

# Monthly Indicators



## December 2020

Percent changes calculated using year-over-year comparisons.

New Listings were up 2.8 percent for single family homes but decreased 17.7 percent for townhouse-condo properties. Pending Sales increased 57.7 percent for single family homes and 9.1 percent for townhouse-condo properties.

The Median Sales Price was up 46.6 percent to \$936,750 for single family homes and 44.5 percent to \$925,000 for townhouse-condo properties. Days on Market decreased 31.6 percent for single family homes and 20.8 percent for condo properties.

With low mortgage rates and strong buyer demand in most market segments, the housing market of early 2021 looks to continue the trends we saw in the second half of 2020. Low inventory and multiple offers on in-demand properties and market segments are likely to remain common while the market waits and hopes for a boost in new construction and a surge in home sellers to help provide more balance to the market.

## Activity Snapshot

**+ 38.8%**    **+ 45.6%**    **- 45.6%**

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	12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		72	74	+ 2.8%	1,336	1,387	+ 3.8%
Pending Sales		52	82	+ 57.7%	943	1,256	+ 33.2%
Sold Listings		86	115	+ 33.7%	934	1,189	+ 27.3%
Median Sales Price		\$638,907	\$936,750	+ 46.6%	\$573,005	\$725,000	+ 26.5%
Avg. Sales Price		\$1,652,783	\$3,264,382	+ 97.5%	\$1,515,426	\$2,504,265	+ 65.3%
Pct. of List Price Received		95.4%	96.2%	+ 0.8%	96.2%	96.5%	+ 0.3%
Days on Market		117	80	- 31.6%	110	104	- 5.5%
Affordability Index		57	43	- 24.6%	64	56	- 12.5%
Active Listings		561	279	- 50.3%	--	--	--
Months Supply		7.2	2.8	- 61.1%	--	--	--

# Townhouse-Condo Market Overview

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

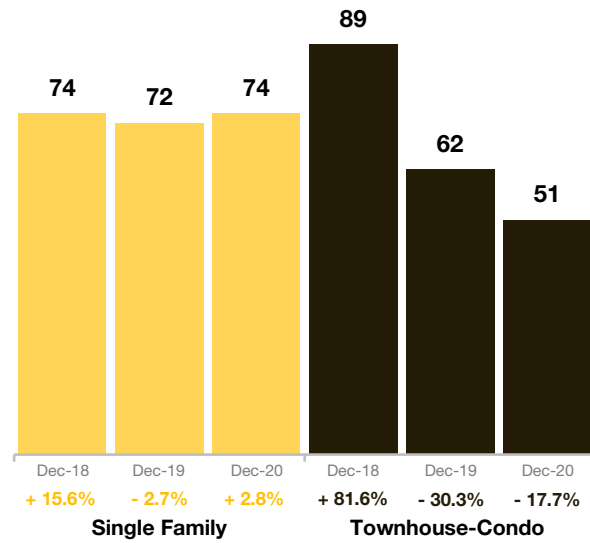


Key Metrics	Historical Sparkbars	12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		62	51	- 17.7%	868	945	+ 8.9%
Pending Sales		44	48	+ 9.1%	685	825	+ 20.4%
Sold Listings		48	71	+ 47.9%	679	783	+ 15.3%
Median Sales Price		\$640,000	\$925,000	+ 44.5%	\$483,000	\$625,000	+ 29.4%
Avg. Sales Price		\$1,758,016	\$1,759,540	+ 0.1%	\$945,207	\$1,492,638	+ 57.9%
Pct. of List Price Received		96.6%	96.6%	0.0%	97.1%	96.9%	- 0.2%
Days on Market		120	95	- 20.8%	121	115	- 5.0%
Affordability Index		65	51	- 21.5%	84	74	- 11.9%
Active Listings		374	230	- 38.5%	--	--	--
Months Supply		6.6	3.5	- 47.0%	--	--	--

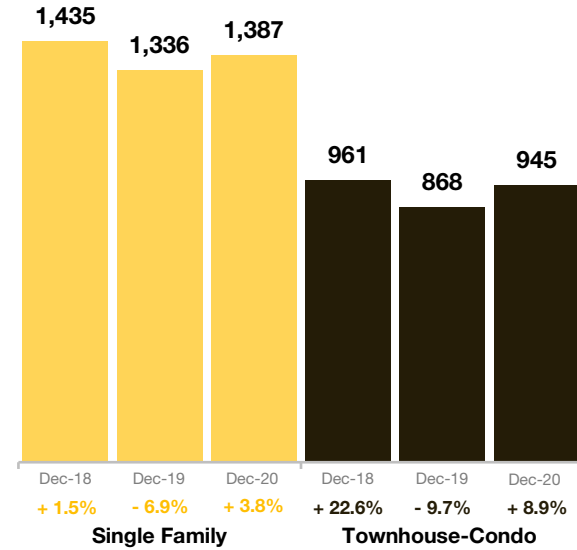
# New Listings



## December

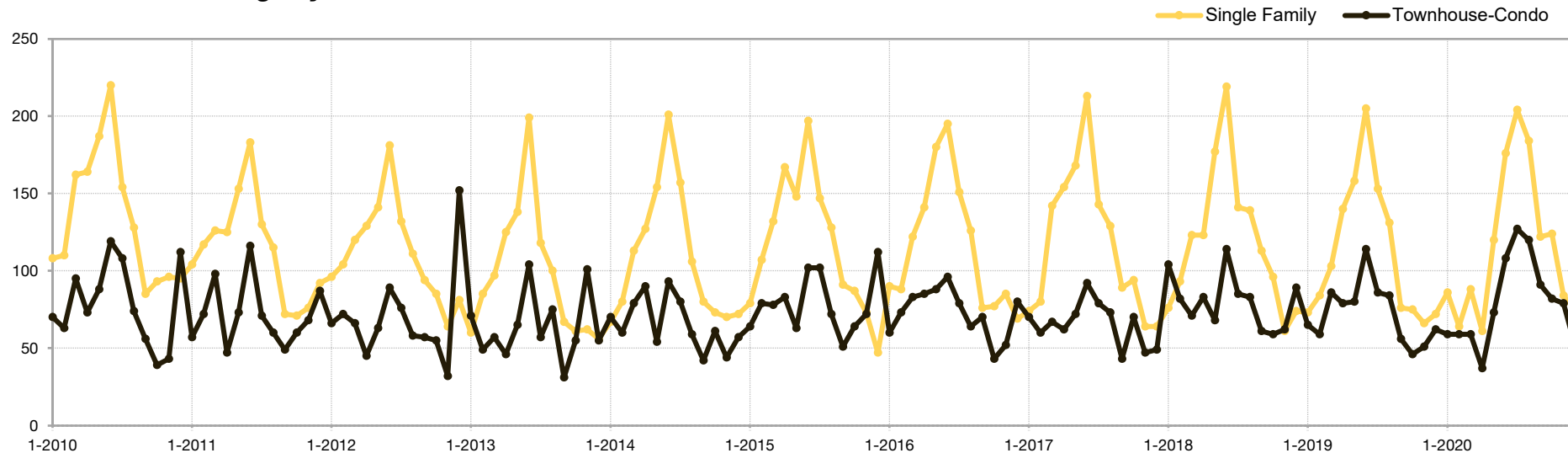


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2020	86	+17.8%	59	-9.2%
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	184	+40.5%	120	+42.9%
Sep-2020	122	+60.5%	91	+62.5%
Oct-2020	124	+65.3%	82	+78.3%
Nov-2020	84	+27.3%	79	+54.9%
Dec-2020	74	+2.8%	51	-17.7%

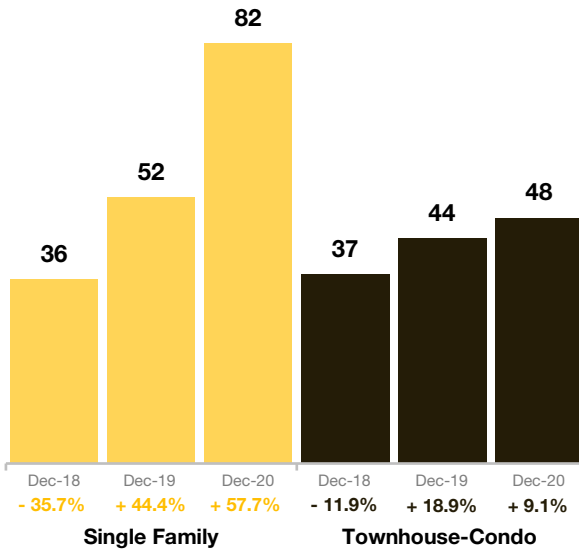
## Historical New Listings by Month



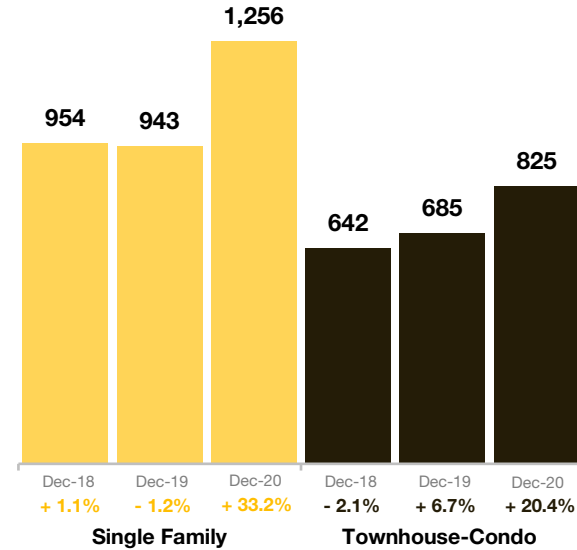
# Pending Sales



## December

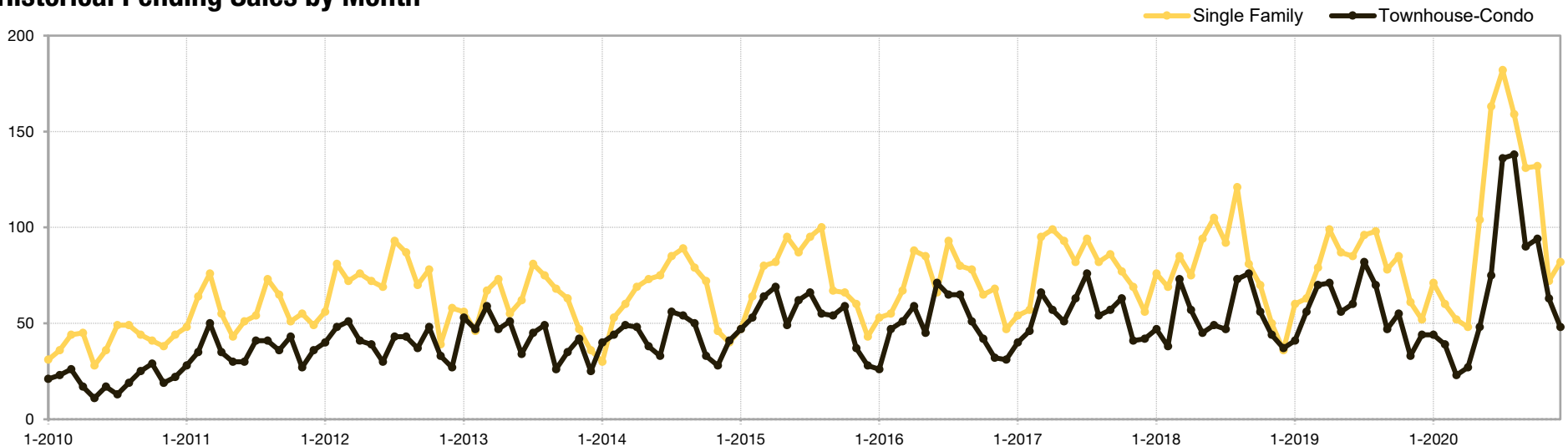


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	131	+67.9%	90	+91.5%
Oct-2020	132	+55.3%	94	+70.9%
Nov-2020	72	+18.0%	63	+90.9%
Dec-2020	82	+57.7%	48	+9.1%

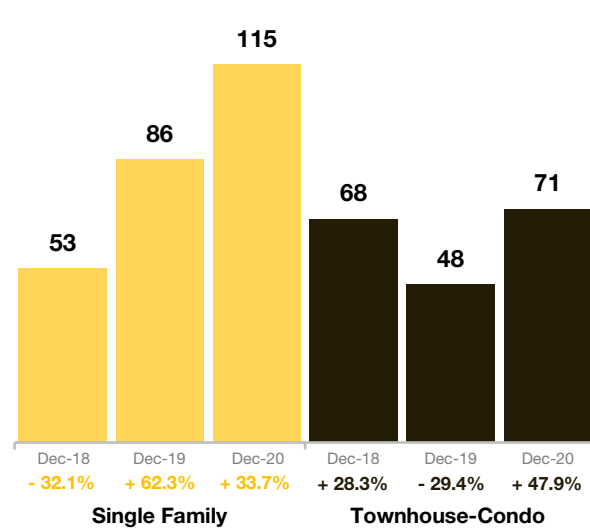
## Historical Pending Sales by Month



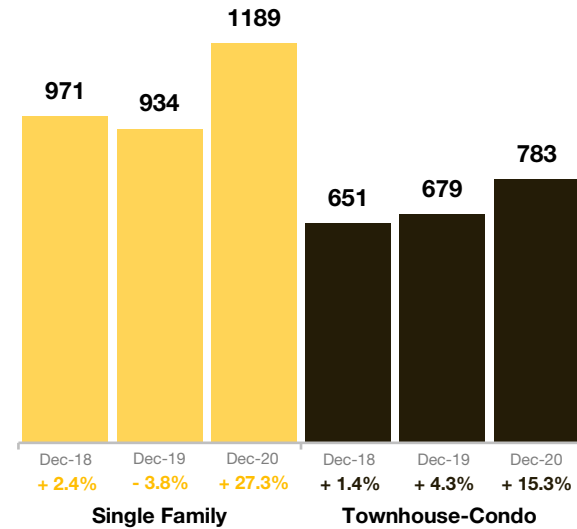
# Sold Listings



## December

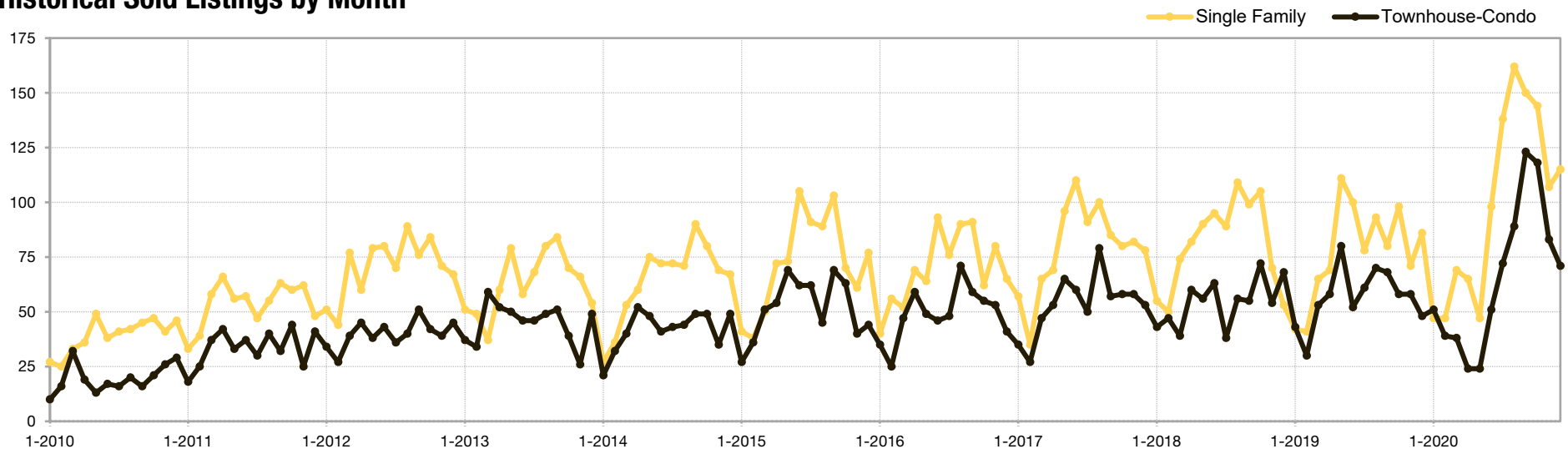


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	107	+50.7%	83	+43.1%
<b>Dec-2020</b>	<b>115</b>	<b>+33.7%</b>	<b>71</b>	<b>+47.9%</b>

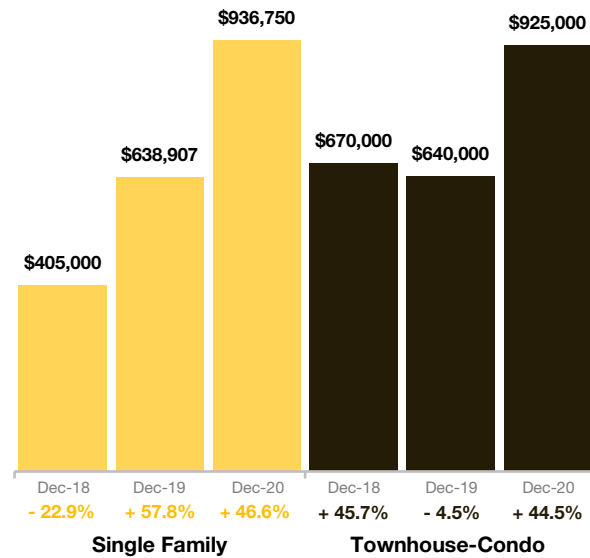
## Historical Sold Listings by Month



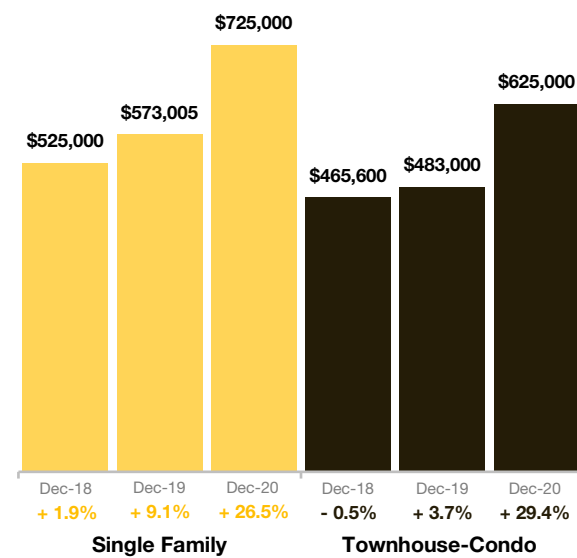
# Median Sales Price



## December

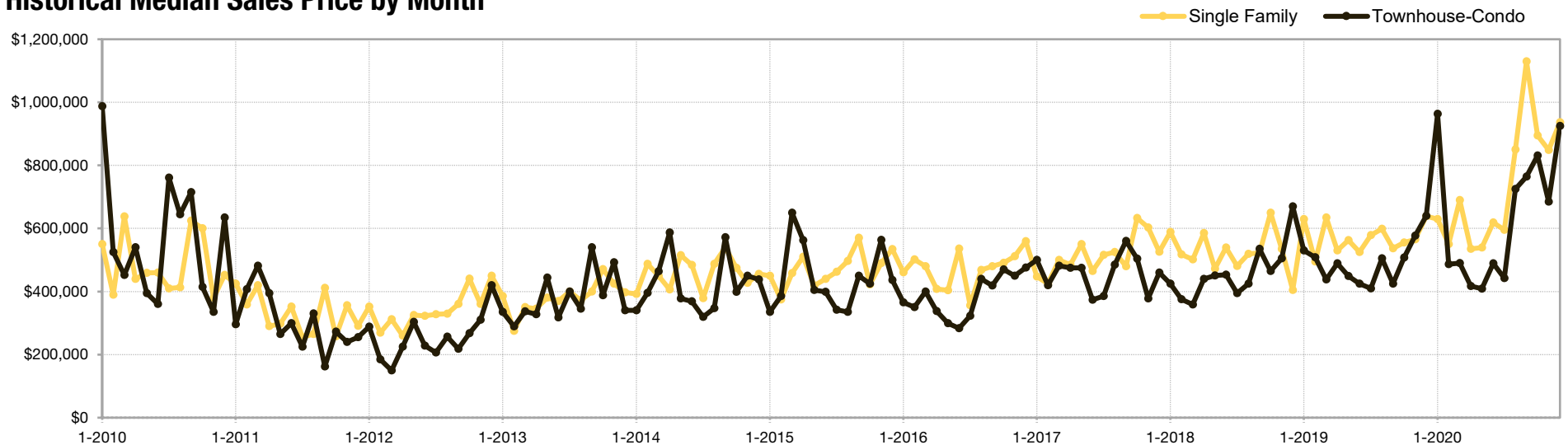


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$849,000	+50.3%	\$685,000	+18.7%
Dec-2020	\$936,750	+46.6%	\$925,000	+44.5%

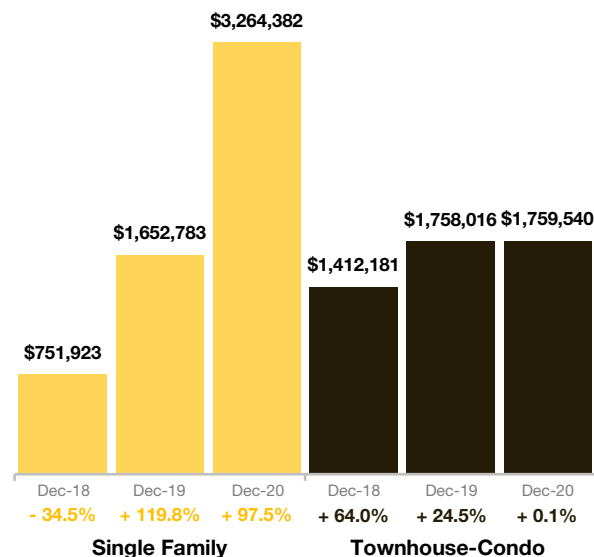
## Historical Median Sales Price by Month



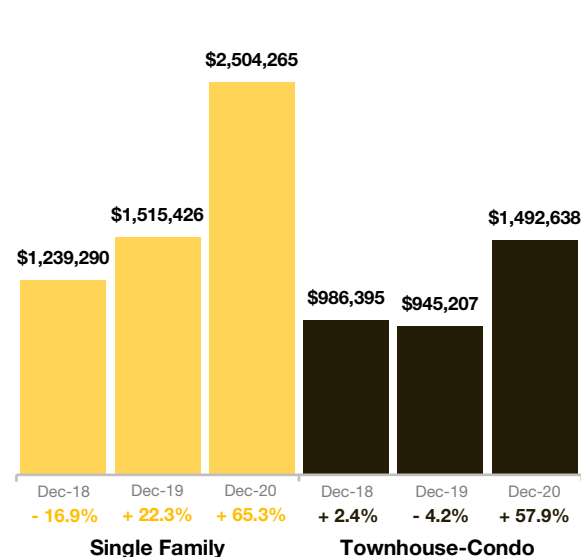
# Average Sales Price



## December

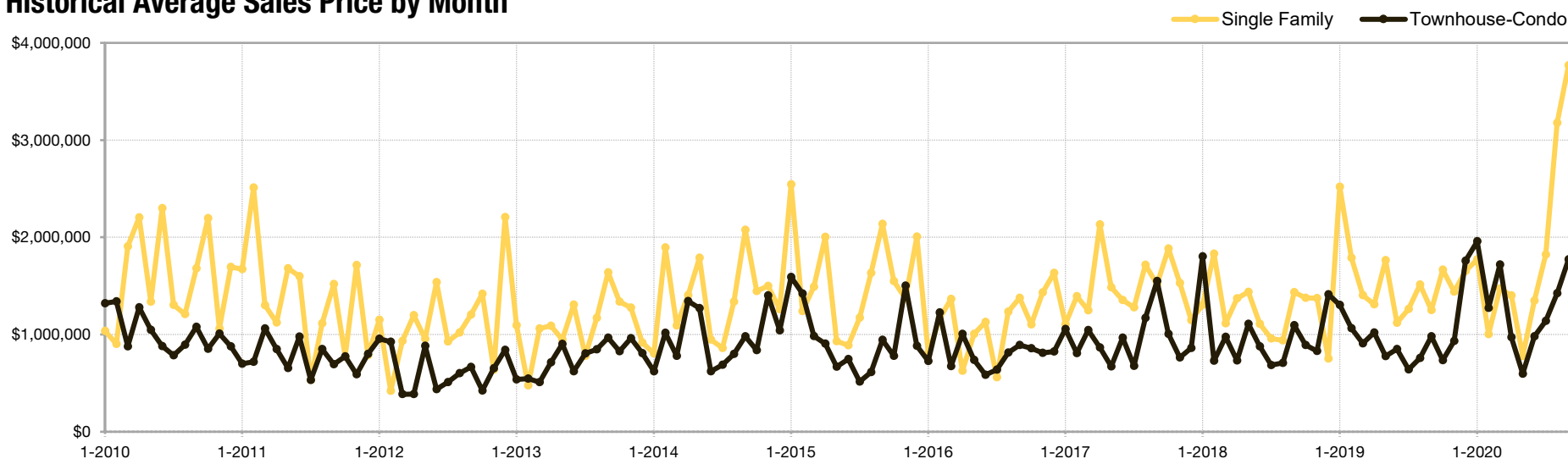


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$2,801,019	+94.4%	\$1,537,472	+64.6%
Dec-2020	\$3,264,382	+97.5%	\$1,759,540	+0.1%

## Historical Average Sales Price by Month



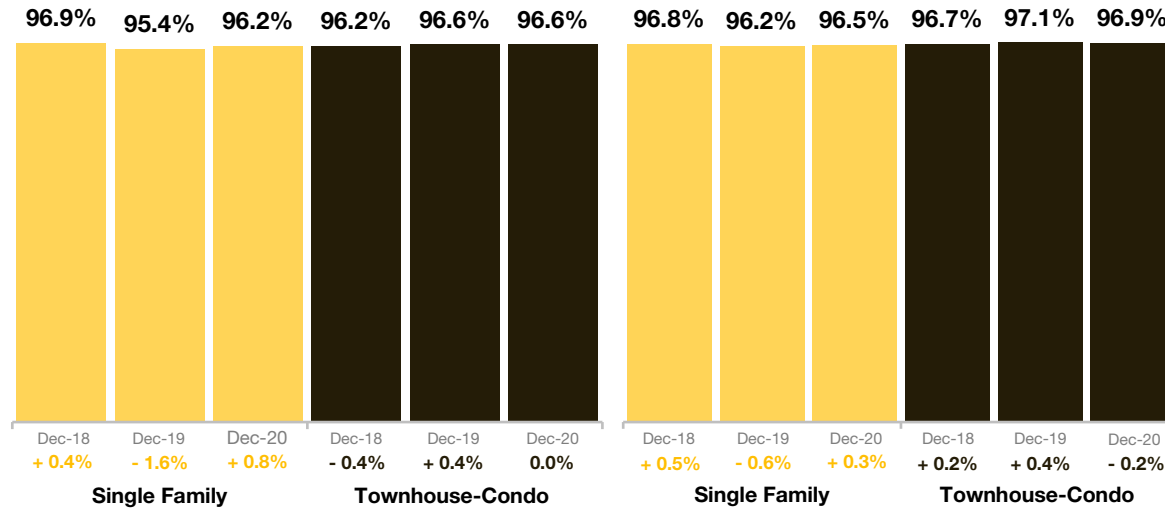


# Percent of List Price Received



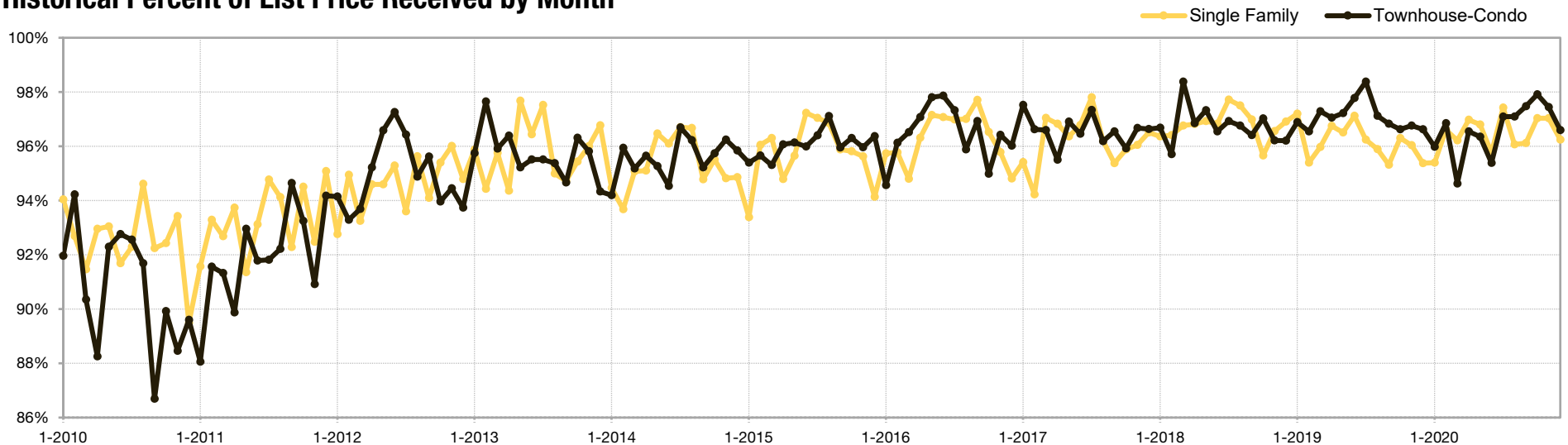
## December

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Dec-2020	96.2%	+0.8%	96.6%	0.0%

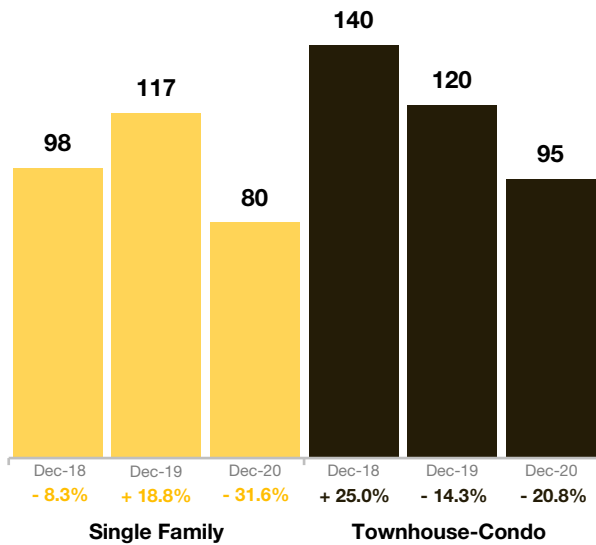
## Historical Percent of List Price Received by Month



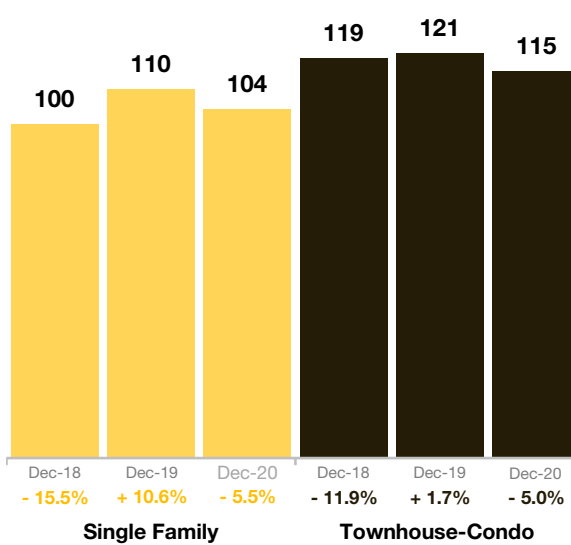
# Days on Market Until Sale



## December

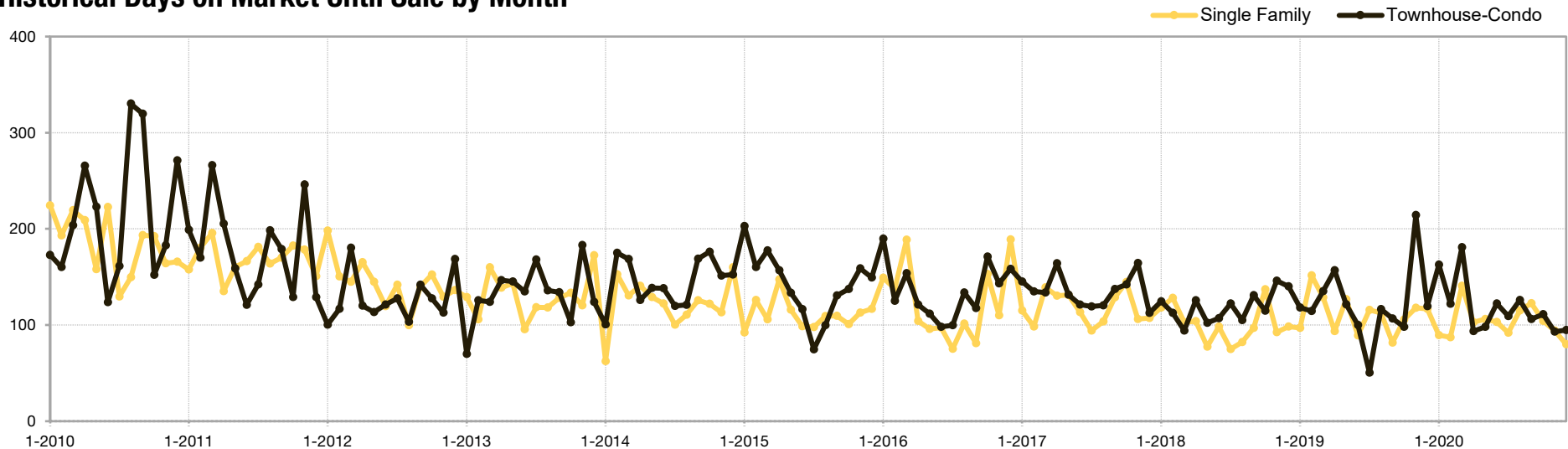


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	94	-20.3%	93	-56.5%
Dec-2020	80	-31.6%	95	-20.8%

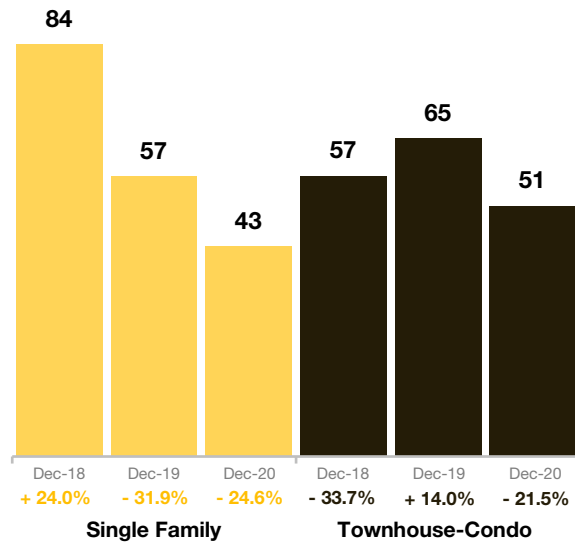
## Historical Days on Market Until Sale by Month



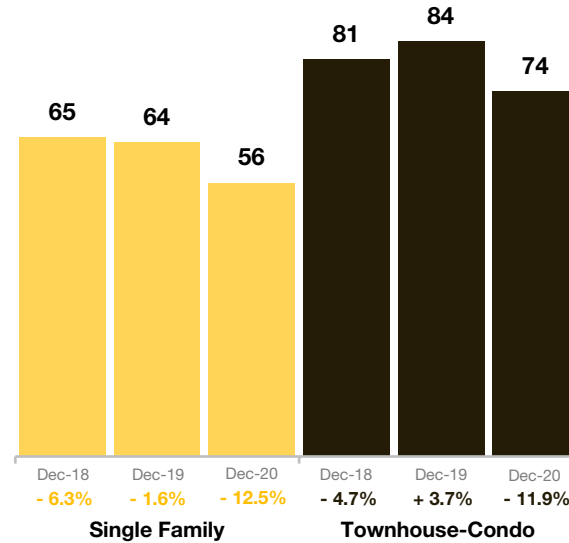
# Housing Affordability Index



## December

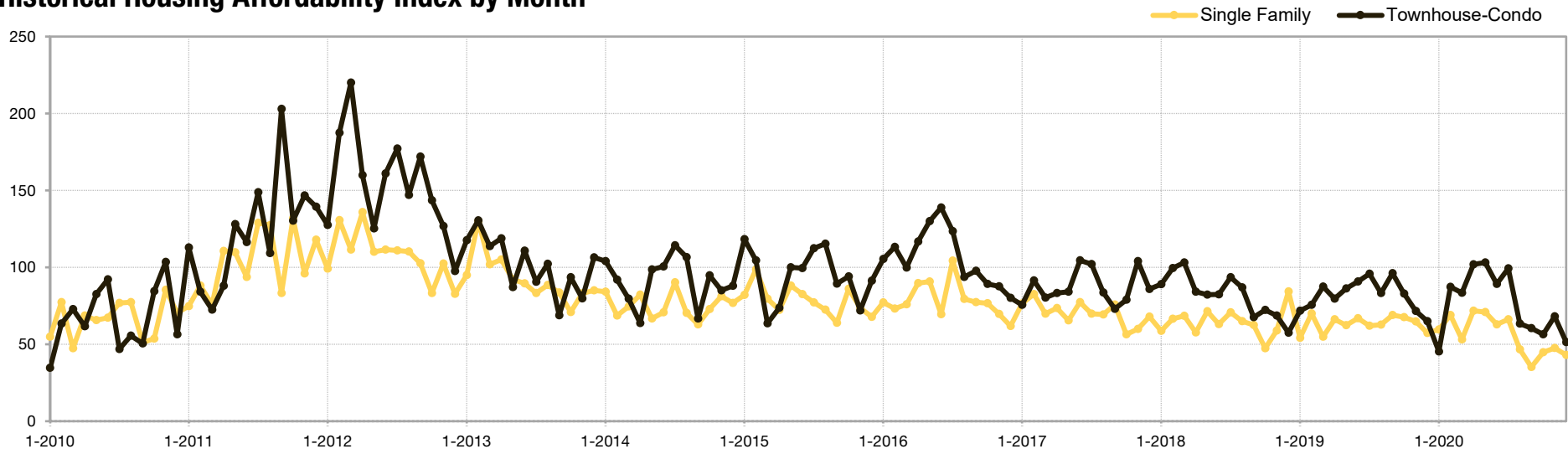


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Dec-2020	43	-24.6%	51	-21.5%

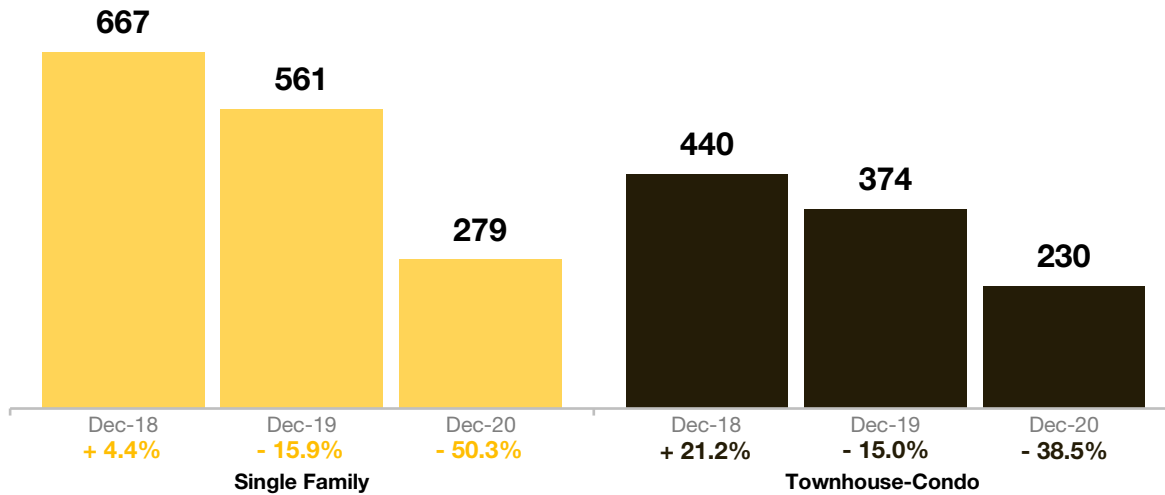
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

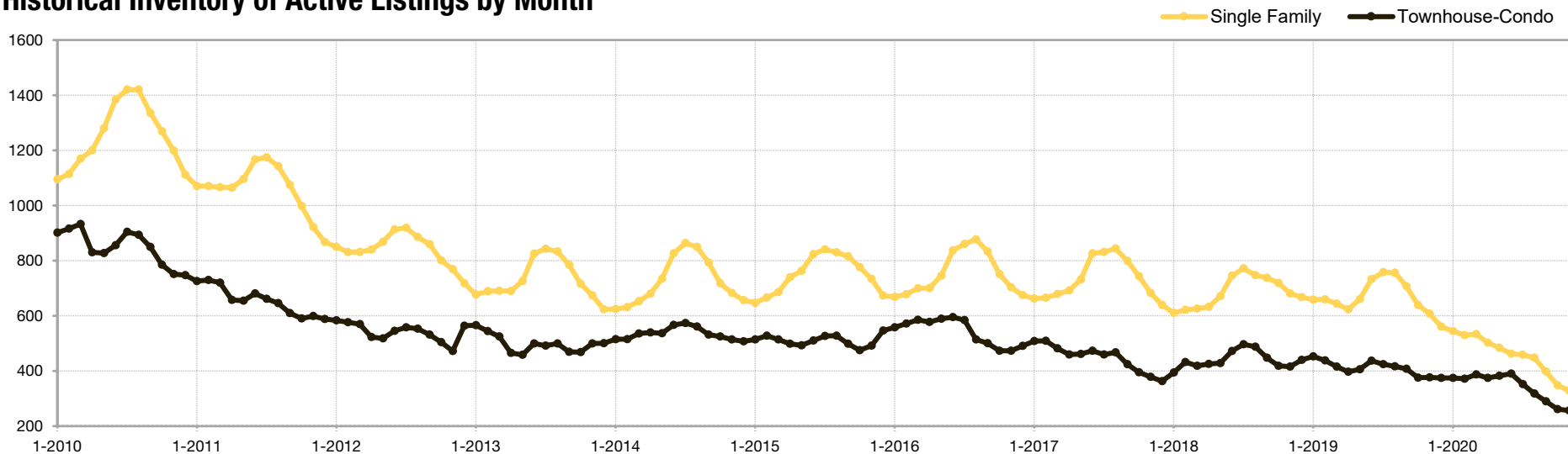


## December



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2020	544	-17.3%	374	-17.4%
Feb-2020	530	-19.6%	372	-15.1%
Mar-2020	534	-17.1%	387	-6.7%
Apr-2020	502	-19.4%	374	-5.8%
May-2020	484	-26.7%	382	-5.9%
Jun-2020	462	-37.0%	390	-10.8%
Jul-2020	458	-39.6%	352	-17.0%
Aug-2020	448	-40.7%	318	-23.6%
Sep-2020	398	-43.7%	290	-28.9%
Oct-2020	348	-45.5%	261	-30.4%
Nov-2020	329	-45.9%	256	-31.9%
Dec-2020	279	-50.3%	230	-38.5%

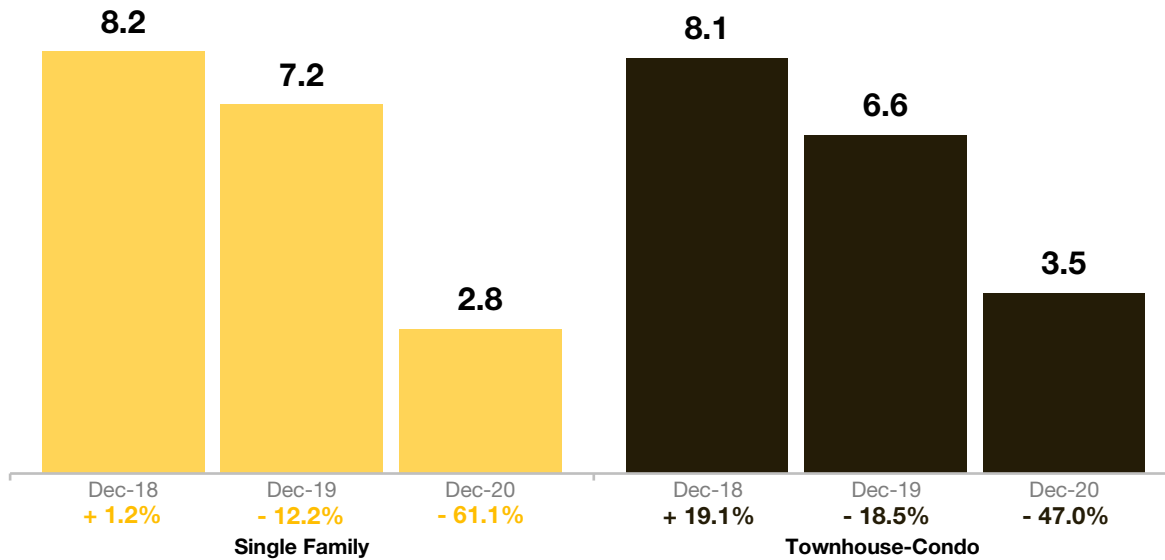
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

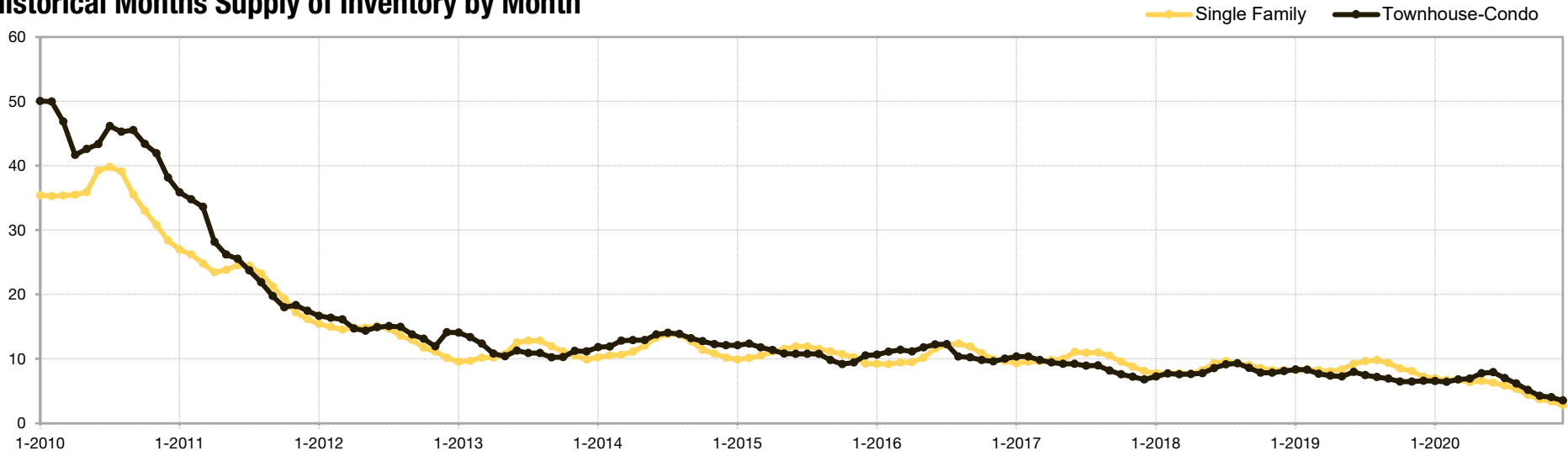


## December



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2020	7.0	-14.6%	6.5	-22.6%
Feb-2020	6.7	-19.3%	6.4	-22.9%
Mar-2020	6.8	-17.1%	6.8	-11.7%
Apr-2020	6.4	-21.0%	6.9	-6.8%
May-2020	6.6	-21.4%	7.8	+6.8%
Jun-2020	6.3	-31.5%	7.9	-1.3%
Jul-2020	5.9	-39.2%	7.0	-6.7%
Aug-2020	5.3	-45.9%	6.2	-13.9%
Sep-2020	4.4	-53.2%	5.2	-24.6%
Oct-2020	3.7	-56.5%	4.3	-33.8%
Nov-2020	3.4	-58.0%	4.0	-38.5%
Dec-2020	2.8	-61.1%	3.5	-47.0%

## 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.



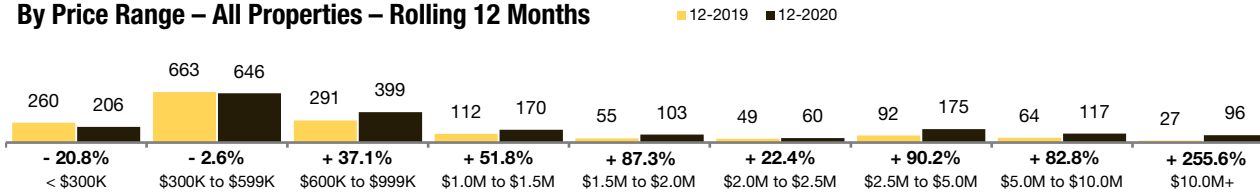
Key Metrics	Historical Sparkbars	12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		134	125	- 6.7%	2,204	2,332	+ 5.8%
Pending Sales		96	130	+ 35.4%	1,628	2,081	+ 27.8%
Sold Listings		134	186	+ 38.8%	1,613	1,972	+ 22.3%
Median Sales Price		\$638,907	\$930,000	+ 45.6%	\$530,000	\$699,000	+ 31.9%
Avg. Sales Price		\$1,690,479	\$2,689,953	+ 59.1%	\$1,275,390	\$2,102,590	+ 64.9%
Pct. of List Price Received		95.8%	96.4%	+ 0.6%	96.6%	96.7%	+ 0.1%
Days on Market		118	85	- 28.0%	115	109	- 5.2%
Affordability Index		57	43	- 24.6%	69	58	- 15.9%
Active Listings		935	509	- 45.6%	--	--	--
Months Supply		7.0	3.1	- 55.7%	--	--	--

# Sold Listings

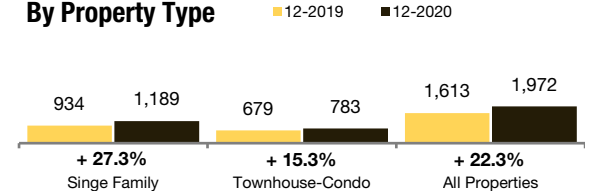
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	12-2019	12-2020	Change	12-2019	12-2020	Change
\$299,999 and Below	108	70	-35.2%	152	136	-10.5%
\$300,000 to \$599,999	387	406	+4.9%	276	240	-13.0%
\$600,000 to \$999,999	196	261	+33.2%	95	138	+45.3%
\$1,000,000 to \$1,499,999	69	108	+56.5%	43	62	+44.2%
\$1,500,000 to \$1,999,999	24	61	+154.2%	31	42	+35.5%
\$2,000,000 to \$2,499,999	21	25	+19.0%	28	35	+25.0%
\$2,500,000 to \$4,999,999	53	93	+75.5%	39	82	+110.3%
\$5,000,000 to \$9,999,999	51	82	+60.8%	13	35	+169.2%
\$10,000,000 and Above	25	83	+232.0%	2	13	+550.0%
<b>All Price Ranges</b>	<b>934</b>	<b>1,189</b>	<b>+27.3%</b>	<b>679</b>	<b>783</b>	<b>+15.3%</b>

### Compared to Prior Month

	Single Family			Condo		
	11-2020	12-2020	Change	11-2020	12-2020	Change
	6	5	-16.7%	10	12	+20.0%
	27	29	+7.4%	25	15	-40.0%
	27	27	0.0%	21	14	-33.3%
	12	10	-16.7%	3	8	+166.7%
	5	9	+80.0%	3	5	+66.7%
	1	2	+100.0%	3	4	+33.3%
	11	13	+18.2%	13	9	-30.8%
	9	9	0.0%	4	2	-50.0%
	9	11	+22.2%	1	2	+100.0%
<b>All Price Ranges</b>	<b>107</b>	<b>115</b>	<b>+7.5%</b>	<b>83</b>	<b>71</b>	<b>-14.5%</b>

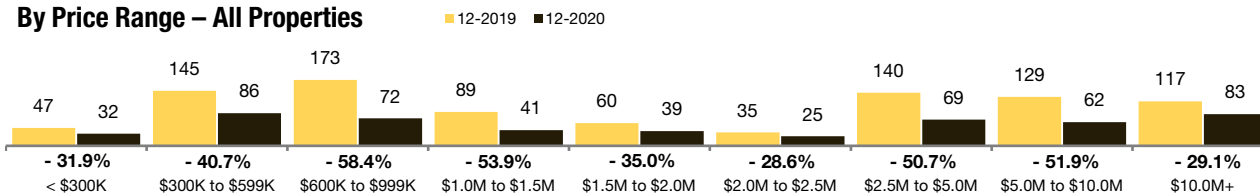
### Year to Date

	Single Family			Condo		
	12-2019	12-2020	Change	12-2019	12-2020	Change
	108	70	-35.2%	152	136	-10.5%
	387	406	+4.9%	276	240	-13.0%
	196	261	+33.2%	95	138	+45.3%
	69	108	+56.5%	43	62	+44.2%
	24	61	+154.2%	31	42	+35.5%
	21	25	+19.0%	28	35	+25.0%
	53	93	+75.5%	39	82	+110.3%
	51	82	+60.8%	13	35	+169.2%
	25	83	+232.0%	2	13	+550.0%
<b>All Price Ranges</b>	<b>934</b>	<b>1,189</b>	<b>+27.3%</b>	<b>679</b>	<b>783</b>	<b>+15.3%</b>

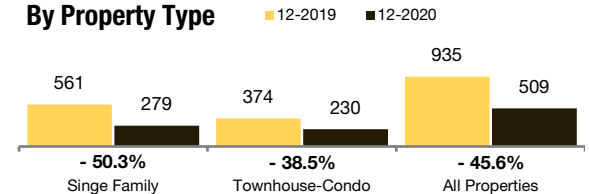
# Inventory of Active Listings

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		
	12-2019	12-2020	Change	12-2019	12-2020	Change
\$299,999 and Below	9	3	-66.7%	38	29	-23.7%
\$300,000 to \$599,999	70	35	-50.0%	75	51	-32.0%
\$600,000 to \$999,999	90	40	-55.6%	83	32	-61.4%
\$1,000,000 to \$1,499,999	45	14	-68.9%	44	27	-38.6%
\$1,500,000 to \$1,999,999	41	22	-46.3%	19	17	-10.5%
\$2,000,000 to \$2,499,999	13	11	-15.4%	22	14	-36.4%
\$2,500,000 to \$4,999,999	84	31	-63.1%	56	38	-32.1%
\$5,000,000 to \$9,999,999	109	50	-54.1%	20	12	-40.0%
\$10,000,000 and Above	100	73	-27.0%	17	10	-41.2%
<b>All Price Ranges</b>	<b>561</b>	<b>279</b>	<b>-50.3%</b>	<b>374</b>	<b>230</b>	<b>-38.5%</b>

### Compared to Prior Month

	Single Family			Condo		
	11-2020	12-2020	Change	11-2020	12-2020	Change
	7	3	-57.1%	36	29	-19.4%
	50	35	-30.0%	59	51	-13.6%
	44	40	-9.1%	39	32	-17.9%
	16	14	-12.5%	28	27	-3.6%
	27	22	-18.5%	15	17	+13.3%
	18	11	-38.9%	16	14	-12.5%
	31	31	0.0%	40	38	-5.0%
	58	50	-13.8%	12	12	0.0%
	78	73	-6.4%	11	10	-9.1%
<b>All Price Ranges</b>	<b>329</b>	<b>279</b>	<b>-15.2%</b>	<b>256</b>	<b>230</b>	<b>-10.2%</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.