

# Monthly Indicators



## May 2018

Percent changes calculated using year-over-year comparisons.

New Listings were down 0.5 percent for single family homes but increased 27.5 percent for townhouse-condo properties. Pending Sales increased 17.2 percent for single family homes and 3.1 percent for townhouse-condo properties.

The Median Sales Price was up 2.6 percent to \$407,500 for single family homes and 9.4 percent to \$325,000 for townhouse-condo properties. Days on Market decreased 7.6 percent for single family homes and 21.9 percent for townhouse-condo properties.

Although home sales may actually drop in year-over-year comparisons over the next few months, that has more to do with low inventory than a lack of buyer interest. As lower days on market and higher prices persist year after year, one might rationally expect a change in the outlook for residential real estate, yet the current situation has proven to be remarkably sustainable likely due to stronger fundamentals in home loan approvals than were in place a decade ago.

## Activity Snapshot

**- 0.8%**

One-Year Change in  
**Sold Listings**  
All Properties

**+ 4.3%**

One-Year Change in  
**Median Sales Price**  
All Properties

**+ 2.9%**

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	5-2017	5-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		184	<b>183</b>	- 0.5%	609	<b>604</b>	- 0.8%
<b>Pending Sales</b>		93	<b>109</b>	+ 17.2%	357	<b>364</b>	+ 2.0%
<b>Sold Listings</b>		88	<b>85</b>	- 3.4%	305	<b>283</b>	- 7.2%
<b>Median Sales Price</b>		\$397,000	<b>\$407,500</b>	+ 2.6%	\$390,000	<b>\$425,000</b>	+ 9.0%
<b>Avg. Sales Price</b>		\$424,675	<b>\$466,192</b>	+ 9.8%	\$434,635	<b>\$497,540</b>	+ 14.5%
<b>Pct. of List Price Received</b>		97.5%	<b>97.3%</b>	- 0.2%	97.7%	<b>97.1%</b>	- 0.6%
<b>Days on Market</b>		132	<b>122</b>	- 7.6%	139	<b>136</b>	- 2.2%
<b>Cumulative Days on Market</b>		147	<b>151</b>	+ 2.7%	165	<b>165</b>	0.0%
<b>Affordability Index</b>		85	<b>72</b>	- 15.3%	83	<b>68</b>	- 18.1%
<b>Active Listings</b>		483	<b>484</b>	+ 0.2%	--	<b>--</b>	--
<b>Months Supply</b>		6.5	<b>7.0</b>	+ 7.7%	--	<b>--</b>	--

# Townhouse/Condo Market Overview

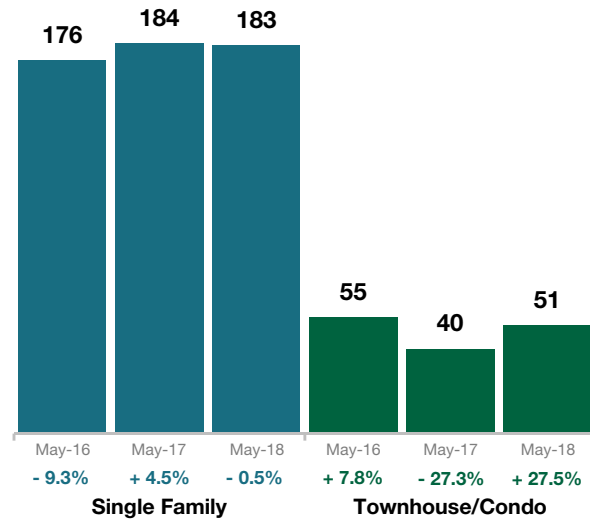
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



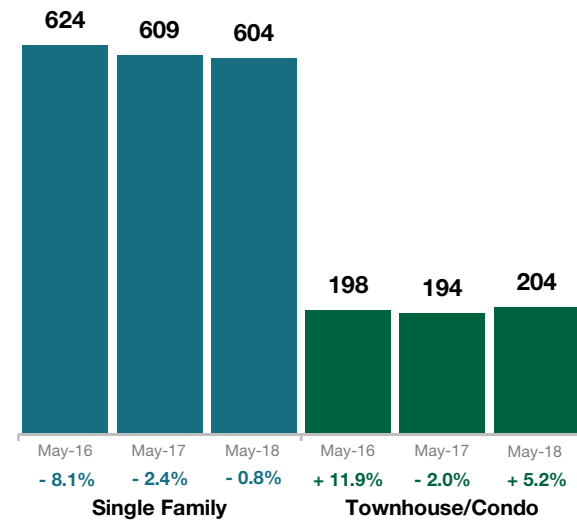
Key Metrics	Historical Sparkbars	5-2017	5-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		40	51	+ 27.5%	194	204	+ 5.2%
<b>Pending Sales</b>		32	33	+ 3.1%	129	153	+ 18.6%
<b>Sold Listings</b>		34	36	+ 5.9%	123	130	+ 5.7%
<b>Median Sales Price</b>		\$296,970	\$325,000	+ 9.4%	\$295,000	\$261,250	- 11.4%
<b>Avg. Sales Price</b>		\$309,876	\$335,694	+ 8.3%	\$314,367	\$289,682	- 7.9%
<b>Pct. of List Price Received</b>		98.3%	97.8%	- 0.5%	98.0%	97.0%	- 1.0%
<b>Days on Market</b>		192	150	- 21.9%	135	135	0.0%
<b>Cumulative Days on Market</b>		195	158	- 19.0%	144	150	+ 4.2%
<b>Affordability Index</b>		116	101	- 12.9%	114	117	+ 2.6%
<b>Active Listings</b>		137	154	+ 12.4%	--	--	--
<b>Months Supply</b>		5.0	5.2	+ 4.0%	--	--	--

# New Listings

## May

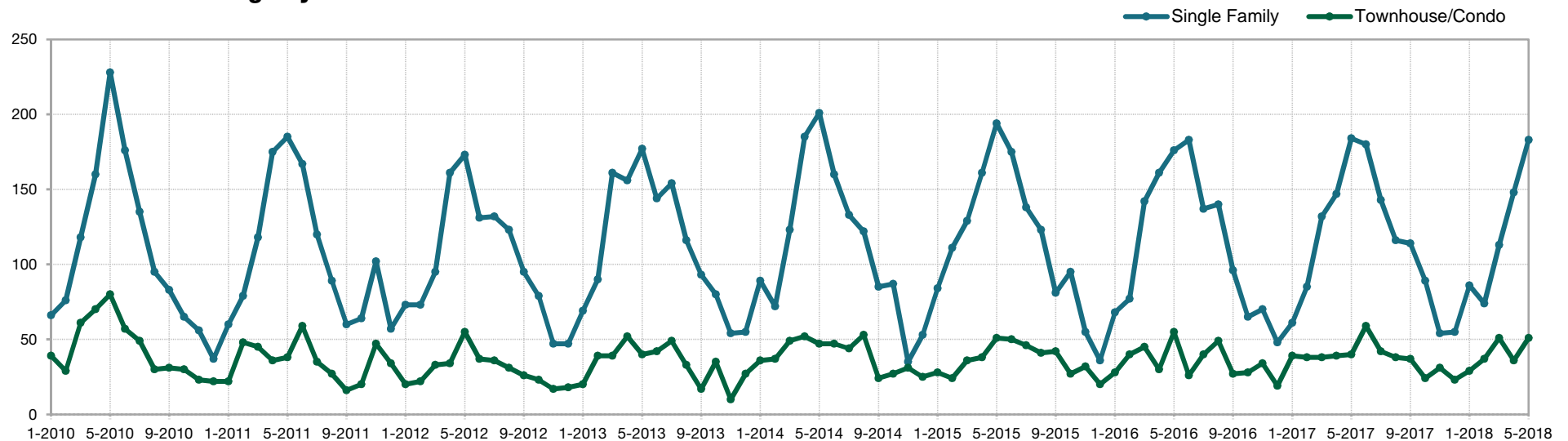


## Year to Date



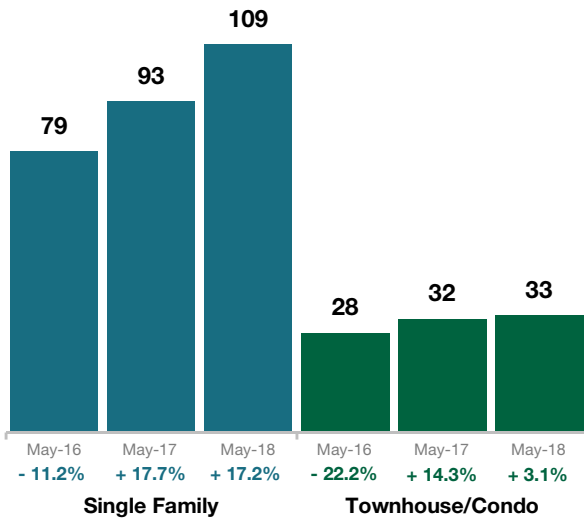
New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jun-2017	180	-1.6%	59	+126.9%
Jul-2017	143	+4.4%	42	+5.0%
Aug-2017	116	-17.1%	38	-22.4%
Sep-2017	114	+18.8%	37	+37.0%
Oct-2017	89	+36.9%	24	-14.3%
Nov-2017	54	-22.9%	31	-8.8%
Dec-2017	55	+14.6%	23	+21.1%
Jan-2018	86	+41.0%	29	-25.6%
Feb-2018	74	-12.9%	37	-2.6%
Mar-2018	113	-14.4%	51	+34.2%
Apr-2018	148	+0.7%	36	-7.7%
<b>May-2018</b>	<b>183</b>	<b>-0.5%</b>	<b>51</b>	<b>+27.5%</b>

## Historical New Listings by Month

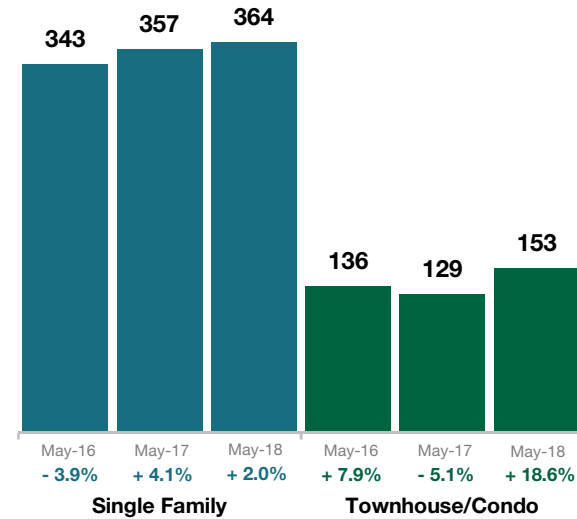


# Pending Sales

## May

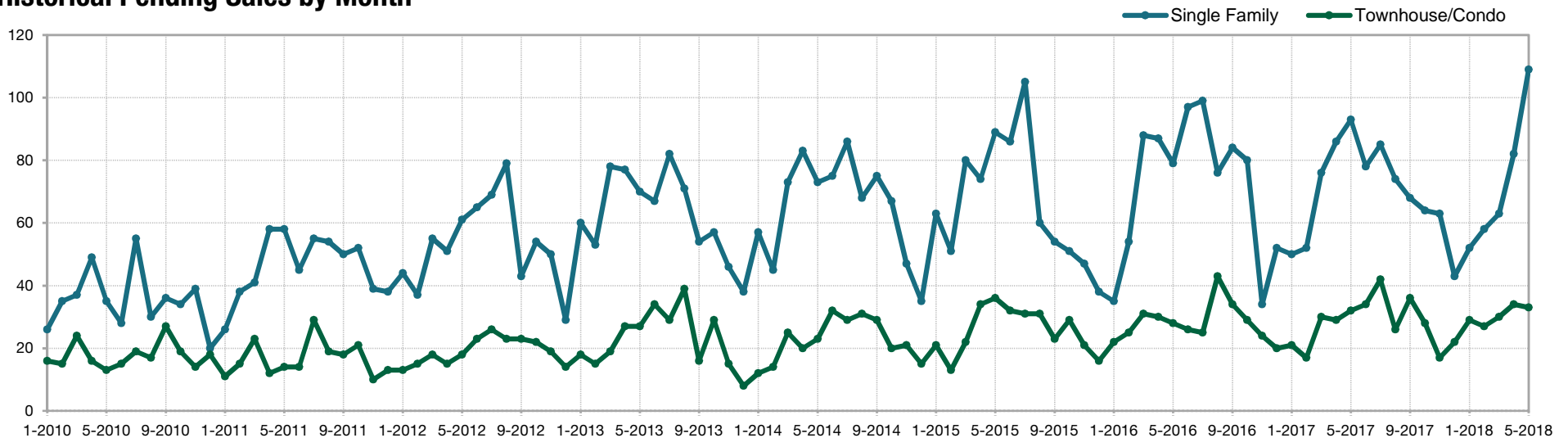


## Year to Date



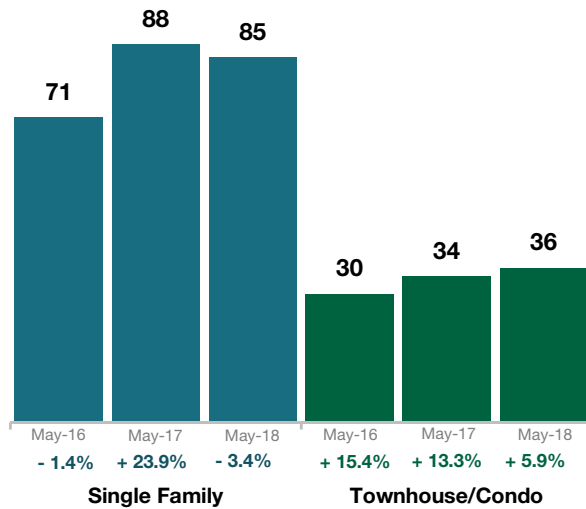
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jun-2017	78	-19.6%	34	+30.8%
Jul-2017	85	-14.1%	42	+68.0%
Aug-2017	74	-2.6%	26	-39.5%
Sep-2017	68	-19.0%	36	+5.9%
Oct-2017	64	-20.0%	28	-3.4%
Nov-2017	63	+85.3%	17	-29.2%
Dec-2017	43	-17.3%	22	+10.0%
Jan-2018	52	+4.0%	29	+38.1%
Feb-2018	58	+11.5%	27	+58.8%
Mar-2018	63	-17.1%	30	0.0%
Apr-2018	82	-4.7%	34	+17.2%
<b>May-2018</b>	<b>109</b>	<b>+17.2%</b>	<b>33</b>	<b>+3.1%</b>

## Historical Pending Sales by Month

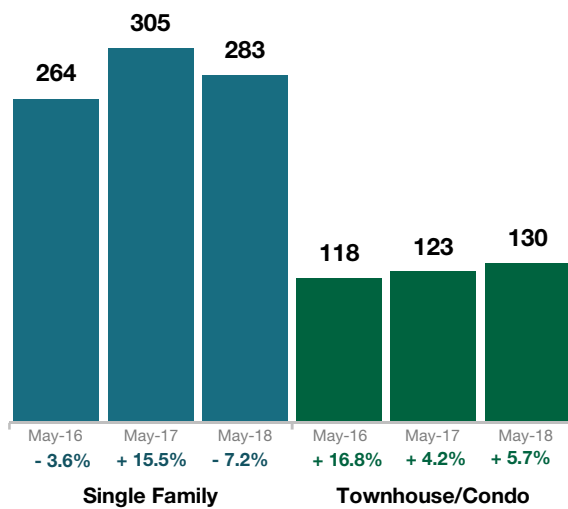


# Sold Listings

## May

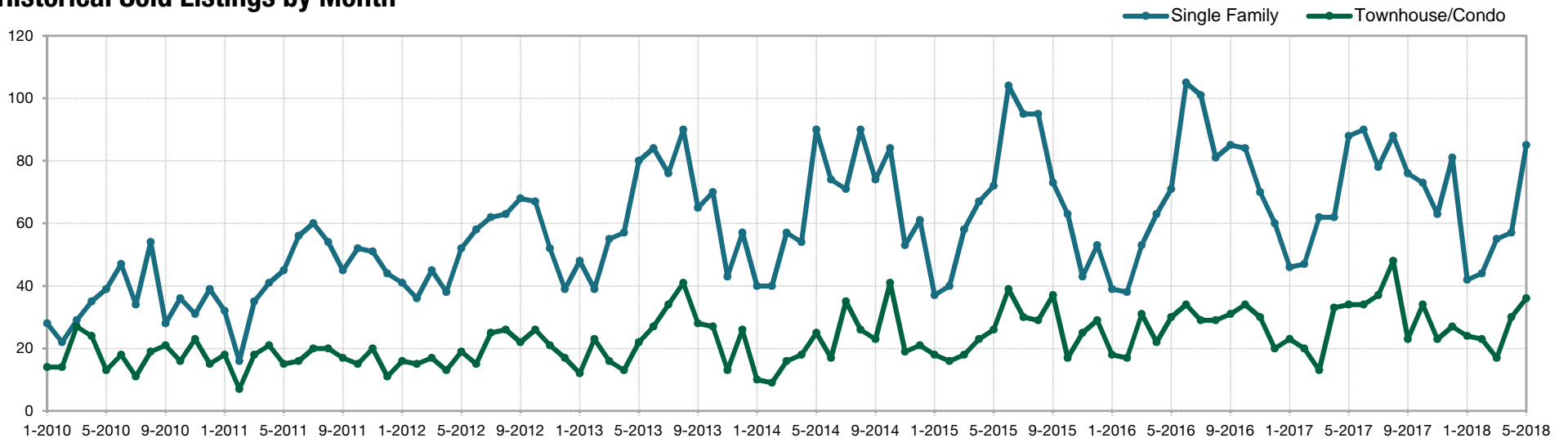


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
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%
<b>May-2018</b>	<b>85</b>	<b>-3.4%</b>	<b>36</b>	<b>+5.9%</b>

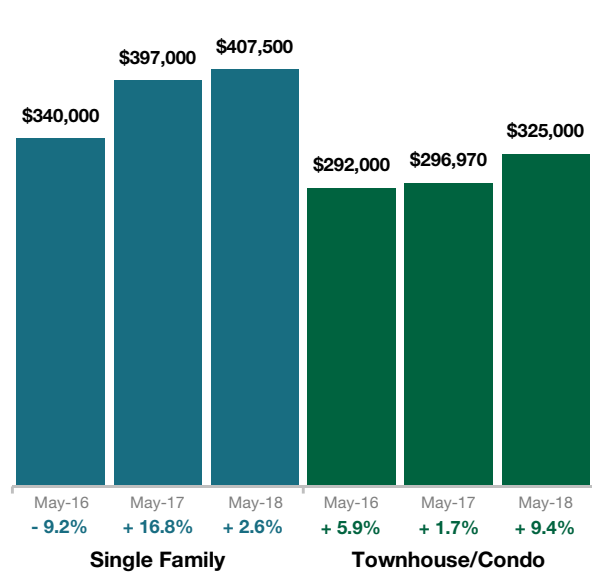
## Historical Sold Listings by Month



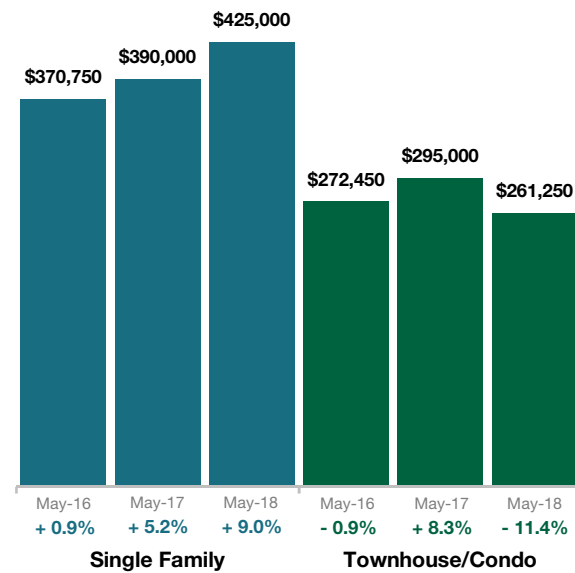
# Median Sales Price



## May

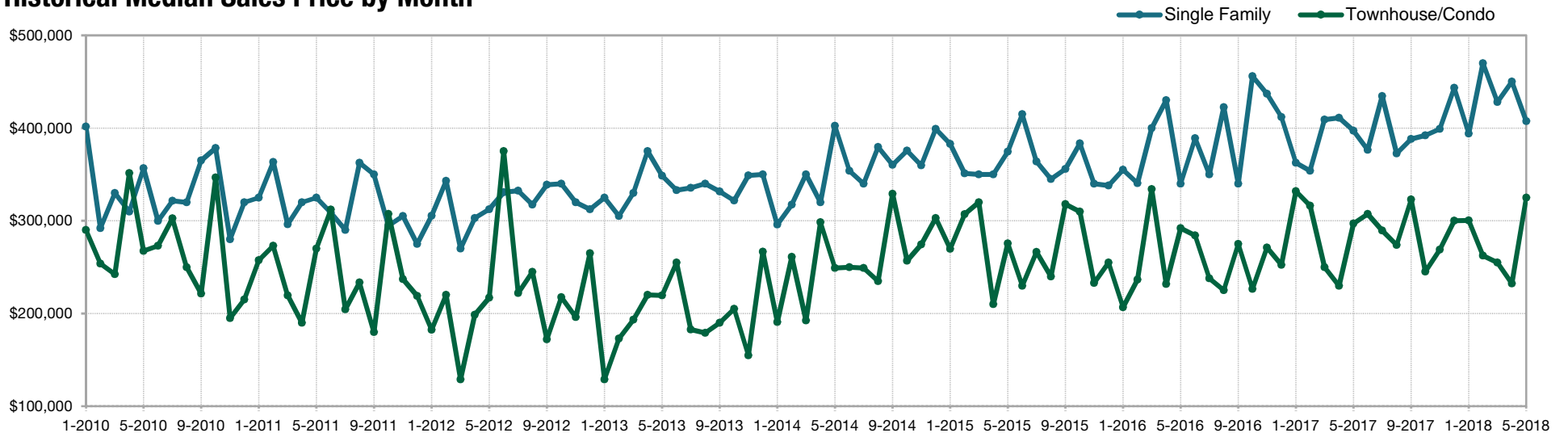


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
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%
<b>May-2018</b>	<b>\$407,500</b>	<b>+2.6%</b>	<b>\$325,000</b>	<b>+9.4%</b>

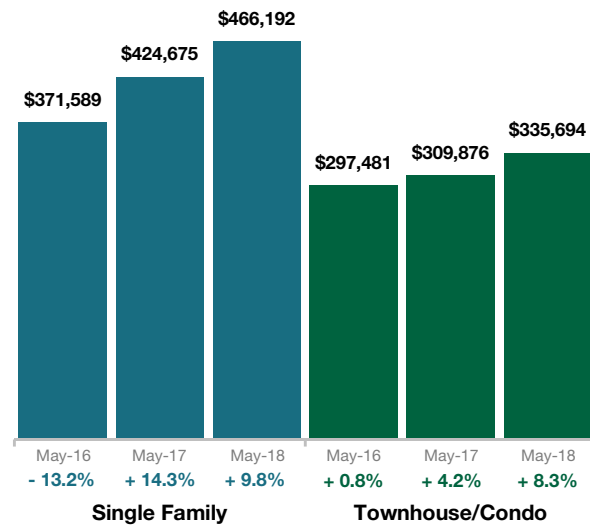
## Historical Median Sales Price by Month



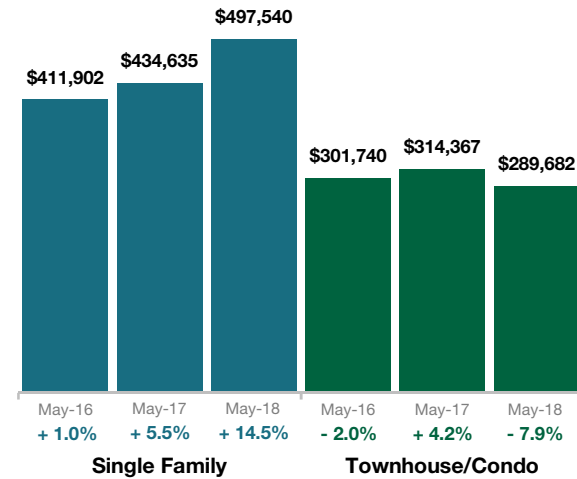
# Average Sales Price



## May

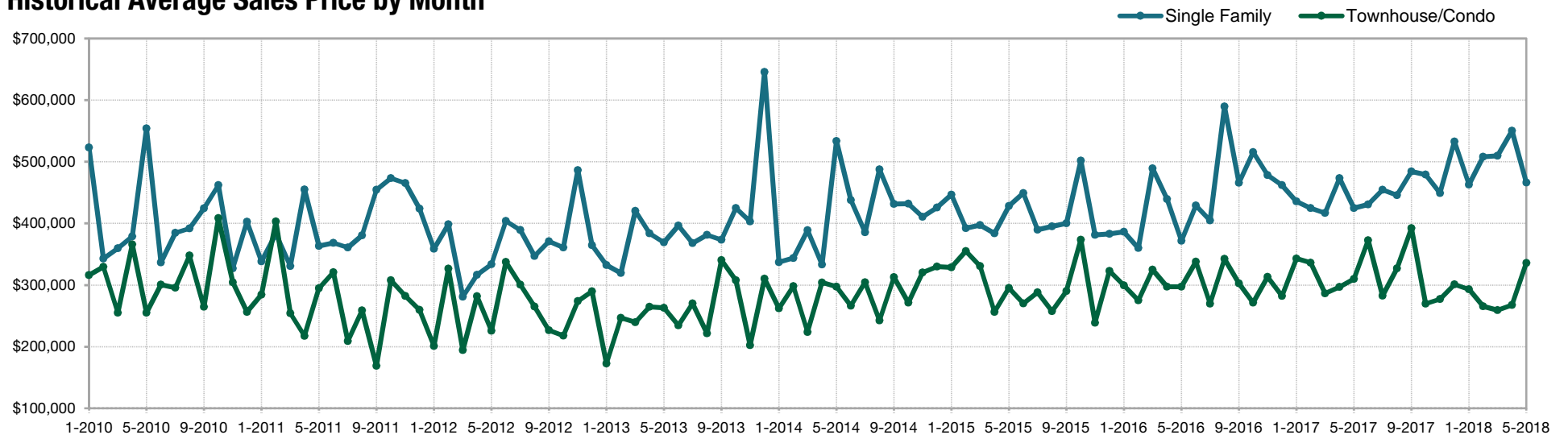


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
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%
<b>May-2018</b>	<b>\$466,192</b>	<b>+9.8%</b>	<b>\$335,694</b>	<b>+8.3%</b>

## Historical Average Sales Price by Month

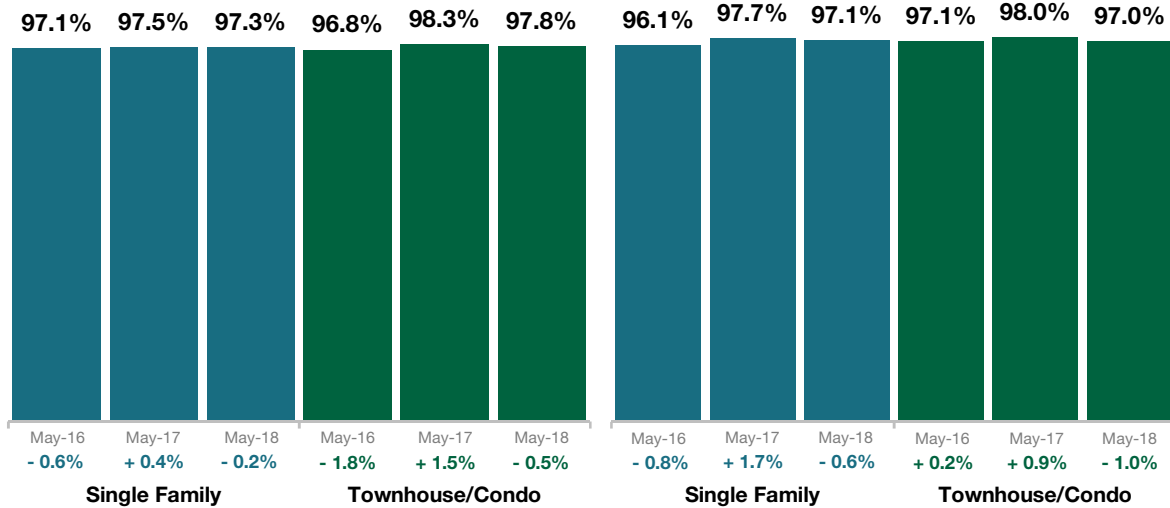




# Percent of List Price Received

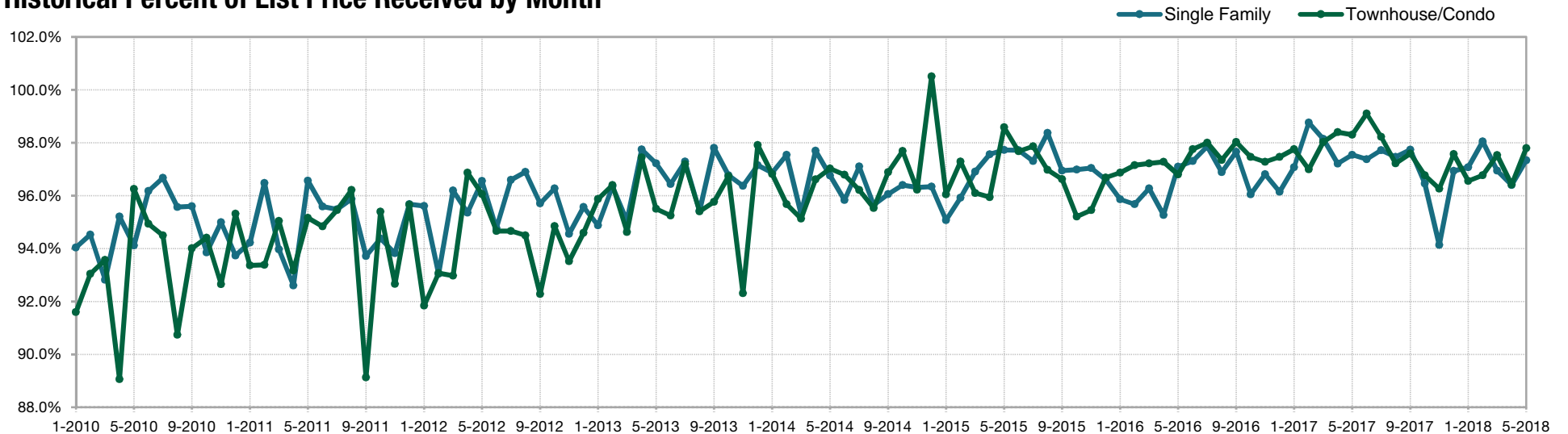
## May

## Year to Date



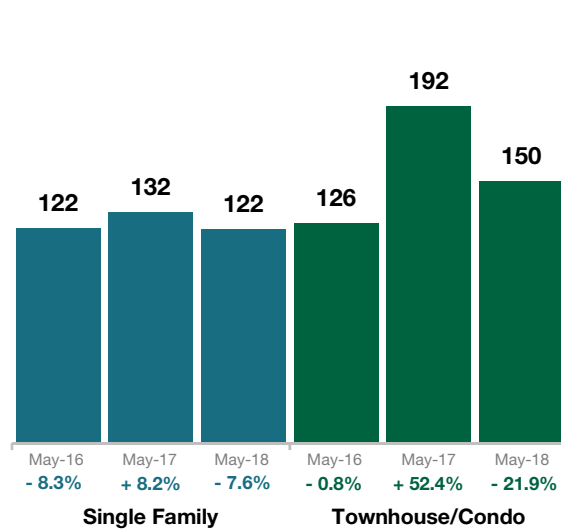
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jun-2017	97.4%	+0.1%	99.1%	+1.3%
Jul-2017	97.7%	-0.2%	98.2%	+0.2%
Aug-2017	97.5%	+0.6%	97.2%	-0.1%
Sep-2017	97.7%	0.0%	97.6%	-0.4%
Oct-2017	96.5%	+0.4%	96.8%	-0.7%
Nov-2017	94.1%	-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%
<b>May-2018</b>	<b>97.3%</b>	<b>-0.2%</b>	<b>97.8%</b>	<b>-0.5%</b>

## Historical Percent of List Price Received by Month

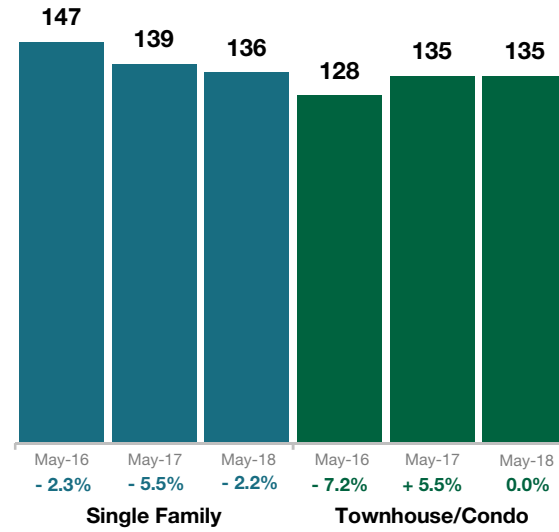


# Days on Market Until Sale

## May

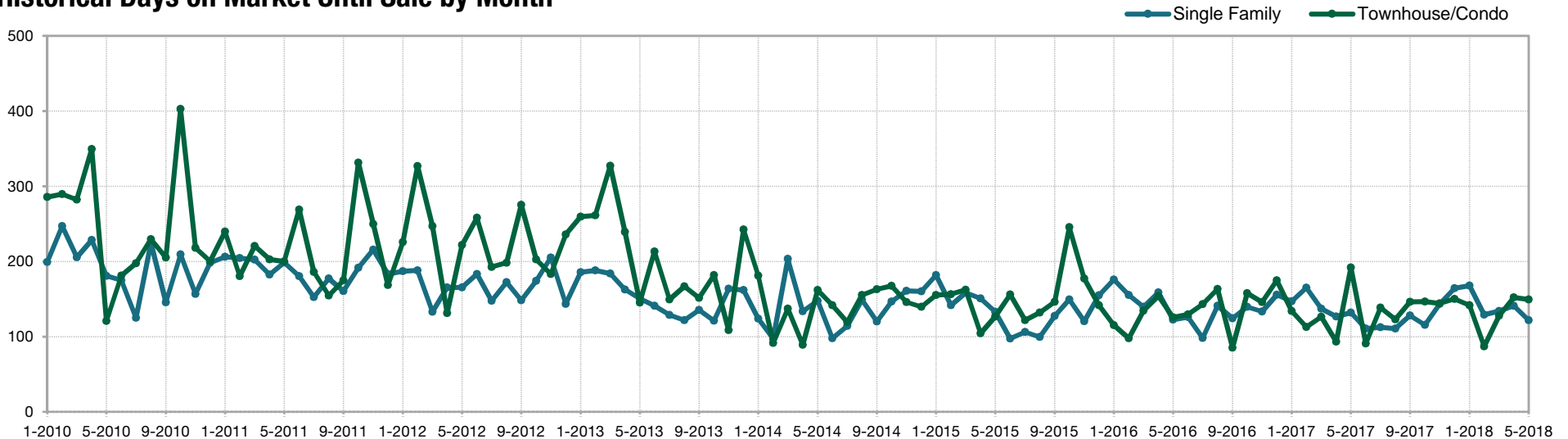


## Year to Date



Days on Market	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
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%
<b>May-2018</b>	<b>122</b>	<b>-7.6%</b>	<b>150</b>	<b>-21.9%</b>

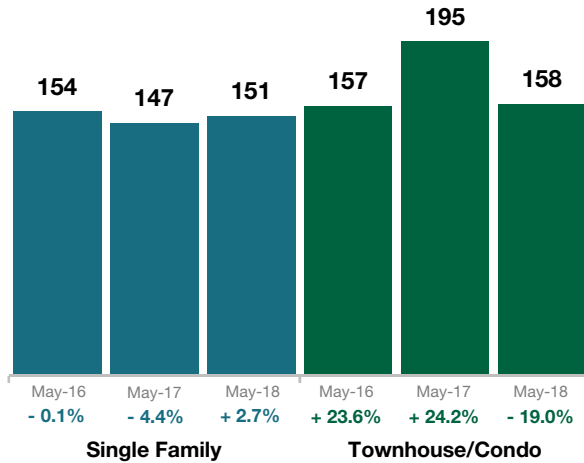
## Historical Days on Market Until Sale by Month



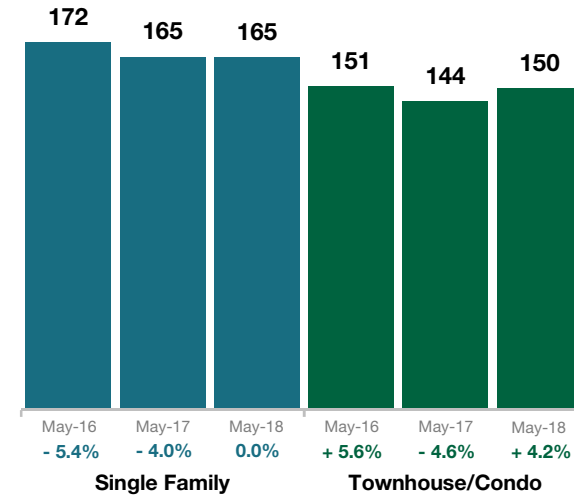
# Cumulative Days on Market Until Sale



## May

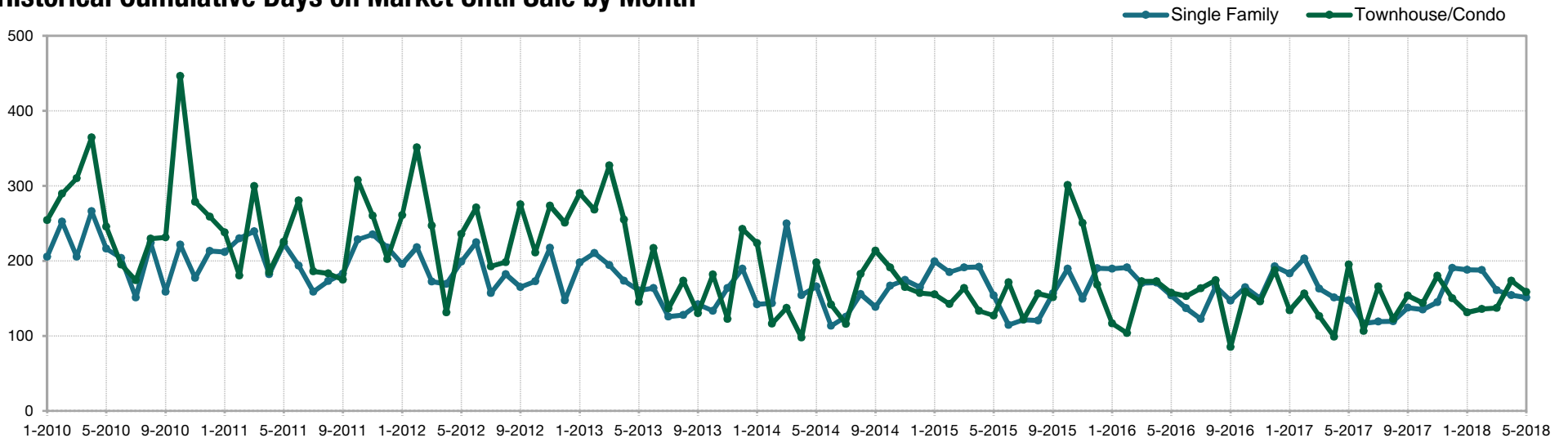


## Year to Date



Cumulative Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
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%
<b>May-2018</b>	<b>151</b>	<b>+2.7%</b>	<b>158</b>	<b>-19.0%</b>

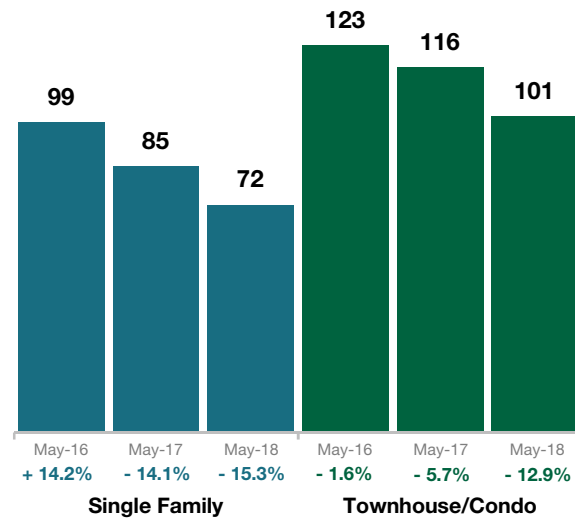
## Historical Cumulative Days on Market Until Sale by Month



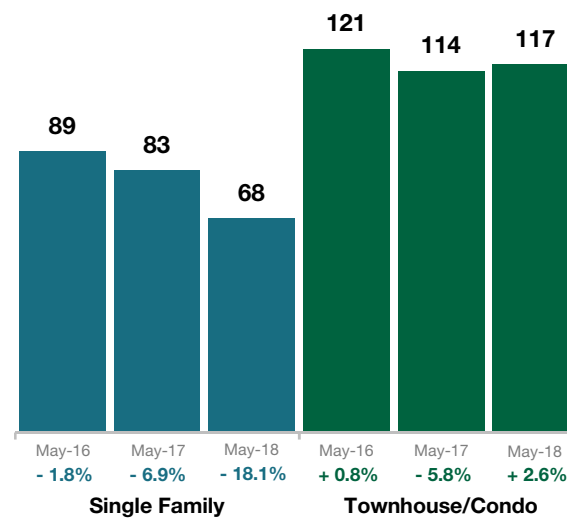
# Housing Affordability Index



## May

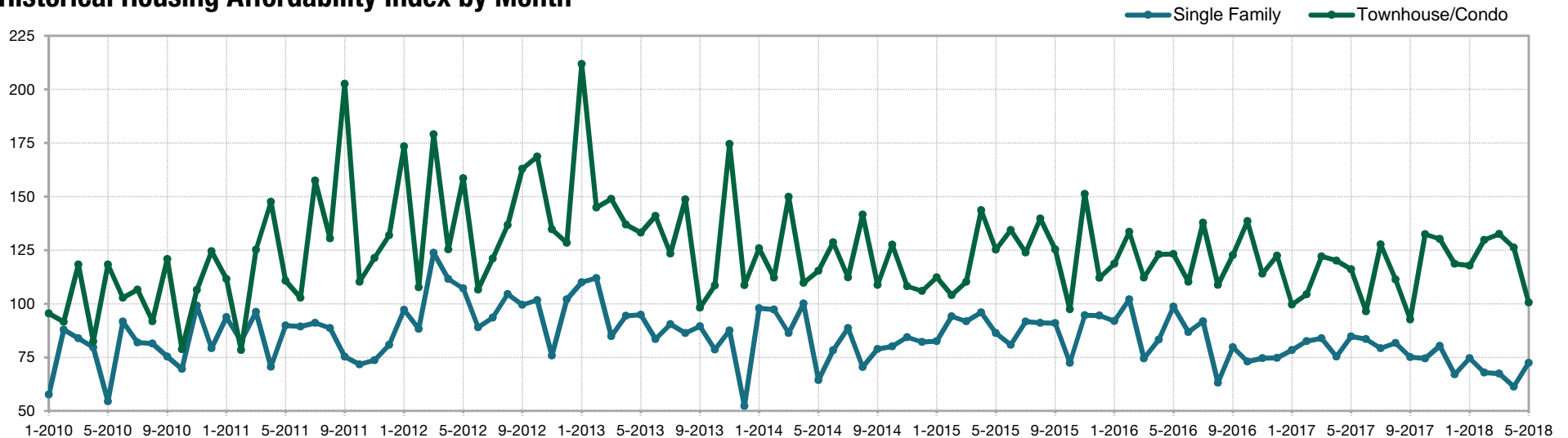


## Year to Date



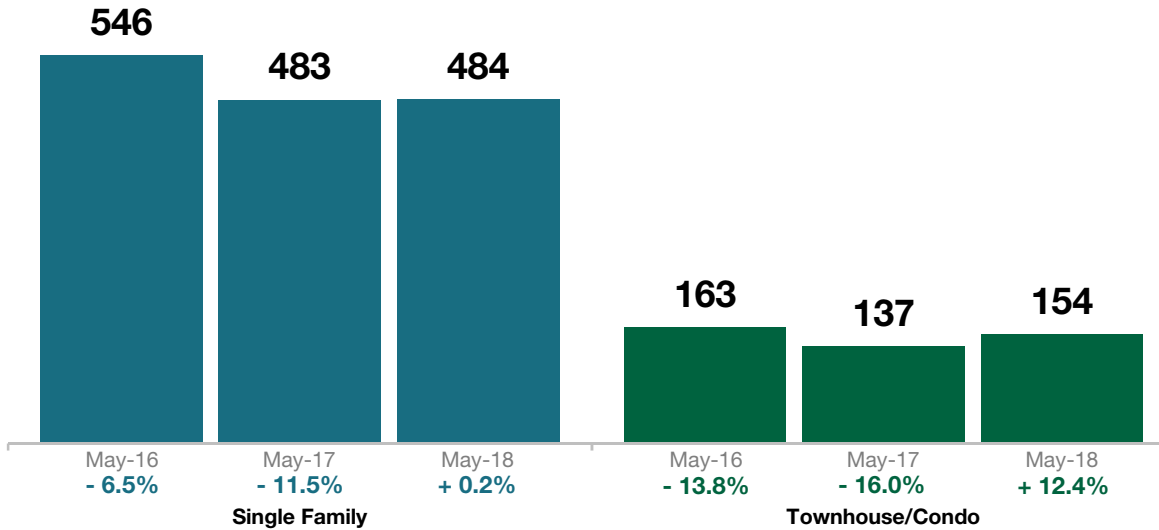
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jun-2017	83	-4.6%	96	-12.7%
Jul-2017	79	-14.1%	128	-7.2%
Aug-2017	82	+30.2%	111	+1.8%
Sep-2017	75	-6.3%	93	-24.4%
Oct-2017	75	+2.7%	132	-5.0%
Nov-2017	80	+6.7%	130	+14.0%
Dec-2017	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%
<b>May-2018</b>	<b>72</b>	<b>-15.3%</b>	<b>101</b>	<b>-12.9%</b>

## Historical Housing Affordability Index by Month



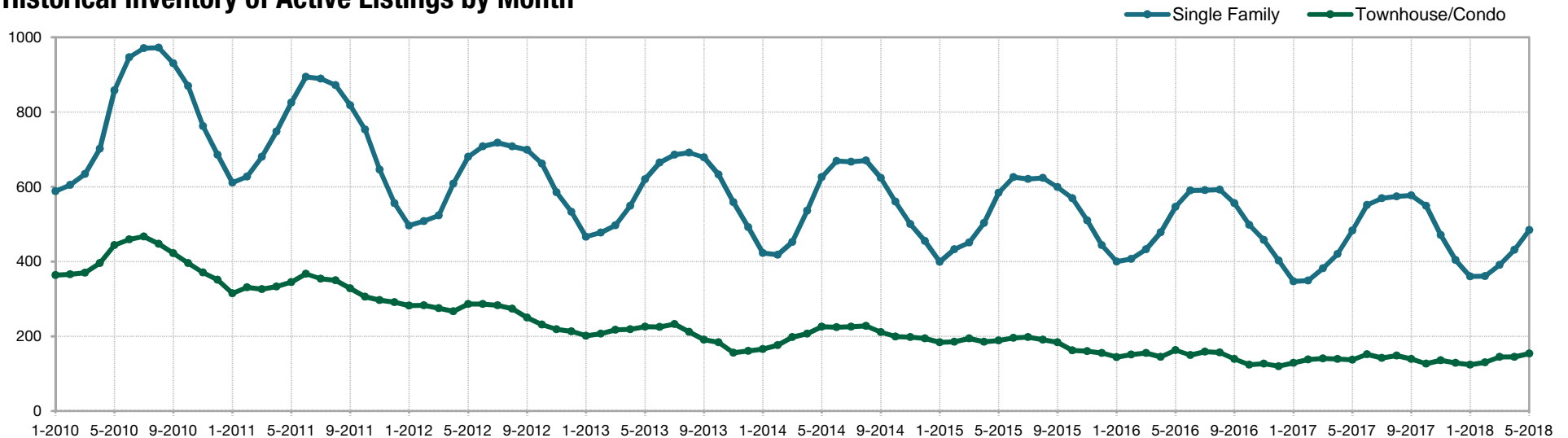
# Inventory of Active Listings

May



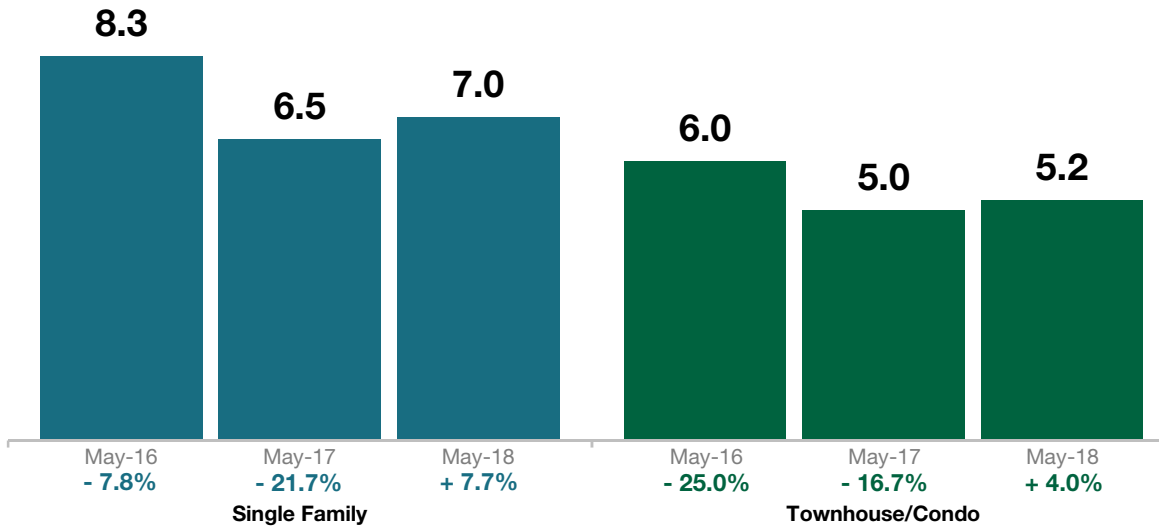
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jun-2017	551	-6.6%	152	+1.3%
Jul-2017	569	-3.7%	142	-10.7%
Aug-2017	574	-3.0%	148	-5.7%
Sep-2017	577	+3.8%	139	0.0%
Oct-2017	549	+10.2%	127	+2.4%
Nov-2017	471	+2.8%	136	+7.1%
Dec-2017	404	+0.2%	129	+7.5%
Jan-2018	360	+3.7%	124	-3.9%
Feb-2018	361	+3.4%	130	-5.8%
Mar-2018	391	+2.4%	145	+2.8%
Apr-2018	431	+2.6%	145	+4.3%
<b>May-2018</b>	<b>484</b>	<b>+0.2%</b>	<b>154</b>	<b>+12.4%</b>

## Historical Inventory of Active Listings by Month



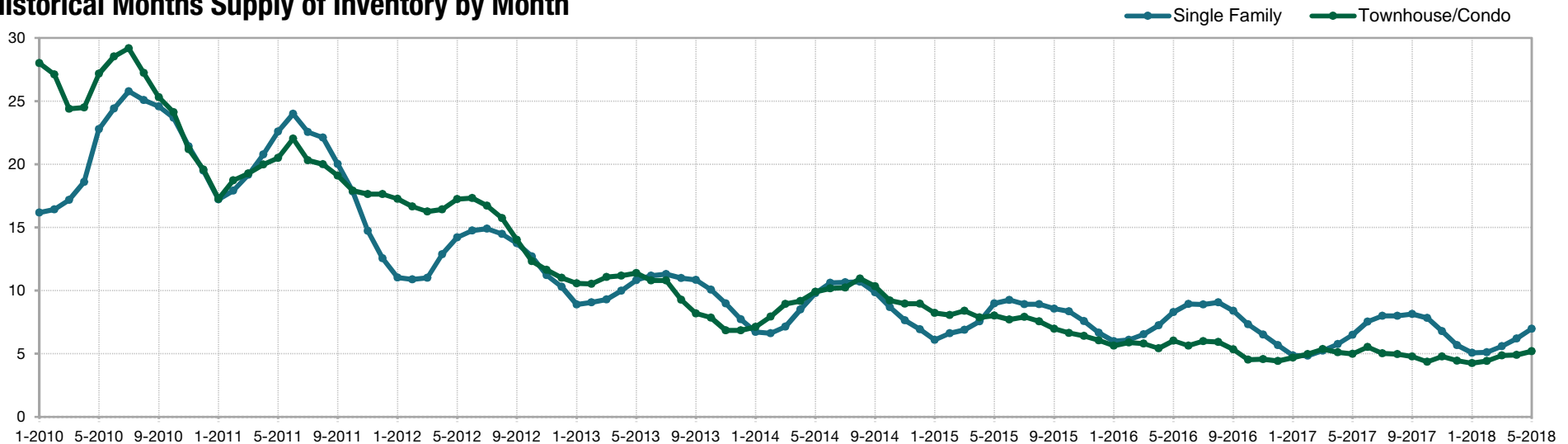
# Months Supply of Inventory

May



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
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	5.1	+4.1%	4.3	-8.5%
Feb-2018	5.1	+6.3%	4.4	-12.0%
Mar-2018	5.6	+7.7%	4.9	-9.3%
Apr-2018	6.2	+6.9%	4.9	-3.9%
<b>May-2018</b>	<b>7.0</b>	<b>+7.7%</b>	<b>5.2</b>	<b>+4.0%</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.



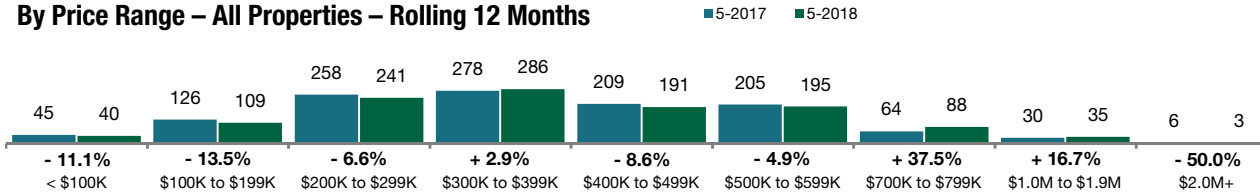
Key Metrics	Historical Sparkbars	5-2017	5-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		224	<b>234</b>	+ 4.5%	803	<b>808</b>	+ 0.6%
<b>Pending Sales</b>		125	<b>142</b>	+ 13.6%	486	<b>517</b>	+ 6.4%
<b>Sold Listings</b>		122	<b>121</b>	- 0.8%	428	<b>413</b>	- 3.5%
<b>Median Sales Price</b>		\$369,000	<b>\$385,000</b>	+ 4.3%	\$359,250	<b>\$373,700</b>	+ 4.0%
<b>Avg. Sales Price</b>		\$392,682	<b>\$427,366</b>	+ 8.8%	\$400,072	<b>\$432,113</b>	+ 8.0%
<b>Pct. of List Price Received</b>		97.7%	<b>97.5%</b>	- 0.2%	97.8%	<b>97.1%</b>	- 0.7%
<b>Days on Market</b>		149	<b>130</b>	- 12.8%	138	<b>136</b>	- 1.4%
<b>Cumulative Days on Market</b>		161	<b>153</b>	- 5.0%	159	<b>160</b>	+ 0.6%
<b>Affordability Index</b>		92	<b>79</b>	- 14.1%	90	<b>78</b>	- 13.3%
<b>Active Listings</b>		620	<b>638</b>	+ 2.9%	--	<b>--</b>	--
<b>Months Supply</b>		6.1	<b>6.4</b>	+ 4.9%	--	<b>--</b>	--

# Sold Listings

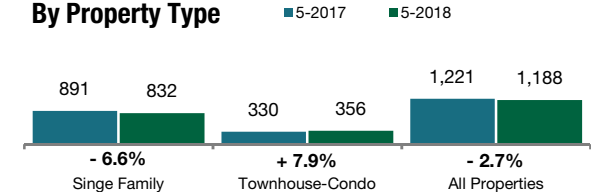
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	5-2017	5-2018	Change	5-2017	5-2018	Change
\$99,999 and Below	16	9	-43.8%	29	31	+6.9%
\$100,000 to \$199,999	50	36	-28.0%	76	73	-3.9%
\$200,000 to \$299,999	175	149	-14.9%	83	92	+10.8%
\$300,000 to \$399,999	215	201	-6.5%	63	85	+34.9%
\$400,000 to \$499,999	175	159	-9.1%	34	32	-5.9%
\$500,000 to \$699,999	170	163	-4.1%	35	32	-8.6%
\$700,000 to \$999,999	56	82	+46.4%	8	6	-25.0%
\$1,000,000 to \$1,999,999	28	30	+7.1%	2	5	+150.0%
\$2,000,000 and Above	6	3	-50.0%	0	0	--
<b>All Price Ranges</b>	<b>891</b>	<b>832</b>	<b>-6.6%</b>	<b>330</b>	<b>356</b>	<b>+7.9%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	4-2018	5-2018	Change	4-2018	5-2018	Change
\$99,999 and Below	1	2	+100.0%	1	4	+300.0%
\$100,000 to \$199,999	0	1	--	10	8	-20.0%
\$200,000 to \$299,999	9	21	+133.3%	9	5	-44.4%
\$300,000 to \$399,999	11	17	+54.5%	7	8	+14.3%
\$400,000 to \$499,999	10	17	+70.0%	1	4	+300.0%
\$500,000 to \$699,999	14	14	0.0%	2	5	+150.0%
\$700,000 to \$999,999	8	10	+25.0%	0	1	--
\$1,000,000 to \$1,999,999	4	3	-25.0%	0	1	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>57</b>	<b>85</b>	<b>+49.1%</b>	<b>30</b>	<b>36</b>	<b>+20.0%</b>

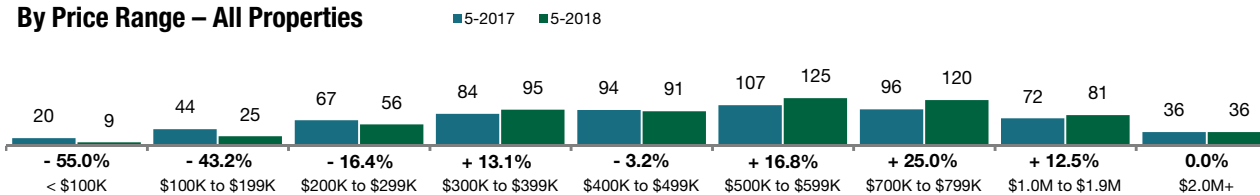
### Year to Date

By Price Range	Single Family			Condo		
	5-2017	5-2018	Change	5-2017	5-2018	Change
\$99,999 and Below	7	5	-28.6%	7	9	+28.6%
\$100,000 to \$199,999	10	5	-50.0%	33	33	0.0%
\$200,000 to \$299,999	63	53	-15.9%	24	33	+37.5%
\$300,000 to \$399,999	82	60	-26.8%	30	32	+6.7%
\$400,000 to \$499,999	65	54	-16.9%	9	8	-11.1%
\$500,000 to \$699,999	50	62	+24.0%	16	13	-18.8%
\$700,000 to \$999,999	17	31	+82.4%	4	1	-75.0%
\$1,000,000 to \$1,999,999	11	12	+9.1%	0	1	--
\$2,000,000 and Above	0	1	--	0	0	--
<b>All Price Ranges</b>	<b>305</b>	<b>283</b>	<b>-7.2%</b>	<b>123</b>	<b>130</b>	<b>+5.7%</b>

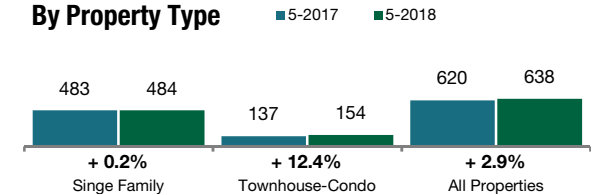
# Inventory of Active Listings

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

By Price Range	Single Family			Condo		
	5-2017	5-2018	Change	5-2017	5-2018	Change
\$99,999 and Below	2	1	-50.0%	18	8	-55.6%
\$100,000 to \$199,999	18	7	-61.1%	26	18	-30.8%
\$200,000 to \$299,999	39	41	+5.1%	28	15	-46.4%
\$300,000 to \$399,999	65	58	-10.8%	19	37	+94.7%
\$400,000 to \$499,999	72	67	-6.9%	22	24	+9.1%
\$500,000 to \$699,999	95	105	+10.5%	12	20	+66.7%
\$700,000 to \$999,999	86	98	+14.0%	10	22	+120.0%
\$1,000,000 to \$1,999,999	70	72	+2.9%	2	9	+350.0%
\$2,000,000 and Above	36	35	-2.8%	0	1	--
<b>All Price Ranges</b>	<b>483</b>	<b>484</b>	<b>+0.2%</b>	<b>137</b>	<b>154</b>	<b>+12.4%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	4-2018	5-2018	Change	4-2018	5-2018	Change
\$99,999 and Below	1	1	0.0%	8	8	0.0%
\$100,000 to \$199,999	6	7	+16.7%	22	18	-18.2%
\$200,000 to \$299,999	36	41	+13.9%	11	15	+36.4%
\$300,000 to \$399,999	58	58	0.0%	34	37	+8.8%
\$400,000 to \$499,999	65	67	+3.1%	17	24	+41.2%
\$500,000 to \$699,999	89	105	+18.0%	17	20	+17.6%
\$700,000 to \$999,999	83	98	+18.1%	23	22	-4.3%
\$1,000,000 to \$1,999,999	58	72	+24.1%	12	9	-25.0%
\$2,000,000 and Above	35	35	0.0%	1	1	0.0%
<b>All Price Ranges</b>	<b>431</b>	<b>484</b>	<b>+12.3%</b>	<b>145</b>	<b>154</b>	<b>+6.2%</b>

### Year to Date

By Price Range	Single Family			Condo		
	5-2017	5-2018	Change	5-2017	5-2018	Change
\$99,999 and Below	2	1	-50.0%	18	8	-55.6%
\$100,000 to \$199,999	18	7	-61.1%	26	18	-30.8%
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\$300,000 to \$399,999	65	58	-10.8%	19	37	+94.7%
\$400,000 to \$499,999	72	67	-6.9%	22	24	+9.1%
\$500,000 to \$699,999	95	105	+10.5%	12	20	+66.7%
\$700,000 to \$999,999	86	98	+14.0%	10	22	+120.0%
\$1,000,000 to \$1,999,999	70	72	+2.9%	2	9	+350.0%
\$2,000,000 and Above	36	35	-2.8%	0	1	--
<b>All Price Ranges</b>	<b>483</b>	<b>484</b>	<b>+0.2%</b>	<b>137</b>	<b>154</b>	<b>+12.4%</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.