

# Monthly Indicators



## December 2019

Percent changes calculated using year-over-year comparisons.

New Listings decreased 58.3 percent for single-family homes but increased 25.9 percent for townhouse-condo properties. Pending Sales increased 28.6 percent for detached homes and 100.0 percent for attached properties. Inventory decreased 10.8 percent for detached homes and 6.6 percent for attached properties.

The Median Sales Price was up 55.1 percent to \$680,000 for detached homes and 56.8 percent to \$556,731 for attached properties. Days on Market decreased 5.2 percent for detached homes but increased 38.8 percent for attached properties.

With low mortgage rates, low unemployment, and continued wage growth, home buyer activity is expected to remain healthy into the new year. New construction has been on the rise in 2019 and is expected to continue into 2020, but many experts note that the country is still not building enough new units to quench demand. It remains to be seen whether existing homeowners will be enticed to sell by higher home prices, which could finally bring the overall housing market into greater balance.

## Activity Snapshot

<b>+ 36.8%</b>	<b>+ 60.3%</b>	<b>- 9.7%</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 Grand County Board of REALTORS® Inc 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	12-2018	12-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		24	10	- 58.3%	585	582	- 0.5%
<b>Pending Sales</b>		21	27	+ 28.6%	437	436	- 0.2%
<b>Sold Listings</b>		22	33	+ 50.0%	441	465	+ 5.4%
<b>Median Sales Price</b>		\$438,350	\$680,000	+ 55.1%	\$485,000	\$565,000	+ 16.5%
<b>Avg. Sales Price</b>		\$482,652	\$718,350	+ 48.8%	\$574,662	\$617,810	+ 7.5%
<b>Pct. of List Price Received</b>		96.6%	96.8%	+ 0.2%	97.8%	98.3%	+ 0.5%
<b>Days on Market</b>		134	127	- 5.2%	123	117	- 4.9%
<b>Affordability Index</b>		81	56	- 30.9%	73	67	- 8.2%
<b>Active Listings</b>		130	116	- 10.8%	--	--	--
<b>Months Supply</b>		3.5	3.0	- 14.3%	--	--	--

# Townhouse/Condo Market Overview

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

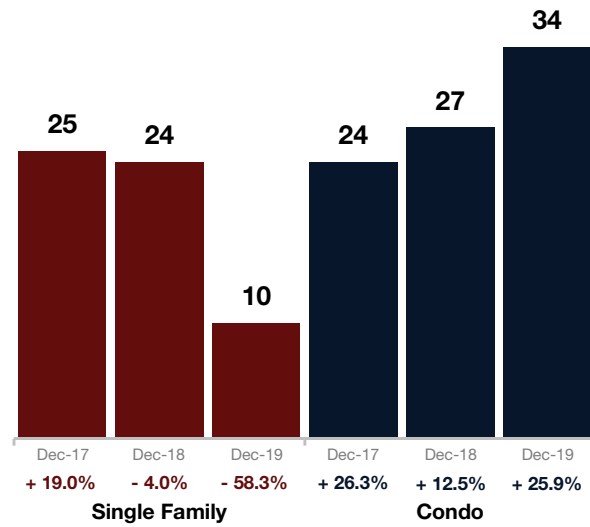


Key Metrics	Historical Sparkbars	12-2018	12-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		27	<b>34</b>	+ 25.9%	452	<b>503</b>	+ 11.3%
<b>Pending Sales</b>		18	<b>36</b>	+ 100.0%	377	<b>418</b>	+ 10.9%
<b>Sold Listings</b>		35	<b>45</b>	+ 28.6%	384	<b>405</b>	+ 5.5%
<b>Median Sales Price</b>		\$355,000	<b>\$556,731</b>	+ 56.8%	\$295,000	<b>\$332,000</b>	+ 12.5%
<b>Avg. Sales Price</b>		\$386,617	<b>\$526,229</b>	+ 36.1%	\$320,052	<b>\$365,380</b>	+ 14.2%
<b>Pct. of List Price Received</b>		99.3%	<b>99.0%</b>	- 0.3%	99.0%	<b>98.3%</b>	- 0.7%
<b>Days on Market</b>		80	<b>111</b>	+ 38.8%	97	<b>96</b>	- 1.0%
<b>Affordability Index</b>		100	<b>68</b>	- 32.0%	120	<b>115</b>	- 4.2%
<b>Active Listings</b>		76	<b>71</b>	- 6.6%	--	<b>--</b>	--
<b>Months Supply</b>		2.4	<b>2.1</b>	- 12.5%	--	<b>--</b>	--

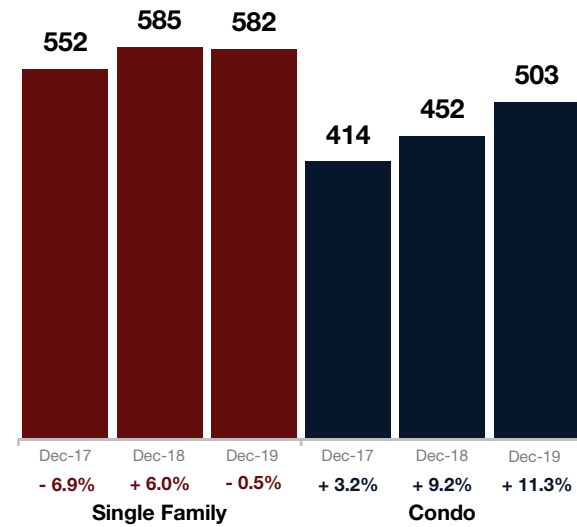
# New Listings



## December

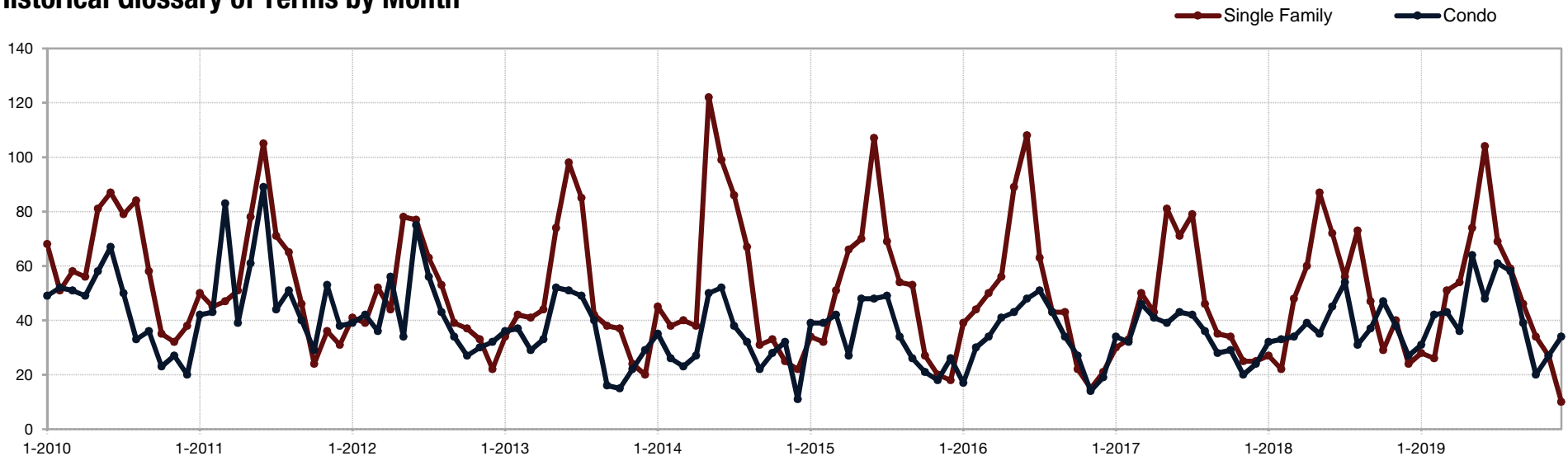


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2019	28	+3.7%	31	-3.1%
Feb-2019	26	+18.2%	42	+27.3%
Mar-2019	51	+6.3%	43	+26.5%
Apr-2019	54	-10.0%	36	-7.7%
May-2019	74	-14.9%	64	+82.9%
Jun-2019	104	+44.4%	48	+6.7%
Jul-2019	69	+23.2%	61	+13.0%
Aug-2019	59	-19.2%	58	+87.1%
Sep-2019	46	-2.1%	39	+5.4%
Oct-2019	34	+17.2%	20	-57.4%
Nov-2019	27	-32.5%	27	-28.9%
<b>Dec-2019</b>	<b>10</b>	<b>-58.3%</b>	<b>34</b>	<b>+25.9%</b>

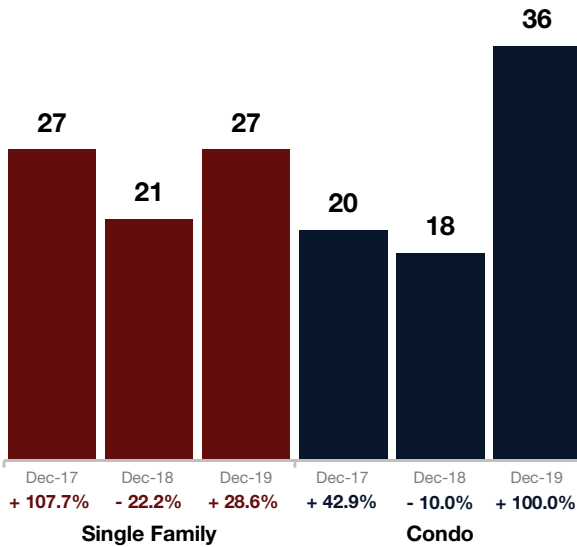
## Historical Glossary of Terms by Month



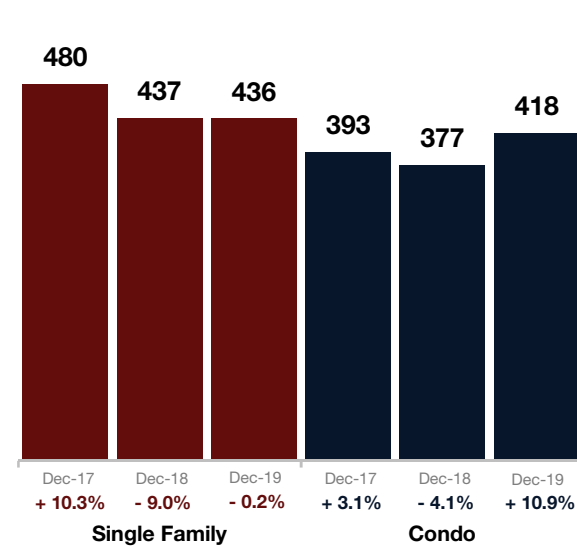
# Pending Sales



## December

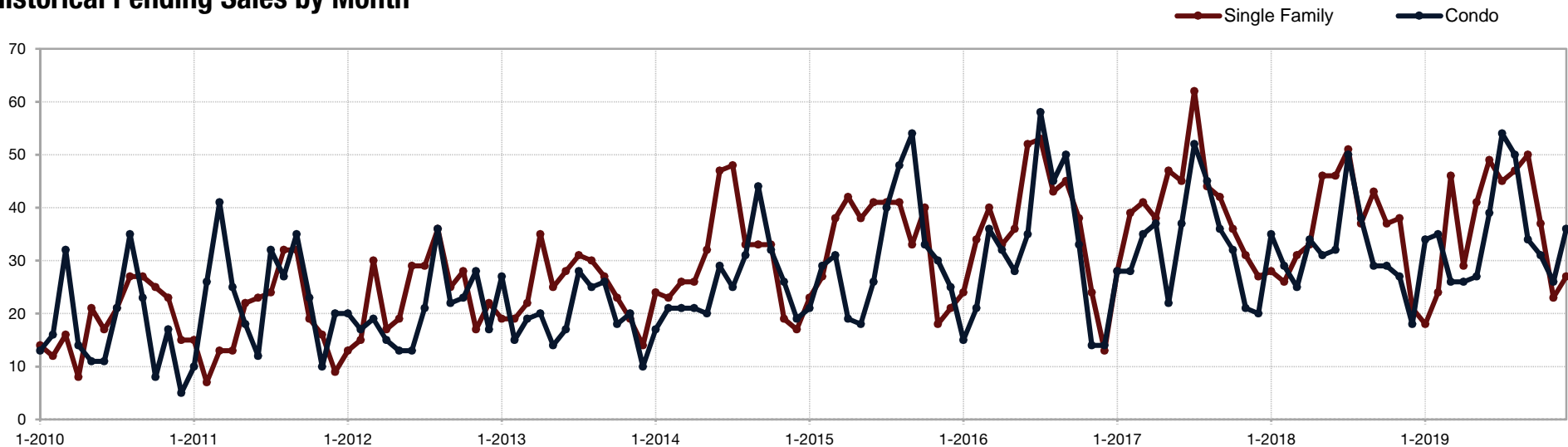


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2019	18	-35.7%	34	-2.9%
Feb-2019	24	-7.7%	35	+20.7%
Mar-2019	46	+48.4%	26	+4.0%
Apr-2019	29	-12.1%	26	-23.5%
May-2019	41	-10.9%	27	-12.9%
Jun-2019	49	+6.5%	39	+21.9%
Jul-2019	45	-11.8%	54	+8.0%
Aug-2019	47	+27.0%	50	+31.6%
Sep-2019	50	+16.3%	34	+17.2%
Oct-2019	37	0.0%	31	+6.9%
Nov-2019	23	-39.5%	26	-3.7%
<b>Dec-2019</b>	<b>27</b>	<b>+28.6%</b>	<b>36</b>	<b>+100.0%</b>

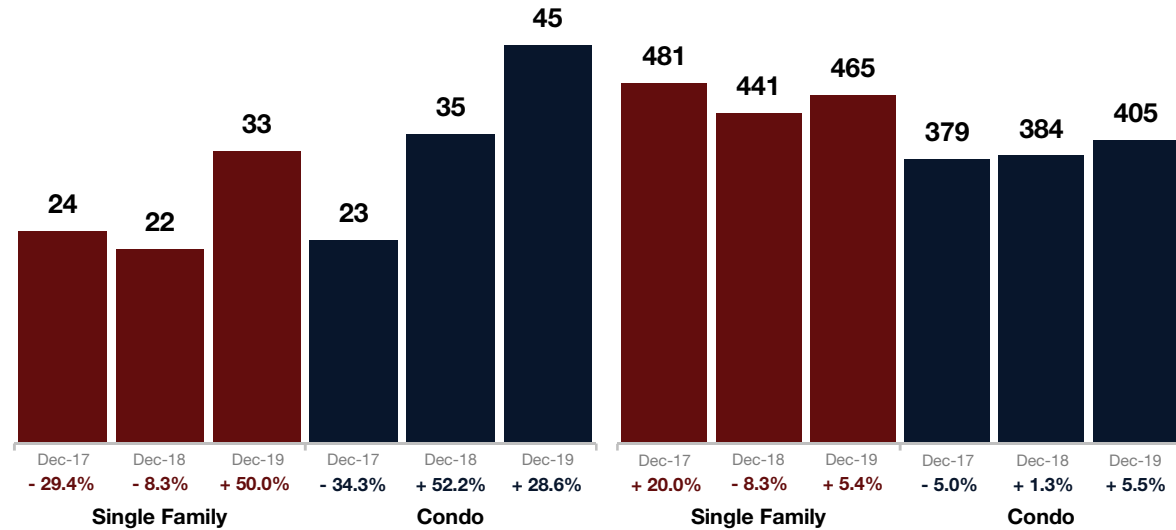
## Historical Pending Sales by Month



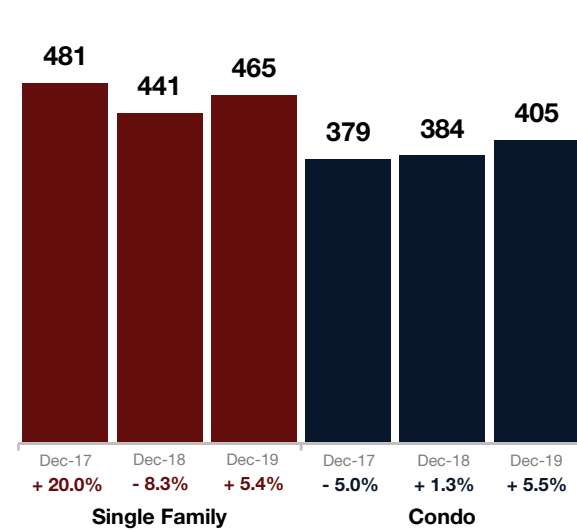
# Sold Listings



## December

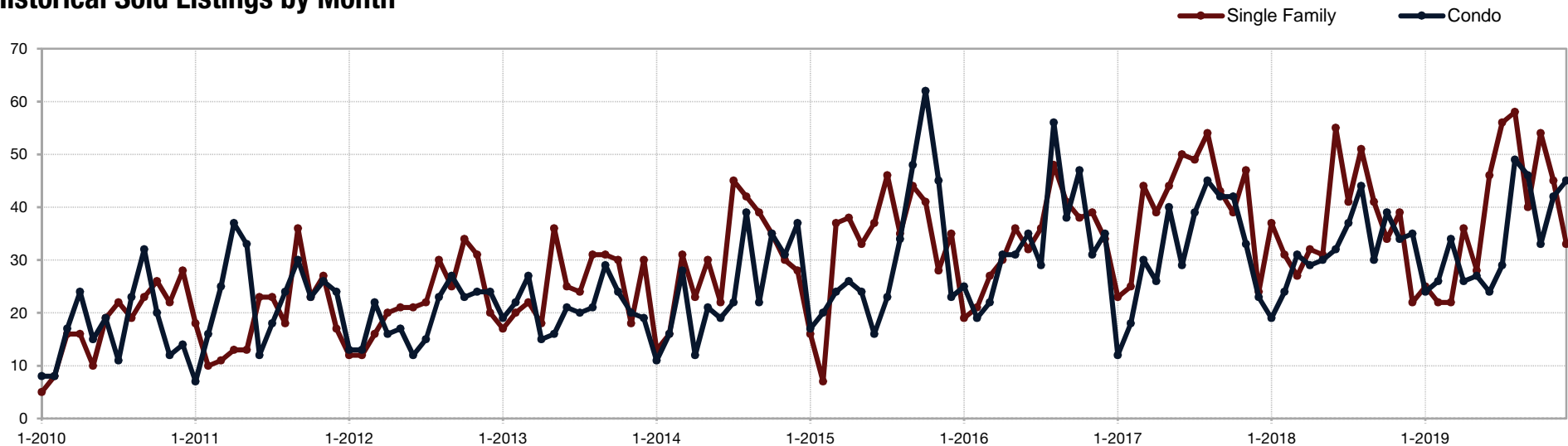


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2019	25	-32.4%	24	+26.3%
Feb-2019	22	-29.0%	26	+8.3%
Mar-2019	22	-18.5%	34	+9.7%
Apr-2019	36	+12.5%	26	-10.3%
May-2019	28	-9.7%	27	-10.0%
Jun-2019	46	-16.4%	24	-25.0%
Jul-2019	56	+36.6%	29	-21.6%
Aug-2019	58	+13.7%	49	+11.4%
Sep-2019	40	-2.4%	46	+53.3%
Oct-2019	54	+58.8%	33	-15.4%
Nov-2019	45	+15.4%	42	+23.5%
<b>Dec-2019</b>	<b>33</b>	<b>+50.0%</b>	<b>45</b>	<b>+28.6%</b>

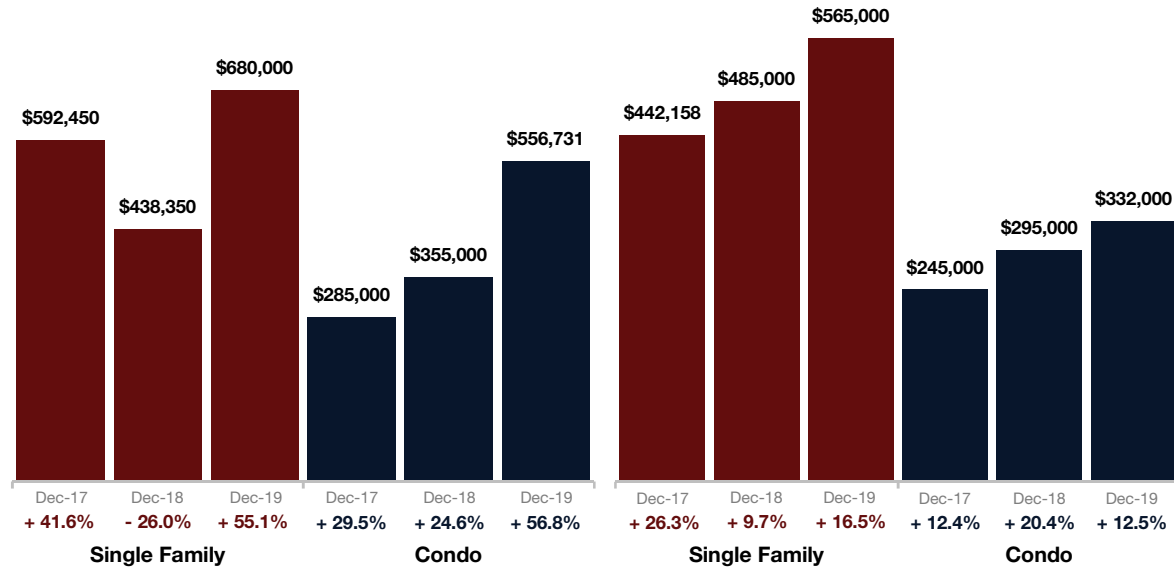
## Historical Sold Listings by Month



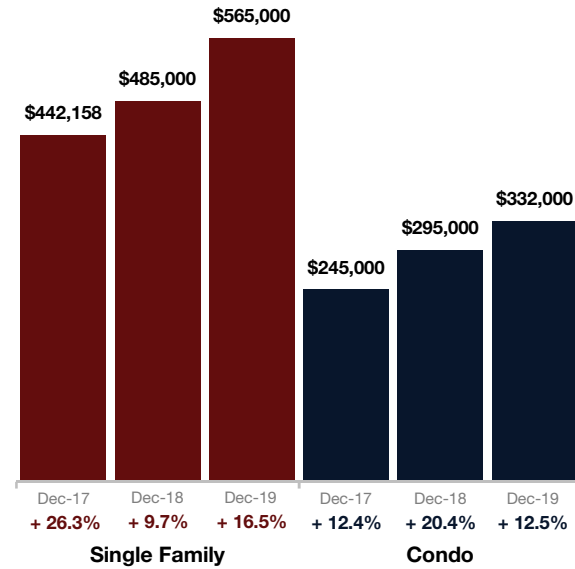
# Median Sales Price



## December

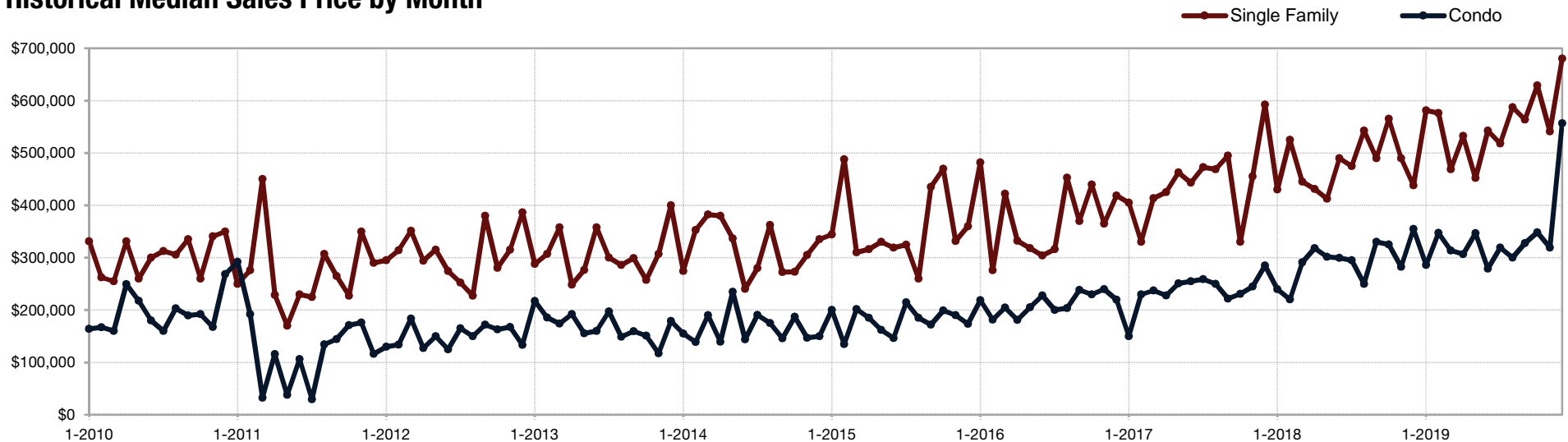


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2019	\$581,260	+35.2%	\$286,000	+19.2%
Feb-2019	\$576,250	+9.8%	\$347,500	+57.6%
Mar-2019	\$468,810	+5.4%	\$313,750	+7.8%
Apr-2019	\$532,383	+23.5%	\$306,500	-3.6%
May-2019	\$452,000	+9.6%	\$347,000	+15.1%
Jun-2019	\$542,500	+10.7%	\$278,850	-6.9%
Jul-2019	\$518,196	+9.1%	\$319,000	+8.1%
Aug-2019	\$587,000	+8.2%	\$300,000	+20.0%
Sep-2019	\$563,589	+15.0%	\$327,500	-0.8%
Oct-2019	\$629,004	+11.3%	\$348,500	+7.2%
Nov-2019	\$541,000	+10.4%	\$319,000	+12.9%
<b>Dec-2019</b>	<b>\$680,000</b>	<b>+55.1%</b>	<b>\$556,731</b>	<b>+56.8%</b>

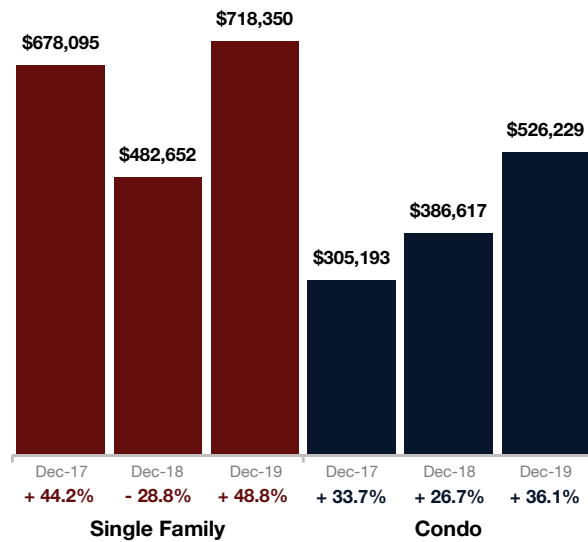
## Historical Median Sales Price by Month



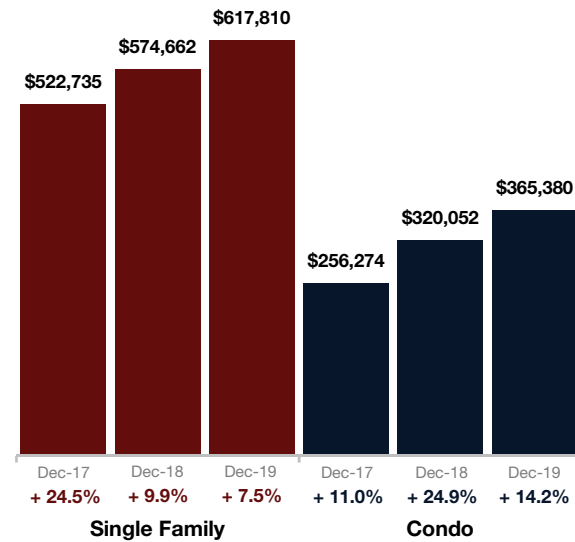
# Average Sales Price



## December

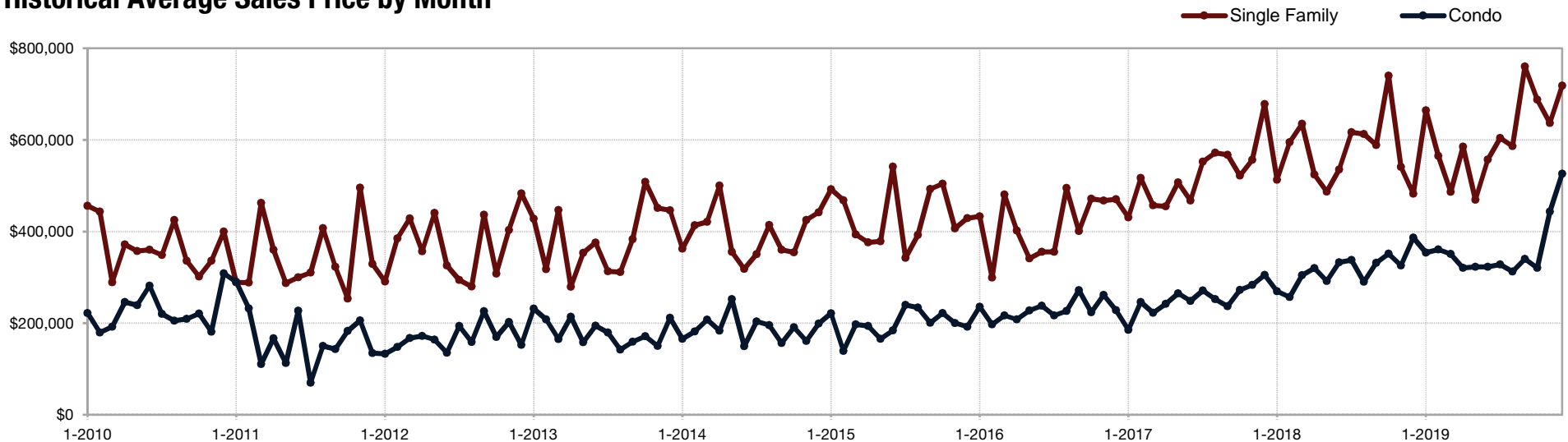


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2019	\$664,334	+29.6%	\$353,796	+31.4%
Feb-2019	\$564,975	-5.0%	\$360,992	+40.6%
Mar-2019	\$486,379	-23.4%	\$350,994	+15.3%
Apr-2019	\$584,972	+11.5%	\$320,379	+0.1%
May-2019	\$469,386	-3.6%	\$322,961	+10.7%
Jun-2019	\$556,917	+4.0%	\$322,907	-3.0%
Jul-2019	\$604,277	-2.0%	\$327,926	-2.9%
Aug-2019	\$586,321	-4.3%	\$312,704	+7.8%
Sep-2019	\$759,779	+29.1%	\$340,195	+2.7%
Oct-2019	\$687,559	-7.1%	\$320,785	-8.7%
Nov-2019	\$636,727	+17.7%	\$443,363	+36.0%
<b>Dec-2019</b>	<b>\$718,350</b>	<b>+48.8%</b>	<b>\$526,229</b>	<b>+36.1%</b>

## Historical Average Sales Price by Month

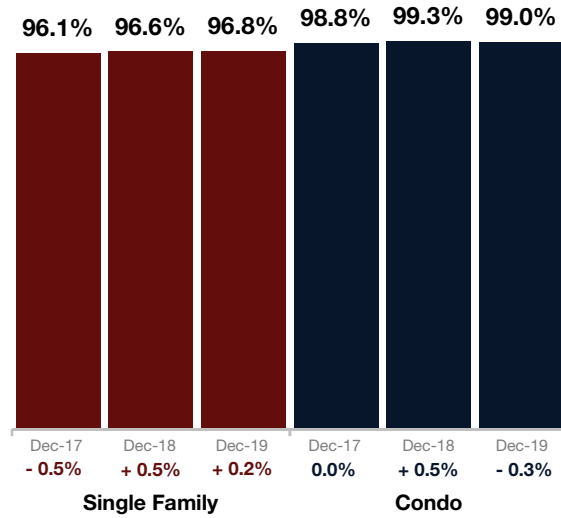




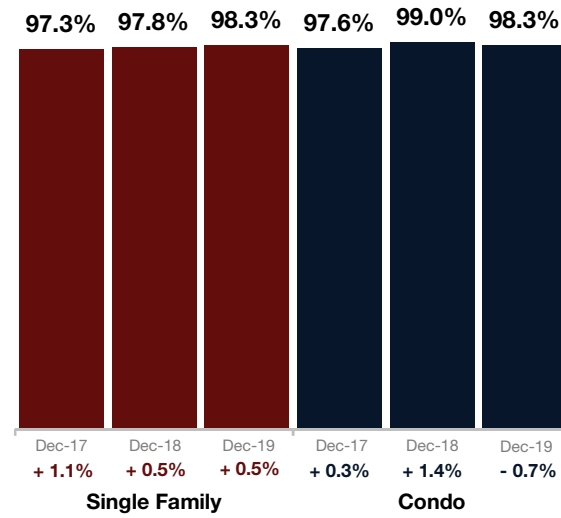
# Percent of List Price Received



## December

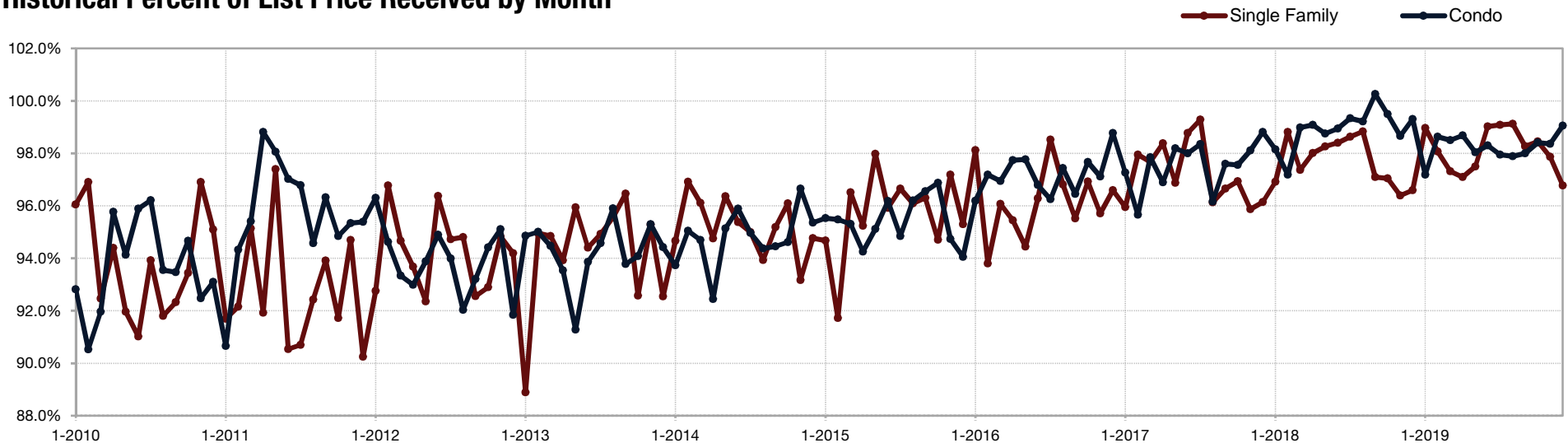


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2019	99.0%	+2.2%	97.2%	-0.9%
Feb-2019	98.1%	-0.7%	98.6%	+1.4%
Mar-2019	97.3%	-0.1%	98.5%	-0.5%
Apr-2019	97.1%	-0.9%	98.7%	-0.4%
May-2019	97.5%	-0.8%	98.0%	-0.7%
Jun-2019	99.0%	+0.6%	98.3%	-0.6%
Jul-2019	99.1%	+0.5%	98.0%	-1.3%
Aug-2019	99.1%	+0.3%	97.9%	-1.3%
Sep-2019	98.3%	+1.2%	98.0%	-2.3%
Oct-2019	98.4%	+1.4%	98.4%	-1.1%
Nov-2019	97.9%	+1.6%	98.4%	-0.3%
<b>Dec-2019</b>	<b>96.8%</b>	<b>+0.2%</b>	<b>99.0%</b>	<b>-0.3%</b>

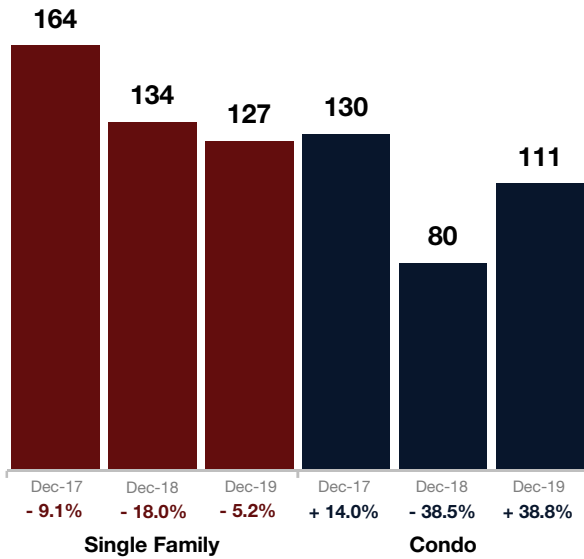
## Historical Percent of List Price Received by Month



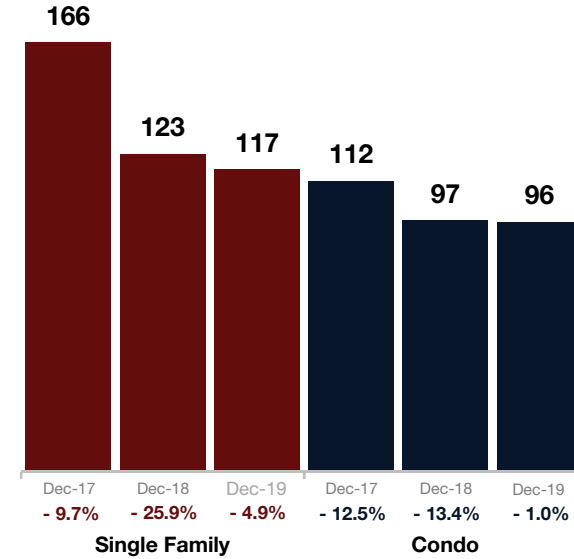
# Days on Market Until Sale



## December

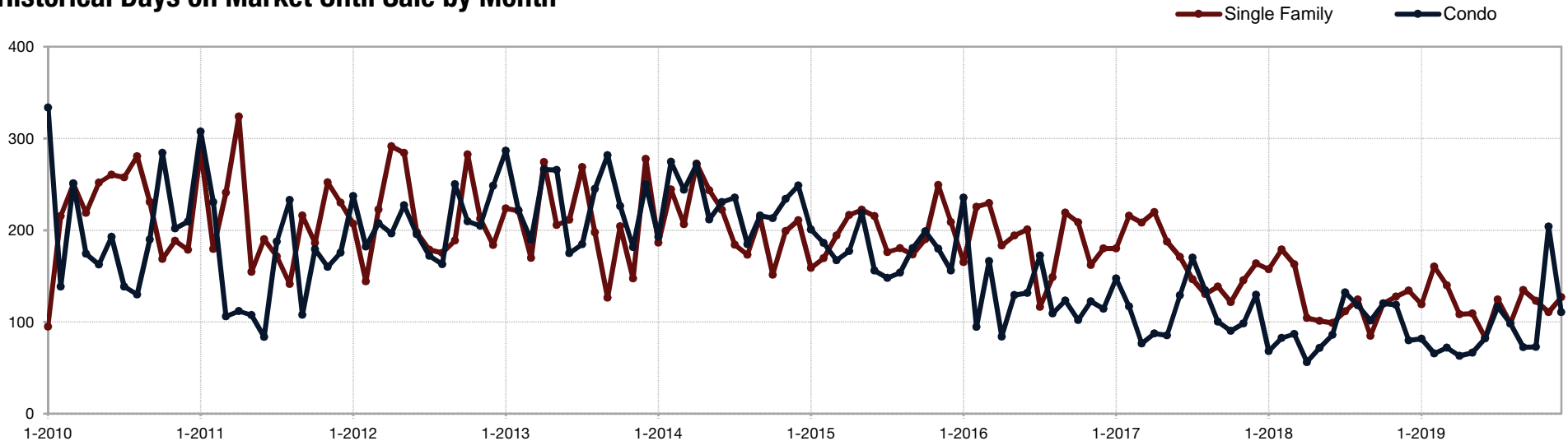


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2019	119	-24.7%	82	+20.6%
Feb-2019	160	-10.6%	66	-20.5%
Mar-2019	140	-14.1%	72	-17.2%
Apr-2019	108	+2.9%	63	+12.5%
May-2019	109	+7.9%	67	-6.9%
Jun-2019	83	-16.2%	82	-4.7%
Jul-2019	125	+11.6%	117	-11.4%
Aug-2019	98	-21.0%	98	-16.9%
Sep-2019	135	+58.8%	73	-28.4%
Oct-2019	123	+2.5%	73	-39.2%
Nov-2019	111	-13.3%	204	+71.4%
<b>Dec-2019</b>	<b>127</b>	<b>-5.2%</b>	<b>111</b>	<b>+38.8%</b>

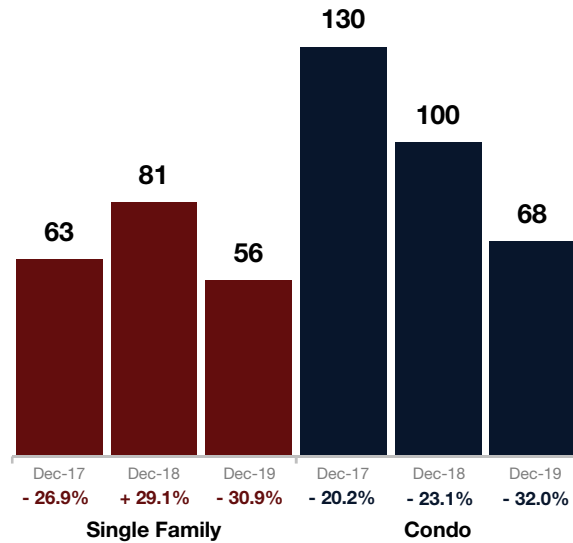
## Historical Days on Market Until Sale by Month



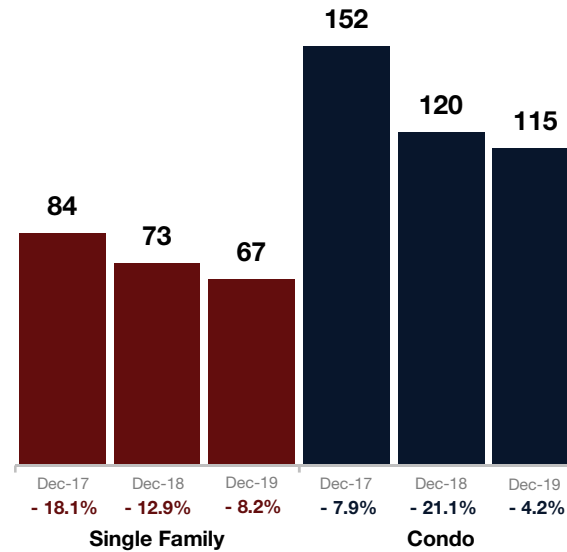
# Housing Affordability Index



## December

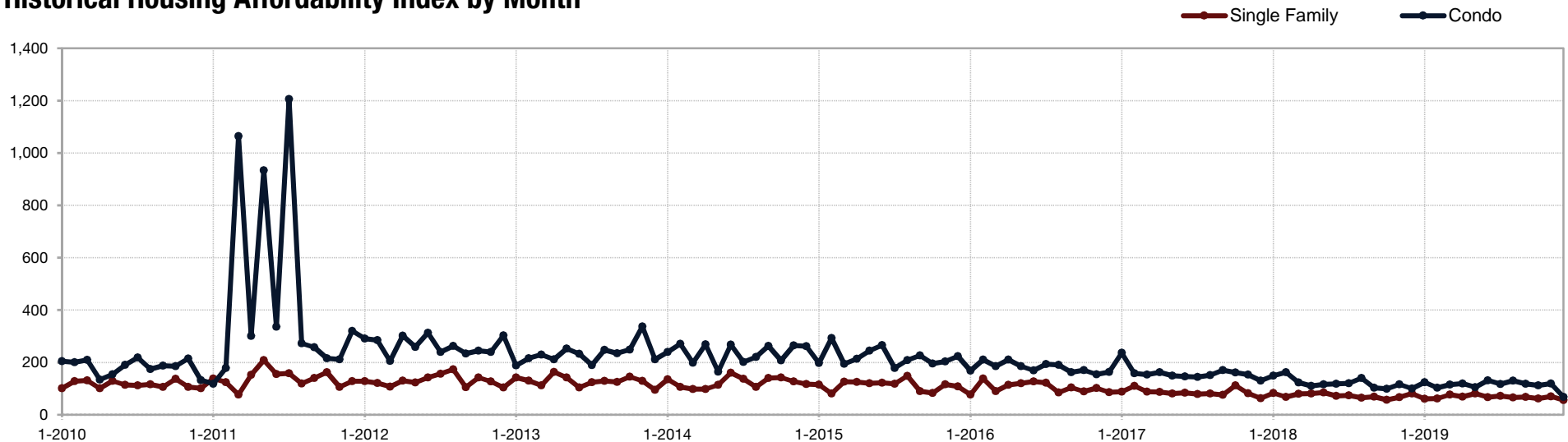


## Year to Date



Housing Affordability Index	Percent Change from Previous Year	
	Single Family	Condo
Jan-2019	61	-27.4%
Feb-2019	63	-7.4%
Mar-2019	77	-3.8%
Apr-2019	69	-15.9%
May-2019	81	-4.7%
Jun-2019	67	-6.9%
Jul-2019	72	-4.0%
Aug-2019	67	+3.1%
Sep-2019	68	-1.4%
Oct-2019	62	+8.8%
Nov-2019	70	+4.5%
<b>Dec-2019</b>	<b>56</b>	<b>-30.9%</b>

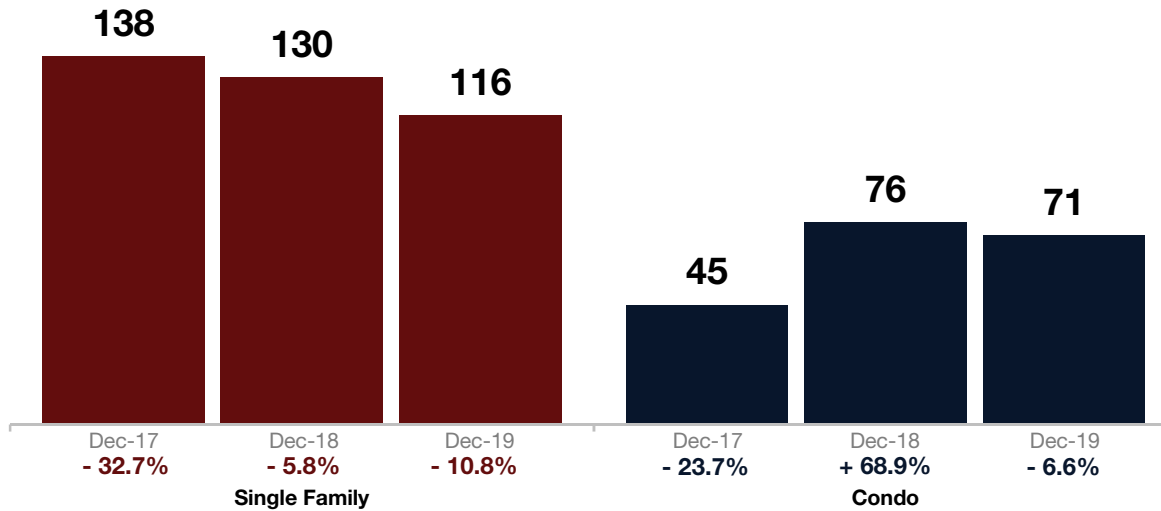
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

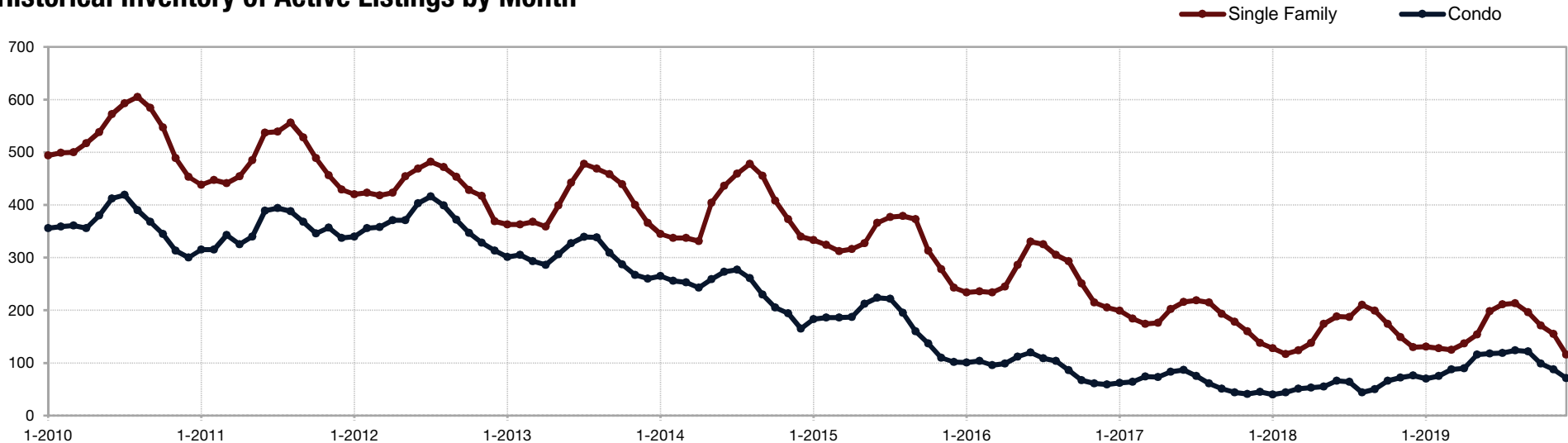


## December



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2019	131	+2.3%	70	+75.0%
Feb-2019	128	+9.4%	75	+70.5%
Mar-2019	125	+0.8%	88	+72.5%
Apr-2019	137	-0.7%	90	+69.8%
May-2019	154	-11.5%	116	+110.9%
Jun-2019	198	+5.3%	118	+78.8%
Jul-2019	211	+12.8%	119	+85.9%
Aug-2019	213	+1.4%	124	+181.8%
Sep-2019	196	-1.5%	122	+144.0%
Oct-2019	171	-1.7%	99	+50.0%
Nov-2019	155	+4.0%	88	+22.2%
<b>Dec-2019</b>	<b>116</b>	<b>-10.8%</b>	<b>71</b>	<b>-6.6%</b>

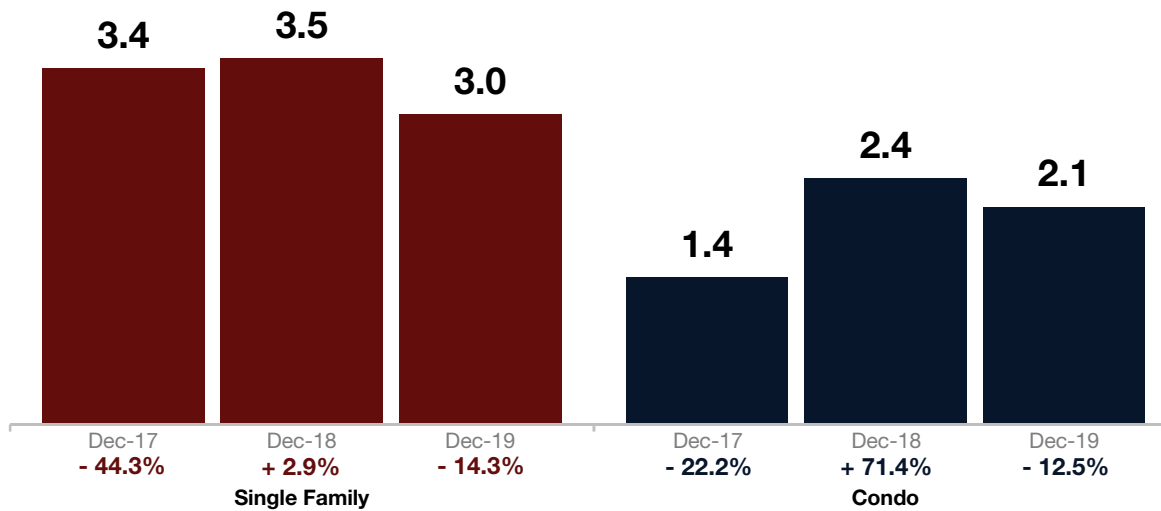
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

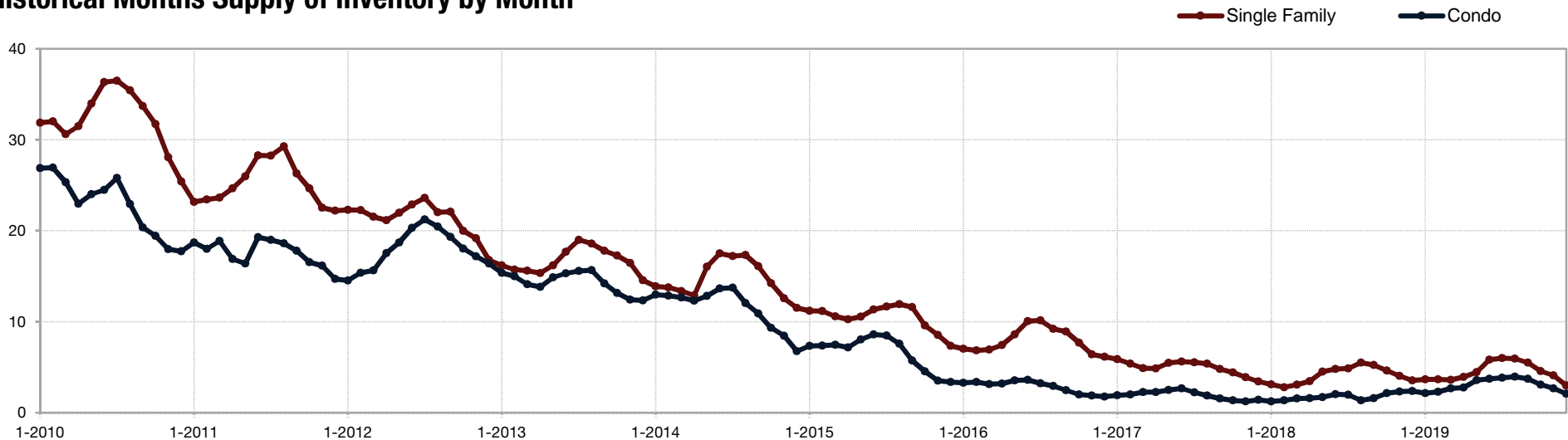


## December



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2019	3.7	+19.4%	2.2	+83.3%
Feb-2019	3.7	+32.1%	2.3	+76.9%
Mar-2019	3.6	+16.1%	2.7	+68.8%
Apr-2019	3.9	+11.4%	2.8	+75.0%
May-2019	4.4	-2.2%	3.6	+111.8%
Jun-2019	5.8	+20.8%	3.7	+85.0%
Jul-2019	6.0	+22.4%	3.8	+90.0%
Aug-2019	6.0	+9.1%	3.9	+178.6%
Sep-2019	5.5	+5.8%	3.7	+131.3%
Oct-2019	4.6	0.0%	3.1	+47.6%
Nov-2019	4.1	+2.5%	2.7	+17.4%
<b>Dec-2019</b>	<b>3.0</b>	<b>-14.3%</b>	<b>2.1</b>	<b>-12.5%</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.



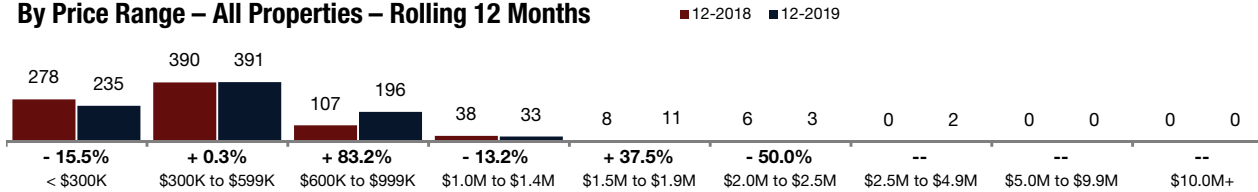
Key Metrics	Historical Sparkbars	12-2018	12-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		51	44	- 13.7%	1,039	1,086	+ 4.5%
<b>Pending Sales</b>		39	63	+ 61.5%	816	855	+ 4.8%
<b>Sold Listings</b>		57	78	+ 36.8%	827	871	+ 5.3%
<b>Median Sales Price</b>		\$368,000	\$589,900	+ 60.3%	\$370,000	\$405,000	+ 9.5%
<b>Avg. Sales Price</b>		\$423,683	\$607,511	+ 43.4%	\$457,003	\$499,891	+ 9.4%
<b>Pct. of List Price Received</b>		98.3%	98.1%	- 0.2%	98.3%	98.3%	0.0%
<b>Days on Market</b>		101	118	+ 16.8%	111	107	- 3.6%
<b>Affordability Index</b>		96	65	- 32.3%	96	94	- 2.1%
<b>Active Listings</b>		207	187	- 9.7%	--	--	--
<b>Months Supply</b>		3.0	2.6	- 13.3%	--	--	--

# Sold Listings

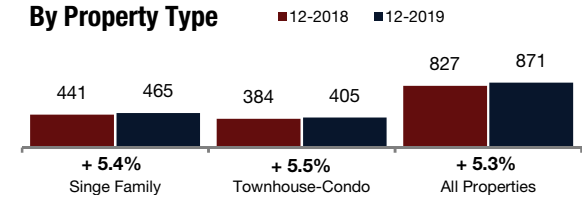
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

### Compared to Prior Month

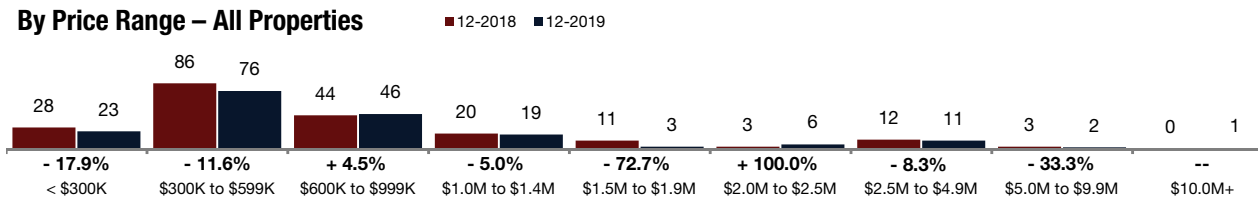
### Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	12-2018	12-2019	Change	12-2018	12-2019	Change	11-2019	12-2019	Change	11-2019	12-2019	Change	12-2018	12-2019	Change	12-2018	12-2019	Change
\$299,999 and Below	83	63	-24.1%	195	171	-12.3%	6	5	-16.7%	20	6	-70.0%	83	63	-24.1%	195	171	-12.3%
\$300,000 to \$599,999	214	195	-8.9%	175	196	+12.0%	19	8	-57.9%	13	23	+76.9%	214	195	-8.9%	175	196	+12.0%
\$600,000 to \$999,999	94	163	+73.4%	12	33	+175.0%	15	15	0.0%	5	15	+200.0%	94	163	+73.4%	12	33	+175.0%
\$1,000,000 to \$1,499,999	36	29	-19.4%	2	4	+100.0%	3	4	+33.3%	4	0	-100.0%	36	29	-19.4%	2	4	+100.0%
\$1,500,00 to \$1,999,999	8	11	+37.5%	0	0	--	1	0	-100.0%	0	0	--	8	11	+37.5%	0	0	--
\$2,000,000 to \$2,499,999	6	2	-66.7%	0	1	--	1	1	0.0%	0	1	--	6	2	-66.7%	0	1	--
\$2,500,000 to \$4,999,999	0	2	--	0	0	--	0	0	--	0	0	--	0	2	--	0	0	--
\$5,000,000 to \$9,999,999	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>441</b>	<b>465</b>	<b>+5.4%</b>	<b>384</b>	<b>405</b>	<b>+5.5%</b>	<b>45</b>	<b>33</b>	<b>-26.7%</b>	<b>42</b>	<b>45</b>	<b>+7.1%</b>	<b>441</b>	<b>465</b>	<b>+5.4%</b>	<b>384</b>	<b>405</b>	<b>+5.5%</b>

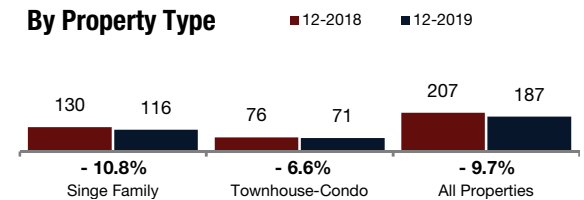
# Inventory of Active Listings

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

### Compared to Prior Month

### Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family		Condo	
	12-2018	12-2019	Change	12-2018	12-2019	Change	11-2019	12-2019	Change	11-2019	12-2019	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.			
\$299,999 and Below	7	9	+28.6%	21	14	-33.3%	10	9	-10.0%	18	14	-22.2%				
\$300,000 to \$599,999	49	42	-14.3%	36	34	-5.6%	59	42	-28.8%	40	34	-15.0%				
\$600,000 to \$999,999	30	26	-13.3%	14	20	+42.9%	42	26	-38.1%	27	20	-25.9%				
\$1,000,000 to \$1,499,999	16	16	0.0%	4	3	-25.0%	17	16	-5.9%	3	3	0.0%				
\$1,500,00 to \$1,999,999	11	3	-72.7%	0	0	--	5	3	-40.0%	0	0	--				
\$2,000,000 to \$2,499,999	2	6	+200.0%	1	0	-100.0%	7	6	-14.3%	0	0	--				
\$2,500,000 to \$4,999,999	12	11	-8.3%	0	0	--	12	11	-8.3%	0	0	--				
\$5,000,000 to \$9,999,999	3	2	-33.3%	0	0	--	2	2	0.0%	0	0	--				
\$10,000,000 and Above	0	1	--	0	0	--	1	1	0.0%	0	0	--				
<b>All Price Ranges</b>	<b>130</b>	<b>116</b>	<b>-10.8%</b>	<b>76</b>	<b>71</b>	<b>-6.6%</b>	<b>155</b>	<b>116</b>	<b>-25.2%</b>	<b>88</b>	<b>71</b>	<b>-19.3%</b>				

# 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.