

# Monthly Indicators



## August 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 9.6 percent for single family homes and 29.4 percent for townhouse-condo properties. Pending Sales decreased 15.0 percent for single family homes and 46.8 percent for townhouse-condo properties.

The Median Sales Price was up 2.6 percent to \$887,500 for single family homes and 8.0 percent to \$829,500 for townhouse-condo properties. Days on Market increased 8.3 percent for single family homes but decreased 34.9 percent for condo properties.

Inflation, higher interest rates, and fears of a potential recession have taken a toll on buyers and sellers this summer, leading many people to stay on the sidelines to see what will happen with the market. But some experts, including NAR Chief Economist Lawrence Yun, believe the worst of inflation may be over. Although sales prices remain up from this time last year, price growth is expected to moderate in the months ahead as the market continues to shift in a more buyer-friendly direction.

## Activity Snapshot

**- 33.3%**      **+ 7.9%**      **- 0.9%**

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	8-2021	8-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		125	113	- 9.6%	989	835	- 15.6%
Pending Sales		107	91	- 15.0%	817	548	- 32.9%
Sold Listings		100	72	- 28.0%	746	536	- 28.2%
Median Sales Price		\$865,000	\$887,500	+ 2.6%	\$788,600	\$828,000	+ 5.0%
Avg. Sales Price		\$2,276,724	\$2,217,581	- 2.6%	\$2,632,014	\$3,142,552	+ 19.4%
Pct. of List Price Received		98.6%	97.5%	- 1.1%	98.1%	98.4%	+ 0.3%
Days on Market		48	52	+ 8.3%	71	61	- 14.1%
Affordability Index		45	35	- 22.2%	49	38	- 22.4%
Active Listings		382	347	- 9.2%	--	--	--
Months Supply		3.6	4.2	+ 16.7%	--	--	--

# Townhouse-Condo Market Overview

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

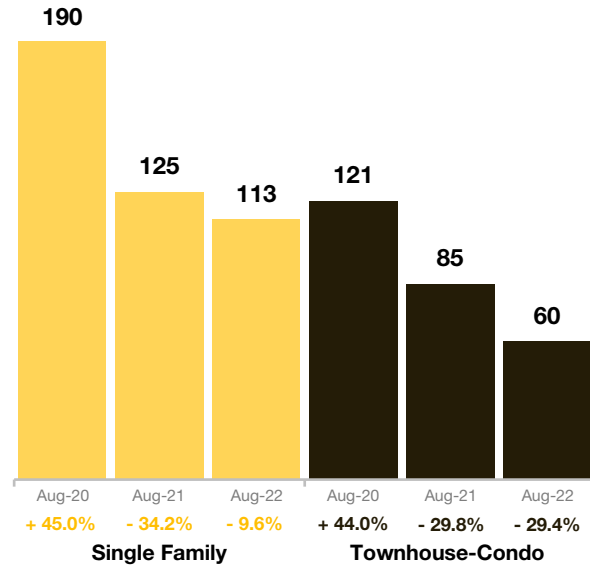


Key Metrics	Historical Sparkbars	8-2021	8-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		85	60	- 29.4%	727	581	- 20.1%
Pending Sales		94	50	- 46.8%	752	436	- 42.0%
Sold Listings		98	62	- 36.7%	622	422	- 32.2%
Median Sales Price		\$768,066	\$829,500	+ 8.0%	\$641,500	\$847,500	+ 32.1%
Avg. Sales Price		\$1,635,387	\$1,577,750	- 3.5%	\$1,213,829	\$1,727,570	+ 42.3%
Pct. of List Price Received		98.9%	97.7%	- 1.2%	98.6%	99.4%	+ 0.8%
Days on Market		43	28	- 34.9%	71	37	- 47.9%
Affordability Index		59	42	- 28.8%	70	41	- 41.4%
Active Listings		158	187	+ 18.4%	--	--	--
Months Supply		1.9	3.0	+ 57.9%	--	--	--

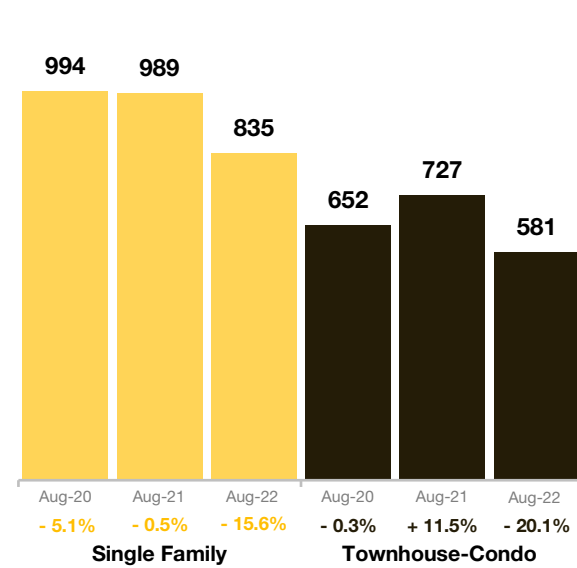
# New Listings



## August

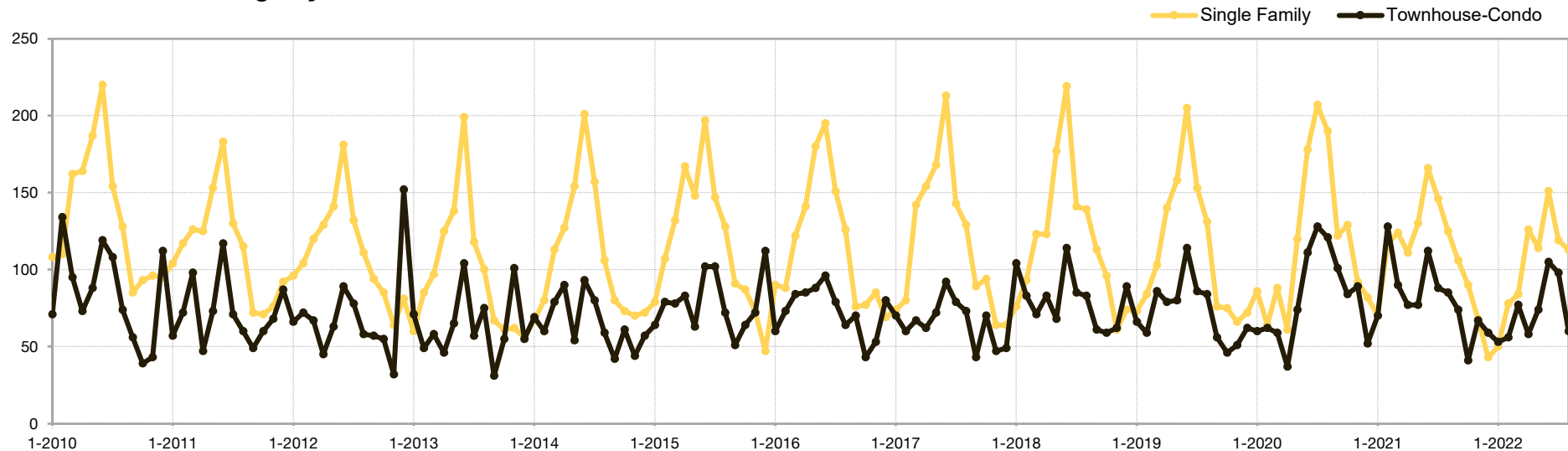


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2021	106	-13.1%	74	-26.7%
Oct-2021	90	-30.2%	41	-51.2%
Nov-2021	68	-26.1%	67	-24.7%
Dec-2021	43	-47.6%	59	+13.5%
Jan-2022	50	-28.6%	53	-24.3%
Feb-2022	78	-33.3%	56	-56.3%
Mar-2022	84	-32.3%	77	-14.4%
Apr-2022	126	+13.5%	58	-24.7%
May-2022	114	-12.3%	74	-3.9%
Jun-2022	151	-9.0%	105	-6.3%
Jul-2022	119	-18.5%	98	+11.4%
<b>Aug-2022</b>	<b>113</b>	<b>-9.6%</b>	<b>60</b>	<b>-29.4%</b>

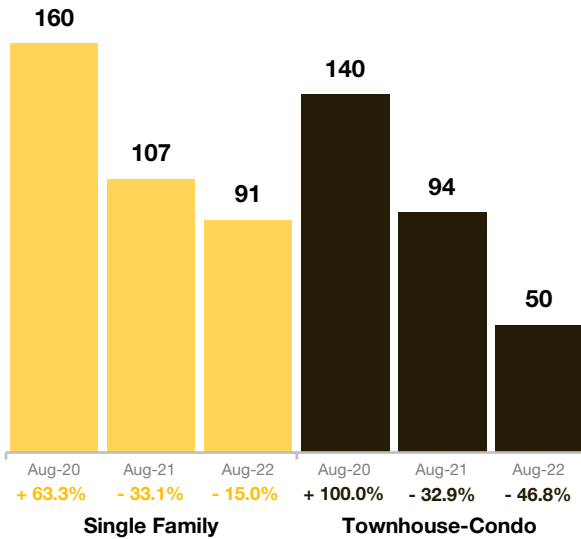
## Historical New Listings by Month



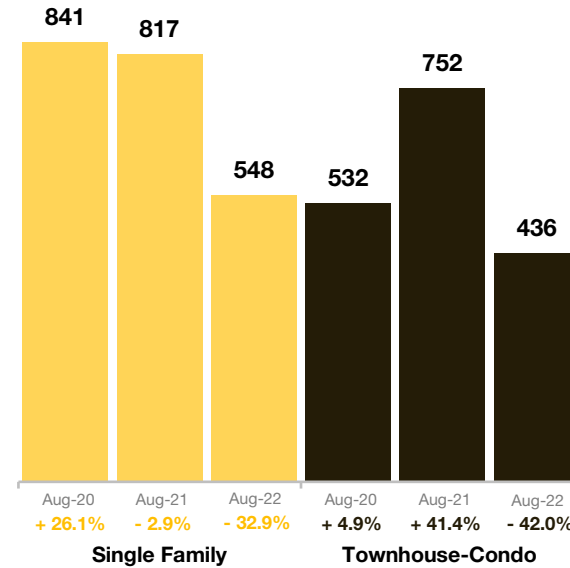
# Pending Sales



## August

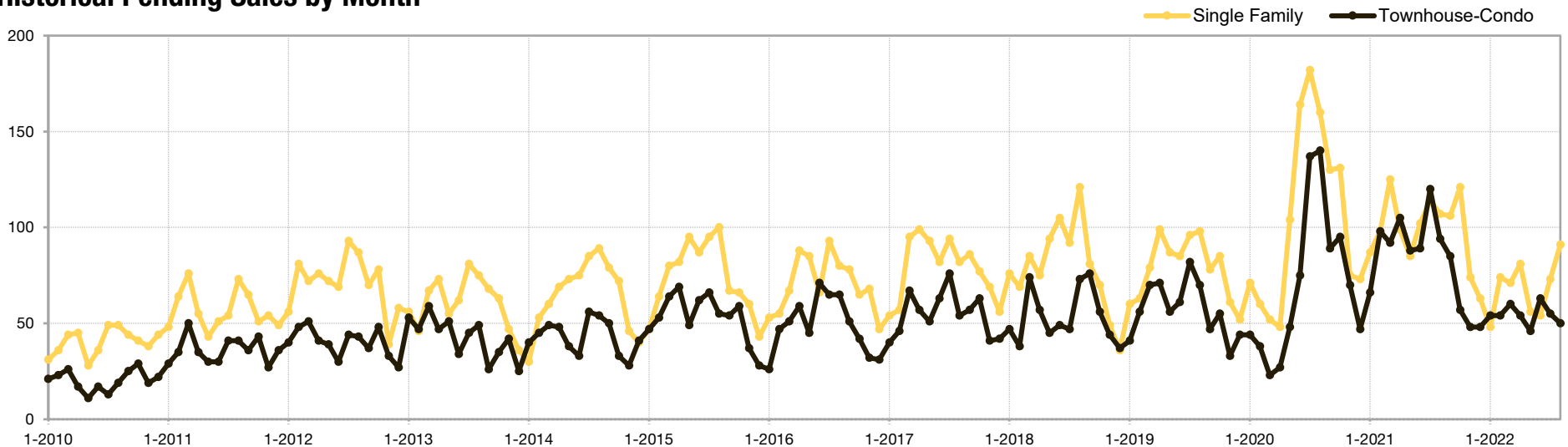


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2021	106	-18.5%	85	-4.5%
Oct-2021	121	-7.6%	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	81	-18.2%	54	-48.6%
May-2022	56	-34.1%	46	-47.7%
Jun-2022	54	-47.1%	63	-29.2%
Jul-2022	73	-36.0%	55	-54.2%
<b>Aug-2022</b>	<b>91</b>	<b>-15.0%</b>	<b>50</b>	<b>-46.8%</b>

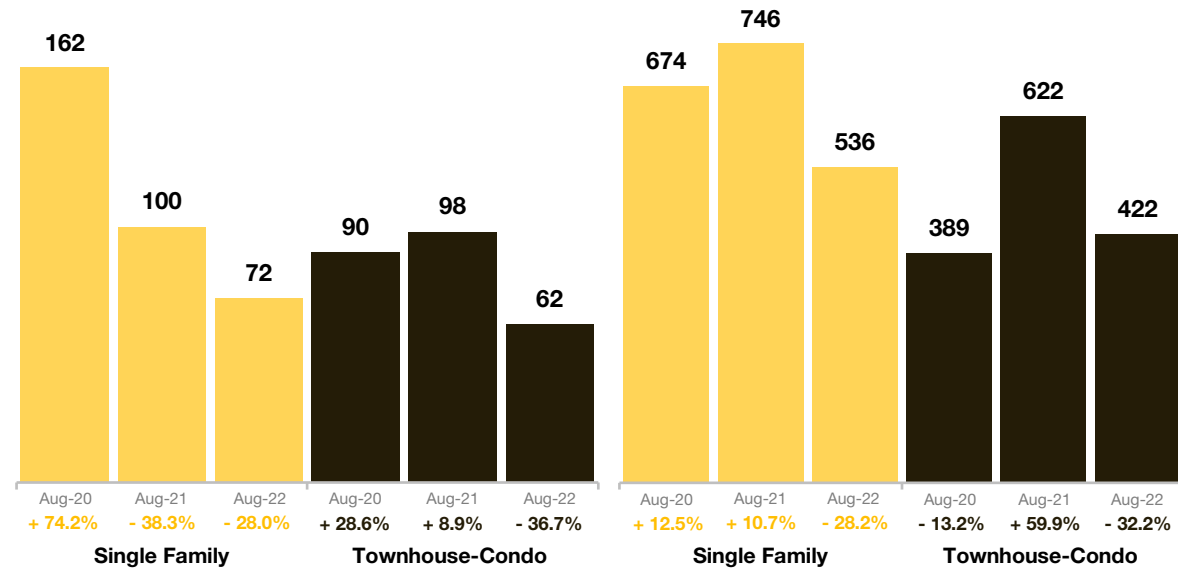
## Historical Pending Sales by Month



# Sold Listings

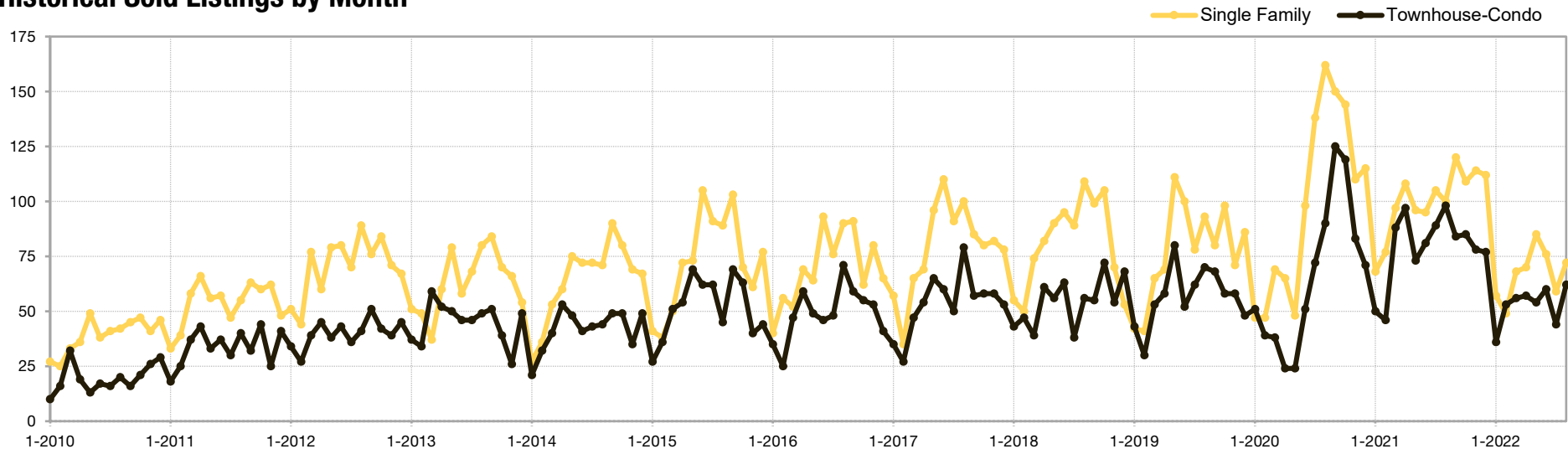


## August



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	76	-20.0%	60	-25.9%
Jul-2022	59	-43.8%	44	-50.6%
<b>Aug-2022</b>	<b>72</b>	<b>-28.0%</b>	<b>62</b>	<b>-36.7%</b>

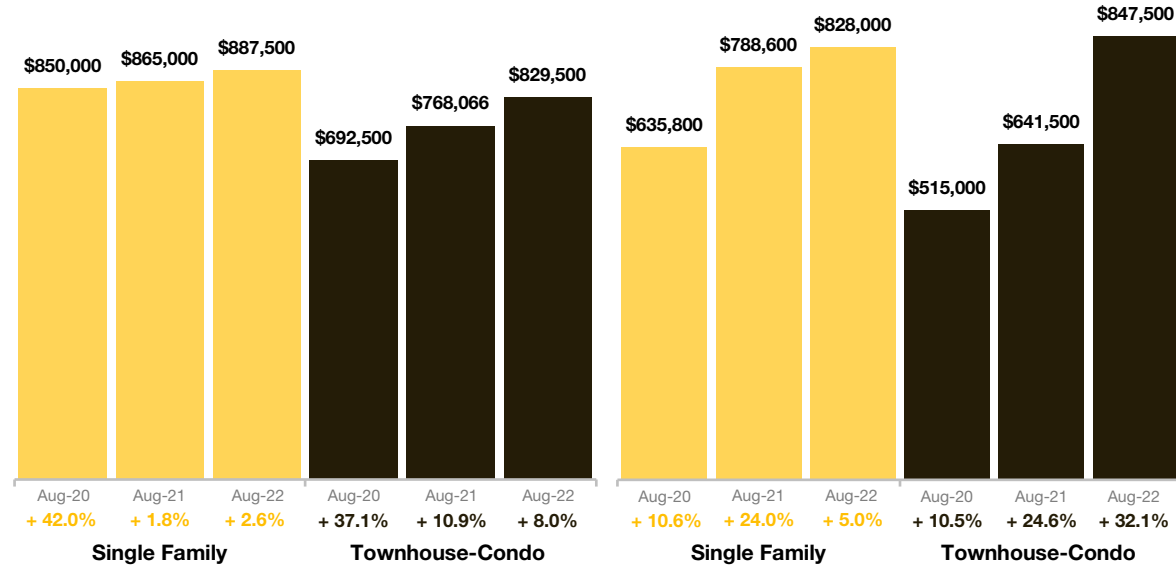
## Historical Sold Listings by Month



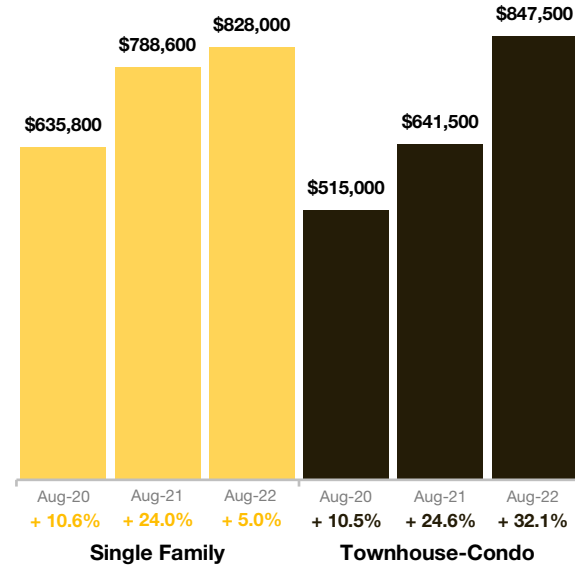
# Median Sales Price



## August

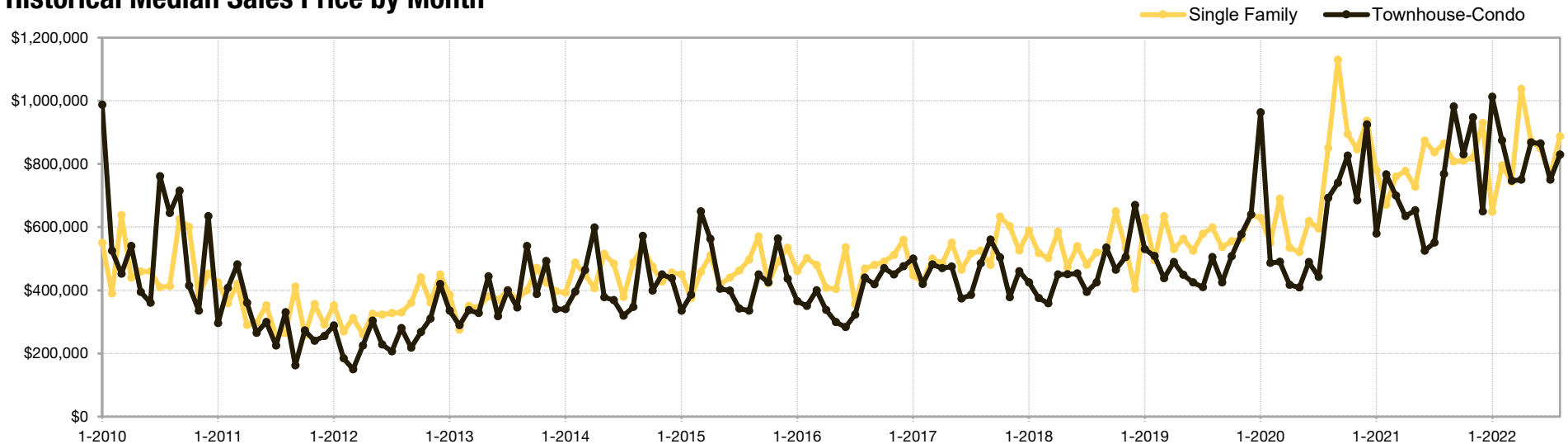


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Jul-2022	\$763,000	-8.8%	\$750,000	+36.1%
<b>Aug-2022</b>	<b>\$887,500</b>	<b>+2.6%</b>	<b>\$829,500</b>	<b>+8.0%</b>

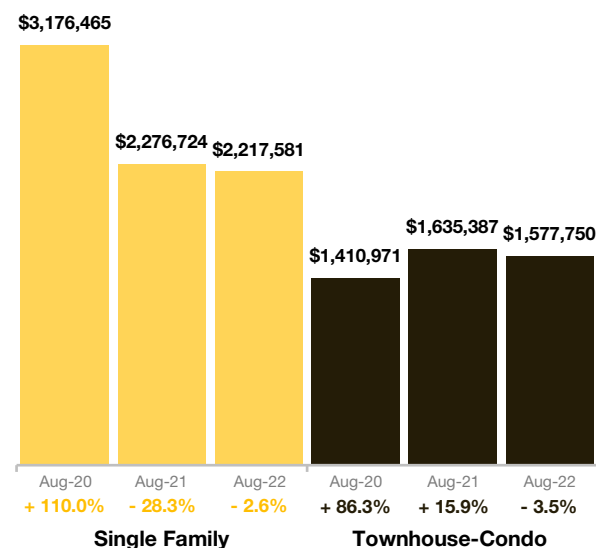
## Historical Median Sales Price by Month



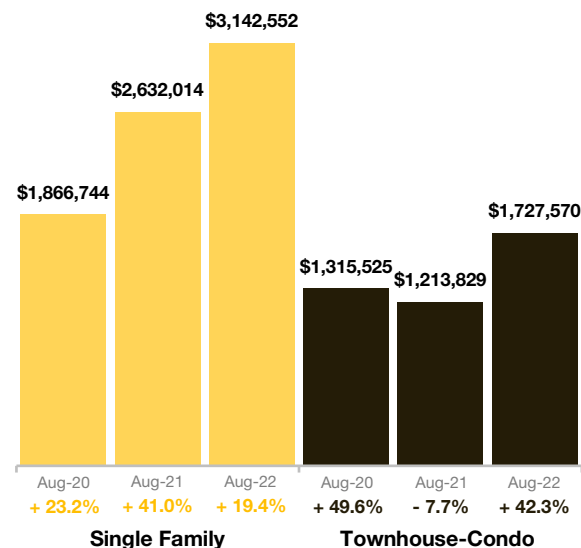
# Average Sales Price



## August

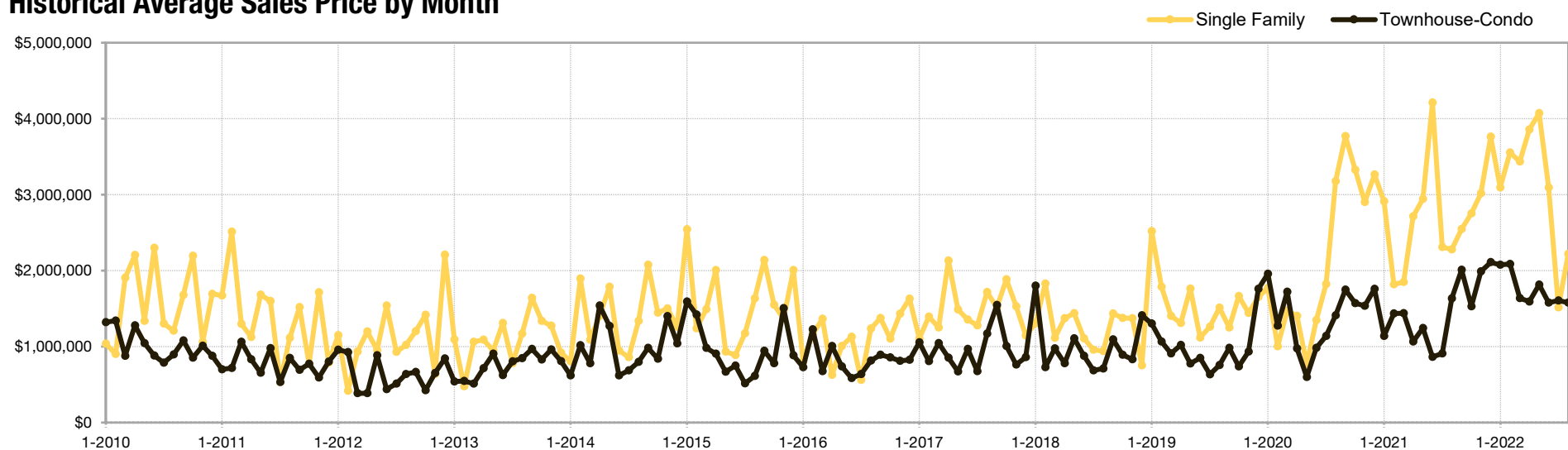


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$3,095,202	-26.5%	\$1,579,125	+82.7%
Jul-2022	\$1,514,001	-34.4%	\$1,605,307	+76.7%
Aug-2022	\$2,217,581	-2.6%	\$1,577,750	-3.5%

## Historical Average Sales Price by Month



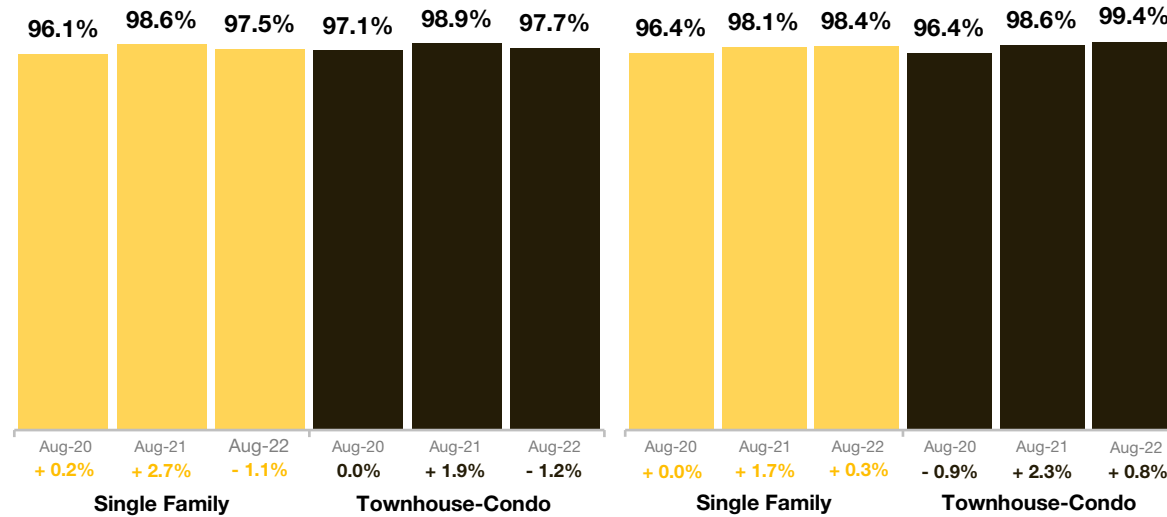


# Percent of List Price Received



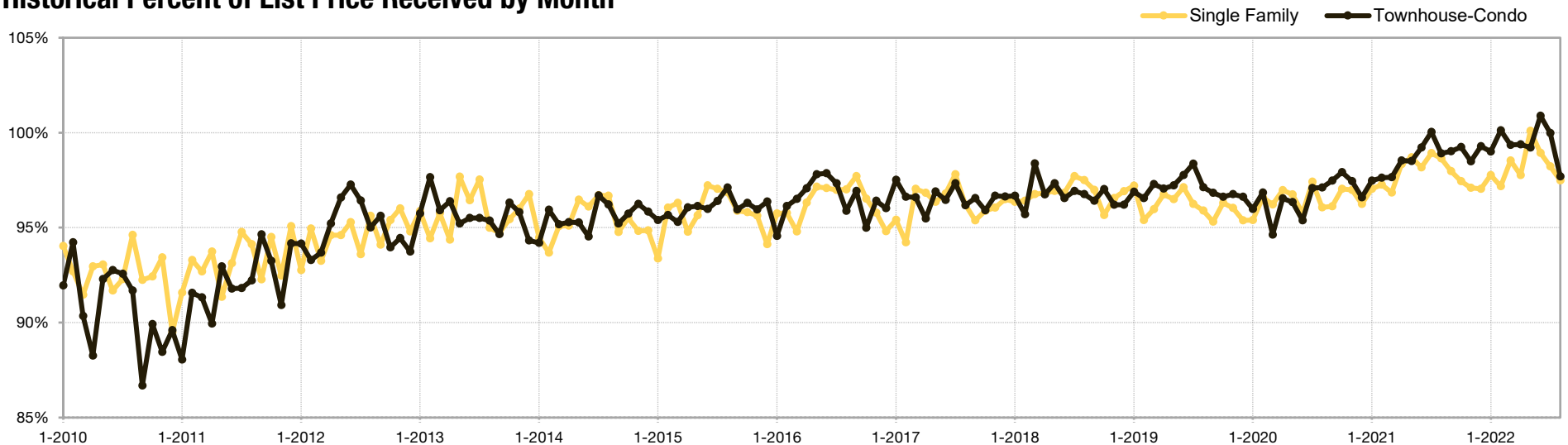
## August

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
<b>Aug-2022</b>	<b>97.5%</b>	<b>-1.1%</b>	<b>97.7%</b>	<b>-1.2%</b>

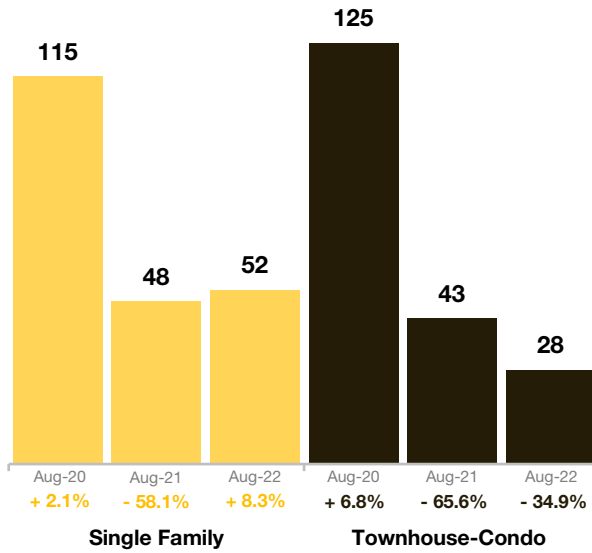
## Historical Percent of List Price Received by Month



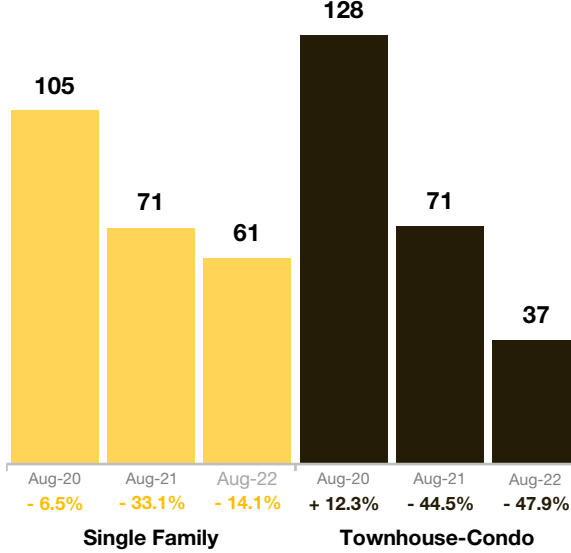
# Days on Market Until Sale



## August

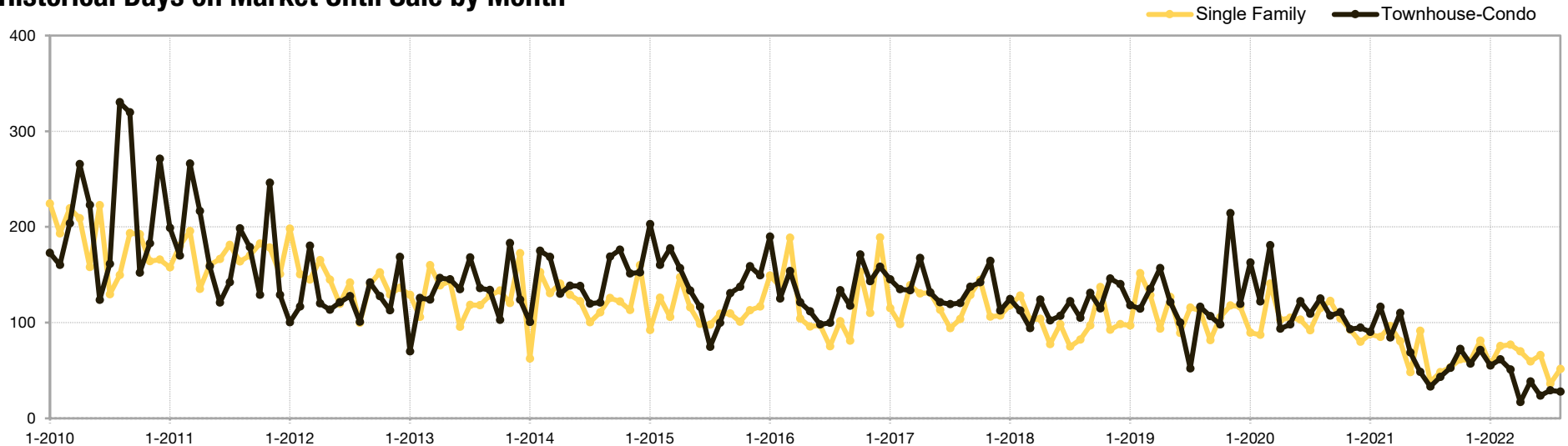


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	66	-28.3%	24	-51.0%
Jul-2022	36	-5.3%	29	-12.1%
<b>Aug-2022</b>	<b>52</b>	<b>+8.3%</b>	<b>28</b>	<b>-34.9%</b>

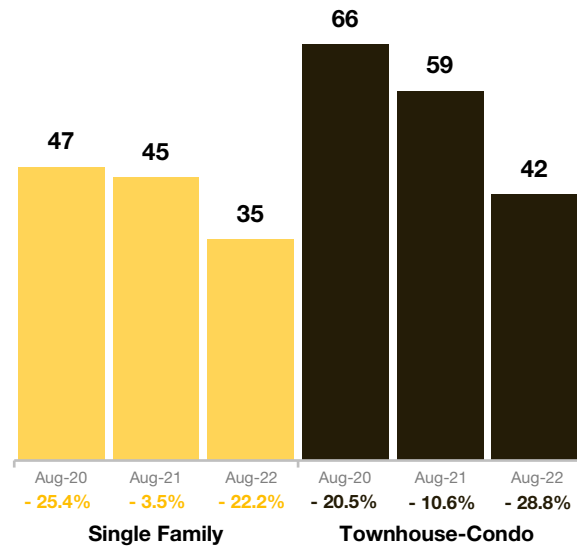
## Historical Days on Market Until Sale by Month



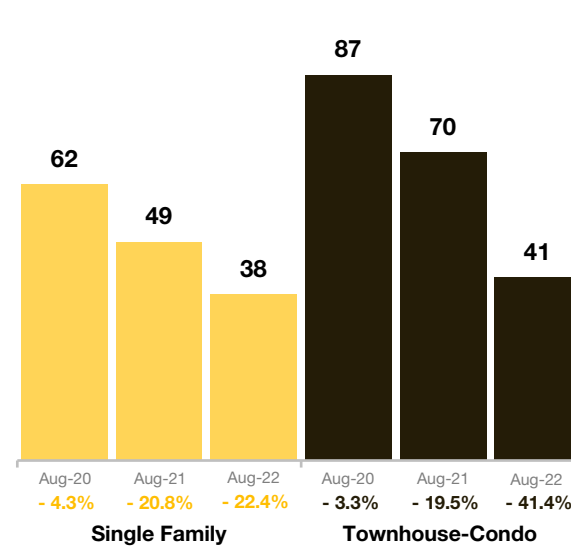
# Housing Affordability Index



## August

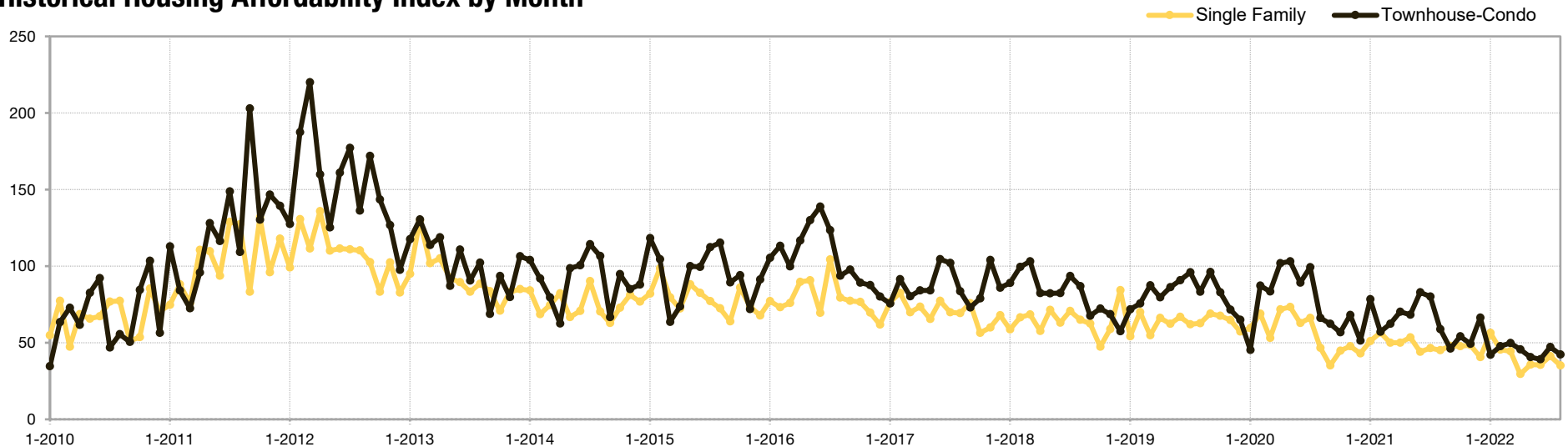


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	41	-10.9%	47	-41.3%
Aug-2022	35	-22.2%	42	-28.8%

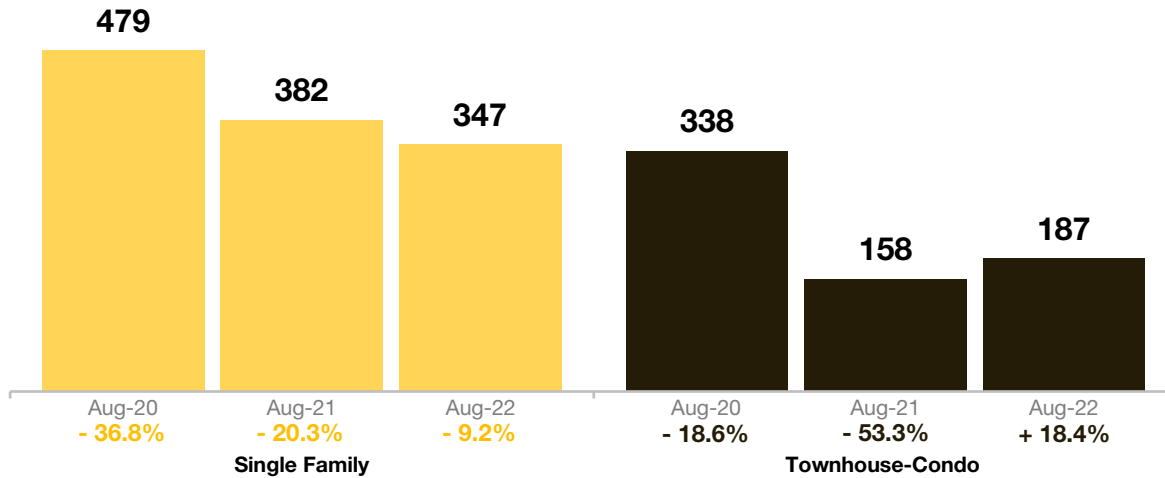
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

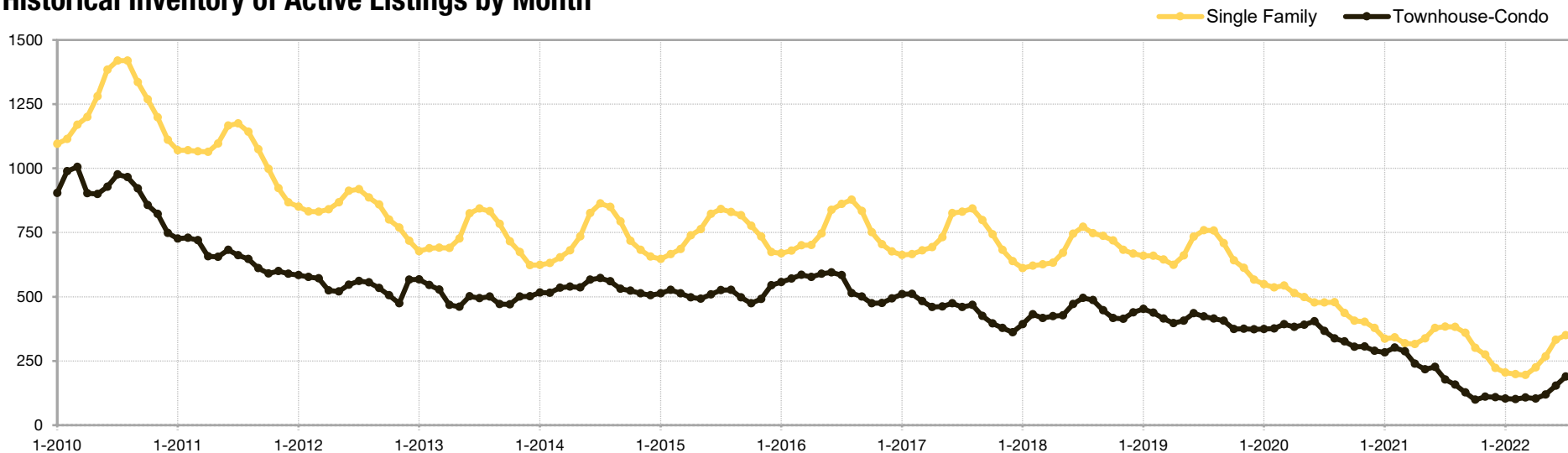


## August



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2021	359	-17.8%	127	-61.0%
Oct-2021	301	-25.9%	99	-67.5%
Nov-2021	275	-31.6%	111	-63.7%
Dec-2021	223	-41.0%	109	-62.3%
Jan-2022	205	-39.0%	103	-63.6%
Feb-2022	198	-42.1%	101	-66.6%
Mar-2022	195	-38.9%	108	-62.4%
Apr-2022	225	-28.8%	103	-56.9%
May-2022	267	-21.0%	119	-45.2%
Jun-2022	332	-12.2%	154	-32.2%
Jul-2022	350	-8.9%	189	+6.2%
<b>Aug-2022</b>	<b>347</b>	<b>-9.2%</b>	<b>187</b>	<b>+18.4%</b>

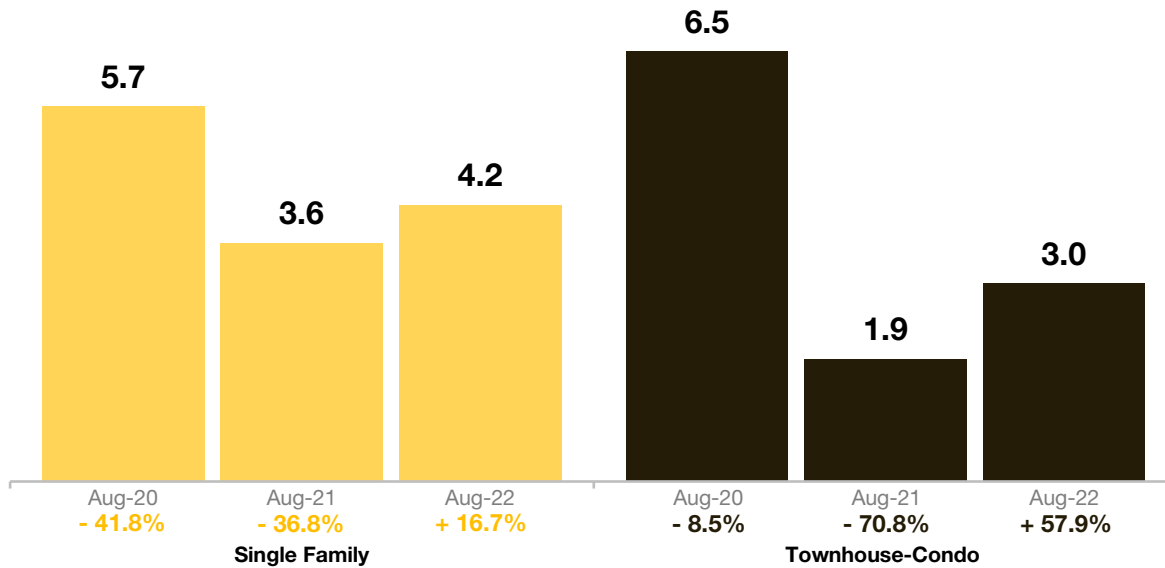
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

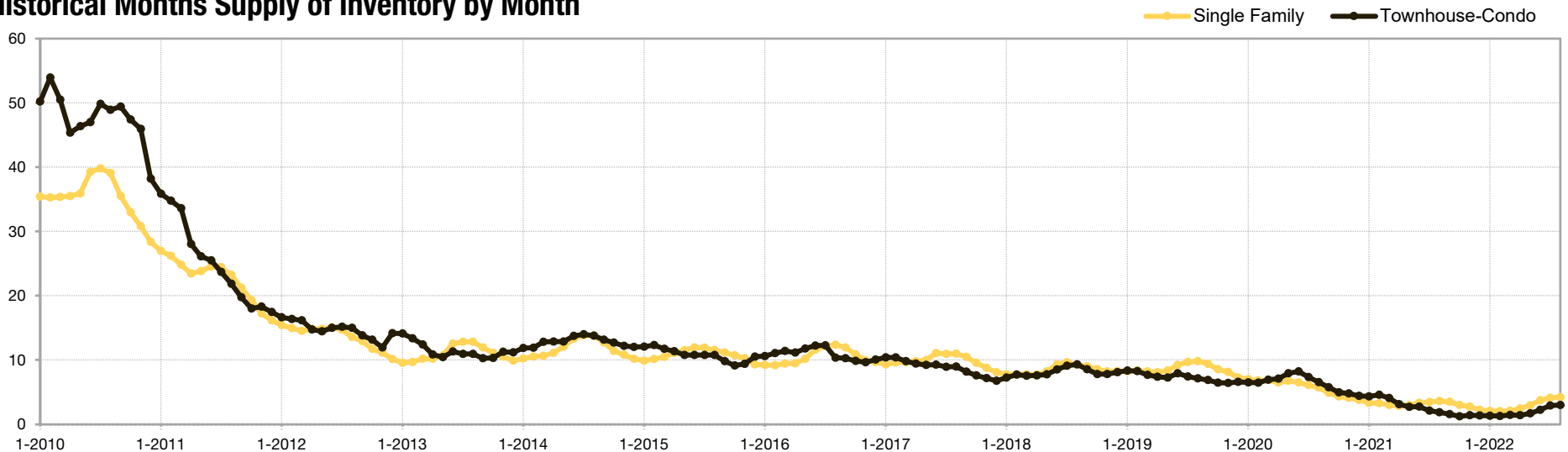


## August



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2021	3.5	-28.6%	1.6	-72.4%
Oct-2021	3.0	-30.2%	1.3	-74.0%
Nov-2021	2.7	-34.1%	1.4	-70.8%
Dec-2021	2.2	-42.1%	1.4	-68.2%
Jan-2022	2.1	-36.4%	1.3	-69.8%
Feb-2022	2.0	-39.4%	1.3	-71.7%
Mar-2022	2.1	-30.0%	1.4	-65.9%
Apr-2022	2.5	-13.8%	1.4	-54.8%
May-2022	3.0	0.0%	1.7	-37.0%
Jun-2022	3.7	+12.1%	2.2	-18.5%
Jul-2022	4.1	+17.1%	2.9	+38.1%
Aug-2022	4.2	+16.7%	3.0	+57.9%

## 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.



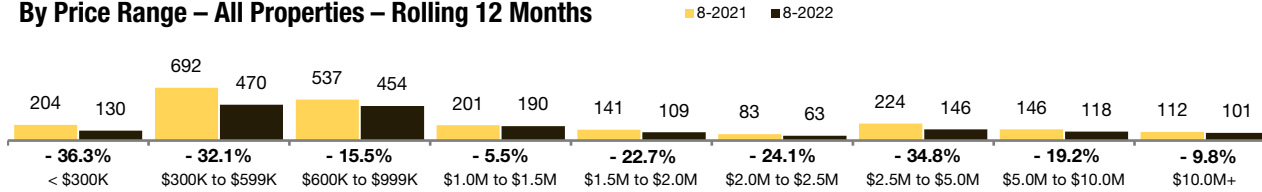
Key Metrics	Historical Sparkbars	8-2021	8-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		212	178	- 16.0%	1,771	1,474	- 16.8%
Pending Sales		205	145	- 29.3%	1,604	1,012	- 36.9%
Sold Listings		204	136	- 33.3%	1,401	985	- 29.7%
Median Sales Price		\$800,000	\$863,125	+ 7.9%	\$711,629	\$814,748	+ 14.5%
Avg. Sales Price		\$1,999,286	\$1,895,282	- 5.2%	\$1,984,120	\$2,464,124	+ 24.2%
Pct. of List Price Received		98.7%	97.6%	- 1.1%	98.2%	98.6%	+ 0.4%
Days on Market		45	41	- 8.9%	73	50	- 31.5%
Affordability Index		49	36	- 26.5%	55	38	- 30.9%
Active Listings		570	565	- 0.9%	--	--	--
Months Supply		2.9	3.8	+ 31.0%	--	--	--

# Sold Listings

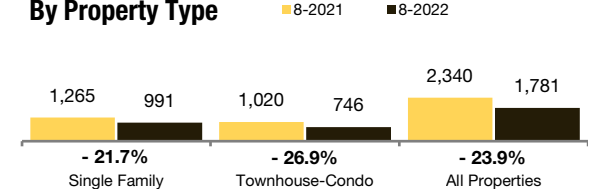
Actual sales that have closed in a given month.



## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	8-2021	8-2022	Change	8-2021	8-2022	Change
\$299,999 and Below	44	16	-63.6%	135	83	-38.5%
\$300,000 to \$599,999	370	288	-22.2%	311	176	-43.4%
\$600,000 to \$999,999	305	281	-7.9%	227	171	-24.7%
\$1,000,000 to \$1,499,999	113	96	-15.0%	87	93	+6.9%
\$1,500,000 to \$1,999,999	79	58	-26.6%	58	50	-13.8%
\$2,000,000 to \$2,499,999	38	36	-5.3%	45	27	-40.0%
\$2,500,000 to \$4,999,999	109	60	-45.0%	112	85	-24.1%
\$5,000,000 to \$9,999,999	106	71	-33.0%	36	46	+27.8%
\$10,000,000 and Above	101	85	-15.8%	9	15	+66.7%
All Price Ranges	1,265	991	-21.7%	1,020	746	-26.9%

### Compared to Prior Month

	Single Family			Townhouse-Condo		
	7-2022	8-2022	Change	7-2022	8-2022	Change
Single Family	1	1	0.0%	4	3	-25.0%
Townhouse-Condo	16	16	0.0%	12	13	+8.3%
Single Family	23	27	+17.4%	12	22	+83.3%
Townhouse-Condo	8	13	+62.5%	9	10	+11.1%
Single Family	3	4	+33.3%	0	3	--
Townhouse-Condo	3	3	0.0%	1	2	+100.0%
Single Family	1	1	0.0%	0	5	--
Townhouse-Condo	2	1	-50.0%	6	3	-50.0%
Single Family	2	6	+200.0%	0	1	--
Townhouse-Condo	59	72	+22.0%	44	62	+40.9%

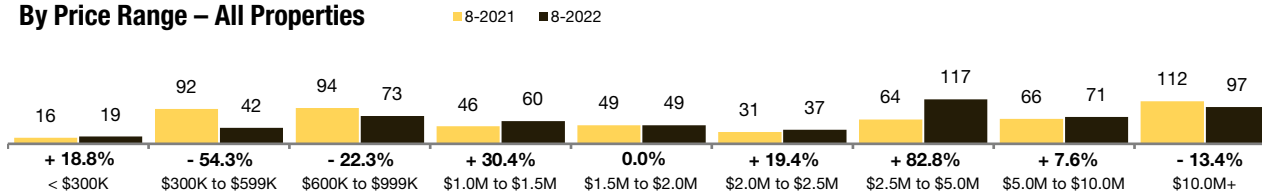
### Year to Date

	Single Family			Townhouse-Condo		
	8-2021	8-2022	Change	8-2021	8-2022	Change
Single Family	21	5	-76.2%	82	42	-48.8%
Townhouse-Condo	233	156	-33.0%	206	99	-51.9%
Single Family	194	158	-18.6%	146	111	-24.0%
Townhouse-Condo	70	56	-20.0%	52	52	0.0%
Single Family	50	34	-32.0%	33	30	-9.1%
Townhouse-Condo	22	22	0.0%	30	11	-63.3%
Single Family	53	27	-49.1%	52	40	-23.1%
Townhouse-Condo	58	31	-46.6%	19	29	+52.6%
Single Family	45	47	+4.4%	2	8	+300.0%
Townhouse-Condo	746	536	-28.2%	622	422	-32.2%

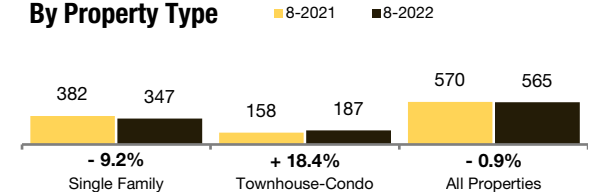
# Inventory of Active Listings

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		
	8-2021	8-2022	Change	8-2021	8-2022	Change
\$299,999 and Below	4	2	-50.0%	8	7	-12.5%
\$300,000 to \$599,999	62	29	-53.2%	28	13	-53.6%
\$600,000 to \$999,999	65	52	-20.0%	27	21	-22.2%
\$1,000,000 to \$1,499,999	25	42	+68.0%	19	15	-21.1%
\$1,500,000 to \$1,999,999	32	28	-12.5%	16	21	+31.3%
\$2,000,000 to \$2,499,999	20	18	-10.0%	10	17	+70.0%
\$2,500,000 to \$4,999,999	42	59	+40.5%	20	56	+180.0%
\$5,000,000 to \$9,999,999	46	38	-17.4%	19	29	+52.6%
\$10,000,000 and Above	86	79	-8.1%	11	8	-27.3%
All Price Ranges	382	347	-9.2%	158	187	+18.4%

### Compared to Prior Month

	Single Family			Townhouse-Condo		
	7-2022	8-2022	Change	7-2022	8-2022	Change
Single Family	2	2	0.0%	12	7	-41.7%
Townhouse-Condo	25	29	+16.0%	17	13	-23.5%
Single Family	51	52	+2.0%	28	21	-25.0%
Townhouse-Condo	41	42	+2.4%	16	15	-6.3%
Single Family	30	28	-6.7%	19	21	+10.5%
Townhouse-Condo	14	18	+28.6%	15	17	+13.3%
Single Family	65	59	-9.2%	46	56	+21.7%
Townhouse-Condo	38	38	0.0%	30	29	-3.3%
Single Family	84	79	-6.0%	6	8	+33.3%
Townhouse-Condo	350	347	-0.9%	189	187	-1.1%

### 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®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	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.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	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.
<b>Inventory of Active Listings</b>	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.
<b>Months Supply of Inventory</b>	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.