

Monthly Indicators



February 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 41.0 percent for single family homes and 60.9 percent for townhouse-condo properties. Pending Sales decreased 23.7 percent for single family homes and 51.0 percent for townhouse-condo properties.

The Median Sales Price was up 18.5 percent to \$795,000 for single family homes and 14.2 percent to \$875,000 for townhouse-condo properties. Days on Market decreased 20.0 percent for single family homes and 44.8 percent for condo properties.

Inventory was at an all-time low of 860,000 as February began, down 17% from a year ago and equivalent to 1.6 months supply. According to Lawrence Yun, Chief Economist at the National Association of REALTORS®, much of the current housing supply is concentrated at the upper end of the market, where inventory is increasing, while homes priced at the lower end of the market are quickly disappearing, leaving many first-time buyers behind. The shortage of homes is boosting demand even further, and with bidding wars common in many markets, it's no surprise sales prices continue to soar.

Activity Snapshot

- 21.6% **+ 19.5%** **- 64.1%**

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	2-2021	2-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		117	69	- 41.0%	187	117	- 37.4%
Pending Sales		97	74	- 23.7%	184	119	- 35.3%
Sold Listings		77	45	- 41.6%	145	101	- 30.3%
Median Sales Price		\$671,000	\$795,000	+ 18.5%	\$689,000	\$748,000	+ 8.6%
Avg. Sales Price		\$1,819,490	\$3,751,163	+ 106.2%	\$2,332,462	\$3,412,219	+ 46.3%
Pct. of List Price Received		97.3%	97.5%	+ 0.2%	97.2%	97.7%	+ 0.5%
Days on Market		85	68	- 20.0%	86	61	- 29.1%
Affordability Index		57	45	- 21.1%	55	48	- 12.7%
Active Listings		340	139	- 59.1%	--	--	--
Months Supply		3.3	1.4	- 57.6%	--	--	--

Townhouse-Condo Market Overview

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

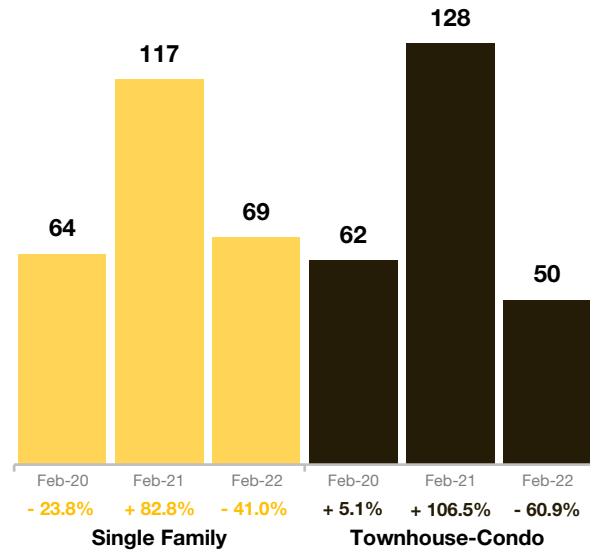


Key Metrics	Historical Sparkbars	2-2021	2-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		128	50	- 60.9%	198	98	- 50.5%
Pending Sales		98	48	- 51.0%	164	101	- 38.4%
Sold Listings		46	51	+ 10.9%	96	86	- 10.4%
Median Sales Price		\$766,500	\$875,000	+ 14.2%	\$695,042	\$954,500	+ 37.3%
Avg. Sales Price		\$1,436,751	\$2,084,930	+ 45.1%	\$1,281,558	\$2,095,713	+ 63.5%
Pct. of List Price Received		97.6%	100.2%	+ 2.7%	97.5%	99.7%	+ 2.3%
Days on Market		116	64	- 44.8%	103	61	- 40.8%
Affordability Index		57	48	- 15.8%	63	44	- 30.2%
Active Listings		295	70	- 76.3%	--	--	--
Months Supply		4.5	0.9	- 80.0%	--	--	--

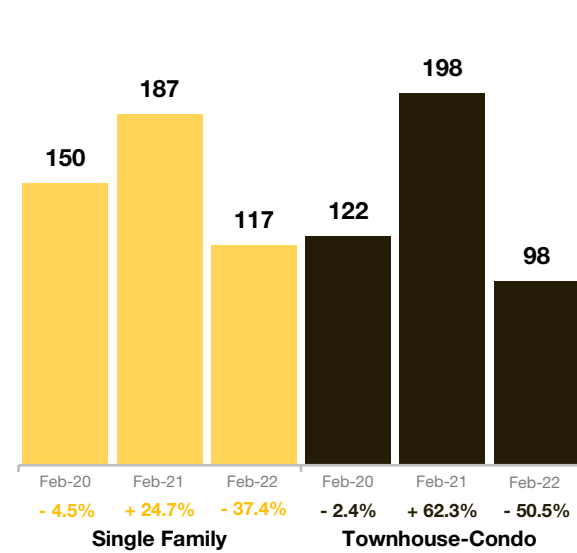
New Listings



February

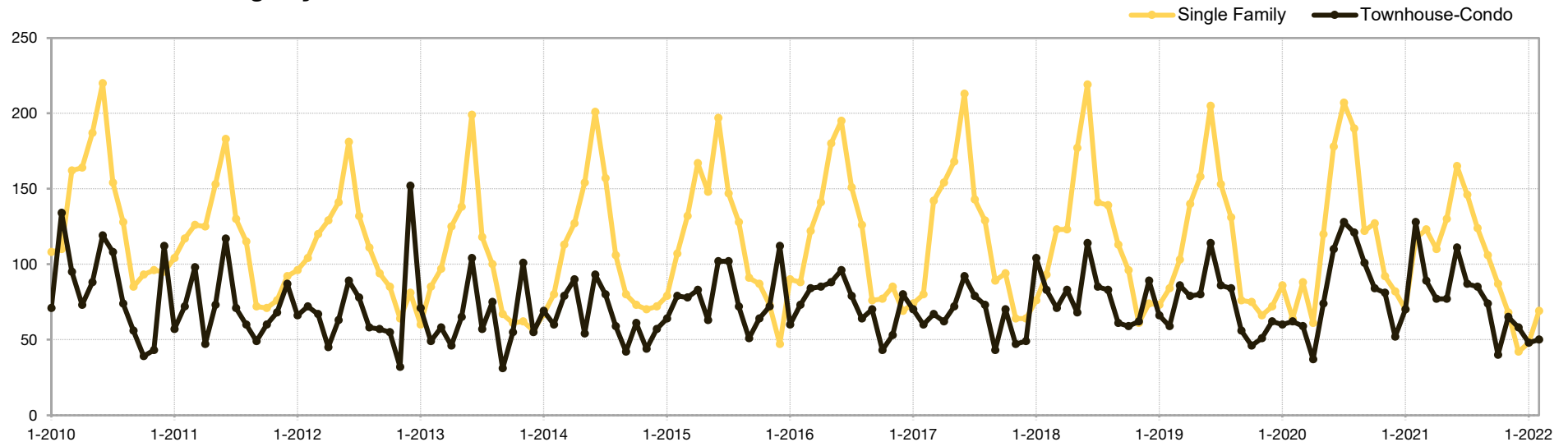


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	111	+0.9%
Jul-2021	146	-29.5%	87	-32.0%
Aug-2021	124	-34.7%	85	-29.8%
Sep-2021	106	-13.1%	74	-26.7%
Oct-2021	87	-31.5%	40	-52.4%
Nov-2021	68	-26.1%	65	-19.8%
Dec-2021	42	-48.8%	58	+11.5%
Jan-2022	48	-31.4%	48	-31.4%
Feb-2022	69	-41.0%	50	-60.9%

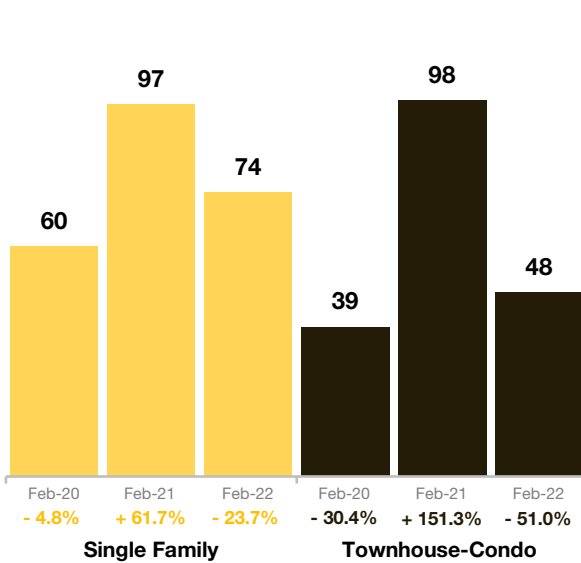
Historical New Listings by Month



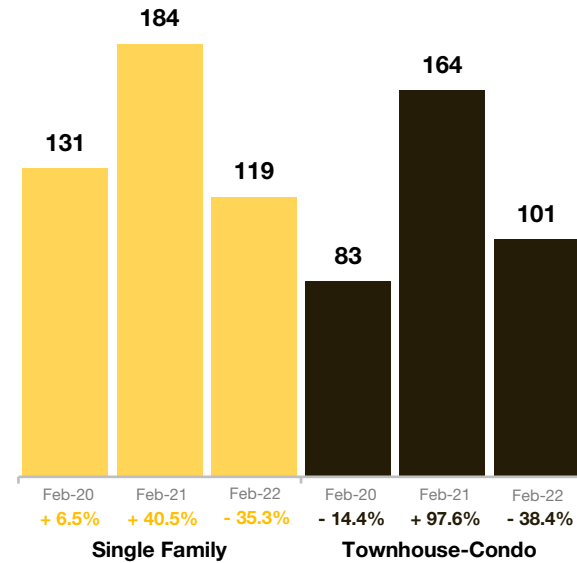
Pending Sales



February

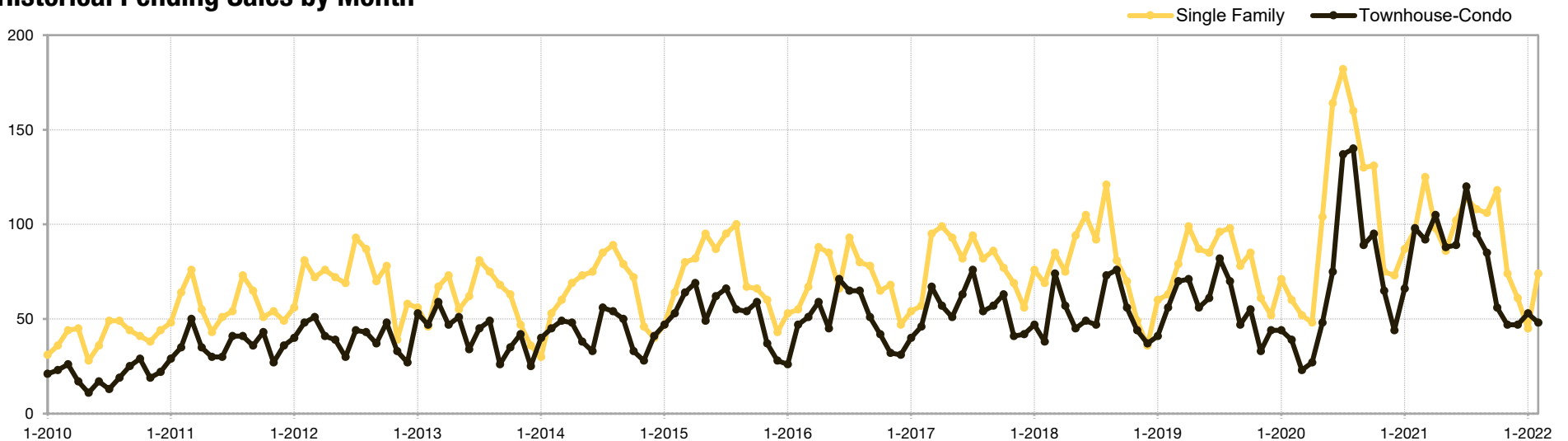


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	102	-37.8%	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	118	-9.9%	56	-41.1%
Nov-2021	74	-1.3%	47	-27.7%
Dec-2021	61	-16.4%	47	+6.8%
Jan-2022	45	-48.3%	53	-19.7%
Feb-2022	74	-23.7%	48	-51.0%

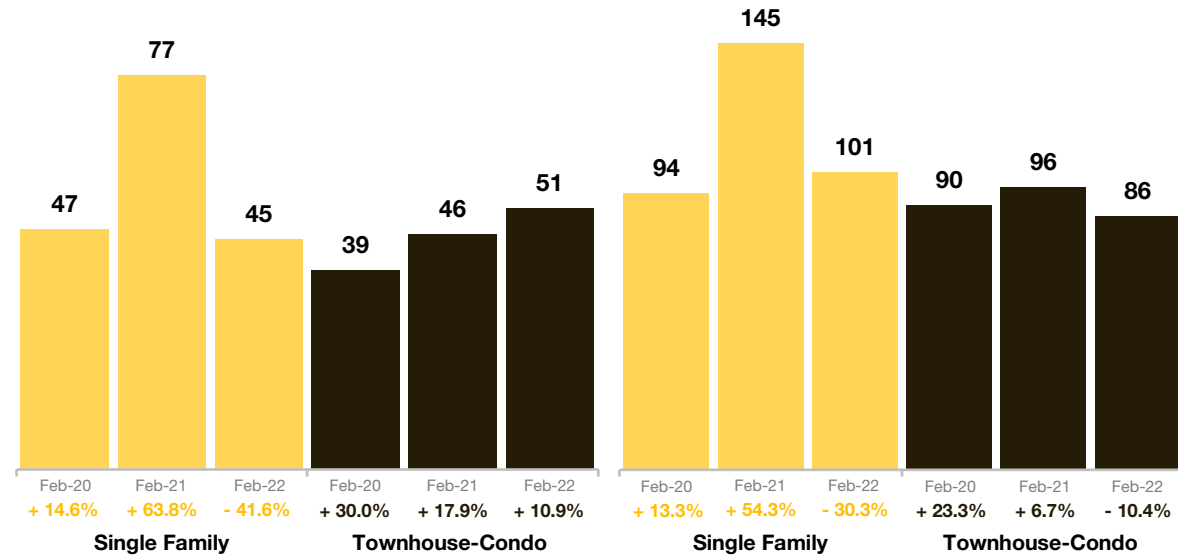
Historical Pending Sales by Month



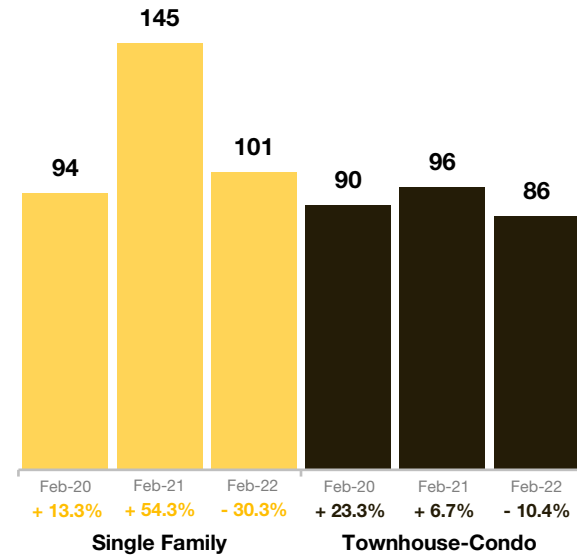
Sold Listings



February

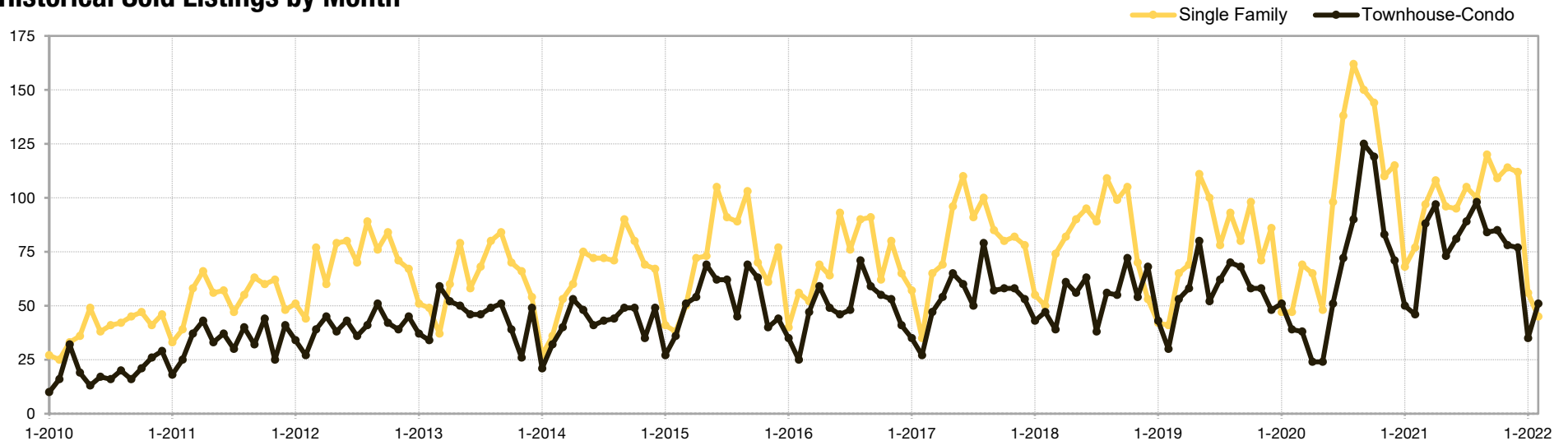


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	114	+3.6%	78	-6.0%
Dec-2021	112	-2.6%	77	+8.5%
Jan-2022	56	-17.6%	35	-30.0%
Feb-2022	45	-41.6%	51	+10.9%

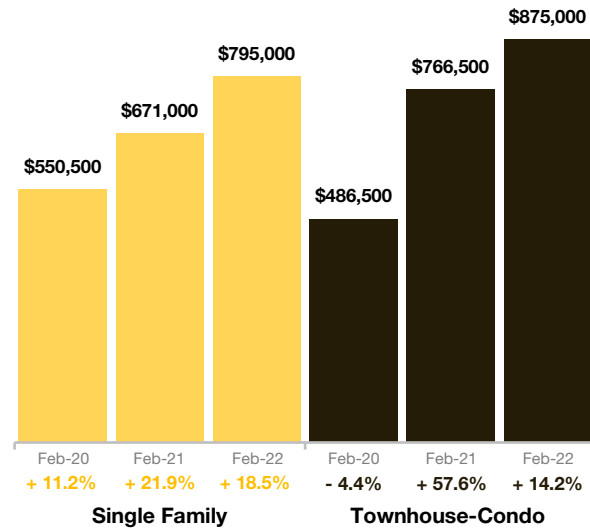
Historical Sold Listings by Month



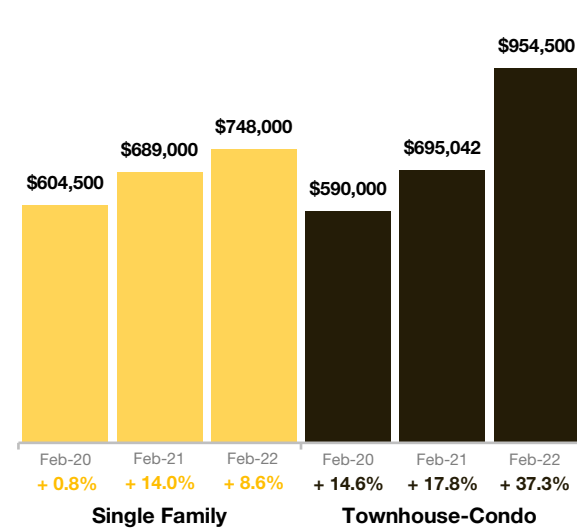
Median Sales Price



February

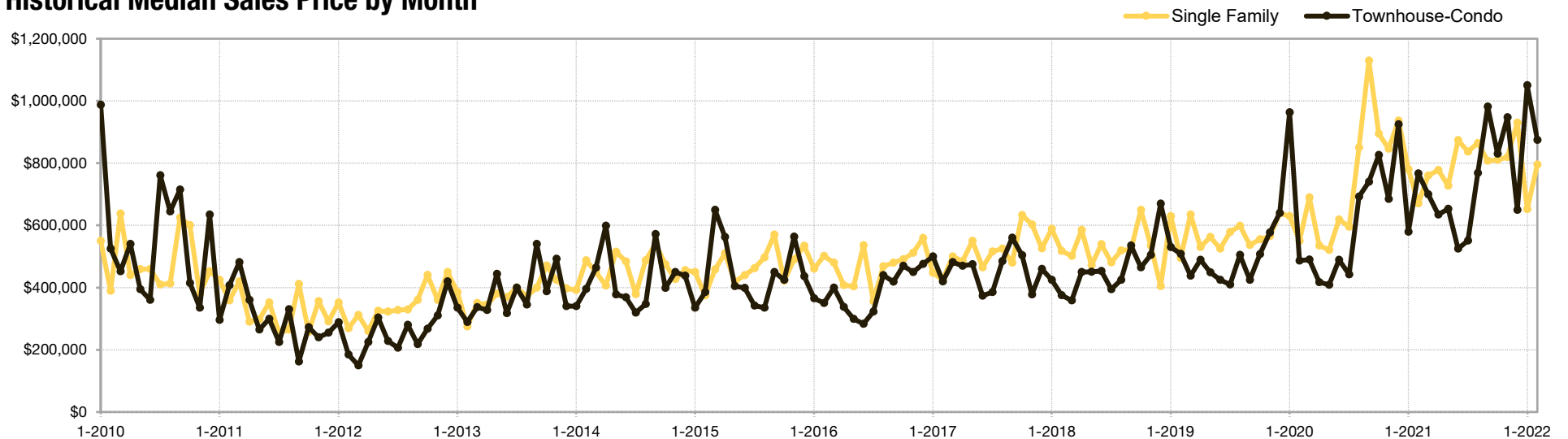


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$819,750	-3.1%	\$947,500	+38.3%
Dec-2021	\$930,000	-0.7%	\$650,000	-29.7%
Jan-2022	\$652,000	-16.4%	\$1,050,000	+81.1%
Feb-2022	\$795,000	+18.5%	\$875,000	+14.2%

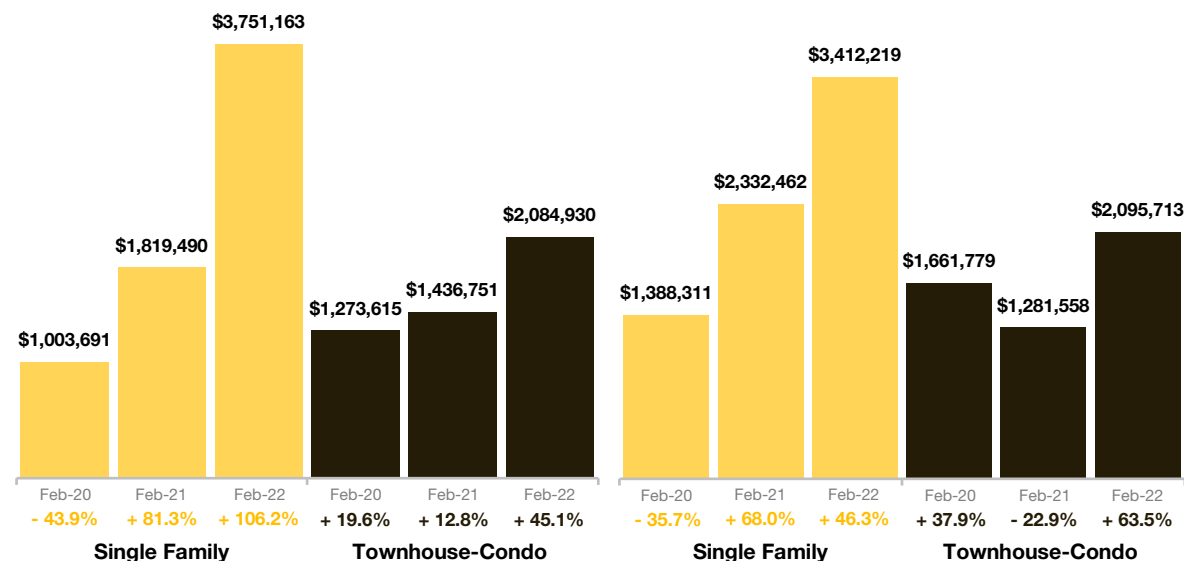
Historical Median Sales Price by Month



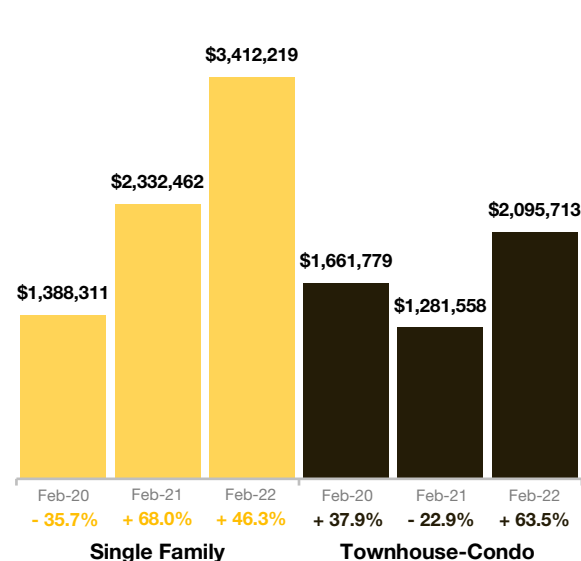
Average Sales Price



February

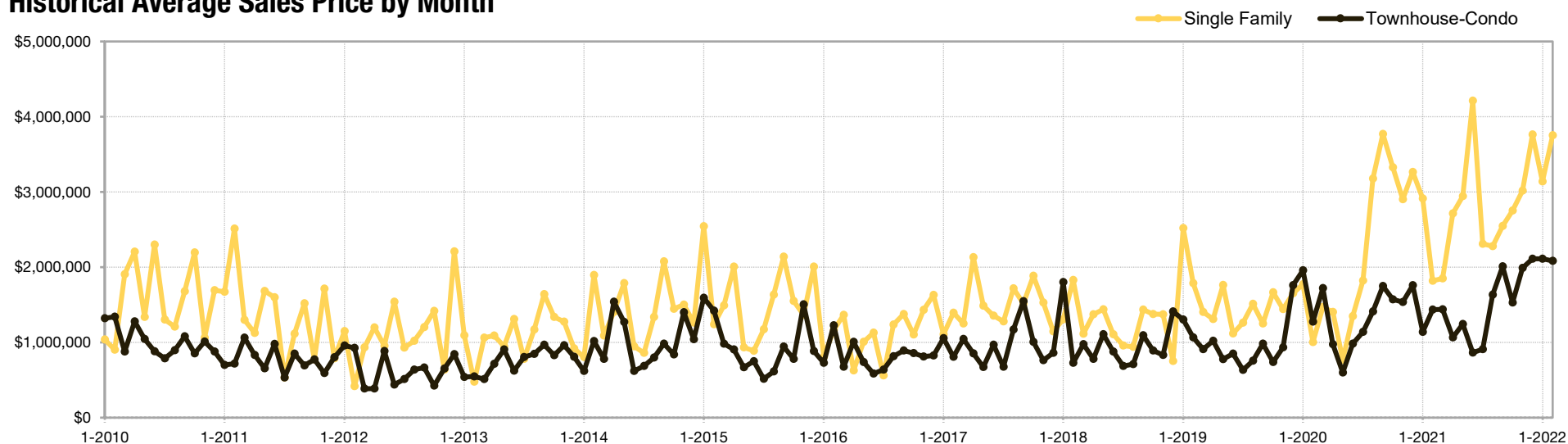


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$3,015,543	+3.9%	\$1,987,445	+29.3%
Dec-2021	\$3,764,257	+15.3%	\$2,109,592	+19.9%
Jan-2022	\$3,139,854	+7.8%	\$2,111,424	+85.4%
Feb-2022	\$3,751,163	+106.2%	\$2,084,930	+45.1%

Historical Average Sales Price by Month

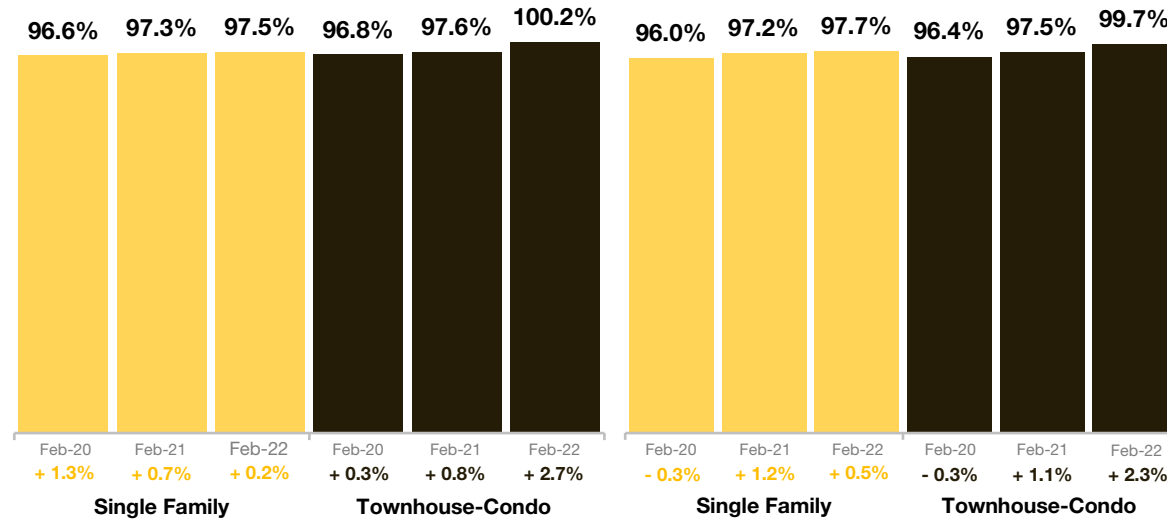


Percent of List Price Received



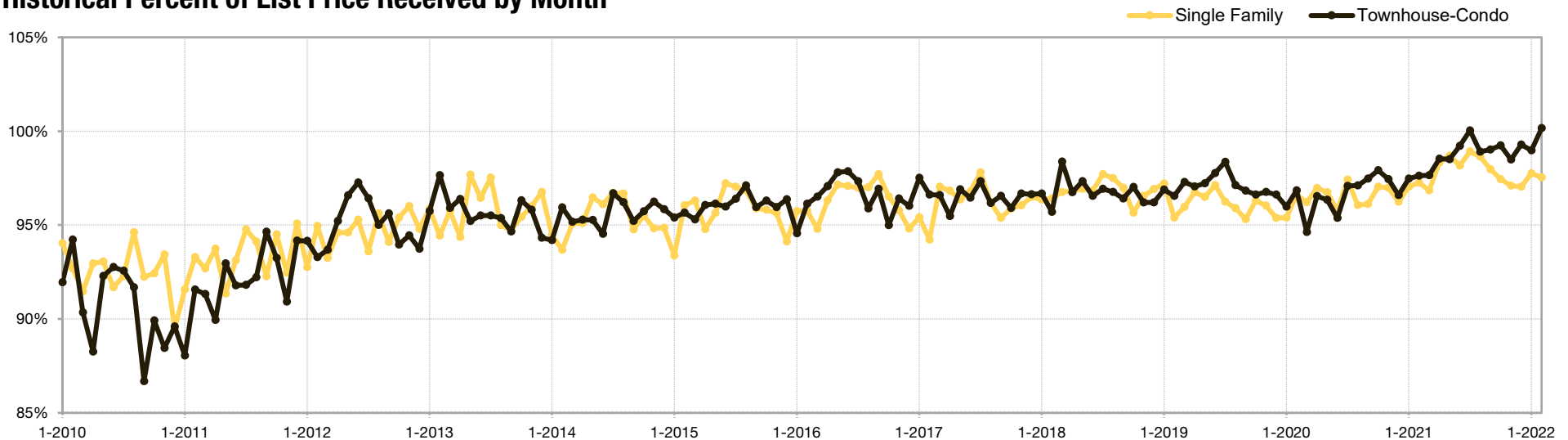
February

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	97.0%	+0.8%	99.3%	+2.8%
Jan-2022	97.7%	+0.7%	99.0%	+1.5%
Feb-2022	97.5%	+0.2%	100.2%	+2.7%

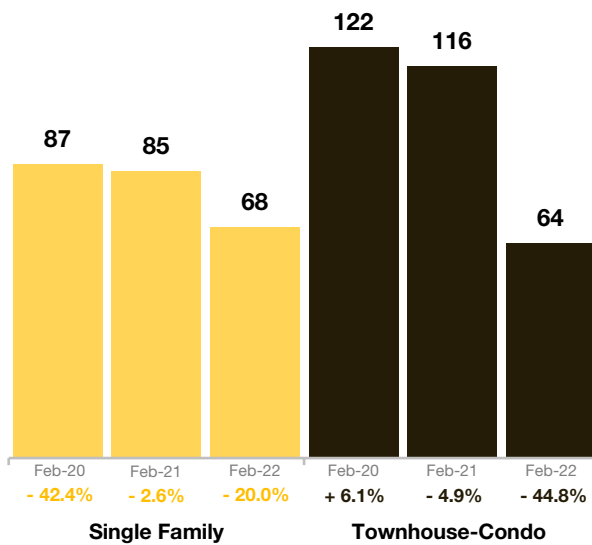
Historical Percent of List Price Received by Month



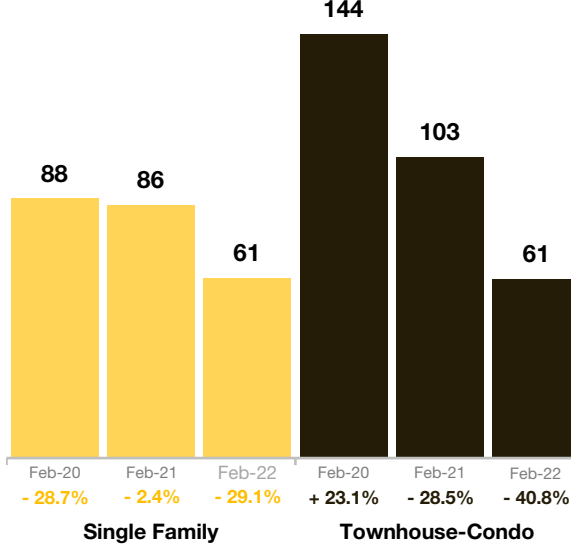
Days on Market Until Sale



February

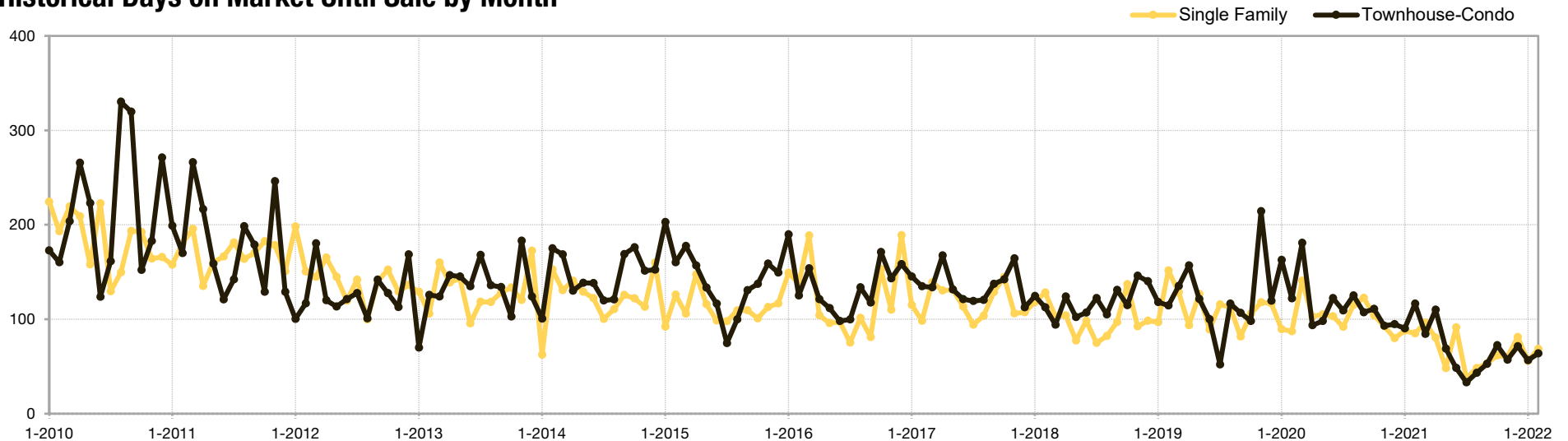


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	81	+1.3%	71	-25.3%
Jan-2022	56	-36.4%	57	-36.7%
Feb-2022	68	-20.0%	64	-44.8%

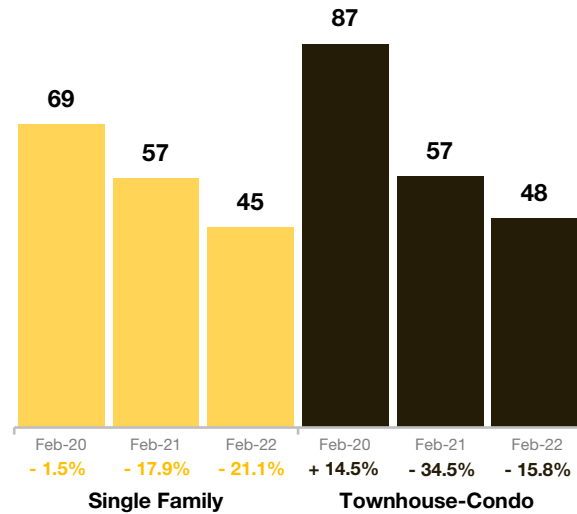
Historical Days on Market Until Sale by Month



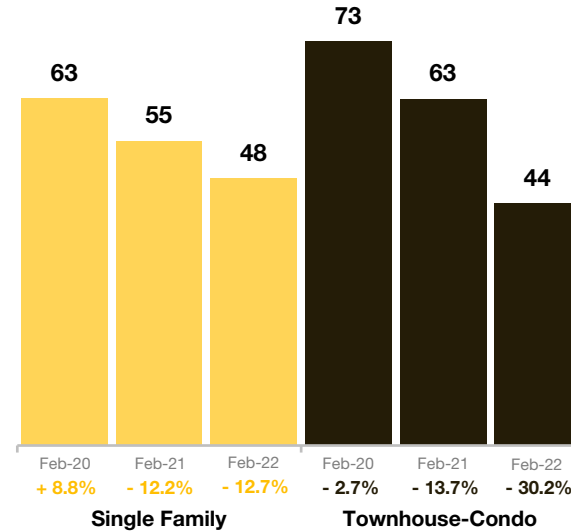
Housing Affordability Index



February

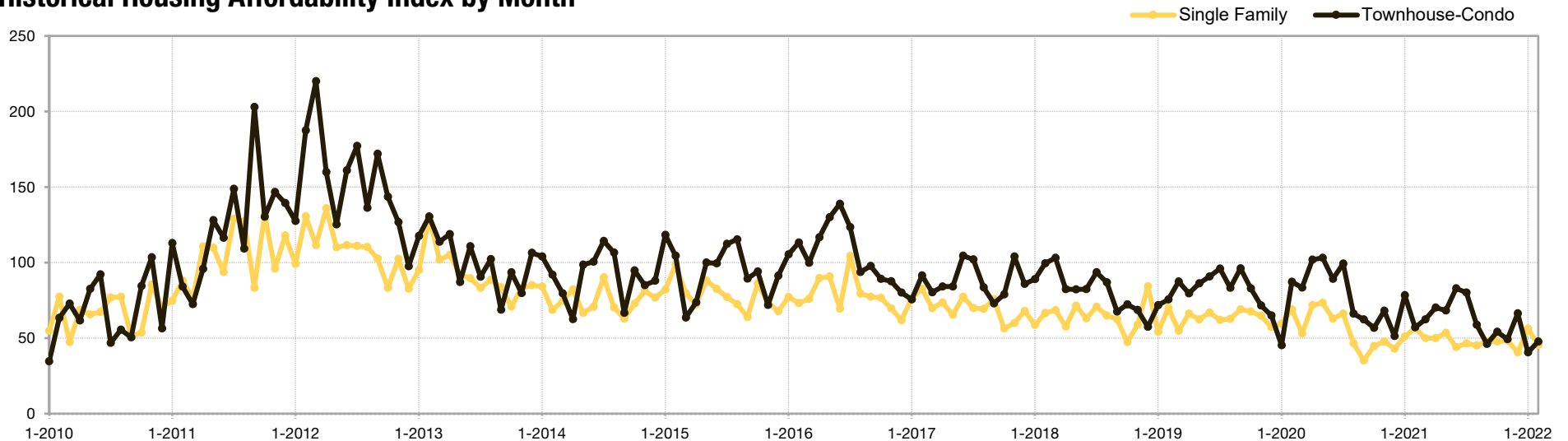


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Jan-2022	56	+9.8%	41	-47.4%
Feb-2022	45	-21.1%	48	-15.8%

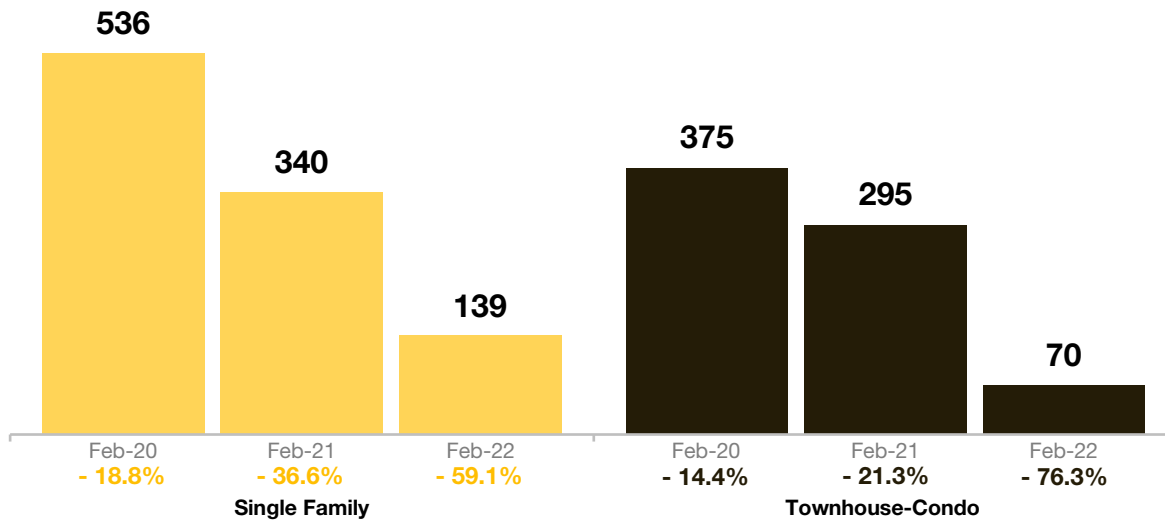
Historical Housing Affordability Index by Month



Inventory of Active Listings

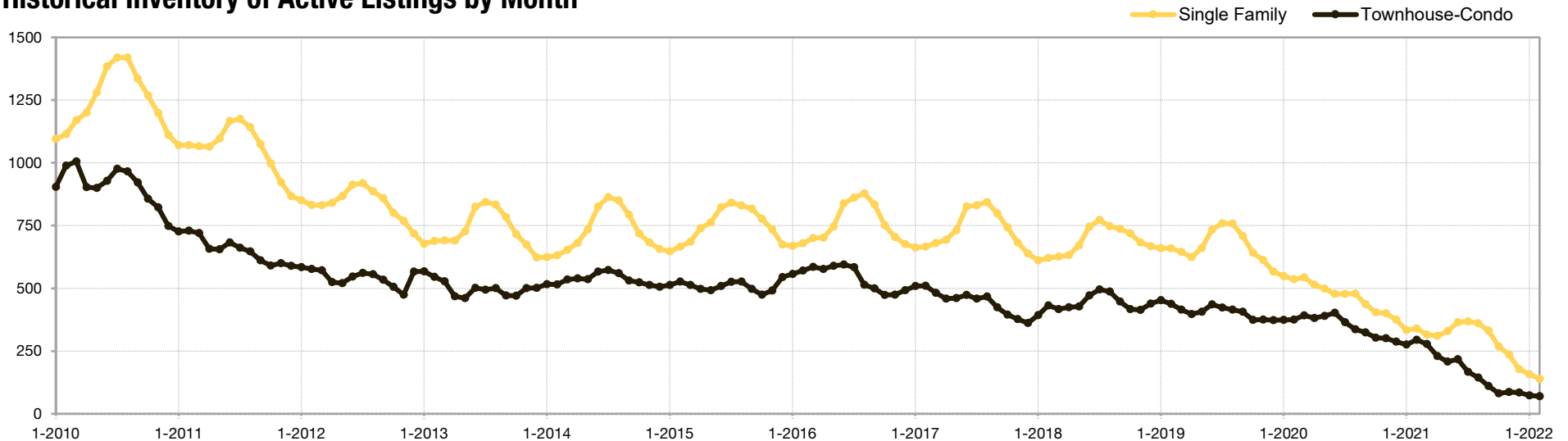


February



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2021	316	-41.8%	278	-29.1%
Apr-2021	310	-39.7%	230	-39.6%
May-2021	329	-33.9%	208	-46.7%
Jun-2021	365	-23.6%	217	-46.0%
Jul-2021	368	-23.0%	167	-54.2%
Aug-2021	361	-24.6%	144	-57.1%
Sep-2021	331	-24.3%	111	-65.7%
Oct-2021	269	-33.4%	81	-73.3%
Nov-2021	236	-41.0%	87	-71.1%
Dec-2021	178	-52.5%	84	-70.7%
Jan-2022	158	-52.6%	73	-73.6%
Feb-2022	139	-59.1%	70	-76.3%

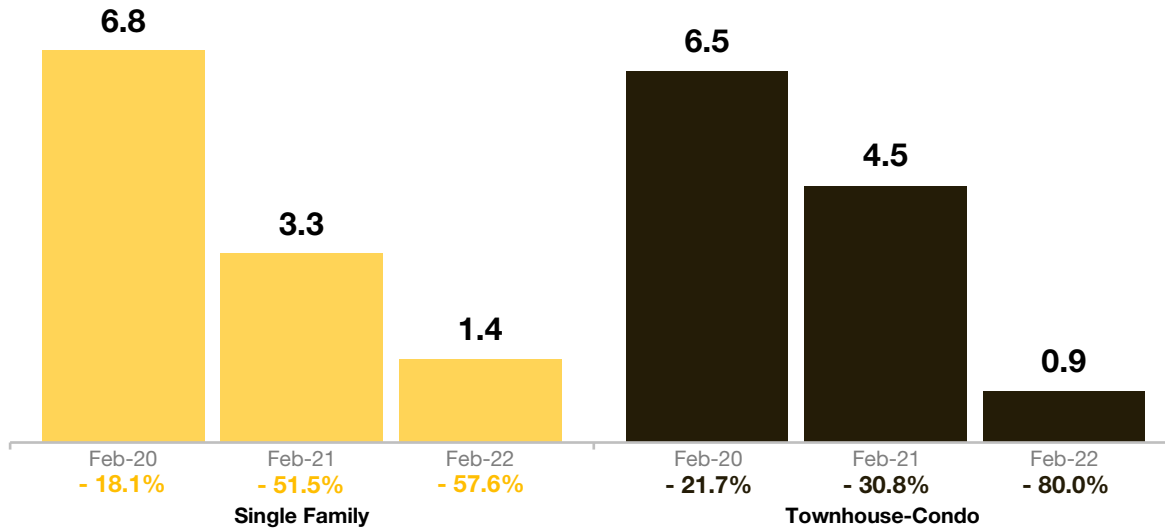
Historical Inventory of Active Listings by Month



Months Supply of Inventory

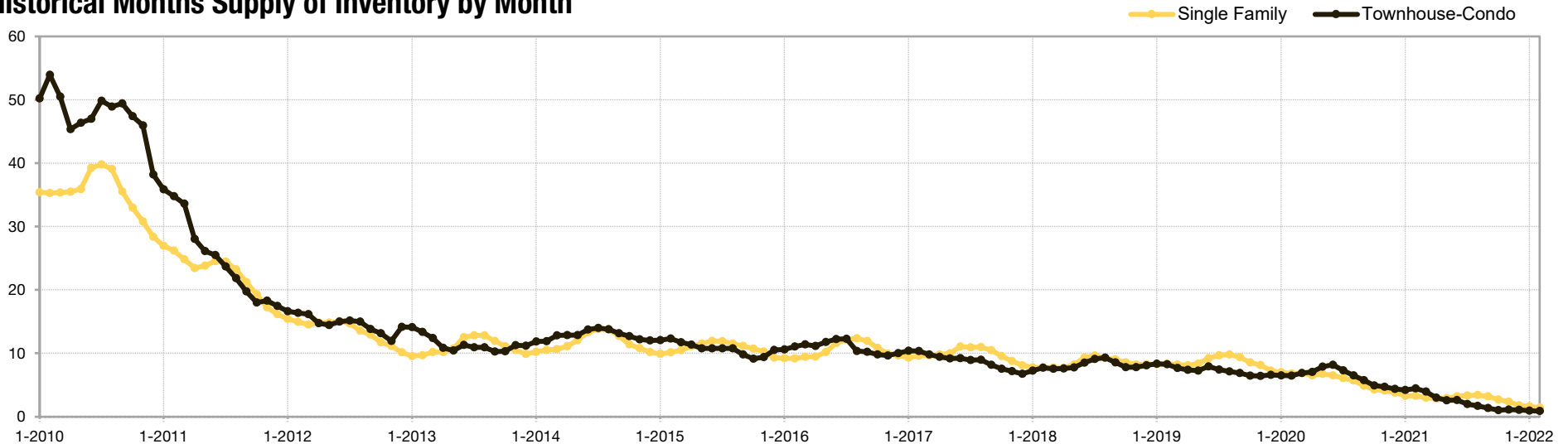


February



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2021	3.0	-56.5%	4.0	-42.0%
Apr-2021	2.8	-56.9%	3.0	-57.7%
May-2021	2.9	-57.4%	2.6	-67.1%
Jun-2021	3.2	-50.8%	2.6	-68.3%
Jul-2021	3.3	-45.9%	2.0	-72.6%
Aug-2021	3.4	-40.4%	1.7	-73.8%
Sep-2021	3.2	-34.7%	1.4	-75.4%
Oct-2021	2.7	-37.2%	1.0	-79.6%
Nov-2021	2.4	-41.5%	1.1	-76.6%
Dec-2021	1.8	-52.6%	1.1	-75.0%
Jan-2022	1.6	-51.5%	0.9	-78.6%
Feb-2022	1.4	-57.6%	0.9	-80.0%

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.



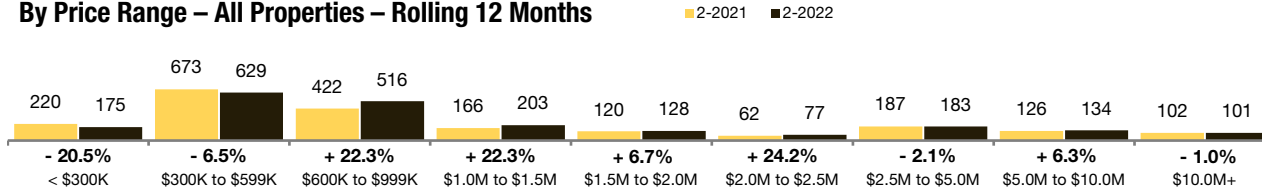
Key Metrics	Historical Sparkbars	2-2021	2-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		251	126	- 49.8%	394	229	- 41.9%
Pending Sales		199	128	- 35.7%	354	229	- 35.3%
Sold Listings		125	98	- 21.6%	244	193	- 20.9%
Median Sales Price		\$719,500	\$860,000	+ 19.5%	\$684,000	\$835,000	+ 22.1%
Avg. Sales Price		\$1,665,530	\$2,816,161	+ 69.1%	\$1,898,982	\$2,728,326	+ 43.7%
Pct. of List Price Received		97.3%	98.9%	+ 1.6%	97.2%	98.4%	+ 1.2%
Days on Market		99	65	- 34.3%	94	60	- 36.2%
Affordability Index		53	42	- 20.8%	56	43	- 23.2%
Active Listings		655	235	- 64.1%	--	--	--
Months Supply		3.8	1.3	- 65.8%	--	--	--

Sold Listings

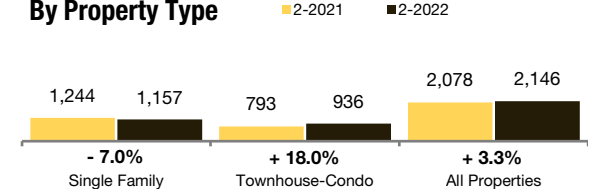
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	2-2021	2-2022	Change	2-2021	2-2022	Change
\$299,999 and Below	69	26	-62.3%	132	120	-9.1%
\$300,000 to \$599,999	424	350	-17.5%	245	270	+10.2%
\$600,000 to \$999,999	269	309	+14.9%	150	202	+34.7%
\$1,000,000 to \$1,499,999	106	107	+0.9%	58	95	+63.8%
\$1,500,000 to \$1,999,999	73	67	-8.2%	44	58	+31.8%
\$2,000,000 to \$2,499,999	26	37	+42.3%	35	40	+14.3%
\$2,500,000 to \$4,999,999	97	83	-14.4%	86	99	+15.1%
\$5,000,000 to \$9,999,999	91	91	0.0%	32	41	+28.1%
\$10,000,000 and Above	89	87	-2.2%	11	11	0.0%
All Price Ranges	1,244	1,157	-7.0%	793	936	+18.0%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	1-2022	2-2022	Change	1-2022	2-2022	Change
Single Family	1	0	-100.0%	3	7	+133.3%
Townhouse-Condo	24	15	-37.5%	7	10	+42.9%
	10	11	+10.0%	7	12	+71.4%
	5	3	-40.0%	3	4	+33.3%
	4	4	0.0%	3	7	+133.3%
	1	2	+100.0%	0	2	--
	1	3	+200.0%	7	4	-42.9%
	4	2	-50.0%	5	3	-40.0%
	6	5	-16.7%	0	2	--
All Price Ranges	56	45	-19.6%	35	51	+45.7%

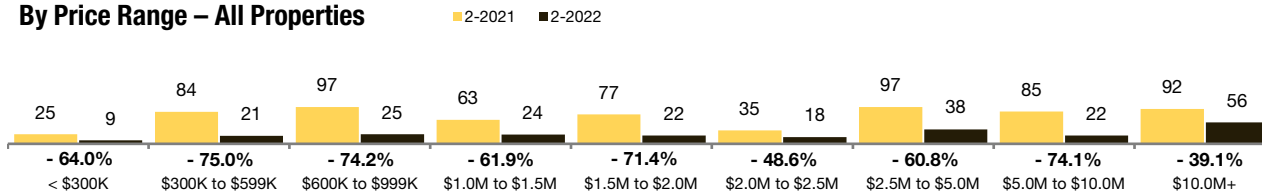
Year to Date

	Single Family			Townhouse-Condo		
	2-2021	2-2022	Change	2-2021	2-2022	Change
Single Family	7	1	-85.7%	13	10	-23.1%
Townhouse-Condo	54	39	-27.8%	30	17	-43.3%
	29	21	-27.6%	23	19	-17.4%
	11	8	-27.3%	5	7	+40.0%
	15	8	-46.7%	5	10	+100.0%
	2	3	+50.0%	8	2	-75.0%
	7	4	-42.9%	9	11	+22.2%
	13	6	-53.8%	3	8	+166.7%
	7	11	+57.1%	0	2	--
All Price Ranges	145	101	-30.3%	96	86	-10.4%

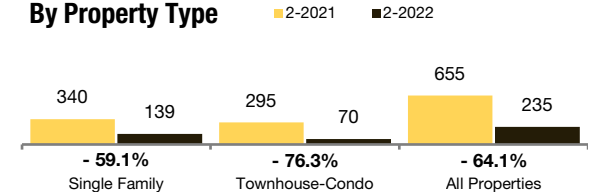
Inventory of Active Listings

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		
	2-2021	2-2022	Change	2-2021	2-2022	Change
\$299,999 and Below	3	0	-100.0%	18	3	-83.3%
\$300,000 to \$599,999	42	16	-61.9%	39	4	-89.7%
\$600,000 to \$999,999	56	15	-73.2%	41	10	-75.6%
\$1,000,000 to \$1,499,999	21	11	-47.6%	42	10	-76.2%
\$1,500,000 to \$1,999,999	27	11	-59.3%	49	11	-77.6%
\$2,000,000 to \$2,499,999	12	4	-66.7%	22	13	-40.9%
\$2,500,000 to \$4,999,999	45	23	-48.9%	49	12	-75.5%
\$5,000,000 to \$9,999,999	58	15	-74.1%	25	6	-76.0%
\$10,000,000 and Above	76	44	-42.1%	10	1	-90.0%
All Price Ranges	340	139	-59.1%	295	70	-76.3%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	1-2022	2-2022	Change	1-2022	2-2022	Change
Single Family	0	0	--	9	3	-66.7%
Townhouse-Condo	24	16	-33.3%	3	4	+33.3%
	25	15	-40.0%	12	10	-16.7%
	8	11	+37.5%	9	10	+11.1%
	13	11	-15.4%	8	11	+37.5%
	7	4	-42.9%	9	13	+44.4%
	21	23	+9.5%	11	12	+9.1%
	15	15	0.0%	9	6	-33.3%
	45	44	-2.2%	3	1	-66.7%
All Price Ranges	158	139	-12.0%	73	70	-4.1%

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®



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.