

Monthly Indicators



December 2019

Percent changes calculated using year-over-year comparisons.

New Listings were down 19.5 percent for single family homes but increased 46.2 percent for townhouse-condo properties. Pending Sales increased 23.8 percent for single family homes but decreased 10.0 percent for townhouse-condo properties.

The Median Sales Price was down 3.5 percent to \$415,000 for single family homes but increased 57.1 percent to \$298,500 for townhouse-condo properties. Days on Market increased 3.3 percent for single family homes and 34.4 percent for townhouse-condo properties.

With low mortgage rates, low unemployment, and continued wage growth, home buyer activity is expected to remain healthy into the new year. New construction has been on the rise in 2019 and is expected to continue into 2020, but many experts note that the country is still not building enough new units to quench demand. It remains to be seen whether existing homeowners will be enticed to sell by higher home prices, which could finally bring the overall housing market into greater balance.

Activity Snapshot

+ 16.7%	+ 5.1%	+ 14.1%
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	12-2018	12-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		41	33	- 19.5%	1,325	1,367	+ 3.2%
Pending Sales		42	52	+ 23.8%	819	838	+ 2.3%
Sold Listings		59	71	+ 20.3%	815	824	+ 1.1%
Median Sales Price		\$430,000	\$415,000	- 3.5%	\$428,500	\$430,000	+ 0.4%
Avg. Sales Price		\$506,667	\$507,824	+ 0.2%	\$498,930	\$496,470	- 0.5%
Pct. of List Price Received		96.7%	96.1%	- 0.6%	97.1%	97.4%	+ 0.3%
Days on Market		150	155	+ 3.3%	130	130	0.0%
Cumulative Days on Market		171	175	+ 2.3%	154	146	- 5.2%
Affordability Index		67	72	+ 7.5%	68	74	+ 8.8%
Active Listings		409	462	+ 13.0%	--	--	--
Months Supply		6.0	6.7	+ 11.7%	--	--	--

Townhouse/Condo Market Overview

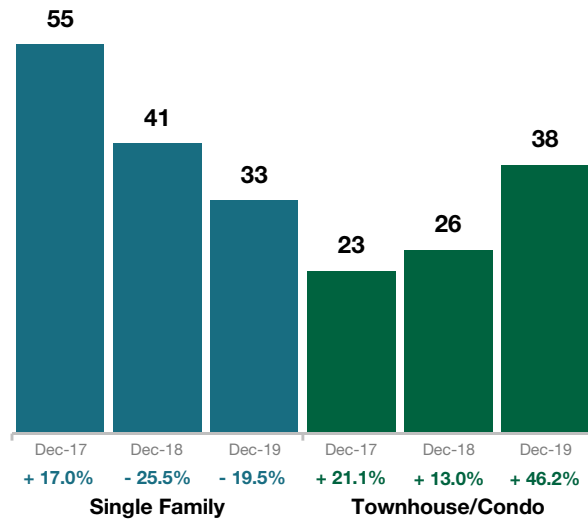
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



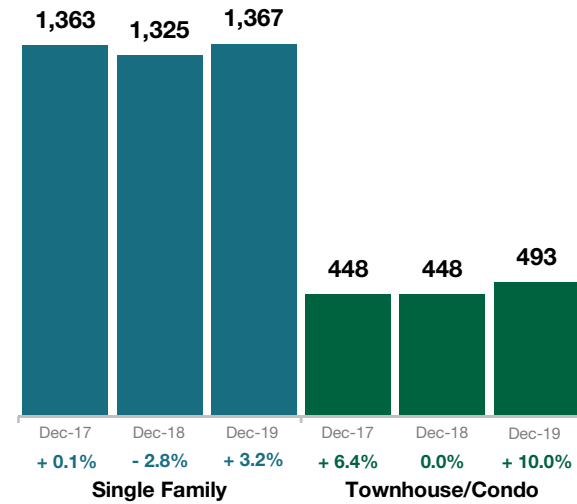
Key Metrics	Historical Sparkbars	12-2018	12-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		26	38	+ 46.2%	448	493	+ 10.0%
Pending Sales		20	18	- 10.0%	346	345	- 0.3%
Sold Listings		19	20	+ 5.3%	344	350	+ 1.7%
Median Sales Price		\$190,000	\$298,500	+ 57.1%	\$289,450	\$295,000	+ 1.9%
Avg. Sales Price		\$233,061	\$312,543	+ 34.1%	\$308,805	\$329,391	+ 6.7%
Pct. of List Price Received		96.3%	97.6%	+ 1.3%	97.4%	97.5%	+ 0.1%
Days on Market		93	125	+ 34.4%	124	125	+ 0.8%
Cumulative Days on Market		93	125	+ 34.4%	133	143	+ 7.5%
Affordability Index		146	117	- 19.9%	110	111	+ 0.9%
Active Listings		136	160	+ 17.6%	--	--	--
Months Supply		4.7	5.5	+ 17.0%	--	--	--

New Listings

December

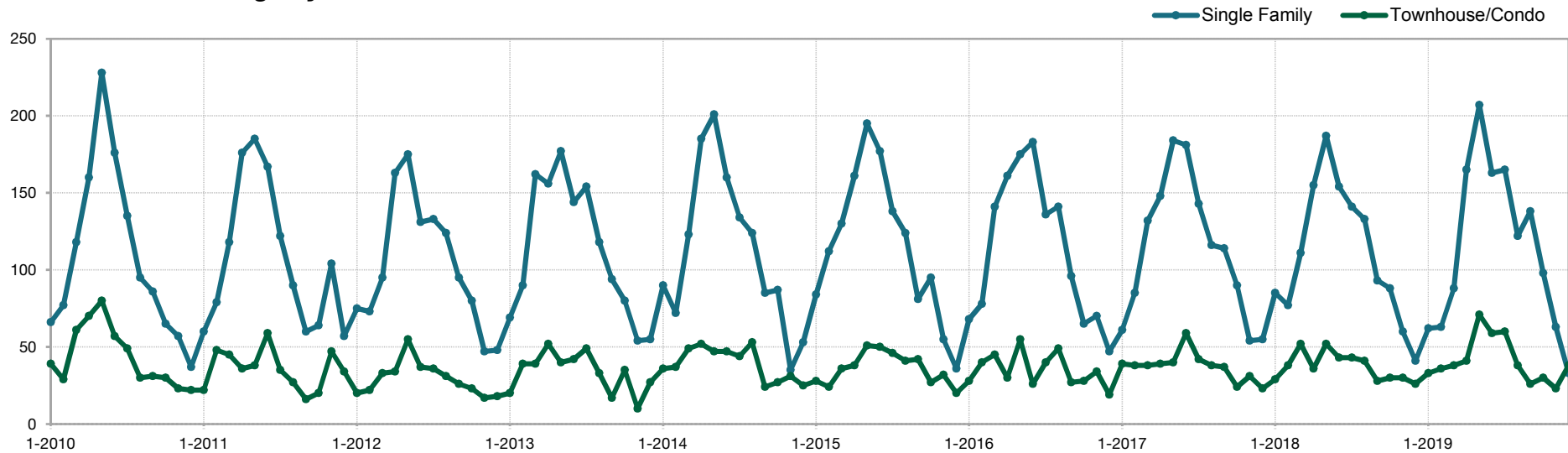


Year to Date



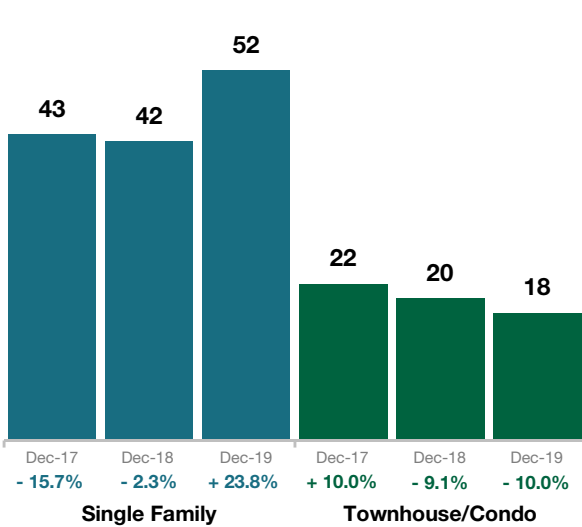
New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2019	62	-27.1%	33	+13.8%
Feb-2019	63	-18.2%	36	-5.3%
Mar-2019	88	-20.7%	38	-26.9%
Apr-2019	165	+6.5%	41	+13.9%
May-2019	207	+10.7%	71	+36.5%
Jun-2019	163	+5.8%	59	+37.2%
Jul-2019	165	+17.0%	60	+39.5%
Aug-2019	122	-8.3%	38	-7.3%
Sep-2019	138	+48.4%	26	-7.1%
Oct-2019	98	+11.4%	30	0.0%
Nov-2019	63	+5.0%	23	-23.3%
Dec-2019	33	-19.5%	38	+46.2%

Historical New Listings by Month

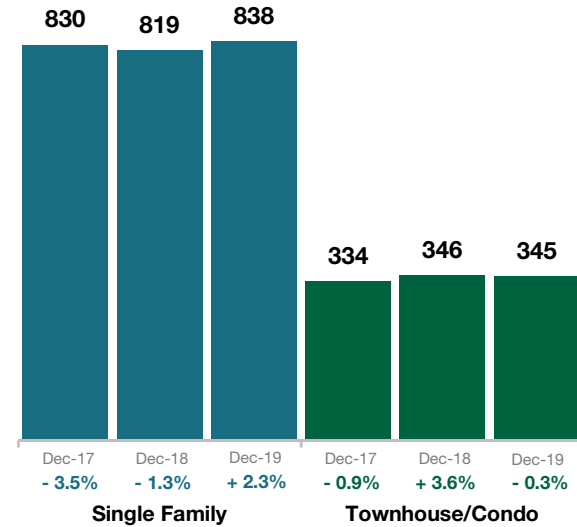


Pending Sales

December

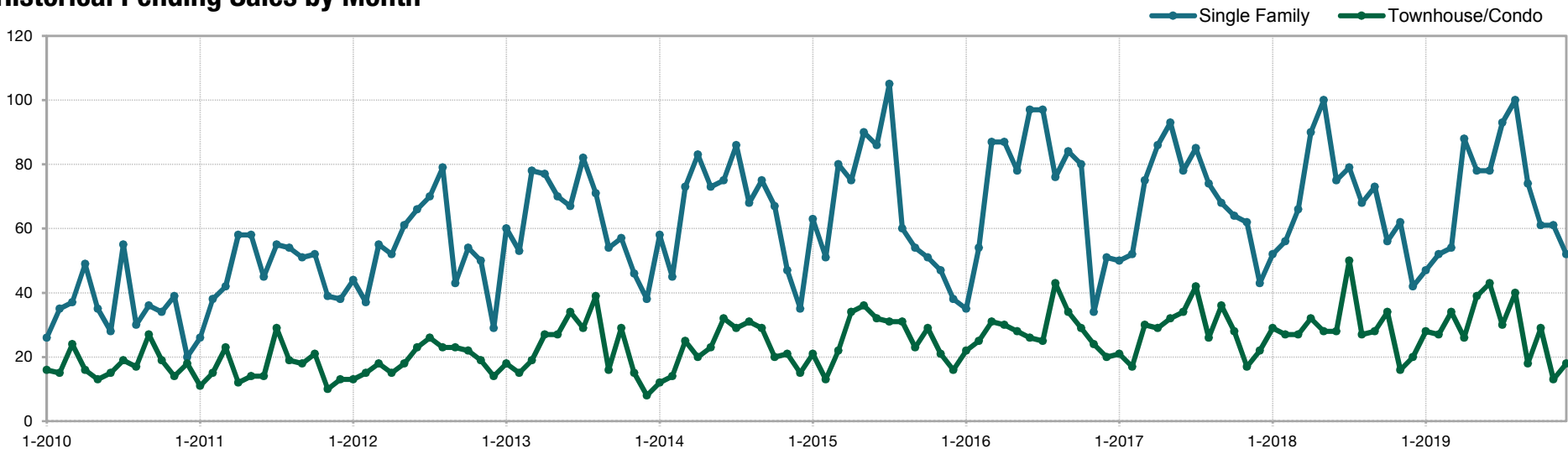


Year to Date



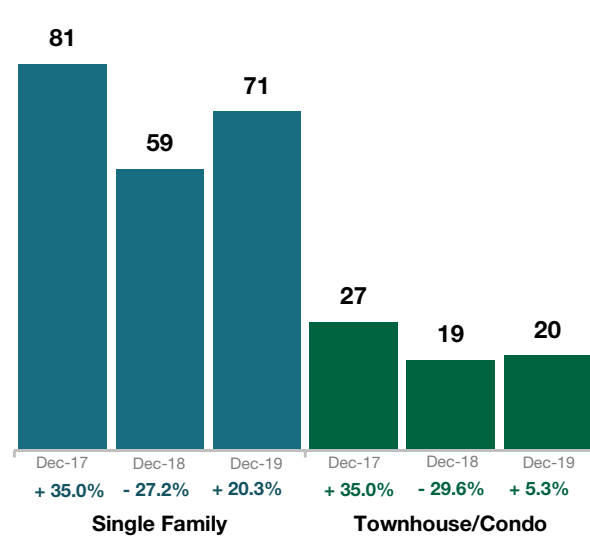
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2019	47	-9.6%	28	-3.4%
Feb-2019	52	-7.1%	27	0.0%
Mar-2019	54	-18.2%	34	+25.9%
Apr-2019	88	-2.2%	26	-18.8%
May-2019	78	-22.0%	39	+39.3%
Jun-2019	78	+4.0%	43	+53.6%
Jul-2019	93	+17.7%	30	-40.0%
Aug-2019	100	+47.1%	40	+48.1%
Sep-2019	74	+1.4%	18	-35.7%
Oct-2019	61	+8.9%	29	-14.7%
Nov-2019	61	-1.6%	13	-18.8%
Dec-2019	52	+23.8%	18	-10.0%

Historical Pending Sales by Month

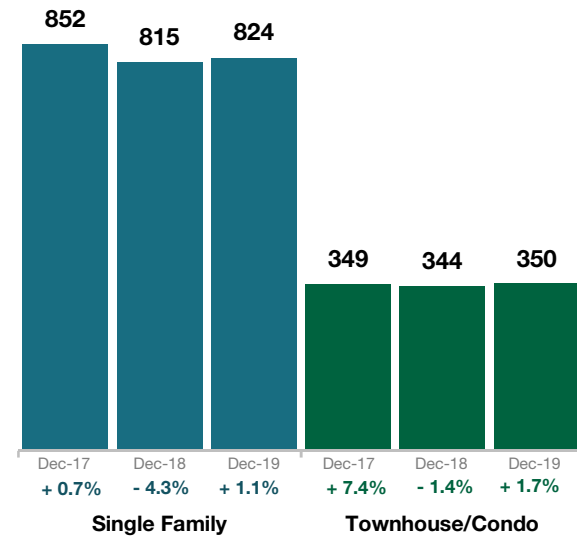


Sold Listings

December

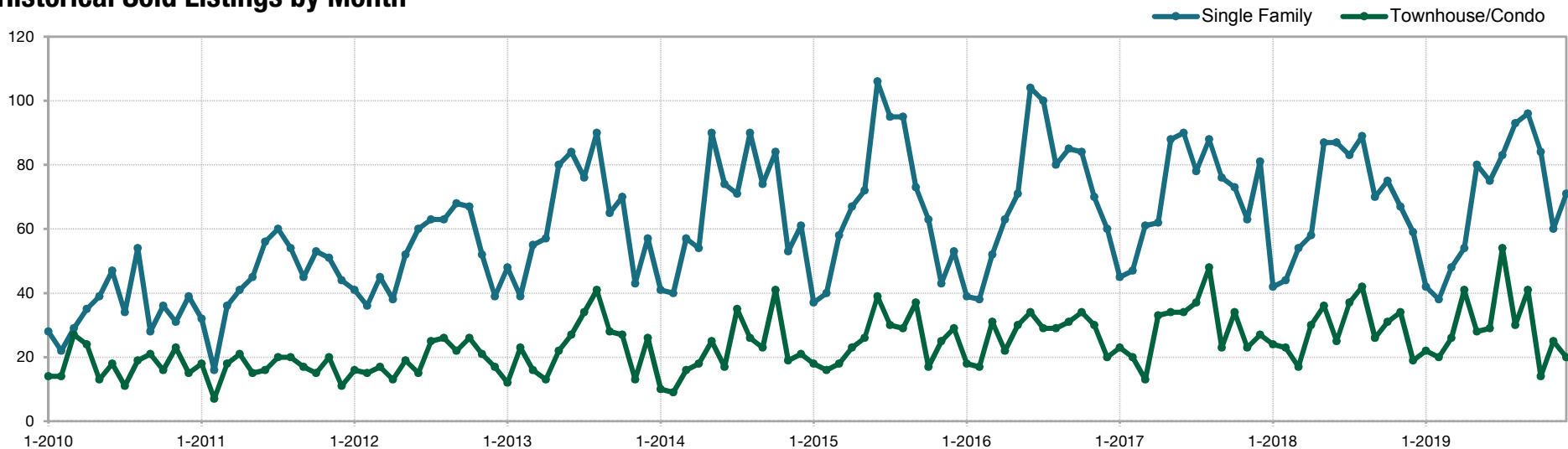


Year to Date



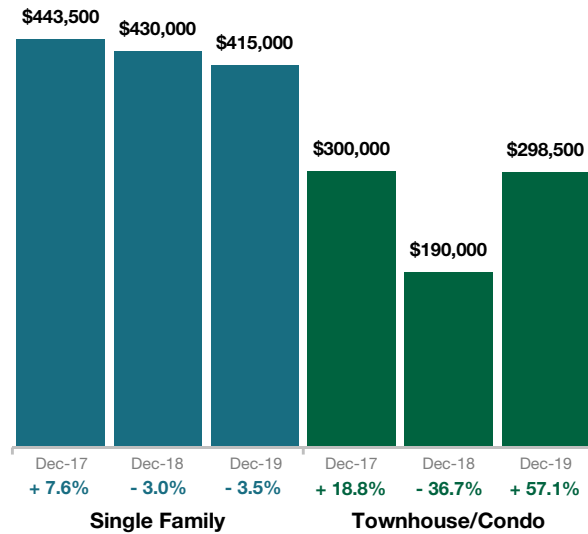
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2019	42	0.0%	22	-8.3%
Feb-2019	38	-13.6%	20	-13.0%
Mar-2019	48	-11.1%	26	+52.9%
Apr-2019	54	-6.9%	41	+36.7%
May-2019	80	-8.0%	28	-22.2%
Jun-2019	75	-13.8%	29	+16.0%
Jul-2019	83	0.0%	54	+45.9%
Aug-2019	93	+4.5%	30	-28.6%
Sep-2019	96	+37.1%	41	+57.7%
Oct-2019	84	+12.0%	14	-54.8%
Nov-2019	60	-10.4%	25	-26.5%
Dec-2019	71	+20.3%	20	+5.3%

Historical Sold Listings by Month

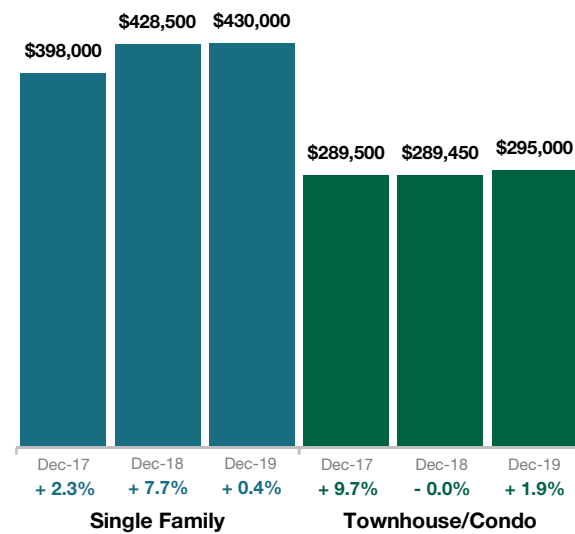


Median Sales Price

December

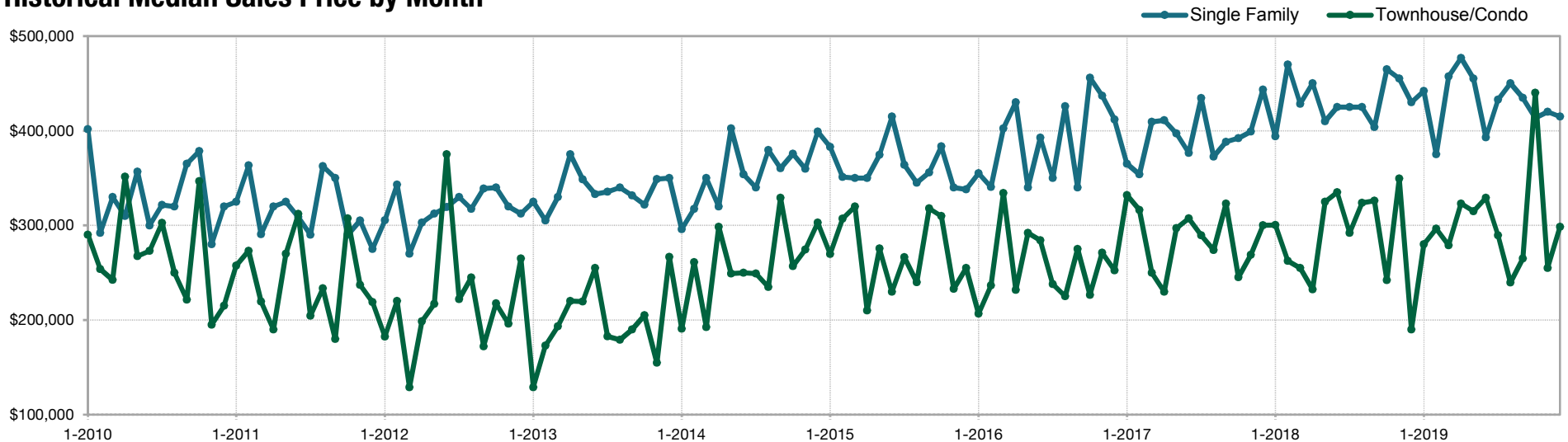


Year to Date



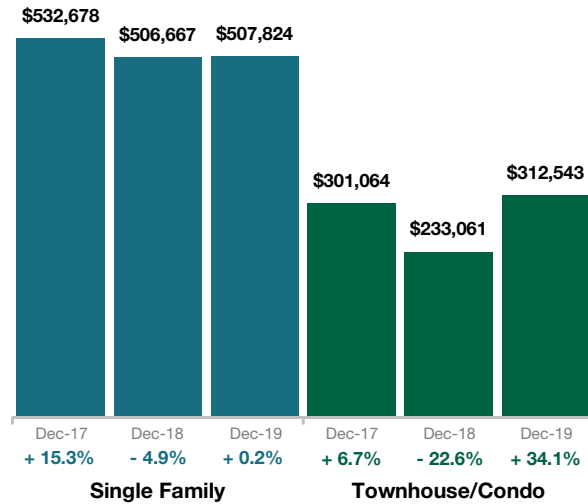
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2019	\$442,000	+12.1%	\$280,000	-6.8%
Feb-2019	\$375,000	-20.2%	\$296,500	+13.0%
Mar-2019	\$457,250	+6.7%	\$279,025	+9.4%
Apr-2019	\$477,000	+6.0%	\$322,900	+39.0%
May-2019	\$455,000	+11.0%	\$314,950	-3.1%
Jun-2019	\$393,000	-7.5%	\$329,000	-1.8%
Jul-2019	\$432,720	+1.8%	\$289,500	-0.9%
Aug-2019	\$450,000	+5.9%	\$239,500	-26.0%
Sep-2019	\$434,750	+7.7%	\$265,000	-18.7%
Oct-2019	\$413,500	-11.1%	\$440,000	+81.8%
Nov-2019	\$420,000	-7.7%	\$255,000	-27.0%
Dec-2019	\$415,000	-3.5%	\$298,500	+57.1%

Historical Median Sales Price by Month

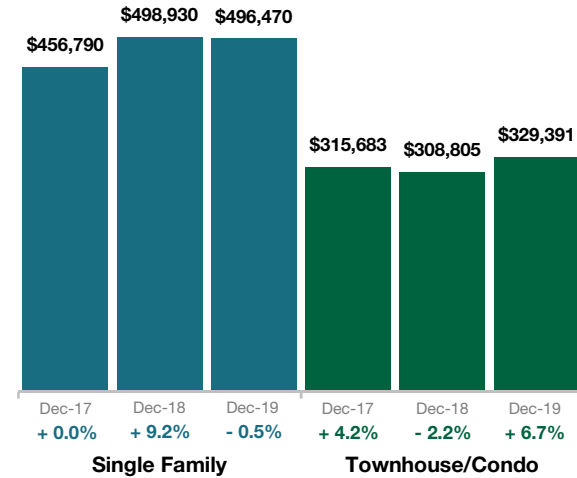


Average Sales Price

December

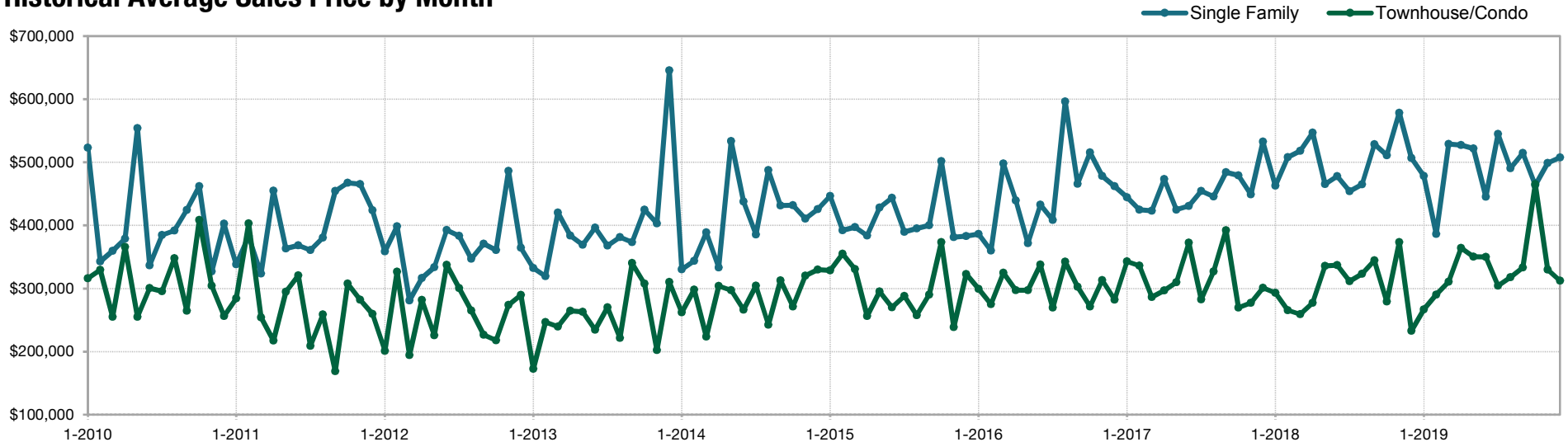


Year to Date



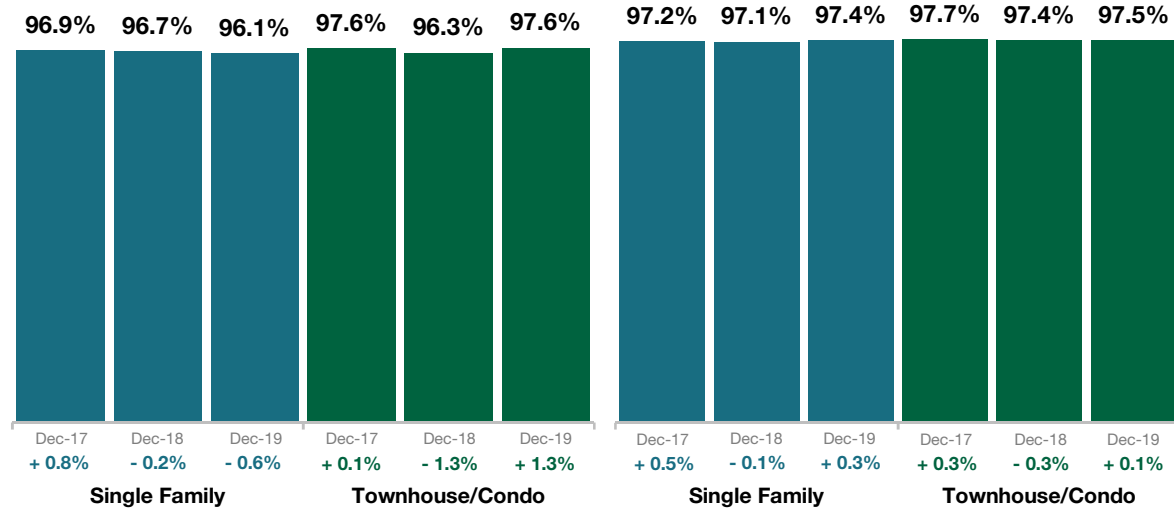
Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2019	\$478,389	+3.4%	\$266,618	-9.1%
Feb-2019	\$386,531	-23.9%	\$290,090	+9.2%
Mar-2019	\$528,861	+2.0%	\$310,796	+20.0%
Apr-2019	\$527,091	-3.7%	\$364,322	+31.3%
May-2019	\$521,714	+12.1%	\$350,350	+4.4%
Jun-2019	\$445,298	-6.9%	\$350,155	+3.9%
Jul-2019	\$544,951	+20.0%	\$304,211	-2.3%
Aug-2019	\$490,645	+5.5%	\$317,743	-1.7%
Sep-2019	\$514,892	-2.6%	\$333,290	-3.3%
Oct-2019	\$463,610	-9.3%	\$465,321	+66.5%
Nov-2019	\$498,859	-13.7%	\$329,887	-11.6%
Dec-2019	\$507,824	+0.2%	\$312,543	+34.1%

Historical Average Sales Price by Month

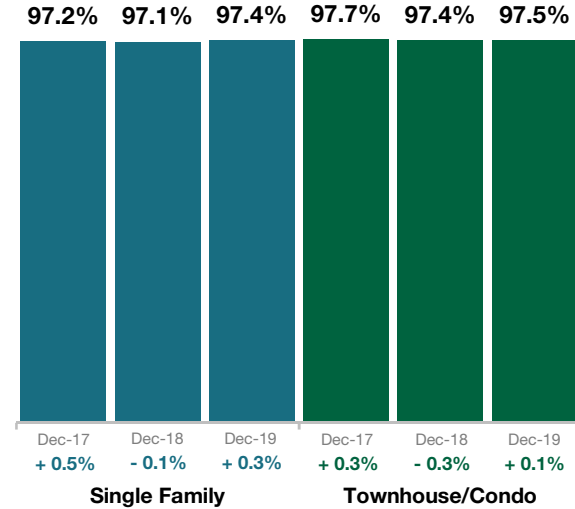


Percent of List Price Received

December

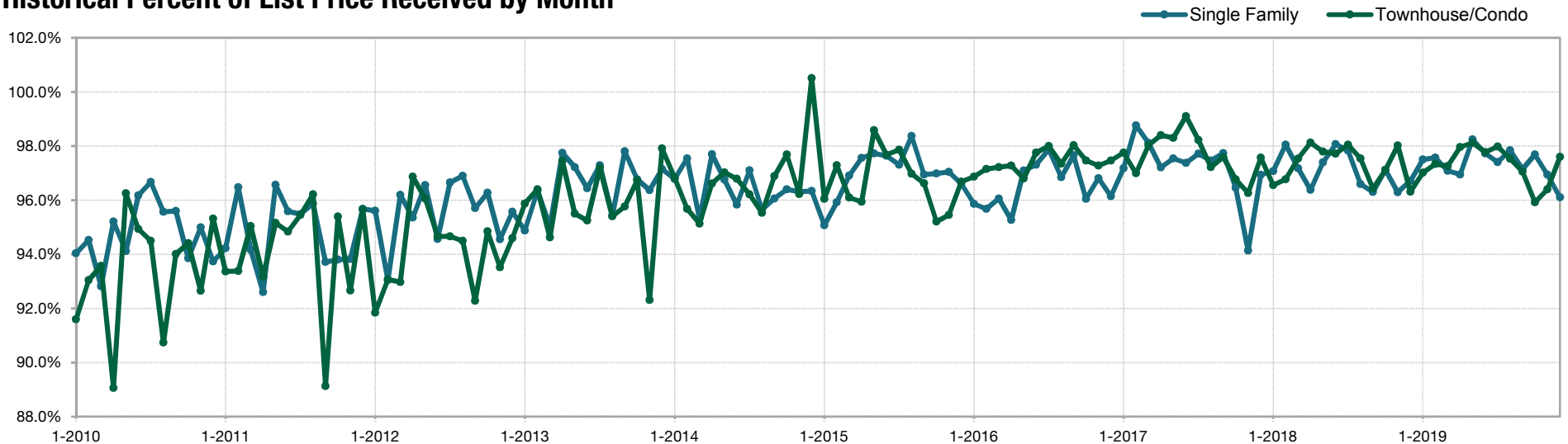


Year to Date



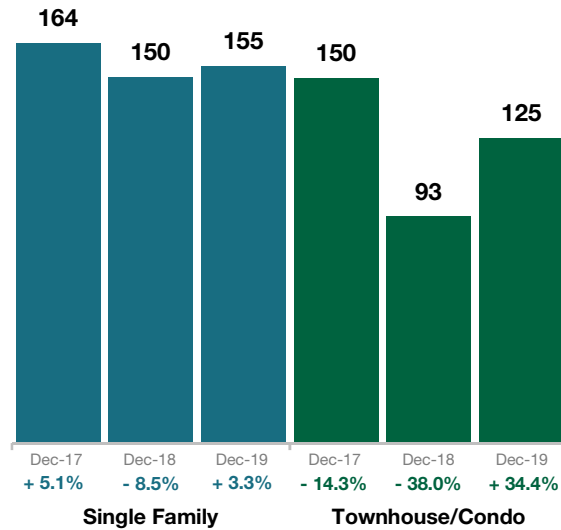
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2019	97.5%	+0.4%	97.0%	+0.4%
Feb-2019	97.6%	-0.5%	97.3%	+0.5%
Mar-2019	97.1%	-0.1%	97.3%	-0.2%
Apr-2019	96.9%	+0.5%	98.0%	-0.1%
May-2019	98.2%	+0.8%	98.1%	+0.3%
Jun-2019	97.7%	-0.4%	97.8%	+0.1%
Jul-2019	97.4%	-0.4%	98.0%	0.0%
Aug-2019	97.8%	+1.2%	97.5%	0.0%
Sep-2019	97.1%	+0.8%	97.1%	+0.7%
Oct-2019	97.7%	+0.6%	95.9%	-1.2%
Nov-2019	97.0%	+0.7%	96.4%	-1.6%
Dec-2019	96.1%	-0.6%	97.6%	+1.3%

Historical Percent of List Price Received by Month

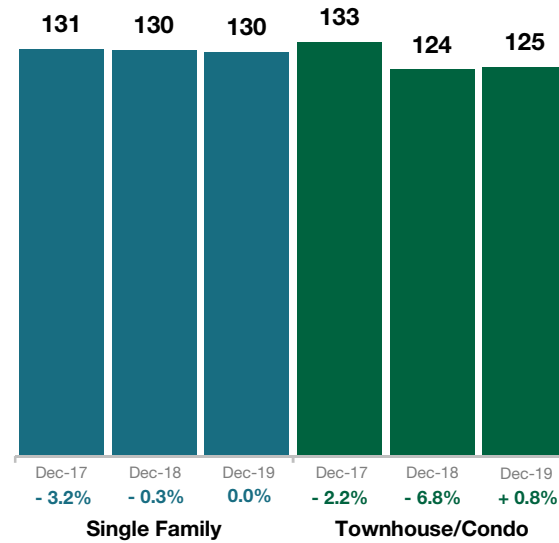


Days on Market Until Sale

December

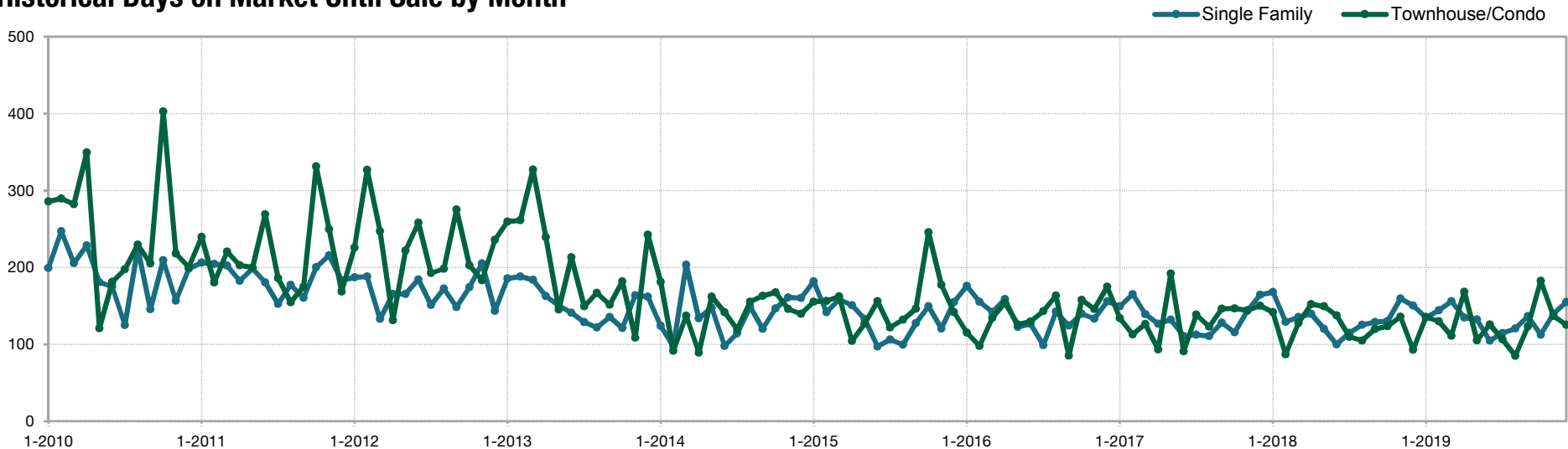


Year to Date



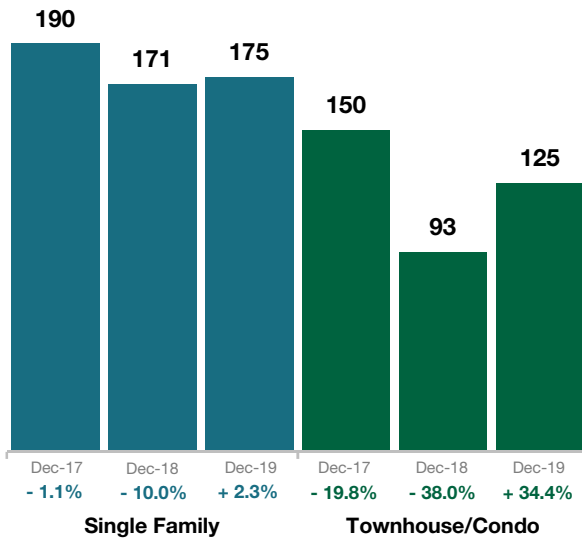
Days on Market	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2019	135	-19.6%	136	-4.2%
Feb-2019	144	+11.6%	130	+49.4%
Mar-2019	156	+15.6%	111	-13.3%
Apr-2019	135	-3.6%	168	+10.5%
May-2019	132	+10.0%	105	-30.0%
Jun-2019	105	+5.0%	126	-8.0%
Jul-2019	115	0.0%	107	-2.7%
Aug-2019	120	-4.0%	85	-19.0%
Sep-2019	136	+5.4%	123	+2.5%
Oct-2019	113	-13.1%	182	+46.8%
Nov-2019	140	-12.5%	137	+0.7%
Dec-2019	155	+3.3%	125	+34.4%

Historical Days on Market Until Sale by Month

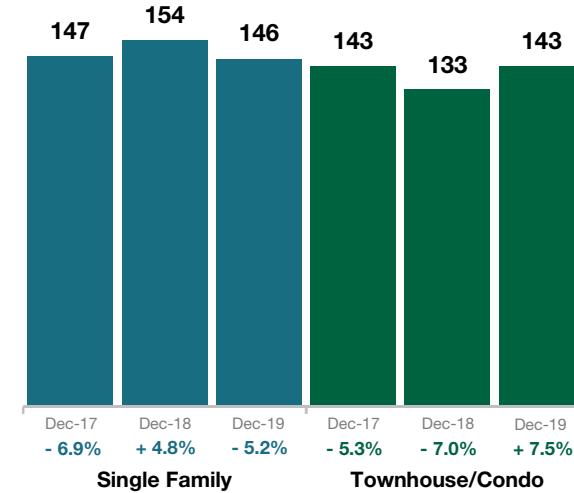


Cumulative Days on Market Until Sale

December

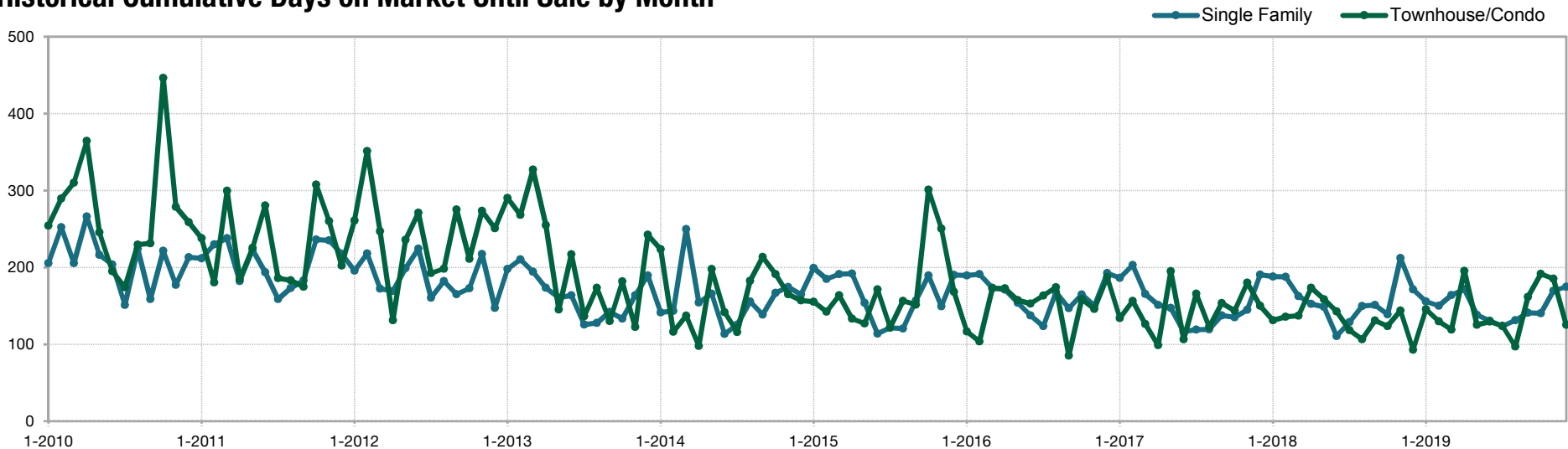


Year to Date



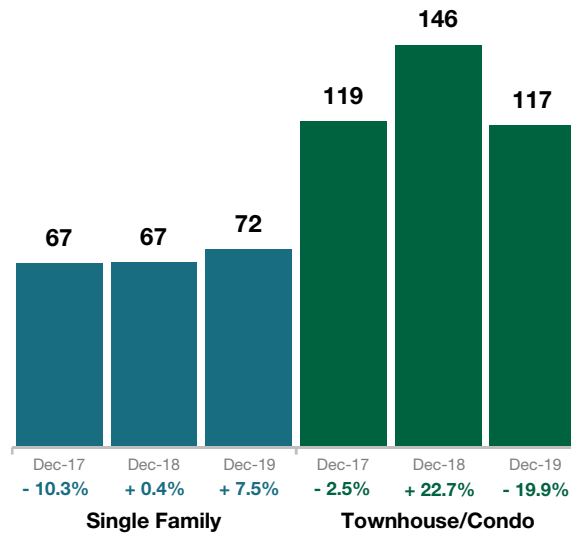
Cumulative Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2019	156	-17.0%	146	+11.5%
Feb-2019	150	-20.2%	130	-4.4%
Mar-2019	164	+0.6%	119	-13.1%
Apr-2019	172	+13.2%	195	+12.7%
May-2019	138	-7.4%	125	-20.9%
Jun-2019	131	+18.0%	130	-9.1%
Jul-2019	124	-3.9%	124	+5.1%
Aug-2019	131	-12.7%	97	-9.3%
Sep-2019	141	-6.6%	162	+23.7%
Oct-2019	140	+0.7%	192	+54.8%
Nov-2019	170	-19.8%	185	+28.5%
Dec-2019	175	+2.3%	125	+34.4%

Historical Cumulative Days on Market Until Sale by Month

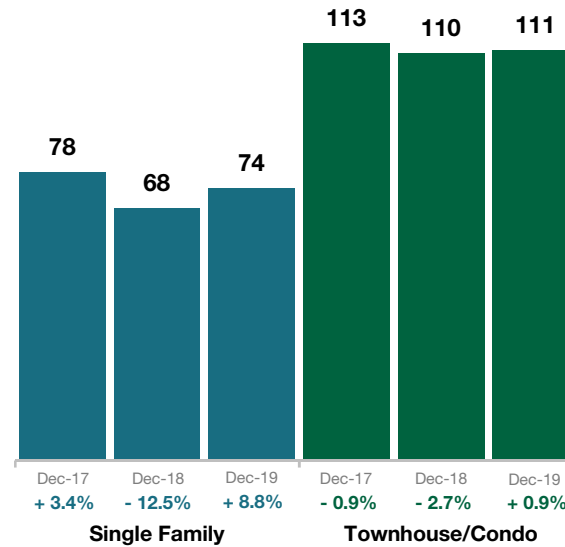


Housing Affordability Index

December

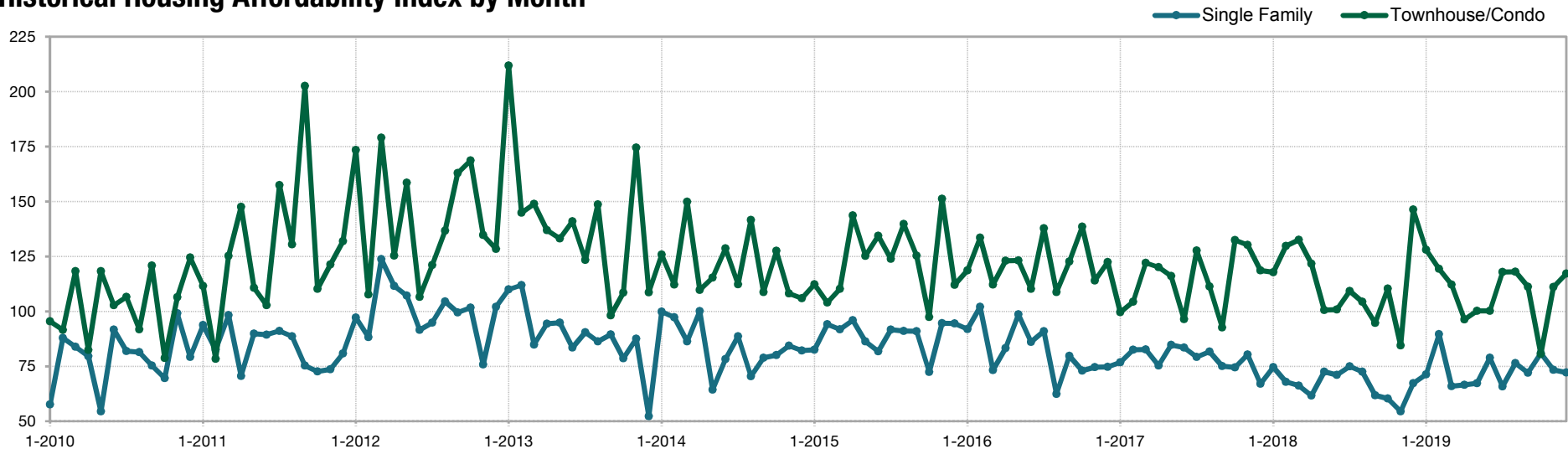


Year to Date



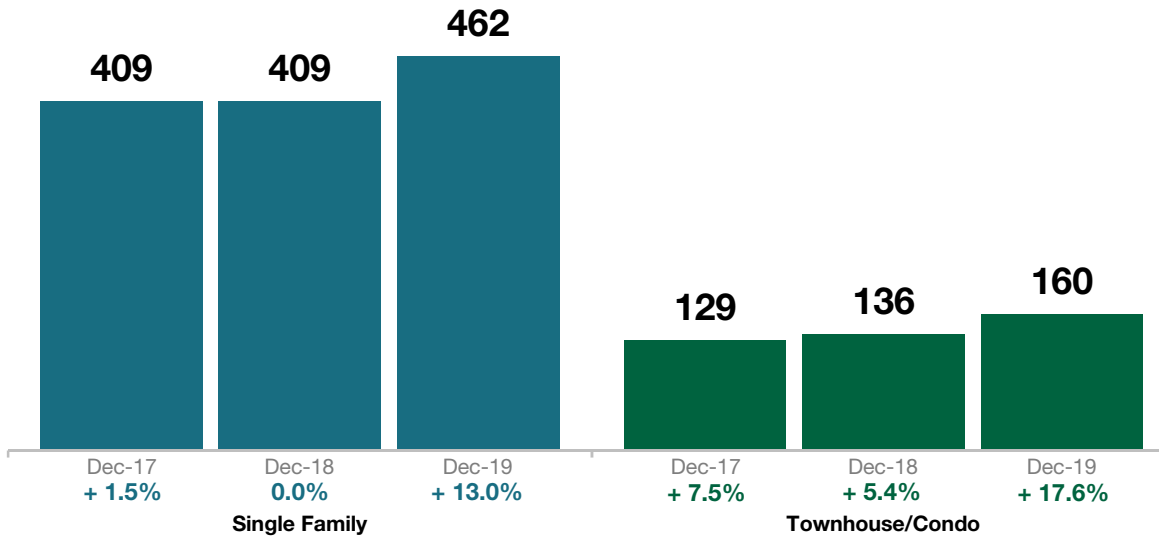
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2019	71	-5.3%	128	+8.5%
Feb-2019	90	+32.4%	119	-8.5%
Mar-2019	66	0.0%	112	-15.8%
Apr-2019	67	+8.1%	96	-21.3%
May-2019	67	-8.2%	100	-1.0%
Jun-2019	79	+11.3%	100	-1.0%
Jul-2019	66	-12.0%	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%
Nov-2019	73	+32.7%	111	+32.1%
Dec-2019	72	+7.5%	117	-19.9%

Historical Housing Affordability Index by Month



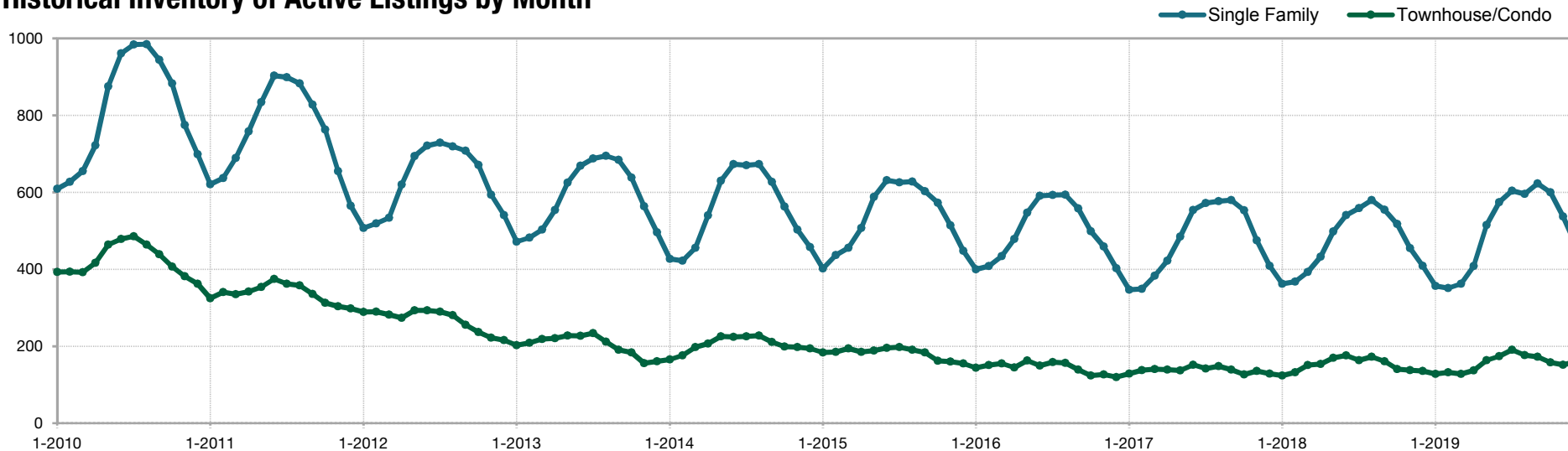
Inventory of Active Listings

December



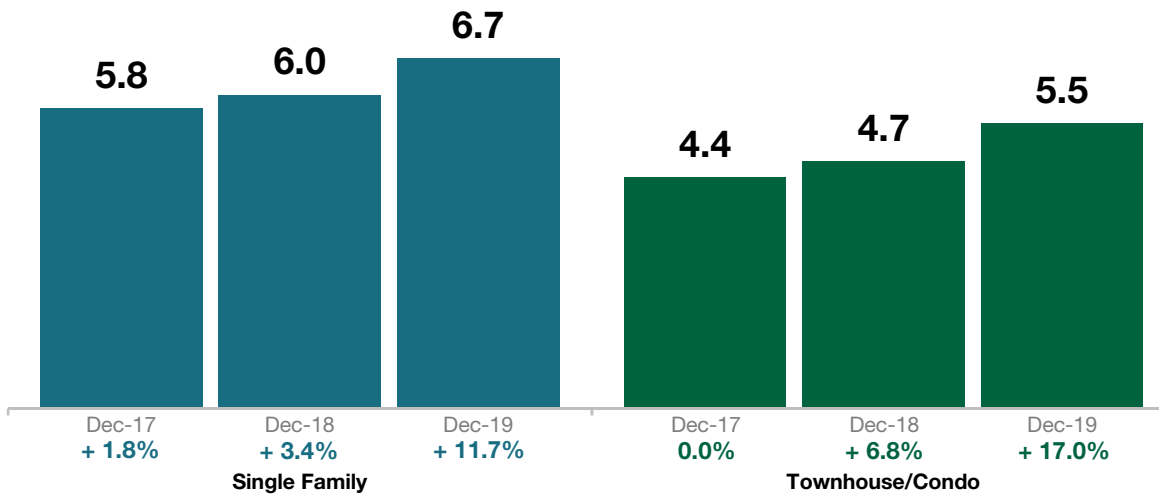
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2019	357	-1.4%	128	+3.2%
Feb-2019	351	-4.6%	132	0.0%
Mar-2019	362	-7.9%	128	-15.2%
Apr-2019	408	-5.8%	137	-11.0%
May-2019	515	+3.4%	164	-3.5%
Jun-2019	574	+6.1%	174	-1.1%
Jul-2019	604	+8.1%	191	+16.5%
Aug-2019	596	+2.8%	177	+2.3%
Sep-2019	623	+12.3%	173	+7.5%
Oct-2019	600	+15.8%	158	+12.1%
Nov-2019	537	+18.0%	152	+10.1%
Dec-2019	462	+13.0%	160	+17.6%

Historical Inventory of Active Listings by Month



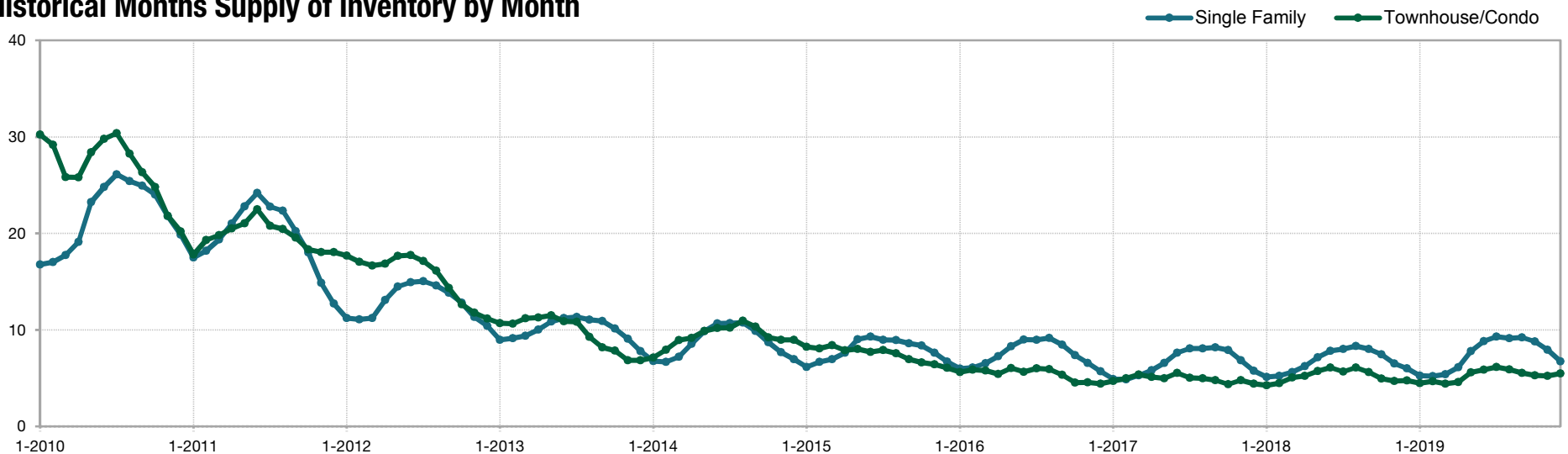
Months Supply of Inventory

December



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2019	5.3	+3.9%	4.5	+4.7%
Feb-2019	5.2	0.0%	4.7	+4.4%
Mar-2019	5.4	-3.6%	4.4	-13.7%
Apr-2019	6.1	-1.6%	4.6	-11.5%
May-2019	7.8	+8.3%	5.6	-1.8%
Jun-2019	8.8	+12.8%	5.9	-3.3%
Jul-2019	9.3	+16.3%	6.2	+8.8%
Aug-2019	9.1	+9.6%	5.9	-3.3%
Sep-2019	9.2	+15.0%	5.5	-1.8%
Oct-2019	8.8	+17.3%	5.3	+6.0%
Nov-2019	7.9	+21.5%	5.2	+10.6%
Dec-2019	6.7	+11.7%	5.5	+17.0%

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.



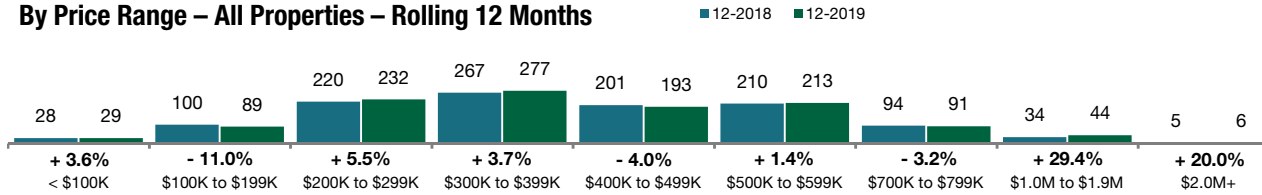
Key Metrics	Historical Sparkbars	12-2018	12-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		67	71	+ 6.0%	1,773	1,861	+ 5.0%
Pending Sales		62	70	+ 12.9%	1,165	1,183	+ 1.5%
Sold Listings		78	91	+ 16.7%	1,159	1,174	+ 1.3%
Median Sales Price		\$370,000	\$389,000	+ 5.1%	\$387,000	\$385,000	- 0.5%
Avg. Sales Price		\$440,019	\$464,905	+ 5.7%	\$442,499	\$446,575	+ 0.9%
Pct. of List Price Received		96.6%	96.4%	- 0.2%	97.2%	97.4%	+ 0.2%
Days on Market		136	148	+ 8.8%	129	128	- 0.8%
Cumulative Days on Market		152	164	+ 7.9%	148	146	- 1.4%
Affordability Index		78	79	+ 1.3%	77	82	+ 6.5%
Active Listings		545	622	+ 14.1%	--	--	--
Months Supply		5.6	6.4	+ 14.3%	--	--	--

Sold Listings

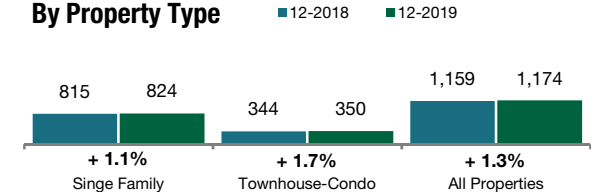
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	12-2018	12-2019	Change	12-2018	12-2019	Change
\$99,999 and Below	6	4	- 33.3%	22	25	+ 13.6%
\$100,000 to \$199,999	26	31	+ 19.2%	74	58	- 21.6%
\$200,000 to \$299,999	139	135	- 2.9%	81	97	+ 19.8%
\$300,000 to \$399,999	174	192	+ 10.3%	93	85	- 8.6%
\$400,000 to \$499,999	167	163	- 2.4%	34	30	- 11.8%
\$500,000 to \$699,999	181	175	- 3.3%	29	38	+ 31.0%
\$700,000 to \$999,999	85	77	- 9.4%	9	14	+ 55.6%
\$1,000,000 to \$1,999,999	32	41	+ 28.1%	2	3	+ 50.0%
\$2,000,000 and Above	5	6	+ 20.0%	0	0	--
All Price Ranges	815	824	+ 1.1%	344	350	+ 1.7%

Compared to Prior Month

By Price Range	Single Family			Condo		
	11-2019	12-2019	Change	11-2019	12-2019	Change
\$99,999 and Below	0	0	--	0	3	--
\$100,000 to \$199,999	1	6	+ 500.0%	7	2	- 71.4%
\$200,000 to \$299,999	10	8	- 20.0%	9	5	- 44.4%
\$300,000 to \$399,999	17	20	+ 17.6%	3	4	+ 33.3%
\$400,000 to \$499,999	11	13	+ 18.2%	3	3	0.0%
\$500,000 to \$699,999	11	16	+ 45.5%	2	3	+ 50.0%
\$700,000 to \$999,999	6	5	- 16.7%	0	0	--
\$1,000,000 to \$1,999,999	2	1	- 50.0%	1	0	- 100.0%
\$2,000,000 and Above	2	2	0.0%	0	0	--
All Price Ranges	60	71	+ 18.3%	25	20	- 20.0%

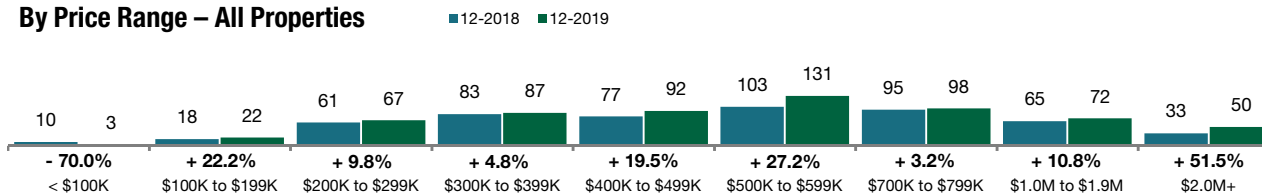
Year to Date

By Price Range	Single Family			Condo		
	12-2018	12-2019	Change	12-2018	12-2019	Change
\$99,999 and Below	6	4	- 33.3%	22	25	+ 13.6%
\$100,000 to \$199,999	26	31	+ 19.2%	74	58	- 21.6%
\$200,000 to \$299,999	139	135	- 2.9%	81	97	+ 19.8%
\$300,000 to \$399,999	174	192	+ 10.3%	93	85	- 8.6%
\$400,000 to \$499,999	167	163	- 2.4%	34	30	- 11.8%
\$500,000 to \$699,999	181	175	- 3.3%	29	38	+ 31.0%
\$700,000 to \$999,999	85	77	- 9.4%	9	14	+ 55.6%
\$1,000,000 to \$1,999,999	32	41	+ 28.1%	2	3	+ 50.0%
\$2,000,000 and Above	5	6	+ 20.0%	0	0	--
All Price Ranges	815	824	+ 1.1%	344	350	+ 1.7%

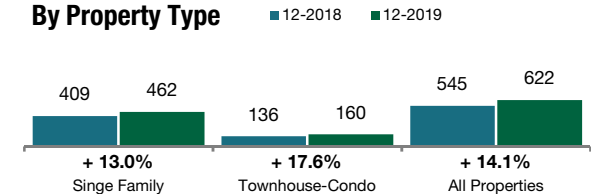
Inventory of Active Listings

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		
	12-2018	12-2019	Change	12-2018	12-2019	Change
\$99,999 and Below	4	2	- 50.0%	6	1	- 83.3%
\$100,000 to \$199,999	10	10	0.0%	8	12	+ 50.0%
\$200,000 to \$299,999	43	45	+ 4.7%	18	22	+ 22.2%
\$300,000 to \$399,999	49	50	+ 2.0%	34	37	+ 8.8%
\$400,000 to \$499,999	62	64	+ 3.2%	15	28	+ 86.7%
\$500,000 to \$699,999	87	103	+ 18.4%	16	28	+ 75.0%
\$700,000 to \$999,999	68	71	+ 4.4%	27	27	0.0%
\$1,000,000 to \$1,999,999	54	68	+ 25.9%	11	4	- 63.6%
\$2,000,000 and Above	32	49	+ 53.1%	1	1	0.0%
All Price Ranges	409	462	+ 13.0%	136	160	+ 17.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	11-2019	12-2019	Change	11-2019	12-2019	Change
\$99,999 and Below	2	2	0.0%	2	1	- 50.0%
\$100,000 to \$199,999	13	10	- 23.1%	9	12	+ 33.3%
\$200,000 to \$299,999	44	45	+ 2.3%	19	22	+ 15.8%
\$300,000 to \$399,999	60	50	- 16.7%	32	37	+ 15.6%
\$400,000 to \$499,999	78	64	- 17.9%	31	28	- 9.7%
\$500,000 to \$699,999	125	103	- 17.6%	29	28	- 3.4%
\$700,000 to \$999,999	86	71	- 17.4%	25	27	+ 8.0%
\$1,000,000 to \$1,999,999	74	68	- 8.1%	4	4	0.0%
\$2,000,000 and Above	55	49	- 10.9%	1	1	0.0%
All Price Ranges	537	462	- 14.0%	152	160	+ 5.3%

Year to Date

By Price Range	Single Family			Condo		
	12-2018	12-2019	Change	12-2018	12-2019	Change
\$99,999 and Below	4	2	- 50.0%	6	1	- 83.3%
\$100,000 to \$199,999	10	10	0.0%	8	12	+ 50.0%
\$200,000 to \$299,999	43	45	+ 4.7%	18	22	+ 22.2%
\$300,000 to \$399,999	49	50	+ 2.0%	34	37	+ 8.8%
\$400,000 to \$499,999	62	64	+ 3.2%	15	28	+ 86.7%
\$500,000 to \$699,999	87	103	+ 18.4%	16	28	+ 75.0%
\$700,000 to \$999,999	68	71	+ 4.4%	27	27	0.0%
\$1,000,000 to \$1,999,999	54	68	+ 25.9%	11	4	- 63.6%
\$2,000,000 and Above	32	49	+ 53.1%	1	1	0.0%
All Price Ranges	409	462	+ 13.0%	136	160	+ 17.6%

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.