



colorado association of REALTORS®
HOUSING REPORTS

Research tools provided by the Colorado Association of REALTORS®

Southeast 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
Southeast Region



Key Metrics	Historical Sparkbars	4-2015	4-2016	Percent Change	YTD-2015	YTD-2016	Percent Change
New Listings		2,531	2,592	+ 2.4%	7,945	8,063	+ 1.5%
Pending / Under Contract		1,882	2,277	+ 21.0%	5,854	7,345	+ 25.5%
Sold Listings		1,558	1,717	+ 10.2%	4,924	5,622	+ 14.2%
Median Sales Price		\$210,000	\$222,000	+ 5.7%	\$200,000	\$218,000	+ 9.0%
Average Sales Price		\$232,220	\$242,519	+ 4.4%	\$223,883	\$236,231	+ 5.5%
Pct. of List Price Received		98.3%	99.2%	+ 0.9%	98.0%	98.8%	+ 0.8%
Days on Market		99	58	- 41.4%	109	65	- 40.4%
Affordability Index		175	165	- 5.7%	184	168	- 8.7%
Active Listings		6,319	3,819	- 39.6%	--	--	--
Months Supply		4.6	2.4	- 47.8%	--	--	--

Single Family Market Overview

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

April 2016
Southeast Region



Key Metrics	Historical Sparkbars	4-2015	4-2016	Percent Change	YTD-2015	YTD-2016	Percent Change
New Listings		2,278	2,326	+ 2.1%	7,167	7,286	+ 1.7%
Pending / Under Contract		1,682	2,039	+ 21.2%	5,262	6,581	+ 25.1%
Sold Listings		1,423	1,538	+ 8.1%	4,428	5,027	+ 13.5%
Median Sales Price		\$216,725	\$233,700	+ 7.8%	\$209,900	\$225,000	+ 7.2%
Average Sales Price		\$238,402	\$250,251	+ 5.0%	\$231,083	\$243,917	+ 5.6%
Pct. of List Price Received		98.3%	99.2%	+ 0.9%	98.0%	98.8%	+ 0.8%
Days on Market		99	61	- 38.4%	110	67	- 39.1%
Affordability Index		170	157	- 7.6%	176	163	- 7.4%
Active Listings		5,771	3,587	- 37.8%	--	--	--
Months Supply		4.6	2.5	- 45.7%	--	--	--

Townhouse-Condo Market Overview

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

April 2016
Southeast Region



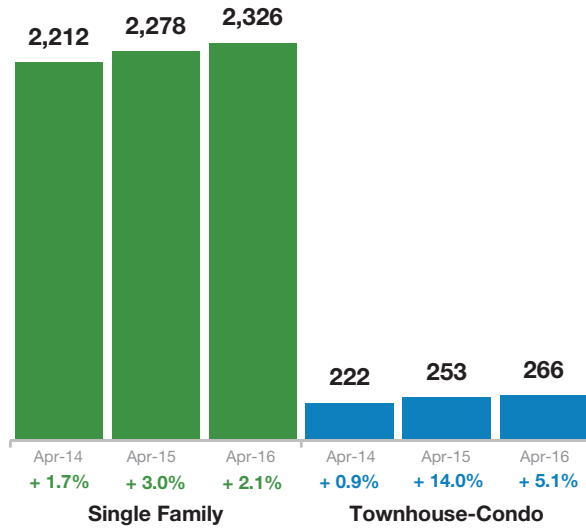
Key Metrics	Historical Sparkbars	4-2015	4-2016	Percent Change	YTD-2015	YTD-2016	Percent Change
New Listings		253	266	+ 5.1%	776	777	+ 0.1%
Pending / Under Contract		200	238	+ 19.0%	591	764	+ 29.3%
Sold Listings		135	179	+ 32.6%	495	595	+ 20.2%
Median Sales Price		\$145,000	\$160,000	+ 10.3%	\$141,700	\$160,000	+ 12.9%
Average Sales Price		\$167,062	\$176,125	+ 5.4%	\$159,541	\$171,318	+ 7.4%
Pct. of List Price Received		98.6%	99.6%	+ 1.0%	98.2%	99.2%	+ 1.0%
Days on Market		97	30	- 69.1%	100	44	- 56.0%
Affordability Index		254	229	- 9.8%	260	229	- 11.9%
Active Listings		546	231	- 57.7%	--	--	--
Months Supply		3.8	1.3	- 65.8%	--	--	--

New Listings

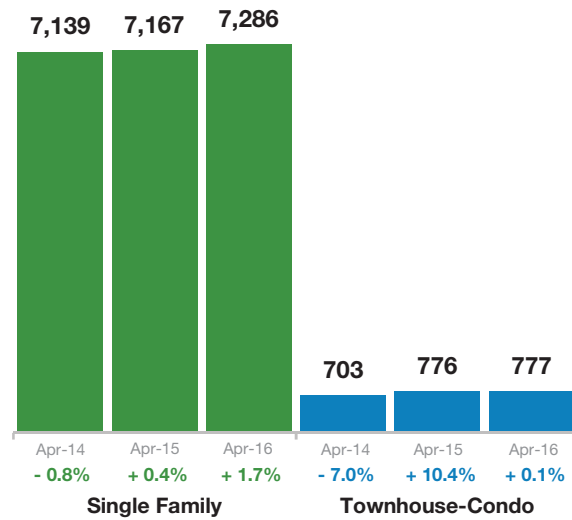
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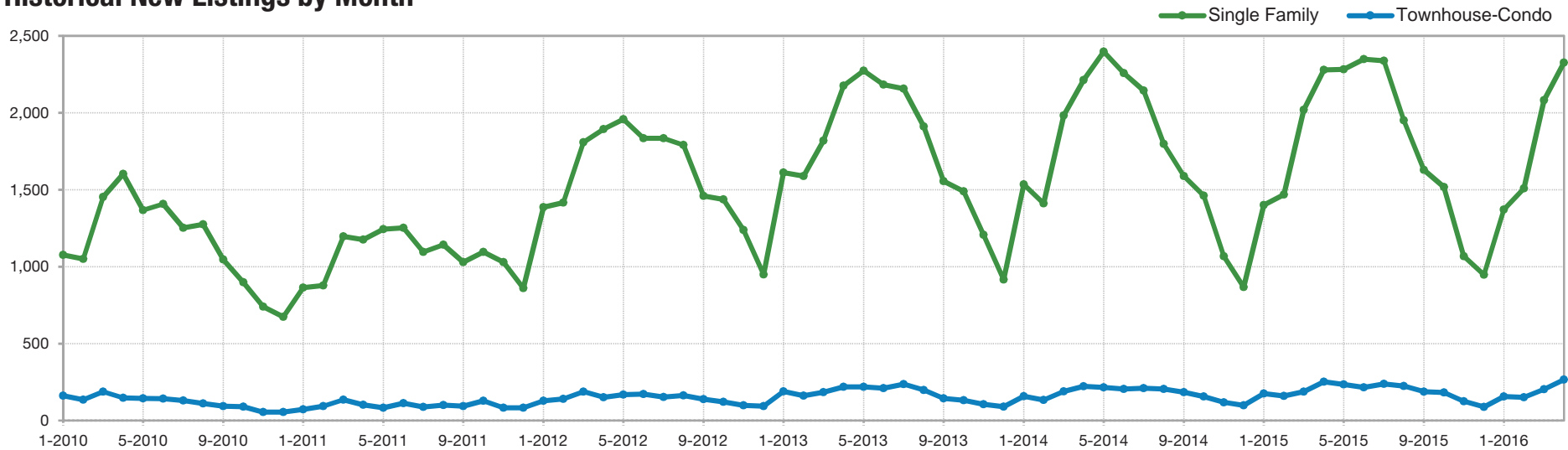


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	2,282	-4.8%	235	+8.8%
Jun-2015	2,349	+4.0%	215	+4.4%
Jul-2015	2,338	+9.0%	238	+13.3%
Aug-2015	1,952	+8.6%	224	+9.3%
Sep-2015	1,628	+2.5%	187	+1.1%
Oct-2015	1,517	+3.8%	182	+16.7%
Nov-2015	1,067	0.0%	125	+5.0%
Dec-2015	948	+9.3%	88	-11.1%
Jan-2016	1,371	-2.1%	157	-10.3%
Feb-2016	1,508	+2.7%	151	-5.6%
Mar-2016	2,081	+3.1%	203	+8.0%
Apr-2016	2,326	+2.1%	266	+5.1%

Historical New Listings by Month

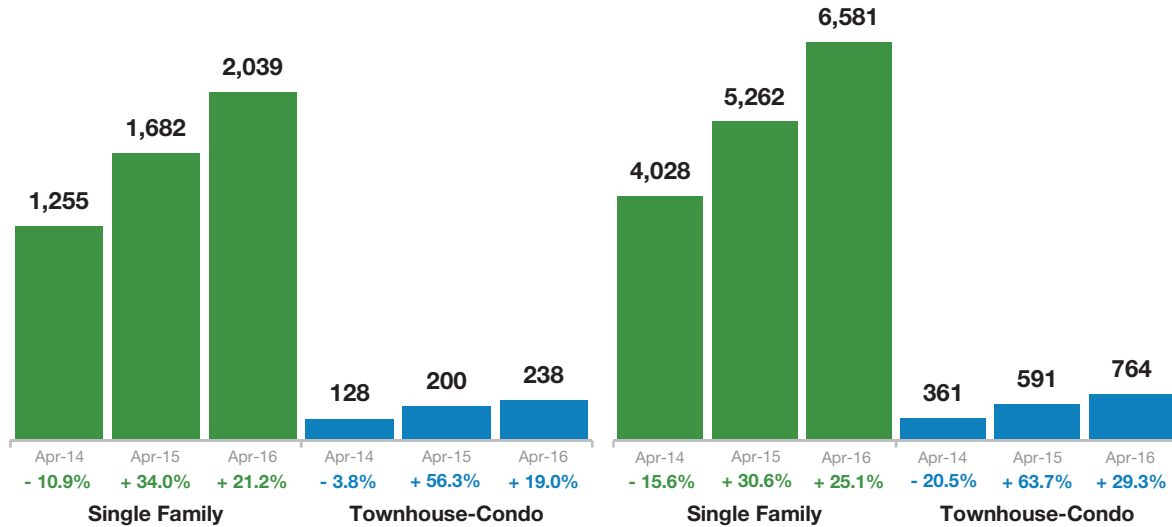


Pending / Under Contract

April 2016
Southeast Region

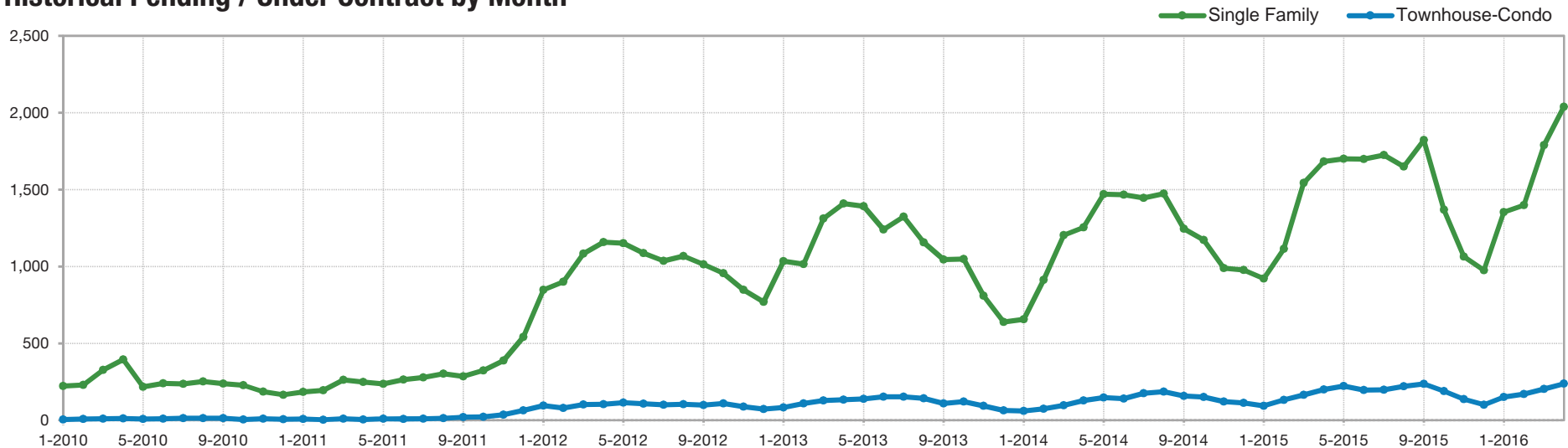


April



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	1,701	+15.6%	223	+50.7%
Jun-2015	1,698	+15.8%	196	+40.0%
Jul-2015	1,725	+19.3%	198	+13.1%
Aug-2015	1,650	+11.9%	221	+18.8%
Sep-2015	1,823	+46.4%	237	+50.0%
Oct-2015	1,370	+16.9%	190	+25.0%
Nov-2015	1,065	+7.6%	137	+13.2%
Dec-2015	975	-0.3%	101	-10.6%
Jan-2016	1,354	+46.9%	151	+62.4%
Feb-2016	1,399	+25.6%	171	+29.5%
Mar-2016	1,789	+15.9%	204	+22.9%
Apr-2016	2,039	+21.2%	238	+19.0%

Historical Pending / Under Contract by Month

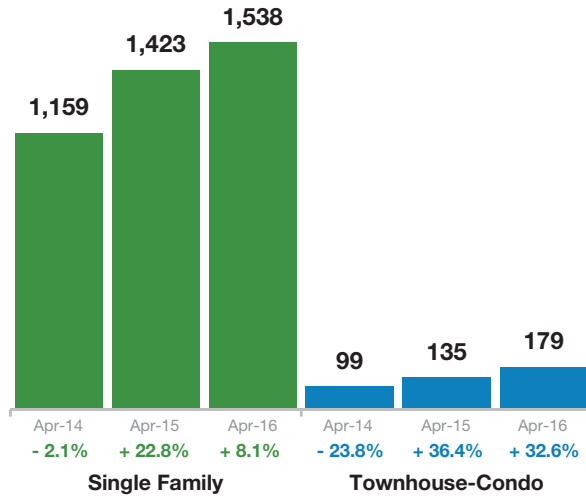


Sold Listings

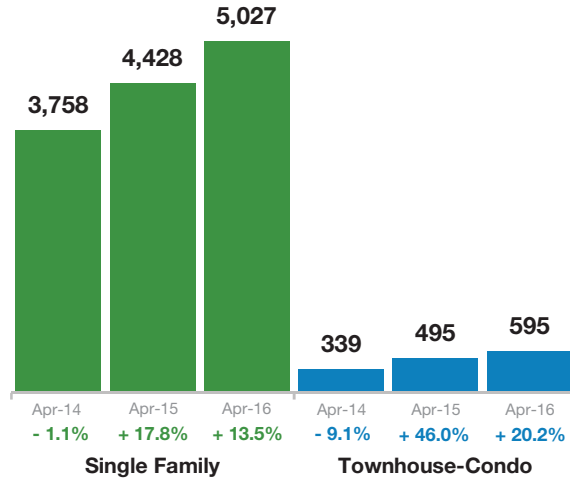
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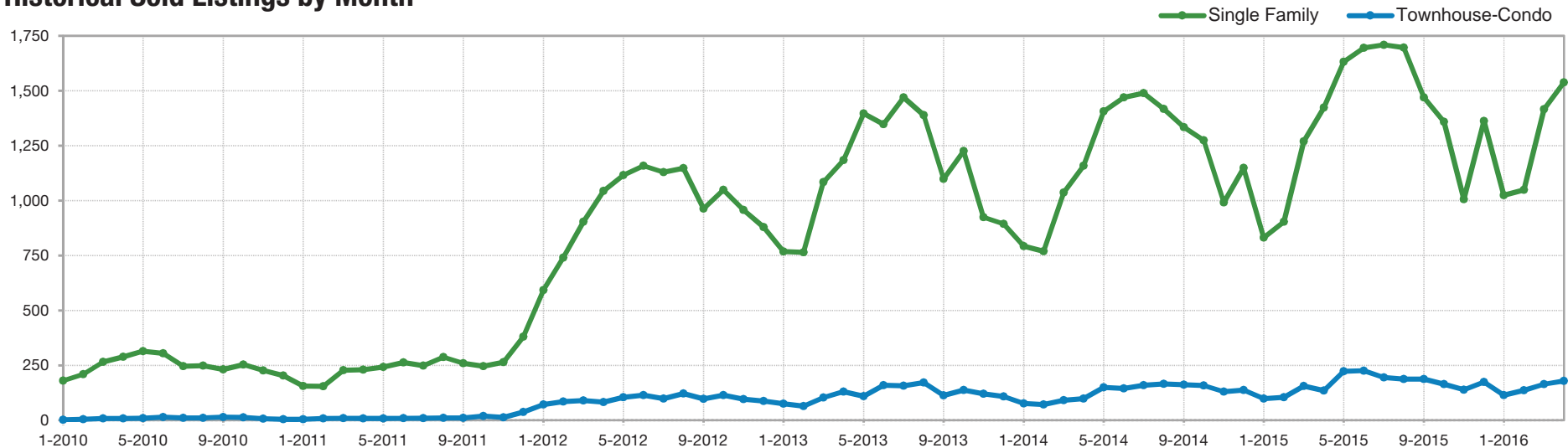


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	1,632	+16.1%	223	+48.7%
Jun-2015	1,695	+15.4%	226	+55.9%
Jul-2015	1,709	+14.8%	195	+21.9%
Aug-2015	1,696	+19.7%	188	+13.3%
Sep-2015	1,469	+10.1%	188	+16.0%
Oct-2015	1,358	+6.6%	164	+3.8%
Nov-2015	1,006	+1.5%	139	+6.9%
Dec-2015	1,362	+18.5%	174	+27.0%
Jan-2016	1,024	+23.1%	115	+16.2%
Feb-2016	1,049	+16.2%	136	+29.5%
Mar-2016	1,416	+11.5%	165	+5.8%
Apr-2016	1,538	+8.1%	179	+32.6%

Historical Sold Listings by Month

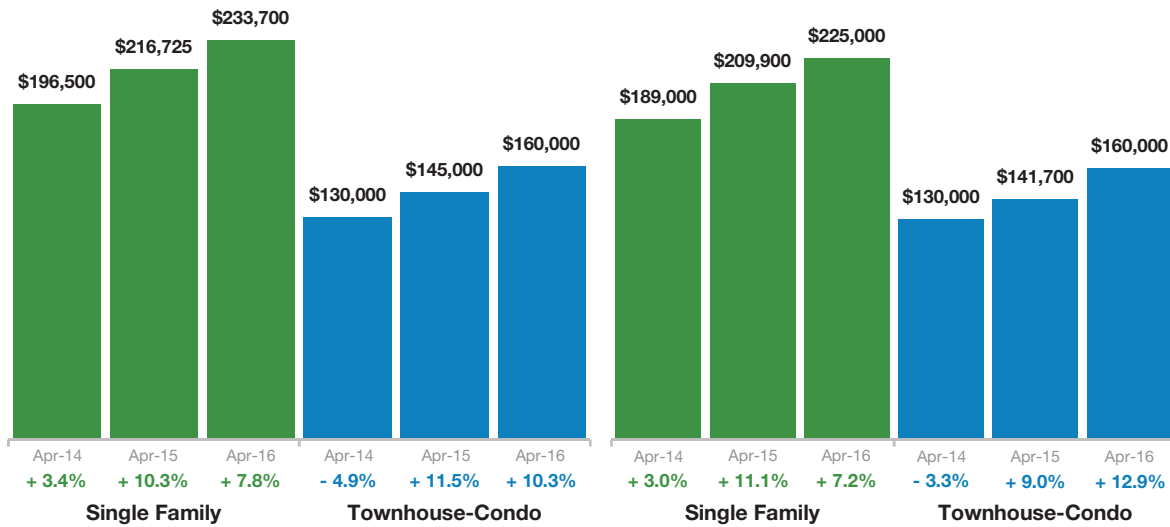


Median Sales Price

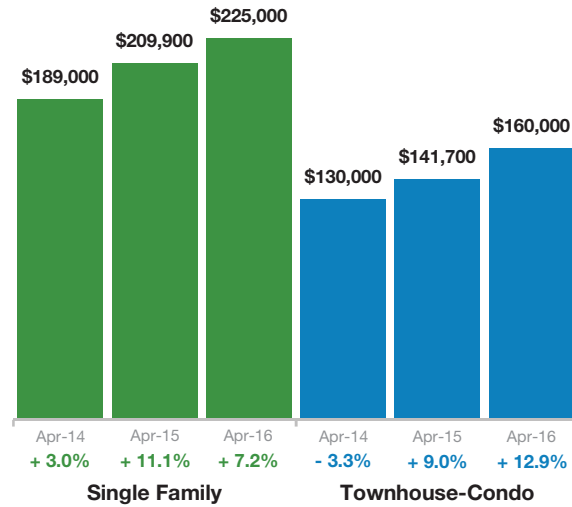
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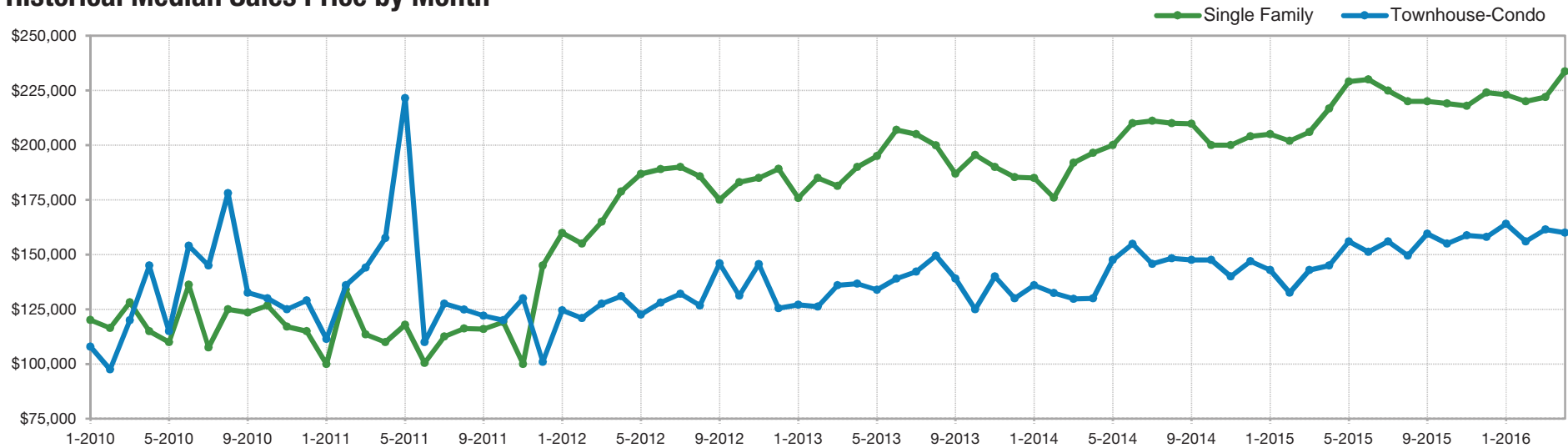


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	\$229,000	+14.5%	\$156,000	+5.8%
Jun-2015	\$230,000	+9.5%	\$151,250	-2.4%
Jul-2015	\$224,900	+6.5%	\$156,000	+7.0%
Aug-2015	\$219,950	+4.7%	\$149,450	+0.8%
Sep-2015	\$220,000	+4.9%	\$159,500	+8.1%
Oct-2015	\$219,000	+9.5%	\$155,000	+5.1%
Nov-2015	\$217,900	+8.9%	\$158,792	+13.4%
Dec-2015	\$223,995	+9.8%	\$158,000	+7.6%
Jan-2016	\$223,000	+8.8%	\$164,000	+14.7%
Feb-2016	\$220,000	+8.9%	\$156,000	+17.7%
Mar-2016	\$221,900	+7.7%	\$161,404	+12.9%
Apr-2016	\$233,700	+7.8%	\$160,000	+10.3%

Historical Median Sales Price by Month

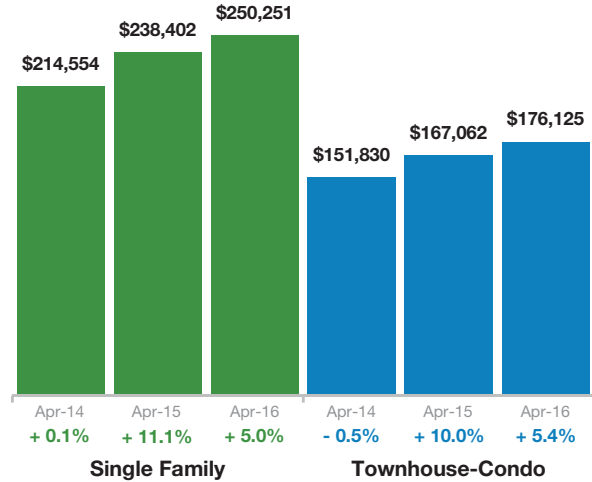


Average Sales Price

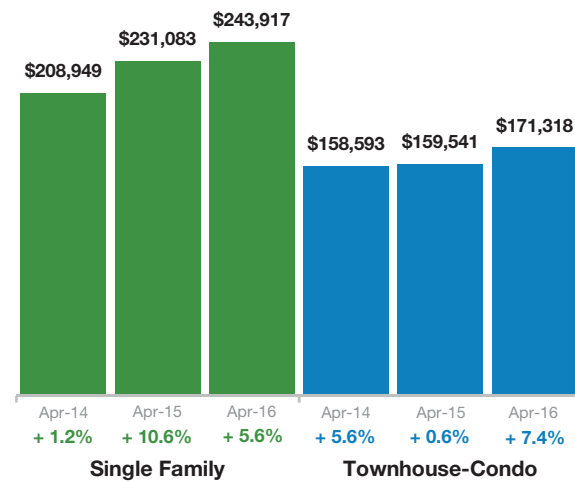
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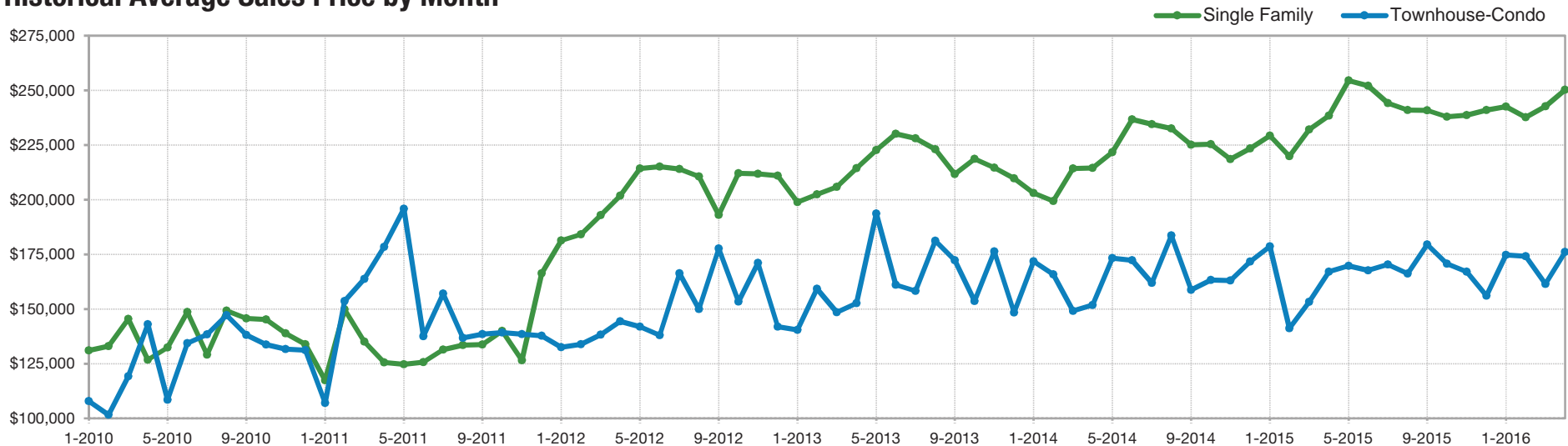


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	\$254,479	+14.8%	\$169,759	-2.1%
Jun-2015	\$252,104	+6.5%	\$167,671	-2.7%
Jul-2015	\$244,166	+4.1%	\$170,377	+5.2%
Aug-2015	\$240,991	+3.6%	\$166,150	-9.5%
Sep-2015	\$240,871	+7.0%	\$179,501	+13.0%
Oct-2015	\$237,872	+5.5%	\$170,780	+4.6%
Nov-2015	\$238,615	+9.2%	\$167,069	+2.5%
Dec-2015	\$240,943	+7.9%	\$156,073	-9.1%
Jan-2016	\$242,500	+5.8%	\$174,780	-2.1%
Feb-2016	\$237,679	+8.1%	\$174,079	+23.3%
Mar-2016	\$242,687	+4.6%	\$161,417	+5.3%
Apr-2016	\$250,251	+5.0%	\$176,125	+5.4%

Historical Average Sales Price by Month



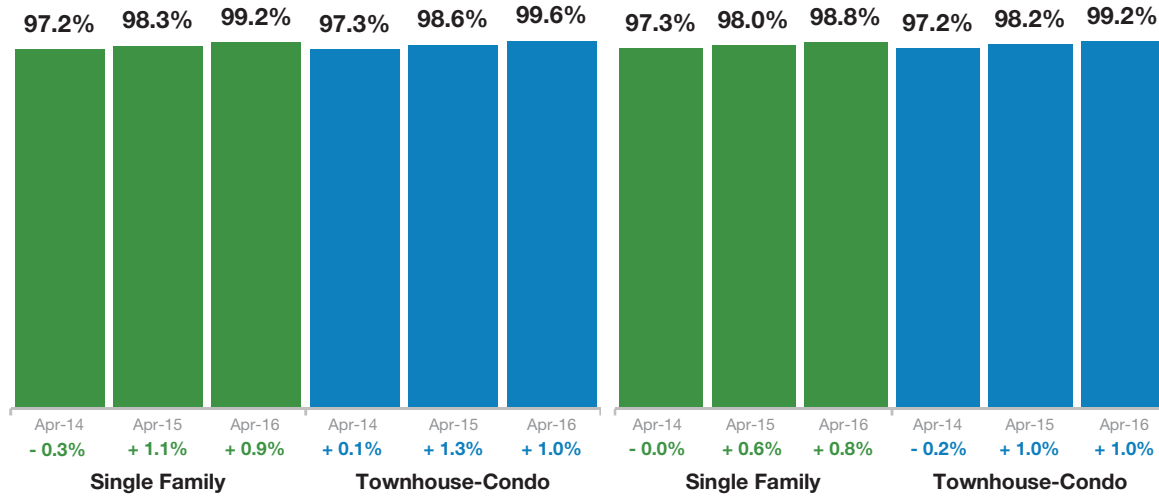
Percent of List Price Received

April 2016
Southeast Region



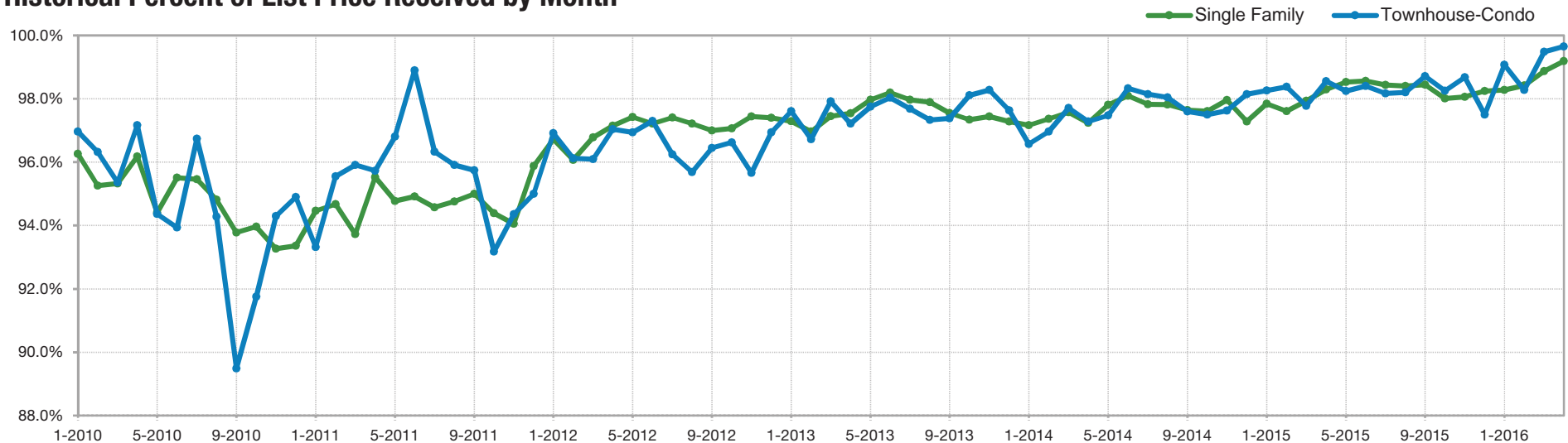
April

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	98.5%	+0.7%	98.2%	+0.7%
Jun-2015	98.6%	+0.5%	98.4%	+0.1%
Jul-2015	98.4%	+0.6%	98.2%	+0.1%
Aug-2015	98.4%	+0.6%	98.2%	+0.2%
Sep-2015	98.4%	+0.8%	98.7%	+1.1%
Oct-2015	98.0%	+0.4%	98.3%	+0.8%
Nov-2015	98.1%	+0.1%	98.7%	+1.1%
Dec-2015	98.2%	+0.9%	97.5%	-0.6%
Jan-2016	98.3%	+0.5%	99.1%	+0.8%
Feb-2016	98.4%	+0.8%	98.3%	-0.1%
Mar-2016	98.9%	+1.0%	99.5%	+1.7%
Apr-2016	99.2%	+0.9%	99.6%	+1.0%

Historical Percent of List Price Received by Month

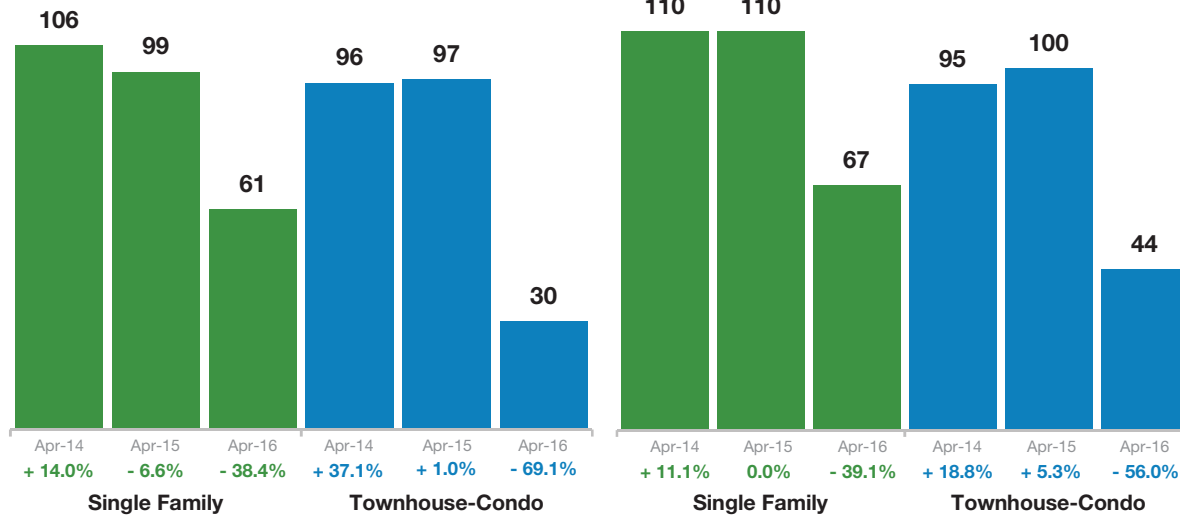


Days on Market Until Sale

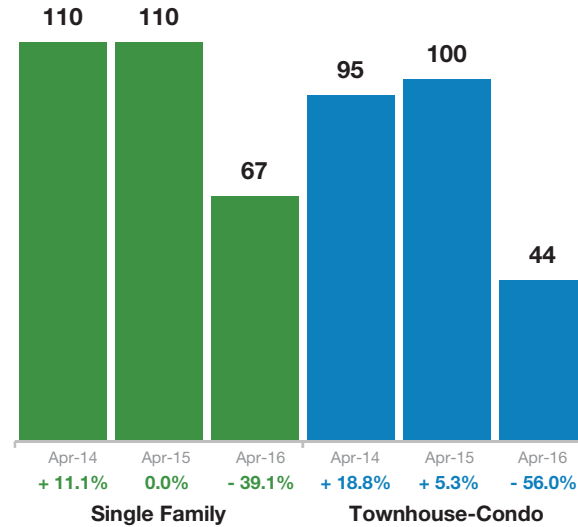
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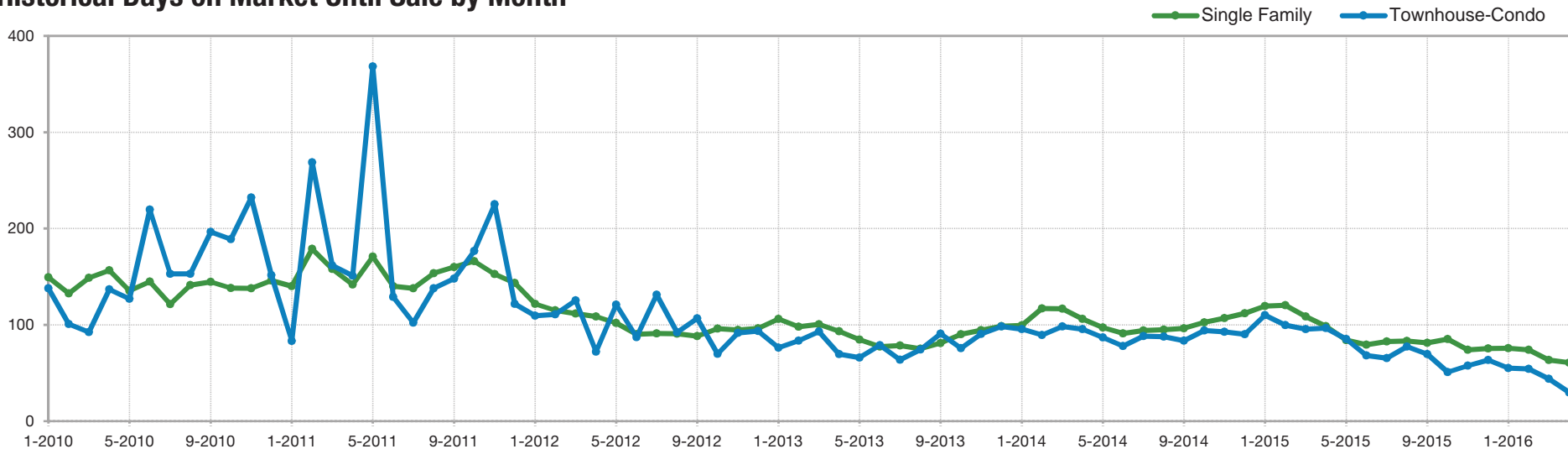


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	84	-13.4%	85	-2.3%
Jun-2015	79	-13.2%	68	-12.8%
Jul-2015	83	-11.7%	65	-26.1%
Aug-2015	83	-12.6%	78	-11.4%
Sep-2015	81	-15.6%	70	-15.7%
Oct-2015	85	-16.7%	51	-45.7%
Nov-2015	74	-30.8%	58	-37.6%
Dec-2015	75	-33.0%	64	-28.9%
Jan-2016	76	-36.7%	55	-50.0%
Feb-2016	74	-38.3%	54	-46.0%
Mar-2016	64	-41.3%	44	-54.2%
Apr-2016	61	-38.4%	30	-69.1%

Historical Days on Market Until Sale by Month

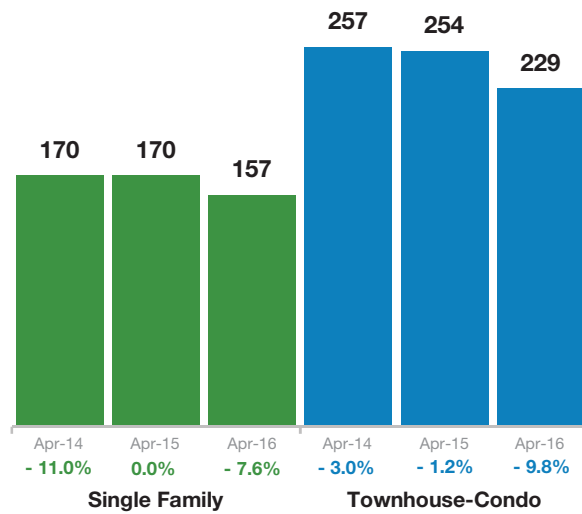


Housing Affordability Index

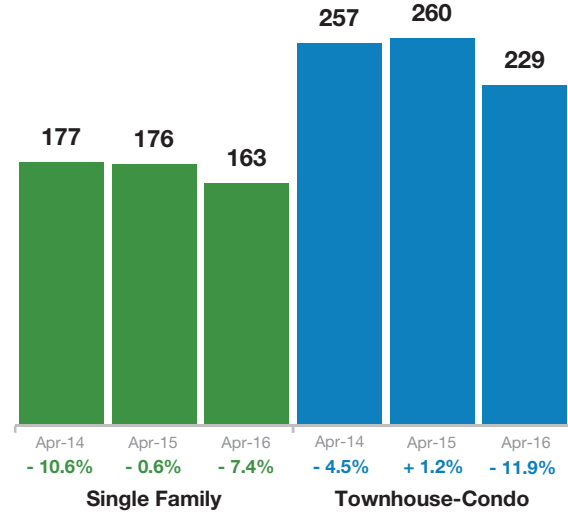
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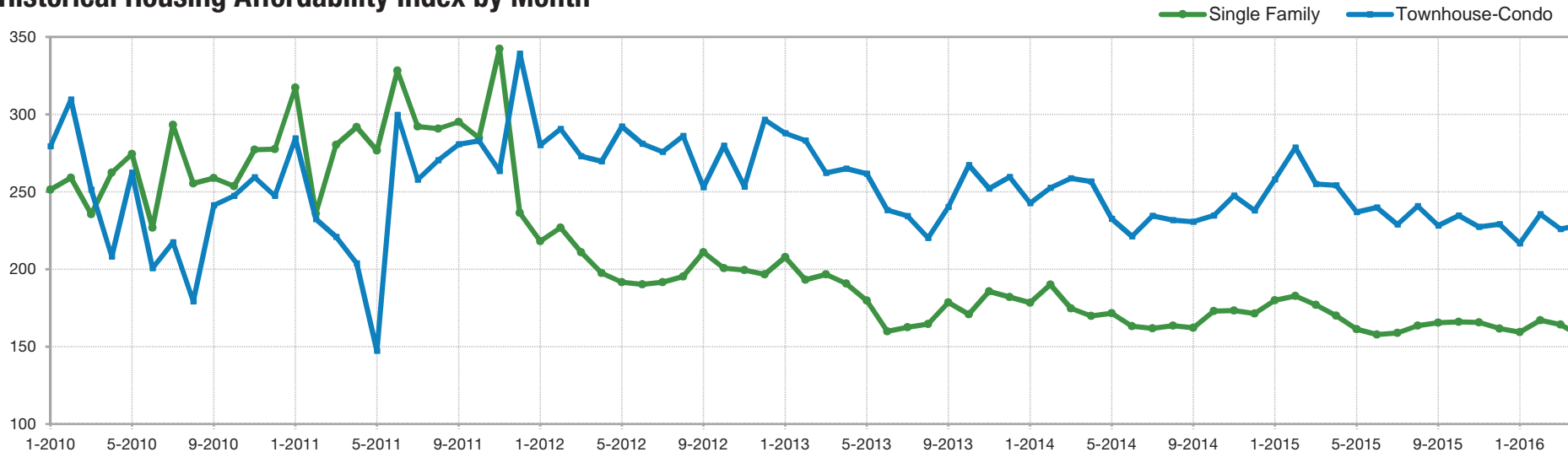


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	161	-6.4%	237	+1.7%
Jun-2015	158	-3.1%	240	+8.6%
Jul-2015	159	-1.9%	229	-2.6%
Aug-2015	164	0.0%	241	+3.9%
Sep-2015	165	+1.9%	228	-1.3%
Oct-2015	166	-4.0%	235	0.0%
Nov-2015	166	-4.0%	227	-8.5%
Dec-2015	162	-5.3%	229	-3.8%
Jan-2016	159	-11.7%	217	-15.9%
Feb-2016	167	-8.7%	235	-15.8%
Mar-2016	164	-7.3%	226	-11.4%
Apr-2016	157	-7.6%	229	-9.8%

Historical Housing Affordability Index by Month

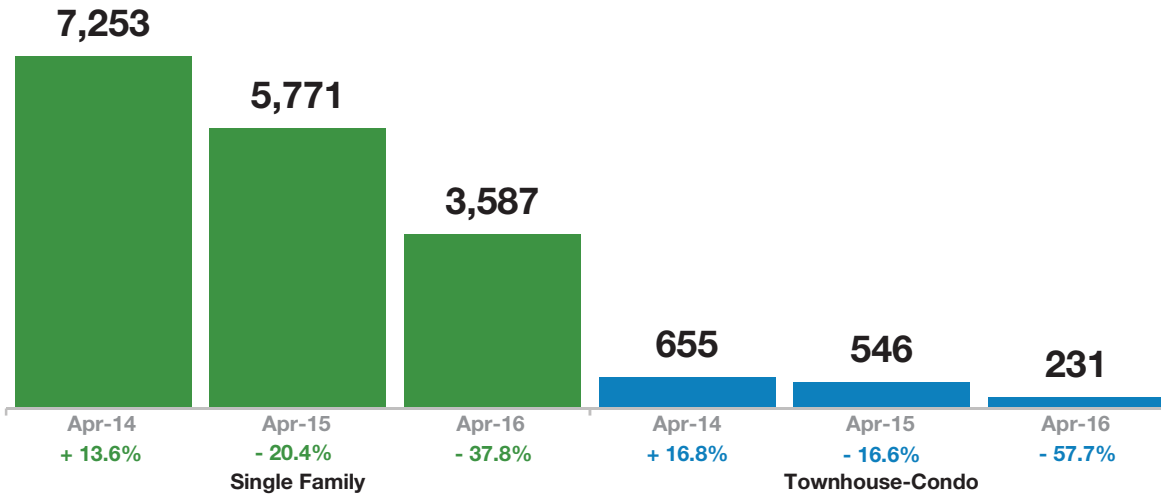


Inventory of Active Listings

April 2016
Southeast Region

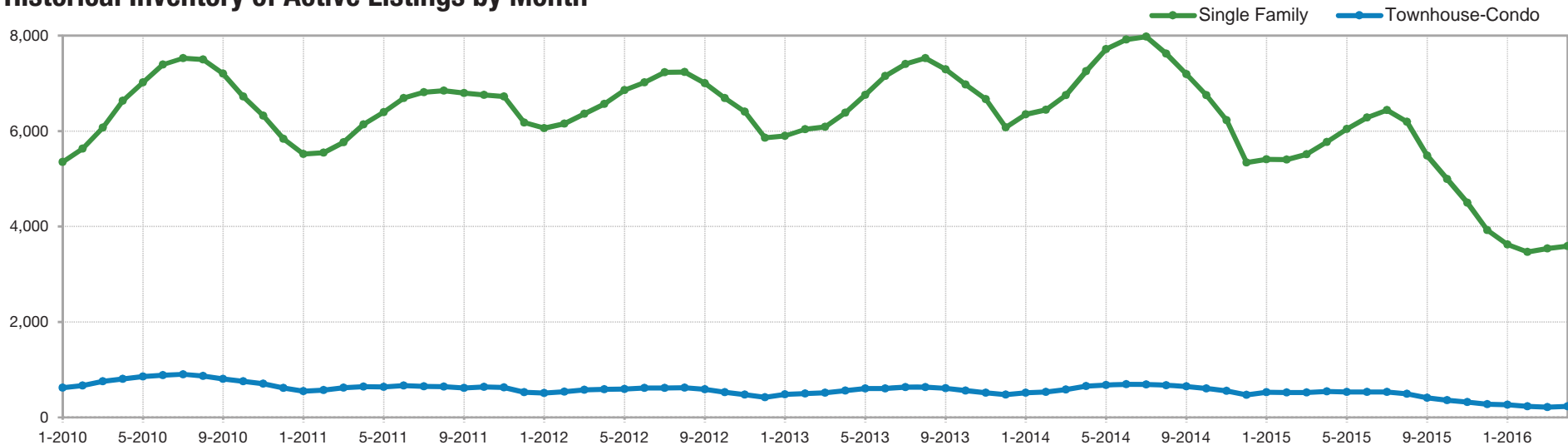


April



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	6,041	-21.7%	536	-21.1%
Jun-2015	6,284	-20.6%	532	-23.7%
Jul-2015	6,438	-19.3%	534	-22.8%
Aug-2015	6,191	-18.7%	498	-26.1%
Sep-2015	5,488	-23.7%	409	-37.2%
Oct-2015	4,997	-26.0%	359	-41.0%
Nov-2015	4,496	-27.8%	321	-42.3%
Dec-2015	3,927	-26.4%	278	-41.5%
Jan-2016	3,621	-33.0%	269	-49.3%
Feb-2016	3,467	-35.8%	235	-55.1%
Mar-2016	3,537	-35.8%	216	-58.5%
Apr-2016	3,587	-37.8%	231	-57.7%

Historical Inventory of Active Listings by Month

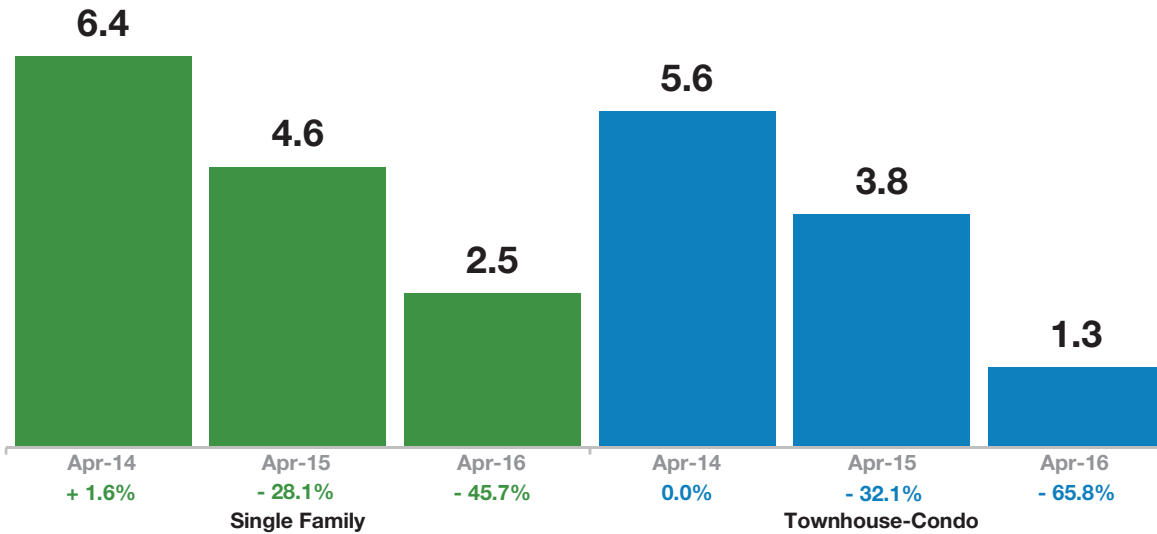


Months Supply of Inventory

April 2016
Southeast Region

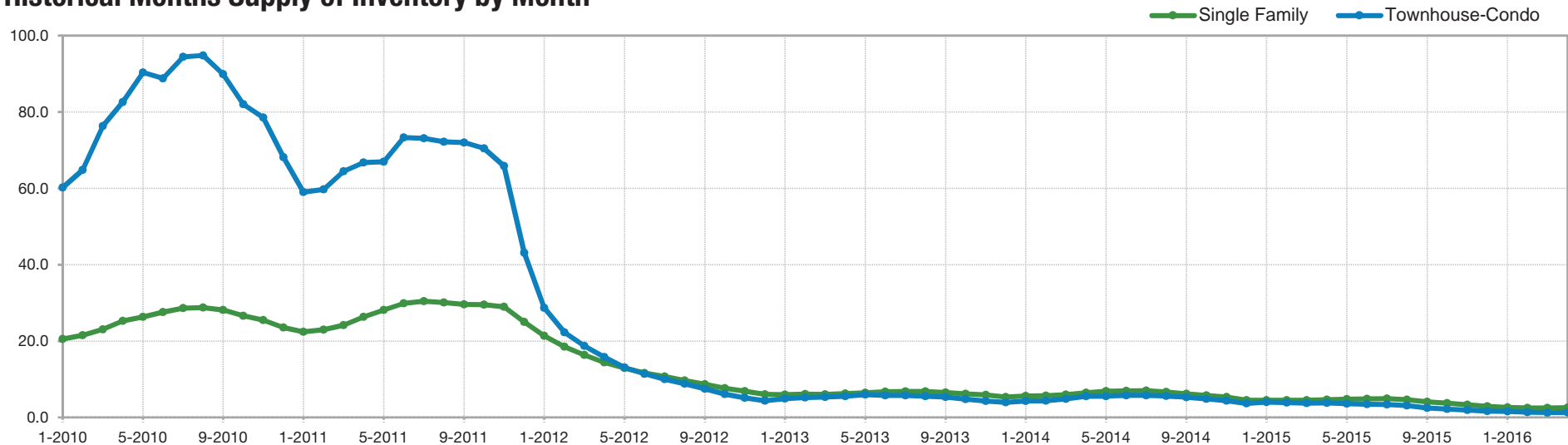


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Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	4.8	-30.4%	3.6	-35.7%
Jun-2015	4.9	-30.0%	3.4	-41.4%
Jul-2015	4.9	-30.0%	3.4	-40.4%
Aug-2015	4.7	-29.9%	3.1	-44.6%
Sep-2015	4.1	-33.9%	2.5	-52.8%
Oct-2015	3.7	-36.2%	2.2	-54.2%
Nov-2015	3.3	-37.7%	2.0	-54.5%
Dec-2015	2.9	-35.6%	1.7	-54.1%
Jan-2016	2.6	-42.2%	1.6	-61.0%
Feb-2016	2.5	-44.4%	1.4	-64.1%
Mar-2016	2.5	-44.4%	1.3	-65.8%
Apr-2016	2.5	-45.7%	1.3	-65.8%

Historical Months Supply of Inventory by Month



Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®

April 2016
Southeast 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.

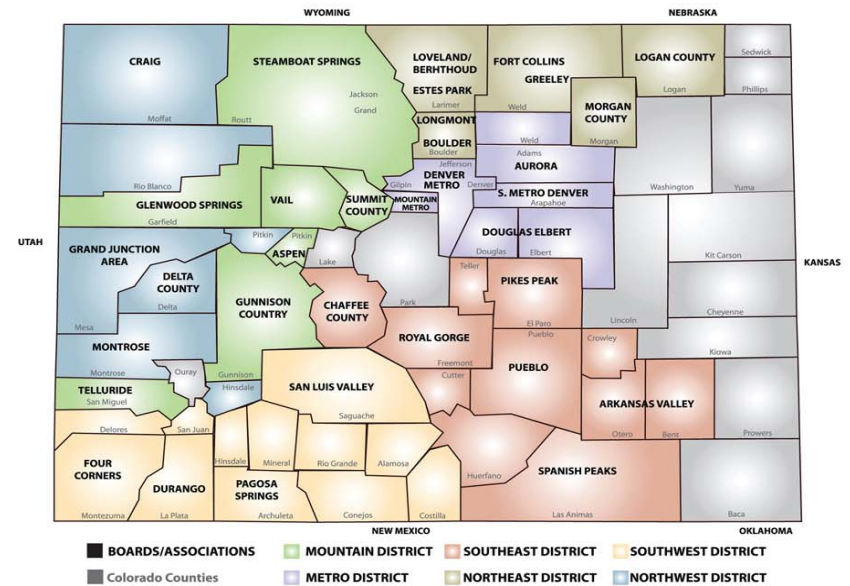
Active Listings

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.