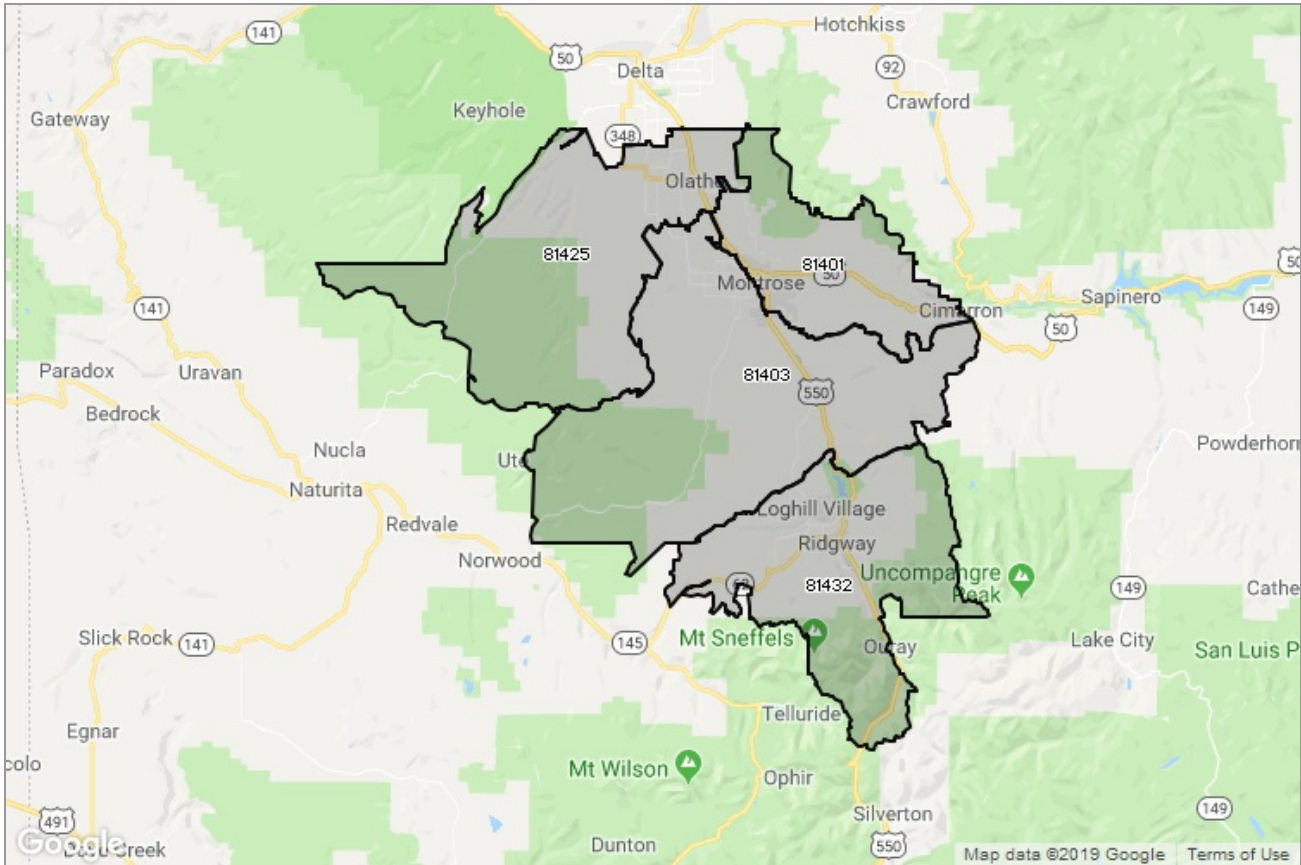




MARKET DATA REPORT

Montrose Monthly Market Report February 2019



Report Characteristics

Report Name:

Montrose Monthly Market Report
February 2019

Report Date Range:

2/2018 – 2/2019

Filters Used:

MLS, Location

Compare to Market: No

Office by Office Details: No

Avg/Med: Both

Run Date: 03/05/2019

Scheduled: No

Presented by

Theresa Pemberton



Coldwell Banker Distinctive Properties
105 Victory Way
Craig, CO 81625



Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	77	80	-3.8%	133	138	-3.6%
New Listing Volume	\$33,165,621	\$27,676,648	+19.8%	\$53,704,664	\$46,172,592	+16.3%
Active Listing Count	634	446	+42.2%	N/A	N/A	
Active Listing Volume	\$355,100,151	\$243,374,602	+45.9%	N/A	N/A	
Median Days in RPR	297.5	320	-7%	285.15	334.58	-14.8%
Sales Activity Charts Metrics						
Pending Sales Count	185	92	+101.1%	N/A	N/A	
Pending Sales Volume	\$64,105,521	\$28,603,965	+124.1%	N/A	N/A	
Closed Sales Count	40	46	-13%	94	96	-2.1%
Closed Sales Volume	\$12,286,238	\$11,518,690	+6.7%	\$26,572,658	\$24,133,910	+10.1%
Average Sales Price	\$307,156	\$250,406	+22.7%	\$282,688	\$251,395	+12.4%
Median Sales Price	\$244,000	\$230,250	+6%	\$235,239	\$223,089	+5.4%

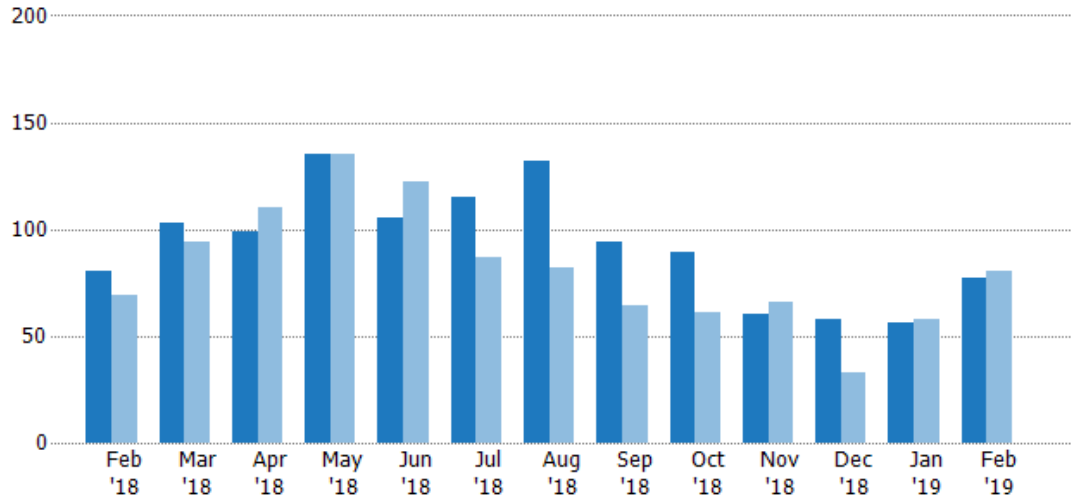
New Listings

The number of new residential listings that were added each month.

Filters Used

MLS: Colorado Real Estate Network
 ZIP: Montrose, CO 81401, Montrose, CO 81403, Olathe, CO 81425, Ridgway, CO 81432

Month/Year	Count	% Chg.
Feb '19	77	-3.8%
Feb '18	80	15.9%
Feb '17	69	-11.6%



Current Year	80	103	99	135	105	115	132	94	89	60	58	56	77
Prior Year	69	94	110	135	122	87	82	64	61	66	33	58	80
Percent Change from Prior Year	16%	10%	-10%	0%	-14%	32%	61%	47%	46%	-9%	76%	-3%	-4%

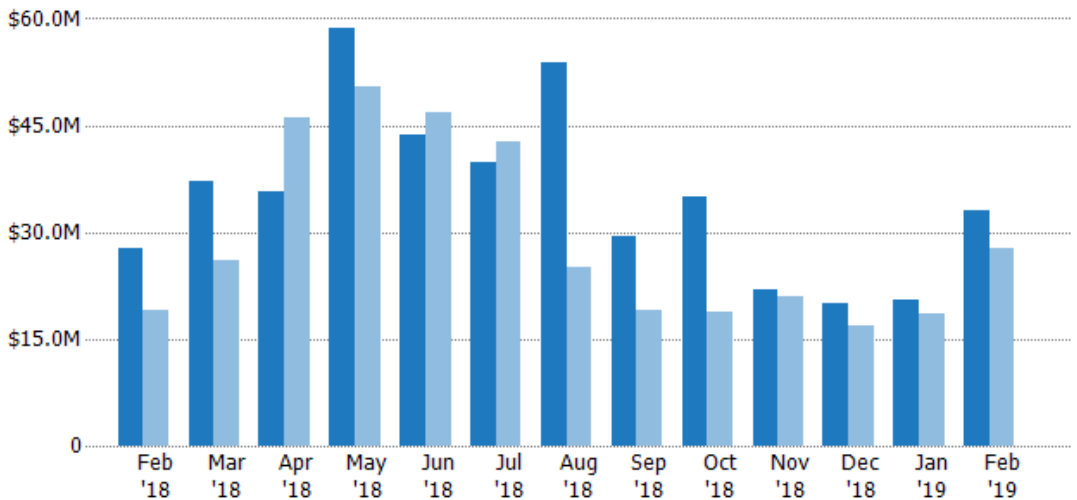
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

MLS: Colorado Real Estate Network
 ZIP: Montrose, CO 81401, Montrose, CO 81403, Olathe, CO 81425, Ridgway, CO 81432

Month/Year	Volume	% Chg.
Feb '19	\$33.2M	19.8%
Feb '18	\$27.7M	45.7%
Feb '17	\$19M	-15.4%



Current Year	\$27.7M	\$37.1M	\$35.7M	\$58.7M	\$43.7M	\$39.7M	\$53.9M	\$29.5M	\$34.9M	\$22.1M	\$20M	\$20.5M	\$33.2M
Prior Year	\$19M	\$26.1M	\$46.2M	\$50.4M	\$46.8M	\$42.7M	\$25.2M	\$18.9M	\$18.9M	\$20.9M	\$16.9M	\$18.5M	\$27.7M
Percent Change from Prior Year	46%	42%	-23%	16%	-7%	-7%	114%	56%	85%	6%	18%	11%	20%

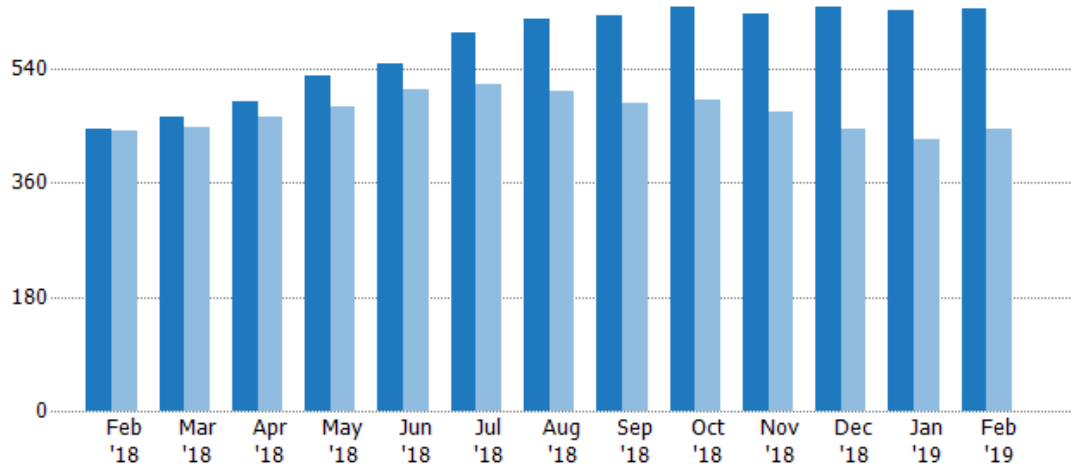
Active Listings

The number of active residential listings at the end of each month.

Filters Used

MLS: Colorado Real Estate Network
 ZIP: Montrose, CO 81401, Montrose, CO 81403, Olathe, CO 81425, Ridgway, CO 81432

Month/Year	Count	% Chg.
Feb '19	634	42.2%
Feb '18	446	1.1%
Feb '17	441	-1.4%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	446	465	488	530	548	596	618	623	638	627	638	631	634
Prior Year	441	447	465	479	508	515	504	486	491	473	444	429	446
Percent Change from Prior Year	1%	4%	5%	11%	8%	16%	23%	28%	30%	33%	44%	47%	42%

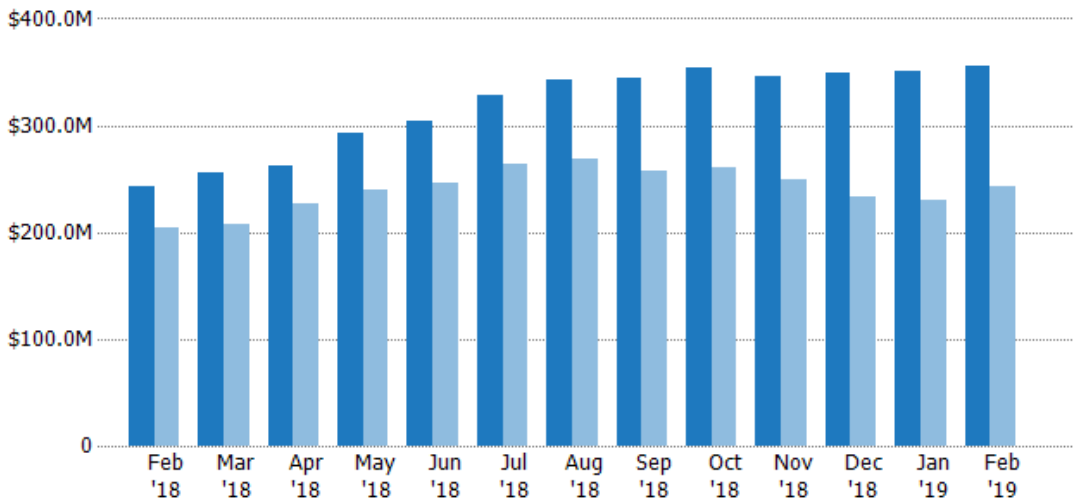
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

MLS: Colorado Real Estate Network
 ZIP: Montrose, CO 81401, Montrose, CO 81403, Olathe, CO 81425, Ridgway, CO 81432

Month/Year	Volume	% Chg.
Feb '19	\$355M	45.9%
Feb '18	\$243M	19.4%
Feb '17	\$204M	-13.2%



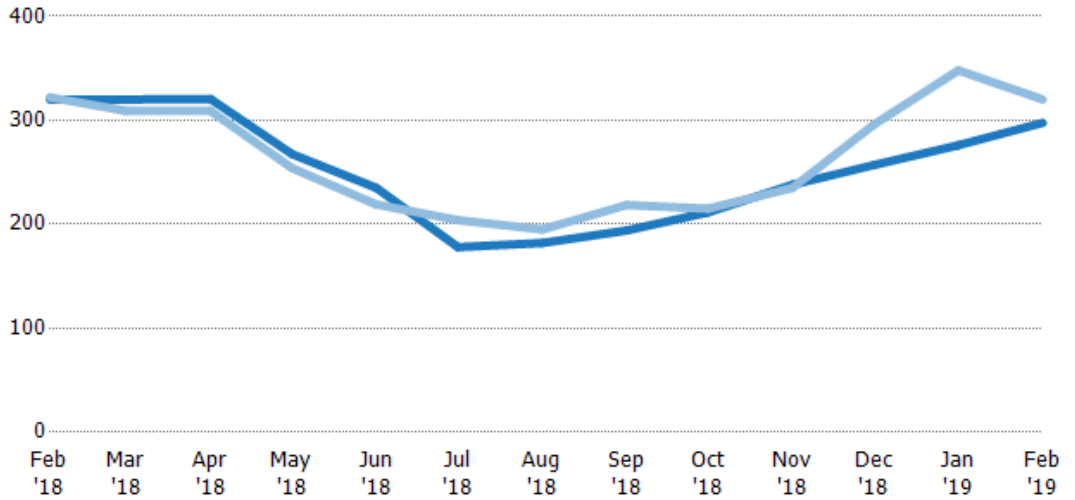
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$243M	\$255M	\$263M	\$292M	\$304M	\$328M	\$343M	\$344M	\$353M	\$346M	\$350M	\$351M	\$355M
Prior Year	\$204M	\$207M	\$228M	\$239M	\$246M	\$263M	\$268M	\$257M	\$261M	\$250M	\$233M	\$229M	\$243M
Percent Change from Prior Year	19%	23%	15%	22%	24%	25%	28%	34%	36%	38%	50%	53%	46%

Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

MLS: Colorado Real Estate Network
 ZIP: Montrose, CO 81401, Montrose, CO 81403, Olathe, CO 81425, Ridgway, CO 81432



Month/Year	Days	% Chg.
Feb '19	298	-7%
Feb '18	320	-0.6%
Feb '17	322	-23.9%

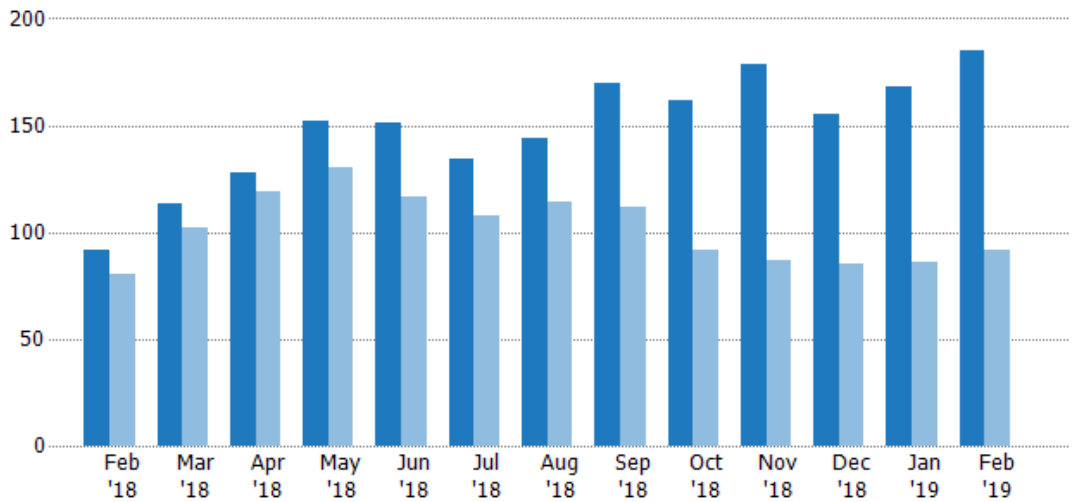
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	320	320	321	268	235	178	182	194	212	238	257	276	298
Prior Year	322	309	309	254	219	204	195	219	215	235	296	348	320
Percent Change from Prior Year	-1%	4%	4%	5%	7%	-13%	-7%	-11%	-2%	1%	-13%	-21%	-7%

Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

MLS: Colorado Real Estate Network
 ZIP: Montrose, CO 81401, Montrose, CO 81403, Olathe, CO 81425, Ridgway, CO 81432



Month/Year	Count	% Chg.
Feb '19	185	101.1%
Feb '18	92	15%
Feb '17	80	0%

	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	92	113	128	152	151	134	144	170	162	179	155	168	185
Prior Year	80	102	119	130	117	108	114	112	92	87	85	86	92
Percent Change from Prior Year	15%	11%	8%	17%	29%	24%	26%	52%	76%	106%	82%	95%	101%

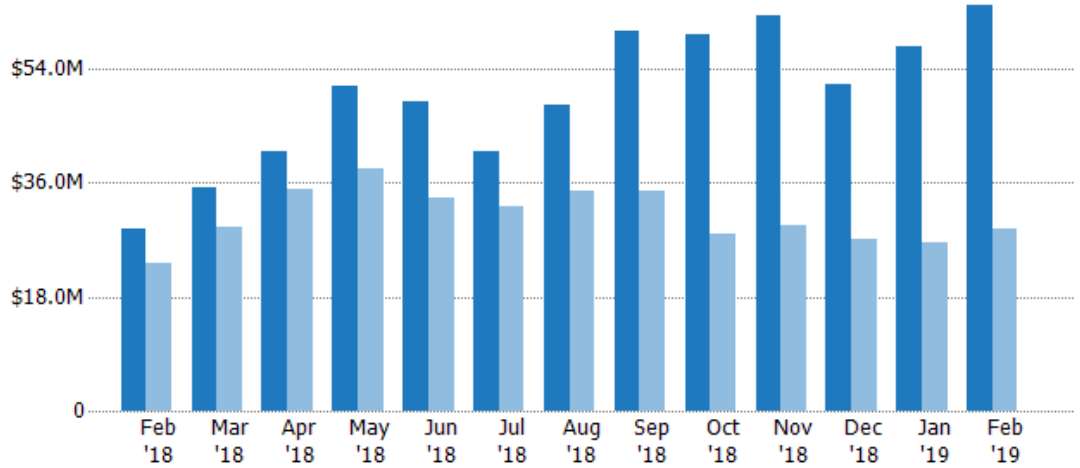
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

MLS: Colorado Real Estate Network
 ZIP: Montrose, CO 81401, Montrose, CO 81403, Olathe, CO 81425, Ridgway, CO 81432

Month/Year	Volume	% Chg.
Feb '19	\$64.1M	124.1%
Feb '18	\$28.6M	23.4%
Feb '17	\$23.2M	6%



Current Year	\$28.6M	\$35.4M	\$40.9M	\$51.2M	\$48.9M	\$40.9M	\$48.3M	\$59.8M	\$59.3M	\$62.4M	\$51.5M	\$57.5M	\$64.1M
Prior Year	\$23.2M	\$29M	\$34.9M	\$38.3M	\$33.5M	\$32.2M	\$34.7M	\$34.8M	\$27.9M	\$29.3M	\$27M	\$26.5M	\$28.6M
Percent Change from Prior Year	23%	22%	17%	34%	46%	27%	39%	72%	112%	113%	91%	117%	124%

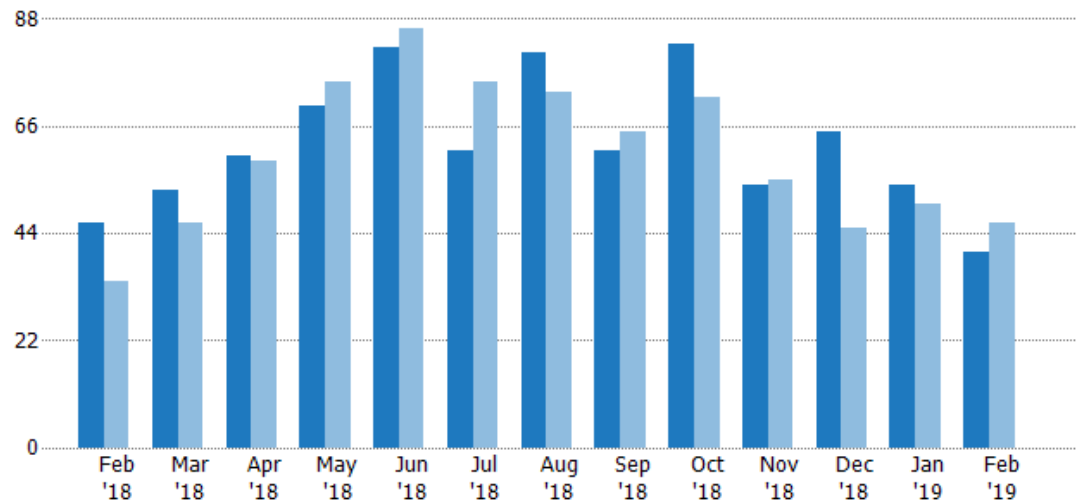
Closed Sales

The total number of residential properties sold each month.

Filters Used

MLS: Colorado Real Estate Network
 ZIP: Montrose, CO 81401, Montrose, CO 81403, Olathe, CO 81425, Ridgway, CO 81432

Month/Year	Count	% Chg.
Feb '19	40	-13%
Feb '18	46	35.3%
Feb '17	34	38.2%



Current Year	46	53	60	70	82	61	81	61	83	54	65	54	40
Prior Year	34	46	59	75	86	75	73	65	72	55	45	50	46
Percent Change from Prior Year	35%	15%	2%	-7%	-5%	-19%	11%	-6%	15%	-2%	44%	8%	-13%

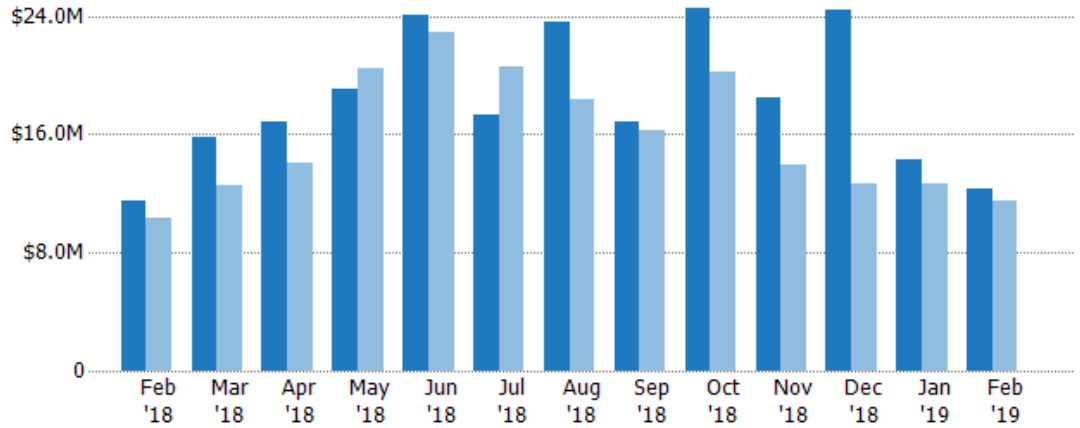
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

MLS: Colorado Real Estate Network
 ZIP: Montrose, CO 81401, Montrose, CO 81403, Olathe, CO 81425, Ridgway, CO 81432

Month/Year	Volume	% Chg.
Feb '19	\$12.3M	6.7%
Feb '18	\$11.5M	11.9%
Feb '17	\$10.3M	-11.9%



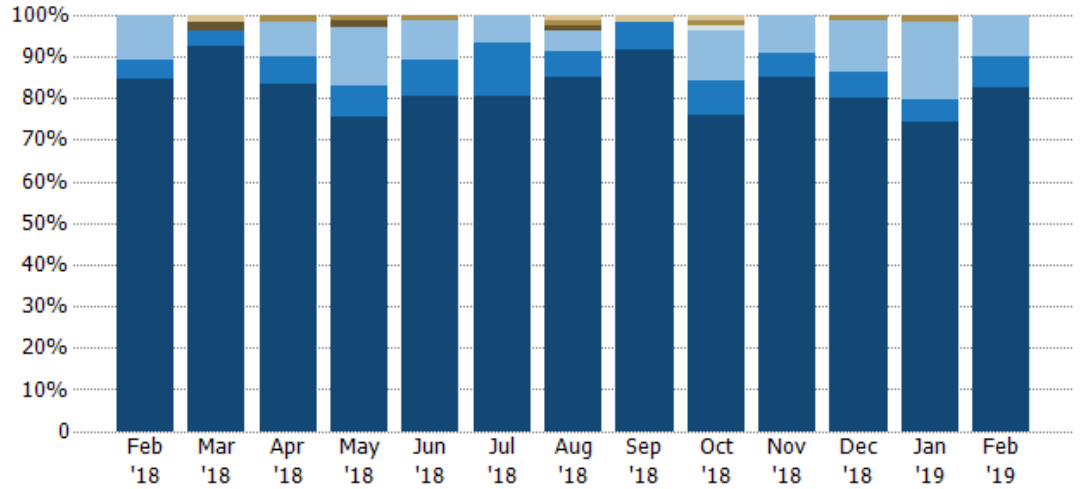
Current Year	\$11.5M	\$15.8M	\$16.9M	\$19.1M	\$24M	\$17.3M	\$23.6M	\$16.9M	\$24.6M	\$18.5M	\$24.4M	\$14.3M	\$12.3M
Prior Year	\$10.3M	\$12.5M	\$14M	\$20.5M	\$22.9M	\$20.5M	\$18.3M	\$16.3M	\$20.3M	\$14M	\$12.7M	\$12.6M	\$11.5M
Percent Change from Prior Year	12%	26%	21%	-7%	5%	-16%	29%	3%	21%	32%	93%	13%	7%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

MLS: Colorado Real Estate Network
 ZIP: Montrose, CO 81401, Montrose, CO 81403, Olathe, CO 81425, Ridgway, CO 81432



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Other	-	2%	-	-	-	-	1%	2%	1%	-	-	-	-
Farm/Ranch	-	-	2%	1%	1%	-	1%	-	1%	-	2%	2%	-
Lot/Land	-	2%	-	1%	-	-	1%	-	-	-	-	-	-
Multifamily/Multiplex	-	-	-	-	-	-	-	-	1%	-	-	-	-
Mobile/Manufactured	11%	-	8%	14%	10%	7%	5%	-	12%	9%	12%	19%	10%
Condo/Townhouse	4%	4%	7%	7%	9%	13%	6%	7%	8%	6%	6%	6%	8%
Single Family Residence	85%	92%	83%	76%	80%	80%	85%	92%	76%	85%	80%	74%	83%

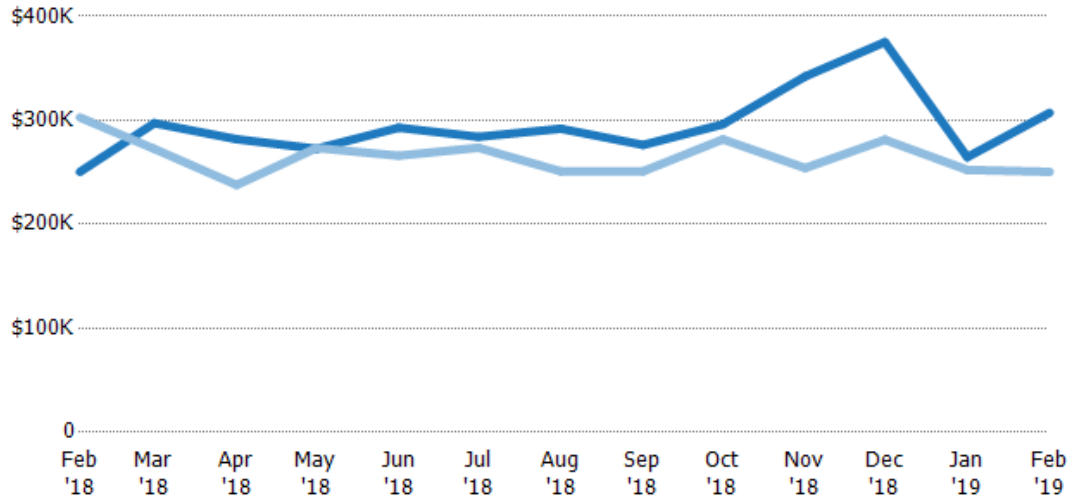
Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

MLS: Colorado Real Estate Network
 ZIP: Montrose, CO 81401, Montrose, CO 81403, Olathe, CO 81425, Ridgway, CO 81432

Month/Year	Price	% Chg.
Feb '19	\$307K	22.7%
Feb '18	\$250K	-17.3%
Feb '17	\$303K	-36.2%



Current Year	\$250K	\$297K	\$282K	\$273K	\$293K	\$284K	\$292K	\$276K	\$296K	\$342K	\$375K	\$265K	\$307K
Prior Year	\$303K	\$273K	\$238K	\$273K	\$266K	\$274K	\$251K	\$251K	\$282K	\$254K	\$281K	\$252K	\$250K
Percent Change from Prior Year	-17%	9%	19%	0%	10%	4%	16%	10%	5%	35%	33%	5%	23%

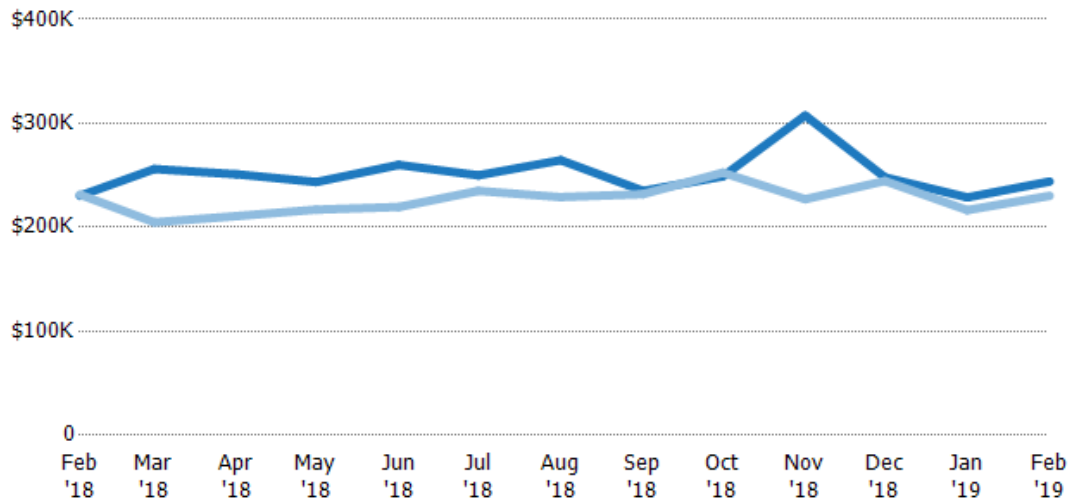
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

MLS: Colorado Real Estate Network
 ZIP: Montrose, CO 81401, Montrose, CO 81403, Olathe, CO 81425, Ridgway, CO 81432

Month/Year	Price	% Chg.
Feb '19	\$244K	6%
Feb '18	\$230K	-0.5%
Feb '17	\$232K	-23.1%



Current Year	\$230K	\$256K	\$251K	\$244K	\$260K	\$250K	\$265K	\$235K	\$249K	\$308K	\$248K	\$229K	\$244K
Prior Year	\$232K	\$205K	\$211K	\$217K	\$220K	\$235K	\$229K	\$232K	\$253K	\$227K	\$245K	\$217K	\$230K
Percent Change from Prior Year	-1%	25%	19%	12%	18%	6%	16%	1%	-1%	35%	1%	6%	6%