

Monthly Indicators



June 2020

Percent changes calculated using year-over-year comparisons.

New Listings were down 18.5 percent for single family homes and 21.9 percent for townhouse-condo properties. Pending Sales increased 103.5 percent for single family homes and 26.7 percent for townhouse-condo properties.

The Median Sales Price was up 21.2 percent to \$636,500 for single family homes and 14.1 percent to \$484,500 for townhouse-condo properties. Days on Market increased 16.9 percent for single family homes and 13.0 percent for condo properties.

While buyer activity continues to be robust, seller activity continues to be a bit softer, with fewer homes being listed for sale than a year ago. Many housing experts believe sellers remain reluctant to list their homes due to continued concerns over COVID-19, which was beginning to see a resurgence in June. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season.

Activity Snapshot

- 3.9% **+ 12.8%** **- 38.2%**

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	6-2019	6-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		205	167	- 18.5%	763	579	- 24.1%
Pending Sales		85	173	+ 103.5%	473	504	+ 6.6%
Sold Listings		100	96	- 4.0%	428	370	- 13.6%
Median Sales Price		\$525,000	\$636,500	+ 21.2%	\$563,500	\$612,500	+ 8.7%
Avg. Sales Price		\$1,118,849	\$1,368,346	+ 22.3%	\$1,561,775	\$1,326,546	- 15.1%
Pct. of List Price Received		97.1%	95.7%	- 1.4%	96.6%	96.2%	- 0.4%
Days on Market		89	104	+ 16.9%	112	107	- 4.5%
Affordability Index		67	61	- 9.0%	62	63	+ 1.6%
Active Listings		730	391	- 46.4%	--	--	--
Months Supply		9.2	5.4	- 41.3%	--	--	--

Townhouse-Condo Market Overview

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

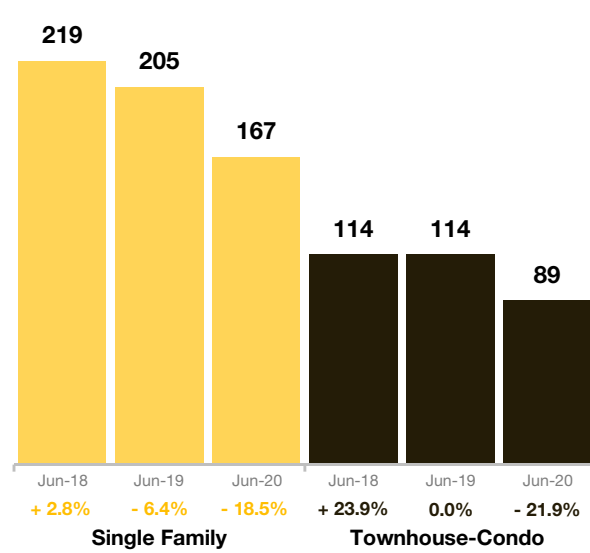


Key Metrics	Historical Sparkbars	6-2019	6-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		114	89	- 21.9%	483	369	- 23.6%
Pending Sales		60	76	+ 26.7%	354	256	- 27.7%
Sold Listings		52	50	- 3.8%	316	226	- 28.5%
Median Sales Price		\$424,500	\$484,500	+ 14.1%	\$473,750	\$497,500	+ 5.0%
Avg. Sales Price		\$849,594	\$991,260	+ 16.7%	\$954,446	\$1,337,253	+ 40.1%
Pct. of List Price Received		97.8%	95.3%	- 2.6%	97.2%	95.8%	- 1.4%
Days on Market		100	113	+ 13.0%	126	133	+ 5.6%
Affordability Index		91	90	- 1.1%	82	88	+ 7.3%
Active Listings		432	327	- 24.3%	--	--	--
Months Supply		7.9	6.7	- 15.2%	--	--	--

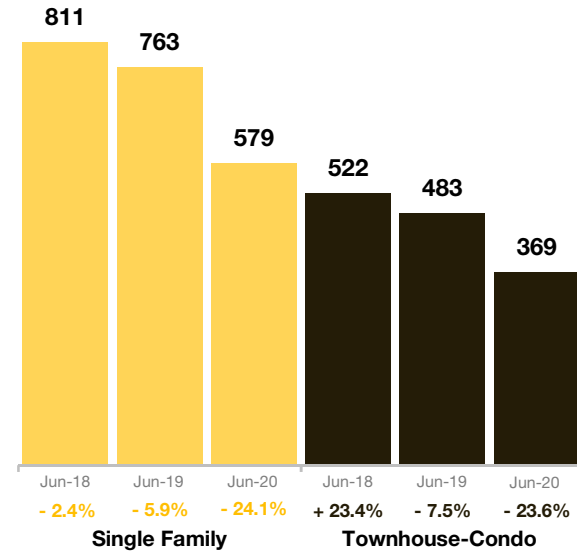
New Listings



June

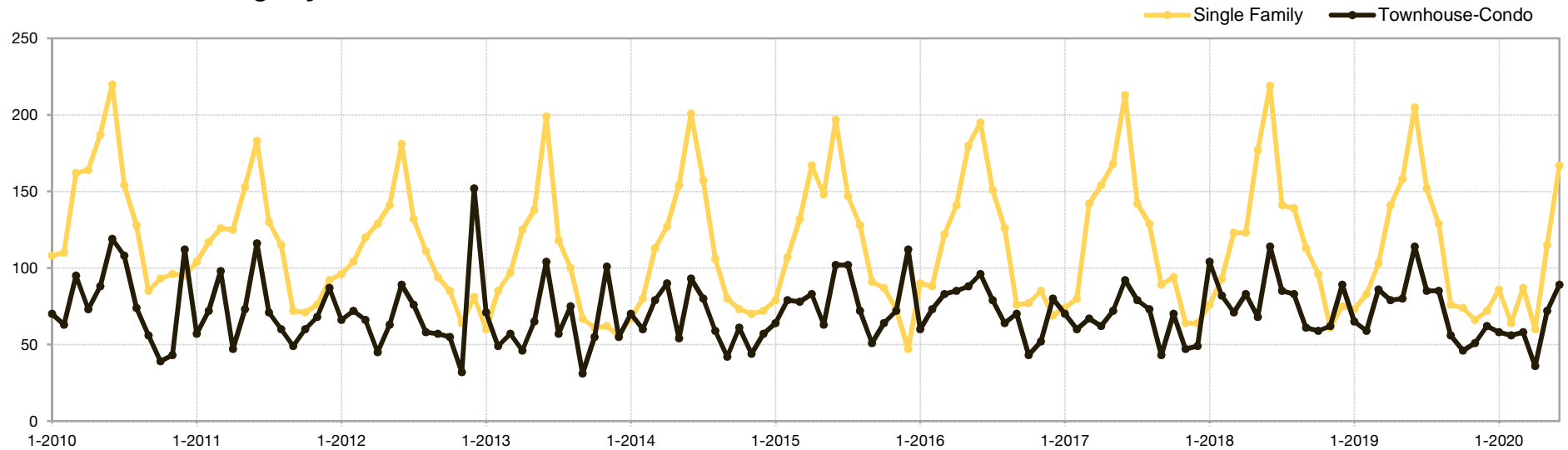


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	152	+7.8%	85	0.0%
Aug-2019	129	-7.2%	85	+2.4%
Sep-2019	76	-32.7%	56	-8.2%
Oct-2019	74	-22.9%	46	-22.0%
Nov-2019	66	+8.2%	51	-17.7%
Dec-2019	72	-4.0%	62	-30.3%
Jan-2020	86	+17.8%	58	-10.8%
Feb-2020	64	-22.9%	56	-5.1%
Mar-2020	87	-15.5%	58	-32.6%
Apr-2020	60	-57.4%	36	-54.4%
May-2020	115	-27.2%	72	-10.0%
Jun-2020	167	-18.5%	89	-21.9%

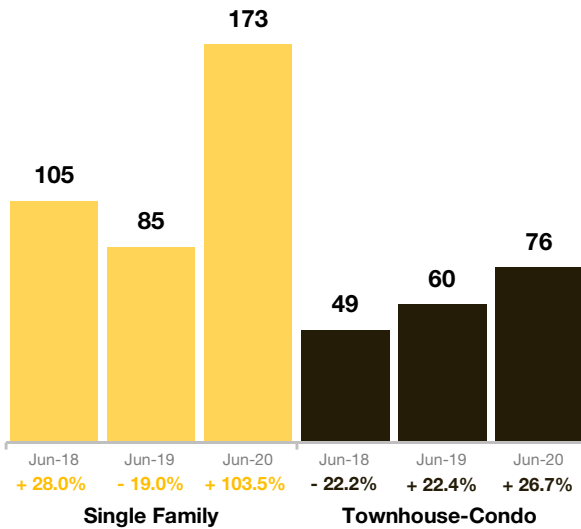
Historical New Listings by Month



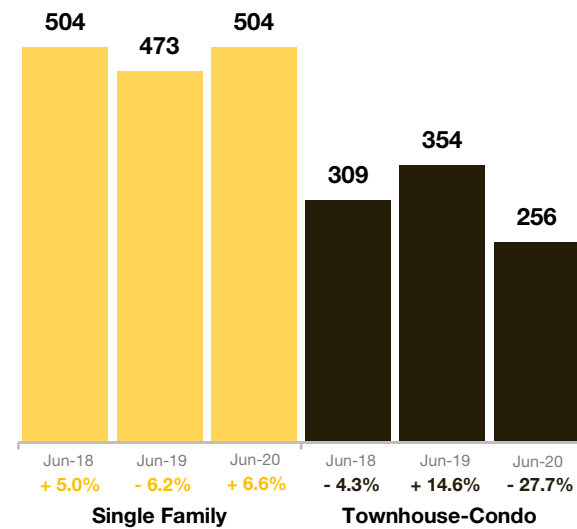
Pending Sales



June

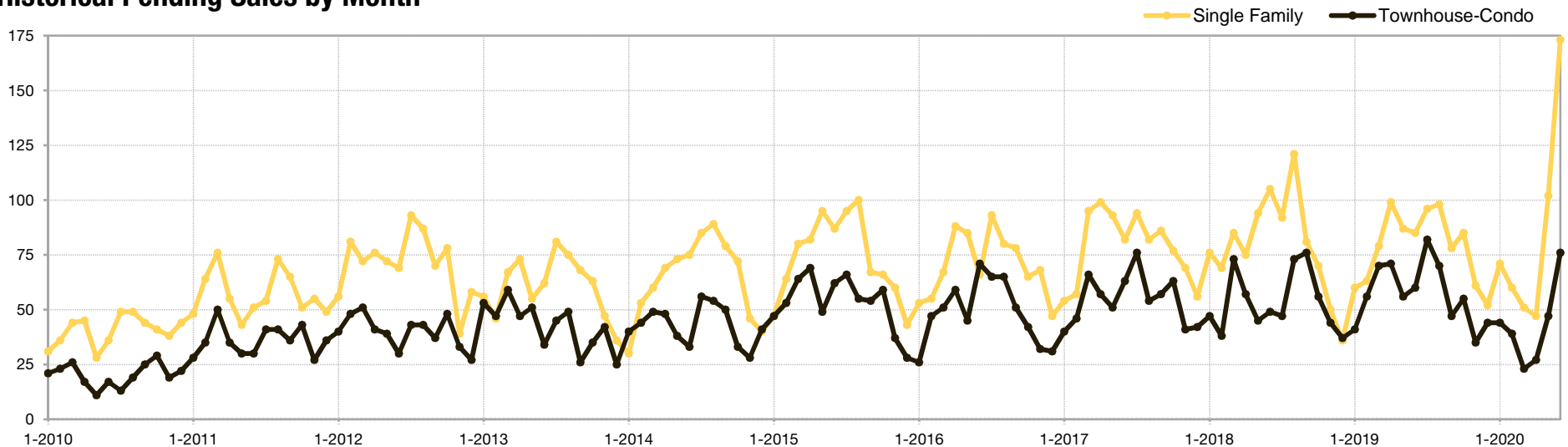


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	96	+4.3%	82	+74.5%
Aug-2019	98	-19.0%	70	-4.1%
Sep-2019	78	-3.7%	47	-38.2%
Oct-2019	85	+21.4%	55	-1.8%
Nov-2019	61	+22.0%	35	-20.5%
Dec-2019	52	+44.4%	44	+18.9%
Jan-2020	71	+18.3%	44	+7.3%
Feb-2020	60	-4.8%	39	-30.4%
Mar-2020	51	-35.4%	23	-67.1%
Apr-2020	47	-52.5%	27	-62.0%
May-2020	102	+17.2%	47	-16.1%
Jun-2020	173	+103.5%	76	+26.7%

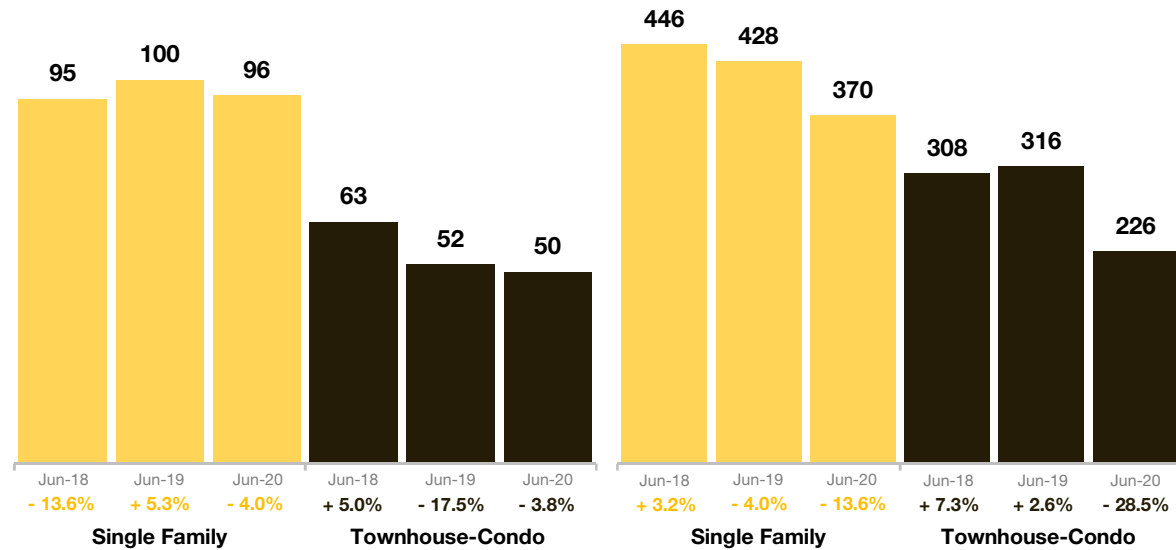
Historical Pending Sales by Month



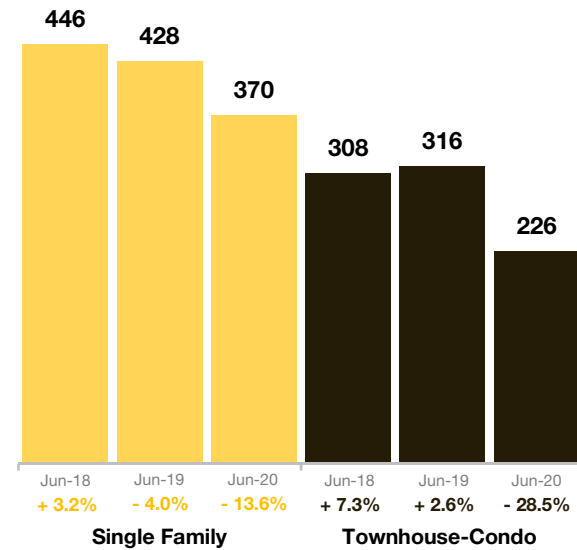
Sold Listings



June

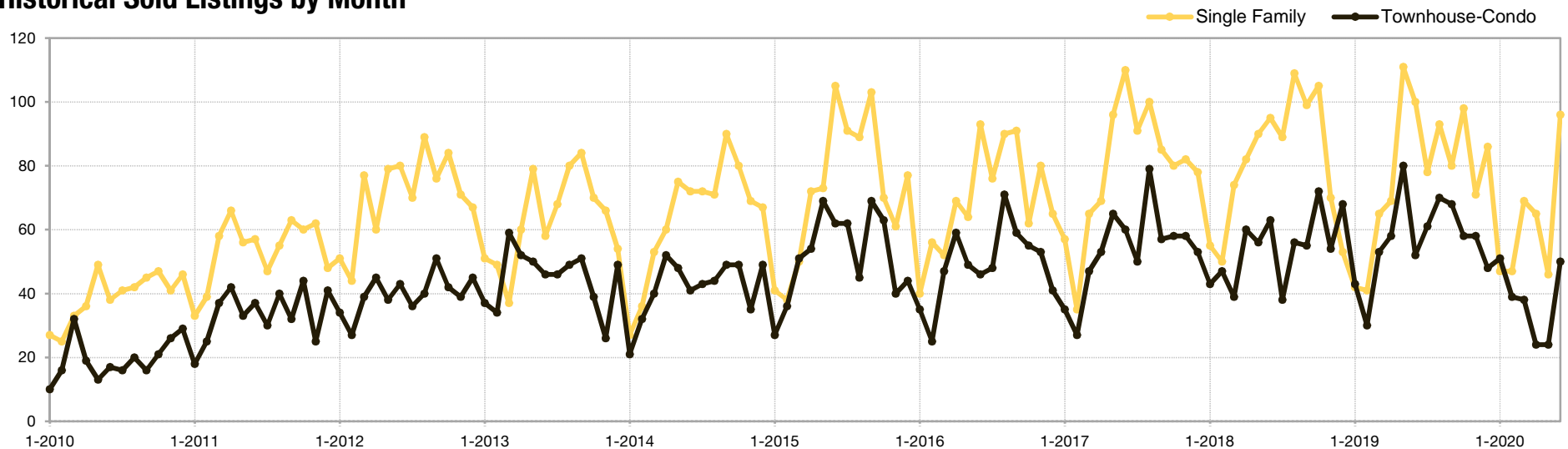


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	48	-29.4%
Jan-2020	47	+11.9%	51	+18.6%
Feb-2020	47	+14.6%	39	+30.0%
Mar-2020	69	+6.2%	38	-28.3%
Apr-2020	65	-5.8%	24	-58.6%
May-2020	46	-58.6%	24	-70.0%
Jun-2020	96	-4.0%	50	-3.8%

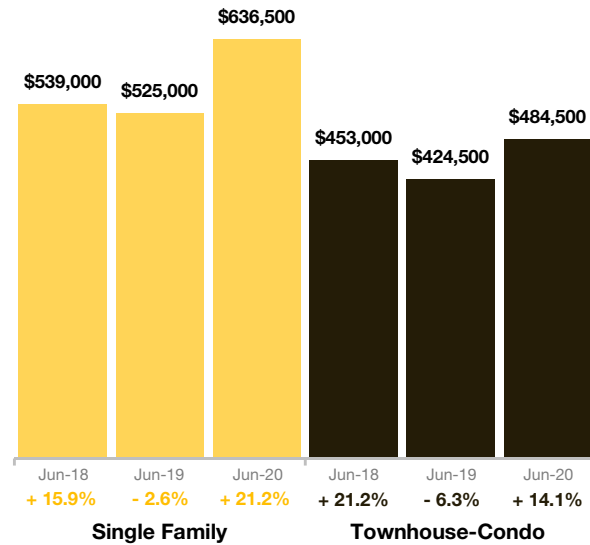
Historical Sold Listings by Month



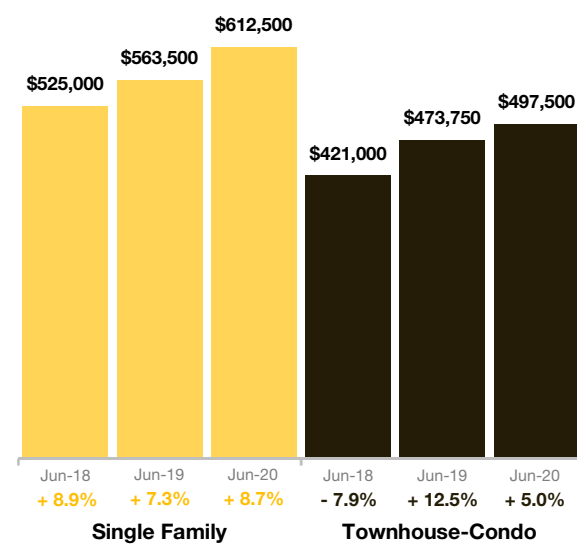
Median Sales Price



June

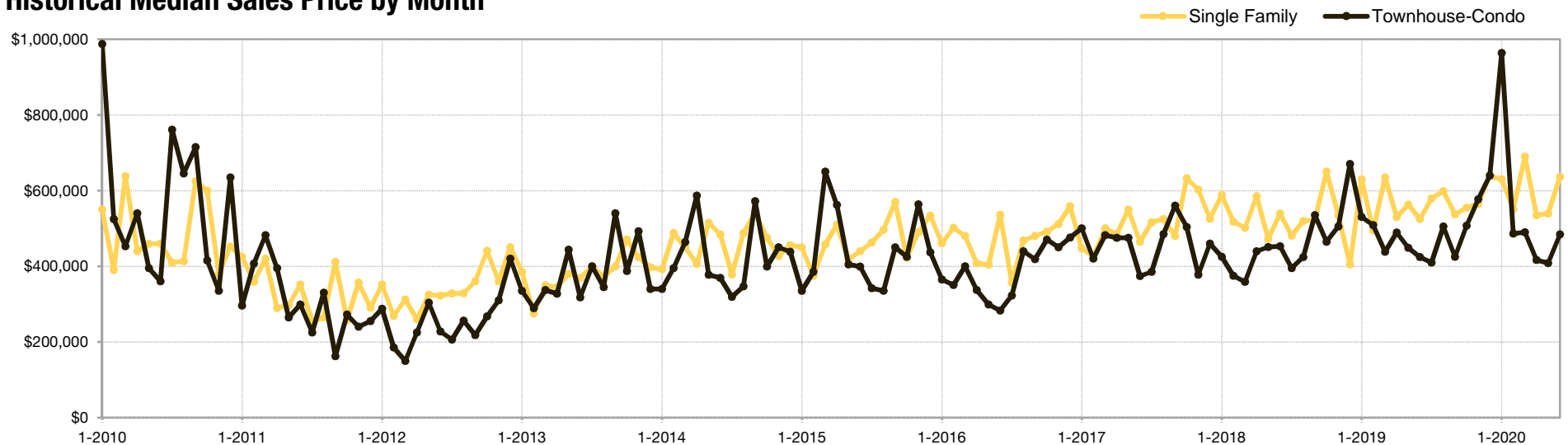


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	\$640,000	-4.5%
Jan-2020	\$630,000	0.0%	\$963,641	+81.8%
Feb-2020	\$550,500	+11.2%	\$486,500	-4.4%
Mar-2020	\$690,000	+8.7%	\$490,000	+11.9%
Apr-2020	\$535,000	+0.9%	\$417,000	-14.8%
May-2020	\$539,500	-4.2%	\$408,450	-9.0%
Jun-2020	\$636,500	+21.2%	\$484,500	+14.1%

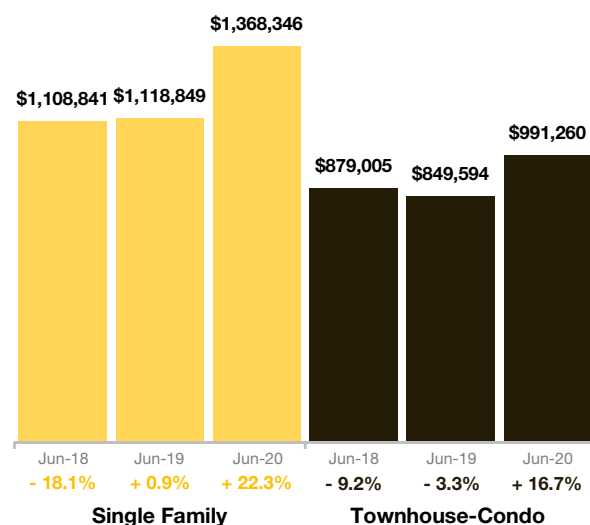
Historical Median Sales Price by Month



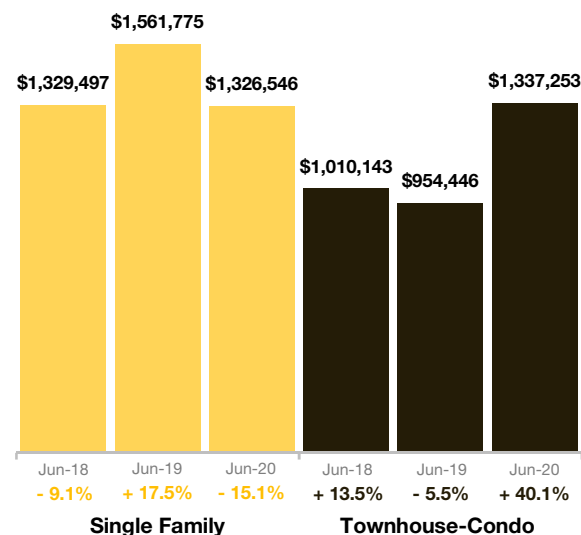
Average Sales Price



June

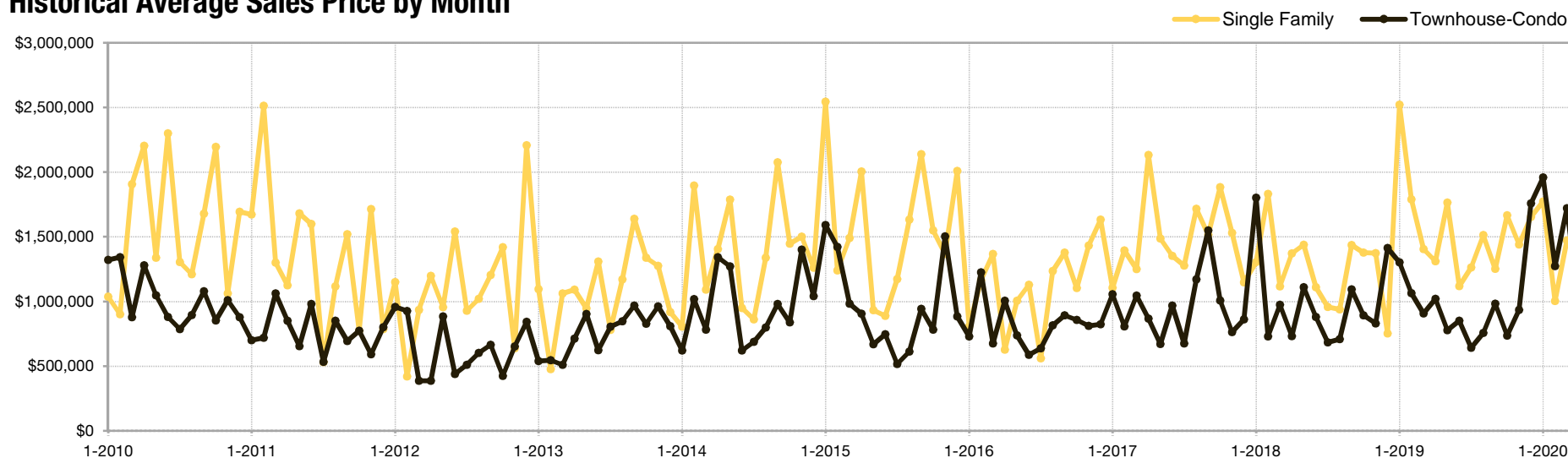


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	\$1,758,016	+24.5%
Jan-2020	\$1,772,931	-29.7%	\$1,958,609	+50.3%
Feb-2020	\$1,003,691	-43.9%	\$1,273,615	+19.6%
Mar-2020	\$1,471,272	+4.8%	\$1,720,815	+89.6%
Apr-2020	\$1,402,203	+7.0%	\$973,632	-4.5%
May-2020	\$789,096	-55.3%	\$597,413	-23.2%
Jun-2020	\$1,368,346	+22.3%	\$991,260	+16.7%

Historical Average Sales Price by Month

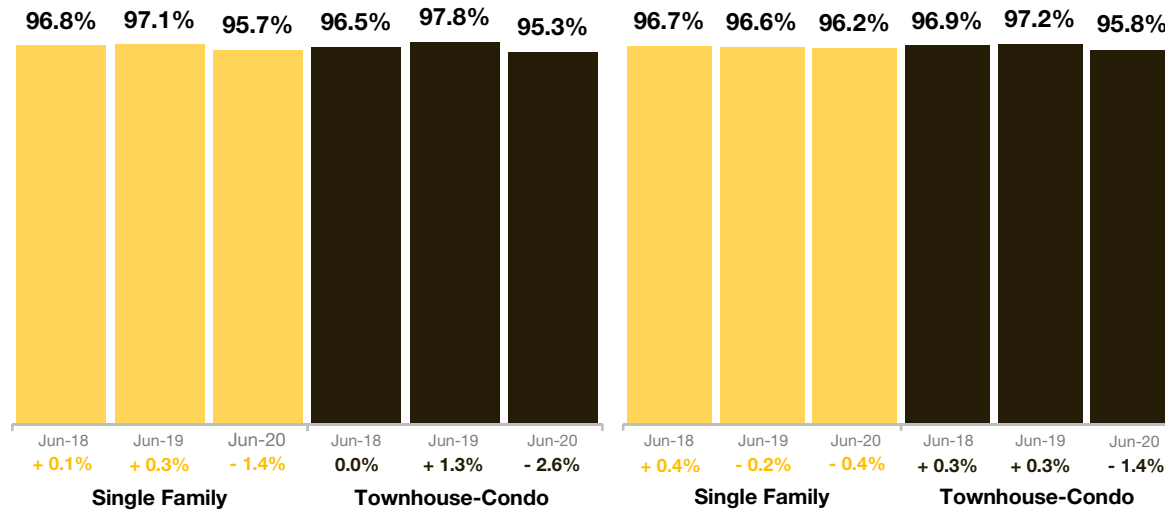


Percent of List Price Received



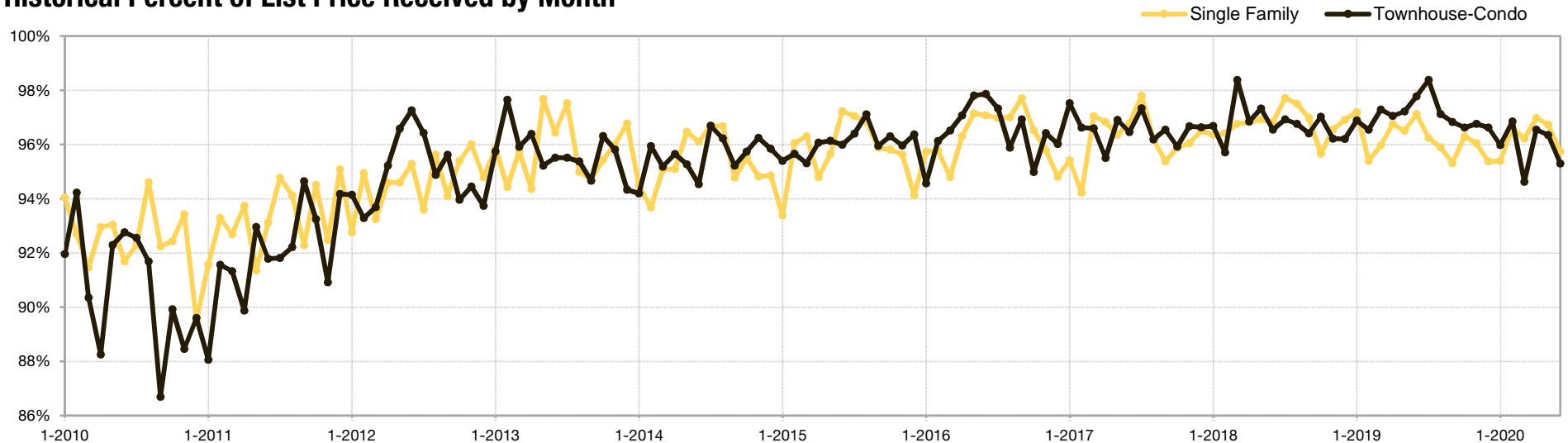
June

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	96.6%	+0.4%
Jan-2020	95.4%	-1.9%	96.0%	-0.9%
Feb-2020	96.6%	+1.3%	96.8%	+0.3%
Mar-2020	96.2%	+0.2%	94.6%	-2.8%
Apr-2020	97.0%	+0.3%	96.5%	-0.5%
May-2020	96.7%	+0.2%	96.3%	-0.9%
Jun-2020	95.7%	-1.4%	95.3%	-2.6%

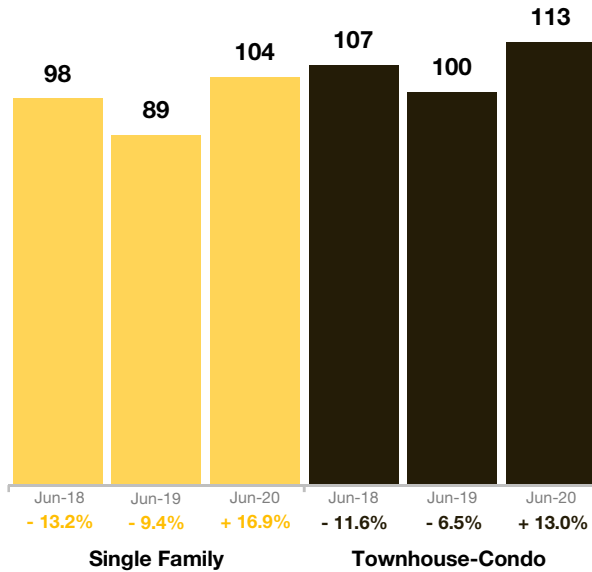
Historical Percent of List Price Received by Month



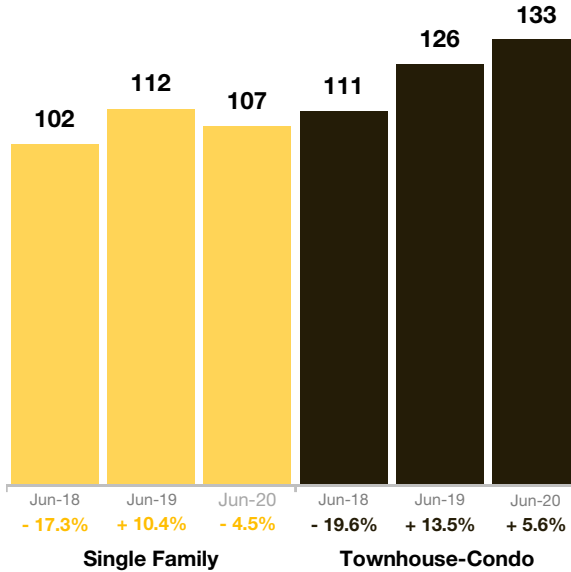
Days on Market Until Sale



June

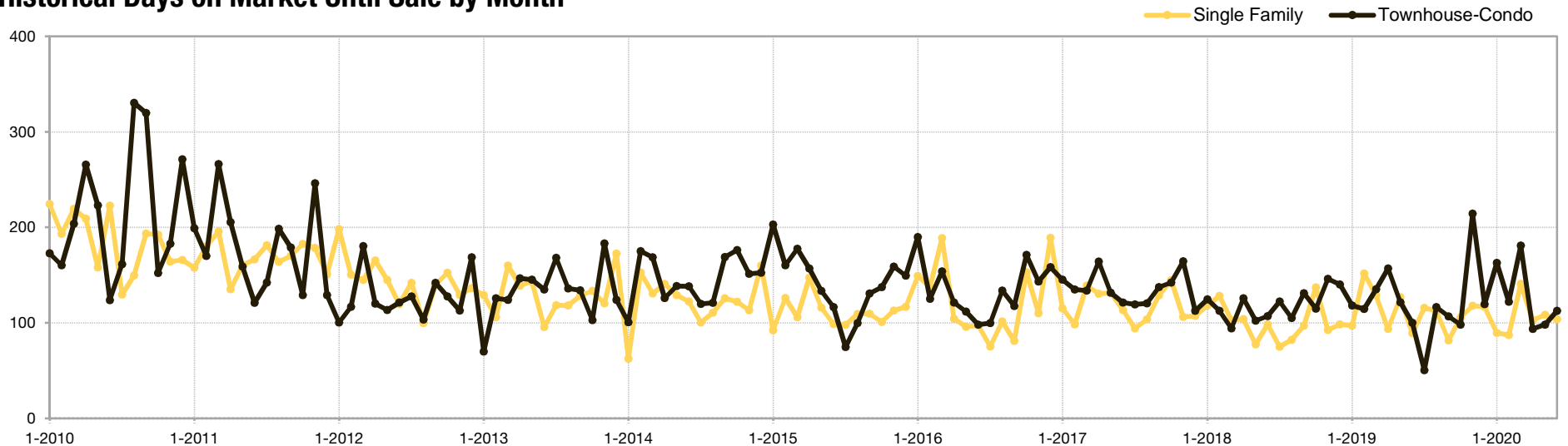


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	120	-14.3%
Jan-2020	90	-7.2%	163	+38.1%
Feb-2020	87	-42.8%	122	+6.1%
Mar-2020	141	+9.3%	181	+34.1%
Apr-2020	103	+9.6%	94	-40.1%
May-2020	108	-15.0%	98	-19.0%
Jun-2020	104	+16.9%	113	+13.0%

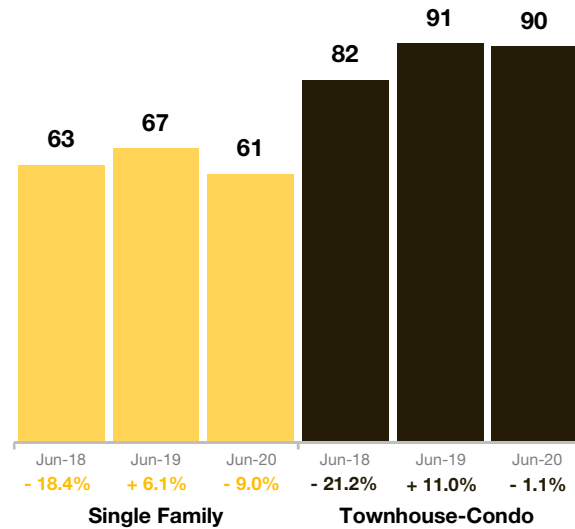
Historical Days on Market Until Sale by Month



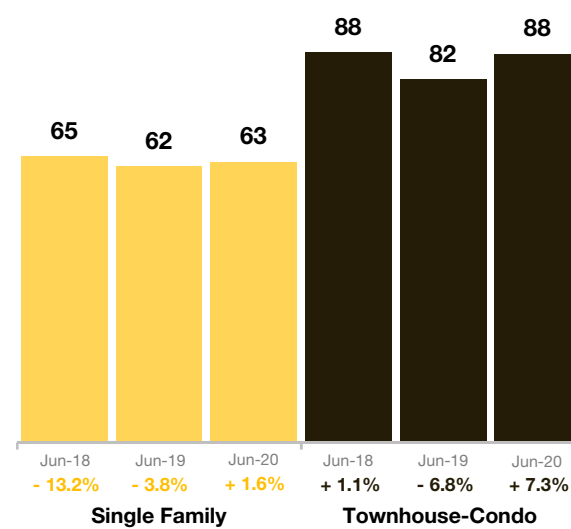
Housing Affordability Index



June

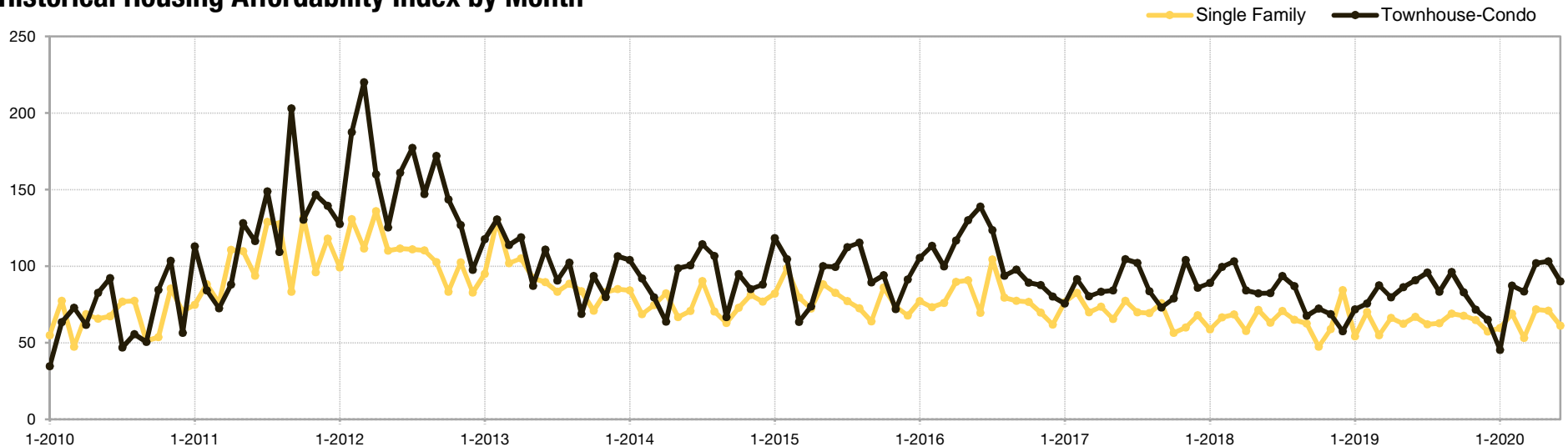


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	65	+14.0%
Jan-2020	60	+11.1%	45	-37.5%
Feb-2020	69	-1.4%	87	+14.5%
Mar-2020	53	-3.6%	83	-4.6%
Apr-2020	72	+9.1%	102	+27.5%
May-2020	71	+14.5%	103	+19.8%
Jun-2020	61	-9.0%	90	-1.1%

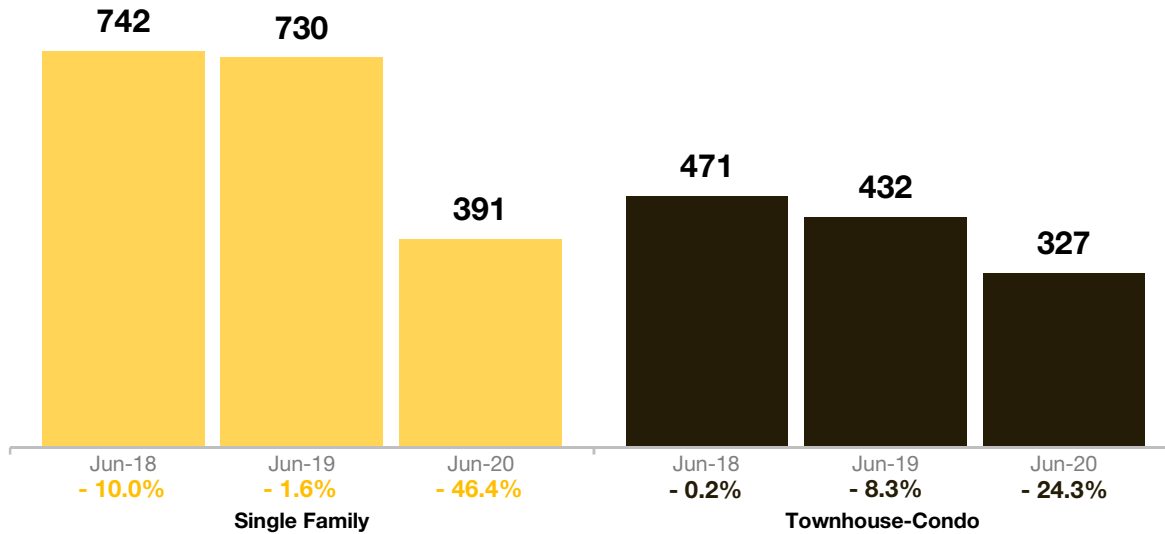
Historical Housing Affordability Index by Month



Inventory of Active Listings

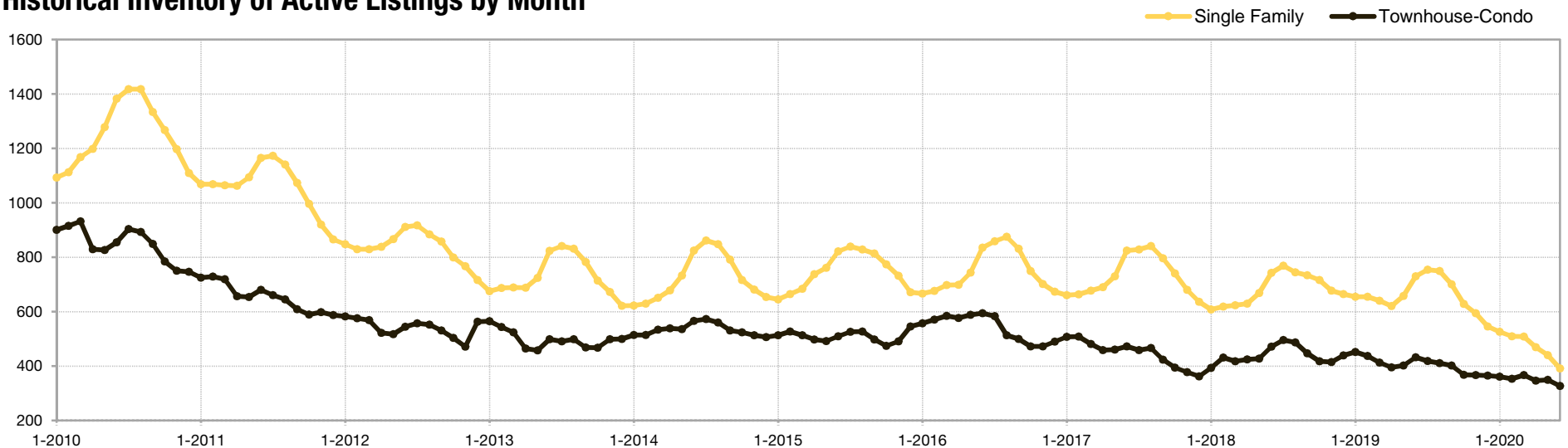


June



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	754	-2.0%	418	-15.6%
Aug-2019	749	+0.7%	411	-15.6%
Sep-2019	700	-4.6%	402	-10.1%
Oct-2019	628	-12.3%	368	-11.8%
Nov-2019	594	-12.3%	367	-11.4%
Dec-2019	545	-17.9%	365	-16.9%
Jan-2020	526	-19.7%	361	-20.1%
Feb-2020	509	-22.3%	353	-19.2%
Mar-2020	508	-20.6%	367	-11.1%
Apr-2020	469	-24.4%	346	-12.4%
May-2020	440	-33.0%	349	-13.2%
Jun-2020	391	-46.4%	327	-24.3%

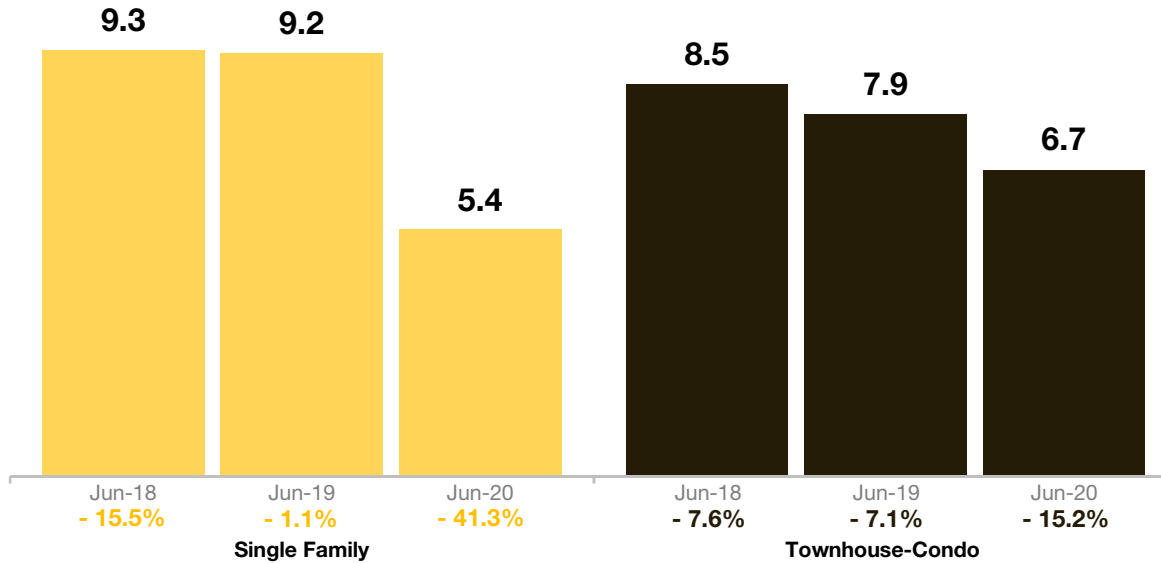
Historical Inventory of Active Listings by Month



Months Supply of Inventory

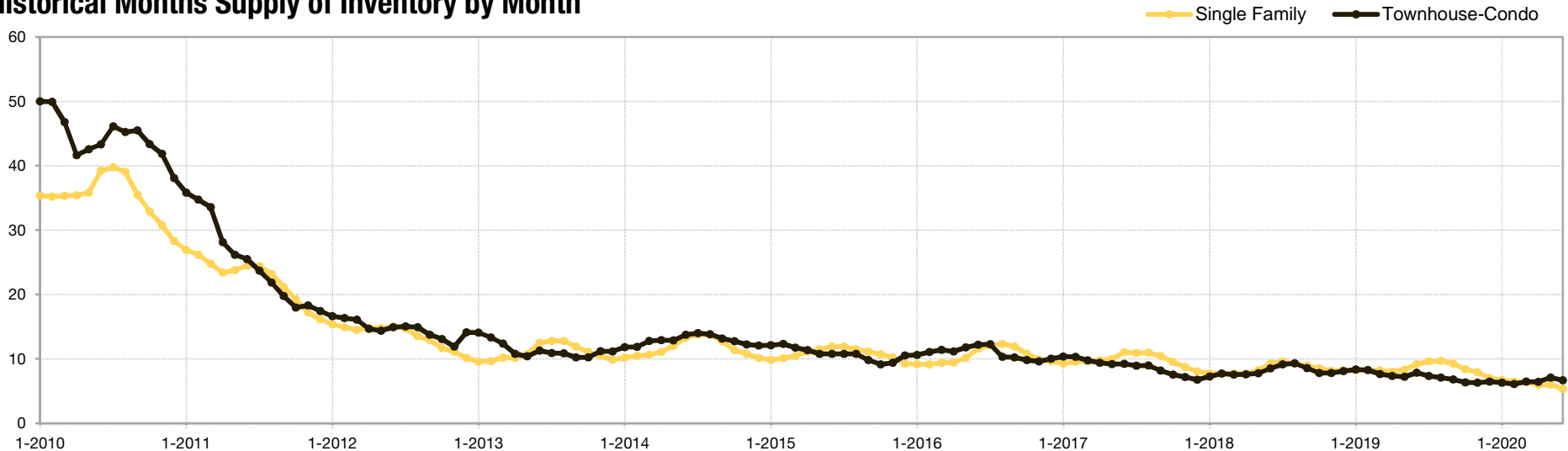


June



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	9.6	0.0%	7.4	-18.7%
Aug-2019	9.7	+5.4%	7.1	-23.7%
Sep-2019	9.3	+3.3%	6.8	-20.9%
Oct-2019	8.4	-1.2%	6.4	-17.9%
Nov-2019	7.9	-3.7%	6.3	-19.2%
Dec-2019	7.0	-14.6%	6.5	-19.8%
Jan-2020	6.7	-18.3%	6.3	-24.1%
Feb-2020	6.5	-21.7%	6.1	-26.5%
Mar-2020	6.4	-22.0%	6.5	-14.5%
Apr-2020	6.0	-25.0%	6.4	-12.3%
May-2020	6.0	-27.7%	7.1	-1.4%
Jun-2020	5.4	-41.3%	6.7	-15.2%

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.



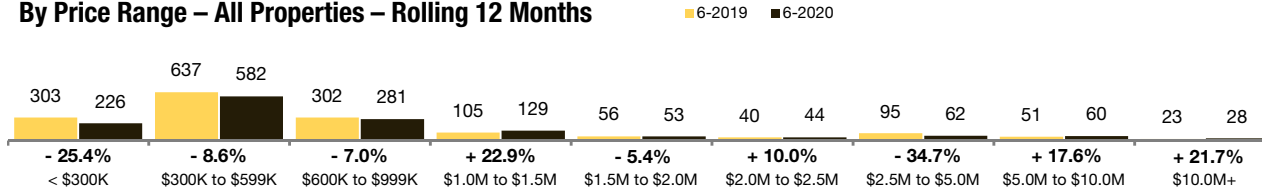
Key Metrics	Historical Sparkbars	6-2019	6-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		319	256	- 19.7%	1,246	948	- 23.9%
Pending Sales		145	249	+ 71.7%	827	760	- 8.1%
Sold Listings		152	146	- 3.9%	744	596	- 19.9%
Median Sales Price		\$507,500	\$572,500	+ 12.8%	\$519,000	\$568,500	+ 9.5%
Avg. Sales Price		\$1,026,735	\$1,239,207	+ 20.7%	\$1,303,823	\$1,330,606	+ 2.1%
Pct. of List Price Received		97.3%	95.6%	- 1.7%	96.8%	96.1%	- 0.7%
Days on Market		93	107	+ 15.1%	118	117	- 0.8%
Affordability Index		69	68	- 1.4%	68	68	0.0%
Active Listings		1,162	718	- 38.2%	--	--	--
Months Supply		8.7	5.9	- 32.2%	--	--	--

Sold Listings

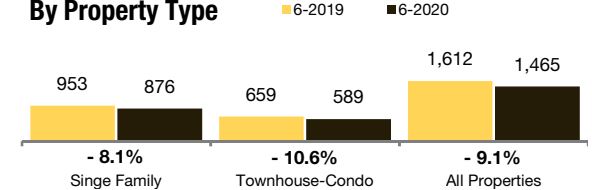
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	6-2019	6-2020	Change	6-2019	6-2020	Change
\$299,999 and Below	139	94	-32.4%	164	132	-19.5%
\$300,000 to \$599,999	397	349	-12.1%	240	233	-2.9%
\$600,000 to \$999,999	206	197	-4.4%	96	84	-12.5%
\$1,000,000 to \$1,499,999	57	87	+52.6%	48	42	-12.5%
\$1,500,000 to \$1,999,999	27	28	+3.7%	29	25	-13.8%
\$2,000,000 to \$2,499,999	14	20	+42.9%	26	24	-7.7%
\$2,500,000 to \$4,999,999	53	36	-32.1%	42	26	-38.1%
\$5,000,000 to \$9,999,999	39	45	+15.4%	12	15	+25.0%
\$10,000,000 and Above	21	20	-4.8%	2	8	+300.0%
All Price Ranges	953	876	-8.1%	659	589	-10.6%

Compared to Prior Month

	Single Family			Condo		
	5-2020	6-2020	Change	5-2020	6-2020	Change
	9	6	-33.3%	8	10	+25.0%
	17	37	+117.6%	8	26	+225.0%
	10	31	+210.0%	4	7	+75.0%
	5	9	+80.0%	2	4	+100.0%
	3	3	0.0%	1	0	-100.0%
	1	2	+100.0%	1	1	0.0%
	1	3	+200.0%	0	1	--
	0	2	--	0	0	--
	0	3	--	0	1	--
All Price Ranges	46	96	+108.7%	24	50	+108.3%

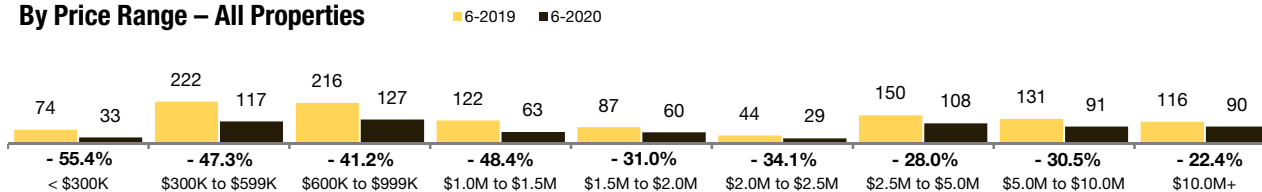
Year to Date

	Single Family			Condo		
	6-2019	6-2020	Change	6-2019	6-2020	Change
	51	37	-27.5%	71	51	-28.2%
	181	143	-21.0%	127	84	-33.9%
	95	96	+1.1%	44	33	-25.0%
	26	44	+69.2%	18	17	-5.6%
	9	13	+44.4%	13	7	-46.2%
	7	6	-14.3%	16	12	-25.0%
	28	11	-60.7%	21	8	-61.9%
	17	11	-35.3%	6	8	+33.3%
	14	9	-35.7%	0	6	--
All Price Ranges	428	370	-13.6%	316	226	-28.5%

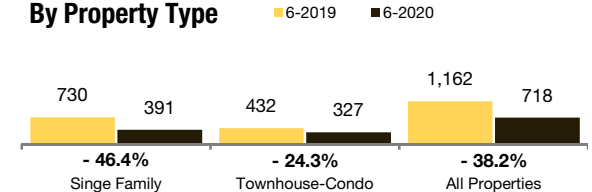
Inventory of Active Listings

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		
	6-2019	6-2020	Change	6-2019	6-2020	Change
\$299,999 and Below	20	6	-70.0%	54	27	-50.0%
\$300,000 to \$599,999	113	52	-54.0%	109	65	-40.4%
\$600,000 to \$999,999	136	55	-59.6%	80	72	-10.0%
\$1,000,000 to \$1,499,999	75	28	-62.7%	47	35	-25.5%
\$1,500,000 to \$1,999,999	61	36	-41.0%	26	24	-7.7%
\$2,000,000 to \$2,499,999	18	11	-38.9%	26	18	-30.8%
\$2,500,000 to \$4,999,999	101	53	-47.5%	49	55	+12.2%
\$5,000,000 to \$9,999,999	106	74	-30.2%	25	17	-32.0%
\$10,000,000 and Above	100	76	-24.0%	16	14	-12.5%
All Price Ranges	730	391	-46.4%	432	327	-24.3%

Compared to Prior Month

	Single Family			Condo		
	5-2020	6-2020	Change	5-2020	6-2020	Change
	4	6	+50.0%	37	27	-27.0%
	69	52	-24.6%	76	65	-14.5%
	65	55	-15.4%	68	72	+5.9%
	28	28	0.0%	38	35	-7.9%
	40	36	-10.0%	22	24	+9.1%
	12	11	-8.3%	21	18	-14.3%
	67	53	-20.9%	57	55	-3.5%
	78	74	-5.1%	18	17	-5.6%
	77	76	-1.3%	12	14	+16.7%
All Price Ranges	440	391	-11.1%	349	327	-6.3%

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.