



colorado association of REALTORS®  
**HOUSING REPORTS**

Research tools provided by the Colorado Association of REALTORS®

**Northeast Region**  
**Single Family and Townhouse-Condo**  
**April 2016**



# Total Market Overview Report

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

April 2016  
Northeast Region



Key Metrics	Historical Sparkbars	4-2015	4-2016	Percent Change	YTD-2015	YTD-2016	Percent Change
<b>New Listings</b>		2,227	<b>2,078</b>	- 6.7%	7,164	<b>6,585</b>	- 8.1%
<b>Pending / Under Contract</b>		1,771	<b>1,827</b>	+ 3.2%	6,142	<b>5,894</b>	- 4.0%
<b>Sold Listings</b>		1,589	<b>1,415</b>	- 11.0%	4,892	<b>4,585</b>	- 6.3%
<b>Median Sales Price</b>		\$289,000	<b>\$316,500</b>	+ 9.5%	\$282,000	<b>\$306,880</b>	+ 8.8%
<b>Average Sales Price</b>		\$353,282	<b>\$375,490</b>	+ 6.3%	\$340,676	<b>\$362,442</b>	+ 6.4%
<b>Pct. of List Price Received</b>		100.4%	<b>100.6%</b>	+ 0.2%	99.7%	<b>100.0%</b>	+ 0.3%
<b>Days on Market</b>		67	<b>77</b>	+ 14.9%	77	<b>81</b>	+ 5.2%
<b>Affordability Index</b>		127	<b>116</b>	- 8.7%	131	<b>119</b>	- 9.2%
<b>Active Listings</b>		2,656	<b>2,152</b>	- 19.0%	--	--	--
<b>Months Supply</b>		1.8	<b>1.5</b>	- 16.7%	--	--	--

# Single Family Market Overview

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

April 2016  
Northeast Region



Key Metrics	Historical Sparkbars	4-2015	4-2016	Percent Change	YTD-2015	YTD-2016	Percent Change
<b>New Listings</b>		1,831	1,721	- 6.0%	5,885	5,538	- 5.9%
<b>Pending / Under Contract</b>		1,421	1,503	+ 5.8%	4,954	4,883	- 1.4%
<b>Sold Listings</b>		1,275	1,161	- 8.9%	3,932	3,775	- 4.0%
<b>Median Sales Price</b>		\$300,000	\$334,870	+ 11.6%	\$295,013	\$323,419	+ 9.6%
<b>Average Sales Price</b>		\$374,816	\$394,744	+ 5.3%	\$360,589	\$380,586	+ 5.5%
<b>Pct. of List Price Received</b>		100.1%	100.3%	+ 0.2%	99.5%	99.7%	+ 0.2%
<b>Days on Market</b>		69	75	+ 8.7%	80	81	+ 1.3%
<b>Affordability Index</b>		123	109	- 11.4%	125	113	- 9.6%
<b>Active Listings</b>		2,323	1,887	- 18.8%	--	--	--
<b>Months Supply</b>		2.0	1.6	- 20.0%	--	--	--

# Townhouse-Condo Market Overview

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

April 2016  
Northeast Region



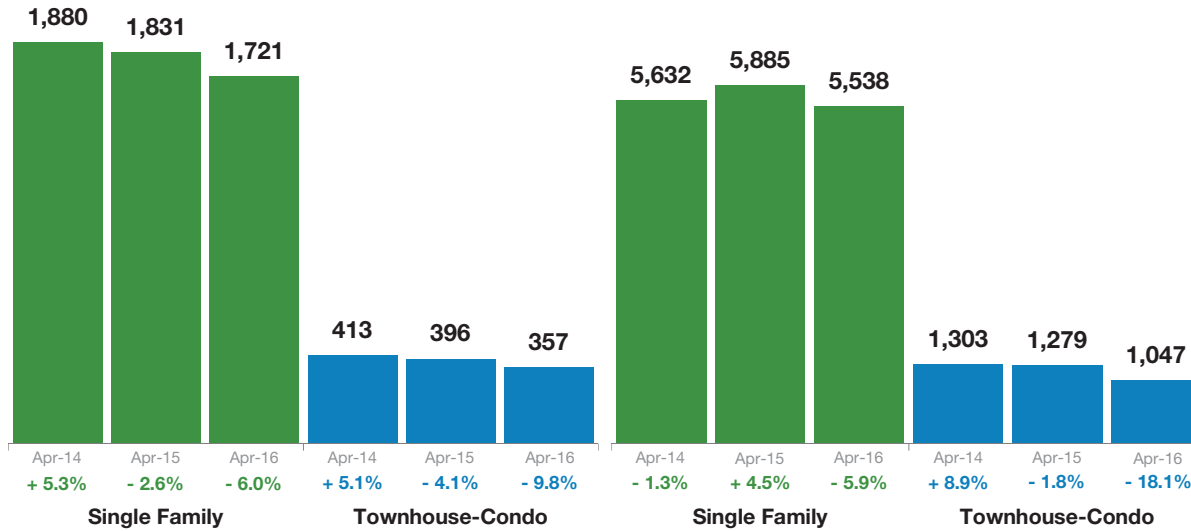
Key Metrics	Historical Sparkbars	4-2015	4-2016	Percent Change	YTD-2015	YTD-2016	Percent Change
<b>New Listings</b>		396	<b>357</b>	- 9.8%	1,279	<b>1,047</b>	- 18.1%
<b>Pending / Under Contract</b>		350	<b>324</b>	- 7.4%	1,188	<b>1,011</b>	- 14.9%
<b>Sold Listings</b>		314	<b>254</b>	- 19.1%	960	<b>810</b>	- 15.6%
<b>Median Sales Price</b>		\$235,750	<b>\$256,083</b>	+ 8.6%	\$220,970	<b>\$248,856</b>	+ 12.6%
<b>Average Sales Price</b>		\$265,845	<b>\$287,483</b>	+ 8.1%	\$259,116	<b>\$277,923</b>	+ 7.3%
<b>Pct. of List Price Received</b>		101.5%	<b>101.8%</b>	+ 0.3%	100.7%	<b>101.2%</b>	+ 0.5%
<b>Days on Market</b>		57	<b>88</b>	+ 54.4%	66	<b>81</b>	+ 22.7%
<b>Affordability Index</b>		156	<b>143</b>	- 8.3%	167	<b>147</b>	- 12.0%
<b>Active Listings</b>		333	<b>265</b>	- 20.4%	--	--	--
<b>Months Supply</b>		1.2	<b>1.0</b>	- 16.7%	--	--	--

# New Listings

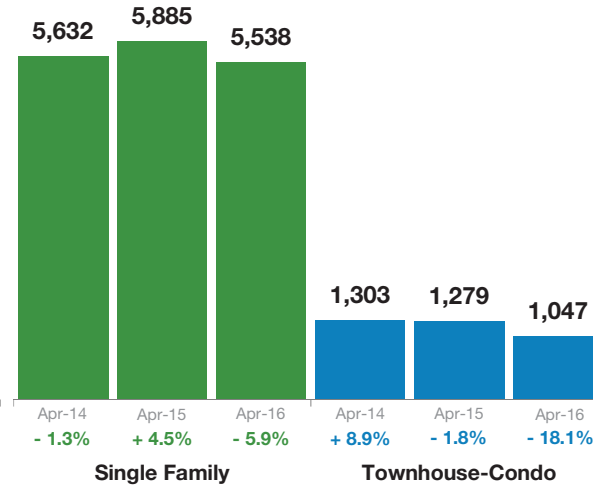
April 2016  
Northeast Region



## April

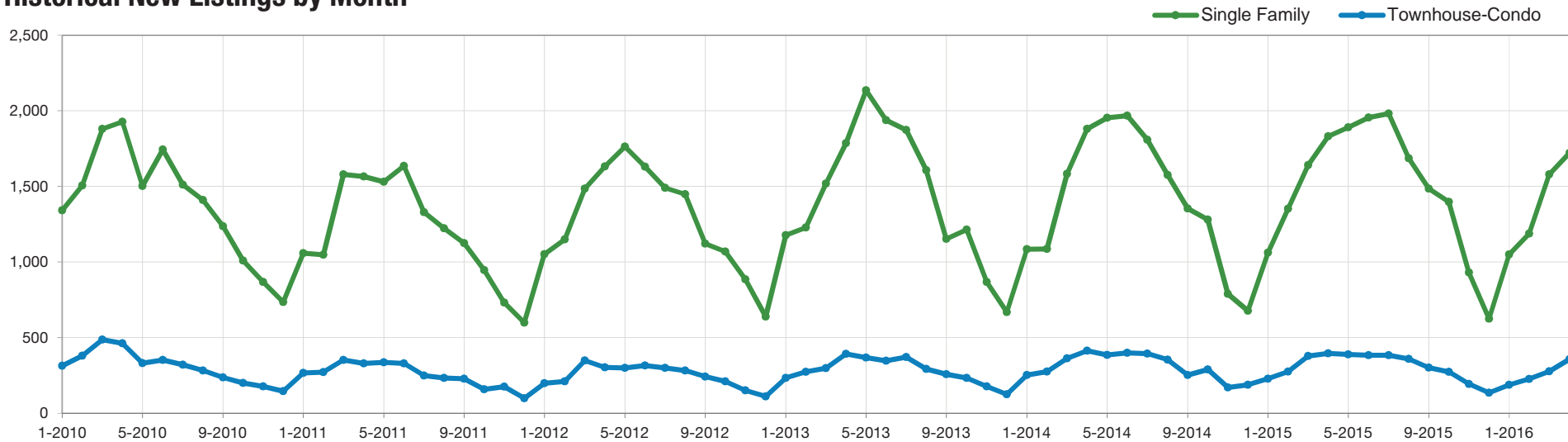


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	1,891	-3.2%	388	+0.5%
Jun-2015	1,956	-0.6%	383	-4.3%
Jul-2015	1,982	+9.6%	384	-2.5%
Aug-2015	1,686	+7.0%	359	+1.4%
Sep-2015	1,485	+9.7%	301	+19.4%
Oct-2015	1,397	+9.1%	274	-5.5%
Nov-2015	930	+17.9%	193	+12.9%
Dec-2015	625	-7.7%	136	-27.3%
Jan-2016	1,050	-1.0%	187	-18.0%
Feb-2016	1,188	-12.1%	226	-18.1%
Mar-2016	1,579	-3.8%	277	-26.9%
<b>Apr-2016</b>	<b>1,721</b>	<b>-6.0%</b>	<b>357</b>	<b>-9.8%</b>

## Historical New Listings by Month

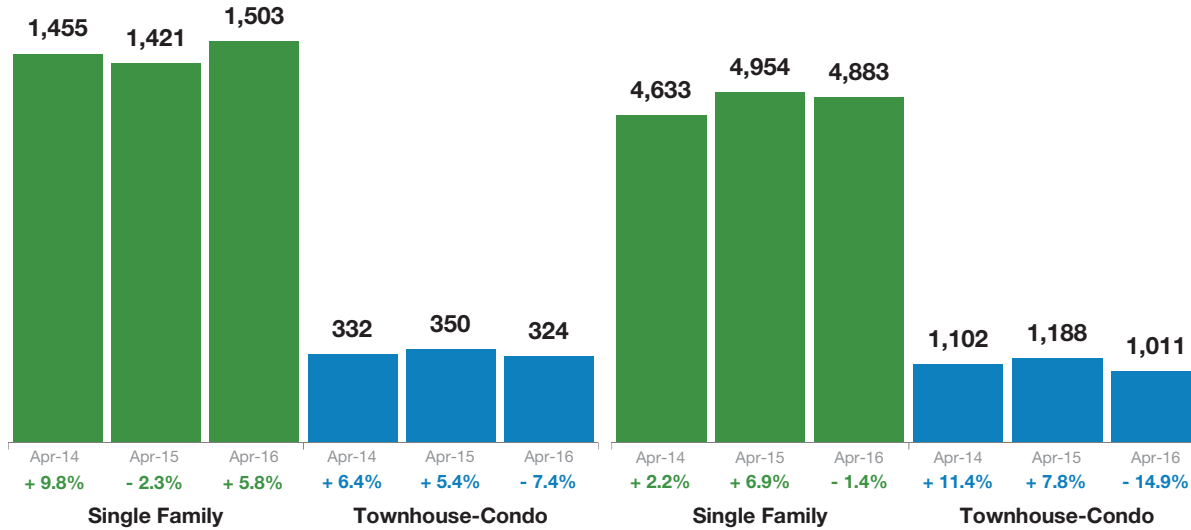


# Pending / Under Contract

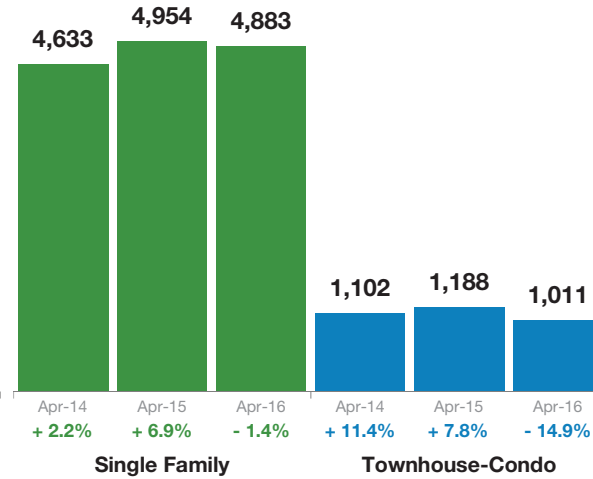
April 2016  
Northeast Region



## April

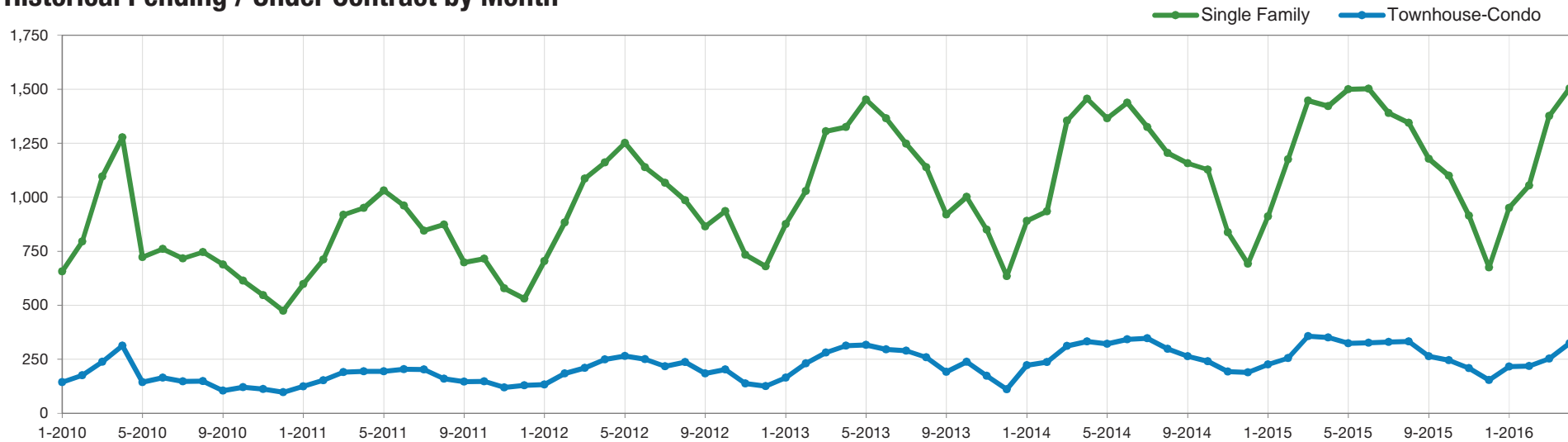


## Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	1,499	+9.8%	324	+0.9%
Jun-2015	1,502	+4.5%	326	-4.7%
Jul-2015	1,389	+4.9%	330	-4.9%
Aug-2015	1,344	+11.5%	332	+11.4%
Sep-2015	1,178	+1.8%	264	0.0%
Oct-2015	1,100	-2.5%	245	+2.1%
Nov-2015	915	+9.3%	208	+7.8%
Dec-2015	675	-2.5%	154	-18.5%
Jan-2016	950	+4.3%	216	-4.4%
Feb-2016	1,054	-10.3%	218	-14.5%
Mar-2016	1,376	-4.9%	253	-29.1%
<b>Apr-2016</b>	<b>1,503</b>	<b>+5.8%</b>	<b>324</b>	<b>-7.4%</b>

## Historical Pending / Under Contract by Month

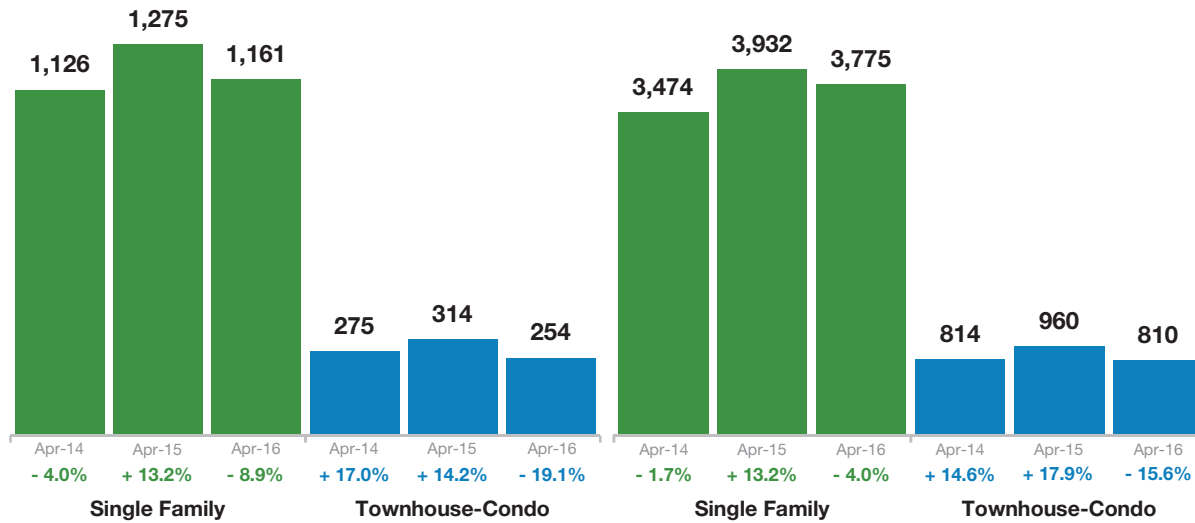


# Sold Listings

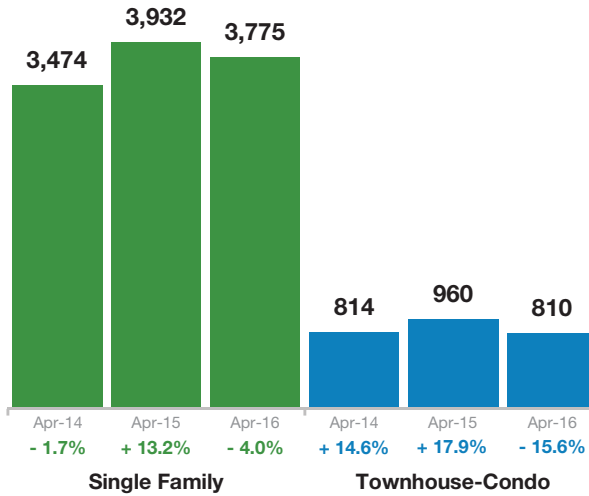
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## April

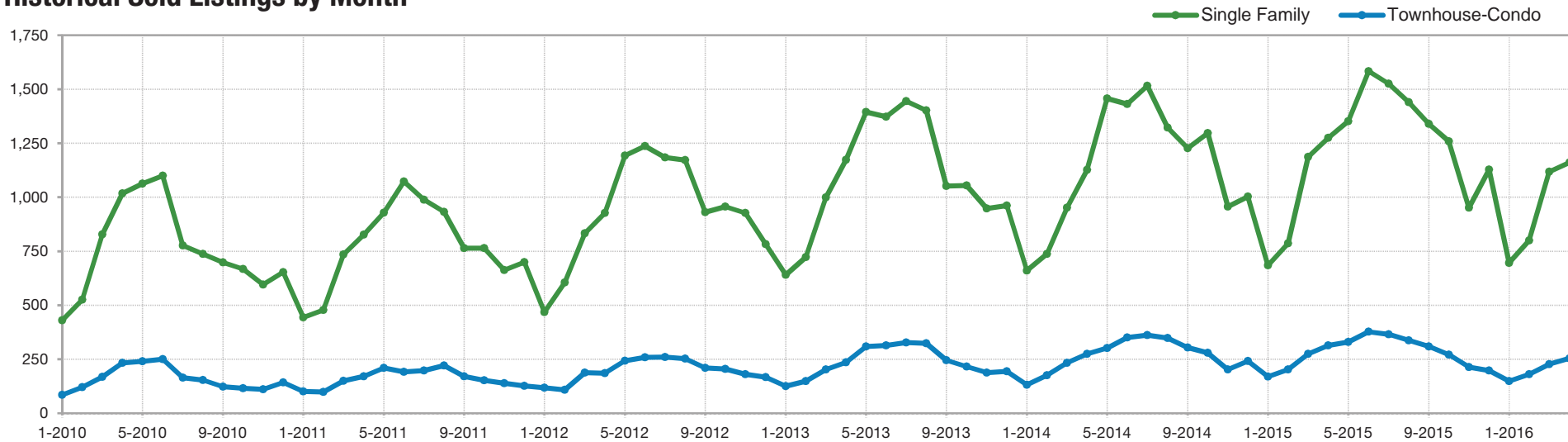


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	1,352	-7.2%	330	+9.6%
Jun-2015	1,583	+10.6%	377	+7.4%
Jul-2015	1,525	+0.6%	365	+0.8%
Aug-2015	1,440	+8.9%	337	-3.2%
Sep-2015	1,339	+9.1%	309	+1.6%
Oct-2015	1,258	-2.9%	271	-2.9%
Nov-2015	951	-0.5%	213	+4.9%
Dec-2015	1,128	+12.5%	198	-18.2%
Jan-2016	696	+1.6%	148	-12.4%
Feb-2016	800	+1.8%	181	-10.4%
Mar-2016	1,118	-5.7%	227	-17.5%
<b>Apr-2016</b>	<b>1,161</b>	<b>-8.9%</b>	<b>254</b>	<b>-19.1%</b>

## Historical Sold Listings by Month



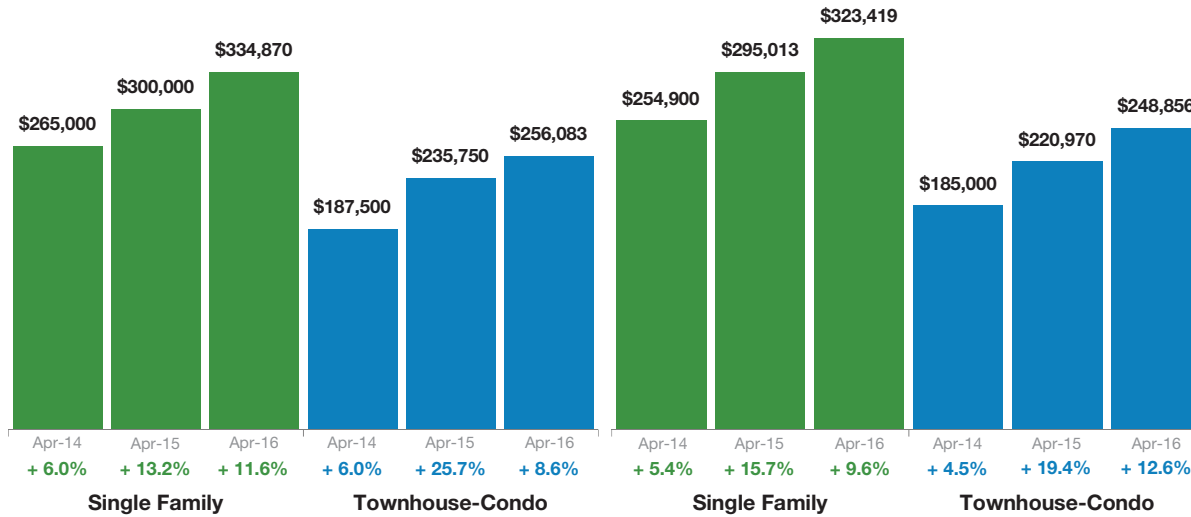
# Median Sales Price

April 2016  
Northeast Region



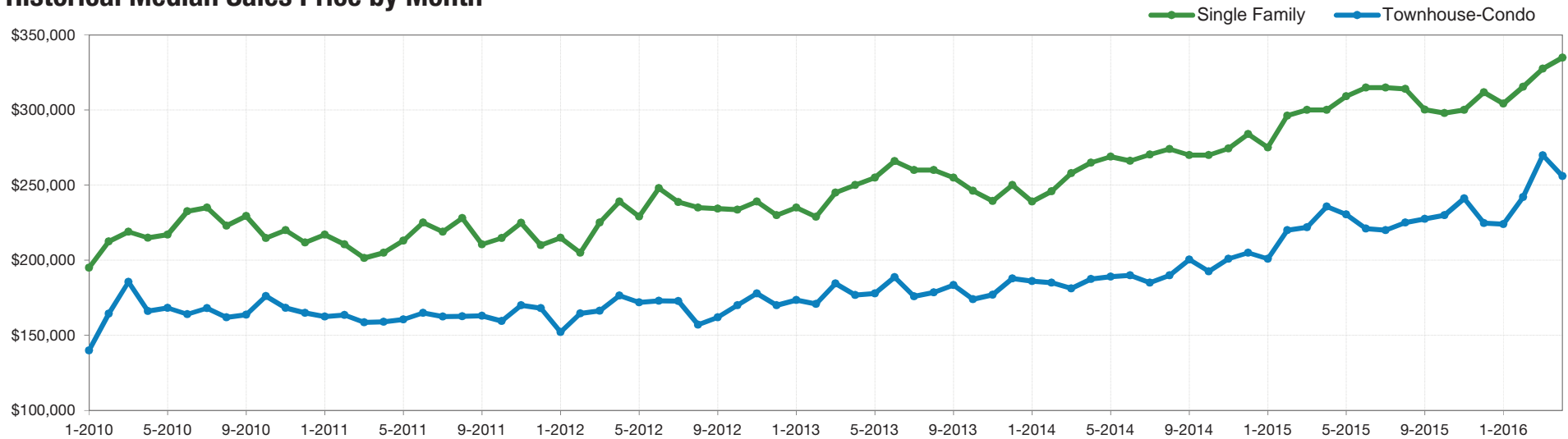
## April

## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	\$309,150	+14.9%	\$230,500	+22.0%
Jun-2015	\$315,000	+18.4%	\$221,012	+16.3%
Jul-2015	\$314,995	+16.6%	\$220,000	+18.9%
Aug-2015	\$314,083	+14.6%	\$225,000	+18.4%
Sep-2015	\$300,250	+11.2%	\$227,500	+13.5%
Oct-2015	\$298,000	+10.4%	\$230,000	+19.5%
Nov-2015	\$300,000	+9.3%	\$241,198	+20.0%
Dec-2015	\$311,817	+9.8%	\$224,750	+9.6%
Jan-2016	\$304,250	+10.6%	\$224,000	+11.4%
Feb-2016	\$315,460	+6.5%	\$242,000	+10.0%
Mar-2016	\$327,500	+9.2%	\$269,900	+21.6%
<b>Apr-2016</b>	<b>\$334,870</b>	<b>+11.6%</b>	<b>\$256,083</b>	<b>+8.6%</b>

## Historical Median Sales Price by Month





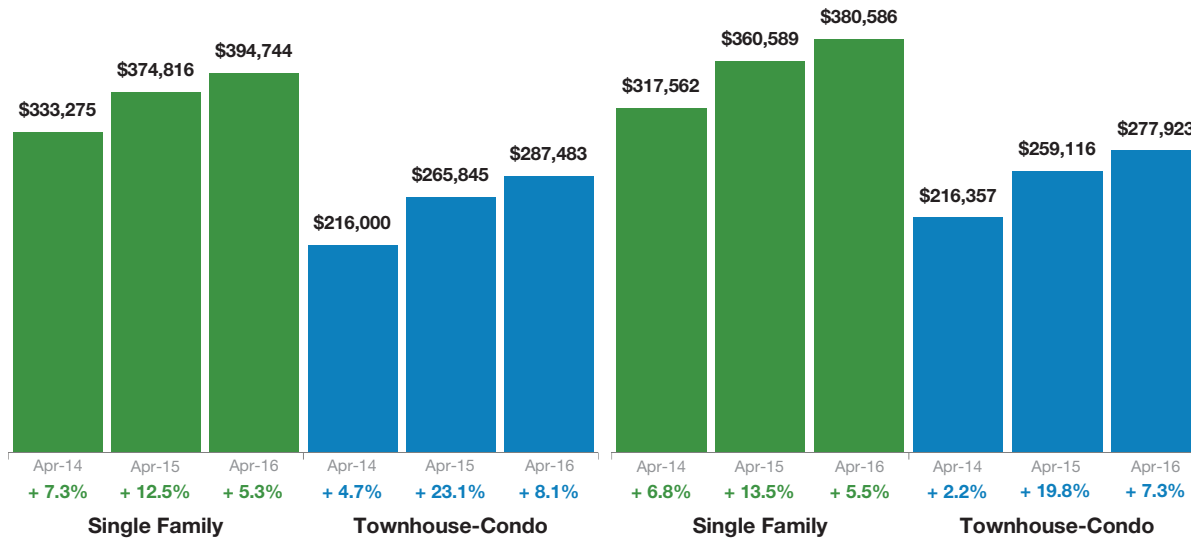
# Average Sales Price

April 2016  
Northeast Region



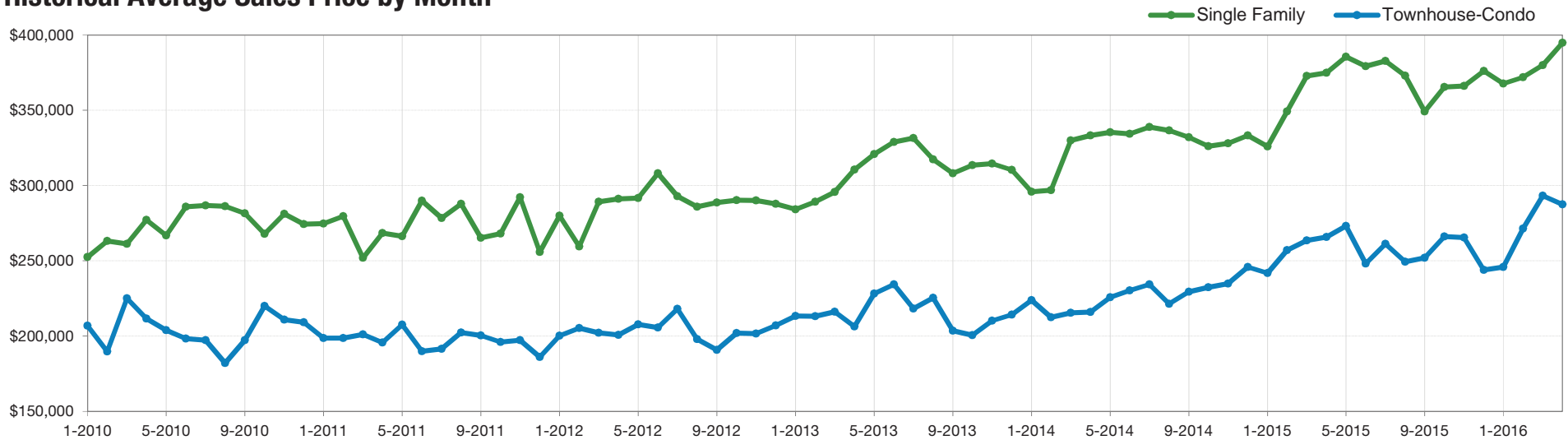
## April

## Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	\$385,594	+15.0%	\$273,083	+21.0%
Jun-2015	\$379,271	+13.5%	\$248,065	+7.7%
Jul-2015	\$382,702	+12.9%	\$261,244	+11.5%
Aug-2015	\$372,954	+10.8%	\$249,325	+12.6%
Sep-2015	\$349,254	+5.2%	\$251,933	+9.8%
Oct-2015	\$365,475	+12.1%	\$266,237	+14.5%
Nov-2015	\$366,109	+11.6%	\$265,388	+13.0%
Dec-2015	\$376,089	+12.9%	\$244,028	-0.8%
Jan-2016	\$367,792	+12.8%	\$245,932	+1.7%
Feb-2016	\$371,975	+6.5%	\$271,422	+5.6%
Mar-2016	\$380,003	+1.9%	\$293,266	+11.3%
<b>Apr-2016</b>	<b>\$394,744</b>	<b>+5.3%</b>	<b>\$287,483</b>	<b>+8.1%</b>

## Historical Average Sales Price by Month



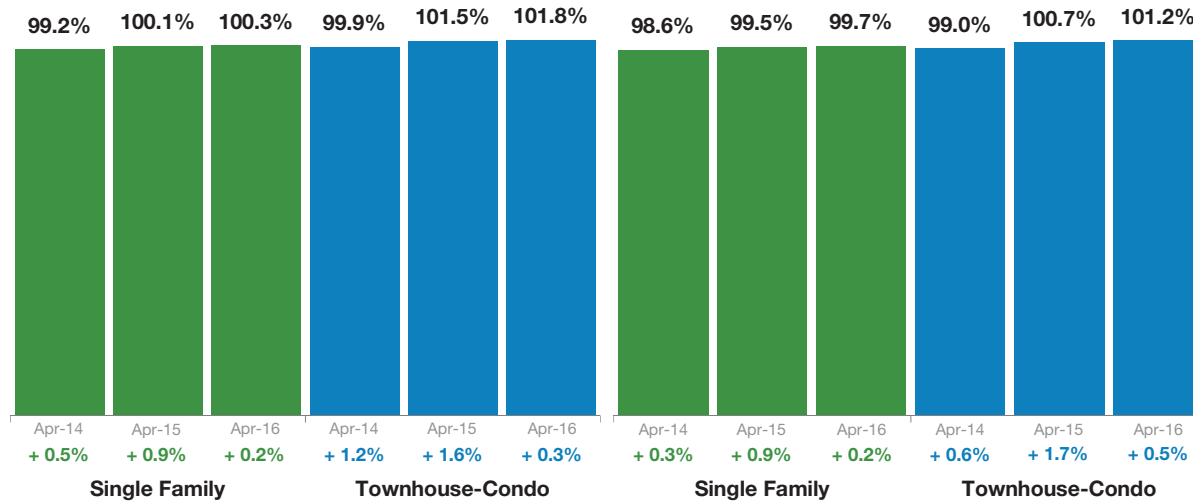
# Percent of List Price Received

April 2016  
Northeast Region



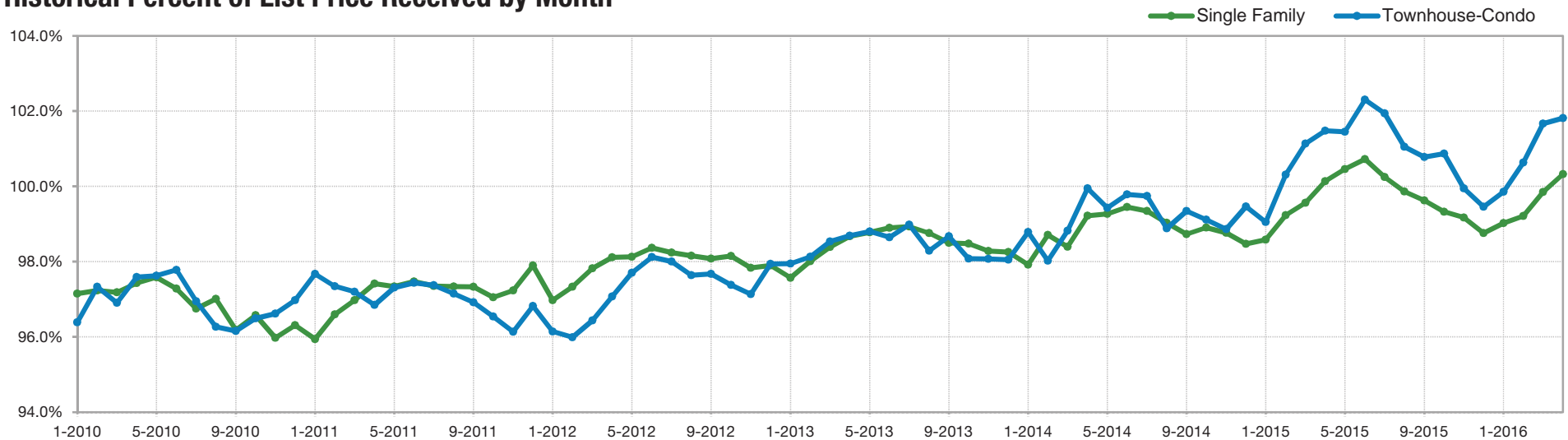
## April

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	100.5%	+1.2%	101.5%	+2.1%
Jun-2015	100.7%	+1.2%	102.3%	+2.5%
Jul-2015	100.2%	+0.9%	101.9%	+2.2%
Aug-2015	99.9%	+0.9%	101.1%	+2.2%
Sep-2015	99.6%	+0.9%	100.8%	+1.5%
Oct-2015	99.3%	+0.4%	100.9%	+1.8%
Nov-2015	99.2%	+0.4%	99.9%	+1.0%
Dec-2015	98.8%	+0.3%	99.5%	0.0%
Jan-2016	99.0%	+0.4%	99.9%	+0.9%
Feb-2016	99.2%	0.0%	100.6%	+0.3%
Mar-2016	99.9%	+0.3%	101.7%	+0.6%
<b>Apr-2016</b>	<b>100.3%</b>	<b>+0.2%</b>	<b>101.8%</b>	<b>+0.3%</b>

## Historical Percent of List Price Received by Month



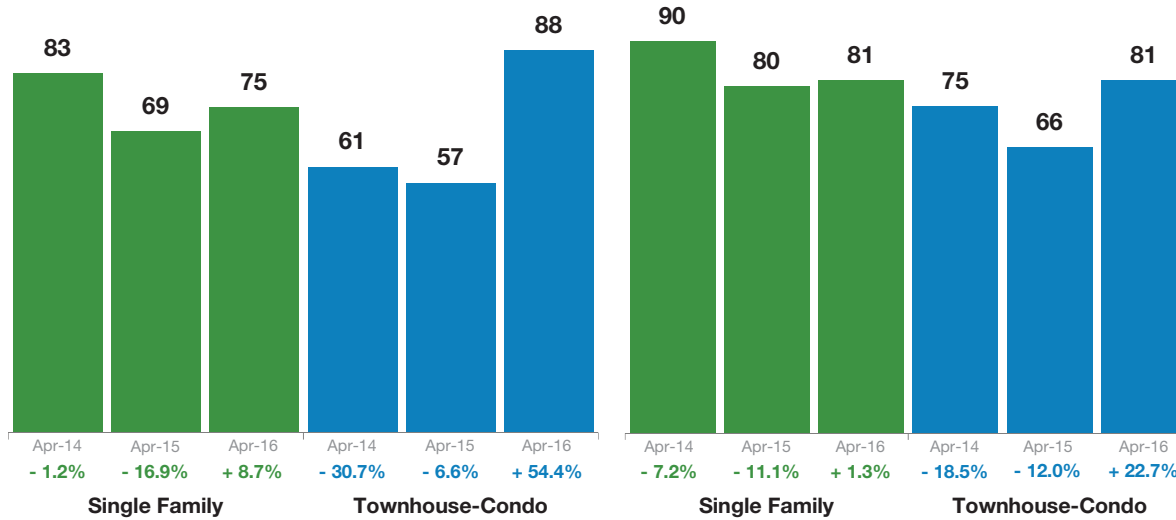
# Days on Market Until Sale

April 2016  
Northeast Region



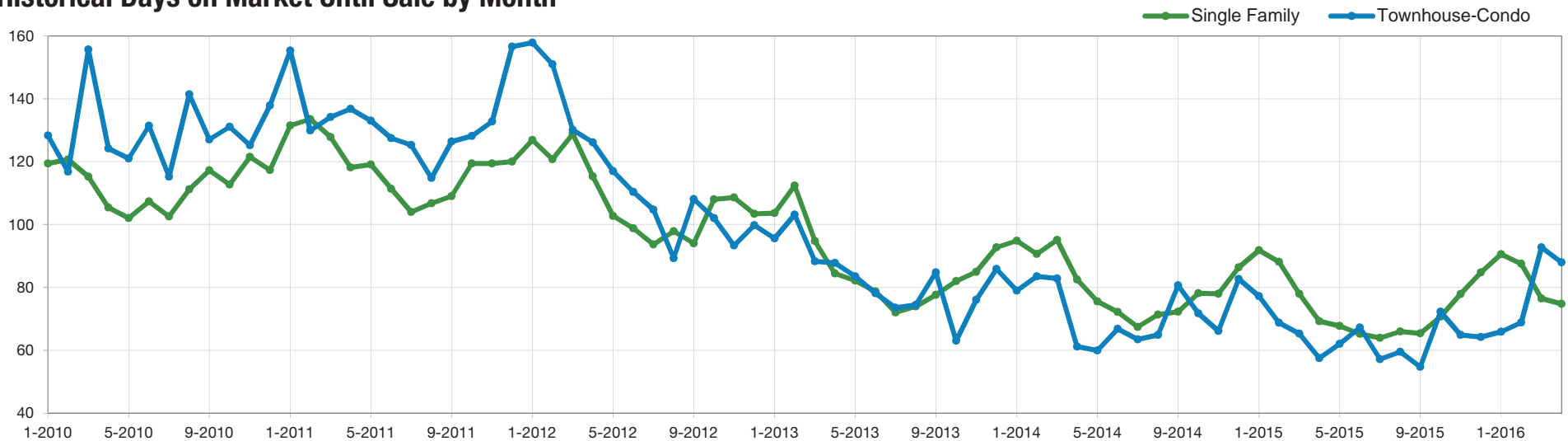
## April

## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	68	-10.5%	62	+3.3%
Jun-2015	65	-9.7%	67	0.0%
Jul-2015	64	-4.5%	57	-9.5%
Aug-2015	66	-7.0%	59	-9.2%
Sep-2015	65	-9.7%	55	-32.1%
Oct-2015	71	-9.0%	72	0.0%
Nov-2015	78	0.0%	65	-1.5%
Dec-2015	85	-1.2%	64	-22.9%
Jan-2016	91	-1.1%	66	-14.3%
Feb-2016	88	0.0%	69	0.0%
Mar-2016	76	-2.6%	93	+43.1%
<b>Apr-2016</b>	<b>75</b>	<b>+8.7%</b>	<b>88</b>	<b>+54.4%</b>

## Historical Days on Market Until Sale by Month



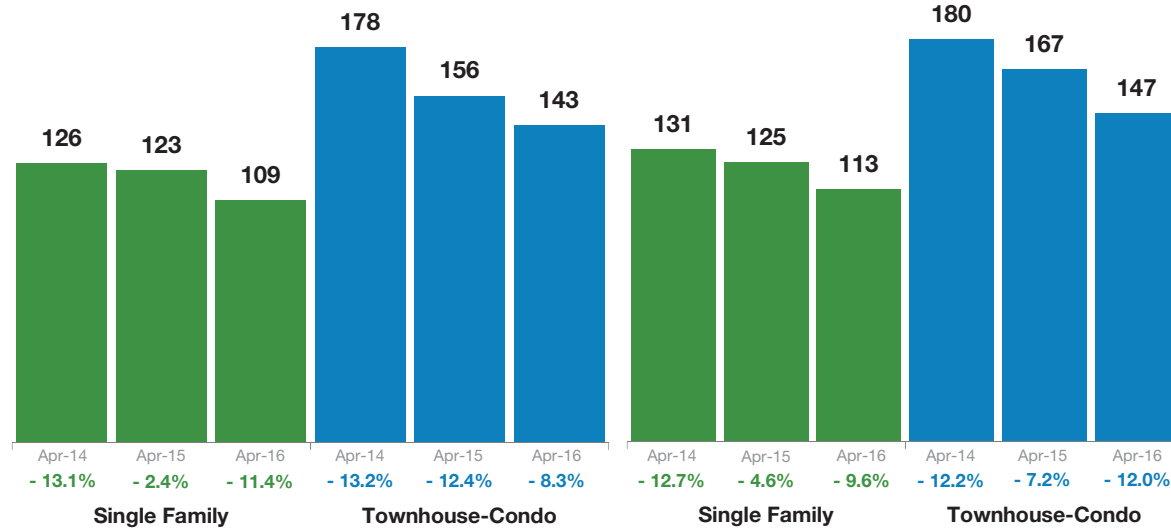
# Housing Affordability Index

April 2016  
Northeast Region



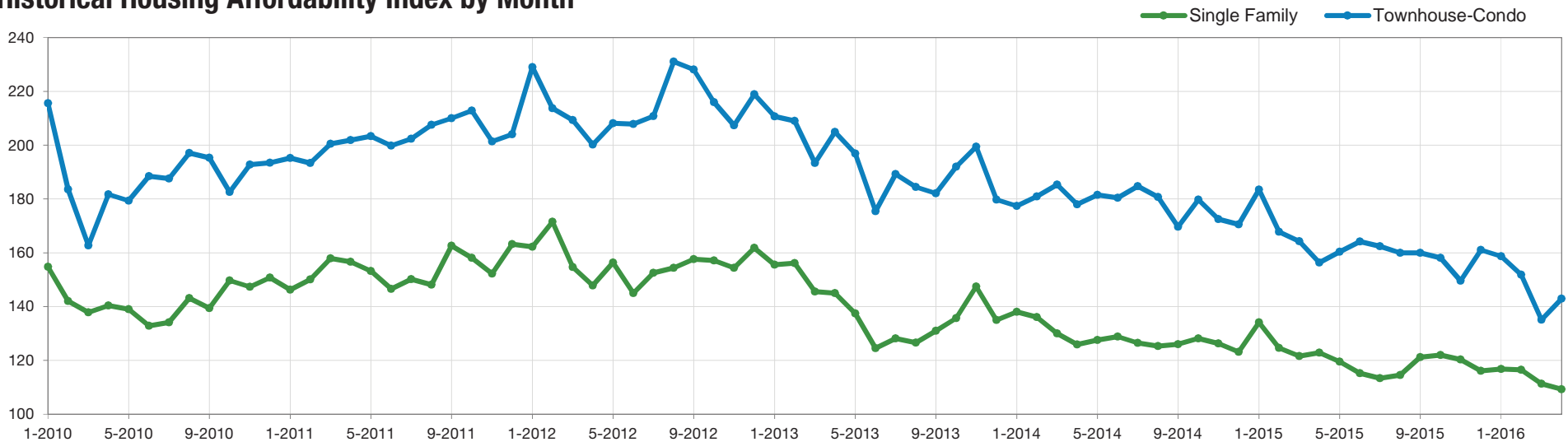
## April

## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	120	-6.3%	160	-12.1%
Jun-2015	115	-10.9%	164	-8.9%
Jul-2015	113	-10.3%	162	-12.4%
Aug-2015	115	-8.0%	160	-11.6%
Sep-2015	121	-4.0%	160	-5.9%
Oct-2015	122	-4.7%	158	-12.2%
Nov-2015	120	-4.8%	150	-12.8%
Dec-2015	116	-5.7%	161	-5.8%
Jan-2016	117	-12.7%	159	-13.1%
Feb-2016	116	-7.2%	152	-9.5%
Mar-2016	111	-9.0%	135	-17.7%
<b>Apr-2016</b>	<b>109</b>	<b>-11.4%</b>	<b>143</b>	<b>-8.3%</b>

## Historical Housing Affordability Index by Month

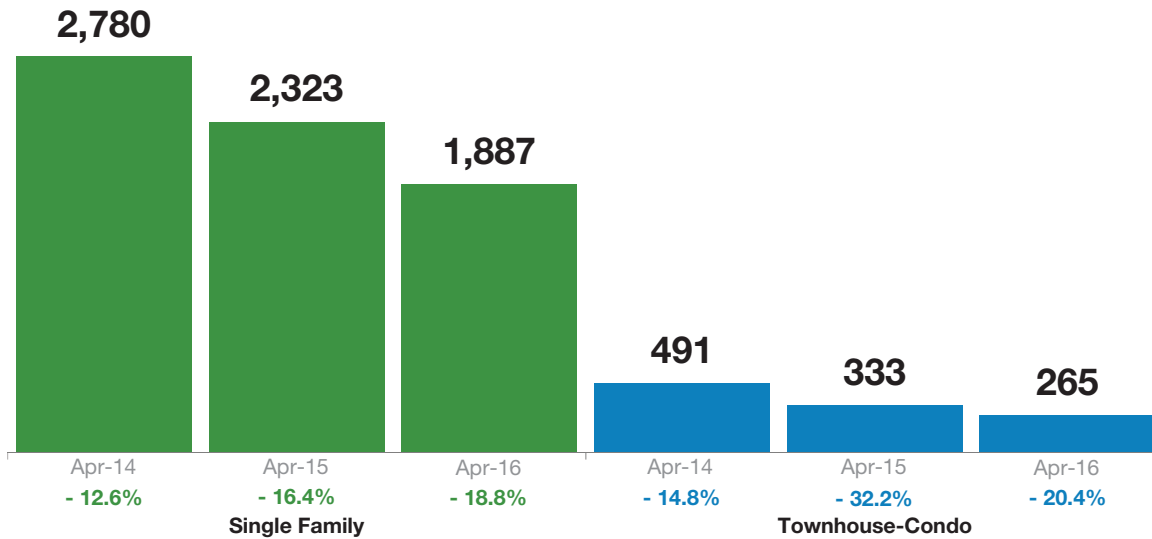


# Inventory of Active Listings

April 2016  
Northeast Region

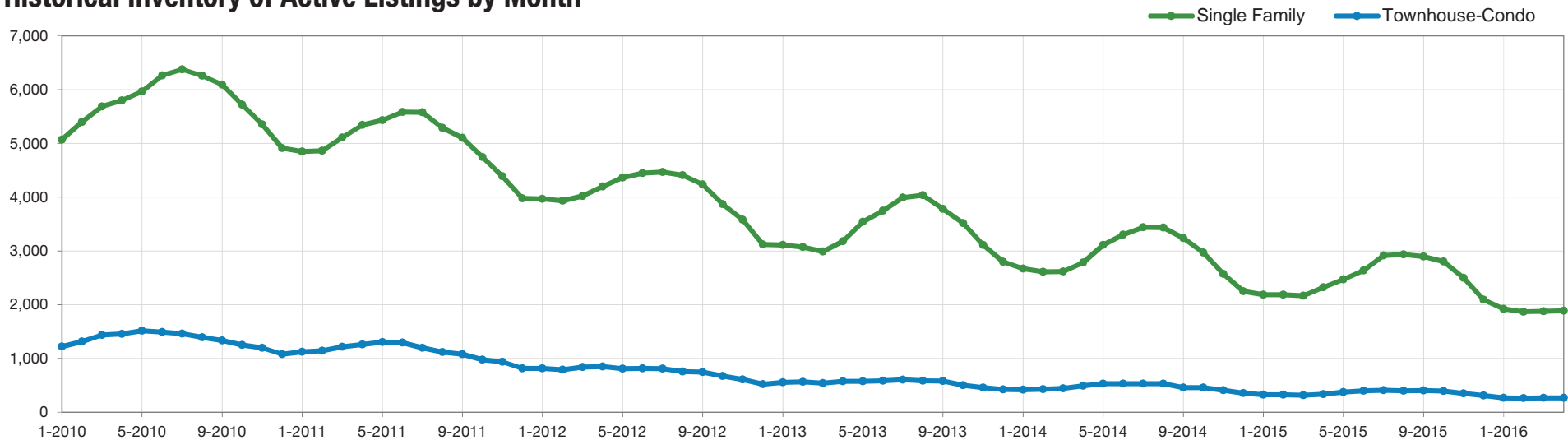


## April



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	2,470	-20.5%	374	-29.3%
Jun-2015	2,637	-20.1%	398	-25.2%
Jul-2015	2,914	-15.2%	407	-23.6%
Aug-2015	2,933	-14.6%	400	-24.4%
Sep-2015	2,897	-10.5%	401	-12.4%
Oct-2015	2,802	-5.6%	392	-14.2%
Nov-2015	2,497	-3.0%	350	-14.0%
Dec-2015	2,090	-7.0%	311	-11.9%
Jan-2016	1,920	-12.0%	265	-18.7%
Feb-2016	1,869	-14.4%	261	-19.2%
Mar-2016	1,875	-13.4%	266	-16.1%
<b>Apr-2016</b>	<b>1,887</b>	<b>-18.8%</b>	<b>265</b>	<b>-20.4%</b>

## Historical Inventory of Active Listings by Month

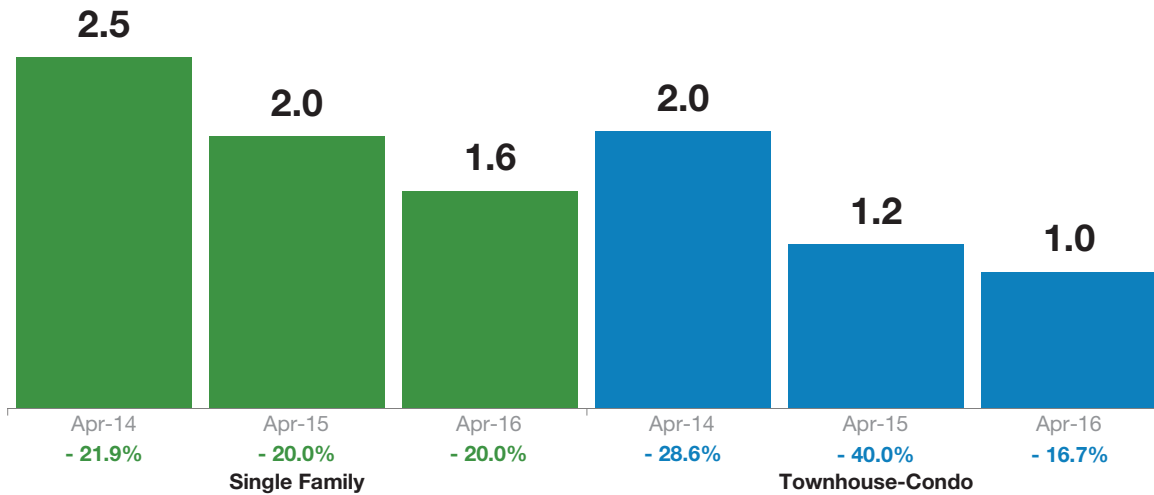


# Months Supply of Inventory

April 2016  
Northeast Region

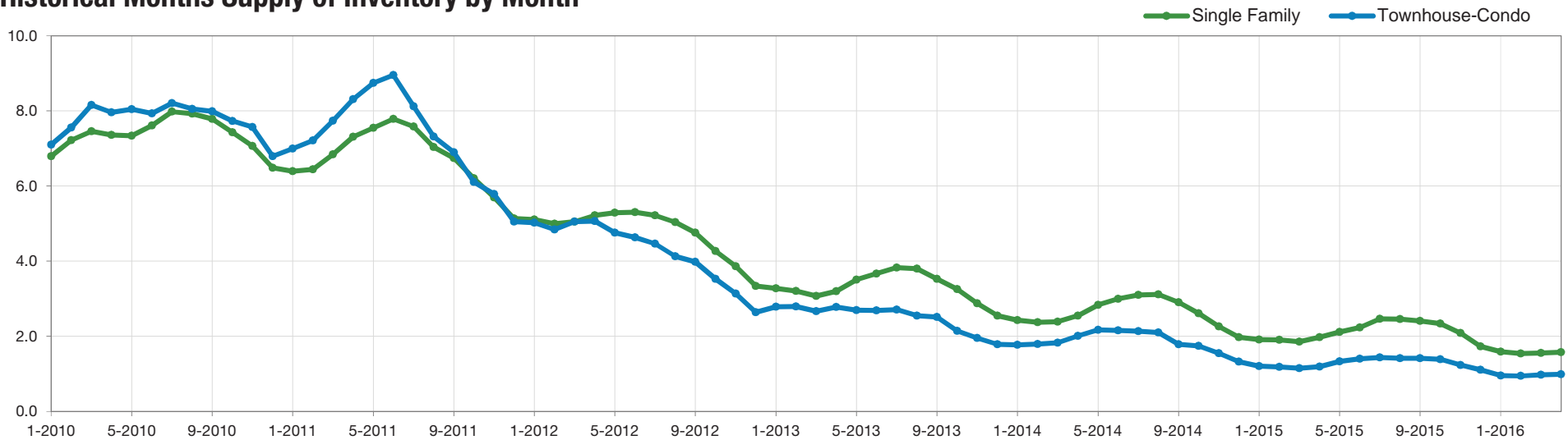


## April



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	2.1	-25.0%	1.3	-40.9%
Jun-2015	2.2	-26.7%	1.4	-36.4%
Jul-2015	2.5	-19.4%	1.4	-33.3%
Aug-2015	2.5	-19.4%	1.4	-33.3%
Sep-2015	2.4	-17.2%	1.4	-22.2%
Oct-2015	2.3	-11.5%	1.4	-17.6%
Nov-2015	2.1	-8.7%	1.2	-20.0%
Dec-2015	1.7	-15.0%	1.1	-15.4%
Jan-2016	1.6	-15.8%	1.0	-16.7%
Feb-2016	1.5	-21.1%	0.9	-25.0%
Mar-2016	1.6	-15.8%	1.0	-9.1%
<b>Apr-2016</b>	<b>1.6</b>	<b>-20.0%</b>	<b>1.0</b>	<b>-16.7%</b>

## Historical Months Supply of Inventory by Month



# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®

April 2016  
Northeast Region



## New Listings

A measure of how much new supply is coming onto the market from sellers.

## 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.

## 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.

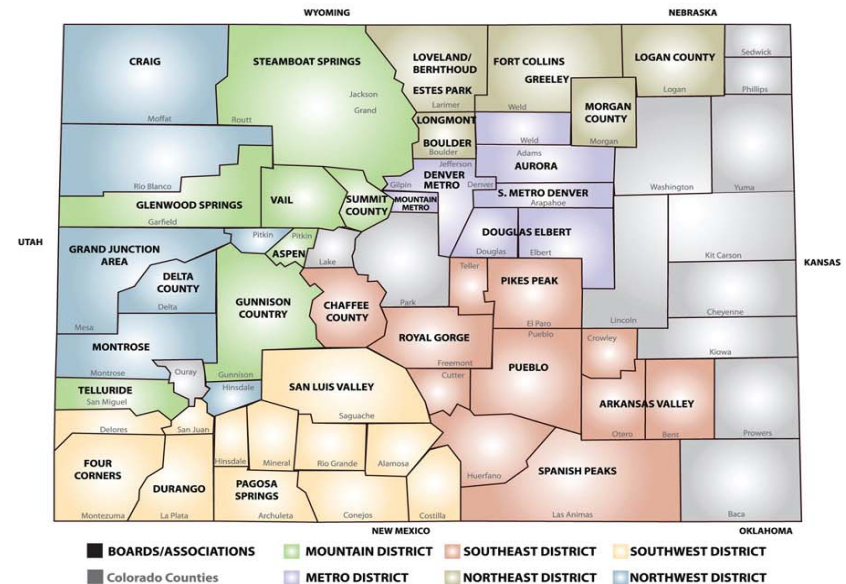
## Active Listings

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.