

Monthly Indicators



October 2021

Percent changes calculated using year-over-year comparisons.

New Listings were down 37.8 percent for single family homes and 59.0 percent for townhouse-condo properties. Pending Sales decreased 13.0 percent for single family homes and 48.4 percent for townhouse-condo properties.

The Median Sales Price was down 8.9 percent to \$815,000 for single family homes but increased 0.5 percent to \$830,535 for townhouse-condo properties. Days on Market decreased 41.3 percent for single family homes and 33.3 percent for condo properties.

As temperatures drop, existing home sales continue to be plentiful, buoyed by strong demand, low interest rates, and a slight uptick in new listings in recent months, according to the National Association of REALTORS®. With interest rates inching upward, and experts expecting further rate increases on the horizon, motivated buyers are hoping to lock in their home purchases to take advantage of what are still historically low rates.

Activity Snapshot

- 29.7% **- 4.6%** **- 59.9%**

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	10-2020	10-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		127	79	- 37.8%	1,242	1,158	- 6.8%
Pending Sales		131	114	- 13.0%	1,101	1,035	- 6.0%
Sold Listings		144	101	- 29.9%	968	965	- 0.3%
Median Sales Price		\$894,500	\$815,000	- 8.9%	\$697,250	\$799,000	+ 14.6%
Avg. Sales Price		\$3,327,587	\$2,821,391	- 15.2%	\$2,378,865	\$2,643,762	+ 11.1%
Pct. of List Price Received		97.0%	97.4%	+ 0.4%	96.5%	98.0%	+ 1.6%
Days on Market		104	61	- 41.3%	108	67	- 38.0%
Affordability Index		45	47	+ 4.4%	58	48	- 17.2%
Active Listings		399	204	- 48.9%	--	--	--
Months Supply		4.3	2.1	- 51.2%	--	--	--

Townhouse-Condo Market Overview

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

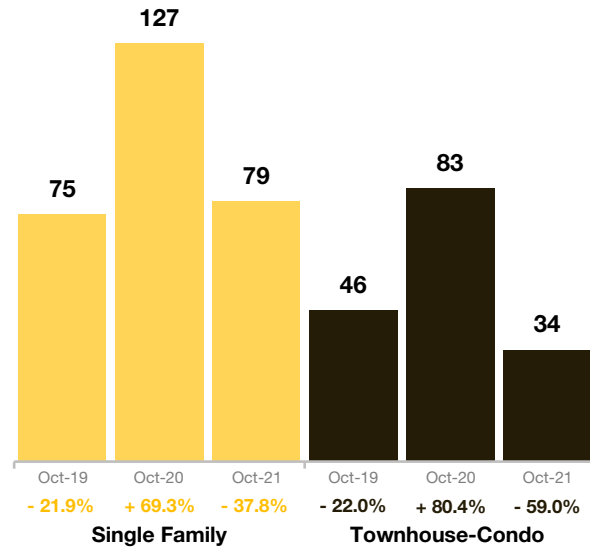


Key Metrics	Historical Sparkbars	10-2020	10-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		83	34	- 59.0%	829	823	- 0.7%
Pending Sales		95	49	- 48.4%	717	883	+ 23.2%
Sold Listings		119	83	- 30.3%	633	788	+ 24.5%
Median Sales Price		\$826,000	\$830,535	+ 0.5%	\$599,000	\$675,000	+ 12.7%
Avg. Sales Price		\$1,570,605	\$1,525,924	- 2.8%	\$1,449,124	\$1,331,987	- 8.1%
Pct. of List Price Received		97.9%	99.2%	+ 1.3%	96.9%	98.7%	+ 1.9%
Days on Market		111	74	- 33.3%	121	69	- 43.0%
Affordability Index		57	54	- 5.3%	77	66	- 14.3%
Active Listings		296	56	- 81.1%	--	--	--
Months Supply		4.8	0.7	- 85.4%	--	--	--

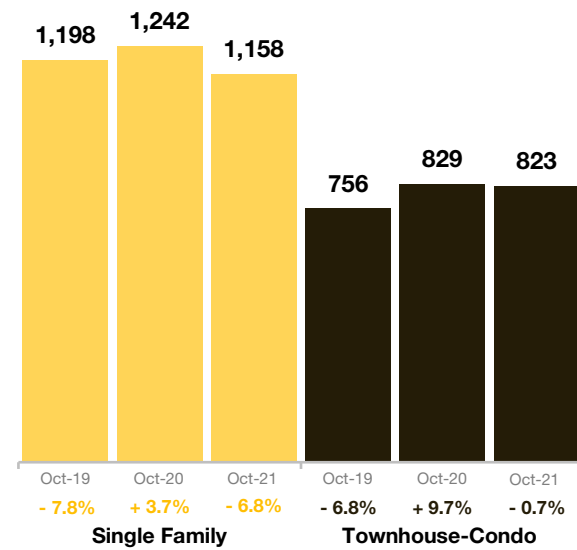
New Listings



October

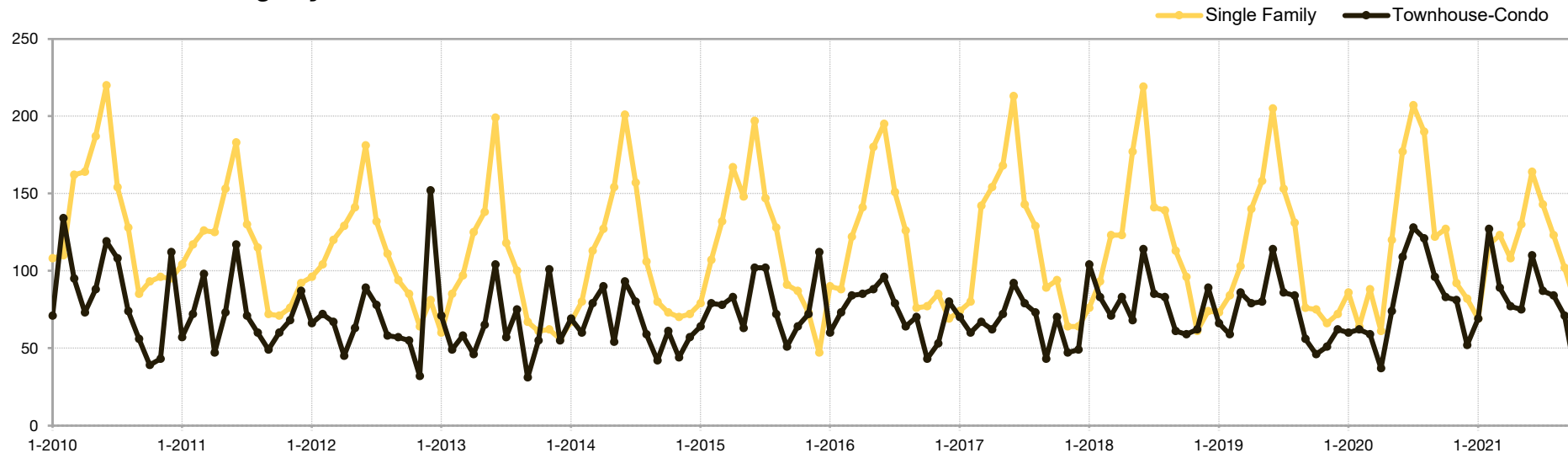


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	92	+39.4%	81	+58.8%
Dec-2020	82	+13.9%	52	-16.1%
Jan-2021	69	-19.8%	69	+15.0%
Feb-2021	117	+82.8%	127	+104.8%
Mar-2021	123	+39.8%	89	+50.8%
Apr-2021	108	+77.0%	77	+108.1%
May-2021	130	+8.3%	75	+1.4%
Jun-2021	164	-7.3%	110	+0.9%
Jul-2021	143	-30.9%	87	-32.0%
Aug-2021	123	-35.3%	84	-30.6%
Sep-2021	102	-16.4%	71	-26.0%
Oct-2021	79	-37.8%	34	-59.0%

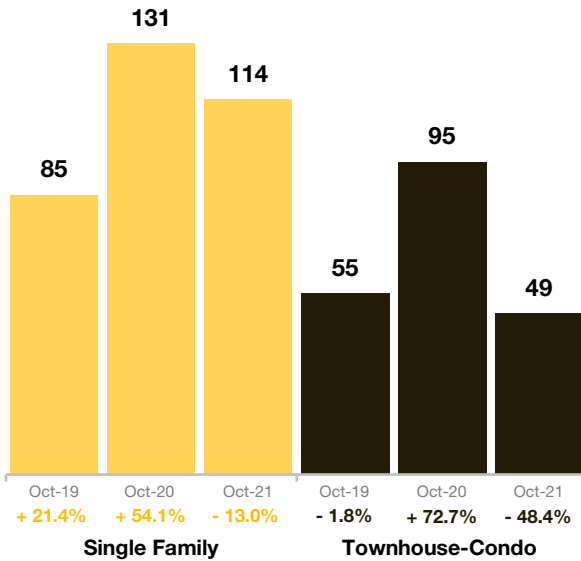
Historical New Listings by Month



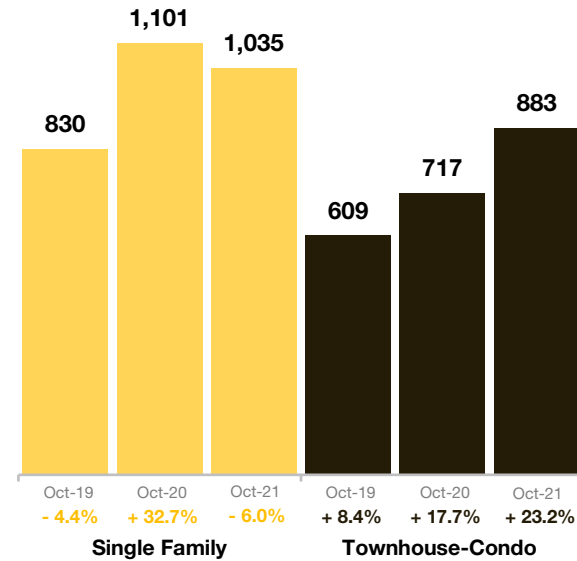
Pending Sales



October

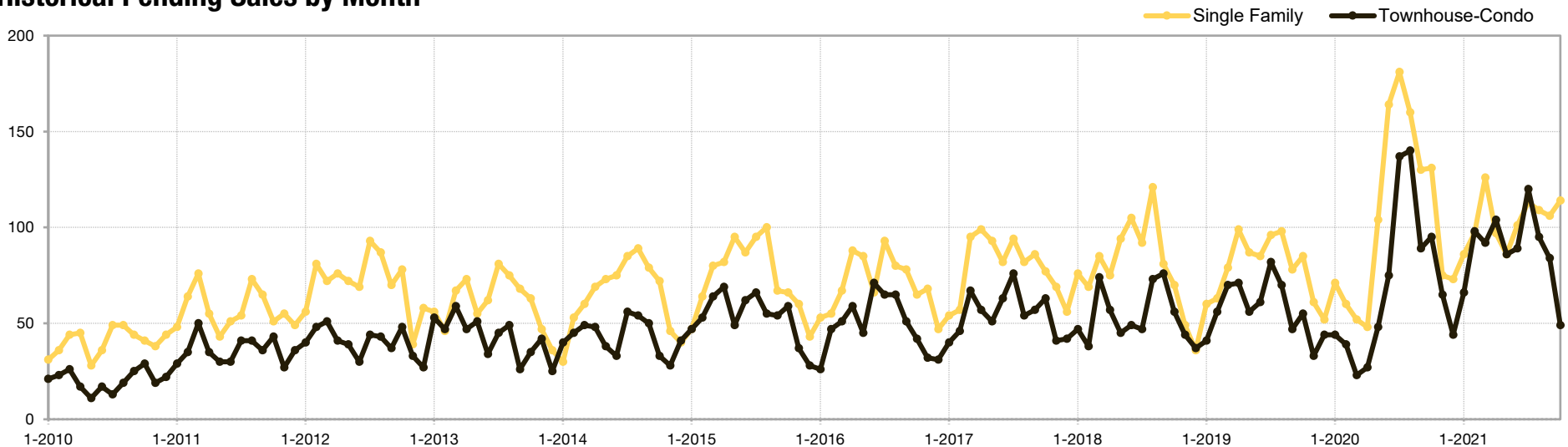


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	75	+23.0%	65	+97.0%
Dec-2020	73	+40.4%	44	0.0%
Jan-2021	86	+21.1%	66	+50.0%
Feb-2021	97	+61.7%	98	+151.3%
Mar-2021	126	+142.3%	92	+300.0%
Apr-2021	97	+102.1%	104	+285.2%
May-2021	86	-17.3%	86	+79.2%
Jun-2021	101	-38.4%	89	+18.7%
Jul-2021	113	-37.6%	120	-12.4%
Aug-2021	109	-31.9%	95	-32.1%
Sep-2021	106	-18.5%	84	-5.6%
Oct-2021	114	-13.0%	49	-48.4%

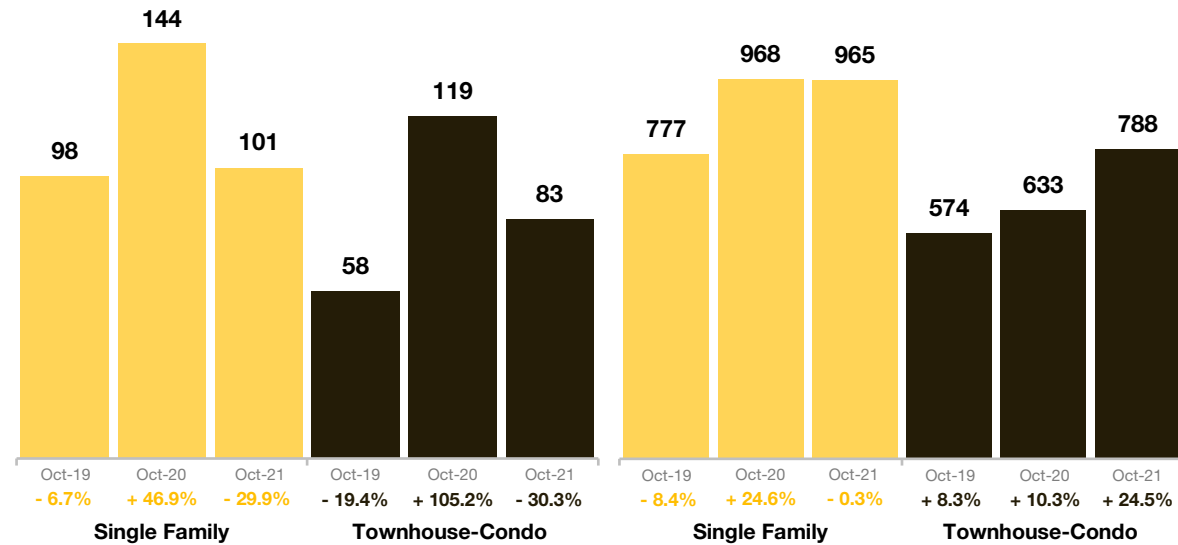
Historical Pending Sales by Month



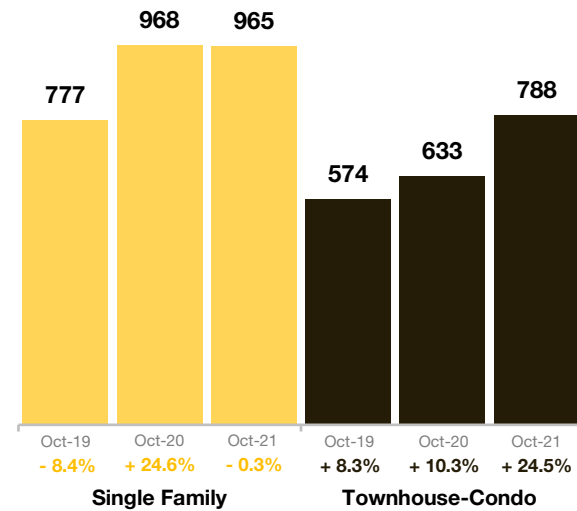
Sold Listings



October

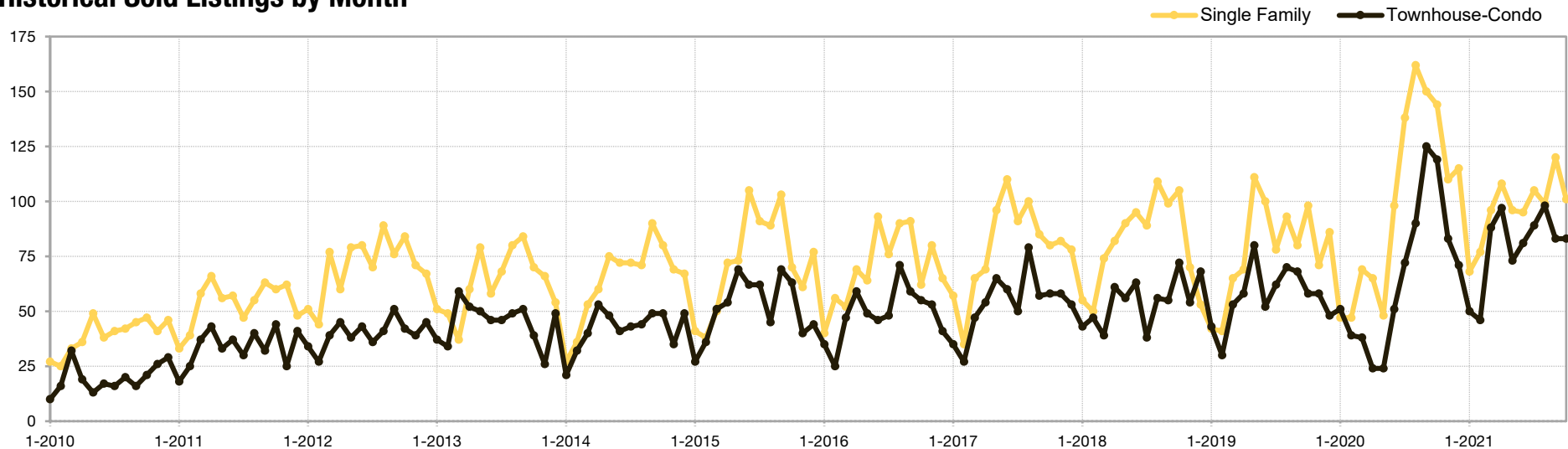


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	97	+304.2%
May-2021	96	+100.0%	73	+204.2%
Jun-2021	95	-3.1%	81	+58.8%
Jul-2021	105	-23.9%	89	+23.6%
Aug-2021	99	-38.9%	98	+8.9%
Sep-2021	120	-20.0%	83	-33.6%
Oct-2021	101	-29.9%	83	-30.3%

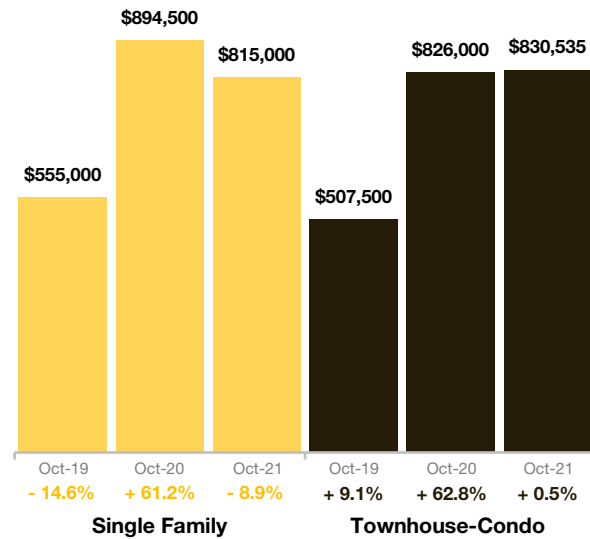
Historical Sold Listings by Month



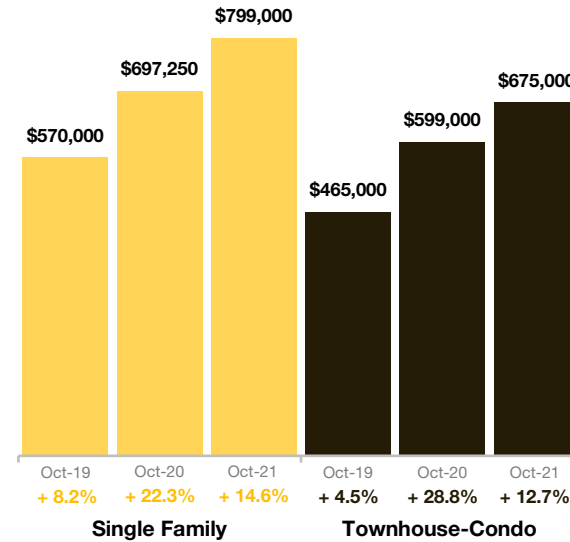
Median Sales Price



October

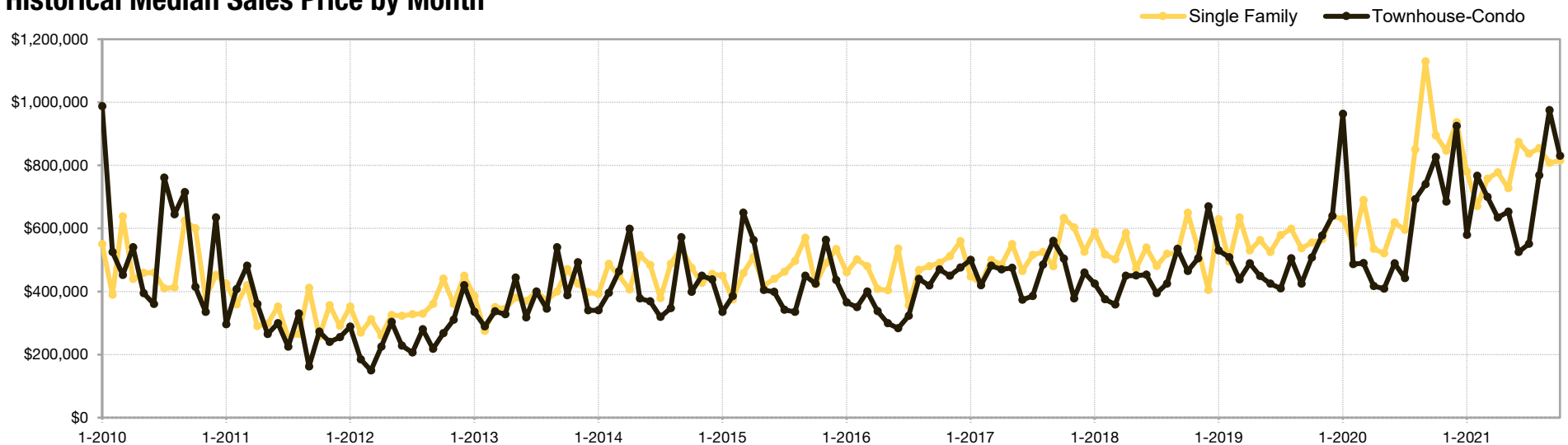


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	\$635,000	+52.3%
May-2021	\$727,500	+39.6%	\$653,000	+59.9%
Jun-2021	\$874,000	+41.3%	\$525,000	+7.4%
Jul-2021	\$837,000	+40.7%	\$551,000	+24.5%
Aug-2021	\$855,000	+0.6%	\$768,066	+10.9%
Sep-2021	\$807,500	-28.5%	\$975,000	+31.8%
Oct-2021	\$815,000	-8.9%	\$830,535	+0.5%

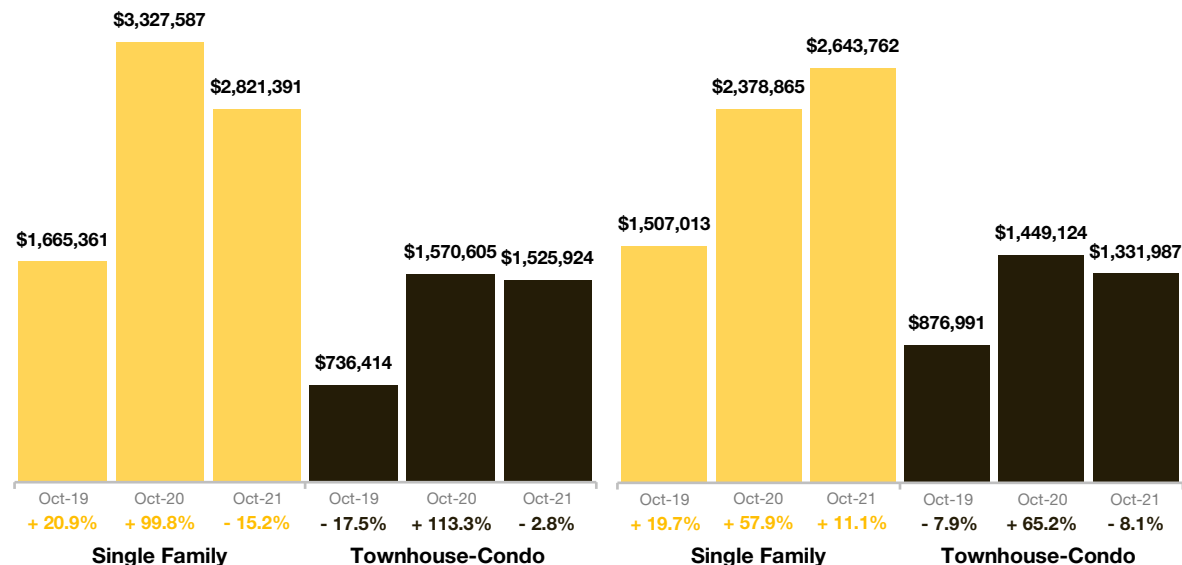
Historical Median Sales Price by Month



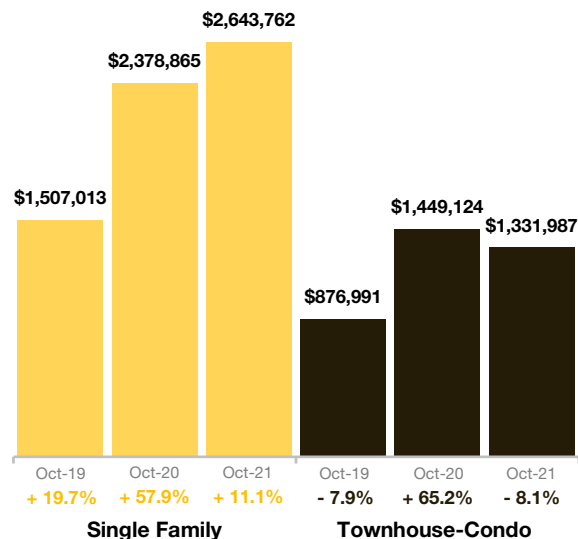
Average Sales Price



October

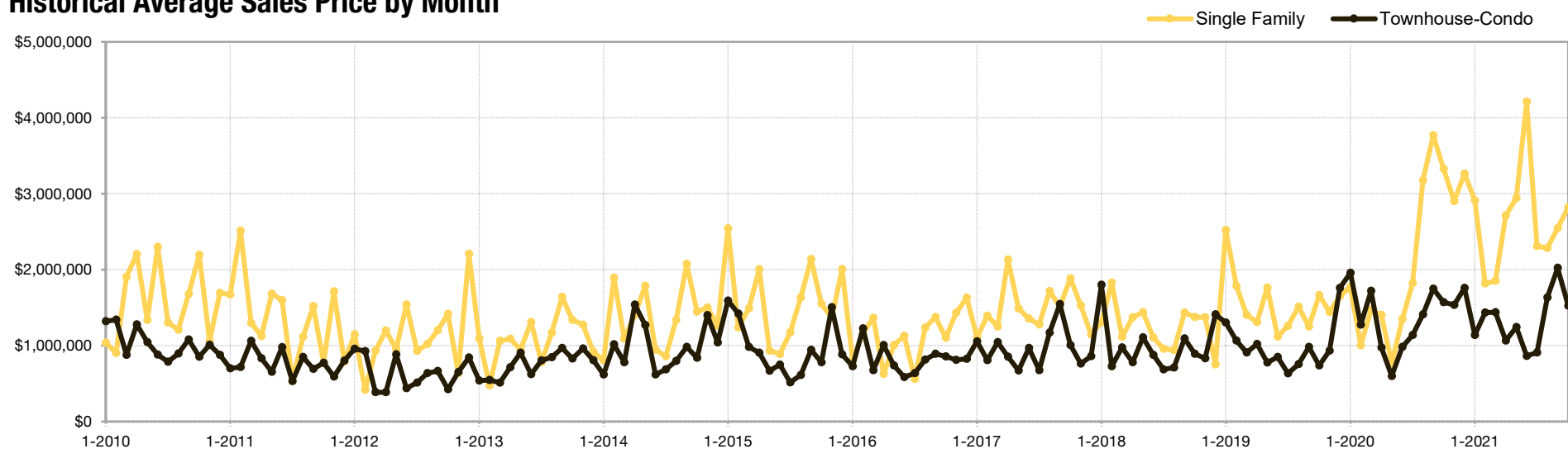


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	\$1,067,009	+9.6%
May-2021	\$2,942,783	+283.5%	\$1,242,098	+107.9%
Jun-2021	\$4,211,199	+212.1%	\$864,550	-12.0%
Jul-2021	\$2,309,119	+26.8%	\$908,614	-20.2%
Aug-2021	\$2,284,593	-28.1%	\$1,635,387	+15.9%
Sep-2021	\$2,547,789	-32.4%	\$2,023,520	+15.7%
Oct-2021	\$2,821,391	-15.2%	\$1,525,924	-2.8%

Historical Average Sales Price by Month

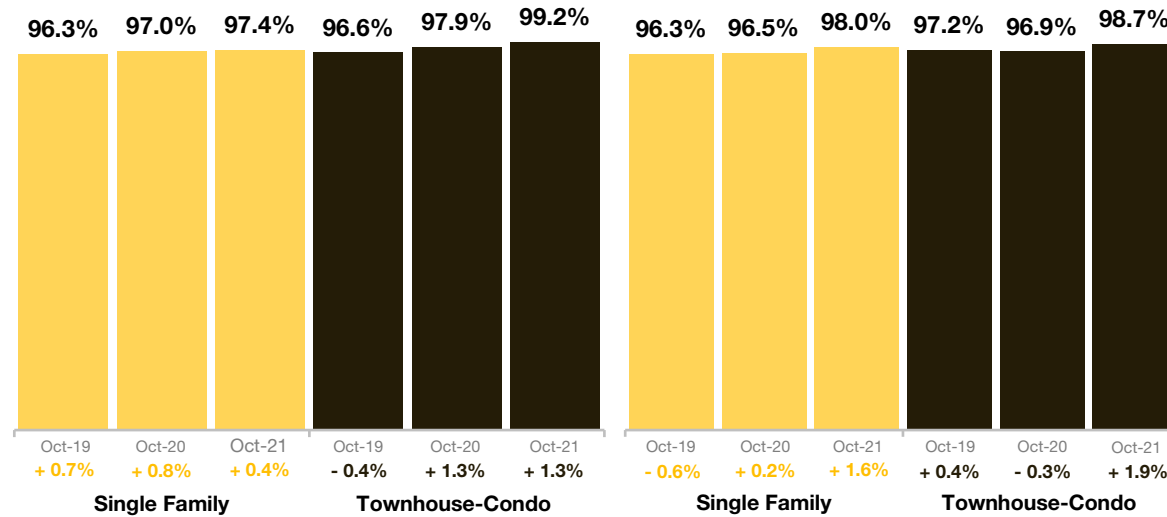


Percent of List Price Received



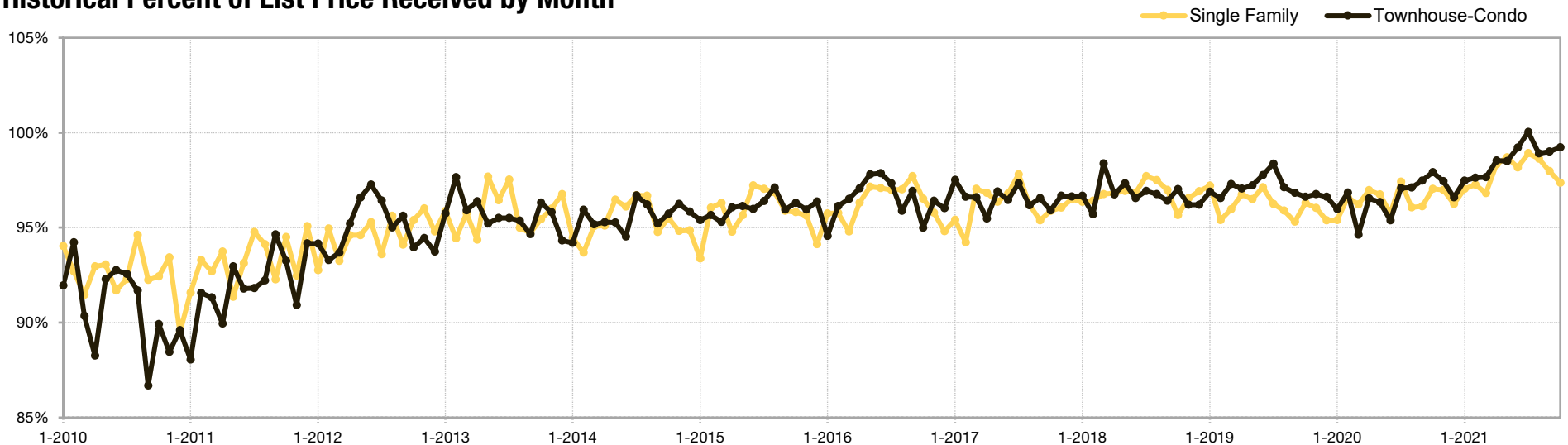
October

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	100.0%	+3.0%
Aug-2021	98.6%	+2.6%	98.9%	+1.9%
Sep-2021	98.0%	+2.0%	99.0%	+1.5%
Oct-2021	97.4%	+0.4%	99.2%	+1.3%

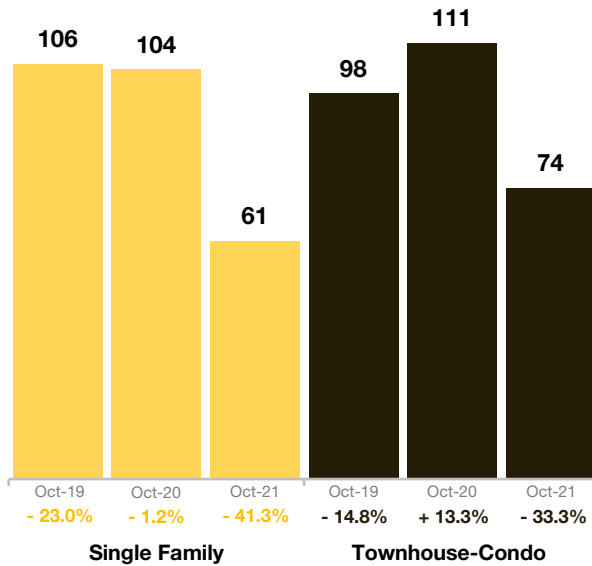
Historical Percent of List Price Received by Month



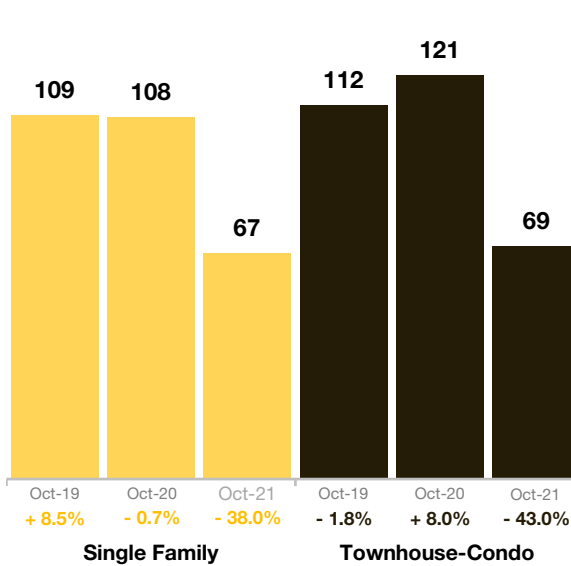
Days on Market Until Sale



October

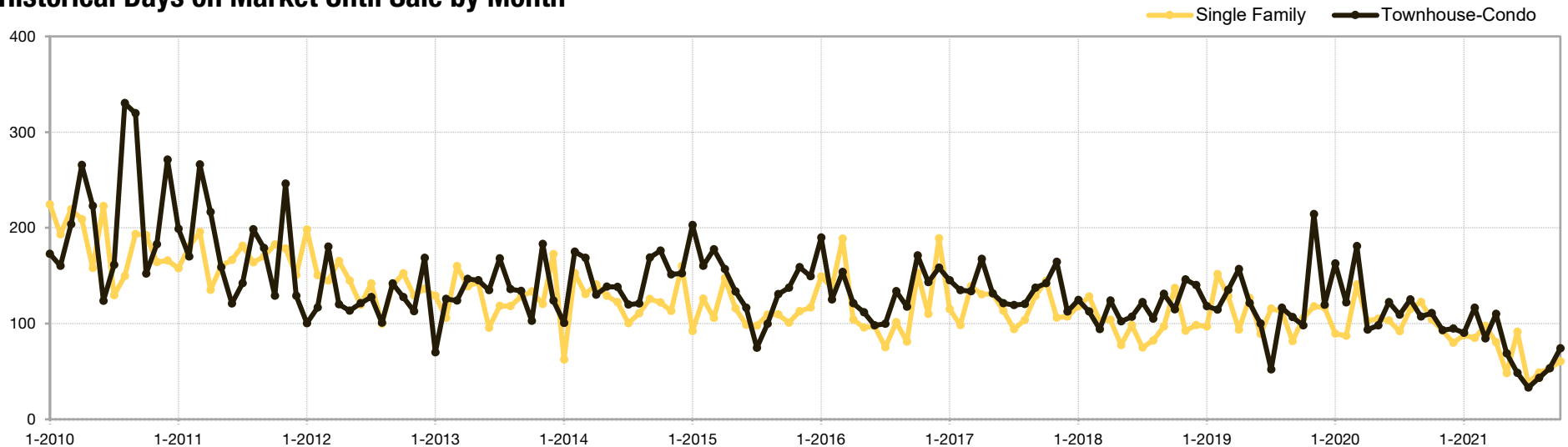


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	110	+17.0%
May-2021	48	-54.3%	69	-29.6%
Jun-2021	92	-10.7%	49	-59.8%
Jul-2021	38	-58.7%	33	-69.7%
Aug-2021	49	-57.4%	43	-65.6%
Sep-2021	53	-56.9%	53	-50.5%
Oct-2021	61	-41.3%	74	-33.3%

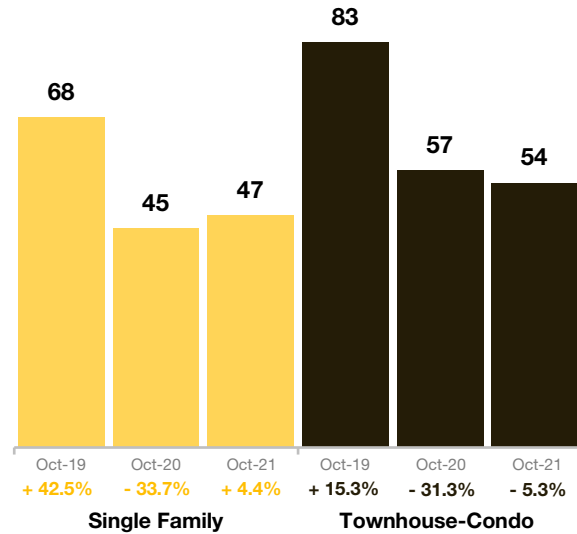
Historical Days on Market Until Sale by Month



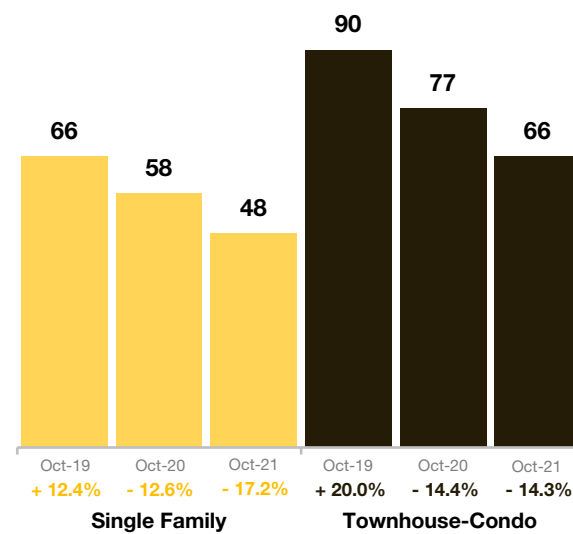
Housing Affordability Index



October

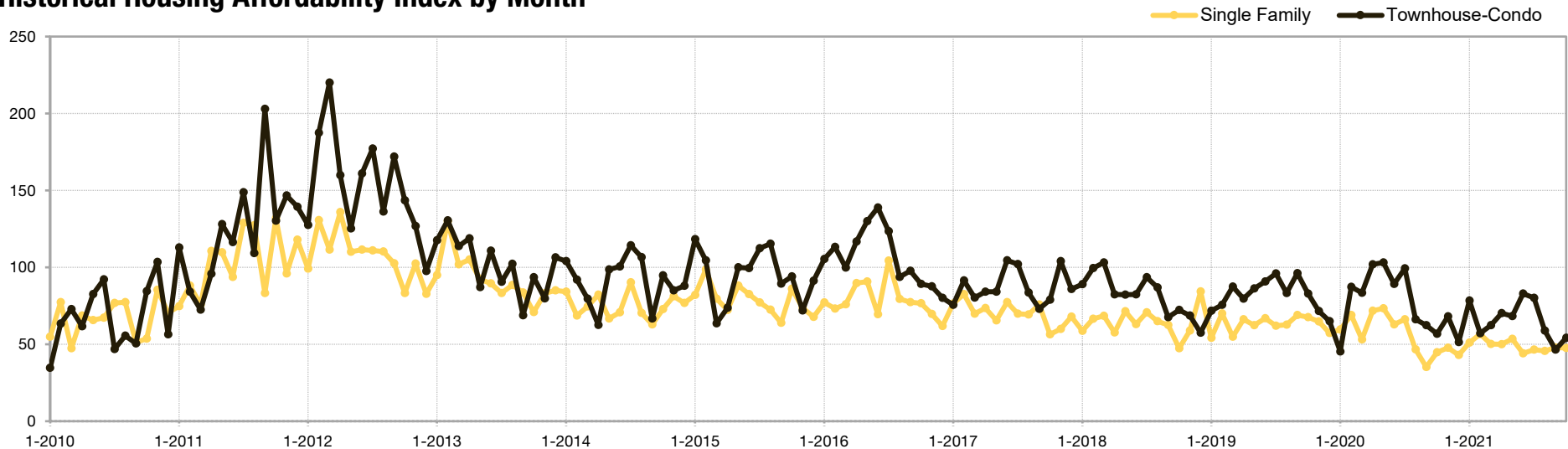


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	70	-31.4%
May-2021	53	-27.4%	68	-34.0%
Jun-2021	44	-30.2%	83	-6.7%
Jul-2021	46	-30.3%	80	-19.2%
Aug-2021	46	-2.1%	59	-10.6%
Sep-2021	48	+37.1%	46	-25.8%
Oct-2021	47	+4.4%	54	-5.3%

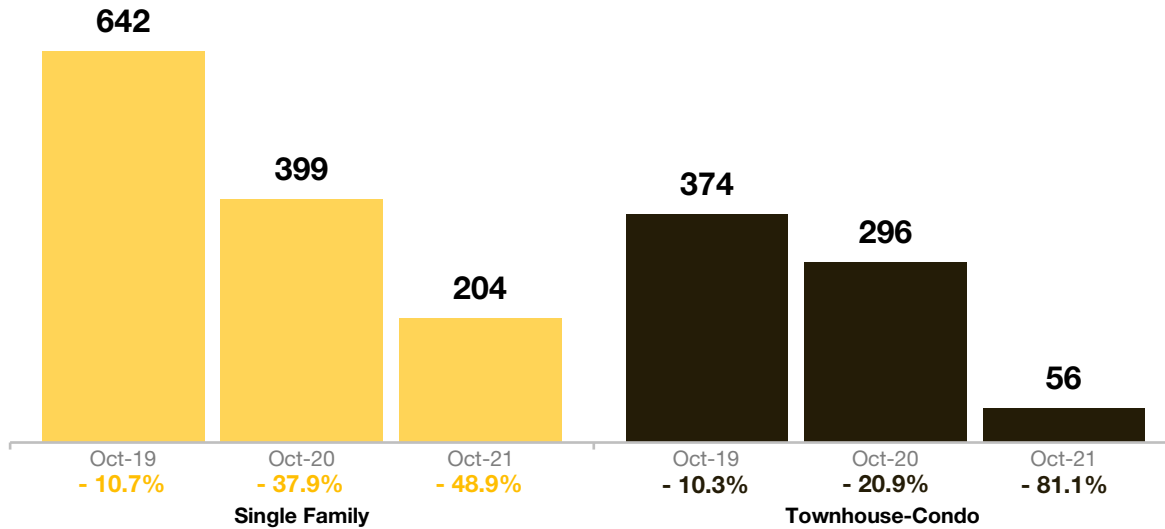
Historical Housing Affordability Index by Month



Inventory of Active Listings

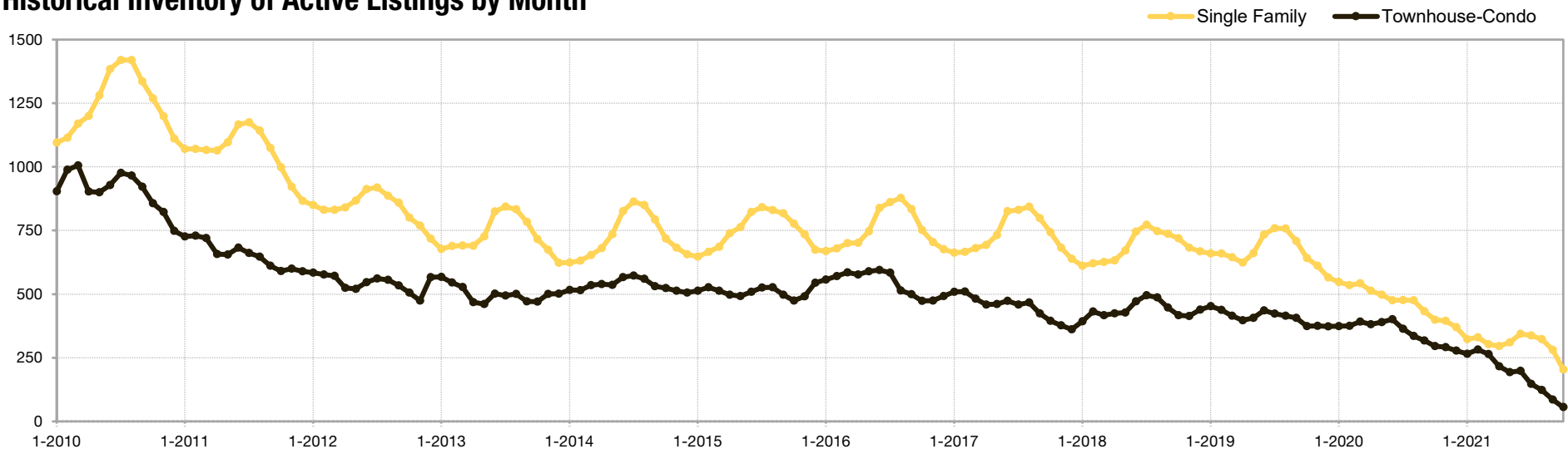


October



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	395	-35.4%	292	-22.1%
Dec-2020	370	-34.5%	278	-25.5%
Jan-2021	323	-41.1%	265	-29.1%
Feb-2021	330	-38.3%	282	-24.8%
Mar-2021	303	-44.1%	264	-32.7%
Apr-2021	296	-42.3%	216	-43.3%
May-2021	310	-37.6%	193	-50.5%
Jun-2021	344	-27.7%	198	-50.6%
Jul-2021	337	-29.4%	147	-59.6%
Aug-2021	323	-32.0%	123	-63.3%
Sep-2021	281	-35.1%	86	-73.0%
Oct-2021	204	-48.9%	56	-81.1%

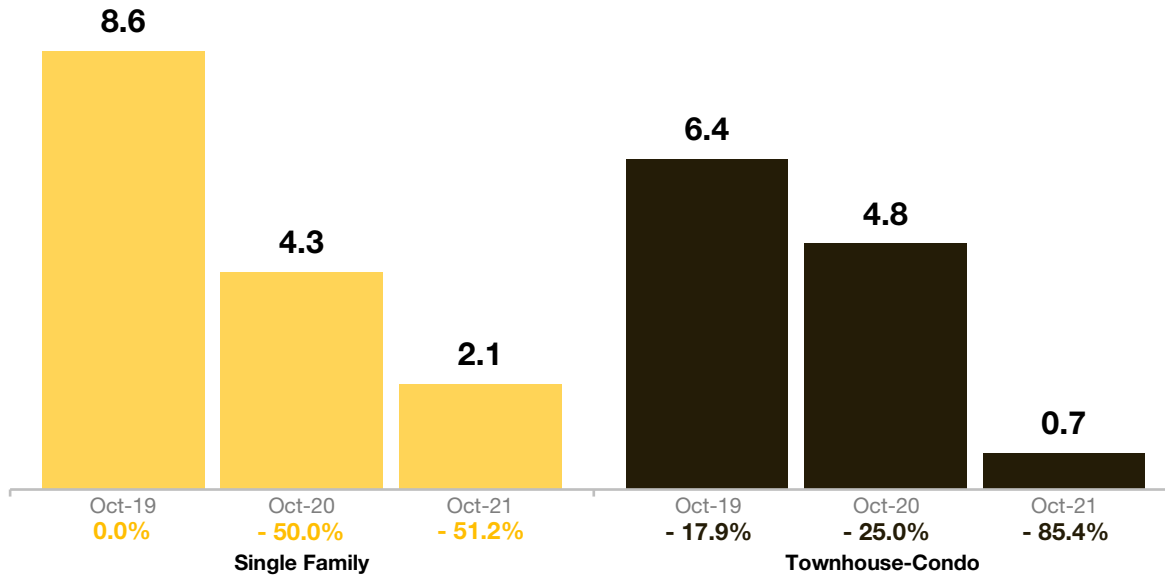
Historical Inventory of Active Listings by Month



Months Supply of Inventory

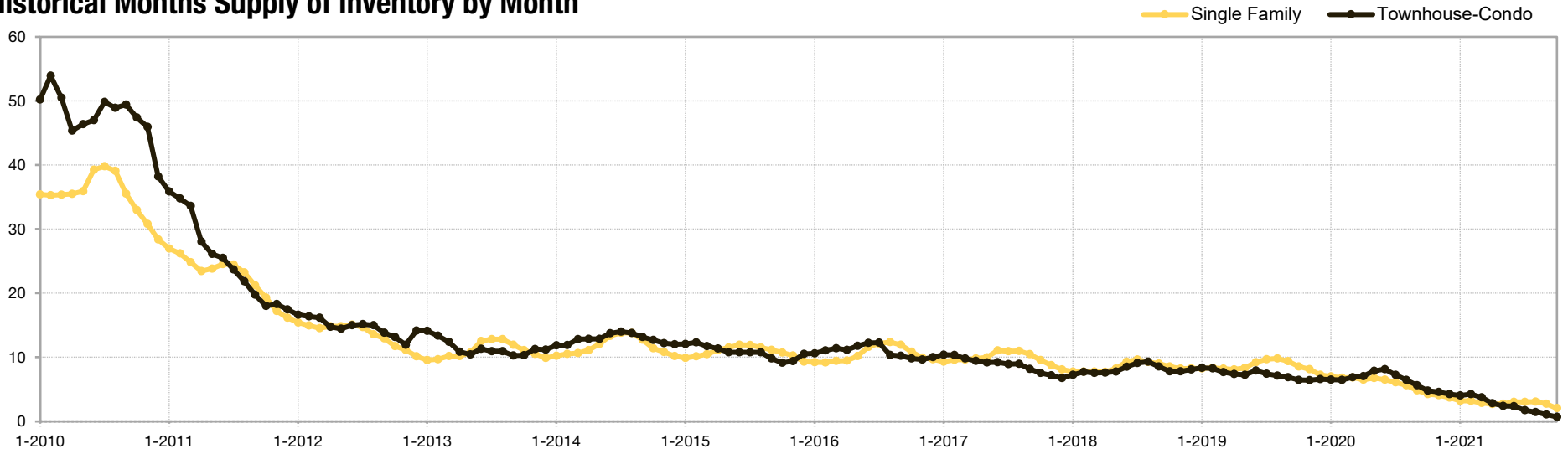


October



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	4.1	-49.4%	4.6	-28.1%
Dec-2020	3.7	-49.3%	4.2	-36.4%
Jan-2021	3.2	-54.3%	4.0	-38.5%
Feb-2021	3.2	-52.9%	4.3	-33.8%
Mar-2021	2.9	-58.0%	3.8	-44.9%
Apr-2021	2.7	-58.5%	2.8	-60.6%
May-2021	2.7	-60.3%	2.4	-69.6%
Jun-2021	3.0	-53.8%	2.4	-70.4%
Jul-2021	3.0	-50.8%	1.7	-76.7%
Aug-2021	3.1	-44.6%	1.4	-78.5%
Sep-2021	2.7	-43.8%	1.1	-80.4%
Oct-2021	2.1	-51.2%	0.7	-85.4%

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.



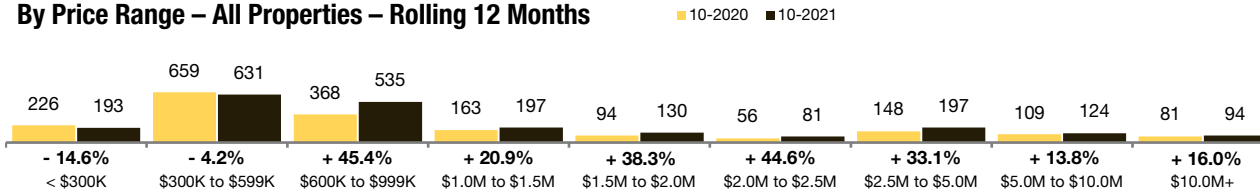
Key Metrics	Historical Sparkbars	10-2020	10-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		213	117	- 45.1%	2,114	2,046	- 3.2%
Pending Sales		233	168	- 27.9%	1,857	1,961	+ 5.6%
Sold Listings		269	189	- 29.7%	1,634	1,794	+ 9.8%
Median Sales Price		\$854,000	\$815,000	- 4.6%	\$665,450	\$735,000	+ 10.5%
Avg. Sales Price		\$2,521,865	\$2,283,408	- 9.5%	\$2,010,152	\$2,052,692	+ 2.1%
Pct. of List Price Received		97.4%	98.1%	+ 0.7%	96.6%	98.2%	+ 1.7%
Days on Market		107	67	- 37.4%	113	70	- 38.1%
Affordability Index		47	47	0.0%	60	53	- 11.7%
Active Listings		718	288	- 59.9%	--	--	--
Months Supply		4.5	1.6	- 64.4%	--	--	--

Sold Listings

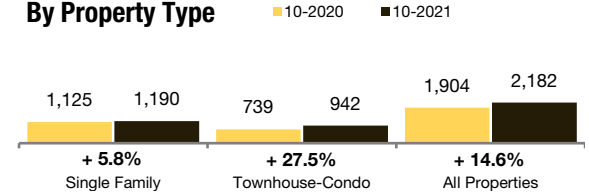
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	10-2020	10-2021	Change	10-2020	10-2021	Change
\$299,999 and Below	72	40	-44.4%	135	125	-7.4%
\$300,000 to \$599,999	416	343	-17.5%	237	280	+18.1%
\$600,000 to \$999,999	240	317	+32.1%	125	215	+72.0%
\$1,000,000 to \$1,499,999	102	111	+8.8%	58	86	+48.3%
\$1,500,000 to \$1,999,999	50	75	+50.0%	42	52	+23.8%
\$2,000,000 to \$2,499,999	25	34	+36.0%	30	47	+56.7%
\$2,500,000 to \$4,999,999	79	96	+21.5%	67	99	+47.8%
\$5,000,000 to \$9,999,999	74	90	+21.6%	33	31	-6.1%
\$10,000,000 and Above	67	84	+25.4%	12	7	-41.7%
All Price Ranges	1,125	1,190	+5.8%	739	942	+27.5%

Compared to Prior Month

	Single Family			Condo		
	9-2021	10-2021	Change	9-2021	10-2021	Change
	4	2	-50.0%	12	9	-25.0%
	29	25	-13.8%	12	22	+83.3%
	37	32	-13.5%	20	14	-30.0%
	12	9	-25.0%	13	10	-23.1%
	7	4	-42.9%	3	8	+166.7%
	5	4	-20.0%	5	5	0.0%
	9	10	+11.1%	13	12	-7.7%
	7	7	0.0%	4	2	-50.0%
	10	8	-20.0%	1	1	0.0%
All Price Ranges	120	101	-15.8%	83	83	0.0%

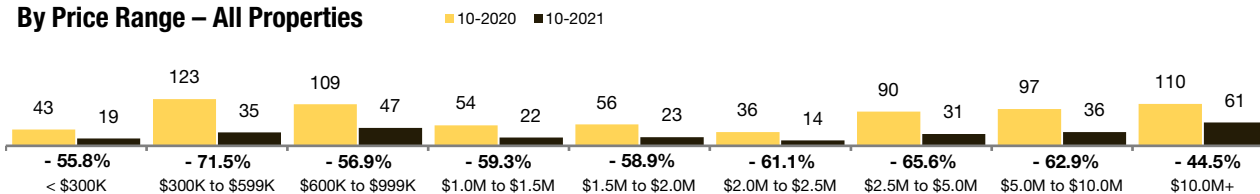
Year to Date

	Single Family			Condo		
	10-2020	10-2021	Change	10-2020	10-2021	Change
	60	27	-55.0%	115	103	-10.4%
	350	287	-18.0%	203	240	+18.2%
	207	263	+27.1%	103	180	+74.8%
	86	89	+3.5%	51	75	+47.1%
	47	61	+29.8%	34	44	+29.4%
	22	31	+40.9%	28	40	+42.9%
	69	72	+4.3%	60	77	+28.3%
	64	72	+12.5%	29	25	-13.8%
	63	63	0.0%	10	4	-60.0%
All Price Ranges	968	965	-0.3%	633	788	+24.5%

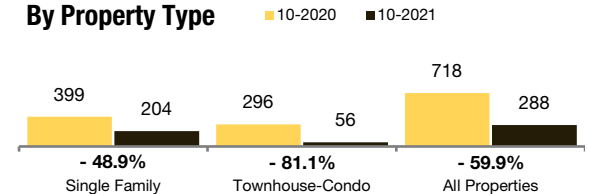
Inventory of Active Listings

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		
	10-2020	10-2021	Change	10-2020	10-2021	Change
\$299,999 and Below	8	6	-25.0%	32	8	-75.0%
\$300,000 to \$599,999	58	28	-51.7%	64	6	-90.6%
\$600,000 to \$999,999	60	35	-41.7%	48	10	-79.2%
\$1,000,000 to \$1,499,999	14	14	0.0%	40	7	-82.5%
\$1,500,000 to \$1,999,999	34	18	-47.1%	20	5	-75.0%
\$2,000,000 to \$2,499,999	16	13	-18.8%	19	0	-100.0%
\$2,500,000 to \$4,999,999	46	23	-50.0%	41	6	-85.4%
\$5,000,000 to \$9,999,999	75	24	-68.0%	18	11	-38.9%
\$10,000,000 and Above	88	43	-51.1%	14	3	-78.6%
All Price Ranges	399	204	-48.9%	296	56	-81.1%

Compared to Prior Month

	Single Family			Condo		
	9-2021	10-2021	Change	9-2021	10-2021	Change
	3	6	+100.0%	6	8	+33.3%
	45	28	-37.8%	12	6	-50.0%
	51	35	-31.4%	12	10	-16.7%
	19	14	-26.3%	10	7	-30.0%
	25	18	-28.0%	8	5	-37.5%
	14	13	-7.1%	6	0	-100.0%
	30	23	-23.3%	14	6	-57.1%
	35	24	-31.4%	12	11	-8.3%
	59	43	-27.1%	6	3	-50.0%
All Price Ranges	281	204	-27.4%	86	56	-34.9%

Year to Date

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.