

Monthly Indicators



November 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 47.8 percent for single family homes and 52.2 percent for townhouse-condo properties. Pending Sales decreased 41.9 percent for single family homes and 68.8 percent for townhouse-condo properties.

The Median Sales Price was up 16.5 percent to \$955,000 for single family homes and 84.7 percent to \$1,750,000 for townhouse-condo properties. Days on Market increased 16.7 percent for single family homes and 35.1 percent for condo properties.

With home sales down, nationwide housing inventory was at 3.3 months' supply heading into November, up from 2.4 months from this time last year, according to the National Association of REALTORS®. Although buyers have more options to choose from, home prices remain high, and soaring borrowing costs have caused monthly payments to increase significantly, with the average homebuyer paying 77% more on their loan per month compared to the same period a year ago, according to Realtor.com.

Activity Snapshot

- 51.0% **+ 14.7%** **+ 3.3%**

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
---	--	---

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.

Single Family Market Overview	2
Townhouse-Condo Market Overview	3
New Listings	4
Pending Sales	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Housing Affordability Index	11
Inventory of Active Listings	12
Months Supply of Inventory	13
Total Market Overview	14
Sold Listings and Inventory by Price Range	15
Glossary of Terms	16

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	11-2021	11-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		67	35	- 47.8%	1,253	1,018	- 18.8%
Pending Sales		74	43	- 41.9%	1,117	697	- 37.6%
Sold Listings		114	65	- 43.0%	1,089	738	- 32.2%
Median Sales Price		\$819,750	\$955,000	+ 16.5%	\$799,000	\$850,000	+ 6.4%
Avg. Sales Price		\$3,015,543	\$3,951,476	+ 31.0%	\$2,674,821	\$3,114,222	+ 16.4%
Pct. of List Price Received		97.1%	95.4%	- 1.8%	97.9%	97.7%	- 0.2%
Days on Market		60	70	+ 16.7%	67	59	- 11.9%
Affordability Index		48	29	- 39.6%	50	33	- 34.0%
Active Listings		277	257	- 7.2%	--	--	--
Months Supply		2.8	3.6	+ 28.6%	--	--	--

Townhouse-Condo Market Overview

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

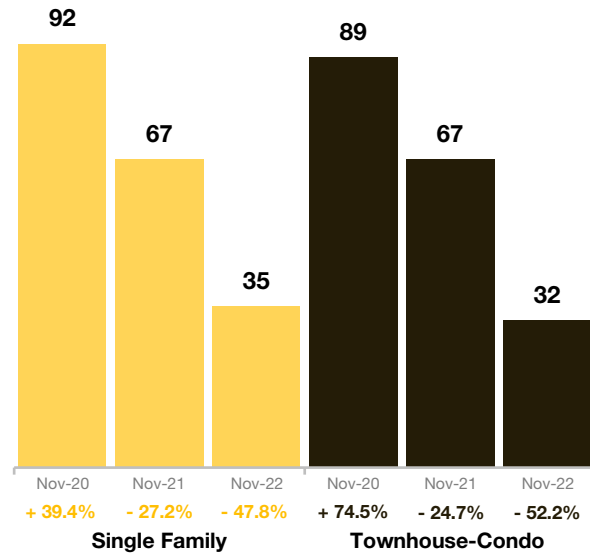


Key Metrics	Historical Sparkbars	11-2021	11-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		67	32	- 52.2%	909	678	- 25.4%
Pending Sales		48	15	- 68.8%	942	522	- 44.6%
Sold Listings		78	27	- 65.4%	869	548	- 36.9%
Median Sales Price		\$947,500	\$1,750,000	+ 84.7%	\$688,000	\$853,602	+ 24.1%
Avg. Sales Price		\$1,987,445	\$2,291,572	+ 15.3%	\$1,391,088	\$1,757,562	+ 26.3%
Pct. of List Price Received		98.5%	95.6%	- 2.9%	98.7%	98.8%	+ 0.1%
Days on Market		57	77	+ 35.1%	68	42	- 38.2%
Affordability Index		49	18	- 63.3%	67	36	- 46.3%
Active Listings		113	152	+ 34.5%	--	--	--
Months Supply		1.4	2.9	+ 107.1%	--	--	--

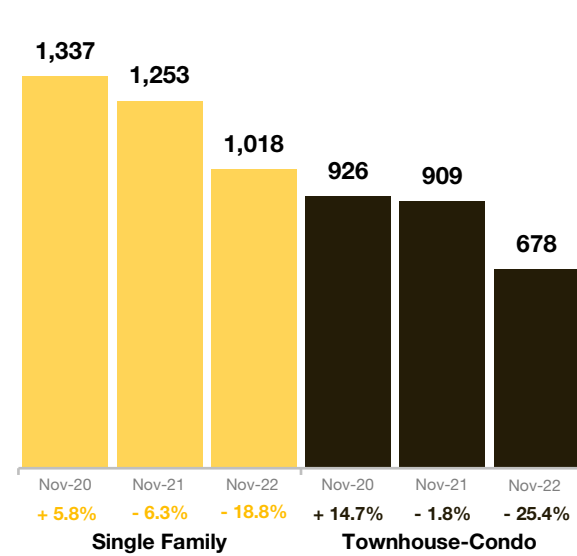
New Listings



November

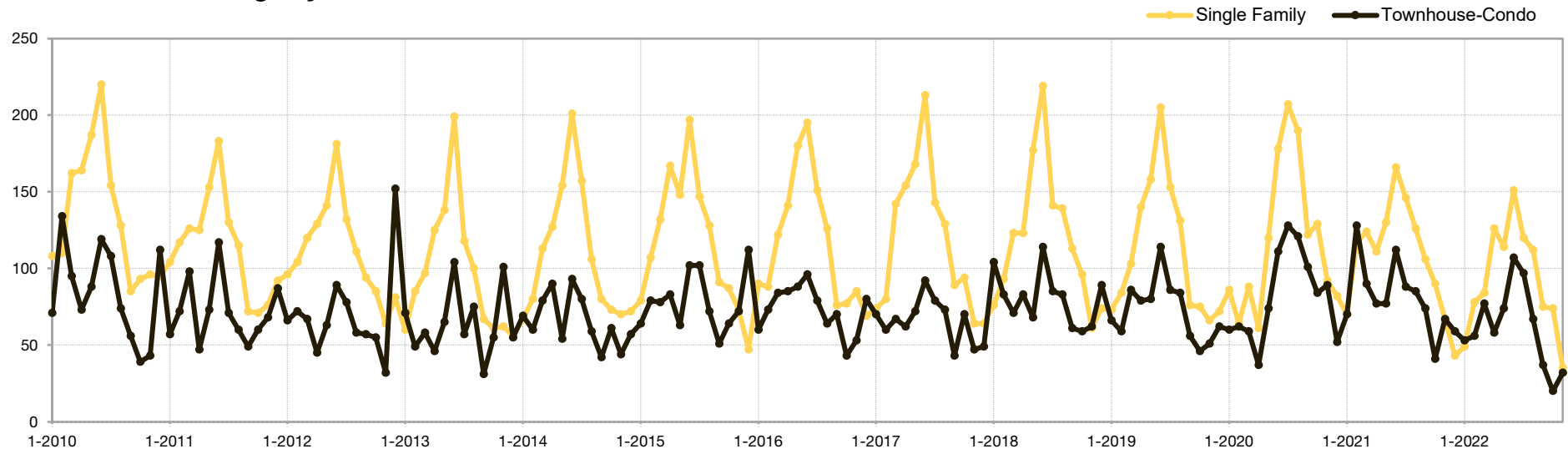


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	107	-4.5%
Jul-2022	120	-17.8%	97	+10.2%
Aug-2022	112	-11.1%	67	-21.2%
Sep-2022	75	-29.2%	37	-50.0%
Oct-2022	74	-17.8%	20	-51.2%
Nov-2022	35	-47.8%	32	-52.2%

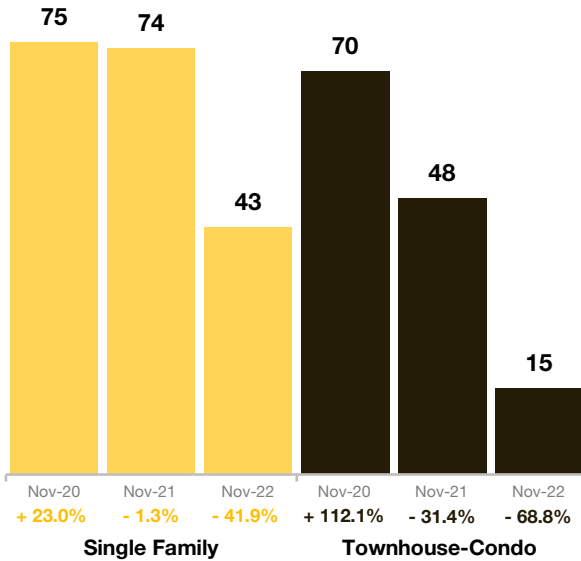
Historical New Listings by Month



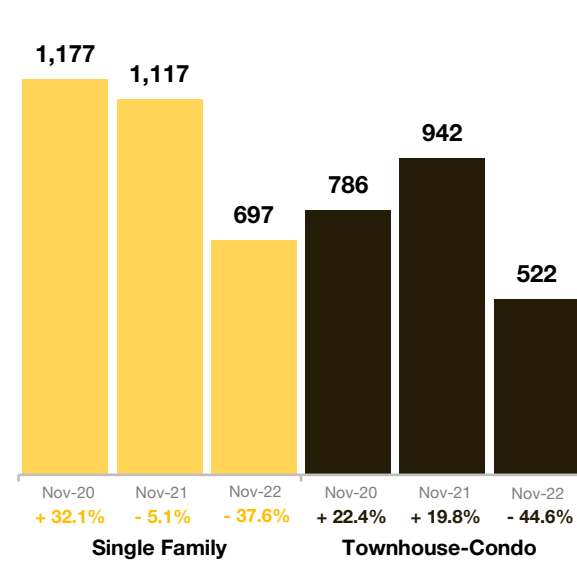
Pending Sales



November

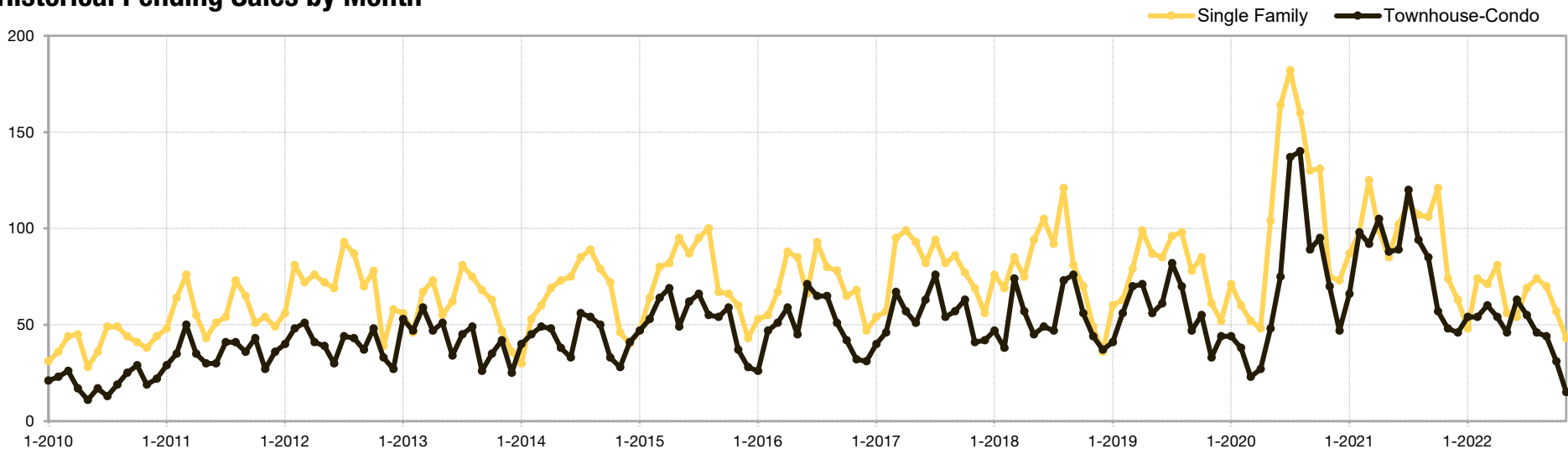


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	57	-52.9%	31	-45.6%
Nov-2022	43	-41.9%	15	-68.8%

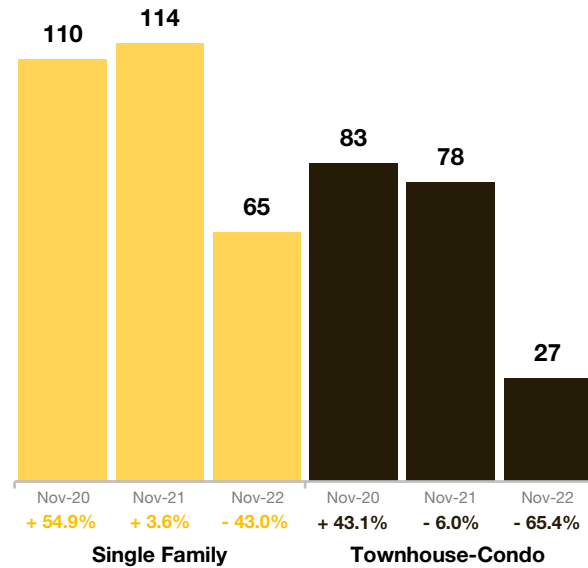
Historical Pending Sales by Month



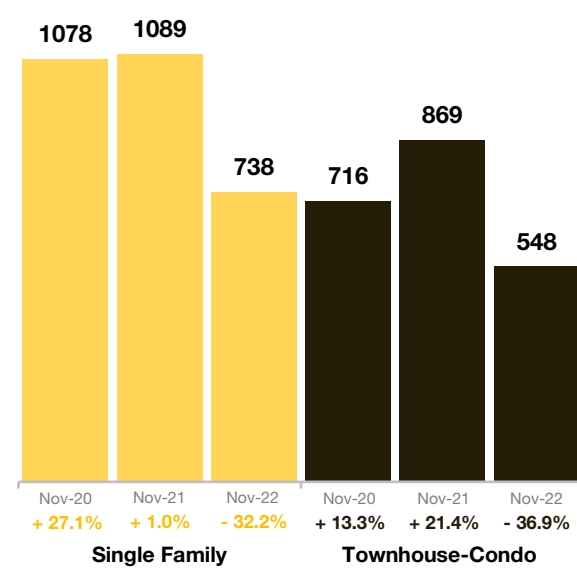
Sold Listings



November

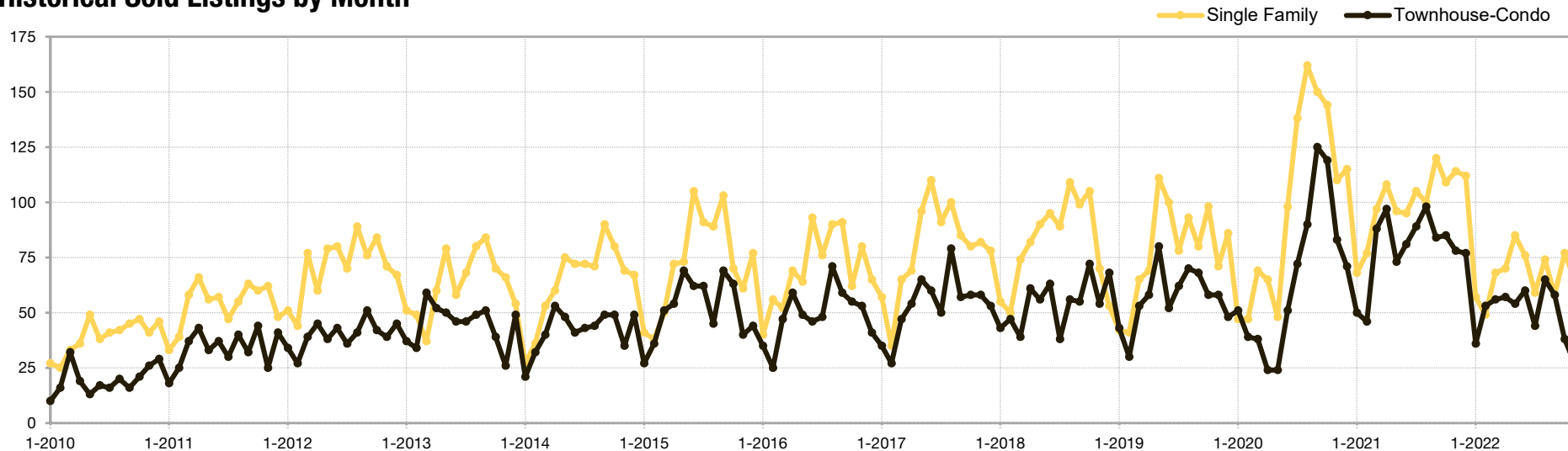


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Oct-2022	77	-29.4%	38	-55.3%
Nov-2022	65	-43.0%	27	-65.4%

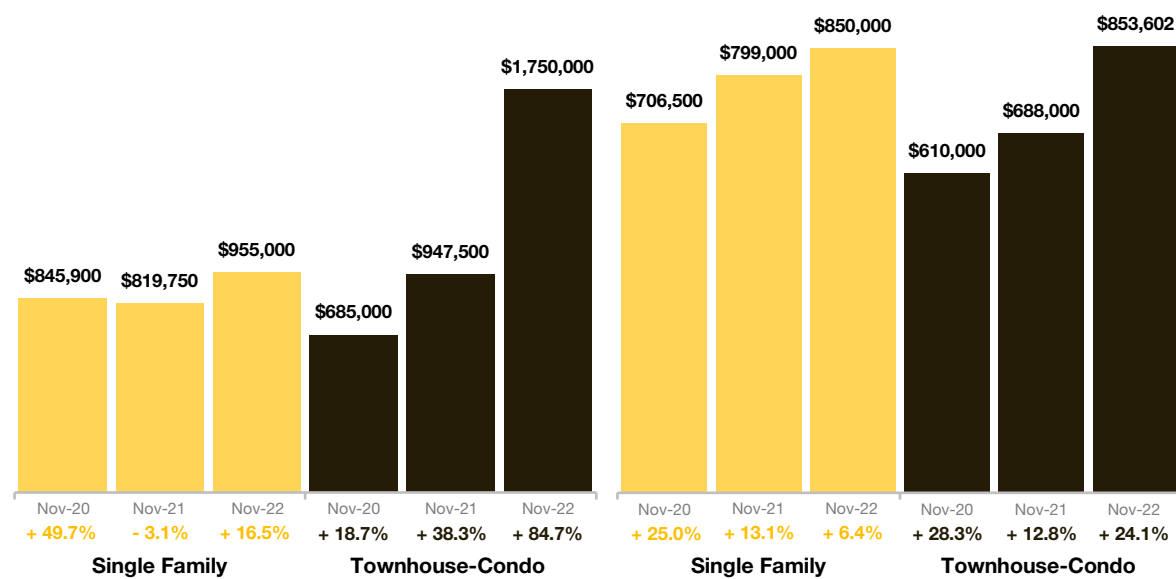
Historical Sold Listings by Month



Median Sales Price

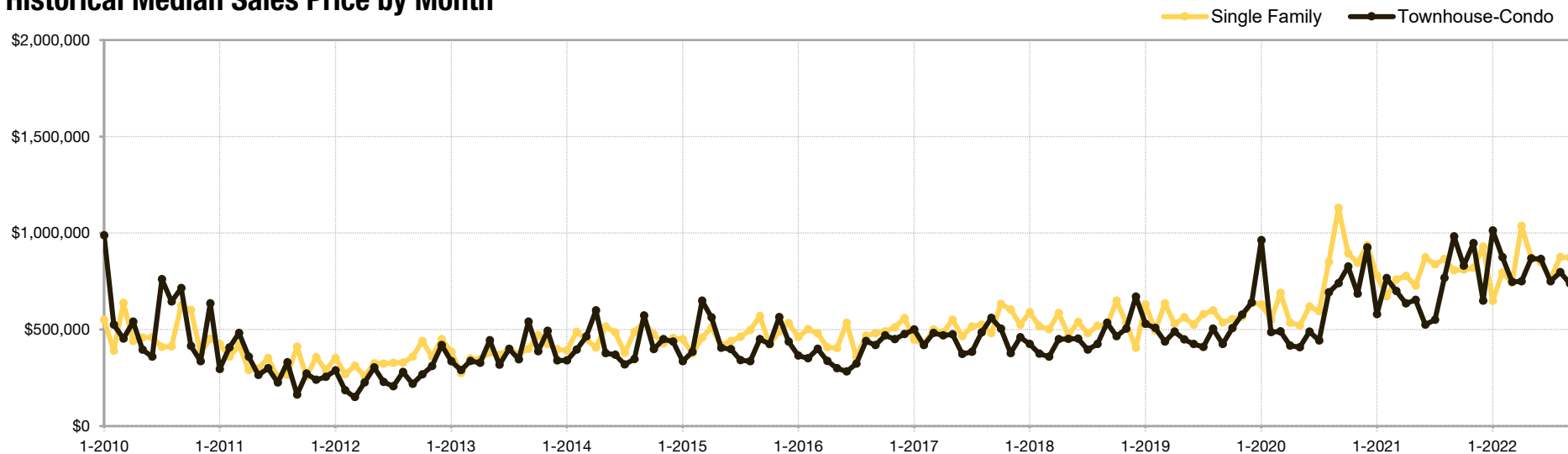


November



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$935,000	+15.4%	\$1,285,000	+54.7%
Nov-2022	\$955,000	+16.5%	\$1,750,000	+84.7%

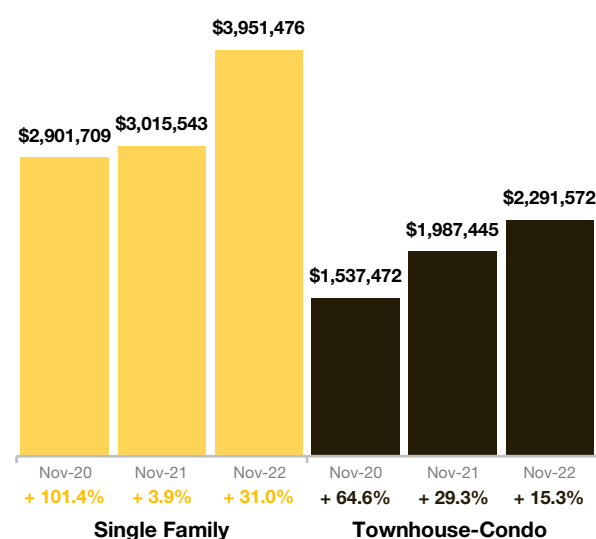
Historical Median Sales Price by Month



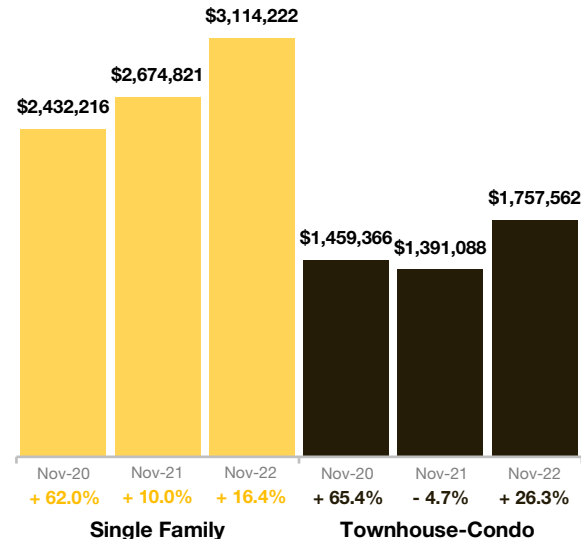
Average Sales Price



November

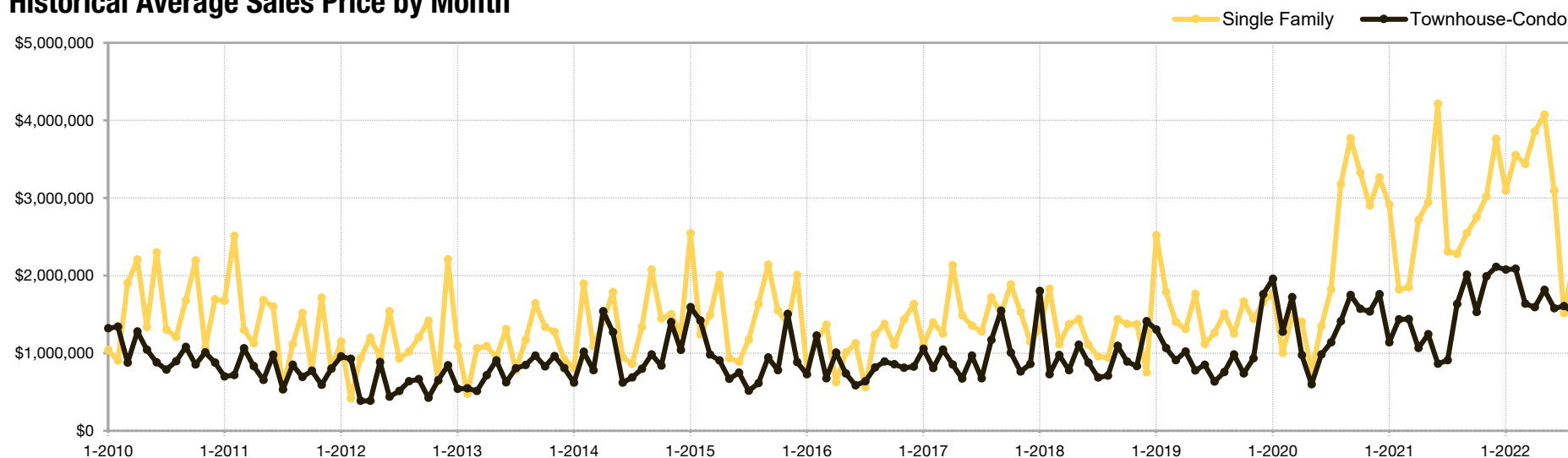


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$3,553,362	+29.2%	\$1,817,486	+19.0%
Nov-2022	\$3,951,476	+31.0%	\$2,291,572	+15.3%

Historical Average Sales Price by Month

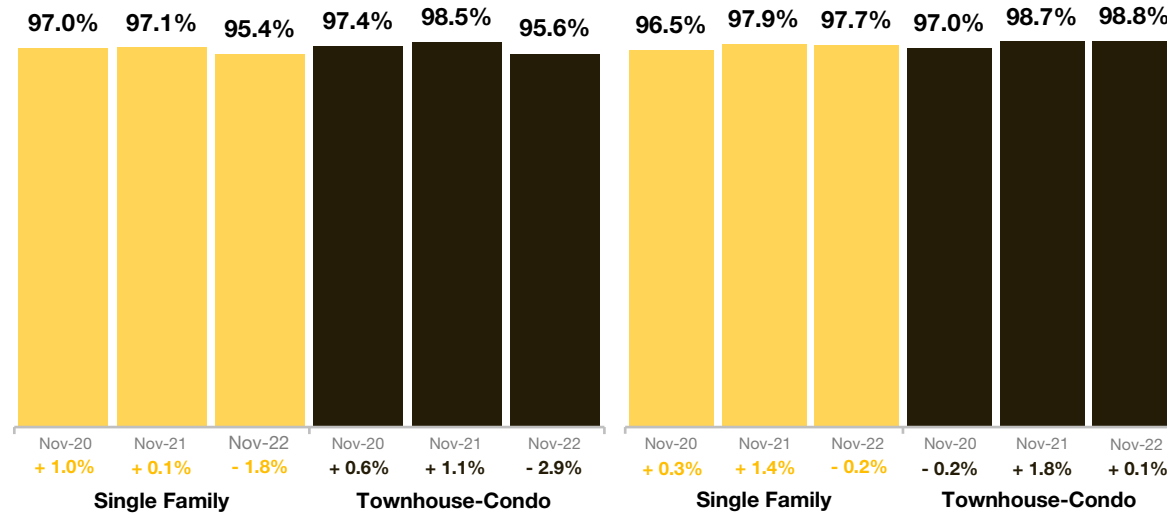


Percent of List Price Received



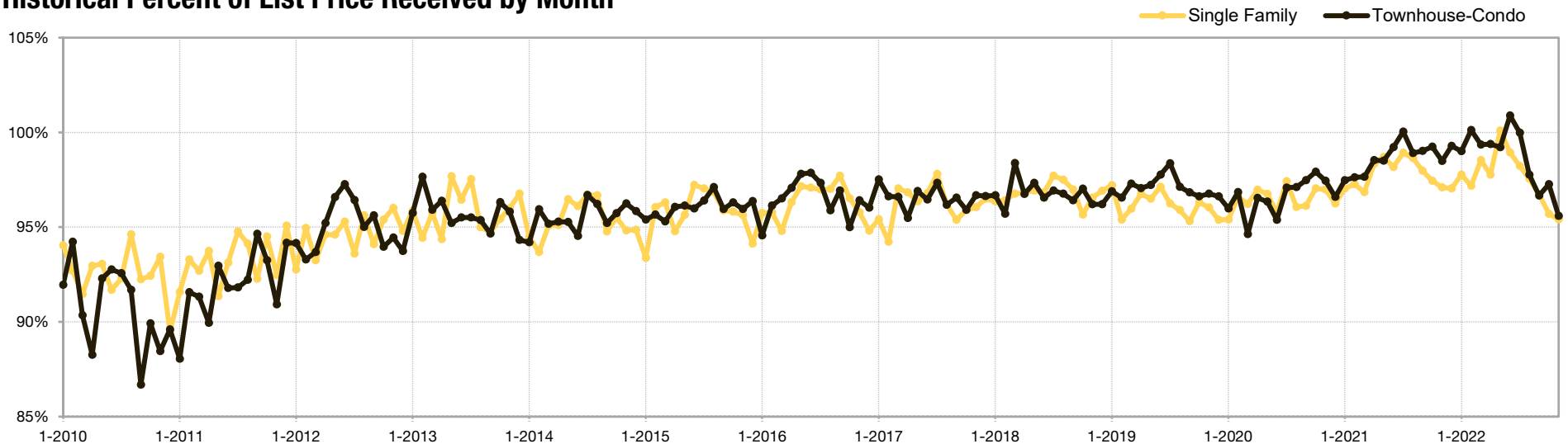
November

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	95.7%	-1.8%	97.3%	-1.9%
Nov-2022	95.4%	-1.8%	95.6%	-2.9%

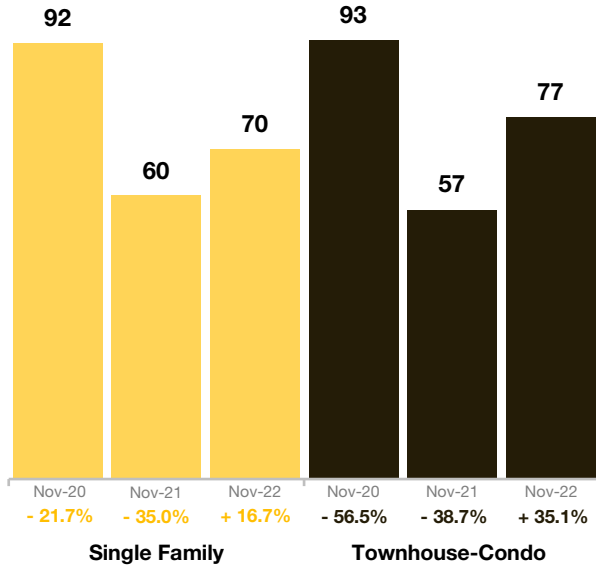
Historical Percent of List Price Received by Month



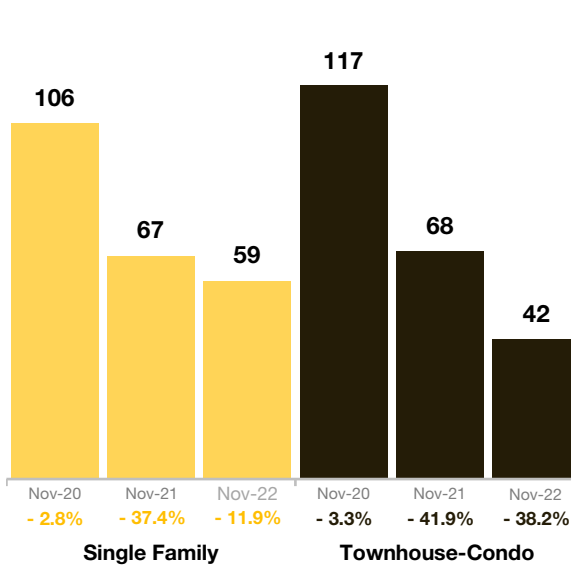
Days on Market Until Sale



November

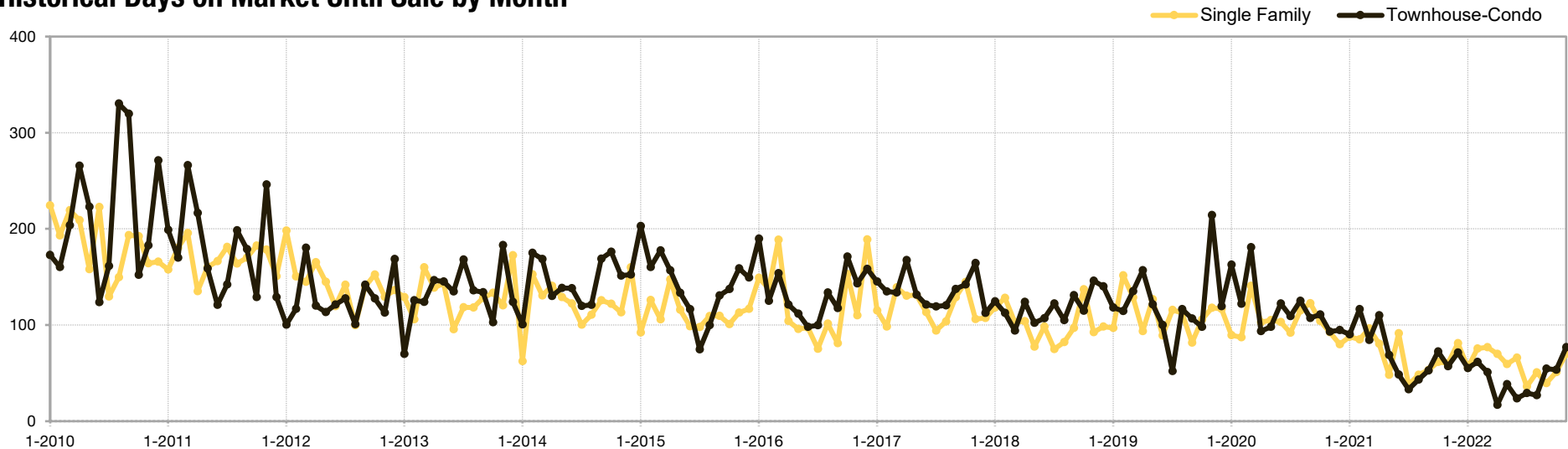


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Nov-2022	70	+16.7%	77	+35.1%

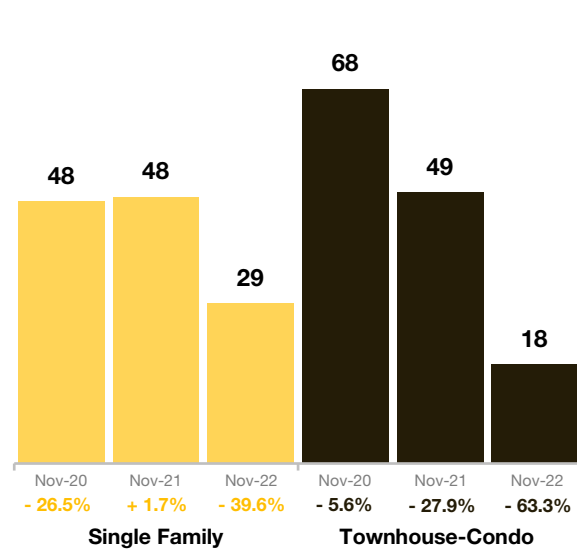
Historical Days on Market Until Sale by Month



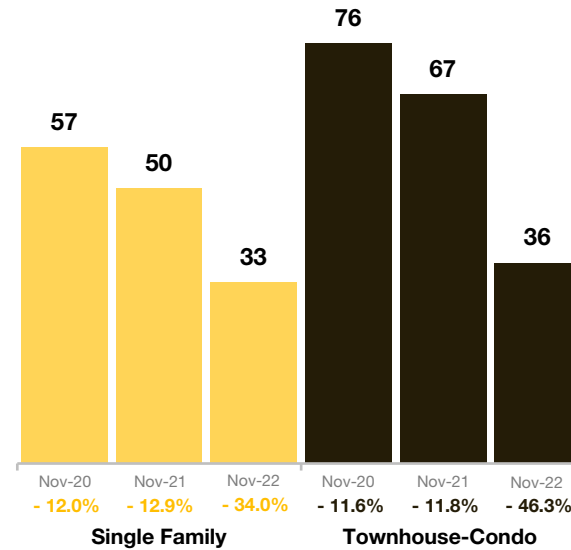
Housing Affordability Index



November

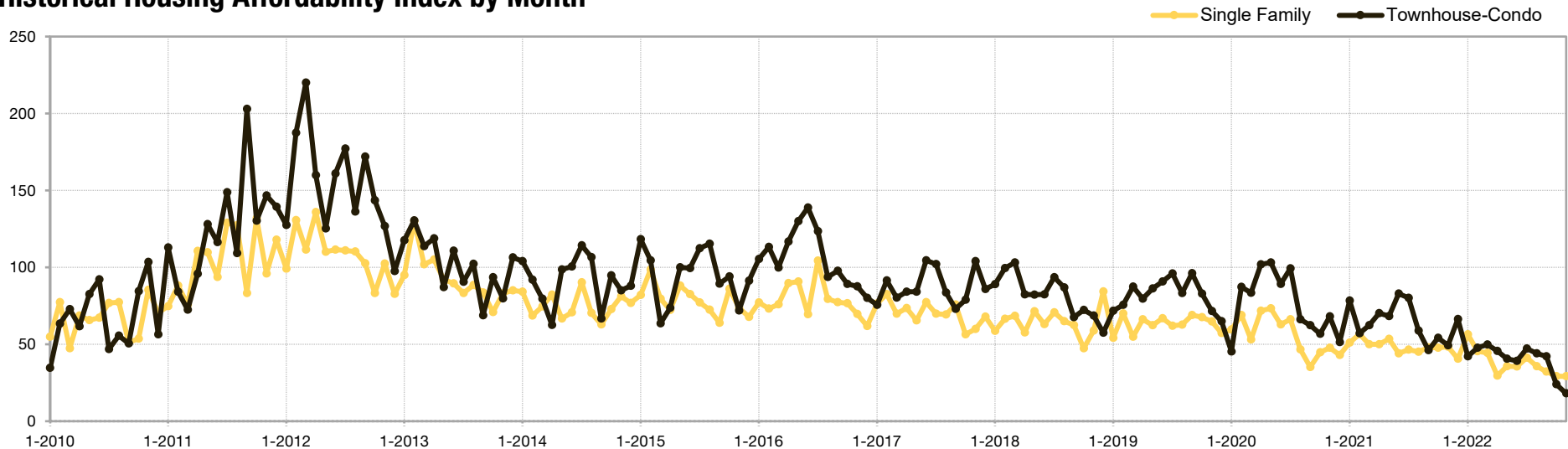


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	29	-39.6%	24	-55.6%
Nov-2022	29	-39.6%	18	-63.3%

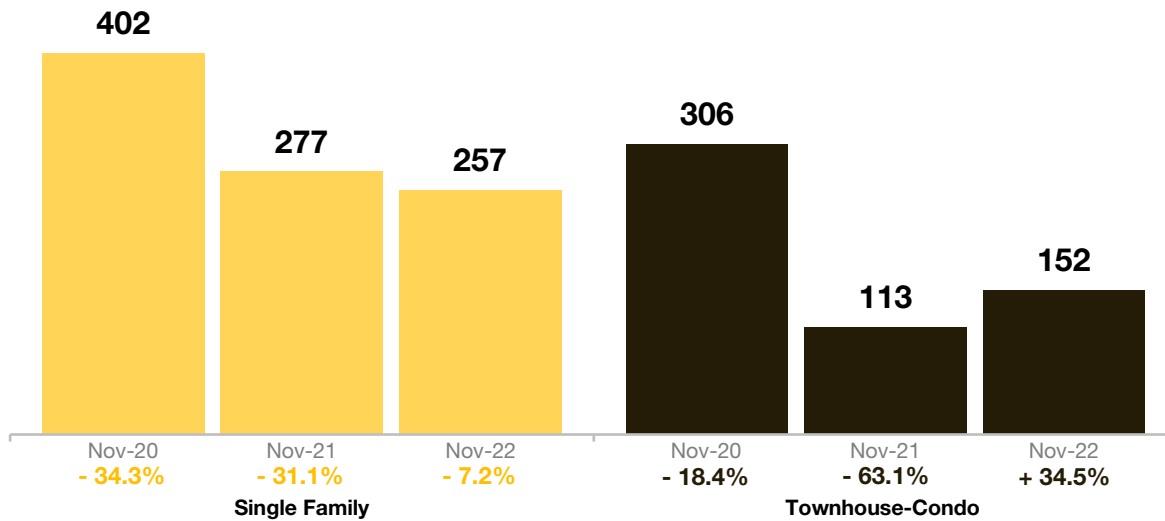
Historical Housing Affordability Index by Month



Inventory of Active Listings

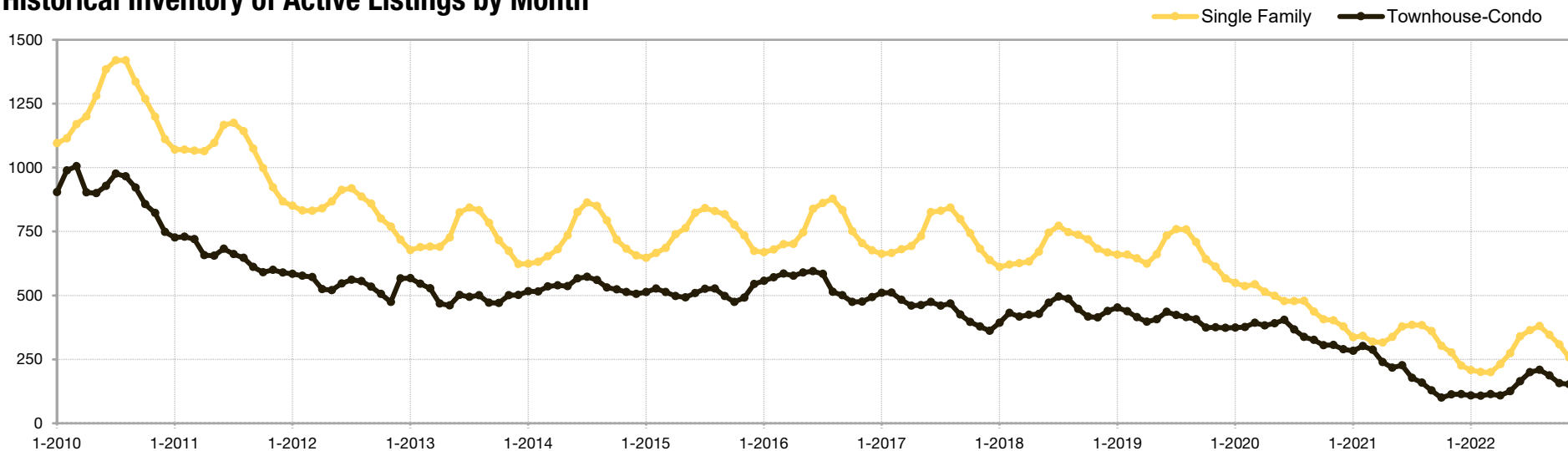


November



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	226	-40.2%	114	-60.6%
Jan-2022	208	-38.1%	109	-61.5%
Feb-2022	201	-41.2%	107	-64.6%
Mar-2022	199	-37.6%	114	-60.3%
Apr-2022	231	-26.9%	109	-54.4%
May-2022	274	-18.9%	125	-42.4%
Jun-2022	340	-10.1%	164	-27.8%
Jul-2022	364	-5.5%	199	+11.8%
Aug-2022	380	-1.0%	209	+31.4%
Sep-2022	346	-4.2%	187	+46.1%
Oct-2022	308	+1.7%	157	+57.0%
Nov-2022	257	-7.2%	152	+34.5%

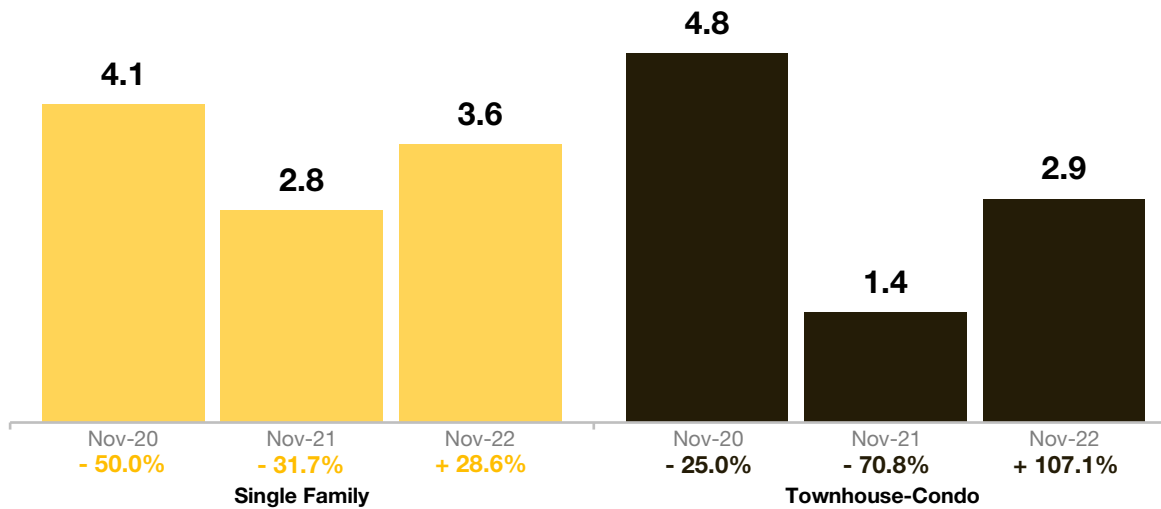
Historical Inventory of Active Listings by Month



Months Supply of Inventory

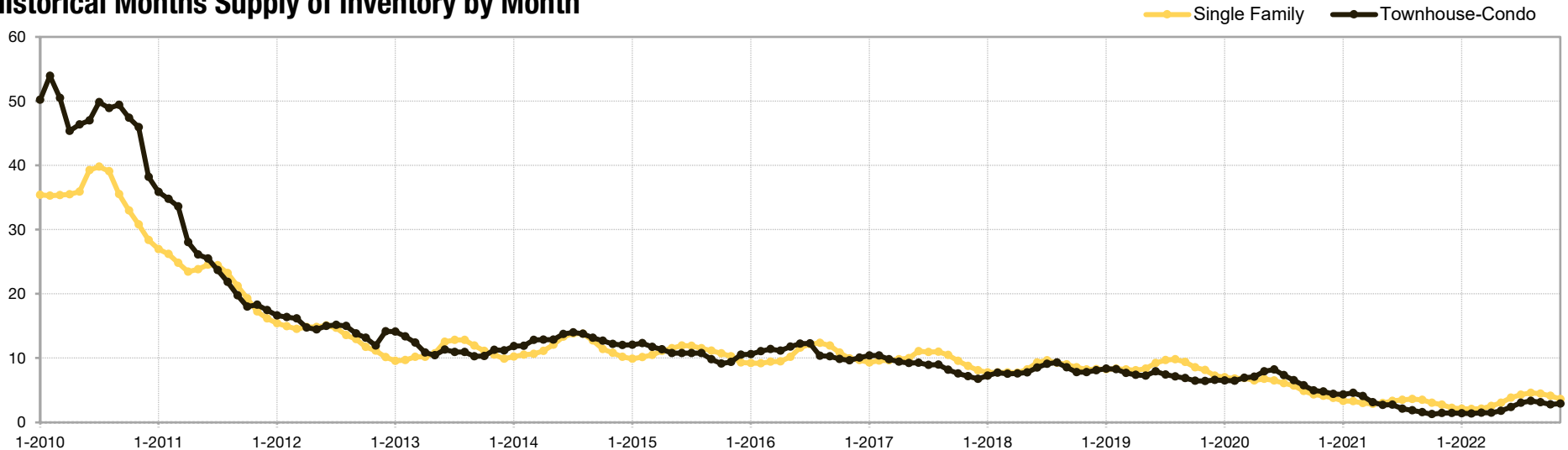


November



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	2.4	-11.1%
Jul-2022	4.3	+22.9%	3.1	+47.6%
Aug-2022	4.6	+27.8%	3.3	+73.7%
Sep-2022	4.5	+28.6%	3.1	+93.8%
Oct-2022	4.1	+36.7%	2.8	+115.4%
Nov-2022	3.6	+28.6%	2.9	+107.1%

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.



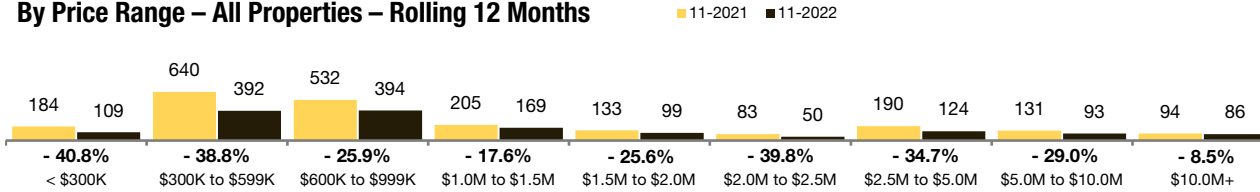
Key Metrics	Historical Sparkbars	11-2021	11-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		136	75	- 44.9%	2,231	1,768	- 20.8%
Pending Sales		127	66	- 48.0%	2,107	1,260	- 40.2%
Sold Listings		196	96	- 51.0%	2,003	1,322	- 34.0%
Median Sales Price		\$850,000	\$975,000	+ 14.7%	\$745,000	\$838,528	+ 12.6%
Avg. Sales Price		\$2,577,972	\$3,325,223	+ 29.0%	\$2,101,831	\$2,480,128	+ 18.0%
Pct. of List Price Received		97.7%	95.2%	- 2.6%	98.2%	98.0%	- 0.2%
Days on Market		59	71	+ 20.3%	69	52	- 24.6%
Affordability Index		47	29	- 38.3%	53	33	- 37.7%
Active Listings		419	433	+ 3.3%	--	--	--
Months Supply		2.3	3.4	+ 47.8%	--	--	--

Sold Listings

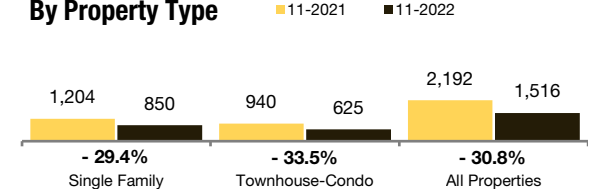
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	11-2021	11-2022	Change	11-2021	11-2022	Change
\$299,999 and Below	36	12	-66.7%	123	65	-47.2%
\$300,000 to \$599,999	356	238	-33.1%	276	148	-46.4%
\$600,000 to \$999,999	322	240	-25.5%	206	153	-25.7%
\$1,000,000 to \$1,499,999	111	98	-11.7%	93	71	-23.7%
\$1,500,00 to \$1,999,999	75	56	-25.3%	55	42	-23.6%
\$2,000,000 to \$2,499,999	35	30	-14.3%	48	20	-58.3%
\$2,500,000 to \$4,999,999	91	51	-44.0%	97	73	-24.7%
\$5,000,000 to \$9,999,999	94	52	-44.7%	35	40	+14.3%
\$10,000,000 and Above	84	73	-13.1%	7	13	+85.7%
All Price Ranges	1,204	850	-29.4%	940	625	-33.5%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	10-2022	11-2022	Change	10-2022	11-2022	Change
	2	1	-50.0%	3	3	0.0%
	21	12	-42.9%	8	5	-37.5%
	18	22	+22.2%	5	3	-40.0%
	5	11	+120.0%	6	1	-83.3%
	6	4	-33.3%	4	3	-25.0%
	4	0	-100.0%	3	2	-33.3%
	9	5	-44.4%	7	6	-14.3%
	4	3	-25.0%	2	4	+100.0%
	8	7	-12.5%	0	0	--
All Price Ranges	77	65	-15.6%	38	27	-28.9%

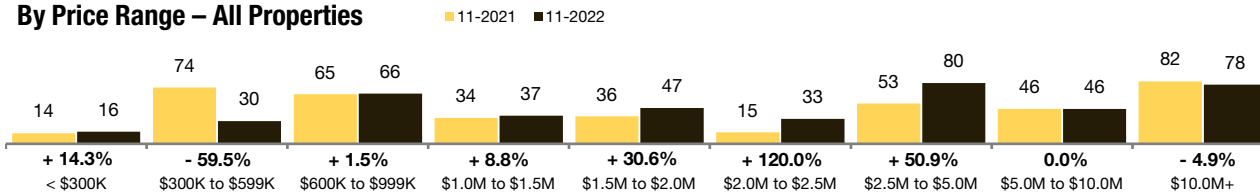
Year to Date

	Single Family			Townhouse-Condo		
	11-2021	11-2022	Change	11-2021	11-2022	Change
	31	11	-64.5%	111	53	-52.3%
	327	200	-38.8%	261	126	-51.7%
	295	218	-26.1%	192	139	-27.6%
	101	89	-11.9%	85	63	-25.9%
	66	48	-27.3%	50	39	-22.0%
	33	27	-18.2%	44	18	-59.1%
	78	43	-44.9%	88	64	-27.3%
	85	39	-54.1%	33	37	+12.1%
	73	63	-13.7%	5	9	+80.0%
All Price Ranges	1,089	738	-32.2%	869	548	-36.9%

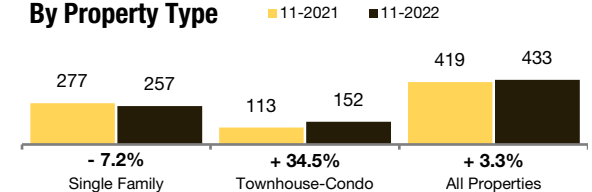
Inventory of Active Listings

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		
	11-2021	11-2022	Change	11-2021	11-2022	Change
\$299,999 and Below	1	3	+200.0%	11	6	-45.5%
\$300,000 to \$599,999	46	21	-54.3%	25	9	-64.0%
\$600,000 to \$999,999	45	42	-6.7%	18	24	+33.3%
\$1,000,000 to \$1,499,999	19	20	+5.3%	13	14	+7.7%
\$1,500,00 to \$1,999,999	25	28	+12.0%	11	19	+72.7%
\$2,000,000 to \$2,499,999	13	17	+30.8%	2	14	+600.0%
\$2,500,000 to \$4,999,999	36	38	+5.6%	15	40	+166.7%
\$5,000,000 to \$9,999,999	31	25	-19.4%	14	17	+21.4%
\$10,000,000 and Above	61	63	+3.3%	4	9	+125.0%
All Price Ranges	277	257	-7.2%	113	152	+34.5%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	10-2022	11-2022	Change	10-2022	11-2022	Change
	4	3	-25.0%	8	6	-25.0%
	23	21	-8.7%	9	9	0.0%
	56	42	-25.0%	26	24	-7.7%
	26	20	-23.1%	13	14	+7.7%
	31	28	-9.7%	18	19	+5.6%
	20	17	-15.0%	14	14	0.0%
	50	38	-24.0%	43	40	-7.0%
	31	25	-19.4%	17	17	0.0%
	67	63	-6.0%	9	9	0.0%
All Price Ranges	308	257	-16.6%	157	152	-3.2%

Year to Date

Single Family	Townhouse-Condo
---------------	-----------------

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.