

# Monthly Indicators



## August 2019

Percent changes calculated using year-over-year comparisons.

New Listings were down 10.1 percent for single family homes and 4.8 percent for townhouse-condo properties. Pending Sales decreased 10.7 percent for single family homes and 1.4 percent for townhouse-condo properties.

The Median Sales Price was up 15.3 percent to \$598,850 for single family homes and 19.0 percent to \$505,000 for townhouse-condo properties. Days on Market increased 37.8 percent for single family homes and 11.4 percent for condo properties.

As many homeowners refinanced their homes to take advantage of declining interest rates, consumer confidence in housing was reported to be at historically high levels. Even so, real estate professionals will need to monitor the market for signs of continued imbalances. Although the inventory of affordable homes at this point remains largely stable, it is stable at historically low levels, which may continue to push prices higher and affect potential buyers across the U.S.

## Activity Snapshot

**- 1.8%**      **+ 12.6%**      **- 16.6%**

One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> All Properties
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Residential real estate activity in the counties of Delta, Eagle, Garfield, Gunnison, Mesa, Moffat and Pitkin composed 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	8-2018	8-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		139	125	- 10.1%	1,089	1,031	- 5.3%
Pending Sales		121	108	- 10.7%	717	685	- 4.5%
Sold Listings		109	92	- 15.6%	644	598	- 7.1%
Median Sales Price		\$519,500	\$598,850	+ 15.3%	\$520,000	\$575,000	+ 10.6%
Avg. Sales Price		\$939,428	\$1,524,211	+ 62.2%	\$1,212,394	\$1,516,913	+ 25.1%
Pct. of List Price Received		97.5%	96.0%	- 1.5%	97.0%	96.4%	- 0.6%
Days on Market		82	113	+ 37.8%	95	113	+ 18.9%
Affordability Index		65	63	- 3.1%	65	65	0.0%
Active Listings		737	657	- 10.9%	--	--	--
Months Supply		9.1	8.5	- 6.6%	--	--	--

# Townhouse-Condo Market Overview

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

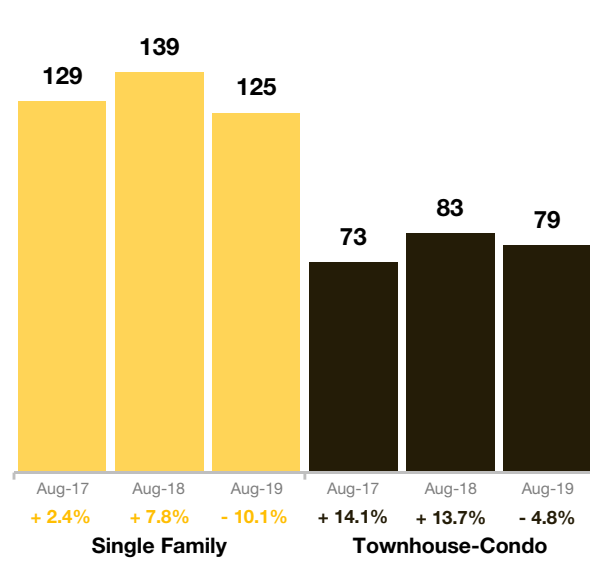


Key Metrics	Historical Sparkbars	8-2018	8-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		83	79	- 4.8%	689	638	- 7.4%
Pending Sales		74	73	- 1.4%	430	505	+ 17.4%
Sold Listings		56	70	+ 25.0%	402	447	+ 11.2%
Median Sales Price		\$424,500	\$505,000	+ 19.0%	\$418,000	\$467,000	+ 11.7%
Avg. Sales Price		\$708,746	\$757,178	+ 6.8%	\$937,356	\$880,877	- 6.0%
Pct. of List Price Received		96.8%	97.1%	+ 0.3%	96.9%	97.3%	+ 0.4%
Days on Market		105	117	+ 11.4%	112	114	+ 1.8%
Affordability Index		87	83	- 4.6%	88	89	+ 1.1%
Active Listings		482	360	- 25.3%	--	--	--
Months Supply		9.2	6.2	- 32.6%	--	--	--

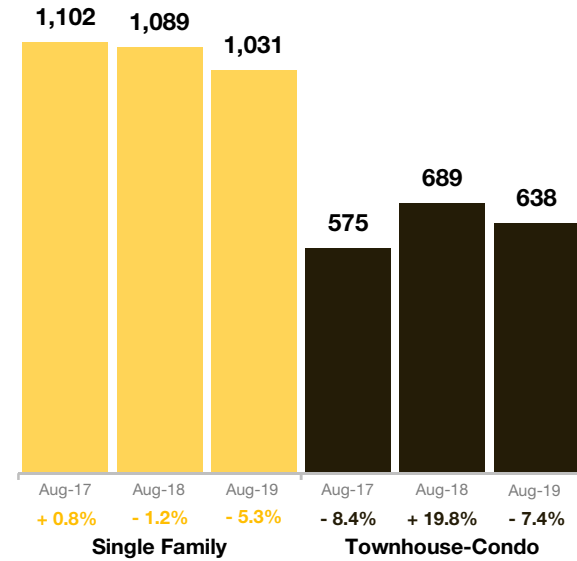
# New Listings



## August

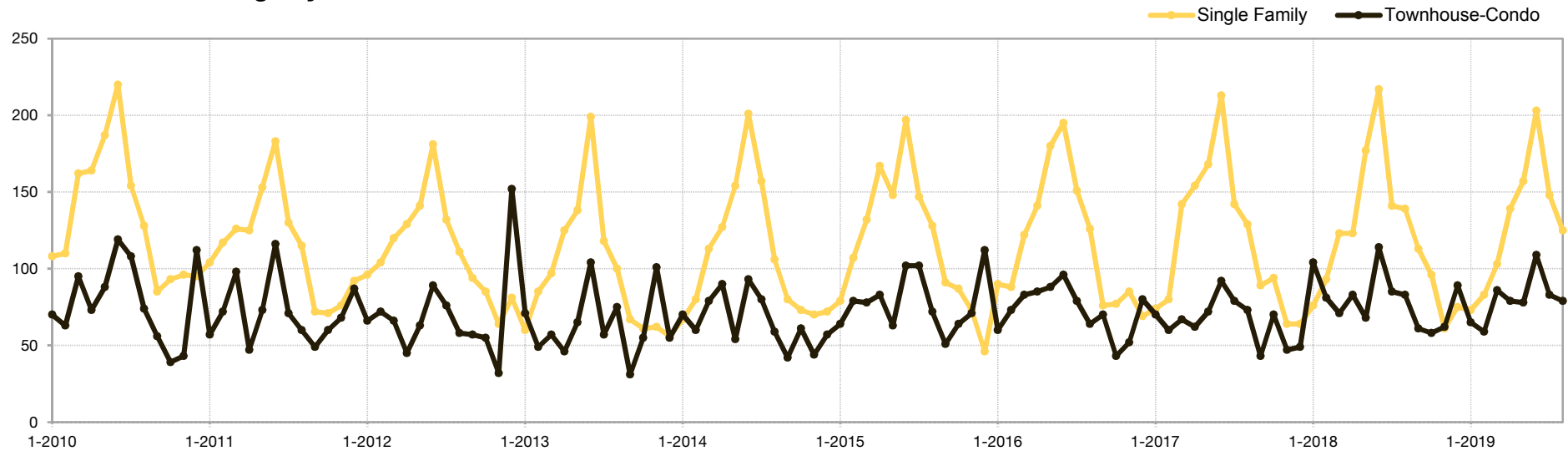


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2018	113	+27.0%	61	+41.9%
Oct-2018	96	+2.1%	58	-17.1%
Nov-2018	61	-4.7%	62	+31.9%
Dec-2018	75	+17.2%	89	+81.6%
Jan-2019	73	-3.9%	65	-37.5%
Feb-2019	83	-10.8%	59	-27.2%
Mar-2019	103	-16.3%	86	+21.1%
Apr-2019	139	+13.0%	79	-4.8%
May-2019	157	-11.3%	78	+14.7%
Jun-2019	203	-6.5%	109	-4.4%
Jul-2019	148	+5.0%	83	-2.4%
<b>Aug-2019</b>	<b>125</b>	<b>-10.1%</b>	<b>79</b>	<b>-4.8%</b>

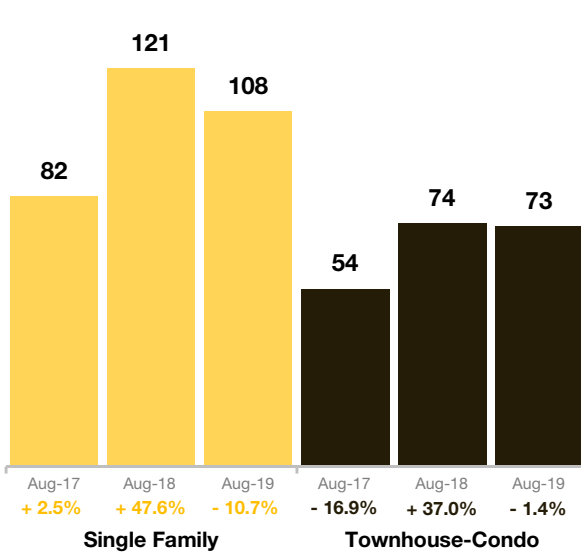
## Historical New Listings by Month



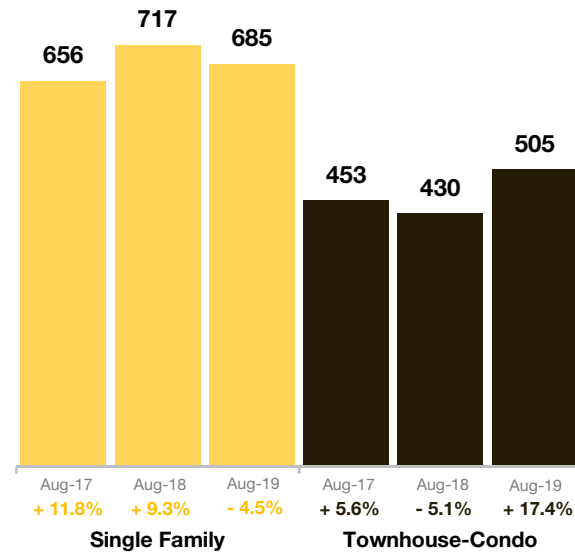
# Pending Sales



## August

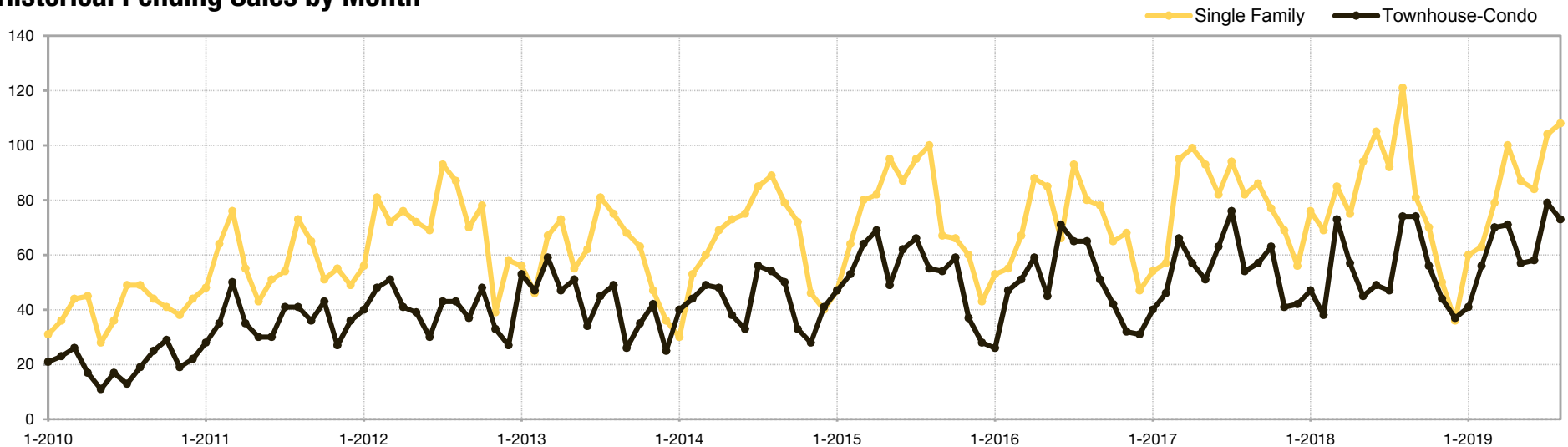


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2018	81	-5.8%	74	+29.8%
Oct-2018	70	-9.1%	56	-11.1%
Nov-2018	50	-27.5%	44	+7.3%
Dec-2018	36	-35.7%	37	-11.9%
Jan-2019	60	-21.1%	41	-12.8%
Feb-2019	63	-8.7%	56	+47.4%
Mar-2019	79	-7.1%	70	-4.1%
Apr-2019	100	+33.3%	71	+24.6%
May-2019	87	-7.4%	57	+26.7%
Jun-2019	84	-20.0%	58	+18.4%
Jul-2019	104	+13.0%	79	+68.1%
<b>Aug-2019</b>	<b>108</b>	<b>-10.7%</b>	<b>73</b>	<b>-1.4%</b>

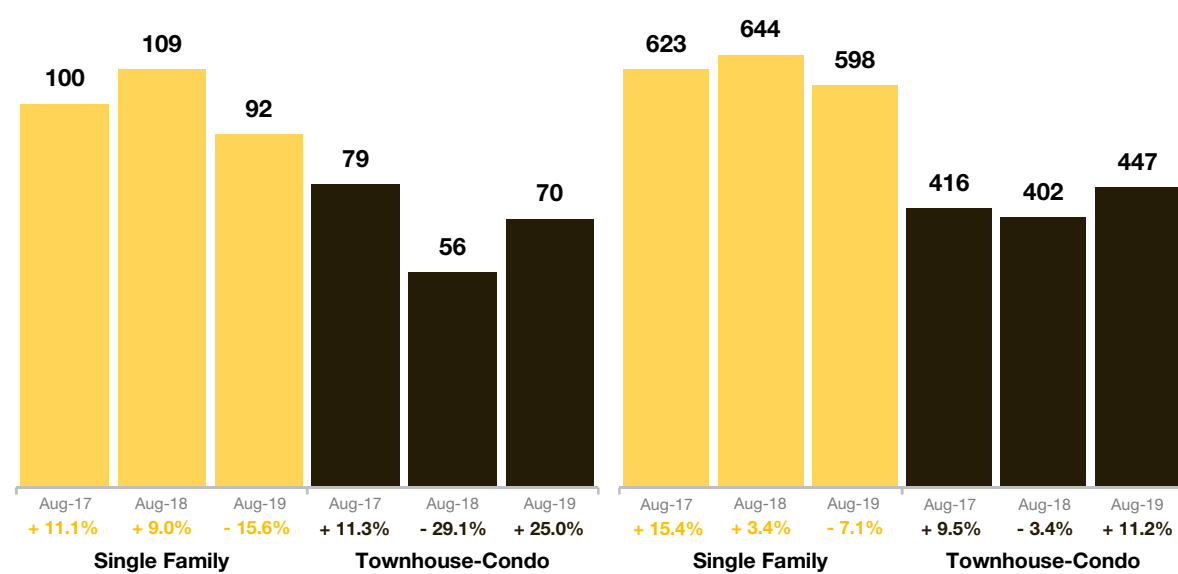
## Historical Pending Sales by Month



# Sold Listings

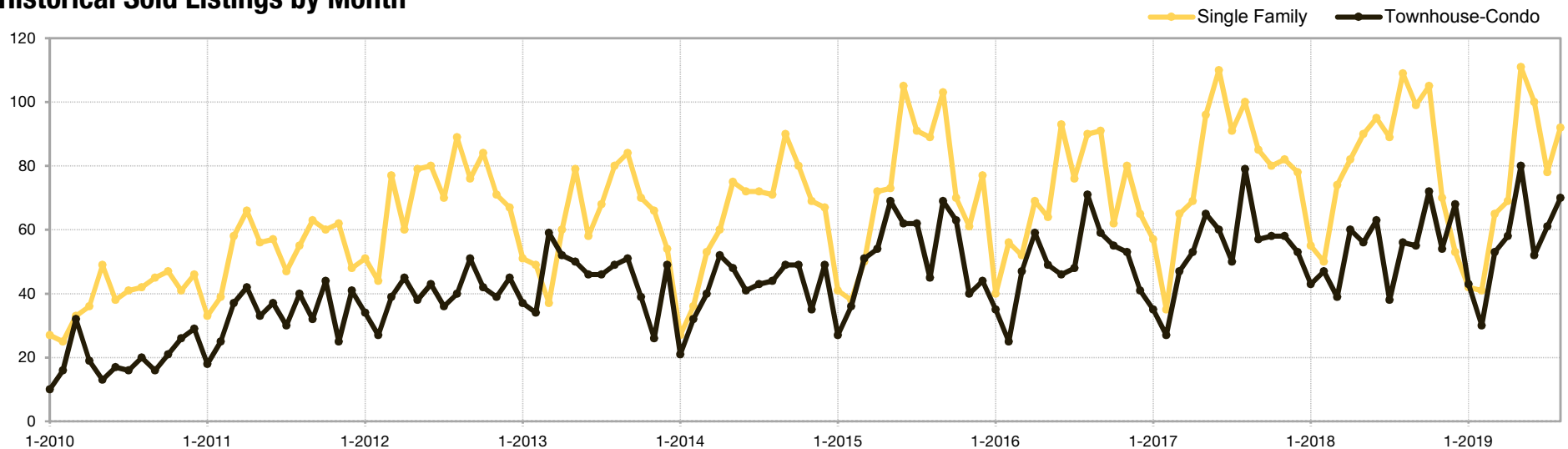


## August



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2018	99	+16.5%	55	-3.5%
Oct-2018	105	+31.3%	72	+24.1%
Nov-2018	70	-14.6%	54	-6.9%
Dec-2018	53	-32.1%	68	+28.3%
Jan-2019	42	-23.6%	43	0.0%
Feb-2019	41	-18.0%	30	-36.2%
Mar-2019	65	-12.2%	53	+35.9%
Apr-2019	69	-15.9%	58	-3.3%
May-2019	111	+23.3%	80	+42.9%
Jun-2019	100	+5.3%	52	-17.5%
Jul-2019	78	-12.4%	61	+60.5%
<b>Aug-2019</b>	<b>92</b>	<b>-15.6%</b>	<b>70</b>	<b>+25.0%</b>

## Historical Sold Listings by Month

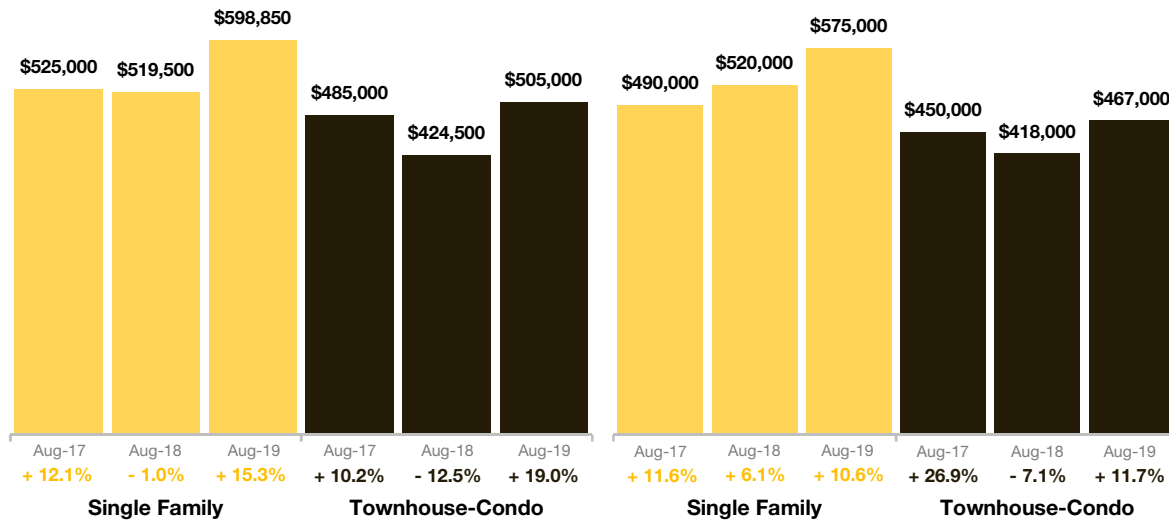


# Median Sales Price



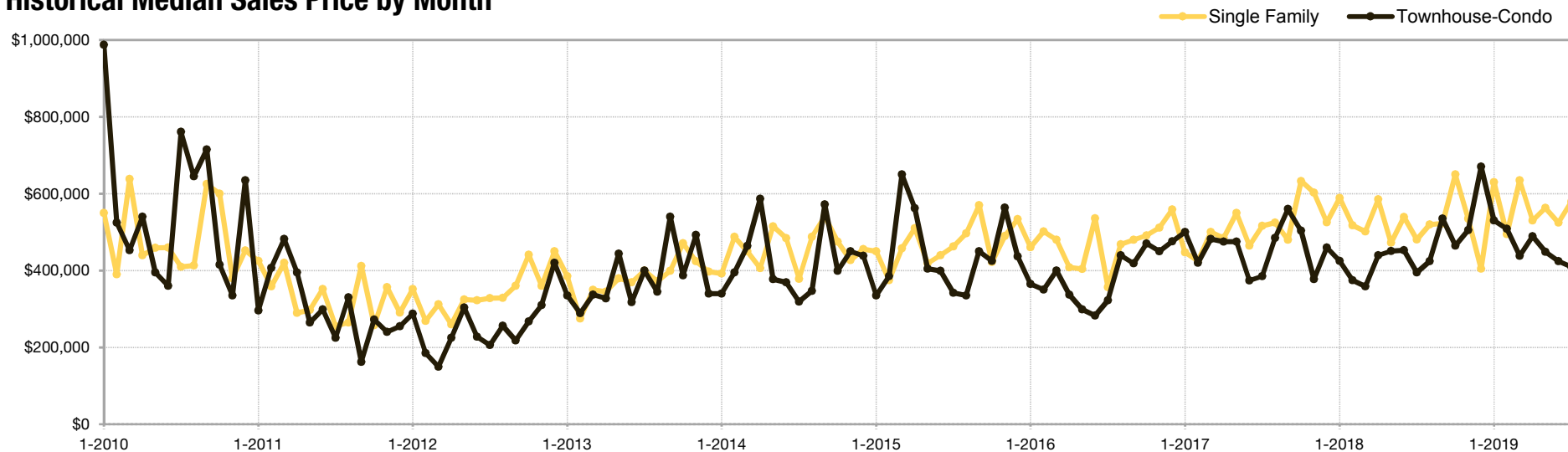
## August

## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2018	\$522,500	+8.9%	\$535,000	-4.5%
Oct-2018	\$650,000	+2.7%	\$465,000	-7.7%
Nov-2018	\$535,000	-11.3%	\$505,000	+33.8%
Dec-2018	\$405,000	-22.9%	\$670,000	+45.7%
Jan-2019	\$630,000	+7.0%	\$530,000	+24.7%
Feb-2019	\$495,000	-4.3%	\$508,750	+35.7%
Mar-2019	\$635,000	+26.6%	\$438,000	+22.0%
Apr-2019	\$530,000	-9.4%	\$489,375	+11.2%
May-2019	\$563,000	+19.2%	\$448,750	-0.5%
Jun-2019	\$525,000	-2.6%	\$424,500	-6.3%
Jul-2019	\$579,000	+20.4%	\$410,000	+3.8%
<b>Aug-2019</b>	<b>\$598,850</b>	<b>+15.3%</b>	<b>\$505,000</b>	<b>+19.0%</b>

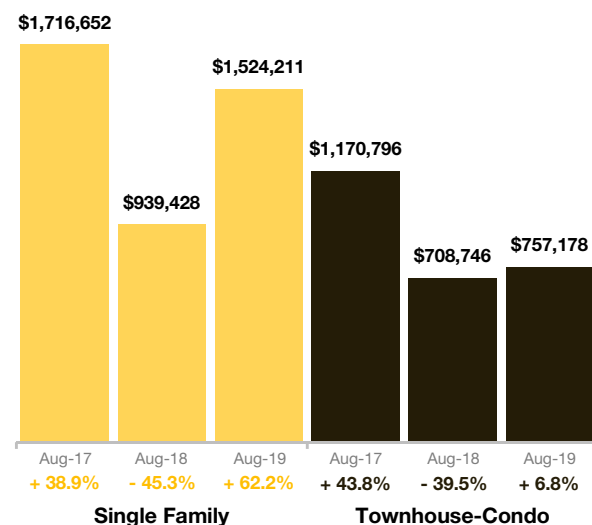
## Historical Median Sales Price by Month



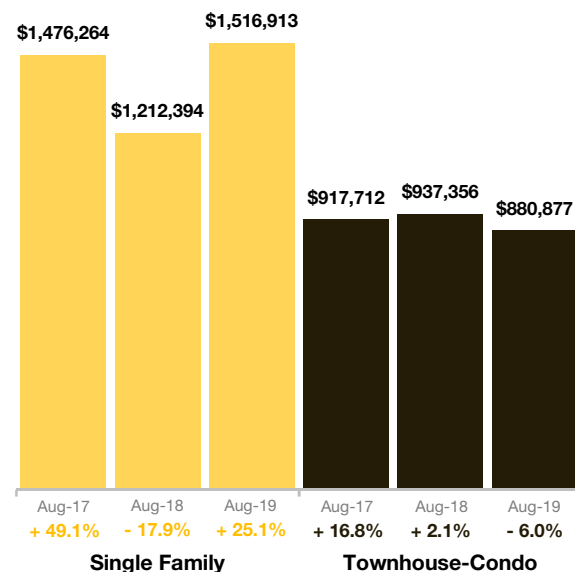
# Average Sales Price



## August

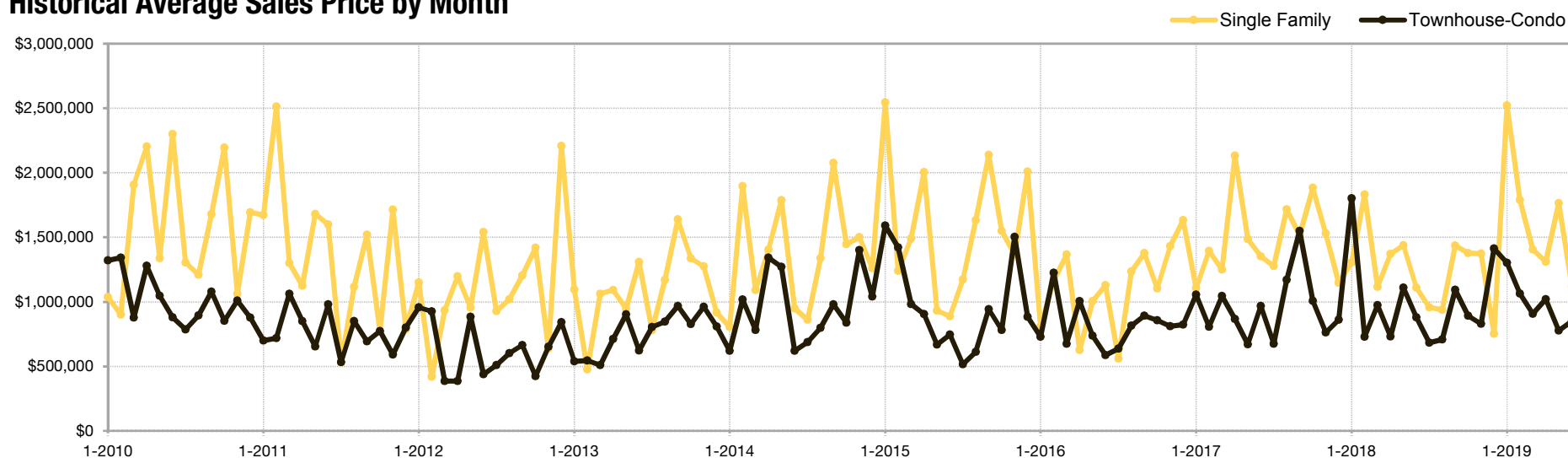


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2018	\$1,435,411	-5.2%	\$1,094,158	-29.3%
Oct-2018	\$1,377,418	-26.9%	\$892,661	-11.4%
Nov-2018	\$1,373,210	-10.3%	\$830,507	+8.8%
Dec-2018	\$751,923	-34.5%	\$1,412,181	+64.0%
Jan-2019	\$2,520,392	+93.2%	\$1,303,030	-27.7%
Feb-2019	\$1,788,440	-2.3%	\$1,064,910	+46.2%
Mar-2019	\$1,403,890	+25.9%	\$907,781	-6.8%
Apr-2019	\$1,309,917	-4.4%	\$1,019,209	+39.3%
May-2019	\$1,763,380	+22.6%	\$777,774	-29.9%
Jun-2019	\$1,118,849	+0.9%	\$849,594	-3.3%
Jul-2019	\$1,262,136	+31.7%	\$641,717	-6.2%
Aug-2019	\$1,524,211	+62.2%	\$757,178	+6.8%

## Historical Average Sales Price by Month

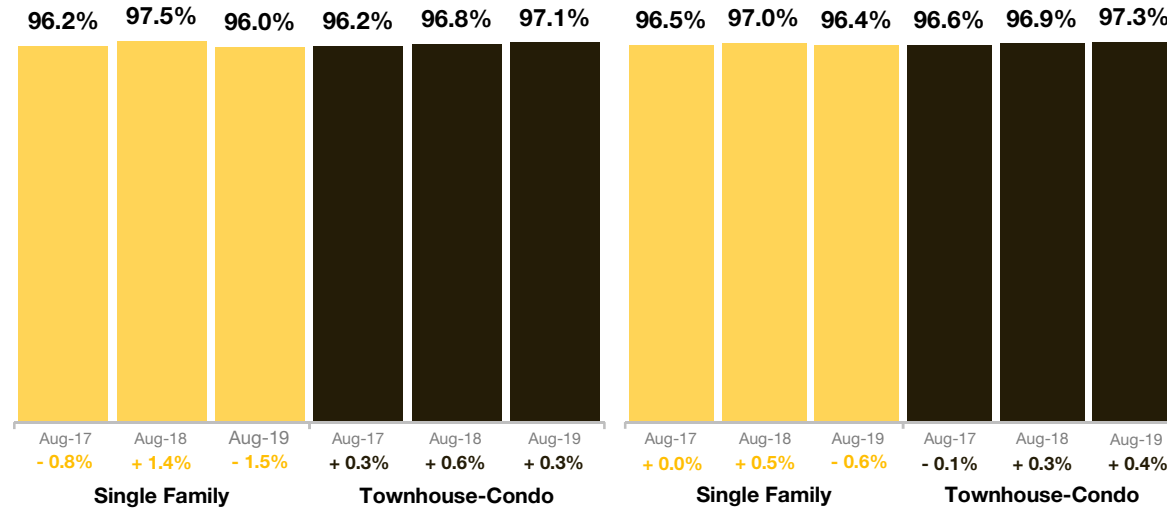


# Percent of List Price Received



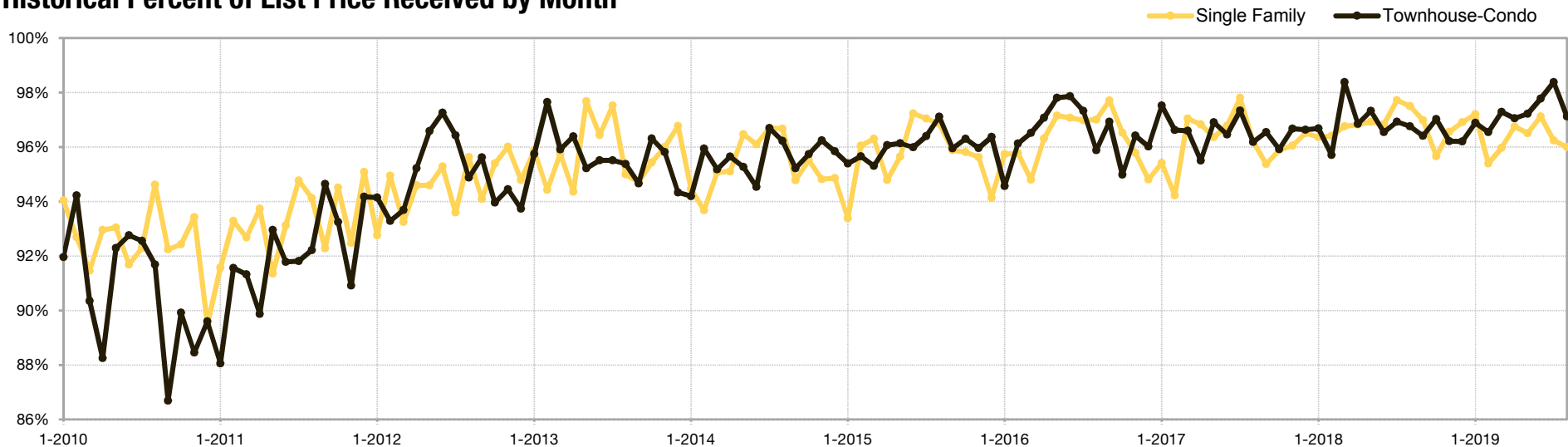
## August

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2018	97.0%	+1.7%	96.4%	-0.1%
Oct-2018	95.7%	-0.2%	97.0%	+1.1%
Nov-2018	96.6%	+0.6%	96.2%	-0.5%
Dec-2018	96.9%	+0.4%	96.2%	-0.4%
Jan-2019	97.2%	+0.8%	96.9%	+0.2%
Feb-2019	95.4%	-1.0%	96.5%	+0.8%
Mar-2019	96.0%	-0.8%	97.3%	-1.1%
Apr-2019	96.7%	-0.1%	97.0%	+0.1%
May-2019	96.5%	-0.4%	97.2%	-0.1%
Jun-2019	97.1%	+0.3%	97.8%	+1.3%
Jul-2019	96.2%	-1.5%	98.4%	+1.5%
Aug-2019	96.0%	-1.5%	97.1%	+0.3%

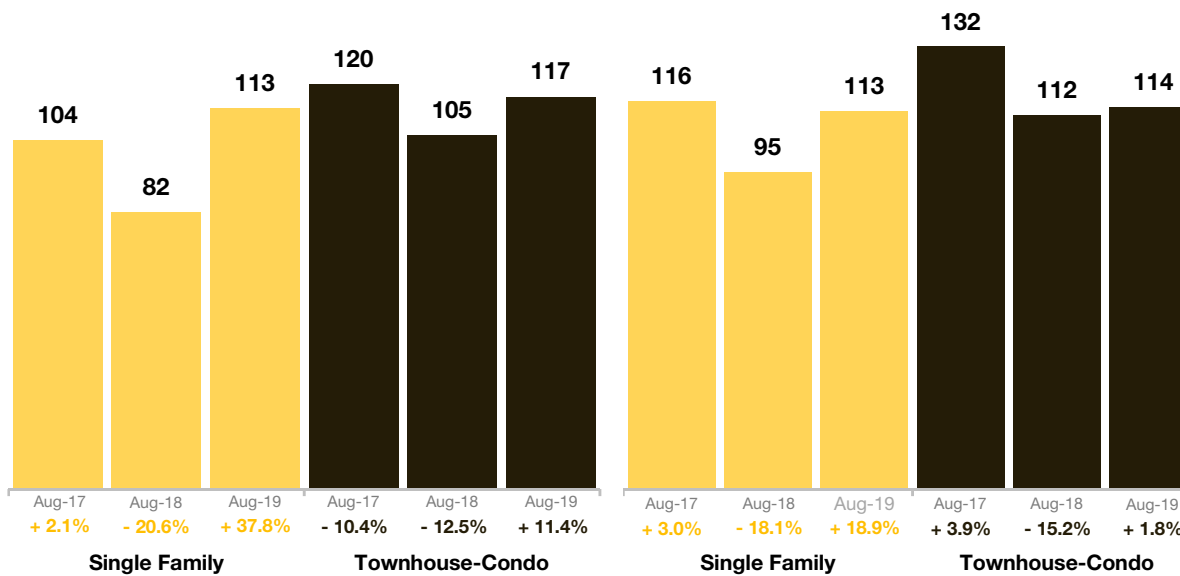
## Historical Percent of List Price Received by Month



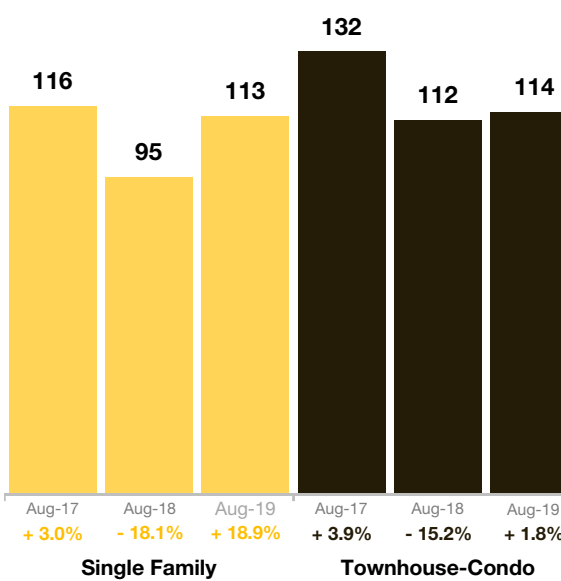
# Days on Market Until Sale



## August

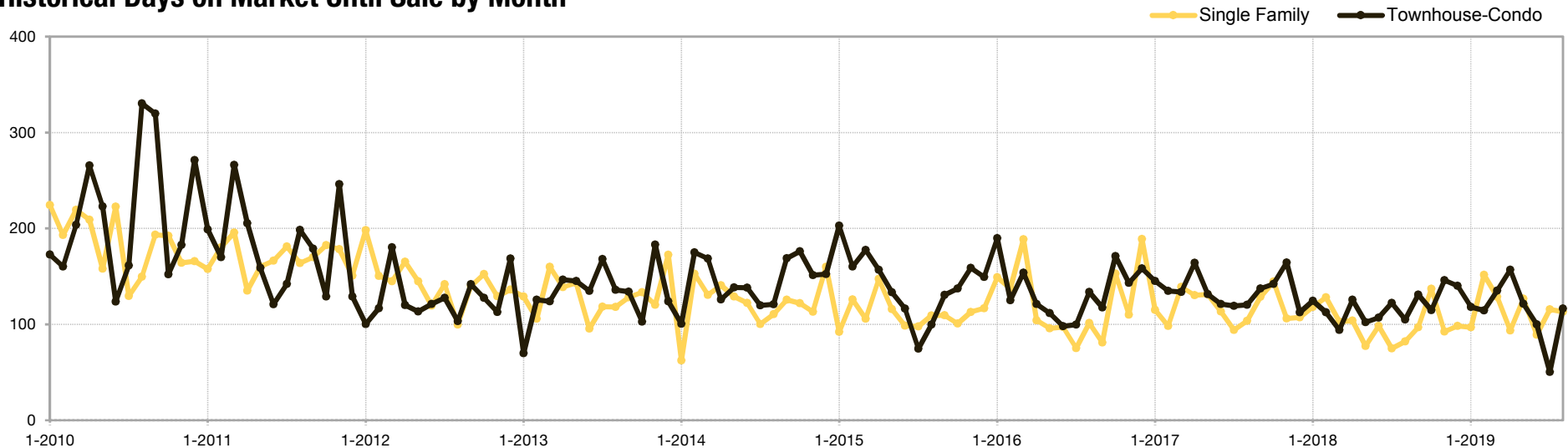


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2018	97	-24.8%	131	-5.1%
Oct-2018	137	-5.5%	115	-19.0%
Nov-2018	93	-12.3%	146	-11.0%
Dec-2018	98	-8.4%	140	+25.0%
Jan-2019	97	-17.8%	118	-5.6%
Feb-2019	152	+18.8%	115	+2.7%
Mar-2019	129	+25.2%	135	+43.6%
Apr-2019	94	-9.6%	157	+24.6%
May-2019	127	+64.9%	121	+18.6%
Jun-2019	89	-9.2%	100	-6.5%
Jul-2019	116	+54.7%	51	-58.2%
<b>Aug-2019</b>	<b>113</b>	<b>+37.8%</b>	<b>117</b>	<b>+11.4%</b>

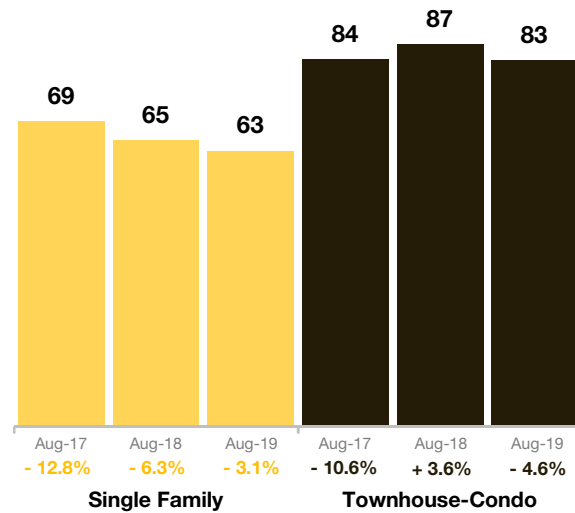
## Historical Days on Market Until Sale by Month



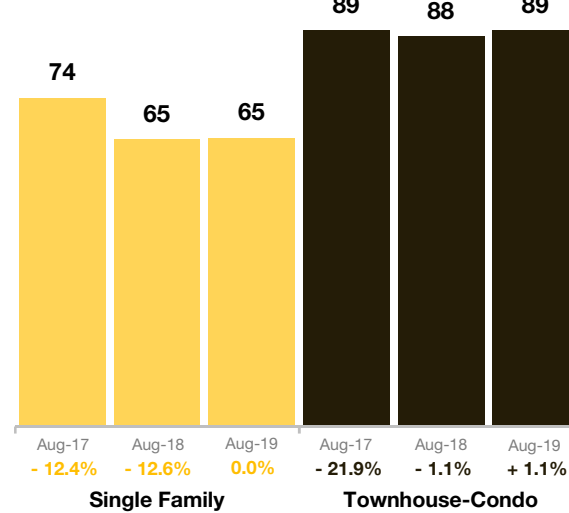
# Housing Affordability Index



## August

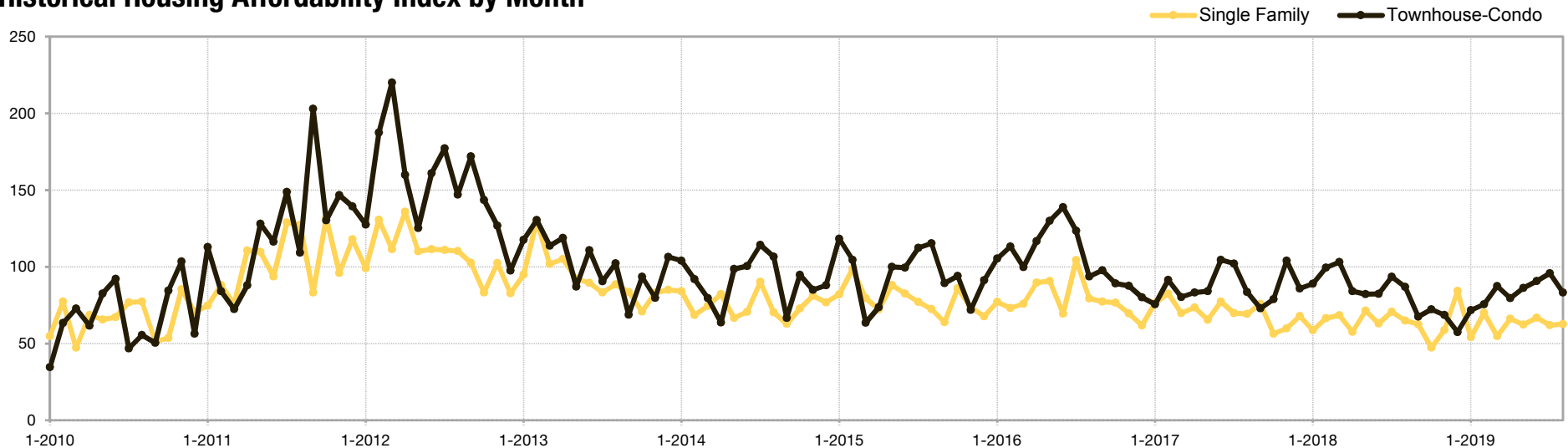


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2018	62	-18.4%	68	-6.8%
Oct-2018	47	-16.1%	72	-8.9%
Nov-2018	59	-1.7%	69	-33.7%
Dec-2018	84	+23.5%	57	-33.7%
Jan-2019	54	-8.5%	72	-19.1%
Feb-2019	70	+4.5%	76	-24.0%
Mar-2019	55	-19.1%	87	-15.5%
Apr-2019	66	+13.8%	80	-4.8%
May-2019	62	-12.7%	86	+4.9%
Jun-2019	67	+6.3%	91	+11.0%
Jul-2019	62	-12.7%	96	+2.1%
Aug-2019	63	-3.1%	83	-4.6%

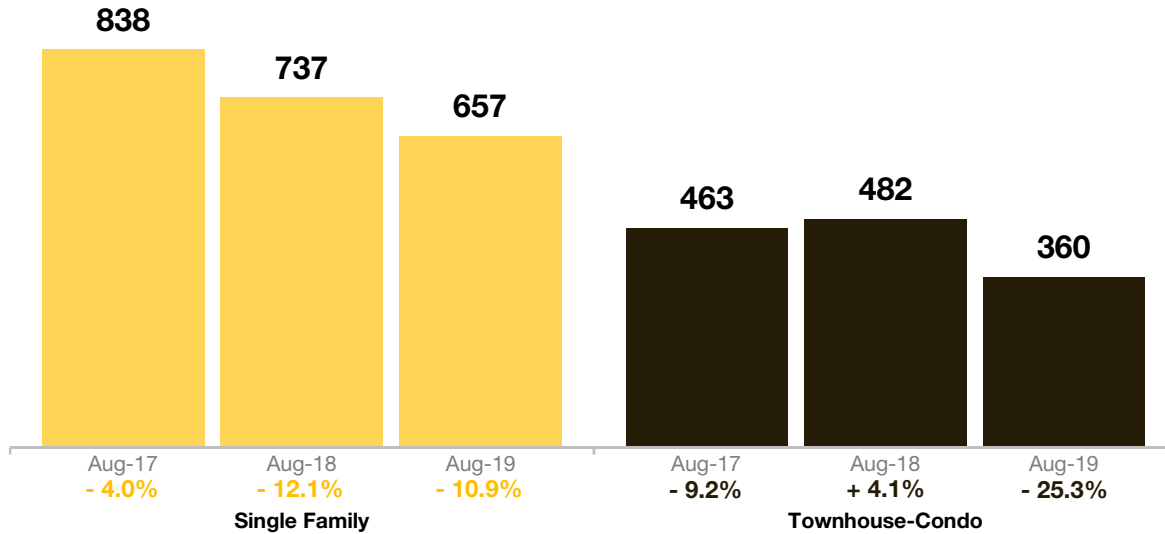
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

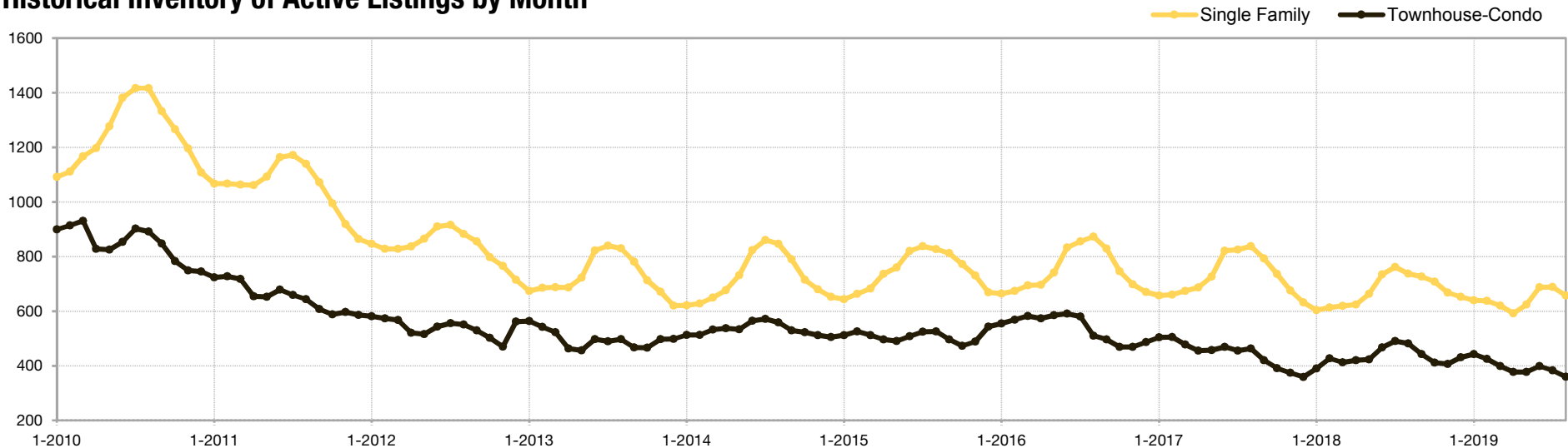


## August



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2018	727	-8.3%	443	+5.5%
Oct-2018	708	-3.8%	412	+5.4%
Nov-2018	668	-1.2%	407	+8.8%
Dec-2018	653	+3.3%	431	+20.1%
Jan-2019	640	+6.0%	443	+13.6%
Feb-2019	638	+3.9%	425	-0.5%
Mar-2019	620	+0.2%	399	-3.4%
Apr-2019	592	-5.1%	377	-10.2%
May-2019	624	-5.9%	377	-10.9%
Jun-2019	688	-6.4%	399	-14.6%
Jul-2019	689	-9.6%	383	-22.0%
<b>Aug-2019</b>	<b>657</b>	<b>-10.9%</b>	<b>360</b>	<b>-25.3%</b>

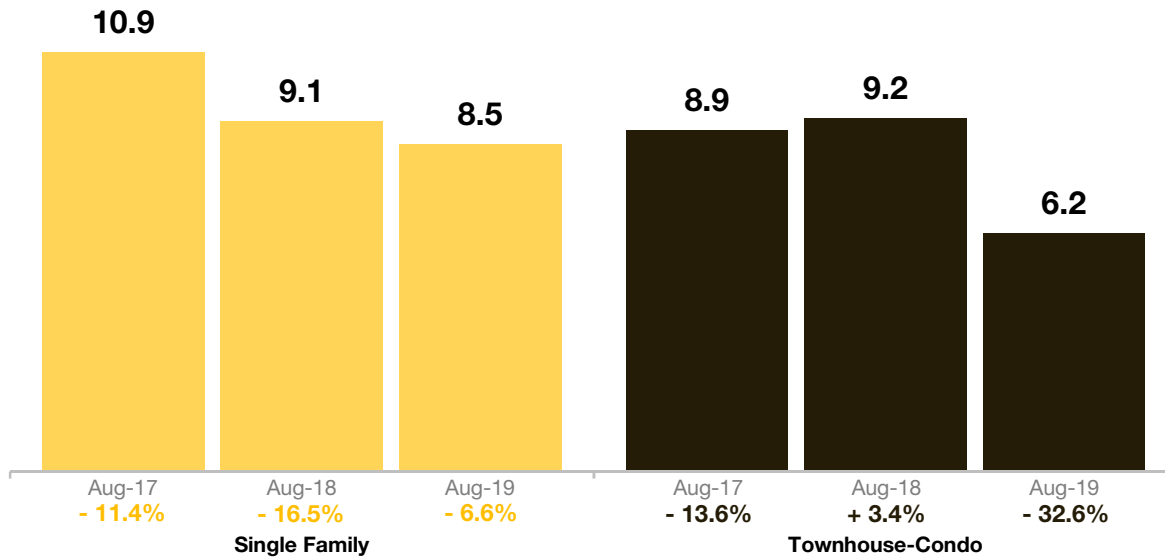
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

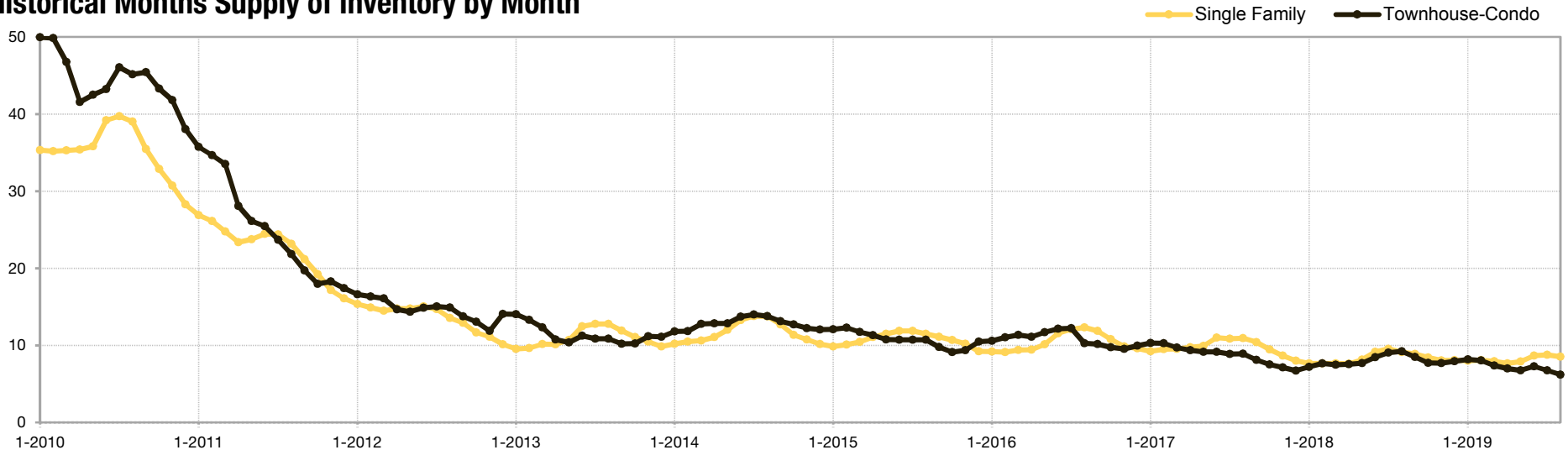


## August



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2018	8.9	-14.4%	8.5	+4.9%
Oct-2018	8.4	-11.6%	7.7	+2.7%
Nov-2018	8.0	-8.0%	7.7	+8.5%
Dec-2018	8.1	+1.3%	7.9	+17.9%
Jan-2019	8.0	+3.9%	8.2	+13.9%
Feb-2019	8.1	+5.2%	8.0	+5.3%
Mar-2019	7.9	+2.6%	7.4	-1.3%
Apr-2019	7.7	+1.3%	7.0	-6.7%
May-2019	7.9	-2.5%	6.8	-11.7%
Jun-2019	8.7	-5.4%	7.3	-14.1%
Jul-2019	8.8	-7.4%	6.7	-26.4%
<b>Aug-2019</b>	<b>8.5</b>	<b>-6.6%</b>	<b>6.2</b>	<b>-32.6%</b>

## 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.



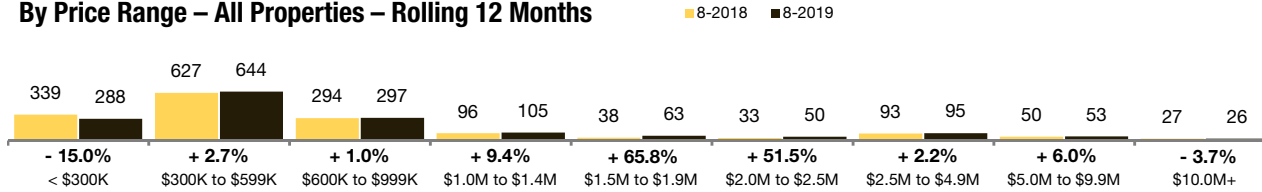
Key Metrics	Historical Sparkbars	8-2018	8-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		222	204	- 8.1%	1,778	1,669	- 6.1%
Pending Sales		195	181	- 7.2%	1,147	1,190	+ 3.7%
Sold Listings		165	162	- 1.8%	1,046	1,045	- 0.1%
Median Sales Price		\$497,250	\$560,000	+ 12.6%	\$485,000	\$520,000	+ 7.2%
Avg. Sales Price		\$860,659	\$1,192,777	+ 38.6%	\$1,106,489	\$1,244,848	+ 12.5%
Pct. of List Price Received		97.2%	96.5%	- 0.7%	96.9%	96.8%	- 0.1%
Days on Market		90	114	+ 26.7%	101	113	+ 11.9%
Affordability Index		68	67	- 1.5%	70	72	+ 2.9%
Active Listings		1,219	1,017	- 16.6%	--	--	--
Months Supply		9.2	7.5	- 18.5%	--	--	--

# Sold Listings

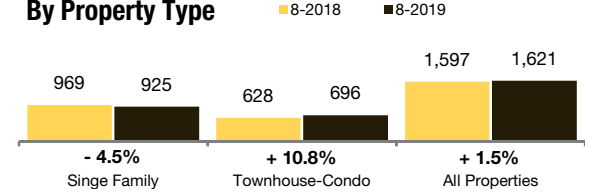
Actual sales that have closed in a given month.



## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	8-2018	8-2019	Change	8-2018	8-2019	Change
\$299,999 and Below	167	118	- 29.3%	172	170	- 1.2%
\$300,000 to \$599,999	395	382	- 3.3%	232	262	+ 12.9%
\$600,000 to \$999,999	201	195	- 3.0%	93	102	+ 9.7%
\$1,000,000 to \$1,499,999	53	58	+ 9.4%	43	47	+ 9.3%
\$1,500,000 to \$1,999,999	20	32	+ 60.0%	18	31	+ 72.2%
\$2,000,000 to \$2,499,999	16	22	+ 37.5%	17	28	+ 64.7%
\$2,500,000 to \$4,999,999	60	55	- 8.3%	33	40	+ 21.2%
\$5,000,000 to \$9,999,999	35	39	+ 11.4%	15	14	- 6.7%
\$10,000,000 and Above	22	24	+ 9.1%	5	2	- 60.0%
<b>All Price Ranges</b>	<b>969</b>	<b>925</b>	<b>- 4.5%</b>	<b>628</b>	<b>696</b>	<b>+ 10.8%</b>

### Compared to Prior Month

	Single Family			Condo		
	7-2019	8-2019	Change	7-2019	8-2019	Change
	9	11	+ 22.2%	14	16	+ 14.3%
	33	36	+ 9.1%	32	29	- 9.4%
	14	18	+ 28.6%	6	12	+ 100.0%
	8	6	- 25.0%	5	5	0.0%
	3	5	+ 66.7%	2	2	0.0%
	4	4	0.0%	0	4	--
	3	4	+ 33.3%	1	1	0.0%
	2	6	+ 200.0%	1	1	0.0%
	2	2	0.0%	0	0	--
<b>All Price Ranges</b>	<b>78</b>	<b>92</b>	<b>+ 17.9%</b>	<b>61</b>	<b>70</b>	<b>+ 14.8%</b>

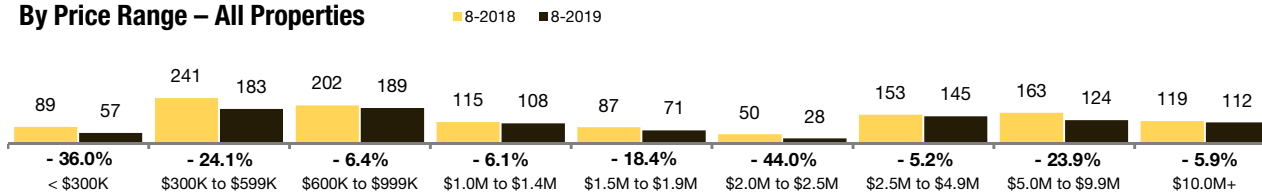
### Year to Date

	Single Family			Condo		
	8-2018	8-2019	Change	8-2018	8-2019	Change
	113	71	- 37.2%	120	101	- 15.8%
	271	250	- 7.7%	148	188	+ 27.0%
	131	127	- 3.1%	56	62	+ 10.7%
	38	40	+ 5.3%	30	28	- 6.7%
	11	17	+ 54.5%	9	17	+ 88.9%
	9	15	+ 66.7%	10	20	+ 100.0%
	38	35	- 7.9%	16	23	+ 43.8%
	21	25	+ 19.0%	10	8	- 20.0%
	12	18	+ 50.0%	3	0	- 100.0%
<b>All Price Ranges</b>	<b>644</b>	<b>598</b>	<b>- 7.1%</b>	<b>402</b>	<b>447</b>	<b>+ 11.2%</b>

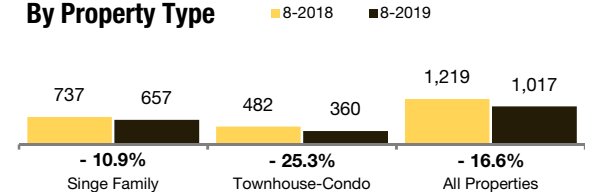
# Inventory of Active Listings

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

## By Price Range – All Properties



## By Property Type



### Compared to Prior Year

By Price Range	Single Family			Condo		
	8-2018	8-2019	Change	8-2018	8-2019	Change
\$299,999 and Below	29	14	- 51.7%	60	43	- 28.3%
\$300,000 to \$599,999	114	104	- 8.8%	127	79	- 37.8%
\$600,000 to \$999,999	113	123	+ 8.8%	89	66	- 25.8%
\$1,000,000 to \$1,499,999	64	63	- 1.6%	51	45	- 11.8%
\$1,500,000 to \$1,999,999	54	56	+ 3.7%	33	15	- 54.5%
\$2,000,000 to \$2,499,999	31	12	- 61.3%	19	16	- 15.8%
\$2,500,000 to \$4,999,999	91	91	0.0%	62	54	- 12.9%
\$5,000,000 to \$9,999,999	135	97	- 28.1%	28	27	- 3.6%
\$10,000,000 and Above	106	97	- 8.5%	13	15	+ 15.4%
<b>All Price Ranges</b>	<b>737</b>	<b>657</b>	<b>- 10.9%</b>	<b>482</b>	<b>360</b>	<b>- 25.3%</b>

### Compared to Prior Month

	Single Family			Condo		
	7-2019	8-2019	Change	7-2019	8-2019	Change
	15	14	- 6.7%	46	43	- 6.5%
	121	104	- 14.0%	92	79	- 14.1%
	125	123	- 1.6%	75	66	- 12.0%
	68	63	- 7.4%	37	45	+ 21.6%
	58	56	- 3.4%	22	15	- 31.8%
	12	12	0.0%	20	16	- 20.0%
	92	91	- 1.1%	55	54	- 1.8%
	99	97	- 2.0%	21	27	+ 28.6%
	99	97	- 2.0%	15	15	0.0%
<b>All Price Ranges</b>	<b>689</b>	<b>657</b>	<b>- 4.6%</b>	<b>383</b>	<b>360</b>	<b>- 6.0%</b>

### Year to Date

Single Family	Condo
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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®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	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.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	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.
<b>Inventory of Active Listings</b>	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.
<b>Months Supply of Inventory</b>	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.