

Local Market Update – March 2021

A Research Tool Provided by Northwest Multiple Listing Service®



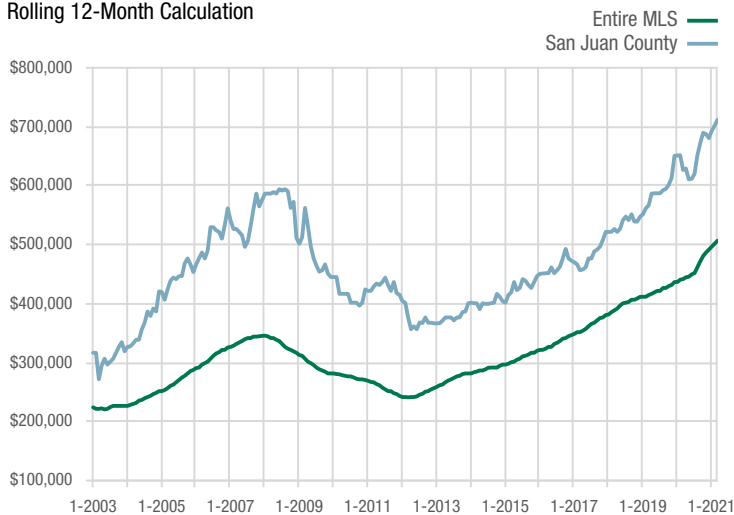
San Juan County

Residential Key Metrics	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
New Listings	40	32	- 20.0%	84	69	- 17.9%
Pending Sales	28	38	+ 35.7%	53	75	+ 41.5%
Closed Sales	20	20	0.0%	47	57	+ 21.3%
Days on Market Until Sale	154	99	- 35.7%	160	85	- 46.9%
Median Sales Price*	\$499,500	\$567,000	+ 13.5%	\$500,000	\$710,000	+ 42.0%
Average Sales Price*	\$895,050	\$777,225	- 13.2%	\$773,274	\$990,408	+ 28.1%
Percent of List Price Received*	96.3%	97.5%	+ 1.2%	94.9%	97.2%	+ 2.4%
Inventory of Homes for Sale	185	55	- 70.3%	—	—	—
Months Supply of Inventory	8.0	1.6	- 80.0%	—	—	—

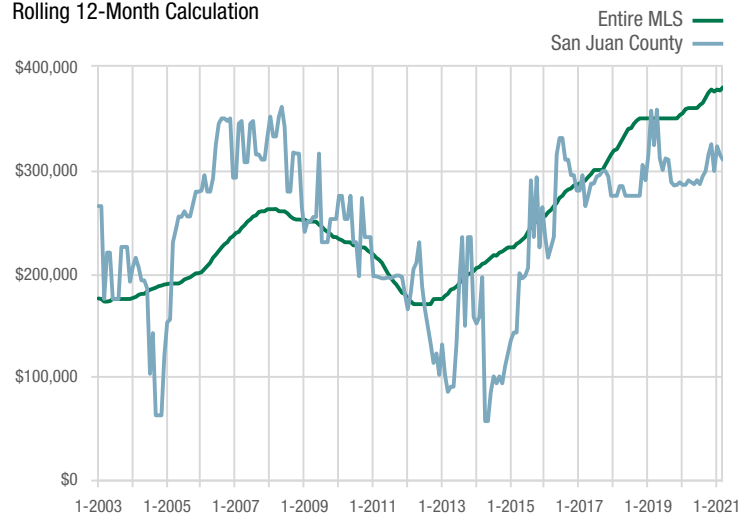
Condo Key Metrics	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
New Listings	3	1	- 66.7%	5	4	- 20.0%
Pending Sales	0	3	—	1	10	+ 900.0%
Closed Sales	1	3	+ 200.0%	3	13	+ 333.3%
Days on Market Until Sale	63	194	+ 207.9%	67	59	- 11.9%
Median Sales Price*	\$374,000	\$310,000	- 17.1%	\$299,000	\$310,000	+ 3.7%
Average Sales Price*	\$374,000	\$317,333	- 15.2%	\$317,333	\$354,946	+ 11.9%
Percent of List Price Received*	97.1%	97.5%	+ 0.4%	99.0%	99.7%	+ 0.7%
Inventory of Homes for Sale	15	3	- 80.0%	—	—	—
Months Supply of Inventory	9.0	0.8	- 91.1%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price Rolling 12-Month Calculation



Median Sales Price - Condo Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.