

Monthly Indicators



July 2021

Percent changes calculated using year-over-year comparisons.

New Listings were down 34.5 percent for single family homes and 37.0 percent for townhouse-condo properties. Pending Sales decreased 33.1 percent for single family homes and 6.6 percent for townhouse-condo properties.

The Median Sales Price was up 38.5 percent to \$824,127 for single family homes and 23.2 percent to \$545,000 for townhouse-condo properties. Days on Market decreased 58.7 percent for single family homes and 70.6 percent for condo properties.

The National Association of REALTORS® reported inventory of homes for sale nationwide rose slightly in June as more sellers list their homes, hoping to take advantage of record-high sales prices across the country. Even with renewed home seller interest, inventory overall remains 18.8% lower than a year ago, according to NAR.

Activity Snapshot

- 11.9% **+ 21.4%** **- 53.5%**

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	7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		206	135	- 34.5%	802	836	+ 4.2%
Pending Sales		181	121	- 33.1%	680	713	+ 4.9%
Sold Listings		138	100	- 27.5%	512	639	+ 24.8%
Median Sales Price		\$595,000	\$824,127	+ 38.5%	\$602,500	\$780,000	+ 29.5%
Avg. Sales Price		\$1,821,409	\$2,382,725	+ 30.8%	\$1,452,340	\$2,700,337	+ 85.9%
Pct. of List Price Received		97.4%	98.9%	+ 1.5%	96.6%	98.0%	+ 1.4%
Days on Market		92	38	- 58.7%	102	75	- 26.5%
Affordability Index		66	47	- 28.8%	65	50	- 23.1%
Active Listings		475	279	- 41.3%	--	--	--
Months Supply		6.1	2.5	- 59.0%	--	--	--

Townhouse-Condo Market Overview

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

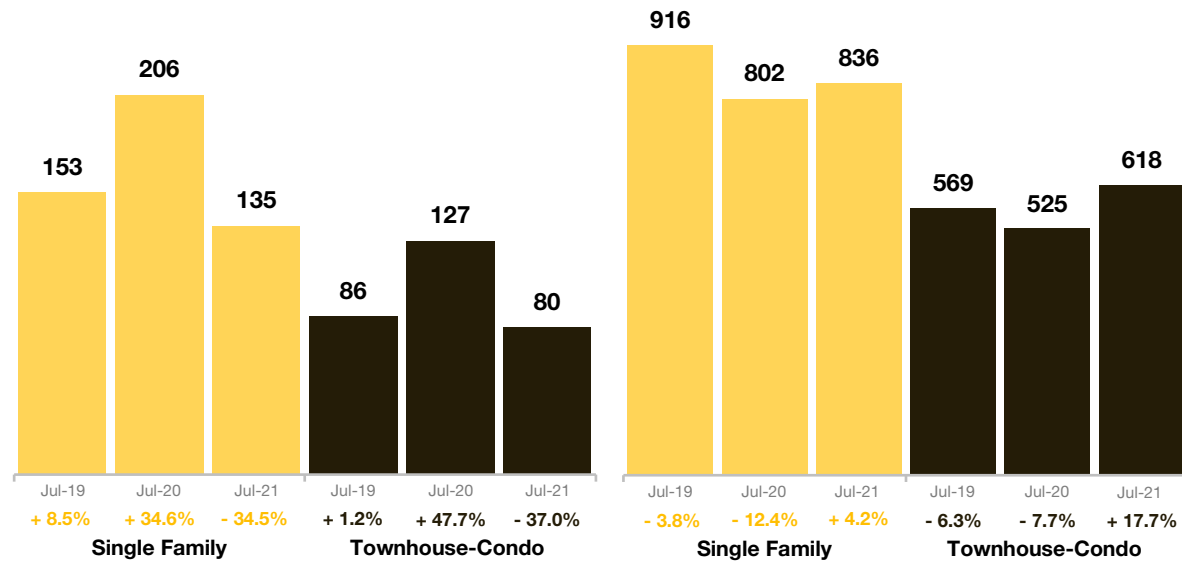


Key Metrics	Historical Sparkbars	7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		127	80	- 37.0%	525	618	+ 17.7%
Pending Sales		136	127	- 6.6%	392	657	+ 67.6%
Sold Listings		72	85	+ 18.1%	299	518	+ 73.2%
Median Sales Price		\$442,500	\$545,000	+ 23.2%	\$486,500	\$618,250	+ 27.1%
Avg. Sales Price		\$1,139,135	\$914,772	- 19.7%	\$1,286,795	\$1,141,134	- 11.3%
Pct. of List Price Received		97.1%	100.2%	+ 3.2%	96.2%	98.6%	+ 2.5%
Days on Market		109	32	- 70.6%	129	76	- 41.1%
Affordability Index		99	81	- 18.2%	91	72	- 20.9%
Active Listings		361	110	- 69.5%	--	--	--
Months Supply		7.2	1.3	- 81.9%	--	--	--

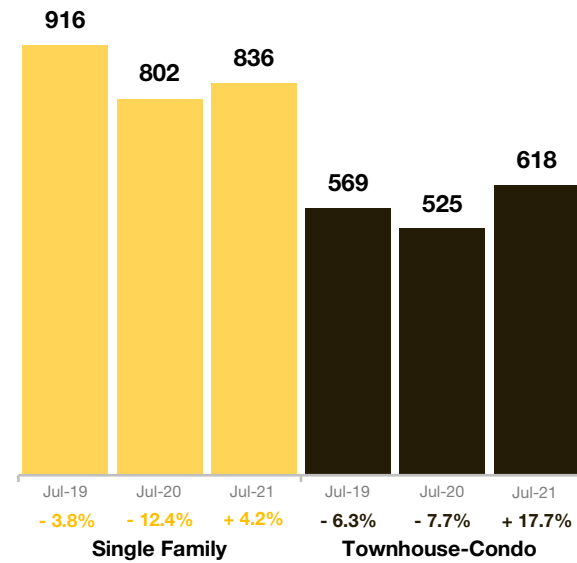
New Listings



July

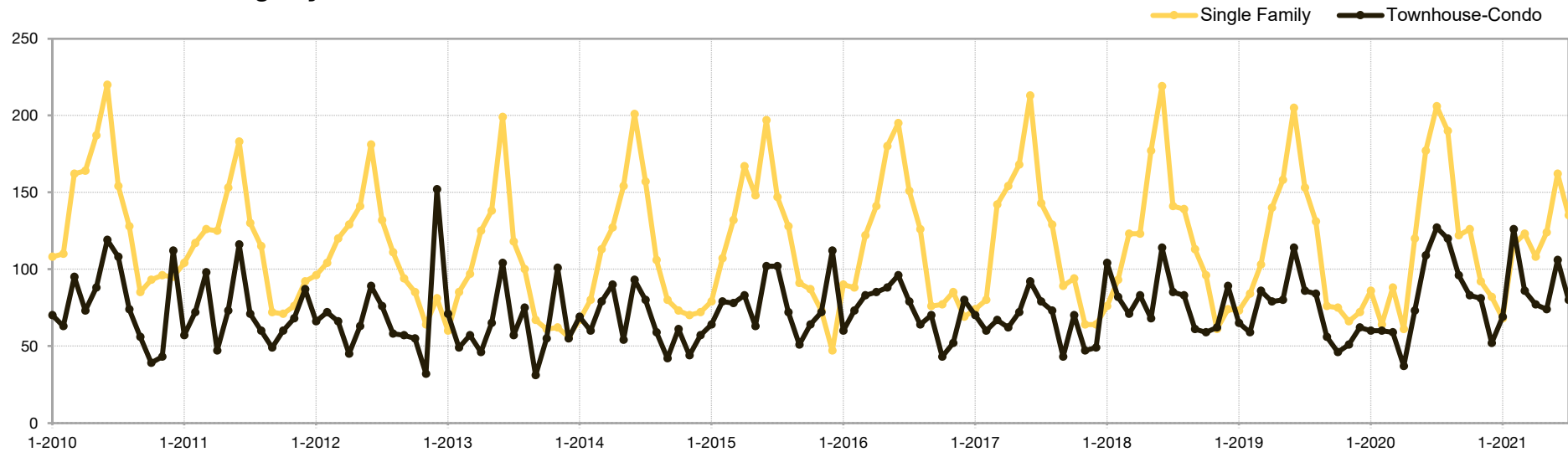


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	190	+45.0%	120	+42.9%
Sep-2020	122	+60.5%	96	+71.4%
Oct-2020	126	+68.0%	83	+80.4%
Nov-2020	92	+39.4%	81	+58.8%
Dec-2020	82	+13.9%	52	-16.1%
Jan-2021	68	-20.9%	69	+15.0%
Feb-2021	116	+81.3%	126	+110.0%
Mar-2021	123	+39.8%	86	+45.8%
Apr-2021	108	+77.0%	77	+108.1%
May-2021	124	+3.3%	74	+1.4%
Jun-2021	162	-8.5%	106	-2.8%
Jul-2021	135	-34.5%	80	-37.0%

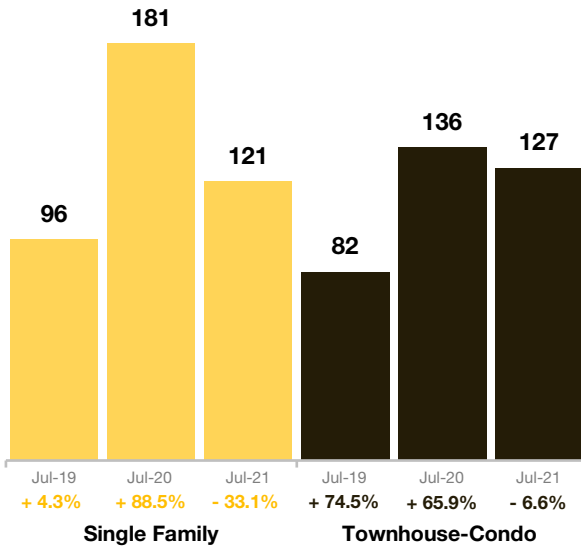
Historical New Listings by Month



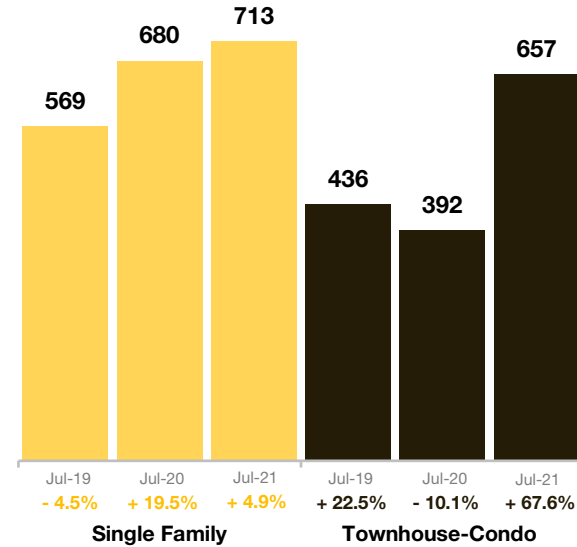
Pending Sales



July

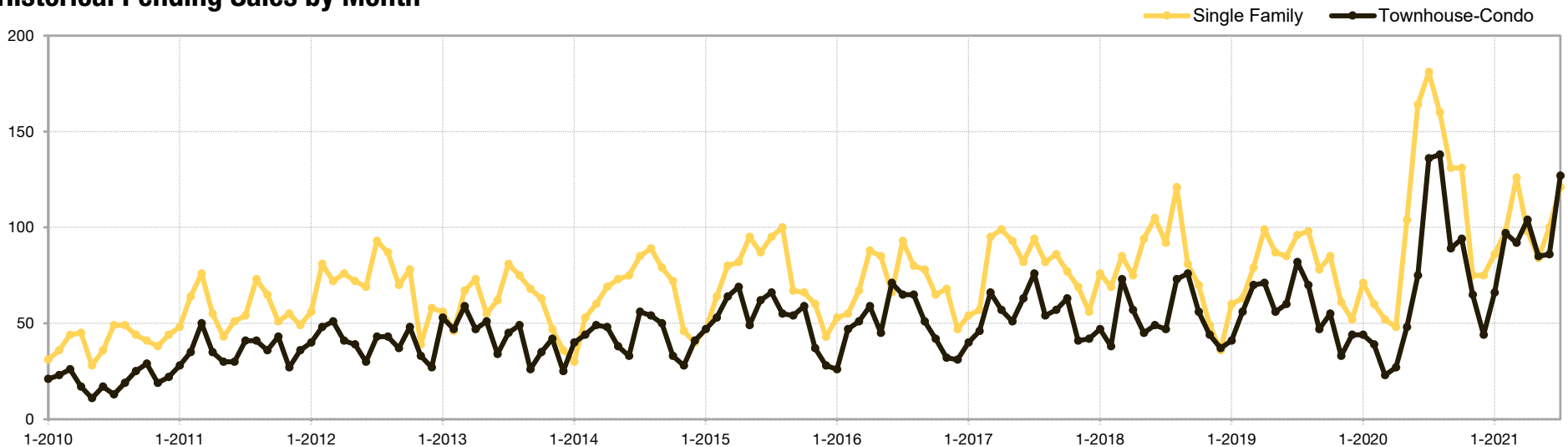


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	160	+63.3%	138	+97.1%
Sep-2020	131	+67.9%	89	+89.4%
Oct-2020	131	+54.1%	94	+70.9%
Nov-2020	75	+23.0%	65	+97.0%
Dec-2020	75	+44.2%	44	0.0%
Jan-2021	86	+21.1%	66	+50.0%
Feb-2021	98	+63.3%	97	+148.7%
Mar-2021	126	+142.3%	92	+300.0%
Apr-2021	98	+104.2%	104	+285.2%
May-2021	84	-19.2%	85	+77.1%
Jun-2021	100	-39.0%	86	+14.7%
Jul-2021	121	-33.1%	127	-6.6%

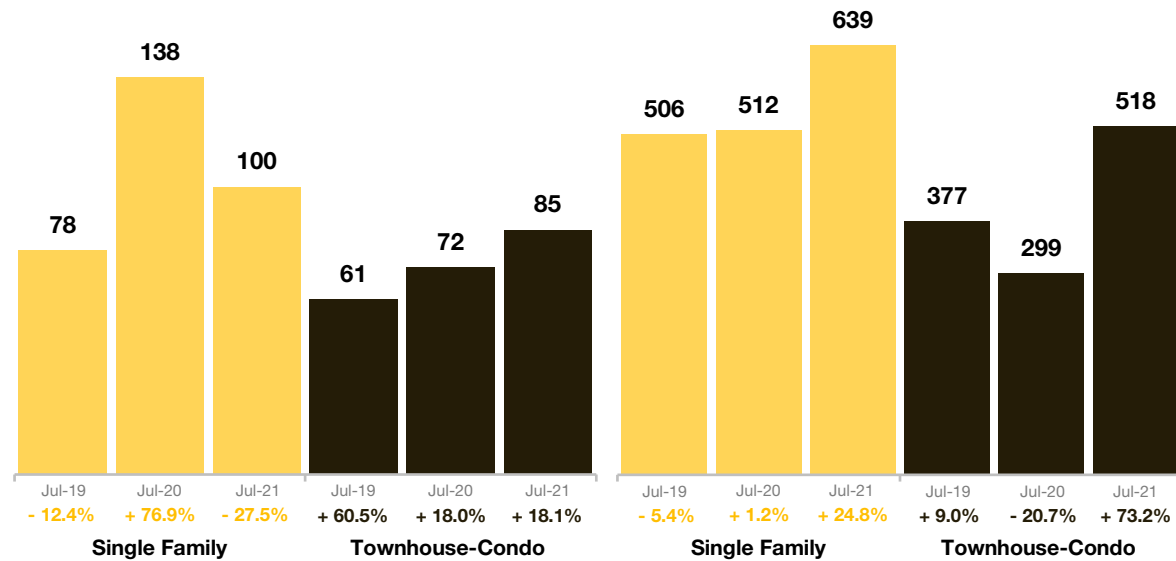
Historical Pending Sales by Month



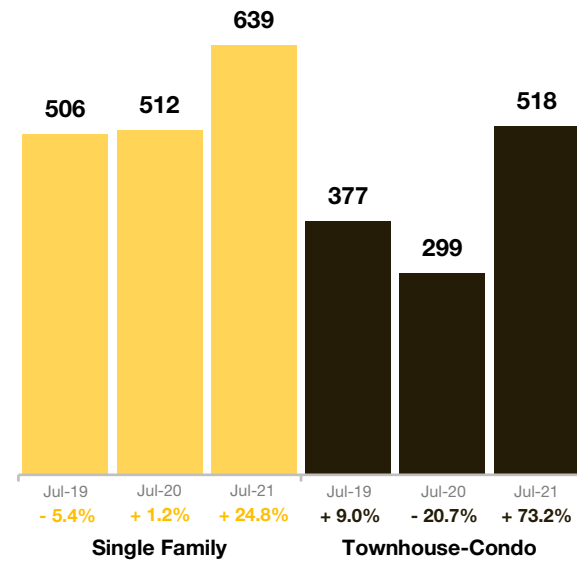
Sold Listings



July

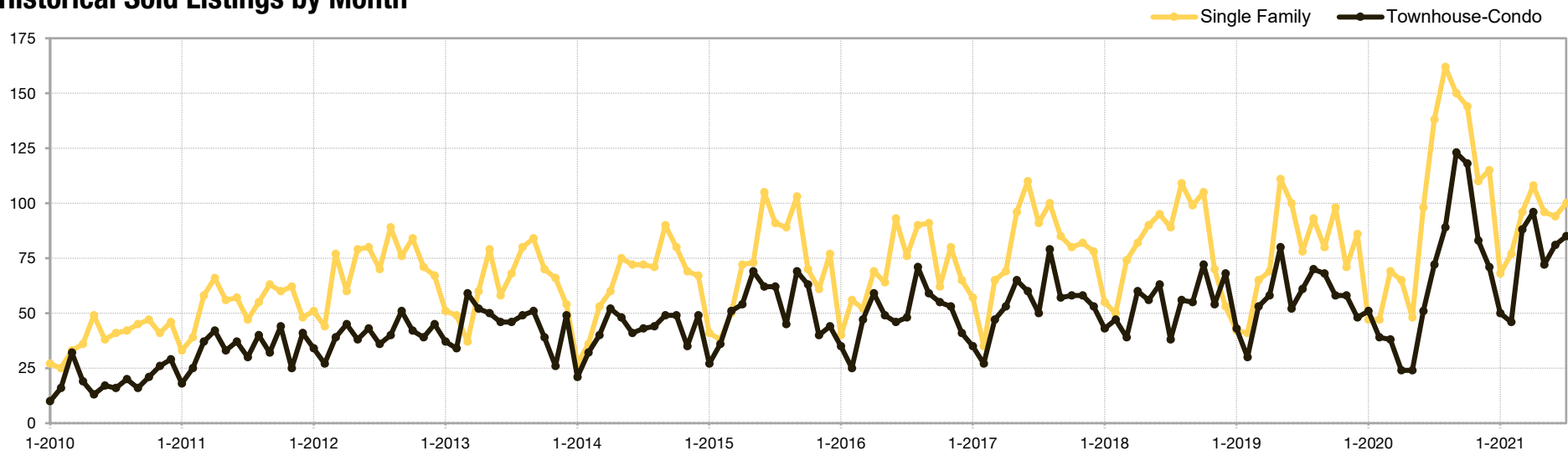


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	110	+54.9%	83	+43.1%
Dec-2020	115	+33.7%	71	+47.9%
Jan-2021	68	+44.7%	50	-2.0%
Feb-2021	77	+63.8%	46	+17.9%
Mar-2021	96	+39.1%	88	+131.6%
Apr-2021	108	+66.2%	96	+300.0%
May-2021	96	+100.0%	72	+200.0%
Jun-2021	94	-4.1%	81	+58.8%
Jul-2021	100	-27.5%	85	+18.1%

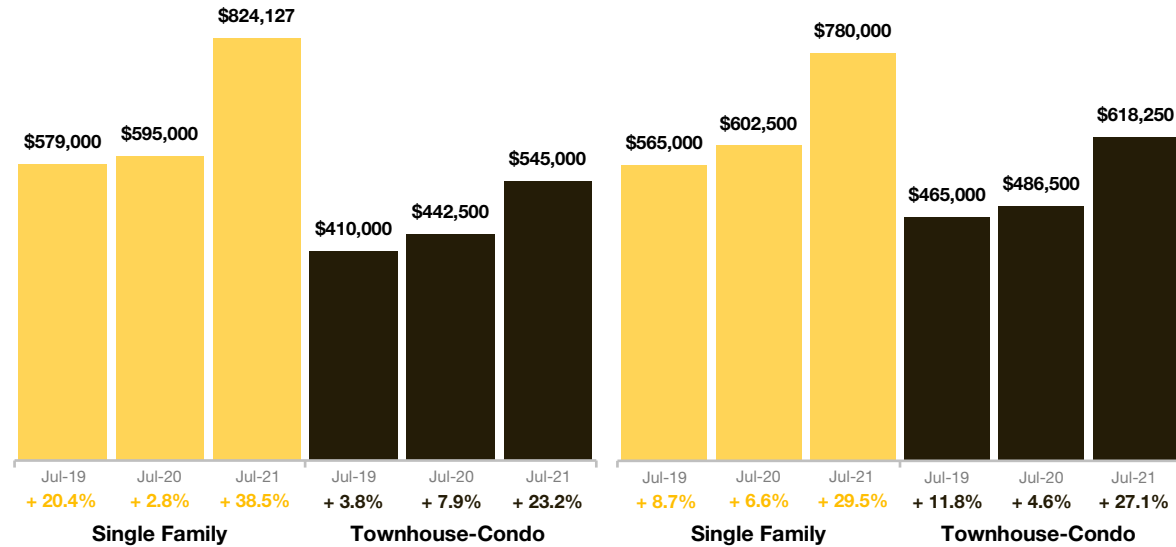
Historical Sold Listings by Month



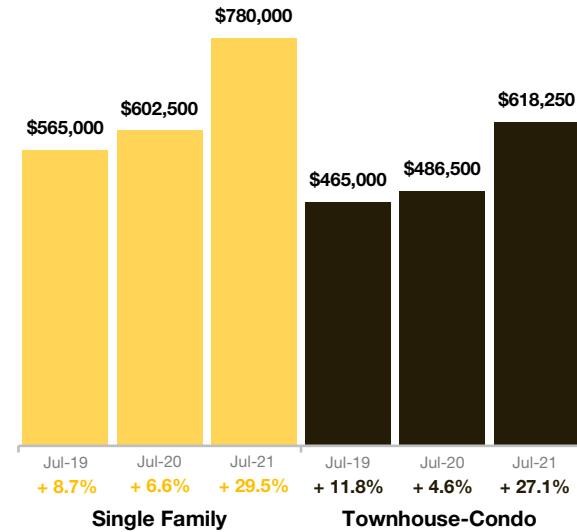
Median Sales Price



July

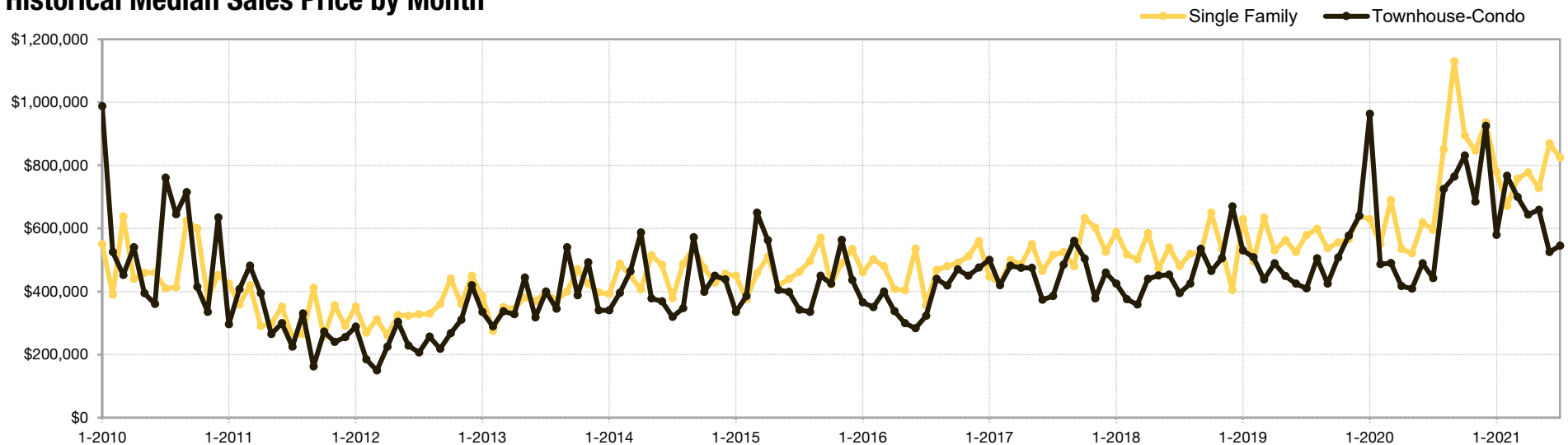


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$845,900	+49.7%	\$685,000	+18.7%
Dec-2020	\$936,750	+46.6%	\$925,000	+44.5%
Jan-2021	\$780,000	+23.8%	\$579,750	-39.8%
Feb-2021	\$671,000	+21.9%	\$766,500	+57.6%
Mar-2021	\$757,500	+9.8%	\$699,928	+42.8%
Apr-2021	\$777,500	+45.3%	\$643,500	+54.3%
May-2021	\$727,500	+39.6%	\$659,000	+61.3%
Jun-2021	\$869,500	+40.5%	\$525,000	+7.4%
Jul-2021	\$824,127	+38.5%	\$545,000	+23.2%

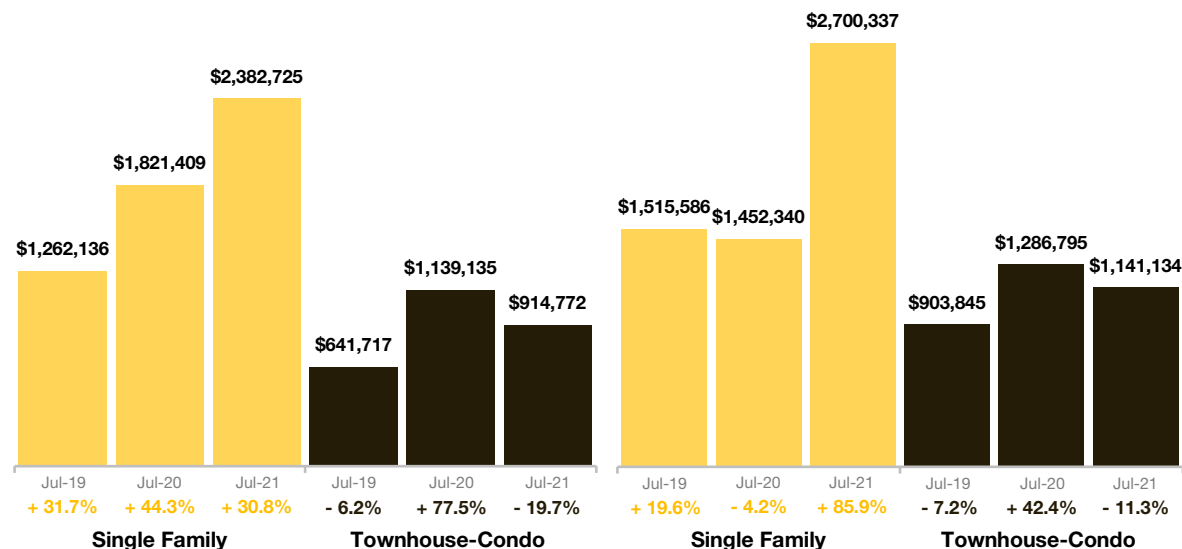
Historical Median Sales Price by Month



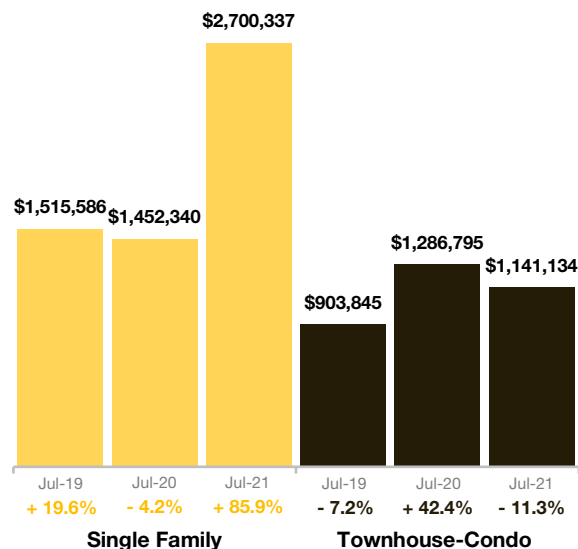
Average Sales Price



July

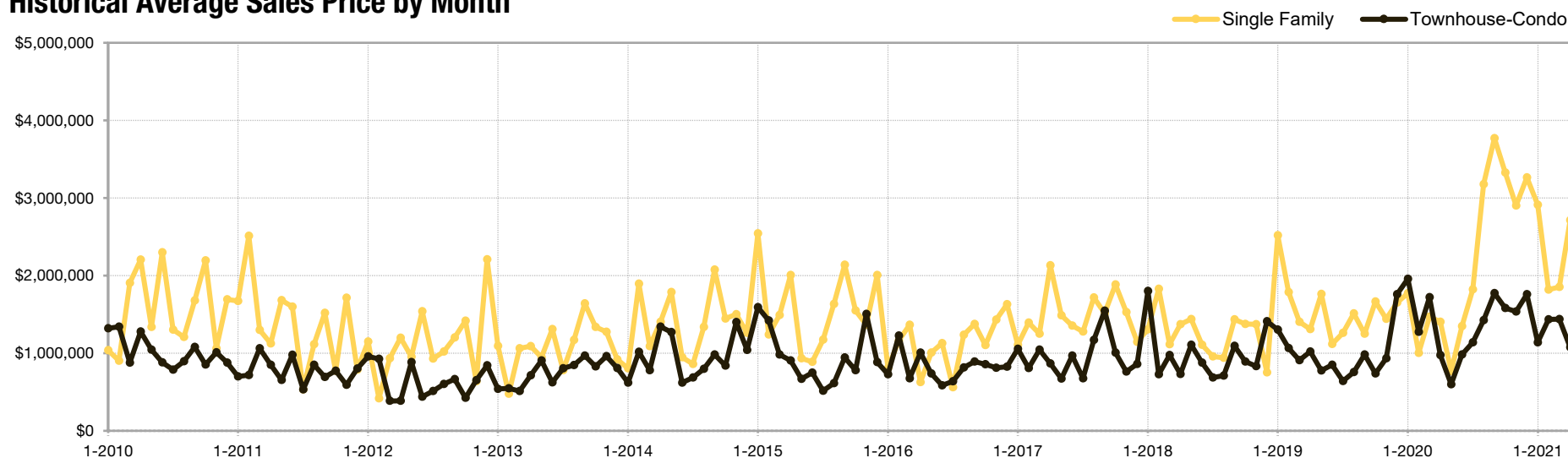


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$2,901,709	+101.4%	\$1,537,472	+64.6%
Dec-2020	\$3,264,382	+97.5%	\$1,759,540	+0.1%
Jan-2021	\$2,913,328	+64.3%	\$1,138,781	-41.9%
Feb-2021	\$1,819,490	+81.3%	\$1,436,751	+12.8%
Mar-2021	\$1,853,048	+25.9%	\$1,439,043	-16.4%
Apr-2021	\$2,715,112	+93.6%	\$1,076,145	+10.5%
May-2021	\$2,942,783	+283.5%	\$1,254,835	+110.0%
Jun-2021	\$4,206,425	+211.7%	\$864,550	-12.0%
Jul-2021	\$2,382,725	+30.8%	\$914,772	-19.7%

Historical Average Sales Price by Month

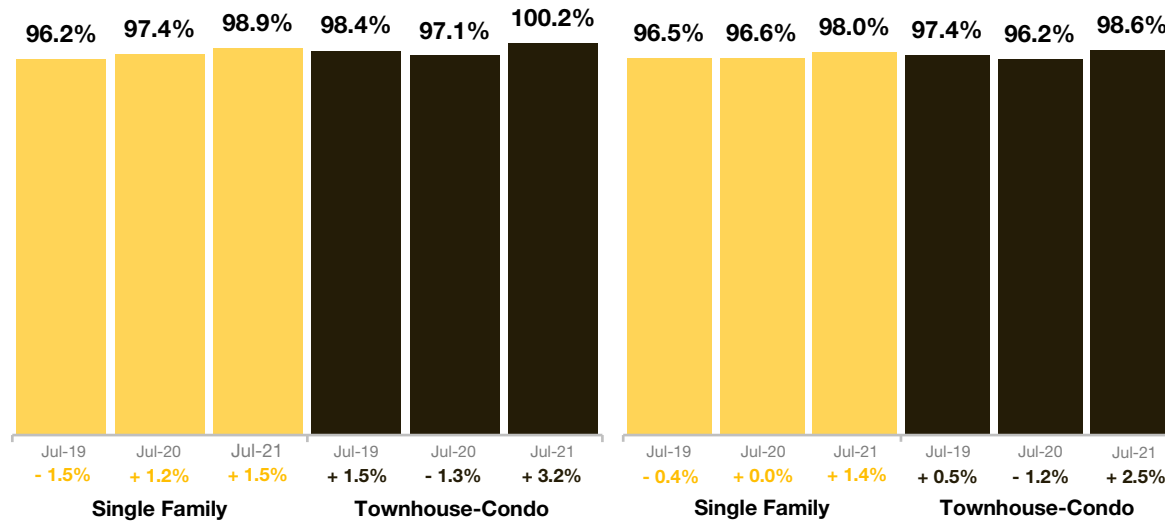


Percent of List Price Received



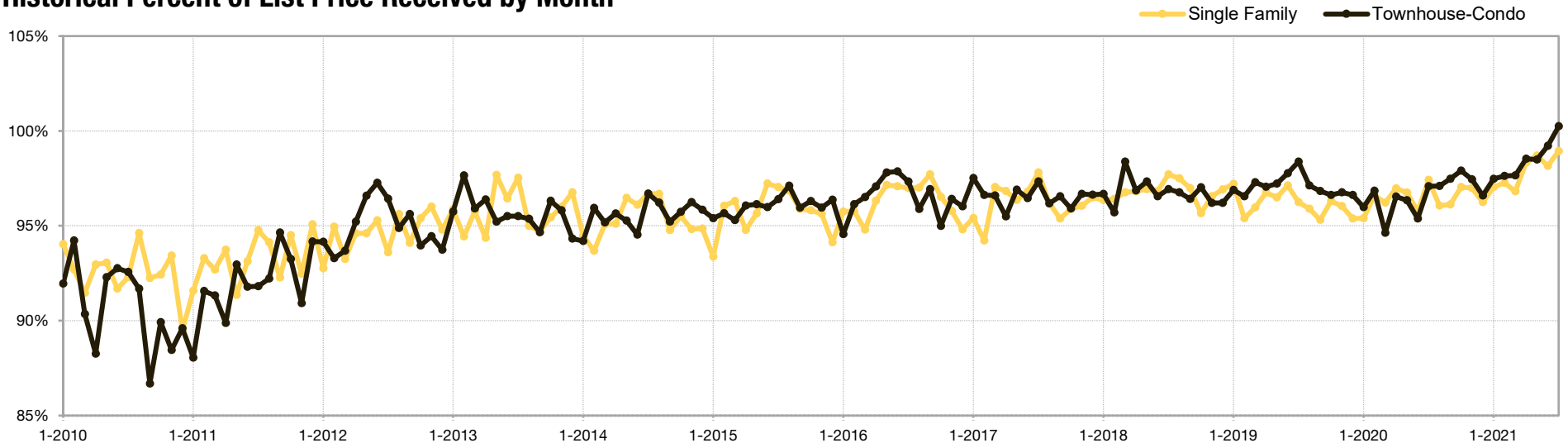
July

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Jan-2021	97.0%	+1.7%	97.5%	+1.6%
Feb-2021	97.3%	+0.7%	97.6%	+0.8%
Mar-2021	96.8%	+0.6%	97.7%	+3.3%
Apr-2021	98.3%	+1.3%	98.5%	+2.1%
May-2021	98.7%	+2.1%	98.5%	+2.3%
Jun-2021	98.2%	+2.5%	99.2%	+4.0%
Jul-2021	98.9%	+1.5%	100.2%	+3.2%

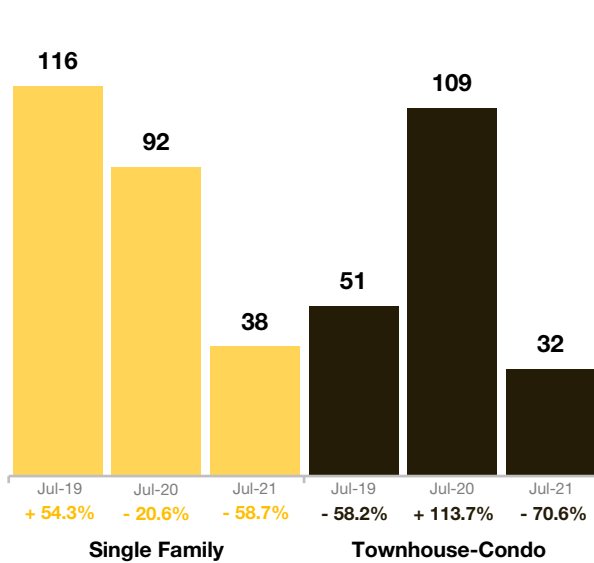
Historical Percent of List Price Received by Month



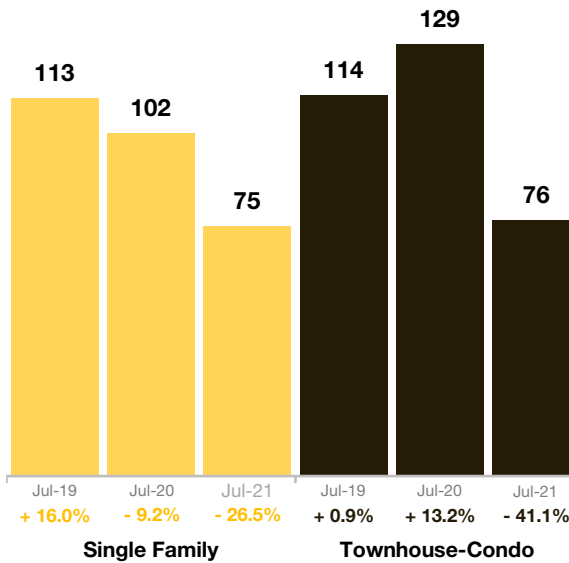
Days on Market Until Sale



July

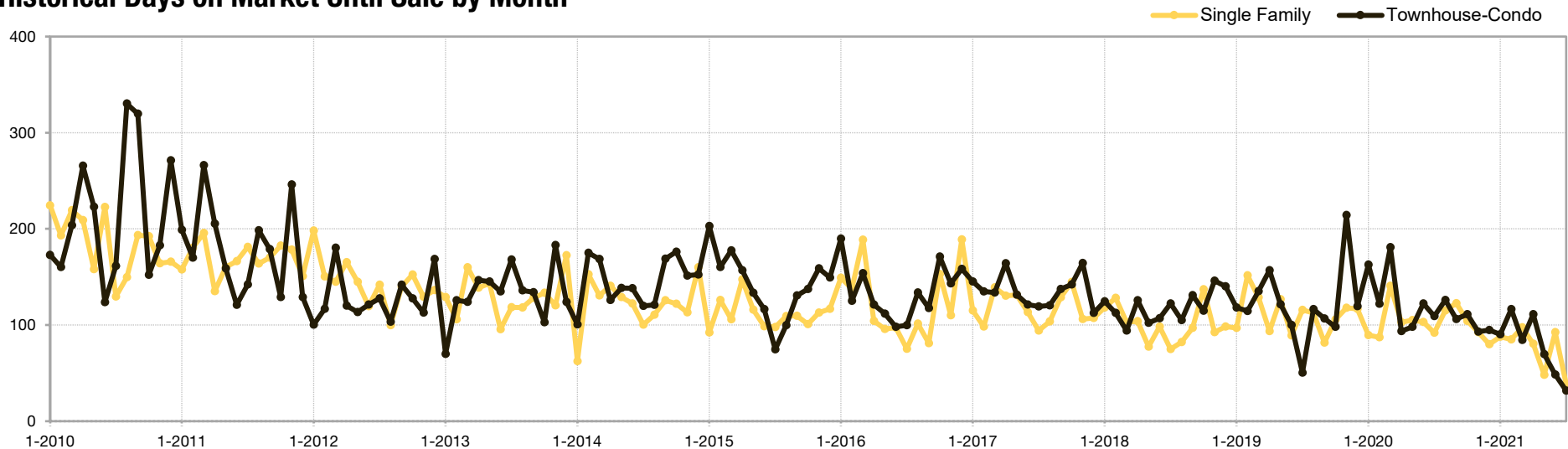


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	92	-22.0%	93	-56.5%
Dec-2020	80	-31.6%	95	-20.8%
Jan-2021	88	-2.2%	90	-44.8%
Feb-2021	85	-2.3%	116	-4.9%
Mar-2021	97	-31.2%	84	-53.6%
Apr-2021	81	-21.4%	111	+18.1%
May-2021	48	-54.3%	70	-28.6%
Jun-2021	92	-10.7%	49	-59.8%
Jul-2021	38	-58.7%	32	-70.6%

Historical Days on Market Until Sale by Month

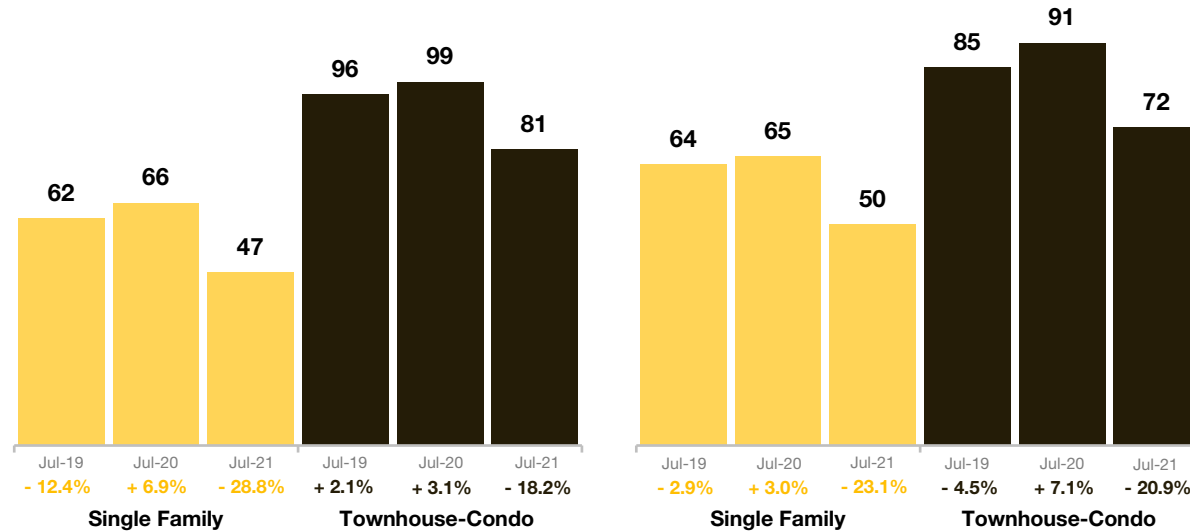


Housing Affordability Index



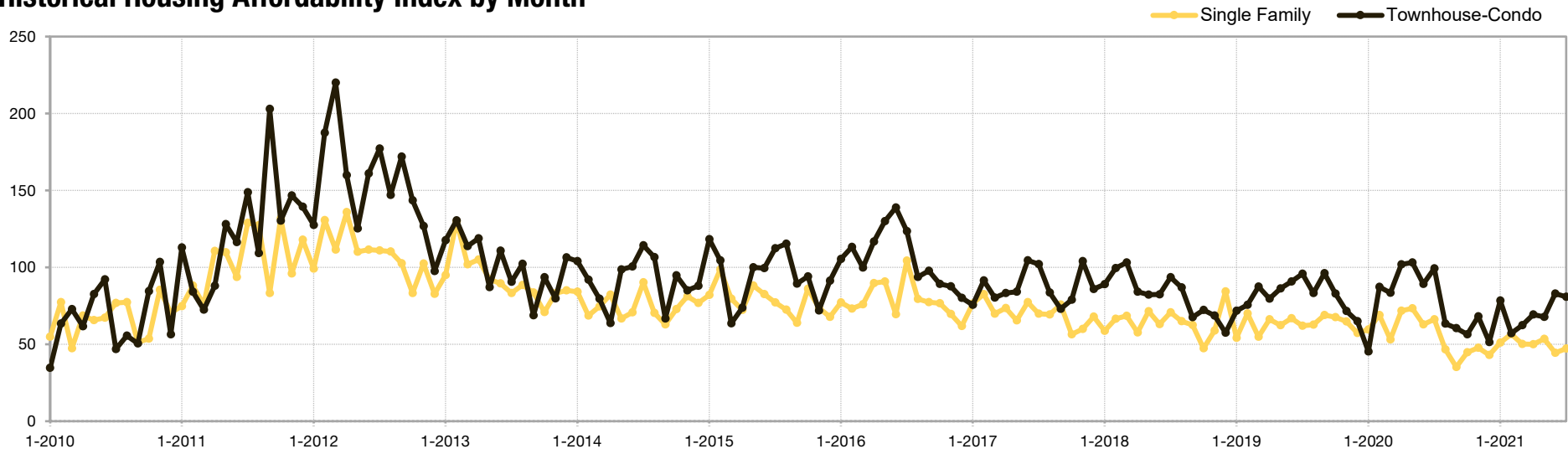
July

Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Jan-2021	51	-15.0%	78	+73.3%
Feb-2021	57	-17.4%	57	-34.5%
Mar-2021	50	-5.7%	62	-25.3%
Apr-2021	50	-30.6%	69	-32.4%
May-2021	53	-27.4%	68	-34.0%
Jun-2021	44	-30.2%	83	-6.7%
Jul-2021	47	-28.8%	81	-18.2%

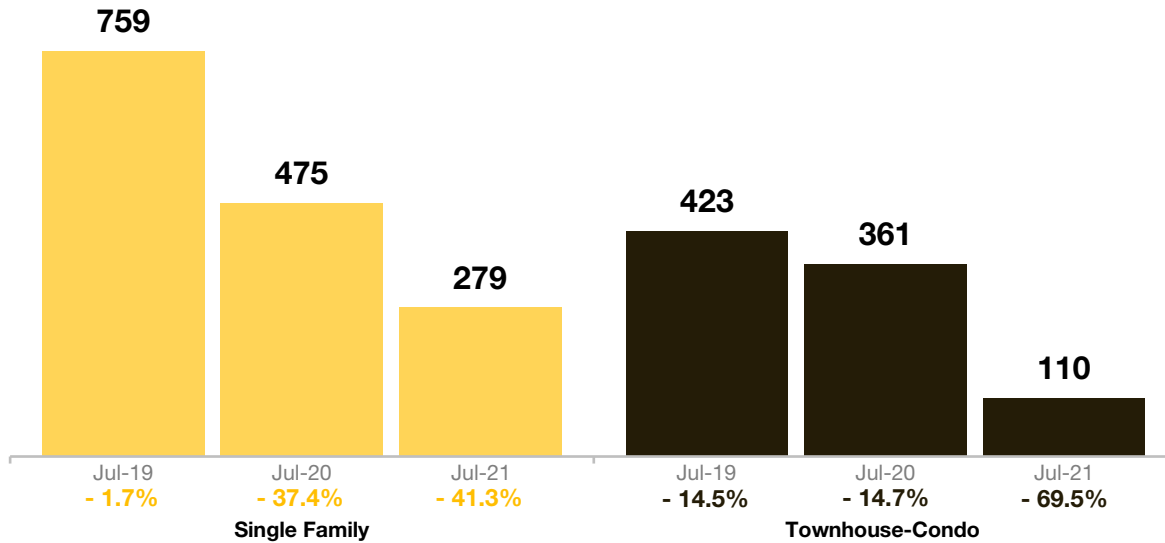
Historical Housing Affordability Index by Month



Inventory of Active Listings

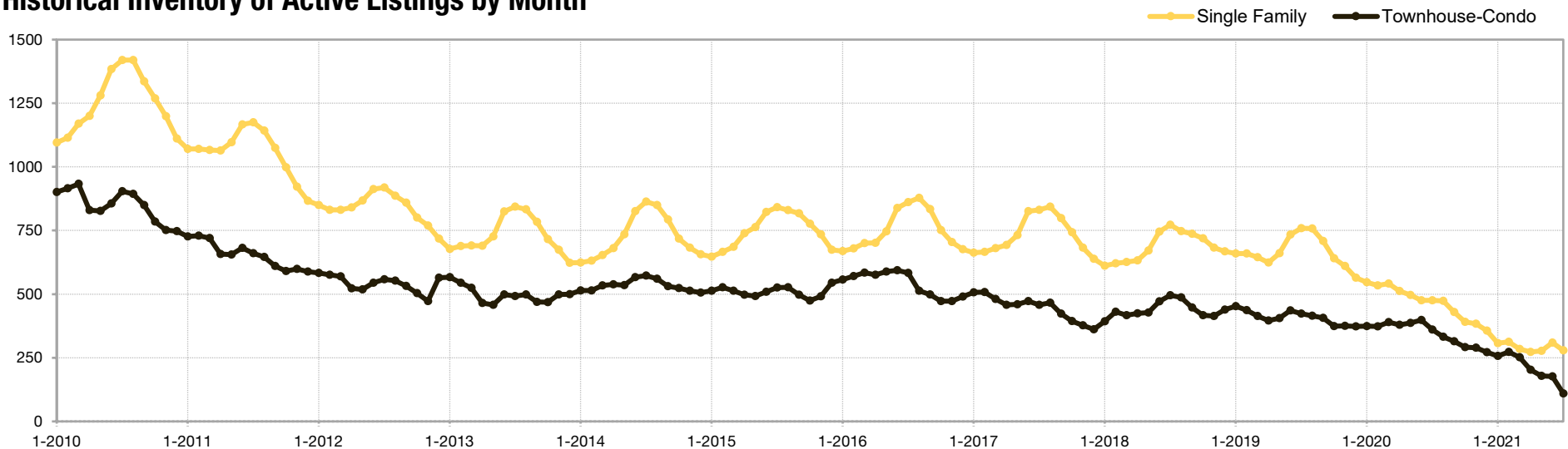


July



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	473	-37.6%	332	-20.0%
Sep-2020	429	-39.5%	314	-22.9%
Oct-2020	391	-39.0%	292	-21.9%
Nov-2020	384	-37.0%	289	-22.9%
Dec-2020	356	-36.9%	272	-27.1%
Jan-2021	307	-43.9%	257	-31.3%
Feb-2021	312	-41.6%	273	-26.8%
Mar-2021	284	-47.5%	252	-35.4%
Apr-2021	273	-46.7%	203	-46.4%
May-2021	277	-44.2%	179	-53.7%
Jun-2021	309	-34.9%	177	-55.5%
Jul-2021	279	-41.3%	110	-69.5%

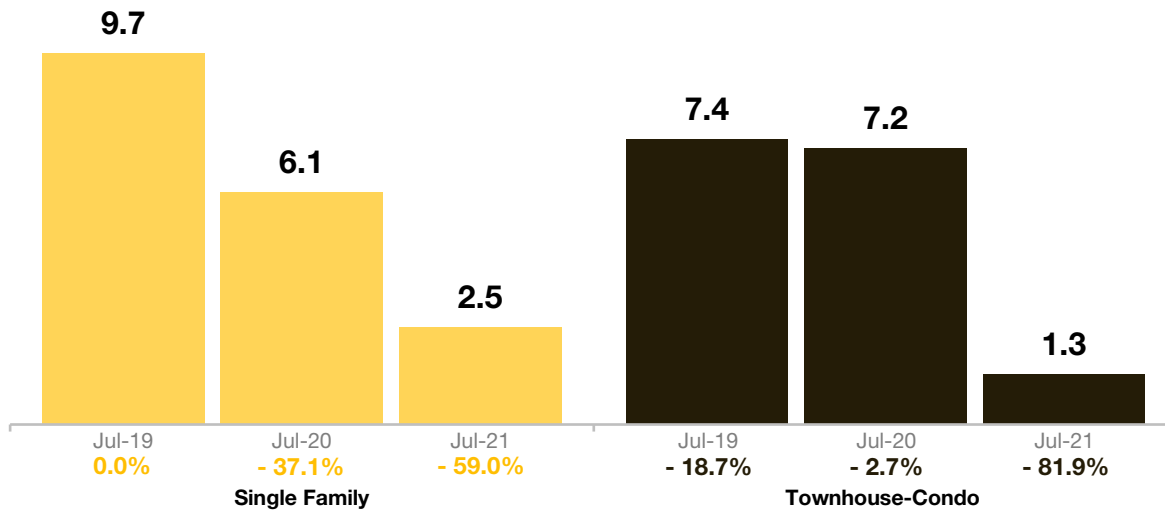
Historical Inventory of Active Listings by Month



Months Supply of Inventory

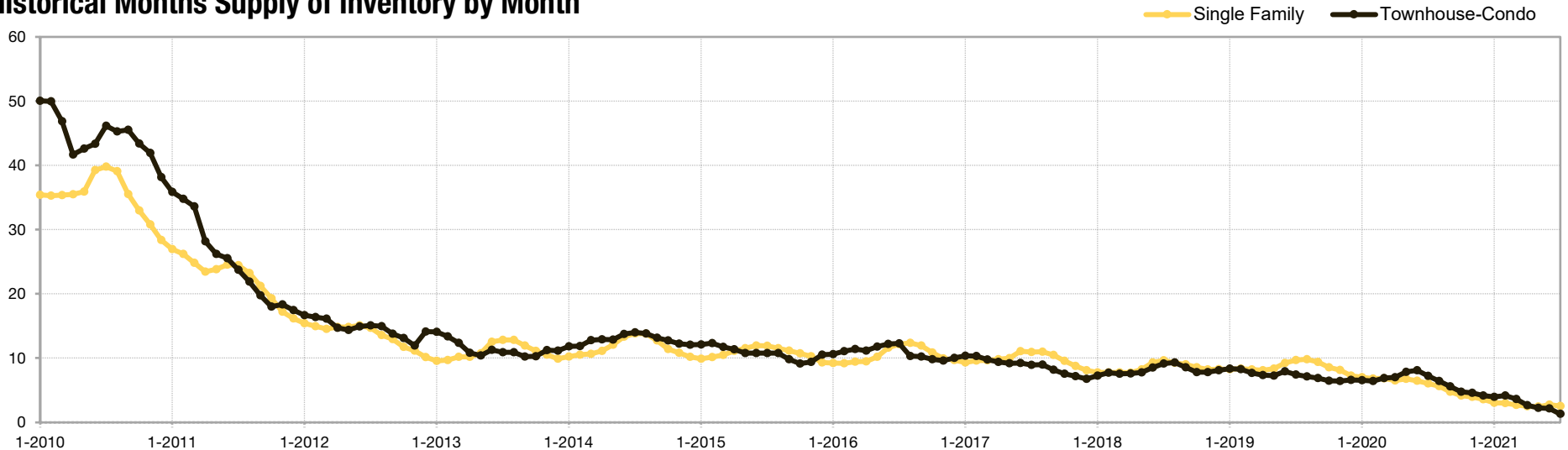


July



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	5.6	-42.9%	6.4	-11.1%
Sep-2020	4.8	-48.9%	5.6	-18.8%
Oct-2020	4.2	-50.6%	4.8	-26.2%
Nov-2020	4.0	-50.6%	4.6	-28.1%
Dec-2020	3.6	-50.0%	4.2	-36.4%
Jan-2021	3.0	-57.1%	3.9	-40.0%
Feb-2021	3.0	-55.9%	4.2	-34.4%
Mar-2021	2.7	-60.3%	3.6	-47.8%
Apr-2021	2.5	-61.5%	2.7	-61.4%
May-2021	2.4	-64.2%	2.2	-72.2%
Jun-2021	2.7	-58.5%	2.1	-74.1%
Jul-2021	2.5	-59.0%	1.3	-81.9%

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.



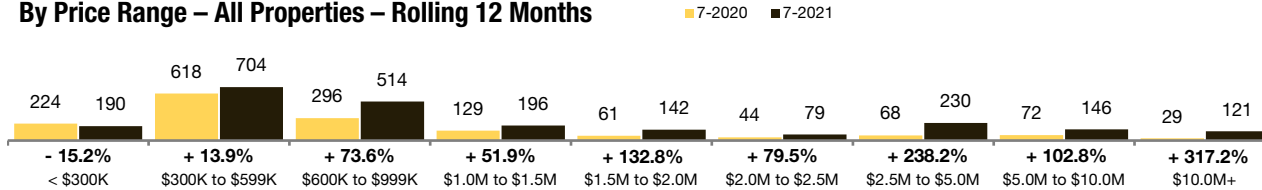
Key Metrics	Historical Sparkbars	7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		333	215	- 35.4%	1,327	1,454	+ 9.6%
Pending Sales		317	248	- 21.8%	1,072	1,370	+ 27.8%
Sold Listings		210	185	- 11.9%	811	1,157	+ 42.7%
Median Sales Price		\$552,500	\$671,000	+ 21.4%	\$557,000	\$695,000	+ 24.8%
Avg. Sales Price		\$1,587,487	\$1,708,260	+ 7.6%	\$1,391,307	\$2,002,267	+ 43.9%
Pct. of List Price Received		97.3%	99.5%	+ 2.3%	96.4%	98.2%	+ 1.9%
Days on Market		98	35	- 64.3%	112	75	- 33.0%
Affordability Index		71	58	- 18.3%	71	56	- 21.1%
Active Listings		836	389	- 53.5%	--	--	--
Months Supply		6.5	2.0	- 69.2%	--	--	--

Sold Listings

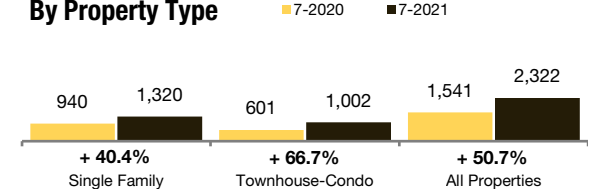
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	7-2020	7-2021	Change	7-2020	7-2021	Change
\$299,999 and Below	92	50	- 45.7%	132	140	+ 6.1%
\$300,000 to \$599,999	383	401	+ 4.7%	235	303	+ 28.9%
\$600,000 to \$999,999	213	295	+ 38.5%	83	219	+ 163.9%
\$1,000,000 to \$1,499,999	87	116	+ 33.3%	42	80	+ 90.5%
\$1,500,000 to \$1,999,999	34	83	+ 144.1%	27	59	+ 118.5%
\$2,000,000 to \$2,499,999	17	35	+ 105.9%	27	44	+ 63.0%
\$2,500,000 to \$4,999,999	40	116	+ 190.0%	28	114	+ 307.1%
\$5,000,000 to \$9,999,999	53	111	+ 109.4%	19	35	+ 84.2%
\$10,000,000 and Above	21	113	+ 438.1%	8	8	0.0%
All Price Ranges	940	1,320	+ 40.4%	601	1,002	+ 66.7%

Compared to Prior Month

	Single Family			Condo		
	6-2021	7-2021	Change	6-2021	7-2021	Change
	3	1	- 66.7%	16	8	- 50.0%
	22	28	+ 27.3%	34	41	+ 20.6%
	25	35	+ 40.0%	16	15	- 6.3%
	8	11	+ 37.5%	5	9	+ 80.0%
	5	5	0.0%	2	3	+ 50.0%
	2	5	+ 150.0%	1	4	+ 300.0%
	9	5	- 44.4%	6	3	- 50.0%
	7	4	- 42.9%	1	2	+ 100.0%
	13	6	- 53.8%	0	0	--
	94	100	+ 6.4%	81	85	+ 4.9%

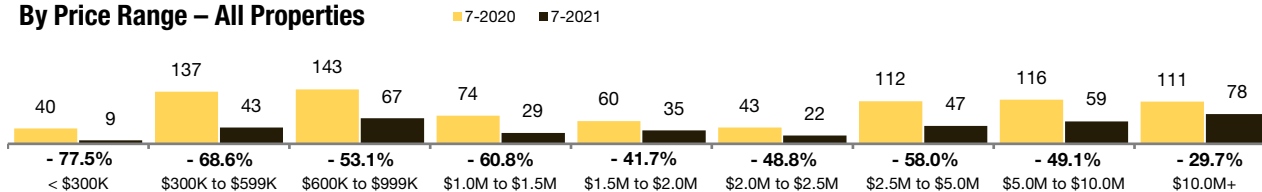
Year to Date

	Single Family			Condo		
	7-2020	7-2021	Change	7-2020	7-2021	Change
	44	21	- 52.3%	65	69	+ 6.2%
	210	205	- 2.4%	118	181	+ 53.4%
	126	160	+ 27.0%	38	119	+ 213.2%
	52	60	+ 15.4%	22	40	+ 81.8%
	22	44	+ 100.0%	11	28	+ 154.5%
	7	17	+ 142.9%	15	24	+ 60.0%
	18	41	+ 127.8%	11	43	+ 290.9%
	21	50	+ 138.1%	13	13	0.0%
	12	41	+ 241.7%	6	1	- 83.3%
	512	639	+ 24.8%	299	518	+ 73.2%

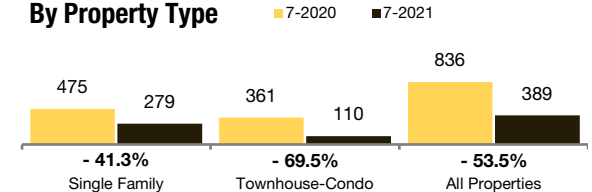
Inventory of Active Listings

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		
	7-2020	7-2021	Change	7-2020	7-2021	Change
\$299,999 and Below	12	2	- 83.3%	28	7	- 75.0%
\$300,000 to \$599,999	60	31	- 48.3%	77	12	- 84.4%
\$600,000 to \$999,999	70	53	- 24.3%	73	14	- 80.8%
\$1,000,000 to \$1,499,999	23	13	- 43.5%	51	16	- 68.6%
\$1,500,000 to \$1,999,999	38	23	- 39.5%	22	12	- 45.5%
\$2,000,000 to \$2,499,999	21	14	- 33.3%	22	8	- 63.6%
\$2,500,000 to \$4,999,999	63	32	- 49.2%	49	15	- 69.4%
\$5,000,000 to \$9,999,999	92	42	- 54.3%	24	17	- 29.2%
\$10,000,000 and Above	96	69	- 28.1%	15	9	- 40.0%
All Price Ranges	475	279	- 41.3%	361	110	- 69.5%

Compared to Prior Month

	Single Family			Condo		
	6-2021	7-2021	Change	6-2021	7-2021	Change
	4	2	- 50.0%	9	7	- 22.2%
	43	31	- 27.9%	17	12	- 29.4%
	55	53	- 3.6%	29	14	- 51.7%
	18	13	- 27.8%	21	16	- 23.8%
	15	23	+ 53.3%	25	12	- 52.0%
	14	14	0.0%	17	8	- 52.9%
	39	32	- 17.9%	29	15	- 48.3%
	53	42	- 20.8%	21	17	- 19.0%
	68	69	+ 1.5%	9	9	0.0%
	309	279	- 9.7%	177	110	- 37.9%

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.