



Monthly Indicators

January 2017

Percent changes calculated using year-over-year comparisons.

New Listings were up 4.0 percent for single family homes but decreased 39.1 percent for townhouse-condo properties. Pending Sales landed at 164 for single family homes and 20 for townhouse-condo properties.

The Median Sales Price was up 2.4 percent to \$339,900 for single family homes and 22.4 percent to \$252,200 for townhouse-condo properties. Days on Market decreased 13.1 percent for single family homes but increased 23.9 percent for condo properties.

In case you missed it, we have a new U.S. president. In his first hour in office, the .25 percentage point rate cut for loans backed by the Federal Housing Administration (FHA) was removed, setting the table for what should be an interesting presidential term for real estate policy. FHA loans tend to be a favorable option for those with limited financial resources. On a brighter note, wages are on the uptick for many Americans, while unemployment rates have remained stable and relatively unchanged for several months. The system is ripe for more home purchasing if there are more homes available to sell.

Activity Snapshot

+ 7.5%	+ 5.5%	- 9.5%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Days on Market All Properties

Residential real estate activity in Area 8 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	1-2016	1-2017	Percent Change	YTD-2016	YTD-2017	Percent Change
New Listings		177	184	+ 4.0%	177	184	+ 4.0%
Pending / Under Contract		164	164	0.0%	164	164	0.0%
Sold Listings		106	115	+ 8.5%	106	115	+ 8.5%
Median Sales Price		\$332,010	\$339,900	+ 2.4%	\$332,010	\$339,900	+ 2.4%
Average Sales Price		\$362,371	\$376,981	+ 4.0%	\$362,371	\$376,981	+ 4.0%
Pct. of List Price Received		100.1%	99.0%	- 1.1%	100.1%	99.0%	- 1.1%
Days on Market		99	86	- 13.1%	99	86	- 13.1%
Affordability Index		107	100	- 6.5%	107	100	- 6.5%
Active Listings		341	319	- 6.5%	--	--	--
Months Supply		1.8	1.8	0.0%	--	--	--

Townhouse-Condo Market Overview

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

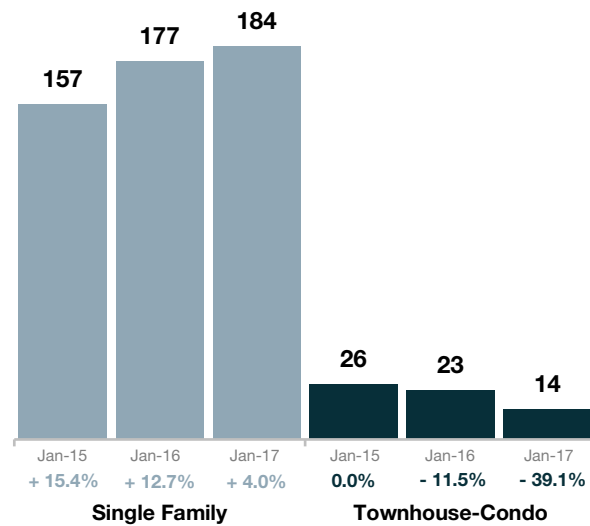


Key Metrics	Historical Sparkbars	1-2016	1-2017	Percent Change	YTD-2016	YTD-2017	Percent Change
New Listings		23	14	- 39.1%	23	14	- 39.1%
Pending / Under Contract		20	20	0.0%	20	20	0.0%
Sold Listings		14	14	0.0%	14	14	0.0%
Median Sales Price		\$206,000	\$252,200	+ 22.4%	\$206,000	\$252,200	+ 22.4%
Average Sales Price		\$231,536	\$271,835	+ 17.4%	\$231,536	\$271,835	+ 17.4%
Pct. of List Price Received		99.1%	99.8%	+ 0.7%	99.1%	99.8%	+ 0.7%
Days on Market		67	83	+ 23.9%	67	83	+ 23.9%
Affordability Index		173	135	- 22.0%	173	135	- 22.0%
Active Listings		24	25	+ 4.2%	--	--	--
Months Supply		1.0	1.1	+ 10.0%	--	--	--

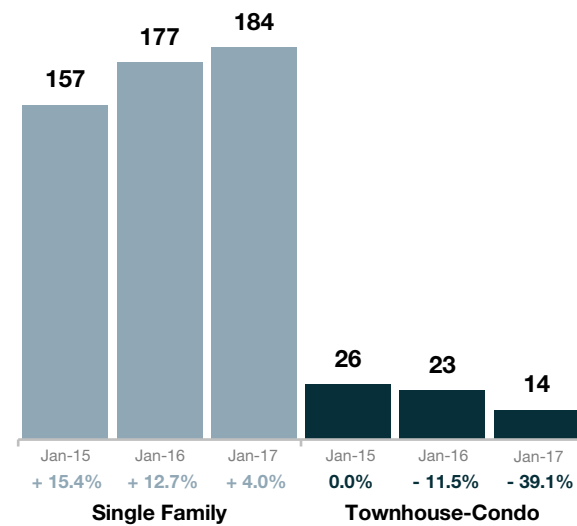
New Listings



January

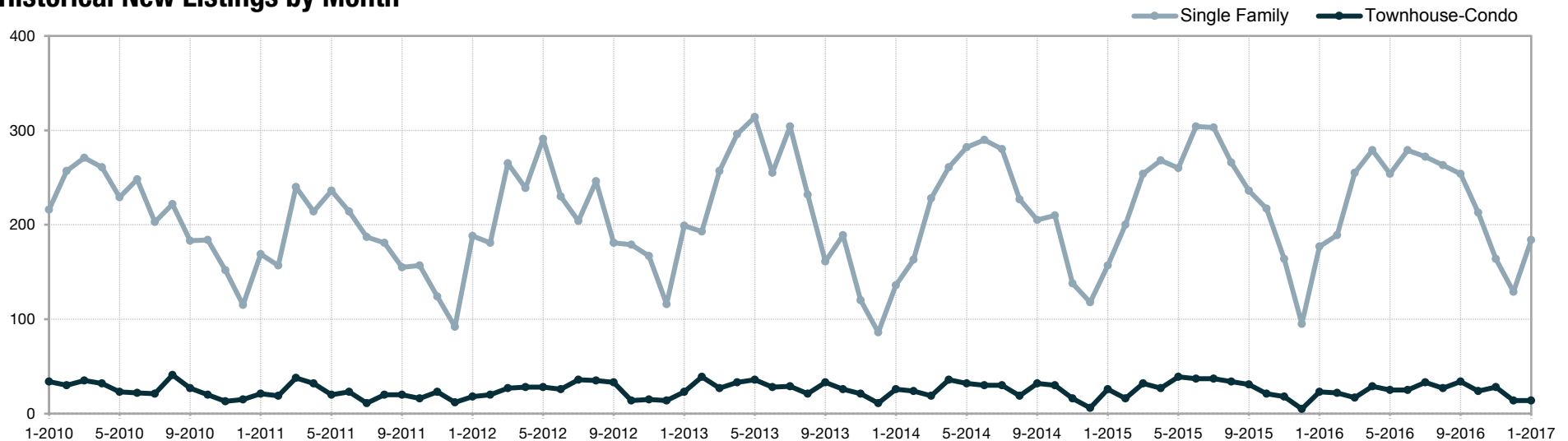


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	189	-5.5%	22	+37.5%
Mar-2016	255	+0.4%	17	-46.9%
Apr-2016	279	+4.1%	29	+7.4%
May-2016	254	-2.3%	25	-35.9%
Jun-2016	279	-8.2%	25	-32.4%
Jul-2016	272	-10.2%	33	-10.8%
Aug-2016	263	-1.1%	27	-20.6%
Sep-2016	254	+7.6%	34	+9.7%
Oct-2016	213	-1.8%	24	+14.3%
Nov-2016	164	0.0%	28	+55.6%
Dec-2016	129	+35.8%	14	+180.0%
Jan-2017	184	+4.0%	14	-39.1%

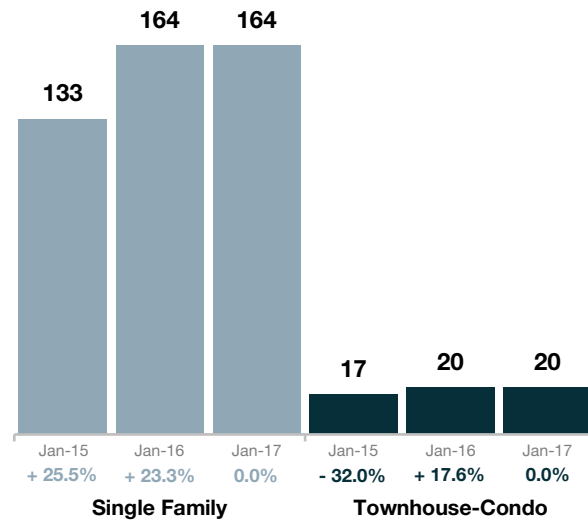
Historical New Listings by Month



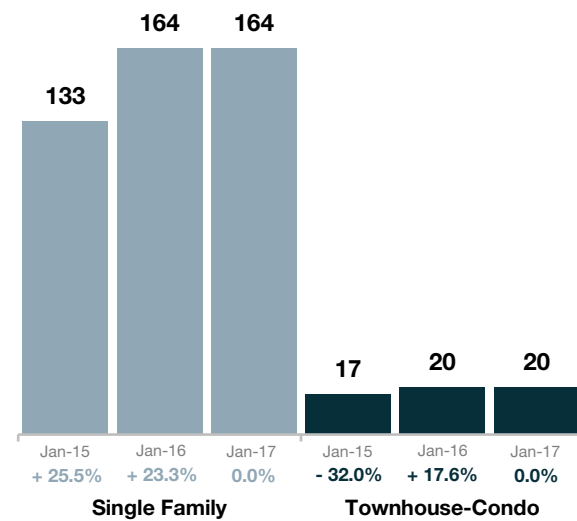
Pending / Under Contract



January

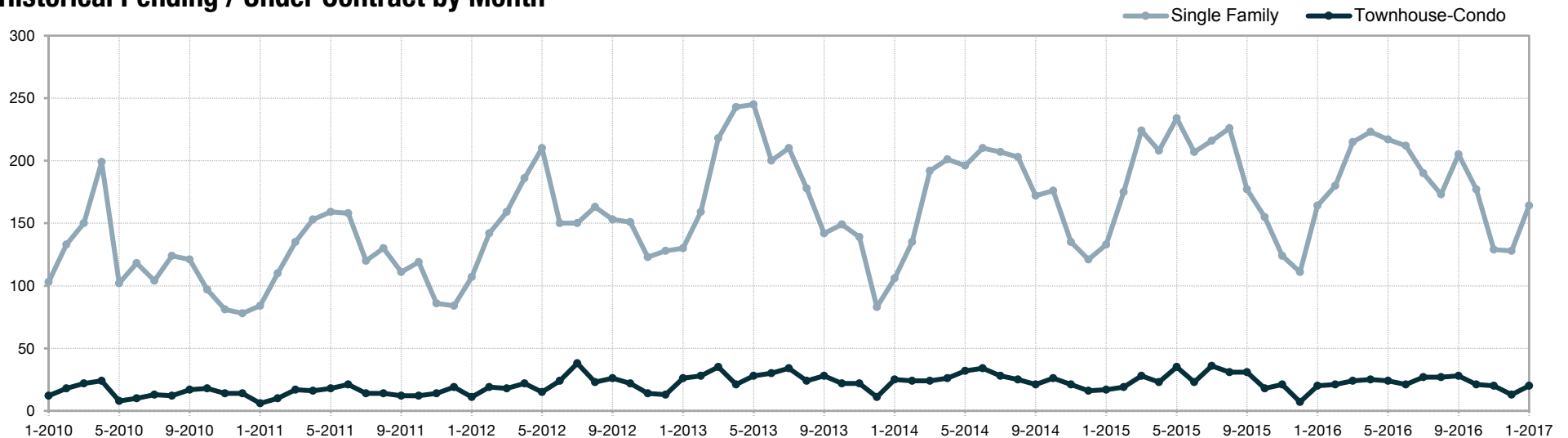


Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	180	+2.9%	21	+10.5%
Mar-2016	215	-4.0%	24	-14.3%
Apr-2016	223	+7.2%	25	+8.7%
May-2016	217	-7.3%	24	-31.4%
Jun-2016	212	+2.4%	21	-8.7%
Jul-2016	190	-12.0%	27	-25.0%
Aug-2016	173	-23.5%	27	-12.9%
Sep-2016	205	+15.8%	28	-9.7%
Oct-2016	177	+14.2%	21	+16.7%
Nov-2016	129	+4.0%	20	-4.8%
Dec-2016	128	+15.3%	13	+85.7%
Jan-2017	164	0.0%	20	0.0%

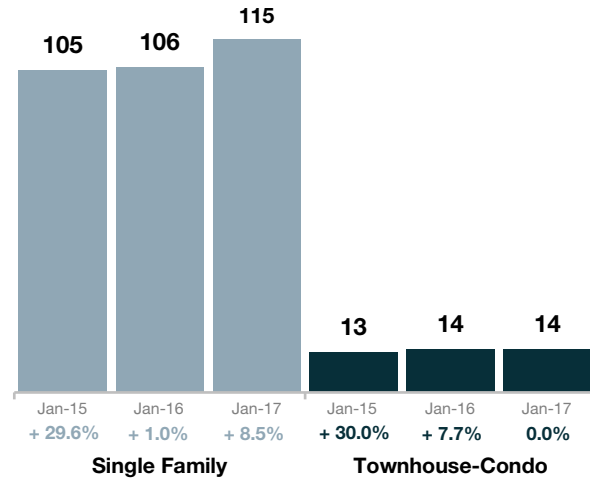
Historical Pending / Under Contract by Month



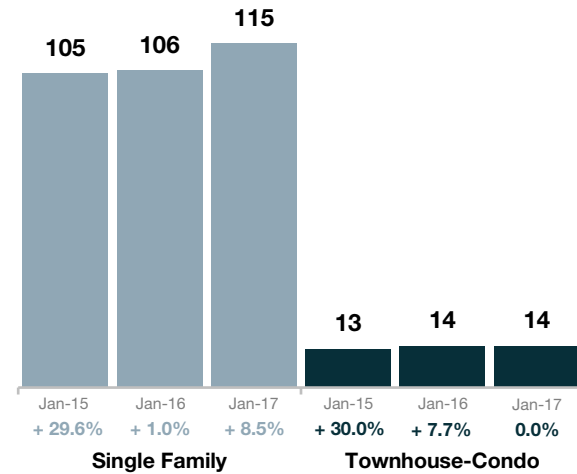
Sold Listings



January

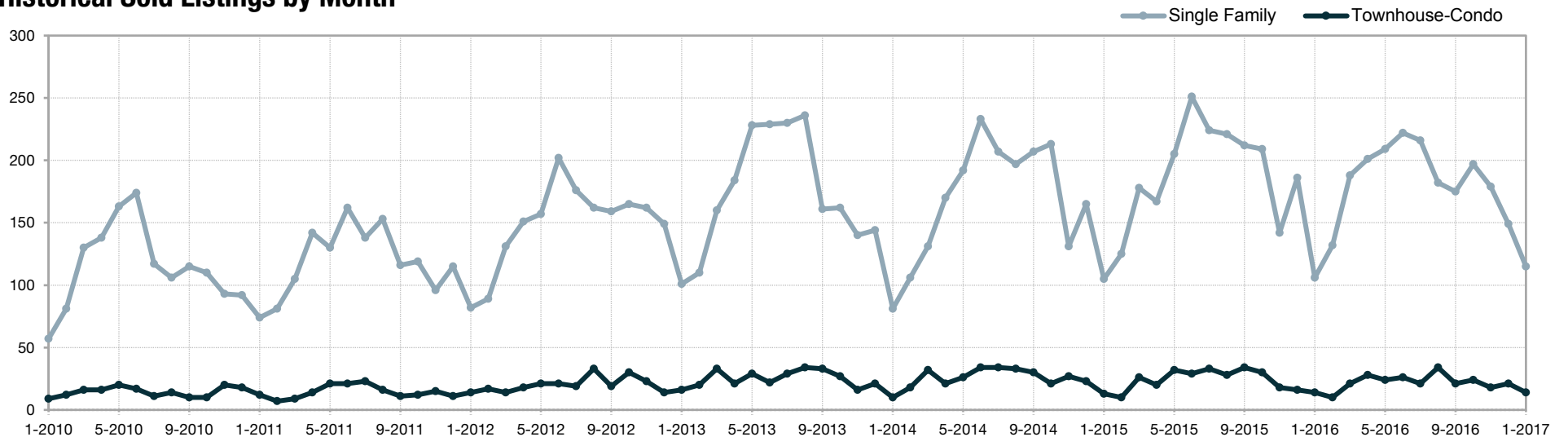


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	132	+5.6%	10	0.0%
Mar-2016	188	+5.6%	21	-19.2%
Apr-2016	201	+20.4%	28	+40.0%
May-2016	209	+2.0%	24	-25.0%
Jun-2016	222	-11.6%	26	-10.3%
Jul-2016	216	-3.6%	21	-36.4%
Aug-2016	182	-17.6%	34	+21.4%
Sep-2016	175	-17.5%	21	-38.2%
Oct-2016	197	-5.7%	24	-20.0%
Nov-2016	179	+26.1%	18	0.0%
Dec-2016	149	-19.9%	21	+31.3%
Jan-2017	115	+8.5%	14	0.0%

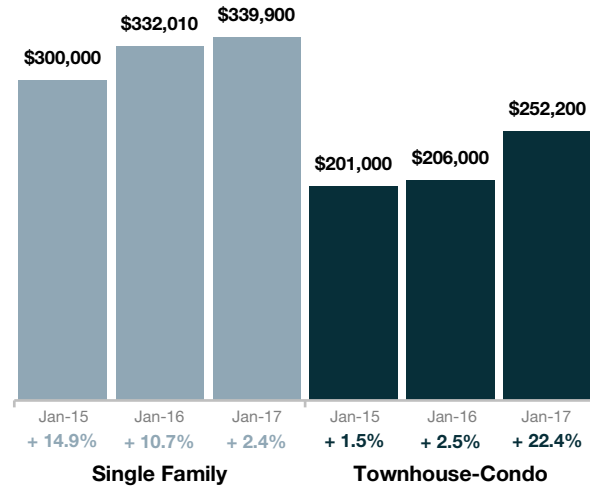
Historical Sold Listings by Month



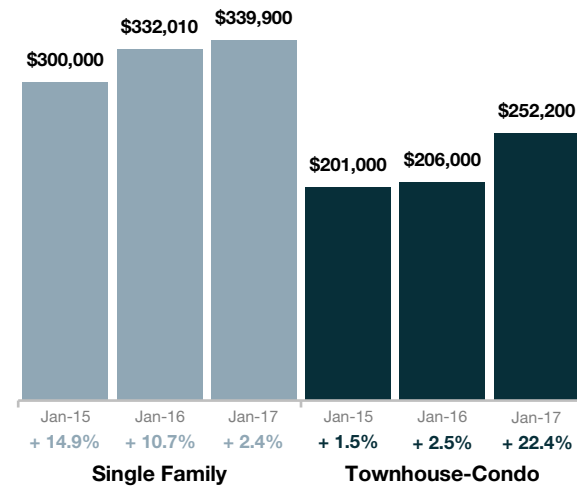
Median Sales Price



January

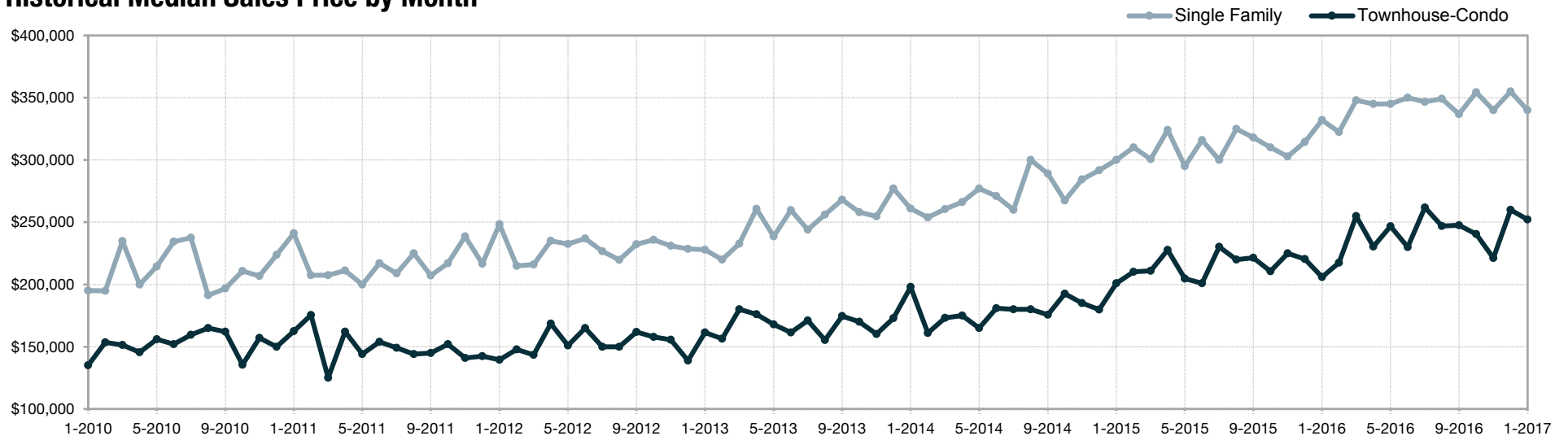


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	\$322,500	+4.0%	\$217,550	+3.5%
Mar-2016	\$347,995	+15.7%	\$255,000	+20.9%
Apr-2016	\$345,000	+6.4%	\$230,500	+1.2%
May-2016	\$345,000	+16.9%	\$246,750	+20.5%
Jun-2016	\$350,000	+10.8%	\$230,000	+14.4%
Jul-2016	\$346,775	+15.6%	\$261,900	+13.7%
Aug-2016	\$349,271	+7.5%	\$247,000	+12.3%
Sep-2016	\$336,900	+5.9%	\$247,500	+11.7%
Oct-2016	\$354,500	+14.4%	\$240,500	+14.3%
Nov-2016	\$340,000	+12.3%	\$221,250	-1.7%
Dec-2016	\$355,000	+12.9%	\$260,000	+17.9%
Jan-2017	\$339,900	+2.4%	\$252,200	+22.4%

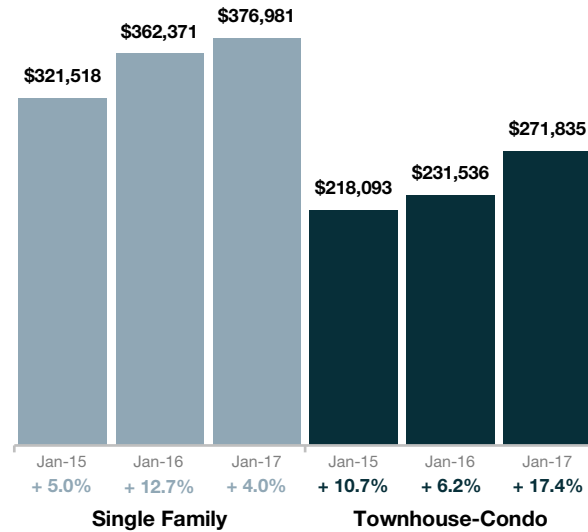
Historical Median Sales Price by Month



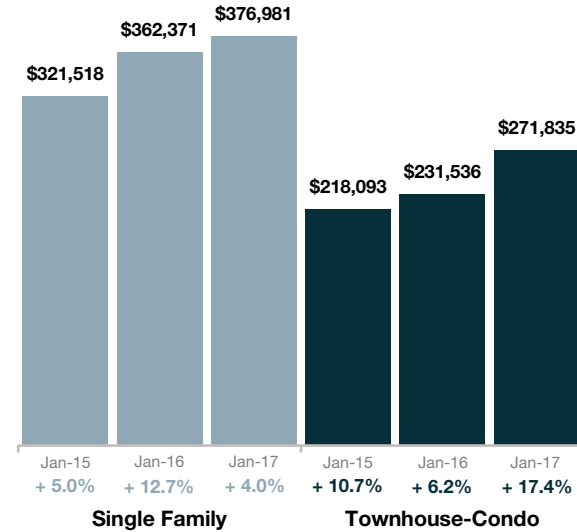
Average Sales Price



January

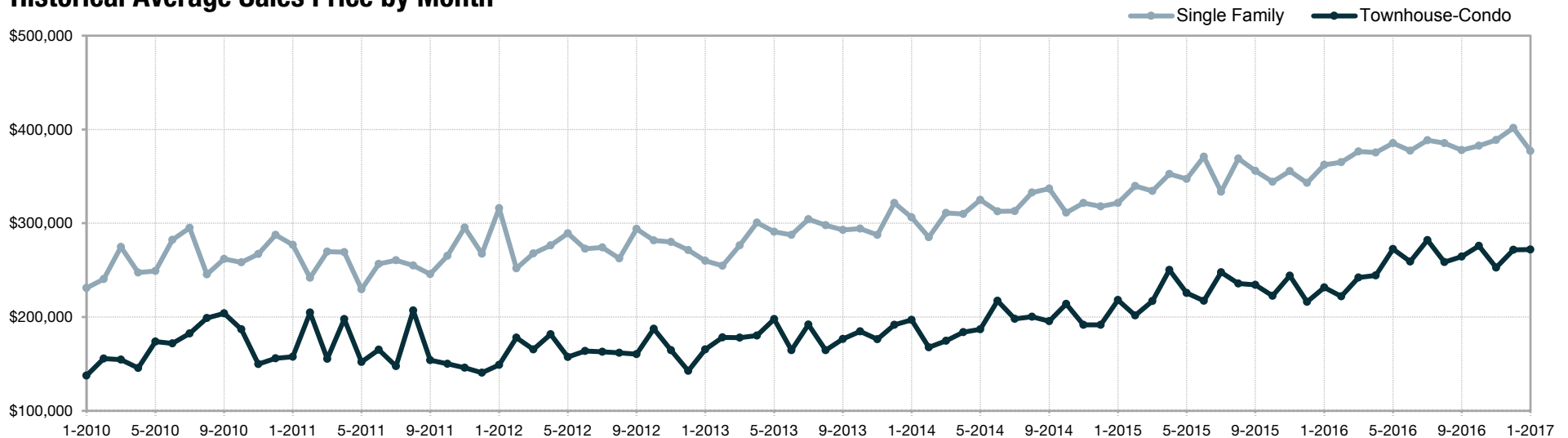


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	\$365,087	+7.5%	\$222,179	+10.1%
Mar-2016	\$376,448	+12.5%	\$242,021	+11.6%
Apr-2016	\$375,473	+6.5%	\$244,353	-2.4%
May-2016	\$385,438	+11.0%	\$272,647	+20.8%
Jun-2016	\$377,376	+1.7%	\$259,261	+19.2%
Jul-2016	\$388,400	+16.4%	\$282,103	+13.8%
Aug-2016	\$385,311	+4.4%	\$258,542	+9.6%
Sep-2016	\$377,844	+6.2%	\$264,567	+12.8%
Oct-2016	\$382,770	+11.2%	\$275,994	+24.0%
Nov-2016	\$388,748	+9.3%	\$252,779	+3.6%
Dec-2016	\$401,566	+17.1%	\$271,816	+25.7%
Jan-2017	\$376,981	+4.0%	\$271,835	+17.4%

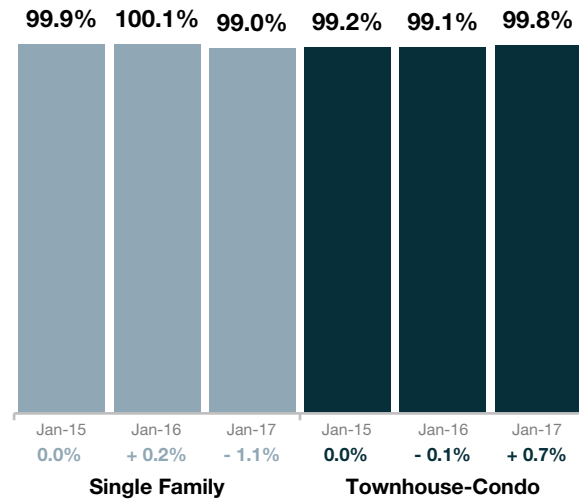
Historical Average Sales Price by Month



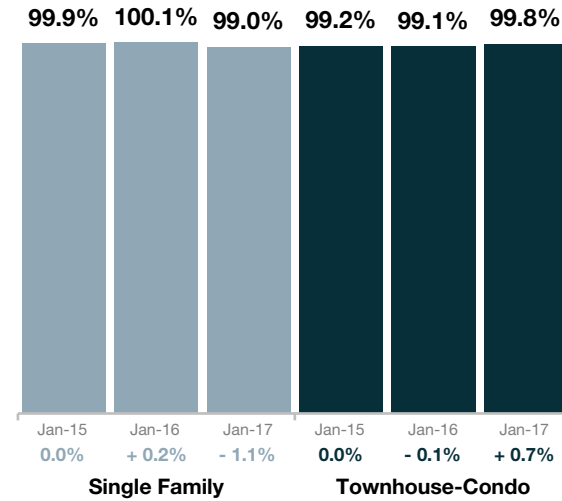
Percent of List Price Received



January

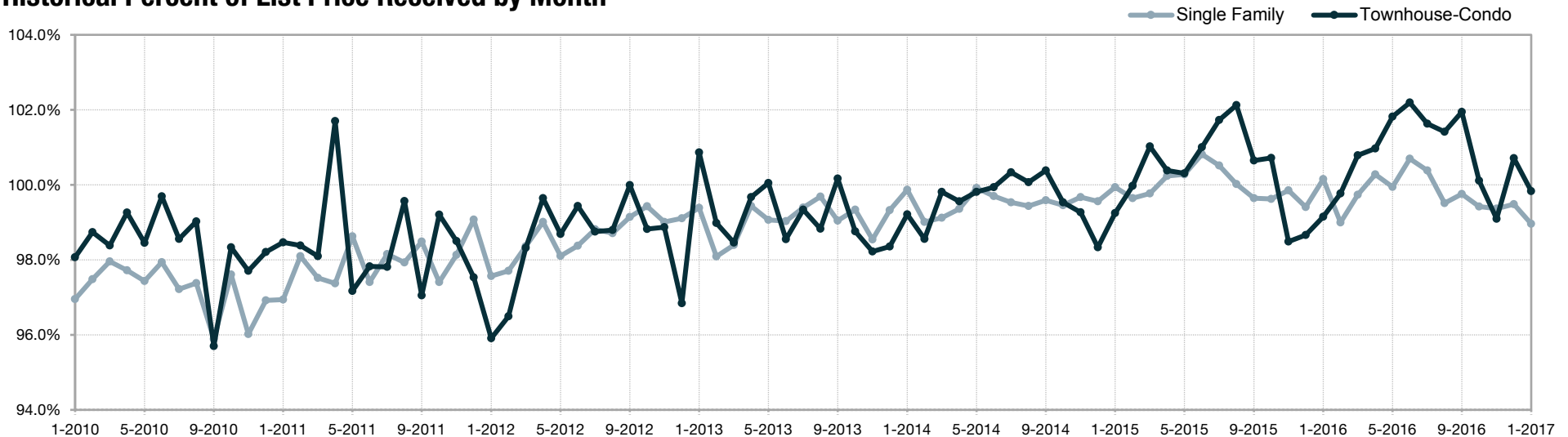


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	99.0%	-0.6%	99.8%	-0.2%
Mar-2016	99.7%	-0.1%	100.8%	-0.2%
Apr-2016	100.3%	+0.1%	101.0%	+0.6%
May-2016	99.9%	-0.4%	101.8%	+1.5%
Jun-2016	100.7%	-0.1%	102.2%	+1.2%
Jul-2016	100.4%	-0.1%	101.6%	-0.1%
Aug-2016	99.5%	-0.5%	101.4%	-0.7%
Sep-2016	99.8%	+0.2%	101.9%	+1.3%
Oct-2016	99.4%	-0.2%	100.1%	-0.6%
Nov-2016	99.4%	-0.5%	99.1%	+0.6%
Dec-2016	99.5%	+0.1%	100.7%	+2.0%
Jan-2017	99.0%	-1.1%	99.8%	+0.7%

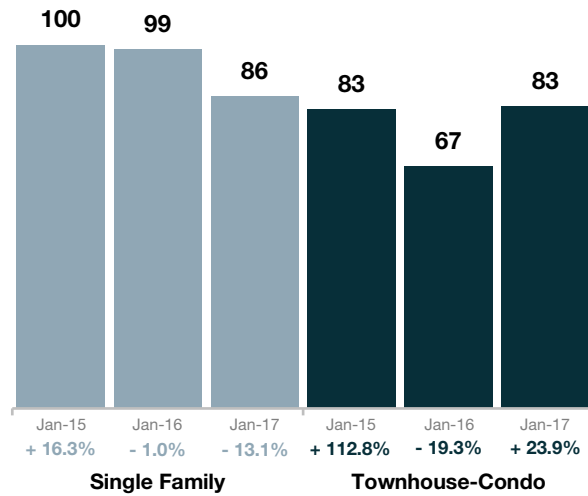
Historical Percent of List Price Received by Month



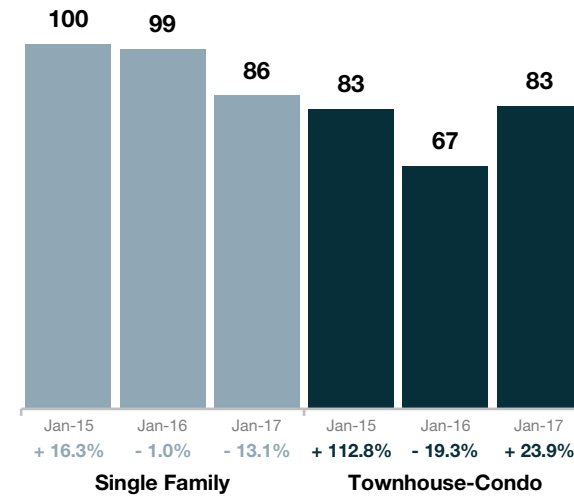
Days on Market Until Sale



January

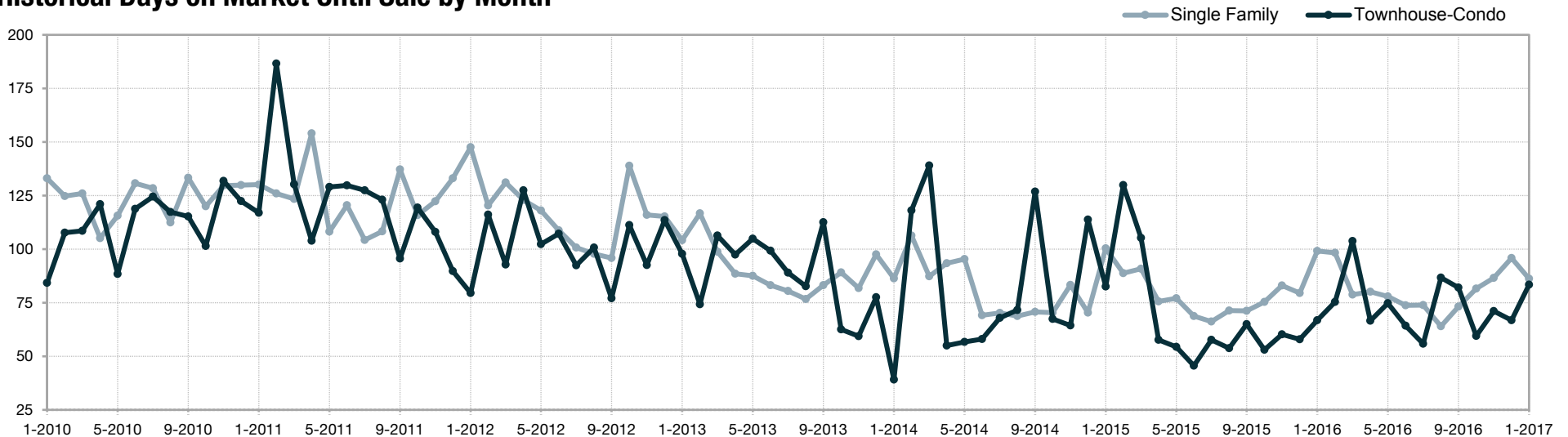


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	98	+10.1%	75	-42.3%
Mar-2016	79	-13.2%	104	-1.0%
Apr-2016	80	+5.3%	67	+15.5%
May-2016	78	+1.3%	75	+38.9%
Jun-2016	74	+7.2%	64	+39.1%
Jul-2016	74	+12.1%	56	-3.4%
Aug-2016	64	-9.9%	87	+61.1%
Sep-2016	73	+2.8%	82	+26.2%
Oct-2016	82	+9.3%	60	+13.2%
Nov-2016	87	+4.8%	71	+18.3%
Dec-2016	96	+20.0%	67	+15.5%
Jan-2017	86	-13.1%	83	+23.9%

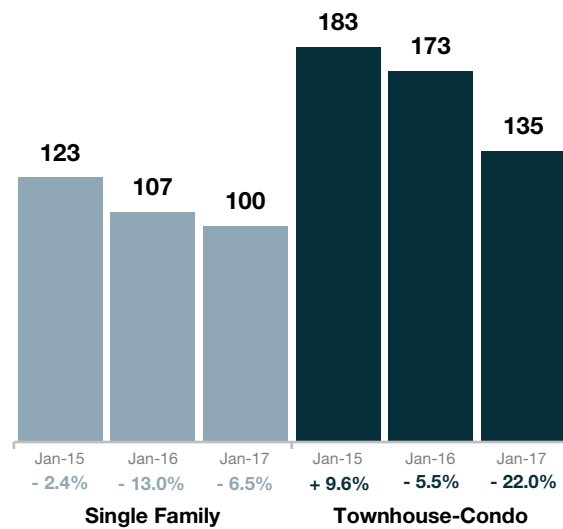
Historical Days on Market Until Sale by Month



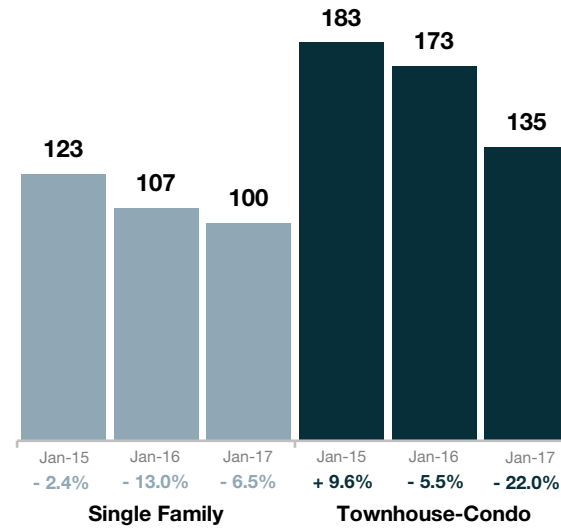
Housing Affordability Index



January

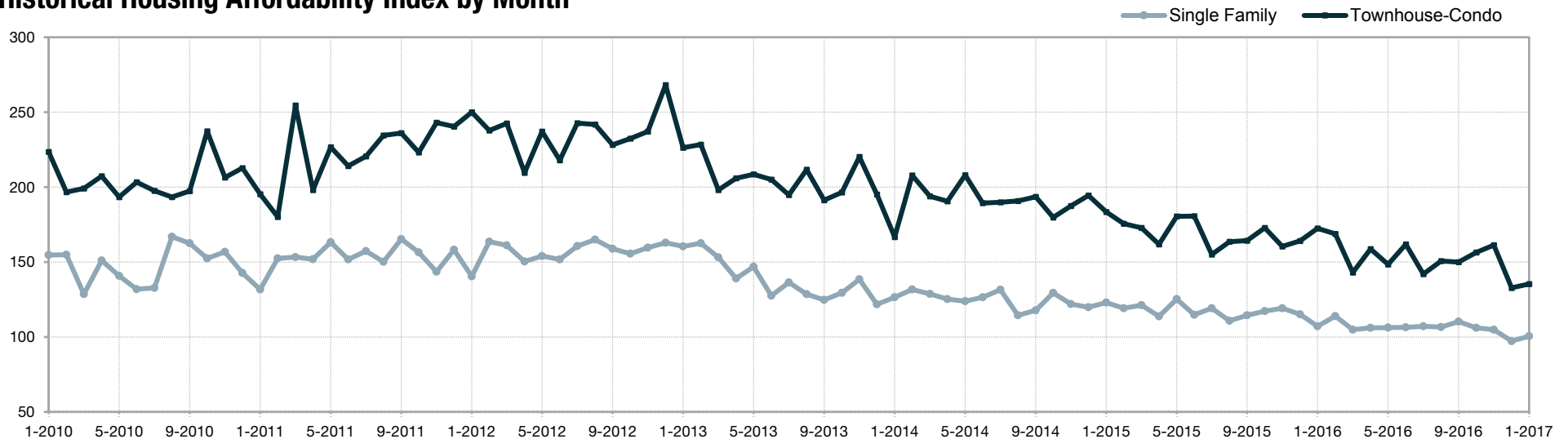


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	114	-4.2%	169	-4.0%
Mar-2016	105	-13.2%	143	-17.3%
Apr-2016	106	-7.0%	159	-1.9%
May-2016	106	-15.2%	148	-17.8%
Jun-2016	106	-7.8%	162	-10.5%
Jul-2016	107	-10.1%	142	-8.4%
Aug-2016	107	-3.6%	151	-7.9%
Sep-2016	110	-3.5%	150	-8.5%
Oct-2016	106	-9.4%	156	-9.8%
Nov-2016	105	-11.8%	161	+0.6%
Dec-2016	97	-15.7%	133	-18.9%
Jan-2017	100	-6.5%	135	-22.0%

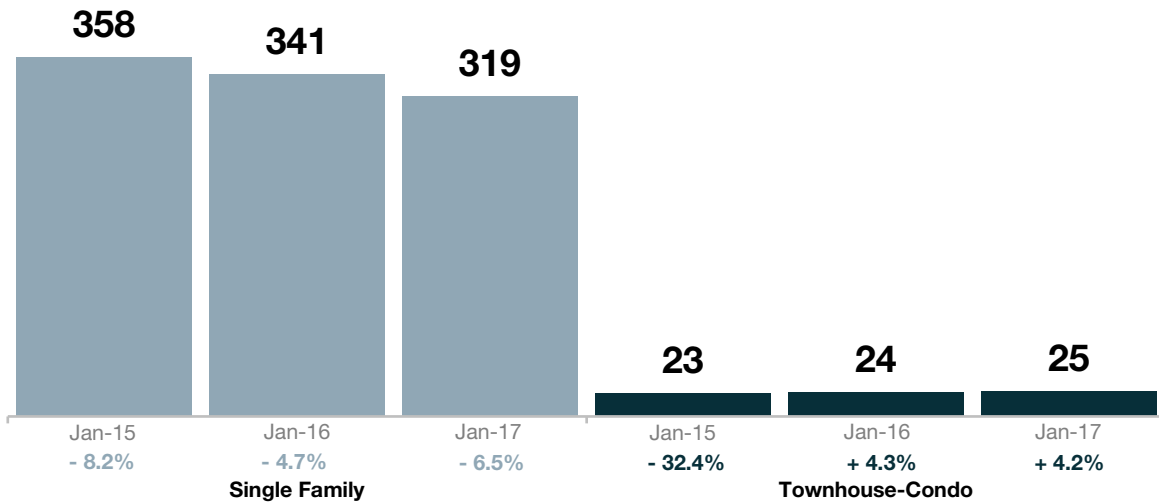
Historical Housing Affordability Index by Month



Inventory of Active Listings

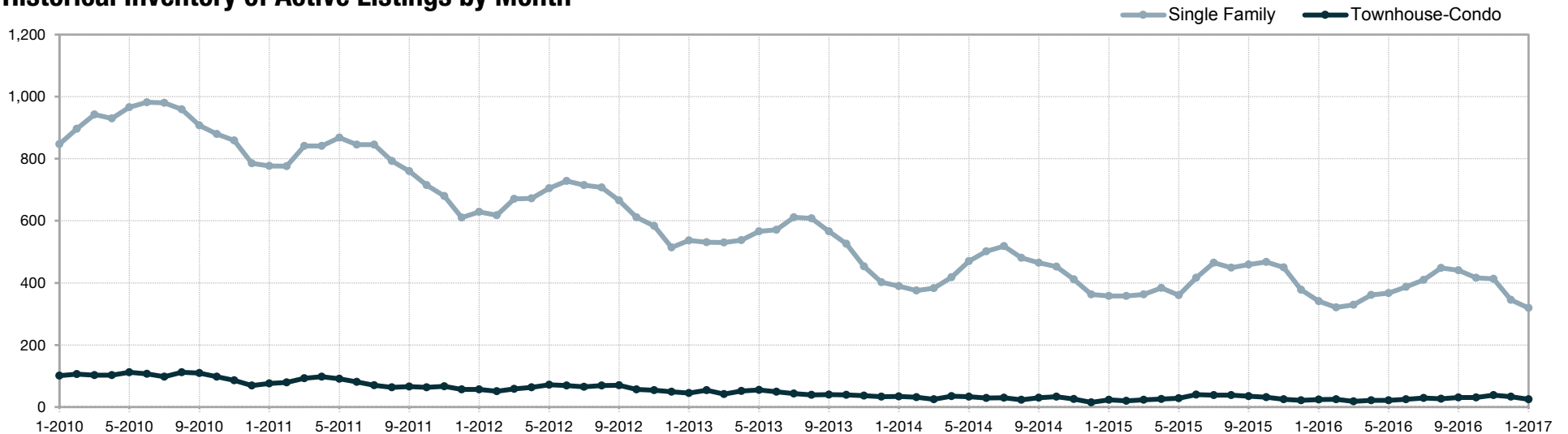


January



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	321	-10.3%	25	+25.0%
Mar-2016	329	-9.4%	18	-21.7%
Apr-2016	361	-6.0%	22	-15.4%
May-2016	367	+1.9%	22	-21.4%
Jun-2016	387	-7.0%	25	-37.5%
Jul-2016	410	-11.8%	29	-23.7%
Aug-2016	448	-0.2%	27	-28.9%
Sep-2016	441	-3.9%	31	-11.4%
Oct-2016	416	-10.9%	31	-3.1%
Nov-2016	413	-8.2%	38	+52.0%
Dec-2016	345	-8.7%	33	+50.0%
Jan-2017	319	-6.5%	25	+4.2%

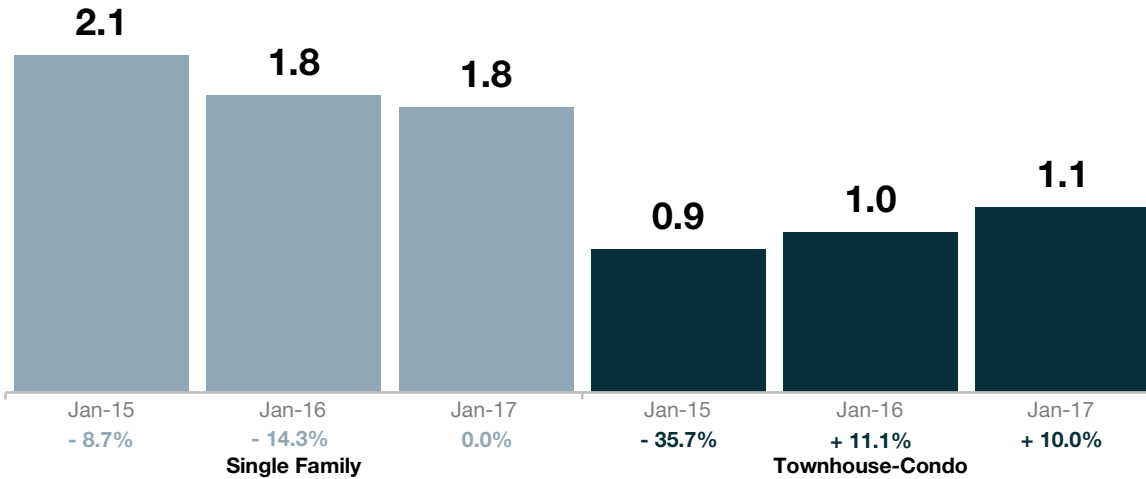
Historical Inventory of Active Listings by Month



Months Supply of Inventory

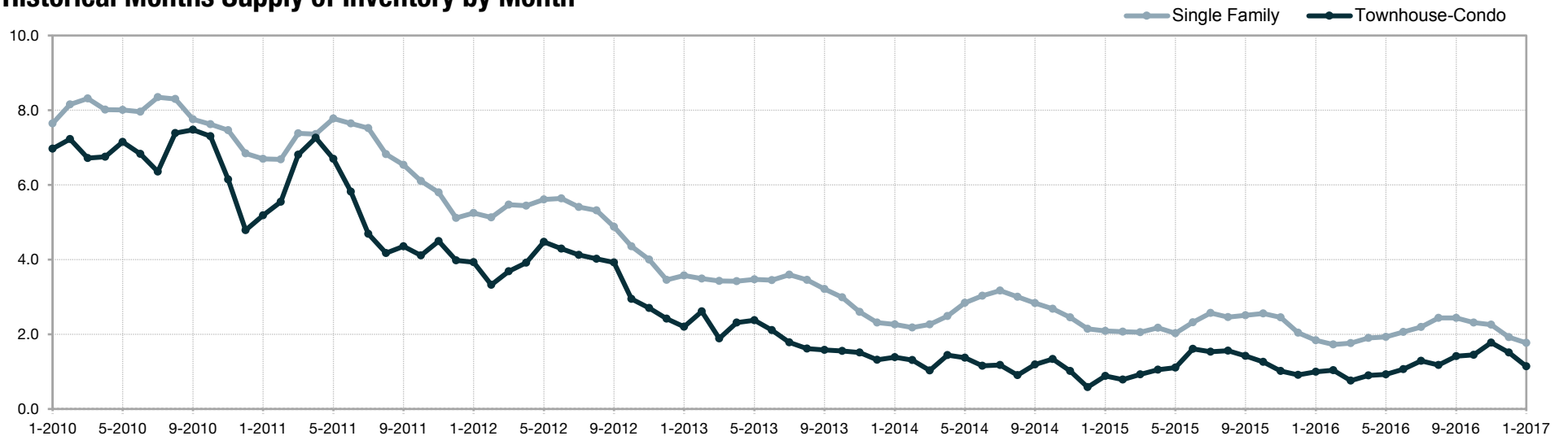


January



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	1.7	-19.0%	1.0	+25.0%
Mar-2016	1.8	-14.3%	0.8	-11.1%
Apr-2016	1.9	-13.6%	0.9	-18.2%
May-2016	1.9	-5.0%	0.9	-18.2%
Jun-2016	2.1	-8.7%	1.1	-31.3%
Jul-2016	2.2	-15.4%	1.3	-13.3%
Aug-2016	2.4	-4.0%	1.2	-25.0%
Sep-2016	2.4	-4.0%	1.4	0.0%
Oct-2016	2.3	-11.5%	1.4	+7.7%
Nov-2016	2.3	-8.0%	1.8	+80.0%
Dec-2016	1.9	-5.0%	1.5	+66.7%
Jan-2017	1.8	0.0%	1.1	+10.0%

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.



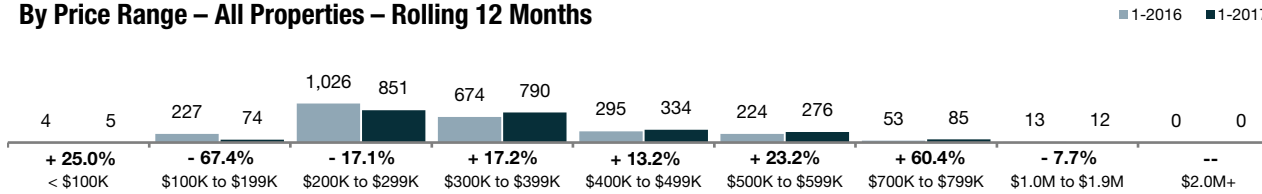
Key Metrics	Historical Sparkbars	1-2016	1-2017	Percent Change	YTD-2016	YTD-2017	Percent Change
New Listings		200	198	- 1.0%	200	198	- 1.0%
Pending / Under Contract		184	184	0.0%	184	184	0.0%
Sold Listings		120	129	+ 7.5%	120	129	+ 7.5%
Median Sales Price		\$312,750	\$330,000	+ 5.5%	\$312,750	\$330,000	+ 5.5%
Average Sales Price		\$347,107	\$365,570	+ 5.3%	\$347,107	\$365,570	+ 5.3%
Pct. of List Price Received		100.0%	99.1%	- 0.9%	100.0%	99.1%	- 0.9%
Days on Market		95	86	- 9.5%	95	86	- 9.5%
Affordability Index		114	103	- 9.6%	114	103	- 9.6%
Active Listings		365	344	- 5.8%	--	--	--
Months Supply		1.7	1.7	0.0%	--	--	--

Sold Listings

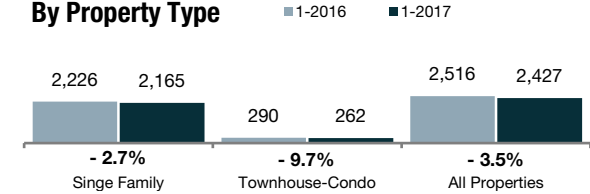
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	1-2016	1-2017	Change	1-2016	1-2017	Change
\$99,999 and Below	3	4	+33.3%	1	1	0.0%
\$100,000 to \$199,999	128	50	-60.9%	99	24	-75.8%
\$200,000 to \$299,999	868	674	-22.4%	158	177	+12.0%
\$300,000 to \$399,999	646	736	+13.9%	28	54	+92.9%
\$400,000 to \$499,999	293	333	+13.7%	2	1	-50.0%
\$500,000 to \$699,999	222	271	+22.1%	2	5	+150.0%
\$700,000 to \$999,999	53	85	+60.4%	0	0	--
\$1,000,000 to \$1,999,999	13	12	-7.7%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,226	2,165	-2.7%	290	262	-9.7%

Compared to Prior Quarter

By Price Range	Single Family			Condo		
	12-2016	1-2017	Change	12-2016	1-2017	Change
\$99,999 and Below	0	2	--	0	0	--
\$100,000 to \$199,999	0	1	--	2	0	-100.0%
\$200,000 to \$299,999	47	34	-27.7%	13	10	-23.1%
\$300,000 to \$399,999	41	44	+7.3%	6	4	-33.3%
\$400,000 to \$499,999	26	18	-30.8%	0	0	--
\$500,000 to \$699,999	25	10	-60.0%	0	0	--
\$700,000 to \$999,999	10	6	-40.0%	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	149	115	-22.8%	21	14	-33.3%

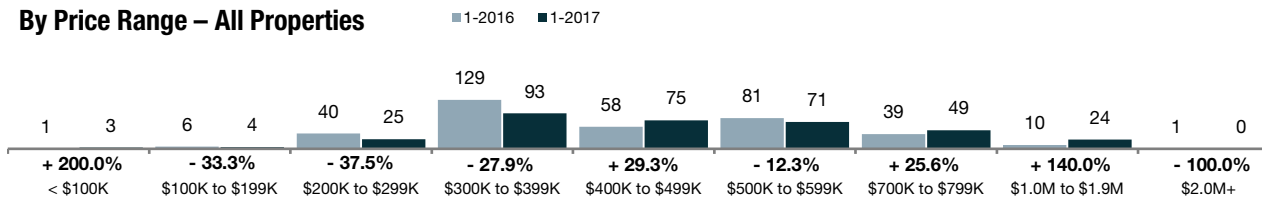
Year to Date

By Price Range	Single Family			Condo		
	1-2016	1-2017	Change	1-2016	1-2017	Change
\$99,999 and Below	0	2	--	0	0	--
\$100,000 to \$199,999	5	1	-80.0%	4	0	-100.0%
\$200,000 to \$299,999	37	34	-8.1%	6	10	+66.7%
\$300,000 to \$399,999	33	44	+33.3%	4	4	0.0%
\$400,000 to \$499,999	16	18	+12.5%	0	0	--
\$500,000 to \$699,999	12	10	-16.7%	0	0	--
\$700,000 to \$999,999	2	6	+200.0%	0	0	--
\$1,000,000 to \$1,999,999	1	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	106	115	+8.5%	14	14	0.0%

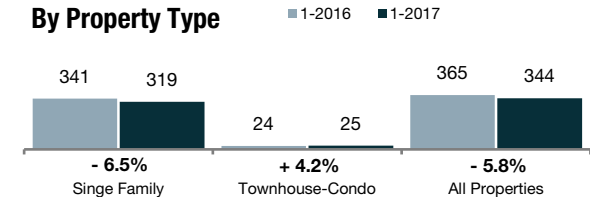
Inventory of Active Listings

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		
	1-2016	1-2017	Change	1-2016	1-2017	Change
\$99,999 and Below	1	3	+200.0%	0	0	--
\$100,000 to \$199,999	3	2	-33.3%	3	2	-33.3%
\$200,000 to \$299,999	32	16	-50.0%	8	9	+12.5%
\$300,000 to \$399,999	119	80	-32.8%	10	13	+30.0%
\$400,000 to \$499,999	57	74	+29.8%	1	1	0.0%
\$500,000 to \$699,999	79	71	-10.1%	2	0	-100.0%
\$700,000 to \$999,999	39	49	+25.6%	0	0	--
\$1,000,000 to \$1,999,999	10	24	+140.0%	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
All Price Ranges	341	319	-6.5%	24	25	+4.2%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2016	1-2017	Change	12-2016	1-2017	Change
\$99,999 and Below	4	3	-25.0%	0	0	--
\$100,000 to \$199,999	2	2	0.0%	2	2	0.0%
\$200,000 to \$299,999	25	16	-36.0%	13	9	-30.8%
\$300,000 to \$399,999	87	80	-8.0%	18	13	-27.8%
\$400,000 to \$499,999	72	74	+2.8%	0	1	--
\$500,000 to \$699,999	81	71	-12.3%	0	0	--
\$700,000 to \$999,999	48	49	+2.1%	0	0	--
\$1,000,000 to \$1,999,999	26	24	-7.7%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	345	319	-7.5%	33	25	-24.2%

Year to Date

Single Family	Condo
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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 / Under Contract	A count of all listings that went into Pending status during the reported period. Pending listings are counted at the end of the reported period only once. So if a listing goes into, out of and back into Pending status during the reporting period, it is counted just one time. 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. The Pending/Under Contract metric includes Pending, Active/Backup and Active/First Right.
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 average income by county.
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.