

Local Market Update for December 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Keystone

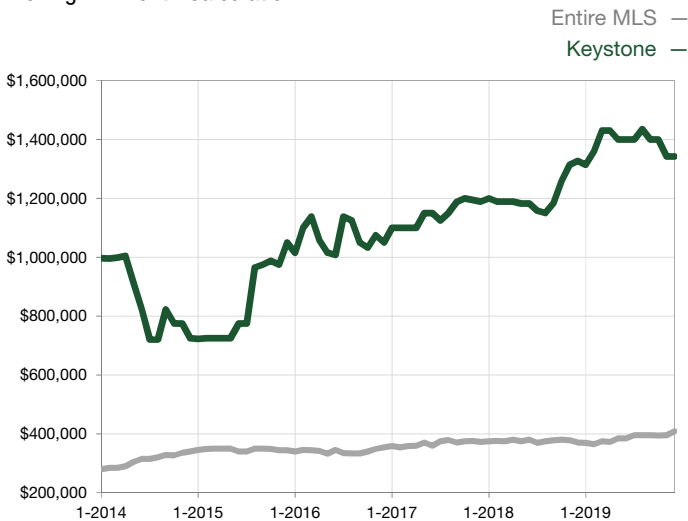
Single Family	December			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 12-2018	Thru 12-2019	Percent Change from Previous Year
Key Metrics						
New Listings	3	3	0.0%	43	29	- 32.6%
Sold Listings	3	1	- 66.7%	33	22	- 33.3%
Median Sales Price*	\$1,200,000	\$1,150,000	- 4.2%	\$1,327,500	\$1,342,500	+ 1.1%
Average Sales Price*	\$1,170,000	\$1,150,000	- 1.7%	\$1,468,259	\$1,527,214	+ 4.0%
Percent of List Price Received*	95.4%	88.8%	- 6.9%	96.4%	96.5%	+ 0.1%
Days on Market Until Sale	79	206	+ 160.8%	102	124	+ 21.6%
Inventory of Homes for Sale	17	10	- 41.2%	--	--	--
Months Supply of Inventory	5.7	4.1	- 28.1%	--	--	--

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

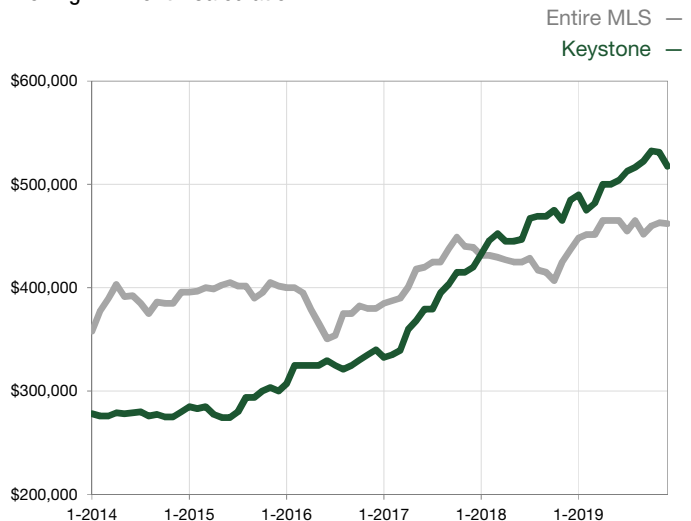
Townhouse/Condo	December			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 12-2018	Thru 12-2019	Percent Change from Previous Year
Key Metrics						
New Listings	17	8	- 52.9%	381	321	- 15.7%
Sold Listings	24	14	- 41.7%	311	264	- 15.1%
Median Sales Price*	\$749,500	\$427,675	- 42.9%	\$485,000	\$517,500	+ 6.7%
Average Sales Price*	\$649,923	\$476,496	- 26.7%	\$529,360	\$544,730	+ 2.9%
Percent of List Price Received*	98.5%	97.2%	- 1.3%	98.4%	98.3%	- 0.1%
Days on Market Until Sale	86	82	- 4.7%	60	66	+ 10.0%
Inventory of Homes for Sale	90	55	- 38.9%	--	--	--
Months Supply of Inventory	3.5	2.5	- 28.6%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for June 2018

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Keystone

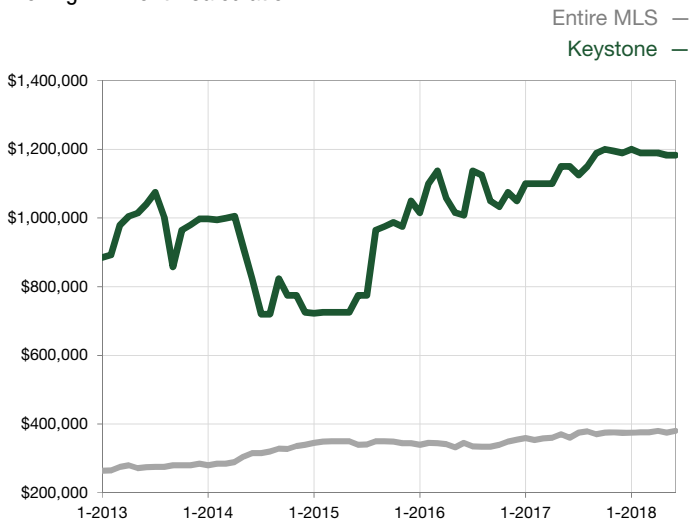
Single Family	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
Key Metrics						
New Listings	6	9	+ 50.0%	20	24	+ 20.0%
Sold Listings	1	5	+ 400.0%	11	16	+ 45.5%
Median Sales Price*	\$725,000	\$1,123,200	+ 54.9%	\$1,189,000	\$1,232,500	+ 3.7%
Average Sales Price*	\$725,000	\$1,366,408	+ 88.5%	\$1,406,955	\$1,316,284	- 6.4%
Percent of List Price Received*	98.1%	98.8%	+ 0.7%	95.0%	97.0%	+ 2.1%
Days on Market Until Sale	28	107	+ 282.1%	254	147	- 42.1%
Inventory of Homes for Sale	24	19	- 20.8%	--	--	--
Months Supply of Inventory	9.9	7.0	- 29.3%	--	--	--

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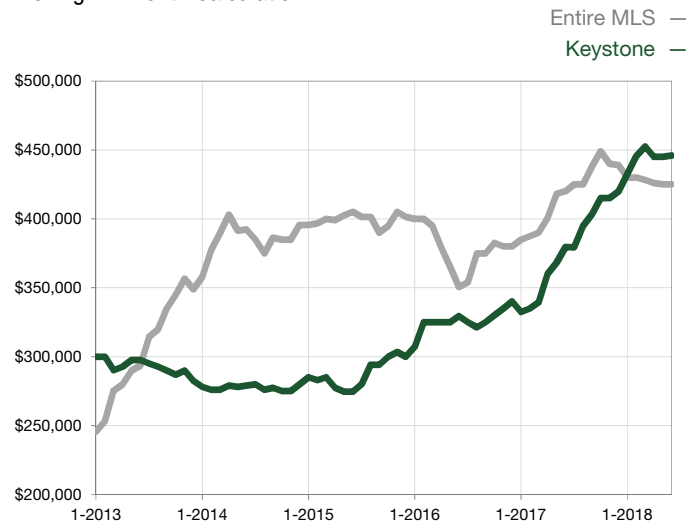
Townhouse-Condo	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
Key Metrics						
New Listings	37	30	- 18.9%	219	218	- 0.5%
Sold Listings	30	19	- 36.7%	146	135	- 7.5%
Median Sales Price*	\$413,750	\$465,000	+ 12.4%	\$415,000	\$485,000	+ 16.9%
Average Sales Price*	\$457,490	\$545,219	+ 19.2%	\$472,559	\$542,858	+ 14.9%
Percent of List Price Received*	98.5%	99.6%	+ 1.1%	98.0%	98.9%	+ 0.9%
Days on Market Until Sale	42	72	+ 71.4%	48	49	+ 2.1%
Inventory of Homes for Sale	134	81	- 39.6%	--	--	--
Months Supply of Inventory	5.1	3.0	- 41.2%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for January 2018

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Keystone

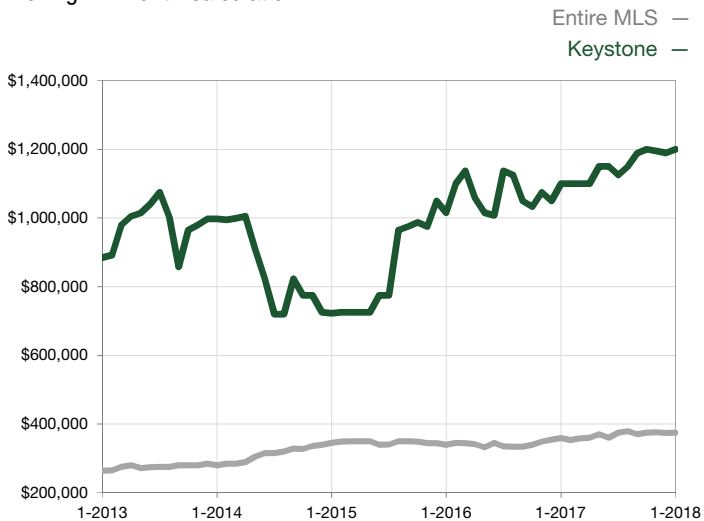
Single Family	January			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 01-2017	Thru 01-2018	Percent Change from Previous Year
Key Metrics						
New Listings	1	0	- 100.0%	1	0	- 100.0%
Sold Listings	2	2	0.0%	2	2	0.0%
Median Sales Price*	\$947,500	\$1,514,500	+ 59.8%	\$947,500	\$1,514,500	+ 59.8%
Average Sales Price*	\$947,500	\$1,514,500	+ 59.8%	\$947,500	\$1,514,500	+ 59.8%
Percent of List Price Received*	95.4%	95.0%	- 0.4%	95.4%	95.0%	- 0.4%
Days on Market Until Sale	246	87	- 64.6%	246	87	- 64.6%
Inventory of Homes for Sale	18	10	- 44.4%	--	--	--
Months Supply of Inventory	7.9	4.8	- 39.2%	--	--	--

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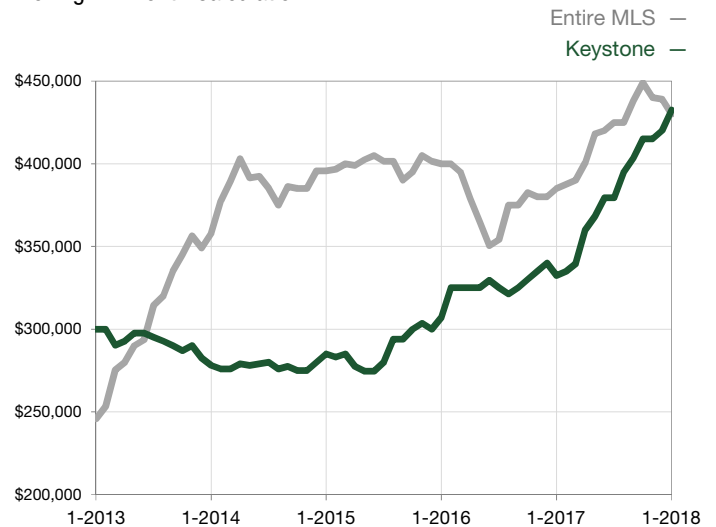
Townhouse-Condo	January			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 01-2017	Thru 01-2018	Percent Change from Previous Year
Key Metrics						
New Listings	22	28	+ 27.3%	22	28	+ 27.3%
Sold Listings	15	20	+ 33.3%	15	20	+ 33.3%
Median Sales Price*	\$315,000	\$534,500	+ 69.7%	\$315,000	\$534,500	+ 69.7%
Average Sales Price*	\$400,700	\$612,035	+ 52.7%	\$400,700	\$612,035	+ 52.7%
Percent of List Price Received*	96.8%	99.1%	+ 2.4%	96.8%	99.1%	+ 2.4%
Days on Market Until Sale	49	32	- 34.7%	49	32	- 34.7%
Inventory of Homes for Sale	76	43	- 43.4%	--	--	--
Months Supply of Inventory	3.3	1.5	- 54.5%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for October 2017

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Keystone

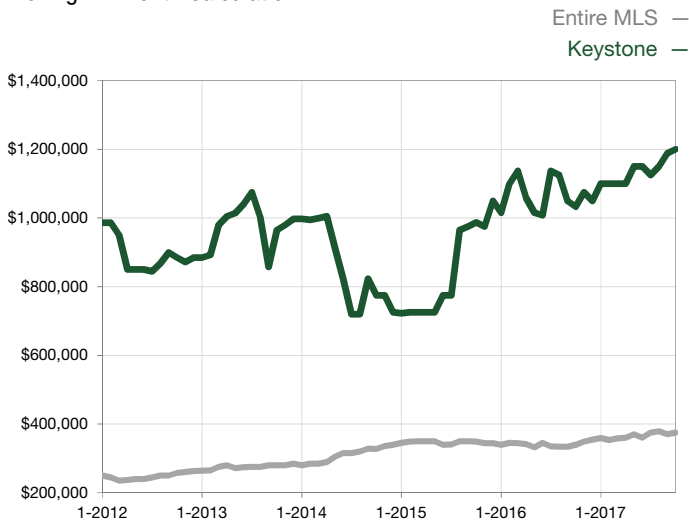
Single Family	October			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 10-2016	Thru 10-2017	Percent Change from Previous Year
Key Metrics						
New Listings	1	1	0.0%	38	33	- 13.2%
Sold Listings	3	2	- 33.3%	19	17	- 10.5%
Median Sales Price*	\$925,000	\$1,362,500	+ 47.3%	\$1,050,000	\$1,275,000	+ 21.4%
Average Sales Price*	\$1,383,333	\$1,362,500	- 1.5%	\$1,255,000	\$1,388,799	+ 10.7%
Percent of List Price Received*	96.1%	78.1%	- 18.7%	95.4%	93.3%	- 2.2%
Days on Market Until Sale	173	19	- 89.0%	153	183	+ 19.6%
Inventory of Homes for Sale	30	17	- 43.3%	--	--	--
Months Supply of Inventory	15.0	8.9	- 40.7%	--	--	--

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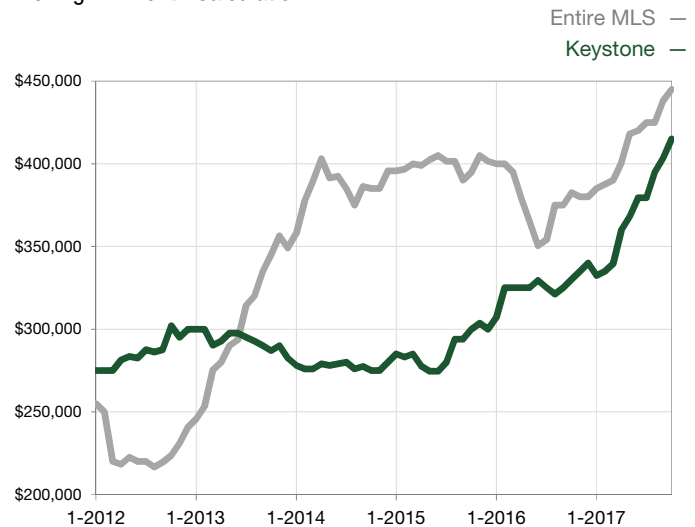
Townhouse-Condo	October			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 10-2016	Thru 10-2017	Percent Change from Previous Year
Key Metrics						
New Listings	25	13	- 48.0%	276	321	+ 16.3%
Sold Listings	30	46	+ 53.3%	224	283	+ 26.3%
Median Sales Price*	\$342,375	\$435,000	+ 27.1%	\$327,000	\$415,000	+ 26.9%
Average Sales Price*	\$370,265	\$469,639	+ 26.8%	\$357,796	\$468,345	+ 30.9%
Percent of List Price Received*	98.3%	98.6%	+ 0.3%	97.3%	98.1%	+ 0.8%
Days on Market Until Sale	38	33	- 13.2%	69	48	- 30.4%
Inventory of Homes for Sale	89	34	- 61.8%	--	--	--
Months Supply of Inventory	4.0	1.2	- 70.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for September 2017

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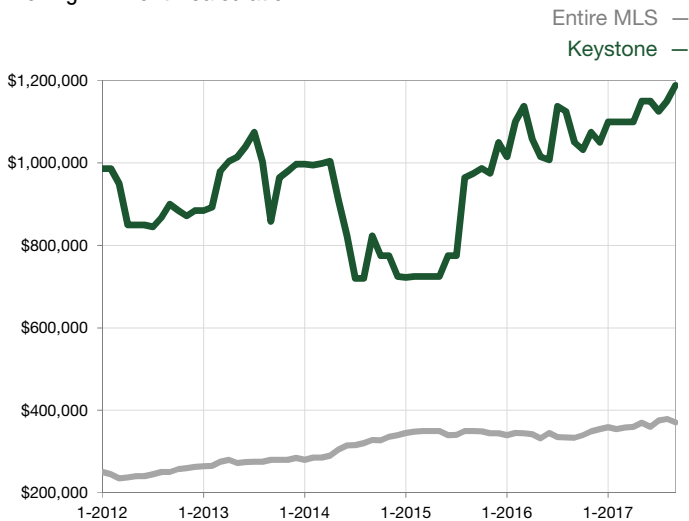
Single Family	September			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 09-2016	Thru 09-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	3	--	37	32	- 13.5%
Sold Listings	4	1	- 75.0%	16	15	- 6.3%
Median Sales Price*	\$1,025,000	\$1,050,000	+ 2.4%	\$1,075,000	\$1,275,000	+ 18.6%
Average Sales Price*	\$1,018,750	\$1,050,000	+ 3.1%	\$1,230,938	\$1,392,305	+ 13.1%
Percent of List Price Received*	97.3%	100.0%	+ 2.8%	95.3%	95.3%	0.0%
Days on Market Until Sale	119	39	- 67.2%	149	207	+ 38.9%
Inventory of Homes for Sale	35	23	- 34.3%	--	--	--
Months Supply of Inventory	18.3	11.5	- 37.2%	--	--	--

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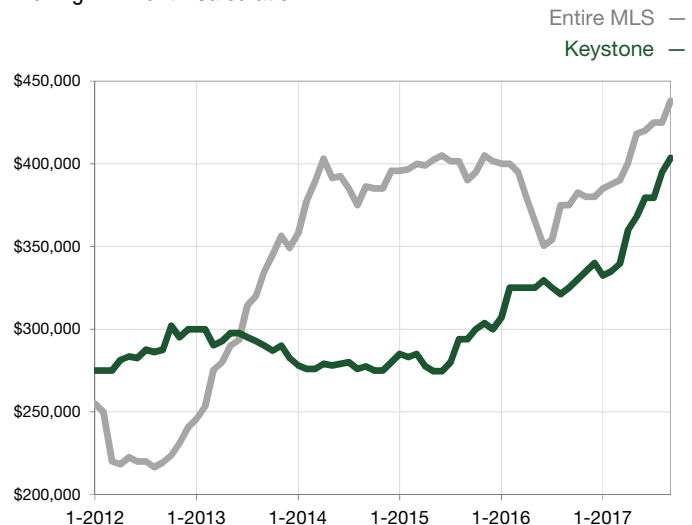
Townhouse-Condo	September			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 09-2016	Thru 09-2017	Percent Change from Previous Year
Key Metrics						
New Listings	36	26	- 27.8%	251	308	+ 22.7%
Sold Listings	32	29	- 9.4%	194	237	+ 22.2%
Median Sales Price*	\$332,500	\$445,000	+ 33.8%	\$327,000	\$412,500	+ 26.1%
Average Sales Price*	\$374,140	\$500,176	+ 33.7%	\$355,868	\$468,094	+ 31.5%
Percent of List Price Received*	97.2%	97.5%	+ 0.3%	97.1%	98.0%	+ 0.9%
Days on Market Until Sale	71	51	- 28.2%	74	51	- 31.1%
Inventory of Homes for Sale	99	46	- 53.5%	--	--	--
Months Supply of Inventory	4.2	1.8	- 57.1%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for August 2017

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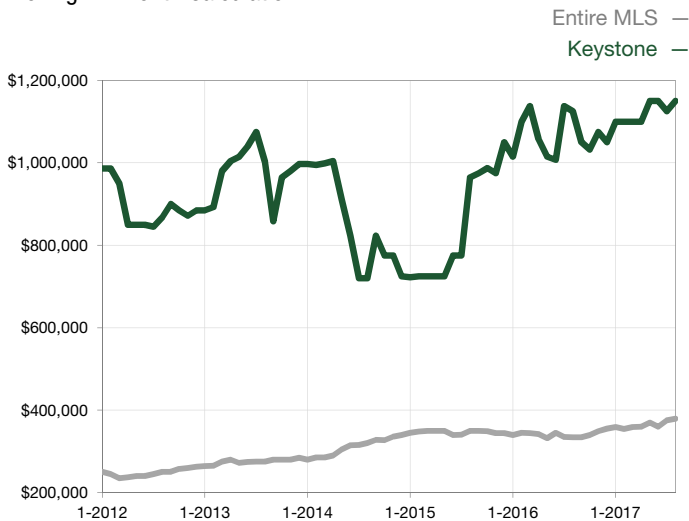
Single Family Key Metrics	August			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 08-2016	Thru 08-2017	Percent Change from Previous Year
New Listings	7	7	0.0%	37	29	- 21.6%
Sold Listings	3	2	- 33.3%	12	14	+ 16.7%
Median Sales Price*	\$1,150,000	\$1,386,538	+ 20.6%	\$1,162,500	\$1,300,000	+ 11.8%
Average Sales Price*	\$1,203,333	\$1,386,538	+ 15.2%	\$1,301,667	\$1,416,755	+ 8.8%
Percent of List Price Received*	93.0%	95.8%	+ 3.0%	94.6%	95.0%	+ 0.4%
Days on Market Until Sale	171	30	- 82.5%	159	220	+ 38.4%
Inventory of Homes for Sale	39	23	- 41.0%	--	--	--
Months Supply of Inventory	21.5	10.2	- 52.6%	--	--	--

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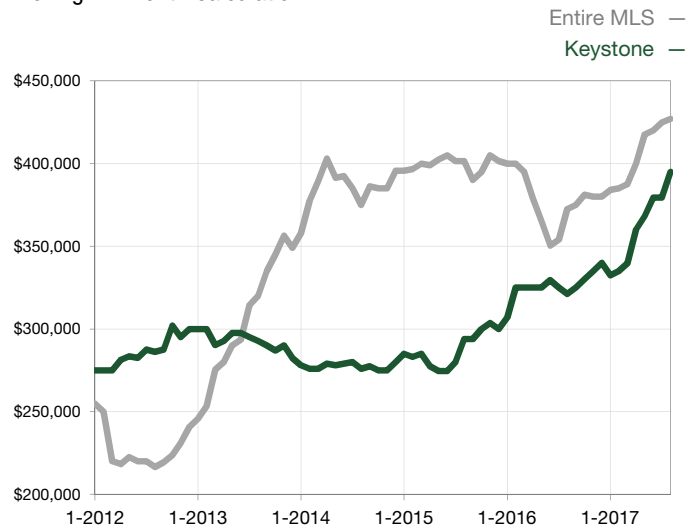
Townhouse-Condo Key Metrics	August			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 08-2016	Thru 08-2017	Percent Change from Previous Year
New Listings	28	34	+ 21.4%	215	282	+ 31.2%
Sold Listings	34	32	- 5.9%	162	208	+ 28.4%
Median Sales Price*	\$321,250	\$440,000	+ 37.0%	\$327,000	\$408,750	+ 25.0%
Average Sales Price*	\$359,756	\$473,188	+ 31.5%	\$352,258	\$463,621	+ 31.6%
Percent of List Price Received*	97.3%	99.3%	+ 2.1%	97.1%	98.0%	+ 0.9%
Days on Market Until Sale	57	59	+ 3.5%	75	51	- 32.0%
Inventory of Homes for Sale	100	57	- 43.0%	--	--	--
Months Supply of Inventory	4.2	2.2	- 47.6%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for July 2017

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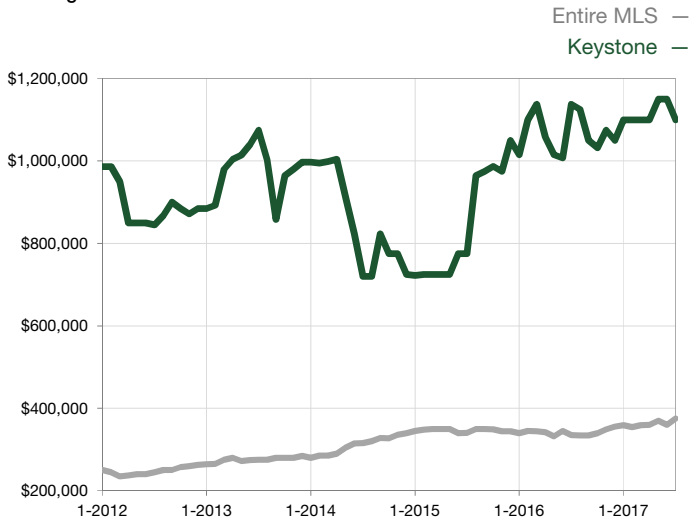
Single Family Key Metrics	July			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 07-2016	Thru 07-2017	Percent Change from Previous Year
New Listings	5	2	- 60.0%	30	22	- 26.7%
Sold Listings	2	0	- 100.0%	9	11	+ 22.2%
Median Sales Price*	\$1,637,500	\$0	- 100.0%	\$1,175,000	\$1,189,000	+ 1.2%
Average Sales Price*	\$1,637,500	\$0	- 100.0%	\$1,334,444	\$1,406,955	+ 5.4%
Percent of List Price Received*	93.7%	0.0%	- 100.0%	95.1%	95.0%	- 0.1%
Days on Market Until Sale	186	0	- 100.0%	155	254	+ 63.9%
Inventory of Homes for Sale	36	19	- 47.2%	--	--	--
Months Supply of Inventory	18.0	7.7	- 57.2%	--	--	--

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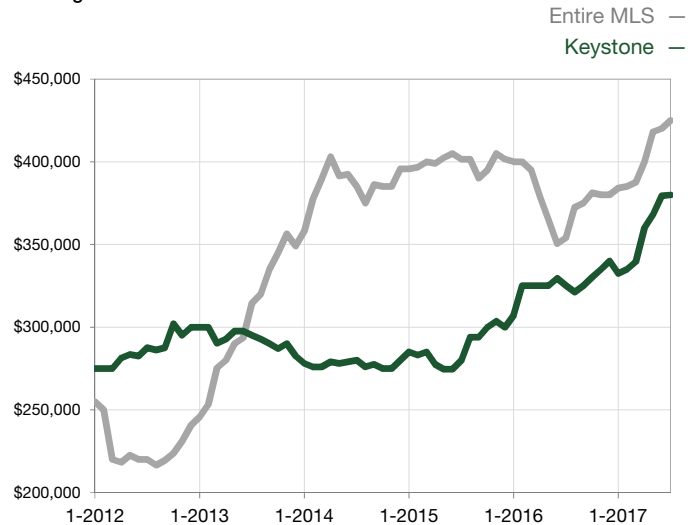
Townhouse-Condo Key Metrics	July			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 07-2016	Thru 07-2017	Percent Change from Previous Year
New Listings	24	29	+ 20.8%	187	248	+ 32.6%
Sold Listings	24	29	+ 20.8%	128	175	+ 36.7%
Median Sales Price*	\$286,300	\$355,000	+ 24.0%	\$329,500	\$395,000	+ 19.9%
Average Sales Price*	\$366,754	\$412,760	+ 12.5%	\$350,267	\$462,649	+ 32.1%
Percent of List Price Received*	96.6%	97.0%	+ 0.4%	97.0%	97.8%	+ 0.8%
Days on Market Until Sale	74	54	- 27.0%	79	49	- 38.0%
Inventory of Homes for Sale	106	70	- 34.0%	--	--	--
Months Supply of Inventory	4.5	2.6	- 42.2%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



MARKET METRICS

JANUARY 2018

Summit County

LIV | Sotheby's
INTERNATIONAL REALTY

SUMMIT COUNTY | SAR MLS

YEAR-TO-DATE

January	2018	2017	% Change
Total Sales Volume	\$79,349,652	\$79,349,347	0%
Properties Sold	107	113	-5%
Average Sold Price	\$741,586	\$702,207	6%
Average Price per Square Foot	\$470	\$440	7%
Average Days on Market	45	79	-43%
Highest Price	\$3,175,000	\$4,060,000	-22%
Average List Price	\$758,205	\$729,306	4%
New Listings	119	102	17%

LAST 12 MONTHS - YEAR OVER YEAR

February - January	2018	2017	% Change
Total Sales Volume	\$1,381,844,298	\$1,148,113,127	20%
Properties Sold	1,967	1,888	4%
Average Sold Price	\$702,514	\$607,883	16%
Average Price per Square Foot	\$433	\$380	14%
Average Days on Market	60	78	-23%
Highest Price	\$6,100,000	\$5,675,000	7%
Average List Price	\$723,306	\$627,414	15%
New Listings	2,233	2,189	2%

SUMMIT COUNTY \$1M+ | SAR MLS

YEAR-TO-DATE

January	2018	2017	% Change
Total Sales Volume	\$31,797,517	\$39,835,700	-20%
Listings Sold	21	23	-9%
Average Sold Price	\$1,514,167	\$1,731,987	-13%
Average Price per Square Foot	\$457	\$532	-14%
Average Days on Market	97	134	-28%
Highest Price	\$3,175,000	\$4,060,000	-22%
Average List Price	\$1,562,642	\$1,824,035	-14%
New Listings	33	21	57%

LAST 12 MONTHS - YEAR OVER YEAR

February - January	2018	2017	% Change
Total Sales Volume	\$534,113,609	\$386,025,052	38%
Listings Sold	333	243	37%
Average Price	\$1,603,945	\$1,588,580	1%
Average Price per Square Foot	\$464	\$444	5%
Average Days on Market	145	152	-5%
Highest Price	\$6,100,000	\$5,675,000	7%
Average List Price	\$1,680,930	\$1,663,583	1%
New Listings	455	412	10%

Based on sales in Summit County. Based on information from SAR MLS. This representation is based in whole or in part on data supplied by SAR MLS. SAR MLS does not guarantee nor is in any way responsible for its accuracy. Data maintained by SAR MLS may not reflect all real estate activity in the market.