

Monthly Indicators



October 2020

Percent changes calculated using year-over-year comparisons.

New Listings were up 58.7 percent for single family homes and 71.7 percent for townhouse-condo properties. Pending Sales increased 61.2 percent for single family homes and 70.9 percent for townhouse-condo properties.

The Median Sales Price was up 61.2 percent to \$894,500 for single family homes and 64.7 percent to \$835,900 for townhouse-condo properties. Days on Market decreased 1.9 percent for single family homes but increased 14.3 percent for condo properties.

Mortgage rates dropped to new record lows again in October, helping to offset the monthly mortgage payment increases caused by the rise in home prices seen in many segments of the market across the country. While prices often dip a bit in the winter months, continued buyer demand may temper any price retreats this year.

Activity Snapshot

+ 67.3% **+ 65.4%** **- 45.0%**

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.

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	10-2019	10-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		75	119	+ 58.7%	1,198	1,222	+ 2.0%
Pending Sales		85	137	+ 61.2%	830	1,108	+ 33.5%
Sold Listings		98	144	+ 46.9%	777	967	+ 24.5%
Median Sales Price		\$555,000	\$894,500	+ 61.2%	\$570,000	\$699,000	+ 22.6%
Avg. Sales Price		\$1,665,361	\$3,327,587	+ 99.8%	\$1,507,013	\$2,381,032	+ 58.0%
Pct. of List Price Received		96.3%	97.0%	+ 0.7%	96.3%	96.5%	+ 0.2%
Days on Market		106	104	- 1.9%	109	108	- 0.9%
Affordability Index		68	45	- 33.8%	66	57	- 13.6%
Active Listings		638	318	- 50.2%	--	--	--
Months Supply		8.5	3.4	- 60.0%	--	--	--

Townhouse-Condo Market Overview



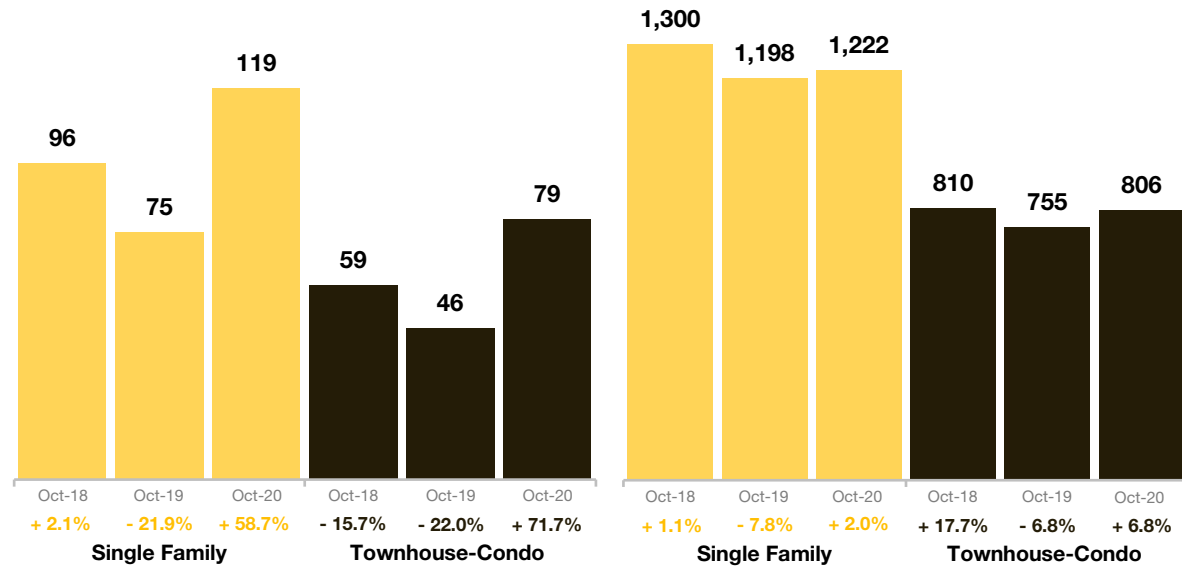
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	10-2019	10-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		46	79	+ 71.7%	755	806	+ 6.8%
Pending Sales		55	94	+ 70.9%	608	712	+ 17.1%
Sold Listings		58	117	+ 101.7%	573	628	+ 9.6%
Median Sales Price		\$507,500	\$835,900	+ 64.7%	\$465,000	\$599,950	+ 29.0%
Avg. Sales Price		\$736,414	\$1,589,334	+ 115.8%	\$878,238	\$1,457,903	+ 66.0%
Pct. of List Price Received		96.6%	97.9%	+ 1.3%	97.2%	96.9%	- 0.3%
Days on Market		98	112	+ 14.3%	112	121	+ 8.0%
Affordability Index		83	56	- 32.5%	90	77	- 14.4%
Active Listings		374	239	- 36.1%	--	--	--
Months Supply		6.5	3.9	- 40.0%	--	--	--

New Listings

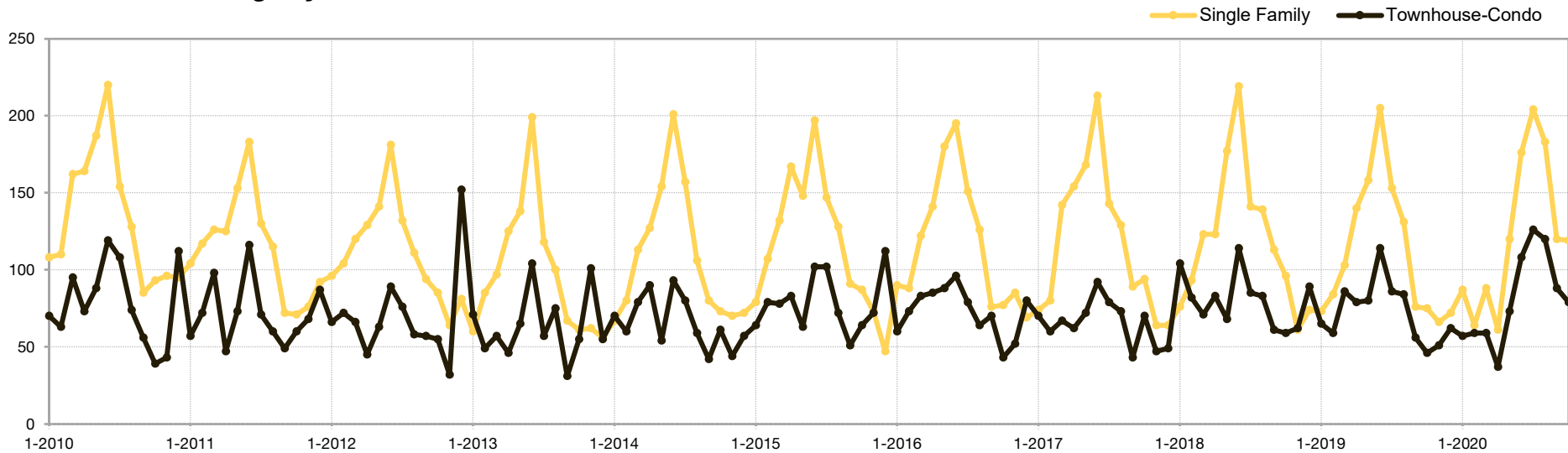


October



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	-23.8%	59	0.0%
Mar-2020	88	-14.6%	59	-31.4%
Apr-2020	61	-56.4%	37	-53.2%
May-2020	120	-24.1%	73	-8.8%
Jun-2020	176	-14.1%	108	-5.3%
Jul-2020	204	+33.3%	126	+46.5%
Aug-2020	183	+39.7%	120	+42.9%
Sep-2020	120	+57.9%	88	+57.1%
Oct-2020	119	+58.7%	79	+71.7%

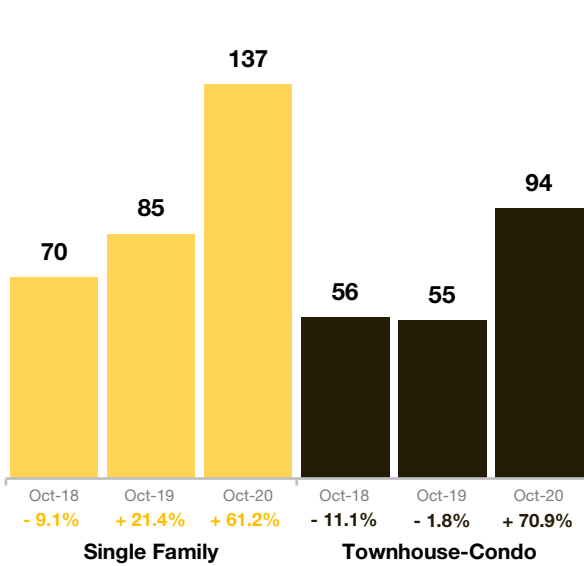
Historical New Listings by Month



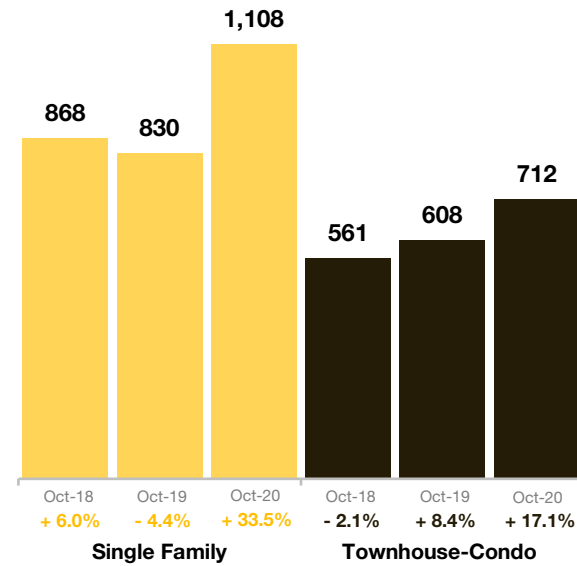
Pending Sales



October

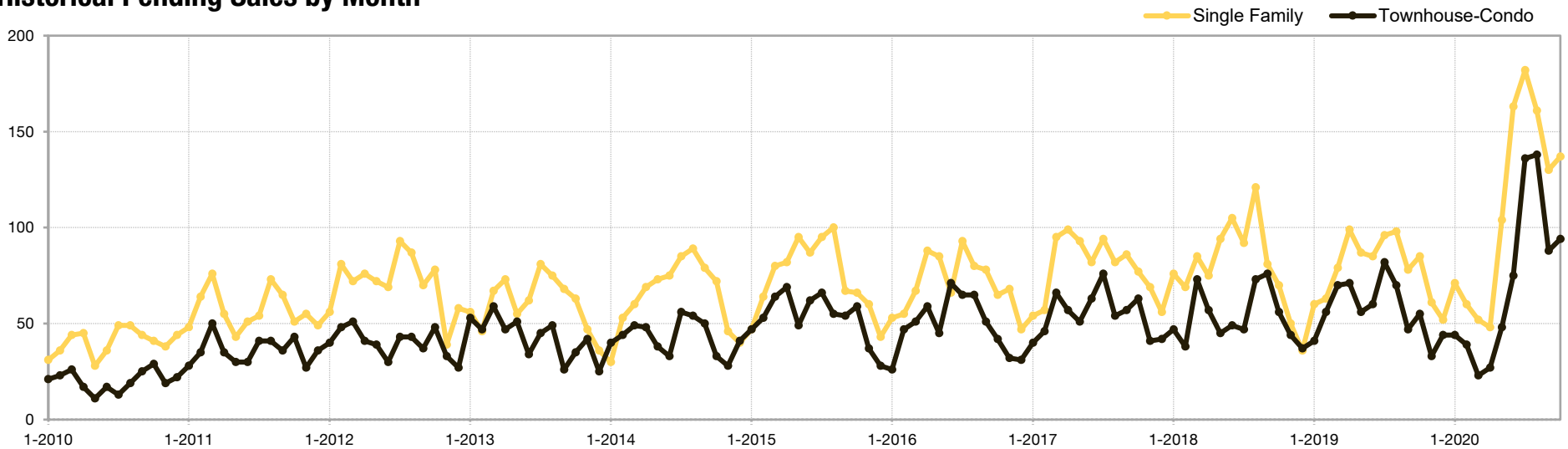


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	61	+22.0%	33	-25.0%
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	48	-51.5%	27	-62.0%
May-2020	104	+19.5%	48	-14.3%
Jun-2020	163	+91.8%	75	+25.0%
Jul-2020	182	+89.6%	136	+65.9%
Aug-2020	161	+64.3%	138	+97.1%
Sep-2020	130	+66.7%	88	+87.2%
Oct-2020	137	+61.2%	94	+70.9%

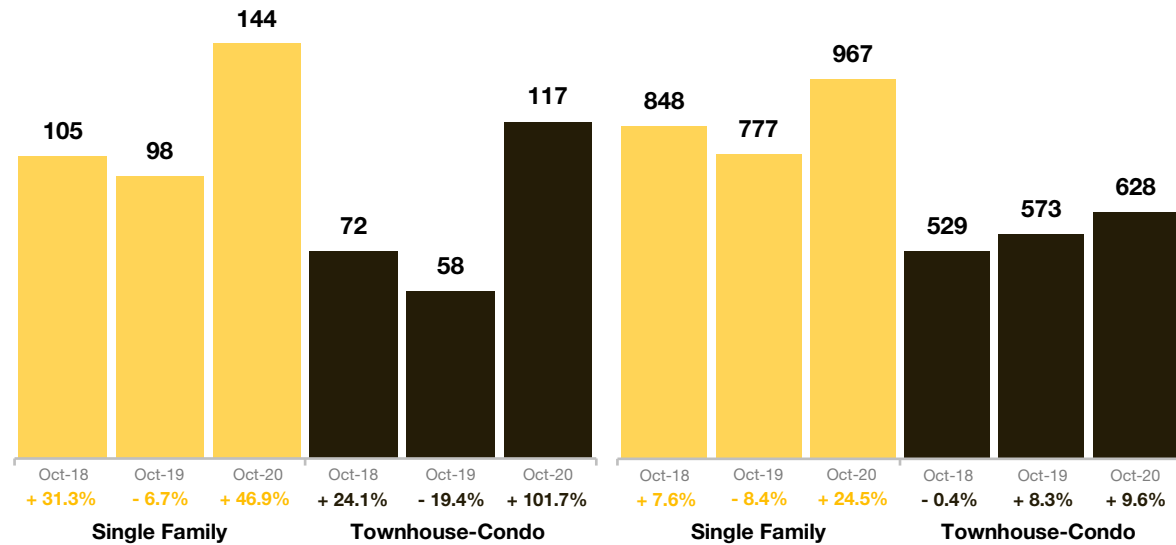
Historical Pending Sales by Month



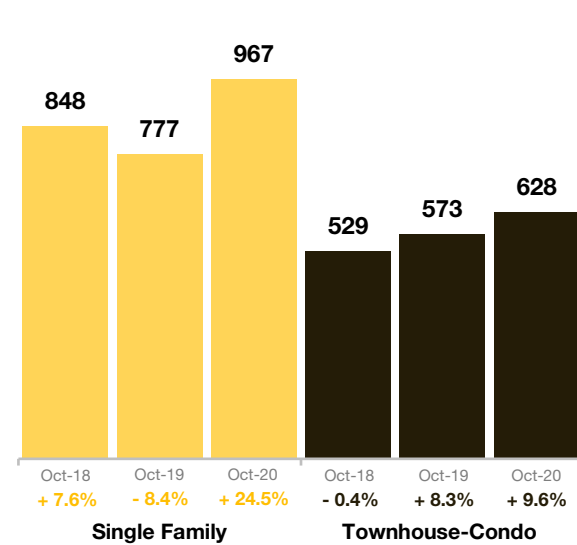
Sold Listings



October

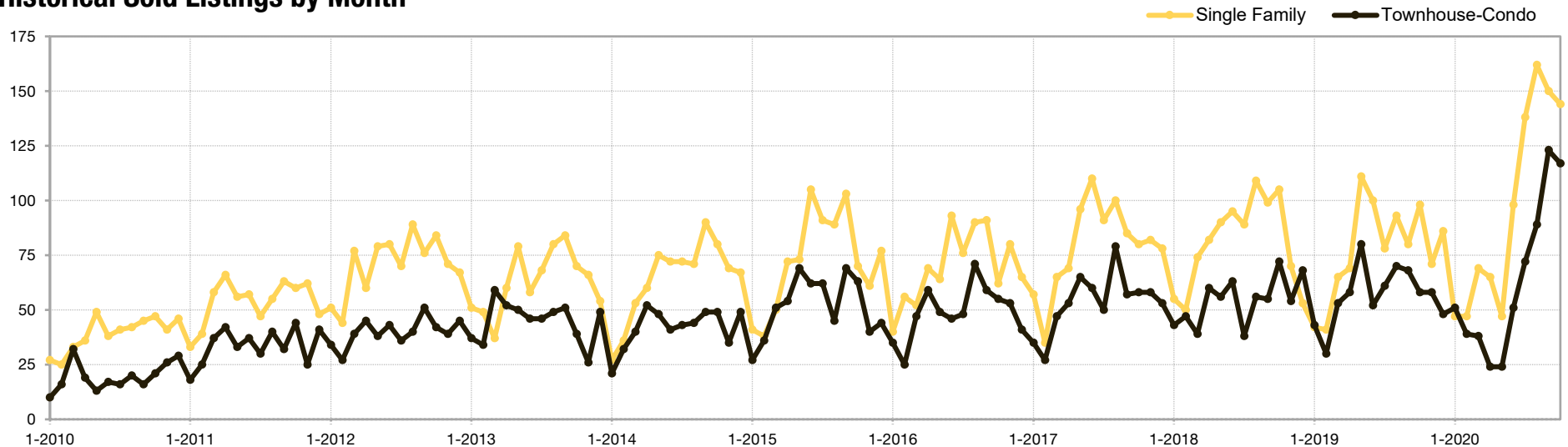


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	47	-57.7%	24	-70.0%
Jun-2020	98	-2.0%	51	-1.9%
Jul-2020	138	+76.9%	72	+18.0%
Aug-2020	162	+74.2%	89	+27.1%
Sep-2020	150	+87.5%	123	+80.9%
Oct-2020	144	+46.9%	117	+101.7%

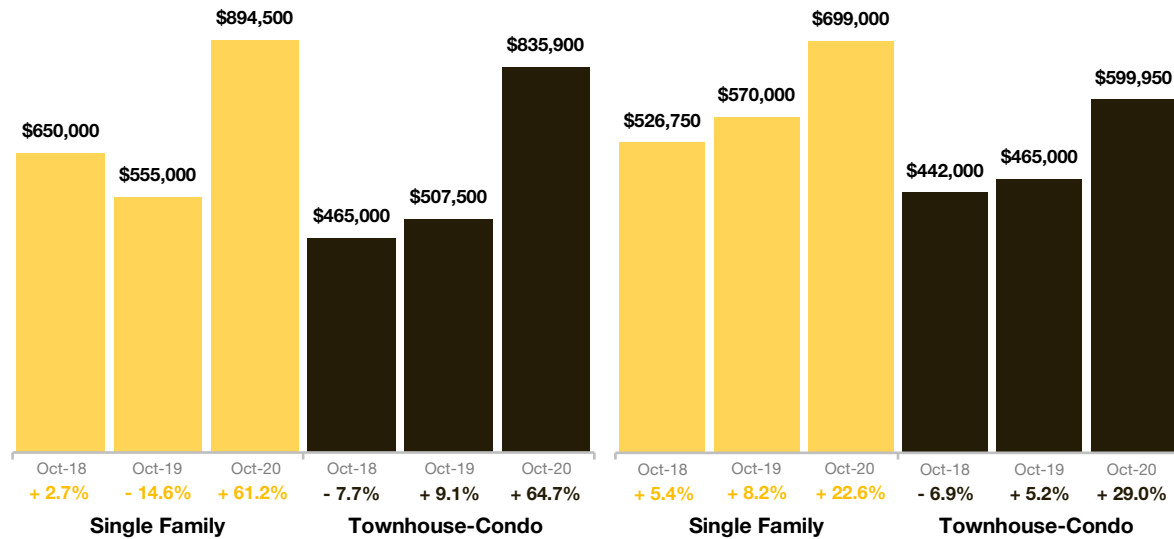
Historical Sold Listings by Month



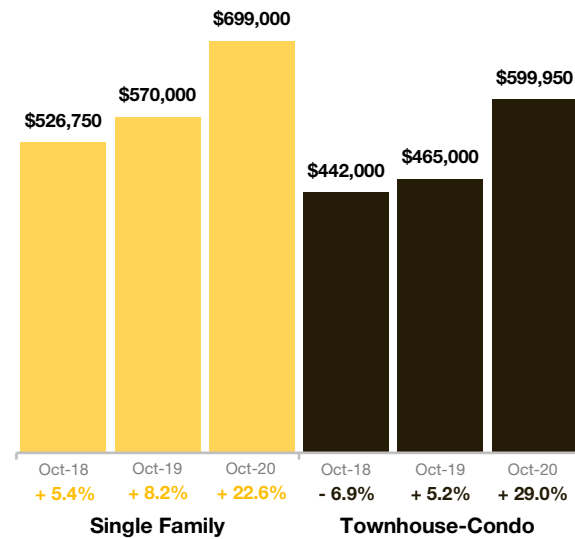
Median Sales Price



October

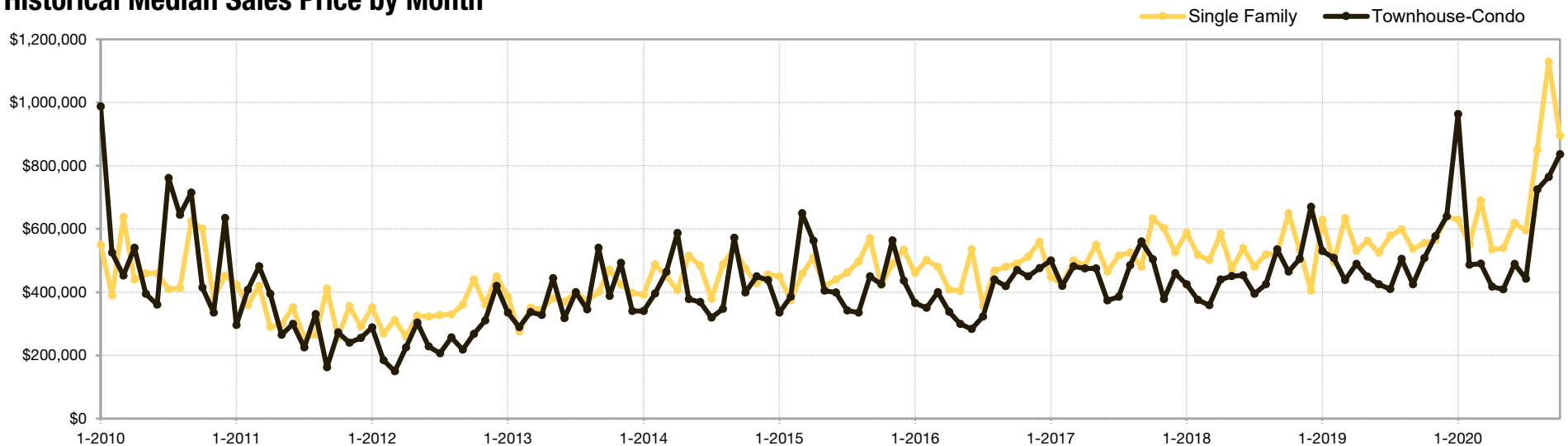


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-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	\$539,000	-4.3%	\$408,450	-9.0%
Jun-2020	\$618,750	+17.9%	\$489,000	+15.2%
Jul-2020	\$595,000	+2.8%	\$442,500	+7.9%
Aug-2020	\$850,000	+42.0%	\$725,000	+43.6%
Sep-2020	\$1,130,000	+110.4%	\$764,000	+79.8%
Oct-2020	\$894,500	+61.2%	\$835,900	+64.7%

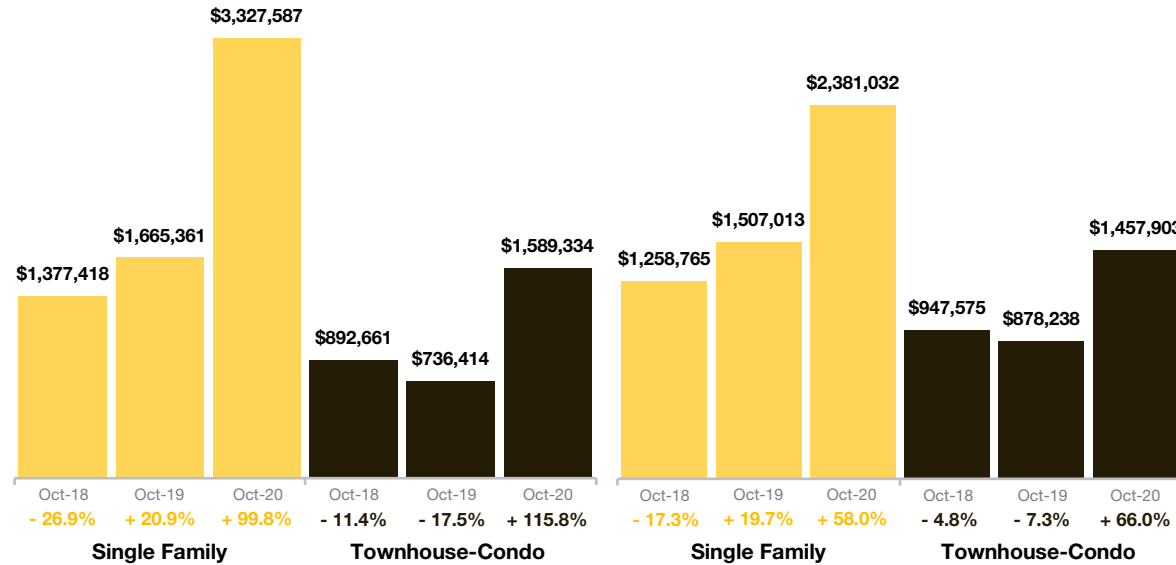
Historical Median Sales Price by Month



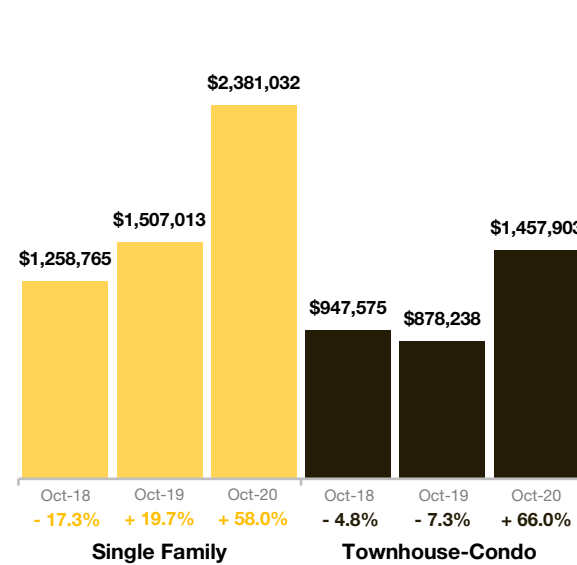
Average Sales Price



October

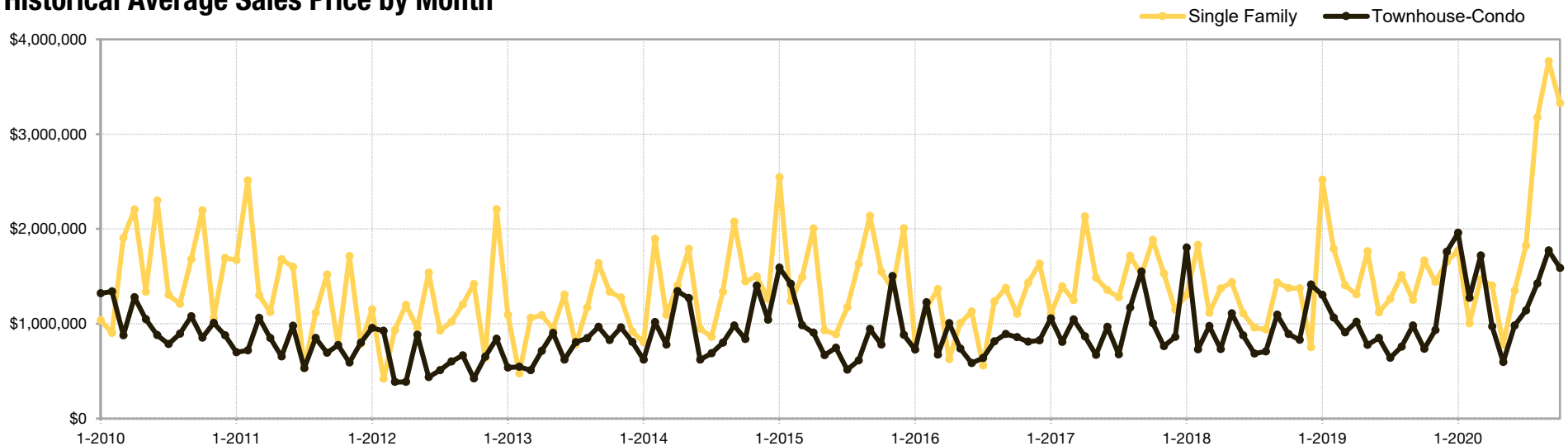


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-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	\$777,626	-55.9%	\$597,413	-23.2%
Jun-2020	\$1,349,487	+20.6%	\$981,921	+15.6%
Jul-2020	\$1,821,409	+44.3%	\$1,139,135	+77.5%
Aug-2020	\$3,176,465	+110.0%	\$1,424,948	+88.2%
Sep-2020	\$3,769,222	+201.1%	\$1,772,673	+80.5%
Oct-2020	\$3,327,587	+99.8%	\$1,589,334	+115.8%

Historical Average Sales Price by Month

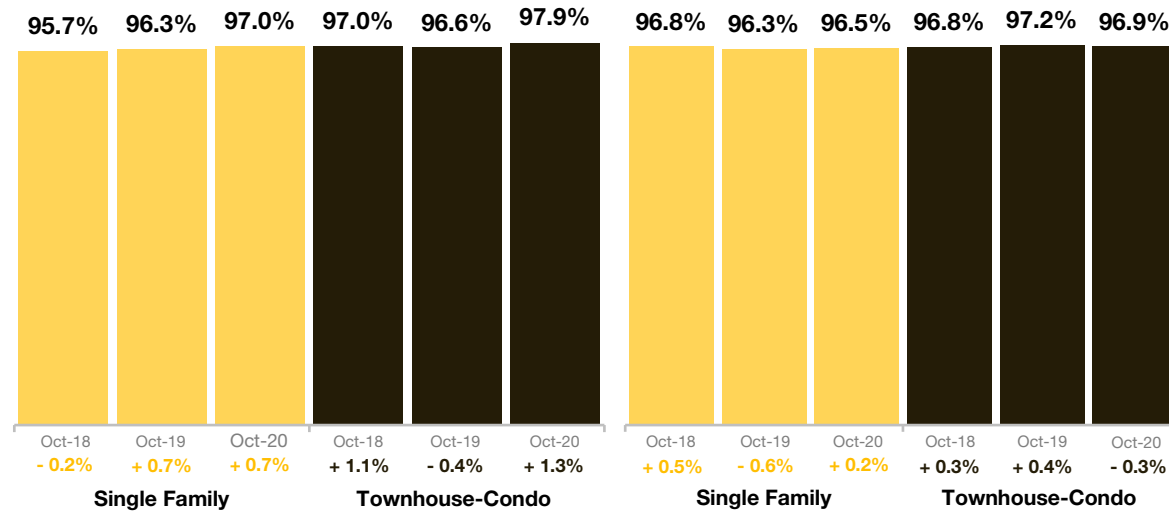


Percent of List Price Received



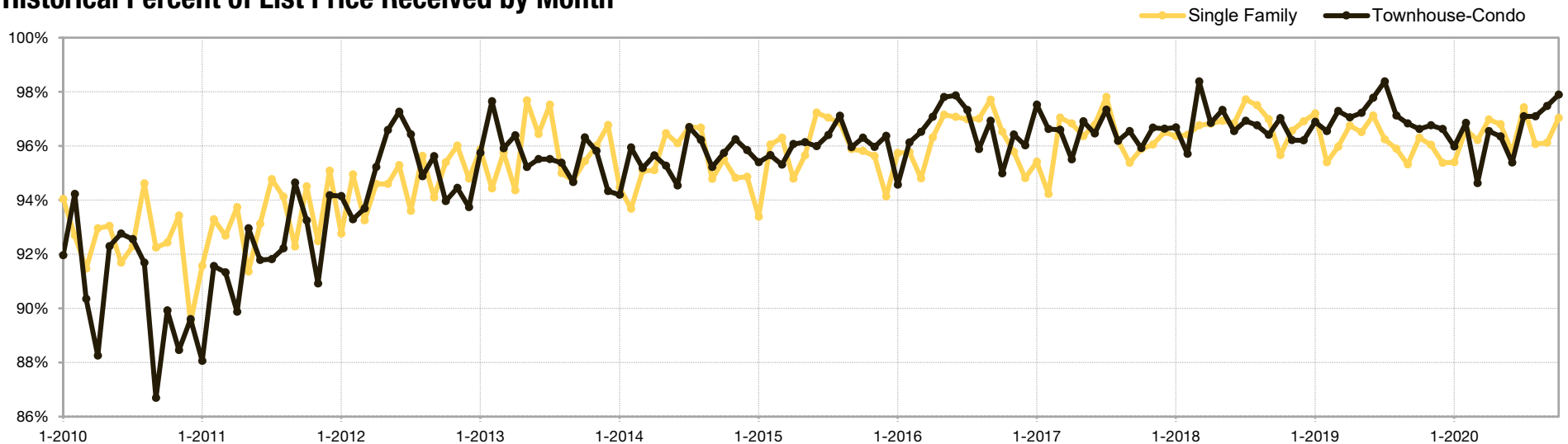
October

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-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	96.8%	+0.3%	96.3%	-0.9%
Jun-2020	95.8%	-1.3%	95.4%	-2.5%
Jul-2020	97.4%	+1.2%	97.1%	-1.3%
Aug-2020	96.1%	+0.2%	97.1%	0.0%
Sep-2020	96.1%	+0.8%	97.5%	+0.7%
Oct-2020	97.0%	+0.7%	97.9%	+1.3%

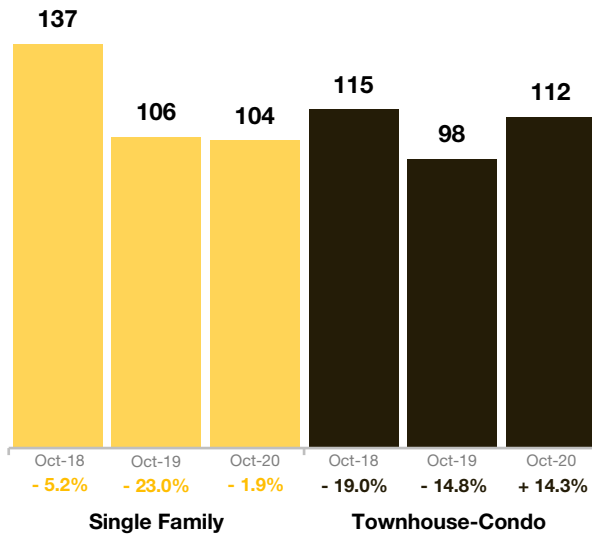
Historical Percent of List Price Received by Month



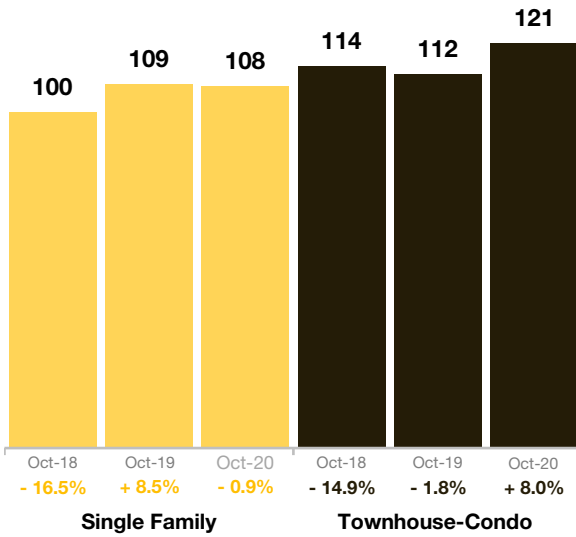
Days on Market Until Sale



October

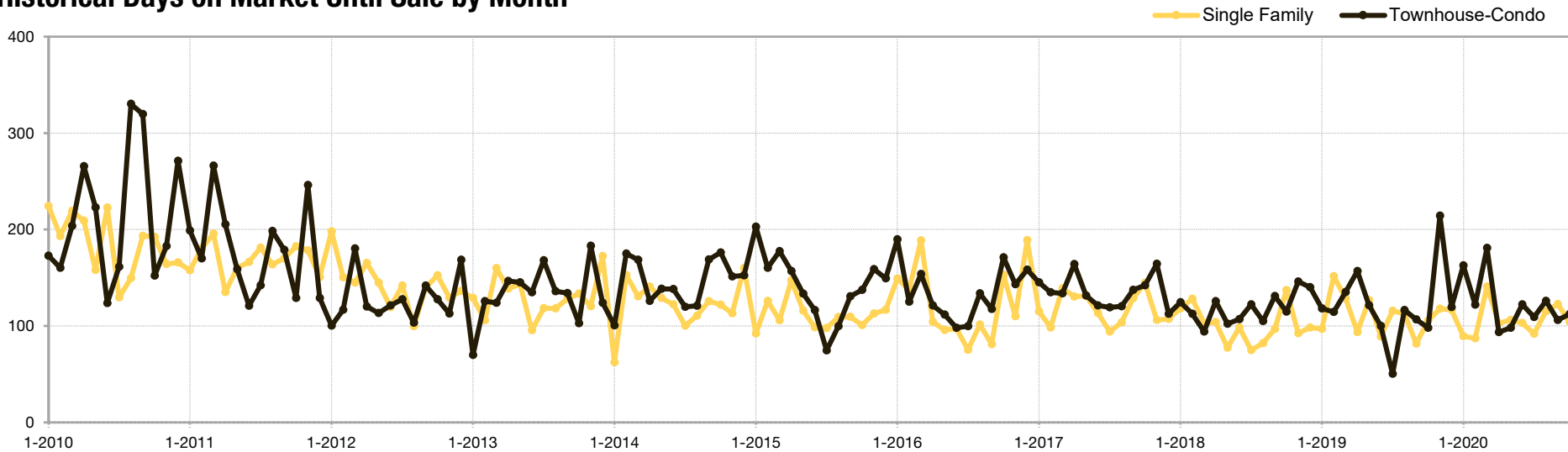


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-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	106	-16.5%	98	-19.0%
Jun-2020	103	+15.7%	122	+22.0%
Jul-2020	92	-20.7%	109	+113.7%
Aug-2020	115	+1.8%	126	+7.7%
Sep-2020	123	+50.0%	106	-0.9%
Oct-2020	104	-1.9%	112	+14.3%

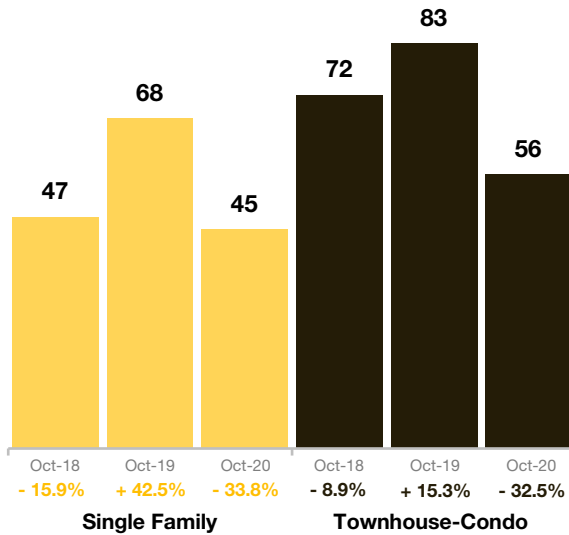
Historical Days on Market Until Sale by Month



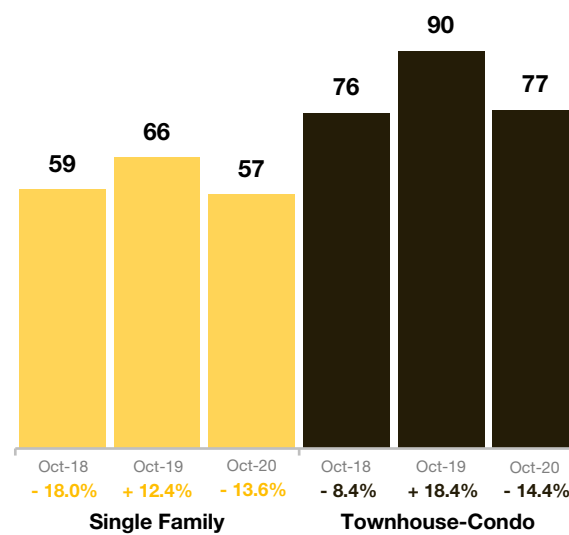
Housing Affordability Index



October

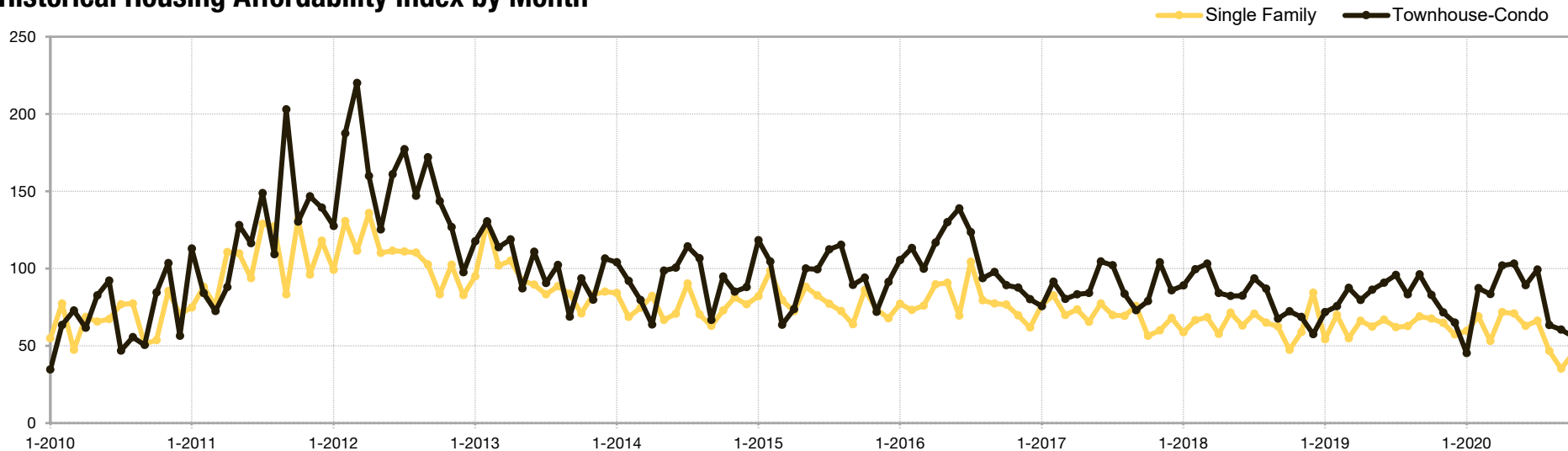


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-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%	63	-24.1%
Sep-2020	35	-49.3%	60	-37.5%
Oct-2020	45	-33.8%	56	-32.5%

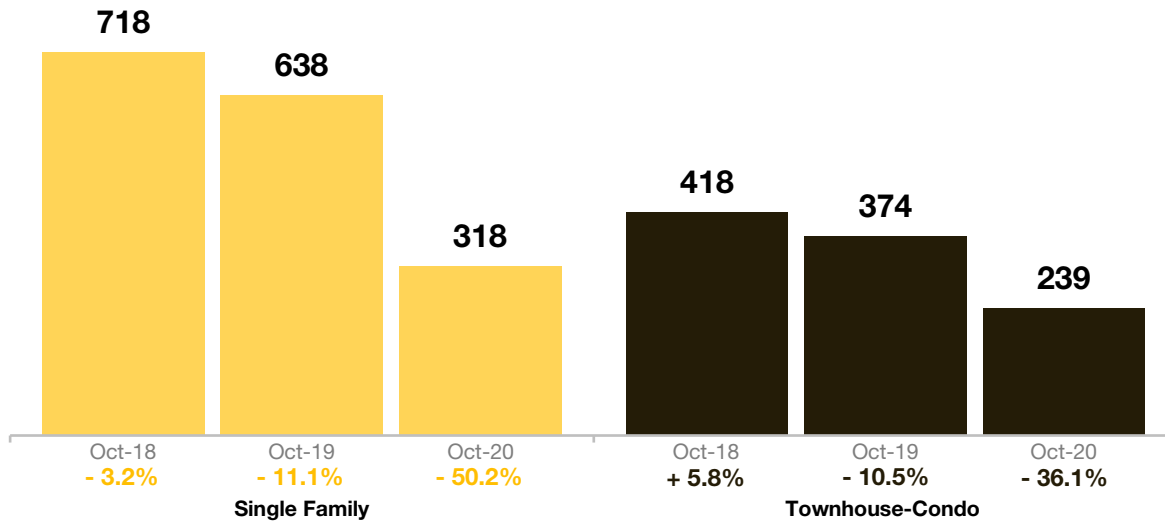
Historical Housing Affordability Index by Month



Inventory of Active Listings

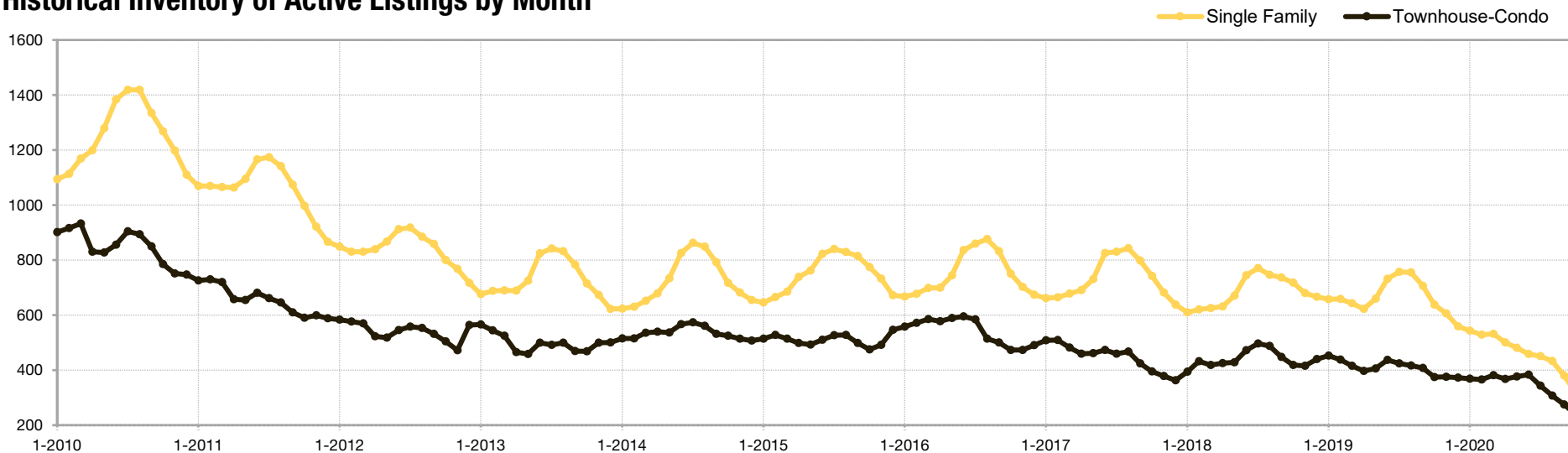


October



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	606	-10.9%	375	-9.6%
Dec-2019	559	-16.1%	373	-15.2%
Jan-2020	543	-17.4%	369	-18.5%
Feb-2020	529	-19.6%	366	-16.4%
Mar-2020	532	-17.3%	381	-8.2%
Apr-2020	500	-19.6%	368	-7.3%
May-2020	481	-27.0%	376	-7.4%
Jun-2020	458	-37.4%	383	-12.4%
Jul-2020	451	-40.4%	343	-19.1%
Aug-2020	433	-42.6%	307	-26.2%
Sep-2020	380	-46.2%	275	-32.6%
Oct-2020	318	-50.2%	239	-36.1%

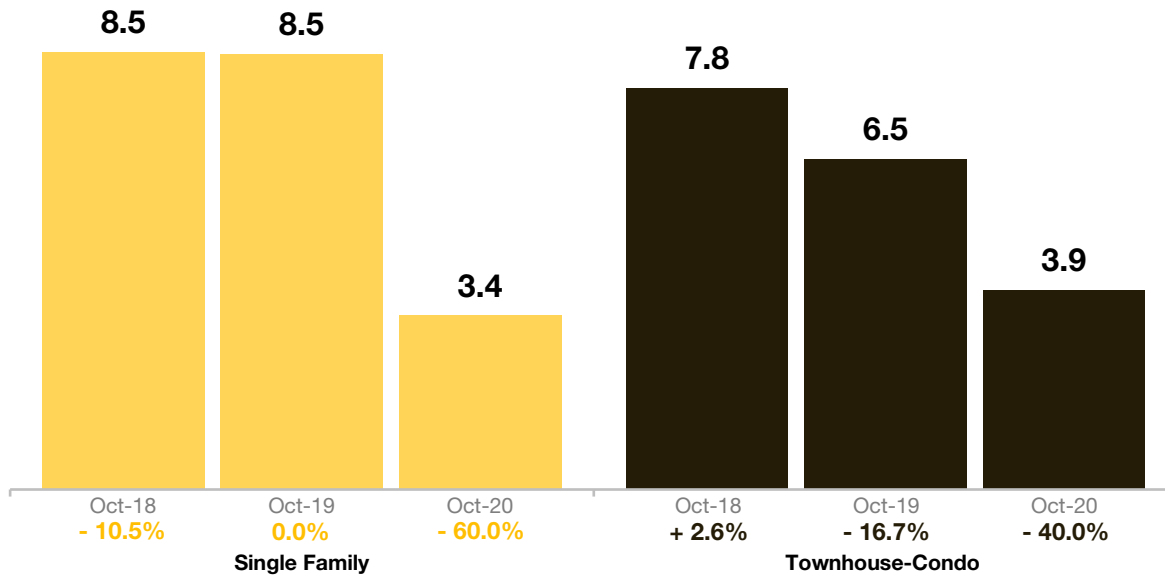
Historical Inventory of Active Listings by Month



Months Supply of Inventory

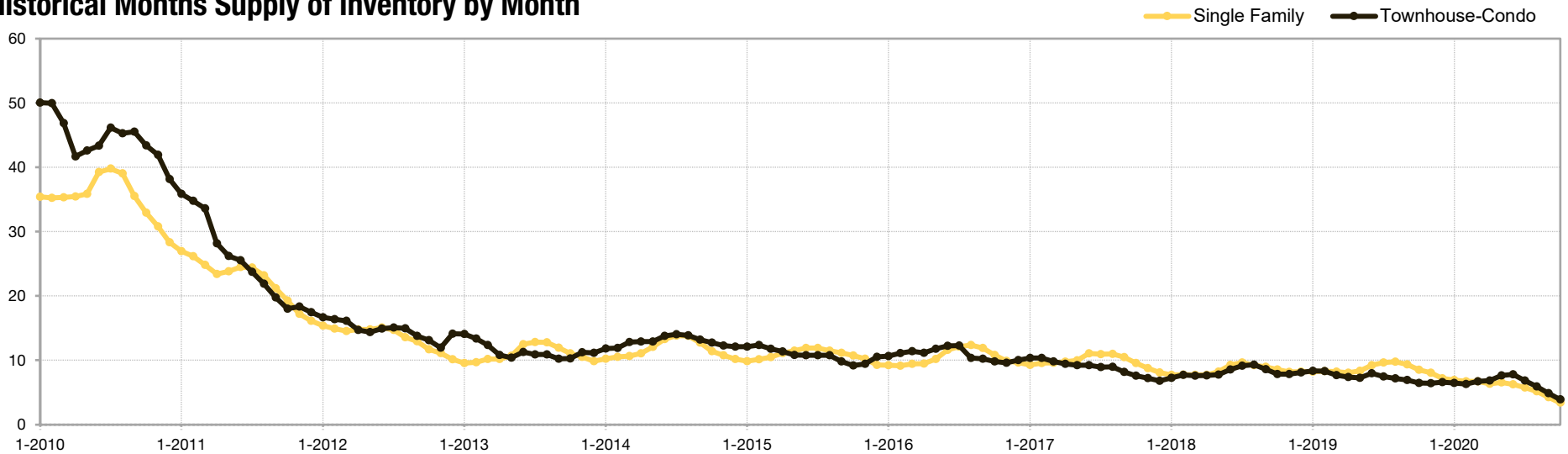


October



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	8.1	-1.2%	6.4	-17.9%
Dec-2019	7.2	-12.2%	6.6	-18.5%
Jan-2020	6.9	-15.9%	6.4	-23.8%
Feb-2020	6.7	-19.3%	6.3	-24.1%
Mar-2020	6.7	-18.3%	6.7	-13.0%
Apr-2020	6.3	-22.2%	6.8	-8.1%
May-2020	6.6	-20.5%	7.6	+4.1%
Jun-2020	6.3	-31.5%	7.8	-2.5%
Jul-2020	5.8	-39.6%	6.8	-9.3%
Aug-2020	5.2	-46.9%	5.9	-18.1%
Sep-2020	4.2	-54.8%	4.9	-29.0%
Oct-2020	3.4	-60.0%	3.9	-40.0%

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.

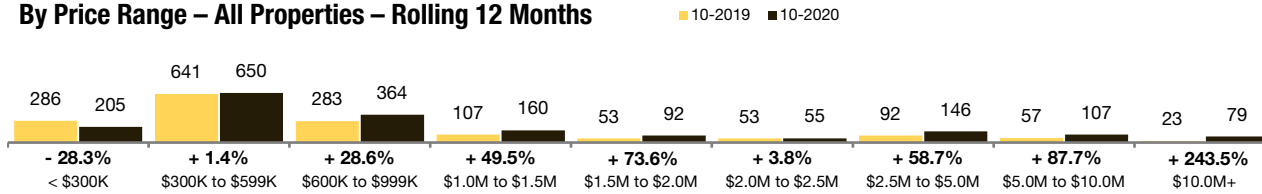
Key Metrics	Historical Sparkbars	10-2019	10-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		121	198	+ 63.6%	1,953	2,028	+ 3.8%
Pending Sales		140	231	+ 65.0%	1,438	1,820	+ 26.6%
Sold Listings		156	261	+ 67.3%	1,350	1,595	+ 18.1%
Median Sales Price		\$529,050	\$875,000	+ 65.4%	\$525,000	\$670,000	+ 27.6%
Avg. Sales Price		\$1,319,983	\$2,548,370	+ 93.1%	\$1,240,133	\$2,017,568	+ 62.7%
Pct. of List Price Received		96.4%	97.4%	+ 1.0%	96.7%	96.6%	- 0.1%
Days on Market		103	108	+ 4.9%	110	113	+ 2.7%
Affordability Index		71	46	- 35.2%	71	60	- 15.5%
Active Listings		1,012	557	- 45.0%	--	--	--
Months Supply		7.6	3.6	- 52.6%	--	--	--

Sold Listings

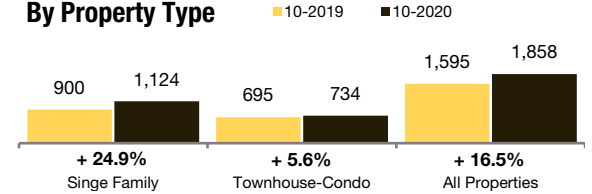
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	10-2019	10-2020	Change	10-2019	10-2020	Change
\$299,999 and Below	121	71	-41.3%	165	134	-18.8%
\$300,000 to \$599,999	372	416	+11.8%	269	234	-13.0%
\$600,000 to \$999,999	187	240	+28.3%	96	124	+29.2%
\$1,000,000 to \$1,499,999	59	102	+72.9%	48	58	+20.8%
\$1,500,00 to \$1,999,999	23	50	+117.4%	30	42	+40.0%
\$2,000,000 to \$2,499,999	21	25	+19.0%	32	30	-6.3%
\$2,500,000 to \$4,999,999	50	79	+58.0%	42	67	+59.5%
\$5,000,000 to \$9,999,999	44	74	+68.2%	13	33	+153.8%
\$10,000,000 and Above	23	67	+191.3%	0	12	--
All Price Ranges	900	1,124	+24.9%	695	734	+5.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2020	10-2020	Change	9-2020	10-2020	Change
\$299,999 and Below	5	5	0.0%	16	15	-6.3%
\$300,000 to \$599,999	38	43	+13.2%	36	26	-27.8%
\$600,000 to \$999,999	29	28	-3.4%	18	27	+50.0%
\$1,000,000 to \$1,499,999	11	10	-9.1%	9	15	+66.7%
\$1,500,00 to \$1,999,999	9	6	-33.3%	9	8	-11.1%
\$2,000,000 to \$2,499,999	9	4	-55.6%	4	4	0.0%
\$2,500,000 to \$4,999,999	15	17	+13.3%	21	17	-19.0%
\$5,000,000 to \$9,999,999	16	14	-12.5%	8	3	-62.5%
\$10,000,000 and Above	18	17	-5.6%	2	2	0.0%
All Price Ranges	150	144	-4.0%	123	117	-4.9%

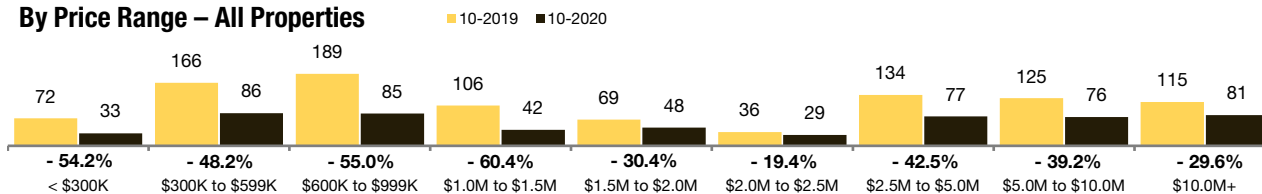
Year to Date

By Price Range	Single Family			Condo		
	10-2019	10-2020	Change	10-2019	10-2020	Change
\$299,999 and Below	96	59	-38.5%	132	114	-13.6%
\$300,000 to \$599,999	321	350	+9.0%	242	200	-17.4%
\$600,000 to \$999,999	163	207	+27.0%	73	102	+39.7%
\$1,000,000 to \$1,499,999	53	86	+62.3%	36	51	+41.7%
\$1,500,00 to \$1,999,999	21	47	+123.8%	23	34	+47.8%
\$2,000,000 to \$2,499,999	18	22	+22.2%	26	28	+7.7%
\$2,500,000 to \$4,999,999	43	69	+60.5%	32	60	+87.5%
\$5,000,000 to \$9,999,999	41	64	+56.1%	9	29	+222.2%
\$10,000,000 and Above	21	63	+200.0%	0	10	--
All Price Ranges	777	967	+24.5%	573	628	+9.6%

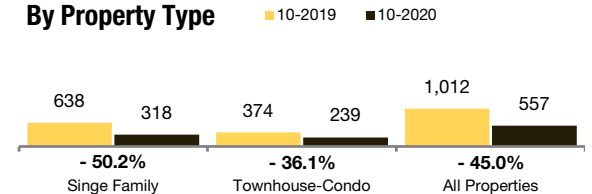
Inventory of Active Listings

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		
	10-2019	10-2020	Change	10-2019	10-2020	Change
\$299,999 and Below	18	6	-66.7%	54	27	-50.0%
\$300,000 to \$599,999	92	39	-57.6%	74	47	-36.5%
\$600,000 to \$999,999	116	48	-58.6%	73	37	-49.3%
\$1,000,000 to \$1,499,999	60	12	-80.0%	46	30	-34.8%
\$1,500,00 to \$1,999,999	51	31	-39.2%	18	17	-5.6%
\$2,000,000 to \$2,499,999	14	12	-14.3%	22	17	-22.7%
\$2,500,000 to \$4,999,999	85	40	-52.9%	49	37	-24.5%
\$5,000,000 to \$9,999,999	103	61	-40.8%	22	15	-31.8%
\$10,000,000 and Above	99	69	-30.3%	16	12	-25.0%
All Price Ranges	638	318	-50.2%	374	239	-36.1%

Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2020	10-2020	Change	9-2020	10-2020	Change
\$299,999 and Below	8	6	-25.0%	25	27	+8.0%
\$300,000 to \$599,999	51	39	-23.5%	59	47	-20.3%
\$600,000 to \$999,999	57	48	-15.8%	47	37	-21.3%
\$1,000,000 to \$1,499,999	22	12	-45.5%	31	30	-3.2%
\$1,500,00 to \$1,999,999	29	31	+6.9%	19	17	-10.5%
\$2,000,000 to \$2,499,999	13	12	-7.7%	19	17	-10.5%
\$2,500,000 to \$4,999,999	45	40	-11.1%	40	37	-7.5%
\$5,000,000 to \$9,999,999	68	61	-10.3%	20	15	-25.0%
\$10,000,000 and Above	87	69	-20.7%	15	12	-20.0%
All Price Ranges	380	318	-16.3%	275	239	-13.1%

Year to Date

By Price Range	Single Family			Condo		
	10-2019	10-2020	Change	10-2019	10-2020	Change
\$299,999 and Below	18	6	-66.7%	54	27	-50.0%
\$300,000 to \$599,999	92	39	-57.6%	74	47	-36.5%
\$600,000 to \$999,999	116	48	-58.6%	73	37	-49.3%
\$1,000,000 to \$1,499,999	60	12	-80.0%	46	30	-34.8%
\$1,500,00 to \$1,999,999	51	31	-39.2%	18	17	-5.6%
\$2,000,000 to \$2,499,999	14	12	-14.3%	22	17	-22.7%
\$2,500,000 to \$4,999,999	85	40	-52.9%	49	37	-24.5%
\$5,000,000 to \$9,999,999	103	61	-40.8%	22	15	-31.8%
\$10,000,000 and Above	99	69	-30.3%	16	12	-25.0%
All Price Ranges	638	318	-50.2%	374	239	-36.1%

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.