

Monthly Indicators



October 2019

Percent changes calculated using year-over-year comparisons.

New Listings were up 12.5 percent for single family homes but remained flat for townhouse-condo properties. Pending Sales increased 12.5 percent for single family homes but decreased 8.8 percent for townhouse-condo properties.

The Median Sales Price was down 10.3 percent to \$417,000 for single family homes but increased 81.8 percent to \$440,000 for townhouse-condo properties. Days on Market decreased 13.8 percent for single family homes but increased 46.8 percent for townhouse-condo properties.

As we begin the slower time of year for home sales, historically low mortgage rates will continue to support buyer demand and may create additional lift to home prices as excellent affordability gives buyers the ability to offer more to secure their dream home. Throughout much of the country, the continued low level of housing inventory also continues to constrain sales activity from where it would likely be in a balanced market.

Activity Snapshot

- 8.5%

One-Year Change in
Sold Listings
All Properties

+ 5.3%

One-Year Change in
Median Sales Price
All Properties

+ 9.4%

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.

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	10-2018	10-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		88	99	+ 12.5%	1,229	1,270	+ 3.3%
Pending Sales		56	63	+ 12.5%	720	727	+ 1.0%
Sold Listings		75	83	+ 10.7%	694	695	+ 0.1%
Median Sales Price		\$465,000	\$417,000	- 10.3%	\$425,000	\$433,500	+ 2.0%
Avg. Sales Price		\$510,897	\$465,822	- 8.8%	\$487,264	\$493,447	+ 1.3%
Pct. of List Price Received		97.1%	97.7%	+ 0.6%	97.1%	97.6%	+ 0.5%
Days on Market		130	112	- 13.8%	125	126	+ 0.8%
Cumulative Days on Market		139	140	+ 0.7%	146	141	- 3.4%
Affordability Index		60	81	+ 35.0%	63	76	+ 20.6%
Active Listings		517	566	+ 9.5%	--	--	--
Months Supply		7.4	8.3	+ 12.2%	--	--	--

Townhouse/Condo Market Overview

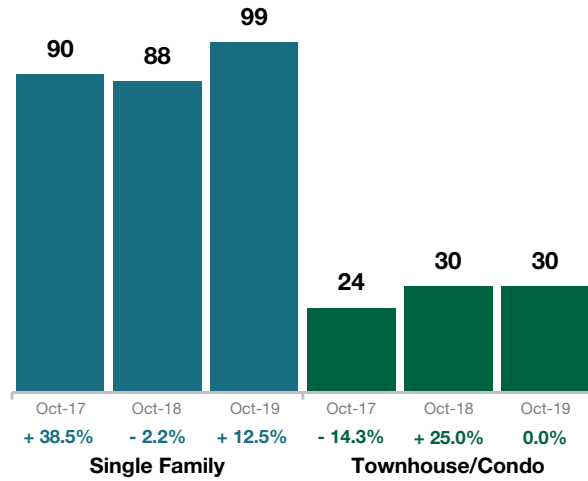
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



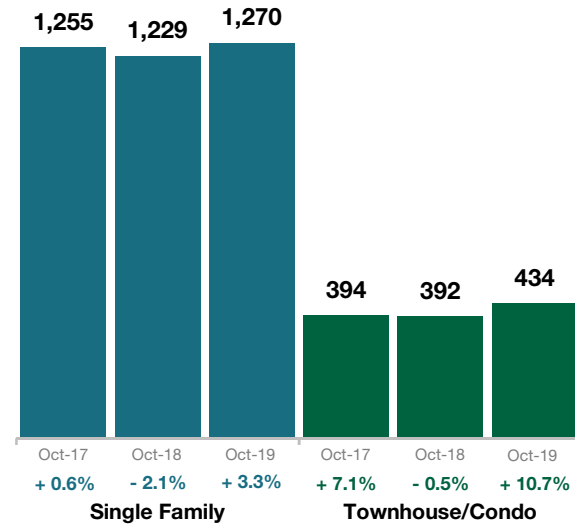
Key Metrics	Historical Sparkbars	10-2018	10-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		30	30	0.0%	392	434	+ 10.7%
Pending Sales		34	31	- 8.8%	311	318	+ 2.3%
Sold Listings		31	14	- 54.8%	291	305	+ 4.8%
Median Sales Price		\$242,000	\$440,000	+ 81.8%	\$288,000	\$298,000	+ 3.5%
Avg. Sales Price		\$279,408	\$465,321	+ 66.5%	\$306,213	\$330,455	+ 7.9%
Pct. of List Price Received		97.1%	95.9%	- 1.2%	97.4%	97.5%	+ 0.1%
Days on Market		124	182	+ 46.8%	125	124	- 0.8%
Cumulative Days on Market		124	192	+ 54.8%	135	141	+ 4.4%
Affordability Index		110	81	- 26.4%	101	114	+ 12.9%
Active Listings		140	153	+ 9.3%	--	--	--
Months Supply		4.9	5.1	+ 4.1%	--	--	--

New Listings

October

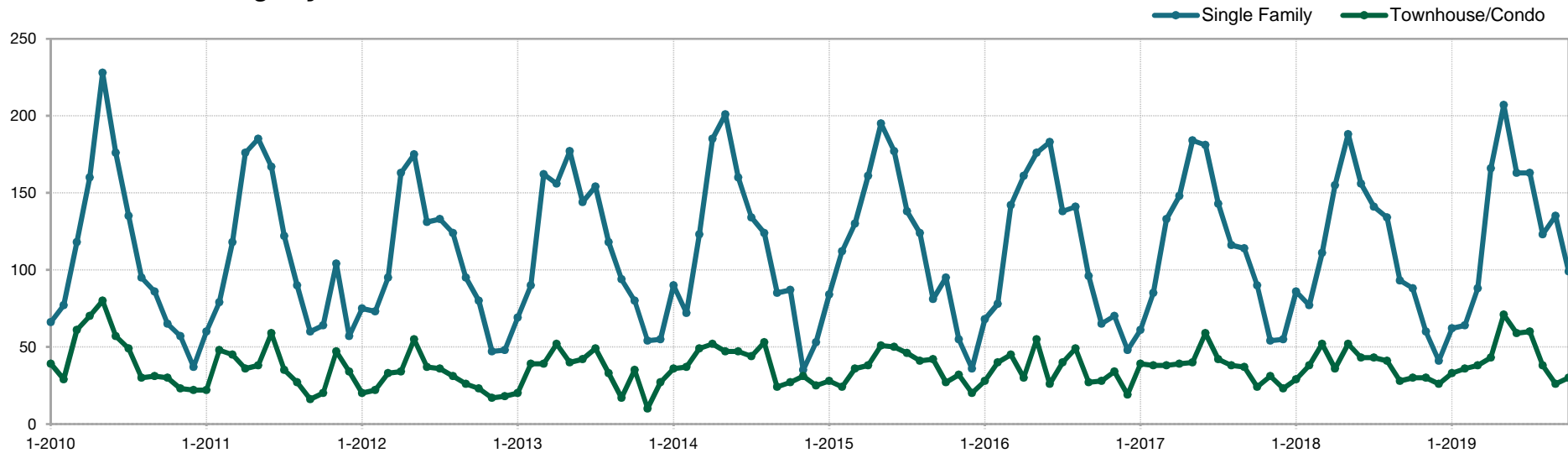


Year to Date



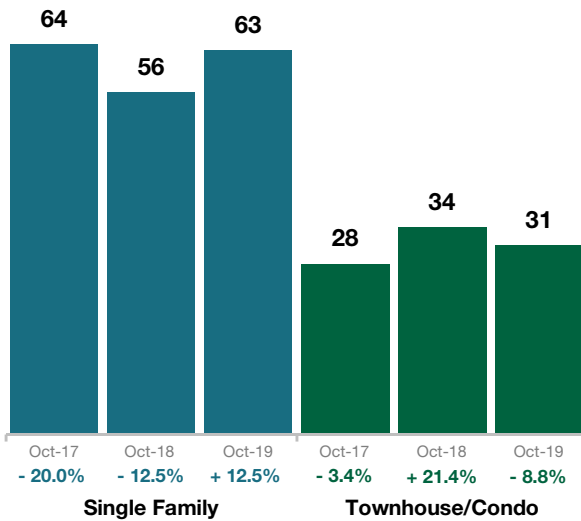
New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Nov-2018	60	+11.1%	30	-3.2%
Dec-2018	41	-25.5%	26	+13.0%
Jan-2019	62	-27.9%	33	+13.8%
Feb-2019	64	-16.9%	36	-5.3%
Mar-2019	88	-20.7%	38	-26.9%
Apr-2019	166	+7.1%	43	+19.4%
May-2019	207	+10.1%	71	+36.5%
Jun-2019	163	+4.5%	59	+37.2%
Jul-2019	163	+15.6%	60	+39.5%
Aug-2019	123	-8.2%	38	-7.3%
Sep-2019	135	+45.2%	26	-7.1%
Oct-2019	99	+12.5%	30	0.0%

Historical New Listings by Month

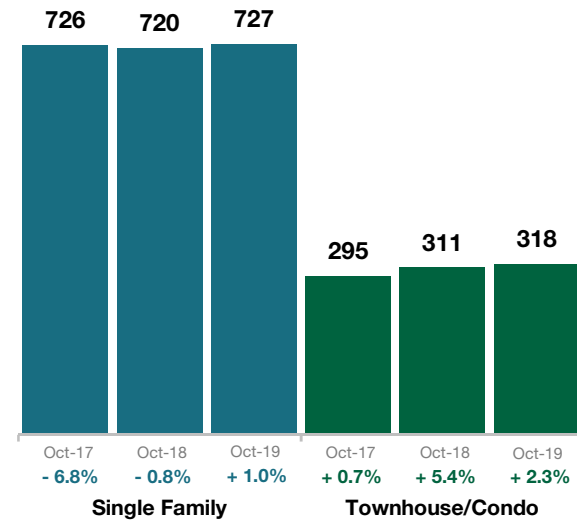


Pending Sales

October

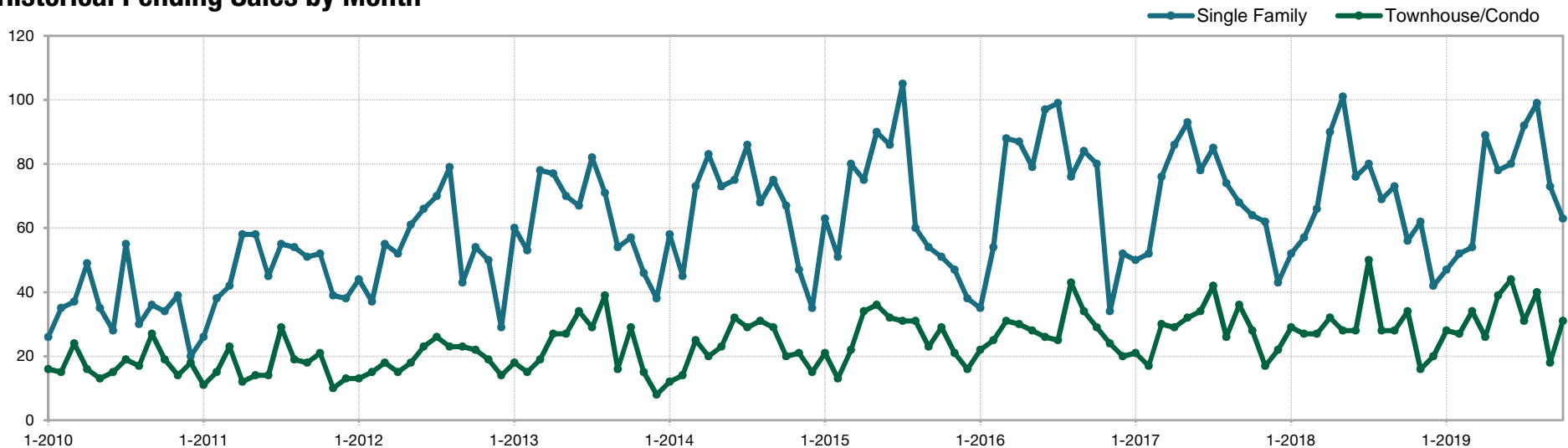


Year to Date



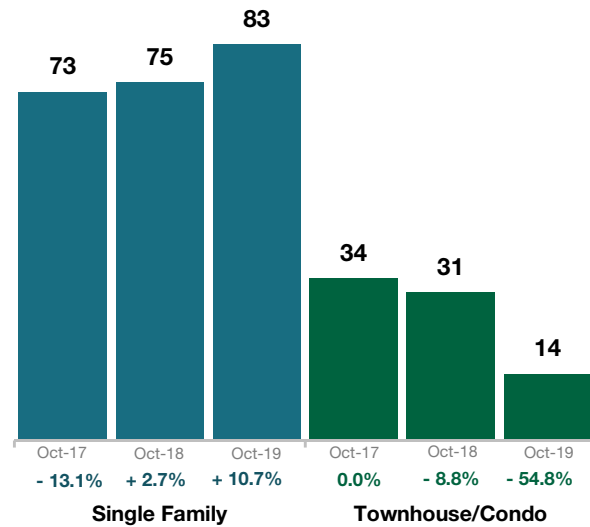
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Nov-2018	62	0.0%	16	-5.9%
Dec-2018	42	-2.3%	20	-9.1%
Jan-2019	47	-9.6%	28	-3.4%
Feb-2019	52	-8.8%	27	0.0%
Mar-2019	54	-18.2%	34	+25.9%
Apr-2019	89	-1.1%	26	-18.8%
May-2019	78	-22.8%	39	+39.3%
Jun-2019	80	+5.3%	44	+57.1%
Jul-2019	92	+15.0%	31	-38.0%
Aug-2019	99	+43.5%	40	+42.9%
Sep-2019	73	0.0%	18	-35.7%
Oct-2019	63	+12.5%	31	-8.8%

Historical Pending Sales by Month

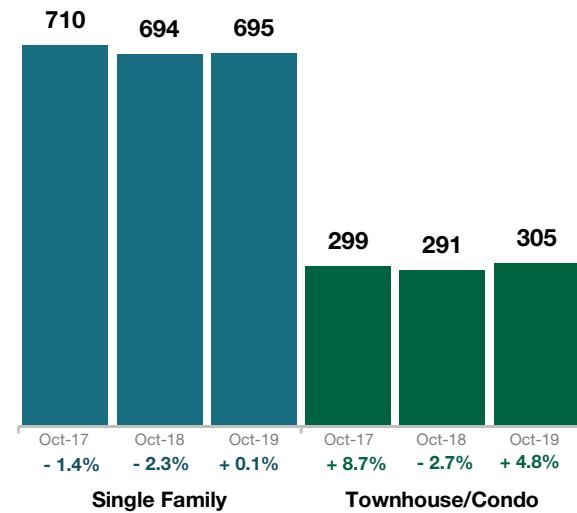


Sold Listings

October

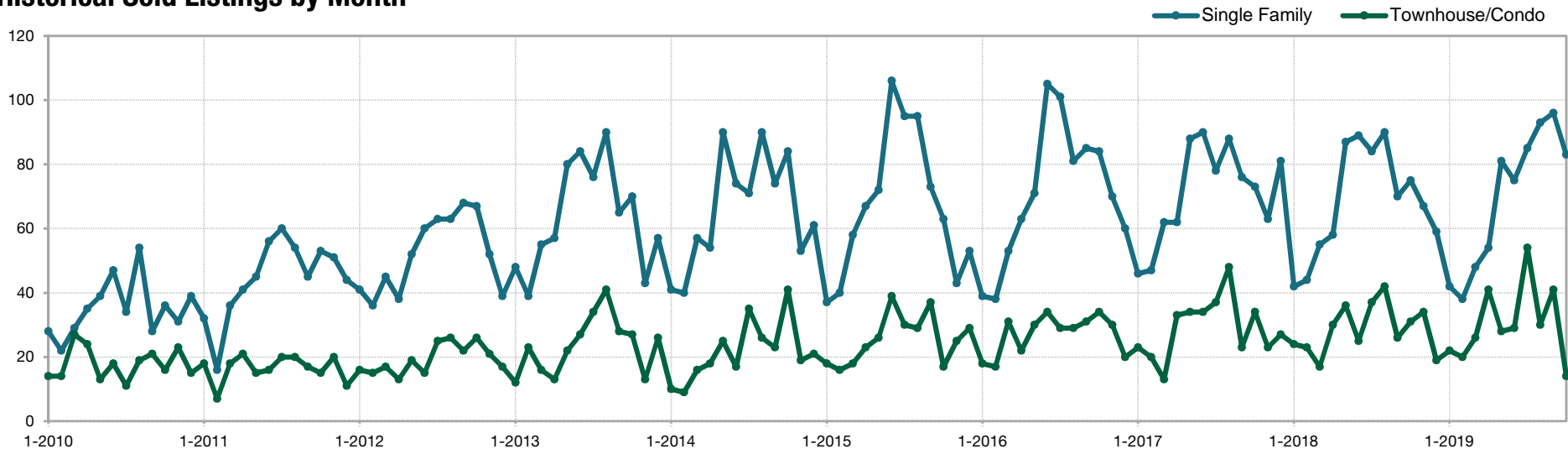


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
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	38	-13.6%	20	-13.0%
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	93	+3.3%	30	-28.6%
Sep-2019	96	+37.1%	41	+57.7%
Oct-2019	83	+10.7%	14	-54.8%

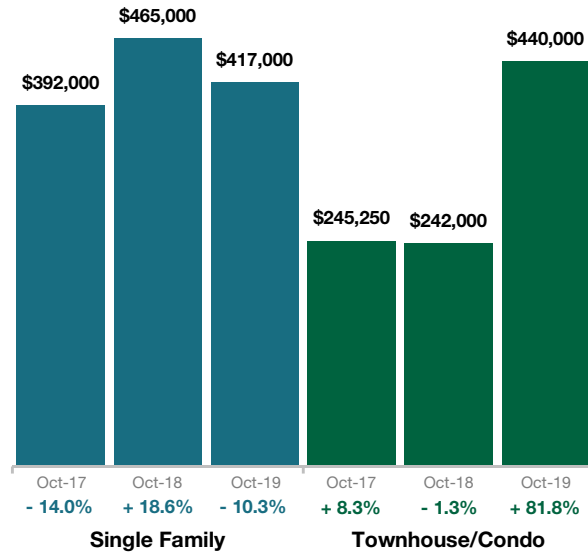
Historical Sold Listings by Month



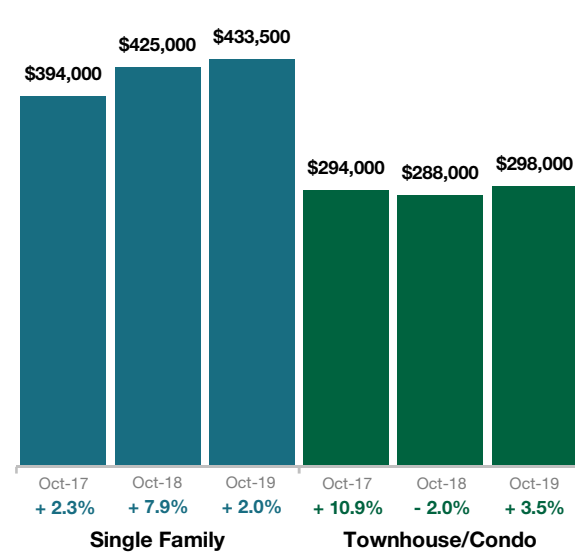
Median Sales Price



October

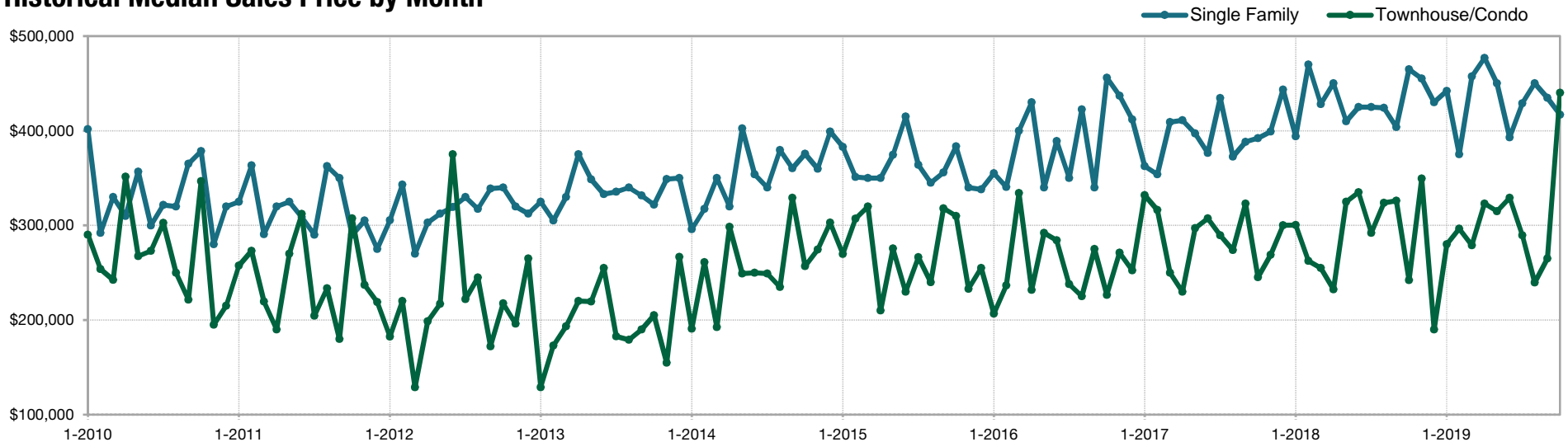


Year to Date



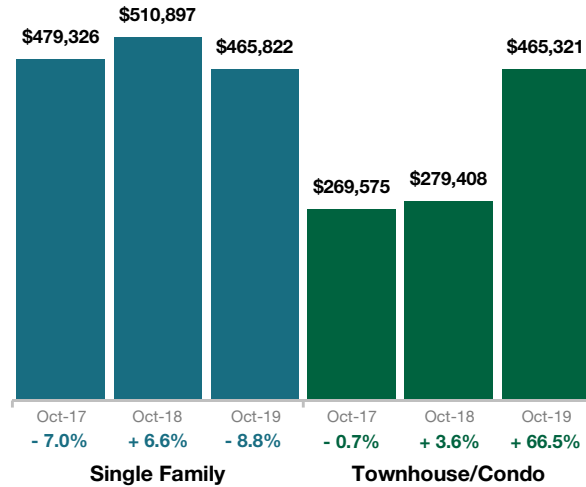
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Nov-2018	\$455,000	+14.0%	\$349,350	+29.9%
Dec-2018	\$430,000	-3.0%	\$190,000	-36.7%
Jan-2019	\$442,000	+12.1%	\$280,000	-6.8%
Feb-2019	\$375,000	-20.2%	\$296,500	+13.0%
Mar-2019	\$457,250	+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	\$450,000	+6.1%	\$239,500	-26.0%
Sep-2019	\$434,750	+7.7%	\$265,000	-18.7%
Oct-2019	\$417,000	-10.3%	\$440,000	+81.8%

Historical Median Sales Price by Month

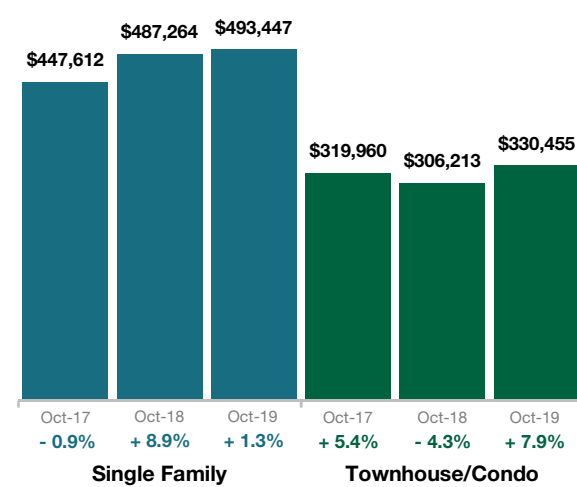


Average Sales Price

October

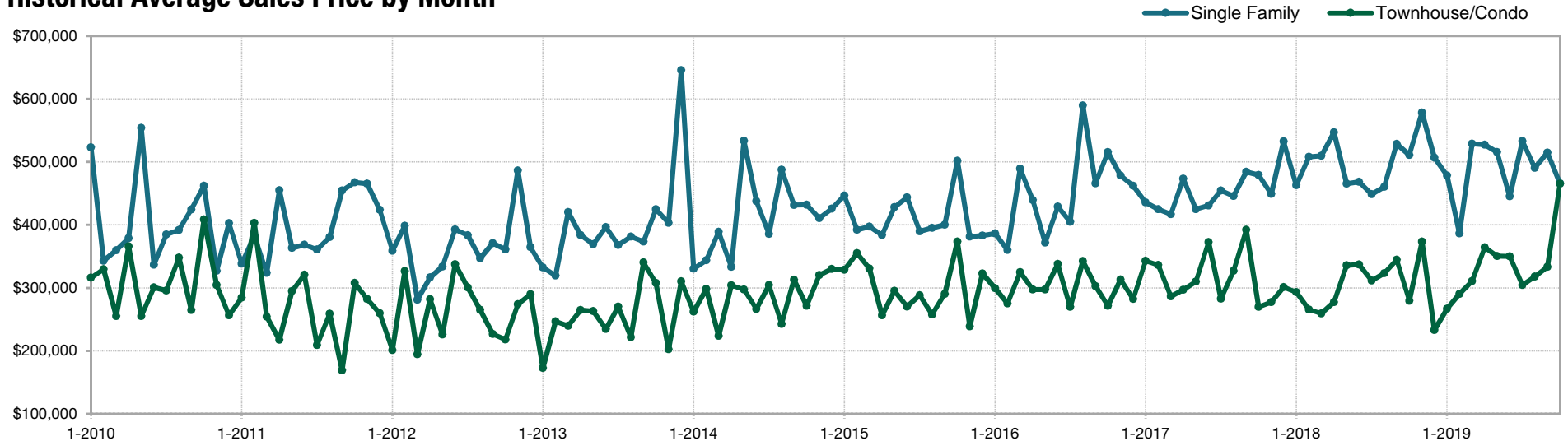


Year to Date



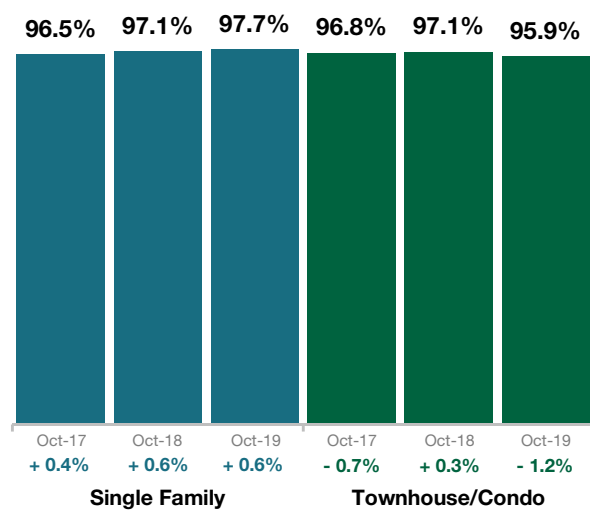
Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Nov-2018	\$578,322	+28.7%	\$373,313	+34.6%
Dec-2018	\$506,667	-4.9%	\$233,061	-22.6%
Jan-2019	\$478,389	+3.4%	\$266,618	-9.1%
Feb-2019	\$386,531	-23.9%	\$290,090	+9.2%
Mar-2019	\$528,861	+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	\$490,645	+6.6%	\$317,743	-1.7%
Sep-2019	\$514,892	-2.6%	\$333,290	-3.3%
Oct-2019	\$465,822	-8.8%	\$465,321	+66.5%

Historical Average Sales Price by Month

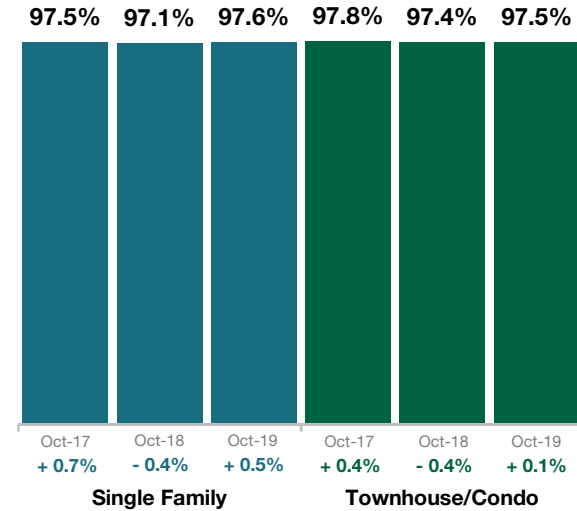


Percent of List Price Received

October

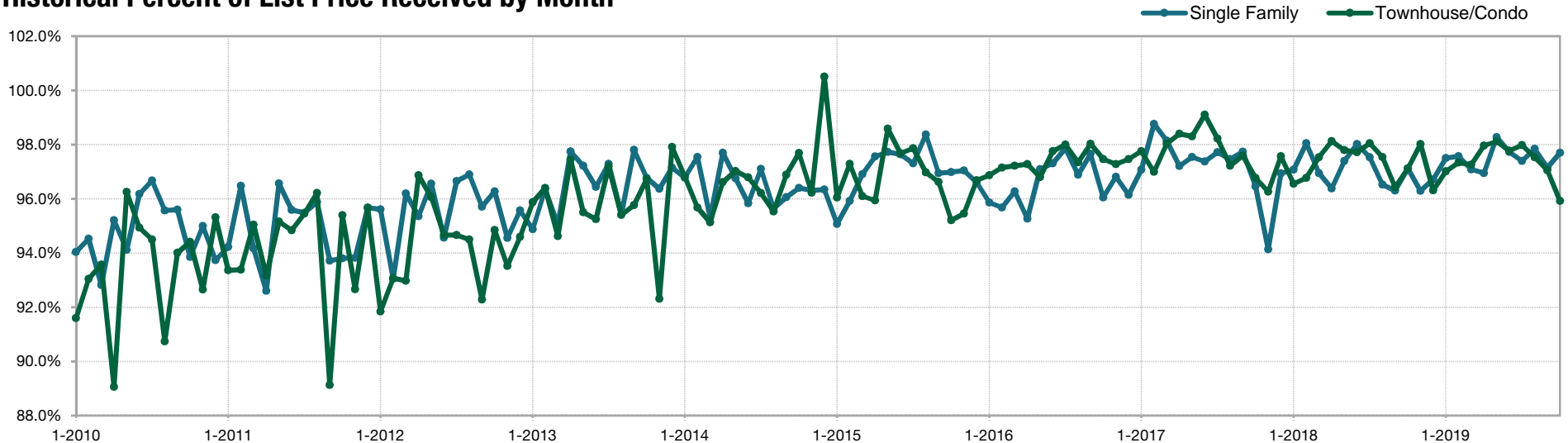


Year to Date



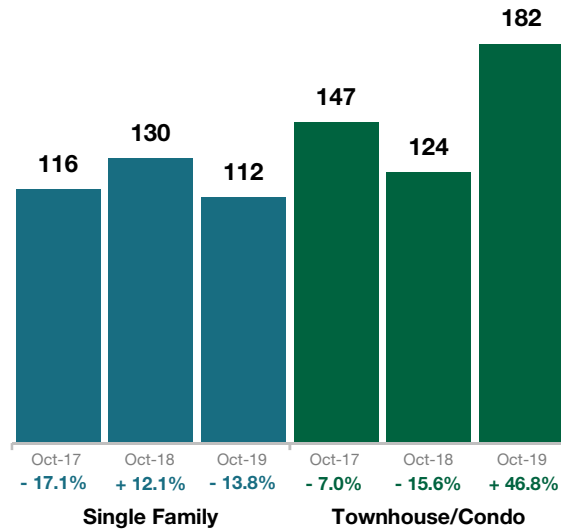
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Nov-2018	96.3%	+2.3%	98.0%	+1.8%
Dec-2018	96.7%	-0.2%	96.3%	-1.3%
Jan-2019	97.5%	+0.4%	97.0%	+0.4%
Feb-2019	97.6%	-0.5%	97.3%	+0.5%
Mar-2019	97.1%	+0.2%	97.3%	-0.2%
Apr-2019	96.9%	+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	97.8%	+1.3%	97.5%	0.0%
Sep-2019	97.1%	+0.8%	97.1%	+0.7%
Oct-2019	97.7%	+0.6%	95.9%	-1.2%

Historical Percent of List Price Received by Month

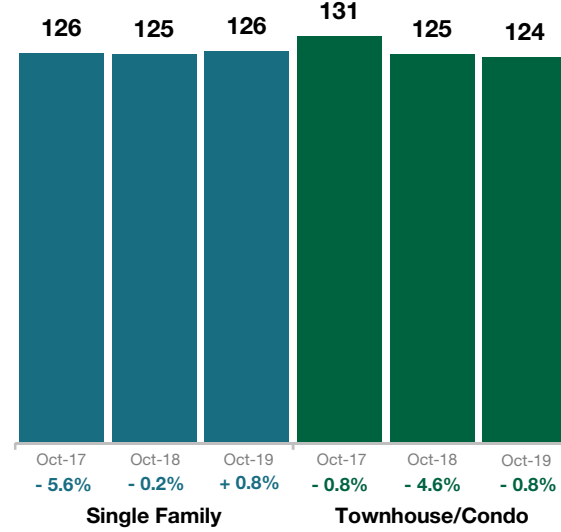


Days on Market Until Sale

October

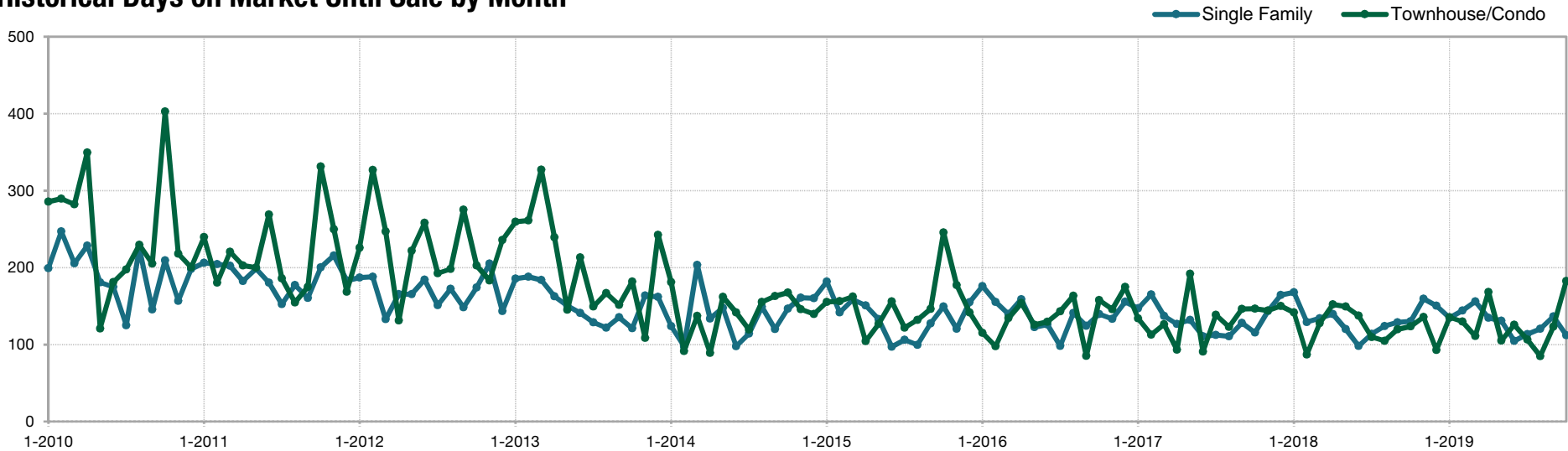


Year to Date



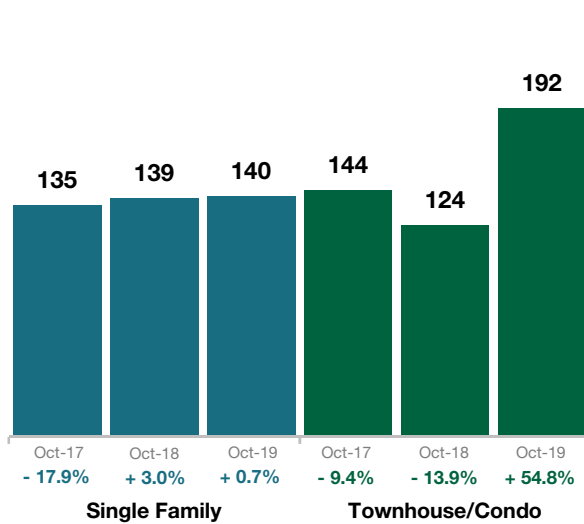
Days on Market	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Nov-2018	160	+11.1%	136	-5.6%
Dec-2018	150	-8.5%	93	-38.0%
Jan-2019	135	-19.6%	136	-4.2%
Feb-2019	144	+11.6%	130	+49.4%
Mar-2019	156	+16.4%	111	-13.3%
Apr-2019	135	-3.6%	168	+10.5%
May-2019	131	+9.2%	105	-30.0%
Jun-2019	105	+7.1%	126	-8.0%
Jul-2019	114	0.0%	107	-2.7%
Aug-2019	120	-3.2%	85	-19.0%
Sep-2019	136	+5.4%	123	+2.5%
Oct-2019	112	-13.8%	182	+46.8%

Historical Days on Market Until Sale by Month

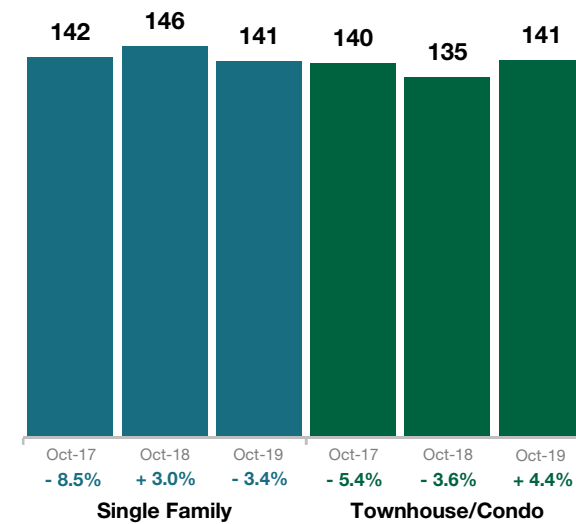


Cumulative Days on Market Until Sale

October

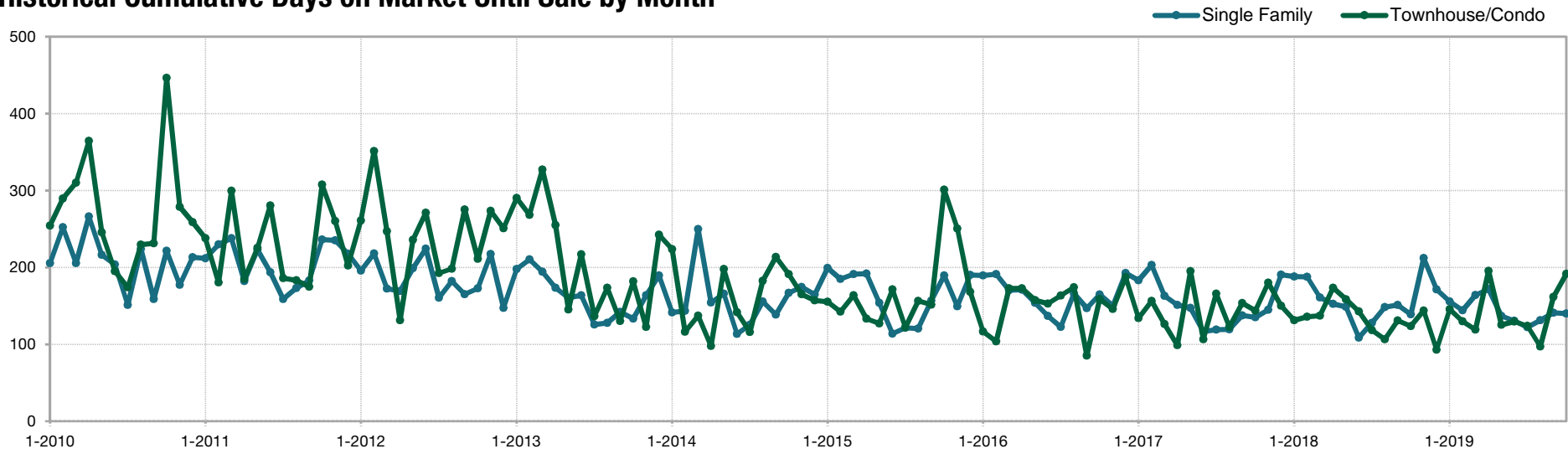


Year to Date



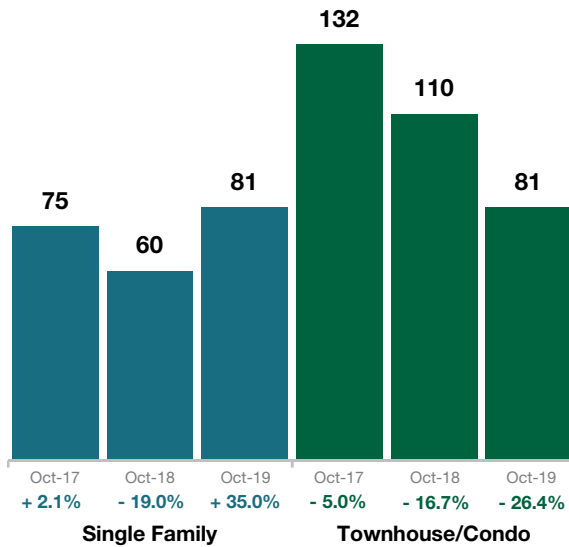
Cumulative Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Nov-2018	212	+46.2%	144	-20.0%
Dec-2018	171	-10.0%	93	-38.0%
Jan-2019	156	-17.0%	146	+11.5%
Feb-2019	144	-23.4%	130	-4.4%
Mar-2019	164	+1.9%	119	-13.1%
Apr-2019	172	+13.2%	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	131	-11.5%	97	-9.3%
Sep-2019	141	-6.6%	162	+23.7%
Oct-2019	140	+0.7%	192	+54.8%

Historical Cumulative Days on Market Until Sale by Month

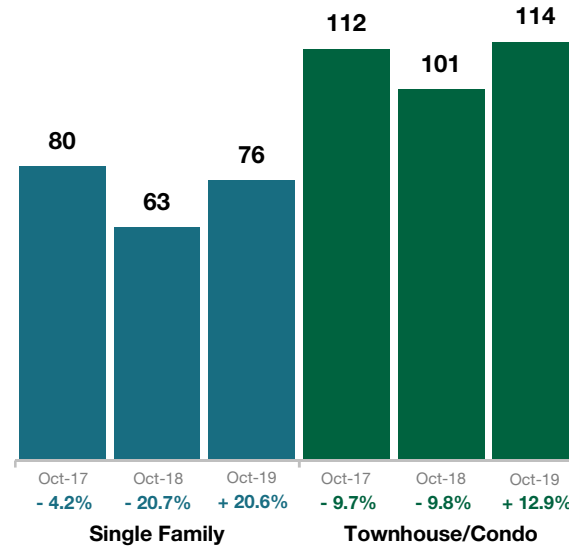


Housing Affordability Index

October

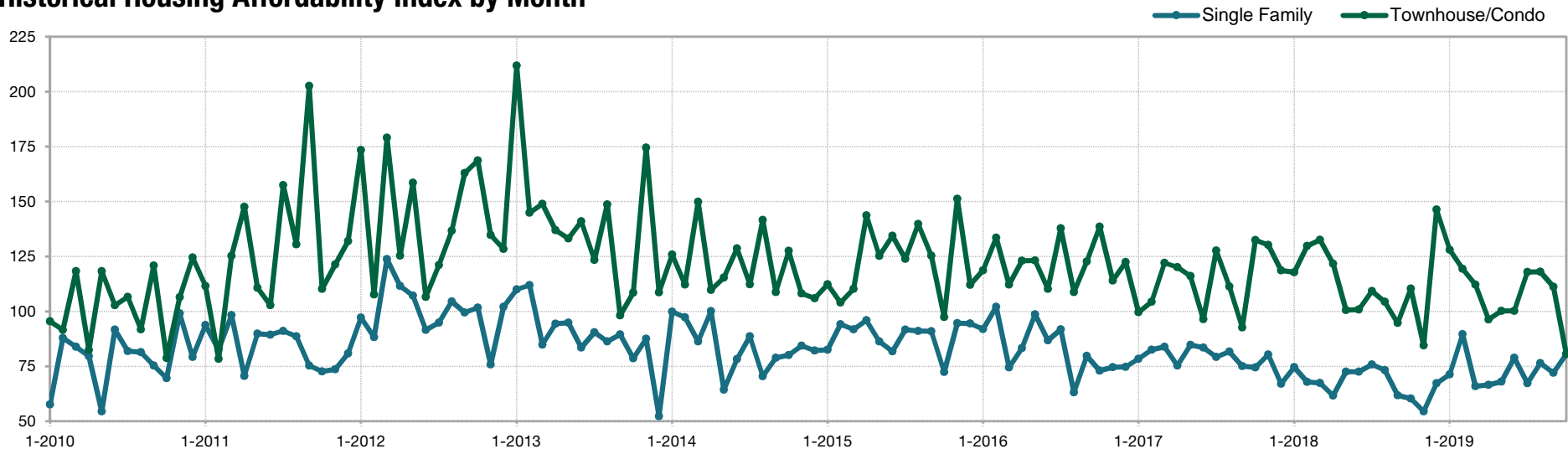


Year to Date



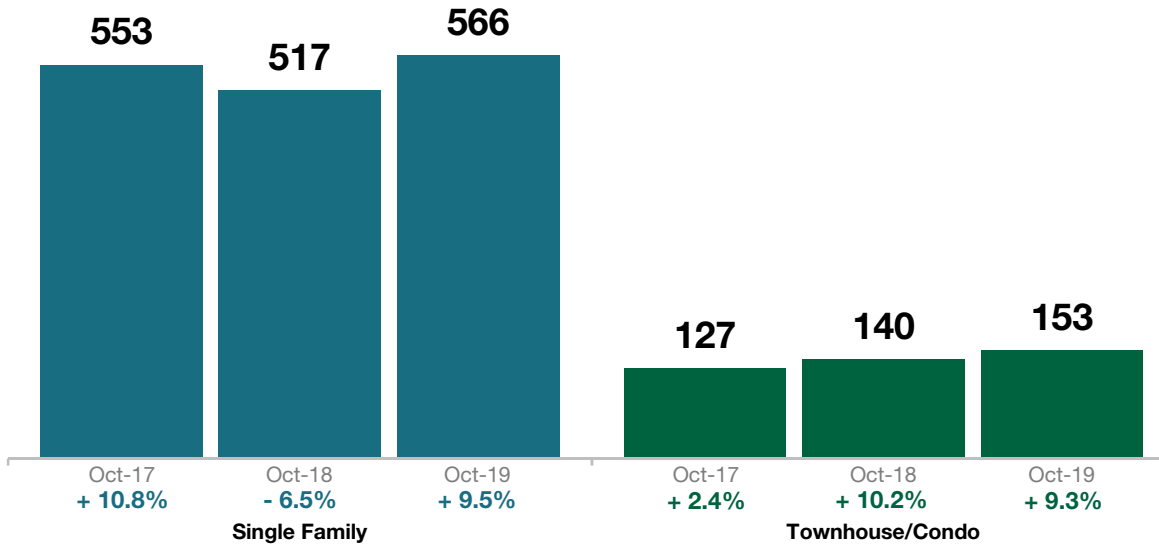
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Nov-2018	55	-31.3%	84	-35.4%
Dec-2018	67	0.0%	146	+22.7%
Jan-2019	71	-5.3%	128	+8.5%
Feb-2019	90	+32.4%	119	-8.5%
Mar-2019	66	-1.5%	112	-15.8%
Apr-2019	67	+8.1%	96	-21.3%
May-2019	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%
Sep-2019	72	+16.1%	111	+16.8%
Oct-2019	81	+35.0%	81	-26.4%

Historical Housing Affordability Index by Month



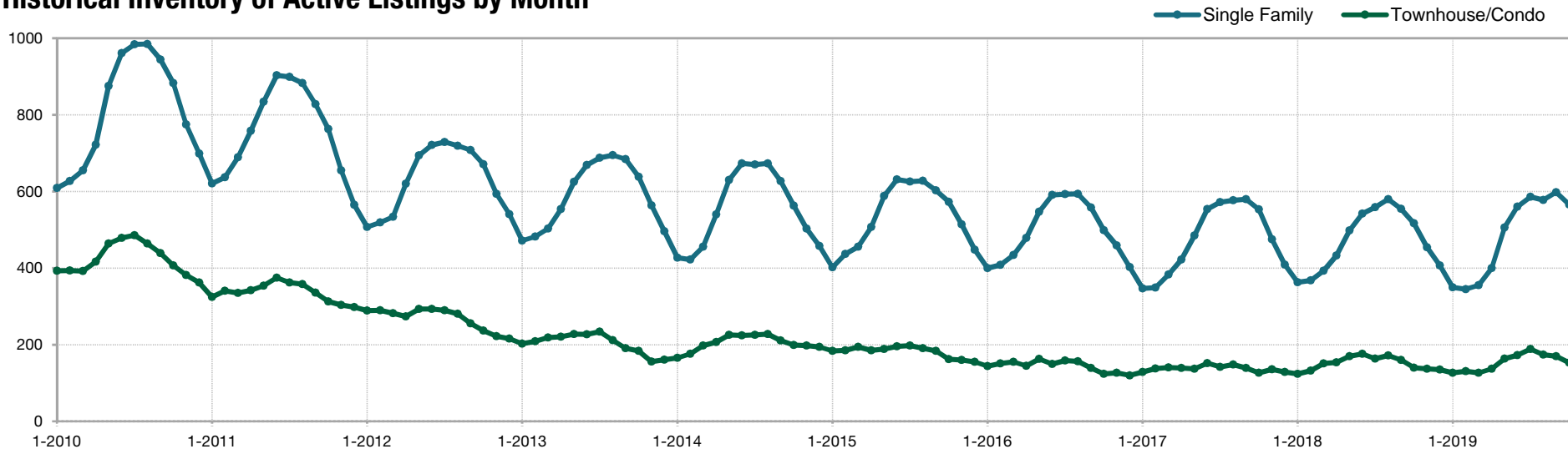
Inventory of Active Listings

October



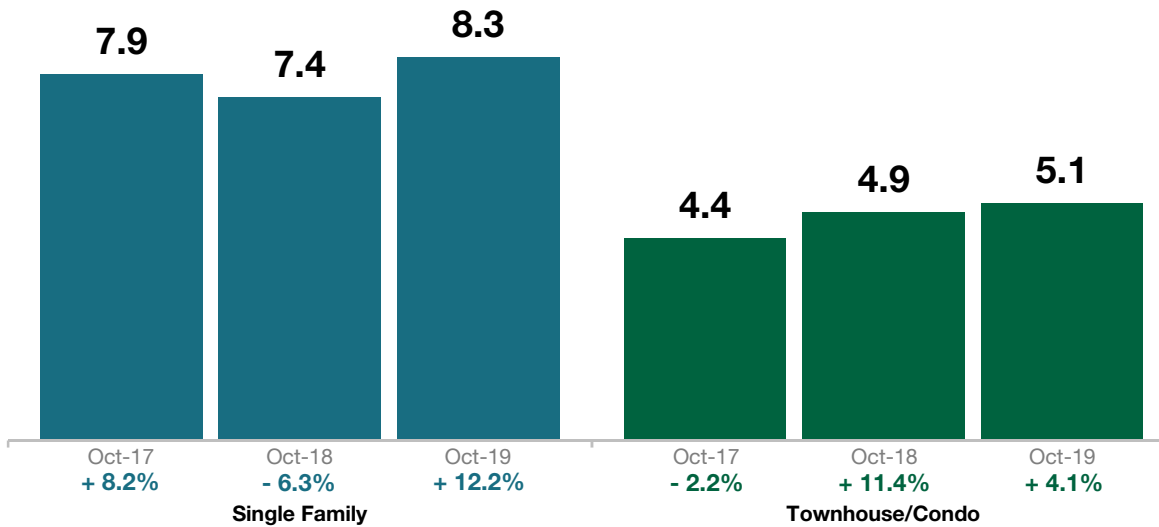
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Nov-2018	454	-4.4%	137	+0.7%
Dec-2018	407	-0.5%	135	+4.7%
Jan-2019	350	-3.6%	127	+2.4%
Feb-2019	345	-6.3%	131	-0.8%
Mar-2019	355	-9.7%	127	-15.9%
Apr-2019	400	-7.6%	137	-11.0%
May-2019	506	+1.6%	164	-3.5%
Jun-2019	560	+3.3%	173	-1.7%
Jul-2019	586	+4.8%	189	+15.2%
Aug-2019	578	-0.3%	174	+1.2%
Sep-2019	598	+7.7%	170	+6.3%
Oct-2019	566	+9.5%	153	+9.3%

Historical Inventory of Active Listings by Month



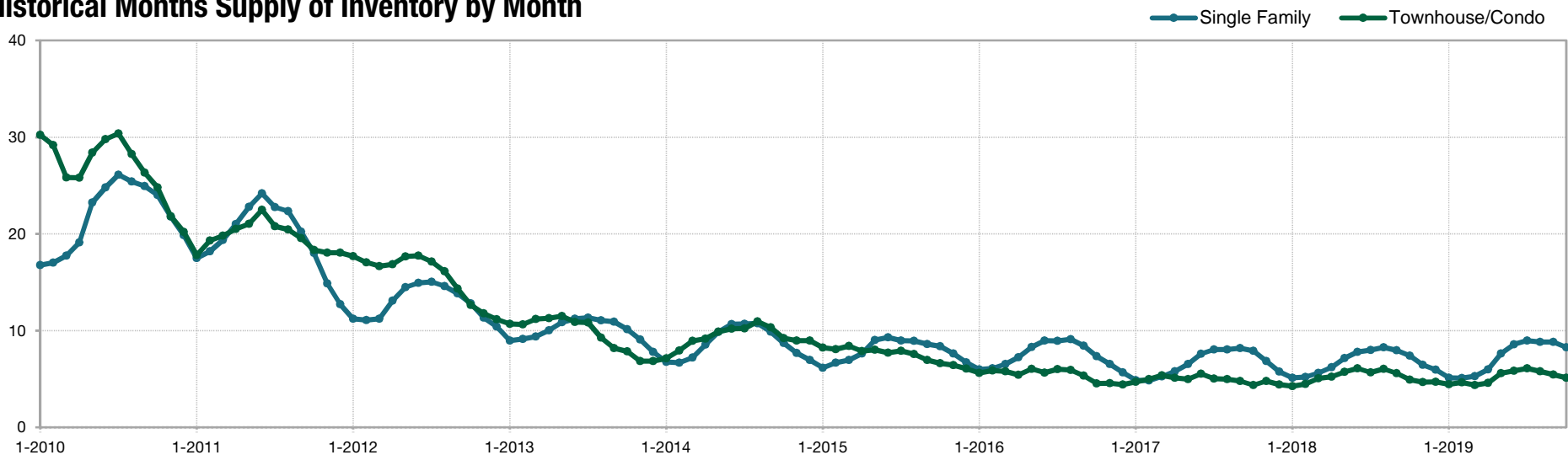
Months Supply of Inventory

October



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Nov-2018	6.5	-4.4%	4.7	-2.1%
Dec-2018	6.0	+5.3%	4.7	+6.8%
Jan-2019	5.1	0.0%	4.5	+4.7%
Feb-2019	5.1	-1.9%	4.6	+2.2%
Mar-2019	5.3	-5.4%	4.4	-13.7%
Apr-2019	6.0	-3.2%	4.6	-11.5%
May-2019	7.6	+5.6%	5.6	-1.8%
Jun-2019	8.6	+10.3%	5.8	-4.9%
Jul-2019	9.0	+12.5%	6.1	+7.0%
Aug-2019	8.8	+6.0%	5.8	-4.9%
Sep-2019	8.8	+10.0%	5.4	-3.6%
Oct-2019	8.3	+12.2%	5.1	+4.1%

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.



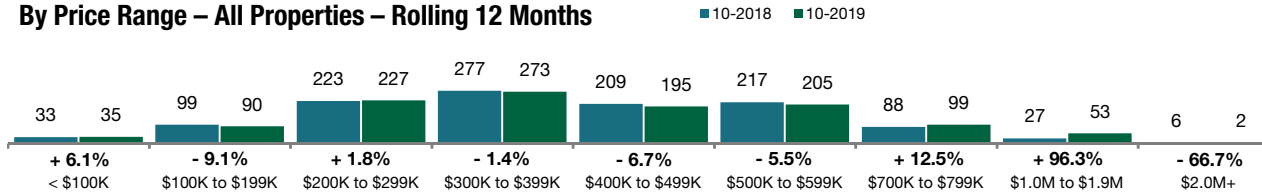
Key Metrics	Historical Sparkbars	10-2018	10-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		118	129	+ 9.3%	1,621	1,705	+ 5.2%
Pending Sales		90	94	+ 4.4%	1,031	1,045	+ 1.4%
Sold Listings		106	97	- 8.5%	985	1,000	+ 1.5%
Median Sales Price		\$396,000	\$417,000	+ 5.3%	\$385,000	\$385,000	0.0%
Avg. Sales Price		\$443,197	\$465,750	+ 5.1%	\$433,776	\$443,685	+ 2.3%
Pct. of List Price Received		97.1%	97.4%	+ 0.3%	97.2%	97.5%	+ 0.3%
Days on Market		128	122	- 4.7%	125	126	+ 0.8%
Cumulative Days on Market		134	147	+ 9.7%	143	141	- 1.4%
Affordability Index		70	81	+ 15.7%	71	85	+ 19.7%
Active Listings		657	719	+ 9.4%	--	--	--
Months Supply		6.7	7.3	+ 9.0%	--	--	--

Sold Listings

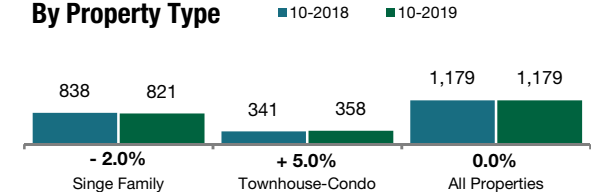
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	10-2018	10-2019	Change	10-2018	10-2019	Change
\$99,999 and Below	11	9	- 18.2%	22	26	+ 18.2%
\$100,000 to \$199,999	27	29	+ 7.4%	72	61	- 15.3%
\$200,000 to \$299,999	137	135	- 1.5%	86	92	+ 7.0%
\$300,000 to \$399,999	189	180	- 4.8%	88	93	+ 5.7%
\$400,000 to \$499,999	172	164	- 4.7%	37	31	- 16.2%
\$500,000 to \$699,999	188	170	- 9.6%	29	35	+ 20.7%
\$700,000 to \$999,999	82	82	0.0%	6	17	+ 183.3%
\$1,000,000 to \$1,999,999	26	50	+ 92.3%	1	3	+ 200.0%
\$2,000,000 and Above	6	2	- 66.7%	0	0	--
All Price Ranges	838	821	- 2.0%	341	358	+ 5.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2019	10-2019	Change	9-2019	10-2019	Change
\$99,999 and Below	1	0	- 100.0%	4	2	- 50.0%
\$100,000 to \$199,999	3	1	- 66.7%	6	1	- 83.3%
\$200,000 to \$299,999	14	15	+ 7.1%	12	2	- 83.3%
\$300,000 to \$399,999	25	21	- 16.0%	8	2	- 75.0%
\$400,000 to \$499,999	19	21	+ 10.5%	5	1	- 80.0%
\$500,000 to \$699,999	19	17	- 10.5%	4	3	- 25.0%
\$700,000 to \$999,999	7	5	- 28.6%	1	2	+ 100.0%
\$1,000,000 to \$1,999,999	7	3	- 57.1%	1	1	0.0%
\$2,000,000 and Above	1	0	- 100.0%	0	0	--
All Price Ranges	96	83	- 13.5%	41	14	- 65.9%

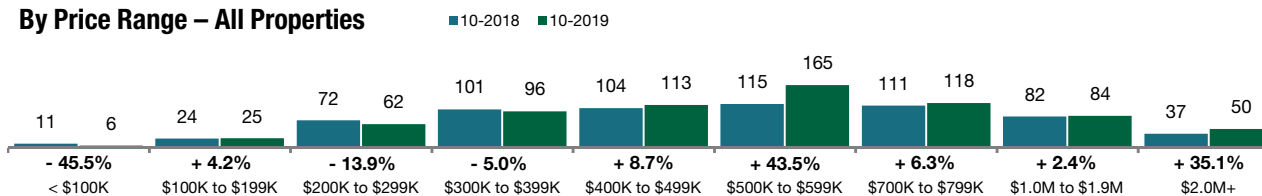
Year to Date

By Price Range	Single Family			Condo		
	10-2018	10-2019	Change	10-2018	10-2019	Change
\$99,999 and Below	9	7	- 22.2%	18	22	+ 22.2%
\$100,000 to \$199,999	21	24	+ 14.3%	62	49	- 21.0%
\$200,000 to \$299,999	120	116	- 3.3%	72	83	+ 15.3%
\$300,000 to \$399,999	149	155	+ 4.0%	78	78	0.0%
\$400,000 to \$499,999	142	139	- 2.1%	27	24	- 11.1%
\$500,000 to \$699,999	159	148	- 6.9%	27	33	+ 22.2%
\$700,000 to \$999,999	69	66	- 4.3%	6	14	+ 133.3%
\$1,000,000 to \$1,999,999	20	38	+ 90.0%	1	2	+ 100.0%
\$2,000,000 and Above	5	2	- 60.0%	0	0	--
All Price Ranges	694	695	+ 0.1%	291	305	+ 4.8%

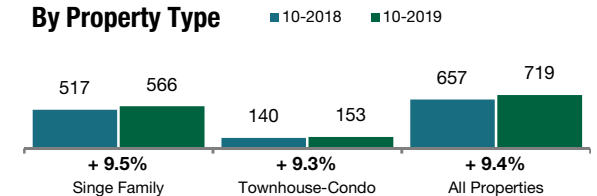
Inventory of Active Listings

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		
	10-2018	10-2019	Change	10-2018	10-2019	Change
\$99,999 and Below	4	4	0.0%	7	2	- 71.4%
\$100,000 to \$199,999	12	14	+ 16.7%	12	11	- 8.3%
\$200,000 to \$299,999	55	43	- 21.8%	17	19	+ 11.8%
\$300,000 to \$399,999	68	65	- 4.4%	33	31	- 6.1%
\$400,000 to \$499,999	84	83	- 1.2%	20	30	+ 50.0%
\$500,000 to \$699,999	101	134	+ 32.7%	14	31	+ 121.4%
\$700,000 to \$999,999	86	97	+ 12.8%	25	21	- 16.0%
\$1,000,000 to \$1,999,999	72	77	+ 6.9%	10	7	- 30.0%
\$2,000,000 and Above	35	49	+ 40.0%	2	1	- 50.0%
All Price Ranges	517	566	+ 9.5%	140	153	+ 9.3%

Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2019	10-2019	Change	9-2019	10-2019	Change
\$99,999 and Below	4	4	0.0%	2	2	0.0%
\$100,000 to \$199,999	15	14	- 6.7%	12	11	- 8.3%
\$200,000 to \$299,999	45	43	- 4.4%	25	19	- 24.0%
\$300,000 to \$399,999	73	65	- 11.0%	27	31	+ 14.8%
\$400,000 to \$499,999	89	83	- 6.7%	33	30	- 9.1%
\$500,000 to \$699,999	136	134	- 1.5%	40	31	- 22.5%
\$700,000 to \$999,999	106	97	- 8.5%	22	21	- 4.5%
\$1,000,000 to \$1,999,999	77	77	0.0%	8	7	- 12.5%
\$2,000,000 and Above	53	49	- 7.5%	1	1	0.0%
All Price Ranges	598	566	- 5.4%	170	153	- 10.0%

Year to Date

By Price Range	Single Family			Condo		
	10-2018	10-2019	Change	10-2018	10-2019	Change
\$99,999 and Below	4	4	0.0%	7	2	- 71.4%
\$100,000 to \$199,999	12	14	+ 16.7%	12	11	- 8.3%
\$200,000 to \$299,999	55	43	- 21.8%	17	19	+ 11.8%
\$300,000 to \$399,999	68	65	- 4.4%	33	31	- 6.1%
\$400,000 to \$499,999	84	83	- 1.2%	20	30	+ 50.0%
\$500,000 to \$699,999	101	134	+ 32.7%	14	31	+ 121.4%
\$700,000 to \$999,999	86	97	+ 12.8%	25	21	- 16.0%
\$1,000,000 to \$1,999,999	72	77	+ 6.9%	10	7	- 30.0%
\$2,000,000 and Above	35	49	+ 40.0%	2	1	- 50.0%
All Price Ranges	517	566	+ 9.5%	140	153	+ 9.3%

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.