

# Local Market Update for March 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Keystone

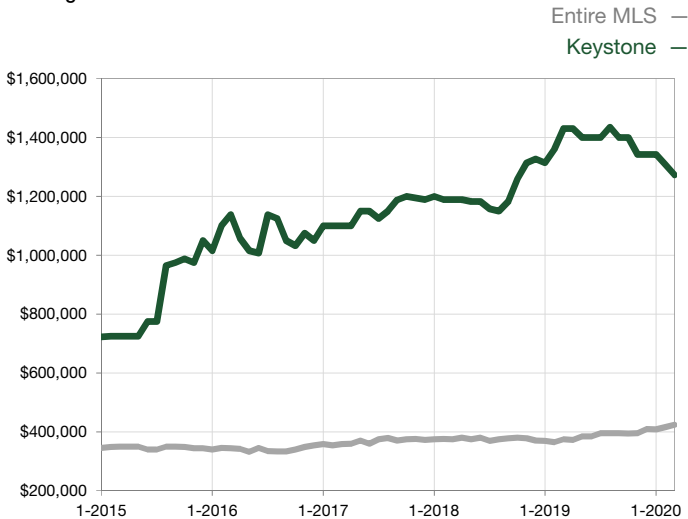
| Single Family                   | March       |                    |                                   | Year to Date |                    |                                   |
|---------------------------------|-------------|--------------------|-----------------------------------|--------------|--------------------|-----------------------------------|
|                                 | 2019        | 2020               | Percent Change from Previous Year | Thru 03-2019 | Thru 03-2020       | Percent Change from Previous Year |
| <b>Key Metrics</b>              |             |                    |                                   |              |                    |                                   |
| New Listings                    | 3           | 2                  | - 33.3%                           | 5            | 6                  | + 20.0%                           |
| Sold Listings                   | 5           | 1                  | - 80.0%                           | 6            | 4                  | - 33.3%                           |
| Median Sales Price*             | \$1,645,000 | <b>\$1,500,000</b> | - 8.8%                            | \$1,522,500  | <b>\$1,197,500</b> | - 21.3%                           |
| Average Sales Price*            | \$2,153,491 | <b>\$1,500,000</b> | - 30.3%                           | \$1,922,243  | <b>\$1,233,000</b> | - 35.9%                           |
| Percent of List Price Received* | 97.2%       | <b>85.7%</b>       | - 11.8%                           | 98.1%        | <b>93.3%</b>       | - 4.9%                            |
| Days on Market Until Sale       | 167         | <b>188</b>         | + 12.6%                           | 139          | <b>139</b>         | 0.0%                              |
| Inventory of Homes for Sale     | 16          | <b>10</b>          | - 37.5%                           | --           | --                 | --                                |
| Months Supply of Inventory      | 5.0         | <b>5.0</b>         | 0.0%                              | --           | --                 | --                                |

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

| Townhouse/Condo                 | March     |                  |                                   | Year to Date |                  |                                   |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
|                                 | 2019      | 2020             | Percent Change from Previous Year | Thru 03-2019 | Thru 03-2020     | Percent Change from Previous Year |
| <b>Key Metrics</b>              |           |                  |                                   |              |                  |                                   |
| New Listings                    | 34        | 27               | - 20.6%                           | 70           | 66               | - 5.7%                            |
| Sold Listings                   | 12        | 14               | + 16.7%                           | 49           | 30               | - 38.8%                           |
| Median Sales Price*             | \$754,000 | <b>\$409,000</b> | - 45.8%                           | \$595,000    | <b>\$456,250</b> | - 23.3%                           |
| Average Sales Price*            | \$751,167 | <b>\$445,429</b> | - 40.7%                           | \$636,283    | <b>\$465,763</b> | - 26.8%                           |
| Percent of List Price Received* | 98.7%     | <b>98.0%</b>     | - 0.7%                            | 99.0%        | <b>97.7%</b>     | - 1.3%                            |
| Days on Market Until Sale       | 116       | <b>171</b>       | + 47.4%                           | 103          | <b>132</b>       | + 28.2%                           |
| Inventory of Homes for Sale     | 98        | <b>79</b>        | - 19.4%                           | --           | --               | --                                |
| Months Supply of Inventory      | 4.0       | <b>3.9</b>       | - 2.5%                            | --           | --               | --                                |

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation

