

Monthly Indicators



August 2018

Percent changes calculated using year-over-year comparisons.

New Listings were up 12.9 percent for single family homes but decreased 2.6 percent for townhouse-condo properties. Pending Sales increased 6.8 percent for single family homes and 3.8 percent for townhouse-condo properties.

The Median Sales Price was up 14.1 percent to \$425,000 for single family homes and 18.2 percent to \$323,750 for townhouse-condo properties. Days on Market increased 11.7 percent for single family homes but decreased 14.6 percent for townhouse-condo properties.

While some are starting to look for recessionary signs like fewer sales, dropping prices and even foreclosures, others are taking a more cautious and research-based approach to their predictions. The fact remains that the trends do not yet support a dramatic shift away from what has been experienced over the last several years. Housing starts are performing admirably if not excitingly, prices are still inching upward, supply remains low and consumers are optimistic. The U.S. economy is under scrutiny but certainly not deteriorating.

Activity Snapshot

- 2.2%	+ 11.4%	0.0%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	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	8-2017	8-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		116	131	+ 12.9%	1,048	1,037	- 1.0%
Pending Sales		74	79	+ 6.8%	594	600	+ 1.0%
Sold Listings		88	91	+ 3.4%	561	548	- 2.3%
Median Sales Price		\$372,500	\$425,000	+ 14.1%	\$395,000	\$425,000	+ 7.6%
Avg. Sales Price		\$445,737	\$541,566	+ 21.5%	\$438,501	\$492,544	+ 12.3%
Pct. of List Price Received		97.5%	96.4%	- 1.1%	97.6%	97.2%	- 0.4%
Days on Market		111	124	+ 11.7%	126	124	- 1.6%
Cumulative Days on Market		119	148	+ 24.4%	144	147	+ 2.1%
Affordability Index		82	62	- 24.4%	83	69	- 16.9%
Active Listings		574	560	- 2.4%	--	--	--
Months Supply		8.0	8.0	0.0%	--	--	--

Townhouse/Condo Market Overview

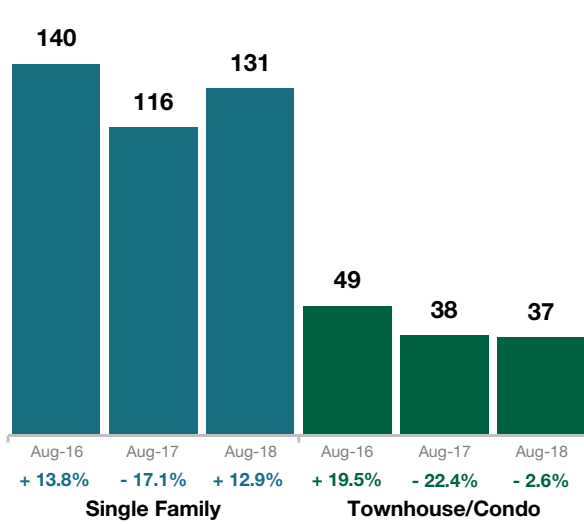
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



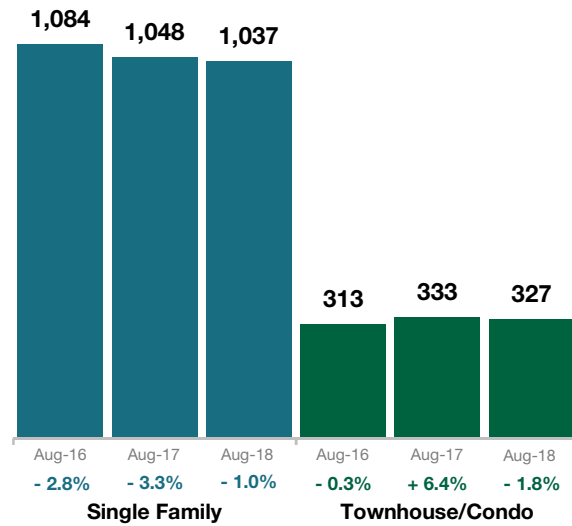
Key Metrics	Historical Sparkbars	8-2017	8-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		38	37	- 2.6%	333	327	- 1.8%
Pending Sales		26	27	+ 3.8%	231	249	+ 7.8%
Sold Listings		48	42	- 12.5%	242	234	- 3.3%
Median Sales Price		\$274,000	\$323,750	+ 18.2%	\$294,500	\$286,500	- 2.7%
Avg. Sales Price		\$326,924	\$323,360	- 1.1%	\$320,154	\$305,057	- 4.7%
Pct. of List Price Received		97.2%	97.5%	+ 0.3%	98.0%	97.5%	- 0.5%
Days on Market		123	105	- 14.6%	127	126	- 0.8%
Cumulative Days on Market		123	107	- 13.0%	138	137	- 0.7%
Affordability Index		111	104	- 6.3%	114	111	- 2.6%
Active Listings		148	161	+ 8.8%	--	--	--
Months Supply		5.0	5.7	+ 14.0%	--	--	--

New Listings

August

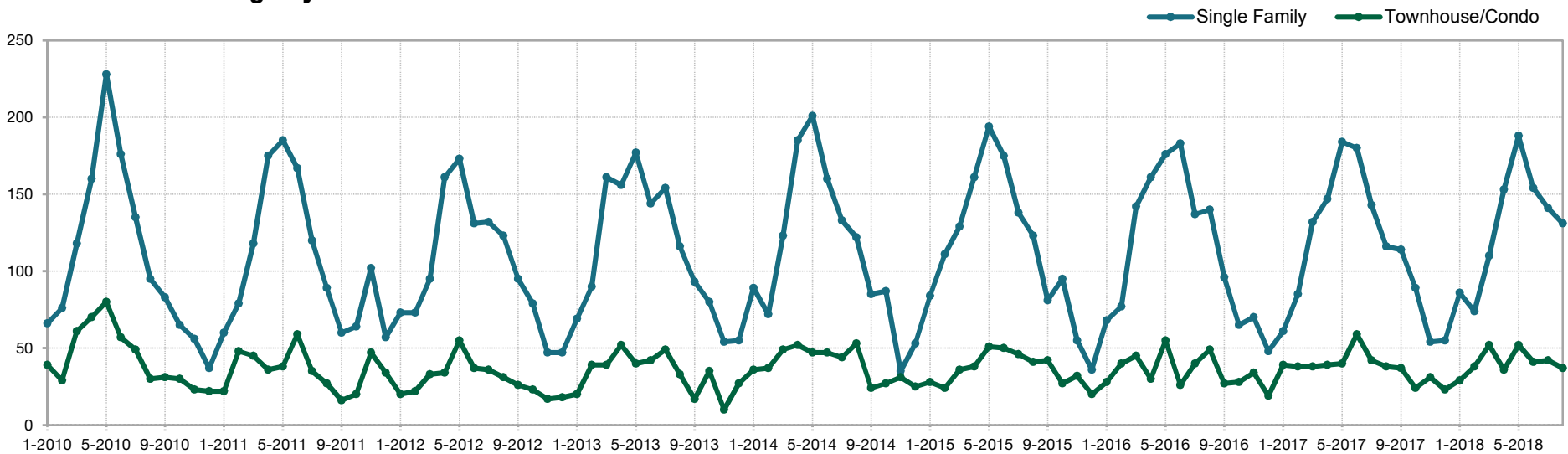


Year to Date



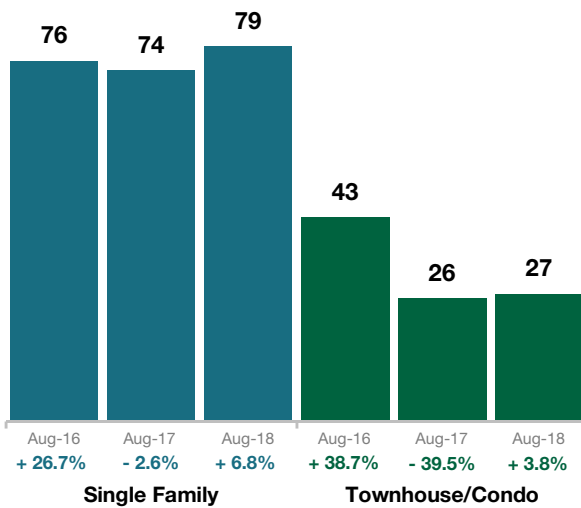
New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Sep-2017	114	+18.8%	37	+37.0%
Oct-2017	89	+36.9%	24	-14.3%
Nov-2017	54	-22.9%	31	-8.8%
Dec-2017	55	+14.6%	23	+21.1%
Jan-2018	86	+41.0%	29	-25.6%
Feb-2018	74	-12.9%	38	0.0%
Mar-2018	110	-16.7%	52	+36.8%
Apr-2018	153	+4.1%	36	-7.7%
May-2018	188	+2.2%	52	+30.0%
Jun-2018	154	-14.4%	41	-30.5%
Jul-2018	141	-1.4%	42	0.0%
Aug-2018	131	+12.9%	37	-2.6%

Historical New Listings by Month

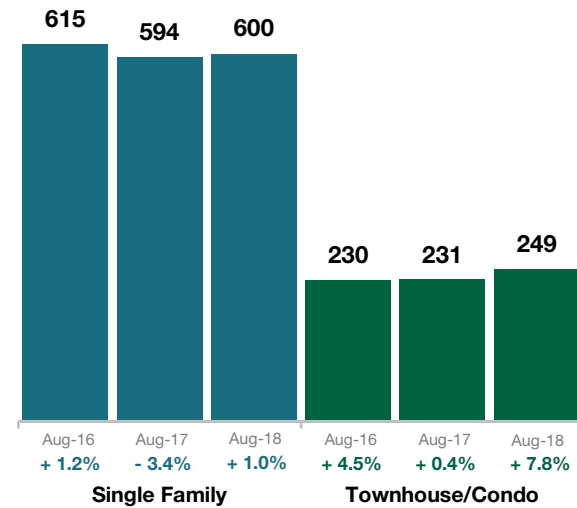


Pending Sales

August

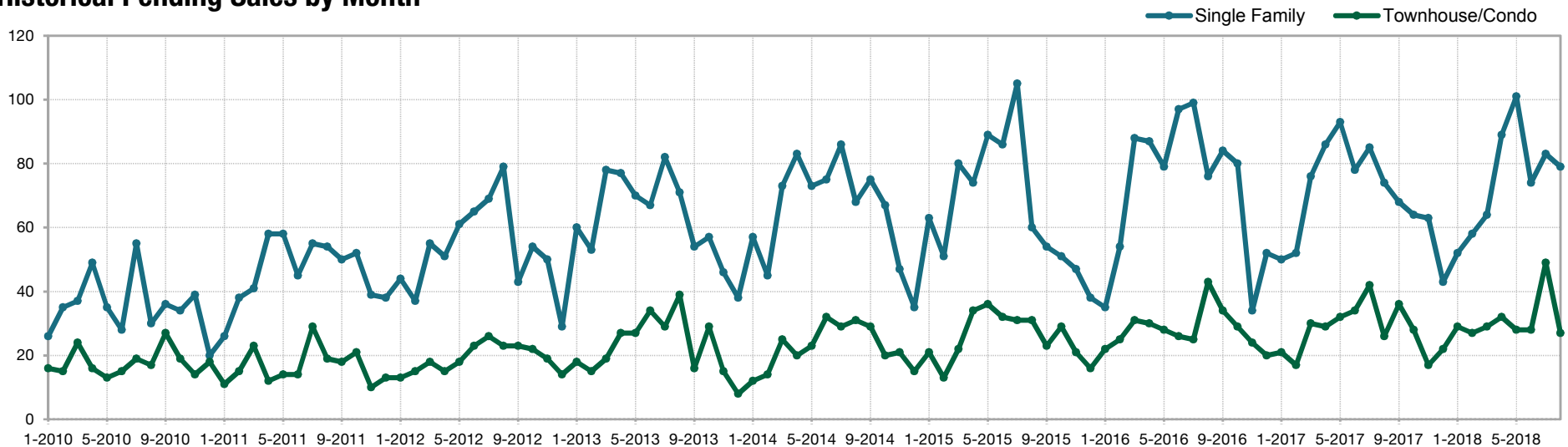


Year to Date



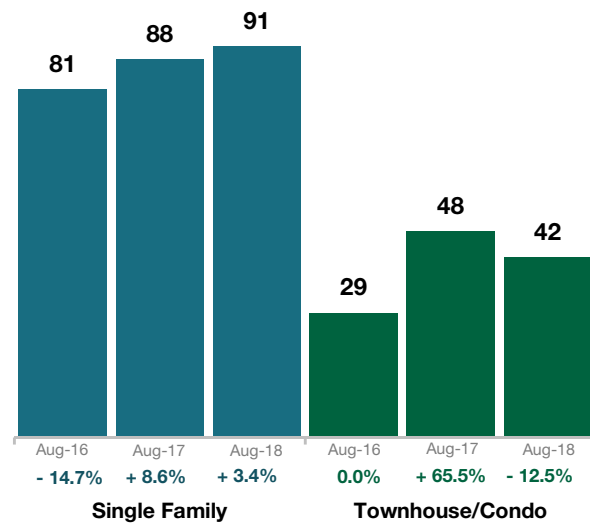
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Sep-2017	68	-19.0%	36	+5.9%
Oct-2017	64	-20.0%	28	-3.4%
Nov-2017	63	+85.3%	17	-29.2%
Dec-2017	43	-17.3%	22	+10.0%
Jan-2018	52	+4.0%	29	+38.1%
Feb-2018	58	+11.5%	27	+58.8%
Mar-2018	64	-15.8%	29	-3.3%
Apr-2018	89	+3.5%	32	+10.3%
May-2018	101	+8.6%	28	-12.5%
Jun-2018	74	-5.1%	28	-17.6%
Jul-2018	83	-2.4%	49	+16.7%
Aug-2018	79	+6.8%	27	+3.8%

Historical Pending Sales by Month

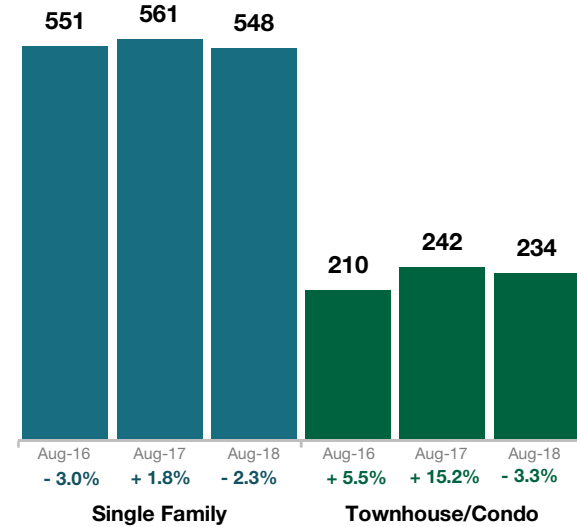


Sold Listings

August

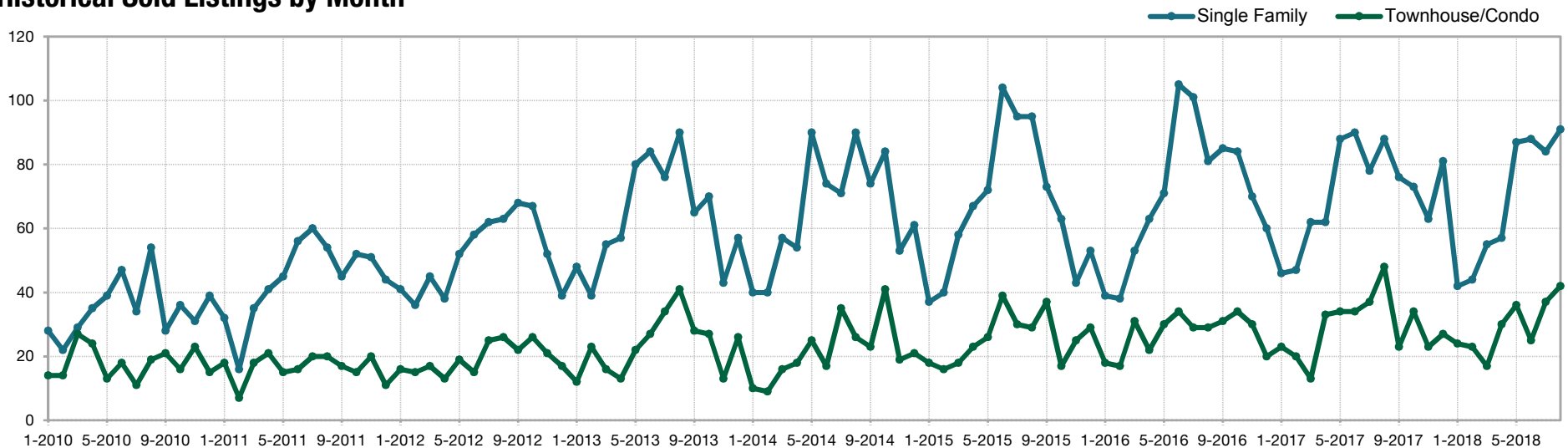


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
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%	25	-26.5%
Jul-2018	84	+7.7%	37	0.0%
Aug-2018	91	+3.4%	42	-12.5%

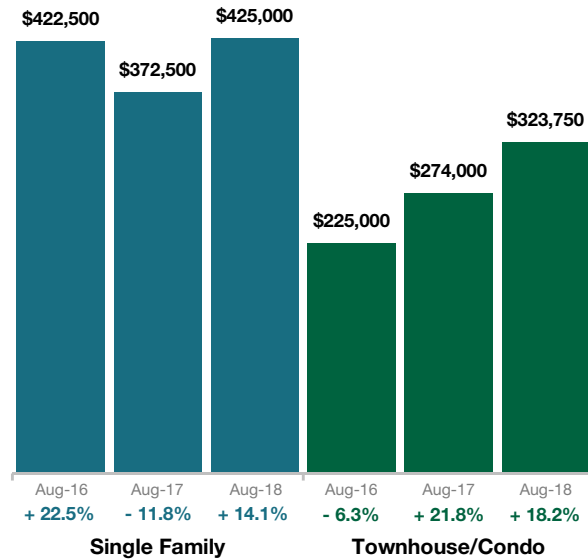
Historical Sold Listings by Month



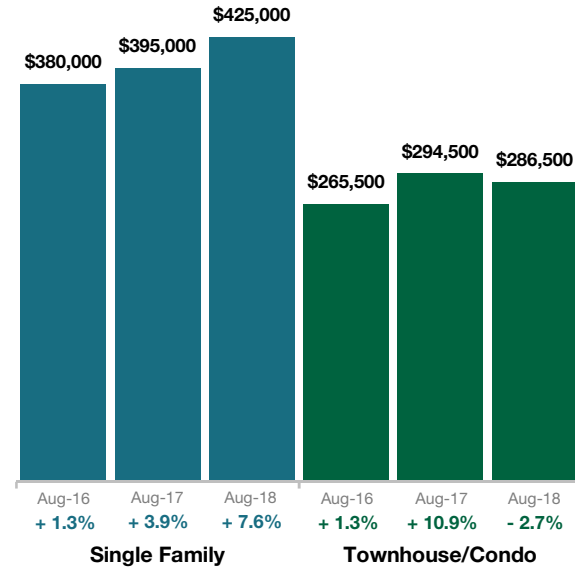
Median Sales Price



August

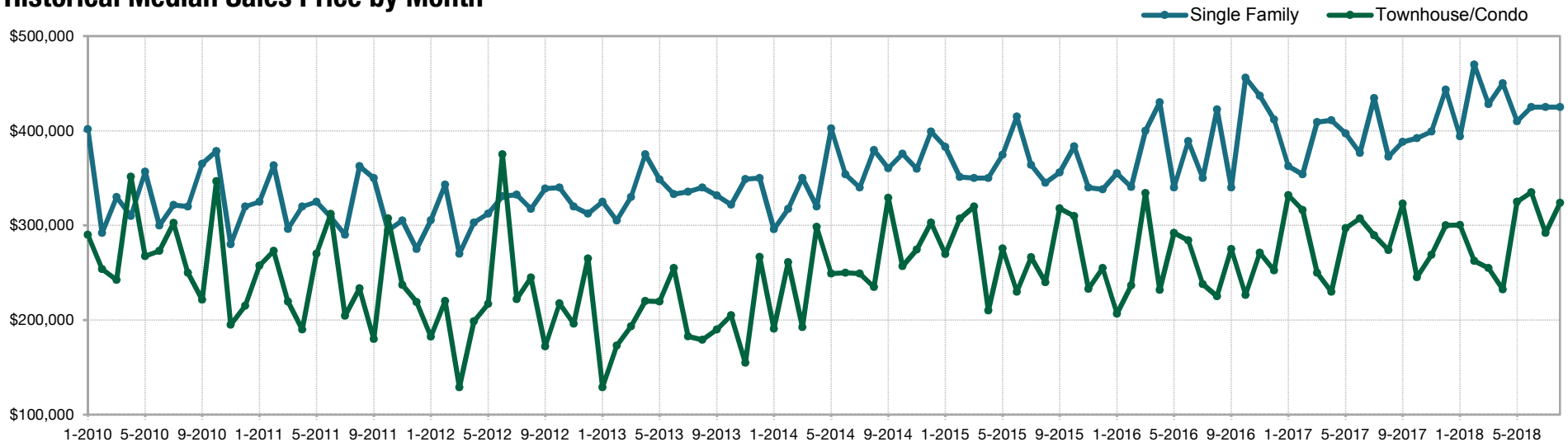


Year to Date



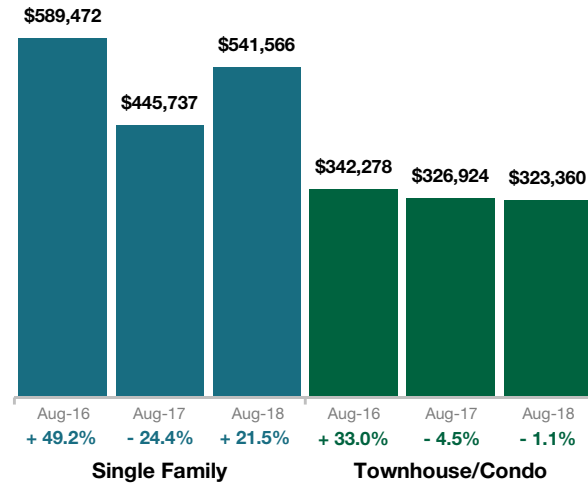
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Sep-2017	\$388,260	+14.2%	\$323,000	+17.5%
Oct-2017	\$392,000	-14.0%	\$245,250	+8.3%
Nov-2017	\$399,000	-8.7%	\$269,000	-0.7%
Dec-2017	\$443,500	+7.6%	\$300,000	+18.8%
Jan-2018	\$394,200	+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%	\$335,000	+8.9%
Jul-2018	\$425,000	-2.2%	\$292,000	+0.9%
Aug-2018	\$425,000	+14.1%	\$323,750	+18.2%

Historical Median Sales Price by Month

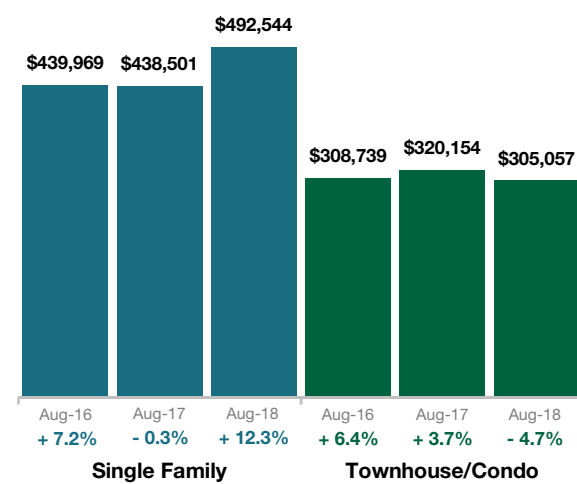


Average Sales Price

August

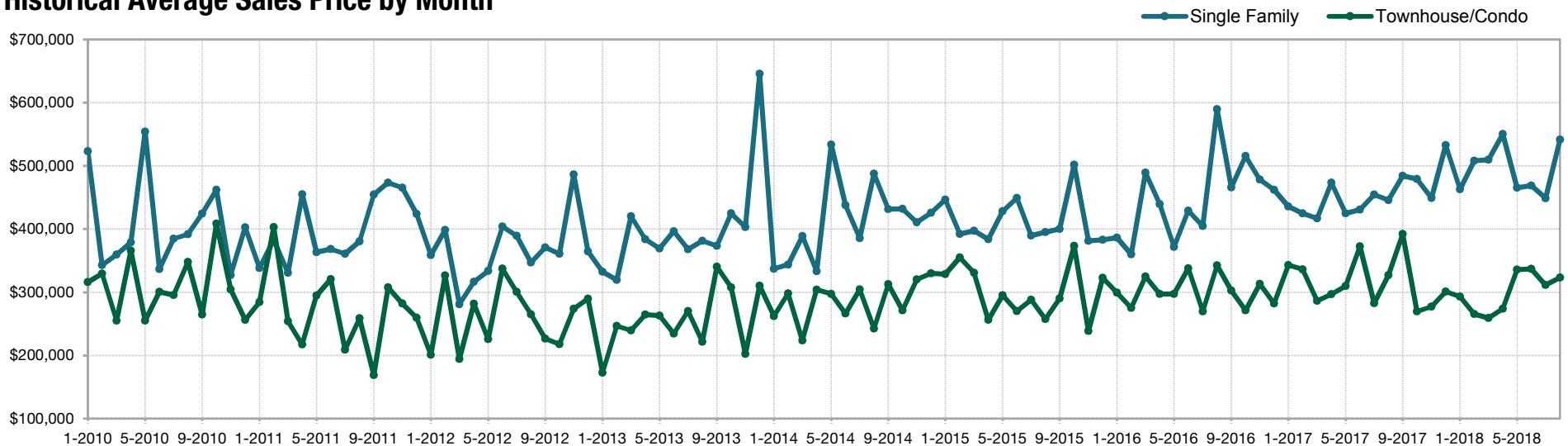


Year to Date



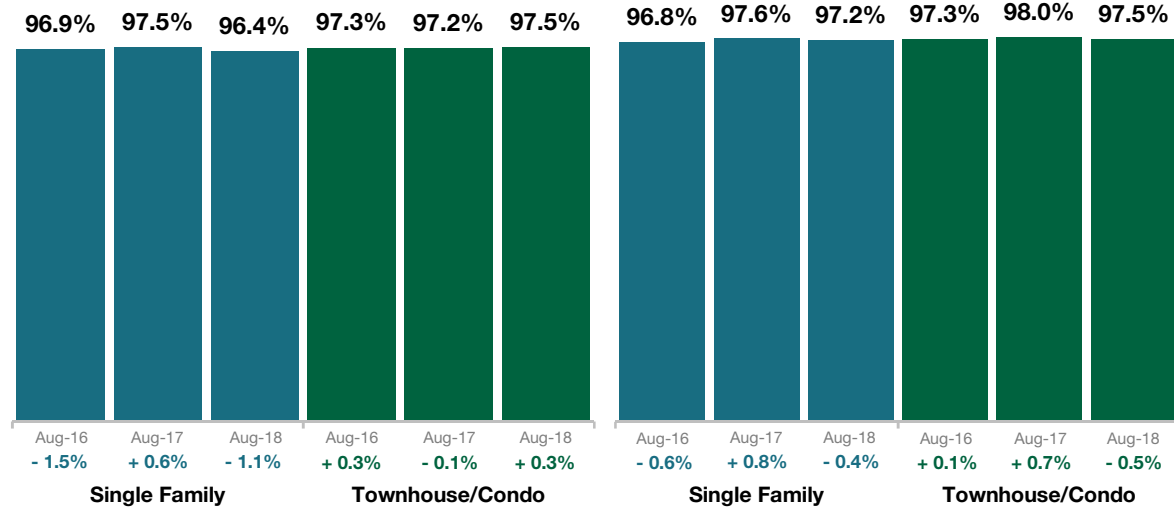
Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Sep-2017	\$484,401	+4.0%	\$392,404	+29.6%
Oct-2017	\$479,326	-7.0%	\$269,575	-0.7%
Nov-2017	\$449,266	-6.0%	\$277,248	-11.4%
Dec-2017	\$532,678	+15.3%	\$301,064	+6.7%
Jan-2018	\$462,812	+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%	\$274,070	-7.7%
May-2018	\$465,532	+9.6%	\$335,694	+8.3%
Jun-2018	\$468,926	+8.9%	\$336,879	-9.6%
Jul-2018	\$448,660	-1.3%	\$311,395	+10.2%
Aug-2018	\$541,566	+21.5%	\$323,360	-1.1%

Historical Average Sales Price by Month



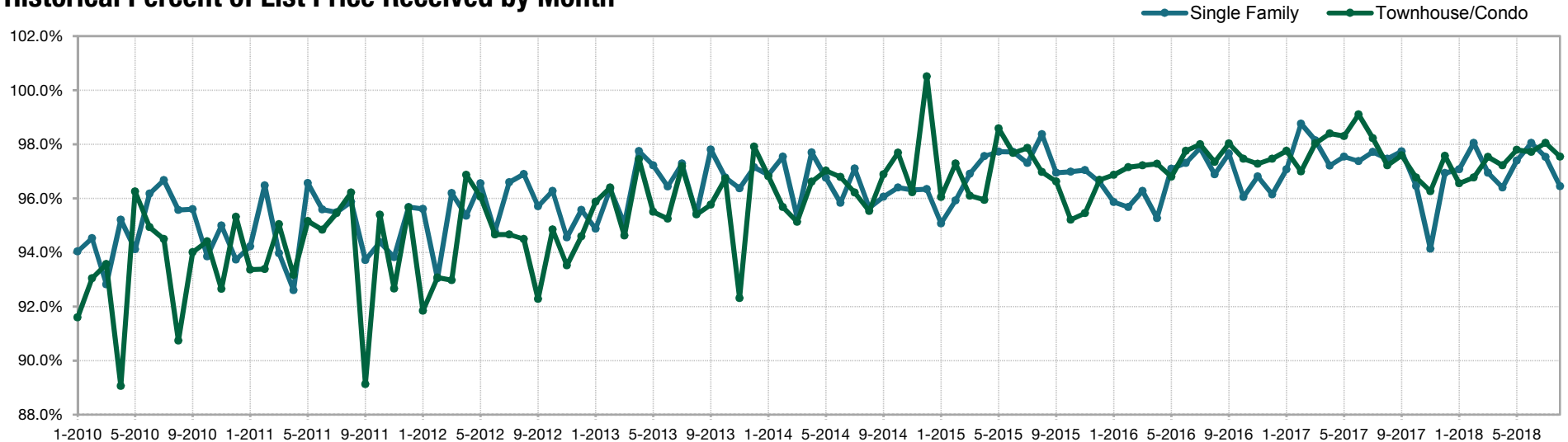
Percent of List Price Received

August



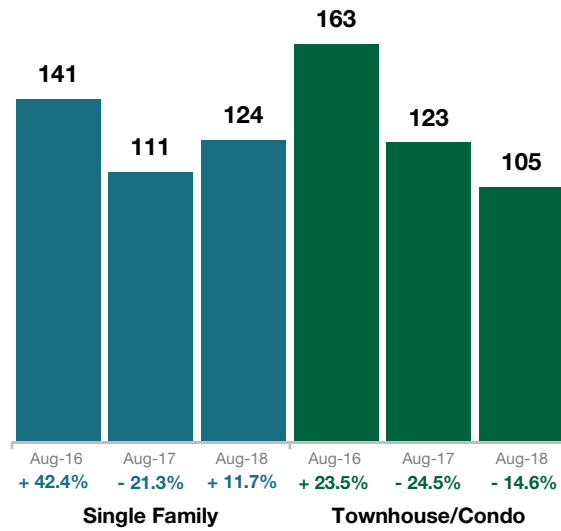
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Sep-2017	97.7%	0.0%	97.6%	-0.4%
Oct-2017	96.5%	+0.4%	96.8%	-0.7%
Nov-2017	94.1%	-2.8%	96.3%	-1.0%
Dec-2017	96.9%	+0.8%	97.6%	+0.1%
Jan-2018	97.1%	0.0%	96.6%	-1.2%
Feb-2018	98.1%	-0.7%	96.8%	-0.2%
Mar-2018	96.9%	-1.2%	97.5%	-0.5%
Apr-2018	96.4%	-0.8%	97.2%	-1.2%
May-2018	97.4%	-0.1%	97.8%	-0.5%
Jun-2018	98.1%	+0.7%	97.7%	-1.4%
Jul-2018	97.5%	-0.2%	98.0%	-0.2%
Aug-2018	96.4%	-1.1%	97.5%	+0.3%

Historical Percent of List Price Received by Month

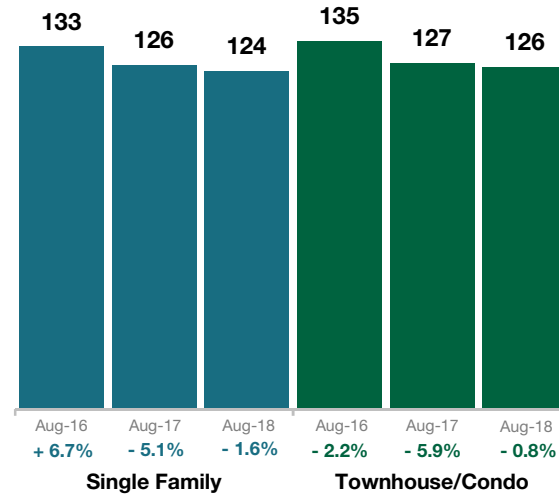


Days on Market Until Sale

August

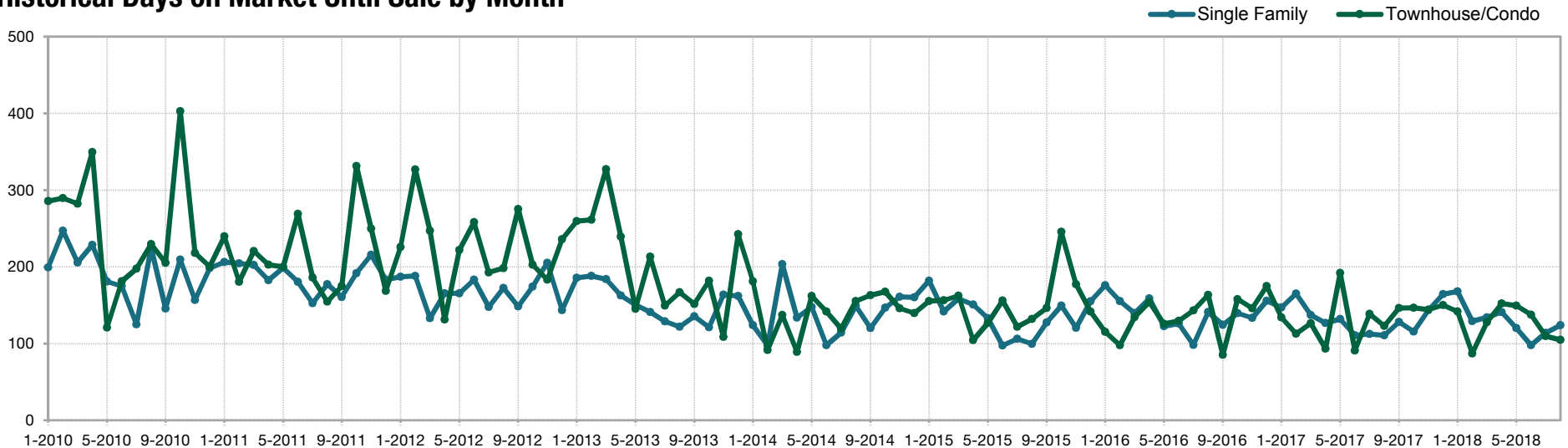


Year to Date



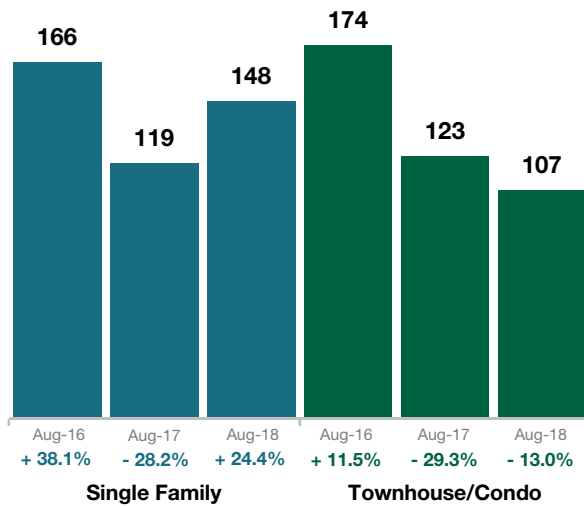
Days on Market	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Sep-2017	128	+3.2%	146	+71.8%
Oct-2017	116	-17.1%	147	-7.0%
Nov-2017	144	+7.5%	144	-1.4%
Dec-2017	164	+5.1%	150	-14.3%
Jan-2018	168	+14.3%	142	+6.0%
Feb-2018	129	-21.8%	87	-23.0%
Mar-2018	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%	137	+50.5%
Jul-2018	114	+0.9%	110	-20.9%
Aug-2018	124	+11.7%	105	-14.6%

Historical Days on Market Until Sale by Month

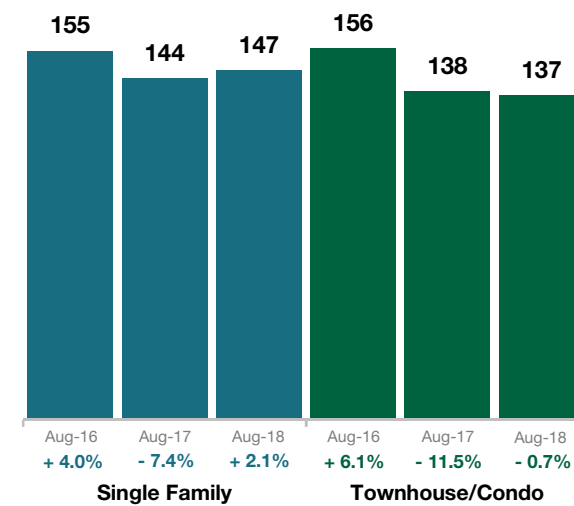


Cumulative Days on Market Until Sale

August

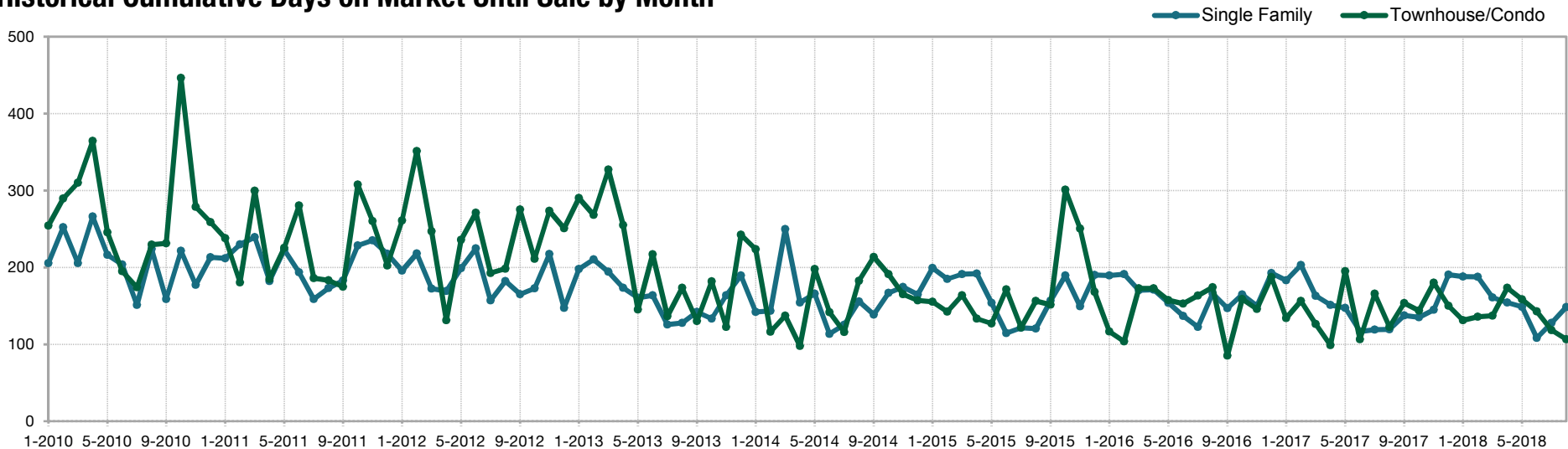


Year to Date



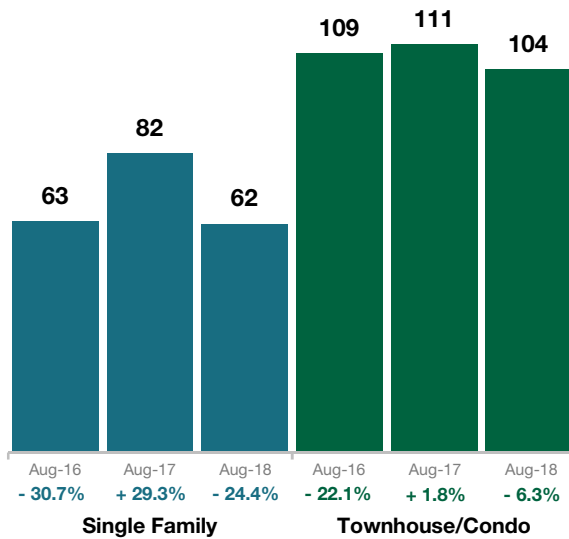
Cumulative Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Sep-2017	137	-6.8%	154	+81.2%
Oct-2017	135	-18.2%	144	-9.4%
Nov-2017	145	-3.3%	180	+23.3%
Dec-2017	190	-1.6%	150	-19.8%
Jan-2018	188	+2.7%	131	-2.2%
Feb-2018	188	-7.4%	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%	143	+33.6%
Jul-2018	128	+7.6%	118	-28.9%
Aug-2018	148	+24.4%	107	-13.0%

Historical Cumulative Days on Market Until Sale by Month

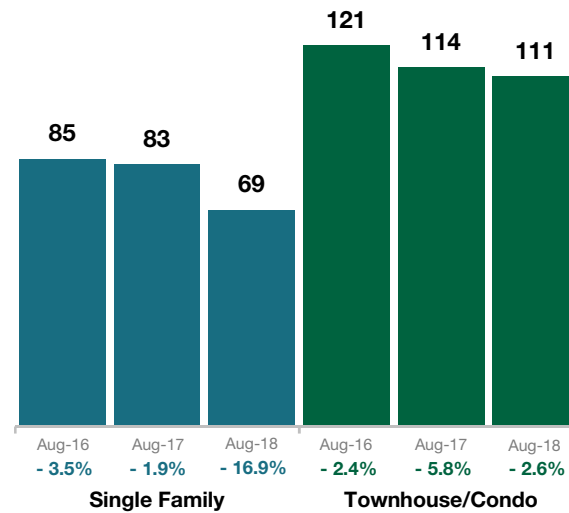


Housing Affordability Index

August

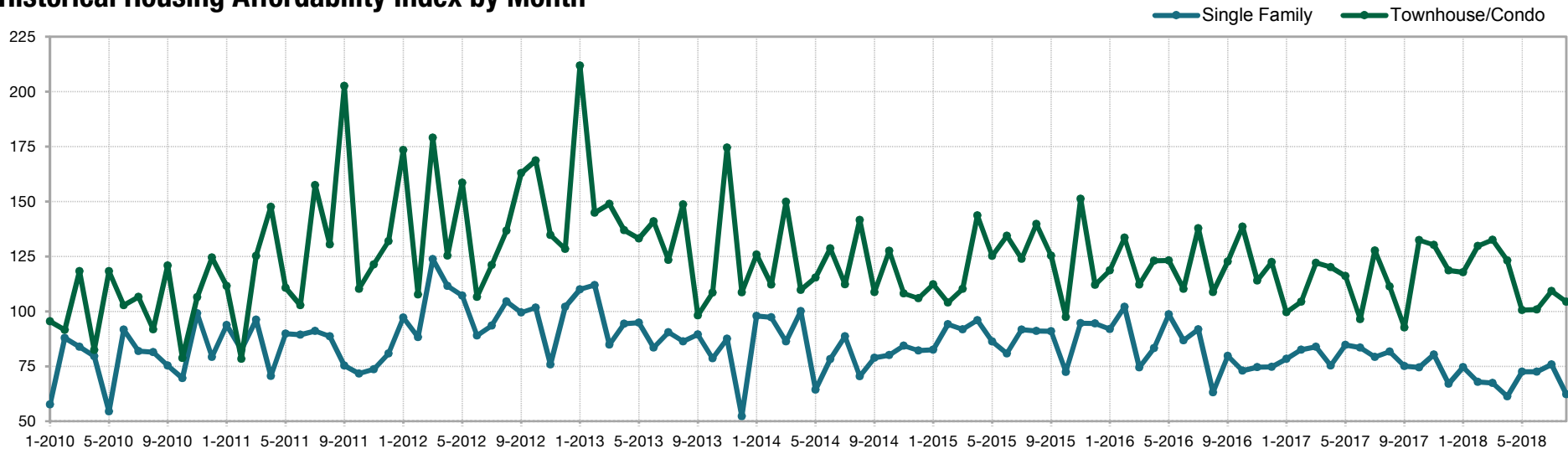


Year to Date



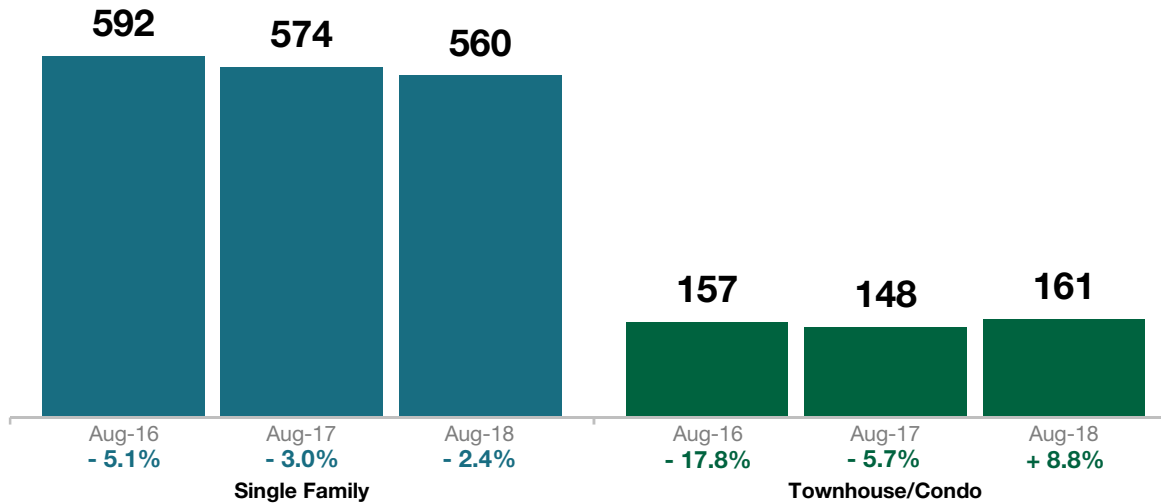
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Sep-2017	75	-6.3%	93	-24.4%
Oct-2017	75	+2.7%	132	-5.0%
Nov-2017	80	+6.7%	130	+14.0%
Dec-2017	67	-10.7%	119	-2.5%
Jan-2018	75	-3.8%	118	+18.0%
Feb-2018	68	-18.1%	130	+25.0%
Mar-2018	67	-20.2%	133	+9.0%
Apr-2018	61	-18.7%	123	+2.5%
May-2018	73	-14.1%	101	-12.9%
Jun-2018	72	-13.3%	101	+5.2%
Jul-2018	76	-3.8%	109	-14.8%
Aug-2018	62	-24.4%	104	-6.3%

Historical Housing Affordability Index by Month



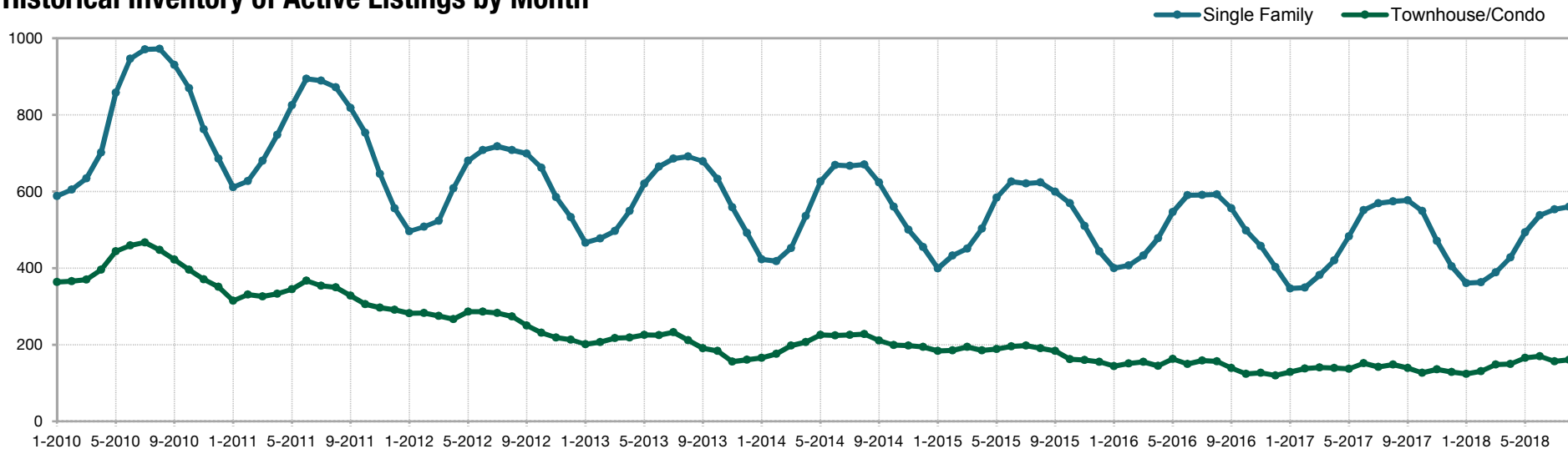
Inventory of Active Listings

August



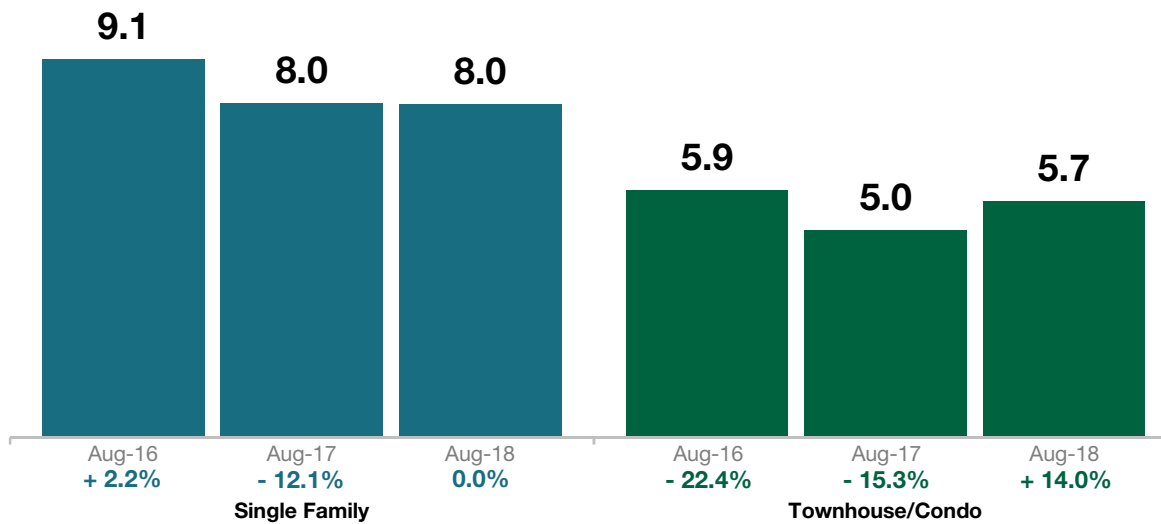
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Sep-2017	577	+3.8%	139	0.0%
Oct-2017	549	+10.2%	127	+2.4%
Nov-2017	471	+2.8%	136	+7.1%
Dec-2017	405	+0.5%	129	+7.5%
Jan-2018	361	+4.0%	124	-3.9%
Feb-2018	363	+4.0%	131	-5.1%
Mar-2018	389	+1.8%	148	+5.0%
Apr-2018	428	+1.9%	150	+7.9%
May-2018	493	+2.1%	166	+21.2%
Jun-2018	538	-2.4%	170	+11.8%
Jul-2018	553	-2.8%	157	+10.6%
Aug-2018	560	-2.4%	161	+8.8%

Historical Inventory of Active Listings by Month



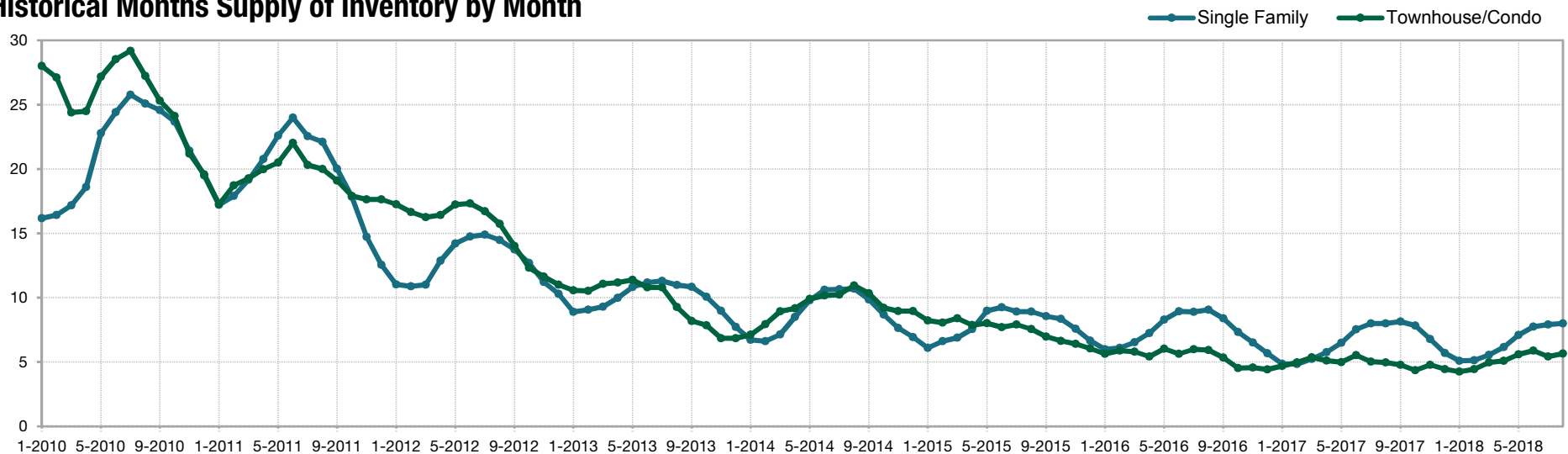
Months Supply of Inventory

August



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
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%	4.5	-10.0%
Mar-2018	5.6	+7.7%	5.0	-7.4%
Apr-2018	6.2	+6.9%	5.1	0.0%
May-2018	7.1	+9.2%	5.6	+12.0%
Jun-2018	7.8	+4.0%	5.9	+7.3%
Jul-2018	7.9	-1.3%	5.4	+8.0%
Aug-2018	8.0	0.0%	5.7	+14.0%

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.



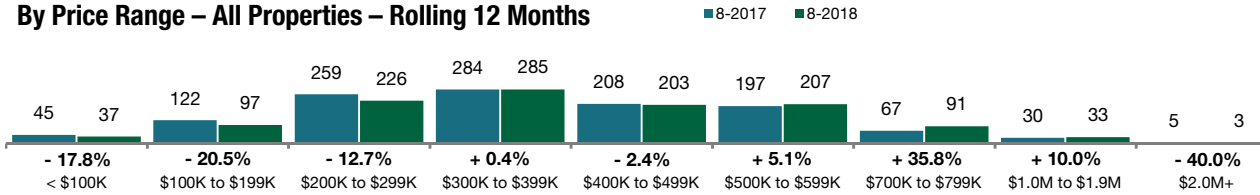
Key Metrics	Historical Sparkbars	8-2017	8-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		154	169	+ 9.7%	1,381	1,365	- 1.2%
Pending Sales		100	106	+ 6.0%	825	849	+ 2.9%
Sold Listings		136	133	- 2.2%	803	782	- 2.6%
Median Sales Price		\$354,424	\$395,000	+ 11.4%	\$355,000	\$380,000	+ 7.0%
Avg. Sales Price		\$403,803	\$472,659	+ 17.1%	\$402,835	\$436,442	+ 8.3%
Pct. of List Price Received		97.4%	96.8%	- 0.6%	97.7%	97.3%	- 0.4%
Days on Market		115	118	+ 2.6%	127	125	- 1.6%
Cumulative Days on Market		120	135	+ 12.5%	142	144	+ 1.4%
Affordability Index		90	71	- 21.1%	90	77	- 14.4%
Active Listings		722	722	0.0%	--	--	--
Months Supply		7.1	7.3	+ 2.8%	--	--	--

Sold Listings

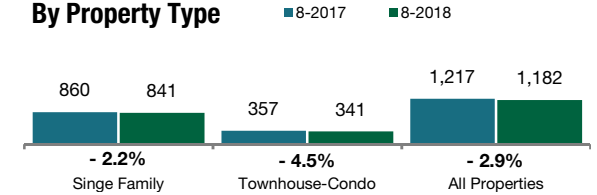
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	8-2017	8-2018	Change	8-2017	8-2018	Change
\$99,999 and Below	14	11	-21.4%	31	26	-16.1%
\$100,000 to \$199,999	49	26	-46.9%	73	71	-2.7%
\$200,000 to \$299,999	169	142	-16.0%	90	84	-6.7%
\$300,000 to \$399,999	204	199	-2.5%	80	86	+7.5%
\$400,000 to \$499,999	177	166	-6.2%	31	37	+19.4%
\$500,000 to \$699,999	156	178	+14.1%	41	29	-29.3%
\$700,000 to \$999,999	59	85	+44.1%	8	6	-25.0%
\$1,000,000 to \$1,999,999	27	31	+14.8%	3	2	-33.3%
\$2,000,000 and Above	5	3	-40.0%	0	0	--
All Price Ranges	860	841	-2.2%	357	341	-4.5%

Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2018	8-2018	Change	7-2018	8-2018	Change
\$99,999 and Below	1	1	0.0%	3	2	-33.3%
\$100,000 to \$199,999	1	5	+400.0%	1	11	+1,000.0%
\$200,000 to \$299,999	13	12	-7.7%	15	5	-66.7%
\$300,000 to \$399,999	20	19	-5.0%	12	13	+8.3%
\$400,000 to \$499,999	27	22	-18.5%	4	5	+25.0%
\$500,000 to \$699,999	13	21	+61.5%	1	6	+500.0%
\$700,000 to \$999,999	8	8	0.0%	1	0	-100.0%
\$1,000,000 to \$1,999,999	1	2	+100.0%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	84	91	+8.3%	37	42	+13.5%

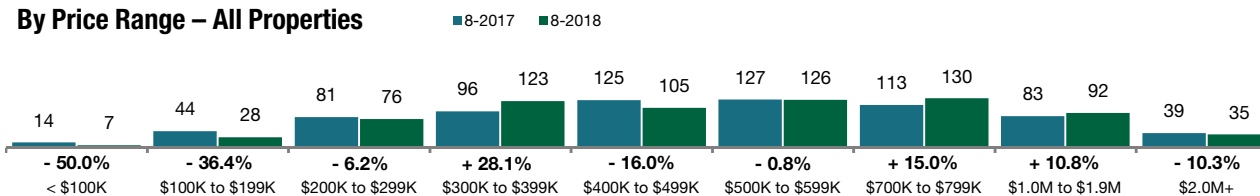
Year to Date

By Price Range	Single Family			Condo		
	8-2017	8-2018	Change	8-2017	8-2018	Change
\$99,999 and Below	9	9	0.0%	18	15	-16.7%
\$100,000 to \$199,999	29	14	-51.7%	50	48	-4.0%
\$200,000 to \$299,999	108	91	-15.7%	60	61	+1.7%
\$300,000 to \$399,999	146	122	-16.4%	59	62	+5.1%
\$400,000 to \$499,999	123	119	-3.3%	18	22	+22.2%
\$500,000 to \$699,999	91	118	+29.7%	27	21	-22.2%
\$700,000 to \$999,999	38	55	+44.7%	7	4	-42.9%
\$1,000,000 to \$1,999,999	16	18	+12.5%	3	1	-66.7%
\$2,000,000 and Above	1	2	+100.0%	0	0	--
All Price Ranges	561	548	-2.3%	242	234	-3.3%

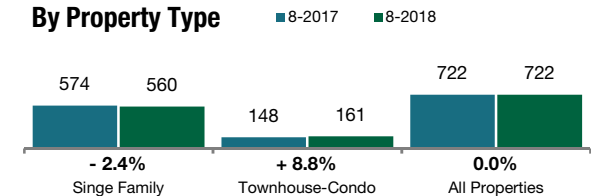
Inventory of Active Listings

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		
	8-2017	8-2018	Change	8-2017	8-2018	Change
\$99,999 and Below	2	2	0.0%	12	5	-58.3%
\$100,000 to \$199,999	14	14	0.0%	30	13	-56.7%
\$200,000 to \$299,999	57	57	0.0%	24	19	-20.8%
\$300,000 to \$399,999	69	79	+14.5%	27	44	+63.0%
\$400,000 to \$499,999	97	84	-13.4%	28	21	-25.0%
\$500,000 to \$699,999	112	110	-1.8%	15	16	+6.7%
\$700,000 to \$999,999	103	100	-2.9%	10	30	+200.0%
\$1,000,000 to \$1,999,999	81	80	-1.2%	2	12	+500.0%
\$2,000,000 and Above	39	34	-12.8%	0	1	--
All Price Ranges	574	560	-2.4%	148	161	+8.8%

Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2018	8-2018	Change	7-2018	8-2018	Change
\$99,999 and Below	1	2	+100.0%	6	5	-16.7%
\$100,000 to \$199,999	14	14	0.0%	20	13	-35.0%
\$200,000 to \$299,999	56	57	+1.8%	14	19	+35.7%
\$300,000 to \$399,999	73	79	+8.2%	38	44	+15.8%
\$400,000 to \$499,999	85	84	-1.2%	21	21	0.0%
\$500,000 to \$699,999	117	110	-6.0%	18	16	-11.1%
\$700,000 to \$999,999	96	100	+4.2%	28	30	+7.1%
\$1,000,000 to \$1,999,999	78	80	+2.6%	11	12	+9.1%
\$2,000,000 and Above	33	34	+3.0%	1	1	0.0%
All Price Ranges	553	560	+1.3%	157	161	+2.5%

Year to Date

By Price Range	Single Family			Condo		
	8-2017	8-2018	Change	8-2017	8-2018	Change
\$99,999 and Below	9	9	0.0%	18	15	-16.7%
\$100,000 to \$199,999	29	14	-51.7%	50	48	-4.0%
\$200,000 to \$299,999	108	91	-15.7%	60	61	+1.7%
\$300,000 to \$399,999	146	122	-16.4%	59	62	+5.1%
\$400,000 to \$499,999	123	119	-3.3%	18	22	+22.2%
\$500,000 to \$699,999	91	118	+29.7%	27	21	-22.2%
\$700,000 to \$999,999	38	55	+44.7%	7	4	-42.9%
\$1,000,000 to \$1,999,999	16	18	+12.5%	3	1	-66.7%
\$2,000,000 and Above	1	2	+100.0%	0	0	--
All Price Ranges	561	548	-2.3%	242	234	-3.3%

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.