



Quarterly Indicators

Q3-2013 | SOUTHEAST REGION

Includes the Arkansas Valley Board of REALTORS®, Chaffee County Board of REALTORS®, Pikes Peak Association of REALTORS®, Pueblo Association of REALTORS® and the Royal Gorge Association of REALTORS®.

Percent changes calculated using year-over-year comparisons.

With a fourth consecutive quarter of increases in almost all market indicators, we can comfortably say that most areas of Colorado are returning to what industry analysts would describe as "normal market conditions."

New Listings were up 8.7 percent for single family homes and 24.7 percent for townhouse-condo properties. Pending sales clocked in at 2,971 for single family homes and 355 for townhouse-condo properties.

The Median Sales Price was up 6.8 percent to \$197,500 for single family homes and 6.6 percent to \$144,636 for townhouse-condo properties. Months Supply of Inventory stood at 6.6 for single family units and 5.6 months for townhouse-condo units.

Of course two rounds of natural disasters in our state – fires and flooding – over the summer months will have significant impact on housing in the areas most directly affected and perhaps some ripple effects elsewhere. This means that not everyone is enjoying normal market conditions.

Monthly Snapshot

+ 21.5%	+ 5.6%	+ 10.0%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in New Listings All Properties

Residential real estate activity in the state of Colorado, comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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

[Click on desired metric to jump to that page.](#)



Single Family Market Overview

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



Southeast Region

Key Metrics	Historical Sparkbars	Q3-2012	Q3-2013	Percent Change	YTD-2012	YTD-2013	Percent Change
New Listings		5,122	5,569	+ 8.7%	15,492	17,296	+ 11.6%
Pending / Under Contract		3,136	2,971	- 5.3%	9,407	10,408	+ 10.6%
Under Contract Activity	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		3,247	3,896	+ 20.0%	8,847	10,706	+ 21.0%
Median Sales Price		\$184,900	\$197,500	+ 6.8%	\$180,000	\$194,950	+ 8.3%
Average Sales Price		\$207,632	\$223,446	+ 7.6%	\$203,831	\$219,094	+ 7.5%
Pct. of List Price Received		97.3%	97.8%	+ 0.5%	97.1%	97.7%	+ 1.0%
Days on Market		90	79	- 12.2%	100	86	- 14.0%
Affordability Index		194	170	- 12.4%	199	172	- 13.6%
Active Listings	Not enough historical data for chart	--	7,542	--	--	--	--
Months Supply	Not enough historical data for chart	--	6.6	--	--	--	--

Townhouse-Condo Market Overview

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



Southeast Region

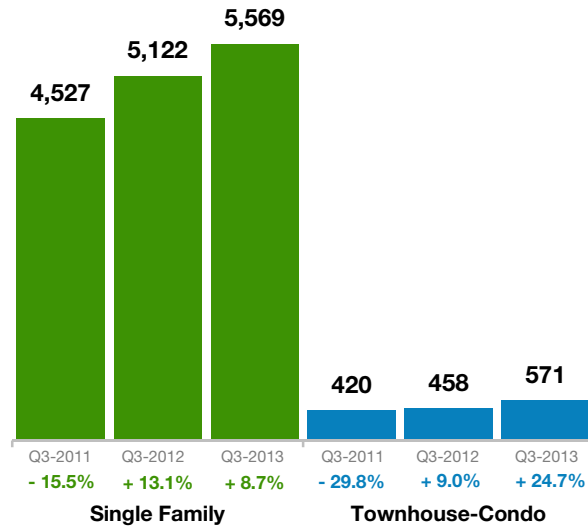
Key Metrics	Historical Sparkbars	Q3-2012	Q3-2013	Percent Change	YTD-2012	YTD-2013	Percent Change
New Listings		458	571	+ 24.7%	1,421	1,766	+ 24.3%
Pending / Under Contract		308	355	+ 15.3%	918	1,101	+ 19.9%
Under Contract Activity	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		320	439	+ 37.2%	875	1,115	+ 27.4%
Median Sales Price		\$135,648	\$144,636	+ 6.6%	\$127,500	\$138,500	+ 8.6%
Average Sales Price		\$164,174	\$173,081	+ 5.4%	\$147,765	\$164,883	+ 11.6%
Pct. of List Price Received		96.1%	97.6%	+ 1.6%	96.5%	97.6%	+ 1.1%
Days on Market		108	76	- 29.6%	106	76	- 28.3%
Affordability Index		248	220	- 11.3%	260	227	- 12.7%
Active Listings	Not enough historical data for chart	--	657	--	--	--	--
Months Supply	Not enough historical data for chart	--	5.6	--	--	--	--

New Listings

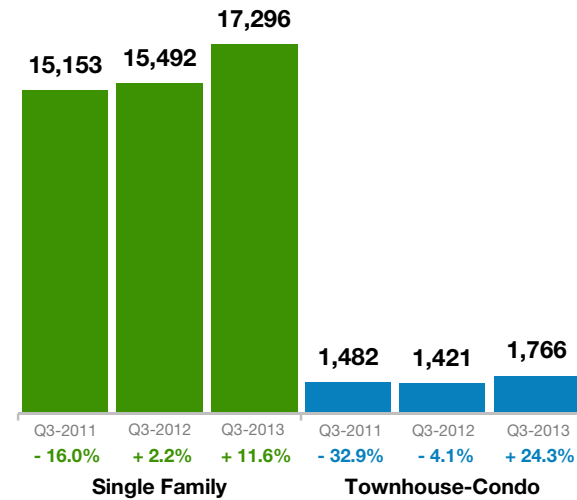


Southeast Region

Q3-2013

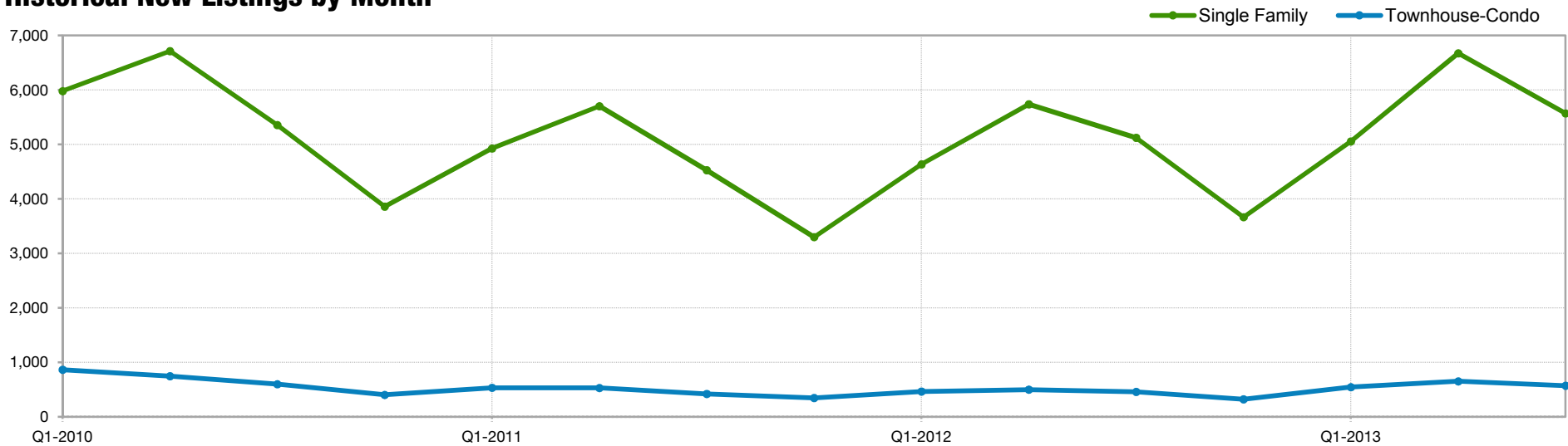


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q4-2010	3,859	--	402	--
Q1-2011	4,925	-17.6%	533	-38.3%
Q2-2011	5,701	-15.1%	529	-29.1%
Q3-2011	4,527	-15.5%	420	-29.8%
Q4-2011	3,299	-14.5%	345	-14.2%
Q1-2012	4,633	-5.9%	464	-12.9%
Q2-2012	5,737	+0.6%	499	-5.7%
Q3-2012	5,122	+13.1%	458	+9.0%
Q4-2012	3,665	+11.1%	321	-7.0%
Q1-2013	5,055	+9.1%	544	+17.2%
Q2-2013	6,672	+16.3%	651	+30.5%
Q3-2013	5,569	+8.7%	571	+24.7%

Historical New Listings by Month

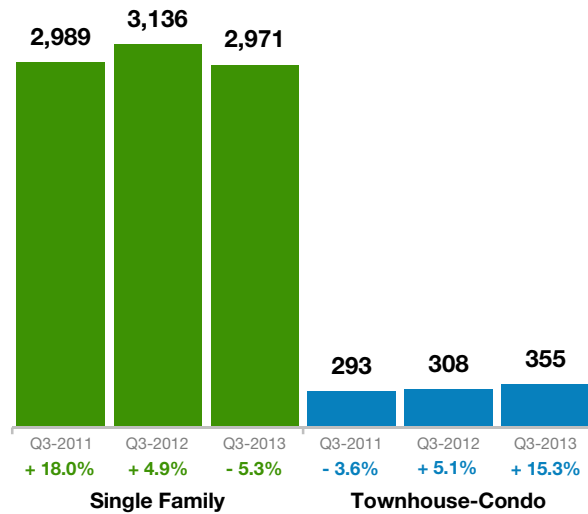


Pending / Under Contract

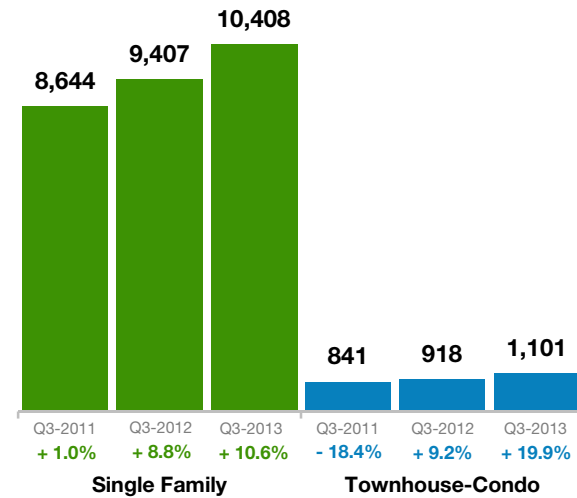


Southeast Region

Q3-2013

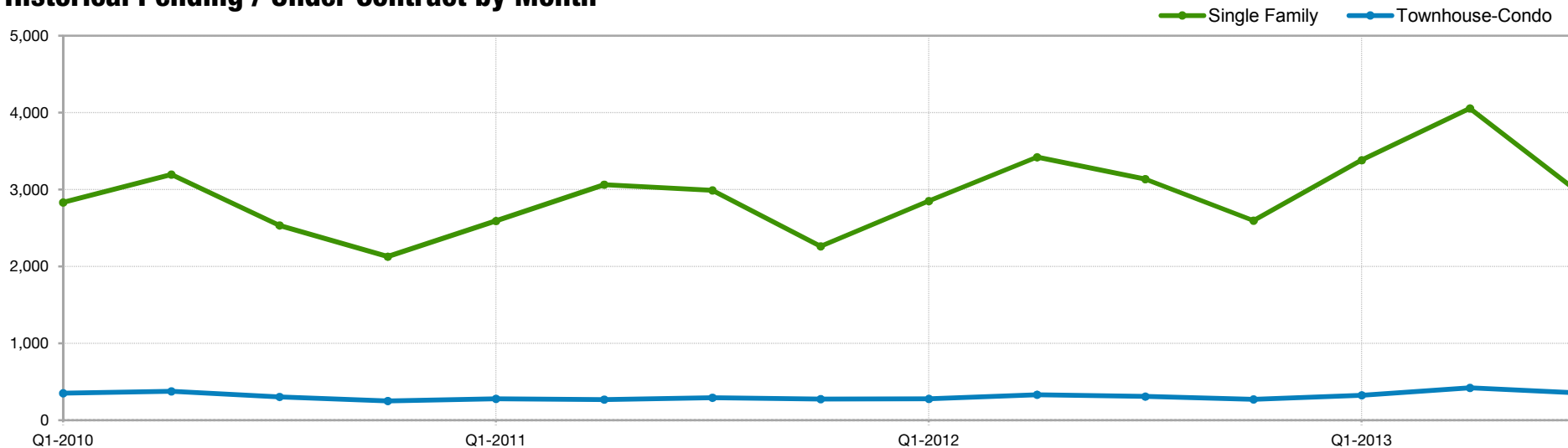


Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q4-2010	2,127	--	251	--
Q1-2011	2,591	-8.5%	279	-20.5%
Q2-2011	3,064	-4.1%	269	-28.5%
Q3-2011	2,989	+18.0%	293	-3.6%
Q4-2011	2,262	+6.3%	275	+9.6%
Q1-2012	2,851	+10.0%	278	-0.4%
Q2-2012	3,420	+11.6%	332	+23.4%
Q3-2012	3,136	+4.9%	308	+5.1%
Q4-2012	2,596	+14.8%	271	-1.5%
Q1-2013	3,382	+18.6%	325	+16.9%
Q2-2013	4,055	+18.6%	421	+26.8%
Q3-2013	2,971	-5.3%	355	+15.3%

Historical Pending / Under Contract by Month

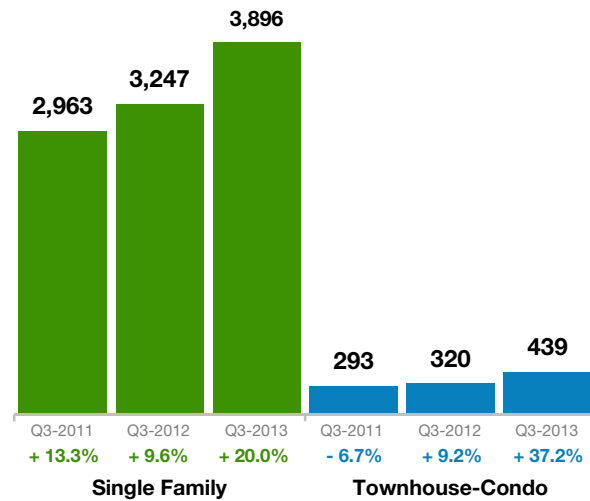


Sold Listings

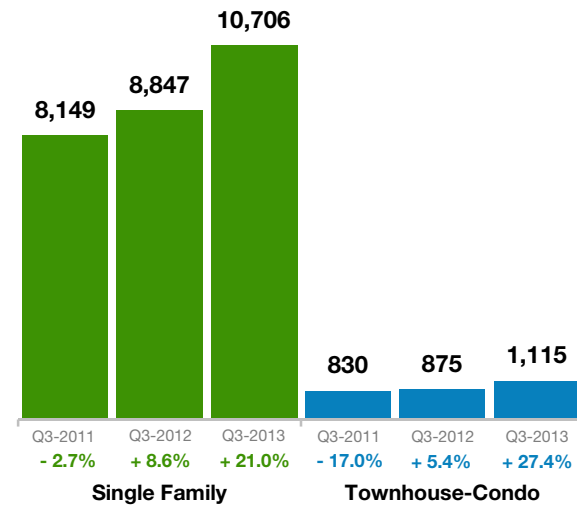


Southeast Region

Q3-2013

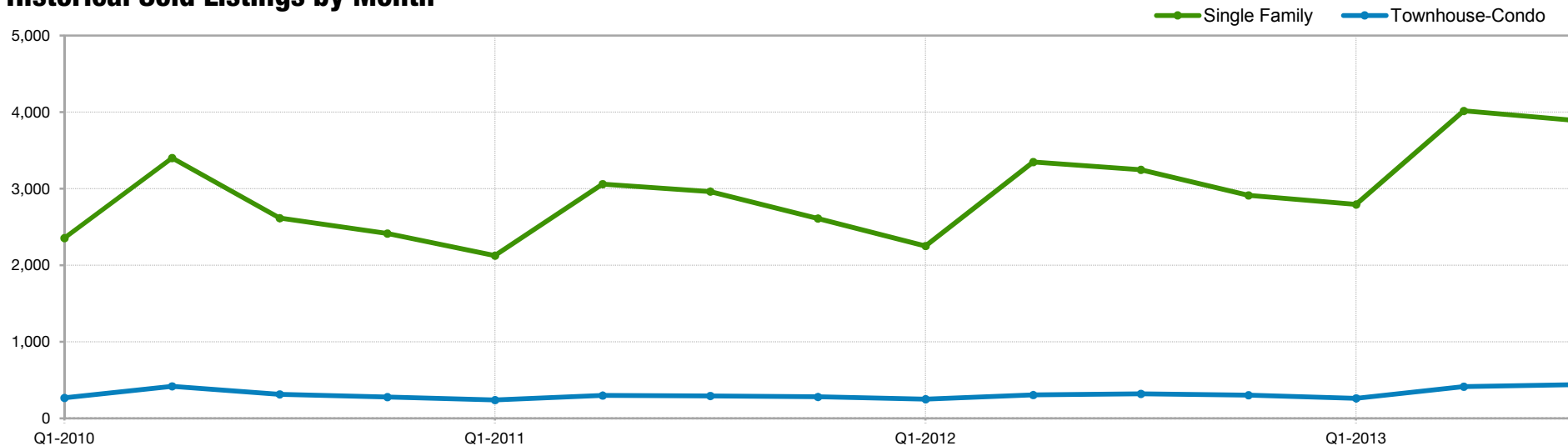


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q4-2010	2,414	--	278	--
Q1-2011	2,126	-9.7%	239	-10.5%
Q2-2011	3,060	-10.0%	298	-28.9%
Q3-2011	2,963	+13.3%	293	-6.7%
Q4-2011	2,611	+8.2%	280	+0.7%
Q1-2012	2,252	+5.9%	250	+4.6%
Q2-2012	3,348	+9.4%	305	+2.3%
Q3-2012	3,247	+9.6%	320	+9.2%
Q4-2012	2,913	+11.6%	303	+8.2%
Q1-2013	2,794	+24.1%	262	+4.8%
Q2-2013	4,016	+20.0%	414	+35.7%
Q3-2013	3,896	+20.0%	439	+37.2%

Historical Sold Listings by Month



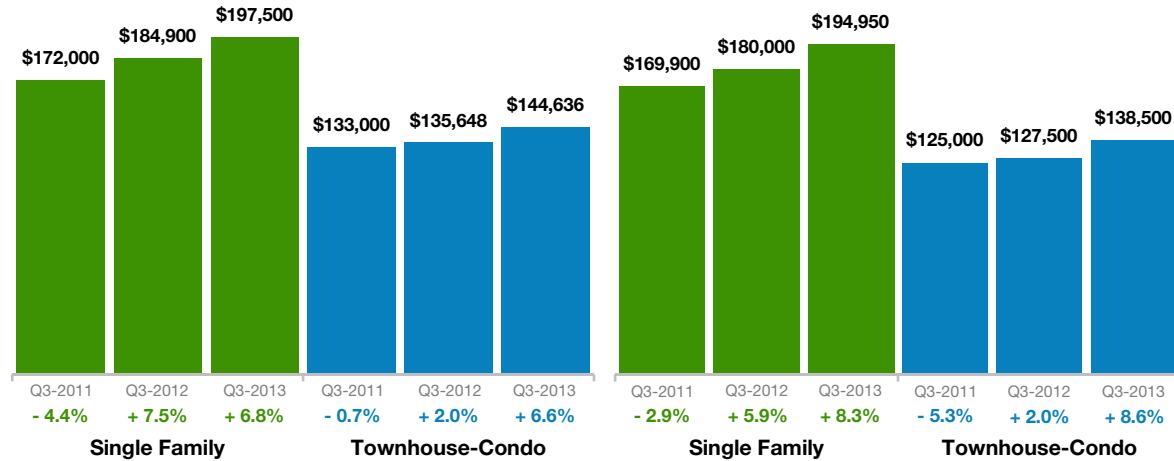
Median Sales Price



Southeast Region

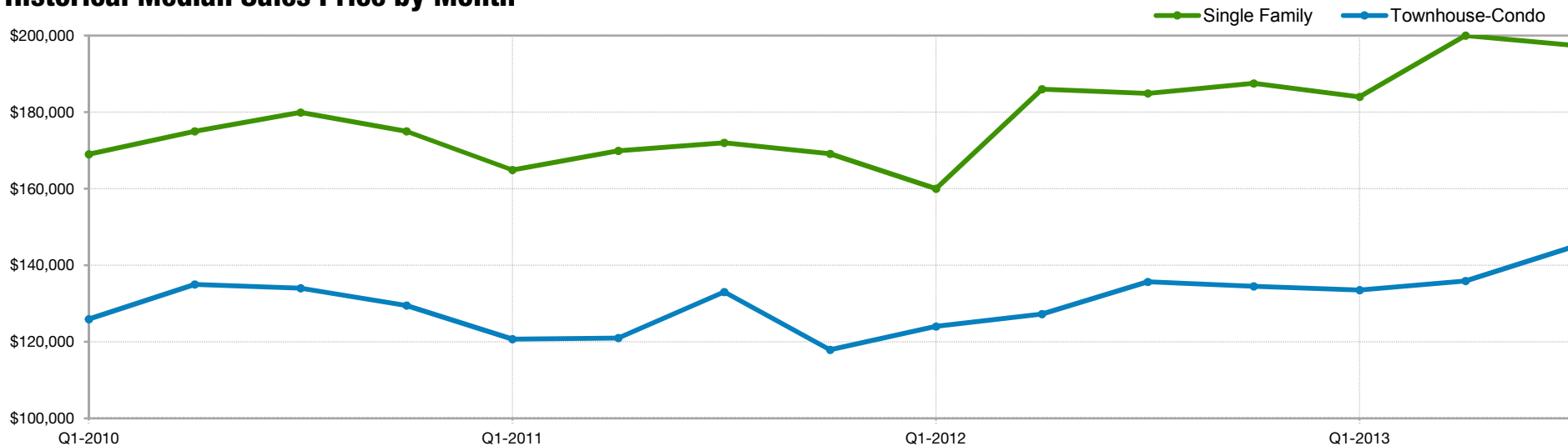
Q3-2013

Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q4-2010	\$175,000	--	\$129,491	--
Q1-2011	\$164,900	-2.4%	\$120,700	-4.1%
Q2-2011	\$169,900	-2.9%	\$121,000	-10.4%
Q3-2011	\$172,000	-4.4%	\$133,000	-0.7%
Q4-2011	\$169,100	-3.4%	\$117,900	-9.0%
Q1-2012	\$160,000	-3.0%	\$124,000	+2.7%
Q2-2012	\$186,000	+9.5%	\$127,250	+5.2%
Q3-2012	\$184,900	+7.5%	\$135,648	+2.0%
Q4-2012	\$187,500	+10.9%	\$134,500	+14.1%
Q1-2013	\$184,000	+15.0%	\$133,500	+7.7%
Q2-2013	\$199,995	+7.5%	\$135,900	+6.8%
Q3-2013	\$197,500	+6.8%	\$144,636	+6.6%

Historical Median Sales Price by Month

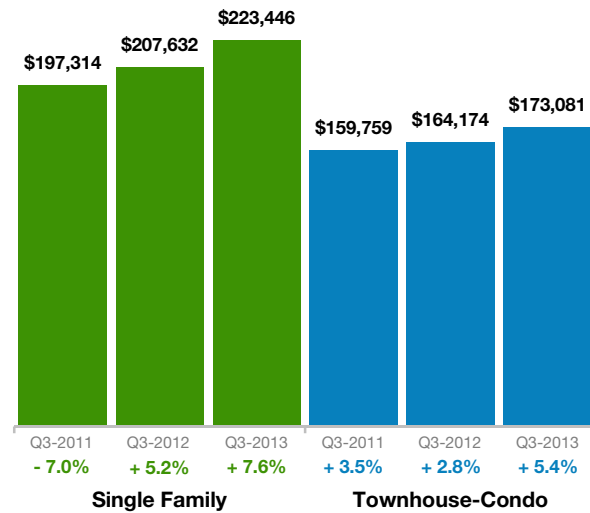


Average Sales Price

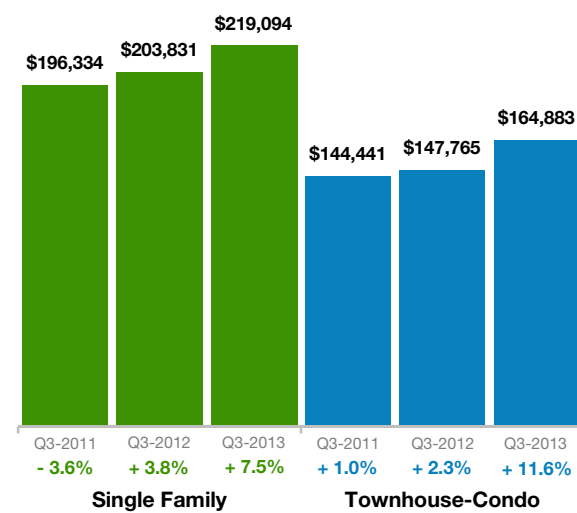


Southeast Region

Q3-2013

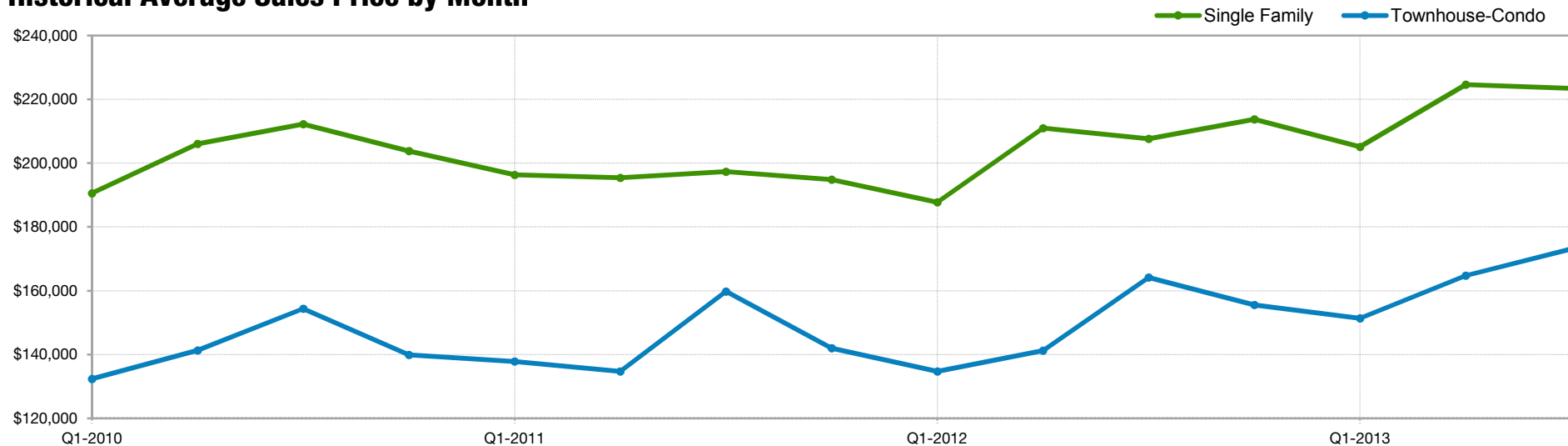


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q4-2010	\$203,811	--	\$139,876	--
Q1-2011	\$196,316	+3.0%	\$137,839	+4.2%
Q2-2011	\$195,397	-5.2%	\$134,725	-4.6%
Q3-2011	\$197,314	-7.0%	\$159,759	+3.5%
Q4-2011	\$194,842	-4.4%	\$142,004	+1.5%
Q1-2012	\$187,746	-4.4%	\$134,693	-2.3%
Q2-2012	\$210,955	+8.0%	\$141,242	+4.8%
Q3-2012	\$207,632	+5.2%	\$164,174	+2.8%
Q4-2012	\$213,752	+9.7%	\$155,562	+9.5%
Q1-2013	\$205,085	+9.2%	\$151,347	+12.4%
Q2-2013	\$224,608	+6.5%	\$164,755	+16.6%
Q3-2013	\$223,446	+7.6%	\$173,081	+5.4%

Historical Average Sales Price by Month



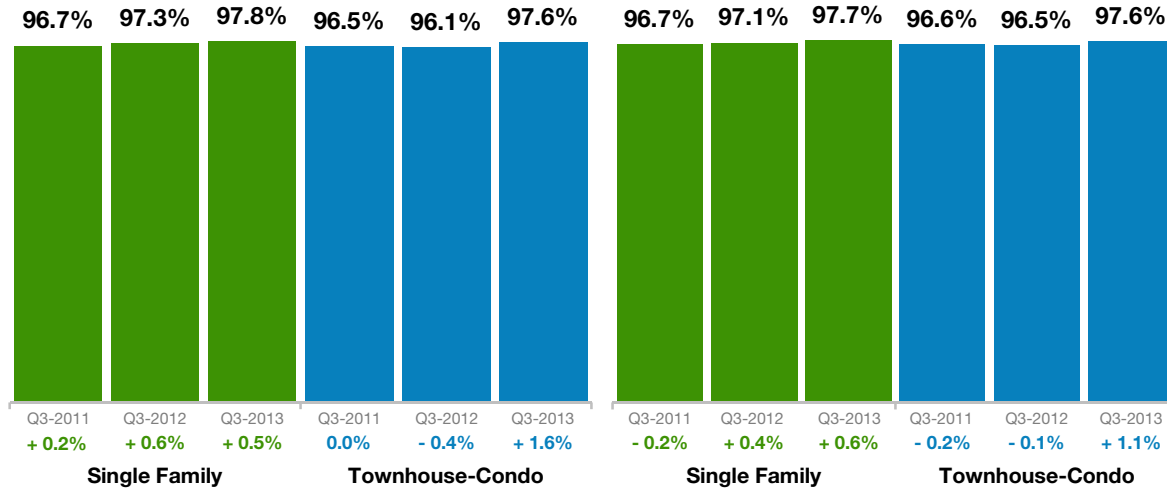
Percent of List Price Received



Southeast Region

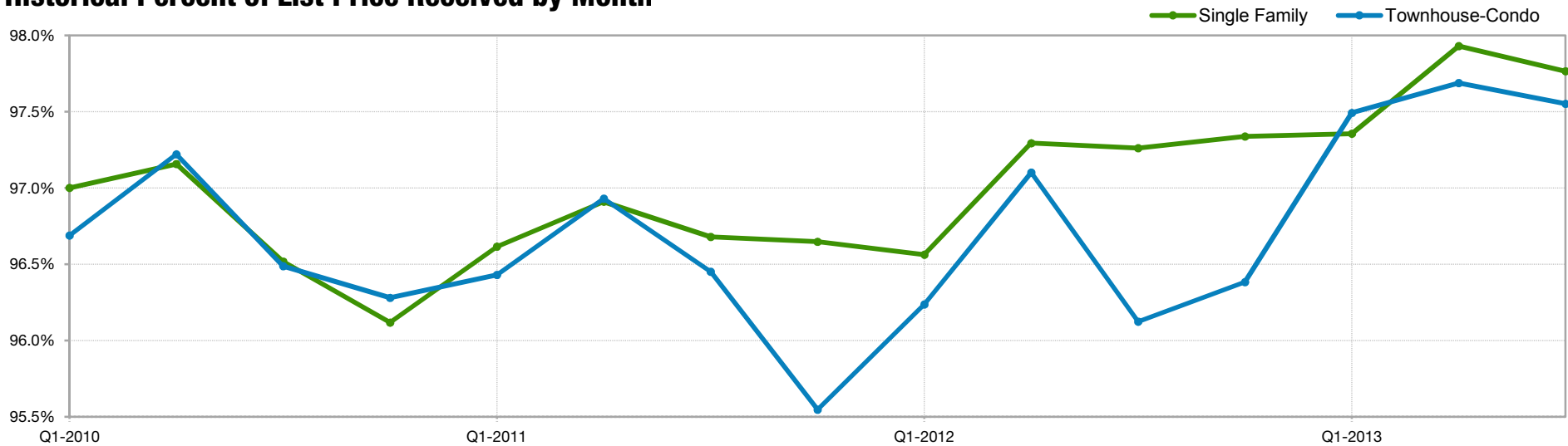
Q3-2013

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q4-2010	96.1%	--	96.3%	--
Q1-2011	96.6%	-0.4%	96.4%	-0.3%
Q2-2011	96.9%	-0.3%	96.9%	-0.3%
Q3-2011	96.7%	+0.2%	96.5%	0.0%
Q4-2011	96.6%	+0.5%	95.5%	-0.8%
Q1-2012	96.6%	0.0%	96.2%	-0.2%
Q2-2012	97.3%	+0.4%	97.1%	+0.2%
Q3-2012	97.3%	+0.6%	96.1%	-0.4%
Q4-2012	97.3%	+0.7%	96.4%	+0.9%
Q1-2013	97.4%	+0.8%	97.5%	+1.4%
Q2-2013	97.9%	+0.6%	97.7%	+0.6%
Q3-2013	97.8%	+0.5%	97.6%	+1.6%

Historical Percent of List Price Received by Month

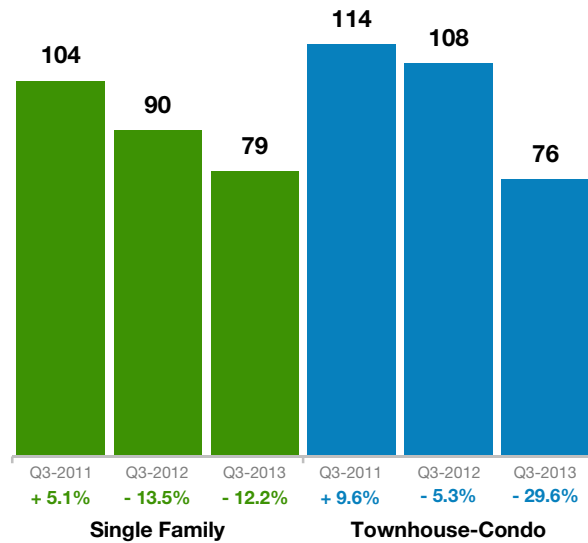


Days on Market Until Sale

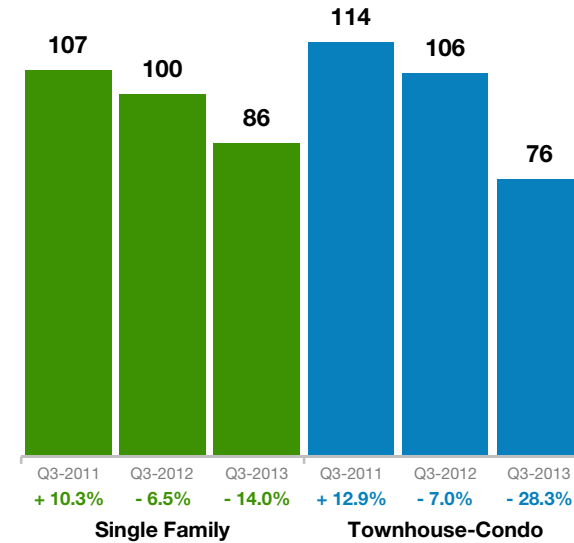


Southeast Region

Q3-2013

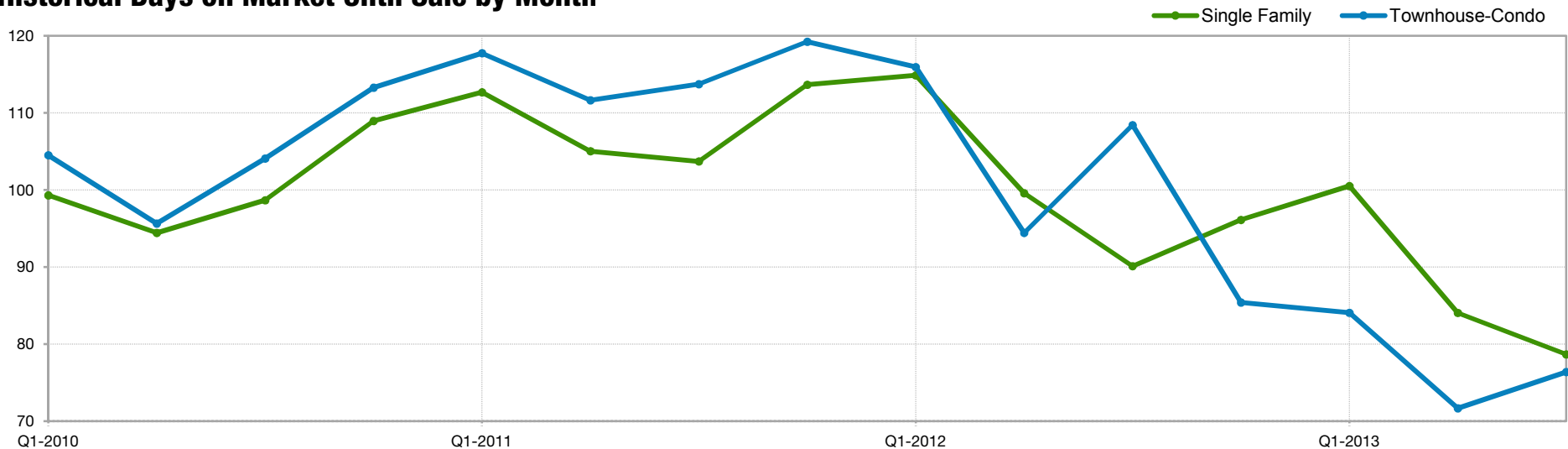


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q4-2010	109	--	113	--
Q1-2011	113	+14.1%	118	+12.4%
Q2-2011	105	+11.7%	112	+16.7%
Q3-2011	104	+5.1%	114	+9.6%
Q4-2011	114	+4.6%	119	+5.3%
Q1-2012	115	+1.8%	116	-1.7%
Q2-2012	100	-4.8%	94	-16.1%
Q3-2012	90	-13.5%	108	-5.3%
Q4-2012	96	-15.8%	85	-28.6%
Q1-2013	101	-12.2%	84	-27.6%
Q2-2013	84	-16.0%	72	-23.4%
Q3-2013	79	-12.2%	76	-29.6%

Historical Days on Market Until Sale by Month



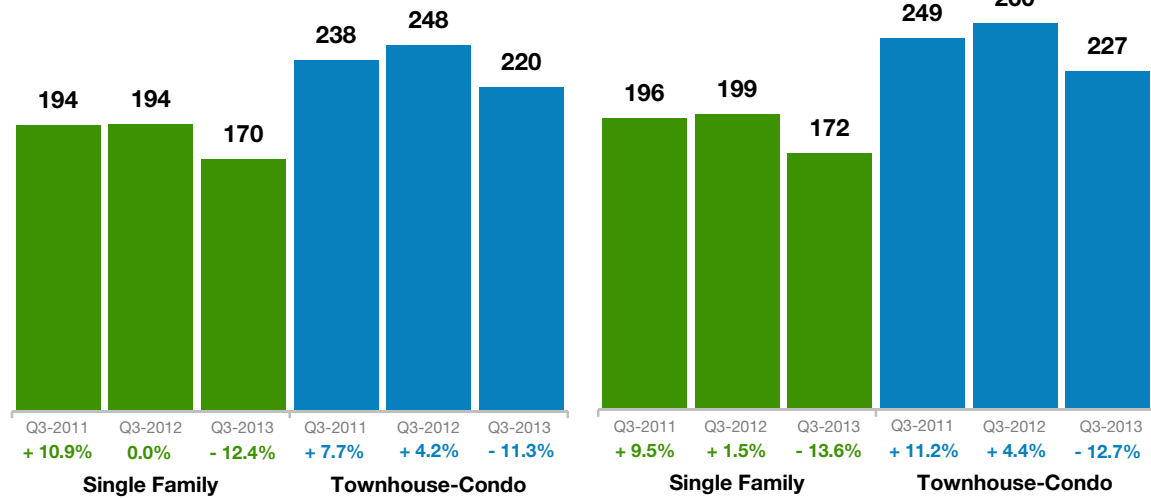
Housing Affordability Index



Southeast Region

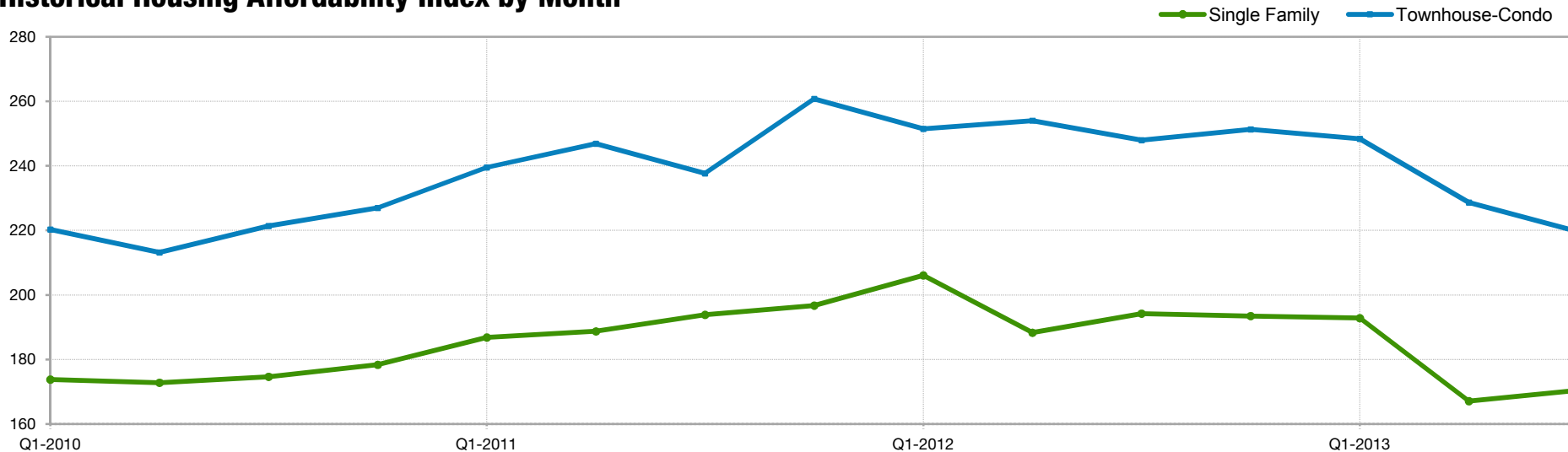
Q3-2013

Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q4-2010	178	--	227	--
Q1-2011	187	+7.5%	240	+9.1%
Q2-2011	189	+9.2%	247	+16.0%
Q3-2011	194	+10.9%	238	+7.7%
Q4-2011	197	+10.7%	261	+15.0%
Q1-2012	206	+10.2%	251	+4.6%
Q2-2012	188	-0.5%	254	+2.8%
Q3-2012	194	0.0%	248	+4.2%
Q4-2012	193	-2.0%	251	-3.8%
Q1-2013	193	-6.3%	248	-1.2%
Q2-2013	167	-11.2%	229	-9.8%
Q3-2013	170	-12.4%	220	-11.3%

Historical Housing Affordability Index by Month



Total Market Overview

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



Southeast Region

Key Metrics	Historical Sparkbars	Q3-2012	Q3-2013	Percent Change	YTD-2012	YTD-2013	Percent Change
New Listings		5,581	6,140	+ 10.0%	16,915	19,063	+ 12.7%
Pending / Under Contract		3,444	3,326	- 3.4%	10,325	11,510	+ 11.5%
Under Contract Activity	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		3,567	4,335	+ 21.5%	9,722	11,822	+ 21.6%
Median Sales Price		\$180,000	\$190,000	+ 5.6%	\$180,000	\$194,950	+ 8.3%
Average Sales Price		\$207,632	\$223,446	+ 7.6%	\$198,783	\$213,979	+ 7.6%
Pct. of List Price Received		97.2%	97.7%	+ 0.5%	97.0%	97.7%	+ 0.7%
Days on Market		92	78	- 15.2%	101	85	- 15.8%
Affordability Index		199	176	- 11.6%	203	178	- 12.3%
Active Listings	Not enough historical data for chart	--	8,199	--	--	--	--
Months Supply	Not enough historical data for chart	--	6.5	--	--	--	--

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 (e.g., Q3 New Listings are those listings with a system list date from July 1 through September 30).

Pending/Under Contract

A count of all the listings that went into Pending / Under Contract during the reported period. Pending / Under Contract listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending / Under Contract, out of Pending / Under Contract, then back into Pending / Under Contract 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.

Under Contract Activity

A count of all listings Under Contract during the reported period. Listings that go Under Contract are counted each day. There is no maximum number of times a listing can be counted as Under Contract. For example, if a listing goes into Under Contract, out of Under Contract, then back into Under Contract all in one reported period, this listing would be counted twice.

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

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.

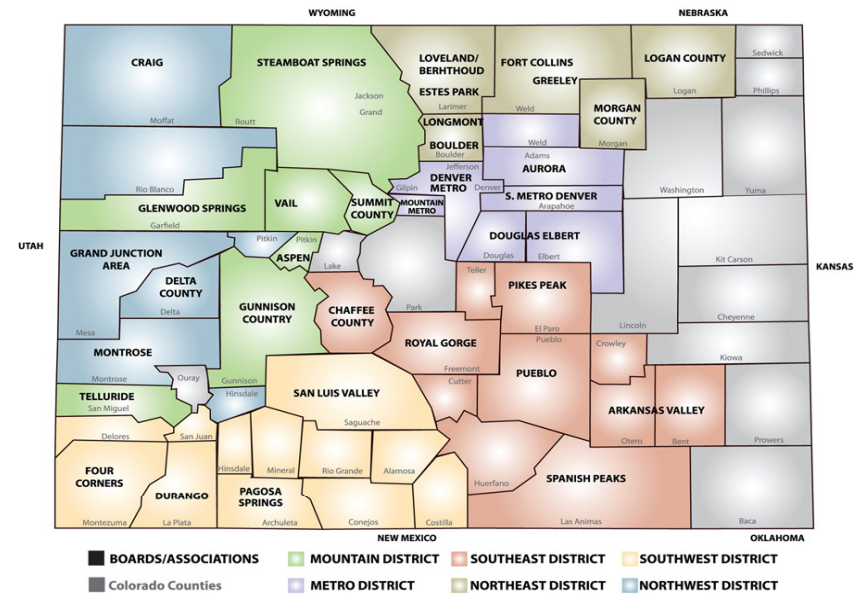
Active Listings

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 Listings

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.

COLORADO ASSOCIATION OF REALTORS® BOARD MAP



Association/Boards By District

Metro

Aurora Assn.
Denver Assn.
Denver Metro Commercial Assn.
Douglas Elbert Assn.
Mountain Metro Assn.
South Metro Assn.

Mountain

Aspen
Glenwood Springs Assn.
Grand County
Gunnison Country Assn.
Steamboat Springs
Summit Assn.
Telluride Assn.
Vail

Northeast

Boulder Area Assn.
Estes Park Board
Fort Collins Board
Greeley Area Assn.
Logan County Board
Longmont Assn.
Loveland/Berthoud Assn.
Morgan County Board
Northern Colorado Commercial Assn.

Northwest

Craig Assn.
Delta Board
Grand Junction Area Assn.
Montrose Assn.

Southeast

Arkansas Valley Board
Chaffee County Board
Pikes Peak Assn.
Pueblo Assn.
Royal Gorge Assn.
Spanish Peaks Assn.

Southwest

Cortez Area Assn.
Durango Area Assn.
Pagosa Springs Area Assn.
San Luis Valley Board

The gray areas are not represented by a local association/board of REALTORS® or Multiple Listing Service. Transaction numbers in those areas are low and would not affect the overall state statistics.