

Local Market Update for July 2018

A Research Tool Provided by the Colorado Association of REALTORS®



San Juan County

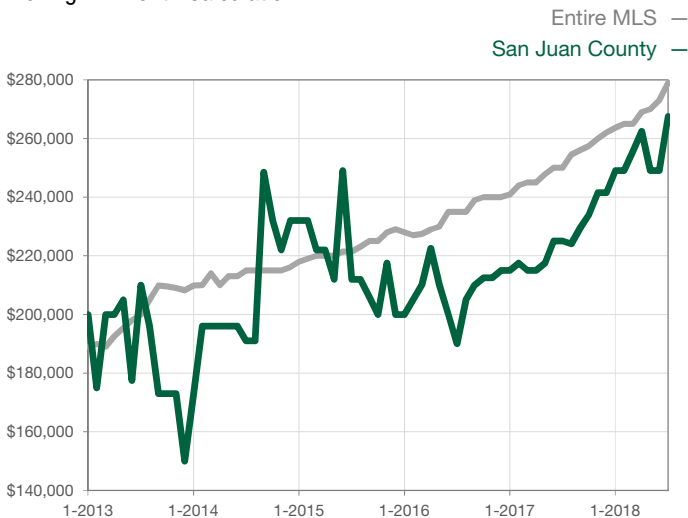
| Key Metrics | July | | | Year to Date | | |
|--------------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2017 | 2018 | Percent Change from Previous Year | Thru 07-2017 | Thru 07-2018 | Percent Change from Previous Year |
| New Listings | 2 | 6 | + 200.0% | 20 | 24 | + 20.0% |
| Sold Listings | 1 | 1 | 0.0% | 8 | 5 | - 37.5% |
| Median Sales Price* | \$195,000 | \$267,500 | + 37.2% | \$212,500 | \$235,000 | + 10.6% |
| Average Sales Price* | \$195,000 | \$267,500 | + 37.2% | \$281,938 | \$311,070 | + 10.3% |
| Percent of List Price Received* | 97.7% | 99.4% | + 1.7% | 91.0% | 98.1% | + 7.8% |
| Days on Market Until Sale | 152 | 76 | - 50.0% | 308 | 304 | - 1.3% |
| Cumulative Days on Market Until Sale | 152 | 76 | - 50.0% | 284 | 304 | + 7.0% |
| Inventory of Homes for Sale | 20 | 27 | + 35.0% | -- | -- | -- |
| Months Supply of Inventory | 14.3 | 16.2 | + 13.3% | -- | -- | -- |

* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

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|--------------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2017 | 2018 | Percent Change from Previous Year | Thru 07-2017 | Thru 07-2018 | Percent Change from Previous Year |
| New Listings | 1 | 1 | 0.0% | 13 | 11 | - 15.4% |
| Sold Listings | 1 | 1 | 0.0% | 7 | 6 | - 14.3% |
| Median Sales Price* | \$233,500 | \$310,000 | + 32.8% | \$219,000 | \$169,250 | - 22.7% |
| Average Sales Price* | \$233,500 | \$310,000 | + 32.8% | \$226,314 | \$198,933 | - 12.1% |
| Percent of List Price Received* | 90.2% | 92.5% | + 2.5% | 94.8% | 95.8% | + 1.1% |
| Days on Market Until Sale | 119 | 151 | + 26.9% | 137 | 138 | + 0.7% |
| Cumulative Days on Market Until Sale | 119 | 151 | + 26.9% | 201 | 138 | - 31.3% |
| Inventory of Homes for Sale | 9 | 4 | - 55.6% | -- | -- | -- |
| Months Supply of Inventory | 3.5 | 1.9 | - 45.7% | -- | -- | -- |

* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation

