

Monthly Indicators

Residential Real Estate Activity for Summit and Park Counties



February 2020

Percent changes calculated using year-over-year comparisons.

New Listings were down 6.3 percent for single family homes and 12.4 percent for townhouse-condo properties. Pending Sales landed at 81 for single family homes and 165 for townhouse-condo properties.

The Median Sales Price was down 16.6 percent to \$655,000 for single family homes but increased 17.4 percent to \$499,000 for townhouse-condo properties. Days on Market increased 15.2 percent for single family homes and 18.1 percent for townhouse-condo properties.

The recently released January ShowingTime Showing Index® saw a 20.2 percent year-over-year increase in showing traffic nationwide. All regions of the country were up double digits from the year before, with the Midwest Region up 15.7 percent and the West Region up 34.1 percent. As showing activity is a leading indicator for future home sales, the 2020 housing market is off to a strong start, though it will be important to watch the spread of COVID-19 and its potential impacts to the overall economy in the coming months.

Activity Snapshot

- 1.7% **+ 6.7%** **- 19.7%**

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
--	---	--

Residential real estate activity in Summit and Park counties 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	2-2019	2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		64	60	- 6.3%	120	106	- 11.7%
Pending Sales		45	81	+ 80.0%	84	148	+ 76.2%
Sold Listings		43	47	+ 9.3%	82	91	+ 11.0%
Median Sales Price		\$785,000	\$655,000	- 16.6%	\$834,000	\$635,000	- 23.9%
Average Sales Price		\$998,093	\$1,062,903	+ 6.5%	\$1,056,286	\$922,229	- 12.7%
Pct. of List Price Received		96.4%	96.1%	- 0.3%	96.5%	96.5%	0.0%
Days on Market Until Sale		99	114	+ 15.2%	97	100	+ 3.1%
Housing Affordability Index		44	58	+ 31.8%	42	60	+ 42.9%
Inventory of Active Listings		330	245	- 25.8%	--	--	--
Months Supply of Inventory		4.5	3.6	- 20.0%	--	--	--

Townhouse/Condo Market Overview

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

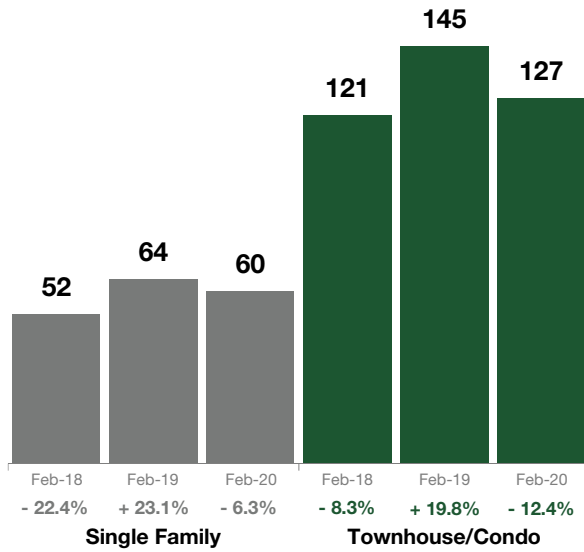


Key Metrics	Historical Sparkbars	2-2019	2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		145	127	- 12.4%	264	225	- 14.8%
Pending Sales		89	165	+ 85.4%	160	260	+ 62.5%
Sold Listings		75	69	- 8.0%	141	132	- 6.4%
Median Sales Price		\$425,000	\$499,000	+ 17.4%	\$425,000	\$530,000	+ 24.7%
Average Sales Price		\$548,264	\$552,023	+ 0.7%	\$542,721	\$599,186	+ 10.4%
Pct. of List Price Received		98.5%	96.4%	- 2.1%	98.6%	96.8%	- 1.8%
Days on Market Until Sale		83	98	+ 18.1%	72	83	+ 15.3%
Housing Affordability Index		89	85	- 4.5%	89	81	- 9.0%
Inventory of Active Listings		569	477	- 16.2%	--	--	--
Months Supply of Inventory		5.2	4.3	- 17.3%	--	--	--

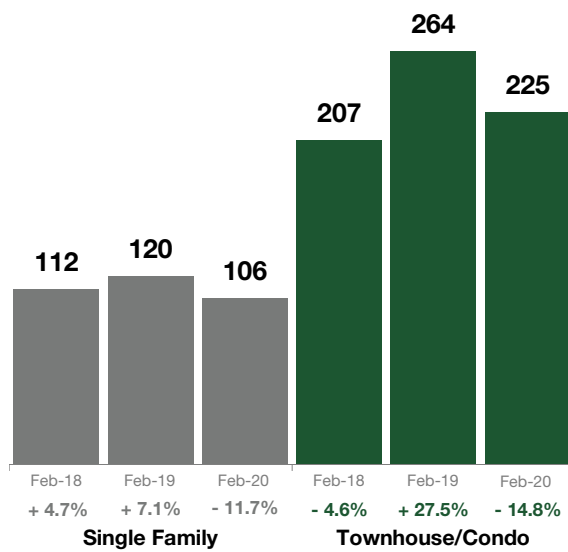
New Listings



February

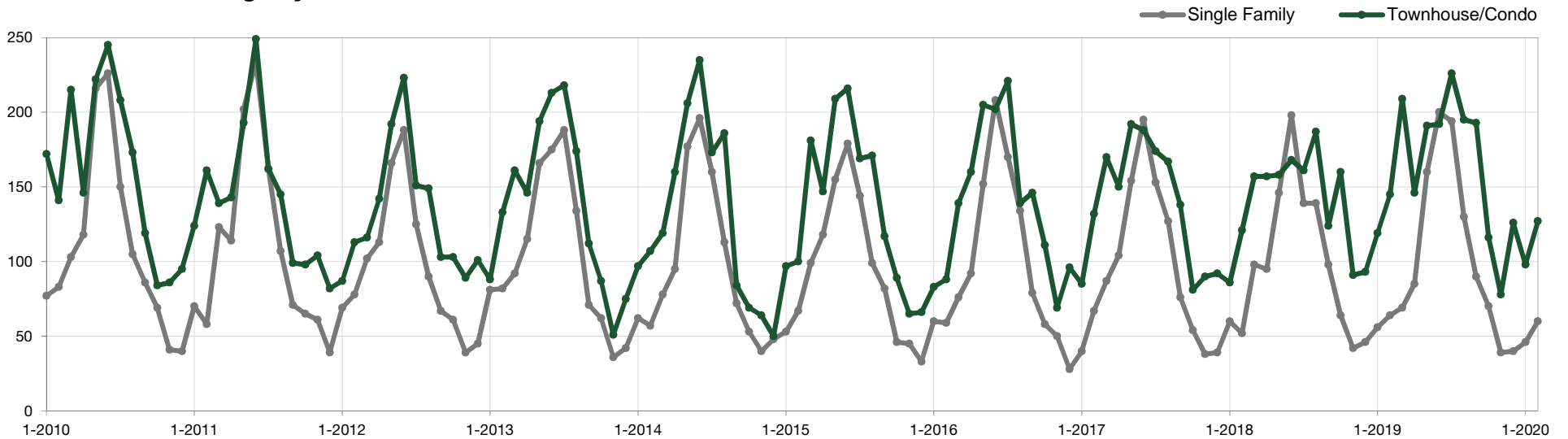


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	69	-29.6%	209	+33.1%
Apr-2019	85	-10.5%	146	-7.0%
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	40	-13.0%	126	+35.5%
Jan-2020	46	-17.9%	98	-17.6%
Feb-2020	60	-6.3%	127	-12.4%

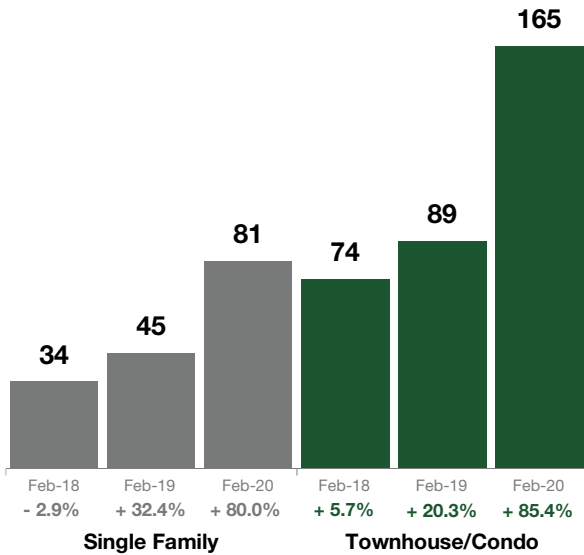
Historical New Listings by Month



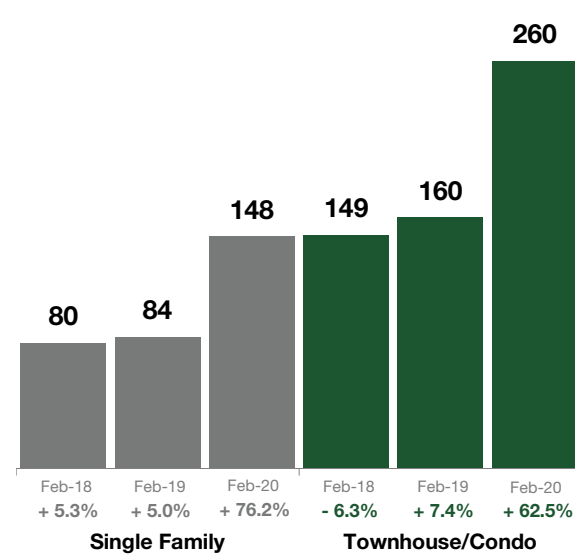
Pending Sales



February

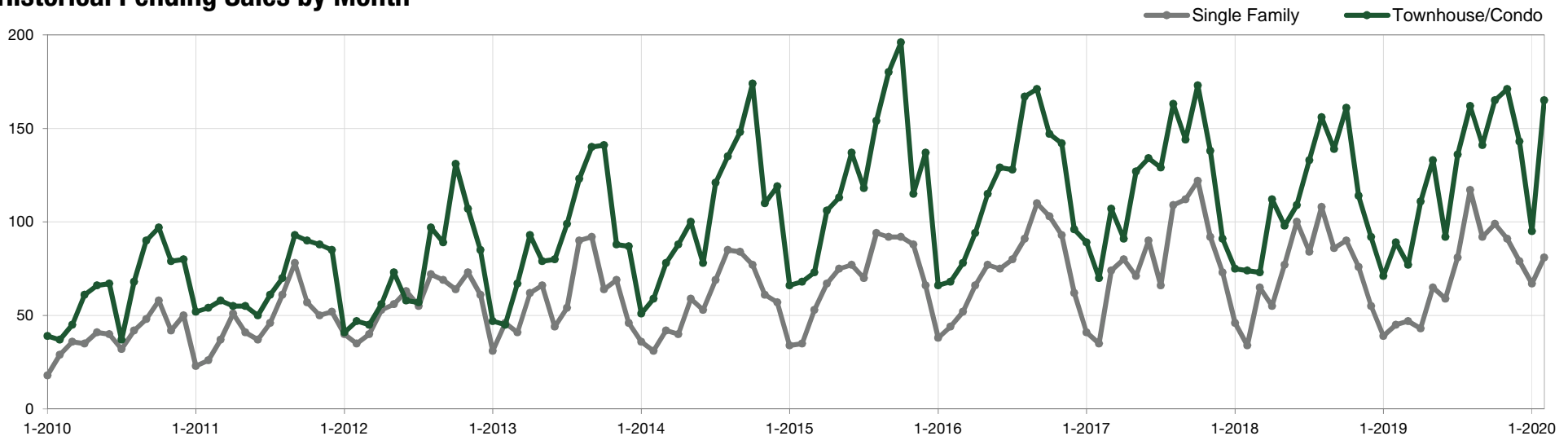


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	47	-27.7%	77	+5.5%
Apr-2019	43	-21.8%	111	-0.9%
May-2019	65	-15.6%	133	+35.7%
Jun-2019	59	-41.0%	92	-15.6%
Jul-2019	81	-3.6%	136	+2.3%
Aug-2019	117	+8.3%	162	+3.8%
Sep-2019	92	+7.0%	141	+1.4%
Oct-2019	99	+10.0%	165	+2.5%
Nov-2019	91	+19.7%	171	+50.0%
Dec-2019	79	+43.6%	143	+55.4%
Jan-2020	67	+71.8%	95	+33.8%
Feb-2020	81	+80.0%	165	+85.4%

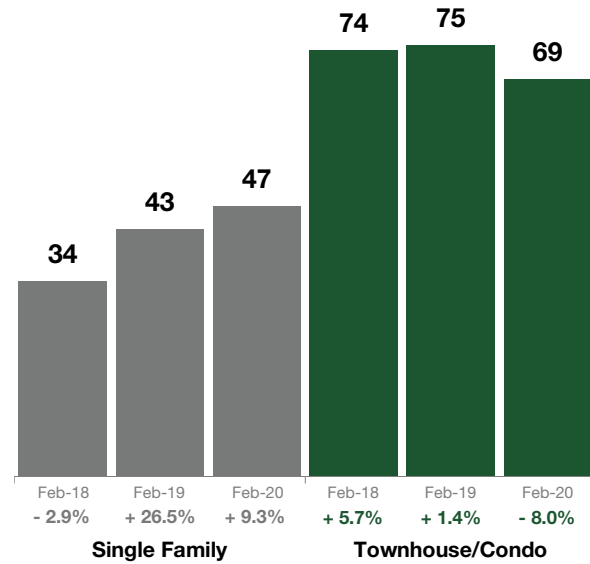
Historical Pending Sales by Month



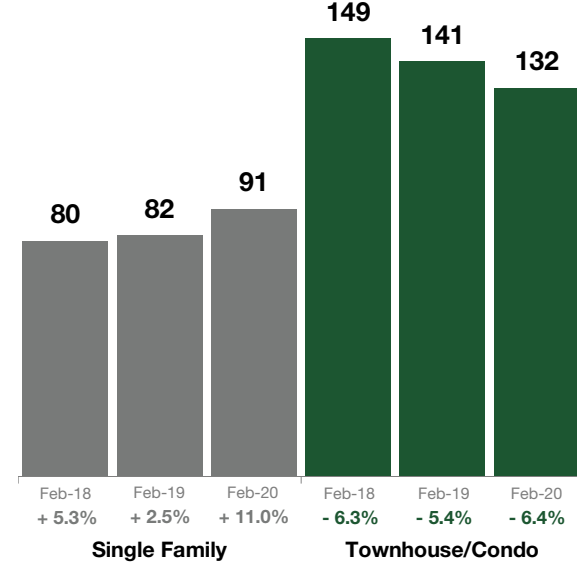
Sold Listings



February

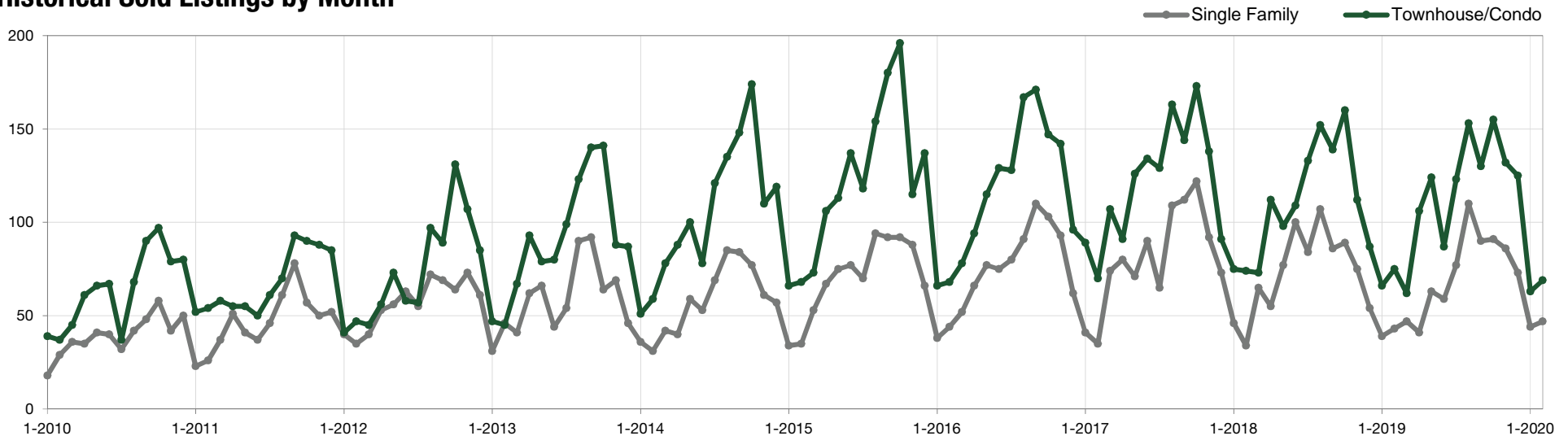


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	47	-27.7%	62	-15.1%
Apr-2019	41	-25.5%	106	-5.4%
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%	125	+43.7%
Jan-2020	44	+12.8%	63	-4.5%
Feb-2020	47	+9.3%	69	-8.0%

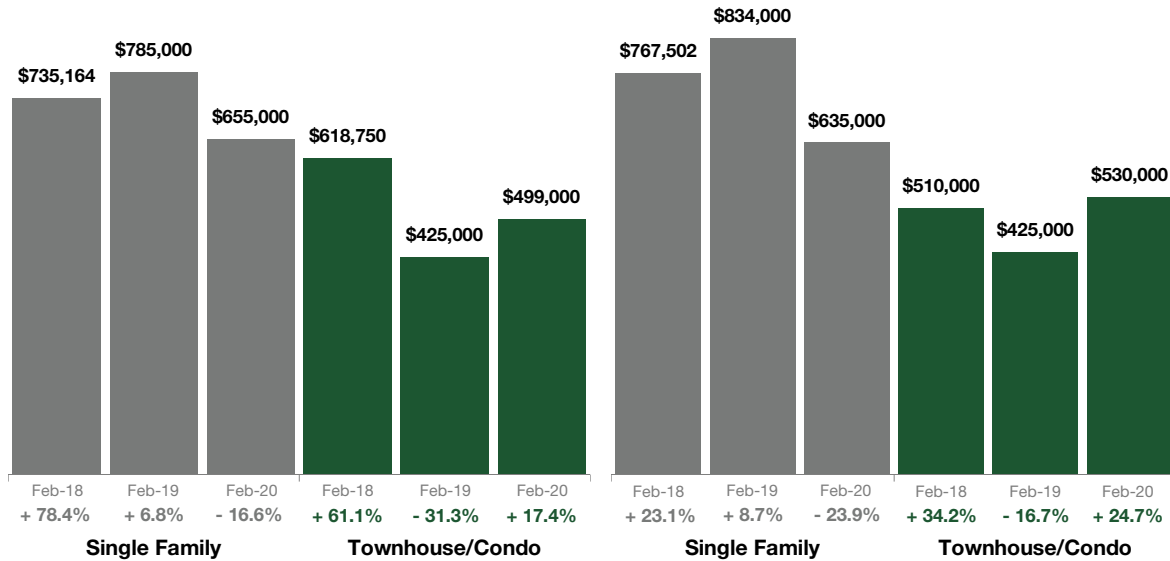
Historical Sold Listings by Month



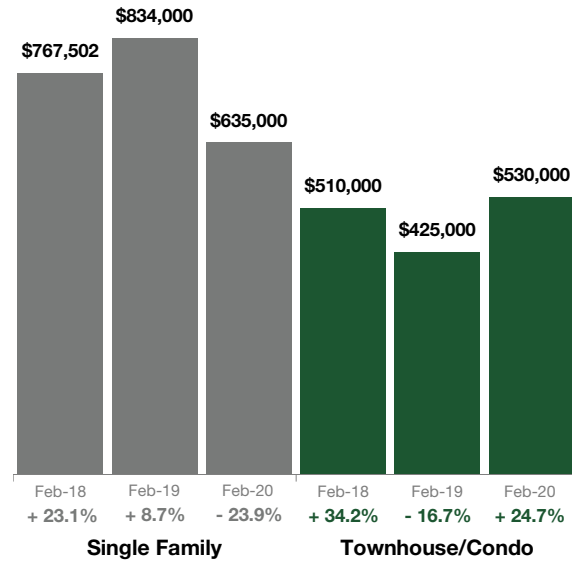
Median Sales Price



February

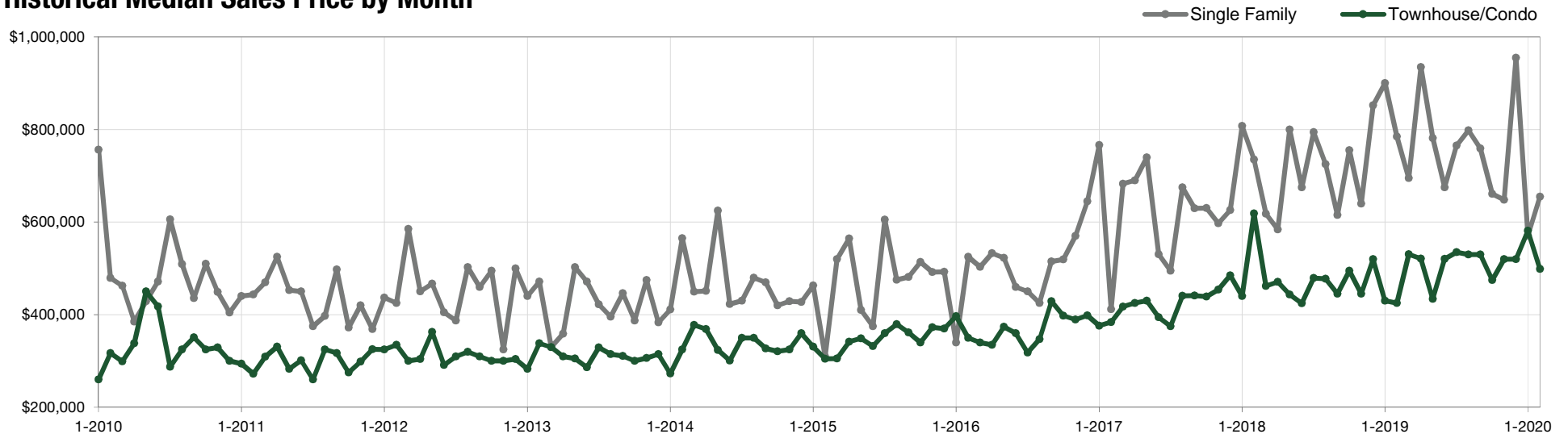


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	\$694,785	+12.4%	\$530,500	+14.8%
Apr-2019	\$935,000	+60.1%	\$521,000	+10.6%
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%	\$520,000	0.0%
Jan-2020	\$570,783	-36.6%	\$581,000	+35.1%
Feb-2020	\$655,000	-16.6%	\$499,000	+17.4%

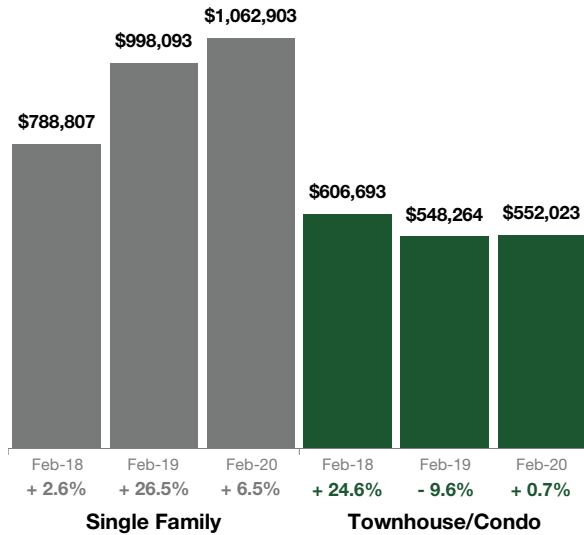
Historical Median Sales Price by Month



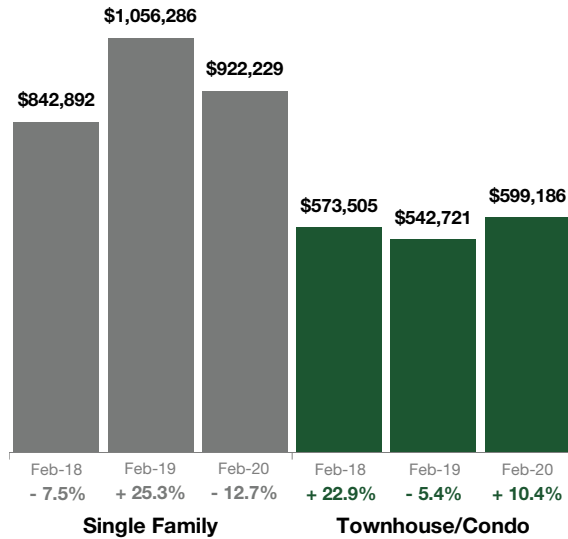
Average Sales Price



February

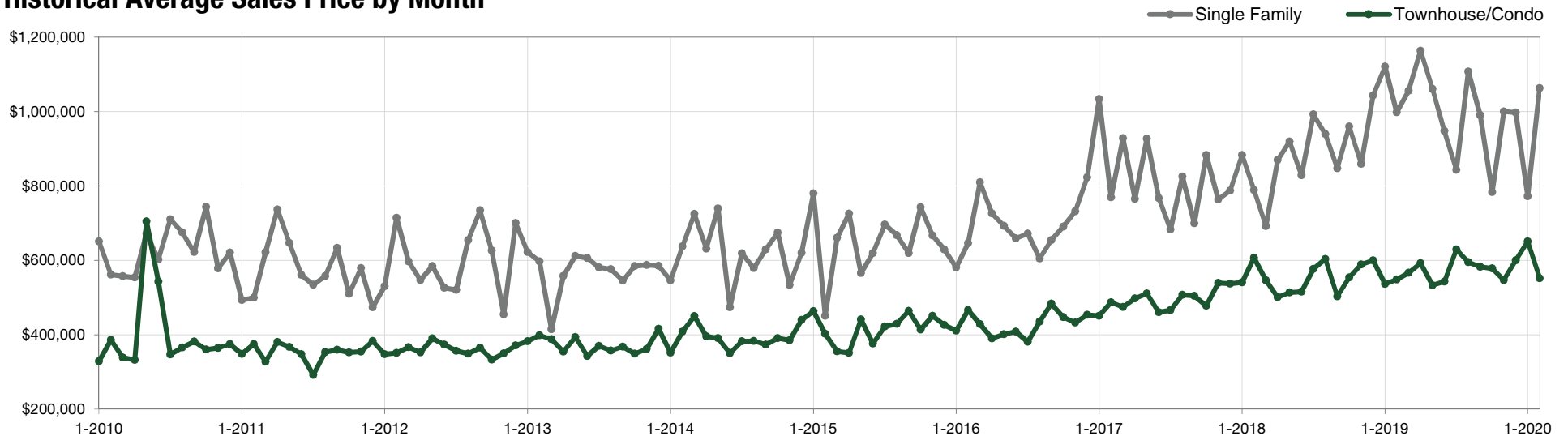


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	\$1,056,068	+52.6%	\$566,260	+3.6%
Apr-2019	\$1,163,207	+33.8%	\$592,282	+18.3%
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	\$990,518	+16.9%	\$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%	\$600,034	+0.0%
Jan-2020	\$771,964	-31.1%	\$650,841	+21.3%
Feb-2020	\$1,062,903	+6.5%	\$552,023	+0.7%

Historical Average Sales Price by Month

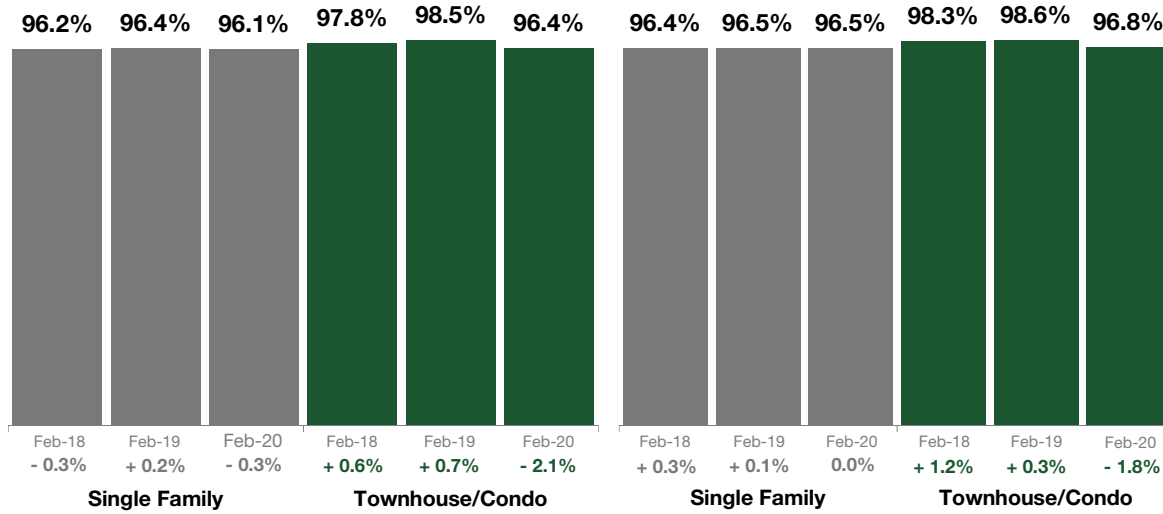


Percent of List Price Received



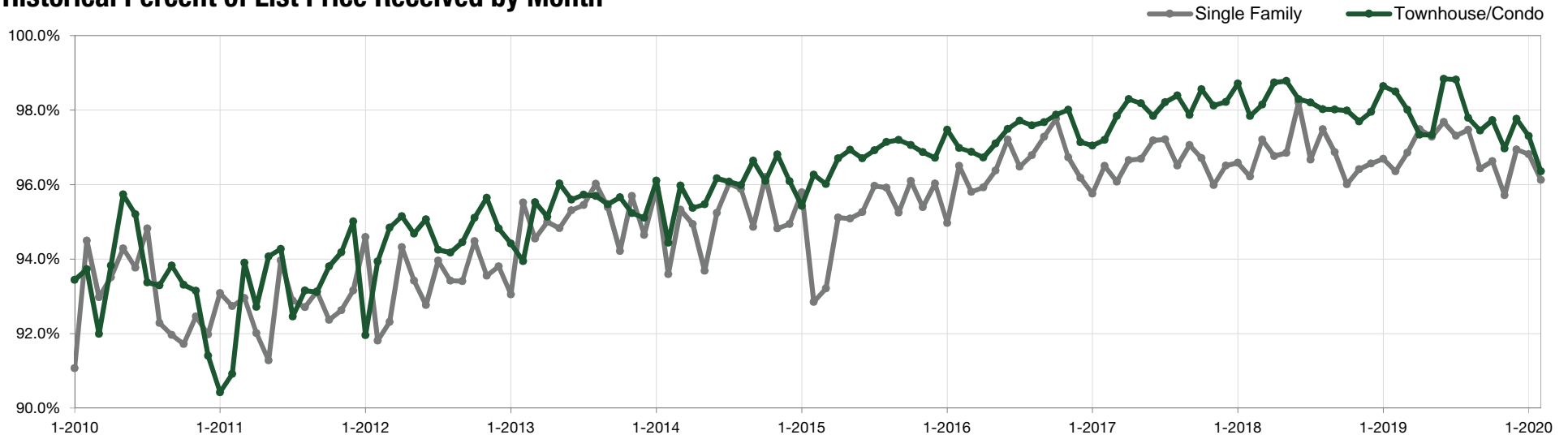
February

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	96.9%	-0.3%	98.0%	-0.1%
Apr-2019	97.5%	+0.7%	97.3%	-1.4%
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	96.4%	-0.5%	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	96.1%	-0.3%	96.4%	-2.1%

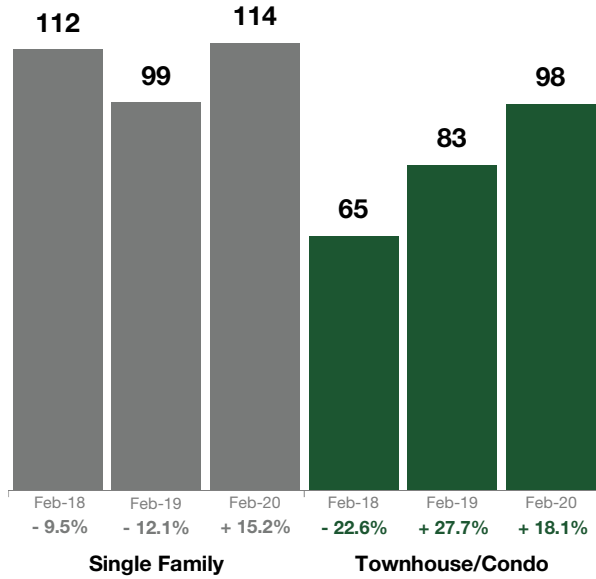
Historical Percent of List Price Received by Month



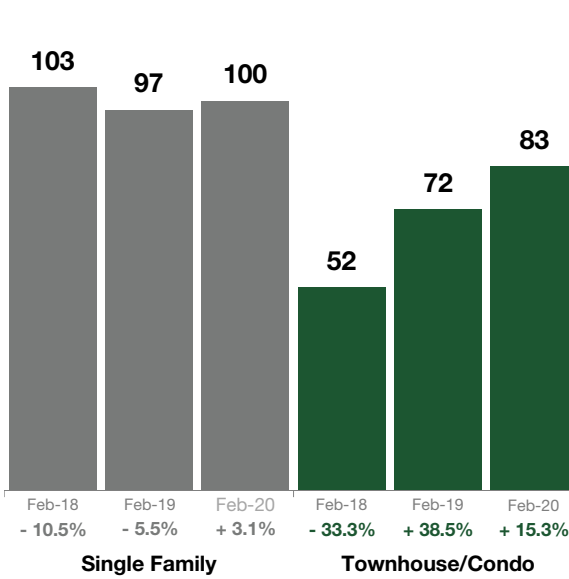
Days on Market Until Sale



February

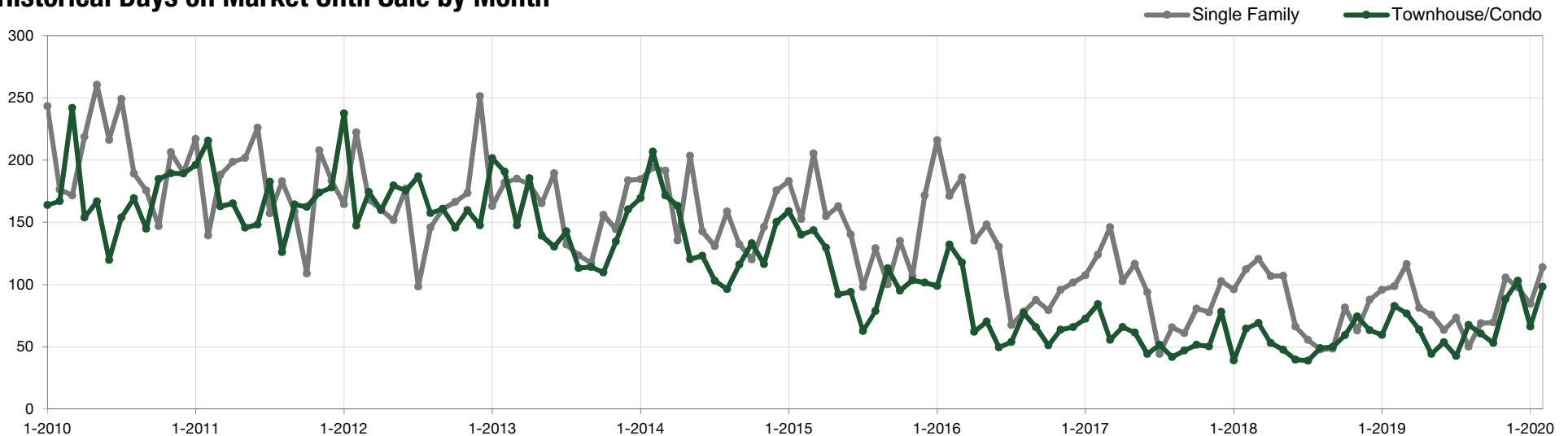


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	116	-4.1%	77	+11.6%
Apr-2019	81	-24.3%	64	+20.8%
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	114	+15.2%	98	+18.1%

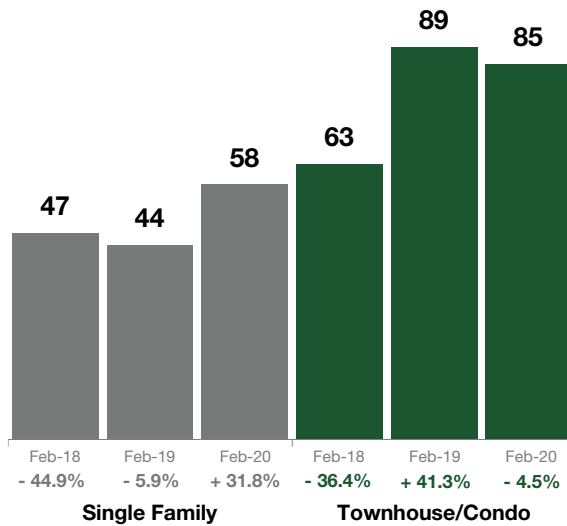
Historical Days on Market Until Sale by Month



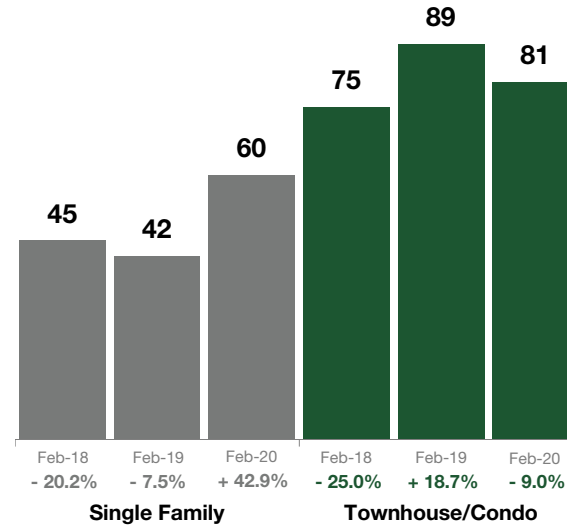
Housing Affordability Index



February

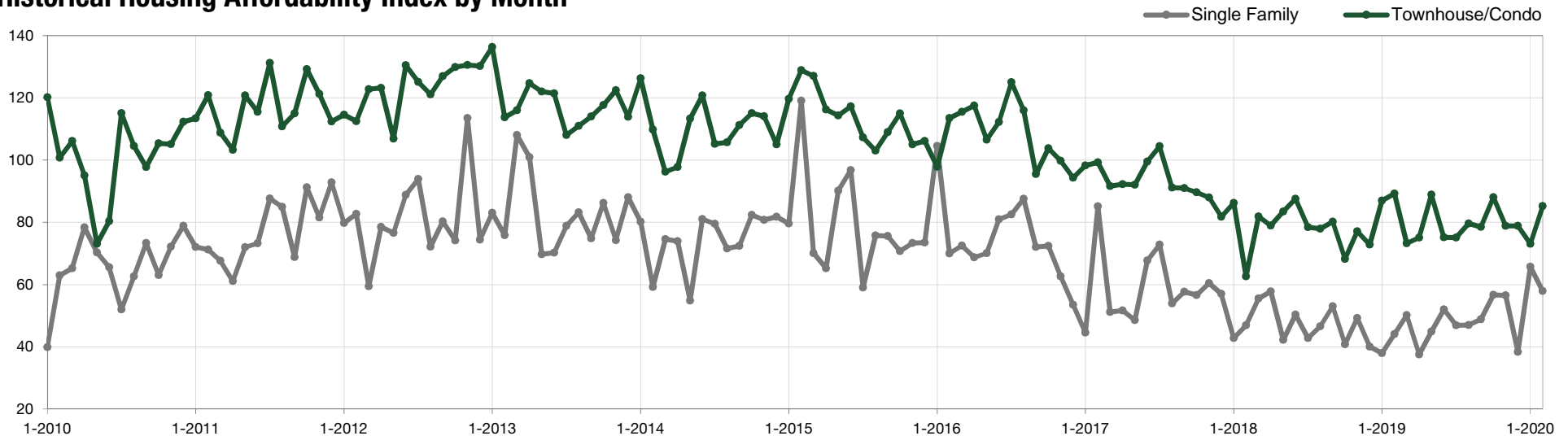


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	50	-10.7%	73	-11.0%
Apr-2019	38	-34.5%	75	-5.1%
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%	85	-4.5%

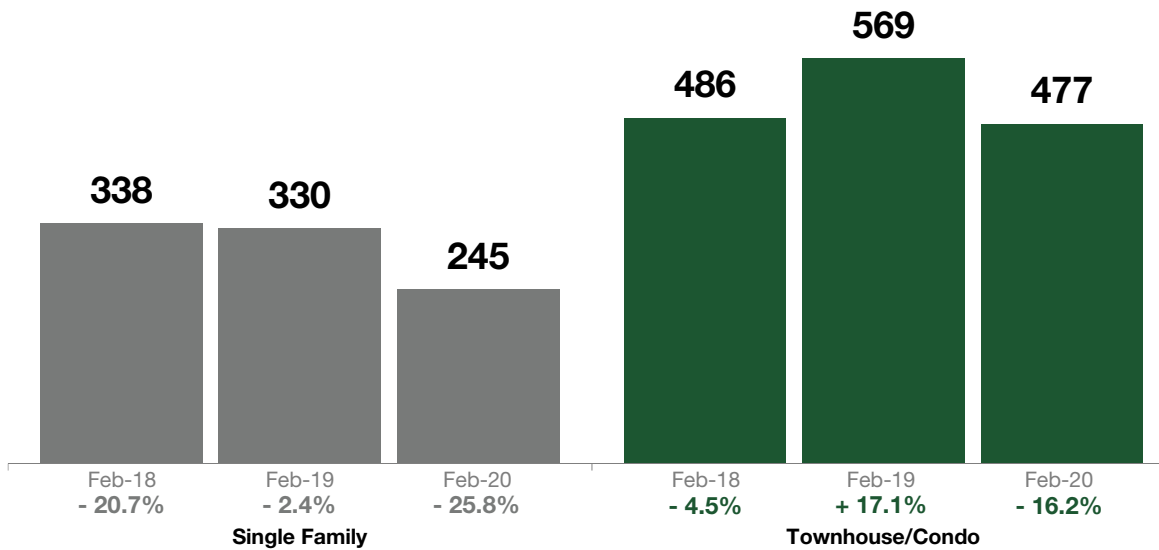
Historical Housing Affordability Index by Month



Inventory of Active Listings

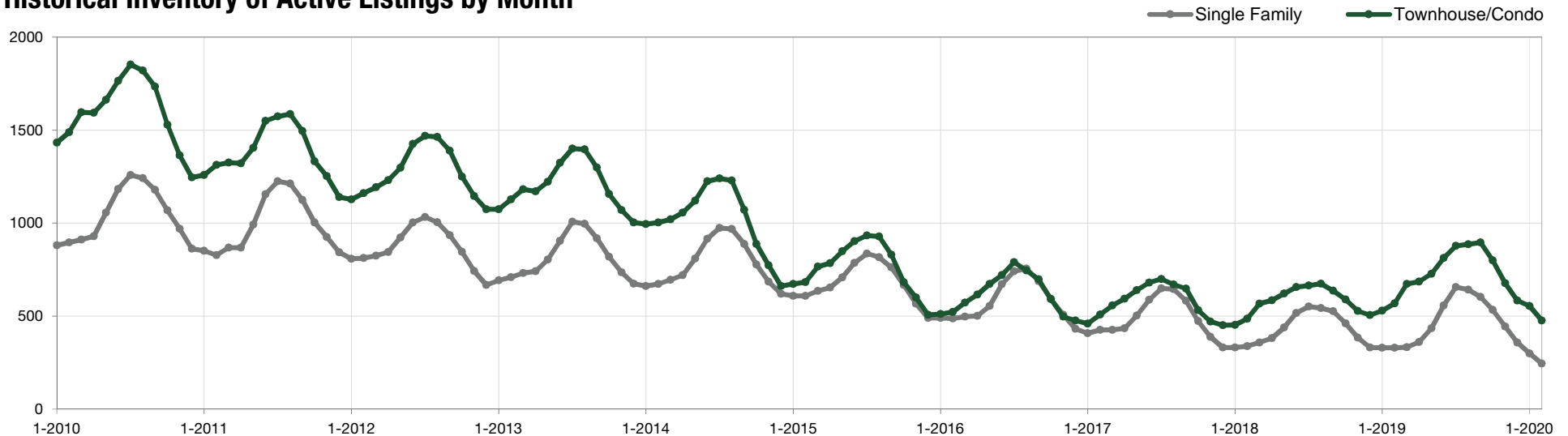


February



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	333	-7.0%	673	+18.7%
Apr-2019	361	-5.5%	686	+17.3%
May-2019	435	-0.9%	728	+17.0%
Jun-2019	558	+7.9%	812	+23.8%
Jul-2019	656	+18.8%	878	+32.2%
Aug-2019	642	+18.0%	886	+31.5%
Sep-2019	604	+14.8%	896	+40.7%
Oct-2019	533	+15.6%	800	+35.6%
Nov-2019	445	+15.9%	677	+28.2%
Dec-2019	358	+8.2%	584	+15.4%
Jan-2020	299	-9.4%	554	+4.5%
Feb-2020	245	-25.8%	477	-16.2%

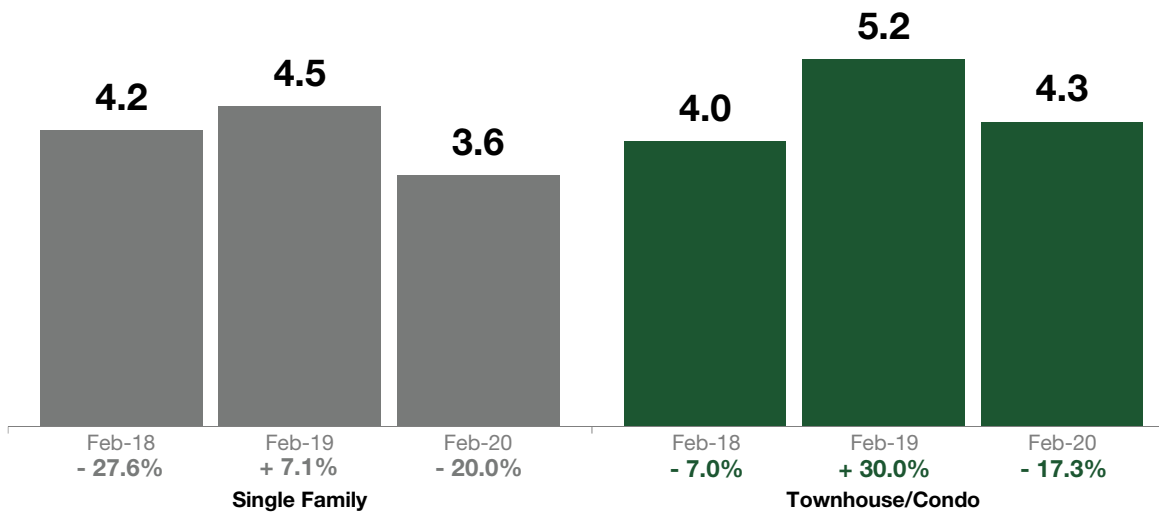
Historical Inventory of Active Listings by Month



Months Supply of Inventory

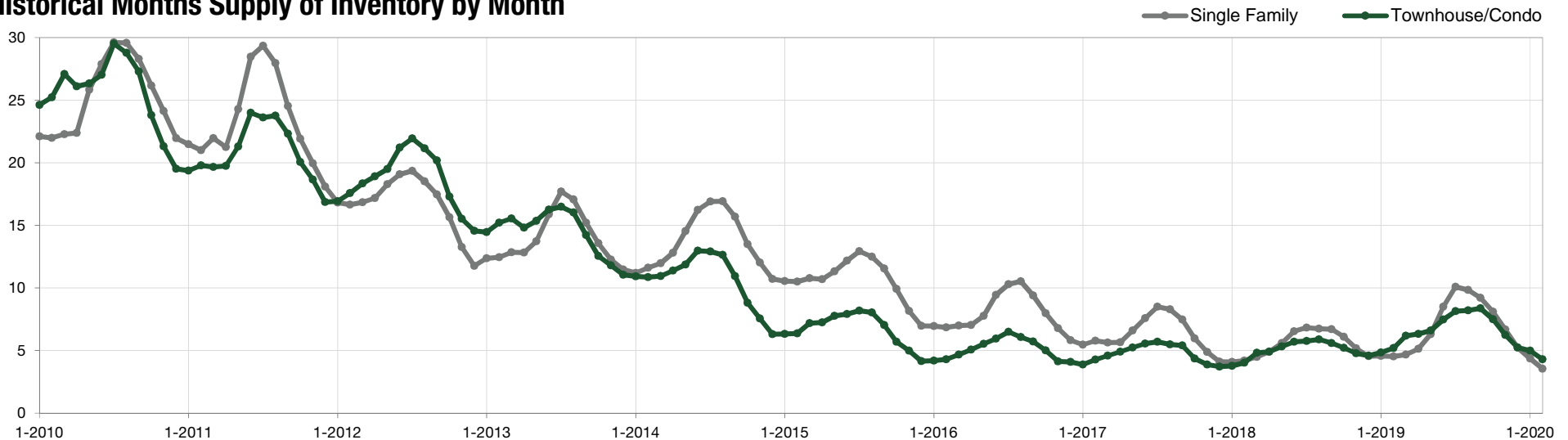


February



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	4.7	+4.4%	6.2	+29.2%
Apr-2019	5.1	+4.1%	6.3	+28.6%
May-2019	6.3	+12.5%	6.6	+24.5%
Jun-2019	8.5	+30.8%	7.5	+31.6%
Jul-2019	10.1	+48.5%	8.1	+39.7%
Aug-2019	9.8	+44.1%	8.2	+39.0%
Sep-2019	9.2	+37.3%	8.4	+50.0%
Oct-2019	8.1	+32.8%	7.5	+44.2%
Nov-2019	6.7	+28.8%	6.2	+29.2%
Dec-2019	5.2	+13.0%	5.2	+13.0%
Jan-2020	4.4	-4.3%	5.0	+4.2%
Feb-2020	3.6	-20.0%	4.3	-17.3%

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.



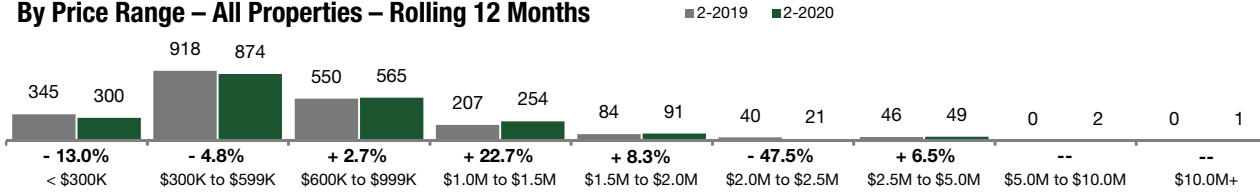
Key Metrics	Historical Sparkbars	2-2019	2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		209	187	- 10.5%	384	331	- 13.8%
Pending Sales		134	246	+ 83.6%	244	408	+ 67.2%
Sold Listings		118	116	- 1.7%	223	223	0.0%
Median Sales Price		\$520,000	\$555,000	+ 6.7%	\$540,000	\$568,500	+ 5.3%
Average Sales Price		\$712,185	\$759,017	+ 6.6%	\$731,566	\$731,011	- 0.1%
Pct. of List Price Received		97.7%	96.3%	- 1.4%	97.8%	96.7%	- 1.1%
Days on Market Until Sale		89	105	+ 18.0%	81	90	+ 11.1%
Housing Affordability Index		67	68	+ 1.5%	64	67	+ 4.7%
Inventory of Active Listings		899	722	- 19.7%	--	--	--
Months Supply of Inventory		4.9	4.0	- 18.4%	--	--	--

Sold Listings

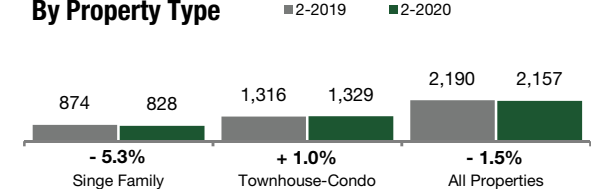
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	2-2019	2-2020	Change	2-2019	2-2020	Change
\$299,999 and Below	134	108	-19.4%	211	192	-9.0%
\$300,000 to \$599,999	227	233	+2.6%	691	641	-7.2%
\$600,000 to \$999,999	229	198	-13.5%	321	367	+14.3%
\$1,000,000 to \$1,499,999	145	154	+6.2%	62	100	+61.3%
\$1,500,000 to \$1,999,999	68	70	+2.9%	16	21	+31.3%
\$2,000,000 to \$2,499,999	33	15	-54.5%	7	6	-14.3%
\$2,500,000 to \$4,999,999	38	47	+23.7%	8	2	-75.0%
\$5,000,000 to \$9,999,999	0	2	--	0	0	--
\$10,000,000 and Above	0	1	--	0	0	--
All Price Ranges	874	828	-5.3%	1,316	1,329	+1.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	1-2020	2-2020	Change	1-2020	2-2020	Change
\$299,999 and Below	3	5	+66.7%	7	12	+71.4%
\$300,000 to \$599,999	20	13	-35.0%	27	33	+22.2%
\$600,000 to \$999,999	9	11	+22.2%	21	17	-19.0%
\$1,000,000 to \$1,499,999	8	11	+37.5%	7	5	-28.6%
\$1,500,000 to \$1,999,999	1	2	+100.0%	1	1	0.0%
\$2,000,000 to \$2,499,999	3	0	-100.0%	0	1	--
\$2,500,000 to \$4,999,999	0	5	--	0	0	--
\$5,000,000 to \$9,999,999	0	0	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	44	47	+6.8%	63	69	+9.5%

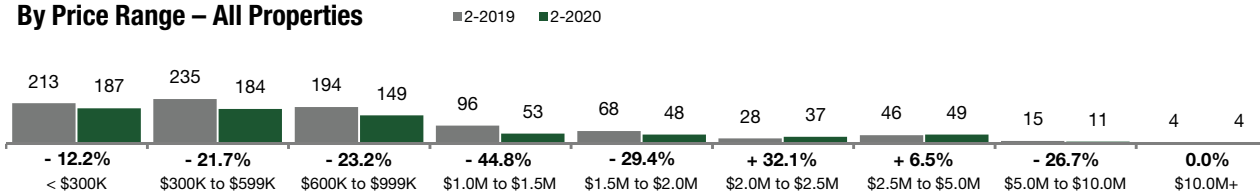
Year to Date

By Price Range	Single Family			Condo		
	2-2019	2-2020	Change	2-2019	2-2020	Change
\$299,999 and Below	10	8	-20.0%	32	19	-40.6%
\$300,000 to \$599,999	16	33	+106.3%	68	60	-11.8%
\$600,000 to \$999,999	26	20	-23.1%	29	38	+31.0%
\$1,000,000 to \$1,499,999	13	19	+46.2%	8	12	+50.0%
\$1,500,000 to \$1,999,999	6	3	-50.0%	1	2	+100.0%
\$2,000,000 to \$2,499,999	2	3	+50.0%	2	1	-50.0%
\$2,500,000 to \$4,999,999	9	5	-44.4%	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	82	91	+11.0%	141	132	-6.4%

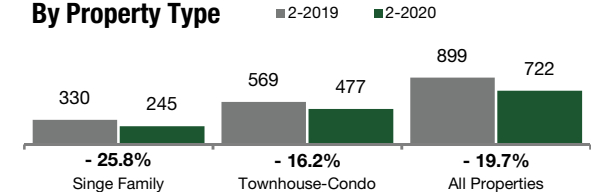
Inventory of Active Listings

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		
	2-2019	2-2020	Change	2-2019	2-2020	Change
\$299,999 and Below	38	39	+2.6%	175	148	-15.4%
\$300,000 to \$599,999	70	49	-30.0%	165	135	-18.2%
\$600,000 to \$999,999	48	26	-45.8%	146	123	-15.8%
\$1,000,000 to \$1,499,999	54	21	-61.1%	42	32	-23.8%
\$1,500,000 to \$1,999,999	41	25	-39.0%	27	23	-14.8%
\$2,000,000 to \$2,499,999	17	22	+29.4%	11	15	+36.4%
\$2,500,000 to \$4,999,999	43	48	+11.6%	3	1	-66.7%
\$5,000,000 to \$9,999,999	15	11	-26.7%	0	0	--
\$10,000,000 and Above	4	4	0.0%	0	0	--
All Price Ranges	330	245	-25.8%	569	477	-16.2%

Compared to Prior Month

By Price Range	Single Family			Condo		
	1-2020	2-2020	Change	1-2020	2-2020	Change
\$299,999 and Below	34	39	+14.7%	166	148	-10.8%
\$300,000 to \$599,999	78	49	-37.2%	161	135	-16.1%
\$600,000 to \$999,999	38	26	-31.6%	153	123	-19.6%
\$1,000,000 to \$1,499,999	34	21	-38.2%	41	32	-22.0%
\$1,500,000 to \$1,999,999	29	25	-13.8%	20	23	+15.0%
\$2,000,000 to \$2,499,999	19	22	+15.8%	12	15	+25.0%
\$2,500,000 to \$4,999,999	51	48	-5.9%	1	1	0.0%
\$5,000,000 to \$9,999,999	12	11	-8.3%	0	0	--
\$10,000,000 and Above	4	4	0.0%	0	0	--
All Price Ranges	299	245	-18.1%	554	477	-13.9%

Year to Date

By Price Range	Single Family			Condo		
	2-2019	2-2020	Change	2-2019	2-2020	Change
\$299,999 and Below	10	8	-20.0%	32	19	-40.6%
\$300,000 to \$599,999	16	33	+106.3%	68	60	-11.8%
\$600,000 to \$999,999	26	20	-23.1%	29	38	+31.0%
\$1,000,000 to \$1,499,999	13	19	+46.2%	8	12	+50.0%
\$1,500,000 to \$1,999,999	6	3	-50.0%	1	2	+100.0%
\$2,000,000 to \$2,499,999	2	3	+50.0%	2	1	-50.0%
\$2,500,000 to \$4,999,999	9	5	-44.4%	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	82	91	+11.0%	141	132	-6.4%

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.