

Monthly Indicators



August 2021

Percent changes calculated using year-over-year comparisons.

New Listings were down 38.4 percent for single family homes and 39.7 percent for townhouse-condo properties. Pending Sales decreased 28.8 percent for single family homes and 33.6 percent for townhouse-condo properties.

The Median Sales Price was up 2.9 percent to \$875,000 for single family homes and 9.7 percent to \$760,000 for townhouse-condo properties. Days on Market decreased 57.4 percent for single family homes and 64.8 percent for condo properties.

In new construction, home builders continue to struggle to meet buyer demand, as housing starts nationwide dropped 7% last month, according to the Commerce Department. Single-family home construction declined 4.5%, and multi-family home construction, which includes condos and apartment buildings, was also down, falling by 13%. Labor shortages, rising material costs, and supply-chain setbacks continue to challenge builders, with some projects temporarily paused due to availability and cost of materials.

Activity Snapshot

- 22.7% **+ 3.6%** **- 52.9%**

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.

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	8-2020	8-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		190	117	- 38.4%	993	965	- 2.8%
Pending Sales		160	114	- 28.8%	840	818	- 2.6%
Sold Listings		162	95	- 41.4%	674	740	+ 9.8%
Median Sales Price		\$850,000	\$875,000	+ 2.9%	\$635,800	\$787,100	+ 23.8%
Avg. Sales Price		\$3,176,465	\$2,341,102	- 26.3%	\$1,866,744	\$2,644,277	+ 41.7%
Pct. of List Price Received		96.1%	98.6%	+ 2.6%	96.4%	98.1%	+ 1.8%
Days on Market		115	49	- 57.4%	105	71	- 32.4%
Affordability Index		47	45	- 4.3%	62	50	- 19.4%
Active Listings		474	279	- 41.1%	--	--	--
Months Supply		5.6	2.7	- 51.8%	--	--	--

Townhouse-Condo Market Overview



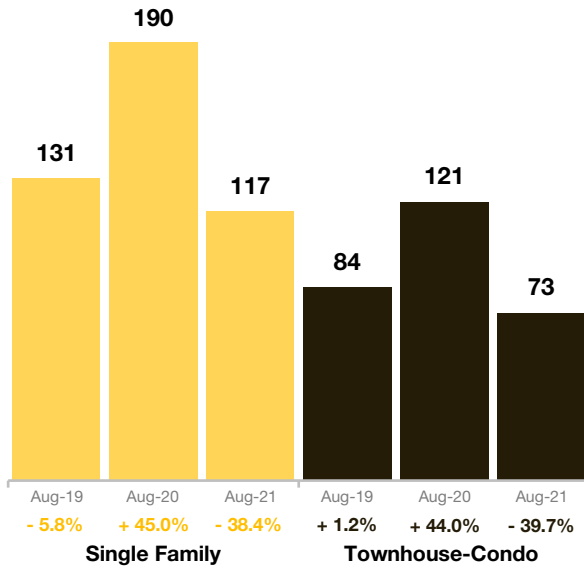
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	8-2020	8-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		121	73	- 39.7%	650	703	+ 8.2%
Pending Sales		140	93	- 33.6%	533	750	+ 40.7%
Sold Listings		90	97	+ 7.8%	389	620	+ 59.4%
Median Sales Price		\$692,500	\$760,000	+ 9.7%	\$515,000	\$641,500	+ 24.6%
Avg. Sales Price		\$1,410,971	\$1,641,680	+ 16.4%	\$1,315,525	\$1,215,567	- 7.6%
Pct. of List Price Received		97.1%	98.9%	+ 1.9%	96.4%	98.6%	+ 2.3%
Days on Market		125	44	- 64.8%	128	71	- 44.5%
Affordability Index		66	59	- 10.6%	87	70	- 19.5%
Active Listings		334	89	- 73.4%	--	--	--
Months Supply		6.5	1.0	- 84.6%	--	--	--

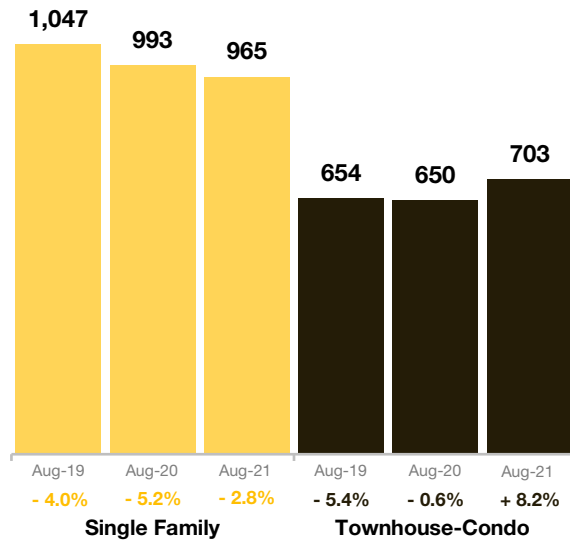
New Listings



August

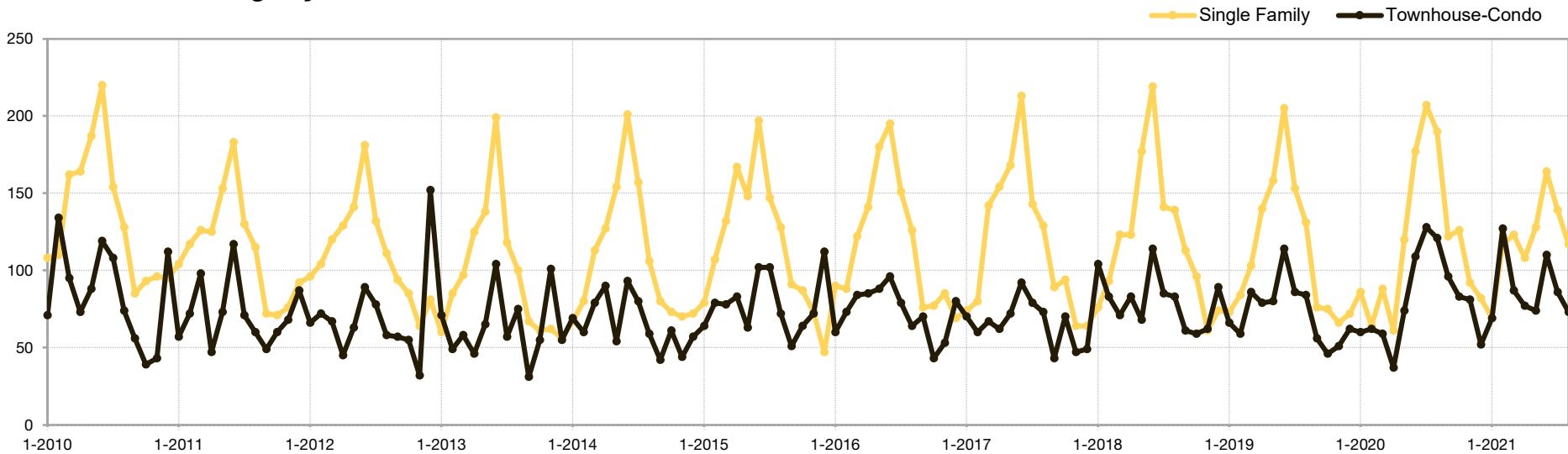


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	122	+60.5%	96	+71.4%
Oct-2020	126	+68.0%	83	+80.4%
Nov-2020	92	+39.4%	81	+58.8%
Dec-2020	82	+13.9%	52	-16.1%
Jan-2021	69	-19.8%	69	+15.0%
Feb-2021	117	+82.8%	127	+104.8%
Mar-2021	123	+39.8%	87	+47.5%
Apr-2021	108	+77.0%	77	+108.1%
May-2021	128	+6.7%	74	0.0%
Jun-2021	164	-7.3%	110	+0.9%
Jul-2021	139	-32.9%	86	-32.8%
Aug-2021	117	-38.4%	73	-39.7%

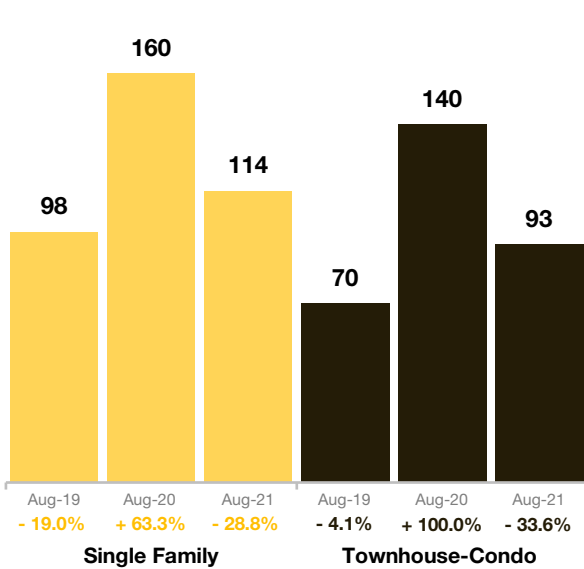
Historical New Listings by Month



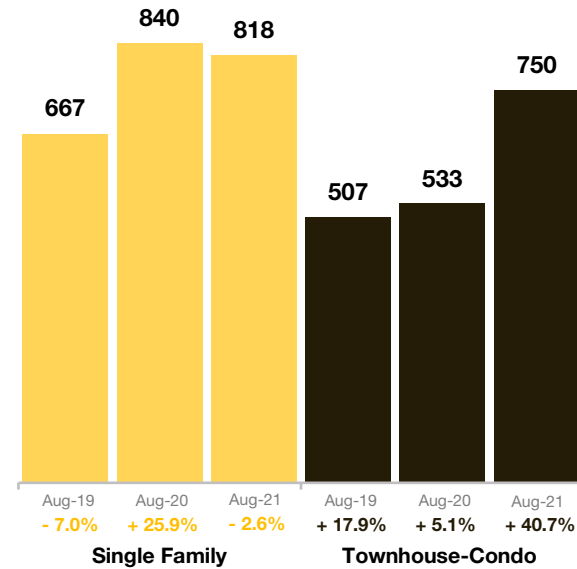
Pending Sales



August

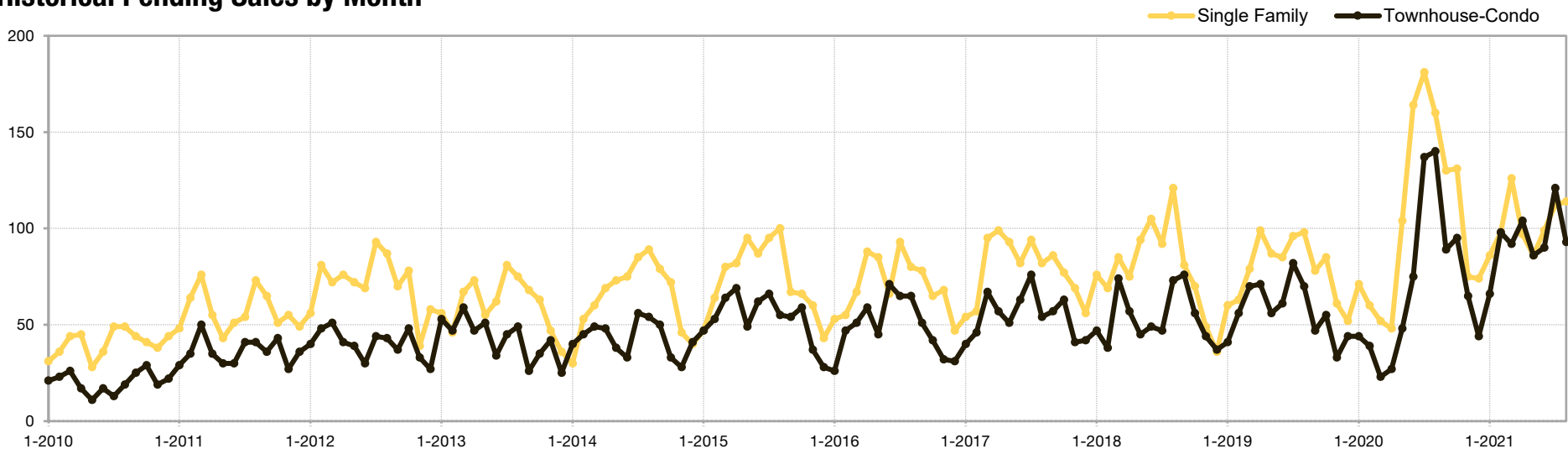


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	130	+66.7%	89	+89.4%
Oct-2020	131	+54.1%	95	+72.7%
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	98	+63.3%	98	+151.3%
Mar-2021	126	+142.3%	92	+300.0%
Apr-2021	97	+102.1%	104	+285.2%
May-2021	86	-17.3%	86	+79.2%
Jun-2021	99	-39.6%	90	+20.0%
Jul-2021	112	-38.1%	121	-11.7%
Aug-2021	114	-28.8%	93	-33.6%

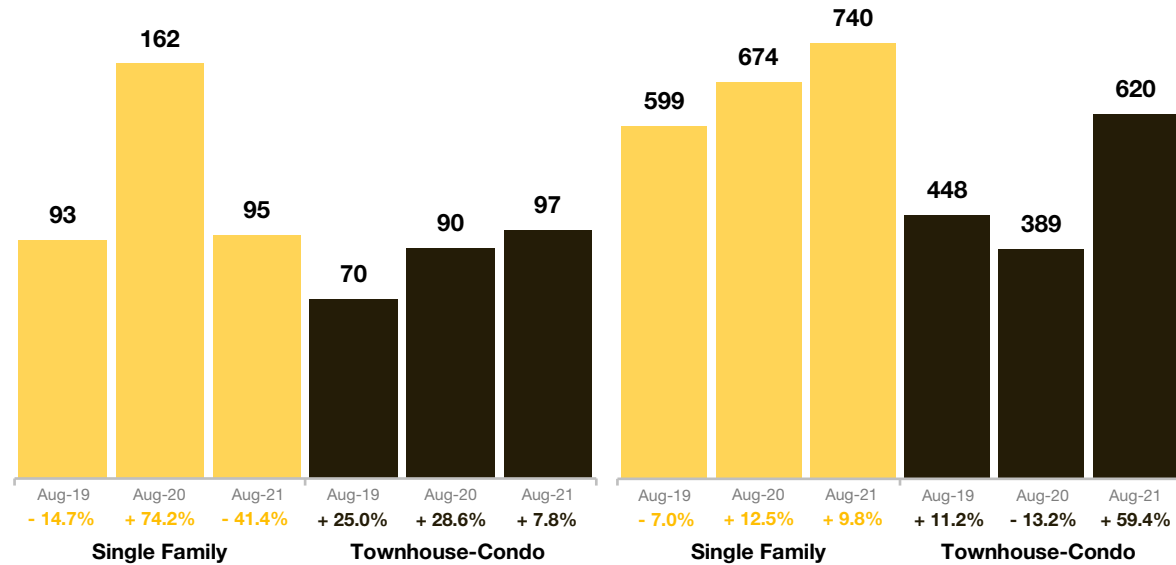
Historical Pending Sales by Month



Sold Listings

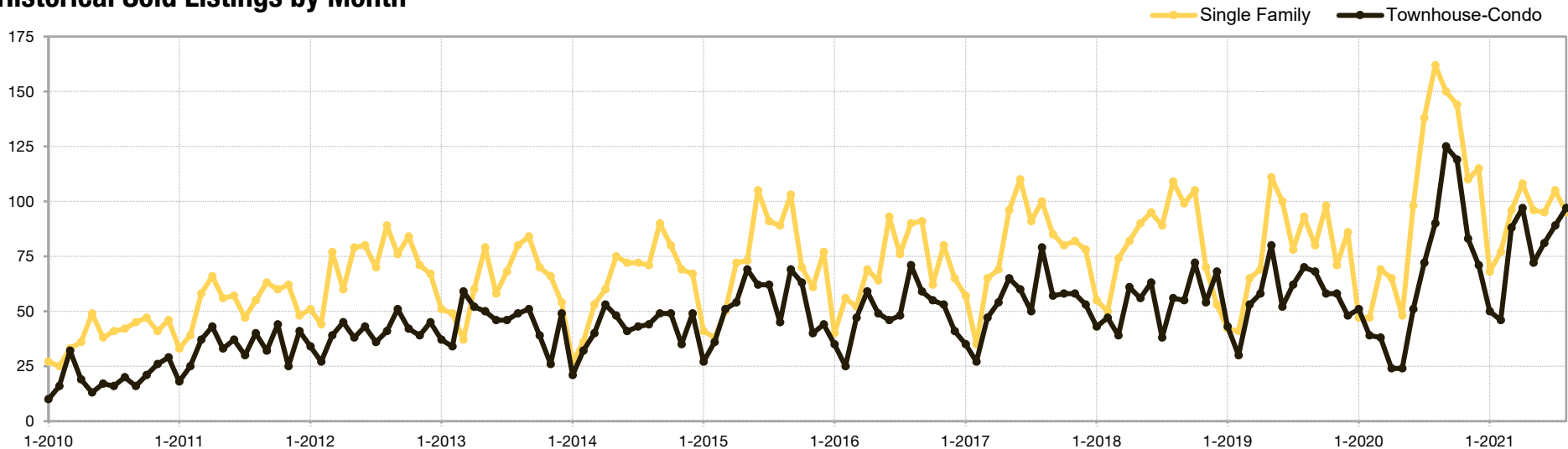


August



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	150	+87.5%	125	+83.8%
Oct-2020	144	+46.9%	119	+105.2%
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	108	+66.2%	97	+304.2%
May-2021	96	+100.0%	72	+200.0%
Jun-2021	95	-3.1%	81	+58.8%
Jul-2021	105	-23.9%	89	+23.6%
Aug-2021	95	-41.4%	97	+7.8%

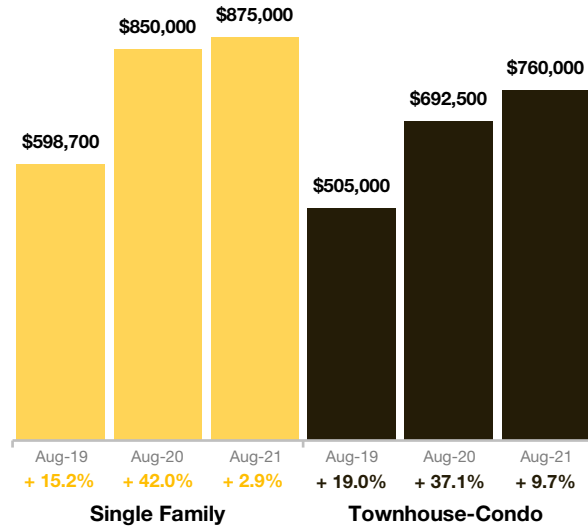
Historical Sold Listings by Month



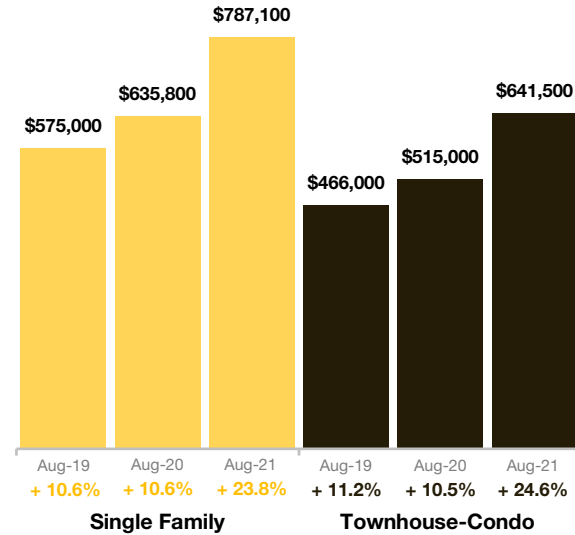
Median Sales Price



August

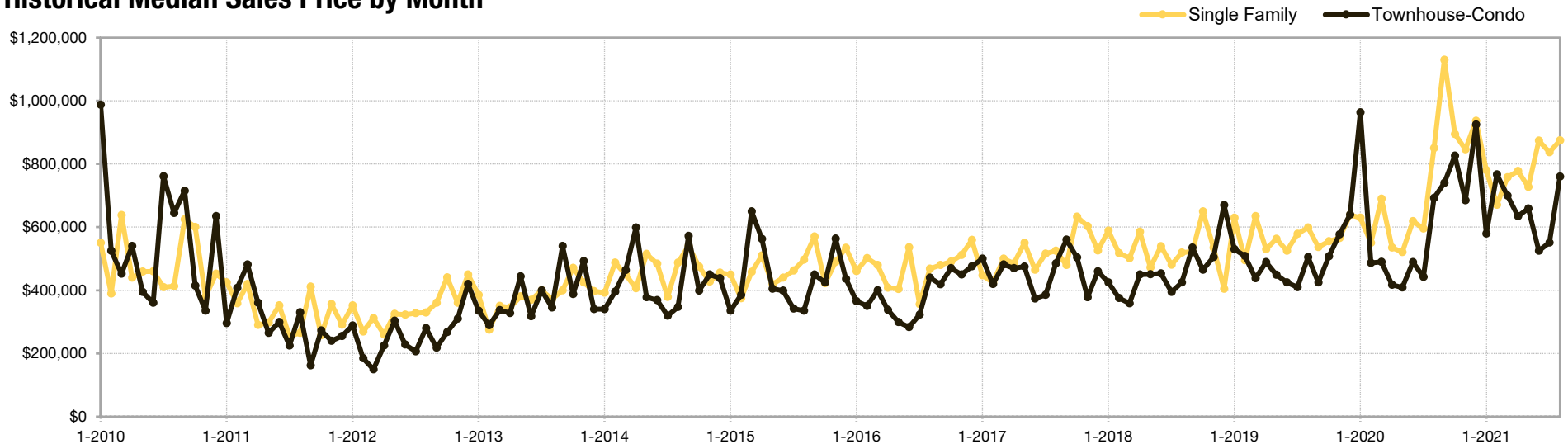


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	\$1,130,000	+110.4%	\$740,000	+74.1%
Oct-2020	\$894,500	+61.2%	\$826,000	+62.8%
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	\$777,500	+45.3%	\$635,000	+52.3%
May-2021	\$727,500	+39.6%	\$659,000	+61.3%
Jun-2021	\$874,000	+41.3%	\$525,000	+7.4%
Jul-2021	\$837,000	+40.7%	\$551,000	+24.5%
Aug-2021	\$875,000	+2.9%	\$760,000	+9.7%

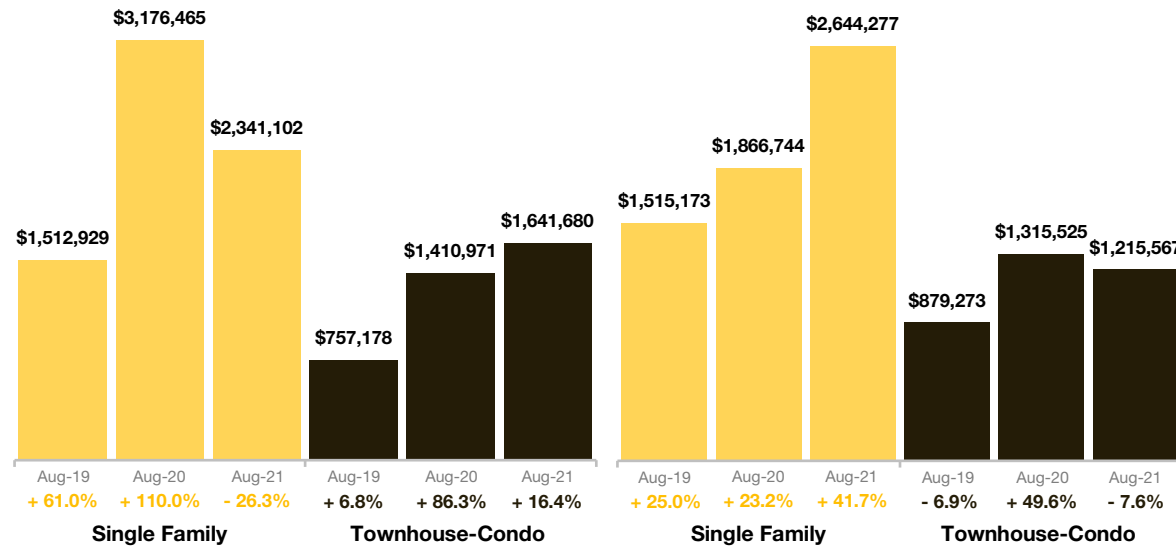
Historical Median Sales Price by Month



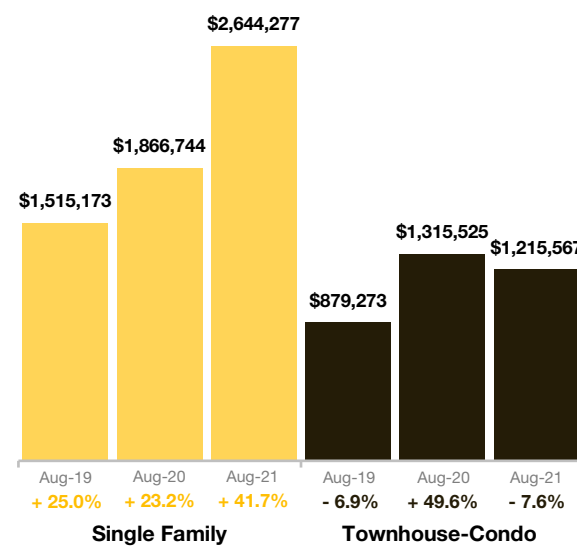
Average Sales Price



August

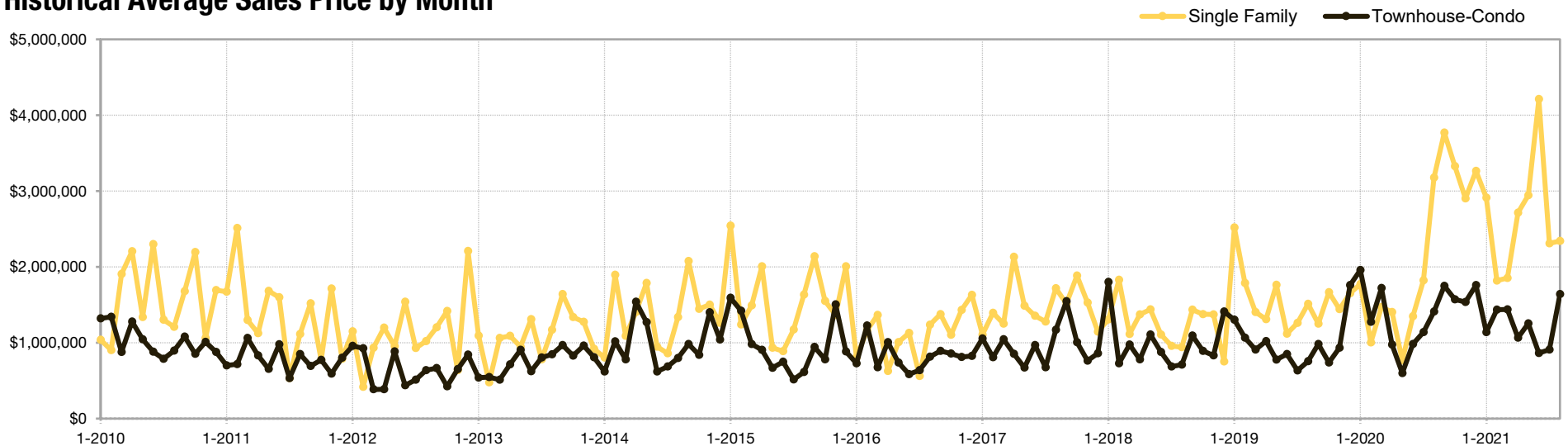


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	\$3,769,222	+201.1%	\$1,749,235	+78.2%
Oct-2020	\$3,327,587	+99.8%	\$1,570,605	+113.3%
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	\$2,715,112	+93.6%	\$1,067,009	+9.6%
May-2021	\$2,942,783	+283.5%	\$1,254,835	+110.0%
Jun-2021	\$4,211,199	+212.1%	\$864,550	-12.0%
Jul-2021	\$2,309,119	+26.8%	\$908,614	-20.2%
Aug-2021	\$2,341,102	-26.3%	\$1,641,680	+16.4%

Historical Average Sales Price by Month

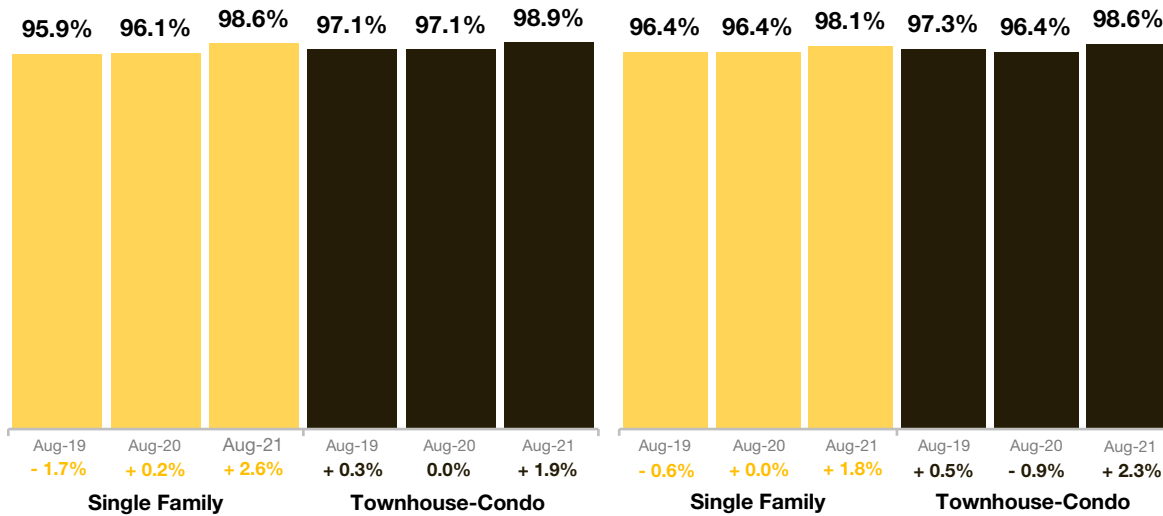


Percent of List Price Received



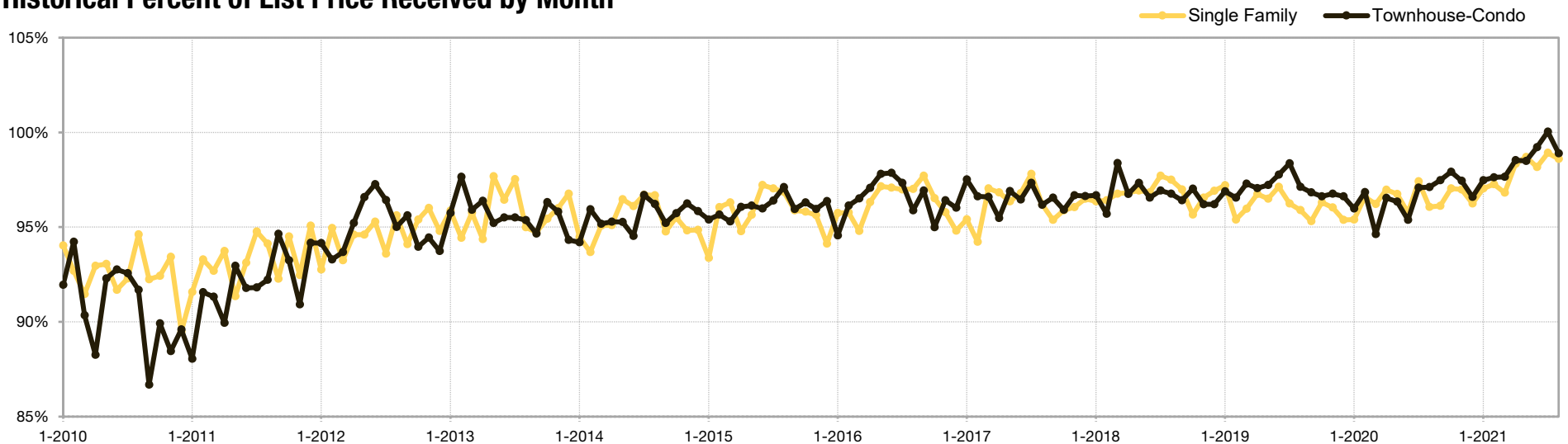
August

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-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%
May-2021	98.7%	+2.1%	98.5%	+2.3%
Jun-2021	98.2%	+2.5%	99.2%	+4.0%
Jul-2021	98.9%	+1.5%	100.0%	+3.0%
Aug-2021	98.6%	+2.6%	98.9%	+1.9%

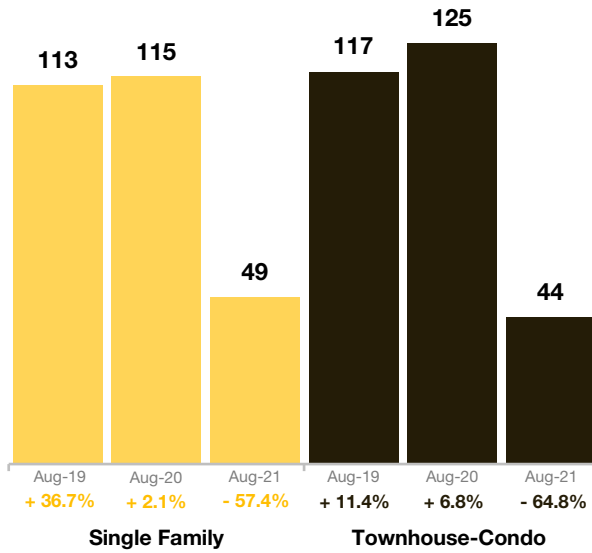
Historical Percent of List Price Received by Month



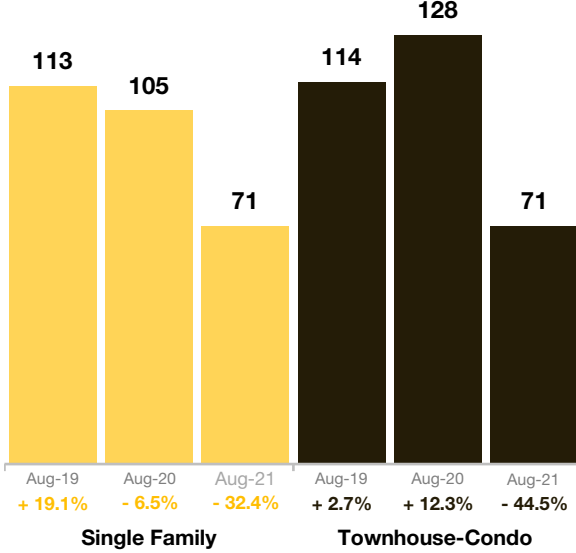
Days on Market Until Sale



August

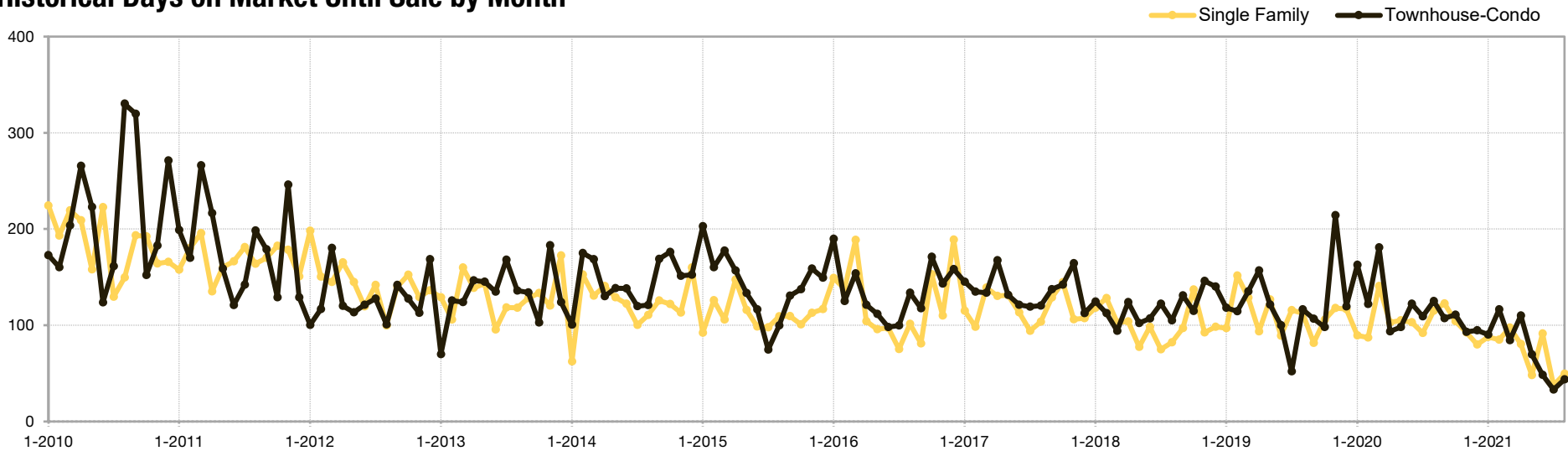


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	123	+50.0%	107	0.0%
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	81	-21.4%	110	+17.0%
May-2021	48	-54.3%	70	-28.6%
Jun-2021	92	-10.7%	49	-59.8%
Jul-2021	38	-58.7%	33	-69.7%
Aug-2021	49	-57.4%	44	-64.8%

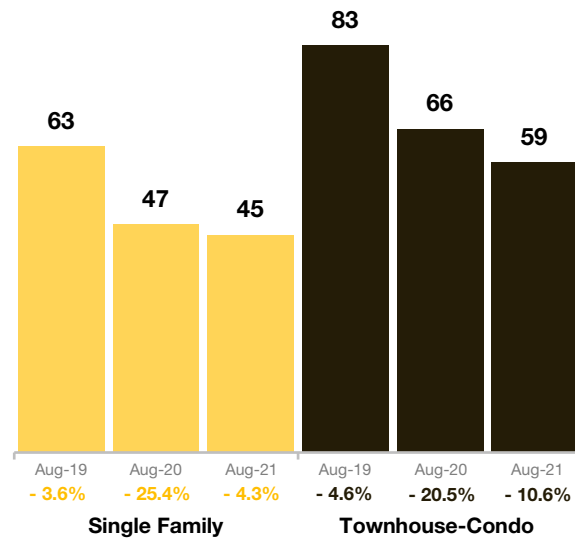
Historical Days on Market Until Sale by Month



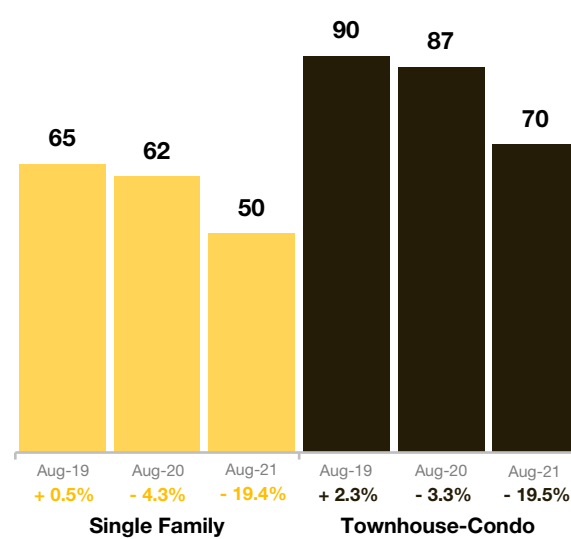
Housing Affordability Index



August

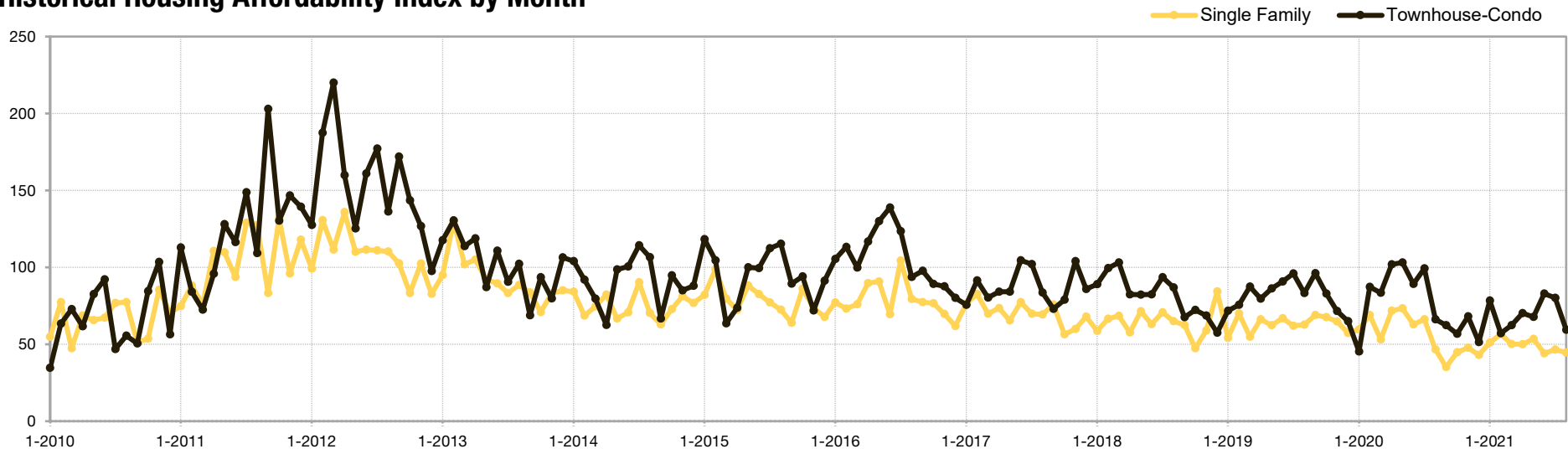


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	35	-49.3%	62	-35.4%
Oct-2020	45	-33.8%	57	-31.3%
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	50	-30.6%	70	-31.4%
May-2021	53	-27.4%	68	-34.0%
Jun-2021	44	-30.2%	83	-6.7%
Jul-2021	46	-30.3%	80	-19.2%
Aug-2021	45	-4.3%	59	-10.6%

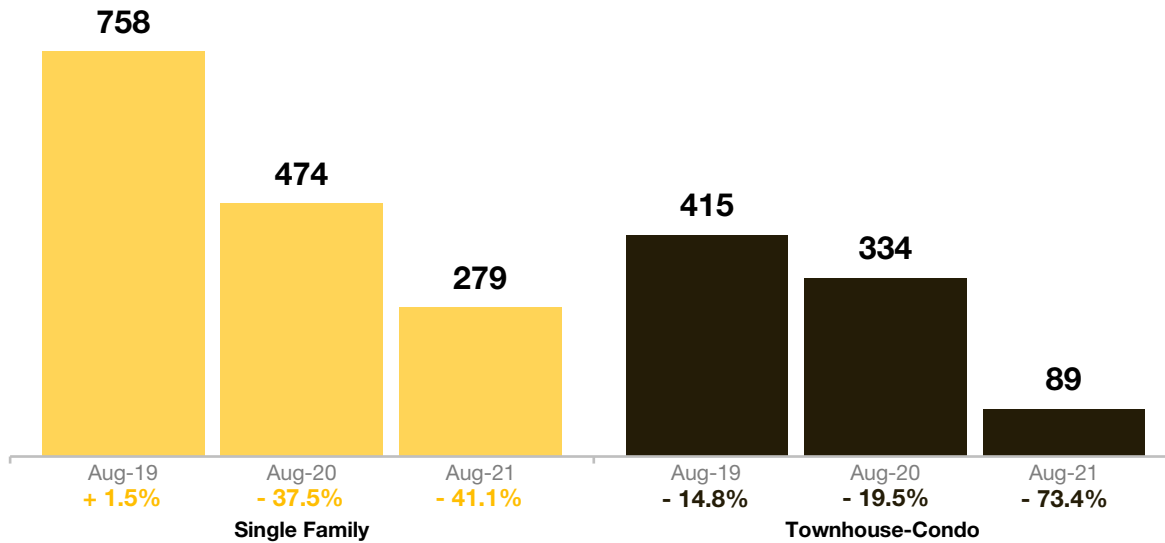
Historical Housing Affordability Index by Month



Inventory of Active Listings

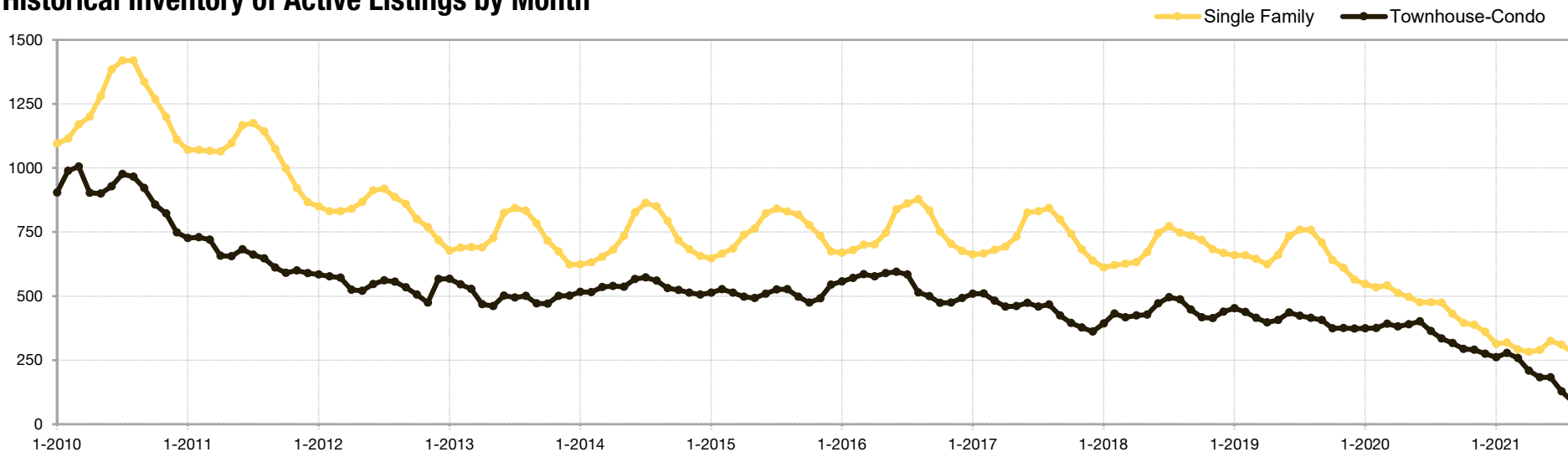


August



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	431	-39.2%	317	-22.1%
Oct-2020	395	-38.4%	294	-21.4%
Nov-2020	388	-36.4%	290	-22.7%
Dec-2020	361	-36.0%	275	-26.3%
Jan-2021	313	-42.8%	261	-30.2%
Feb-2021	319	-40.3%	278	-25.9%
Mar-2021	291	-46.2%	258	-34.2%
Apr-2021	282	-44.9%	209	-45.1%
May-2021	289	-41.7%	183	-53.1%
Jun-2021	325	-31.6%	183	-54.4%
Jul-2021	310	-34.9%	128	-64.8%
Aug-2021	279	-41.1%	89	-73.4%

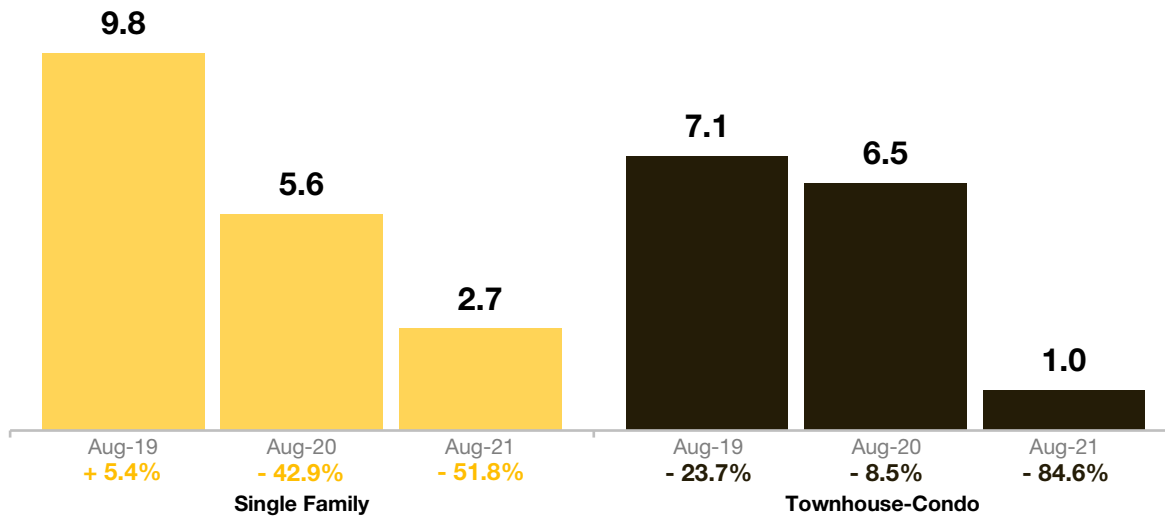
Historical Inventory of Active Listings by Month



Months Supply of Inventory

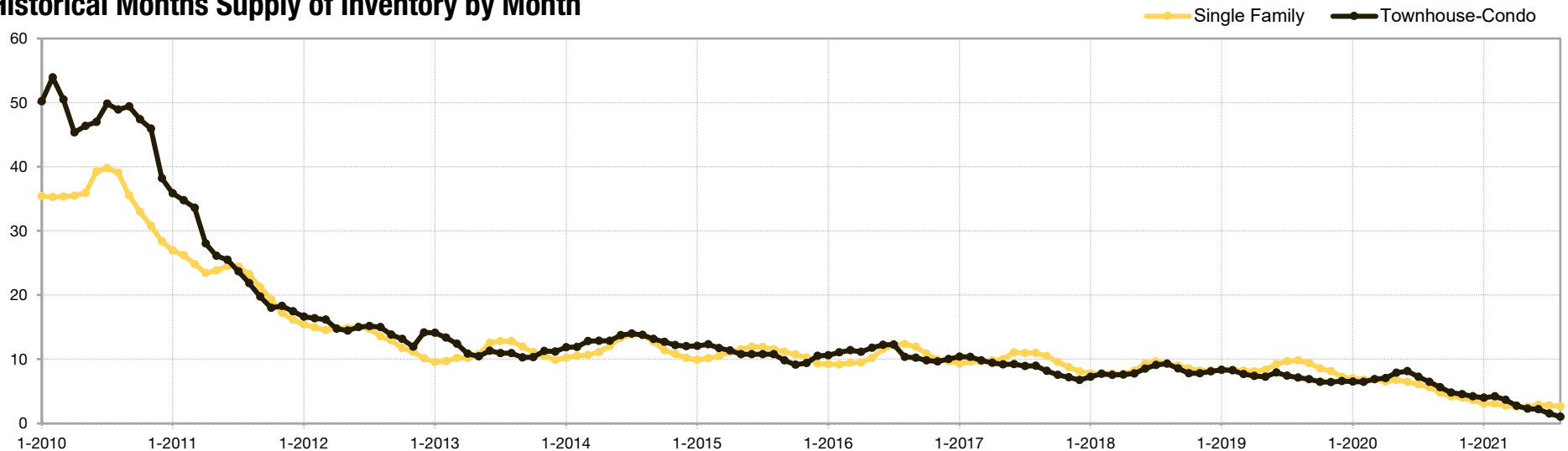


August



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	4.8	-48.9%	5.6	-18.8%
Oct-2020	4.2	-50.6%	4.8	-25.0%
Nov-2020	4.0	-50.6%	4.6	-28.1%
Dec-2020	3.6	-50.0%	4.2	-36.4%
Jan-2021	3.1	-55.7%	4.0	-38.5%
Feb-2021	3.1	-54.4%	4.2	-35.4%
Mar-2021	2.7	-60.3%	3.7	-46.4%
Apr-2021	2.6	-60.0%	2.7	-62.0%
May-2021	2.5	-62.7%	2.3	-70.9%
Jun-2021	2.9	-55.4%	2.2	-72.8%
Jul-2021	2.8	-54.1%	1.5	-79.5%
Aug-2021	2.7	-51.8%	1.0	-84.6%

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.

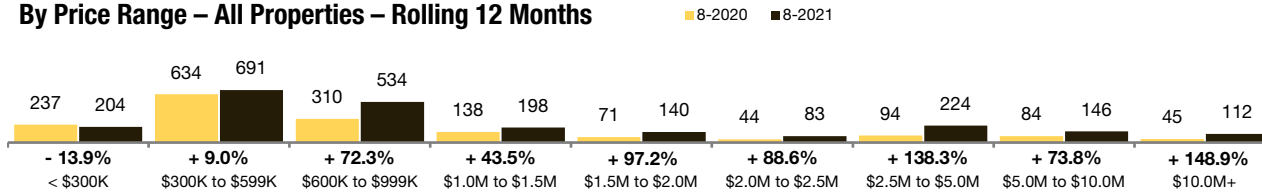
Key Metrics	Historical Sparkbars	8-2020	8-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		317	192	- 39.4%	1,678	1,722	+ 2.6%
Pending Sales		303	211	- 30.4%	1,402	1,603	+ 14.3%
Sold Listings		256	198	- 22.7%	1,083	1,393	+ 28.6%
Median Sales Price		\$771,500	\$799,500	+ 3.6%	\$585,000	\$710,000	+ 21.4%
Avg. Sales Price		\$2,615,058	\$2,028,089	- 22.4%	\$1,675,015	\$1,989,727	+ 18.8%
Pct. of List Price Received		96.3%	98.7%	+ 2.5%	96.4%	98.2%	+ 1.9%
Days on Market		118	46	- 61.0%	114	73	- 36.0%
Affordability Index		51	49	- 3.9%	68	55	- 19.1%
Active Listings		837	394	- 52.9%	--	--	--
Months Supply		6.1	2.0	- 67.2%	--	--	--

Sold Listings

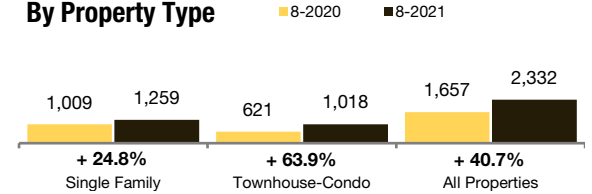
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	8-2020	8-2021	Change	8-2020	8-2021	Change
\$299,999 and Below	87	44	-49.4%	135	135	0.0%
\$300,000 to \$599,999	405	370	-8.6%	226	310	+37.2%
\$600,000 to \$999,999	219	302	+37.9%	90	227	+152.2%
\$1,000,000 to \$1,499,999	94	111	+18.1%	42	86	+104.8%
\$1,500,00 to \$1,999,999	39	78	+100.0%	31	58	+87.1%
\$2,000,000 to \$2,499,999	15	38	+153.3%	28	45	+60.7%
\$2,500,000 to \$4,999,999	55	109	+98.2%	38	112	+194.7%
\$5,000,000 to \$9,999,999	60	106	+76.7%	23	36	+56.5%
\$10,000,000 and Above	35	101	+188.6%	8	9	+12.5%
All Price Ranges	1,009	1,259	+24.8%	621	1,018	+63.9%

Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2021	8-2021	Change	7-2021	8-2021	Change
\$299,999 and Below	1	0	-100.0%	8	12	+50.0%
\$300,000 to \$599,999	30	26	-13.3%	43	22	-48.8%
\$600,000 to \$999,999	37	29	-21.6%	17	25	+47.1%
\$1,000,000 to \$1,499,999	11	8	-27.3%	9	11	+22.2%
\$1,500,00 to \$1,999,999	6	4	-33.3%	3	5	+66.7%
\$2,000,000 to \$2,499,999	5	5	0.0%	4	6	+50.0%
\$2,500,000 to \$4,999,999	5	11	+120.0%	3	9	+200.0%
\$5,000,000 to \$9,999,999	4	8	+100.0%	2	6	+200.0%
\$10,000,000 and Above	6	4	-33.3%	0	1	--
All Price Ranges	105	95	-9.5%	89	97	+9.0%

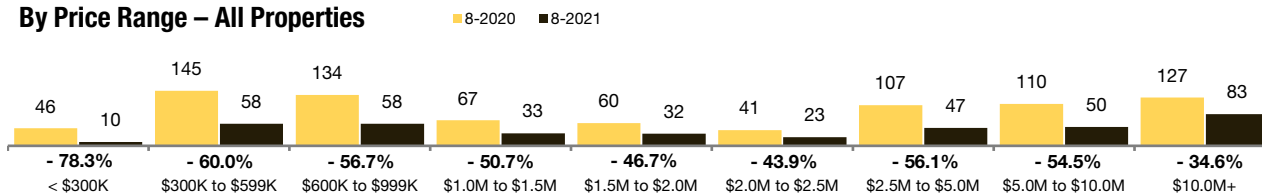
Year to Date

By Price Range	Single Family			Condo		
	8-2020	8-2021	Change	8-2020	8-2021	Change
\$299,999 and Below	50	21	-58.0%	84	82	-2.4%
\$300,000 to \$599,999	269	233	-13.4%	138	205	+48.6%
\$600,000 to \$999,999	150	191	+27.3%	57	146	+156.1%
\$1,000,000 to \$1,499,999	65	68	+4.6%	27	51	+88.9%
\$1,500,00 to \$1,999,999	32	49	+53.1%	17	33	+94.1%
\$2,000,000 to \$2,499,999	9	22	+144.4%	20	30	+50.0%
\$2,500,000 to \$4,999,999	37	53	+43.2%	22	52	+136.4%
\$5,000,000 to \$9,999,999	34	58	+70.6%	18	19	+5.6%
\$10,000,000 and Above	28	45	+60.7%	6	2	-66.7%
All Price Ranges	674	740	+9.8%	389	620	+59.4%

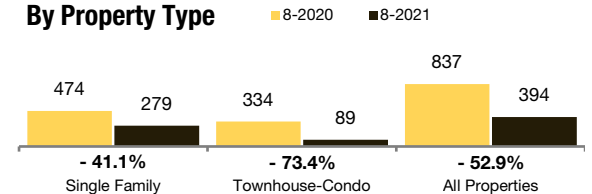
Inventory of Active Listings

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		
	8-2020	8-2021	Change	8-2020	8-2021	Change
\$299,999 and Below	8	2	-75.0%	34	5	-85.3%
\$300,000 to \$599,999	73	43	-41.1%	70	14	-80.0%
\$600,000 to \$999,999	72	47	-34.7%	61	9	-85.2%
\$1,000,000 to \$1,499,999	26	18	-30.8%	41	14	-65.9%
\$1,500,00 to \$1,999,999	35	21	-40.0%	22	10	-54.5%
\$2,000,000 to \$2,499,999	15	15	0.0%	25	7	-72.0%
\$2,500,000 to \$4,999,999	59	34	-42.4%	43	11	-74.4%
\$5,000,000 to \$9,999,999	84	35	-58.3%	22	14	-36.4%
\$10,000,000 and Above	102	64	-37.3%	16	5	-68.8%
All Price Ranges	474	279	-41.1%	334	89	-73.4%

Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2021	8-2021	Change	7-2021	8-2021	Change
\$299,999 and Below	4	2	-50.0%	9	5	-44.4%
\$300,000 to \$599,999	39	43	+10.3%	16	14	-12.5%
\$600,000 to \$999,999	63	47	-25.4%	17	9	-47.1%
\$1,000,000 to \$1,499,999	15	18	+20.0%	19	14	-26.3%
\$1,500,00 to \$1,999,999	26	21	-19.2%	15	10	-33.3%
\$2,000,000 to \$2,499,999	14	15	+7.1%	9	7	-22.2%
\$2,500,000 to \$4,999,999	38	34	-10.5%	17	11	-35.3%
\$5,000,000 to \$9,999,999	41	35	-14.6%	17	14	-17.6%
\$10,000,000 and Above	70	64	-8.6%	9	5	-44.4%
All Price Ranges	310	279	-10.0%	128	89	-30.5%

Year to Date

By Price Range	Single Family			Condo		
	8-2020	8-2021	Change	8-2020	8-2021	Change
\$299,999 and Below	50	21	-58.0%	84	82	-2.4%
\$300,000 to \$599,999	269	233	-13.4%	138	205	+48.6%
\$600,000 to \$999,999	150	191	+27.3%	57	146	+156.1%
\$1,000,000 to \$1,499,999	65	68	+4.6%	27	51	+88.9%
\$1,500,00 to \$1,999,999	32	49	+53.1%	17	33	+94.1%
\$2,000,000 to \$2,499,999	9	22	+144.4%	20	30	+50.0%
\$2,500,000 to \$4,999,999	37	53	+43.2%	22	52	+136.4%
\$5,000,000 to \$9,999,999	34	58	+70.6%	18	19	+5.6%
\$10,000,000 and Above	28	45	+60.7%	6	2	-66.7%
All Price Ranges	674	740	+9.8%	389	620	+59.4%

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.