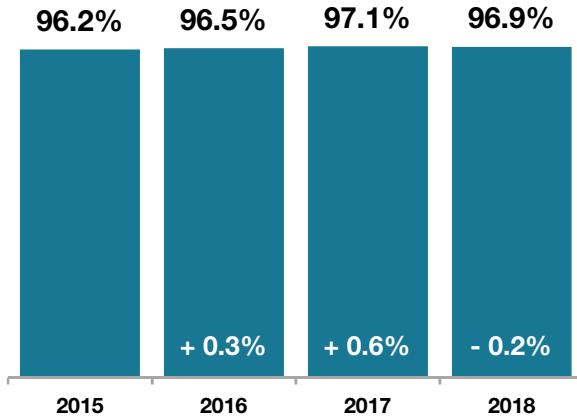
Historical Average Sold Price by Month



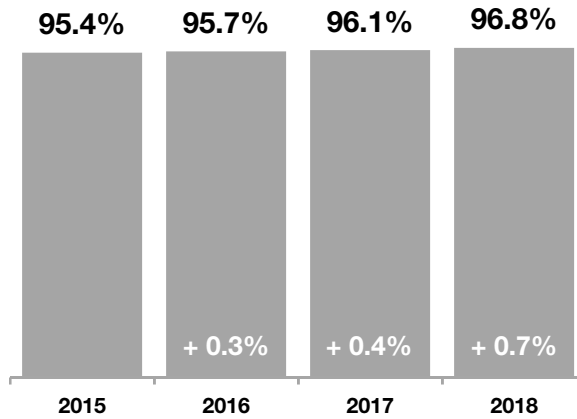
Percent of List Price Received



April

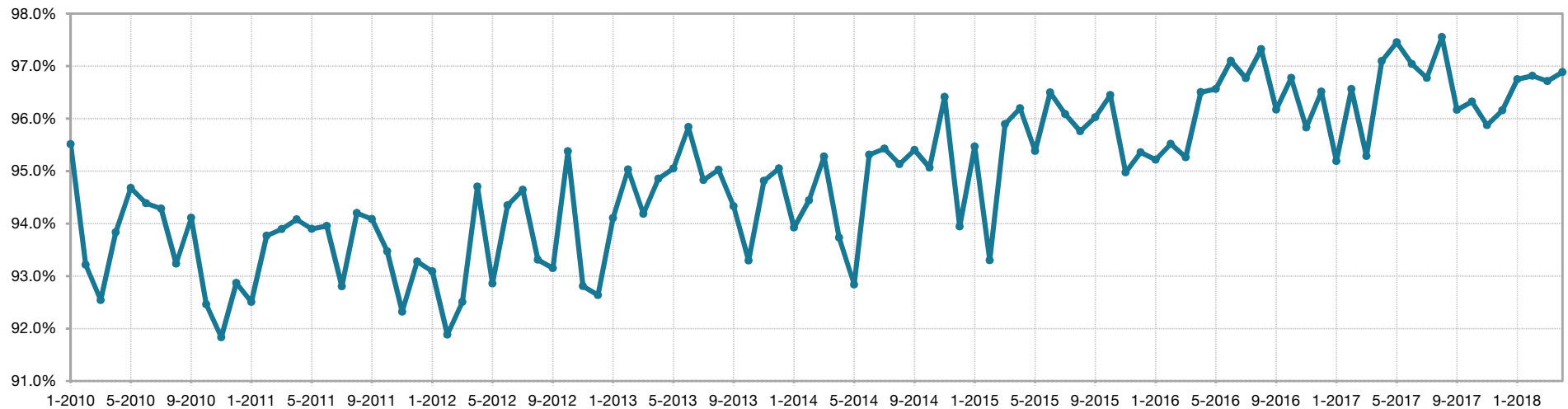


Year to Date



	Pct. of List Price Received	Percent Change from Previous Year
May-2017	97.5%	+0.9%
Jun-2017	97.0%	-0.1%
Jul-2017	96.8%	0.0%
Aug-2017	97.6%	+0.3%
Sep-2017	96.2%	0.0%
Oct-2017	96.3%	-0.5%
Nov-2017	95.9%	+0.1%
Dec-2017	96.2%	-0.3%
Jan-2018	96.8%	+1.7%
Feb-2018	96.8%	+0.2%
Mar-2018	96.7%	+1.5%
Apr-2018	96.9%	-0.2%

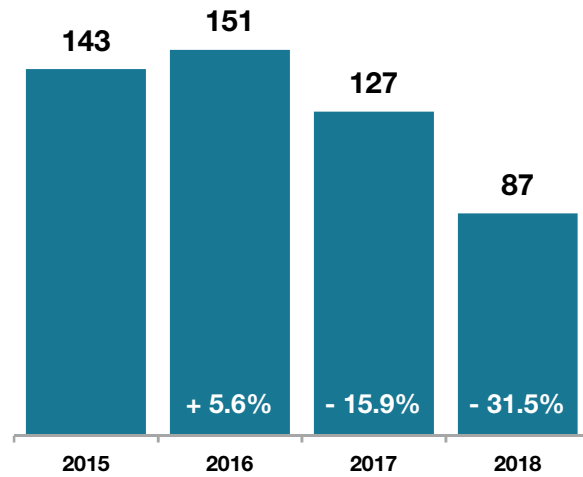
Historical Percent of List Price Received by Month



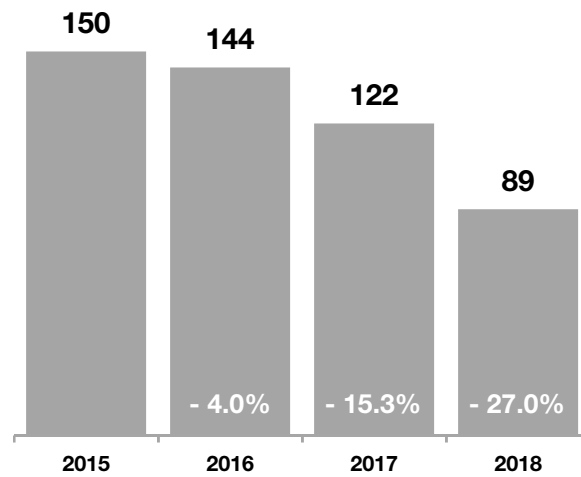
Days on Market Until Sale



April



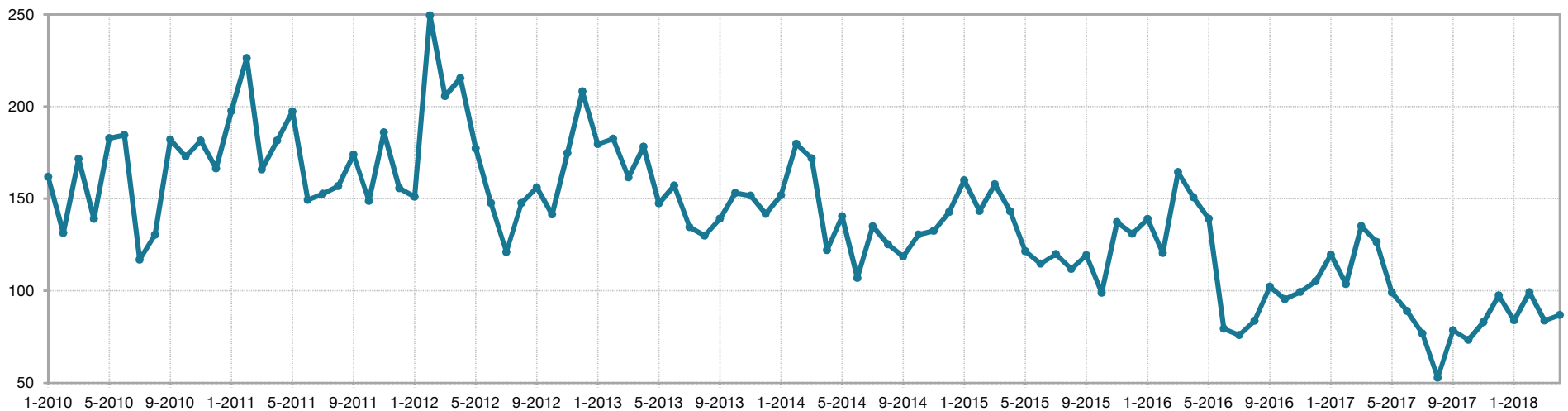
Year to Date



Percent Change Days on Market from Previous Year

Month	Days on Market	Percent Change
May-2017	99	-28.8%
Jun-2017	89	+12.7%
Jul-2017	77	+1.3%
Aug-2017	53	-36.9%
Sep-2017	79	-22.5%
Oct-2017	73	-24.0%
Nov-2017	83	-16.2%
Dec-2017	97	-7.6%
Jan-2018	84	-30.0%
Feb-2018	99	-4.8%
Mar-2018	84	-37.8%
Apr-2018	87	-31.5%

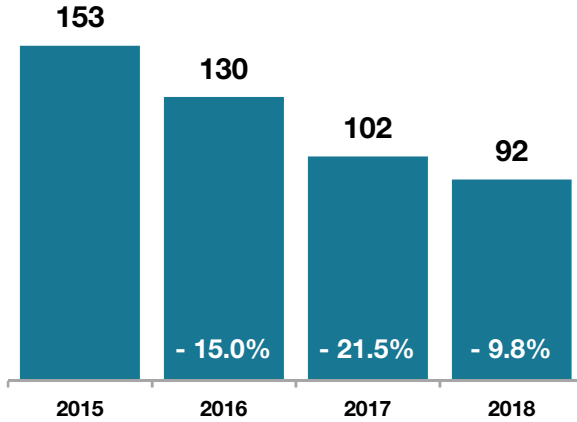
Historical Days on Market Until Sale by Month



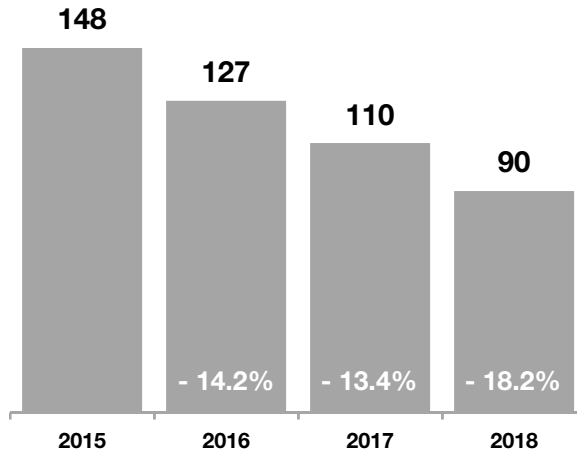
Housing Affordability Index



April



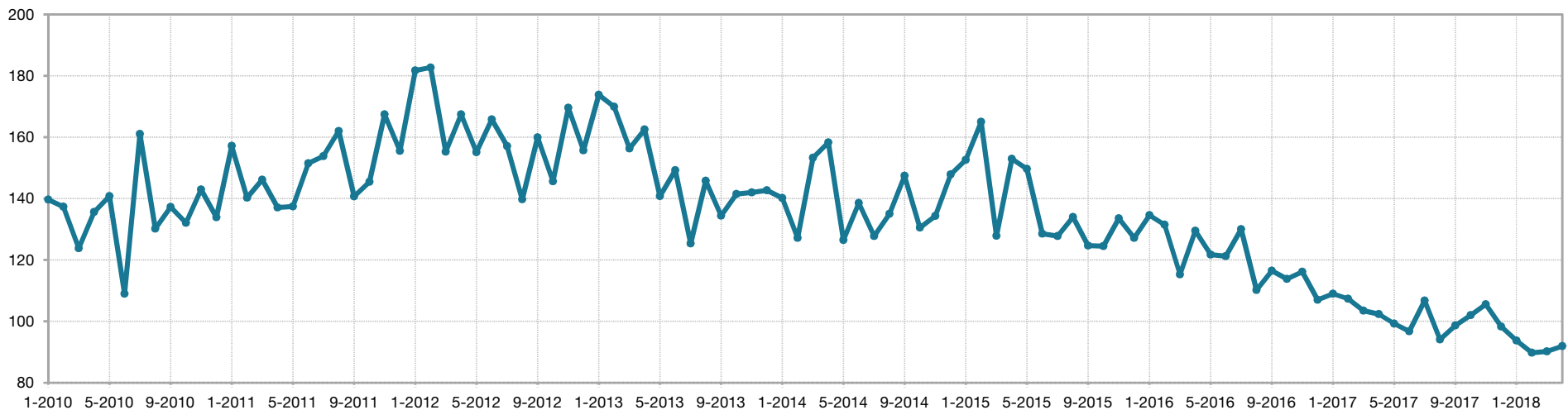
Year to Date



Percent Change
Affordability Index from Previous Year

May-2017	99	-18.9%
Jun-2017	97	-19.8%
Jul-2017	107	-17.7%
Aug-2017	94	-14.5%
Sep-2017	99	-14.7%
Oct-2017	102	-10.5%
Nov-2017	106	-8.6%
Dec-2017	98	-8.4%
Jan-2018	94	-13.8%
Feb-2018	90	-15.9%
Mar-2018	90	-12.6%
Apr-2018	92	-9.8%

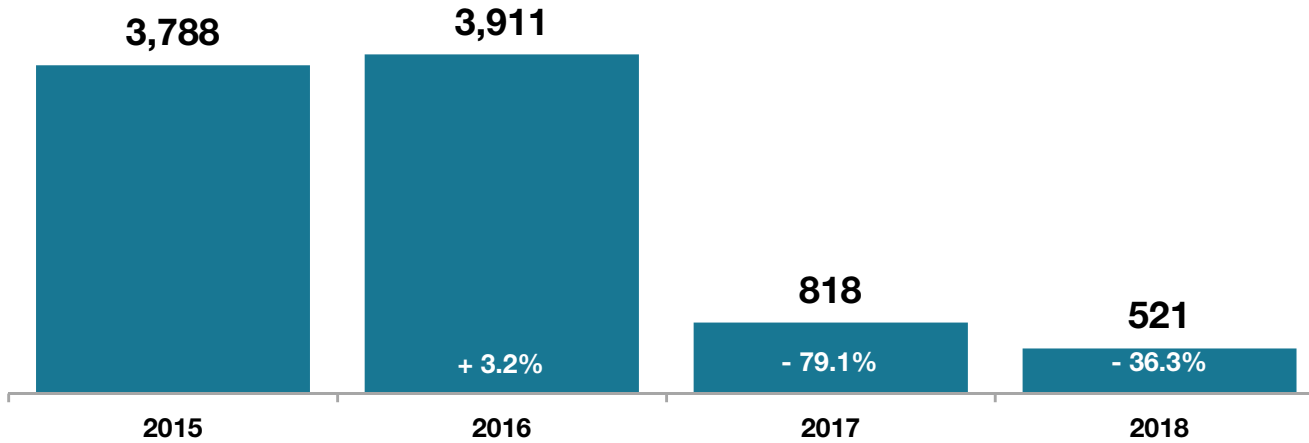
Historical Housing Affordability Index by Month



Inventory of Active Listings

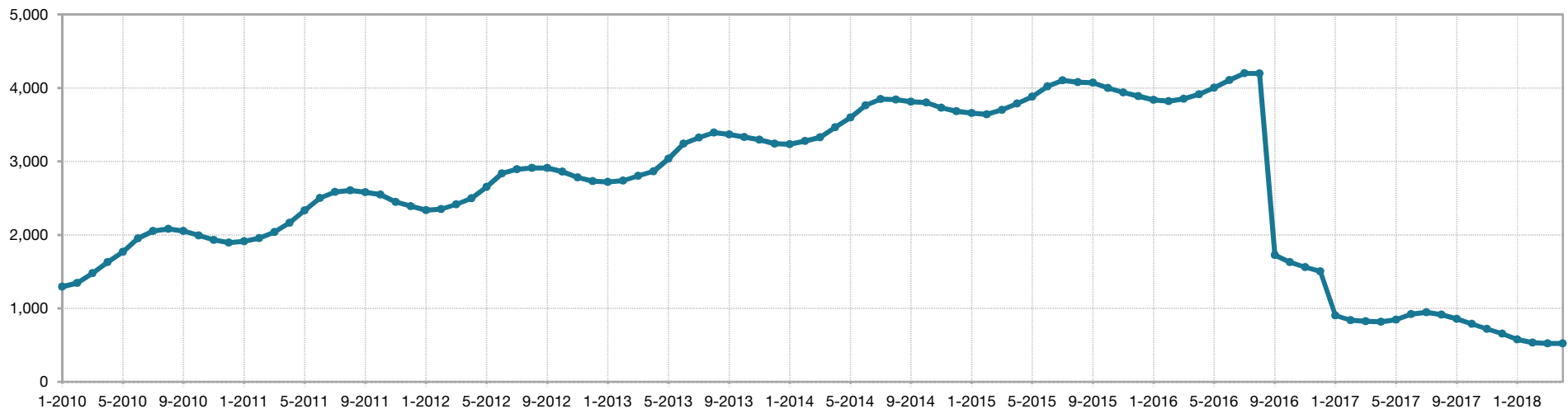


April



	Active Listings	Percent Change from Previous Year
May-2017	846	-78.9%
Jun-2017	921	-77.6%
Jul-2017	947	-77.4%
Aug-2017	913	-78.2%
Sep-2017	857	-50.3%
Oct-2017	789	-51.6%
Nov-2017	720	-53.8%
Dec-2017	655	-56.4%
Jan-2018	575	-36.4%
Feb-2018	534	-36.4%
Mar-2018	521	-36.7%
Apr-2018	521	-36.3%

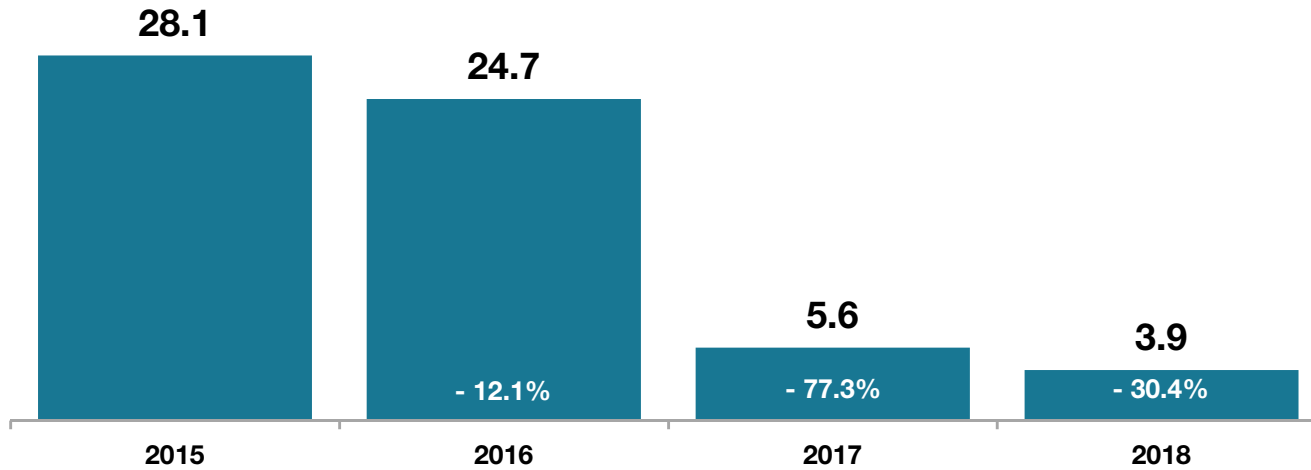
Historical Inventory of Active Listings by Month



Months Supply of Inventory

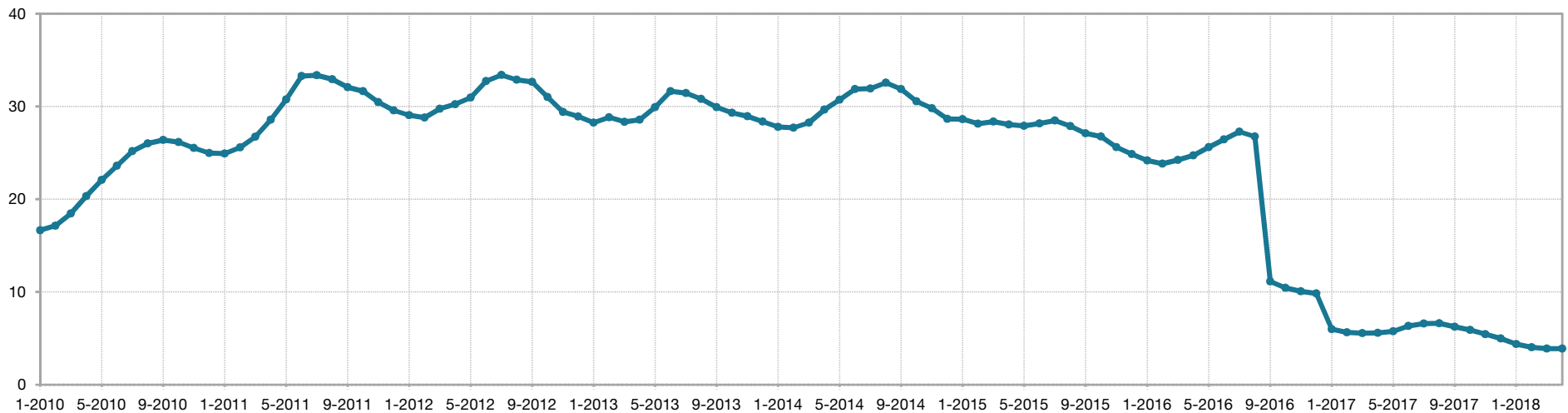


April



	Months Supply	Percent Change from Previous Year
May-2017	5.7	-77.7%
Jun-2017	6.3	-76.1%
Jul-2017	6.6	-75.8%
Aug-2017	6.6	-75.3%
Sep-2017	6.2	-44.1%
Oct-2017	5.9	-43.3%
Nov-2017	5.4	-46.5%
Dec-2017	5.0	-49.0%
Jan-2018	4.4	-26.7%
Feb-2018	4.0	-28.6%
Mar-2018	3.9	-30.4%
Apr-2018	3.9	-30.4%

Historical Months Supply of Inventory by Month

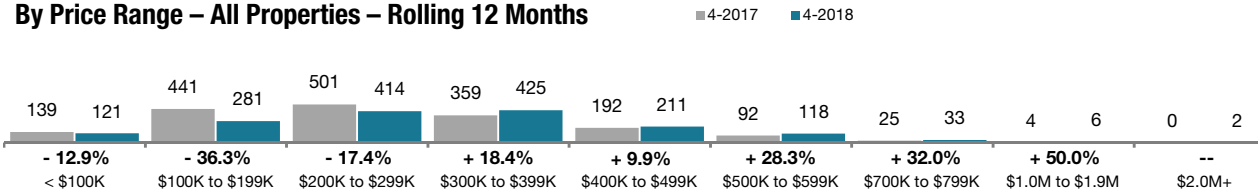


Sold Listings

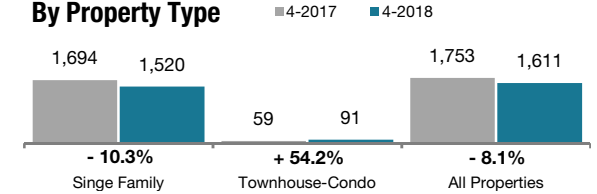
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	127	112	-11.8%	12	9	-25.0%
\$100,000 to \$199,999	424	254	-40.1%	17	27	+58.8%
\$200,000 to \$299,999	487	397	-18.5%	14	17	+21.4%
\$300,000 to \$399,999	346	408	+17.9%	13	17	+30.8%
\$400,000 to \$499,999	191	197	+3.1%	1	14	+1,300%
\$500,000 to \$699,999	90	112	+24.4%	2	6	+200.0%
\$700,000 to \$999,999	25	32	+28.0%	0	1	--
\$1,000,000 to \$1,999,999	4	6	+50.0%	0	0	--
\$2,000,000 and Above	0	2	--	0	0	--
All Price Ranges	1,694	1,520	-10.3%	59	91	+54.2%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2018	4-2018	Change	3-2018	4-2018	Change
\$99,999 and Below	5	7	+40.0%	0	3	--
\$100,000 to \$199,999	24	18	-25.0%	2	2	0.0%
\$200,000 to \$299,999	20	32	+60.0%	0	3	--
\$300,000 to \$399,999	38	29	-23.7%	0	1	--
\$400,000 to \$499,999	11	16	+45.5%	0	1	--
\$500,000 to \$699,999	9	10	+11.1%	1	1	0.0%
\$700,000 to \$999,999	5	2	-60.0%	0	0	--
\$1,000,000 to \$1,999,999	0	3	--	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	112	118	+5.4%	3	11	+266.7%

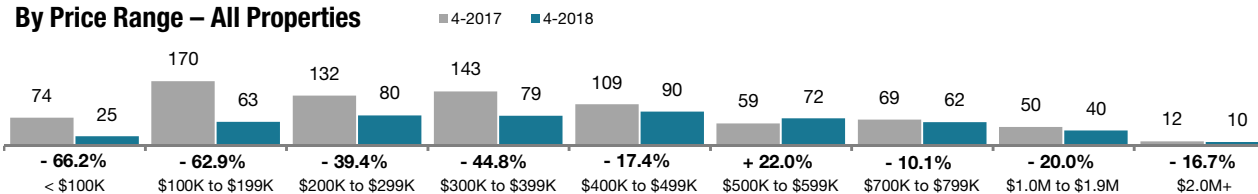
Year to Date

By Price Range	Single Family			Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	25	23	-8.0%	3	4	+33.3%
\$100,000 to \$199,999	84	65	-22.6%	2	8	+300.0%
\$200,000 to \$299,999	123	99	-19.5%	6	5	-16.7%
\$300,000 to \$399,999	74	112	+51.4%	5	4	-20.0%
\$400,000 to \$499,999	46	56	+21.7%	0	4	--
\$500,000 to \$699,999	18	33	+83.3%	2	2	0.0%
\$700,000 to \$999,999	9	10	+11.1%	0	1	--
\$1,000,000 to \$1,999,999	0	3	--	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	379	402	+6.1%	18	28	+55.6%

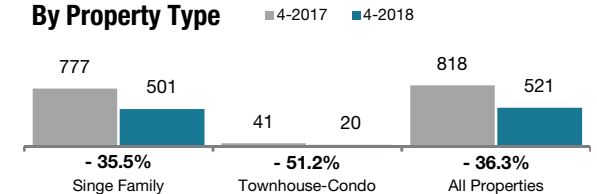
Inventory of Active Listings

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		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	68	24	-64.7%	6	1	-83.3%
\$100,000 to \$199,999	158	57	-63.9%	12	6	-50.0%
\$200,000 to \$299,999	126	75	-40.5%	6	5	-16.7%
\$300,000 to \$399,999	137	77	-43.8%	6	2	-66.7%
\$400,000 to \$499,999	100	87	-13.0%	9	3	-66.7%
\$500,000 to \$699,999	58	70	+20.7%	1	2	+100.0%
\$700,000 to \$999,999	68	61	-10.3%	1	1	0.0%
\$1,000,000 to \$1,999,999	50	40	-20.0%	0	0	--
\$2,000,000 and Above	12	10	-16.7%	0	0	--
All Price Ranges	777	501	-35.5%	41	20	-51.2%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2018	4-2018	Change	3-2018	4-2018	Change
\$99,999 and Below	27	24	-11.1%	1	1	0.0%
\$100,000 to \$199,999	62	57	-8.1%	4	6	+50.0%
\$200,000 to \$299,999	77	75	-2.6%	8	5	-37.5%
\$300,000 to \$399,999	84	77	-8.3%	1	2	+100.0%
\$400,000 to \$499,999	76	87	+14.5%	3	3	0.0%
\$500,000 to \$699,999	66	70	+6.1%	2	2	0.0%
\$700,000 to \$999,999	63	61	-3.2%	1	1	0.0%
\$1,000,000 to \$1,999,999	36	40	+11.1%	0	0	--
\$2,000,000 and Above	10	10	0.0%	0	0	--
All Price Ranges	501	501	0.0%	20	20	0.0%

Year to Date

By Price Range	Single Family			Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	27	24	-11.1%	1	1	0.0%
\$100,000 to \$199,999	62	57	-8.1%	4	6	+50.0%
\$200,000 to \$299,999	77	75	-2.6%	8	5	-37.5%
\$300,000 to \$399,999	84	77	-8.3%	1	2	+100.0%
\$400,000 to \$499,999	76	87	+14.5%	3	3	0.0%
\$500,000 to \$699,999	66	70	+6.1%	2	2	0.0%
\$700,000 to \$999,999	63	61	-3.2%	1	1	0.0%
\$1,000,000 to \$1,999,999	36	40	+11.1%	0	0	--
\$2,000,000 and Above	10	10	0.0%	0	0	--
All Price Ranges	501	501	0.0%	20	20	0.0%

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.