

Monthly Indicators



June 2019

Percent changes calculated using year-over-year comparisons.

New Listings were up 8.5 percent for single family homes and 32.6 percent for townhouse-condo properties. Pending Sales increased 14.7 percent for single family homes and 64.3 percent for townhouse-condo properties.

The Median Sales Price was up 2.3 percent to \$450,000 for single family homes but decreased 1.8 percent to \$329,000 for townhouse-condo properties. Days on Market increased 12.9 percent for single family homes but decreased 8.0 percent for townhouse-condo properties.

In terms of relative balance between buyer and seller interests, residential real estate markets across the country are performing well within an economic expansion that will become the longest in U.S. history in July. However, there are signs of a slowing economy. The Federal Reserve considers 2.0 percent a healthy inflation rate, but the U.S. is expected to remain below that this year. The Fed has received pressure from the White House to cut rates in order to spur further economic activity, and the possibility of a rate reduction in 2019 is definitely in play following a string of increases over the last several years.

Activity Snapshot

- 10.5% **- 7.1%** **- 0.3%**

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	6-2018	6-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		141	153	+ 8.5%	707	680	- 3.8%
Pending Sales		68	78	+ 14.7%	404	362	- 10.4%
Sold Listings		81	59	- 27.2%	345	299	- 13.3%
Median Sales Price		\$440,000	\$450,000	+ 2.3%	\$435,000	\$460,000	+ 5.7%
Avg. Sales Price		\$492,260	\$483,169	- 1.8%	\$512,738	\$512,121	- 0.1%
Pct. of List Price Received		98.1%	97.6%	- 0.5%	97.3%	97.6%	+ 0.3%
Days on Market		101	114	+ 12.9%	129	135	+ 4.7%
Cumulative Days on Market		108	128	+ 18.5%	152	150	- 1.3%
Affordability Index		69	73	+ 5.8%	66	69	+ 4.5%
Active Listings		493	511	+ 3.7%	--	--	--
Months Supply		7.7	8.8	+ 14.3%	--	--	--

Townhouse/Condo Market Overview

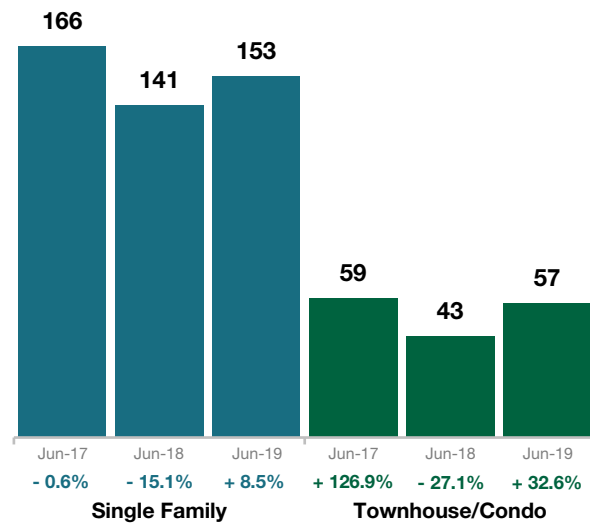
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



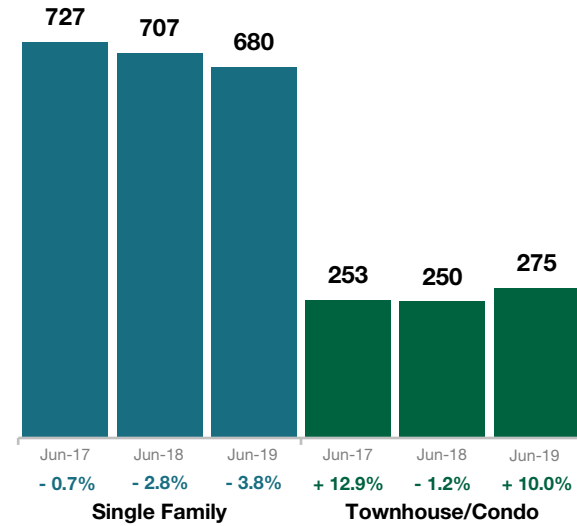
Key Metrics	Historical Sparkbars	6-2018	6-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		43	57	+ 32.6%	250	275	+ 10.0%
Pending Sales		28	46	+ 64.3%	171	199	+ 16.4%
Sold Listings		25	29	+ 16.0%	155	165	+ 6.5%
Median Sales Price		\$335,000	\$329,000	- 1.8%	\$274,900	\$304,000	+ 10.6%
Avg. Sales Price		\$336,879	\$350,155	+ 3.9%	\$299,230	\$327,967	+ 9.6%
Pct. of List Price Received		97.7%	97.8%	+ 0.1%	97.5%	97.6%	+ 0.1%
Days on Market		137	126	- 8.0%	135	133	- 1.5%
Cumulative Days on Market		143	130	- 9.1%	149	146	- 2.0%
Affordability Index		101	100	- 1.0%	114	107	- 6.1%
Active Listings		176	166	- 5.7%	--	--	--
Months Supply		6.1	5.6	- 8.2%	--	--	--

New Listings

June

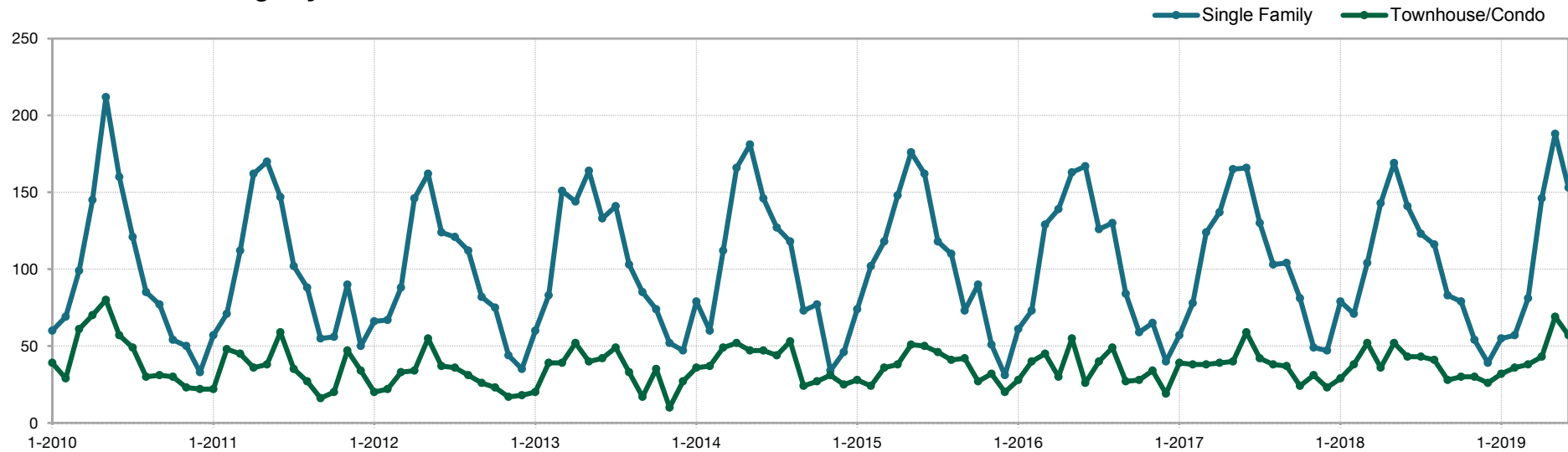


Year to Date



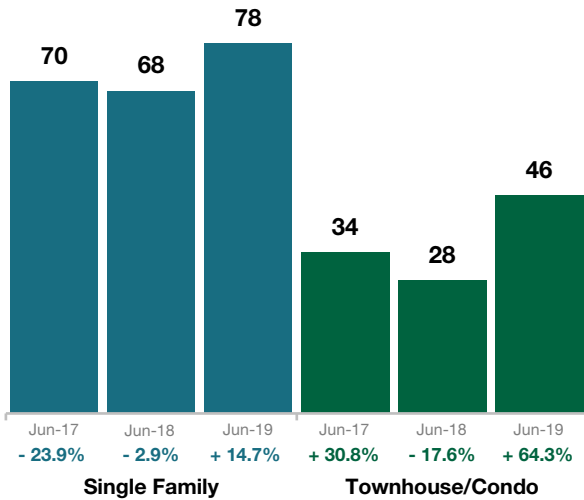
New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jul-2018	123	-5.4%	43	+2.4%
Aug-2018	116	+12.6%	41	+7.9%
Sep-2018	83	-20.2%	28	-24.3%
Oct-2018	79	-2.5%	30	+25.0%
Nov-2018	54	+10.2%	30	-3.2%
Dec-2018	39	-17.0%	26	+13.0%
Jan-2019	55	-30.4%	32	+10.3%
Feb-2019	57	-19.7%	36	-5.3%
Mar-2019	81	-22.1%	38	-26.9%
Apr-2019	146	+2.1%	43	+19.4%
May-2019	188	+11.2%	69	+32.7%
Jun-2019	153	+8.5%	57	+32.6%

Historical New Listings by Month

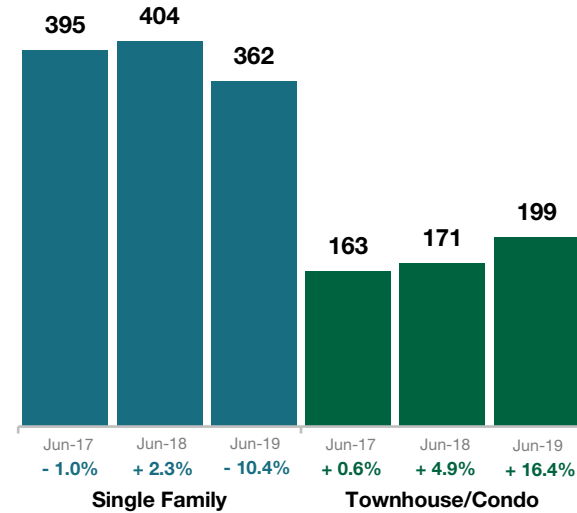


Pending Sales

June

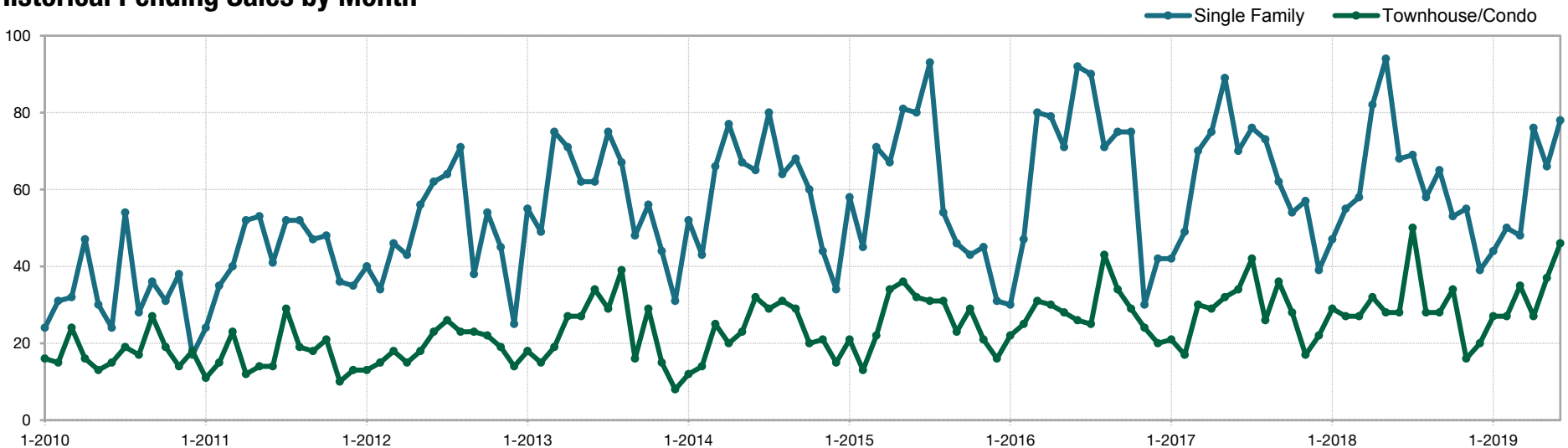


Year to Date



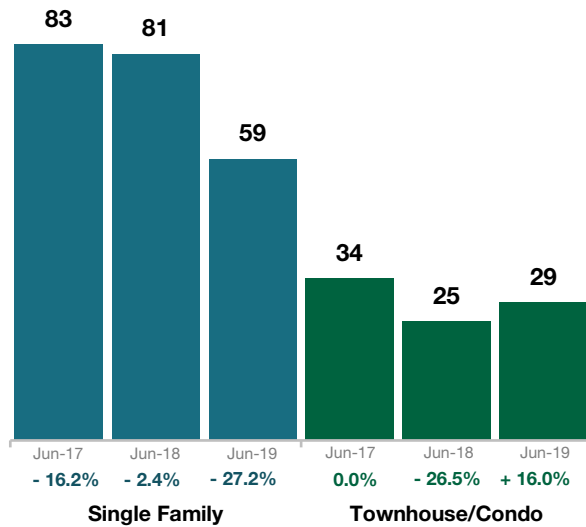
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jul-2018	69	-9.2%	50	+19.0%
Aug-2018	58	-20.5%	28	+7.7%
Sep-2018	65	+4.8%	28	-22.2%
Oct-2018	53	-1.9%	34	+21.4%
Nov-2018	55	-3.5%	16	-5.9%
Dec-2018	39	0.0%	20	-9.1%
Jan-2019	44	-6.4%	27	-6.9%
Feb-2019	50	-9.1%	27	0.0%
Mar-2019	48	-17.2%	35	+29.6%
Apr-2019	76	-7.3%	27	-15.6%
May-2019	66	-29.8%	37	+32.1%
Jun-2019	78	+14.7%	46	+64.3%

Historical Pending Sales by Month

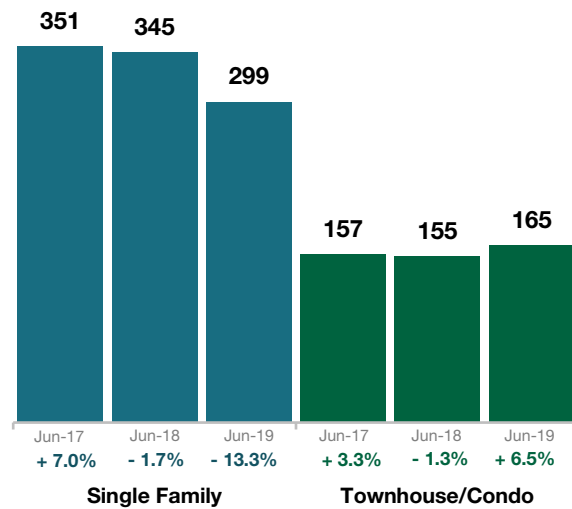


Sold Listings

June

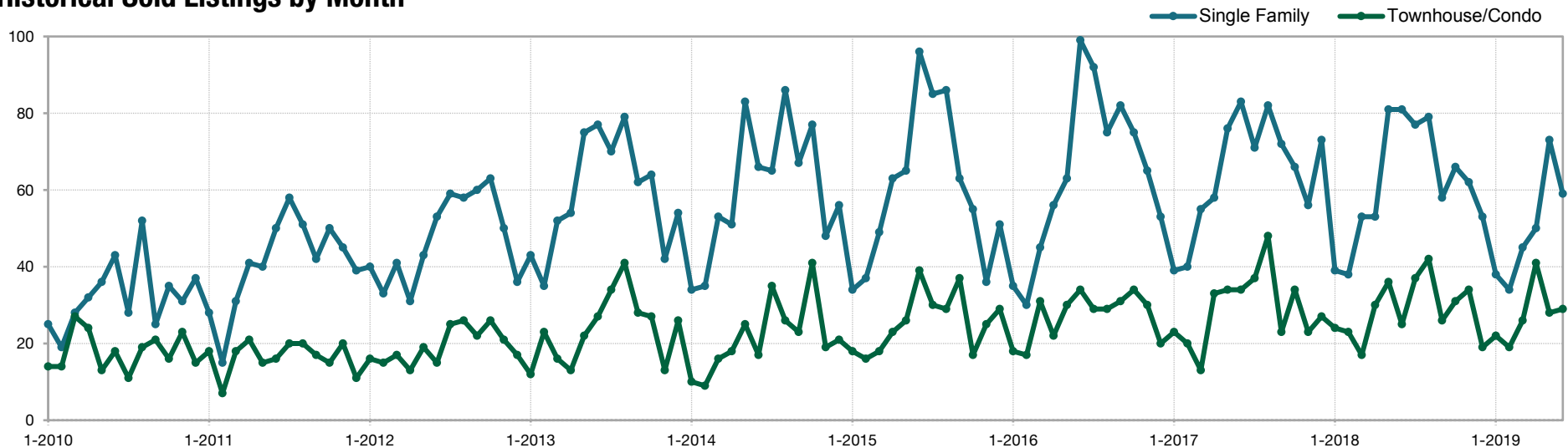


Year to Date



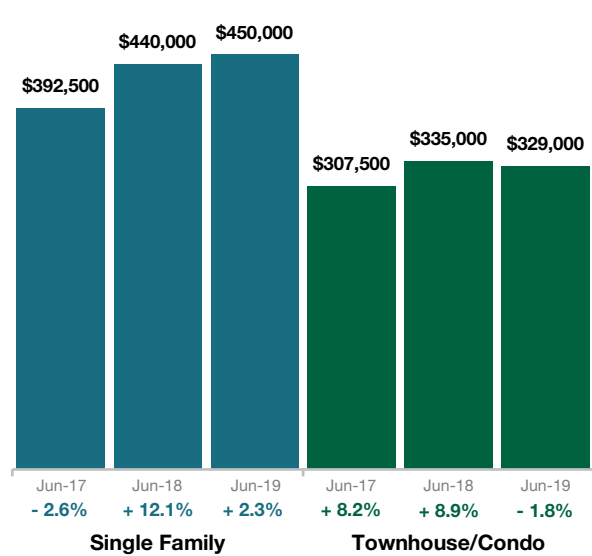
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jul-2018	77	+8.5%	37	0.0%
Aug-2018	79	-3.7%	42	-12.5%
Sep-2018	58	-19.4%	26	+13.0%
Oct-2018	66	0.0%	31	-8.8%
Nov-2018	62	+10.7%	34	+47.8%
Dec-2018	53	-27.4%	19	-29.6%
Jan-2019	38	-2.6%	22	-8.3%
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%
Jun-2019	59	-27.2%	29	+16.0%

Historical Sold Listings by Month

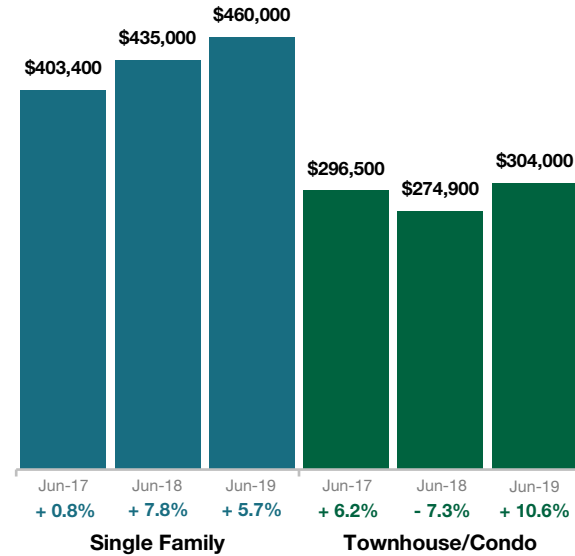


Median Sales Price

June

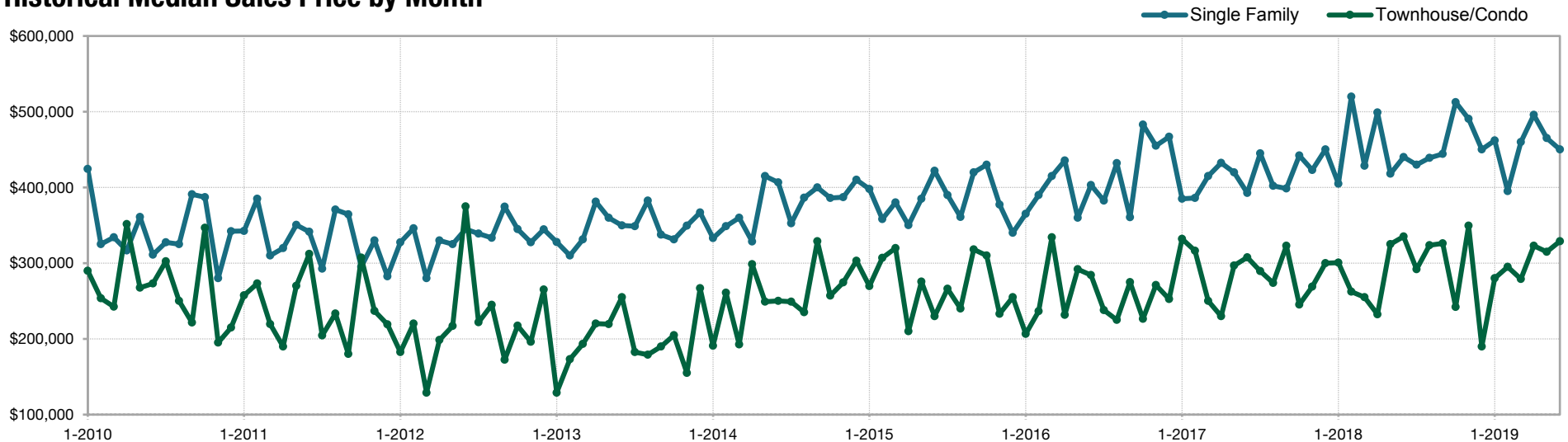


Year to Date



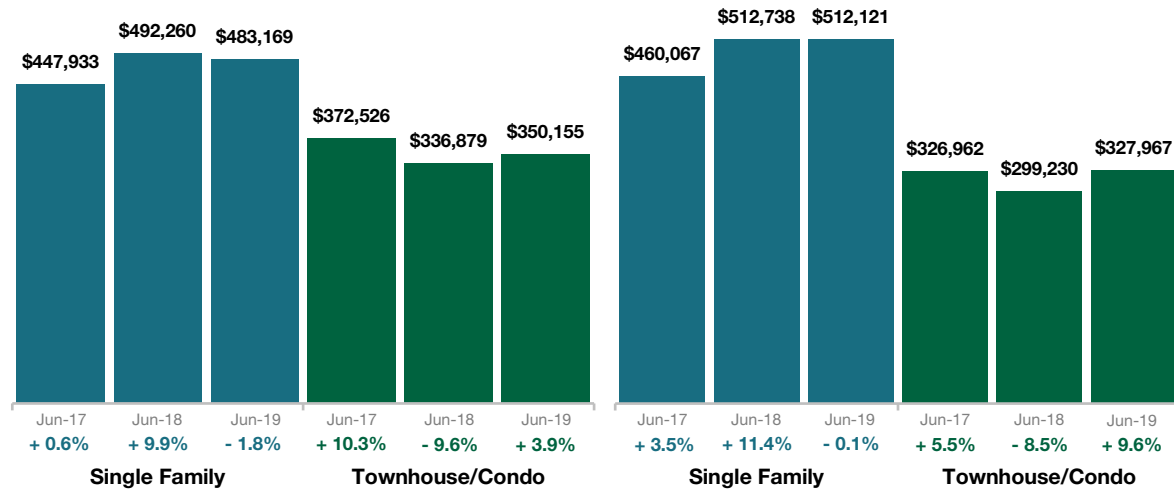
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jul-2018	\$430,000	-3.4%	\$292,000	+0.9%
Aug-2018	\$439,000	+9.2%	\$323,750	+18.2%
Sep-2018	\$444,100	+11.4%	\$326,000	+0.9%
Oct-2018	\$512,500	+15.9%	\$242,000	-1.3%
Nov-2018	\$490,500	+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%
Jun-2019	\$450,000	+2.3%	\$329,000	-1.8%

Historical Median Sales Price by Month

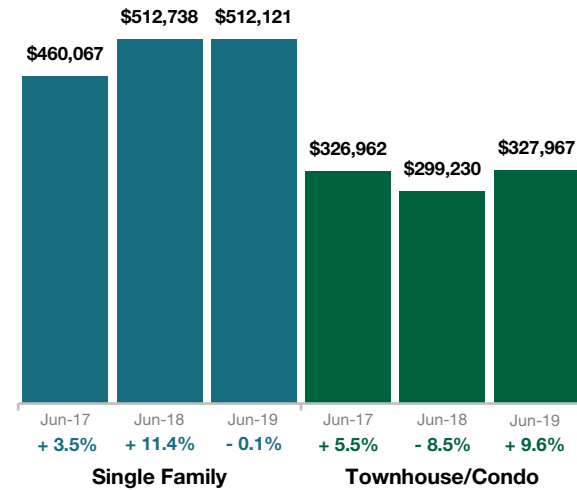


Average Sales Price

June

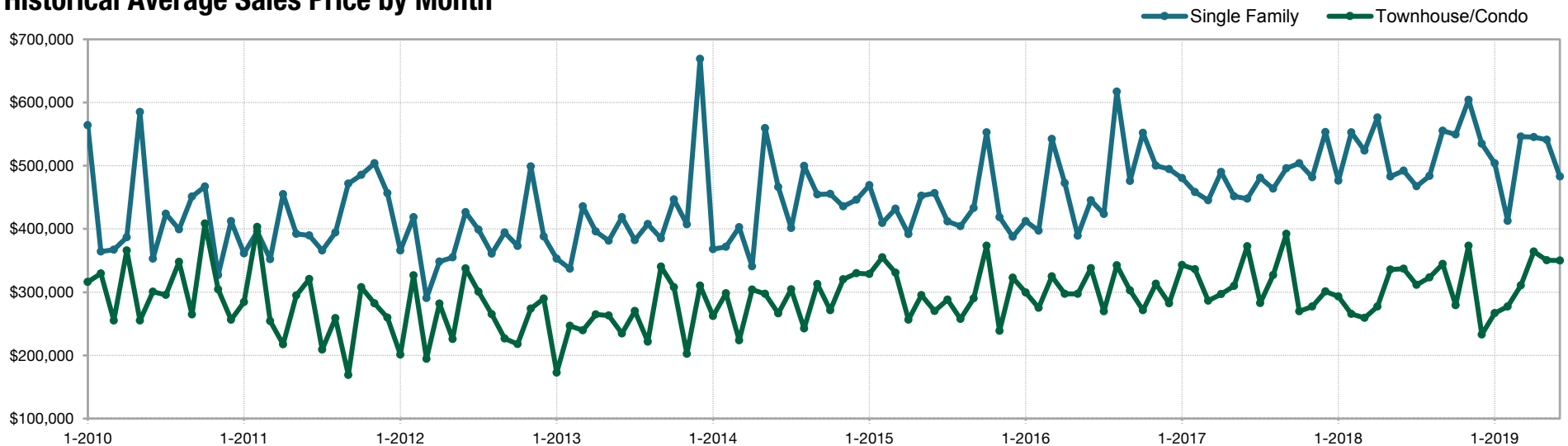


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
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%
Jun-2019	\$483,169	-1.8%	\$350,155	+3.9%

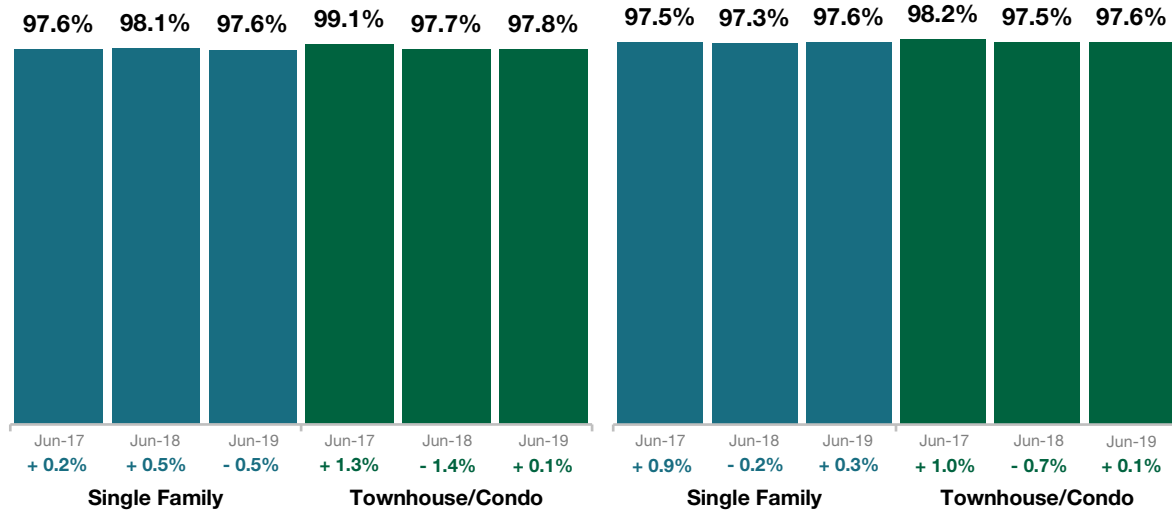
Historical Average Sales Price by Month



Percent of List Price Received

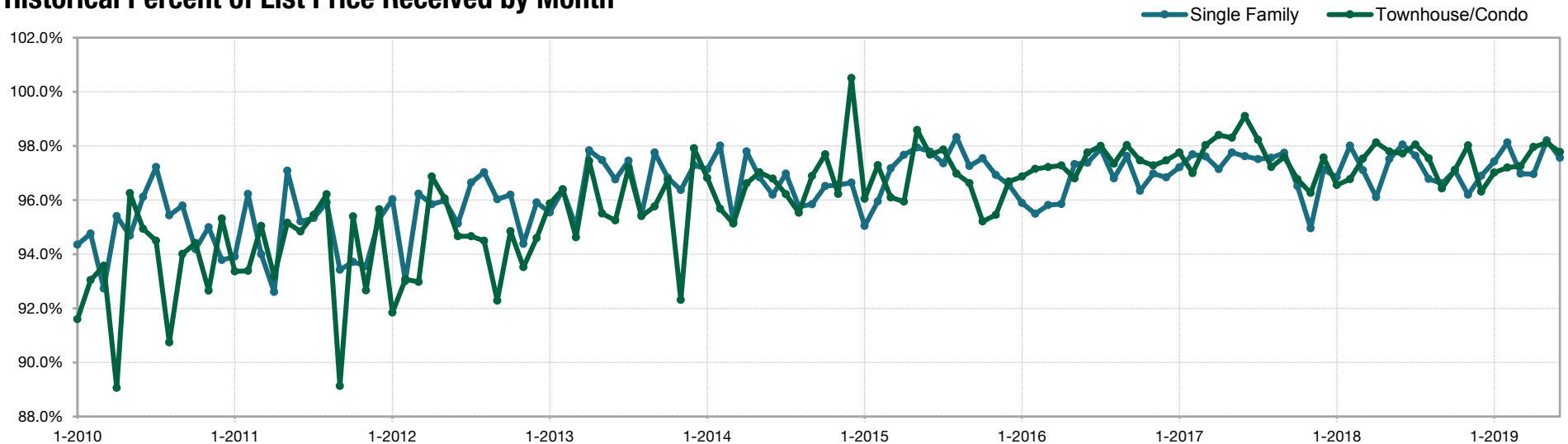
June

Year to Date



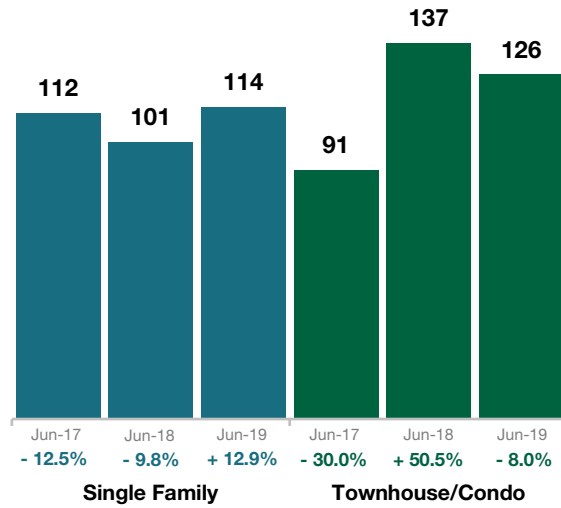
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jul-2018	97.6%	+0.1%	98.0%	-0.2%
Aug-2018	96.8%	-0.8%	97.5%	+0.3%
Sep-2018	96.6%	-1.1%	96.4%	-1.2%
Oct-2018	97.1%	+0.6%	97.1%	+0.3%
Nov-2018	96.2%	+1.3%	98.0%	+1.8%
Dec-2018	96.9%	-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%
Jun-2019	97.6%	-0.5%	97.8%	+0.1%

Historical Percent of List Price Received by Month

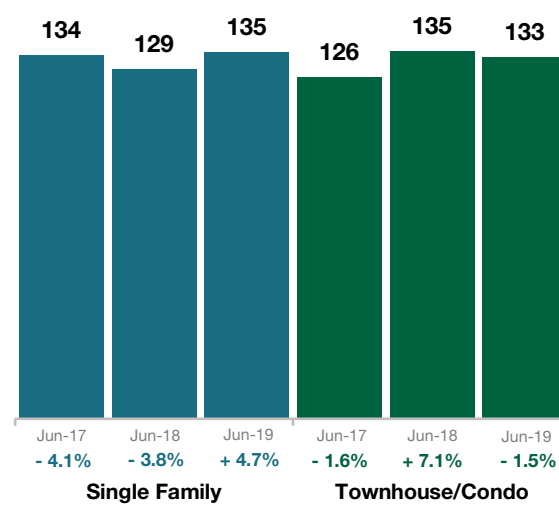


Days on Market Until Sale

June

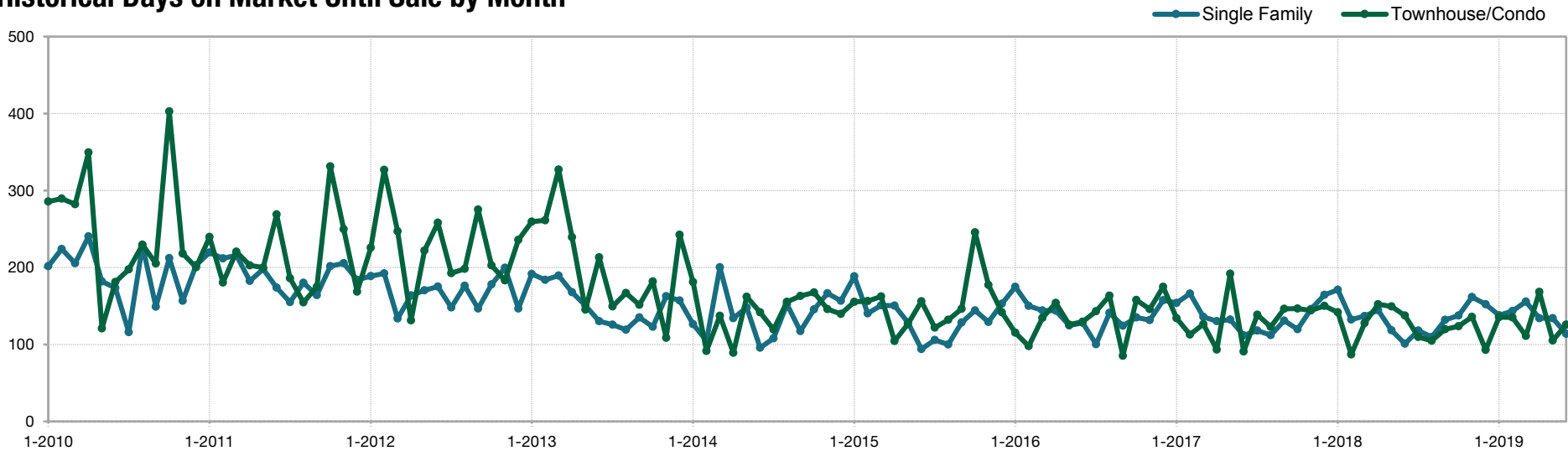


Year to Date



Days on Market	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
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%	105	-30.0%
Jun-2019	114	+12.9%	126	-8.0%

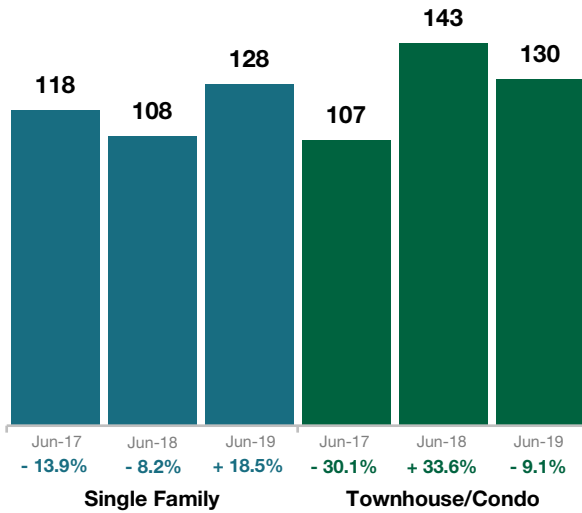
Historical Days on Market Until Sale by Month



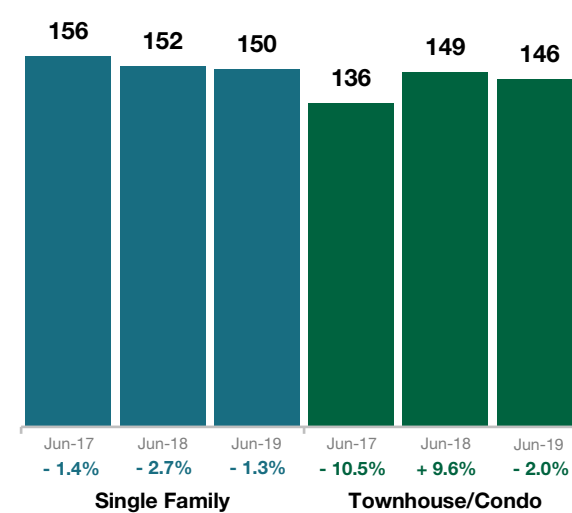
Cumulative Days on Market Until Sale



June

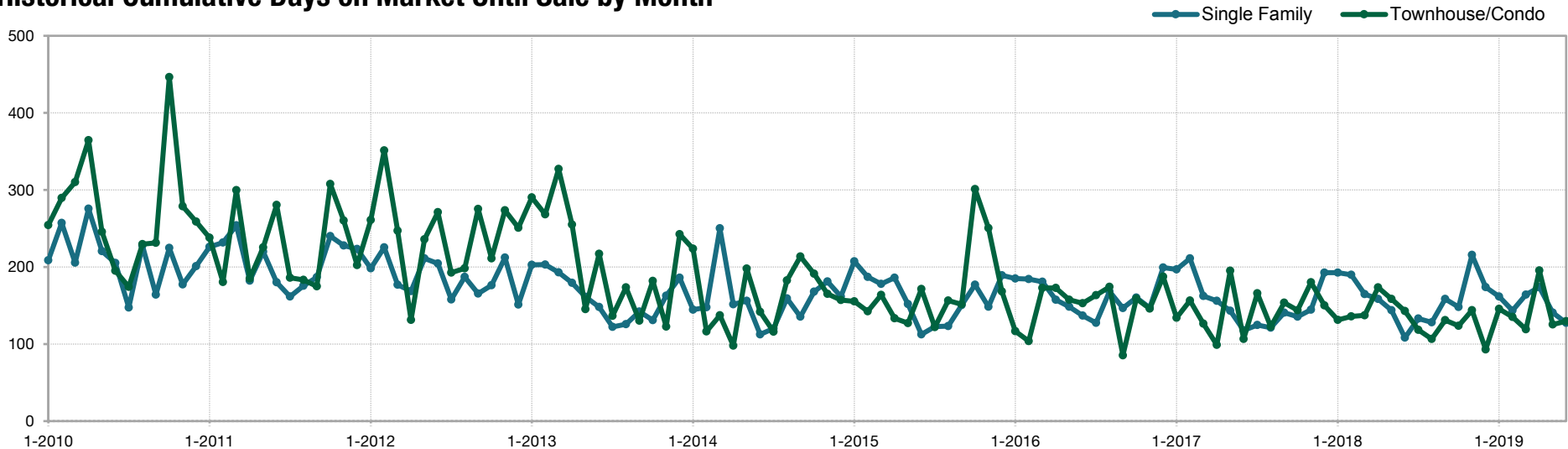


Year to Date



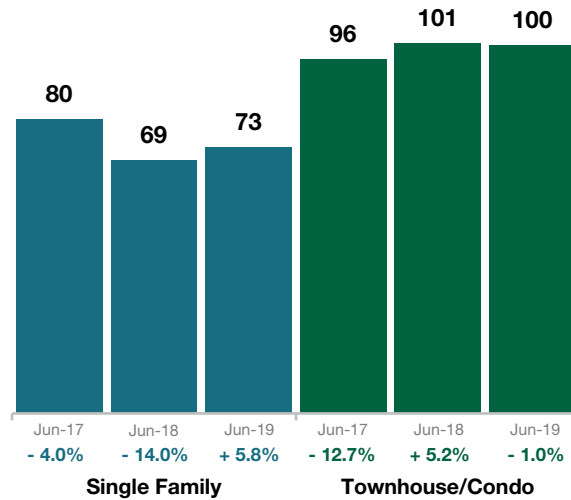
Cumulative Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jul-2018	133	+6.4%	118	-28.9%
Aug-2018	128	+5.8%	107	-13.0%
Sep-2018	159	+12.8%	131	-14.9%
Oct-2018	148	+9.6%	124	-13.9%
Nov-2018	216	+49.0%	144	-20.0%
Dec-2018	174	-9.8%	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%	125	-20.9%
Jun-2019	128	+18.5%	130	-9.1%

Historical Cumulative Days on Market Until Sale by Month

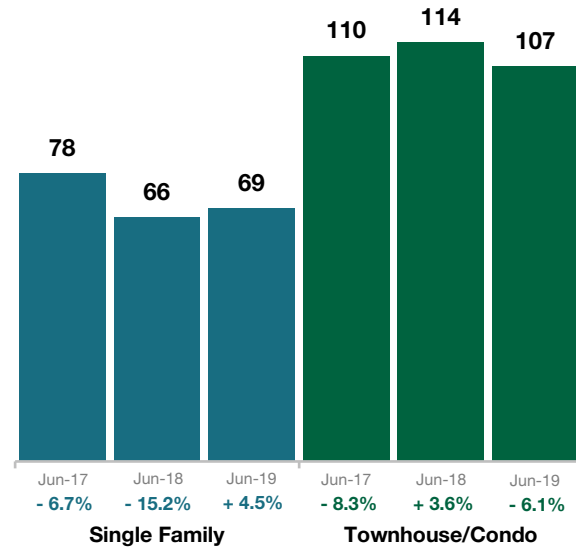


Housing Affordability Index

June

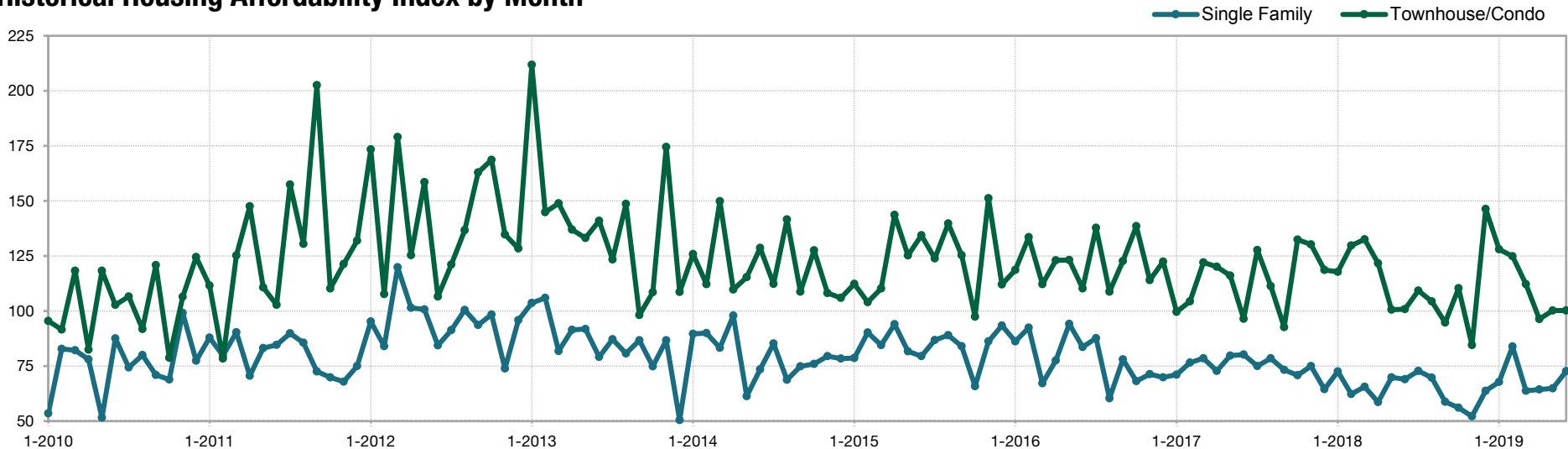


Year to Date



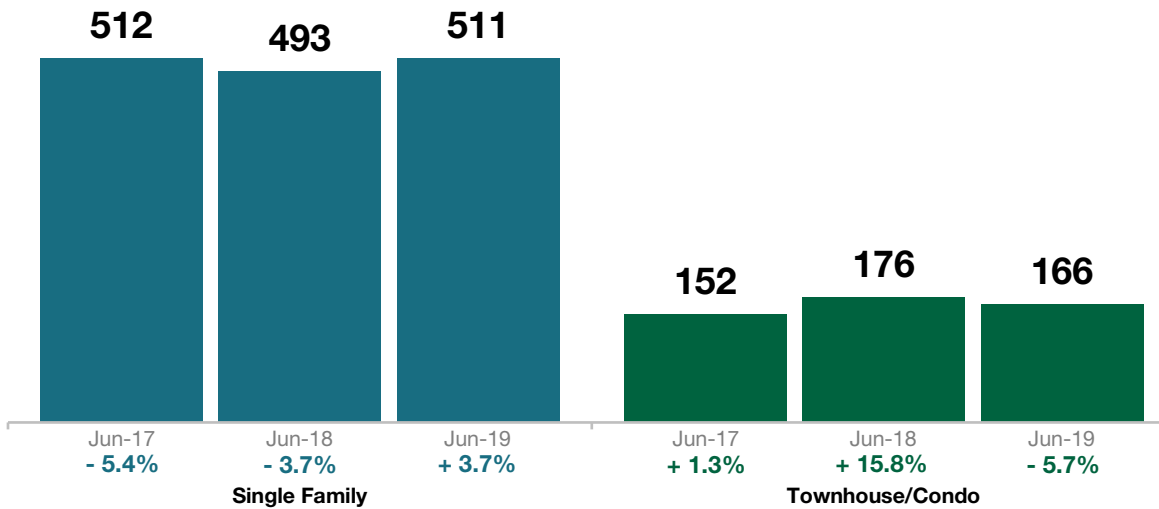
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jul-2018	73	-2.7%	109	-14.8%
Aug-2018	70	-10.3%	104	-6.3%
Sep-2018	59	-19.2%	95	+2.2%
Oct-2018	56	-21.1%	110	-16.7%
Nov-2018	52	-30.7%	84	-35.4%
Dec-2018	64	-1.5%	146	+22.7%
Jan-2019	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%
Jun-2019	73	+5.8%	100	-1.0%

Historical Housing Affordability Index by Month



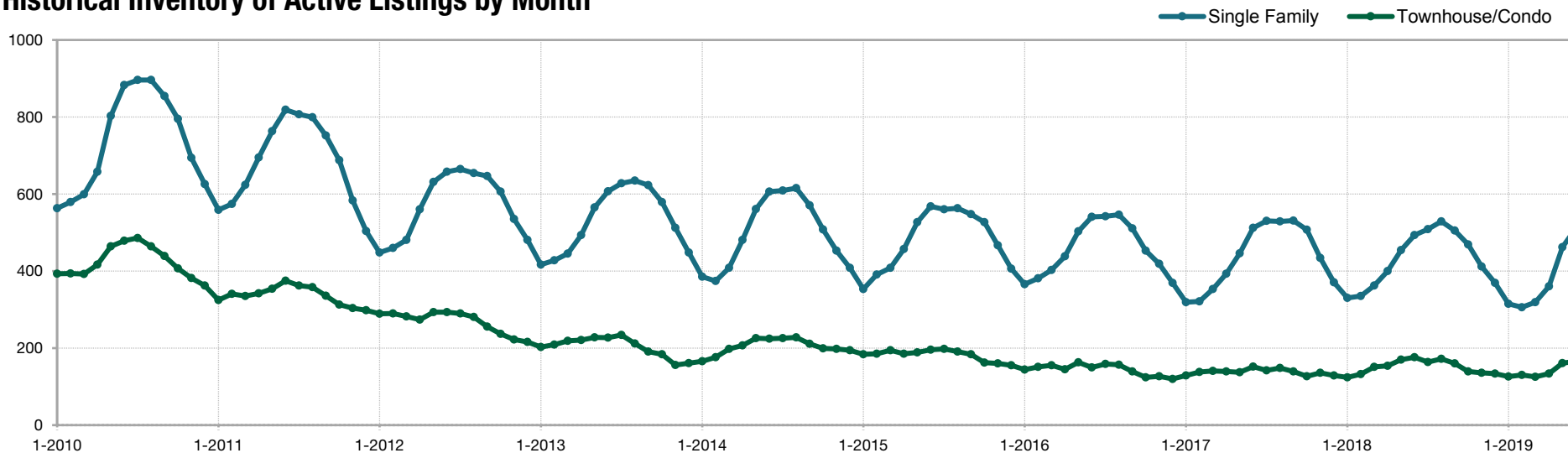
Inventory of Active Listings

June



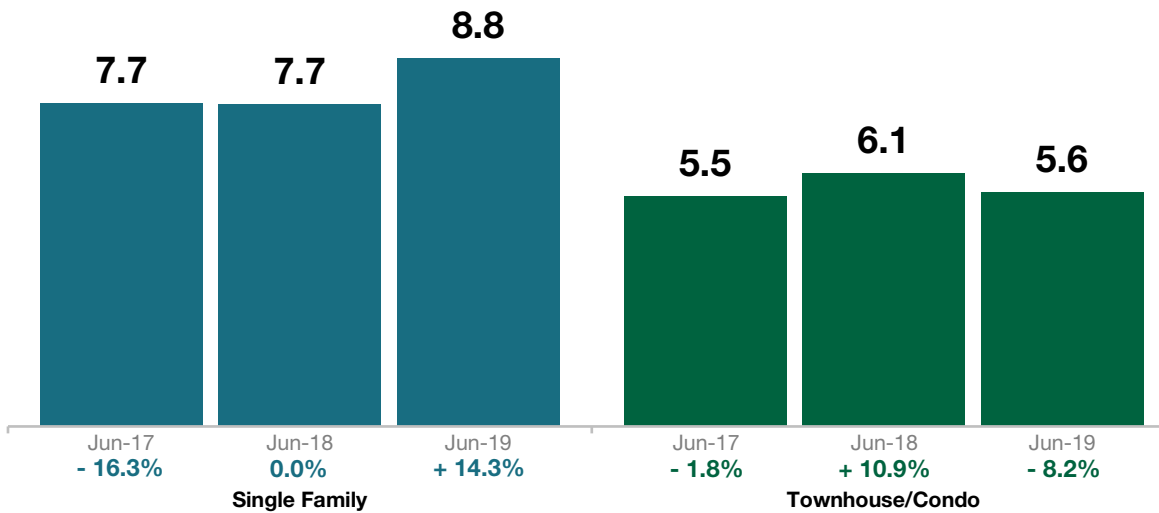
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jul-2018	509	-4.0%	164	+15.5%
Aug-2018	529	0.0%	172	+16.2%
Sep-2018	505	-4.9%	160	+15.1%
Oct-2018	469	-7.5%	139	+9.4%
Nov-2018	412	-5.1%	136	0.0%
Dec-2018	369	-0.5%	134	+3.9%
Jan-2019	315	-4.5%	126	+1.6%
Feb-2019	306	-8.7%	130	-1.5%
Mar-2019	319	-11.9%	125	-17.2%
Apr-2019	360	-10.0%	134	-13.0%
May-2019	462	+1.8%	161	-5.3%
Jun-2019	511	+3.7%	166	-5.7%

Historical Inventory of Active Listings by Month



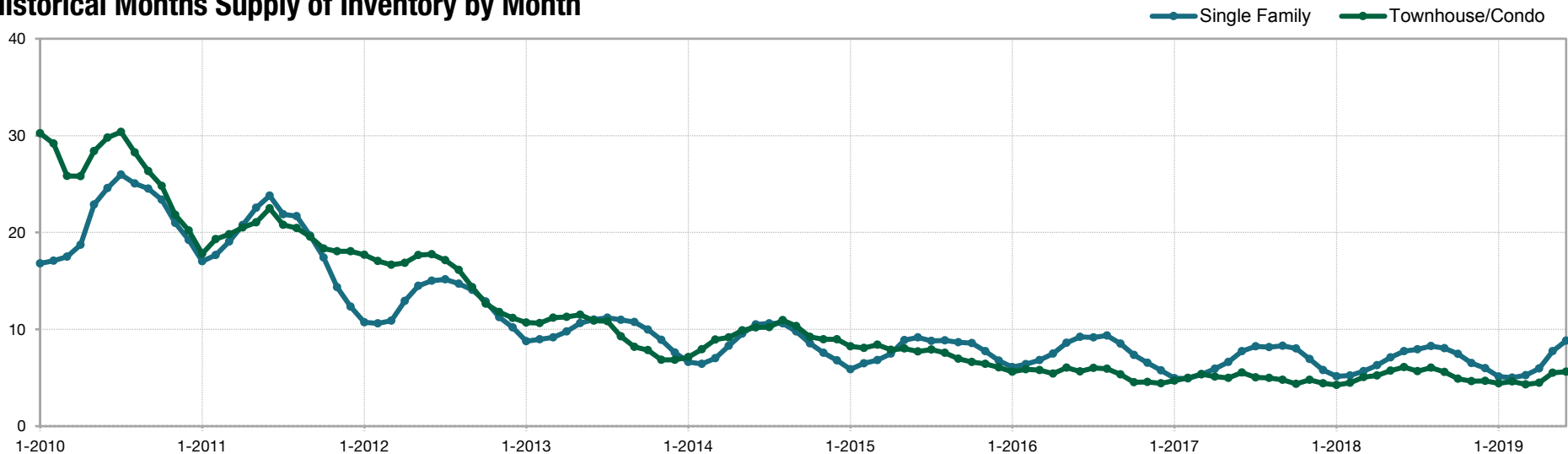
Months Supply of Inventory

June



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
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	5.3	-7.0%	4.3	-15.7%
Apr-2019	6.0	-4.8%	4.5	-13.5%
May-2019	7.7	+8.5%	5.5	-3.5%
Jun-2019	8.8	+14.3%	5.6	-8.2%

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.



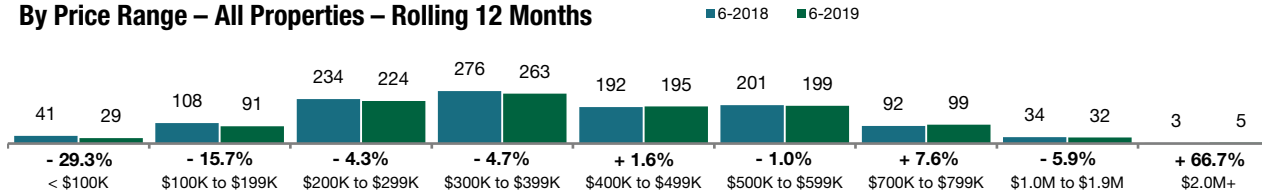
Key Metrics	Historical Sparkbars	6-2018	6-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		199	220	+ 10.6%	1,023	1,022	- 0.1%
Pending Sales		104	132	+ 26.9%	613	604	- 1.5%
Sold Listings		114	102	- 10.5%	530	503	- 5.1%
Median Sales Price		\$390,000	\$362,500	- 7.1%	\$375,000	\$375,000	0.0%
Avg. Sales Price		\$439,517	\$417,028	- 5.1%	\$434,165	\$432,492	- 0.4%
Pct. of List Price Received		98.0%	97.7%	- 0.3%	97.4%	97.6%	+ 0.2%
Days on Market		107	112	+ 4.7%	129	132	+ 2.3%
Cumulative Days on Market		116	132	+ 13.8%	150	148	- 1.3%
Affordability Index		77	84	+ 9.1%	78	81	+ 3.8%
Active Listings		718	716	- 0.3%	--	--	--
Months Supply		7.3	7.6	+ 4.1%	--	--	--

Sold Listings

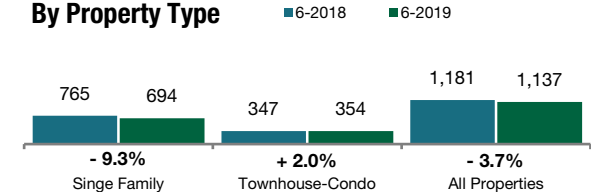
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	6-2018	6-2019	Change	6-2018	6-2019	Change
\$99,999 and Below	2	2	0.0%	31	22	-29.0%
\$100,000 to \$199,999	23	17	-26.1%	73	62	-15.1%
\$200,000 to \$299,999	113	85	-24.8%	87	87	0.0%
\$300,000 to \$399,999	182	143	-21.4%	82	105	+28.0%
\$400,000 to \$499,999	155	159	+2.6%	35	34	-2.9%
\$500,000 to \$699,999	172	168	-2.3%	28	29	+3.6%
\$700,000 to \$999,999	84	85	+1.2%	8	14	+75.0%
\$1,000,000 to \$1,999,999	31	31	0.0%	3	1	-66.7%
\$2,000,000 and Above	3	4	+33.3%	0	0	--
All Price Ranges	765	694	-9.3%	347	354	+2.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2019	6-2019	Change	5-2019	6-2019	Change
\$99,999 and Below	0	0	--	3	0	-100.0%
\$100,000 to \$199,999	1	1	0.0%	1	6	+500.0%
\$200,000 to \$299,999	6	9	+50.0%	8	7	-12.5%
\$300,000 to \$399,999	15	15	0.0%	7	10	+42.9%
\$400,000 to \$499,999	20	9	-55.0%	4	2	-50.0%
\$500,000 to \$699,999	16	17	+6.3%	4	1	-75.0%
\$700,000 to \$999,999	11	7	-36.4%	1	3	+200.0%
\$1,000,000 to \$1,999,999	4	1	-75.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	73	59	-19.2%	28	29	+3.6%

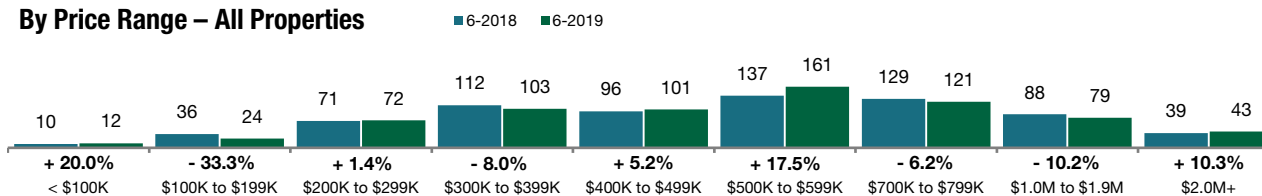
Year to Date

By Price Range	Single Family			Condo		
	6-2018	6-2019	Change	6-2018	6-2019	Change
\$99,999 and Below	1	1	0.0%	10	10	0.0%
\$100,000 to \$199,999	7	7	0.0%	36	24	-33.3%
\$200,000 to \$299,999	49	37	-24.5%	40	46	+15.0%
\$300,000 to \$399,999	79	63	-20.3%	38	50	+31.6%
\$400,000 to \$499,999	70	65	-7.1%	13	13	0.0%
\$500,000 to \$699,999	84	72	-14.3%	14	14	0.0%
\$700,000 to \$999,999	39	39	0.0%	3	8	+166.7%
\$1,000,000 to \$1,999,999	15	14	-6.7%	1	0	-100.0%
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	345	299	-13.3%	155	165	+6.5%

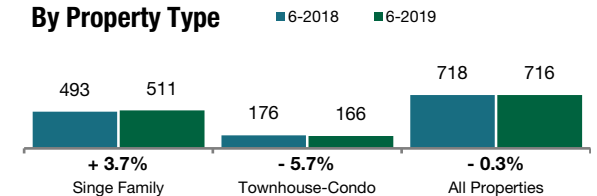
Inventory of Active Listings

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		
	6-2018	6-2019	Change	6-2018	6-2019	Change
\$99,999 and Below	0	2	--	8	6	-25.0%
\$100,000 to \$199,999	7	7	0.0%	24	13	-45.8%
\$200,000 to \$299,999	35	34	-2.9%	17	23	+35.3%
\$300,000 to \$399,999	58	70	+20.7%	40	25	-37.5%
\$400,000 to \$499,999	67	71	+6.0%	26	24	-7.7%
\$500,000 to \$699,999	113	121	+7.1%	21	39	+85.7%
\$700,000 to \$999,999	100	97	-3.0%	28	24	-14.3%
\$1,000,000 to \$1,999,999	76	67	-11.8%	11	11	0.0%
\$2,000,000 and Above	37	42	+13.5%	1	1	0.0%
All Price Ranges	493	511	+3.7%	176	166	-5.7%

Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2019	6-2019	Change	5-2019	6-2019	Change
\$99,999 and Below	1	2	+100.0%	8	6	-25.0%
\$100,000 to \$199,999	5	7	+40.0%	13	13	0.0%
\$200,000 to \$299,999	24	34	+41.7%	29	23	-20.7%
\$300,000 to \$399,999	65	70	+7.7%	24	25	+4.2%
\$400,000 to \$499,999	69	71	+2.9%	18	24	+33.3%
\$500,000 to \$699,999	111	121	+9.0%	33	39	+18.2%
\$700,000 to \$999,999	86	97	+12.8%	24	24	0.0%
\$1,000,000 to \$1,999,999	64	67	+4.7%	11	11	0.0%
\$2,000,000 and Above	37	42	+13.5%	1	1	0.0%
All Price Ranges	462	511	+10.6%	161	166	+3.1%

Year to Date

By Price Range	Single Family			Condo		
	6-2018	6-2019	Change	6-2018	6-2019	Change
\$99,999 and Below	0	2	--	8	6	-25.0%
\$100,000 to \$199,999	7	7	0.0%	24	13	-45.8%
\$200,000 to \$299,999	35	34	-2.9%	17	23	+35.3%
\$300,000 to \$399,999	58	70	+20.7%	40	25	-37.5%
\$400,000 to \$499,999	67	71	+6.0%	26	24	-7.7%
\$500,000 to \$699,999	113	121	+7.1%	21	39	+85.7%
\$700,000 to \$999,999	100	97	-3.0%	28	24	-14.3%
\$1,000,000 to \$1,999,999	76	67	-11.8%	11	11	0.0%
\$2,000,000 and Above	37	42	+13.5%	1	1	0.0%
All Price Ranges	493	511	+3.7%	176	166	-5.7%

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.