

Monthly Indicators



June 2018

Percent changes calculated using year-over-year comparisons.

New Listings were down 17.2 percent for single family homes and 35.6 percent for townhouse-condo properties. Pending Sales increased 7.7 percent for single family homes but decreased 23.5 percent for townhouse-condo properties.

The Median Sales Price was up 12.9 percent to \$425,000 for single family homes and 2.0 percent to \$313,750 for townhouse-condo properties. Days on Market decreased 11.7 percent for single family homes but increased 26.4 percent for townhouse-condo properties.

Inventory may be persistently lower in year-over-year comparisons, and home prices are still more likely to rise than not, but sales and new listings may finish the summer on the upswing. The housing supply outlook in several markets is beginning to show an increase in new construction and a move by builders away from overstocked rental units to new developments for sale. These are encouraging signs in an already healthy marketplace.

Activity Snapshot

- 9.7%

One-Year Change in
Sold Listings
All Properties

+ 7.2%

One-Year Change in
Median Sales Price
All Properties

- 2.8%

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	6-2017	6-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		180	149	- 17.2%	789	761	- 3.5%
Pending Sales		78	84	+ 7.7%	435	446	+ 2.5%
Sold Listings		90	88	- 2.2%	395	373	- 5.6%
Median Sales Price		\$376,500	\$425,000	+ 12.9%	\$389,000	\$425,000	+ 9.3%
Avg. Sales Price		\$430,555	\$468,858	+ 8.9%	\$433,706	\$490,451	+ 13.1%
Pct. of List Price Received		97.4%	98.0%	+ 0.6%	97.6%	97.4%	- 0.2%
Days on Market		111	98	- 11.7%	133	127	- 4.5%
Cumulative Days on Market		117	108	- 7.7%	154	151	- 1.9%
Affordability Index		83	72	- 13.3%	83	69	- 16.9%
Active Listings		551	523	- 5.1%	--	--	--
Months Supply		7.5	7.5	0.0%	--	--	--

Townhouse/Condo Market Overview

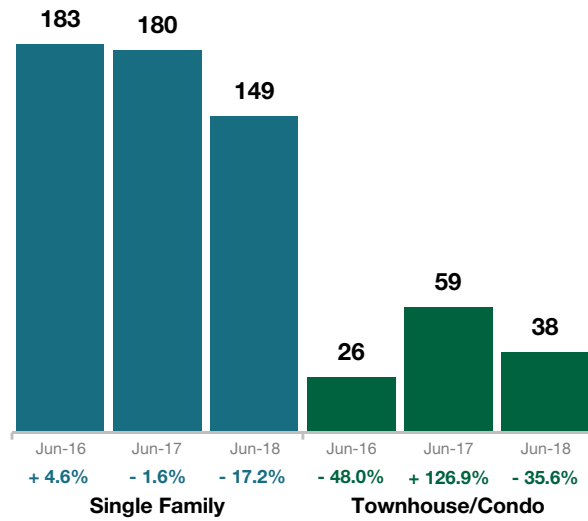
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



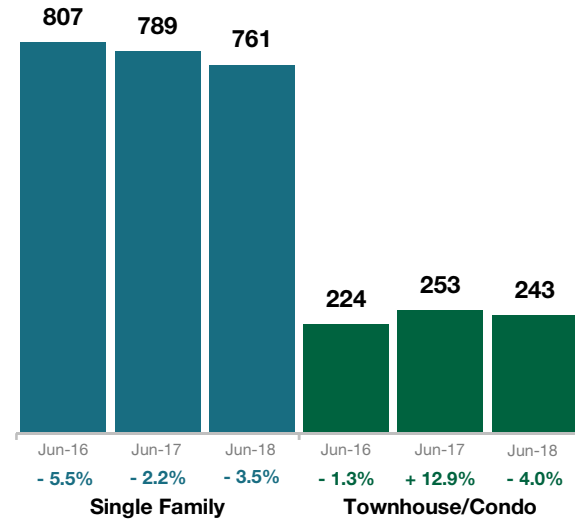
Key Metrics	Historical Sparkbars	6-2017	6-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		59	38	- 35.6%	253	243	- 4.0%
Pending Sales		34	26	- 23.5%	163	177	+ 8.6%
Sold Listings		34	24	- 29.4%	157	154	- 1.9%
Median Sales Price		\$307,500	\$313,750	+ 2.0%	\$296,500	\$267,000	- 9.9%
Avg. Sales Price		\$372,526	\$333,499	- 10.5%	\$326,962	\$296,511	- 9.3%
Pct. of List Price Received		99.1%	97.7%	- 1.4%	98.2%	97.1%	- 1.1%
Days on Market		91	115	+ 26.4%	126	132	+ 4.8%
Cumulative Days on Market		107	121	+ 13.1%	136	146	+ 7.4%
Affordability Index		96	102	+ 6.3%	110	115	+ 4.5%
Active Listings		152	160	+ 5.3%	--	--	--
Months Supply		5.5	5.5	0.0%	--	--	--

New Listings

June

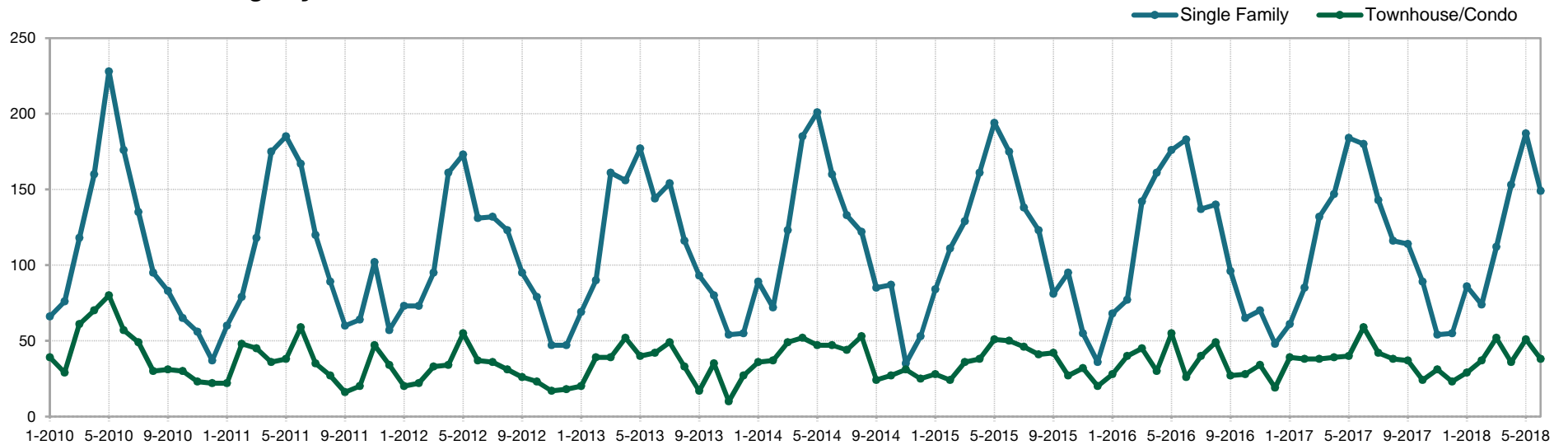


Year to Date



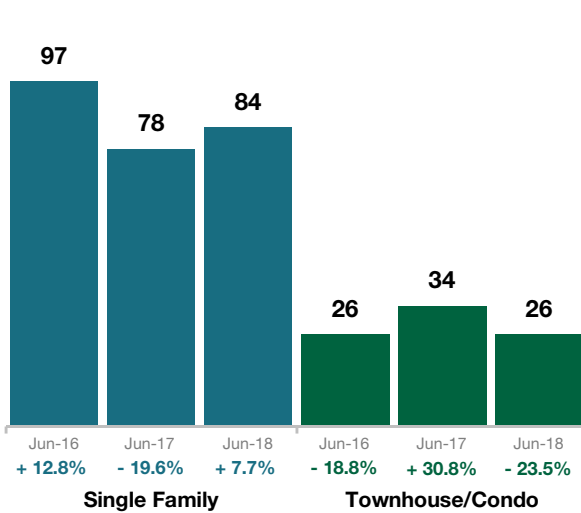
New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jul-2017	143	+4.4%	42	+5.0%
Aug-2017	116	-17.1%	38	-22.4%
Sep-2017	114	+18.8%	37	+37.0%
Oct-2017	89	+36.9%	24	-14.3%
Nov-2017	54	-22.9%	31	-8.8%
Dec-2017	55	+14.6%	23	+21.1%
Jan-2018	86	+41.0%	29	-25.6%
Feb-2018	74	-12.9%	37	-2.6%
Mar-2018	112	-15.2%	52	+36.8%
Apr-2018	153	+4.1%	36	-7.7%
May-2018	187	+1.6%	51	+27.5%
Jun-2018	149	-17.2%	38	-35.6%

Historical New Listings by Month

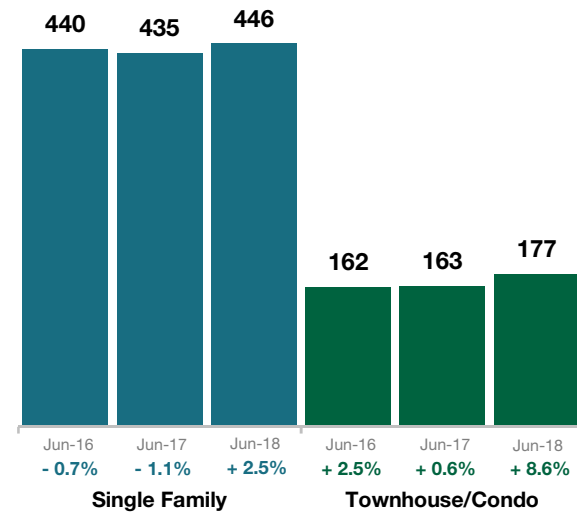


Pending Sales

June

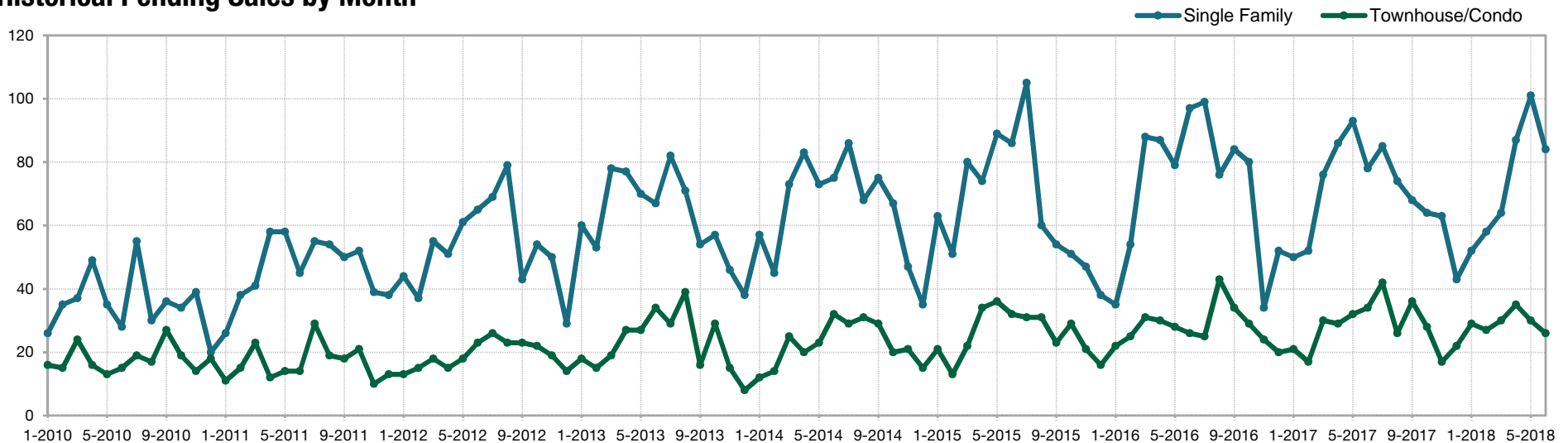


Year to Date



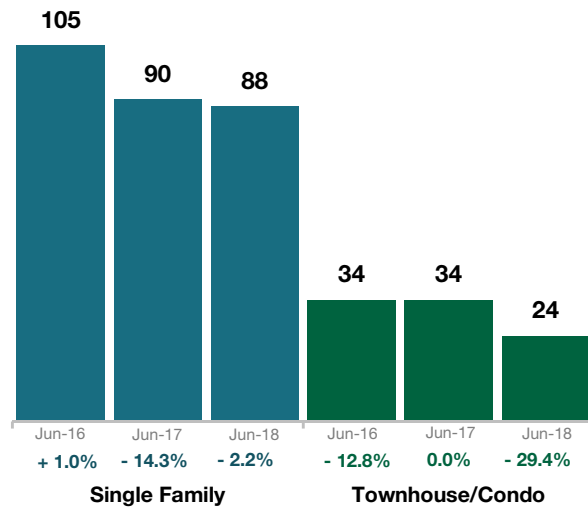
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jul-2017	85	-14.1%	42	+68.0%
Aug-2017	74	-2.6%	26	-39.5%
Sep-2017	68	-19.0%	36	+5.9%
Oct-2017	64	-20.0%	28	-3.4%
Nov-2017	63	+85.3%	17	-29.2%
Dec-2017	43	-17.3%	22	+10.0%
Jan-2018	52	+4.0%	29	+38.1%
Feb-2018	58	+11.5%	27	+58.8%
Mar-2018	64	-15.8%	30	0.0%
Apr-2018	87	+1.2%	35	+20.7%
May-2018	101	+8.6%	30	-6.3%
Jun-2018	84	+7.7%	26	-23.5%

Historical Pending Sales by Month

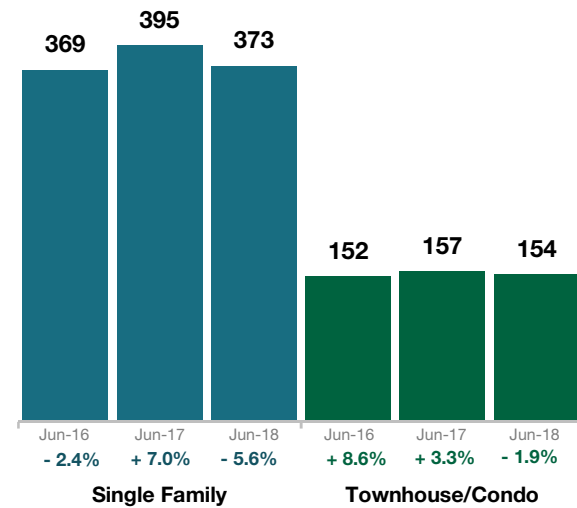


Sold Listings

June

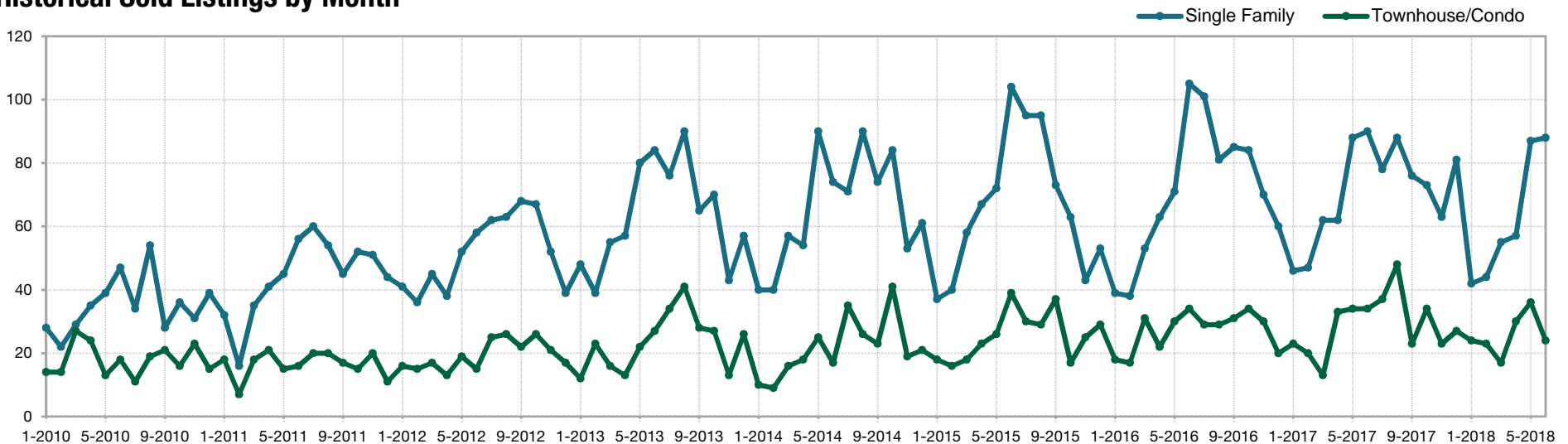


Year to Date



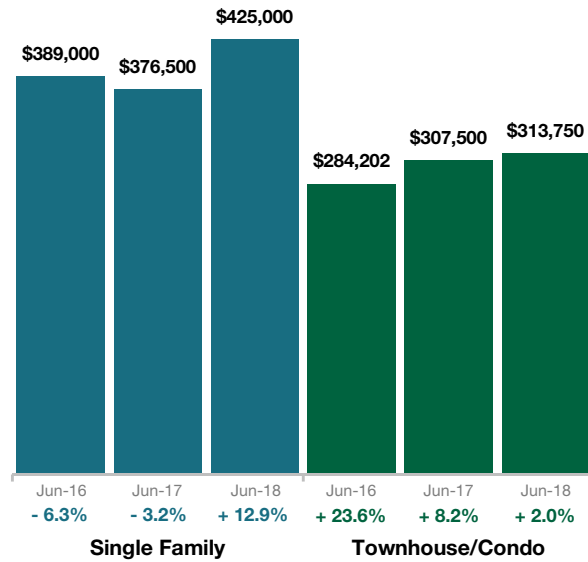
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jul-2017	78	-22.8%	37	+27.6%
Aug-2017	88	+8.6%	48	+65.5%
Sep-2017	76	-10.6%	23	-25.8%
Oct-2017	73	-13.1%	34	0.0%
Nov-2017	63	-10.0%	23	-23.3%
Dec-2017	81	+35.0%	27	+35.0%
Jan-2018	42	-8.7%	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%
May-2018	87	-1.1%	36	+5.9%
Jun-2018	88	-2.2%	24	-29.4%

Historical Sold Listings by Month

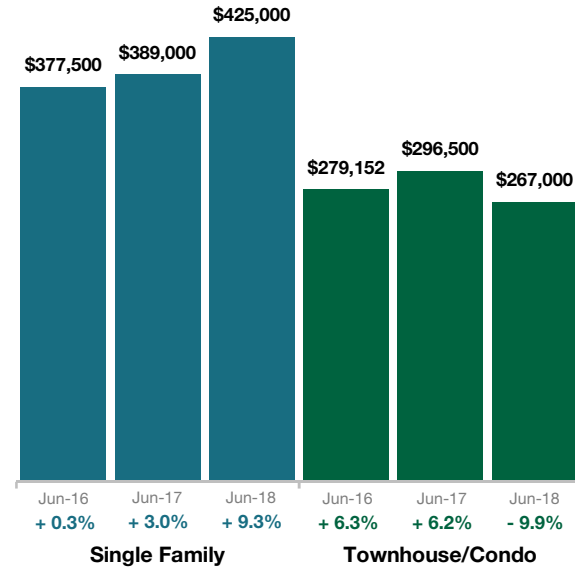


Median Sales Price

June

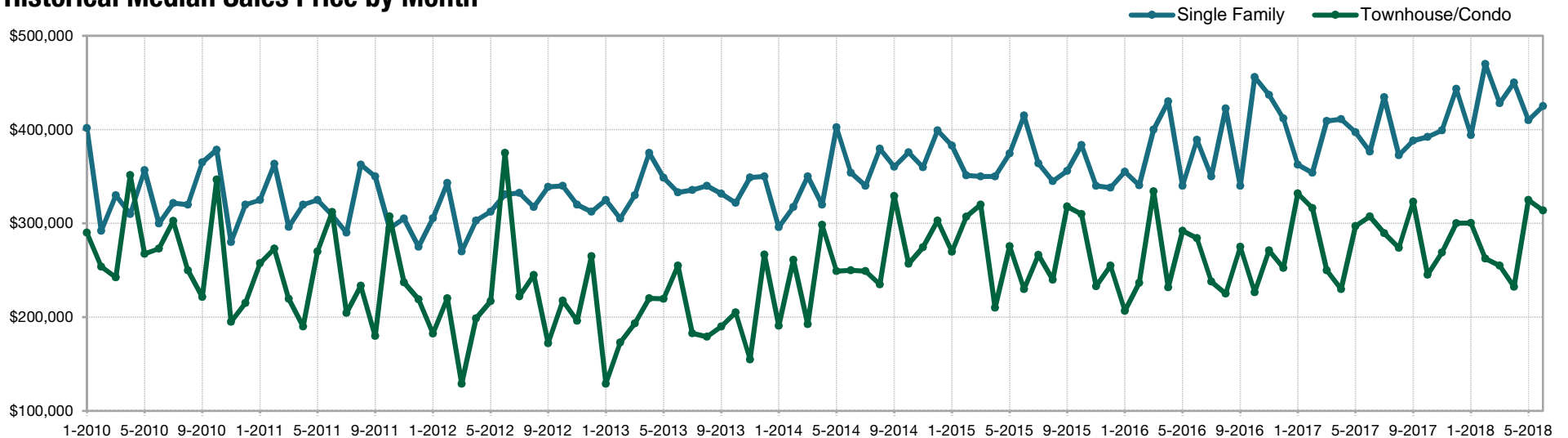


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
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%
May-2018	\$410,000	+3.3%	\$325,000	+9.4%
Jun-2018	\$425,000	+12.9%	\$313,750	+2.0%

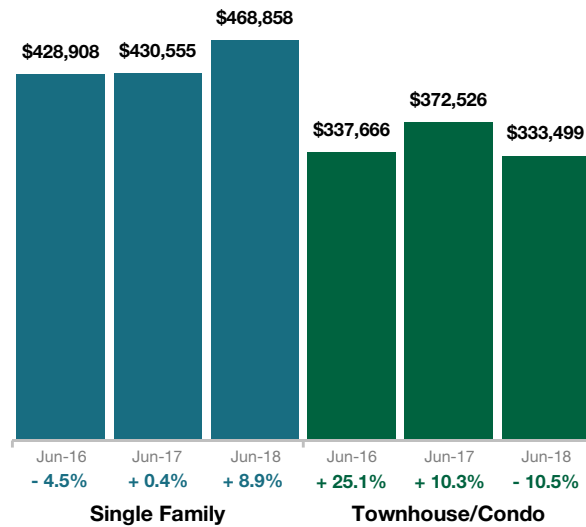
Historical Median Sales Price by Month



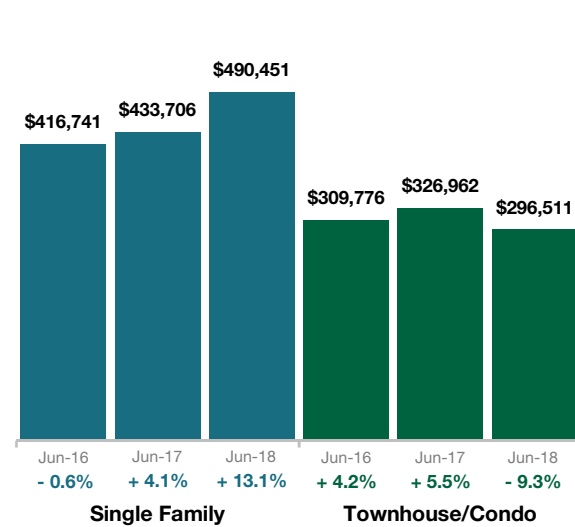
Average Sales Price



June

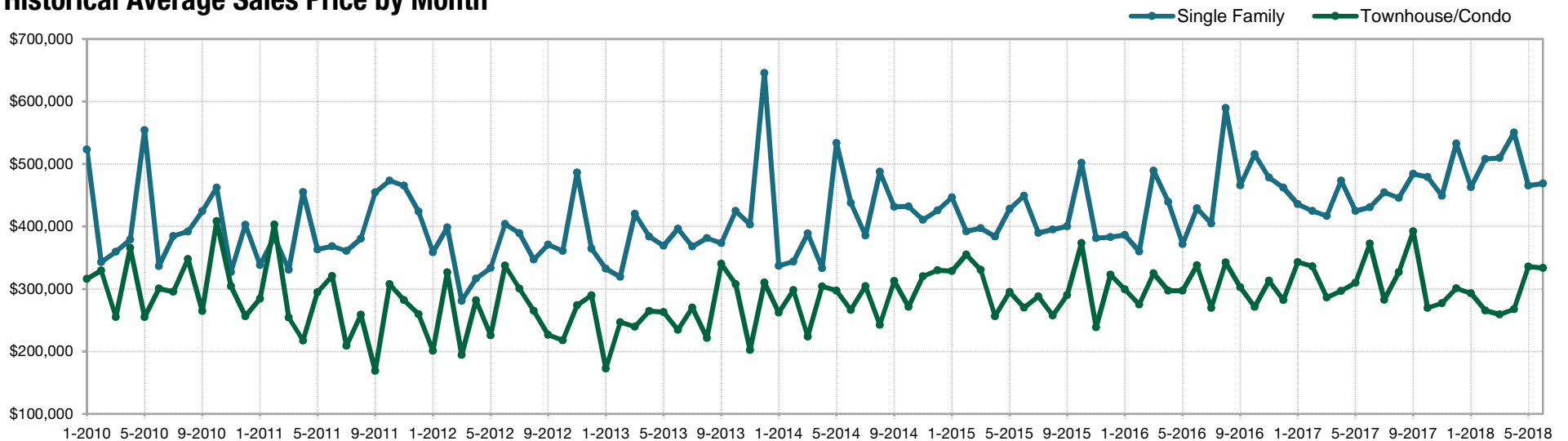


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
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%
May-2018	\$465,532	+9.6%	\$335,694	+8.3%
Jun-2018	\$468,858	+8.9%	\$333,499	-10.5%

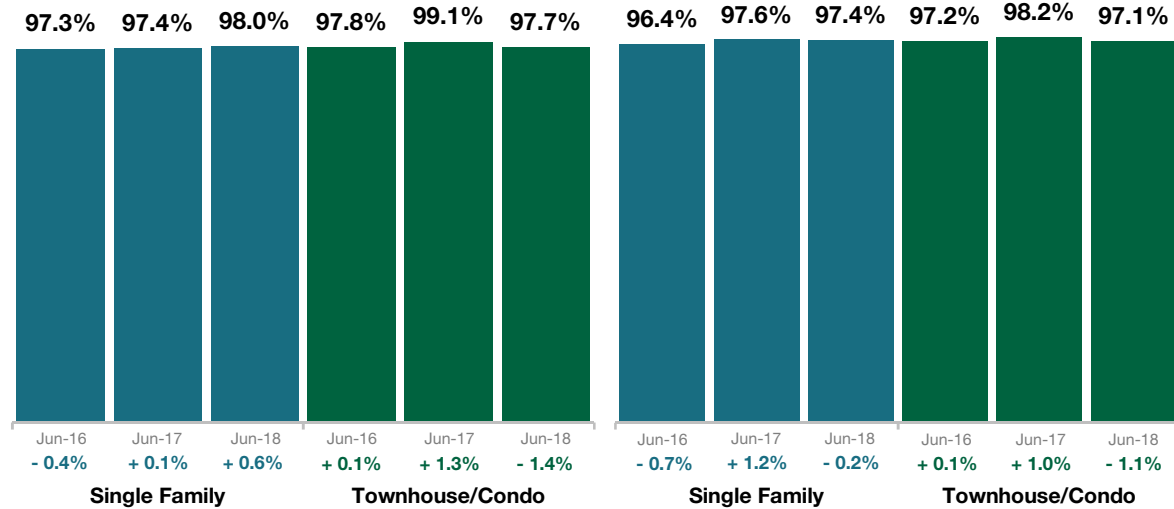
Historical Average Sales Price by Month



Percent of List Price Received

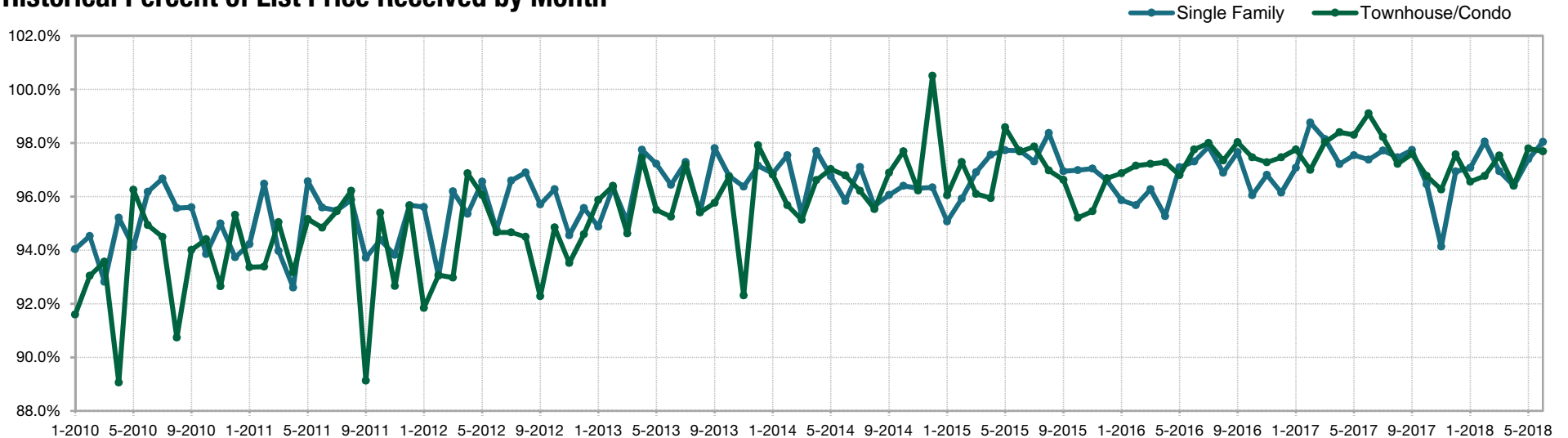
June

Year to Date



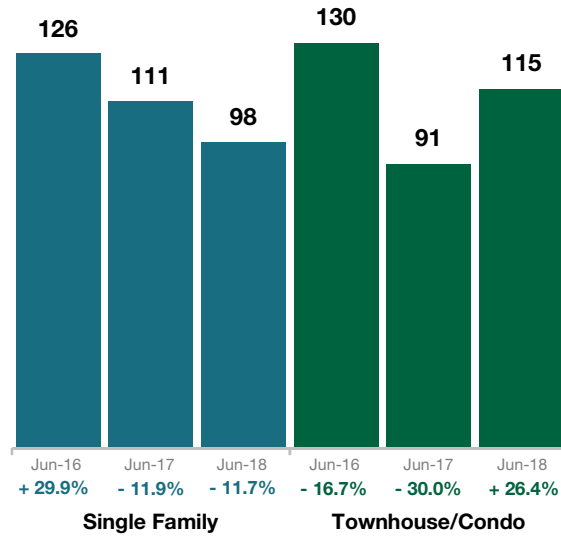
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jul-2017	97.7%	-0.2%	98.2%	+0.2%
Aug-2017	97.5%	+0.6%	97.2%	-0.1%
Sep-2017	97.7%	0.0%	97.6%	-0.4%
Oct-2017	96.5%	+0.4%	96.8%	-0.7%
Nov-2017	94.1%	-2.8%	96.3%	-1.0%
Dec-2017	96.9%	+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%
May-2018	97.4%	-0.1%	97.8%	-0.5%
Jun-2018	98.0%	+0.6%	97.7%	-1.4%

Historical Percent of List Price Received by Month

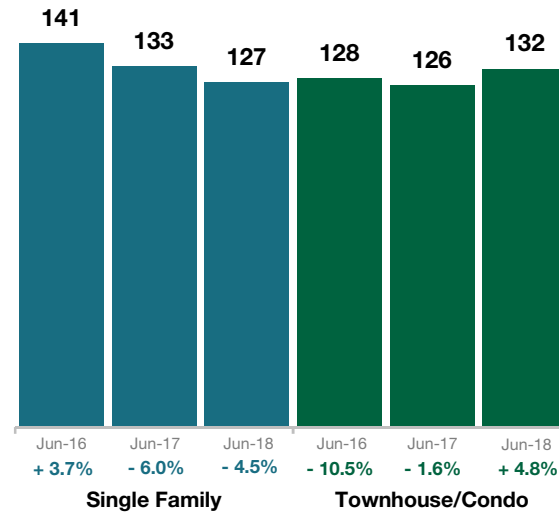


Days on Market Until Sale

June

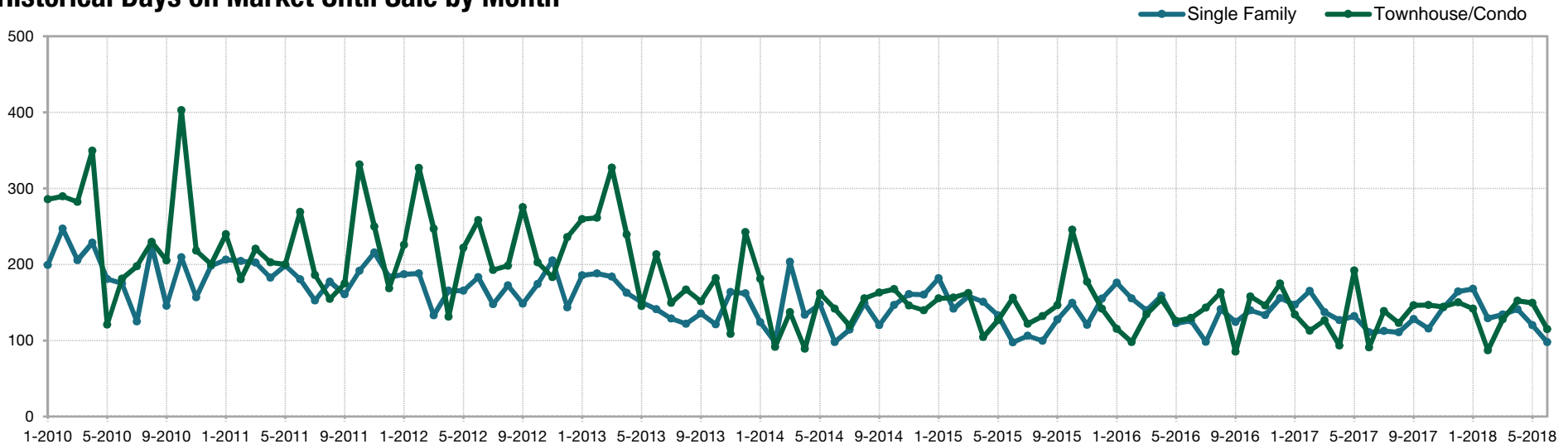


Year to Date



Days on Market	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
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%
May-2018	120	-9.1%	150	-21.9%
Jun-2018	98	-11.7%	115	+26.4%

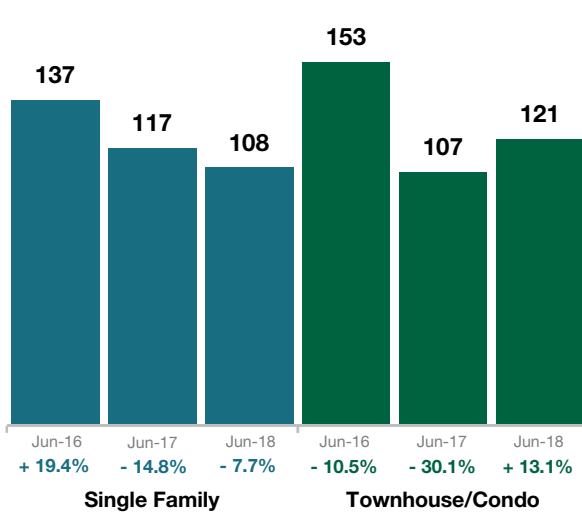
Historical Days on Market Until Sale by Month



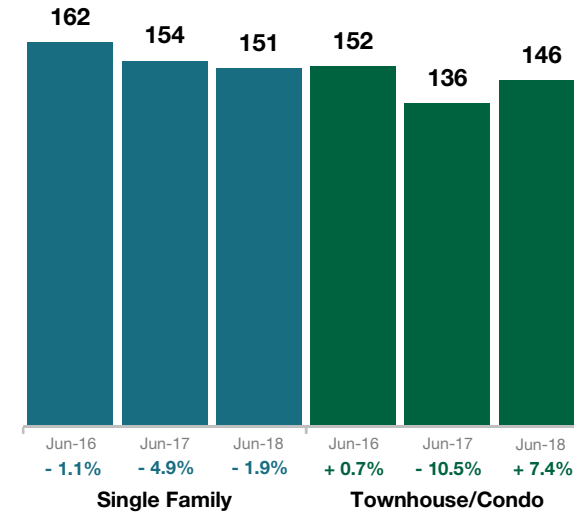
Cumulative Days on Market Until Sale



June

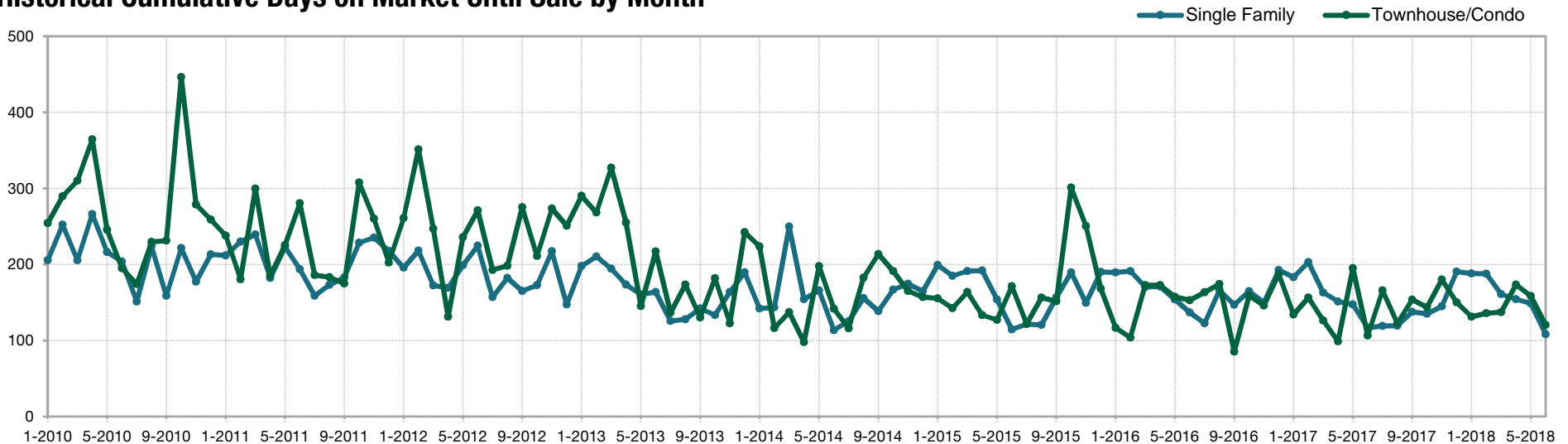


Year to Date



Cumulative Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
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%
May-2018	149	+1.4%	158	-19.0%
Jun-2018	108	-7.7%	121	+13.1%

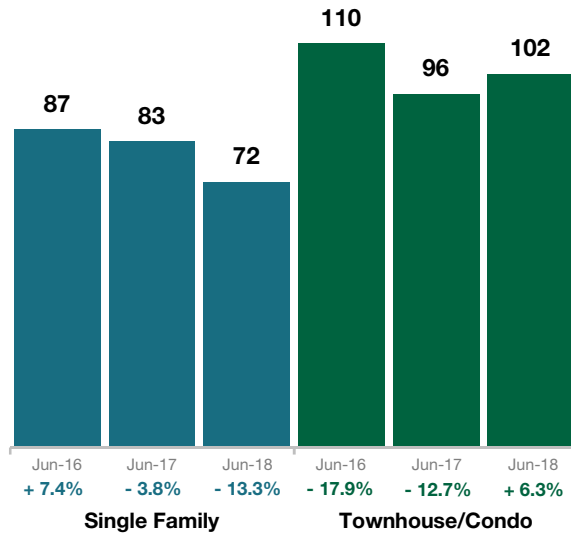
Historical Cumulative Days on Market Until Sale by Month



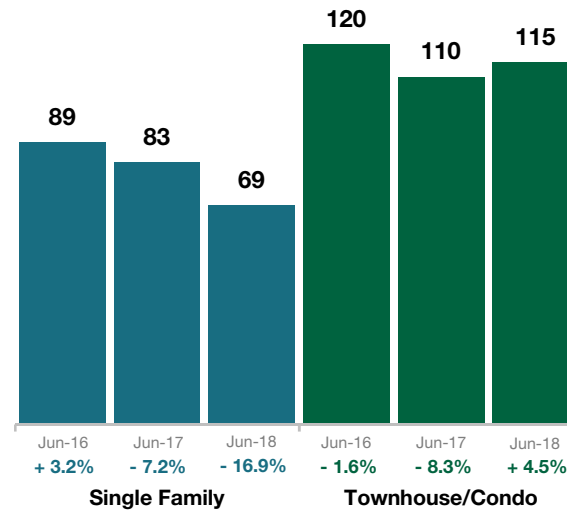
Housing Affordability Index



June

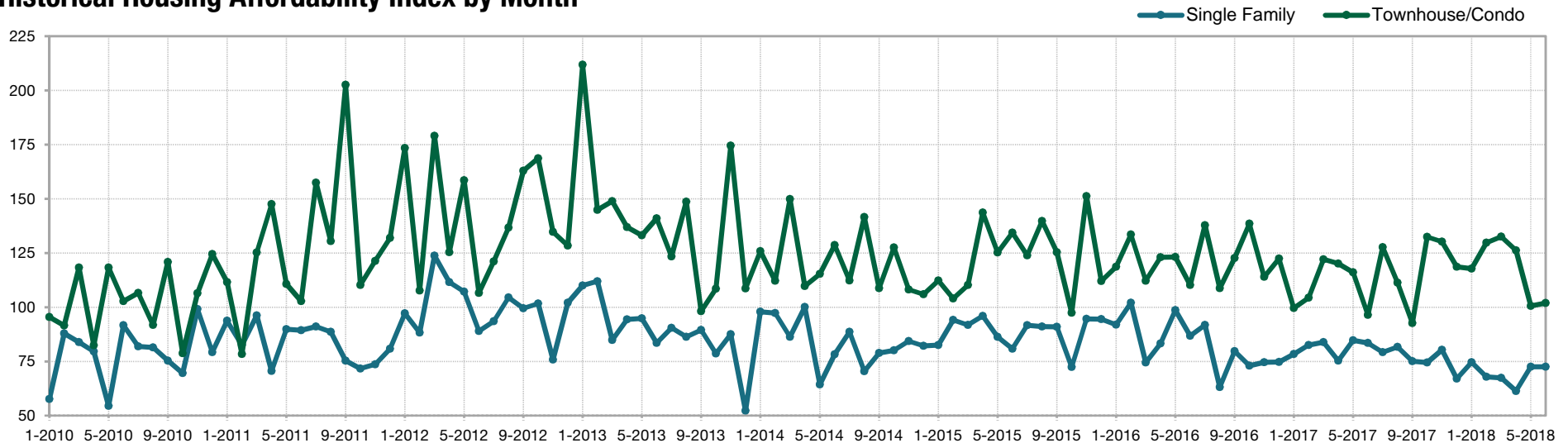


Year to Date



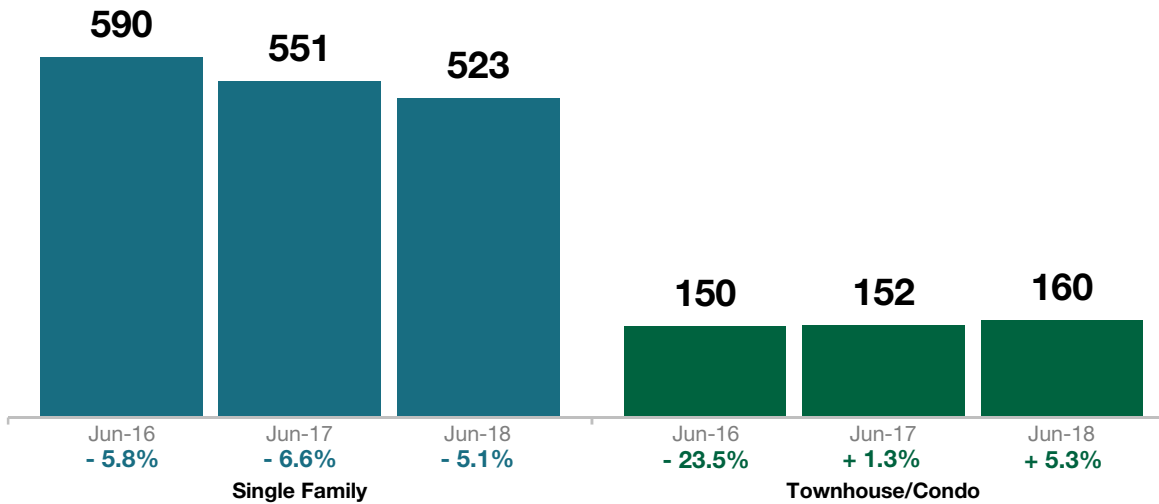
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jul-2017	79	-14.1%	128	-7.2%
Aug-2017	82	+30.2%	111	+1.8%
Sep-2017	75	-6.3%	93	-24.4%
Oct-2017	75	+2.7%	132	-5.0%
Nov-2017	80	+6.7%	130	+14.0%
Dec-2017	67	-10.7%	119	-2.5%
Jan-2018	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%
May-2018	73	-14.1%	101	-12.9%
Jun-2018	72	-13.3%	102	+6.3%

Historical Housing Affordability Index by Month



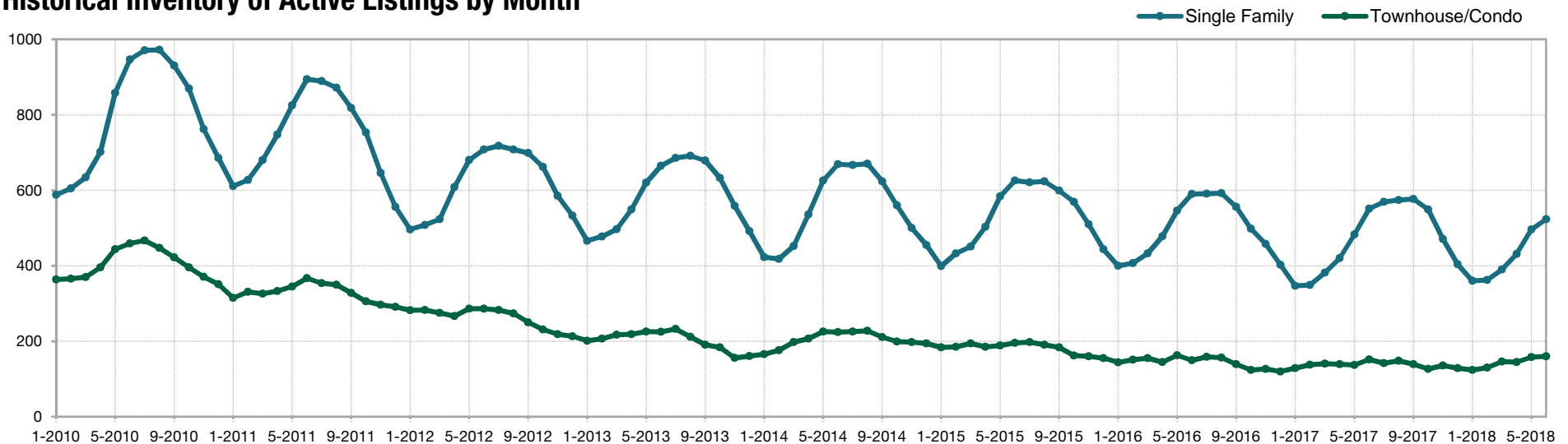
Inventory of Active Listings

June



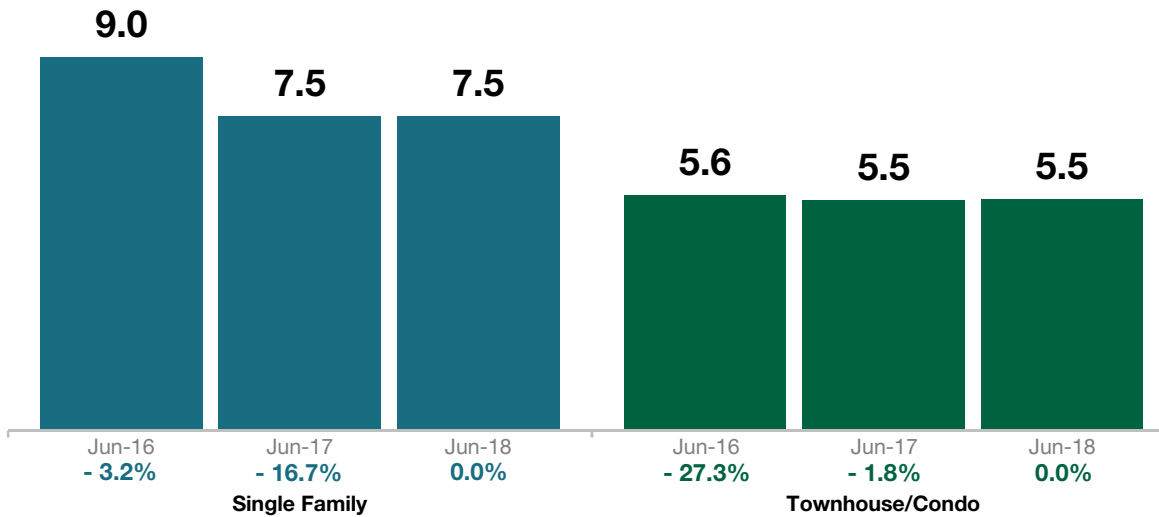
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jul-2017	569	-3.7%	142	-10.7%
Aug-2017	574	-3.0%	148	-5.7%
Sep-2017	577	+3.8%	139	0.0%
Oct-2017	549	+10.2%	127	+2.4%
Nov-2017	471	+2.8%	136	+7.1%
Dec-2017	404	+0.2%	129	+7.5%
Jan-2018	360	+3.7%	124	-3.9%
Feb-2018	362	+3.7%	130	-5.8%
Mar-2018	390	+2.1%	146	+3.5%
Apr-2018	431	+2.6%	145	+4.3%
May-2018	496	+2.7%	158	+15.3%
Jun-2018	523	-5.1%	160	+5.3%

Historical Inventory of Active Listings by Month



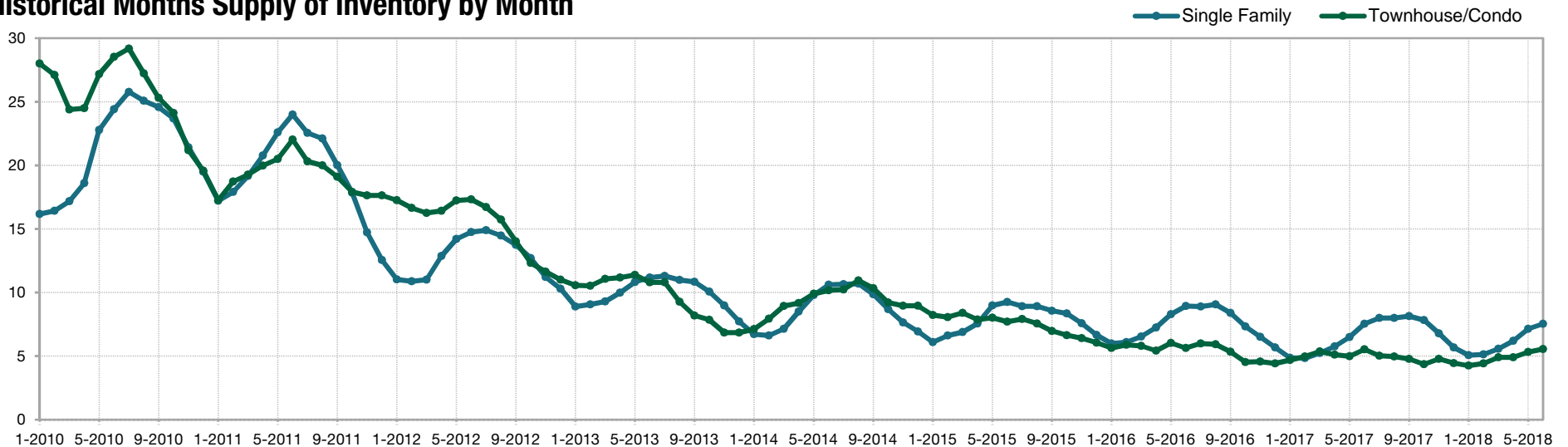
Months Supply of Inventory

June



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
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%
May-2018	7.1	+9.2%	5.3	+6.0%
Jun-2018	7.5	0.0%	5.5	0.0%

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.



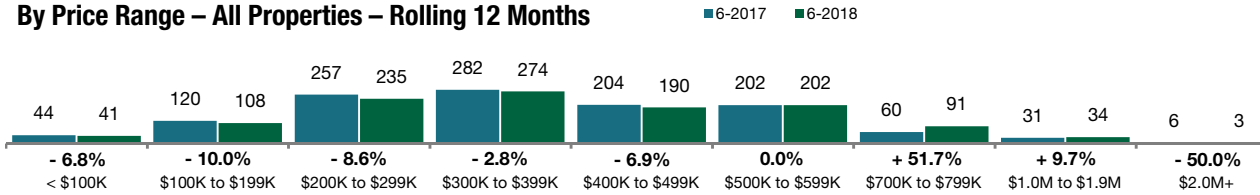
Key Metrics	Historical Sparkbars	6-2017	6-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		239	187	- 21.8%	1,042	1,004	- 3.6%
Pending Sales		112	110	- 1.8%	598	623	+ 4.2%
Sold Listings		124	112	- 9.7%	552	527	- 4.5%
Median Sales Price		\$358,875	\$384,750	+ 7.2%	\$358,875	\$375,000	+ 4.5%
Avg. Sales Price		\$414,644	\$439,853	+ 6.1%	\$403,346	\$433,778	+ 7.5%
Pct. of List Price Received		97.8%	98.0%	+ 0.2%	97.8%	97.3%	- 0.5%
Days on Market		106	102	- 3.8%	131	128	- 2.3%
Cumulative Days on Market		114	111	- 2.6%	149	149	0.0%
Affordability Index		87	77	- 11.5%	89	78	- 12.4%
Active Listings		703	683	- 2.8%	--	--	--
Months Supply		7.0	7.0	0.0%	--	--	--

Sold Listings

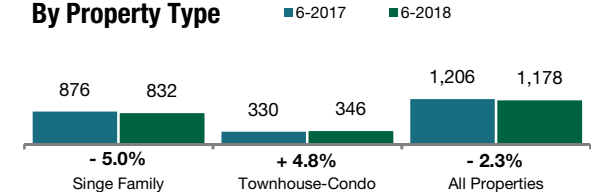
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$99,999 and Below	15	10	-33.3%	29	31	+6.9%
\$100,000 to \$199,999	48	35	-27.1%	72	73	+1.4%
\$200,000 to \$299,999	174	147	-15.5%	83	88	+6.0%
\$300,000 to \$399,999	215	193	-10.2%	67	81	+20.9%
\$400,000 to \$499,999	173	156	-9.8%	31	34	+9.7%
\$500,000 to \$699,999	163	173	+6.1%	39	29	-25.6%
\$700,000 to \$999,999	55	84	+52.7%	5	7	+40.0%
\$1,000,000 to \$1,999,999	27	31	+14.8%	4	3	-25.0%
\$2,000,000 and Above	6	3	-50.0%	0	0	--
All Price Ranges	876	832	-5.0%	330	346	+4.8%

Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2018	6-2018	Change	5-2018	6-2018	Change
\$99,999 and Below	2	2	0.0%	4	1	-75.0%
\$100,000 to \$199,999	1	3	+200.0%	8	3	-62.5%
\$200,000 to \$299,999	21	13	-38.1%	5	8	+60.0%
\$300,000 to \$399,999	17	23	+35.3%	8	5	-37.5%
\$400,000 to \$499,999	19	14	-26.3%	4	4	0.0%
\$500,000 to \$699,999	14	22	+57.1%	5	2	-60.0%
\$700,000 to \$999,999	10	8	-20.0%	1	1	0.0%
\$1,000,000 to \$1,999,999	3	3	0.0%	1	0	-100.0%
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	87	88	+1.1%	36	24	-33.3%

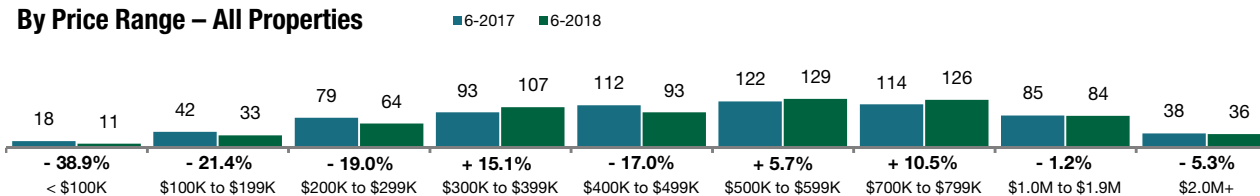
Year to Date

By Price Range	Single Family			Condo		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$99,999 and Below	8	7	-12.5%	8	10	+25.0%
\$100,000 to \$199,999	14	8	-42.9%	36	36	0.0%
\$200,000 to \$299,999	78	66	-15.4%	36	41	+13.9%
\$300,000 to \$399,999	113	83	-26.5%	39	37	-5.1%
\$400,000 to \$499,999	84	70	-16.7%	11	12	+9.1%
\$500,000 to \$699,999	62	84	+35.5%	21	15	-28.6%
\$700,000 to \$999,999	23	39	+69.6%	4	2	-50.0%
\$1,000,000 to \$1,999,999	13	15	+15.4%	2	1	-50.0%
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	395	373	-5.6%	157	154	-1.9%

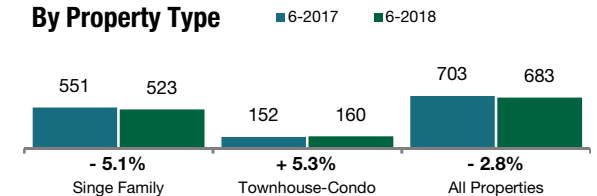
Inventory of Active Listings

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		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$99,999 and Below	2	3	+50.0%	16	8	-50.0%
\$100,000 to \$199,999	12	11	-8.3%	30	22	-26.7%
\$200,000 to \$299,999	46	49	+6.5%	33	15	-54.5%
\$300,000 to \$399,999	75	71	-5.3%	18	36	+100.0%
\$400,000 to \$499,999	85	70	-17.6%	27	23	-14.8%
\$500,000 to \$699,999	106	110	+3.8%	16	19	+18.8%
\$700,000 to \$999,999	104	100	-3.8%	10	26	+160.0%
\$1,000,000 to \$1,999,999	83	74	-10.8%	2	10	+400.0%
\$2,000,000 and Above	38	35	-7.9%	0	1	--
All Price Ranges	551	523	-5.1%	152	160	+5.3%

Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2018	6-2018	Change	5-2018	6-2018	Change
\$99,999 and Below	1	3	+200.0%	8	8	0.0%
\$100,000 to \$199,999	7	11	+57.1%	19	22	+15.8%
\$200,000 to \$299,999	43	49	+14.0%	16	15	-6.3%
\$300,000 to \$399,999	59	71	+20.3%	37	36	-2.7%
\$400,000 to \$499,999	68	70	+2.9%	24	23	-4.2%
\$500,000 to \$699,999	109	110	+0.9%	20	19	-5.0%
\$700,000 to \$999,999	102	100	-2.0%	23	26	+13.0%
\$1,000,000 to \$1,999,999	72	74	+2.8%	10	10	0.0%
\$2,000,000 and Above	35	35	0.0%	1	1	0.0%
All Price Ranges	496	523	+5.4%	158	160	+1.3%

Year to Date

By Price Range	Single Family			Condo		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$99,999 and Below	8	7	-12.5%	8	10	+25.0%
\$100,000 to \$199,999	14	8	-42.9%	36	36	0.0%
\$200,000 to \$299,999	78	66	-15.4%	36	41	+13.9%
\$300,000 to \$399,999	113	83	-26.5%	39	37	-5.1%
\$400,000 to \$499,999	84	70	-16.7%	11	12	+9.1%
\$500,000 to \$699,999	62	84	+35.5%	21	15	-28.6%
\$700,000 to \$999,999	23	39	+69.6%	4	2	-50.0%
\$1,000,000 to \$1,999,999	13	15	+15.4%	2	1	-50.0%
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	395	373	-5.6%	157	154	-1.9%

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.