

# Monthly Indicators



## April 2021

Percent changes calculated using year-over-year comparisons.

New Listings were up 35.1 percent for single family homes and 49.6 percent for townhouse-condo properties. Under Contracts increased 69.0 percent for single family homes and 133.7 percent for townhouse-condo properties.

The Median Sales Price was up 23.0 percent to \$562,250 for single family homes and 18.2 percent to \$380,000 for townhouse-condo properties. Days on Market decreased 50.0 percent for single family homes and 16.0 percent for townhouse-condo properties.

In the spirit of the great Wayne Gretzky, buyers, sellers, and their agents are all trying their best to skate to where the puck, or rather, the housing market, is going, not where it has been. While housing affordability remains an area to watch as prices continue to rise, strong buyer demand and limited housing supply show no signs of easing soon, pointing to a continuation of this market trend through spring and into summer.

## Activity Snapshot

**- 71.3%**    **+ 34.3%**    **+ 20.0%**

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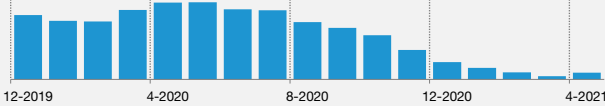
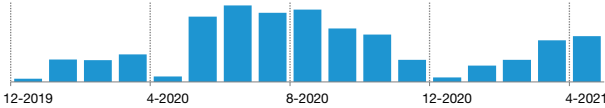
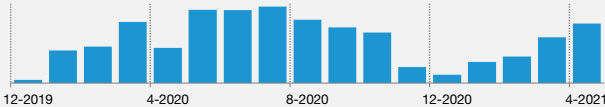
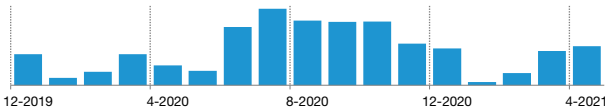
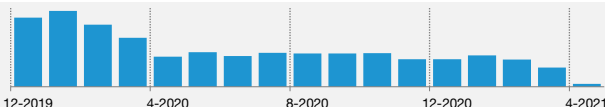
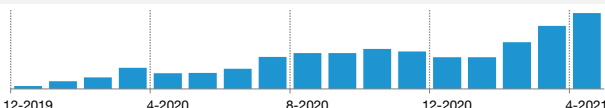
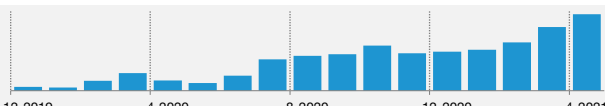
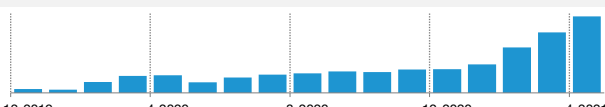

All residential real estate activity in the MLS of REcolorado® composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

Single Family Market Overview	2
Townhouse-Condo Market Overview	3
Inventory of Active Listings	4
Under Contract	5
New Listings	6
Sold Listings	7
Days on Market Until Sale	8
Median Sales Price	9
Average Sales Price	10
Percent of List Price Received	11
Housing Affordability Index	12
Total Market Overview	13
Sold Listings and Inventory by Price Range	14
Glossary of Terms	15

# 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	4-2020	4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Active Listings		8,686	2,441	- 71.9%	--	--	--
Under Contract		3,006	5,079	+ 69.0%	14,874	17,379	+ 16.8%
New Listings		4,283	5,788	+ 35.1%	18,673	17,898	- 4.2%
Sold Listings		3,661	4,706	+ 28.5%	14,208	15,121	+ 6.4%
Days on Market		26	13	- 50.0%	37	20	- 45.9%
Median Sales Price		\$457,000	\$562,250	+ 23.0%	\$455,000	\$530,000	+ 16.5%
Average Sales Price		\$526,350	\$683,623	+ 29.9%	\$527,625	\$645,087	+ 22.3%
Pct. of List Price Received		99.9%	104.8%	+ 4.9%	99.5%	103.1%	+ 3.6%
Affordability Index		89	74	- 16.9%	90	78	- 13.3%

# 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	4-2020	4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Active Listings		3,715	1,106	- 70.2%	--	--	--
Under Contract		899	2,101	+ 133.7%	5,417	7,400	+ 36.6%
New Listings		1,498	2,241	+ 49.6%	7,279	7,319	+ 0.5%
Sold Listings		1,197	1,816	+ 51.7%	5,375	6,538	+ 21.6%
Days on Market		25	21	- 16.0%	38	28	- 26.3%
Median Sales Price		\$321,500	\$380,000	+ 18.2%	\$318,000	\$353,500	+ 11.2%
Average Sales Price		\$377,641	\$455,031	+ 20.5%	\$374,291	\$426,657	+ 14.0%
Pct. of List Price Received		99.6%	102.6%	+ 3.0%	99.3%	101.3%	+ 2.0%
Affordability Index		127	109	- 14.2%	129	117	- 9.3%

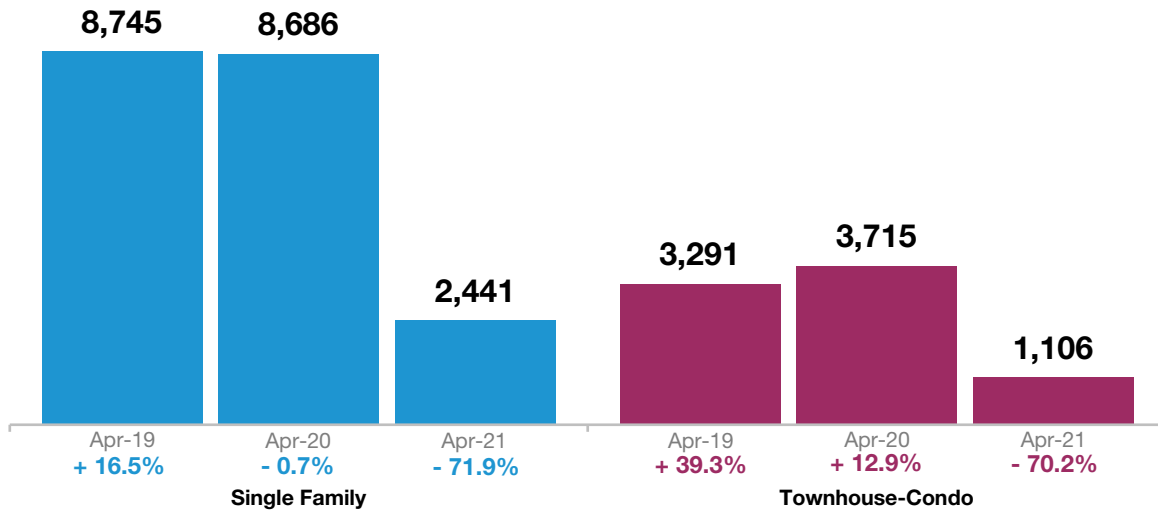
# Inventory of Active Listings

The number of properties available for sale in active status at the end of a given month.



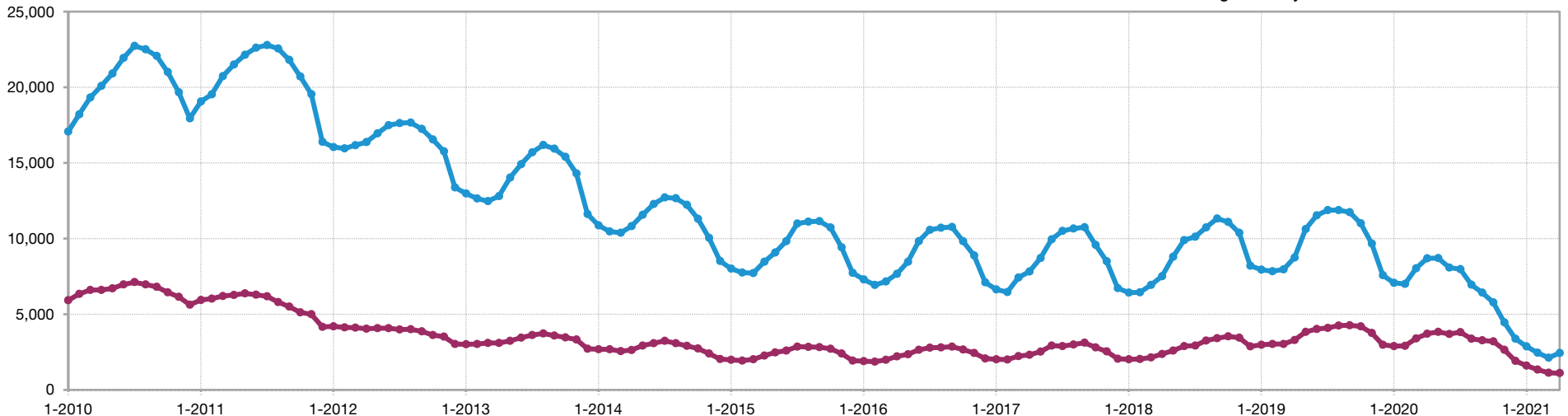
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## April



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	8,708	-18.1%	3,833	+0.2%
Jun-2020	8,079	-30.0%	3,698	-8.0%
Jul-2020	7,985	-32.8%	3,815	-6.9%
Aug-2020	6,950	-41.5%	3,370	-20.5%
Sep-2020	6,427	-45.3%	3,266	-23.5%
Oct-2020	5,785	-47.5%	3,198	-23.9%
Nov-2020	4,461	-53.9%	2,645	-29.7%
Dec-2020	3,372	-55.5%	1,915	-35.7%
Jan-2021	2,869	-59.4%	1,595	-44.9%
Feb-2021	2,457	-64.9%	1,336	-53.9%
Mar-2021	2,125	-73.5%	1,136	-66.5%
<b>Apr-2021</b>	<b>2,441</b>	<b>-71.9%</b>	<b>1,106</b>	<b>-70.2%</b>

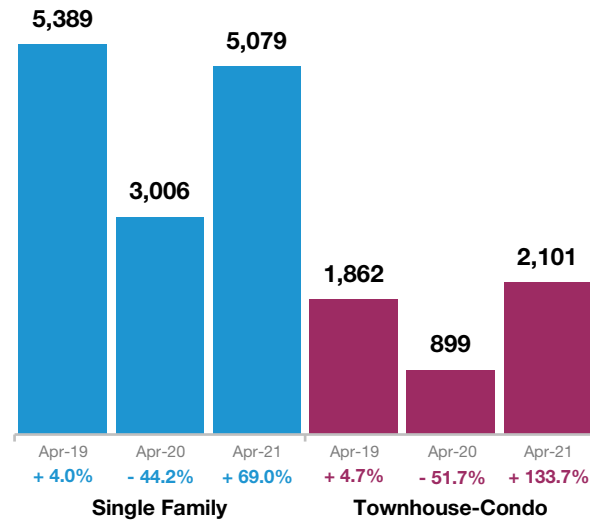
## Historical Inventory of Active Listings by Month



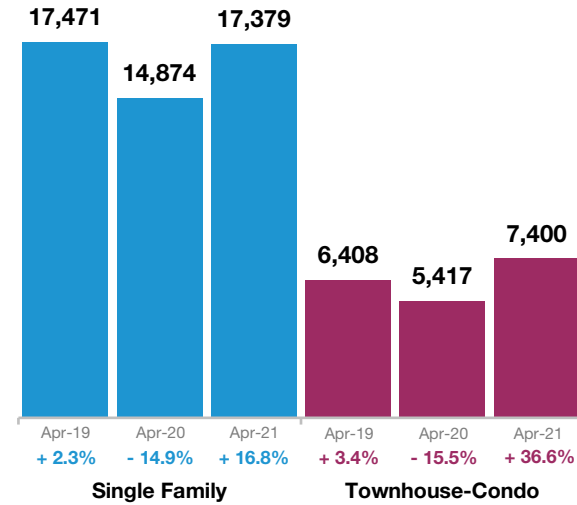
# Under Contract

A count of the properties that have offers accepted on them in a given month.

## April

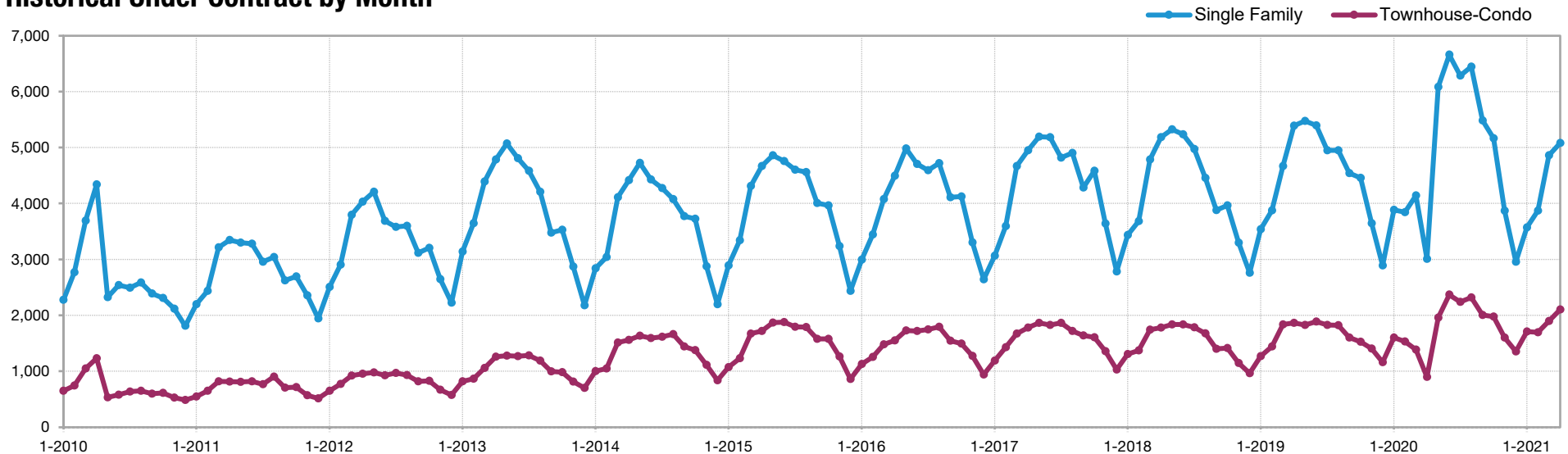


## Year to Date



Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	6,085	+11.2%	1,958	+7.2%
Jun-2020	6,658	+23.5%	2,368	+25.4%
Jul-2020	6,286	+27.0%	2,238	+22.7%
Aug-2020	6,443	+30.2%	2,317	+27.1%
Sep-2020	5,483	+20.8%	2,006	+25.4%
Oct-2020	5,164	+15.9%	1,975	+29.3%
Nov-2020	3,871	+6.2%	1,600	+13.9%
Dec-2020	2,956	+2.2%	1,351	+16.4%
Jan-2021	3,568	-8.2%	1,708	+6.7%
Feb-2021	3,872	+0.8%	1,696	+10.7%
Mar-2021	4,860	+17.4%	1,895	+36.8%
<b>Apr-2021</b>	<b>5,079</b>	<b>+69.0%</b>	<b>2,101</b>	<b>+133.7%</b>

## Historical Under Contract by Month



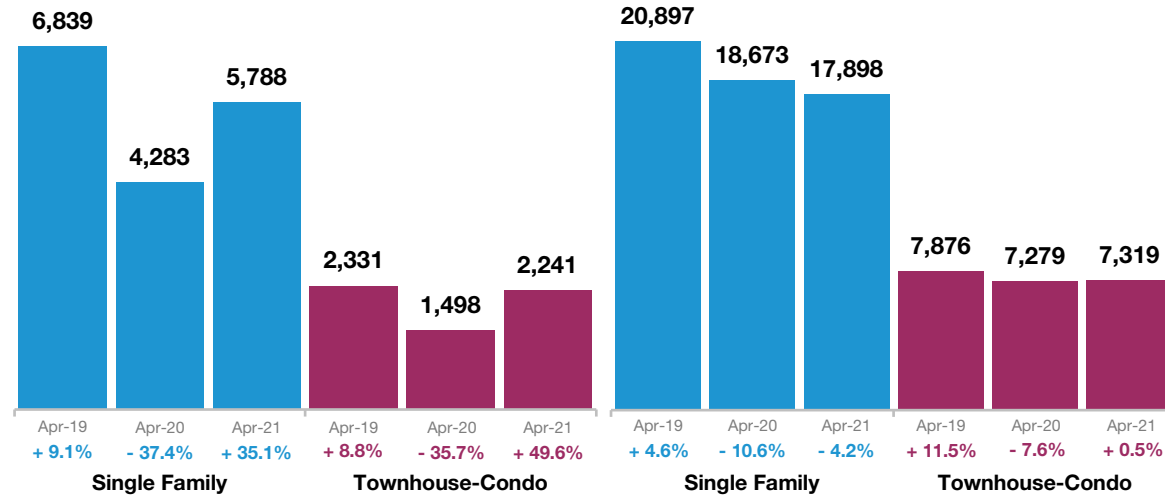
# New Listings

A count of the properties that have been newly listed on the market in a given month.

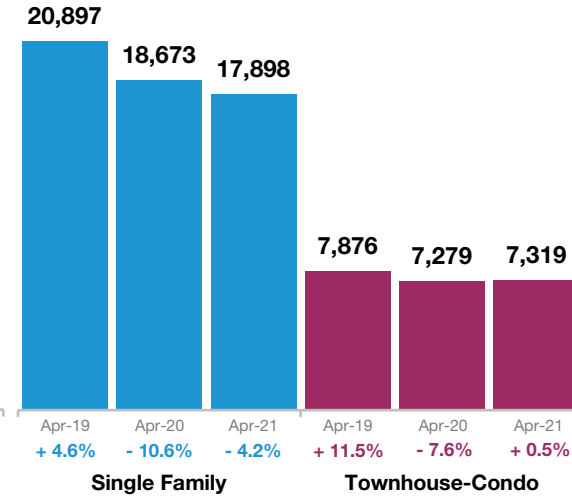


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## April

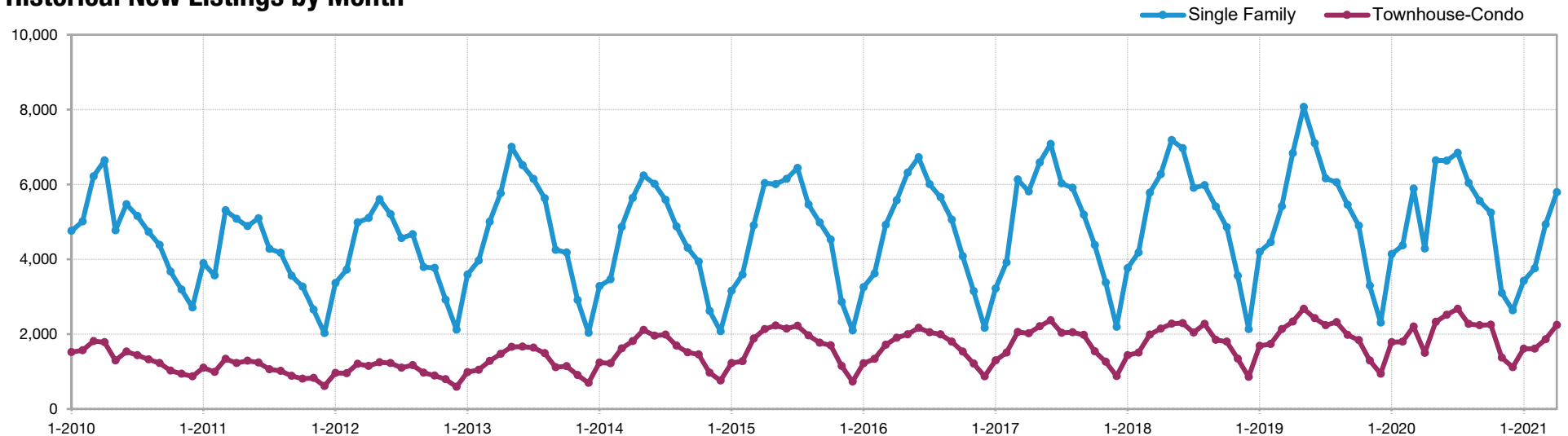


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	6,642	-17.7%	2,328	-12.9%
Jun-2020	6,631	-6.6%	2,518	+3.9%
Jul-2020	6,840	+11.1%	2,675	+19.6%
Aug-2020	6,038	-0.3%	2,272	-1.9%
Sep-2020	5,562	+2.0%	2,235	+13.1%
Oct-2020	5,247	+7.2%	2,253	+22.6%
Nov-2020	3,098	-6.0%	1,370	+5.7%
Dec-2020	2,636	+14.2%	1,112	+17.9%
Jan-2021	3,421	-17.3%	1,608	-10.0%
Feb-2021	3,755	-14.0%	1,608	-10.5%
Mar-2021	4,934	-16.2%	1,862	-15.3%
<b>Apr-2021</b>	<b>5,788</b>	<b>+35.1%</b>	<b>2,241</b>	<b>+49.6%</b>

## Historical New Listings by Month



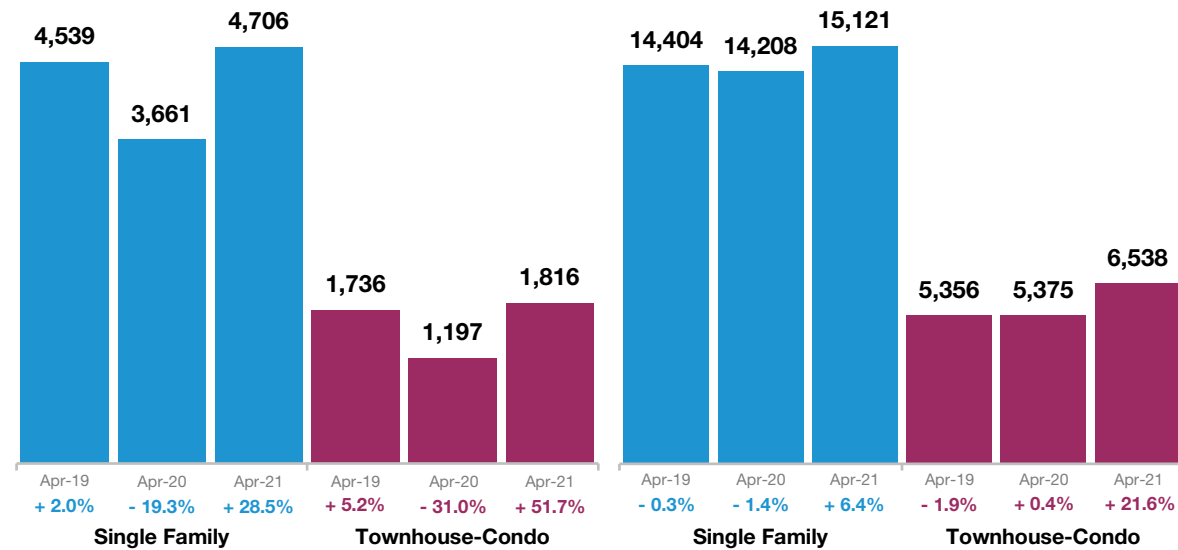
# Sold Listings

A count of the actual sales that closed in a given month.



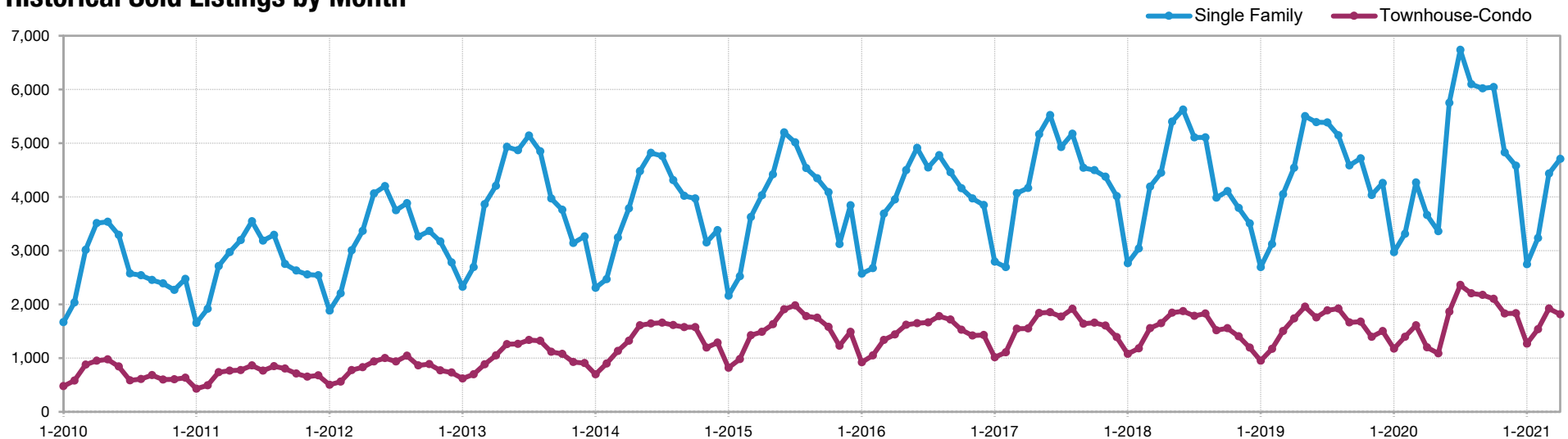
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## April



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	3,362	-38.9%	1,089	-44.3%
Jun-2020	5,753	+6.7%	1,864	+6.1%
Jul-2020	6,737	+25.1%	2,359	+25.1%
Aug-2020	6,097	+18.5%	2,202	+14.5%
Sep-2020	6,020	+31.2%	2,177	+30.8%
Oct-2020	6,044	+28.1%	2,101	+25.4%
Nov-2020	4,831	+19.7%	1,829	+31.1%
Dec-2020	4,578	+7.5%	1,832	+22.0%
Jan-2021	2,745	-7.5%	1,267	+7.6%
Feb-2021	3,236	-2.3%	1,534	+10.0%
Mar-2021	4,434	+3.9%	1,921	+19.5%
<b>Apr-2021</b>	<b>4,706</b>	<b>+28.5%</b>	<b>1,816</b>	<b>+51.7%</b>

## Historical Sold Listings by Month



# Days on Market Until Sale

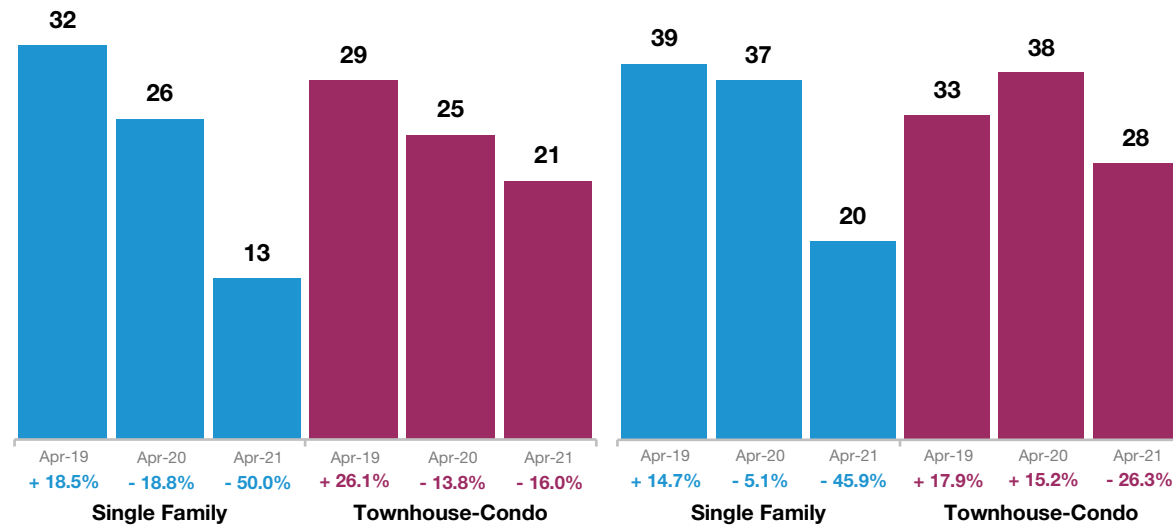
Average number of days between when a property is listed and when an offer is accepted in a given month.



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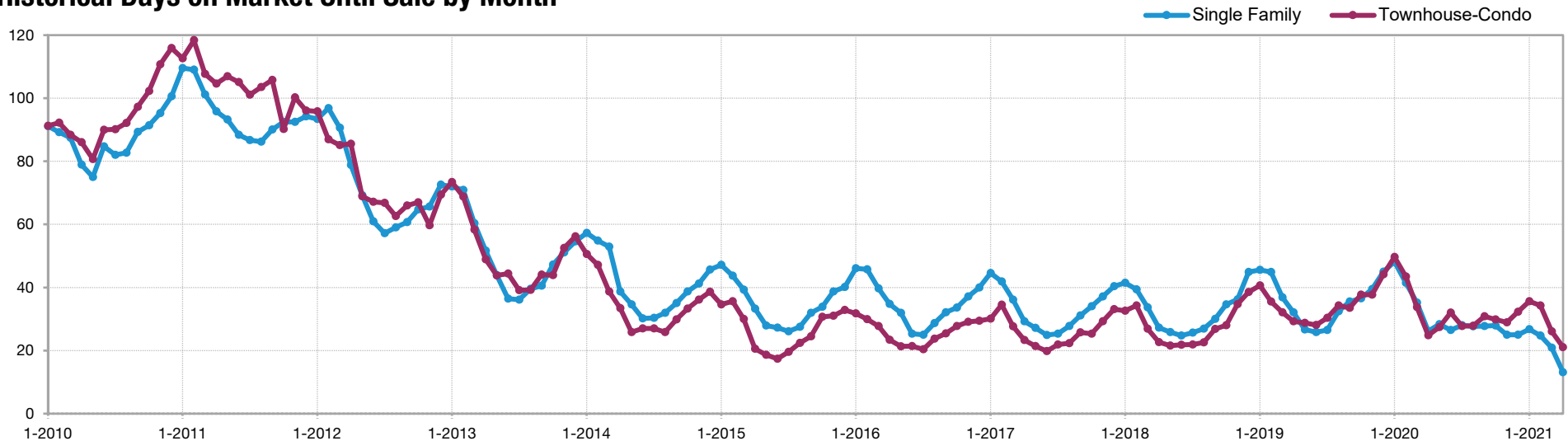
## April

## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	28	+3.7%	27	-6.9%
Jun-2020	27	+3.8%	32	+14.3%
Jul-2020	28	+3.7%	28	-6.7%
Aug-2020	28	-12.5%	28	-17.6%
Sep-2020	28	-22.2%	31	-6.1%
Oct-2020	28	-24.3%	30	-21.1%
Nov-2020	25	-35.9%	29	-23.7%
Dec-2020	25	-44.4%	32	-27.3%
Jan-2021	27	-43.8%	36	-28.0%
Feb-2021	25	-39.0%	34	-20.9%
Mar-2021	21	-40.0%	26	-23.5%
<b>Apr-2021</b>	<b>13</b>	<b>-50.0%</b>	<b>21</b>	<b>-16.0%</b>

## Historical Days on Market Until Sale by Month





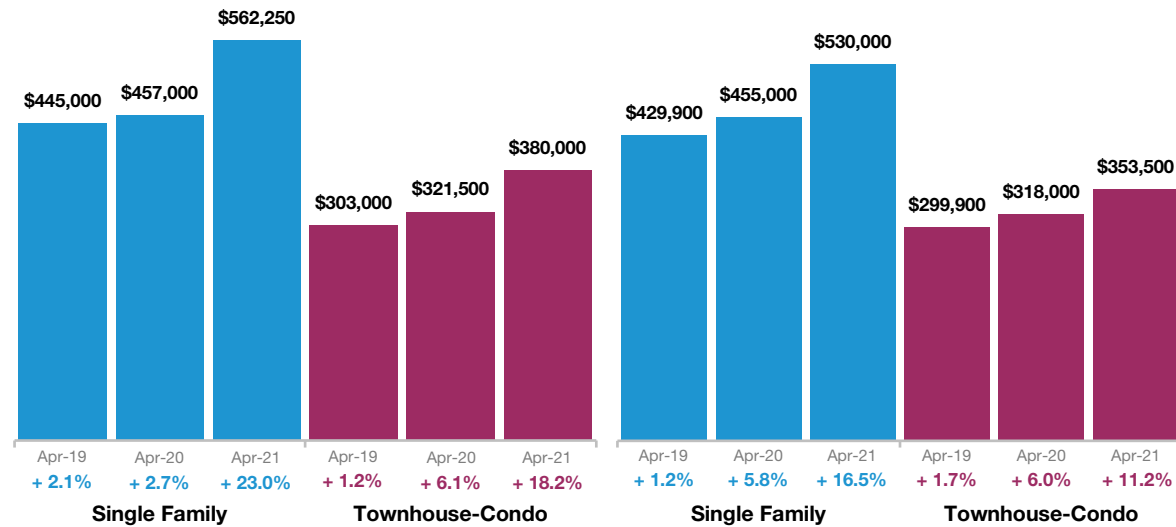
# Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

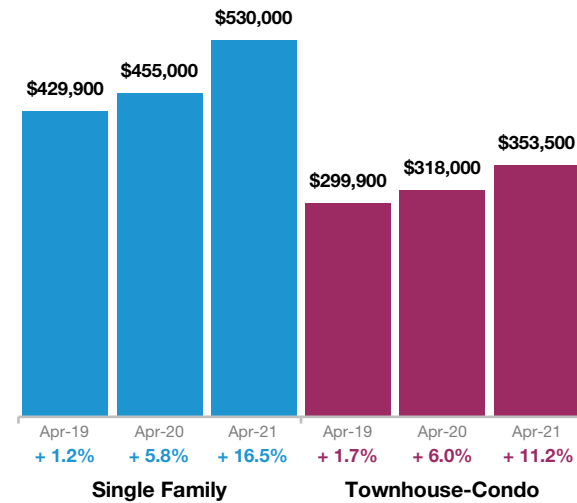


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## April

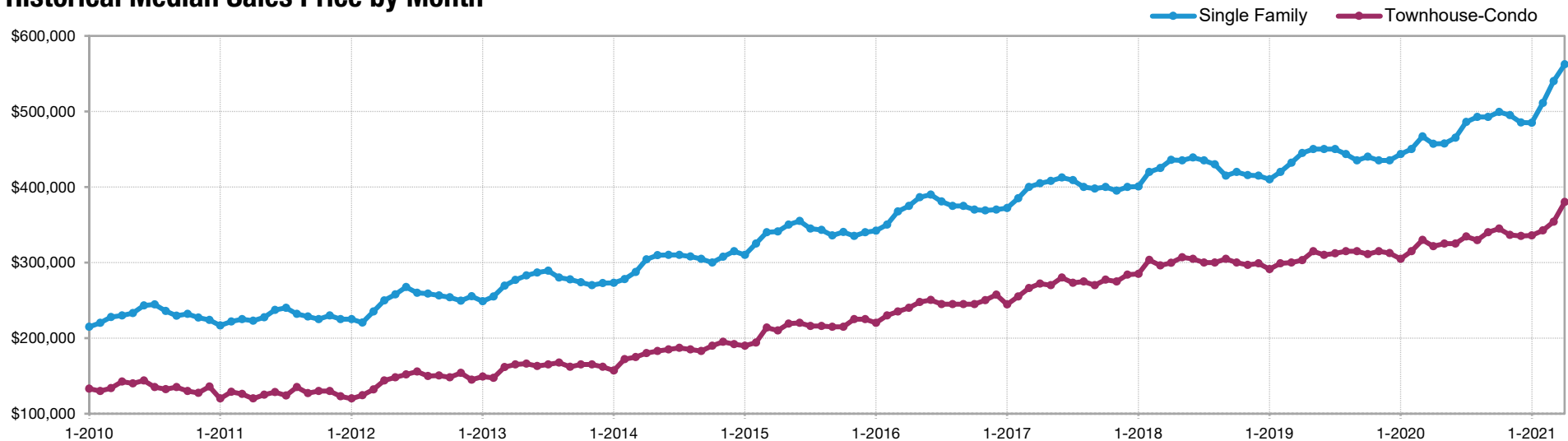


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	\$457,650	+1.7%	\$325,000	+3.2%
Jun-2020	\$465,000	+3.3%	\$325,000	+4.8%
Jul-2020	\$486,000	+8.0%	\$334,500	+7.2%
Aug-2020	\$492,500	+11.0%	\$329,500	+4.6%
Sep-2020	\$492,500	+13.2%	\$339,999	+7.9%
Oct-2020	\$499,450	+13.5%	\$345,000	+10.9%
Nov-2020	\$495,000	+13.8%	\$336,703	+6.9%
Dec-2020	\$485,273	+11.6%	\$335,000	+7.2%
Jan-2021	\$485,000	+9.4%	\$336,000	+10.2%
Feb-2021	\$511,275	+13.6%	\$342,328	+8.7%
Mar-2021	\$540,000	+15.6%	\$354,000	+7.3%
<b>Apr-2021</b>	<b>\$562,250</b>	<b>+23.0%</b>	<b>\$380,000</b>	<b>+18.2%</b>

## Historical Median Sales Price by Month



# Average Sales Price

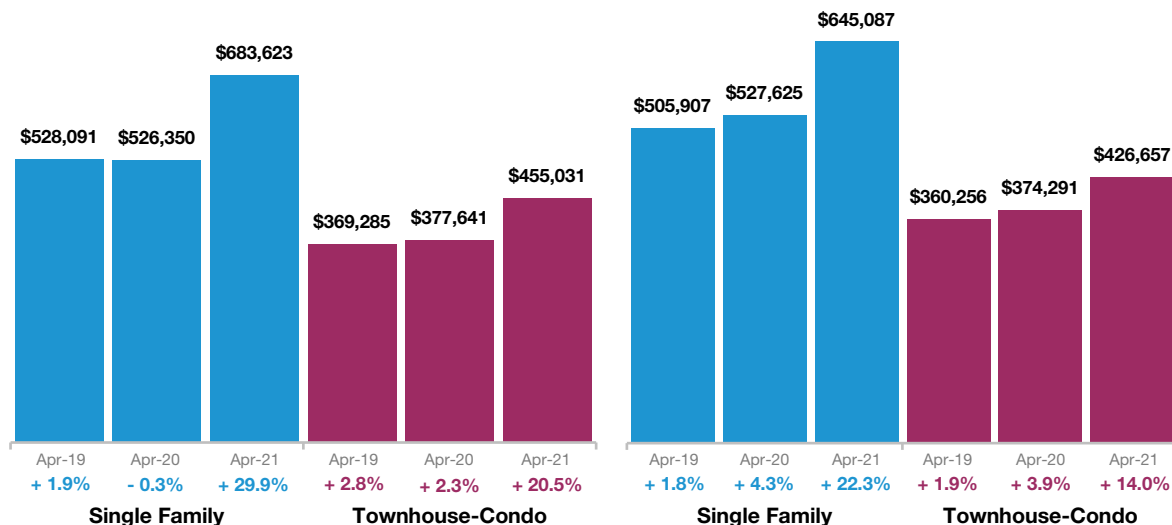
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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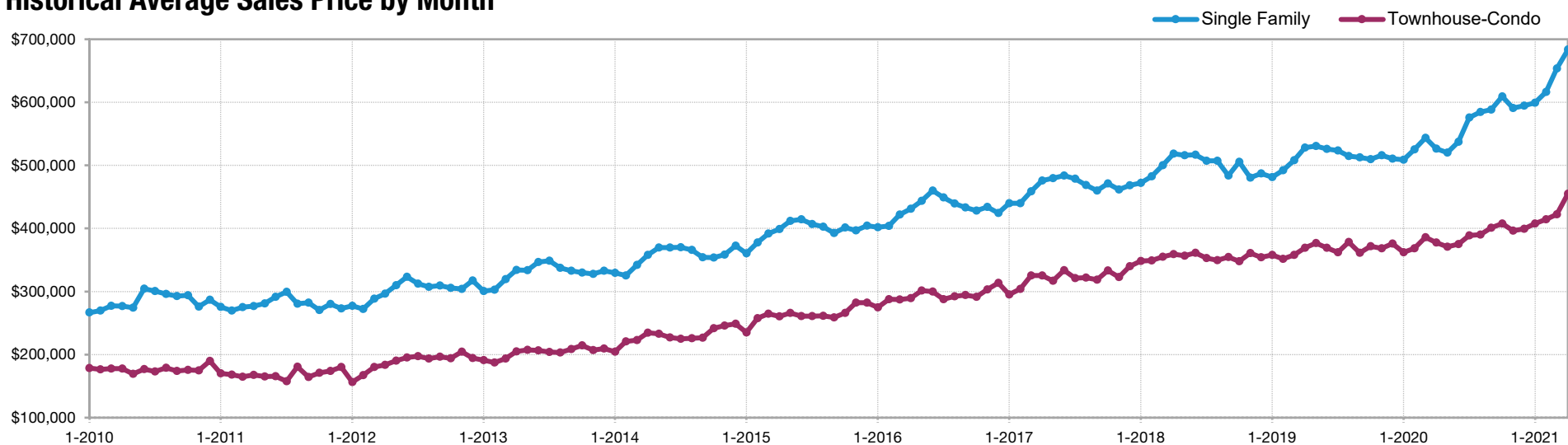
## April

## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	\$520,166	-1.9%	\$371,108	-1.5%
Jun-2020	\$537,438	+2.2%	\$375,190	+1.6%
Jul-2020	\$576,012	+10.0%	\$388,895	+7.4%
Aug-2020	\$584,778	+13.6%	\$389,971	+3.1%
Sep-2020	\$588,187	+14.7%	\$400,924	+11.0%
Oct-2020	\$609,395	+19.6%	\$407,627	+9.7%
Nov-2020	\$590,748	+14.5%	\$396,517	+7.7%
Dec-2020	\$594,509	+16.4%	\$399,294	+6.2%
Jan-2021	\$599,334	+17.7%	\$407,704	+12.6%
Feb-2021	\$616,365	+17.4%	\$414,346	+12.4%
Mar-2021	\$653,478	+20.2%	\$422,164	+9.4%
<b>Apr-2021</b>	<b>\$683,623</b>	<b>+29.9%</b>	<b>\$455,031</b>	<b>+20.5%</b>

## Historical Average Sales Price by Month



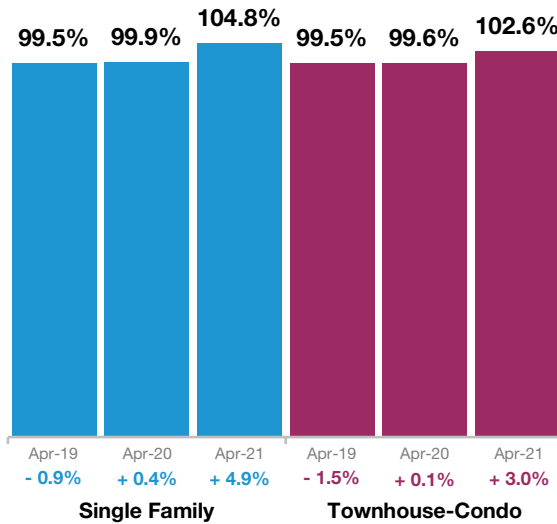
# Percent of List Price Received

Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

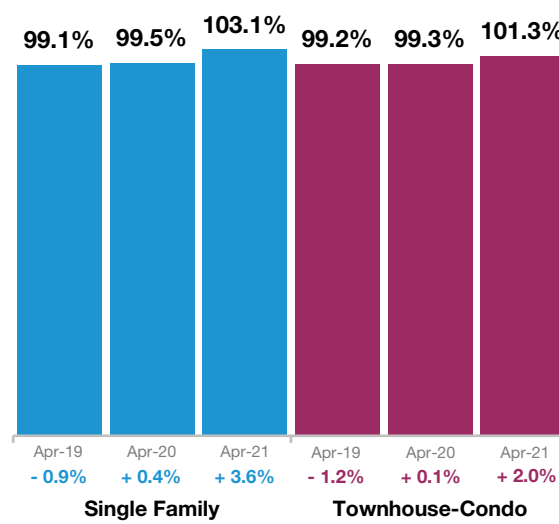


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## April

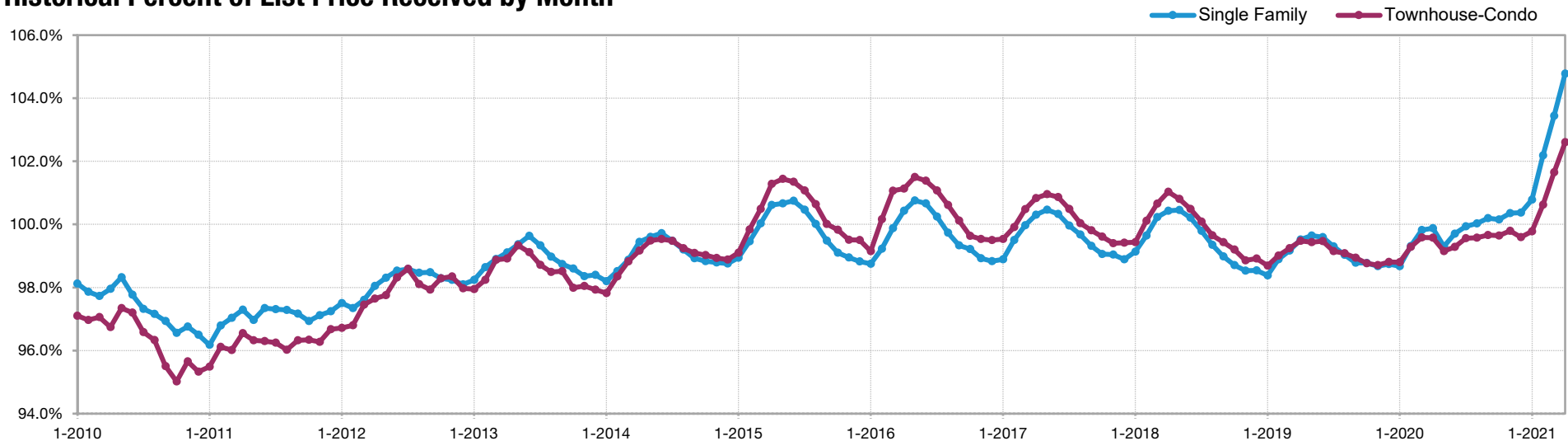


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	99.3%	-0.3%	99.2%	-0.2%
Jun-2020	99.7%	+0.1%	99.3%	-0.2%
Jul-2020	99.9%	+0.6%	99.6%	+0.5%
Aug-2020	100.0%	+1.0%	99.6%	+0.5%
Sep-2020	100.2%	+1.4%	99.7%	+0.8%
Oct-2020	100.2%	+1.4%	99.6%	+0.8%
Nov-2020	100.4%	+1.7%	99.8%	+1.1%
Dec-2020	100.4%	+1.7%	99.6%	+0.8%
Jan-2021	100.8%	+2.1%	99.8%	+1.0%
Feb-2021	102.2%	+2.9%	100.6%	+1.3%
Mar-2021	103.4%	+3.6%	101.6%	+2.0%
<b>Apr-2021</b>	<b>104.8%</b>	<b>+4.9%</b>	<b>102.6%</b>	<b>+3.0%</b>

## Historical Percent of List Price Received by Month



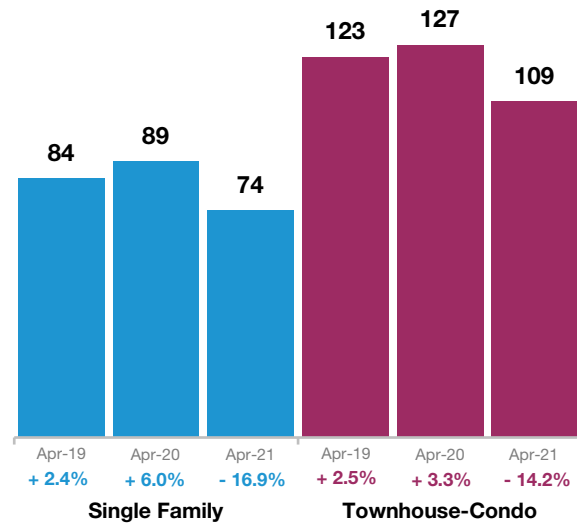
# Housing Affordability Index



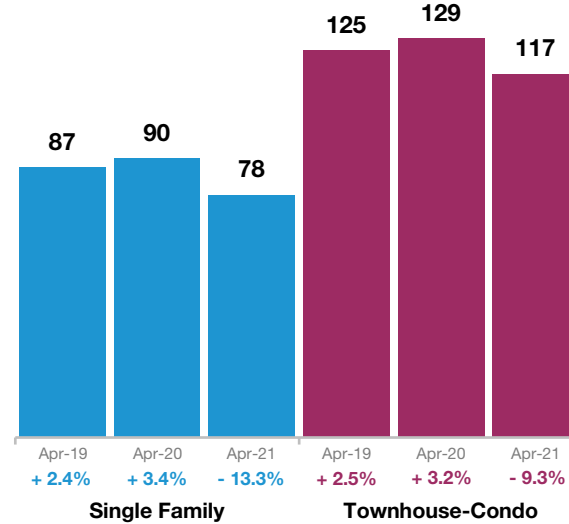
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This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## April

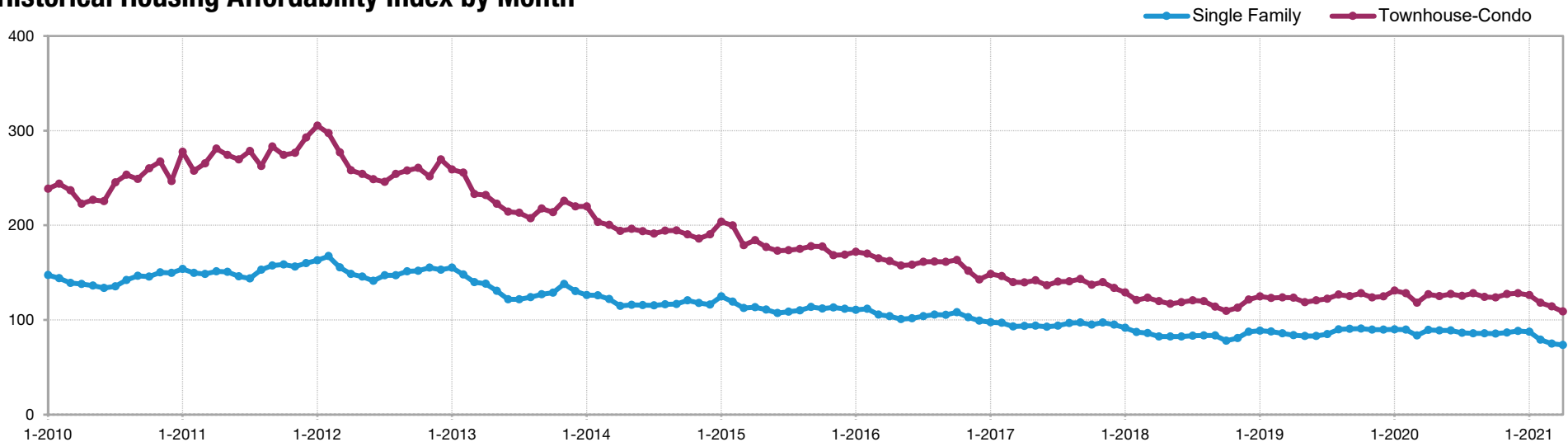


## Year to Date



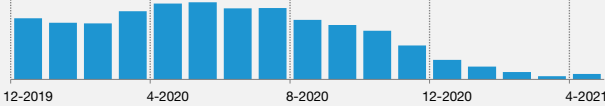
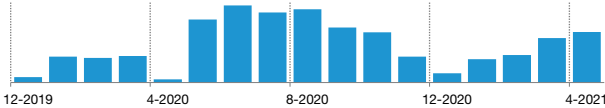
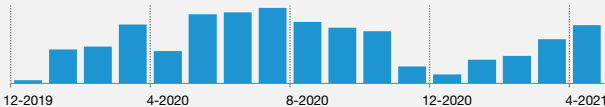
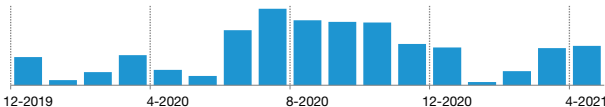
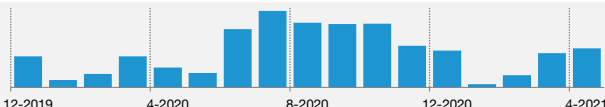
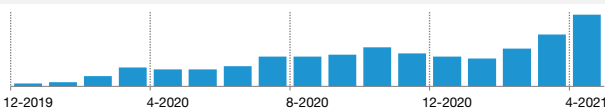
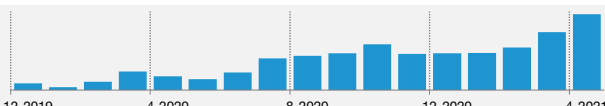
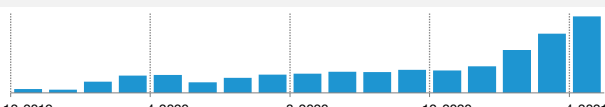

Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	89	+7.2%	125	+5.0%
Jun-2020	89	+7.2%	127	+5.0%
Jul-2020	86	+1.2%	125	+2.5%
Aug-2020	86	-4.4%	128	+0.8%
Sep-2020	86	-5.5%	124	-0.8%
Oct-2020	85	-6.6%	124	-3.1%
Nov-2020	87	-3.3%	127	+2.4%
Dec-2020	88	-2.2%	128	+2.4%
Jan-2021	87	-3.3%	126	-3.8%
Feb-2021	79	-12.2%	118	-7.8%
Mar-2021	75	-9.6%	114	-3.4%
<b>Apr-2021</b>	<b>74</b>	<b>-16.9%</b>	<b>109</b>	<b>-14.2%</b>

## Historical Housing Affordability Index 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	4-2020	4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Active Listings		12,474	3,579	- 71.3%	--	--	--
Under Contract		3,907	7,185	+ 83.9%	20,308	24,821	+ 22.2%
New Listings		5,790	8,033	+ 38.7%	26,001	25,259	- 2.9%
Sold Listings		4,860	6,526	+ 34.3%	19,600	21,701	+ 10.7%
Days on Market		26	15	- 42.3%	37	23	- 37.8%
Median Sales Price		\$430,000	\$515,985	+ 20.0%	\$425,000	\$480,000	+ 12.9%
Average Sales Price		\$489,592	\$619,656	+ 26.6%	\$485,269	\$578,351	+ 19.2%
Pct. of List Price Received		99.8%	104.2%	+ 4.4%	99.4%	102.6%	+ 3.2%
Affordability Index		95	80	- 15.8%	96	86	- 10.4%

# Sold Listings

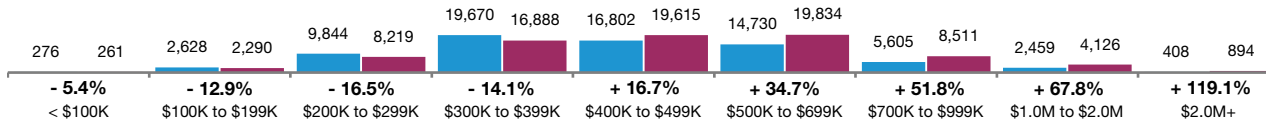
Actual sales that have closed in a given month.



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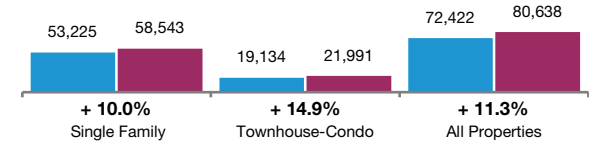
## By Price Range – All Properties – Rolling 12 Months

■ 4-2020 ■ 4-2021



## By Property Type

■ 4-2020 ■ 4-2021



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	4-2020	4-2021	Change	4-2020	4-2021	Change
\$99,999 and Below	210	186	- 11.4%	36	25	- 30.6%
\$100,000 to \$199,999	626	576	- 8.0%	1,987	1,687	- 15.1%
\$200,000 to \$299,999	3,330	2,106	- 36.8%	6,509	6,107	- 6.2%
\$300,000 to \$399,999	14,586	10,506	- 28.0%	5,073	6,364	+ 25.4%
\$400,000 to \$499,999	14,458	16,236	+ 12.3%	2,342	3,379	+ 44.3%
\$500,000 to \$699,999	12,738	17,121	+ 34.4%	1,992	2,712	+ 36.1%
\$700,000 to \$999,999	4,765	7,323	+ 53.7%	840	1,186	+ 41.2%
\$1,000,000 to \$1,999,999	2,139	3,665	+ 71.3%	320	461	+ 44.1%
\$2,000,000 and Above	373	824	+ 120.9%	35	70	+ 100.0%
<b>All Price Ranges</b>	<b>53,225</b>	<b>58,543</b>	<b>+ 10.0%</b>	<b>19,134</b>	<b>21,991</b>	<b>+ 14.9%</b>

### Compared to Prior Month

	Single Family			Townhouse-Condo		
	3-2021	4-2021	Change	3-2021	4-2021	Change
	13	8	- 38.5%	2	3	+ 50.0%
	45	27	- 40.0%	153	124	- 19.0%
	109	91	- 16.5%	451	370	- 18.0%
	499	418	- 16.2%	555	487	- 12.3%
	1,174	1,140	- 2.9%	342	328	- 4.1%
	1,441	1,638	+ 13.7%	241	301	+ 24.9%
	701	864	+ 23.3%	117	117	0.0%
	369	421	+ 14.1%	51	75	+ 47.1%
	83	99	+ 19.3%	9	11	+ 22.2%
<b>All Price Ranges</b>	<b>4,434</b>	<b>4,706</b>	<b>+ 6.1%</b>	<b>1,921</b>	<b>1,816</b>	<b>- 5.5%</b>

### Year to Date

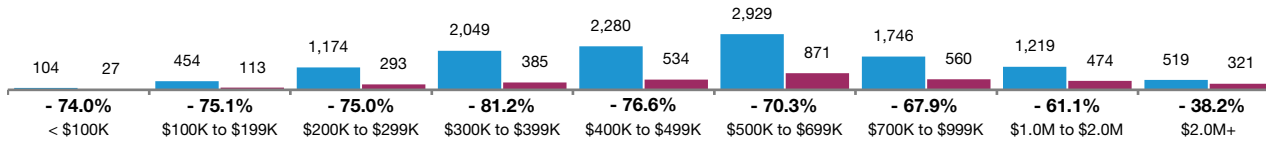
	Single Family			Townhouse-Condo		
	4-2020	4-2021	Change	4-2020	4-2021	Change
	53	39	- 26.4%	8	7	- 12.5%
	170	133	- 21.8%	546	501	- 8.2%
	811	424	- 47.7%	1,765	1,578	- 10.6%
	3,474	1,941	- 44.1%	1,464	1,859	+ 27.0%
	4,025	3,982	- 1.1%	678	1,074	+ 58.4%
	3,694	4,806	+ 30.1%	566	890	+ 57.2%
	1,304	2,324	+ 78.2%	253	401	+ 58.5%
	582	1,189	+ 104.3%	87	198	+ 127.6%
	95	283	+ 197.9%	8	30	+ 275.0%
<b>All Price Ranges</b>	<b>14,208</b>	<b>15,121</b>	<b>+ 6.4%</b>	<b>5,375</b>	<b>6,538</b>	<b>+ 21.6%</b>

# Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

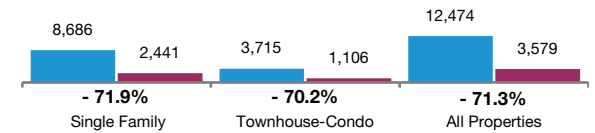
## By Price Range – All Properties

■ 4-2020 ■ 4-2021



## By Property Type

■ 4-2020 ■ 4-2021



### Year over Year

By Price Range	Single Family			Townhouse-Condo		
	4-2020	4-2021	Change	4-2020	4-2021	Change
\$99,999 and Below	69	14	- 79.7%	10	1	- 90.0%
\$100,000 to \$199,999	181	43	- 76.2%	246	60	- 75.6%
\$200,000 to \$299,999	378	66	- 82.5%	788	224	- 71.6%
\$300,000 to \$399,999	1,172	191	- 83.7%	868	190	- 78.1%
\$400,000 to \$499,999	1,693	377	- 77.7%	585	154	- 73.7%
\$500,000 to \$699,999	2,293	670	- 70.8%	634	201	- 68.3%
\$700,000 to \$999,999	1,390	442	- 68.2%	356	118	- 66.9%
\$1,000,000 to \$1,999,999	1,041	370	- 64.5%	178	104	- 41.6%
\$2,000,000 and Above	469	267	- 43.1%	50	54	+ 8.0%
<b>All Price Ranges</b>	<b>8,686</b>	<b>2,441</b>	<b>- 71.9%</b>	<b>3,715</b>	<b>1,106</b>	<b>- 70.2%</b>

### Compared to Prior Month

	Single Family			Townhouse-Condo		
	3-2021	4-2021	Change	3-2021	4-2021	Change
	20	14	- 30.0%	2	1	- 50.0%
	62	43	- 30.6%	80	60	- 25.0%
	96	66	- 31.3%	222	224	+ 0.9%
	190	191	+ 0.5%	170	190	+ 11.8%
	322	377	+ 17.1%	185	154	- 16.8%
	471	670	+ 42.3%	199	201	+ 1.0%
	350	442	+ 26.3%	125	118	- 5.6%
	339	370	+ 9.1%	101	104	+ 3.0%
	274	267	- 2.6%	52	54	+ 3.8%
<b>All Price Ranges</b>	<b>2,125</b>	<b>2,441</b>	<b>+ 14.9%</b>	<b>1,136</b>	<b>1,106</b>	<b>- 2.6%</b>

### Year to Date

Single Family	Townhouse-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®



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<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>Under Contract</b>	A count of the properties that have offers accepted on them in a given month.
<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<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>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.