

# Local Market Update for January 2016

A Research Tool Provided by the Colorado Association of REALTORS®



## Keystone

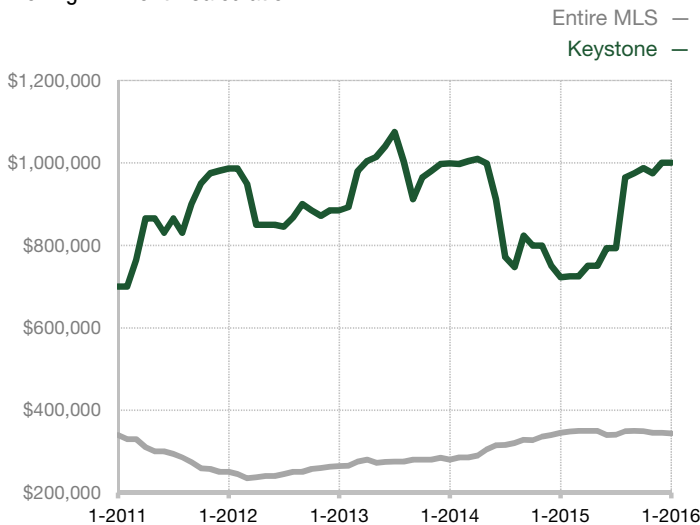
| Single Family                   | January   |                  |                                   | Year to Date |                  |                                   |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
|                                 | 2015      | 2016             | Percent Change from Previous Year | Thru 01-2015 | Thru 01-2016     | Percent Change from Previous Year |
| <b>Key Metrics</b>              |           |                  |                                   |              |                  |                                   |
| New Listings                    | 2         | 2                | 0.0%                              | 2            | 2                | 0.0%                              |
| Sold Listings                   | 1         | 1                | 0.0%                              | 1            | 1                | 0.0%                              |
| Median Sales Price*             | \$625,000 | <b>\$815,000</b> | + 30.4%                           | \$625,000    | <b>\$815,000</b> | + 30.4%                           |
| Average Sales Price*            | \$625,000 | <b>\$815,000</b> | + 30.4%                           | \$625,000    | <b>\$815,000</b> | + 30.4%                           |
| Percent of List Price Received* | 96.2%     | <b>95.9%</b>     | - 0.3%                            | 96.2%        | <b>95.9%</b>     | - 0.3%                            |
| Days on Market Until Sale       | 331       | <b>259</b>       | - 21.8%                           | 331          | <b>259</b>       | - 21.8%                           |
| Inventory of Homes for Sale     | 26        | <b>23</b>        | - 11.5%                           | --           | --               | --                                |
| Months Supply of Inventory      | 17.3      | <b>10.6</b>      | - 38.7%                           | --           | --               | --                                |

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

| Townhouse-Condo                 | January   |                  |                                   | Year to Date |                  |                                   |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
|                                 | 2015      | 2016             | Percent Change from Previous Year | Thru 01-2015 | Thru 01-2016     | Percent Change from Previous Year |
| <b>Key Metrics</b>              |           |                  |                                   |              |                  |                                   |
| New Listings                    | 24        | <b>14</b>        | - 41.7%                           | 24           | <b>14</b>        | - 41.7%                           |
| Sold Listings                   | 11        | <b>10</b>        | - 9.1%                            | 11           | <b>10</b>        | - 9.1%                            |
| Median Sales Price*             | \$310,000 | <b>\$405,000</b> | + 30.6%                           | \$310,000    | <b>\$405,000</b> | + 30.6%                           |
| Average Sales Price*            | \$367,227 | <b>\$435,750</b> | + 18.7%                           | \$367,227    | <b>\$435,750</b> | + 18.7%                           |
| Percent of List Price Received* | 95.8%     | <b>97.4%</b>     | + 1.7%                            | 95.8%        | <b>97.4%</b>     | + 1.7%                            |
| Days on Market Until Sale       | 294       | <b>214</b>       | - 27.2%                           | 294          | <b>214</b>       | - 27.2%                           |
| Inventory of Homes for Sale     | 111       | <b>45</b>        | - 59.5%                           | --           | --               | --                                |
| Months Supply of Inventory      | 5.3       | <b>2.0</b>       | - 62.3%                           | --           | --               | --                                |

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation

