

Local Market Update – October 2021

A Research Tool Provided by Northwest Multiple Listing Service®



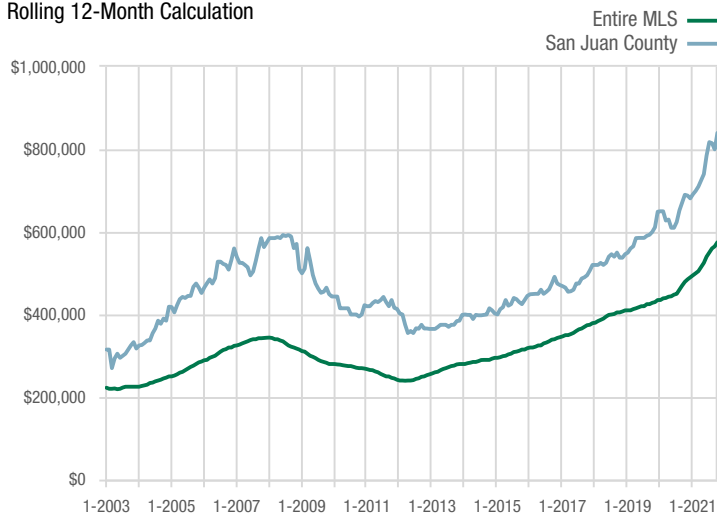
San Juan County

Residential Key Metrics	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	34	23	- 32.4%	348	334	- 4.0%
Pending Sales	43	29	- 32.6%	343	294	- 14.3%
Closed Sales	56	31	- 44.6%	306	280	- 8.5%
Days on Market Until Sale	163	51	- 68.7%	147	64	- 56.5%
Median Sales Price*	\$783,250	\$1,140,000	+ 45.5%	\$678,000	\$857,500	+ 26.5%
Average Sales Price*	\$1,037,829	\$1,329,396	+ 28.1%	\$918,025	\$1,176,751	+ 28.2%
Percent of List Price Received*	96.4%	97.4%	+ 1.0%	96.5%	98.9%	+ 2.5%
Inventory of Homes for Sale	103	65	- 36.9%	—	—	—
Months Supply of Inventory	3.3	2.3	- 30.3%	—	—	—

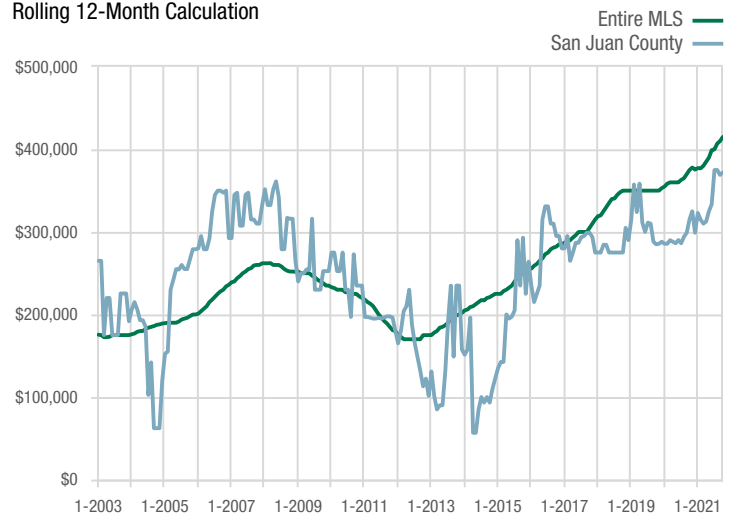
Condo Key Metrics	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	5	3	- 40.0%	34	28	- 17.6%
Pending Sales	6	0	- 100.0%	32	26	- 18.8%
Closed Sales	4	1	- 75.0%	23	34	+ 47.8%
Days on Market Until Sale	105	69	- 34.3%	129	57	- 55.8%
Median Sales Price*	\$285,000	\$332,500	+ 16.7%	\$323,000	\$387,500	+ 20.0%
Average Sales Price*	\$317,250	\$332,500	+ 4.8%	\$392,304	\$446,274	+ 13.8%
Percent of List Price Received*	97.8%	102.3%	+ 4.6%	96.9%	100.5%	+ 3.7%
Inventory of Homes for Sale	5	10	+ 100.0%	—	—	—
Months Supply of Inventory	1.3	3.1	+ 138.5%	—	—	—

* 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.