

Monthly Indicators

Residential Real Estate Activity for Summit and Park Counties



April 2020

Percent changes calculated using year-over-year comparisons.

New Listings were down 21.2 percent for single family homes and 43.2 percent for townhouse-condo properties. Pending Sales landed at 49 for single family homes and 91 for townhouse-condo properties.

The Median Sales Price was down 40.9 percent to \$552,450 for single family homes but increased 6.5 percent to \$555,000 for townhouse-condo properties. Days on Market decreased 9.9 percent for single family homes but increased 25.0 percent for townhouse-condo properties.

While the effect of COVID-19 continues to vary widely across the country, it is expected that social distancing, higher unemployment, and lower overall economic activity is likely to continue to constrain real estate activity in the near term. At the same time, the industry is adapting to the current environment by conducting business using technologies such as virtual showings and e-signing to help buyers and sellers with their housing needs in the face of these challenges.

Activity Snapshot

- 38.8% **- 4.3%** **- 21.4%**

One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties
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Residential real estate activity in Summit and Park counties composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Single Family Market Overview

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



Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		85	67	- 21.2%	274	233	- 15.0%
Pending Sales		42	49	+ 16.7%	172	205	+ 19.2%
Sold Listings		41	28	- 31.7%	170	158	- 7.1%
Median Sales Price		\$935,000	\$552,450	- 40.9%	\$827,000	\$630,000	- 23.8%
Average Sales Price		\$1,163,207	\$626,710	- 46.1%	\$1,082,012	\$897,979	- 17.0%
Pct. of List Price Received		97.5%	96.0%	- 1.5%	96.8%	96.6%	- 0.2%
Days on Market Until Sale		81	73	- 9.9%	99	97	- 2.0%
Housing Affordability Index		38	70	+ 84.2%	42	61	+ 45.2%
Inventory of Active Listings		364	278	- 23.6%	--	--	--
Months Supply of Inventory		5.2	4.1	- 21.2%	--	--	--

Townhouse-Condo Market Overview

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

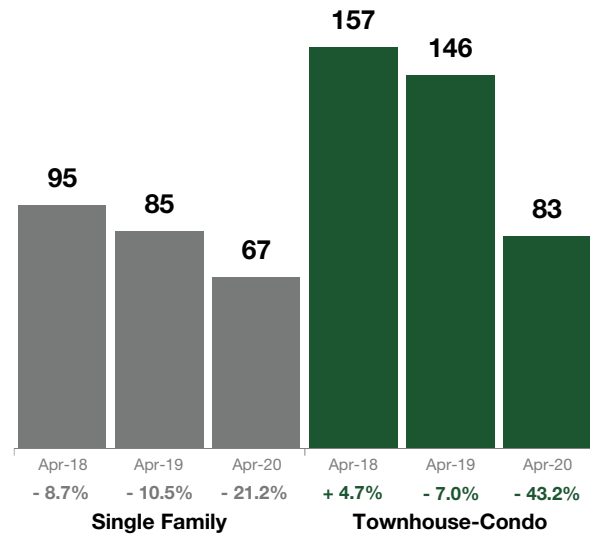


Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		146	83	- 43.2%	619	460	- 25.7%
Pending Sales		111	91	- 18.0%	339	358	+ 5.6%
Sold Listings		106	62	- 41.5%	309	269	- 12.9%
Median Sales Price		\$521,000	\$555,000	+ 6.5%	\$494,000	\$554,500	+ 12.2%
Average Sales Price		\$592,282	\$581,309	- 1.9%	\$564,446	\$604,453	+ 7.1%
Pct. of List Price Received		97.3%	97.5%	+ 0.2%	98.0%	97.3%	- 0.7%
Days on Market Until Sale		64	80	+ 25.0%	70	83	+ 18.6%
Housing Affordability Index		75	78	+ 4.0%	79	78	- 1.3%
Inventory of Active Listings		705	562	- 20.3%	--	--	--
Months Supply of Inventory		6.5	5.2	- 20.0%	--	--	--

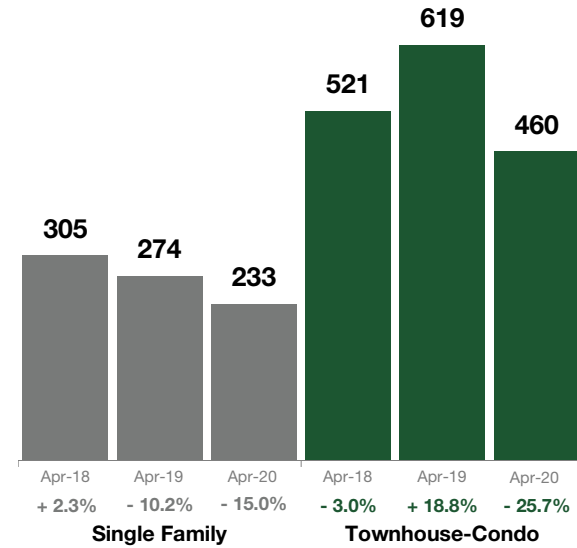
New Listings



April

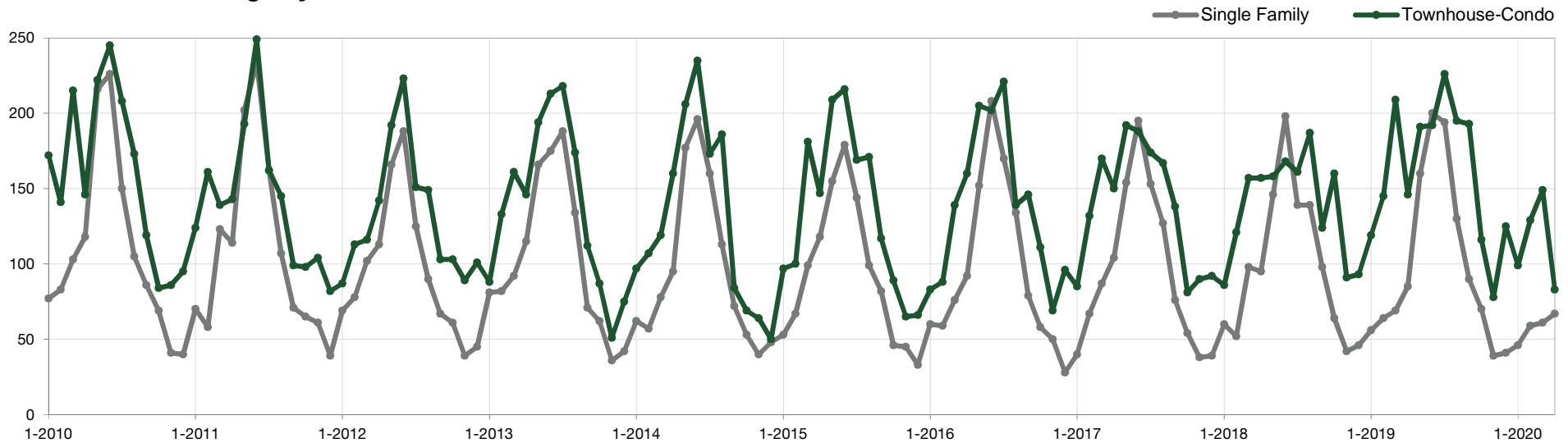


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	160	+9.6%	191	+20.9%
Jun-2019	200	+1.0%	192	+14.3%
Jul-2019	194	+39.6%	226	+40.4%
Aug-2019	130	-6.5%	195	+4.3%
Sep-2019	90	-8.2%	193	+55.6%
Oct-2019	70	+9.4%	116	-27.5%
Nov-2019	39	-7.1%	78	-14.3%
Dec-2019	41	-10.9%	125	+34.4%
Jan-2020	46	-17.9%	99	-16.8%
Feb-2020	59	-7.8%	129	-11.0%
Mar-2020	61	-11.6%	149	-28.7%
Apr-2020	67	-21.2%	83	-43.2%

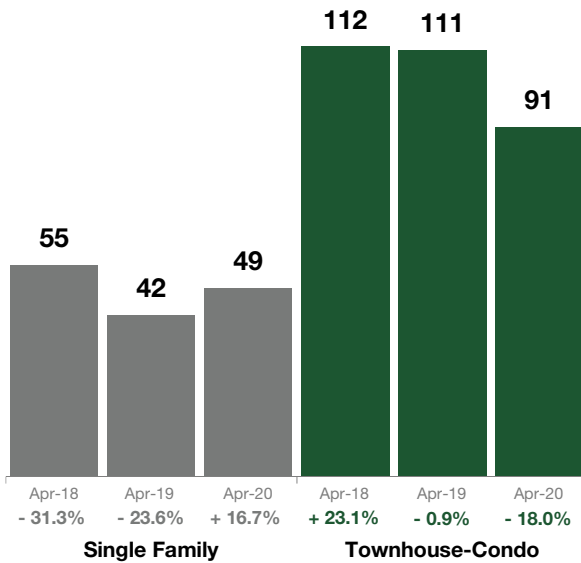
Historical New Listings by Month



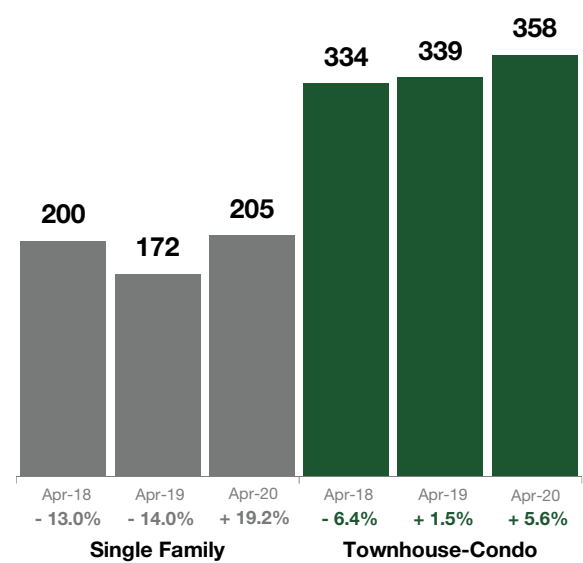
Pending Sales



April

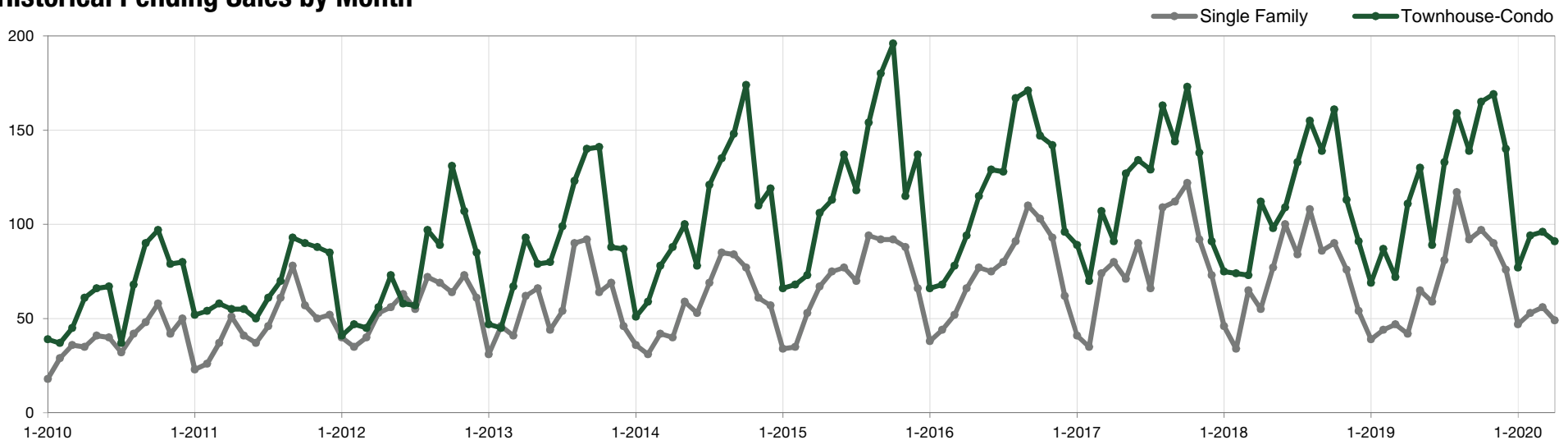


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	65	-15.6%	130	+32.7%
Jun-2019	59	-41.0%	89	-18.3%
Jul-2019	81	-3.6%	133	0.0%
Aug-2019	117	+8.3%	159	+2.6%
Sep-2019	92	+7.0%	139	0.0%
Oct-2019	97	+7.8%	165	+2.5%
Nov-2019	90	+18.4%	169	+49.6%
Dec-2019	76	+40.7%	140	+53.8%
Jan-2020	47	+20.5%	77	+11.6%
Feb-2020	53	+20.5%	94	+8.0%
Mar-2020	56	+19.1%	96	+33.3%
Apr-2020	49	+16.7%	91	-18.0%

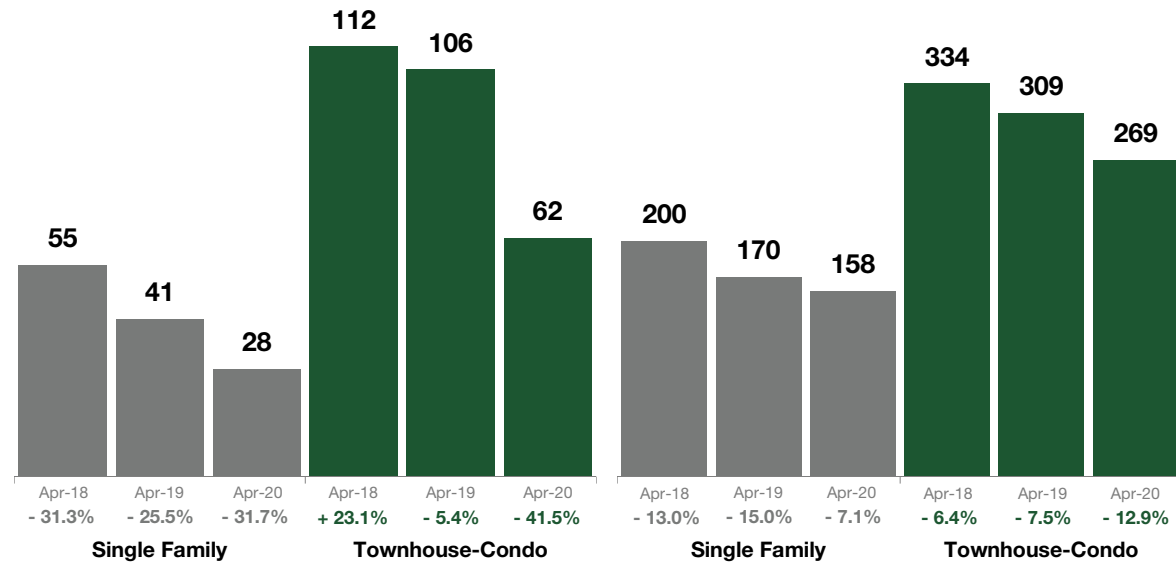
Historical Pending Sales by Month



Sold Listings

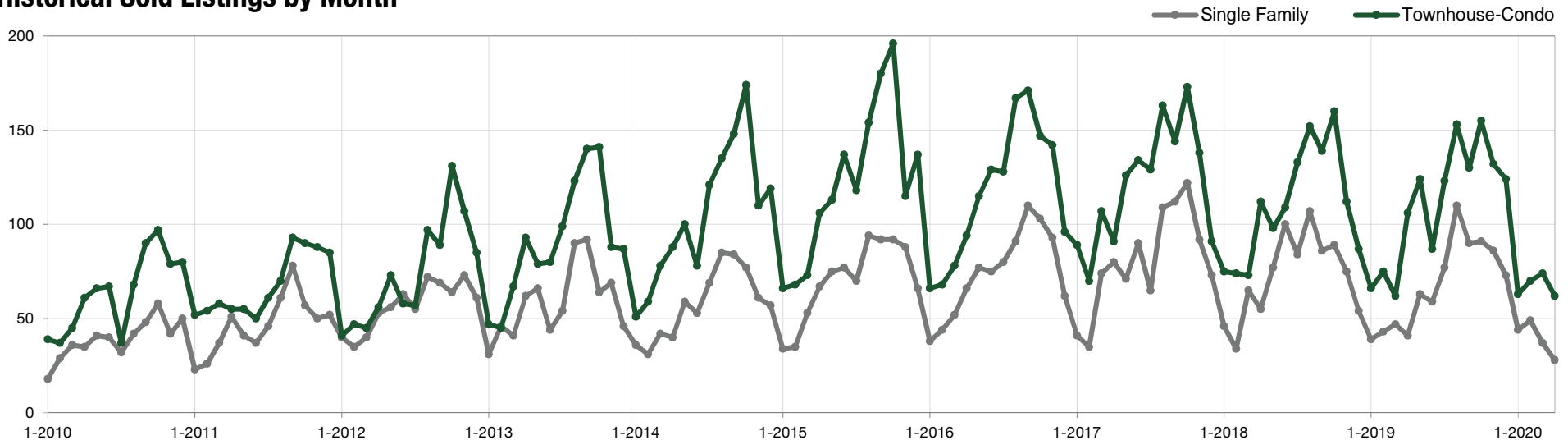


April



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	63	-18.2%	124	+26.5%
Jun-2019	59	-41.0%	87	-20.2%
Jul-2019	77	-8.3%	123	-7.5%
Aug-2019	110	+2.8%	153	+0.7%
Sep-2019	90	+4.7%	130	-6.5%
Oct-2019	91	+2.2%	155	-3.1%
Nov-2019	86	+14.7%	132	+17.9%
Dec-2019	73	+35.2%	124	+42.5%
Jan-2020	44	+12.8%	63	-4.5%
Feb-2020	49	+14.0%	70	-6.7%
Mar-2020	37	-21.3%	74	+19.4%
Apr-2020	28	-31.7%	62	-41.5%

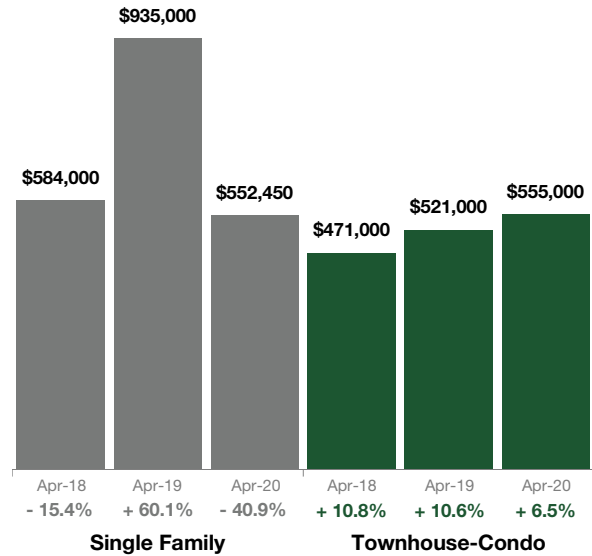
Historical Sold Listings by Month



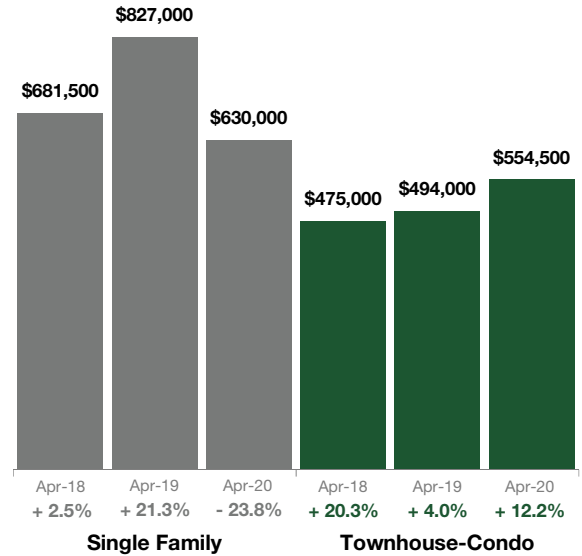
Median Sales Price



April

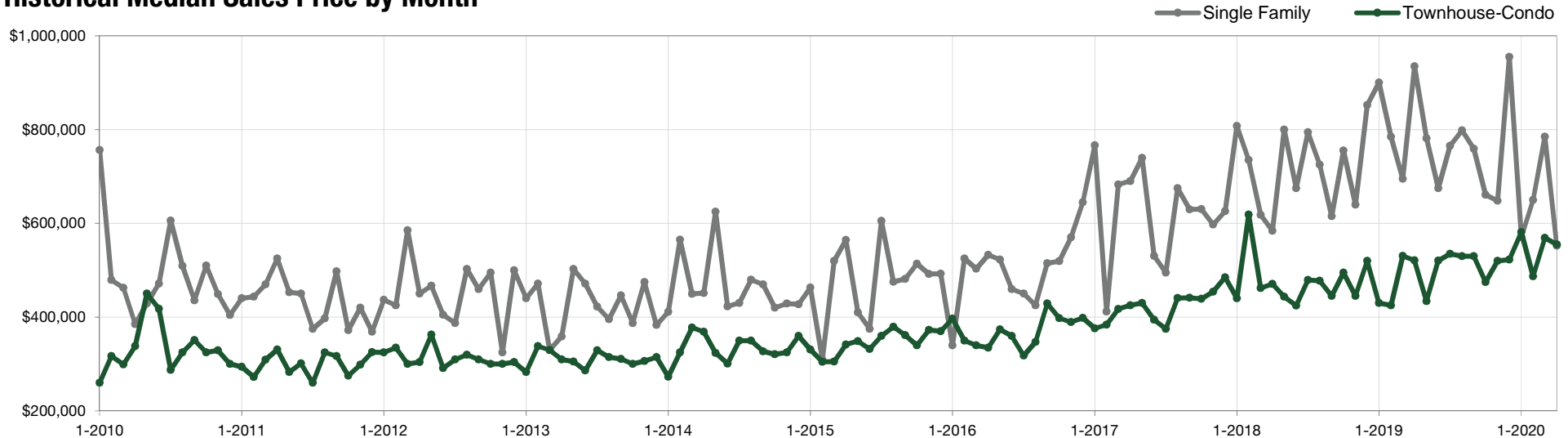


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	\$781,500	-2.3%	\$434,000	-2.1%
Jun-2019	\$675,000	0.0%	\$520,500	+22.6%
Jul-2019	\$765,000	-3.7%	\$535,000	+11.7%
Aug-2019	\$798,000	+10.1%	\$530,000	+11.0%
Sep-2019	\$759,025	+23.3%	\$530,000	+19.1%
Oct-2019	\$661,200	-12.4%	\$475,000	-4.0%
Nov-2019	\$648,125	+1.3%	\$520,000	+16.7%
Dec-2019	\$955,000	+12.1%	\$522,500	+0.5%
Jan-2020	\$570,783	-36.6%	\$581,000	+35.1%
Feb-2020	\$650,000	-17.2%	\$487,000	+14.6%
Mar-2020	\$785,000	+13.0%	\$568,750	+7.2%
Apr-2020	\$552,450	-40.9%	\$555,000	+6.5%

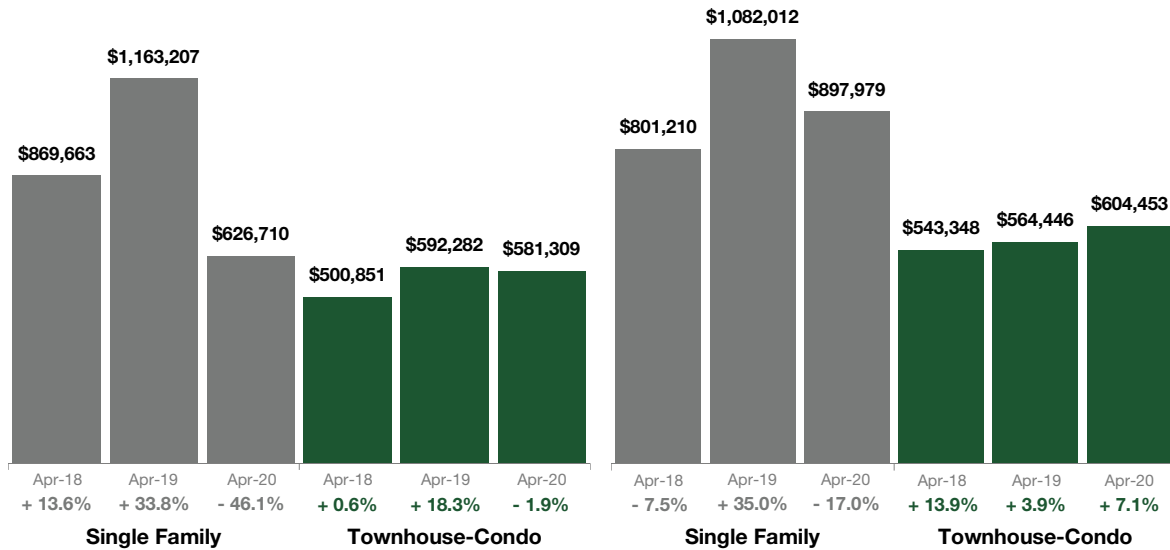
Historical Median Sales Price by Month



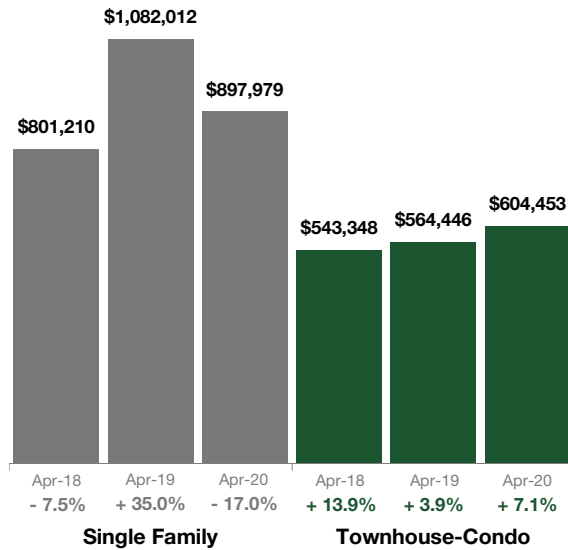
Average Sales Price



April

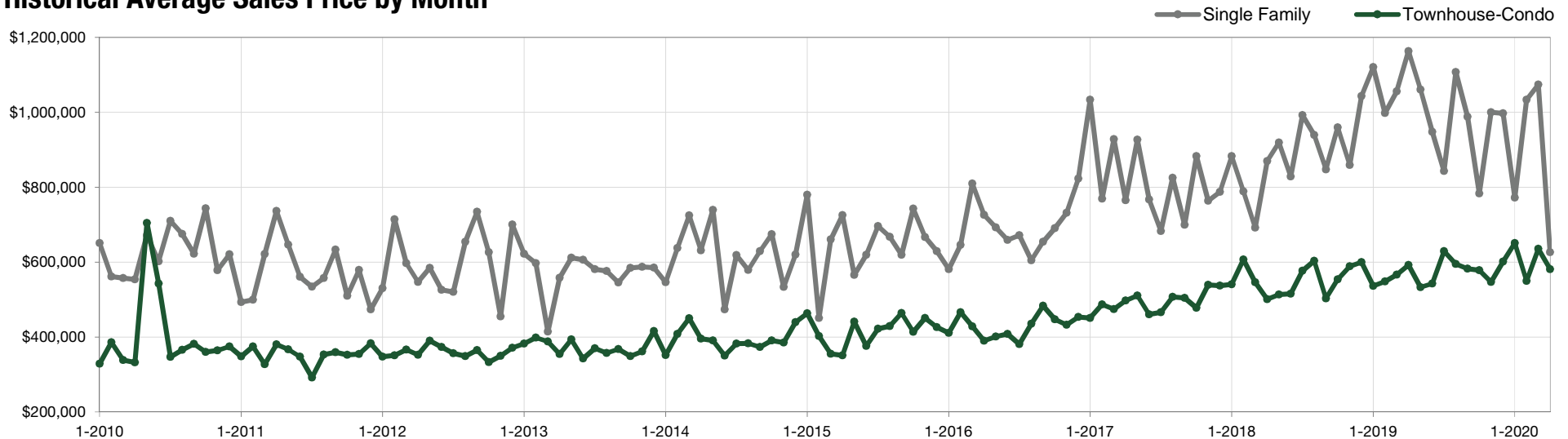


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	\$1,060,880	+15.4%	\$533,035	+3.8%
Jun-2019	\$947,815	+14.4%	\$542,574	+5.2%
Jul-2019	\$843,167	-15.0%	\$629,181	+9.1%
Aug-2019	\$1,107,595	+17.9%	\$594,805	-1.4%
Sep-2019	\$987,955	+16.6%	\$582,277	+15.7%
Oct-2019	\$783,003	-18.4%	\$578,421	+4.4%
Nov-2019	\$999,805	+16.4%	\$546,956	-7.1%
Dec-2019	\$997,528	-4.4%	\$601,574	+0.3%
Jan-2020	\$771,964	-31.1%	\$650,841	+21.3%
Feb-2020	\$1,033,458	+3.5%	\$550,065	+0.3%
Mar-2020	\$1,073,704	+1.7%	\$635,486	+12.2%
Apr-2020	\$626,710	-46.1%	\$581,309	-1.9%

Historical Average Sales Price by Month

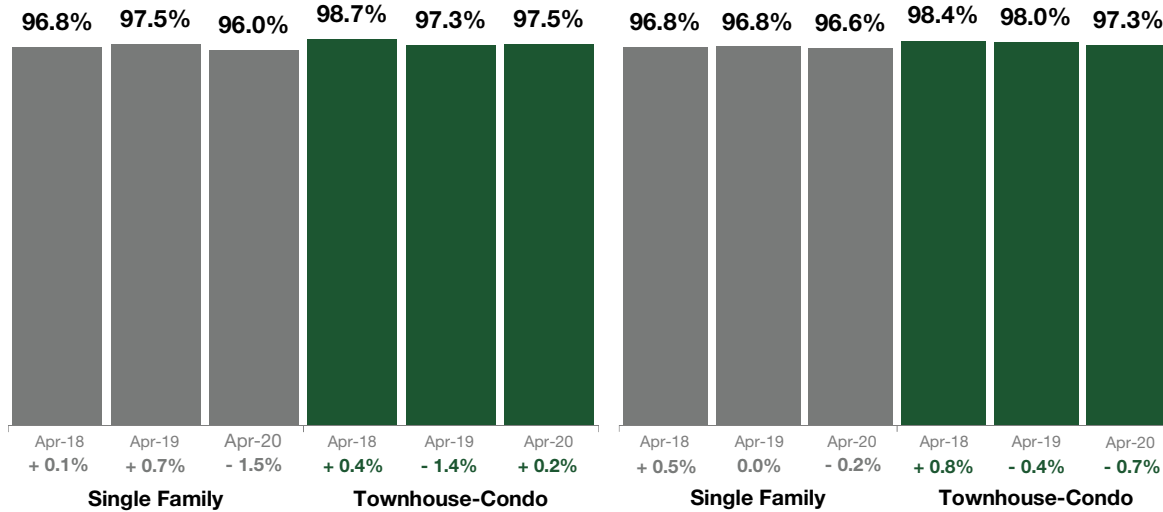


Percent of List Price Received



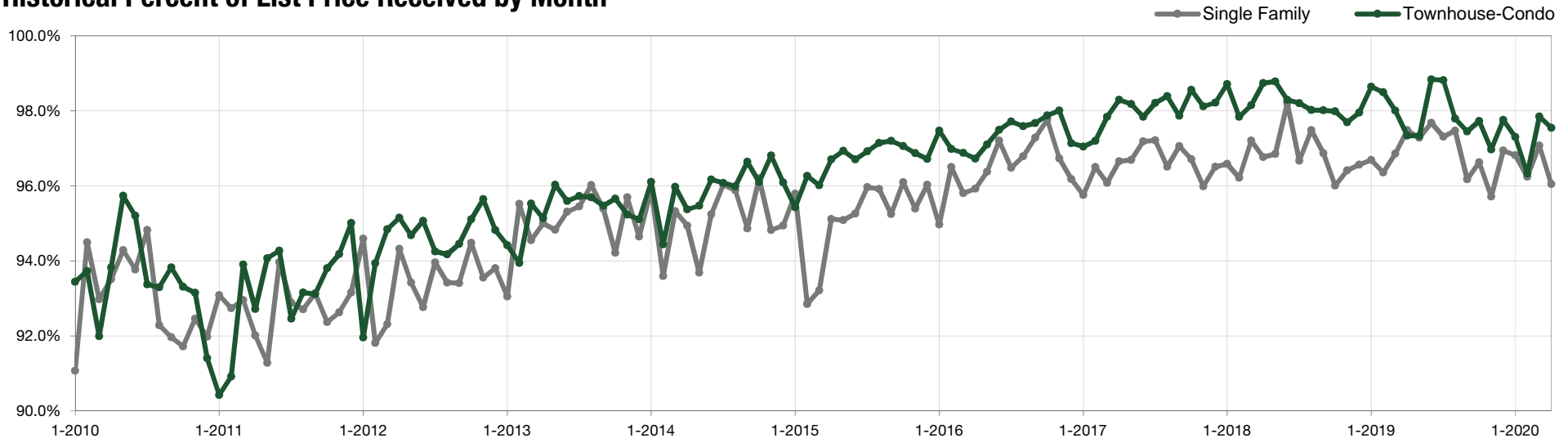
April

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	97.3%	+0.5%	97.3%	-1.5%
Jun-2019	97.7%	-0.5%	98.8%	+0.5%
Jul-2019	97.3%	+0.6%	98.8%	+0.6%
Aug-2019	97.5%	0.0%	97.8%	-0.2%
Sep-2019	96.2%	-0.7%	97.5%	-0.5%
Oct-2019	96.6%	+0.6%	97.7%	-0.3%
Nov-2019	95.7%	-0.7%	97.0%	-0.7%
Dec-2019	96.9%	+0.3%	97.8%	-0.2%
Jan-2020	96.8%	+0.1%	97.3%	-1.3%
Feb-2020	96.2%	-0.2%	96.3%	-2.2%
Mar-2020	97.1%	+0.2%	97.8%	-0.2%
Apr-2020	96.0%	-1.5%	97.5%	+0.2%

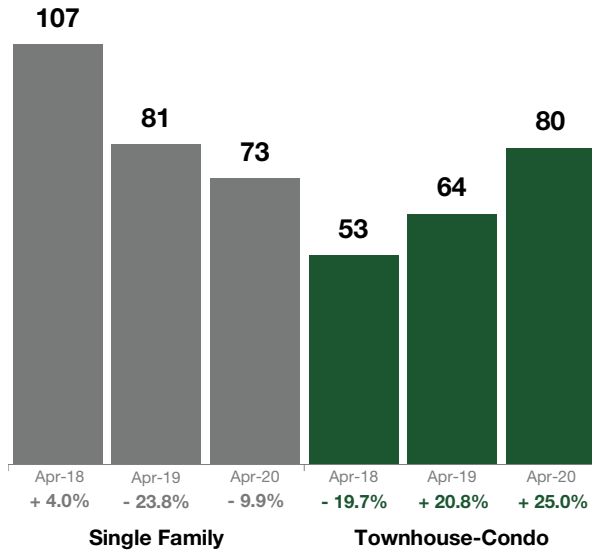
Historical Percent of List Price Received by Month



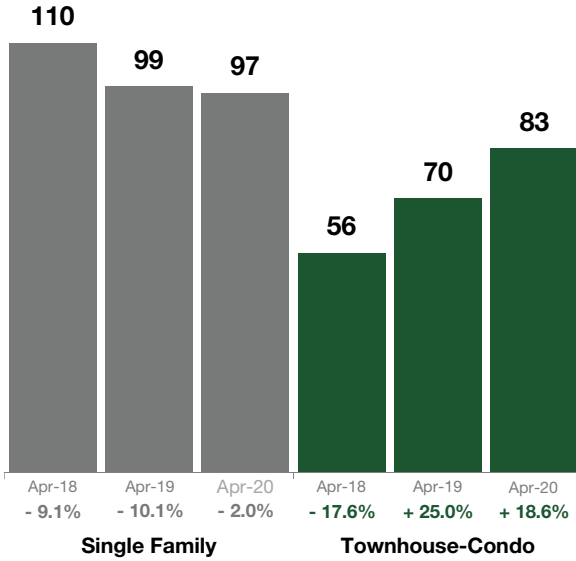
Days on Market Until Sale



April

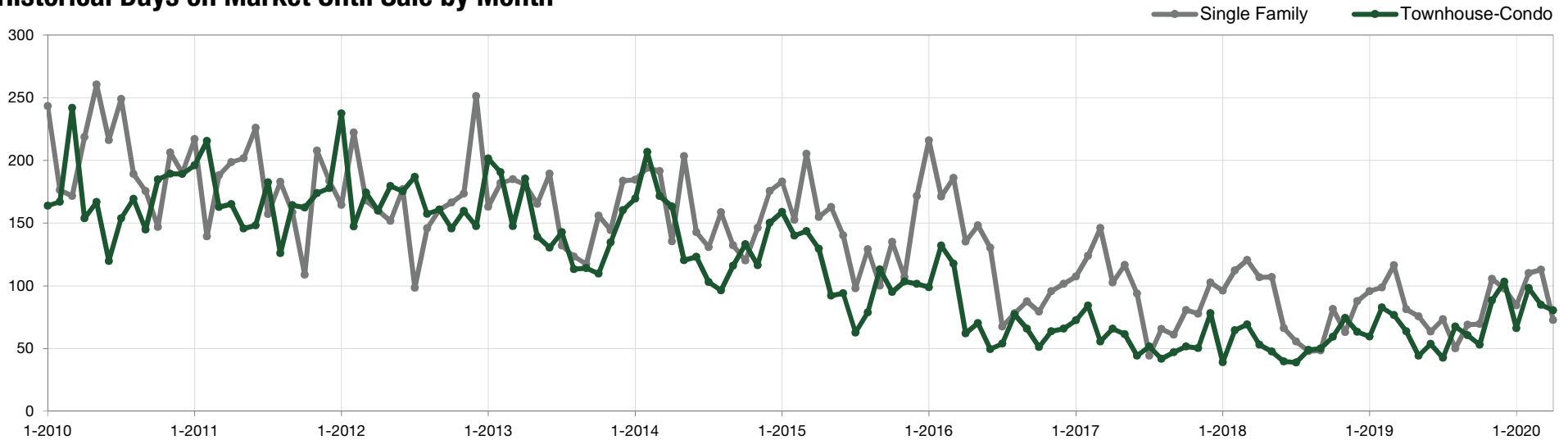


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	76	-29.0%	44	-8.3%
Jun-2019	64	-3.0%	54	+35.0%
Jul-2019	73	+30.4%	43	+10.3%
Aug-2019	50	+4.2%	67	+36.7%
Sep-2019	69	+43.8%	61	+22.0%
Oct-2019	70	-14.6%	53	-10.2%
Nov-2019	106	+68.3%	88	+18.9%
Dec-2019	98	+11.4%	103	+63.5%
Jan-2020	84	-12.5%	66	+11.9%
Feb-2020	110	+11.1%	98	+18.1%
Mar-2020	113	-2.6%	85	+10.4%
Apr-2020	73	-9.9%	80	+25.0%

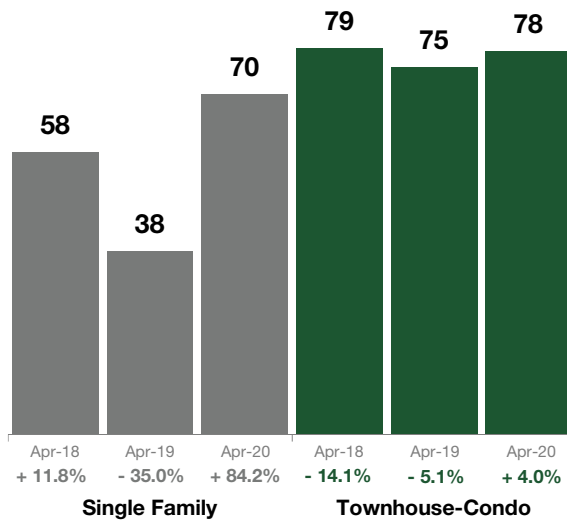
Historical Days on Market Until Sale by Month



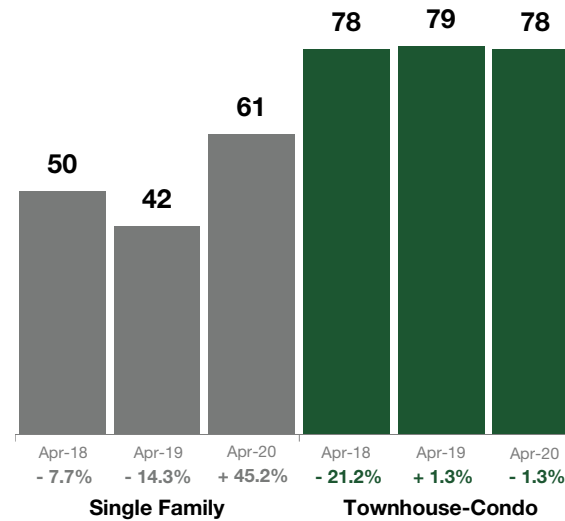
Housing Affordability Index



April

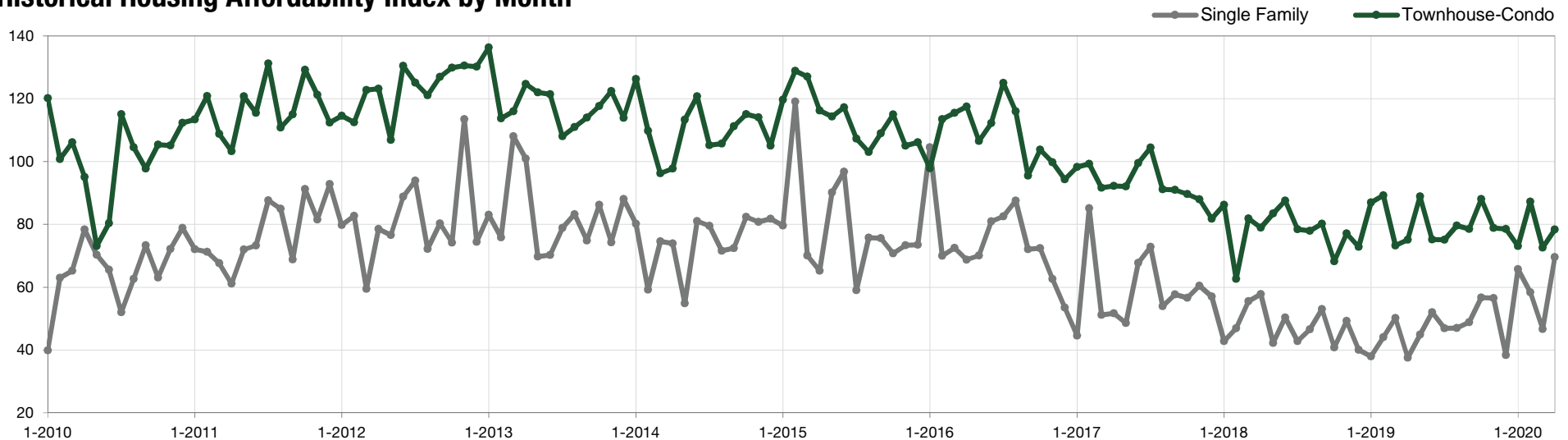


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	45	+7.1%	89	+7.2%
Jun-2019	52	+4.0%	75	-14.8%
Jul-2019	47	+9.3%	75	-3.8%
Aug-2019	47	0.0%	80	+2.6%
Sep-2019	49	-7.5%	79	-1.3%
Oct-2019	57	+39.0%	88	+29.4%
Nov-2019	57	+16.3%	79	+2.6%
Dec-2019	38	-5.0%	79	+8.2%
Jan-2020	66	+73.7%	73	-16.1%
Feb-2020	58	+31.8%	87	-2.2%
Mar-2020	47	-6.0%	73	0.0%
Apr-2020	70	+84.2%	78	+4.0%

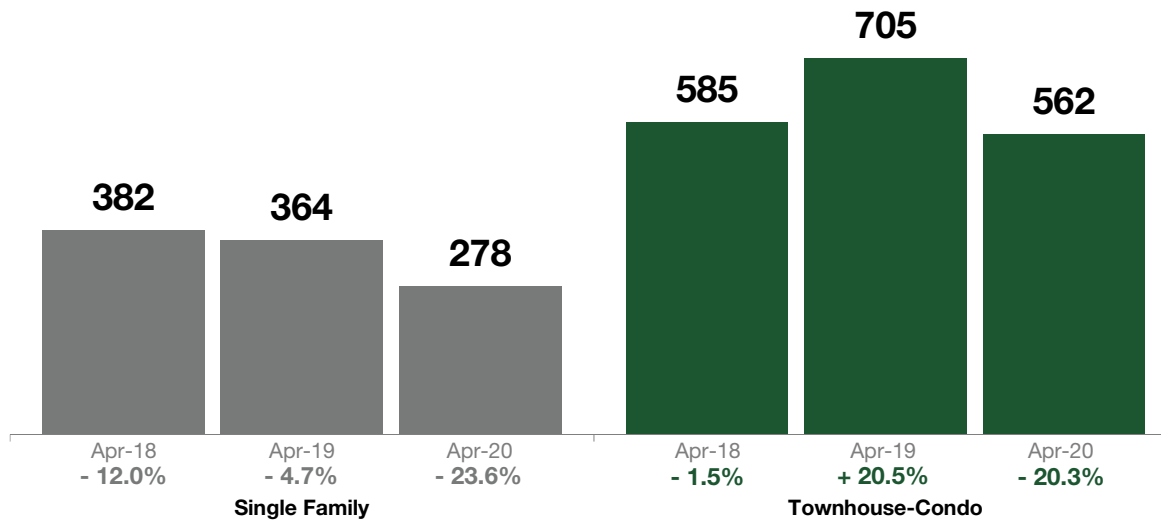
Historical Housing Affordability Index by Month



Inventory of Active Listings

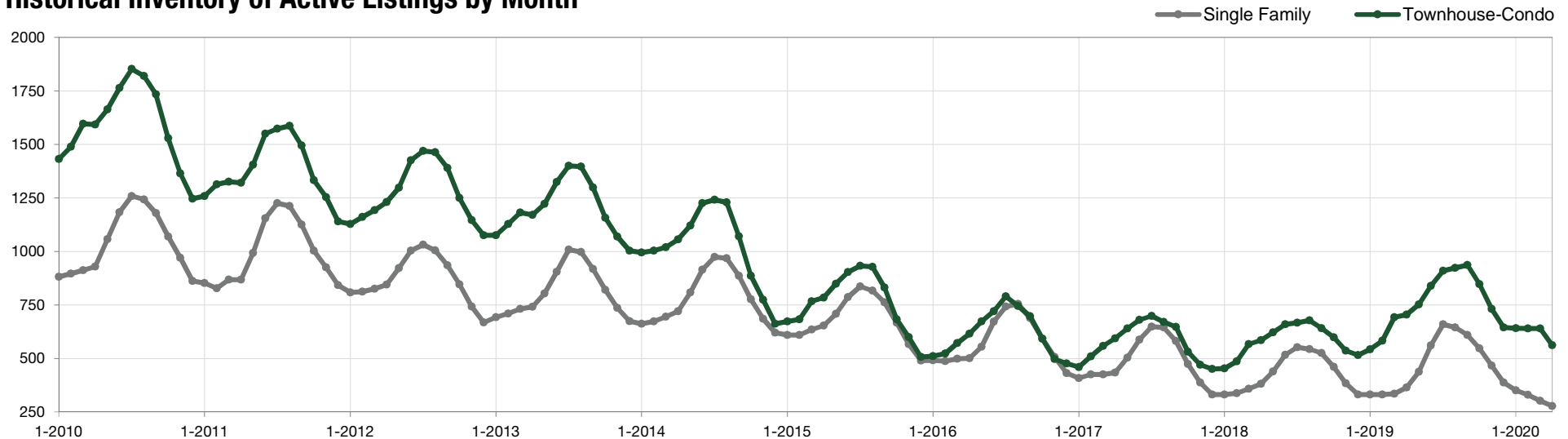


April



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	438	-0.2%	752	+20.9%
Jun-2019	561	+8.5%	839	+27.3%
Jul-2019	659	+19.4%	910	+36.4%
Aug-2019	645	+18.6%	923	+36.1%
Sep-2019	609	+15.8%	936	+46.0%
Oct-2019	547	+18.7%	847	+41.6%
Nov-2019	467	+21.6%	732	+36.3%
Dec-2019	388	+16.9%	645	+25.0%
Jan-2020	351	+6.0%	641	+18.3%
Feb-2020	330	-0.6%	640	+9.8%
Mar-2020	302	-9.9%	640	-7.5%
Apr-2020	278	-23.6%	562	-20.3%

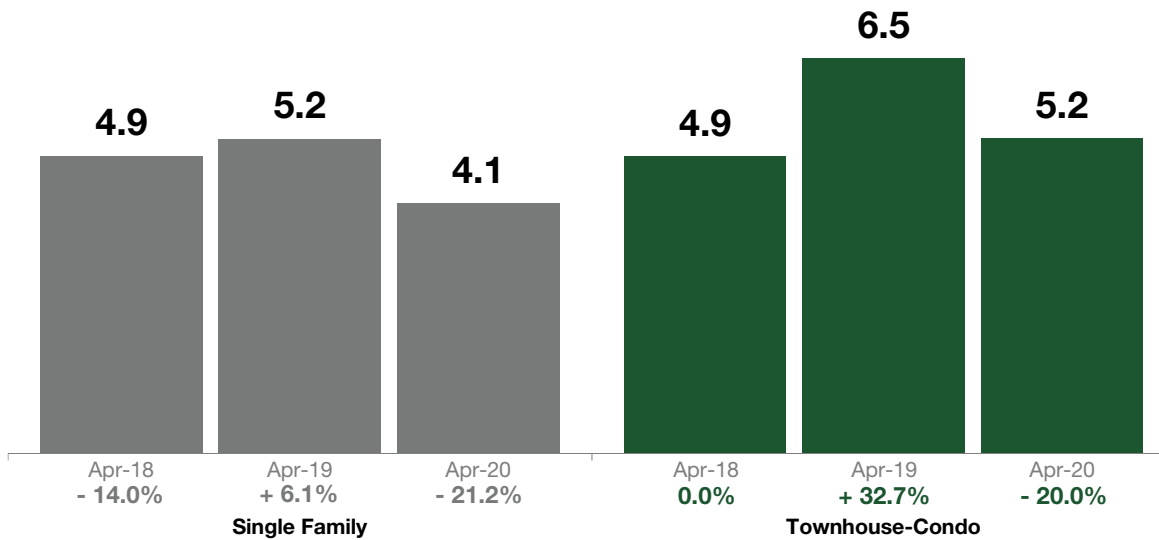
Historical Inventory of Active Listings by Month



Months Supply of Inventory

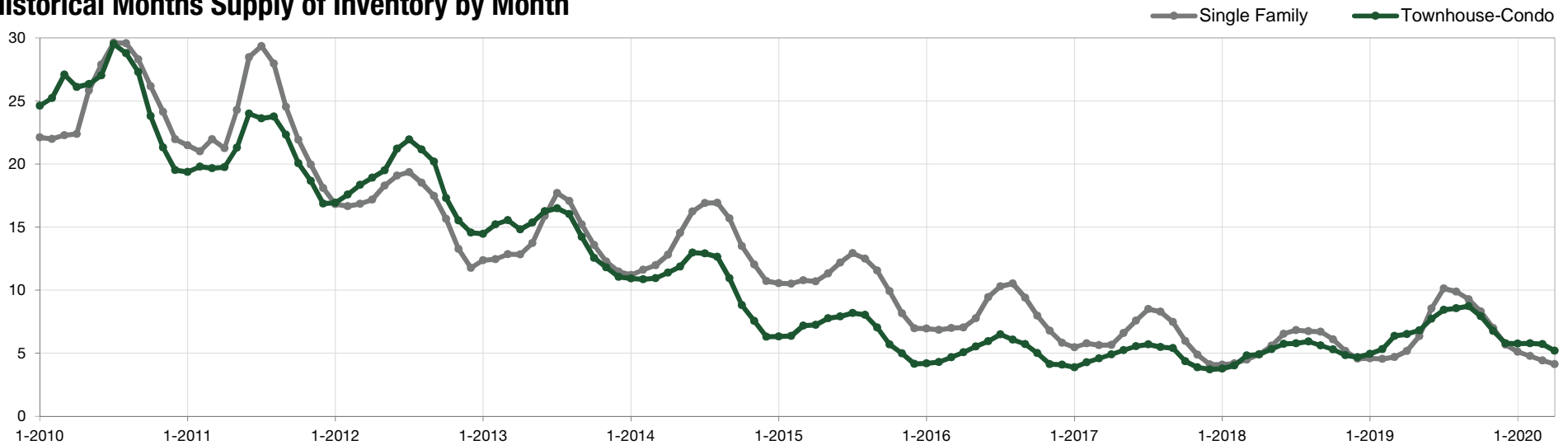


April



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	6.3	+12.5%	6.8	+28.3%
Jun-2019	8.6	+32.3%	7.7	+35.1%
Jul-2019	10.1	+48.5%	8.4	+44.8%
Aug-2019	9.9	+45.6%	8.6	+45.8%
Sep-2019	9.3	+38.8%	8.7	+55.4%
Oct-2019	8.3	+36.1%	7.9	+49.1%
Nov-2019	7.0	+34.6%	6.8	+38.8%
Dec-2019	5.7	+23.9%	5.8	+23.4%
Jan-2020	5.1	+10.9%	5.8	+18.4%
Feb-2020	4.8	+4.3%	5.8	+9.4%
Mar-2020	4.4	-6.4%	5.7	-10.9%
Apr-2020	4.1	-21.2%	5.2	-20.0%

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.



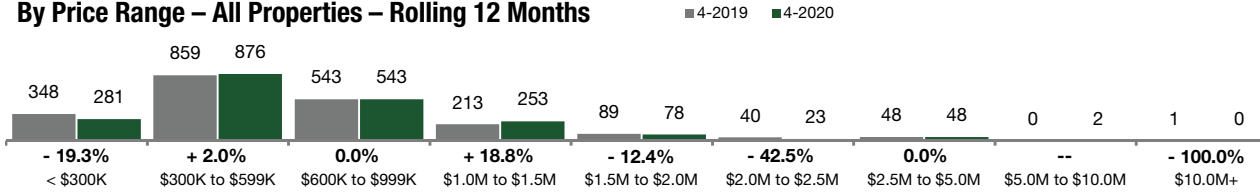
Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		231	150	- 35.1%	893	693	- 22.4%
Pending Sales		153	140	- 8.5%	511	563	+ 10.2%
Sold Listings		147	90	- 38.8%	479	427	- 10.9%
Median Sales Price		\$580,000	\$555,000	- 4.3%	\$560,000	\$568,750	+ 1.6%
Average Sales Price		\$751,520	\$595,592	- 20.7%	\$748,133	\$713,320	- 4.7%
Pct. of List Price Received		97.4%	97.1%	- 0.3%	97.6%	97.0%	- 0.6%
Days on Market Until Sale		69	78	+ 13.0%	80	88	+ 10.0%
Housing Affordability Index		61	69	+ 13.1%	63	68	+ 7.9%
Inventory of Active Listings		1,069	840	- 21.4%	--	--	--
Months Supply of Inventory		6.0	4.8	- 20.0%	--	--	--

Sold Listings

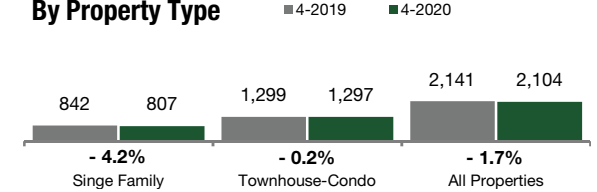
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$299,999 and Below	132	107	-18.9%	216	174	-19.4%
\$300,000 to \$599,999	202	236	+16.8%	657	640	-2.6%
\$600,000 to \$999,999	219	187	-14.6%	324	356	+9.9%
\$1,000,000 to \$1,499,999	143	155	+8.4%	70	98	+40.0%
\$1,500,000 to \$1,999,999	72	59	-18.1%	17	19	+11.8%
\$2,000,000 to \$2,499,999	33	16	-51.5%	7	7	0.0%
\$2,500,000 to \$4,999,999	40	45	+12.5%	8	3	-62.5%
\$5,000,000 to \$9,999,999	0	2	--	0	0	--
\$10,000,000 and Above	1	0	-100.0%	0	0	--
All Price Ranges	842	807	-4.2%	1,299	1,297	-0.2%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2020	4-2020	Change	3-2020	4-2020	Change
\$299,999 and Below	5	9	+80.0%	11	7	-36.4%
\$300,000 to \$599,999	12	6	-50.0%	28	33	+17.9%
\$600,000 to \$999,999	5	7	+40.0%	23	18	-21.7%
\$1,000,000 to \$1,499,999	8	6	-25.0%	10	3	-70.0%
\$1,500,000 to \$1,999,999	2	0	-100.0%	1	0	-100.0%
\$2,000,000 to \$2,499,999	2	0	-100.0%	0	1	--
\$2,500,000 to \$4,999,999	3	0	-100.0%	1	0	-100.0%
\$5,000,000 to \$9,999,999	0	0	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	37	28	-24.3%	74	62	-16.2%

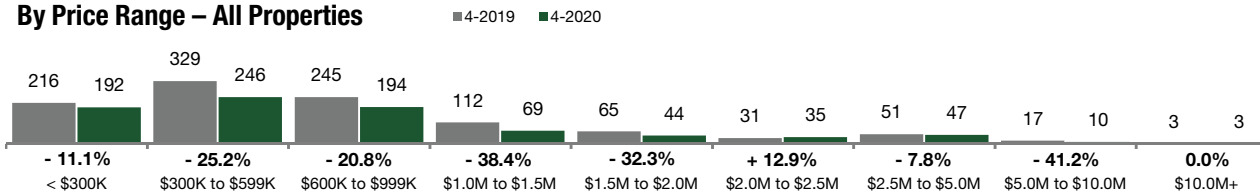
Year to Date

By Price Range	Single Family			Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$299,999 and Below	25	22	-12.0%	68	37	-45.6%
\$300,000 to \$599,999	33	53	+60.6%	130	122	-6.2%
\$600,000 to \$999,999	49	32	-34.7%	81	79	-2.5%
\$1,000,000 to \$1,499,999	26	33	+26.9%	23	25	+8.7%
\$1,500,000 to \$1,999,999	19	5	-73.7%	4	3	-25.0%
\$2,000,000 to \$2,499,999	3	5	+66.7%	2	2	0.0%
\$2,500,000 to \$4,999,999	14	8	-42.9%	1	1	0.0%
\$5,000,000 to \$9,999,999	0	0	--	0	0	--
\$10,000,000 and Above	1	0	-100.0%	0	0	--
All Price Ranges	170	158	-7.1%	309	269	-12.9%

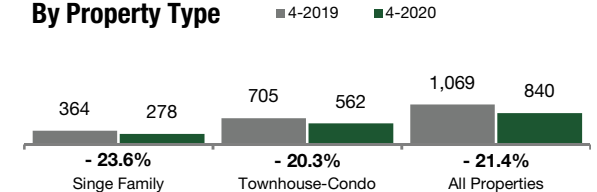
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$299,999 and Below	38	34	-10.5%	178	158	-11.2%
\$300,000 to \$599,999	84	68	-19.0%	245	178	-27.3%
\$600,000 to \$999,999	55	38	-30.9%	190	156	-17.9%
\$1,000,000 to \$1,499,999	65	28	-56.9%	47	41	-12.8%
\$1,500,000 to \$1,999,999	36	28	-22.2%	29	16	-44.8%
\$2,000,000 to \$2,499,999	19	23	+21.1%	12	12	0.0%
\$2,500,000 to \$4,999,999	47	46	-2.1%	4	1	-75.0%
\$5,000,000 to \$9,999,999	17	10	-41.2%	0	0	--
\$10,000,000 and Above	3	3	0.0%	0	0	--
All Price Ranges	364	278	-23.6%	705	562	-20.3%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2020	4-2020	Change	3-2020	4-2020	Change
\$299,999 and Below	44	34	-22.7%	166	158	-4.8%
\$300,000 to \$599,999	67	68	+1.5%	211	178	-15.6%
\$600,000 to \$999,999	45	38	-15.6%	182	156	-14.3%
\$1,000,000 to \$1,499,999	30	28	-6.7%	47	41	-12.8%
\$1,500,000 to \$1,999,999	33	28	-15.2%	20	16	-20.0%
\$2,000,000 to \$2,499,999	22	23	+4.5%	13	12	-7.7%
\$2,500,000 to \$4,999,999	48	46	-4.2%	1	1	0.0%
\$5,000,000 to \$9,999,999	10	10	0.0%	0	0	--
\$10,000,000 and Above	3	3	0.0%	0	0	--
All Price Ranges	302	278	-7.9%	640	562	-12.2%

Year to Date

By Price Range	Single Family			Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$299,999 and Below	25	22	-12.0%	68	37	-45.6%
\$300,000 to \$599,999	33	53	+60.6%	130	122	-6.2%
\$600,000 to \$999,999	49	32	-34.7%	81	79	-2.5%
\$1,000,000 to \$1,499,999	26	33	+26.9%	23	25	+8.7%
\$1,500,000 to \$1,999,999	19	5	-73.7%	4	3	-25.0%
\$2,000,000 to \$2,499,999	3	5	+66.7%	2	2	0.0%
\$2,500,000 to \$4,999,999	14	8	-42.9%	1	1	0.0%
\$5,000,000 to \$9,999,999	0	0	--	0	0	--
\$10,000,000 and Above	1	0	-100.0%	0	0	--
All Price Ranges	170	158	-7.1%	309	269	-12.9%

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



New Listings	A measure of how much new supply is coming onto the market from sellers.
Pending Sales	A count of all the listings that went into pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
Inventory of Active Listings	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Months Supply of Inventory	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.