

Monthly Indicators



December 2021

Percent changes calculated using year-over-year comparisons.

New Listings were down 54.9 percent for single family homes but increased 7.7 percent for townhouse-condo properties. Pending Sales decreased 11.0 percent for single family homes but increased 13.6 percent for townhouse-condo properties.

The Median Sales Price was down 0.7 percent to \$930,000 for single family homes and 29.7 percent to \$650,000 for townhouse-condo properties. Days on Market increased 2.5 percent for single family homes but decreased 23.2 percent for condo properties.

Looking ahead, experts anticipate many of the housing market trends of 2021 will continue in 2022, albeit at a more moderate level. Strong buyer demand and inventory shortages are likely to persist over the next year. Home sales are projected to remain strong but will be tempered by the limited supply of homes, higher sales prices, and rising interest rates, with the Federal Reserve planning multiple rate hikes in the new year. Price growth is expected to slow somewhat as a result, but affordability will likely remain a top constraint for some homebuyers.

Activity Snapshot

- 0.5% **- 21.1%** **- 65.3%**

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	12-2020	12-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		82	37	- 54.9%	1,417	1,279	- 9.7%
Pending Sales		73	65	- 11.0%	1,250	1,178	- 5.8%
Sold Listings		115	108	- 6.1%	1,193	1,196	+ 0.3%
Median Sales Price		\$936,750	\$930,000	- 0.7%	\$725,000	\$800,000	+ 10.3%
Avg. Sales Price		\$3,264,382	\$3,876,098	+ 18.7%	\$2,512,433	\$2,784,291	+ 10.8%
Pct. of List Price Received		96.2%	97.1%	+ 0.9%	96.5%	97.8%	+ 1.3%
Days on Market		80	82	+ 2.5%	104	68	- 34.6%
Affordability Index		43	41	- 4.7%	56	47	- 16.1%
Active Listings		372	144	- 61.3%	--	--	--
Months Supply		3.7	1.4	- 62.2%	--	--	--

Townhouse-Condo Market Overview

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

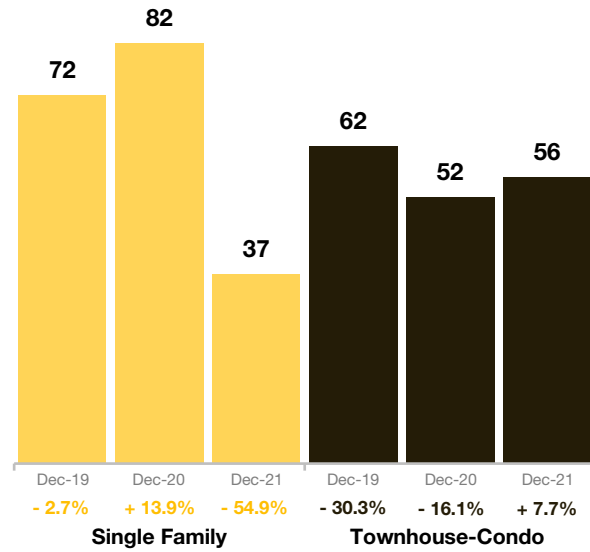


Key Metrics	Historical Sparkbars	12-2020	12-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		52	56	+ 7.7%	968	953	- 1.5%
Pending Sales		44	50	+ 13.6%	826	989	+ 19.7%
Sold Listings		71	75	+ 5.6%	787	944	+ 19.9%
Median Sales Price		\$925,000	\$650,000	- 29.7%	\$625,000	\$685,000	+ 9.6%
Avg. Sales Price		\$1,759,540	\$2,142,795	+ 21.8%	\$1,486,446	\$1,450,810	- 2.4%
Pct. of List Price Received		96.6%	99.2%	+ 2.7%	96.9%	98.7%	+ 1.9%
Days on Market		95	73	- 23.2%	115	68	- 40.9%
Affordability Index		51	66	+ 29.4%	74	63	- 14.9%
Active Listings		286	70	- 75.5%	--	--	--
Months Supply		4.4	0.9	- 79.5%	--	--	--

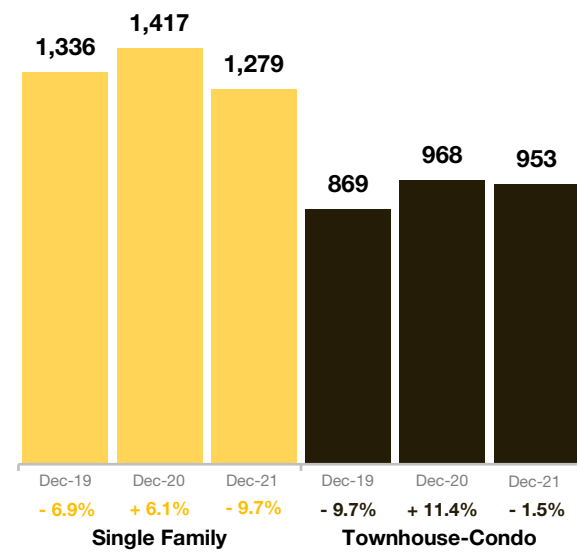
New Listings



December

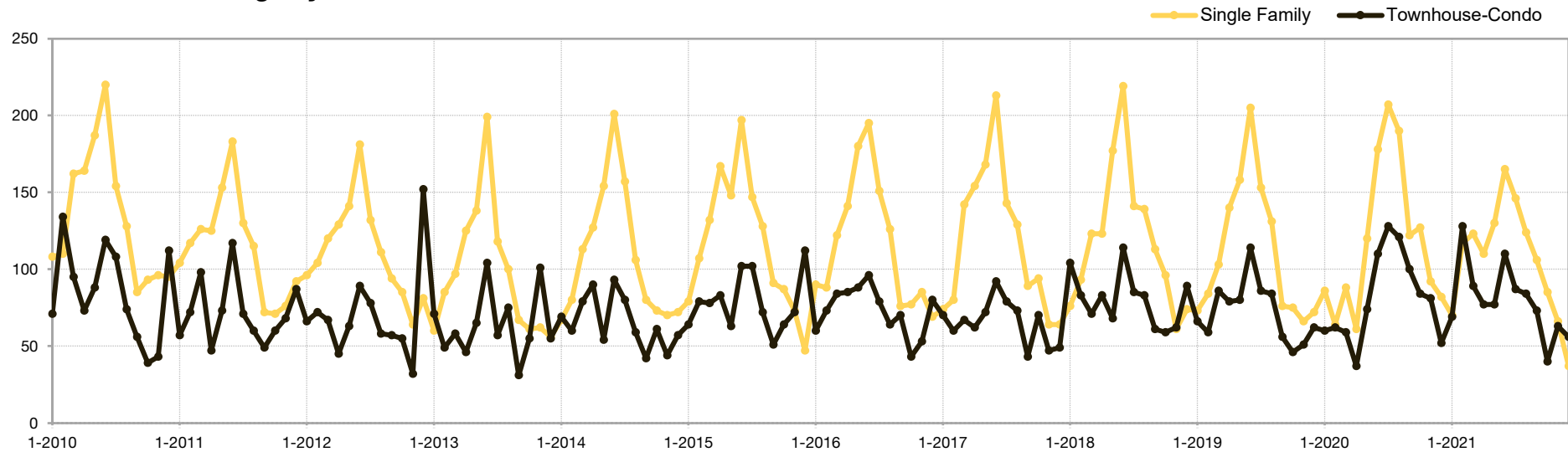


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	70	-18.6%	69	+15.0%
Feb-2021	117	+82.8%	128	+106.5%
Mar-2021	123	+39.8%	89	+50.8%
Apr-2021	110	+80.3%	77	+108.1%
May-2021	130	+8.3%	77	+4.1%
Jun-2021	165	-7.3%	110	0.0%
Jul-2021	146	-29.5%	87	-32.0%
Aug-2021	124	-34.7%	84	-30.6%
Sep-2021	106	-13.1%	73	-27.0%
Oct-2021	85	-33.1%	40	-52.4%
Nov-2021	66	-28.3%	63	-22.2%
Dec-2021	37	-54.9%	56	+7.7%

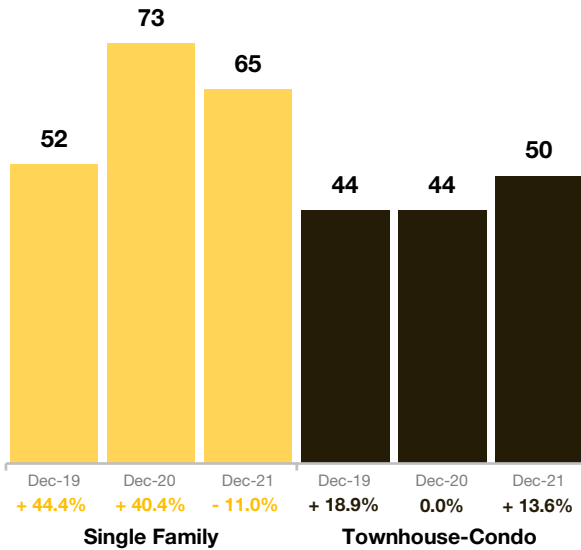
Historical New Listings by Month



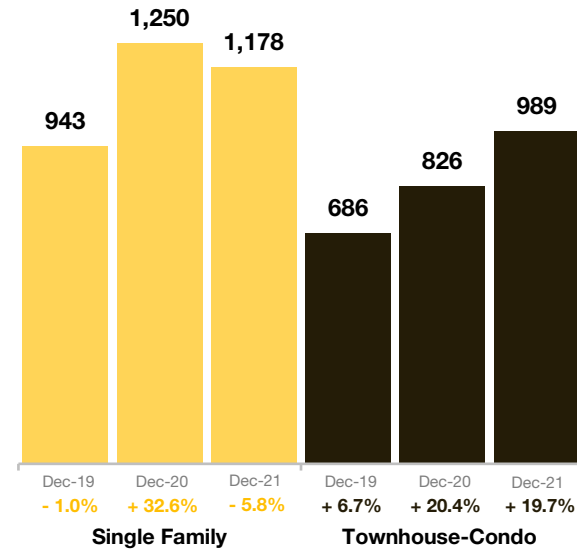
Pending Sales



December

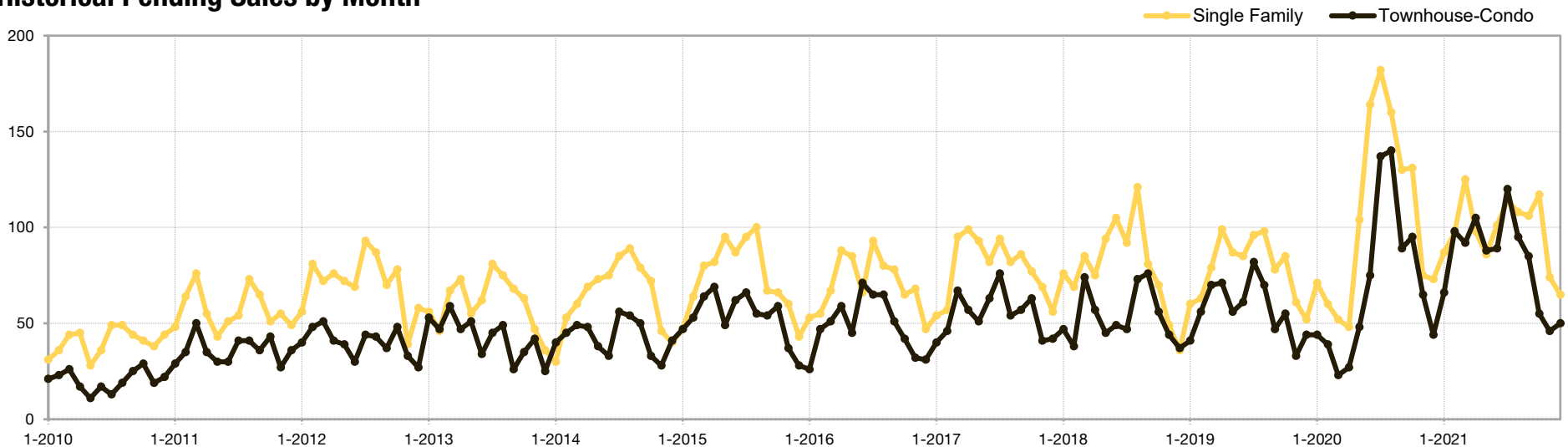


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	87	+22.5%	66	+50.0%
Feb-2021	97	+61.7%	98	+151.3%
Mar-2021	125	+140.4%	92	+300.0%
Apr-2021	98	+104.2%	105	+288.9%
May-2021	86	-17.3%	88	+83.3%
Jun-2021	101	-38.4%	89	+18.7%
Jul-2021	114	-37.4%	120	-12.4%
Aug-2021	108	-32.5%	95	-32.1%
Sep-2021	106	-18.5%	85	-4.5%
Oct-2021	117	-10.7%	55	-42.1%
Nov-2021	74	-1.3%	46	-29.2%
Dec-2021	65	-11.0%	50	+13.6%

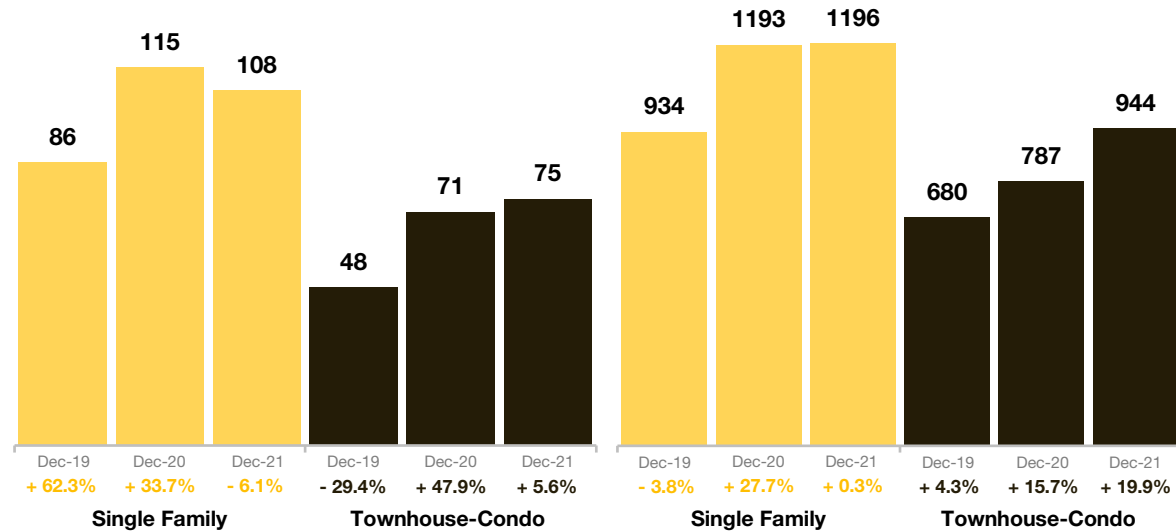
Historical Pending Sales by Month



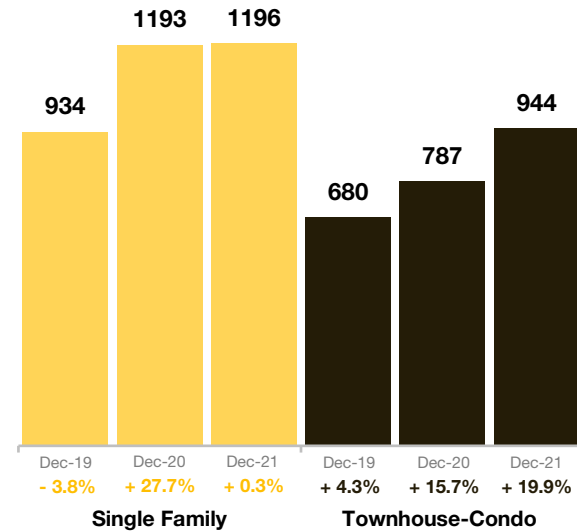
Sold Listings



December

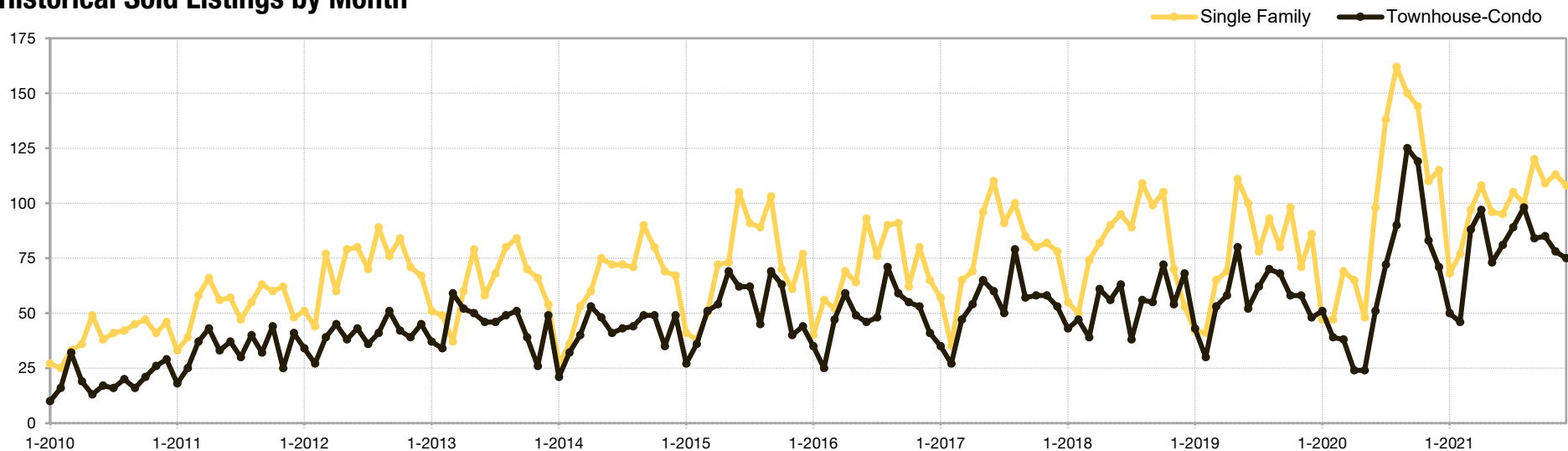


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	68	+44.7%	50	-2.0%
Feb-2021	77	+63.8%	46	+17.9%
Mar-2021	97	+40.6%	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%	84	-32.8%
Oct-2021	109	-24.3%	85	-28.6%
Nov-2021	113	+2.7%	78	-6.0%
Dec-2021	108	-6.1%	75	+5.6%

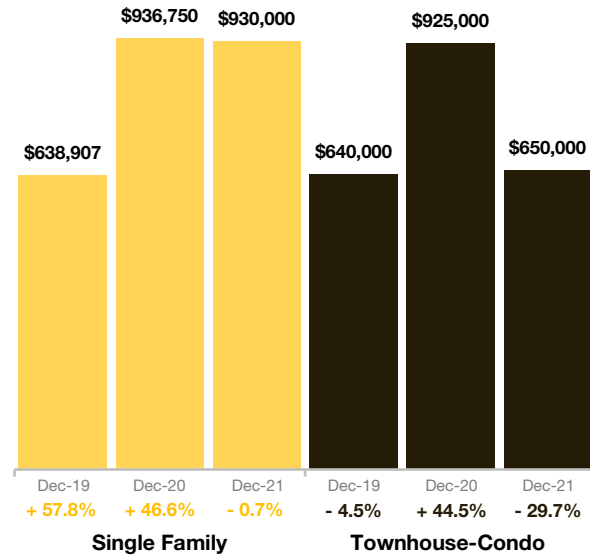
Historical Sold Listings by Month



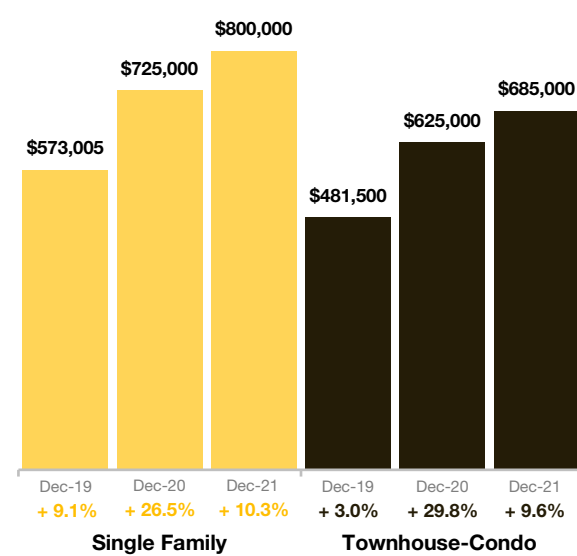
Median Sales Price



December

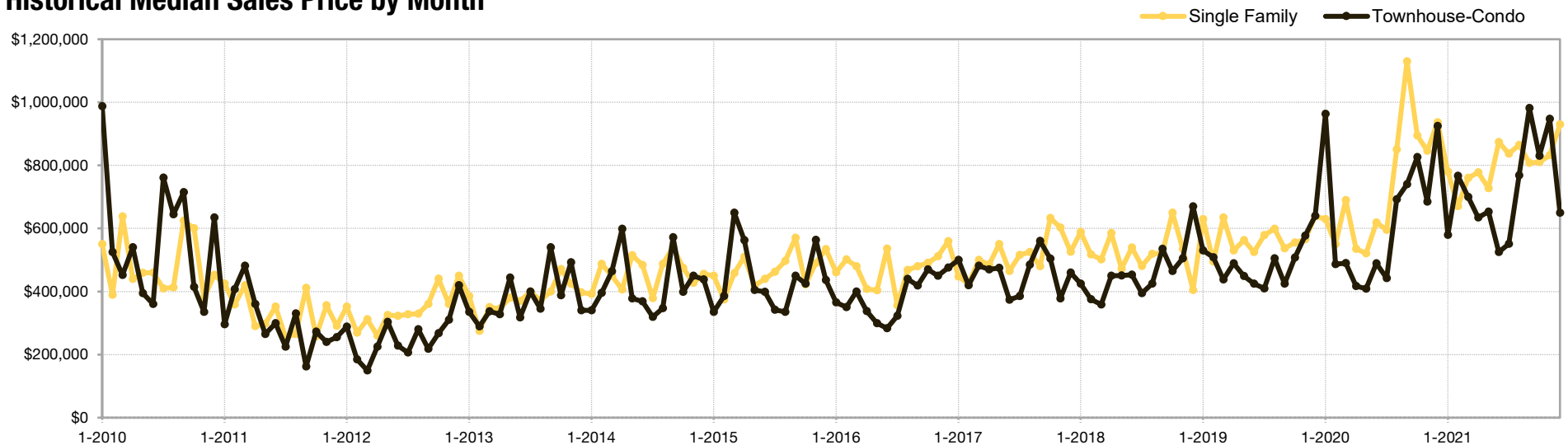


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	\$780,000	+23.8%	\$579,750	-39.8%
Feb-2021	\$671,000	+21.9%	\$766,500	+57.6%
Mar-2021	\$760,000	+10.1%	\$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%	\$982,000	+32.7%
Oct-2021	\$810,000	-9.4%	\$830,535	+0.5%
Nov-2021	\$832,000	-1.6%	\$947,500	+38.3%
Dec-2021	\$930,000	-0.7%	\$650,000	-29.7%

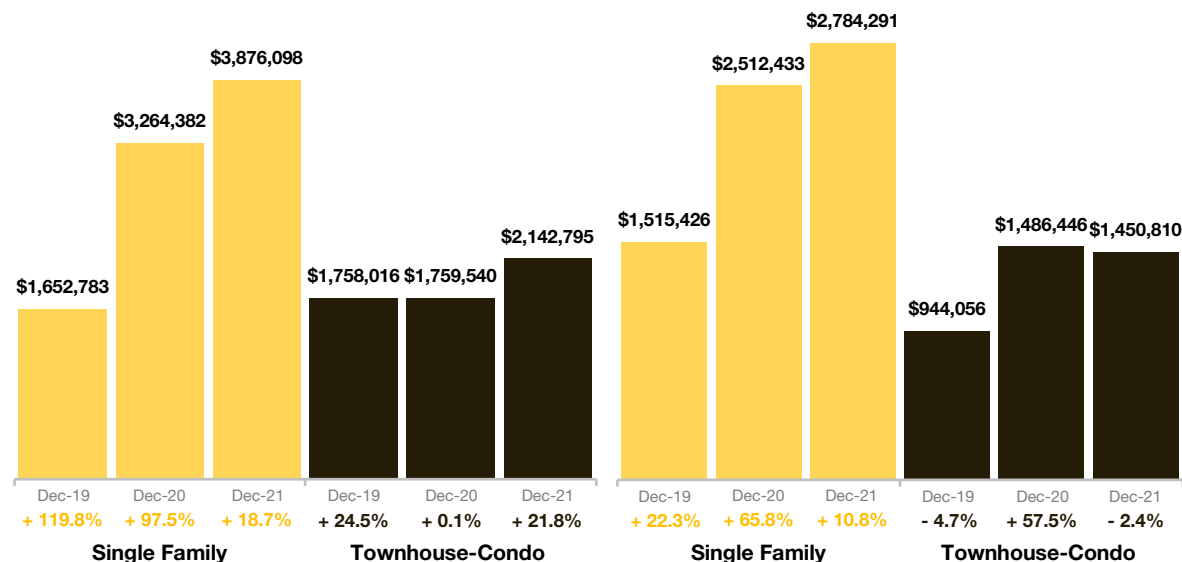
Historical Median Sales Price by Month



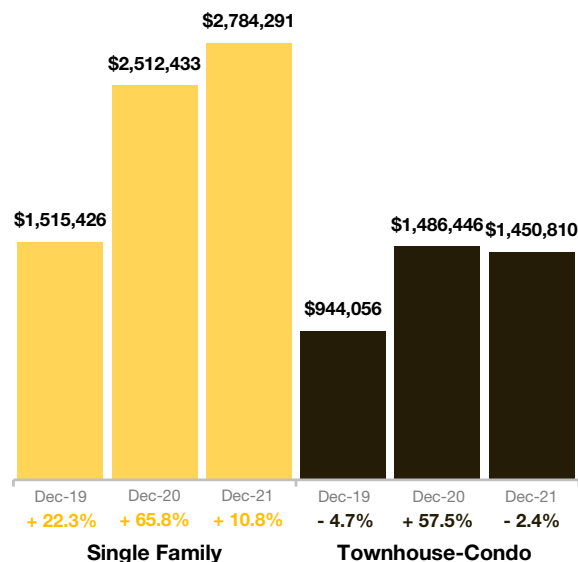
Average Sales Price



December

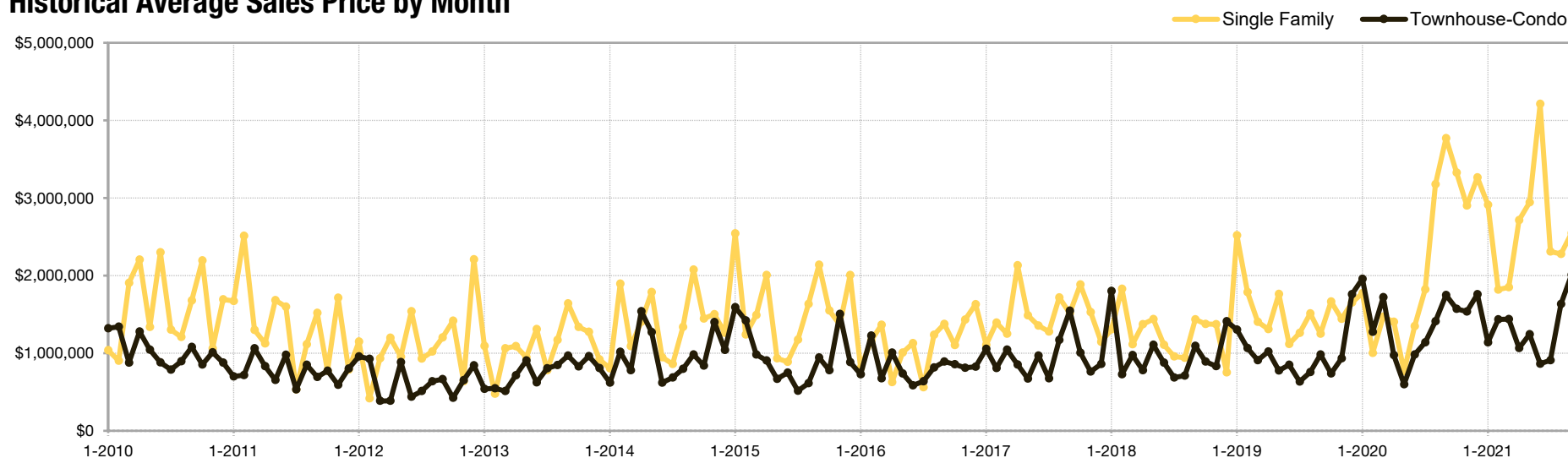


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-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	\$1,848,893	+25.7%	\$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%	\$2,011,633	+15.0%
Oct-2021	\$2,751,298	-17.3%	\$1,527,714	-2.7%
Nov-2021	\$3,038,733	+4.7%	\$1,987,445	+29.3%
Dec-2021	\$3,876,098	+18.7%	\$2,142,795	+21.8%

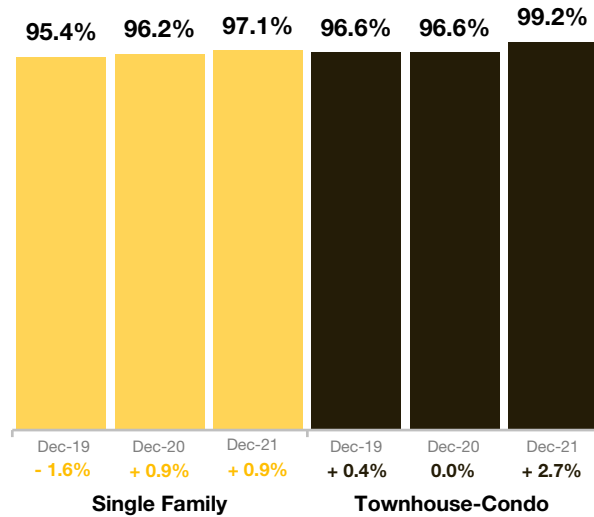
Historical Average Sales Price by Month



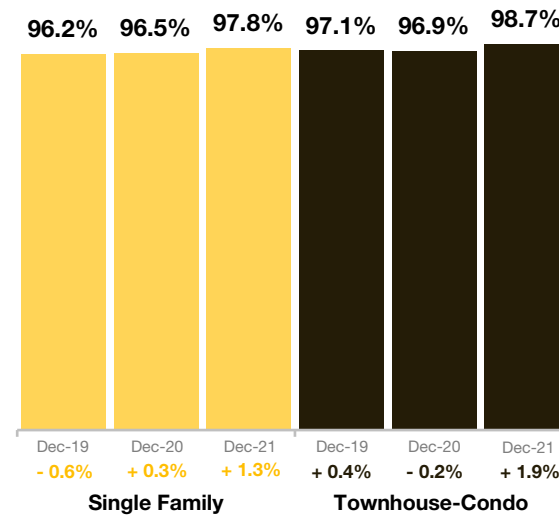
Percent of List Price Received



December

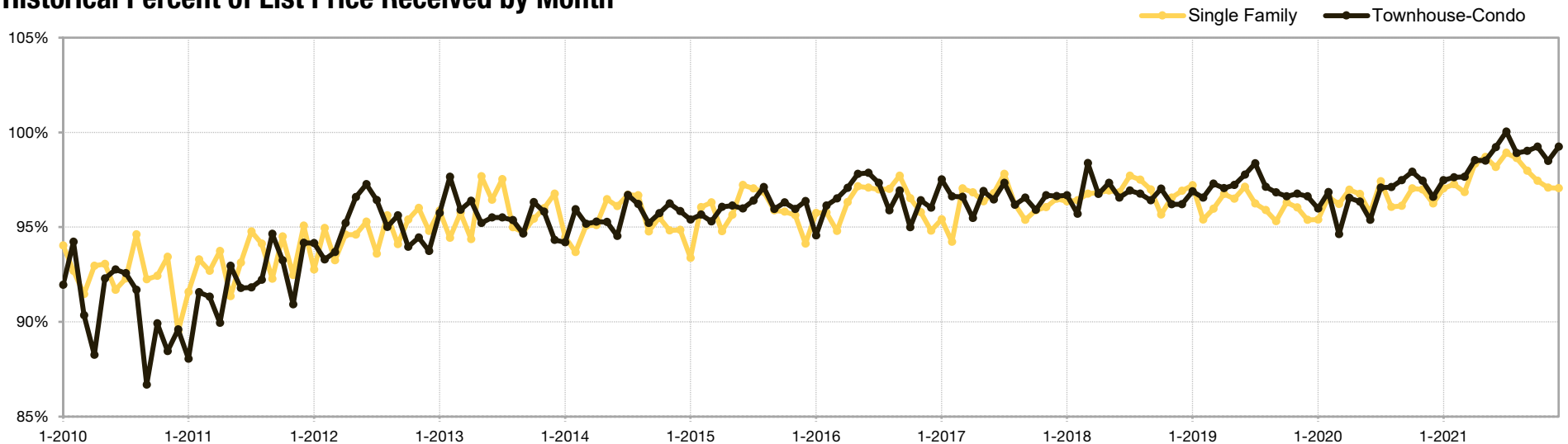


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-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	97.1%	+0.1%	98.5%	+1.1%
Dec-2021	97.1%	+0.9%	99.2%	+2.7%

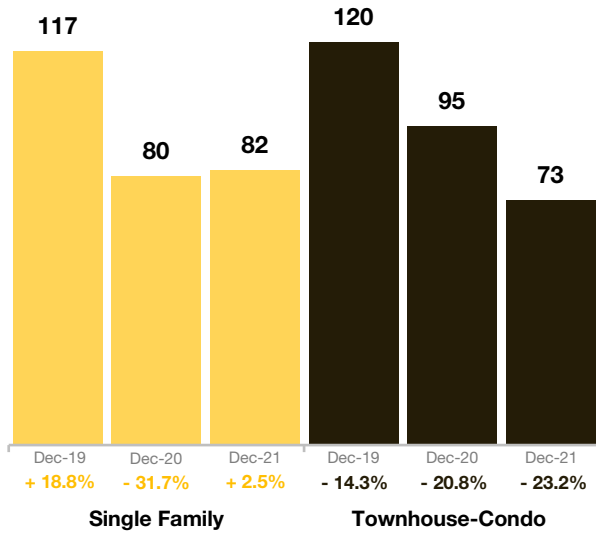
Historical Percent of List Price Received by Month



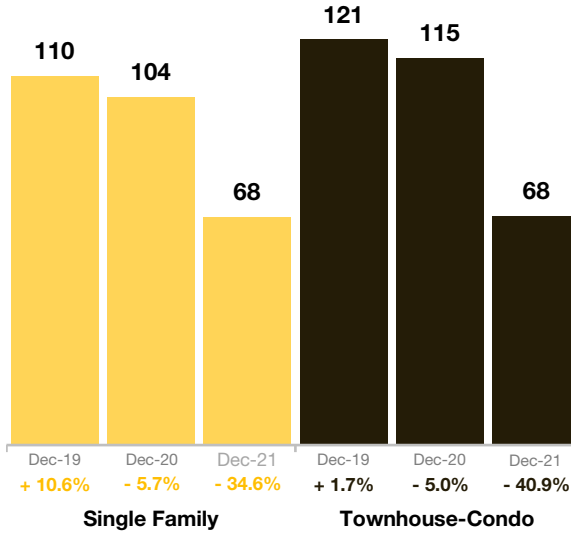
Days on Market Until Sale



December

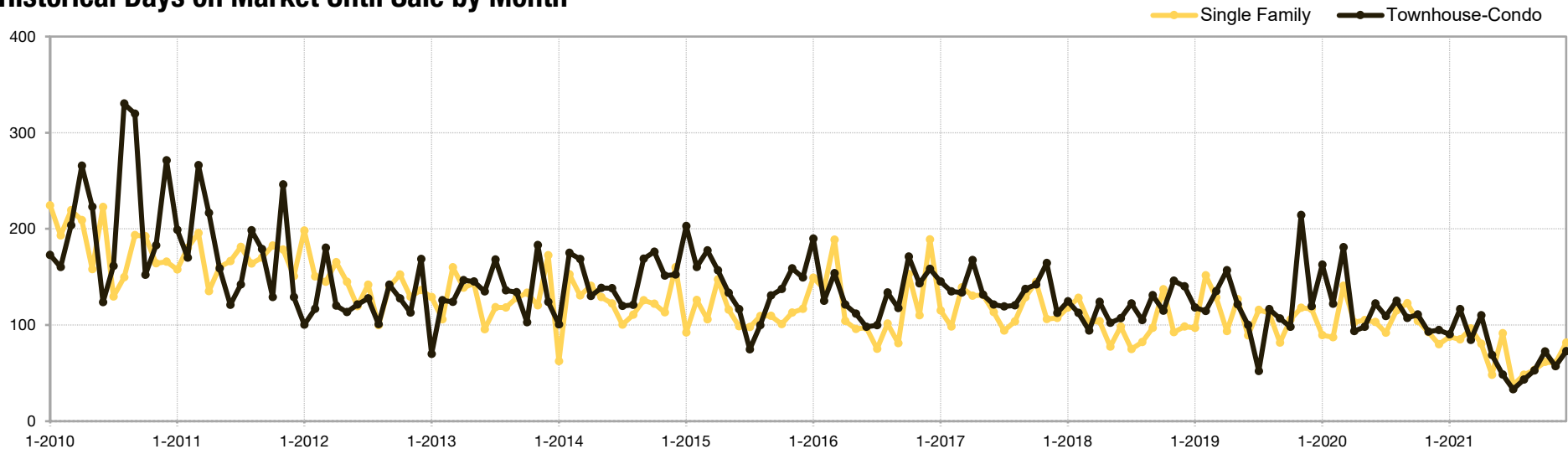


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	88	-2.2%	90	-44.8%
Feb-2021	85	-2.3%	116	-4.9%
Mar-2021	96	-31.9%	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	62	-40.4%	72	-35.1%
Nov-2021	60	-34.8%	57	-38.7%
Dec-2021	82	+2.5%	73	-23.2%

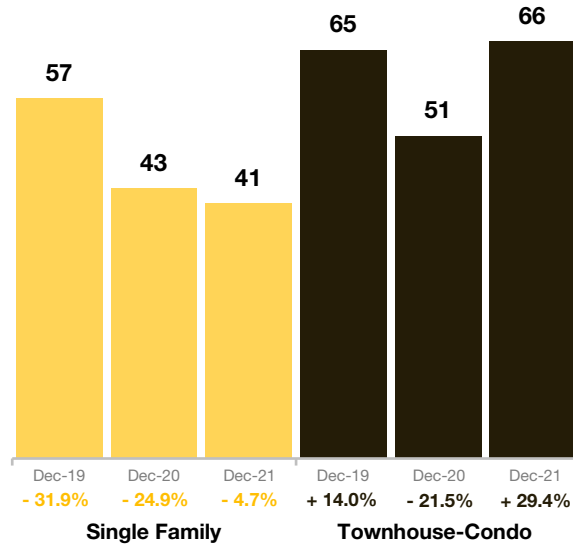
Historical Days on Market Until Sale by Month



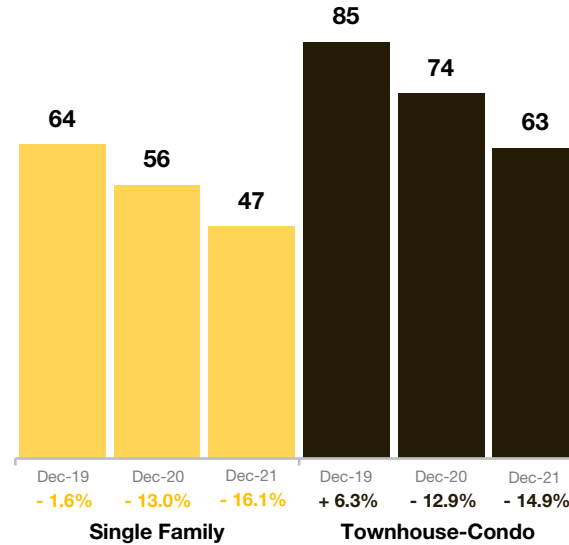
Housing Affordability Index



December

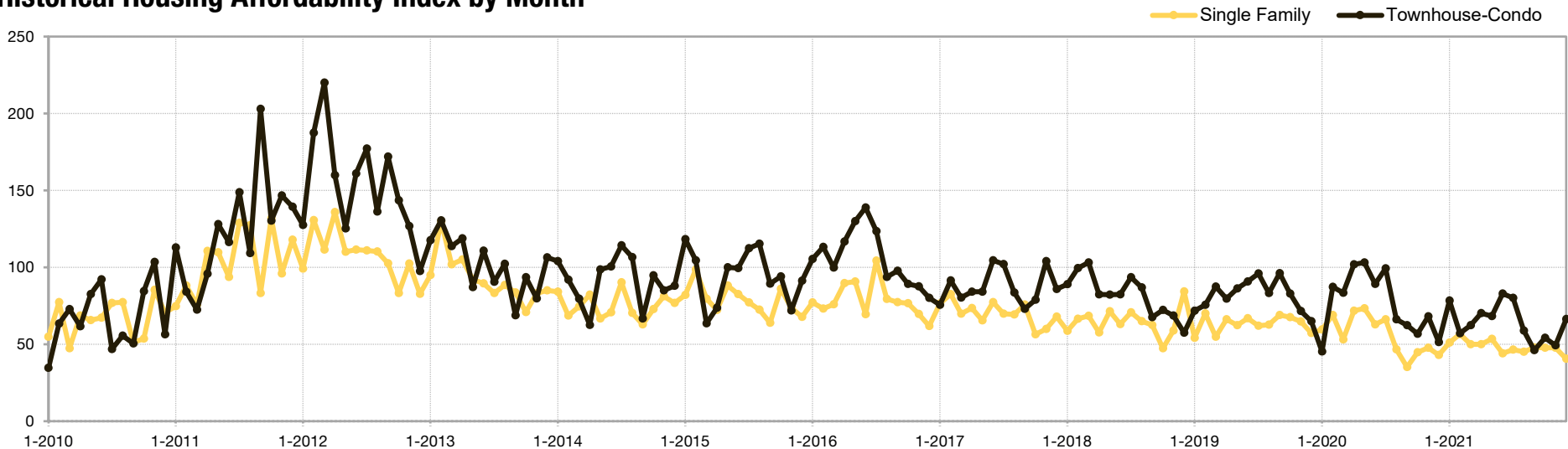


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-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	48	+6.7%	54	-5.3%
Nov-2021	48	0.0%	49	-27.9%
Dec-2021	41	-4.7%	66	+29.4%

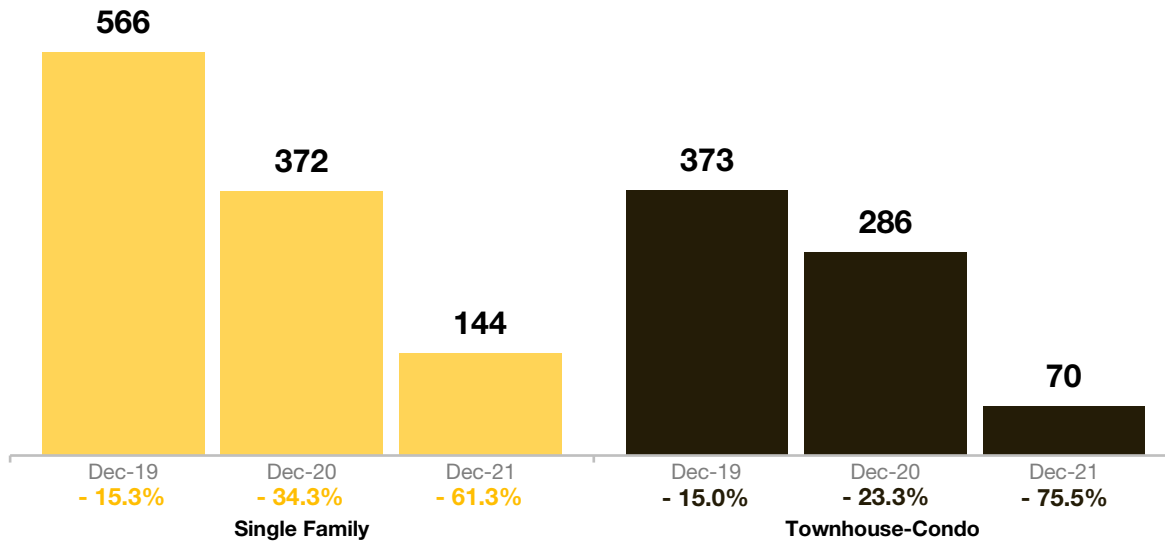
Historical Housing Affordability Index by Month



Inventory of Active Listings

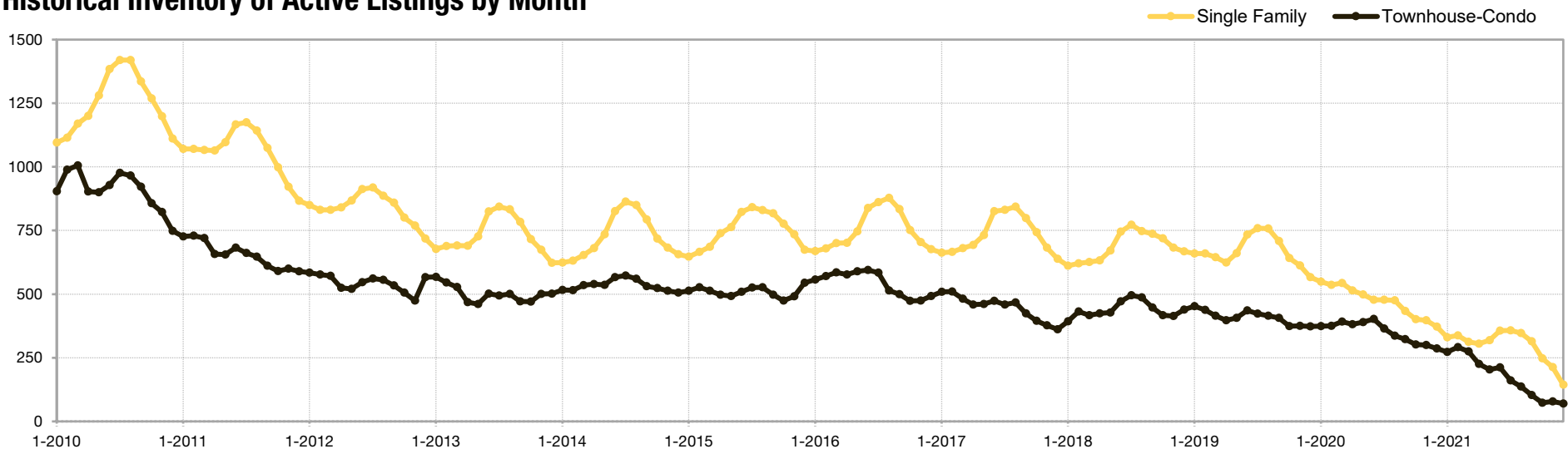


December



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	330	-39.9%	273	-27.0%
Feb-2021	337	-37.1%	292	-22.1%
Mar-2021	312	-42.5%	275	-29.8%
Apr-2021	305	-40.7%	226	-40.7%
May-2021	319	-35.9%	204	-47.7%
Jun-2021	356	-25.5%	212	-47.3%
Jul-2021	357	-25.3%	161	-55.9%
Aug-2021	347	-27.1%	137	-59.2%
Sep-2021	314	-27.6%	103	-68.1%
Oct-2021	248	-38.2%	73	-75.8%
Nov-2021	213	-46.3%	78	-74.0%
Dec-2021	144	-61.3%	70	-75.5%

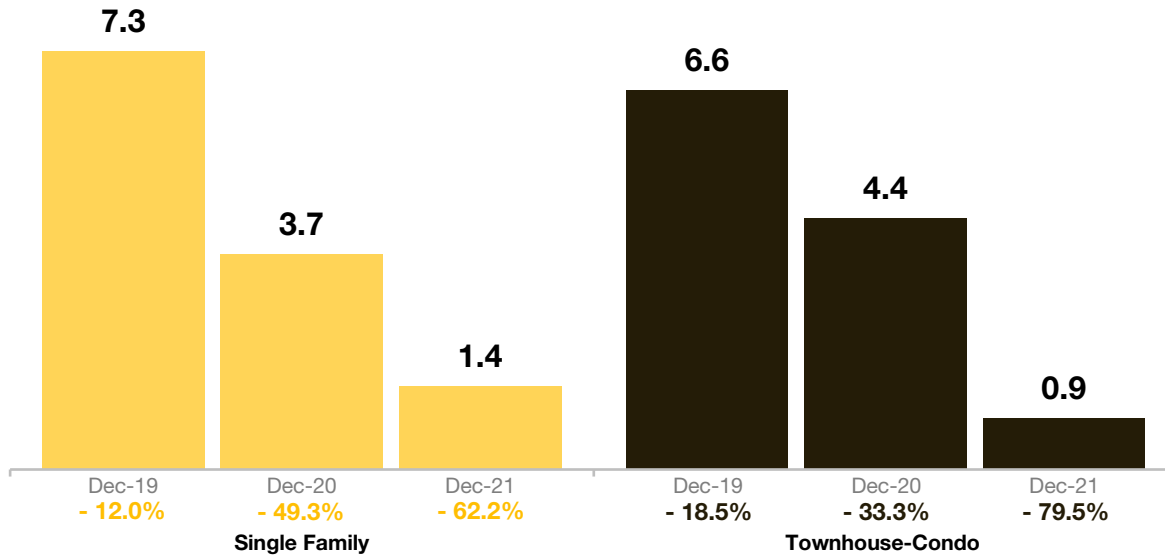
Historical Inventory of Active Listings by Month



Months Supply of Inventory

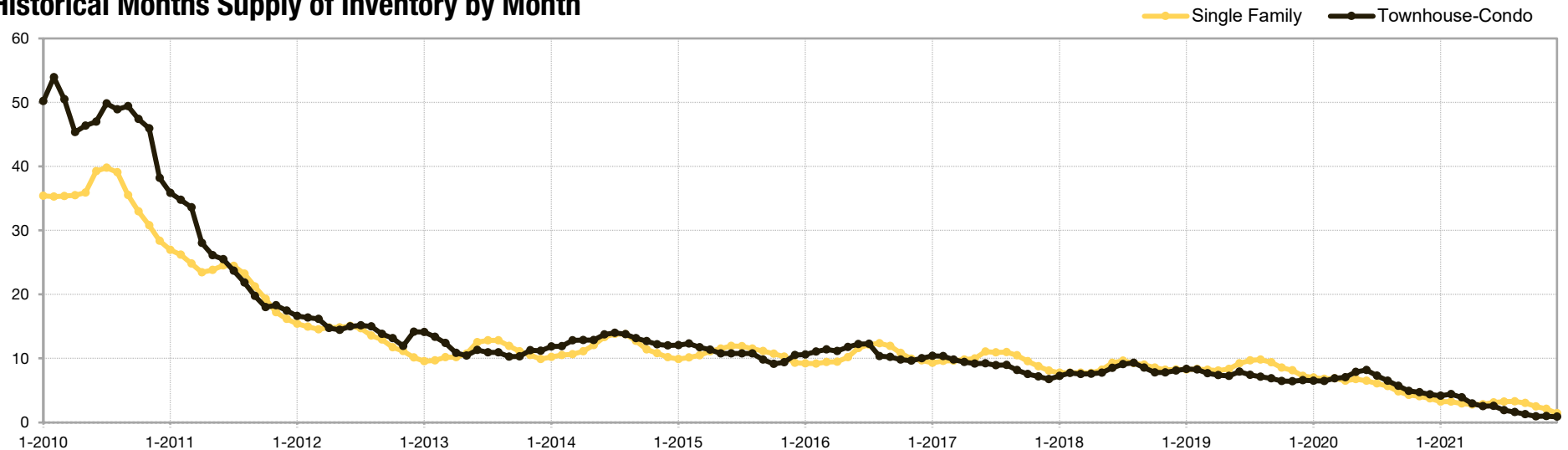


December



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	3.3	-52.9%	4.2	-35.4%
Feb-2021	3.3	-51.5%	4.4	-32.3%
Mar-2021	2.9	-58.0%	3.9	-43.5%
Apr-2021	2.8	-56.9%	3.0	-57.7%
May-2021	2.8	-58.8%	2.5	-68.4%
Jun-2021	3.1	-52.3%	2.6	-68.3%
Jul-2021	3.2	-47.5%	1.9	-74.0%
Aug-2021	3.3	-42.1%	1.6	-75.4%
Sep-2021	3.1	-35.4%	1.3	-77.2%
Oct-2021	2.5	-41.9%	0.9	-81.6%
Nov-2021	2.1	-48.8%	1.0	-78.7%
Dec-2021	1.4	-62.2%	0.9	-79.5%

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.



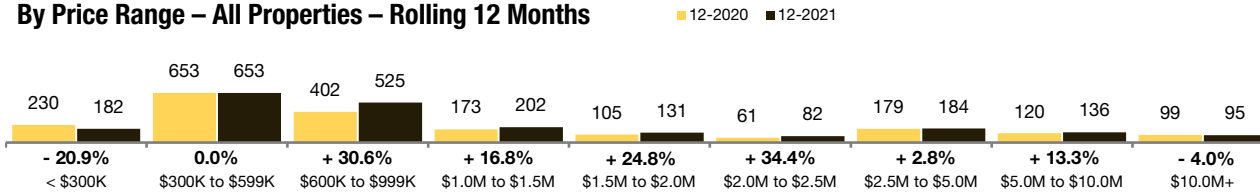
Key Metrics	Historical Sparkbars	12-2020	12-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		136	101	- 25.7%	2,433	2,308	- 5.1%
Pending Sales		118	120	+ 1.7%	2,119	2,220	+ 4.8%
Sold Listings		189	188	- 0.5%	2,022	2,190	+ 8.3%
Median Sales Price		\$925,000	\$730,000	- 21.1%	\$690,000	\$743,000	+ 7.7%
Avg. Sales Price		\$2,664,478	\$3,089,534	+ 16.0%	\$2,099,263	\$2,187,027	+ 4.2%
Pct. of List Price Received		96.2%	97.8%	+ 1.7%	96.6%	98.1%	+ 1.6%
Days on Market		89	78	- 12.4%	109	70	- 35.8%
Affordability Index		44	52	+ 18.2%	58	51	- 12.1%
Active Listings		678	235	- 65.3%	--	--	--
Months Supply		4.0	1.3	- 67.5%	--	--	--

Sold Listings

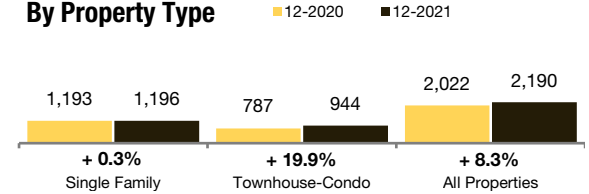
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	12-2020	12-2021	Change	12-2020	12-2021	Change
\$299,999 and Below	73	32	-56.2%	137	123	-10.2%
\$300,000 to \$599,999	406	363	-10.6%	243	282	+16.0%
\$600,000 to \$999,999	261	315	+20.7%	138	206	+49.3%
\$1,000,000 to \$1,499,999	108	109	+0.9%	62	92	+48.4%
\$1,500,00 to \$1,999,999	61	74	+21.3%	42	53	+26.2%
\$2,000,000 to \$2,499,999	25	36	+44.0%	35	46	+31.4%
\$2,500,000 to \$4,999,999	93	86	-7.5%	82	97	+18.3%
\$5,000,000 to \$9,999,999	82	98	+19.5%	35	36	+2.9%
\$10,000,000 and Above	84	83	-1.2%	13	9	-30.8%
All Price Ranges	1,193	1,196	+0.3%	787	944	+19.9%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	11-2021	12-2021	Change	11-2021	12-2021	Change
	3	1	-66.7%	8	12	+50.0%
	36	37	+2.8%	20	21	+5.0%
	30	20	-33.3%	12	14	+16.7%
	9	8	-11.1%	9	7	-22.2%
	5	8	+60.0%	6	3	-50.0%
	2	3	+50.0%	4	2	-50.0%
	6	8	+33.3%	10	9	-10.0%
	13	13	0.0%	8	3	-62.5%
	9	10	+11.1%	1	4	+300.0%
All Price Ranges	113	108	-4.4%	78	75	-3.8%

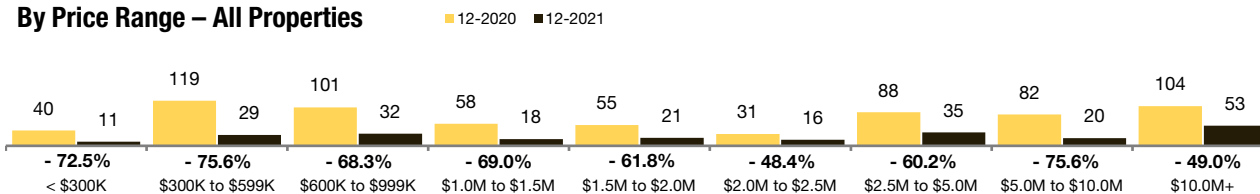
Year to Date

	Single Family			Townhouse-Condo		
	12-2020	12-2021	Change	12-2020	12-2021	Change
	73	32	-56.2%	137	123	-10.2%
	406	363	-10.6%	243	282	+16.0%
	261	315	+20.7%	138	206	+49.3%
	108	109	+0.9%	62	92	+48.4%
	61	74	+21.3%	42	53	+26.2%
	25	36	+44.0%	35	46	+31.4%
	93	86	-7.5%	82	97	+18.3%
	82	98	+19.5%	35	36	+2.9%
	84	83	-1.2%	13	9	-30.8%
All Price Ranges	1,193	1,196	+0.3%	787	944	+19.9%

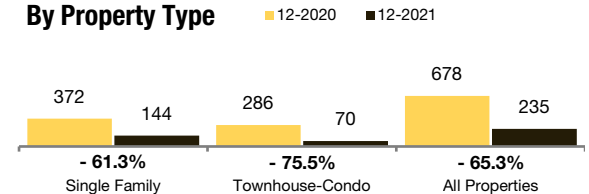
Inventory of Active Listings

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		
	12-2020	12-2021	Change	12-2020	12-2021	Change
\$299,999 and Below	7	0	-100.0%	30	6	-80.0%
\$300,000 to \$599,999	56	19	-66.1%	61	9	-85.2%
\$600,000 to \$999,999	54	21	-61.1%	46	11	-76.1%
\$1,000,000 to \$1,499,999	19	8	-57.9%	39	8	-79.5%
\$1,500,00 to \$1,999,999	30	13	-56.7%	24	8	-66.7%
\$2,000,000 to \$2,499,999	14	8	-42.9%	16	8	-50.0%
\$2,500,000 to \$4,999,999	41	19	-53.7%	44	13	-70.5%
\$5,000,000 to \$9,999,999	65	15	-76.9%	15	5	-66.7%
\$10,000,000 and Above	86	41	-52.3%	11	2	-81.8%
All Price Ranges	372	144	-61.3%	286	70	-75.5%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	11-2021	12-2021	Change	11-2021	12-2021	Change
	1	0	-100.0%	8	6	-25.0%
	40	19	-52.5%	18	9	-50.0%
	30	21	-30.0%	12	11	-8.3%
	15	8	-46.7%	10	8	-20.0%
	17	13	-23.5%	11	8	-27.3%
	12	8	-33.3%	1	8	+700.0%
	28	19	-32.1%	9	13	+44.4%
	24	15	-37.5%	7	5	-28.6%
	46	41	-10.9%	2	2	0.0%
All Price Ranges	213	144	-32.4%	78	70	-10.3%

Year to Date

Single Family	Townhouse-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.