

# Local Market Update for March 2018

A Research Tool Provided by the Colorado Association of REALTORS®

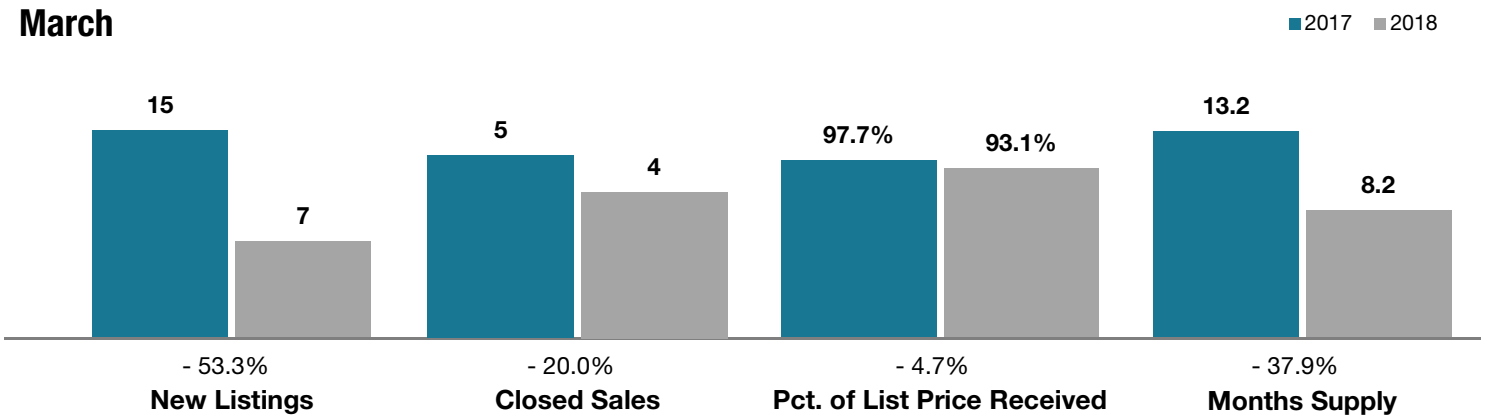


## Saguache County

| Key Metrics                     | March     |                  |                                   | Year to Date |                  |                                   |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
|                                 | 2017      | 2018             | Percent Change from Previous Year | Thru 3-2017  | Thru 3-2018      | Percent Change from Previous Year |
| New Listings                    | 15        | 7                | - 53.3%                           | 24           | 19               | - 20.8%                           |
| Closed Sales                    | 5         | 4                | - 20.0%                           | 10           | 15               | + 50.0%                           |
| Median Sales Price*             | \$165,000 | <b>\$115,000</b> | - 30.3%                           | \$140,000    | <b>\$198,000</b> | + 41.4%                           |
| Average Sales Price*            | \$175,000 | <b>\$131,500</b> | - 24.9%                           | \$142,550    | <b>\$174,823</b> | + 22.6%                           |
| Percent of List Price Received* | 97.7%     | <b>93.1%</b>     | - 4.7%                            | 94.3%        | <b>93.5%</b>     | - 0.8%                            |
| Days on Market Until Sale       | 203       | <b>80</b>        | - 60.6%                           | 168          | <b>104</b>       | - 38.1%                           |
| Inventory of Homes for Sale     | 75        | <b>54</b>        | - 28.0%                           | --           | --               | --                                |
| Months Supply of Inventory      | 13.2      | <b>8.2</b>       | - 37.9%                           | --           | --               | --                                |

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

### March



### Historical Median Sales Price Rolling 12-Month Calculation

