

Monthly Indicators



Delta County Board of
REALTORS®

June 2018

Percent changes calculated using year-over-year comparisons.

New Listings increased 2.4 percent to 87. Sold Listings decreased 14.3 percent to 54. Active Listings shrank 7.6 percent to 242 units.

Prices continued to gain traction. The Median Sales Price increased 14.5 percent to \$222,750. Days on Market was down 14.4 percent to 113 days. Sellers were encouraged as Months Supply of Inventory was down 6.0 percent to 4.7 months.

Inventory may be persistently lower in year-over-year comparisons, and home prices are still more likely to rise than not, but sales and new listings may finish the summer on the upswing. The housing supply outlook in several markets is beginning to show an increase in new construction and a move by builders away from overstocked rental units to new developments for sale. These are encouraging signs in an already healthy marketplace.

Activity Snapshot

- 14.3% **- 7.6%** **+ 14.5%**

One-Year Change in
Sold Listings One-Year Change in
Active Listings One-Year Change in
Median Sold Price

Residential real estate activity in Delta County Board of REALTORS®, comprised of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

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Market Overview



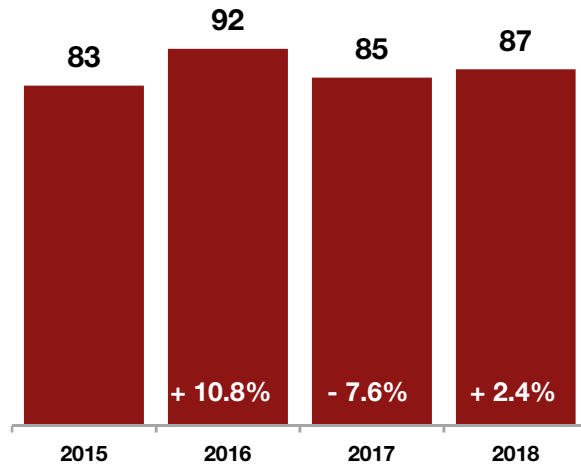
Delta County Board of REALTORS®

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

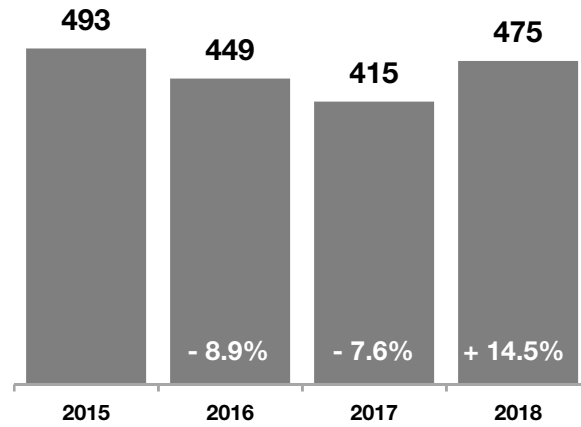
Key Metrics	Historical Sparkbars	6-2017	6-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		85	87	+ 2.4%	415	475	+ 14.5%
Pending Sales		64	61	- 4.7%	320	332	+ 3.8%
Sold Listings		63	54	- 14.3%	297	300	+ 1.0%
Median Sold Price		\$194,500	\$222,750	+ 14.5%	\$180,000	\$200,000	+ 11.1%
Avg. Sales Price		\$243,736	\$246,764	+ 1.2%	\$216,709	\$232,214	+ 7.2%
Pct. of List Price Received		97.2%	98.6%	+ 1.4%	96.6%	96.7%	+ 0.1%
Days on Market		132	113	- 14.4%	142	118	- 16.9%
Cumulative Days on Market		138	126	- 8.7%	148	133	- 10.1%
Affordability Index		130	107	- 17.7%	141	120	- 14.9%
Active Listings		262	242	- 7.6%	--	--	--
Months Supply		5.0	4.7	- 6.0%	--	--	--

New Listings

June

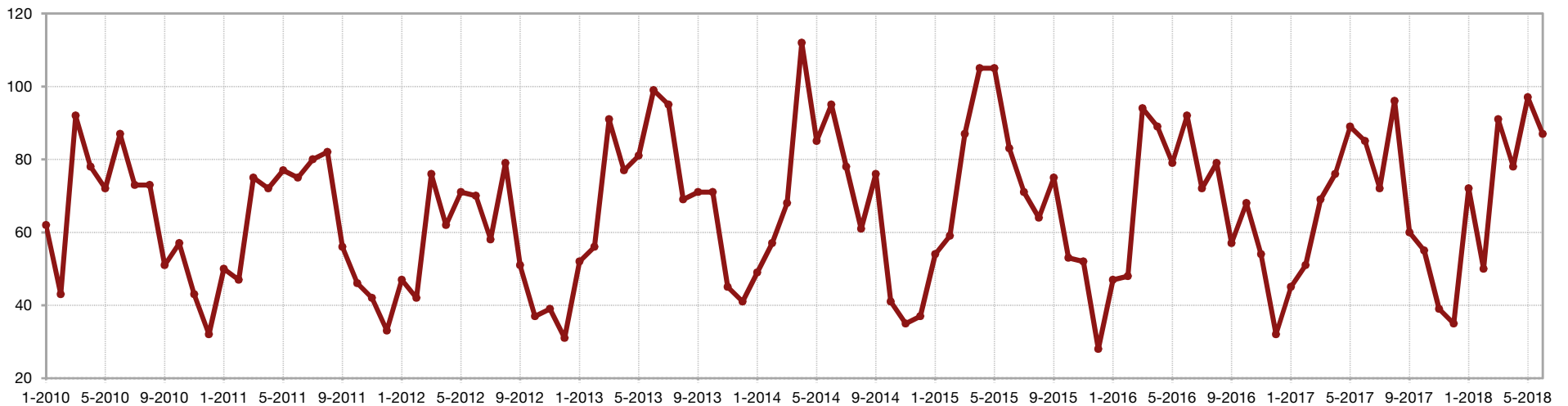


Year to Date



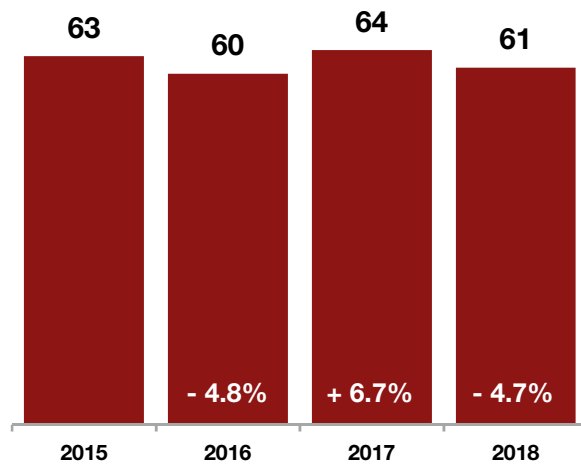
	New Listings	Percent Change from Previous Year
Jul-2017	72	0.0%
Aug-2017	96	+21.5%
Sep-2017	60	+5.3%
Oct-2017	55	-19.1%
Nov-2017	39	-27.8%
Dec-2017	35	+9.4%
Jan-2018	72	+60.0%
Feb-2018	50	-2.0%
Mar-2018	91	+31.9%
Apr-2018	78	+2.6%
May-2018	97	+9.0%
Jun-2018	87	+2.4%

Historical New Listings by Month

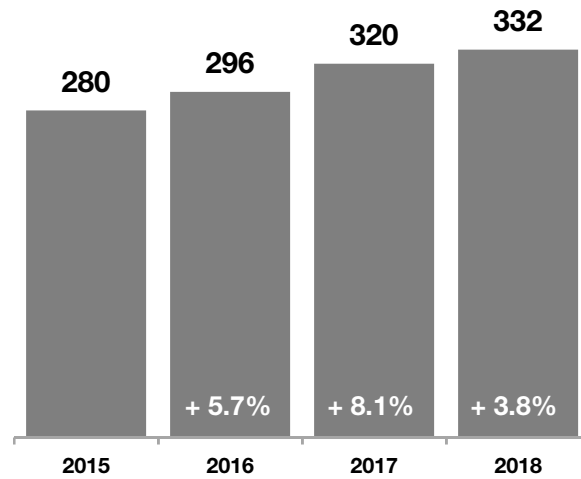


Pending Sales

June



Year to Date



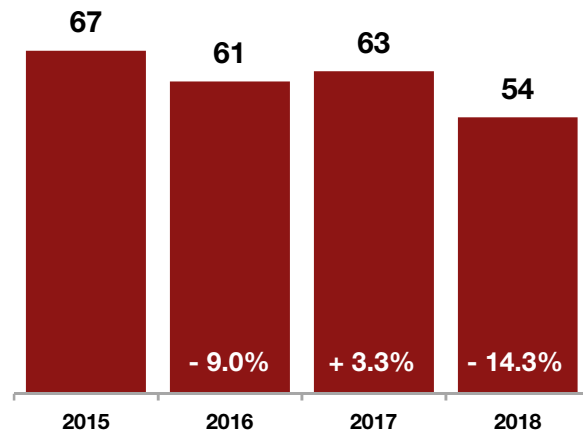
	Pending Sales	Percent Change from Previous Year
Jul-2017	61	+8.9%
Aug-2017	54	-28.9%
Sep-2017	53	+39.5%
Oct-2017	40	-9.1%
Nov-2017	50	-13.8%
Dec-2017	26	-16.1%
Jan-2018	60	+81.8%
Feb-2018	48	0.0%
Mar-2018	54	-6.9%
Apr-2018	52	-17.5%
May-2018	57	+5.6%
Jun-2018	61	-4.7%

Historical Pending Sales by Month

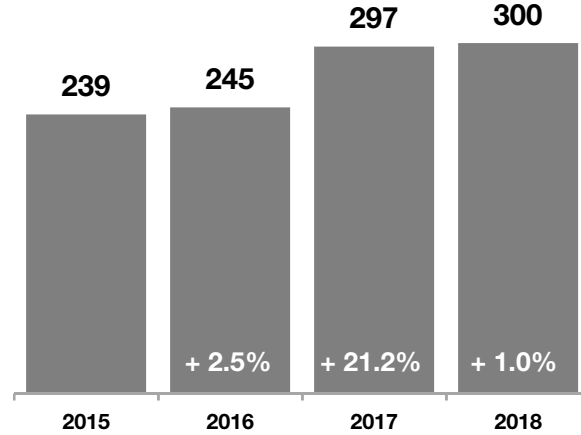


Sold Listings

June

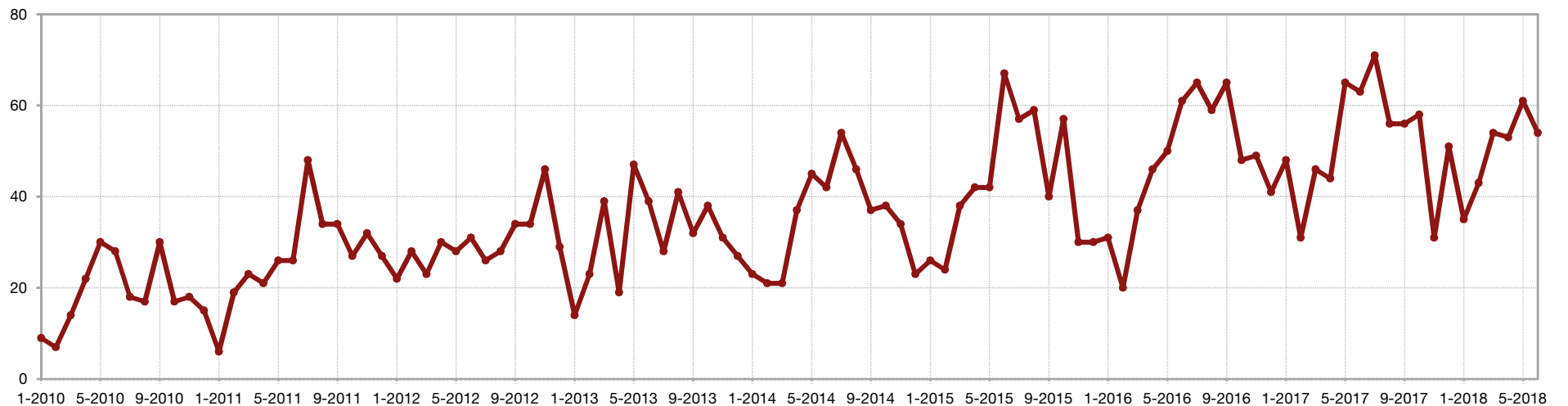


Year to Date



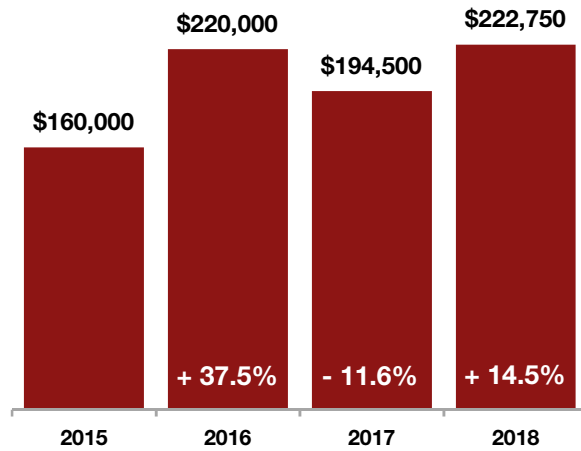
	Sold Listings	Percent Change from Previous Year
Jul-2017	71	+9.2%
Aug-2017	56	-5.1%
Sep-2017	56	-13.8%
Oct-2017	58	+20.8%
Nov-2017	31	-36.7%
Dec-2017	51	+24.4%
Jan-2018	35	-27.1%
Feb-2018	43	+38.7%
Mar-2018	54	+17.4%
Apr-2018	53	+20.5%
May-2018	61	-6.2%
Jun-2018	54	-14.3%

Historical Sold Listings by Month

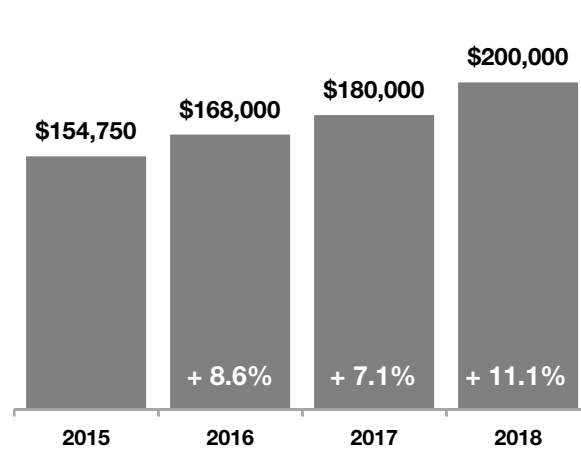


Median Sold Price

June



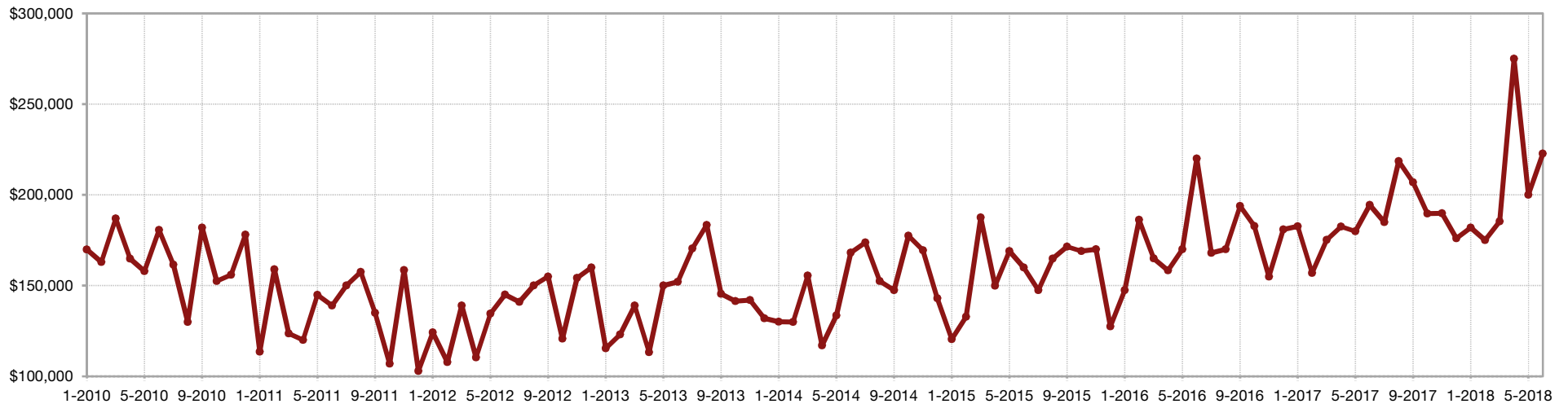
Year to Date



Percent Change Median Sold Price from Previous Year

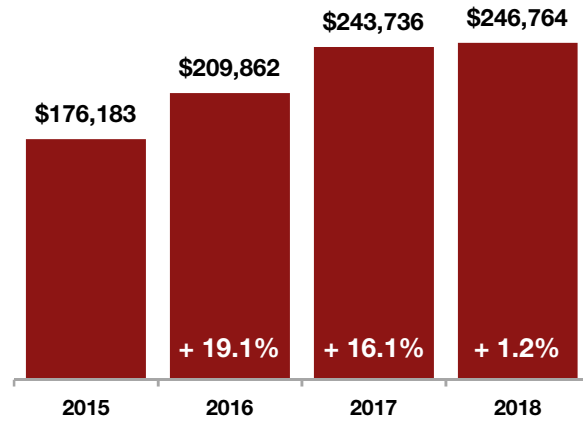
Month	Median Sold Price	Percent Change from Previous Year
Jul-2017	\$185,000	+10.1%
Aug-2017	\$218,500	+28.5%
Sep-2017	\$207,000	+6.7%
Oct-2017	\$189,750	+3.8%
Nov-2017	\$189,900	+22.5%
Dec-2017	\$176,000	-2.8%
Jan-2018	\$182,000	-0.3%
Feb-2018	\$175,000	+11.5%
Mar-2018	\$185,450	+5.8%
Apr-2018	\$275,000	+50.7%
May-2018	\$200,000	+11.2%
Jun-2018	\$222,750	+14.5%

Historical Median Sold Price by Month

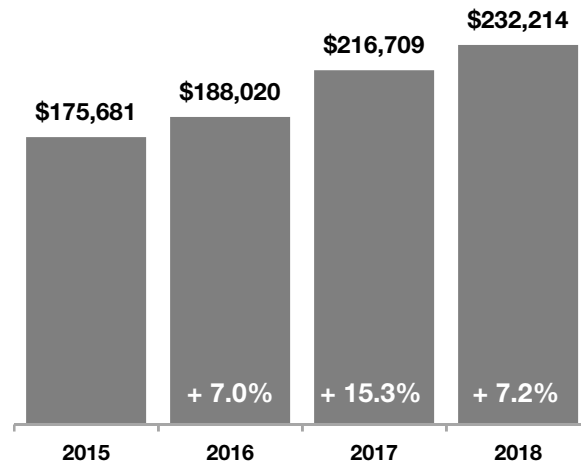


Average Sold Price

June



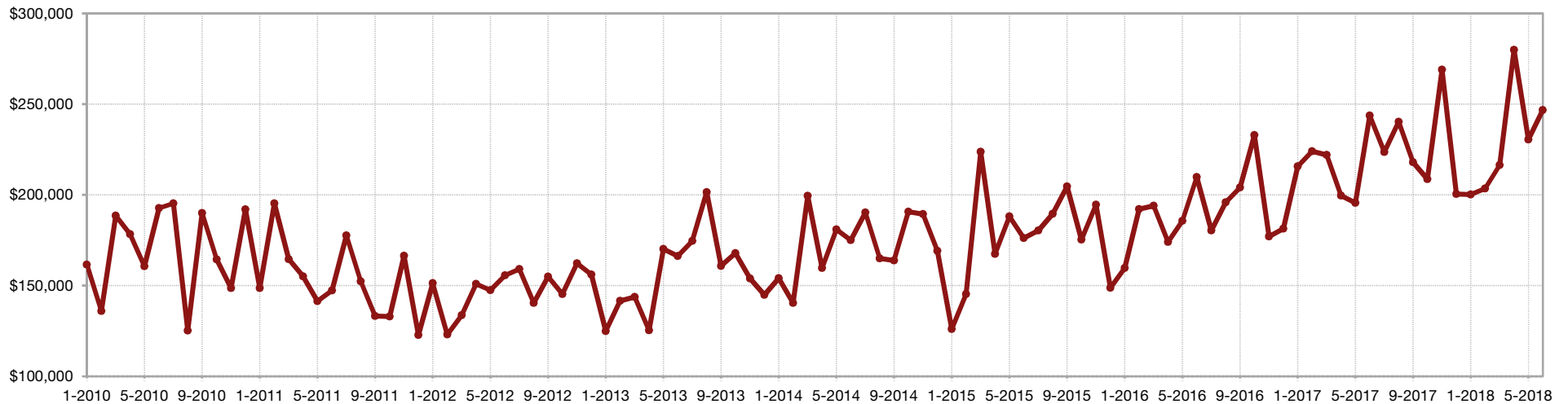
Year to Date



Percent Change
Median Sold Price from Previous Year

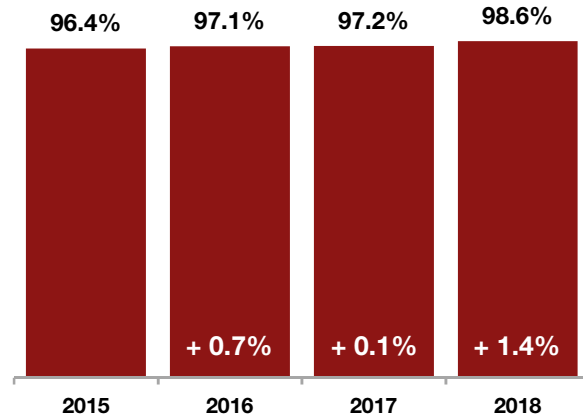
Jul-2017	\$223,555	+23.9%
Aug-2017	\$240,303	+22.7%
Sep-2017	\$217,957	+6.8%
Oct-2017	\$208,639	-10.4%
Nov-2017	\$268,952	+51.9%
Dec-2017	\$200,462	+10.5%
Jan-2018	\$200,134	-7.2%
Feb-2018	\$203,434	-9.2%
Mar-2018	\$216,462	-2.5%
Apr-2018	\$279,885	+40.2%
May-2018	\$230,554	+17.9%
Jun-2018	\$246,764	+1.2%

Historical Average Sold Price by Month

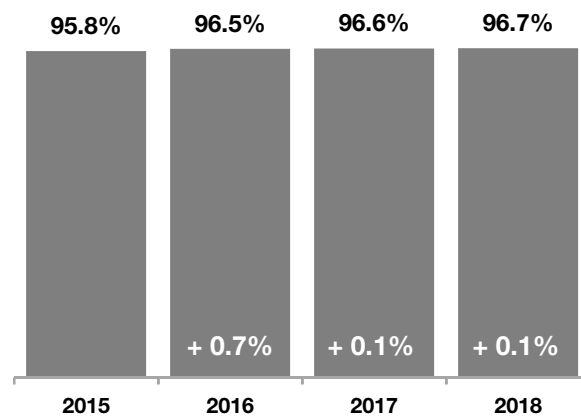


Percent of List Price Received

June

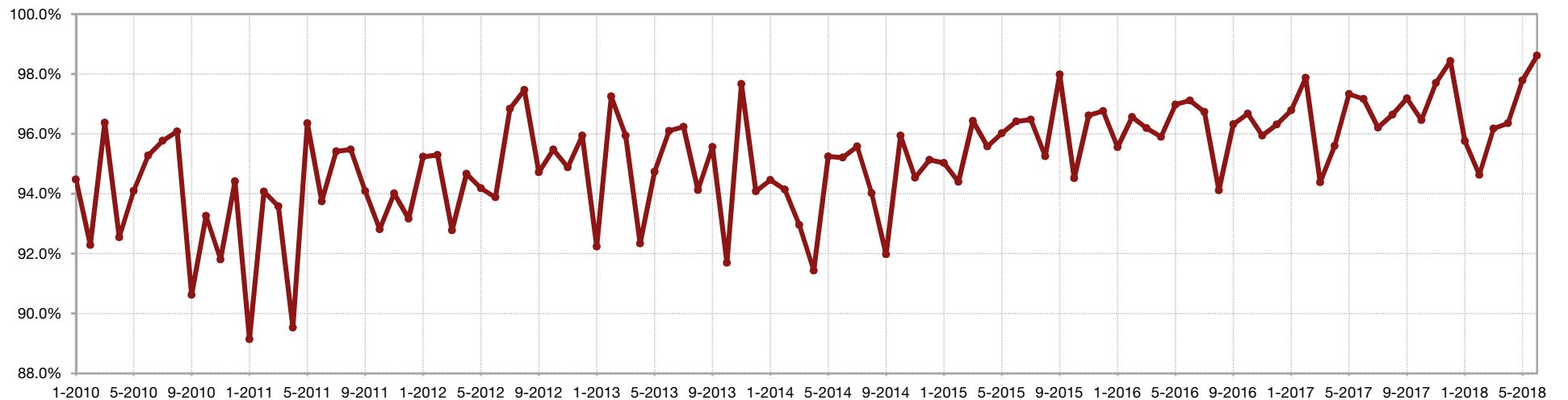


Year to Date



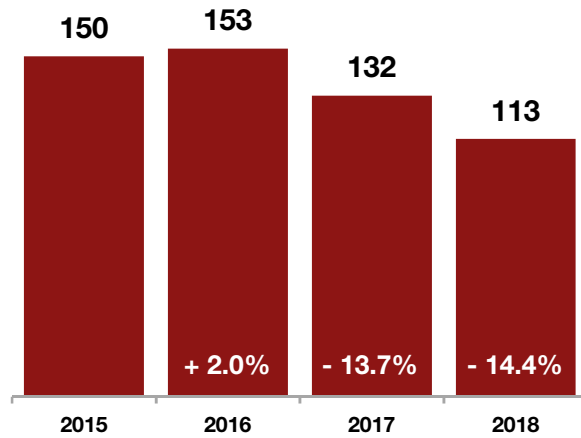
	Average Sold Price	Percent Change from Previous Year
Jul-2017	96.2%	-0.5%
Aug-2017	96.6%	+2.7%
Sep-2017	97.2%	+0.9%
Oct-2017	96.5%	-0.2%
Nov-2017	97.7%	+1.9%
Dec-2017	98.4%	+2.2%
Jan-2018	95.8%	-1.0%
Feb-2018	94.6%	-3.4%
Mar-2018	96.2%	+1.9%
Apr-2018	96.4%	+0.8%
May-2018	97.8%	+0.5%
Jun-2018	98.6%	+1.4%

Historical Percent of List Price Received by Month

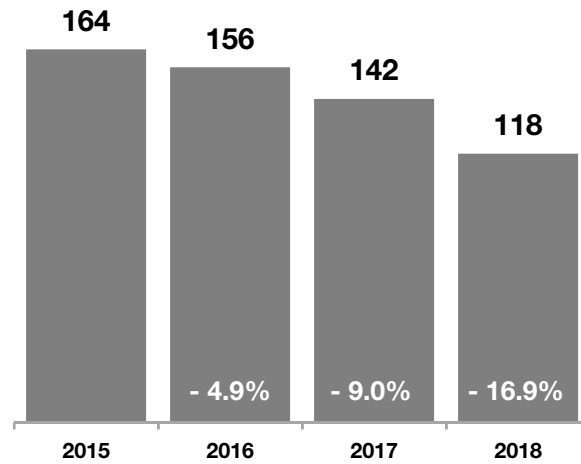


Days on Market Until Sale

June



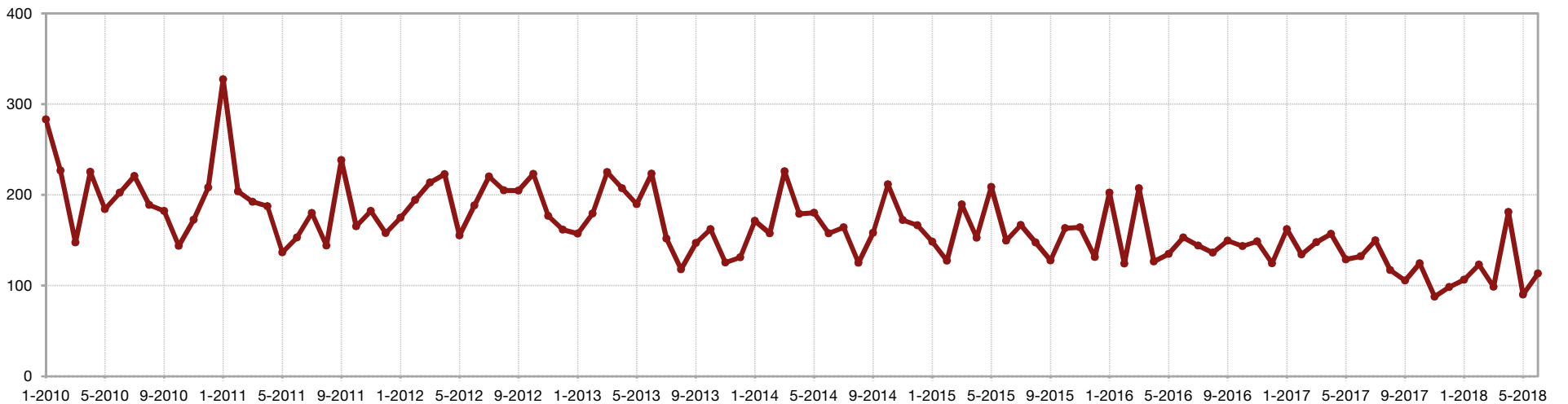
Year to Date



Percent Change Days on Market from Previous Year

Month	Days on Market	Percent Change from Previous Year
Jul-2017	150	+4.2%
Aug-2017	117	-14.0%
Sep-2017	106	-29.3%
Oct-2017	125	-13.2%
Nov-2017	88	-40.9%
Dec-2017	99	-20.8%
Jan-2018	107	-34.0%
Feb-2018	123	-8.2%
Mar-2018	99	-33.1%
Apr-2018	181	+15.3%
May-2018	90	-30.2%
Jun-2018	113	-14.4%

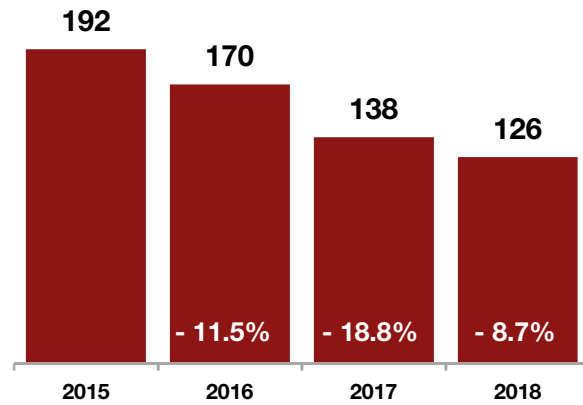
Historical Days on Market Until Sale by Month



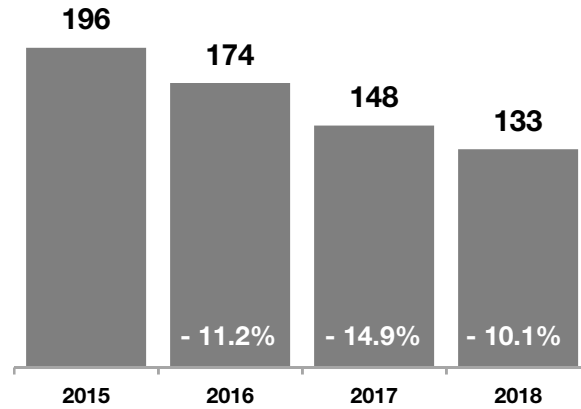
Cumulative Days on Market Until Sale



June

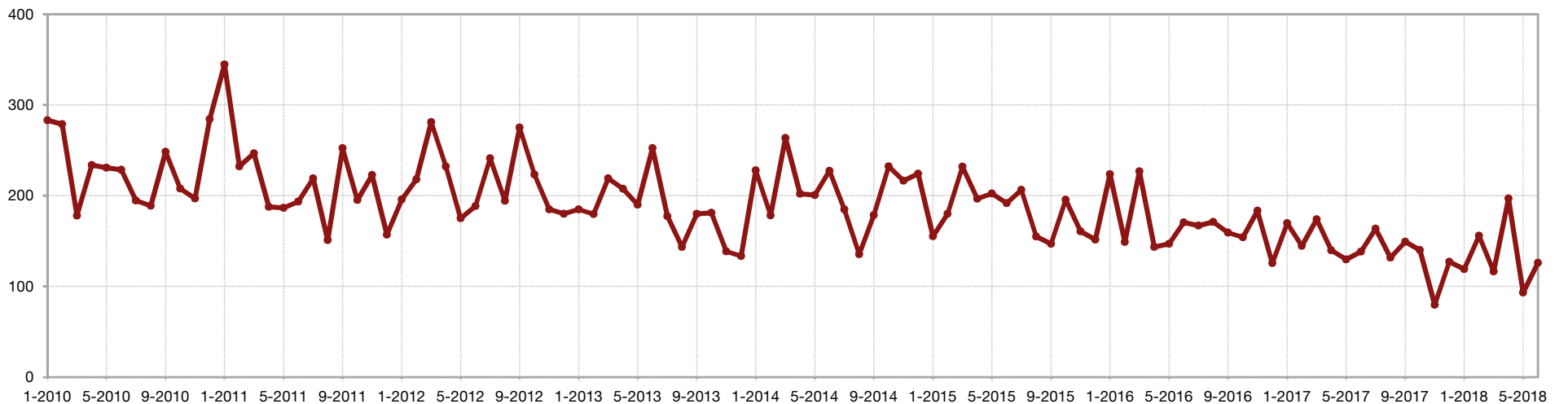


Year to Date



	Cumulative Days on Market	Percent Change from Previous Year
Jul-2017	164	-1.8%
Aug-2017	132	-22.8%
Sep-2017	149	-6.3%
Oct-2017	140	-9.1%
Nov-2017	80	-56.5%
Dec-2017	127	+0.8%
Jan-2018	119	-30.0%
Feb-2018	156	+7.6%
Mar-2018	117	-32.8%
Apr-2018	197	+40.7%
May-2018	93	-28.5%
Jun-2018	126	-8.7%

Historical Cumulative Days on Market Until Sale by Month

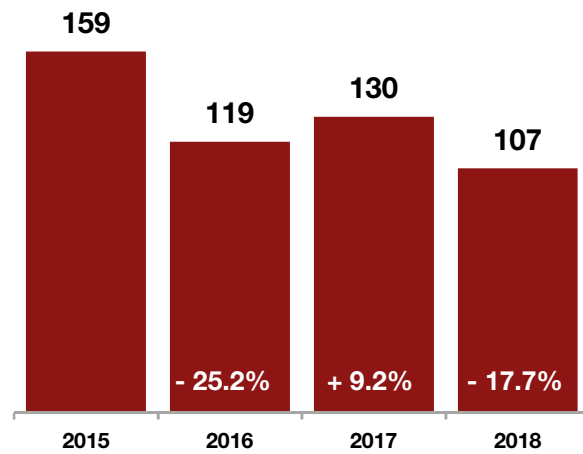


Housing Affordability Index

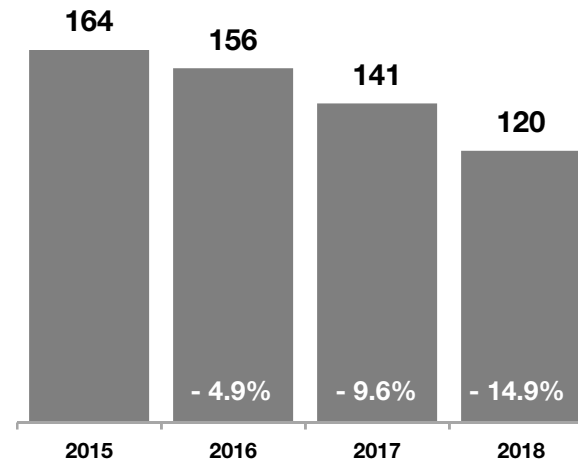


Delta County Board of REALTORS®

June



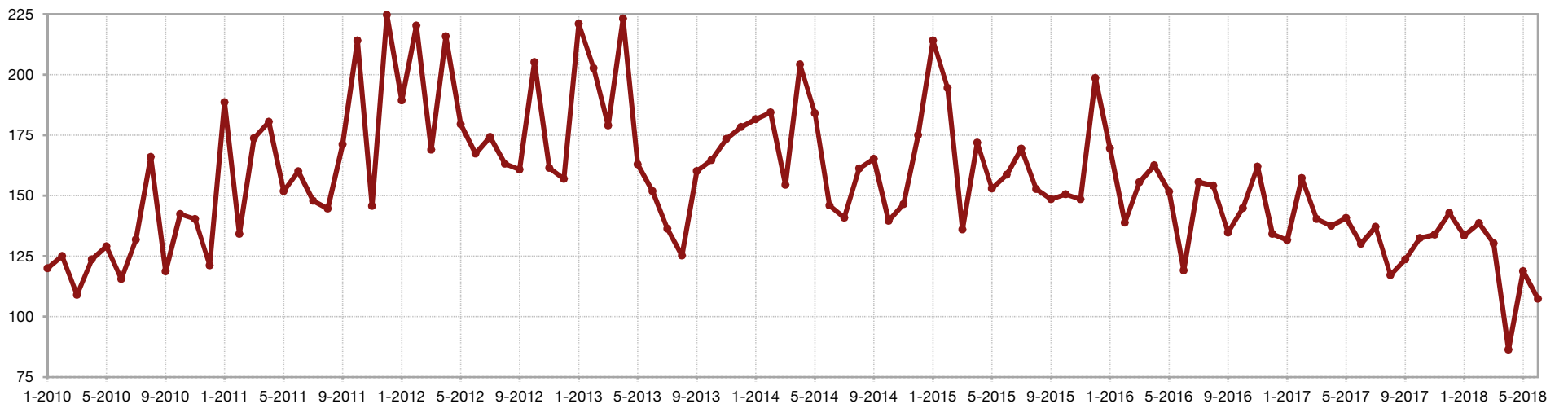
Year to Date



Percent Change from Previous Year

Month	Affordability Index	Percent Change
Jul-2017	137	-12.2%
Aug-2017	117	-24.0%
Sep-2017	124	-8.1%
Oct-2017	132	-9.0%
Nov-2017	134	-17.3%
Dec-2017	143	+6.7%
Jan-2018	134	+1.5%
Feb-2018	139	-11.5%
Mar-2018	130	-7.1%
Apr-2018	86	-37.7%
May-2018	119	-15.6%
Jun-2018	107	-17.7%

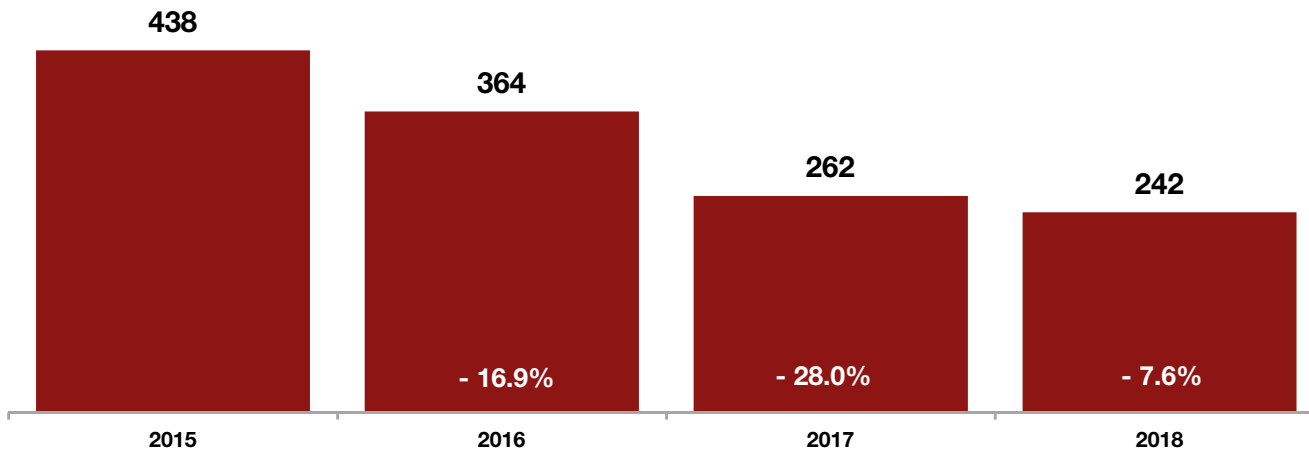
Historical Housing Affordability Index by Month



Inventory of Active Listings

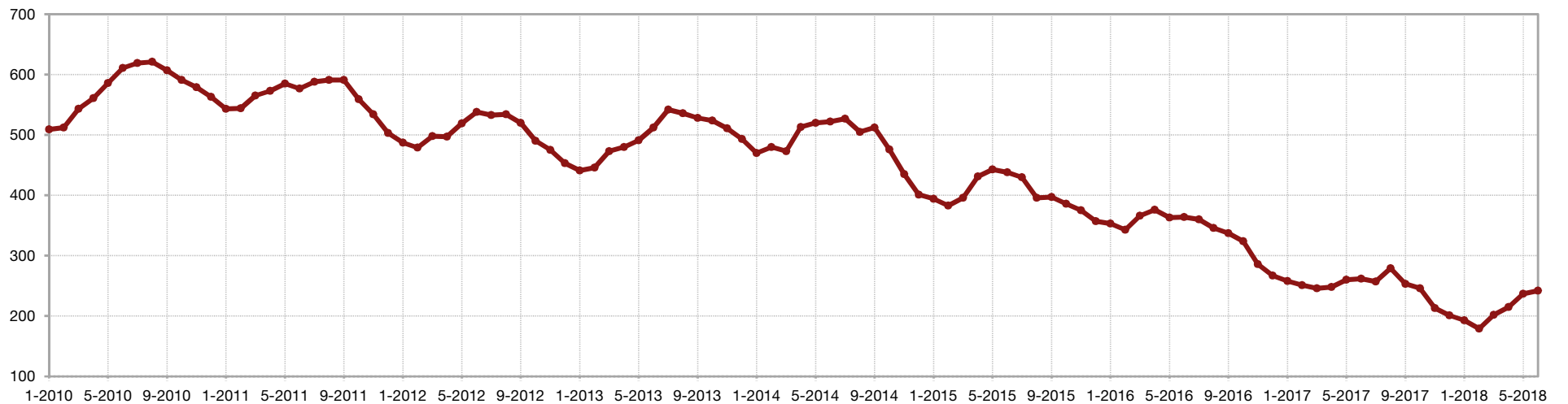


June



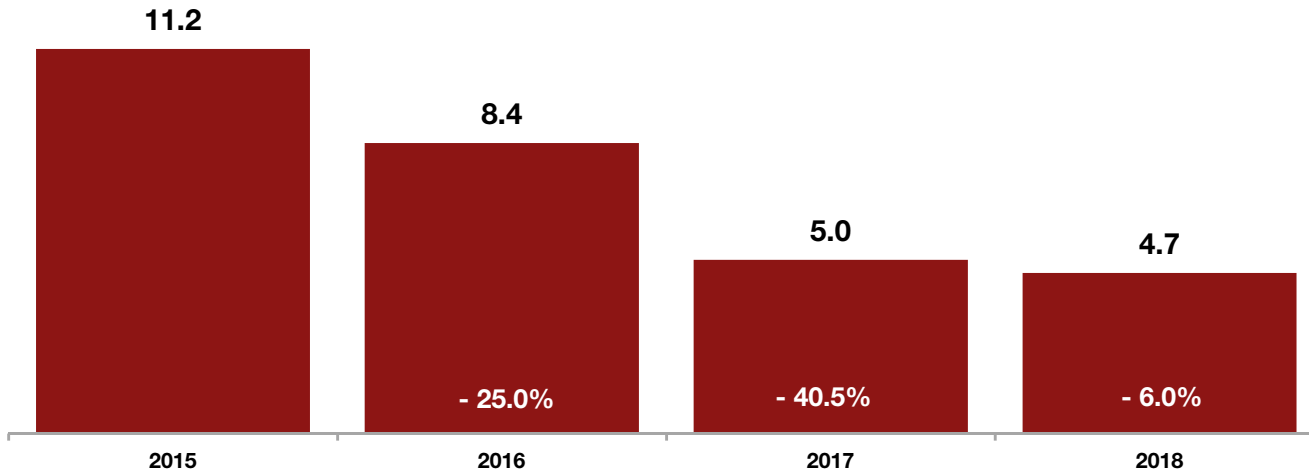
	Active Listings	Percent Change from Previous Year
Jul-2017	257	-28.6%
Aug-2017	279	-19.4%
Sep-2017	253	-24.9%
Oct-2017	246	-24.1%
Nov-2017	213	-25.5%
Dec-2017	201	-24.7%
Jan-2018	193	-25.2%
Feb-2018	179	-28.7%
Mar-2018	202	-17.9%
Apr-2018	215	-13.3%
May-2018	237	-8.8%
Jun-2018	242	-7.6%

Historical Inventory of Active Listings by Month



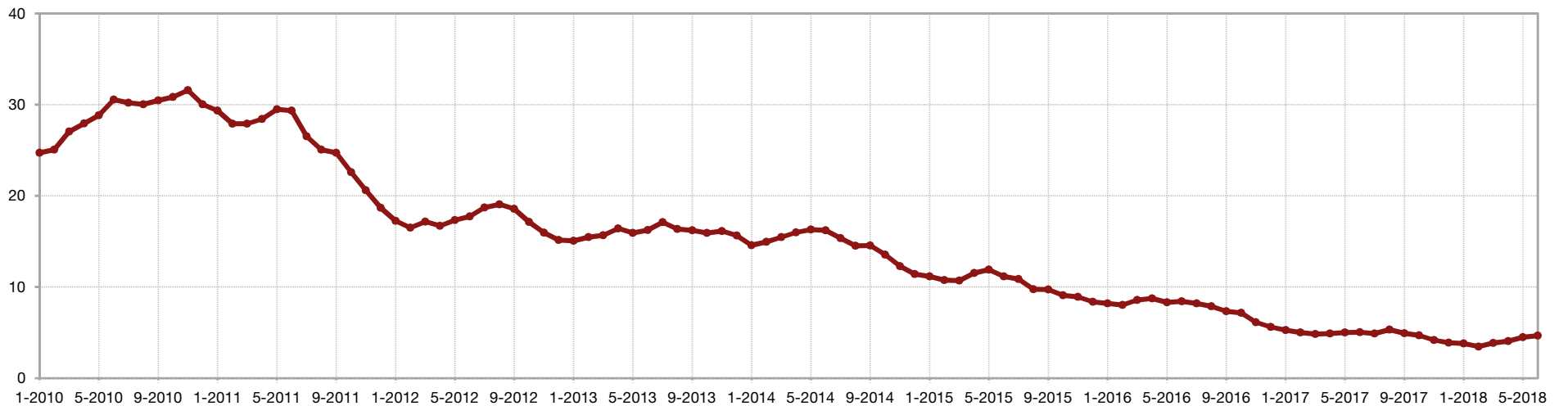
Months Supply of Inventory

June



	Months Supply	Percent Change from Previous Year
Jul-2017	4.9	-40.2%
Aug-2017	5.3	-32.9%
Sep-2017	4.9	-32.9%
Oct-2017	4.7	-34.7%
Nov-2017	4.2	-31.1%
Dec-2017	3.9	-30.4%
Jan-2018	3.8	-28.3%
Feb-2018	3.5	-30.0%
Mar-2018	3.9	-18.8%
Apr-2018	4.1	-16.3%
May-2018	4.5	-10.0%
Jun-2018	4.7	-6.0%

Historical Months Supply of Inventory by Month



Sold Listings

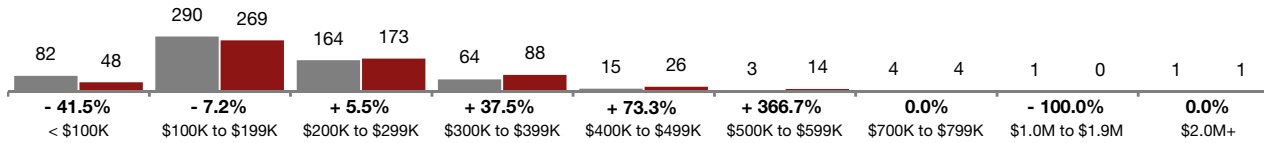
Actual sales that have closed in a given month.



Delta County Board of REALTORS®

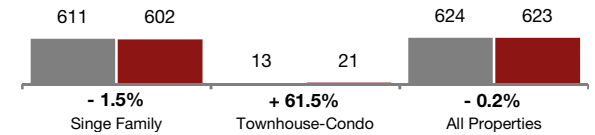
By Price Range – All Properties – Rolling 12 Months

■ 6-2017 ■ 6-2018



By Property Type

■ 6-2017 ■ 6-2018



Rolling 12 Months

Compared to Prior Month

Year to Date

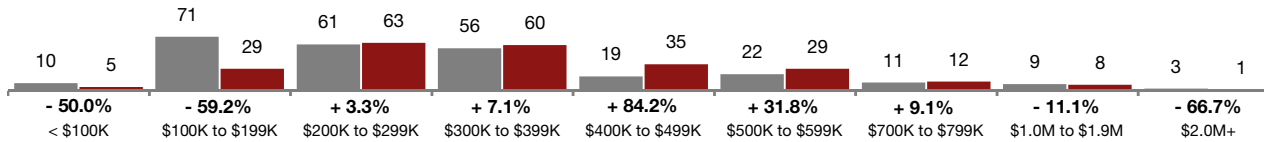
By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	6-2017	6-2018	Change	6-2017	6-2018	Change	5-2018	6-2018	Change	5-2018	6-2018	Change	6-2017	6-2018	Change	6-2017	6-2018	Change
\$99,999 and Below	80	45	-43.8%	2	3	+50.0%	2	4	+100.0%	1	0	-100.0%	32	22	-31.3%	0	2	--
\$100,000 to \$199,999	283	253	-10.6%	7	16	+128.6%	24	13	-45.8%	3	1	-66.7%	141	112	-20.6%	4	10	+150.0%
\$200,000 to \$299,999	160	171	+6.9%	4	2	-50.0%	18	22	+22.2%	0	1	--	73	78	+6.8%	2	1	-50.0%
\$300,000 to \$399,999	64	88	+37.5%	0	0	--	9	10	+11.1%	0	0	--	30	52	+73.3%	0	0	--
\$400,000 to \$499,999	15	26	+73.3%	0	0	--	1	1	0.0%	0	0	--	9	12	+33.3%	0	0	--
\$500,000 to \$699,999	3	14	+366.7%	0	0	--	3	1	-66.7%	0	0	--	3	9	+200.0%	0	0	--
\$700,000 to \$999,999	4	4	0.0%	0	0	--	0	1	--	0	0	--	1	2	+100.0%	0	0	--
\$1,000,000 to \$1,999,999	1	0	-100.0%	0	0	--	0	0	--	0	0	--	1	0	-100.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--	0	0	--	0	0	--	1	0	-100.0%	0	0	--
All Price Ranges	611	602	-1.5%	13	21	+61.5%	57	52	-8.8%	4	2	-50.0%	291	287	-1.4%	6	13	+116.7%

Inventory of Active Listings

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

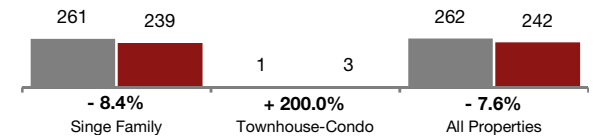
By Price Range – All Properties

■ 6-2017 ■ 6-2018



By Property Type

■ 6-2017 ■ 6-2018



Year over Year

Compared to Prior Month

Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family		Condo	
	6-2017	6-2018	Change	6-2017	6-2018	Change	5-2018	6-2018	Change	5-2018	6-2018	Change				
\$99,999 and Below	9	4	-55.6%	1	1	0.0%	4	4	0.0%	1	1	0.0%				
\$100,000 to \$199,999	71	28	-60.6%	0	1	--	36	28	-22.2%	1	1	0.0%				
\$200,000 to \$299,999	61	62	+1.6%	0	1	--	55	62	+12.7%	0	1	--				
\$300,000 to \$399,999	56	60	+7.1%	0	0	--	56	60	+7.1%	0	0	--				
\$400,000 to \$499,999	19	35	+84.2%	0	0	--	31	35	+12.9%	0	0	--				
\$500,000 to \$699,999	22	29	+31.8%	0	0	--	30	29	-3.3%	0	0	--				
\$700,000 to \$999,999	11	12	+9.1%	0	0	--	11	12	+9.1%	0	0	--				
\$1,000,000 to \$1,999,999	9	8	-11.1%	0	0	--	11	8	-27.3%	0	0	--				
\$2,000,000 and Above	3	1	-66.7%	0	0	--	1	1	0.0%	0	0	--				
All Price Ranges	261	239	-8.4%	1	3	+200.0%	235	239	+1.7%	2	3	+50.0%				

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 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 Sold 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 Sold 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.