Monthly Indicators



October 2015

Percent changes calculated using year-over-year comparisons.

New Listings were up 59.1 percent for single family homes but decreased 4.8 percent for townhouse-condo properties. Pending Sales decreased 4.0 percent for single family homes and 20.5 percent for townhouse-condo properties.

The Median Sales Price was up 36.4 percent to \$700,500 for single family homes but decreased 10.6 percent to \$305,000 for townhouse-condo properties. Days on Market increased 8.2 percent for single family homes and 22.1 percent for condo properties.

Interest rates are an area to pay attention to as rate hikes are widely expected before the year ends. The Federal Reserve Bank has skipped two opportunities to raise rates this fall, but the final meeting in December will likely include a minor rate hike. Although we are headed into a slower time of year, as housing activity goes, there are still many nuggets of optimism to mine from monthly figures.

Activity Snapshot

+ 24.4% - 12.3% + 2.9%

One-Year Change in **Sold Listings** All Properties

One-Year Change in **Median Sales Price** All Properties

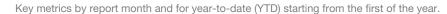
One-Year Change in **Active Listings All Properties**

Residential real estate activity in zip codes 80487, 81639 and 80467, 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	Historical Sparkbars		10-2014	10-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
New Listings	6-2014 10-2014 2-2	2015 6-2015 10-2015	22	35	+ 59.1%	488	452	- 7.4%
Pending Sales	6-2014 10-2014 2-2	2015 6-2015 10-2015	25	24	- 4.0%	244	262	+ 7.4%
Sold Listings		2015 6-2015 10-2015	26	32	+ 23.1%	229	238	+ 3.9%
Median Sales Price		2015 6-2015 10-2015	\$513,500	\$700,500	+ 36.4%	\$540,000	\$511,250	- 5.3%
Avg. Sales Price		2015 6-2015 10-2015	\$968,438	\$890,781	- 8.0%	\$793,764	\$704,570	- 11.2%
Pct. of List Price Received	6-2014 10-2014 2-2	2015 6-2015 10-2015	95.6%	94.1%	- 1.6%	94.4%	95.4%	+ 1.1%
Days on Market	6-2014 10-2014 2-2	2015 6-2015 10-2015	147	159	+ 8.2%	171	180	+ 5.3%
Affordability Index		2015 6-2015 10-2015	67	52	- 22.4%	64	71	+ 10.9%
Active Listings		2015 6-2015 10-2015	285	255	- 10.5%			
Months Supply		2015 6-2015 10-2015	12.9	10.9	- 15.5%			

Townhouse-Condo Market Overview

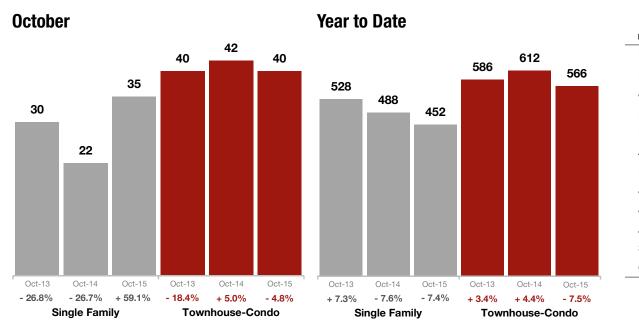


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Histo	rical Sparkb	ars			10-2014	10-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
New Listings	6-2014	10-2014	2-2015	6-2015	10-2015	42	40	- 4.8%	612	566	- 7.5%
Pending Sales	6-2014	10-2014	2-2015	6-2015	10-2015	44	35	- 20.5%	375	391	+ 4.3%
Sold Listings	6-2014	10-2014	2-2015	6-2015	10-2015	44	39	- 11.4%	341	358	+ 5.0%
Median Sales Price	6-2014	10-2014	2-2015	6-2015	10-2015	\$341,000	\$305,000	- 10.6%	\$316,000	\$319,500	+ 1.1%
Avg. Sales Price	6-2014	10-2014	2-2015	6-2015	10-2015	\$419,800	\$388,659	- 7.4%	\$433,586	\$416,241	- 4.0%
Pct. of List Price Received	6-2014	10-2014	2-2015	6-2015	10-2015	95.6%	96.3%	+ 0.7%	95.2%	95.9%	+ 0.7%
Days on Market	6-2014	10-2014	2-2015	6-2015	10-2015	154	188	+ 22.1%	167	176	+ 5.4%
Affordability Index	6-2014	10-2014	2-2015	6-2015	10-2015	101	119	+ 17.8%	109	114	+ 4.6%
Active Listings	6-2014	10-2014	2-2015	6-2015	10-2015	354	299	- 15.5%			
Months Supply	6-2014	10-2014	2-2015	6-2015	10-2015	10.9	8.2	- 24.8%			

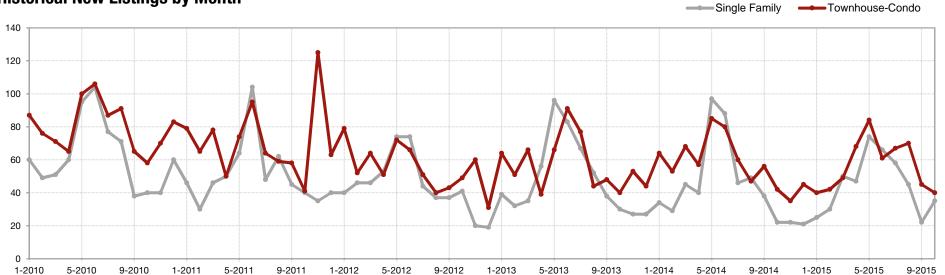
New Listings





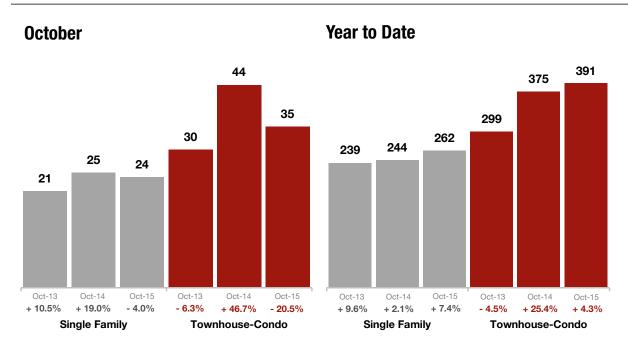
	Single	Percent Change from Previous	Townhouse-	Percent Change from Previous
New Listings	Family	Year	Condo	Year
Nov-2014	22	-18.5%	35	-34.0%
Dec-2014	21	-22.2%	45	+2.3%
Jan-2015	25	-26.5%	40	-37.5%
Feb-2015	30	+3.4%	42	-20.8%
Mar-2015	50	+11.1%	49	-27.9%
Apr-2015	47	+17.5%	68	+19.3%
May-2015	74	-23.7%	84	-1.2%
Jun-2015	66	-25.0%	61	-23.8%
Jul-2015	58	+26.1%	67	+11.7%
Aug-2015	45	-8.2%	70	+48.9%
Sep-2015	22	-42.1%	45	-19.6%
Oct-2015	35	+59.1%	40	-4.8%

Historical New Listings by Month



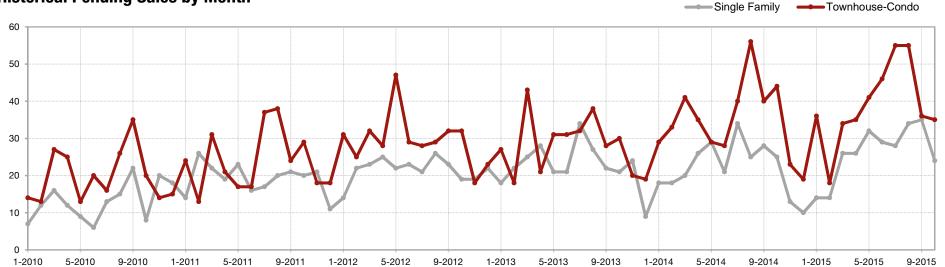
Pending Sales





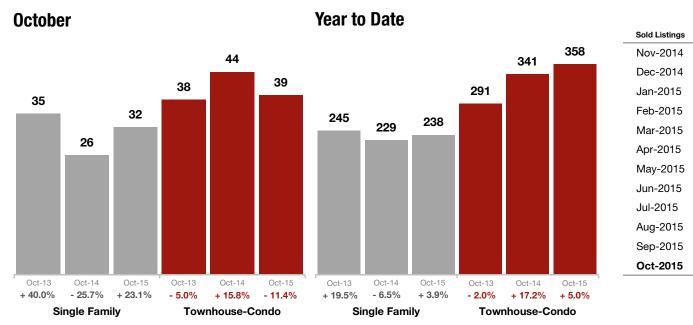
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse- Condo	Percent Change from Previous Year
Nov-2014	13	-45.8%	23	+15.0%
Dec-2014	10	+11.1%	19	0.0%
Jan-2015	14	-22.2%	36	+24.1%
Feb-2015	14	-22.2%	18	-45.5%
Mar-2015	26	+30.0%	34	-17.1%
Apr-2015	26	0.0%	35	0.0%
May-2015	32	+10.3%	41	+41.4%
Jun-2015	29	+38.1%	46	+64.3%
Jul-2015	28	-17.6%	55	+37.5%
Aug-2015	34	+36.0%	55	-1.8%
Sep-2015	35	+25.0%	36	-10.0%
Oct-2015	24	-4.0%	35	-20.5%

Historical Pending Sales by Month



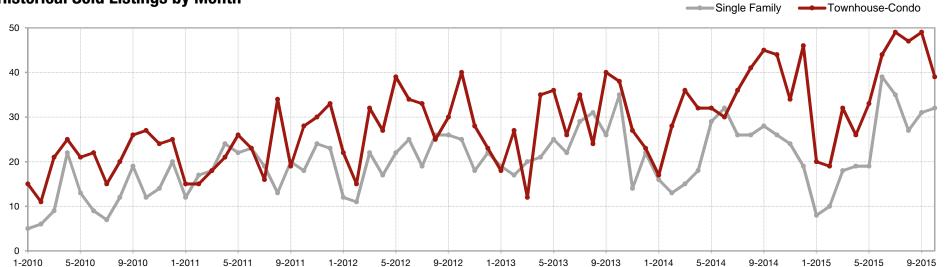
Sold Listings





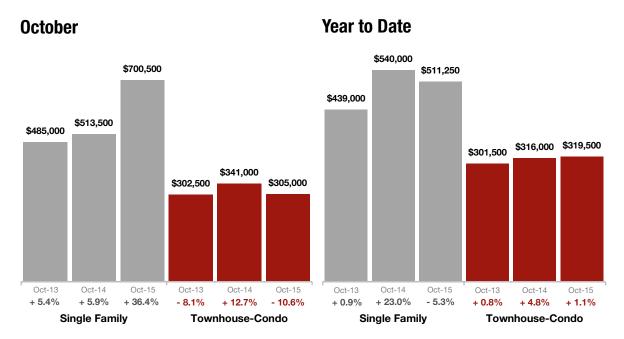
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse- Condo	Percent Change from Previous Year
Nov-2014	24	+71.4%	34	+25.9%
Dec-2014	19	-13.6%	46	+100.0%
Jan-2015	8	-50.0%	20	+17.6%
Feb-2015	10	-23.1%	19	-32.1%
Mar-2015	18	+20.0%	32	-11.1%
Apr-2015	19	+5.6%	26	-18.8%
May-2015	19	-34.5%	33	+3.1%
Jun-2015	39	+21.9%	44	+46.7%
Jul-2015	35	+34.6%	49	+36.1%
Aug-2015	27	+3.8%	47	+14.6%
Sep-2015	31	+10.7%	49	+8.9%
Oct-2015	32	+23.1%	39	-11.4%

Historical Sold Listings by Month



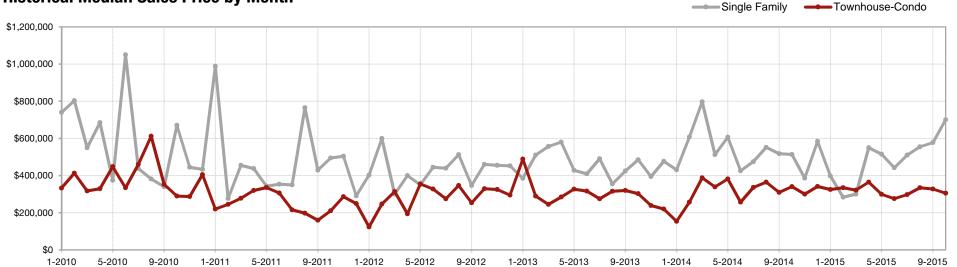
Median Sales Price





Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse- Condo	Percent Change from Previous Year
Nov-2014	\$386,475	-2.0%	\$300,000	+25.7%
Dec-2014	\$583,750	+22.5%	\$341,250	+55.1%
Jan-2015	\$398,000	-7.6%	\$325,000	+111.0%
Feb-2015	\$283,500	-53.3%	\$335,000	+30.5%
Mar-2015	\$300,000	-62.4%	\$321,500	-17.1%
Apr-2015	\$550,000	+7.3%	\$365,000	+7.7%
May-2015	\$515,000	-15.1%	\$299,000	-21.7%
Jun-2015	\$442,000	+3.8%	\$276,500	+7.6%
Jul-2015	\$510,000	+7.4%	\$298,000	-11.3%
Aug-2015	\$555,000	+0.6%	\$335,000	-8.2%
Sep-2015	\$577,500	+11.6%	\$328,000	+5.8%
Oct-2015	\$700,500	+36.4%	\$305,000	-10.6%

Historical Median Sales Price by Month



Average Sales Price



Percent Change

from Previous

Year

+25.1%

+42.0%

+105.5%

+33.3%

-25.7%

+13.2%

-7.5%

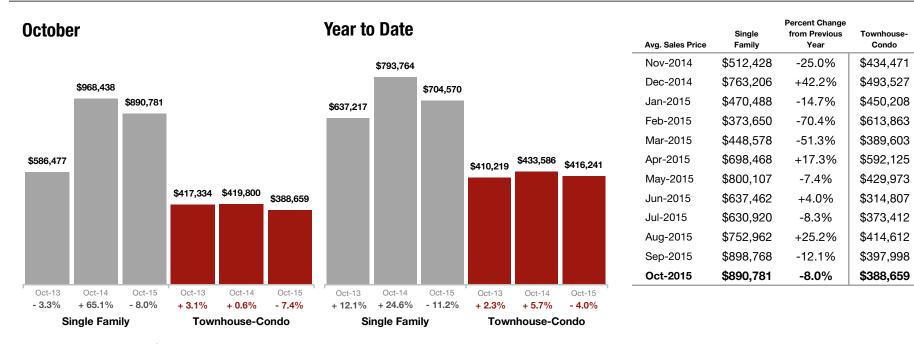
-3.1%

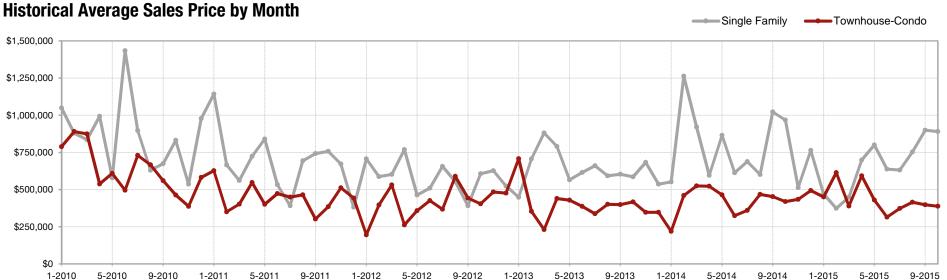
+3.6%

-11.3%

-12.2%

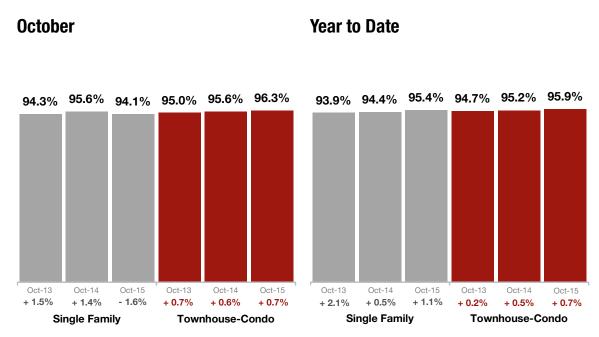
-7.4%





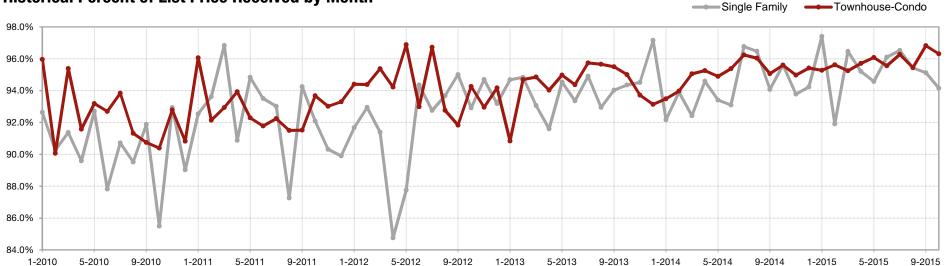
Percent of List Price Received





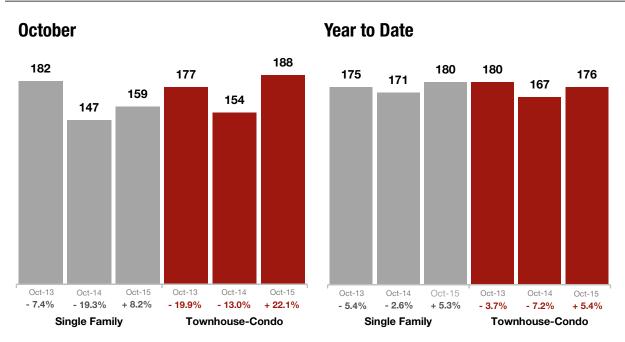
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse- Condo	Percent Change from Previous Year
Nov-2014	93.8%	-0.7%	95.0%	+1.4%
Dec-2014	94.2%	-3.1%	95.4%	+2.5%
Jan-2015	97.4%	+5.6%	95.3%	+1.9%
Feb-2015	91.9%	-2.1%	95.6%	+1.7%
Mar-2015	96.5%	+4.4%	95.2%	+0.1%
Apr-2015	95.2%	+0.6%	95.7%	+0.4%
May-2015	94.6%	+1.3%	96.1%	+1.3%
Jun-2015	96.1%	+3.2%	95.6%	+0.2%
Jul-2015	96.5%	-0.3%	96.3%	+0.1%
Aug-2015	95.4%	-1.1%	95.4%	-0.6%
Sep-2015	95.1%	+1.1%	96.8%	+1.8%
Oct-2015	94.1%	-1.6%	96.3%	+0.7%

Historical Percent of List Price Received by Month



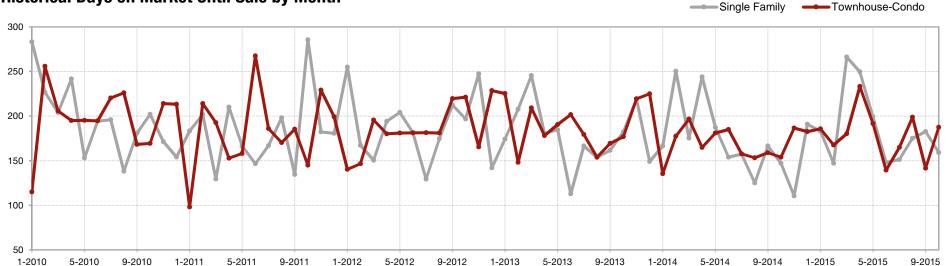
Days on Market Until Sale





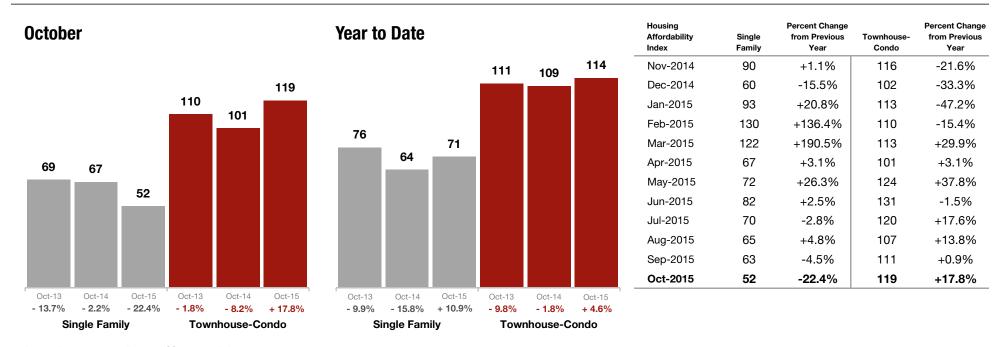
Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse- Condo	Percent Change from Previous Year
Nov-2014	111	-49.3%	187	-14.6%
Dec-2014	191	+28.2%	183	-18.7%
Jan-2015	183	+9.6%	186	+37.8%
Feb-2015	147	-41.2%	168	-5.1%
Mar-2015	266	+52.0%	180	-8.6%
Apr-2015	250	+2.5%	233	+41.2%
May-2015	199	+6.4%	192	+6.1%
Jun-2015	148	-3.9%	140	-24.3%
Jul-2015	151	-3.8%	165	+4.4%
Aug-2015	175	+40.0%	199	+30.1%
Sep-2015	183	+10.2%	142	-10.7%
Oct-2015	159	+8.2%	188	+22.1%

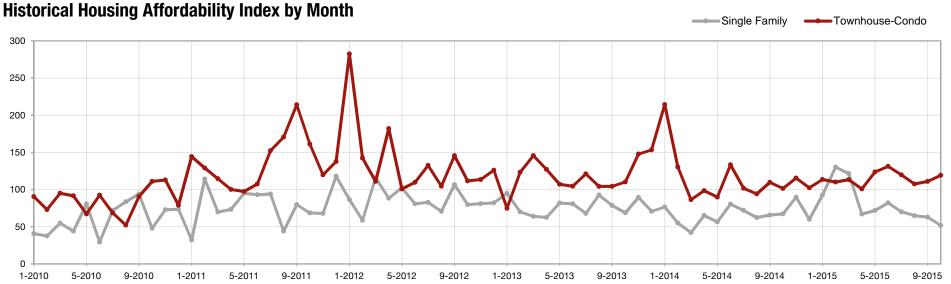
Historical Days on Market Until Sale by Month



Housing Affordability Index

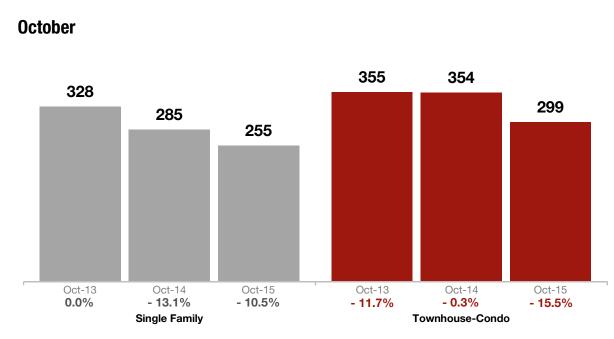






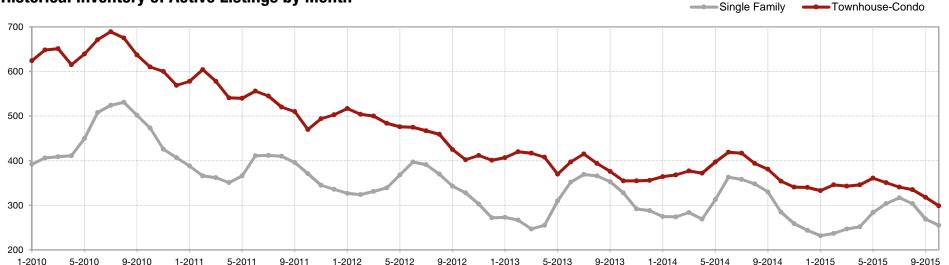
Inventory of Active Listings





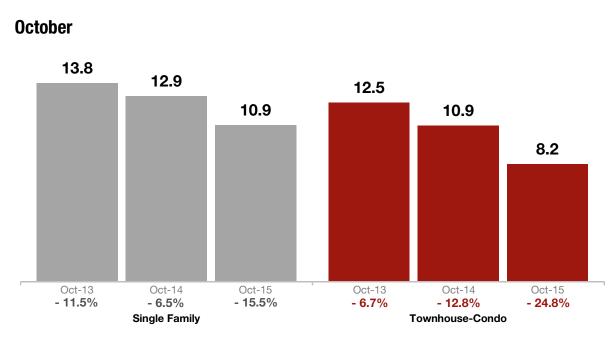
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse- Condo	Percent Change from Previous Year
Nov-2014	259	-11.3%	341	-3.9%
Dec-2014	244	-15.3%	340	-4.5%
Jan-2015	232	-15.6%	333	-8.5%
Feb-2015	237	-13.5%	346	-6.0%
Mar-2015	247	-13.0%	343	-9.0%
Apr-2015	252	-6.3%	346	-7.0%
May-2015	284	-9.3%	361	-9.1%
Jun-2015	304	-16.3%	351	-16.2%
Jul-2015	317	-11.5%	341	-18.2%
Aug-2015	304	-12.6%	335	-15.0%
Sep-2015	269	-18.5%	318	-16.5%
Oct-2015	255	-10.5%	299	-15.5%

Historical Inventory of Active Listings by Month



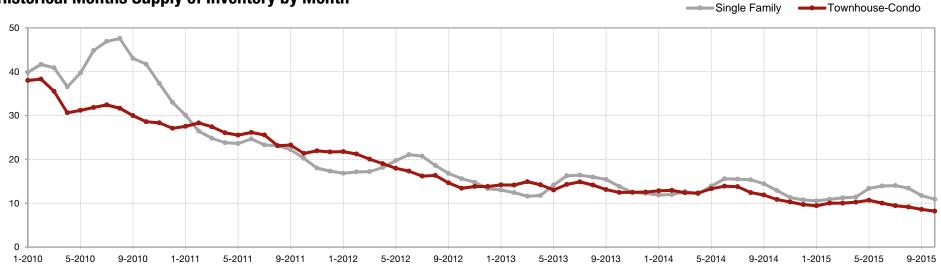
Months Supply of Inventory





Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse- Condo	Percent Change from Previous Year
Nov-2014	11.3	-9.6%	10.3	-17.6%
Dec-2014	10.8	-12.2%	9.7	-22.4%
Jan-2015	10.5	-11.8%	9.4	-26.6%
Feb-2015	10.9	-9.2%	10.0	-23.1%
Mar-2015	11.2	-11.8%	10.0	-19.4%
Apr-2015	11.4	-5.8%	10.3	-16.3%
May-2015	13.4	-3.6%	10.7	-19.5%
Jun-2015	13.9	-10.9%	10.0	-28.1%
Jul-2015	14.0	-9.7%	9.5	-31.2%
Aug-2015	13.4	-13.0%	9.2	-25.8%
Sep-2015	11.7	-19.3%	8.6	-27.7%
Oct-2015	10.9	-15.5%	8.2	-24.8%

Historical Months Supply of Inventory by Month



Total Market Overview



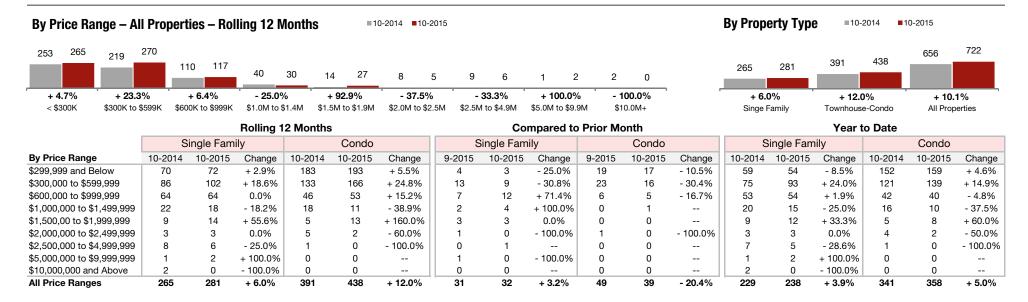


Key Metrics	Historical Sparkb	ars			10-2014	10-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
New Listings	6-2014 10-2014	2-2015	6-2015	10-2015	65	75	+ 15.4%	1,102	1,028	- 6.7%
Pending Sales	6-2014 10-2014	2-2015	6-2015	10-2015	69	59	- 14.5%	619	656	+ 6.0%
Sold Listings	6-2014 10-2014	2-2015	6-2015	10-2015	70	72	+ 2.9%	570	599	+ 5.1%
Median Sales Price	6-2014 10-2014	2-2015	6-2015	10-2015	\$389,750	\$485,000	+ 24.4%	\$388,250	\$375,000	- 3.4%
Avg. Sales Price	6-2014 10-2014	2-2015	6-2015	10-2015	\$623,580	\$613,690	- 1.6%	\$578,289	\$532,888	- 7.9%
Pct. of List Price Received		2-2015	6-2015		95.6%	95.4%	- 0.2%	94.9%	95.7%	+ 0.8%
Days on Market	6-2014 10-2014 6-2014 10-2014	2-2015	6-2015	10-2015	151	174	+ 15.2%	168	177	+ 5.4%
Affordability Index	6-2014 10-2014	2-2015	6-2015	10-2015	89	75	- 15.7%	89	97	+ 9.0%
Active Listings	6-2014 10-2014	2-2015	6-2015	10-2015	641	562	- 12.3%			
Months Supply	6-2014 10-2014	2-2015	6-2015	10-2015	11.7	9.3	- 20.5%			

Closed Sales

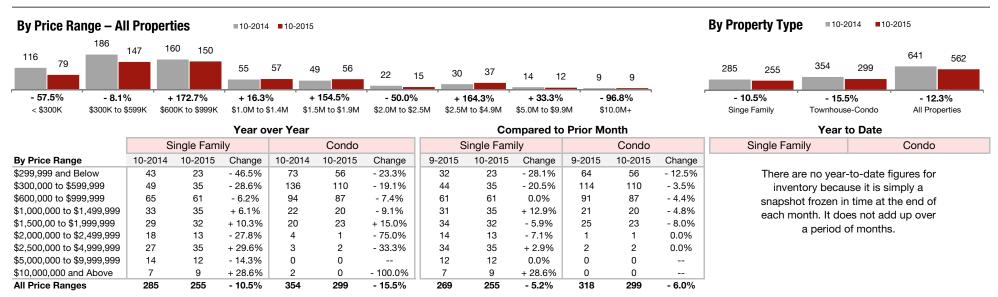
Actual sales that have closed in a given month.





Inventory of Active Listings

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



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 average 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.