

Monthly Indicators



January 2019

Percent changes calculated using year-over-year comparisons.

New Listings were down 15.8 percent for single family homes and 43.3 percent for townhouse-condo properties. Pending Sales decreased 17.1 percent for single family homes and 8.5 percent for townhouse-condo properties.

The Median Sales Price was up 7.0 percent to \$630,000 for single family homes and 24.7 percent to \$530,000 for townhouse-condo properties. Days on Market decreased 17.8 percent for single family homes and 2.4 percent for condo properties.

While the home affordability topic will continue to set the tone for the 2019 housing market, early signs point to an improving inventory situation, including in several markets that are beginning to show regular year-over-year percentage increases. As motivated sellers attempt to get a jump on annual goals, many new listings enter the market immediately after the turn of a calendar year. If home price appreciation falls more in line with wage growth, and rates can hold firm, consumer confidence and affordability are likely to improve.

Activity Snapshot

- 15.3% **+ 18.2%** **- 6.5%**

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 Pitkin, Eagle, Garfield, Gunnison, Mesa, Delta and Moffat 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	1-2018	1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		76	64	- 15.8%	76	64	- 15.8%
Pending Sales		76	63	- 17.1%	76	63	- 17.1%
Sold Listings		55	42	- 23.6%	55	42	- 23.6%
Median Sales Price		\$589,000	\$630,000	+ 7.0%	\$589,000	\$630,000	+ 7.0%
Avg. Sales Price		\$1,304,751	\$2,520,392	+ 93.2%	\$1,304,751	\$2,520,392	+ 93.2%
Pct. of List Price Received		96.4%	97.2%	+ 0.8%	96.4%	97.2%	+ 0.8%
Days on Market		118	97	- 17.8%	118	97	- 17.8%
Affordability Index		59	54	- 8.5%	59	54	- 8.5%
Active Listings		602	547	- 9.1%	--	--	--
Months Supply		7.6	6.9	- 9.2%	--	--	--

Townhouse-Condo Market Overview



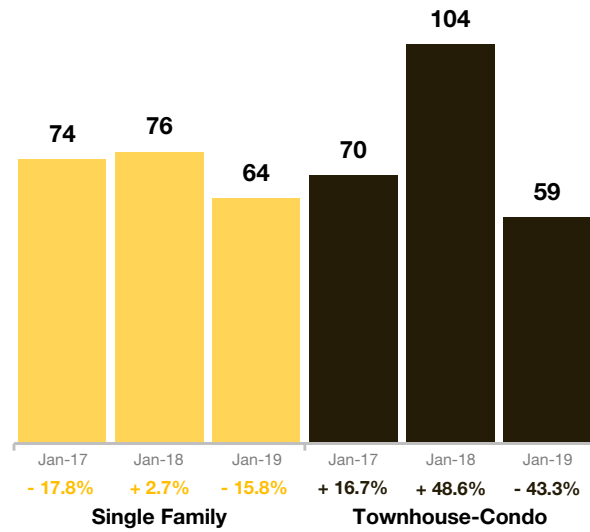
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	1-2018	1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		104	59	- 43.3%	104	59	- 43.3%
Pending Sales		47	43	- 8.5%	47	43	- 8.5%
Sold Listings		43	41	- 4.7%	43	41	- 4.7%
Median Sales Price		\$425,000	\$530,000	+ 24.7%	\$425,000	\$530,000	+ 24.7%
Avg. Sales Price		\$1,802,527	\$1,344,031	- 25.4%	\$1,802,527	\$1,344,031	- 25.4%
Pct. of List Price Received		96.7%	96.9%	+ 0.2%	96.7%	96.9%	+ 0.2%
Days on Market		125	122	- 2.4%	125	122	- 2.4%
Affordability Index		89	72	- 19.1%	89	72	- 19.1%
Active Listings		391	381	- 2.6%	--	--	--
Months Supply		7.2	7.0	- 2.8%	--	--	--

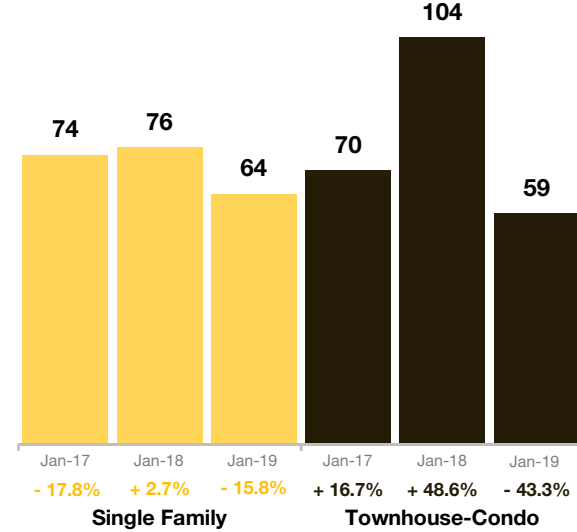
New Listings



January

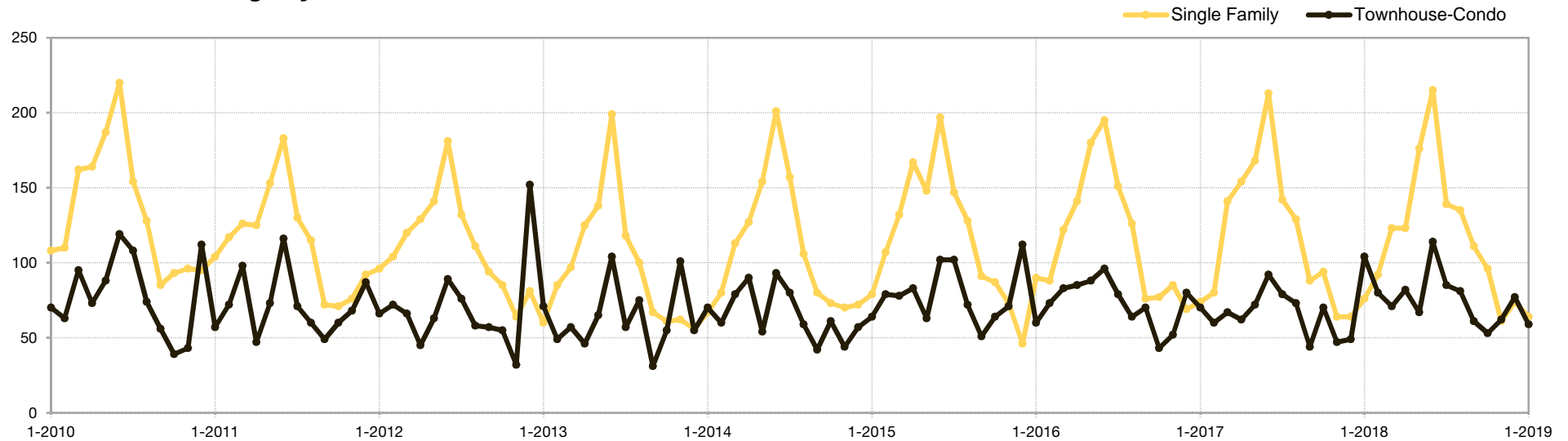


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2018	92	+15.0%	80	+33.3%
Mar-2018	123	-12.8%	71	+6.0%
Apr-2018	123	-20.1%	82	+32.3%
May-2018	176	+4.8%	67	-6.9%
Jun-2018	215	+0.9%	114	+23.9%
Jul-2018	139	-2.1%	85	+7.6%
Aug-2018	135	+4.7%	81	+11.0%
Sep-2018	111	+26.1%	61	+38.6%
Oct-2018	96	+2.1%	53	-24.3%
Nov-2018	61	-4.7%	62	+31.9%
Dec-2018	74	+15.6%	77	+57.1%
Jan-2019	64	-15.8%	59	-43.3%

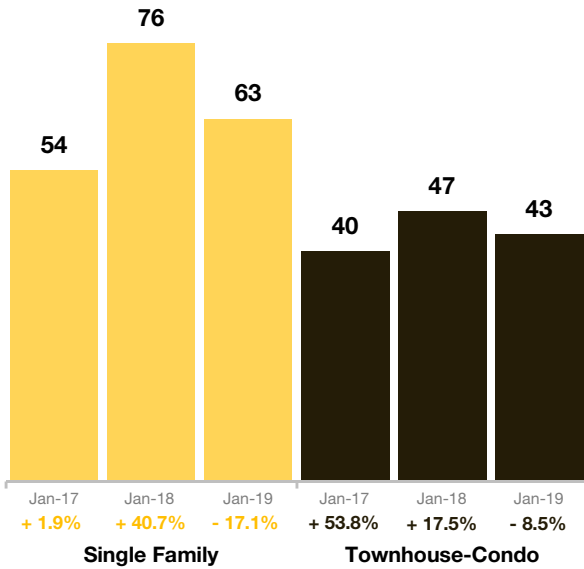
Historical New Listings by Month



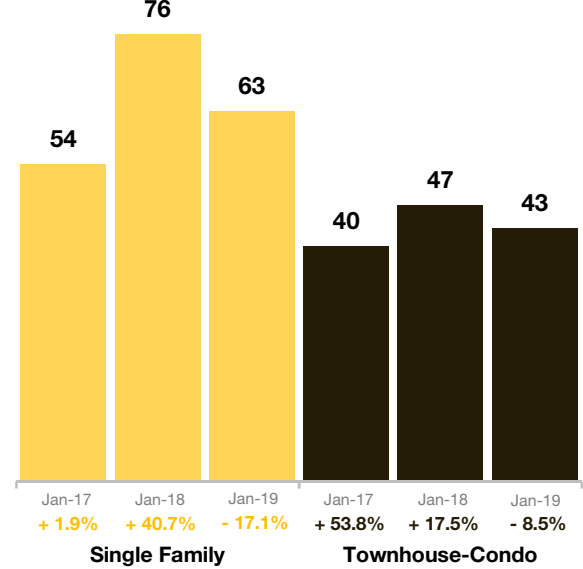
Pending Sales



January

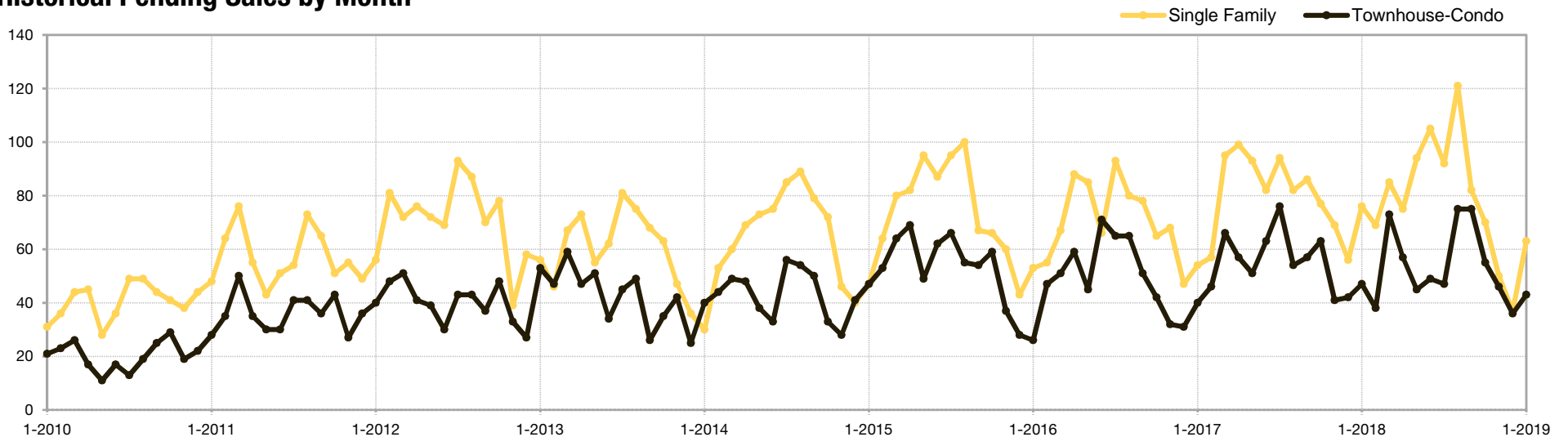


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2018	69	+21.1%	38	-17.4%
Mar-2018	85	-10.5%	73	+10.6%
Apr-2018	75	-24.2%	57	0.0%
May-2018	94	+1.1%	45	-11.8%
Jun-2018	105	+28.0%	49	-22.2%
Jul-2018	92	-2.1%	47	-38.2%
Aug-2018	121	+47.6%	75	+38.9%
Sep-2018	82	-4.7%	75	+31.6%
Oct-2018	70	-9.1%	55	-12.7%
Nov-2018	50	-27.5%	46	+12.2%
Dec-2018	37	-33.9%	36	-14.3%
Jan-2019	63	-17.1%	43	-8.5%

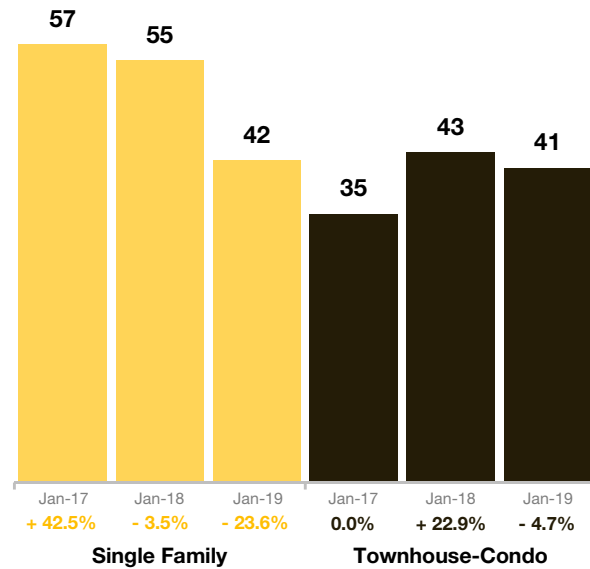
Historical Pending Sales by Month



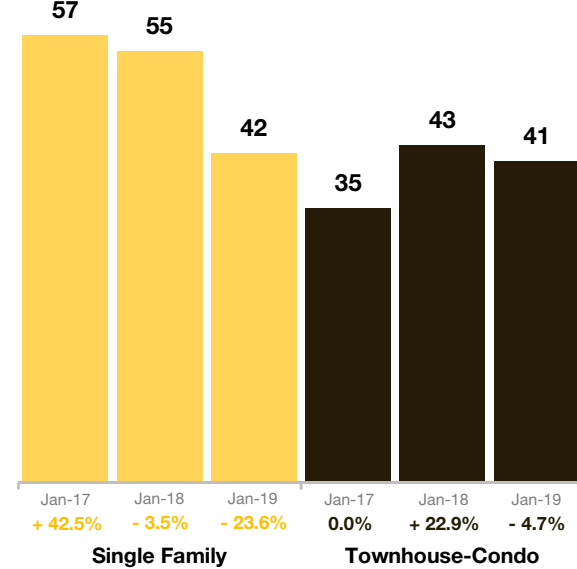
Sold Listings



January

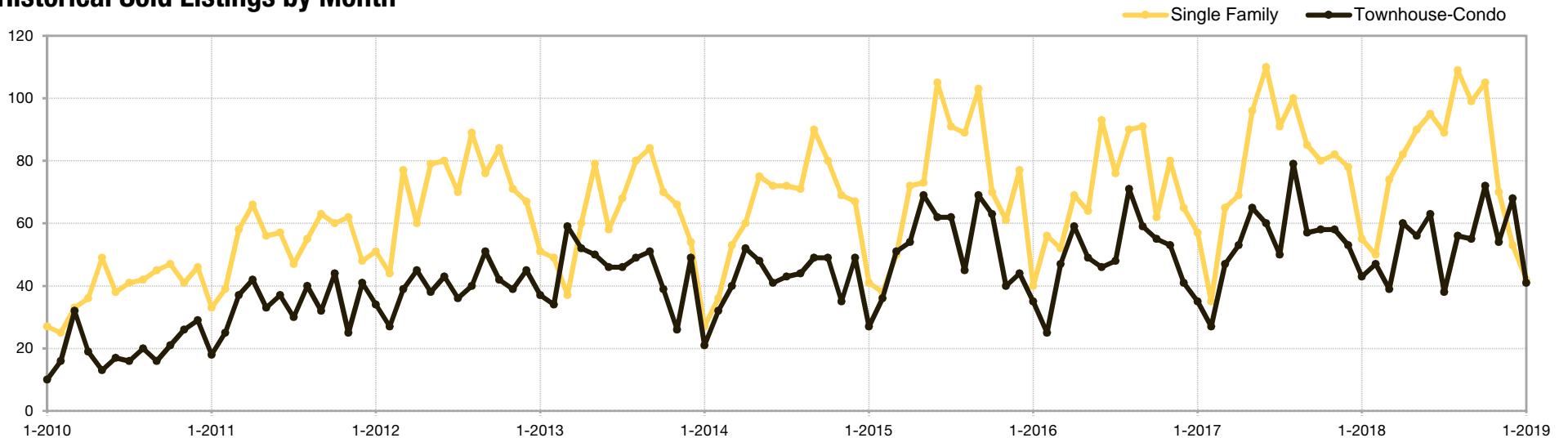


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2018	50	+42.9%	47	+74.1%
Mar-2018	74	+13.8%	39	-17.0%
Apr-2018	82	+18.8%	60	+13.2%
May-2018	90	-6.3%	56	-13.8%
Jun-2018	95	-13.6%	63	+5.0%
Jul-2018	89	-2.2%	38	-24.0%
Aug-2018	109	+9.0%	56	-29.1%
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%	41	-4.7%

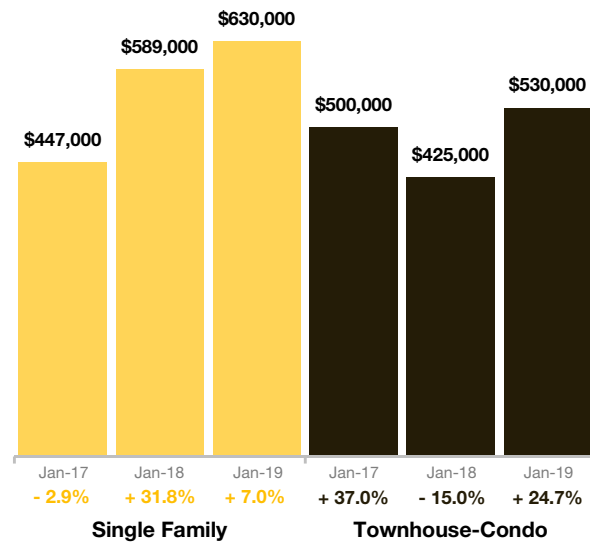
Historical Sold Listings by Month



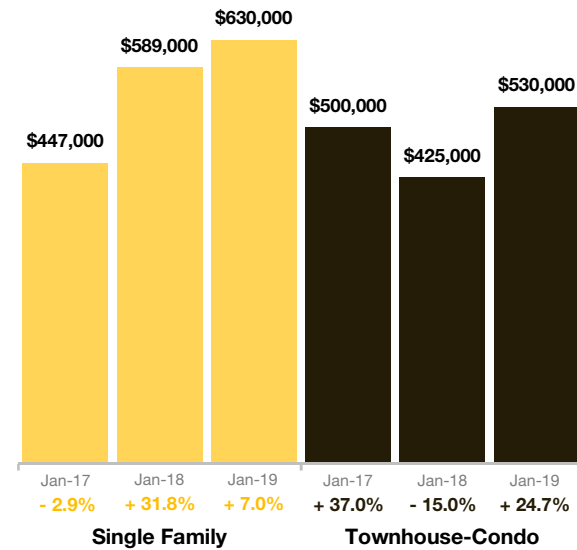
Median Sales Price



January

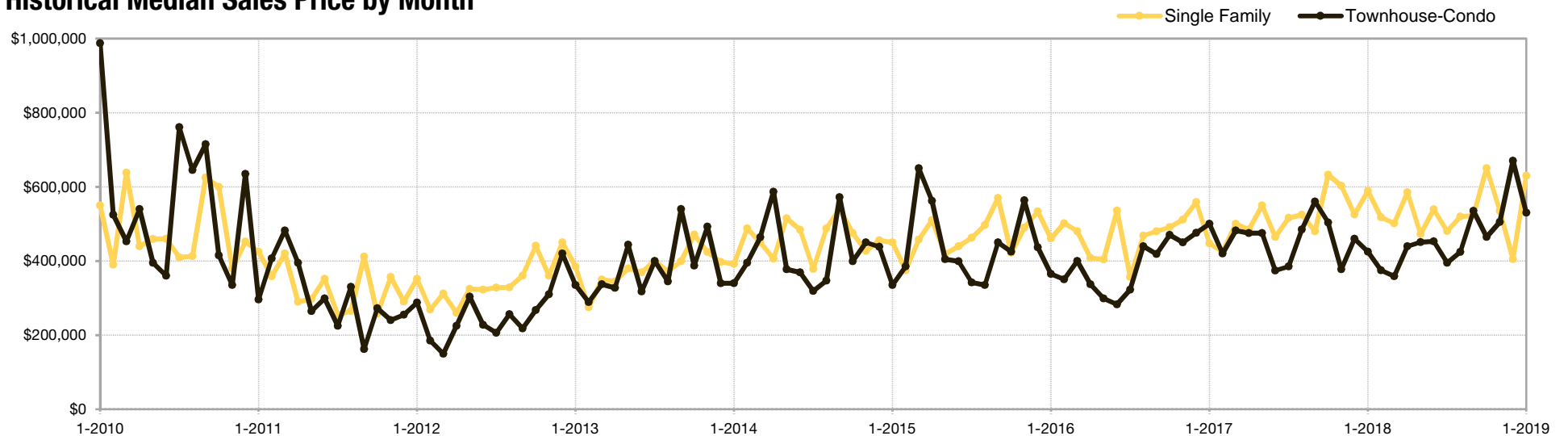


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2018	\$517,500	+21.8%	\$375,000	-10.7%
Mar-2018	\$501,500	+0.3%	\$359,000	-25.5%
Apr-2018	\$585,000	+20.6%	\$440,000	-7.4%
May-2018	\$472,500	-14.1%	\$451,004	-5.1%
Jun-2018	\$539,000	+15.9%	\$453,000	+21.2%
Jul-2018	\$481,000	-6.8%	\$395,000	+2.6%
Aug-2018	\$519,500	-1.0%	\$424,500	-12.5%
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%

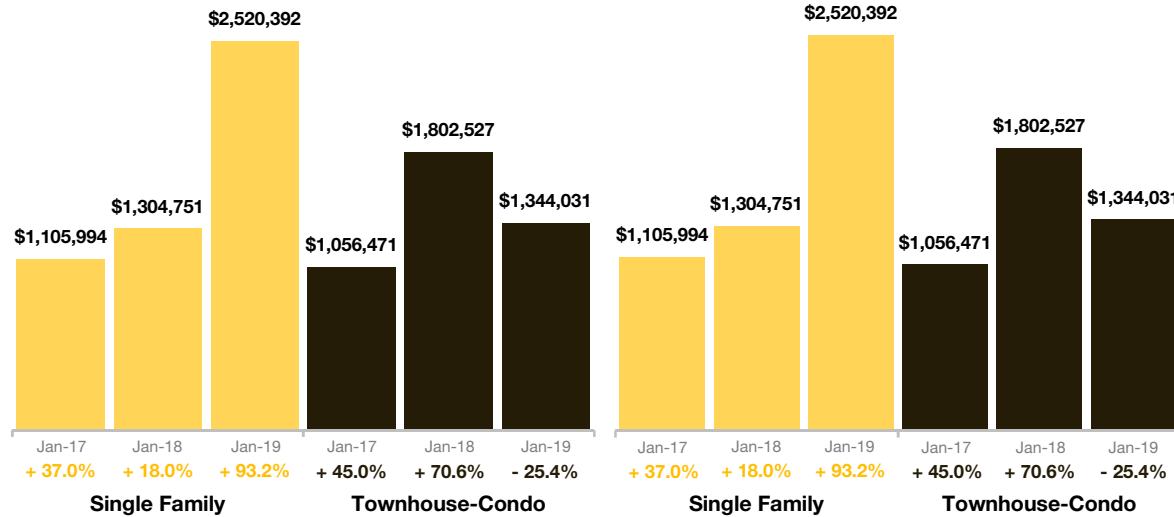
Historical Median Sales Price by Month



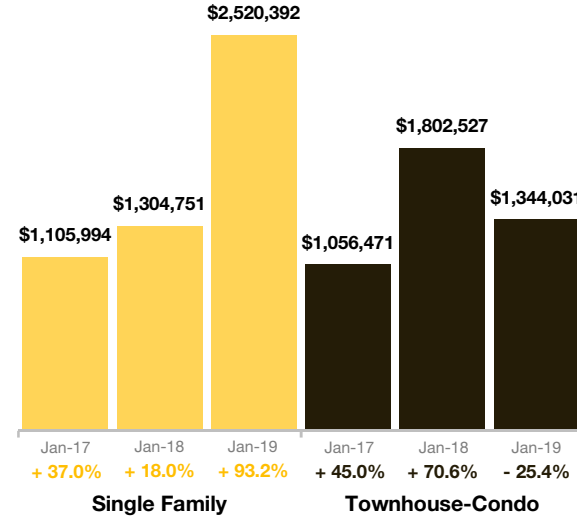
Average Sales Price



January

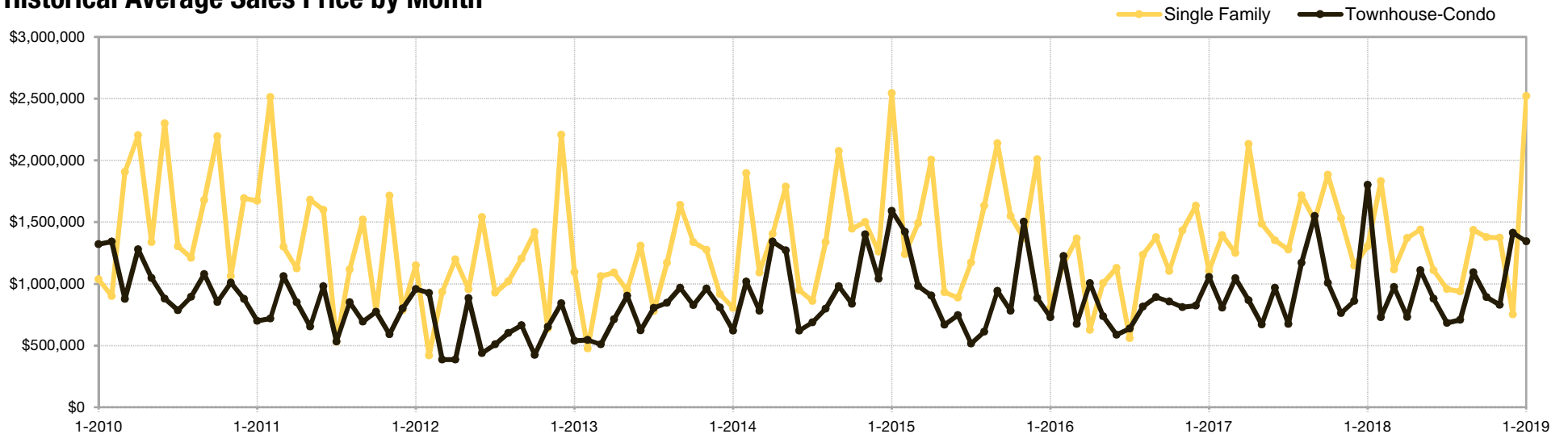


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2018	\$1,830,371	+31.2%	\$728,569	-9.8%
Mar-2018	\$1,115,226	-10.7%	\$974,357	-6.8%
Apr-2018	\$1,370,707	-35.7%	\$731,463	-15.7%
May-2018	\$1,438,359	-3.2%	\$1,109,066	+65.4%
Jun-2018	\$1,108,841	-18.1%	\$879,005	-9.2%
Jul-2018	\$958,120	-25.0%	\$684,293	+1.3%
Aug-2018	\$939,428	-45.3%	\$708,746	-39.5%
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%	\$1,344,031	-25.4%

Historical Average Sales Price by Month

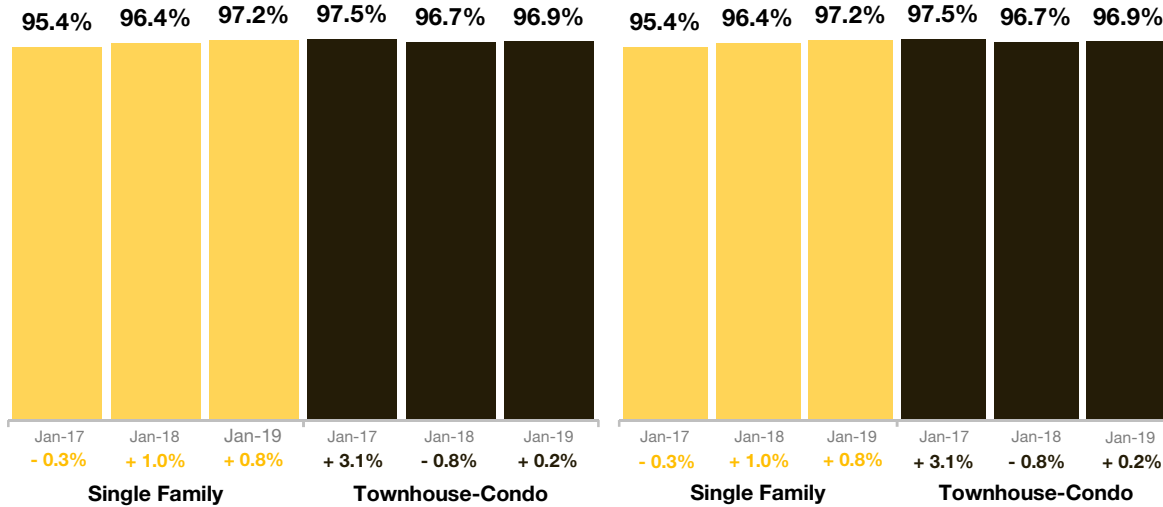


Percent of List Price Received



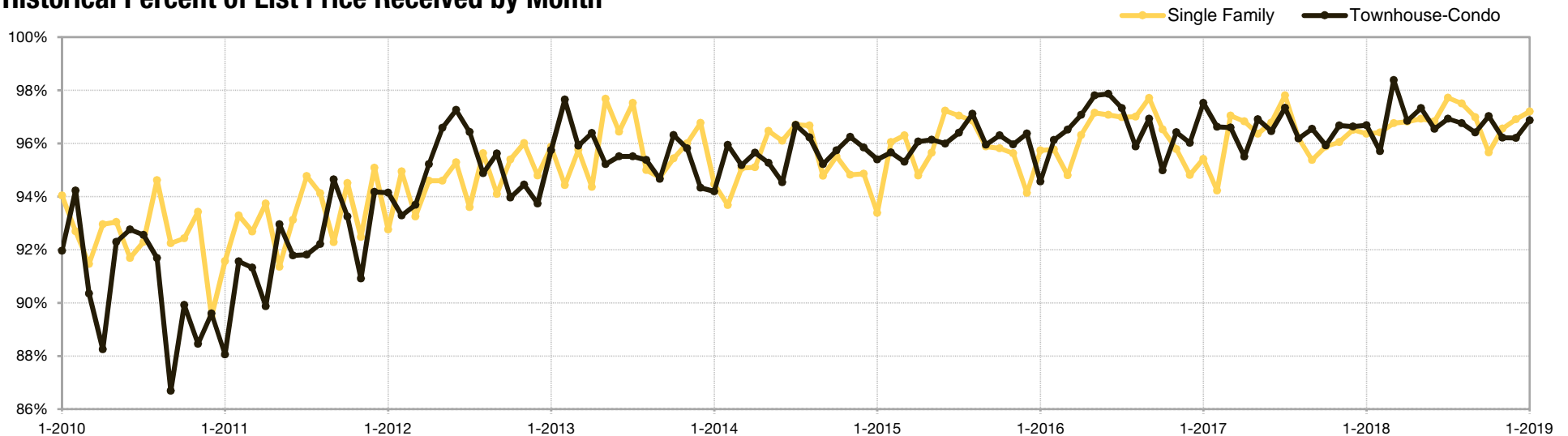
January

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2018	96.4%	+2.3%	95.7%	-0.9%
Mar-2018	96.8%	-0.2%	98.4%	+1.9%
Apr-2018	96.8%	0.0%	96.9%	+1.5%
May-2018	96.9%	+0.5%	97.3%	+0.4%
Jun-2018	96.8%	0.0%	96.5%	0.0%
Jul-2018	97.7%	-0.1%	96.9%	-0.4%
Aug-2018	97.5%	+1.4%	96.8%	+0.6%
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%

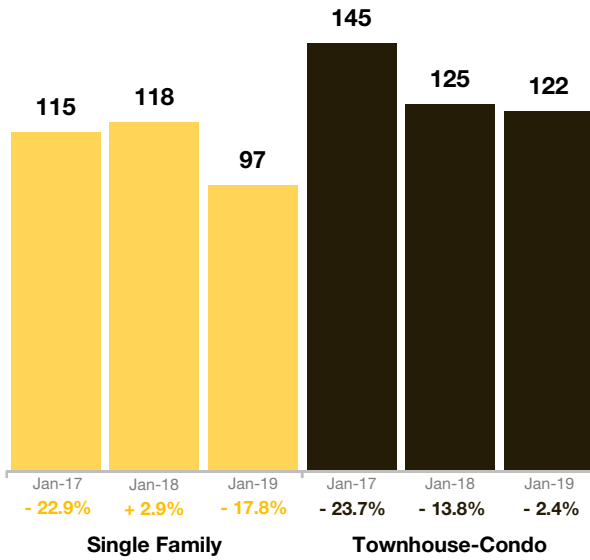
Historical Percent of List Price Received by Month



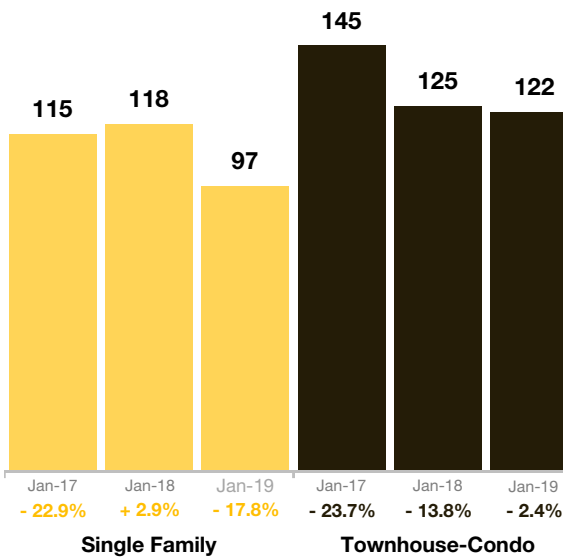
Days on Market Until Sale



January

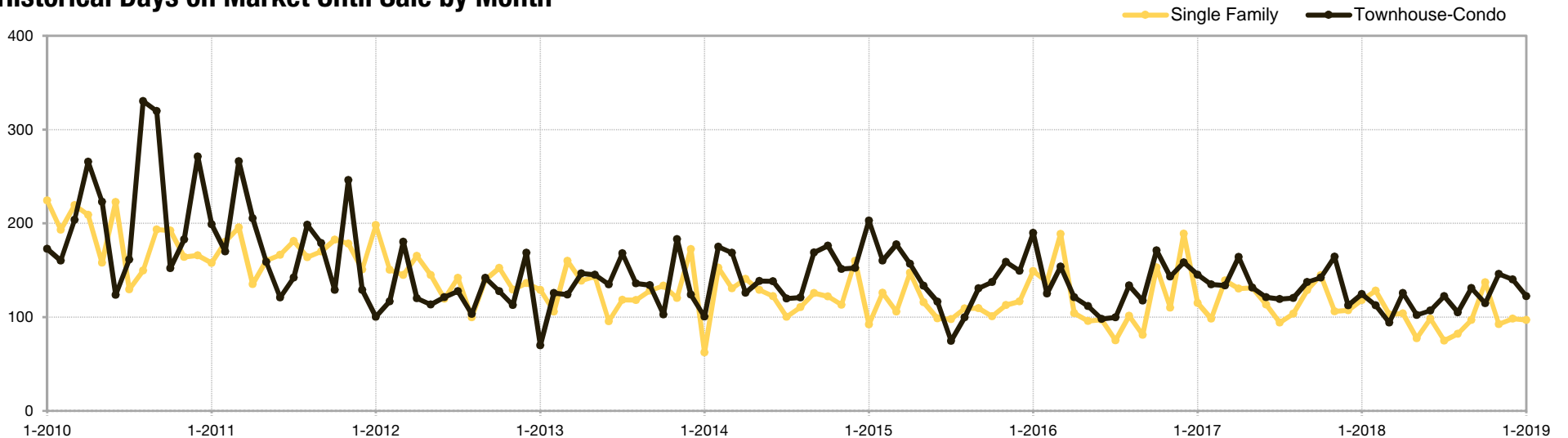


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2018	128	+30.6%	112	-17.0%
Mar-2018	103	-25.9%	94	-29.9%
Apr-2018	104	-20.0%	126	-23.2%
May-2018	77	-41.2%	102	-22.1%
Jun-2018	98	-13.3%	107	-11.6%
Jul-2018	75	-20.2%	122	+2.5%
Aug-2018	82	-21.2%	105	-12.5%
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%	122	-2.4%

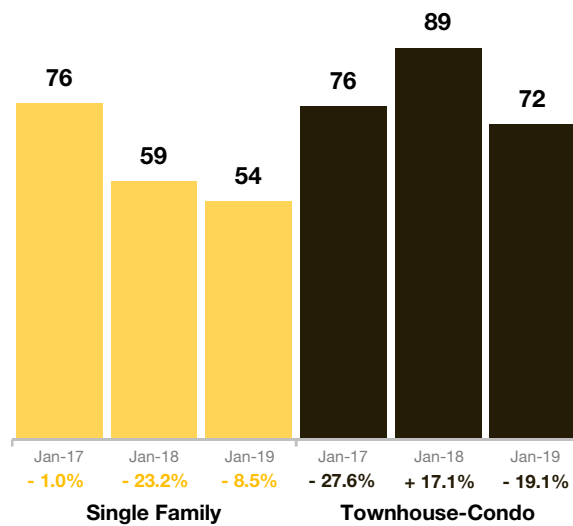
Historical Days on Market Until Sale by Month



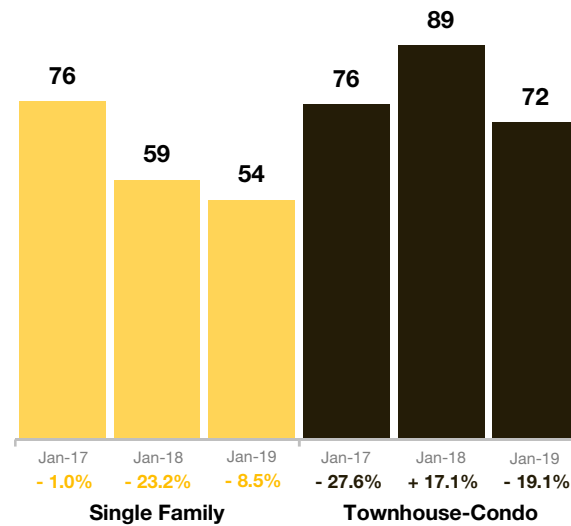
Housing Affordability Index



January

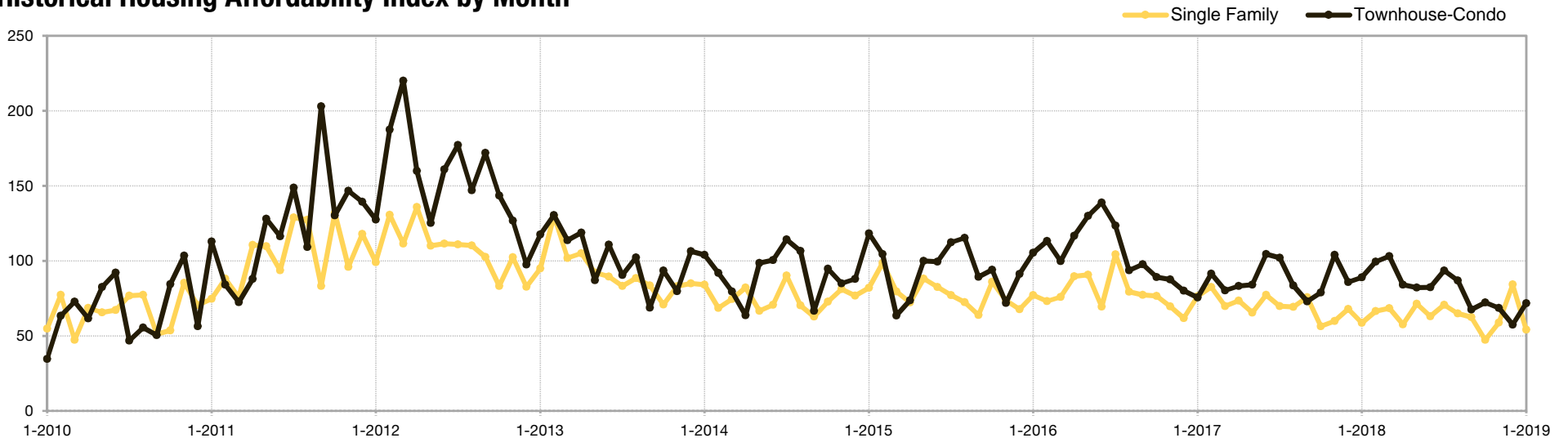


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2018	67	-19.3%	100	+8.7%
Mar-2018	68	-2.9%	103	+28.8%
Apr-2018	58	-21.6%	84	+1.2%
May-2018	71	+9.2%	82	-2.4%
Jun-2018	63	-18.2%	82	-21.2%
Jul-2018	71	+1.4%	94	-7.8%
Aug-2018	65	-5.8%	87	+3.6%
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%

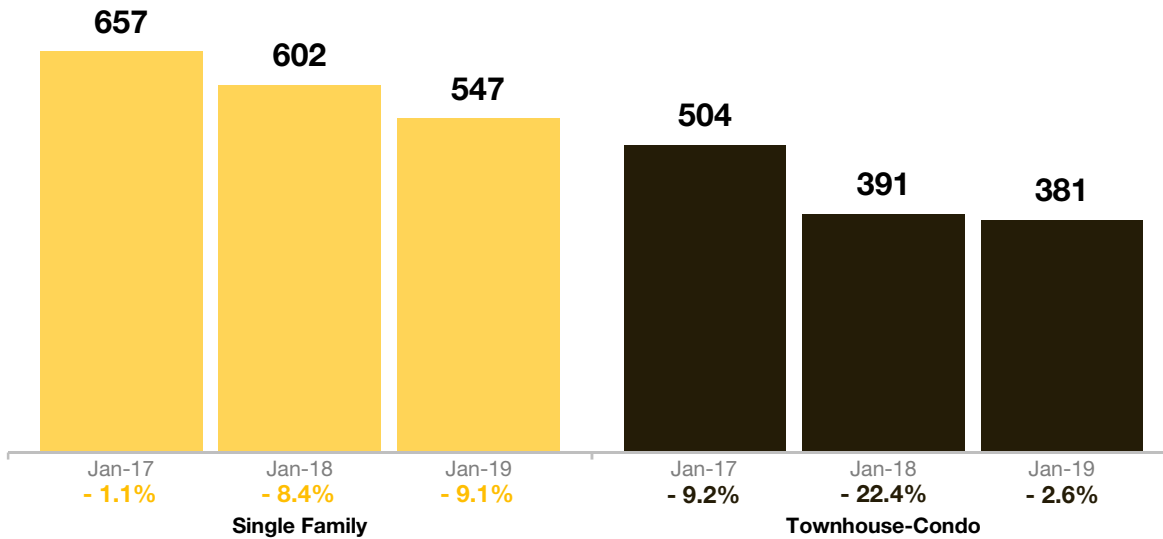
Historical Housing Affordability Index by Month



Inventory of Active Listings

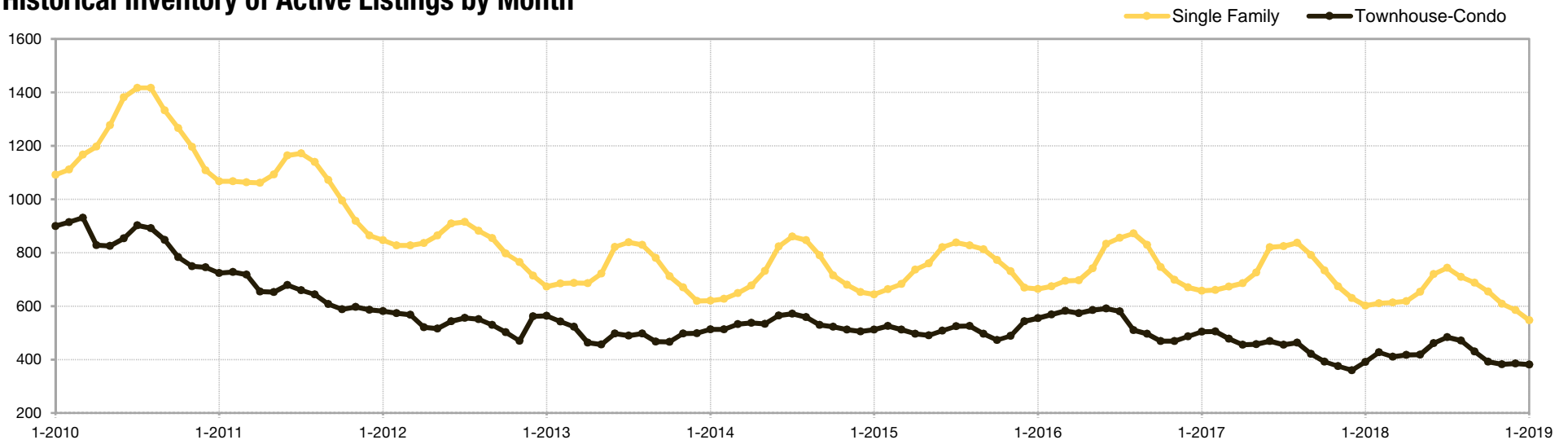


January



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2018	611	-7.4%	427	-15.4%
Mar-2018	614	-8.8%	411	-14.0%
Apr-2018	618	-9.9%	417	-8.4%
May-2018	654	-9.9%	418	-8.5%
Jun-2018	720	-12.2%	461	-1.7%
Jul-2018	743	-9.8%	484	+6.4%
Aug-2018	709	-15.3%	471	+1.7%
Sep-2018	688	-13.0%	430	+2.1%
Oct-2018	655	-10.8%	392	0.0%
Nov-2018	609	-9.6%	382	+1.9%
Dec-2018	585	-7.1%	385	+6.9%
Jan-2019	547	-9.1%	381	-2.6%

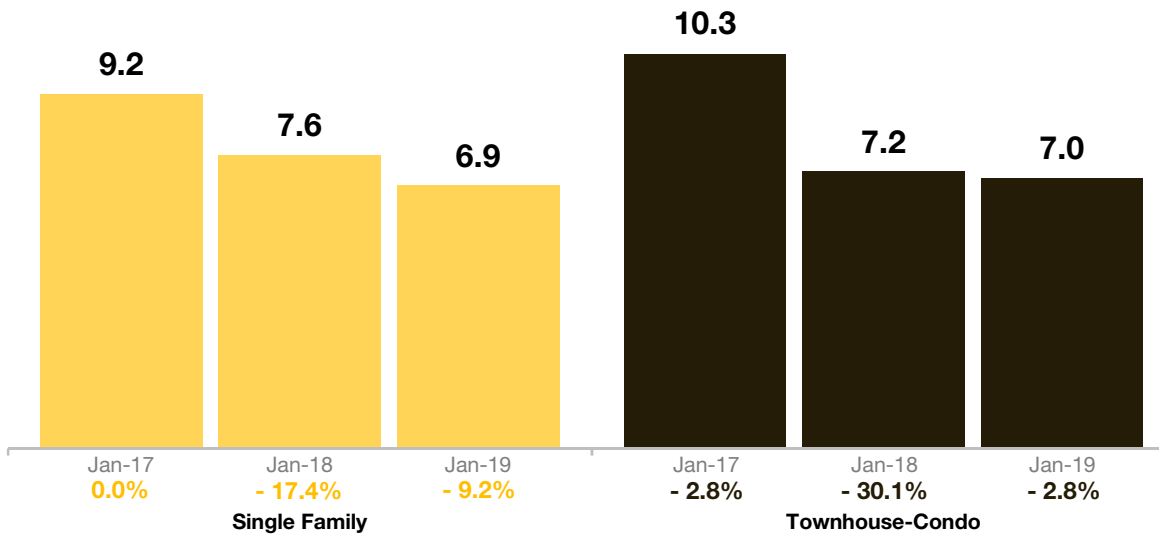
Historical Inventory of Active Listings by Month



Months Supply of Inventory

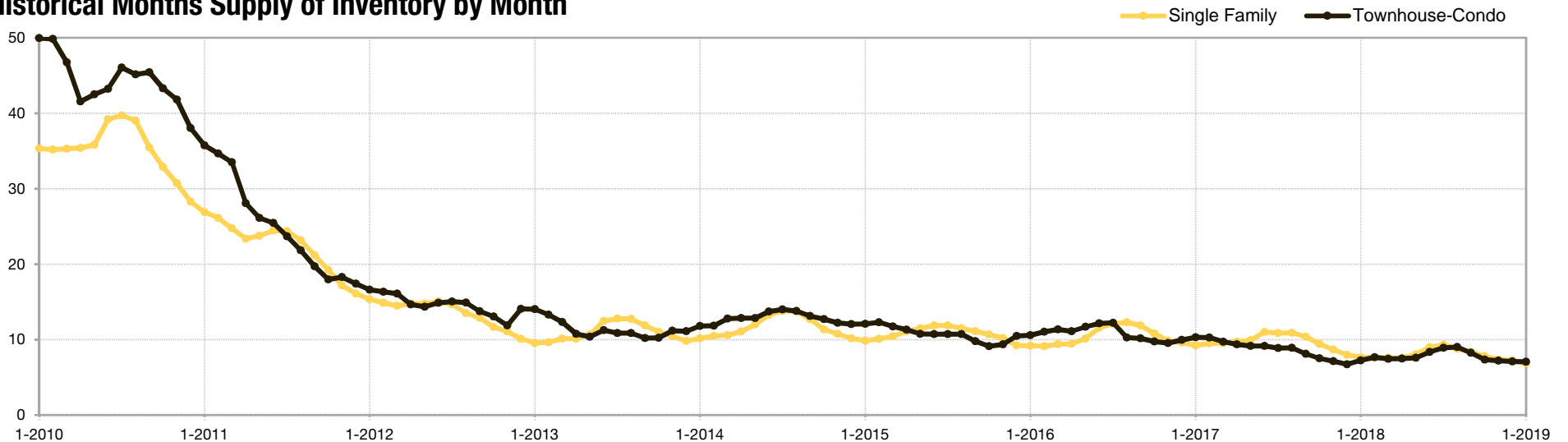


January



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2018	7.6	-20.0%	7.6	-26.2%
Mar-2018	7.6	-20.0%	7.5	-22.7%
Apr-2018	7.5	-22.7%	7.5	-19.4%
May-2018	8.0	-19.2%	7.6	-16.5%
Jun-2018	9.0	-18.2%	8.3	-9.8%
Jul-2018	9.3	-14.7%	8.9	0.0%
Aug-2018	8.8	-19.3%	9.0	+1.1%
Sep-2018	8.4	-19.2%	8.2	+1.2%
Oct-2018	7.8	-17.0%	7.4	-1.3%
Nov-2018	7.3	-16.1%	7.2	+1.4%
Dec-2018	7.2	-10.0%	7.1	+6.0%
Jan-2019	6.9	-9.2%	7.0	-2.8%

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.

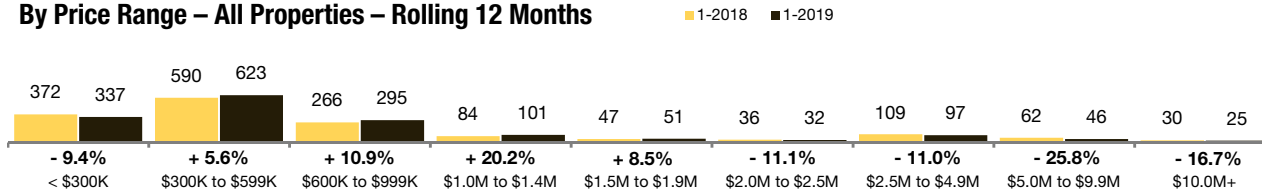
Key Metrics	Historical Sparkbars	1-2018	1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		180	123	- 31.7%	180	123	- 31.7%
Pending Sales		123	106	- 13.8%	123	106	- 13.8%
Sold Listings		98	83	- 15.3%	98	83	- 15.3%
Median Sales Price		\$490,750	\$580,000	+ 18.2%	\$490,750	\$580,000	+ 18.2%
Avg. Sales Price		\$1,523,163	\$1,939,298	+ 27.3%	\$1,523,163	\$1,939,298	+ 27.3%
Pct. of List Price Received		96.5%	97.0%	+ 0.5%	96.5%	97.0%	+ 0.5%
Days on Market		121	110	- 9.1%	121	110	- 9.1%
Affordability Index		70	59	- 15.7%	70	59	- 15.7%
Active Listings		993	928	- 6.5%	--	--	--
Months Supply		7.5	6.9	- 8.0%	--	--	--

Sold Listings

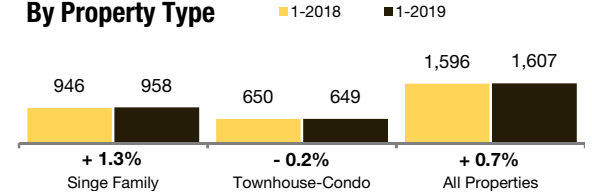
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	1-2018	1-2019	Change	1-2018	1-2019	Change
\$299,999 and Below	179	156	-12.8%	193	181	-6.2%
\$300,000 to \$599,999	373	399	+7.0%	217	224	+3.2%
\$600,000 to \$999,999	179	197	+10.1%	87	98	+12.6%
\$1,000,000 to \$1,499,999	41	52	+26.8%	43	49	+14.0%
\$1,500,00 to \$1,999,999	22	27	+22.7%	25	24	-4.0%
\$2,000,000 to \$2,499,999	22	14	-36.4%	14	18	+28.6%
\$2,500,000 to \$4,999,999	60	57	-5.0%	49	40	-18.4%
\$5,000,000 to \$9,999,999	43	35	-18.6%	19	11	-42.1%
\$10,000,000 and Above	27	21	-22.2%	3	4	+33.3%
All Price Ranges	946	958	+1.3%	650	649	-0.2%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2018	1-2019	Change	12-2018	1-2019	Change
\$299,999 and Below	13	4	-69.2%	18	8	-55.6%
\$300,000 to \$599,999	22	16	-27.3%	12	14	+16.7%
\$600,000 to \$999,999	10	8	-20.0%	11	7	-36.4%
\$1,000,000 to \$1,499,999	4	1	-75.0%	6	1	-83.3%
\$1,500,00 to \$1,999,999	1	2	+100.0%	6	1	-83.3%
\$2,000,000 to \$2,499,999	0	0	--	5	1	-80.0%
\$2,500,000 to \$4,999,999	2	6	+200.0%	7	8	+14.3%
\$5,000,000 to \$9,999,999	1	2	+100.0%	3	1	-66.7%
\$10,000,000 and Above	0	3	--	0	0	--
All Price Ranges	53	42	-20.8%	68	41	-39.7%

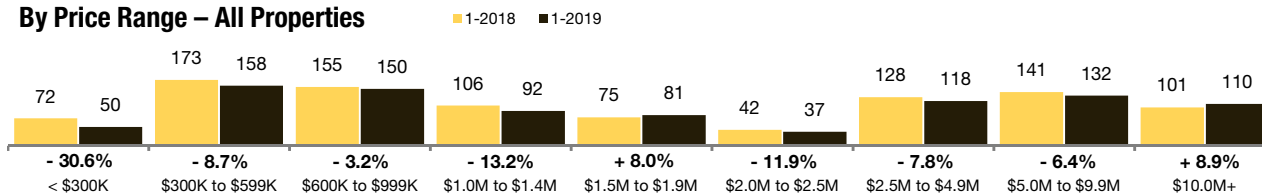
Year to Date

By Price Range	Single Family			Condo		
	1-2018	1-2019	Change	1-2018	1-2019	Change
\$299,999 and Below	8	4	-50.0%	16	8	-50.0%
\$300,000 to \$599,999	20	16	-20.0%	12	14	+16.7%
\$600,000 to \$999,999	10	8	-20.0%	5	7	+40.0%
\$1,000,000 to \$1,499,999	5	1	-80.0%	1	1	0.0%
\$1,500,00 to \$1,999,999	1	2	+100.0%	0	1	--
\$2,000,000 to \$2,499,999	2	0	-100.0%	1	1	0.0%
\$2,500,000 to \$4,999,999	7	6	-14.3%	1	8	+700.0%
\$5,000,000 to \$9,999,999	2	2	0.0%	6	1	-83.3%
\$10,000,000 and Above	0	3	--	1	0	-100.0%
All Price Ranges	55	42	-23.6%	43	41	-4.7%

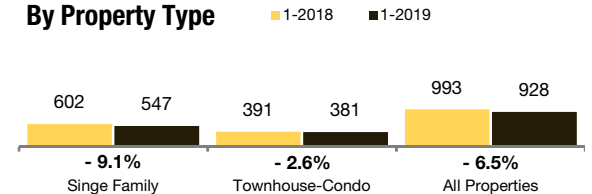
Inventory of Active Listings

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		
	1-2018	1-2019	Change	1-2018	1-2019	Change
\$299,999 and Below	32	16	-50.0%	40	34	-15.0%
\$300,000 to \$599,999	90	63	-30.0%	83	95	+14.5%
\$600,000 to \$999,999	76	78	+2.6%	79	72	-8.9%
\$1,000,000 to \$1,499,999	54	53	-1.9%	52	39	-25.0%
\$1,500,00 to \$1,999,999	43	49	+14.0%	32	32	0.0%
\$2,000,000 to \$2,499,999	25	18	-28.0%	17	19	+11.8%
\$2,500,000 to \$4,999,999	80	67	-16.3%	48	51	+6.3%
\$5,000,000 to \$9,999,999	114	108	-5.3%	27	24	-11.1%
\$10,000,000 and Above	88	95	+8.0%	13	15	+15.4%
All Price Ranges	602	547	-9.1%	391	381	-2.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2018	1-2019	Change	12-2018	1-2019	Change
\$299,999 and Below	21	16	-23.8%	37	34	-8.1%
\$300,000 to \$599,999	75	63	-16.0%	100	95	-5.0%
\$600,000 to \$999,999	86	78	-9.3%	67	72	+7.5%
\$1,000,000 to \$1,499,999	54	53	-1.9%	38	39	+2.6%
\$1,500,00 to \$1,999,999	54	49	-9.3%	33	32	-3.0%
\$2,000,000 to \$2,499,999	19	18	-5.3%	18	19	+5.6%
\$2,500,000 to \$4,999,999	71	67	-5.6%	51	51	0.0%
\$5,000,000 to \$9,999,999	112	108	-3.6%	26	24	-7.7%
\$10,000,000 and Above	93	95	+2.2%	15	15	0.0%
All Price Ranges	585	547	-6.5%	385	381	-1.0%

Year to Date

By Price Range	Single Family			Condo		
	1-2018	1-2019	Change	1-2018	1-2019	Change
\$299,999 and Below	8	4	-50.0%	16	8	-50.0%
\$300,000 to \$599,999	20	16	-20.0%	12	14	+16.7%
\$600,000 to \$999,999	10	8	-20.0%	5	7	+40.0%
\$1,000,000 to \$1,499,999	5	1	-80.0%	1	1	0.0%
\$1,500,00 to \$1,999,999	1	2	+100.0%	0	1	--
\$2,000,000 to \$2,499,999	2	0	-100.0%	1	1	0.0%
\$2,500,000 to \$4,999,999	7	6	-14.3%	1	8	+700.0%
\$5,000,000 to \$9,999,999	2	2	0.0%	6	1	-83.3%
\$10,000,000 and Above	0	3	--	1	0	-100.0%
All Price Ranges	55	42	-23.6%	43	41	-4.7%

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.