

Monthly Indicators



April 2018

Percent changes calculated using year-over-year comparisons.

New Listings were down 1.4 percent for single family homes and 7.7 percent for townhouse-condo properties. Pending Sales increased 5.8 percent for single family homes and 6.9 percent for townhouse-condo properties.

The Median Sales Price was up 9.4 percent to \$450,000 for single family homes and 1.0 percent to \$232,250 for townhouse-condo properties. Days on Market increased 11.0 percent for single family homes and 63.4 percent for townhouse-condo properties.

This winter and spring exhibited unseasonal weather patterns in much of the country. As the seasons change to something more palatable, wages and consumer spending are both up, on average, which should translate positively for the housing market. Being quick with an offer is still the rule of the day as the number of days a home stays on the market drops lower. If that wasn't enough for buyers to mull over with each potential offer, being aware of pending mortgage rate increases is once again in fashion.

Activity Snapshot

- 8.4%

One-Year Change in
Sold Listings
All Properties

+ 5.9%

One-Year Change in
Median Sales Price
All Properties

0.0%

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	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		147	145	- 1.4%	425	417	- 1.9%
Pending Sales		86	91	+ 5.8%	264	266	+ 0.8%
Sold Listings		62	57	- 8.1%	217	198	- 8.8%
Median Sales Price		\$411,200	\$450,000	+ 9.4%	\$385,000	\$429,950	+ 11.7%
Avg. Sales Price		\$473,324	\$550,260	+ 16.3%	\$438,674	\$510,997	+ 16.5%
Pct. of List Price Received		97.2%	96.4%	- 0.8%	97.8%	97.1%	- 0.7%
Days on Market		127	141	+ 11.0%	142	142	0.0%
Cumulative Days on Market		151	154	+ 2.0%	172	171	- 0.6%
Affordability Index		75	61	- 18.7%	81	66	- 18.5%
Active Listings		420	413	- 1.7%	--	--	--
Months Supply		5.8	5.9	+ 1.7%	--	--	--

Townhouse/Condo Market Overview

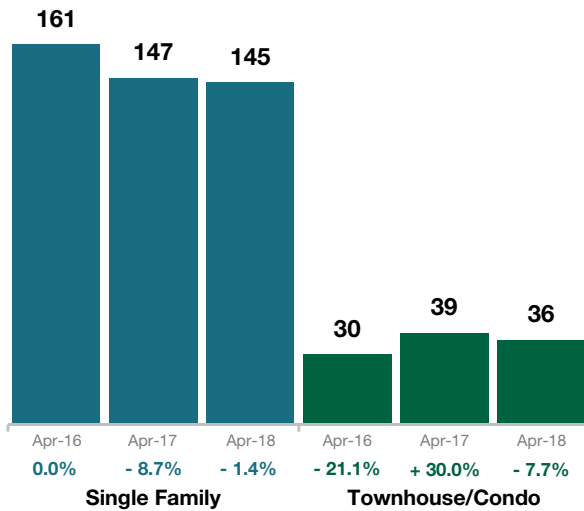
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



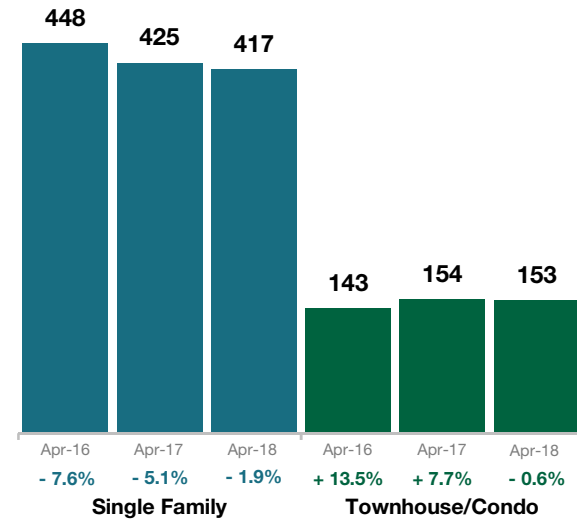
Key Metrics	Historical Sparkbars	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		39	36	- 7.7%	154	153	- 0.6%
Pending Sales		29	31	+ 6.9%	97	119	+ 22.7%
Sold Listings		33	30	- 9.1%	89	94	+ 5.6%
Median Sales Price		\$229,900	\$232,250	+ 1.0%	\$285,000	\$260,000	- 8.8%
Avg. Sales Price		\$297,024	\$267,403	- 10.0%	\$316,083	\$272,061	- 13.9%
Pct. of List Price Received		98.4%	96.4%	- 2.0%	97.9%	96.7%	- 1.2%
Days on Market		93	152	+ 63.4%	113	129	+ 14.2%
Cumulative Days on Market		99	173	+ 74.7%	125	147	+ 17.6%
Affordability Index		120	126	+ 5.0%	113	124	+ 9.7%
Active Listings		139	146	+ 5.0%	--	--	--
Months Supply		5.1	4.9	- 3.9%	--	--	--

New Listings

April

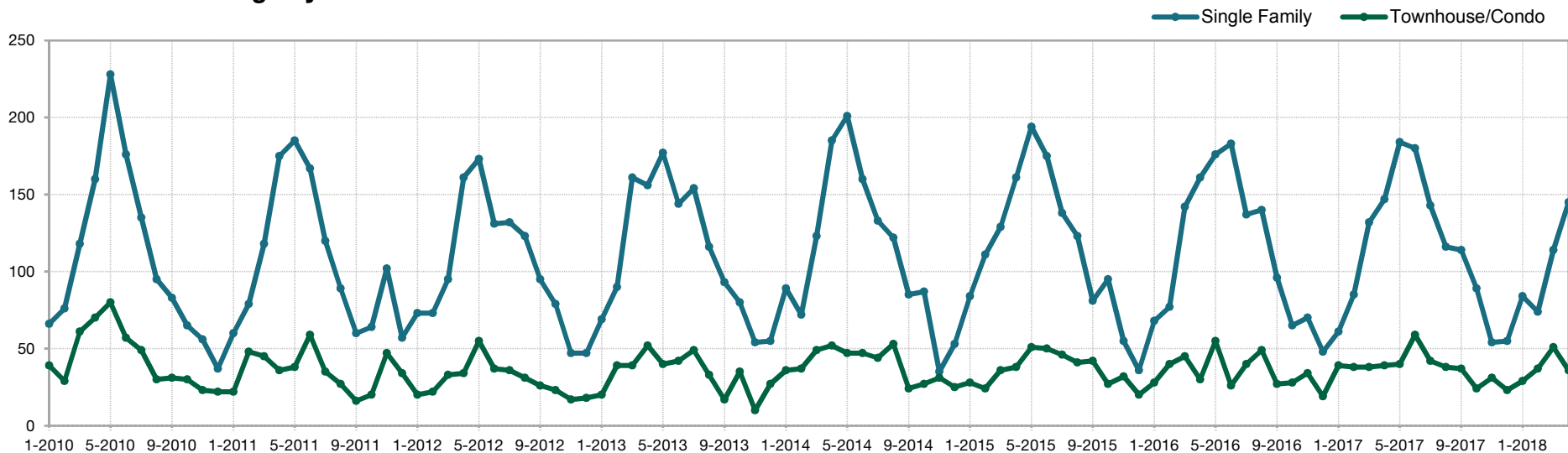


Year to Date



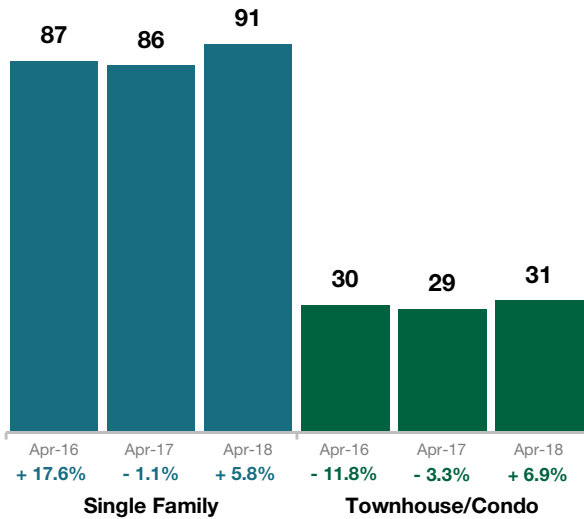
New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
May-2017	184	+4.5%	40	-27.3%
Jun-2017	180	-1.6%	59	+126.9%
Jul-2017	143	+4.4%	42	+5.0%
Aug-2017	116	-17.1%	38	-22.4%
Sep-2017	114	+18.8%	37	+37.0%
Oct-2017	89	+36.9%	24	-14.3%
Nov-2017	54	-22.9%	31	-8.8%
Dec-2017	55	+14.6%	23	+21.1%
Jan-2018	84	+37.7%	29	-25.6%
Feb-2018	74	-12.9%	37	-2.6%
Mar-2018	114	-13.6%	51	+34.2%
Apr-2018	145	-1.4%	36	-7.7%

Historical New Listings by Month

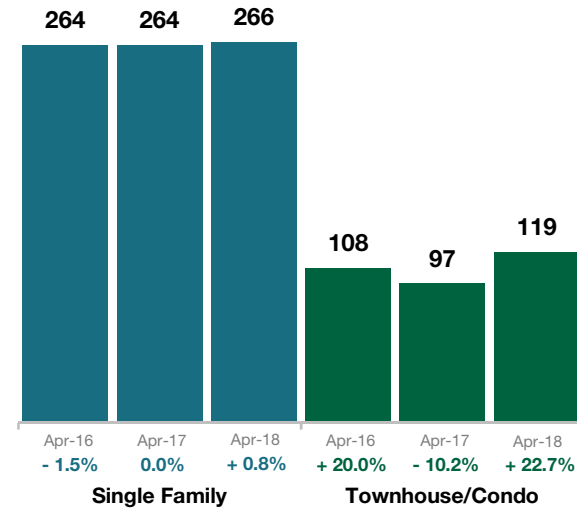


Pending Sales

April

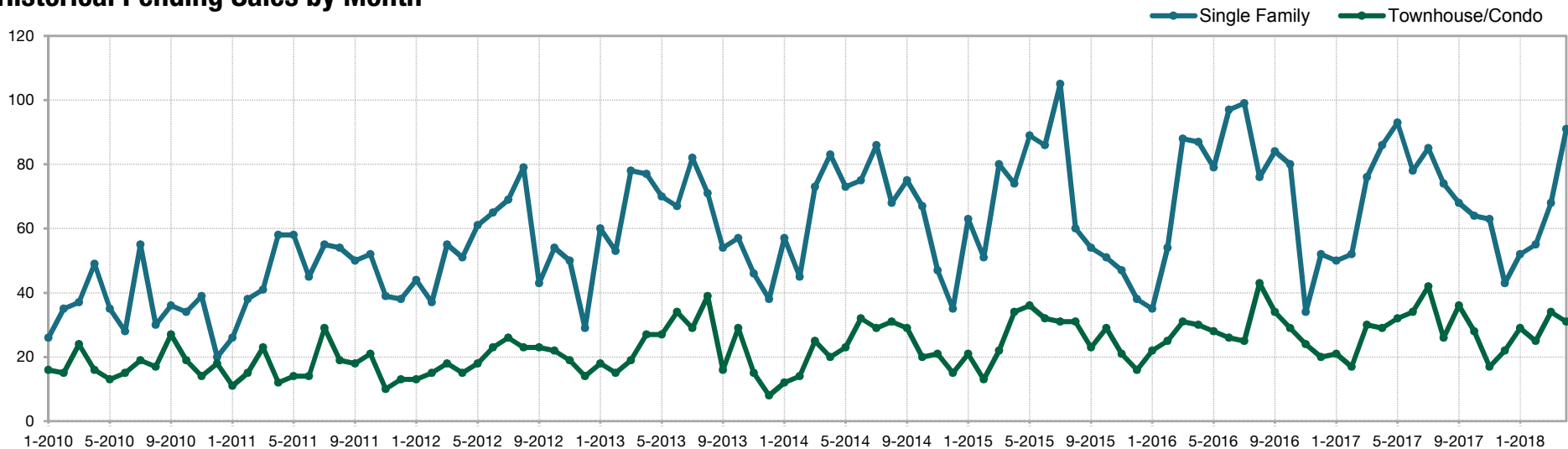


Year to Date



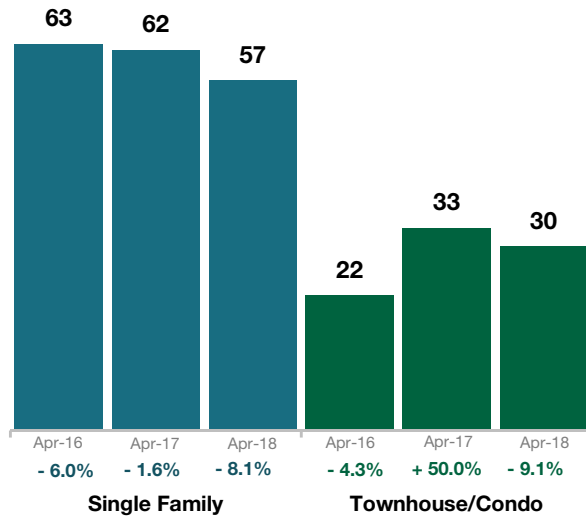
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
May-2017	93	+17.7%	32	+14.3%
Jun-2017	78	-19.6%	34	+30.8%
Jul-2017	85	-14.1%	42	+68.0%
Aug-2017	74	-2.6%	26	-39.5%
Sep-2017	68	-19.0%	36	+5.9%
Oct-2017	64	-20.0%	28	-3.4%
Nov-2017	63	+85.3%	17	-29.2%
Dec-2017	43	-17.3%	22	+10.0%
Jan-2018	52	+4.0%	29	+38.1%
Feb-2018	55	+5.8%	25	+47.1%
Mar-2018	68	-10.5%	34	+13.3%
Apr-2018	91	+5.8%	31	+6.9%

Historical Pending Sales by Month

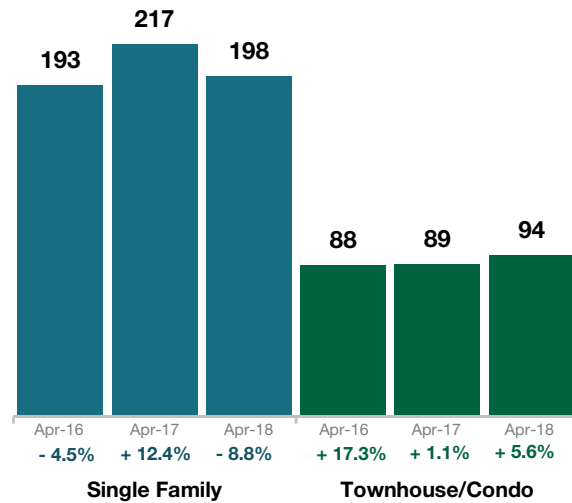


Sold Listings

April

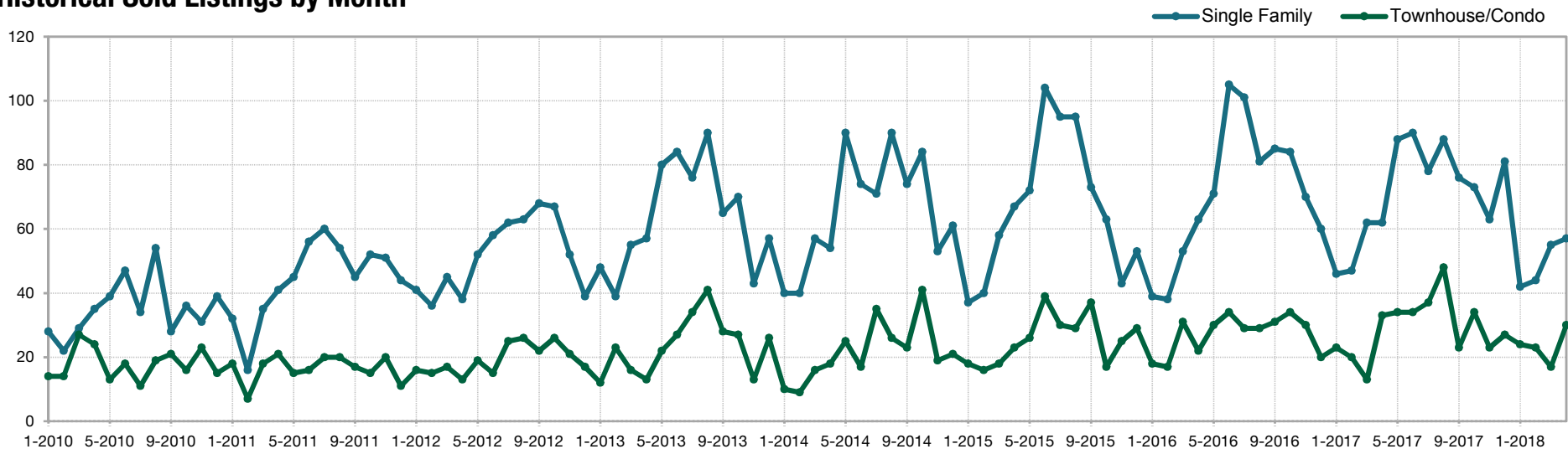


Year to Date



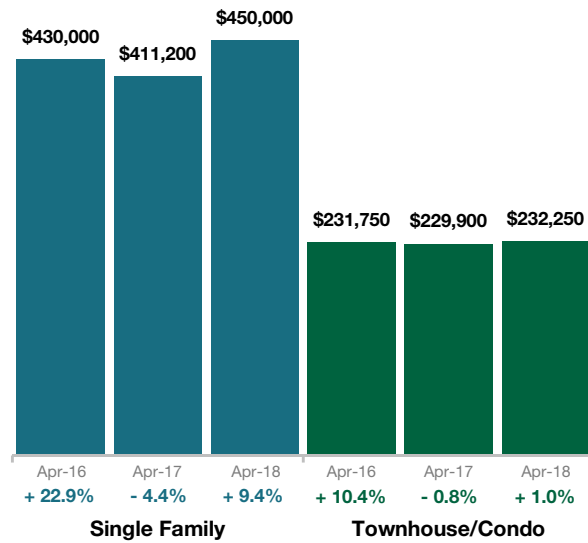
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
May-2017	88	+23.9%	34	+13.3%
Jun-2017	90	-14.3%	34	0.0%
Jul-2017	78	-22.8%	37	+27.6%
Aug-2017	88	+8.6%	48	+65.5%
Sep-2017	76	-10.6%	23	-25.8%
Oct-2017	73	-13.1%	34	0.0%
Nov-2017	63	-10.0%	23	-23.3%
Dec-2017	81	+35.0%	27	+35.0%
Jan-2018	42	-8.7%	24	+4.3%
Feb-2018	44	-6.4%	23	+15.0%
Mar-2018	55	-11.3%	17	+30.8%
Apr-2018	57	-8.1%	30	-9.1%

Historical Sold Listings by Month

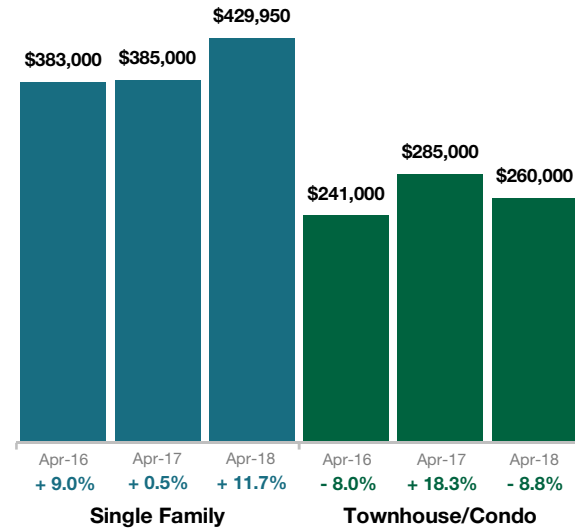


Median Sales Price

April

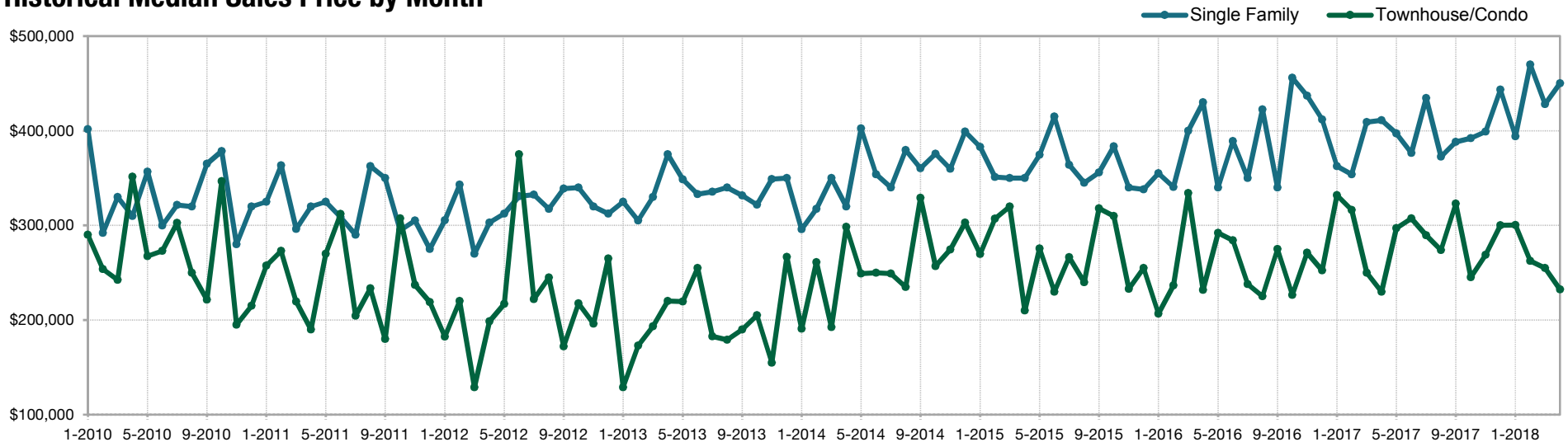


Year to Date



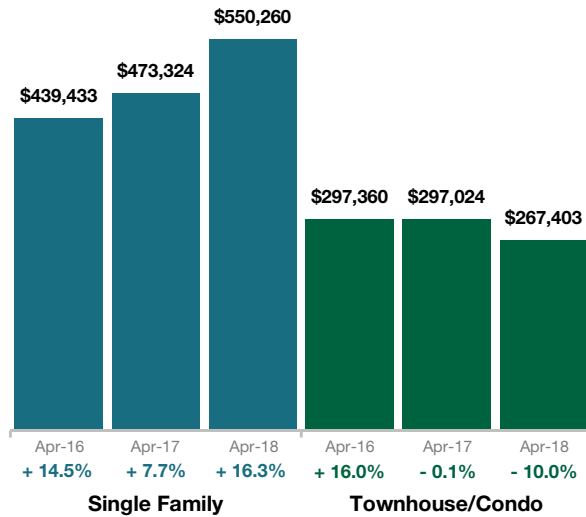
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
May-2017	\$397,000	+16.8%	\$296,970	+1.7%
Jun-2017	\$376,500	-3.2%	\$307,500	+8.2%
Jul-2017	\$434,475	+24.2%	\$289,500	+21.6%
Aug-2017	\$372,500	-11.8%	\$274,000	+21.8%
Sep-2017	\$388,260	+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	\$394,200	+8.7%	\$300,500	-9.5%
Feb-2018	\$470,000	+32.8%	\$262,500	-17.0%
Mar-2018	\$428,175	+4.6%	\$255,000	+2.0%
Apr-2018	\$450,000	+9.4%	\$232,250	+1.0%

Historical Median Sales Price by Month

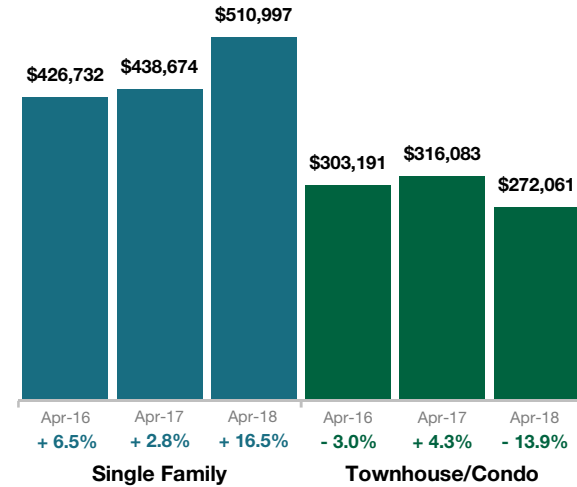


Average Sales Price

April

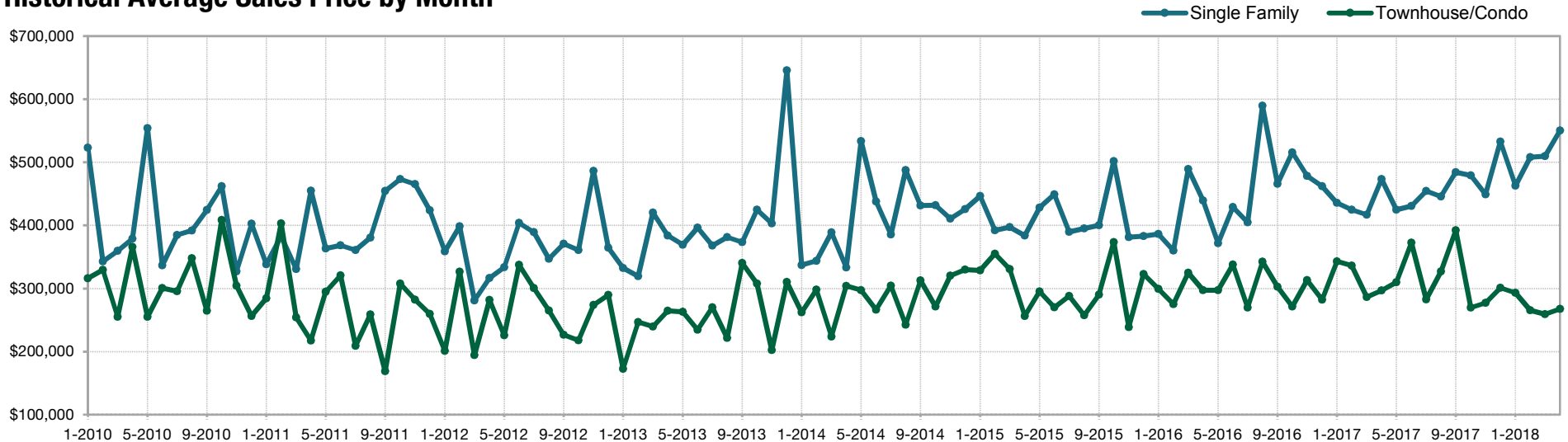


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
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	\$462,812	+6.2%	\$293,204	-14.5%
Feb-2018	\$507,898	+19.6%	\$265,670	-21.0%
Mar-2018	\$509,583	+22.3%	\$259,076	-9.5%
Apr-2018	\$550,260	+16.3%	\$267,403	-10.0%

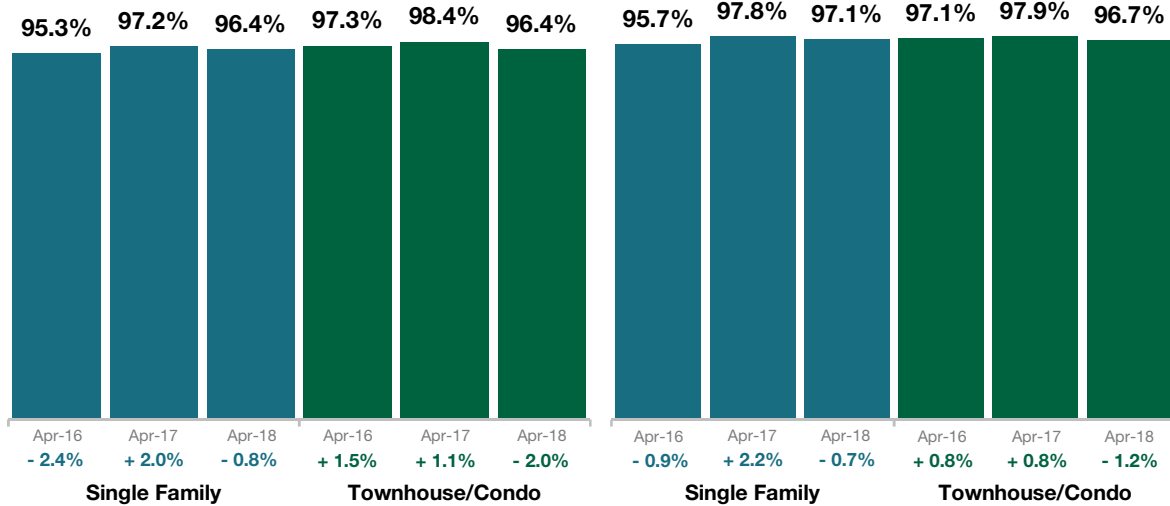
Historical Average Sales Price by Month



Percent of List Price Received

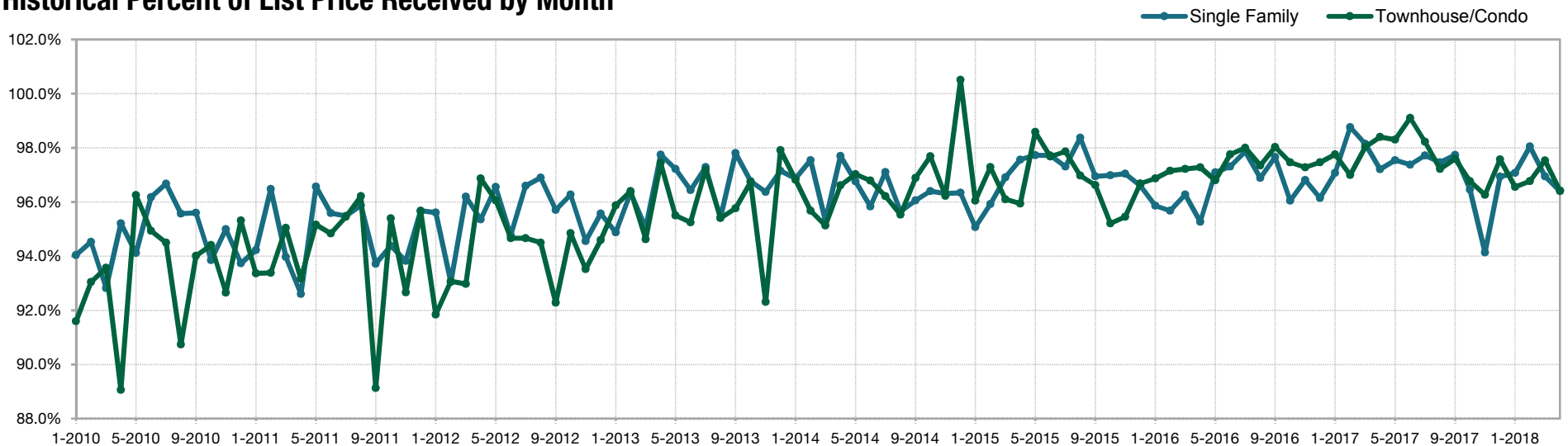
April

Year to Date



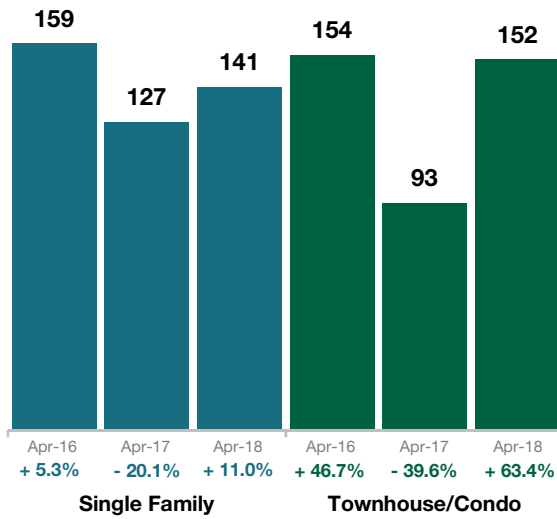
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
May-2017	97.5%	+0.4%	98.3%	+1.5%
Jun-2017	97.4%	+0.1%	99.1%	+1.3%
Jul-2017	97.7%	-0.2%	98.2%	+0.2%
Aug-2017	97.5%	+0.6%	97.2%	-0.1%
Sep-2017	97.7%	0.0%	97.6%	-0.4%
Oct-2017	96.5%	+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%	96.6%	-1.2%
Feb-2018	98.1%	-0.7%	96.8%	-0.2%
Mar-2018	96.9%	-1.2%	97.5%	-0.5%
Apr-2018	96.4%	-0.8%	96.4%	-2.0%

Historical Percent of List Price Received by Month

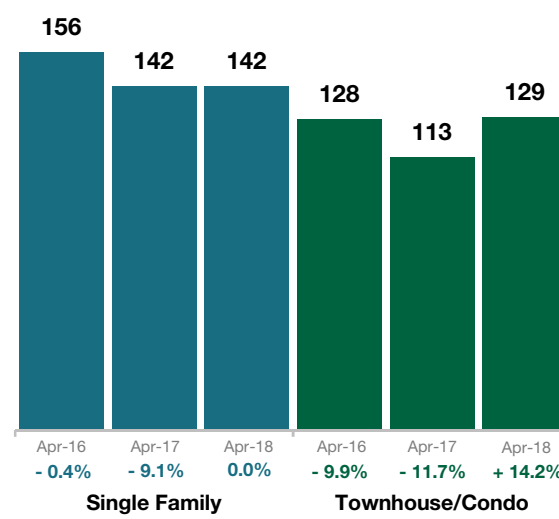


Days on Market Until Sale

April

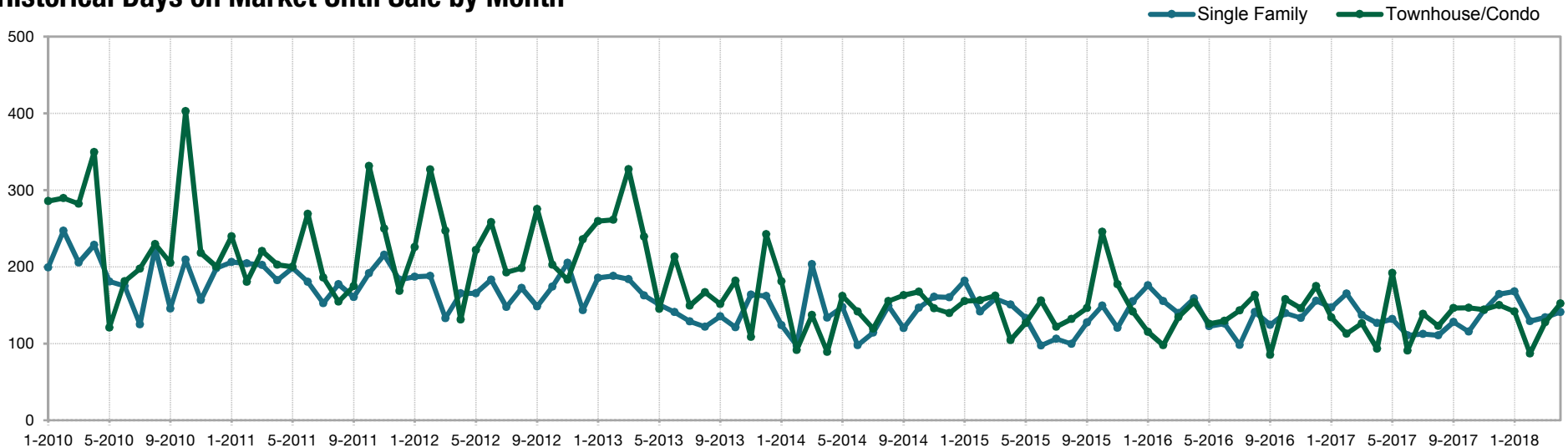


Year to Date



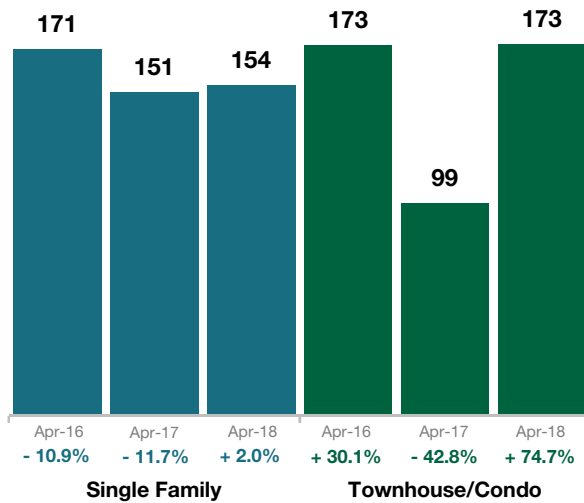
Days on Market	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
May-2017	132	+8.2%	192	+52.4%
Jun-2017	111	-11.9%	91	-30.0%
Jul-2017	113	+15.3%	139	-2.8%
Aug-2017	111	-21.3%	123	-24.5%
Sep-2017	128	+3.2%	146	+71.8%
Oct-2017	116	-17.1%	147	-7.0%
Nov-2017	144	+7.5%	144	-1.4%
Dec-2017	164	+5.1%	150	-14.3%
Jan-2018	168	+14.3%	142	+6.0%
Feb-2018	129	-21.8%	87	-23.0%
Mar-2018	134	-2.2%	128	+1.6%
Apr-2018	141	+11.0%	152	+63.4%

Historical Days on Market Until Sale by Month

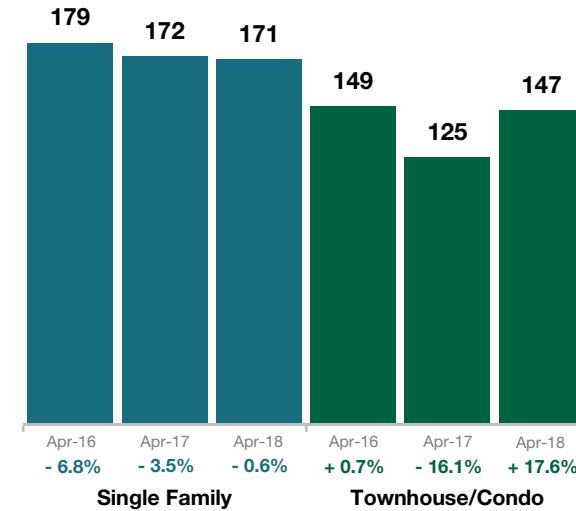


Cumulative Days on Market Until Sale

April

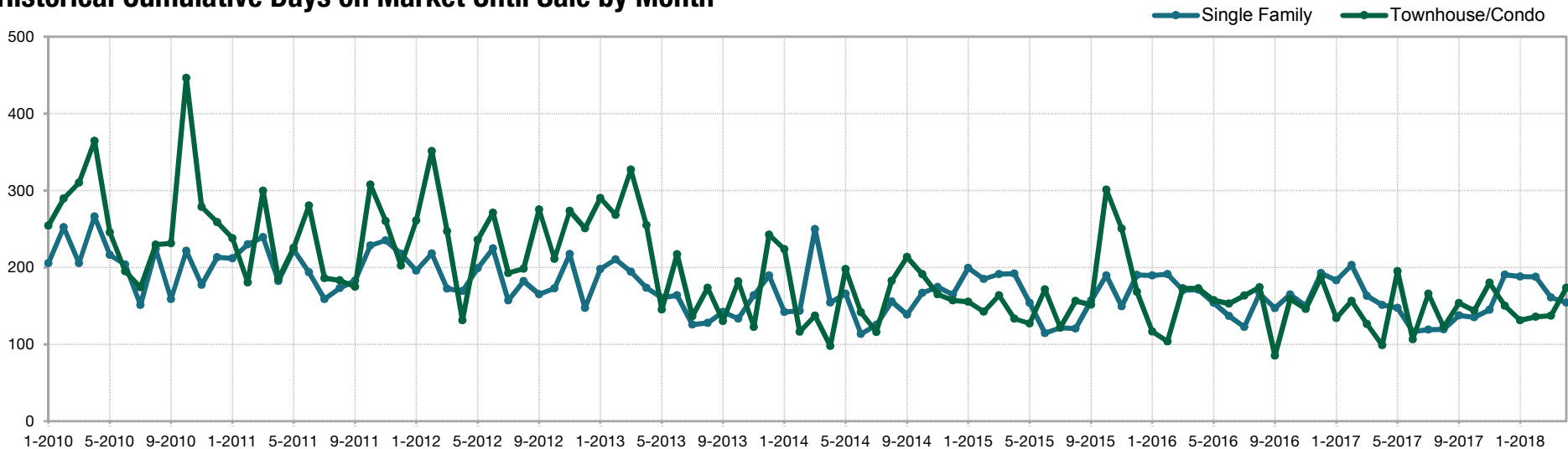


Year to Date



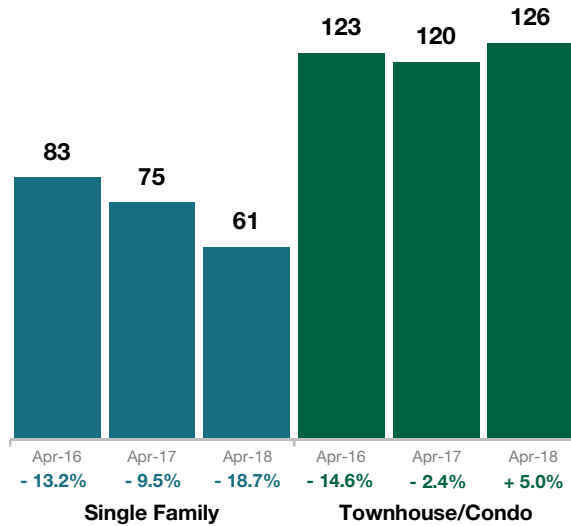
Cumulative Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
May-2017	147	-4.5%	195	+24.2%
Jun-2017	117	-14.6%	107	-30.1%
Jul-2017	119	-3.3%	166	+1.8%
Aug-2017	119	-28.3%	123	-29.3%
Sep-2017	137	-6.8%	154	+81.2%
Oct-2017	135	-18.2%	144	-9.4%
Nov-2017	145	-3.3%	180	+23.3%
Dec-2017	190	-1.6%	150	-19.8%
Jan-2018	188	+2.7%	131	-2.2%
Feb-2018	188	-7.4%	136	-12.8%
Mar-2018	161	-1.2%	137	+8.7%
Apr-2018	154	+2.0%	173	+74.7%

Historical Cumulative Days on Market Until Sale by Month

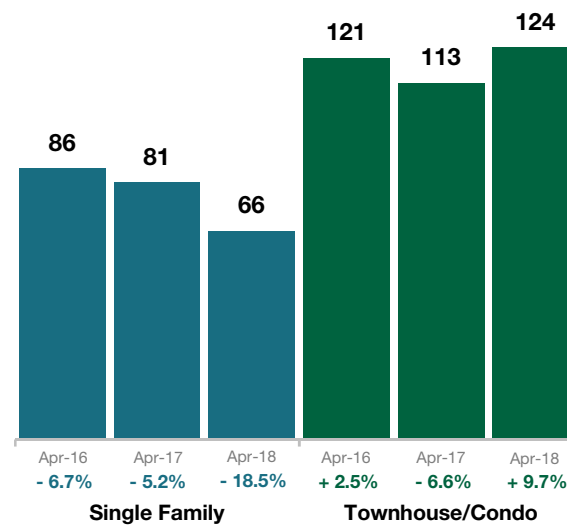


Housing Affordability Index

April

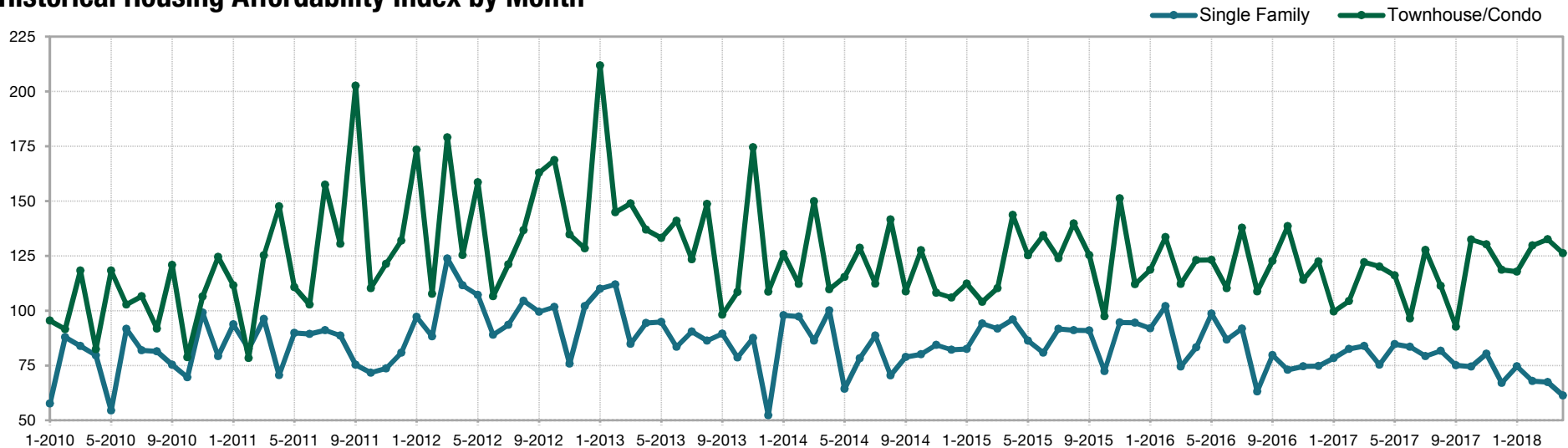


Year to Date



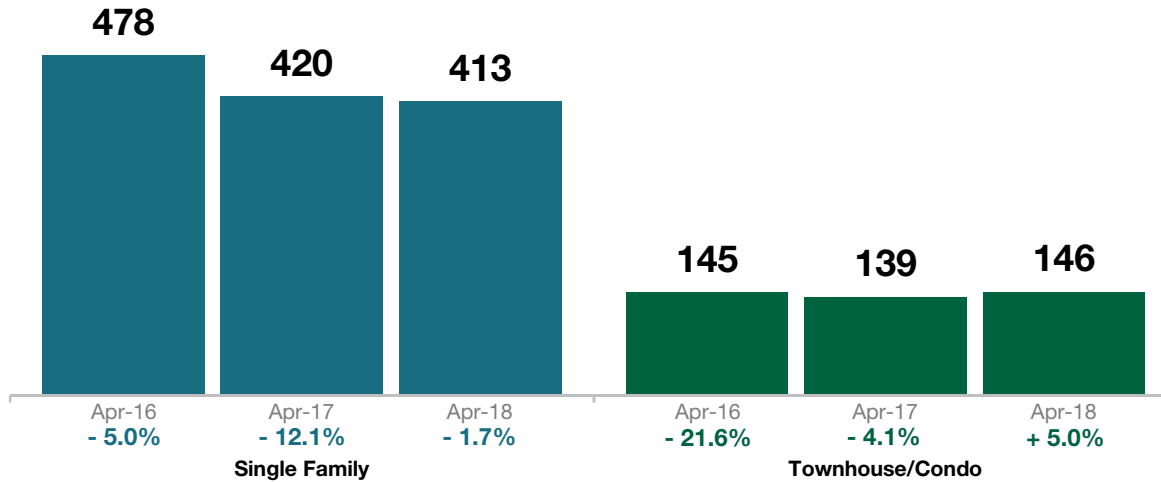
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
May-2017	85	-14.1%	116	-5.7%
Jun-2017	83	-4.6%	96	-12.7%
Jul-2017	79	-14.1%	128	-7.2%
Aug-2017	82	+30.2%	111	+1.8%
Sep-2017	75	-6.3%	93	-24.4%
Oct-2017	75	+2.7%	132	-5.0%
Nov-2017	80	+6.7%	130	+14.0%
Dec-2017	67	-10.7%	119	-2.5%
Jan-2018	75	-3.8%	118	+18.0%
Feb-2018	68	-18.1%	130	+25.0%
Mar-2018	67	-20.2%	133	+9.0%
Apr-2018	61	-18.7%	126	+5.0%

Historical Housing Affordability Index by Month



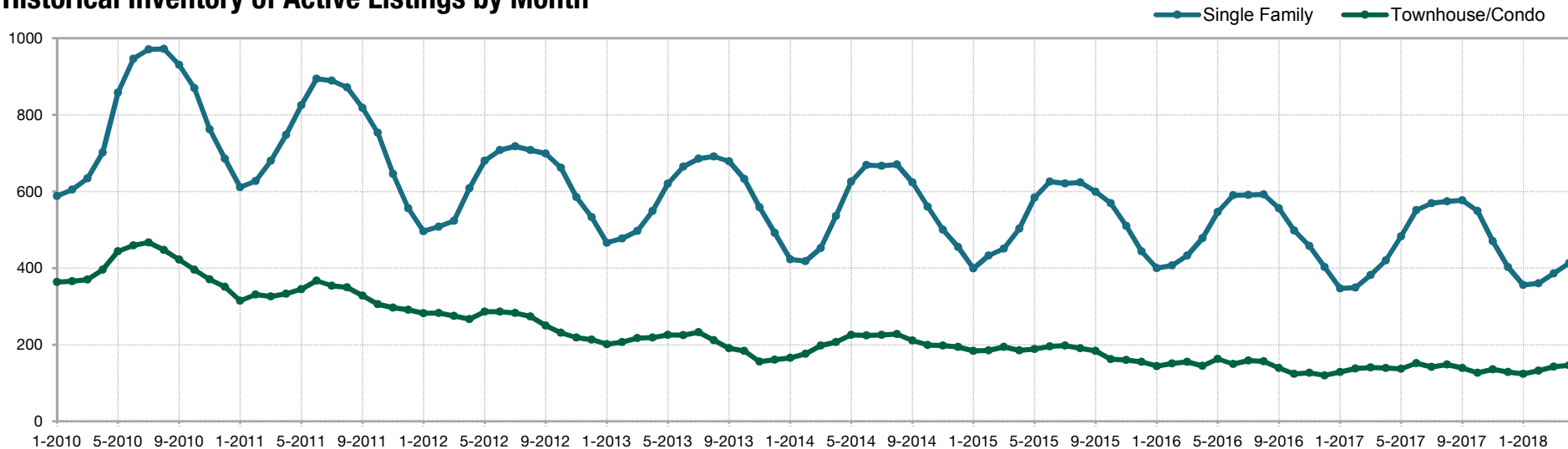
Inventory of Active Listings

April



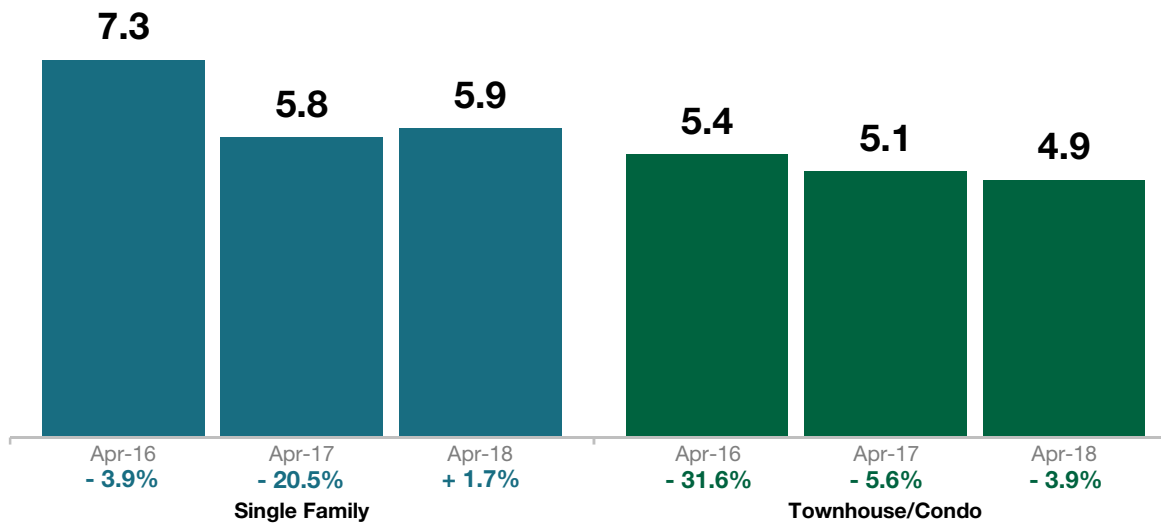
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
May-2017	483	-11.5%	137	-16.0%
Jun-2017	551	-6.6%	152	+1.3%
Jul-2017	569	-3.7%	142	-10.7%
Aug-2017	574	-3.0%	148	-5.7%
Sep-2017	577	+3.8%	139	0.0%
Oct-2017	549	+10.2%	127	+2.4%
Nov-2017	470	+2.6%	136	+7.1%
Dec-2017	403	0.0%	129	+7.5%
Jan-2018	356	+2.6%	124	-3.9%
Feb-2018	360	+3.2%	132	-4.3%
Mar-2018	386	+1.0%	143	+1.4%
Apr-2018	413	-1.7%	146	+5.0%

Historical Inventory of Active Listings by Month



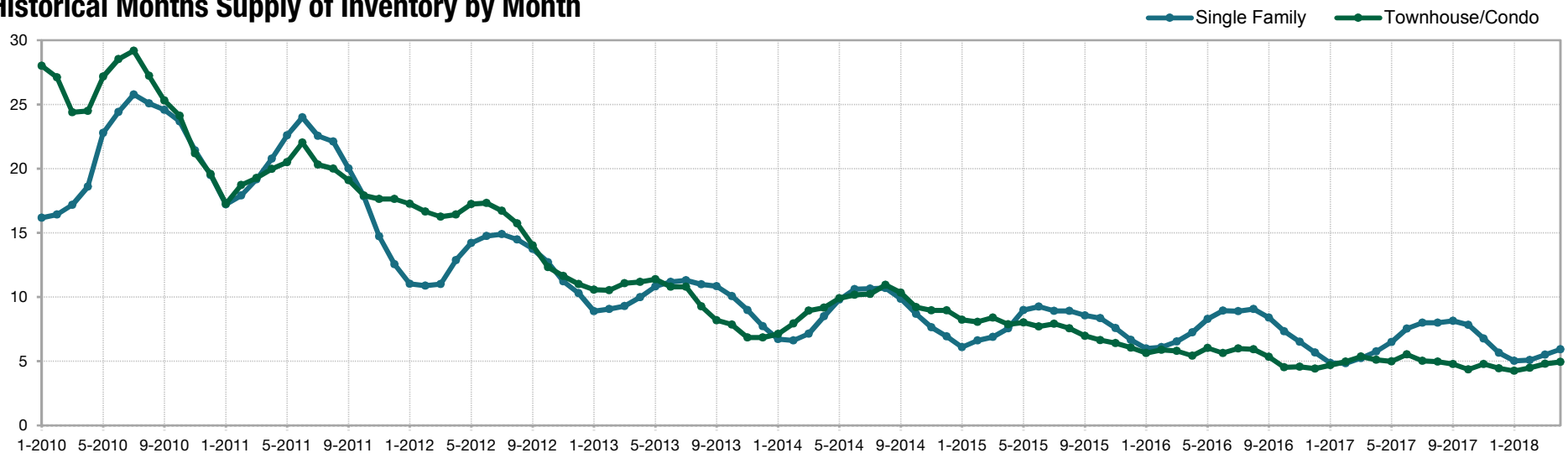
Months Supply of Inventory

April



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
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	6.8	+4.6%	4.8	+4.3%
Dec-2017	5.7	0.0%	4.4	0.0%
Jan-2018	5.0	+2.0%	4.3	-8.5%
Feb-2018	5.1	+6.3%	4.5	-10.0%
Mar-2018	5.5	+5.8%	4.8	-11.1%
Apr-2018	5.9	+1.7%	4.9	-3.9%

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.



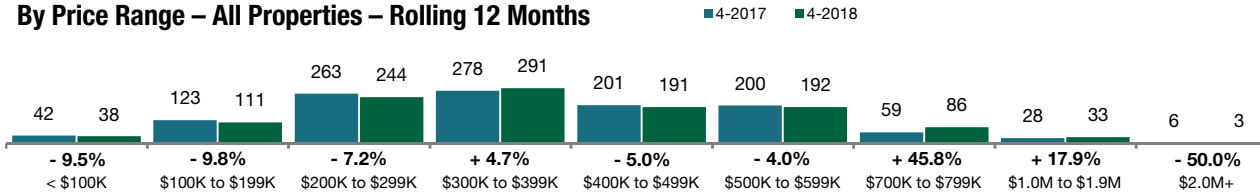
Key Metrics	Historical Sparkbars	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		186	181	- 2.7%	579	570	- 1.6%
Pending Sales		115	122	+ 6.1%	361	385	+ 6.6%
Sold Listings		95	87	- 8.4%	306	292	- 4.6%
Median Sales Price		\$355,000	\$376,000	+ 5.9%	\$354,000	\$370,000	+ 4.5%
Avg. Sales Price		\$412,083	\$452,723	+ 9.9%	\$403,019	\$434,079	+ 7.7%
Pct. of List Price Received		97.6%	96.4%	- 1.2%	97.8%	97.0%	- 0.8%
Days on Market		115	145	+ 26.1%	134	138	+ 3.0%
Cumulative Days on Market		133	161	+ 21.1%	158	163	+ 3.2%
Affordability Index		87	75	- 13.8%	89	78	- 12.4%
Active Listings		559	559	0.0%	--	--	--
Months Supply		5.6	5.6	0.0%	--	--	--

Sold Listings

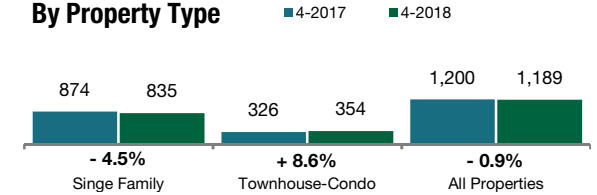
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	15	8	-46.7%	27	30	+11.1%
\$100,000 to \$199,999	49	40	-18.4%	74	71	-4.1%
\$200,000 to \$299,999	178	148	-16.9%	85	96	+12.9%
\$300,000 to \$399,999	216	203	-6.0%	62	88	+41.9%
\$400,000 to \$499,999	166	162	-2.4%	35	29	-17.1%
\$500,000 to \$699,999	165	163	-1.2%	35	29	-17.1%
\$700,000 to \$999,999	53	79	+49.1%	6	7	+16.7%
\$1,000,000 to \$1,999,999	26	29	+11.5%	2	4	+100.0%
\$2,000,000 and Above	6	3	-50.0%	0	0	--
All Price Ranges	874	835	-4.5%	326	354	+8.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2018	4-2018	Change	3-2018	4-2018	Change
\$99,999 and Below	1	1	0.0%	2	1	-50.0%
\$100,000 to \$199,999	1	0	-100.0%	3	10	+233.3%
\$200,000 to \$299,999	8	9	+12.5%	7	9	+28.6%
\$300,000 to \$399,999	13	11	-15.4%	3	7	+133.3%
\$400,000 to \$499,999	13	10	-23.1%	0	1	--
\$500,000 to \$699,999	9	14	+55.6%	2	2	0.0%
\$700,000 to \$999,999	9	8	-11.1%	0	0	--
\$1,000,000 to \$1,999,999	0	4	--	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
All Price Ranges	55	57	+3.6%	17	30	+76.5%

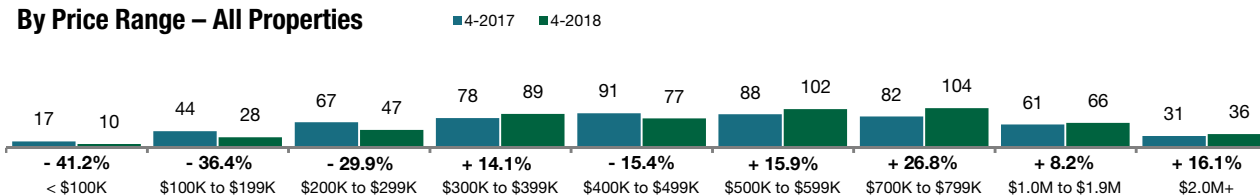
Year to Date

By Price Range	Single Family			Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	6	3	-50.0%	4	5	+25.0%
\$100,000 to \$199,999	5	4	-20.0%	27	25	-7.4%
\$200,000 to \$299,999	43	32	-25.6%	15	28	+86.7%
\$300,000 to \$399,999	63	43	-31.7%	19	24	+26.3%
\$400,000 to \$499,999	45	37	-17.8%	8	4	-50.0%
\$500,000 to \$699,999	36	48	+33.3%	14	8	-42.9%
\$700,000 to \$999,999	10	21	+110.0%	2	0	-100.0%
\$1,000,000 to \$1,999,999	9	9	0.0%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	217	198	-8.8%	89	94	+5.6%

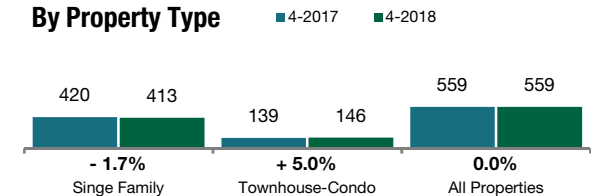
Inventory of Active Listings

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		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	3	2	-33.3%	14	8	-42.9%
\$100,000 to \$199,999	17	6	-64.7%	27	22	-18.5%
\$200,000 to \$299,999	36	35	-2.8%	31	12	-61.3%
\$300,000 to \$399,999	55	55	0.0%	23	34	+47.8%
\$400,000 to \$499,999	71	60	-15.5%	20	17	-15.0%
\$500,000 to \$699,999	77	85	+10.4%	11	17	+54.5%
\$700,000 to \$999,999	72	81	+12.5%	10	23	+130.0%
\$1,000,000 to \$1,999,999	58	54	-6.9%	3	12	+300.0%
\$2,000,000 and Above	31	35	+12.9%	0	1	--
All Price Ranges	420	413	-1.7%	139	146	+5.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2018	4-2018	Change	3-2018	4-2018	Change
\$99,999 and Below	3	2	-33.3%	8	8	0.0%
\$100,000 to \$199,999	6	6	0.0%	18	22	+22.2%
\$200,000 to \$299,999	40	35	-12.5%	16	12	-25.0%
\$300,000 to \$399,999	42	55	+31.0%	32	34	+6.3%
\$400,000 to \$499,999	62	60	-3.2%	18	17	-5.6%
\$500,000 to \$699,999	73	85	+16.4%	16	17	+6.3%
\$700,000 to \$999,999	75	81	+8.0%	23	23	0.0%
\$1,000,000 to \$1,999,999	56	54	-3.6%	11	12	+9.1%
\$2,000,000 and Above	29	35	+20.7%	1	1	0.0%
All Price Ranges	386	413	+7.0%	143	146	+2.1%

Year to Date

By Price Range	Single Family			Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	3	2	-33.3%	14	8	-42.9%
\$100,000 to \$199,999	17	6	-64.7%	27	22	-18.5%
\$200,000 to \$299,999	36	35	-2.8%	31	12	-61.3%
\$300,000 to \$399,999	55	55	0.0%	23	34	+47.8%
\$400,000 to \$499,999	71	60	-15.5%	20	17	-15.0%
\$500,000 to \$699,999	77	85	+10.4%	11	17	+54.5%
\$700,000 to \$999,999	72	81	+12.5%	10	23	+130.0%
\$1,000,000 to \$1,999,999	58	54	-6.9%	3	12	+300.0%
\$2,000,000 and Above	31	35	+12.9%	0	1	--
All Price Ranges	420	413	-1.7%	139	146	+5.0%

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.