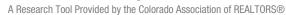
## **Local Market Update for March 2019**





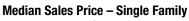
## Monument

| Single Family                   | March     |           |                                      | Year to Date |              |                                      |
|---------------------------------|-----------|-----------|--------------------------------------|--------------|--------------|--------------------------------------|
| Key Metrics                     | 2018      | 2019      | Percent Change<br>from Previous Year | Thru 03-2018 | Thru 03-2019 | Percent Change<br>from Previous Year |
| Inventory of Active Listings    | 43        | 54        | + 25.6%                              |              |              |                                      |
| Under Contract                  | 26        | 27        | + 3.8%                               | 71           | 77           | + 8.5%                               |
| New Listings                    | 33        | 41        | + 24.2%                              | 84           | 93           | + 10.7%                              |
| Sold Listings                   | 35        | 26        | - 25.7%                              | 79           | 54           | - 31.6%                              |
| Days on Market Until Sale       | 43        | 49        | + 14.0%                              | 49           | 51           | + 4.1%                               |
| Median Sales Price*             | \$422,209 | \$504,000 | + 19.4%                              | \$475,000    | \$502,000    | + 5.7%                               |
| Average Sales Price*            | \$486,186 | \$518,279 | + 6.6%                               | \$493,662    | \$512,149    | + 3.7%                               |
| Percent of List Price Received* | 100.2%    | 98.5%     | - 1.7%                               | 99.4%        | 98.5%        | - 0.9%                               |

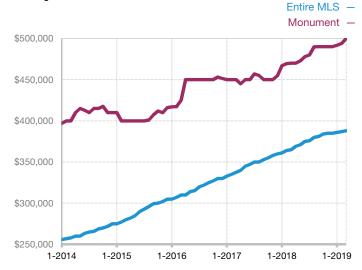
<sup>\*</sup> Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

| Townhouse-Condo                 | March     |           |                                      | Year to Date |              |                                      |
|---------------------------------|-----------|-----------|--------------------------------------|--------------|--------------|--------------------------------------|
| Key Metrics                     | 2018      | 2019      | Percent Change<br>from Previous Year | Thru 03-2018 | Thru 03-2019 | Percent Change<br>from Previous Year |
| Inventory of Active Listings    | 3         | 8         | + 166.7%                             |              |              |                                      |
| Under Contract                  | 1         | 4         | + 300.0%                             | 2            | 9            | + 350.0%                             |
| New Listings                    | 3         | 3         | 0.0%                                 | 5            | 11           | + 120.0%                             |
| Sold Listings                   | 2         | 1         | - 50.0%                              | 2            | 6            | + 200.0%                             |
| Days on Market Until Sale       | 7         | 101       | + 1342.9%                            | 7            | 58           | + 728.6%                             |
| Median Sales Price*             | \$315,000 | \$394,138 | + 25.1%                              | \$315,000    | \$336,569    | + 6.8%                               |
| Average Sales Price*            | \$315,000 | \$394,138 | + 25.1%                              | \$315,000    | \$340,637    | + 8.1%                               |
| Percent of List Price Received* | 101.3%    | 100.0%    | - 1.3%                               | 101.3%       | 99.7%        | - 1.6%                               |

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



Rolling 12-Month Calculation



## Median Sales Price - Townhouse-Condo

Rolling 12-Month Calculation

