

# Monthly Indicators



## April 2016

Percent changes calculated using year-over-year comparisons.

New Listings were down 83.3 percent for single family homes and 83.3 percent for townhouse-condo properties. Pending Sales remained flat for single family homes but decreased 72.7 percent for townhouse-condo properties.

The Median Sales Price was down 4.8 percent to \$1,536,500 for single family homes but increased 52.8 percent to \$1,475,000 for townhouse-condo properties. Days on Market decreased 17.4 percent for single family homes and 34.2 percent for condo properties.

There have been no striking changes to curtail what should be a decent run of home sales over the next several months. Mortgage rates have remained stubbornly and wonderfully low, the unemployment rate has remained at or near 5.0 percent for eight straight months and wages have increased for a great many people. New construction has been slow, and that may be a damper on sales, but the general outlook remains strong.

## Activity Snapshot

**- 40.9%**    **+ 39.6%**    **- 6.9%**

One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> 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	4-2015	4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		6	1	- 83.3%	35	36	+ 2.9%
<b>Pending Sales</b>		5	5	0.0%	24	24	0.0%
<b>Sold Listings</b>		6	7	+ 16.7%	14	20	+ 42.9%
<b>Median Sales Price</b>		\$1,613,450	\$1,536,500	- 4.8%	\$1,700,000	\$1,830,000	+ 7.6%
<b>Avg. Sales Price</b>		\$2,161,308	\$1,826,786	- 15.5%	\$2,440,168	\$2,388,715	- 2.1%
<b>Pct. of List Price Received</b>		96.3%	88.7%	- 7.9%	92.8%	91.7%	- 1.2%
<b>Days on Market</b>		207	171	- 17.4%	287	237	- 17.4%
<b>Affordability Index</b>		23	24	+ 4.3%	22	20	- 9.1%
<b>Active Listings</b>		172	157	- 8.7%	--	--	--
<b>Months Supply</b>		23.2	26.5	+ 14.2%	--	--	--

# Townhouse-Condo Market Overview

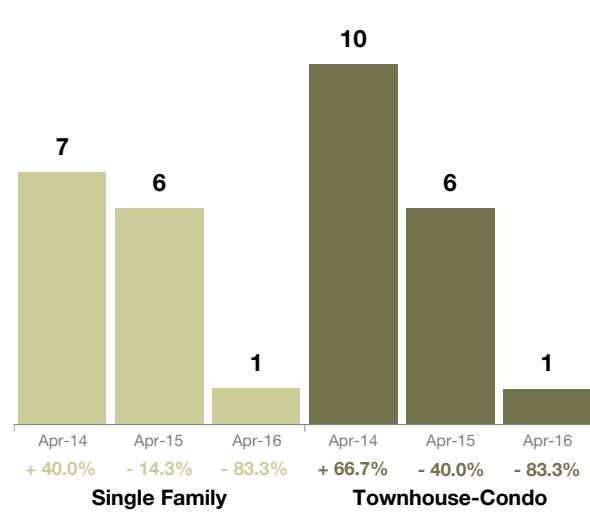


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

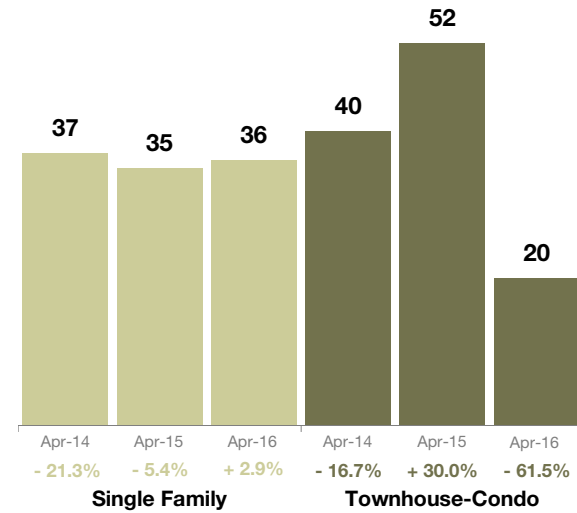
Key Metrics	Historical Sparkbars	4-2015	4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		6	1	- 83.3%	52	20	- 61.5%
<b>Pending Sales</b>		11	3	- 72.7%	62	46	- 25.8%
<b>Sold Listings</b>		15	6	- 60.0%	56	42	- 25.0%
<b>Median Sales Price</b>		\$965,000	\$1,475,000	+ 52.8%	\$817,500	\$792,500	- 3.1%
<b>Avg. Sales Price</b>		\$1,070,100	\$1,399,667	+ 30.8%	\$974,914	\$1,066,401	+ 9.4%
<b>Pct. of List Price Received</b>		92.5%	95.4%	+ 3.1%	93.4%	94.9%	+ 1.6%
<b>Days on Market</b>		398	262	- 34.2%	343	168	- 51.0%
<b>Affordability Index</b>		38	25	- 34.2%	45	46	+ 2.2%
<b>Active Listings</b>		158	41	- 74.1%	--	--	--
<b>Months Supply</b>		11.4	3.1	- 72.8%	--	--	--

# New Listings

## April

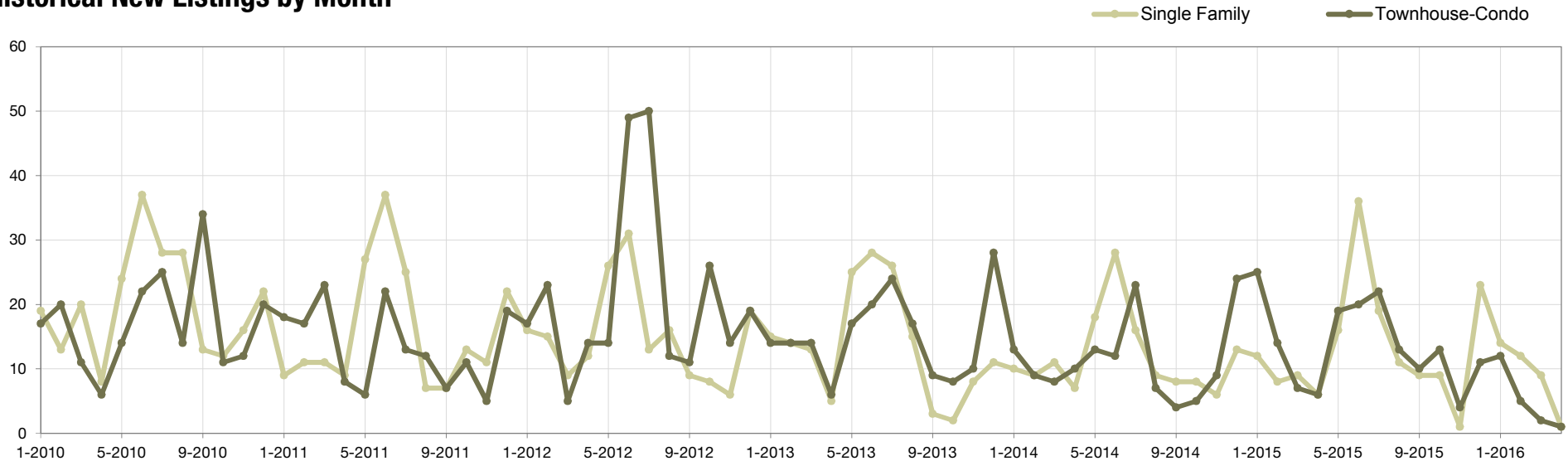


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	16	-11.1%	19	+46.2%
Jun-2015	36	+28.6%	20	+66.7%
Jul-2015	19	+18.8%	22	-4.3%
Aug-2015	11	+22.2%	13	+85.7%
Sep-2015	9	+12.5%	10	+150.0%
Oct-2015	9	+12.5%	13	+160.0%
Nov-2015	1	-83.3%	4	-55.6%
Dec-2015	23	+76.9%	11	-54.2%
Jan-2016	14	+16.7%	12	-52.0%
Feb-2016	12	+50.0%	5	-64.3%
Mar-2016	9	0.0%	2	-71.4%
<b>Apr-2016</b>	<b>1</b>	<b>-83.3%</b>	<b>1</b>	<b>-83.3%</b>

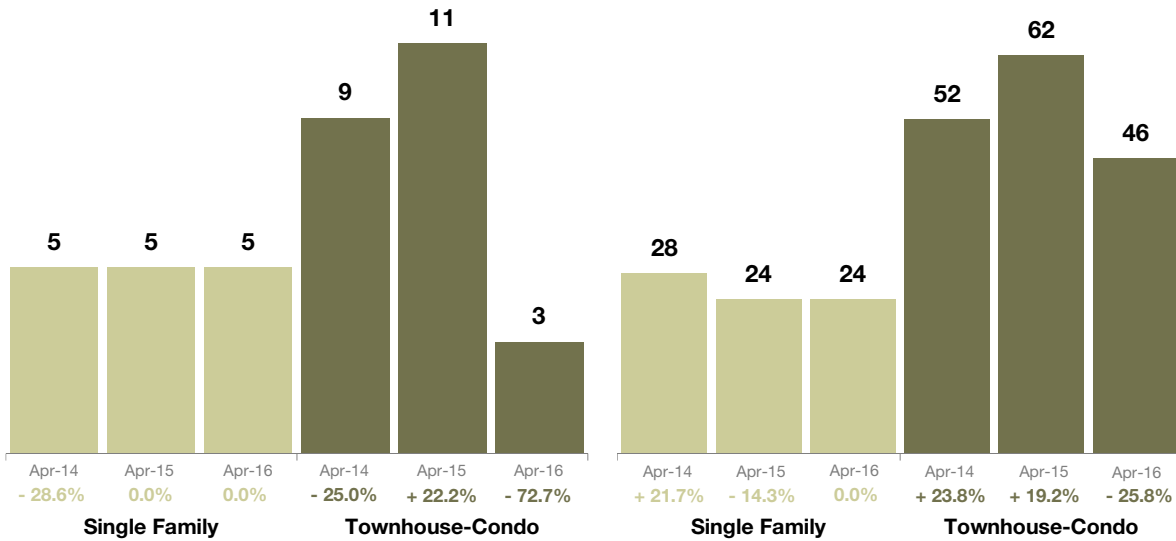
## Historical New Listings by Month



# Pending Sales

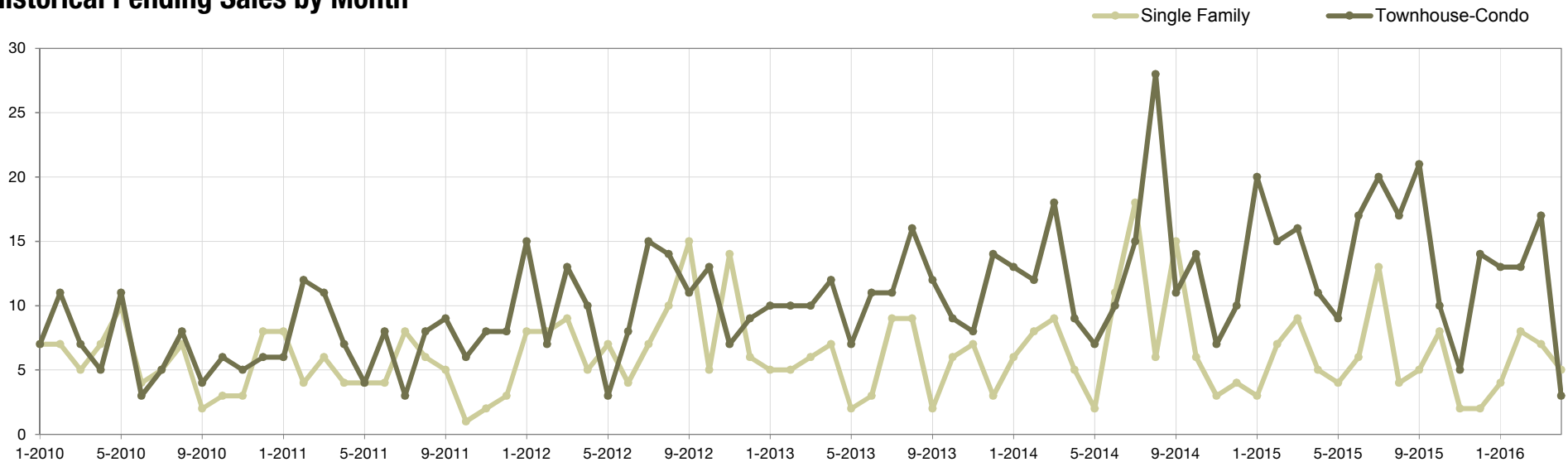
## April

## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	8	+33.3%	10	-28.6%
Nov-2015	2	-33.3%	5	-28.6%
Dec-2015	2	-50.0%	14	+40.0%
Jan-2016	4	+33.3%	13	-35.0%
Feb-2016	8	+14.3%	13	-13.3%
Mar-2016	7	-22.2%	17	+6.3%
<b>Apr-2016</b>	<b>5</b>	<b>0.0%</b>	<b>3</b>	<b>-72.7%</b>

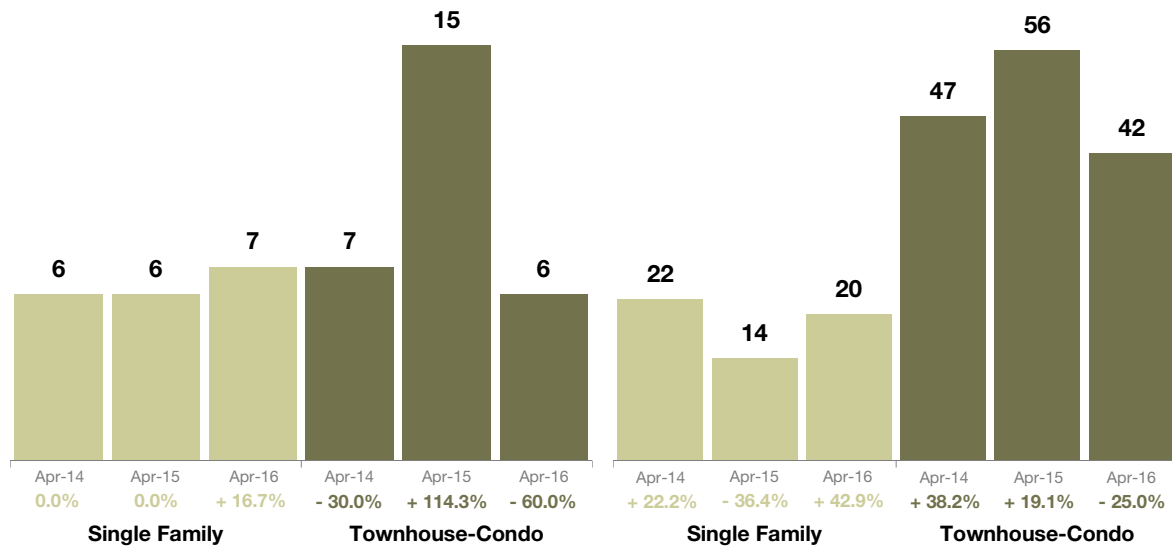
## Historical Pending Sales by Month



# Sold Listings

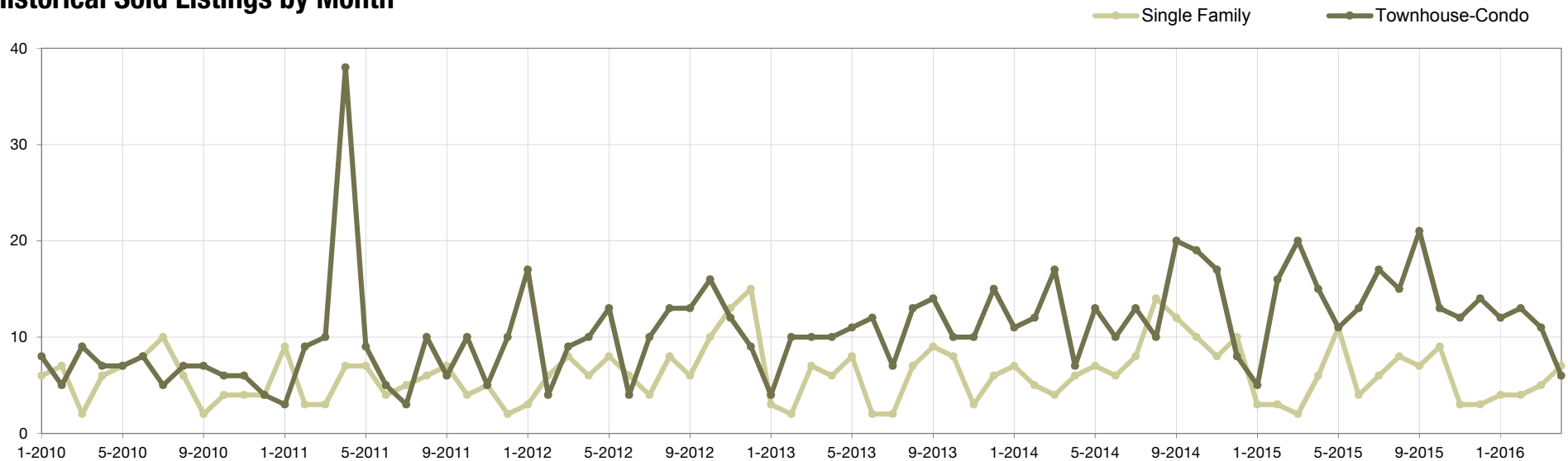
## April

## Year to Date



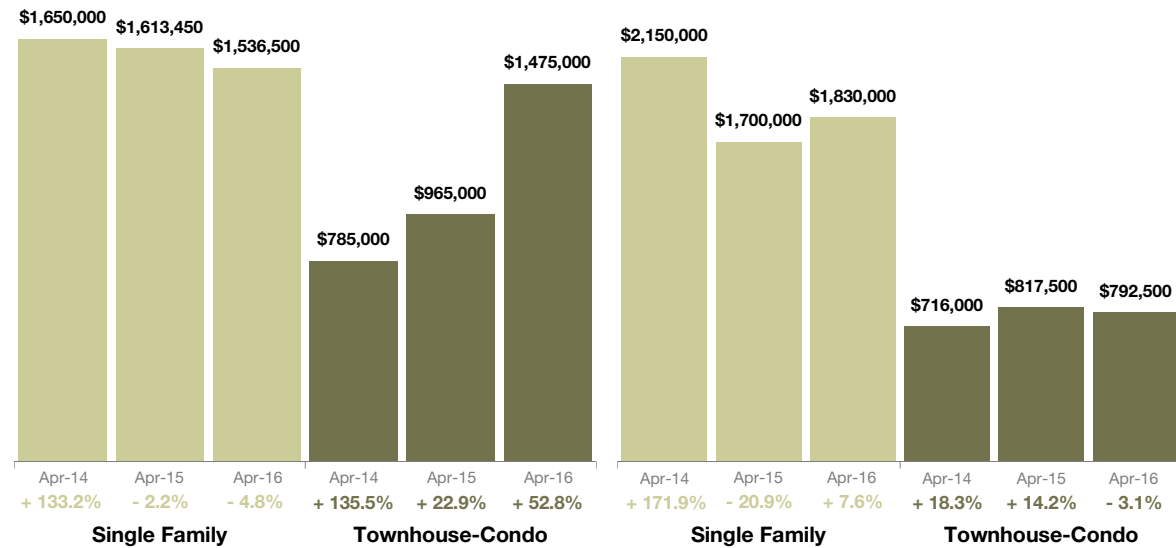
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	11	+57.1%	11	-15.4%
Jun-2015	4	-33.3%	13	+30.0%
Jul-2015	6	-25.0%	17	+30.8%
Aug-2015	8	-42.9%	15	+50.0%
Sep-2015	7	-41.7%	21	+5.0%
Oct-2015	9	-10.0%	13	-31.6%
Nov-2015	3	-62.5%	12	-29.4%
Dec-2015	3	-70.0%	14	+75.0%
Jan-2016	4	+33.3%	12	+140.0%
Feb-2016	4	+33.3%	13	-18.8%
Mar-2016	5	+150.0%	11	-45.0%
<b>Apr-2016</b>	<b>7</b>	<b>+16.7%</b>	<b>6</b>	<b>-60.0%</b>

## Historical Sold Listings by Month

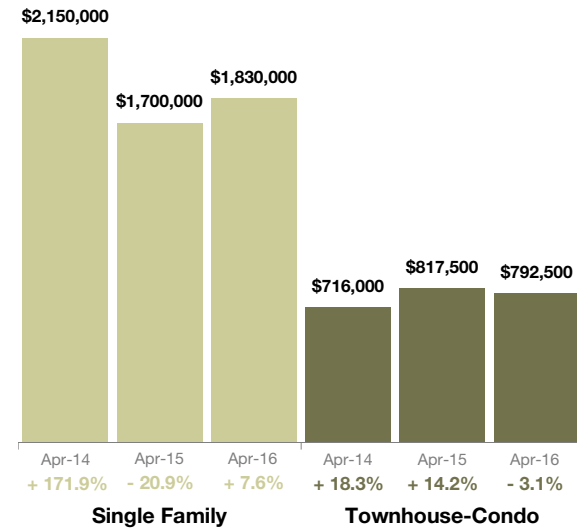


# Median Sales Price

## April

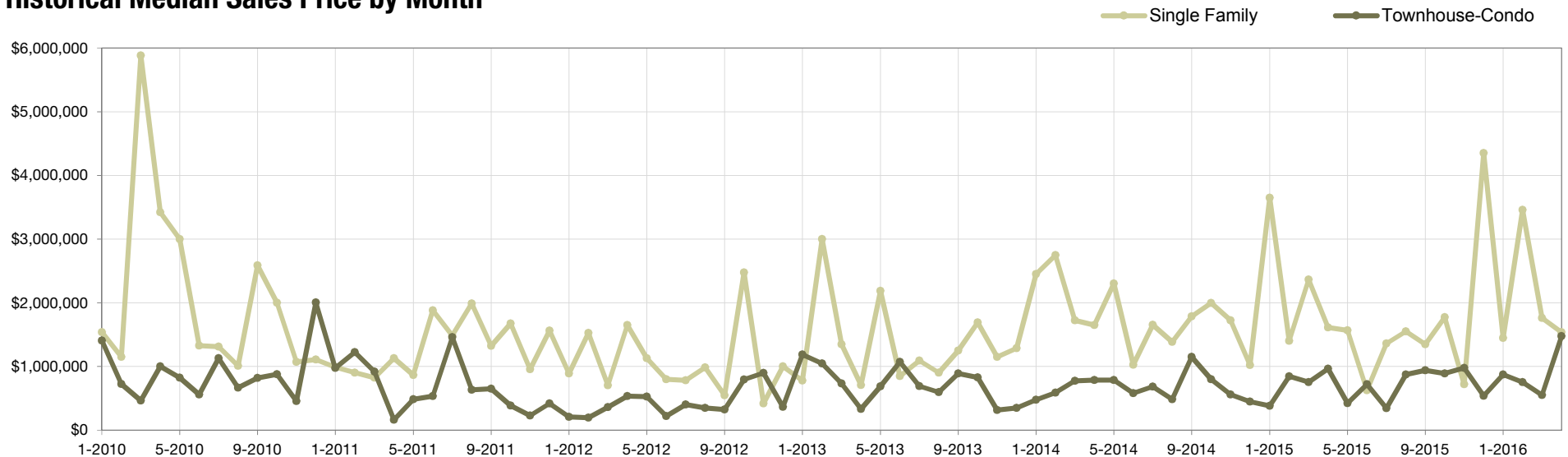


## Year to Date



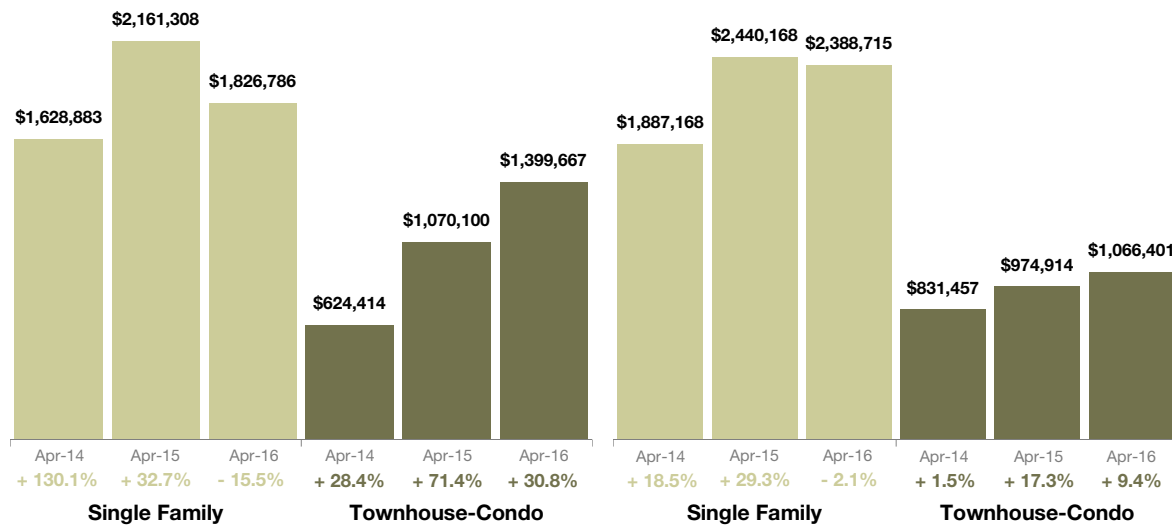
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	\$1,566,000	-31.9%	\$425,000	-45.9%
Jun-2015	\$626,000	-38.9%	\$720,000	+23.9%
Jul-2015	\$1,362,500	-17.5%	\$345,000	-49.6%
Aug-2015	\$1,549,500	+11.8%	\$875,000	+80.8%
Sep-2015	\$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%	\$975,000	+74.1%
Dec-2015	\$4,350,000	+325.4%	\$537,500	+20.4%
Jan-2016	\$1,447,500	-60.3%	\$875,000	+130.3%
Feb-2016	\$3,460,000	+147.1%	\$755,000	-10.4%
Mar-2016	\$1,760,000	-25.5%	\$550,000	-27.1%
<b>Apr-2016</b>	<b>\$1,536,500</b>	<b>-4.8%</b>	<b>\$1,475,000</b>	<b>+52.8%</b>

## Historical Median Sales Price by Month

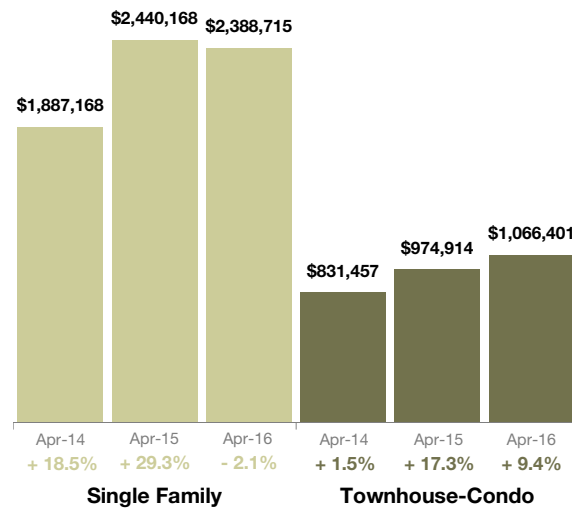


# Average Sales Price

## April

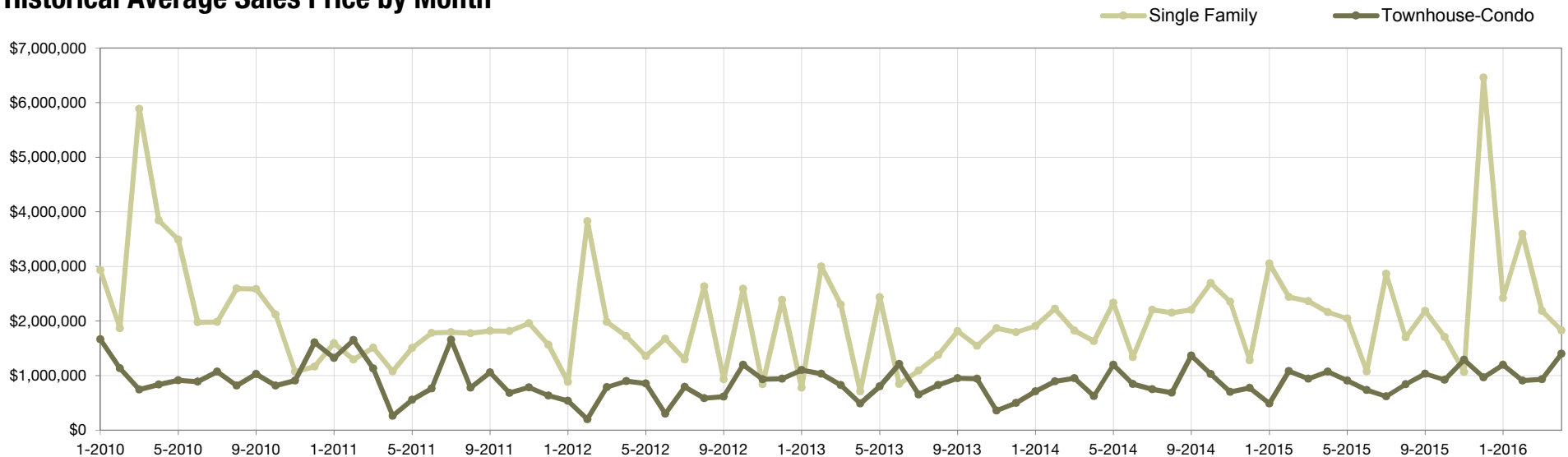


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	\$1,290,597	+84.1%
Dec-2015	\$6,458,333	+405.7%	\$966,898	+24.8%
Jan-2016	\$2,422,500	-20.6%	\$1,197,617	+145.1%
Feb-2016	\$3,593,750	+47.3%	\$905,504	-16.2%
Mar-2016	\$2,184,360	-7.5%	\$931,627	-0.9%
<b>Apr-2016</b>	<b>\$1,826,786</b>	<b>-15.5%</b>	<b>\$1,399,667</b>	<b>+30.8%</b>

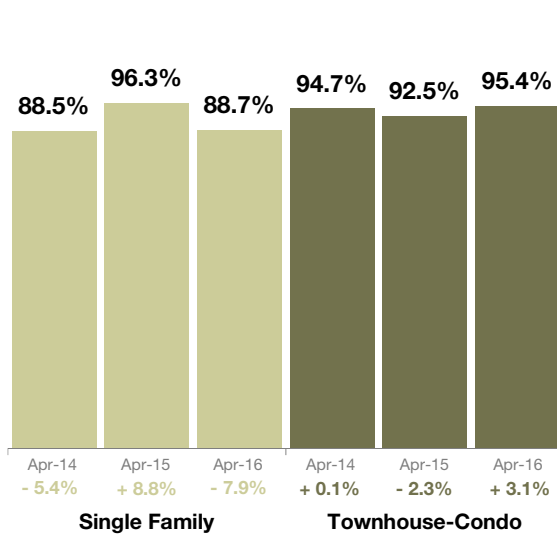
## Historical Average Sales Price by Month



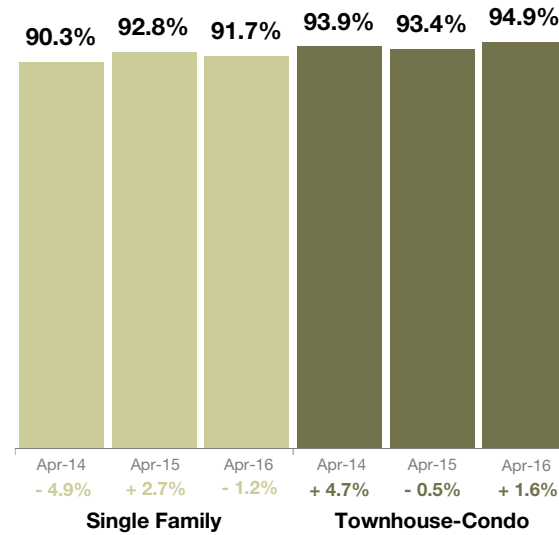


# Percent of List Price Received

## April

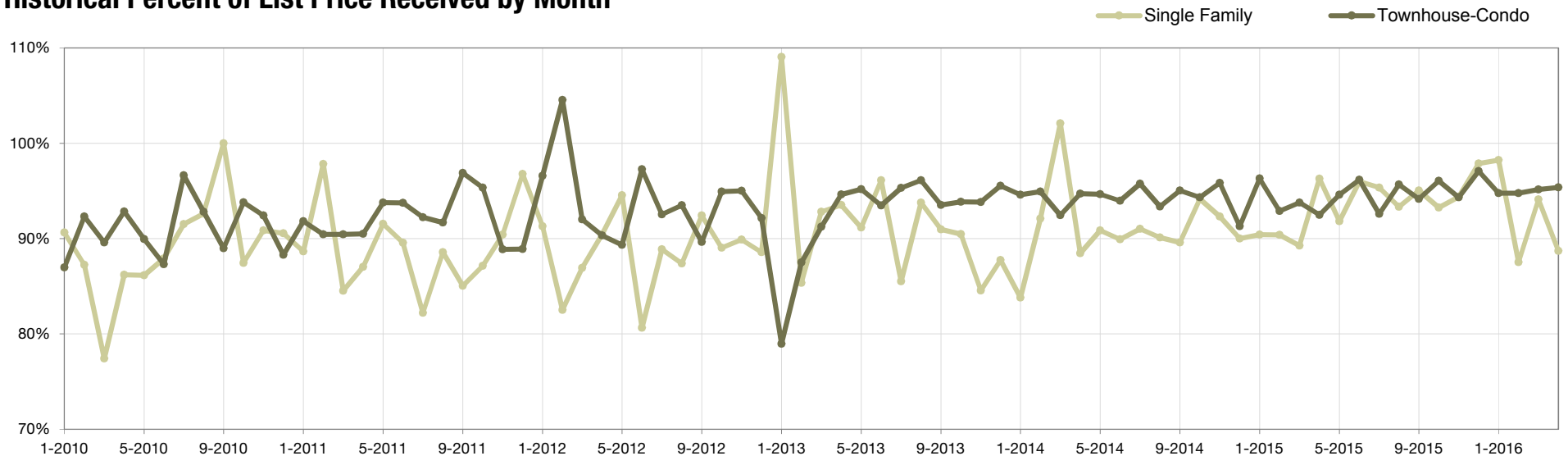


## Year to Date



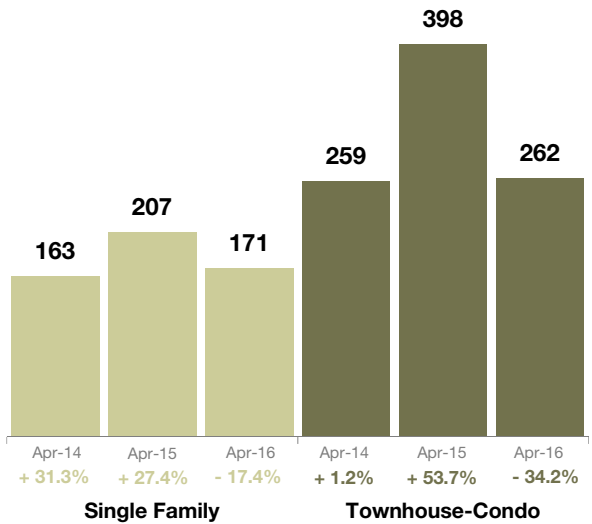
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	91.8%	+1.1%	94.6%	0.0%
Jun-2015	96.0%	+6.8%	96.2%	+2.3%
Jul-2015	95.3%	+4.7%	92.6%	-3.2%
Aug-2015	93.3%	+3.6%	95.7%	+2.6%
Sep-2015	95.0%	+6.0%	94.1%	-0.9%
Oct-2015	93.2%	-1.0%	96.1%	+1.9%
Nov-2015	94.4%	+2.3%	94.3%	-1.6%
Dec-2015	97.9%	+8.8%	97.1%	+6.4%
Jan-2016	98.2%	+8.6%	94.8%	-1.6%
Feb-2016	87.5%	-3.2%	94.8%	+2.0%
Mar-2016	94.1%	+5.4%	95.2%	+1.5%
<b>Apr-2016</b>	<b>88.7%</b>	<b>-7.9%</b>	<b>95.4%</b>	<b>+3.1%</b>

## Historical Percent of List Price Received by Month

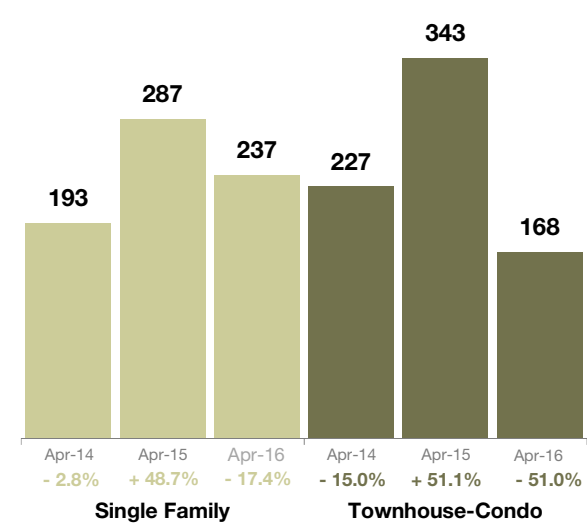


# Days on Market Until Sale

## April

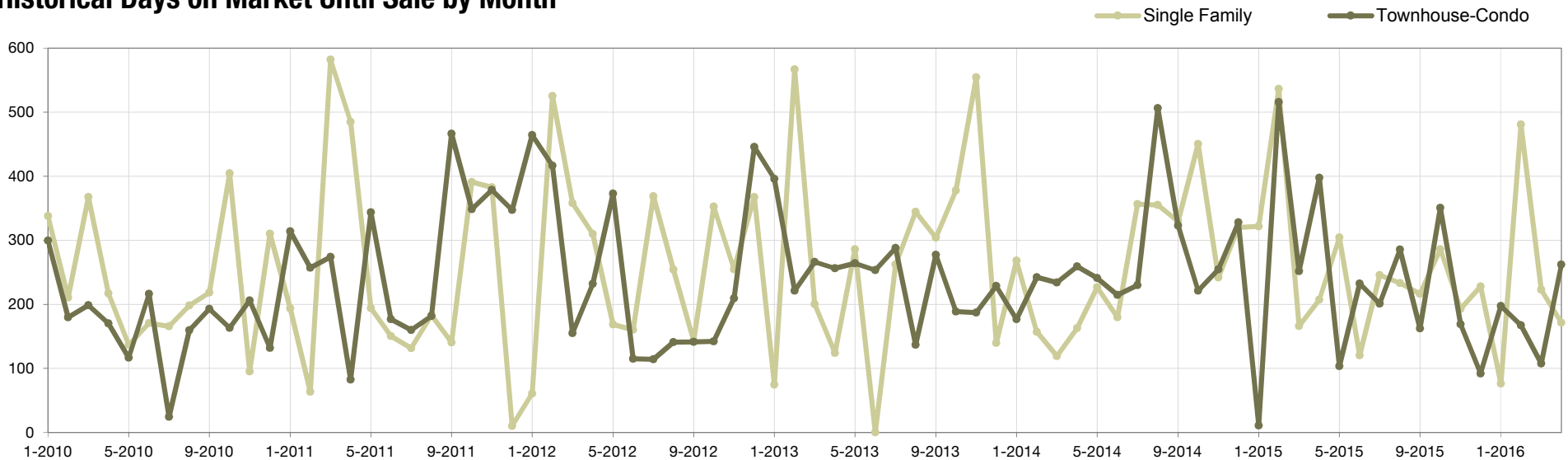


## Year to Date



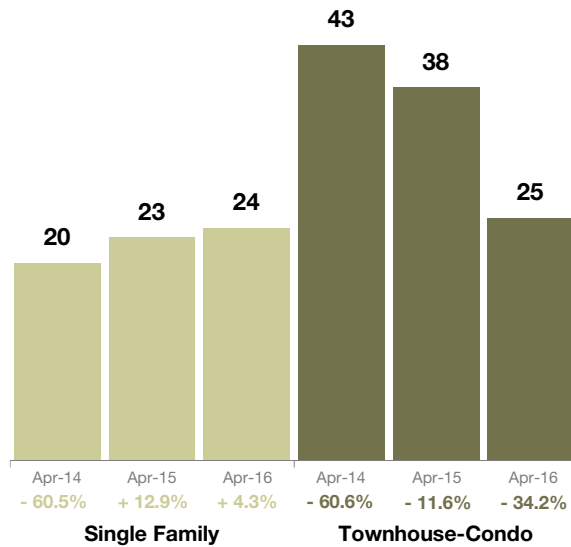
Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	304	+33.9%	104	-56.8%
Jun-2015	120	-33.3%	232	+7.9%
Jul-2015	246	-30.9%	201	-12.6%
Aug-2015	233	-34.4%	285	-43.7%
Sep-2015	216	-34.5%	163	-49.5%
Oct-2015	286	-36.4%	351	+58.8%
Nov-2015	193	-20.2%	169	-33.7%
Dec-2015	228	-28.8%	92	-72.0%
Jan-2016	76	-76.4%	197	+1690.9%
Feb-2016	481	-10.4%	167	-67.6%
Mar-2016	223	+34.3%	108	-57.1%
<b>Apr-2016</b>	<b>171</b>	<b>-17.4%</b>	<b>262</b>	<b>-34.2%</b>

## Historical Days on Market Until Sale by Month

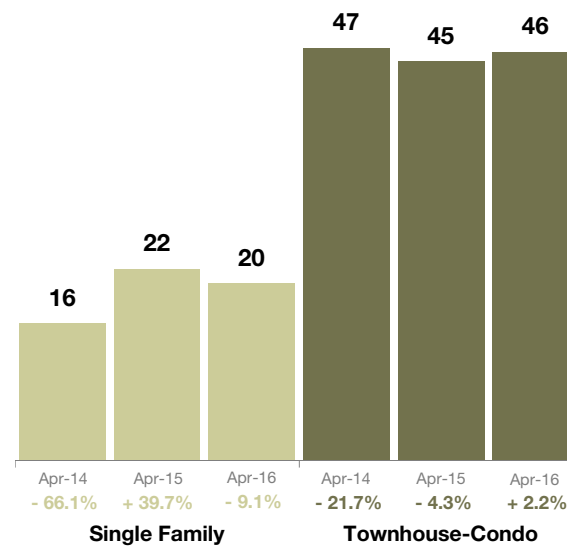


# Housing Affordability Index

## April

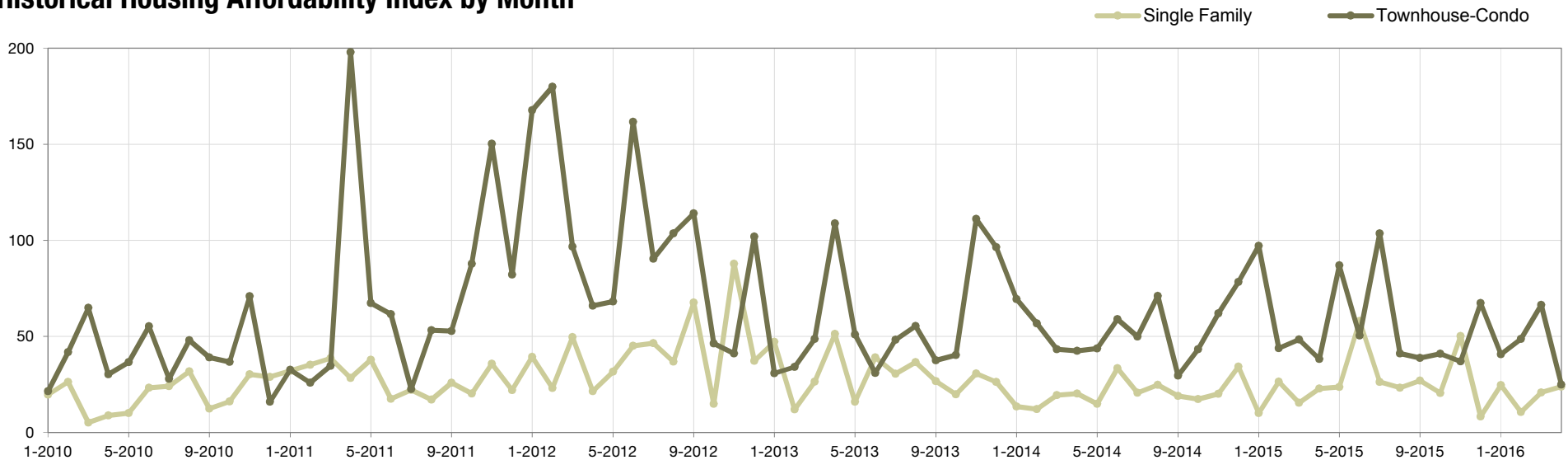


## Year to Date



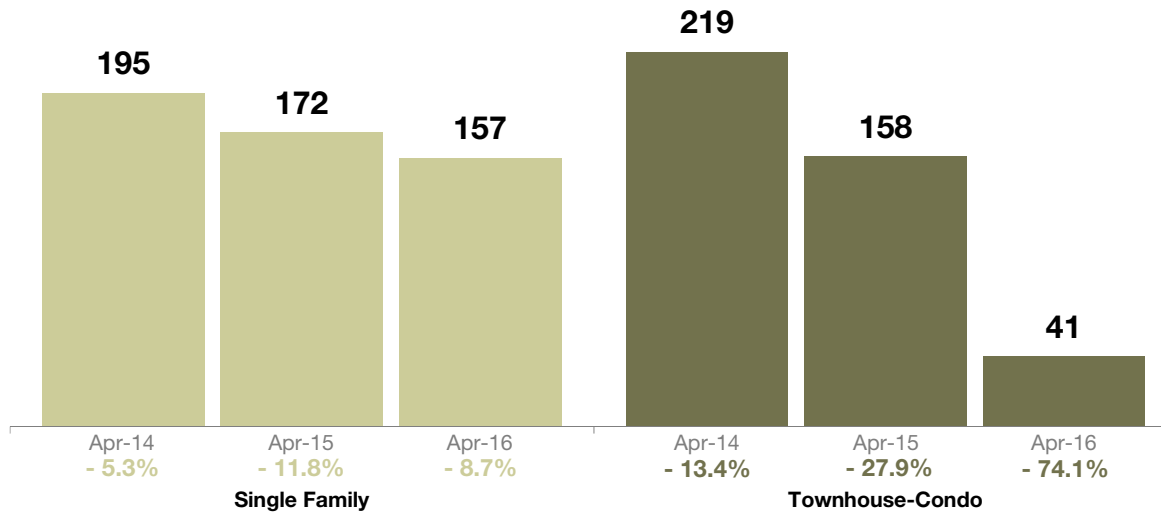
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	24	+60.0%	87	+97.7%
Jun-2015	58	+75.8%	50	-15.3%
Jul-2015	26	+23.8%	104	+108.0%
Aug-2015	23	-8.0%	41	-42.3%
Sep-2015	27	+42.1%	39	+30.0%
Oct-2015	20	+17.6%	41	-4.7%
Nov-2015	50	+150.0%	37	-40.3%
Dec-2015	8	-76.5%	67	-14.1%
Jan-2016	25	+150.0%	41	-57.7%
Feb-2016	11	-57.7%	49	+11.4%
Mar-2016	21	+40.0%	66	+37.5%
<b>Apr-2016</b>	<b>24</b>	<b>+4.3%</b>	<b>25</b>	<b>-34.2%</b>

## Historical Housing Affordability Index by Month



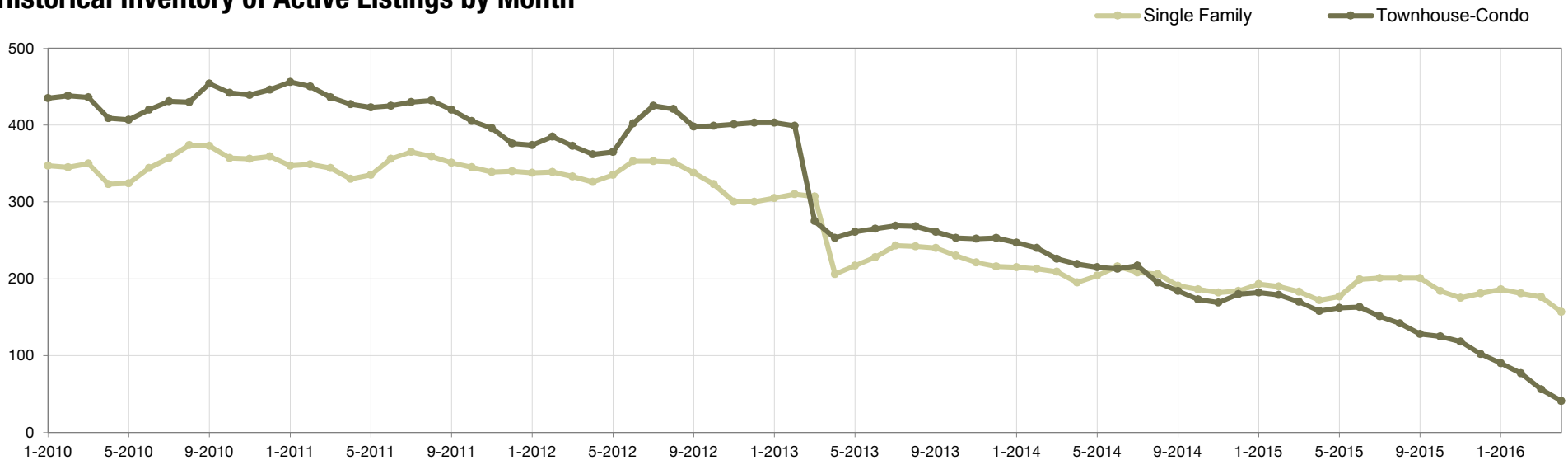
# Inventory of Active Listings

## April



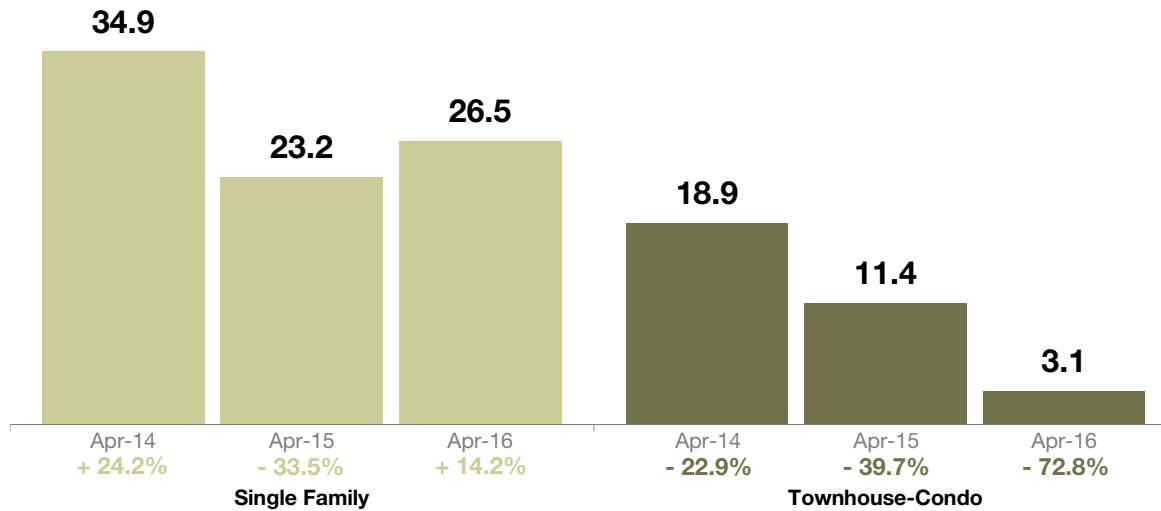
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	177	-13.2%	162	-24.7%
Jun-2015	199	-7.9%	163	-23.5%
Jul-2015	201	-3.4%	151	-30.4%
Aug-2015	201	-2.4%	142	-27.2%
Sep-2015	201	+5.2%	128	-30.4%
Oct-2015	184	-1.1%	125	-27.7%
Nov-2015	175	-3.8%	118	-30.2%
Dec-2015	181	-1.6%	102	-43.3%
Jan-2016	186	-3.6%	90	-50.5%
Feb-2016	181	-4.7%	77	-57.0%
Mar-2016	176	-3.8%	56	-67.1%
<b>Apr-2016</b>	<b>157</b>	<b>-8.7%</b>	<b>41</b>	<b>-74.1%</b>

## Historical Inventory of Active Listings by Month



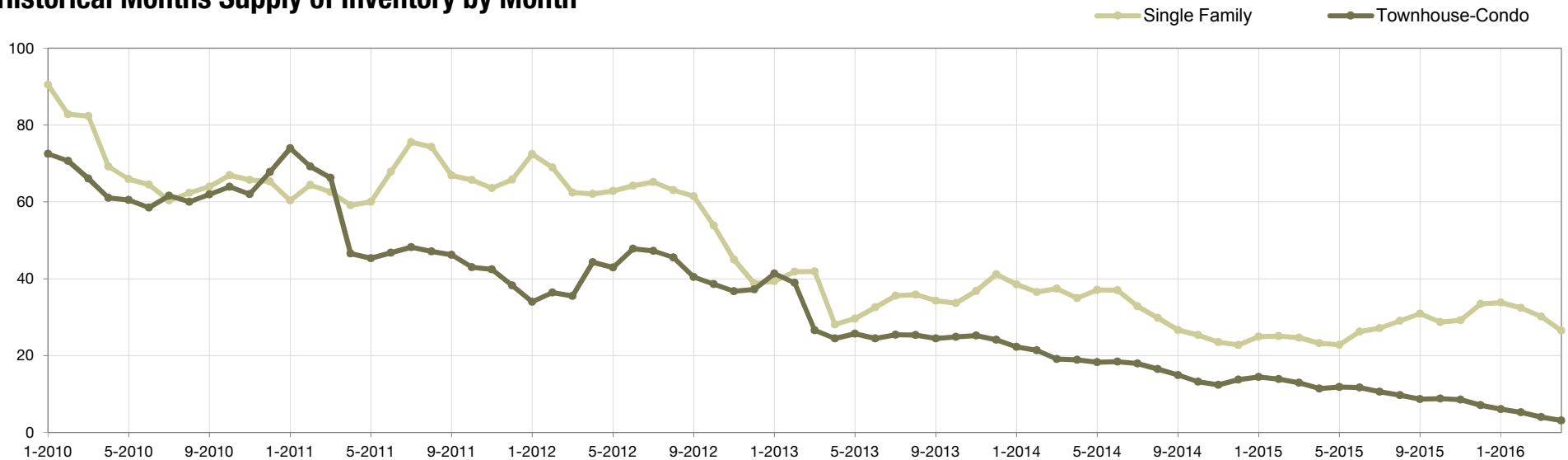
# Months Supply of Inventory

## April



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	22.8	-38.5%	11.9	-35.0%
Jun-2015	26.2	-29.2%	11.7	-36.4%
Jul-2015	27.1	-17.4%	10.6	-41.1%
Aug-2015	29.1	-2.3%	9.7	-41.2%
Sep-2015	30.9	+15.7%	8.7	-41.6%
Oct-2015	28.7	+13.0%	8.8	-33.3%
Nov-2015	29.2	+24.3%	8.5	-31.5%
Dec-2015	33.4	+46.5%	7.1	-48.6%
Jan-2016	33.8	+35.7%	6.0	-58.6%
Feb-2016	32.4	+29.1%	5.3	-61.9%
Mar-2016	30.2	+22.3%	4.0	-69.0%
<b>Apr-2016</b>	<b>26.5</b>	<b>+14.2%</b>	<b>3.1</b>	<b>-72.8%</b>

## 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	4-2015	4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		14	4	- 71.4%	100	101	+ 1.0%
<b>Pending Sales</b>		17	8	- 52.9%	88	71	- 19.3%
<b>Sold Listings</b>		22	13	- 40.9%	73	63	- 13.7%
<b>Median Sales Price</b>		\$1,059,000	\$1,478,000	+ 39.6%	\$919,900	\$1,120,000	+ 21.8%
<b>Avg. Sales Price</b>		\$1,336,334	\$1,629,654	+ 21.9%	\$1,245,005	\$1,471,399	+ 18.2%
<b>Pct. of List Price Received</b>		93.9%	91.8%	- 2.2%	93.3%	94.0%	+ 0.8%
<b>Days on Market</b>		321	210	- 34.6%	319	187	- 41.4%
<b>Affordability Index</b>		35	25	- 28.6%	40	33	- 17.5%
<b>Active Listings</b>		361	336	- 6.9%	--	--	--
<b>Months Supply</b>		16.3	17.2	+ 5.5%	--	--	--

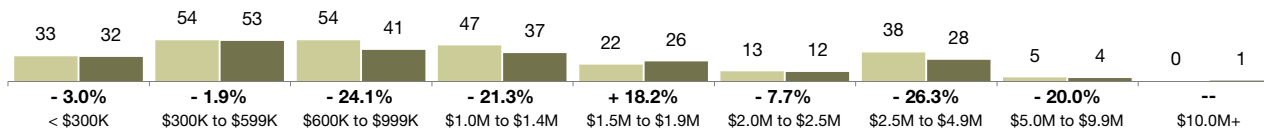
# Sold Listings

Actual sales that have closed in a given month.



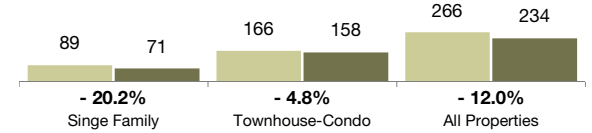
## By Price Range – All Properties – Rolling 12 Months

■ 4-2015 ■ 4-2016



## By Property Type

■ 4-2015 ■ 4-2016



### Rolling 12 Months

### Compared to Prior Month

### Year to Date

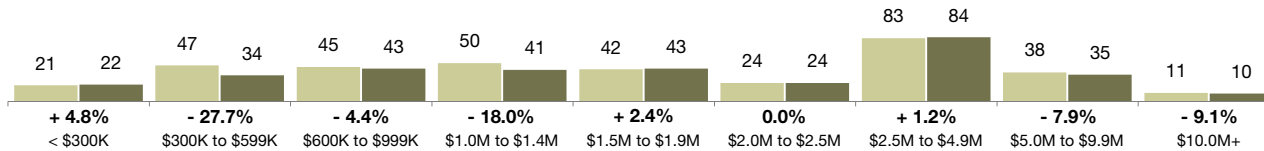
By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	4-2015	4-2016	Change	4-2015	4-2016	Change	3-2016	4-2016	Change	3-2016	4-2016	Change	4-2015	4-2016	Change	4-2015	4-2016	Change
\$299,999 and Below	2	2	0.0%	30	28	-6.7%	0	0	--	4	0	-100.0%	0	0	--	7	9	+28.6%
\$300,000 to \$599,999	7	9	+28.6%	44	42	-4.5%	1	0	-100.0%	2	0	-100.0%	0	2	--	15	7	-53.3%
\$600,000 to \$999,999	16	9	-43.8%	36	32	-11.1%	0	1	--	1	2	+100.0%	2	3	+50.0%	13	8	-38.5%
\$1,000,000 to \$1,499,999	20	13	-35.0%	25	24	-4.0%	1	1	0.0%	0	3	--	5	2	-60.0%	11	7	-36.4%
\$1,500,000 to \$1,999,999	9	10	+11.1%	12	16	+33.3%	1	3	+200.0%	3	0	-100.0%	0	4	--	4	5	+25.0%
\$2,000,000 to \$2,499,999	7	5	-28.6%	6	6	0.0%	0	0	--	0	0	--	1	1	0.0%	3	2	-33.3%
\$2,500,000 to \$4,999,999	24	18	-25.0%	13	10	-23.1%	2	2	0.0%	1	1	0.0%	6	6	0.0%	3	4	+33.3%
\$5,000,000 to \$9,999,999	4	4	0.0%	0	0	--	0	0	--	0	0	--	0	2	--	0	0	--
\$10,000,000 and Above	0	1	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>89</b>	<b>71</b>	<b>-20.2%</b>	<b>166</b>	<b>158</b>	<b>-4.8%</b>	<b>5</b>	<b>7</b>	<b>+40.0%</b>	<b>11</b>	<b>6</b>	<b>-45.5%</b>	<b>14</b>	<b>20</b>	<b>+42.9%</b>	<b>56</b>	<b>42</b>	<b>-25.0%</b>

# Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

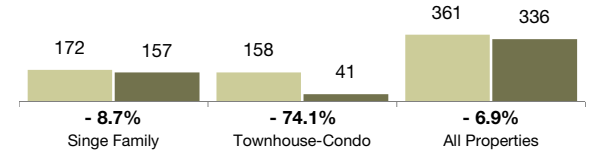
## By Price Range – All Properties

■ 4-2015 ■ 4-2016



## By Property Type

■ 4-2015 ■ 4-2016



### Year over Year

### Compared to Prior Month

### Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family		Condo	
	4-2015	4-2016	Change	4-2015	4-2016	Change	3-2016	4-2016	Change	3-2016	4-2016	Change	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.			
\$299,999 and Below	7	3	-57.1%	10	5	-50.0%	4	3	-25.0%	6	5	-16.7%				
\$300,000 to \$599,999	11	5	-54.5%	30	5	-83.3%	8	5	-37.5%	10	5	-50.0%				
\$600,000 to \$999,999	15	10	-33.3%	27	5	-81.5%	11	10	-9.1%	7	5	-28.6%				
\$1,000,000 to \$1,499,999	13	16	+23.1%	35	5	-85.7%	18	16	-11.1%	6	5	-16.7%				
\$1,500,000 to \$1,999,999	21	21	0.0%	18	5	-72.2%	22	21	-4.5%	8	5	-37.5%				
\$2,000,000 to \$2,499,999	13	14	+7.7%	7	4	-42.9%	13	14	+7.7%	5	4	-20.0%				
\$2,500,000 to \$4,999,999	52	47	-9.6%	24	12	-50.0%	51	47	-7.8%	13	12	-7.7%				
\$5,000,000 to \$9,999,999	30	32	+6.7%	6	0	-100.0%	38	32	-15.8%	1	0	-100.0%				
\$10,000,000 and Above	10	9	-10.0%	1	0	-100.0%	11	9	-18.2%	0	0	--				
<b>All Price Ranges</b>	<b>172</b>	<b>157</b>	<b>-8.7%</b>	<b>158</b>	<b>41</b>	<b>-74.1%</b>	<b>176</b>	<b>157</b>	<b>-10.8%</b>	<b>56</b>	<b>41</b>	<b>-26.8%</b>				

# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	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.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	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.
<b>Inventory of Active Listings</b>	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.
<b>Months Supply of Inventory</b>	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.