

SILT, CO 81652

Report for the week of 5-4-2018

- Current Real Estate Market Conditions for Single-Family Homes
- Trends in Pricing
- Current Levels of Supply and Demand
- Value Metrics

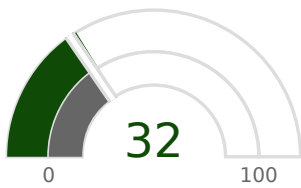
Presented by Priscilla Prohl-Cooper
Title Company of the Rockies
970-366-4111
pprohl-cooper@titlecorockies.com

This week the median list price for Silt, CO 81652 is \$439,000 with the market action index hovering around 32. This is about the same as last month's market action index of 32. Inventory has held steady at or around 29.

MARKET ACTION INDEX

The Market Action Index answers the question "How's the Market?" by measuring the current rate of sale versus the amount of the inventory. Index above 30 implies Seller's Market conditions. Below 30, conditions favor the buyer.

- Today
- Last Month



Slight Seller's Advantage

Market appears to have begun to cool. As we're still notably in a Seller's market, prices have not yet adjusted. If the market continues to cool, then expect prices to follow lower. It may take a few more weeks of slack demand for prices to reflect and begin to fall. Expect this condition if the index falls to the Buyer's zone.

MARKET SEGMENTS

Each segment below represents approximately 25% of the market ordered by price.

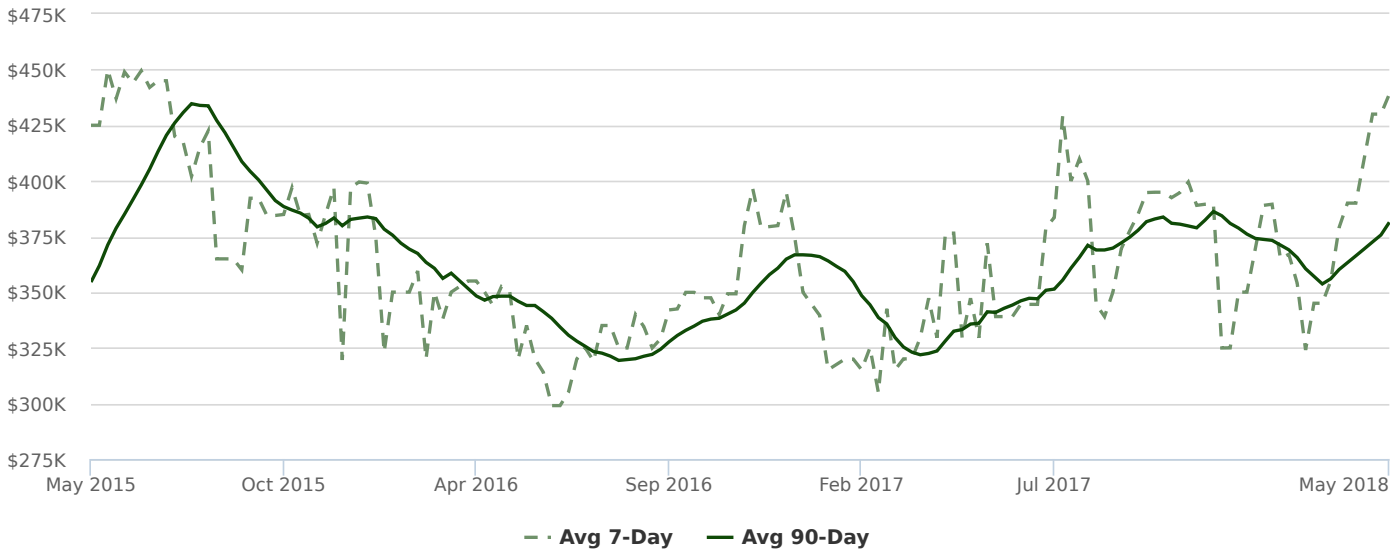
Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$850,000	3,228	5 - 10 acres	4	3	19	1	0	173
\$475,000	2,591	5 - 10 acres	4	2	18	1	0	83
\$385,000	2,112	8,000 - 10,000 sqft	3	2	11	0	0	81
\$279,450	1,481	4,500 - 6,500 sqft	3	2	7	0	0	171

REAL-TIME MARKET PROFILE

Median List Price		\$439,000
Per Square Foot		\$188
Days on Market		128
Price Decreased		21%
Price Increased		3%
Relisted		7%
Inventory		29
Median House Rent		\$1,750
Most Expensive		\$1,950,000
Least Expensive		\$229,500
Market Action Index		32
Slight Seller's Advantage		

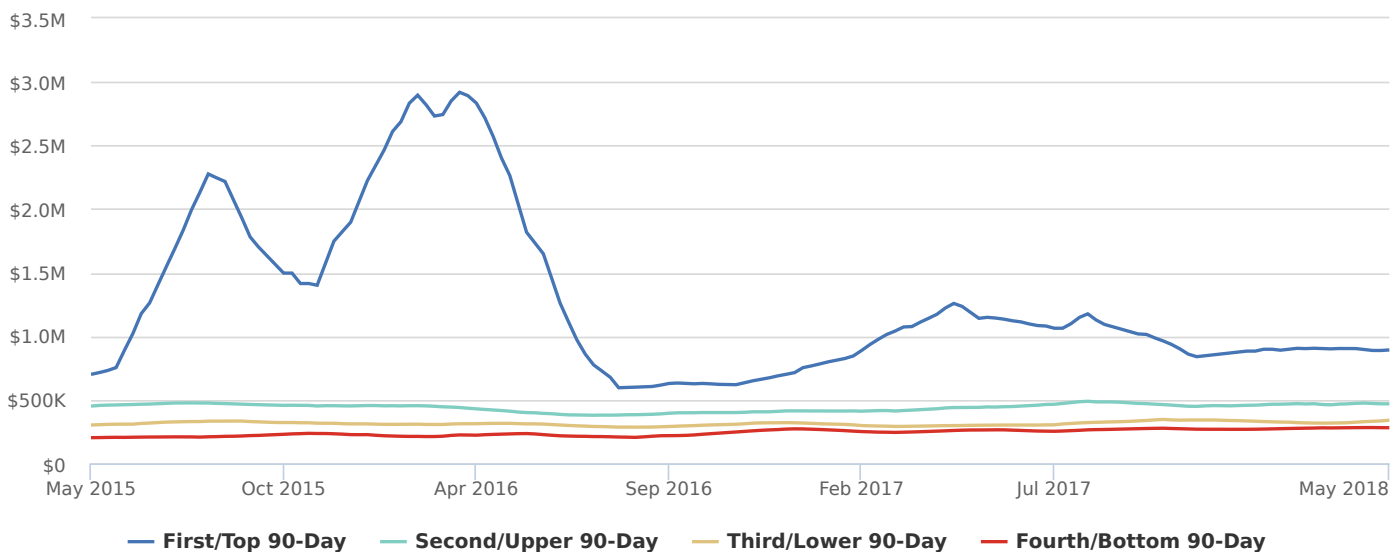
MEDIAN LIST PRICE

The market for this zip code continues its bounce again this week. We're a long way from the market's high point so watch the Market Action Index to predict how long this trend will last.



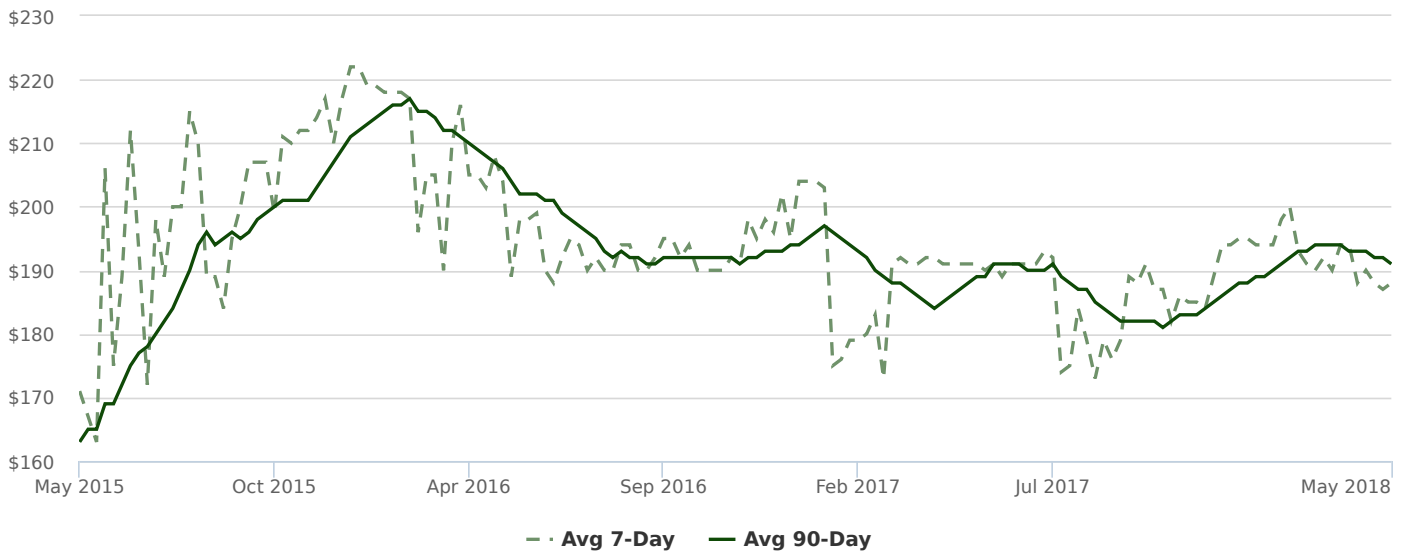
SEGMENTS

In the quartile market segments, we see prices in this zip code generally settled at a plateau, although Quartile 3 is on a bit of an up trend in recent weeks. We'll need to see a persistent shift in the Market Action Index before we see prices across the board move from these levels.



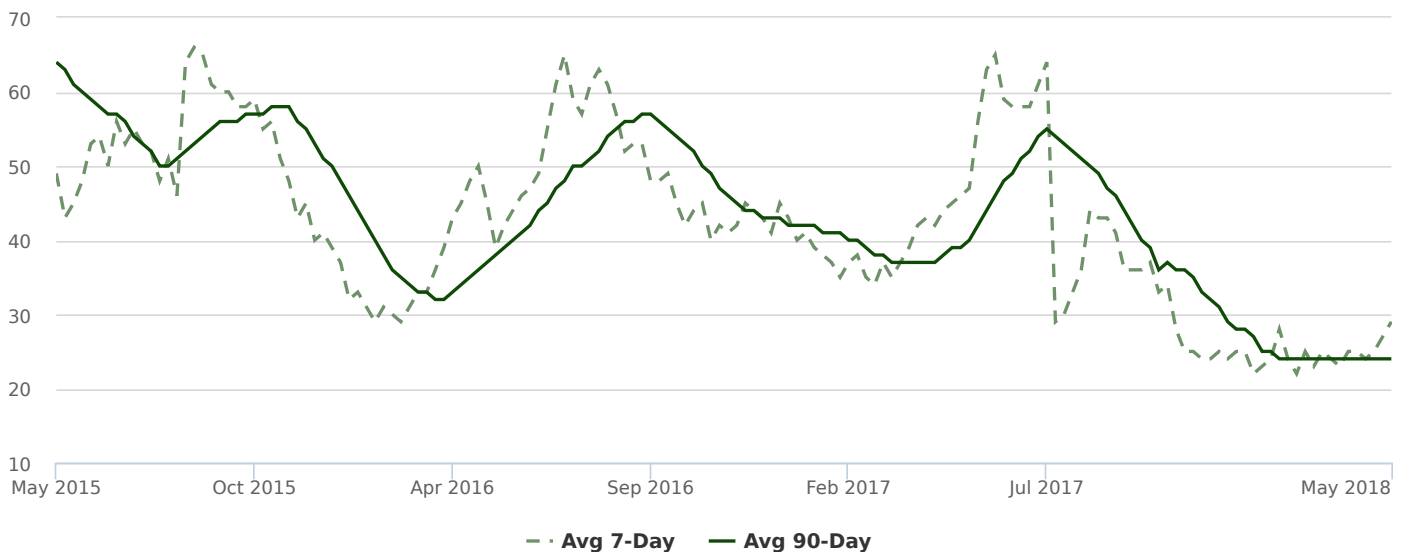
PRICE PER SQUARE FOOT

In a market where prices are rising some, price per square foot is essentially flat. This often implies that new homes coming on the market are pricier, and also larger than older homes. As a result the value one can buy stays the same.



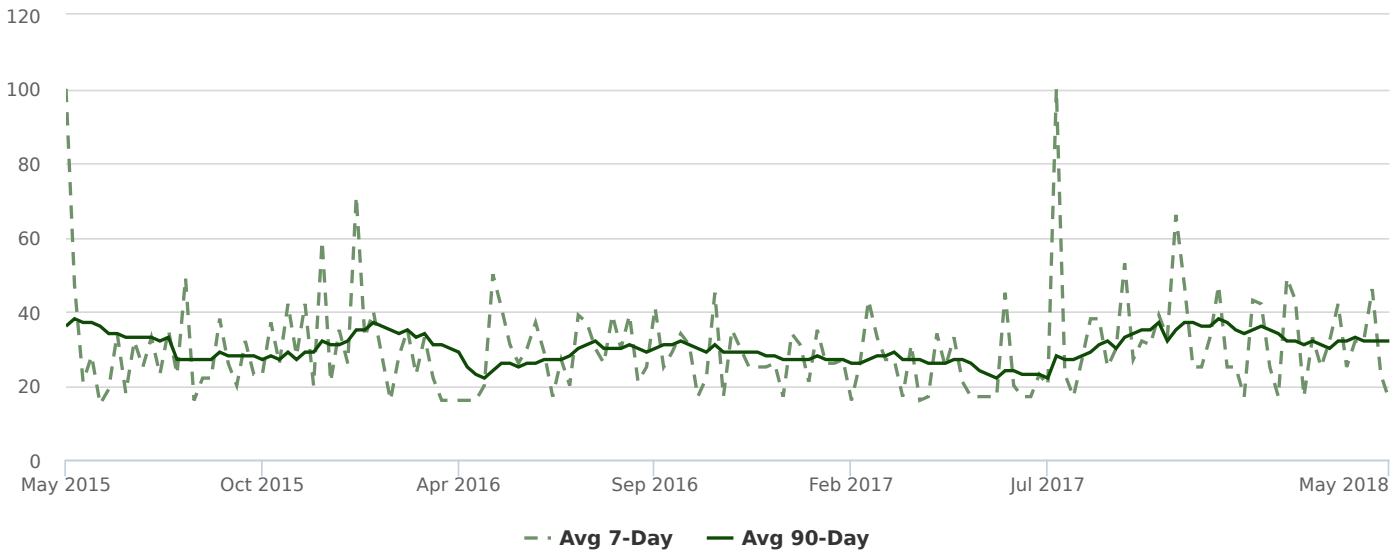
INVENTORY

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.



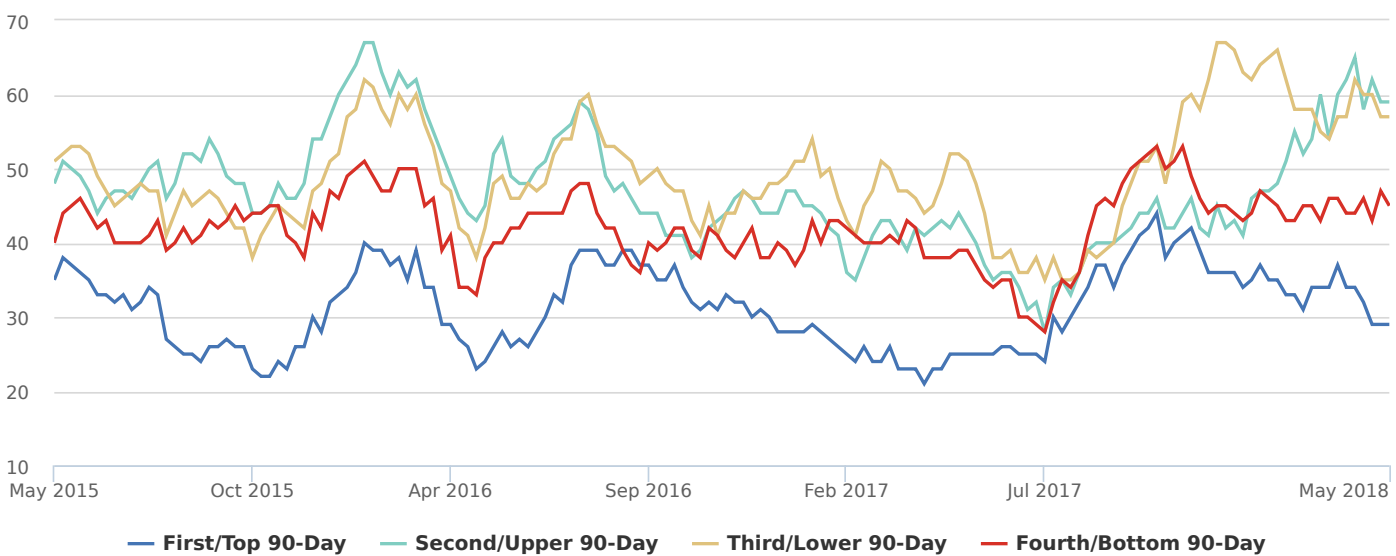
MARKET ACTION INDEX

Market appears to have begun to cool. As we're still notably in a Seller's market, prices have not yet adjusted. If the market continues to cool, then expect prices to follow lower. It may take a few more weeks of slack demand for prices to reflect and begin to fall. Expect this condition if the index falls to the Buyer's zone.



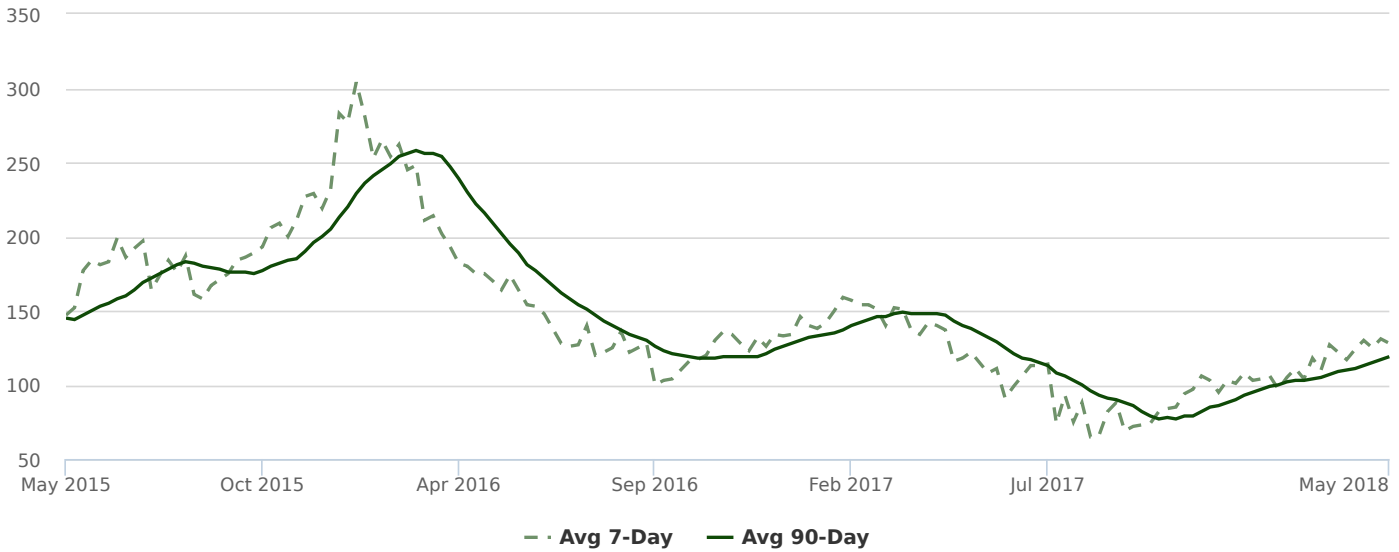
MARKET ACTION SEGMENTS

Three of the four quartiles of this zip code are in the Seller's Market zone with relatively low amounts of inventory given the current levels of demand. It's not uncommon that the premium segment of the market takes longer to sell than the rest of the group.



AVERAGE DAYS ON MARKET (DOM)

The properties have been on the market for an average of 120 days. Half of the listings have come newly on the market in the past 97 or so days. Watch the 90-day DOM trend for signals of a changing market.



SEGMENTS

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.

