

Monthly Indicators



January 2020

Percent changes calculated using year-over-year comparisons.

New Listings remained flat for single family homes but decreased 18.5 percent for townhouse condo properties. Pending Sales increased 25.0 percent for single family homes and 17.1 percent for townhouse-condo properties.

The Median Sales Price was down 1.6 percent to \$620,000 for single family homes but increased 64.6 percent to \$872,500 for townhouse-condo properties. Days on Market decreased 6.2 percent for single family homes but increased 46.6 percent for condo properties.

We start off the year with continued low interest rates, low unemployment, and rising rents nationally. These factors should encourage healthy buyer demand and sets us up for a strong start to the 2020 housing market and a lot of optimism for the coming spring market.

Activity Snapshot

+ 10.6% **+ 15.9%** **- 30.8%**

One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties
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Residential real estate activity in the counties of Delta, Eagle, Garfield, Gunnison, Mesa, Moffat and Pitkin composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	1-2019	1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		73	73	0.0%	73	73	0.0%
Pending Sales		60	75	+ 25.0%	60	75	+ 25.0%
Sold Listings		42	46	+ 9.5%	42	46	+ 9.5%
Median Sales Price		\$630,000	\$620,000	- 1.6%	\$630,000	\$620,000	- 1.6%
Avg. Sales Price		\$2,520,392	\$1,209,394	- 52.0%	\$2,520,392	\$1,209,394	- 52.0%
Pct. of List Price Received		97.2%	95.7%	- 1.5%	97.2%	95.7%	- 1.5%
Days on Market		97	91	- 6.2%	97	91	- 6.2%
Affordability Index		54	61	+ 13.0%	54	61	+ 13.0%
Active Listings		651	448	- 31.2%	--	--	--
Months Supply		8.2	5.7	- 30.5%	--	--	--

Townhouse/Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

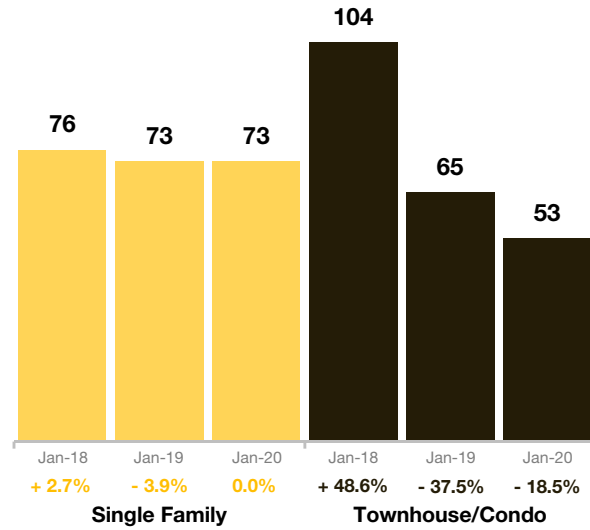


Key Metrics	Historical Sparkbars	1-2019	1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		65	53	- 18.5%	65	53	- 18.5%
Pending Sales		41	48	+ 17.1%	41	48	+ 17.1%
Sold Listings		43	48	+ 11.6%	43	48	+ 11.6%
Median Sales Price		\$530,000	\$872,500	+ 64.6%	\$530,000	\$872,500	+ 64.6%
Avg. Sales Price		\$1,303,030	\$2,035,392	+ 56.2%	\$1,303,030	\$2,035,392	+ 56.2%
Pct. of List Price Received		96.9%	95.4%	- 1.5%	96.9%	95.4%	- 1.5%
Days on Market		118	173	+ 46.6%	118	173	+ 46.6%
Affordability Index		72	50	- 30.6%	72	50	- 30.6%
Active Listings		450	314	- 30.2%	--	--	--
Months Supply		8.3	5.5	- 33.7%	--	--	--

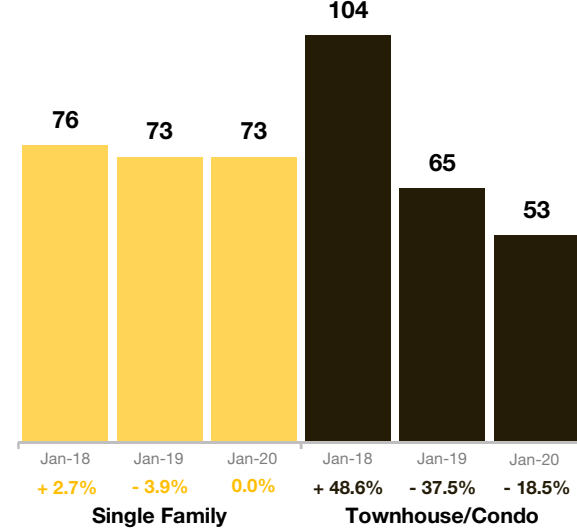
New Listings



January

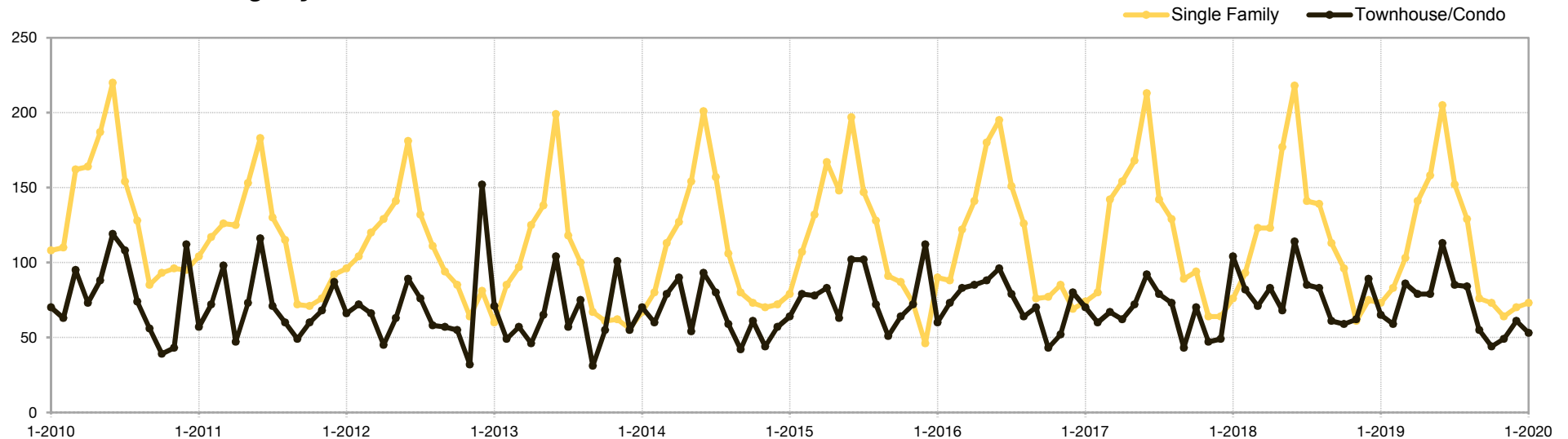


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	83	-10.8%	59	-28.0%
Mar-2019	103	-16.3%	86	+21.1%
Apr-2019	141	+14.6%	79	-4.8%
May-2019	158	-10.7%	79	+16.2%
Jun-2019	205	-6.0%	113	-0.9%
Jul-2019	152	+7.8%	85	0.0%
Aug-2019	129	-7.2%	84	+1.2%
Sep-2019	76	-32.7%	55	-9.8%
Oct-2019	73	-24.0%	44	-25.4%
Nov-2019	64	+4.9%	49	-21.0%
Dec-2019	70	-6.7%	61	-31.5%
Jan-2020	73	0.0%	53	-18.5%

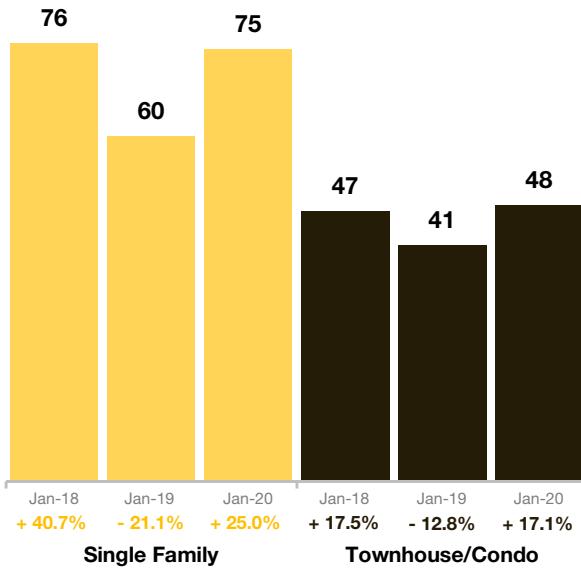
Historical New Listings by Month



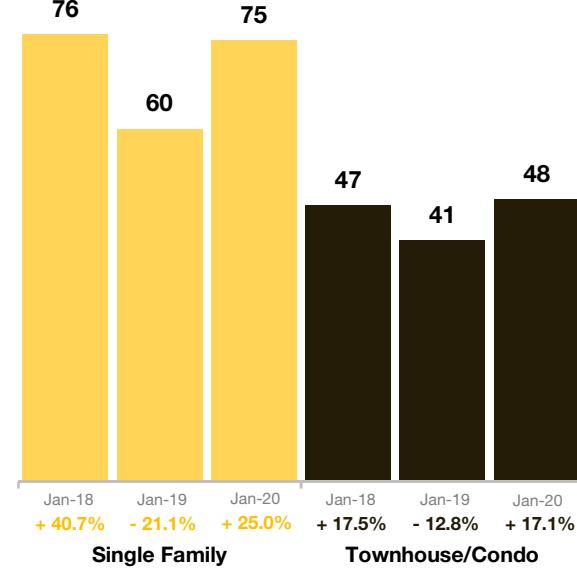
Pending Sales



January

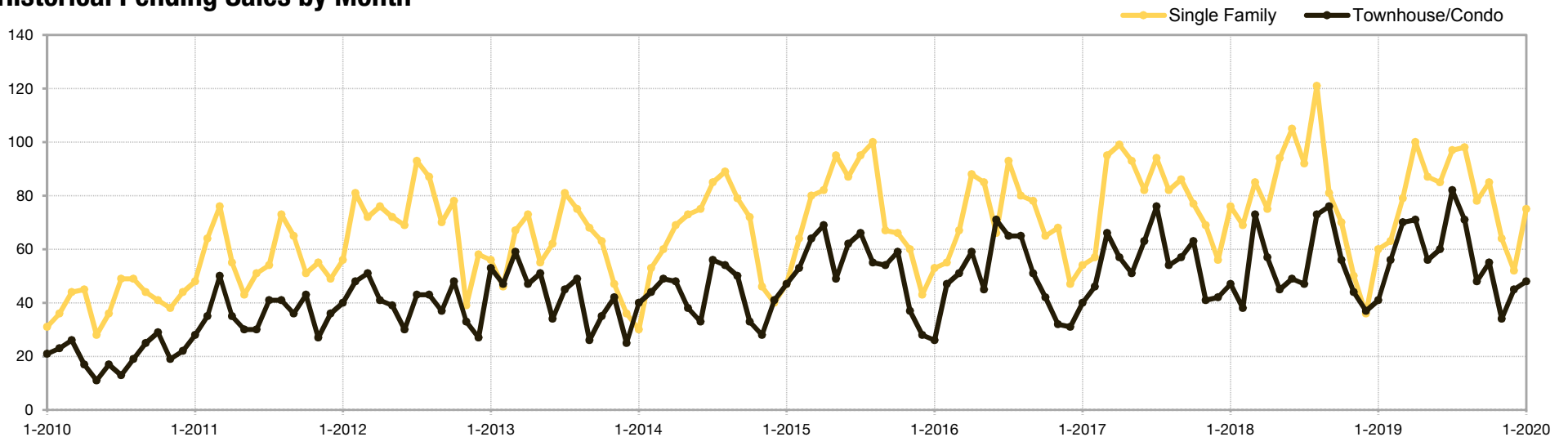


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	63	-8.7%	56	+47.4%
Mar-2019	79	-7.1%	70	-4.1%
Apr-2019	100	+33.3%	71	+24.6%
May-2019	87	-7.4%	56	+24.4%
Jun-2019	85	-19.0%	60	+22.4%
Jul-2019	97	+5.4%	82	+74.5%
Aug-2019	98	-19.0%	71	-2.7%
Sep-2019	78	-3.7%	48	-36.8%
Oct-2019	85	+21.4%	55	-1.8%
Nov-2019	64	+28.0%	34	-22.7%
Dec-2019	52	+44.4%	45	+21.6%
Jan-2020	75	+25.0%	48	+17.1%

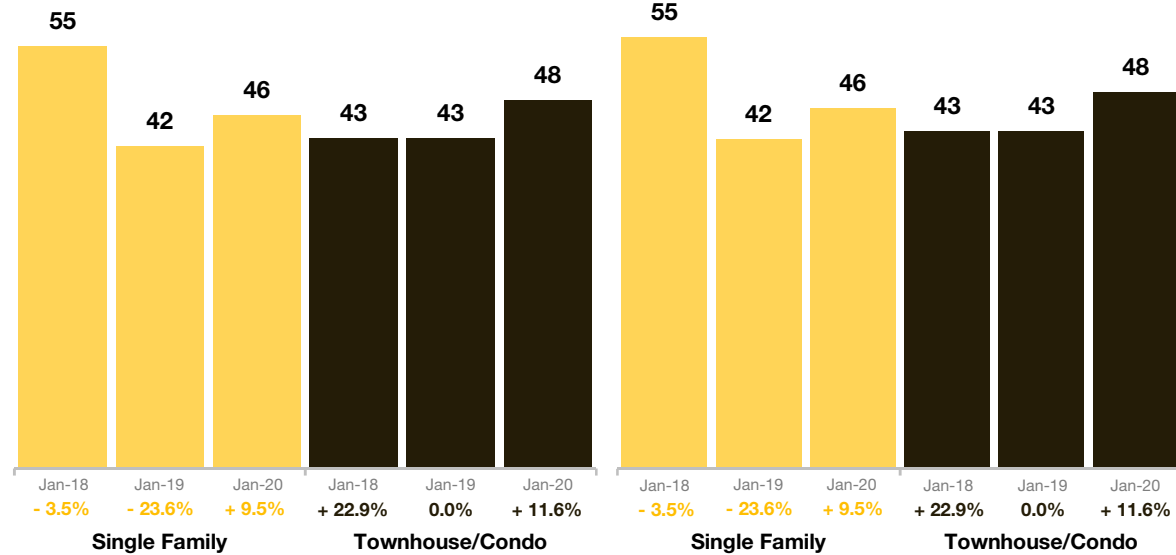
Historical Pending Sales by Month



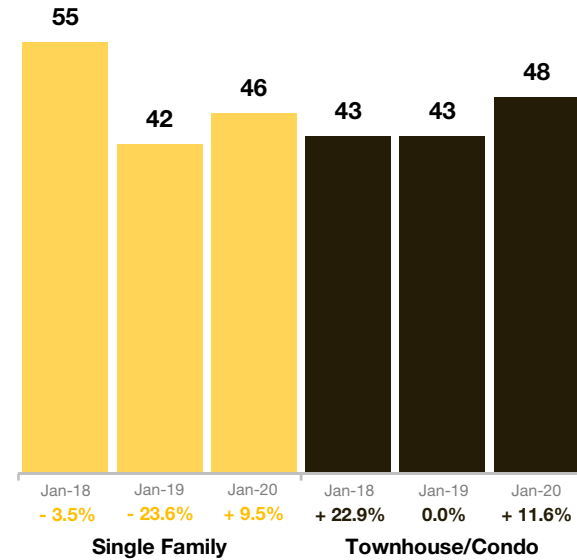
Sold Listings



January

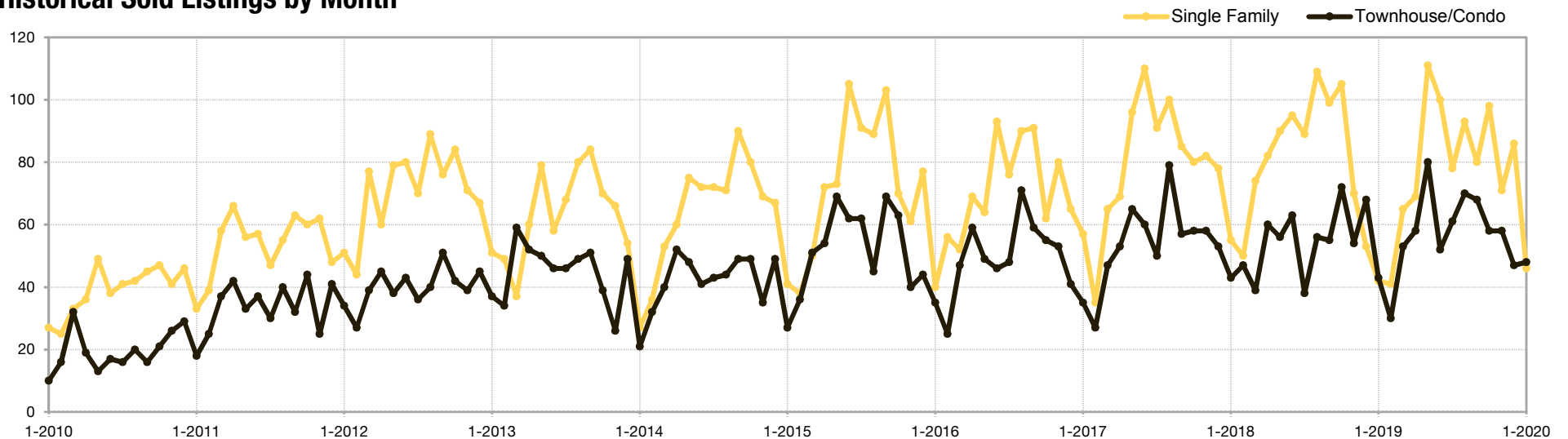


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	41	-18.0%	30	-36.2%
Mar-2019	65	-12.2%	53	+35.9%
Apr-2019	69	-15.9%	58	-3.3%
May-2019	111	+23.3%	80	+42.9%
Jun-2019	100	+5.3%	52	-17.5%
Jul-2019	78	-12.4%	61	+60.5%
Aug-2019	93	-14.7%	70	+25.0%
Sep-2019	80	-19.2%	68	+23.6%
Oct-2019	98	-6.7%	58	-19.4%
Nov-2019	71	+1.4%	58	+7.4%
Dec-2019	86	+62.3%	47	-30.9%
Jan-2020	46	+9.5%	48	+11.6%

Historical Sold Listings by Month

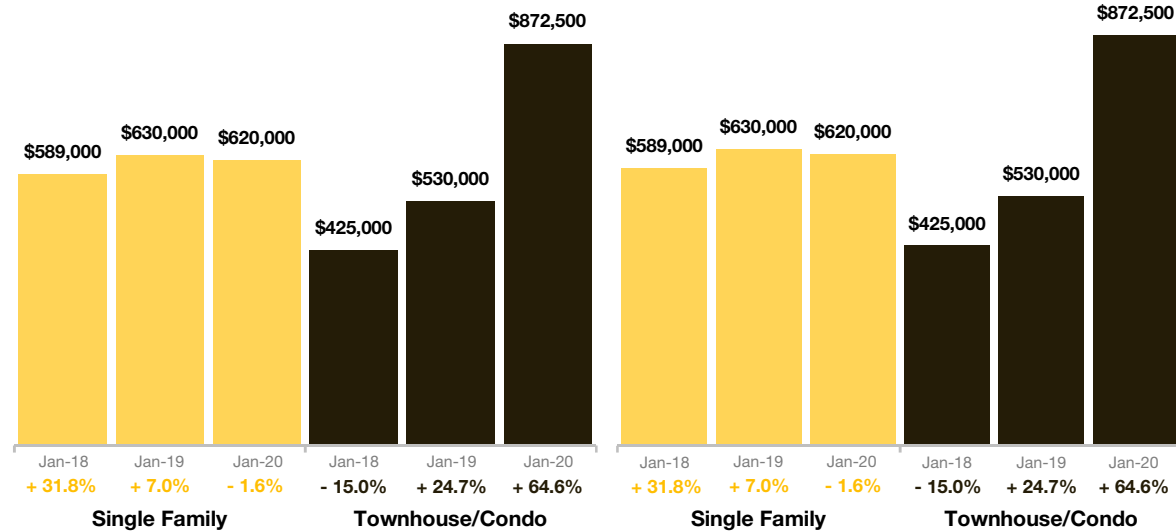


Median Sales Price



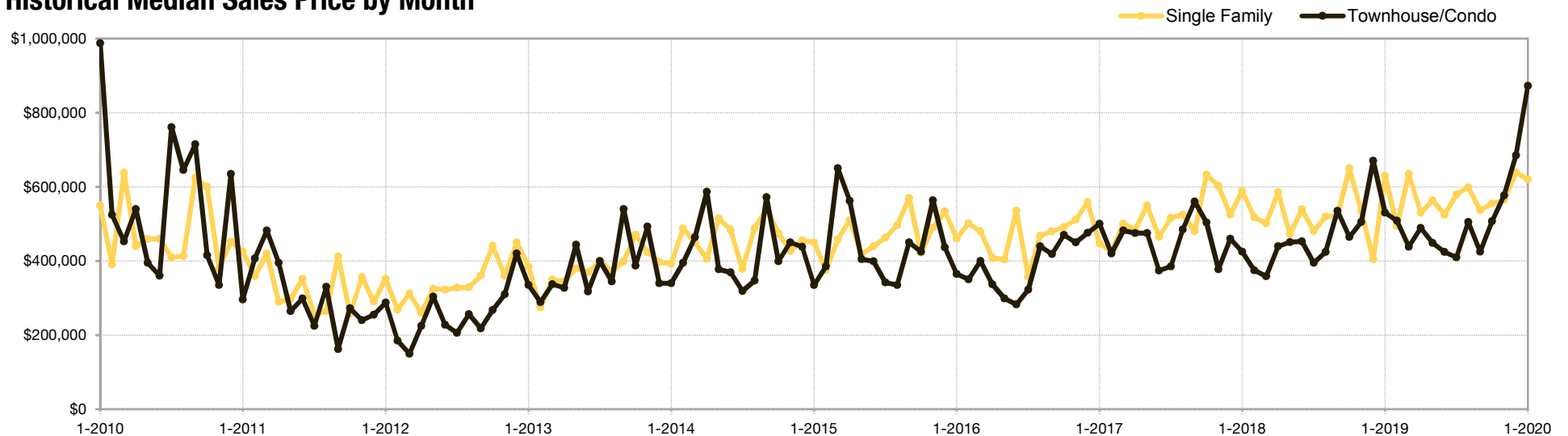
January

Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	\$495,000	-4.3%	\$508,750	+35.7%
Mar-2019	\$635,000	+26.6%	\$438,000	+22.0%
Apr-2019	\$530,000	-9.4%	\$489,375	+11.2%
May-2019	\$563,000	+19.2%	\$448,750	-0.5%
Jun-2019	\$525,000	-2.6%	\$424,500	-6.3%
Jul-2019	\$579,000	+20.4%	\$410,000	+3.8%
Aug-2019	\$598,700	+15.2%	\$505,000	+19.0%
Sep-2019	\$537,000	+2.8%	\$425,000	-20.6%
Oct-2019	\$555,000	-14.6%	\$507,500	+9.1%
Nov-2019	\$565,000	+5.6%	\$577,000	+14.3%
Dec-2019	\$638,907	+57.8%	\$685,000	+2.2%
Jan-2020	\$620,000	-1.6%	\$872,500	+64.6%

Historical Median Sales Price by Month

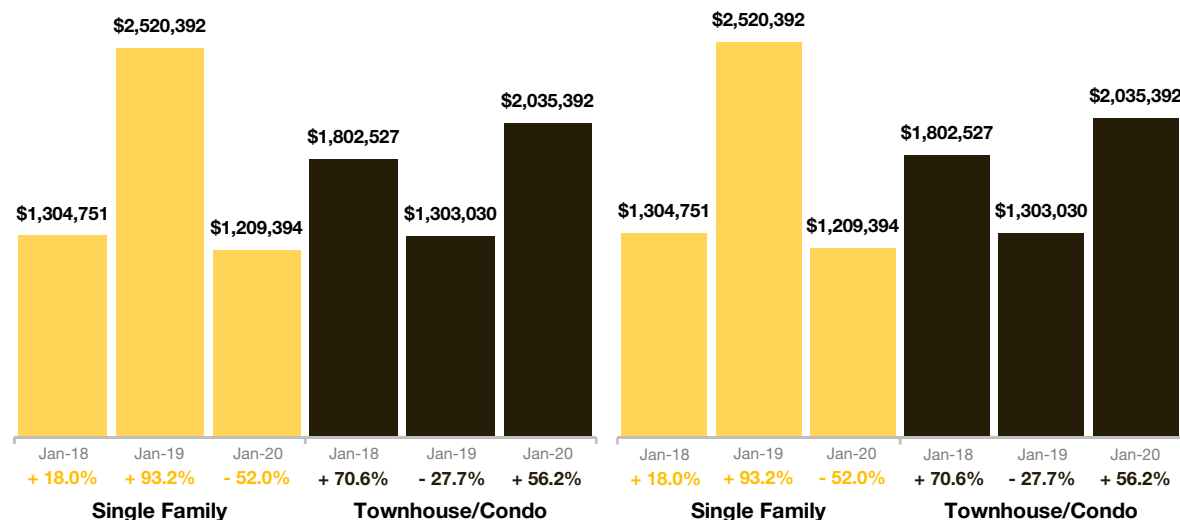


Average Sales Price



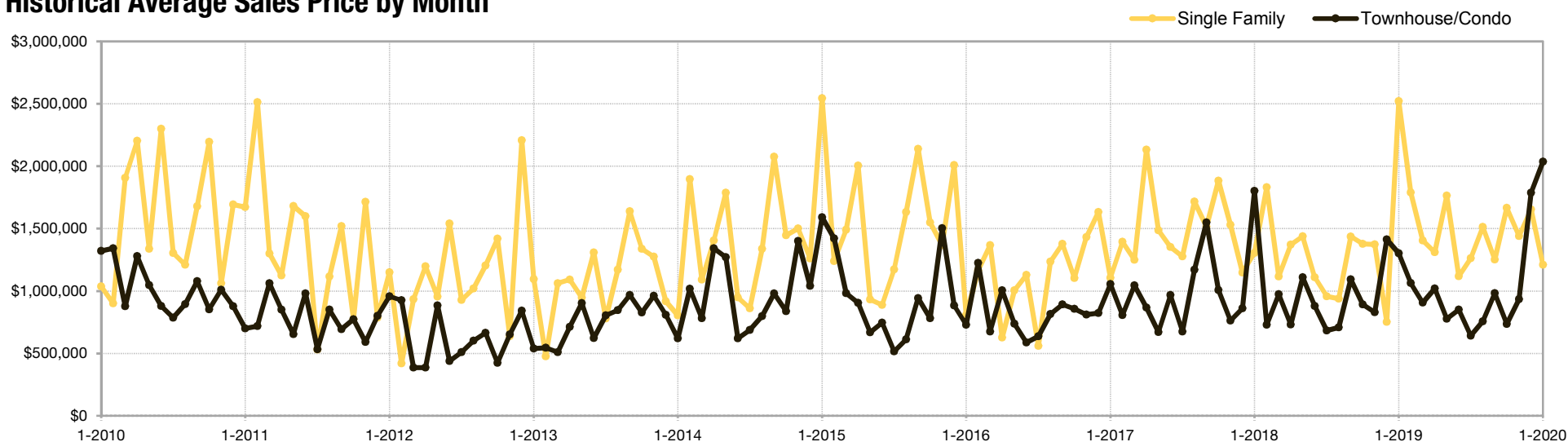
January

Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	\$1,788,440	-2.3%	\$1,064,910	+46.2%
Mar-2019	\$1,403,890	+25.9%	\$907,781	-6.8%
Apr-2019	\$1,309,917	-4.4%	\$1,019,209	+39.3%
May-2019	\$1,763,380	+22.6%	\$777,774	-29.9%
Jun-2019	\$1,118,849	+0.9%	\$849,594	-3.3%
Jul-2019	\$1,262,136	+31.7%	\$641,717	-6.2%
Aug-2019	\$1,512,929	+61.0%	\$757,178	+6.8%
Sep-2019	\$1,251,933	-12.8%	\$981,859	-10.3%
Oct-2019	\$1,665,361	+20.9%	\$736,414	-17.5%
Nov-2019	\$1,441,123	+4.9%	\$934,145	+12.5%
Dec-2019	\$1,652,783	+119.8%	\$1,786,442	+26.5%
Jan-2020	\$1,209,394	-52.0%	\$2,035,392	+56.2%

Historical Average Sales Price by Month

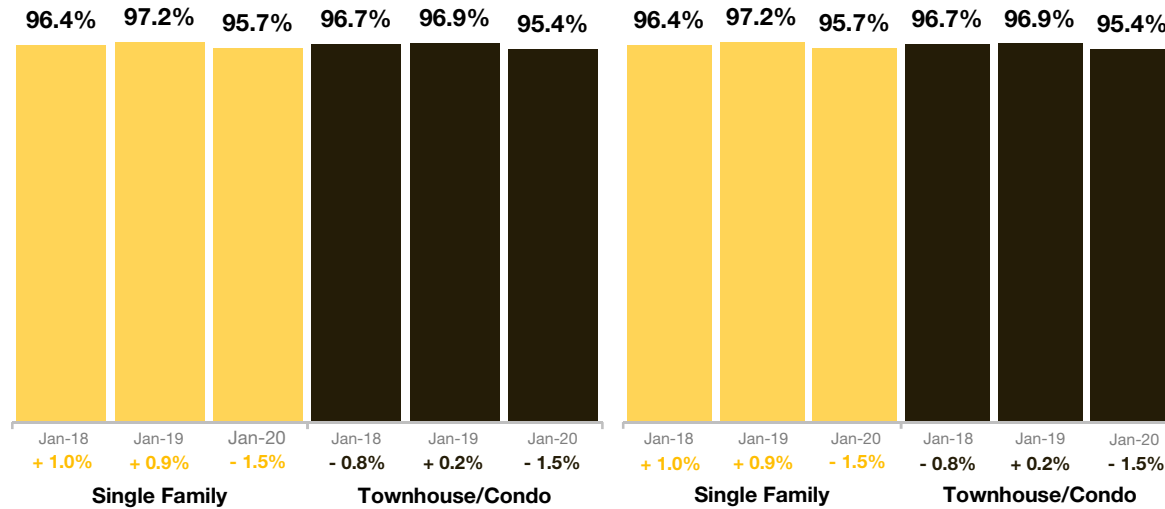


Percent of List Price Received



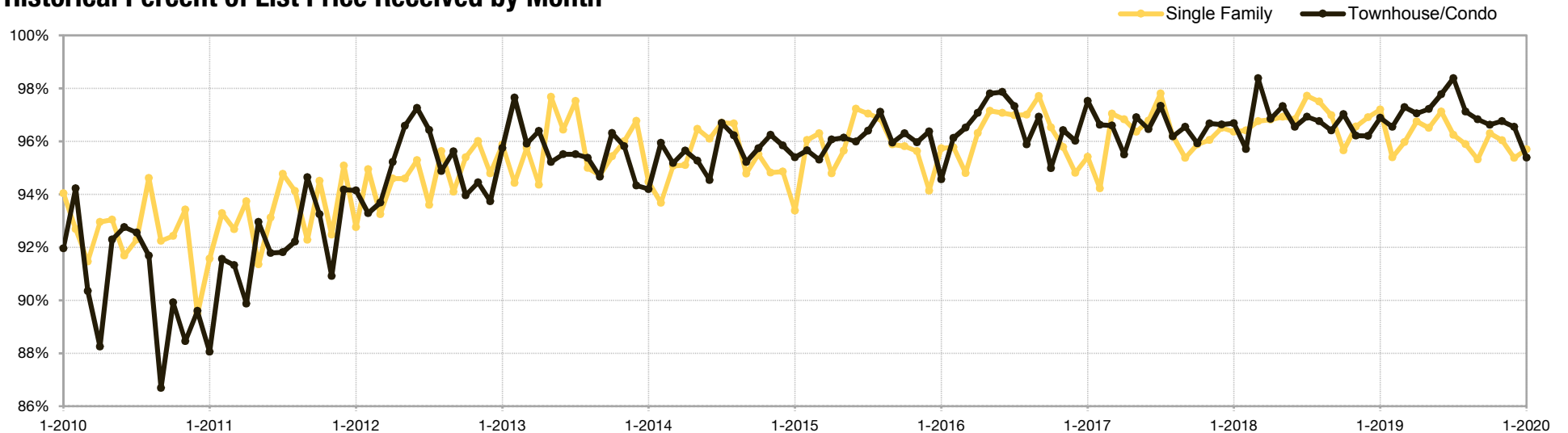
January

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	95.4%	-1.0%	96.5%	+0.8%
Mar-2019	96.0%	-0.8%	97.3%	-1.1%
Apr-2019	96.7%	-0.1%	97.0%	+0.1%
May-2019	96.5%	-0.4%	97.2%	-0.1%
Jun-2019	97.1%	+0.3%	97.8%	+1.3%
Jul-2019	96.2%	-1.5%	98.4%	+1.5%
Aug-2019	95.9%	-1.6%	97.1%	+0.3%
Sep-2019	95.3%	-1.8%	96.8%	+0.4%
Oct-2019	96.3%	+0.6%	96.6%	-0.4%
Nov-2019	96.0%	-0.6%	96.8%	+0.6%
Dec-2019	95.4%	-1.5%	96.5%	+0.3%
Jan-2020	95.7%	-1.5%	95.4%	-1.5%

Historical Percent of List Price Received by Month

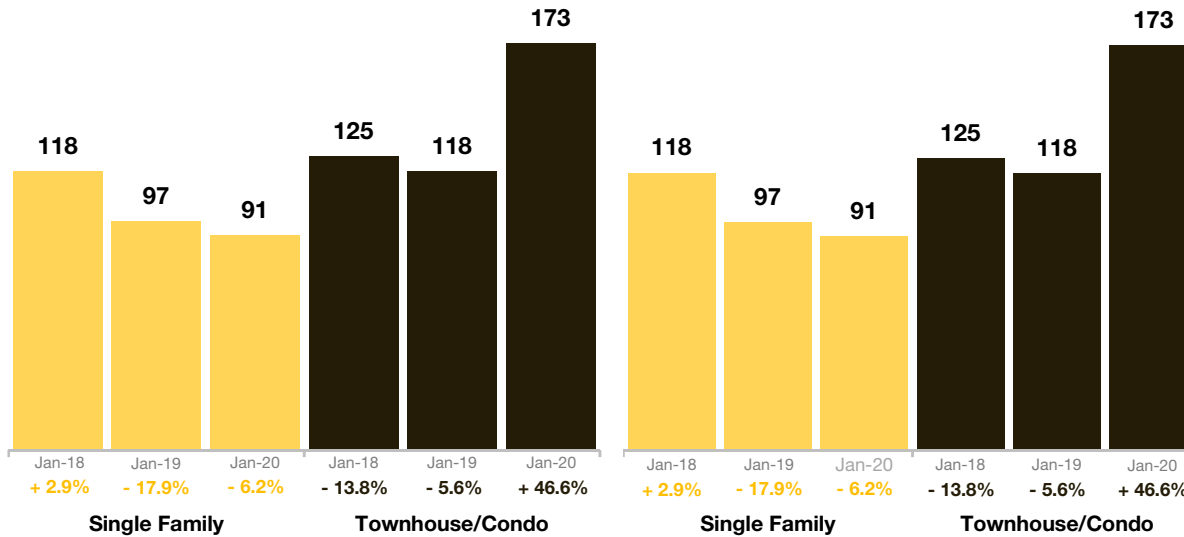


Days on Market Until Sale



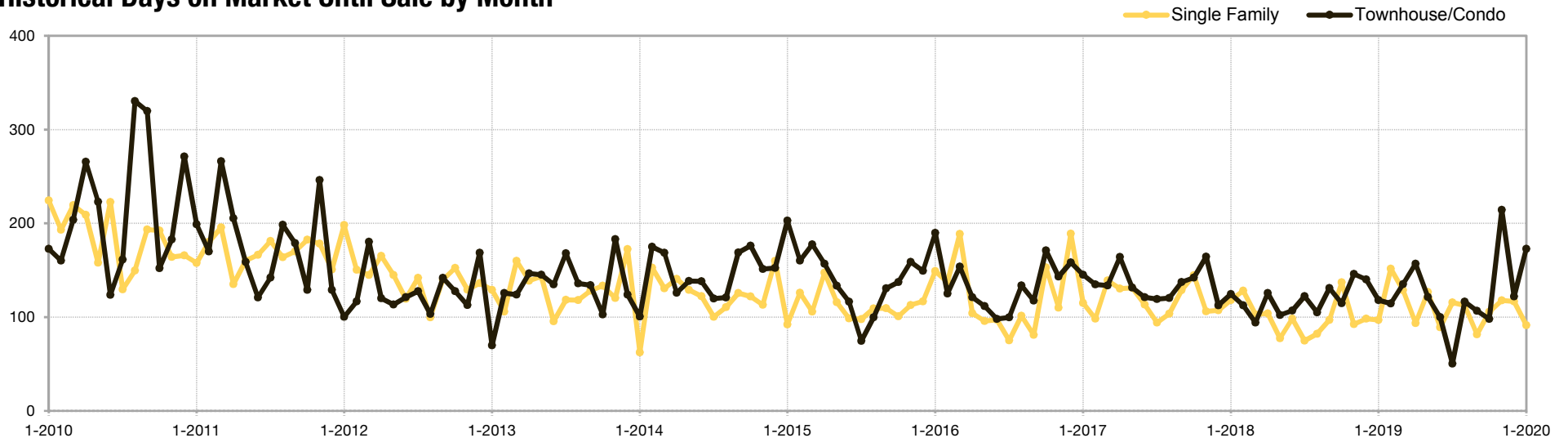
January

Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	152	+18.8%	115	+2.7%
Mar-2019	129	+25.2%	135	+43.6%
Apr-2019	94	-9.6%	157	+24.6%
May-2019	127	+64.9%	121	+18.6%
Jun-2019	89	-9.2%	100	-6.5%
Jul-2019	116	+54.7%	51	-58.2%
Aug-2019	113	+37.8%	117	+11.4%
Sep-2019	82	-15.5%	107	-18.3%
Oct-2019	106	-22.6%	98	-14.8%
Nov-2019	118	+26.9%	214	+46.6%
Dec-2019	117	+19.4%	122	-12.9%
Jan-2020	91	-6.2%	173	+46.6%

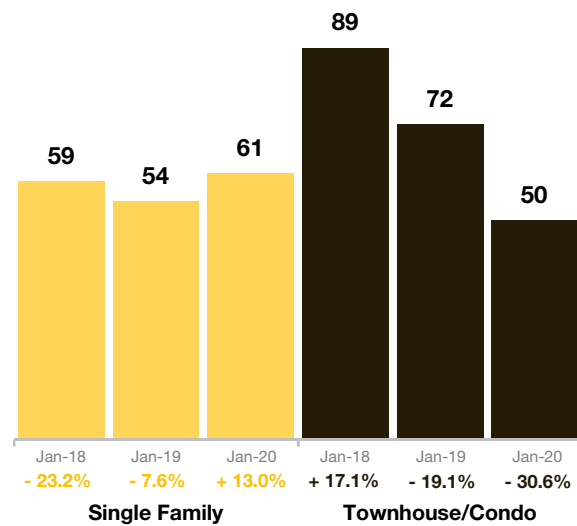
Historical Days on Market Until Sale by Month



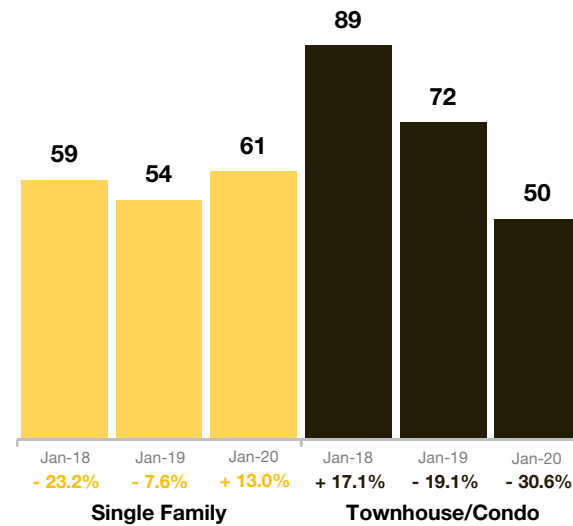
Housing Affordability Index



January

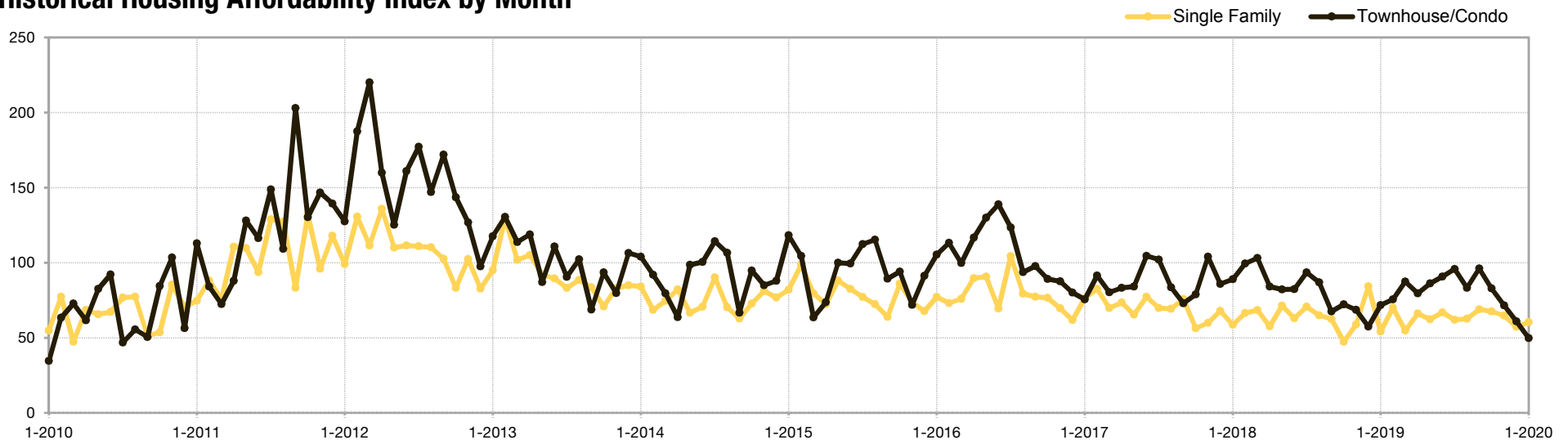


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	70	+4.5%	76	-24.0%
Mar-2019	55	-19.1%	87	-15.5%
Apr-2019	66	+13.8%	80	-4.8%
May-2019	62	-12.7%	86	+4.9%
Jun-2019	67	+6.3%	91	+11.0%
Jul-2019	62	-12.7%	96	+2.1%
Aug-2019	63	-3.1%	83	-4.6%
Sep-2019	69	+11.3%	96	+41.2%
Oct-2019	68	+44.7%	83	+15.3%
Nov-2019	65	+10.2%	72	+4.3%
Dec-2019	57	-32.1%	61	+7.0%
Jan-2020	61	+13.0%	50	-30.6%

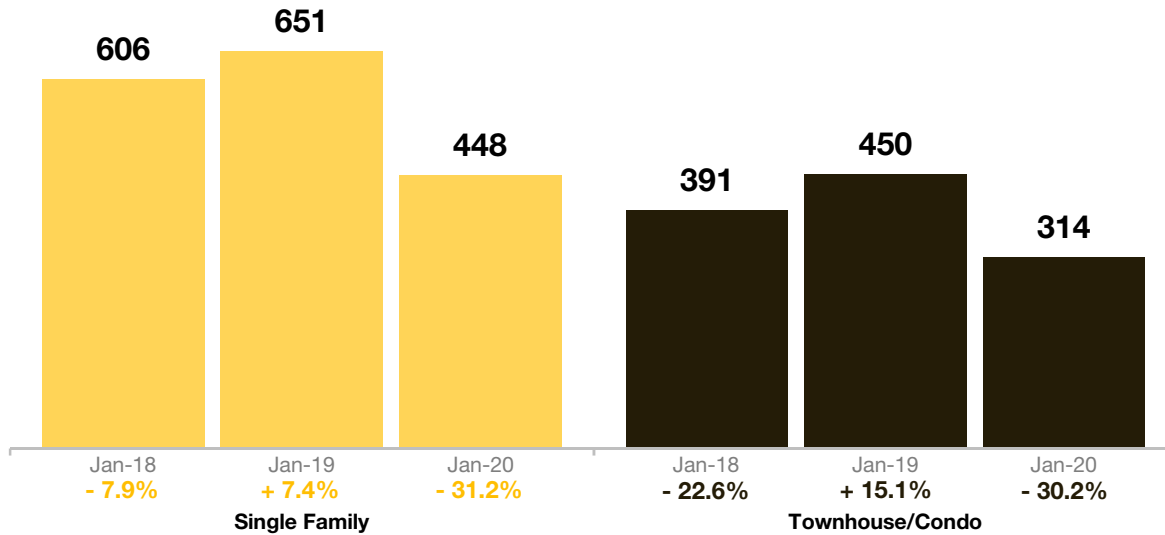
Historical Housing Affordability Index by Month



Inventory of Active Listings

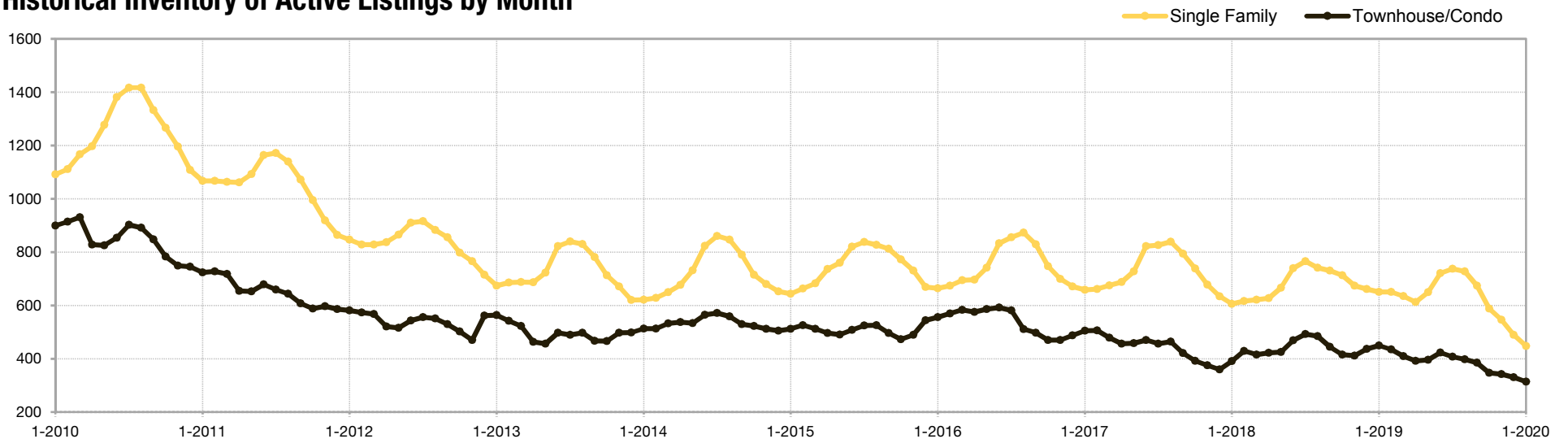


January



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	651	+5.7%	435	+1.4%
Mar-2019	635	+2.3%	410	-1.2%
Apr-2019	613	-2.2%	392	-7.1%
May-2019	650	-2.4%	396	-6.8%
Jun-2019	721	-2.4%	423	-9.8%
Jul-2019	737	-3.8%	408	-17.2%
Aug-2019	728	-1.8%	398	-17.9%
Sep-2019	674	-7.8%	385	-13.5%
Oct-2019	588	-17.5%	347	-16.4%
Nov-2019	546	-19.0%	342	-17.0%
Dec-2019	490	-25.9%	331	-24.3%
Jan-2020	448	-31.2%	314	-30.2%

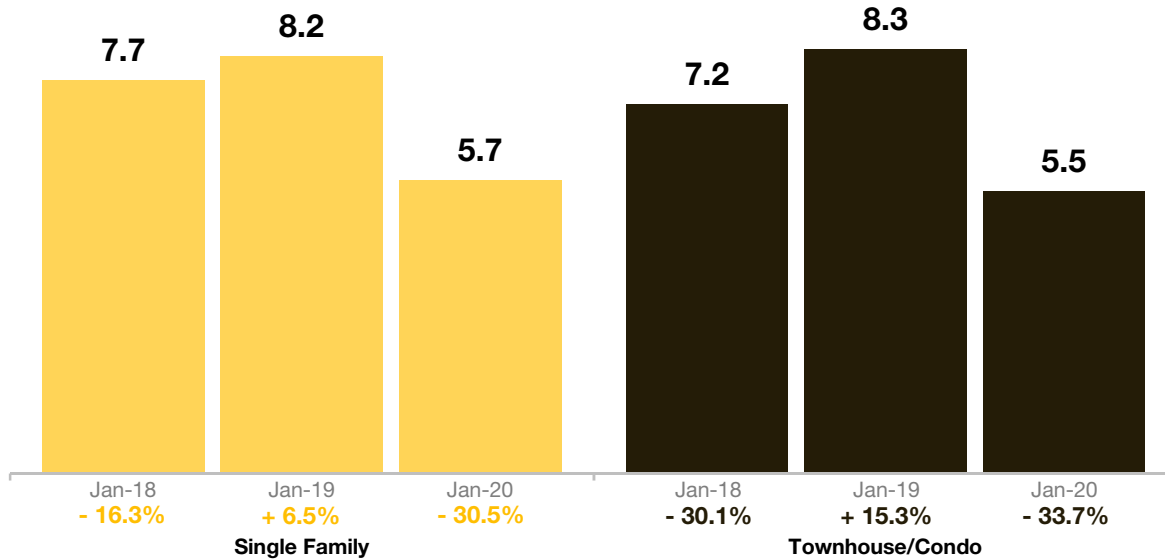
Historical Inventory of Active Listings by Month



Months Supply of Inventory

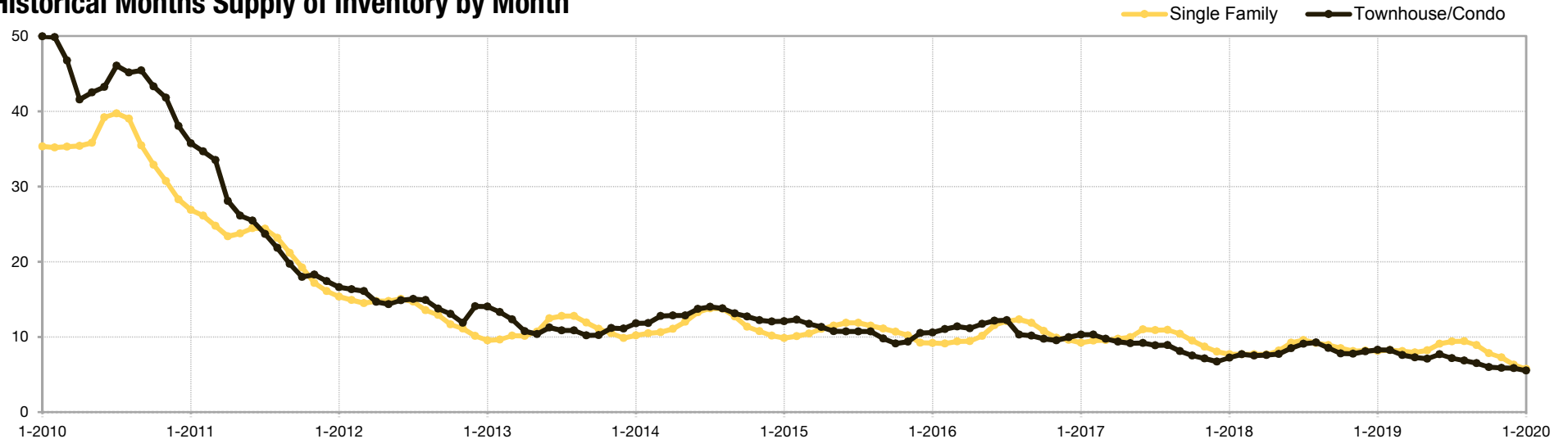


January



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	8.2	+6.5%	8.2	+6.5%
Mar-2019	8.1	+5.2%	7.6	+1.3%
Apr-2019	7.9	+2.6%	7.3	-3.9%
May-2019	8.2	0.0%	7.1	-7.8%
Jun-2019	9.1	-1.1%	7.7	-9.4%
Jul-2019	9.4	-2.1%	7.2	-20.9%
Aug-2019	9.4	+2.2%	6.9	-25.8%
Sep-2019	8.9	0.0%	6.5	-23.5%
Oct-2019	7.8	-8.2%	6.0	-23.1%
Nov-2019	7.3	-9.9%	5.9	-24.4%
Dec-2019	6.3	-23.2%	5.9	-27.2%
Jan-2020	5.7	-30.5%	5.5	-33.7%

Historical Months Supply of Inventory by Month



Total Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



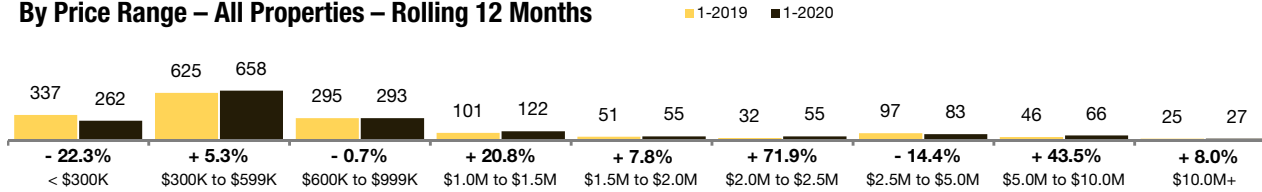
Key Metrics	Historical Sparkbars	1-2019	1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		138	126	- 8.7%	138	126	- 8.7%
Pending Sales		101	123	+ 21.8%	101	123	+ 21.8%
Sold Listings		85	94	+ 10.6%	85	94	+ 10.6%
Median Sales Price		\$565,000	\$655,000	+ 15.9%	\$565,000	\$655,000	+ 15.9%
Avg. Sales Price		\$1,904,550	\$1,631,180	- 14.4%	\$1,904,550	\$1,631,180	- 14.4%
Pct. of List Price Received		97.0%	95.5%	- 1.5%	97.0%	95.5%	- 1.5%
Days on Market		108	132	+ 22.2%	108	132	+ 22.2%
Affordability Index		60	57	- 5.0%	60	57	- 5.0%
Active Listings		1,101	762	- 30.8%	--	--	--
Months Supply		8.2	5.6	- 31.7%	--	--	--

Sold Listings

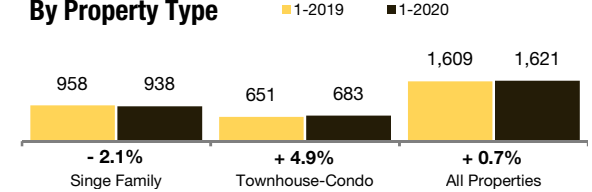
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	1-2019	1-2020	Change	1-2019	1-2020	Change
\$299,999 and Below	156	111	-28.8%	181	151	-16.6%
\$300,000 to \$599,999	399	386	-3.3%	226	272	+20.4%
\$600,000 to \$999,999	197	200	+1.5%	98	93	-5.1%
\$1,000,000 to \$1,499,999	52	74	+42.3%	49	48	-2.0%
\$1,500,000 to \$1,999,999	27	22	-18.5%	24	33	+37.5%
\$2,000,000 to \$2,499,999	14	22	+57.1%	18	33	+83.3%
\$2,500,000 to \$4,999,999	57	49	-14.0%	40	34	-15.0%
\$5,000,000 to \$9,999,999	35	51	+45.7%	11	15	+36.4%
\$10,000,000 and Above	21	23	+9.5%	4	4	0.0%
All Price Ranges	958	938	-2.1%	651	683	+4.9%

Compared to Prior Month

	Single Family			Condo		
	12-2019	1-2020	Change	12-2019	1-2020	Change
	6	7	+16.7%	9	7	-22.2%
	34	15	-55.9%	14	13	-7.1%
	18	12	-33.3%	8	5	-37.5%
	13	6	-53.8%	5	6	+20.0%
	1	0	-100.0%	1	3	+200.0%
	1	1	0.0%	1	6	+500.0%
	5	2	-60.0%	4	3	-25.0%
	5	2	-60.0%	3	3	0.0%
	3	1	-66.7%	2	2	0.0%
All Price Ranges	86	46	-46.5%	47	48	+2.1%

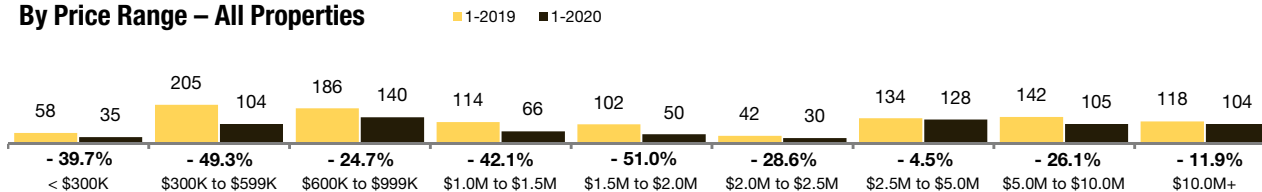
Year to Date

	Single Family			Condo		
	1-2019	1-2020	Change	1-2019	1-2020	Change
	4	7	+75.0%	8	7	-12.5%
	16	15	-6.3%	16	13	-18.8%
	8	12	+50.0%	7	5	-28.6%
	1	6	+500.0%	1	6	+500.0%
	2	0	-100.0%	1	3	+200.0%
	0	1	--	1	6	+500.0%
	6	2	-66.7%	8	3	-62.5%
	2	2	0.0%	1	3	+200.0%
	3	1	-66.7%	0	2	--
All Price Ranges	42	46	+9.5%	43	48	+11.6%

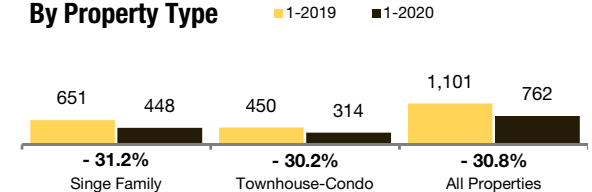
Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

By Price Range – All Properties



By Property Type



Compared to Prior Year

By Price Range	Single Family			Condo		
	1-2019	1-2020	Change	1-2019	1-2020	Change
\$299,999 and Below	17	5	-70.6%	41	30	-26.8%
\$300,000 to \$599,999	88	48	-45.5%	117	56	-52.1%
\$600,000 to \$999,999	103	72	-30.1%	83	68	-18.1%
\$1,000,000 to \$1,499,999	61	31	-49.2%	53	35	-34.0%
\$1,500,000 to \$1,999,999	59	37	-37.3%	43	13	-69.8%
\$2,000,000 to \$2,499,999	21	9	-57.1%	21	21	0.0%
\$2,500,000 to \$4,999,999	82	73	-11.0%	52	55	+5.8%
\$5,000,000 to \$9,999,999	117	85	-27.4%	25	20	-20.0%
\$10,000,000 and Above	103	88	-14.6%	15	16	+6.7%
All Price Ranges	651	448	-31.2%	450	314	-30.2%

Compared to Prior Month

	Single Family			Condo		
	12-2019	1-2020	Change	12-2019	1-2020	Change
	6	5	-16.7%	31	30	-3.2%
	61	48	-21.3%	66	56	-15.2%
	74	72	-2.7%	75	68	-9.3%
	40	31	-22.5%	35	35	0.0%
	36	37	+2.8%	17	13	-23.5%
	9	9	0.0%	21	21	0.0%
	75	73	-2.7%	51	55	+7.8%
	95	85	-10.5%	19	20	+5.3%
	94	88	-6.4%	16	16	0.0%
All Price Ranges	490	448	-8.6%	331	314	-5.1%

Year to Date

Single Family	Condo
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There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



New Listings	A measure of how much new supply is coming onto the market from sellers.
Pending Sales	A count of all the listings that went into pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
Inventory of Active Listings	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Months Supply of Inventory	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.