

Monthly Indicators



June 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 13.3 percent for single family homes and 10.7 percent for townhouse-condo properties. Pending Sales decreased 37.3 percent for single family homes and 31.5 percent for townhouse-condo properties.

The Median Sales Price was down 2.9 percent to \$849,032 for single family homes but increased 64.8 percent to \$865,000 for townhouse-condo properties. Days on Market decreased 26.1 percent for single family homes and 51.0 percent for condo properties.

With monthly mortgage payments up more than 50% compared to this time last year, the rising costs of homeownership have sidelined many prospective buyers. Nationally, the median sales price of existing homes recently exceeded \$400,000 for the first time ever, a 15% increase from the same period a year ago, according to the National Association of REALTORS®. As existing home sales continue to soften nationwide, housing supply is slowly improving, with inventory up for the second straight month. In time, price growth is expected to moderate as supply grows; for now, however, inventory remains low, and buyers are feeling the squeeze of higher prices all around.

Activity Snapshot

- 24.5% **+ 25.3%** **- 26.8%**

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	6-2021	6-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		166	144	- 13.3%	718	591	- 17.7%
Pending Sales		102	64	- 37.3%	596	393	- 34.1%
Sold Listings		95	74	- 22.1%	541	403	- 25.5%
Median Sales Price		\$874,000	\$849,032	- 2.9%	\$775,000	\$815,000	+ 5.2%
Avg. Sales Price		\$4,211,199	\$3,160,397	- 25.0%	\$2,760,356	\$3,558,437	+ 28.9%
Pct. of List Price Received		98.2%	98.9%	+ 0.7%	97.8%	98.5%	+ 0.7%
Days on Market		92	68	- 26.1%	81	67	- 17.3%
Affordability Index		44	35	- 20.5%	50	37	- 26.0%
Active Listings		376	294	- 21.8%	--	--	--
Months Supply		3.3	3.3	0.0%	--	--	--

Townhouse-Condo Market Overview

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

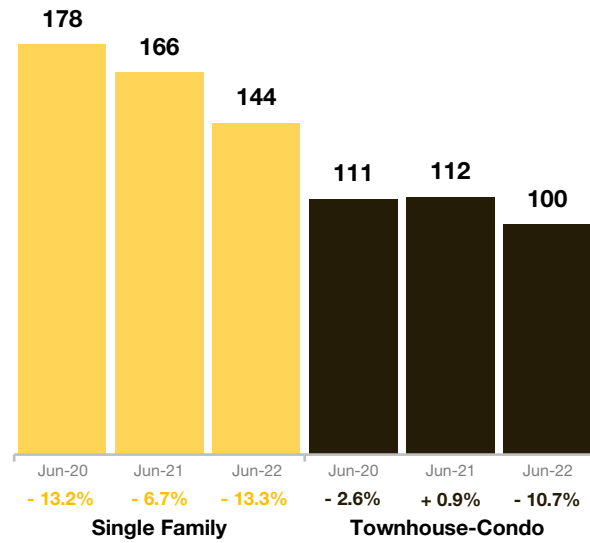


Key Metrics	Historical Sparkbars	6-2021	6-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		112	100	- 10.7%	554	412	- 25.6%
Pending Sales		89	61	- 31.5%	538	327	- 39.2%
Sold Listings		81	60	- 25.9%	435	316	- 27.4%
Median Sales Price		\$525,000	\$865,000	+ 64.8%	\$635,000	\$860,000	+ 35.4%
Avg. Sales Price		\$864,550	\$1,579,125	+ 82.7%	\$1,181,303	\$1,773,989	+ 50.2%
Pct. of List Price Received		99.2%	100.9%	+ 1.7%	98.3%	99.7%	+ 1.4%
Days on Market		49	24	- 51.0%	85	40	- 52.9%
Affordability Index		83	39	- 53.0%	69	39	- 43.5%
Active Listings		227	141	- 37.9%	--	--	--
Months Supply		2.7	2.0	- 25.9%	--	--	--

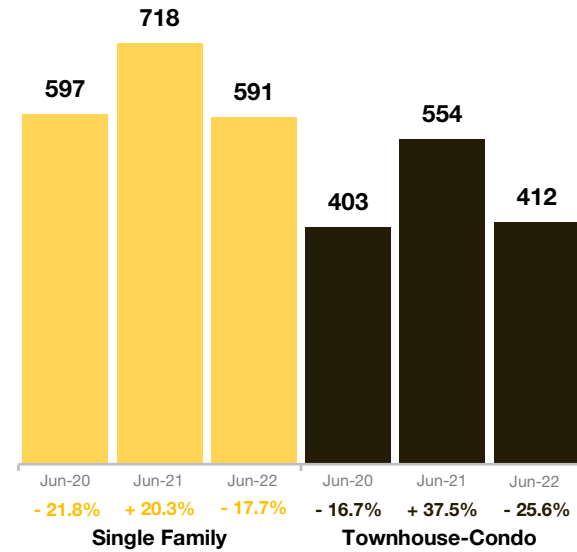
New Listings



June

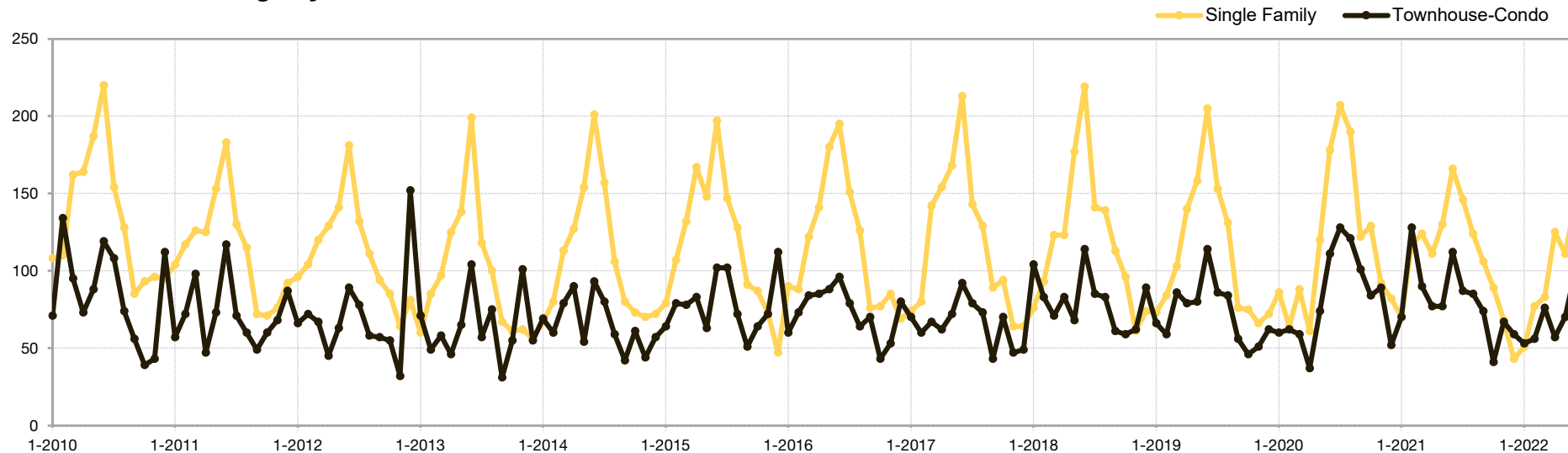


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	67	-24.7%
Dec-2021	43	-47.6%	59	+13.5%
Jan-2022	51	-27.1%	53	-24.3%
Feb-2022	77	-34.2%	56	-56.3%
Mar-2022	83	-33.1%	76	-15.6%
Apr-2022	125	+12.6%	57	-26.0%
May-2022	111	-14.6%	70	-9.1%
Jun-2022	144	-13.3%	100	-10.7%

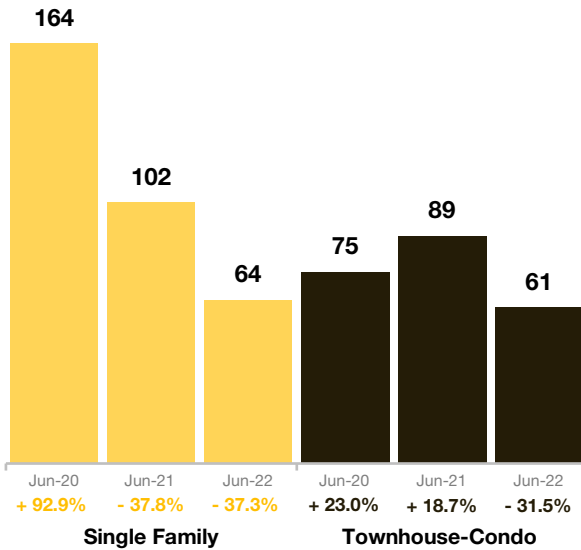
Historical New Listings by Month



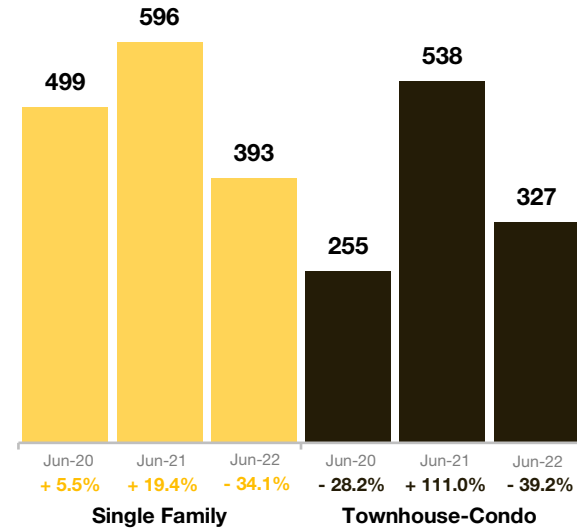
Pending Sales



June

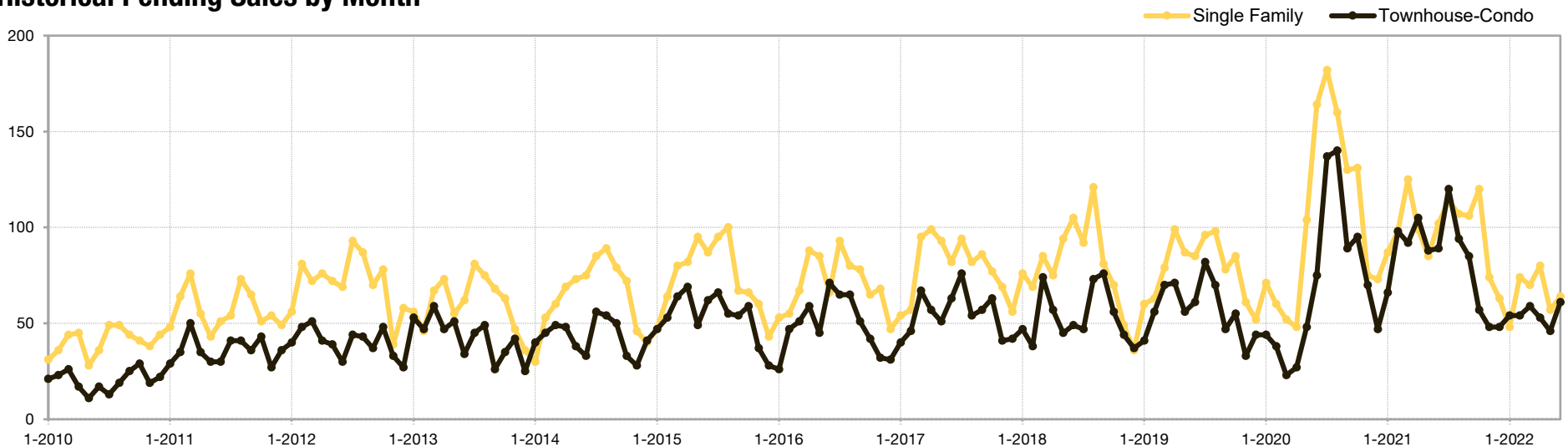


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	74	-24.5%	54	-44.9%
Mar-2022	70	-44.0%	59	-35.9%
Apr-2022	80	-19.2%	53	-49.5%
May-2022	57	-32.9%	46	-47.7%
Jun-2022	64	-37.3%	61	-31.5%

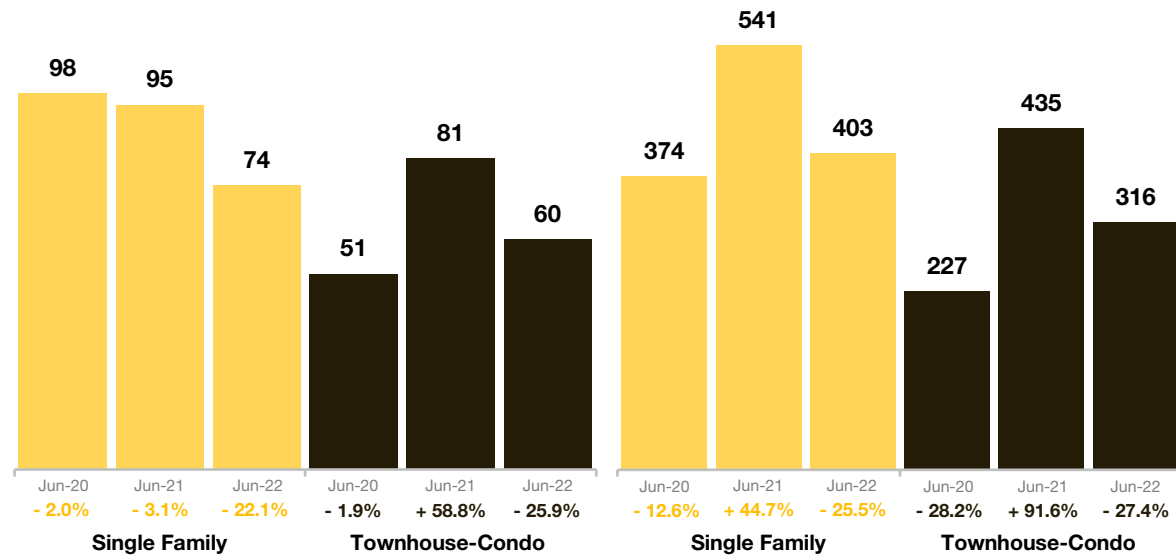
Historical Pending Sales by Month



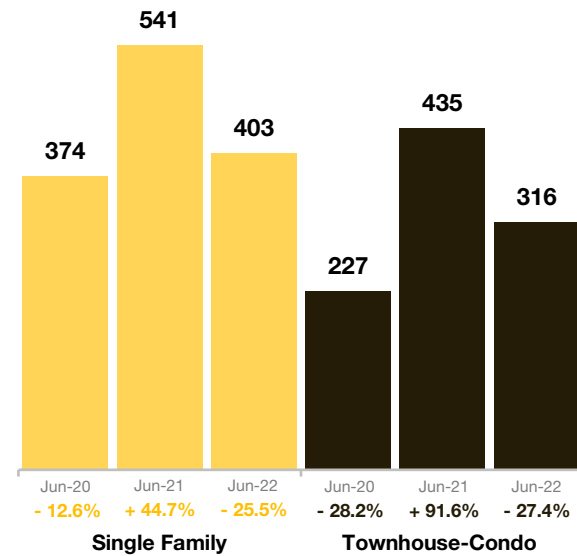
Sold Listings



June

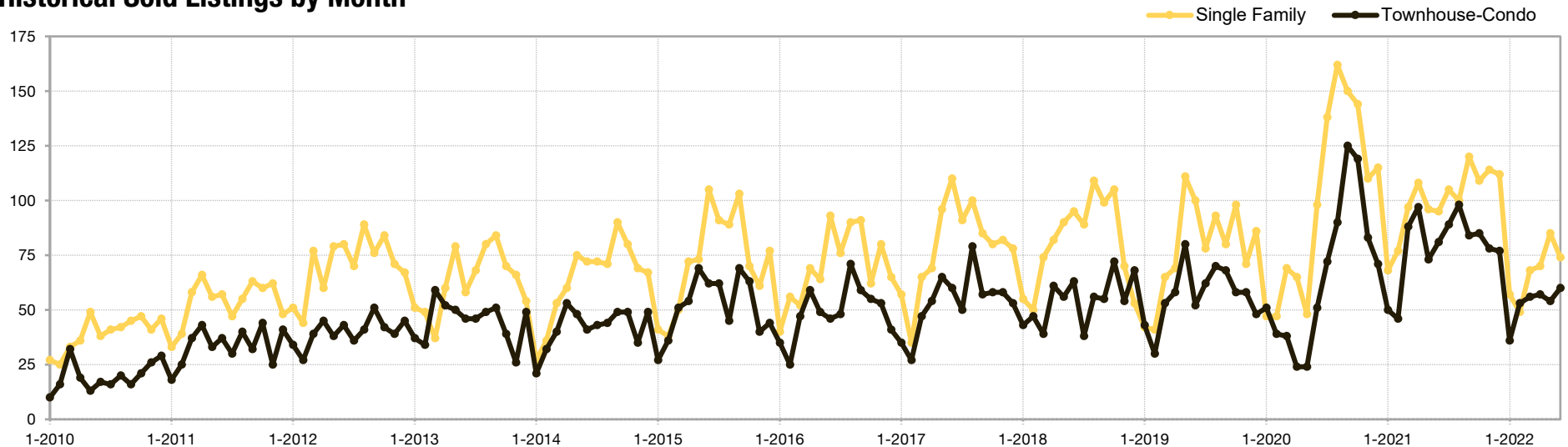


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	70	-35.2%	57	-41.2%
May-2022	85	-11.5%	54	-26.0%
Jun-2022	74	-22.1%	60	-25.9%

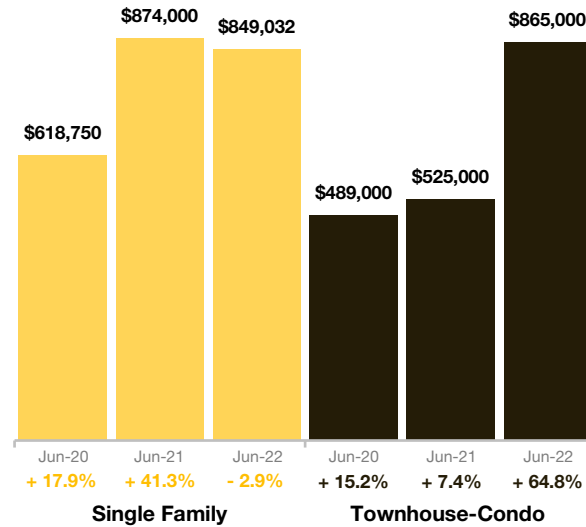
Historical Sold Listings by Month



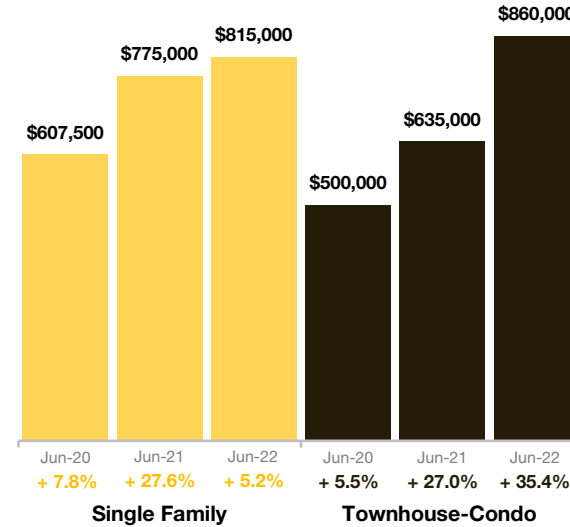
Median Sales Price



June

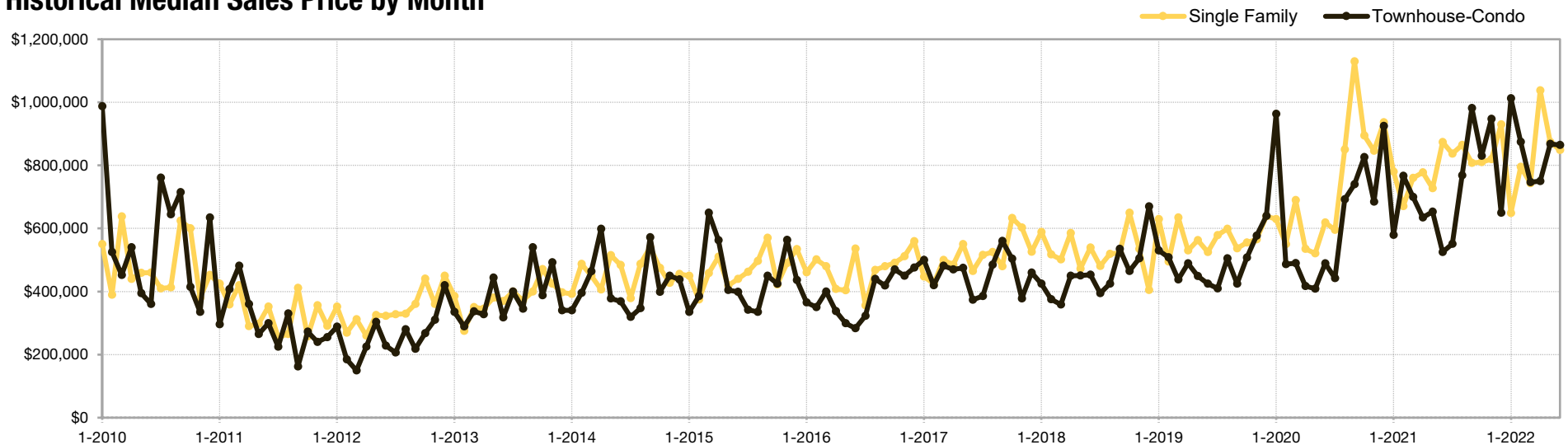


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$1,037,500	+33.4%	\$750,000	+18.1%
May-2022	\$874,000	+20.1%	\$868,000	+32.9%
Jun-2022	\$849,032	-2.9%	\$865,000	+64.8%

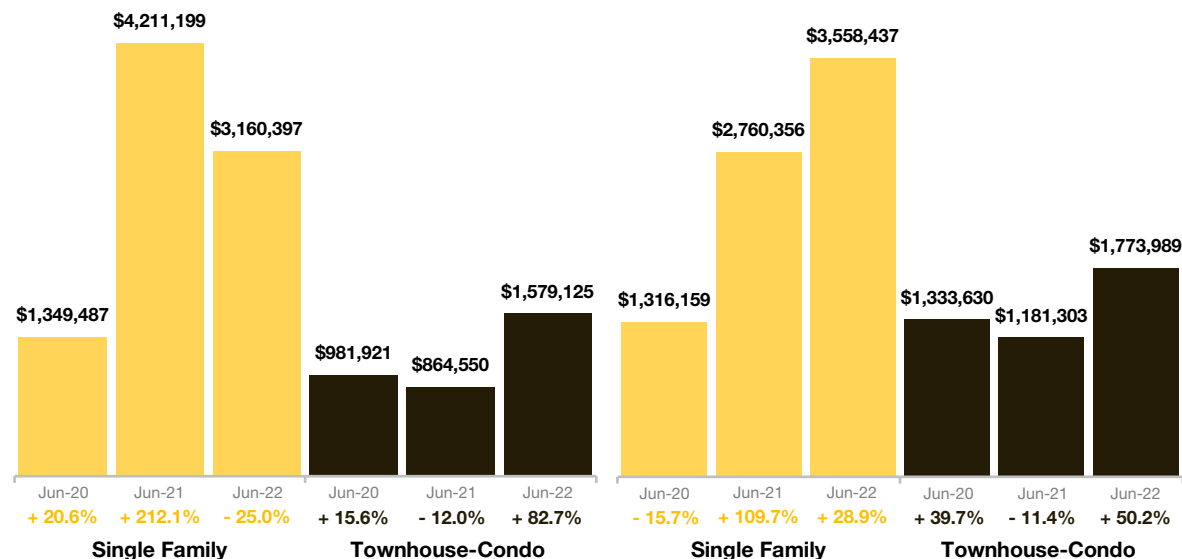
Historical Median Sales Price by Month



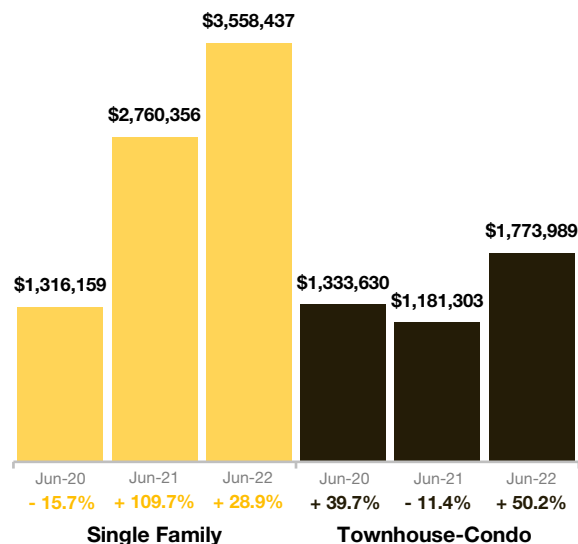
Average Sales Price



June

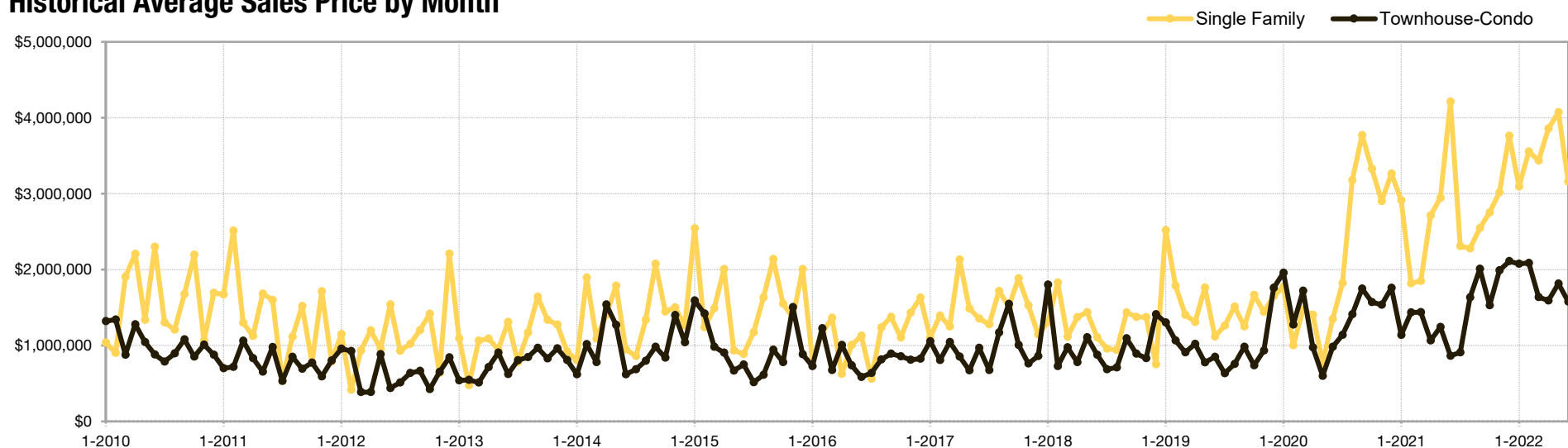


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$3,856,308	+42.0%	\$1,592,420	+49.2%
May-2022	\$4,072,068	+38.4%	\$1,815,860	+46.2%
Jun-2022	\$3,160,397	-25.0%	\$1,579,125	+82.7%

Historical Average Sales Price by Month

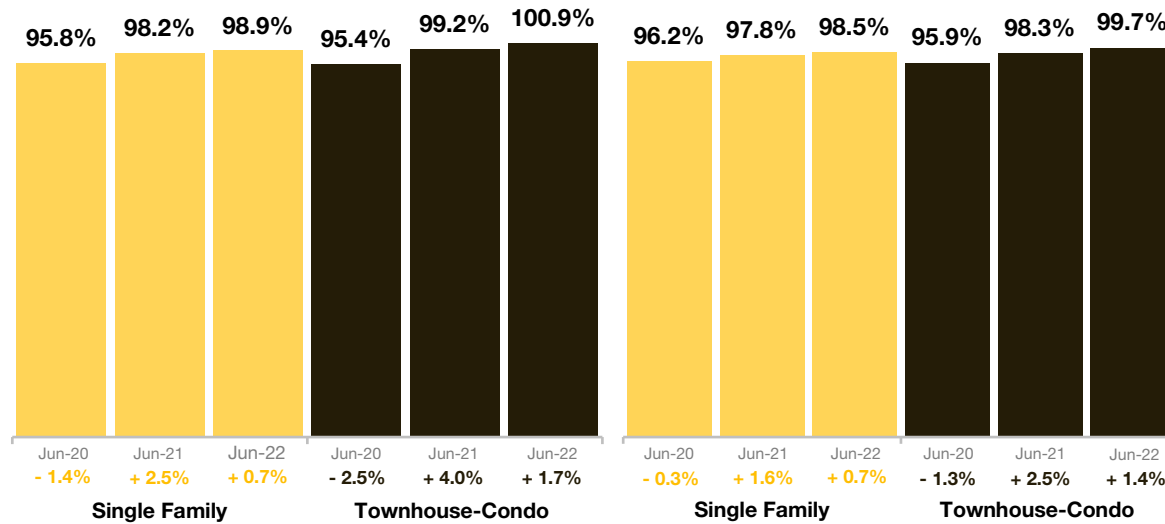


Percent of List Price Received



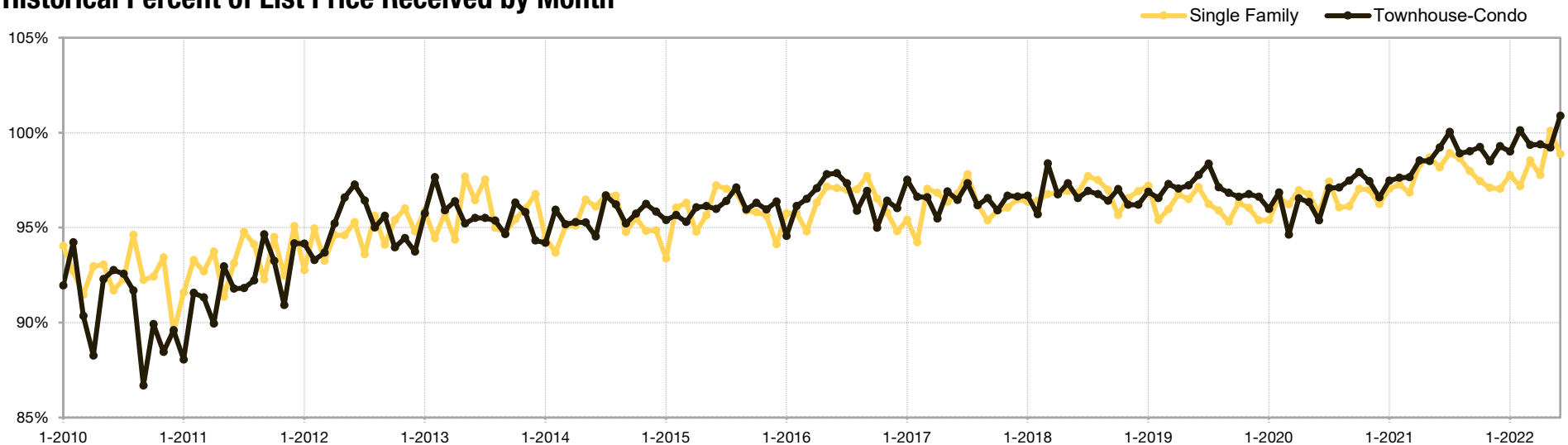
June

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	97.8%	-0.5%	99.4%	+0.9%
May-2022	100.1%	+1.4%	99.2%	+0.7%
Jun-2022	98.9%	+0.7%	100.9%	+1.7%

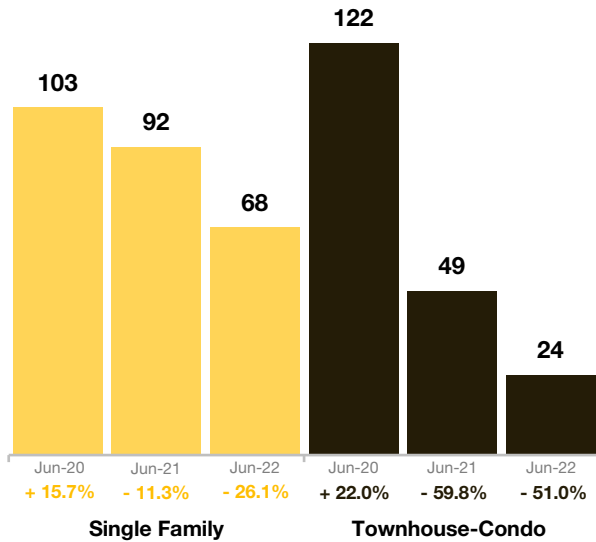
Historical Percent of List Price Received by Month



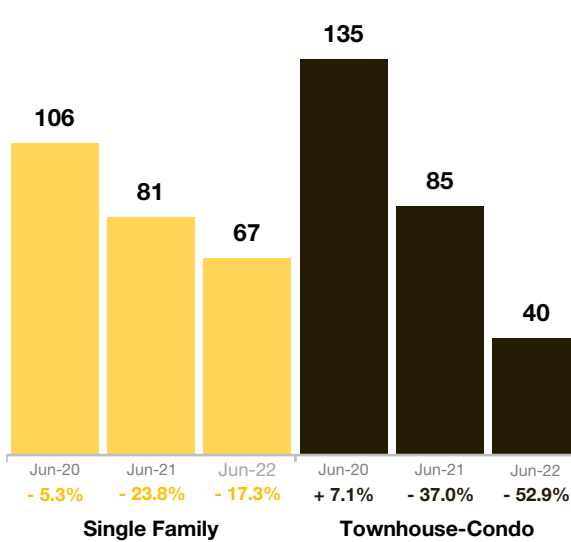
Days on Market Until Sale



June

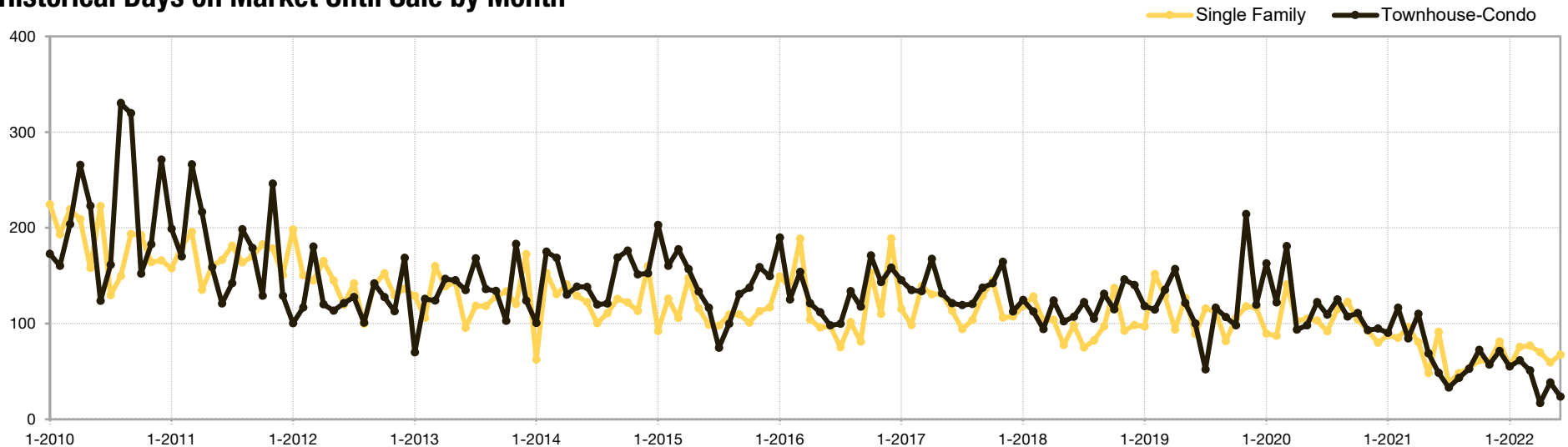


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	70	-13.6%	17	-84.5%
May-2022	59	+22.9%	39	-43.5%
Jun-2022	68	-26.1%	24	-51.0%

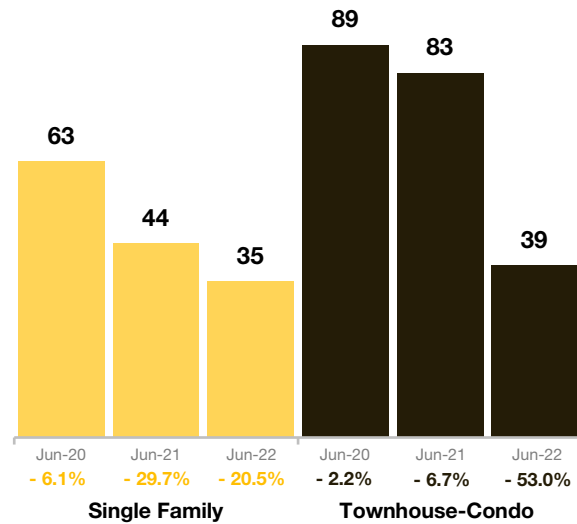
Historical Days on Market Until Sale by Month



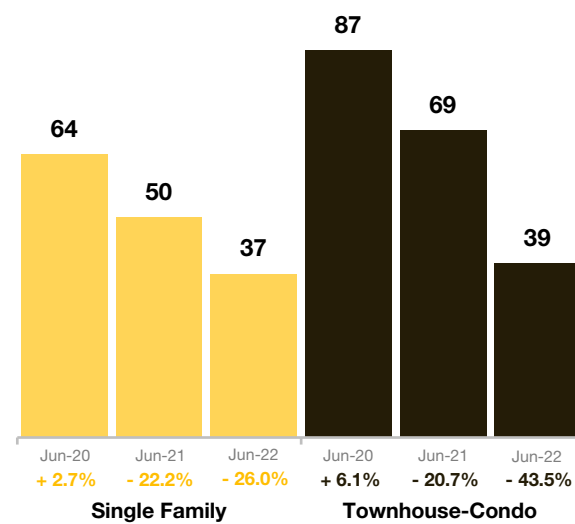
Housing Affordability Index



June

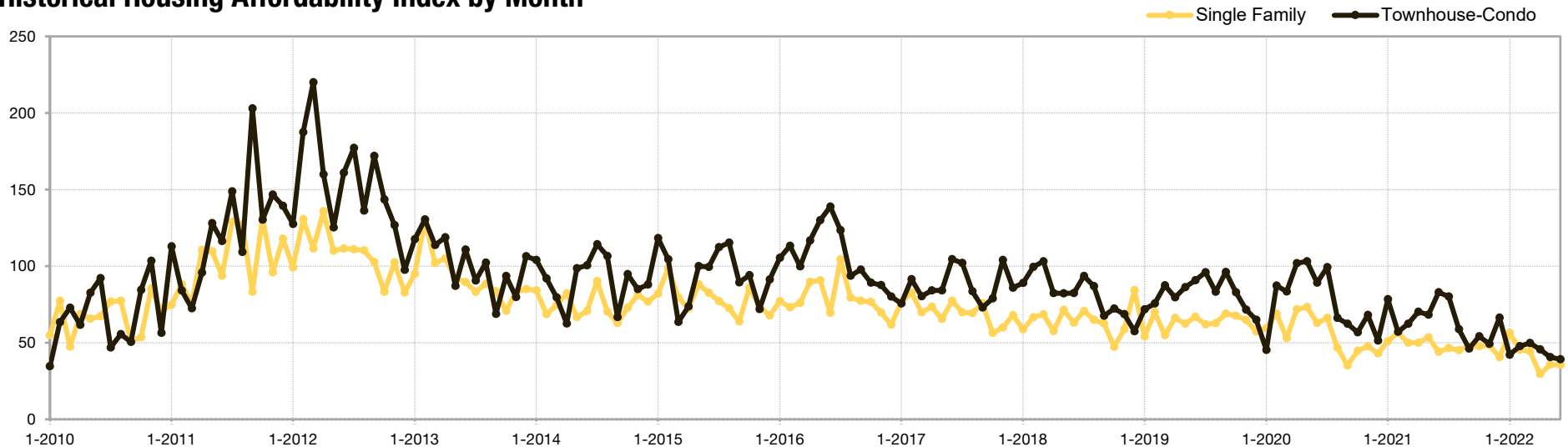


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	30	-40.0%	46	-34.3%
May-2022	36	-32.1%	41	-39.7%
Jun-2022	35	-20.5%	39	-53.0%

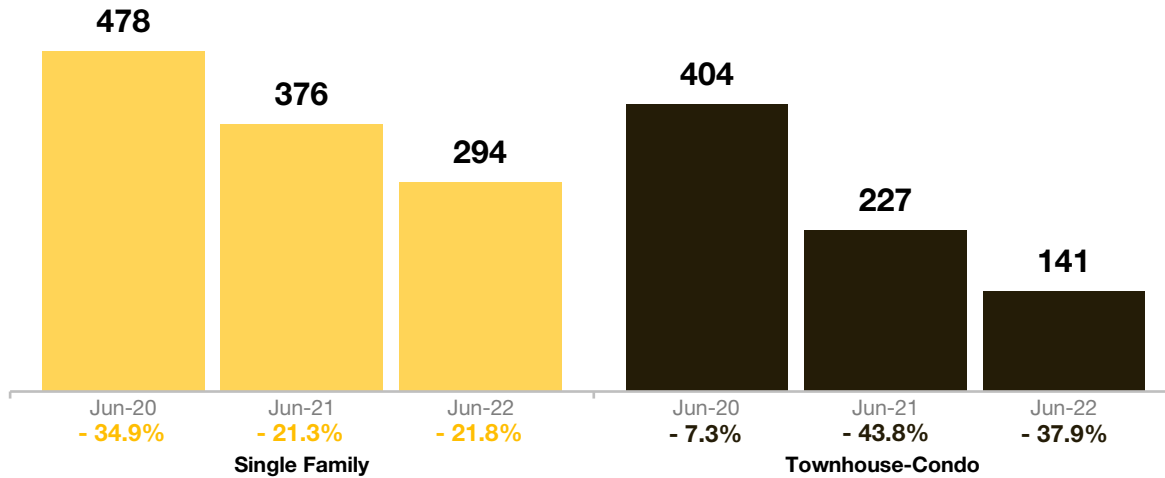
Historical Housing Affordability Index by Month



Inventory of Active Listings

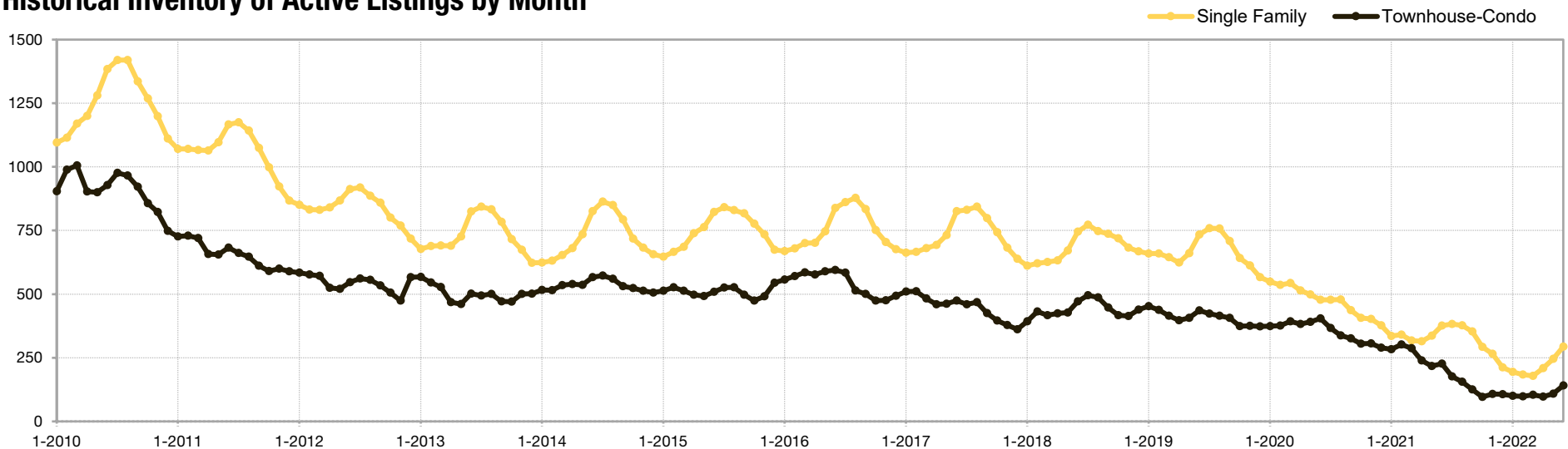


June



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2021	382	-20.1%	177	-51.8%
Aug-2021	377	-21.3%	156	-53.8%
Sep-2021	353	-19.2%	125	-61.7%
Oct-2021	293	-27.8%	96	-68.5%
Nov-2021	265	-34.1%	108	-64.7%
Dec-2021	212	-43.8%	106	-63.3%
Jan-2022	194	-42.1%	100	-64.7%
Feb-2022	184	-46.0%	98	-67.5%
Mar-2022	179	-43.7%	104	-63.8%
Apr-2022	209	-33.7%	97	-59.4%
May-2022	246	-26.8%	109	-49.8%
Jun-2022	294	-21.8%	141	-37.9%

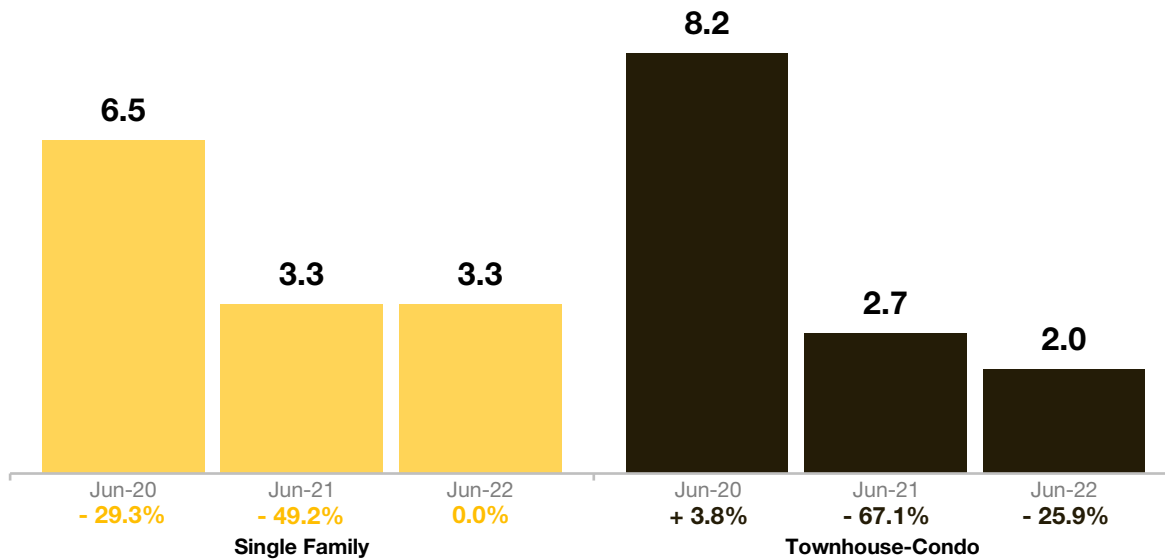
Historical Inventory of Active Listings by Month



Months Supply of Inventory

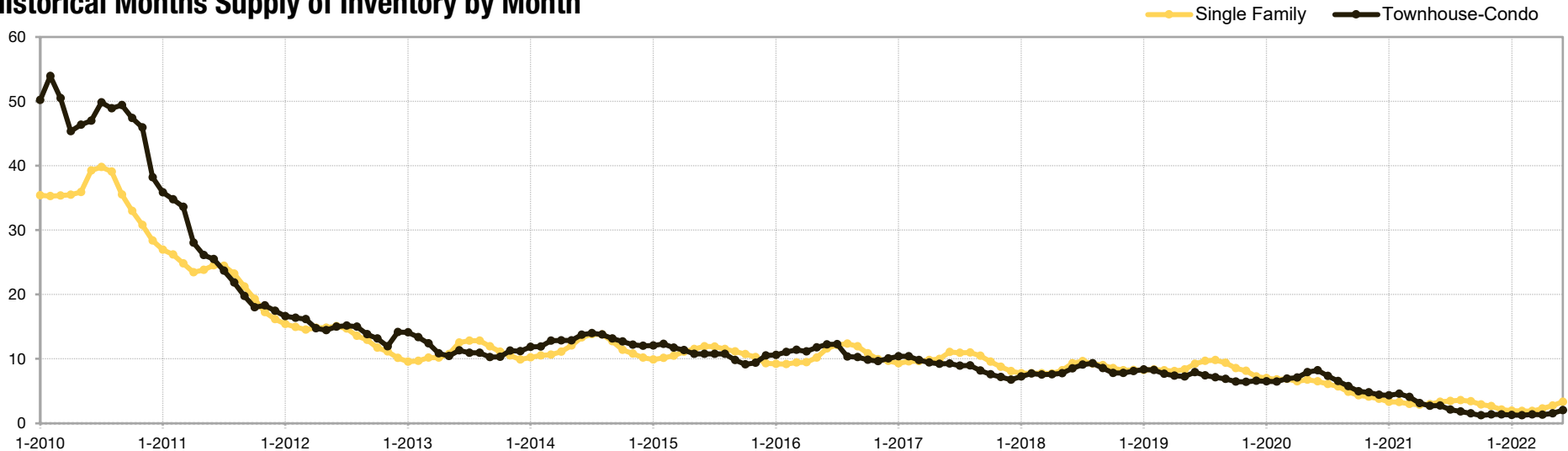


June



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2021	3.5	-42.6%	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%	1.4	-70.8%
Dec-2021	2.1	-44.7%	1.3	-70.5%
Jan-2022	2.0	-39.4%	1.3	-69.8%
Feb-2022	1.9	-42.4%	1.3	-71.7%
Mar-2022	1.9	-36.7%	1.4	-65.9%
Apr-2022	2.3	-20.7%	1.3	-58.1%
May-2022	2.7	-10.0%	1.5	-44.4%
Jun-2022	3.3	0.0%	2.0	-25.9%

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.



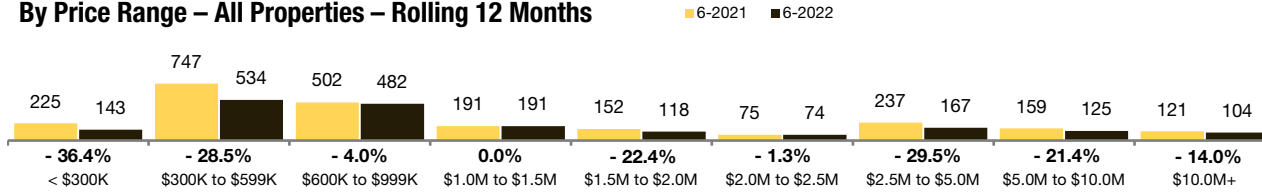
Key Metrics	Historical Sparkbars	6-2021	6-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		294	254	- 13.6%	1,316	1,048	- 20.4%
Pending Sales		196	128	- 34.7%	1,162	746	- 35.8%
Sold Listings		184	139	- 24.5%	1,000	741	- 25.9%
Median Sales Price		\$656,375	\$822,500	+ 25.3%	\$695,000	\$815,000	+ 17.3%
Avg. Sales Price		\$2,631,295	\$2,370,003	- 9.9%	\$2,047,152	\$2,698,152	+ 31.8%
Pct. of List Price Received		98.4%	99.3%	+ 0.9%	97.9%	98.8%	+ 0.9%
Days on Market		79	48	- 39.2%	86	54	- 37.2%
Affordability Index		59	37	- 37.3%	56	37	- 33.9%
Active Listings		631	462	- 26.8%	--	--	--
Months Supply		3.1	2.9	- 6.5%	--	--	--

Sold Listings

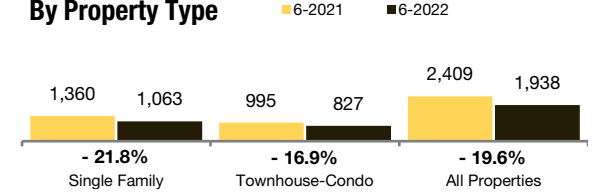
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	6-2021	6-2022	Change	6-2021	6-2022	Change
\$299,999 and Below	54	15	-72.2%	148	96	-35.1%
\$300,000 to \$599,999	438	311	-29.0%	299	216	-27.8%
\$600,000 to \$999,999	290	299	+3.1%	209	179	-14.4%
\$1,000,000 to \$1,499,999	114	95	-16.7%	76	95	+25.0%
\$1,500,000 to \$1,999,999	87	62	-28.7%	60	55	-8.3%
\$2,000,000 to \$2,499,999	31	40	+29.0%	43	34	-20.9%
\$2,500,000 to \$4,999,999	119	74	-37.8%	114	92	-19.3%
\$5,000,000 to \$9,999,999	117	80	-31.6%	38	45	+18.4%
\$10,000,000 and Above	110	87	-20.9%	8	15	+87.5%
All Price Ranges	1,360	1,063	-21.8%	995	827	-16.9%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	5-2022	6-2022	Change	5-2022	6-2022	Change
Single Family	1	0	-100.0%	4	5	+25.0%
Townhouse-Condo	25	16	-36.0%	12	18	+50.0%
Single Family	22	28	+27.3%	14	15	+7.1%
Townhouse-Condo	9	8	-11.1%	9	7	-22.2%
Single Family	9	3	-66.7%	2	5	+150.0%
Townhouse-Condo	3	3	0.0%	2	1	-50.0%
Single Family	7	6	-14.3%	5	5	0.0%
Townhouse-Condo	2	5	+150.0%	5	3	-40.0%
Single Family	7	5	-28.6%	1	1	0.0%
Townhouse-Condo						
All Price Ranges	85	74	-12.9%	54	60	+11.1%

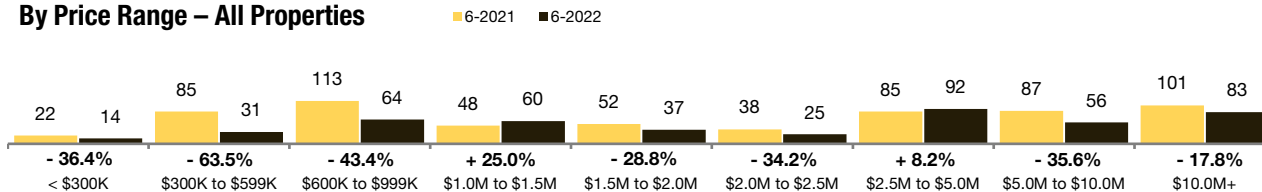
Year to Date

	Single Family			Townhouse-Condo		
	6-2021	6-2022	Change	6-2021	6-2022	Change
Single Family	20	3	-85.0%	62	35	-43.5%
Townhouse-Condo	177	123	-30.5%	141	74	-47.5%
Single Family	125	107	-14.4%	104	77	-26.0%
Townhouse-Condo	50	35	-30.0%	31	33	+6.5%
Single Family	39	27	-30.8%	25	27	+8.0%
Townhouse-Condo	12	16	+33.3%	20	8	-60.0%
Single Family	37	25	-32.4%	40	35	-12.5%
Townhouse-Condo	46	28	-39.1%	11	20	+81.8%
Single Family	35	39	+11.4%	1	7	+600.0%
Townhouse-Condo						
All Price Ranges	541	403	-25.5%	435	316	-27.4%

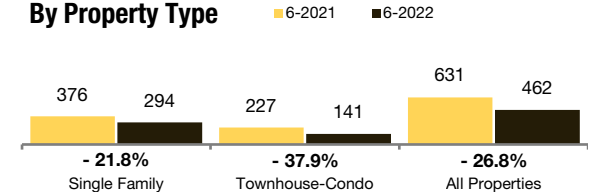
Inventory of Active Listings

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		
	6-2021	6-2022	Change	6-2021	6-2022	Change
\$299,999 and Below	6	0	-100.0%	10	5	-50.0%
\$300,000 to \$599,999	55	19	-65.5%	29	11	-62.1%
\$600,000 to \$999,999	69	41	-40.6%	43	23	-46.5%
\$1,000,000 to \$1,499,999	22	41	+86.4%	24	17	-29.2%
\$1,500,000 to \$1,999,999	23	22	-4.3%	29	15	-48.3%
\$2,000,000 to \$2,499,999	18	11	-38.9%	19	12	-36.8%
\$2,500,000 to \$4,999,999	46	59	+28.3%	36	31	-13.9%
\$5,000,000 to \$9,999,999	60	32	-46.7%	25	22	-12.0%
\$10,000,000 and Above	77	69	-10.4%	12	5	-58.3%
All Price Ranges	376	294	-21.8%	227	141	-37.9%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	5-2022	6-2022	Change	5-2022	6-2022	Change
Single Family	0	0	--	7	5	-28.6%
Townhouse-Condo	14	19	+35.7%	8	11	+37.5%
Single Family	46	41	-10.9%	17	23	+35.3%
Townhouse-Condo	31	41	+32.3%	14	17	+21.4%
Single Family	24	22	-8.3%	10	15	+50.0%
Townhouse-Condo	12	11	-8.3%	17	12	-29.4%
Single Family	47	59	+25.5%	21	31	+47.6%
Townhouse-Condo	26	32	+23.1%	12	22	+83.3%
Single Family	46	69	+50.0%	3	5	+66.7%
Townhouse-Condo						
All Price Ranges	246	294	+19.5%	109	141	+29.4%

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.