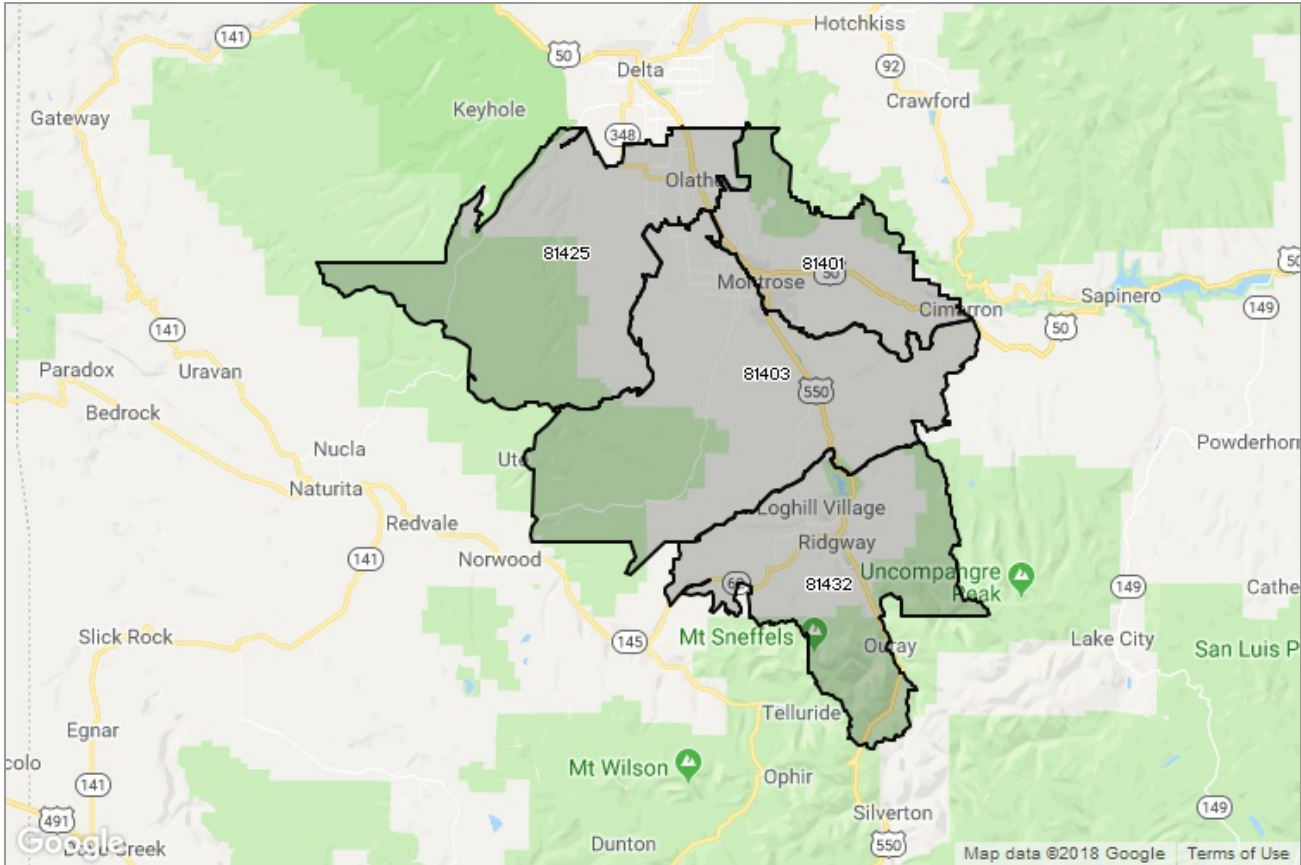




MARKET DATA REPORT

# Montrose Market Update November 2018



## Report Characteristics

**Report Name:**  
Montrose Market Update November 2018

**Report Date Range:**  
11/2017 – 11/2018

**Filters Used:**  
MLS, Location

**Compare to Market:** No

**Office by Office Details:** No

**Avg/Med:** Both

**Run Date:** 12/05/2018

**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	Nov 2018	Nov 2017	+ / -	YTD 2018	YTD 2017	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	57	67	-14.9%	1,072	968	+10.7%
New Listing Volume	\$20,330,545	\$21,338,999	-4.7%	\$407,775,352	\$337,408,414	+20.9%
Active Listing Count	653	514	+27%	N/A	N/A	
Active Listing Volume	\$359,531,101	\$266,236,720	+35%	N/A	N/A	
Median Days in RPR	272	326	-16.6%	303.5	315.88	-3.9%
<b>Sales Activity Charts Metrics</b>						
Pending Sales Count	186	87	+113.8%	N/A	N/A	
Pending Sales Volume	\$67,657,082	\$29,250,052	+131.3%	N/A	N/A	
Closed Sales Count	54	54	+—	713	689	+3.5%
Closed Sales Volume	\$18,578,298	\$13,842,135	+34.2%	\$203,939,535	\$179,116,639	+13.9%
Average Sales Price	\$344,043	\$256,336	+34.2%	\$286,030	\$259,966	+10%
Median Sales Price	\$307,500	\$227,500	+35.2%	\$251,986	\$223,627	+12.7%

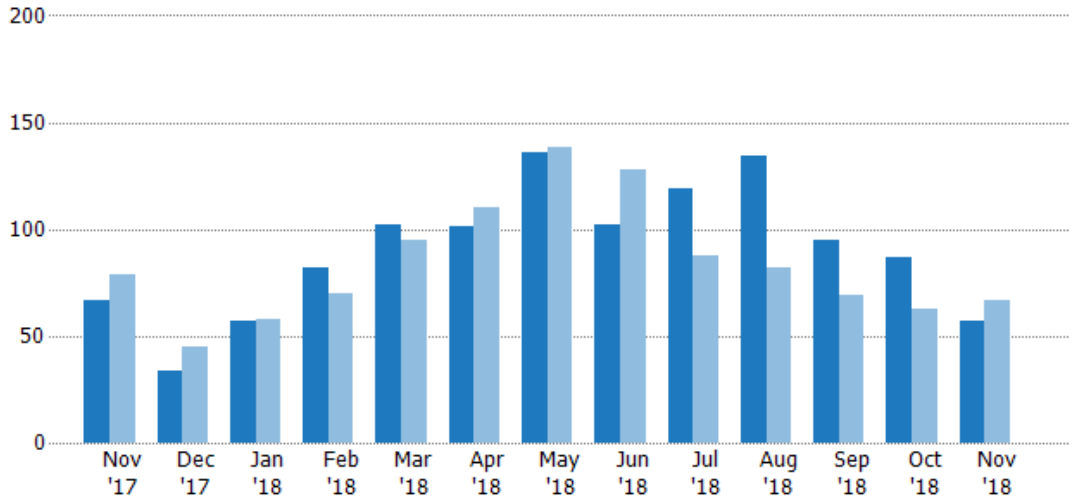
## New Listings

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.
Nov '18	57	-14.9%
Nov '17	67	-15.2%
Nov '16	79	-31.6%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	67	34	57	82	102	101	136	102	119	134	95	87	57
Prior Year	79	45	58	70	95	110	138	128	88	82	69	63	67
Percent Change from Prior Year	-15%	-24%	-2%	17%	7%	-8%	-1%	-20%	35%	63%	38%	38%	-15%

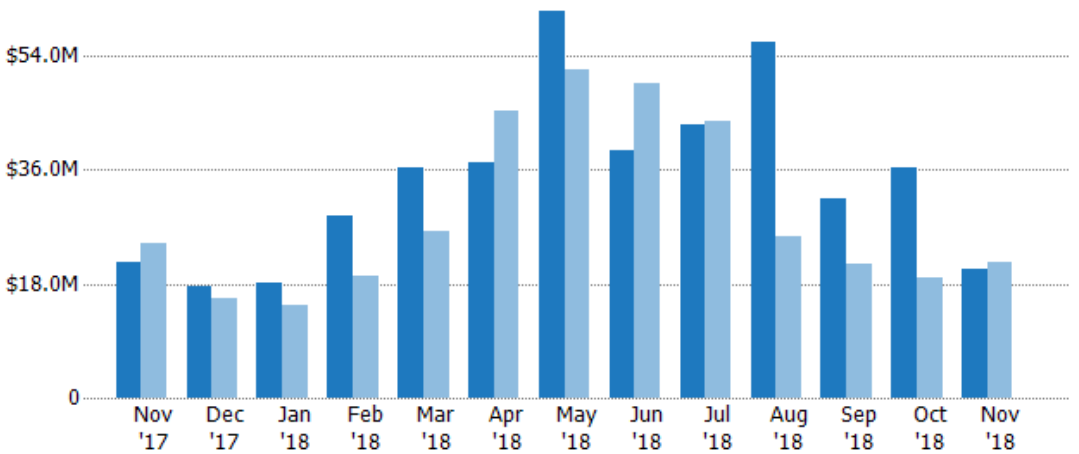
## New Listing Volume

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.
Nov '18	\$20.3M	-4.7%
Nov '17	\$21.3M	-12.3%
Nov '16	\$24.3M	-17.4%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	\$21.3M	\$17.6M	\$18.1M	\$28.8M	\$36.4M	\$37.1M	\$61M	\$39.1M	\$43.2M	\$56.2M	\$31.3M	\$36.2M	\$20.3M
Prior Year	\$24.3M	\$15.8M	\$14.7M	\$19.3M	\$26.3M	\$45.4M	\$51.7M	\$49.5M	\$43.7M	\$25.3M	\$21M	\$19M	\$21.3M
Percent Change from Prior Year	-12%	11%	23%	50%	38%	-18%	18%	-21%	-1%	122%	49%	90%	-5%

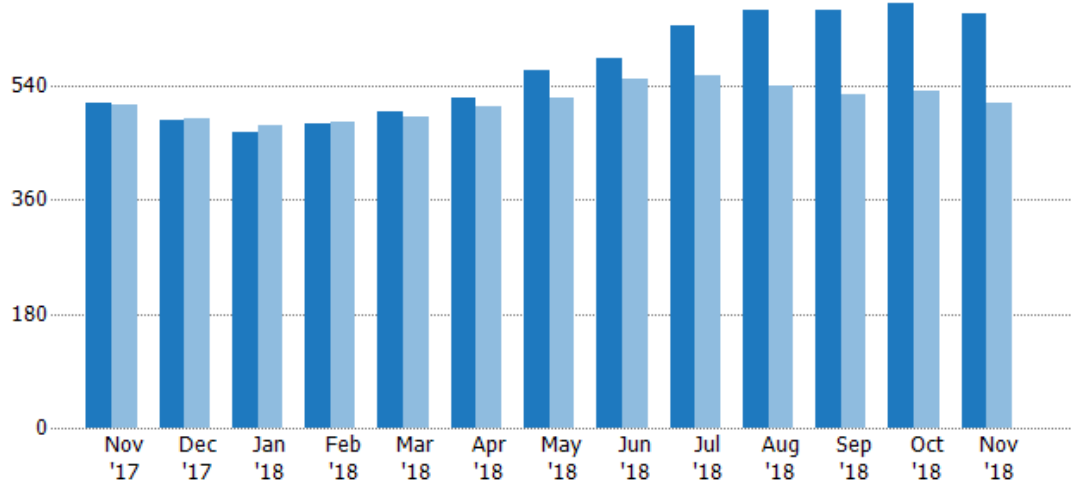
## Active Listings

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.
Nov '18	653	27%
Nov '17	514	1%
Nov '16	509	-2%



Current Year	514	486	466	481	498	522	563	582	636	658	660	671	653
Prior Year	509	488	477	483	490	506	521	550	556	541	525	531	514
Percent Change from Prior Year	1%	0%	-2%	0%	2%	3%	8%	6%	14%	22%	26%	26%	27%

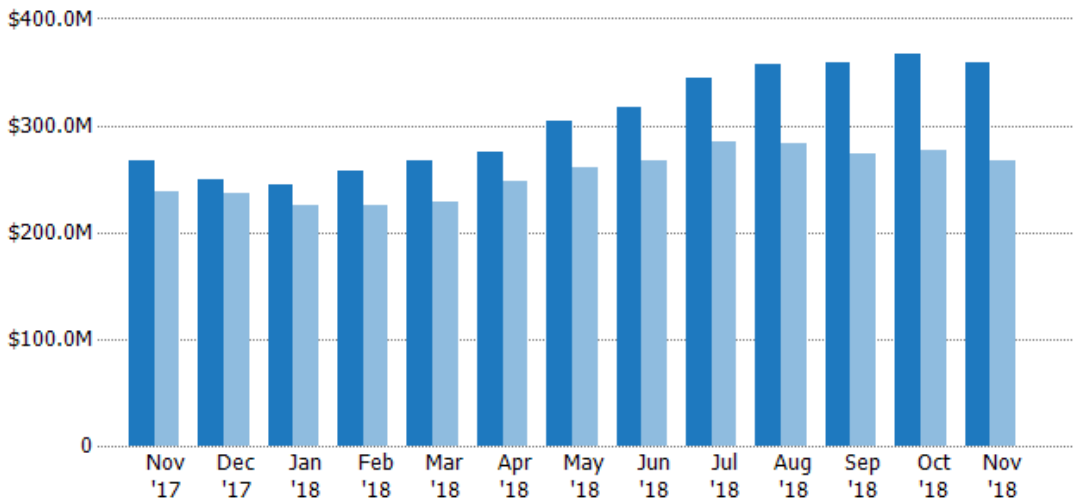
## Active Listing Volume

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.
Nov '18	\$360M	35%
Nov '17	\$266M	12.2%
Nov '16	\$237M	-12.3%



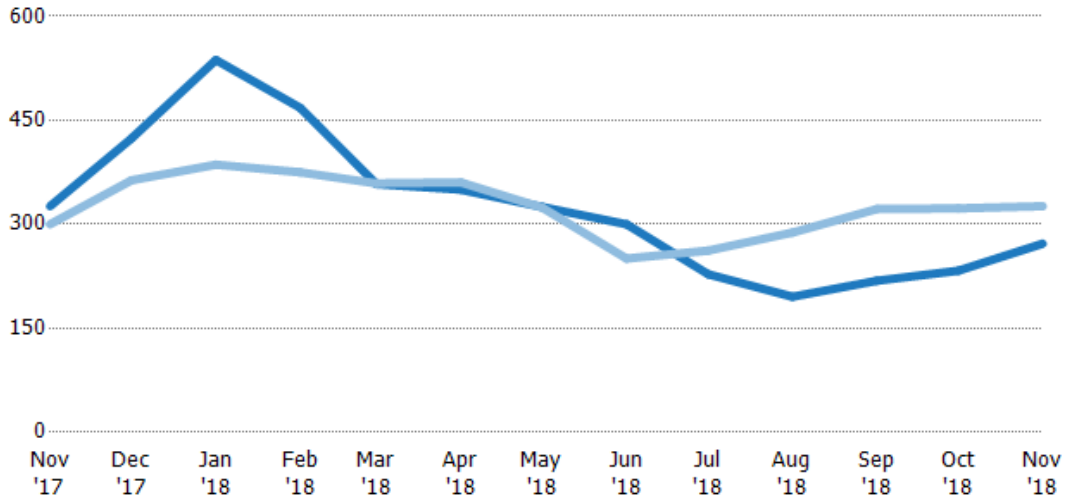
Current Year	\$266M	\$250M	\$245M	\$257M	\$267M	\$275M	\$305M	\$317M	\$345M	\$357M	\$358M	\$367M	\$360M
Prior Year	\$237M	\$236M	\$225M	\$225M	\$228M	\$247M	\$260M	\$267M	\$285M	\$284M	\$274M	\$277M	\$266M
Percent Change from Prior Year	12%	6%	9%	14%	17%	11%	17%	19%	21%	26%	31%	33%	35%

## 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.
Nov '18	272	-16.6%
Nov '17	326	8.7%
Nov '16	300	-23.3%

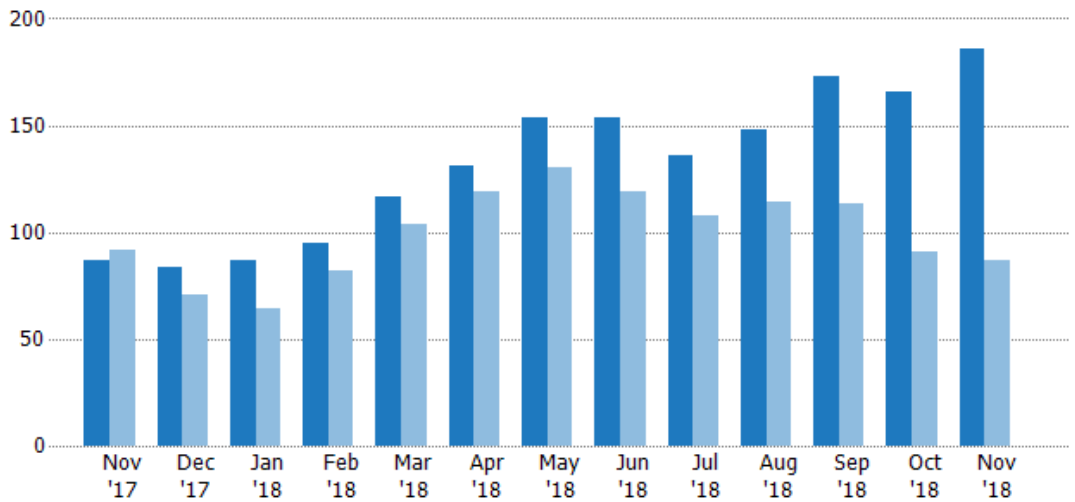
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	326	424	537	468	358	350	325	300	228	196	219	233	272
Prior Year	300	364	386	375	359	361	324	251	262	288	322	323	326
Percent Change from Prior Year	9%	17%	39%	25%	0%	-3%	0%	20%	-13%	-32%	-32%	-28%	-17%

## 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.
Nov '18	186	113.8%
Nov '17	87	-5.4%
Nov '16	92	-21.7%

	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	87	84	87	95	117	131	154	154	136	148	173	166	186
Prior Year	92	71	64	82	104	119	130	119	108	114	113	91	87
Percent Change from Prior Year	-5%	18%	36%	16%	13%	10%	18%	29%	26%	30%	53%	82%	114%

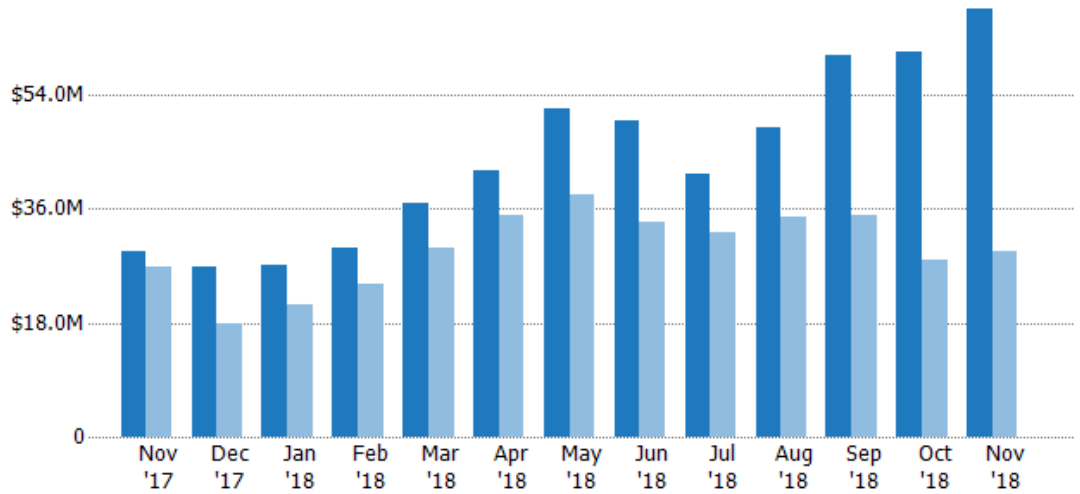
## Pending Sales Volume

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.
Nov '18	\$67.7M	131.3%
Nov '17	\$29.3M	9.1%
Nov '16	\$26.8M	-23.2%



Current Year	\$29.3M	\$26.8M	\$27M	\$29.9M	\$37M	\$41.9M	\$51.9M	\$49.8M	\$41.6M	\$48.9M	\$60.2M	\$60.7M	\$67.7M
Prior Year	\$26.8M	\$17.9M	\$20.7M	\$24M	\$29.9M	\$34.9M	\$38.3M	\$33.8M	\$32.2M	\$34.7M	\$35.1M	\$27.8M	\$29.3M
Percent Change from Prior Year	9%	50%	30%	24%	24%	20%	36%	48%	29%	41%	72%	118%	131%

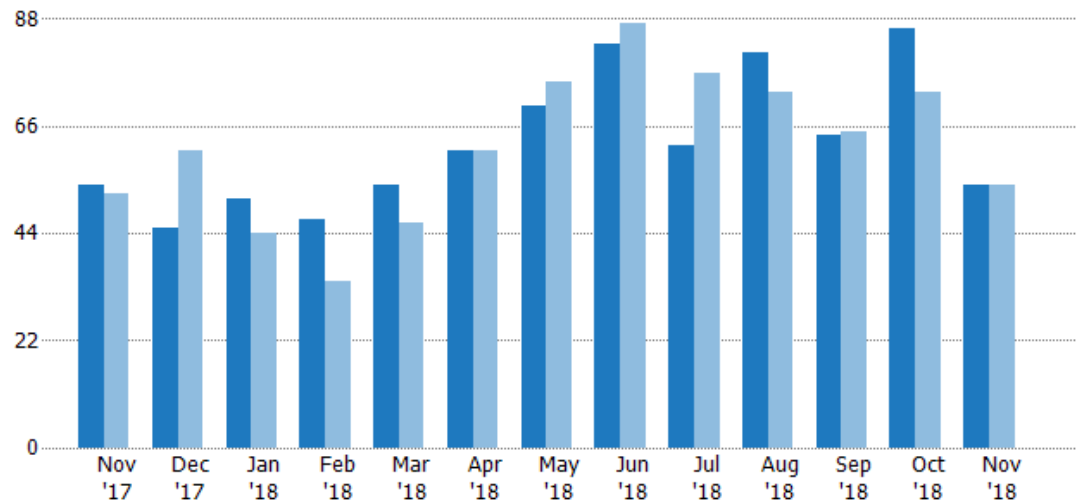
## Closed Sales

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.
Nov '18	54	0%
Nov '17	54	3.8%
Nov '16	52	-32.7%



Current Year	54	45	51	47	54	61	70	83	62	81	64	86	54
Prior Year	52	61	44	34	46	61	75	87	77	73	65	73	54
Percent Change from Prior Year	4%	-26%	16%	38%	17%	0%	-7%	-5%	-19%	11%	-2%	18%	0%

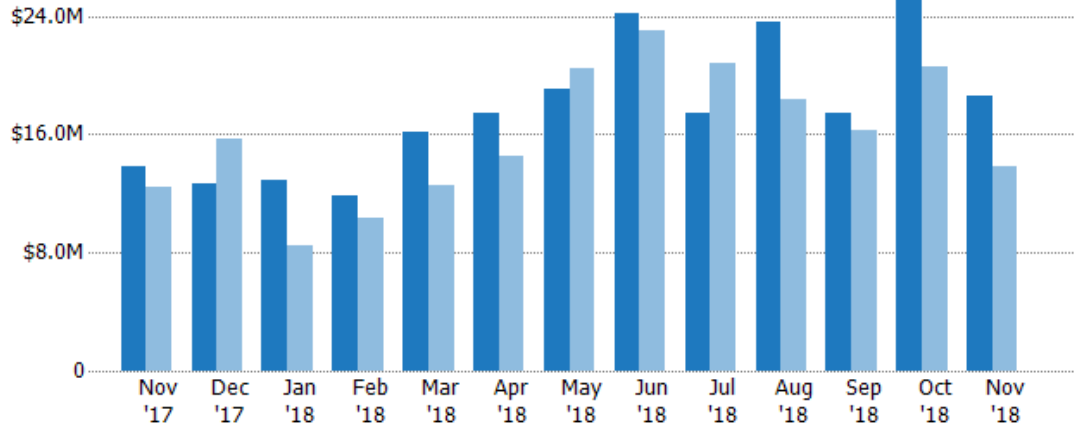
## Closed Sales Volume

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.
Nov '18	\$18.6M	34.2%
Nov '17	\$13.8M	11.5%
Nov '16	\$12.4M	-28%



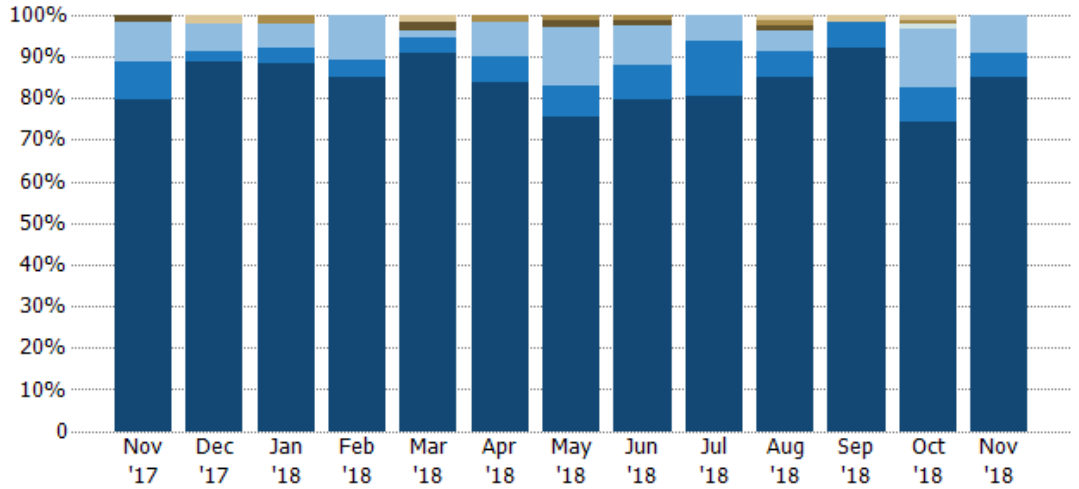
Current Year	\$13.8M	\$12.7M	\$12.8M	\$11.9M	\$16.1M	\$17.4M	\$19.1M	\$24.2M	\$17.4M	\$23.6M	\$17.5M	\$25.3M	\$18.6M
Prior Year	\$12.4M	\$15.7M	\$8.46M	\$10.3M	\$12.5M	\$14.5M	\$20.5M	\$23M	\$20.8M	\$18.3M	\$16.3M	\$20.5M	\$13.8M
Percent Change from Prior Year	12%	-20%	52%	15%	28%	20%	-7%	5%	-16%	29%	7%	23%	34%

## 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



Other	-	2%	-	-	2%	-	-	-	-	1%	2%	1%	-
Farm/Ranch	-	-	2%	-	-	2%	1%	1%	-	1%	-	1%	-
Lot/Land	2%	-	-	-	2%	-	1%	1%	-	1%	-	-	-
Multifamily/Multiplex	-	-	-	-	-	-	-	-	-	-	-	1%	-
Mobile/Manufactured	9%	7%	6%	11%	2%	8%	14%	10%	6%	5%	-	14%	9%
Condo/Townhouse	9%	2%	4%	4%	4%	7%	7%	8%	13%	6%	6%	8%	6%
Single Family Residence	80%	89%	88%	85%	91%	84%	76%	80%	81%	85%	92%	74%	85%



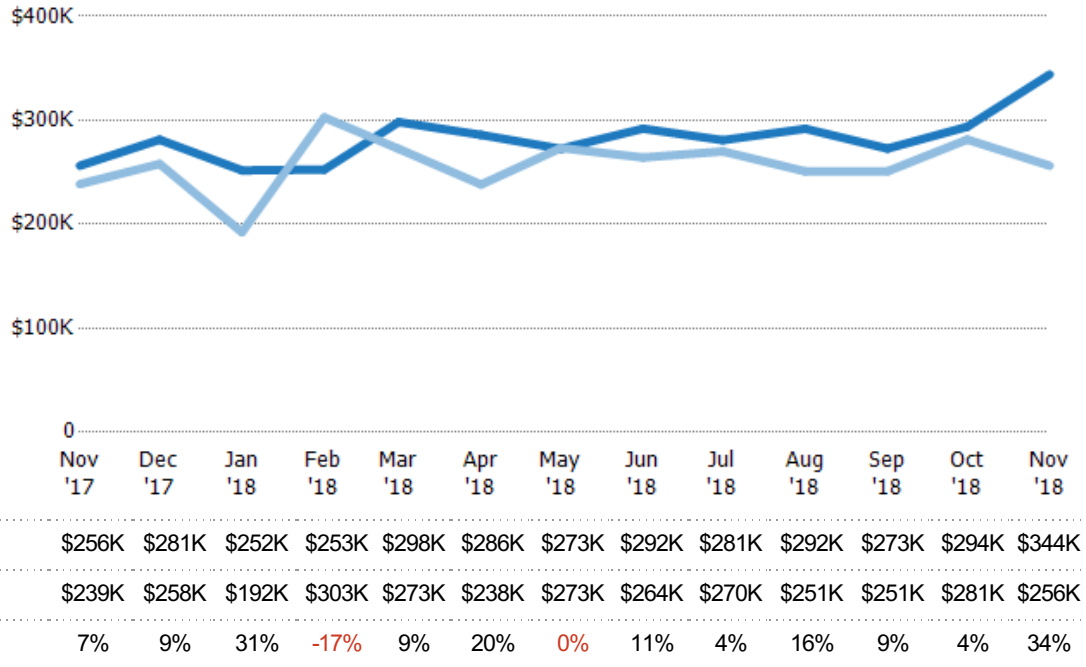
## Average Sales Price

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.
Nov '18	\$344K	34.2%
Nov '17	\$256K	7.4%
Nov '16	\$239K	7%



## 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.
Nov '18	\$308K	35.2%
Nov '17	\$228K	9.1%
Nov '16	\$208K	10.3%

