

# Monthly Indicators



## October 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 17.8 percent for single family homes and 48.8 percent for townhouse-condo properties. Pending Sales decreased 48.8 percent for single family homes and 45.6 percent for townhouse-condo properties.

The Median Sales Price was up 13.0 percent to \$915,000 for single family homes and 54.7 percent to \$1,285,000 for townhouse-condo properties. Days on Market decreased 17.7 percent for single family homes and 26.4 percent for condo properties.

The US housing market is undergoing a major shift, and affordability continues to be an obstacle for buyers and sellers. Mortgage rates have doubled since March, and home prices remain elevated due to a limited supply of homes, although price gains are slowing at a quickening pace. As a result, many homeowners are waiting until market conditions improve to sell their home, while other sellers are increasingly cutting prices and offering concessions to attract a greater number of buyers.

## Activity Snapshot

**- 40.7%**    **+ 15.9%**    **+ 8.5%**

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	10-2021	10-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		90	74	- 17.8%	1,186	984	- 17.0%
Pending Sales		121	62	- 48.8%	1,043	659	- 36.8%
Sold Listings		109	77	- 29.4%	975	673	- 31.0%
Median Sales Price		\$810,000	\$915,000	+ 13.0%	\$799,000	\$840,000	+ 5.1%
Avg. Sales Price		\$2,751,298	\$3,539,843	+ 28.7%	\$2,634,983	\$3,031,812	+ 15.1%
Pct. of List Price Received		97.5%	95.8%	- 1.7%	98.0%	97.9%	- 0.1%
Days on Market		62	51	- 17.7%	67	58	- 13.4%
Affordability Index		48	30	- 37.5%	48	33	- 31.3%
Active Listings		303	296	- 2.3%	--	--	--
Months Supply		3.0	4.0	+ 33.3%	--	--	--

# Townhouse-Condo Market Overview

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

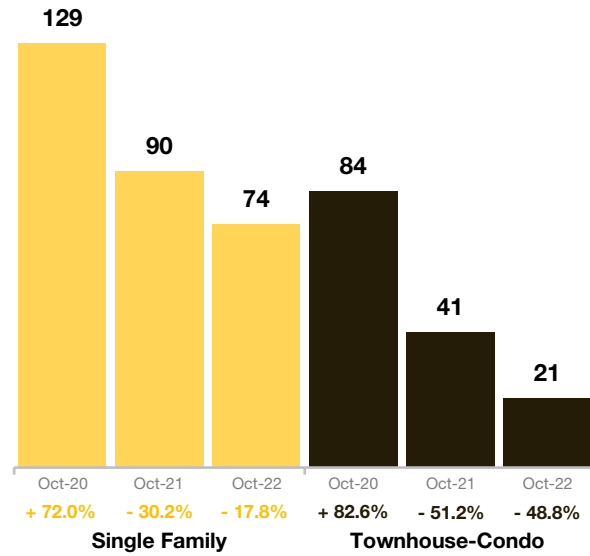


Key Metrics	Historical Sparkbars	10-2021	10-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		41	21	- 48.8%	842	643	- 23.6%
Pending Sales		57	31	- 45.6%	894	507	- 43.3%
Sold Listings		85	38	- 55.3%	791	521	- 34.1%
Median Sales Price		\$830,535	\$1,285,000	+ 54.7%	\$675,000	\$850,000	+ 25.9%
Avg. Sales Price		\$1,527,714	\$1,817,486	+ 19.0%	\$1,332,281	\$1,729,888	+ 29.8%
Pct. of List Price Received		99.2%	97.3%	- 1.9%	98.7%	99.0%	+ 0.3%
Days on Market		72	53	- 26.4%	69	40	- 42.0%
Affordability Index		54	24	- 55.6%	66	36	- 45.5%
Active Listings		100	150	+ 50.0%	--	--	--
Months Supply		1.3	2.7	+ 107.7%	--	--	--

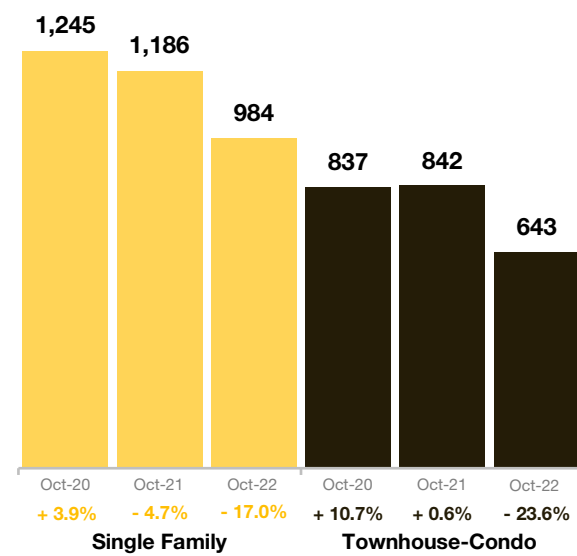
# New Listings



## October

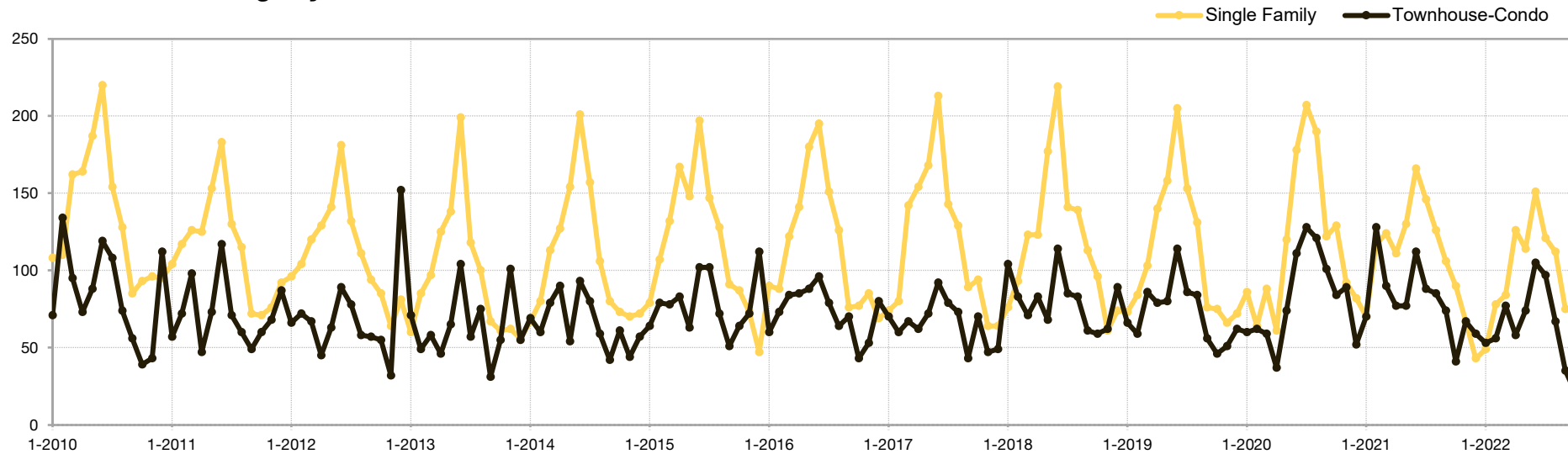


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	67	-27.2%	67	-24.7%
Dec-2021	43	-47.6%	59	+13.5%
Jan-2022	49	-30.0%	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	121	-17.1%	97	+10.2%
Aug-2022	112	-11.1%	67	-21.2%
Sep-2022	75	-29.2%	35	-52.7%
Oct-2022	74	-17.8%	21	-48.8%

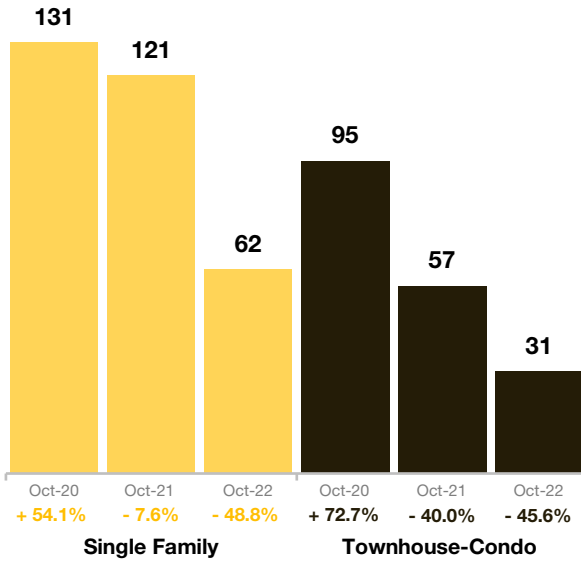
## Historical New Listings by Month



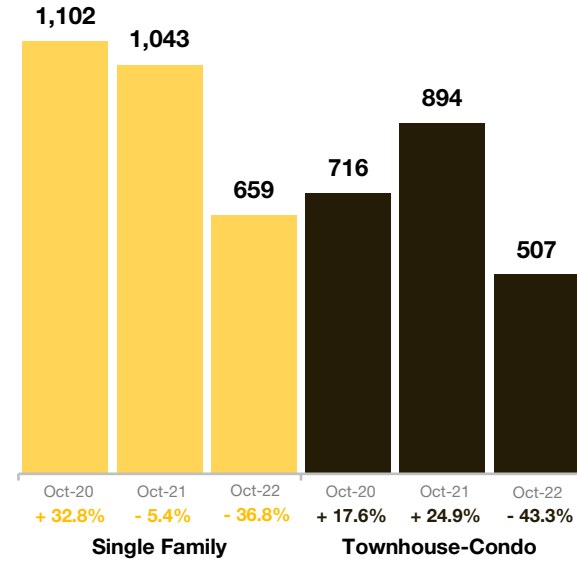
# Pending Sales



## October

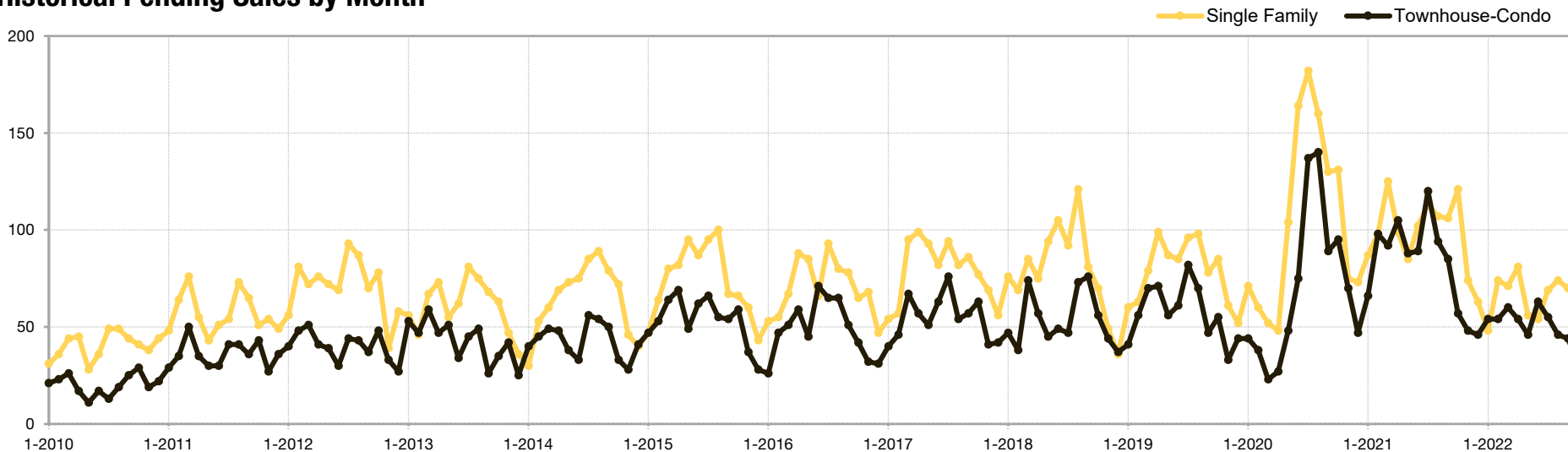


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	74	-1.3%	48	-31.4%
Dec-2021	63	-13.7%	46	-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	69	-38.9%	55	-54.2%
Aug-2022	74	-30.8%	46	-51.1%
Sep-2022	70	-34.0%	44	-48.2%
Oct-2022	62	-48.8%	31	-45.6%

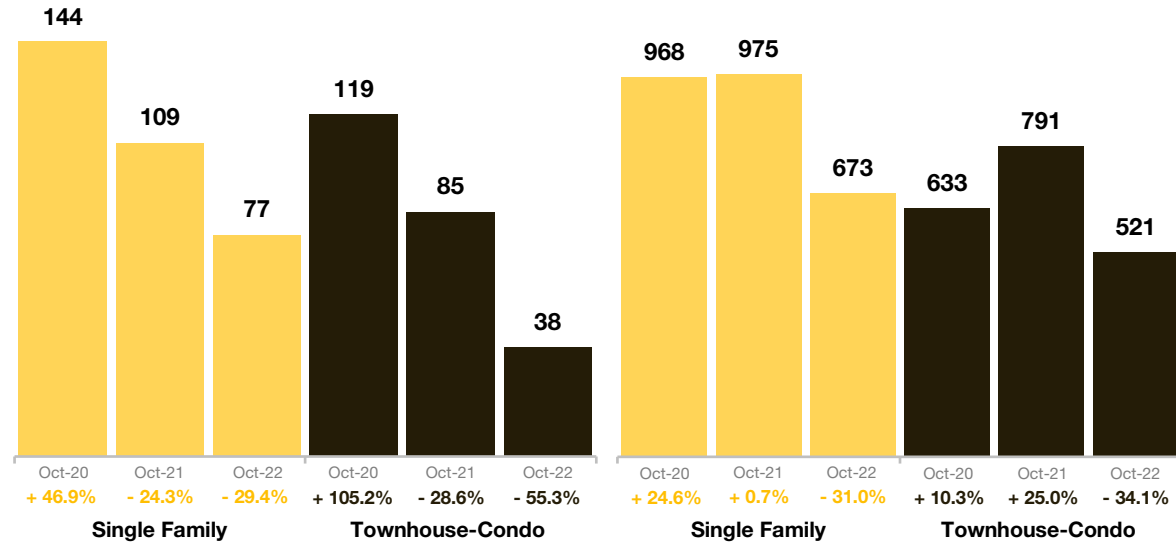
## Historical Pending Sales by Month



# Sold Listings

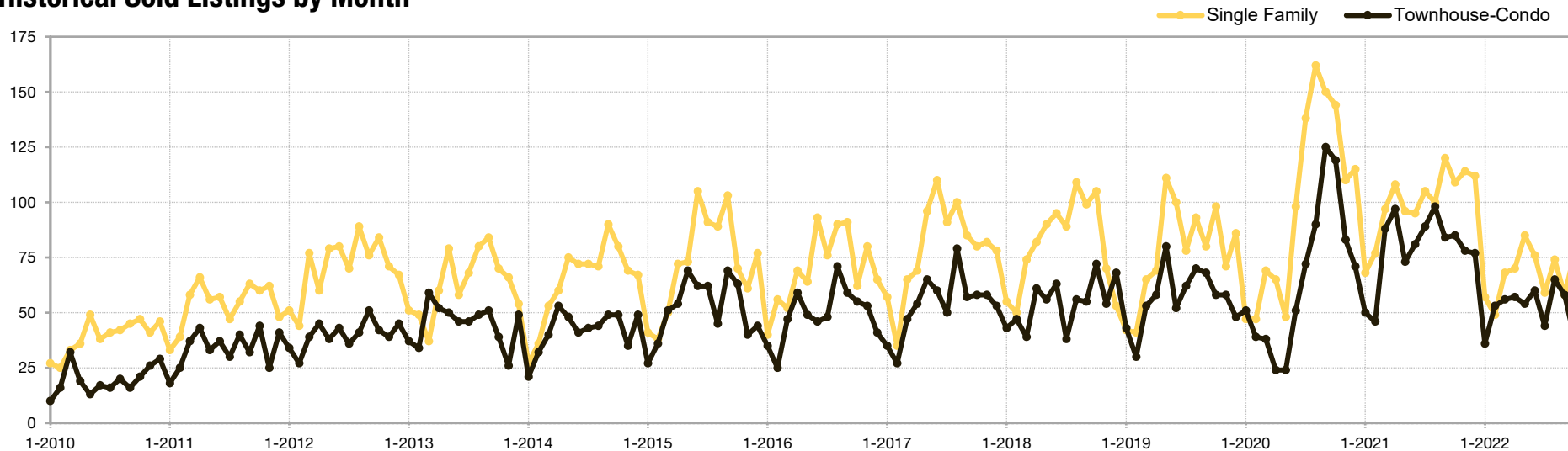


## October



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Aug-2022	74	-26.0%	65	-33.7%
Sep-2022	58	-51.7%	58	-31.0%
<b>Oct-2022</b>	<b>77</b>	<b>-29.4%</b>	<b>38</b>	<b>-55.3%</b>

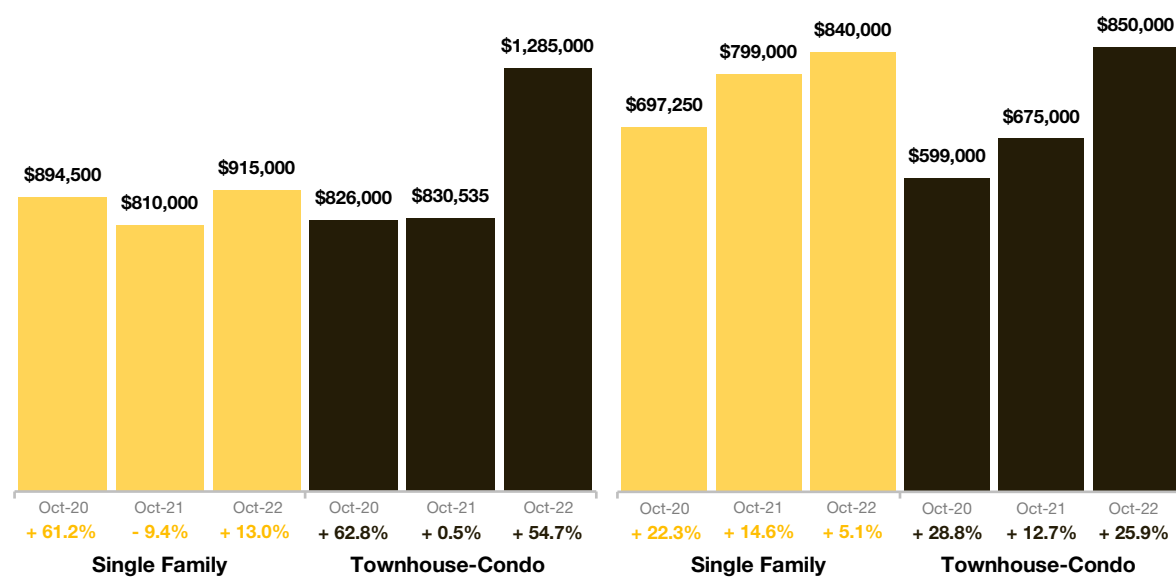
## Historical Sold Listings by Month



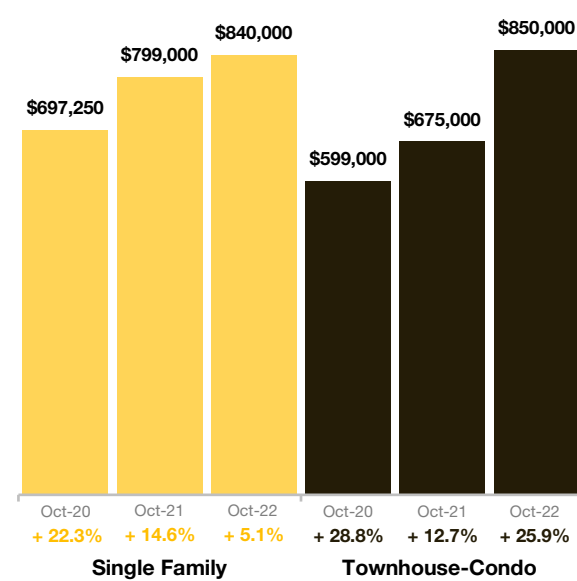
# Median Sales Price



## October

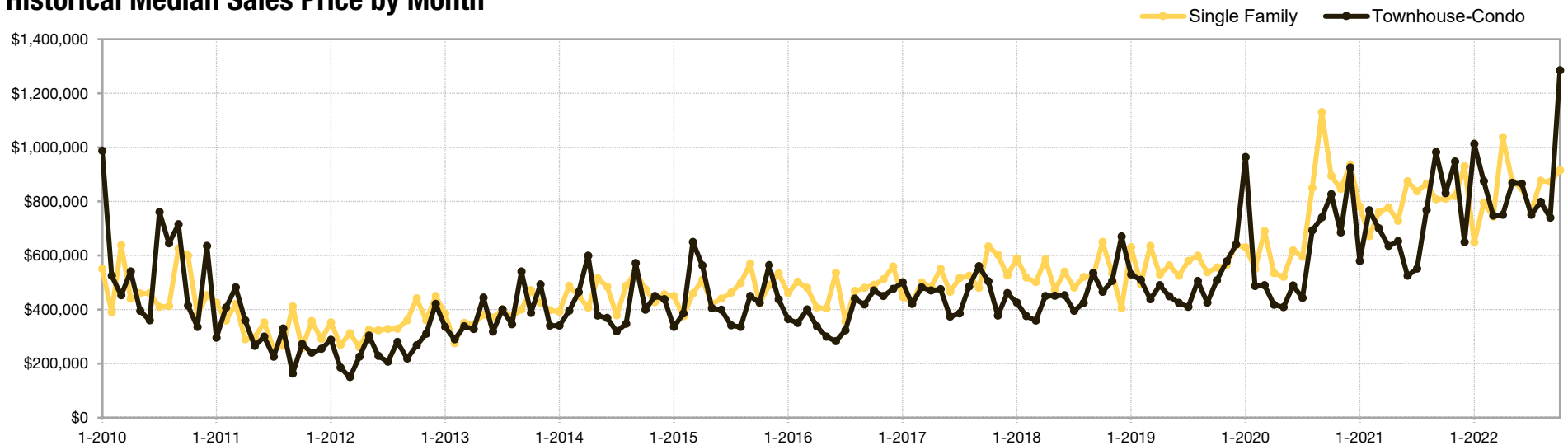


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Aug-2022	\$875,625	+1.2%	\$797,500	+3.8%
Sep-2022	\$872,000	+8.0%	\$739,000	-24.7%
Oct-2022	\$915,000	+13.0%	\$1,285,000	+54.7%

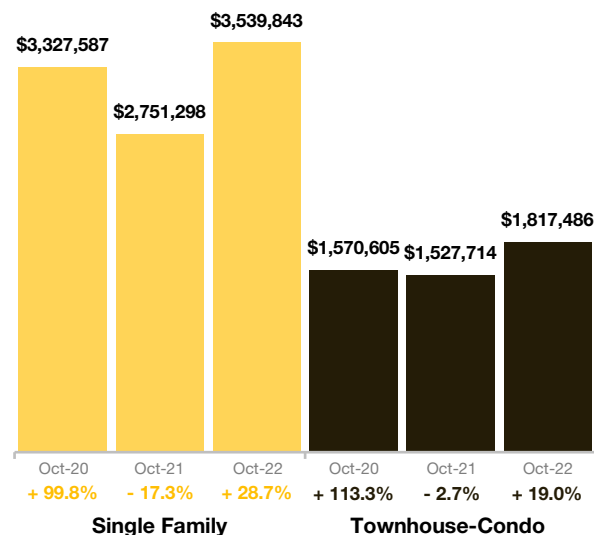
## Historical Median Sales Price by Month



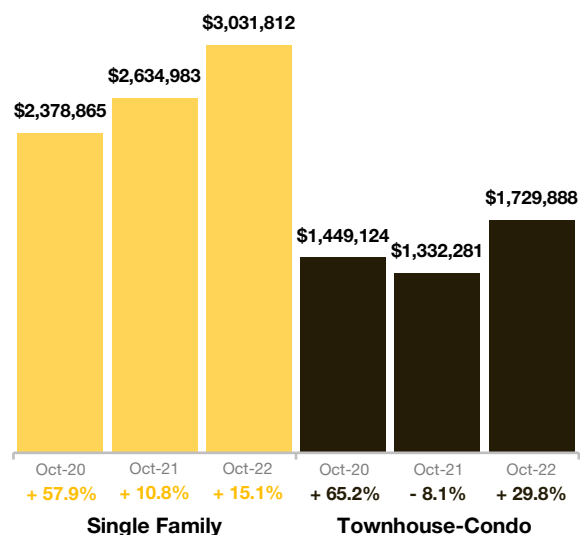
# Average Sales Price



## October

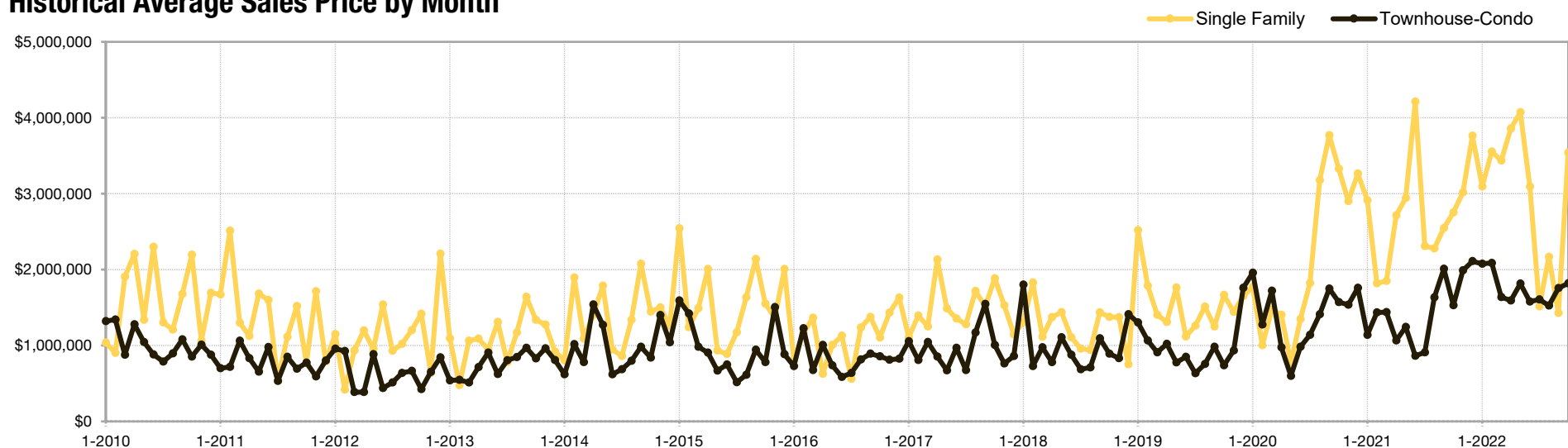


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$2,165,484	-4.9%	\$1,526,623	-6.7%
Sep-2022	\$1,428,506	-43.9%	\$1,754,522	-12.8%
Oct-2022	\$3,539,843	+28.7%	\$1,817,486	+19.0%

## Historical Average Sales Price by Month



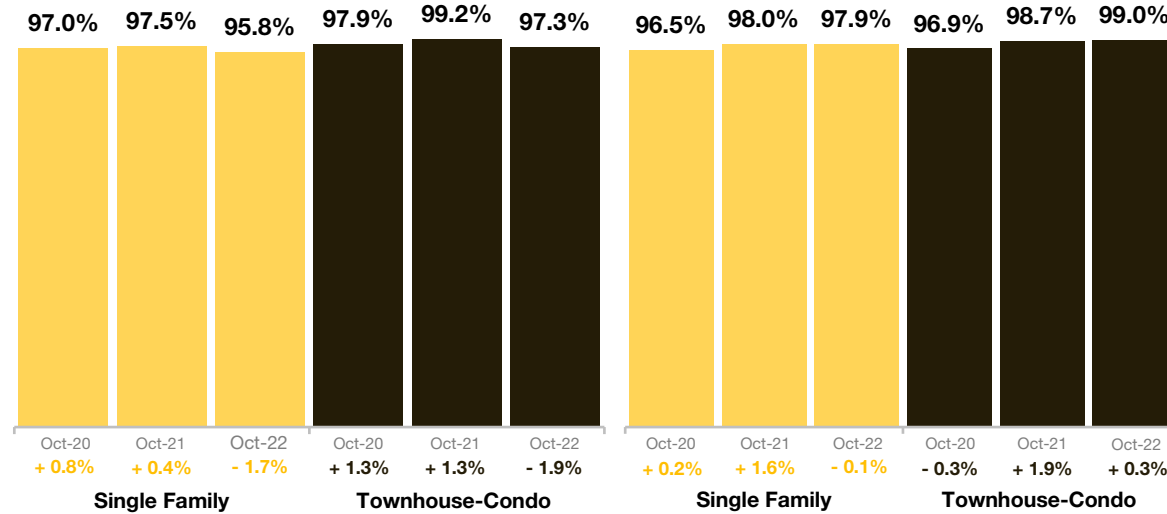


# Percent of List Price Received



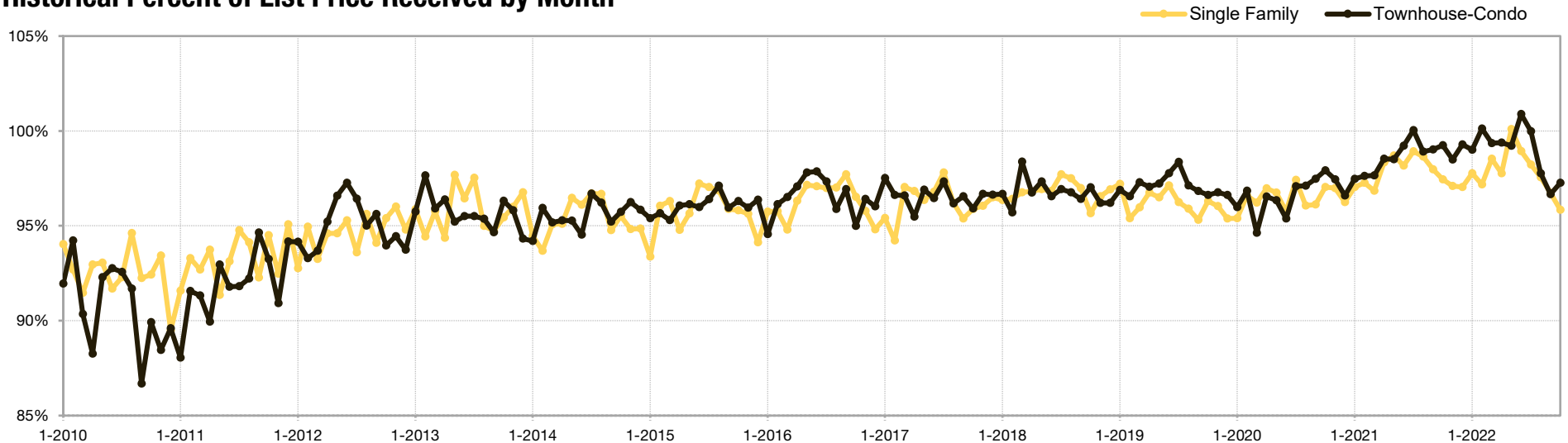
## October

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Aug-2022	97.6%	-1.0%	97.8%	-1.1%
Sep-2022	96.7%	-1.3%	96.7%	-2.3%
Oct-2022	95.8%	-1.7%	97.3%	-1.9%

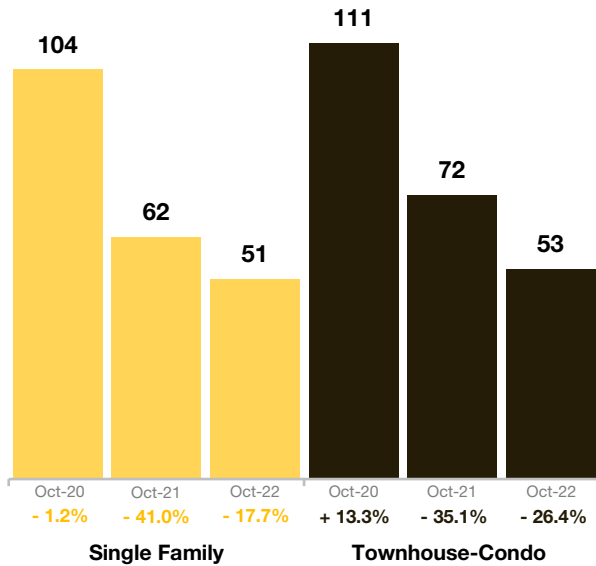
## Historical Percent of List Price Received by Month



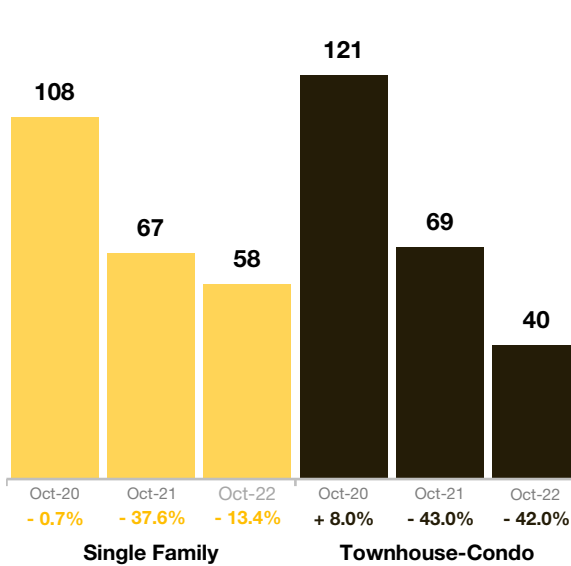
# Days on Market Until Sale



## October

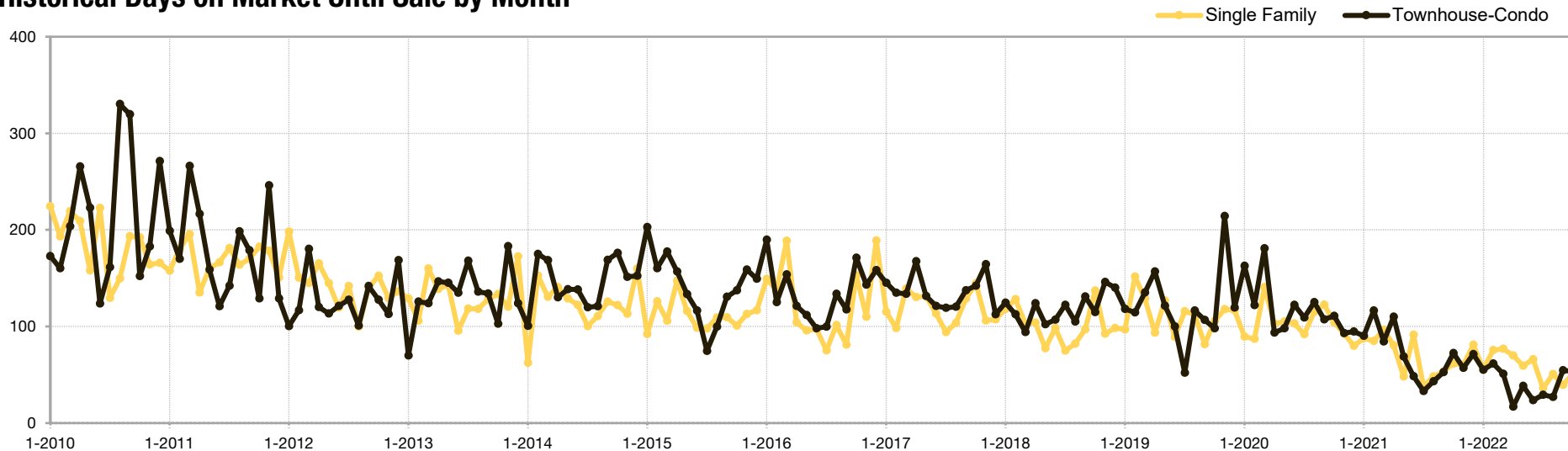


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Aug-2022	51	+6.3%	27	-37.2%
Sep-2022	39	-26.4%	55	+3.8%
Oct-2022	51	-17.7%	53	-26.4%

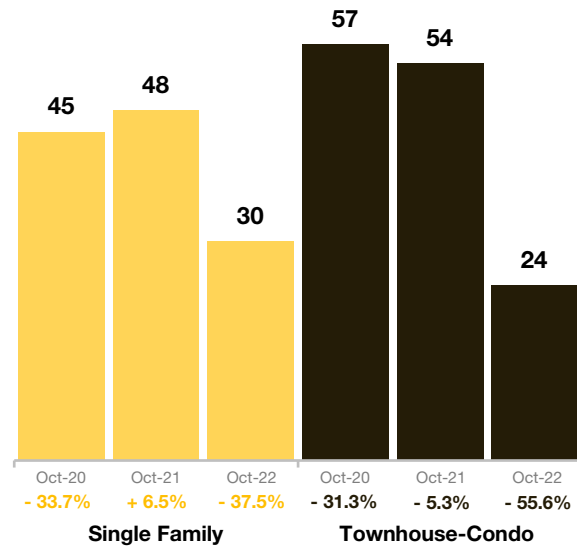
## Historical Days on Market Until Sale by Month



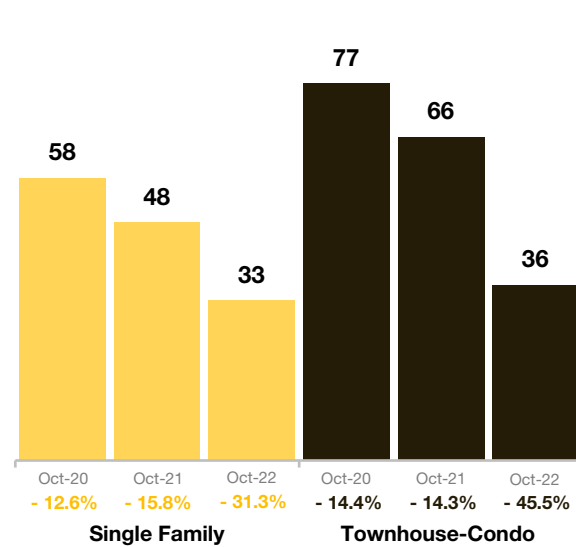
# Housing Affordability Index



## October

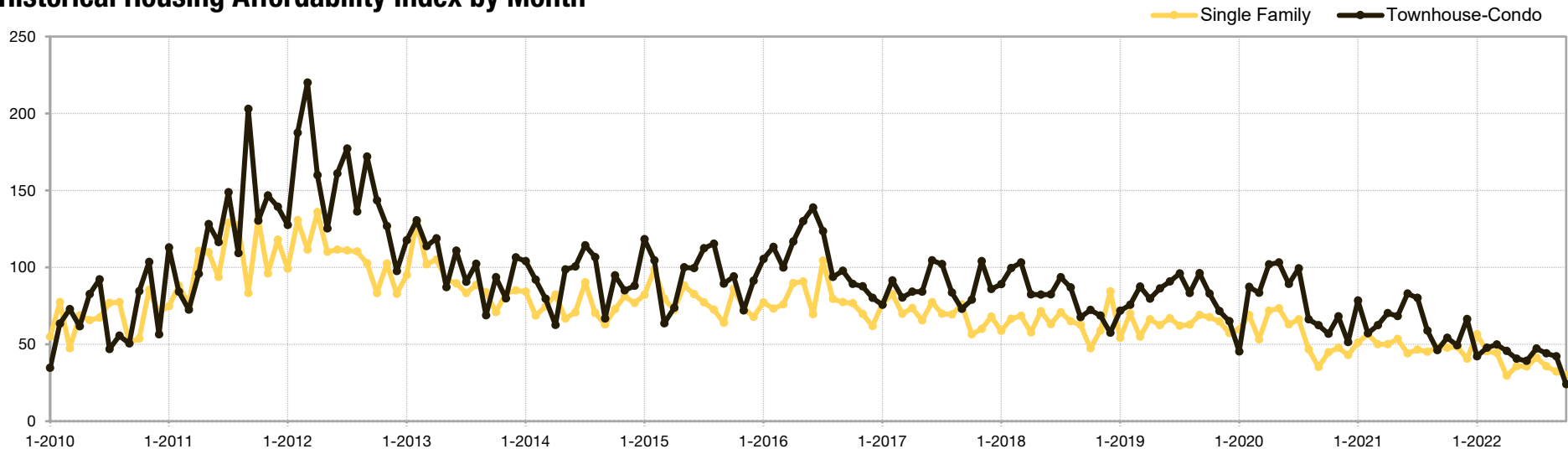


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	36	-20.0%	44	-25.4%
Sep-2022	32	-33.3%	42	-8.7%
Oct-2022	30	-37.5%	24	-55.6%

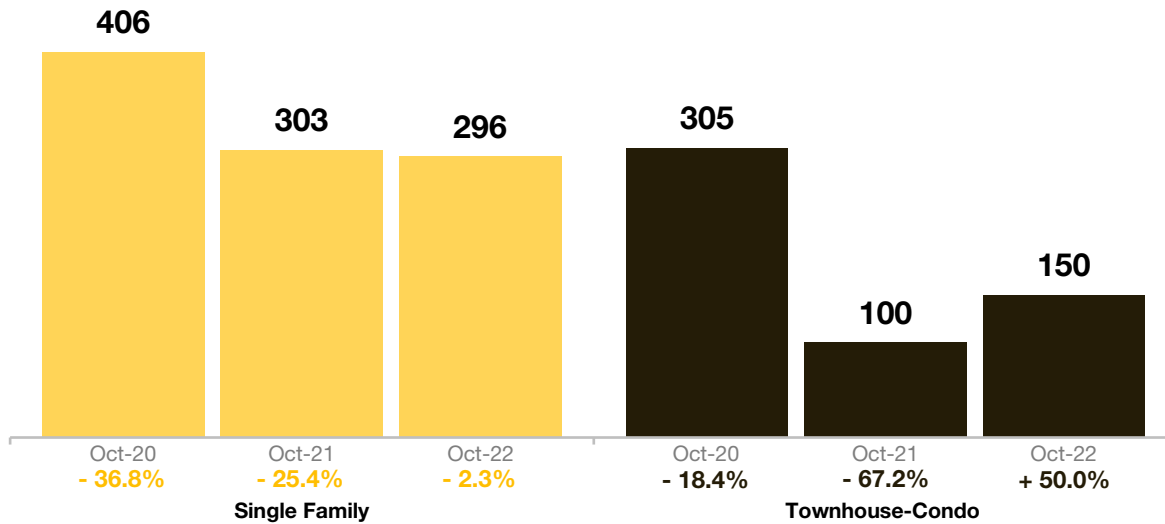
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

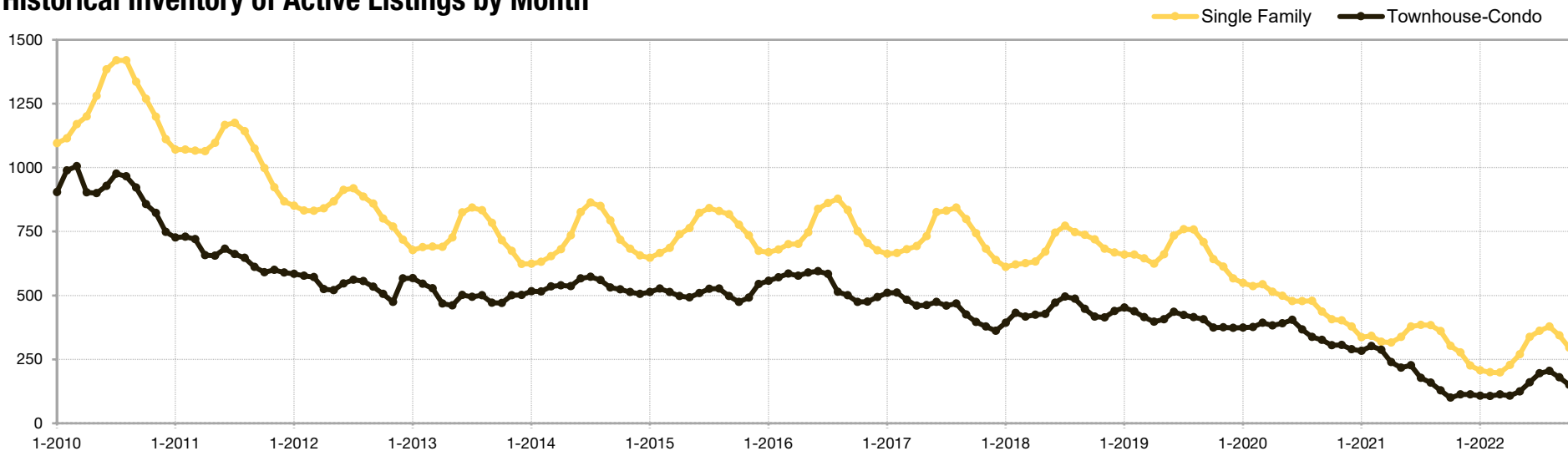


## October



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	277	-31.1%	113	-63.1%
Dec-2021	226	-40.2%	113	-60.9%
Jan-2022	207	-38.4%	108	-61.8%
Feb-2022	200	-41.5%	106	-64.9%
Mar-2022	198	-37.9%	113	-60.6%
Apr-2022	228	-27.8%	108	-54.8%
May-2022	270	-20.1%	124	-42.9%
Jun-2022	337	-10.8%	160	-29.5%
Jul-2022	362	-6.0%	195	+9.6%
Aug-2022	378	-1.6%	205	+28.9%
Sep-2022	344	-4.7%	180	+40.6%
Oct-2022	296	-2.3%	150	+50.0%

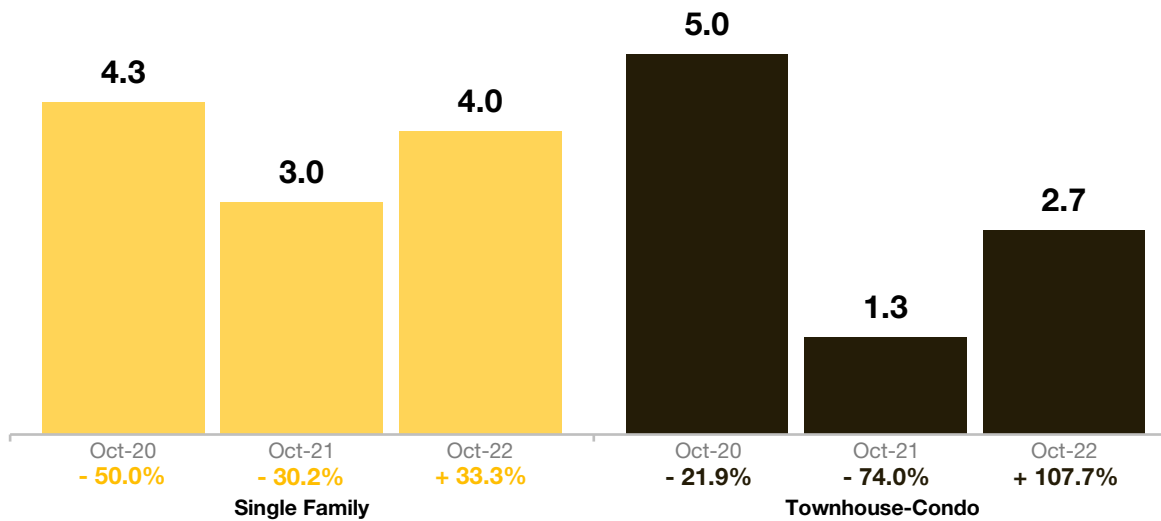
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

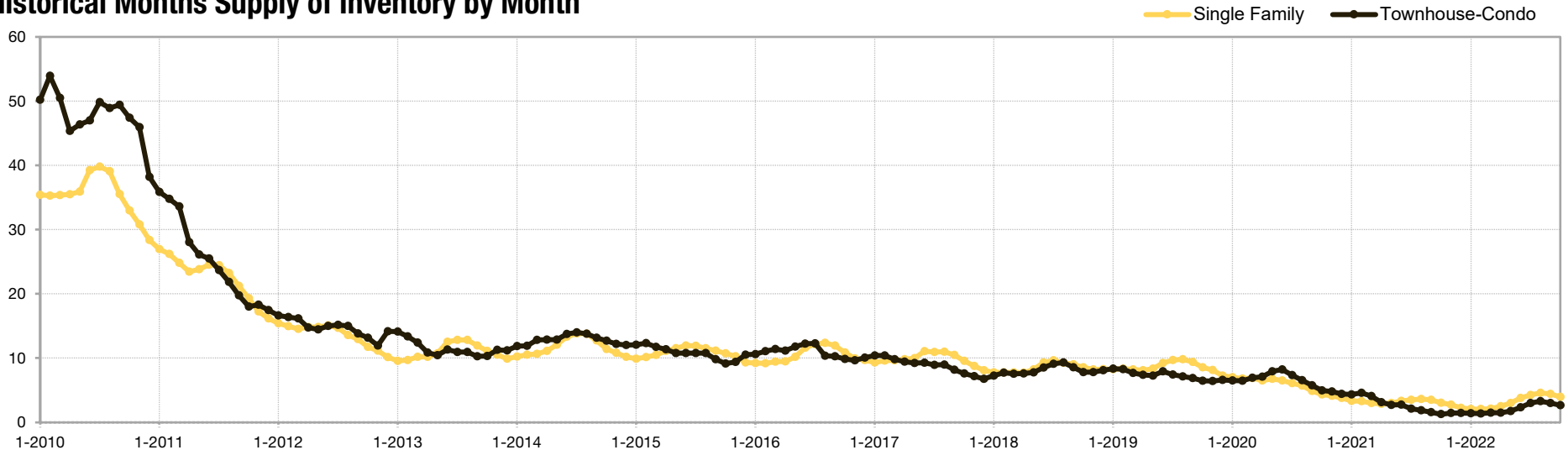


October



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	2.8	-31.7%	1.4	-70.8%
Dec-2021	2.3	-39.5%	1.4	-68.2%
Jan-2022	2.1	-36.4%	1.4	-67.4%
Feb-2022	2.1	-36.4%	1.4	-69.6%
Mar-2022	2.1	-30.0%	1.5	-63.4%
Apr-2022	2.5	-13.8%	1.5	-51.6%
May-2022	3.0	0.0%	1.8	-33.3%
Jun-2022	3.8	+15.2%	2.3	-14.8%
Jul-2022	4.3	+22.9%	3.0	+42.9%
Aug-2022	4.6	+27.8%	3.3	+73.7%
Sep-2022	4.4	+25.7%	3.0	+87.5%
Oct-2022	4.0	+33.3%	2.7	+107.7%

## 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.



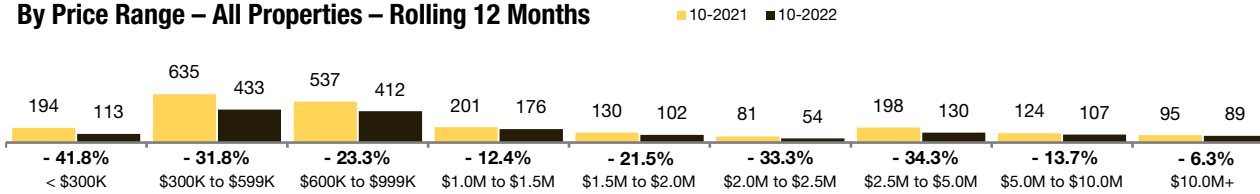
Key Metrics	Historical Sparkbars	10-2021	10-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		135	96	- 28.9%	2,095	1,690	- 19.3%
Pending Sales		183	98	- 46.4%	1,980	1,201	- 39.3%
Sold Listings		199	118	- 40.7%	1,807	1,226	- 32.2%
Median Sales Price		\$810,000	\$939,000	+ 15.9%	\$735,000	\$819,000	+ 11.4%
Avg. Sales Price		\$2,259,795	\$2,898,884	+ 28.3%	\$2,050,157	\$2,413,050	+ 17.7%
Pct. of List Price Received		98.2%	96.3%	- 1.9%	98.2%	98.2%	0.0%
Days on Market		66	51	- 22.7%	70	50	- 28.6%
Affordability Index		48	29	- 39.6%	53	33	- 37.7%
Active Listings		436	473	+ 8.5%	--	--	--
Months Supply		2.4	3.5	+ 45.8%	--	--	--

# Sold Listings

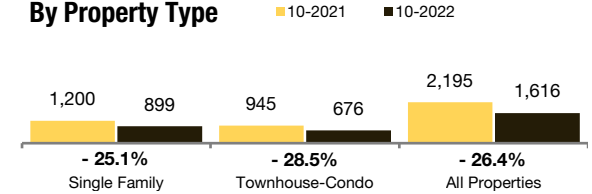
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	10-2021	10-2022	Change	10-2021	10-2022	Change
\$299,999 and Below	41	14	-65.9%	125	70	-44.0%
\$300,000 to \$599,999	346	264	-23.7%	281	163	-42.0%
\$600,000 to \$999,999	319	248	-22.3%	215	162	-24.7%
\$1,000,000 to \$1,499,999	114	96	-15.8%	87	79	-9.2%
\$1,500,000 to \$1,999,999	75	56	-25.3%	52	45	-13.5%
\$2,000,000 to \$2,499,999	34	32	-5.9%	47	22	-53.2%
\$2,500,000 to \$4,999,999	96	52	-45.8%	100	77	-23.0%
\$5,000,000 to \$9,999,999	90	62	-31.1%	31	44	+41.9%
\$10,000,000 and Above	85	75	-11.8%	7	14	+100.0%
<b>All Price Ranges</b>	<b>1,200</b>	<b>899</b>	<b>-25.1%</b>	<b>945</b>	<b>676</b>	<b>-28.5%</b>

### Compared to Prior Month

	Single Family			Townhouse-Condo		
	9-2022	10-2022	Change	9-2022	10-2022	Change
	2	2	0.0%	4	3	-25.0%
	10	22	+120.0%	12	8	-33.3%
	20	18	-10.0%	20	5	-75.0%
	17	5	-70.6%	4	6	+50.0%
	4	5	+25.0%	2	4	+100.0%
	1	4	+300.0%	2	3	+50.0%
	2	9	+350.0%	11	7	-36.4%
	1	4	+300.0%	2	2	0.0%
	1	8	+700.0%	1	0	-100.0%
<b>All Price Ranges</b>	<b>58</b>	<b>77</b>	<b>+32.8%</b>	<b>58</b>	<b>38</b>	<b>-34.5%</b>

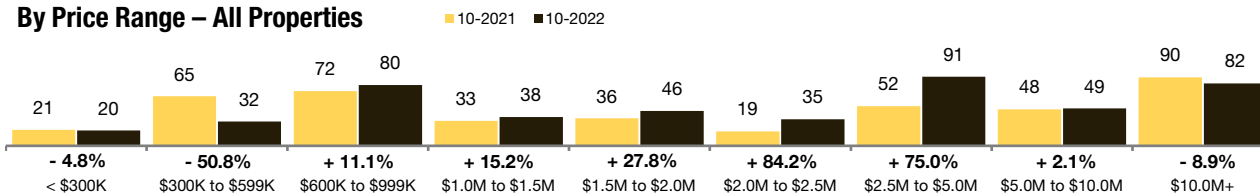
### Year to Date

	Single Family			Townhouse-Condo		
	10-2021	10-2022	Change	10-2021	10-2022	Change
	28	10	-64.3%	103	50	-51.5%
	290	189	-34.8%	241	121	-49.8%
	265	196	-26.0%	180	136	-24.4%
	92	78	-15.2%	76	62	-18.4%
	61	43	-29.5%	44	36	-18.2%
	31	27	-12.9%	40	16	-60.0%
	72	38	-47.2%	78	58	-25.6%
	72	36	-50.0%	25	33	+32.0%
	64	56	-12.5%	4	9	+125.0%
<b>All Price Ranges</b>	<b>975</b>	<b>673</b>	<b>-31.0%</b>	<b>791</b>	<b>521</b>	<b>-34.1%</b>

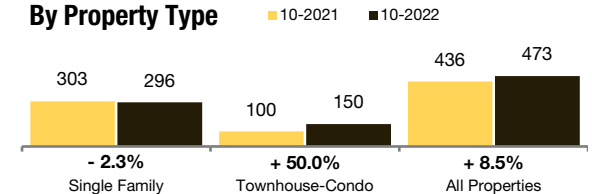
# Inventory of Active Listings

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		
	10-2021	10-2022	Change	10-2021	10-2022	Change
\$299,999 and Below	5	4	-20.0%	11	8	-27.3%
\$300,000 to \$599,999	48	22	-54.2%	15	10	-33.3%
\$600,000 to \$999,999	50	55	+10.0%	20	25	+25.0%
\$1,000,000 to \$1,499,999	19	23	+21.1%	12	12	0.0%
\$1,500,000 to \$1,999,999	29	30	+3.4%	7	16	+128.6%
\$2,000,000 to \$2,499,999	17	20	+17.6%	1	13	+1200.0%
\$2,500,000 to \$4,999,999	37	47	+27.0%	13	42	+223.1%
\$5,000,000 to \$9,999,999	31	30	-3.2%	16	15	-6.3%
\$10,000,000 and Above	67	65	-3.0%	5	9	+80.0%
<b>All Price Ranges</b>	<b>303</b>	<b>296</b>	<b>-2.3%</b>	<b>100</b>	<b>150</b>	<b>+50.0%</b>

### Compared to Prior Month

	Single Family			Townhouse-Condo		
	9-2022	10-2022	Change	9-2022	10-2022	Change
	3	4	+33.3%	9	8	-11.1%
	32	22	-31.3%	14	10	-28.6%
	60	55	-8.3%	22	25	+13.6%
	34	23	-32.4%	16	12	-25.0%
	36	30	-16.7%	21	16	-23.8%
	19	20	+5.3%	17	13	-23.5%
	52	47	-9.6%	48	42	-12.5%
	31	30	-3.2%	24	15	-37.5%
	77	65	-15.6%	9	9	0.0%
<b>All Price Ranges</b>	<b>344</b>	<b>296</b>	<b>-14.0%</b>	<b>180</b>	<b>150</b>	<b>-16.7%</b>

### 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.