

Monthly Indicators



November 2018

Percent changes calculated using year-over-year comparisons.

New Listings were up 9.3 percent for single family homes but decreased 9.7 percent for townhouse-condo properties. Pending Sales increased 4.8 percent for single family homes but decreased 11.8 percent for townhouse-condo properties.

The Median Sales Price was up 19.0 percent to \$475,000 for single family homes and 29.9 percent to \$349,350 for townhouse-condo properties. Days on Market increased 11.8 percent for single family homes but decreased 5.6 percent for townhouse-condo properties.

The Bureau of Labor Statistics recently reported that the national unemployment rate was at 3.7 percent. Low unemployment has helped the housing industry during this extensive period of U.S. economic prosperity. Home buying and selling activity relies on gainful employment. It also relies on demand, and builders are showing caution by breaking ground on fewer single-family home construction projects in the face of rising mortgage rates and fewer showings.

Activity Snapshot

+ 19.8%	+ 18.9%	- 4.8%
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	11-2017	11-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		54	59	+ 9.3%	1,305	1,278	- 2.1%
Pending Sales		62	65	+ 4.8%	788	786	- 0.3%
Sold Listings		63	69	+ 9.5%	773	760	- 1.7%
Median Sales Price		\$399,000	\$475,000	+ 19.0%	\$395,000	\$428,338	+ 8.4%
Avg. Sales Price		\$449,266	\$676,414	+ 50.6%	\$447,747	\$504,967	+ 12.8%
Pct. of List Price Received		94.1%	96.0%	+ 2.0%	97.2%	97.0%	- 0.2%
Days on Market		144	161	+ 11.8%	127	129	+ 1.6%
Cumulative Days on Market		145	212	+ 46.2%	142	153	+ 7.7%
Affordability Index		80	47	- 41.3%	81	62	- 23.5%
Active Listings		472	444	- 5.9%	--	--	--
Months Supply		6.8	6.3	- 7.4%	--	--	--

Townhouse/Condo Market Overview

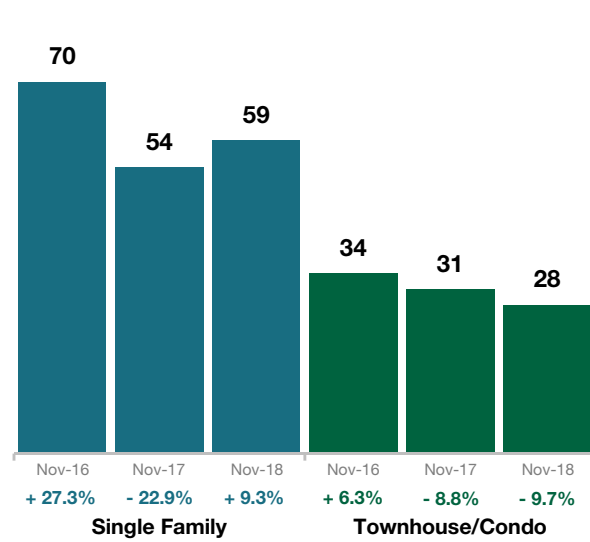
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



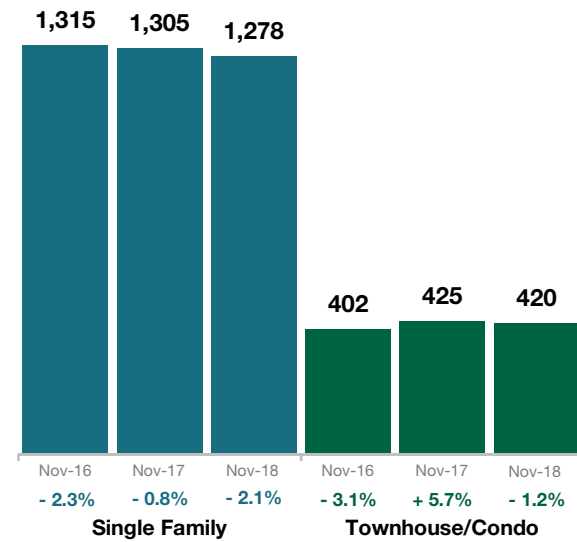
Key Metrics	Historical Sparkbars	11-2017	11-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		31	28	- 9.7%	425	420	- 1.2%
Pending Sales		17	15	- 11.8%	312	326	+ 4.5%
Sold Listings		23	34	+ 47.8%	322	325	+ 0.9%
Median Sales Price		\$269,000	\$349,350	+ 29.9%	\$285,000	\$292,000	+ 2.5%
Avg. Sales Price		\$277,248	\$373,313	+ 34.6%	\$316,909	\$312,925	- 1.3%
Pct. of List Price Received		96.3%	98.0%	+ 1.8%	97.7%	97.4%	- 0.3%
Days on Market		144	136	- 5.6%	132	126	- 4.5%
Cumulative Days on Market		180	144	- 20.0%	143	136	- 4.9%
Affordability Index		130	84	- 35.4%	114	101	- 11.4%
Active Listings		136	135	- 0.7%	--	--	--
Months Supply		4.8	4.6	- 4.2%	--	--	--

New Listings

November

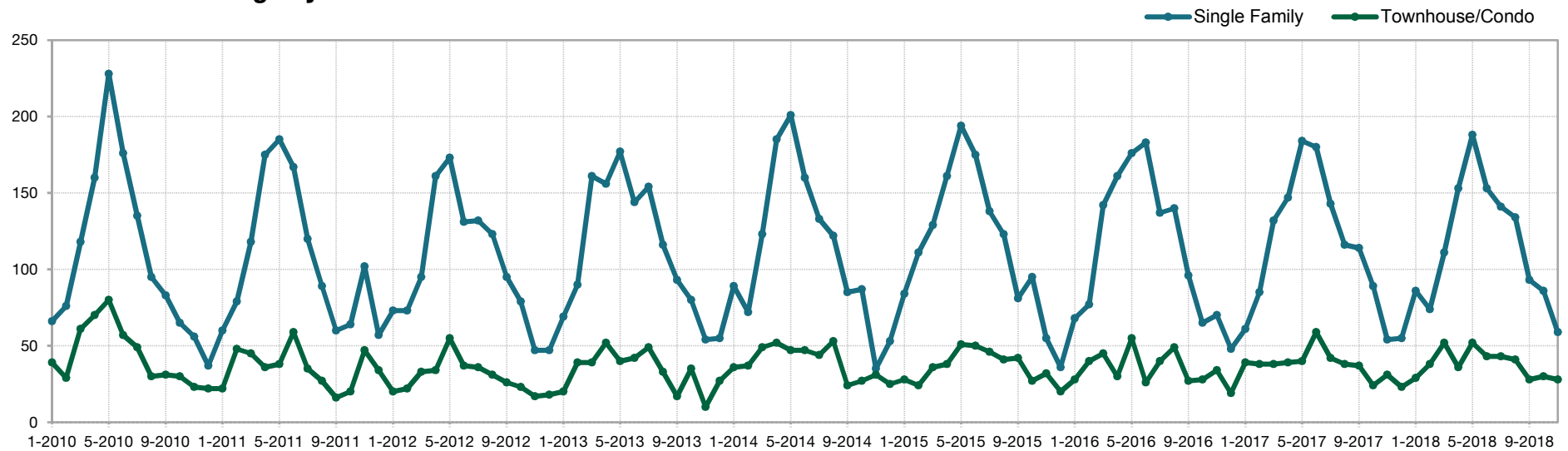


Year to Date



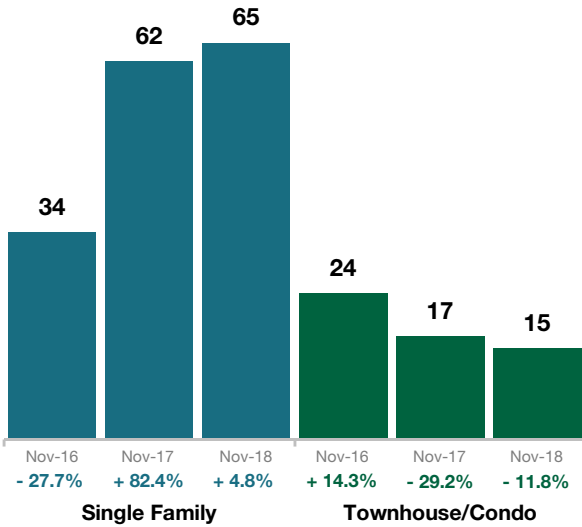
New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Dec-2017	55	+14.6%	23	+21.1%
Jan-2018	86	+41.0%	29	-25.6%
Feb-2018	74	-12.9%	38	0.0%
Mar-2018	111	-15.9%	52	+36.8%
Apr-2018	153	+4.1%	36	-7.7%
May-2018	188	+2.2%	52	+30.0%
Jun-2018	153	-15.0%	43	-27.1%
Jul-2018	141	-1.4%	43	+2.4%
Aug-2018	134	+15.5%	41	+7.9%
Sep-2018	93	-18.4%	28	-24.3%
Oct-2018	86	-3.4%	30	+25.0%
Nov-2018	59	+9.3%	28	-9.7%

Historical New Listings by Month

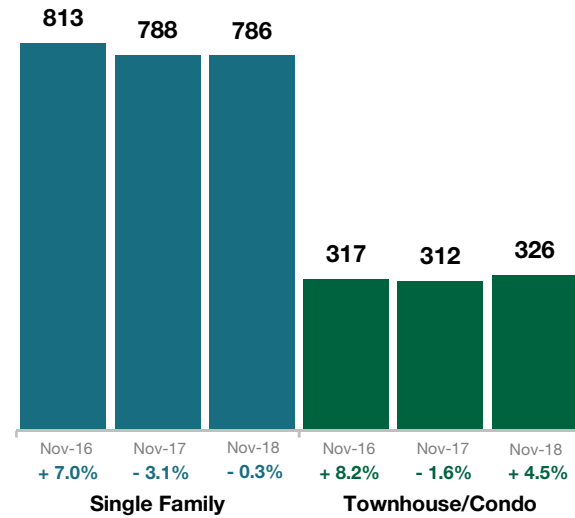


Pending Sales

November

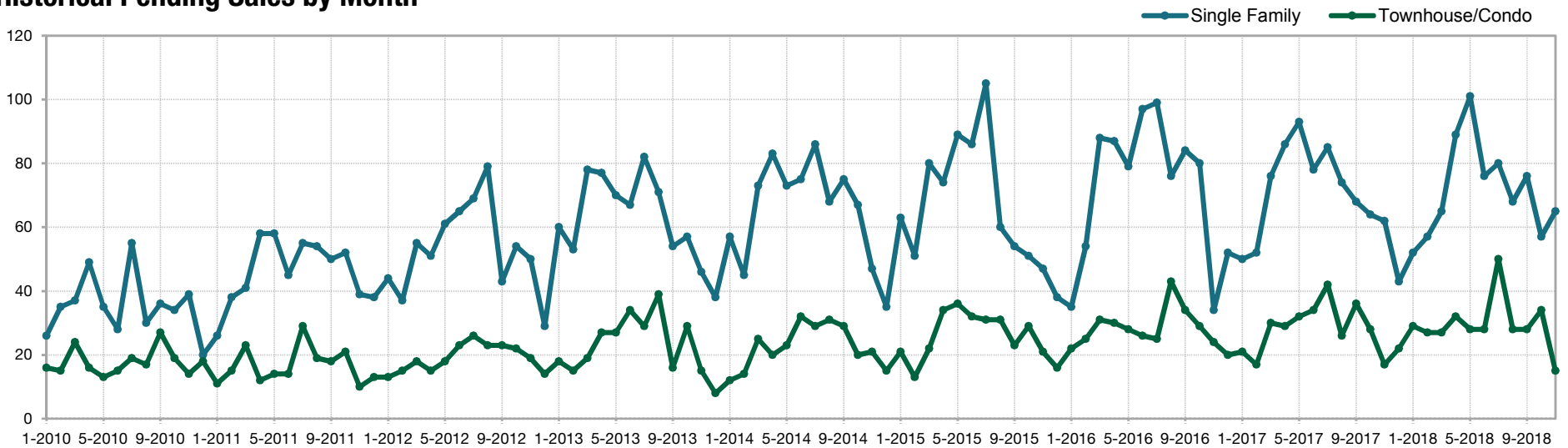


Year to Date



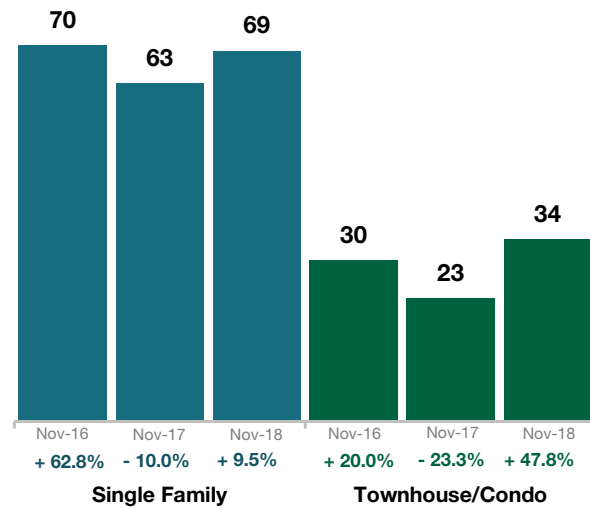
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Dec-2017	43	-17.3%	22	+10.0%
Jan-2018	52	+4.0%	29	+38.1%
Feb-2018	57	+9.6%	27	+58.8%
Mar-2018	65	-14.5%	27	-10.0%
Apr-2018	89	+3.5%	32	+10.3%
May-2018	101	+8.6%	28	-12.5%
Jun-2018	76	-2.6%	28	-17.6%
Jul-2018	80	-5.9%	50	+19.0%
Aug-2018	68	-8.1%	28	+7.7%
Sep-2018	76	+11.8%	28	-22.2%
Oct-2018	57	-10.9%	34	+21.4%
Nov-2018	65	+4.8%	15	-11.8%

Historical Pending Sales by Month

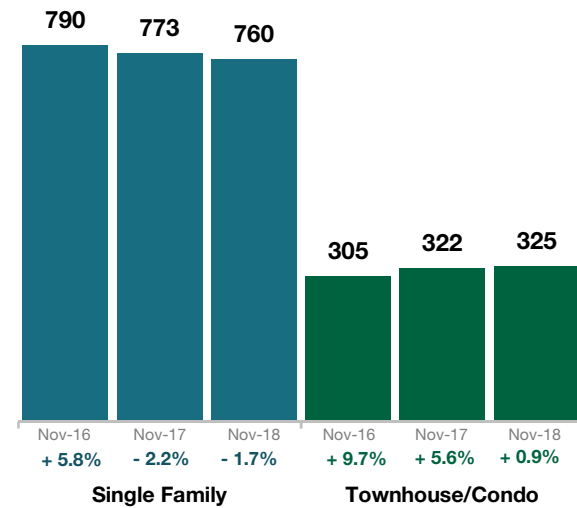


Sold Listings

November

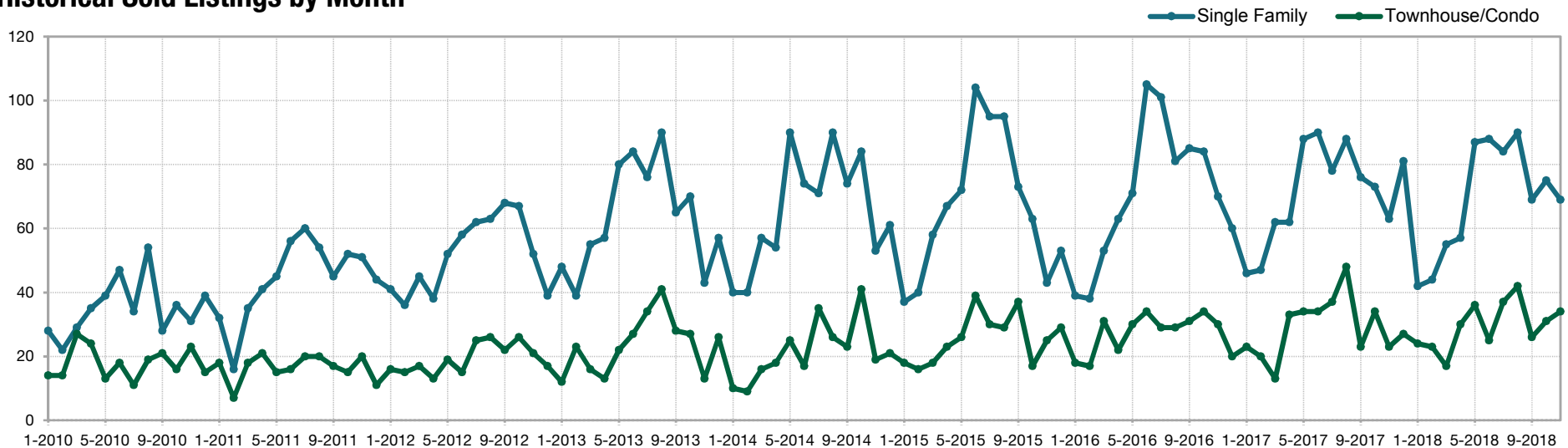


Year to Date



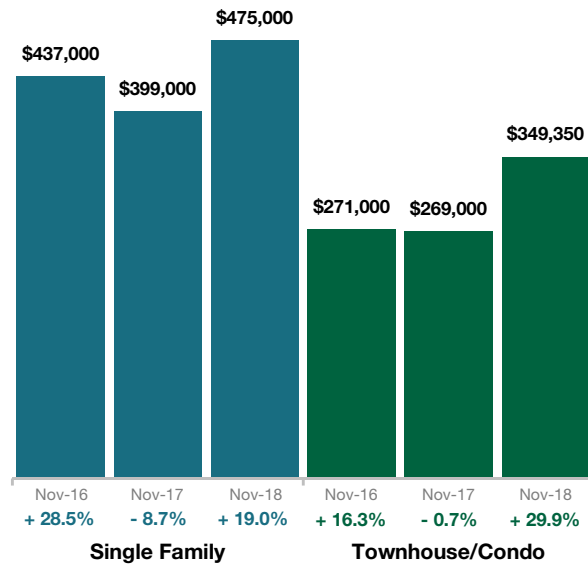
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Dec-2017	81	+35.0%	27	+35.0%
Jan-2018	42	-8.7%	24	+4.3%
Feb-2018	44	-6.4%	23	+15.0%
Mar-2018	55	-11.3%	17	+30.8%
Apr-2018	57	-8.1%	30	-9.1%
May-2018	87	-1.1%	36	+5.9%
Jun-2018	88	-2.2%	25	-26.5%
Jul-2018	84	+7.7%	37	0.0%
Aug-2018	90	+2.3%	42	-12.5%
Sep-2018	69	-9.2%	26	+13.0%
Oct-2018	75	+2.7%	31	-8.8%
Nov-2018	69	+9.5%	34	+47.8%

Historical Sold Listings by Month

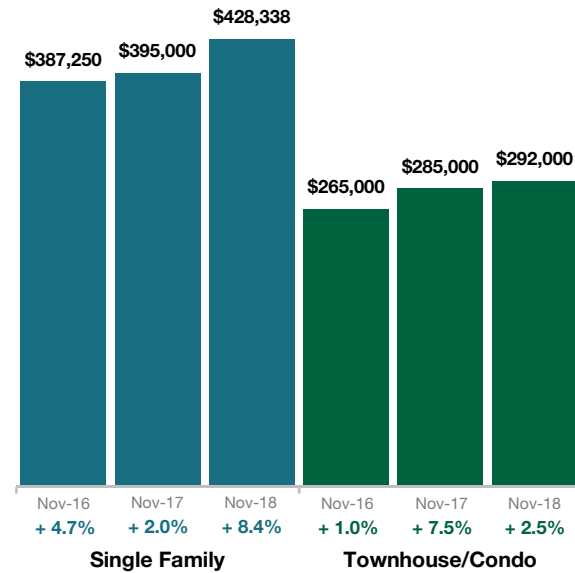


Median Sales Price

November

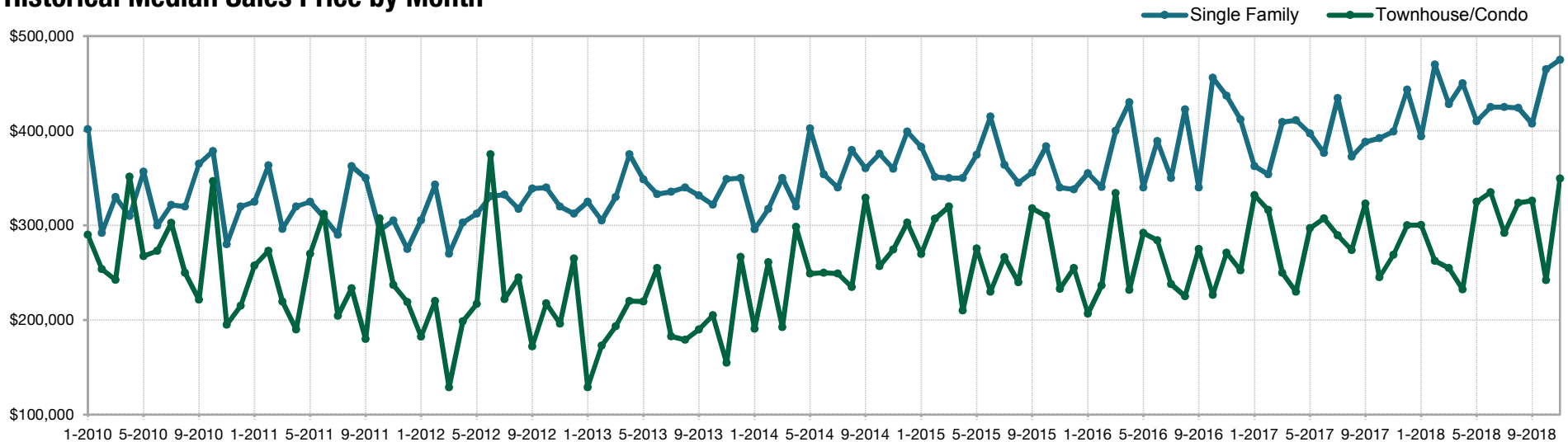


Year to Date



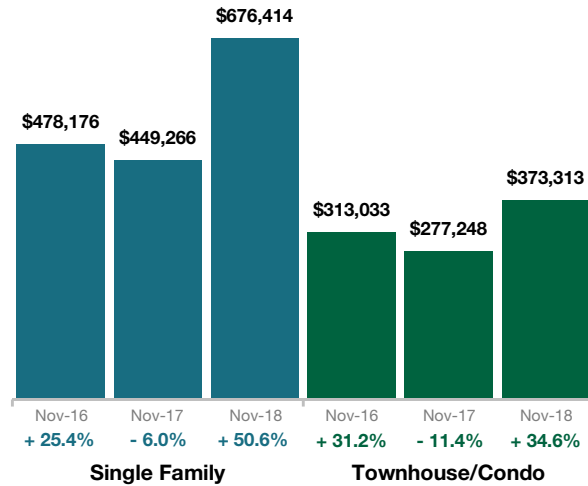
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Dec-2017	\$443,500	+7.6%	\$300,000	+18.8%
Jan-2018	\$394,200	+8.7%	\$300,500	-9.5%
Feb-2018	\$470,000	+32.8%	\$262,500	-17.0%
Mar-2018	\$428,175	+4.6%	\$255,000	+2.0%
Apr-2018	\$450,000	+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	\$424,250	+13.9%	\$323,750	+18.2%
Sep-2018	\$407,500	+5.0%	\$326,000	+0.9%
Oct-2018	\$465,000	+18.6%	\$242,000	-1.3%
Nov-2018	\$475,000	+19.0%	\$349,350	+29.9%

Historical Median Sales Price by Month

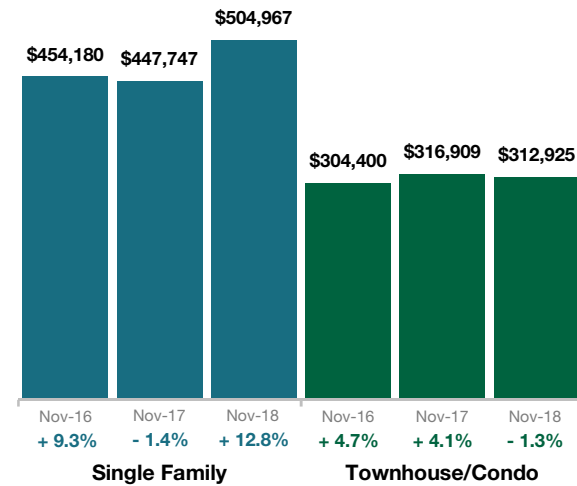


Average Sales Price

November

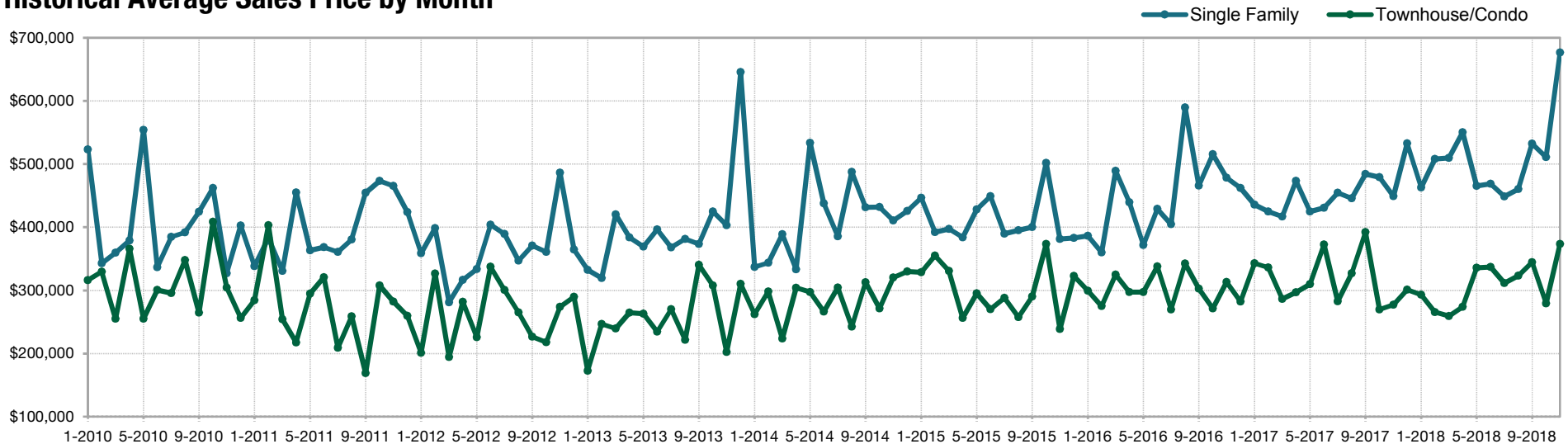


Year to Date



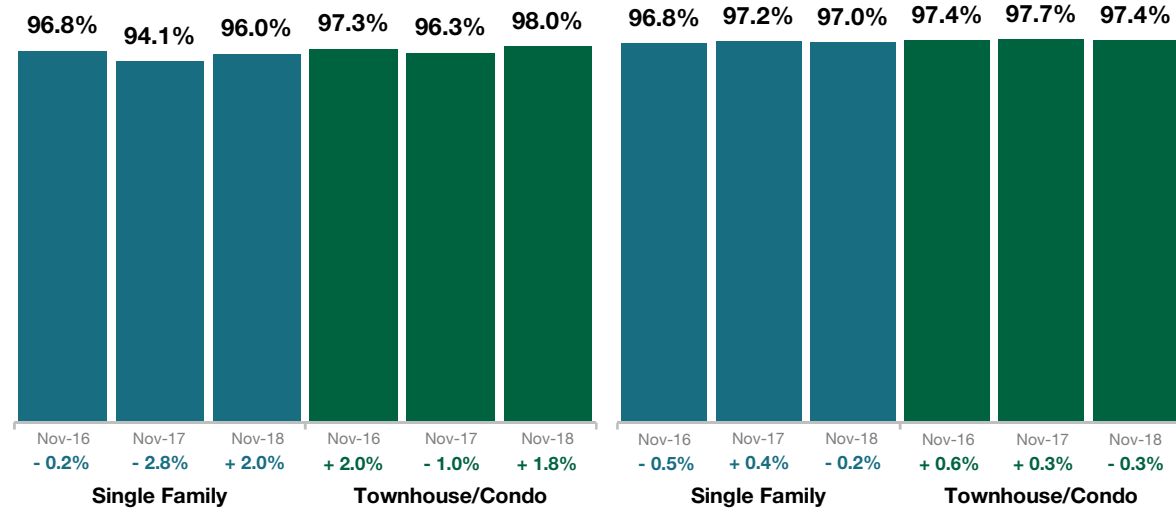
Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Dec-2017	\$532,678	+15.3%	\$301,064	+6.7%
Jan-2018	\$462,812	+6.2%	\$293,204	-14.5%
Feb-2018	\$507,898	+19.6%	\$265,670	-21.0%
Mar-2018	\$509,583	+22.3%	\$259,076	-9.5%
Apr-2018	\$550,260	+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	\$460,361	+3.3%	\$323,360	-1.1%
Sep-2018	\$532,188	+9.9%	\$344,729	-12.1%
Oct-2018	\$510,897	+6.6%	\$279,408	+3.6%
Nov-2018	\$676,414	+50.6%	\$373,313	+34.6%

Historical Average Sales Price by Month

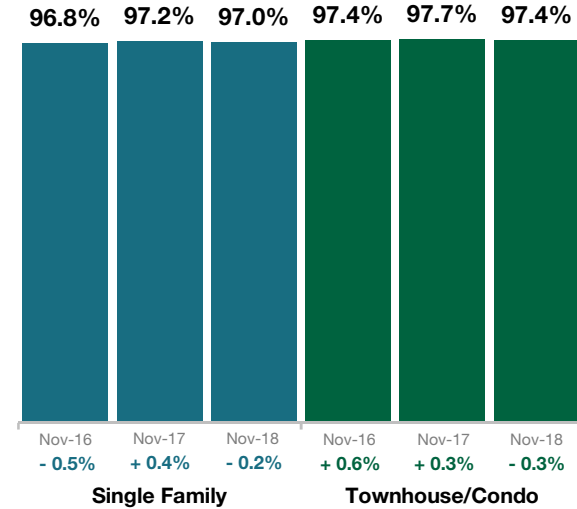


Percent of List Price Received

November

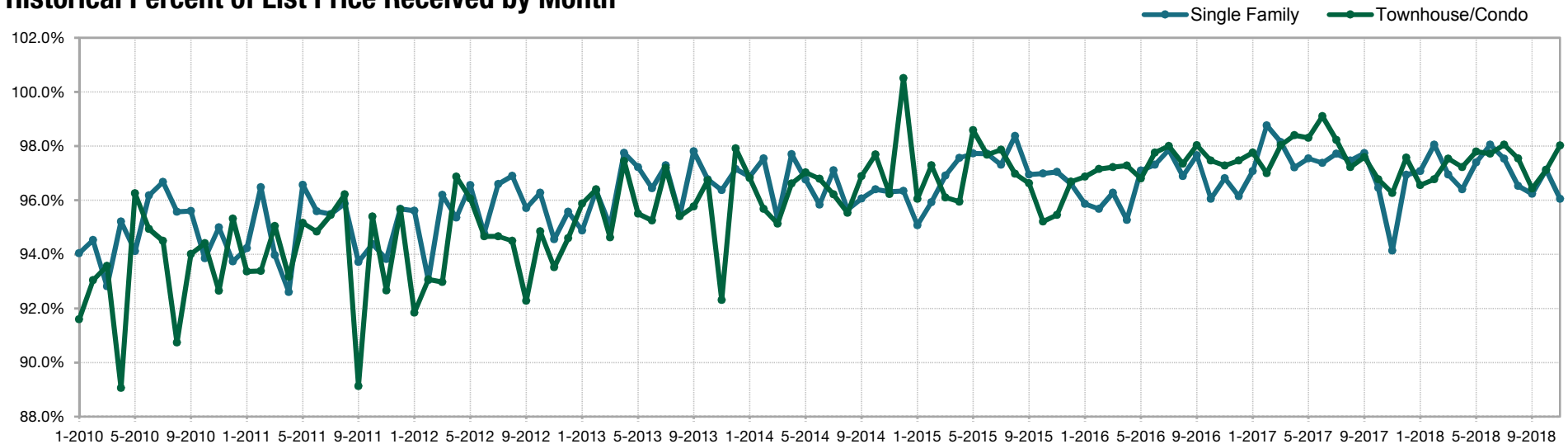


Year to Date



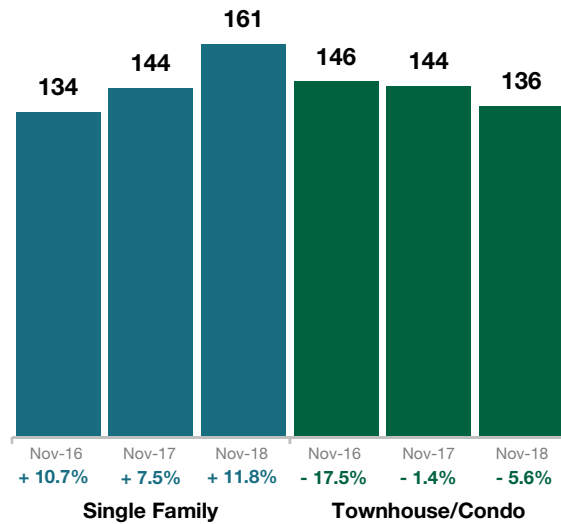
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Dec-2017	96.9%	+0.8%	97.6%	+0.1%
Jan-2018	97.1%	0.0%	96.6%	-1.2%
Feb-2018	98.1%	-0.7%	96.8%	-0.2%
Mar-2018	96.9%	-1.2%	97.5%	-0.5%
Apr-2018	96.4%	-0.8%	97.2%	-1.2%
May-2018	97.4%	-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	96.5%	-1.0%	97.5%	+0.3%
Sep-2018	96.2%	-1.5%	96.4%	-1.2%
Oct-2018	97.1%	+0.6%	97.1%	+0.3%
Nov-2018	96.0%	+2.0%	98.0%	+1.8%

Historical Percent of List Price Received by Month

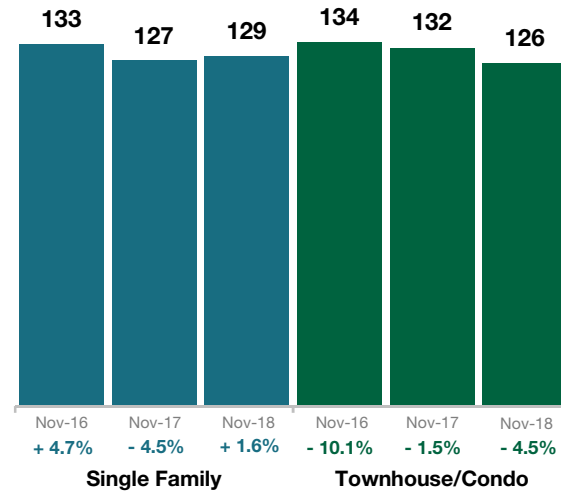


Days on Market Until Sale

November

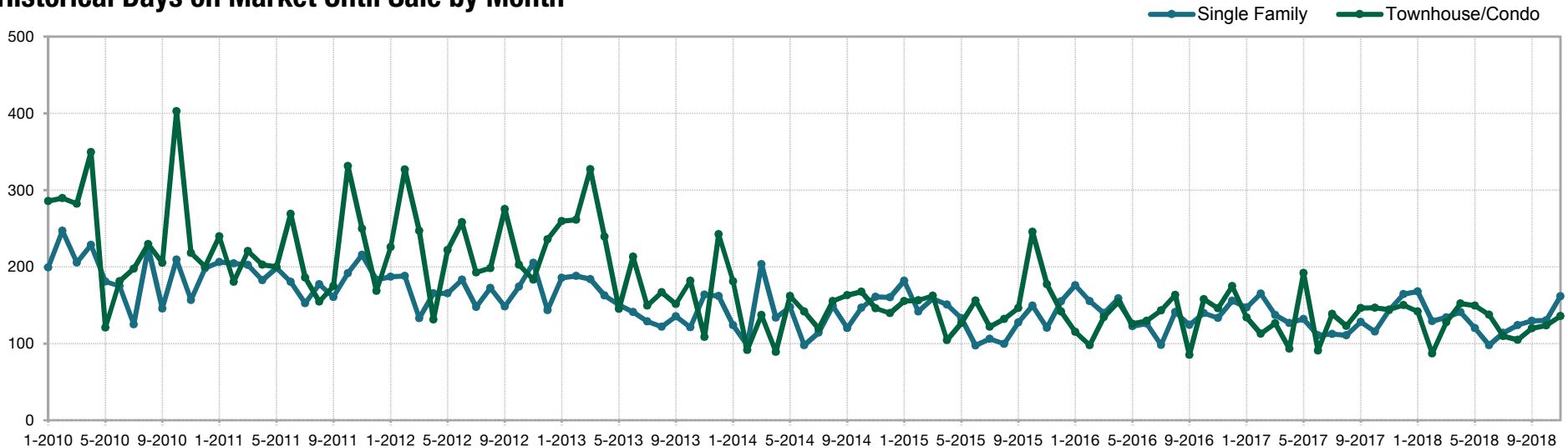


Year to Date



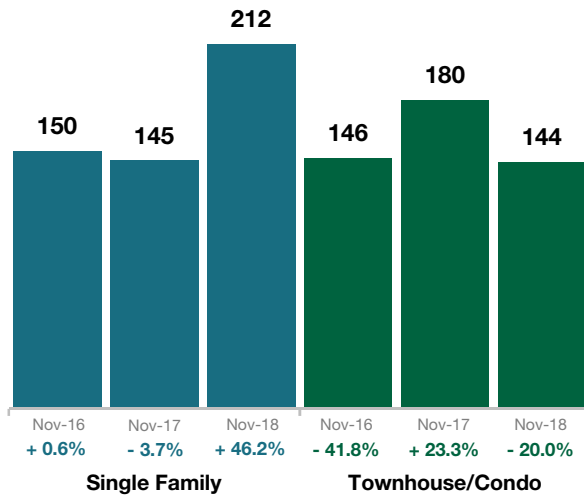
Days on Market	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Dec-2017	164	+5.1%	150	-14.3%
Jan-2018	168	+14.3%	142	+6.0%
Feb-2018	129	-21.8%	87	-23.0%
Mar-2018	134	-2.2%	128	+1.6%
Apr-2018	141	+11.0%	152	+63.4%
May-2018	120	-9.1%	150	-21.9%
Jun-2018	98	-11.7%	137	+50.5%
Jul-2018	114	+0.9%	110	-20.9%
Aug-2018	124	+11.7%	105	-14.6%
Sep-2018	130	+1.6%	120	-17.8%
Oct-2018	130	+12.1%	124	-15.6%
Nov-2018	161	+11.8%	136	-5.6%

Historical Days on Market Until Sale by Month

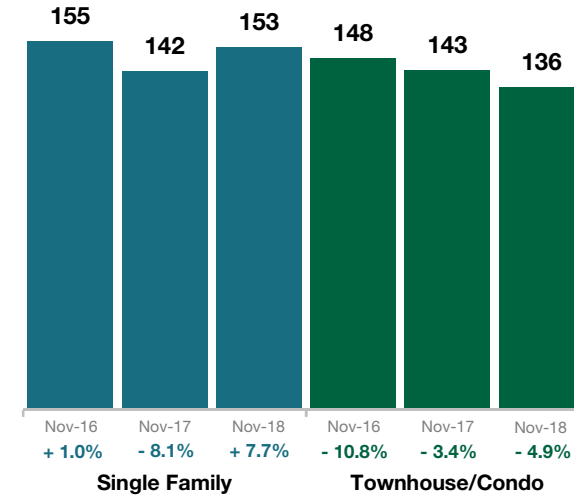


Cumulative Days on Market Until Sale

November

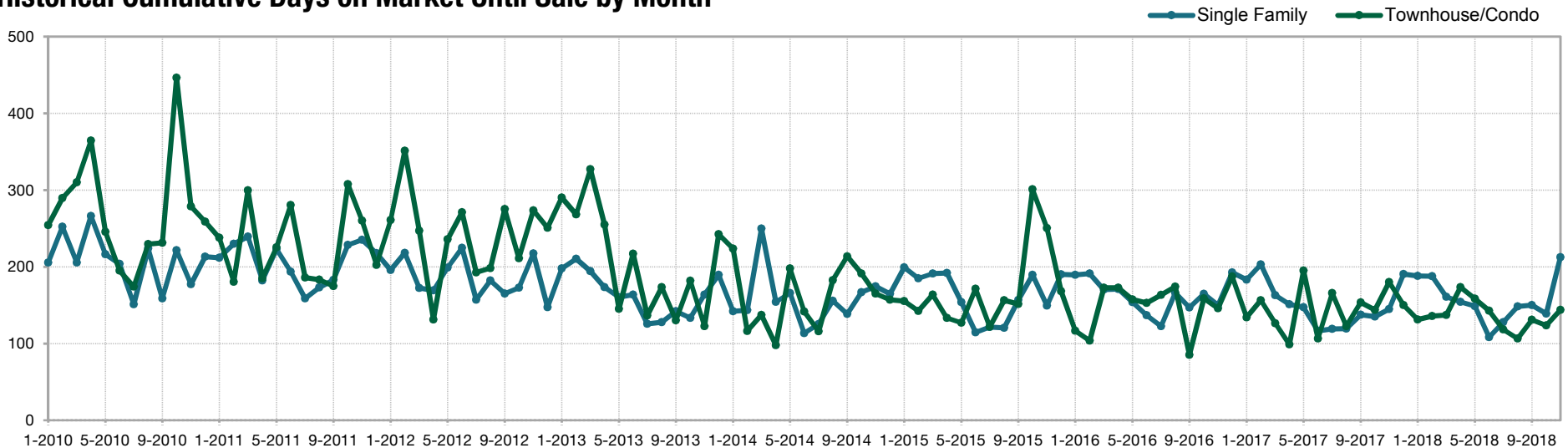


Year to Date



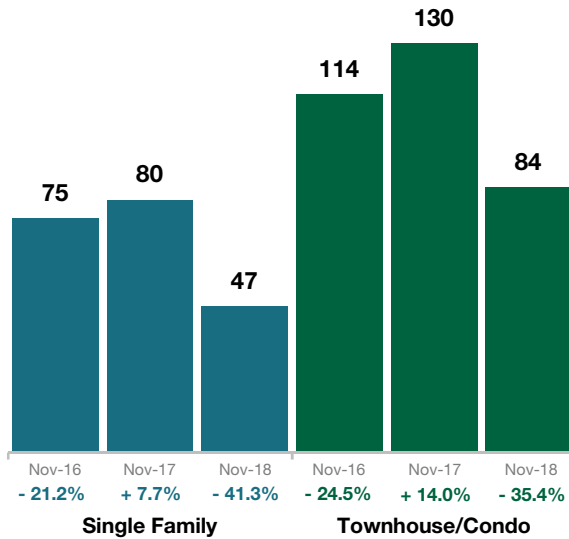
Cumulative Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Dec-2017	190	-1.6%	150	-19.8%
Jan-2018	188	+2.7%	131	-2.2%
Feb-2018	188	-7.4%	136	-12.8%
Mar-2018	161	-1.2%	137	+8.7%
Apr-2018	154	+2.0%	173	+74.7%
May-2018	149	+1.4%	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%
Sep-2018	150	+9.5%	131	-14.9%
Oct-2018	139	+3.0%	124	-13.9%
Nov-2018	212	+46.2%	144	-20.0%

Historical Cumulative Days on Market Until Sale by Month

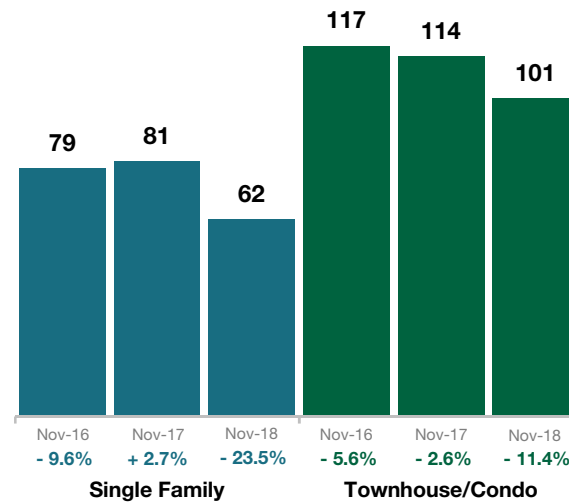


Housing Affordability Index

November

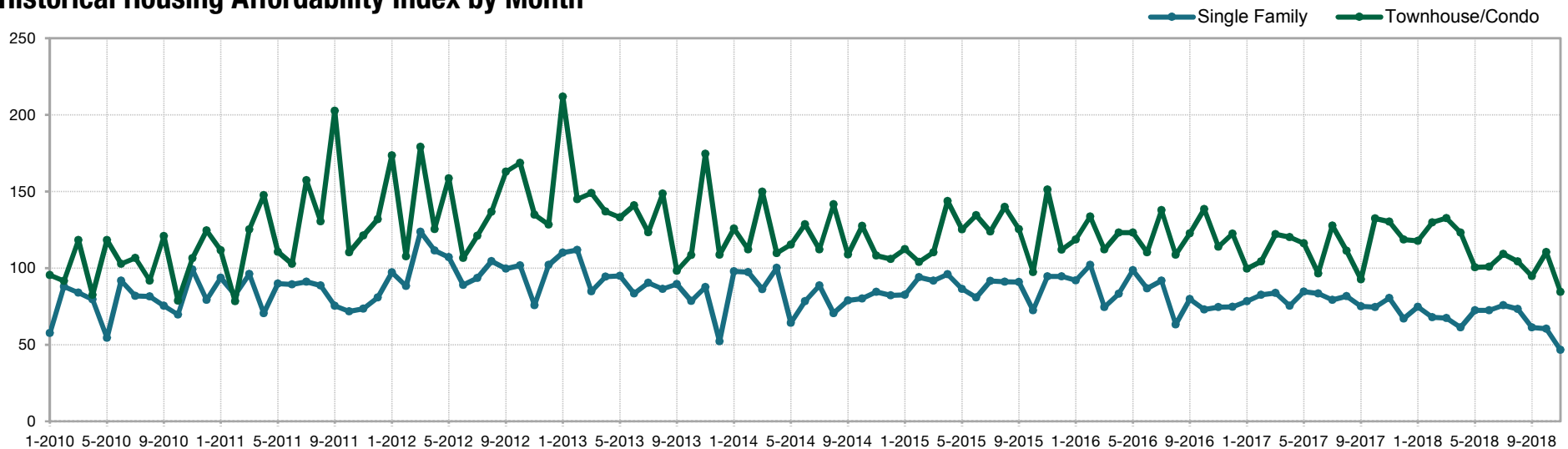


Year to Date



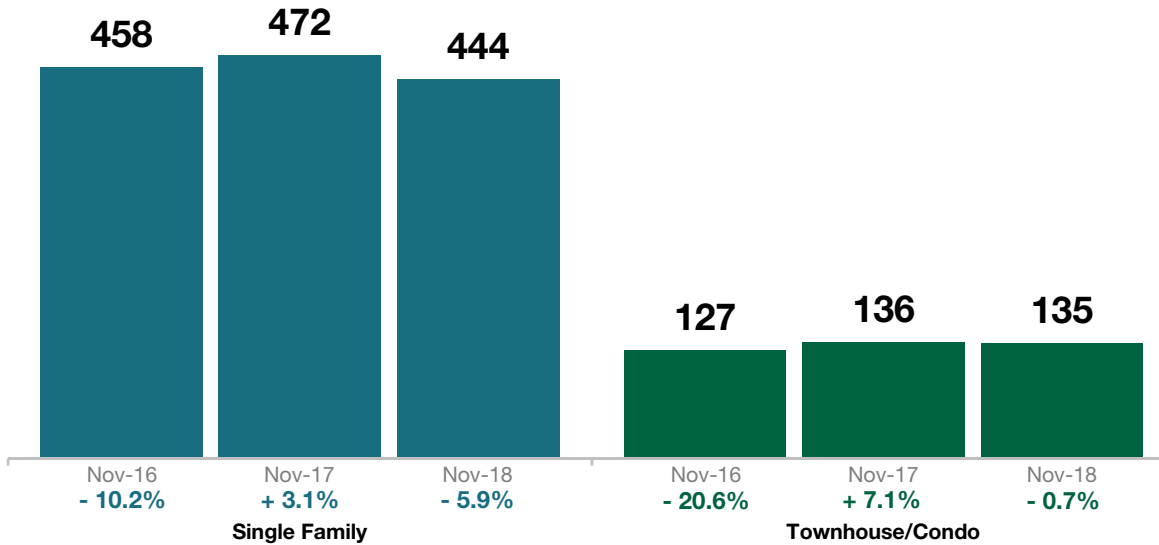
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Dec-2017	67	-10.7%	119	-2.5%
Jan-2018	75	-3.8%	118	+18.0%
Feb-2018	68	-18.1%	130	+25.0%
Mar-2018	67	-20.2%	133	+9.0%
Apr-2018	61	-18.7%	123	+2.5%
May-2018	73	-14.1%	101	-12.9%
Jun-2018	72	-13.3%	101	+5.2%
Jul-2018	76	-3.8%	109	-14.8%
Aug-2018	73	-11.0%	104	-6.3%
Sep-2018	61	-18.7%	95	+2.2%
Oct-2018	60	-20.0%	110	-16.7%
Nov-2018	47	-41.3%	84	-35.4%

Historical Housing Affordability Index by Month



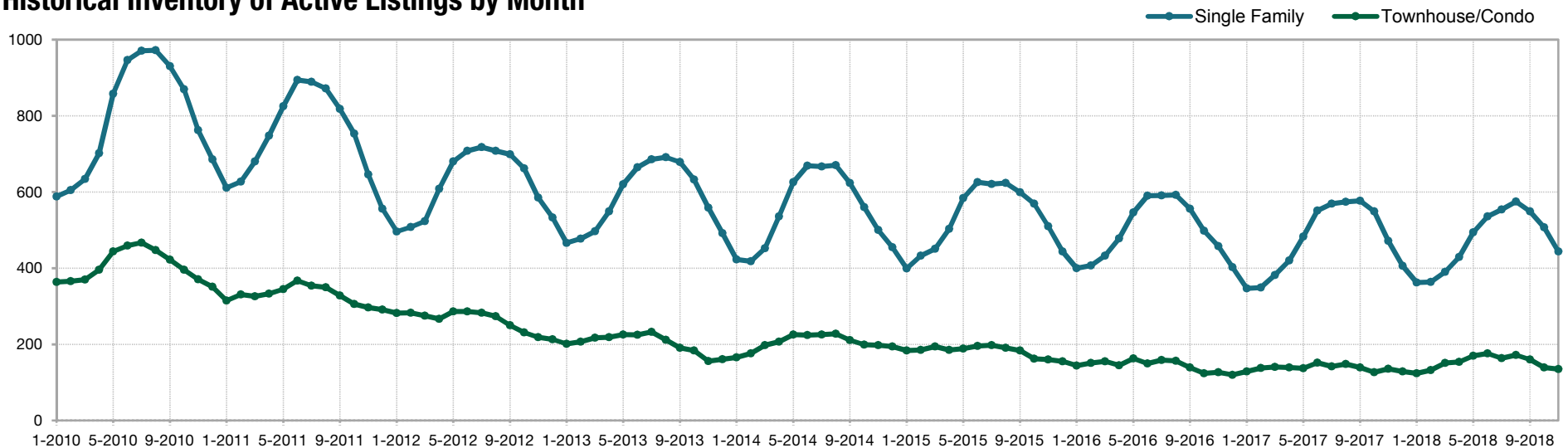
Inventory of Active Listings

November



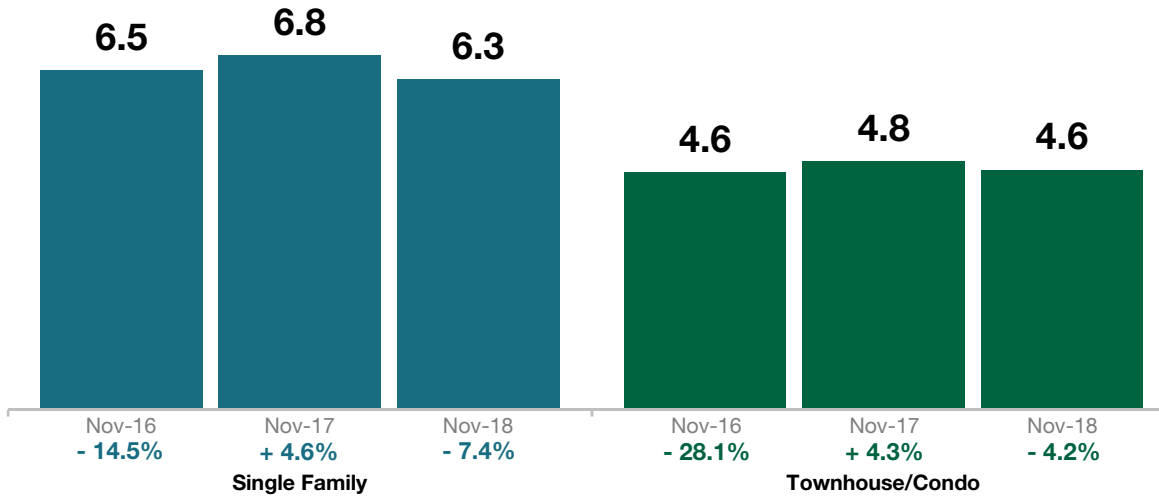
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Dec-2017	406	+0.7%	129	+7.5%
Jan-2018	362	+4.3%	124	-3.9%
Feb-2018	364	+4.3%	132	-4.3%
Mar-2018	390	+2.1%	151	+7.1%
Apr-2018	429	+2.1%	154	+10.8%
May-2018	494	+2.3%	170	+24.1%
Jun-2018	536	-2.7%	176	+15.8%
Jul-2018	554	-2.6%	164	+15.5%
Aug-2018	575	+0.2%	172	+16.2%
Sep-2018	549	-4.9%	160	+15.1%
Oct-2018	507	-7.7%	139	+9.4%
Nov-2018	444	-5.9%	135	-0.7%

Historical Inventory of Active Listings by Month



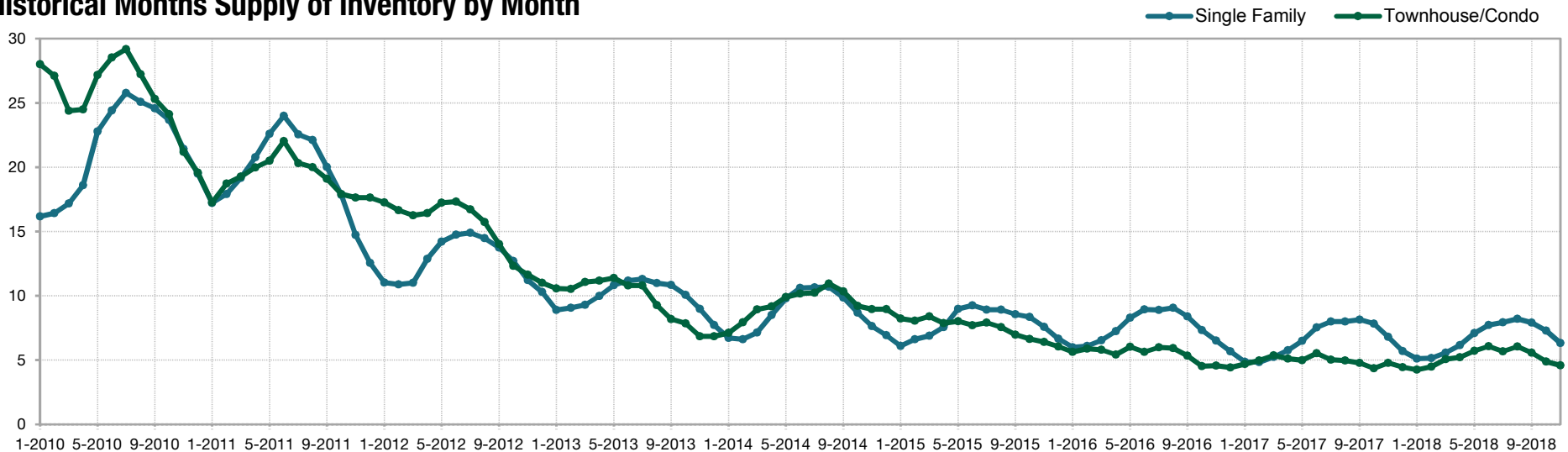
Months Supply of Inventory

November



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Dec-2017	5.7	0.0%	4.4	0.0%
Jan-2018	5.1	+4.1%	4.3	-8.5%
Feb-2018	5.2	+8.3%	4.5	-10.0%
Mar-2018	5.6	+7.7%	5.1	-5.6%
Apr-2018	6.2	+6.9%	5.2	+2.0%
May-2018	7.1	+9.2%	5.7	+14.0%
Jun-2018	7.7	+2.7%	6.1	+10.9%
Jul-2018	7.9	-1.3%	5.7	+14.0%
Aug-2018	8.2	+2.5%	6.1	+22.0%
Sep-2018	7.9	-2.5%	5.6	+16.7%
Oct-2018	7.3	-6.4%	4.9	+11.4%
Nov-2018	6.3	-7.4%	4.6	-4.2%

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.



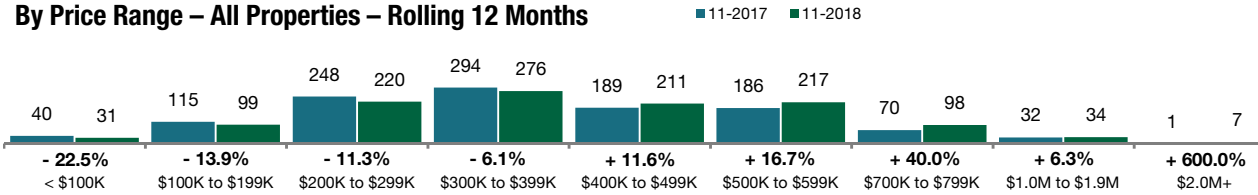
Key Metrics	Historical Sparkbars	11-2017	11-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		85	87	+ 2.4%	1,730	1,698	- 1.8%
Pending Sales		79	80	+ 1.3%	1,100	1,112	+ 1.1%
Sold Listings		86	103	+ 19.8%	1,095	1,085	- 0.9%
Median Sales Price		\$352,250	\$419,000	+ 18.9%	\$357,500	\$387,500	+ 8.4%
Avg. Sales Price		\$403,261	\$576,361	+ 42.9%	\$409,272	\$447,443	+ 9.3%
Pct. of List Price Received		94.7%	96.7%	+ 2.1%	97.4%	97.1%	- 0.3%
Days on Market		144	153	+ 6.3%	128	128	0.0%
Cumulative Days on Market		154	190	+ 23.4%	143	147	+ 2.8%
Affordability Index		90	55	- 38.9%	88	70	- 20.5%
Active Listings		608	579	- 4.8%	--	--	--
Months Supply		6.2	5.8	- 6.5%	--	--	--

Sold Listings

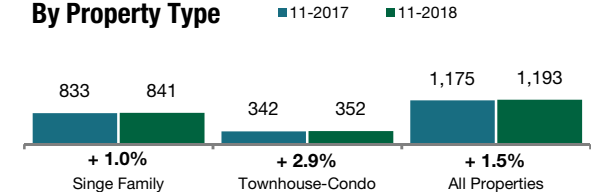
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	11-2017	11-2018	Change	11-2017	11-2018	Change
\$99,999 and Below	12	10	-16.7%	28	21	-25.0%
\$100,000 to \$199,999	43	26	-39.5%	72	73	+1.4%
\$200,000 to \$299,999	163	136	-16.6%	85	84	-1.2%
\$300,000 to \$399,999	213	183	-14.1%	81	93	+14.8%
\$400,000 to \$499,999	162	170	+4.9%	27	41	+51.9%
\$500,000 to \$699,999	150	188	+25.3%	36	29	-19.4%
\$700,000 to \$999,999	61	89	+45.9%	9	9	0.0%
\$1,000,000 to \$1,999,999	28	32	+14.3%	4	2	-50.0%
\$2,000,000 and Above	1	7	+600.0%	0	0	--
All Price Ranges	833	841	+1.0%	342	352	+2.9%

Compared to Prior Month

By Price Range	Single Family			Condo		
	10-2018	11-2018	Change	10-2018	11-2018	Change
\$99,999 and Below	0	1	--	3	1	-66.7%
\$100,000 to \$199,999	2	3	+50.0%	7	5	-28.6%
\$200,000 to \$299,999	15	9	-40.0%	7	6	-14.3%
\$300,000 to \$399,999	11	12	+9.1%	8	11	+37.5%
\$400,000 to \$499,999	12	12	0.0%	2	6	+200.0%
\$500,000 to \$699,999	25	14	-44.0%	4	1	-75.0%
\$700,000 to \$999,999	7	8	+14.3%	0	3	--
\$1,000,000 to \$1,999,999	2	9	+350.0%	0	1	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	75	69	-8.0%	31	34	+9.7%

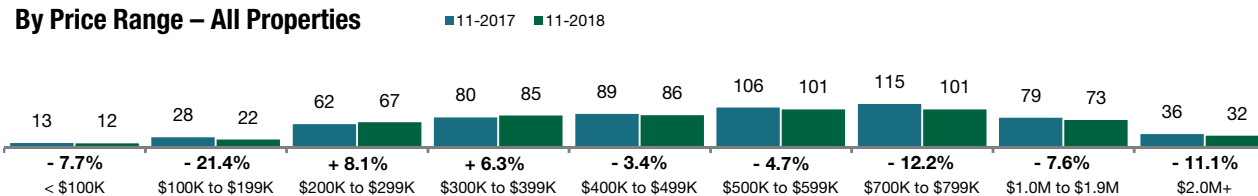
Year to Date

By Price Range	Single Family			Condo		
	11-2017	11-2018	Change	11-2017	11-2018	Change
\$99,999 and Below	11	10	-9.1%	27	19	-29.6%
\$100,000 to \$199,999	39	24	-38.5%	67	67	0.0%
\$200,000 to \$299,999	151	128	-15.2%	78	79	+1.3%
\$300,000 to \$399,999	200	160	-20.0%	78	88	+12.8%
\$400,000 to \$499,999	153	153	0.0%	25	33	+32.0%
\$500,000 to \$699,999	136	173	+27.2%	34	28	-17.6%
\$700,000 to \$999,999	56	77	+37.5%	9	9	0.0%
\$1,000,000 to \$1,999,999	26	29	+11.5%	4	2	-50.0%
\$2,000,000 and Above	1	6	+500.0%	0	0	--
All Price Ranges	773	760	-1.7%	322	325	+0.9%

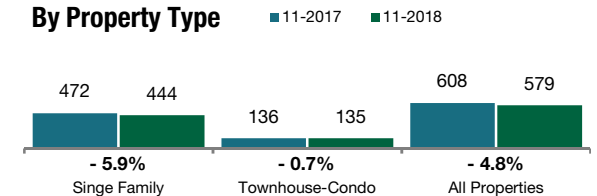
Inventory of Active Listings

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		
	11-2017	11-2018	Change	11-2017	11-2018	Change
\$99,999 and Below	1	5	+400.0%	12	7	-41.7%
\$100,000 to \$199,999	7	11	+57.1%	21	11	-47.6%
\$200,000 to \$299,999	42	50	+19.0%	20	17	-15.0%
\$300,000 to \$399,999	55	53	-3.6%	25	32	+28.0%
\$400,000 to \$499,999	73	69	-5.5%	16	17	+6.3%
\$500,000 to \$699,999	90	86	-4.4%	16	15	-6.3%
\$700,000 to \$999,999	99	77	-22.2%	16	24	+50.0%
\$1,000,000 to \$1,999,999	69	63	-8.7%	10	10	0.0%
\$2,000,000 and Above	36	30	-16.7%	0	2	--
All Price Ranges	472	444	-5.9%	136	135	-0.7%

Compared to Prior Month

By Price Range	Single Family			Condo		
	10-2018	11-2018	Change	10-2018	11-2018	Change
\$99,999 and Below	4	5	+25.0%	7	7	0.0%
\$100,000 to \$199,999	12	11	-8.3%	12	11	-8.3%
\$200,000 to \$299,999	54	50	-7.4%	17	17	0.0%
\$300,000 to \$399,999	65	53	-18.5%	32	32	0.0%
\$400,000 to \$499,999	83	69	-16.9%	20	17	-15.0%
\$500,000 to \$699,999	99	86	-13.1%	14	15	+7.1%
\$700,000 to \$999,999	86	77	-10.5%	25	24	-4.0%
\$1,000,000 to \$1,999,999	70	63	-10.0%	10	10	0.0%
\$2,000,000 and Above	34	30	-11.8%	2	2	0.0%
All Price Ranges	507	444	-12.4%	139	135	-2.9%

Year to Date

By Price Range	Single Family			Condo		
	11-2017	11-2018	Change	11-2017	11-2018	Change
\$99,999 and Below	1	5	+400.0%	12	7	-41.7%
\$100,000 to \$199,999	7	11	+57.1%	21	11	-47.6%
\$200,000 to \$299,999	42	50	+19.0%	20	17	-15.0%
\$300,000 to \$399,999	55	53	-3.6%	25	32	+28.0%
\$400,000 to \$499,999	73	69	-5.5%	16	17	+6.3%
\$500,000 to \$699,999	90	86	-4.4%	16	15	-6.3%
\$700,000 to \$999,999	99	77	-22.2%	16	24	+50.0%
\$1,000,000 to \$1,999,999	69	63	-8.7%	10	10	0.0%
\$2,000,000 and Above	36	30	-16.7%	0	2	--
All Price Ranges	472	444	-5.9%	136	135	-0.7%

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.