

Monthly Indicators



August 2020

Percent changes calculated using year-over-year comparisons.

New Listings were up 29.2 percent for single family homes and 32.1 percent for townhouse-condo properties. Pending Sales increased 65.3 percent for single family homes and 97.1 percent for townhouse-condo properties.

The Median Sales Price was up 41.1 percent to \$845,000 for single family homes and 46.0 percent to \$737,500 for townhouse-condo properties. Days on Market increased 4.4 percent for single family homes and 8.5 percent for condo properties.

As we look towards the fall, we normally see housing activity begin to slow a bit as the back-to-school season begins, but this year is far from normal. While uncertainty remains on what effects the upcoming elections and any seasonal resurgence of COVID-19 may have on the financial and housing markets, the healthy housing demand we see today will create significant tailwinds in the near term.

Activity Snapshot

+ 50.3%	+ 38.7%	- 43.7%
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	8-2019	8-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		130	168	+ 29.2%	1,046	956	- 8.6%
Pending Sales		98	162	+ 65.3%	667	838	+ 25.6%
Sold Listings		93	157	+ 68.8%	599	666	+ 11.2%
Median Sales Price		\$598,700	\$845,000	+ 41.1%	\$575,000	\$638,250	+ 11.0%
Avg. Sales Price		\$1,512,929	\$3,219,353	+ 112.8%	\$1,515,173	\$1,874,129	+ 23.7%
Pct. of List Price Received		95.9%	96.0%	+ 0.1%	96.4%	96.4%	0.0%
Days on Market		113	118	+ 4.4%	113	107	- 5.3%
Affordability Index		63	47	- 25.4%	65	62	- 4.6%
Active Listings		753	380	- 49.5%	--	--	--
Months Supply		9.8	4.6	- 53.1%	--	--	--

Townhouse-Condo Market Overview



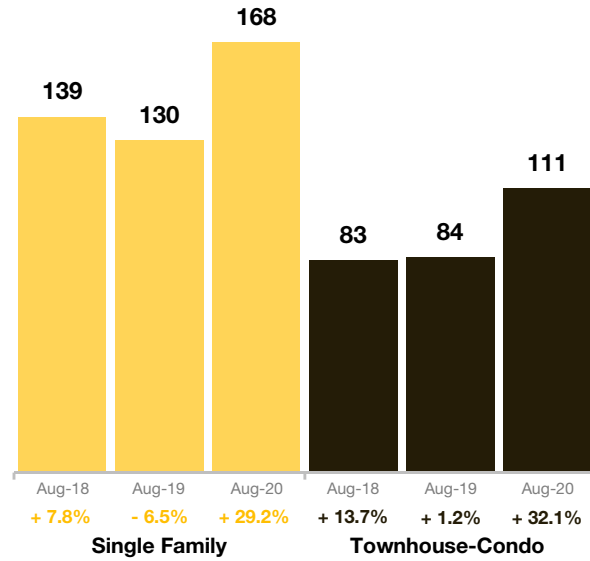
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	8-2019	8-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		84	111	+ 32.1%	652	621	- 4.8%
Pending Sales		70	138	+ 97.1%	506	524	+ 3.6%
Sold Listings		70	88	+ 25.7%	447	387	- 13.4%
Median Sales Price		\$505,000	\$737,500	+ 46.0%	\$467,000	\$515,000	+ 10.3%
Avg. Sales Price		\$757,178	\$1,438,016	+ 89.9%	\$880,877	\$1,321,181	+ 50.0%
Pct. of List Price Received		97.1%	97.1%	0.0%	97.3%	96.4%	- 0.9%
Days on Market		117	127	+ 8.5%	114	128	+ 12.3%
Affordability Index		83	62	- 25.3%	89	87	- 2.2%
Active Listings		413	277	- 32.9%	--	--	--
Months Supply		7.1	5.4	- 23.9%	--	--	--

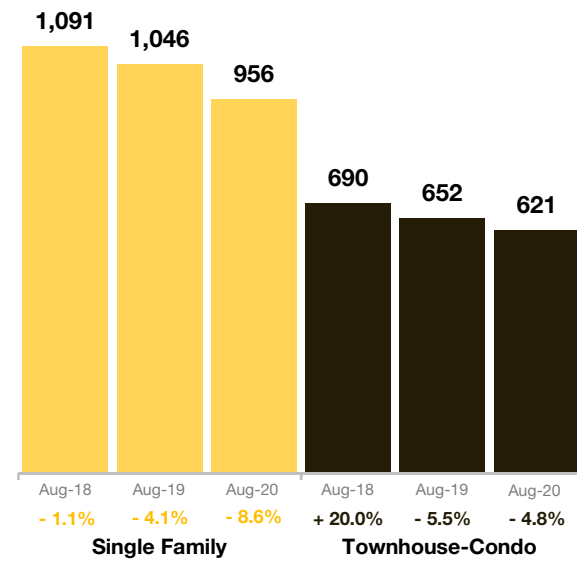
New Listings



August

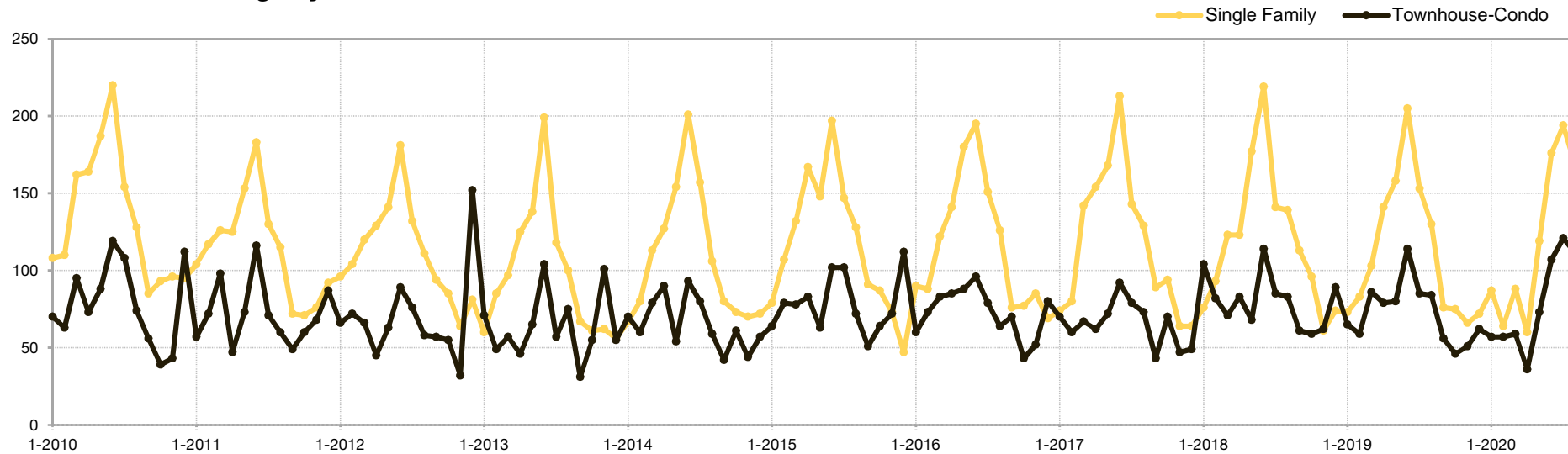


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2019	76	-32.7%	56	-8.2%
Oct-2019	75	-21.9%	46	-22.0%
Nov-2019	66	+8.2%	51	-17.7%
Dec-2019	72	-2.7%	62	-30.3%
Jan-2020	87	+19.2%	57	-12.3%
Feb-2020	64	-22.9%	57	-3.4%
Mar-2020	88	-14.6%	59	-31.4%
Apr-2020	60	-57.4%	36	-54.4%
May-2020	119	-24.7%	73	-8.8%
Jun-2020	176	-14.1%	107	-6.1%
Jul-2020	194	+26.8%	121	+42.4%
Aug-2020	168	+29.2%	111	+32.1%

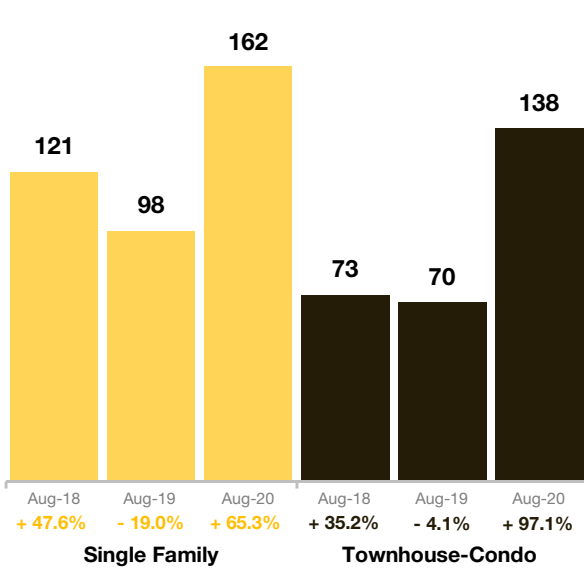
Historical New Listings by Month



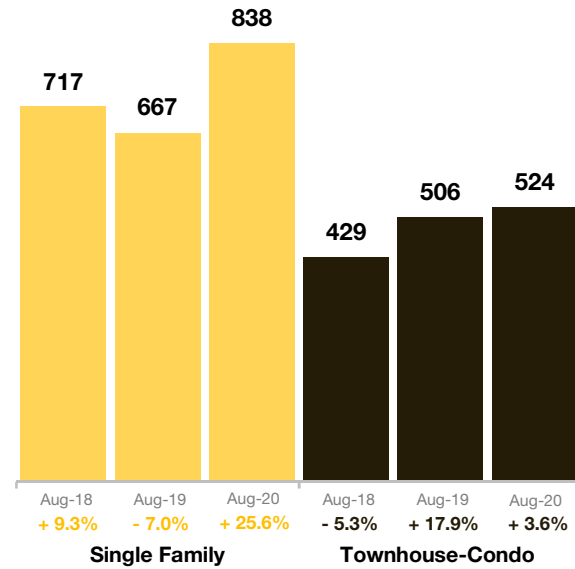
Pending Sales



August

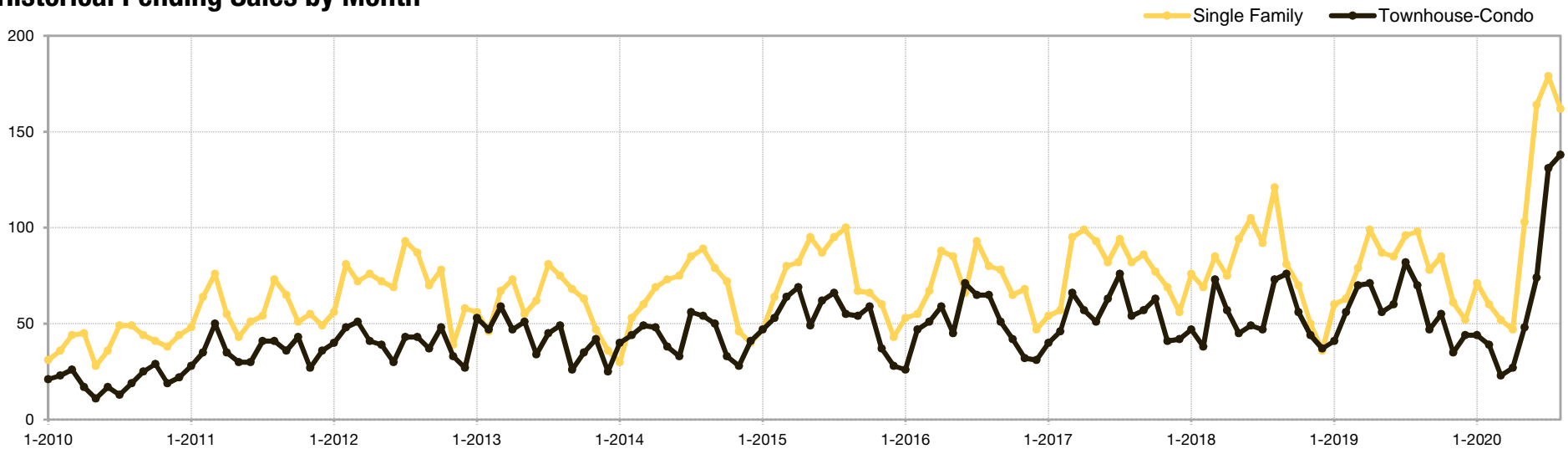


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2019	78	-3.7%	47	-38.2%
Oct-2019	85	+21.4%	55	-1.8%
Nov-2019	61	+22.0%	35	-20.5%
Dec-2019	52	+44.4%	44	+18.9%
Jan-2020	71	+18.3%	44	+7.3%
Feb-2020	60	-4.8%	39	-30.4%
Mar-2020	52	-34.2%	23	-67.1%
Apr-2020	47	-52.5%	27	-62.0%
May-2020	103	+18.4%	48	-14.3%
Jun-2020	164	+92.9%	74	+23.3%
Jul-2020	179	+86.5%	131	+59.8%
Aug-2020	162	+65.3%	138	+97.1%

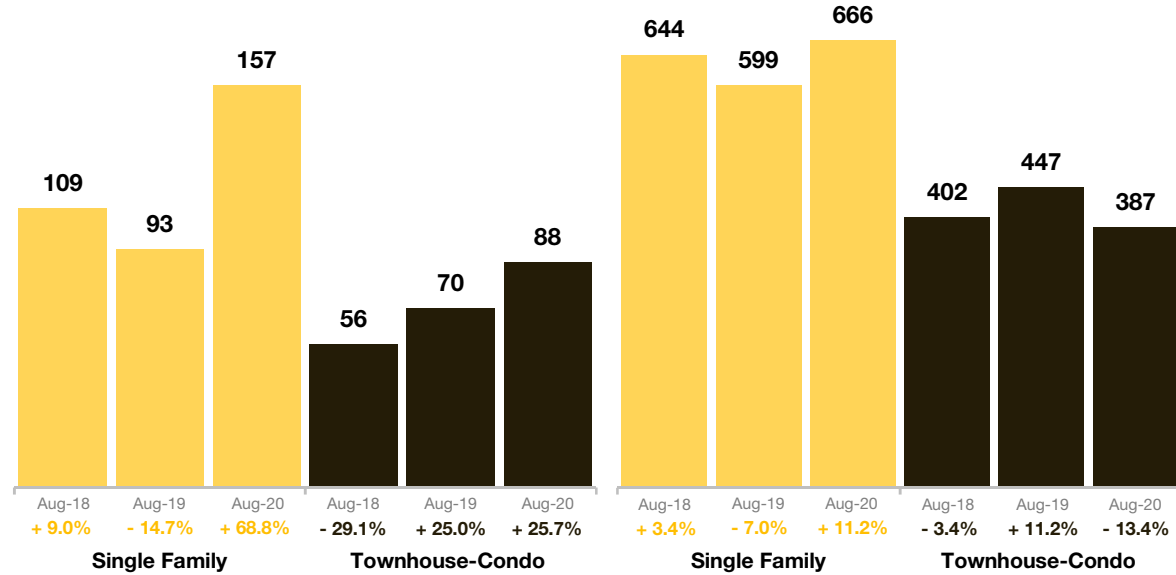
Historical Pending Sales by Month



Sold Listings

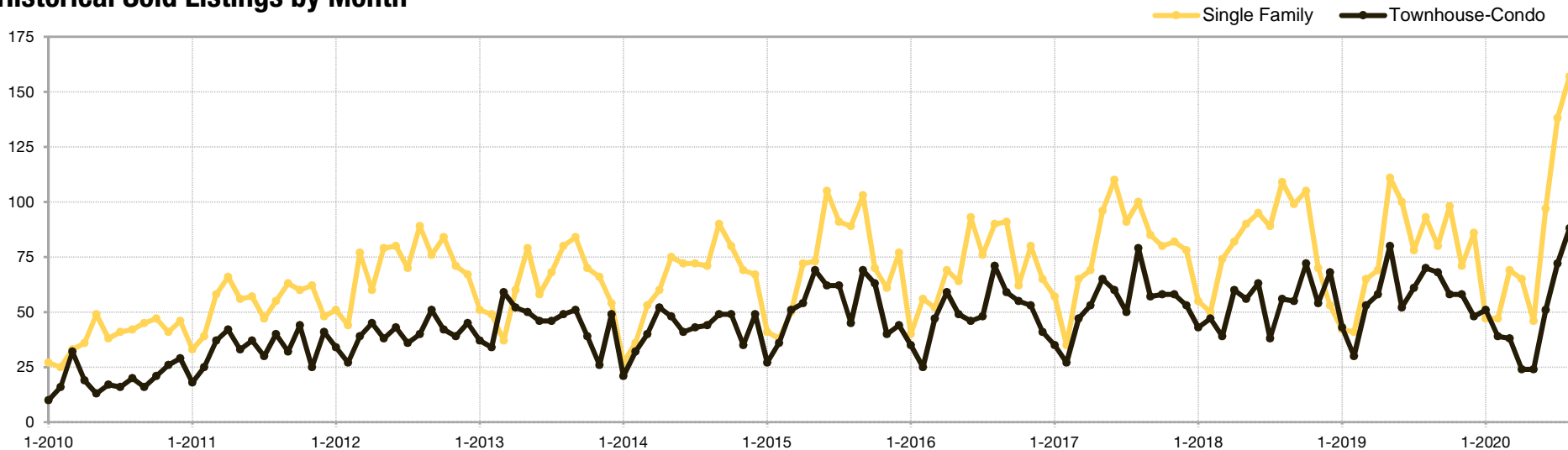


August



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-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	47	+14.6%	39	+30.0%
Mar-2020	69	+6.2%	38	-28.3%
Apr-2020	65	-5.8%	24	-58.6%
May-2020	46	-58.6%	24	-70.0%
Jun-2020	97	-3.0%	51	-1.9%
Jul-2020	138	+76.9%	72	+18.0%
Aug-2020	157	+68.8%	88	+25.7%

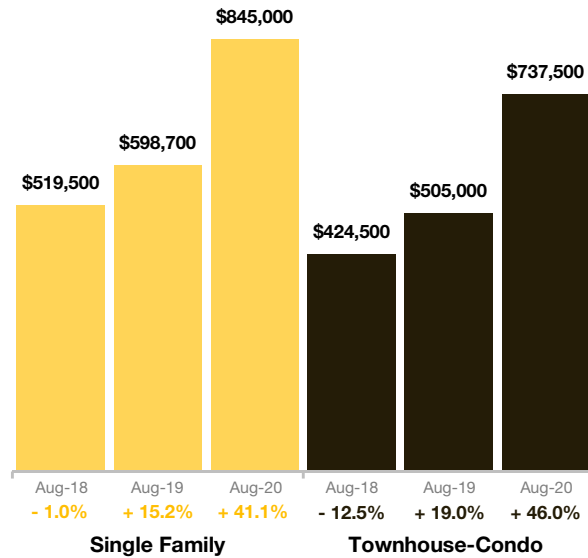
Historical Sold Listings by Month



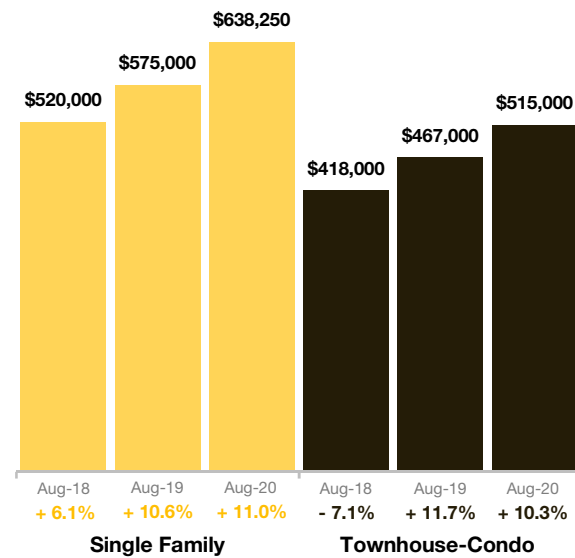
Median Sales Price



August

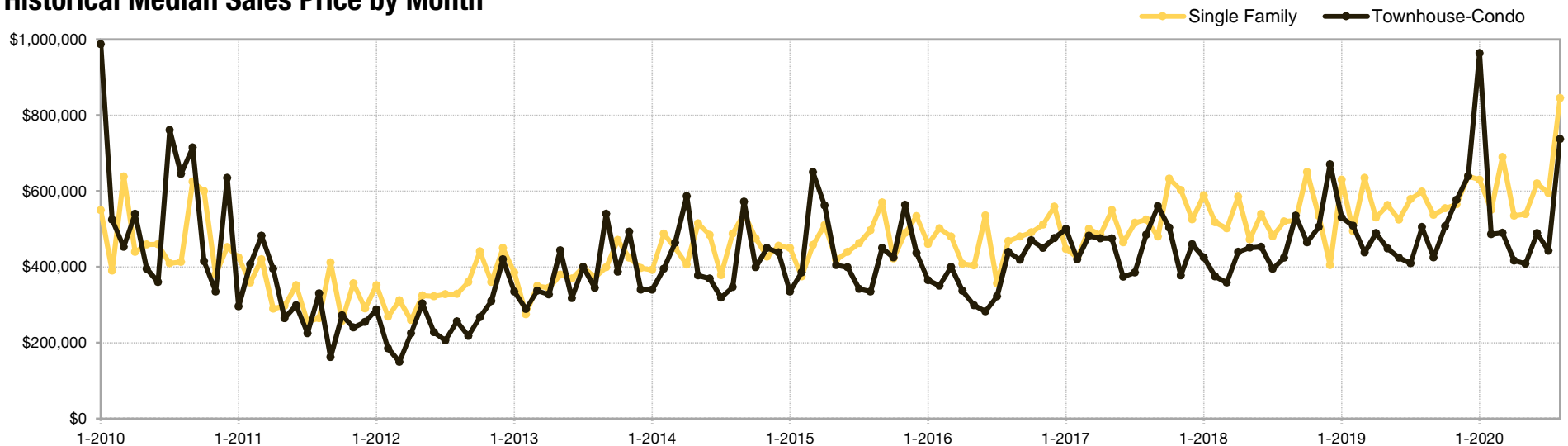


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-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	\$550,500	+11.2%	\$486,500	-4.4%
Mar-2020	\$690,000	+8.7%	\$490,000	+11.9%
Apr-2020	\$535,000	+0.9%	\$417,000	-14.8%
May-2020	\$539,500	-4.2%	\$408,450	-9.0%
Jun-2020	\$620,000	+18.1%	\$489,000	+15.2%
Jul-2020	\$595,000	+2.8%	\$442,500	+7.9%
Aug-2020	\$845,000	+41.1%	\$737,500	+46.0%

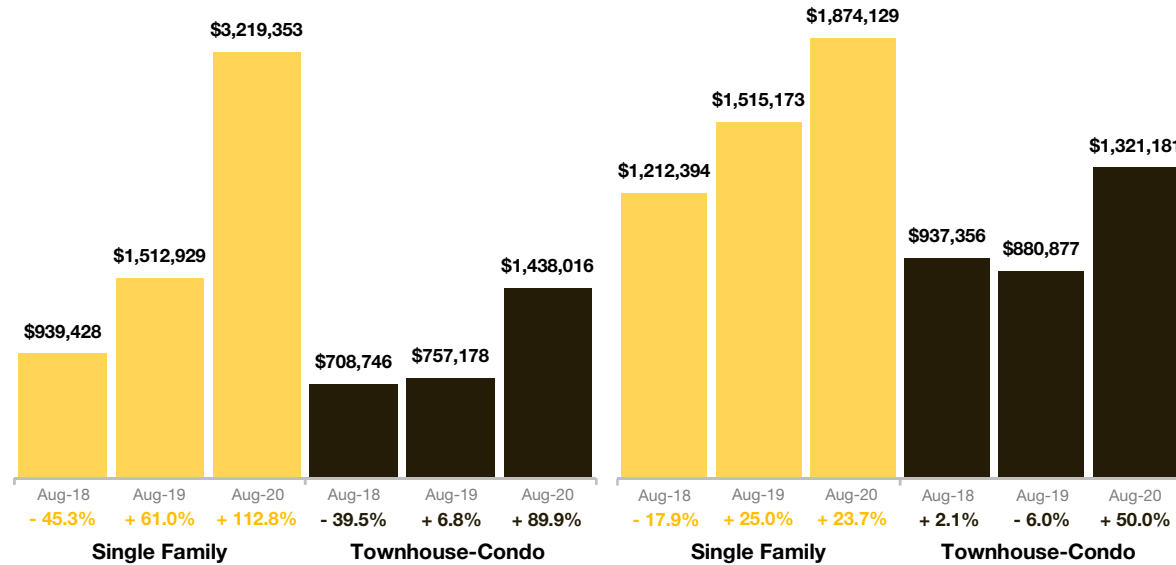
Historical Median Sales Price by Month



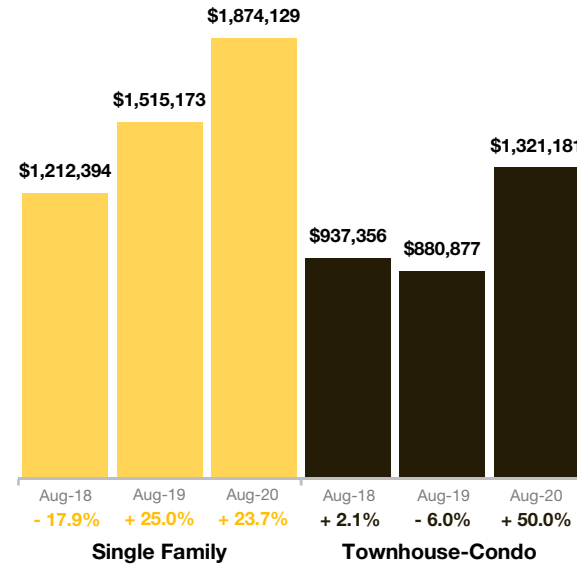
Average Sales Price



August

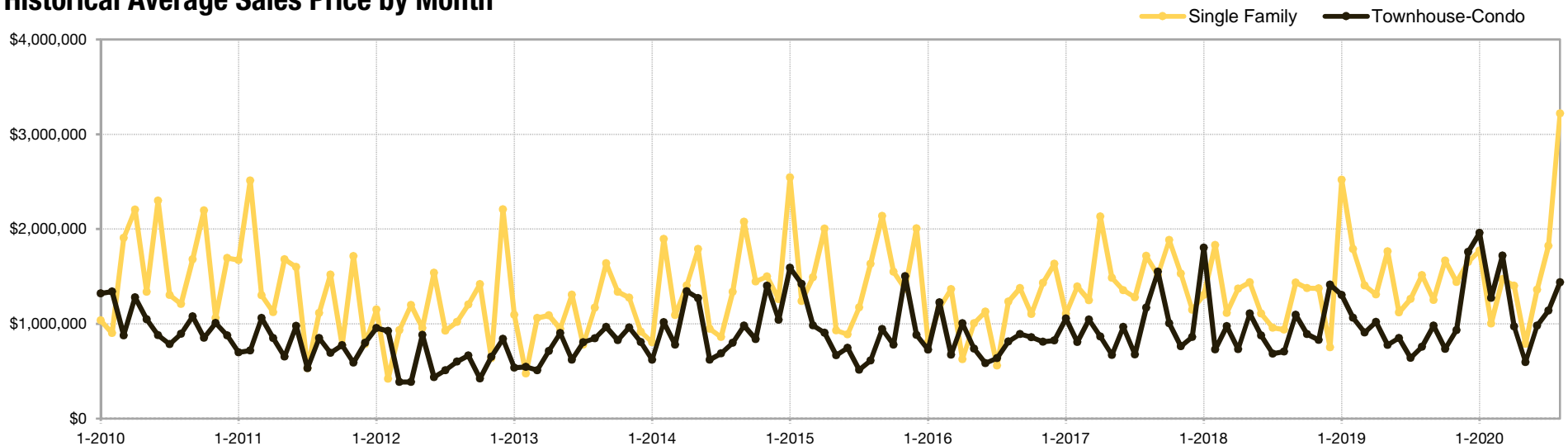


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-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	\$1,003,691	-43.9%	\$1,273,615	+19.6%
Mar-2020	\$1,471,272	+4.8%	\$1,720,815	+89.6%
Apr-2020	\$1,402,203	+7.0%	\$973,632	-4.5%
May-2020	\$789,096	-55.3%	\$597,413	-23.2%
Jun-2020	\$1,359,961	+21.6%	\$981,921	+15.6%
Jul-2020	\$1,821,409	+44.3%	\$1,139,135	+77.5%
Aug-2020	\$3,219,353	+112.8%	\$1,438,016	+89.9%

Historical Average Sales Price by Month

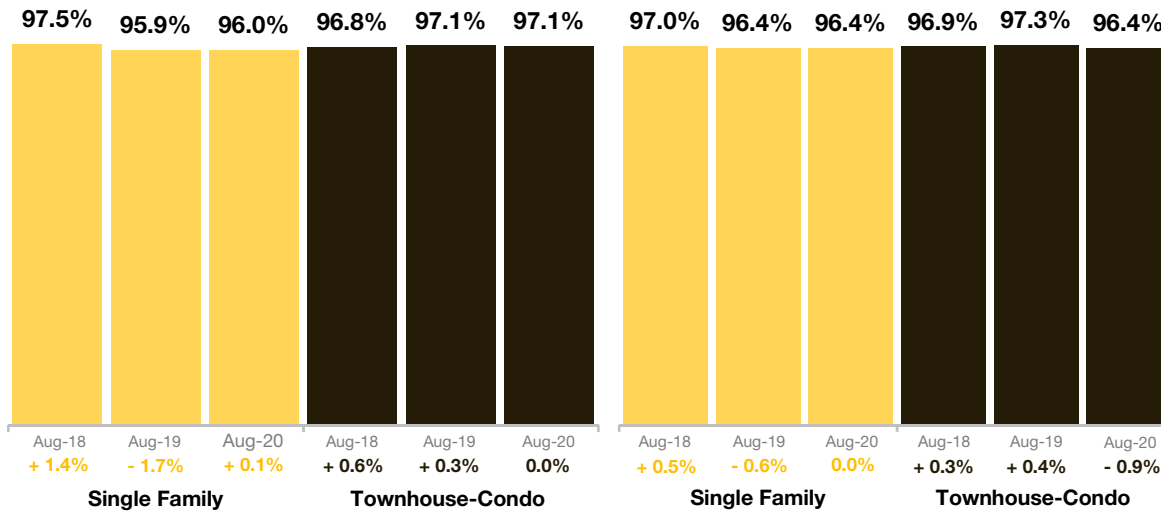


Percent of List Price Received



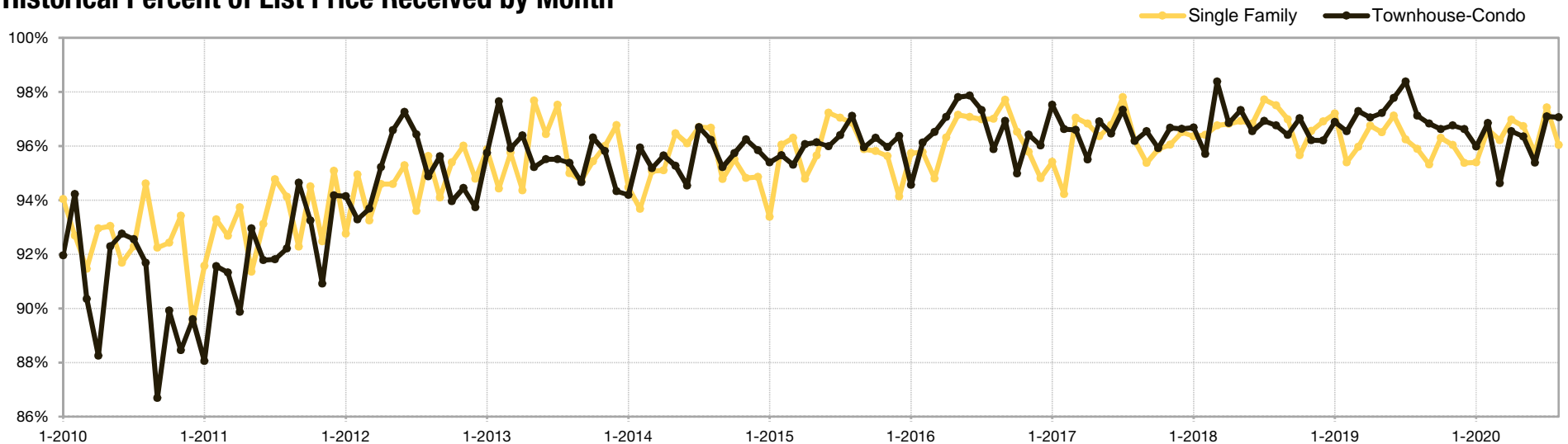
August

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-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%	96.8%	+0.3%
Mar-2020	96.2%	+0.2%	94.6%	-2.8%
Apr-2020	97.0%	+0.3%	96.5%	-0.5%
May-2020	96.7%	+0.2%	96.3%	-0.9%
Jun-2020	95.7%	-1.4%	95.4%	-2.5%
Jul-2020	97.4%	+1.2%	97.1%	-1.3%
Aug-2020	96.0%	+0.1%	97.1%	0.0%

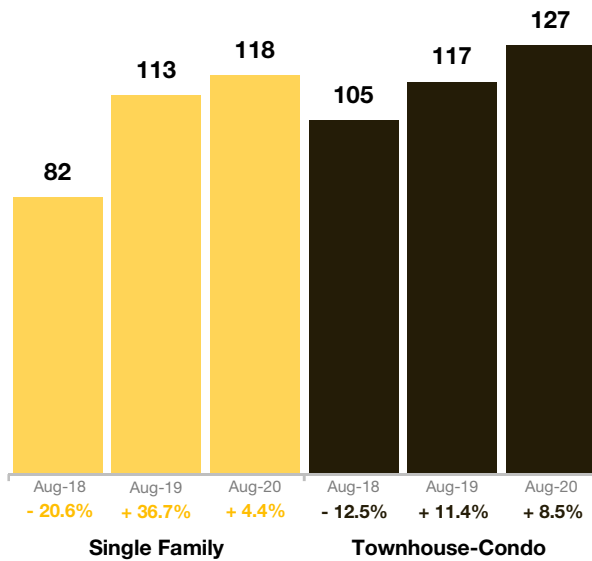
Historical Percent of List Price Received by Month



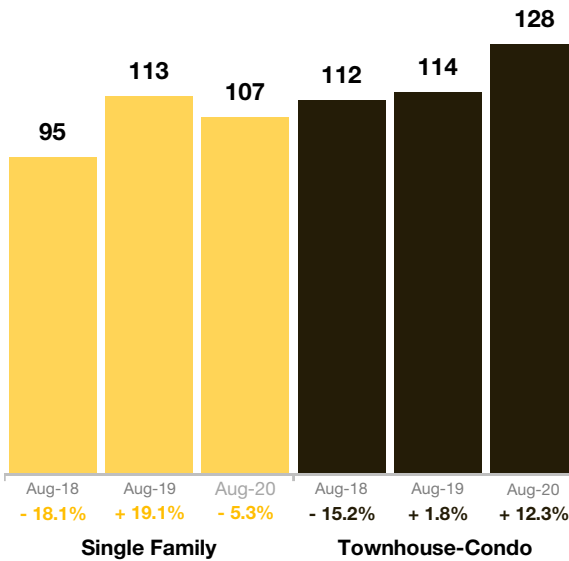
Days on Market Until Sale



August

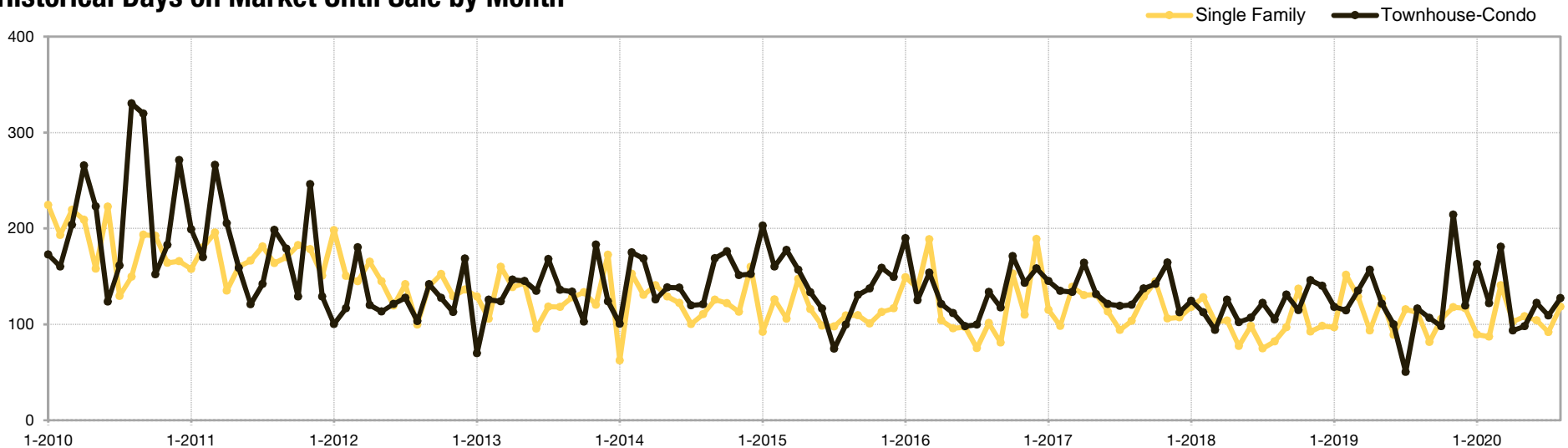


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-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	87	-42.8%	122	+6.1%
Mar-2020	141	+9.3%	181	+34.1%
Apr-2020	103	+9.6%	94	-40.1%
May-2020	108	-15.0%	98	-19.0%
Jun-2020	104	+16.9%	122	+22.0%
Jul-2020	92	-20.7%	109	+113.7%
Aug-2020	118	+4.4%	127	+8.5%

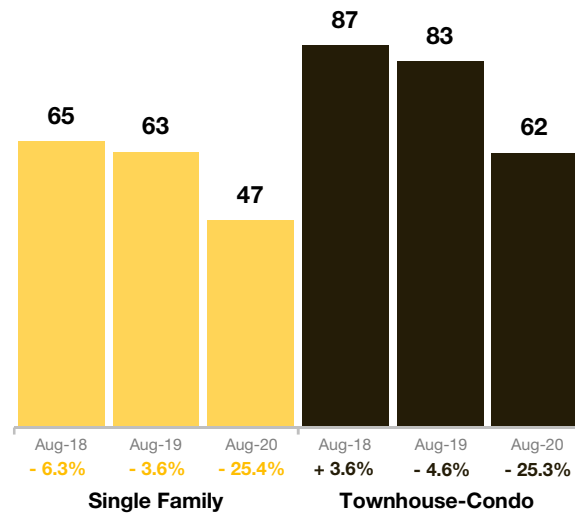
Historical Days on Market Until Sale by Month



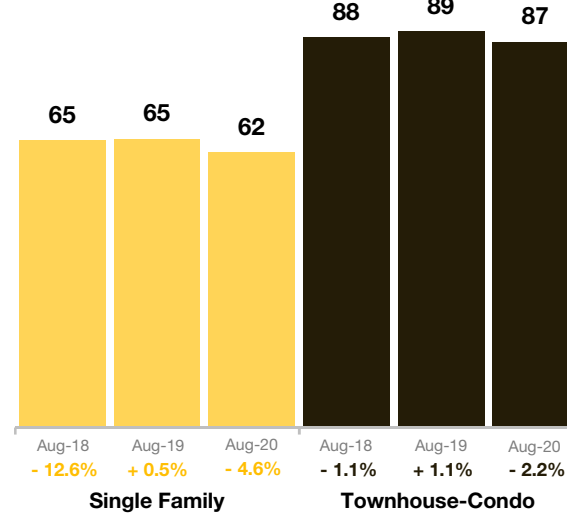
Housing Affordability Index



August

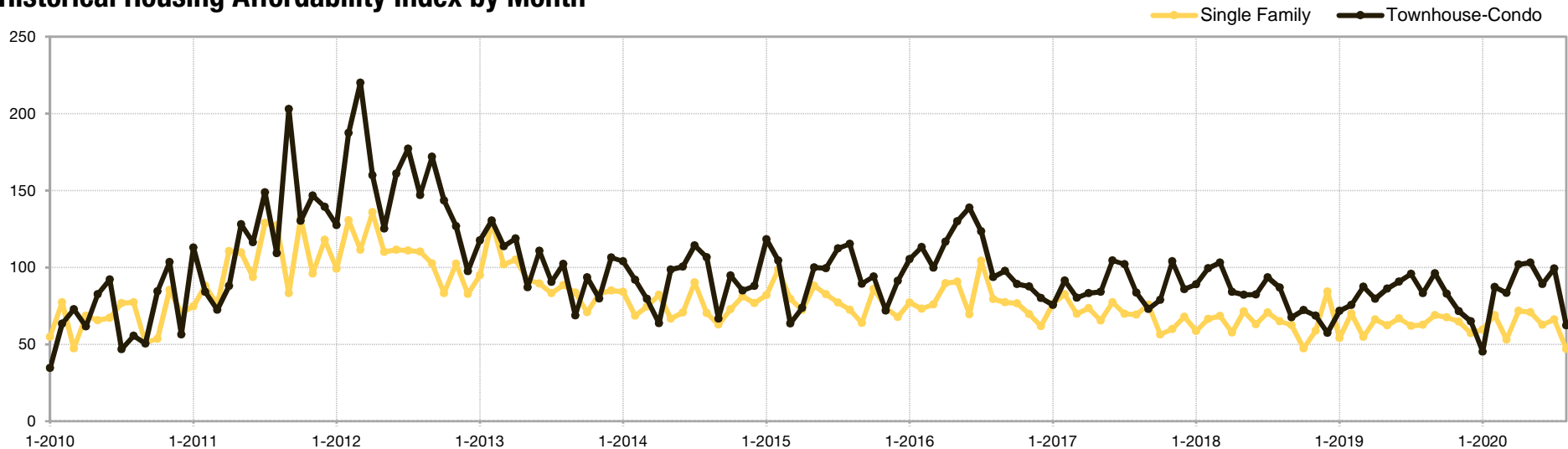


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-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	69	-1.4%	87	+14.5%
Mar-2020	53	-3.6%	83	-4.6%
Apr-2020	72	+9.1%	102	+27.5%
May-2020	71	+14.5%	103	+19.8%
Jun-2020	63	-6.0%	89	-2.2%
Jul-2020	66	+6.5%	99	+3.1%
Aug-2020	47	-25.4%	62	-25.3%

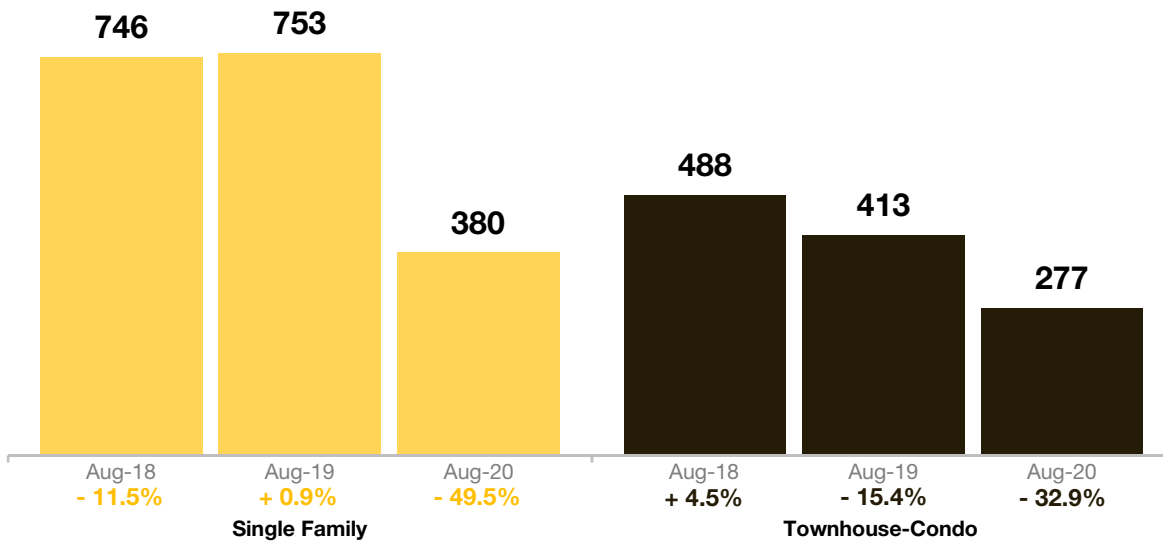
Historical Housing Affordability Index by Month



Inventory of Active Listings

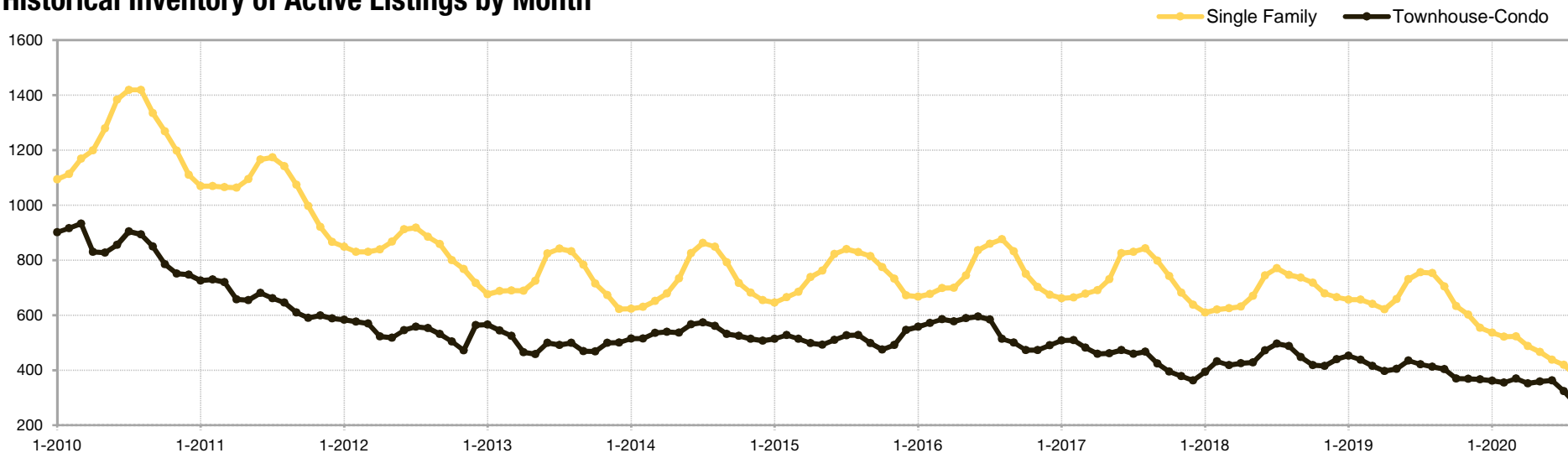


August



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2019	704	-4.3%	404	-9.8%
Oct-2019	633	-11.8%	370	-11.5%
Nov-2019	602	-11.3%	369	-11.1%
Dec-2019	554	-16.7%	367	-16.6%
Jan-2020	536	-18.3%	362	-20.1%
Feb-2020	522	-20.4%	355	-18.9%
Mar-2020	523	-18.4%	370	-10.8%
Apr-2020	488	-21.4%	352	-11.3%
May-2020	466	-29.2%	359	-11.4%
Jun-2020	438	-40.1%	363	-16.6%
Jul-2020	419	-44.6%	324	-23.0%
Aug-2020	380	-49.5%	277	-32.9%

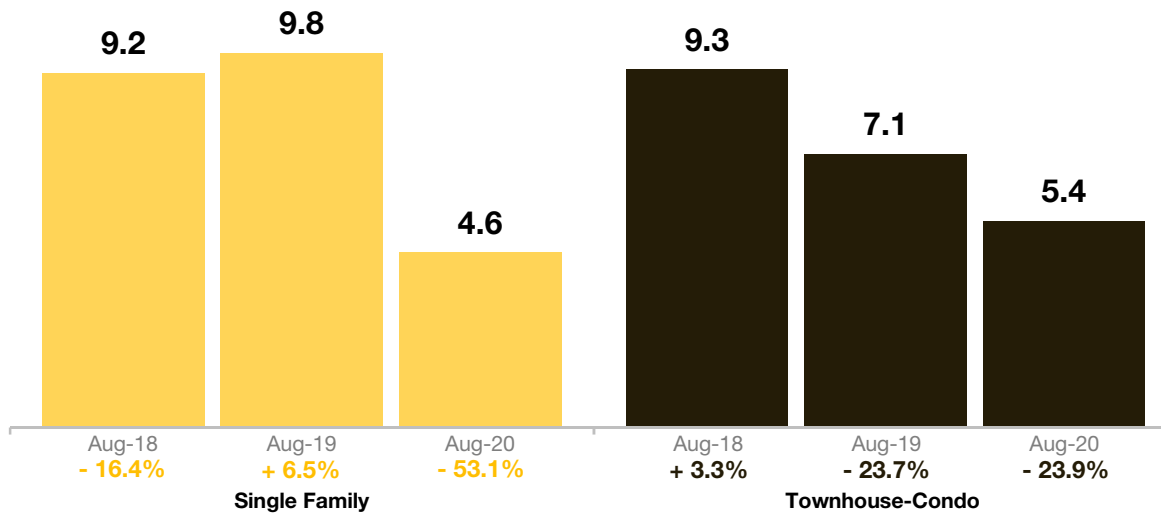
Historical Inventory of Active Listings by Month



Months Supply of Inventory

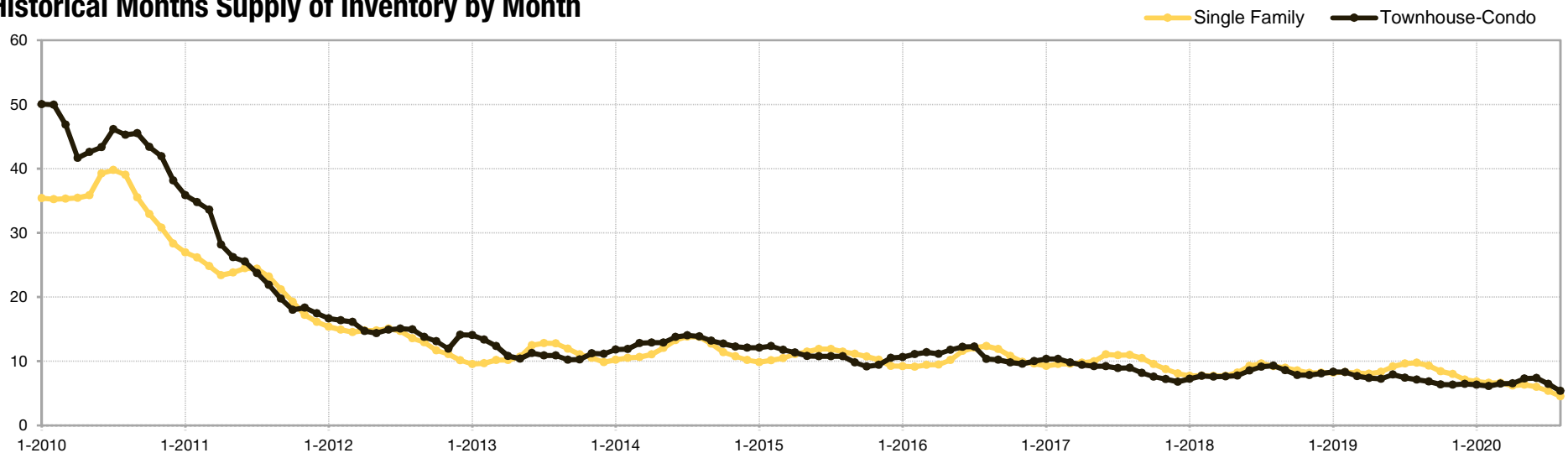


August



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2019	9.3	+3.3%	6.8	-20.9%
Oct-2019	8.4	-1.2%	6.4	-17.9%
Nov-2019	8.0	-2.4%	6.3	-19.2%
Dec-2019	7.1	-13.4%	6.5	-19.8%
Jan-2020	6.8	-17.1%	6.3	-25.0%
Feb-2020	6.6	-20.5%	6.1	-26.5%
Mar-2020	6.6	-19.5%	6.5	-15.6%
Apr-2020	6.2	-22.5%	6.5	-12.2%
May-2020	6.4	-22.9%	7.3	0.0%
Jun-2020	6.0	-34.8%	7.4	-6.3%
Jul-2020	5.4	-43.8%	6.5	-12.2%
Aug-2020	4.6	-53.1%	5.4	-23.9%

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.

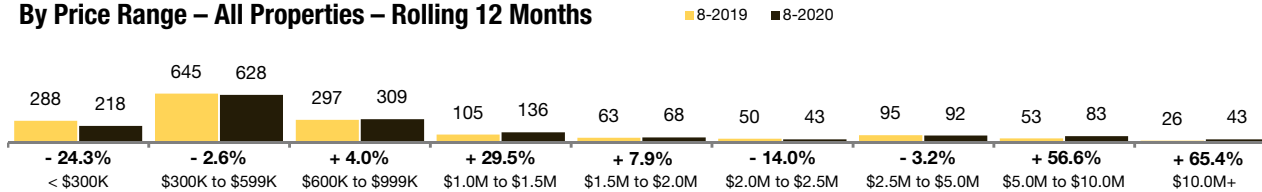
Key Metrics	Historical Sparkbars	8-2019	8-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		214	279	+ 30.4%	1,698	1,577	- 7.1%
Pending Sales		168	300	+ 78.6%	1,173	1,362	+ 16.1%
Sold Listings		163	245	+ 50.3%	1,046	1,053	+ 0.7%
Median Sales Price		\$555,000	\$770,000	+ 38.7%	\$520,000	\$594,000	+ 14.2%
Avg. Sales Price		\$1,188,373	\$2,579,526	+ 117.1%	\$1,244,112	\$1,670,909	+ 34.3%
Pct. of List Price Received		96.4%	96.4%	0.0%	96.8%	96.4%	- 0.4%
Days on Market		114	122	+ 7.0%	113	115	+ 1.8%
Affordability Index		68	52	- 23.5%	72	67	- 6.9%
Active Listings		1,166	657	- 43.7%	--	--	--
Months Supply		8.6	4.9	- 43.0%	--	--	--

Sold Listings

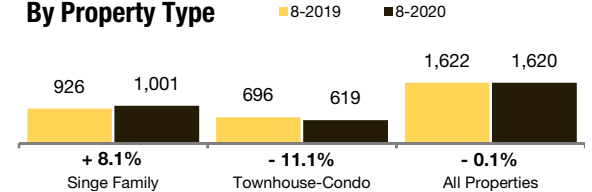
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	8-2019	8-2020	Change	8-2019	8-2020	Change
\$299,999 and Below	118	85	-28.0%	170	133	-21.8%
\$300,000 to \$599,999	383	402	+5.0%	262	226	-13.7%
\$600,000 to \$999,999	195	219	+12.3%	102	90	-11.8%
\$1,000,000 to \$1,499,999	58	94	+62.1%	47	42	-10.6%
\$1,500,00 to \$1,999,999	32	37	+15.6%	31	31	0.0%
\$2,000,000 to \$2,499,999	22	15	-31.8%	28	28	0.0%
\$2,500,000 to \$4,999,999	55	54	-1.8%	40	38	-5.0%
\$5,000,000 to \$9,999,999	39	60	+53.8%	14	23	+64.3%
\$10,000,000 and Above	24	35	+45.8%	2	8	+300.0%
All Price Ranges	926	1,001	+8.1%	696	619	-11.1%

Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2020	8-2020	Change	7-2020	8-2020	Change
\$299,999 and Below	5	6	+20.0%	14	17	+21.4%
\$300,000 to \$599,999	65	57	-12.3%	33	20	-39.4%
\$600,000 to \$999,999	30	24	-20.0%	5	19	+280.0%
\$1,000,000 to \$1,499,999	8	13	+62.5%	5	5	0.0%
\$1,500,00 to \$1,999,999	9	8	-11.1%	4	6	+50.0%
\$2,000,000 to \$2,499,999	1	2	+100.0%	3	5	+66.7%
\$2,500,000 to \$4,999,999	7	18	+157.1%	3	11	+266.7%
\$5,000,000 to \$9,999,999	10	13	+30.0%	5	5	0.0%
\$10,000,000 and Above	3	16	+433.3%	0	0	--
All Price Ranges	138	157	+13.8%	72	88	+22.2%

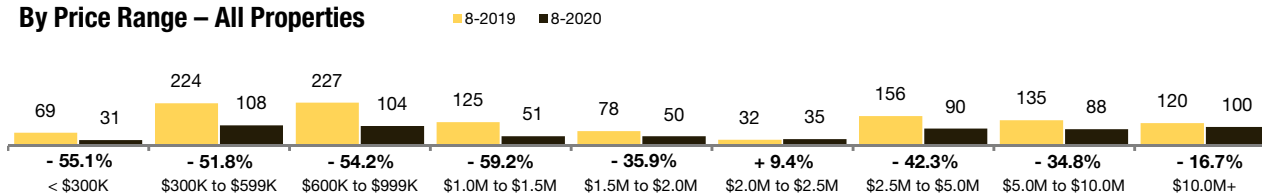
Year to Date

By Price Range	Single Family			Condo		
	8-2019	8-2020	Change	8-2019	8-2020	Change
\$299,999 and Below	71	48	-32.4%	101	82	-18.8%
\$300,000 to \$599,999	251	266	+6.0%	188	138	-26.6%
\$600,000 to \$999,999	127	150	+18.1%	62	57	-8.1%
\$1,000,000 to \$1,499,999	40	65	+62.5%	28	27	-3.6%
\$1,500,00 to \$1,999,999	17	30	+76.5%	17	17	0.0%
\$2,000,000 to \$2,499,999	15	9	-40.0%	20	20	0.0%
\$2,500,000 to \$4,999,999	35	36	+2.9%	23	22	-4.3%
\$5,000,000 to \$9,999,999	25	34	+36.0%	8	18	+125.0%
\$10,000,000 and Above	18	28	+55.6%	0	6	--
All Price Ranges	599	666	+11.2%	447	387	-13.4%

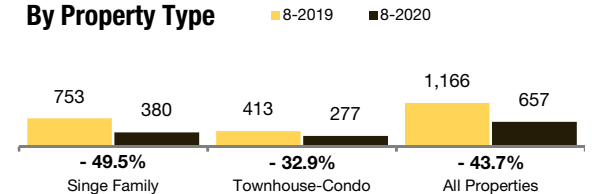
Inventory of Active Listings

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		
	8-2019	8-2020	Change	8-2019	8-2020	Change
\$299,999 and Below	18	5	-72.2%	51	26	-49.0%
\$300,000 to \$599,999	126	49	-61.1%	98	59	-39.8%
\$600,000 to \$999,999	149	57	-61.7%	78	47	-39.7%
\$1,000,000 to \$1,499,999	74	23	-68.9%	51	28	-45.1%
\$1,500,00 to \$1,999,999	59	31	-47.5%	19	19	0.0%
\$2,000,000 to \$2,499,999	15	11	-26.7%	17	24	+41.2%
\$2,500,000 to \$4,999,999	100	49	-51.0%	56	41	-26.8%
\$5,000,000 to \$9,999,999	108	69	-36.1%	27	19	-29.6%
\$10,000,000 and Above	104	86	-17.3%	16	14	-12.5%
All Price Ranges	753	380	-49.5%	413	277	-32.9%

Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2020	8-2020	Change	7-2020	8-2020	Change
\$299,999 and Below	9	5	-44.4%	25	26	+4.0%
\$300,000 to \$599,999	49	49	0.0%	70	59	-15.7%
\$600,000 to \$999,999	59	57	-3.4%	63	47	-25.4%
\$1,000,000 to \$1,499,999	21	23	+9.5%	40	28	-30.0%
\$1,500,00 to \$1,999,999	37	31	-16.2%	20	19	-5.0%
\$2,000,000 to \$2,499,999	17	11	-35.3%	21	24	+14.3%
\$2,500,000 to \$4,999,999	58	49	-15.5%	48	41	-14.6%
\$5,000,000 to \$9,999,999	82	69	-15.9%	23	19	-17.4%
\$10,000,000 and Above	87	86	-1.1%	14	14	0.0%
All Price Ranges	419	380	-9.3%	324	277	-14.5%

Year to Date

By Price Range	Single Family			Condo		
	8-2019	8-2020	Change	8-2019	8-2020	Change
\$299,999 and Below	18	5	-72.2%	51	26	-49.0%
\$300,000 to \$599,999	126	49	-61.1%	98	59	-39.8%
\$600,000 to \$999,999	149	57	-61.7%	78	47	-39.7%
\$1,000,000 to \$1,499,999	74	23	-68.9%	51	28	-45.1%
\$1,500,00 to \$1,999,999	59	31	-47.5%	19	19	0.0%
\$2,000,000 to \$2,499,999	15	11	-26.7%	17	24	+41.2%
\$2,500,000 to \$4,999,999	100	49	-51.0%	56	41	-26.8%
\$5,000,000 to \$9,999,999	108	69	-36.1%	27	19	-29.6%
\$10,000,000 and Above	104	86	-17.3%	16	14	-12.5%
All Price Ranges	753	380	-49.5%	413	277	-32.9%

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.