

Monthly Indicators

Residential Real Estate Activity for Summit and Park Counties



January 2018

Percent changes calculated using year-over-year comparisons.

New Listings were up 50.0 percent for single family homes and 1.2 percent for townhouse-condo properties. Pending Sales landed at 98 for single family homes and 145 for townhouse-condo properties.

The Median Sales Price was up 5.4 percent to \$807,500 for single family homes and 19.7 percent to \$450,000 for townhouse-condo properties. Days on Market decreased 10.3 percent for single family homes and 53.4 percent for townhouse-condo properties.

Whatever external forces are placed upon residential real estate markets across the country – whether they are related to tax legislation, mortgage rates, employment situation changes, new family formations, the availability of new construction and the like – the appetite for home buying remains strong enough to drive prices upward in virtually all markets across the country. New sales are not necessarily following that trend, but monthly increases are expected until at least late summer.

Activity Snapshot

- 7.7% **+ 23.8%** **- 36.9%**

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, comprised 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	1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		40	60	+ 50.0%	40	60	+ 50.0%
Pending Sales		42	98	+ 133.3%	42	98	+ 133.3%
Sold Listings		41	46	+ 12.2%	41	46	+ 12.2%
Median Sales Price		\$766,250	\$807,500	+ 5.4%	\$766,250	\$807,500	+ 5.4%
Average Sales Price		\$1,033,389	\$882,869	- 14.6%	\$1,033,389	\$882,869	- 14.6%
Pct. of List Price Received		95.8%	96.6%	+ 0.8%	95.8%	96.6%	+ 0.8%
Days on Market Until Sale		107	96	- 10.3%	107	96	- 10.3%
Housing Affordability Index		45	43	- 4.4%	45	43	- 4.4%
Inventory of Active Listings		394	233	- 40.9%	--	--	--
Months Supply of Inventory		5.3	2.9	- 45.3%	--	--	--

Townhouse-Condo Market Overview

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

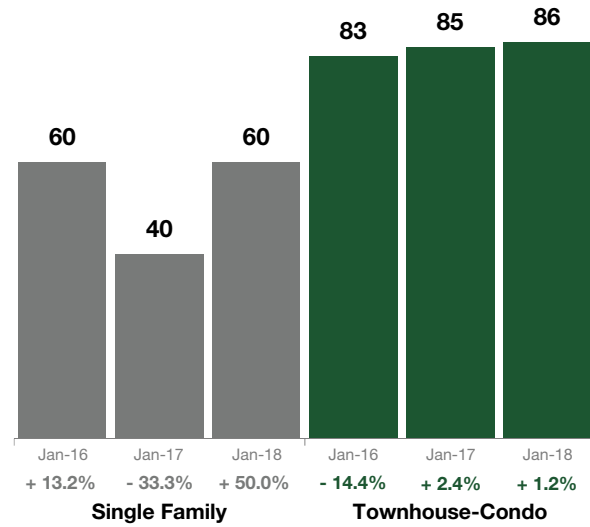


Key Metrics	Historical Sparkbars	1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		85	86	+ 1.2%	85	86	+ 1.2%
Pending Sales		91	145	+ 59.3%	91	145	+ 59.3%
Sold Listings		89	74	- 16.9%	89	74	- 16.9%
Median Sales Price		\$375,900	\$450,000	+ 19.7%	\$375,900	\$450,000	+ 19.7%
Average Sales Price		\$450,529	\$547,878	+ 21.6%	\$450,529	\$547,878	+ 21.6%
Pct. of List Price Received		97.0%	98.9%	+ 2.0%	97.0%	98.9%	+ 2.0%
Days on Market Until Sale		73	34	- 53.4%	73	34	- 53.4%
Housing Affordability Index		98	84	- 14.3%	98	84	- 14.3%
Inventory of Active Listings		451	300	- 33.5%	--	--	--
Months Supply of Inventory		3.8	2.5	- 34.2%	--	--	--

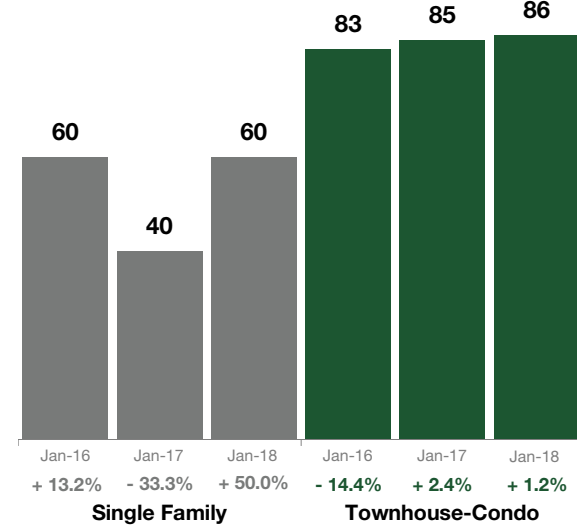
New Listings



January

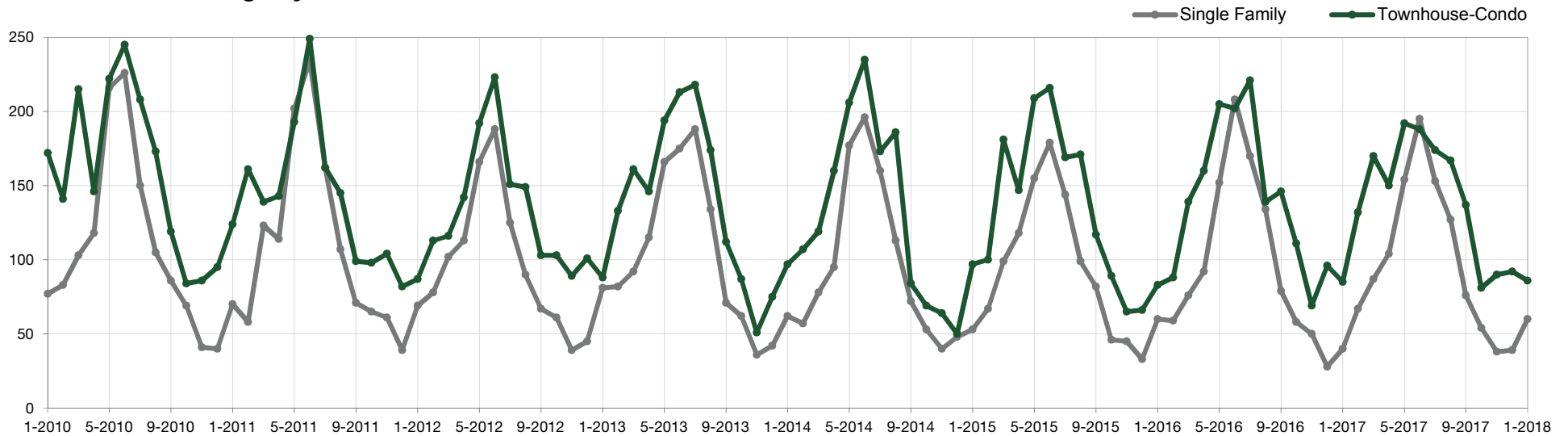


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	67	+13.6%	132	+50.0%
Mar-2017	87	+14.5%	170	+22.3%
Apr-2017	104	+13.0%	150	-6.3%
May-2017	154	+1.3%	192	-6.3%
Jun-2017	195	-6.3%	188	-6.9%
Jul-2017	153	-10.0%	174	-21.3%
Aug-2017	127	-5.2%	167	+20.1%
Sep-2017	76	-3.8%	137	-6.2%
Oct-2017	54	-6.9%	81	-27.0%
Nov-2017	38	-24.0%	90	+30.4%
Dec-2017	39	+39.3%	92	-4.2%
Jan-2018	60	+50.0%	86	+1.2%

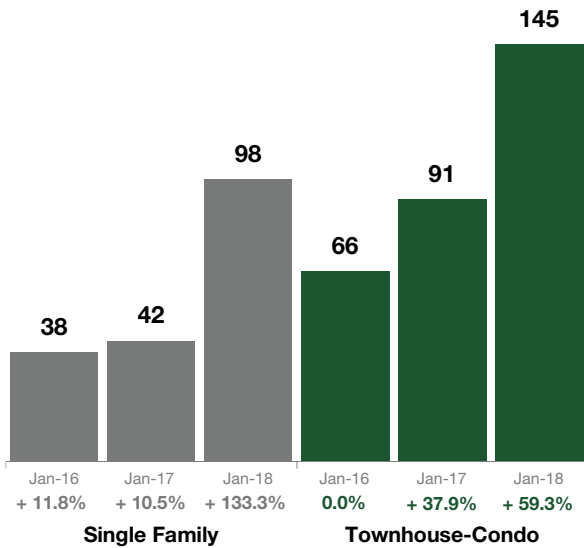
Historical New Listings by Month



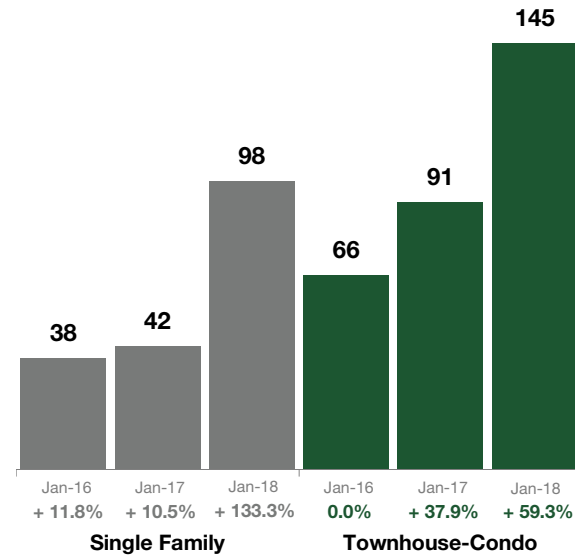
Pending Sales



January

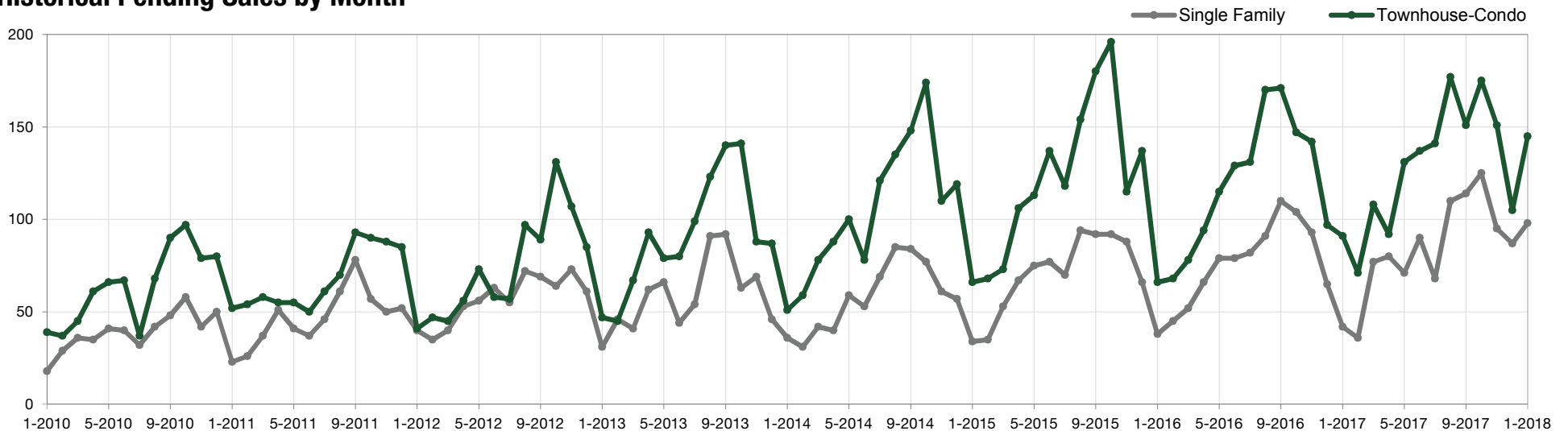


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	36	-20.0%	71	+4.4%
Mar-2017	77	+48.1%	108	+38.5%
Apr-2017	80	+21.2%	92	-2.1%
May-2017	71	-10.1%	131	+13.9%
Jun-2017	90	+13.9%	137	+6.2%
Jul-2017	68	-17.1%	141	+7.6%
Aug-2017	110	+20.9%	177	+4.1%
Sep-2017	114	+3.6%	151	-11.7%
Oct-2017	125	+20.2%	175	+19.0%
Nov-2017	95	+2.2%	151	+6.3%
Dec-2017	87	+33.8%	105	+8.2%
Jan-2018	98	+133.3%	145	+59.3%

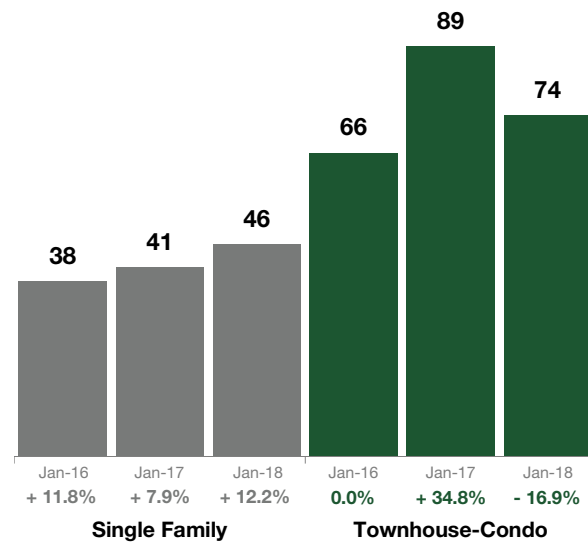
Historical Pending Sales by Month



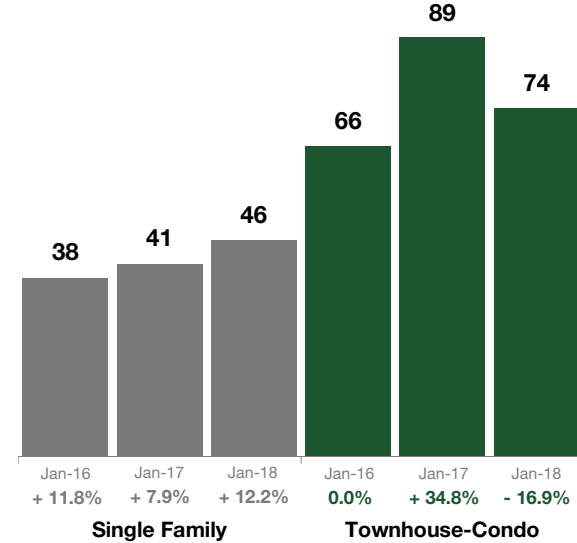
Sold Listings



January

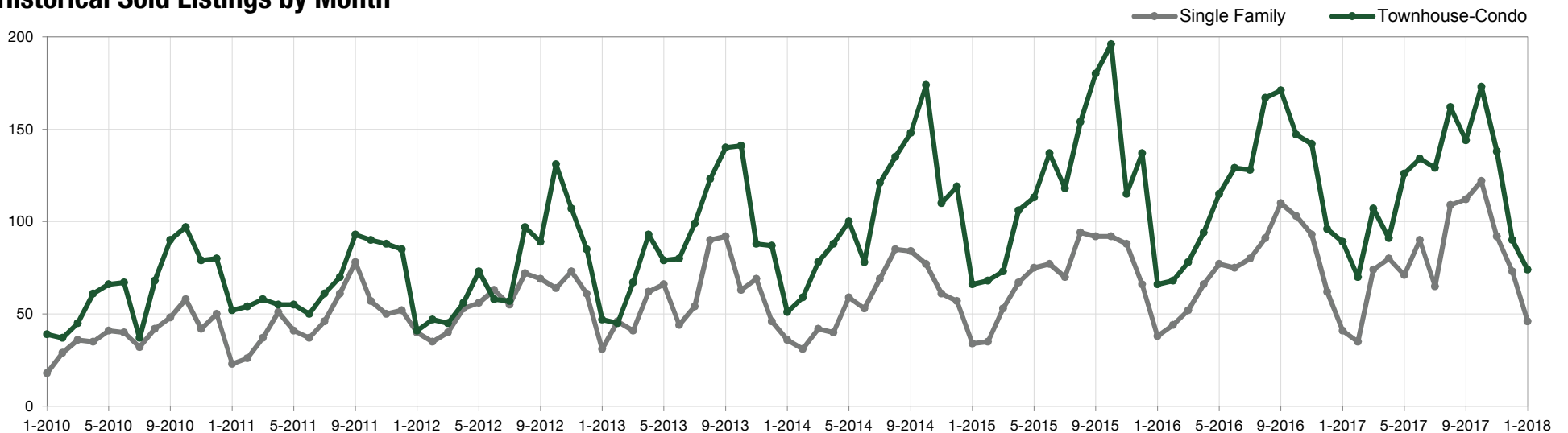


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	35	-20.5%	70	+2.9%
Mar-2017	74	+42.3%	107	+37.2%
Apr-2017	80	+21.2%	91	-3.2%
May-2017	71	-7.8%	126	+9.6%
Jun-2017	90	+20.0%	134	+3.9%
Jul-2017	65	-18.8%	129	+0.8%
Aug-2017	109	+19.8%	162	-3.0%
Sep-2017	112	+1.8%	144	-15.8%
Oct-2017	122	+18.4%	173	+17.7%
Nov-2017	92	-1.1%	138	-2.8%
Dec-2017	73	+17.7%	90	-6.3%
Jan-2018	46	+12.2%	74	-16.9%

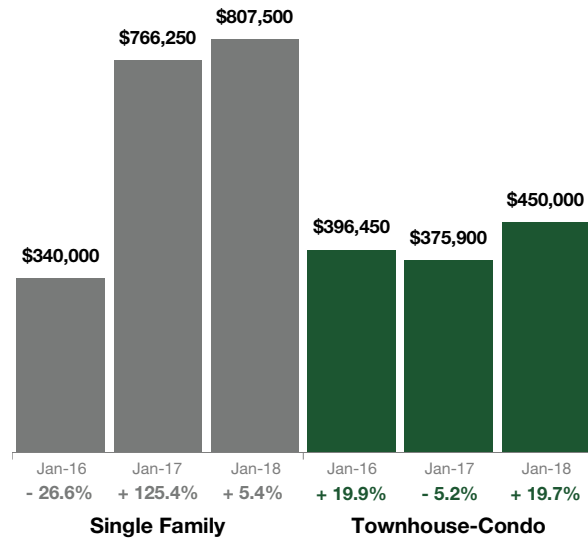
Historical Sold Listings by Month



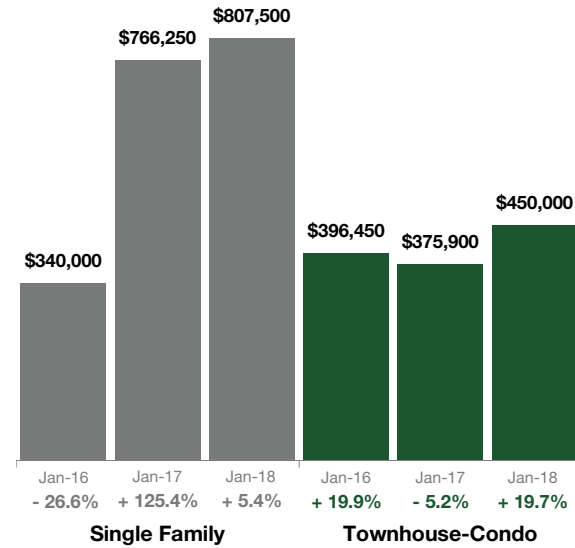
Median Sales Price



January

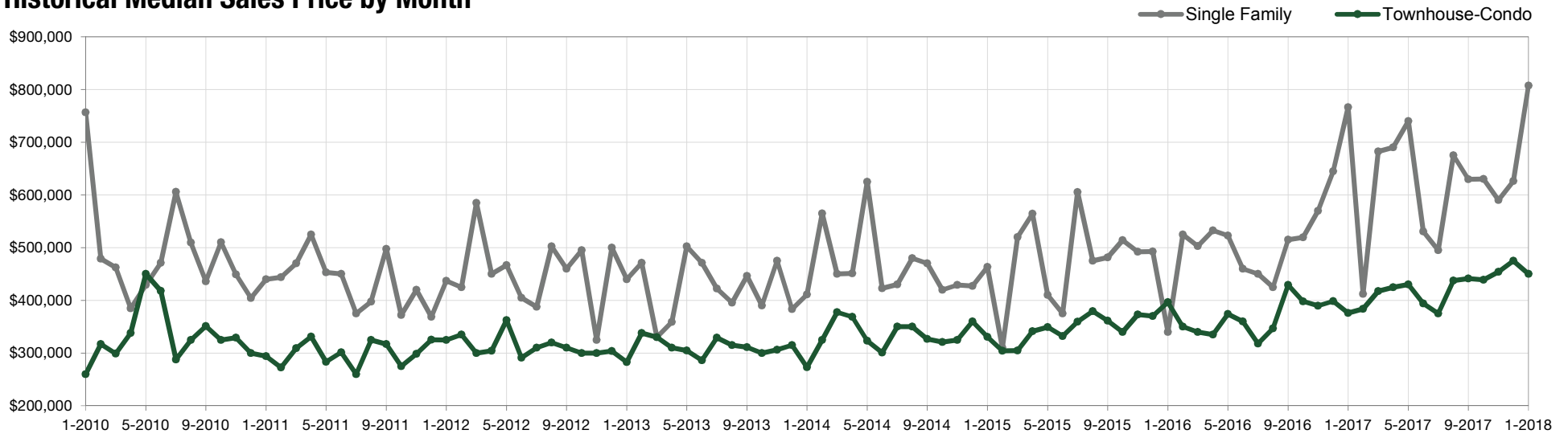


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	\$412,000	-21.5%	\$384,000	+9.7%
Mar-2017	\$682,500	+35.7%	\$417,500	+22.8%
Apr-2017	\$690,000	+29.6%	\$425,000	+26.9%
May-2017	\$739,900	+41.5%	\$429,950	+15.0%
Jun-2017	\$530,500	+15.3%	\$394,250	+9.5%
Jul-2017	\$495,000	+10.0%	\$375,000	+17.9%
Aug-2017	\$674,900	+58.8%	\$437,667	+26.1%
Sep-2017	\$629,725	+22.3%	\$441,250	+2.9%
Oct-2017	\$630,309	+21.4%	\$439,000	+10.3%
Nov-2017	\$590,000	+3.5%	\$454,000	+16.5%
Dec-2017	\$626,095	-2.9%	\$475,000	+19.2%
Jan-2018	\$807,500	+5.4%	\$450,000	+19.7%

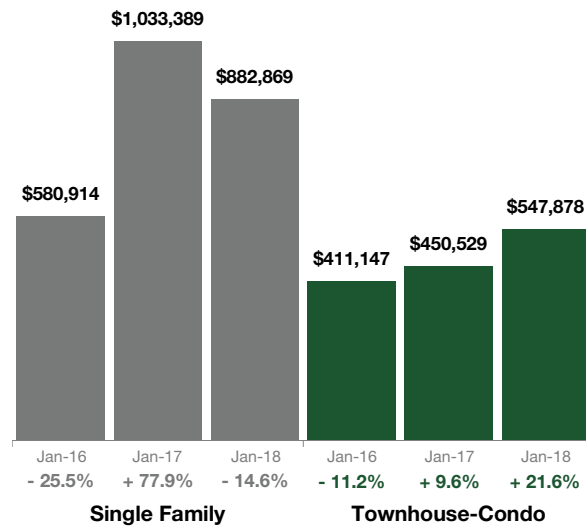
Historical Median Sales Price by Month



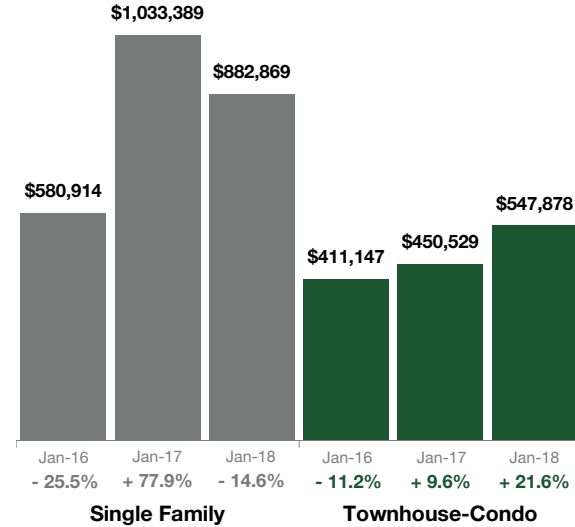
Average Sales Price



January

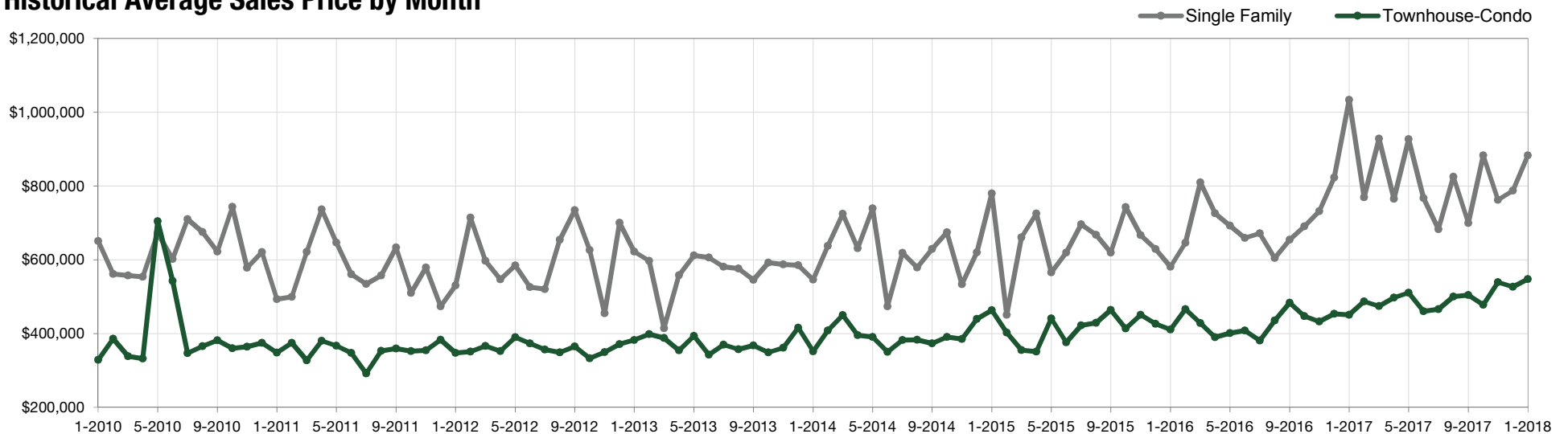


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	\$769,127	+19.1%	\$486,940	+4.4%
Mar-2017	\$927,969	+14.6%	\$474,390	+10.8%
Apr-2017	\$765,390	+5.4%	\$497,681	+27.6%
May-2017	\$927,045	+33.8%	\$510,719	+27.3%
Jun-2017	\$767,127	+16.3%	\$460,514	+12.7%
Jul-2017	\$682,774	+1.7%	\$465,804	+22.3%
Aug-2017	\$825,275	+36.4%	\$500,076	+14.9%
Sep-2017	\$699,688	+7.0%	\$504,356	+4.4%
Oct-2017	\$882,796	+27.8%	\$477,740	+6.8%
Nov-2017	\$762,445	+4.2%	\$538,974	+24.5%
Dec-2017	\$787,648	-4.3%	\$526,411	+16.1%
Jan-2018	\$882,869	-14.6%	\$547,878	+21.6%

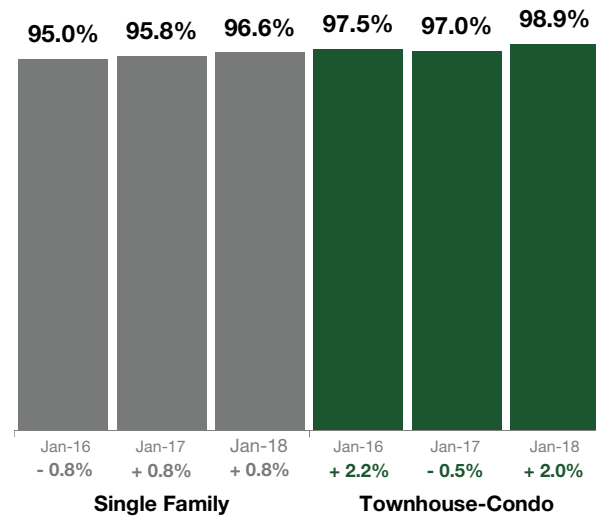
Historical Average Sales Price by Month



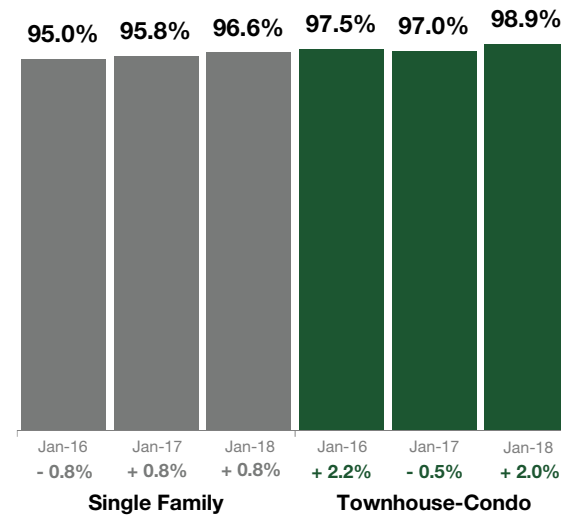
Percent of List Price Received



January

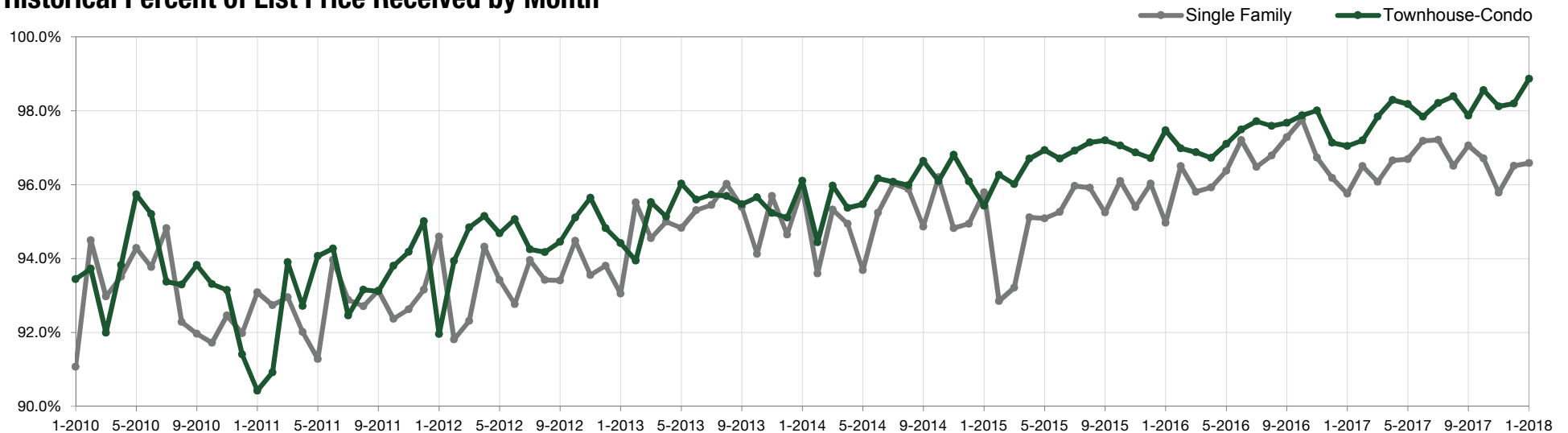


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	96.5%	0.0%	97.2%	+0.2%
Mar-2017	96.1%	+0.3%	97.8%	+0.9%
Apr-2017	96.7%	+0.8%	98.3%	+1.7%
May-2017	96.7%	+0.3%	98.2%	+1.1%
Jun-2017	97.2%	0.0%	97.8%	+0.3%
Jul-2017	97.2%	+0.7%	98.2%	+0.5%
Aug-2017	96.5%	-0.3%	98.4%	+0.8%
Sep-2017	97.1%	-0.2%	97.9%	+0.2%
Oct-2017	96.7%	-1.1%	98.6%	+0.7%
Nov-2017	95.8%	-0.9%	98.1%	+0.1%
Dec-2017	96.5%	+0.3%	98.2%	+1.1%
Jan-2018	96.6%	+0.8%	98.9%	+2.0%

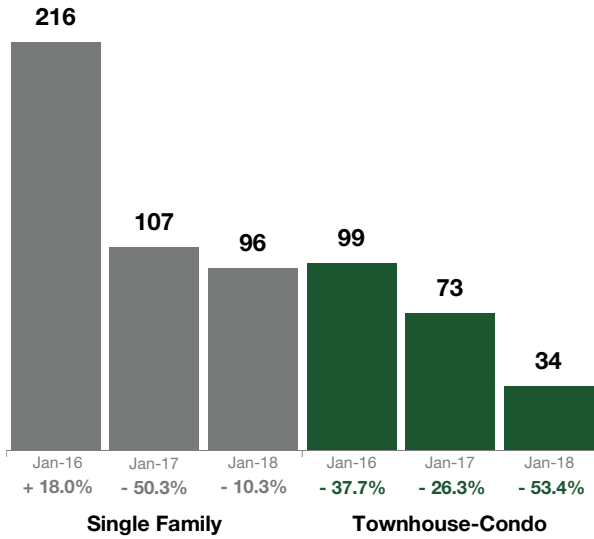
Historical Percent of List Price Received by Month



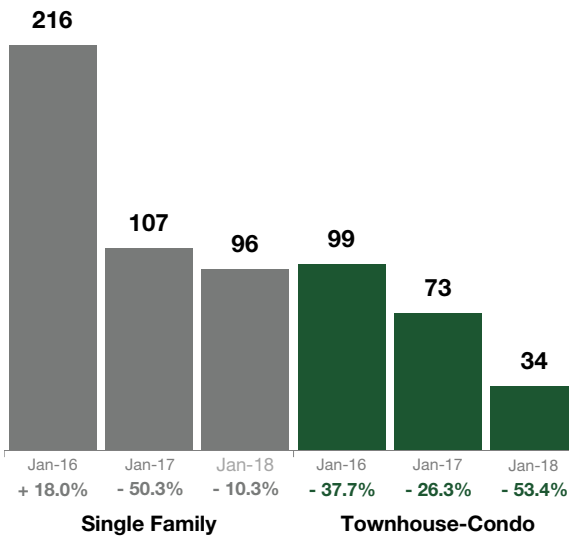
Days on Market Until Sale



January

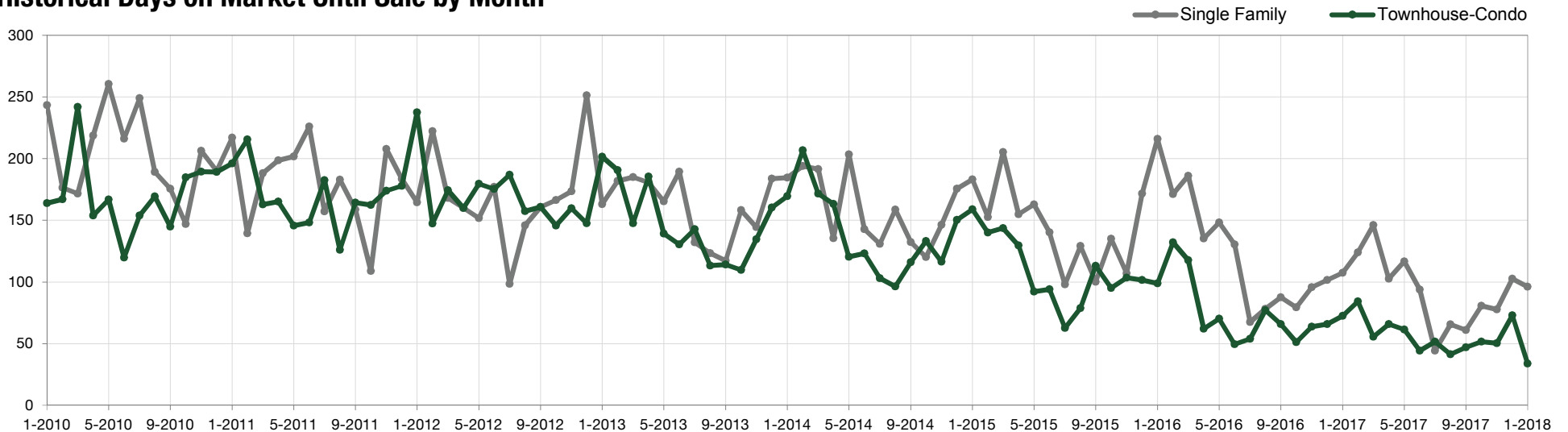


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	124	-27.5%	84	-36.4%
Mar-2017	146	-21.5%	55	-53.4%
Apr-2017	103	-23.7%	66	+6.5%
May-2017	117	-20.9%	61	-12.9%
Jun-2017	94	-27.7%	44	-10.2%
Jul-2017	44	-35.3%	52	-3.7%
Aug-2017	66	-15.4%	41	-46.8%
Sep-2017	61	-30.7%	47	-28.8%
Oct-2017	81	+2.5%	52	+2.0%
Nov-2017	78	-18.8%	50	-21.9%
Dec-2017	103	+1.0%	73	+10.6%
Jan-2018	96	-10.3%	34	-53.4%

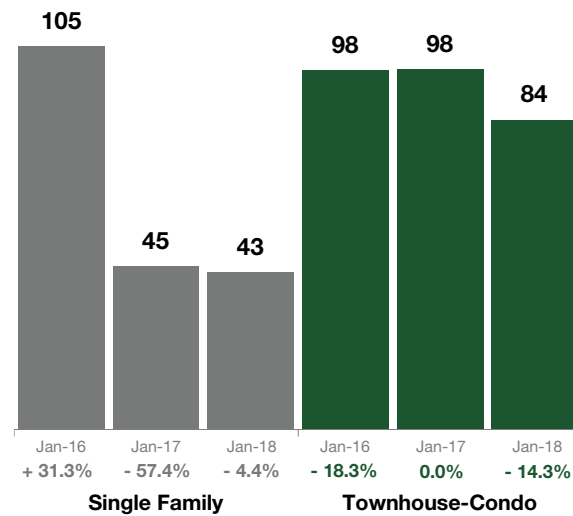
Historical Days on Market Until Sale by Month



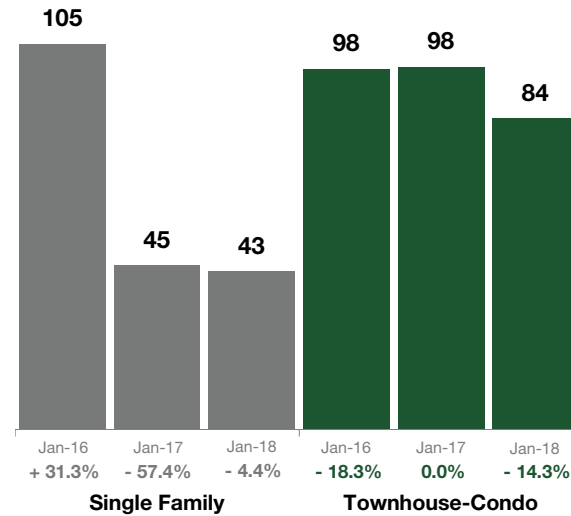
Housing Affordability Index



January

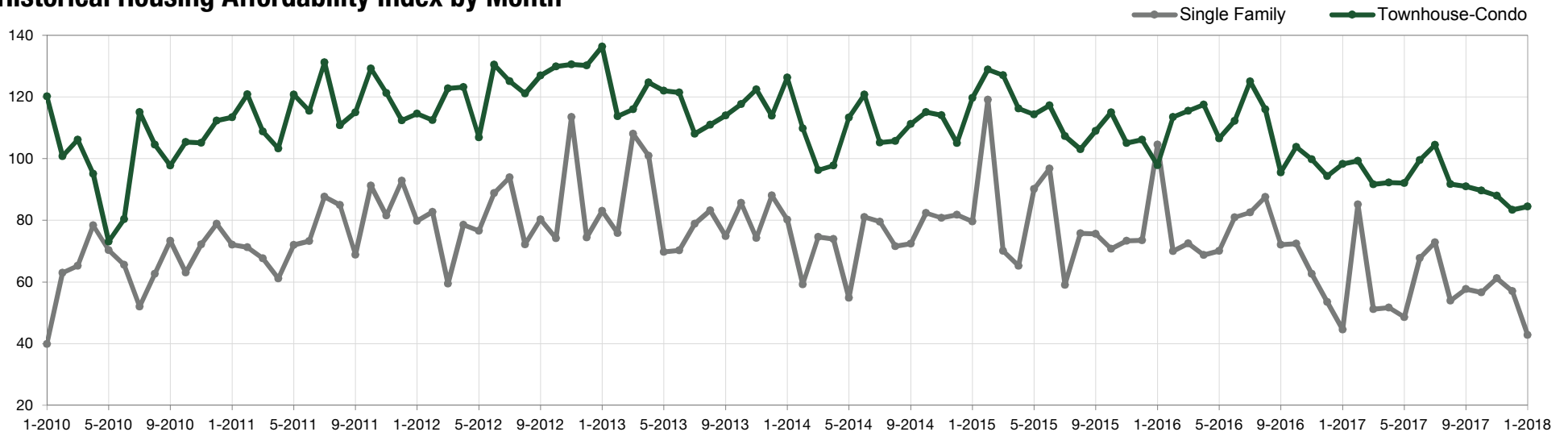


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	85	+21.4%	99	-12.4%
Mar-2017	51	-29.2%	92	-20.0%
Apr-2017	52	-24.6%	92	-21.4%
May-2017	49	-30.0%	92	-14.0%
Jun-2017	68	-16.0%	100	-10.7%
Jul-2017	73	-12.0%	104	-16.8%
Aug-2017	54	-38.6%	92	-20.7%
Sep-2017	58	-19.4%	91	-5.2%
Oct-2017	57	-20.8%	90	-13.5%
Nov-2017	61	-3.2%	88	-12.0%
Dec-2017	57	+5.6%	83	-11.7%
Jan-2018	43	-4.4%	84	-14.3%

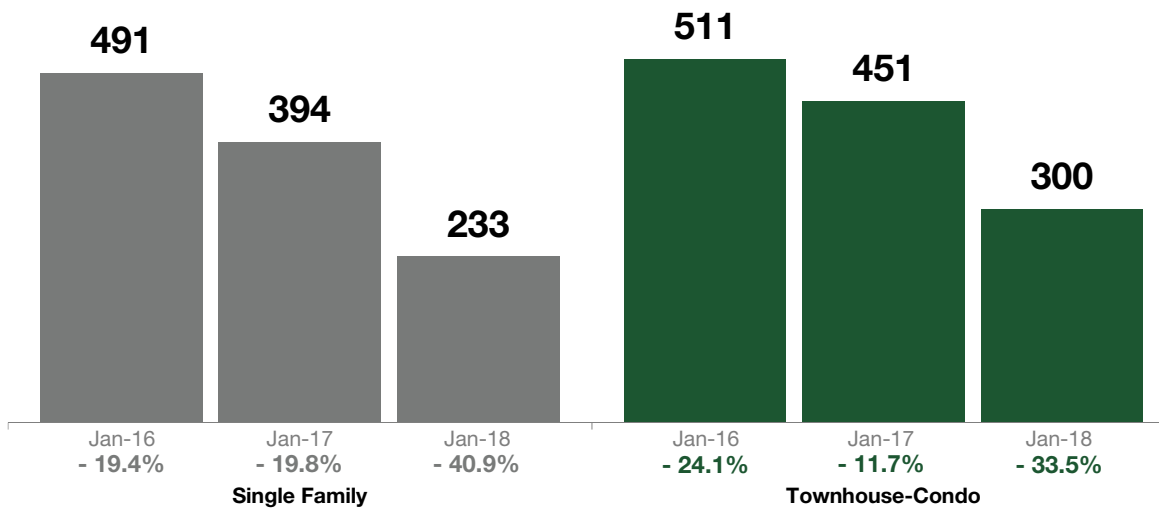
Historical Housing Affordability Index by Month



Inventory of Active Listings

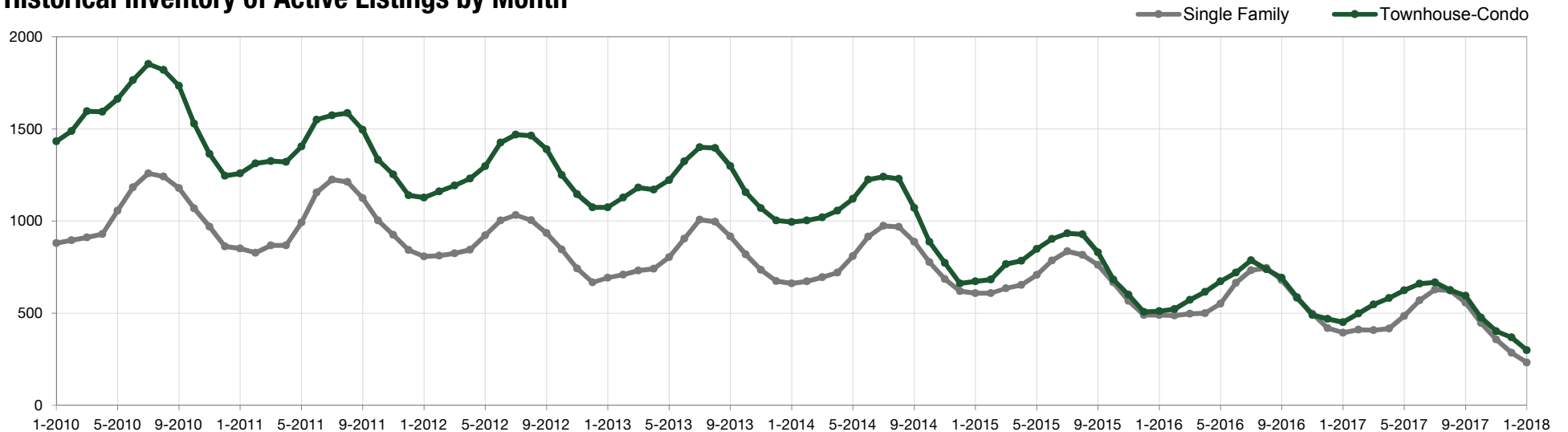


January



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	411	-15.6%	499	-4.6%
Mar-2017	408	-17.9%	547	-4.4%
Apr-2017	416	-16.8%	582	-5.5%
May-2017	485	-12.1%	624	-7.3%
Jun-2017	570	-14.3%	661	-8.2%
Jul-2017	629	-14.2%	668	-15.1%
Aug-2017	623	-16.5%	625	-15.4%
Sep-2017	558	-17.9%	595	-14.0%
Oct-2017	447	-23.2%	477	-18.6%
Nov-2017	358	-28.0%	403	-17.9%
Dec-2017	286	-31.7%	369	-21.5%
Jan-2018	233	-40.9%	300	-33.5%

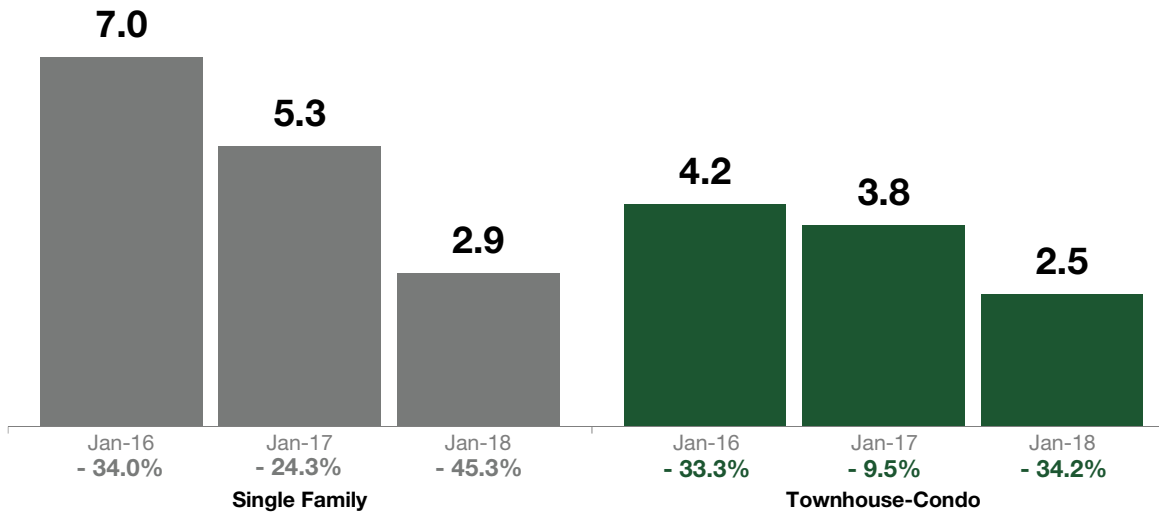
Historical Inventory of Active Listings by Month



Months Supply of Inventory

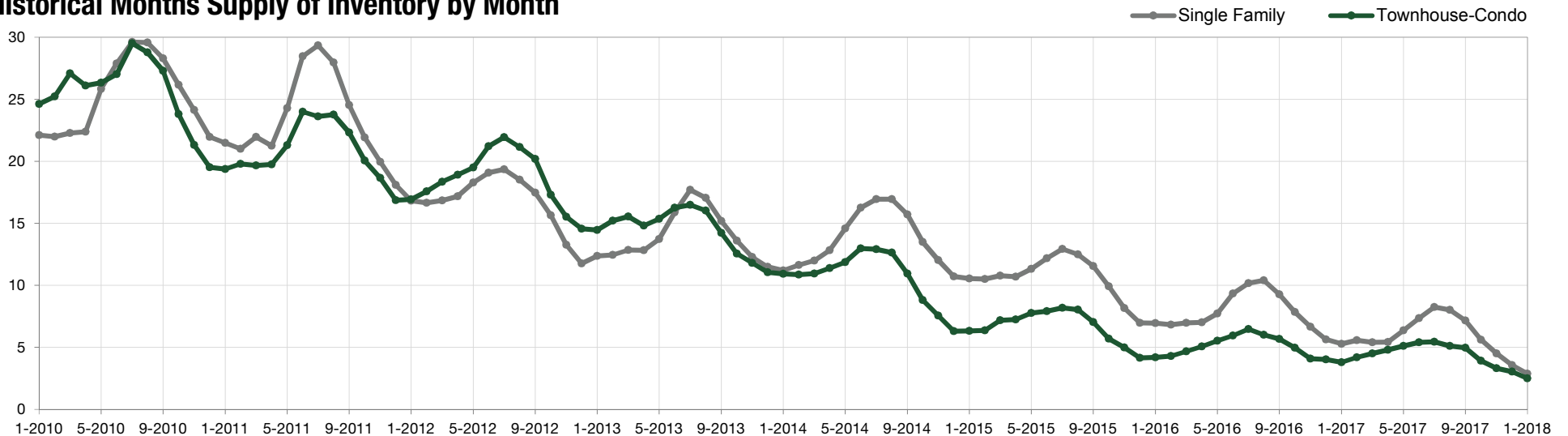


January



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	5.6	-17.6%	4.2	-2.3%
Mar-2017	5.4	-22.9%	4.5	-4.3%
Apr-2017	5.4	-22.9%	4.8	-5.9%
May-2017	6.4	-16.9%	5.1	-7.3%
Jun-2017	7.4	-20.4%	5.4	-10.0%
Jul-2017	8.2	-19.6%	5.5	-15.4%
Aug-2017	8.0	-23.1%	5.1	-15.0%
Sep-2017	7.2	-22.6%	5.0	-12.3%
Oct-2017	5.6	-28.2%	3.9	-22.0%
Nov-2017	4.5	-32.8%	3.3	-19.5%
Dec-2017	3.6	-35.7%	3.0	-25.0%
Jan-2018	2.9	-45.3%	2.5	-34.2%

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.



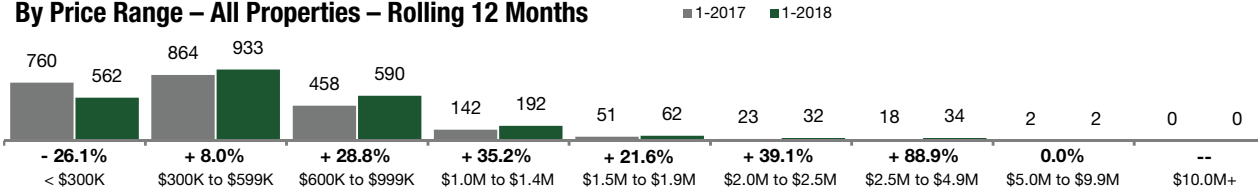
Key Metrics	Historical Sparkbars	1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		125	146	+ 16.8%	125	146	+ 16.8%
Pending Sales		133	243	+ 82.7%	133	243	+ 82.7%
Sold Listings		130	120	- 7.7%	130	120	- 7.7%
Median Sales Price		\$420,000	\$520,000	+ 23.8%	\$420,000	\$520,000	+ 23.8%
Average Sales Price		\$634,354	\$676,291	+ 6.6%	\$634,354	\$676,291	+ 6.6%
Pct. of List Price Received		96.6%	98.0%	+ 1.4%	96.6%	98.0%	+ 1.4%
Days on Market Until Sale		83	58	- 30.1%	83	58	- 30.1%
Housing Affordability Index		81	66	- 18.5%	81	66	- 18.5%
Inventory of Active Listings		845	533	- 36.9%	--	--	--
Months Supply of Inventory		4.4	2.7	- 38.6%	--	--	--

Sold Listings

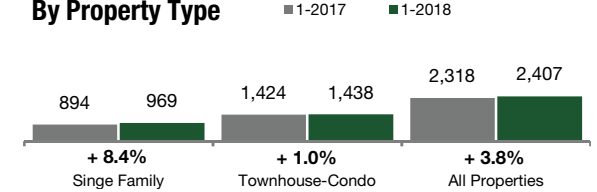
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	1-2017	1-2018	Change	1-2017	1-2018	Change
\$299,999 and Below	249	226	-9.2%	511	336	-34.2%
\$300,000 to \$599,999	239	239	0.0%	625	694	+11.0%
\$600,000 to \$999,999	219	245	+11.9%	239	345	+44.4%
\$1,000,000 to \$1,499,999	104	146	+40.4%	38	46	+21.1%
\$1,500,000 to \$1,999,999	46	51	+10.9%	5	11	+120.0%
\$2,000,000 to \$2,499,999	18	28	+55.6%	5	4	-20.0%
\$2,500,000 to \$4,999,999	17	32	+88.2%	1	2	+100.0%
\$5,000,000 to \$9,999,999	2	2	0.0%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	894	969	+8.4%	1,424	1,438	+1.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2017	1-2018	Change	12-2017	1-2018	Change
\$299,999 and Below	16	10	-37.5%	22	16	-27.3%
\$300,000 to \$599,999	19	7	-63.2%	45	34	-24.4%
\$600,000 to \$999,999	21	12	-42.9%	18	19	+5.6%
\$1,000,000 to \$1,499,999	12	13	+8.3%	2	3	+50.0%
\$1,500,000 to \$1,999,999	3	1	-66.7%	2	1	-50.0%
\$2,000,000 to \$2,499,999	0	2	--	1	1	0.0%
\$2,500,000 to \$4,999,999	1	1	0.0%	0	0	--
\$5,000,000 to \$9,999,999	1	0	-100.0%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	73	46	-37.0%	90	74	-17.8%

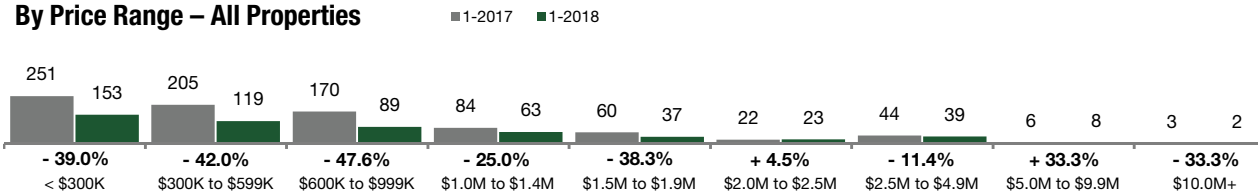
Year to Date

By Price Range	Single Family			Condo		
	1-2017	1-2018	Change	1-2017	1-2018	Change
\$299,999 and Below	6	10	+66.7%	29	16	-44.8%
\$300,000 to \$599,999	9	7	-22.2%	42	34	-19.0%
\$600,000 to \$999,999	9	12	+33.3%	13	19	+46.2%
\$1,000,000 to \$1,499,999	8	13	+62.5%	2	3	+50.0%
\$1,500,000 to \$1,999,999	3	1	-66.7%	2	1	-50.0%
\$2,000,000 to \$2,499,999	3	2	-33.3%	0	1	--
\$2,500,000 to \$4,999,999	3	1	-66.7%	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	41	46	+12.2%	89	74	-16.9%

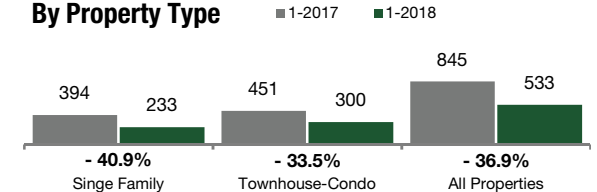
Inventory of Active Listings

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		
	1-2017	1-2018	Change	1-2017	1-2018	Change
\$299,999 and Below	74	30	-59.5%	177	123	-30.5%
\$300,000 to \$599,999	90	54	-40.0%	115	65	-43.5%
\$600,000 to \$999,999	62	31	-50.0%	108	58	-46.3%
\$1,000,000 to \$1,499,999	59	32	-45.8%	25	31	+24.0%
\$1,500,000 to \$1,999,999	43	21	-51.2%	17	16	-5.9%
\$2,000,000 to \$2,499,999	16	17	+6.3%	6	6	0.0%
\$2,500,000 to \$4,999,999	41	38	-7.3%	3	1	-66.7%
\$5,000,000 to \$9,999,999	6	8	+33.3%	0	0	--
\$10,000,000 and Above	3	2	-33.3%	0	0	--
All Price Ranges	394	233	-40.9%	451	300	-33.5%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2017	1-2018	Change	12-2017	1-2018	Change
\$299,999 and Below	37	30	-18.9%	143	123	-14.0%
\$300,000 to \$599,999	65	54	-16.9%	88	65	-26.1%
\$600,000 to \$999,999	53	31	-41.5%	81	58	-28.4%
\$1,000,000 to \$1,499,999	41	32	-22.0%	30	31	+3.3%
\$1,500,000 to \$1,999,999	22	21	-4.5%	20	16	-20.0%
\$2,000,000 to \$2,499,999	18	17	-5.6%	6	6	0.0%
\$2,500,000 to \$4,999,999	40	38	-5.0%	1	1	0.0%
\$5,000,000 to \$9,999,999	8	8	0.0%	0	0	--
\$10,000,000 and Above	2	2	0.0%	0	0	--
All Price Ranges	286	233	-18.5%	369	300	-18.7%

Year to Date

By Price Range	Single Family			Condo		
	1-2017	1-2018	Change	1-2017	1-2018	Change
\$299,999 and Below	6	10	+66.7%	29	16	-44.8%
\$300,000 to \$599,999	9	7	-22.2%	42	34	-19.0%
\$600,000 to \$999,999	9	12	+33.3%	13	19	+46.2%
\$1,000,000 to \$1,499,999	8	13	+62.5%	2	3	+50.0%
\$1,500,000 to \$1,999,999	3	1	-66.7%	2	1	-50.0%
\$2,000,000 to \$2,499,999	3	2	-33.3%	0	1	--
\$2,500,000 to \$4,999,999	3	1	-66.7%	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	41	46	+12.2%	89	74	-16.9%

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.