

# Monthly Indicators



## November 2021

Percent changes calculated using year-over-year comparisons.

New Listings were down 31.5 percent for single family homes and 45.7 percent for townhouse-condo properties. Pending Sales remained flat for single family homes but decreased 30.8 percent for townhouse-condo properties.

The Median Sales Price was down 3.1 percent to \$819,750 for single family homes but increased 40.9 percent to \$965,000 for townhouse-condo properties. Days on Market decreased 34.8 percent for single family homes and 37.6 percent for condo properties.

The most recent data from the National Association of REALTORS® reports the median single-family existing home sales price rose 16% in the third quarter of this year to \$363,700, with all four regions of the country experiencing double-digit price growth. In new construction, builder confidence increased in November, surpassing analyst expectations and rising to 83 on the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), the highest level since spring, despite persistent labor and supply chain challenges and a shortage of available lots.

## Activity Snapshot

**- 3.0%**      **+ 13.5%**      **- 64.0%**

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	11-2020	11-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		92	63	- 31.5%	1,334	1,233	- 7.6%
Pending Sales		75	75	0.0%	1,176	1,112	- 5.4%
Sold Listings		110	112	+ 1.8%	1,078	1,085	+ 0.6%
Median Sales Price		\$845,900	\$819,750	- 3.1%	\$706,500	\$799,000	+ 13.1%
Avg. Sales Price		\$2,901,709	\$3,023,900	+ 4.2%	\$2,432,216	\$2,668,950	+ 9.7%
Pct. of List Price Received		97.0%	97.0%	0.0%	96.5%	97.9%	+ 1.5%
Days on Market		92	60	- 34.8%	106	67	- 36.8%
Affordability Index		48	48	0.0%	57	50	- 12.3%
Active Listings		395	184	- 53.4%	--	--	--
Months Supply		4.1	1.8	- 56.1%	--	--	--

# Townhouse-Condo Market Overview

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

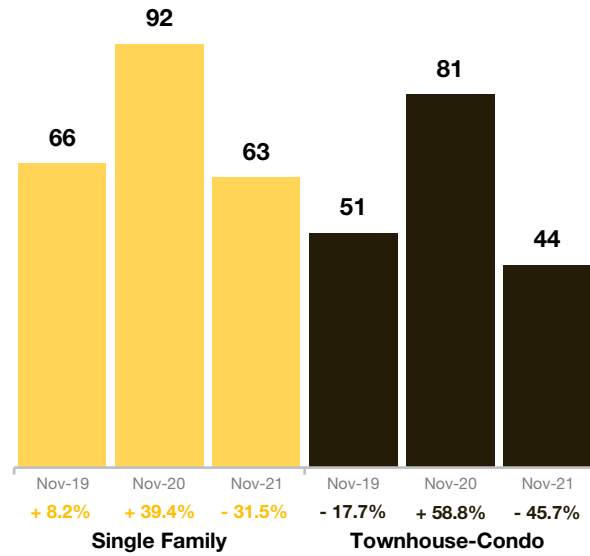


Key Metrics	Historical Sparkbars	11-2020	11-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		81	44	- 45.7%	915	872	- 4.7%
Pending Sales		65	45	- 30.8%	782	933	+ 19.3%
Sold Listings		83	77	- 7.2%	716	866	+ 20.9%
Median Sales Price		\$685,000	\$965,000	+ 40.9%	\$610,000	\$686,500	+ 12.5%
Avg. Sales Price		\$1,537,472	\$2,011,061	+ 30.8%	\$1,459,366	\$1,391,185	- 4.7%
Pct. of List Price Received		97.4%	98.5%	+ 1.1%	97.0%	98.7%	+ 1.8%
Days on Market		93	58	- 37.6%	117	68	- 41.9%
Affordability Index		68	48	- 29.4%	76	67	- 11.8%
Active Listings		298	51	- 82.9%	--	--	--
Months Supply		4.7	0.7	- 85.1%	--	--	--

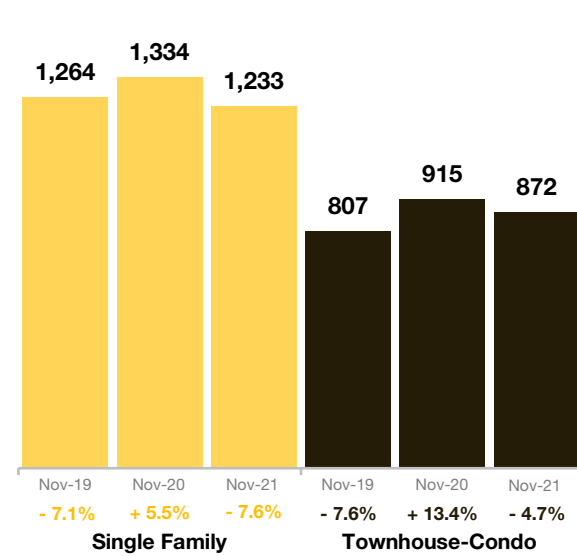
# New Listings



## November

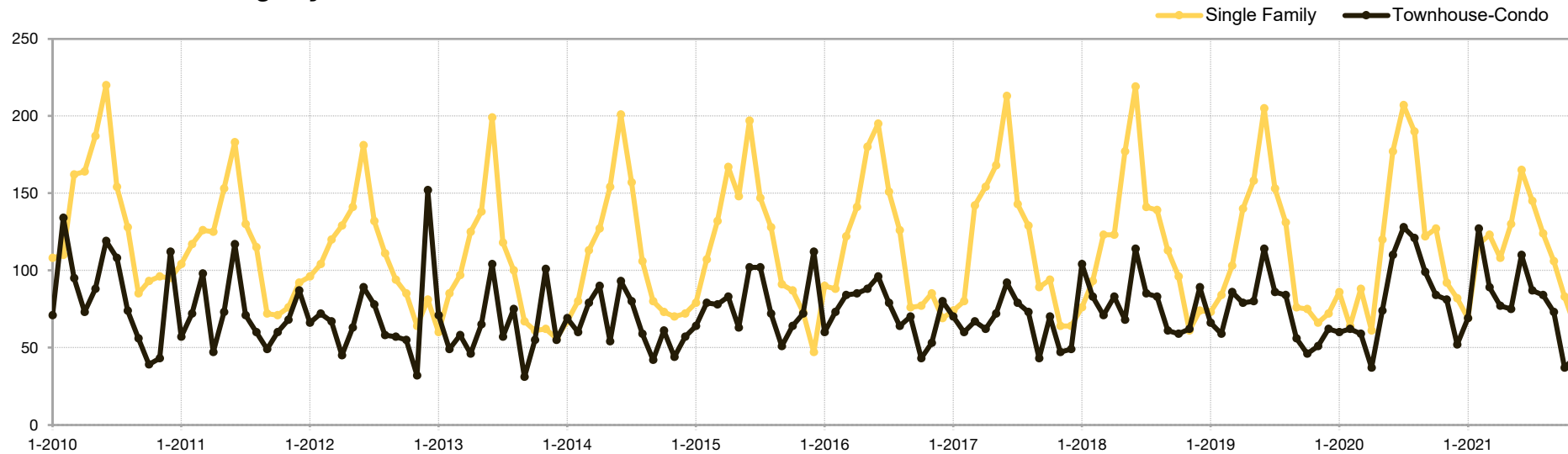


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	165	-6.8%	110	0.0%
Jul-2021	145	-30.0%	87	-32.0%
Aug-2021	124	-34.7%	84	-30.6%
Sep-2021	106	-13.1%	73	-26.3%
Oct-2021	83	-34.6%	37	-56.0%
Nov-2021	63	-31.5%	44	-45.7%

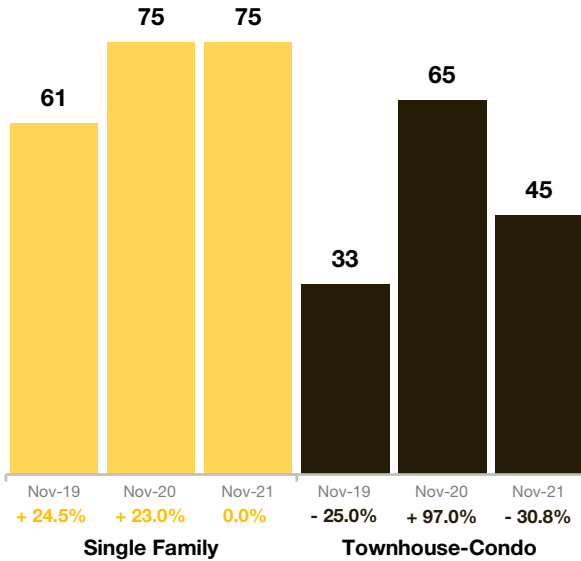
## Historical New Listings by Month



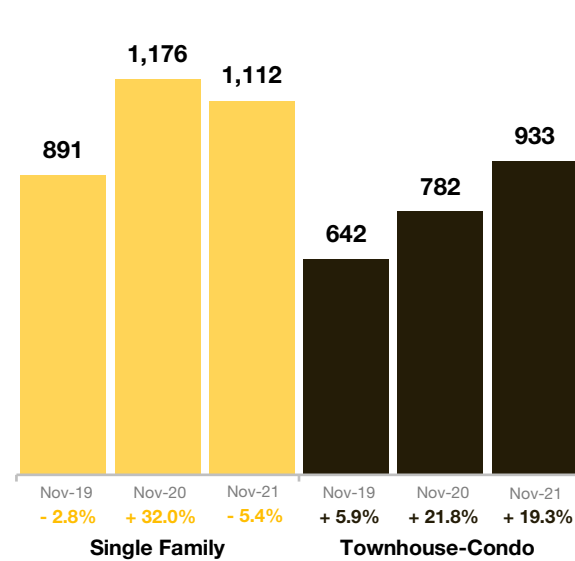
# Pending Sales



## November

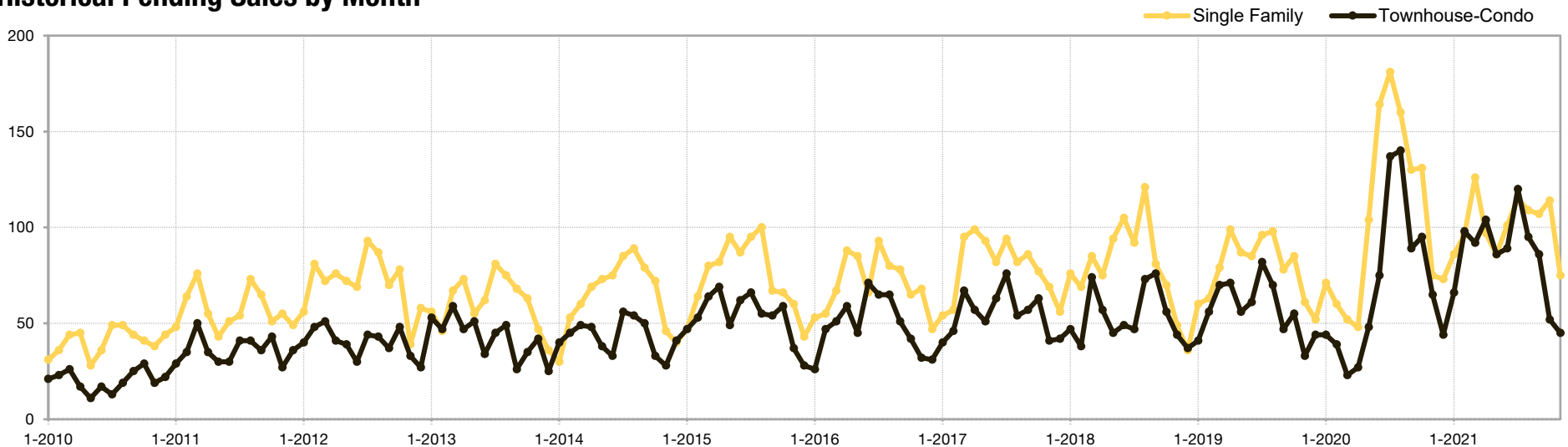


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2020	73	+40.4%	44	0.0%
Jan-2021	86	+21.1%	66	+50.0%
Feb-2021	96	+60.0%	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	115	-36.5%	120	-12.4%
Aug-2021	109	-31.9%	95	-32.1%
Sep-2021	107	-17.7%	86	-3.4%
Oct-2021	114	-13.0%	52	-45.3%
Nov-2021	75	0.0%	45	-30.8%

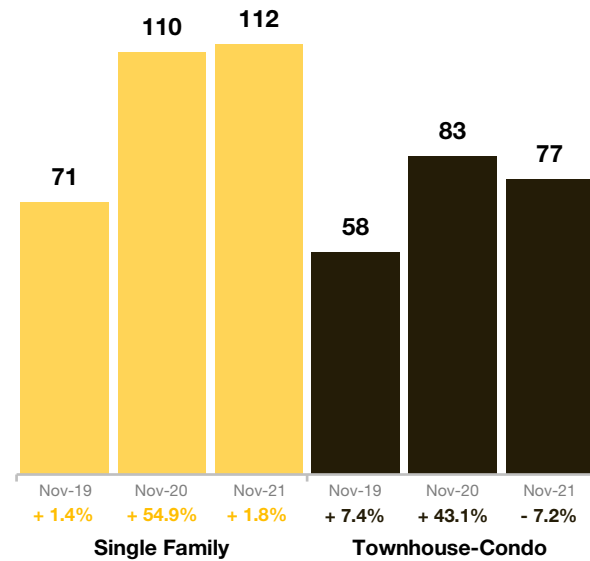
## Historical Pending Sales by Month



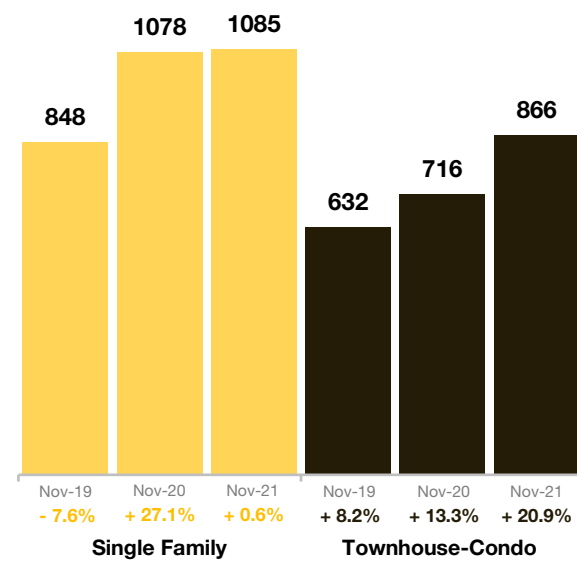
# Sold Listings



## November

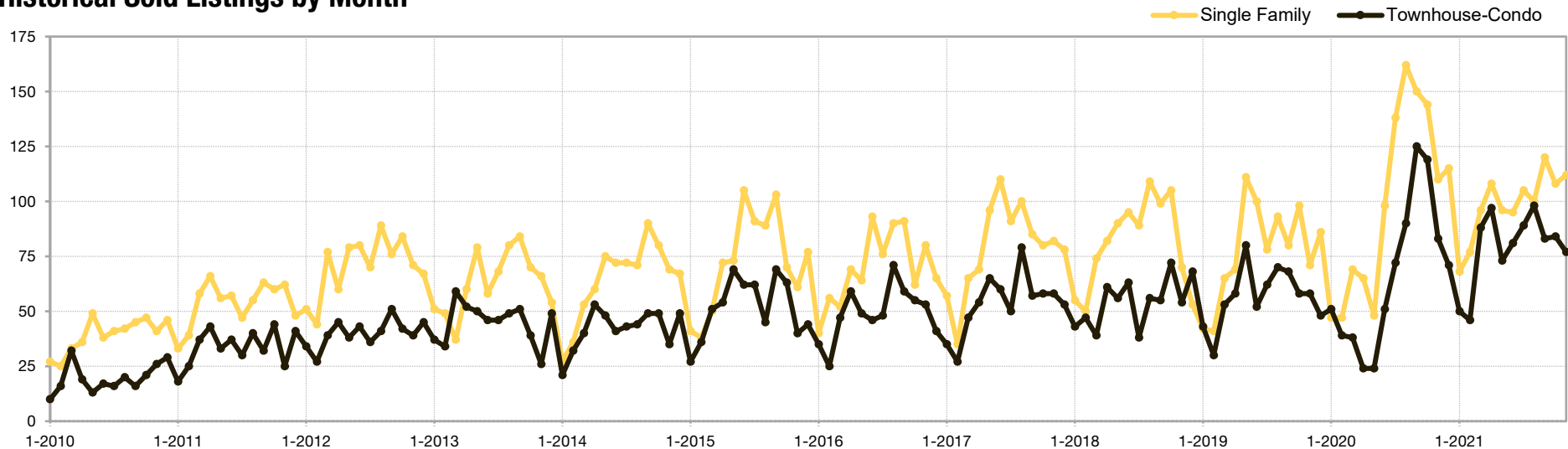


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	100	-38.3%	98	+8.9%
Sep-2021	120	-20.0%	83	-33.6%
Oct-2021	108	-25.0%	84	-29.4%
Nov-2021	112	+1.8%	77	-7.2%

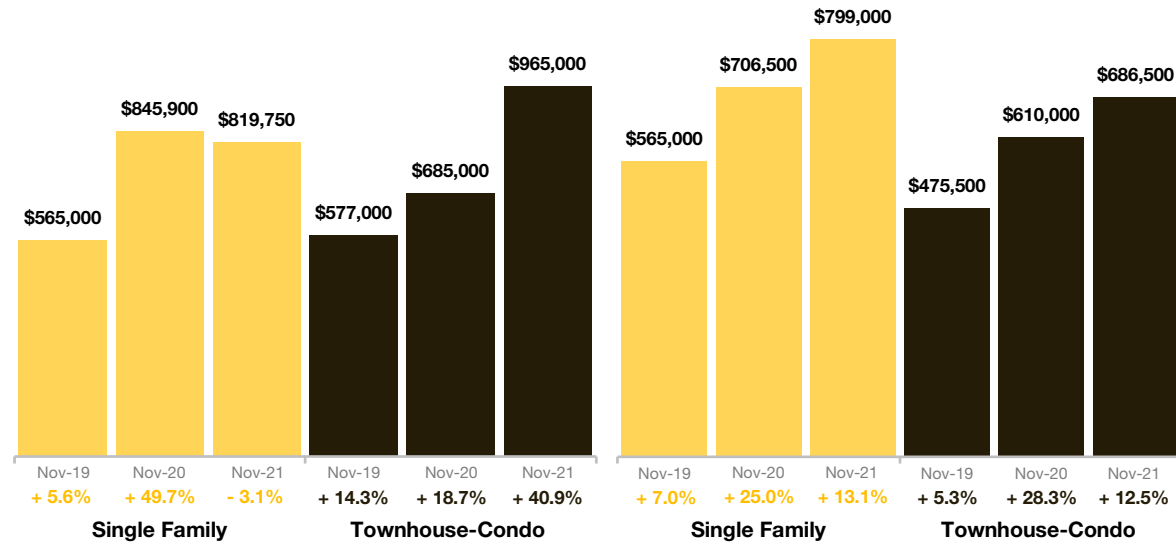
## Historical Sold Listings by Month



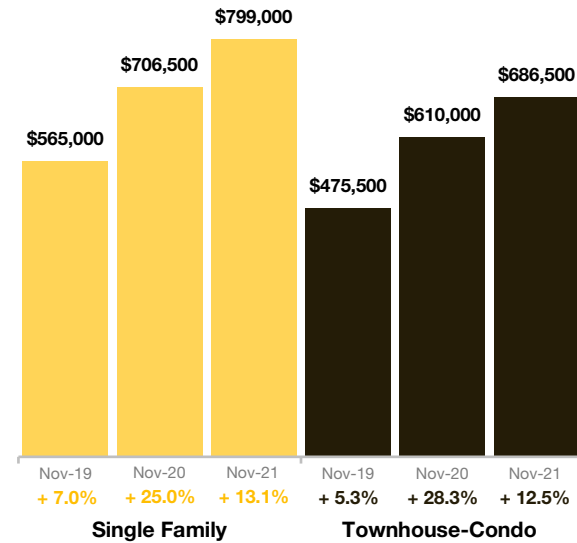
# Median Sales Price



## November

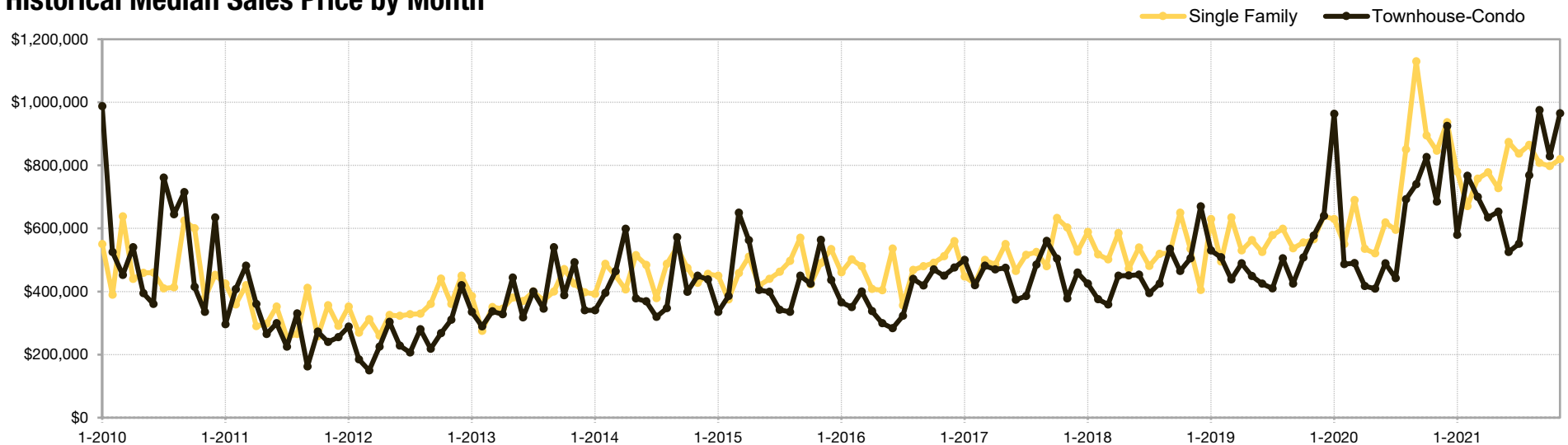


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-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	\$865,000	+1.8%	\$768,066	+10.9%
Sep-2021	\$807,500	-28.5%	\$975,000	+31.8%
Oct-2021	\$797,500	-10.8%	\$828,768	+0.3%
Nov-2021	\$819,750	-3.1%	\$965,000	+40.9%

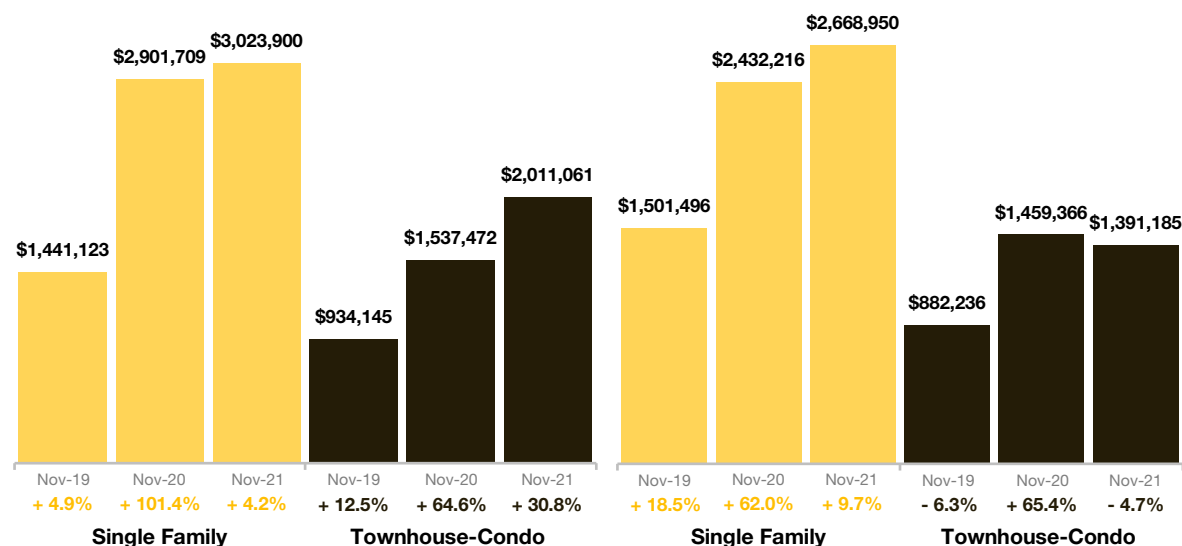
## Historical Median Sales Price by Month



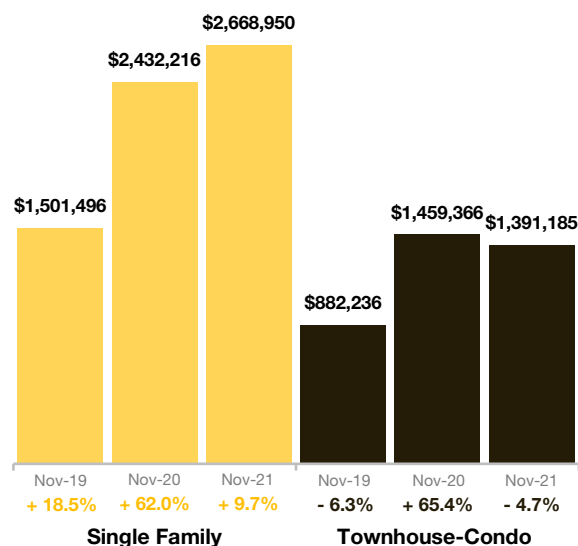
# Average Sales Price



## November

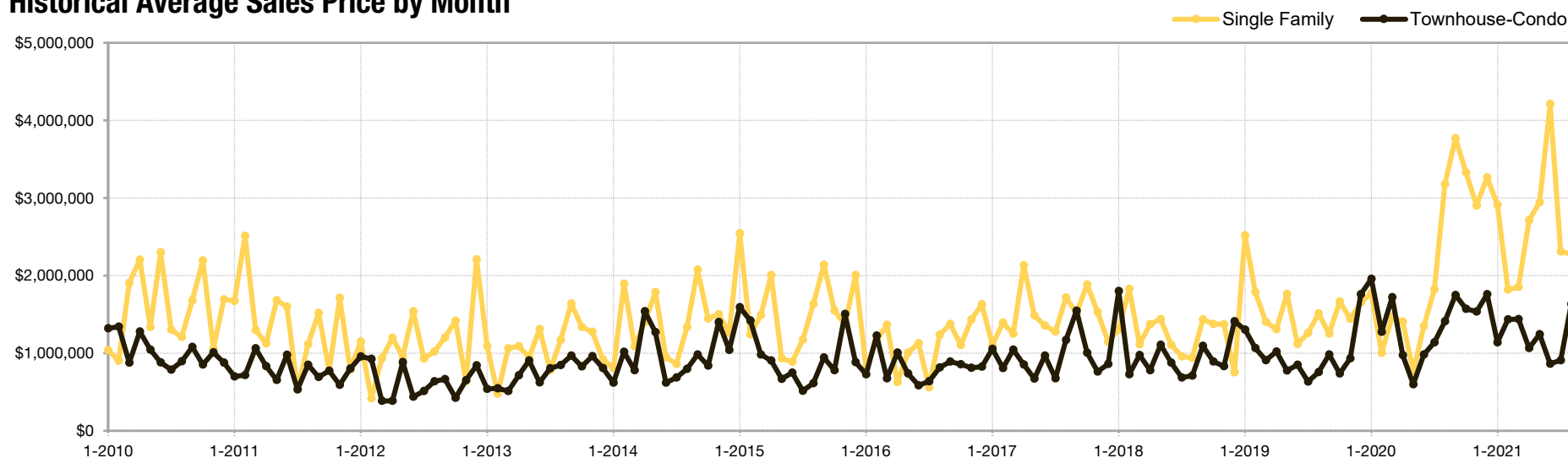


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-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	\$2,276,724	-28.3%	\$1,635,387	+15.9%
Sep-2021	\$2,547,789	-32.4%	\$2,023,520	+15.7%
Oct-2021	\$2,679,319	-19.5%	\$1,511,437	-3.8%
Nov-2021	\$3,023,900	+4.2%	\$2,011,061	+30.8%

## Historical Average Sales Price by Month



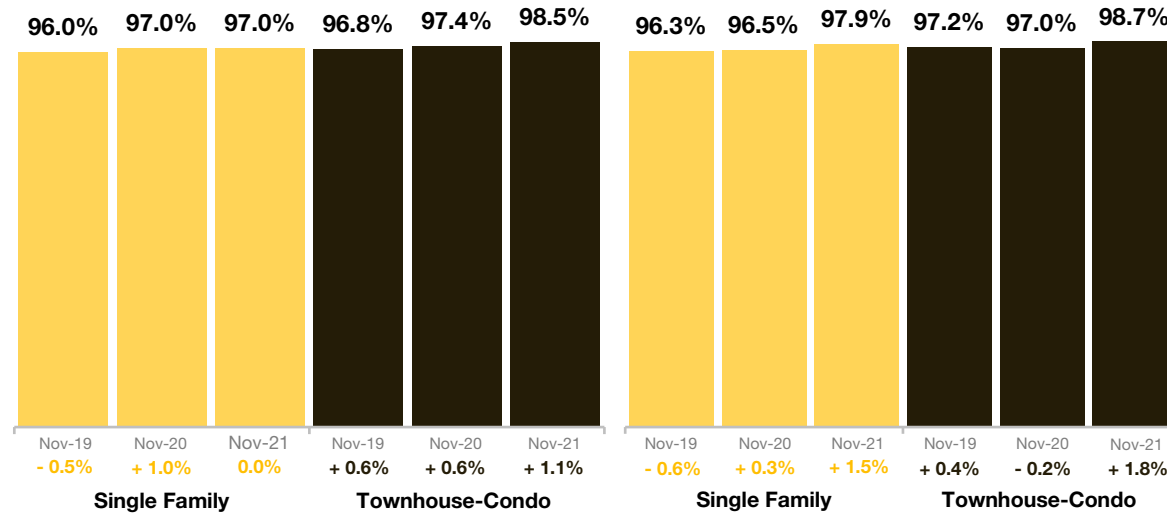


# Percent of List Price Received



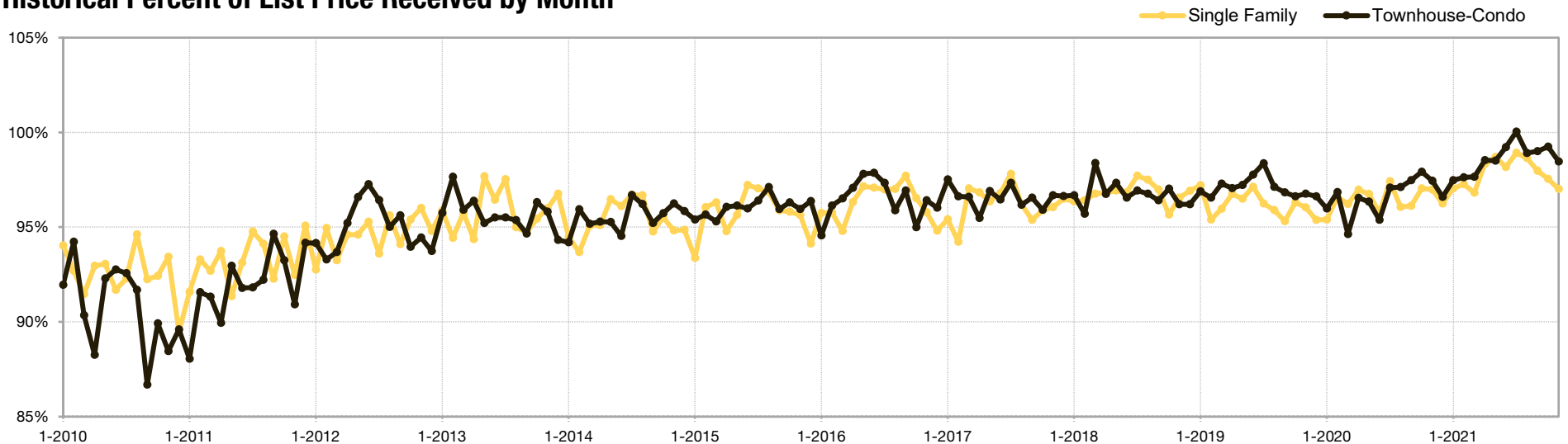
## November

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-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	97.5%	+0.5%	99.2%	+1.3%
Nov-2021	97.0%	0.0%	98.5%	+1.1%

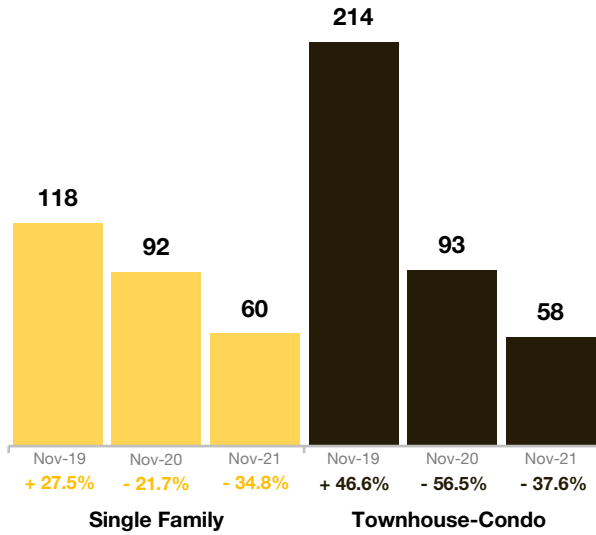
## Historical Percent of List Price Received by Month



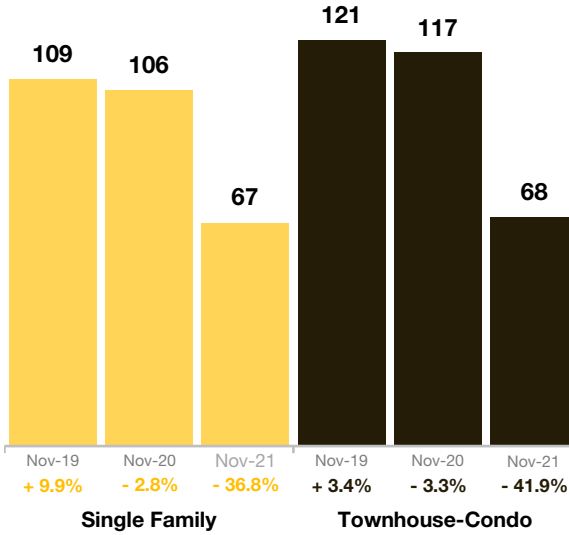
# Days on Market Until Sale



## November

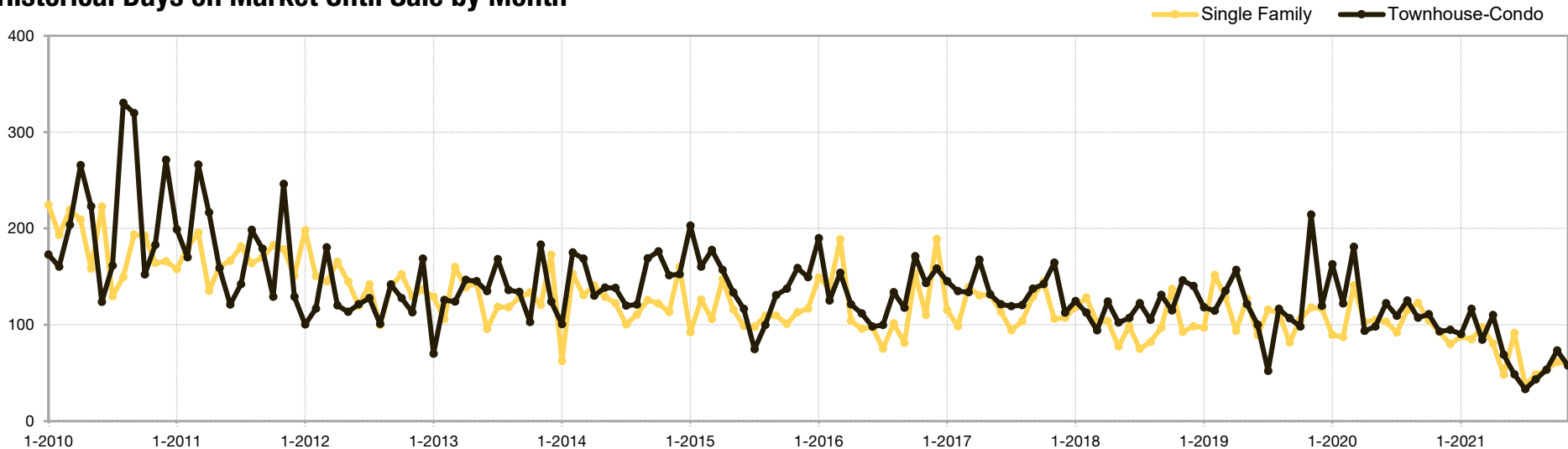


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-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	48	-58.3%	43	-65.6%
Sep-2021	53	-56.9%	53	-50.5%
Oct-2021	61	-41.3%	73	-34.2%
Nov-2021	60	-34.8%	58	-37.6%

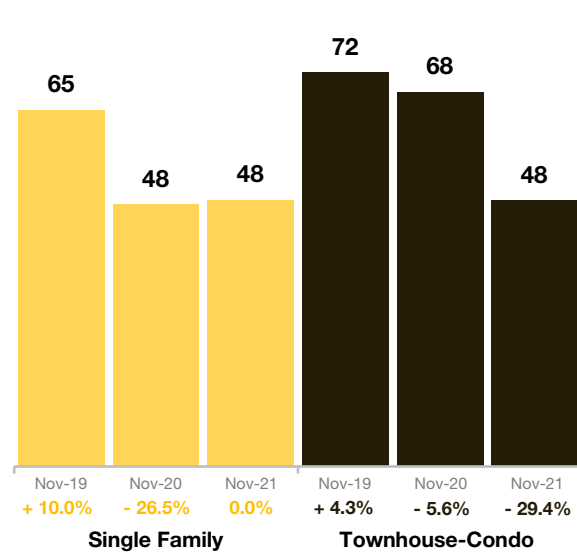
## Historical Days on Market Until Sale by Month



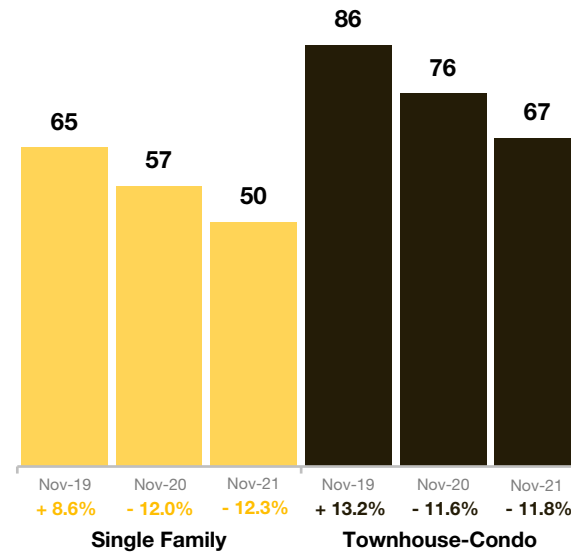
# Housing Affordability Index



## November

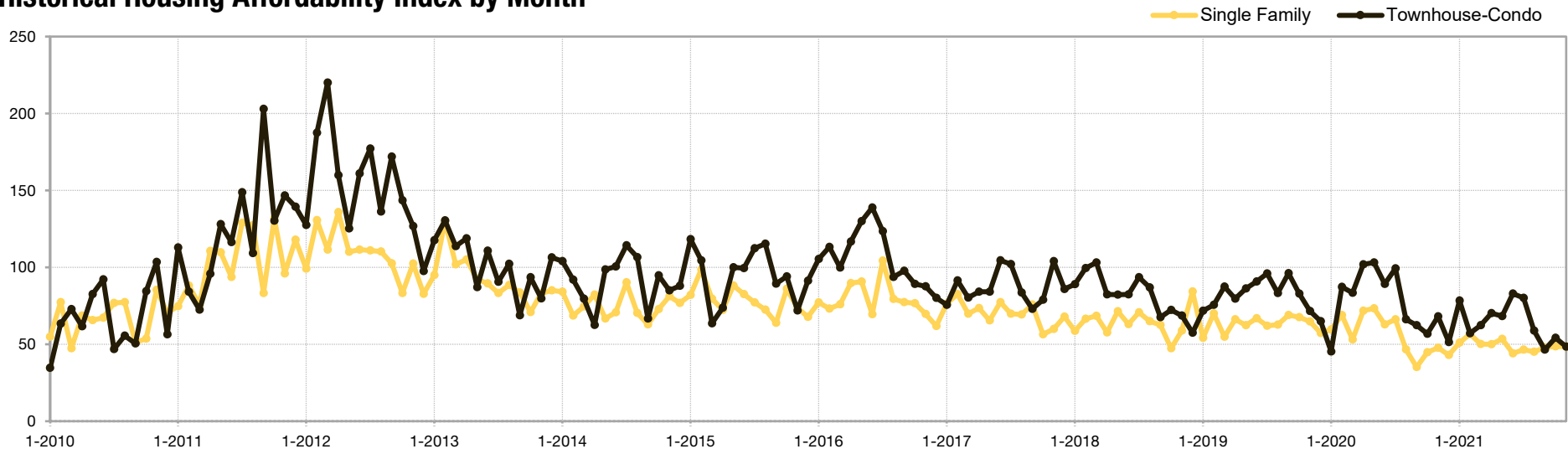


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-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	45	-4.3%	59	-10.6%
Sep-2021	48	+37.1%	46	-25.8%
Oct-2021	49	+8.9%	54	-5.3%
Nov-2021	48	0.0%	48	-29.4%

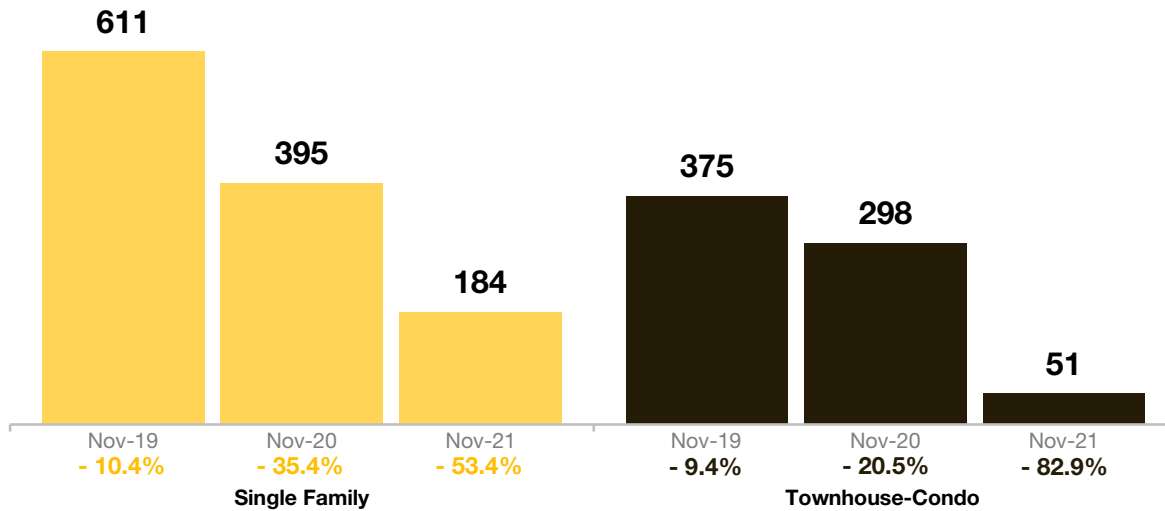
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

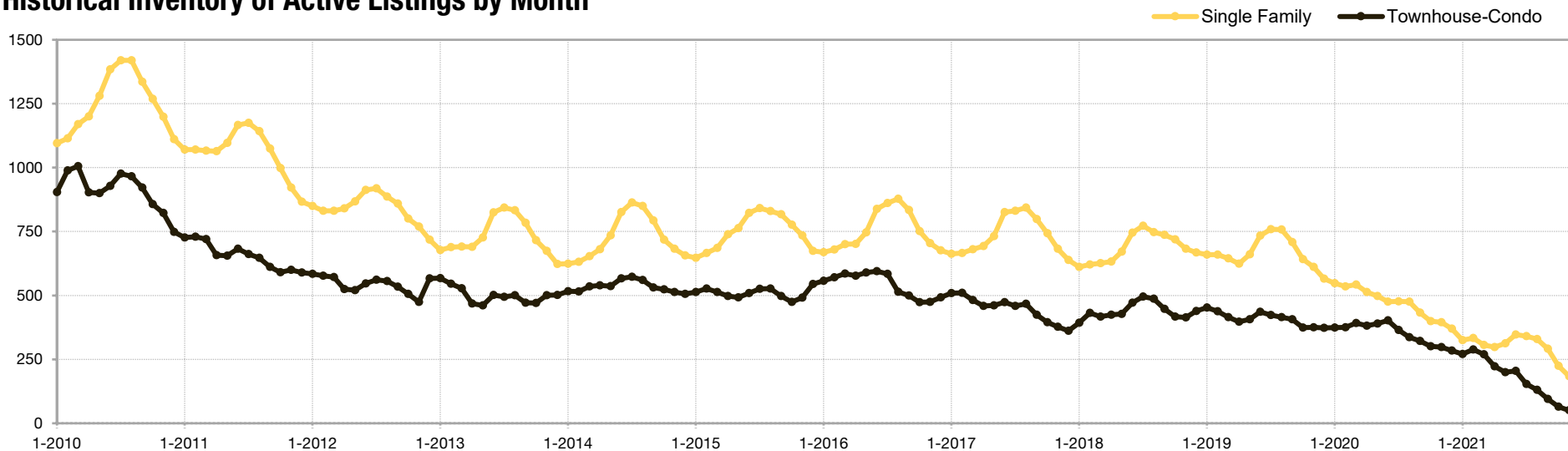


## November



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2020	370	-34.5%	284	-23.9%
Jan-2021	325	-40.7%	271	-27.5%
Feb-2021	333	-37.8%	288	-23.2%
Mar-2021	306	-43.5%	270	-31.1%
Apr-2021	298	-41.9%	222	-41.7%
May-2021	312	-37.2%	199	-49.0%
Jun-2021	347	-27.1%	205	-49.0%
Jul-2021	341	-28.5%	154	-57.8%
Aug-2021	329	-30.7%	130	-61.3%
Sep-2021	291	-32.8%	95	-70.5%
Oct-2021	225	-43.6%	65	-78.4%
Nov-2021	184	-53.4%	51	-82.9%

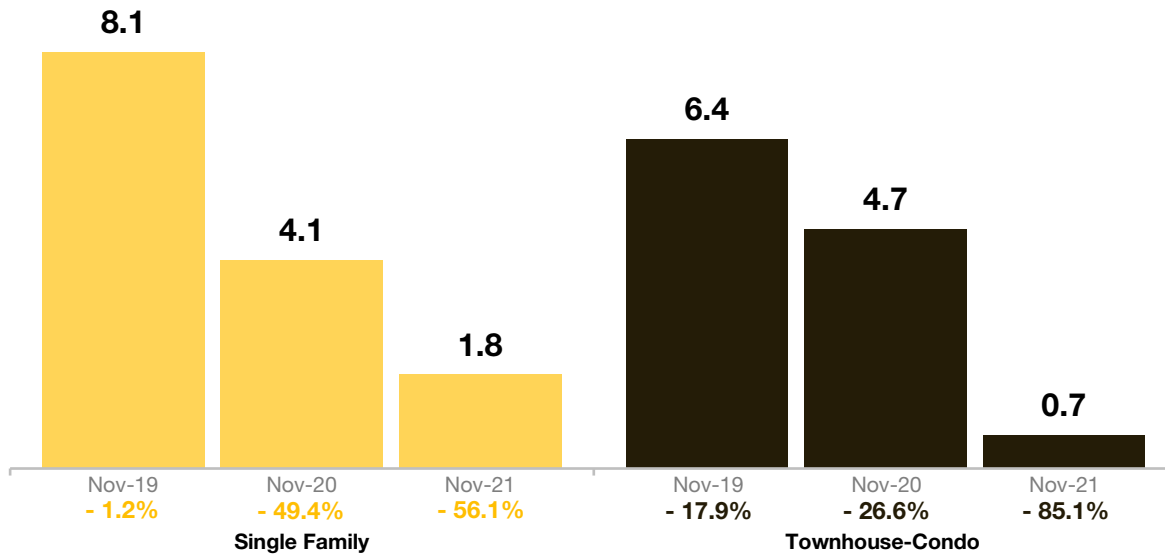
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

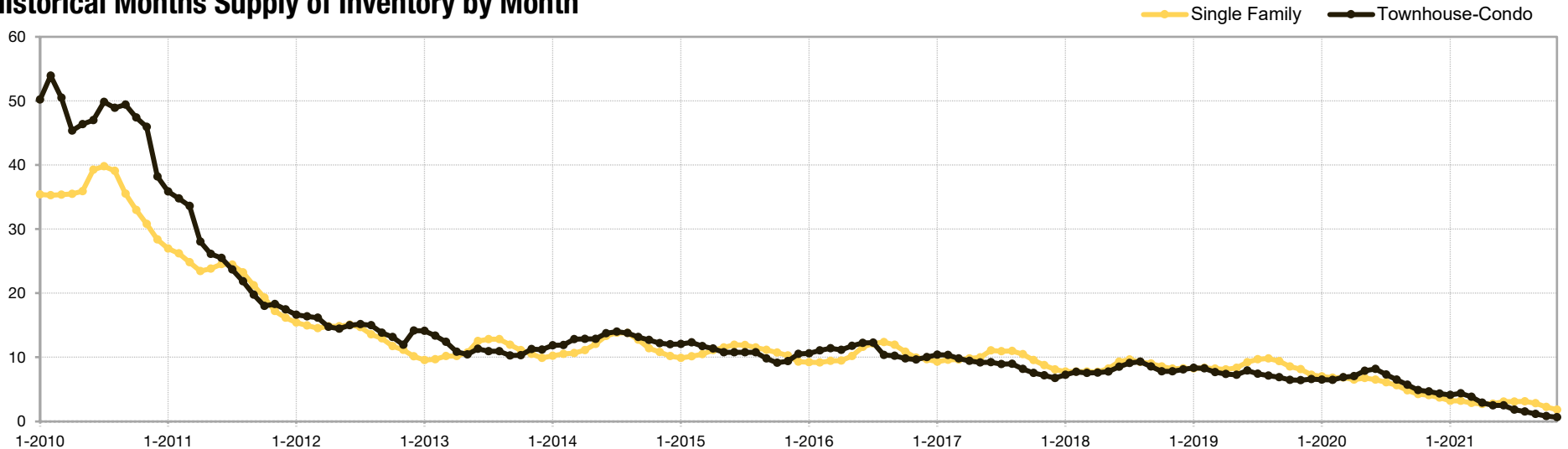


## November



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2020	3.7	-49.3%	4.3	-34.8%
Jan-2021	3.2	-54.3%	4.1	-36.9%
Feb-2021	3.2	-52.9%	4.4	-32.3%
Mar-2021	2.9	-58.0%	3.8	-44.9%
Apr-2021	2.7	-58.5%	2.9	-59.2%
May-2021	2.7	-60.3%	2.5	-68.4%
Jun-2021	3.1	-52.3%	2.5	-69.5%
Jul-2021	3.1	-49.2%	1.8	-75.3%
Aug-2021	3.1	-44.6%	1.5	-76.9%
Sep-2021	2.8	-41.7%	1.2	-78.9%
Oct-2021	2.3	-46.5%	0.8	-83.7%
Nov-2021	1.8	-56.1%	0.7	-85.1%

## 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.



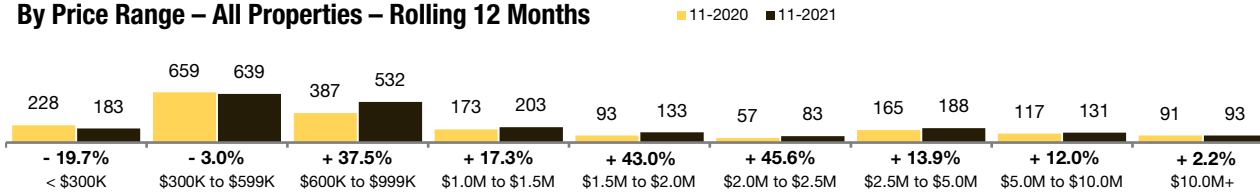
Key Metrics	Historical Sparkbars	11-2020	11-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		176	108	- 38.6%	2,295	2,173	- 5.3%
Pending Sales		143	126	- 11.9%	2,000	2,094	+ 4.7%
Sold Listings		199	193	- 3.0%	1,833	1,996	+ 8.9%
Median Sales Price		\$749,000	\$850,000	+ 13.5%	\$677,000	\$741,000	+ 9.5%
Avg. Sales Price		\$2,294,147	\$2,590,770	+ 12.9%	\$2,040,984	\$2,098,600	+ 2.8%
Pct. of List Price Received		96.9%	97.6%	+ 0.7%	96.6%	98.2%	+ 1.7%
Days on Market		95	59	- 37.9%	111	69	- 37.8%
Affordability Index		54	47	- 13.0%	60	54	- 10.0%
Active Listings		714	257	- 64.0%	--	--	--
Months Supply		4.3	1.4	- 67.4%	--	--	--

# Sold Listings

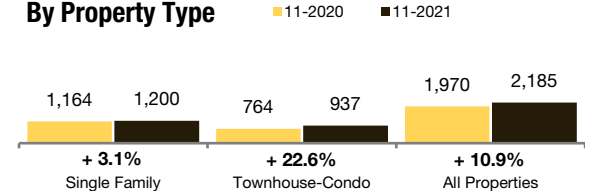
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	11-2020	11-2021	Change	11-2020	11-2021	Change
\$299,999 and Below	74	36	-51.4%	134	122	-9.0%
\$300,000 to \$599,999	411	355	-13.6%	243	276	+13.6%
\$600,000 to \$999,999	252	322	+27.8%	132	206	+56.1%
\$1,000,000 to \$1,499,999	111	110	-0.9%	59	92	+55.9%
\$1,500,000 to \$1,999,999	53	75	+41.5%	38	55	+44.7%
\$2,000,000 to \$2,499,999	24	35	+45.8%	32	48	+50.0%
\$2,500,000 to \$4,999,999	85	90	+5.9%	77	96	+24.7%
\$5,000,000 to \$9,999,999	78	94	+20.5%	36	35	-2.8%
\$10,000,000 and Above	76	83	+9.2%	13	7	-46.2%
<b>All Price Ranges</b>	<b>1,164</b>	<b>1,200</b>	<b>+3.1%</b>	<b>764</b>	<b>937</b>	<b>+22.6%</b>

### Compared to Prior Month

	Single Family			Townhouse-Condo		
	10-2021	11-2021	Change	10-2021	11-2021	Change
Single Family	3	3	0.0%	9	7	-22.2%
Townhouse-Condo	28	36	+28.6%	23	20	-13.0%
Single Family	34	30	-11.8%	14	12	-14.3%
Townhouse-Condo	10	9	-10.0%	10	9	-10.0%
Single Family	4	5	+25.0%	8	6	-25.0%
Townhouse-Condo	4	2	-50.0%	5	4	-20.0%
Single Family	10	5	-50.0%	12	10	-16.7%
Townhouse-Condo	7	13	+85.7%	2	8	+300.0%
Single Family	8	9	+12.5%	1	1	0.0%
Townhouse-Condo						
<b>All Price Ranges</b>	<b>108</b>	<b>112</b>	<b>+3.7%</b>	<b>84</b>	<b>77</b>	<b>-8.3%</b>

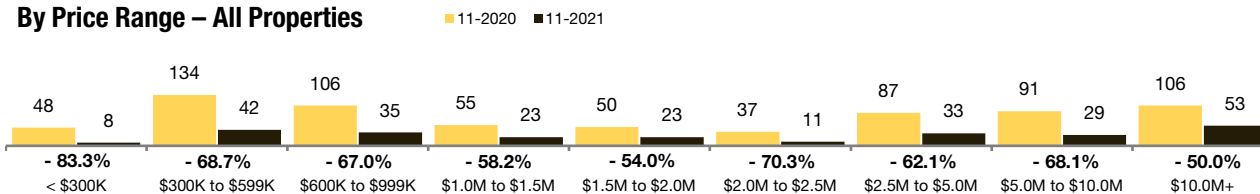
### Year to Date

	Single Family			Townhouse-Condo		
	11-2020	11-2021	Change	11-2020	11-2021	Change
Single Family	68	31	-54.4%	125	110	-12.0%
Townhouse-Condo	377	326	-13.5%	228	261	+14.5%
Single Family	234	295	+26.1%	124	192	+54.8%
Townhouse-Condo	98	100	+2.0%	54	84	+55.6%
Single Family	52	66	+26.9%	37	50	+35.1%
Townhouse-Condo	23	33	+43.5%	31	44	+41.9%
Single Family	80	77	-3.8%	73	87	+19.2%
Townhouse-Condo	73	85	+16.4%	33	33	0.0%
Single Family	73	72	-1.4%	11	5	-54.5%
Townhouse-Condo						
<b>All Price Ranges</b>	<b>1,078</b>	<b>1,085</b>	<b>+0.6%</b>	<b>716</b>	<b>866</b>	<b>+20.9%</b>

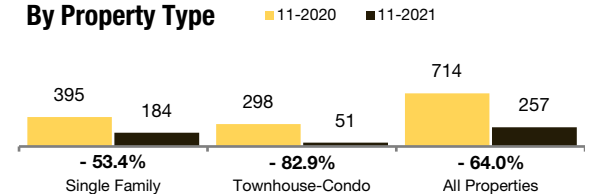
# Inventory of Active Listings

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			Townhouse-Condo		
	11-2020	11-2021	Change	11-2020	11-2021	Change
\$299,999 and Below	9	2	-77.8%	37	5	-86.5%
\$300,000 to \$599,999	64	31	-51.6%	69	9	-87.0%
\$600,000 to \$999,999	55	26	-52.7%	50	7	-86.0%
\$1,000,000 to \$1,499,999	20	15	-25.0%	35	6	-82.9%
\$1,500,000 to \$1,999,999	30	16	-46.7%	19	7	-63.2%
\$2,000,000 to \$2,499,999	18	10	-44.4%	18	1	-94.4%
\$2,500,000 to \$4,999,999	40	24	-40.0%	44	7	-84.1%
\$5,000,000 to \$9,999,999	72	22	-69.4%	15	7	-53.3%
\$10,000,000 and Above	87	38	-56.3%	11	2	-81.8%
<b>All Price Ranges</b>	<b>395</b>	<b>184</b>	<b>-53.4%</b>	<b>298</b>	<b>51</b>	<b>-82.9%</b>

### Compared to Prior Month

	Single Family			Townhouse-Condo		
	10-2021	11-2021	Change	10-2021	11-2021	Change
Single Family	7	2	-71.4%	9	5	-44.4%
Townhouse-Condo	35	31	-11.4%	6	9	+50.0%
Single Family	36	26	-27.8%	13	7	-46.2%
Townhouse-Condo	15	15	0.0%	8	6	-25.0%
Single Family	22	16	-27.3%	6	7	+16.7%
Townhouse-Condo	14	10	-28.6%	1	1	0.0%
Single Family	25	24	-4.0%	7	7	0.0%
Townhouse-Condo	24	22	-8.3%	12	7	-41.7%
Single Family	47	38	-19.1%	3	2	-33.3%
Townhouse-Condo						
<b>All Price Ranges</b>	<b>225</b>	<b>184</b>	<b>-18.2%</b>	<b>65</b>	<b>51</b>	<b>-21.5%</b>

### Year to Date

Single Family	Townhouse-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.