

Monthly Indicators



July 2019

Percent changes calculated using year-over-year comparisons.

New Listings were up 15.6 percent for single family homes and 37.2 percent for townhouse-condo properties. Pending Sales increased 21.3 percent for single family homes but decreased 34.0 percent for townhouse-condo properties.

The Median Sales Price was up 0.9 percent to \$429,000 for single family homes and 1.0 percent to \$295,000 for townhouse-condo properties. Days on Market remained flat for single family homes but decreased 3.6 percent for townhouse-condo properties.

During the record-setting 121-month economic expansion, the unemployment rate has dropped from 10.0 percent in 2009 to 3.7 percent, yet many consumers continue to struggle financially. Low mortgage interest rates have helped offset low housing affordability, but high home prices are outpacing median household income growth. In a move to stoke continued economic prosperity, the Federal Reserve reduced the benchmark interest rate by a quarter point to about 2.25 percent, marking the first reduction in more than a decade.

Activity Snapshot

+ 14.0%	- 0.9%	+ 5.8%
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 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	7-2018	7-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		141	163	+ 15.6%	914	910	- 0.4%
Pending Sales		80	97	+ 21.3%	522	497	- 4.8%
Sold Listings		84	85	+ 1.2%	459	424	- 7.6%
Median Sales Price		\$425,000	\$429,000	+ 0.9%	\$425,000	\$433,000	+ 1.9%
Avg. Sales Price		\$448,660	\$533,093	+ 18.8%	\$482,384	\$494,715	+ 2.6%
Pct. of List Price Received		97.5%	97.4%	- 0.1%	97.4%	97.6%	+ 0.2%
Days on Market		114	114	0.0%	124	128	+ 3.2%
Cumulative Days on Market		128	122	- 4.7%	146	143	- 2.1%
Affordability Index		76	67	- 11.8%	71	73	+ 2.8%
Active Listings		559	580	+ 3.8%	--	--	--
Months Supply		8.0	8.9	+ 11.3%	--	--	--

Townhouse/Condo Market Overview

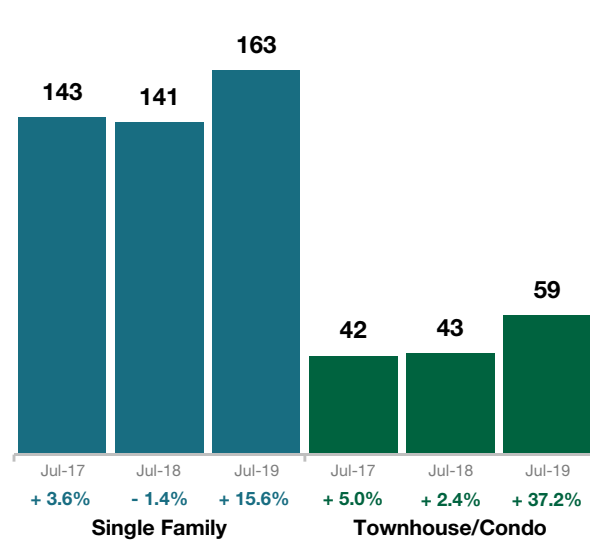
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



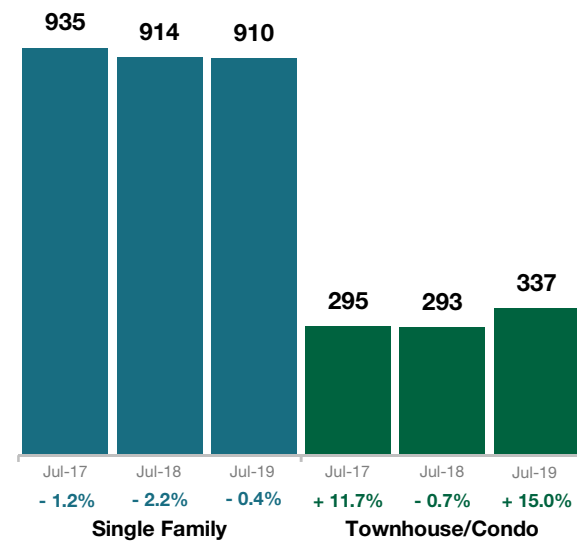
Key Metrics	Historical Sparkbars	7-2018	7-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		43	59	+ 37.2%	293	337	+ 15.0%
Pending Sales		50	33	- 34.0%	221	229	+ 3.6%
Sold Listings		37	53	+ 43.2%	192	218	+ 13.5%
Median Sales Price		\$292,000	\$295,000	+ 1.0%	\$282,750	\$302,000	+ 6.8%
Avg. Sales Price		\$311,395	\$308,329	- 1.0%	\$301,574	\$323,193	+ 7.2%
Pct. of List Price Received		98.0%	98.0%	0.0%	97.6%	97.7%	+ 0.1%
Days on Market		110	106	- 3.6%	130	126	- 3.1%
Cumulative Days on Market		118	124	+ 5.1%	143	141	- 1.4%
Affordability Index		109	116	+ 6.4%	113	111	- 1.8%
Active Listings		164	185	+ 12.8%	--	--	--
Months Supply		5.7	6.0	+ 5.3%	--	--	--

New Listings

July

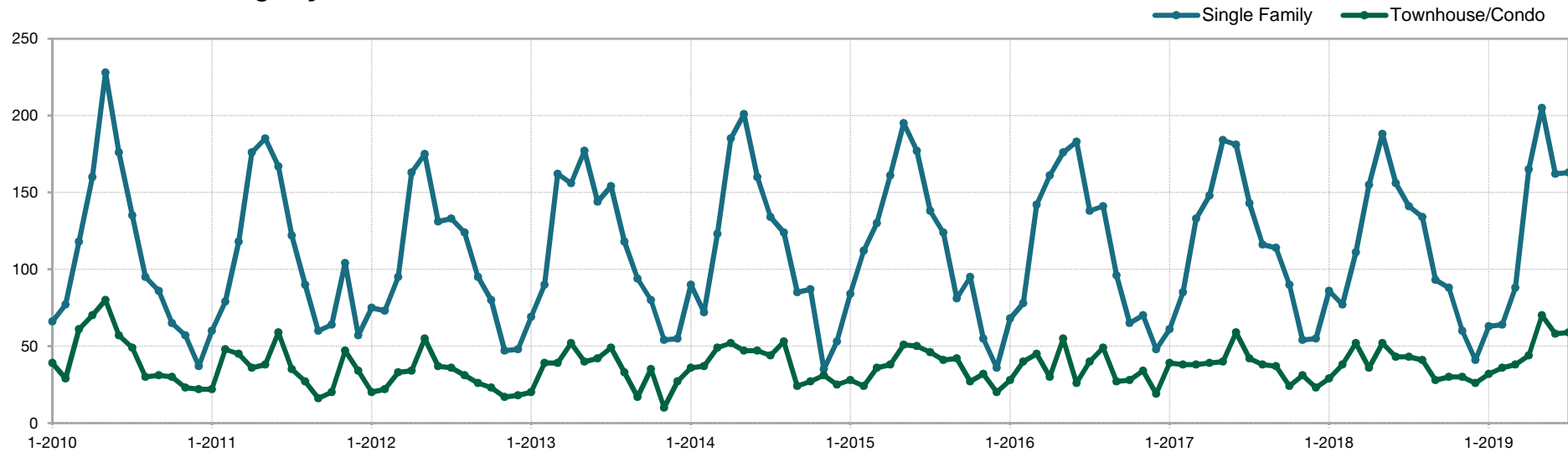


Year to Date



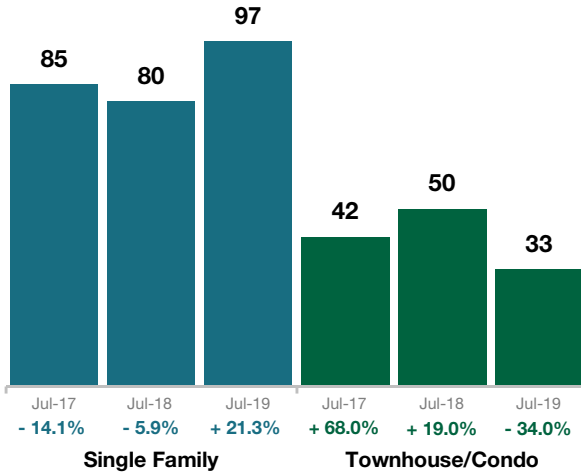
New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Aug-2018	134	+15.5%	41	+7.9%
Sep-2018	93	-18.4%	28	-24.3%
Oct-2018	88	-2.2%	30	+25.0%
Nov-2018	60	+11.1%	30	-3.2%
Dec-2018	41	-25.5%	26	+13.0%
Jan-2019	63	-26.7%	32	+10.3%
Feb-2019	64	-16.9%	36	-5.3%
Mar-2019	88	-20.7%	38	-26.9%
Apr-2019	165	+6.5%	44	+22.2%
May-2019	205	+9.0%	70	+34.6%
Jun-2019	162	+3.8%	58	+34.9%
Jul-2019	163	+15.6%	59	+37.2%

Historical New Listings by Month

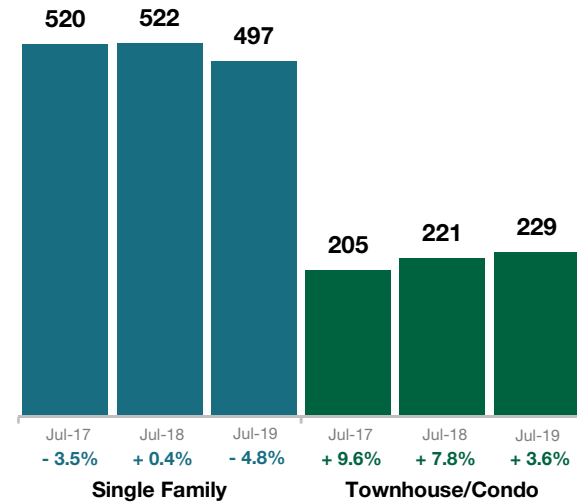


Pending Sales

July

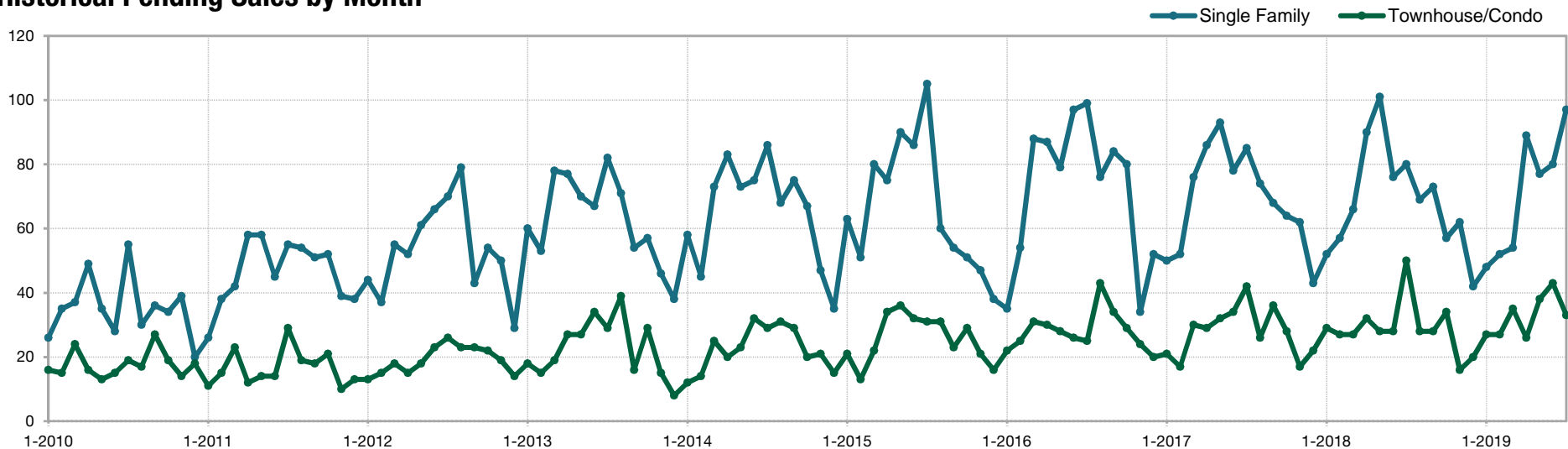


Year to Date



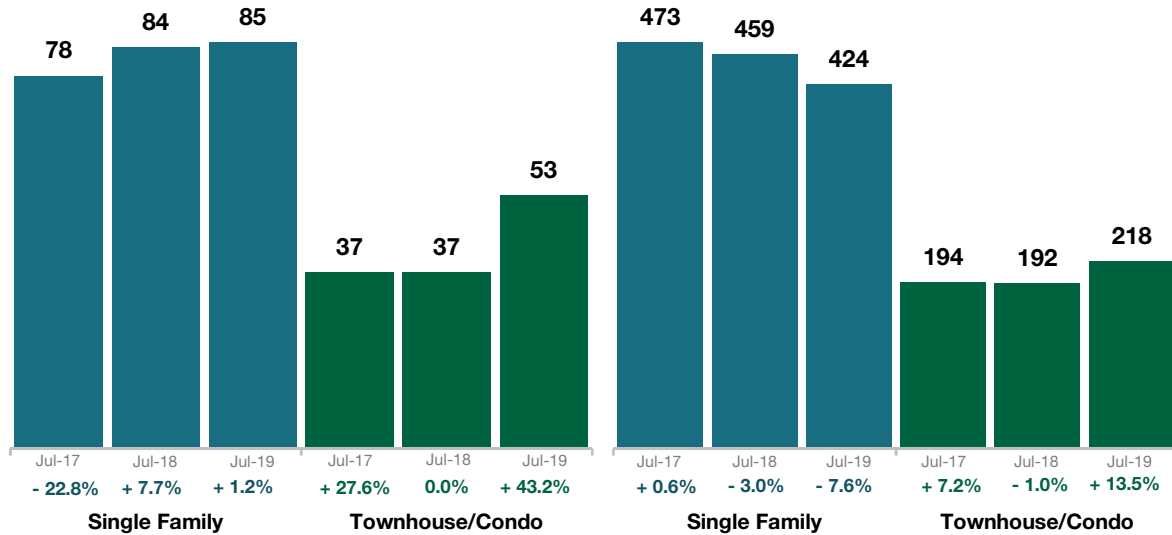
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Aug-2018	69	-6.8%	28	+7.7%
Sep-2018	73	+7.4%	28	-22.2%
Oct-2018	57	-10.9%	34	+21.4%
Nov-2018	62	0.0%	16	-5.9%
Dec-2018	42	-2.3%	20	-9.1%
Jan-2019	48	-7.7%	27	-6.9%
Feb-2019	52	-8.8%	27	0.0%
Mar-2019	54	-18.2%	35	+29.6%
Apr-2019	89	-1.1%	26	-18.8%
May-2019	77	-23.8%	38	+35.7%
Jun-2019	80	+5.3%	43	+53.6%
Jul-2019	97	+21.3%	33	-34.0%

Historical Pending Sales by Month

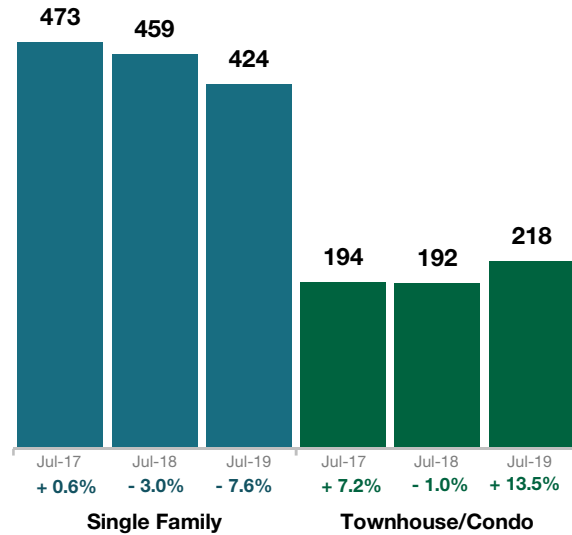


Sold Listings

July

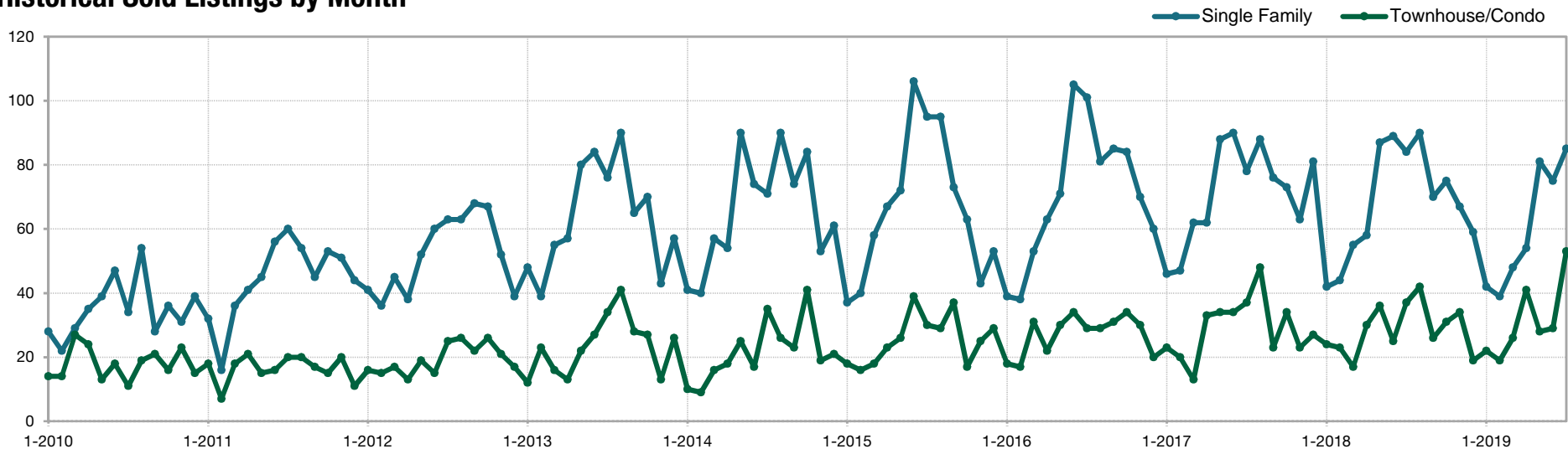


Year to Date



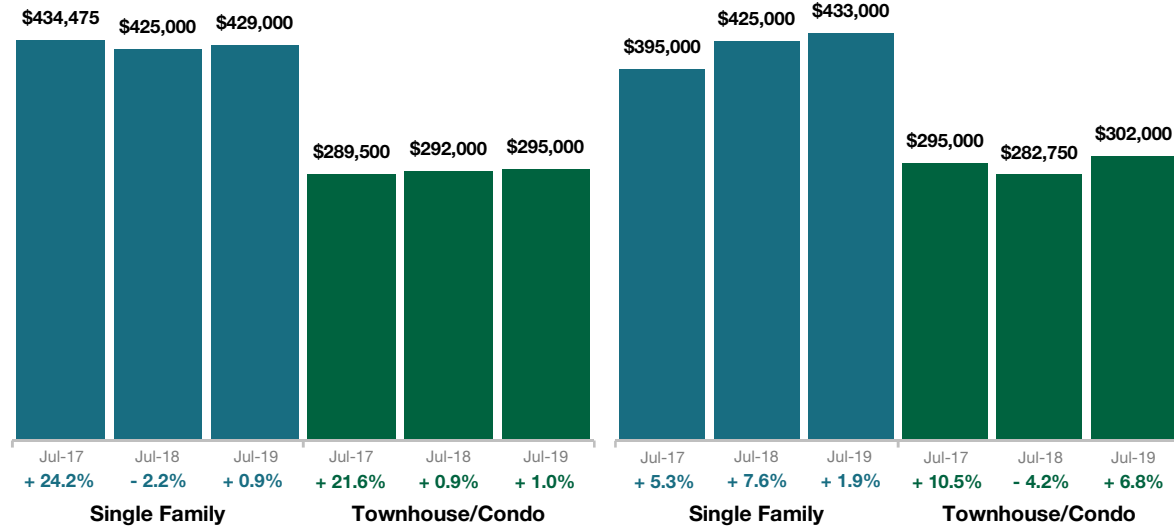
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Aug-2018	90	+2.3%	42	-12.5%
Sep-2018	70	-7.9%	26	+13.0%
Oct-2018	75	+2.7%	31	-8.8%
Nov-2018	67	+6.3%	34	+47.8%
Dec-2018	59	-27.2%	19	-29.6%
Jan-2019	42	0.0%	22	-8.3%
Feb-2019	39	-11.4%	19	-17.4%
Mar-2019	48	-12.7%	26	+52.9%
Apr-2019	54	-6.9%	41	+36.7%
May-2019	81	-6.9%	28	-22.2%
Jun-2019	75	-15.7%	29	+16.0%
Jul-2019	85	+1.2%	53	+43.2%

Historical Sold Listings by Month

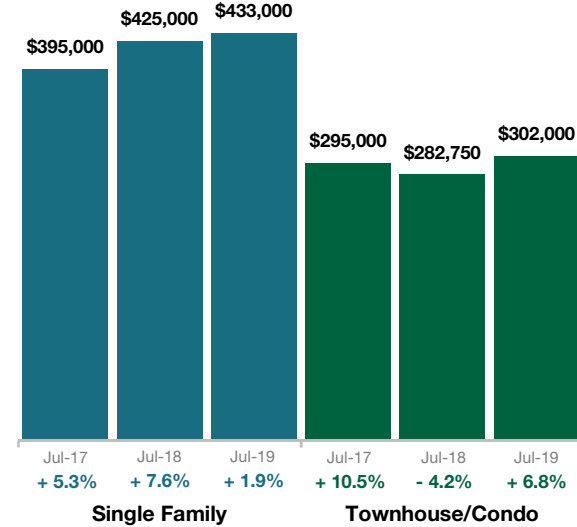


Median Sales Price

July

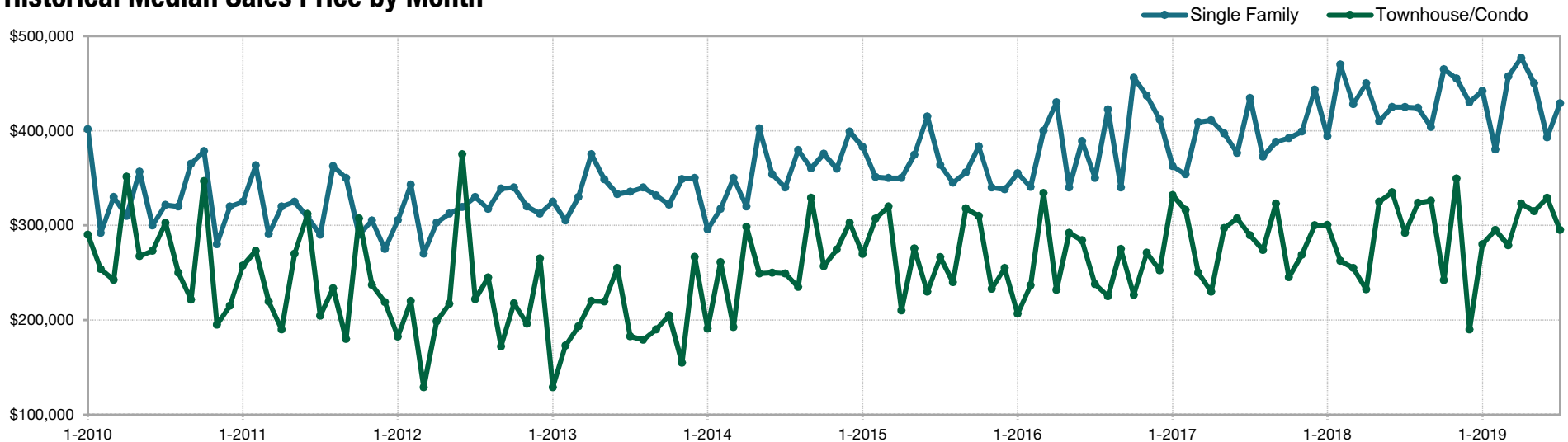


Year to Date



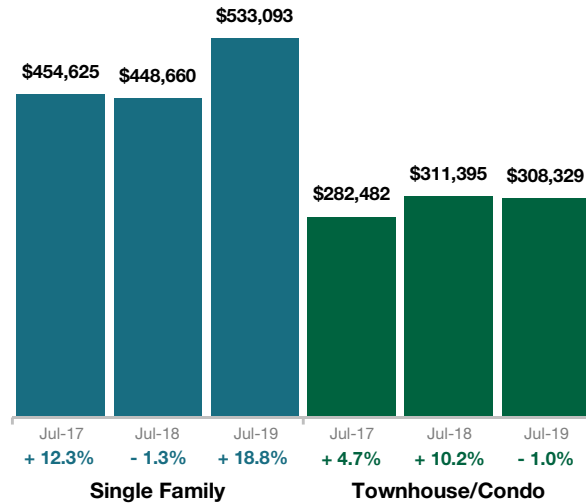
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Aug-2018	\$424,250	+13.9%	\$323,750	+18.2%
Sep-2018	\$403,750	+4.0%	\$326,000	+0.9%
Oct-2018	\$465,000	+18.6%	\$242,000	-1.3%
Nov-2018	\$455,000	+14.0%	\$349,350	+29.9%
Dec-2018	\$430,000	-3.0%	\$190,000	-36.7%
Jan-2019	\$442,000	+12.1%	\$280,000	-6.8%
Feb-2019	\$380,000	-19.1%	\$295,000	+12.4%
Mar-2019	\$457,250	+6.8%	\$279,025	+9.4%
Apr-2019	\$477,000	+6.0%	\$322,900	+39.0%
May-2019	\$450,000	+9.8%	\$314,950	-3.1%
Jun-2019	\$393,000	-7.5%	\$329,000	-1.8%
Jul-2019	\$429,000	+0.9%	\$295,000	+1.0%

Historical Median Sales Price by Month

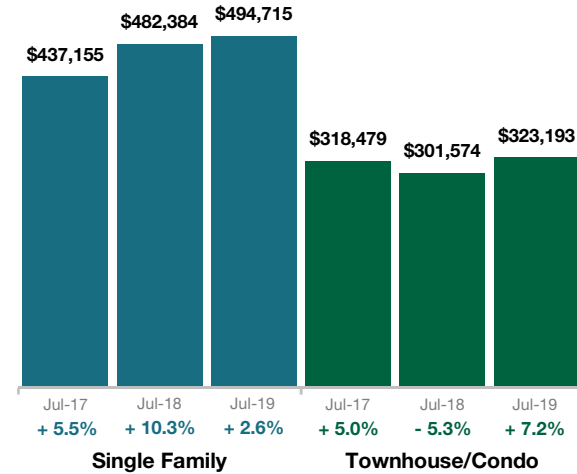


Average Sales Price

July

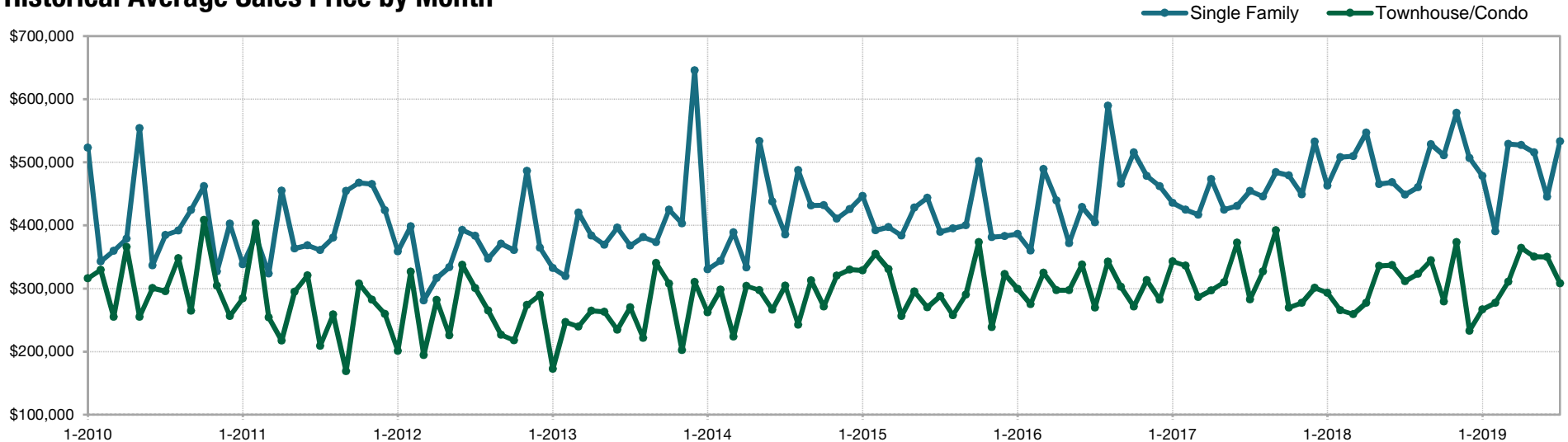


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Aug-2018	\$460,361	+3.3%	\$323,360	-1.1%
Sep-2018	\$528,528	+9.1%	\$344,729	-12.1%
Oct-2018	\$510,897	+6.6%	\$279,408	+3.6%
Nov-2018	\$578,322	+28.7%	\$373,313	+34.6%
Dec-2018	\$506,667	-4.9%	\$233,061	-22.6%
Jan-2019	\$478,389	+3.4%	\$266,618	-9.1%
Feb-2019	\$390,438	-23.1%	\$277,200	+4.3%
Mar-2019	\$528,861	+3.8%	\$310,796	+20.0%
Apr-2019	\$527,091	-3.7%	\$364,322	+31.3%
May-2019	\$515,765	+10.8%	\$350,350	+4.4%
Jun-2019	\$445,298	-4.9%	\$350,155	+3.9%
Jul-2019	\$533,093	+18.8%	\$308,329	-1.0%

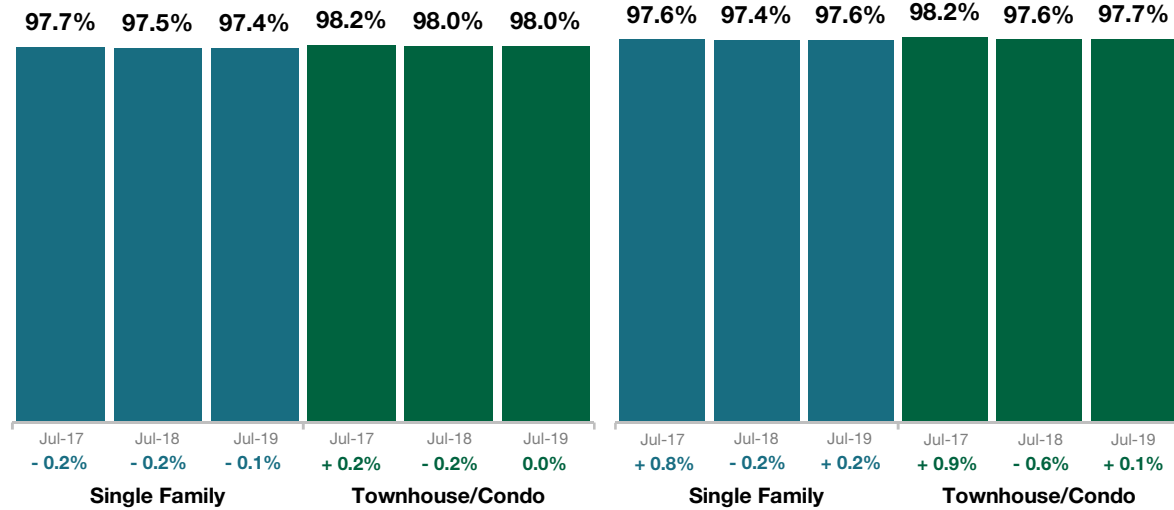
Historical Average Sales Price by Month



Percent of List Price Received

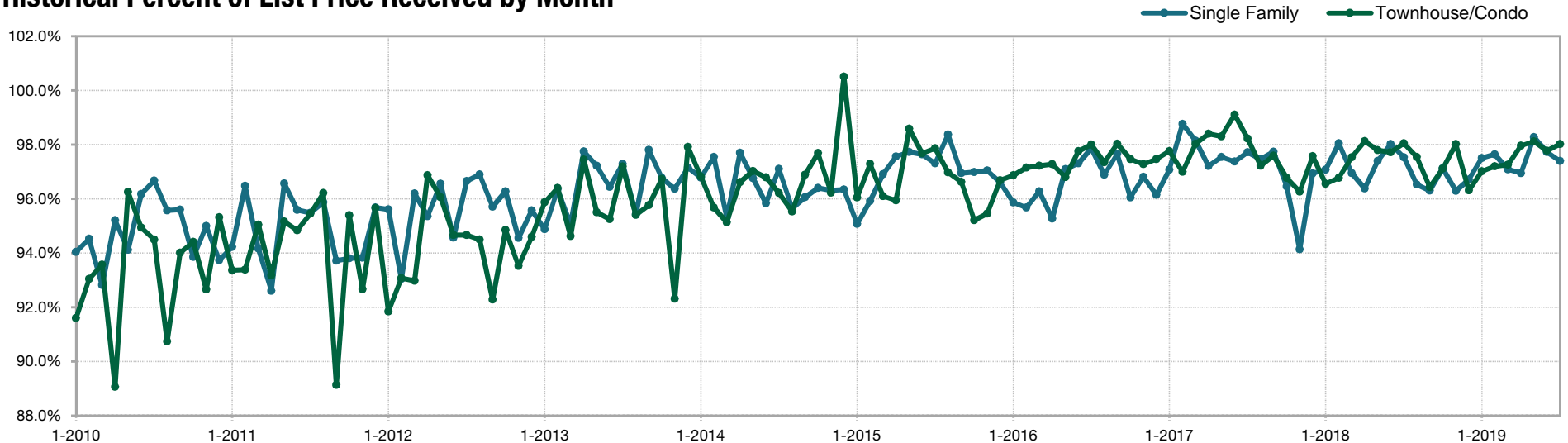
July

Year to Date



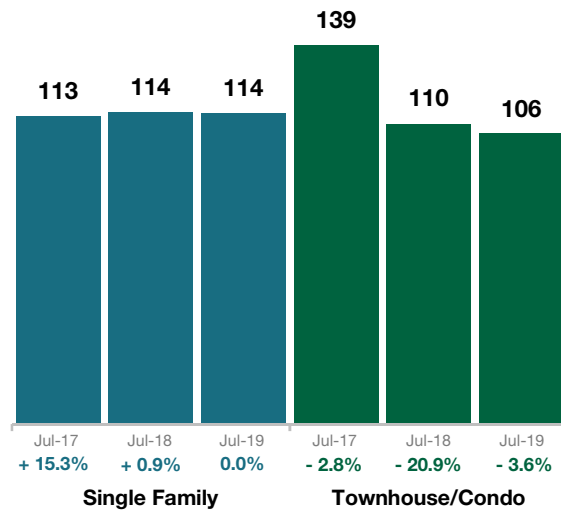
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Aug-2018	96.5%	-1.0%	97.5%	+0.3%
Sep-2018	96.3%	-1.4%	96.4%	-1.2%
Oct-2018	97.1%	+0.6%	97.1%	+0.3%
Nov-2018	96.3%	+2.3%	98.0%	+1.8%
Dec-2018	96.7%	-0.2%	96.3%	-1.3%
Jan-2019	97.5%	+0.4%	97.0%	+0.4%
Feb-2019	97.6%	-0.5%	97.2%	+0.4%
Mar-2019	97.1%	+0.2%	97.3%	-0.2%
Apr-2019	96.9%	+0.5%	98.0%	-0.1%
May-2019	98.3%	+0.9%	98.1%	+0.3%
Jun-2019	97.7%	-0.3%	97.8%	+0.1%
Jul-2019	97.4%	-0.1%	98.0%	0.0%

Historical Percent of List Price Received by Month

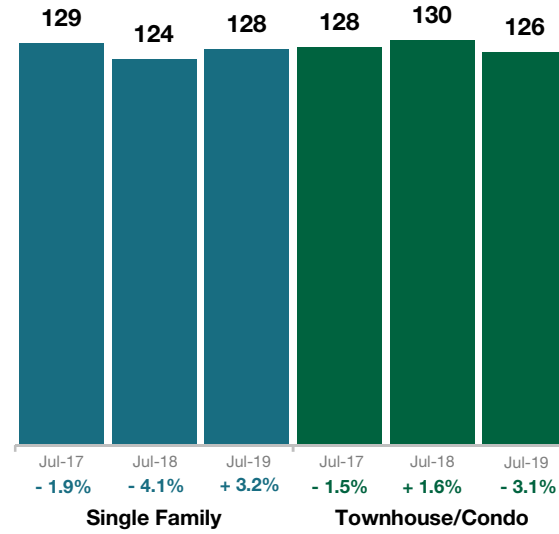


Days on Market Until Sale

July

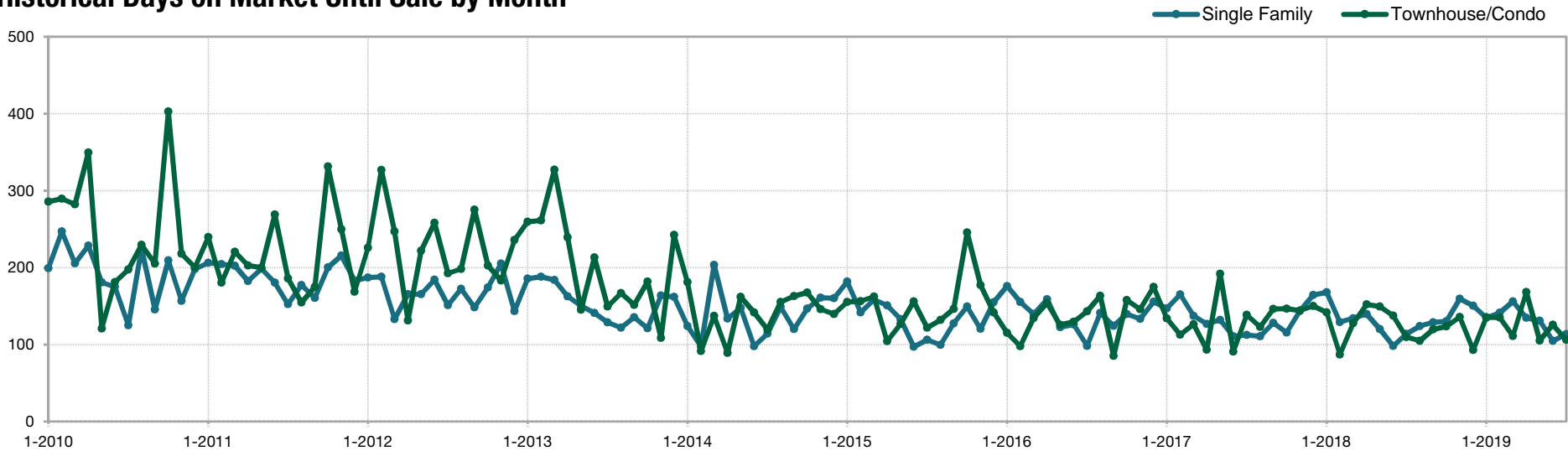


Year to Date



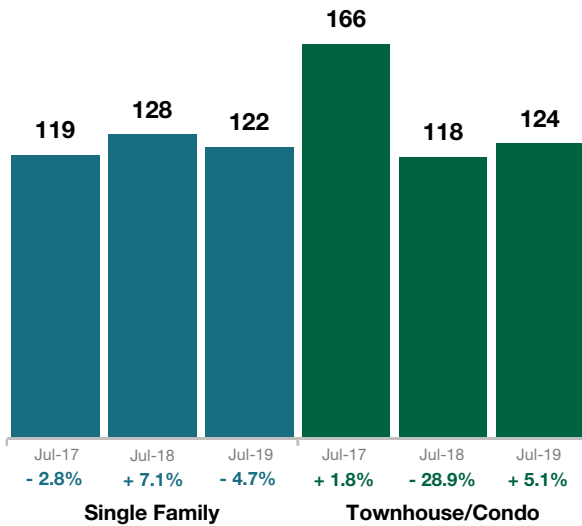
Days on Market	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Aug-2018	124	+11.7%	105	-14.6%
Sep-2018	129	+0.8%	120	-17.8%
Oct-2018	130	+12.1%	124	-15.6%
Nov-2018	160	+11.1%	136	-5.6%
Dec-2018	150	-8.5%	93	-38.0%
Jan-2019	135	-19.6%	136	-4.2%
Feb-2019	141	+9.3%	135	+55.2%
Mar-2019	156	+16.4%	111	-13.3%
Apr-2019	135	-3.6%	168	+10.5%
May-2019	131	+9.2%	105	-30.0%
Jun-2019	105	+7.1%	126	-8.0%
Jul-2019	114	0.0%	106	-3.6%

Historical Days on Market Until Sale by Month

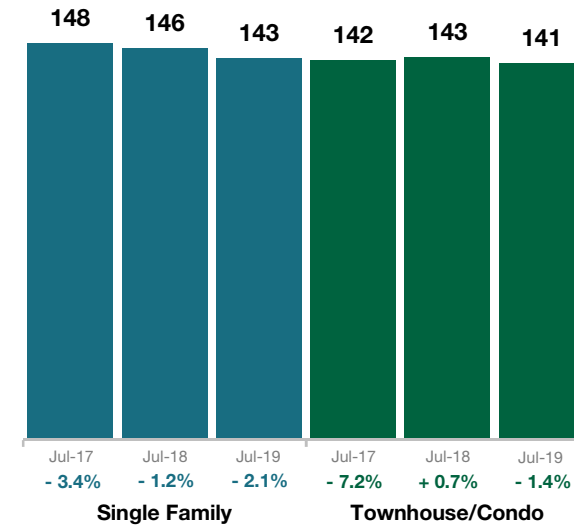


Cumulative Days on Market Until Sale

July

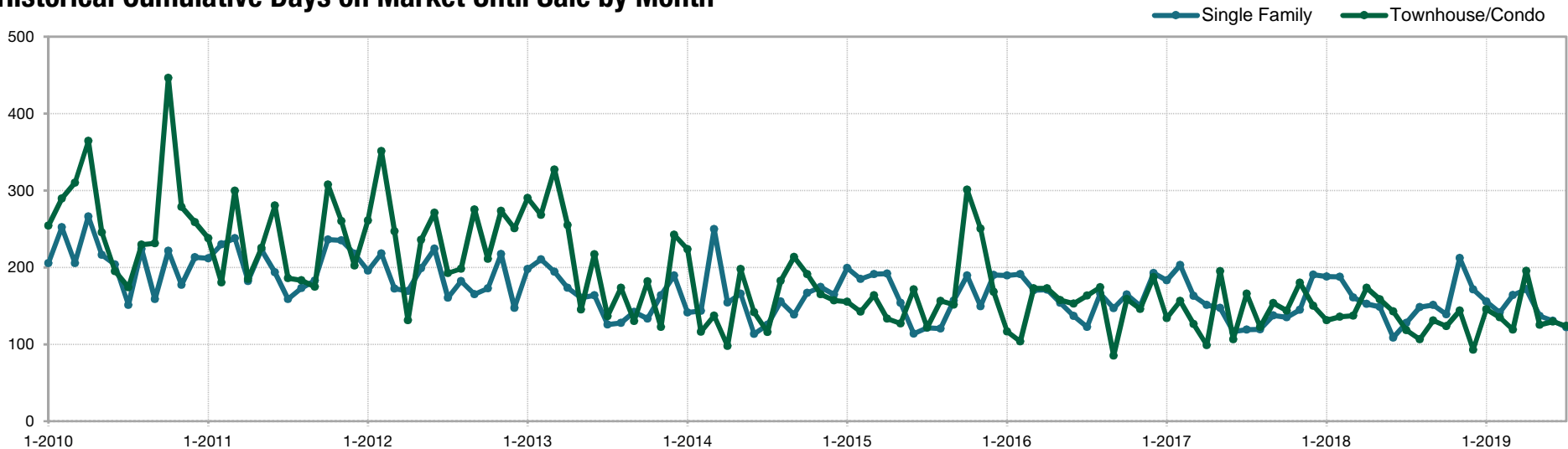


Year to Date



Cumulative Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Aug-2018	148	+24.4%	107	-13.0%
Sep-2018	151	+10.2%	131	-14.9%
Oct-2018	139	+3.0%	124	-13.9%
Nov-2018	212	+46.2%	144	-20.0%
Dec-2018	171	-10.0%	93	-38.0%
Jan-2019	156	-17.0%	146	+11.5%
Feb-2019	141	-25.0%	135	-0.7%
Mar-2019	164	+1.9%	119	-13.1%
Apr-2019	172	+13.2%	195	+12.7%
May-2019	137	-8.1%	125	-20.9%
Jun-2019	131	+20.2%	130	-9.1%
Jul-2019	122	-4.7%	124	+5.1%

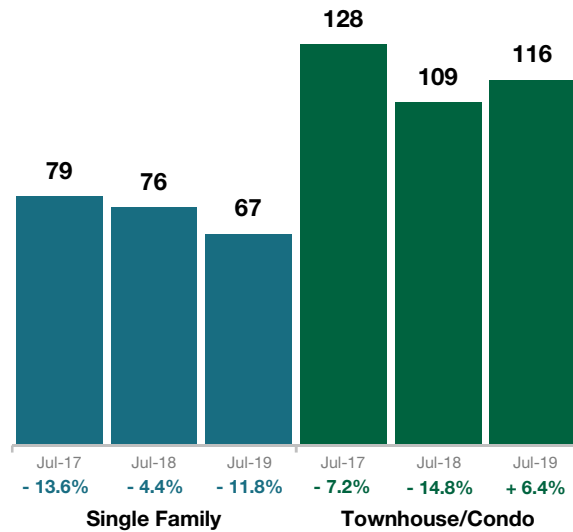
Historical Cumulative Days on Market Until Sale by Month



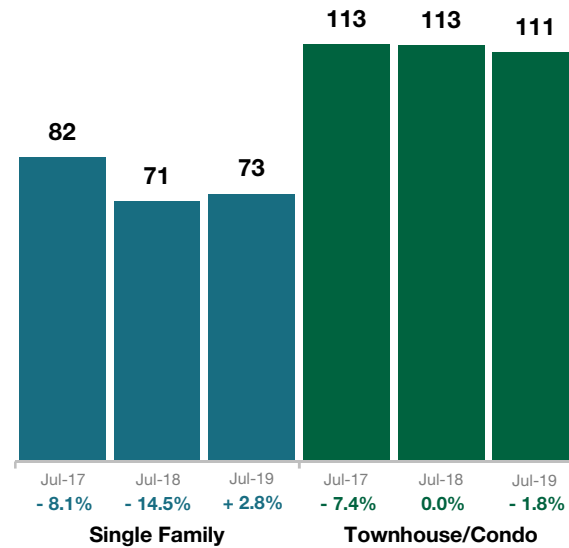
Housing Affordability Index



July

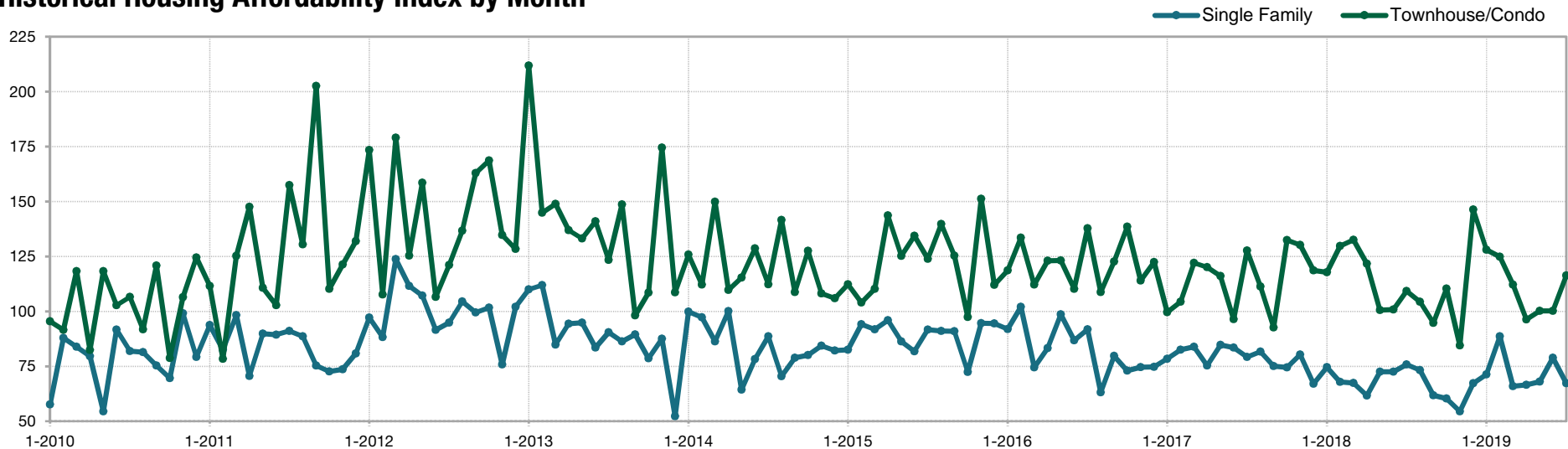


Year to Date



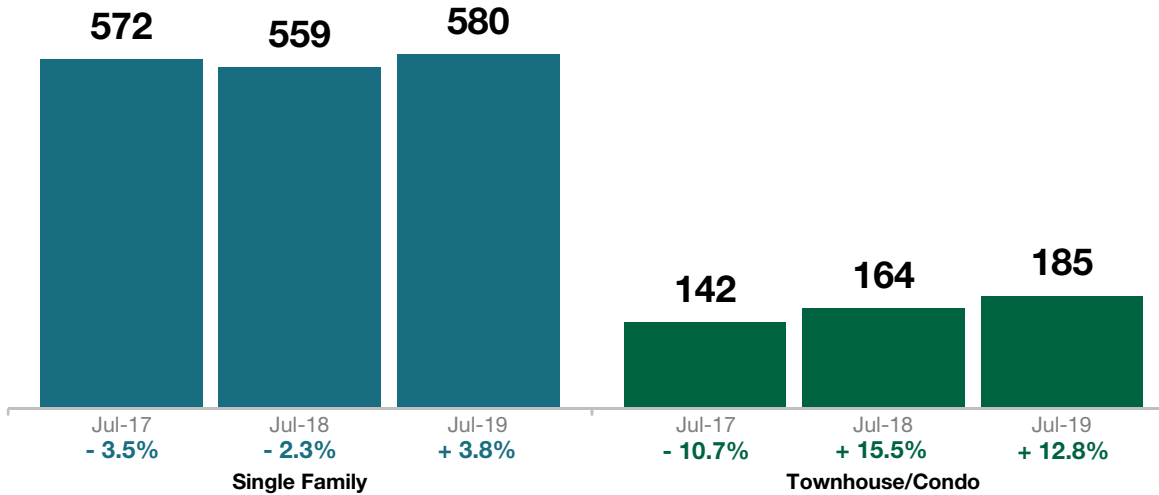
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Aug-2018	73	-11.0%	104	-6.3%
Sep-2018	62	-17.3%	95	+2.2%
Oct-2018	60	-20.0%	110	-16.7%
Nov-2018	55	-31.3%	84	-35.4%
Dec-2018	67	0.0%	146	+22.7%
Jan-2019	71	-5.3%	128	+8.5%
Feb-2019	89	+30.9%	125	-3.8%
Mar-2019	66	-1.5%	112	-15.8%
Apr-2019	67	+8.1%	96	-21.3%
May-2019	68	-6.8%	100	-1.0%
Jun-2019	79	+8.2%	100	-1.0%
Jul-2019	67	-11.8%	116	+6.4%

Historical Housing Affordability Index by Month



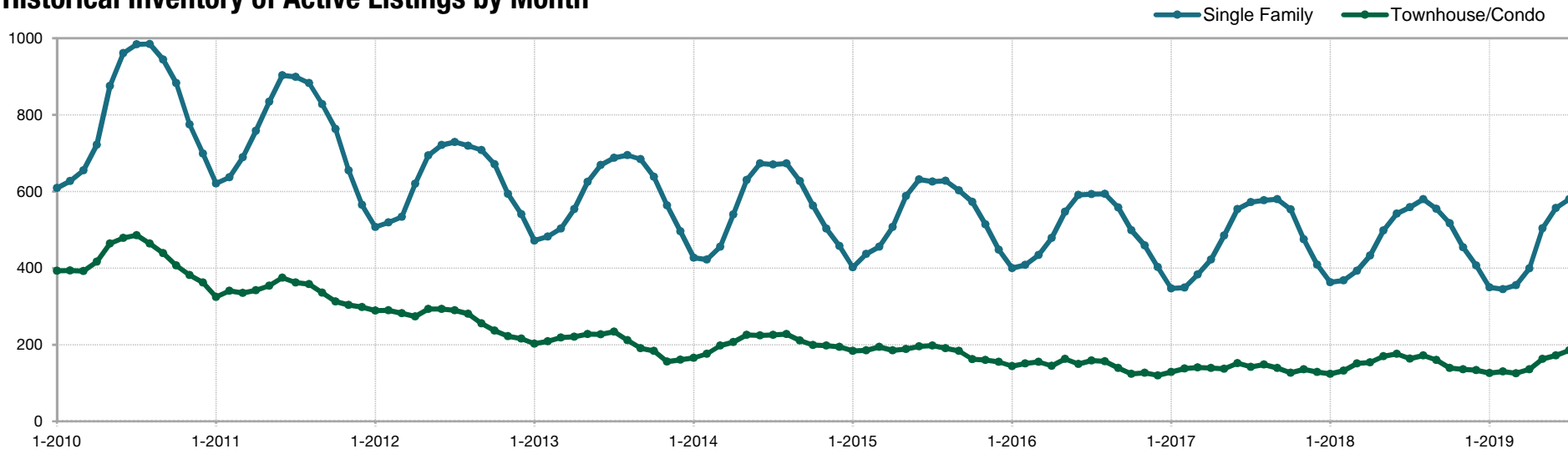
Inventory of Active Listings

July



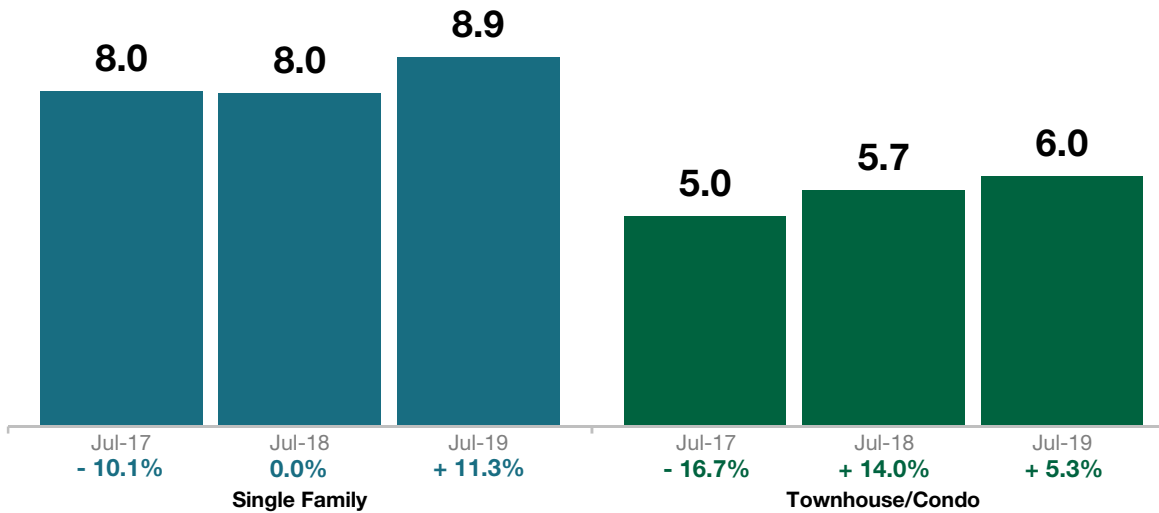
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Aug-2018	580	+0.5%	172	+16.2%
Sep-2018	555	-4.3%	160	+15.1%
Oct-2018	517	-6.5%	139	+9.4%
Nov-2018	454	-4.4%	136	0.0%
Dec-2018	407	-0.5%	134	+3.9%
Jan-2019	350	-3.6%	126	+1.6%
Feb-2019	345	-6.3%	130	-1.5%
Mar-2019	355	-9.7%	125	-17.2%
Apr-2019	399	-7.9%	136	-11.7%
May-2019	504	+1.2%	163	-4.1%
Jun-2019	557	+2.8%	172	-2.3%
Jul-2019	580	+3.8%	185	+12.8%

Historical Inventory of Active Listings by Month



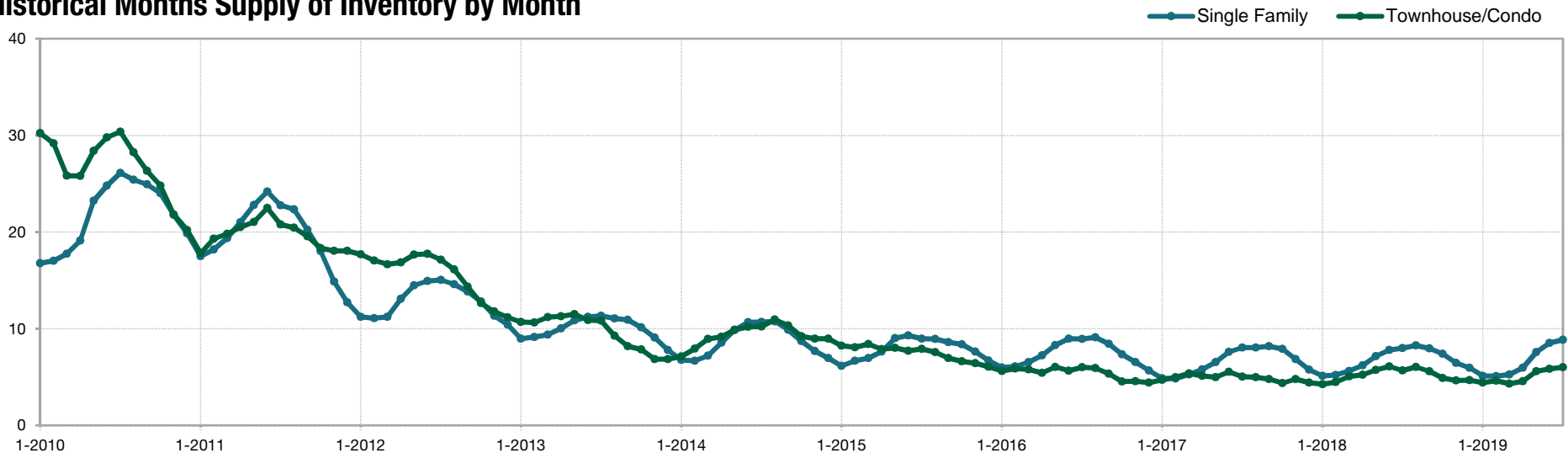
Months Supply of Inventory

July



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Aug-2018	8.3	+2.5%	6.1	+22.0%
Sep-2018	8.0	-2.4%	5.6	+16.7%
Oct-2018	7.4	-6.3%	4.9	+11.4%
Nov-2018	6.5	-4.4%	4.6	-4.2%
Dec-2018	6.0	+5.3%	4.7	+6.8%
Jan-2019	5.1	0.0%	4.4	+2.3%
Feb-2019	5.1	-1.9%	4.6	+2.2%
Mar-2019	5.3	-5.4%	4.3	-15.7%
Apr-2019	6.0	-3.2%	4.6	-11.5%
May-2019	7.6	+5.6%	5.6	-1.8%
Jun-2019	8.5	+9.0%	5.8	-4.9%
Jul-2019	8.9	+11.3%	6.0	+5.3%

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.



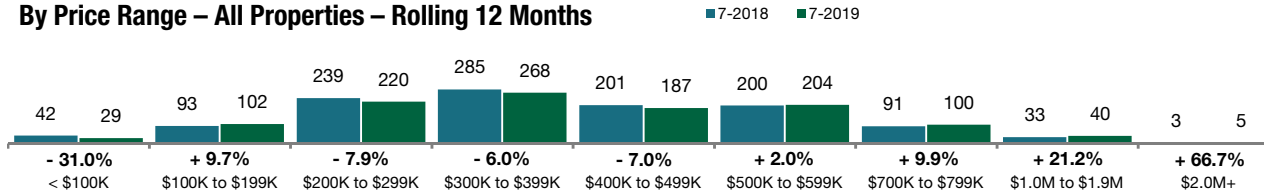
Key Metrics	Historical Sparkbars	7-2018	7-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		184	222	+ 20.7%	1,207	1,248	+ 3.4%
Pending Sales		130	130	0.0%	743	726	- 2.3%
Sold Listings		121	138	+ 14.0%	651	642	- 1.4%
Median Sales Price		\$383,700	\$380,250	- 0.9%	\$377,875	\$379,000	+ 0.3%
Avg. Sales Price		\$406,686	\$446,771	+ 9.9%	\$429,058	\$436,381	+ 1.7%
Pct. of List Price Received		97.7%	97.6%	- 0.1%	97.4%	97.6%	+ 0.2%
Days on Market		113	111	- 1.8%	126	127	+ 0.8%
Cumulative Days on Market		125	123	- 1.6%	145	142	- 2.1%
Affordability Index		84	80	- 4.8%	79	82	+ 3.8%
Active Listings		723	765	+ 5.8%	--	--	--
Months Supply		7.3	7.9	+ 8.2%	--	--	--

Sold Listings

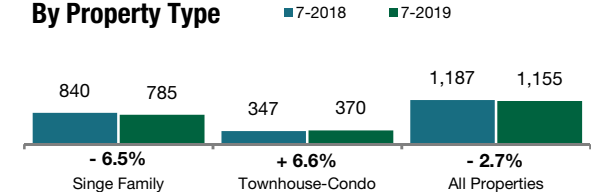
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	7-2018	7-2019	Change	7-2018	7-2019	Change
\$99,999 and Below	11	7	-36.4%	31	22	-29.0%
\$100,000 to \$199,999	26	31	+19.2%	67	71	+6.0%
\$200,000 to \$299,999	148	134	-9.5%	91	86	-5.5%
\$300,000 to \$399,999	204	161	-21.1%	81	107	+32.1%
\$400,000 to \$499,999	164	152	-7.3%	37	35	-5.4%
\$500,000 to \$699,999	171	170	-0.6%	29	34	+17.2%
\$700,000 to \$999,999	82	86	+4.9%	9	14	+55.6%
\$1,000,000 to \$1,999,999	31	39	+25.8%	2	1	-50.0%
\$2,000,000 and Above	3	5	+66.7%	0	0	--
All Price Ranges	840	785	-6.5%	347	370	+6.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	6-2019	7-2019	Change	6-2019	7-2019	Change
\$99,999 and Below	0	2	--	0	3	--
\$100,000 to \$199,999	2	3	+50.0%	6	10	+66.7%
\$200,000 to \$299,999	20	10	-50.0%	7	14	+100.0%
\$300,000 to \$399,999	18	22	+22.2%	10	14	+40.0%
\$400,000 to \$499,999	9	18	+100.0%	2	5	+150.0%
\$500,000 to \$699,999	17	13	-23.5%	1	6	+500.0%
\$700,000 to \$999,999	8	8	0.0%	3	1	-66.7%
\$1,000,000 to \$1,999,999	1	9	+800.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	75	85	+13.3%	29	53	+82.8%

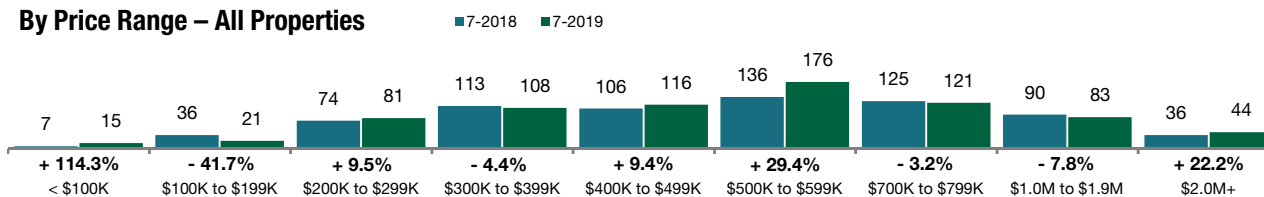
Year to Date

By Price Range	Single Family			Condo		
	7-2018	7-2019	Change	7-2018	7-2019	Change
\$99,999 and Below	8	4	-50.0%	13	13	0.0%
\$100,000 to \$199,999	9	14	+55.6%	37	34	-8.1%
\$200,000 to \$299,999	79	74	-6.3%	55	60	+9.1%
\$300,000 to \$399,999	104	91	-12.5%	50	64	+28.0%
\$400,000 to \$499,999	98	83	-15.3%	17	18	+5.9%
\$500,000 to \$699,999	97	86	-11.3%	15	20	+33.3%
\$700,000 to \$999,999	47	48	+2.1%	4	9	+125.0%
\$1,000,000 to \$1,999,999	16	23	+43.8%	1	0	-100.0%
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	459	424	-7.6%	192	218	+13.5%

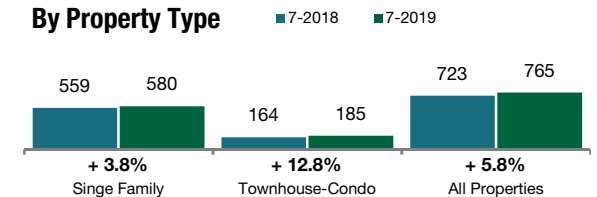
Inventory of Active Listings

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		
	7-2018	7-2019	Change	7-2018	7-2019	Change
\$99,999 and Below	1	6	+500.0%	6	9	+50.0%
\$100,000 to \$199,999	15	8	-46.7%	21	13	-38.1%
\$200,000 to \$299,999	59	57	-3.4%	15	24	+60.0%
\$300,000 to \$399,999	73	81	+11.0%	40	27	-32.5%
\$400,000 to \$499,999	83	87	+4.8%	23	29	+26.1%
\$500,000 to \$699,999	117	132	+12.8%	19	44	+131.6%
\$700,000 to \$999,999	97	94	-3.1%	28	27	-3.6%
\$1,000,000 to \$1,999,999	79	72	-8.9%	11	11	0.0%
\$2,000,000 and Above	35	43	+22.9%	1	1	0.0%
All Price Ranges	559	580	+3.8%	164	185	+12.8%

Compared to Prior Month

By Price Range	Single Family			Condo		
	6-2019	7-2019	Change	6-2019	7-2019	Change
\$99,999 and Below	4	6	+50.0%	7	9	+28.6%
\$100,000 to \$199,999	10	8	-20.0%	13	13	0.0%
\$200,000 to \$299,999	49	57	+16.3%	25	24	-4.0%
\$300,000 to \$399,999	79	81	+2.5%	25	27	+8.0%
\$400,000 to \$499,999	80	87	+8.7%	25	29	+16.0%
\$500,000 to \$699,999	127	132	+3.9%	40	44	+10.0%
\$700,000 to \$999,999	97	94	-3.1%	25	27	+8.0%
\$1,000,000 to \$1,999,999	68	72	+5.9%	11	11	0.0%
\$2,000,000 and Above	43	43	0.0%	1	1	0.0%
All Price Ranges	557	580	+4.1%	172	185	+7.6%

Year to Date

By Price Range	Single Family			Condo		
	7-2018	7-2019	Change	7-2018	7-2019	Change
\$99,999 and Below	1	6	+500.0%	6	9	+50.0%
\$100,000 to \$199,999	15	8	-46.7%	21	13	-38.1%
\$200,000 to \$299,999	59	57	-3.4%	15	24	+60.0%
\$300,000 to \$399,999	73	81	+11.0%	40	27	-32.5%
\$400,000 to \$499,999	83	87	+4.8%	23	29	+26.1%
\$500,000 to \$699,999	117	132	+12.8%	19	44	+131.6%
\$700,000 to \$999,999	97	94	-3.1%	28	27	-3.6%
\$1,000,000 to \$1,999,999	79	72	-8.9%	11	11	0.0%
\$2,000,000 and Above	35	43	+22.9%	1	1	0.0%
All Price Ranges	559	580	+3.8%	164	185	+12.8%

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.