

Monthly Indicators



January 2018

Percent changes calculated using year-over-year comparisons.

New Listings were up 34.4 percent for single family homes but decreased 25.6 percent for townhouse-condo properties. Pending Sales increased 2.0 percent for single family homes and 47.6 percent for townhouse-condo properties.

The Median Sales Price was up 9.9 percent to \$398,500 for single family homes but decreased 13.0 percent to \$289,000 for townhouse-condo properties. Days on Market increased 13.6 percent for single family homes and 9.0 percent for townhouse-condo properties.

Whatever external forces are placed upon residential real estate markets across the country – whether they are related to tax legislation, mortgage rates, employment situation changes, new family formations, the availability of new construction and the like – the appetite for home buying remains strong enough to drive prices upward in virtually all markets across the country. New sales are not necessarily following that trend, but monthly increases are expected until at least late summer.

Activity Snapshot

- 4.3%

One-Year Change in
Sold Listings
All Properties

- 5.7%

One-Year Change in
Median Sales Price
All Properties

- 2.5%

One-Year Change in
Active Listings
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	1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		61	82	+ 34.4%	61	82	+ 34.4%
Pending Sales		50	51	+ 2.0%	50	51	+ 2.0%
Sold Listings		46	43	- 6.5%	46	43	- 6.5%
Median Sales Price		\$362,500	\$398,500	+ 9.9%	\$362,500	\$398,500	+ 9.9%
Avg. Sales Price		\$435,637	\$463,561	+ 6.4%	\$435,637	\$463,561	+ 6.4%
Pct. of List Price Received		97.1%	97.1%	0.0%	97.1%	97.1%	0.0%
Days on Market		147	167	+ 13.6%	147	167	+ 13.6%
Cumulative Days on Market		183	187	+ 2.2%	183	187	+ 2.2%
Affordability Index		78	75	- 3.8%	78	75	- 3.8%
Active Listings		347	341	- 1.7%	--	--	--
Months Supply		4.9	4.8	- 2.0%	--	--	--

Townhouse/Condo Market Overview

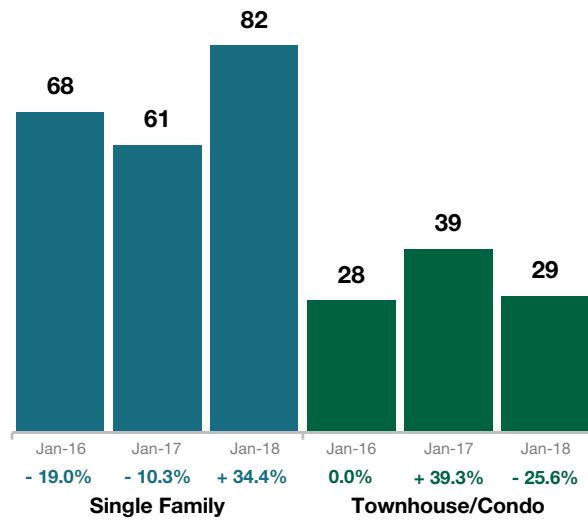
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



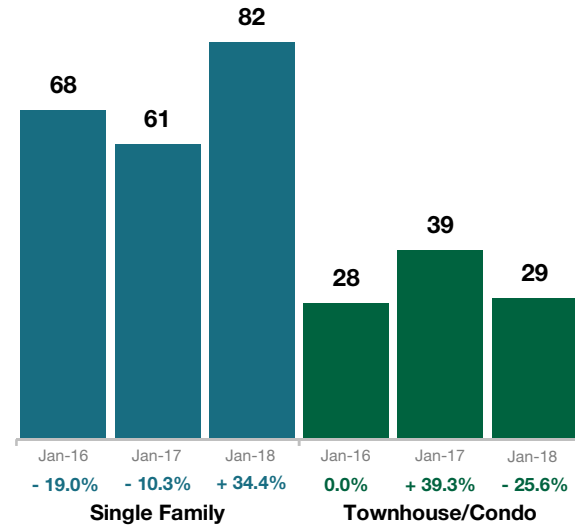
Key Metrics	Historical Sparkbars	1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		39	29	- 25.6%	39	29	- 25.6%
Pending Sales		21	31	+ 47.6%	21	31	+ 47.6%
Sold Listings		23	23	0.0%	23	23	0.0%
Median Sales Price		\$332,000	\$289,000	- 13.0%	\$332,000	\$289,000	- 13.0%
Avg. Sales Price		\$342,778	\$291,822	- 14.9%	\$342,778	\$291,822	- 14.9%
Pct. of List Price Received		97.8%	96.4%	- 1.4%	97.8%	96.4%	- 1.4%
Days on Market		134	146	+ 9.0%	134	146	+ 9.0%
Cumulative Days on Market		134	135	+ 0.7%	134	135	+ 0.7%
Affordability Index		100	118	+ 18.0%	100	118	+ 18.0%
Active Listings		129	123	- 4.7%	--	--	--
Months Supply		4.7	4.2	- 10.6%	--	--	--

New Listings

January

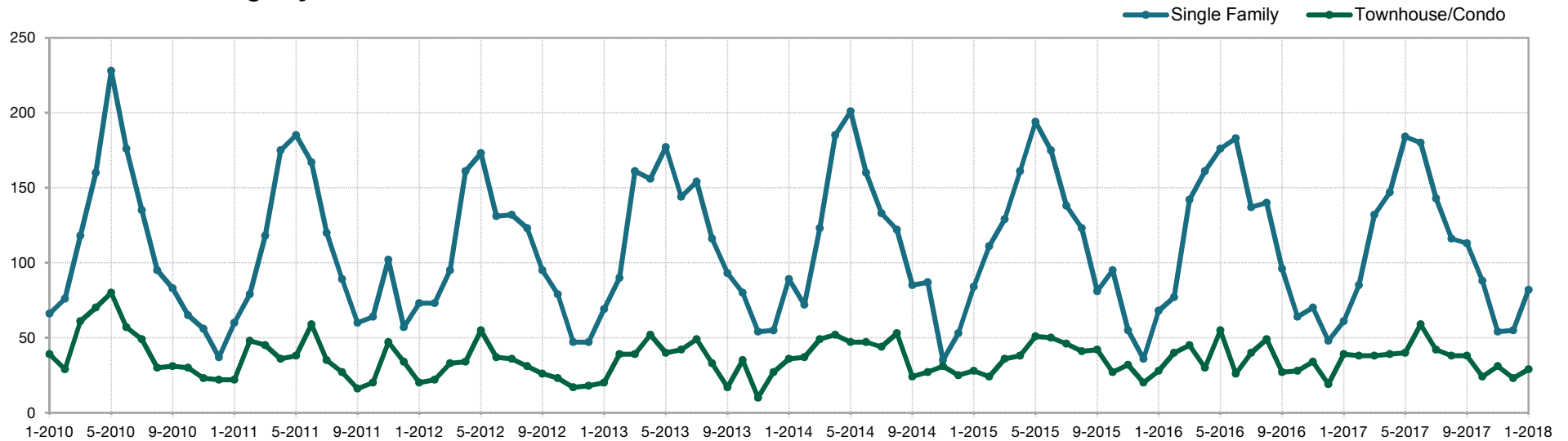


Year to Date



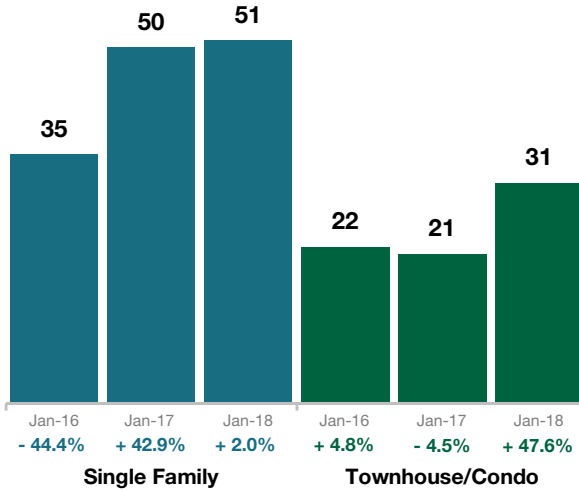
New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2017	85	+10.4%	38	-5.0%
Mar-2017	132	-7.0%	38	-15.6%
Apr-2017	147	-8.7%	39	+30.0%
May-2017	184	+4.5%	40	-27.3%
Jun-2017	180	-1.6%	59	+126.9%
Jul-2017	143	+4.4%	42	+5.0%
Aug-2017	116	-17.1%	38	-22.4%
Sep-2017	113	+17.7%	38	+40.7%
Oct-2017	88	+37.5%	24	-14.3%
Nov-2017	54	-22.9%	31	-8.8%
Dec-2017	55	+14.6%	23	+21.1%
Jan-2018	82	+34.4%	29	-25.6%

Historical New Listings by Month

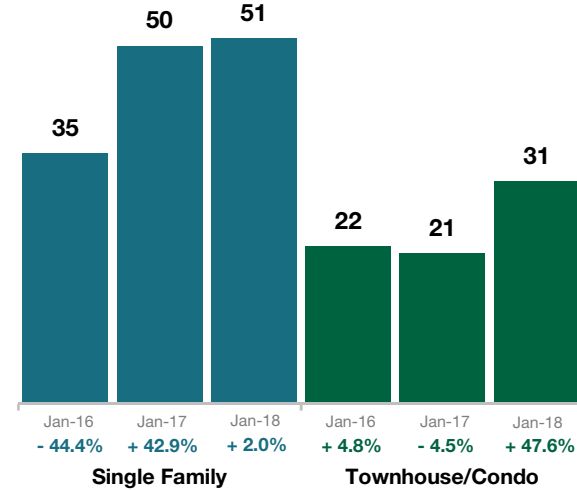


Pending Sales

January

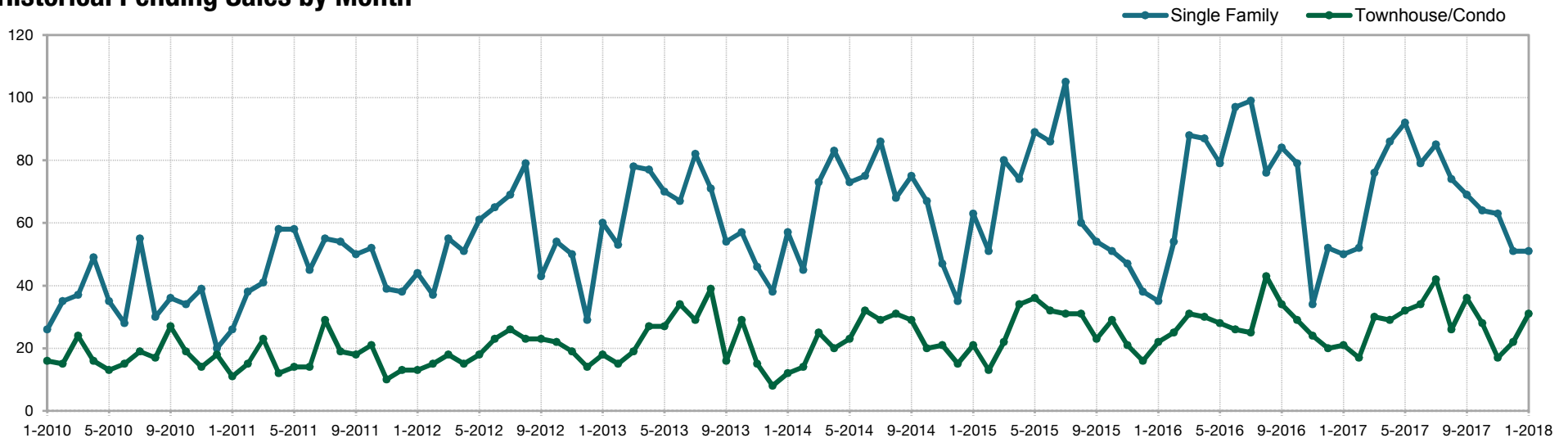


Year to Date



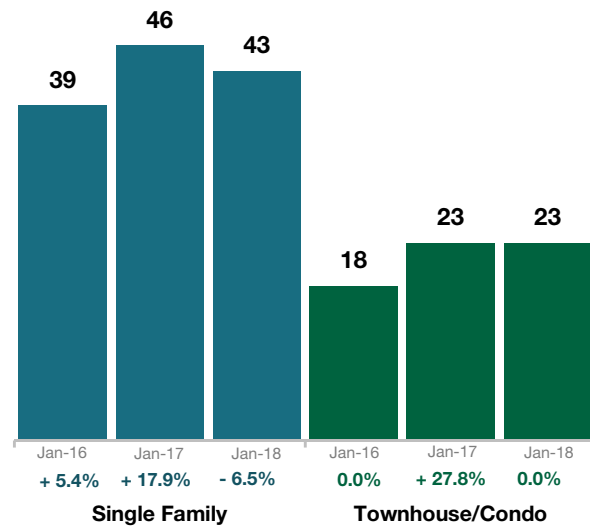
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2017	52	-3.7%	17	-32.0%
Mar-2017	76	-13.6%	30	-3.2%
Apr-2017	86	-1.1%	29	-3.3%
May-2017	92	+16.5%	32	+14.3%
Jun-2017	79	-18.6%	34	+30.8%
Jul-2017	85	-14.1%	42	+68.0%
Aug-2017	74	-2.6%	26	-39.5%
Sep-2017	69	-17.9%	36	+5.9%
Oct-2017	64	-19.0%	28	-3.4%
Nov-2017	63	+85.3%	17	-29.2%
Dec-2017	51	-1.9%	22	+10.0%
Jan-2018	51	+2.0%	31	+47.6%

Historical Pending Sales by Month

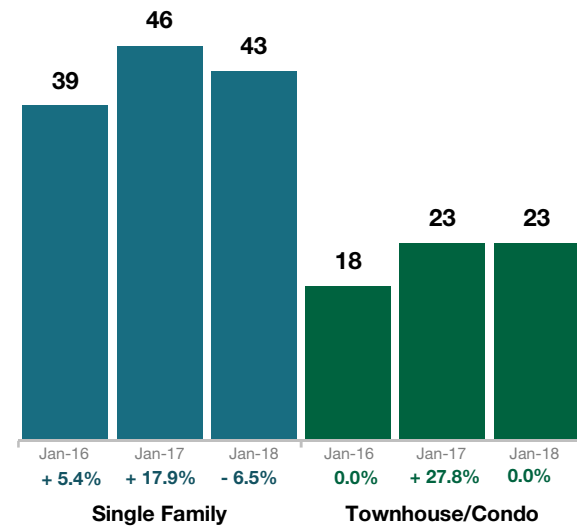


Sold Listings

January

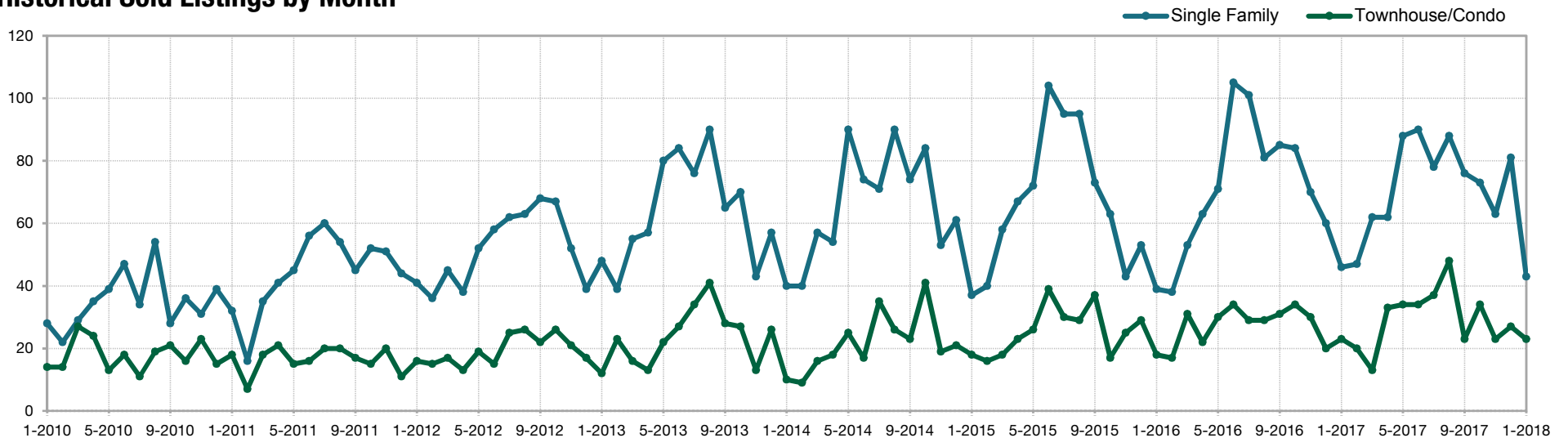


Year to Date



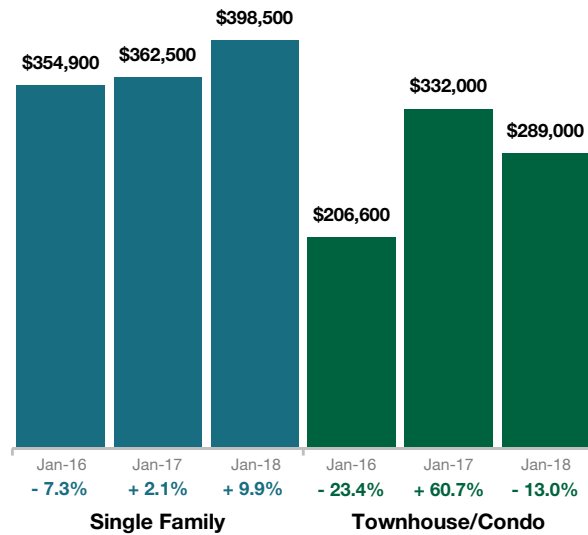
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2017	47	+23.7%	20	+17.6%
Mar-2017	62	+17.0%	13	-58.1%
Apr-2017	62	-1.6%	33	+50.0%
May-2017	88	+23.9%	34	+13.3%
Jun-2017	90	-14.3%	34	0.0%
Jul-2017	78	-22.8%	37	+27.6%
Aug-2017	88	+8.6%	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%
Dec-2017	81	+35.0%	27	+35.0%
Jan-2018	43	-6.5%	23	0.0%

Historical Sold Listings by Month

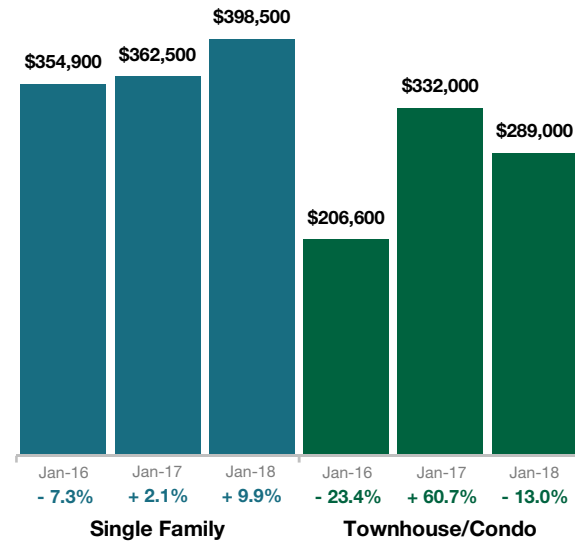


Median Sales Price

January

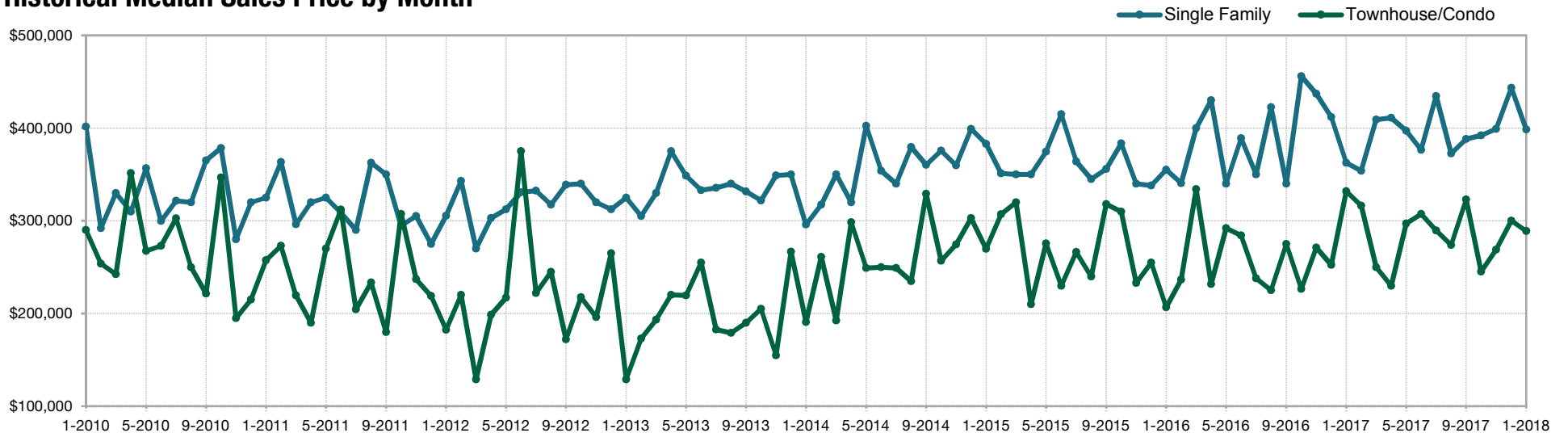


Year to Date



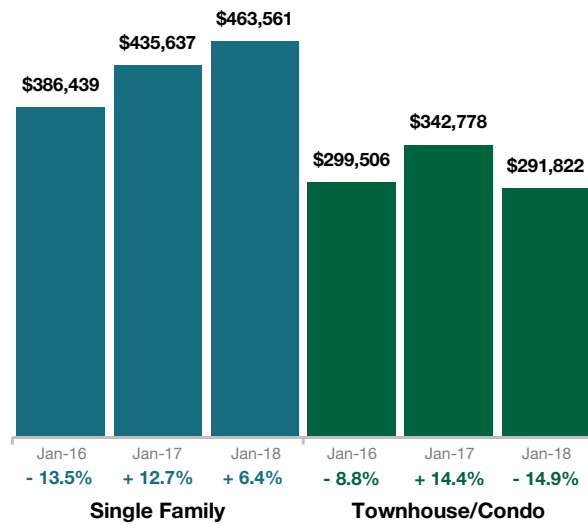
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2017	\$353,785	+3.9%	\$316,250	+33.7%
Mar-2017	\$409,250	+2.3%	\$250,000	-25.1%
Apr-2017	\$411,200	-4.4%	\$229,900	-0.8%
May-2017	\$397,000	+16.8%	\$296,970	+1.7%
Jun-2017	\$376,500	-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%
Dec-2017	\$443,500	+7.6%	\$300,000	+18.8%
Jan-2018	\$398,500	+9.9%	\$289,000	-13.0%

Historical Median Sales Price by Month

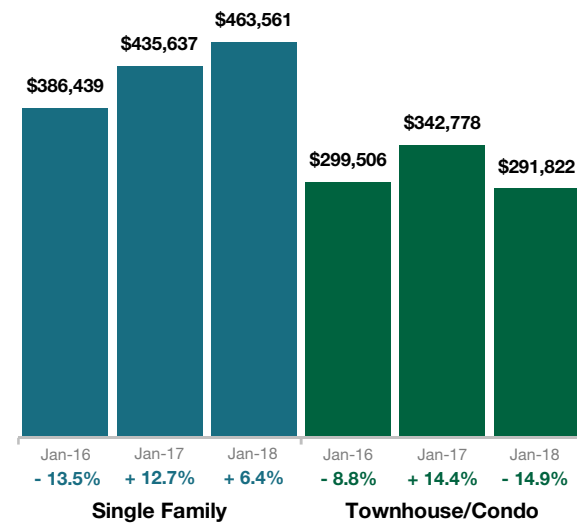


Average Sales Price

January

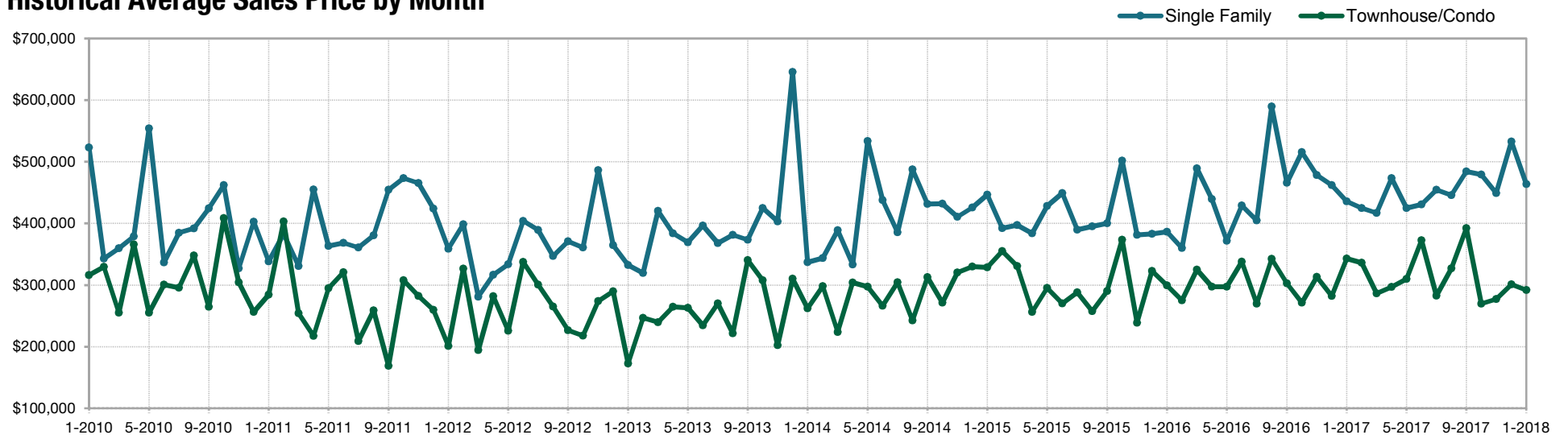


Year to Date



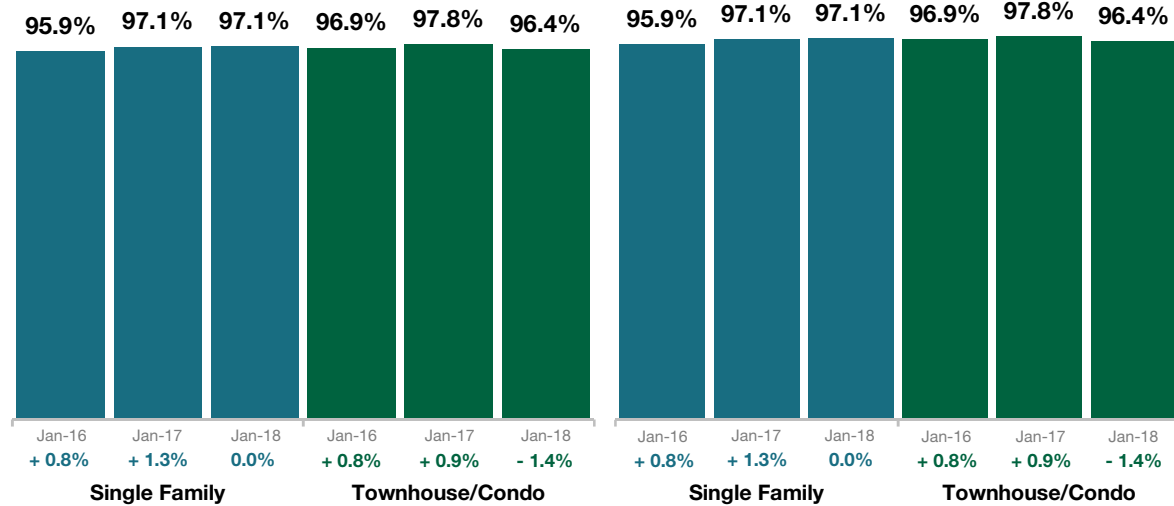
Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2017	\$424,822	+18.1%	\$336,220	+22.2%
Mar-2017	\$416,779	-14.8%	\$286,254	-11.9%
Apr-2017	\$473,324	+7.7%	\$297,024	-0.1%
May-2017	\$424,675	+14.3%	\$309,876	+4.2%
Jun-2017	\$430,555	+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%
Dec-2017	\$532,678	+15.3%	\$301,064	+6.7%
Jan-2018	\$463,561	+6.4%	\$291,822	-14.9%

Historical Average Sales Price by Month



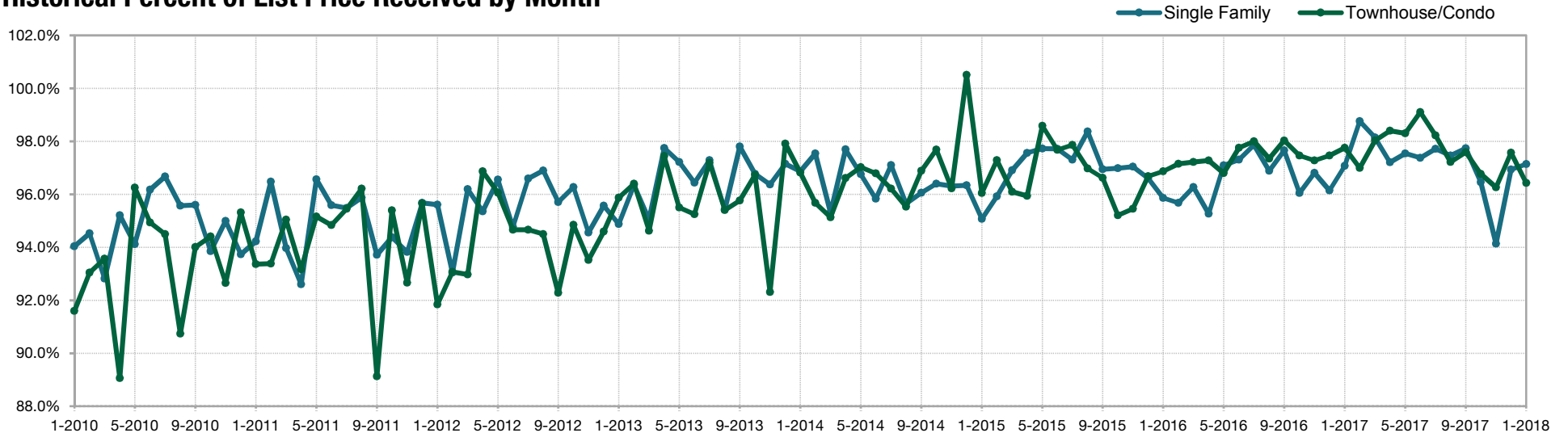
Percent of List Price Received

January



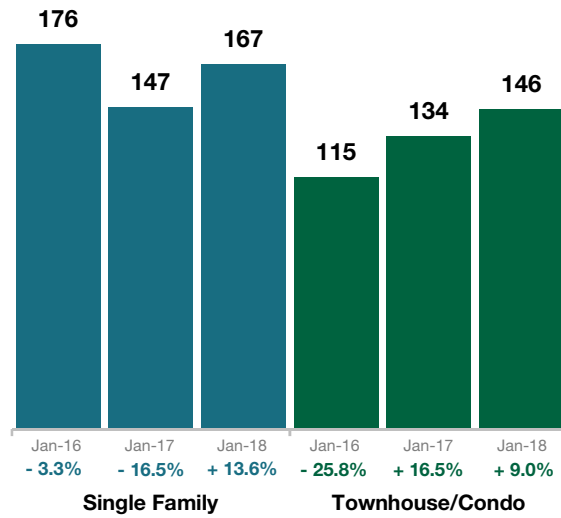
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2017	98.8%	+3.2%	97.0%	-0.1%
Mar-2017	98.1%	+1.9%	98.0%	+0.8%
Apr-2017	97.2%	+2.0%	98.4%	+1.1%
May-2017	97.5%	+0.4%	98.3%	+1.5%
Jun-2017	97.4%	+0.1%	99.1%	+1.3%
Jul-2017	97.7%	-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%
Dec-2017	96.9%	+0.8%	97.6%	+0.1%
Jan-2018	97.1%	0.0%	96.4%	-1.4%

Historical Percent of List Price Received by Month

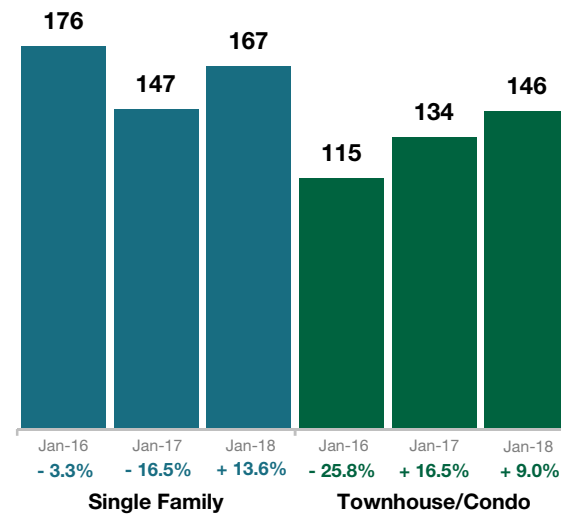


Days on Market Until Sale

January

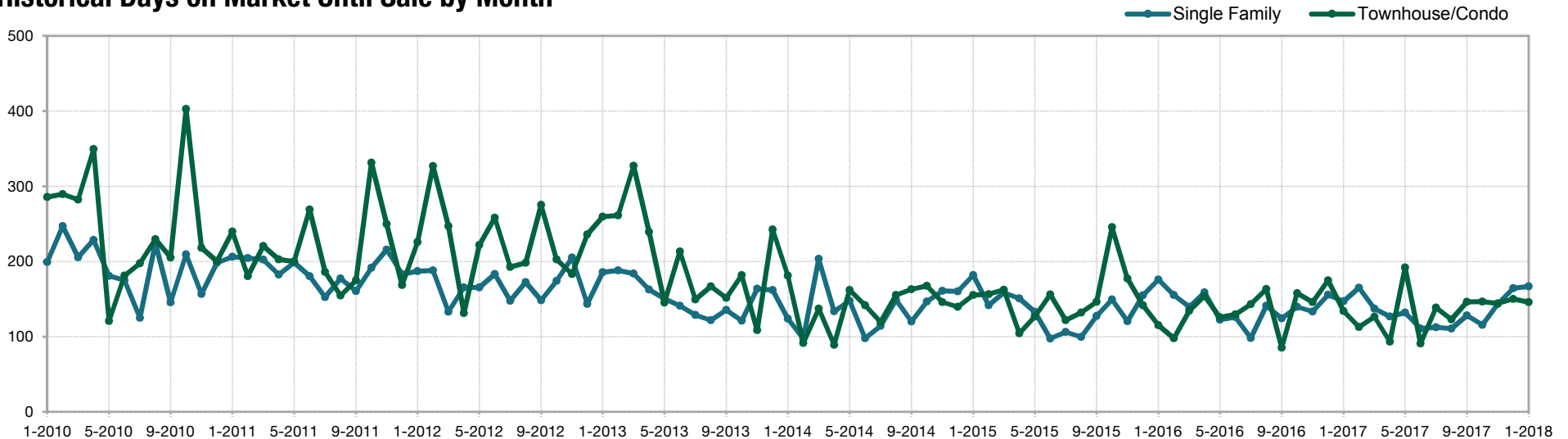


Year to Date



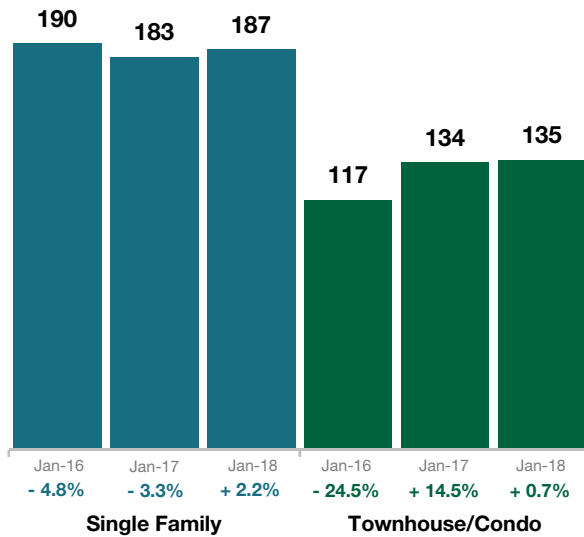
Days on Market	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2017	165	+6.5%	113	+15.3%
Mar-2017	137	-2.1%	126	-6.7%
Apr-2017	127	-20.1%	93	-39.6%
May-2017	132	+8.2%	192	+52.4%
Jun-2017	111	-11.9%	91	-30.0%
Jul-2017	113	+15.3%	139	-2.8%
Aug-2017	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%
Dec-2017	164	+5.1%	150	-14.3%
Jan-2018	167	+13.6%	146	+9.0%

Historical Days on Market Until Sale by Month

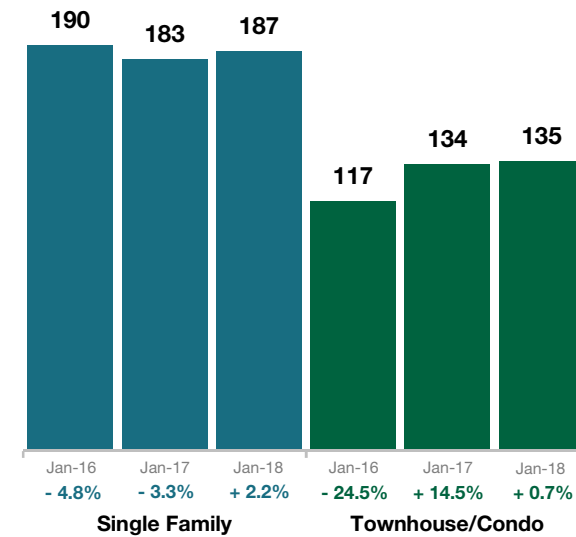


Cumulative Days on Market Until Sale

January

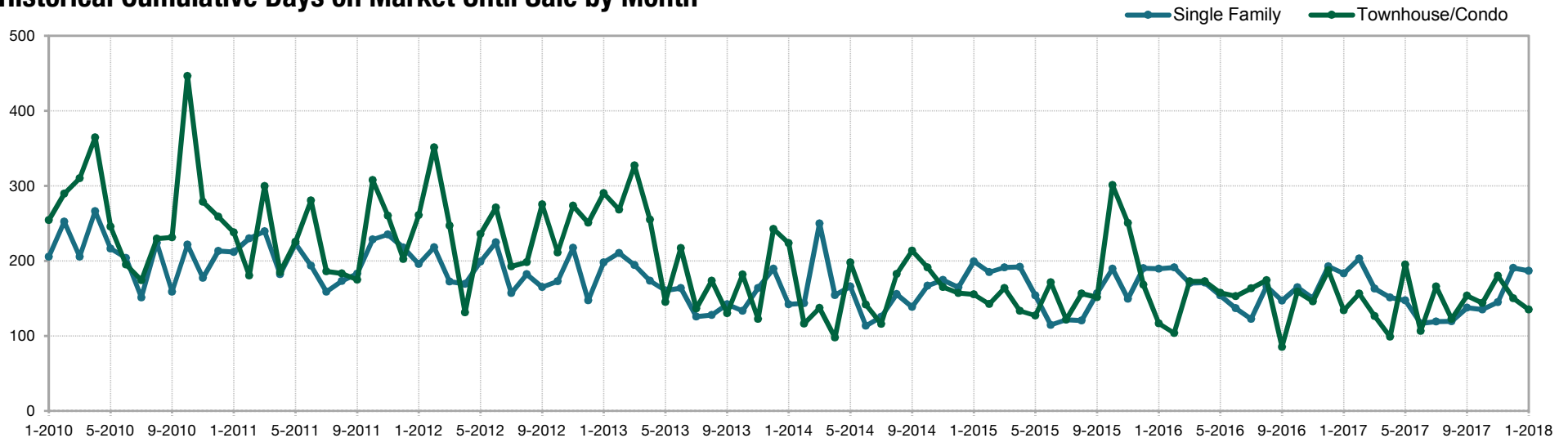


Year to Date



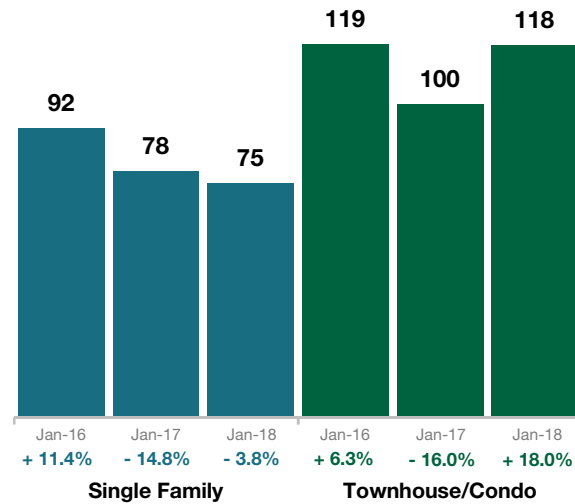
Cumulative Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2017	203	+6.3%	156	+50.0%
Mar-2017	163	-4.1%	126	-27.2%
Apr-2017	151	-11.7%	99	-42.8%
May-2017	147	-4.5%	195	+24.2%
Jun-2017	117	-14.6%	107	-30.1%
Jul-2017	119	-3.3%	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%
Dec-2017	190	-1.6%	150	-19.8%
Jan-2018	187	+2.2%	135	+0.7%

Historical Cumulative Days on Market Until Sale by Month

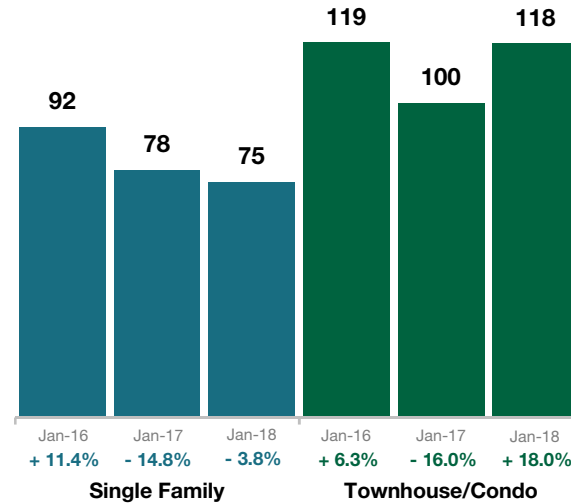


Housing Affordability Index

January

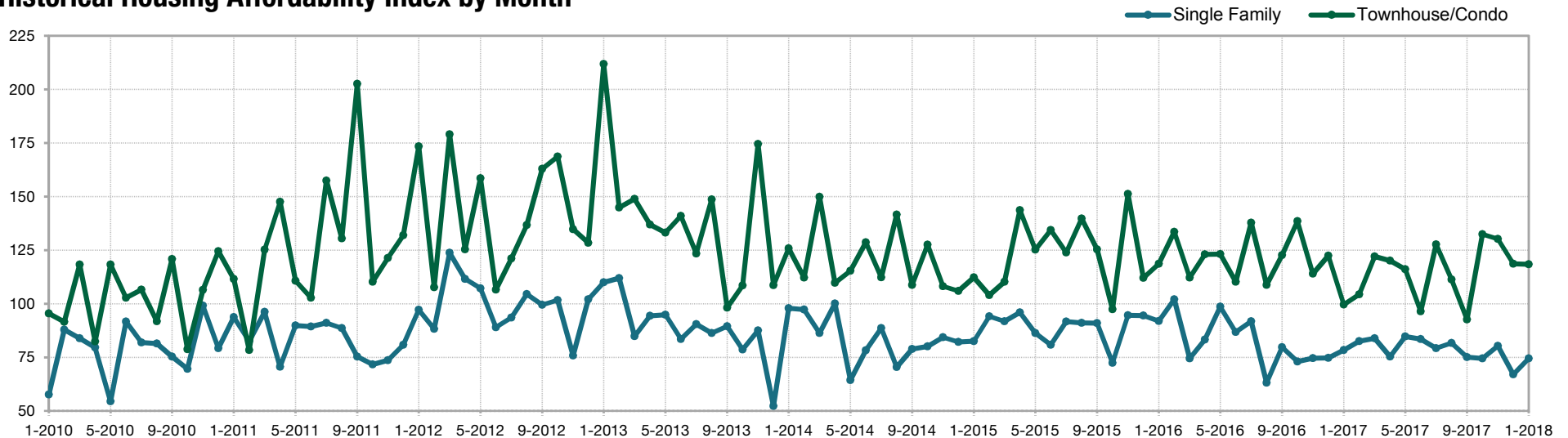


Year to Date



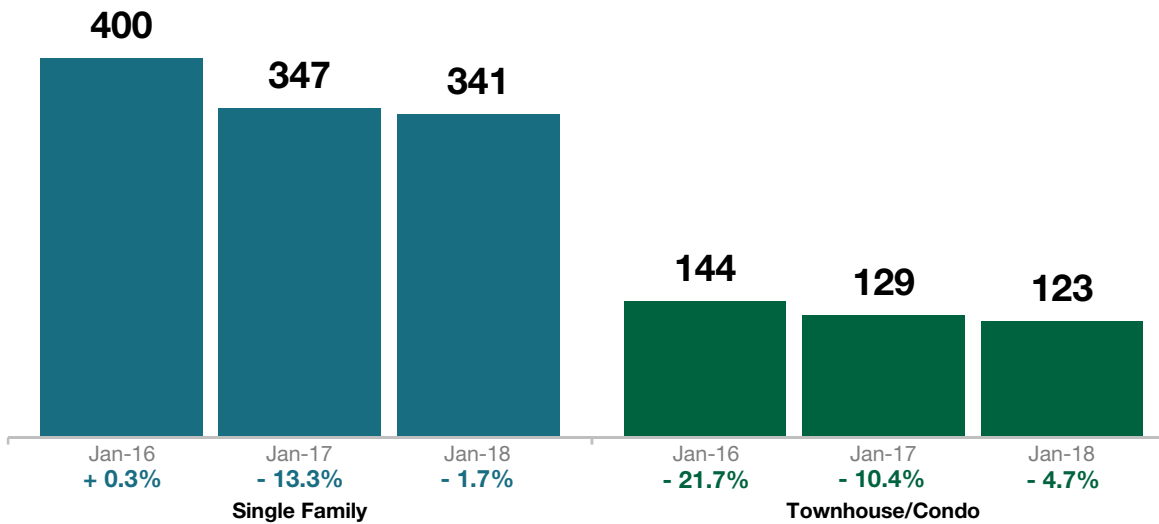
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2017	83	-18.6%	104	-22.4%
Mar-2017	84	+12.0%	122	+8.9%
Apr-2017	75	-9.6%	120	-2.4%
May-2017	85	-14.1%	116	-5.7%
Jun-2017	83	-4.6%	96	-12.7%
Jul-2017	79	-14.1%	128	-7.2%
Aug-2017	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%
Dec-2017	67	-10.7%	119	-2.5%
Jan-2018	75	-3.8%	118	+18.0%

Historical Housing Affordability Index by Month



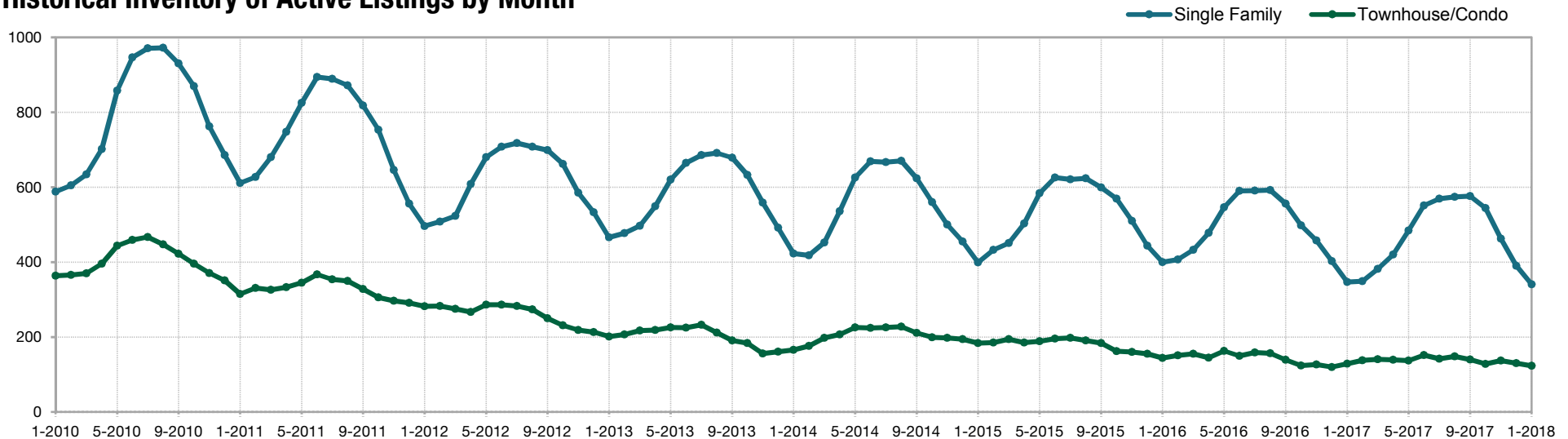
Inventory of Active Listings

January



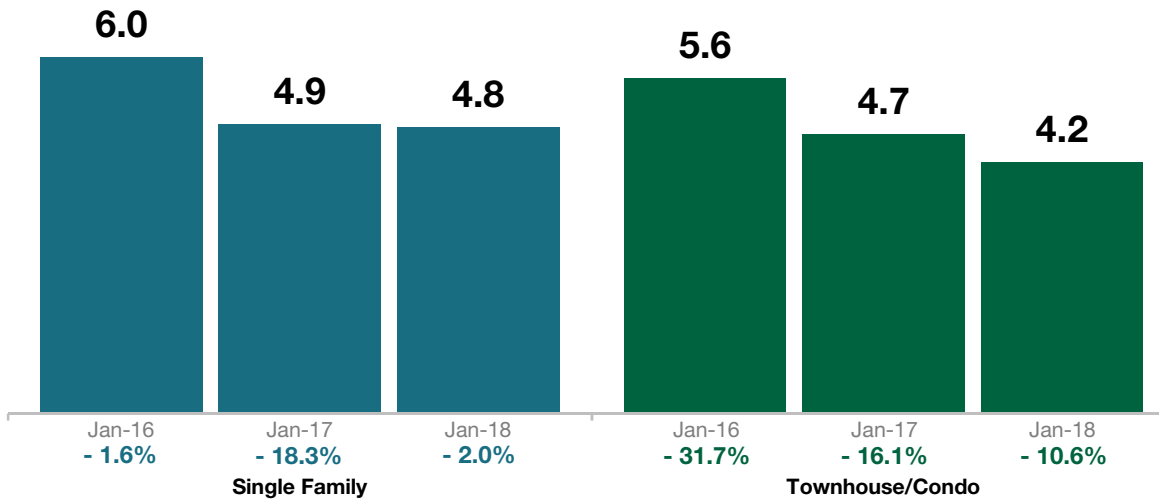
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2017	349	-14.3%	138	-8.6%
Mar-2017	382	-11.8%	141	-9.0%
Apr-2017	420	-12.1%	139	-4.1%
May-2017	484	-11.4%	137	-16.0%
Jun-2017	551	-6.6%	152	+1.3%
Jul-2017	569	-3.7%	142	-10.7%
Aug-2017	574	-3.0%	148	-5.7%
Sep-2017	576	+3.6%	140	+0.7%
Oct-2017	544	+9.2%	128	+3.2%
Nov-2017	463	+1.1%	137	+7.9%
Dec-2017	390	-3.2%	130	+8.3%
Jan-2018	341	-1.7%	123	-4.7%

Historical Inventory of Active Listings by Month



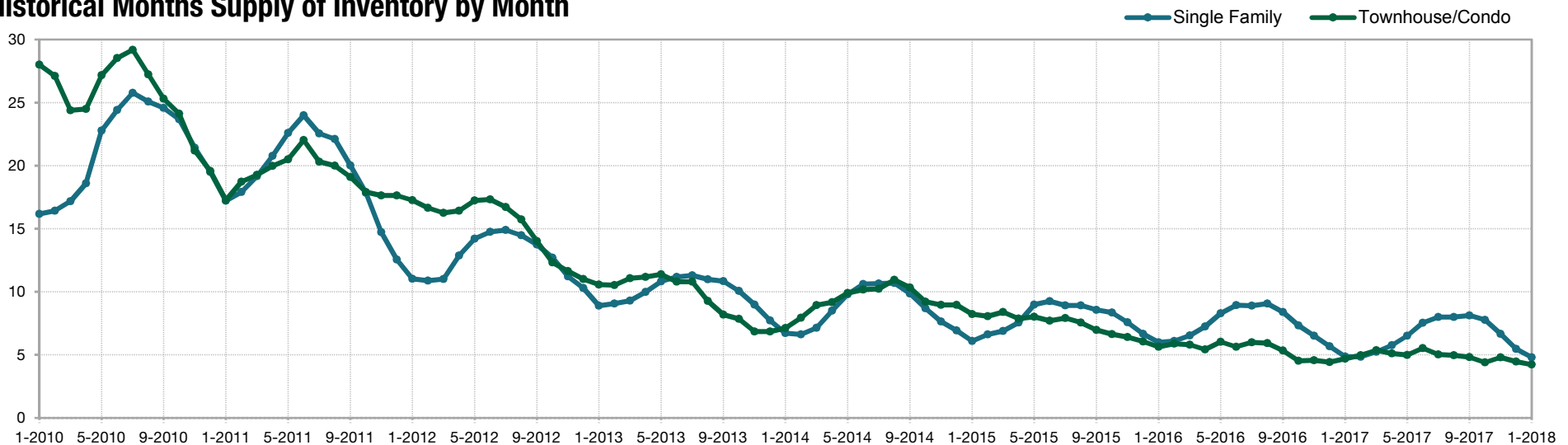
Months Supply of Inventory

January



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
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%	5.0	-16.7%
Jun-2017	7.5	-16.7%	5.5	-1.8%
Jul-2017	8.0	-10.1%	5.0	-16.7%
Aug-2017	8.0	-12.1%	5.0	-15.3%
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%	4.8	+4.3%
Dec-2017	5.5	-3.5%	4.5	+2.3%
Jan-2018	4.8	-2.0%	4.2	-10.6%

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.



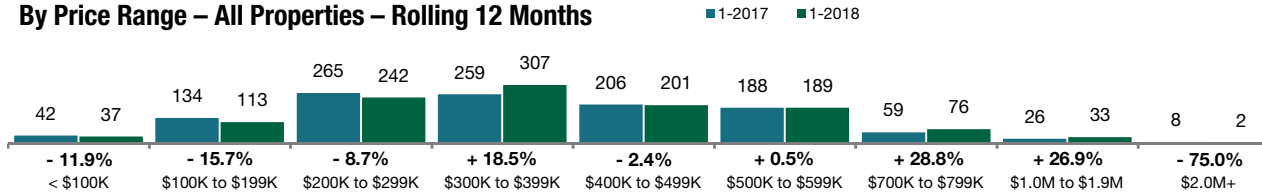
Key Metrics	Historical Sparkbars	1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		100	111	+ 11.0%	100	111	+ 11.0%
Pending Sales		71	82	+ 15.5%	71	82	+ 15.5%
Sold Listings		69	66	- 4.3%	69	66	- 4.3%
Median Sales Price		\$360,000	\$339,500	- 5.7%	\$360,000	\$339,500	- 5.7%
Avg. Sales Price		\$404,684	\$403,712	- 0.2%	\$404,684	\$403,712	- 0.2%
Pct. of List Price Received		97.3%	96.9%	- 0.4%	97.3%	96.9%	- 0.4%
Days on Market		143	160	+ 11.9%	143	160	+ 11.9%
Cumulative Days on Market		167	169	+ 1.2%	167	169	+ 1.2%
Affordability Index		84	86	+ 2.4%	84	86	+ 2.4%
Active Listings		476	464	- 2.5%	--	--	--
Months Supply		4.8	4.6	- 4.2%	--	--	--

Sold Listings

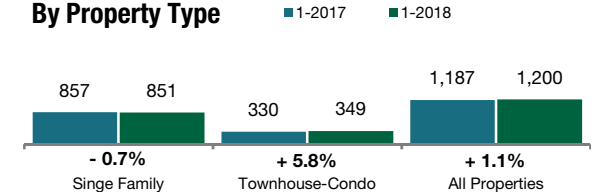
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	1-2017	1-2018	Change	1-2017	1-2018	Change
\$99,999 and Below	13	9	-30.8%	29	28	-3.4%
\$100,000 to \$199,999	65	41	-36.9%	69	72	+4.3%
\$200,000 to \$299,999	176	154	-12.5%	89	88	-1.1%
\$300,000 to \$399,999	194	222	+14.4%	65	85	+30.8%
\$400,000 to \$499,999	168	171	+1.8%	38	30	-21.1%
\$500,000 to \$699,999	155	156	+0.6%	33	33	0.0%
\$700,000 to \$999,999	55	67	+21.8%	4	9	+125.0%
\$1,000,000 to \$1,999,999	23	29	+26.1%	3	4	+33.3%
\$2,000,000 and Above	8	2	-75.0%	0	0	--
All Price Ranges	857	851	-0.7%	330	349	+5.8%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2017	1-2018	Change	12-2017	1-2018	Change
\$99,999 and Below	0	0	--	2	0	-100.0%
\$100,000 to \$199,999	2	1	-50.0%	6	7	+16.7%
\$200,000 to \$299,999	8	9	+12.5%	5	5	0.0%
\$300,000 to \$399,999	23	12	-47.8%	5	7	+40.0%
\$400,000 to \$499,999	17	8	-52.9%	8	1	-87.5%
\$500,000 to \$699,999	15	9	-40.0%	1	3	+200.0%
\$700,000 to \$999,999	12	1	-91.7%	0	0	--
\$1,000,000 to \$1,999,999	3	3	0.0%	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
All Price Ranges	81	43	-46.9%	27	23	-14.8%

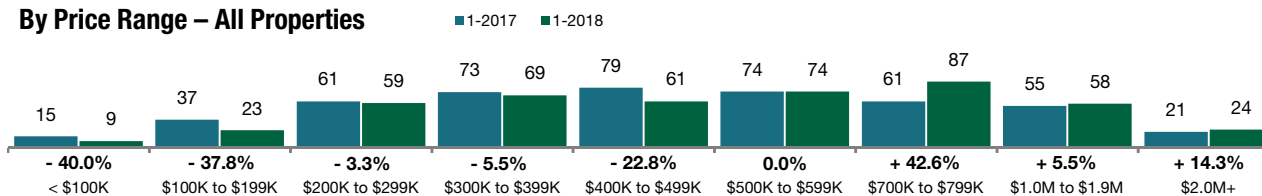
Year to Date

By Price Range	Single Family			Condo		
	1-2017	1-2018	Change	1-2017	1-2018	Change
\$99,999 and Below	2	0	-100.0%	1	0	-100.0%
\$100,000 to \$199,999	1	1	0.0%	8	7	-12.5%
\$200,000 to \$299,999	14	9	-35.7%	0	5	--
\$300,000 to \$399,999	13	12	-7.7%	5	7	+40.0%
\$400,000 to \$499,999	7	8	+14.3%	4	1	-75.0%
\$500,000 to \$699,999	4	9	+125.0%	5	3	-40.0%
\$700,000 to \$999,999	2	1	-50.0%	0	0	--
\$1,000,000 to \$1,999,999	3	3	0.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	46	43	-6.5%	23	23	0.0%

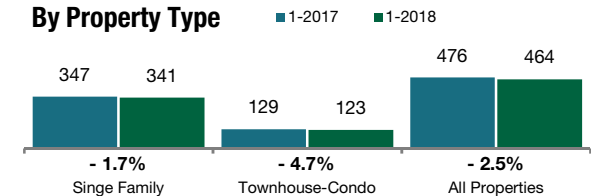
Inventory of Active Listings

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		
	1-2017	1-2018	Change	1-2017	1-2018	Change
\$99,999 and Below	3	2	-33.3%	12	7	-41.7%
\$100,000 to \$199,999	16	5	-68.8%	21	18	-14.3%
\$200,000 to \$299,999	32	40	+25.0%	29	19	-34.5%
\$300,000 to \$399,999	52	44	-15.4%	21	25	+19.0%
\$400,000 to \$499,999	58	47	-19.0%	21	14	-33.3%
\$500,000 to \$699,999	62	62	0.0%	12	12	0.0%
\$700,000 to \$999,999	51	70	+37.3%	10	17	+70.0%
\$1,000,000 to \$1,999,999	52	47	-9.6%	3	11	+266.7%
\$2,000,000 and Above	21	24	+14.3%	0	0	--
All Price Ranges	347	341	-1.7%	129	123	-4.7%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2017	1-2018	Change	12-2017	1-2018	Change
\$99,999 and Below	1	2	+100.0%	9	7	-22.2%
\$100,000 to \$199,999	5	5	0.0%	18	18	0.0%
\$200,000 to \$299,999	39	40	+2.6%	16	19	+18.8%
\$300,000 to \$399,999	50	44	-12.0%	26	25	-3.8%
\$400,000 to \$499,999	58	47	-19.0%	15	14	-6.7%
\$500,000 to \$699,999	69	62	-10.1%	17	12	-29.4%
\$700,000 to \$999,999	84	70	-16.7%	17	17	0.0%
\$1,000,000 to \$1,999,999	59	47	-20.3%	12	11	-8.3%
\$2,000,000 and Above	25	24	-4.0%	0	0	--
All Price Ranges	390	341	-12.6%	130	123	-5.4%

Year to Date

By Price Range	Single Family			Condo		
	1-2017	1-2018	Change	1-2017	1-2018	Change
\$99,999 and Below	1	0	-100.0%	1	0	-100.0%
\$100,000 to \$199,999	1	1	0.0%	8	7	-12.5%
\$200,000 to \$299,999	14	9	-35.7%	0	5	--
\$300,000 to \$399,999	13	12	-7.7%	5	7	+40.0%
\$400,000 to \$499,999	7	8	+14.3%	4	1	-75.0%
\$500,000 to \$699,999	4	9	+125.0%	5	3	-40.0%
\$700,000 to \$999,999	2	1	-50.0%	0	0	--
\$1,000,000 to \$1,999,999	3	3	0.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	46	43	-6.5%	23	23	0.0%

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 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.
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.
Inventory of 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.