

Monthly Indicators



January 2016

Percent changes calculated using year-over-year comparisons.

New Listings were down 16.7 percent for single family homes and 88.0 percent for townhouse-condo properties. Pending Sales decreased 33.3 percent for single family homes and 35.0 percent for townhouse-condo properties.

The Median Sales Price was down 81.0 percent to \$695,000 for single family homes but increased 167.1 percent to \$1,015,000 for townhouse-condo properties. Days on Market decreased 68.3 percent for single family homes but increased 1918.2 percent for condo properties.

Other than the change of another month and year, little else is changed in residential real estate both nationally and locally. Unemployment is solidly about the same, housing metric trends are running about the same for now and the sunny outlook is still at about high noon. Same is the sound of 2016, so get curled up and comfy with the song, because we are likely to sing it a lot this year.

Activity Snapshot

+ 40.0% **+ 16.8%** **- 10.1%**

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
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Residential real estate activity in Deep Creek Mesa, East Valley, Ilium to Ames, Town of Telluride, Wilson Mesa, Fall Creek, Iron Springs/Horsefly, Mountain Village, Ophir Valley, Specie, Turkey Crk Msa, Hastings, Placerville, Sawpit, Sunshine, Valley Floor to Airport Road, comprised 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	1-2015	1-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		12	10	- 16.7%	12	10	- 16.7%
Pending Sales		3	2	- 33.3%	3	2	- 33.3%
Sold Listings		3	3	0.0%	3	3	0.0%
Median Sales Price		\$3,649,500	\$695,000	- 81.0%	\$3,649,500	\$695,000	- 81.0%
Avg. Sales Price		\$3,049,833	\$2,496,667	- 18.1%	\$3,049,833	\$2,496,667	- 18.1%
Pct. of List Price Received		90.4%	97.6%	+ 8.0%	90.4%	97.6%	+ 8.0%
Days on Market		322	102	- 68.3%	322	102	- 68.3%
Affordability Index		10	52	+ 420.0%	10	52	+ 420.0%
Active Listings		189	170	- 10.1%	--	--	--
Months Supply		24.4	31.4	+ 28.7%	--	--	--

Townhouse-Condo Market Overview

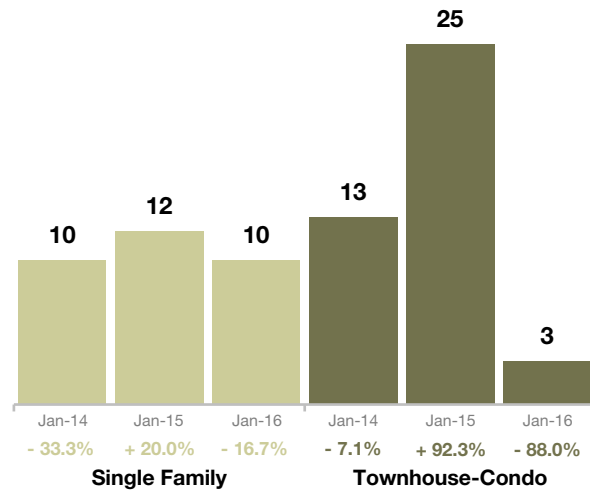
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



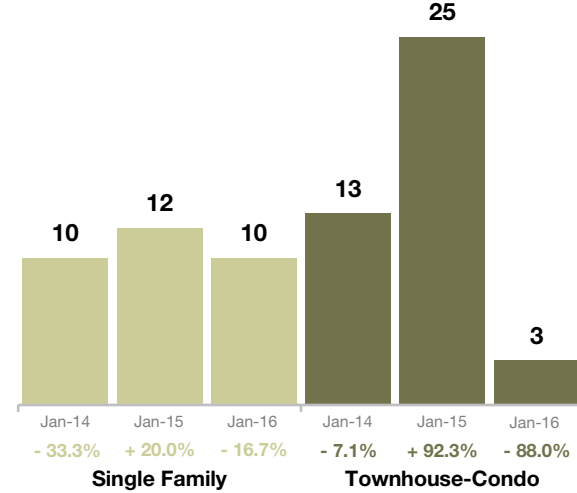
Key Metrics	Historical Sparkbars	1-2015	1-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		25	3	- 88.0%	25	3	- 88.0%
Pending Sales		20	13	- 35.0%	20	13	- 35.0%
Sold Listings		5	11	+ 120.0%	5	11	+ 120.0%
Median Sales Price		\$380,000	\$1,015,000	+ 167.1%	\$380,000	\$1,015,000	+ 167.1%
Avg. Sales Price		\$488,600	\$1,297,400	+ 165.5%	\$488,600	\$1,297,400	+ 165.5%
Pct. of List Price Received		96.3%	94.3%	- 2.1%	96.3%	94.3%	- 2.1%
Days on Market		11	222	+ 1918.2%	11	222	+ 1918.2%
Affordability Index		97	35	- 63.9%	97	35	- 63.9%
Active Listings		178	49	- 72.5%	--	--	--
Months Supply		14.1	3.3	- 76.6%	--	--	--

New Listings

January

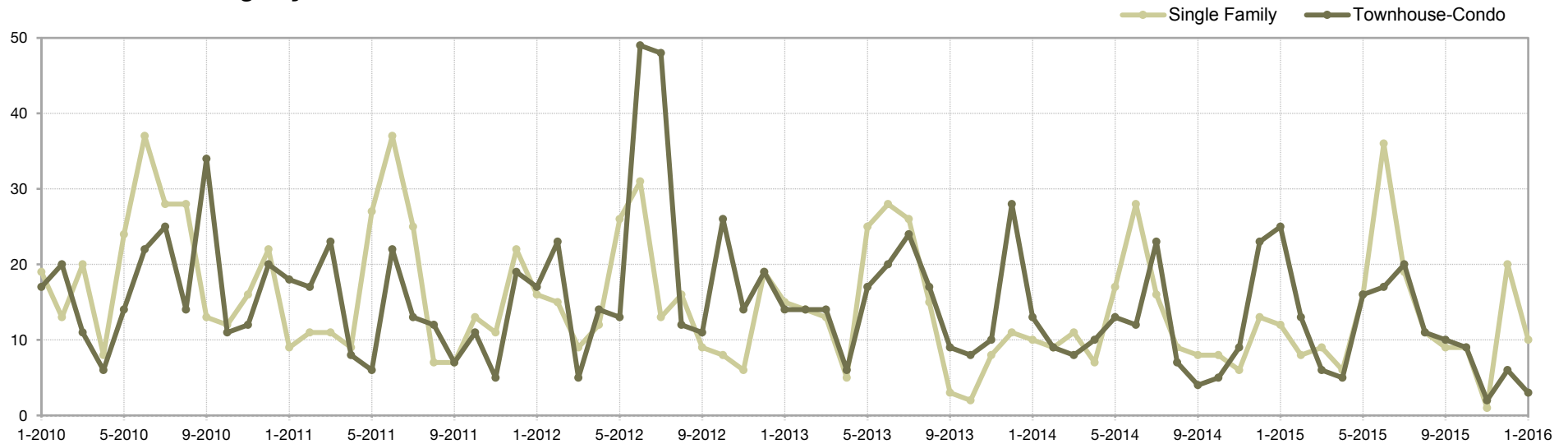


Year to Date



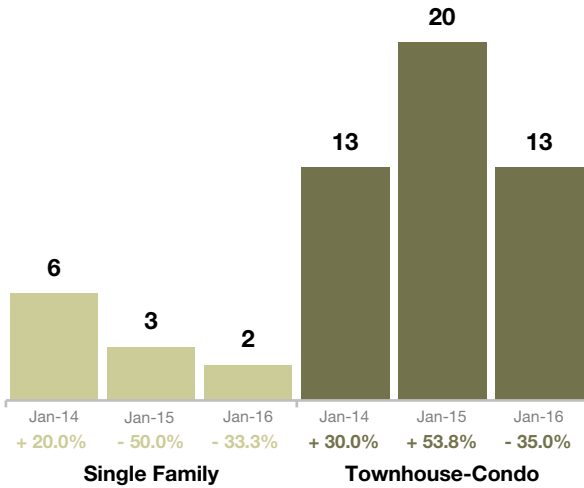
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2015	8	-11.1%	13	+44.4%
Mar-2015	9	-18.2%	6	-25.0%
Apr-2015	6	-14.3%	5	-50.0%
May-2015	16	-5.9%	16	+23.1%
Jun-2015	36	+28.6%	17	+41.7%
Jul-2015	19	+18.8%	20	-13.0%
Aug-2015	11	+22.2%	11	+57.1%
Sep-2015	9	+12.5%	10	+150.0%
Oct-2015	9	+12.5%	9	+80.0%
Nov-2015	1	-83.3%	2	-77.8%
Dec-2015	20	+53.8%	6	-73.9%
Jan-2016	10	-16.7%	3	-88.0%

Historical New Listings by Month

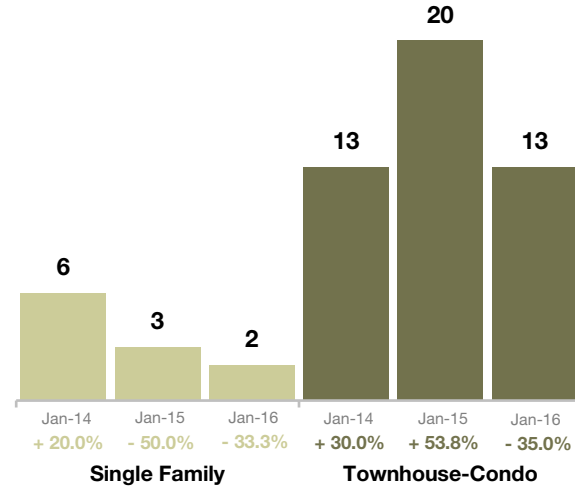


Pending Sales

January

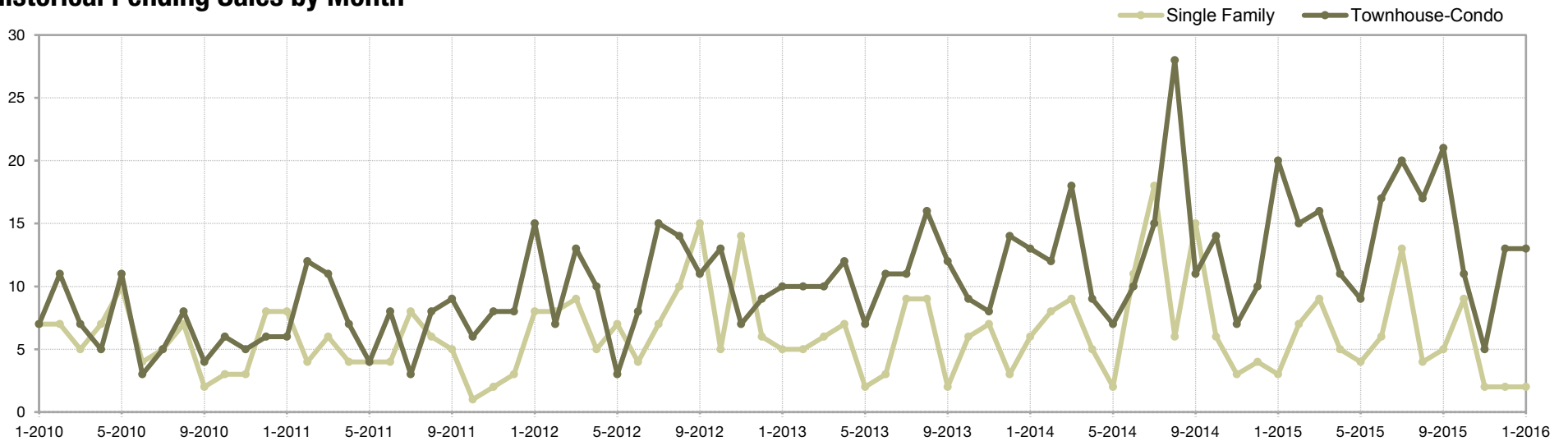


Year to Date



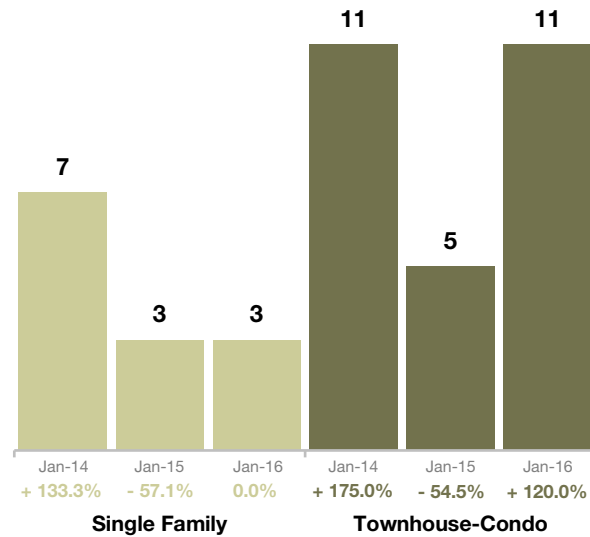
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2015	7	-12.5%	15	+25.0%
Mar-2015	9	0.0%	16	-11.1%
Apr-2015	5	0.0%	11	+22.2%
May-2015	4	+100.0%	9	+28.6%
Jun-2015	6	-45.5%	17	+70.0%
Jul-2015	13	-27.8%	20	+33.3%
Aug-2015	4	-33.3%	17	-39.3%
Sep-2015	5	-66.7%	21	+90.9%
Oct-2015	9	+50.0%	11	-21.4%
Nov-2015	2	-33.3%	5	-28.6%
Dec-2015	2	-50.0%	13	+30.0%
Jan-2016	2	-33.3%	13	-35.0%

Historical Pending Sales by Month

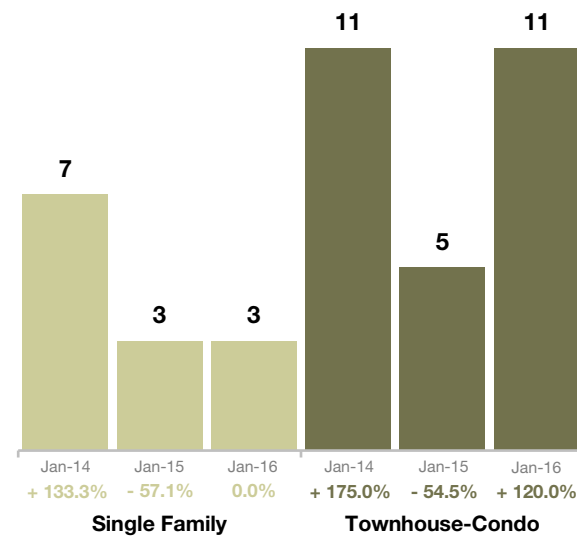


Sold Listings

January

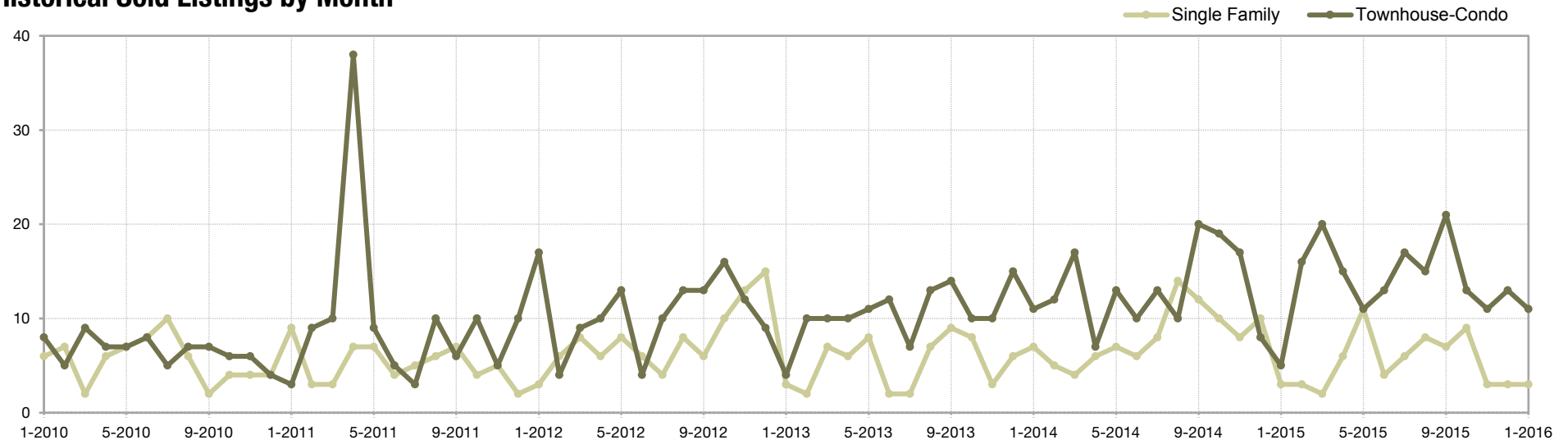


Year to Date



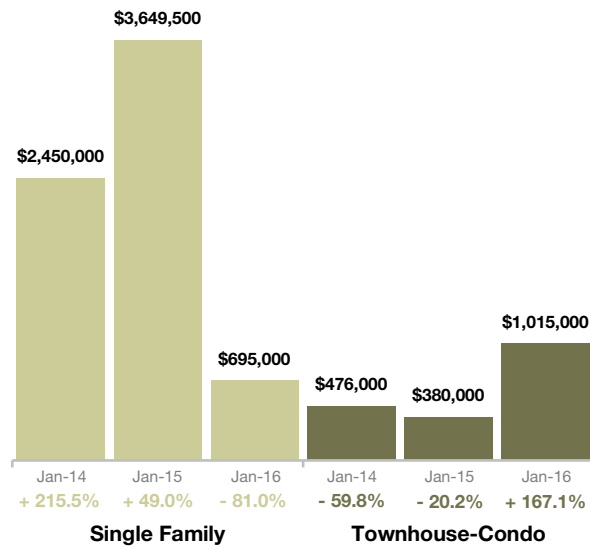
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2015	3	-40.0%	16	+33.3%
Mar-2015	2	-50.0%	20	+17.6%
Apr-2015	6	0.0%	15	+114.3%
May-2015	11	+57.1%	11	-15.4%
Jun-2015	4	-33.3%	13	+30.0%
Jul-2015	6	-25.0%	17	+30.8%
Aug-2015	8	-42.9%	15	+50.0%
Sep-2015	7	-41.7%	21	+5.0%
Oct-2015	9	-10.0%	13	-31.6%
Nov-2015	3	-62.5%	11	-35.3%
Dec-2015	3	-70.0%	13	+62.5%
Jan-2016	3	0.0%	11	+120.0%

Historical Sold Listings by Month

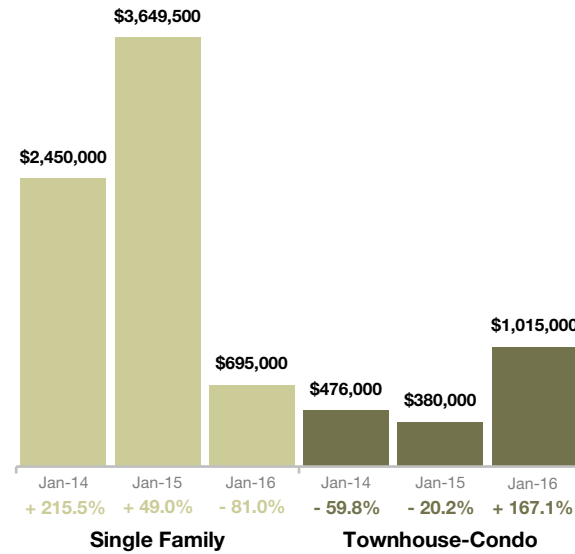


Median Sales Price

January

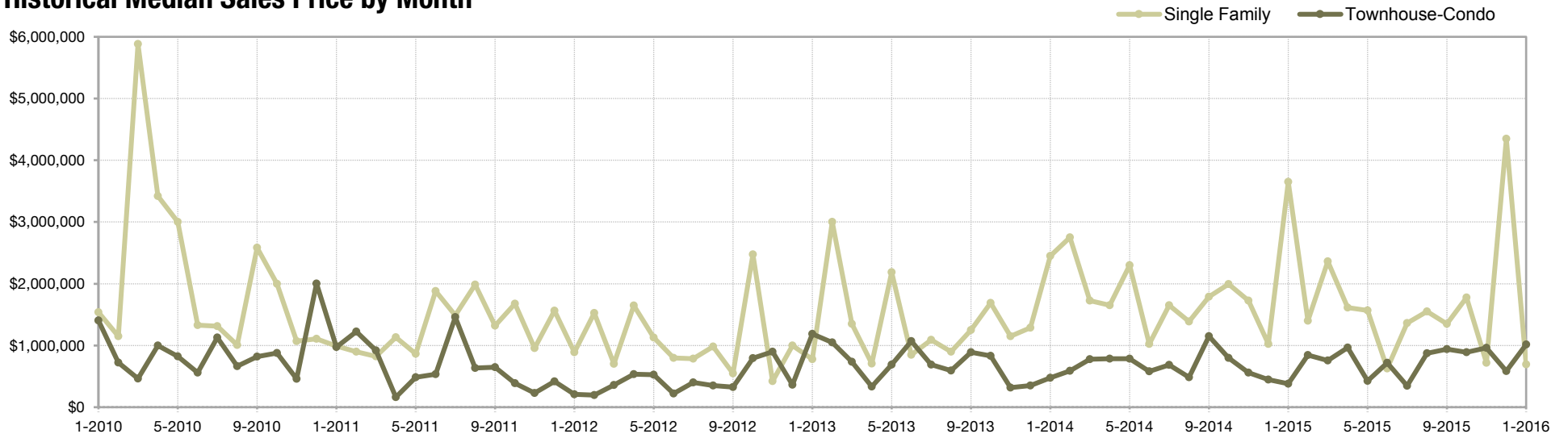


Year to Date



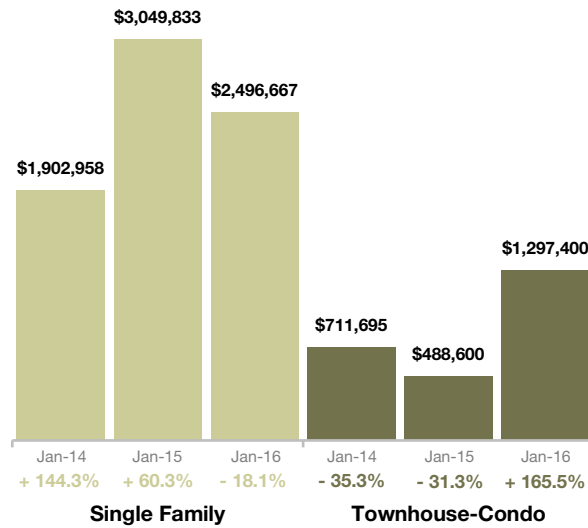
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2015	\$1,400,000	-49.1%	\$842,500	+42.9%
Mar-2015	\$2,362,500	+37.0%	\$754,950	-2.6%
Apr-2015	\$1,613,450	-2.2%	\$965,000	+22.9%
May-2015	\$1,566,000	-31.9%	\$425,000	-45.9%
Jun-2015	\$626,000	-38.9%	\$720,000	+23.9%
Jul-2015	\$1,362,500	-17.5%	\$345,000	-49.6%
Aug-2015	\$1,549,500	+11.8%	\$875,000	+80.8%
Sep-2015	\$1,350,000	-24.5%	\$940,000	-18.3%
Oct-2015	\$1,775,000	-11.0%	\$889,000	+11.1%
Nov-2015	\$719,000	-58.3%	\$960,000	+71.4%
Dec-2015	\$4,350,000	+325.4%	\$585,000	+31.0%
Jan-2016	\$695,000	-81.0%	\$1,015,000	+167.1%

Historical Median Sales Price by Month

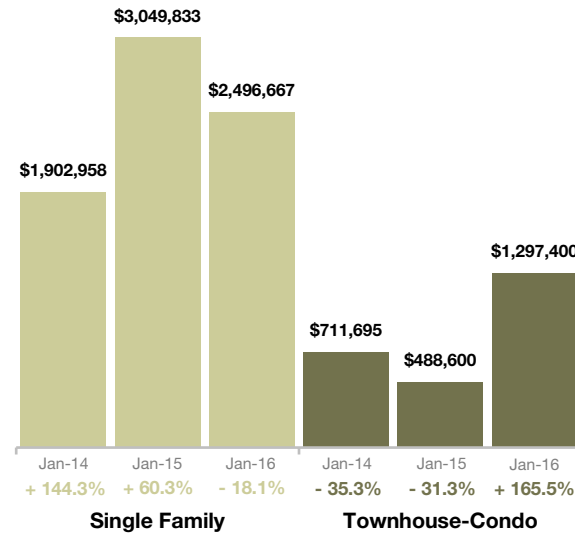


Average Sales Price

January

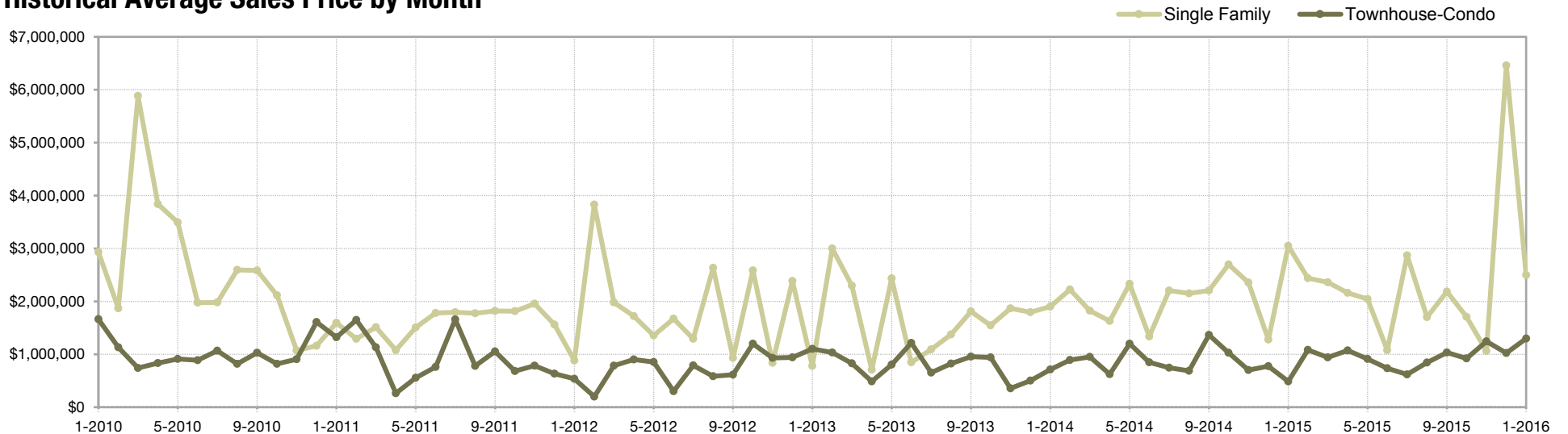


Year to Date



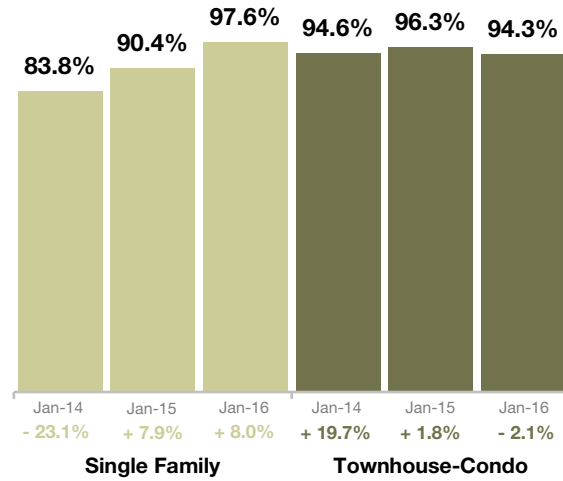
Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2015	\$2,440,000	+9.7%	\$1,081,094	+21.3%
Mar-2015	\$2,362,500	+29.5%	\$940,158	-1.2%
Apr-2015	\$2,161,308	+32.7%	\$1,070,100	+71.4%
May-2015	\$2,045,545	-12.3%	\$909,945	-24.0%
Jun-2015	\$1,077,594	-19.3%	\$735,885	-13.0%
Jul-2015	\$2,865,833	+30.0%	\$620,912	-17.0%
Aug-2015	\$1,699,563	-20.9%	\$841,353	+22.9%
Sep-2015	\$2,185,571	-0.8%	\$1,033,844	-24.4%
Oct-2015	\$1,705,833	-36.7%	\$922,344	-10.3%
Nov-2015	\$1,064,667	-54.8%	\$1,244,288	+77.4%
Dec-2015	\$6,458,333	+405.7%	\$1,022,044	+31.9%
Jan-2016	\$2,496,667	-18.1%	\$1,297,400	+165.5%

Historical Average Sales Price by Month

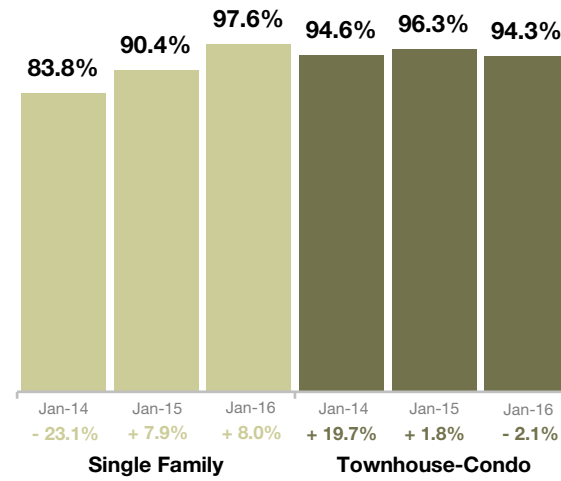


Percent of List Price Received

January

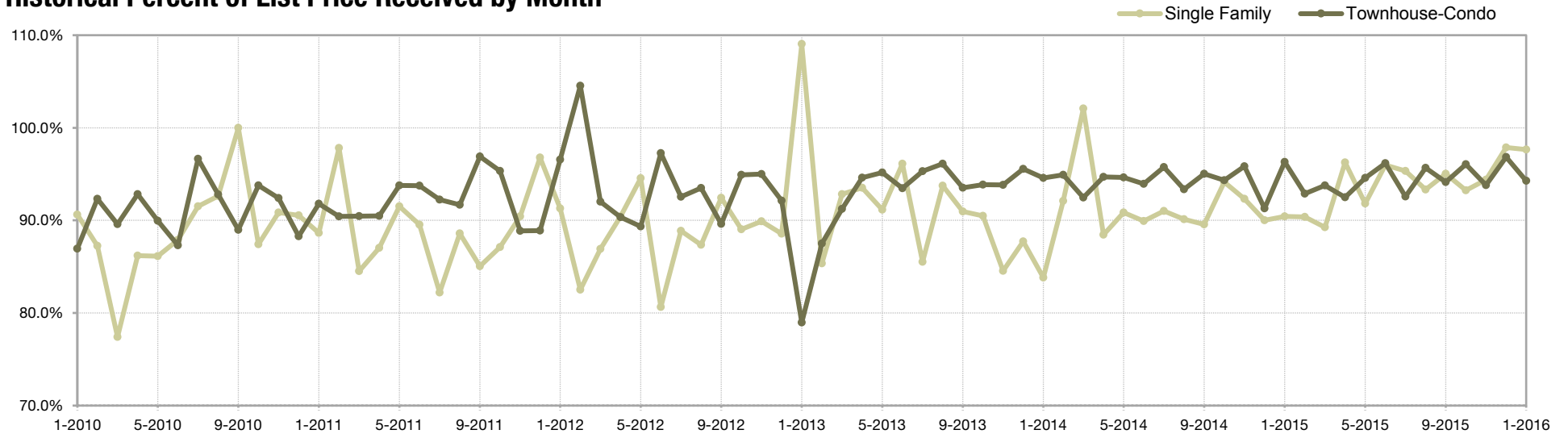


Year to Date



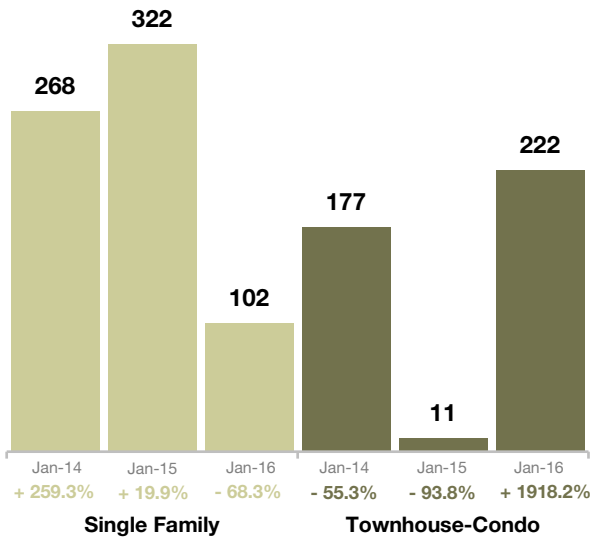
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2015	90.4%	-1.8%	92.9%	-2.1%
Mar-2015	89.3%	-12.5%	93.8%	+1.4%
Apr-2015	96.3%	+8.8%	92.5%	-2.3%
May-2015	91.8%	+1.1%	94.6%	0.0%
Jun-2015	96.0%	+6.8%	96.2%	+2.3%
Jul-2015	95.3%	+4.7%	92.6%	-3.2%
Aug-2015	93.3%	+3.6%	95.7%	+2.6%
Sep-2015	95.0%	+6.0%	94.1%	-0.9%
Oct-2015	93.2%	-1.0%	96.1%	+1.9%
Nov-2015	94.4%	+2.3%	93.8%	-2.1%
Dec-2015	97.9%	+8.8%	96.8%	+6.0%
Jan-2016	97.6%	+8.0%	94.3%	-2.1%

Historical Percent of List Price Received by Month

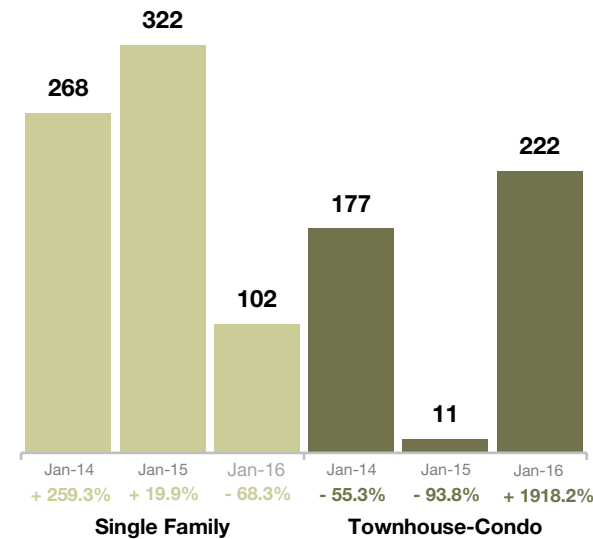


Days on Market Until Sale

January

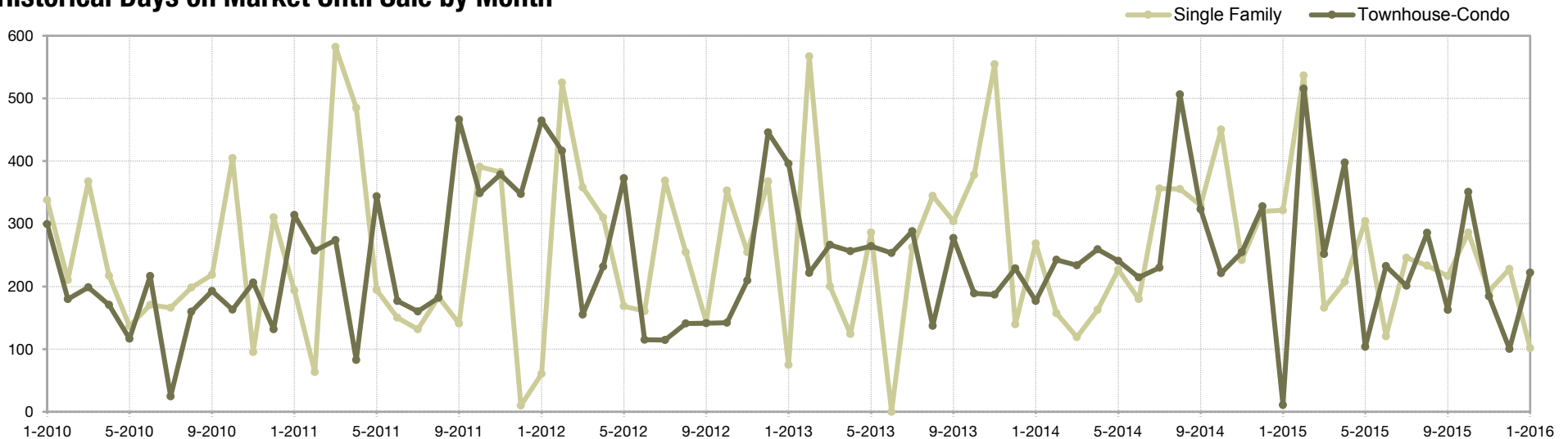


Year to Date



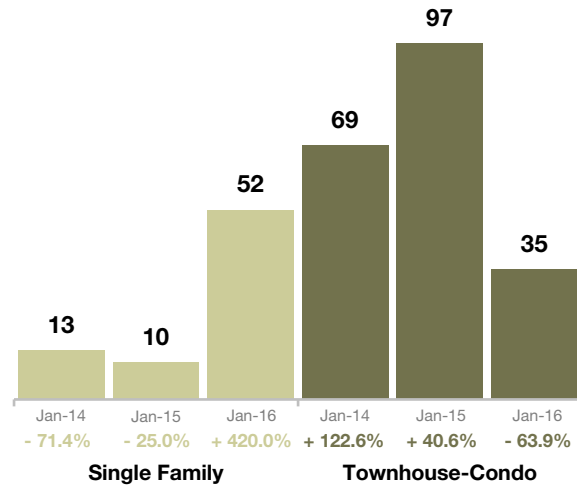
Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2015	537	+242.0%	516	+113.2%
Mar-2015	166	+39.5%	252	+7.7%
Apr-2015	207	+27.0%	398	+53.7%
May-2015	304	+33.9%	104	-56.8%
Jun-2015	120	-33.3%	232	+7.9%
Jul-2015	246	-30.9%	201	-12.6%
Aug-2015	233	-34.4%	285	-43.7%
Sep-2015	216	-34.5%	163	-49.5%
Oct-2015	286	-36.4%	351	+58.8%
Nov-2015	193	-20.2%	184	-27.8%
Dec-2015	228	-28.8%	100	-69.5%
Jan-2016	102	-68.3%	222	+1918.2%

Historical Days on Market Until Sale by Month

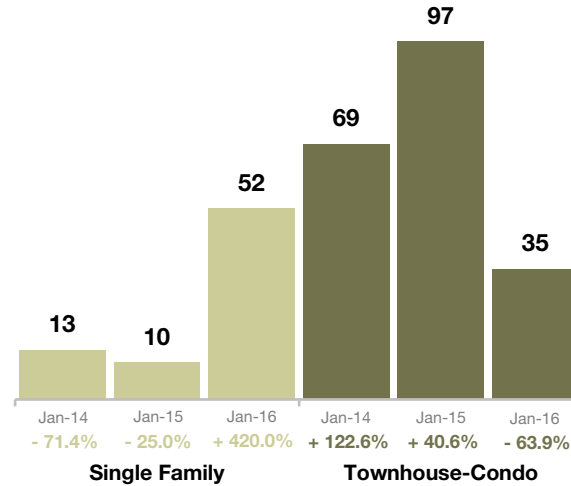


Housing Affordability Index

January

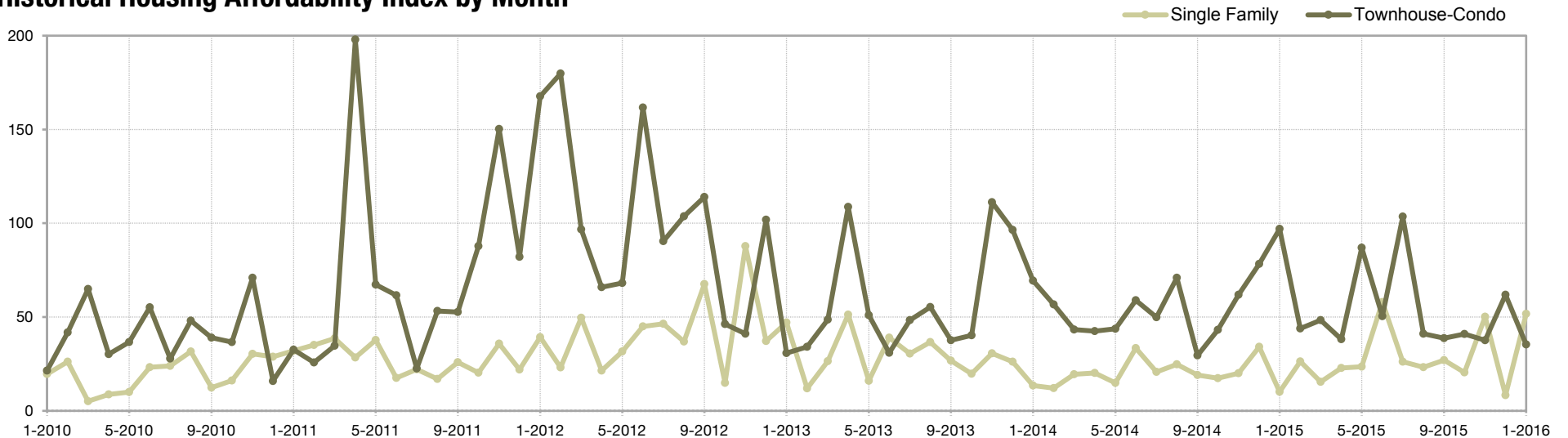


Year to Date



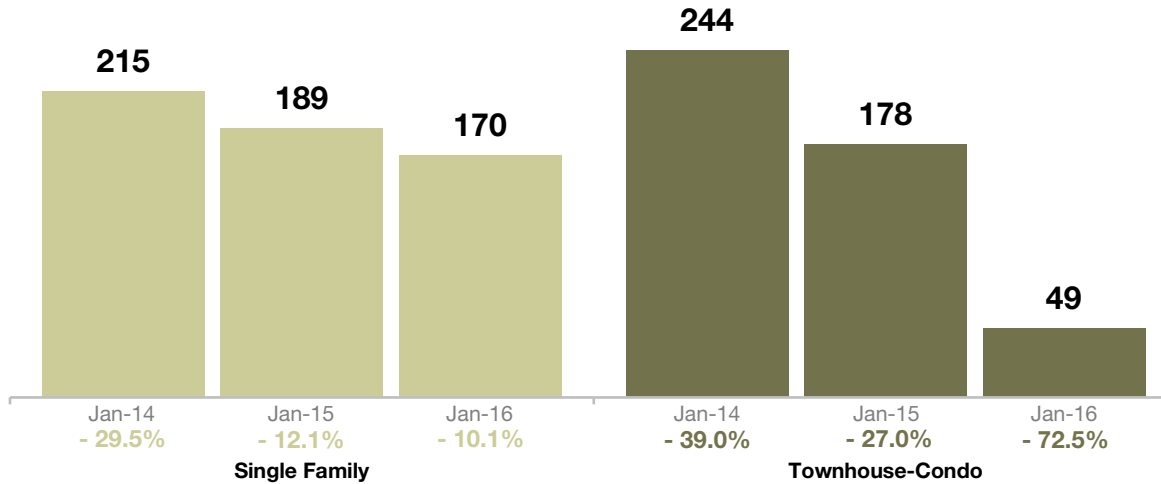
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2015	26	+116.7%	44	-22.8%
Mar-2015	15	-21.1%	48	+11.6%
Apr-2015	23	+15.0%	38	-11.6%
May-2015	24	+60.0%	87	+97.7%
Jun-2015	58	+75.8%	50	-15.3%
Jul-2015	26	+23.8%	104	+108.0%
Aug-2015	23	-8.0%	41	-42.3%
Sep-2015	27	+42.1%	39	+30.0%
Oct-2015	20	+17.6%	41	-4.7%
Nov-2015	50	+150.0%	38	-38.7%
Dec-2015	8	-76.5%	62	-20.5%
Jan-2016	52	+420.0%	35	-63.9%

Historical Housing Affordability Index by Month



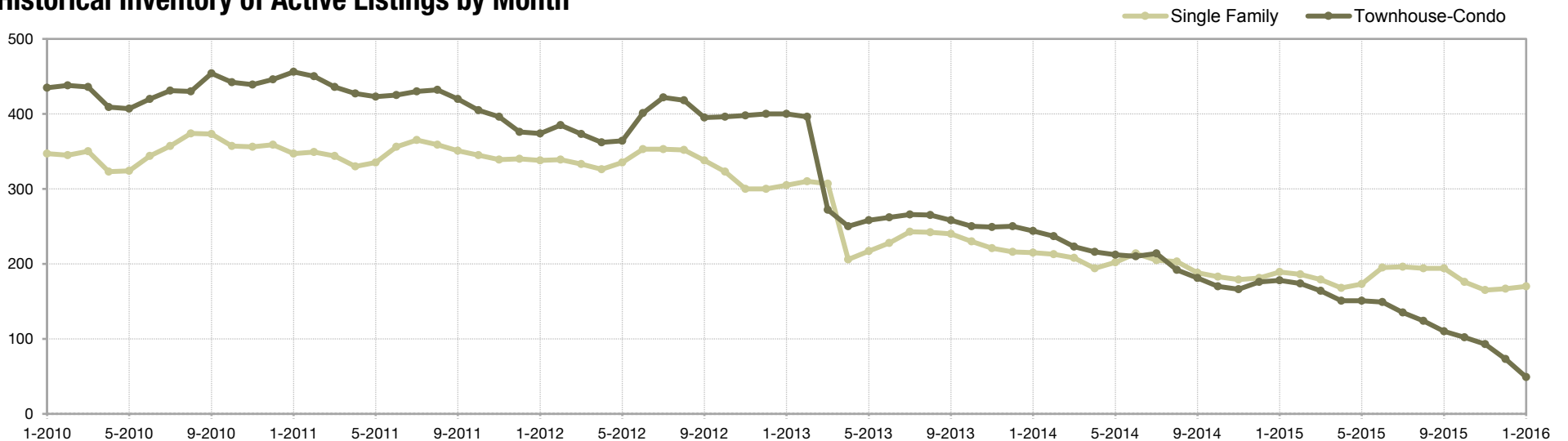
Inventory of Active Listings

January



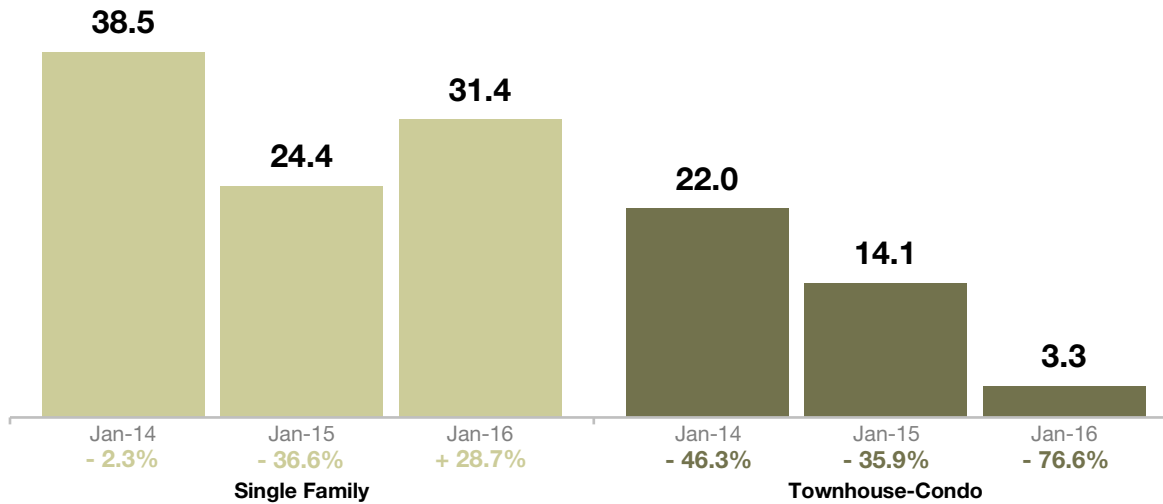
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2015	186	-12.7%	174	-26.6%
Mar-2015	179	-13.9%	164	-26.5%
Apr-2015	168	-13.4%	151	-30.1%
May-2015	173	-14.4%	151	-28.8%
Jun-2015	195	-8.9%	149	-29.0%
Jul-2015	196	-4.4%	135	-36.9%
Aug-2015	194	-4.4%	124	-35.4%
Sep-2015	194	+3.2%	110	-39.2%
Oct-2015	176	-3.8%	102	-40.0%
Nov-2015	165	-7.8%	93	-44.0%
Dec-2015	167	-7.7%	73	-58.5%
Jan-2016	170	-10.1%	49	-72.5%

Historical Inventory of Active Listings by Month



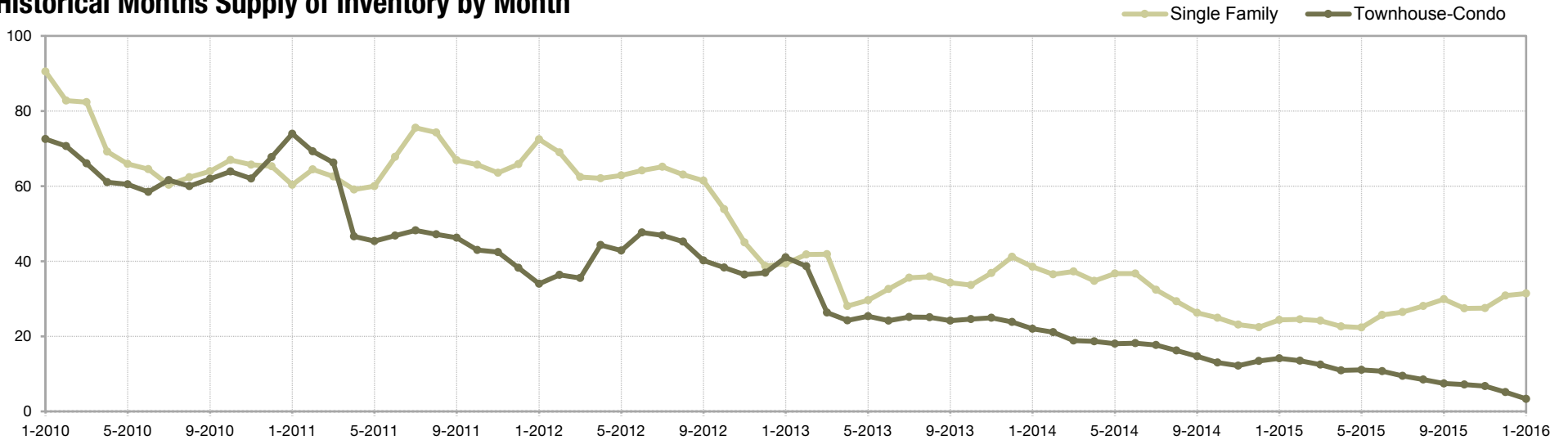
Months Supply of Inventory

January



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2015	24.5	-32.9%	13.5	-36.0%
Mar-2015	24.1	-35.4%	12.5	-33.5%
Apr-2015	22.7	-34.6%	10.9	-41.4%
May-2015	22.3	-39.2%	11.0	-38.9%
Jun-2015	25.7	-30.0%	10.7	-40.9%
Jul-2015	26.4	-18.5%	9.5	-46.3%
Aug-2015	28.0	-4.4%	8.5	-47.5%
Sep-2015	29.8	+13.7%	7.5	-49.0%
Oct-2015	27.4	+9.6%	7.2	-44.6%
Nov-2015	27.5	+19.0%	6.8	-43.8%
Dec-2015	30.8	+37.5%	5.2	-61.5%
Jan-2016	31.4	+28.7%	3.3	-76.6%

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.



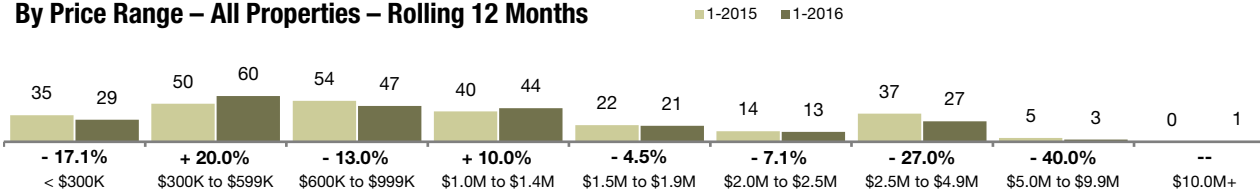
Key Metrics	Historical Sparkbars	1-2015	1-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		42	33	- 21.4%	42	33	- 21.4%
Pending Sales		24	15	- 37.5%	24	15	- 37.5%
Sold Listings		10	14	+ 40.0%	10	14	+ 40.0%
Median Sales Price		\$749,000	\$875,000	+ 16.8%	\$749,000	\$875,000	+ 16.8%
Avg. Sales Price		\$1,334,038	\$1,554,386	+ 16.5%	\$1,334,038	\$1,554,386	+ 16.5%
Pct. of List Price Received		93.4%	95.0%	+ 1.7%	93.4%	95.0%	+ 1.7%
Days on Market		115	189	+ 64.3%	115	189	+ 64.3%
Affordability Index		49	41	- 16.3%	49	41	- 16.3%
Active Listings		404	363	- 10.1%	--	--	--
Months Supply		18.9	17.8	- 5.8%	--	--	--

Sold Listings

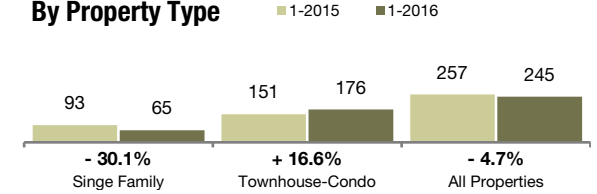
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

Compared to Prior Month

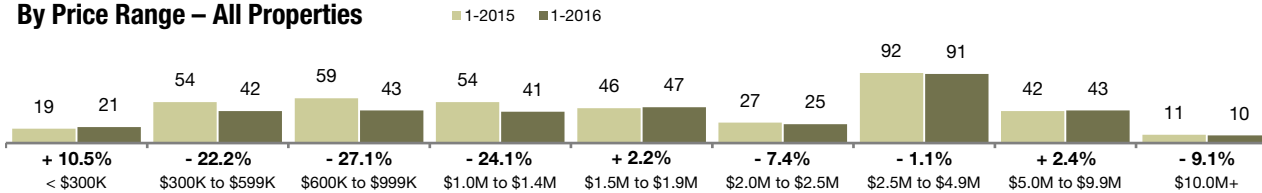
Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	1-2015	1-2016	Change	1-2015	1-2016	Change	12-2015	1-2016	Change	12-2015	1-2016	Change	1-2015	1-2016	Change	1-2015	1-2016	Change
\$299,999 and Below	2	2	0.0%	31	26	-16.1%	0	0	--	2	2	0.0%	0	0	--	1	2	+100.0%
\$300,000 to \$599,999	9	8	-11.1%	38	49	+28.9%	0	1	--	5	2	-60.0%	0	1	--	3	2	-33.3%
\$600,000 to \$999,999	16	9	-43.8%	35	38	+8.6%	0	1	--	0	1	--	0	1	--	0	1	--
\$1,000,000 to \$1,499,999	18	15	-16.7%	20	29	+45.0%	1	0	-100.0%	2	2	0.0%	1	0	-100.0%	1	2	+100.0%
\$1,500,00 to \$1,999,999	10	6	-40.0%	11	15	+36.4%	0	0	--	2	1	-50.0%	0	0	--	0	1	--
\$2,000,000 to \$2,499,999	10	5	-50.0%	4	8	+100.0%	0	0	--	1	1	0.0%	0	0	--	0	1	--
\$2,500,000 to \$4,999,999	24	16	-33.3%	12	11	-8.3%	1	0	-100.0%	1	2	+100.0%	2	0	-100.0%	0	2	--
\$5,000,000 to \$9,999,999	4	3	-25.0%	0	0	--	0	1	--	0	0	--	0	1	--	0	0	--
\$10,000,000 and Above	0	1	--	0	0	--	1	0	-100.0%	0	0	--	0	0	--	0	0	--
All Price Ranges	93	65	-30.1%	151	176	+16.6%	3	3	0.0%	13	11	-15.4%	3	3	0.0%	5	11	+120.0%

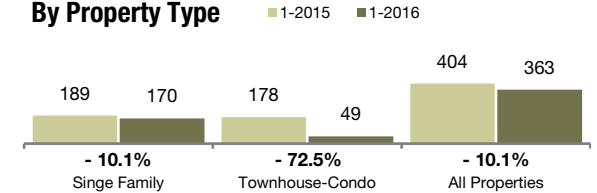
Inventory of Active Listings

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

Compared to Prior Month

Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	1-2015	1-2016	Change	1-2015	1-2016	Change	12-2015	1-2016	Change	12-2015	1-2016	Change	1-2015	1-2016	Change	1-2015	1-2016	Change
\$299,999 and Below	4	3	-25.0%	11	1	-90.9%	3	3	0.0%	3	1	-66.7%						
\$300,000 to \$599,999	11	7	-36.4%	37	5	-86.5%	6	7	+16.7%	9	5	-44.4%						
\$600,000 to \$999,999	21	9	-57.1%	36	10	-72.2%	12	9	-25.0%	14	10	-28.6%						
\$1,000,000 to \$1,499,999	14	16	+14.3%	40	7	-82.5%	16	16	0.0%	14	7	-50.0%						
\$1,500,00 to \$1,999,999	24	20	-16.7%	14	7	-50.0%	20	20	0.0%	11	7	-36.4%						
\$2,000,000 to \$2,499,999	14	14	0.0%	8	3	-62.5%	12	14	+16.7%	4	3	-25.0%						
\$2,500,000 to \$4,999,999	58	53	-8.6%	24	15	-37.5%	51	53	+3.9%	17	15	-11.8%						
\$5,000,000 to \$9,999,999	33	39	+18.2%	7	1	-85.7%	38	39	+2.6%	1	1	0.0%						
\$10,000,000 and Above	10	9	-10.0%	1	0	-100.0%	9	9	0.0%	0	0	--						
All Price Ranges	189	170	-10.1%	178	49	-72.5%	167	170	+1.8%	73	49	-32.9%						

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 average 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.