

Monthly Indicators



April 2021

Percent changes calculated using year-over-year comparisons.

New Listings were up 49.2 percent for single family homes and 86.5 percent for townhouse-condo properties. Pending Sales increased 97.9 percent for single family homes and 296.3 percent for townhouse-condo properties.

The Median Sales Price was up 49.9 percent to \$802,000 for single family homes and 54.3 percent to \$643,500 for townhouse-condo properties. Days on Market decreased 20.4 percent for single family homes but increased 18.1 percent for condo properties.

In the spirit of the great Wayne Gretzky, buyers, sellers, and their agents are all trying their best to skate to where the puck, or rather, the housing market, is going, not where it has been. While housing affordability remains an area to watch as prices continue to rise, strong buyer demand and limited housing supply show no signs of easing soon, pointing to a continuation of this market trend through spring and into summer.

Activity Snapshot

+ 127.0% **+ 36.8%** **- 59.9%**

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	4-2020	4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		61	91	+ 49.2%	299	379	+ 26.8%
Pending Sales		48	95	+ 97.9%	231	396	+ 71.4%
Sold Listings		65	106	+ 63.1%	228	347	+ 52.2%
Median Sales Price		\$535,000	\$802,000	+ 49.9%	\$613,950	\$760,000	+ 23.8%
Avg. Sales Price		\$1,402,203	\$2,759,104	+ 96.8%	\$1,417,378	\$2,330,158	+ 64.4%
Pct. of List Price Received		97.0%	98.3%	+ 1.3%	96.3%	97.4%	+ 1.1%
Days on Market		103	82	- 20.4%	108	88	- 18.5%
Affordability Index		72	48	- 33.3%	63	51	- 19.0%
Active Listings		509	211	- 58.5%	--	--	--
Months Supply		6.5	1.9	- 70.8%	--	--	--

Townhouse-Condo Market Overview



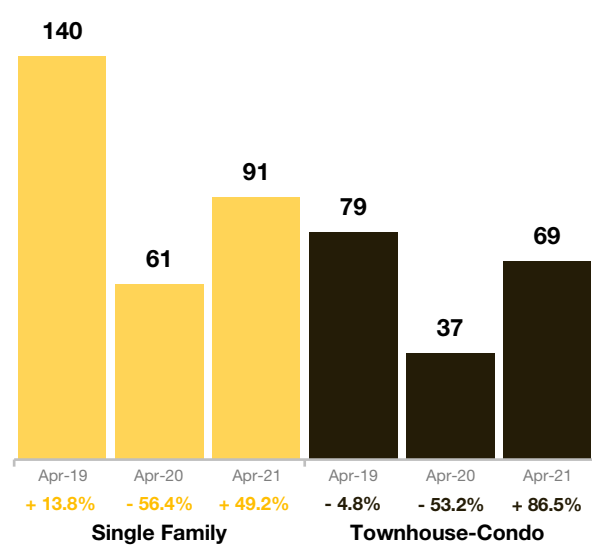
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	4-2020	4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		37	69	+ 86.5%	216	329	+ 52.3%
Pending Sales		27	107	+ 296.3%	133	362	+ 172.2%
Sold Listings		24	96	+ 300.0%	152	280	+ 84.2%
Median Sales Price		\$417,000	\$643,500	+ 54.3%	\$554,750	\$677,542	+ 22.1%
Avg. Sales Price		\$973,632	\$1,076,145	+ 10.5%	\$1,567,883	\$1,260,626	- 19.6%
Pct. of List Price Received		96.5%	98.5%	+ 2.1%	96.0%	97.9%	+ 2.0%
Days on Market		94	111	+ 18.1%	145	100	- 31.0%
Affordability Index		102	69	- 32.4%	78	66	- 15.4%
Active Listings		379	145	- 61.7%	--	--	--
Months Supply		7.0	1.9	- 72.9%	--	--	--

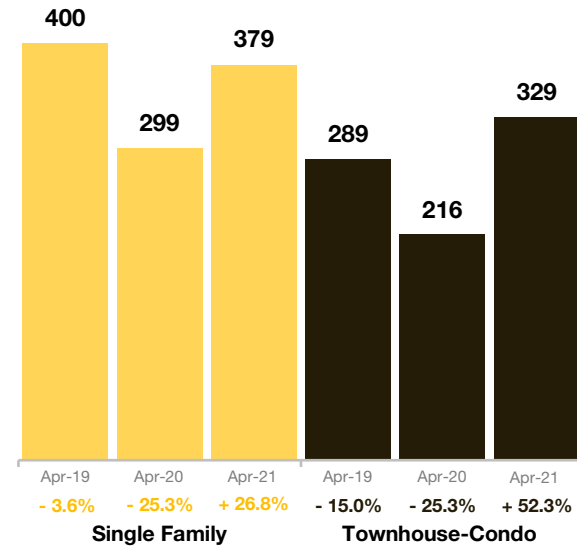
New Listings



April

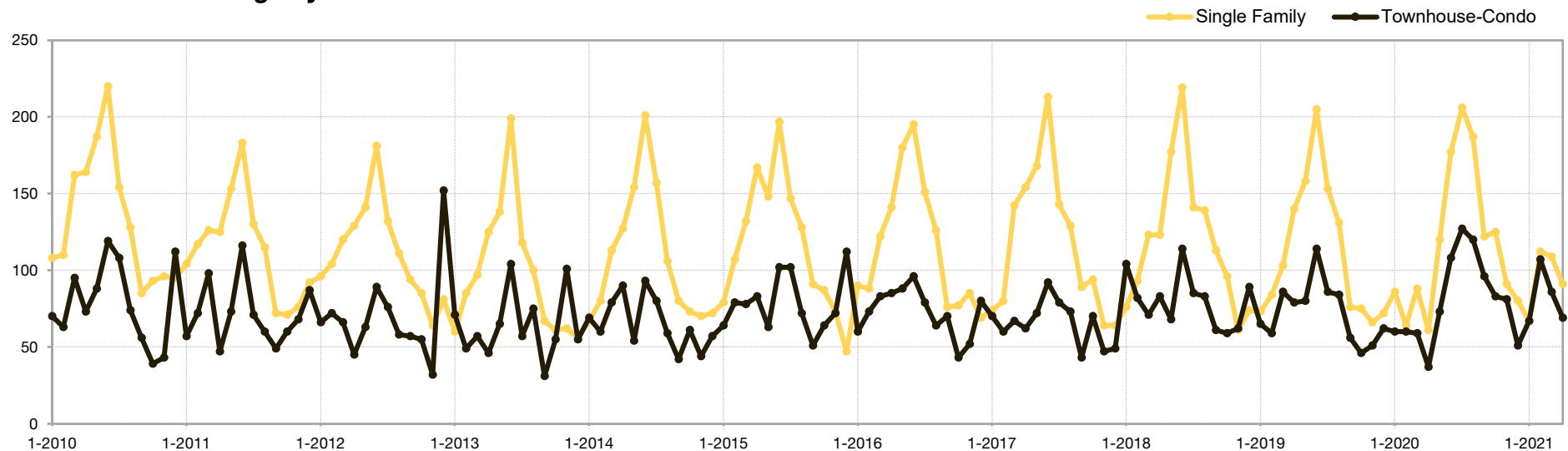


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	120	-24.1%	73	-8.8%
Jun-2020	177	-13.7%	108	-5.3%
Jul-2020	206	+34.6%	127	+47.7%
Aug-2020	187	+42.7%	120	+42.9%
Sep-2020	122	+60.5%	96	+71.4%
Oct-2020	125	+66.7%	83	+80.4%
Nov-2020	91	+37.9%	81	+58.8%
Dec-2020	80	+11.1%	51	-17.7%
Jan-2021	67	-22.1%	67	+11.7%
Feb-2021	112	+75.0%	107	+78.3%
Mar-2021	109	+23.9%	86	+45.8%
Apr-2021	91	+49.2%	69	+86.5%

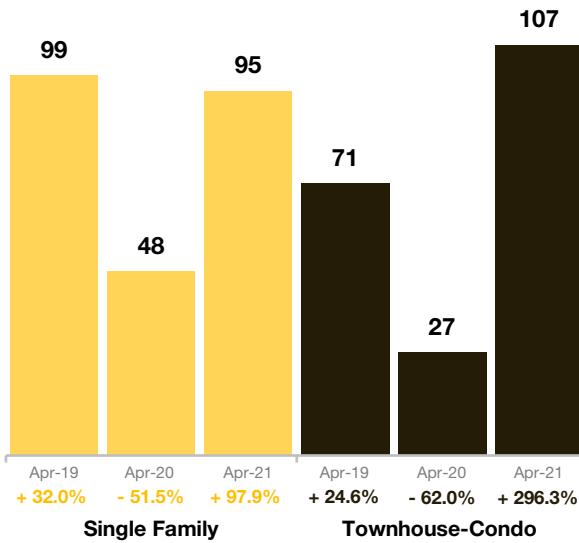
Historical New Listings by Month



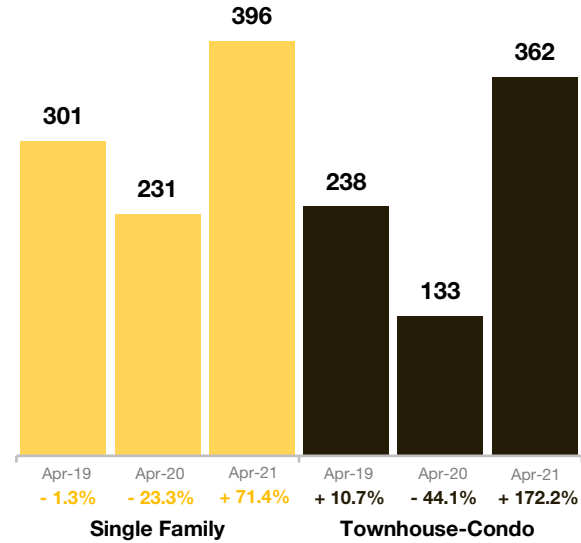
Pending Sales



April

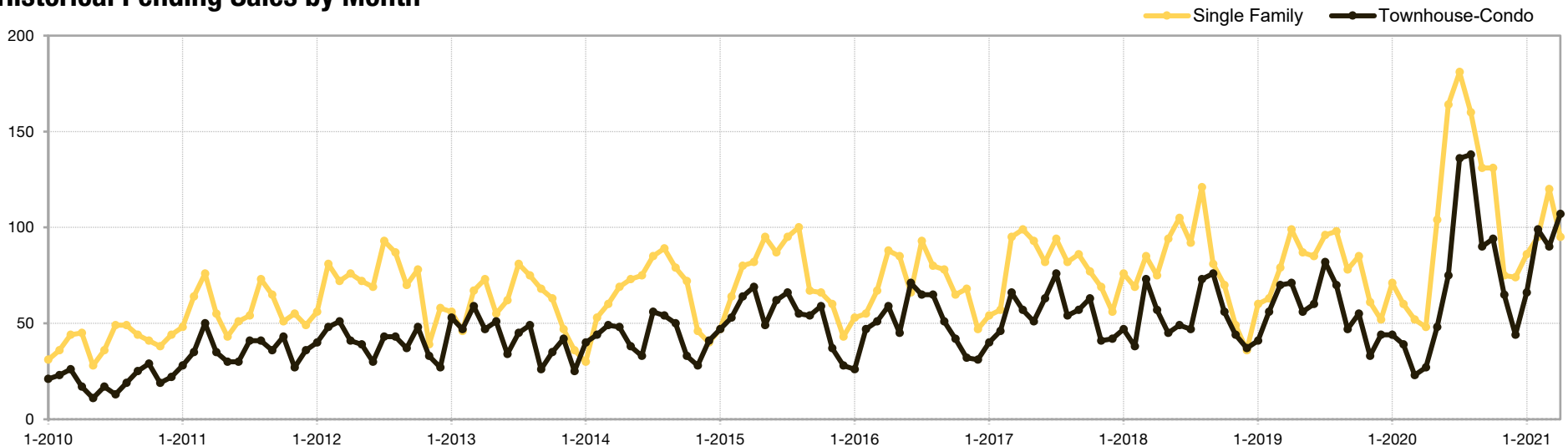


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	104	+19.5%	48	-14.3%
Jun-2020	164	+92.9%	75	+25.0%
Jul-2020	181	+88.5%	136	+65.9%
Aug-2020	160	+63.3%	138	+97.1%
Sep-2020	131	+67.9%	90	+91.5%
Oct-2020	131	+54.1%	94	+70.9%
Nov-2020	75	+23.0%	65	+97.0%
Dec-2020	74	+42.3%	44	0.0%
Jan-2021	86	+21.1%	66	+50.0%
Feb-2021	95	+58.3%	99	+153.8%
Mar-2021	120	+130.8%	90	+291.3%
Apr-2021	95	+97.9%	107	+296.3%

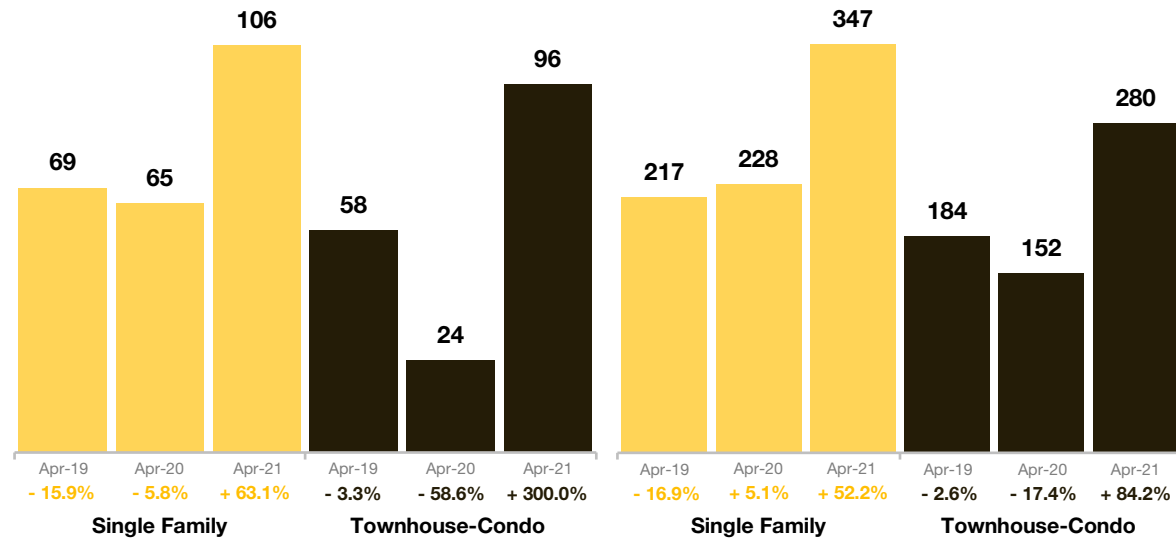
Historical Pending Sales by Month



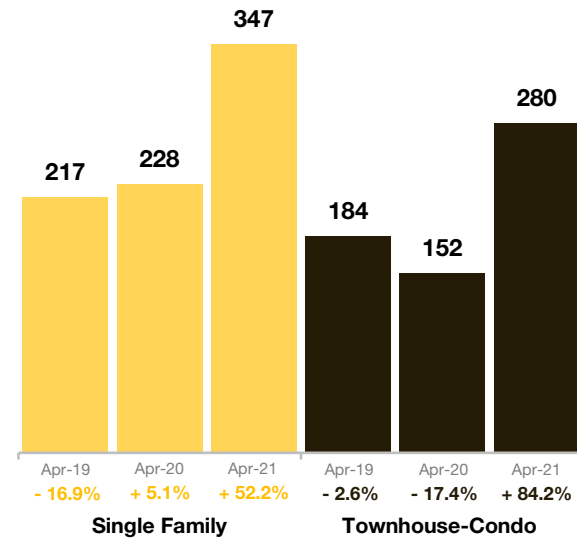
Sold Listings



April

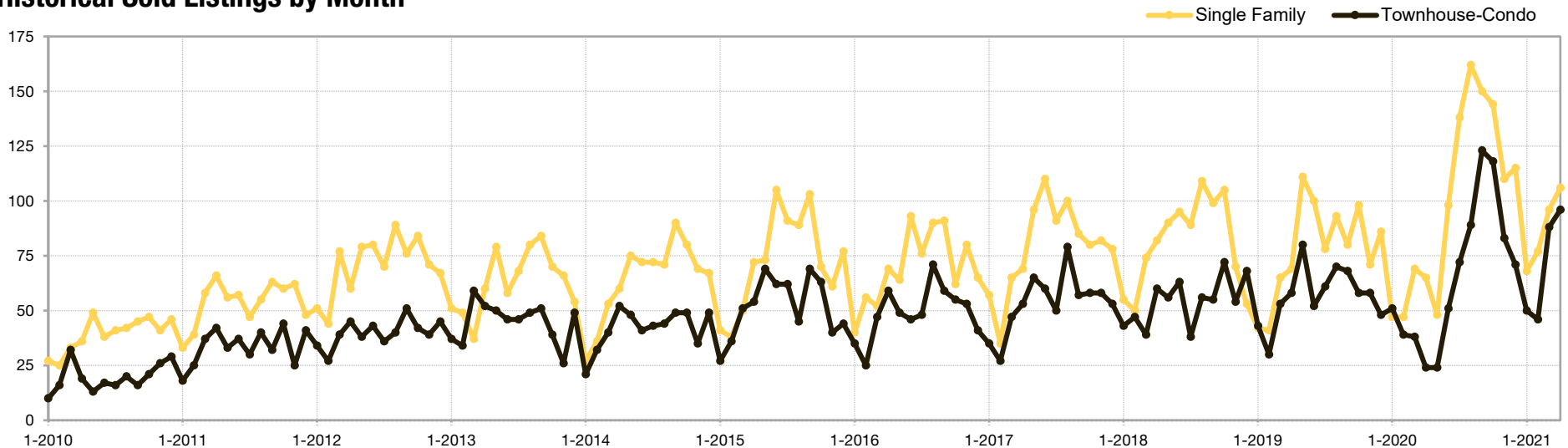


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	48	-56.8%	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%	118	+103.4%
Nov-2020	110	+54.9%	83	+43.1%
Dec-2020	115	+33.7%	71	+47.9%
Jan-2021	68	+44.7%	50	-2.0%
Feb-2021	77	+63.8%	46	+17.9%
Mar-2021	96	+39.1%	88	+131.6%
Apr-2021	106	+63.1%	96	+300.0%

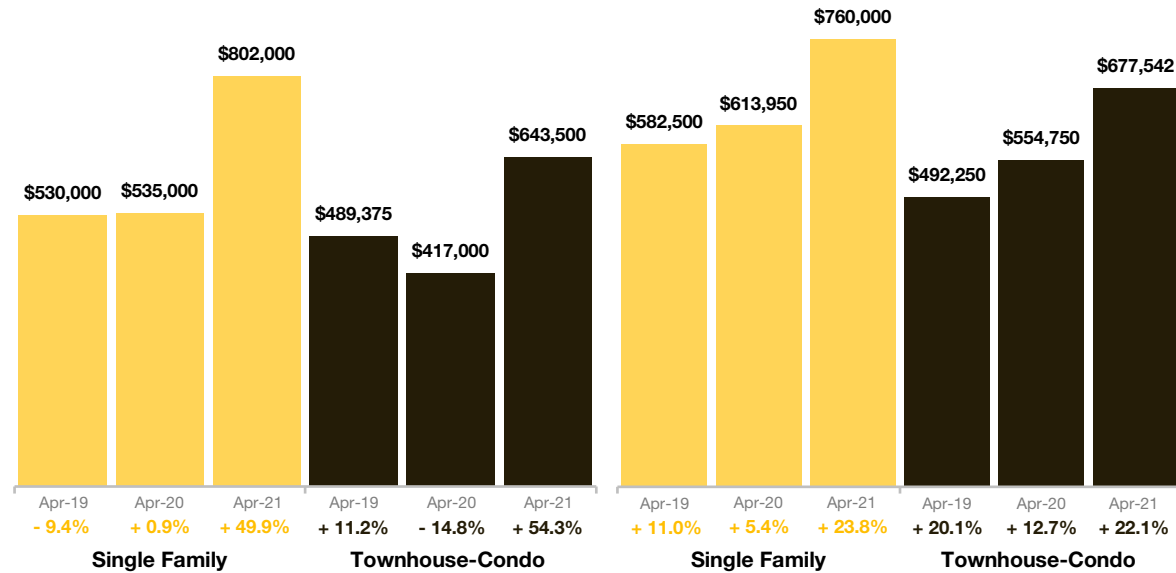
Historical Sold Listings by Month



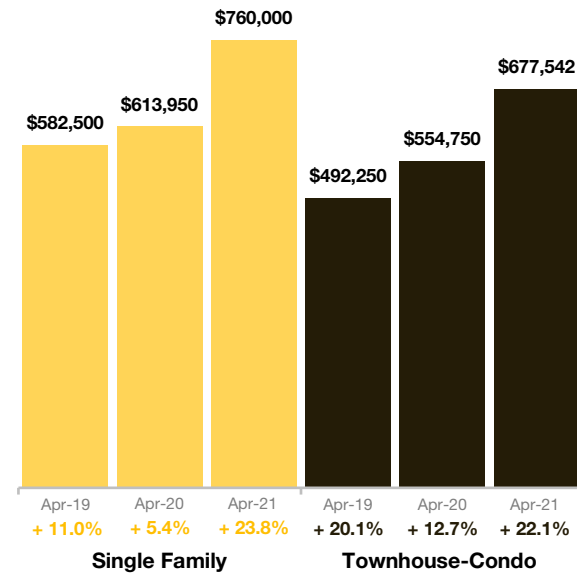
Median Sales Price



April

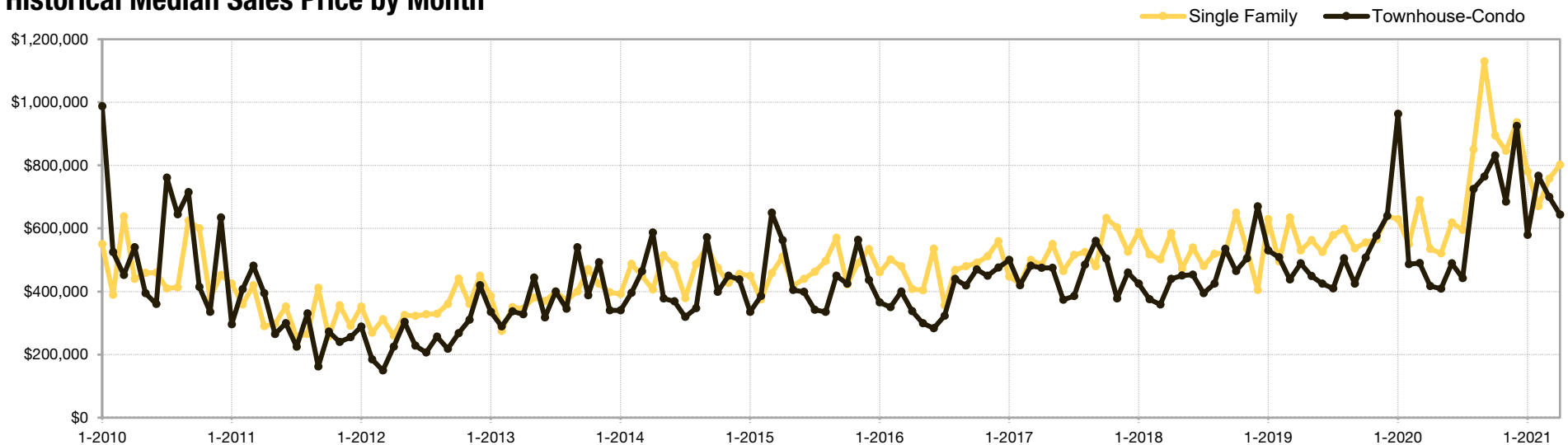


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	\$521,250	-7.4%	\$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%	\$830,950	+63.7%
Nov-2020	\$845,900	+49.7%	\$685,000	+18.7%
Dec-2020	\$936,750	+46.6%	\$925,000	+44.5%
Jan-2021	\$780,000	+23.8%	\$579,750	-39.8%
Feb-2021	\$671,000	+21.9%	\$766,500	+57.6%
Mar-2021	\$757,500	+9.8%	\$699,928	+42.8%
Apr-2021	\$802,000	+49.9%	\$643,500	+54.3%

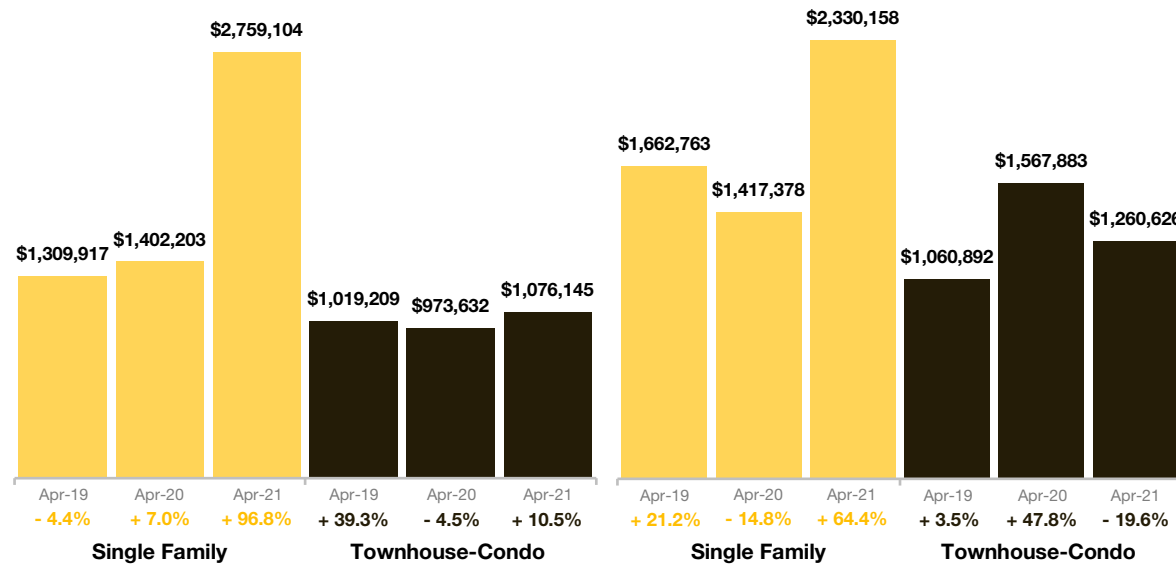
Historical Median Sales Price by Month



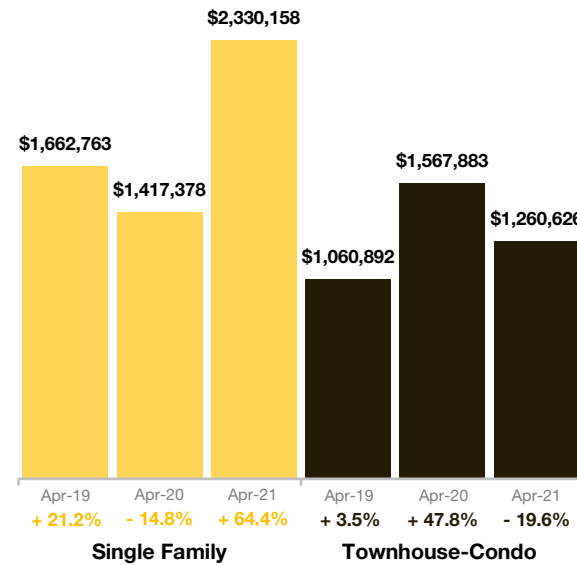
Average Sales Price



April

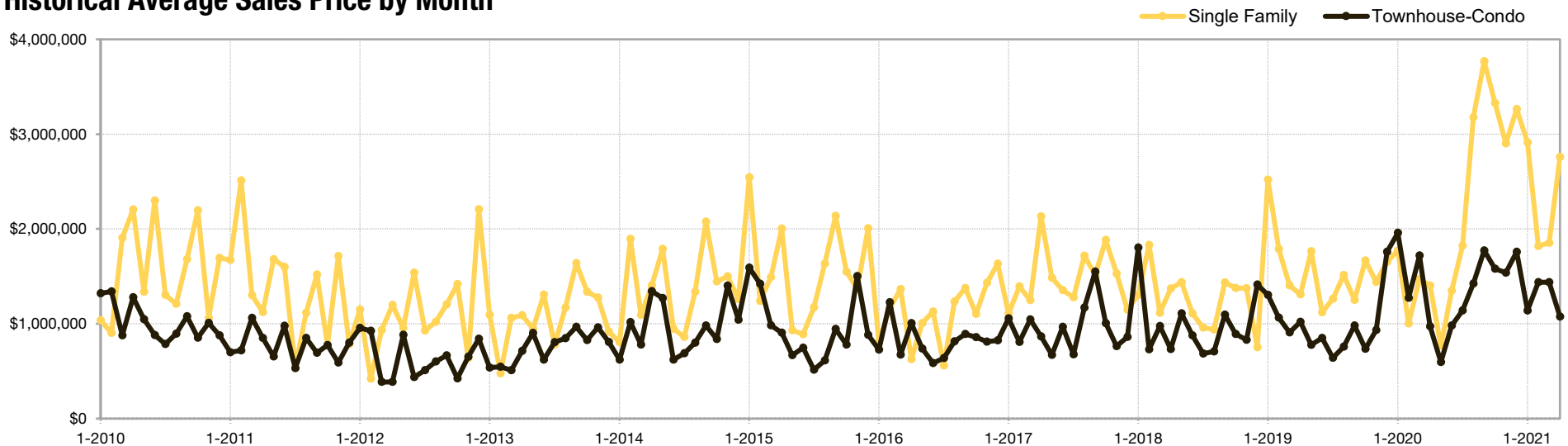


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	\$767,321	-56.5%	\$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%	\$1,581,246	+114.7%
Nov-2020	\$2,901,709	+101.4%	\$1,537,472	+64.6%
Dec-2020	\$3,264,382	+97.5%	\$1,759,540	+0.1%
Jan-2021	\$2,913,328	+64.3%	\$1,138,781	-41.9%
Feb-2021	\$1,819,490	+81.3%	\$1,436,751	+12.8%
Mar-2021	\$1,853,048	+25.9%	\$1,439,043	-16.4%
Apr-2021	\$2,759,104	+96.8%	\$1,076,145	+10.5%

Historical Average Sales Price by Month

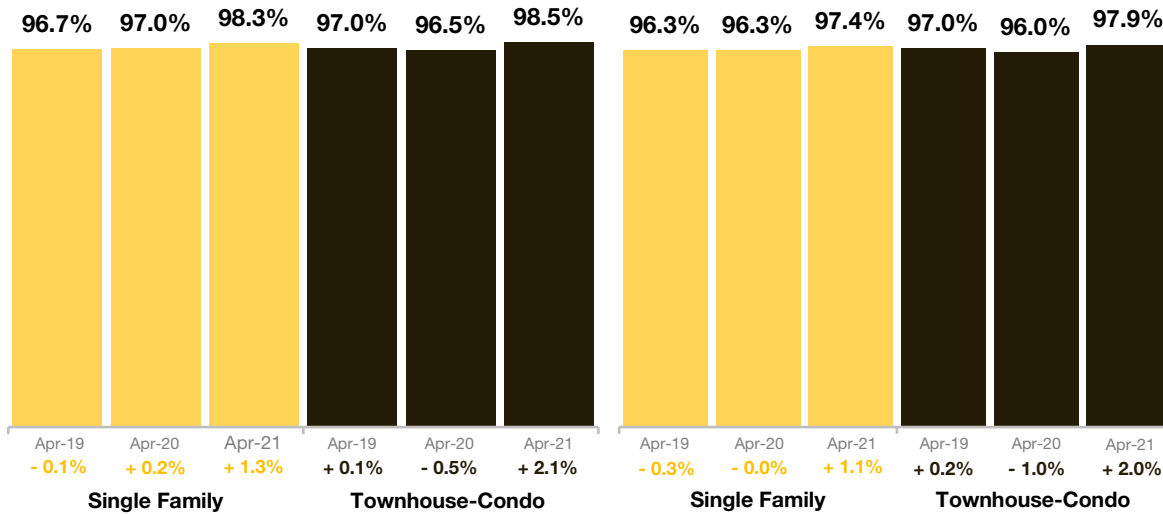


Percent of List Price Received



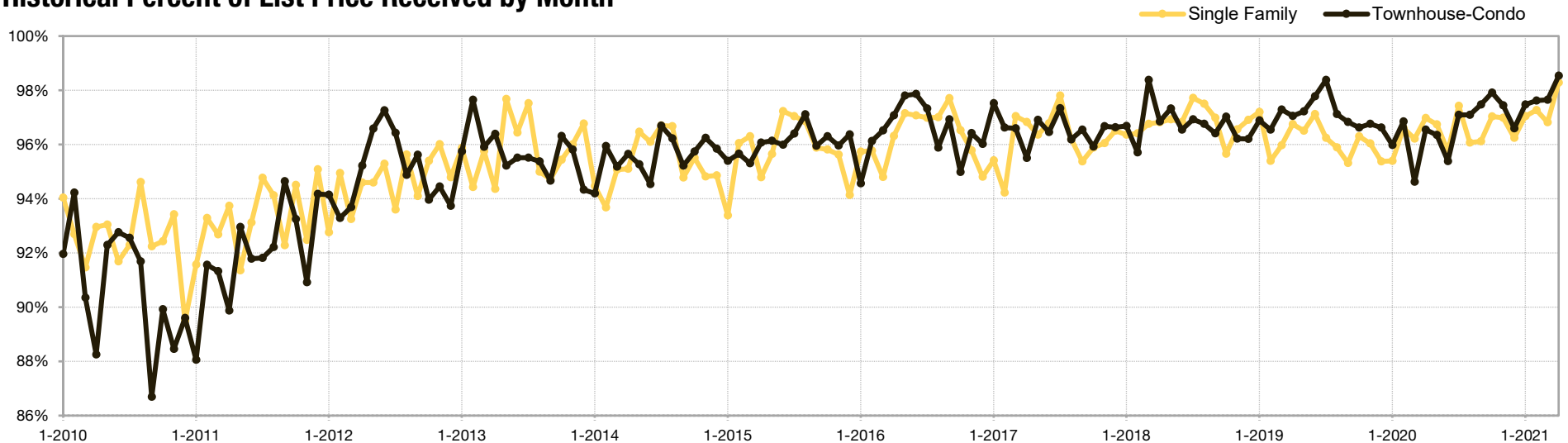
April

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	96.7%	+0.2%	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%
Nov-2020	97.0%	+1.0%	97.4%	+0.6%
Dec-2020	96.2%	+0.8%	96.6%	0.0%
Jan-2021	97.0%	+1.7%	97.5%	+1.6%
Feb-2021	97.3%	+0.7%	97.6%	+0.8%
Mar-2021	96.8%	+0.6%	97.7%	+3.3%
Apr-2021	98.3%	+1.3%	98.5%	+2.1%

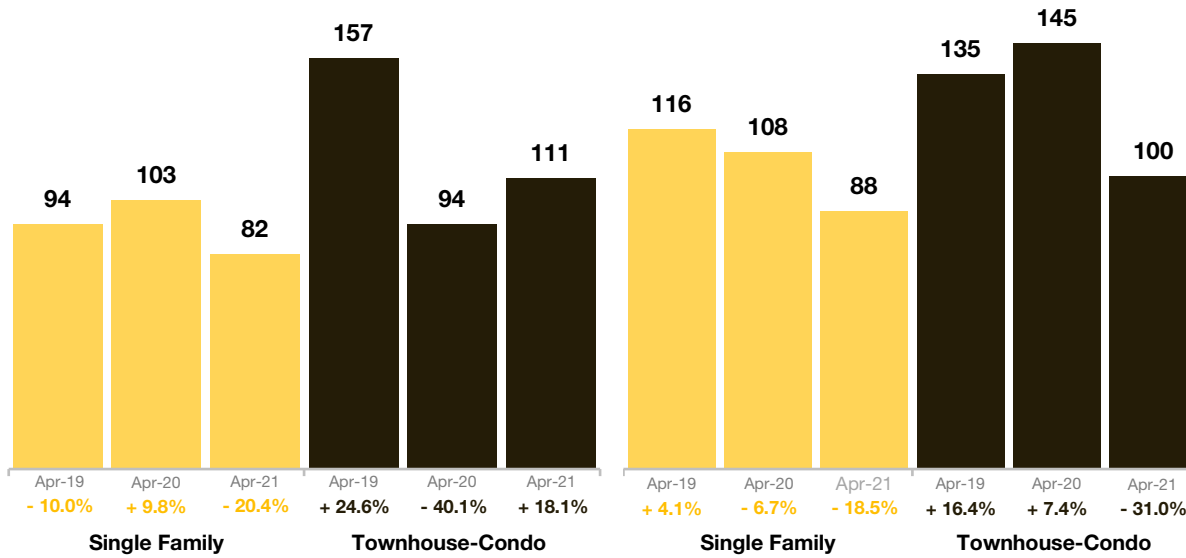
Historical Percent of List Price Received by Month



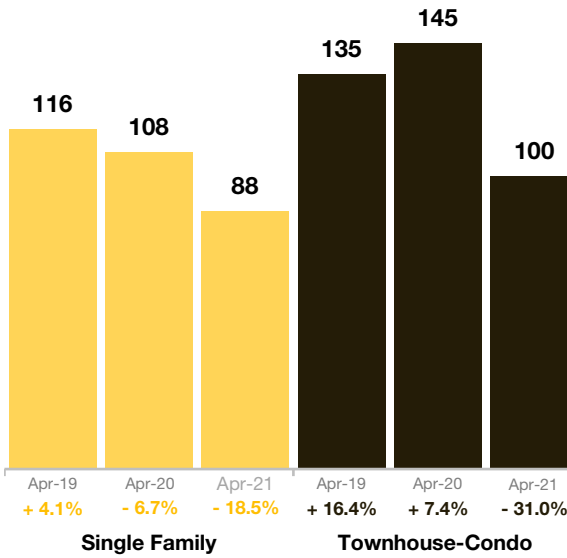
Days on Market Until Sale



April

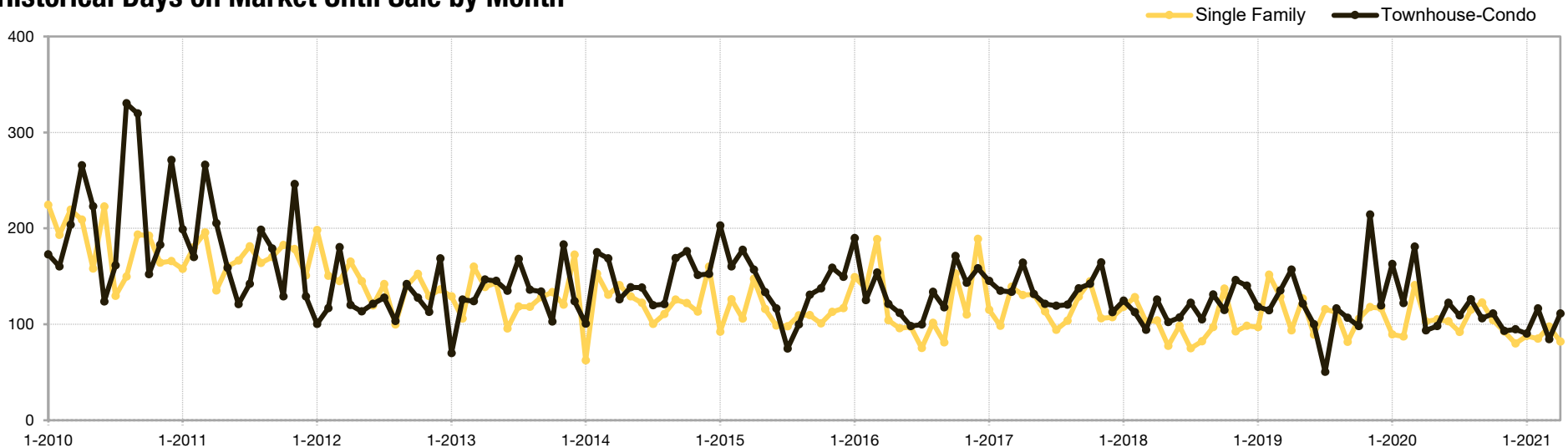


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	105	-17.3%	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%	111	+13.3%
Nov-2020	92	-22.0%	93	-56.5%
Dec-2020	80	-31.6%	95	-20.8%
Jan-2021	88	-2.2%	90	-44.8%
Feb-2021	85	-2.3%	116	-4.9%
Mar-2021	97	-31.2%	84	-53.6%
Apr-2021	82	-20.4%	111	+18.1%

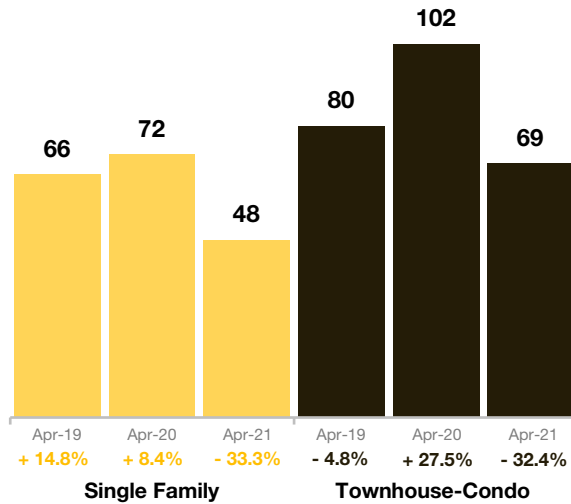
Historical Days on Market Until Sale by Month



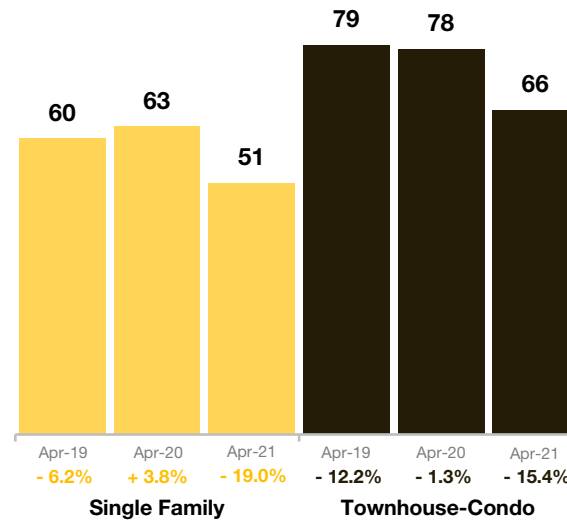
Housing Affordability Index



April

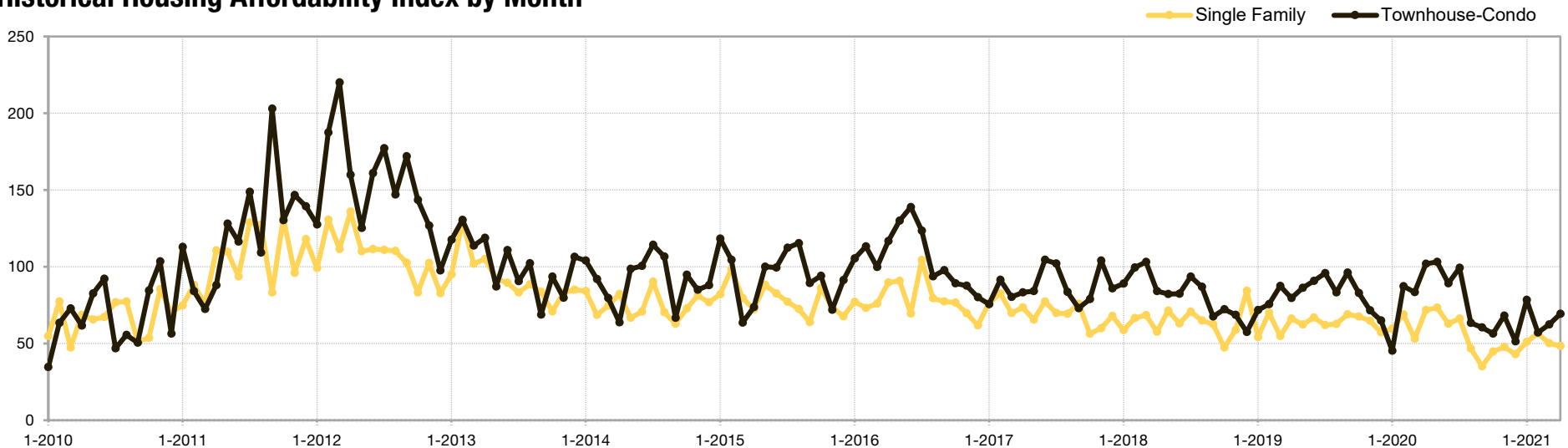


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	73	+17.7%	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%
Nov-2020	48	-26.2%	68	-5.6%
Dec-2020	43	-24.6%	51	-21.5%
Jan-2021	51	-15.0%	78	+73.3%
Feb-2021	57	-17.4%	57	-34.5%
Mar-2021	50	-5.7%	62	-25.3%
Apr-2021	48	-33.3%	69	-32.4%

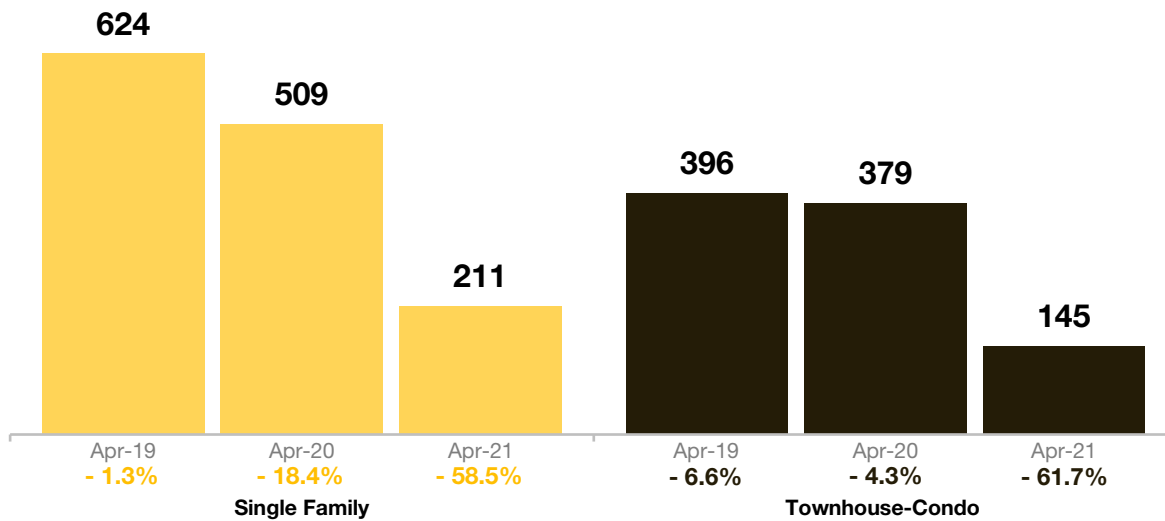
Historical Housing Affordability Index by Month



Inventory of Active Listings

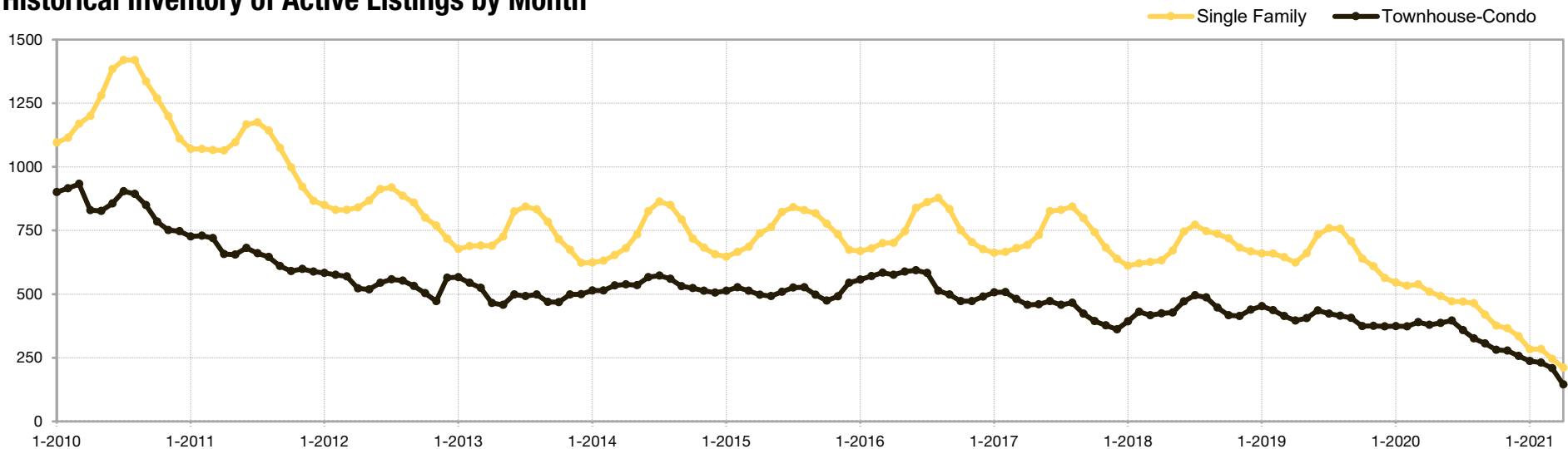


April



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	492	-25.6%	387	-4.4%
Jun-2020	471	-35.8%	396	-9.2%
Jul-2020	470	-38.1%	358	-15.4%
Aug-2020	464	-38.7%	326	-21.4%
Sep-2020	419	-40.8%	306	-24.8%
Oct-2020	376	-41.3%	281	-24.9%
Nov-2020	366	-39.9%	278	-25.9%
Dec-2020	334	-40.7%	257	-31.1%
Jan-2021	283	-48.2%	237	-36.6%
Feb-2021	284	-46.7%	231	-38.1%
Mar-2021	246	-54.3%	209	-46.4%
Apr-2021	211	-58.5%	145	-61.7%

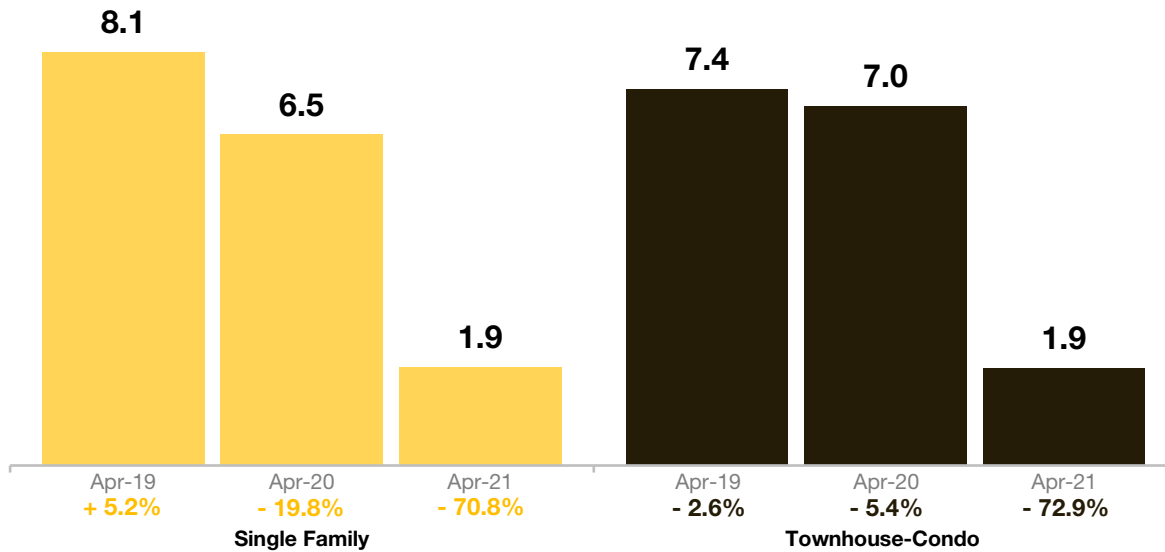
Historical Inventory of Active Listings by Month



Months Supply of Inventory

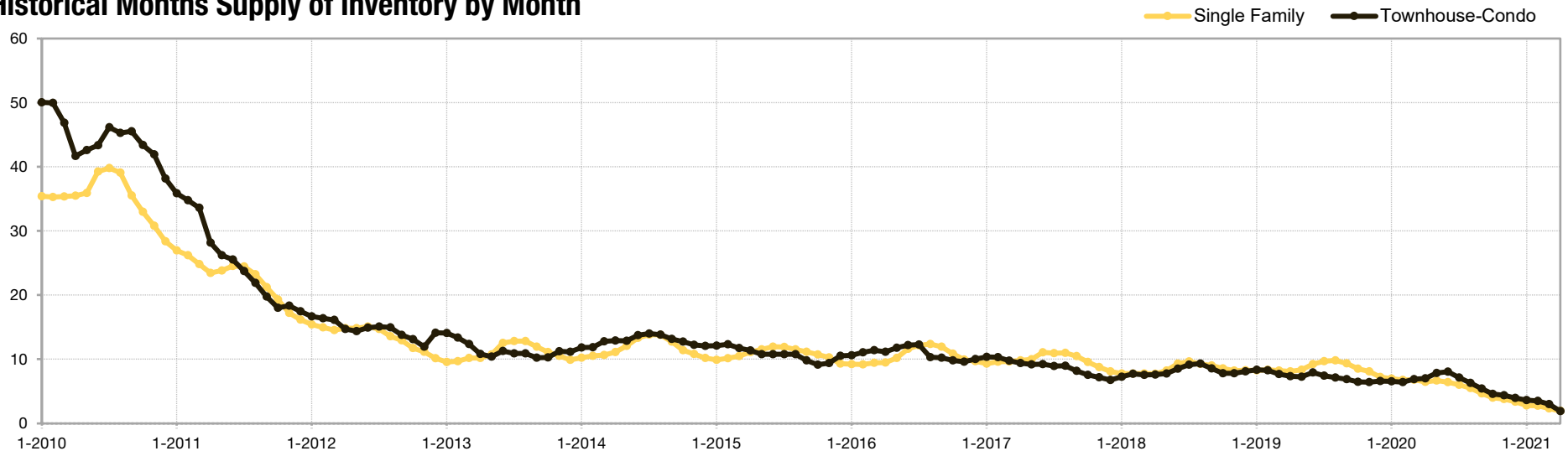


April



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	6.7	-20.2%	7.9	+8.2%
Jun-2020	6.4	-30.4%	8.1	+2.5%
Jul-2020	6.0	-38.1%	7.1	-4.1%
Aug-2020	5.5	-43.9%	6.3	-12.5%
Sep-2020	4.7	-50.0%	5.4	-21.7%
Oct-2020	4.0	-52.9%	4.6	-29.2%
Nov-2020	3.8	-53.1%	4.4	-31.3%
Dec-2020	3.4	-52.8%	3.9	-40.9%
Jan-2021	2.8	-60.0%	3.6	-44.6%
Feb-2021	2.7	-60.3%	3.5	-45.3%
Mar-2021	2.3	-66.2%	3.0	-56.5%
Apr-2021	1.9	-70.8%	1.9	-72.9%

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.

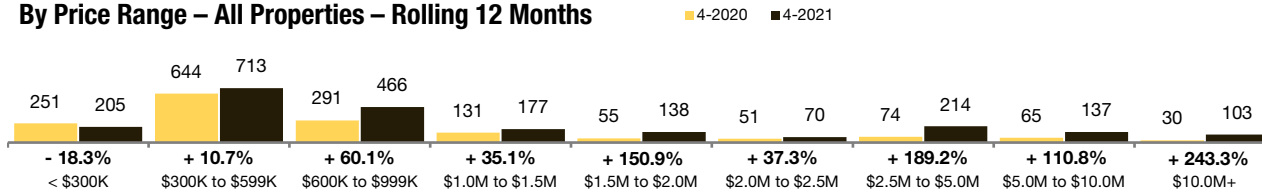
Key Metrics	Historical Sparkbars	4-2020	4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		98	160	+ 63.3%	515	708	+ 37.5%
Pending Sales		75	202	+ 169.3%	364	758	+ 108.2%
Sold Listings		89	202	+ 127.0%	380	627	+ 65.0%
Median Sales Price		\$524,500	\$717,500	+ 36.8%	\$584,000	\$719,500	+ 23.2%
Avg. Sales Price		\$1,286,634	\$1,959,282	+ 52.3%	\$1,477,580	\$1,852,536	+ 25.4%
Pct. of List Price Received		96.9%	98.4%	+ 1.5%	96.2%	97.6%	+ 1.5%
Days on Market		100	96	- 4.0%	123	93	- 24.4%
Affordability Index		73	54	- 26.0%	66	54	- 18.2%
Active Listings		888	356	- 59.9%	--	--	--
Months Supply		6.7	1.9	- 71.6%	--	--	--

Sold Listings

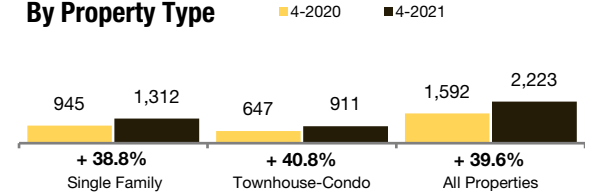
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	4-2020	4-2021	Change	4-2020	4-2021	Change
\$299,999 and Below	101	65	-35.6%	150	140	-6.7%
\$300,000 to \$599,999	393	438	+11.5%	251	275	+9.6%
\$600,000 to \$999,999	200	283	+41.5%	91	183	+101.1%
\$1,000,000 to \$1,499,999	88	108	+22.7%	43	69	+60.5%
\$1,500,00 to \$1,999,999	26	84	+223.1%	29	54	+86.2%
\$2,000,000 to \$2,499,999	22	29	+31.8%	29	41	+41.4%
\$2,500,000 to \$4,999,999	44	107	+143.2%	30	107	+256.7%
\$5,000,000 to \$9,999,999	48	104	+116.7%	17	33	+94.1%
\$10,000,000 and Above	23	94	+308.7%	7	9	+28.6%
All Price Ranges	945	1,312	+38.8%	647	911	+40.8%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2021	4-2021	Change	3-2021	4-2021	Change
\$299,999 and Below	3	4	+33.3%	7	17	+142.9%
\$300,000 to \$599,999	31	36	+16.1%	26	29	+11.5%
\$600,000 to \$999,999	22	26	+18.2%	22	22	0.0%
\$1,000,000 to \$1,499,999	10	9	-10.0%	8	5	-37.5%
\$1,500,00 to \$1,999,999	11	4	-63.6%	4	9	+125.0%
\$2,000,000 to \$2,499,999	2	3	+50.0%	5	3	-40.0%
\$2,500,000 to \$4,999,999	7	7	0.0%	14	9	-35.7%
\$5,000,000 to \$9,999,999	7	11	+57.1%	1	2	+100.0%
\$10,000,000 and Above	3	6	+100.0%	1	0	-100.0%
All Price Ranges	96	106	+10.4%	88	96	+9.1%

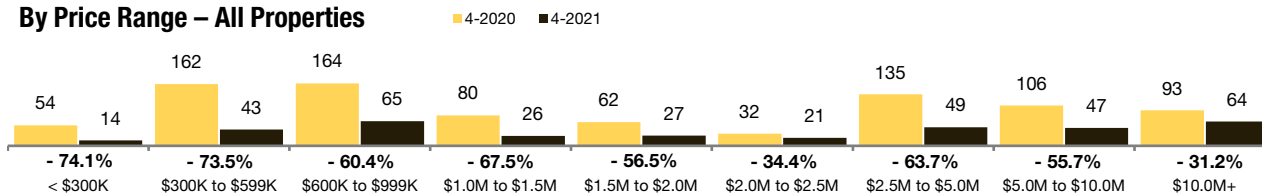
Year to Date

By Price Range	Single Family			Condo		
	4-2020	4-2021	Change	4-2020	4-2021	Change
\$299,999 and Below	22	14	-36.4%	33	37	+12.1%
\$300,000 to \$599,999	89	121	+36.0%	50	85	+70.0%
\$600,000 to \$999,999	55	77	+40.0%	22	67	+204.5%
\$1,000,000 to \$1,499,999	30	30	0.0%	11	18	+63.6%
\$1,500,00 to \$1,999,999	7	30	+328.6%	6	18	+200.0%
\$2,000,000 to \$2,499,999	3	7	+133.3%	10	16	+60.0%
\$2,500,000 to \$4,999,999	7	21	+200.0%	7	32	+357.1%
\$5,000,000 to \$9,999,999	9	31	+244.4%	8	6	-25.0%
\$10,000,000 and Above	6	16	+166.7%	5	1	-80.0%
All Price Ranges	228	347	+52.2%	152	280	+84.2%

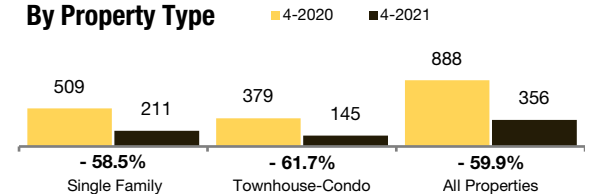
Inventory of Active Listings

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		
	4-2020	4-2021	Change	4-2020	4-2021	Change
\$299,999 and Below	12	1	-91.7%	42	13	-69.0%
\$300,000 to \$599,999	83	17	-79.5%	79	26	-67.1%
\$600,000 to \$999,999	84	41	-51.2%	80	24	-70.0%
\$1,000,000 to \$1,499,999	33	9	-72.7%	47	17	-63.8%
\$1,500,00 to \$1,999,999	42	17	-59.5%	20	10	-50.0%
\$2,000,000 to \$2,499,999	13	10	-23.1%	19	11	-42.1%
\$2,500,000 to \$4,999,999	72	28	-61.1%	63	21	-66.7%
\$5,000,000 to \$9,999,999	90	30	-66.7%	16	17	+6.3%
\$10,000,000 and Above	80	58	-27.5%	13	6	-53.8%
All Price Ranges	509	211	-58.5%	379	145	-61.7%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2021	4-2021	Change	3-2021	4-2021	Change
\$299,999 and Below	1	1	0.0%	12	13	+8.3%
\$300,000 to \$599,999	18	17	-5.6%	34	26	-23.5%
\$600,000 to \$999,999	43	41	-4.7%	31	24	-22.6%
\$1,000,000 to \$1,499,999	13	9	-30.8%	28	17	-39.3%
\$1,500,00 to \$1,999,999	19	17	-10.5%	22	10	-54.5%
\$2,000,000 to \$2,499,999	11	10	-9.1%	15	11	-26.7%
\$2,500,000 to \$4,999,999	35	28	-20.0%	34	21	-38.2%
\$5,000,000 to \$9,999,999	42	30	-28.6%	22	17	-22.7%
\$10,000,000 and Above	64	58	-9.4%	11	6	-45.5%
All Price Ranges	246	211	-14.2%	209	145	-30.6%

Year to Date

By Price Range	Single Family			Condo		
	4-2020	4-2021	Change	4-2020	4-2021	Change
\$299,999 and Below	22	14	-36.4%	33	37	+12.1%
\$300,000 to \$599,999	89	121	+36.0%	50	85	+70.0%
\$600,000 to \$999,999	55	77	+40.0%	22	67	+204.5%
\$1,000,000 to \$1,499,999	30	30	0.0%	11	18	+63.6%
\$1,500,00 to \$1,999,999	7	30	+328.6%	6	18	+200.0%
\$2,000,000 to \$2,499,999	3	7	+133.3%	10	16	+60.0%
\$2,500,000 to \$4,999,999	7	21	+200.0%	7	32	+357.1%
\$5,000,000 to \$9,999,999	9	31	+244.4%	8	6	-25.0%
\$10,000,000 and Above	6	16	+166.7%	5	1	-80.0%
All Price Ranges	228	347	+52.2%	152	280	+84.2%

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.