

Monthly Indicators



April 2022

Percent changes calculated using year-over-year comparisons.

New Listings were up 6.4 percent for single family homes but decreased 33.8 percent for townhouse-condo properties. Pending Sales decreased 10.2 percent for single family homes and 47.6 percent for townhouse-condo properties.

The Median Sales Price was up 41.5 percent to \$1,100,000 for single family homes and 16.9 percent to \$742,500 for townhouse-condo properties. Days on Market decreased 12.3 percent for single family homes and 84.5 percent for condo properties.

Affordability challenges are limiting buying activity, and early signs suggest competition for homes may be cooling somewhat. Nationally, existing home sales are down 2.7% as of last measure, while pending sales dropped 1.2%, marking 5 straight months of under contract declines, according to the National Association of REALTORS®. Inventory remains low, with only 2 months supply at present, and home prices continue to rise, with the median existing home at \$373,500, a 15% increase from this time last year. Homes are still selling quickly, however, and multiple offers are common in many markets.

Activity Snapshot

- 39.3% **+ 17.9%** **- 52.5%**

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
---	--	---

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.

Single Family Market Overview	2
Townhouse-Condo Market Overview	3
New Listings	4
Pending Sales	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Housing Affordability Index	11
Inventory of Active Listings	12
Months Supply of Inventory	13
Total Market Overview	14
Sold Listings and Inventory by Price Range	15
Glossary of Terms	16

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	4-2021	4-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		110	117	+ 6.4%	421	320	- 24.0%
Pending Sales		98	88	- 10.2%	407	276	- 32.2%
Sold Listings		108	69	- 36.1%	350	243	- 30.6%
Median Sales Price		\$777,500	\$1,100,000	+ 41.5%	\$758,500	\$780,000	+ 2.8%
Avg. Sales Price		\$2,715,112	\$3,899,153	+ 43.6%	\$2,316,519	\$3,510,926	+ 51.6%
Pct. of List Price Received		98.3%	98.2%	- 0.1%	97.4%	98.0%	+ 0.6%
Days on Market		81	71	- 12.3%	87	70	- 19.5%
Affordability Index		50	28	- 44.0%	51	39	- 23.5%
Active Listings		315	167	- 47.0%	--	--	--
Months Supply		2.9	1.8	- 37.9%	--	--	--

Townhouse-Condo Market Overview

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

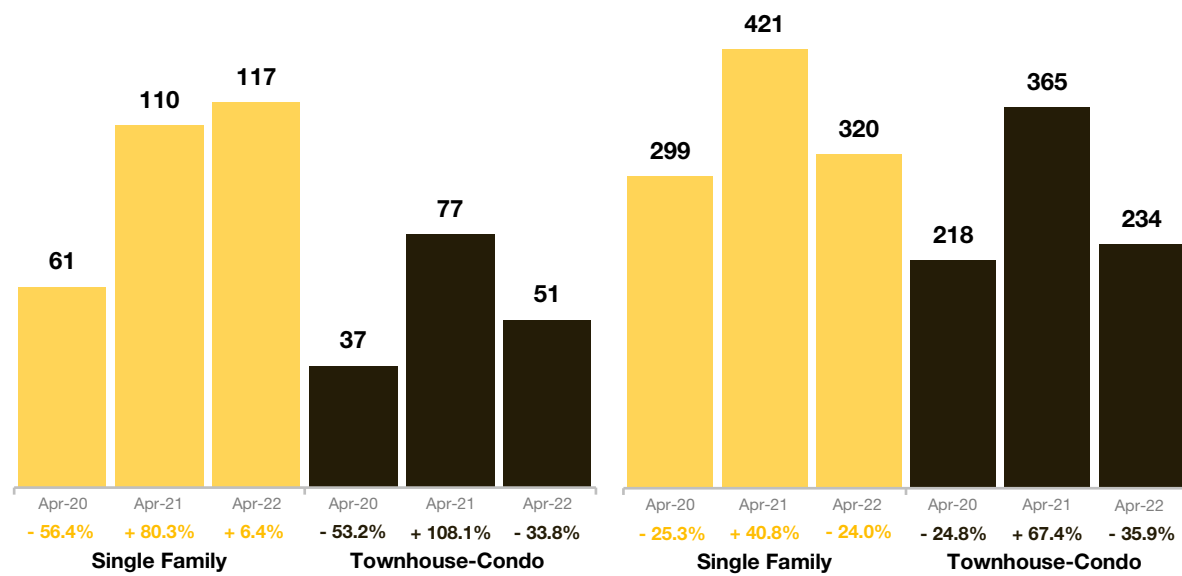


Key Metrics	Historical Sparkbars	4-2021	4-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		77	51	- 33.8%	365	234	- 35.9%
Pending Sales		105	55	- 47.6%	361	220	- 39.1%
Sold Listings		97	56	- 42.3%	281	201	- 28.5%
Median Sales Price		\$635,000	\$742,500	+ 16.9%	\$675,083	\$853,673	+ 26.5%
Avg. Sales Price		\$1,067,009	\$1,565,052	+ 46.7%	\$1,256,816	\$1,814,188	+ 44.3%
Pct. of List Price Received		98.5%	100.2%	+ 1.7%	97.9%	99.7%	+ 1.8%
Days on Market		110	17	- 84.5%	100	45	- 55.0%
Affordability Index		70	46	- 34.3%	66	40	- 39.4%
Active Listings		233	74	- 68.2%	--	--	--
Months Supply		3.1	1.0	- 67.7%	--	--	--

New Listings

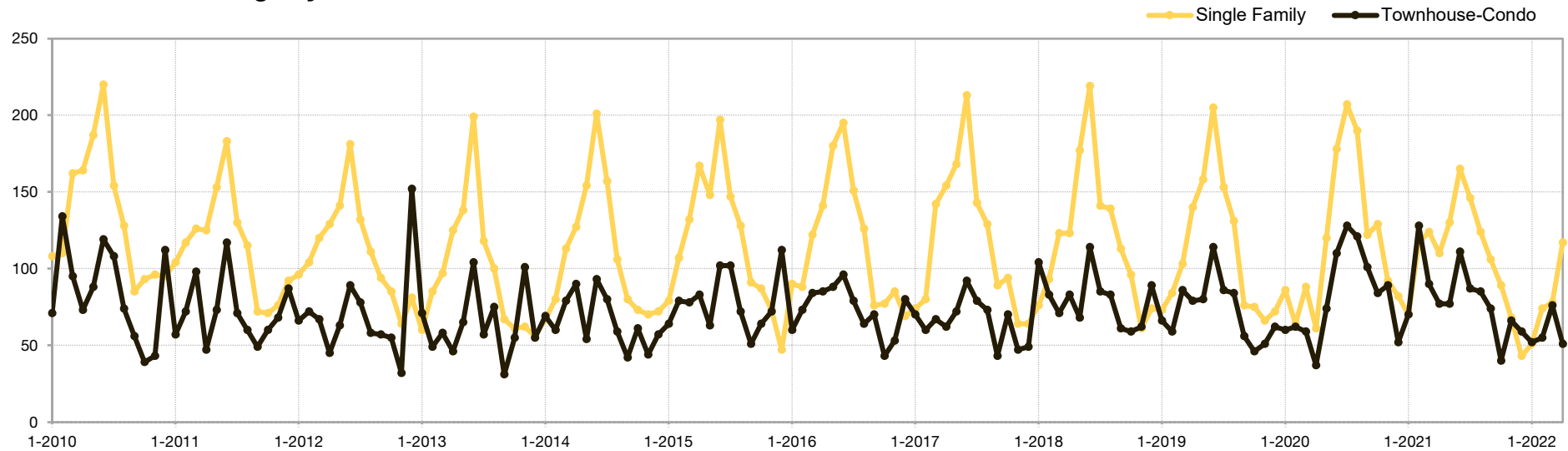


April



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	89	-31.0%	40	-52.4%
Nov-2021	68	-26.1%	66	-25.8%
Dec-2021	43	-47.6%	59	+13.5%
Jan-2022	51	-27.1%	52	-25.7%
Feb-2022	74	-36.8%	55	-57.0%
Mar-2022	78	-37.1%	76	-15.6%
Apr-2022	117	+6.4%	51	-33.8%

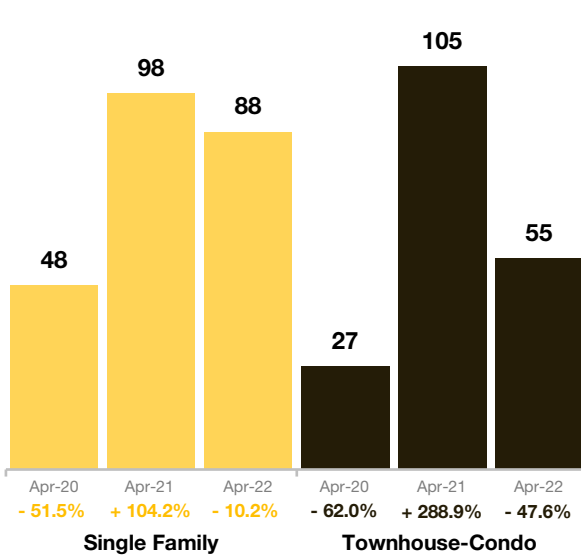
Historical New Listings by Month



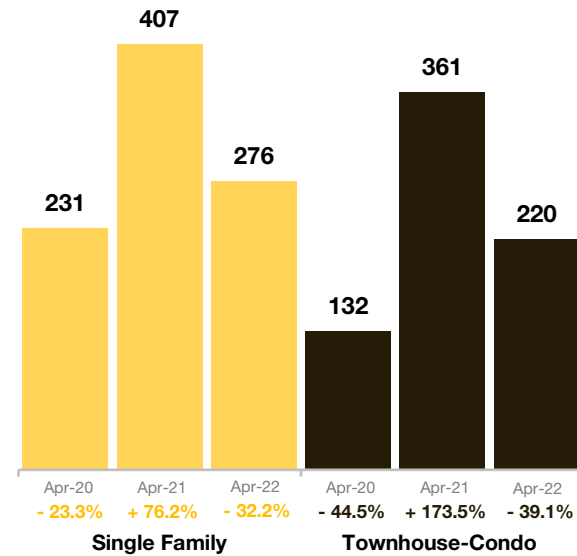
Pending Sales



April

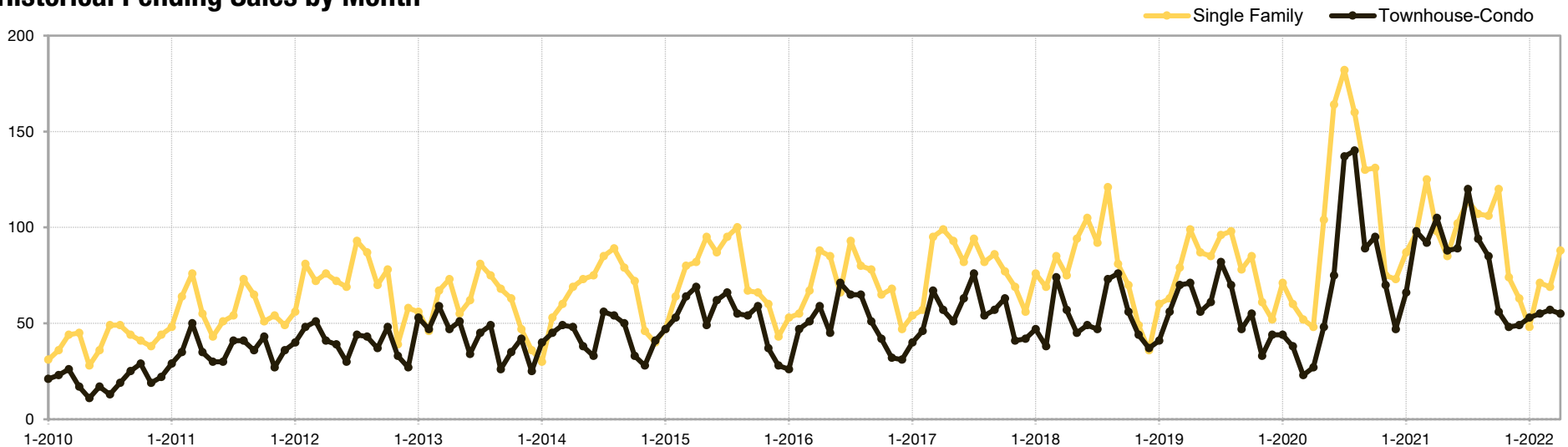


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2021	85	-18.3%	88	+83.3%
Jun-2021	102	-37.8%	89	+18.7%
Jul-2021	114	-37.4%	120	-12.4%
Aug-2021	107	-33.1%	94	-32.9%
Sep-2021	106	-18.5%	85	-4.5%
Oct-2021	120	-8.4%	56	-41.1%
Nov-2021	74	-1.3%	48	-31.4%
Dec-2021	63	-13.7%	49	+4.3%
Jan-2022	48	-44.8%	53	-19.7%
Feb-2022	71	-26.8%	55	-43.9%
Mar-2022	69	-44.8%	57	-38.0%
Apr-2022	88	-10.2%	55	-47.6%

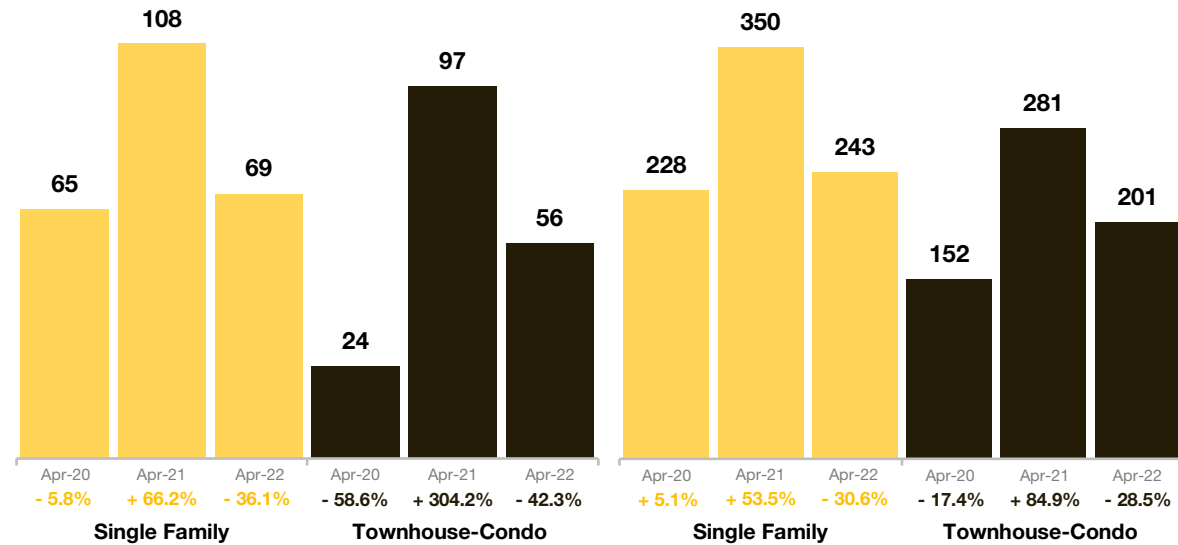
Historical Pending Sales by Month



Sold Listings

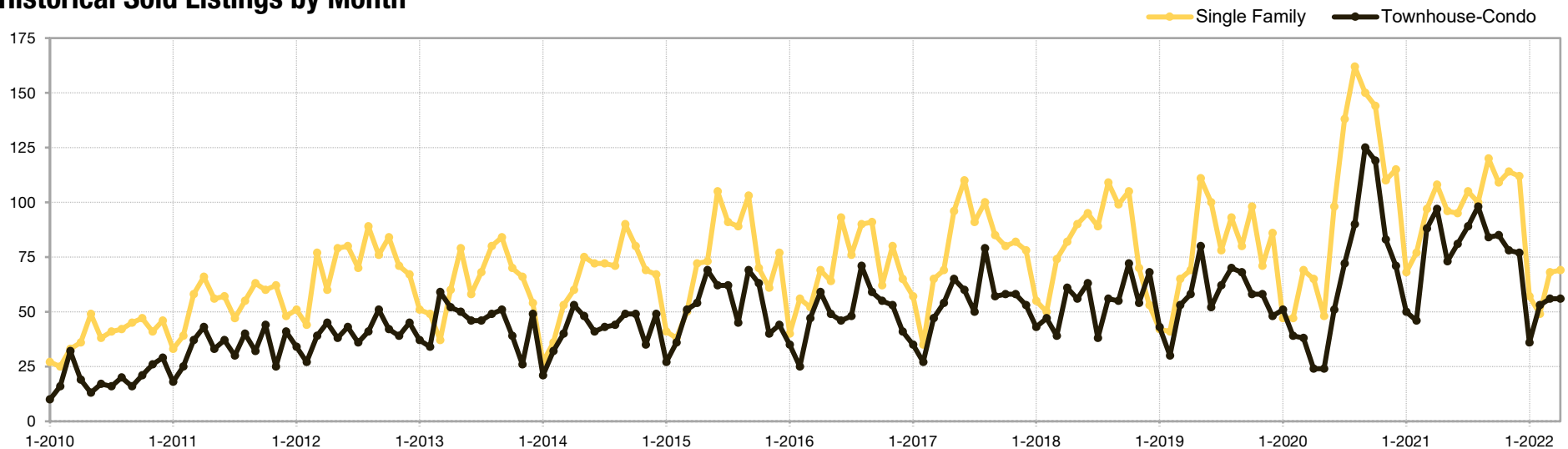


April



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	57	-16.2%	36	-28.0%
Feb-2022	49	-36.4%	53	+15.2%
Mar-2022	68	-29.9%	56	-36.4%
Apr-2022	69	-36.1%	56	-42.3%

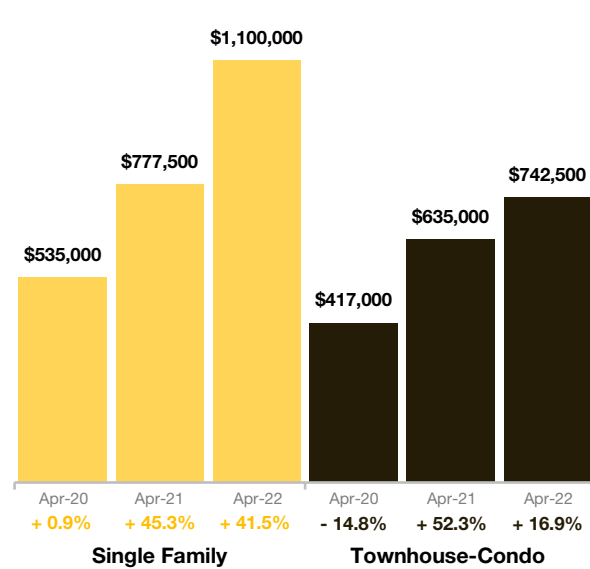
Historical Sold Listings by Month



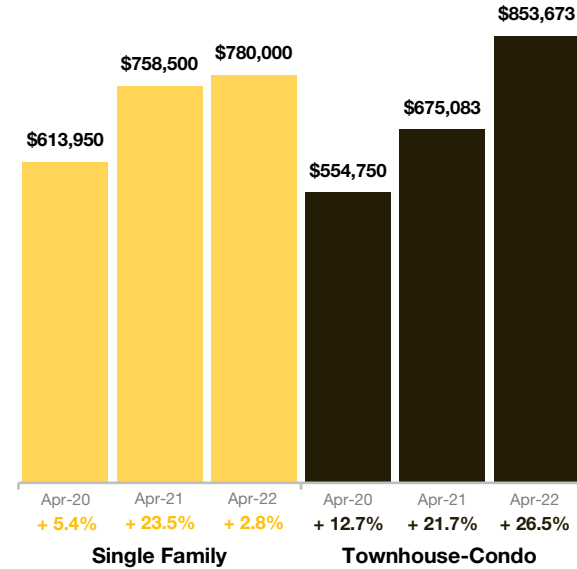
Median Sales Price



April

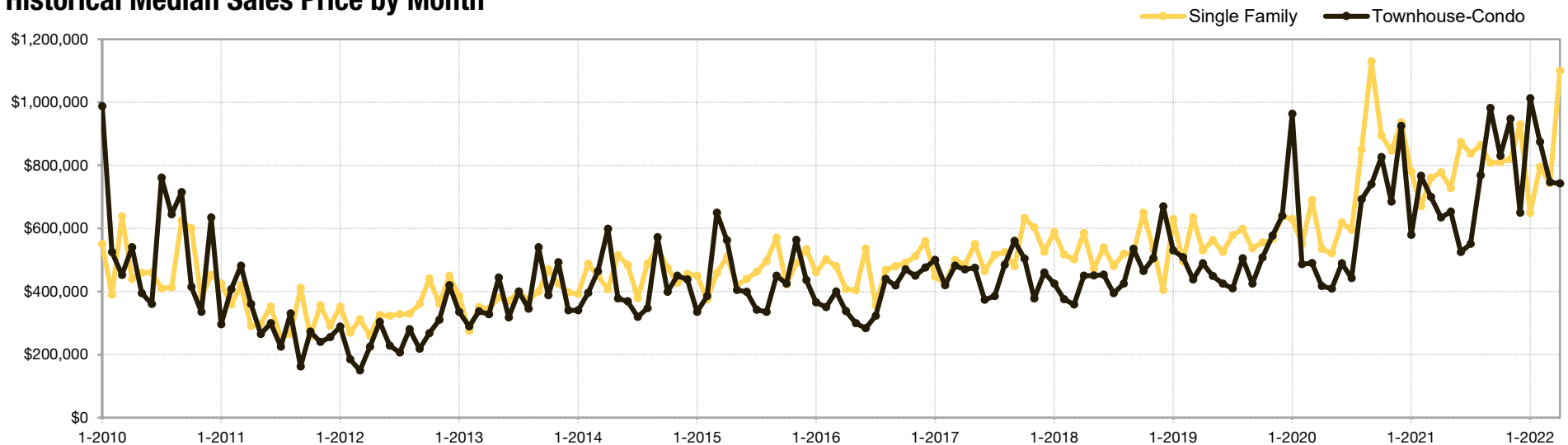


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$649,000	-16.8%	\$1,012,500	+74.6%
Feb-2022	\$795,000	+18.5%	\$875,000	+14.2%
Mar-2022	\$743,125	-2.2%	\$747,000	+6.7%
Apr-2022	\$1,100,000	+41.5%	\$742,500	+16.9%

Historical Median Sales Price by Month

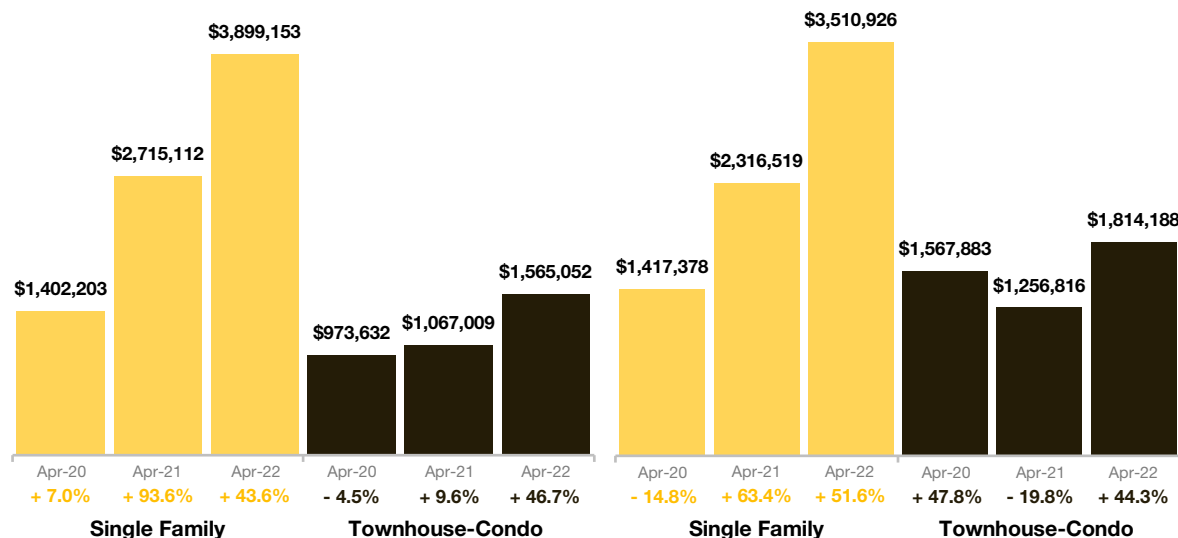


Average Sales Price



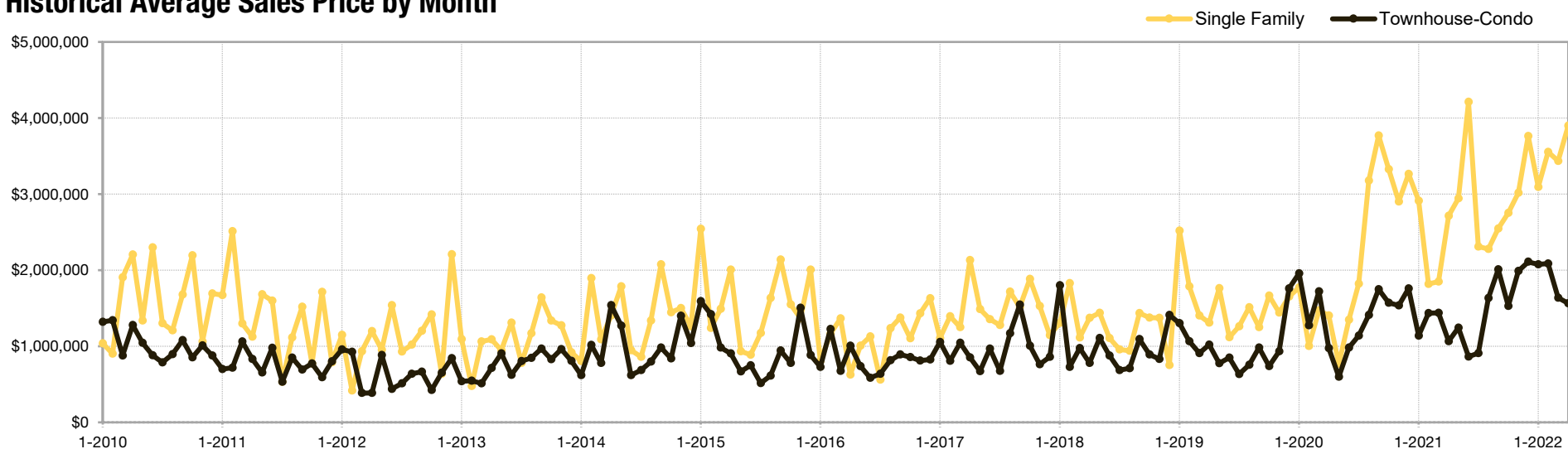
April

Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$3,092,225	+6.1%	\$2,077,635	+82.4%
Feb-2022	\$3,555,150	+95.4%	\$2,086,103	+45.2%
Mar-2022	\$3,436,092	+85.8%	\$1,636,616	+13.7%
Apr-2022	\$3,899,153	+43.6%	\$1,565,052	+46.7%

Historical Average Sales Price by Month

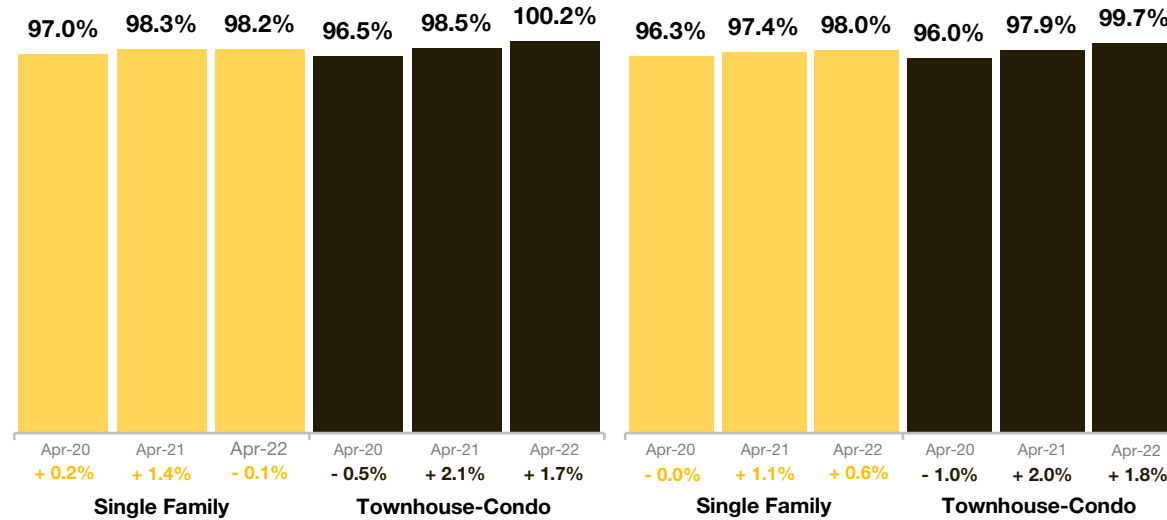


Percent of List Price Received



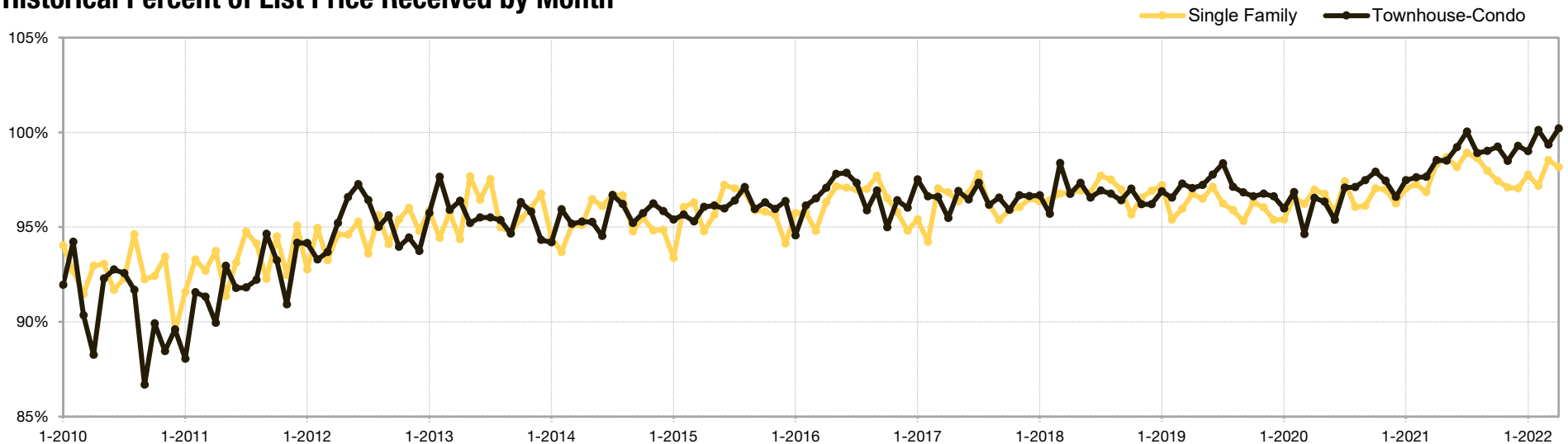
April

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	97.8%	+0.8%	99.0%	+1.5%
Feb-2022	97.2%	-0.1%	100.1%	+2.6%
Mar-2022	98.5%	+1.8%	99.4%	+1.7%
Apr-2022	98.2%	-0.1%	100.2%	+1.7%

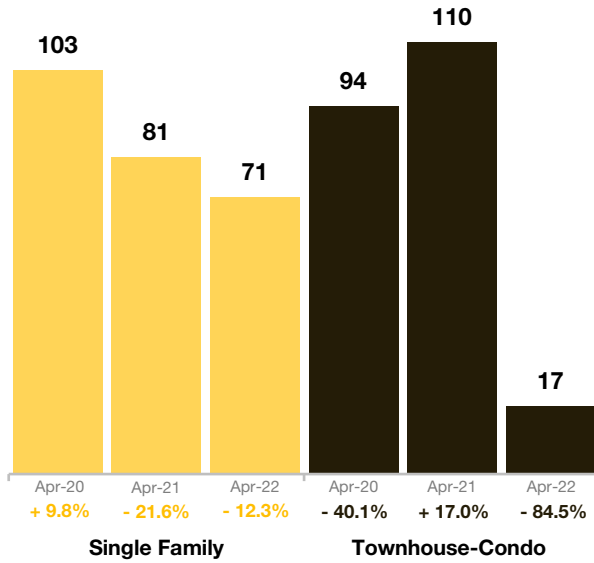
Historical Percent of List Price Received by Month



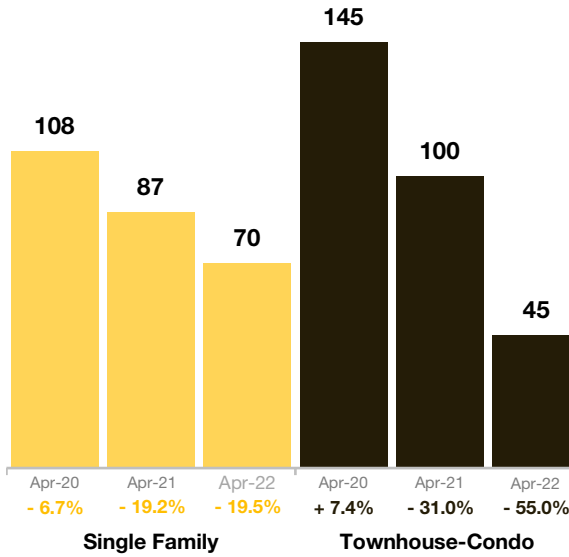
Days on Market Until Sale



April

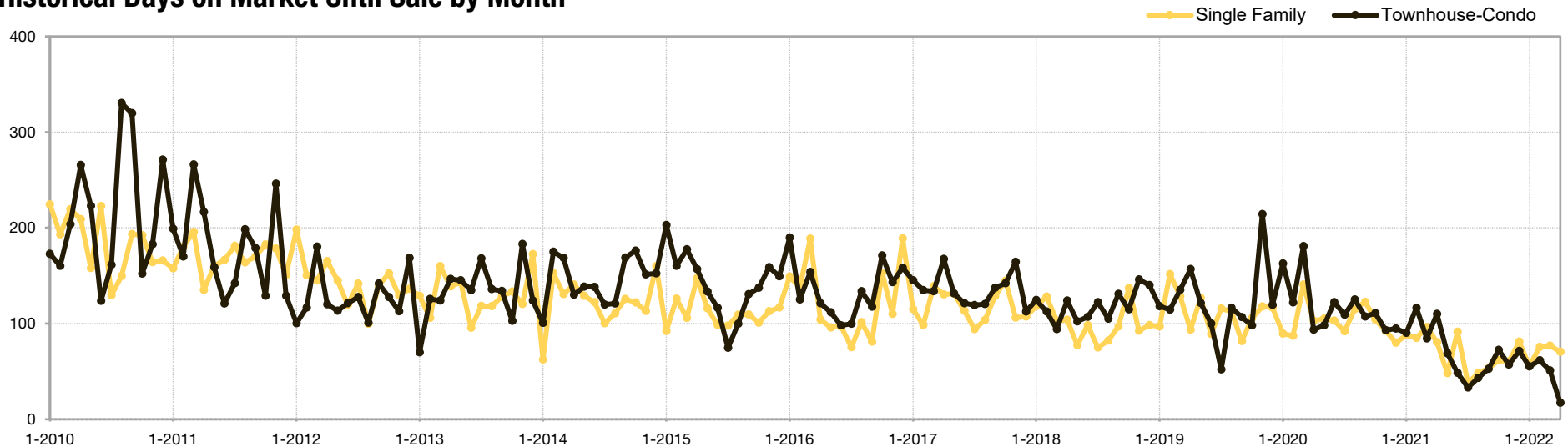


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	55	-38.9%
Feb-2022	75	-11.8%	61	-47.4%
Mar-2022	77	-19.8%	51	-39.3%
Apr-2022	71	-12.3%	17	-84.5%

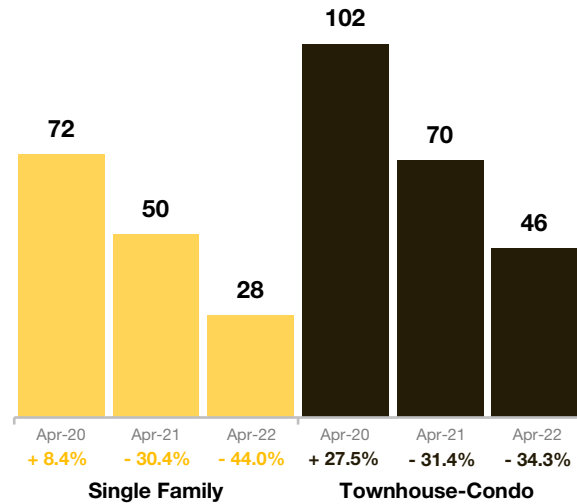
Historical Days on Market Until Sale by Month



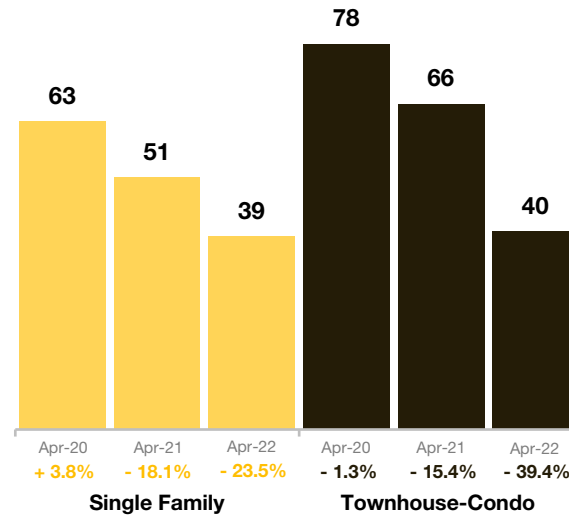
Housing Affordability Index



April

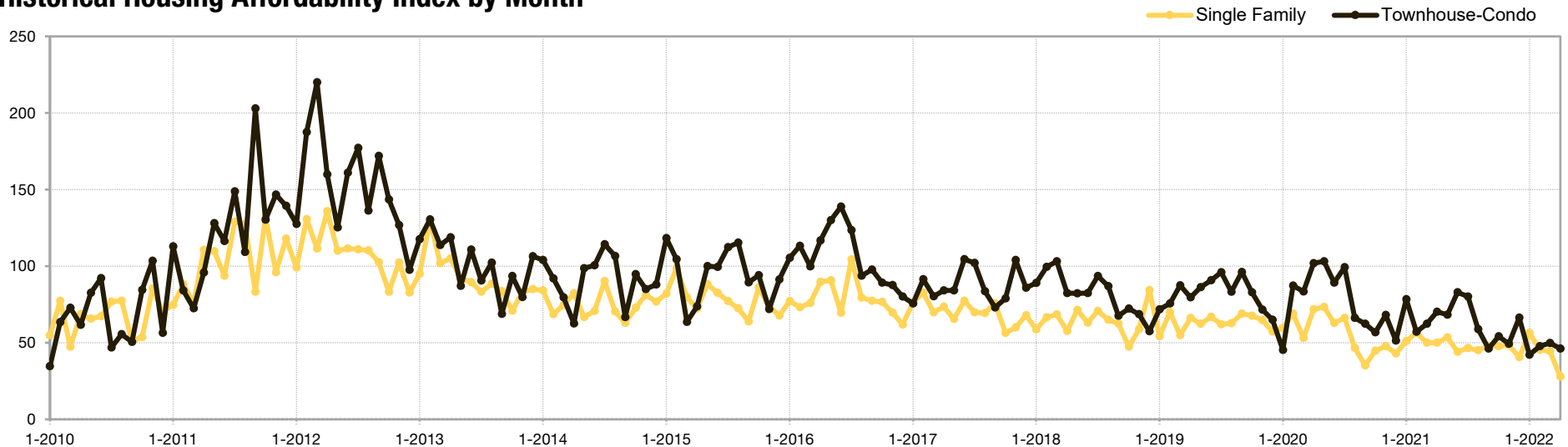


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	42	-46.2%
Feb-2022	45	-21.1%	48	-15.8%
Mar-2022	44	-12.0%	50	-19.4%
Apr-2022	28	-44.0%	46	-34.3%

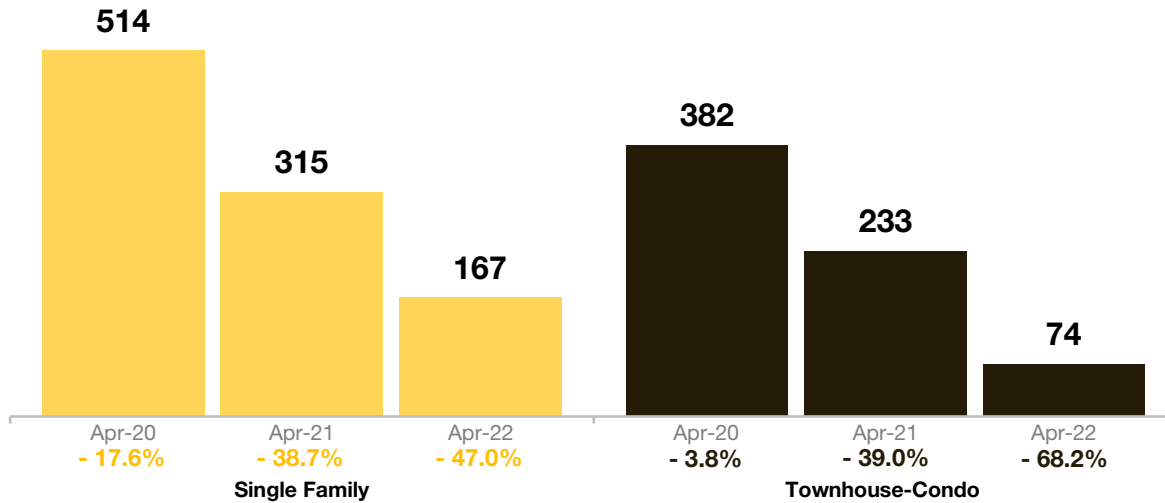
Historical Housing Affordability Index by Month



Inventory of Active Listings

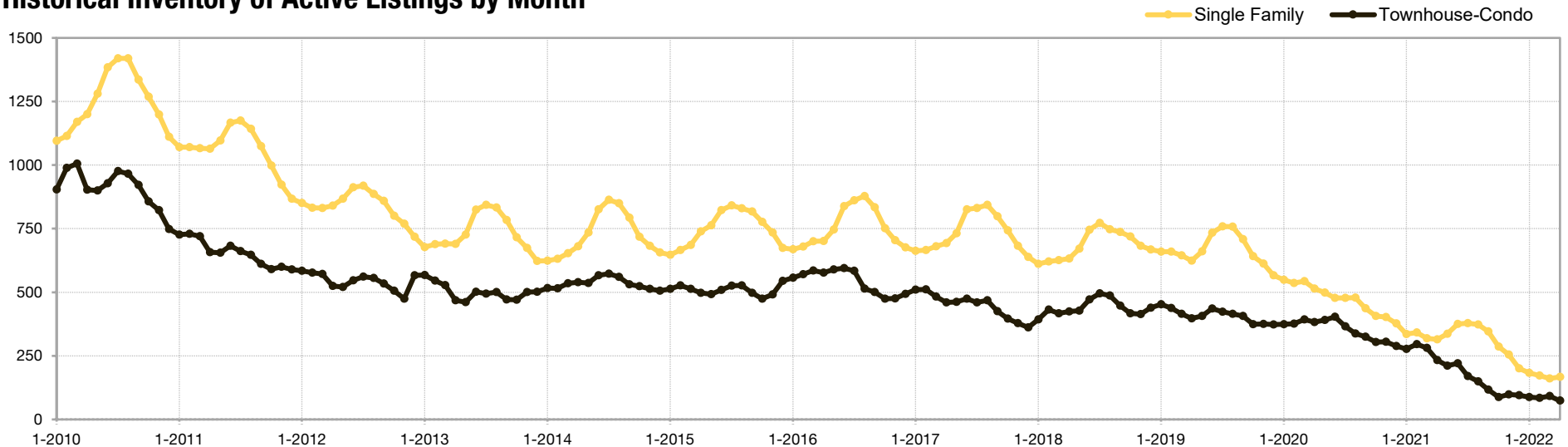


April



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2021	336	-32.5%	211	-46.0%
Jun-2021	375	-21.5%	220	-45.4%
Jul-2021	378	-20.9%	170	-53.6%
Aug-2021	373	-22.1%	149	-55.8%
Sep-2021	346	-20.8%	117	-64.0%
Oct-2021	286	-29.6%	88	-71.1%
Nov-2021	255	-36.6%	98	-67.9%
Dec-2021	201	-46.7%	95	-67.0%
Jan-2022	183	-45.4%	88	-68.2%
Feb-2022	172	-49.7%	84	-71.6%
Mar-2022	161	-49.5%	92	-67.3%
Apr-2022	167	-47.0%	74	-68.2%

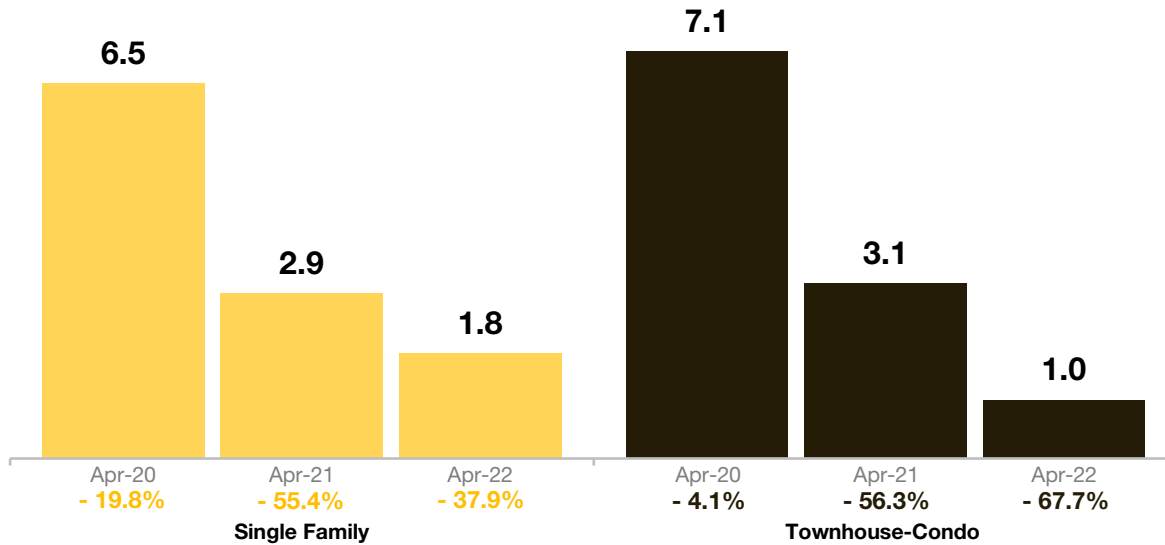
Historical Inventory of Active Listings by Month



Months Supply of Inventory

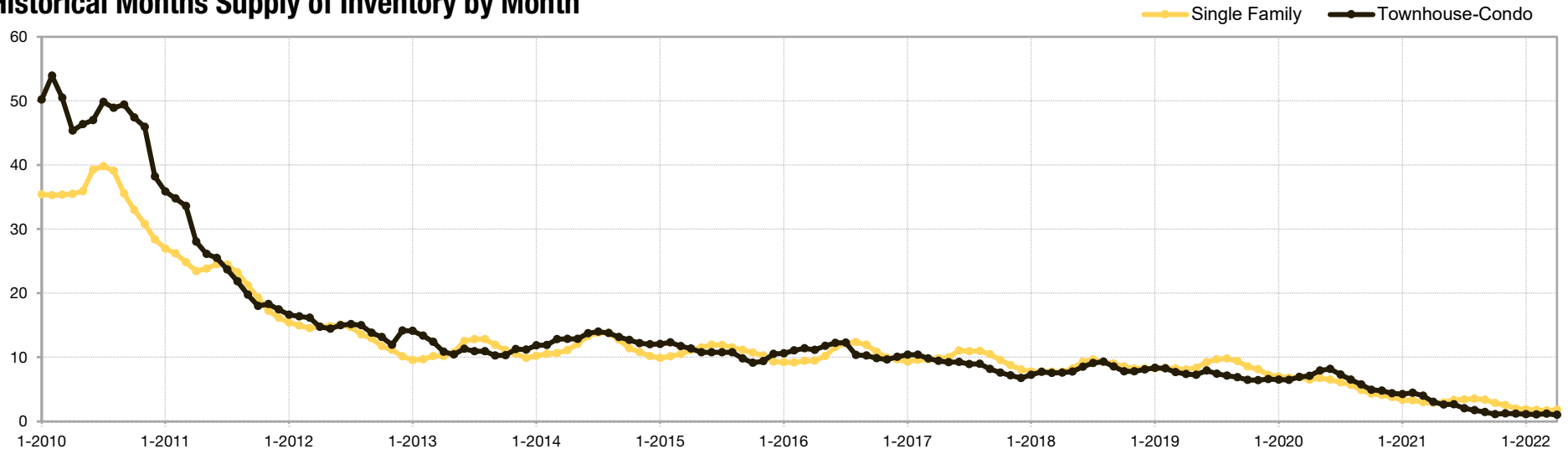


April



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2021	3.0	-55.9%	2.6	-67.1%
Jun-2021	3.3	-49.2%	2.7	-67.1%
Jul-2021	3.4	-44.3%	2.0	-72.6%
Aug-2021	3.5	-38.6%	1.8	-72.3%
Sep-2021	3.4	-30.6%	1.4	-75.9%
Oct-2021	2.9	-32.6%	1.1	-77.6%
Nov-2021	2.5	-39.0%	1.3	-72.9%
Dec-2021	2.0	-47.4%	1.2	-72.7%
Jan-2022	1.8	-45.5%	1.1	-73.8%
Feb-2022	1.8	-45.5%	1.1	-75.6%
Mar-2022	1.7	-43.3%	1.2	-70.0%
Apr-2022	1.8	-37.9%	1.0	-67.7%

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.



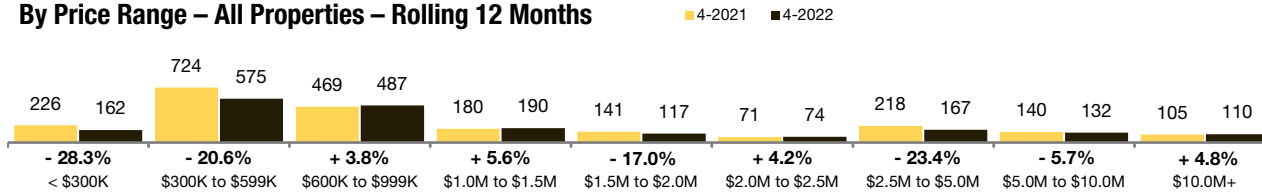
Key Metrics	Historical Sparkbars	4-2021	4-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		193	177	- 8.3%	808	585	- 27.6%
Pending Sales		210	150	- 28.6%	787	516	- 34.4%
Sold Listings		206	125	- 39.3%	639	456	- 28.6%
Median Sales Price		\$700,000	\$825,000	+ 17.9%	\$710,566	\$787,500	+ 10.8%
Avg. Sales Price		\$1,935,278	\$2,853,476	+ 47.4%	\$1,830,001	\$2,677,219	+ 46.3%
Pct. of List Price Received		98.4%	99.1%	+ 0.7%	97.6%	98.6%	+ 1.0%
Days on Market		94	47	- 50.0%	93	58	- 37.6%
Affordability Index		56	37	- 33.9%	55	39	- 29.1%
Active Listings		566	269	- 52.5%	--	--	--
Months Supply		3.0	1.6	- 46.7%	--	--	--

Sold Listings

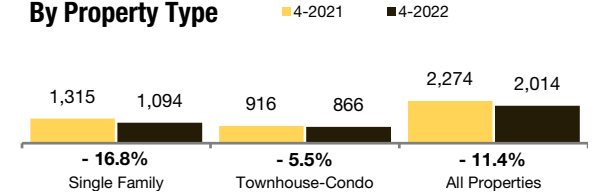
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	4-2021	4-2022	Change	4-2021	4-2022	Change
\$299,999 and Below	65	20	-69.2%	142	111	-21.8%
\$300,000 to \$599,999	440	324	-26.4%	278	242	-12.9%
\$600,000 to \$999,999	283	296	+4.6%	183	187	+2.2%
\$1,000,000 to \$1,499,999	109	97	-11.0%	69	92	+33.3%
\$1,500,000 to \$1,999,999	84	59	-29.8%	54	55	+1.9%
\$2,000,000 to \$2,499,999	29	39	+34.5%	41	35	-14.6%
\$2,500,000 to \$4,999,999	107	77	-28.0%	107	89	-16.8%
\$5,000,000 to \$9,999,999	104	88	-15.4%	33	42	+27.3%
\$10,000,000 and Above	94	94	0.0%	9	13	+44.4%
All Price Ranges	1,315	1,094	-16.8%	916	866	-5.5%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	3-2022	4-2022	Change	3-2022	4-2022	Change
	0	1	--	12	4	-66.7%
	22	18	-18.2%	8	19	+137.5%
	20	15	-25.0%	12	15	+25.0%
	7	2	-71.4%	6	4	-33.3%
	2	5	+150.0%	7	3	-57.1%
	3	4	+33.3%	2	1	-50.0%
	2	5	+150.0%	6	6	0.0%
	6	9	+50.0%	1	3	+200.0%
	6	10	+66.7%	2	1	-50.0%
All Price Ranges	68	69	+1.5%	56	56	0.0%

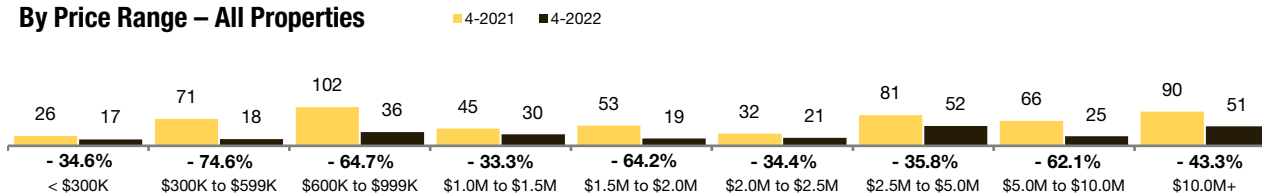
Year to Date

	Single Family			Townhouse-Condo		
	4-2021	4-2022	Change	4-2021	4-2022	Change
	14	2	-85.7%	38	26	-31.6%
	123	82	-33.3%	85	44	-48.2%
	77	56	-27.3%	67	48	-28.4%
	31	18	-41.9%	18	17	-5.6%
	30	15	-50.0%	18	20	+11.1%
	7	10	+42.9%	16	5	-68.8%
	21	12	-42.9%	32	24	-25.0%
	31	21	-32.3%	6	12	+100.0%
	16	27	+68.8%	1	5	+400.0%
All Price Ranges	350	243	-30.6%	281	201	-28.5%

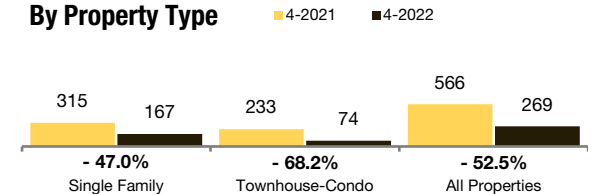
Inventory of Active Listings

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			Townhouse-Condo		
	4-2021	4-2022	Change	4-2021	4-2022	Change
\$299,999 and Below	5	0	-100.0%	18	6	-66.7%
\$300,000 to \$599,999	30	14	-53.3%	40	4	-90.0%
\$600,000 to \$999,999	66	21	-68.2%	36	15	-58.3%
\$1,000,000 to \$1,499,999	16	20	+25.0%	28	8	-71.4%
\$1,500,000 to \$1,999,999	25	13	-48.0%	28	6	-78.6%
\$2,000,000 to \$2,499,999	14	6	-57.1%	18	14	-22.2%
\$2,500,000 to \$4,999,999	41	36	-12.2%	37	13	-64.9%
\$5,000,000 to \$9,999,999	44	18	-59.1%	21	6	-71.4%
\$10,000,000 and Above	74	39	-47.3%	7	2	-71.4%
All Price Ranges	315	167	-47.0%	233	74	-68.2%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	3-2022	4-2022	Change	3-2022	4-2022	Change
	0	0	--	3	6	+100.0%
	12	14	+16.7%	8	4	-50.0%
	22	21	-4.5%	16	15	-6.3%
	16	20	+25.0%	12	8	-33.3%
	15	13	-13.3%	8	6	-25.0%
	5	6	+20.0%	18	14	-22.2%
	33	36	+9.1%	15	13	-13.3%
	16	18	+12.5%	8	6	-25.0%
	42	39	-7.1%	4	2	-50.0%
All Price Ranges	161	167	+3.7%	92	74	-19.6%

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.