

Monthly Indicators



October 2018

Percent changes calculated using year-over-year comparisons.

New Listings increased 12.2 percent to 147. Sold Listings decreased 16.7 percent to 130. Inventory levels shrank 21.1 percent to 656 units.

Prices continued to gain traction. The Median Sales Price increased 19.3 percent to \$340,000. Days on Market was down 1.4 percent to 72 days. Sellers were encouraged as Months Supply of Inventory was down 19.4 percent to 5.0 months.

Stock markets experienced an October setback, but that does not necessarily translate to a decline in the real estate market. The national unemployment rate has been below 4.0 percent for three straight months and during five of the last six months. This is exceptional news for industries related to real estate. Meanwhile, homebuilder confidence remains positive, homeownership rates have increased in the key under-35 buyer group and prices, though still rising, have widely reduced the march toward record highs.

Activity Snapshot

- 16.7% **- 21.1%** **+ 19.3%**

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.

Activity Overview	2
New Listings	3
Pending Sales	4
Sold Listings	5
Median Sold Price	6
Average Sold Price	7
Percent of List Price Received	8
Days on Market Until Sale	9
Housing Affordability Index	10
Inventory of Active Listings	11
Months Supply of Inventory	12
Sold Listings and Inventory by Price Range	13
Glossary of Terms	14

Market Overview

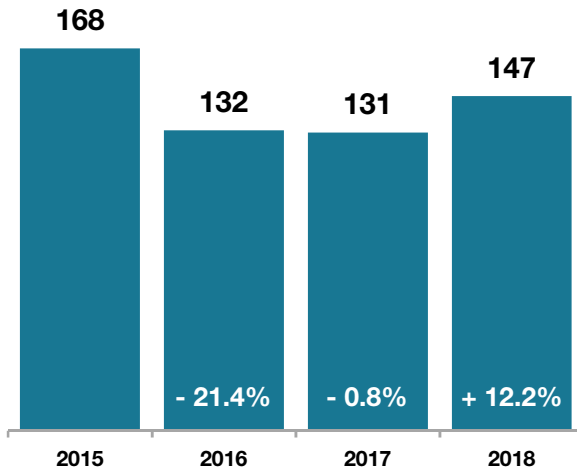


Key Metrics	Historical Sparkbars	10-2017	10-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		131	147	+ 12.2%	1,847	1,914	+ 3.6%
Pending Sales		130	150	+ 15.4%	1,393	1,406	+ 0.9%
Sold Listings		156	130	- 16.7%	1,320	1,316	- 0.3%
Median Sold Price		\$285,000	\$340,000	+ 19.3%	\$285,000	\$315,000	+ 10.5%
Average Sold Price		\$291,137	\$369,996	+ 27.1%	\$300,920	\$342,794	+ 13.9%
Pct. of List Price Received		96.3%	96.5%	+ 0.2%	96.6%	97.2%	+ 0.6%
Days on Market		73	72	- 1.4%	92	70	- 23.9%
Affordability Index		102	74	- 27.5%	102	80	- 21.6%
Active Listings		831	656	- 21.1%	--	--	--
Months Supply		6.2	5.0	- 19.4%	--	--	--

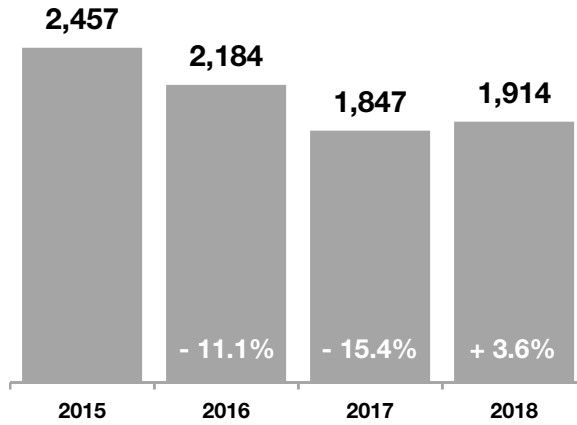
New Listings



October

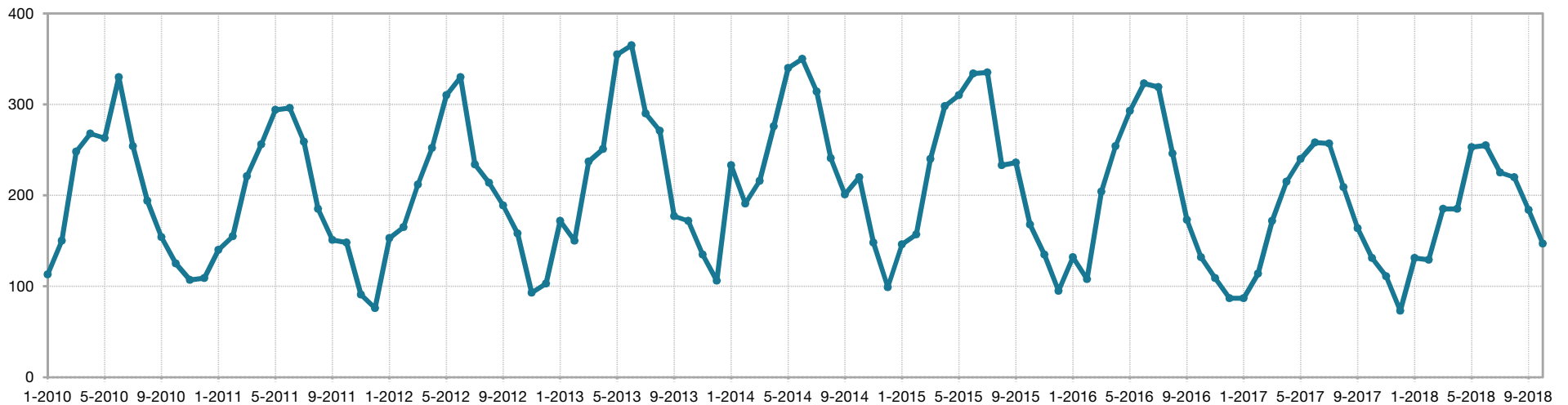


Year to Date



	New Listings	Percent Change from Previous Year
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%
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%

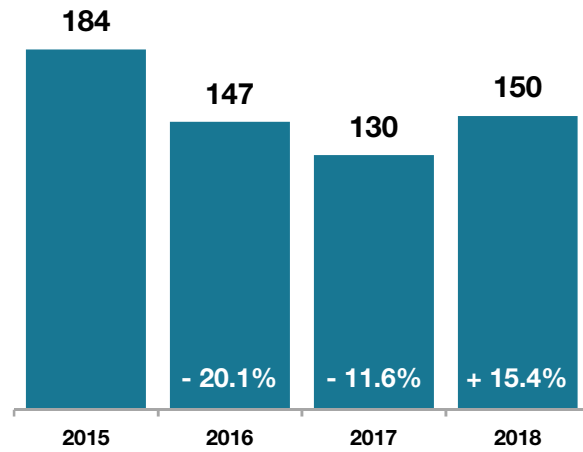
Historical New Listings by Month



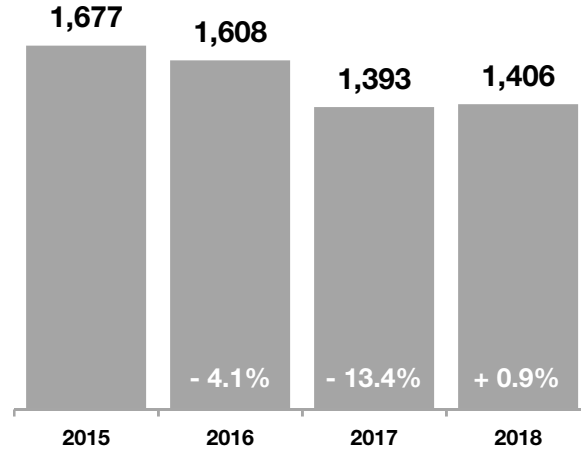
Pending Sales



October

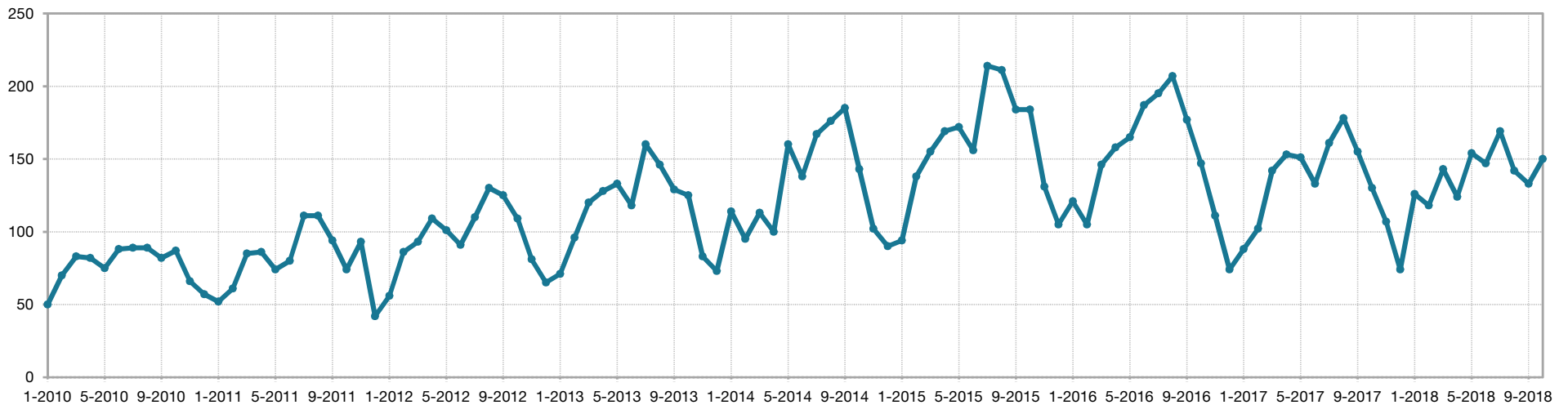


Year to Date



	Pending Sales	Percent Change from Previous Year
Nov-2017	107	-3.6%
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	169	+5.0%
Aug-2018	142	-20.2%
Sep-2018	133	-14.2%
Oct-2018	150	+15.4%

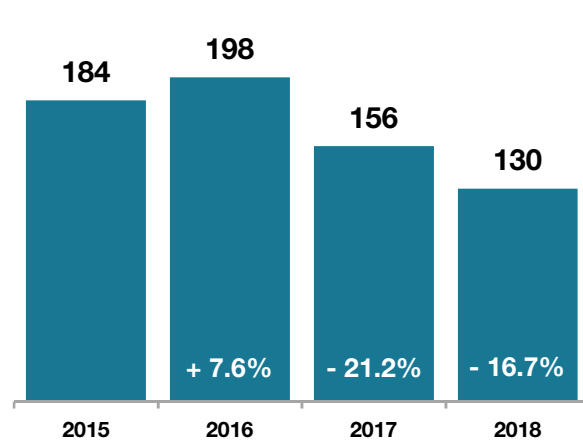
Historical Pending Sales by Month



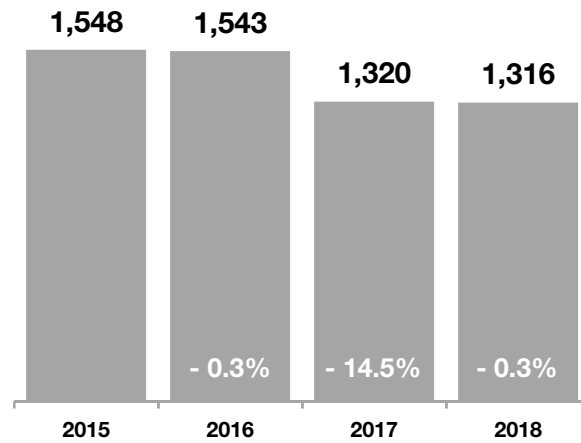
Sold Listings



October

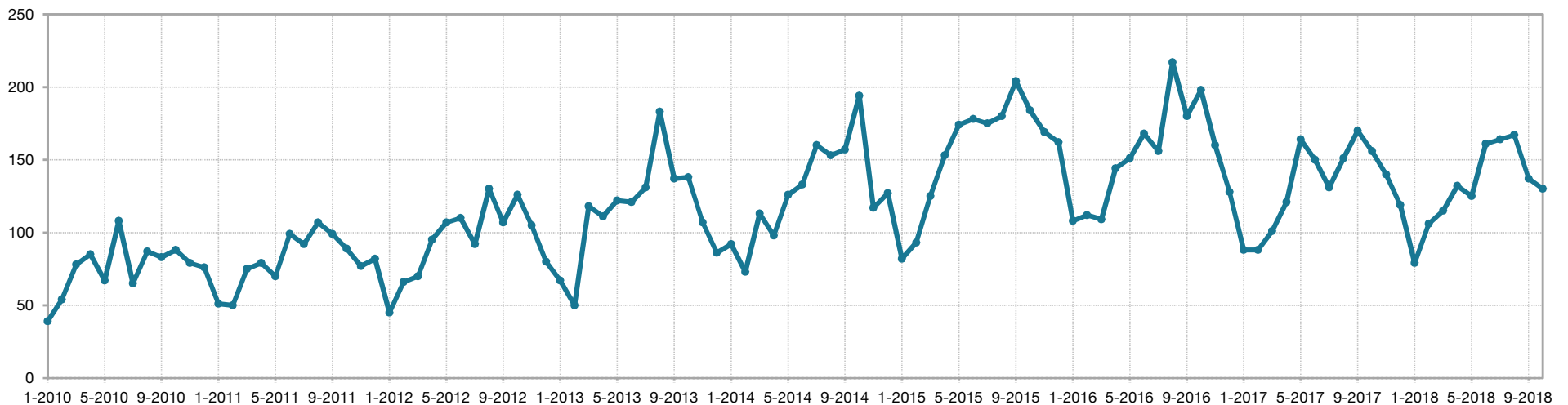


Year to Date



	Sold Listings	Percent Change from Previous Year
Nov-2017	140	-12.5%
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	167	+10.6%
Sep-2018	137	-19.4%
Oct-2018	130	-16.7%

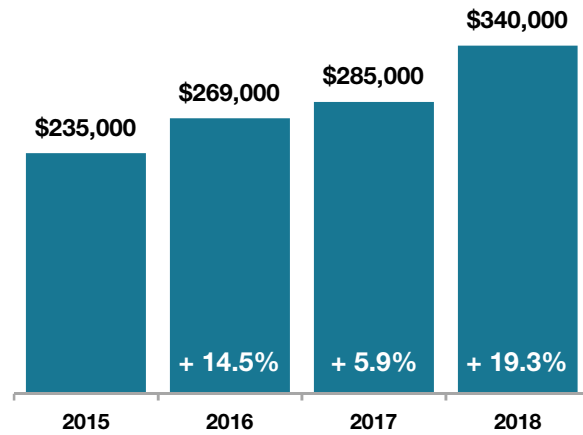
Historical Sold Listings by Month



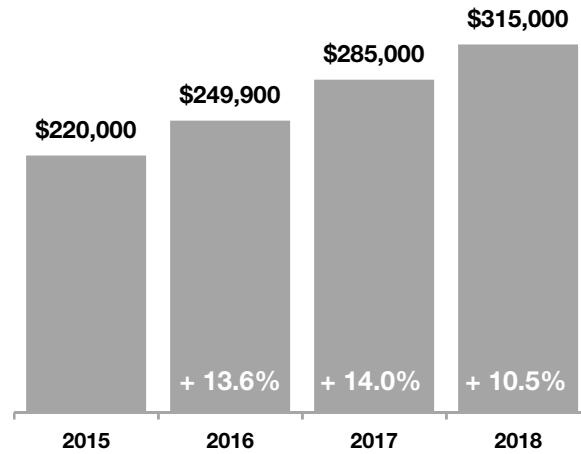
Median Sold Price



October

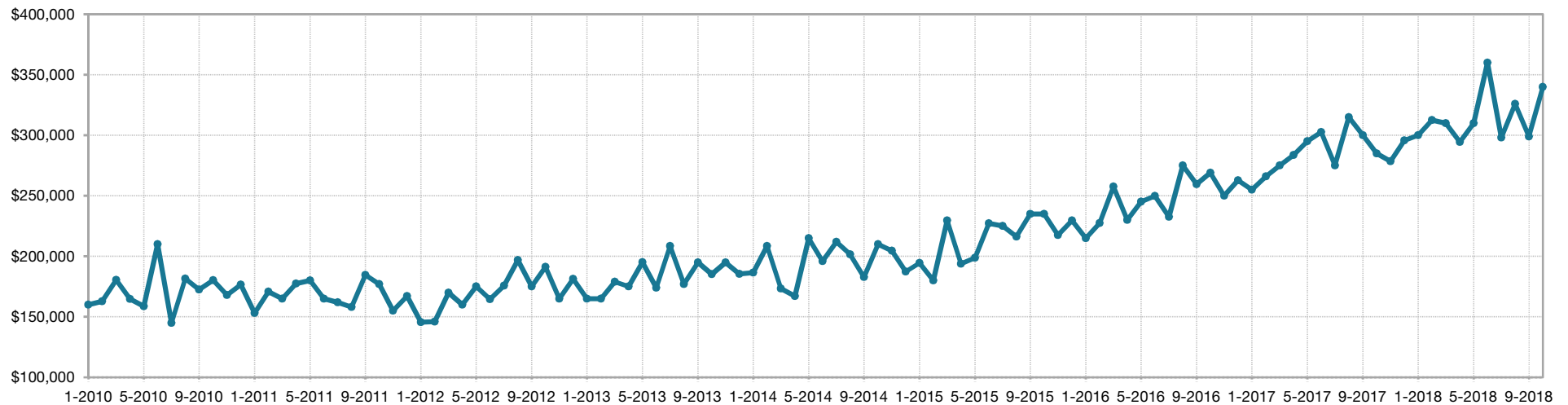


Year to Date



	Median Sold Price	Percent Change from Previous Year
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	\$294,500	+3.8%
May-2018	\$310,000	+5.1%
Jun-2018	\$360,000	+19.0%
Jul-2018	\$298,173	+8.4%
Aug-2018	\$326,000	+3.5%
Sep-2018	\$299,000	-0.3%
Oct-2018	\$340,000	+19.3%

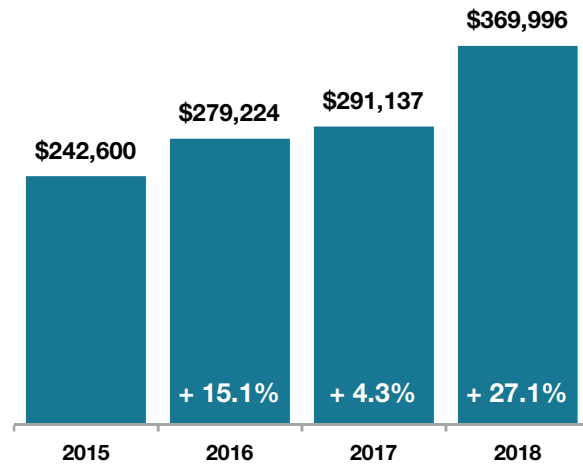
Historical Median Sold Price by Month



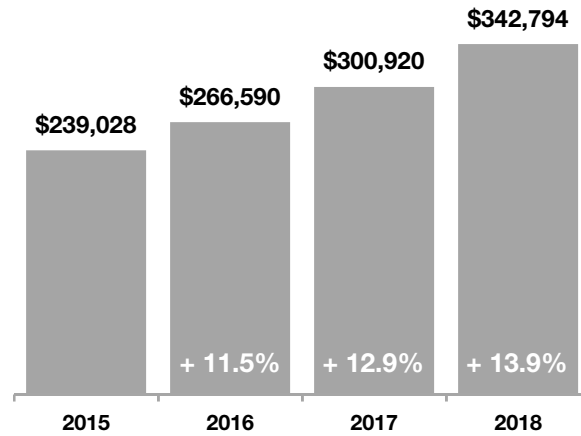
Average Sold Price



October

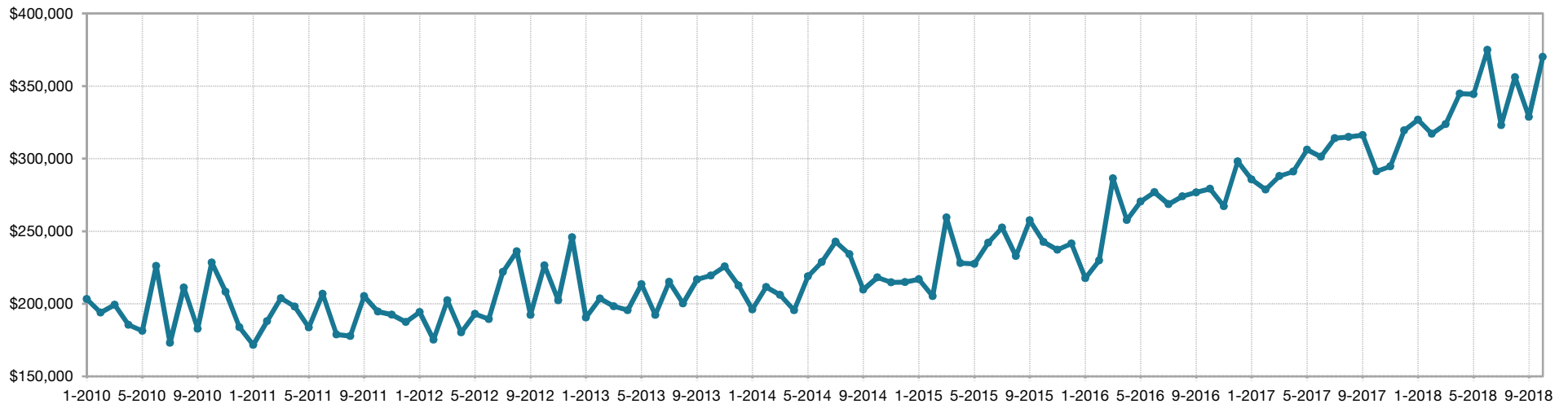


Year to Date



	Average Sold Price	Percent Change from Previous Year
Nov-2017	\$294,710	+10.3%
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	\$355,954	+13.0%
Sep-2018	\$328,771	+4.0%
Oct-2018	\$369,996	+27.1%

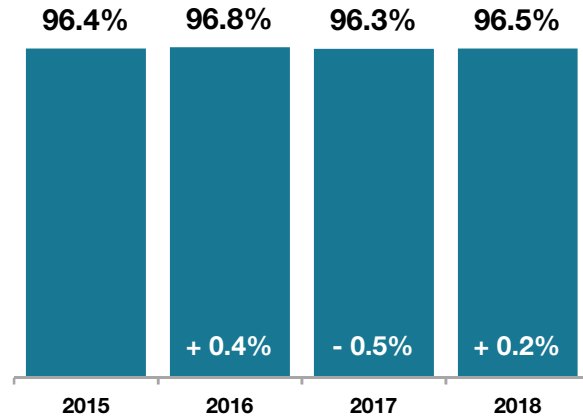
Historical Average Sold Price by Month



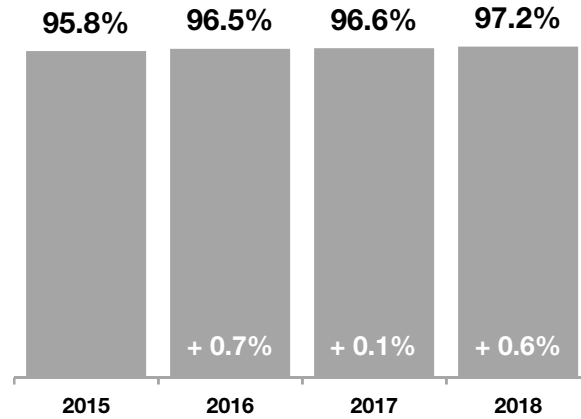
Percent of List Price Received



October

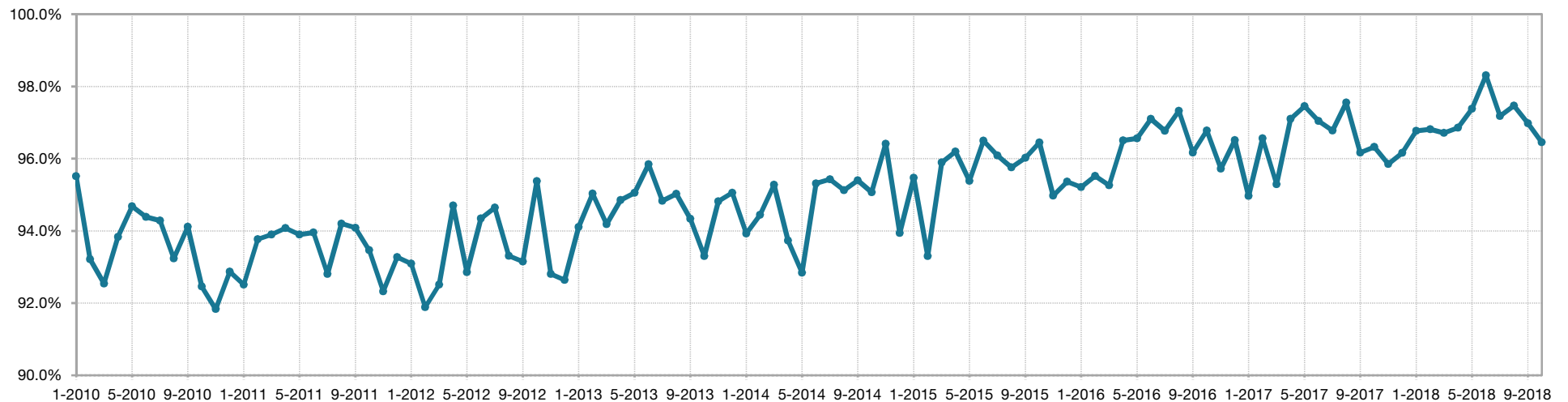


Year to Date



	Pct. of List Price Received	Percent Change from Previous Year
Nov-2017	95.9%	+0.2%
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%

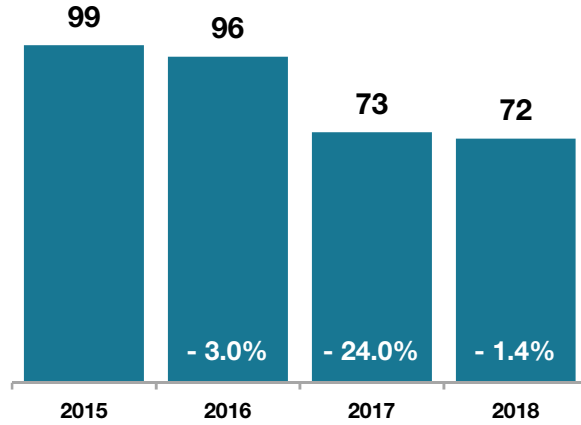
Historical Percent of List Price Received by Month



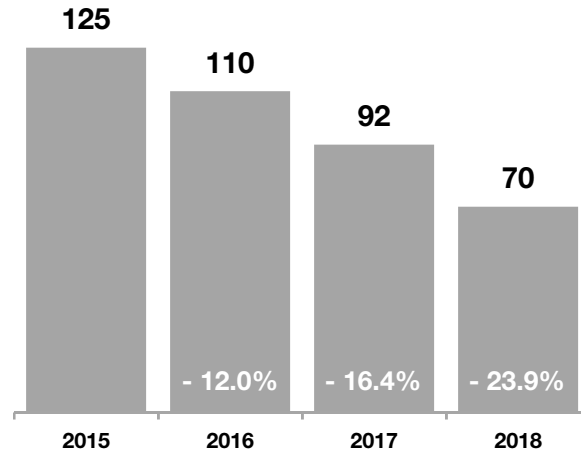
Days on Market Until Sale



October



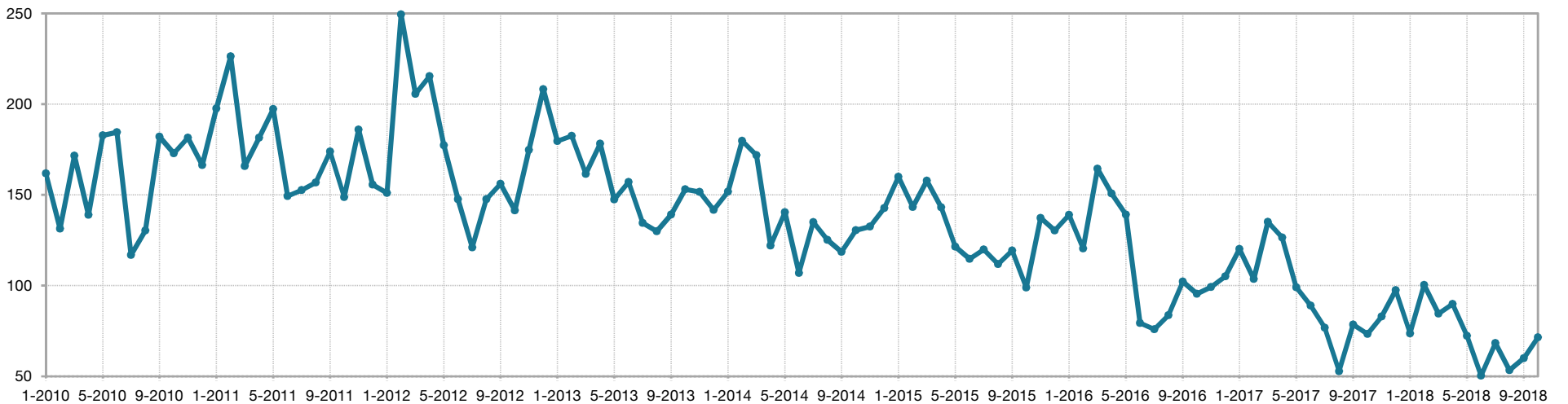
Year to Date



Percent Change Days on Market from Previous Year

Month	Days on Market	Percent Change
Nov-2017	83	-16.2%
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	72	-1.4%

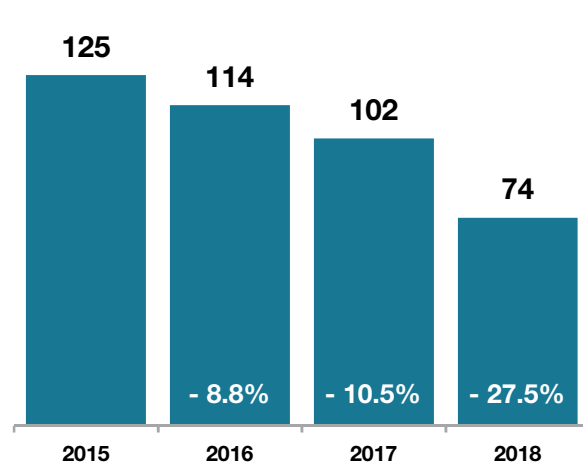
Historical Days on Market Until Sale by Month



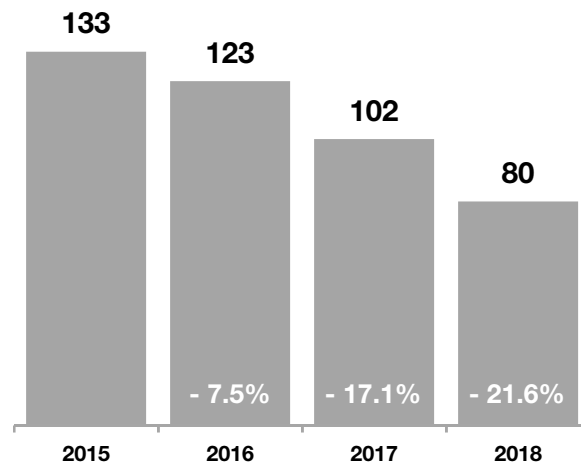
Housing Affordability Index



October

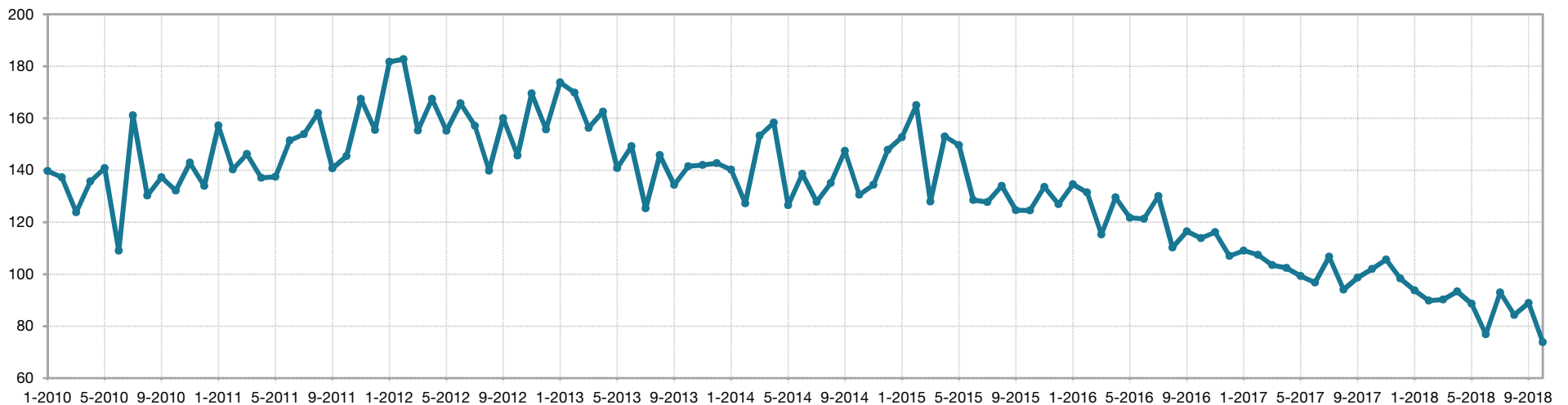


Year to Date



	Affordability Index	Percent Change from Previous Year
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	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%

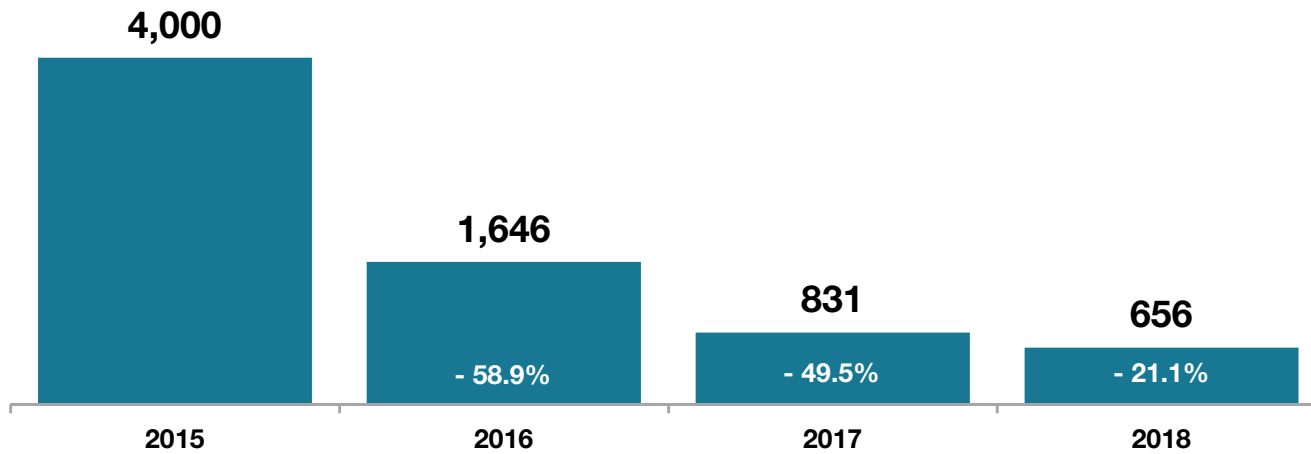
Historical Housing Affordability Index by Month



Inventory of Active Listings

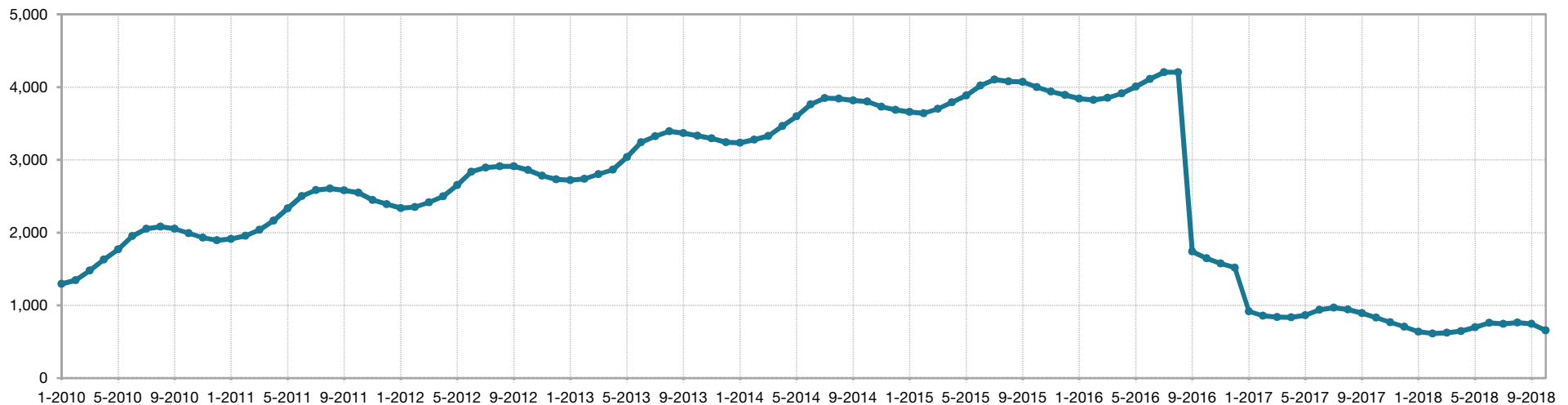


October



	Active Listings	Percent Change from Previous Year
Nov-2017	766	-51.4%
Dec-2017	706	-53.4%
Jan-2018	638	-30.6%
Feb-2018	613	-28.3%
Mar-2018	621	-26.1%
Apr-2018	646	-22.6%
May-2018	697	-19.3%
Jun-2018	759	-19.3%
Jul-2018	744	-23.1%
Aug-2018	762	-19.0%
Sep-2018	744	-16.7%
Oct-2018	656	-21.1%

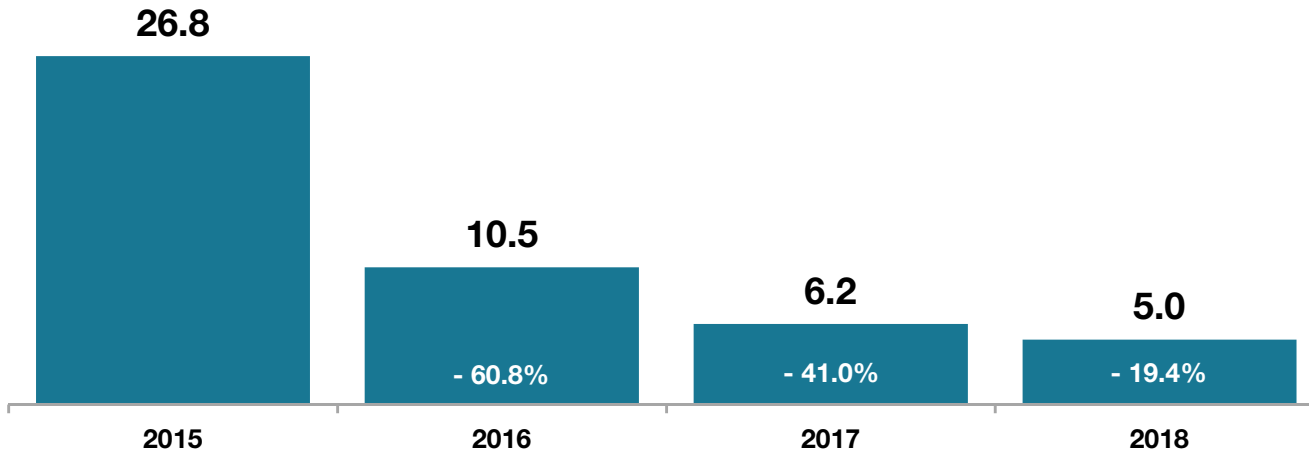
Historical Inventory of Active Listings by Month



Months Supply of Inventory

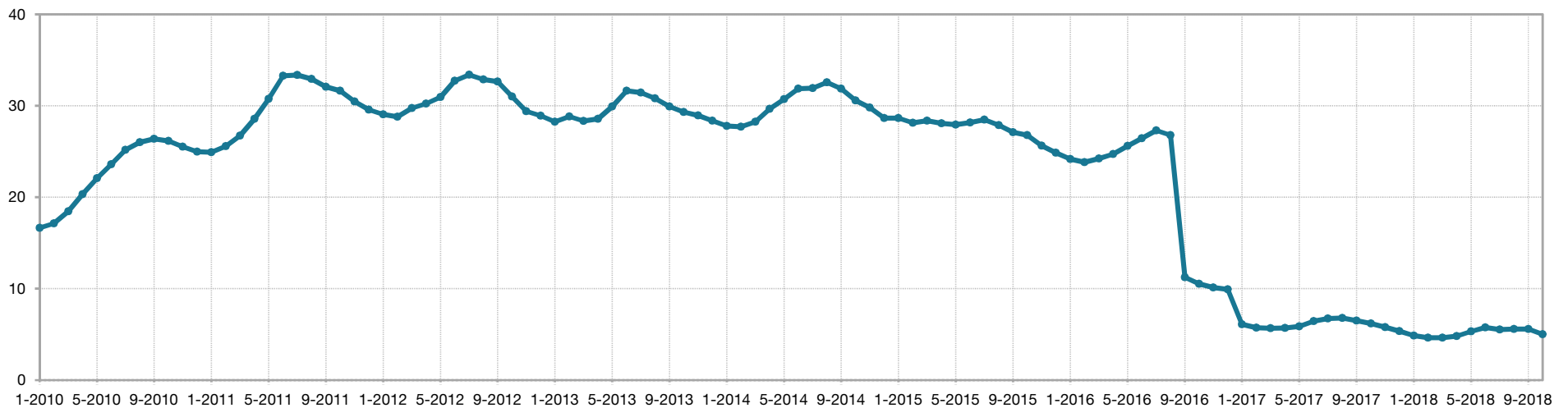


October



	Months Supply	Percent Change from Previous Year
Nov-2017	5.8	-42.6%
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	5.7	-10.9%
Jul-2018	5.5	-17.9%
Aug-2018	5.6	-17.6%
Sep-2018	5.6	-13.8%
Oct-2018	5.0	-19.4%

Historical Months Supply of Inventory by Month

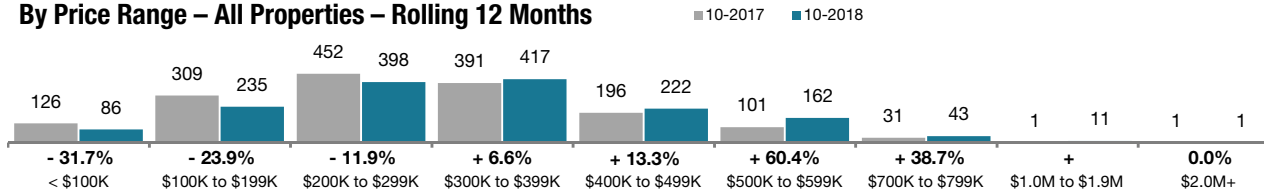


Sold Listings

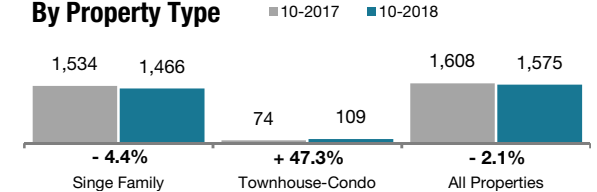
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	10-2017	10-2018	Change	10-2017	10-2018	Change
\$99,999 and Below	117	76	-35.0%	9	10	+11.1%
\$100,000 to \$199,999	295	211	-28.5%	14	24	+71.4%
\$200,000 to \$299,999	432	363	-16.0%	20	35	+75.0%
\$300,000 to \$399,999	372	394	+5.9%	19	23	+21.1%
\$400,000 to \$499,999	190	210	+10.5%	6	12	+100.0%
\$500,000 to \$699,999	95	157	+65.3%	6	5	-16.7%
\$700,000 to \$999,999	31	43	+38.7%	0	0	--
\$1,000,000 to \$1,999,999	1	11	+1000%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	1,534	1,466	-4.4%	74	109	+47.3%

Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2018	10-2018	Change	9-2018	10-2018	Change
\$99,999 and Below	7	5	-28.6%	0	0	--
\$100,000 to \$199,999	25	9	-64.0%	0	0	--
\$200,000 to \$299,999	35	25	-28.6%	2	7	+250.0%
\$300,000 to \$399,999	27	39	+44.4%	5	0	-100.0%
\$400,000 to \$499,999	18	20	+11.1%	0	0	--
\$500,000 to \$699,999	12	19	+58.3%	0	1	--
\$700,000 to \$999,999	4	4	0.0%	0	0	--
\$1,000,000 to \$1,999,999	2	1	-50.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	130	122	-6.2%	7	8	+14.3%

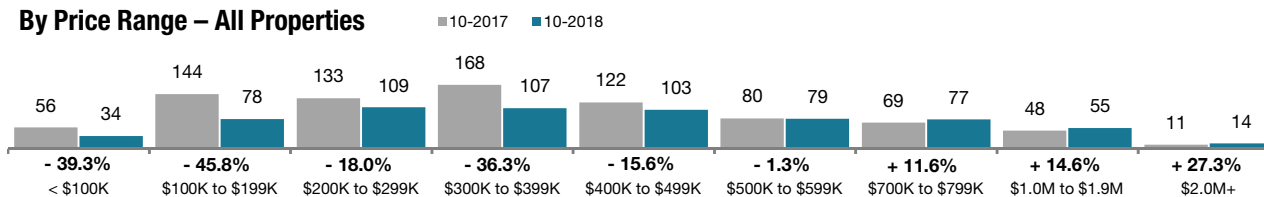
Year to Date

By Price Range	Single Family			Condo		
	10-2017	10-2018	Change	10-2017	10-2018	Change
\$99,999 and Below	97	59	-39.2%	7	9	+28.6%
\$100,000 to \$199,999	227	165	-27.3%	13	16	+23.1%
\$200,000 to \$299,999	351	292	-16.8%	18	35	+94.4%
\$300,000 to \$399,999	315	339	+7.6%	16	21	+31.3%
\$400,000 to \$499,999	159	182	+14.5%	6	8	+33.3%
\$500,000 to \$699,999	76	136	+78.9%	6	5	-16.7%
\$700,000 to \$999,999	27	39	+44.4%	0	0	--
\$1,000,000 to \$1,999,999	1	9	+800.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	1,254	1,222	-2.6%	66	94	+42.4%

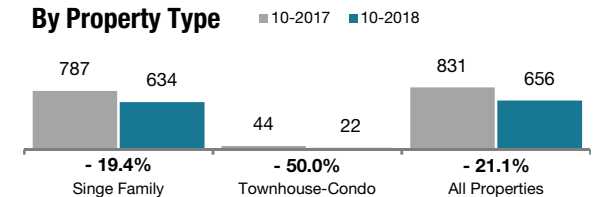
Inventory of Active Listings

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		
	10-2017	10-2018	Change	10-2017	10-2018	Change
\$99,999 and Below	50	34	-32.0%	6	0	-100.0%
\$100,000 to \$199,999	134	73	-45.5%	10	5	-50.0%
\$200,000 to \$299,999	128	108	-15.6%	5	1	-80.0%
\$300,000 to \$399,999	163	96	-41.1%	5	11	+120.0%
\$400,000 to \$499,999	114	103	-9.6%	8	0	-100.0%
\$500,000 to \$699,999	74	76	+2.7%	6	3	-50.0%
\$700,000 to \$999,999	67	76	+13.4%	2	1	-50.0%
\$1,000,000 to \$1,999,999	47	55	+17.0%	1	0	-100.0%
\$2,000,000 and Above	10	13	+30.0%	1	1	0.0%
All Price Ranges	787	634	-19.4%	44	22	-50.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2018	10-2018	Change	9-2018	10-2018	Change
\$99,999 and Below	37	34	-8.1%	0	0	--
\$100,000 to \$199,999	84	73	-13.1%	5	5	0.0%
\$200,000 to \$299,999	124	108	-12.9%	5	1	-80.0%
\$300,000 to \$399,999	106	96	-9.4%	12	11	-8.3%
\$400,000 to \$499,999	111	103	-7.2%	1	0	-100.0%
\$500,000 to \$699,999	97	76	-21.6%	4	3	-25.0%
\$700,000 to \$999,999	84	76	-9.5%	1	1	0.0%
\$1,000,000 to \$1,999,999	57	55	-3.5%	0	0	--
\$2,000,000 and Above	15	13	-13.3%	1	1	0.0%
All Price Ranges	715	634	-11.3%	29	22	-24.1%

Year to Date

By Price Range	Single Family			Condo		
	10-2017	10-2018	Change	10-2017	10-2018	Change
\$99,999 and Below	37	34	-8.1%	0	0	--
\$100,000 to \$199,999	84	73	-13.1%	5	5	0.0%
\$200,000 to \$299,999	124	108	-12.9%	5	1	-80.0%
\$300,000 to \$399,999	106	96	-9.4%	12	11	-8.3%
\$400,000 to \$499,999	111	103	-7.2%	1	0	-100.0%
\$500,000 to \$699,999	97	76	-21.6%	4	3	-25.0%
\$700,000 to \$999,999	84	76	-9.5%	1	1	0.0%
\$1,000,000 to \$1,999,999	57	55	-3.5%	0	0	--
\$2,000,000 and Above	15	13	-13.3%	1	1	0.0%
All Price Ranges	715	634	-11.3%	29	22	-24.1%

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.