

# Monthly Indicators



## November 2020

Percent changes calculated using year-over-year comparisons.

New Listings were up 15.2 percent for single family homes and 51.0 percent for townhouse-condo properties. Pending Sales increased 24.6 percent for single family homes and 100.0 percent for townhouse-condo properties.

The Median Sales Price was up 50.3 percent to \$849,000 for single family homes and 19.1 percent to \$687,000 for townhouse-condo properties. Days on Market decreased 18.6 percent for single family homes and 56.1 percent for condo properties.

Showing activity remains higher than the same period a year ago across most of the country, suggesting that strong buyer demand is likely to continue into what is typically the slowest time of year. With inventory remaining constrained in most market segments, sellers continue to benefit from the tight market conditions.

## Activity Snapshot

**+ 45.0%**    **+ 39.8%**    **- 46.0%**

One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> 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.

Single Family Market Overview	2
Townhouse-Condo Market Overview	3
New Listings	4
Pending Sales	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Housing Affordability Index	11
Inventory of Active Listings	12
Months Supply of Inventory	13
Total Market Overview	14
Sold Listings and Inventory by Price Range	15
Glossary of Terms	16

# 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	11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		66	76	+ 15.2%	1,264	1,300	+ 2.8%
Pending Sales		61	76	+ 24.6%	891	1,179	+ 32.3%
Sold Listings		71	105	+ 47.9%	848	1,072	+ 26.4%
Median Sales Price		\$565,000	\$849,000	+ 50.3%	\$565,000	\$709,000	+ 25.5%
Avg. Sales Price		\$1,441,123	\$2,832,229	+ 96.5%	\$1,501,496	\$2,425,226	+ 61.5%
Pct. of List Price Received		96.0%	97.0%	+ 1.0%	96.3%	96.5%	+ 0.2%
Days on Market		118	96	- 18.6%	109	107	- 1.8%
Affordability Index		65	48	- 26.2%	65	57	- 12.3%
Active Listings		606	293	- 51.7%	--	--	--
Months Supply		8.1	3.0	- 63.0%	--	--	--

# Townhouse-Condo Market Overview

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

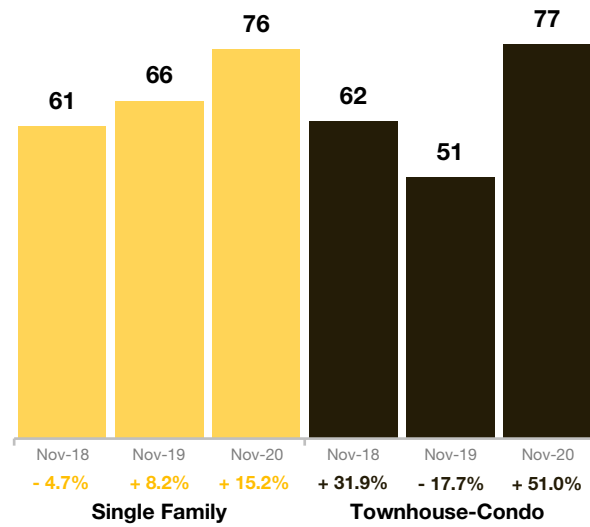


Key Metrics	Historical Sparkbars	11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		51	77	+ 51.0%	806	888	+ 10.2%
Pending Sales		33	66	+ 100.0%	641	780	+ 21.7%
Sold Listings		58	82	+ 41.4%	631	711	+ 12.7%
Median Sales Price		\$577,000	\$687,000	+ 19.1%	\$476,000	\$617,000	+ 29.6%
Avg. Sales Price		\$934,145	\$1,553,112	+ 66.3%	\$883,377	\$1,467,726	+ 66.1%
Pct. of List Price Received		96.8%	97.4%	+ 0.6%	97.2%	96.9%	- 0.3%
Days on Market		214	94	- 56.1%	121	118	- 2.5%
Affordability Index		72	68	- 5.6%	86	75	- 12.8%
Active Listings		375	237	- 36.8%	--	--	--
Months Supply		6.4	3.7	- 42.2%	--	--	--

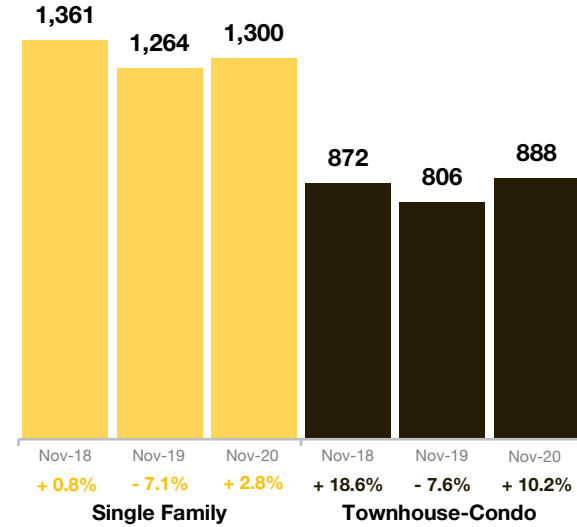
# New Listings



## November

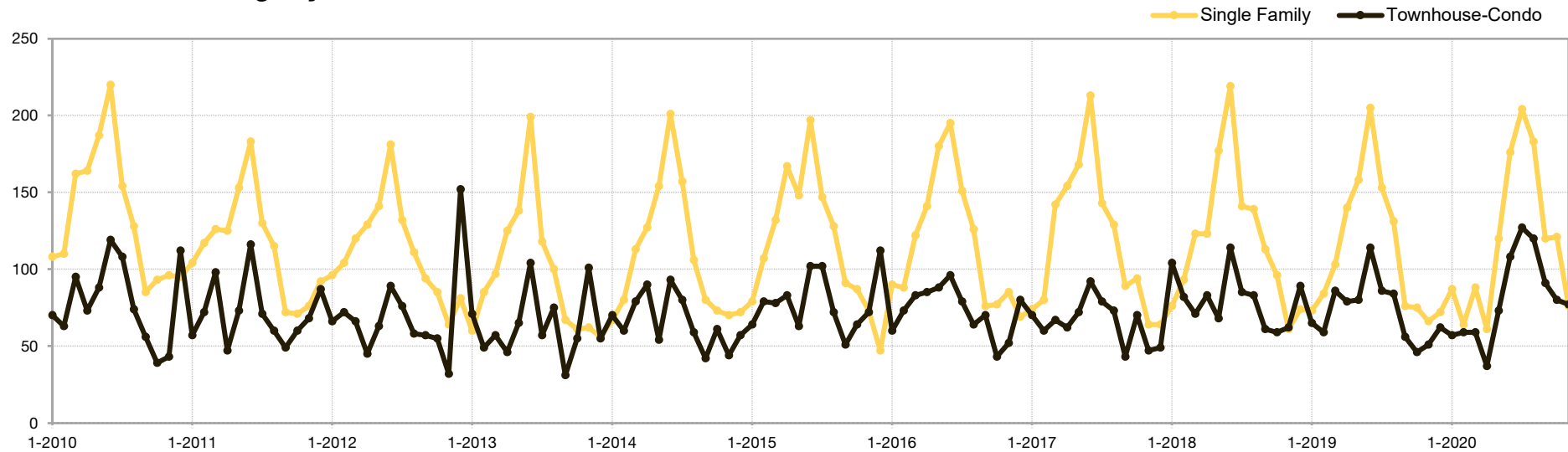


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	72	-2.7%	62	-30.3%
Jan-2020	87	+19.2%	57	-12.3%
Feb-2020	64	-23.8%	59	0.0%
Mar-2020	88	-14.6%	59	-31.4%
Apr-2020	61	-56.4%	37	-53.2%
May-2020	120	-24.1%	73	-8.8%
Jun-2020	176	-14.1%	108	-5.3%
Jul-2020	204	+33.3%	127	+47.7%
Aug-2020	183	+39.7%	120	+42.9%
Sep-2020	120	+57.9%	91	+62.5%
Oct-2020	121	+61.3%	80	+73.9%
Nov-2020	76	+15.2%	77	+51.0%

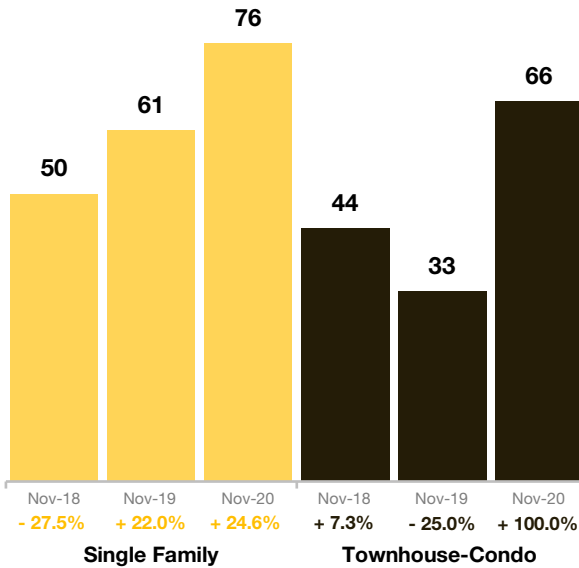
## Historical New Listings by Month



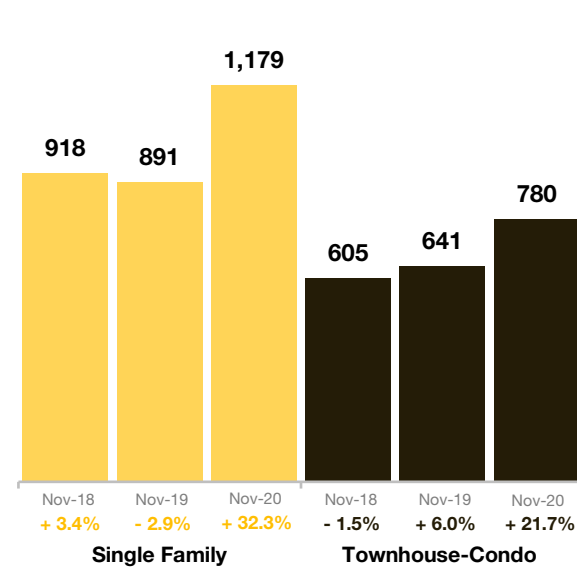
# Pending Sales



## November

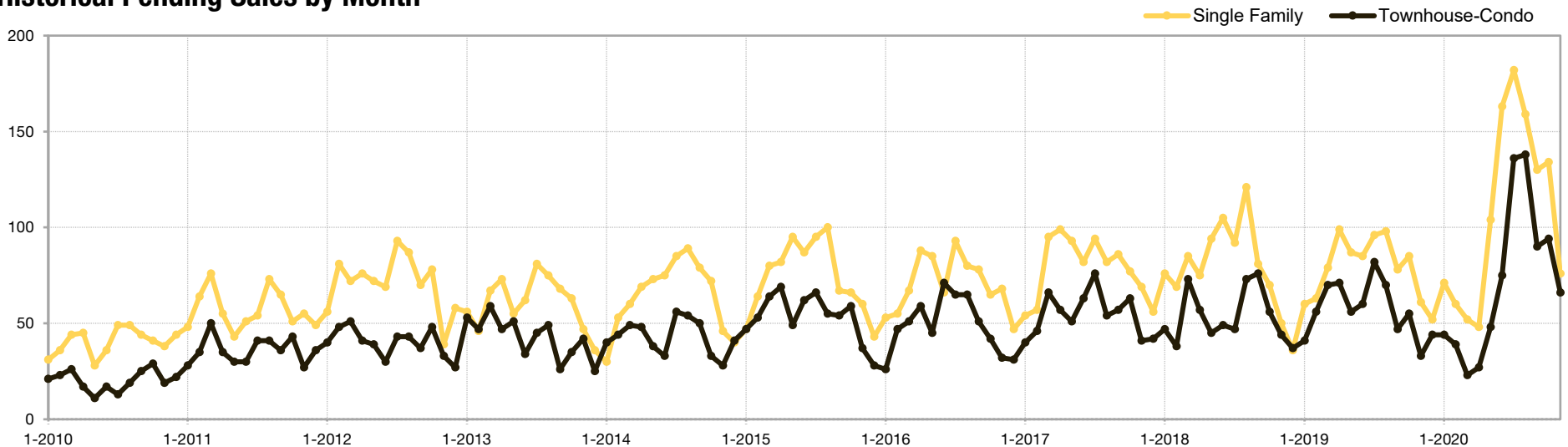


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	52	-34.2%	23	-67.1%
Apr-2020	48	-51.5%	27	-62.0%
May-2020	104	+19.5%	48	-14.3%
Jun-2020	163	+91.8%	75	+25.0%
Jul-2020	182	+89.6%	136	+65.9%
Aug-2020	159	+62.2%	138	+97.1%
Sep-2020	130	+66.7%	90	+91.5%
Oct-2020	134	+57.6%	94	+70.9%
Nov-2020	76	+24.6%	66	+100.0%

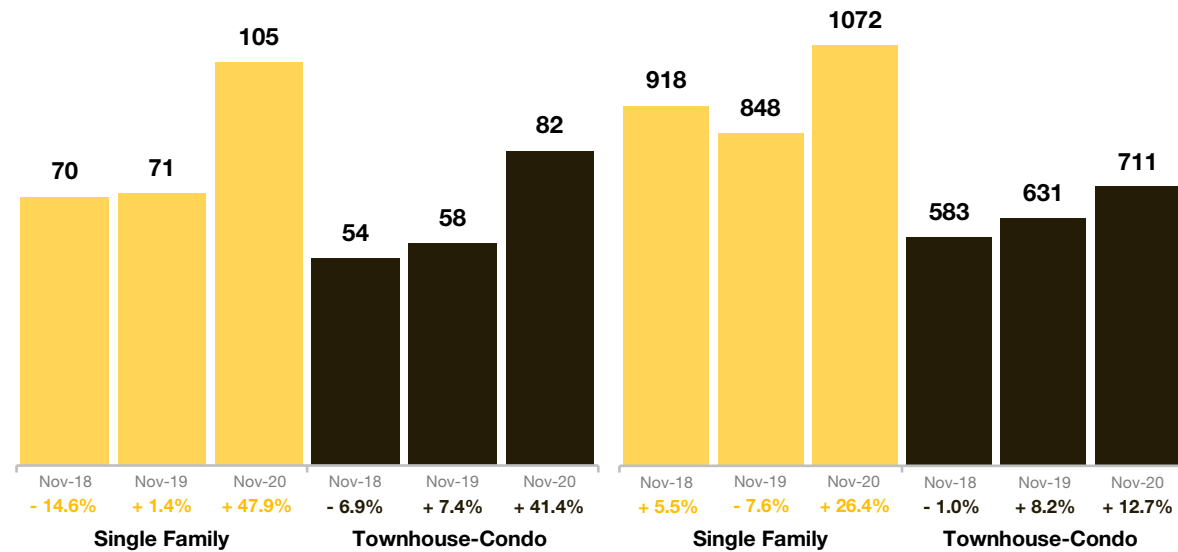
## Historical Pending Sales by Month



# Sold Listings

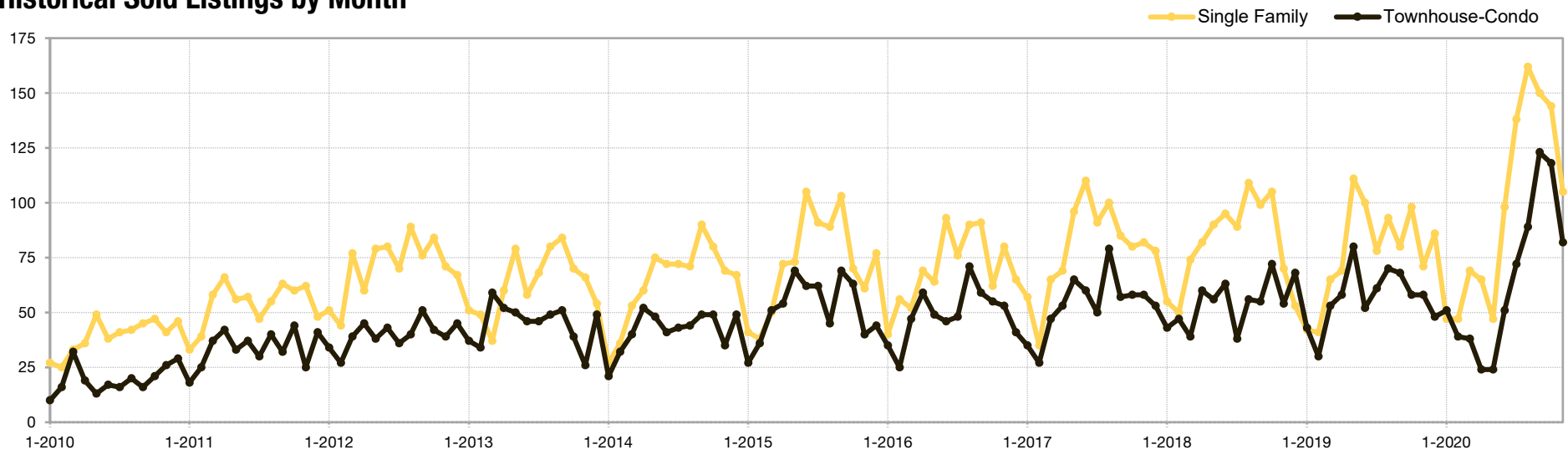


## November



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	47	-57.7%	24	-70.0%
Jun-2020	98	-2.0%	51	-1.9%
Jul-2020	138	+76.9%	72	+18.0%
Aug-2020	162	+74.2%	89	+27.1%
Sep-2020	150	+87.5%	123	+80.9%
Oct-2020	144	+46.9%	118	+103.4%
Nov-2020	105	+47.9%	82	+41.4%

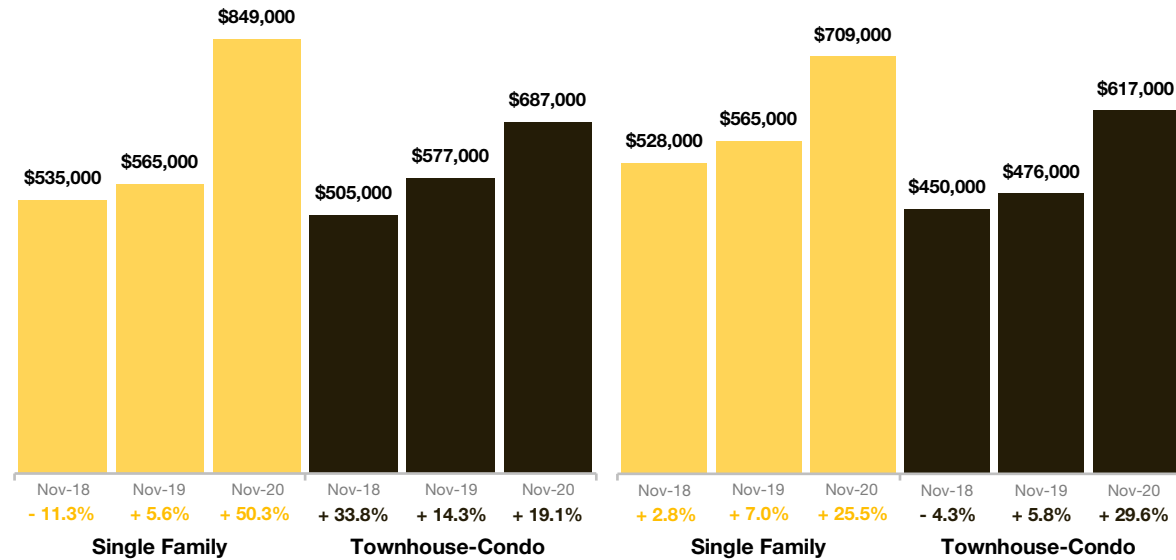
## Historical Sold Listings by Month



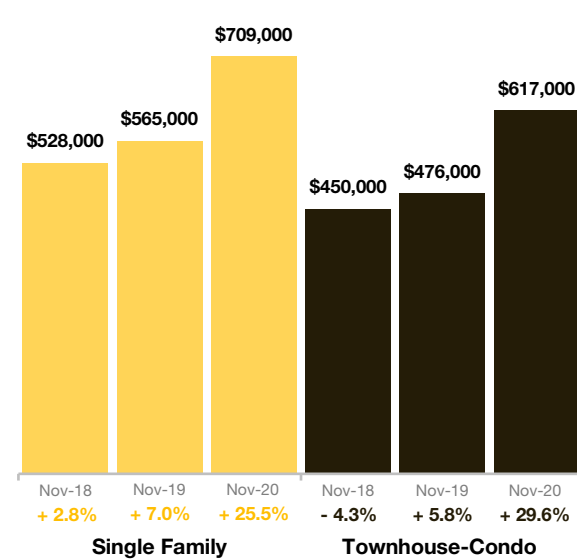
# Median Sales Price



## November

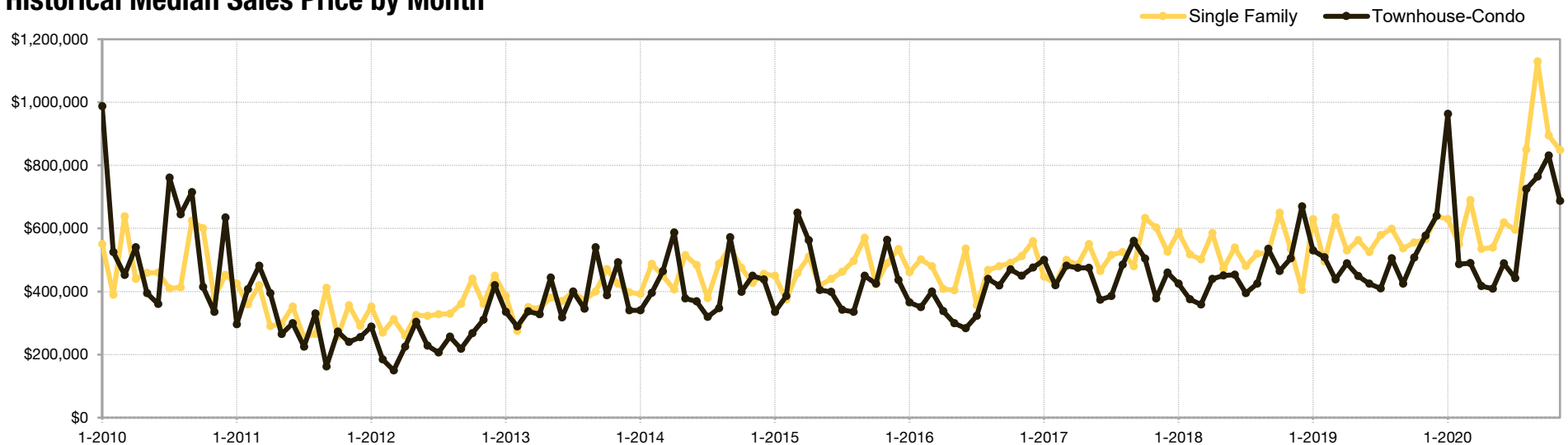


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$539,000	-4.3%	\$408,450	-9.0%
Jun-2020	\$618,750	+17.9%	\$489,000	+15.2%
Jul-2020	\$595,000	+2.8%	\$442,500	+7.9%
Aug-2020	\$850,000	+42.0%	\$725,000	+43.6%
Sep-2020	\$1,130,000	+110.4%	\$764,000	+79.8%
Oct-2020	\$894,500	+61.2%	\$830,950	+63.7%
Nov-2020	<b>\$849,000</b>	<b>+50.3%</b>	<b>\$687,000</b>	<b>+19.1%</b>

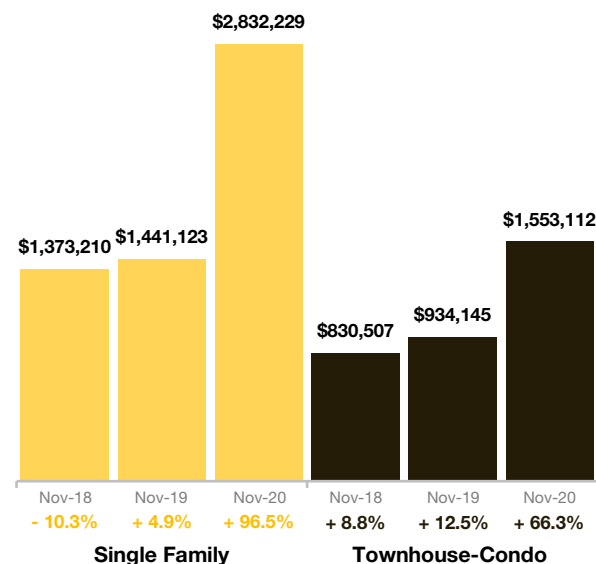
## Historical Median Sales Price by Month



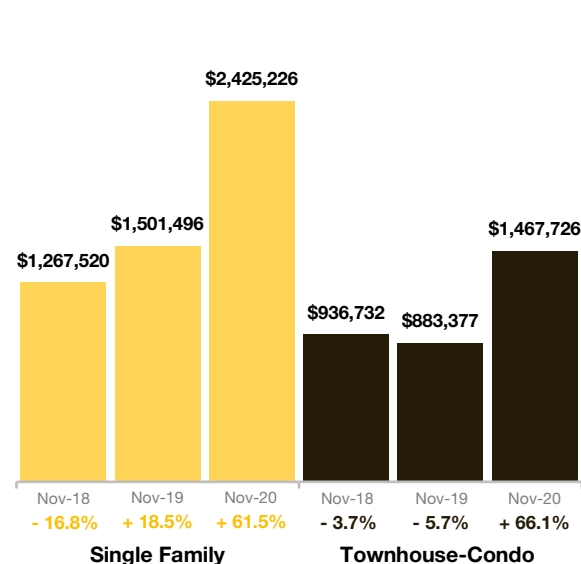
# Average Sales Price



## November

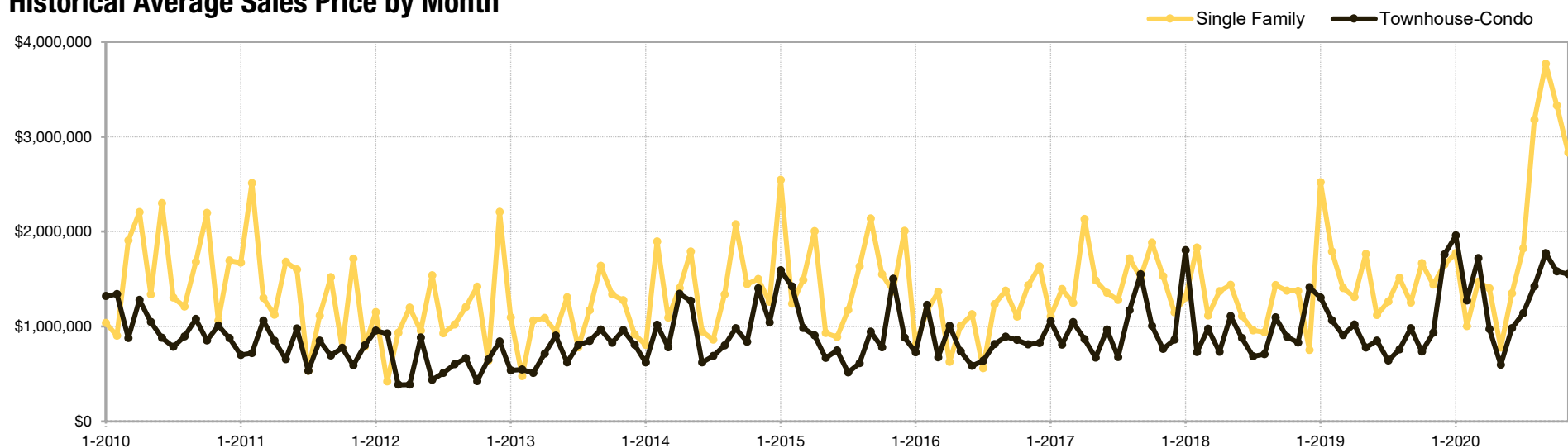


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$777,626	-55.9%	\$597,413	-23.2%
Jun-2020	\$1,349,487	+20.6%	\$981,921	+15.6%
Jul-2020	\$1,821,409	+44.3%	\$1,139,135	+77.5%
Aug-2020	\$3,176,465	+110.0%	\$1,424,948	+88.2%
Sep-2020	\$3,769,222	+201.1%	\$1,772,673	+80.5%
Oct-2020	\$3,327,587	+99.8%	\$1,581,246	+114.7%
Nov-2020	\$2,832,229	+96.5%	\$1,553,112	+66.3%

## Historical Average Sales Price by Month



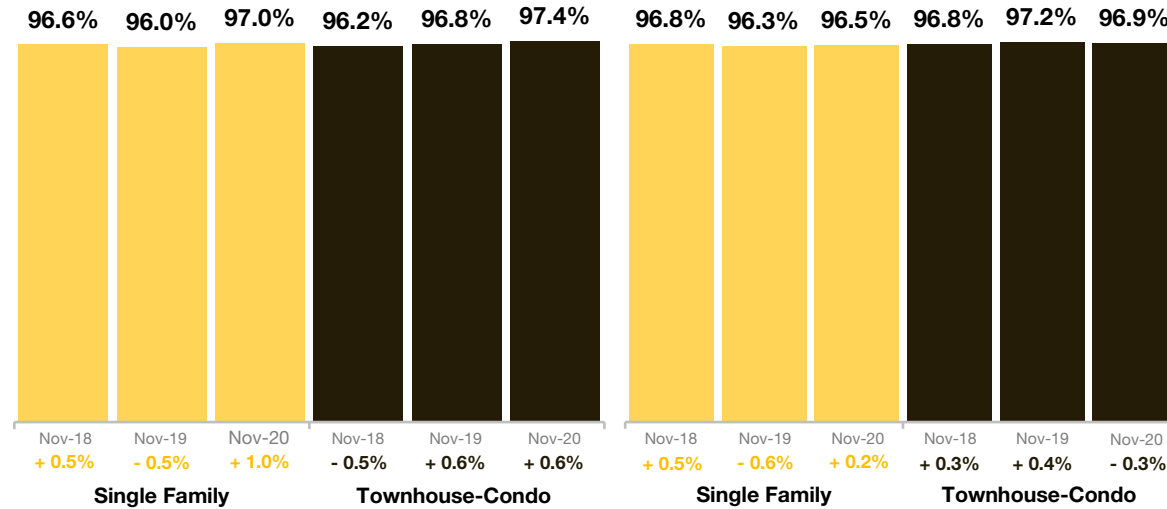


# Percent of List Price Received



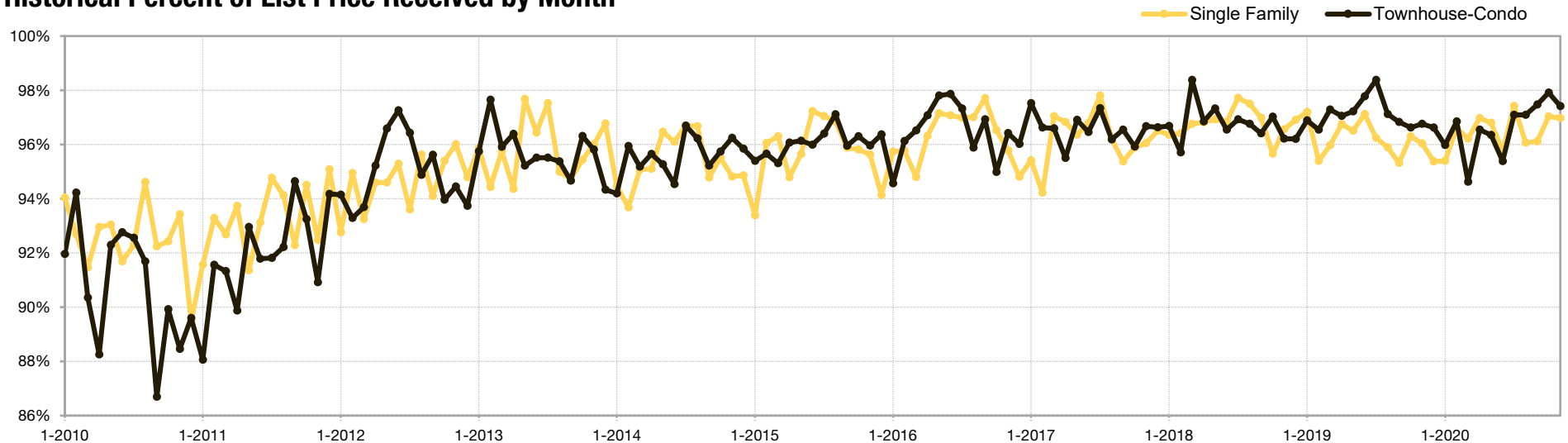
## November

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	96.8%	+0.3%	96.3%	-0.9%
Jun-2020	95.8%	-1.3%	95.4%	-2.5%
Jul-2020	97.4%	+1.2%	97.1%	-1.3%
Aug-2020	96.1%	+0.2%	97.1%	0.0%
Sep-2020	96.1%	+0.8%	97.5%	+0.7%
Oct-2020	97.0%	+0.7%	97.9%	+1.3%
Nov-2020	97.0%	+1.0%	97.4%	+0.6%

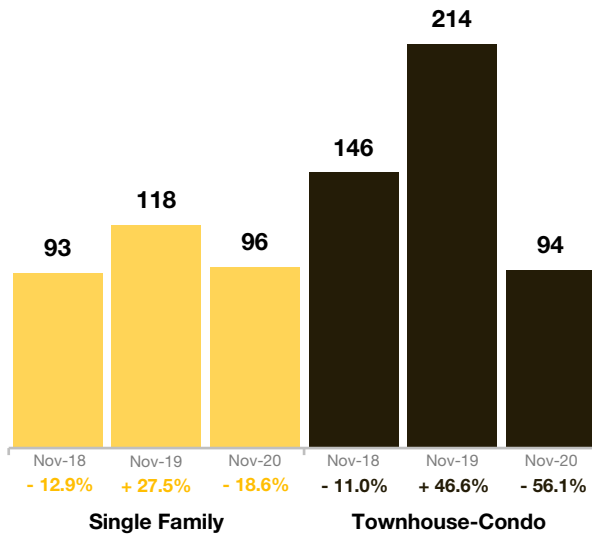
## Historical Percent of List Price Received by Month



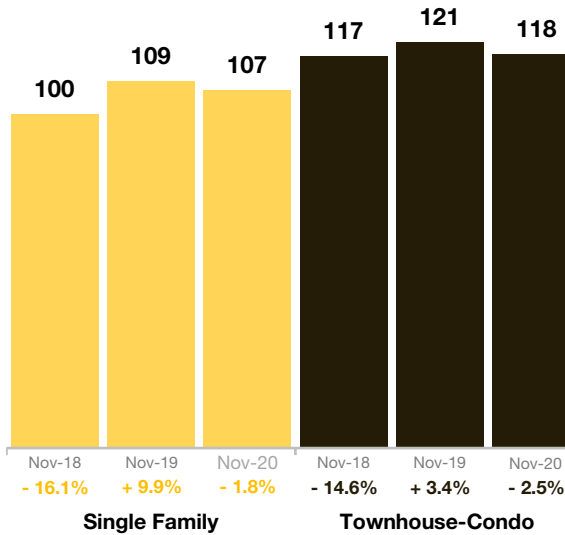
# Days on Market Until Sale



## November

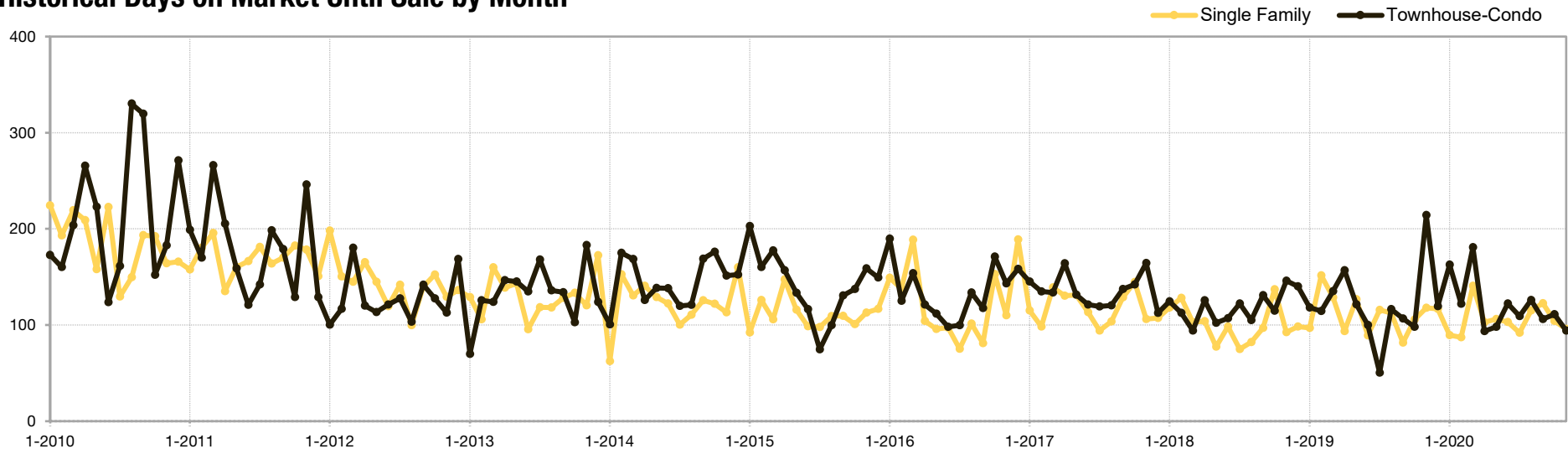


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	106	-16.5%	98	-19.0%
Jun-2020	103	+15.7%	122	+22.0%
Jul-2020	92	-20.7%	109	+113.7%
Aug-2020	115	+1.8%	126	+7.7%
Sep-2020	123	+50.0%	106	-0.9%
Oct-2020	104	-1.9%	111	+13.3%
Nov-2020	96	-18.6%	94	-56.1%

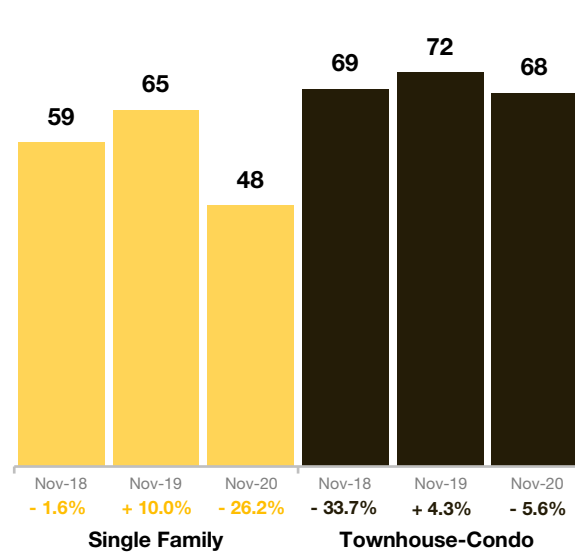
## Historical Days on Market Until Sale by Month



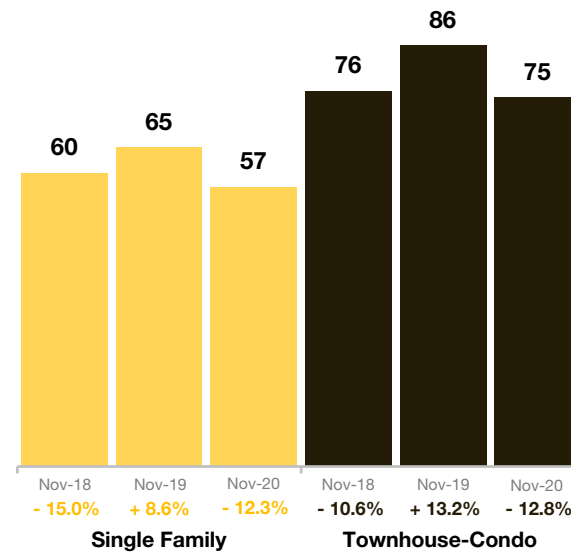
# Housing Affordability Index



## November

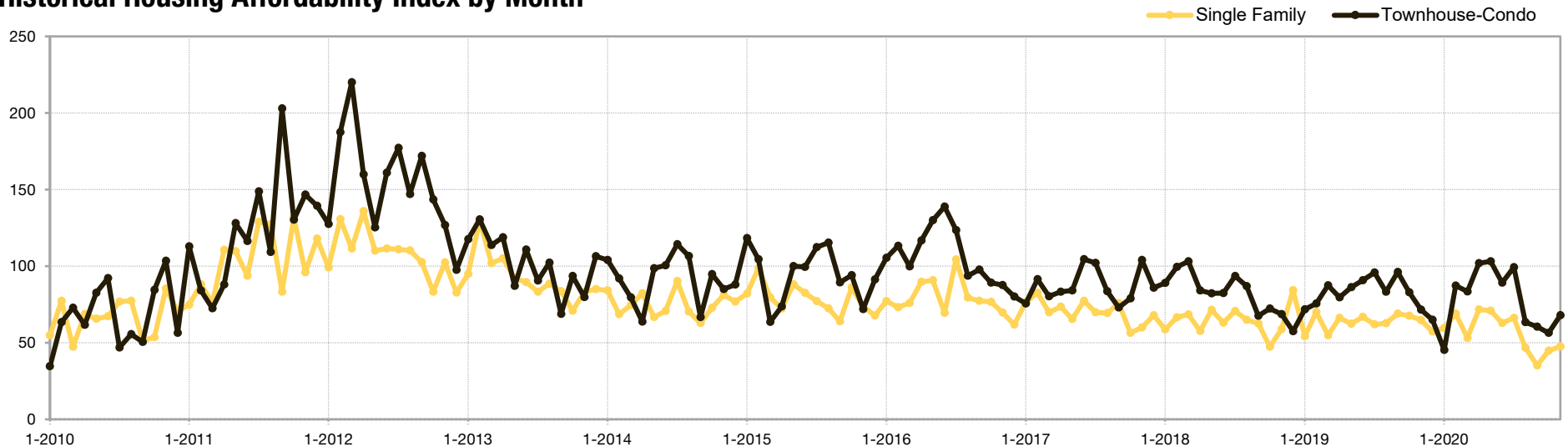


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	63	-6.0%	89	-2.2%
Jul-2020	66	+6.5%	99	+3.1%
Aug-2020	47	-25.4%	63	-24.1%
Sep-2020	35	-49.3%	60	-37.5%
Oct-2020	45	-33.8%	56	-32.5%
Nov-2020	48	-26.2%	68	-5.6%

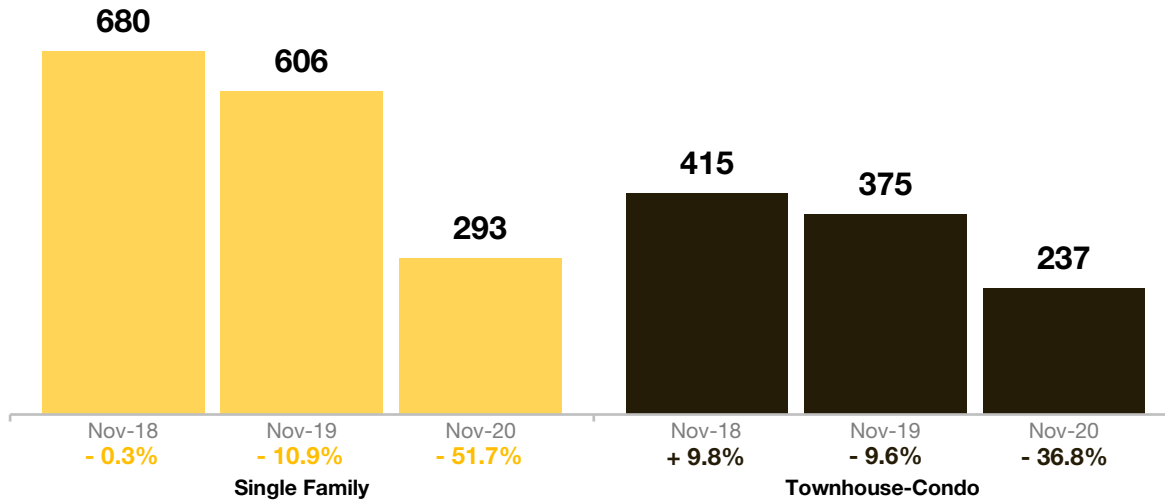
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

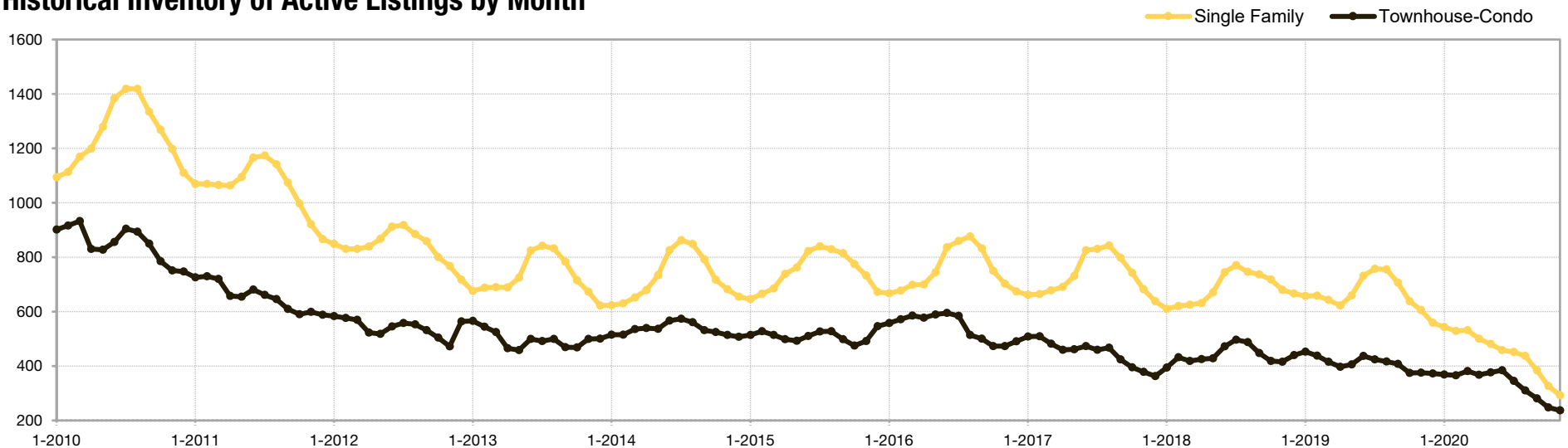


## November



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	559	-16.1%	373	-15.2%
Jan-2020	543	-17.4%	369	-18.5%
Feb-2020	529	-19.6%	366	-16.4%
Mar-2020	532	-17.3%	381	-8.2%
Apr-2020	500	-19.6%	368	-7.3%
May-2020	481	-27.0%	376	-7.4%
Jun-2020	458	-37.4%	384	-12.1%
Jul-2020	452	-40.3%	345	-18.6%
Aug-2020	437	-42.1%	310	-25.5%
Sep-2020	384	-45.6%	281	-31.1%
Oct-2020	327	-48.7%	248	-33.7%
Nov-2020	293	-51.7%	237	-36.8%

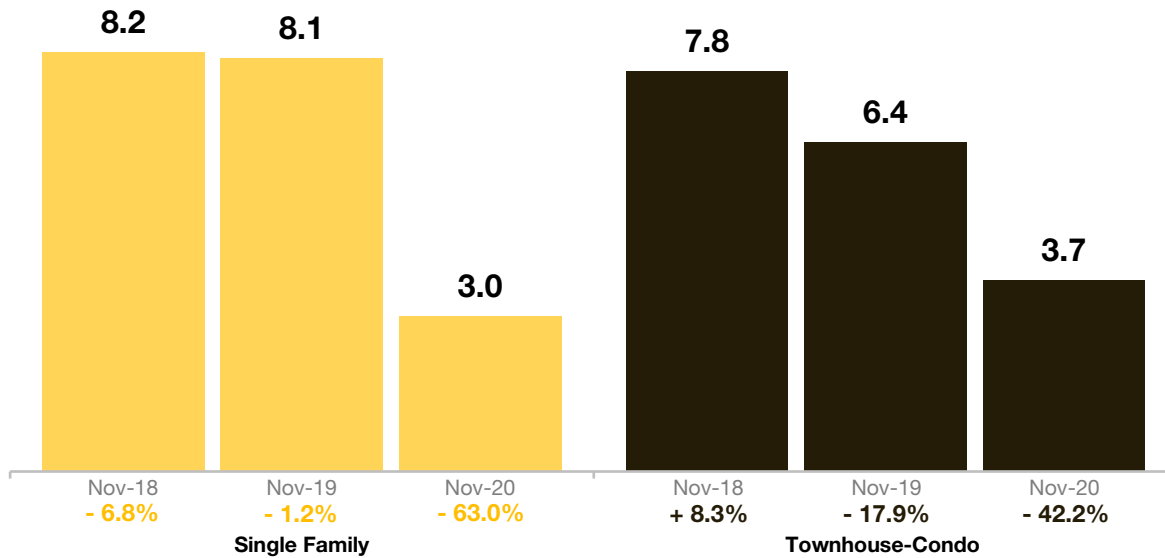
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

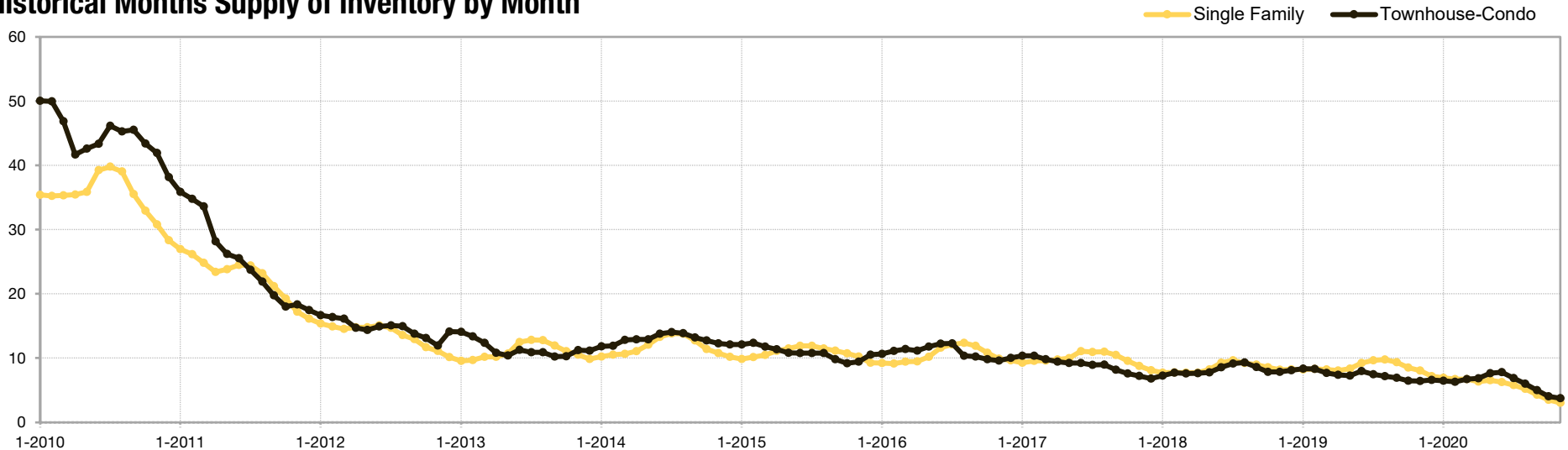


## November



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	7.2	-12.2%	6.6	-18.5%
Jan-2020	6.9	-15.9%	6.4	-23.8%
Feb-2020	6.7	-19.3%	6.3	-24.1%
Mar-2020	6.7	-18.3%	6.7	-13.0%
Apr-2020	6.3	-22.2%	6.8	-8.1%
May-2020	6.6	-20.5%	7.6	+4.1%
Jun-2020	6.3	-31.5%	7.8	-2.5%
Jul-2020	5.8	-39.6%	6.9	-8.0%
Aug-2020	5.2	-46.9%	6.0	-16.7%
Sep-2020	4.3	-53.8%	5.0	-27.5%
Oct-2020	3.5	-58.8%	4.0	-38.5%
Nov-2020	3.0	-63.0%	3.7	-42.2%

## 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.



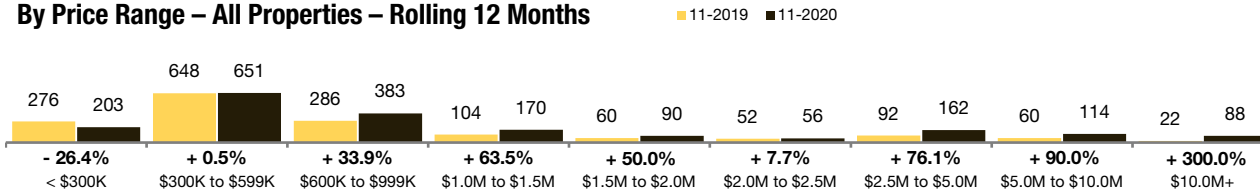
Key Metrics	Historical Sparkbars	11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		117	153	+ 30.8%	2,070	2,188	+ 5.7%
Pending Sales		94	142	+ 51.1%	1,532	1,959	+ 27.9%
Sold Listings		129	187	+ 45.0%	1,479	1,783	+ 20.6%
Median Sales Price		\$565,000	\$790,000	+ 39.8%	\$525,000	\$681,235	+ 29.8%
Avg. Sales Price		\$1,213,179	\$2,271,333	+ 87.2%	\$1,237,782	\$2,043,407	+ 65.1%
Pct. of List Price Received		96.4%	97.2%	+ 0.8%	96.7%	96.7%	0.0%
Days on Market		162	95	- 41.4%	114	111	- 2.6%
Affordability Index		65	51	- 21.5%	70	59	- 15.7%
Active Listings		981	530	- 46.0%	--	--	--
Months Supply		7.4	3.3	- 55.4%	--	--	--

# Sold Listings

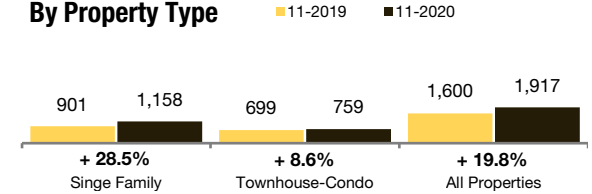
Actual sales that have closed in a given month.



## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	11-2019	11-2020	Change	11-2019	11-2020	Change
\$299,999 and Below	115	71	- 38.3%	161	132	- 18.0%
\$300,000 to \$599,999	375	411	+ 9.6%	273	240	- 12.1%
\$600,000 to \$999,999	188	251	+ 33.5%	98	132	+ 34.7%
\$1,000,000 to \$1,499,999	60	111	+ 85.0%	44	59	+ 34.1%
\$1,500,000 to \$1,999,999	24	52	+ 116.7%	36	38	+ 5.6%
\$2,000,000 to \$2,499,999	20	24	+ 20.0%	32	32	0.0%
\$2,500,000 to \$4,999,999	50	85	+ 70.0%	42	77	+ 83.3%
\$5,000,000 to \$9,999,999	47	78	+ 66.0%	13	36	+ 176.9%
\$10,000,000 and Above	22	75	+ 240.9%	0	13	--
<b>All Price Ranges</b>	<b>901</b>	<b>1,158</b>	<b>+ 28.5%</b>	<b>699</b>	<b>759</b>	<b>+ 8.6%</b>

### Compared to Prior Month

	Single Family			Condo		
	10-2020	11-2020	Change	10-2020	11-2020	Change
	5	6	+ 20.0%	15	9	- 40.0%
	43	27	- 37.2%	26	25	- 3.8%
	28	26	- 7.1%	28	21	- 25.0%
	10	12	+ 20.0%	15	3	- 80.0%
	6	4	- 33.3%	8	3	- 62.5%
	4	1	- 75.0%	4	3	- 25.0%
	17	11	- 35.3%	17	13	- 23.5%
	14	9	- 35.7%	3	4	+ 33.3%
	17	9	- 47.1%	2	1	- 50.0%
<b>All Price Ranges</b>	<b>144</b>	<b>105</b>	<b>- 27.1%</b>	<b>118</b>	<b>82</b>	<b>- 30.5%</b>

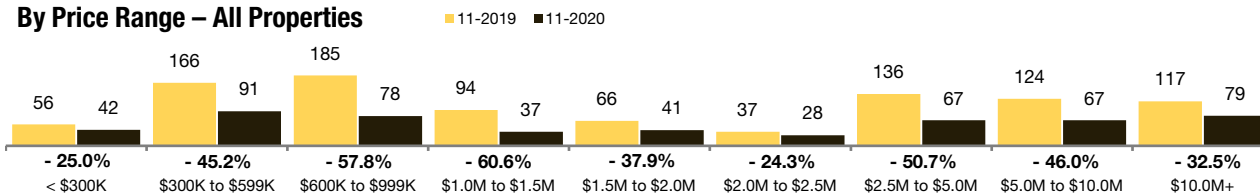
### Year to Date

	Single Family			Condo		
	11-2019	11-2020	Change	11-2019	11-2020	Change
	102	65	- 36.3%	143	123	- 14.0%
	353	377	+ 6.8%	261	225	- 13.8%
	178	233	+ 30.9%	87	124	+ 42.5%
	56	98	+ 75.0%	38	54	+ 42.1%
	23	51	+ 121.7%	30	37	+ 23.3%
	20	23	+ 15.0%	27	31	+ 14.8%
	48	80	+ 66.7%	35	73	+ 108.6%
	46	73	+ 58.7%	10	33	+ 230.0%
	22	72	+ 227.3%	0	11	--
<b>All Price Ranges</b>	<b>848</b>	<b>1,072</b>	<b>+ 26.4%</b>	<b>631</b>	<b>711</b>	<b>+ 12.7%</b>

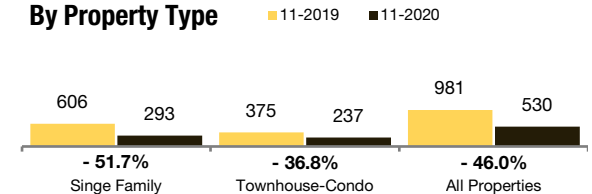
# Inventory of Active Listings

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		
	11-2019	11-2020	Change	11-2019	11-2020	Change
\$299,999 and Below	12	7	- 41.7%	44	35	- 20.5%
\$300,000 to \$599,999	90	40	- 55.6%	76	51	- 32.9%
\$600,000 to \$999,999	104	40	- 61.5%	81	38	- 53.1%
\$1,000,000 to \$1,499,999	51	14	- 72.5%	43	23	- 46.5%
\$1,500,000 to \$1,999,999	46	26	- 43.5%	20	15	- 25.0%
\$2,000,000 to \$2,499,999	12	12	0.0%	25	16	- 36.0%
\$2,500,000 to \$4,999,999	85	29	- 65.9%	51	38	- 25.5%
\$5,000,000 to \$9,999,999	105	56	- 46.7%	19	11	- 42.1%
\$10,000,000 and Above	101	69	- 31.7%	16	10	- 37.5%
<b>All Price Ranges</b>	<b>606</b>	<b>293</b>	<b>- 51.7%</b>	<b>375</b>	<b>237</b>	<b>- 36.8%</b>

### Compared to Prior Month

	Single Family			Condo		
	10-2020	11-2020	Change	10-2020	11-2020	Change
	6	7	+ 16.7%	29	35	+ 20.7%
	43	40	- 7.0%	51	51	0.0%
	49	40	- 18.4%	38	38	0.0%
	12	14	+ 16.7%	30	23	- 23.3%
	31	26	- 16.1%	17	15	- 11.8%
	12	12	0.0%	18	16	- 11.1%
	40	29	- 27.5%	37	38	+ 2.7%
	62	56	- 9.7%	15	11	- 26.7%
	72	69	- 4.2%	13	10	- 23.1%
<b>All Price Ranges</b>	<b>327</b>	<b>293</b>	<b>- 10.4%</b>	<b>248</b>	<b>237</b>	<b>- 4.4%</b>

### Year to Date

Single Family	Condo
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®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	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.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	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.
<b>Inventory of Active Listings</b>	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.
<b>Months Supply of Inventory</b>	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.