# **Monthly Indicators**



### September 2018

Percent changes calculated using year-over-year comparisons.

New Listings were up 13.6 percent for single family homes and 20.5 percent for townhouse-condo properties. Pending Sales increased 4.7 percent for single family homes and 24.6 percent for townhouse-condo properties.

The Median Sales Price was up 12.0 percent to \$537,500 for single family homes but decreased 4.5 percent to \$535,000 for townhouse-condo properties. Days on Market decreased 22.5 percent for single family homes and 5.1 percent for condo properties.

Tracking reputable news sources for housing market predictions makes good sense, as does observing trends based on meaningful statistics. By the numbers, we continue to see pockets of unprecedented price heights combined with low days on market and an economic backdrop conducive to consistent demand. We were reminded by Hurricane Florence of how quickly a situation can change. Rather than dwelling on predictions of a somber future, it is worth the effort to manage the fundamentals that will lead to an ongoing display of healthy balance.

### **Activity Snapshot**

| -  | + 5.6%                            | + 6.0%                                   | - 16.6%                               |
|----|-----------------------------------|--|---------------------------------------|
| On | e-Year Change in<br>Sold Listings | One-Year Change in<br>Median Sales Price | One-Year Change in<br>Active Listings |
|    | All Properties                    | All Properties                           | All Properties                        |

Residential real estate activity in Pitkin, Eagle, Garfield, Gunnison, Mesa, Delta and Moffat Counties, comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

| Single Family Market Overview              | 2  |
|--|----|
| Townhouse-Condo Market Overview            | 3  |
| New Listings                               | 4  |
| Pending Sales                              | 5  |
| Sold Listings                              | 6  |
| Median Sales Price                         | 7  |
| Average Sales Price                        | 8  |
| Percent of List Price Received             | 9  |
| Days on Market Until Sale                  | 10 |
| Housing Affordability Index                | 11 |
| Inventory of Active Listings               | 12 |
| Months Supply of Inventory                 | 13 |
| Total Market Overview                      | 14 |
| Sold Listings and Inventory by Price Range | 15 |
| Glossary of Terms                          | 16 |
|  |    |

### **Single Family Market Overview**

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



| Key Metrics                 | Historical Sparkbars                        | 9-2017      | 9-2018      | Percent Change | YTD 2017    | YTD 2018    | Percent Change |
|-----------------------------|---|-------------|-------------|----------------|-------------|-------------|----------------|
| New Listings                | 10-2016 2-2017 6-2017 10-2017 2-2018 6-2018 | 88          | 100         | + 13.6%        | 1,185       | 1,164       | - 1.8%         |
| Pending Sales               |   | 86          | 90          | + 4.7%         | 742         | 806         | + 8.6%         |
| Sold Listings               |   | 85          | 95          | + 11.8%        | 708         | 735         | + 3.8%         |
| Median Sales Price          |   | \$480,000   | \$537,500   | + 12.0%        | \$489,750   | \$522,500   | + 6.7%         |
| Avg. Sales Price            |   | \$1,514,754 | \$1,436,184 | - 5.2%         | \$1,480,885 | \$1,236,322 | - 16.5%        |
| Pct. of List Price Received |   | 95.4%       | 96.9%       | + 1.6%         | 96.4%       | 97.0%       | + 0.6%         |
| Days on Market              |   | 129         | 100         | - 22.5%        | 117         | 96          | - 17.9%        |
| Affordability Index         |   | 76          | 61          | - 19.7%        | 74          | 62          | - 16.2%        |
| Active Listings             |   | 785         | 617         | - 21.4%        |             |             |                |
| Months Supply               |   | 10.3        | 7.6         | - 26.2%        |             |             |                |

### **Townhouse-Condo Market Overview**

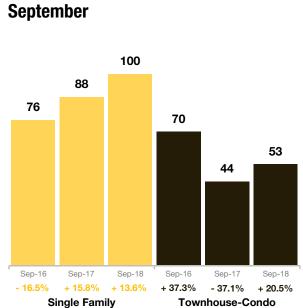
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

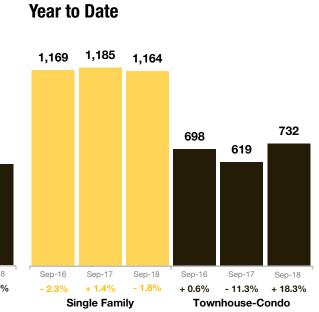


| Key Metrics                 | Hist    | orical Sp | arkbar | S       |        |        | 9-2017      | 9-2018      | Percent Change | YTD 2017  | YTD 2018      | Percent Change |
|-----------------------------|---------|-----------|--------|---------|--------|--------|-------------|-------------|----------------|-----------|---------------|----------------|
| New Listings                | 10-2016 | 2-2017    | 6-2017 | 10-2017 | 2-2018 | 6-2018 | 44          | 53          | + 20.5%        | 619       | 732           | + 18.3%        |
| Pending Sales               | 10-2016 | 2-2017    | 6-2017 | 10-2017 | 2-2018 | 6-2018 | 57          | 71          | + 24.6%        | 510       | 502           | - 1.6%         |
| Sold Listings               | 10-2016 | 2-2017    | 6-2017 | 10-2017 | 2-2018 | 6-2018 | 57          | 55          | - 3.5%         | 473       | 457           | - 3.4%         |
| Median Sales Price          | 10-2016 | 2-2017    | 6-2017 | 10-2017 | 2-2018 | 6-2018 | \$560,000   | \$535,000   | - 4.5%         | \$470,000 | \$430,000     | - 8.5%         |
| Avg. Sales Price            | 10-2016 | 2-2017    | 6-2017 | 10-2017 | 2-2018 | 6-2018 | \$1,548,219 | \$1,094,158 | - 29.3%        | \$993,854 | \$954,684     | - 3.9%         |
| Pct. of List Price Received | 10-2016 | 2-2017    | 6-2017 | 10-2017 | 2-2018 | 6-2018 | 96.5%       | 96.4%       | - 0.1%         | 96.6%     | <b>96.</b> 8% | + 0.2%         |
| Days on Market              |         |           |        |         |        |        | 138         | 131         | - 5.1%         | 133       | 113           | - 15.0%        |
| Affordability Index         | 10-2016 | 2-2017    | 6-2017 | 10-2017 | 2-2018 | 6-2018 | 73          | 68          | - 6.8%         | 86        | 83            | - 3.5%         |
| Active Listings             | 10-2016 | 2-2017    | 6-2017 | 10-2017 | 2-2018 | 6-2018 | 418         | 386         | - 7.7%         |           |               |                |
| Months Supply               | 10-2016 | 2-2017    | 6-2017 | 10-2017 | 2-2018 | 6-2018 | 8.1         | 7.4         | - 8.6%         |           |               |                |

### **New Listings**

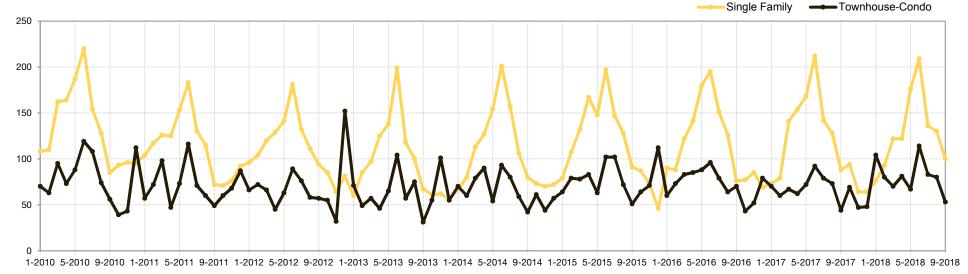






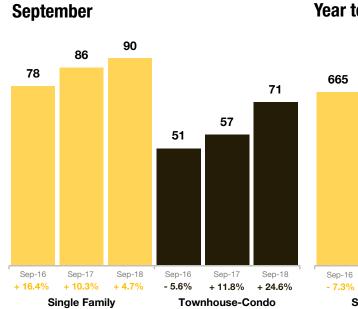
| New Listings | Single<br>Family | Percent Change<br>from Previous<br>Year | Townhouse-<br>Condo | Percent Change<br>from Previous<br>Year |
|--------------|------------------|---|---------------------|---|
| Oct-2017     | 94               | +22.1%                                  | 69                  | +60.5%                                  |
| Nov-2017     | 64               | -24.7%                                  | 47                  | -9.6%                                   |
| Dec-2017     | 64               | -7.2%                                   | 48                  | -39.2%                                  |
| Jan-2018     | 76               | +4.1%                                   | 104                 | +48.6%                                  |
| Feb-2018     | 93               | +17.7%                                  | 80                  | +33.3%                                  |
| Mar-2018     | 122              | -13.5%                                  | 70                  | +4.5%                                   |
| Apr-2018     | 122              | -20.8%                                  | 81                  | +30.6%                                  |
| May-2018     | 176              | +4.8%                                   | 67                  | -6.9%                                   |
| Jun-2018     | 209              | -1.4%                                   | 114                 | +23.9%                                  |
| Jul-2018     | 136              | -4.2%                                   | 83                  | +5.1%                                   |
| Aug-2018     | 130              | +1.6%                                   | 80                  | +9.6%                                   |
| Sep-2018     | 100              | +13.6%                                  | 53                  | +20.5%                                  |

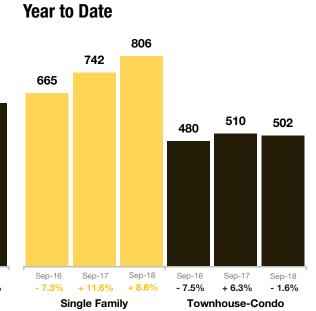
#### **Historical New Listings by Month**



### **Pending Sales**

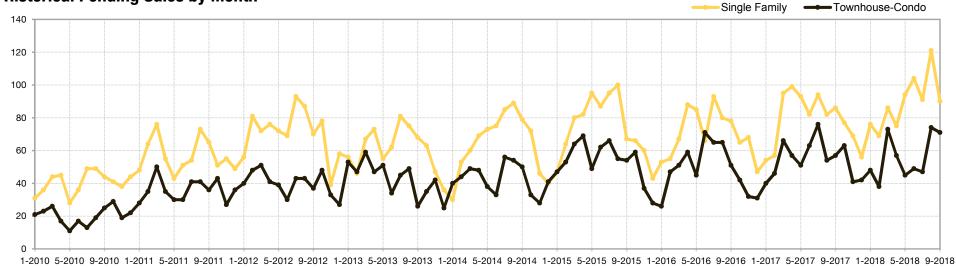






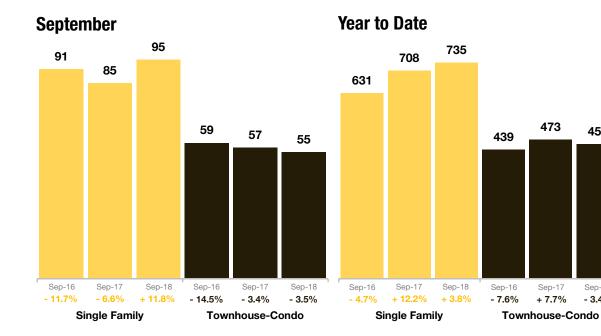
| Pending Sales | Single<br>Family | Percent Change<br>from Previous<br>Year | Townhouse-<br>Condo | Percent Change<br>from Previous<br>Year |
|---------------|------------------|---|---------------------|---|
| Oct-2017      | 77               | +18.5%                                  | 63                  | +50.0%                                  |
| Nov-2017      | 69               | +1.5%                                   | 41                  | +28.1%                                  |
| Dec-2017      | 56               | +19.1%                                  | 42                  | +35.5%                                  |
| Jan-2018      | 76               | +40.7%                                  | 48                  | +20.0%                                  |
| Feb-2018      | 69               | +21.1%                                  | 38                  | -17.4%                                  |
| Mar-2018      | 86               | -9.5%                                   | 73                  | +10.6%                                  |
| Apr-2018      | 75               | -24.2%                                  | 57                  | 0.0%                                    |
| May-2018      | 94               | +1.1%                                   | 45                  | -11.8%                                  |
| Jun-2018      | 104              | +26.8%                                  | 49                  | -22.2%                                  |
| Jul-2018      | 91               | -3.2%                                   | 47                  | -38.2%                                  |
| Aug-2018      | 121              | +47.6%                                  | 74                  | +37.0%                                  |
| Sep-2018      | 90               | +4.7%                                   | 71                  | +24.6%                                  |

#### **Historical Pending Sales by Month**



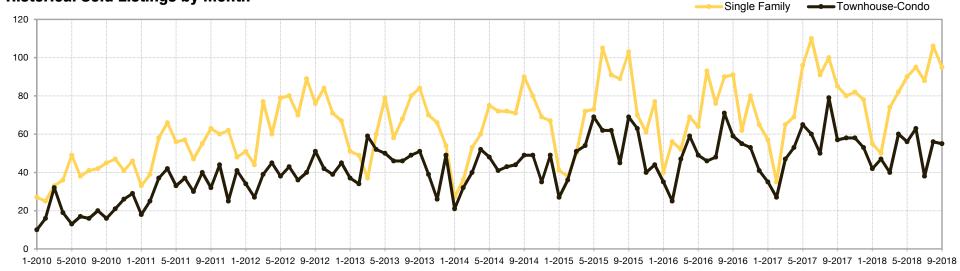
### **Sold Listings**





| Sold Listings | Single<br>Family | Percent Change<br>from Previous<br>Year | Townhouse-<br>Condo | Percent Change<br>from Previous<br>Year |
|---------------|------------------|---|---------------------|---|
| Oct-2017      | 80               | +29.0%                                  | 58                  | +5.5%                                   |
| Nov-2017      | 82               | +2.5%                                   | 58                  | +9.4%                                   |
| Dec-2017      | 78               | +20.0%                                  | 53                  | +29.3%                                  |
| Jan-2018      | 55               | -3.5%                                   | 42                  | +20.0%                                  |
| Feb-2018      | 50               | +42.9%                                  | 47                  | +74.1%                                  |
| Mar-2018      | 74               | +13.8%                                  | 40                  | -14.9%                                  |
| Apr-2018      | 82               | +18.8%                                  | 60                  | +13.2%                                  |
| May-2018      | 90               | -6.3%                                   | 56                  | -13.8%                                  |
| Jun-2018      | 95               | -13.6%                                  | 63                  | +5.0%                                   |
| Jul-2018      | 88               | -3.3%                                   | 38                  | -24.0%                                  |
| Aug-2018      | 106              | +6.0%                                   | 56                  | -29.1%                                  |
| Sep-2018      | 95               | +11.8%                                  | 55                  | -3.5%                                   |

#### **Historical Sold Listings by Month**



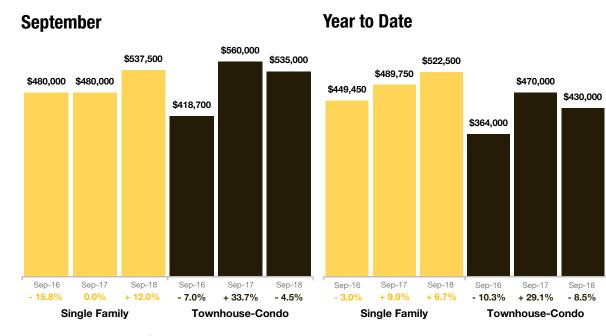
457

Sep-18

- 3.4%

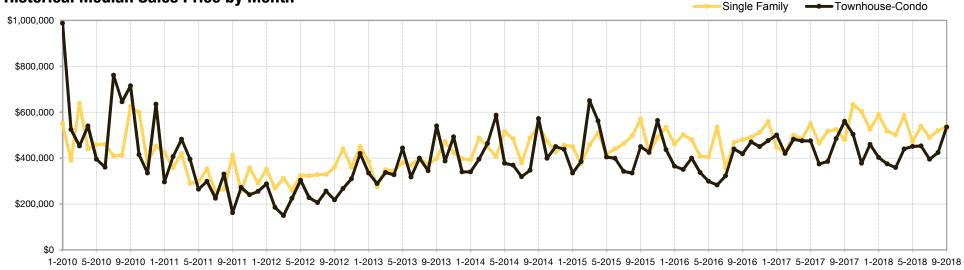
### **Median Sales Price**





| Median Sales<br>Price | Single<br>Family | Percent Change<br>from Previous<br>Year | Townhouse-<br>Condo | Percent Change<br>from Previous<br>Year |
|-----------------------|------------------|---|---------------------|---|
| Oct-2017              | \$632,913        | +28.9%                                  | \$504,000           | +7.2%                                   |
| Nov-2017              | \$603,000        | +17.9%                                  | \$377,500           | -16.1%                                  |
| Dec-2017              | \$525,500        | -6.0%                                   | \$460,000           | -3.4%                                   |
| Jan-2018              | \$589,000        | +31.8%                                  | \$402,500           | -19.5%                                  |
| Feb-2018              | \$517,500        | +21.8%                                  | \$375,000           | -10.7%                                  |
| Mar-2018              | \$501,500        | +0.3%                                   | \$359,000           | -25.5%                                  |
| Apr-2018              | \$585,000        | +20.6%                                  | \$440,000           | -7.4%                                   |
| May-2018              | \$472,500        | -14.1%                                  | \$451,004           | -5.1%                                   |
| Jun-2018              | \$539,000        | +15.9%                                  | \$453,000           | +21.2%                                  |
| Jul-2018              | \$490,000        | -5.0%                                   | \$395,000           | +2.6%                                   |
| Aug-2018              | \$520,000        | -1.0%                                   | \$424,500           | -12.5%                                  |
| Sep-2018              | \$537,500        | +12.0%                                  | \$535,000           | -4.5%                                   |

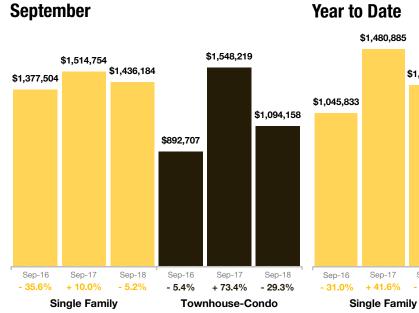
#### **Historical Median Sales Price by Month**



### **Average Sales Price**



. ...

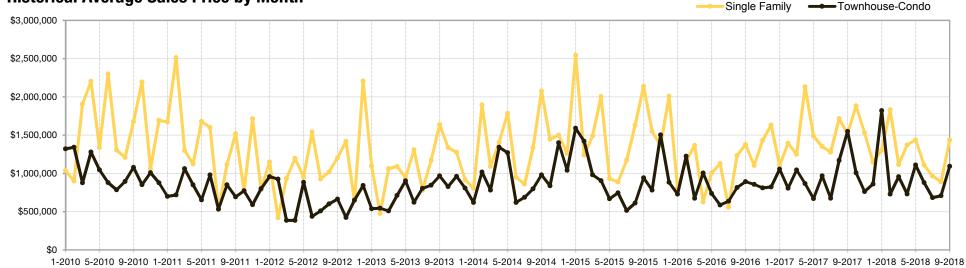


| Date      |                            |           |           |           |   |                  | Single      |
|-----------|----------------------------|-----------|-----------|-----------|---|------------------|-------------|
|           |                            |           |           |           |   | Avg. Sales Price | Family      |
| 1,480,885 | 5                          |           |           |           |   | Oct-2017         | \$1,883,895 |
|           | <b>*</b> 4 <b>*</b> ** *** |           |           |           |   | Nov-2017         | \$1,530,584 |
|           | \$1,236,322                | 2         |           |           |   | Dec-2017         | \$1,147,192 |
|           |                            |           | \$993,854 |           |   | Jan-2018         | \$1,304,751 |
|           |                            |           | \$550,054 | \$954,684 |   | Feb-2018         | \$1,830,371 |
|           |                            | \$800,177 |           |           |   | Mar-2018         | \$1,115,226 |
|           |                            |           |           |           |   | Apr-2018         | \$1,370,707 |
|           |                            |           |           |           |   | May-2018         | \$1,438,359 |
|           |                            |           |           |           |   | Jun-2018         | \$1,108,841 |
|           |                            |           |           |           |   | Jul-2018         | \$965,474   |
|           |                            |           |           |           |   | Aug-2018         | \$889,507   |
|           |                            |           |           |           |   | Sep-2018         | \$1,436,184 |
| Sep-17    | Sep-18                     | Sep-16    | Sep-17    | Sep-18    | 1 |                  |             |
| + 41.6%   | - 16.5%                    | - 7.3%    | + 24.2%   | - 3.9%    |   |                  |             |

Townhouse-Condo

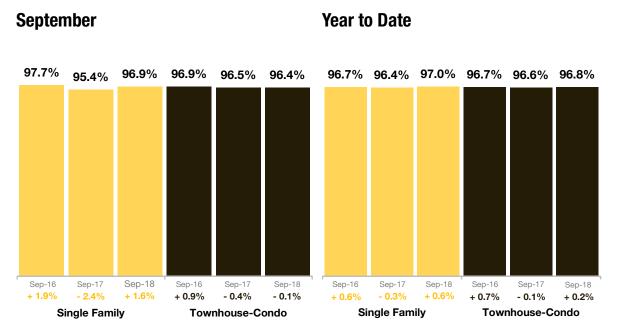
| Avg. Sales Price | Single<br>Family | Percent Change<br>from Previous<br>Year | Townhouse-<br>Condo | Percent Change<br>from Previous<br>Year |
|------------------|------------------|---|---------------------|---|
| Oct-2017         | \$1,883,895      | +70.6%                                  | \$1,007,275         | +17.5%                                  |
| Nov-2017         | \$1,530,584      | +6.8%                                   | \$763,403           | -5.8%                                   |
| Dec-2017         | \$1,147,192      | -29.7%                                  | \$861,252           | +4.5%                                   |
| Jan-2018         | \$1,304,751      | +18.0%                                  | \$1,821,039         | +72.4%                                  |
| Feb-2018         | \$1,830,371      | +31.2%                                  | \$728,569           | -9.8%                                   |
| Mar-2018         | \$1,115,226      | -10.7%                                  | \$957,998           | -8.3%                                   |
| Apr-2018         | \$1,370,707      | -35.7%                                  | \$731,463           | -15.7%                                  |
| May-2018         | \$1,438,359      | -3.2%                                   | \$1,109,066         | +65.4%                                  |
| Jun-2018         | \$1,108,841      | -18.1%                                  | \$879,005           | -9.2%                                   |
| Jul-2018         | \$965,474        | -24.5%                                  | \$684,293           | +1.3%                                   |
| Aug-2018         | \$889,507        | -48.2%                                  | \$708,746           | -39.5%                                  |
| Sep-2018         | \$1,436,184      | -5.2%                                   | \$1,094,158         | -29.3%                                  |
|                  |                  |   |                     |   |

#### **Historical Average Sales Price by Month**



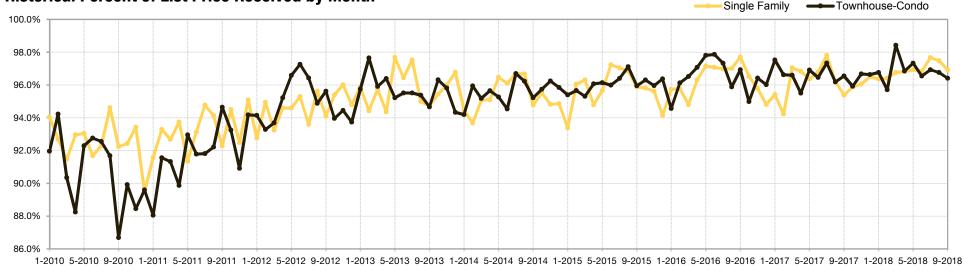
### **Percent of List Price Received**





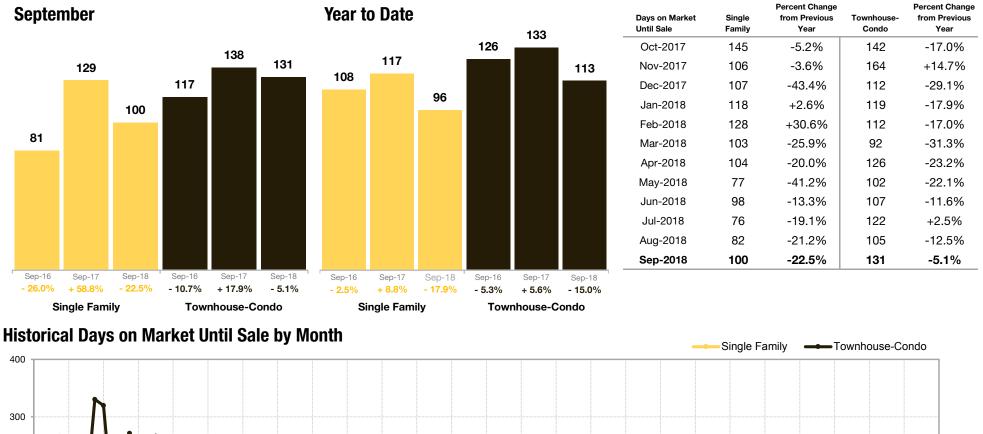
| Pct. of List Price<br>Received | Single<br>Family | Percent Change<br>from Previous<br>Year | Townhouse-<br>Condo | Percent Change<br>from Previous<br>Year |
|--------------------------------|------------------|---|---------------------|---|
| Oct-2017                       | 95.9%            | -0.6%                                   | 95.9%               | +0.9%                                   |
| Nov-2017                       | 96.0%            | +0.2%                                   | 96.7%               | +0.3%                                   |
| Dec-2017                       | 96.5%            | +1.8%                                   | 96.6%               | +0.6%                                   |
| Jan-2018                       | 96.4%            | +1.0%                                   | 96.8%               | -0.7%                                   |
| Feb-2018                       | 96.4%            | +2.3%                                   | 95.7%               | -0.9%                                   |
| Mar-2018                       | 96.8%            | -0.2%                                   | 98.4%               | +1.9%                                   |
| Apr-2018                       | 96.8%            | 0.0%                                    | 96.9%               | +1.5%                                   |
| May-2018                       | 96.9%            | +0.5%                                   | 97.3%               | +0.4%                                   |
| Jun-2018                       | 96.8%            | 0.0%                                    | 96.5%               | 0.0%                                    |
| Jul-2018                       | 97.7%            | -0.1%                                   | 96.9%               | -0.4%                                   |
| Aug-2018                       | 97.5%            | +1.4%                                   | 96.8%               | +0.6%                                   |
| Sep-2018                       | 96.9%            | +1.6%                                   | 96.4%               | -0.1%                                   |

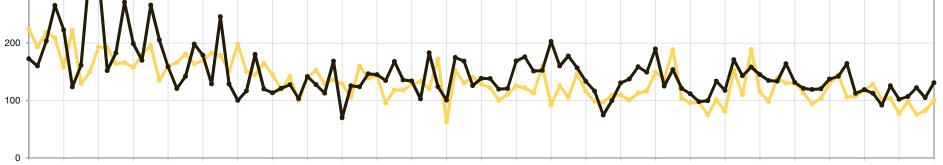
#### **Historical Percent of List Price Received by Month**



### **Days on Market Until Sale**



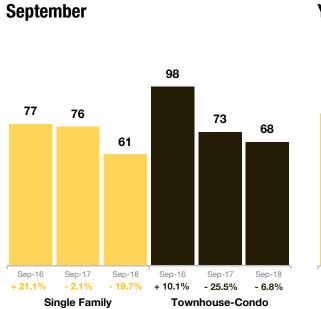


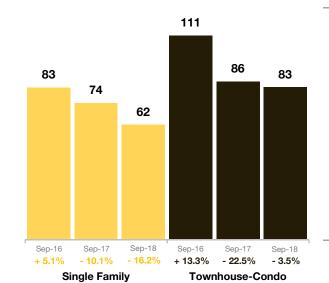


1-2010 5-2010 9-2010 1-2011 5-2011 9-2011 1-2012 5-2012 9-2012 1-2013 5-2013 9-2013 1-2014 5-2014 9-2014 1-2015 5-2015 9-2015 1-2016 5-2016 9-2016 1-2017 5-2017 9-2017 1-2018 5-2018 9-2018

## **Housing Affordability Index**



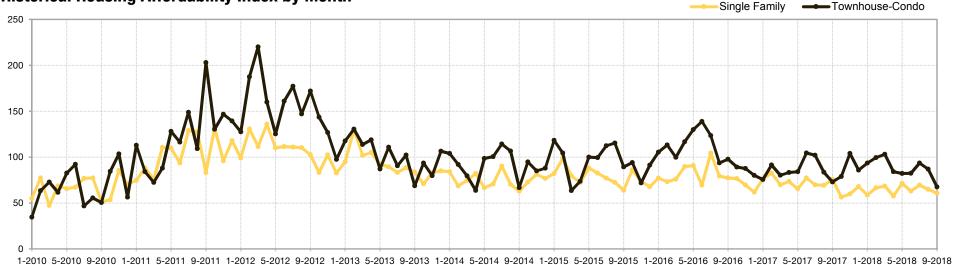




Year to Date

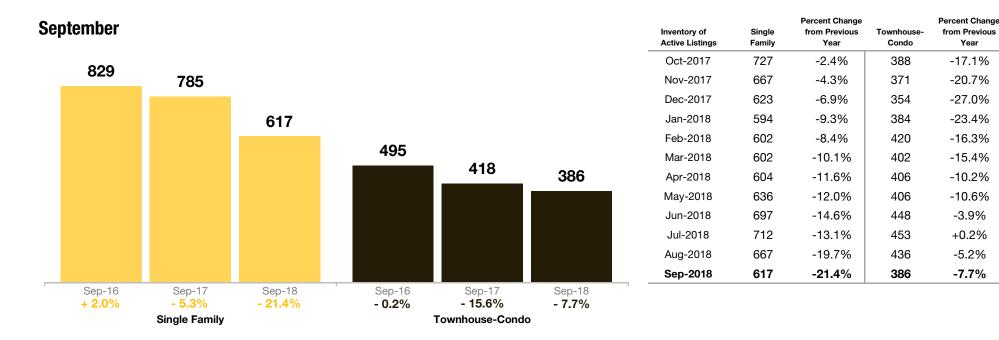
| Housing<br>Affordability<br>Index | Single<br>Family | Percent Change<br>from Previous<br>Year | Townhouse-<br>Condo | Percent Change<br>from Previous<br>Year |
|-----------------------------------|------------------|---|---------------------|---|
| Oct-2017                          | 56               | -27.3%                                  | 79                  | -11.2%                                  |
| Nov-2017                          | 60               | -14.3%                                  | 104                 | +18.2%                                  |
| Dec-2017                          | 68               | +9.7%                                   | 86                  | +7.5%                                   |
| Jan-2018                          | 59               | -22.4%                                  | 94                  | +23.7%                                  |
| Feb-2018                          | 67               | -19.3%                                  | 100                 | +8.7%                                   |
| Mar-2018                          | 68               | -2.9%                                   | 103                 | +28.8%                                  |
| Apr-2018                          | 58               | -21.6%                                  | 84                  | +1.2%                                   |
| May-2018                          | 71               | +9.2%                                   | 82                  | -2.4%                                   |
| Jun-2018                          | 63               | -18.2%                                  | 82                  | -21.2%                                  |
| Jul-2018                          | 69               | -1.4%                                   | 94                  | -7.8%                                   |
| Aug-2018                          | 65               | -5.8%                                   | 87                  | +3.6%                                   |
| Sep-2018                          | 61               | -19.7%                                  | 68                  | -6.8%                                   |

#### **Historical Housing Affordability Index by Month**

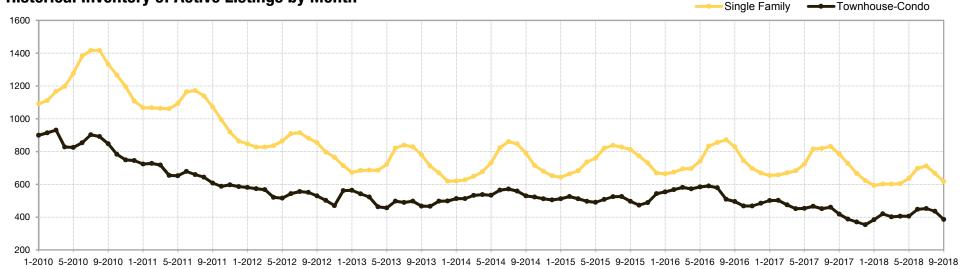


### **Inventory of Active Listings**



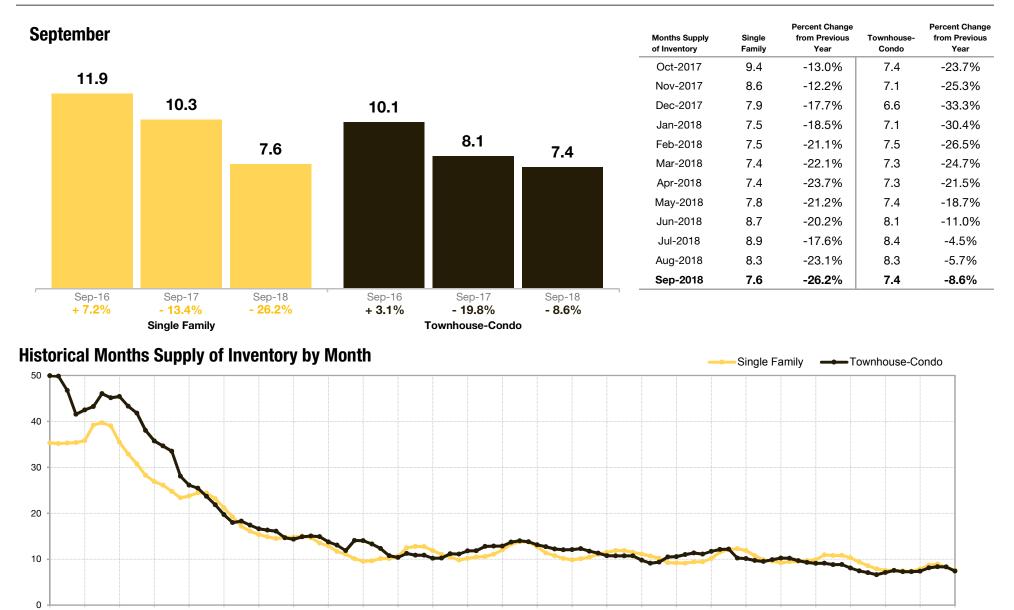


#### **Historical Inventory of Active Listings by Month**



### **Months Supply of Inventory**





1-2010 5-2010 9-2010 1-2011 5-2011 9-2011 1-2012 5-2012 9-2012 1-2013 5-2013 9-2013 1-2014 5-2014 9-2014 1-2015 5-2015 9-2015 1-2016 5-2016 9-2016 1-2017 5-2017 9-2017 1-2018 5-2018 9-2018

### **Total Market Overview**

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



| Key Metrics                 | Hist    | orical Sp | arkbaı | ′S      |        |        | 9-2017      | 9-2018      | Percent Change | YTD 2017    | YTD 2018    | Percent Change |
|-----------------------------|---------|-----------|--------|---------|--------|--------|-------------|-------------|----------------|-------------|-------------|----------------|
| New Listings                | 10-2016 | 2-2017    | 6-2017 | 10-2017 | 2-2018 | 6-2018 | 132         | 153         | + 15.9%        | 1,804       | 1,896       | + 5.1%         |
| Pending Sales               | 10-2016 | 2-2017    | 6-2017 | 10-2017 | 2-2018 | 6-2018 | 143         | 161         | + 12.6%        | 1,252       | 1,308       | + 4.5%         |
| Sold Listings               | 10-2016 | 2-2017    | 6-2017 | 10-2017 | 2-2018 | 6-2018 | 142         | 150         | + 5.6%         | 1,181       | 1,192       | + 0.9%         |
| Median Sales Price          | 10-2016 | 2-2017    | 6-2017 | 10-2017 | 2-2018 | 6-2018 | \$504,500   | \$535,000   | + 6.0%         | \$480,000   | \$494,000   | + 2.9%         |
| Avg. Sales Price            | 10-2016 | 2-2017    | 6-2017 | 10-2017 | 2-2018 | 6-2018 | \$1,528,187 | \$1,309,933 | - 14.3%        | \$1,286,073 | \$1,128,072 | - 12.3%        |
| Pct. of List Price Received | 10-2016 | 2-2017    | 6-2017 | 10-2017 | 2-2018 | 6-2018 | 95.8%       | 96.7%       | + 0.9%         | 96.5%       | 96.9%       | + 0.4%         |
| Days on Market              | 10-2016 | 2-2017    | 6-2017 | 10-2017 | 2-2018 | 6-2018 | 132         | 111         | - 15.9%        | 123         | 102         | - 17.1%        |
| Affordability Index         | 10-2016 | 2-2017    | 6-2017 | 10-2017 | 2-2018 | 6-2018 | 72          | 61          | - 15.3%        | 76          | 66          | - 13.2%        |
| Active Listings             | 10-2016 | 2-2017    | 6-2017 | 10-2017 | 2-2018 | 6-2018 | 1,203       | 1,003       | - 16.6%        |             |             |                |
| Months Supply               | 10-2016 | 2-2017    | 6-2017 | 10-2017 | 2-2018 | 6-2018 | 9.4         | 7.5         | - 20.2%        |             |             |                |

### **Sold Listings**

All Price Ranges

Actual sales that have closed in a given month.



| By Price Range – Al                    | <b>Proper</b>  | ties – Ro                       | lling 12 N                     | lonths        | <mark>=</mark> 9-  | -2017 9-20                     | )18           |        |                            |        |                      |  | By Prope | erty Type     | <mark>■</mark> 9-2 | 017 ■9 | -2018  |          |  |
|--|--|---------------------------------|--------------------------------|---------------|--|--------------------------------|---------------|--------|----------------------------|--------|----------------------|--|----------|---------------|--------------------|--------|--------|----------|--|
| 352 331                                | 635<br>23  | 35 295                          | 89                             | 94            | 50 43  | 34 3                           | 5 104         | 92     | 59 50                      | ) 25   | 26                   |  | 915      | 975           | 622                | 626    | 1,537  | 1,601    |  |
| - 6.0% + 7.8%<br>< \$300K \$300K to \$ |  | + <b>25.5%</b><br>10K to \$999K | + <b>5.6</b> %<br>\$1.0M to \$ |               | - 14.0%<br>1.5M to \$1.9M  | + <b>2.9%</b><br>\$2.0M to \$2 |               | 11.5%  | - 15.3%<br>\$5.0M to \$9.9 | -      | <b>4.0%</b><br>0.0M+ |  | + 6.6    |               | + 0.6              |        | + 4.2  |          |  |
|  | < 3500 Sound to assess a sound to assess |                                 |                                | φ2.0101 τΟ φ2 | \$2.0M to \$2.5M \$2.5M to \$4.9M \$5.0M to \$9.9M \$10.0M+<br>Compared to Prior Month |                                |               |        |                            |        |                      | Singe Family Townhouse-Condo All Properties Year to Date |          |               |                    |        |        |          |  |
|  | S  | Single Family Condo             |                                |               | Condo  |                                | Single Family |        |                            |        | Condo                |  |          | Single Family |                    |        | Condo  |          |  |
| By Price Range                         | 9-2017   | 9-2018                          | Change                         | 9-2017        | 9-2018   | Change                         | 8-2018        | 9-2018 | Change                     | 8-2018 | 9-2018               | Change   | 9-2017   | 9-2018        | Change             | 9-2017 | 9-2018 | Change   |  |
| \$299,999 and Below                    | 170  | 157                             | - 7.6%                         | 182           | 174  | - 4.4%                         | 20            | 9      | - 55.0%                    | 13     | 13                   | 0.0%   | 142      | 120           | - 15.5%            | 145    | 133    | - 8.3%   |  |
| \$300,000 to \$599,999                 | 385  | 401                             | + 4.2%                         | 204           | 234  | + 14.7%                        | 47            | 43     | - 8.5%                     | 24     | 21                   | - 12.5%  | 294      | 313           | + 6.5%             | 151    | 170    | + 12.6%  |  |
| \$600,000 to \$999,999                 | 150  | 201                             | + 34.0%                        | 85            | 94   | + 10.6%                        | 23            | 17     | - 26.1%                    | 9      | 7                    | - 22.2%  | 121      | 148           | + 22.3%            | 57     | 63     | + 10.5%  |  |
| \$1,000,000 to \$1,499,999             | 45   | 54                              | + 20.0%                        | 44            | 40   | - 9.1%                         | 7             | 4      | - 42.9%                    | 5      | 3                    | - 40.0%  | 32       | 42            | + 31.3%            | 35     | 32     | - 8.6%   |  |
| \$1,500,00 to \$1,999,999              | 23   | 23                              | 0.0%                           | 27            | 20   | - 25.9%                        | 2             | 4      | + 100.0%                   | 1      | 4                    | + 300.0%   | 13       | 15            | + 15.4%            | 22     | 13     | - 40.9%  |  |
| \$2,000,000 to \$2,499,999             | 22   | 16                              | - 27.3%                        | 12            | 19   | + 58.3%                        | 0             | 1      |                            | 1      | 2                    | + 100.0%   | 14       | 10            | - 28.6%            | 7      | 12     | + 71.4%  |  |
| \$2,500,000 to \$4,999,999             | 52   | 65                              | + 25.0%                        | 52            | 27   | - 48.1%                        | 2             | 8      | + 300.0%                   | 3      | 3                    | 0.0%   | 37       | 46            | + 24.3%            | 43     | 19     | - 55.8%  |  |
| \$5,000,000 to \$9,999,999             | 44   | 37                              | - 15.9%                        | 15            | 13   | - 13.3%                        | 5             | 7      | + 40.0%                    | 0      | 1                    |  | 35       | 27            | - 22.9%            | 12     | 11     | - 8.3%   |  |
| \$10,000,000 and Above                 | 24   | 21                              | - 12.5%                        | 1             | 5  | + 400.0%                       | 0             | 2      |                            | 0      | 1                    |  | 20       | 14            | - 30.0%            | 1      | 4      | + 300.0% |  |

### **Inventory of Active Listings**

+ 6.6%

622

626

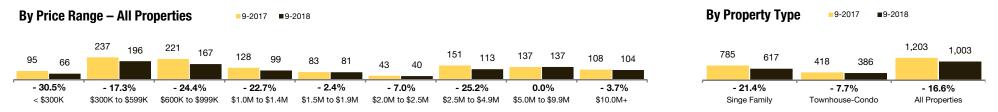
+ 0.6%

106

975

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

915



95

- 10.4%

56

55

- 1.8%

708

735

+ 3.8%

473

457

- 3.4%

|                            |        | Co        | ompared t | o Prior Y | ear    |         |        | Co        | mpared to | Prior Mo | onth   |         | Year to Date  |                      |  |  |
|----------------------------|--------|-----------|-----------|-----------|--------|---------|--------|-----------|-----------|----------|--------|---------|---|----------------------|--|--|
|                            | S      | ingle Fam | ily       | Condo     |        |         | S      | ingle Fam | ily       | Condo    |        |         | Single Family   | Condo                |  |  |
| By Price Range             | 9-2017 | 9-2018    | Change    | 9-2017    | 9-2018 | Change  | 8-2018 | 9-2018    | Change    | 8-2018   | 9-2018 | Change  |   |                      |  |  |
| \$299,999 and Below        | 46     | 22        | - 52.2%   | 49        | 44     | - 10.2% | 26     | 22        | - 15.4%   | 56       | 44     | - 21.4% | There are no year   | -to-date figures for |  |  |
| \$300,000 to \$599,999     | 137    | 92        | - 32.8%   | 100       | 104    | + 4.0%  | 102    | 92        | - 9.8%    | 115      | 104    | - 9.6%  | inventory because it is simply a<br>snapshot frozen in time at the end of |                      |  |  |
| \$600,000 to \$999,999     | 135    | 95        | - 29.6%   | 86        | 72     | - 16.3% | 98     | 95        | - 3.1%    | 81       | 72     | - 11.1% |   |                      |  |  |
| \$1,000,000 to \$1,499,999 | 75     | 61        | - 18.7%   | 53        | 38     | - 28.3% | 62     | 61        | - 1.6%    | 48       | 38     | - 20.8% |   | s not add up over a  |  |  |
| \$1,500,00 to \$1,999,999  | 58     | 53        | - 8.6%    | 25        | 28     | + 12.0% | 48     | 53        | + 10.4%   | 27       | 28     | + 3.7%  |   | f months.            |  |  |
| \$2,000,000 to \$2,499,999 | 28     | 24        | - 14.3%   | 15        | 16     | + 6.7%  | 29     | 24        | - 17.2%   | 18       | 16     | - 11.1% | period o  | i montins.           |  |  |
| \$2,500,000 to \$4,999,999 | 99     | 67        | - 32.3%   | 52        | 46     | - 11.5% | 77     | 67        | - 13.0%   | 52       | 46     | - 11.5% |   |                      |  |  |
| \$5,000,000 to \$9,999,999 | 108    | 112       | + 3.7%    | 29        | 25     | - 13.8% | 126    | 112       | - 11.1%   | 26       | 25     | - 3.8%  |   |                      |  |  |
| \$10,000,000 and Above     | 99     | 91        | - 8.1%    | 9         | 13     | + 44.4% | 99     | 91        | - 8.1%    | 13       | 13     | 0.0%    |   |                      |  |  |
| All Price Ranges           | 785    | 617       | - 21.4%   | 418       | 386    | - 7.7%  | 667    | 617       | - 7.5%    | 436      | 386    | - 11.5% |   |                      |  |  |

# **Glossary of Terms**

A research tool provided by the Colorado Association of REALTORS®



| 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 relative to homes for sale.  |