

Monthly Indicators



August 2019

Percent changes calculated using year-over-year comparisons.

New Listings were down 10.4 percent for single family homes and 7.3 percent for townhouse-condo properties. Pending Sales increased 59.4 percent for single family homes and 32.1 percent for townhouse-condo properties.

The Median Sales Price was up 6.1 percent to \$450,219 for single family homes but decreased 26.0 percent to \$239,500 for townhouse-condo properties. Days on Market decreased 4.0 percent for single family homes and 19.0 percent for townhouse-condo properties.

As many homeowners refinanced their homes to take advantage of declining interest rates, consumer confidence in housing was reported to be at historically high levels. Even so, real estate professionals will need to monitor the market for signs of continued imbalances. Although the inventory of affordable homes at this point remains largely stable, it is stable at historically low levels, which may continue to push prices higher and affect potential buyers across the U.S.

Activity Snapshot

- 8.3%

One-Year Change in
Sold Listings
All Properties

+ 5.1%

One-Year Change in
Median Sales Price
All Properties

- 2.0%

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	8-2018	8-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		134	120	- 10.4%	1,048	1,034	- 1.3%
Pending Sales		69	110	+ 59.4%	591	605	+ 2.4%
Sold Listings		90	91	+ 1.1%	549	515	- 6.2%
Median Sales Price		\$424,250	\$450,219	+ 6.1%	\$425,000	\$440,000	+ 3.5%
Avg. Sales Price		\$460,361	\$494,703	+ 7.5%	\$478,774	\$494,713	+ 3.3%
Pct. of List Price Received		96.5%	97.9%	+ 1.5%	97.2%	97.6%	+ 0.4%
Days on Market		124	119	- 4.0%	124	126	+ 1.6%
Cumulative Days on Market		148	130	- 12.2%	147	140	- 4.8%
Affordability Index		73	76	+ 4.1%	71	76	+ 7.0%
Active Listings		580	562	- 3.1%	--	--	--
Months Supply		8.3	8.6	+ 3.6%	--	--	--

Townhouse/Condo Market Overview

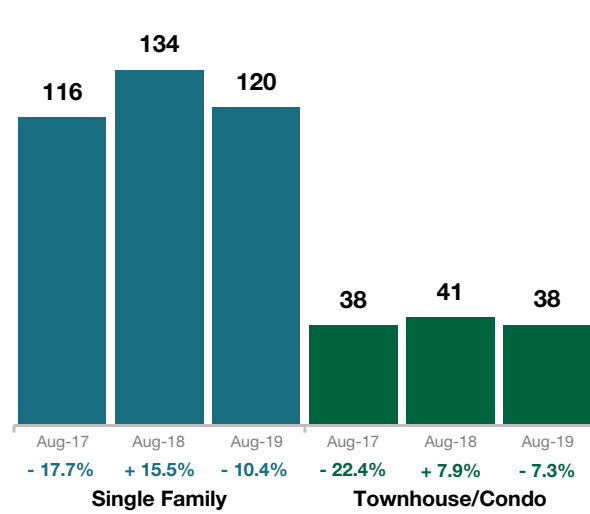
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



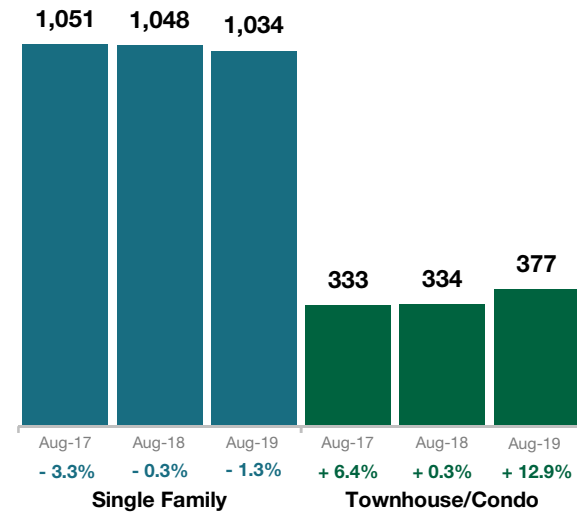
Key Metrics	Historical Sparkbars	8-2018	8-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		41	38	- 7.3%	334	377	+ 12.9%
Pending Sales		28	37	+ 32.1%	249	266	+ 6.8%
Sold Listings		42	30	- 28.6%	234	249	+ 6.4%
Median Sales Price		\$323,750	\$239,500	- 26.0%	\$288,500	\$298,000	+ 3.3%
Avg. Sales Price		\$323,360	\$317,743	- 1.7%	\$305,485	\$321,584	+ 5.3%
Pct. of List Price Received		97.5%	97.5%	0.0%	97.6%	97.7%	+ 0.1%
Days on Market		105	85	- 19.0%	126	121	- 4.0%
Cumulative Days on Market		107	97	- 9.3%	137	136	- 0.7%
Affordability Index		104	118	+ 13.5%	110	117	+ 6.4%
Active Listings		172	175	+ 1.7%	--	--	--
Months Supply		6.1	5.8	- 4.9%	--	--	--

New Listings

August

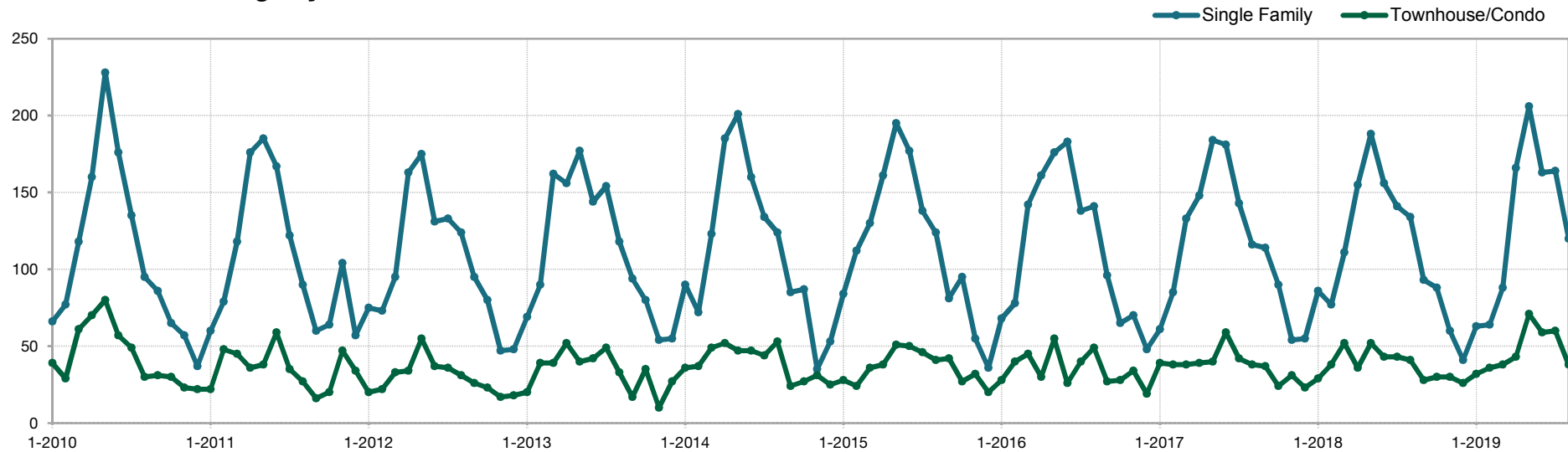


Year to Date



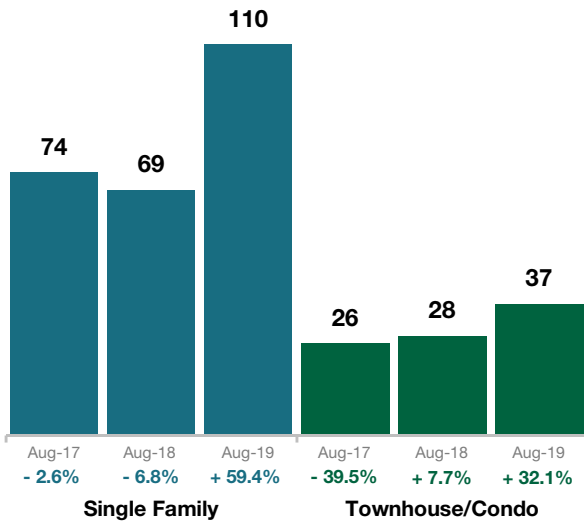
New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Sep-2018	93	-18.4%	28	-24.3%
Oct-2018	88	-2.2%	30	+25.0%
Nov-2018	60	+11.1%	30	-3.2%
Dec-2018	41	-25.5%	26	+13.0%
Jan-2019	63	-26.7%	32	+10.3%
Feb-2019	64	-16.9%	36	-5.3%
Mar-2019	88	-20.7%	38	-26.9%
Apr-2019	166	+7.1%	43	+19.4%
May-2019	206	+9.6%	71	+36.5%
Jun-2019	163	+4.5%	59	+37.2%
Jul-2019	164	+16.3%	60	+39.5%
Aug-2019	120	-10.4%	38	-7.3%

Historical New Listings by Month

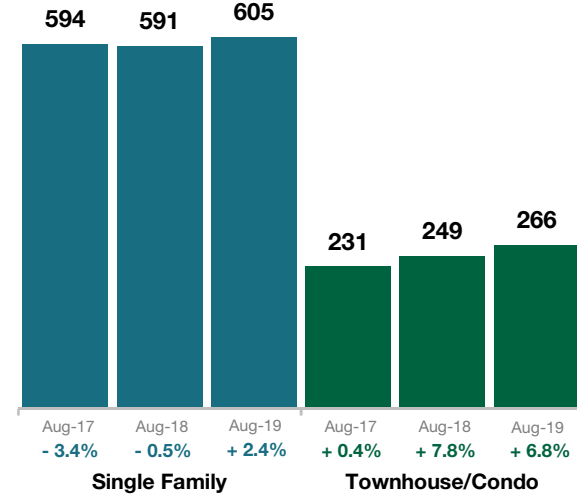


Pending Sales

August

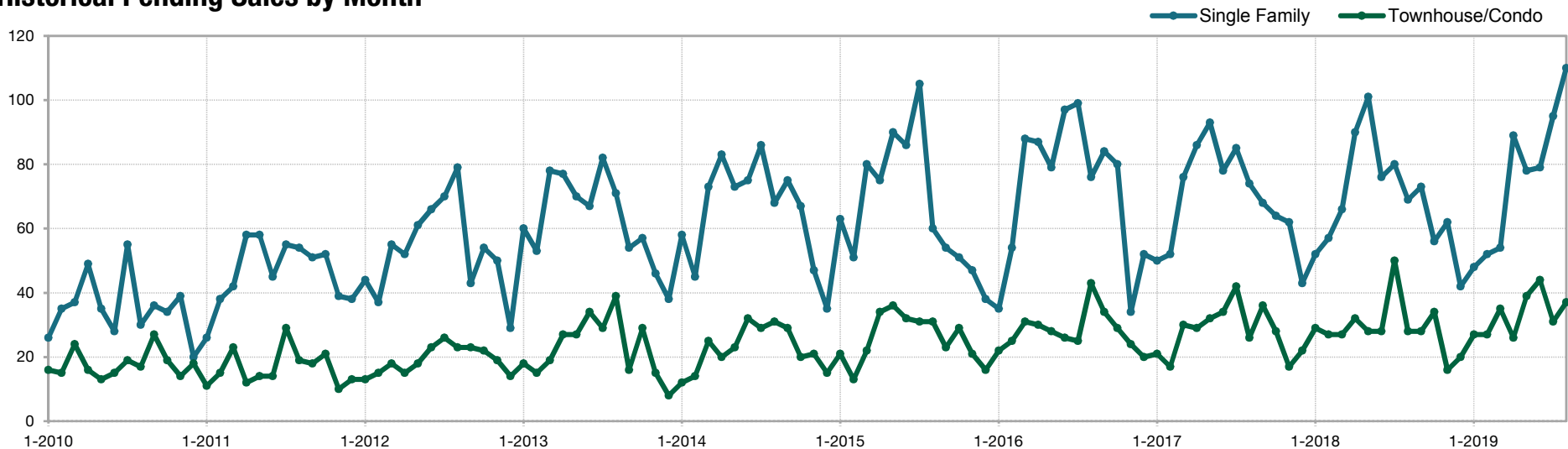


Year to Date



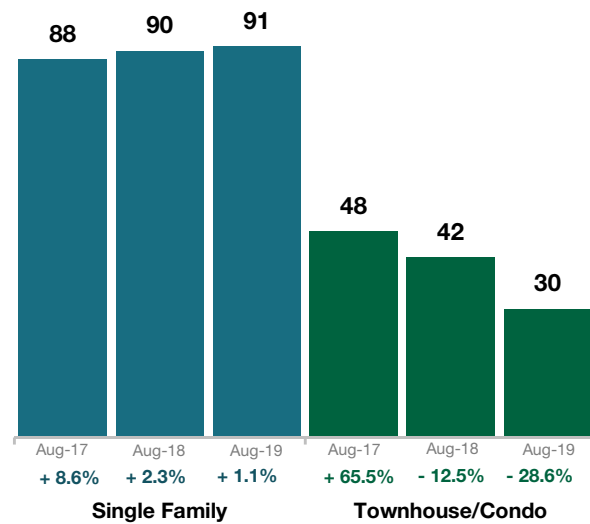
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Sep-2018	73	+7.4%	28	-22.2%
Oct-2018	56	-12.5%	34	+21.4%
Nov-2018	62	0.0%	16	-5.9%
Dec-2018	42	-2.3%	20	-9.1%
Jan-2019	48	-7.7%	27	-6.9%
Feb-2019	52	-8.8%	27	0.0%
Mar-2019	54	-18.2%	35	+29.6%
Apr-2019	89	-1.1%	26	-18.8%
May-2019	78	-22.8%	39	+39.3%
Jun-2019	79	+3.9%	44	+57.1%
Jul-2019	95	+18.8%	31	-38.0%
Aug-2019	110	+59.4%	37	+32.1%

Historical Pending Sales by Month

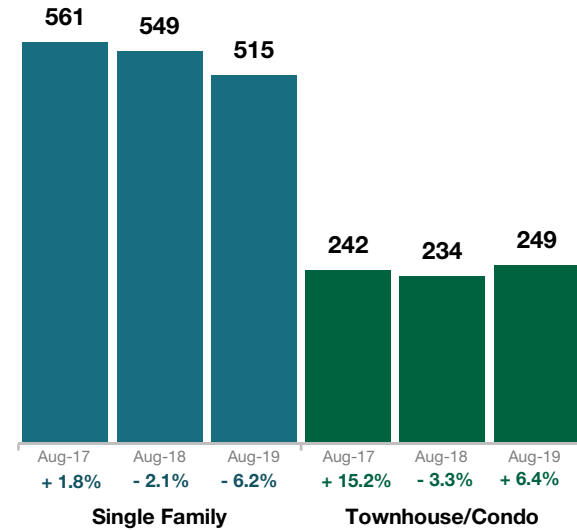


Sold Listings

August

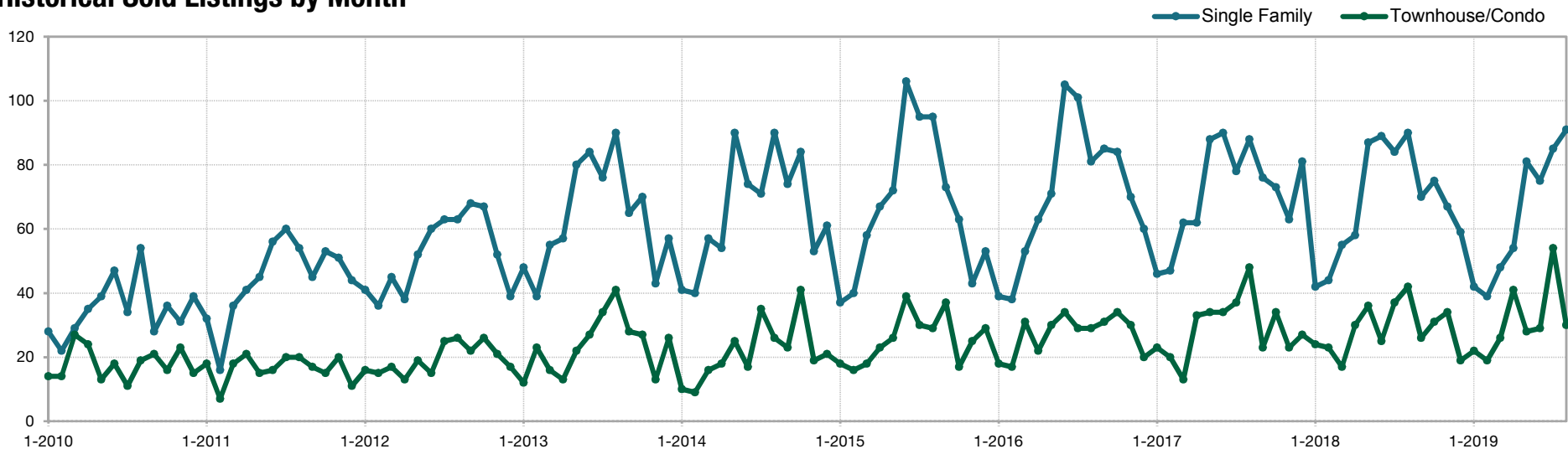


Year to Date



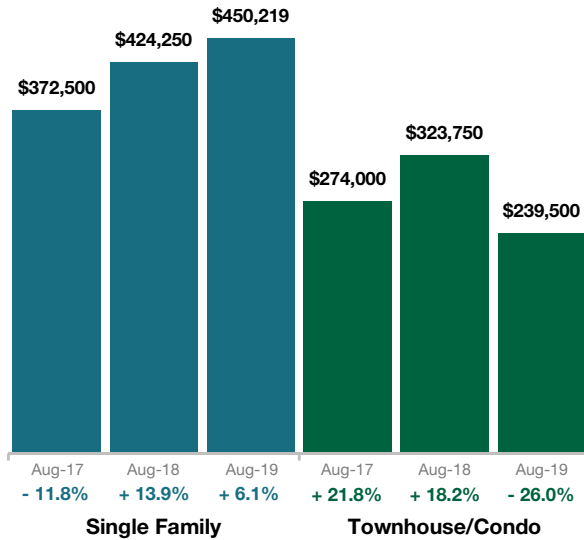
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Sep-2018	70	-7.9%	26	+13.0%
Oct-2018	75	+2.7%	31	-8.8%
Nov-2018	67	+6.3%	34	+47.8%
Dec-2018	59	-27.2%	19	-29.6%
Jan-2019	42	0.0%	22	-8.3%
Feb-2019	39	-11.4%	19	-17.4%
Mar-2019	48	-12.7%	26	+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%	54	+45.9%
Aug-2019	91	+1.1%	30	-28.6%

Historical Sold Listings by Month

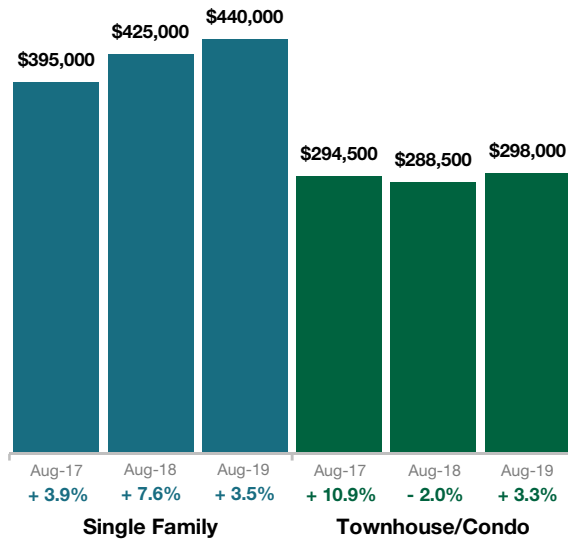


Median Sales Price

August

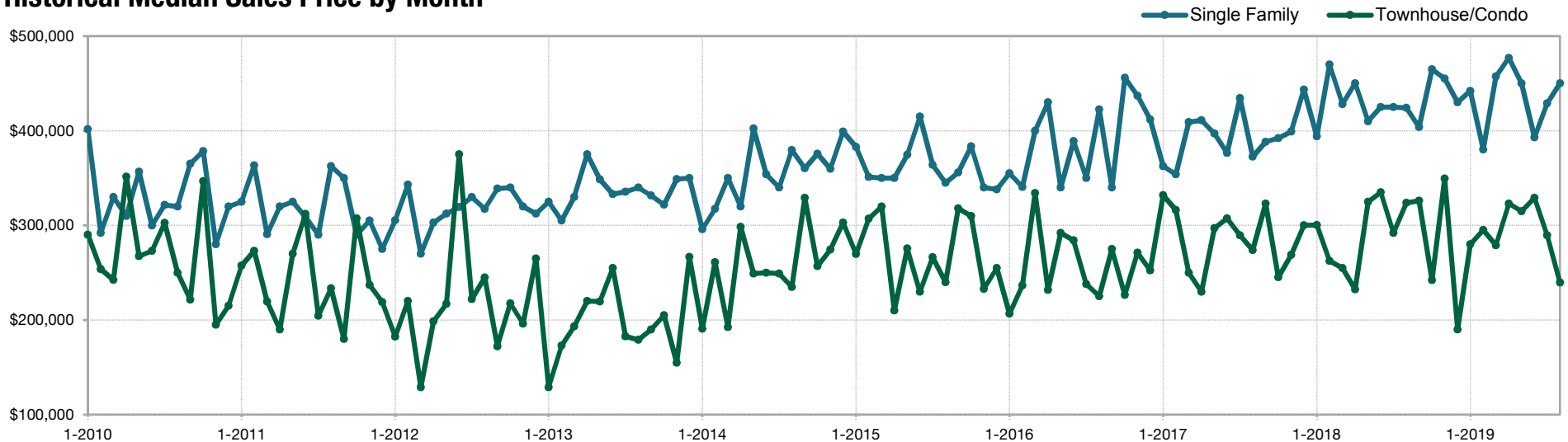


Year to Date



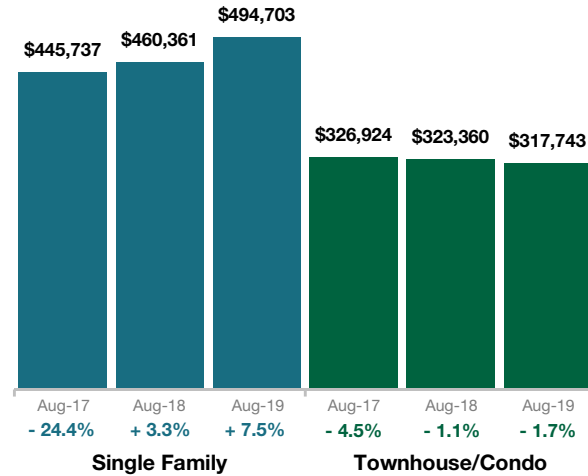
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Sep-2018	\$403,750	+4.0%	\$326,000	+0.9%
Oct-2018	\$465,000	+18.6%	\$242,000	-1.3%
Nov-2018	\$455,000	+14.0%	\$349,350	+29.9%
Dec-2018	\$430,000	-3.0%	\$190,000	-36.7%
Jan-2019	\$442,000	+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%	\$289,500	-0.9%
Aug-2019	\$450,219	+6.1%	\$239,500	-26.0%

Historical Median Sales Price by Month

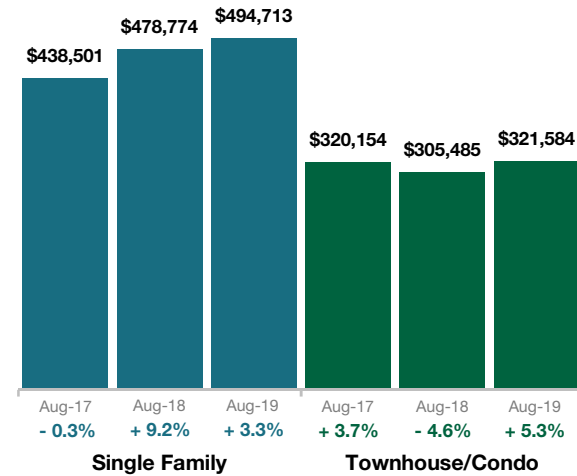


Average Sales Price

August

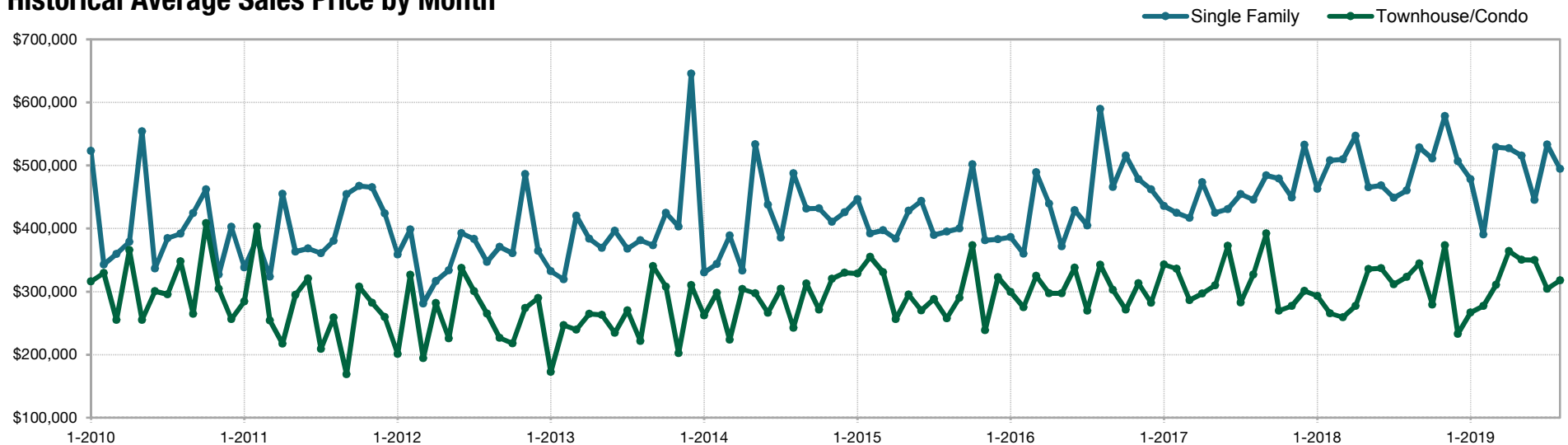


Year to Date



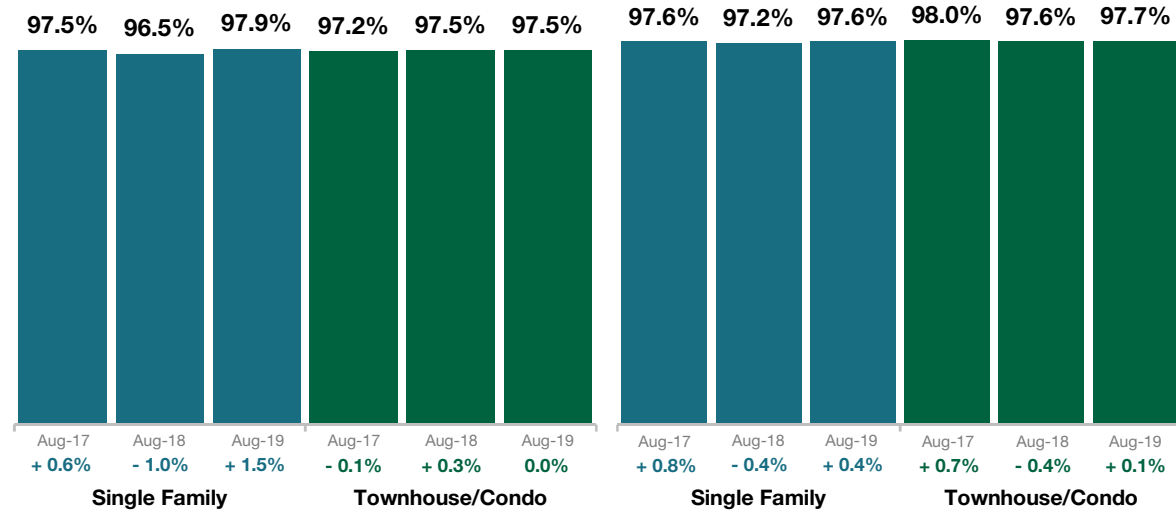
Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Sep-2018	\$528,528	+9.1%	\$344,729	-12.1%
Oct-2018	\$510,897	+6.6%	\$279,408	+3.6%
Nov-2018	\$578,322	+28.7%	\$373,313	+34.6%
Dec-2018	\$506,667	-4.9%	\$233,061	-22.6%
Jan-2019	\$478,389	+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%	\$304,211	-2.3%
Aug-2019	\$494,703	+7.5%	\$317,743	-1.7%

Historical Average Sales Price by Month

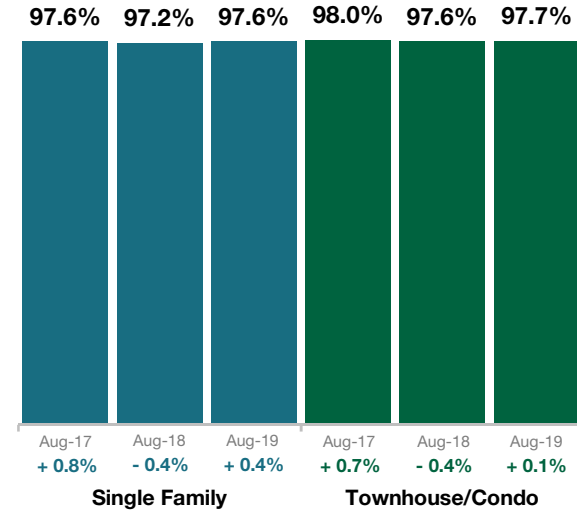


Percent of List Price Received

August

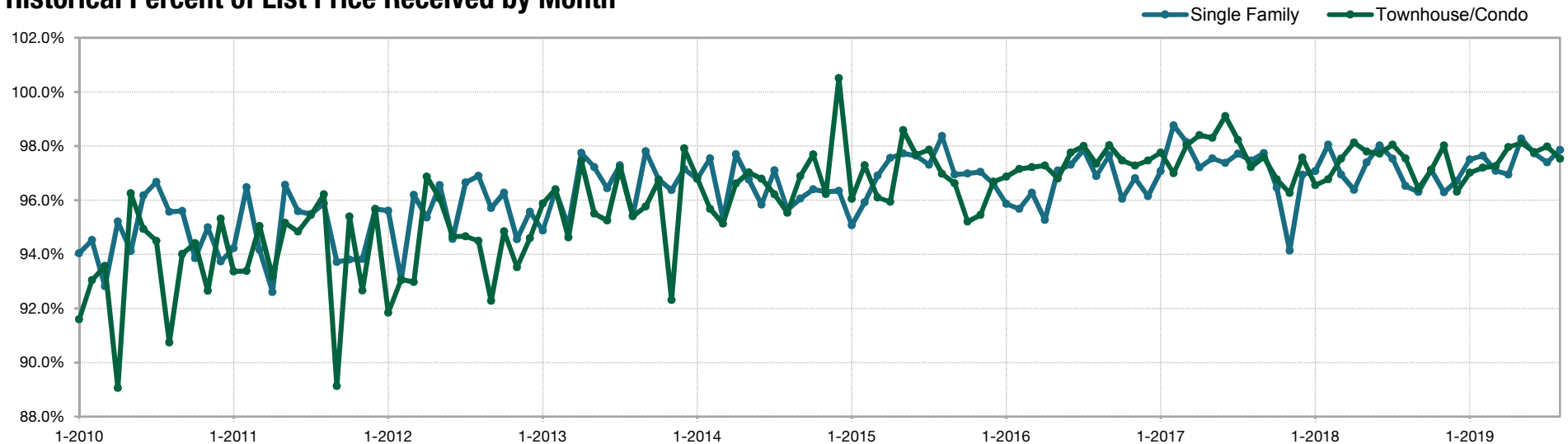


Year to Date



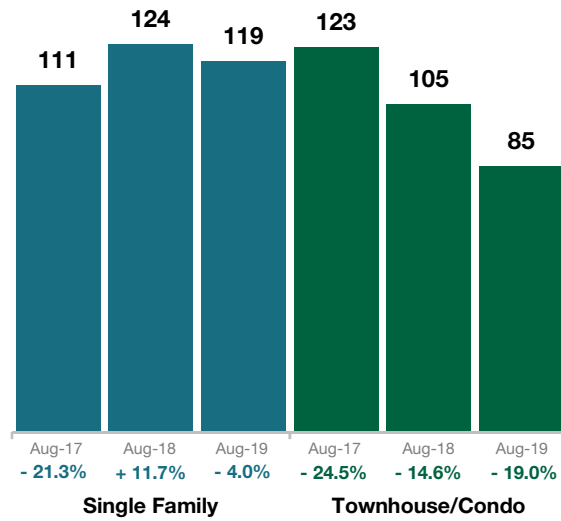
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Sep-2018	96.3%	-1.4%	96.4%	-1.2%
Oct-2018	97.1%	+0.6%	97.1%	+0.3%
Nov-2018	96.3%	+2.3%	98.0%	+1.8%
Dec-2018	96.7%	-0.2%	96.3%	-1.3%
Jan-2019	97.5%	+0.4%	97.0%	+0.4%
Feb-2019	97.6%	-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%
Aug-2019	97.9%	+1.5%	97.5%	0.0%

Historical Percent of List Price Received by Month

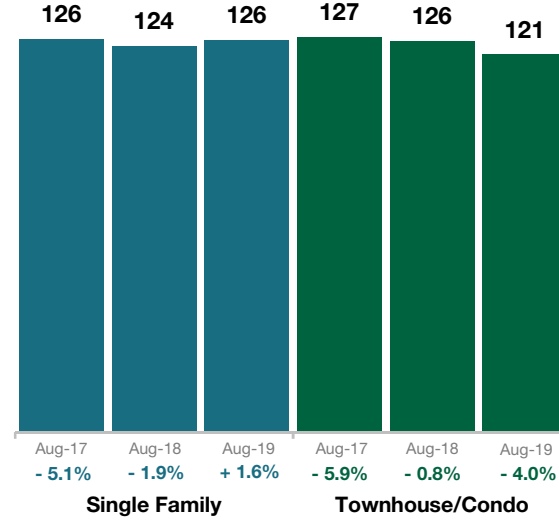


Days on Market Until Sale

August

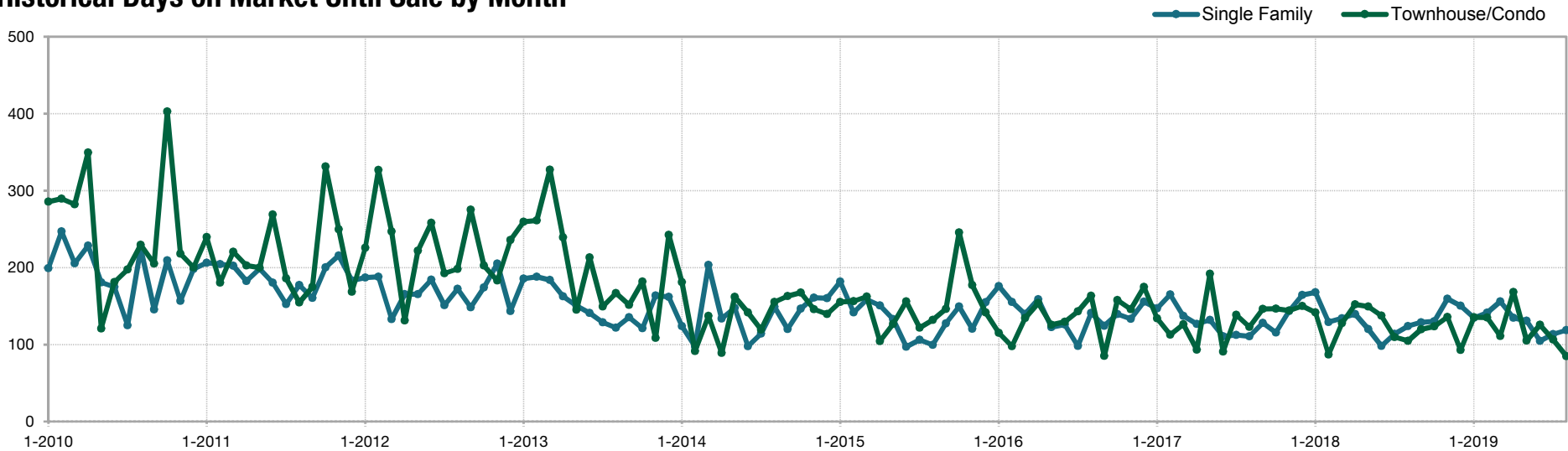


Year to Date



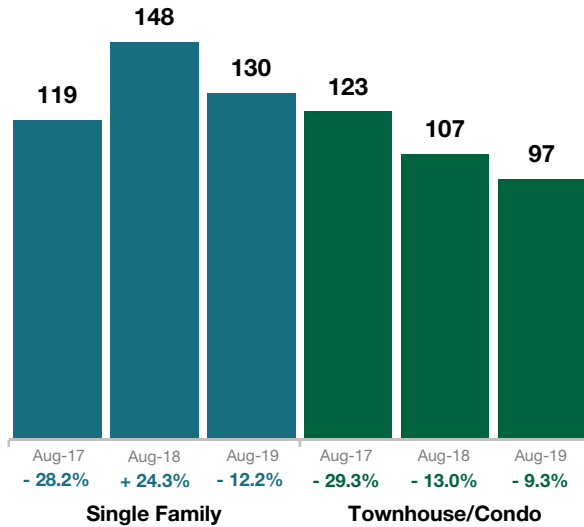
Days on Market	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Sep-2018	129	+0.8%	120	-17.8%
Oct-2018	130	+12.1%	124	-15.6%
Nov-2018	160	+11.1%	136	-5.6%
Dec-2018	150	-8.5%	93	-38.0%
Jan-2019	135	-19.6%	136	-4.2%
Feb-2019	141	+9.3%	135	+55.2%
Mar-2019	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%	107	-2.7%
Aug-2019	119	-4.0%	85	-19.0%

Historical Days on Market Until Sale by Month

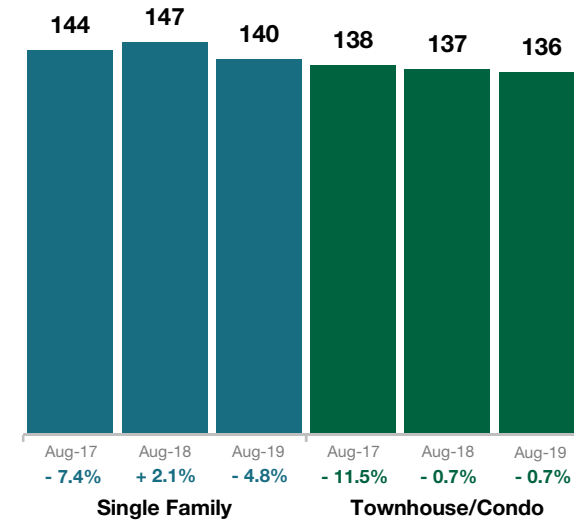


Cumulative Days on Market Until Sale

August

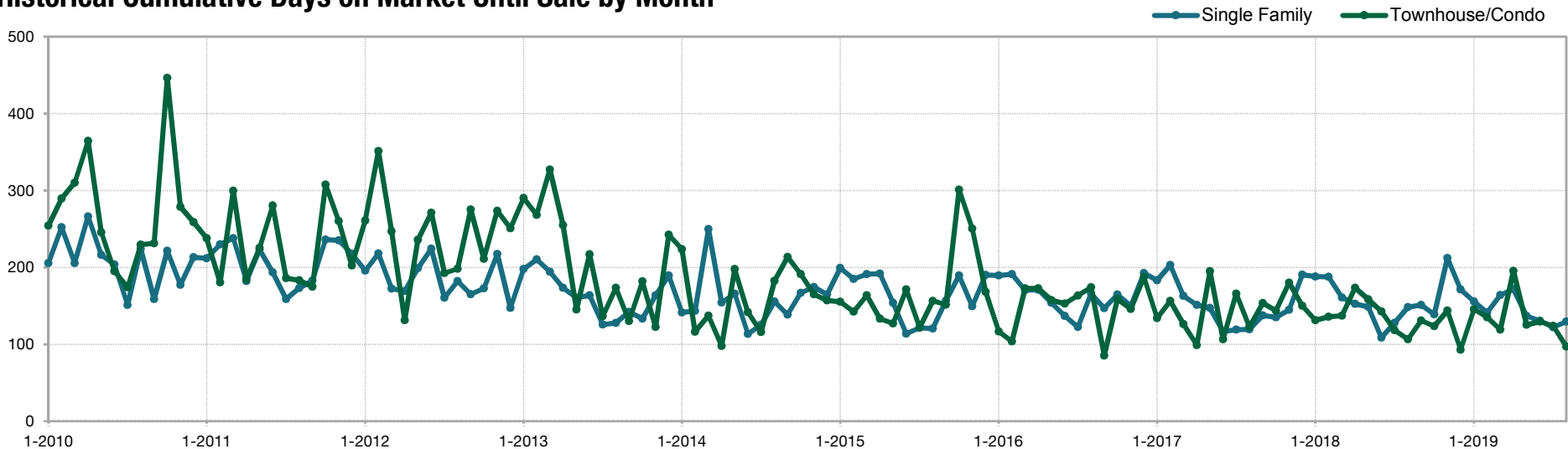


Year to Date



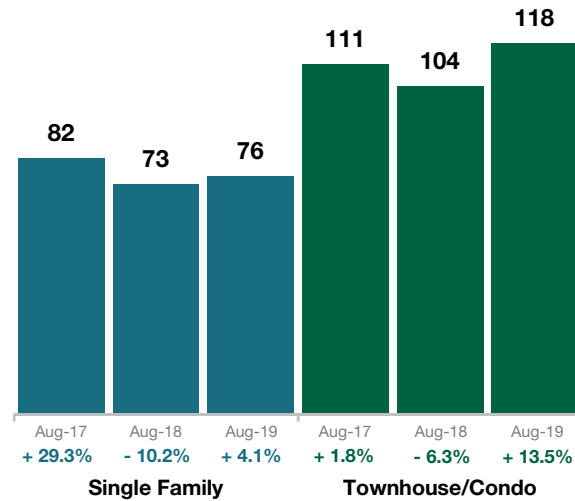
Cumulative Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Sep-2018	151	+10.2%	131	-14.9%
Oct-2018	139	+3.0%	124	-13.9%
Nov-2018	212	+46.2%	144	-20.0%
Dec-2018	171	-10.0%	93	-38.0%
Jan-2019	156	-17.0%	146	+11.5%
Feb-2019	141	-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%
Aug-2019	130	-12.2%	97	-9.3%

Historical Cumulative Days on Market Until Sale by Month

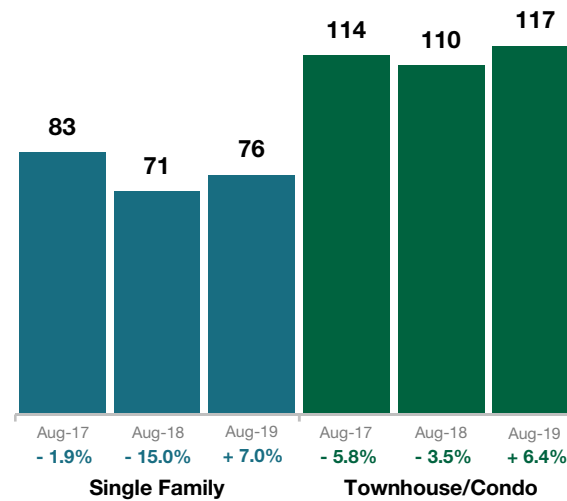


Housing Affordability Index

August

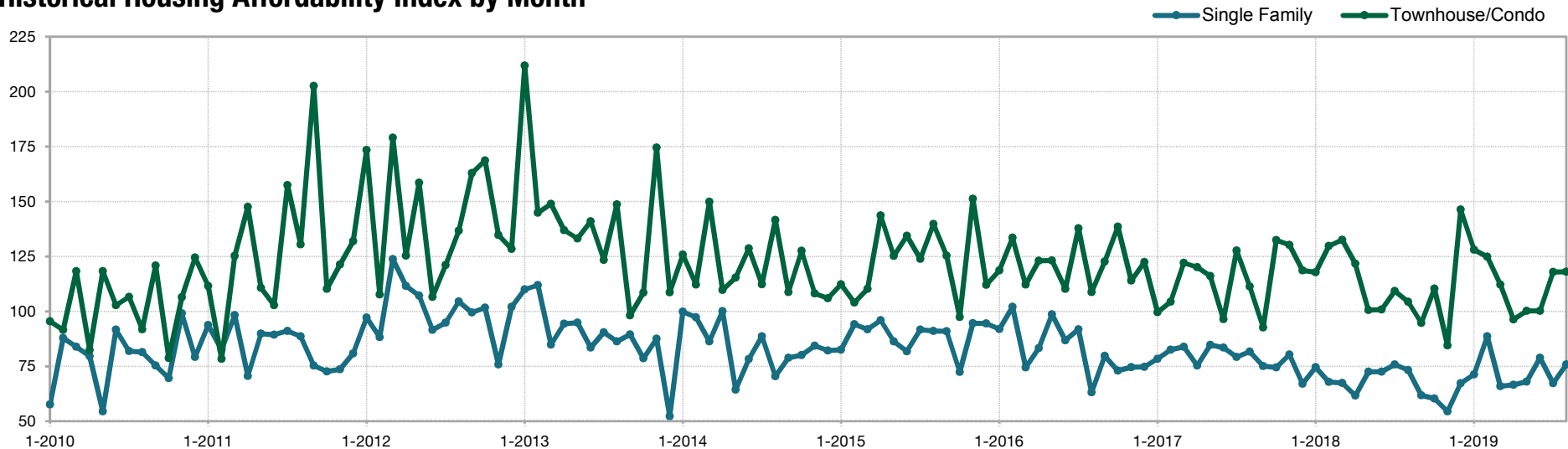


Year to Date



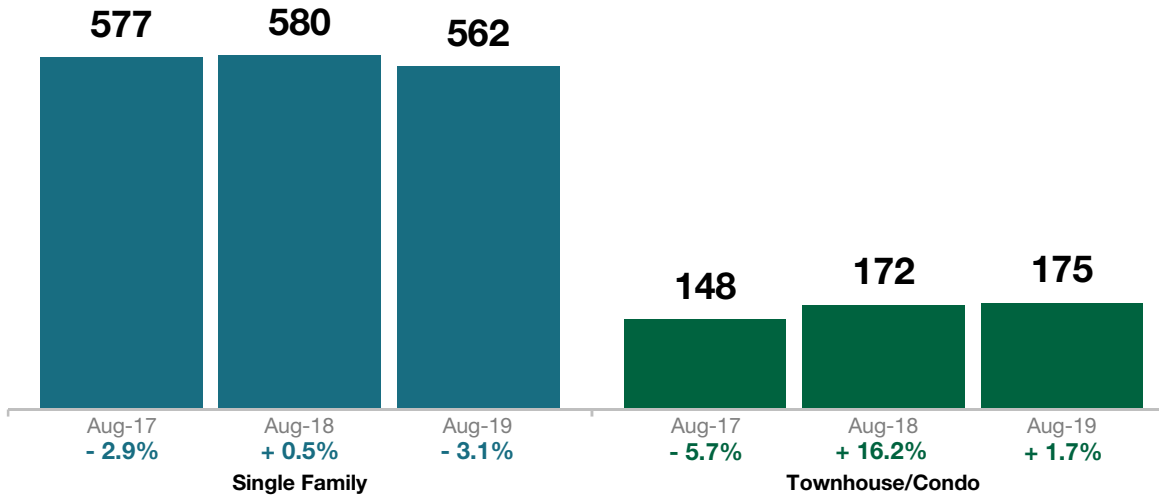
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Sep-2018	62	-17.3%	95	+2.2%
Oct-2018	60	-20.0%	110	-16.7%
Nov-2018	55	-31.3%	84	-35.4%
Dec-2018	67	0.0%	146	+22.7%
Jan-2019	71	-5.3%	128	+8.5%
Feb-2019	89	+30.9%	125	-3.8%
Mar-2019	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%	118	+8.3%
Aug-2019	76	+4.1%	118	+13.5%

Historical Housing Affordability Index by Month



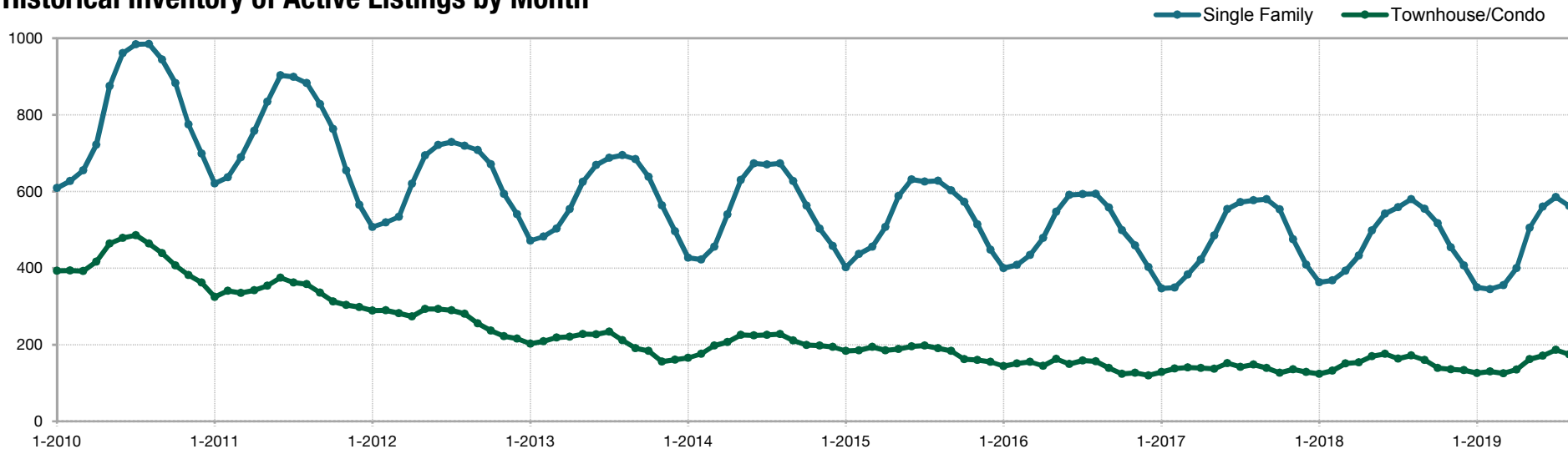
Inventory of Active Listings

August



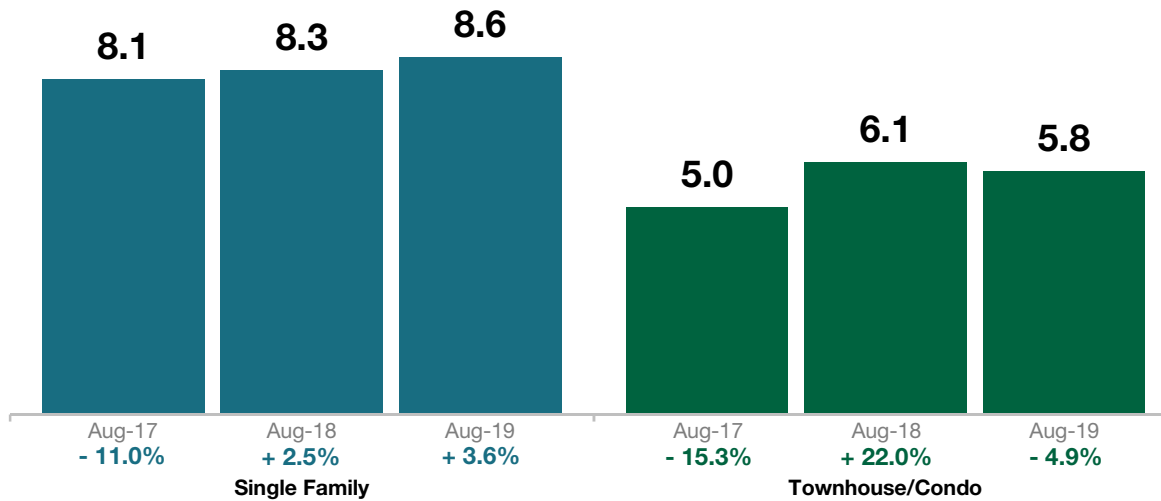
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Sep-2018	555	-4.3%	160	+15.1%
Oct-2018	517	-6.5%	139	+9.4%
Nov-2018	454	-4.4%	136	0.0%
Dec-2018	407	-0.5%	134	+3.9%
Jan-2019	350	-3.6%	126	+1.6%
Feb-2019	345	-6.3%	130	-1.5%
Mar-2019	355	-9.7%	125	-17.2%
Apr-2019	400	-7.6%	135	-12.3%
May-2019	505	+1.4%	162	-4.7%
Jun-2019	560	+3.3%	171	-2.8%
Jul-2019	585	+4.7%	187	+14.0%
Aug-2019	562	-3.1%	175	+1.7%

Historical Inventory of Active Listings by Month



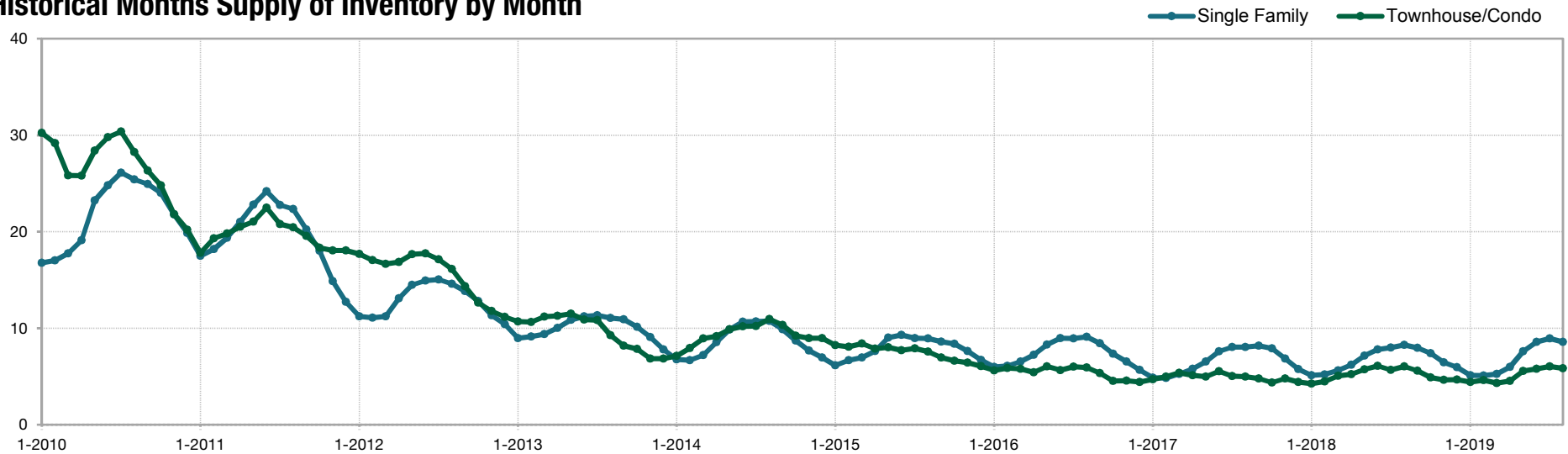
Months Supply of Inventory

August



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
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%	4.5	-13.5%
May-2019	7.6	+5.6%	5.6	-1.8%
Jun-2019	8.6	+10.3%	5.8	-4.9%
Jul-2019	8.9	+11.3%	6.0	+5.3%
Aug-2019	8.6	+3.6%	5.8	-4.9%

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.



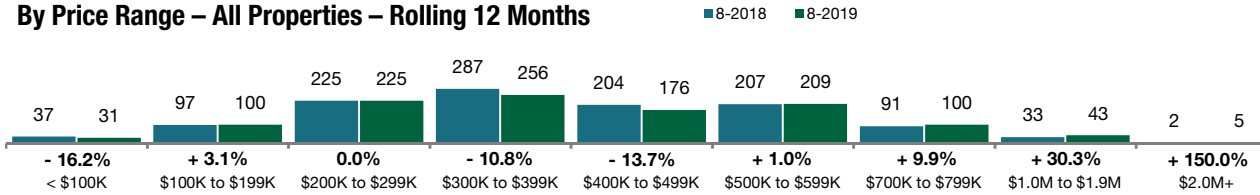
Key Metrics	Historical Sparkbars	8-2018	8-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		175	158	- 9.7%	1,382	1,412	+ 2.2%
Pending Sales		97	147	+ 51.5%	840	871	+ 3.7%
Sold Listings		132	121	- 8.3%	783	764	- 2.4%
Median Sales Price		\$395,000	\$415,000	+ 5.1%	\$380,000	\$380,500	+ 0.1%
Avg. Sales Price		\$416,770	\$450,829	+ 8.2%	\$426,986	\$438,213	+ 2.6%
Pct. of List Price Received		96.8%	97.8%	+ 1.0%	97.3%	97.6%	+ 0.3%
Days on Market		118	110	- 6.8%	125	124	- 0.8%
Cumulative Days on Market		135	121	- 10.4%	144	139	- 3.5%
Affordability Index		81	83	+ 2.5%	79	86	+ 8.9%
Active Listings		752	737	- 2.0%	--	--	--
Months Supply		7.6	7.7	+ 1.3%	--	--	--

Sold Listings

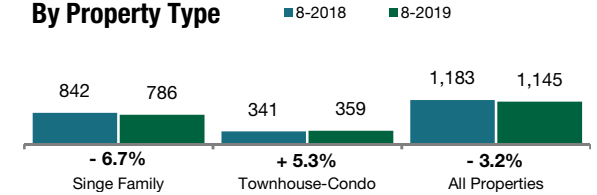
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	8-2018	8-2019	Change	8-2018	8-2019	Change
\$99,999 and Below	11	8	-27.3%	26	23	-11.5%
\$100,000 to \$199,999	26	32	+23.1%	71	68	-4.2%
\$200,000 to \$299,999	142	135	-4.9%	83	90	+8.4%
\$300,000 to \$399,999	200	158	-21.0%	87	98	+12.6%
\$400,000 to \$499,999	167	146	-12.6%	37	30	-18.9%
\$500,000 to \$699,999	178	176	-1.1%	29	33	+13.8%
\$700,000 to \$999,999	85	84	-1.2%	6	16	+166.7%
\$1,000,000 to \$1,999,999	31	42	+35.5%	2	1	-50.0%
\$2,000,000 and Above	2	5	+150.0%	0	0	--
All Price Ranges	842	786	-6.7%	341	359	+5.3%

Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2019	8-2019	Change	7-2019	8-2019	Change
\$99,999 and Below	2	2	0.0%	4	2	-50.0%
\$100,000 to \$199,999	3	6	+100.0%	10	8	-20.0%
\$200,000 to \$299,999	10	13	+30.0%	14	9	-35.7%
\$300,000 to \$399,999	22	16	-27.3%	14	4	-71.4%
\$400,000 to \$499,999	18	16	-11.1%	5	0	-100.0%
\$500,000 to \$699,999	13	27	+107.7%	6	5	-16.7%
\$700,000 to \$999,999	8	6	-25.0%	1	2	+100.0%
\$1,000,000 to \$1,999,999	9	5	-44.4%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	85	91	+7.1%	54	30	-44.4%

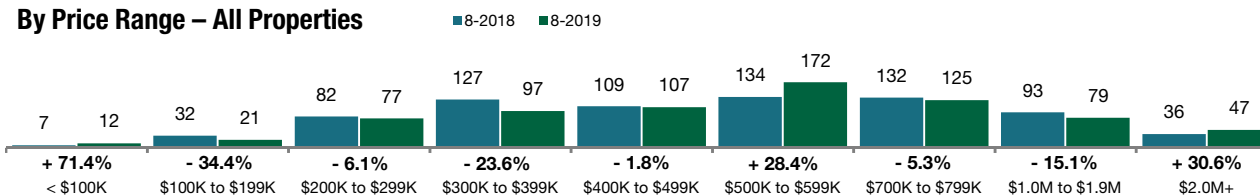
Year to Date

By Price Range	Single Family			Condo		
	8-2018	8-2019	Change	8-2018	8-2019	Change
\$99,999 and Below	9	6	-33.3%	15	16	+6.7%
\$100,000 to \$199,999	14	20	+42.9%	48	42	-12.5%
\$200,000 to \$299,999	91	87	-4.4%	60	69	+15.0%
\$300,000 to \$399,999	123	107	-13.0%	63	68	+7.9%
\$400,000 to \$499,999	120	99	-17.5%	22	18	-18.2%
\$500,000 to \$699,999	118	113	-4.2%	21	25	+19.0%
\$700,000 to \$999,999	55	54	-1.8%	4	11	+175.0%
\$1,000,000 to \$1,999,999	18	28	+55.6%	1	0	-100.0%
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	549	515	-6.2%	234	249	+6.4%

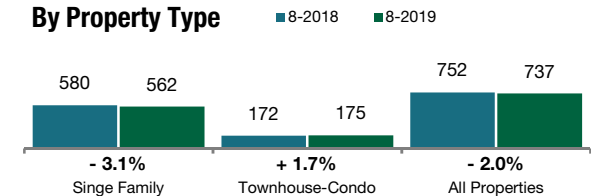
Inventory of Active Listings

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		
	8-2018	8-2019	Change	8-2018	8-2019	Change
\$99,999 and Below	2	6	+200.0%	5	6	+20.0%
\$100,000 to \$199,999	16	9	-43.8%	16	12	-25.0%
\$200,000 to \$299,999	61	52	-14.8%	21	25	+19.0%
\$300,000 to \$399,999	80	70	-12.5%	47	27	-42.6%
\$400,000 to \$499,999	87	74	-14.9%	22	33	+50.0%
\$500,000 to \$699,999	116	133	+14.7%	18	39	+116.7%
\$700,000 to \$999,999	102	102	0.0%	30	23	-23.3%
\$1,000,000 to \$1,999,999	81	70	-13.6%	12	9	-25.0%
\$2,000,000 and Above	35	46	+31.4%	1	1	0.0%
All Price Ranges	580	562	-3.1%	172	175	+1.7%

Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2019	8-2019	Change	7-2019	8-2019	Change
\$99,999 and Below	6	6	0.0%	9	6	-33.3%
\$100,000 to \$199,999	10	9	-10.0%	13	12	-7.7%
\$200,000 to \$299,999	56	52	-7.1%	24	25	+4.2%
\$300,000 to \$399,999	81	70	-13.6%	28	27	-3.6%
\$400,000 to \$499,999	87	74	-14.9%	31	33	+6.5%
\$500,000 to \$699,999	135	133	-1.5%	44	39	-11.4%
\$700,000 to \$999,999	94	102	+8.5%	26	23	-11.5%
\$1,000,000 to \$1,999,999	72	70	-2.8%	11	9	-18.2%
\$2,000,000 and Above	44	46	+4.5%	1	1	0.0%
All Price Ranges	585	562	-3.9%	187	175	-6.4%

Year to Date

By Price Range	Single Family			Condo		
	8-2018	8-2019	Change	8-2018	8-2019	Change
\$99,999 and Below	9	6	-33.3%	15	16	+6.7%
\$100,000 to \$199,999	14	20	+42.9%	48	42	-12.5%
\$200,000 to \$299,999	91	87	-4.4%	60	69	+15.0%
\$300,000 to \$399,999	123	107	-13.0%	63	68	+7.9%
\$400,000 to \$499,999	120	99	-17.5%	22	18	-18.2%
\$500,000 to \$699,999	118	113	-4.2%	21	25	+19.0%
\$700,000 to \$999,999	55	54	-1.8%	4	11	+175.0%
\$1,000,000 to \$1,999,999	18	28	+55.6%	1	0	-100.0%
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	549	515	-6.2%	234	249	+6.4%

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.