



Monthly Indicators

October 2021

Percent changes calculated using year-over-year comparisons.

New Listings decreased 30.1 percent to 244. Sold Listings decreased 23.9 percent to 283. Inventory levels were at 215 units.

Prices continued to gain traction. The Median Sales Price increased 11.8 percent to \$526,000. Days on Market was down 38.3 percent to 29 days. Months Supply of Inventory was at 0.7 months.

As temperatures drop, existing home sales continue to be plentiful, buoyed by strong demand, low interest rates, and a slight uptick in new listings in recent months, according to the National Association of REALTORS®. With interest rates inching upward, and experts expecting further rate increases on the horizon, motivated buyers are hoping to lock in their home purchases to take advantage of what are still historically low rates.

Activity Snapshot

- 23.9% **- 38.3%** **+ 11.8%**

| One-Year Change in Sold Listings | One-Year Change in Days on Market | One-Year Change in Median Sales Price |
|----------------------------------|-----------------------------------|---------------------------------------|
|----------------------------------|-----------------------------------|---------------------------------------|

Residential real estate activity in Area 4, Area 5, Frederick, Firestone and Dacono composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

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Market Overview

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

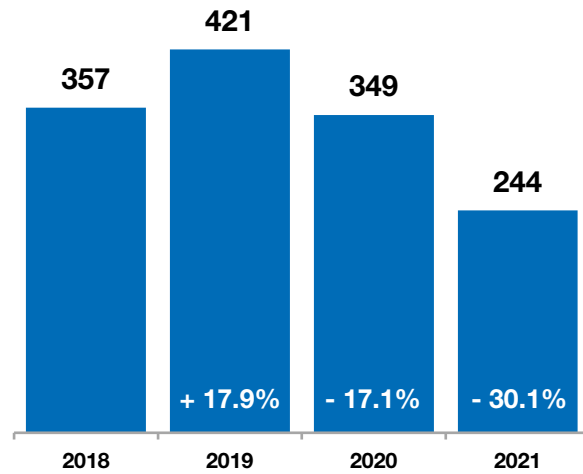


| Key Metrics | Historical Sparkbars | 10-2020 | 10-2021 | Percent Change | YTD 2020 | YTD 2021 | Percent Change |
|------------------------------------|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| New Listings | | 349 | 244 | - 30.1% | 4,181 | 3,103 | - 25.8% |
| Pending Sales | | 386 | 265 | - 31.3% | 3,804 | 2,907 | - 23.6% |
| Sold Listings | | 372 | 283 | - 23.9% | 3,602 | 2,809 | - 22.0% |
| Median Sales Price | | \$470,495 | \$526,000 | + 11.8% | \$438,940 | \$514,975 | + 17.3% |
| Avg. Sales Price | | \$548,676 | \$602,146 | + 9.7% | \$512,556 | \$639,551 | + 24.8% |
| Pct. of List Price Received | | 99.9% | 101.3% | + 1.4% | 99.7% | 103.0% | + 3.3% |
| Days on Market | | 47 | 29 | - 38.3% | 52 | 34 | - 34.6% |
| Affordability Index | | 85 | 74 | - 12.9% | 91 | 75 | - 17.6% |
| Active Listings | | 421 | 215 | - 48.9% | -- | -- | -- |
| Months Supply | | 1.2 | 0.7 | - 41.7% | -- | -- | -- |

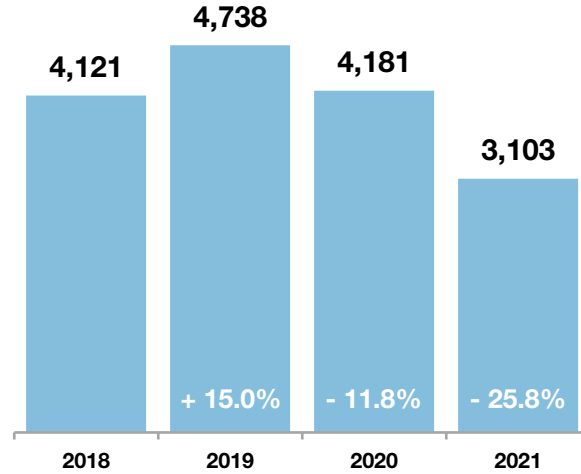
New Listings



October

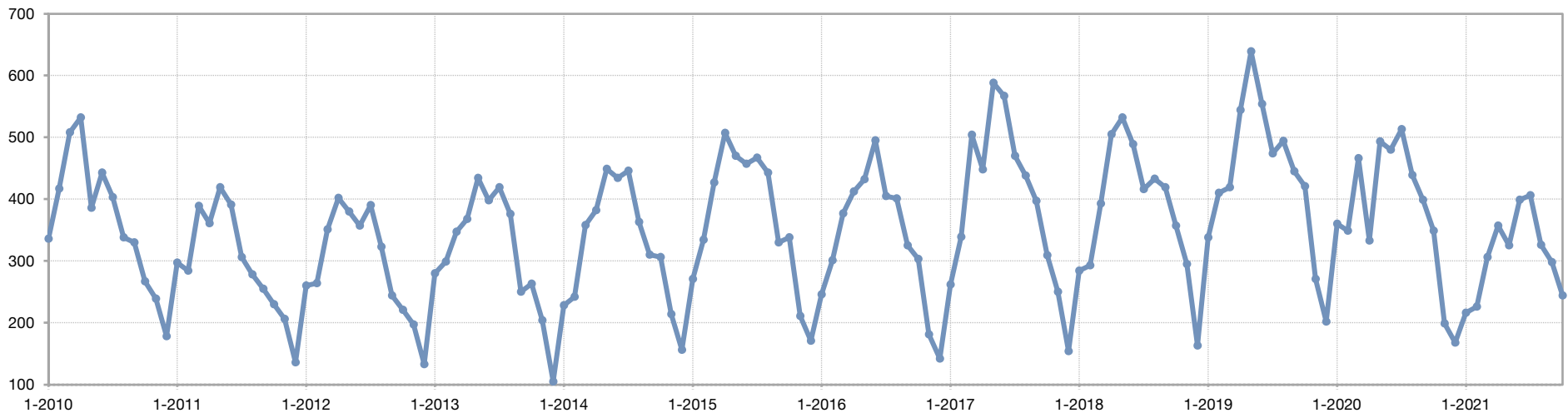


Year to Date



| | New Listings | Percent Change from Previous Year |
|-----------------|--------------|-----------------------------------|
| Nov-2020 | 199 | -26.6% |
| Dec-2020 | 168 | -16.8% |
| Jan-2021 | 216 | -40.0% |
| Feb-2021 | 226 | -35.2% |
| Mar-2021 | 306 | -34.3% |
| Apr-2021 | 357 | +7.2% |
| May-2021 | 325 | -34.1% |
| Jun-2021 | 399 | -16.9% |
| Jul-2021 | 406 | -20.9% |
| Aug-2021 | 326 | -25.7% |
| Sep-2021 | 298 | -25.3% |
| Oct-2021 | 244 | -30.1% |

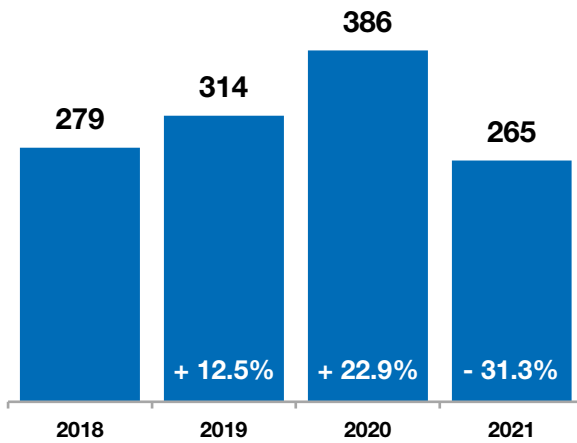
Historical New Listings by Month



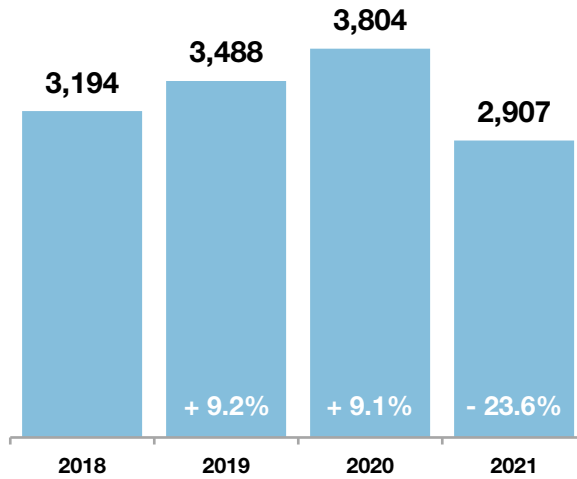
Pending Sales



October

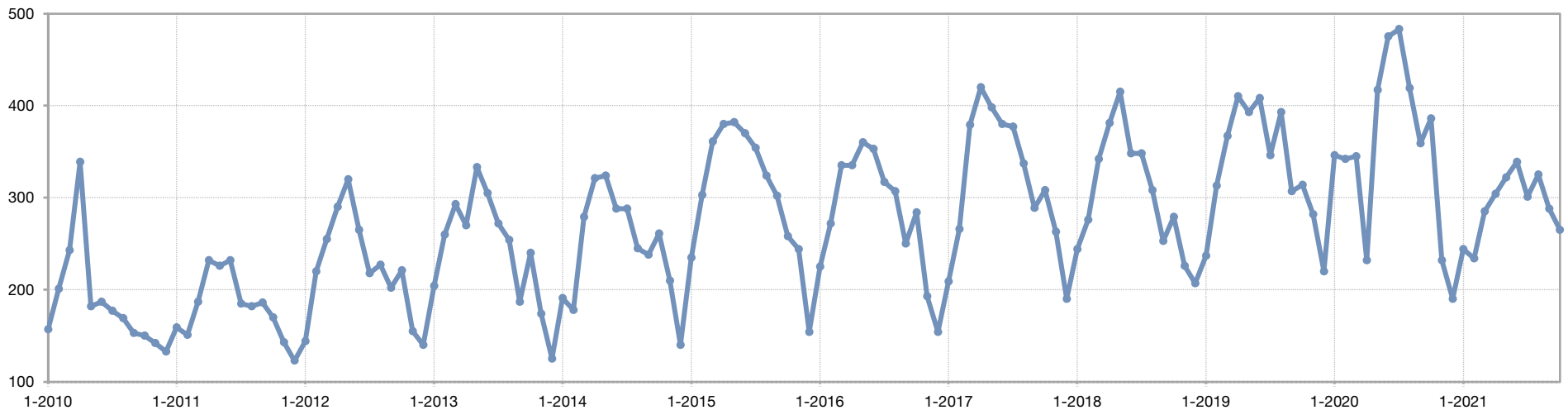


Year to Date



| | Pending Sales | Percent Change from Previous Year |
|-----------------|---------------|-----------------------------------|
| Nov-2020 | 232 | -17.7% |
| Dec-2020 | 190 | -13.6% |
| Jan-2021 | 244 | -29.5% |
| Feb-2021 | 234 | -31.6% |
| Mar-2021 | 285 | -17.4% |
| Apr-2021 | 304 | +31.0% |
| May-2021 | 322 | -22.8% |
| Jun-2021 | 339 | -28.6% |
| Jul-2021 | 301 | -37.7% |
| Aug-2021 | 325 | -22.4% |
| Sep-2021 | 288 | -19.8% |
| Oct-2021 | 265 | -31.3% |

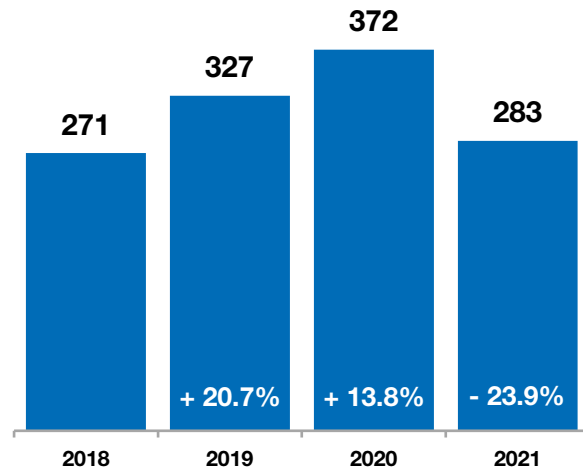
Historical Pending Sales by Month



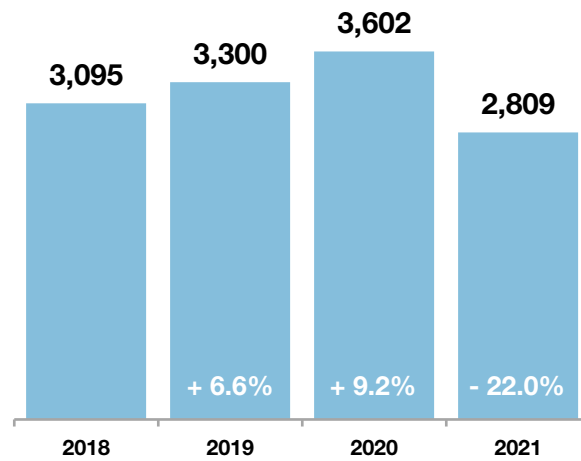
Sold Listings



October

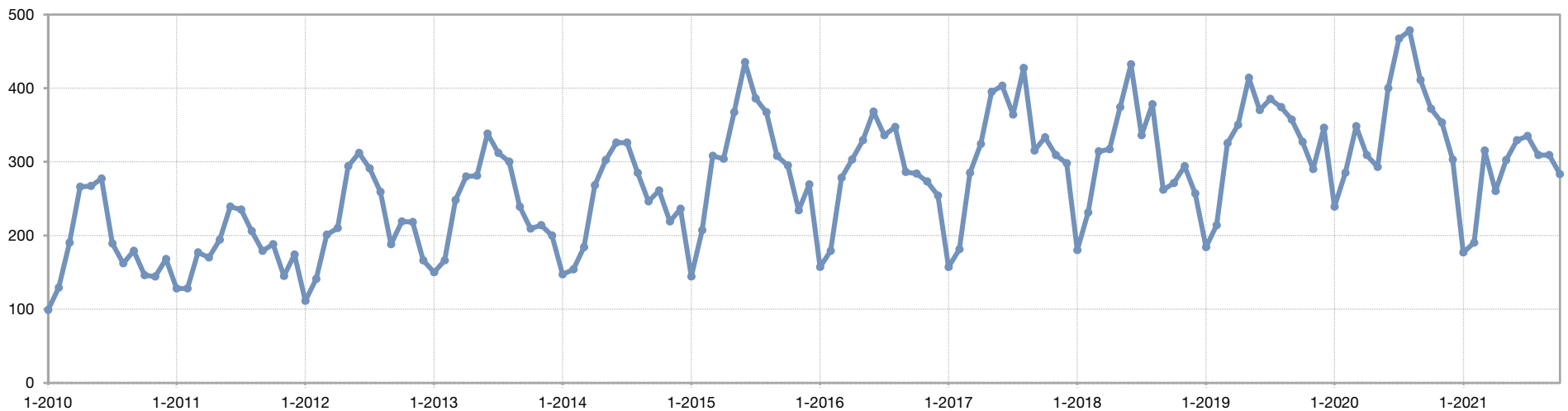


Year to Date



| | Sold Listings | Percent Change from Previous Year |
|-----------------|---------------|-----------------------------------|
| Nov-2020 | 353 | +21.7% |
| Dec-2020 | 303 | -12.4% |
| Jan-2021 | 177 | -25.9% |
| Feb-2021 | 190 | -33.3% |
| Mar-2021 | 315 | -9.5% |
| Apr-2021 | 260 | -15.9% |
| May-2021 | 302 | +3.1% |
| Jun-2021 | 329 | -17.8% |
| Jul-2021 | 335 | -28.3% |
| Aug-2021 | 309 | -35.4% |
| Sep-2021 | 309 | -24.8% |
| Oct-2021 | 283 | -23.9% |

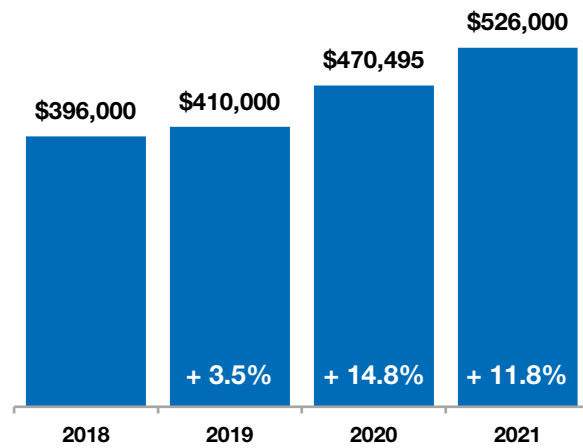
Historical Sold Listings by Month



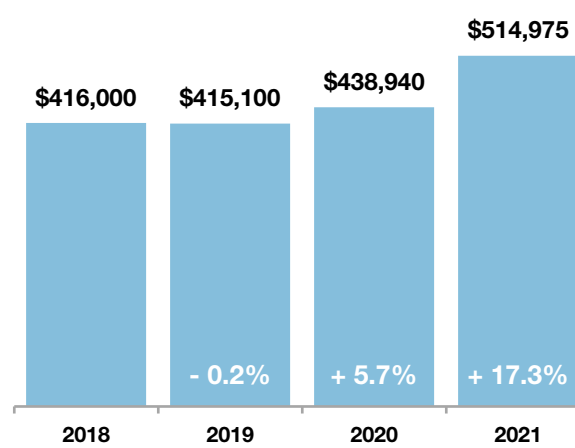
Median Sales Price



October

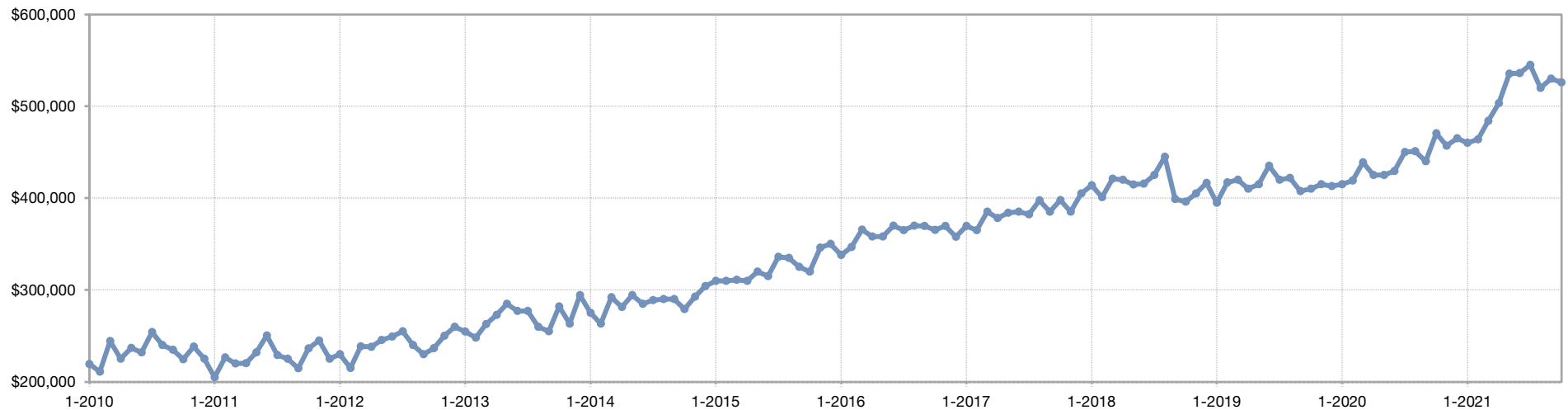


Year to Date



| | Median Sales Price | Percent Change from Previous Year |
|-----------------|--------------------|-----------------------------------|
| Nov-2020 | \$457,000 | +10.1% |
| Dec-2020 | \$465,000 | +12.6% |
| Jan-2021 | \$460,000 | +10.8% |
| Feb-2021 | \$464,000 | +10.7% |
| Mar-2021 | \$484,000 | +10.3% |
| Apr-2021 | \$503,143 | +18.4% |
| May-2021 | \$535,500 | +26.0% |
| Jun-2021 | \$536,000 | +24.9% |
| Jul-2021 | \$545,000 | +21.1% |
| Aug-2021 | \$520,000 | +15.3% |
| Sep-2021 | \$530,000 | +20.5% |
| Oct-2021 | \$526,000 | +11.8% |

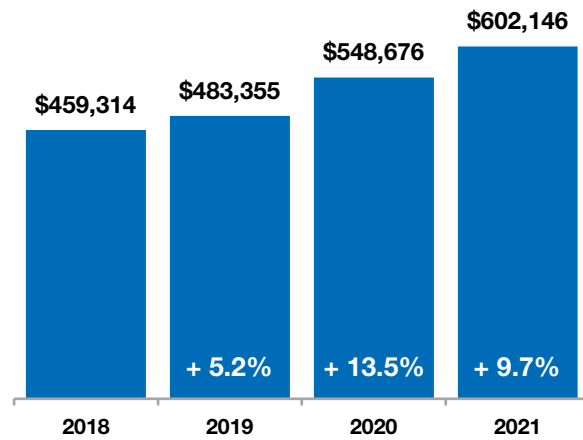
Historical Median Sales Price by Month



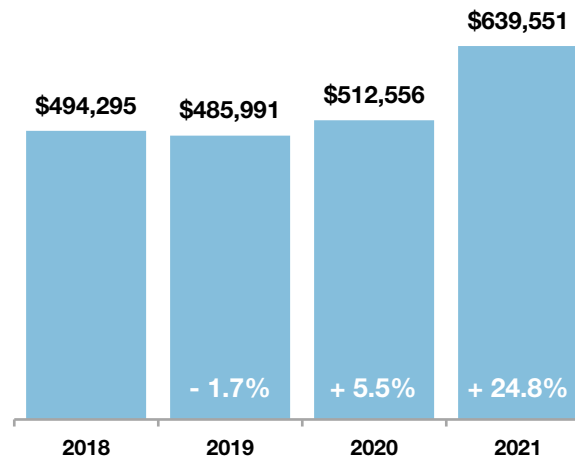
Average Sales Price



October

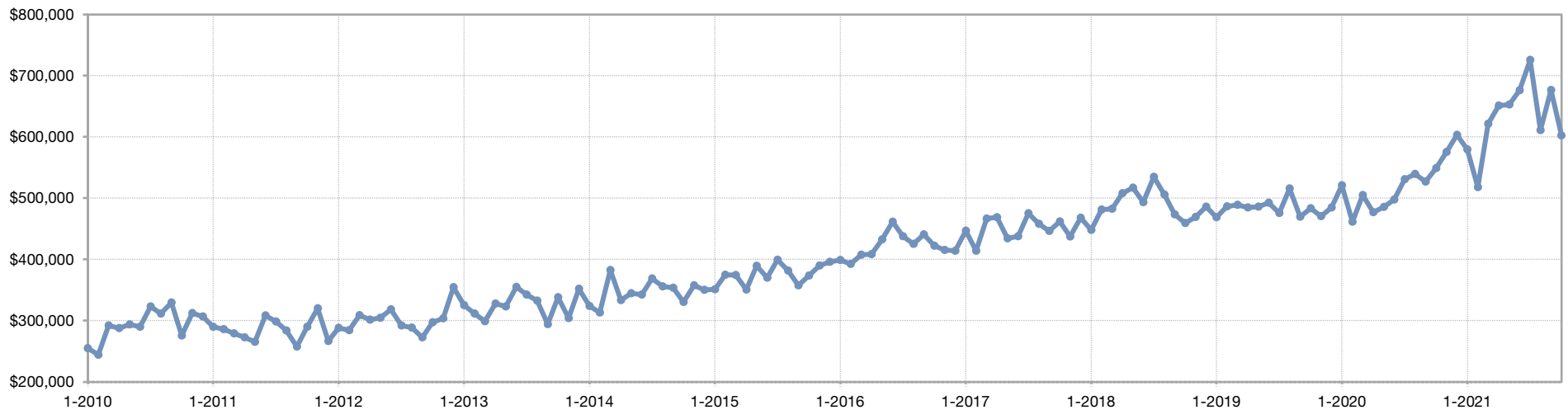


Year to Date



| | Avg. Sales Price | Percent Change from Previous Year |
|-----------------|------------------|-----------------------------------|
| Nov-2020 | \$575,322 | +22.3% |
| Dec-2020 | \$603,263 | +24.5% |
| Jan-2021 | \$579,399 | +11.2% |
| Feb-2021 | \$517,606 | +12.2% |
| Mar-2021 | \$621,022 | +23.0% |
| Apr-2021 | \$650,887 | +36.5% |
| May-2021 | \$652,607 | +34.5% |
| Jun-2021 | \$675,948 | +35.9% |
| Jul-2021 | \$725,600 | +36.8% |
| Aug-2021 | \$610,769 | +13.3% |
| Sep-2021 | \$676,184 | +28.4% |
| Oct-2021 | \$602,146 | +9.7% |

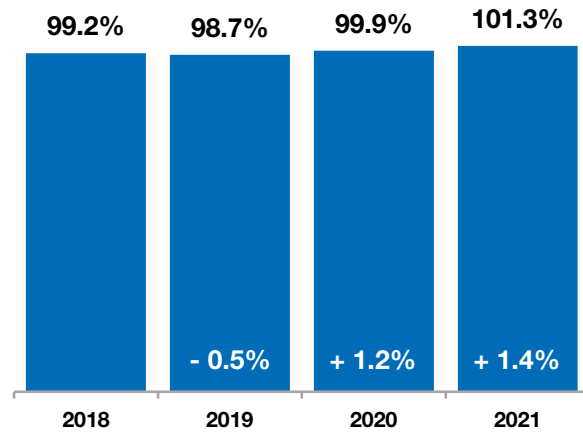
Historical Average Sales Price by Month



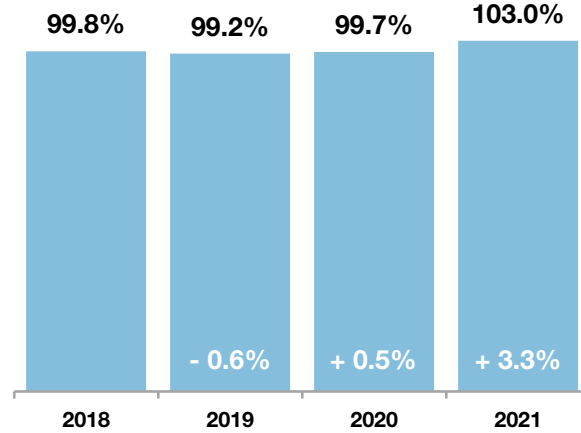
Percent of List Price Received



October

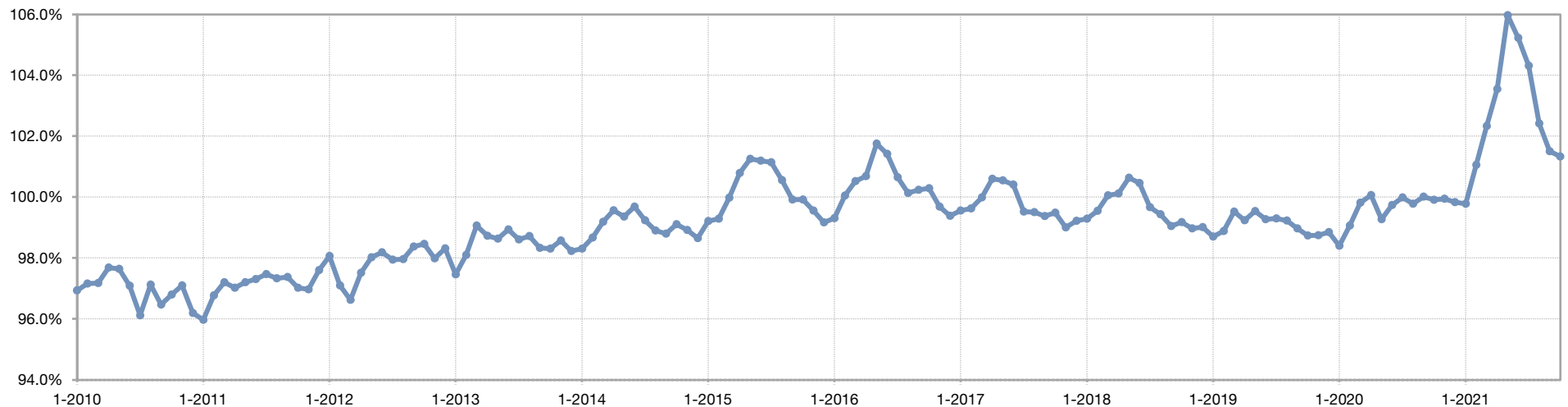


Year to Date



| | Pct. of List Price Received | Percent Change from Previous Year |
|-----------------|-----------------------------|-----------------------------------|
| Nov-2020 | 99.9% | +1.2% |
| Dec-2020 | 99.8% | +1.0% |
| Jan-2021 | 99.8% | +1.4% |
| Feb-2021 | 101.1% | +2.0% |
| Mar-2021 | 102.3% | +2.5% |
| Apr-2021 | 103.5% | +3.4% |
| May-2021 | 106.0% | +6.7% |
| Jun-2021 | 105.2% | +5.5% |
| Jul-2021 | 104.3% | +4.3% |
| Aug-2021 | 102.4% | +2.6% |
| Sep-2021 | 101.5% | +1.5% |
| Oct-2021 | 101.3% | +1.4% |

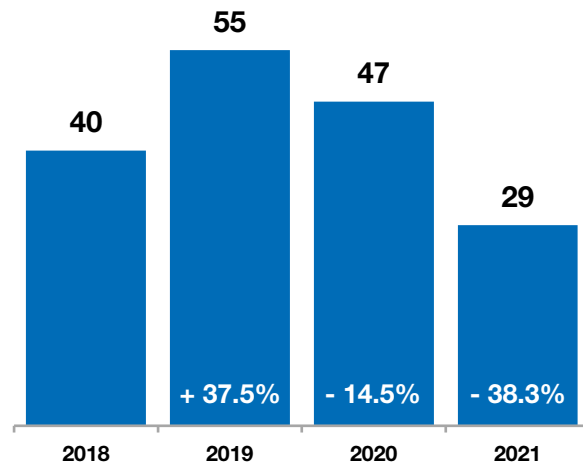
Historical Percent of List Price Received by Month



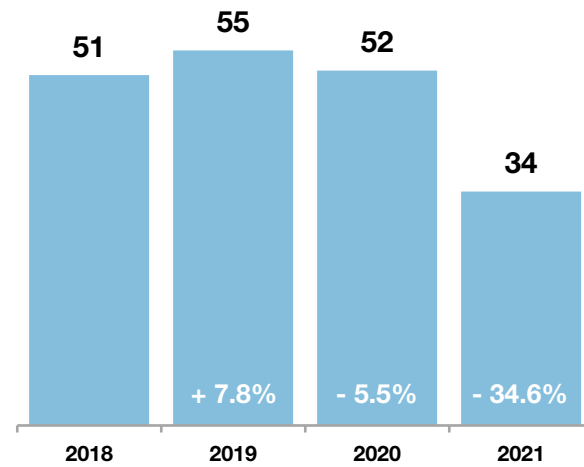
Days on Market Until Sale



October



Year to Date



| | Days on Market | Percent Change from Previous Year |
|-----------------|----------------|-----------------------------------|
| Nov-2020 | 44 | -27.9% |
| Dec-2020 | 54 | -10.0% |
| Jan-2021 | 51 | -32.9% |
| Feb-2021 | 51 | -17.7% |
| Mar-2021 | 42 | -30.0% |
| Apr-2021 | 40 | -14.9% |
| May-2021 | 26 | -48.0% |
| Jun-2021 | 28 | -44.0% |
| Jul-2021 | 31 | -38.0% |
| Aug-2021 | 29 | -35.6% |
| Sep-2021 | 30 | -33.3% |
| Oct-2021 | 29 | -38.3% |

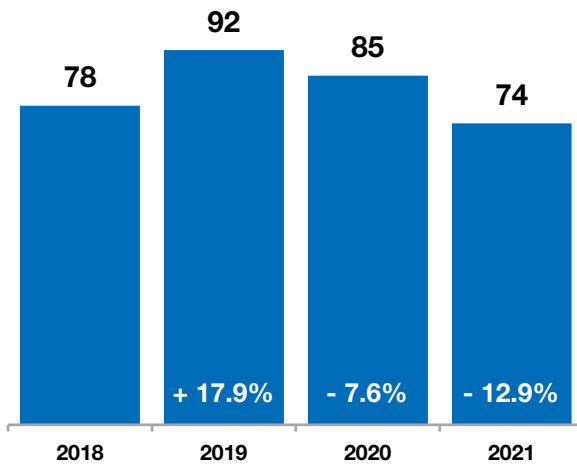
Historical Days on Market Until Sale by Month



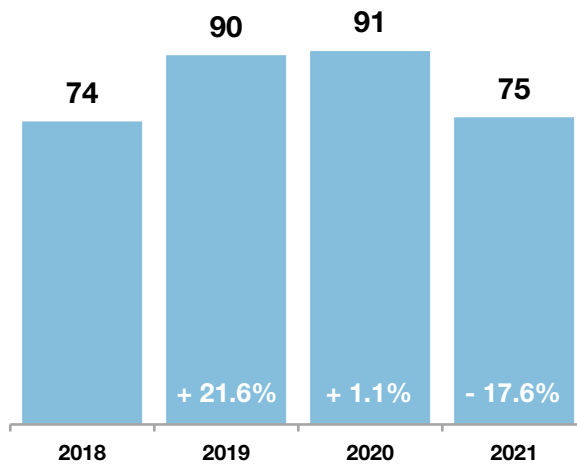
Housing Affordability Index



October



Year to Date



| | Affordability Index | Percent Change from Previous Year |
|-----------------|---------------------|-----------------------------------|
| Nov-2020 | 88 | 0.0% |
| Dec-2020 | 87 | -2.2% |
| Jan-2021 | 87 | -3.3% |
| Feb-2021 | 82 | -9.9% |
| Mar-2021 | 78 | -6.0% |
| Apr-2021 | 77 | -14.4% |
| May-2021 | 73 | -18.9% |
| Jun-2021 | 72 | -20.9% |
| Jul-2021 | 71 | -19.3% |
| Aug-2021 | 75 | -14.8% |
| Sep-2021 | 73 | -18.9% |
| Oct-2021 | 74 | -12.9% |

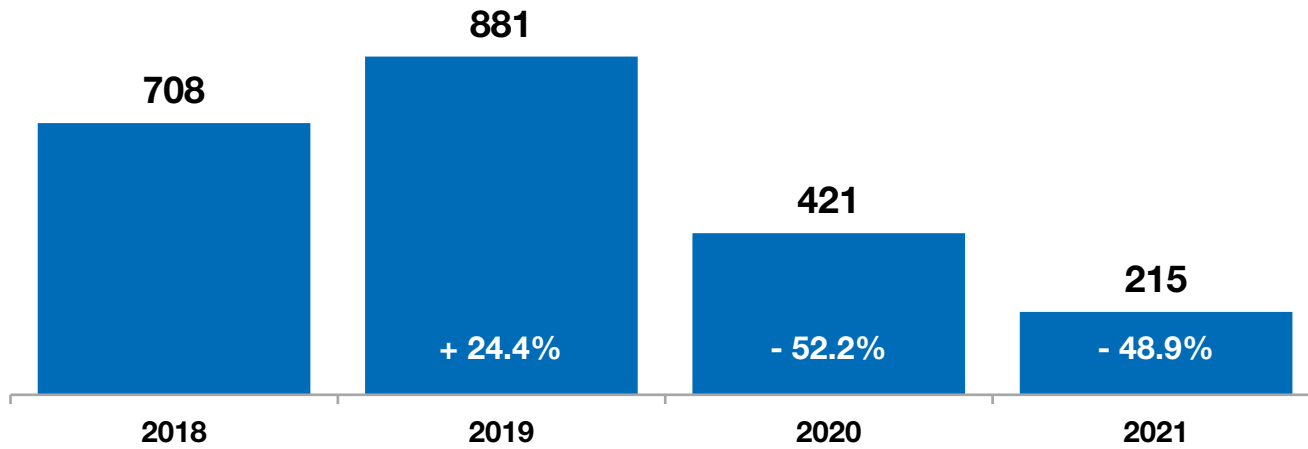
Historical Housing Affordability Index by Month



Inventory of Active Listings

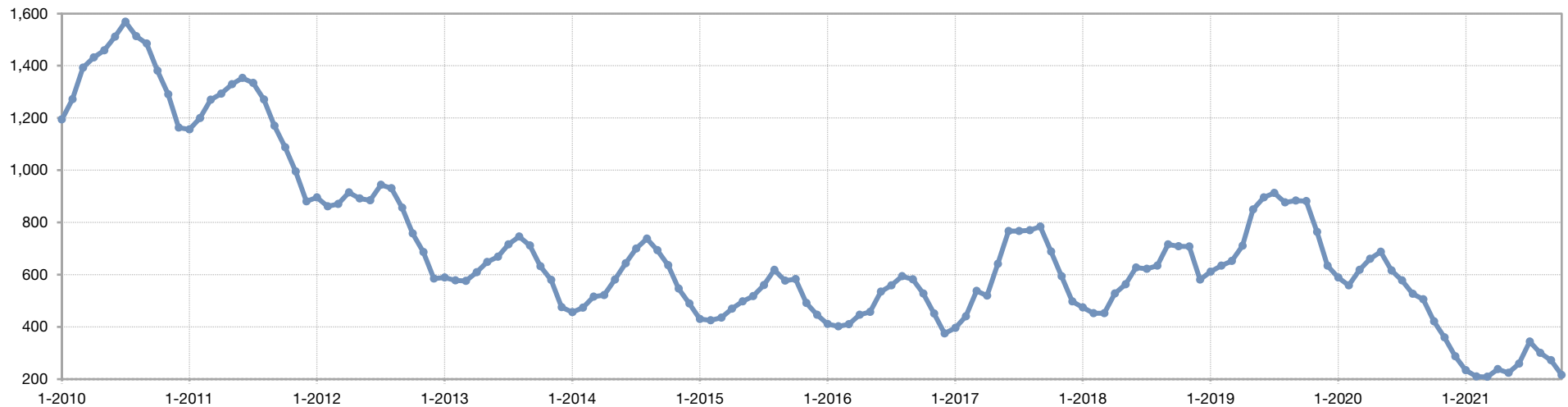


October



| | Active Listings | Percent Change from Previous Year |
|-----------------|-----------------|-----------------------------------|
| Nov-2020 | 359 | -53.0% |
| Dec-2020 | 287 | -54.7% |
| Jan-2021 | 234 | -60.3% |
| Feb-2021 | 209 | -62.5% |
| Mar-2021 | 208 | -66.3% |
| Apr-2021 | 238 | -63.9% |
| May-2021 | 224 | -67.4% |
| Jun-2021 | 259 | -58.0% |
| Jul-2021 | 343 | -40.6% |
| Aug-2021 | 300 | -43.0% |
| Sep-2021 | 272 | -46.1% |
| Oct-2021 | 215 | -48.9% |

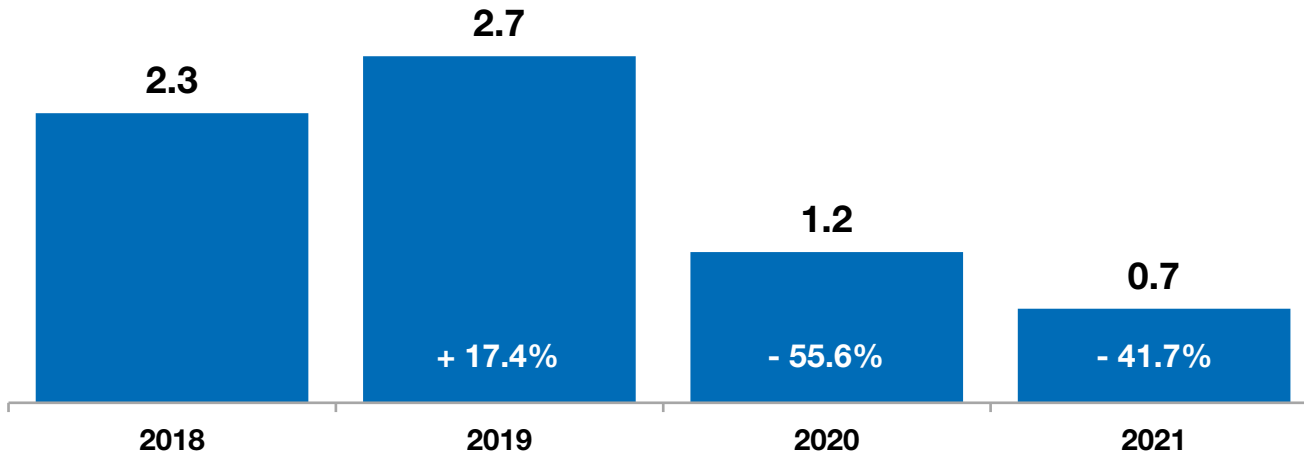
Historical Inventory of Active Listings by Month



Months Supply of Inventory

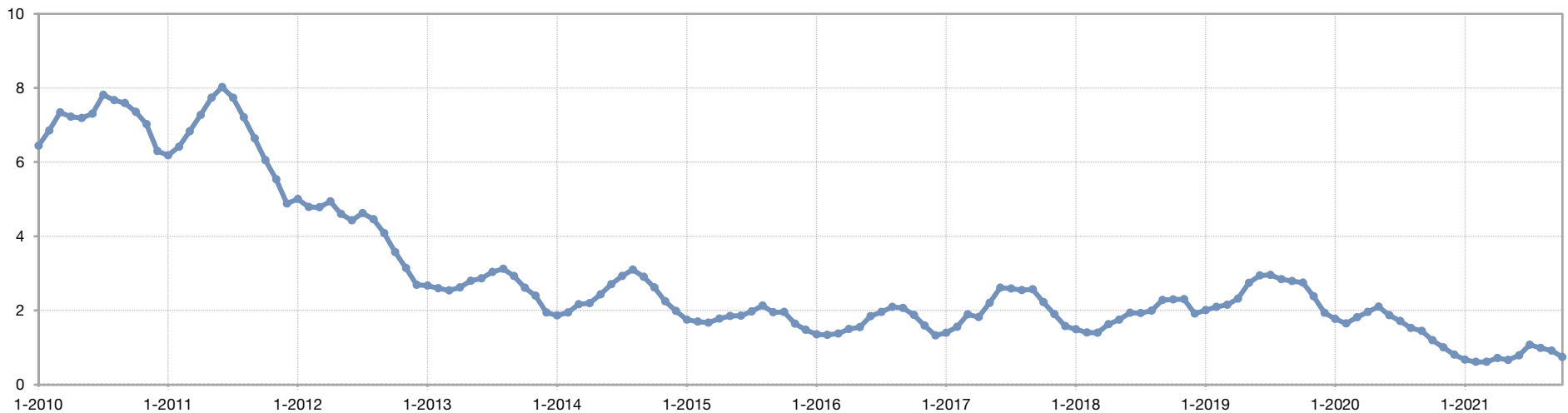


October



| | Months Supply | Percent Change from Previous Year |
|-----------------|---------------|-----------------------------------|
| Nov-2020 | 1.0 | -58.3% |
| Dec-2020 | 0.8 | -57.9% |
| Jan-2021 | 0.7 | -61.1% |
| Feb-2021 | 0.6 | -62.5% |
| Mar-2021 | 0.6 | -66.7% |
| Apr-2021 | 0.7 | -65.0% |
| May-2021 | 0.7 | -66.7% |
| Jun-2021 | 0.8 | -57.9% |
| Jul-2021 | 1.1 | -35.3% |
| Aug-2021 | 1.0 | -33.3% |
| Sep-2021 | 0.9 | -35.7% |
| Oct-2021 | 0.7 | -41.7% |

Historical Months Supply of Inventory by Month

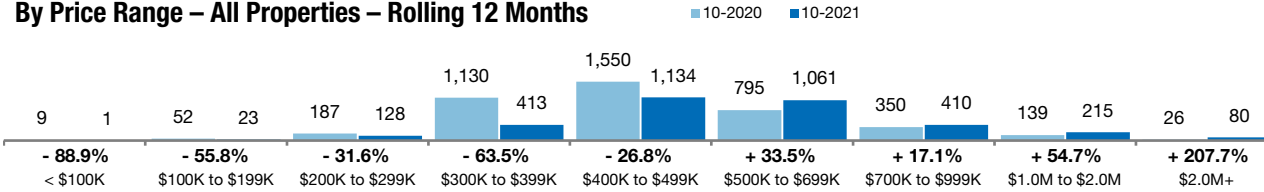


Sold Listings

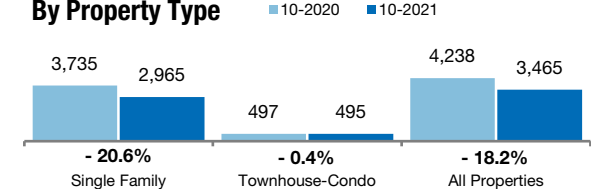
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

| By Price Range | Single Family | | | Condo | | |
|----------------------------|---------------|--------------|---------------|------------|------------|--------------|
| | 10-2020 | 10-2021 | Change | 10-2020 | 10-2021 | Change |
| \$99,999 and Below | 9 | 1 | -88.9% | 0 | 0 | -- |
| \$100,000 to \$199,999 | 43 | 18 | -58.1% | 9 | 5 | -44.4% |
| \$200,000 to \$299,999 | 82 | 75 | -8.5% | 105 | 53 | -49.5% |
| \$300,000 to \$399,999 | 876 | 190 | -78.3% | 254 | 223 | -12.2% |
| \$400,000 to \$499,999 | 1,452 | 988 | -32.0% | 98 | 146 | +49.0% |
| \$500,000 to \$699,999 | 772 | 1,002 | +29.8% | 23 | 58 | +152.2% |
| \$700,000 to \$999,999 | 341 | 400 | +17.3% | 8 | 10 | +25.0% |
| \$1,000,000 to \$1,999,999 | 136 | 213 | +56.6% | 0 | 0 | -- |
| \$2,000,000 and Above | 24 | 78 | +225.0% | 0 | 0 | -- |
| All Price Ranges | 3,735 | 2,965 | -20.6% | 497 | 495 | -0.4% |

Compared to Prior Month

| By Price Range | Single Family | | | Condo | | |
|----------------------------|---------------|------------|---------------|-----------|-----------|---------------|
| | 9-2021 | 10-2021 | Change | 9-2021 | 10-2021 | Change |
| \$99,999 and Below | 0 | 0 | -- | 0 | 0 | -- |
| \$100,000 to \$199,999 | 1 | 0 | -100.0% | 0 | 0 | -- |
| \$200,000 to \$299,999 | 3 | 4 | +33.3% | 6 | 6 | 0.0% |
| \$300,000 to \$399,999 | 8 | 7 | -12.5% | 17 | 23 | +35.3% |
| \$400,000 to \$499,999 | 75 | 56 | -25.3% | 11 | 14 | +27.3% |
| \$500,000 to \$699,999 | 114 | 107 | -6.1% | 6 | 5 | -16.7% |
| \$700,000 to \$999,999 | 39 | 44 | +12.8% | 0 | 0 | -- |
| \$1,000,000 to \$1,999,999 | 21 | 15 | -28.6% | 0 | 0 | -- |
| \$2,000,000 and Above | 8 | 2 | -75.0% | 0 | 0 | -- |
| All Price Ranges | 269 | 235 | -12.6% | 40 | 48 | +20.0% |

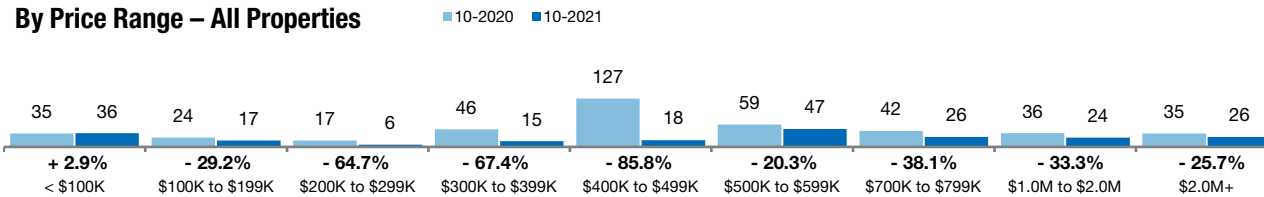
Year to Date

| By Price Range | Single Family | | | Condo | | |
|----------------------------|---------------|--------------|---------------|------------|------------|--------------|
| | 10-2020 | 10-2021 | Change | 10-2020 | 10-2021 | Change |
| \$99,999 and Below | 6 | 1 | -83.3% | 0 | 0 | -- |
| \$100,000 to \$199,999 | 35 | 15 | -57.1% | 7 | 3 | -57.1% |
| \$200,000 to \$299,999 | 73 | 64 | -12.3% | 87 | 42 | -51.7% |
| \$300,000 to \$399,999 | 681 | 123 | -81.9% | 215 | 186 | -13.5% |
| \$400,000 to \$499,999 | 1,279 | 732 | -42.8% | 82 | 128 | +56.1% |
| \$500,000 to \$699,999 | 666 | 862 | +29.4% | 20 | 54 | +170.0% |
| \$700,000 to \$999,999 | 297 | 347 | +16.8% | 7 | 8 | +14.3% |
| \$1,000,000 to \$1,999,999 | 120 | 179 | +49.2% | 0 | 0 | -- |
| \$2,000,000 and Above | 21 | 62 | +195.2% | 0 | 0 | -- |
| All Price Ranges | 3,178 | 2,385 | -25.0% | 418 | 421 | +0.7% |

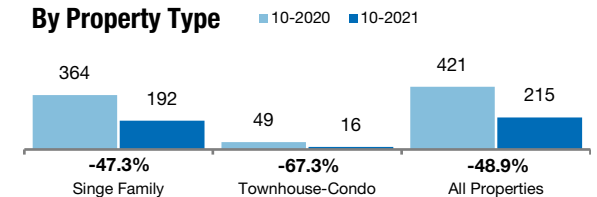
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

| By Price Range | Single Family | | | Condo | | |
|----------------------------|---------------|------------|---------------|-----------|-----------|---------------|
| | 10-2020 | 10-2021 | Change | 10-2020 | 10-2021 | Change |
| \$99,999 and Below | 35 | 36 | +2.9% | 0 | 0 | -- |
| \$100,000 to \$199,999 | 22 | 17 | -22.7% | 2 | 0 | -100.0% |
| \$200,000 to \$299,999 | 12 | 5 | -58.3% | 5 | 1 | -80.0% |
| \$300,000 to \$399,999 | 20 | 7 | -65.0% | 26 | 8 | -69.2% |
| \$400,000 to \$499,999 | 120 | 14 | -88.3% | 7 | 4 | -42.9% |
| \$500,000 to \$699,999 | 51 | 44 | -13.7% | 8 | 3 | -62.5% |
| \$700,000 to \$999,999 | 41 | 26 | -36.6% | 1 | 0 | -100.0% |
| \$1,000,000 to \$1,999,999 | 33 | 22 | -33.3% | 0 | 0 | -- |
| \$2,000,000 and Above | 30 | 21 | -30.0% | 0 | 0 | -- |
| All Price Ranges | 364 | 192 | -47.3% | 49 | 16 | -67.3% |

Compared to Prior Month

| By Price Range | Single Family | | | Condo | | |
|----------------------------|---------------|------------|---------------|-----------|-----------|---------------|
| | 9-2021 | 10-2021 | Change | 9-2021 | 10-2021 | Change |
| \$99,999 and Below | 35 | 36 | +2.9% | 0 | 0 | -- |
| \$100,000 to \$199,999 | 17 | 17 | 0.0% | 0 | 0 | -- |
| \$200,000 to \$299,999 | 5 | 5 | 0.0% | 3 | 1 | -66.7% |
| \$300,000 to \$399,999 | 10 | 7 | -30.0% | 14 | 8 | -42.9% |
| \$400,000 to \$499,999 | 24 | 14 | -41.7% | 13 | 4 | -69.2% |
| \$500,000 to \$699,999 | 61 | 44 | -27.9% | 5 | 3 | -40.0% |
| \$700,000 to \$999,999 | 35 | 26 | -25.7% | 0 | 0 | -- |
| \$1,000,000 to \$1,999,999 | 23 | 22 | -4.3% | 0 | 0 | -- |
| \$2,000,000 and Above | 21 | 21 | 0.0% | 0 | 0 | -- |
| All Price Ranges | 231 | 192 | -16.9% | 35 | 16 | -54.3% |

Year to Date

| By Price Range | Single Family | | | Condo | | |
|----------------------------|---------------|--------------|---------------|------------|------------|--------------|
| | 10-2020 | 10-2021 | Change | 10-2020 | 10-2021 | Change |
| \$99,999 and Below | 6 | 1 | -83.3% | 0 | 0 | -- |
| \$100,000 to \$199,999 | 35 | 15 | -57.1% | 7 | 3 | -57.1% |
| \$200,000 to \$299,999 | 73 | 64 | -12.3% | 87 | 42 | -51.7% |
| \$300,000 to \$399,999 | 681 | 123 | -81.9% | 215 | 186 | -13.5% |
| \$400,000 to \$499,999 | 1,279 | 732 | -42.8% | 82 | 128 | +56.1% |
| \$500,000 to \$699,999 | 666 | 862 | +29.4% | 20 | 54 | +170.0% |
| \$700,000 to \$999,999 | 297 | 347 | +16.8% | 7 | 8 | +14.3% |
| \$1,000,000 to \$1,999,999 | 120 | 179 | +49.2% | 0 | 0 | -- |
| \$2,000,000 and Above | 21 | 62 | +195.2% | 0 | 0 | -- |
| All Price Ranges | 3,178 | 2,385 | -25.0% | 418 | 421 | +0.7% |

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®



| | |
|---------------------------------------|--|
| New Listings | A measure of how much new supply is coming onto the market from sellers. |
| Pending Sales | A count of all listings that went into Pending status during the reported period. Pending listings are counted at the end of the reported period only once. So if a listing goes into, out of and back into Pending status during the reporting period, it is counted just one time. 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. The Pending Sales metric includes Pending, Active/Backup and Active/First Right. |
| 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 median 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 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. |