

# Buyer Activity & Competing Offers Continue to Decline, But Still Quite High

In 2011 Golden Real Estate developed a new index for measuring buyer activity. What we've done now for 20 straight months is to compute the percentage of unsold MLS listings by area and price range that are under contract.

Usually, the charts shown here only appear on [www.JimSmithBlog.com](http://www.JimSmithBlog.com), but this month I'm including them here in full. Subscribe to my blog if you'd like to be alerted each time I post the

updated monthly charts. The chart at right shows how the percentage of inventory under contract peaked this spring and is on the decline — but still very high, and still much higher than the same month last year. The three lines at bottom right of the big chart show that, unlike in the past, buyers are no longer snapping up new listings faster than they're put on the MLS — the main reason the inventory of active listings kept declining month after month.

## REAL ESTATE TODAY



By JIM SMITH, Realtor®

### Percentage of Inventory Under Contract by County or Area

	2012						2013						
	6/30	7/31	8/31	9/30	10/31	11/30	12/31	1/31	2/28	3/31	4/30	5/31	6/30
Denver Northeast .....	55.6	52.9	55.8	55.3	55.9	56.7	54.7	60.2	64.4	71.4	70.5	63.7	58.3
Denver Southeast .....	42.9	42.1	41.3	38.9	39.8	42.5	39.9	44.9	51.9	54.7	55.0	54.8	49.9
Denver Northwest .....	51.3	46.0	42.9	41.6	44.7	50.6	50.3	57.2	61.8	66.1	64.5	61.2	55.0
Denver Southwest .....	56.0	56.2	56.4	51.9	55.1	52.5	56.8	58.2	66.3	67.1	70.6	66.2	63.3
Downtown Denver .....	26.5	30.4	27.2	21.9	24.0	22.9	18.0	26.9	27.6	29.0	31.1	33.8	30.4
Denver City & County .....	48.2	46.7	46.3	44.0	45.6	47.4	46.2	51.3	56.6	60.9	60.6	58.1	53.2
Jefferson County (Non-Foothills) ...	49.7	47.5	48.5	47.5	47.4	47.2	48.0	55.1	59.9	61.9	64.8	63.0	58.8
Jefferson County (Foothills) .....	22.5	23.6	22.0	25.1	22.8	20.7	19.8	26.2	31.6	36.5	36.5	31.4	24.9
Adams County .....	58.8	56.7	53.3	54.0	51.5	53.0	50.4	55.8	60.9	65.6	65.9	64.6	60.4
Arapahoe County .....	54.9	53.5	51.5	53.3	53.1	53.7	54.0	59.4	63.5	64.7	66.8	64.5	59.9
City of Aurora .....	63.3	61.8	56.3	60.2	58.8	60.4	60.3	65.0	67.9	70.4	70.3	69.9	63.0
Douglas County .....	42.4	40.7	40.7	40.5	41.7	42.7	41.7	47.2	52.3	55.6	56.3	55.3	50.9
Broomfield .....	49.1	43.3	47.5	48.1	49.6	51.7	47.7	48.6	57.6	59.7	60.7	62.3	61.2
Boulder County .....	37.9	32.9	31.9	33.9	37.6	37.8	37.1	40.4	48.5	54.3	55.2	53.4	48.7
Clear Creek County .....	22.7	21.1	21.2	24.7	25.5	23.9	25.0	31.5	40.5	37.6	34.2	29.3	15.8
Gilpin County .....	19.6	19.4	19.9	23.6	24.2	23.7	26.5	36.0	31.0	37.1	29.4	18.0	26.2
Elbert County .....	31.3	31.4	33.8	32.1	32.8	31.0	30.0	40.4	40.9	40.0	45.7	42.3	35.0
El Paso County .....	31.0	28.5	25.9	27.3	27.5	28.2	28.3	30.5	33.8	36.5	37.0	35.5	32.7
Larimer County .....	34.7	32.6	31.2	31.7	31.6	30.8	32.5	36.7	39.8	44.7	47.6	46.6	44.2
Weld County .....	44.6	42.0	40.0	38.1	38.0	37.2	36.7	41.1	45.9	49.7	52.5	51.4	50.4
Total MLS .....	40.8	38.7	37.3	37.8	38.4	38.6	38.2	42.7	47.2	50.4	51.8	50.1	46.5

By Price Range:	Denver			Jeffco			Total MLS		
	4/30/13	5/31/13	6/30/13	4/30/13	5/31/13	6/30/13	4/30/13	5/31/13	6/30/13
\$1,000 - \$200,000	70.2	67.8	64.1	73.6	69.7	66.4	60.4	59.1	55.7
\$200,001 - \$300,000	64.6	62.4	56.9	71.4	66.2	62.2	58.4	55.8	52.6
\$300,001 - \$400,000	63.4	58.2	52.9	64.0	57.7	52.6	51.1	49.1	45.4
\$400,001 - \$500,000	60.4	53.8	49.2	47.7	51.6	46.8	47.1	46.5	42.4
\$500,001 - \$600,000	51.7	49.8	47.8	38.7	40.9	34.9	39.5	38.2	34.3
\$600,001 - \$700,000	44.0	42.2	34.8	32.8	32.5	30.9	33.9	34.2	30.0
\$700,001 - \$1 Million	36.7	43.7	34.9	29.8	27.8	19.5	29.4	29.6	25.5
\$1 Million +	31.6	34.1	28.1	10.4	11.0	10.5	17.0	18.5	16.3
ALL PRICE RANGES:	60.5	58.0	53.2	59.4	56.2	51.7	51.8	50.1	46.6

Under Contract = 15,970      Total Inventory (Active + Under Contract) = 34,308  
 Last Month: Under Contract = 16,544      Total Inventory (Active + Under Contract) = 33,028  
 Previous Month: Under Contract = 16,181      Total Inventory (Active + Under Contract) = 31,236

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