

Monthly Indicators



May 2019

Percent changes calculated using year-over-year comparisons.

New Listings were up 11.2 percent for single family homes and 34.6 percent for townhouse-condo properties. Pending Sales decreased 20.2 percent for single family homes but increased 35.7 percent for townhouse-condo properties.

The Median Sales Price was up 11.2 percent to \$465,000 for single family homes but decreased 3.1 percent to \$314,950 for townhouse-condo properties. Days on Market increased 12.6 percent for single family homes but decreased 30.7 percent for townhouse-condo properties.

An extended trend of low unemployment, higher wages and favorable mortgage rates has been a terrific driver of housing stability in recent years. What is different about this year so far is that prices are not rising as quickly. Some of the hottest Western markets are even cooling slightly, while some Northeast markets are achieving a state of recovery after a decade of battling back from recession. As a whole, the selling season is looking fairly stable across the nation.

Activity Snapshot

- 11.4% **+ 10.4%** **- 2.7%**

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.

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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	5-2018	5-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		169	188	+ 11.2%	566	526	- 7.1%
Pending Sales		94	75	- 20.2%	336	293	- 12.8%
Sold Listings		81	73	- 9.9%	264	240	- 9.1%
Median Sales Price		\$418,000	\$465,000	+ 11.2%	\$435,000	\$461,500	+ 6.1%
Avg. Sales Price		\$483,035	\$540,974	+ 12.0%	\$519,021	\$519,268	+ 0.0%
Pct. of List Price Received		97.5%	98.2%	+ 0.7%	97.1%	97.6%	+ 0.5%
Days on Market		119	134	+ 12.6%	137	140	+ 2.2%
Cumulative Days on Market		144	141	- 2.1%	165	156	- 5.5%
Affordability Index		70	65	- 7.1%	65	68	+ 4.6%
Active Listings		454	450	- 0.9%	--	--	--
Months Supply		7.1	7.5	+ 5.6%	--	--	--

Townhouse/Condo Market Overview

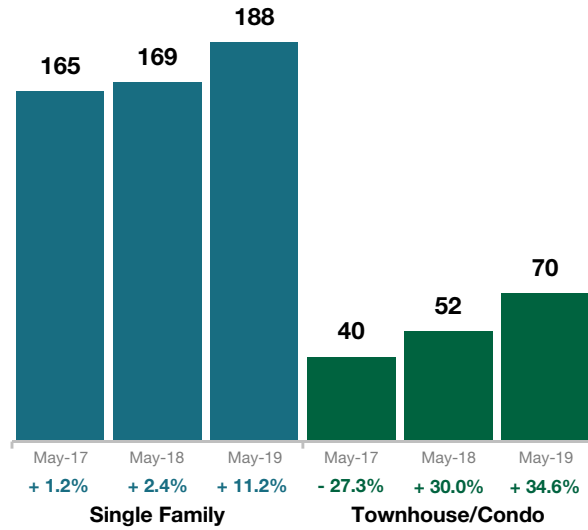
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



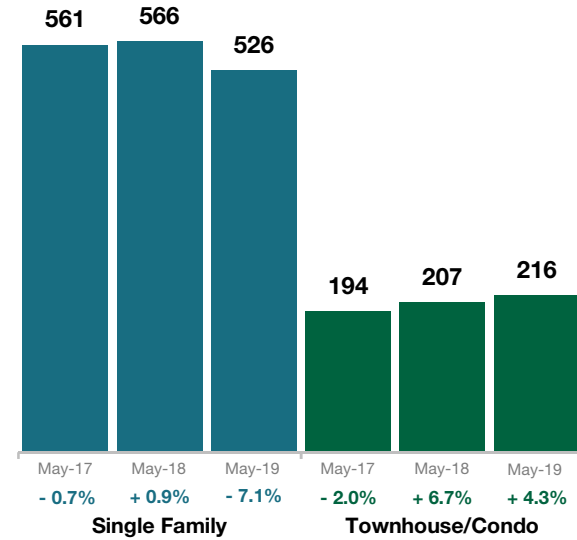
Key Metrics	Historical Sparkbars	5-2018	5-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		52	70	+ 34.6%	207	216	+ 4.3%
Pending Sales		28	38	+ 35.7%	143	151	+ 5.6%
Sold Listings		36	28	- 22.2%	130	136	+ 4.6%
Median Sales Price		\$325,000	\$314,950	- 3.1%	\$261,250	\$300,000	+ 14.8%
Avg. Sales Price		\$335,694	\$350,350	+ 4.4%	\$291,990	\$323,236	+ 10.7%
Pct. of List Price Received		97.8%	98.1%	+ 0.3%	97.4%	97.6%	+ 0.2%
Days on Market		150	104	- 30.7%	135	134	- 0.7%
Cumulative Days on Market		158	124	- 21.5%	150	150	0.0%
Affordability Index		101	100	- 1.0%	116	109	- 6.0%
Active Listings		170	161	- 5.3%	--	--	--
Months Supply		5.7	5.5	- 3.5%	--	--	--

New Listings

May

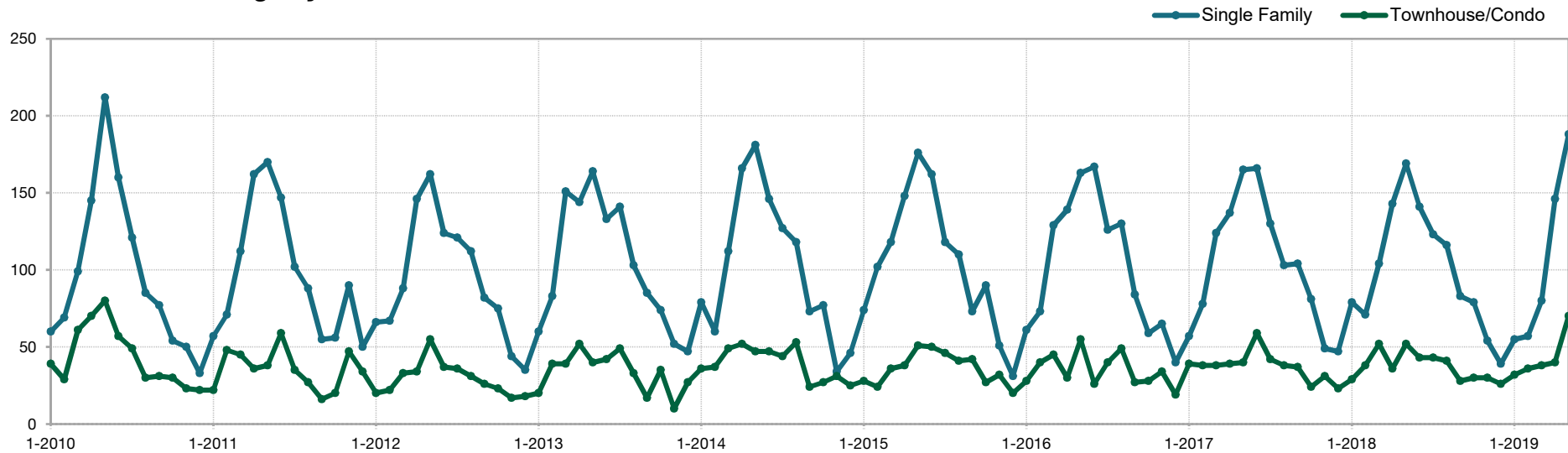


Year to Date



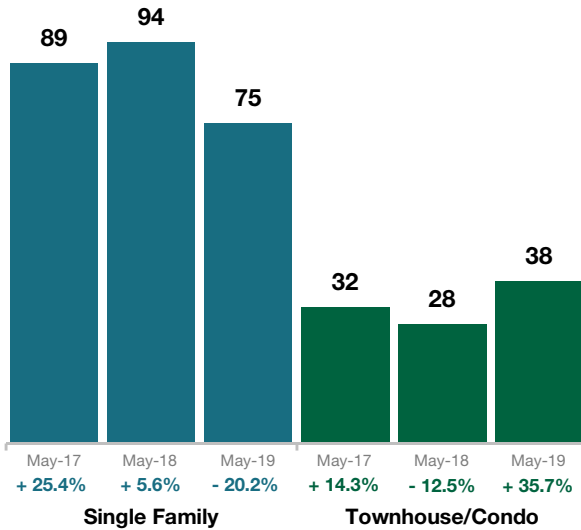
New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jun-2018	141	-15.1%	43	-27.1%
Jul-2018	123	-5.4%	43	+2.4%
Aug-2018	116	+12.6%	41	+7.9%
Sep-2018	83	-20.2%	28	-24.3%
Oct-2018	79	-2.5%	30	+25.0%
Nov-2018	54	+10.2%	30	-3.2%
Dec-2018	39	-17.0%	26	+13.0%
Jan-2019	55	-30.4%	32	+10.3%
Feb-2019	57	-19.7%	36	-5.3%
Mar-2019	80	-23.1%	38	-26.9%
Apr-2019	146	+2.1%	40	+11.1%
May-2019	188	+11.2%	70	+34.6%

Historical New Listings by Month

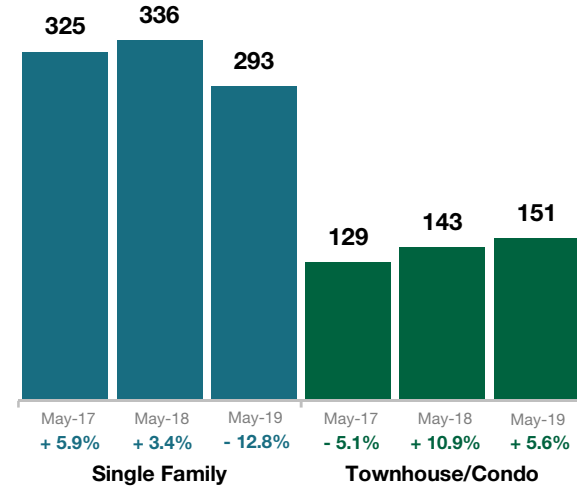


Pending Sales

May

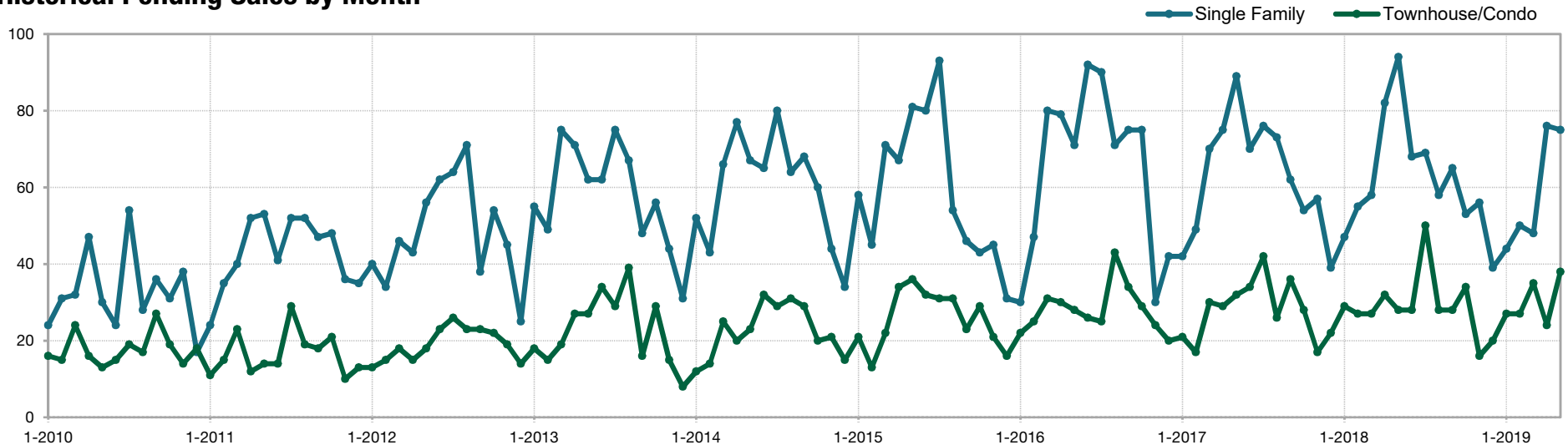


Year to Date



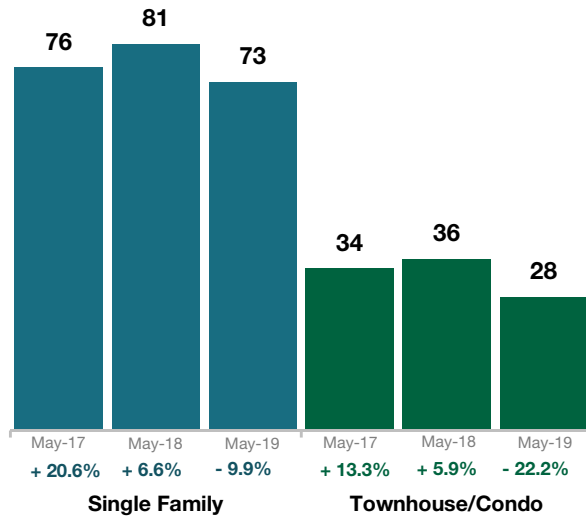
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jun-2018	68	-2.9%	28	-17.6%
Jul-2018	69	-9.2%	50	+19.0%
Aug-2018	58	-20.5%	28	+7.7%
Sep-2018	65	+4.8%	28	-22.2%
Oct-2018	53	-1.9%	34	+21.4%
Nov-2018	56	-1.8%	16	-5.9%
Dec-2018	39	0.0%	20	-9.1%
Jan-2019	44	-6.4%	27	-6.9%
Feb-2019	50	-9.1%	27	0.0%
Mar-2019	48	-17.2%	35	+29.6%
Apr-2019	76	-7.3%	24	-25.0%
May-2019	75	-20.2%	38	+35.7%

Historical Pending Sales by Month

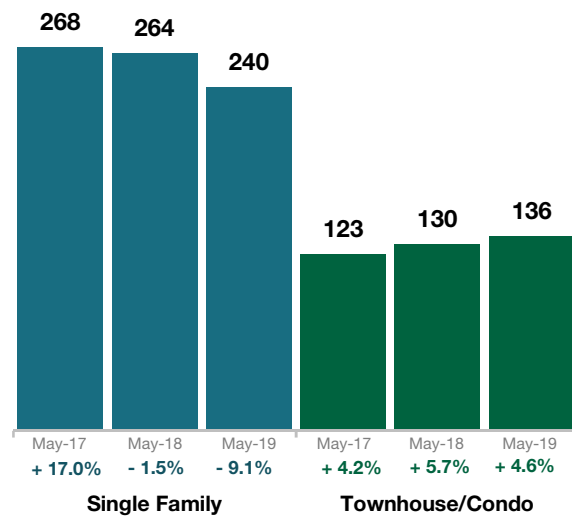


Sold Listings

May

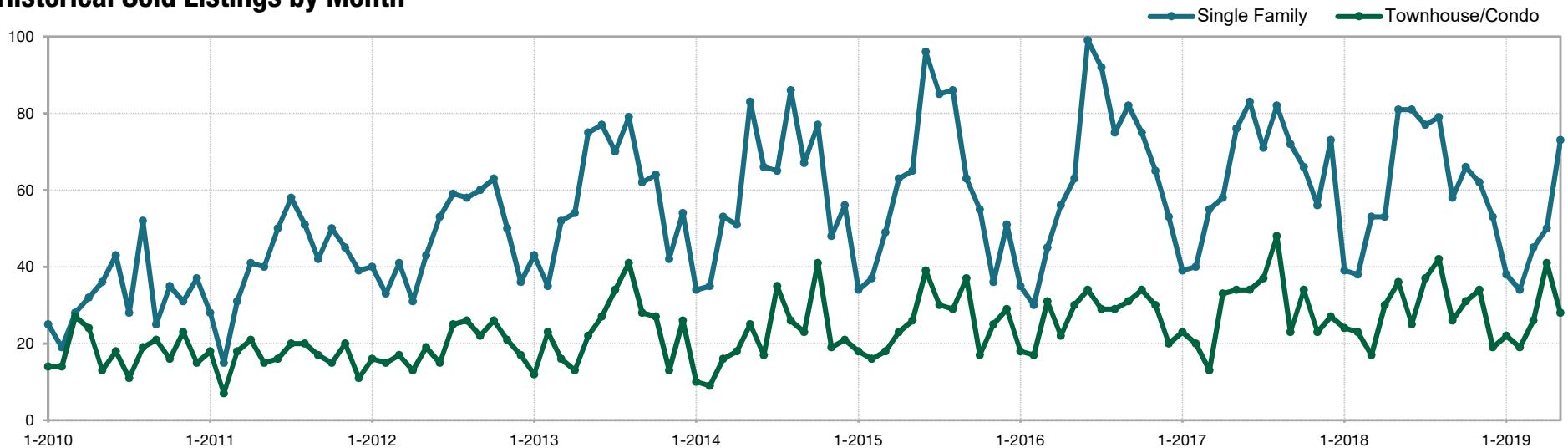


Year to Date



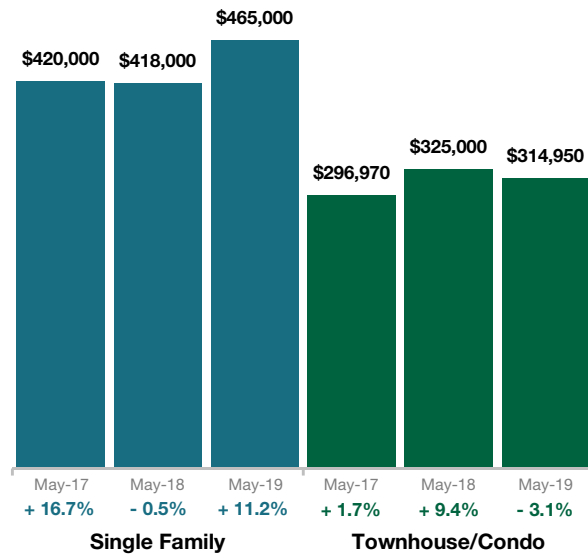
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jun-2018	81	-2.4%	25	-26.5%
Jul-2018	77	+8.5%	37	0.0%
Aug-2018	79	-3.7%	42	-12.5%
Sep-2018	58	-19.4%	26	+13.0%
Oct-2018	66	0.0%	31	-8.8%
Nov-2018	62	+10.7%	34	+47.8%
Dec-2018	53	-27.4%	19	-29.6%
Jan-2019	38	-2.6%	22	-8.3%
Feb-2019	34	-10.5%	19	-17.4%
Mar-2019	45	-15.1%	26	+52.9%
Apr-2019	50	-5.7%	41	+36.7%
May-2019	73	-9.9%	28	-22.2%

Historical Sold Listings by Month

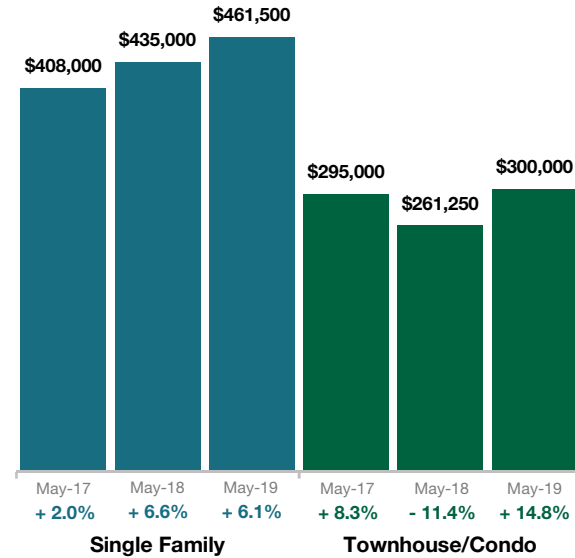


Median Sales Price

May

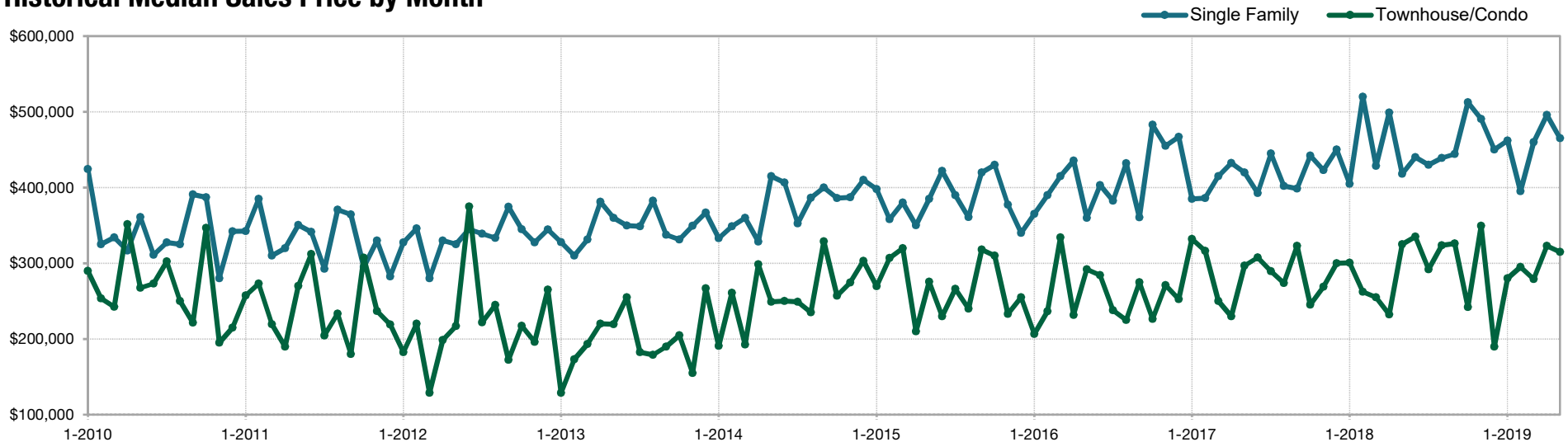


Year to Date



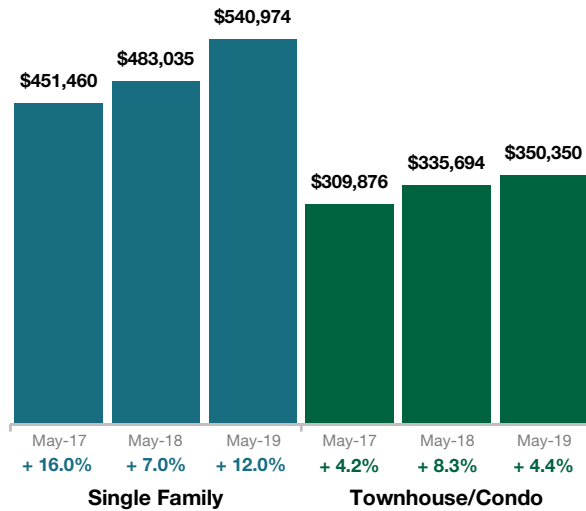
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jun-2018	\$440,000	+12.1%	\$335,000	+8.9%
Jul-2018	\$430,000	-3.4%	\$292,000	+0.9%
Aug-2018	\$439,000	+9.2%	\$323,750	+18.2%
Sep-2018	\$444,100	+11.4%	\$326,000	+0.9%
Oct-2018	\$512,500	+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%	\$280,000	-6.8%
Feb-2019	\$395,000	-24.0%	\$295,000	+12.4%
Mar-2019	\$460,000	+7.4%	\$279,025	+9.4%
Apr-2019	\$495,850	-0.6%	\$322,900	+39.0%
May-2019	\$465,000	+11.2%	\$314,950	-3.1%

Historical Median Sales Price by Month

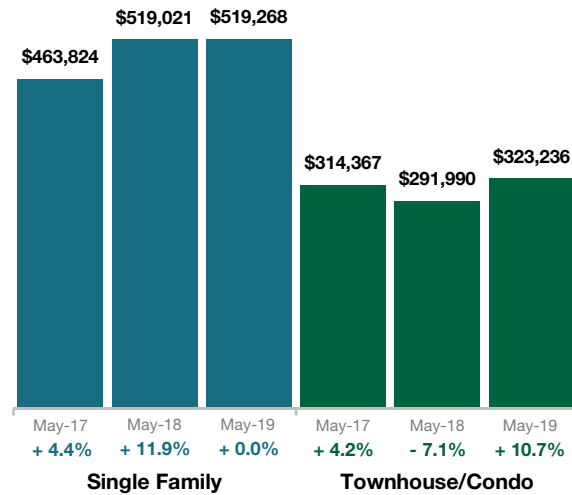


Average Sales Price

May

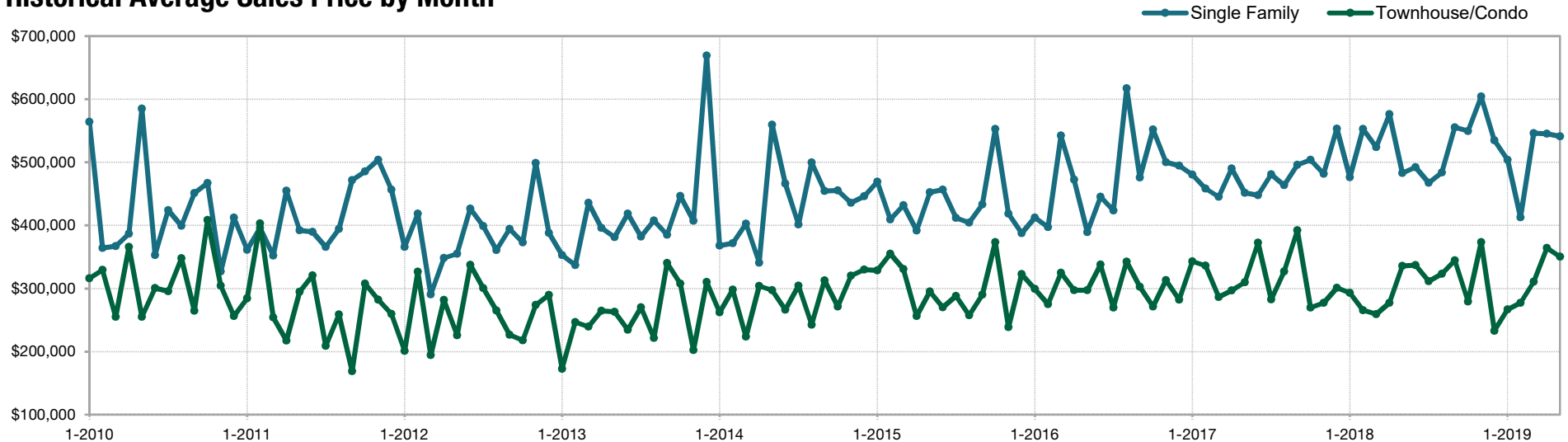


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
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%	\$266,618	-9.1%
Feb-2019	\$412,705	-25.4%	\$277,200	+4.3%
Mar-2019	\$546,142	+4.2%	\$310,796	+20.0%
Apr-2019	\$545,349	-5.3%	\$364,322	+31.3%
May-2019	\$540,974	+12.0%	\$350,350	+4.4%

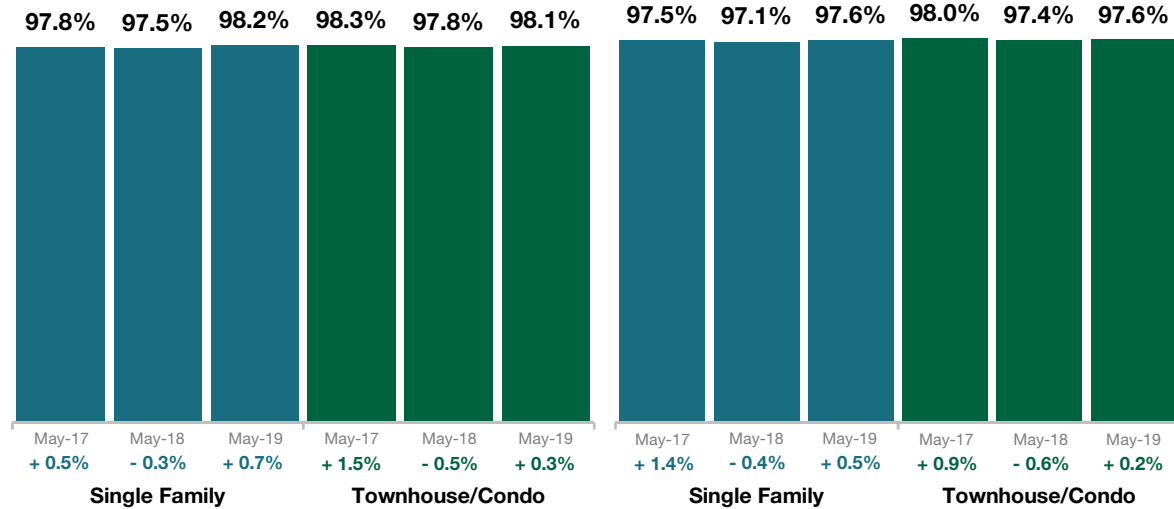
Historical Average Sales Price by Month



Percent of List Price Received

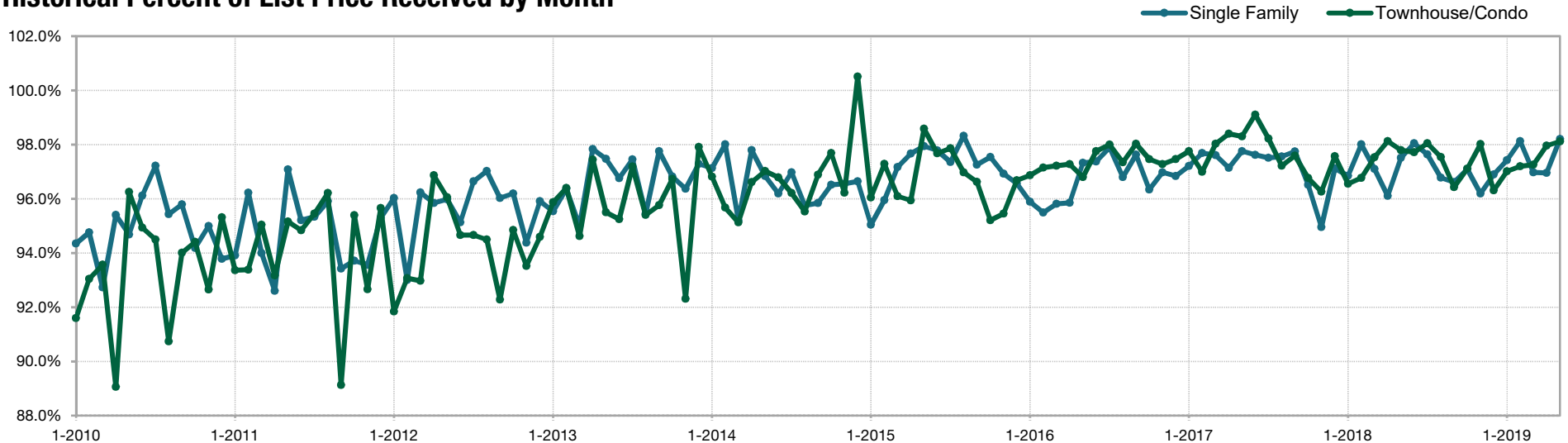
May

Year to Date



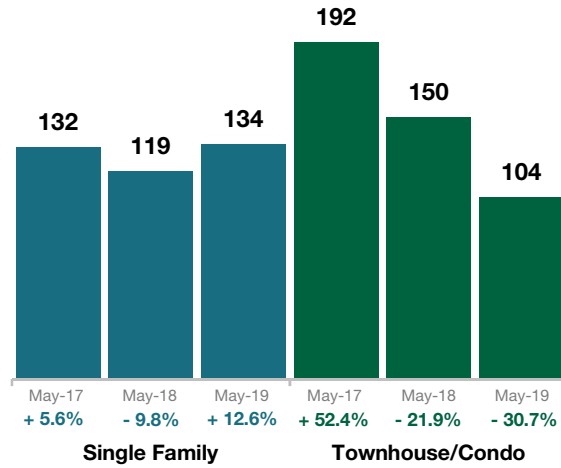
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jun-2018	98.1%	+0.5%	97.7%	-1.4%
Jul-2018	97.6%	+0.1%	98.0%	-0.2%
Aug-2018	96.8%	-0.8%	97.5%	+0.3%
Sep-2018	96.6%	-1.1%	96.4%	-1.2%
Oct-2018	97.1%	+0.6%	97.1%	+0.3%
Nov-2018	96.2%	+1.3%	98.0%	+1.8%
Dec-2018	96.9%	-0.2%	96.3%	-1.3%
Jan-2019	97.4%	+0.6%	97.0%	+0.4%
Feb-2019	98.1%	+0.1%	97.2%	+0.4%
Mar-2019	97.0%	-0.1%	97.3%	-0.2%
Apr-2019	97.0%	+0.9%	98.0%	-0.1%
May-2019	98.2%	+0.7%	98.1%	+0.3%

Historical Percent of List Price Received by Month

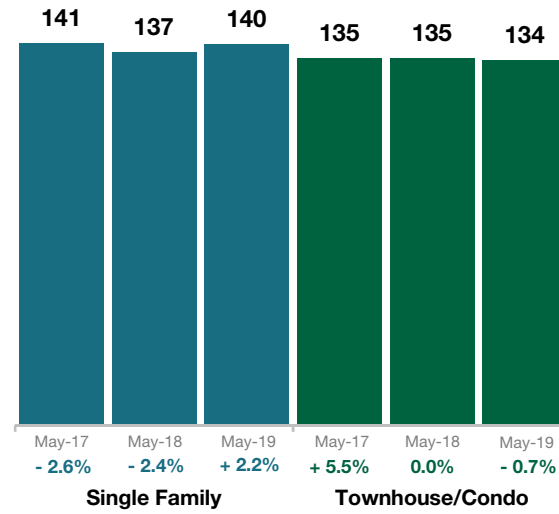


Days on Market Until Sale

May

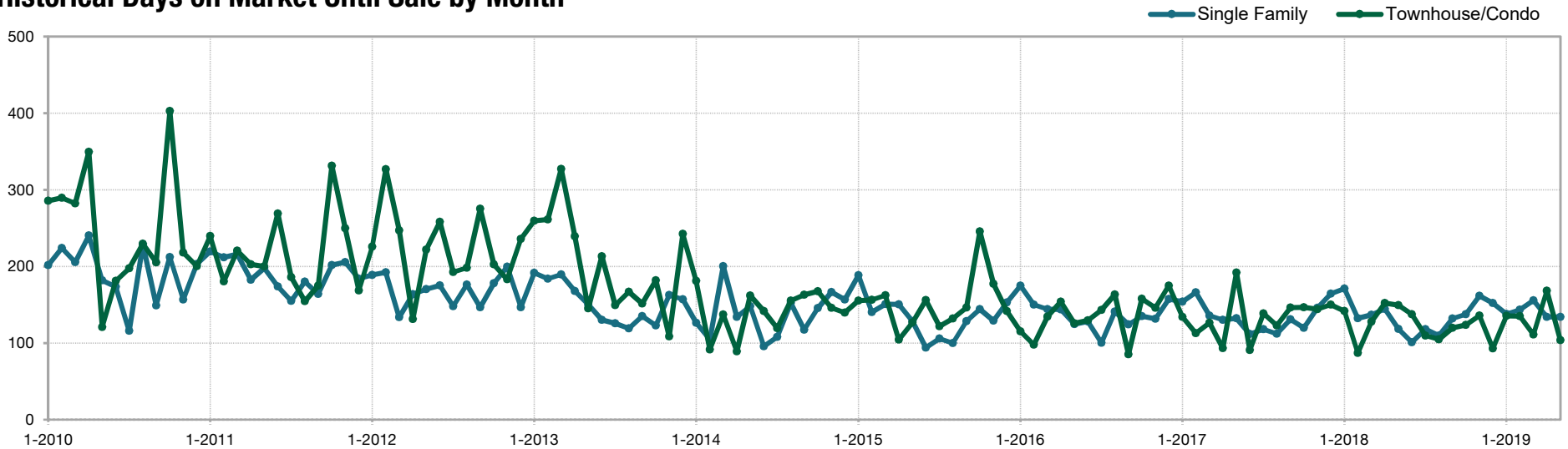


Year to Date



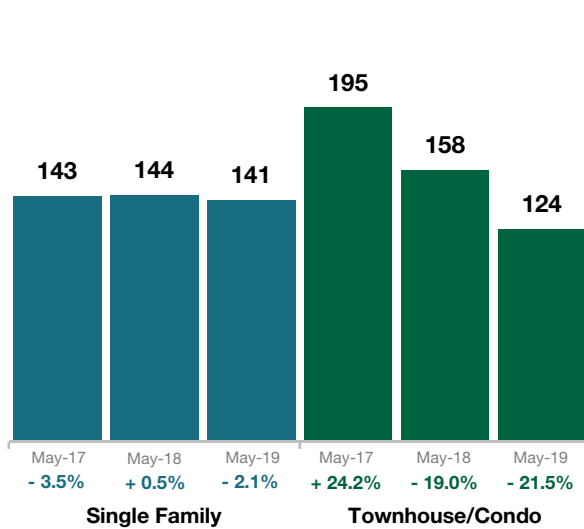
Days on Market	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jun-2018	101	-9.8%	137	+50.5%
Jul-2018	118	0.0%	110	-20.9%
Aug-2018	110	-1.8%	105	-14.6%
Sep-2018	132	+0.8%	120	-17.8%
Oct-2018	138	+15.0%	124	-15.6%
Nov-2018	162	+11.0%	136	-5.6%
Dec-2018	152	-7.3%	93	-38.0%
Jan-2019	138	-19.3%	136	-4.2%
Feb-2019	144	+9.1%	135	+55.2%
Mar-2019	156	+13.9%	111	-13.3%
Apr-2019	134	-6.9%	168	+10.5%
May-2019	134	+12.6%	104	-30.7%

Historical Days on Market Until Sale by Month

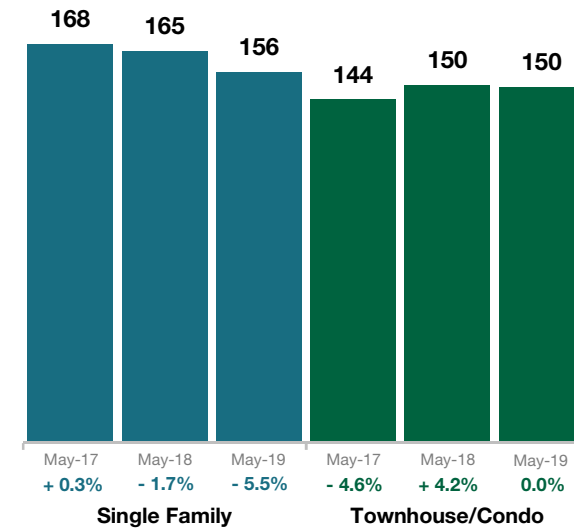


Cumulative Days on Market Until Sale

May

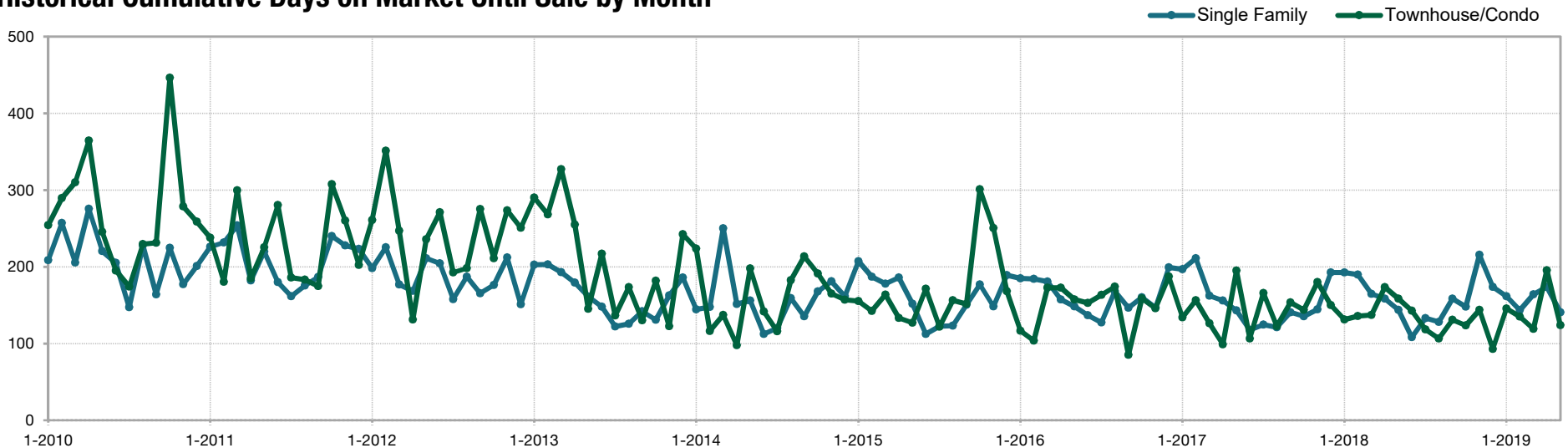


Year to Date



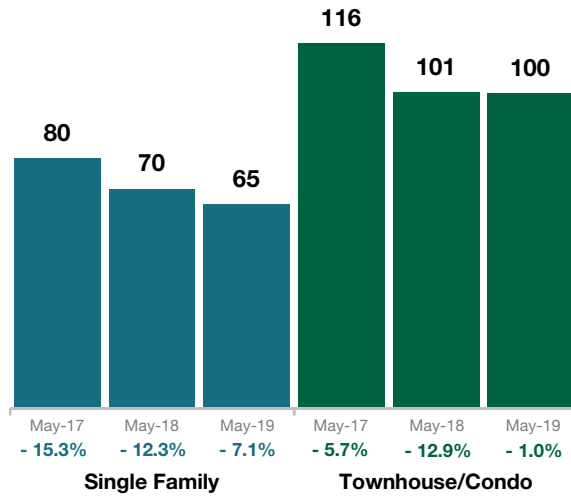
Cumulative Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jun-2018	108	-8.5%	143	+33.6%
Jul-2018	133	+6.4%	118	-28.9%
Aug-2018	128	+5.8%	107	-13.0%
Sep-2018	159	+12.8%	131	-14.9%
Oct-2018	148	+9.6%	124	-13.9%
Nov-2018	216	+49.0%	144	-20.0%
Dec-2018	174	-9.8%	93	-38.0%
Jan-2019	162	-16.1%	146	+11.5%
Feb-2019	144	-24.2%	135	-0.7%
Mar-2019	164	-0.6%	119	-13.1%
Apr-2019	174	+9.4%	195	+12.7%
May-2019	141	-2.1%	124	-21.5%

Historical Cumulative Days on Market Until Sale by Month

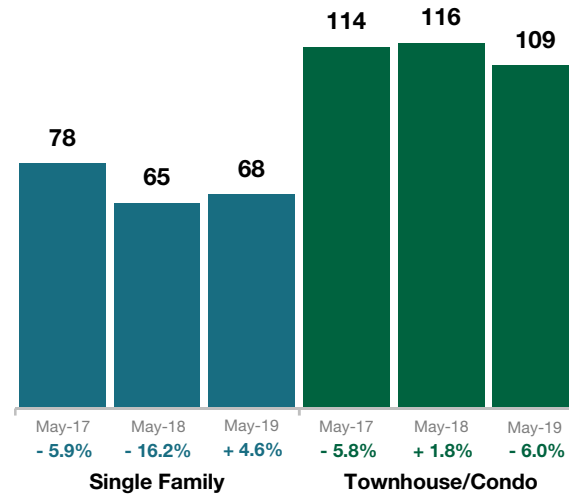


Housing Affordability Index

May

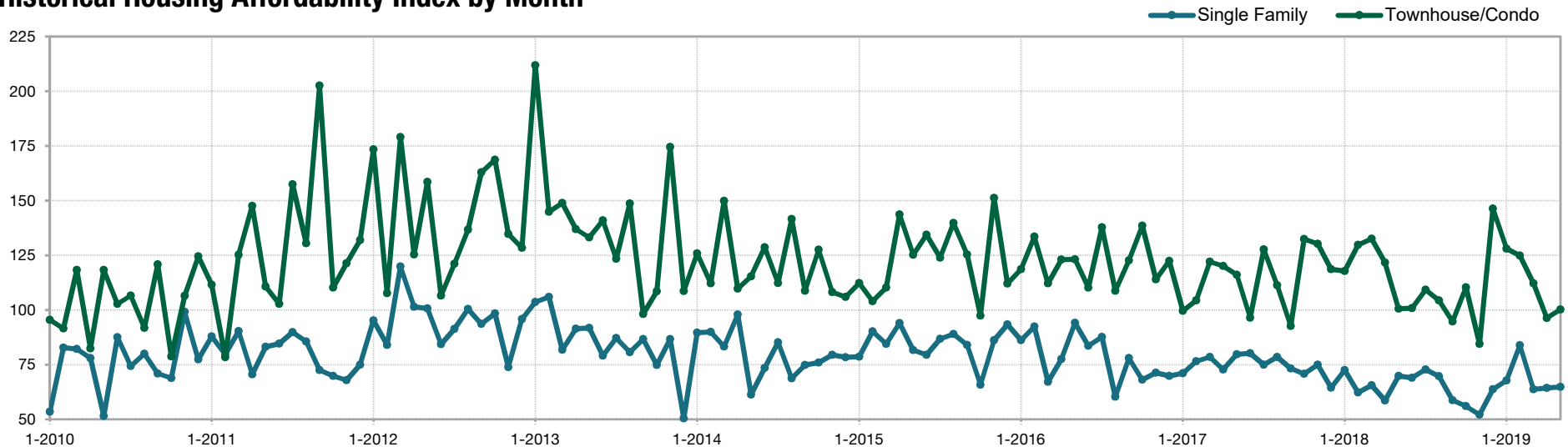


Year to Date



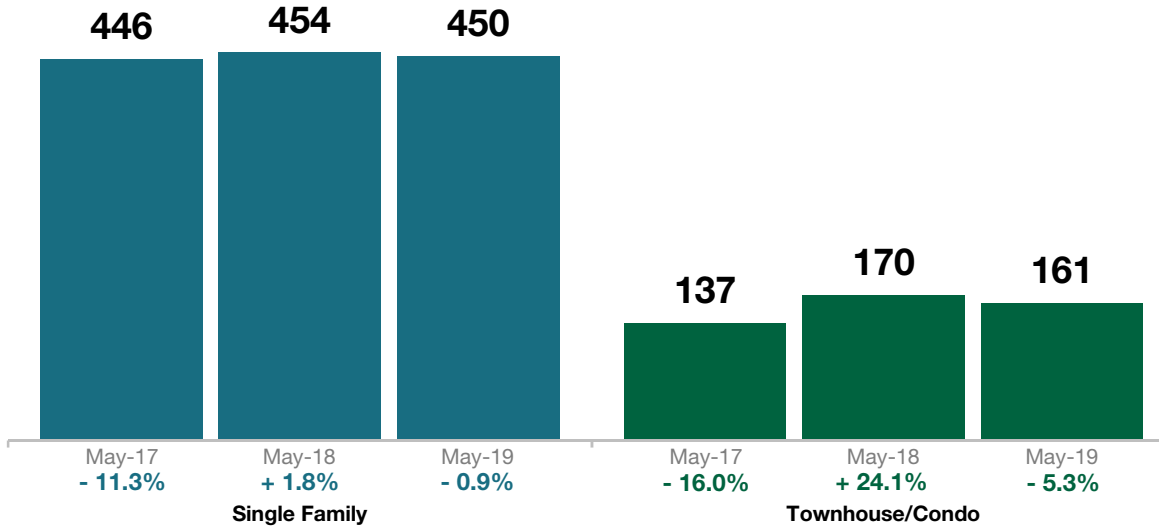
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jun-2018	69	-13.8%	101	+5.2%
Jul-2018	73	-2.7%	109	-14.8%
Aug-2018	70	-10.3%	104	-6.3%
Sep-2018	59	-19.2%	95	+2.2%
Oct-2018	56	-21.1%	110	-16.7%
Nov-2018	52	-30.7%	84	-35.4%
Dec-2018	64	-1.5%	146	+22.7%
Jan-2019	68	-6.8%	128	+8.5%
Feb-2019	84	+35.5%	125	-3.8%
Mar-2019	64	-3.0%	112	-15.8%
Apr-2019	64	+8.5%	96	-21.3%
May-2019	65	-7.1%	100	-1.0%

Historical Housing Affordability Index by Month



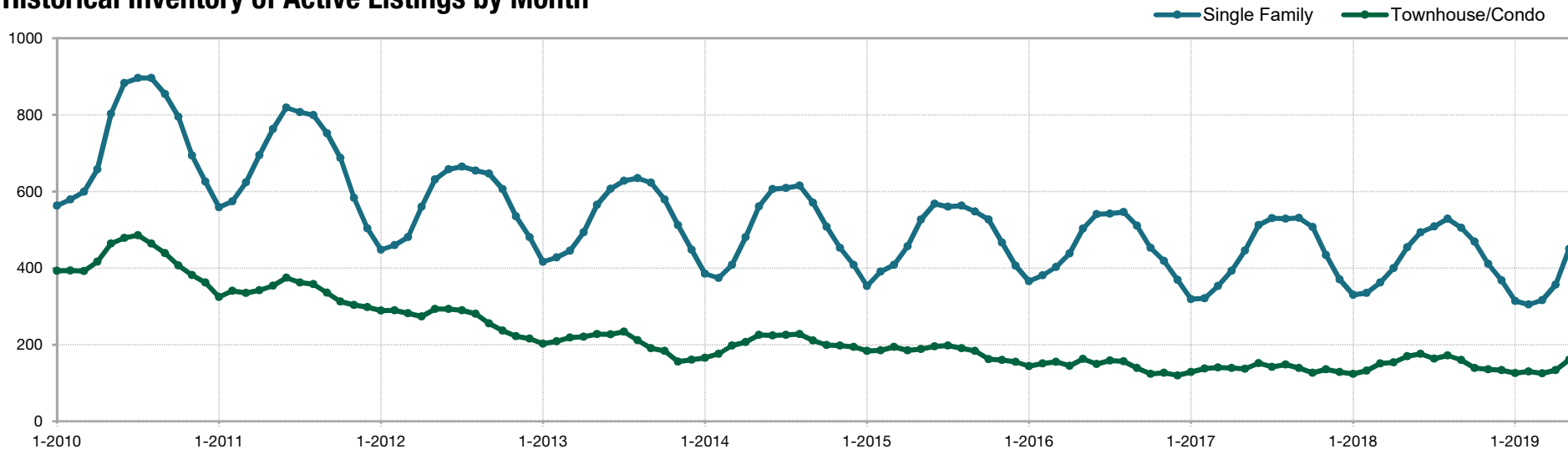
Inventory of Active Listings

May



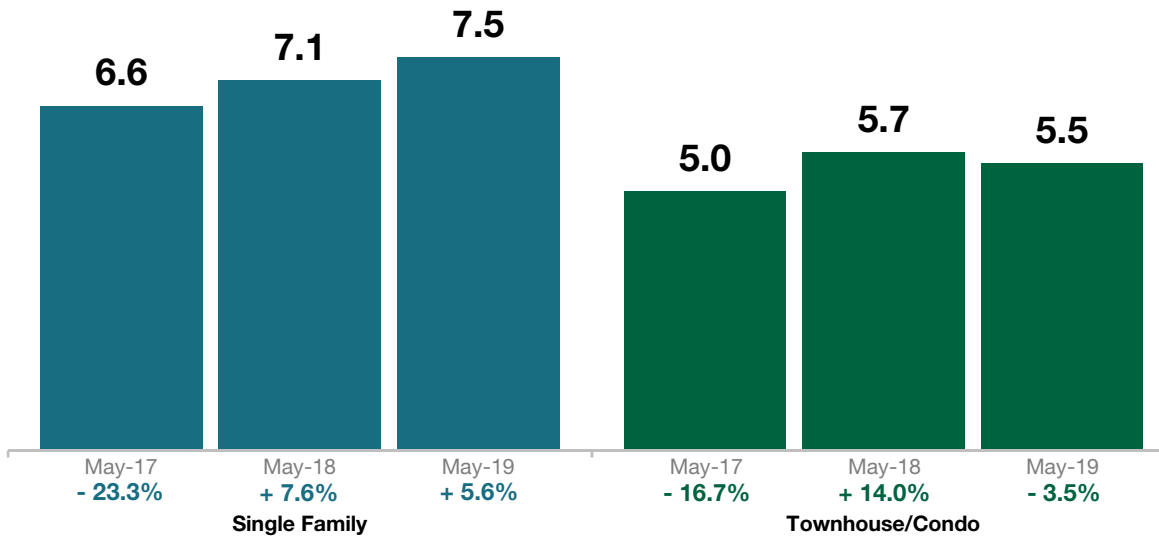
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jun-2018	493	-3.7%	176	+15.8%
Jul-2018	509	-4.0%	164	+15.5%
Aug-2018	529	0.0%	172	+16.2%
Sep-2018	505	-4.9%	160	+15.1%
Oct-2018	469	-7.5%	139	+9.4%
Nov-2018	411	-5.3%	136	0.0%
Dec-2018	368	-0.8%	134	+3.9%
Jan-2019	314	-4.8%	126	+1.6%
Feb-2019	305	-9.0%	130	-1.5%
Mar-2019	316	-12.7%	125	-17.2%
Apr-2019	357	-10.8%	134	-13.0%
May-2019	450	-0.9%	161	-5.3%

Historical Inventory of Active Listings by Month



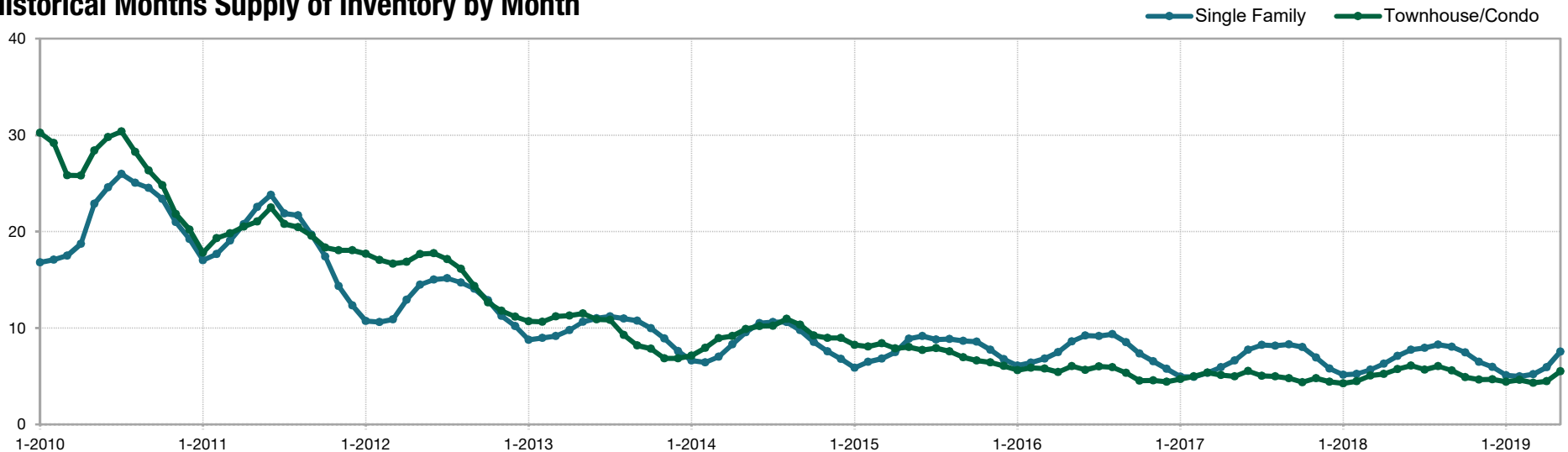
Months Supply of Inventory

May



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
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	7.5	-6.3%	4.9	+11.4%
Nov-2018	6.5	-5.8%	4.6	-4.2%
Dec-2018	6.0	+3.4%	4.7	+6.8%
Jan-2019	5.1	0.0%	4.4	+2.3%
Feb-2019	5.0	-3.8%	4.6	+2.2%
Mar-2019	5.2	-8.8%	4.3	-15.7%
Apr-2019	5.9	-6.3%	4.5	-13.5%
May-2019	7.5	+5.6%	5.5	-3.5%

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.



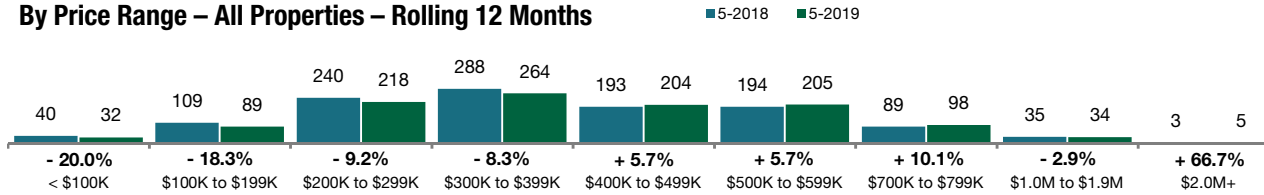
Key Metrics	Historical Sparkbars	5-2018	5-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		240	271	+ 12.9%	824	796	- 3.4%
Pending Sales		129	124	- 3.9%	509	478	- 6.1%
Sold Listings		123	109	- 11.4%	416	401	- 3.6%
Median Sales Price		\$385,000	\$425,000	+ 10.4%	\$373,850	\$385,000	+ 3.0%
Avg. Sales Price		\$427,531	\$473,273	+ 10.7%	\$432,698	\$436,436	+ 0.9%
Pct. of List Price Received		97.5%	98.2%	+ 0.7%	97.2%	97.6%	+ 0.4%
Days on Market		129	123	- 4.7%	135	137	+ 1.5%
Cumulative Days on Market		152	133	- 12.5%	159	151	- 5.0%
Affordability Index		79	74	- 6.3%	78	80	+ 2.6%
Active Listings		668	650	- 2.7%	--	--	--
Months Supply		6.7	6.8	+ 1.5%	--	--	--

Sold Listings

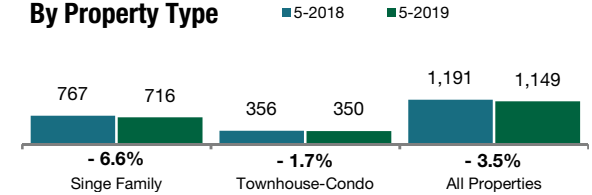
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	5-2018	5-2019	Change	5-2018	5-2019	Change
\$99,999 and Below	2	2	0.0%	31	23	-25.8%
\$100,000 to \$199,999	22	19	-13.6%	73	59	-19.2%
\$200,000 to \$299,999	117	85	-27.4%	91	88	-3.3%
\$300,000 to \$399,999	189	150	-20.6%	86	100	+16.3%
\$400,000 to \$499,999	160	164	+2.5%	32	37	+15.6%
\$500,000 to \$699,999	162	173	+6.8%	31	30	-3.2%
\$700,000 to \$999,999	82	86	+4.9%	7	12	+71.4%
\$1,000,000 to \$1,999,999	30	33	+10.0%	5	1	-80.0%
\$2,000,000 and Above	3	4	+33.3%	0	0	--
All Price Ranges	767	716	-6.6%	356	350	-1.7%

Compared to Prior Month

By Price Range	Single Family			Condo		
	4-2019	5-2019	Change	4-2019	5-2019	Change
\$99,999 and Below	1	0	-100.0%	0	3	--
\$100,000 to \$199,999	1	1	0.0%	5	1	-80.0%
\$200,000 to \$299,999	3	6	+100.0%	10	8	-20.0%
\$300,000 to \$399,999	9	15	+66.7%	14	7	-50.0%
\$400,000 to \$499,999	12	20	+66.7%	3	4	+33.3%
\$500,000 to \$699,999	12	16	+33.3%	7	4	-42.9%
\$700,000 to \$999,999	8	11	+37.5%	2	1	-50.0%
\$1,000,000 to \$1,999,999	4	4	0.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	50	73	+46.0%	41	28	-31.7%

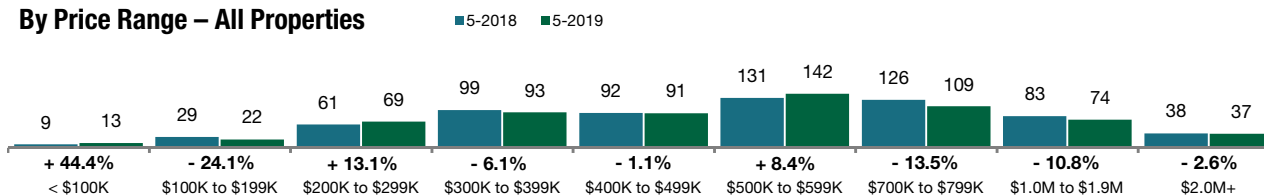
Year to Date

By Price Range	Single Family			Condo		
	5-2018	5-2019	Change	5-2018	5-2019	Change
\$99,999 and Below	1	1	0.0%	9	10	+11.1%
\$100,000 to \$199,999	4	6	+50.0%	33	18	-45.5%
\$200,000 to \$299,999	40	28	-30.0%	32	39	+21.9%
\$300,000 to \$399,999	57	48	-15.8%	33	40	+21.2%
\$400,000 to \$499,999	56	56	0.0%	8	11	+37.5%
\$500,000 to \$699,999	62	55	-11.3%	12	13	+8.3%
\$700,000 to \$999,999	31	32	+3.2%	2	5	+150.0%
\$1,000,000 to \$1,999,999	12	13	+8.3%	1	0	-100.0%
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	264	240	-9.1%	130	136	+4.6%

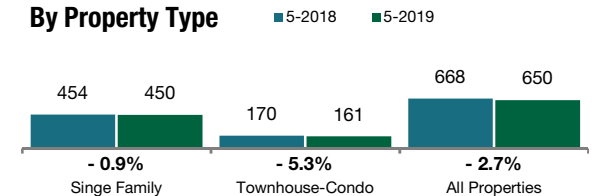
Inventory of Active Listings

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		
	5-2018	5-2019	Change	5-2018	5-2019	Change
\$99,999 and Below	0	1	--	8	8	0.0%
\$100,000 to \$199,999	5	4	-20.0%	21	14	-33.3%
\$200,000 to \$299,999	28	23	-17.9%	17	28	+64.7%
\$300,000 to \$399,999	46	63	+37.0%	40	24	-40.0%
\$400,000 to \$499,999	62	68	+9.7%	26	18	-30.8%
\$500,000 to \$699,999	106	108	+1.9%	21	33	+57.1%
\$700,000 to \$999,999	100	85	-15.0%	25	24	-4.0%
\$1,000,000 to \$1,999,999	71	62	-12.7%	11	11	0.0%
\$2,000,000 and Above	36	36	0.0%	1	1	0.0%
All Price Ranges	454	450	-0.9%	170	161	-5.3%

Compared to Prior Month

By Price Range	Single Family			Condo		
	4-2019	5-2019	Change	4-2019	5-2019	Change
\$99,999 and Below	1	1	0.0%	4	8	+100.0%
\$100,000 to \$199,999	5	4	-20.0%	12	14	+16.7%
\$200,000 to \$299,999	17	23	+35.3%	20	28	+40.0%
\$300,000 to \$399,999	49	63	+28.6%	23	24	+4.3%
\$400,000 to \$499,999	57	68	+19.3%	19	18	-5.3%
\$500,000 to \$699,999	84	108	+28.6%	26	33	+26.9%
\$700,000 to \$999,999	65	85	+30.8%	18	24	+33.3%
\$1,000,000 to \$1,999,999	54	62	+14.8%	11	11	0.0%
\$2,000,000 and Above	25	36	+44.0%	1	1	0.0%
All Price Ranges	357	450	+26.1%	134	161	+20.1%

Year to Date

By Price Range	Single Family			Condo		
	5-2018	5-2019	Change	5-2018	5-2019	Change
\$99,999 and Below	0	1	--	8	8	0.0%
\$100,000 to \$199,999	5	4	-20.0%	21	14	-33.3%
\$200,000 to \$299,999	28	23	-17.9%	17	28	+64.7%
\$300,000 to \$399,999	46	63	+37.0%	40	24	-40.0%
\$400,000 to \$499,999	62	68	+9.7%	26	18	-30.8%
\$500,000 to \$699,999	106	108	+1.9%	21	33	+57.1%
\$700,000 to \$999,999	100	85	-15.0%	25	24	-4.0%
\$1,000,000 to \$1,999,999	71	62	-12.7%	11	11	0.0%
\$2,000,000 and Above	36	36	0.0%	1	1	0.0%
All Price Ranges	454	450	-0.9%	170	161	-5.3%

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.