

Monthly Indicators



February 2019

Percent changes calculated using year-over-year comparisons.

New Listings were down 23.9 percent for single family homes and 13.2 percent for townhouse-condo properties. Pending Sales decreased 7.3 percent for single family homes and 18.5 percent for townhouse-condo properties.

The Median Sales Price was down 24.0 percent to \$395,000 for single family homes but increased 12.4 percent to \$295,000 for townhouse-condo properties. Days on Market increased 9.1 percent for single family homes and 55.2 percent for townhouse-condo properties.

The National Association of REALTORS® recently reported that national existing-home sales were down slightly during January 2019 and that pending sales were up in year-over-year comparisons. It is worth noting that some softening of sales was anticipated, as was a positive sales bounce during January 2019 after a slow end to 2018. Weather-related events have hampered some of the necessary machinations of making home sales during February 2019, yet buyers have shown determination toward achieving their homeownership goals.

Activity Snapshot

- 13.4% **- 7.1%** **- 8.2%**

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
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Residential real estate activity in La Plata and San Juan Counties composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

Single Family Market Overview	2
Townhouse/Condo Market Overview	3
New Listings	4
Pending Sales	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Cumulative Days on Market Until Sale	11
Housing Affordability Index	12
Inventory of Active Listings	13
Months Supply of Inventory	14
Total Market Overview	15
Sold Listings and Inventory by Price Range	16
Glossary of Terms	17

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	2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		71	54	- 23.9%	150	106	- 29.3%
Pending Sales		55	51	- 7.3%	102	91	- 10.8%
Sold Listings		38	34	- 10.5%	77	72	- 6.5%
Median Sales Price		\$520,000	\$395,000	- 24.0%	\$445,000	\$435,000	- 2.2%
Avg. Sales Price		\$552,895	\$412,705	- 25.4%	\$514,181	\$461,550	- 10.2%
Pct. of List Price Received		98.0%	98.1%	+ 0.1%	97.4%	97.7%	+ 0.3%
Days on Market		132	144	+ 9.1%	152	141	- 7.2%
Cumulative Days on Market		190	144	- 24.2%	191	153	- 19.9%
Affordability Index		62	84	+ 35.5%	67	75	+ 11.9%
Active Listings		335	291	- 13.1%	--	--	--
Months Supply		5.2	4.8	- 7.7%	--	--	--

Townhouse/Condo Market Overview

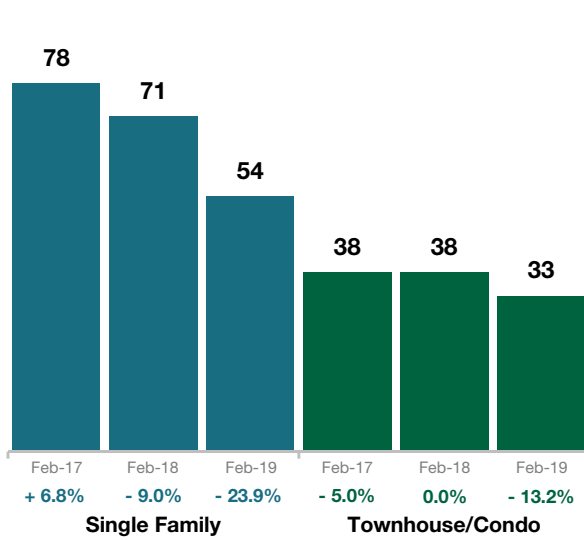
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



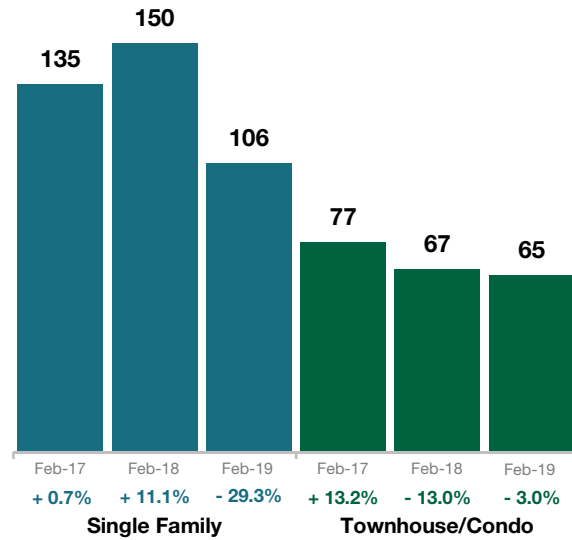
Key Metrics	Historical Sparkbars	2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		38	33	- 13.2%	67	65	- 3.0%
Pending Sales		27	22	- 18.5%	56	49	- 12.5%
Sold Listings		23	19	- 17.4%	47	40	- 14.9%
Median Sales Price		\$262,500	\$295,000	+ 12.4%	\$274,900	\$294,500	+ 7.1%
Avg. Sales Price		\$265,670	\$277,200	+ 4.3%	\$279,730	\$271,185	- 3.1%
Pct. of List Price Received		96.8%	97.2%	+ 0.4%	96.7%	97.1%	+ 0.4%
Days on Market		87	135	+ 55.2%	115	132	+ 14.8%
Cumulative Days on Market		136	135	- 0.7%	134	138	+ 3.0%
Affordability Index		130	125	- 3.8%	123	128	+ 4.1%
Active Listings		132	132	0.0%	--	--	--
Months Supply		4.5	4.7	+ 4.4%	--	--	--

New Listings

February

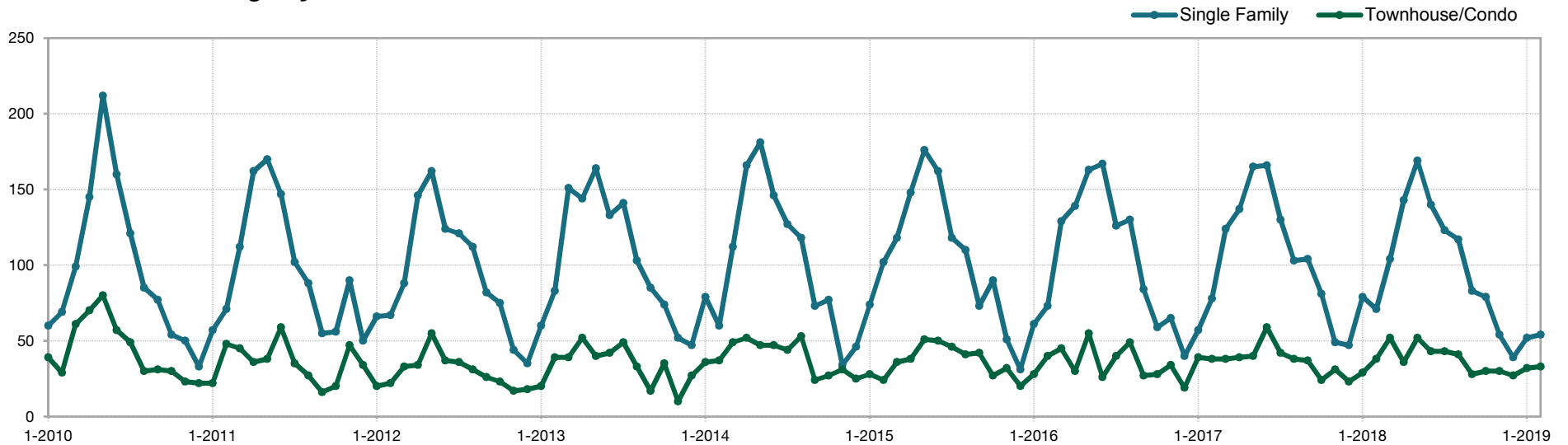


Year to Date



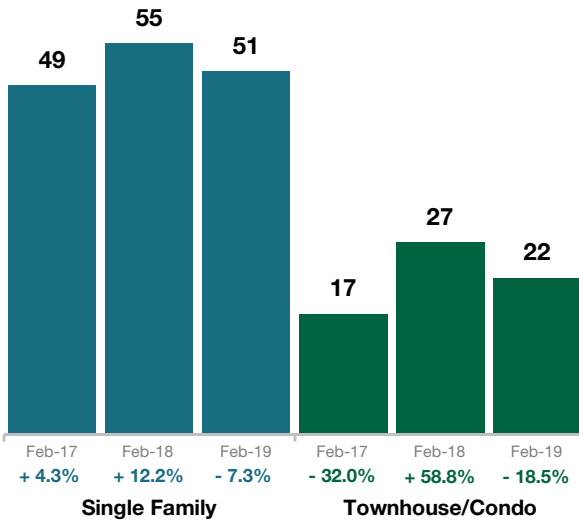
New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2018	104	-16.1%	52	+36.8%
Apr-2018	143	+4.4%	36	-7.7%
May-2018	169	+2.4%	52	+30.0%
Jun-2018	140	-15.7%	43	-27.1%
Jul-2018	123	-5.4%	43	+2.4%
Aug-2018	117	+13.6%	41	+7.9%
Sep-2018	83	-20.2%	28	-24.3%
Oct-2018	79	-2.5%	30	+25.0%
Nov-2018	54	+10.2%	30	-3.2%
Dec-2018	39	-17.0%	27	+17.4%
Jan-2019	52	-34.2%	32	+10.3%
Feb-2019	54	-23.9%	33	-13.2%

Historical New Listings by Month

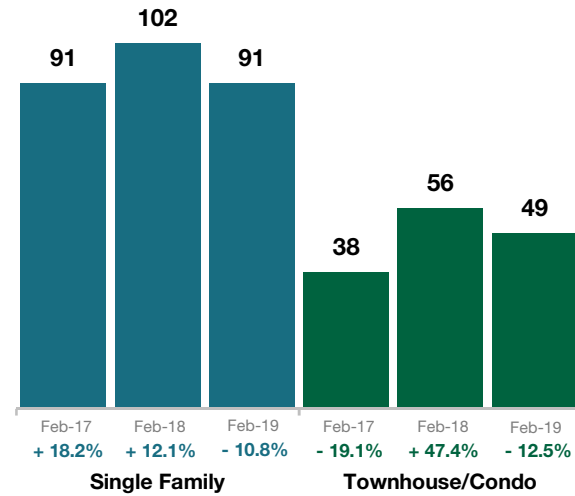


Pending Sales

February

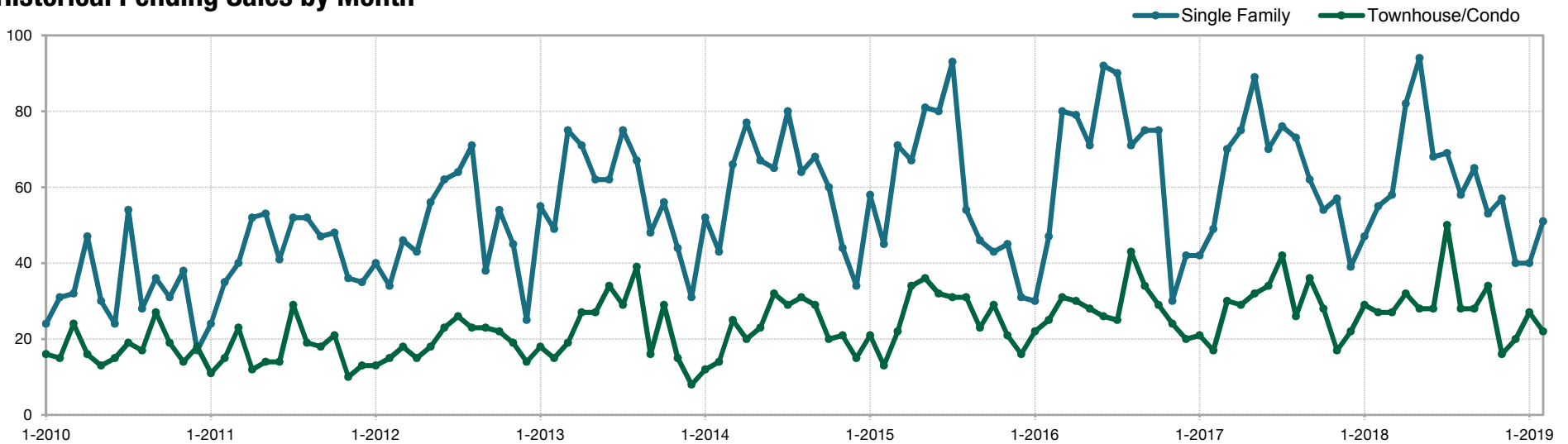


Year to Date



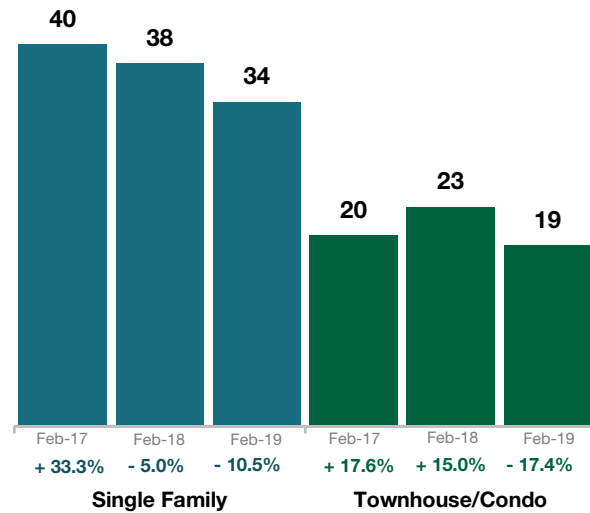
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2018	58	-17.1%	27	-10.0%
Apr-2018	82	+9.3%	32	+10.3%
May-2018	94	+5.6%	28	-12.5%
Jun-2018	68	-2.9%	28	-17.6%
Jul-2018	69	-9.2%	50	+19.0%
Aug-2018	58	-20.5%	28	+7.7%
Sep-2018	65	+4.8%	28	-22.2%
Oct-2018	53	-1.9%	34	+21.4%
Nov-2018	57	0.0%	16	-5.9%
Dec-2018	40	+2.6%	20	-9.1%
Jan-2019	40	-14.9%	27	-6.9%
Feb-2019	51	-7.3%	22	-18.5%

Historical Pending Sales by Month

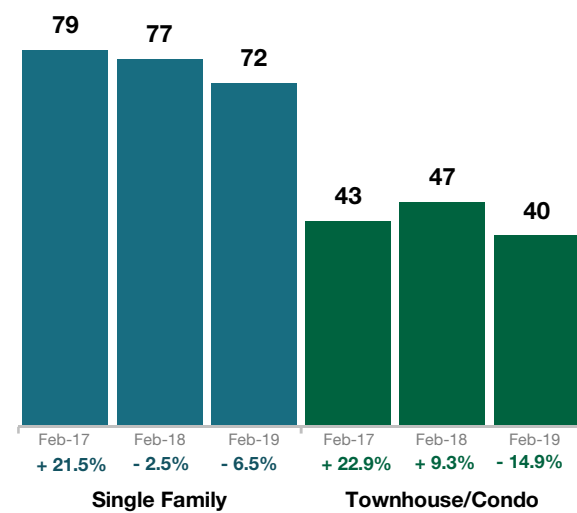


Sold Listings

February

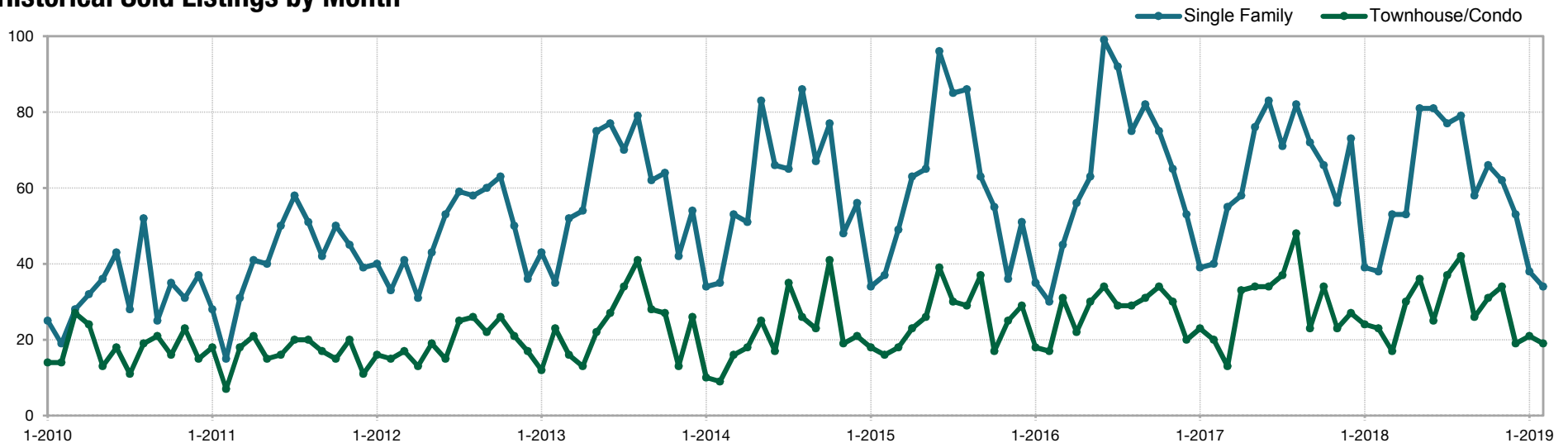


Year to Date



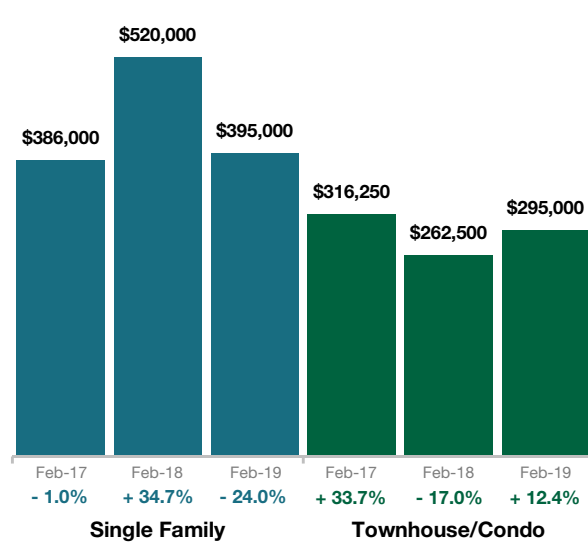
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2018	53	-3.6%	17	+30.8%
Apr-2018	53	-8.6%	30	-9.1%
May-2018	81	+6.6%	36	+5.9%
Jun-2018	81	-2.4%	25	-26.5%
Jul-2018	77	+8.5%	37	0.0%
Aug-2018	79	-3.7%	42	-12.5%
Sep-2018	58	-19.4%	26	+13.0%
Oct-2018	66	0.0%	31	-8.8%
Nov-2018	62	+10.7%	34	+47.8%
Dec-2018	53	-27.4%	19	-29.6%
Jan-2019	38	-2.6%	21	-12.5%
Feb-2019	34	-10.5%	19	-17.4%

Historical Sold Listings by Month

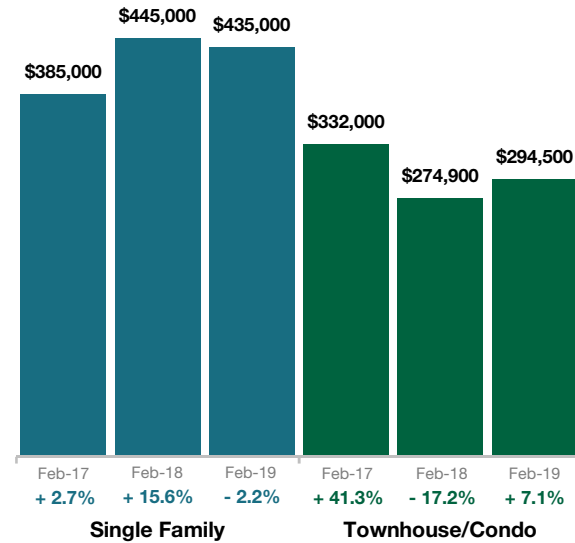


Median Sales Price

February

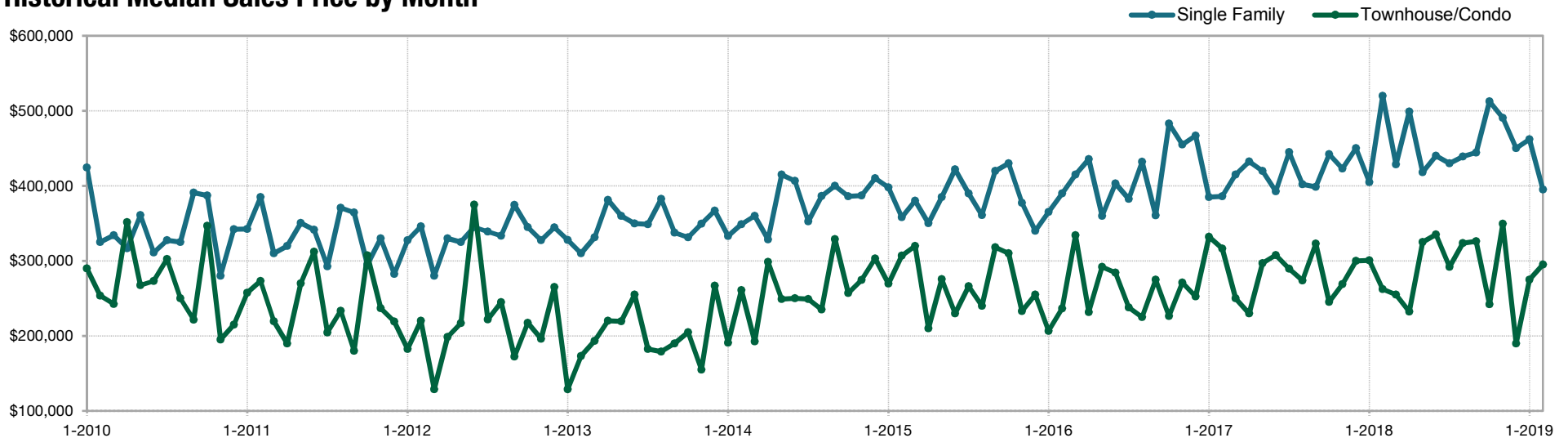


Year to Date



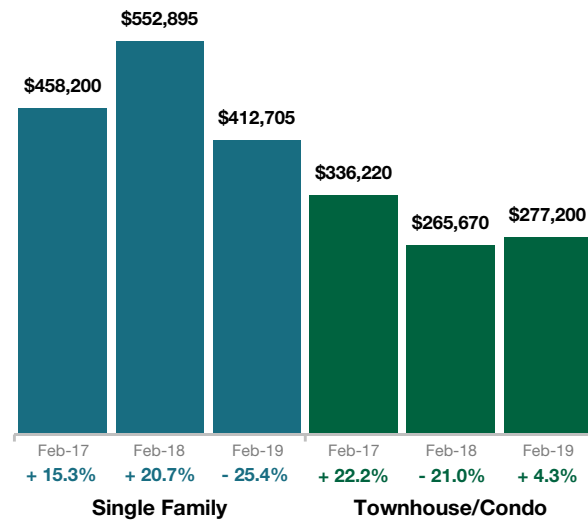
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2018	\$428,500	+3.3%	\$255,000	+2.0%
Apr-2018	\$499,000	+15.4%	\$232,250	+1.0%
May-2018	\$418,000	-0.5%	\$325,000	+9.4%
Jun-2018	\$440,000	+12.1%	\$335,000	+8.9%
Jul-2018	\$430,000	-3.4%	\$292,000	+0.9%
Aug-2018	\$439,000	+9.2%	\$323,750	+18.2%
Sep-2018	\$444,100	+11.4%	\$326,000	+0.9%
Oct-2018	\$512,500	+15.9%	\$242,000	-1.3%
Nov-2018	\$490,500	+15.9%	\$349,350	+29.9%
Dec-2018	\$450,000	0.0%	\$190,000	-36.7%
Jan-2019	\$462,000	+14.1%	\$275,000	-8.5%
Feb-2019	\$395,000	-24.0%	\$295,000	+12.4%

Historical Median Sales Price by Month

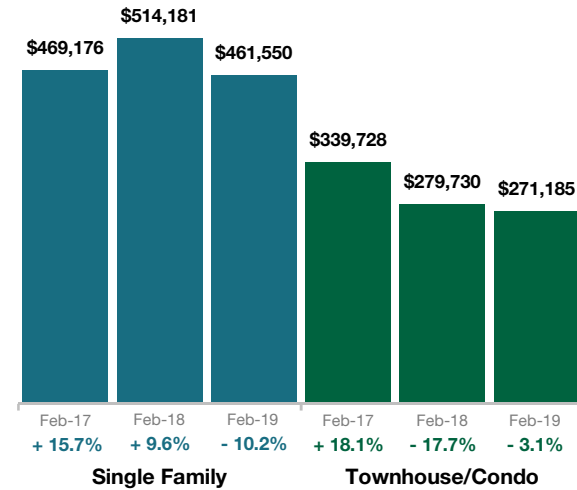


Average Sales Price

February

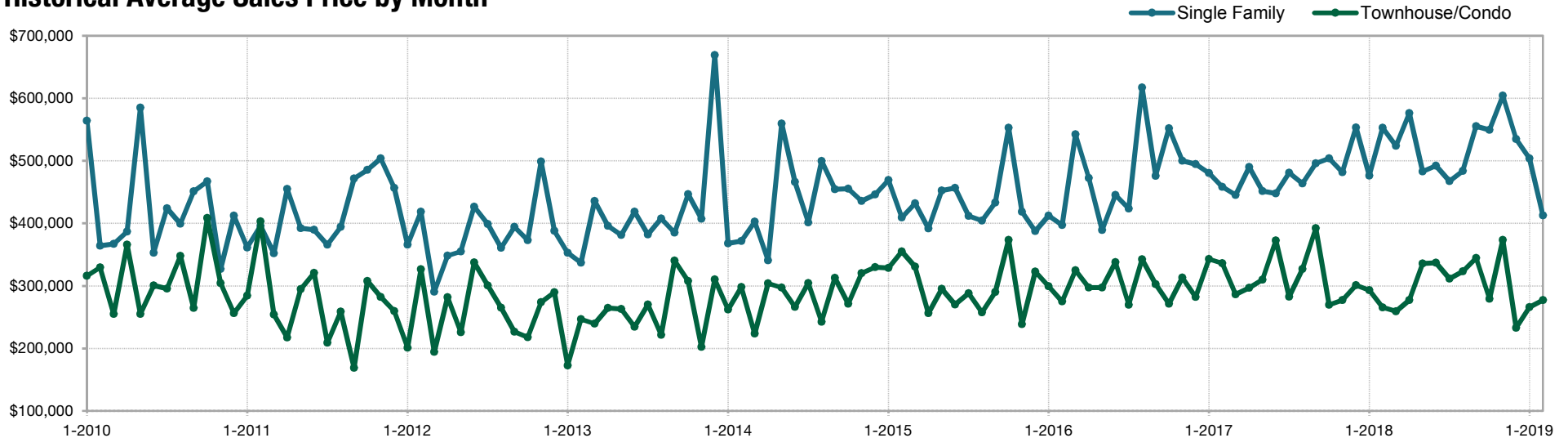


Year to Date



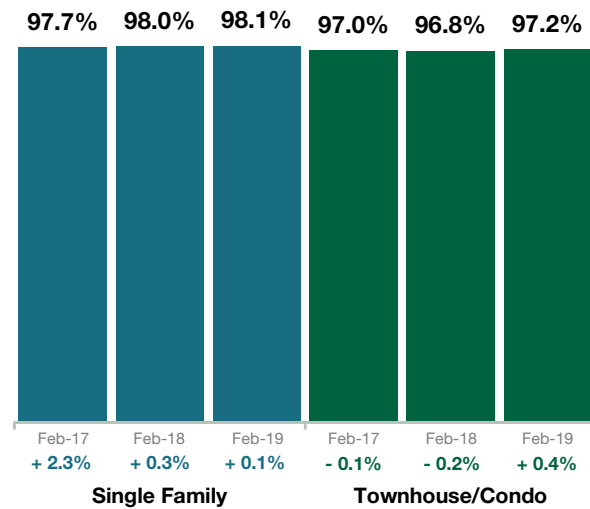
Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2018	\$523,944	+17.6%	\$259,076	-9.5%
Apr-2018	\$576,129	+17.5%	\$277,403	-6.6%
May-2018	\$483,035	+7.0%	\$335,694	+8.3%
Jun-2018	\$492,260	+9.9%	\$336,879	-9.6%
Jul-2018	\$467,666	-2.8%	\$311,395	+10.2%
Aug-2018	\$483,797	+4.3%	\$323,360	-1.1%
Sep-2018	\$555,198	+12.0%	\$344,729	-12.1%
Oct-2018	\$549,512	+9.1%	\$279,408	+3.6%
Nov-2018	\$604,420	+25.4%	\$373,313	+34.6%
Dec-2018	\$534,667	-3.4%	\$233,061	-22.6%
Jan-2019	\$503,969	+5.8%	\$265,743	-9.4%
Feb-2019	\$412,705	-25.4%	\$277,200	+4.3%

Historical Average Sales Price by Month

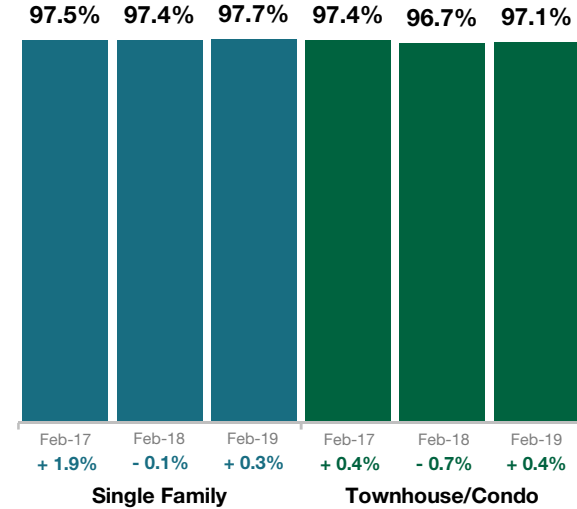


Percent of List Price Received

February

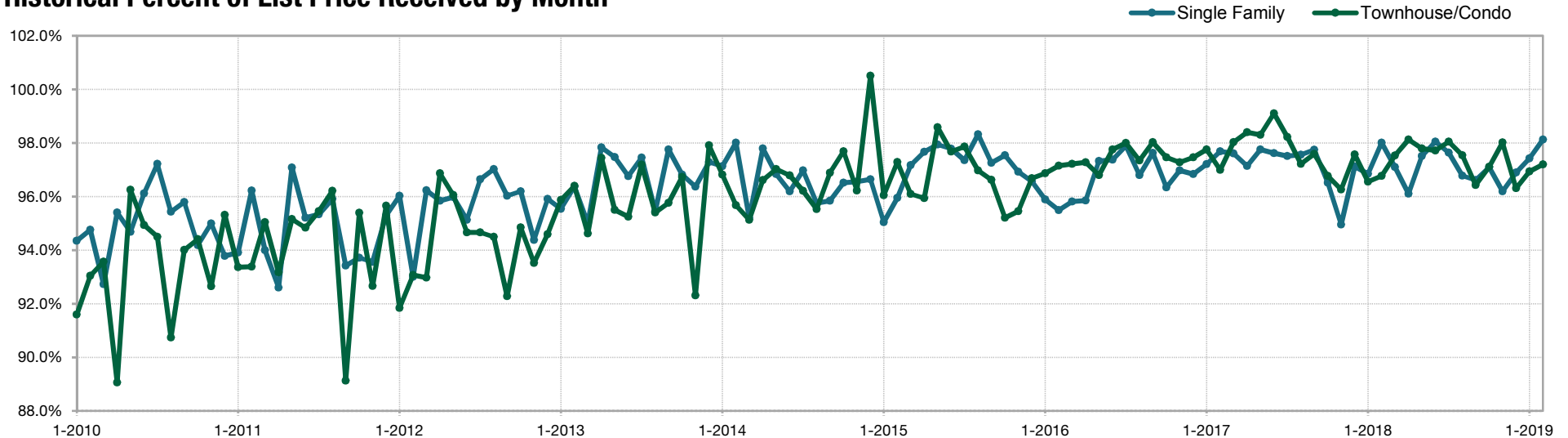


Year to Date



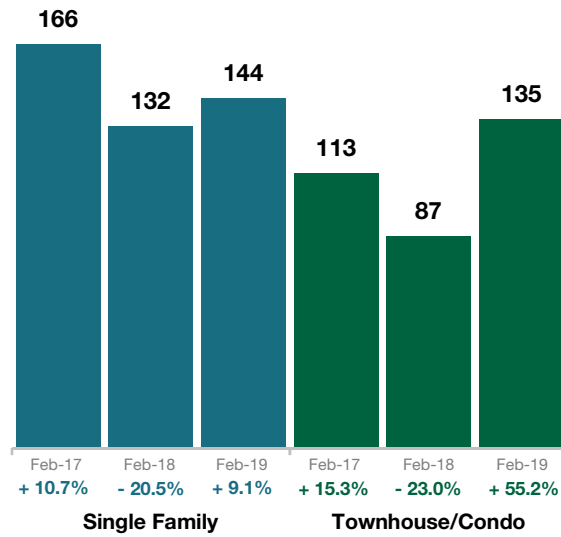
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2018	97.1%	-0.5%	97.5%	-0.5%
Apr-2018	96.1%	-1.0%	98.1%	-0.3%
May-2018	97.5%	-0.3%	97.8%	-0.5%
Jun-2018	98.1%	+0.5%	97.7%	-1.4%
Jul-2018	97.6%	+0.1%	98.0%	-0.2%
Aug-2018	96.8%	-0.8%	97.5%	+0.3%
Sep-2018	96.6%	-1.1%	96.4%	-1.2%
Oct-2018	97.1%	+0.6%	97.1%	+0.3%
Nov-2018	96.2%	+1.3%	98.0%	+1.8%
Dec-2018	96.9%	-0.2%	96.3%	-1.3%
Jan-2019	97.4%	+0.6%	96.9%	+0.3%
Feb-2019	98.1%	+0.1%	97.2%	+0.4%

Historical Percent of List Price Received by Month

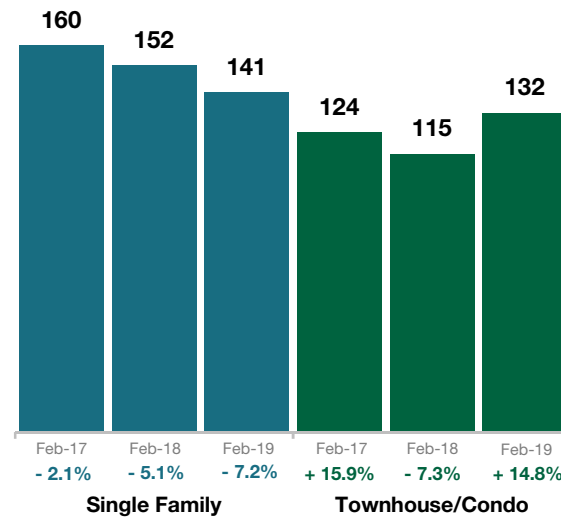


Days on Market Until Sale

February

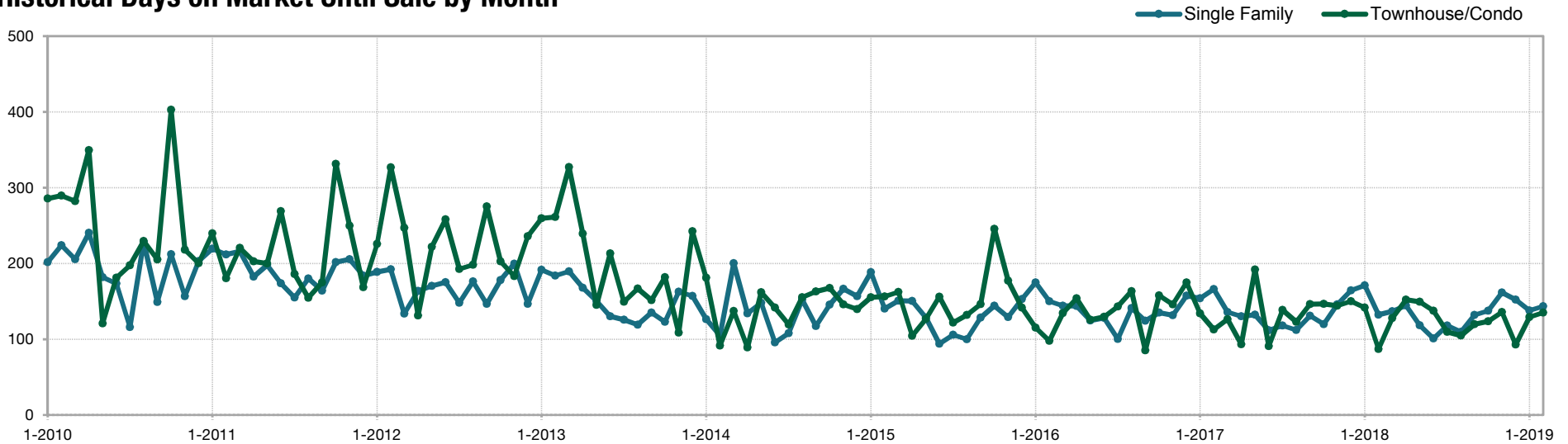


Year to Date



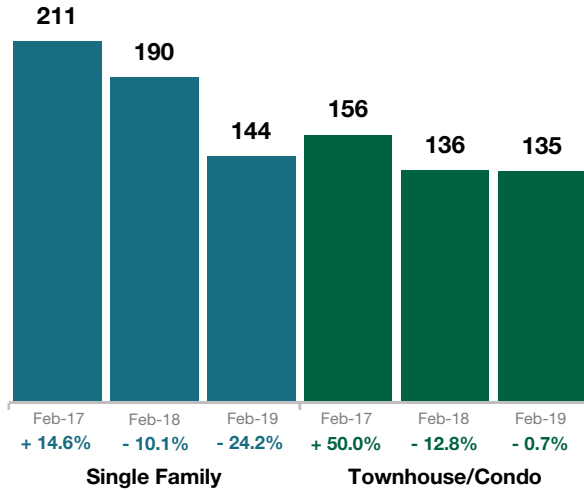
Days on Market	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2018	137	+0.7%	128	+1.6%
Apr-2018	144	+10.8%	152	+63.4%
May-2018	119	-9.8%	150	-21.9%
Jun-2018	101	-9.8%	137	+50.5%
Jul-2018	118	0.0%	110	-20.9%
Aug-2018	110	-1.8%	105	-14.6%
Sep-2018	132	+0.8%	120	-17.8%
Oct-2018	138	+15.0%	124	-15.6%
Nov-2018	162	+11.0%	136	-5.6%
Dec-2018	152	-7.3%	93	-38.0%
Jan-2019	138	-19.3%	129	-9.2%
Feb-2019	144	+9.1%	135	+55.2%

Historical Days on Market Until Sale by Month

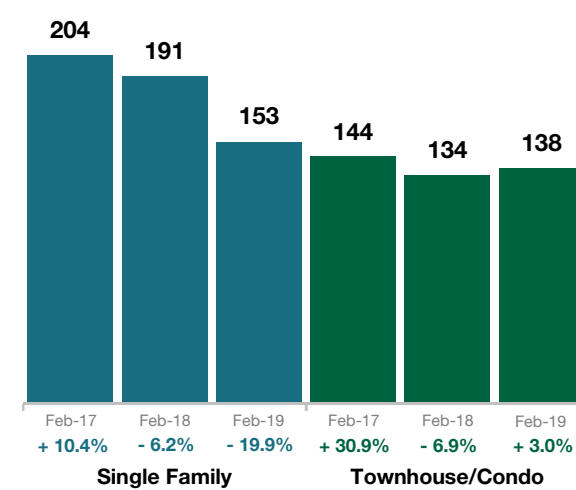


Cumulative Days on Market Until Sale

February

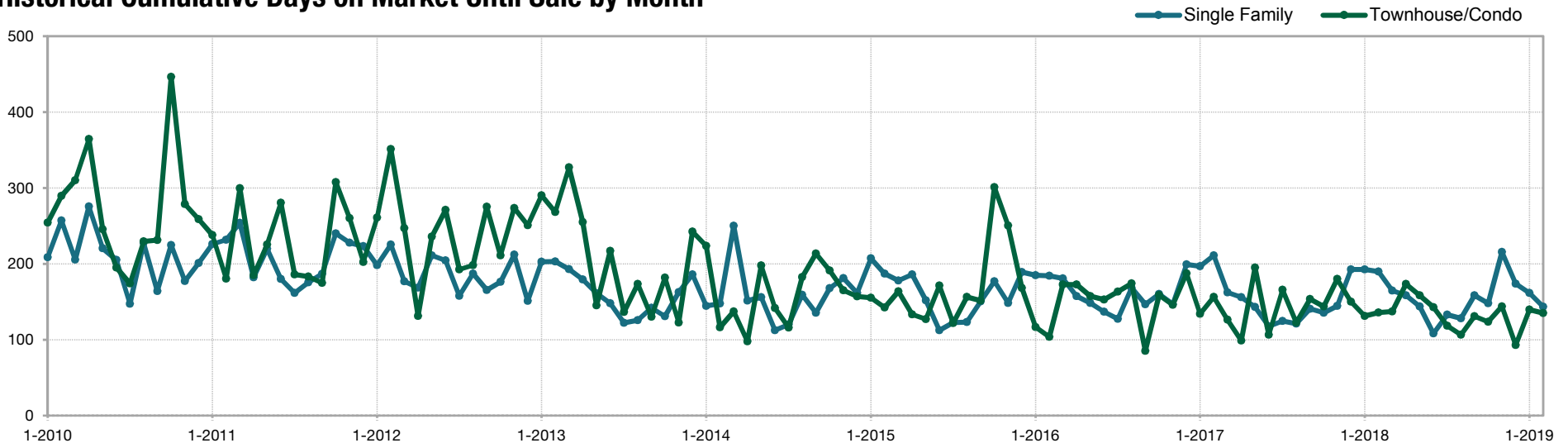


Year to Date



Cumulative Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2018	165	+1.2%	137	+8.7%
Apr-2018	159	+1.9%	173	+74.7%
May-2018	144	+0.7%	158	-19.0%
Jun-2018	108	-8.5%	143	+33.6%
Jul-2018	133	+6.4%	118	-28.9%
Aug-2018	128	+5.8%	107	-13.0%
Sep-2018	159	+12.8%	131	-14.9%
Oct-2018	148	+9.6%	124	-13.9%
Nov-2018	216	+49.0%	144	-20.0%
Dec-2018	174	-9.8%	93	-38.0%
Jan-2019	162	-16.1%	140	+6.9%
Feb-2019	144	-24.2%	135	-0.7%

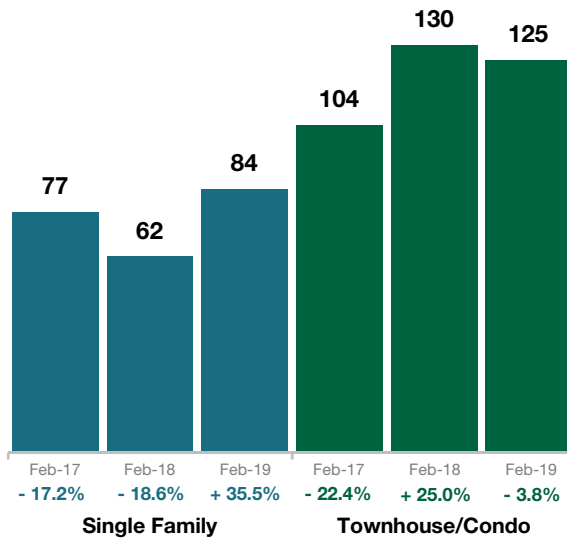
Historical Cumulative Days on Market Until Sale by Month



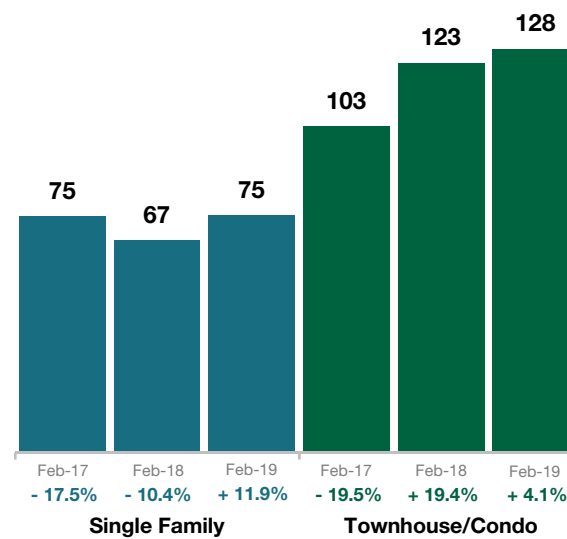
Housing Affordability Index



February

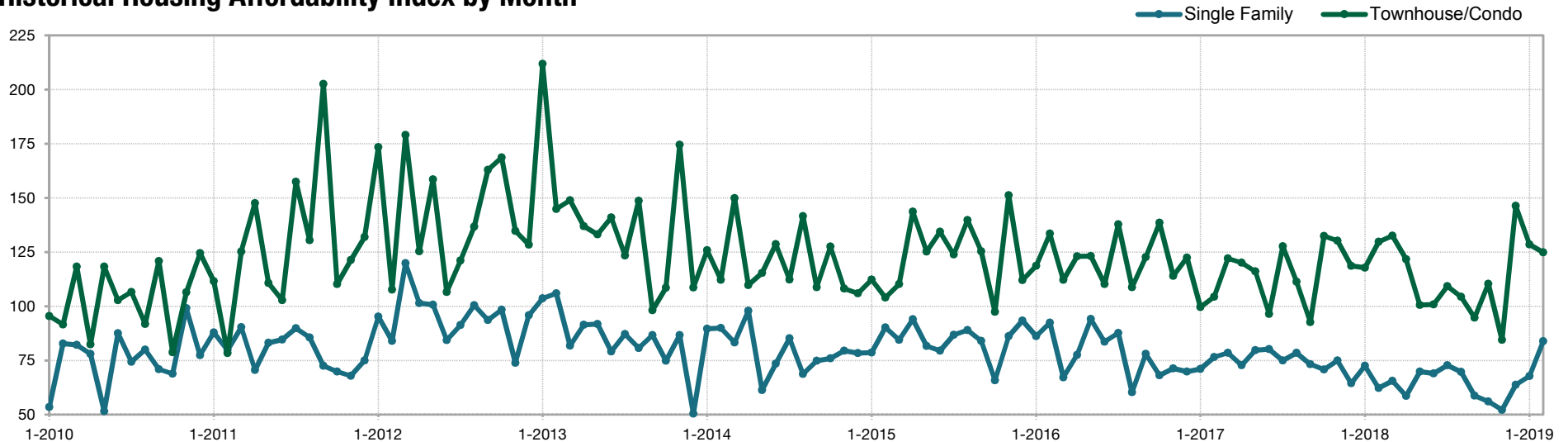


Year to Date



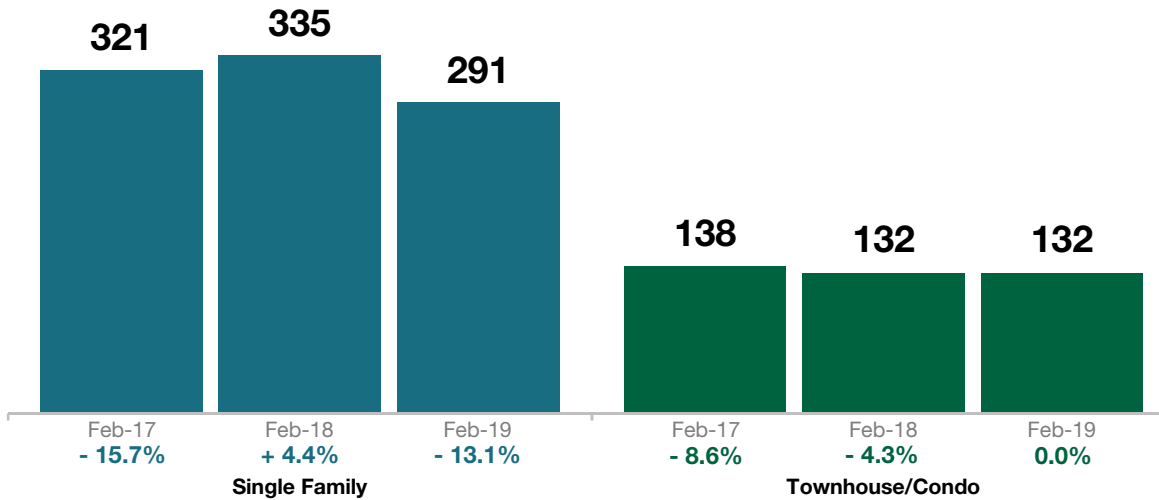
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2018	66	-15.4%	133	+9.0%
Apr-2018	59	-19.2%	122	+1.7%
May-2018	70	-12.5%	101	-12.9%
Jun-2018	69	-13.8%	101	+5.2%
Jul-2018	73	-2.7%	109	-14.8%
Aug-2018	70	-10.3%	104	-6.3%
Sep-2018	59	-19.2%	95	+2.2%
Oct-2018	56	-21.1%	110	-16.7%
Nov-2018	52	-30.7%	84	-35.4%
Dec-2018	64	-1.5%	146	+22.7%
Jan-2019	68	-6.8%	128	+8.5%
Feb-2019	84	+35.5%	125	-3.8%

Historical Housing Affordability Index by Month



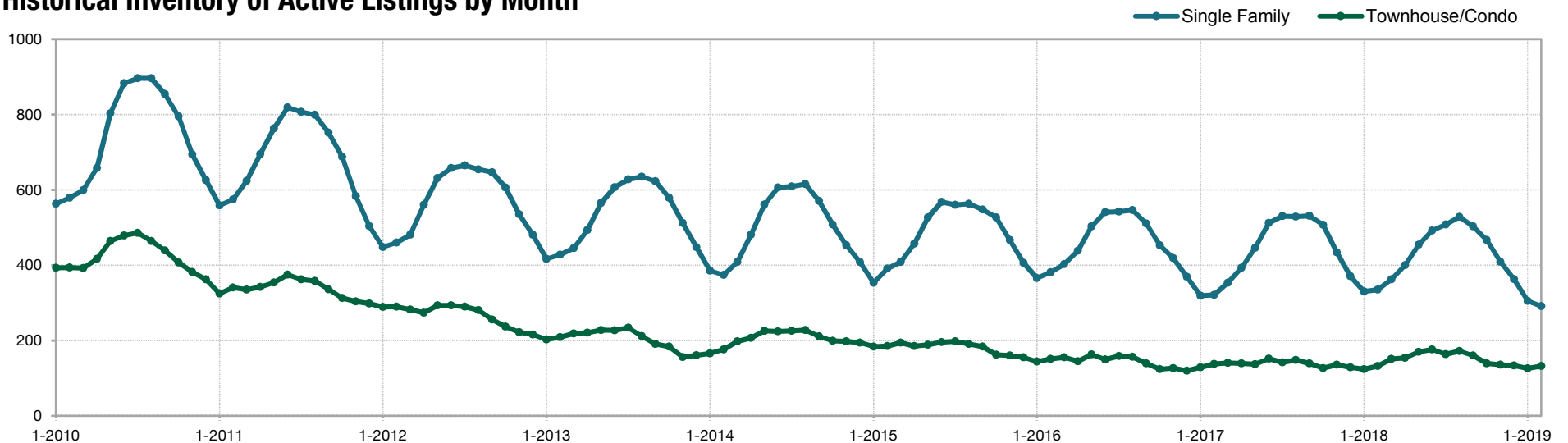
Inventory of Active Listings

February



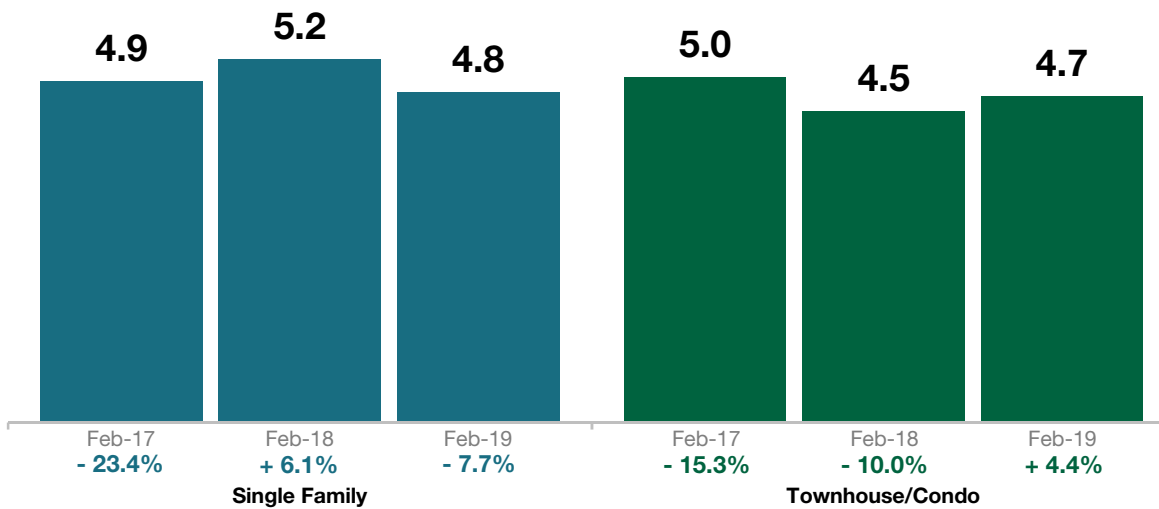
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2018	362	+2.5%	151	+7.1%
Apr-2018	400	+1.8%	154	+10.8%
May-2018	454	+1.8%	170	+24.1%
Jun-2018	492	-3.9%	176	+15.8%
Jul-2018	508	-4.2%	164	+15.5%
Aug-2018	528	-0.2%	172	+16.2%
Sep-2018	503	-5.3%	160	+15.1%
Oct-2018	467	-7.9%	139	+9.4%
Nov-2018	409	-5.8%	136	0.0%
Dec-2018	363	-2.2%	134	+3.9%
Jan-2019	305	-7.6%	126	+1.6%
Feb-2019	291	-13.1%	132	0.0%

Historical Inventory of Active Listings by Month



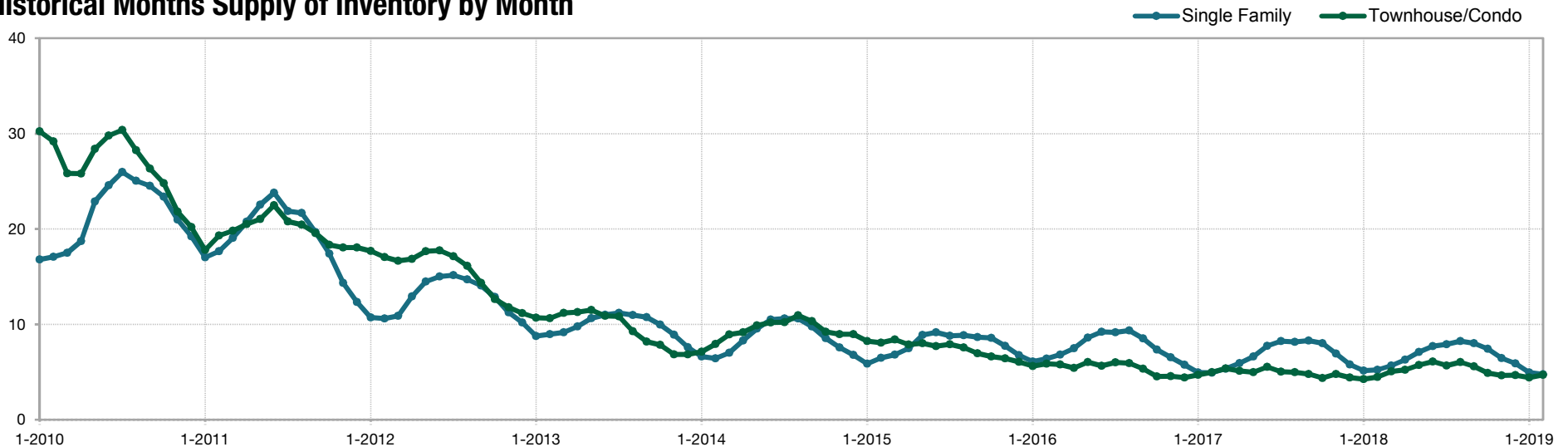
Months Supply of Inventory

February



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2018	5.7	+7.5%	5.1	-5.6%
Apr-2018	6.3	+6.8%	5.2	+2.0%
May-2018	7.1	+7.6%	5.7	+14.0%
Jun-2018	7.7	0.0%	6.1	+10.9%
Jul-2018	7.9	-3.7%	5.7	+14.0%
Aug-2018	8.3	+2.5%	6.1	+22.0%
Sep-2018	8.0	-3.6%	5.6	+16.7%
Oct-2018	7.4	-7.5%	4.9	+11.4%
Nov-2018	6.5	-5.8%	4.6	-4.2%
Dec-2018	5.9	+1.7%	4.7	+6.8%
Jan-2019	5.0	-2.0%	4.4	+2.3%
Feb-2019	4.8	-7.7%	4.7	+4.4%

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.



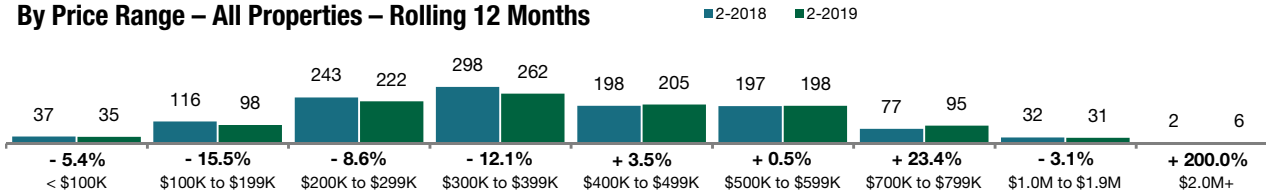
Key Metrics	Historical Sparkbars	2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		115	94	- 18.3%	230	187	- 18.7%
Pending Sales		84	79	- 6.0%	165	150	- 9.1%
Sold Listings		67	58	- 13.4%	133	121	- 9.0%
Median Sales Price		\$365,000	\$339,000	- 7.1%	\$345,000	\$365,750	+ 6.0%
Avg. Sales Price		\$424,745	\$352,692	- 17.0%	\$413,029	\$381,470	- 7.6%
Pct. of List Price Received		97.6%	97.5%	- 0.1%	97.2%	97.4%	+ 0.2%
Days on Market		115	139	+ 20.9%	136	136	0.0%
Cumulative Days on Market		170	139	- 18.2%	169	145	- 14.2%
Affordability Index		81	98	+ 21.0%	83	91	+ 9.6%
Active Listings		500	459	- 8.2%	--	--	--
Months Supply		5.0	4.8	- 4.0%	--	--	--

Sold Listings

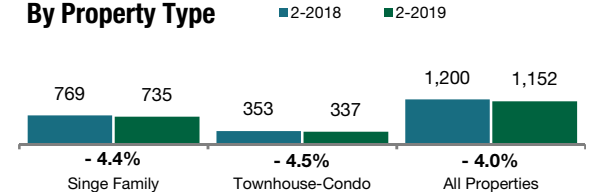
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	2-2018	2-2019	Change	2-2018	2-2019	Change
\$99,999 and Below	2	2	0.0%	29	25	- 13.8%
\$100,000 to \$199,999	23	17	- 26.1%	73	70	- 4.1%
\$200,000 to \$299,999	116	100	- 13.8%	91	80	- 12.1%
\$300,000 to \$399,999	198	157	- 20.7%	87	91	+ 4.6%
\$400,000 to \$499,999	166	168	+ 1.2%	30	34	+ 13.3%
\$500,000 to \$699,999	165	171	+ 3.6%	31	26	- 16.1%
\$700,000 to \$999,999	69	86	+ 24.6%	8	9	+ 12.5%
\$1,000,000 to \$1,999,999	28	29	+ 3.6%	4	2	- 50.0%
\$2,000,000 and Above	2	5	+ 150.0%	0	0	--
All Price Ranges	769	735	- 4.4%	353	337	- 4.5%

Compared to Prior Month

	Single Family			Condo		
	2-2019	2-2019	Change	2-2019	2-2019	Change
	0	0	--	4	4	0.0%
	1	1	0.0%	1	1	0.0%
	8	8	0.0%	6	6	0.0%
	8	8	0.0%	5	5	0.0%
	8	8	0.0%	2	2	0.0%
	7	7	0.0%	1	1	0.0%
	1	1	0.0%	0	0	--
	0	0	--	0	0	--
	1	1	0.0%	0	0	--
All Price Ranges	34	34	0.0%	19	19	0.0%

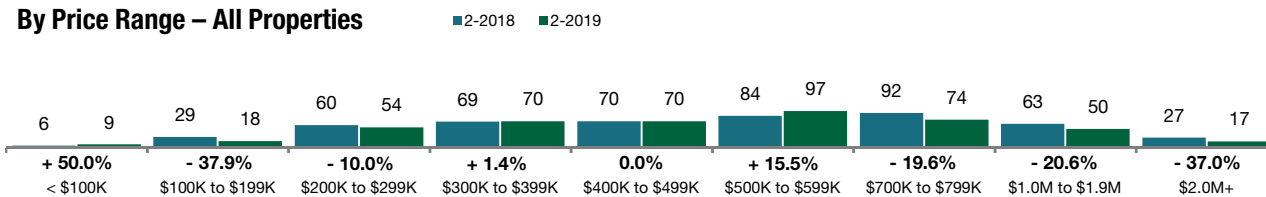
Year to Date

	Single Family			Condo		
	2-2018	2-2019	Change	2-2018	2-2019	Change
	0	0	--	2	5	+ 150.0%
	2	2	0.0%	12	8	- 33.3%
	10	13	+ 30.0%	12	11	- 8.3%
	17	15	- 11.8%	14	12	- 14.3%
	14	18	+ 28.6%	3	3	0.0%
	25	16	- 36.0%	4	1	- 75.0%
	4	5	+ 25.0%	0	0	--
	5	2	- 60.0%	0	0	--
	0	1	--	0	0	--
All Price Ranges	77	72	- 6.5%	47	40	- 14.9%

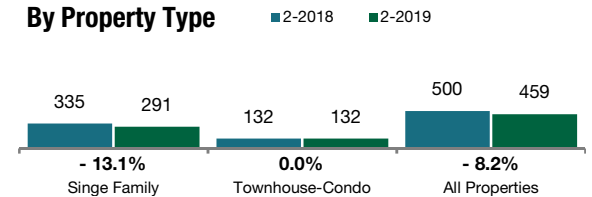
Inventory of Active Listings

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		
	2-2018	2-2019	Change	2-2018	2-2019	Change
\$99,999 and Below	0	1	--	5	4	- 20.0%
\$100,000 to \$199,999	2	3	+ 50.0%	23	12	- 47.8%
\$200,000 to \$299,999	29	16	- 44.8%	19	21	+ 10.5%
\$300,000 to \$399,999	36	38	+ 5.6%	25	26	+ 4.0%
\$400,000 to \$499,999	51	53	+ 3.9%	15	13	- 13.3%
\$500,000 to \$699,999	66	74	+ 12.1%	15	23	+ 53.3%
\$700,000 to \$999,999	73	51	- 30.1%	19	22	+ 15.8%
\$1,000,000 to \$1,999,999	52	39	- 25.0%	11	10	- 9.1%
\$2,000,000 and Above	26	16	- 38.5%	0	1	--
All Price Ranges	335	291	- 13.1%	132	132	0.0%

Compared to Prior Month

	Single Family			Condo		
	2-2019	2-2019	Change	2-2019	2-2019	Change
	1	1	0.0%	4	4	0.0%
	3	3	0.0%	12	12	0.0%
	16	16	0.0%	21	21	0.0%
	38	38	0.0%	26	26	0.0%
	53	53	0.0%	13	13	0.0%
	74	74	0.0%	23	23	0.0%
	51	51	0.0%	22	22	0.0%
	39	39	0.0%	10	10	0.0%
	16	16	0.0%	1	1	0.0%
All Price Ranges	291	291	0.0%	132	132	0.0%

Year to Date

	Single Family			Condo		
	2-2018	2-2019	Change	2-2018	2-2019	Change
	0	0	--	2	5	+ 150.0%
	2	2	0.0%	12	8	- 33.3%
	10	13	+ 30.0%	12	11	- 8.3%
	17	15	- 11.8%	14	12	- 14.3%
	14	18	+ 28.6%	3	3	0.0%
	25	16	- 36.0%	4	1	- 75.0%
	4	5	+ 25.0%	0	0	--
	5	2	- 60.0%	0	0	--
	0	1	--	0	0	--
All Price Ranges	77	72	- 6.5%	47	40	- 14.9%

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.