

Monthly Indicators



July 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 21.9 percent for single family homes but increased 9.1 percent for townhouse-condo properties. Pending Sales decreased 26.3 percent for single family homes and 55.8 percent for townhouse-condo properties.

The Median Sales Price was down 7.2 percent to \$777,000 for single family homes but increased 36.1 percent to \$750,000 for townhouse-condo properties. Days on Market decreased 2.6 percent for single family homes and 12.1 percent for condo properties.

At a time of year when homebuying activity is typically very strong, soaring homeownership costs have caused home sales to decline nationwide for the fifth consecutive month, with existing-home sales falling 5.4% month-to-month and 14.2% year-over-year as of last measure, according to NAR. But there is a bright spot. Inventory of existing homes has continued to climb this summer, with 1.26 million homes available at the beginning of July, equivalent to a 3 months' supply. And despite the summer slowdown, homes are still selling quickly, with the typical home staying on market an average of 14 days.

Activity Snapshot

- 47.2% **+ 12.1%** **- 8.8%**

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	7-2021	7-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		146	114	- 21.9%	864	714	- 17.4%
Pending Sales		114	84	- 26.3%	710	467	- 34.2%
Sold Listings		105	58	- 44.8%	646	462	- 28.5%
Median Sales Price		\$837,000	\$777,000	- 7.2%	\$780,000	\$812,874	+ 4.2%
Avg. Sales Price		\$2,309,119	\$1,528,122	- 33.8%	\$2,687,013	\$3,297,730	+ 22.7%
Pct. of List Price Received		98.9%	98.2%	- 0.7%	98.0%	98.5%	+ 0.5%
Days on Market		38	37	- 2.6%	74	63	- 14.9%
Affordability Index		46	40	- 13.0%	50	39	- 22.0%
Active Listings		383	324	- 15.4%	--	--	--
Months Supply		3.5	3.8	+ 8.6%	--	--	--

Townhouse-Condo Market Overview

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

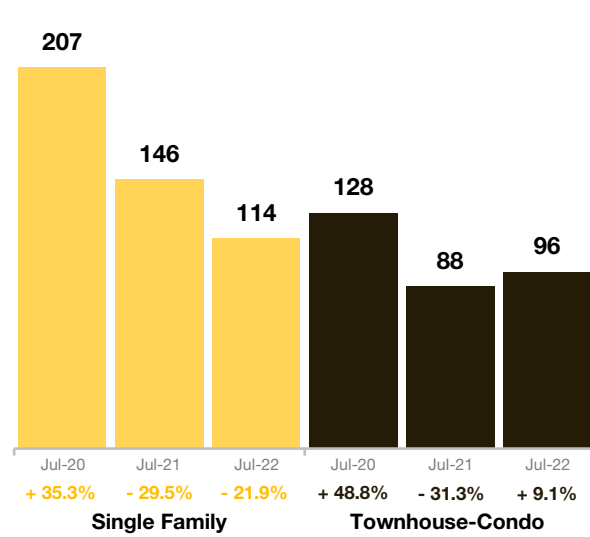


Key Metrics	Historical Sparkbars	7-2021	7-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		88	96	+ 9.1%	642	519	- 19.2%
Pending Sales		120	53	- 55.8%	658	384	- 41.6%
Sold Listings		89	44	- 50.6%	524	360	- 31.3%
Median Sales Price		\$551,000	\$750,000	+ 36.1%	\$616,250	\$850,500	+ 38.0%
Avg. Sales Price		\$908,614	\$1,605,307	+ 76.7%	\$1,134,988	\$1,753,373	+ 54.5%
Pct. of List Price Received		100.0%	100.0%	0.0%	98.6%	99.7%	+ 1.1%
Days on Market		33	29	- 12.1%	76	39	- 48.7%
Affordability Index		80	47	- 41.3%	72	42	- 41.7%
Active Listings		178	184	+ 3.4%	--	--	--
Months Supply		2.1	2.8	+ 33.3%	--	--	--

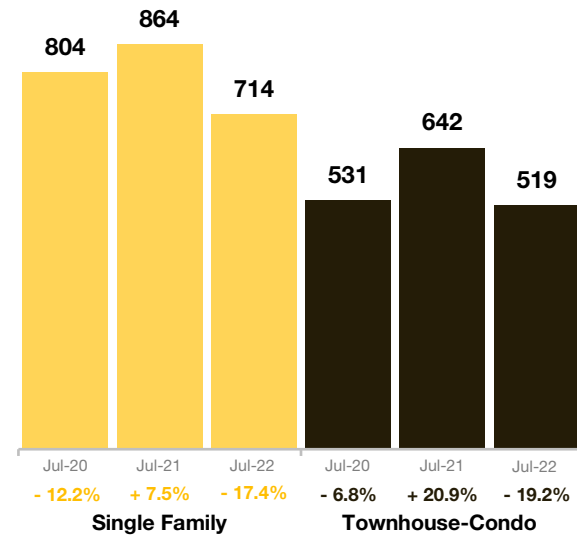
New Listings



July

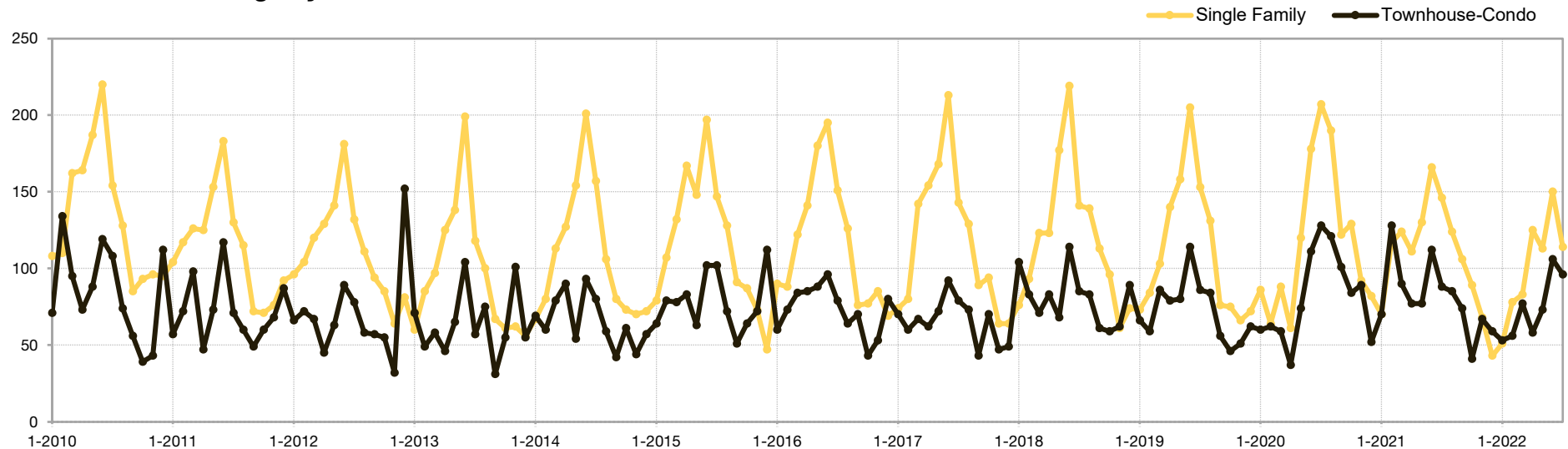


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	78	-33.3%	56	-56.3%
Mar-2022	83	-33.1%	77	-14.4%
Apr-2022	125	+12.6%	58	-24.7%
May-2022	113	-13.1%	73	-5.2%
Jun-2022	150	-9.6%	106	-5.4%
Jul-2022	114	-21.9%	96	+9.1%

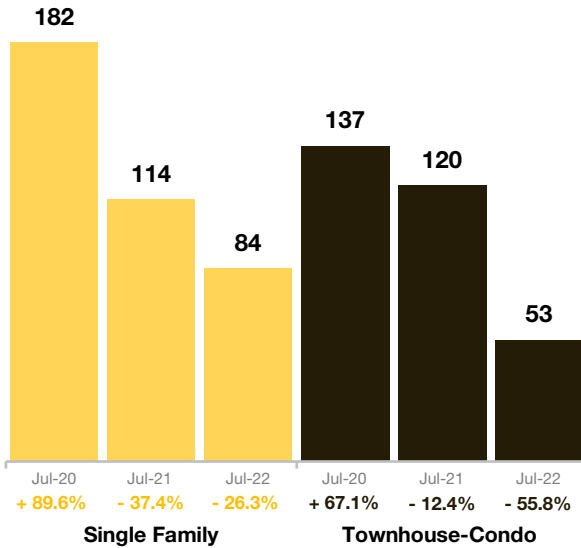
Historical New Listings by Month



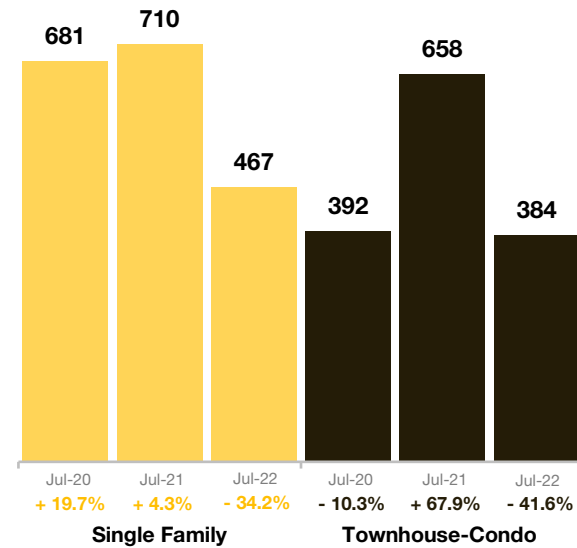
Pending Sales



July

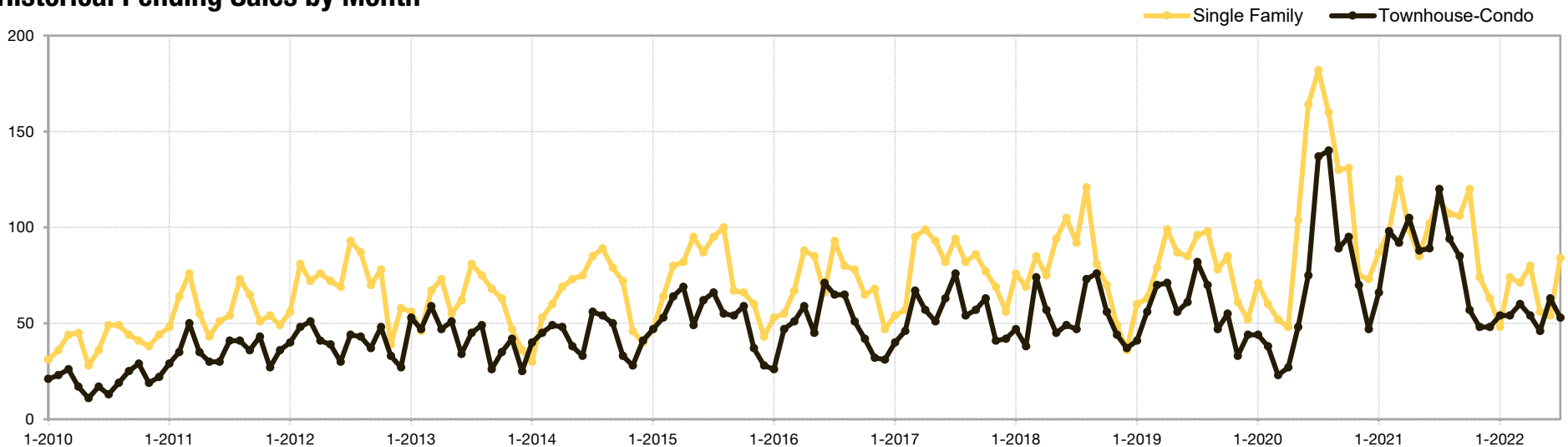


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	71	-43.2%	60	-34.8%
Apr-2022	80	-19.2%	54	-48.6%
May-2022	56	-34.1%	46	-47.7%
Jun-2022	54	-47.1%	63	-29.2%
Jul-2022	84	-26.3%	53	-55.8%

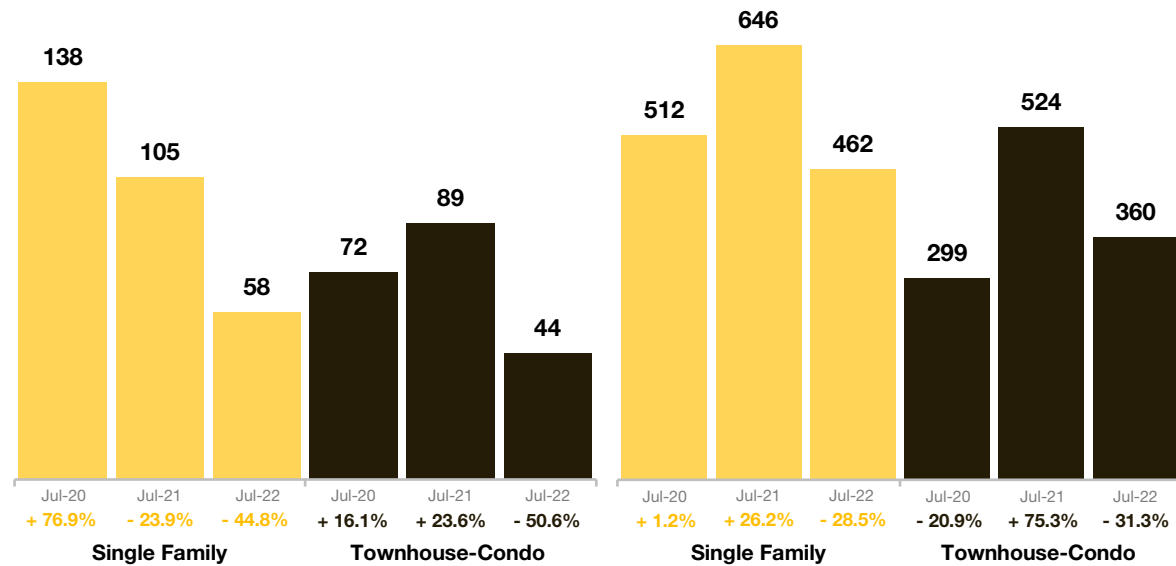
Historical Pending Sales by Month



Sold Listings

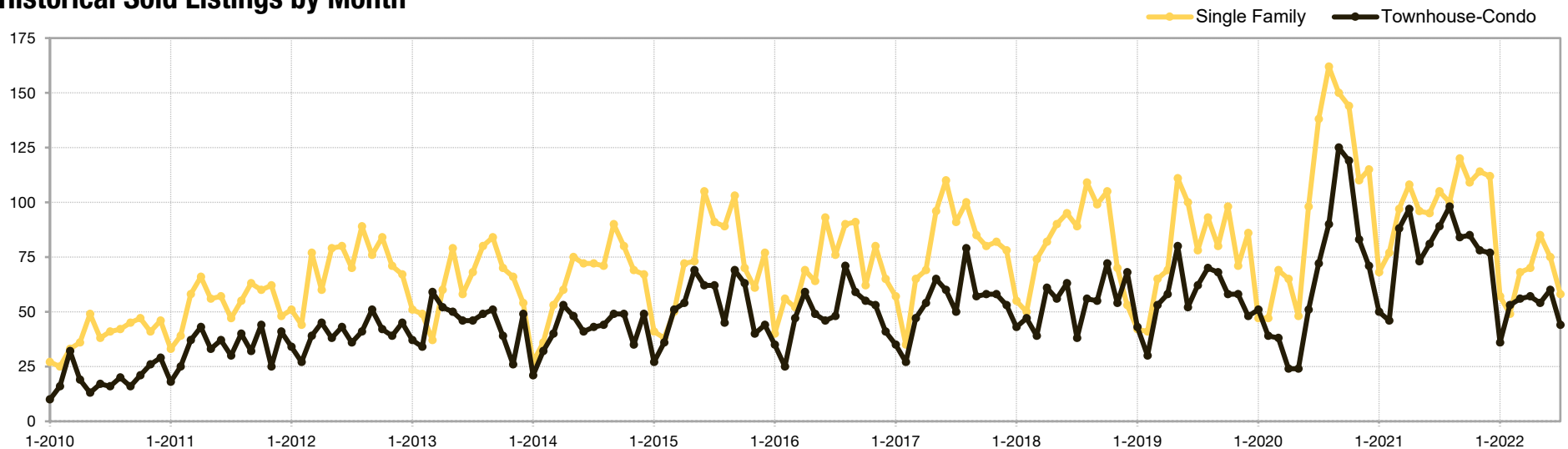


July



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	75	-21.1%	60	-25.9%
Jul-2022	58	-44.8%	44	-50.6%

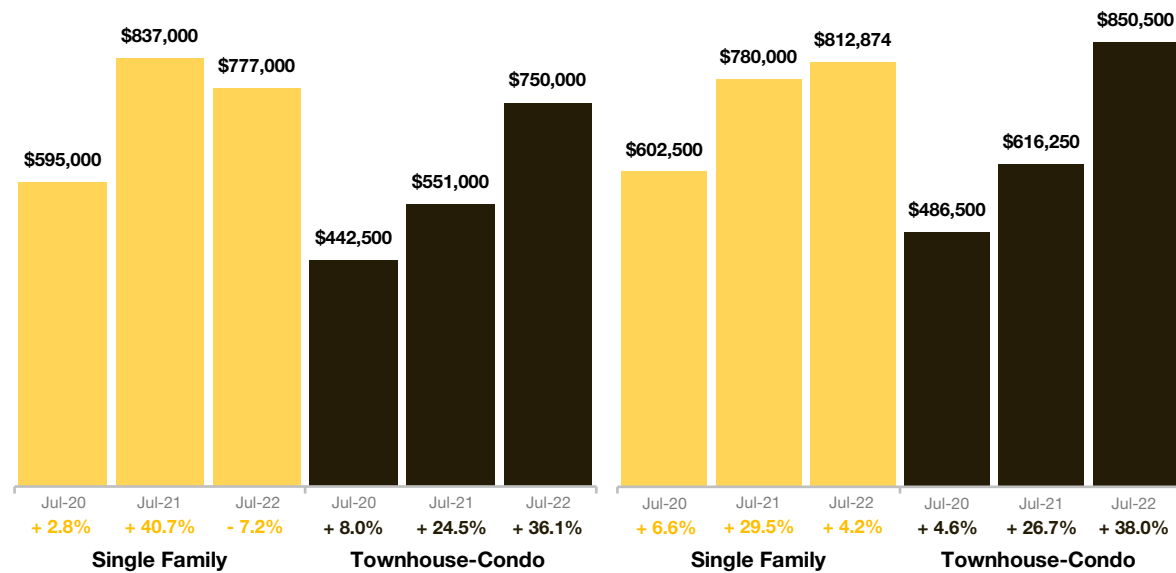
Historical Sold Listings by Month



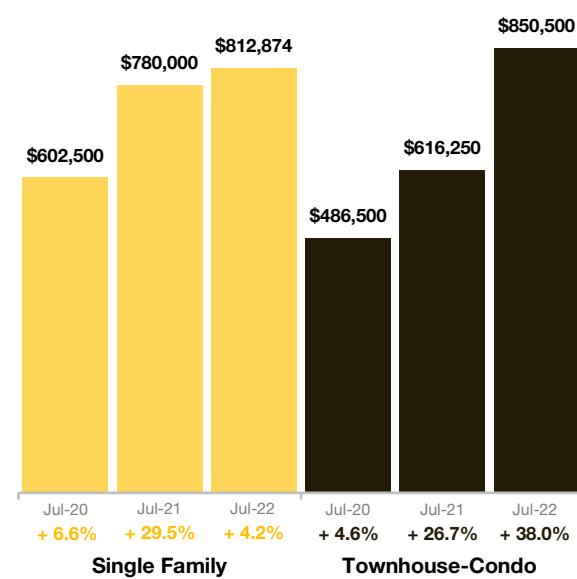
Median Sales Price



July

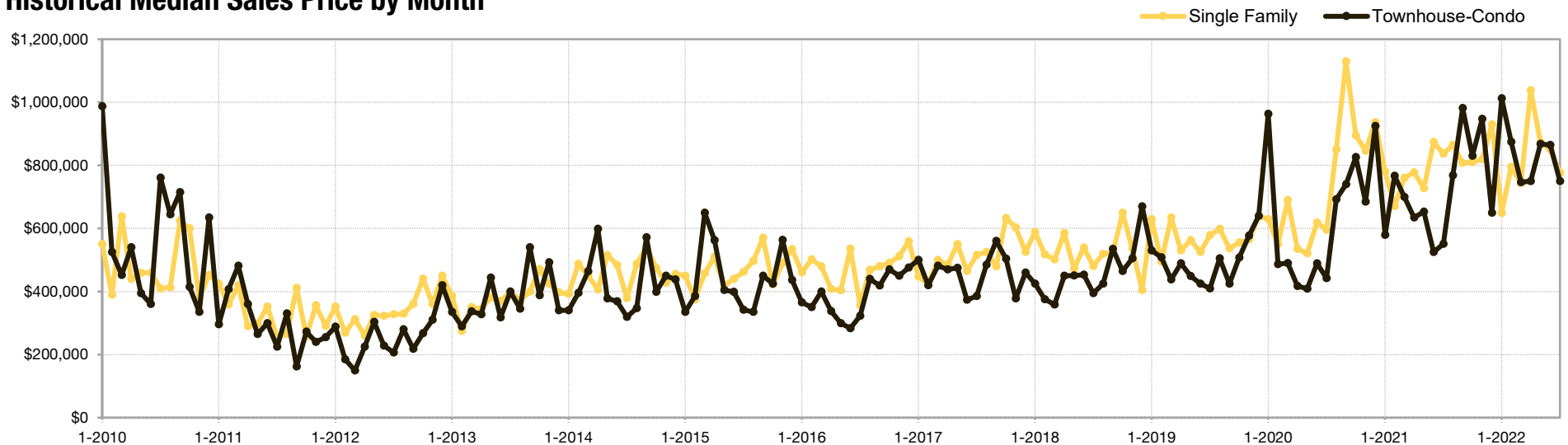


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$850,000	-2.7%	\$865,000	+64.8%
Jul-2022	\$777,000	-7.2%	\$750,000	+36.1%

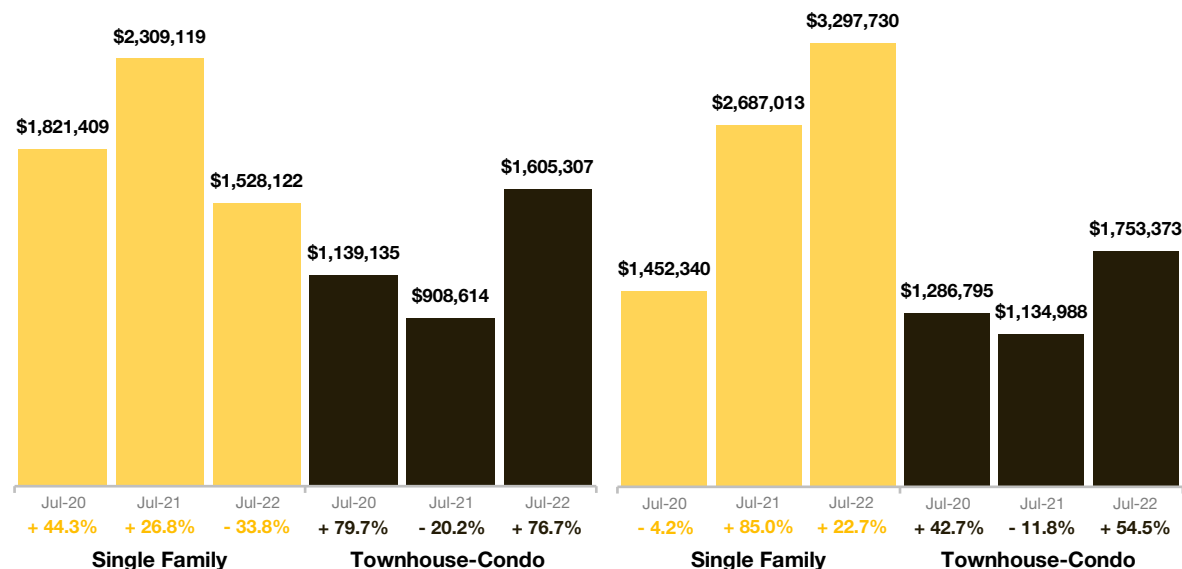
Historical Median Sales Price by Month



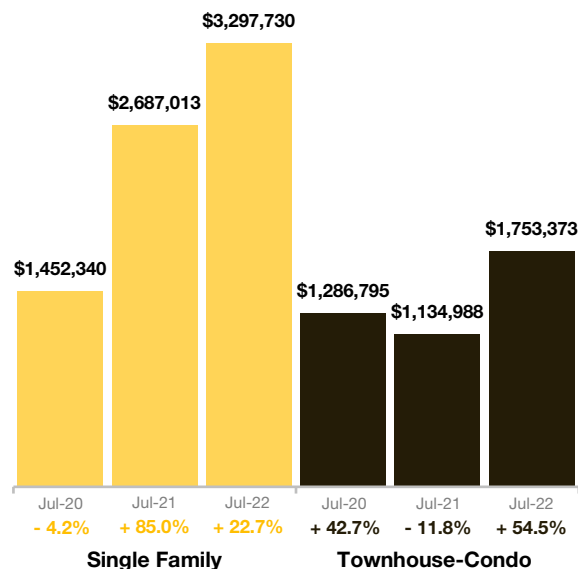
Average Sales Price



July

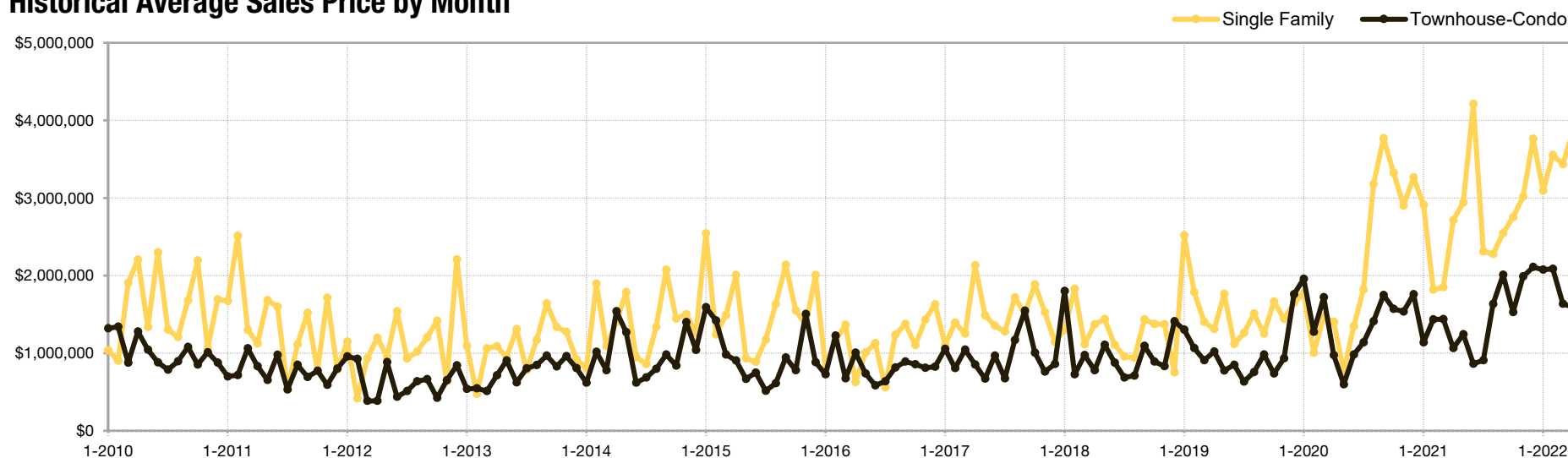


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$3,129,858	-25.7%	\$1,579,125	+82.7%
Jul-2022	\$1,528,122	-33.8%	\$1,605,307	+76.7%

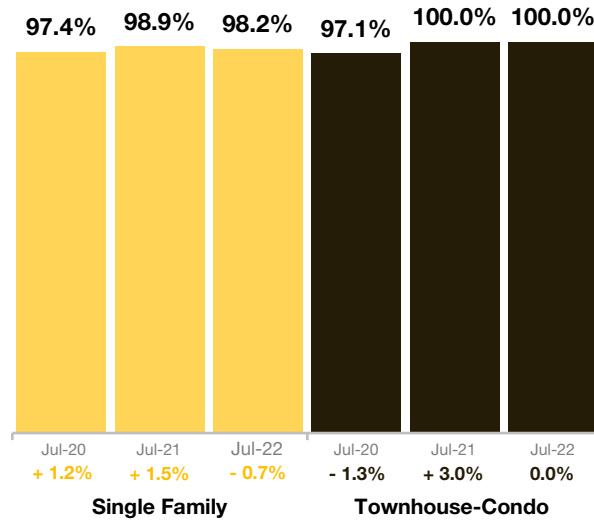
Historical Average Sales Price by Month



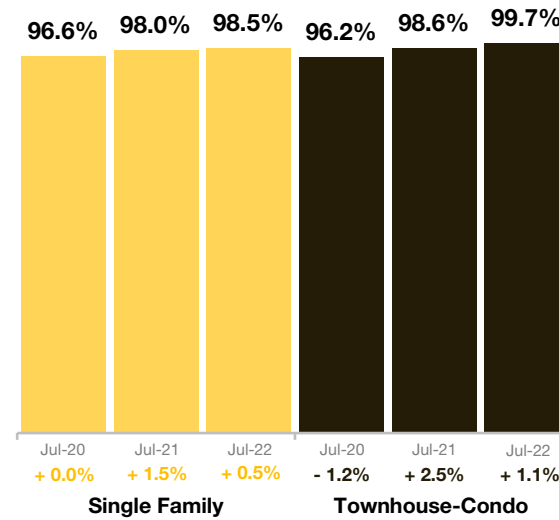
Percent of List Price Received



July

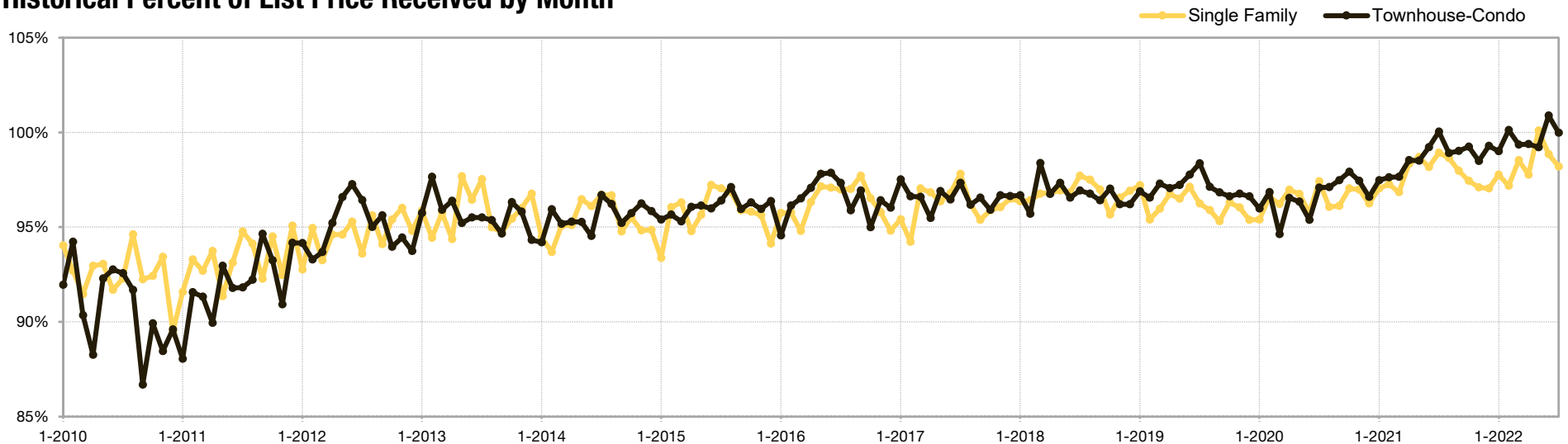


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Jul-2022	98.2%	-0.7%	100.0%	0.0%

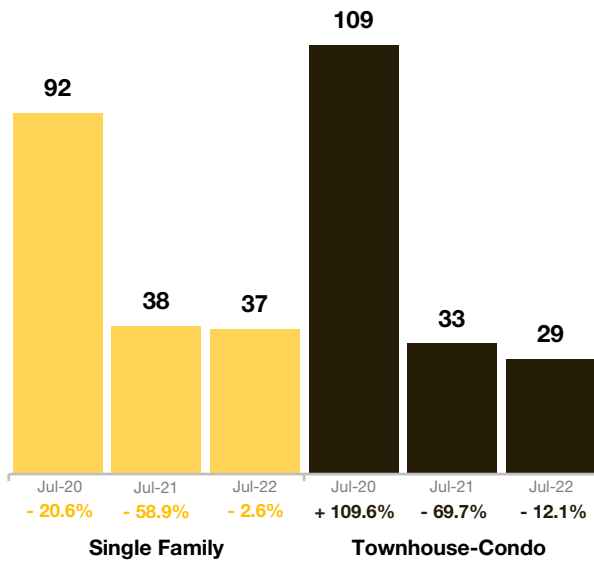
Historical Percent of List Price Received by Month



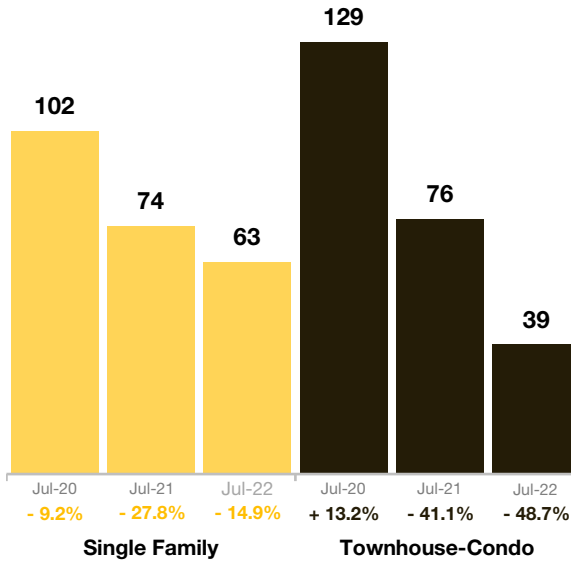
Days on Market Until Sale



July

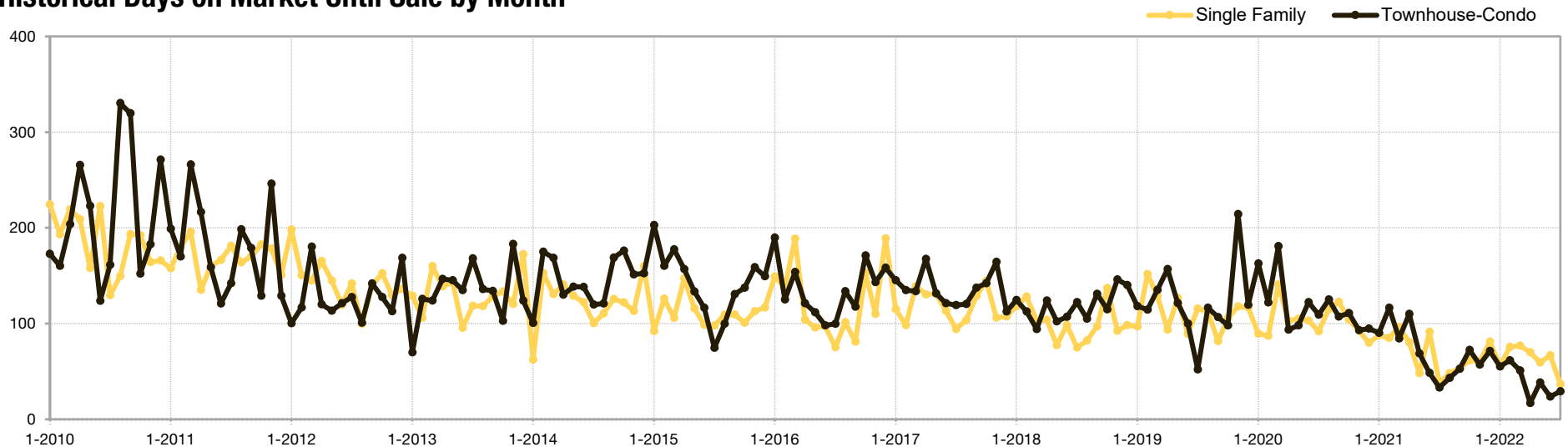


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	67	-27.2%	24	-51.0%
Jul-2022	37	-2.6%	29	-12.1%

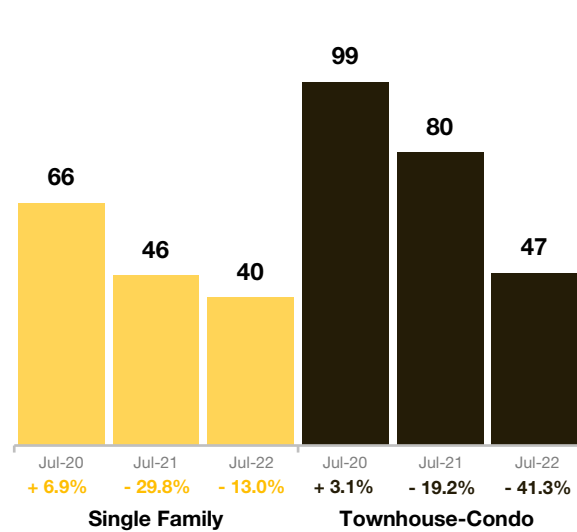
Historical Days on Market Until Sale by Month



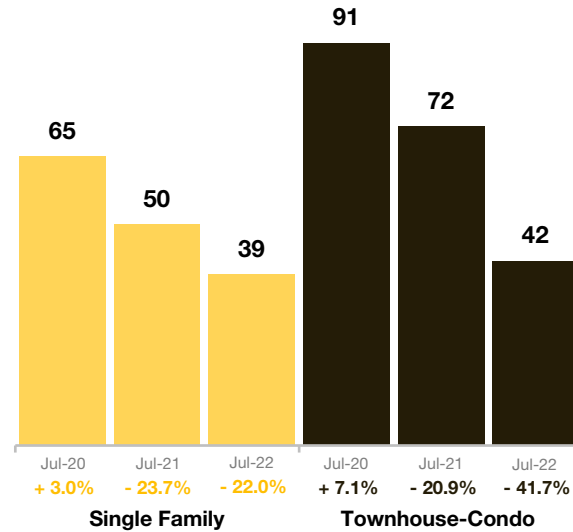
Housing Affordability Index



July

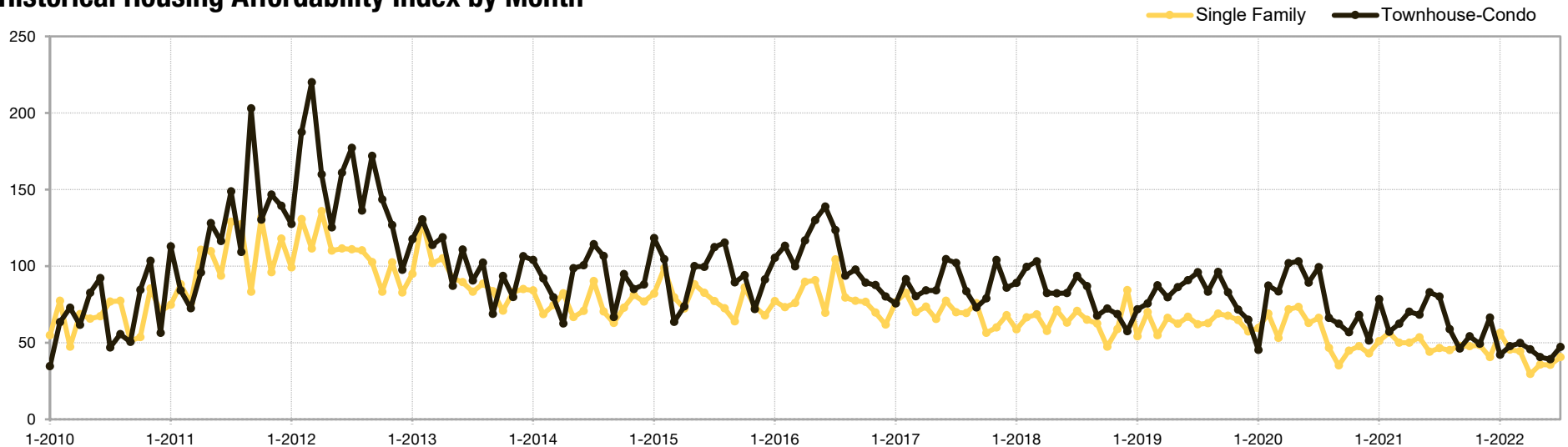


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Jul-2022	40	-13.0%	47	-41.3%

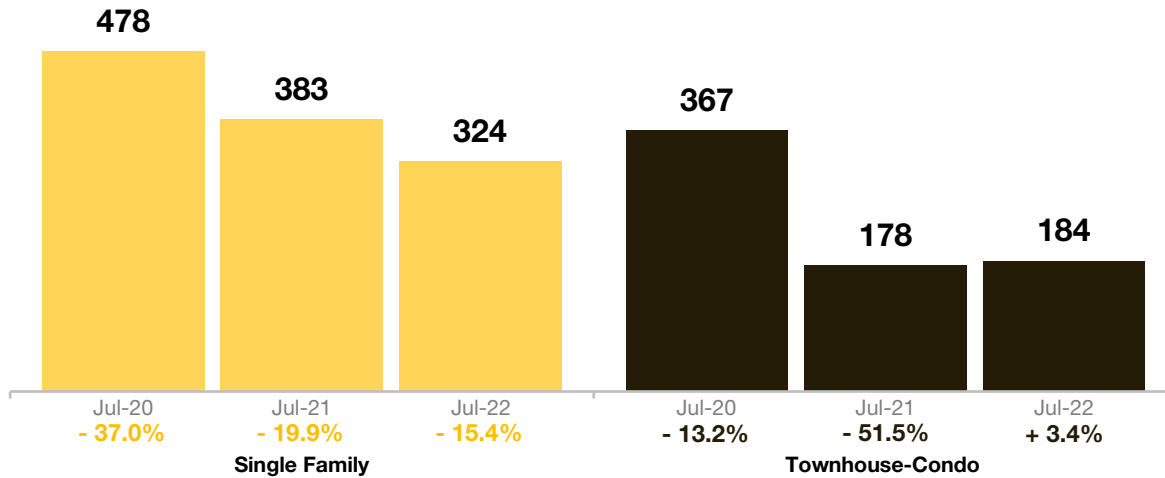
Historical Housing Affordability Index by Month



Inventory of Active Listings

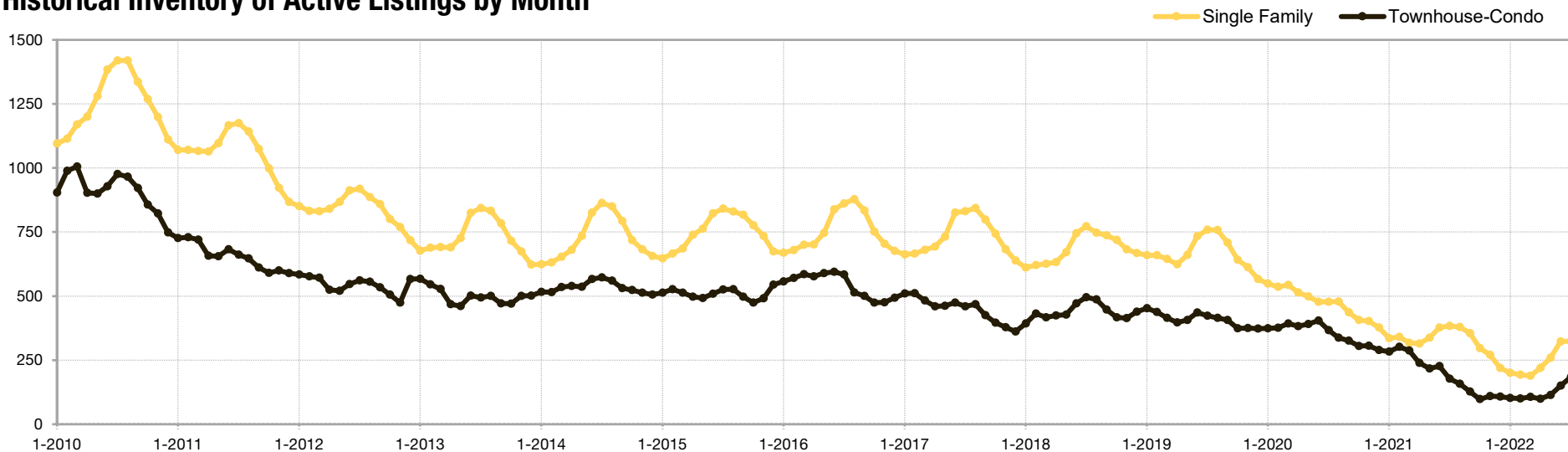


July



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2021	379	-20.9%	158	-53.3%
Sep-2021	355	-18.8%	127	-61.0%
Oct-2021	297	-26.8%	98	-67.9%
Nov-2021	271	-32.6%	110	-64.1%
Dec-2021	219	-41.9%	108	-62.6%
Jan-2022	201	-40.0%	102	-64.0%
Feb-2022	193	-43.4%	100	-66.9%
Mar-2022	189	-40.6%	106	-63.1%
Apr-2022	219	-30.5%	99	-58.6%
May-2022	259	-23.1%	114	-47.5%
Jun-2022	323	-14.3%	150	-33.9%
Jul-2022	324	-15.4%	184	+3.4%

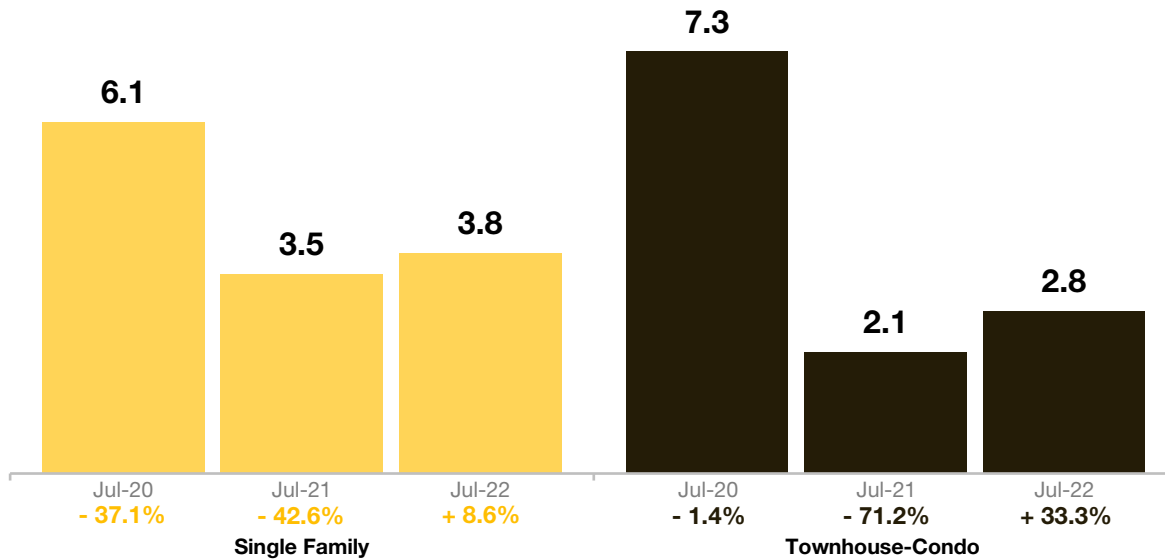
Historical Inventory of Active Listings by Month



Months Supply of Inventory

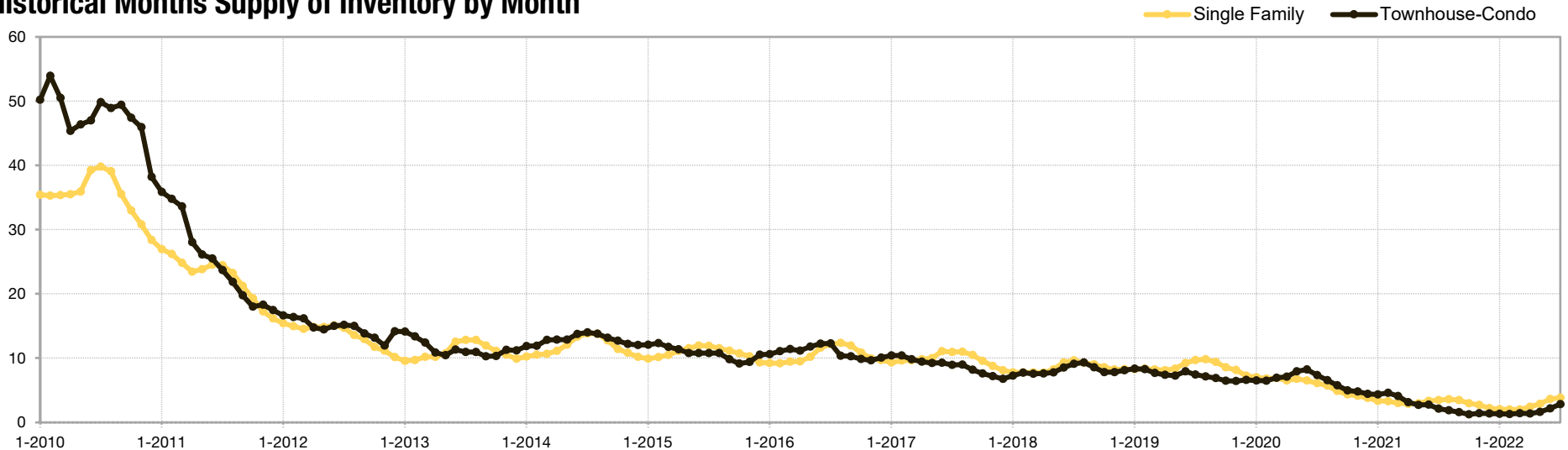


July



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2021	3.6	-36.8%	1.9	-70.8%
Sep-2021	3.4	-30.6%	1.6	-72.4%
Oct-2021	3.0	-30.2%	1.2	-76.0%
Nov-2021	2.7	-34.1%	1.4	-70.8%
Dec-2021	2.2	-42.1%	1.4	-68.2%
Jan-2022	2.0	-39.4%	1.3	-69.8%
Feb-2022	2.0	-39.4%	1.3	-71.7%
Mar-2022	2.0	-33.3%	1.4	-65.9%
Apr-2022	2.4	-17.2%	1.4	-54.8%
May-2022	2.9	-3.3%	1.6	-40.7%
Jun-2022	3.6	+9.1%	2.2	-18.5%
Jul-2022	3.8	+8.6%	2.8	+33.3%

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.



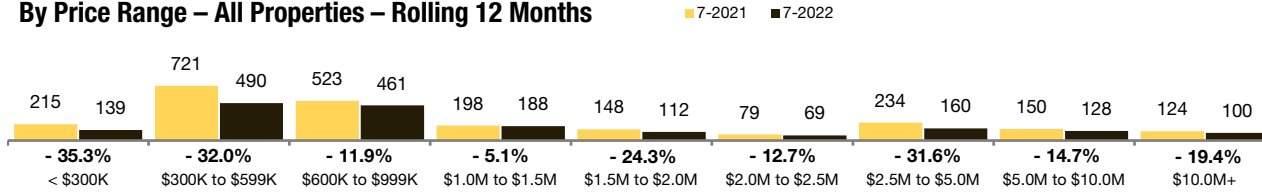
Key Metrics	Historical Sparkbars	7-2021	7-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		243	217	- 10.7%	1,559	1,286	- 17.5%
Pending Sales		237	139	- 41.4%	1,399	877	- 37.3%
Sold Listings		197	104	- 47.2%	1,197	847	- 29.2%
Median Sales Price		\$675,000	\$756,500	+ 12.1%	\$687,500	\$805,000	+ 17.1%
Avg. Sales Price		\$1,648,777	\$1,610,313	- 2.3%	\$1,981,533	\$2,559,874	+ 29.2%
Pct. of List Price Received		99.4%	98.6%	- 0.8%	98.1%	98.8%	+ 0.7%
Days on Market		35	37	+ 5.7%	77	52	- 32.5%
Affordability Index		58	42	- 27.6%	57	39	- 31.6%
Active Listings		594	542	- 8.8%	--	--	--
Months Supply		3.0	3.5	+ 16.7%	--	--	--

Sold Listings

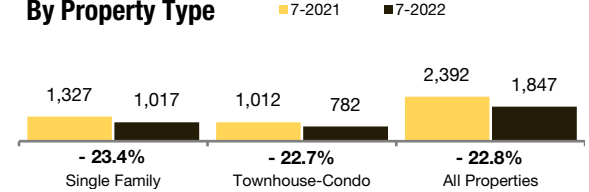
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	7-2021	7-2022	Change	7-2021	7-2022	Change
\$299,999 and Below	50	15	-70.0%	142	92	-35.2%
\$300,000 to \$599,999	403	297	-26.3%	309	185	-40.1%
\$600,000 to \$999,999	297	285	-4.0%	221	174	-21.3%
\$1,000,000 to \$1,499,999	117	92	-21.4%	80	95	+18.8%
\$1,500,000 to \$1,999,999	84	59	-29.8%	59	52	-11.9%
\$2,000,000 to \$2,499,999	35	38	+8.6%	44	31	-29.5%
\$2,500,000 to \$4,999,999	117	70	-40.2%	114	89	-21.9%
\$5,000,000 to \$9,999,999	111	78	-29.7%	35	49	+40.0%
\$10,000,000 and Above	113	83	-26.5%	8	15	+87.5%
All Price Ranges	1,327	1,017	-23.4%	1,012	782	-22.7%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	6-2022	7-2022	Change	6-2022	7-2022	Change
	0	1	--	5	4	-20.0%
	16	16	0.0%	18	12	-33.3%
	29	22	-24.1%	15	12	-20.0%
	8	8	0.0%	7	9	+28.6%
	3	3	0.0%	5	0	-100.0%
	3	3	0.0%	1	1	0.0%
	6	1	-83.3%	5	0	-100.0%
	5	2	-60.0%	3	6	+100.0%
	5	2	-60.0%	1	0	-100.0%
	75	58	-22.7%	60	44	-26.7%

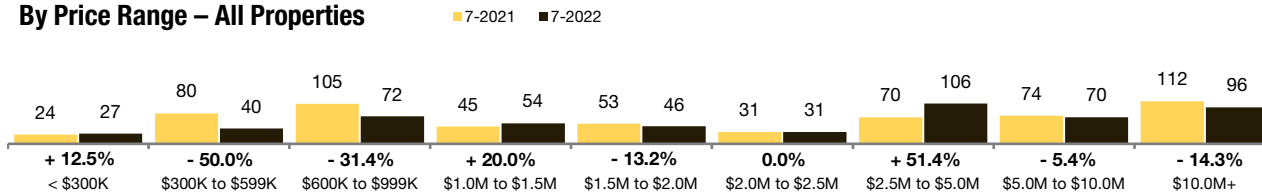
Year to Date

	Single Family			Townhouse-Condo		
	7-2021	7-2022	Change	7-2021	7-2022	Change
	21	4	-81.0%	70	39	-44.3%
	207	139	-32.9%	184	86	-53.3%
	162	130	-19.8%	121	89	-26.4%
	61	43	-29.5%	40	42	+5.0%
	45	30	-33.3%	28	27	-3.6%
	17	19	+11.8%	24	9	-62.5%
	42	26	-38.1%	43	35	-18.6%
	50	30	-40.0%	13	26	+100.0%
	41	41	0.0%	1	7	+600.0%
	646	462	-28.5%	524	360	-31.3%

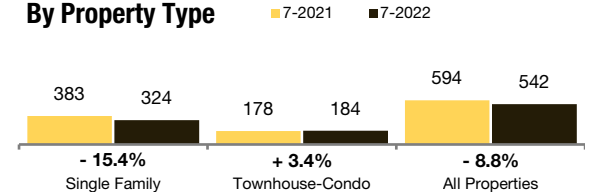
Inventory of Active Listings

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		
	7-2021	7-2022	Change	7-2021	7-2022	Change
\$299,999 and Below	6	2	-66.7%	10	11	+10.0%
\$300,000 to \$599,999	50	22	-56.0%	28	17	-39.3%
\$600,000 to \$999,999	73	44	-39.7%	31	28	-9.7%
\$1,000,000 to \$1,499,999	21	36	+71.4%	22	16	-27.3%
\$1,500,000 to \$1,999,999	34	28	-17.6%	18	18	0.0%
\$2,000,000 to \$2,499,999	19	14	-26.3%	11	15	+36.4%
\$2,500,000 to \$4,999,999	43	61	+41.9%	24	43	+79.2%
\$5,000,000 to \$9,999,999	51	36	-29.4%	22	30	+36.4%
\$10,000,000 and Above	86	81	-5.8%	12	6	-50.0%
All Price Ranges	383	324	-15.4%	178	184	+3.4%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	6-2022	7-2022	Change	6-2022	7-2022	Change
	0	2	--	7	11	+57.1%
	24	22	-8.3%	13	17	+30.8%
	47	44	-6.4%	25	28	+12.0%
	45	36	-20.0%	17	16	-5.9%
	26	28	+7.7%	15	18	+20.0%
	11	14	+27.3%	12	15	+25.0%
	63	61	-3.2%	32	43	+34.4%
	33	36	+9.1%	24	30	+25.0%
	74	81	+9.5%	5	6	+20.0%
	323	324	+0.3%	150	184	+22.7%

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.