

Monthly Indicators



May 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 18.5 percent for single family homes and 11.7 percent for townhouse-condo properties. Pending Sales decreased 22.4 percent for single family homes and 48.9 percent for townhouse-condo properties.

The Median Sales Price was up 21.1 percent to \$881,000 for single family homes and 31.9 percent to \$861,000 for townhouse-condo properties. Days on Market increased 25.0 percent for single family homes but decreased 44.9 percent for condo properties.

The slowdown in sales has provided a much-needed lift to housing supply, with inventory up 10.8% from the previous month according to NAR, although supply remains down 10.4% compared to this time last year, with only 2.2 months' supply of homes at the current sales pace. As the nation continues to explore ways to solve the ongoing housing shortage, estimated at 5.5 million homes, the Biden administration recently unveiled the Housing Supply Action Plan, which aims to expand housing access through a number of administrative and legislative actions and help relieve the nation's housing crisis over the next 5 years.

Activity Snapshot

- 19.8% **+ 22.2%** **- 40.5%**

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
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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	5-2021	5-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		130	106	- 18.5%	551	433	- 21.4%
Pending Sales		85	66	- 22.4%	492	336	- 31.7%
Sold Listings		96	84	- 12.5%	446	327	- 26.7%
Median Sales Price		\$727,500	\$881,000	+ 21.1%	\$752,500	\$814,748	+ 8.3%
Avg. Sales Price		\$2,942,783	\$4,115,188	+ 39.8%	\$2,451,320	\$3,666,149	+ 49.6%
Pct. of List Price Received		98.7%	100.1%	+ 1.4%	97.7%	98.5%	+ 0.8%
Days on Market		48	60	+ 25.0%	79	67	- 15.2%
Affordability Index		53	35	- 34.0%	52	38	- 26.9%
Active Listings		336	214	- 36.3%	--	--	--
Months Supply		3.0	2.4	- 20.0%	--	--	--

Townhouse-Condo Market Overview

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

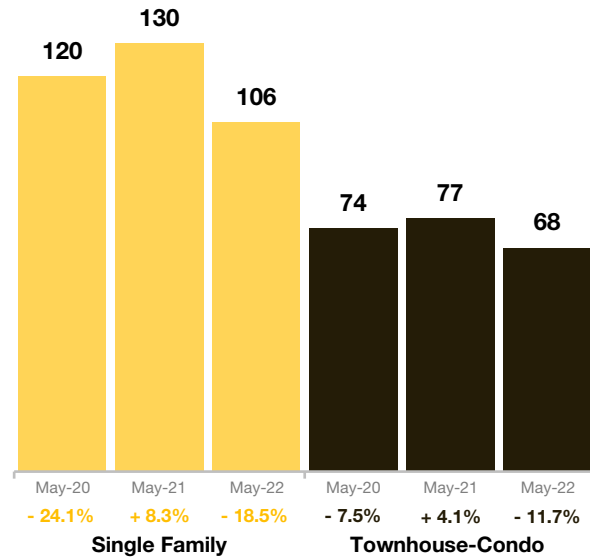


Key Metrics	Historical Sparkbars	5-2021	5-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		77	68	- 11.7%	442	307	- 30.5%
Pending Sales		88	45	- 48.9%	449	265	- 41.0%
Sold Listings		73	53	- 27.4%	354	255	- 28.0%
Median Sales Price		\$653,000	\$861,000	+ 31.9%	\$675,000	\$860,000	+ 27.4%
Avg. Sales Price		\$1,242,098	\$1,829,093	+ 47.3%	\$1,253,781	\$1,822,426	+ 45.4%
Pct. of List Price Received		98.5%	99.2%	+ 0.7%	98.0%	99.4%	+ 1.4%
Days on Market		69	38	- 44.9%	93	44	- 52.7%
Affordability Index		68	41	- 39.7%	66	41	- 37.9%
Active Listings		217	99	- 54.4%	--	--	--
Months Supply		2.7	1.4	- 48.1%	--	--	--

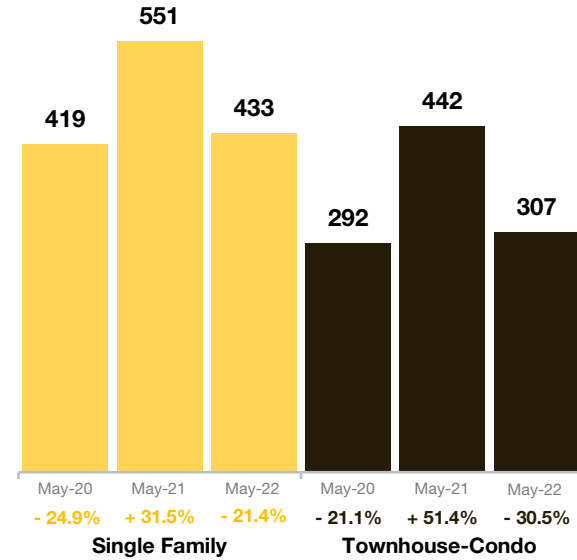
New Listings



May

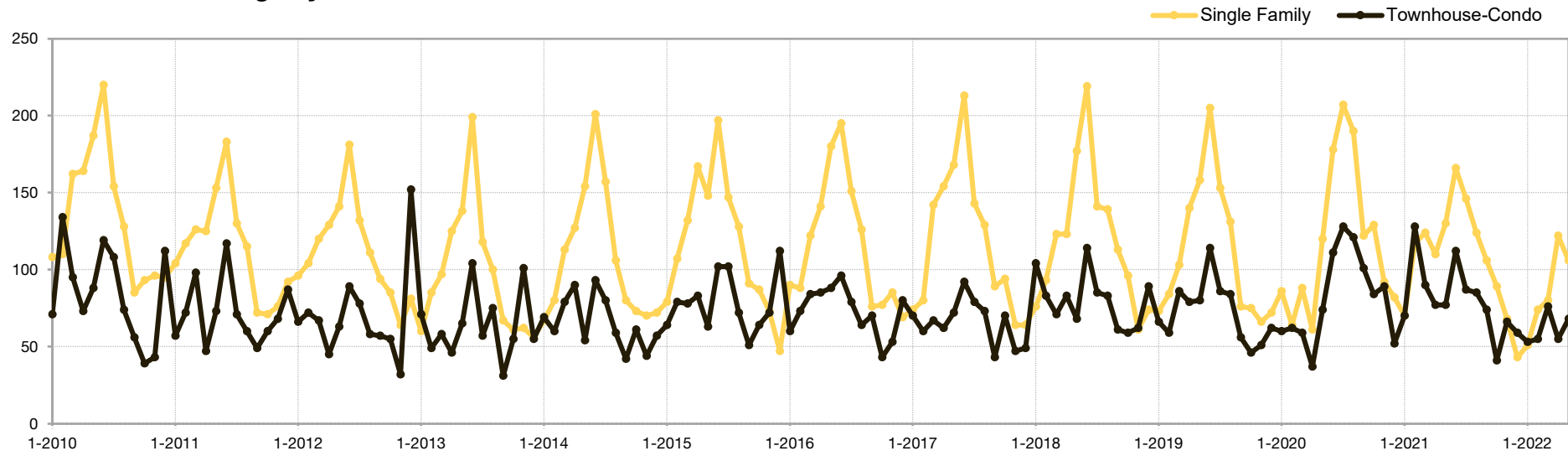


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2021	166	-6.7%	112	+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%	41	-51.2%
Nov-2021	68	-26.1%	66	-25.8%
Dec-2021	43	-47.6%	59	+13.5%
Jan-2022	51	-27.1%	53	-24.3%
Feb-2022	74	-36.8%	55	-57.0%
Mar-2022	80	-35.5%	76	-15.6%
Apr-2022	122	+10.9%	55	-28.6%
May-2022	106	-18.5%	68	-11.7%

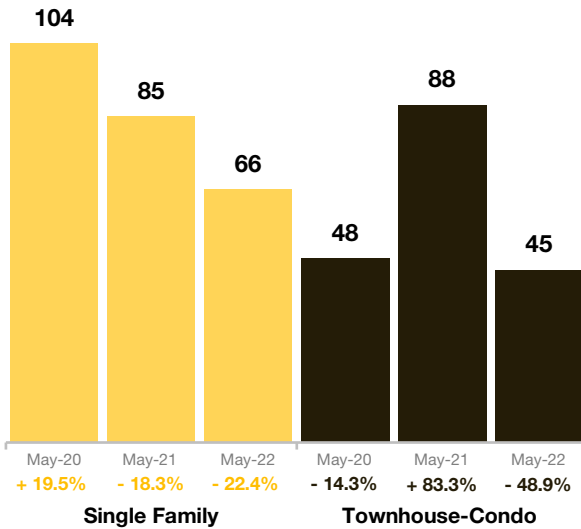
Historical New Listings by Month



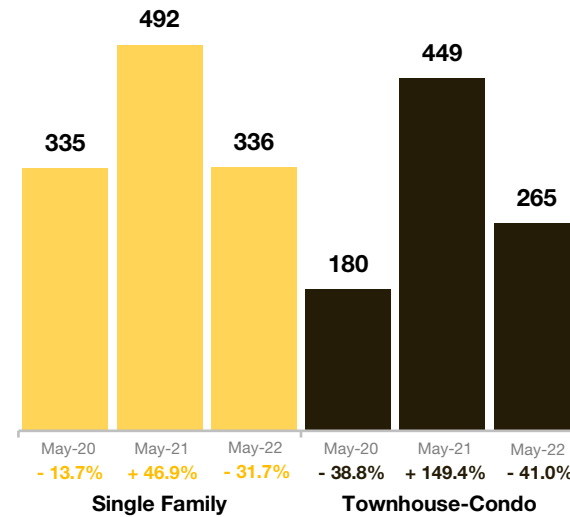
Pending Sales



May

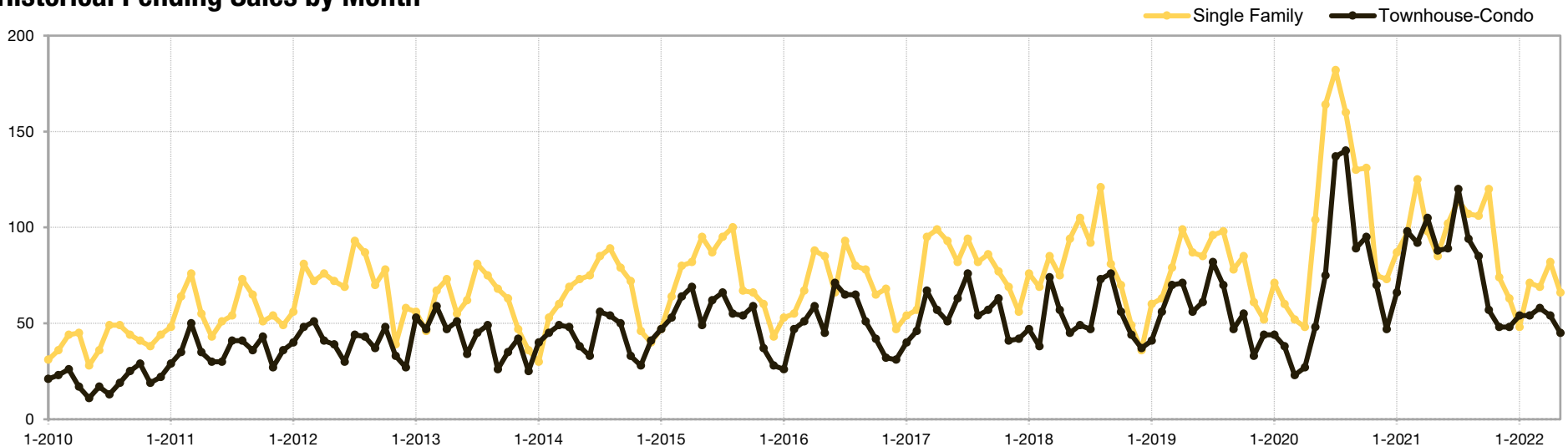


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	57	-40.0%
Nov-2021	74	-1.3%	48	-31.4%
Dec-2021	63	-13.7%	48	+2.1%
Jan-2022	48	-44.8%	54	-18.2%
Feb-2022	71	-26.8%	54	-44.9%
Mar-2022	69	-44.8%	58	-37.0%
Apr-2022	82	-16.3%	54	-48.6%
May-2022	66	-22.4%	45	-48.9%

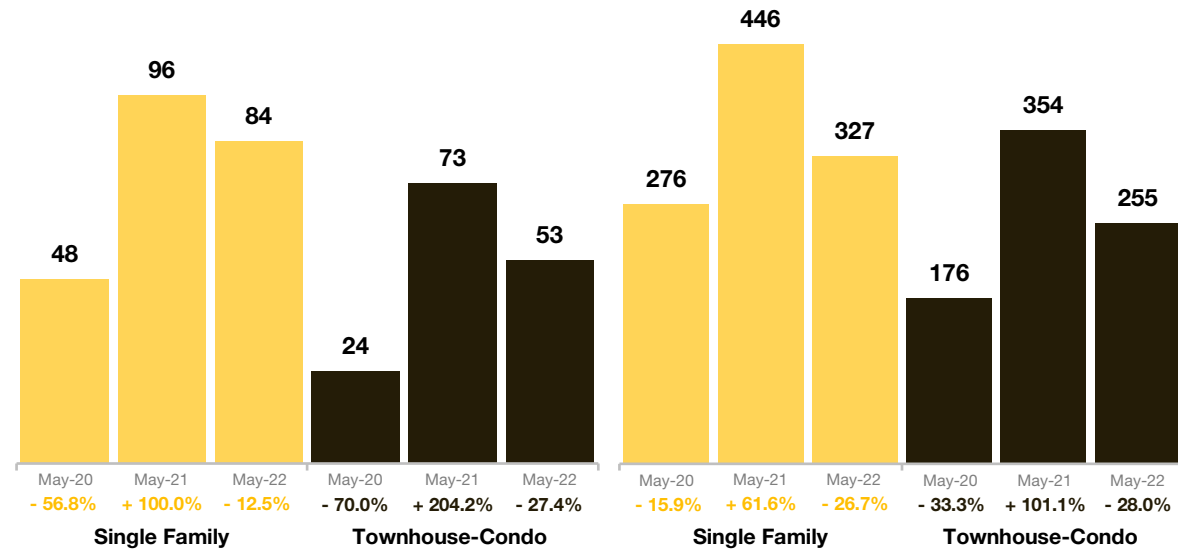
Historical Pending Sales by Month



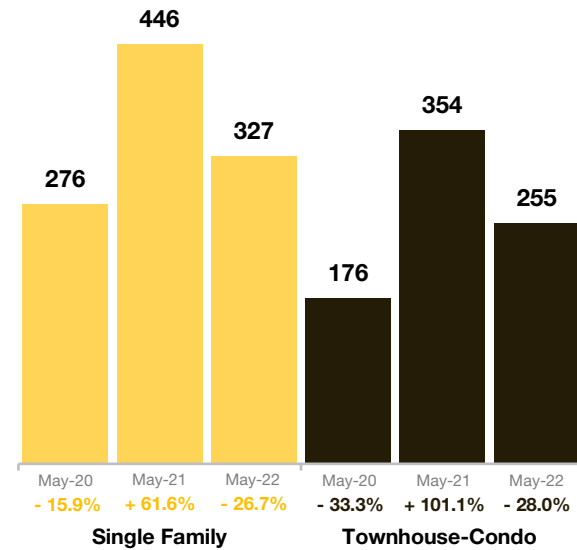
Sold Listings



May

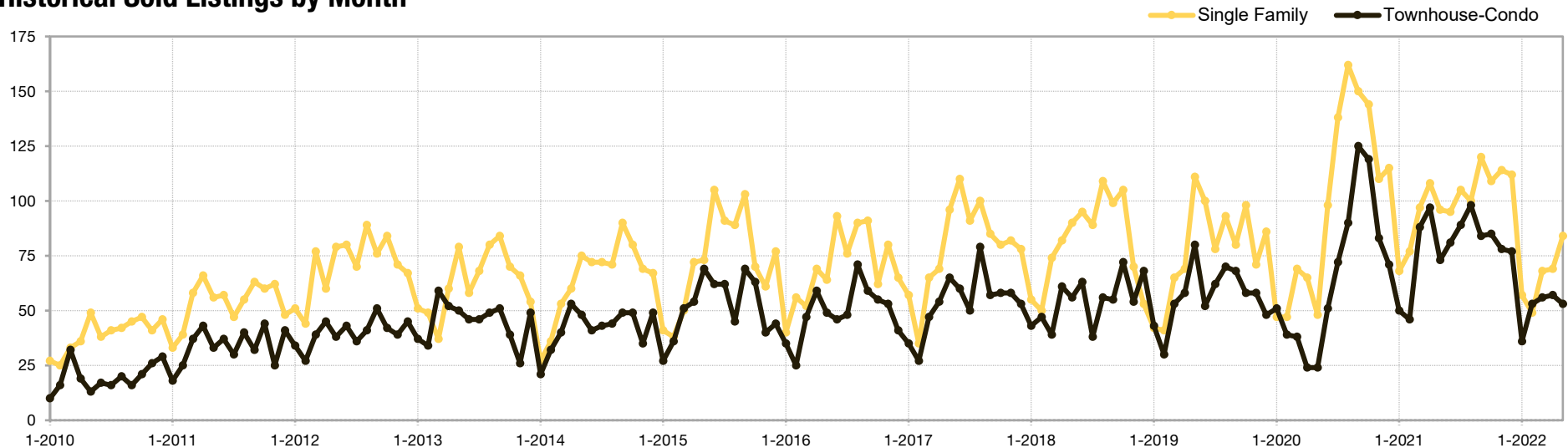


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	57	-41.2%
May-2022	84	-12.5%	53	-27.4%

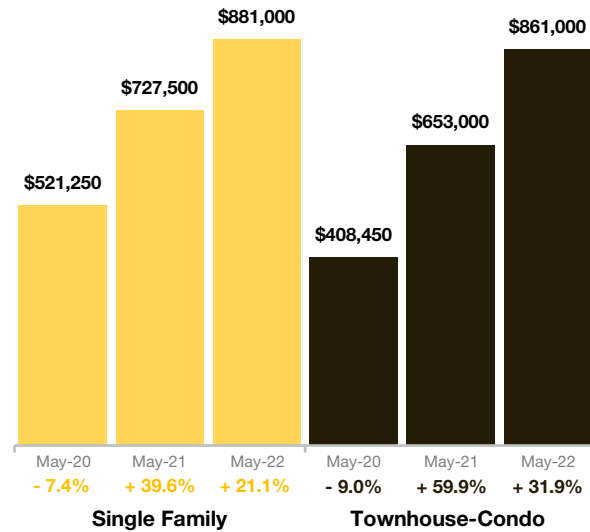
Historical Sold Listings by Month



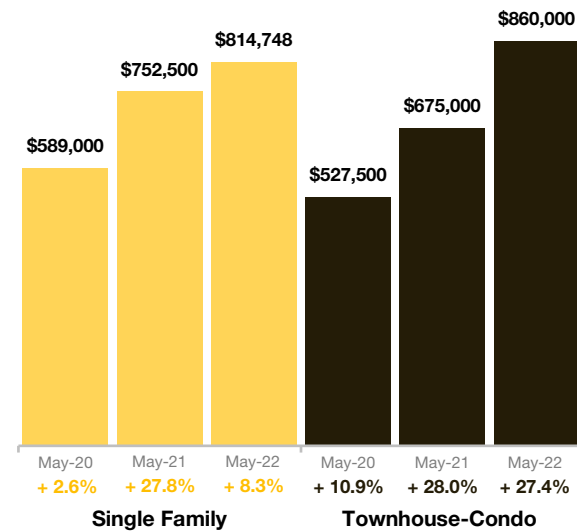
Median Sales Price



May

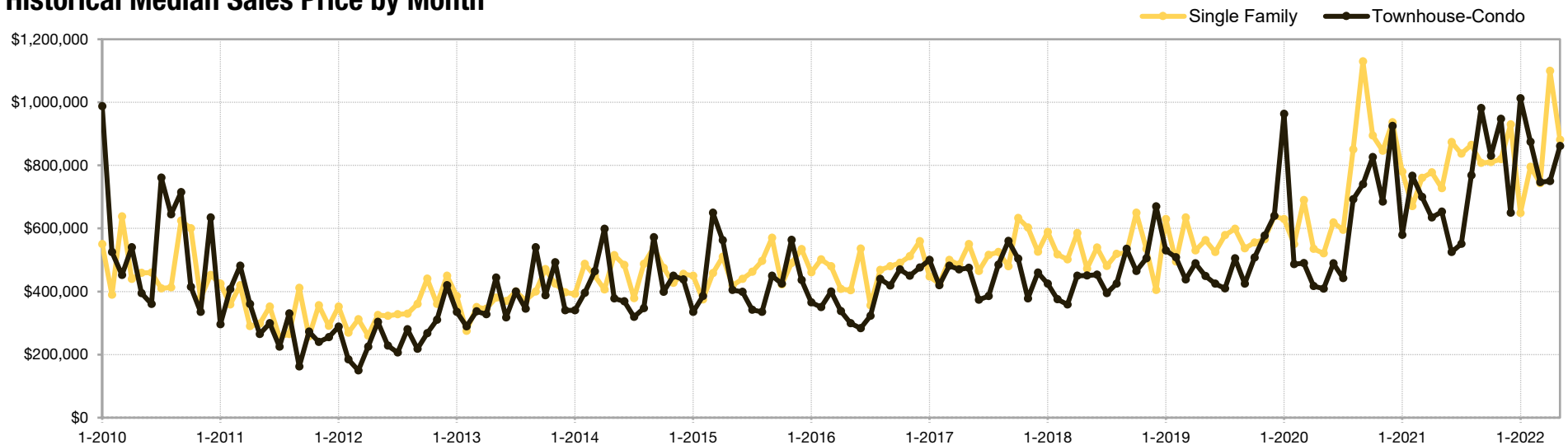


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	\$750,000	+18.1%
May-2022	\$881,000	+21.1%	\$861,000	+31.9%

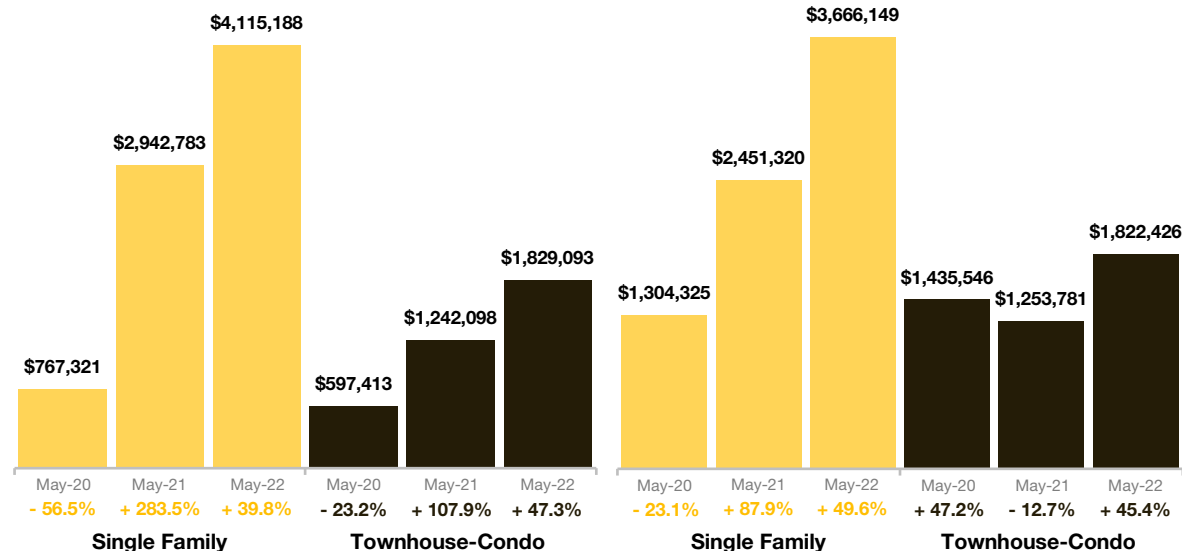
Historical Median Sales Price by Month



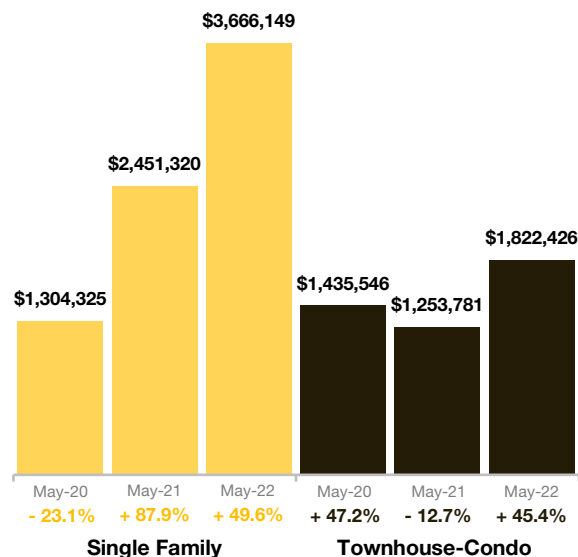
Average Sales Price



May

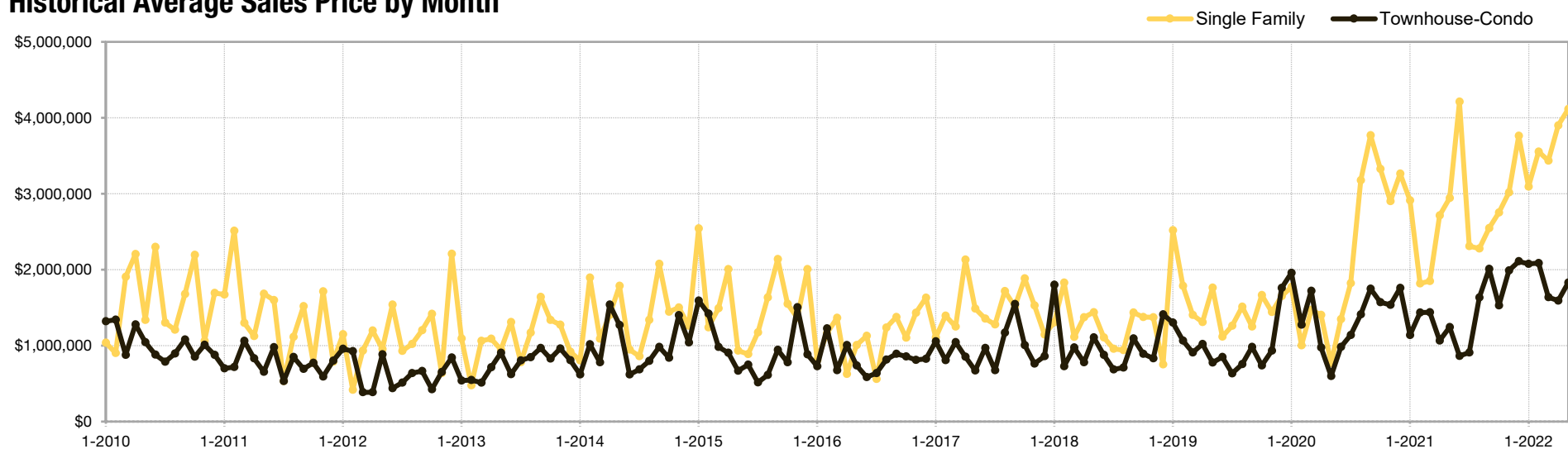


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	\$1,592,420	+49.2%
May-2022	\$4,115,188	+39.8%	\$1,829,093	+47.3%

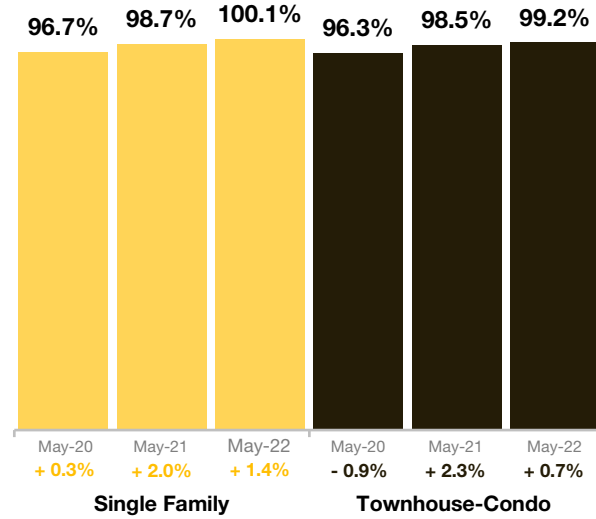
Historical Average Sales Price by Month



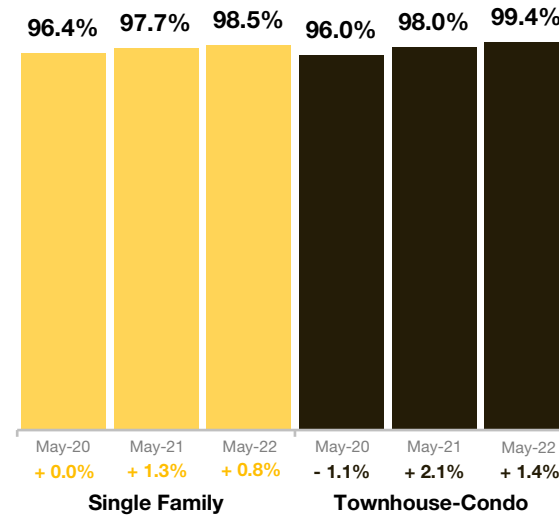
Percent of List Price Received



May

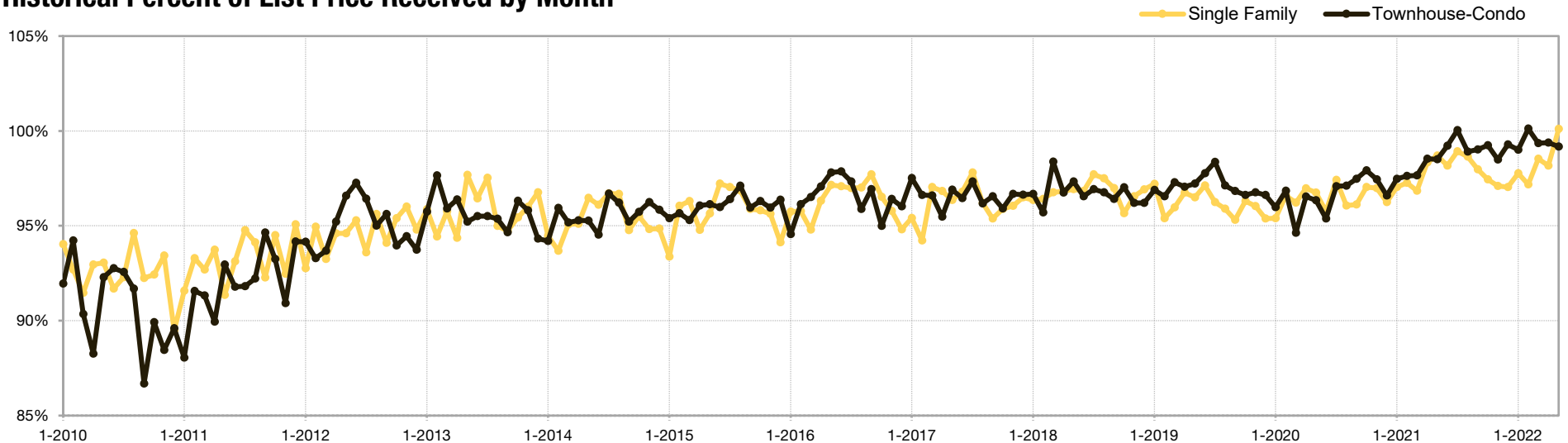


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	99.4%	+0.9%
May-2022	100.1%	+1.4%	99.2%	+0.7%

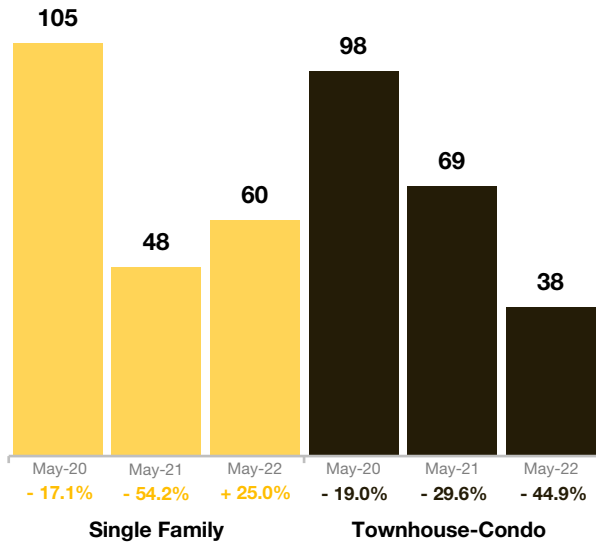
Historical Percent of List Price Received by Month



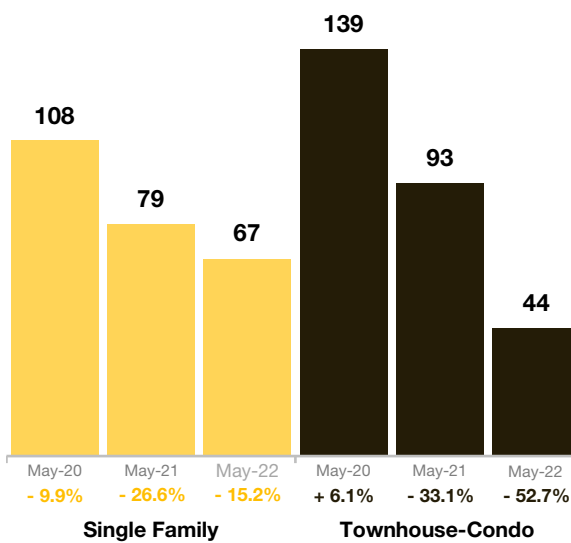
Days on Market Until Sale



May

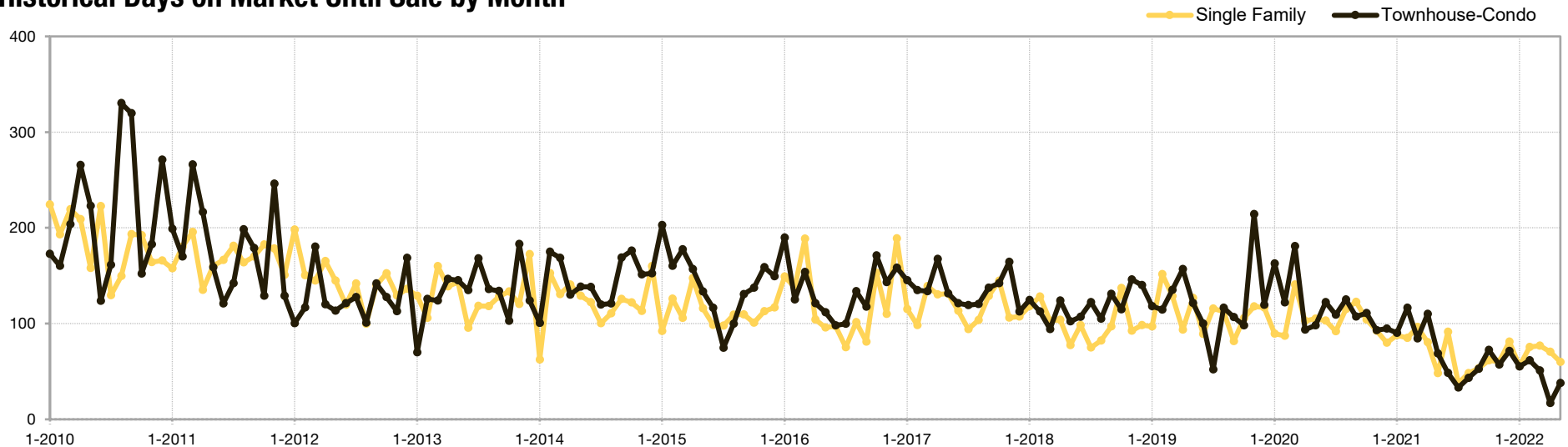


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
May-2022	60	+25.0%	38	-44.9%

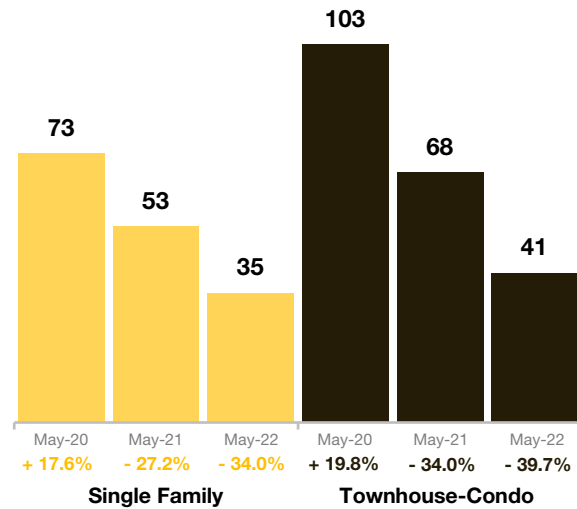
Historical Days on Market Until Sale by Month



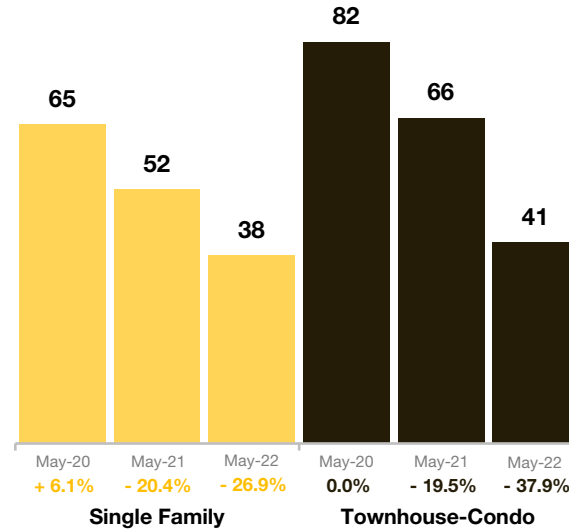
Housing Affordability Index



May

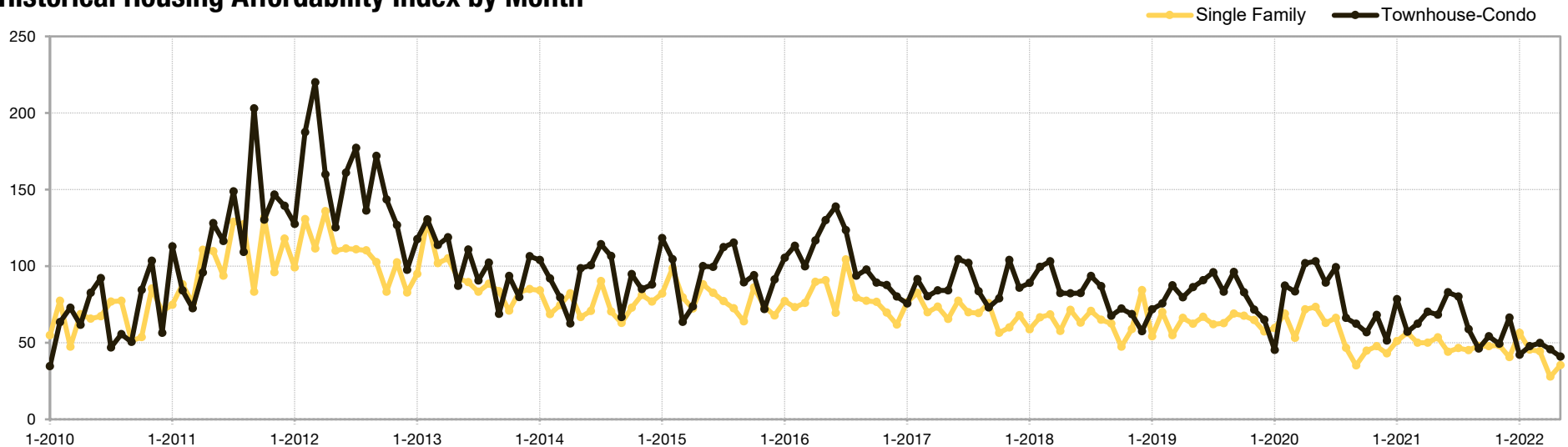


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
May-2022	35	-34.0%	41	-39.7%

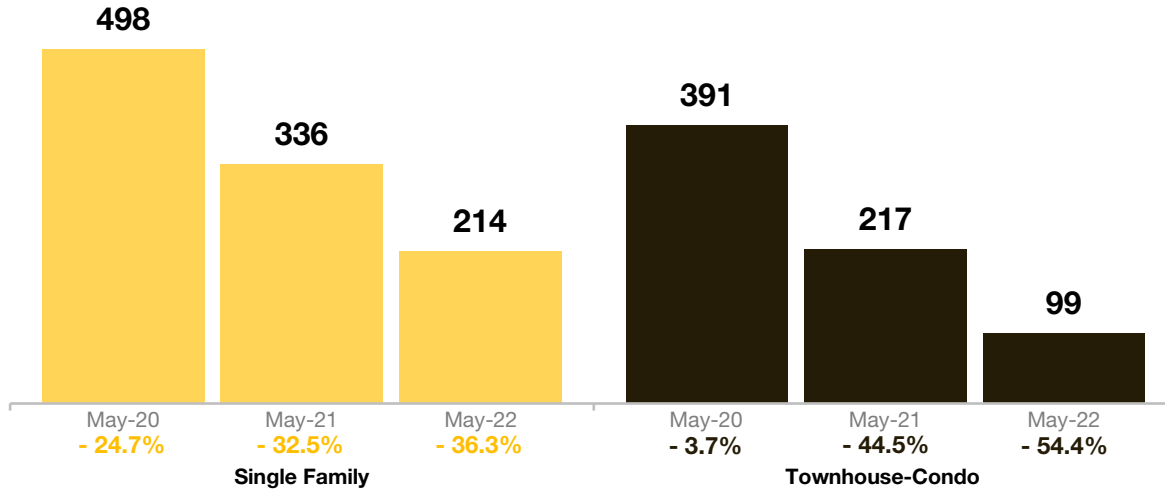
Historical Housing Affordability Index by Month



Inventory of Active Listings

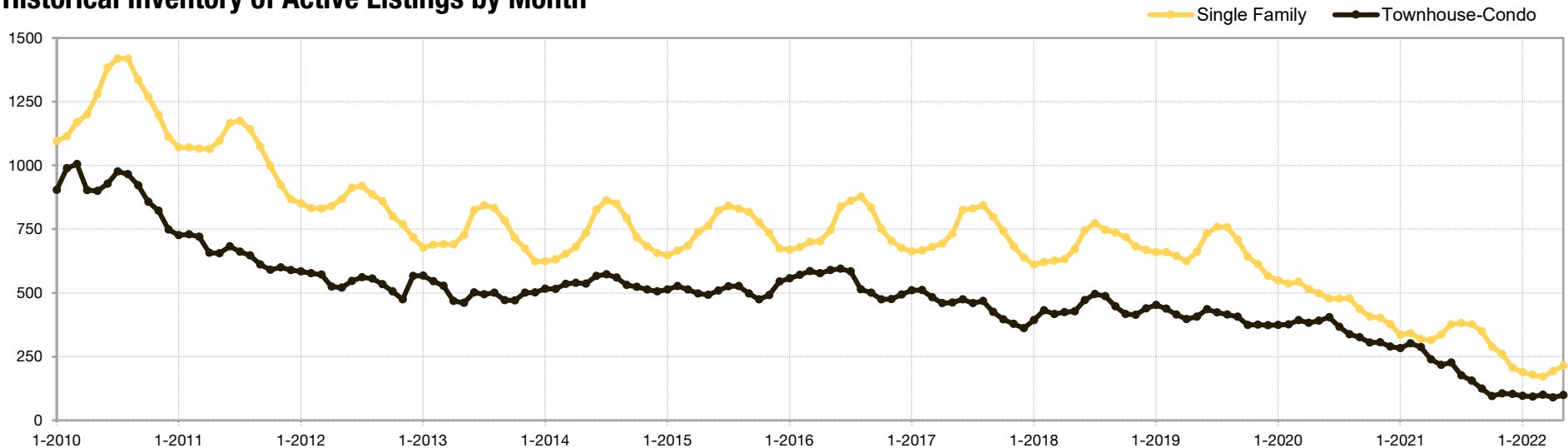


May



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2021	376	-21.3%	227	-43.8%
Jul-2021	381	-20.3%	177	-51.8%
Aug-2021	376	-21.5%	156	-53.8%
Sep-2021	349	-20.1%	124	-62.0%
Oct-2021	289	-28.8%	95	-68.9%
Nov-2021	260	-35.3%	105	-65.7%
Dec-2021	207	-45.1%	103	-64.4%
Jan-2022	189	-43.6%	96	-66.1%
Feb-2022	179	-47.7%	93	-69.2%
Mar-2022	171	-46.4%	100	-65.2%
Apr-2022	192	-39.0%	90	-62.3%
May-2022	214	-36.3%	99	-54.4%

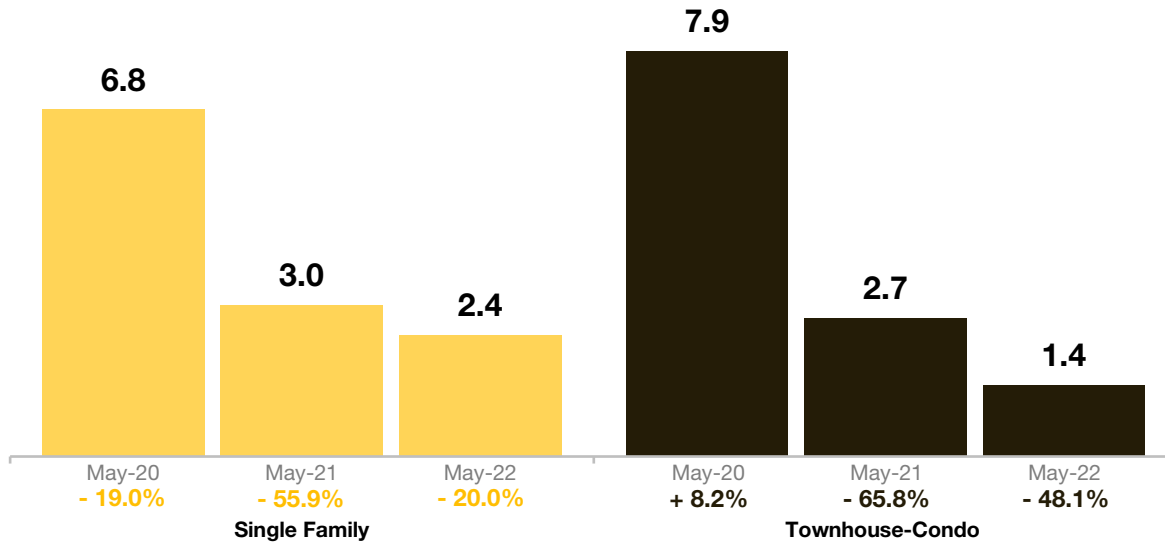
Historical Inventory of Active Listings by Month



Months Supply of Inventory

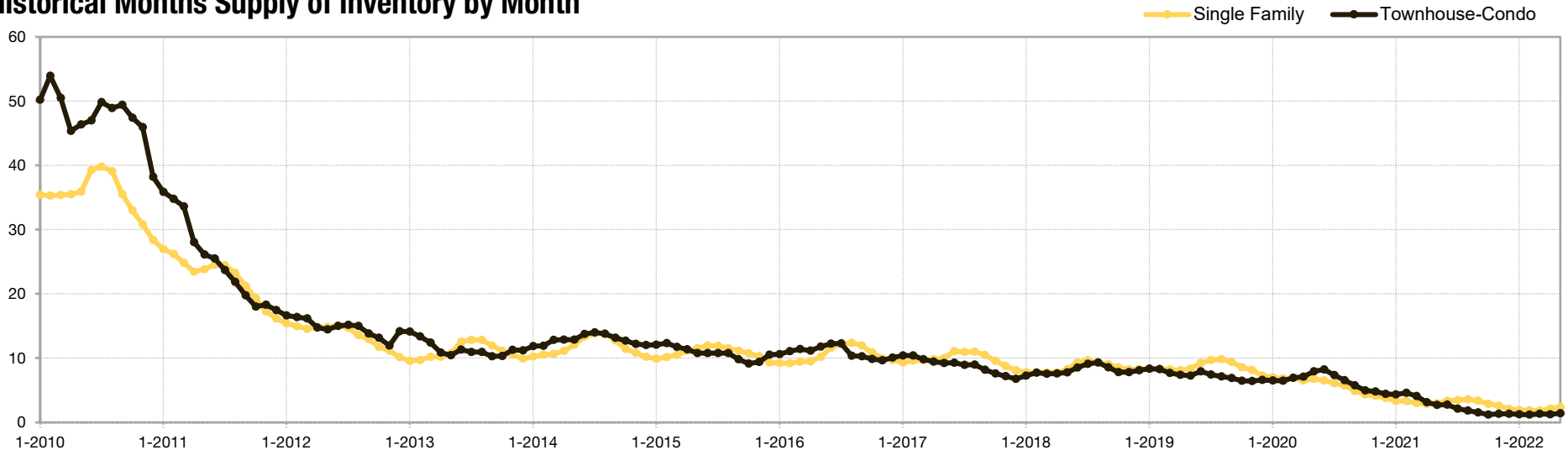


May



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2021	3.3	-49.2%	2.7	-67.1%
Jul-2021	3.4	-44.3%	2.1	-71.2%
Aug-2021	3.6	-36.8%	1.8	-72.3%
Sep-2021	3.4	-30.6%	1.5	-74.1%
Oct-2021	2.9	-32.6%	1.2	-76.0%
Nov-2021	2.6	-36.6%	1.3	-72.9%
Dec-2021	2.1	-44.7%	1.3	-70.5%
Jan-2022	1.9	-42.4%	1.2	-72.1%
Feb-2022	1.8	-45.5%	1.2	-73.9%
Mar-2022	1.8	-40.0%	1.3	-68.3%
Apr-2022	2.1	-27.6%	1.2	-61.3%
May-2022	2.4	-20.0%	1.4	-48.1%

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.



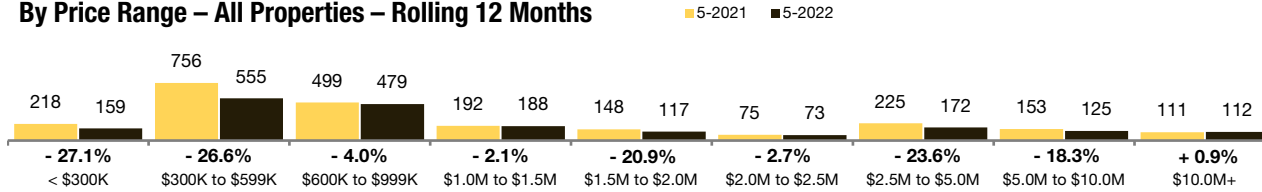
Key Metrics	Historical Sparkbars	5-2021	5-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		213	178	- 16.4%	1,021	775	- 24.1%
Pending Sales		177	118	- 33.3%	964	623	- 35.4%
Sold Listings		177	142	- 19.8%	816	599	- 26.6%
Median Sales Price		\$700,000	\$855,500	+ 22.2%	\$703,500	\$814,748	+ 15.8%
Avg. Sales Price		\$2,222,632	\$3,123,230	+ 40.5%	\$1,915,271	\$2,783,699	+ 45.3%
Pct. of List Price Received		98.4%	99.6%	+ 1.2%	97.8%	98.8%	+ 1.0%
Days on Market		66	50	- 24.2%	87	56	- 35.6%
Affordability Index		56	36	- 35.7%	55	38	- 30.9%
Active Listings		570	339	- 40.5%	--	--	--
Months Supply		2.9	2.1	- 27.6%	--	--	--

Sold Listings

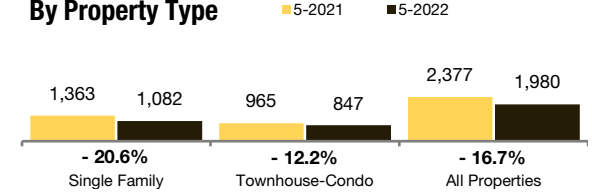
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	5-2021	5-2022	Change	5-2021	5-2022	Change
\$299,999 and Below	57	18	-68.4%	142	107	-24.6%
\$300,000 to \$599,999	455	316	-30.5%	292	232	-20.5%
\$600,000 to \$999,999	296	295	-0.3%	200	180	-10.0%
\$1,000,000 to \$1,499,999	115	95	-17.4%	75	92	+22.7%
\$1,500,000 to \$1,999,999	85	64	-24.7%	58	52	-10.3%
\$2,000,000 to \$2,499,999	31	39	+25.8%	43	34	-20.9%
\$2,500,000 to \$4,999,999	112	78	-30.4%	109	93	-14.7%
\$5,000,000 to \$9,999,999	112	82	-26.8%	37	43	+16.2%
\$10,000,000 and Above	100	95	-5.0%	9	14	+55.6%
All Price Ranges	1,363	1,082	-20.6%	965	847	-12.2%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	4-2022	5-2022	Change	4-2022	5-2022	Change
Single Family	1	1	0.0%	4	4	0.0%
Townhouse-Condo	18	24	+33.3%	19	12	-36.8%
Single Family	15	22	+46.7%	15	14	-6.7%
Townhouse-Condo	2	9	+350.0%	4	8	+100.0%
Single Family	5	9	+80.0%	3	2	-33.3%
Townhouse-Condo	4	3	-25.0%	1	2	+100.0%
Single Family	5	7	+40.0%	7	5	-28.6%
Townhouse-Condo	9	2	-77.8%	3	5	+66.7%
Single Family	10	7	-30.0%	1	1	0.0%
Townhouse-Condo	69	84	+21.7%	57	53	-7.0%

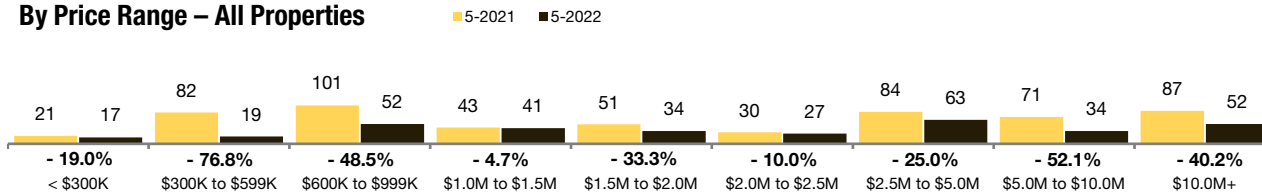
Year to Date

	Single Family			Townhouse-Condo		
	5-2021	5-2022	Change	5-2021	5-2022	Change
Single Family	17	3	-82.4%	46	30	-34.8%
Townhouse-Condo	155	106	-31.6%	107	56	-47.7%
Single Family	100	78	-22.0%	88	62	-29.5%
Townhouse-Condo	42	27	-35.7%	26	25	-3.8%
Single Family	34	24	-29.4%	23	22	-4.3%
Townhouse-Condo	10	13	+30.0%	19	7	-63.2%
Single Family	27	19	-29.6%	34	30	-11.8%
Townhouse-Condo	39	23	-41.0%	10	17	+70.0%
Single Family	22	34	+54.5%	1	6	+500.0%
Townhouse-Condo	446	327	-26.7%	354	255	-28.0%

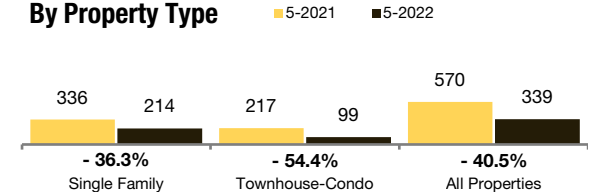
Inventory of Active Listings

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		
	5-2021	5-2022	Change	5-2021	5-2022	Change
\$299,999 and Below	6	0	-100.0%	13	7	-46.2%
\$300,000 to \$599,999	50	13	-74.0%	31	6	-80.6%
\$600,000 to \$999,999	63	36	-42.9%	38	16	-57.9%
\$1,000,000 to \$1,499,999	17	26	+52.9%	25	12	-52.0%
\$1,500,000 to \$1,999,999	23	24	+4.3%	28	10	-64.3%
\$2,000,000 to \$2,499,999	16	11	-31.3%	14	15	+7.1%
\$2,500,000 to \$4,999,999	42	41	-2.4%	40	19	-52.5%
\$5,000,000 to \$9,999,999	50	22	-56.0%	20	11	-45.0%
\$10,000,000 and Above	69	41	-40.6%	8	3	-62.5%
All Price Ranges	336	214	-36.3%	217	99	-54.4%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	4-2022	5-2022	Change	4-2022	5-2022	Change
Single Family	0	0	--	7	7	0.0%
Townhouse-Condo	15	13	-13.3%	10	6	-40.0%
Single Family	28	36	+28.6%	20	16	-20.0%
Townhouse-Condo	23	26	+13.0%	9	12	+33.3%
Single Family	17	24	+41.2%	6	10	+66.7%
Townhouse-Condo	7	11	+57.1%	15	15	0.0%
Single Family	40	41	+2.5%	15	19	+26.7%
Townhouse-Condo	21	22	+4.8%	6	11	+83.3%
Single Family	41	41	0.0%	2	3	+50.0%
Townhouse-Condo	192	214	+11.5%	90	99	+10.0%

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.