

Monthly Indicators



February 2020

Percent changes calculated using year-over-year comparisons.

New Listings were down 26.5 percent for single family homes and 16.9 percent for townhouse-condo properties. Pending Sales increased 23.8 percent for single family homes but remained flat for townhouse-condo properties.

The Median Sales Price was up 12.7 percent to \$557,750 for single family homes but decreased 6.0 percent to \$478,250 for townhouse-condo properties. Days on Market decreased 45.4 percent for single family homes but increased 5.2 percent for condo properties.

The recently released January ShowingTime Showing Index® saw a 20.2 percent year-over-year increase in showing traffic nationwide. All regions of the country were up double digits from the year before, with the Midwest Region up 15.7 percent and the West Region up 34.1 percent. As showing activity is a leading indicator for future home sales, the 2020 housing market is off to a strong start, though it will be important to watch the spread of COVID-19 and its potential impacts to the overall economy in the coming months.

Activity Snapshot

+ 18.3%	+ 8.7%	- 33.0%
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.

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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	2-2019	2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		83	61	- 26.5%	156	145	- 7.1%
Pending Sales		63	78	+ 23.8%	123	150	+ 22.0%
Sold Listings		41	46	+ 12.2%	83	93	+ 12.0%
Median Sales Price		\$495,000	\$557,750	+ 12.7%	\$600,000	\$610,000	+ 1.7%
Avg. Sales Price		\$1,788,440	\$1,019,532	- 43.0%	\$2,158,825	\$1,400,282	- 35.1%
Pct. of List Price Received		95.4%	96.6%	+ 1.3%	96.3%	96.0%	- 0.3%
Days on Market		152	83	- 45.4%	124	86	- 30.6%
Affordability Index		70	68	- 2.9%	58	62	+ 6.9%
Active Listings		651	436	- 33.0%	--	--	--
Months Supply		8.2	5.5	- 32.9%	--	--	--

Townhouse/Condo Market Overview



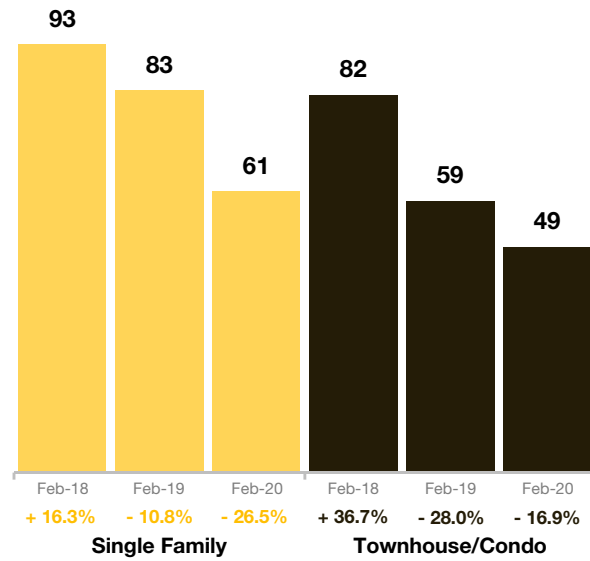
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	2-2019	2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		59	49	- 16.9%	124	105	- 15.3%
Pending Sales		56	56	0.0%	97	101	+ 4.1%
Sold Listings		30	38	+ 26.7%	73	89	+ 21.9%
Median Sales Price		\$508,750	\$478,250	- 6.0%	\$515,000	\$585,000	+ 13.6%
Avg. Sales Price		\$1,064,910	\$1,287,789	+ 20.9%	\$1,205,172	\$1,672,192	+ 38.8%
Pct. of List Price Received		96.5%	96.9%	+ 0.4%	96.7%	96.4%	- 0.3%
Days on Market		115	121	+ 5.2%	117	145	+ 23.9%
Affordability Index		76	89	+ 17.1%	75	74	- 1.3%
Active Listings		435	292	- 32.9%	--	--	--
Months Supply		8.2	5.0	- 39.0%	--	--	--

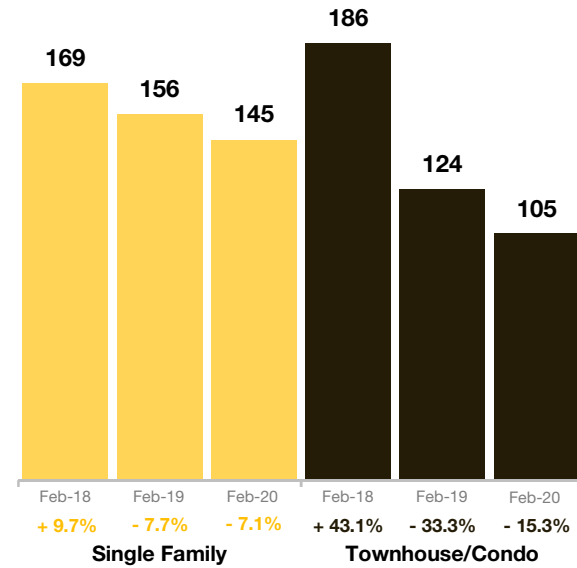
New Listings



February

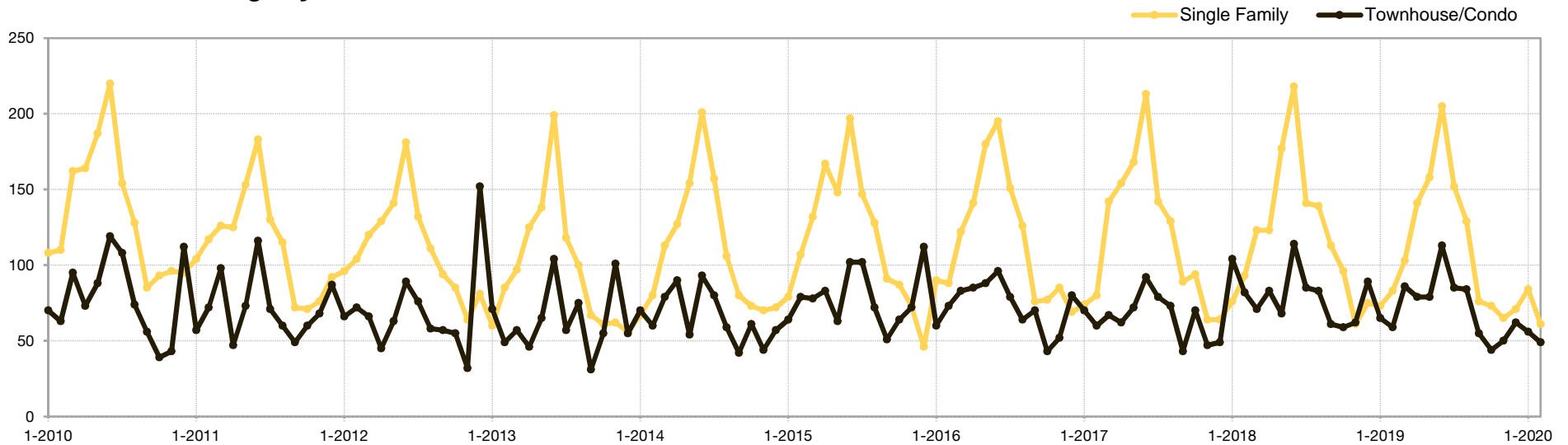


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	103	-16.3%	86	+21.1%
Apr-2019	141	+14.6%	79	-4.8%
May-2019	158	-10.7%	79	+16.2%
Jun-2019	205	-6.0%	113	-0.9%
Jul-2019	152	+7.8%	85	0.0%
Aug-2019	129	-7.2%	84	+1.2%
Sep-2019	76	-32.7%	55	-9.8%
Oct-2019	73	-24.0%	44	-25.4%
Nov-2019	65	+6.6%	50	-19.4%
Dec-2019	71	-5.3%	62	-30.3%
Jan-2020	84	+15.1%	56	-13.8%
Feb-2020	61	-26.5%	49	-16.9%

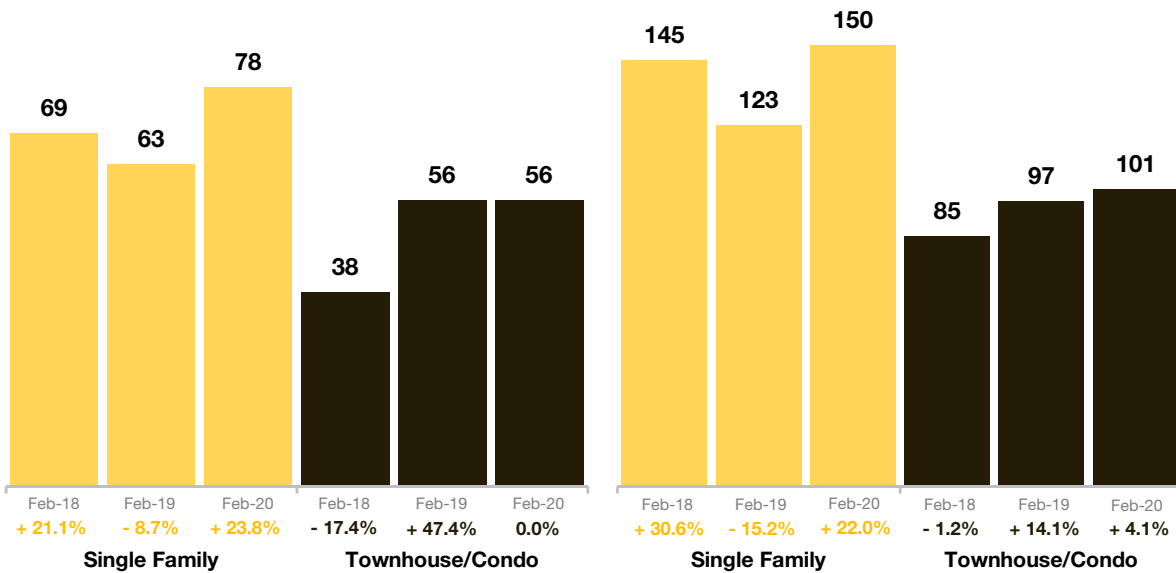
Historical New Listings by Month



Pending Sales

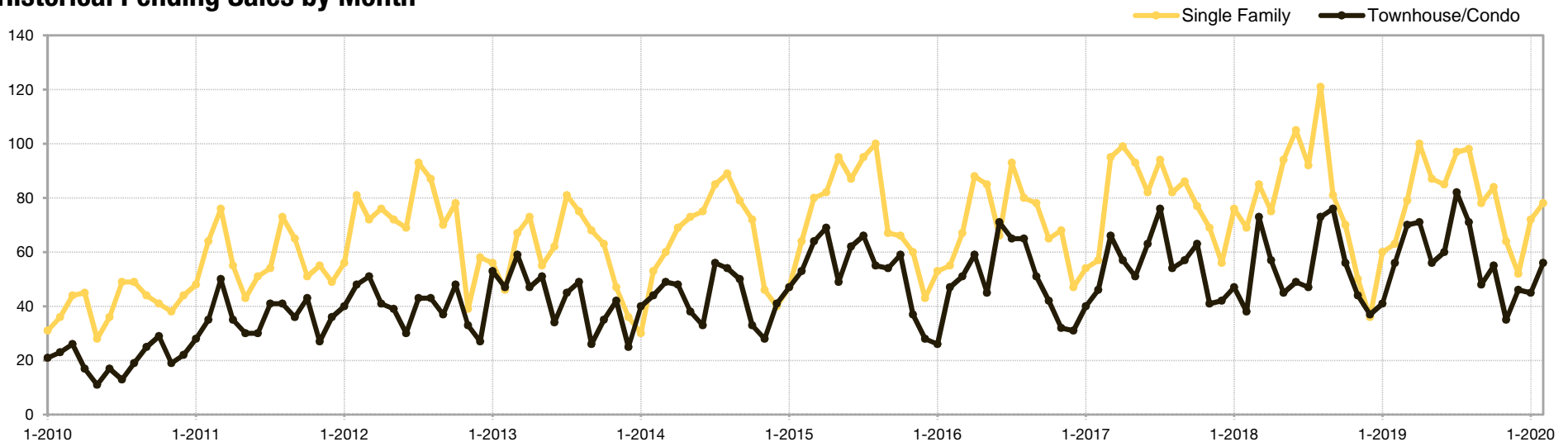


February



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	79	-7.1%	70	-4.1%
Apr-2019	100	+33.3%	71	+24.6%
May-2019	87	-7.4%	56	+24.4%
Jun-2019	85	-19.0%	60	+22.4%
Jul-2019	97	+5.4%	82	+74.5%
Aug-2019	98	-19.0%	71	-2.7%
Sep-2019	78	-3.7%	48	-36.8%
Oct-2019	84	+20.0%	55	-1.8%
Nov-2019	64	+28.0%	35	-20.5%
Dec-2019	52	+44.4%	46	+24.3%
Jan-2020	72	+20.0%	45	+9.8%
Feb-2020	78	+23.8%	56	0.0%

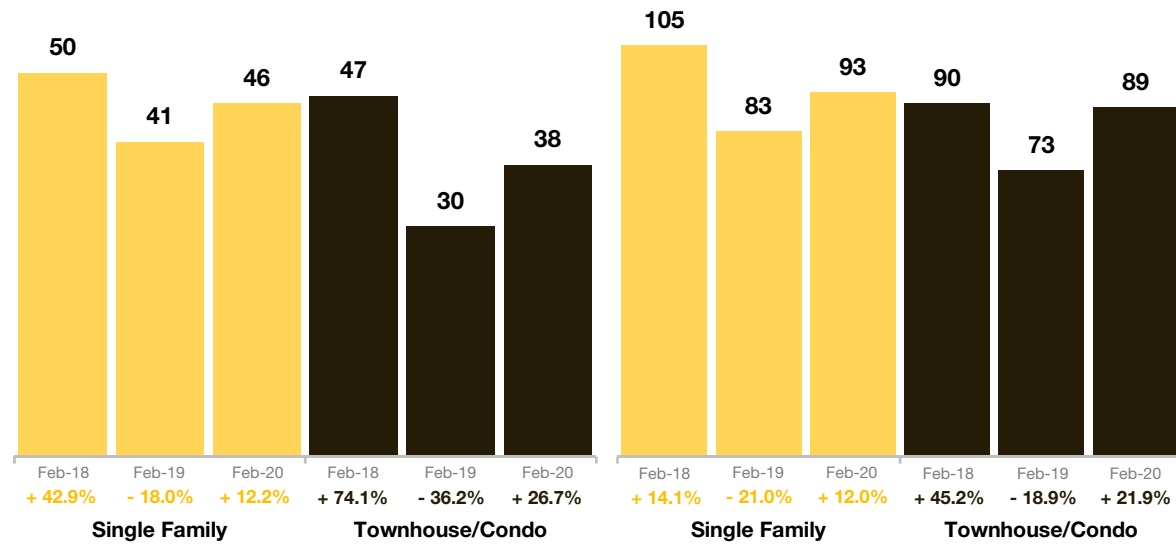
Historical Pending Sales by Month



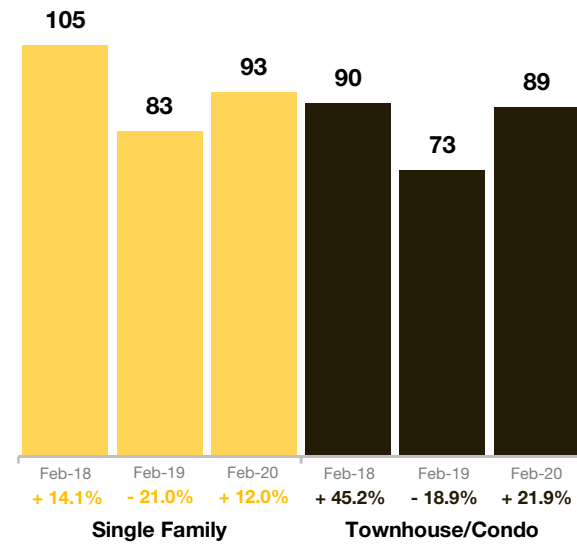
Sold Listings



February

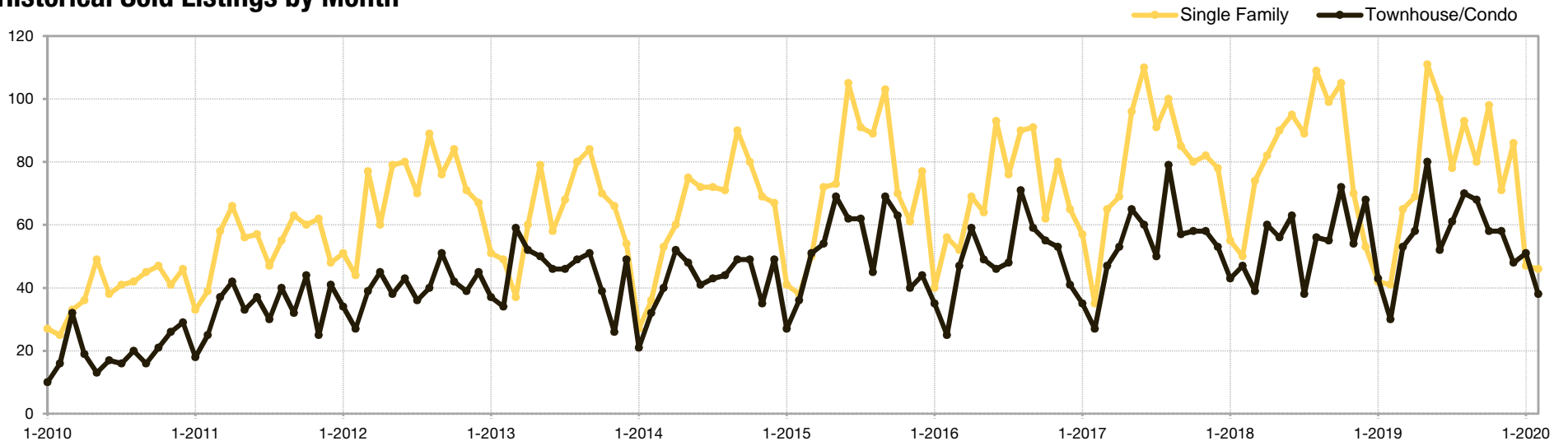


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	65	-12.2%	53	+35.9%
Apr-2019	69	-15.9%	58	-3.3%
May-2019	111	+23.3%	80	+42.9%
Jun-2019	100	+5.3%	52	-17.5%
Jul-2019	78	-12.4%	61	+60.5%
Aug-2019	93	-14.7%	70	+25.0%
Sep-2019	80	-19.2%	68	+23.6%
Oct-2019	98	-6.7%	58	-19.4%
Nov-2019	71	+1.4%	58	+7.4%
Dec-2019	86	+62.3%	48	-29.4%
Jan-2020	47	+11.9%	51	+18.6%
Feb-2020	46	+12.2%	38	+26.7%

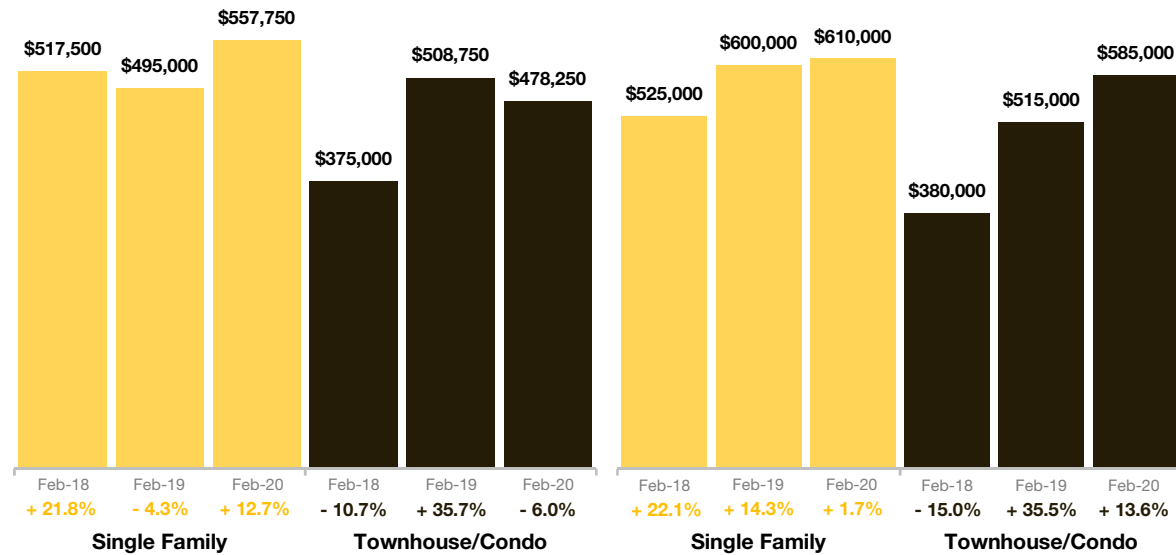
Historical Sold Listings by Month



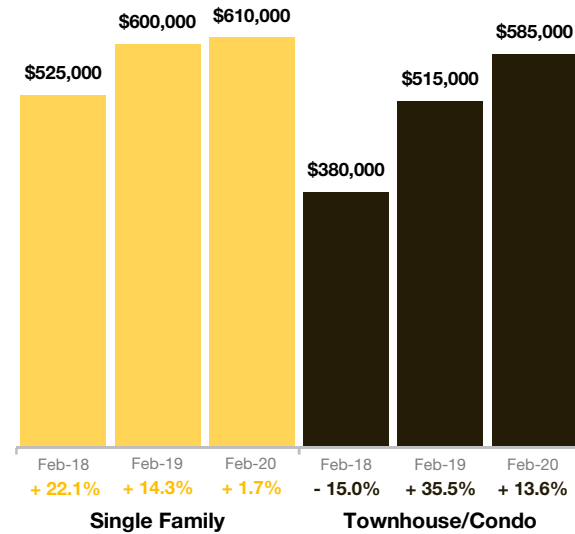
Median Sales Price



February

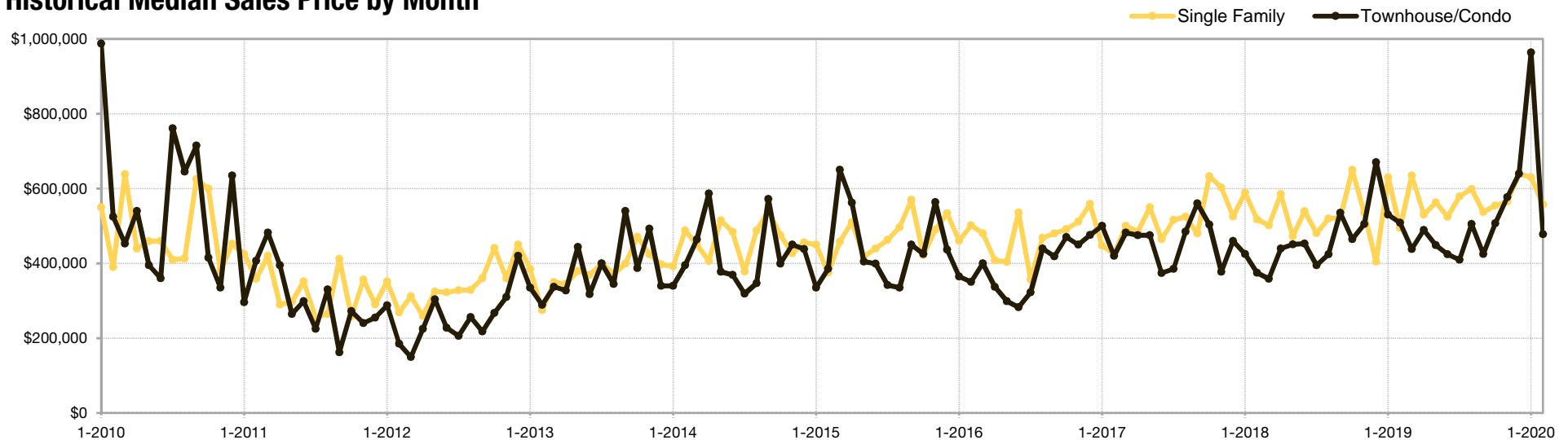


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	\$635,000	+26.6%	\$438,000	+22.0%
Apr-2019	\$530,000	-9.4%	\$489,375	+11.2%
May-2019	\$563,000	+19.2%	\$448,750	-0.5%
Jun-2019	\$525,000	-2.6%	\$424,500	-6.3%
Jul-2019	\$579,000	+20.4%	\$410,000	+3.8%
Aug-2019	\$598,700	+15.2%	\$505,000	+19.0%
Sep-2019	\$537,000	+2.8%	\$425,000	-20.6%
Oct-2019	\$555,000	-14.6%	\$507,500	+9.1%
Nov-2019	\$565,000	+5.6%	\$577,000	+14.3%
Dec-2019	\$638,907	+57.8%	\$640,000	-4.5%
Jan-2020	\$630,000	0.0%	\$963,641	+81.8%
Feb-2020	\$557,750	+12.7%	\$478,250	-6.0%

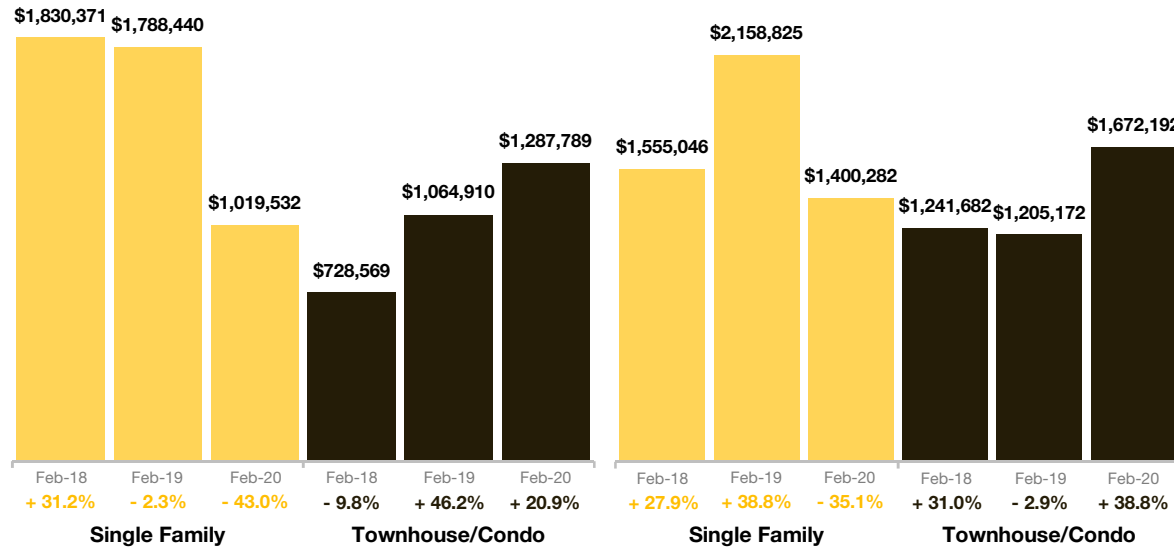
Historical Median Sales Price by Month



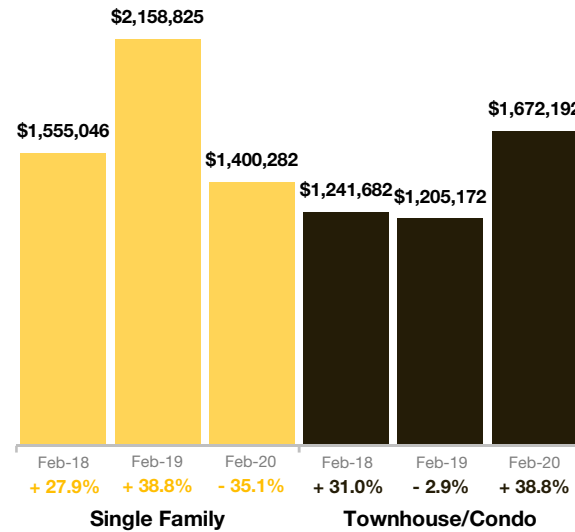
Average Sales Price



February

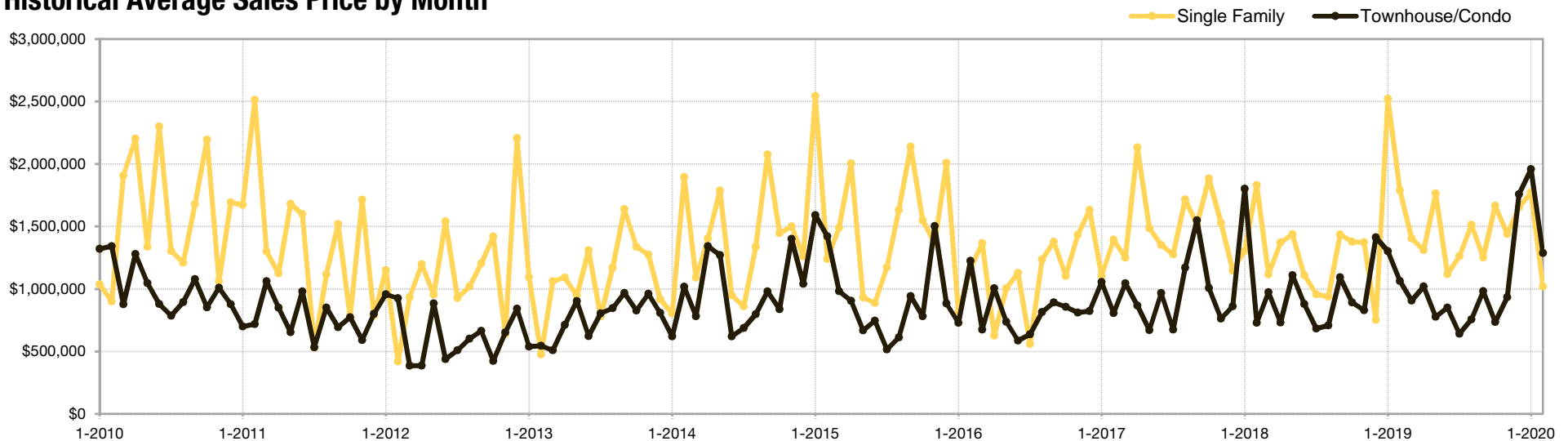


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	\$1,403,890	+25.9%	\$907,781	-6.8%
Apr-2019	\$1,309,917	-4.4%	\$1,019,209	+39.3%
May-2019	\$1,763,380	+22.6%	\$777,774	-29.9%
Jun-2019	\$1,118,849	+0.9%	\$849,594	-3.3%
Jul-2019	\$1,262,136	+31.7%	\$641,717	-6.2%
Aug-2019	\$1,512,929	+61.0%	\$757,178	+6.8%
Sep-2019	\$1,251,933	-12.8%	\$981,859	-10.3%
Oct-2019	\$1,665,361	+20.9%	\$736,414	-17.5%
Nov-2019	\$1,441,123	+4.9%	\$934,145	+12.5%
Dec-2019	\$1,652,783	+119.8%	\$1,758,016	+24.5%
Jan-2020	\$1,772,931	-29.7%	\$1,958,609	+50.3%
Feb-2020	\$1,019,532	-43.0%	\$1,287,789	+20.9%

Historical Average Sales Price by Month

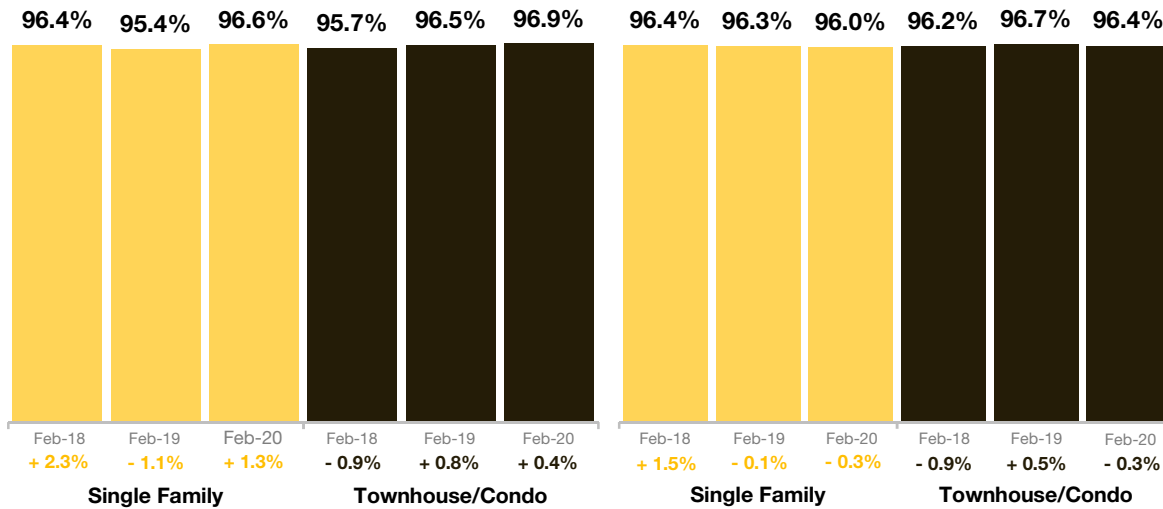


Percent of List Price Received



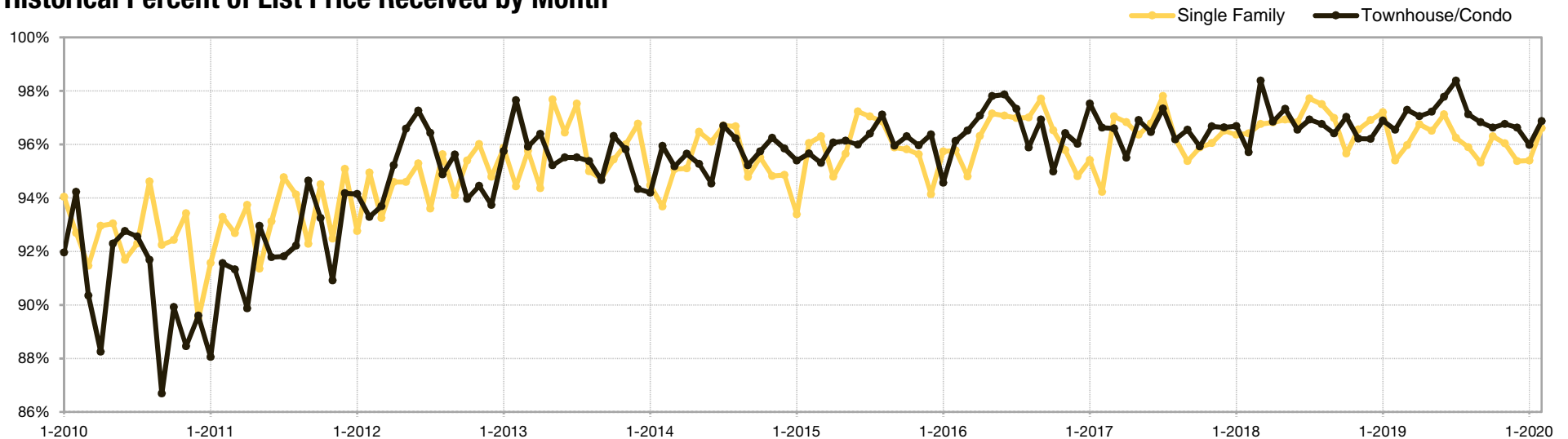
February

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	96.0%	-0.8%	97.3%	-1.1%
Apr-2019	96.7%	-0.1%	97.0%	+0.1%
May-2019	96.5%	-0.4%	97.2%	-0.1%
Jun-2019	97.1%	+0.3%	97.8%	+1.3%
Jul-2019	96.2%	-1.5%	98.4%	+1.5%
Aug-2019	95.9%	-1.6%	97.1%	+0.3%
Sep-2019	95.3%	-1.8%	96.8%	+0.4%
Oct-2019	96.3%	+0.6%	96.6%	-0.4%
Nov-2019	96.0%	-0.6%	96.8%	+0.6%
Dec-2019	95.4%	-1.5%	96.6%	+0.4%
Jan-2020	95.4%	-1.9%	96.0%	-0.9%
Feb-2020	96.6%	+1.3%	96.9%	+0.4%

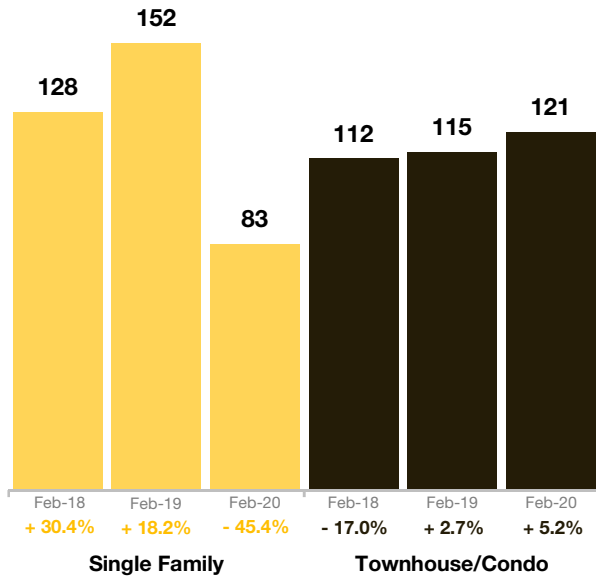
Historical Percent of List Price Received by Month



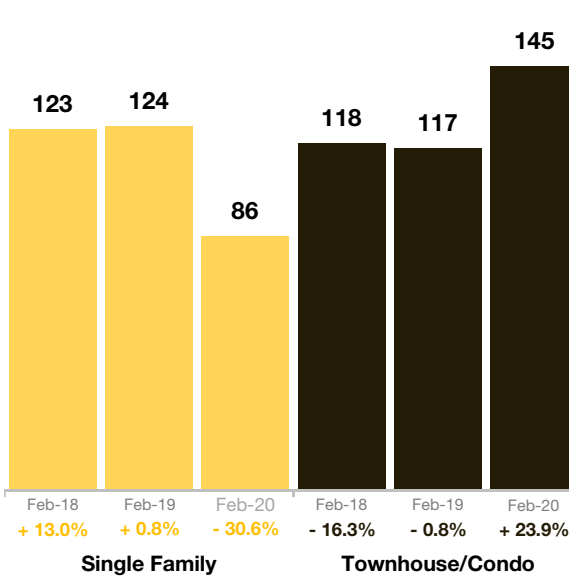
Days on Market Until Sale



February

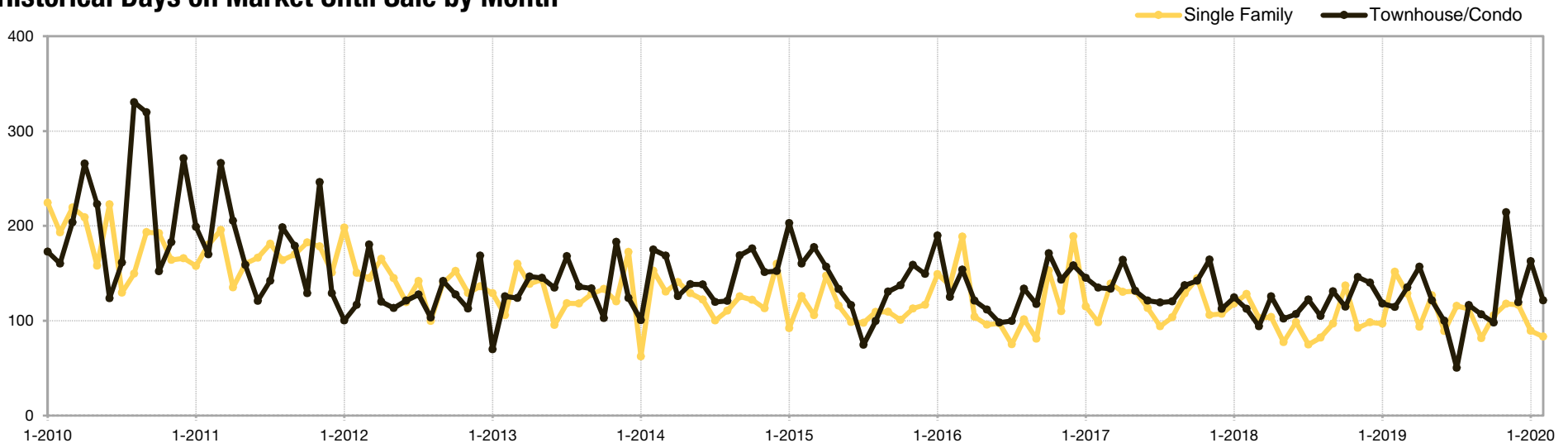


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	129	+25.2%	135	+43.6%
Apr-2019	94	-9.6%	157	+24.6%
May-2019	127	+64.9%	121	+18.6%
Jun-2019	89	-9.2%	100	-6.5%
Jul-2019	116	+54.7%	51	-58.2%
Aug-2019	113	+37.8%	117	+11.4%
Sep-2019	82	-15.5%	107	-18.3%
Oct-2019	106	-22.6%	98	-14.8%
Nov-2019	118	+26.9%	214	+46.6%
Dec-2019	117	+19.4%	120	-14.3%
Jan-2020	90	-7.2%	163	+38.1%
Feb-2020	83	-45.4%	121	+5.2%

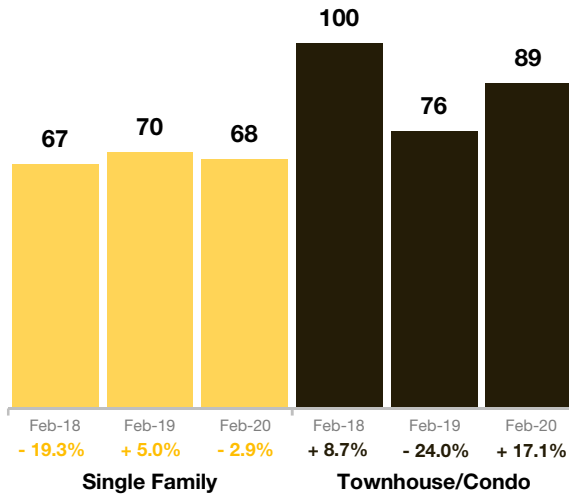
Historical Days on Market Until Sale by Month



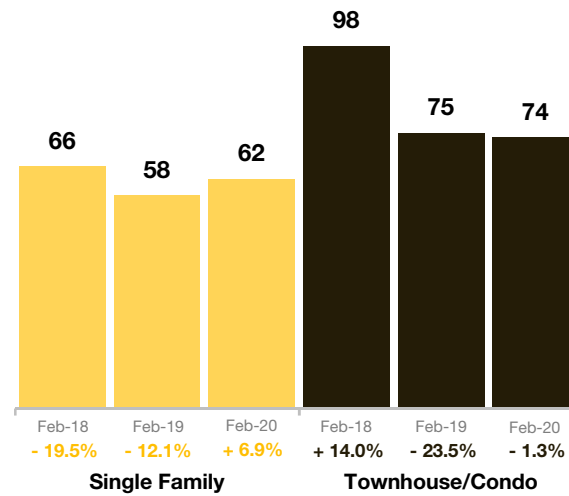
Housing Affordability Index



February

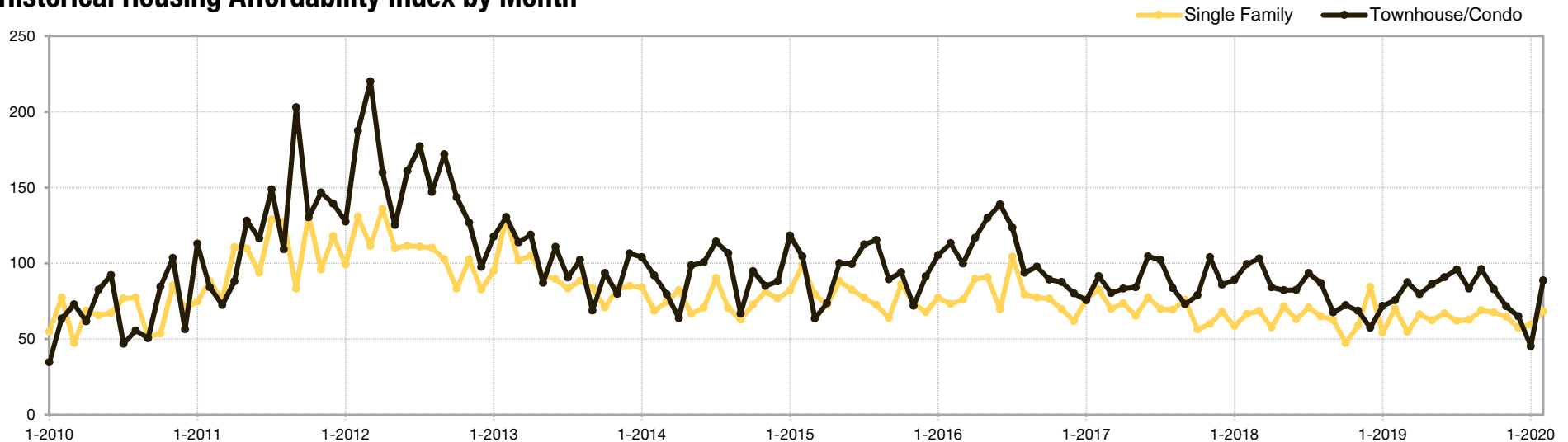


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	55	-19.1%	87	-15.5%
Apr-2019	66	+13.8%	80	-4.8%
May-2019	62	-12.7%	86	+4.9%
Jun-2019	67	+6.3%	91	+11.0%
Jul-2019	62	-12.7%	96	+2.1%
Aug-2019	63	-3.1%	83	-4.6%
Sep-2019	69	+11.3%	96	+41.2%
Oct-2019	68	+44.7%	83	+15.3%
Nov-2019	65	+10.2%	72	+4.3%
Dec-2019	57	-32.1%	65	+14.0%
Jan-2020	60	+11.1%	45	-37.5%
Feb-2020	68	-2.9%	89	+17.1%

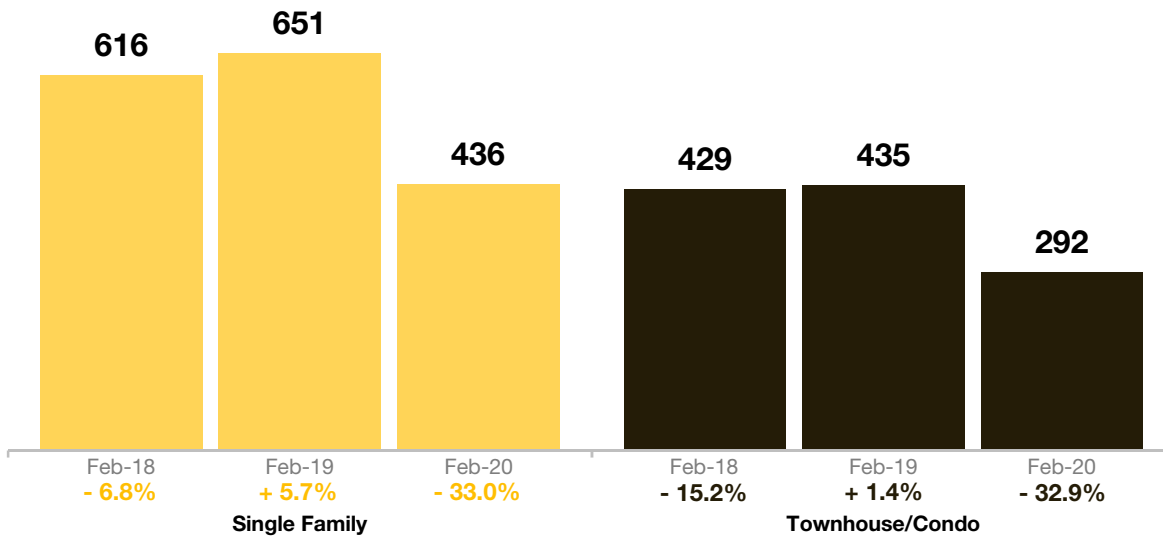
Historical Housing Affordability Index by Month



Inventory of Active Listings

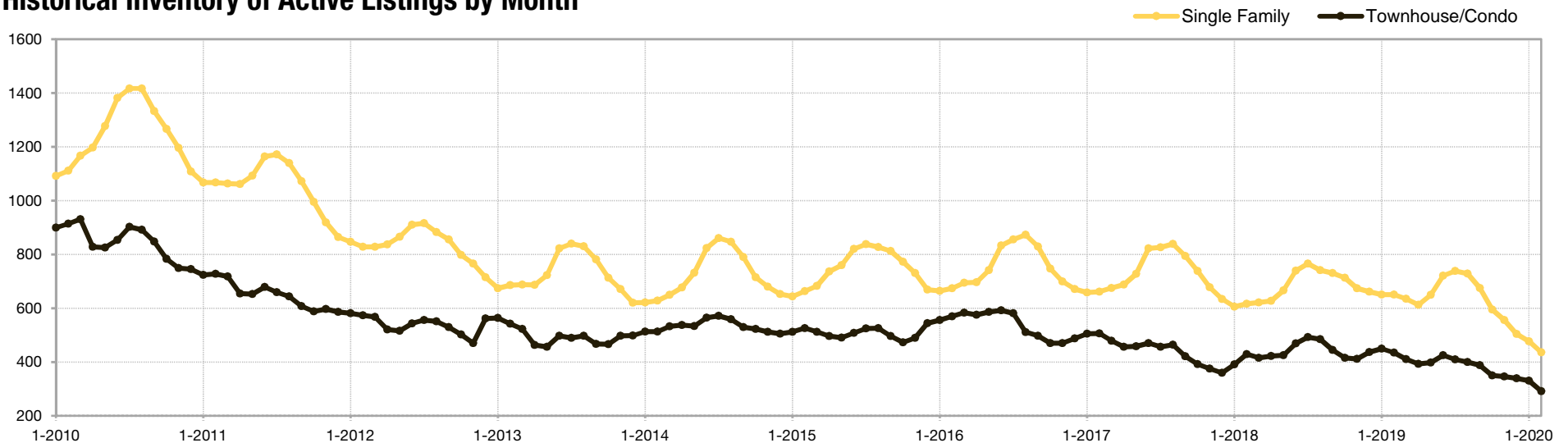


February



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	635	+2.3%	411	-1.0%
Apr-2019	613	-2.2%	393	-6.9%
May-2019	650	-2.4%	398	-6.4%
Jun-2019	721	-2.4%	425	-9.4%
Jul-2019	738	-3.7%	410	-16.8%
Aug-2019	729	-1.6%	400	-17.5%
Sep-2019	675	-7.7%	388	-12.8%
Oct-2019	595	-16.5%	350	-15.7%
Nov-2019	556	-17.5%	346	-16.0%
Dec-2019	504	-23.8%	339	-22.4%
Jan-2020	477	-26.7%	331	-26.4%
Feb-2020	436	-33.0%	292	-32.9%

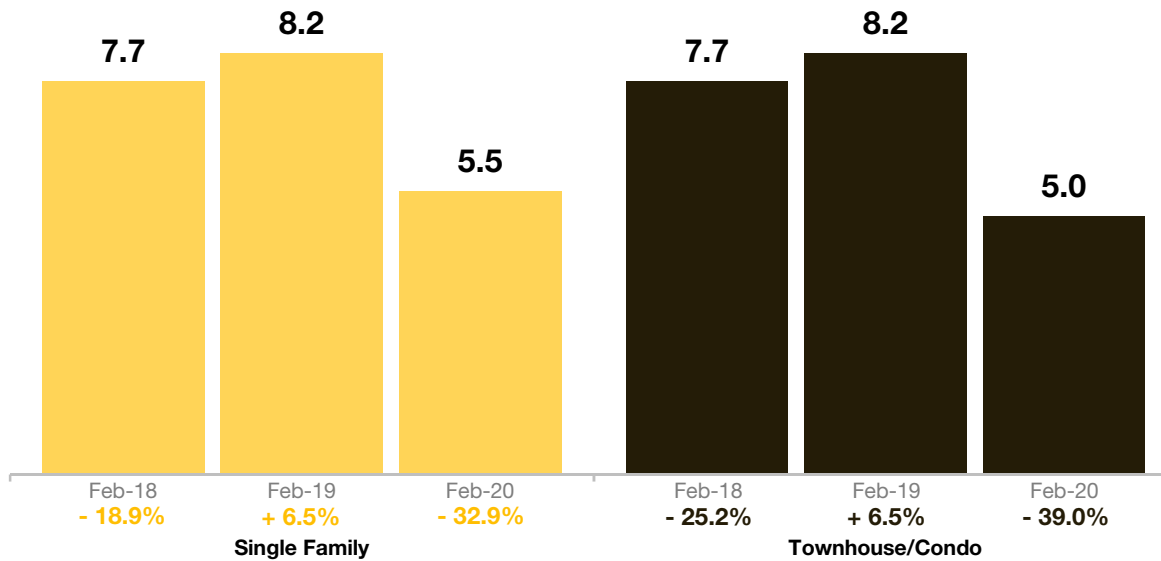
Historical Inventory of Active Listings by Month



Months Supply of Inventory

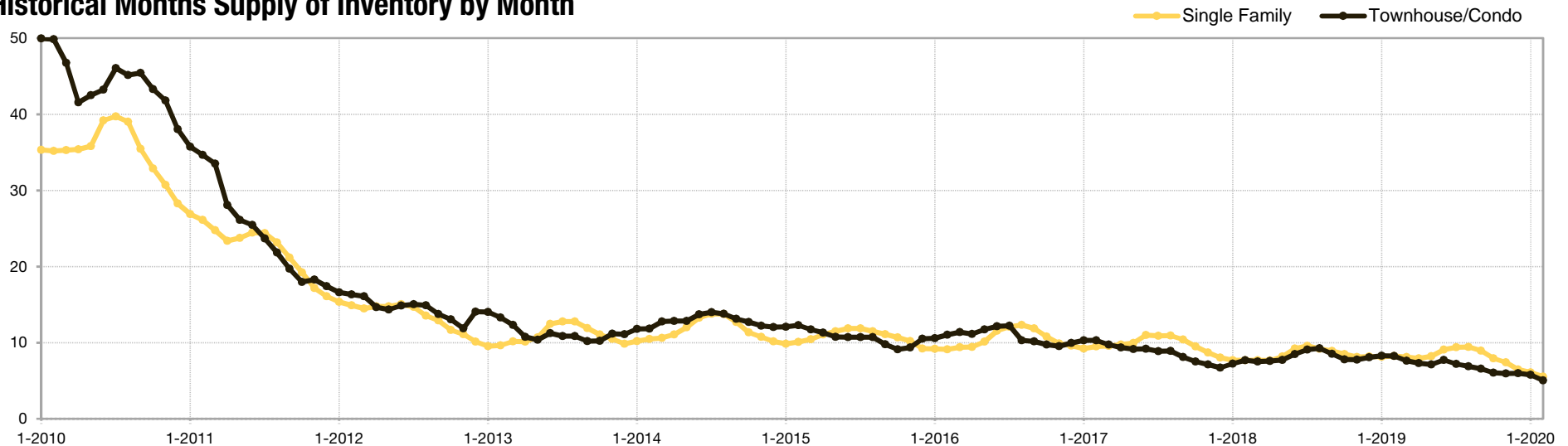


February



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	8.1	+5.2%	7.6	+1.3%
Apr-2019	7.9	+2.6%	7.3	-3.9%
May-2019	8.2	0.0%	7.1	-7.8%
Jun-2019	9.1	-1.1%	7.7	-9.4%
Jul-2019	9.4	-2.1%	7.2	-20.9%
Aug-2019	9.4	+2.2%	6.9	-25.8%
Sep-2019	8.9	0.0%	6.6	-22.4%
Oct-2019	7.9	-7.1%	6.0	-23.1%
Nov-2019	7.4	-8.6%	5.9	-24.4%
Dec-2019	6.5	-20.7%	6.0	-25.9%
Jan-2020	6.1	-25.6%	5.8	-30.1%
Feb-2020	5.5	-32.9%	5.0	-39.0%

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.

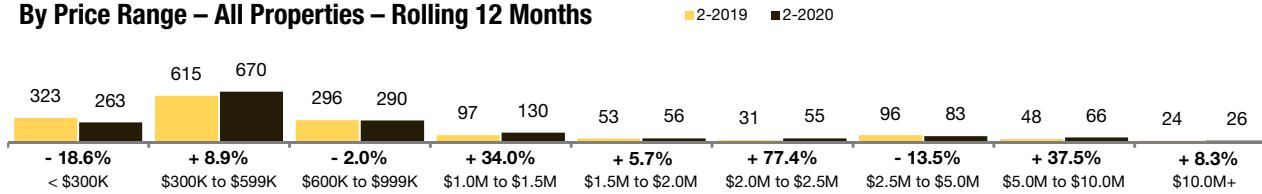
Key Metrics	Historical Sparkbars	2-2019	2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		142	110	- 22.5%	280	250	- 10.7%
Pending Sales		119	134	+ 12.6%	220	251	+ 14.1%
Sold Listings		71	84	+ 18.3%	156	182	+ 16.7%
Median Sales Price		\$502,500	\$546,000	+ 8.7%	\$562,500	\$597,000	+ 6.1%
Avg. Sales Price		\$1,482,723	\$1,140,886	- 23.1%	\$1,712,564	\$1,533,249	- 10.5%
Pct. of List Price Received		95.9%	96.7%	+ 0.8%	96.5%	96.2%	- 0.3%
Days on Market		136	101	- 25.7%	121	115	- 5.0%
Affordability Index		69	70	+ 1.4%	62	64	+ 3.2%
Active Listings		1,086	728	- 33.0%	--	--	--
Months Supply		8.2	5.3	- 35.4%	--	--	--

Sold Listings

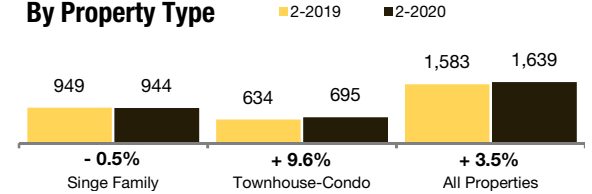
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	2-2019	2-2020	Change	2-2019	2-2020	Change
\$299,999 and Below	153	105	-31.4%	170	158	-7.1%
\$300,000 to \$599,999	393	395	+0.5%	222	275	+23.9%
\$600,000 to \$999,999	200	198	-1.0%	96	92	-4.2%
\$1,000,000 to \$1,499,999	49	80	+63.3%	48	50	+4.2%
\$1,500,00 to \$1,999,999	28	24	-14.3%	25	32	+28.0%
\$2,000,000 to \$2,499,999	13	22	+69.2%	18	33	+83.3%
\$2,500,000 to \$4,999,999	57	49	-14.0%	39	34	-12.8%
\$5,000,000 to \$9,999,999	36	49	+36.1%	12	17	+41.7%
\$10,000,000 and Above	20	22	+10.0%	4	4	0.0%
All Price Ranges	949	944	-0.5%	634	695	+9.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	1-2020	2-2020	Change	1-2020	2-2020	Change
\$299,999 and Below	7	3	-57.1%	8	10	+25.0%
\$300,000 to \$599,999	15	21	+40.0%	13	15	+15.4%
\$600,000 to \$999,999	12	9	-25.0%	7	3	-57.1%
\$1,000,000 to \$1,499,999	6	7	+16.7%	6	3	-50.0%
\$1,500,00 to \$1,999,999	0	3	--	3	0	-100.0%
\$2,000,000 to \$2,499,999	1	0	-100.0%	6	2	-66.7%
\$2,500,000 to \$4,999,999	2	1	-50.0%	3	2	-33.3%
\$5,000,000 to \$9,999,999	2	2	0.0%	3	3	0.0%
\$10,000,000 and Above	2	0	-100.0%	2	0	-100.0%
All Price Ranges	47	46	-2.1%	51	38	-25.5%

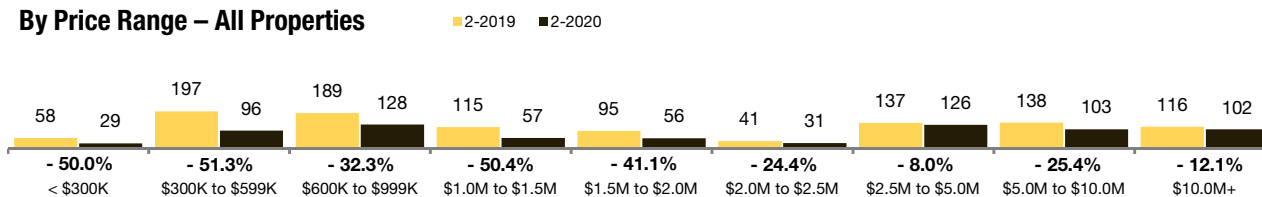
Year to Date

By Price Range	Single Family			Condo		
	2-2019	2-2020	Change	2-2019	2-2020	Change
\$299,999 and Below	13	10	-23.1%	12	18	+50.0%
\$300,000 to \$599,999	28	36	+28.6%	29	28	-3.4%
\$600,000 to \$999,999	19	21	+10.5%	13	10	-23.1%
\$1,000,000 to \$1,499,999	2	13	+550.0%	2	9	+350.0%
\$1,500,00 to \$1,999,999	3	3	0.0%	2	3	+50.0%
\$2,000,000 to \$2,499,999	0	1	--	3	8	+166.7%
\$2,500,000 to \$4,999,999	7	3	-57.1%	10	5	-50.0%
\$5,000,000 to \$9,999,999	6	4	-33.3%	2	6	+200.0%
\$10,000,000 and Above	5	2	-60.0%	0	2	--
All Price Ranges	83	93	+12.0%	73	89	+21.9%

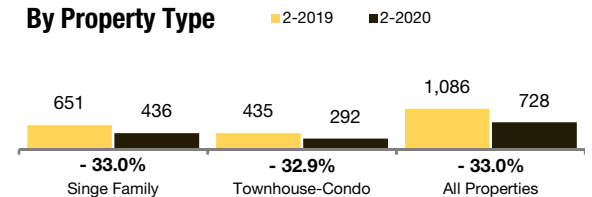
Inventory of Active Listings

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			Condo		
	2-2019	2-2020	Change	2-2019	2-2020	Change
\$299,999 and Below	18	6	-66.7%	40	23	-42.5%
\$300,000 to \$599,999	85	43	-49.4%	112	53	-52.7%
\$600,000 to \$999,999	103	64	-37.9%	86	64	-25.6%
\$1,000,000 to \$1,499,999	66	28	-57.6%	49	29	-40.8%
\$1,500,00 to \$1,999,999	58	40	-31.0%	37	16	-56.8%
\$2,000,000 to \$2,499,999	20	11	-45.0%	21	20	-4.8%
\$2,500,000 to \$4,999,999	86	70	-18.6%	51	56	+9.8%
\$5,000,000 to \$9,999,999	114	86	-24.6%	24	17	-29.2%
\$10,000,000 and Above	101	88	-12.9%	15	14	-6.7%
All Price Ranges	651	436	-33.0%	435	292	-32.9%

Compared to Prior Month

By Price Range	Single Family			Condo		
	1-2020	2-2020	Change	1-2020	2-2020	Change
\$299,999 and Below	8	6	-25.0%	32	23	-28.1%
\$300,000 to \$599,999	50	43	-14.0%	61	53	-13.1%
\$600,000 to \$999,999	76	64	-15.8%	70	64	-8.6%
\$1,000,000 to \$1,499,999	32	28	-12.5%	38	29	-23.7%
\$1,500,00 to \$1,999,999	43	40	-7.0%	14	16	+14.3%
\$2,000,000 to \$2,499,999	11	11	0.0%	21	20	-4.8%
\$2,500,000 to \$4,999,999	77	70	-9.1%	58	56	-3.4%
\$5,000,000 to \$9,999,999	90	86	-4.4%	21	17	-19.0%
\$10,000,000 and Above	90	88	-2.2%	16	14	-12.5%
All Price Ranges	477	436	-8.6%	331	292	-11.8%

Year to Date

By Price Range	Single Family			Condo		
	2-2019	2-2020	Change	2-2019	2-2020	Change
\$299,999 and Below	13	10	-23.1%	12	18	+50.0%
\$300,000 to \$599,999	28	36	+28.6%	29	28	-3.4%
\$600,000 to \$999,999	19	21	+10.5%	13	10	-23.1%
\$1,000,000 to \$1,499,999	2	13	+550.0%	2	9	+350.0%
\$1,500,00 to \$1,999,999	3	3	0.0%	2	3	+50.0%
\$2,000,000 to \$2,499,999	0	1	--	3	8	+166.7%
\$2,500,000 to \$4,999,999	7	3	-57.1%	10	5	-50.0%
\$5,000,000 to \$9,999,999	6	4	-33.3%	2	6	+200.0%
\$10,000,000 and Above	5	2	-60.0%	0	2	--
All Price Ranges	83	93	+12.0%	73	89	+21.9%

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.