

Local Market Update for March 2018

A Research Tool Provided by the Colorado Association of REALTORS®



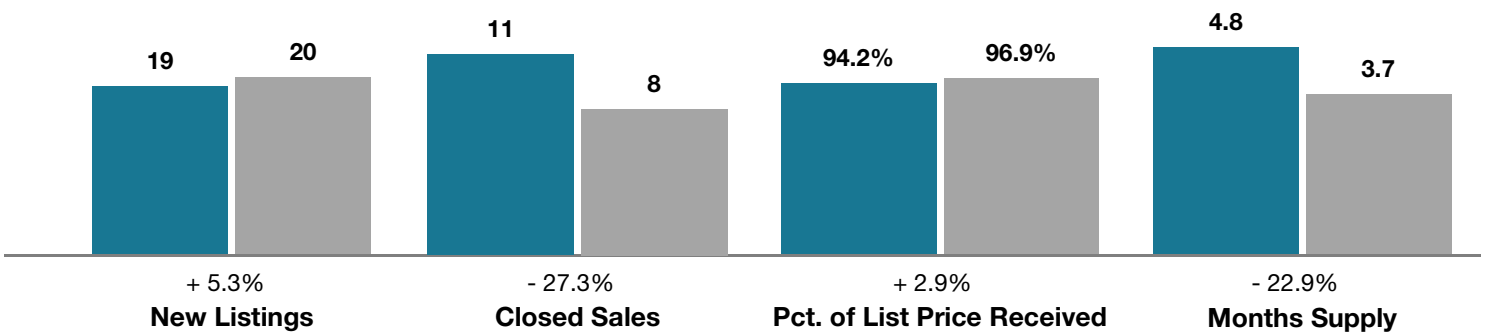
Salida

| 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 | 19 | 20 | + 5.3% | 39 | 67 | + 71.8% |
| Closed Sales | 11 | 8 | - 27.3% | 33 | 38 | + 15.2% |
| Median Sales Price* | \$424,600 | \$364,500 | - 14.2% | \$380,000 | \$367,000 | - 3.4% |
| Average Sales Price* | \$454,373 | \$419,563 | - 7.7% | \$416,715 | \$388,382 | - 6.8% |
| Percent of List Price Received* | 94.2% | 96.9% | + 2.9% | 95.4% | 97.0% | + 1.7% |
| Days on Market Until Sale | 94 | 137 | + 45.7% | 112 | 105 | - 6.3% |
| Inventory of Homes for Sale | 78 | 58 | - 25.6% | -- | -- | -- |
| Months Supply of Inventory | 4.8 | 3.7 | - 22.9% | -- | -- | -- |

* 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

■ 2017 ■ 2018



Historical Median Sales Price Rolling 12-Month Calculation

Entire MLS —
Salida —

