

# The Seller's Market Keeps Outdoing Itself — Look at These Charts

By **JIM SMITH, Realtor®**

Month after month the statistics of this real estate market have been jaw-dropping. Sellers have responded

to the call and put their homes on the market, but not as fast as buyers have been snapping them up. These charts showing five-year statistics

through the end of April tell the story better than words can express!

These charts are best read by column instead of horizontally.

These charts are posted at [www.JimSmithBlog.com](http://www.JimSmithBlog.com), where they are bigger and more readable.

Source for charts: Metrolist

## Active Listings at an All-Time Low...

Month	2009	2010	2011	2012	2013	2014
Jan	14,579	31,944	35,457	24,502	16,881	8,473
Feb	15,374	34,625	36,322	24,263	16,589	8,228
Mar	16,793	37,879	38,837	24,552	16,523	8,161
Apr	17,779	39,887	39,964	24,960	17,563	8,083
May	18,828	40,272	40,904	25,719	19,554	
Jun	20,771	42,088	40,917	26,211	20,559	
Jul	22,950	42,604	39,243	25,754	20,797	
Aug	24,024	42,201	37,892	25,434	19,907	
Sep	26,893	41,005	35,900	24,176	18,127	
Oct	29,832	38,576	33,225	22,666	14,674	
Nov	31,923	36,821	30,719	20,879	10,854	
Dec	30,075	35,076	27,569	18,906	9,296	

## Average Days on Market is Down...

Month	2009	2010	2011	2012	2013	2014
Jan	102	94	125	108	80	60
Feb	107	91	124	106	80	56
Mar	109	88	118	102	66	52
Apr	104	82	112	89	56	42
May	103	76	109	78	48	
Jun	100	85	104	70	42	
Jul	100	91	101	66	39	
Aug	95	95	100	65	40	
Sep	94	103	109	66	42	
Oct	93	104	102	71	47	
Nov	81	113	104	70	52	
Dec	91	117	107	77	59	

## Number of Sales Is Highest in 5 Years...

Month	2009	2010	2011	2012	2013	2014
Jan	2,311	2,106	2,024	2,321	2,850	3,766
Feb	2,627	2,571	2,361	2,689	3,222	4,204
Mar	3,247	3,823	3,373	3,698	4,492	5,411
Apr	3,429	4,395	3,638	4,092	4,978	6,127
May	3,786	4,466	3,878	4,902	5,883	
Jun	4,358	4,049	4,305	5,097	5,842	
Jul	4,450	3,108	3,874	4,585	6,145	
Aug	3,908	3,080	4,038	4,815	5,791	
Sep	3,821	3,054	3,474	4,034	4,764	
Oct	4,054	2,904	3,253	4,148	4,543	
Nov	3,529	2,795	3,109	3,854	4,920	
Dec	2,916	3,037	3,137	3,415	5,293	

## Ratio of Sold to Original Price Near 100%

Month	2009	2010	2011	2012	2013	2014
Jan	93.7%	94.9%	92.4%	95.2%	97.2%	97.4%
Feb	93.8%	95.6%	93.3%	95.5%	97.6%	98.0%
Mar	93.9%	95.9%	94.0%	96.1%	98.3%	98.6%
Apr	95.1%	96.1%	94.8%	97.0%	98.9%	99.5%
May	95.3%	96.2%	94.9%	97.6%	99.5%	
Jun	96.0%	95.5%	95.2%	97.8%	100.0%	
Jul	96.0%	95.1%	95.2%	97.8%	99.2%	
Aug	96.2%	94.3%	94.9%	97.4%	98.8%	
Sep	96.3%	93.9%	94.7%	97.3%	98.3%	
Oct	96.2%	93.1%	94.5%	97.2%	97.7%	
Nov	96.1%	92.9%	94.7%	97.0%	97.4%	
Dec	95.1%	92.4%	95.2%	96.9%	97.3%	

## ... Despite Increase in New Listings!

Month	2009	2010	2011	2012	2013	2014
Jan	4,174	9,692	7,485	5,702	5,723	5,672
Feb	3,951	10,201	6,942	6,335	6,307	5,904
Mar	5,027	12,771	10,109	8,400	7,967	8,230
Apr	4,996	13,385	9,696	8,371	9,682	9,489
May	5,322	9,425	9,236	9,429	11,947	
Jun	6,179	11,044	9,274	8,946	11,706	
Jul	6,488	10,532	7,824	7,867	11,317	
Aug	6,071	9,738	7,463	8,184	10,407	
Sep	6,970	8,794	6,398	6,575	7,800	
Oct	7,045	7,474	5,635	6,311	7,572	
Nov	5,714	6,041	4,583	4,898	4,769	
Dec	4,702	5,023	3,295	3,525	3,297	

## ... But Look at Median Days on Market!

Month	2009	2010	2011	2012	2013	2014
Jan	66	57	90	67	43	34
Feb	74	56	89	66	41	28
Mar	69	47	80	55	24	17
Apr	56	40	67	36	16	9
May	56	40	62	28	13	
Jun	54	45	58	26	11	
Jul	51	55	58	26	13	
Aug	47	61	57	29	16	
Sep	49	68	64	31	19	
Oct	48	71	62	32	24	
Nov	42	77	65	34	28	
Dec	49	81	64	39	31	

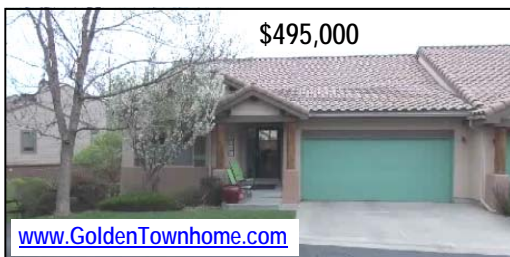
## ... Bringing Inventory Down to 1 Month!

Month	2009	2010	2011	2012	2013	2014
Jan	6	15	18	11	6	2
Feb	6	13	15	9	5	2
Mar	5	10	12	7	4	2
Apr	5	9	11	6	4	1
May	5	9	11	5	3	
Jun	5	10	10	5	4	
Jul	5	14	10	6	3	
Aug	6	14	9	5	3	
Sep	7	13	10	6	4	
Oct	7	13	10	5	3	
Nov	9	13	10	5	2	
Dec	10	12	9	6	2	

## ... But See Ratio of Sold to Listing Price!

Month	2009	2010	2011	2012	2013	2014
Jan	97.7%	98.1%	97.1%	97.8%	98.4%	98.5%
Feb	97.9%	98.0%	97.4%	97.8%	98.9%	99.0%
Mar	97.9%	98.1%	97.6%	98.1%	99.3%	99.4%
Apr	98.1%	98.3%	97.9%	98.4%	99.6%	100.0%
May	98.1%	98.4%	97.6%	98.6%	100.0%	
Jun	98.4%	98.1%	97.8%	98.8%	100.0%	
Jul	98.2%	97.8%	97.7%	98.9%	100.0%	
Aug	98.3%	97.7%	97.7%	98.7%	99.7%	
Sep	98.5%	97.5%	97.6%	98.7%	99.3%	
Oct	98.5%	97.5%	97.6%	98.6%	99.1%	
Nov	98.5%	97.5%	97.7%	98.5%	98.8%	
Dec	98.1%	97.4%	97.7%	98.5%	98.8%	

## All Listings by Golden Real Estate Agents Get Video Tours



\$495,000

[www.GoldenTownhome.com](http://www.GoldenTownhome.com)

### 1024 Cottonwood Circle, Golden

This spacious townhome is located in Cottonwood Villas, just across from Harmony Village and the Fossil Trace Golf Club, close to walking trails, Colorado School of Mines and downtown Golden. The main level has an open floor plan, with vaulted ceiling and cozy gas fireplace, perfect for entertaining. On the main floor is the master suite, another bedroom/office, laundry room and access to the 2-car garage. The walkout basement has 9' ceilings with a family room, storage area, 2 more bedrooms and a shared bathroom with separate vanities. Open this Saturday, May 10, 1-4 pm. Just listed by Mark Spencer.

Take a narrated YouTube video tour of each of these three homes at the websites shown above. Demand that your listing agent do video tours too!



\$679,000

[www.ConiferHome.info](http://www.ConiferHome.info)

### 28847 Richmond Hill Rd., Conifer

A well-kept home on 10 acres of useable land, beautiful open floor plan, lots of windows, vaulted ceilings, new carpet, 30x40 barn has 4 stalls and storage, 3-car heated garage, hardwood floor, wood-burning stove with custom finishes. Just listed by Carrie Lovingier. Open Sat. May 17th, 1-4 p.m.



Serving the West Metro Area



\$325,000

[www.LakewoodHome.info](http://www.LakewoodHome.info)

### 1270 Cody Street, Lakewood

This home is owned by Lakewood United Methodist Church and occupied by a pastor. This 1958 ranch-style home has a Frank Lloyd Wright-inspired design and sits on a one-third acre lot. It is surprisingly big, with 5 bedrooms and 2,668 sq. ft. Just listed by Jim Smith, it will be open this Saturday, 3-5 p.m.

**Jim Smith**

Broker/Owner

**Golden Real Estate, Inc.**

DIRECT: 303-525-1851

EMAIL: [Jim@GoldenRealEstate.com](mailto:Jim@GoldenRealEstate.com)

17695 South Golden Road, Golden 80401

WEBSITE: [www.GoldenRealEstate.com](http://www.GoldenRealEstate.com)



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