

# Monthly Indicators



## April 2019

Percent changes calculated using year-over-year comparisons.

New Listings were down 10.7 percent for single family homes and 6.0 percent for townhouse-condo properties. Pending Sales increased 23.3 percent for single family homes and 44.8 percent for townhouse-condo properties.

The Median Sales Price was down 13.3 percent to \$370,000 for single family homes but increased 23.2 percent to \$293,000 for townhouse-condo properties. Days on Market decreased 18.1 percent for single family homes and 26.5 percent for townhouse-condo properties.

Although hiring and wage gains have been below expectations, the national unemployment rate held firm at 3.8 percent. A historically low unemployment rate can provide reassurance to wary consumers. But in order for sales to increase on a grand scale, buyers will need more spending power, or sellers will need to reduce prices to land where buyers are most active. Neither situation is likely to occur in 2019, and yet inventory is straining to keep pace in the most competitive price ranges.

## Activity Snapshot

<b>- 15.4%</b>	<b>- 2.0%</b>	<b>- 17.7%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> All Properties

Residential real estate activity in Garfield County 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	4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		121	<b>108</b>	- 10.7%	367	<b>317</b>	- 13.6%
<b>Pending Sales</b>		73	<b>90</b>	+ 23.3%	289	<b>271</b>	- 6.2%
<b>Sold Listings</b>		72	<b>63</b>	- 12.5%	243	<b>194</b>	- 20.2%
<b>Median Sales Price</b>		\$427,000	<b>\$370,000</b>	- 13.3%	\$410,000	<b>\$399,500</b>	- 2.6%
<b>Avg. Sales Price</b>		\$492,242	<b>\$470,916</b>	- 4.3%	\$482,588	<b>\$494,819</b>	+ 2.5%
<b>Pct. of List Price Received</b>		98.1%	<b>98.2%</b>	+ 0.1%	97.6%	<b>97.6%</b>	0.0%
<b>Days on Market</b>		83	<b>68</b>	- 18.1%	89	<b>90</b>	+ 1.1%
<b>Affordability Index</b>		79	<b>95</b>	+ 20.3%	82	<b>88</b>	+ 7.3%
<b>Active Listings</b>		328	<b>267</b>	- 18.6%	--	<b>--</b>	--
<b>Months Supply</b>		4.6	<b>3.9</b>	- 15.2%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

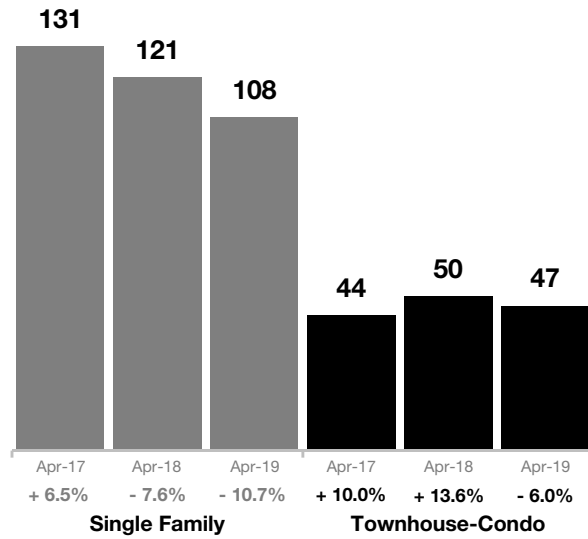


Key Metrics	Historical Sparkbars	4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		50	47	- 6.0%	148	138	- 6.8%
<b>Pending Sales</b>		29	42	+ 44.8%	109	117	+ 7.3%
<b>Sold Listings</b>		32	25	- 21.9%	86	89	+ 3.5%
<b>Median Sales Price</b>		\$237,750	<b>\$293,000</b>	+ 23.2%	\$262,250	<b>\$300,000</b>	+ 14.4%
<b>Avg. Sales Price</b>		\$278,294	<b>\$314,100</b>	+ 12.9%	\$294,395	<b>\$330,666</b>	+ 12.3%
<b>Pct. of List Price Received</b>		98.2%	<b>99.1%</b>	+ 0.9%	98.0%	<b>98.3%</b>	+ 0.3%
<b>Days on Market</b>		83	<b>61</b>	- 26.5%	81	<b>87</b>	+ 7.4%
<b>Affordability Index</b>		142	<b>120</b>	- 15.5%	129	<b>117</b>	- 9.3%
<b>Active Listings</b>		91	<b>78</b>	- 14.3%	--	--	--
<b>Months Supply</b>		3.4	<b>3.1</b>	- 8.8%	--	--	--

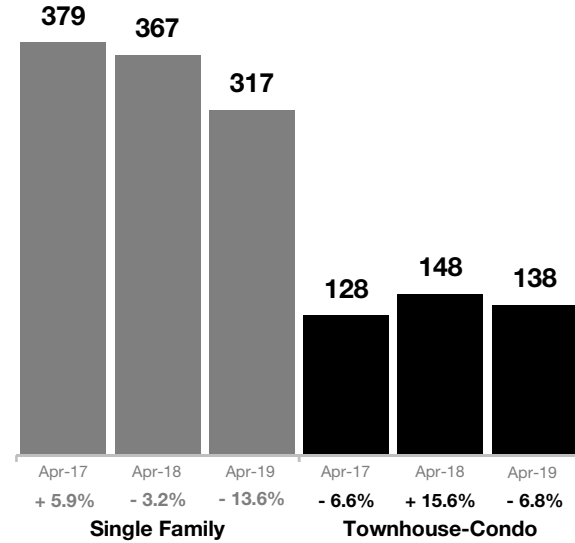
# New Listings



## April

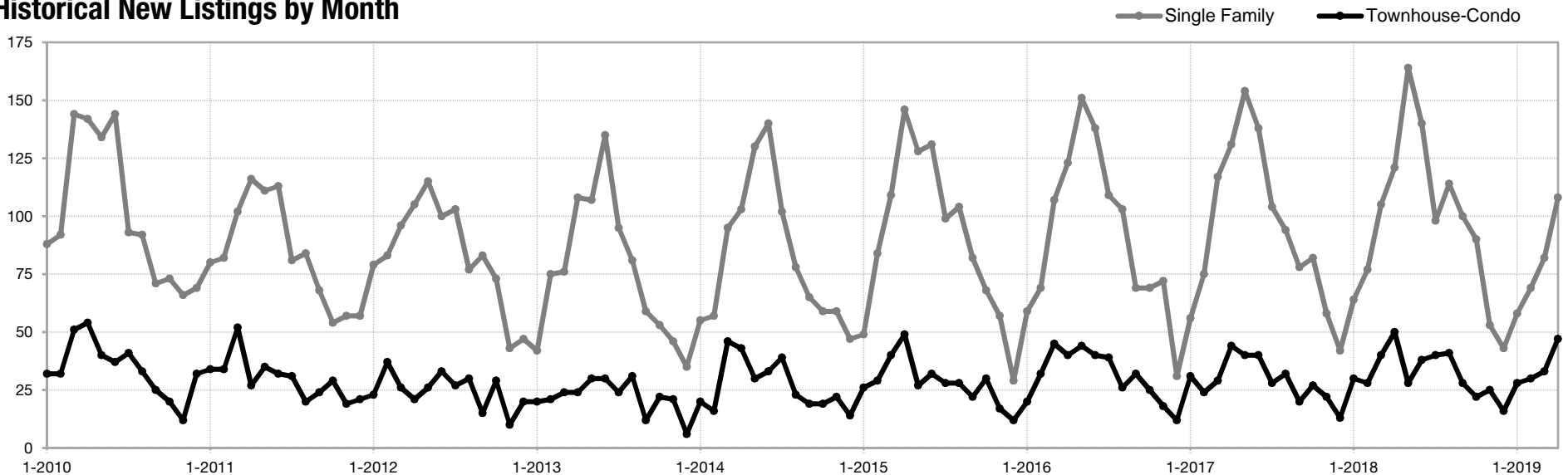


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	164	+6.5%	28	-30.0%
Jun-2018	140	+1.4%	38	-5.0%
Jul-2018	98	-5.8%	40	+42.9%
Aug-2018	114	+21.3%	41	+28.1%
Sep-2018	100	+28.2%	28	+40.0%
Oct-2018	90	+9.8%	22	-18.5%
Nov-2018	53	-8.6%	25	+13.6%
Dec-2018	43	+2.4%	16	+23.1%
Jan-2019	58	-9.4%	28	-6.7%
Feb-2019	69	-10.4%	30	+7.1%
Mar-2019	82	-21.9%	33	-17.5%
<b>Apr-2019</b>	<b>108</b>	<b>-10.7%</b>	<b>47</b>	<b>-6.0%</b>

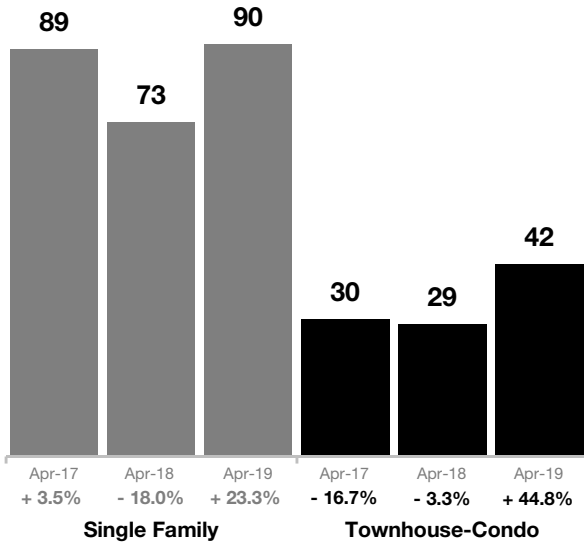
## Historical New Listings by Month



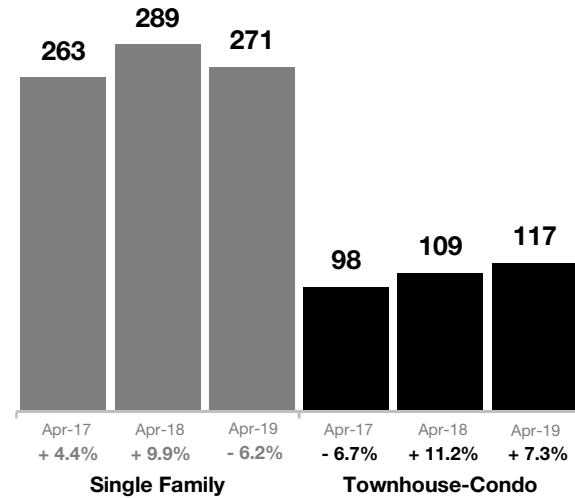
# Pending Sales



## April

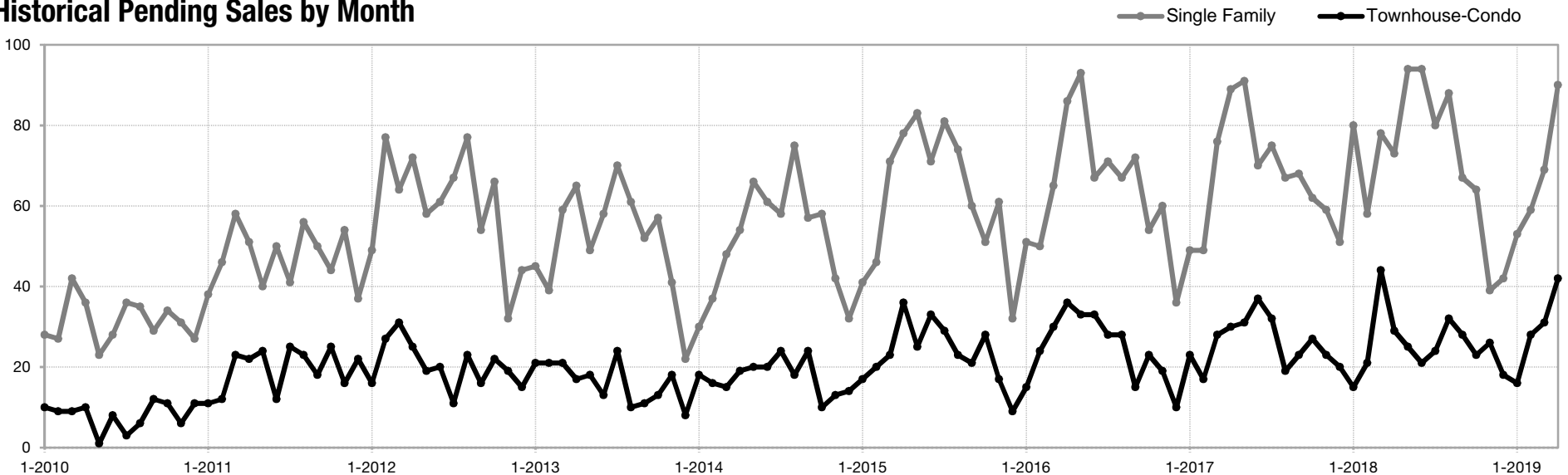


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	94	+3.3%	25	-19.4%
Jun-2018	94	+34.3%	21	-43.2%
Jul-2018	80	+6.7%	24	-25.0%
Aug-2018	88	+31.3%	32	+68.4%
Sep-2018	67	-1.5%	28	+21.7%
Oct-2018	64	+3.2%	23	-14.8%
Nov-2018	39	-33.9%	26	+13.0%
Dec-2018	42	-17.6%	18	-10.0%
Jan-2019	53	-33.8%	16	+6.7%
Feb-2019	59	+1.7%	28	+33.3%
Mar-2019	69	-11.5%	31	-29.5%
<b>Apr-2019</b>	<b>90</b>	<b>+23.3%</b>	<b>42</b>	<b>+44.8%</b>

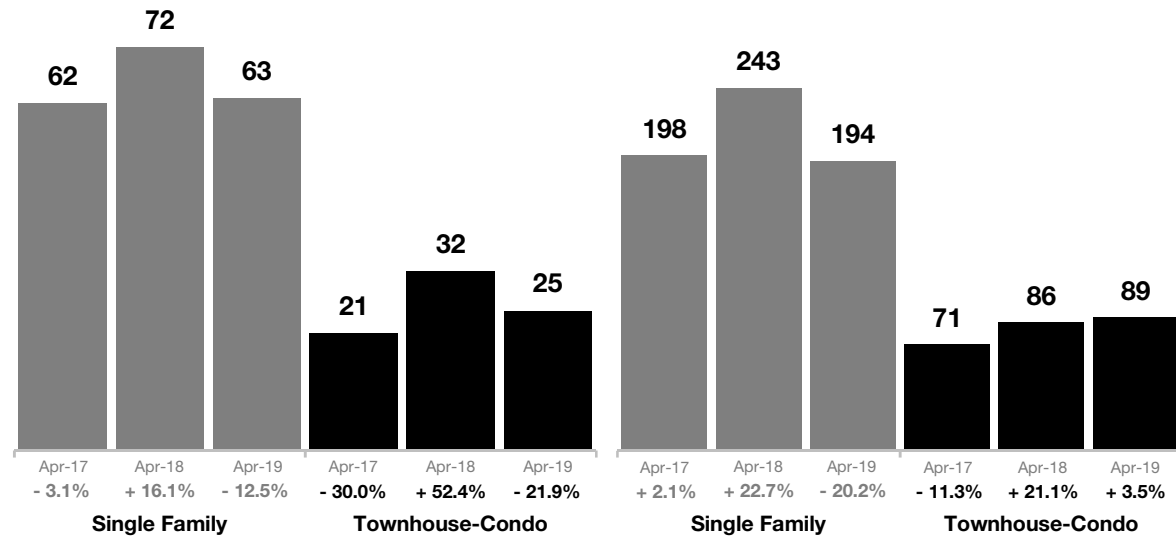
## Historical Pending Sales by Month



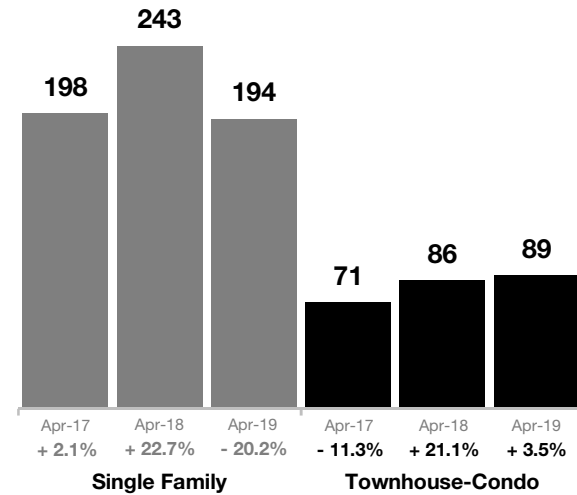
# Sold Listings



## April

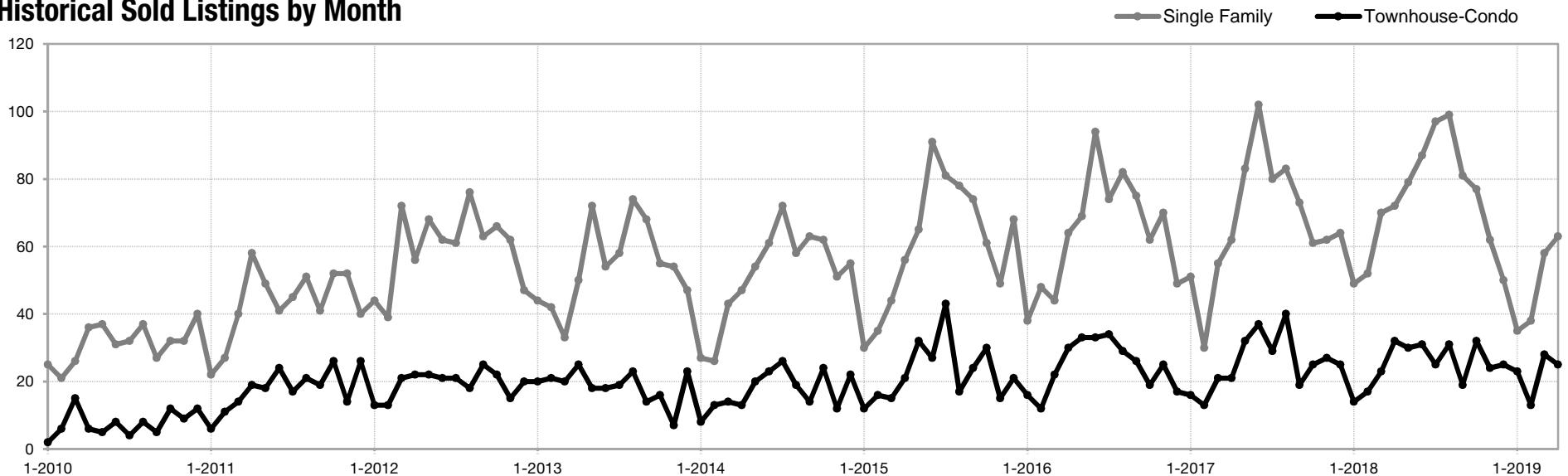


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	79	-4.8%	30	-6.3%
Jun-2018	87	-14.7%	31	-16.2%
Jul-2018	97	+21.3%	25	-13.8%
Aug-2018	99	+19.3%	31	-22.5%
Sep-2018	81	+11.0%	19	0.0%
Oct-2018	77	+26.2%	32	+28.0%
Nov-2018	62	0.0%	24	-11.1%
Dec-2018	50	-21.9%	25	0.0%
Jan-2019	35	-28.6%	23	+64.3%
Feb-2019	38	-26.9%	13	-23.5%
Mar-2019	58	-17.1%	28	+21.7%
<b>Apr-2019</b>	<b>63</b>	<b>-12.5%</b>	<b>25</b>	<b>-21.9%</b>

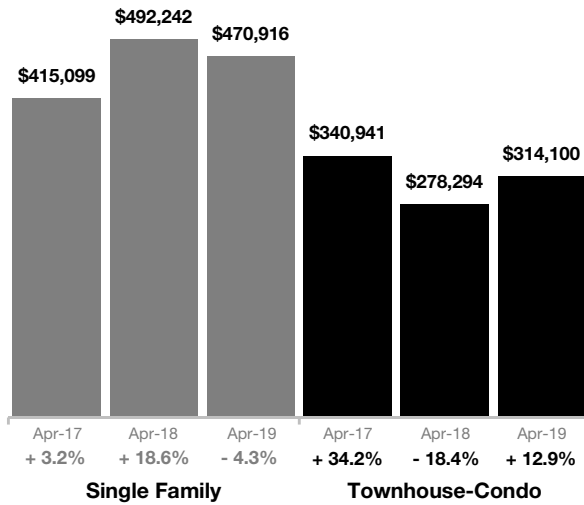
## Historical Sold Listings by Month



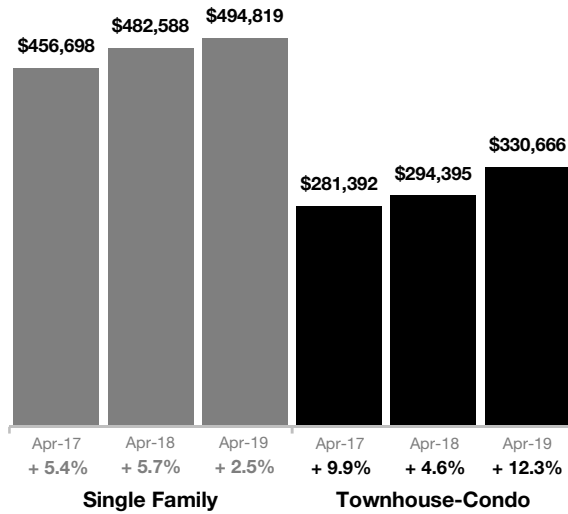
# Average Sales Price



## April

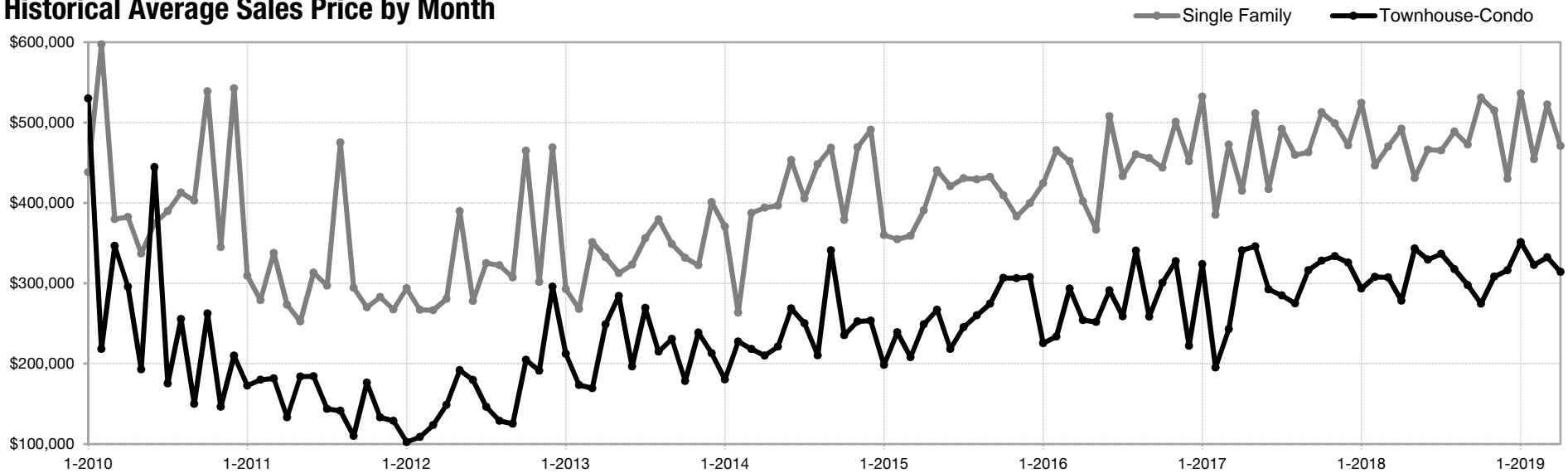


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	\$430,912	-15.8%	\$343,240	-0.8%
Jun-2018	\$466,308	+11.8%	\$329,558	+12.7%
Jul-2018	\$465,268	-5.4%	\$336,746	+18.2%
Aug-2018	\$488,597	+6.3%	\$317,671	+15.5%
Sep-2018	\$472,620	+2.0%	\$297,579	-5.9%
Oct-2018	\$530,896	+3.5%	\$274,791	-16.2%
Nov-2018	\$515,306	+3.3%	\$308,208	-7.7%
Dec-2018	\$429,924	-8.8%	\$316,352	-2.8%
Jan-2019	\$536,241	+2.2%	\$351,087	+19.6%
Feb-2019	\$454,422	+1.8%	\$322,869	+4.9%
Mar-2019	\$522,253	+11.1%	\$332,304	+8.1%
<b>Apr-2019</b>	<b>\$470,916</b>	<b>-4.3%</b>	<b>\$314,100</b>	<b>+12.9%</b>

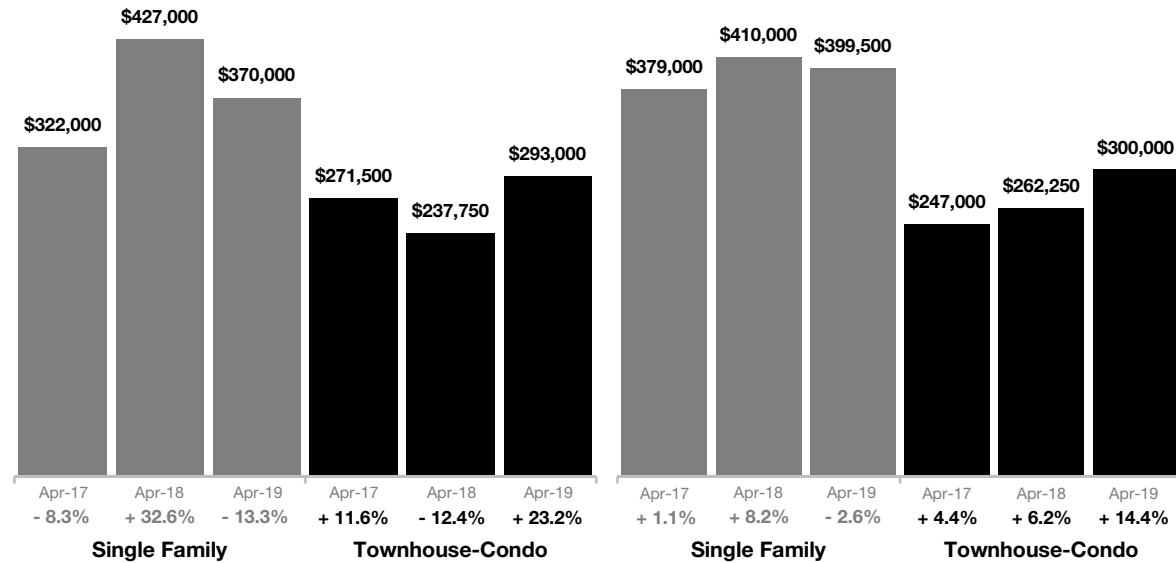
## Historical Average Sales Price by Month



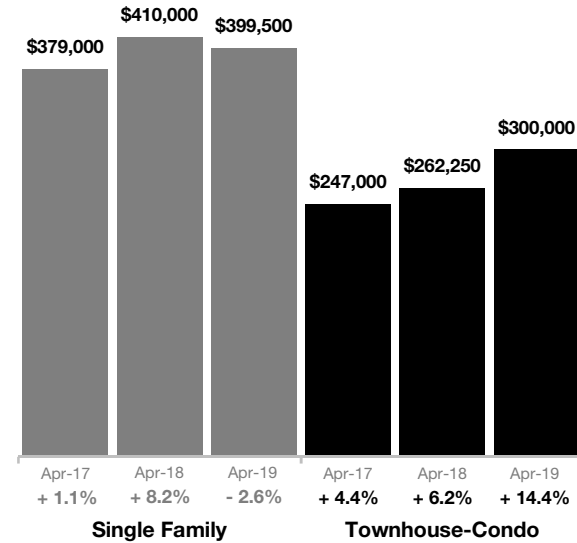
# Median Sales Price



## April

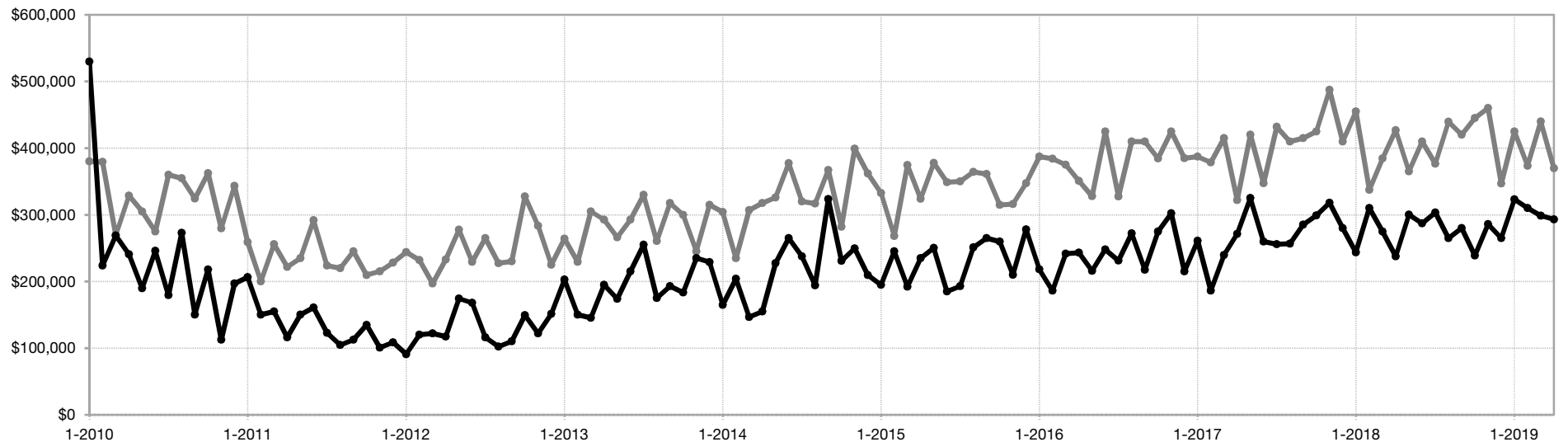


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	\$365,000	-13.2%	\$300,250	-7.6%
Jun-2018	\$410,000	+18.0%	\$287,000	+10.4%
Jul-2018	\$376,500	-12.8%	\$303,500	+18.6%
Aug-2018	\$439,500	+7.3%	\$265,000	+3.3%
Sep-2018	\$420,000	+1.2%	\$280,000	-1.8%
Oct-2018	\$445,000	+4.7%	\$239,000	-20.1%
Nov-2018	\$460,000	-5.6%	\$286,000	-10.1%
Dec-2018	\$347,000	-15.4%	\$265,000	-5.4%
Jan-2019	\$425,000	-6.6%	\$323,000	+32.6%
Feb-2019	\$373,500	+10.7%	\$310,000	0.0%
Mar-2019	\$440,000	+14.4%	\$298,500	+8.5%
<b>Apr-2019</b>	<b>\$370,000</b>	<b>-13.3%</b>	<b>\$293,000</b>	<b>+23.2%</b>

## Historical Median Sales Price by Month



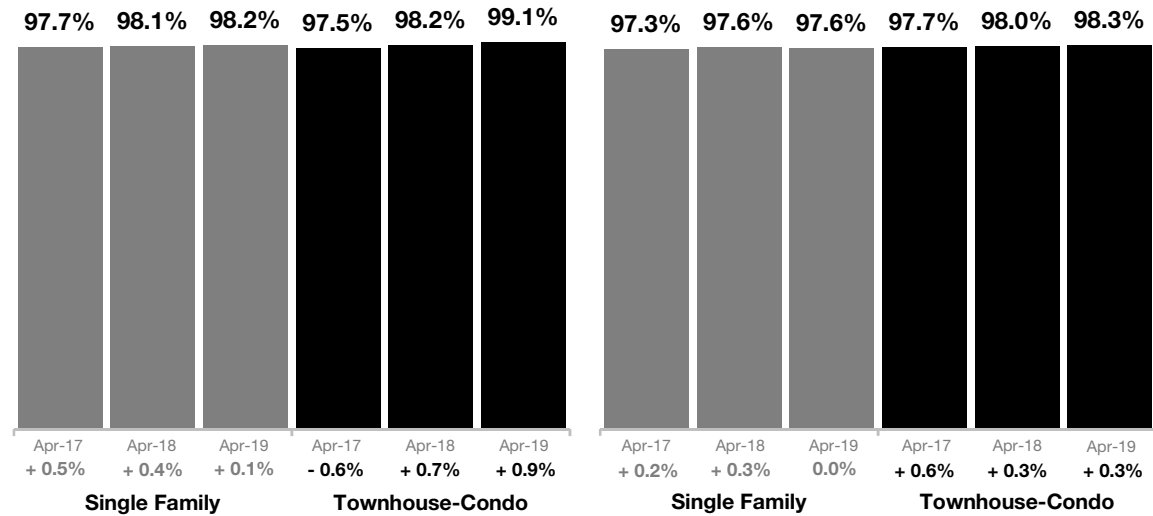


# Percent of List Price Received



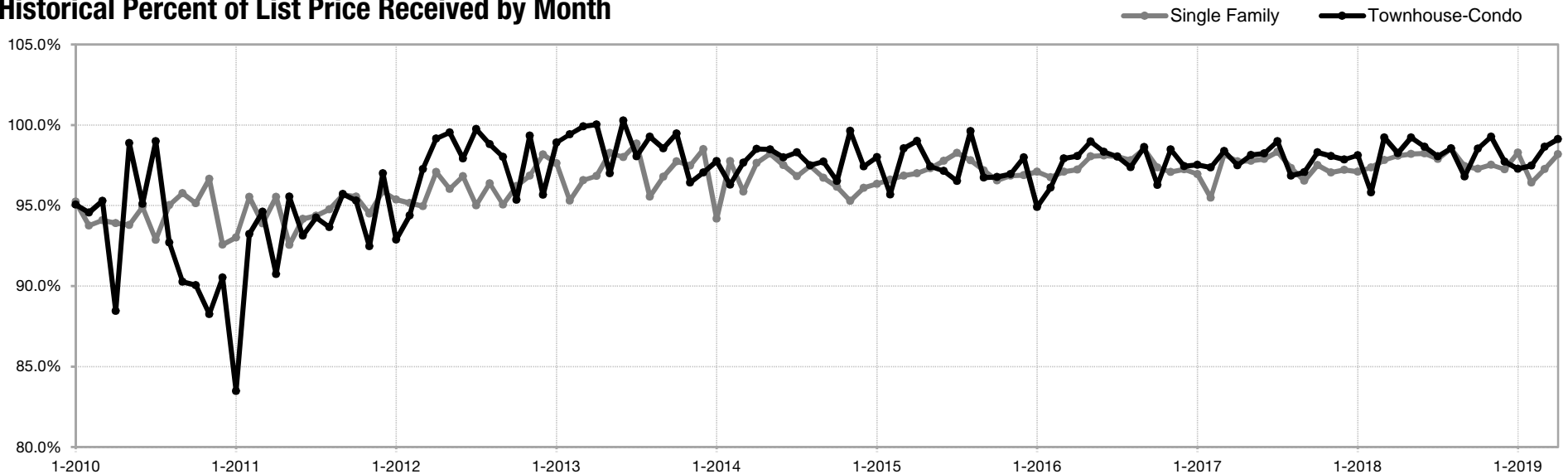
## April

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	98.2%	+0.4%	99.2%	+1.1%
Jun-2018	98.2%	+0.3%	98.6%	+0.4%
Jul-2018	97.9%	-0.4%	98.1%	-0.9%
Aug-2018	98.5%	+1.2%	98.5%	+1.8%
Sep-2018	97.4%	+0.9%	96.8%	-0.3%
Oct-2018	97.3%	-0.2%	98.5%	+0.2%
Nov-2018	97.5%	+0.5%	99.3%	+1.2%
Dec-2018	97.2%	0.0%	97.7%	-0.2%
Jan-2019	98.3%	+1.2%	97.3%	-0.8%
Feb-2019	96.4%	-1.0%	97.5%	+1.8%
Mar-2019	97.3%	-0.5%	98.6%	-0.6%
<b>Apr-2019</b>	<b>98.2%</b>	<b>+0.1%</b>	<b>99.1%</b>	<b>+0.9%</b>

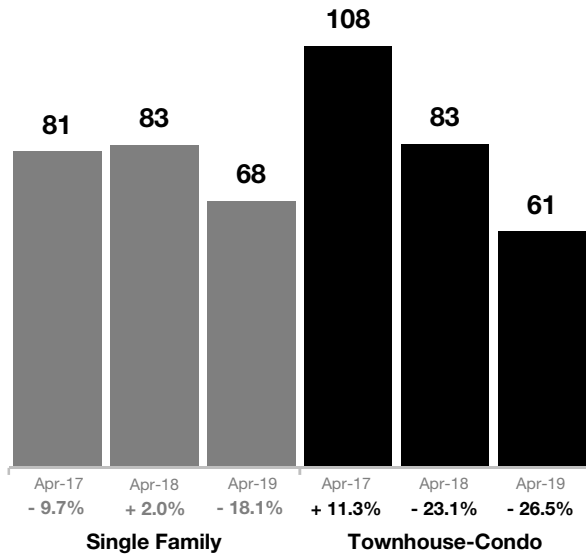
## Historical Percent of List Price Received by Month



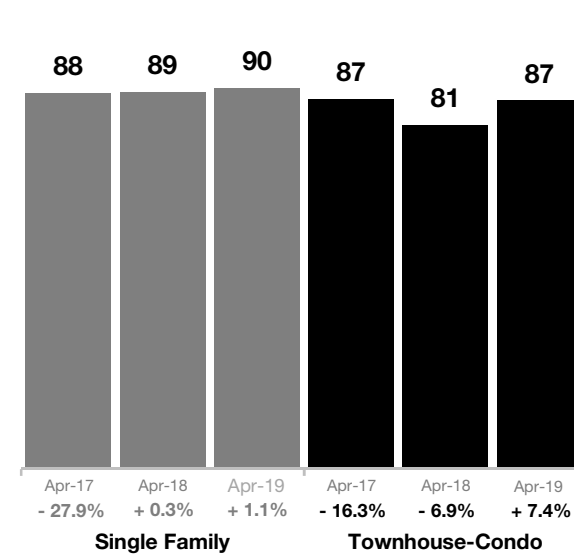
# Days on Market Until Sale



## April

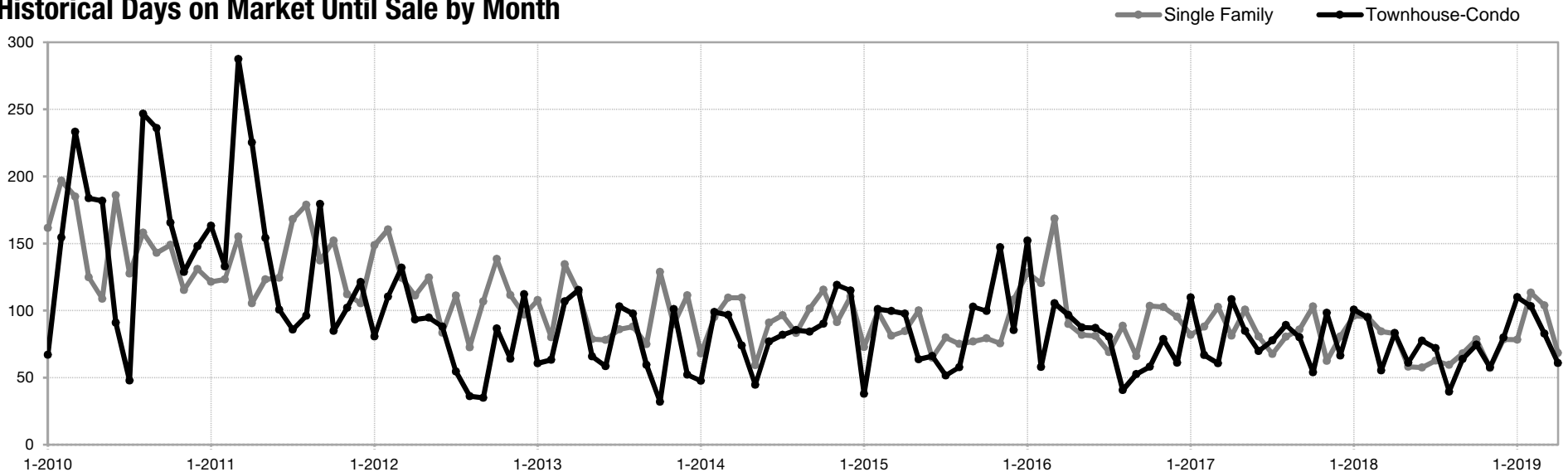


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	58	-42.6%	61	-28.2%
Jun-2018	57	-29.6%	78	+11.4%
Jul-2018	63	-7.4%	72	-7.7%
Aug-2018	59	-26.3%	39	-56.2%
Sep-2018	68	-20.9%	64	-20.0%
Oct-2018	78	-24.3%	74	+37.0%
Nov-2018	57	-8.1%	58	-40.8%
Dec-2018	78	-3.7%	80	+21.2%
Jan-2019	78	-18.8%	110	+8.9%
Feb-2019	113	+18.9%	103	+8.4%
Mar-2019	104	+23.8%	83	+50.9%
<b>Apr-2019</b>	<b>68</b>	<b>-18.1%</b>	<b>61</b>	<b>-26.5%</b>

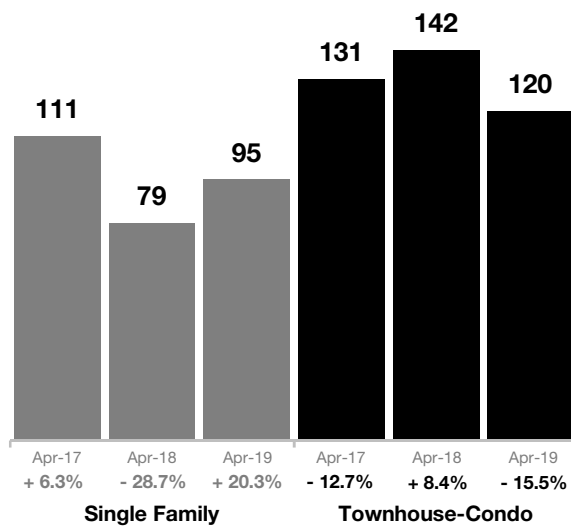
## Historical Days on Market Until Sale by Month



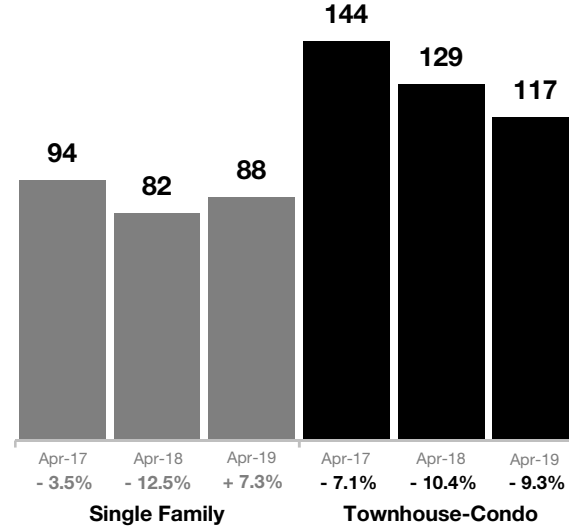
# Housing Affordability Index



## April

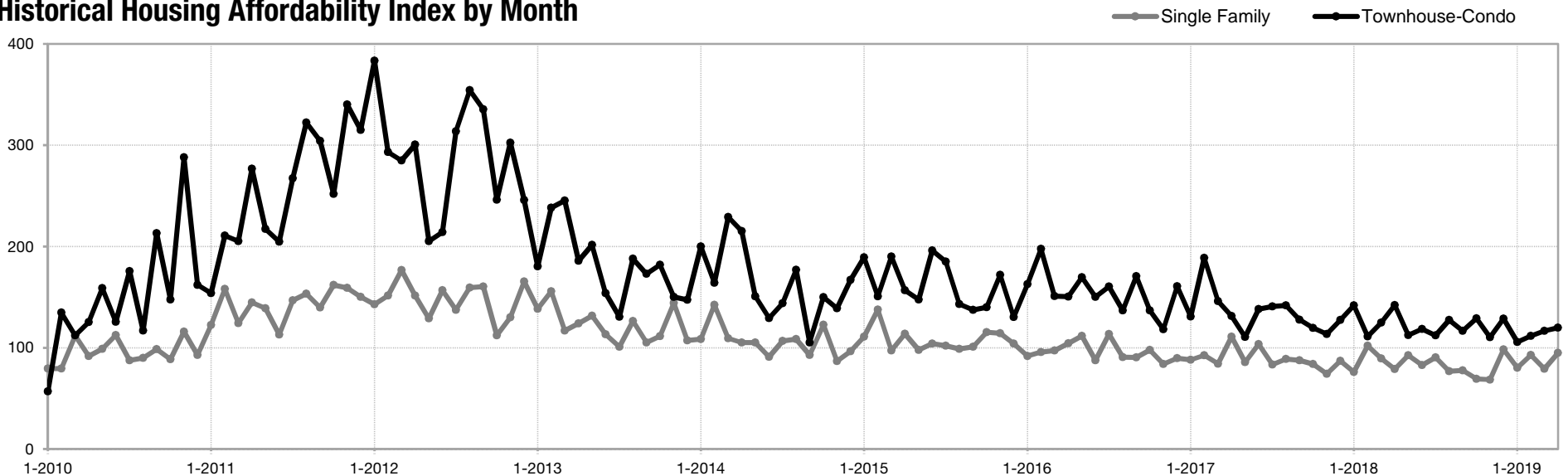


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	92	+7.0%	112	+0.9%
Jun-2018	83	-19.4%	118	-14.5%
Jul-2018	90	+8.4%	112	-20.6%
Aug-2018	77	-13.5%	127	-10.6%
Sep-2018	78	-11.4%	117	-8.6%
Oct-2018	69	-17.9%	129	+8.4%
Nov-2018	69	-6.8%	110	-2.7%
Dec-2018	98	+12.6%	129	+0.8%
Jan-2019	80	+5.3%	106	-25.4%
Feb-2019	93	-8.8%	112	+0.9%
Mar-2019	79	-11.2%	117	-6.4%
<b>Apr-2019</b>	<b>95</b>	<b>+20.3%</b>	<b>120</b>	<b>-15.5%</b>

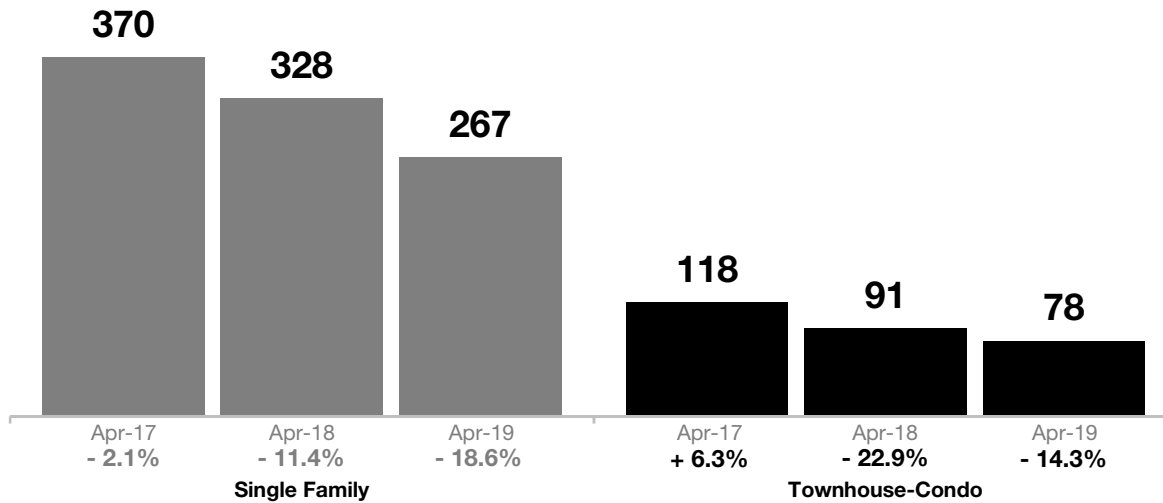
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

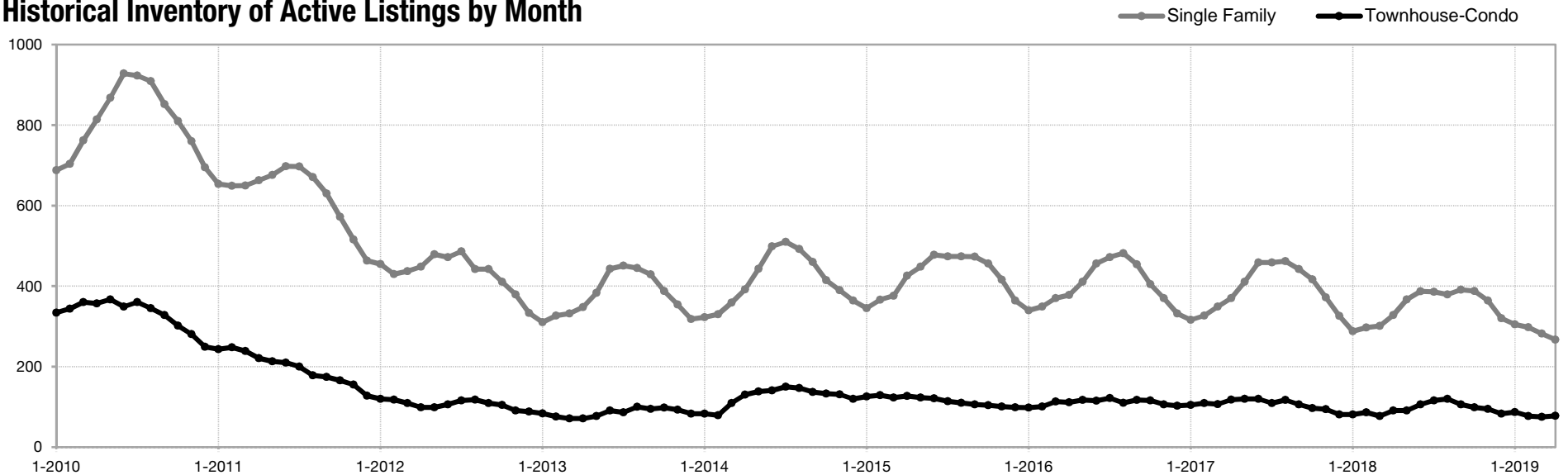


## April



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	367	-10.7%	91	-24.2%
Jun-2018	387	-15.7%	106	-11.7%
Jul-2018	386	-15.9%	116	+6.4%
Aug-2018	379	-18.0%	120	+2.6%
Sep-2018	391	-11.5%	106	0.0%
Oct-2018	388	-7.0%	99	+2.1%
Nov-2018	364	-2.2%	95	+1.1%
Dec-2018	320	-1.8%	83	+2.5%
Jan-2019	305	+5.9%	87	+7.4%
Feb-2019	298	+0.3%	77	-10.5%
Mar-2019	282	-6.3%	75	-2.6%
<b>Apr-2019</b>	<b>267</b>	<b>-18.6%</b>	<b>78</b>	<b>-14.3%</b>

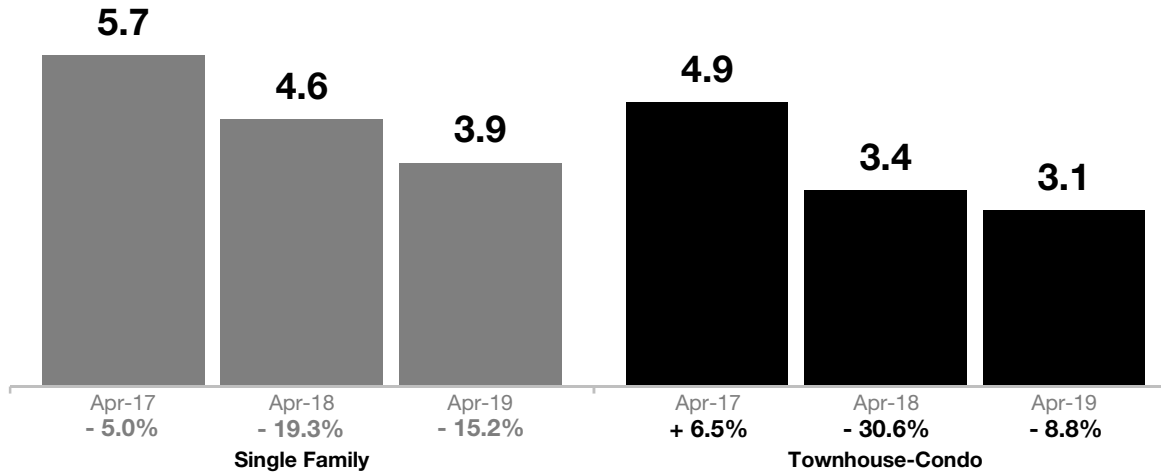
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

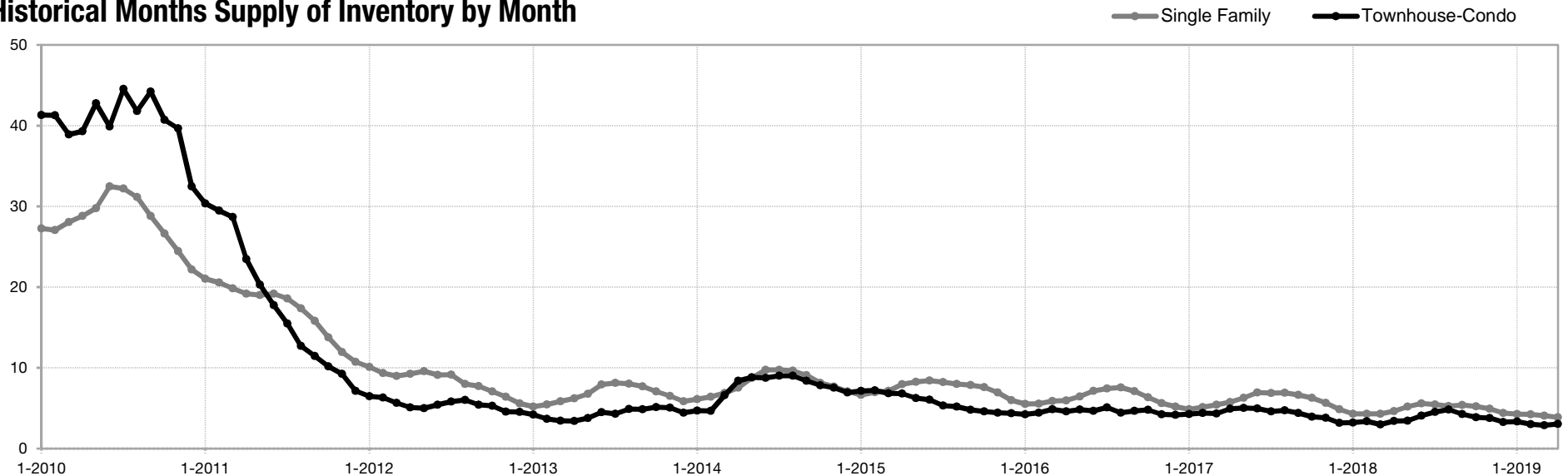


## April



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	5.2	-17.5%	3.4	-32.0%
Jun-2018	5.6	-18.8%	4.1	-18.0%
Jul-2018	5.5	-20.3%	4.5	-2.2%
Aug-2018	5.3	-23.2%	4.8	+2.1%
Sep-2018	5.4	-18.2%	4.3	-2.3%
Oct-2018	5.2	-17.5%	3.9	0.0%
Nov-2018	4.9	-12.5%	3.8	0.0%
Dec-2018	4.4	-10.2%	3.3	+3.1%
Jan-2019	4.3	0.0%	3.3	+3.1%
Feb-2019	4.2	-2.3%	3.0	-11.8%
Mar-2019	4.1	-4.7%	2.9	-3.3%
<b>Apr-2019</b>	<b>3.9</b>	<b>-15.2%</b>	<b>3.1</b>	<b>-8.8%</b>

## 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.



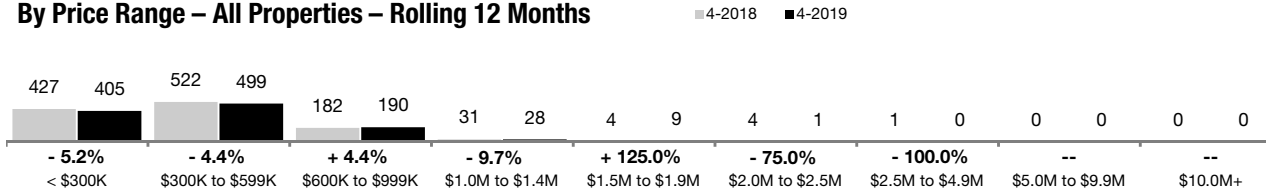
Key Metrics	Historical Sparkbars	4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		171	<b>155</b>	- 9.4%	515	<b>455</b>	- 11.7%
<b>Pending Sales</b>		102	<b>132</b>	+ 29.4%	398	<b>388</b>	- 2.5%
<b>Sold Listings</b>		104	<b>88</b>	- 15.4%	329	<b>283</b>	- 14.0%
<b>Median Sales Price</b>		\$363,750	<b>\$356,450</b>	- 2.0%	\$345,000	<b>\$360,000</b>	+ 4.3%
<b>Avg. Sales Price</b>		\$426,412	<b>\$426,366</b>	- 0.0%	\$433,394	<b>\$443,195</b>	+ 2.3%
<b>Pct. of List Price Received</b>		98.1%	<b>98.5%</b>	+ 0.4%	97.7%	<b>97.8%</b>	+ 0.1%
<b>Days on Market</b>		83	<b>66</b>	- 20.5%	87	<b>89</b>	+ 2.3%
<b>Affordability Index</b>		93	<b>99</b>	+ 6.5%	98	<b>98</b>	0.0%
<b>Active Listings</b>		419	<b>345</b>	- 17.7%	--	<b>--</b>	--
<b>Months Supply</b>		4.3	<b>3.7</b>	- 14.0%	--	<b>--</b>	--

# Closed Sales

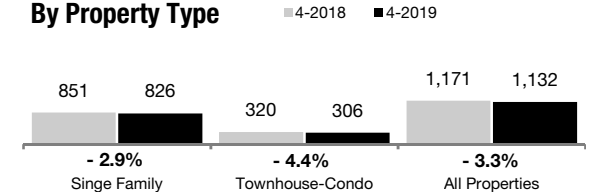
Actual sales that have closed in a given month.



## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	4-2018	4-2019	Change	4-2018	4-2019	Change
\$299,999 and Below	244	234	-4.1%	183	171	-6.6%
\$300,000 to \$599,999	406	387	-4.7%	116	112	-3.4%
\$600,000 to \$999,999	163	168	+3.1%	19	22	+15.8%
\$1,000,000 to \$1,499,999	29	27	-6.9%	2	1	-50.0%
\$1,500,000 to \$1,999,999	4	9	+125.0%	0	0	--
\$2,000,000 to \$2,499,999	4	1	-75.0%	0	0	--
\$2,500,000 to \$4,999,999	1	0	-100.0%	0	0	--
\$5,000,000 to \$9,999,999	0	0	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>851</b>	<b>826</b>	<b>-2.9%</b>	<b>320</b>	<b>306</b>	<b>-4.4%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2019	4-2019	Change	3-2019	4-2019	Change
\$299,999 and Below	14	18	+28.6%	15	13	-13.3%
\$300,000 to \$599,999	24	32	+33.3%	11	12	+9.1%
\$600,000 to \$999,999	18	10	-44.4%	1	0	-100.0%
\$1,000,000 to \$1,499,999	2	3	+50.0%	1	0	-100.0%
\$1,500,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 to \$2,499,999	0	0	--	0	0	--
\$2,500,000 to \$4,999,999	0	0	--	0	0	--
\$5,000,000 to \$9,999,999	0	0	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>58</b>	<b>63</b>	<b>+8.6%</b>	<b>28</b>	<b>25</b>	<b>-10.7%</b>

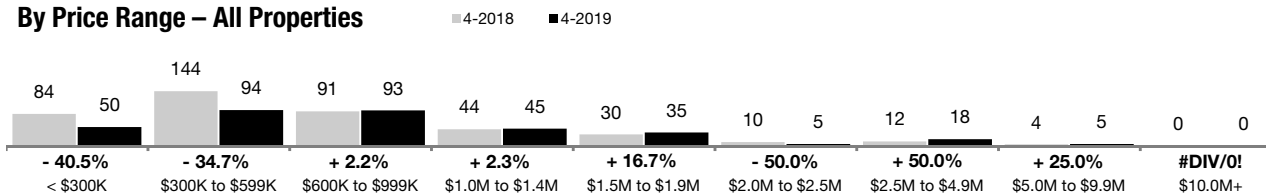
### Year to Date

By Price Range	Single Family			Condo		
	4-2018	4-2019	Change	4-2018	4-2019	Change
\$299,999 and Below	73	53	-27.4%	52	43	-17.3%
\$300,000 to \$599,999	115	86	-25.2%	30	40	+33.3%
\$600,000 to \$999,999	43	47	+9.3%	3	5	+66.7%
\$1,000,000 to \$1,499,999	9	6	-33.3%	1	1	0.0%
\$1,500,000 to \$1,999,999	0	2	--	0	0	--
\$2,000,000 to \$2,499,999	2	0	-100.0%	0	0	--
\$2,500,000 to \$4,999,999	1	0	-100.0%	0	0	--
\$5,000,000 to \$9,999,999	0	0	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>243</b>	<b>194</b>	<b>-20.2%</b>	<b>86</b>	<b>89</b>	<b>+3.5%</b>

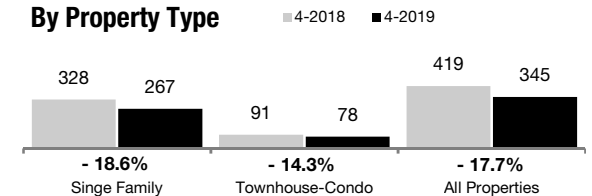
# Inventory of Active Listings

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		
	4-2018	4-2019	Change	4-2018	4-2019	Change
\$299,999 and Below	52	16	-69.2%	32	34	+6.3%
\$300,000 to \$599,999	107	71	-33.6%	37	23	-37.8%
\$600,000 to \$999,999	75	78	+4.0%	16	15	-6.3%
\$1,000,000 to \$1,499,999	40	40	0.0%	4	5	+25.0%
\$1,500,000 to \$1,999,999	28	34	+21.4%	2	1	-50.0%
\$2,000,000 to \$2,499,999	10	5	-50.0%	0	0	--
\$2,500,000 to \$4,999,999	12	18	+50.0%	0	0	--
\$5,000,000 to \$9,999,999	4	5	+25.0%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>328</b>	<b>267</b>	<b>-18.6%</b>	<b>91</b>	<b>78</b>	<b>-14.3%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2019	4-2019	Change	3-2019	4-2019	Change
\$299,999 and Below	22	16	-27.3%	35	34	-2.9%
\$300,000 to \$599,999	81	71	-12.3%	23	23	0.0%
\$600,000 to \$999,999	80	78	-2.5%	11	15	+36.4%
\$1,000,000 to \$1,499,999	39	40	+2.6%	5	5	0.0%
\$1,500,000 to \$1,999,999	30	34	+13.3%	1	1	0.0%
\$2,000,000 to \$2,499,999	8	5	-37.5%	0	0	--
\$2,500,000 to \$4,999,999	18	18	0.0%	0	0	--
\$5,000,000 to \$9,999,999	4	5	+25.0%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>282</b>	<b>267</b>	<b>-5.3%</b>	<b>75</b>	<b>78</b>	<b>+4.0%</b>

### Year to Date

By Price Range	Single Family			Condo		
	4-2018	4-2019	Change	4-2018	4-2019	Change
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®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	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.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	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.
<b>Inventory of Active Listings</b>	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.
<b>Months Supply of Inventory</b>	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.