

# Monthly Indicators



## December 2017

Percent changes calculated using year-over-year comparisons.

New Listings were up 14.6 percent for single family homes and 15.8 percent for townhouse-condo properties. Pending Sales increased 7.7 percent for single family homes and 10.0 percent for townhouse-condo properties.

The Median Sales Price was up 8.3 percent to \$446,250 for single family homes and 18.8 percent to \$300,000 for townhouse-condo properties. Days on Market remained flat for single family homes but decreased 14.3 percent for townhouse-condo properties.

Unemployment rates have remained low throughout 2017, and wages have shown improvement, though not always to levels that match home price increases. Yet housing demand remained incredibly strong in 2017, even in the face of higher mortgage rates that are likely to increase further in 2018. Home building and selling professionals are both cautiously optimistic for the year ahead. Housing and economic indicators give reason for this optimism, with or without new federal tax legislation.

## Activity Snapshot

<b>+ 33.8%</b>	<b>+ 17.2%</b>	<b>- 1.1%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> All Properties

Residential real estate activity in La Plata and San Juan Counties, comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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# Single Family Market Overview

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



Key Metrics	Historical Sparkbars	12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		48	55	+ 14.6%	1,362	1,361	- 0.1%
<b>Pending Sales</b>		52	56	+ 7.7%	864	845	- 2.2%
<b>Sold Listings</b>		60	80	+ 33.3%	850	853	+ 0.4%
<b>Median Sales Price</b>		\$412,000	\$446,250	+ 8.3%	\$388,750	\$398,000	+ 2.4%
<b>Avg. Sales Price</b>		\$461,937	\$535,374	+ 15.9%	\$454,727	\$455,965	+ 0.3%
<b>Pct. of List Price Received</b>		96.1%	96.9%	+ 0.8%	96.7%	97.2%	+ 0.5%
<b>Days on Market</b>		156	156	0.0%	135	130	- 3.7%
<b>Cumulative Days on Market</b>		193	183	- 5.2%	158	146	- 7.6%
<b>Affordability Index</b>		75	67	- 10.7%	76	78	+ 2.6%
<b>Active Listings</b>		403	390	- 3.2%	--	--	--
<b>Months Supply</b>		5.7	5.5	- 3.5%	--	--	--

# Townhouse/Condo Market Overview

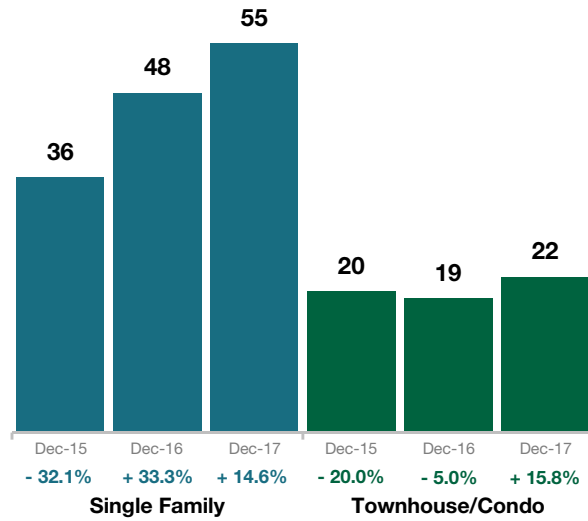
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



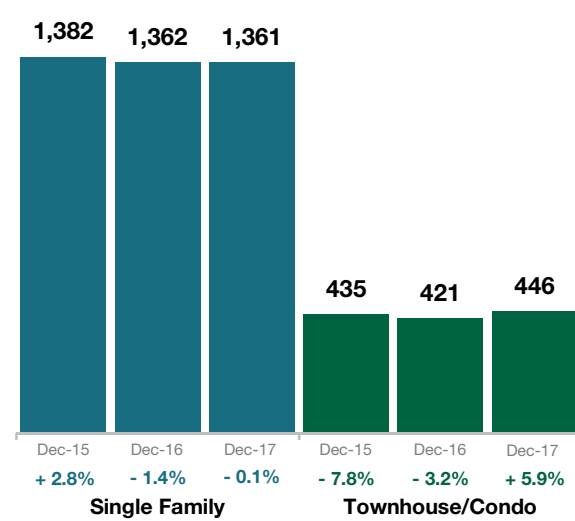
Key Metrics	Historical Sparkbars	12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		19	22	+ 15.8%	421	446	+ 5.9%
<b>Pending Sales</b>		20	22	+ 10.0%	337	332	- 1.5%
<b>Sold Listings</b>		20	27	+ 35.0%	325	349	+ 7.4%
<b>Median Sales Price</b>		\$252,475	\$300,000	+ 18.8%	\$264,000	\$289,500	+ 9.7%
<b>Avg. Sales Price</b>		\$282,158	\$301,064	+ 6.7%	\$303,031	\$315,683	+ 4.2%
<b>Pct. of List Price Received</b>		97.5%	97.6%	+ 0.1%	97.4%	97.7%	+ 0.3%
<b>Days on Market</b>		175	150	- 14.3%	136	133	- 2.2%
<b>Cumulative Days on Market</b>		187	150	- 19.8%	151	143	- 5.3%
<b>Affordability Index</b>		122	119	- 2.5%	114	113	- 0.9%
<b>Active Listings</b>		120	127	+ 5.8%	--	--	--
<b>Months Supply</b>		4.4	4.4	0.0%	--	--	--

# New Listings

## December

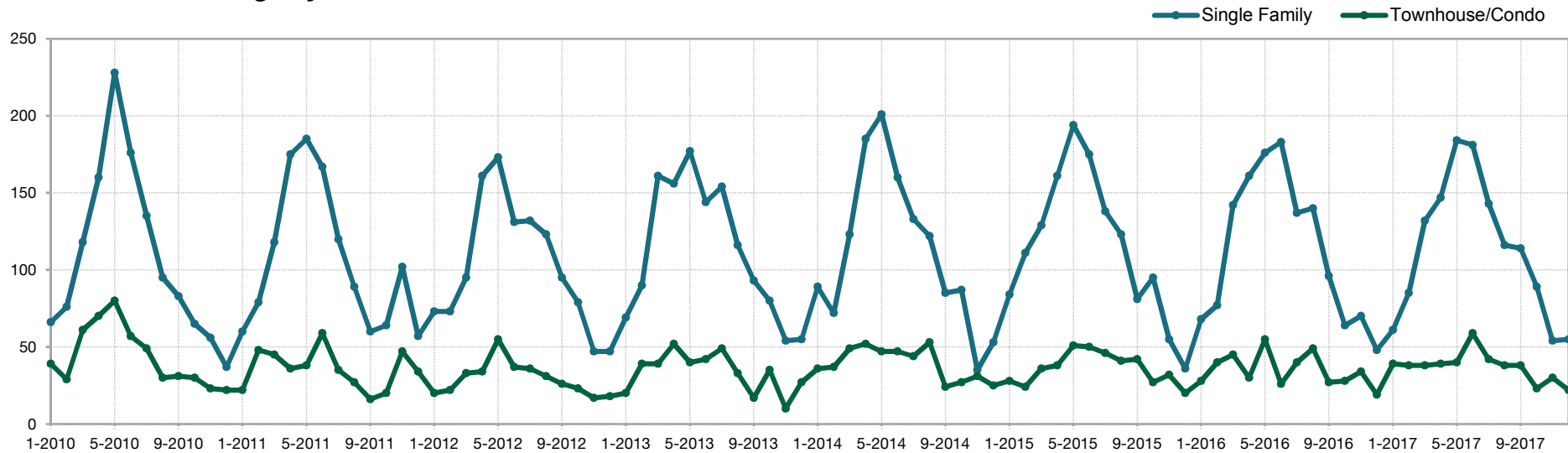


## Year to Date



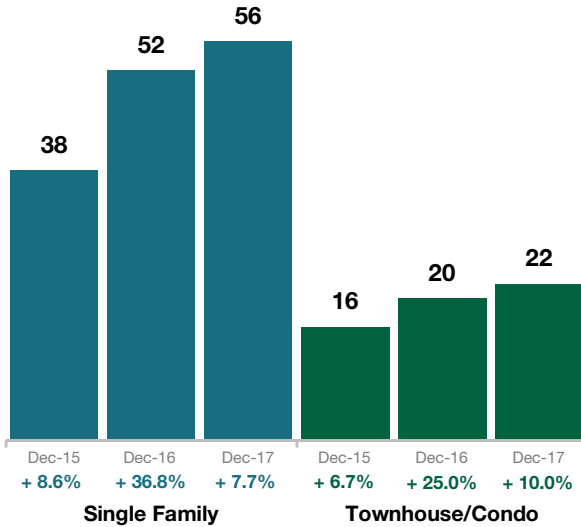
New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2017	61	-10.3%	39	+39.3%
Feb-2017	85	+10.4%	38	-5.0%
Mar-2017	132	-7.0%	38	-15.6%
Apr-2017	147	-8.7%	39	+30.0%
May-2017	184	+4.5%	40	-27.3%
Jun-2017	181	-1.1%	59	+126.9%
Jul-2017	143	+4.4%	42	+5.0%
Aug-2017	116	-17.1%	38	-22.4%
Sep-2017	114	+18.8%	38	+40.7%
Oct-2017	89	+39.1%	23	-17.9%
Nov-2017	54	-22.9%	30	-11.8%
<b>Dec-2017</b>	<b>55</b>	<b>+14.6%</b>	<b>22</b>	<b>+15.8%</b>

## Historical New Listings by Month

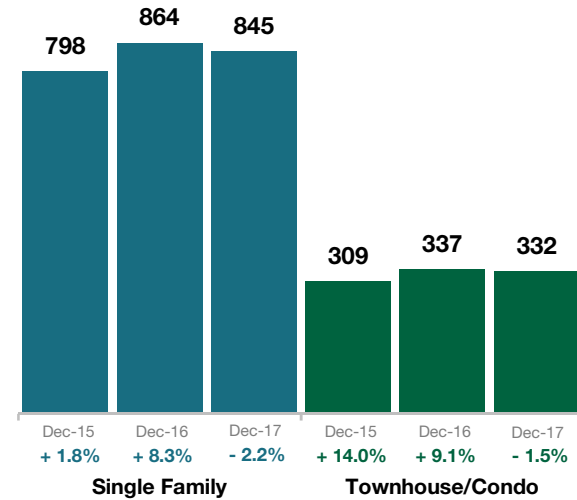


# Pending Sales

## December

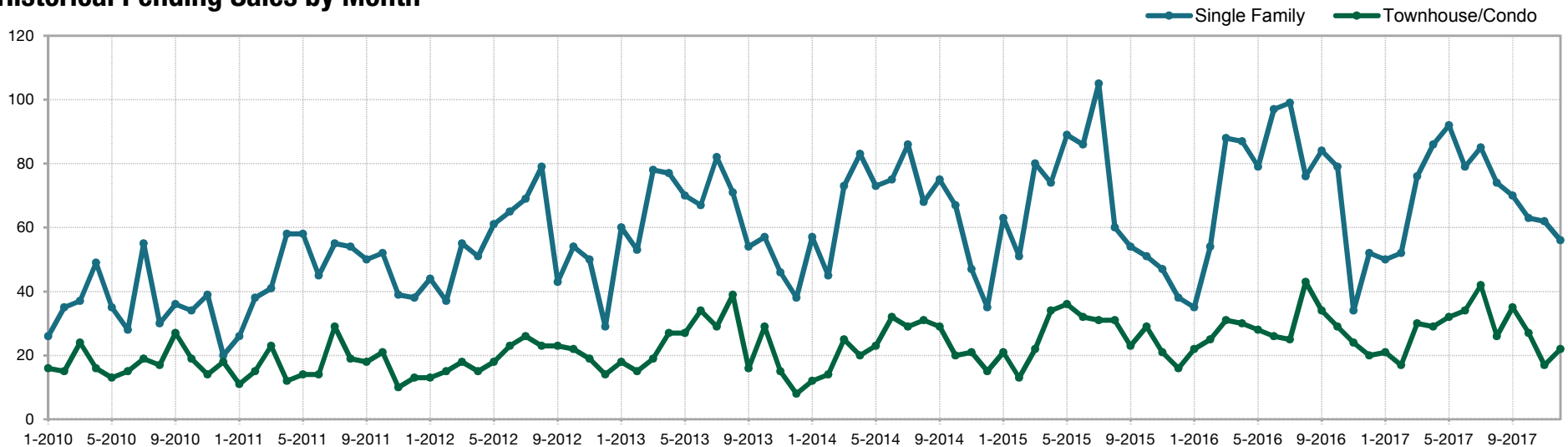


## Year to Date



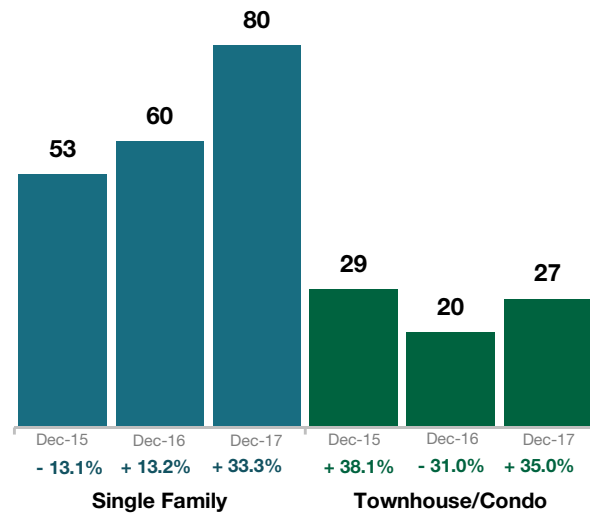
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2017	50	+42.9%	21	-4.5%
Feb-2017	52	-3.7%	17	-32.0%
Mar-2017	76	-13.6%	30	-3.2%
Apr-2017	86	-1.1%	29	-3.3%
May-2017	92	+16.5%	32	+14.3%
Jun-2017	79	-18.6%	34	+30.8%
Jul-2017	85	-14.1%	42	+68.0%
Aug-2017	74	-2.6%	26	-39.5%
Sep-2017	70	-16.7%	35	+2.9%
Oct-2017	63	-20.3%	27	-6.9%
Nov-2017	62	+82.4%	17	-29.2%
<b>Dec-2017</b>	<b>56</b>	<b>+7.7%</b>	<b>22</b>	<b>+10.0%</b>

## Historical Pending Sales by Month

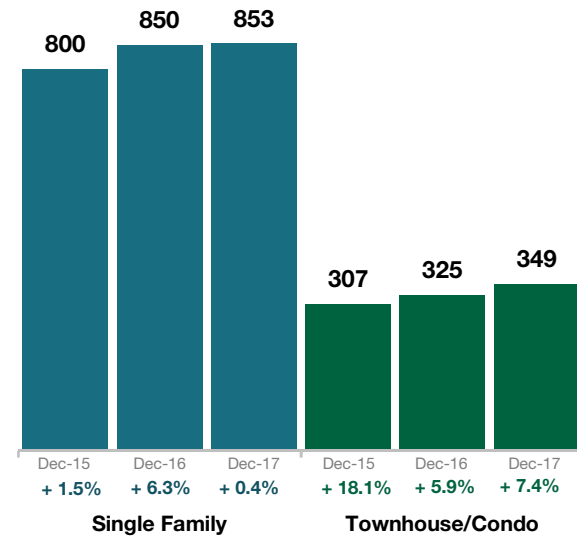


# Sold Listings

## December

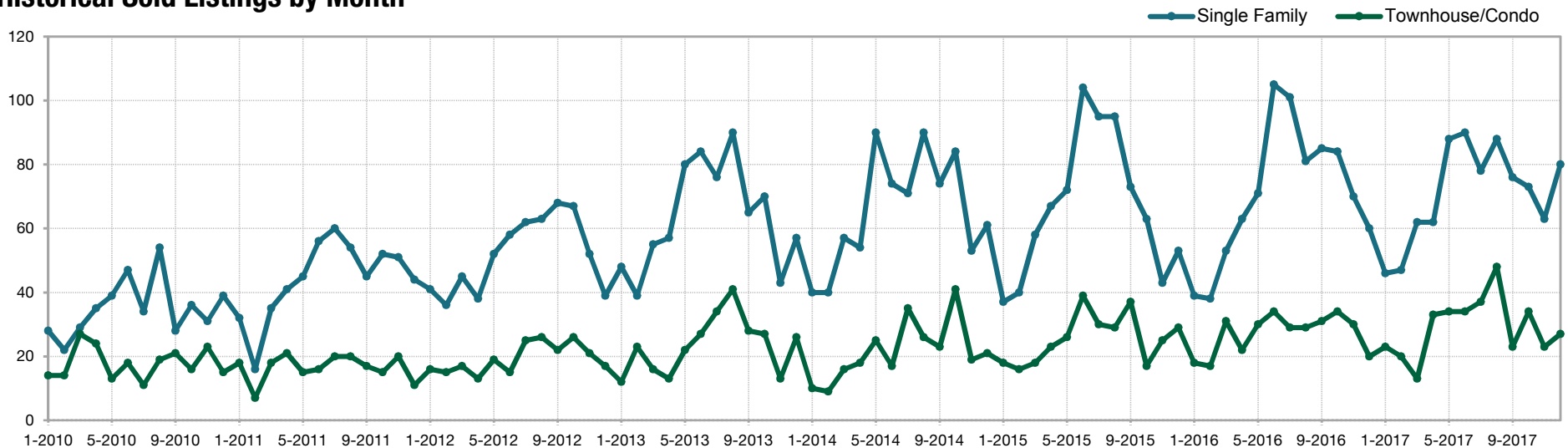


## Year to Date



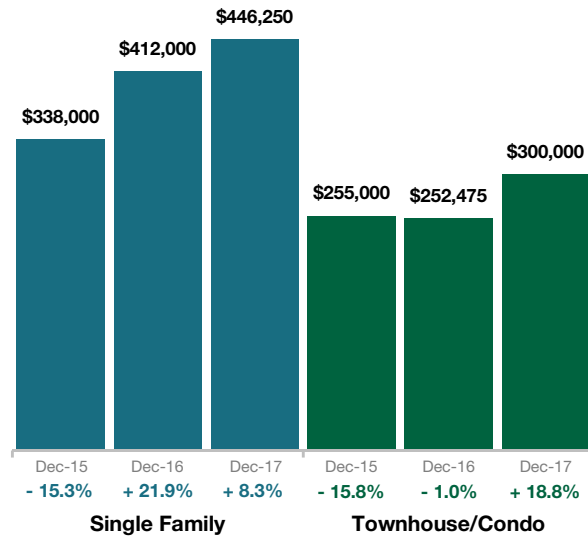
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2017	46	+17.9%	23	+27.8%
Feb-2017	47	+23.7%	20	+17.6%
Mar-2017	62	+17.0%	13	-58.1%
Apr-2017	62	-1.6%	33	+50.0%
May-2017	88	+23.9%	34	+13.3%
Jun-2017	90	-14.3%	34	0.0%
Jul-2017	78	-22.8%	37	+27.6%
Aug-2017	88	+8.6%	48	+65.5%
Sep-2017	76	-10.6%	23	-25.8%
Oct-2017	73	-13.1%	34	0.0%
Nov-2017	63	-10.0%	23	-23.3%
<b>Dec-2017</b>	<b>80</b>	<b>+33.3%</b>	<b>27</b>	<b>+35.0%</b>

## Historical Sold Listings by Month

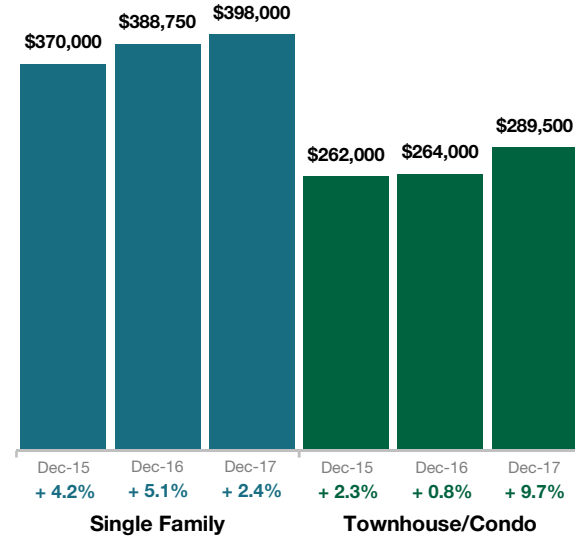


# Median Sales Price

## December

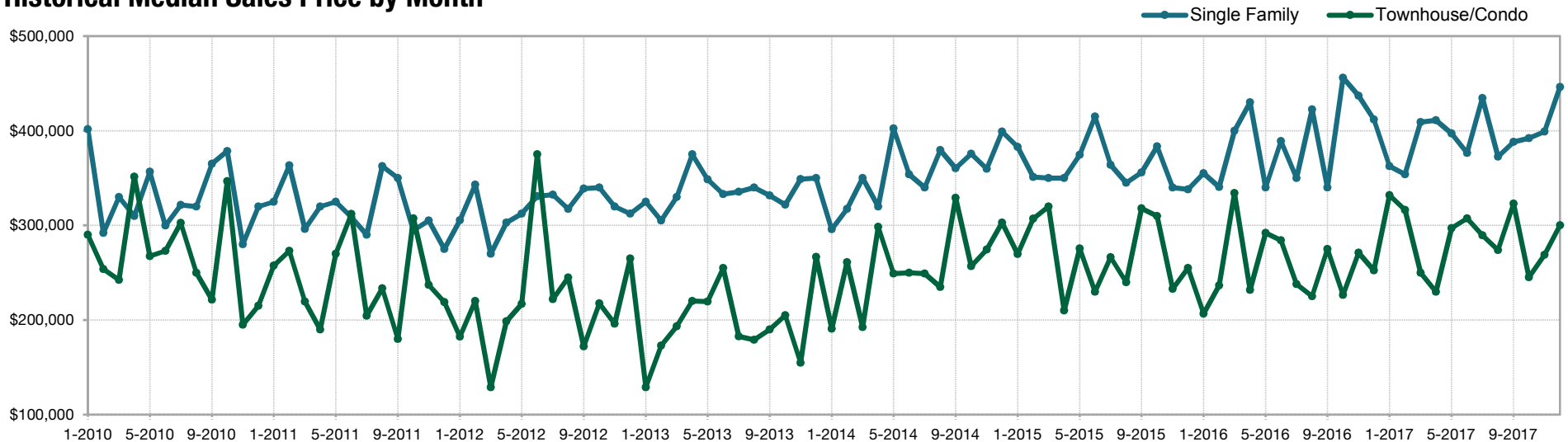


## Year to Date



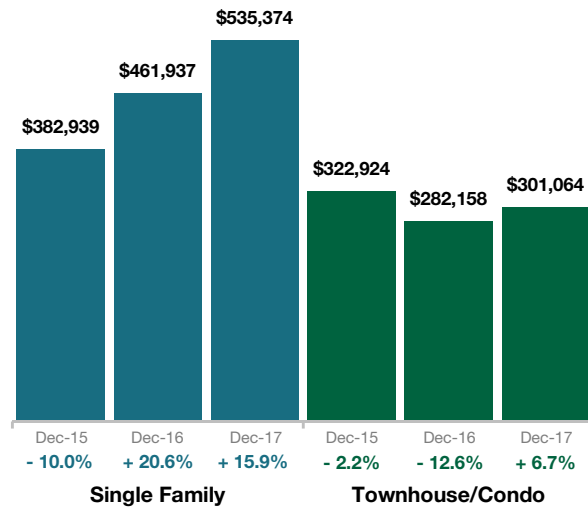
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2017	\$362,500	+2.1%	\$332,000	+60.7%
Feb-2017	\$353,785	+3.9%	\$316,250	+33.7%
Mar-2017	\$409,250	+2.3%	\$250,000	-25.1%
Apr-2017	\$411,200	-4.4%	\$229,900	-0.8%
May-2017	\$397,000	+16.8%	\$296,970	+1.7%
Jun-2017	\$376,500	-3.2%	\$307,500	+8.2%
Jul-2017	\$434,475	+24.2%	\$289,500	+21.6%
Aug-2017	\$372,500	-11.8%	\$274,000	+21.8%
Sep-2017	\$388,260	+14.2%	\$323,000	+17.5%
Oct-2017	\$392,000	-14.0%	\$245,250	+8.3%
Nov-2017	\$399,000	-8.7%	\$269,000	-0.7%
<b>Dec-2017</b>	<b>\$446,250</b>	<b>+8.3%</b>	<b>\$300,000</b>	<b>+18.8%</b>

## Historical Median Sales Price by Month

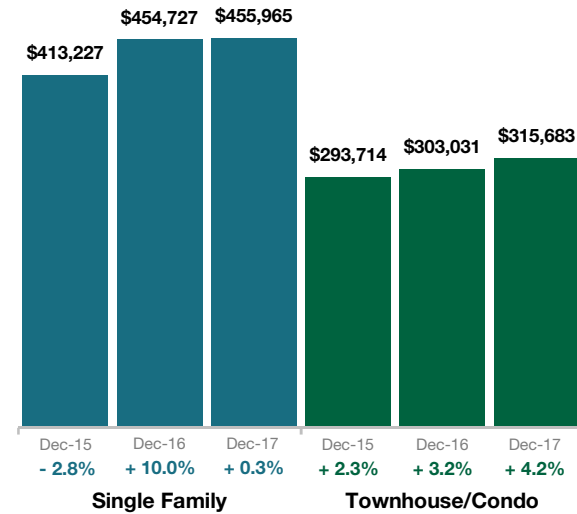


# Average Sales Price

## December

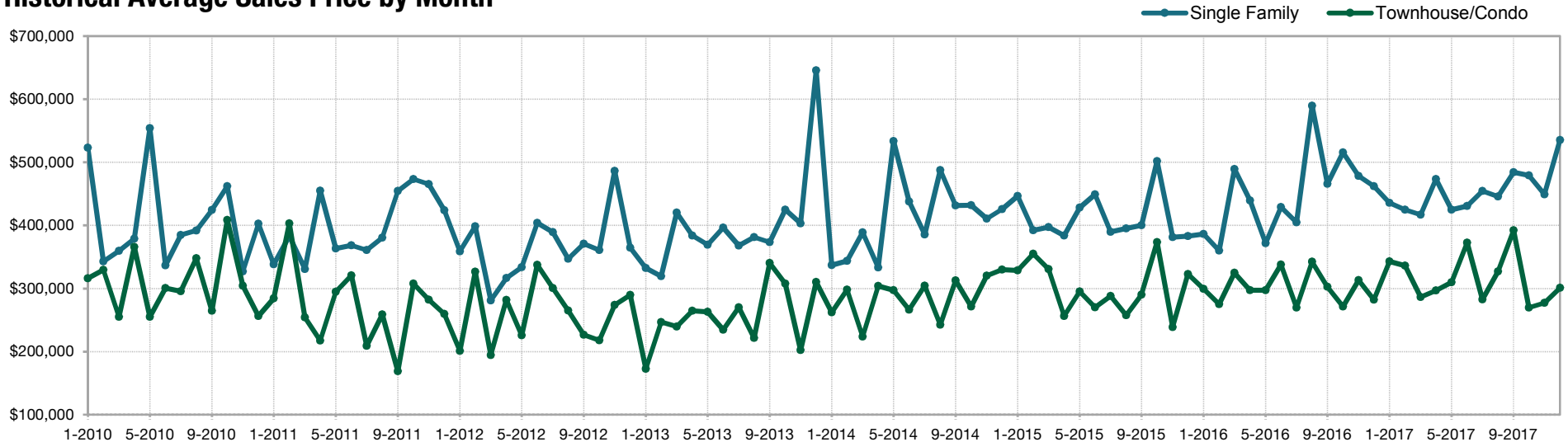


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2017	\$435,637	+12.7%	\$342,778	+14.4%
Feb-2017	\$424,822	+18.1%	\$336,220	+22.2%
Mar-2017	\$416,779	-14.8%	\$286,254	-11.9%
Apr-2017	\$473,324	+7.7%	\$297,024	-0.1%
May-2017	\$424,675	+14.3%	\$309,876	+4.2%
Jun-2017	\$430,555	+0.4%	\$372,526	+10.3%
Jul-2017	\$454,625	+12.3%	\$282,482	+4.7%
Aug-2017	\$445,737	-24.4%	\$326,924	-4.5%
Sep-2017	\$484,401	+4.0%	\$392,404	+29.6%
Oct-2017	\$479,326	-7.0%	\$269,575	-0.7%
Nov-2017	\$449,266	-6.0%	\$277,248	-11.4%
<b>Dec-2017</b>	<b>\$535,374</b>	<b>+15.9%</b>	<b>\$301,064</b>	<b>+6.7%</b>

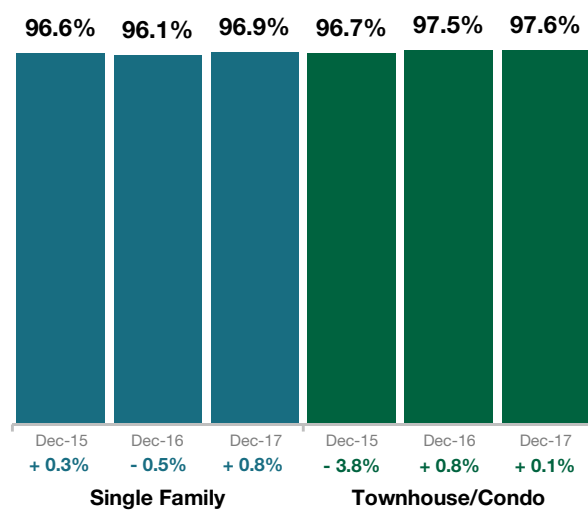
## Historical Average Sales Price by Month



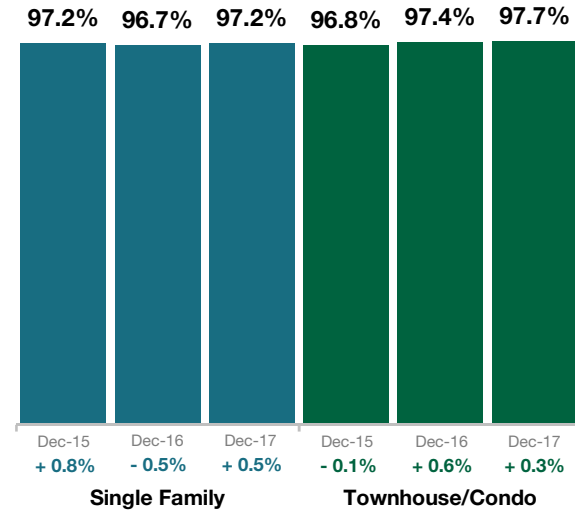


# Percent of List Price Received

## December

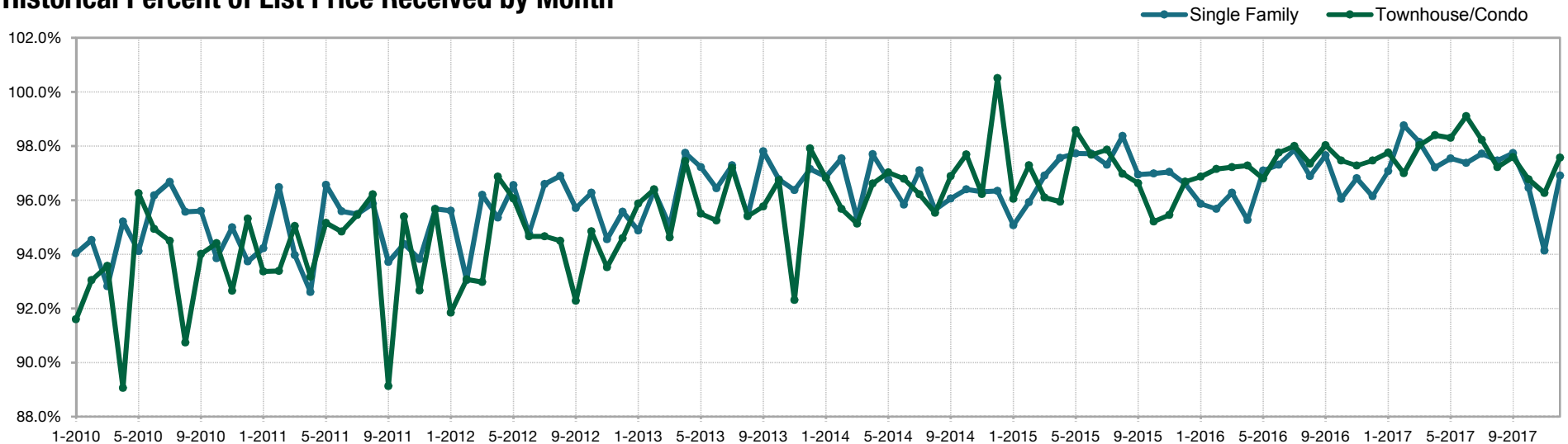


## Year to Date



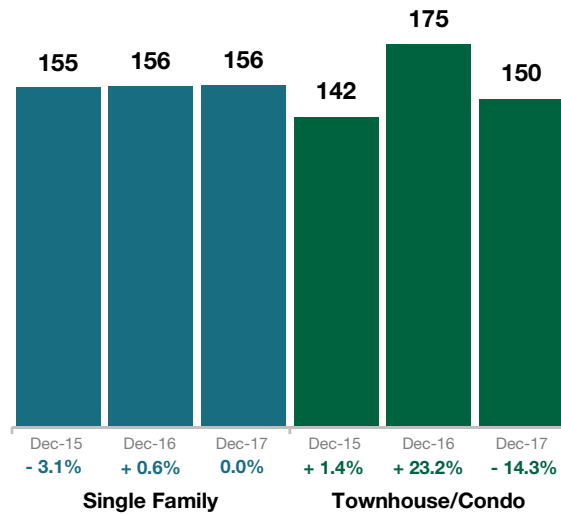
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2017	97.1%	+1.3%	97.8%	+0.9%
Feb-2017	98.8%	+3.2%	97.0%	-0.1%
Mar-2017	98.1%	+1.9%	98.0%	+0.8%
Apr-2017	97.2%	+2.0%	98.4%	+1.1%
May-2017	97.5%	+0.4%	98.3%	+1.5%
Jun-2017	97.4%	+0.1%	99.1%	+1.3%
Jul-2017	97.7%	-0.2%	98.2%	+0.2%
Aug-2017	97.5%	+0.6%	97.2%	-0.1%
Sep-2017	97.7%	0.0%	97.6%	-0.4%
Oct-2017	96.5%	+0.4%	96.8%	-0.7%
Nov-2017	94.1%	-2.8%	96.3%	-1.0%
<b>Dec-2017</b>	<b>96.9%</b>	<b>+0.8%</b>	<b>97.6%</b>	<b>+0.1%</b>

## Historical Percent of List Price Received by Month

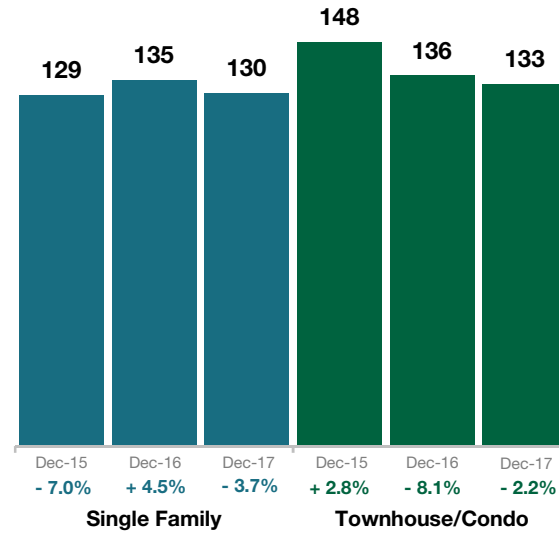


# Days on Market Until Sale

## December

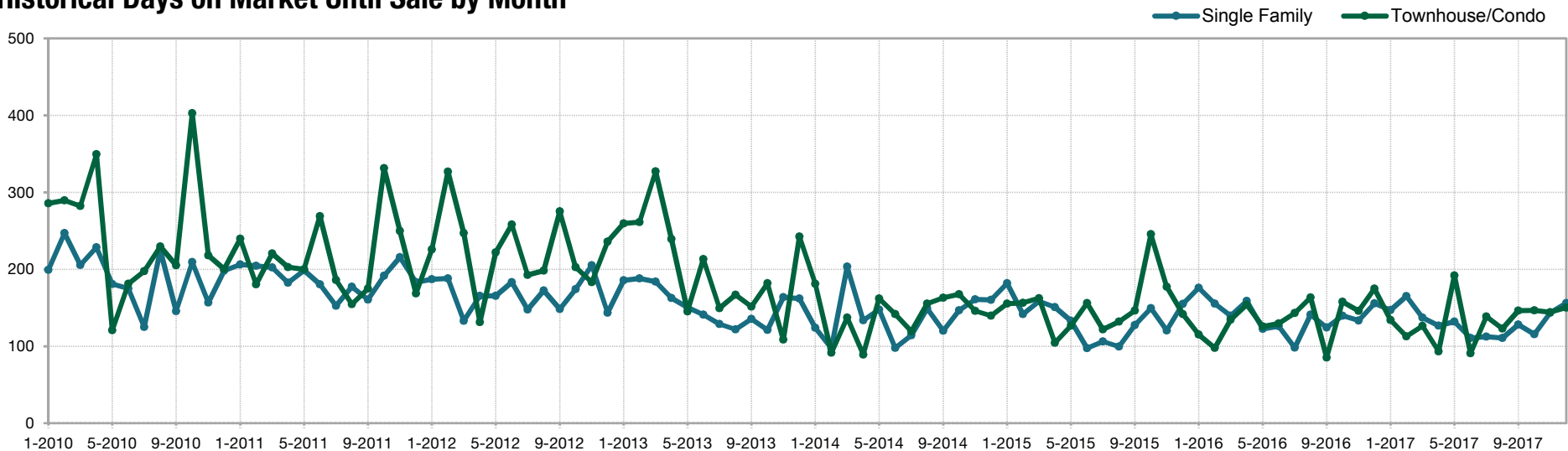


## Year to Date



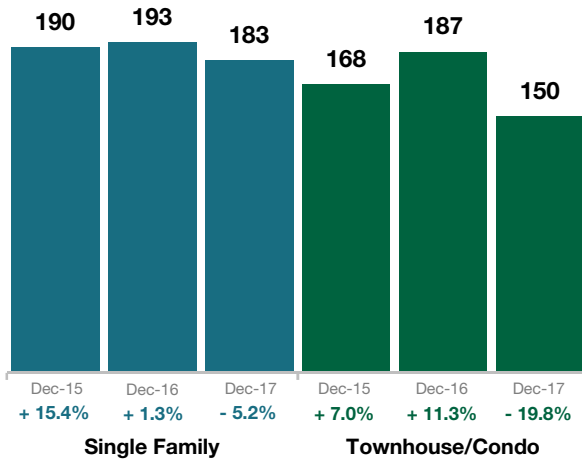
Days on Market	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2017	147	-16.5%	134	+16.5%
Feb-2017	165	+6.5%	113	+15.3%
Mar-2017	137	-2.1%	126	-6.7%
Apr-2017	127	-20.1%	93	-39.6%
May-2017	132	+8.2%	192	+52.4%
Jun-2017	111	-11.9%	91	-30.0%
Jul-2017	113	+15.3%	139	-2.8%
Aug-2017	111	-21.3%	123	-24.5%
Sep-2017	128	+3.2%	146	+71.8%
Oct-2017	116	-17.1%	147	-7.0%
Nov-2017	144	+7.5%	144	-1.4%
<b>Dec-2017</b>	<b>156</b>	<b>0.0%</b>	<b>150</b>	<b>-14.3%</b>

## Historical Days on Market Until Sale by Month

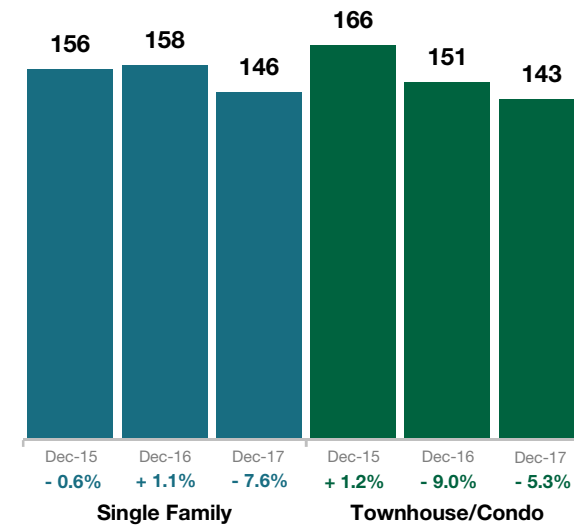


# Cumulative Days on Market Until Sale

## December

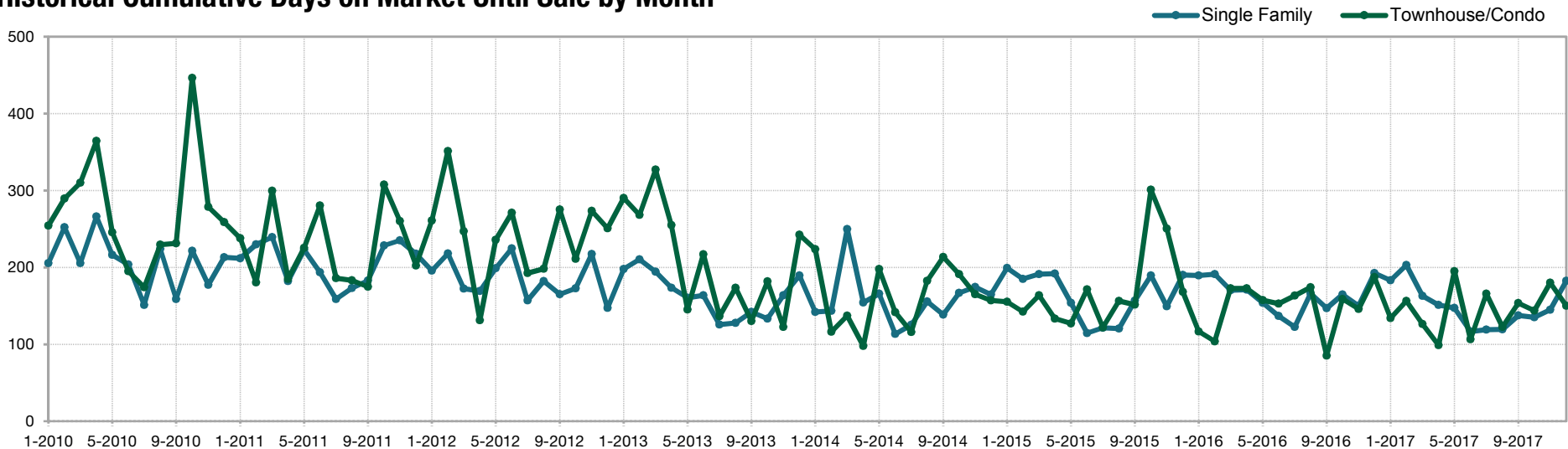


## Year to Date



Cumulative Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2017	183	-3.7%	134	+14.5%
Feb-2017	203	+6.3%	156	+50.0%
Mar-2017	163	-4.1%	126	-27.2%
Apr-2017	151	-11.7%	99	-42.8%
May-2017	147	-4.5%	195	+24.2%
Jun-2017	117	-14.6%	107	-30.1%
Jul-2017	119	-3.3%	166	+1.8%
Aug-2017	119	-28.3%	123	-29.3%
Sep-2017	137	-6.8%	154	+81.2%
Oct-2017	135	-18.2%	144	-9.4%
Nov-2017	145	-3.3%	180	+23.3%
<b>Dec-2017</b>	<b>183</b>	<b>-5.2%</b>	<b>150</b>	<b>-19.8%</b>

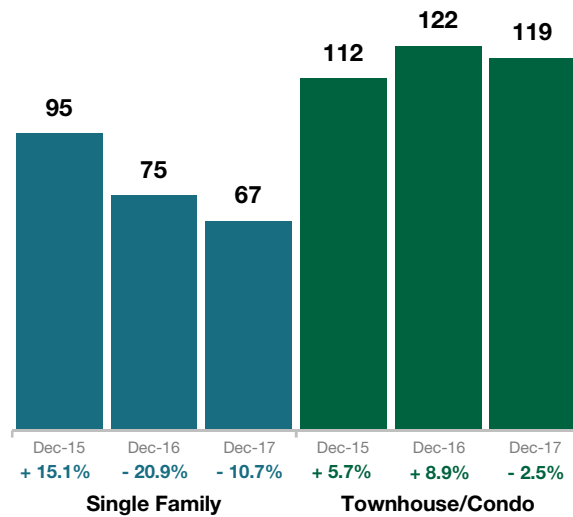
## Historical Cumulative Days on Market Until Sale by Month



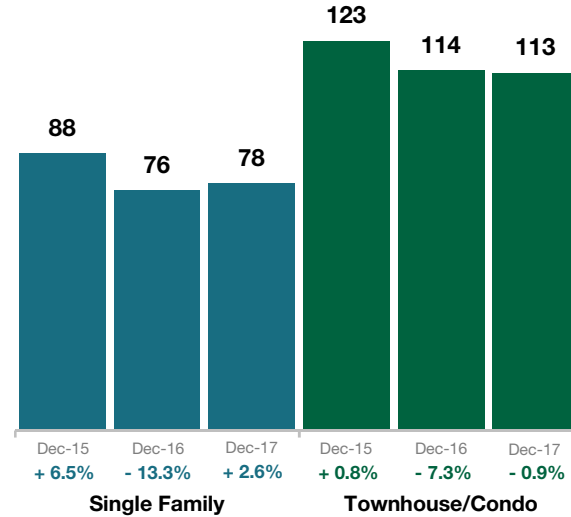
# Housing Affordability Index



## December

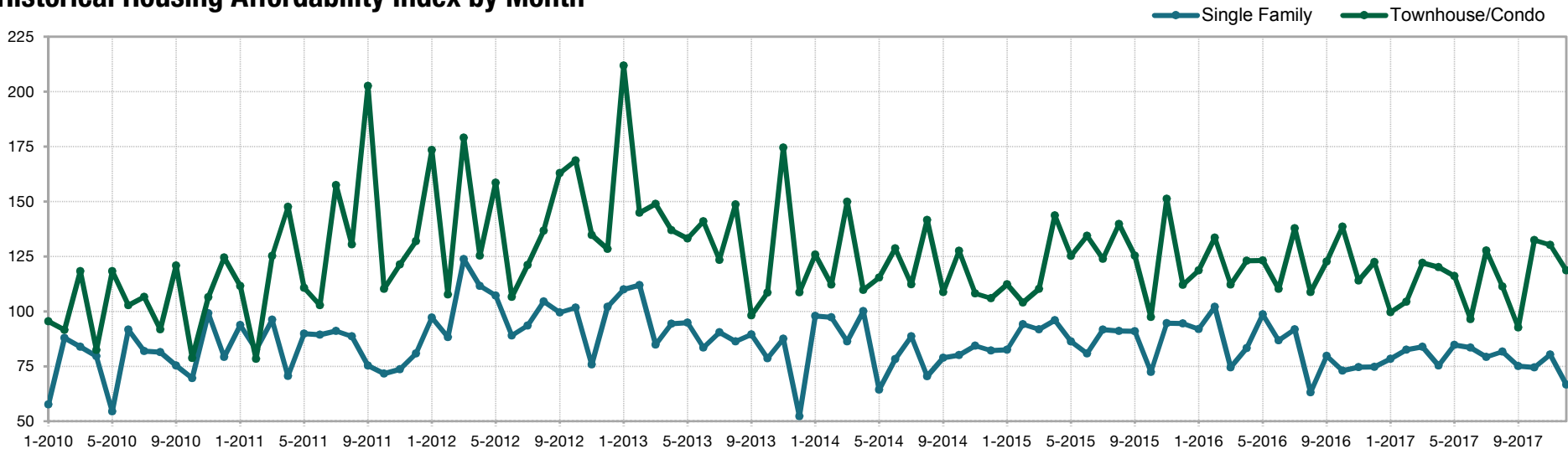


## Year to Date



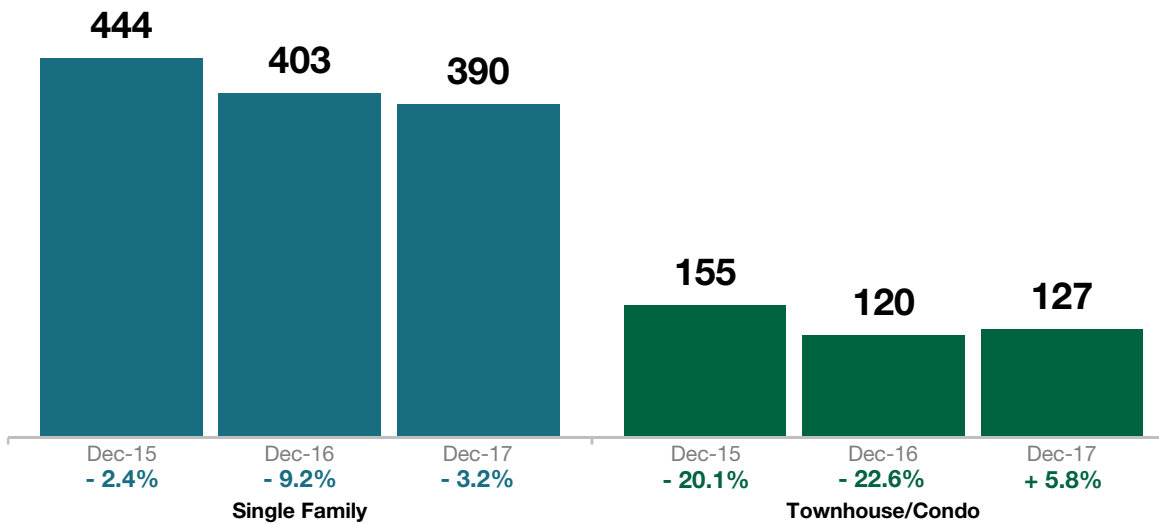
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2017	78	-15.2%	100	-16.0%
Feb-2017	83	-18.6%	104	-22.4%
Mar-2017	84	+12.0%	122	+8.9%
Apr-2017	75	-9.6%	120	-2.4%
May-2017	85	-14.1%	116	-5.7%
Jun-2017	83	-4.6%	96	-12.7%
Jul-2017	79	-14.1%	128	-7.2%
Aug-2017	82	+30.2%	111	+1.8%
Sep-2017	75	-6.3%	93	-24.4%
Oct-2017	75	+2.7%	132	-5.0%
Nov-2017	80	+6.7%	130	+14.0%
<b>Dec-2017</b>	<b>67</b>	<b>-10.7%</b>	<b>119</b>	<b>-2.5%</b>

## Historical Housing Affordability Index by Month



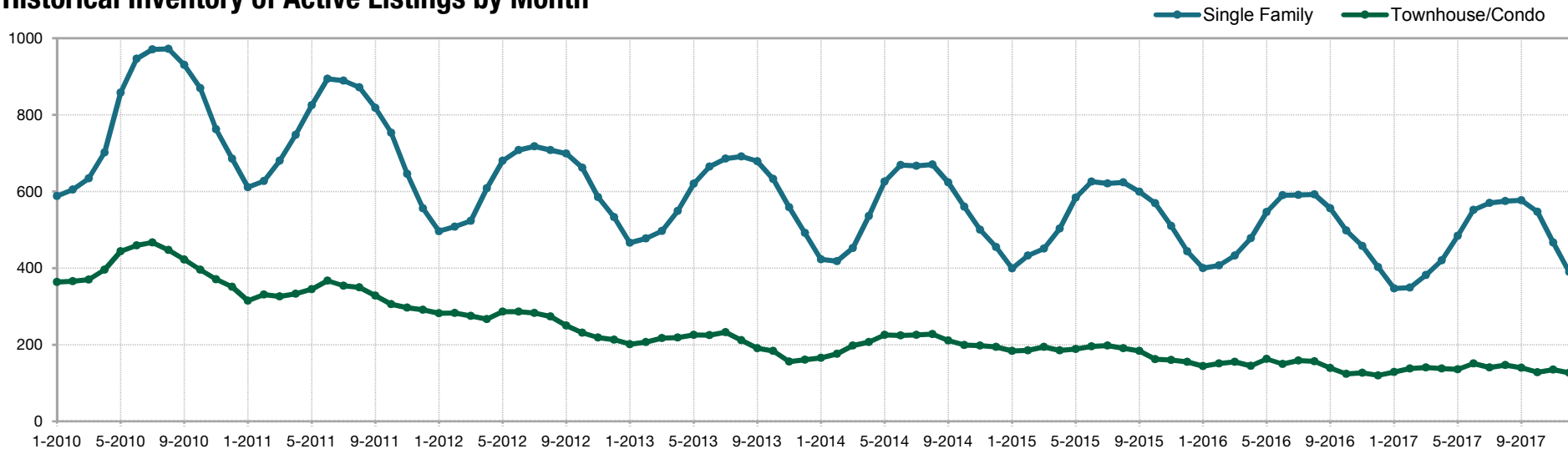
# Inventory of Active Listings

## December



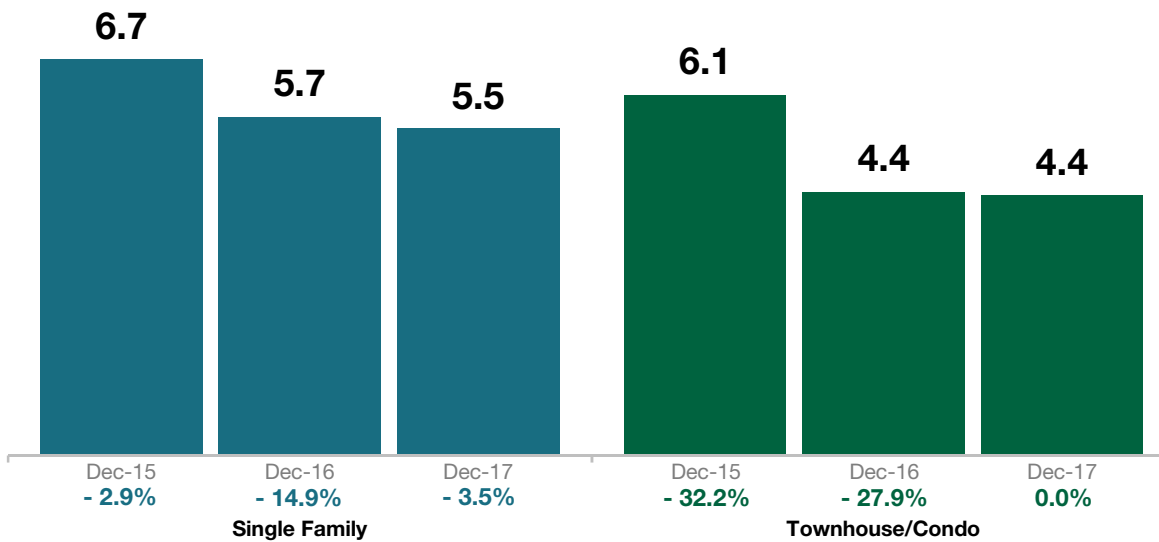
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2017	347	-13.3%	129	-10.4%
Feb-2017	349	-14.3%	138	-8.6%
Mar-2017	382	-11.8%	141	-9.0%
Apr-2017	420	-12.1%	138	-4.8%
May-2017	484	-11.4%	136	-16.6%
Jun-2017	552	-6.4%	151	+0.7%
Jul-2017	570	-3.6%	141	-11.3%
Aug-2017	575	-2.9%	147	-6.4%
Sep-2017	577	+3.8%	140	+0.7%
Oct-2017	547	+9.8%	128	+3.2%
Nov-2017	467	+2.0%	135	+6.3%
<b>Dec-2017</b>	<b>390</b>	<b>-3.2%</b>	<b>127</b>	<b>+5.8%</b>

## Historical Inventory of Active Listings by Month



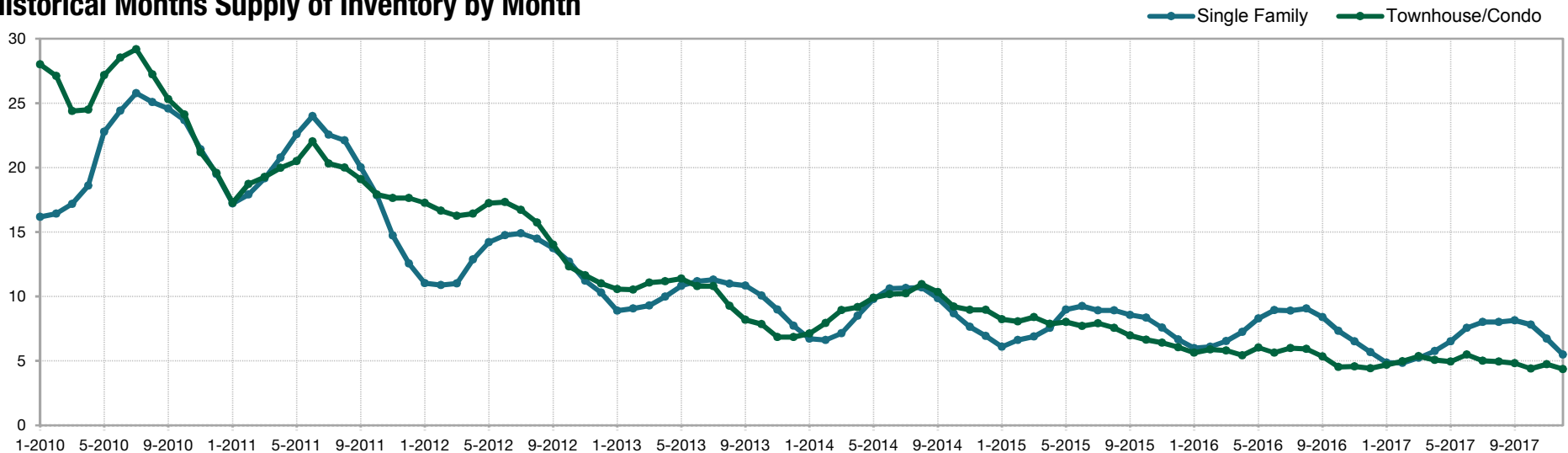
# Months Supply of Inventory

## December



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2017	4.9	-18.3%	4.7	-16.1%
Feb-2017	4.8	-21.3%	5.0	-15.3%
Mar-2017	5.2	-20.0%	5.4	-6.9%
Apr-2017	5.8	-20.5%	5.1	-5.6%
May-2017	6.5	-21.7%	4.9	-18.3%
Jun-2017	7.6	-15.6%	5.5	-1.8%
Jul-2017	8.0	-10.1%	5.0	-16.7%
Aug-2017	8.0	-12.1%	4.9	-16.9%
Sep-2017	8.1	-3.6%	4.8	-9.4%
Oct-2017	7.8	+6.8%	4.4	-2.2%
Nov-2017	6.7	+3.1%	4.7	+2.2%
<b>Dec-2017</b>	<b>5.5</b>	<b>-3.5%</b>	<b>4.4</b>	<b>0.0%</b>

## Historical Months Supply of Inventory by Month



# Total Market Overview

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

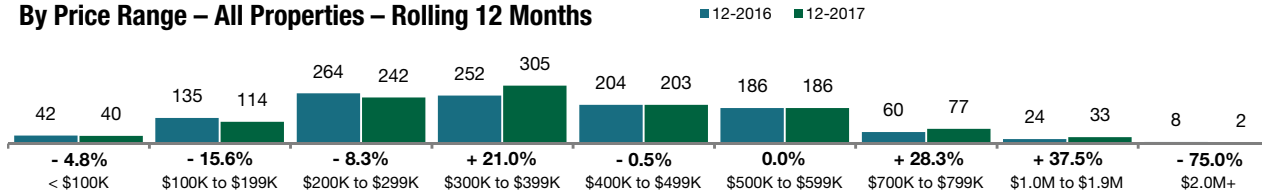


Key Metrics	Historical Sparkbars	12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		67	77	+ 14.9%	1,783	1,807	+ 1.3%
<b>Pending Sales</b>		72	78	+ 8.3%	1,201	1,177	- 2.0%
<b>Sold Listings</b>		80	107	+ 33.8%	1,175	1,202	+ 2.3%
<b>Median Sales Price</b>		\$349,938	\$410,000	+ 17.2%	\$347,500	\$362,125	+ 4.2%
<b>Avg. Sales Price</b>		\$416,992	\$476,249	+ 14.2%	\$412,769	\$415,234	+ 0.6%
<b>Pct. of List Price Received</b>		96.5%	97.1%	+ 0.6%	96.9%	97.4%	+ 0.5%
<b>Days on Market</b>		161	154	- 4.3%	135	131	- 3.0%
<b>Cumulative Days on Market</b>		191	174	- 8.9%	156	145	- 7.1%
<b>Affordability Index</b>		83	75	- 9.6%	84	86	+ 2.4%
<b>Active Listings</b>		523	517	- 1.1%	--	--	--
<b>Months Supply</b>		5.3	5.2	- 1.9%	--	--	--

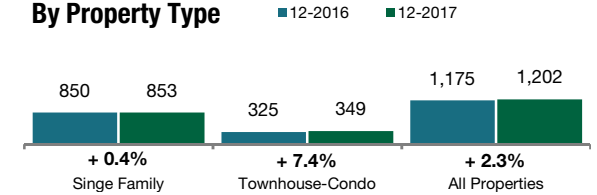
# Sold Listings

Actual sales that have closed in a given month.

## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

### Compared to Prior Month

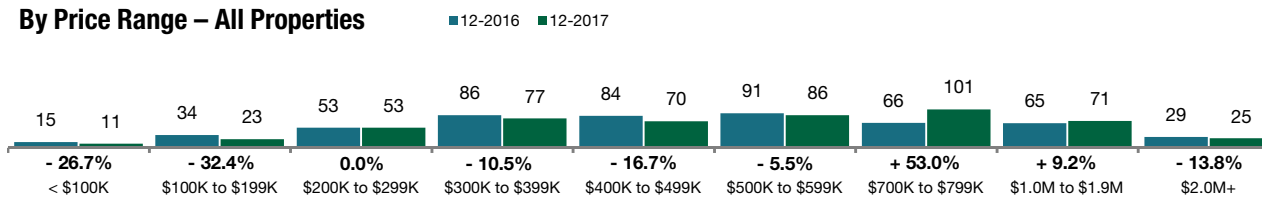
### Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	12-2016	12-2017	Change	12-2016	12-2017	Change	11-2017	12-2017	Change	11-2017	12-2017	Change	12-2016	12-2017	Change	12-2016	12-2017	Change
\$99,999 and Below	13	11	-15.4%	29	29	0.0%	2	0	-100.0%	2	2	0.0%	13	11	-15.4%	29	29	0.0%
\$100,000 to \$199,999	66	41	-37.9%	69	73	+5.8%	4	2	-50.0%	4	6	+50.0%	66	41	-37.9%	69	73	+5.8%
\$200,000 to \$299,999	173	159	-8.1%	91	83	-8.8%	9	8	-11.1%	9	5	-44.4%	173	159	-8.1%	91	83	-8.8%
\$300,000 to \$399,999	191	222	+16.2%	61	83	+36.1%	17	22	+29.4%	5	5	0.0%	191	222	+16.2%	61	83	+36.1%
\$400,000 to \$499,999	167	170	+1.8%	37	33	-10.8%	13	17	+30.8%	2	8	+300.0%	167	170	+1.8%	37	33	-10.8%
\$500,000 to \$699,999	156	151	-3.2%	30	35	+16.7%	14	15	+7.1%	1	1	0.0%	156	151	-3.2%	30	35	+16.7%
\$700,000 to \$999,999	55	68	+23.6%	5	9	+80.0%	1	12	+1,200.0%	0	0	--	55	68	+23.6%	5	9	+80.0%
\$1,000,000 to \$1,999,999	21	29	+38.1%	3	4	+33.3%	3	3	0.0%	0	0	--	21	29	+38.1%	3	4	+33.3%
\$2,000,000 and Above	8	2	-75.0%	0	0	--	0	1	--	0	0	--	8	2	-75.0%	0	0	--
<b>All Price Ranges</b>	<b>850</b>	<b>853</b>	<b>+0.4%</b>	<b>325</b>	<b>349</b>	<b>+7.4%</b>	<b>63</b>	<b>80</b>	<b>+27.0%</b>	<b>23</b>	<b>27</b>	<b>+17.4%</b>	<b>850</b>	<b>853</b>	<b>+0.4%</b>	<b>325</b>	<b>349</b>	<b>+7.4%</b>

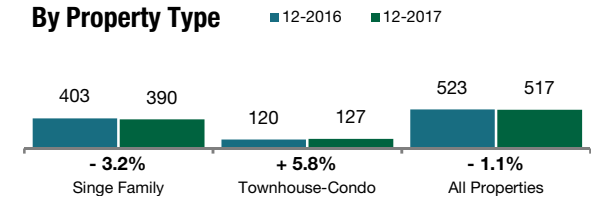
# Inventory of Active Listings

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

### Compared to Prior Month

### Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family		Condo	
	12-2016	12-2017	Change	12-2016	12-2017	Change	11-2017	12-2017	Change	11-2017	12-2017	Change	No figures available		No figures available	
\$99,999 and Below	3	2	-33.3%	12	9	-25.0%	2	2	0.0%	12	9	-25.0%				
\$100,000 to \$199,999	17	5	-70.6%	17	18	+5.9%	7	5	-28.6%	21	18	-14.3%				
\$200,000 to \$299,999	32	37	+15.6%	21	16	-23.8%	41	37	-9.8%	19	16	-15.8%				
\$300,000 to \$399,999	64	50	-21.9%	22	27	+22.7%	55	50	-9.1%	27	27	0.0%				
\$400,000 to \$499,999	64	58	-9.4%	20	12	-40.0%	71	58	-18.3%	14	12	-14.3%				
\$500,000 to \$699,999	77	70	-9.1%	14	16	+14.3%	91	70	-23.1%	15	16	+6.7%				
\$700,000 to \$999,999	56	84	+50.0%	10	17	+70.0%	99	84	-15.2%	16	17	+6.3%				
\$1,000,000 to \$1,999,999	61	59	-3.3%	4	12	+200.0%	66	59	-10.6%	11	12	+9.1%				
\$2,000,000 and Above	29	25	-13.8%	0	0	--	35	25	-28.6%	0	0	--				
<b>All Price Ranges</b>	<b>403</b>	<b>390</b>	<b>-3.2%</b>	<b>120</b>	<b>127</b>	<b>+5.8%</b>	<b>467</b>	<b>390</b>	<b>-16.5%</b>	<b>135</b>	<b>127</b>	<b>-5.9%</b>				

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®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	A count of all the listings that went into Pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending 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.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	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.
<b>Inventory of Active Listings</b>	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.
<b>Months Supply of Inventory</b>	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.