

# Monthly Indicators



## December 2016

Percent changes calculated using year-over-year comparisons.

New Listings were up 11.1 percent for single family homes and down 30.8 percent for townhouse-condo properties. Pending Sales landed at 15 for single family homes and 14 for townhouse-condo properties.

The Median Sales Price was up 16.3 percent to \$418,500 for single family homes and 26.7 percent to \$220,000 for townhouse-condo properties. Days on Market decreased 12.9 percent for single family homes and decreased 26.9 percent for condo properties.

The overwhelming feeling about prospects in residential real estate for the immediate future is optimism. Real estate professionals across the nation are expressing that they are as busy as ever. There are certainly challenges in this market, like continued low inventory and higher competition for those fewer properties, but opportunities abound for creative and diligent agents prepared to put in the necessary amount of work.

## Activity Snapshot

<b>+ 15.5%</b>	<b>+ 9.7%</b>	<b>- 35.3%</b>
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

Residential real estate activity in Grand County Board of REALTORS® Inc, 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	12-2015	12-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		18	20	+ 11.1%	599	586	- 2.2%
<b>Pending Sales</b>		21	15	- 28.6%	403	439	+ 8.9%
<b>Sold Listings</b>		35	32	- 8.6%	397	399	+ 0.5%
<b>Median Sales Price</b>		\$360,000	\$418,500	+ 16.3%	\$353,000	\$350,000	- 0.8%
<b>Avg. Sales Price</b>		\$428,851	\$477,090	+ 11.2%	\$430,035	\$420,129	- 2.3%
<b>Pct. of List Price Received</b>		95.3%	96.7%	+ 1.5%	96.0%	96.2%	+ 0.2%
<b>Days on Market</b>		209	182	- 12.9%	198	184	- 7.1%
<b>Affordability Index</b>		108	86	- 20.4%	110	103	- 6.4%
<b>Active Listings</b>		241	175	- 27.4%	--	--	--
<b>Months Supply</b>		7.3	5.3	- 27.4%	--	--	--

# Townhouse-Condo Market Overview

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

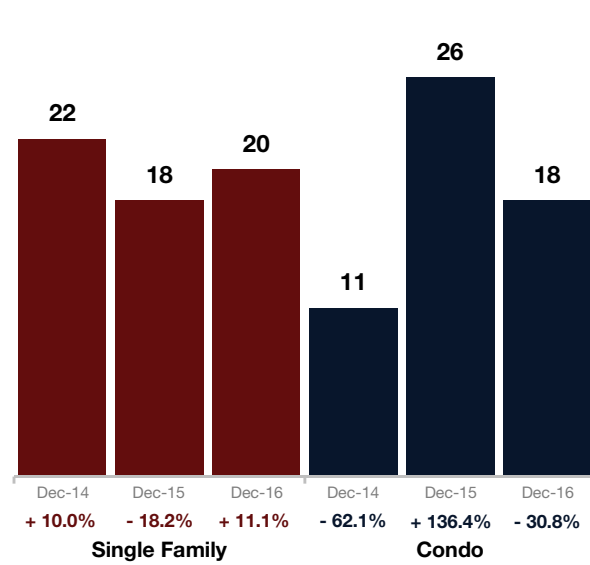


Key Metrics	Historical Sparkbars	12-2015	12-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		26	18	- 30.8%	417	398	- 4.6%
<b>Pending Sales</b>		25	14	- 44.0%	374	382	+ 2.1%
<b>Sold Listings</b>		23	35	+ 52.2%	362	398	+ 9.9%
<b>Median Sales Price</b>		\$173,700	\$220,000	+ 26.7%	\$185,000	\$217,750	+ 17.7%
<b>Avg. Sales Price</b>		\$192,085	\$228,322	+ 18.9%	\$203,137	\$230,164	+ 13.3%
<b>Pct. of List Price Received</b>		94.0%	98.8%	+ 5.1%	95.6%	97.3%	+ 1.8%
<b>Days on Market</b>		156	114	- 26.9%	179	128	- 28.5%
<b>Affordability Index</b>		223	163	- 26.9%	210	165	- 21.4%
<b>Active Listings</b>		102	47	- 53.9%	--	--	--
<b>Months Supply</b>		3.4	1.4	- 58.8%	--	--	--

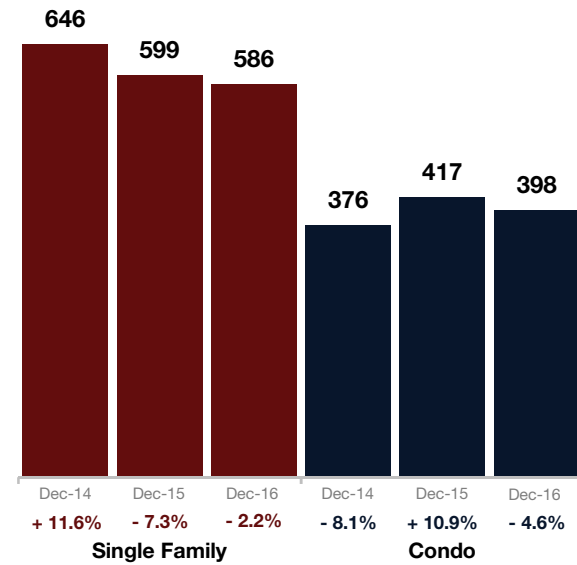
# New Listings



## December

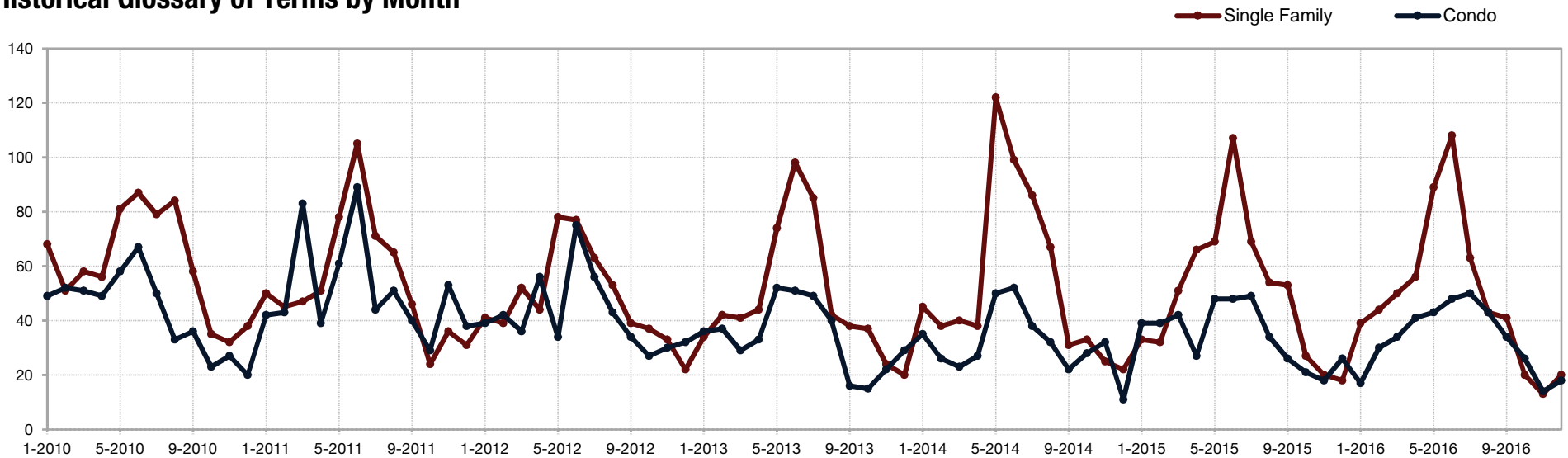


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2016	39	+18.2%	17	-56.4%
Feb-2016	44	+37.5%	30	-23.1%
Mar-2016	50	-2.0%	34	-19.0%
Apr-2016	56	-15.2%	41	+51.9%
May-2016	89	+29.0%	43	-10.4%
Jun-2016	108	+0.9%	48	0.0%
Jul-2016	63	-8.7%	50	+2.0%
Aug-2016	43	-20.4%	43	+26.5%
Sep-2016	41	-22.6%	34	+30.8%
Oct-2016	20	-25.9%	26	+23.8%
Nov-2016	13	-35.0%	14	-22.2%
<b>Dec-2016</b>	<b>20</b>	<b>+11.1%</b>	<b>18</b>	<b>-30.8%</b>

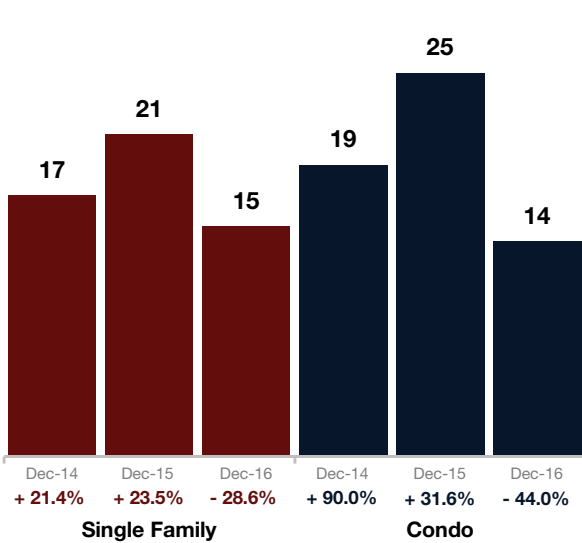
## Historical Glossary of Terms by Month



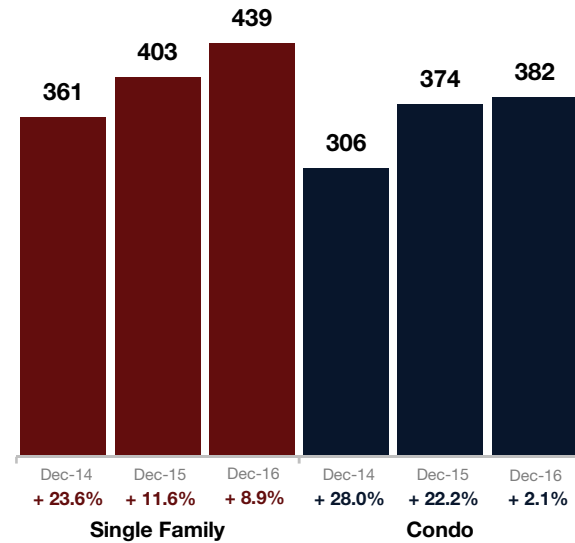
# Pending Sales



## December

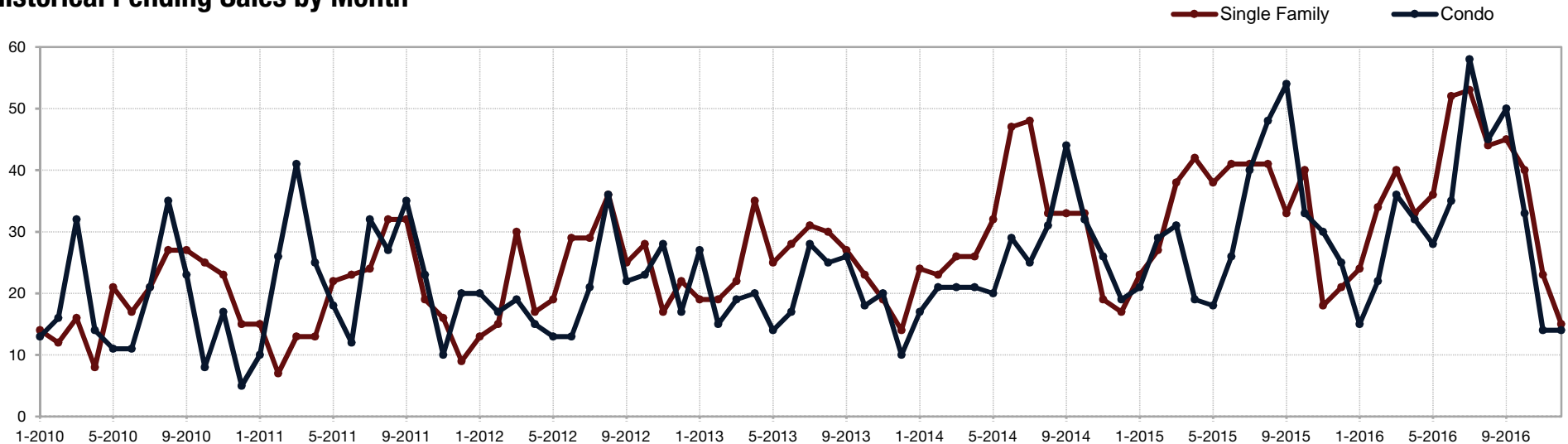


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2016	24	+4.3%	15	-28.6%
Feb-2016	34	+25.9%	22	-24.1%
Mar-2016	40	+5.3%	36	+16.1%
Apr-2016	33	-21.4%	32	+68.4%
May-2016	36	-5.3%	28	+55.6%
Jun-2016	52	+26.8%	35	+34.6%
Jul-2016	53	+29.3%	58	+45.0%
Aug-2016	44	+7.3%	45	-6.3%
Sep-2016	45	+36.4%	50	-7.4%
Oct-2016	40	0.0%	33	0.0%
Nov-2016	23	+27.8%	14	-53.3%
<b>Dec-2016</b>	<b>15</b>	<b>-28.6%</b>	<b>14</b>	<b>-44.0%</b>

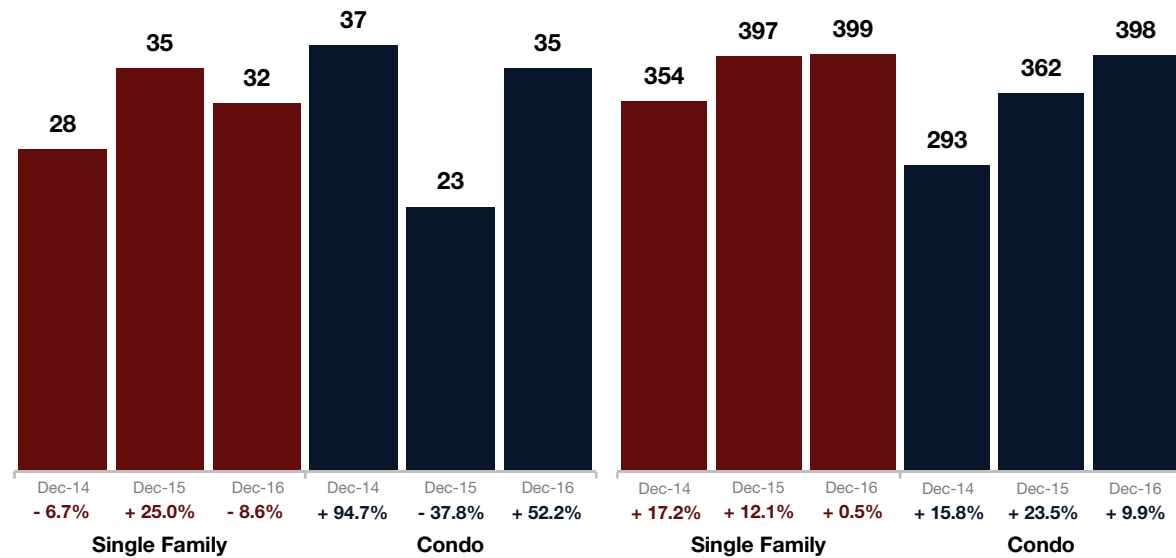
## Historical Pending Sales by Month



# Sold Listings



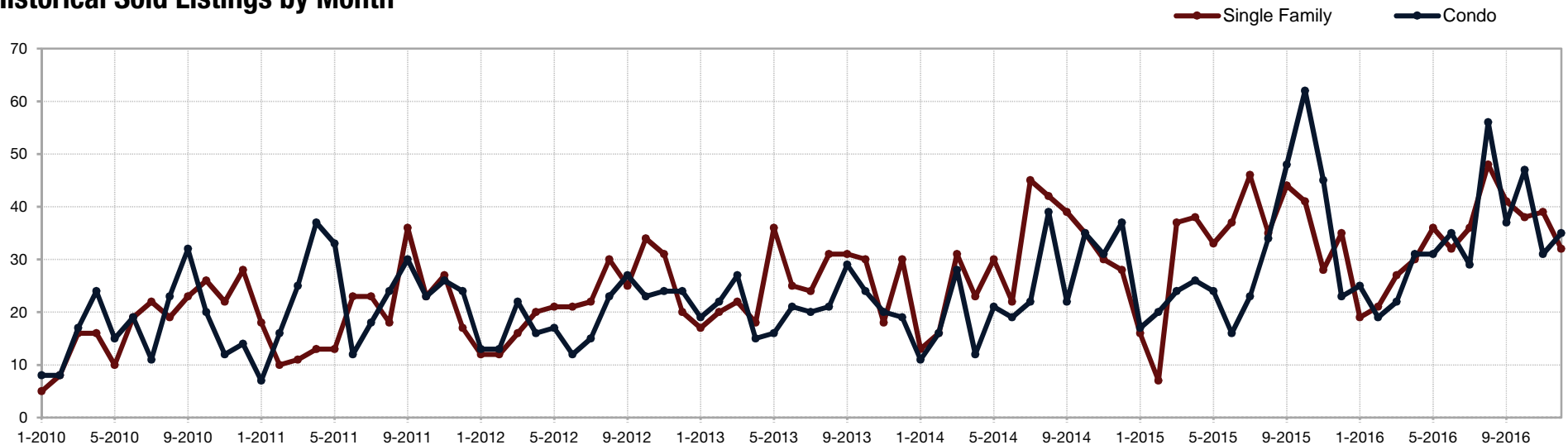
## December



## Year to Date

Sold Listings	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2016	19	+18.8%	25	+47.1%
Feb-2016	21	+200.0%	19	-5.0%
Mar-2016	27	-27.0%	22	-8.3%
Apr-2016	30	-21.1%	31	+19.2%
May-2016	36	+9.1%	31	+29.2%
Jun-2016	32	-13.5%	35	+118.8%
Jul-2016	36	-21.7%	29	+26.1%
Aug-2016	48	+37.1%	56	+64.7%
Sep-2016	41	-6.8%	37	-22.9%
Oct-2016	38	-7.3%	47	-24.2%
Nov-2016	39	+39.3%	31	-31.1%
<b>Dec-2016</b>	<b>32</b>	<b>-8.6%</b>	<b>35</b>	<b>+52.2%</b>

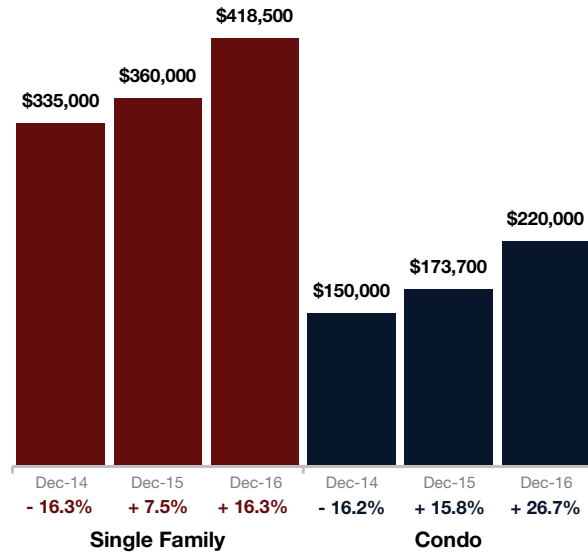
## Historical Sold Listings by Month



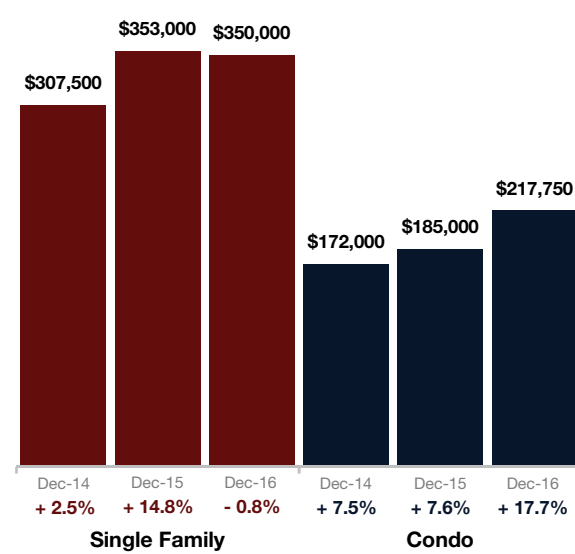
# Median Sales Price



## December

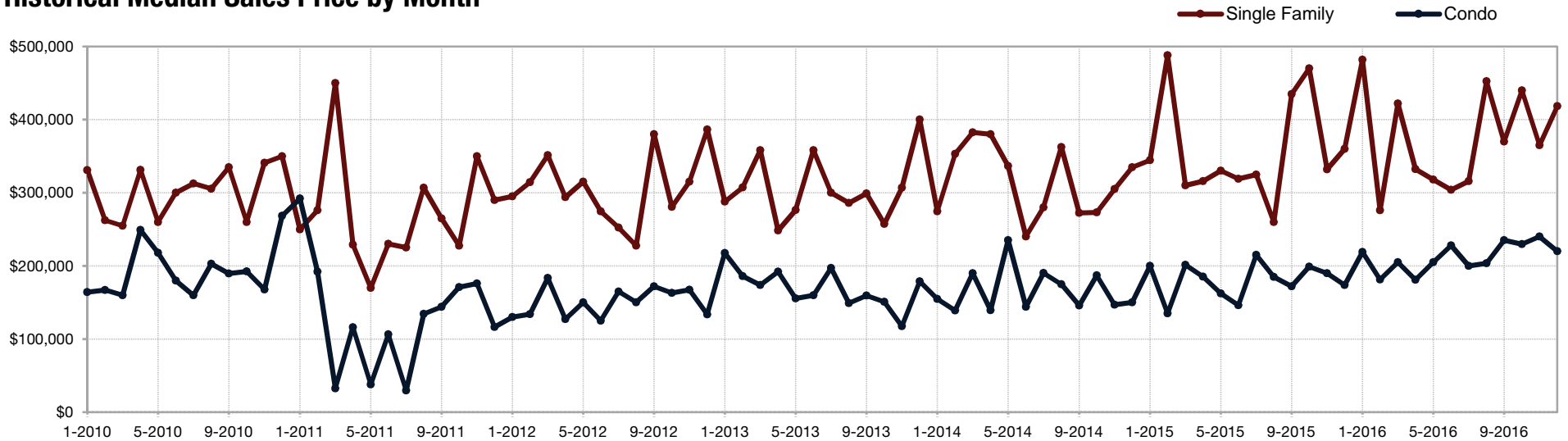


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2016	\$482,000	+39.9%	\$219,000	+9.5%
Feb-2016	\$276,000	-43.4%	\$181,500	+34.4%
Mar-2016	\$422,000	+36.1%	\$204,950	+1.7%
Apr-2016	\$332,250	+5.1%	\$181,000	-2.3%
May-2016	\$318,000	-3.6%	\$205,000	+26.3%
Jun-2016	\$304,000	-4.7%	\$228,000	+55.9%
Jul-2016	\$316,000	-2.7%	\$200,000	-7.0%
Aug-2016	\$452,500	+74.1%	\$203,500	+10.0%
Sep-2016	\$370,000	-14.9%	\$235,000	+36.6%
Oct-2016	\$439,750	-6.4%	\$229,750	+15.5%
Nov-2016	\$365,000	+10.0%	\$240,000	+26.3%
<b>Dec-2016</b>	<b>\$418,500</b>	<b>+16.3%</b>	<b>\$220,000</b>	<b>+26.7%</b>

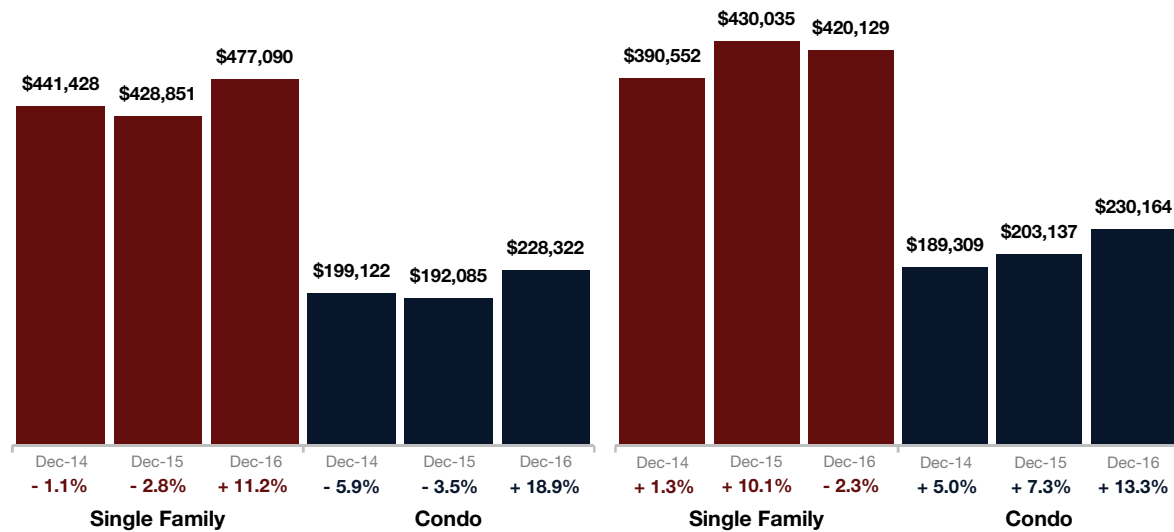
## Historical Median Sales Price by Month



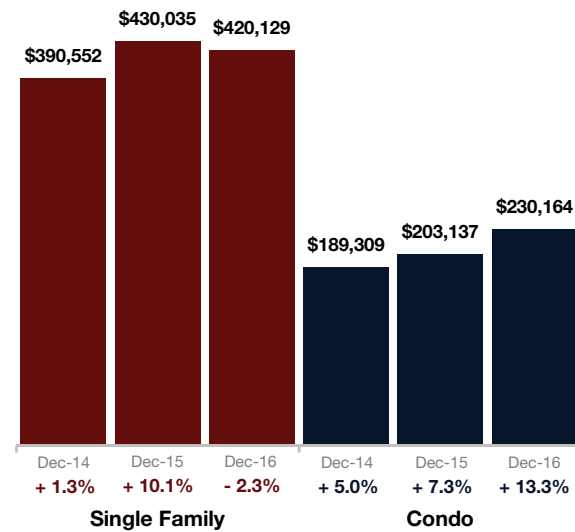
# Average Sales Price



## December

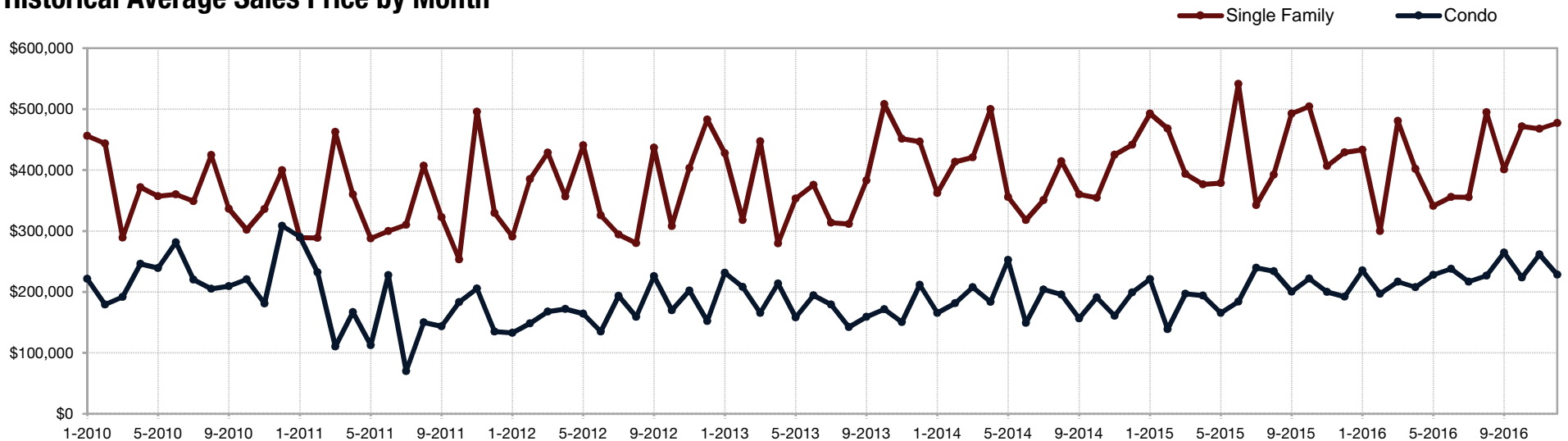


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2016	\$433,000	-12.1%	\$235,488	+6.4%
Feb-2016	\$299,627	-36.0%	\$197,071	+41.7%
Mar-2016	\$480,692	+22.2%	\$216,741	+10.0%
Apr-2016	\$401,957	+6.8%	\$207,903	+7.2%
May-2016	\$341,157	-9.8%	\$227,773	+37.5%
Jun-2016	\$355,841	-34.3%	\$237,787	+29.1%
Jul-2016	\$355,360	+3.8%	\$216,831	-9.5%
Aug-2016	\$494,881	+26.2%	\$226,485	-3.2%
Sep-2016	\$401,141	-18.6%	\$264,600	+31.9%
Oct-2016	\$471,441	-6.5%	\$223,803	+0.8%
Nov-2016	\$467,452	+15.0%	\$261,464	+30.6%
<b>Dec-2016</b>	<b>\$477,090</b>	<b>+11.2%</b>	<b>\$228,322</b>	<b>+18.9%</b>

## Historical Average Sales Price by Month

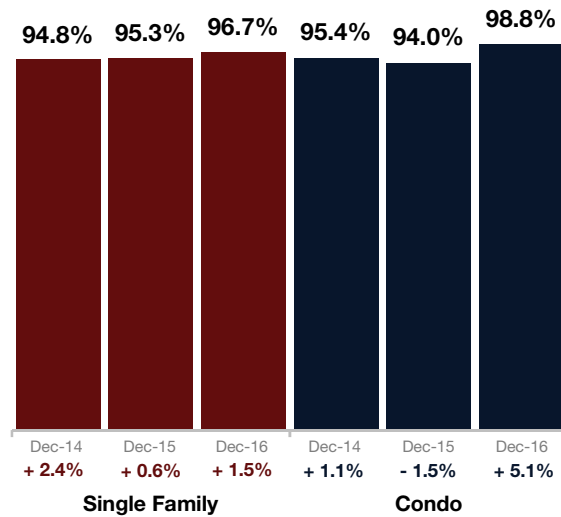




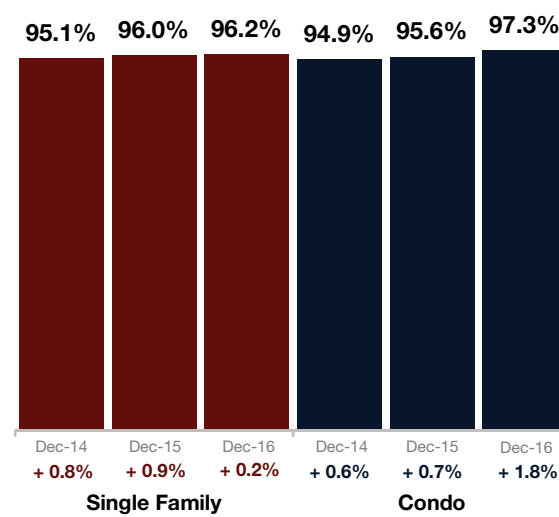
# Percent of List Price Received



## December

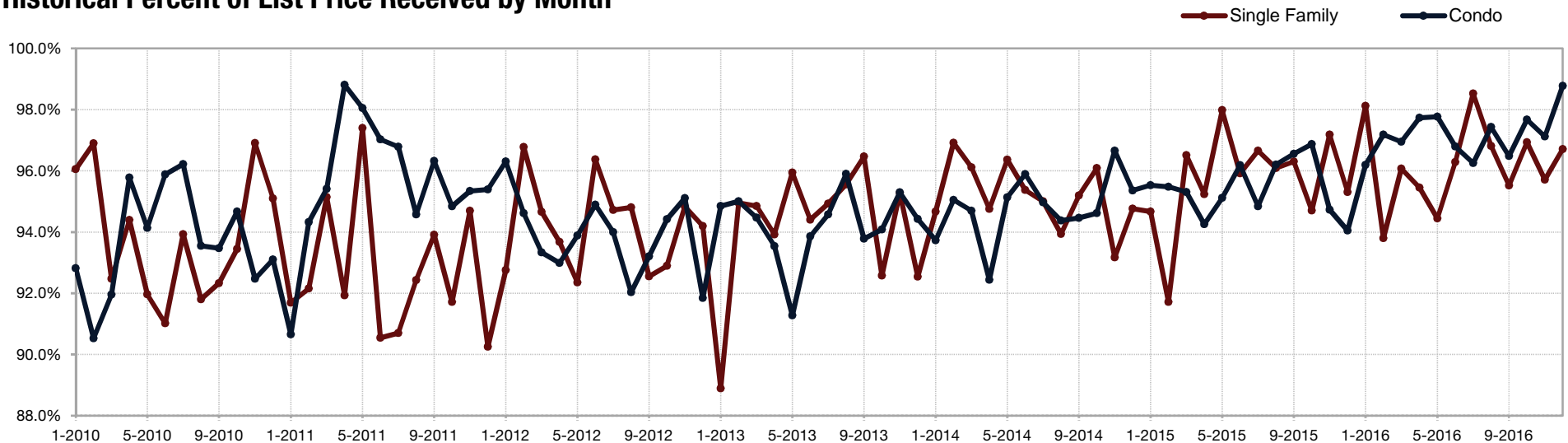


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2016	98.1%	+3.6%	96.2%	+0.7%
Feb-2016	93.8%	+2.3%	97.2%	+1.8%
Mar-2016	96.1%	-0.4%	96.9%	+1.7%
Apr-2016	95.4%	+0.2%	97.7%	+3.6%
May-2016	94.4%	-3.7%	97.8%	+2.8%
Jun-2016	96.3%	+0.4%	96.8%	+0.6%
Jul-2016	98.5%	+1.9%	96.3%	+1.6%
Aug-2016	96.8%	+0.7%	97.4%	+1.2%
Sep-2016	95.5%	-0.8%	96.5%	-0.1%
Oct-2016	96.9%	+2.3%	97.7%	+0.8%
Nov-2016	95.7%	-1.5%	97.1%	+2.5%
<b>Dec-2016</b>	<b>96.7%</b>	<b>+1.5%</b>	<b>98.8%</b>	<b>+5.1%</b>

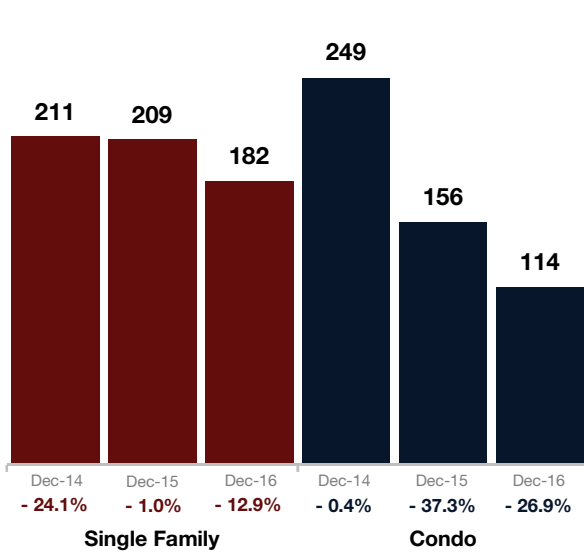
## Historical Percent of List Price Received by Month



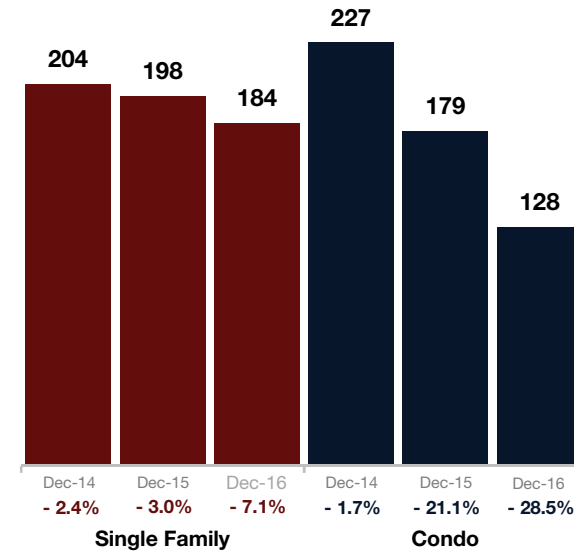
# Days on Market Until Sale



## December

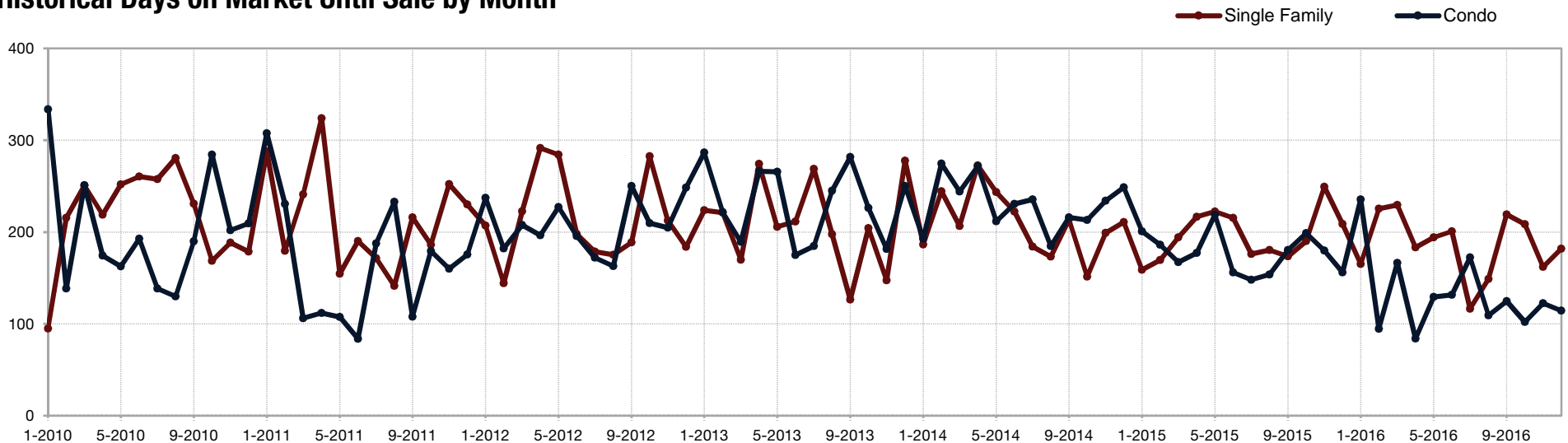


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2016	165	+3.8%	236	+17.4%
Feb-2016	225	+32.4%	95	-48.9%
Mar-2016	229	+18.0%	166	-0.6%
Apr-2016	183	-15.3%	84	-52.5%
May-2016	194	-12.6%	129	-41.1%
Jun-2016	201	-6.5%	132	-15.4%
Jul-2016	116	-34.1%	172	+16.2%
Aug-2016	149	-17.7%	109	-29.2%
Sep-2016	219	+25.9%	125	-30.9%
Oct-2016	209	+10.0%	102	-48.7%
Nov-2016	162	-34.9%	123	-31.7%
<b>Dec-2016</b>	<b>182</b>	<b>-12.9%</b>	<b>114</b>	<b>-26.9%</b>

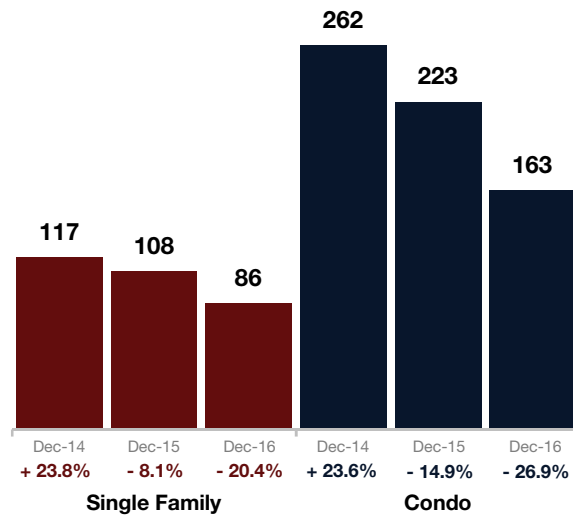
## Historical Days on Market Until Sale by Month



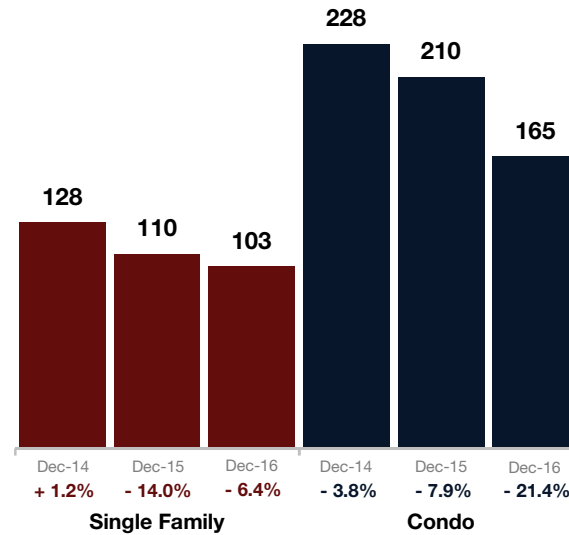
# Housing Affordability Index



## December

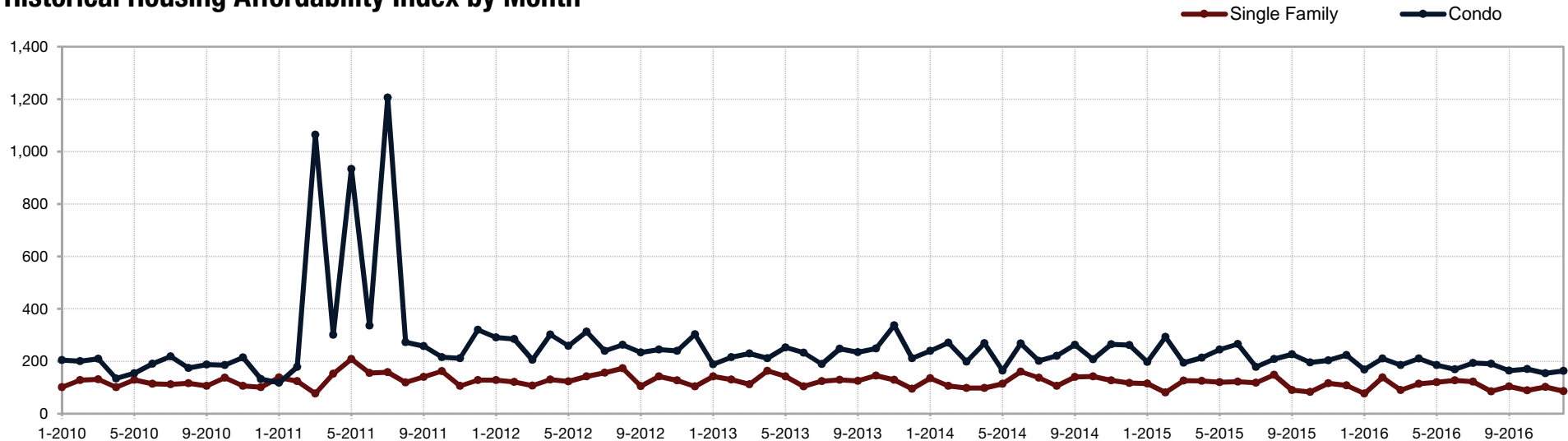


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2016	77	-33.0%	169	-14.6%
Feb-2016	139	+71.6%	211	-28.0%
Mar-2016	90	-28.6%	185	-4.6%
Apr-2016	115	-8.0%	210	-1.4%
May-2016	120	0.0%	186	-23.8%
Jun-2016	127	+4.1%	170	-36.1%
Jul-2016	122	+3.4%	193	+8.4%
Aug-2016	86	-42.3%	190	-9.1%
Sep-2016	104	+15.6%	164	-27.8%
Oct-2016	89	+7.2%	170	-13.3%
Nov-2016	102	-12.8%	155	-24.0%
<b>Dec-2016</b>	<b>86</b>	<b>-20.4%</b>	<b>163</b>	<b>-26.9%</b>

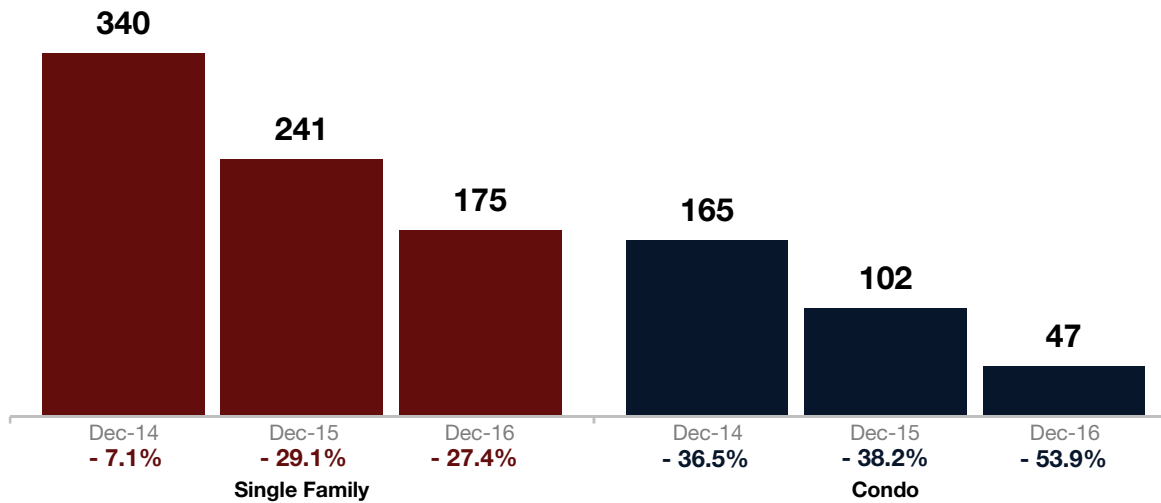
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

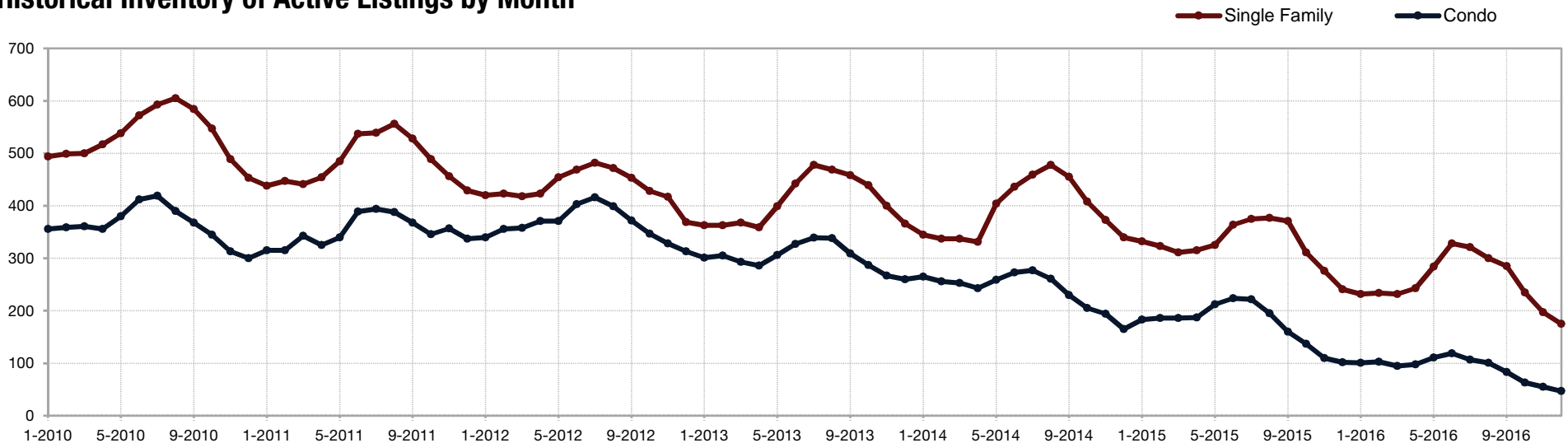


## December



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2016	232	-30.1%	101	-44.8%
Feb-2016	234	-27.6%	103	-44.6%
Mar-2016	232	-25.4%	95	-48.9%
Apr-2016	243	-22.9%	98	-47.6%
May-2016	284	-12.6%	111	-47.6%
Jun-2016	328	-9.9%	119	-46.9%
Jul-2016	321	-14.4%	107	-51.8%
Aug-2016	300	-20.4%	101	-48.2%
Sep-2016	285	-23.2%	83	-48.1%
Oct-2016	235	-24.4%	63	-54.0%
Nov-2016	197	-28.6%	55	-50.0%
<b>Dec-2016</b>	<b>175</b>	<b>-27.4%</b>	<b>47</b>	<b>-53.9%</b>

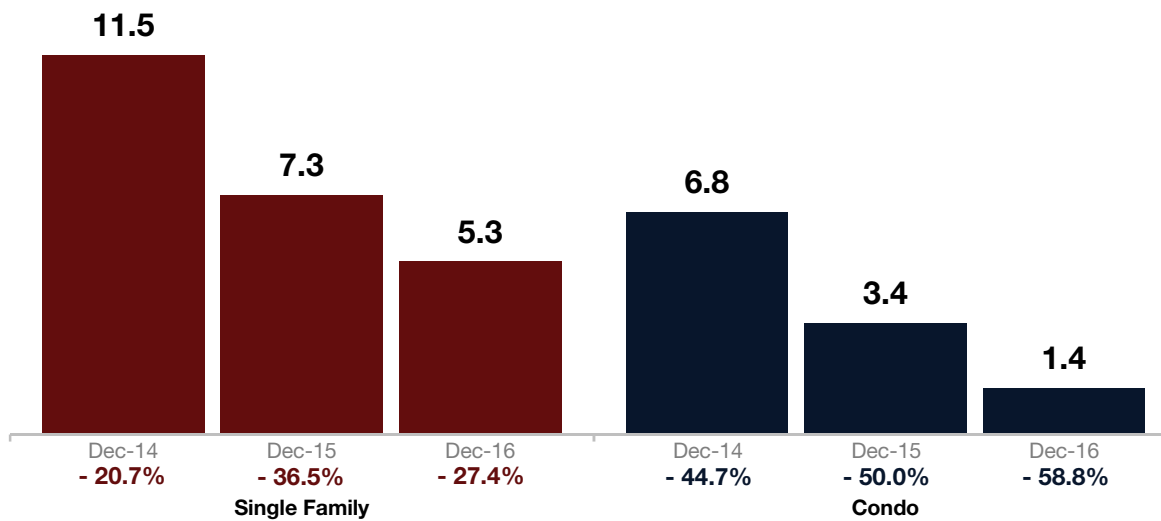
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

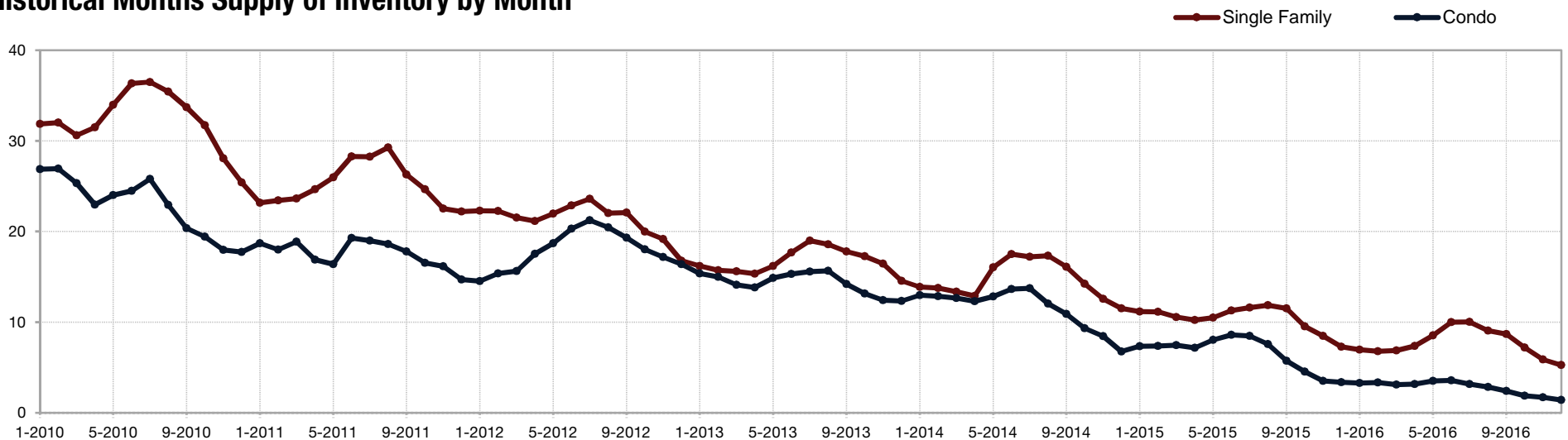


## December



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2016	7.0	-37.5%	3.3	-54.8%
Feb-2016	6.8	-38.7%	3.3	-55.4%
Mar-2016	6.9	-34.3%	3.1	-58.7%
Apr-2016	7.4	-27.5%	3.2	-55.6%
May-2016	8.5	-19.0%	3.5	-56.8%
Jun-2016	10.0	-11.5%	3.6	-58.1%
Jul-2016	10.0	-13.8%	3.2	-62.4%
Aug-2016	9.1	-23.5%	2.8	-63.2%
Sep-2016	8.7	-24.3%	2.4	-57.9%
Oct-2016	7.2	-24.2%	1.9	-57.8%
Nov-2016	5.9	-30.6%	1.7	-51.4%
<b>Dec-2016</b>	<b>5.3</b>	<b>-27.4%</b>	<b>1.4</b>	<b>-58.8%</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.



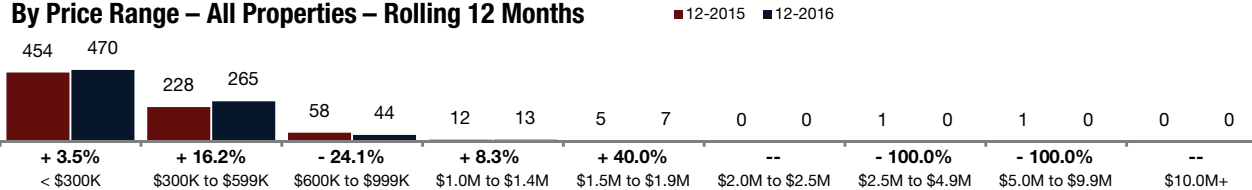
Key Metrics	Historical Sparkbars	12-2015	12-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		44	38	- 13.6%	1,018	986	- 3.1%
<b>Pending Sales</b>		46	29	- 37.0%	778	823	+ 5.8%
<b>Sold Listings</b>		58	67	+ 15.5%	759	799	+ 5.3%
<b>Median Sales Price</b>		\$250,625	\$275,000	+ 9.7%	\$240,000	\$261,000	+ 8.7%
<b>Avg. Sales Price</b>		\$334,961	\$347,136	+ 3.6%	\$321,818	\$325,572	+ 1.2%
<b>Pct. of List Price Received</b>		94.8%	97.8%	+ 3.2%	95.8%	96.7%	+ 0.9%
<b>Days on Market</b>		188	147	- 21.8%	189	157	- 16.9%
<b>Affordability Index</b>		155	131	- 15.5%	162	138	- 14.8%
<b>Active Listings</b>		346	224	- 35.3%	--	--	--
<b>Months Supply</b>		5.5	3.4	- 38.2%	--	--	--

# Glossary of Terms

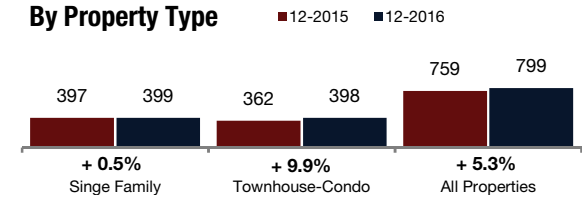
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

### Compared to Prior Month

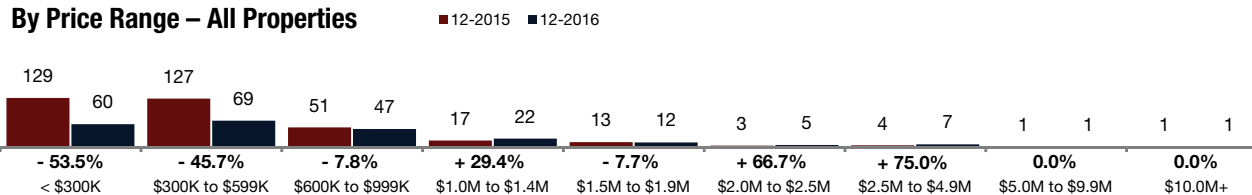
### Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	12-2015	12-2016	Change	12-2015	12-2016	Change	11-2016	12-2016	Change	11-2016	12-2016	Change	12-2015	12-2016	Change	12-2015	12-2016	Change
\$299,999 and Below	162	158	- 2.5%	292	312	+ 6.8%	16	10	- 37.5%	21	27	+ 28.6%	162	158	- 2.5%	292	312	+ 6.8%
\$300,000 to \$599,999	162	180	+ 11.1%	66	83	+ 25.8%	14	17	+ 21.4%	9	8	- 11.1%	162	180	+ 11.1%	66	83	+ 25.8%
\$600,000 to \$999,999	55	41	- 25.5%	3	3	0.0%	6	2	- 66.7%	1	0	- 100.0%	55	41	- 25.5%	3	3	0.0%
\$1,000,000 to \$1,499,999	11	13	+ 18.2%	1	0	- 100.0%	1	3	+ 200.0%	0	0	--	11	13	+ 18.2%	1	0	- 100.0%
\$1,500,00 to \$1,999,999	5	7	+ 40.0%	0	0	--	2	0	- 100.0%	0	0	--	5	7	+ 40.0%	0	0	--
\$2,000,000 to \$2,499,999	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
\$2,500,000 to \$4,999,999	1	0	- 100.0%	0	0	--	0	0	--	0	0	--	1	0	- 100.0%	0	0	--
\$5,000,000 to \$9,999,999	1	0	- 100.0%	0	0	--	0	0	--	0	0	--	1	0	- 100.0%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>397</b>	<b>399</b>	<b>+ 0.5%</b>	<b>362</b>	<b>398</b>	<b>+ 9.9%</b>	<b>39</b>	<b>32</b>	<b>- 17.9%</b>	<b>31</b>	<b>35</b>	<b>+ 12.9%</b>	<b>397</b>	<b>399</b>	<b>+ 0.5%</b>	<b>362</b>	<b>398</b>	<b>+ 9.9%</b>

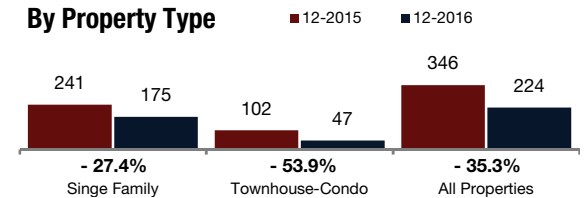
# Inventory of Active Listings

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	
	12-2015	12-2016	Change	12-2015	12-2016	Change	11-2016	12-2016	Change	11-2016	12-2016	Change				
\$299,999 and Below	71	31	- 56.3%	57	28	- 50.9%	37	31	- 16.2%	31	28	- 9.7%				
\$300,000 to \$599,999	81	53	- 34.6%	44	16	- 63.6%	62	53	- 14.5%	21	16	- 23.8%				
\$600,000 to \$999,999	50	44	- 12.0%	1	2	+ 100.0%	50	44	- 12.0%	2	2	0.0%				
\$1,000,000 to \$1,499,999	17	21	+ 23.5%	0	1	--	21	21	0.0%	1	1	0.0%				
\$1,500,00 to \$1,999,999	13	12	- 7.7%	0	0	--	11	12	+ 9.1%	0	0	--				
\$2,000,000 to \$2,499,999	3	5	+ 66.7%	0	0	--	5	5	0.0%	0	0	--				
\$2,500,000 to \$4,999,999	4	7	+ 75.0%	0	0	--	8	7	- 12.5%	0	0	--				
\$5,000,000 to \$9,999,999	1	1	0.0%	0	0	--	2	1	- 50.0%	0	0	--				
\$10,000,000 and Above	1	1	0.0%	0	0	--	1	1	0.0%	0	0	--				
<b>All Price Ranges</b>	<b>241</b>	<b>175</b>	<b>- 27.4%</b>	<b>102</b>	<b>47</b>	<b>- 53.9%</b>	<b>197</b>	<b>175</b>	<b>- 11.2%</b>	<b>55</b>	<b>47</b>	<b>- 14.5%</b>				

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®



<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.