

# Monthly Indicators



## September 2021

Percent changes calculated using year-over-year comparisons.

New Listings were down 13.9 percent for single family homes and 30.2 percent for townhouse-condo properties. Pending Sales decreased 10.8 percent for single family homes and 3.4 percent for townhouse-condo properties.

The Median Sales Price was down 27.0 percent to \$825,000 for single family homes but increased 31.8 percent to \$975,000 for townhouse-condo properties. Days on Market decreased 57.7 percent for single family homes and 51.4 percent for condo properties.

There are signs the market may be shifting, however. New listings have continued to hit the market, bucking seasonality trends commonly seen in the fall, a time when listing and sales activity typically slows as children return to school. As inventory increases, competition for homes may soften, and could even bring a moderation in sales prices, which, after 114 months of year-over-year gains, would be music to the ears of homebuyers throughout the country.

## Activity Snapshot

**- 25.5%**      **- 4.7%**      **- 54.9%**

One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> 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	9-2020	9-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		122	105	- 13.9%	1,115	1,077	- 3.4%
<b>Pending Sales</b>		130	116	- 10.8%	970	930	- 4.1%
<b>Sold Listings</b>		150	123	- 18.0%	824	865	+ 5.0%
<b>Median Sales Price</b>		\$1,130,000	\$825,000	- 27.0%	\$676,000	\$799,000	+ 18.2%
<b>Avg. Sales Price</b>		\$3,769,222	\$2,519,534	- 33.2%	\$2,213,069	\$2,623,171	+ 18.5%
<b>Pct. of List Price Received</b>		96.1%	98.1%	+ 2.1%	96.4%	98.1%	+ 1.8%
<b>Days on Market</b>		123	52	- 57.7%	109	68	- 37.6%
<b>Affordability Index</b>		35	47	+ 34.3%	59	48	- 18.6%
<b>Active Listings</b>		432	252	- 41.7%	--	--	--
<b>Months Supply</b>		4.8	2.5	- 47.9%	--	--	--

# Townhouse-Condo Market Overview



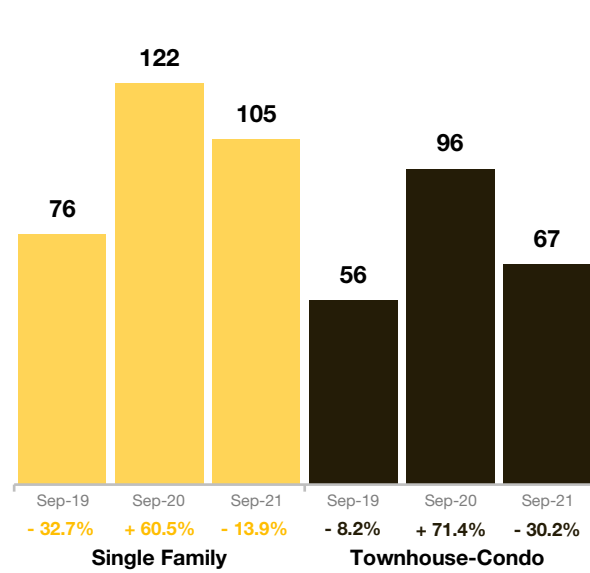
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	9-2020	9-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		96	67	- 30.2%	746	779	+ 4.4%
<b>Pending Sales</b>		89	86	- 3.4%	622	834	+ 34.1%
<b>Sold Listings</b>		125	84	- 32.8%	514	705	+ 37.2%
<b>Median Sales Price</b>		\$740,000	\$975,000	+ 31.8%	\$553,750	\$675,000	+ 21.9%
<b>Avg. Sales Price</b>		\$1,749,235	\$2,005,264	+ 14.6%	\$1,420,999	\$1,309,388	- 7.9%
<b>Pct. of List Price Received</b>		97.5%	99.0%	+ 1.5%	96.6%	98.7%	+ 2.2%
<b>Days on Market</b>		107	52	- 51.4%	123	69	- 43.9%
<b>Affordability Index</b>		62	46	- 25.8%	82	66	- 19.5%
<b>Active Listings</b>		317	71	- 77.6%	--	--	--
<b>Months Supply</b>		5.6	0.9	- 83.9%	--	--	--

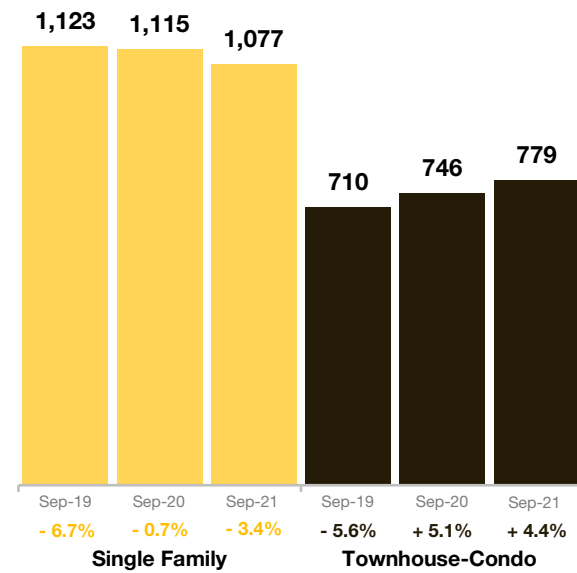
# New Listings



## September

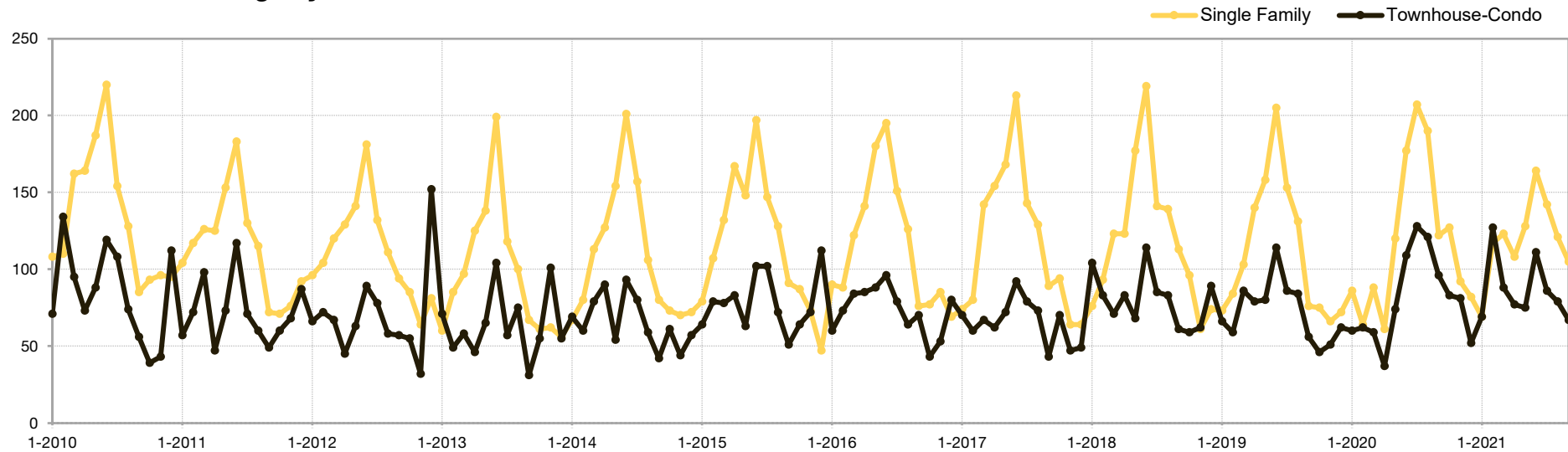


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	127	+69.3%	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%	88	+49.2%
Apr-2021	108	+77.0%	77	+108.1%
May-2021	128	+6.7%	75	+1.4%
Jun-2021	164	-7.3%	111	+1.8%
Jul-2021	142	-31.4%	86	-32.8%
Aug-2021	121	-36.3%	79	-34.7%
Sep-2021	105	-13.9%	67	-30.2%

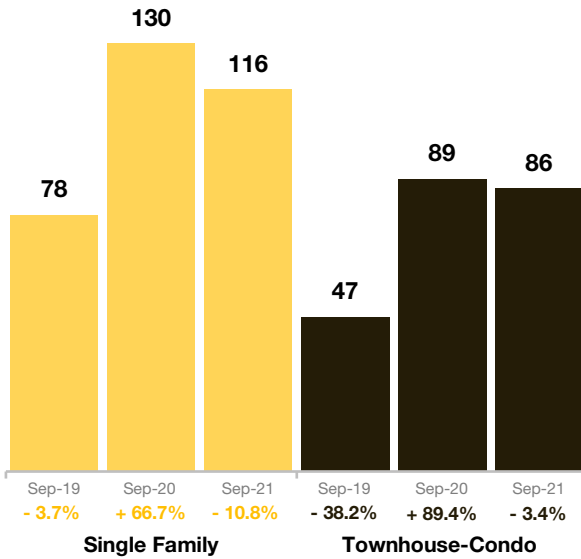
## Historical New Listings by Month



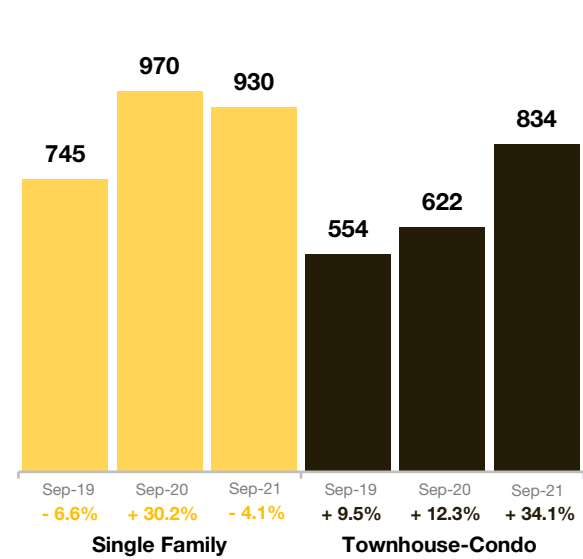
# Pending Sales



## September

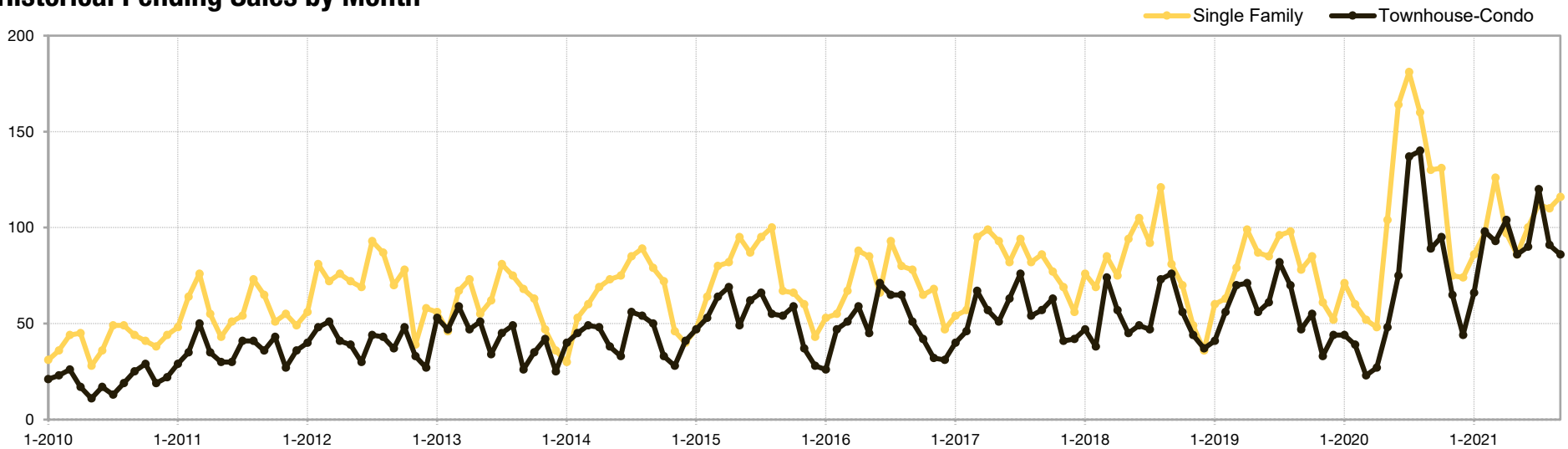


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	97	+61.7%	98	+151.3%
Mar-2021	126	+142.3%	93	+304.3%
Apr-2021	97	+102.1%	104	+285.2%
May-2021	86	-17.3%	86	+79.2%
Jun-2021	100	-39.0%	90	+20.0%
Jul-2021	112	-38.1%	120	-12.4%
Aug-2021	110	-31.3%	91	-35.0%
<b>Sep-2021</b>	<b>116</b>	<b>-10.8%</b>	<b>86</b>	<b>-3.4%</b>

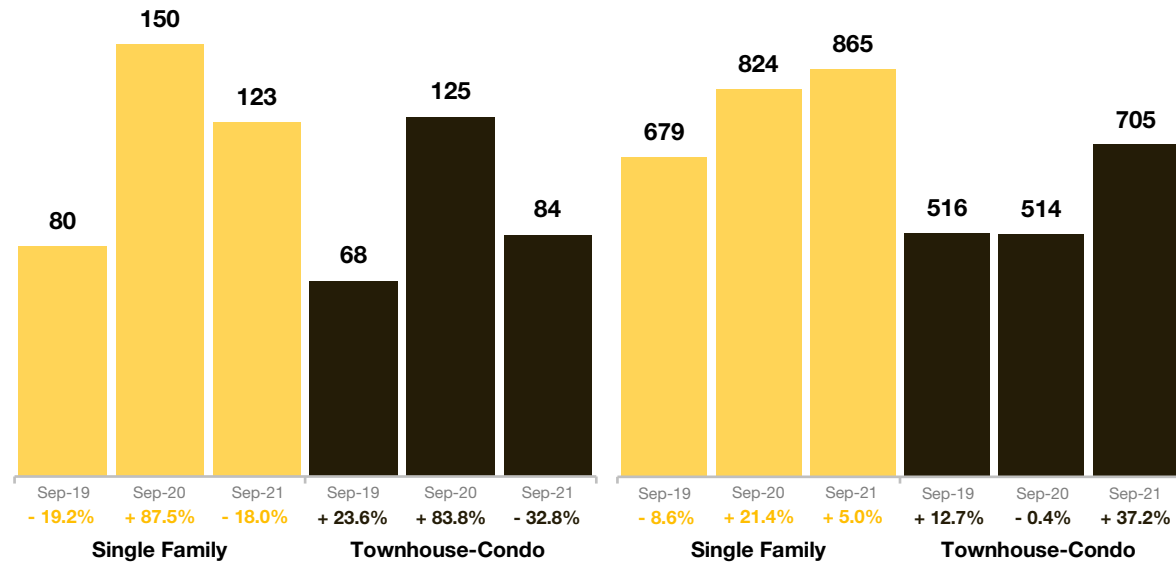
## Historical Pending Sales by Month



# Sold Listings

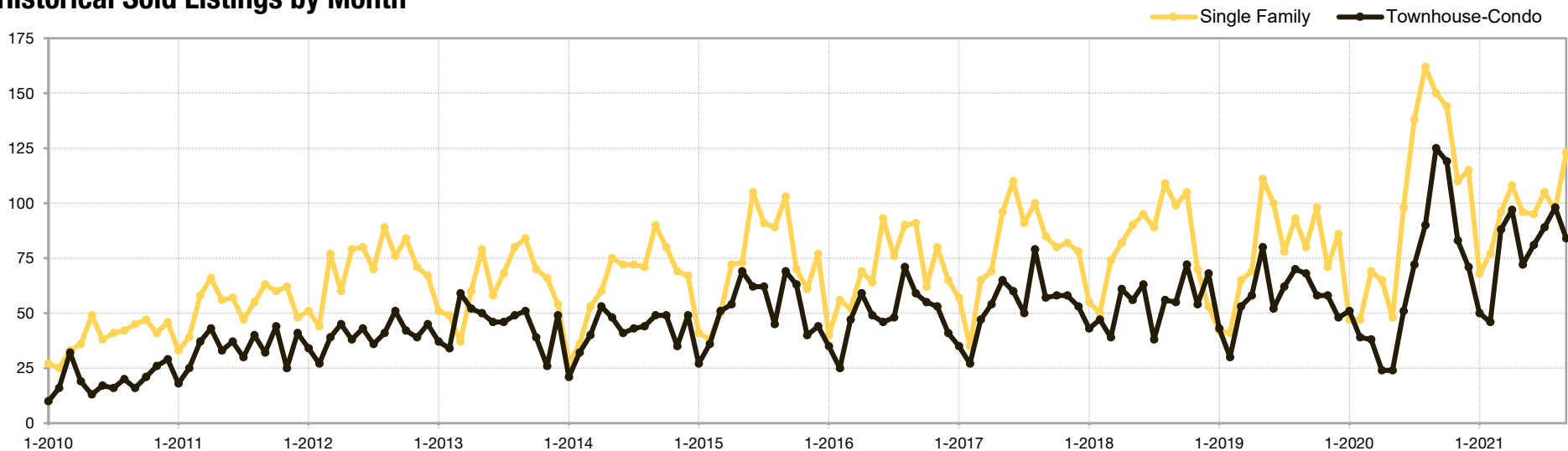


## September



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	97	-40.1%	98	+8.9%
Sep-2021	123	-18.0%	84	-32.8%

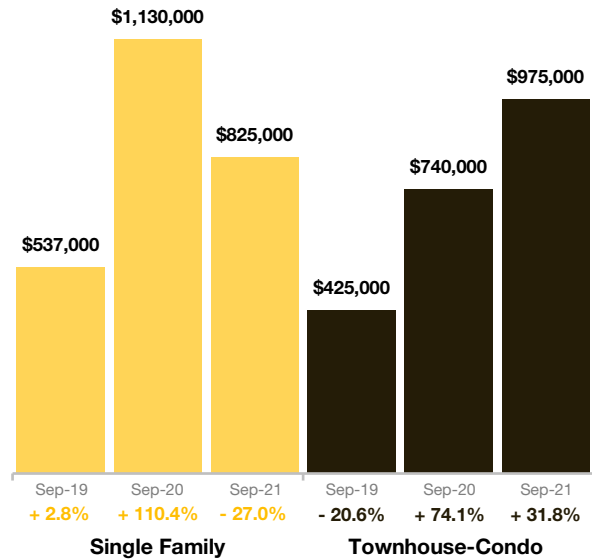
## Historical Sold Listings by Month



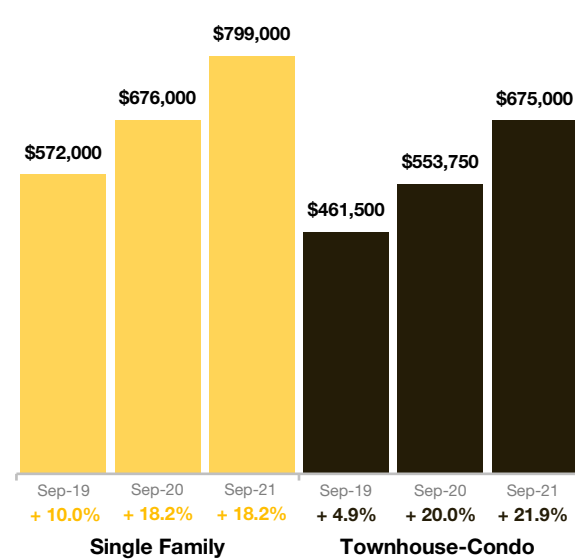
# Median Sales Price



## September

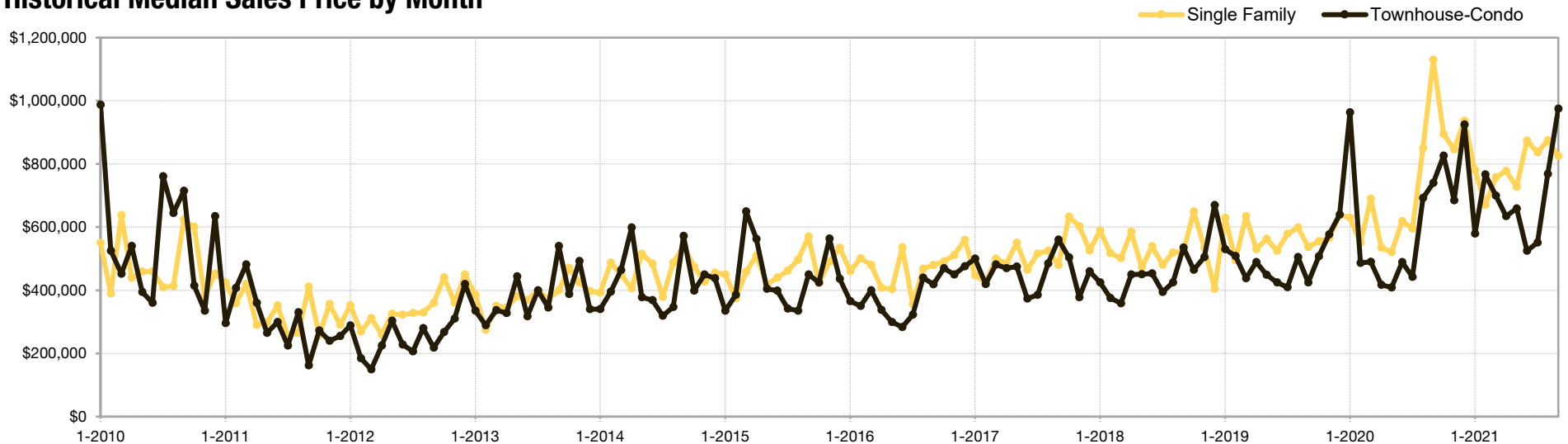


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	\$768,066	+10.9%
<b>Sep-2021</b>	<b>\$825,000</b>	<b>-27.0%</b>	<b>\$975,000</b>	<b>+31.8%</b>

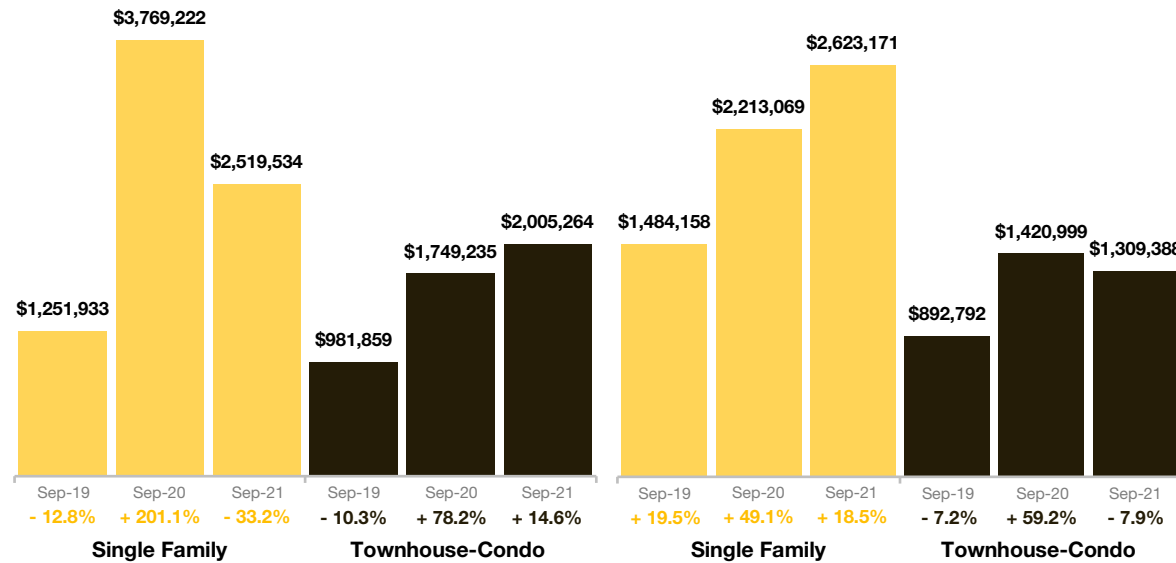
## Historical Median Sales Price by Month



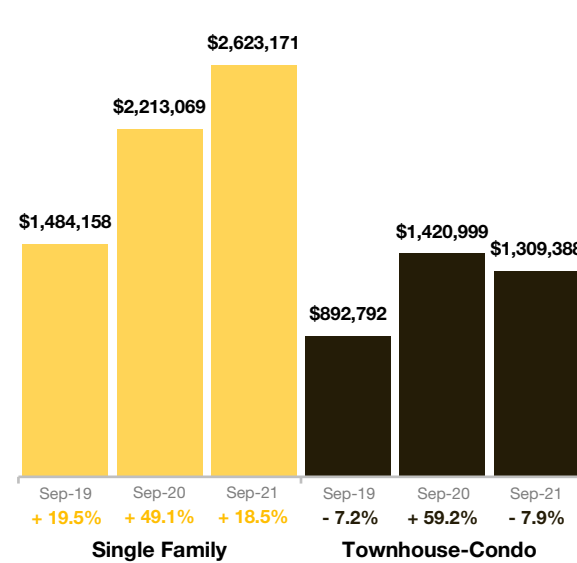
# Average Sales Price



## September

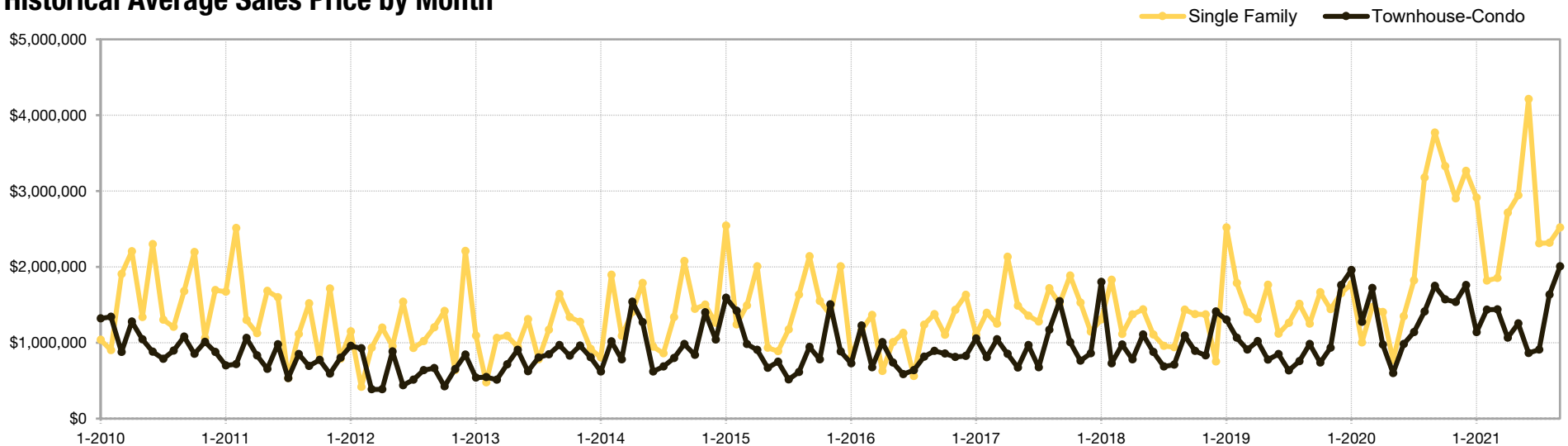


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$2,317,316	-27.0%	\$1,635,387	+15.9%
<b>Sep-2021</b>	<b>\$2,519,534</b>	<b>-33.2%</b>	<b>\$2,005,264</b>	<b>+14.6%</b>

## Historical Average Sales Price by Month

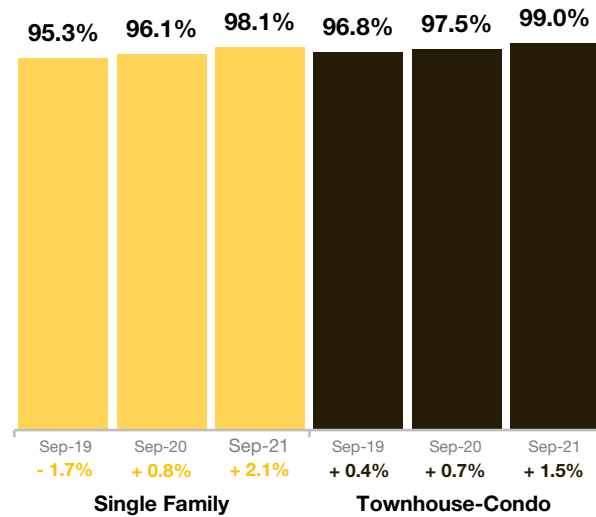




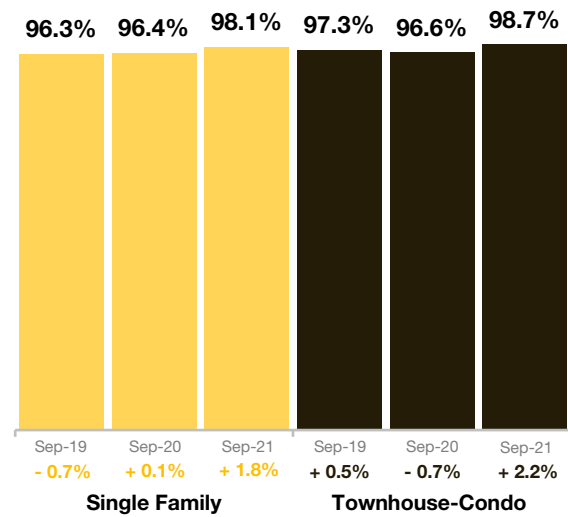
# Percent of List Price Received



## September

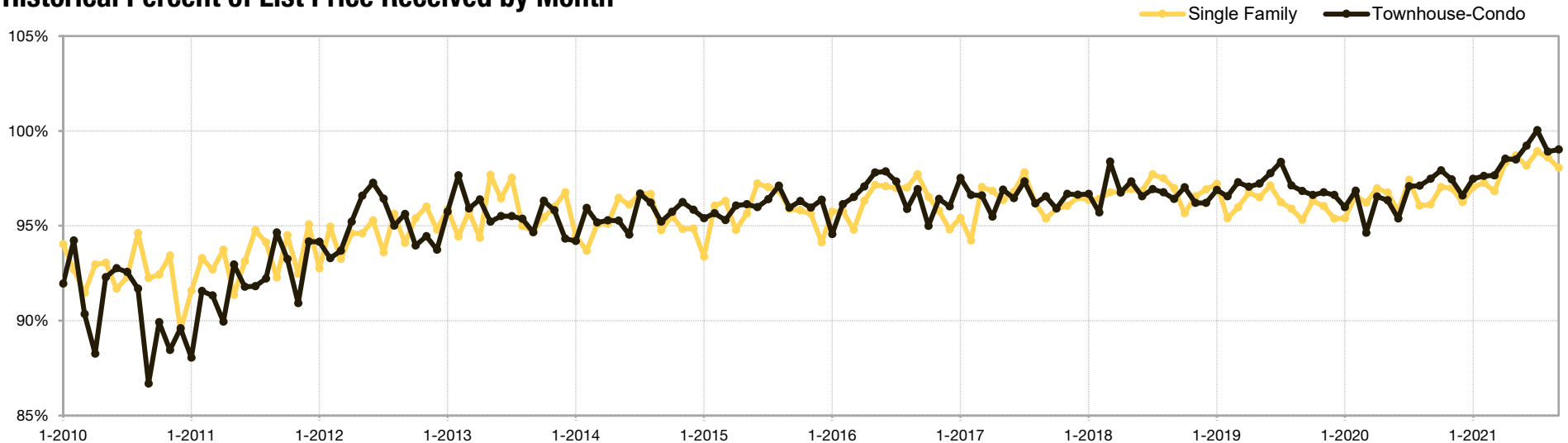


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
<b>Sep-2021</b>	<b>98.1%</b>	<b>+2.1%</b>	<b>99.0%</b>	<b>+1.5%</b>

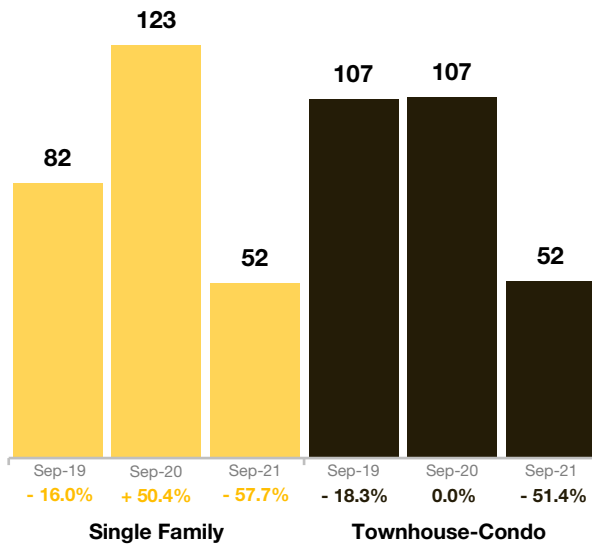
## Historical Percent of List Price Received by Month



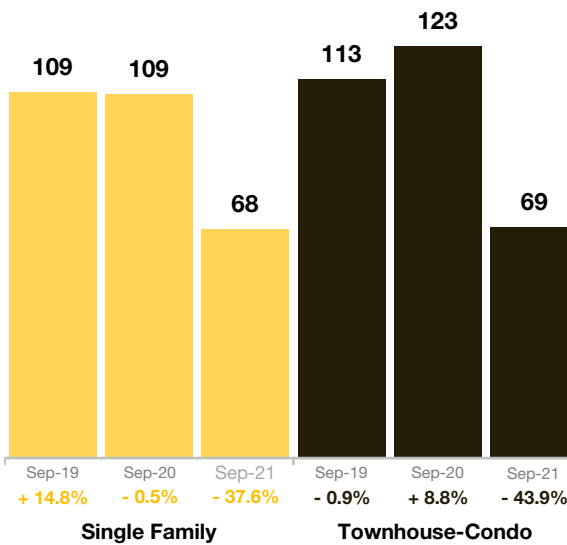
# Days on Market Until Sale



## September

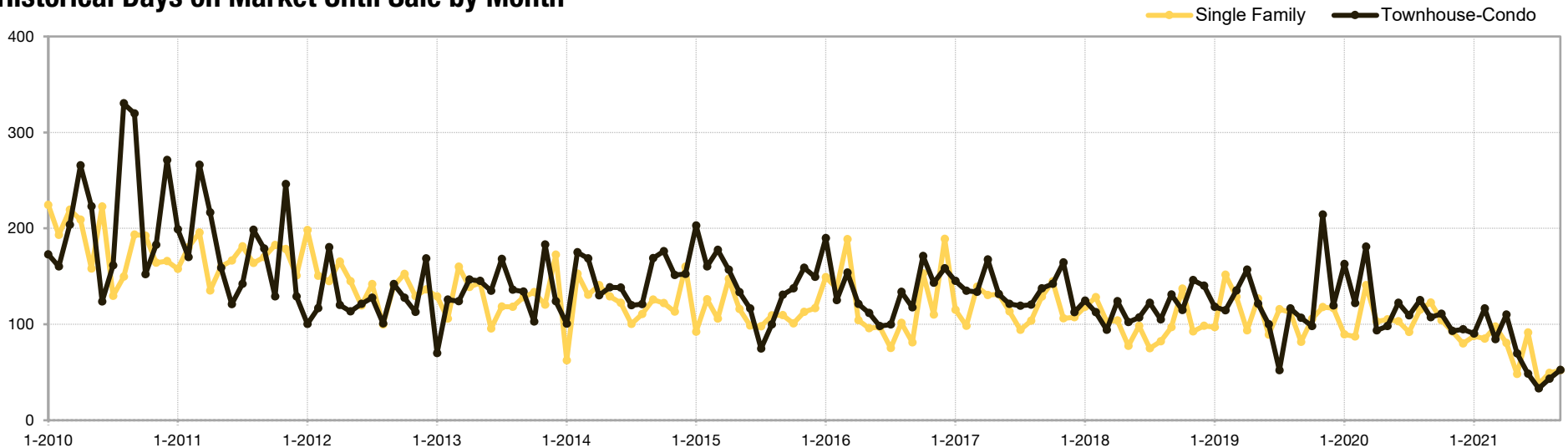


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	43	-65.6%
Sep-2021	52	-57.7%	52	-51.4%

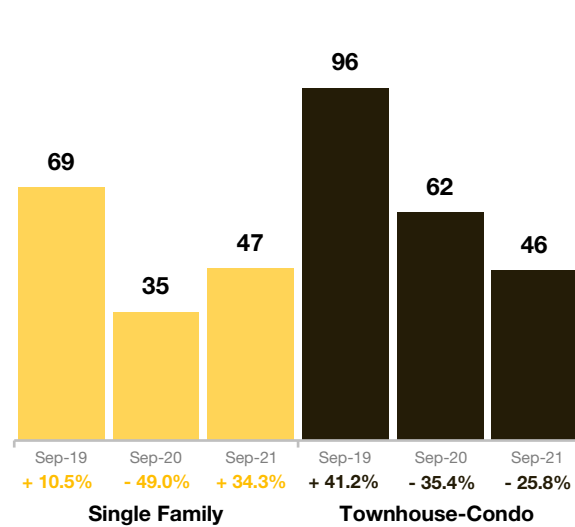
## Historical Days on Market Until Sale by Month



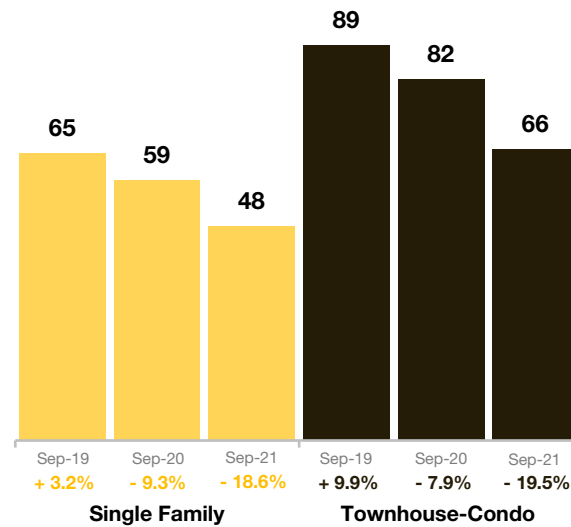
# Housing Affordability Index



## September

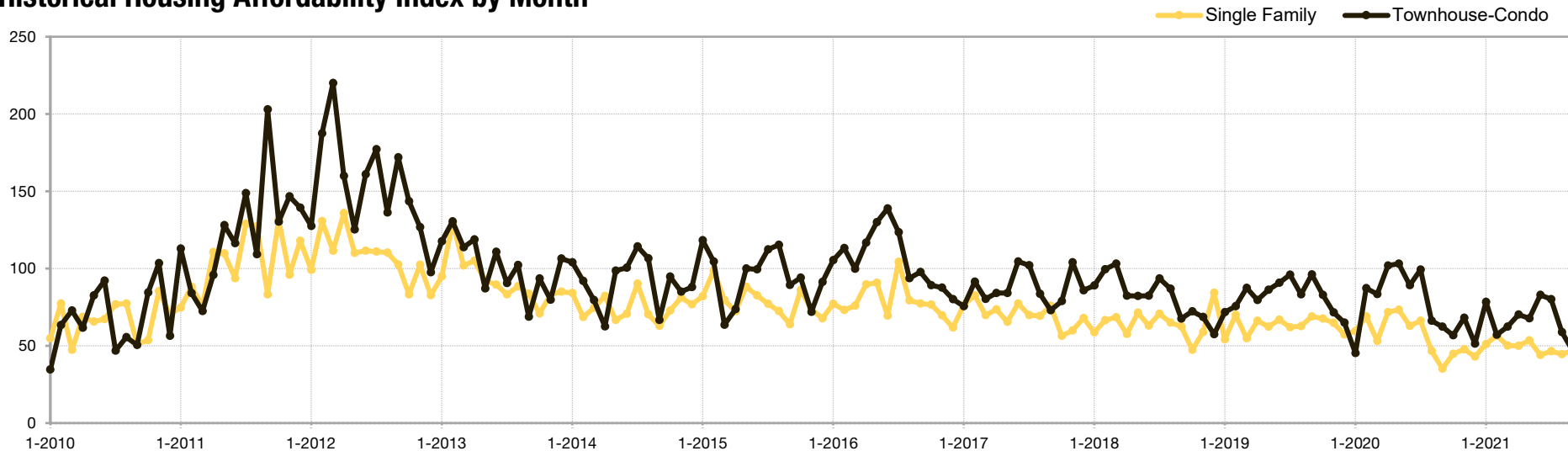


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Sep-2021	47	+34.3%	46	-25.8%

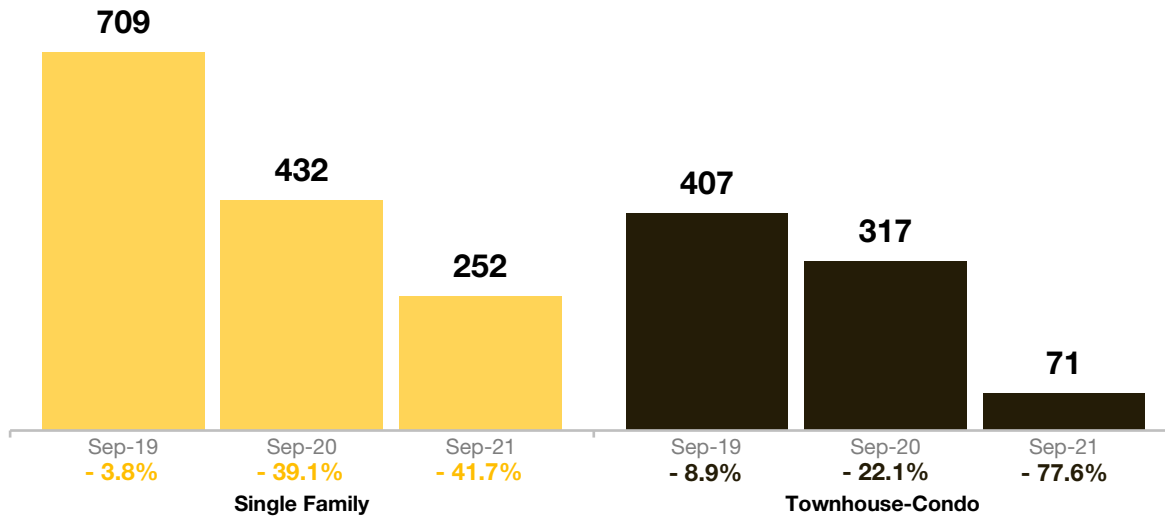
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

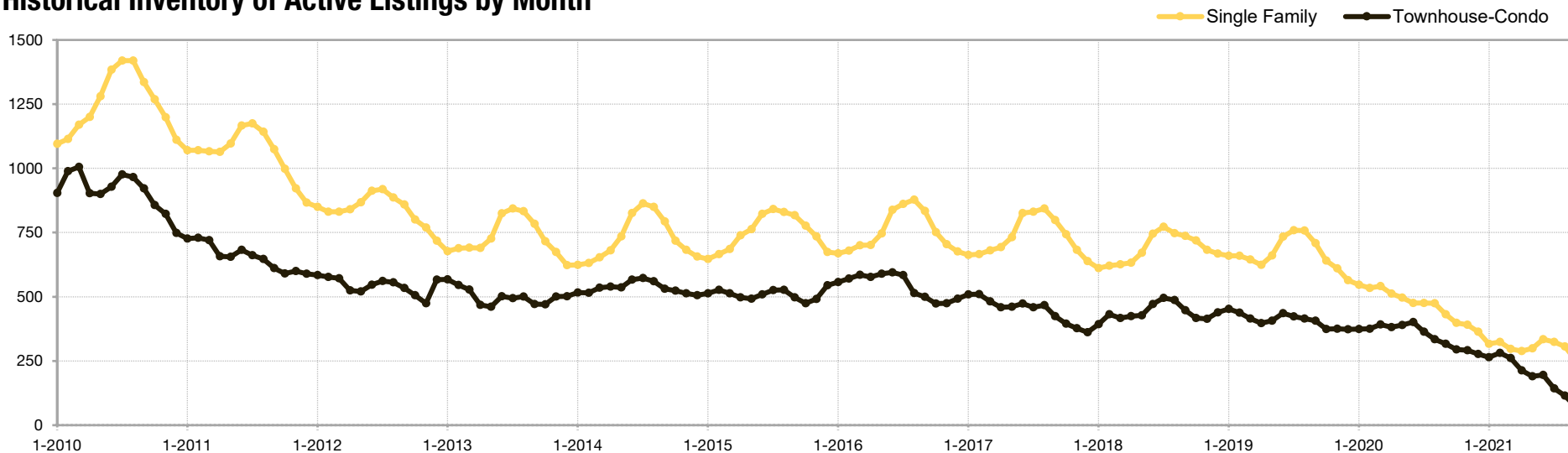


## September



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	398	-37.9%	295	-21.1%
Nov-2020	391	-35.9%	291	-22.4%
Dec-2020	364	-35.5%	277	-25.7%
Jan-2021	317	-42.0%	264	-29.4%
Feb-2021	324	-39.3%	281	-25.1%
Mar-2021	297	-45.1%	261	-33.4%
Apr-2021	288	-43.8%	213	-44.1%
May-2021	299	-39.7%	190	-51.3%
Jun-2021	334	-29.7%	195	-51.4%
Jul-2021	324	-31.9%	143	-60.7%
Aug-2021	306	-35.4%	115	-65.6%
Sep-2021	252	-41.7%	71	-77.6%

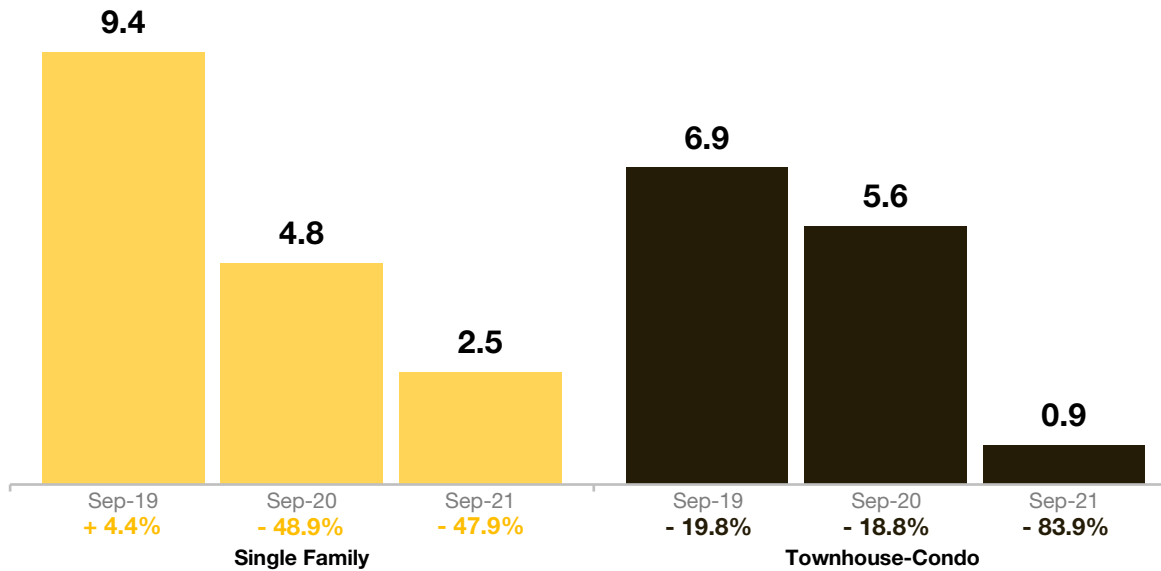
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

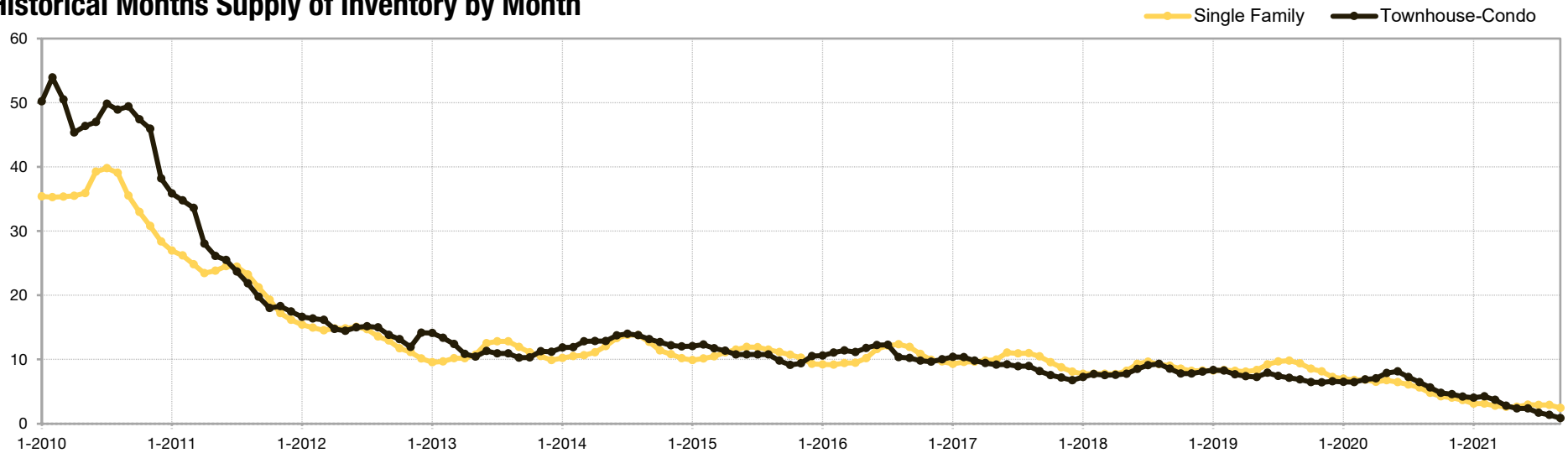


## September



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	4.2	-50.6%	4.8	-25.0%
Nov-2020	4.0	-50.6%	4.6	-28.1%
Dec-2020	3.7	-48.6%	4.2	-36.4%
Jan-2021	3.1	-55.7%	4.0	-38.5%
Feb-2021	3.1	-54.4%	4.3	-33.8%
Mar-2021	2.8	-58.8%	3.7	-46.4%
Apr-2021	2.6	-60.0%	2.8	-60.6%
May-2021	2.6	-61.2%	2.4	-69.6%
Jun-2021	2.9	-55.4%	2.4	-70.4%
Jul-2021	2.9	-52.5%	1.7	-76.7%
Aug-2021	2.9	-48.2%	1.4	-78.5%
Sep-2021	2.5	-47.9%	0.9	-83.9%

## 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.

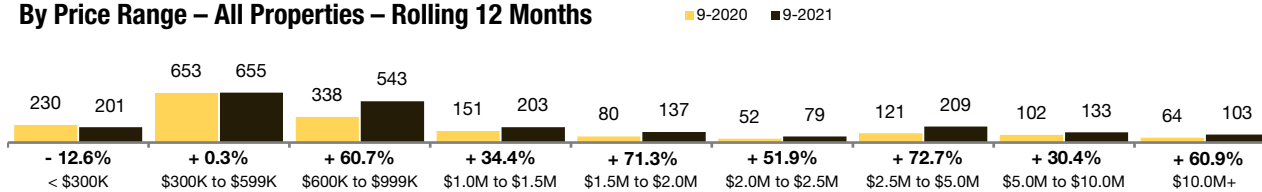
Key Metrics	Historical Sparkbars	9-2020	9-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		223	179	- 19.7%	1,901	1,917	+ 0.8%
<b>Pending Sales</b>		222	207	- 6.8%	1,624	1,804	+ 11.1%
<b>Sold Listings</b>		282	210	- 25.5%	1,365	1,606	+ 17.7%
<b>Median Sales Price</b>		\$897,500	\$855,225	- 4.7%	\$625,000	\$730,000	+ 16.8%
<b>Avg. Sales Price</b>		\$2,809,097	\$2,279,761	- 18.8%	\$1,909,309	\$2,026,075	+ 6.1%
<b>Pct. of List Price Received</b>		96.7%	98.4%	+ 1.8%	96.4%	98.3%	+ 2.0%
<b>Days on Market</b>		115	53	- 53.9%	114	70	- 38.6%
<b>Affordability Index</b>		44	45	+ 2.3%	64	53	- 17.2%
<b>Active Listings</b>		778	351	- 54.9%	--	--	--
<b>Months Supply</b>		5.2	1.9	- 63.5%	--	--	--

# Sold Listings

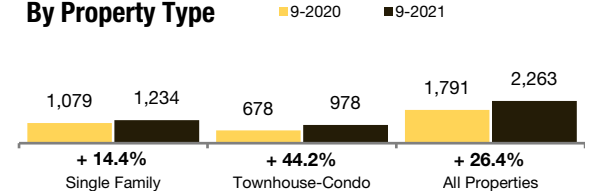
Actual sales that have closed in a given month.



## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	9-2020	9-2021	Change	9-2020	9-2021	Change
\$299,999 and Below	81	43	-46.9%	133	131	-1.5%
\$300,000 to \$599,999	411	361	-12.2%	237	285	+20.3%
\$600,000 to \$999,999	230	311	+35.2%	105	229	+118.1%
\$1,000,000 to \$1,499,999	101	112	+10.9%	47	91	+93.6%
\$1,500,00 to \$1,999,999	44	81	+84.1%	35	52	+48.6%
\$2,000,000 to \$2,499,999	22	33	+50.0%	29	46	+58.6%
\$2,500,000 to \$4,999,999	67	103	+53.7%	52	104	+100.0%
\$5,000,000 to \$9,999,999	71	97	+36.6%	30	32	+6.7%
\$10,000,000 and Above	52	93	+78.8%	10	8	-20.0%
<b>All Price Ranges</b>	<b>1,079</b>	<b>1,234</b>	<b>+14.4%</b>	<b>678</b>	<b>978</b>	<b>+44.2%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	8-2021	9-2021	Change	8-2021	9-2021	Change
\$299,999 and Below	0	4	--	12	12	0.0%
\$300,000 to \$599,999	26	29	+11.5%	22	13	-40.9%
\$600,000 to \$999,999	30	37	+23.3%	25	20	-20.0%
\$1,000,000 to \$1,499,999	8	12	+50.0%	12	13	+8.3%
\$1,500,00 to \$1,999,999	5	11	+120.0%	5	3	-40.0%
\$2,000,000 to \$2,499,999	5	4	-20.0%	6	5	-16.7%
\$2,500,000 to \$4,999,999	11	9	-18.2%	9	13	+44.4%
\$5,000,000 to \$9,999,999	8	7	-12.5%	6	4	-33.3%
\$10,000,000 and Above	4	10	+150.0%	1	1	0.0%
<b>All Price Ranges</b>	<b>97</b>	<b>123</b>	<b>+26.8%</b>	<b>98</b>	<b>84</b>	<b>-14.3%</b>

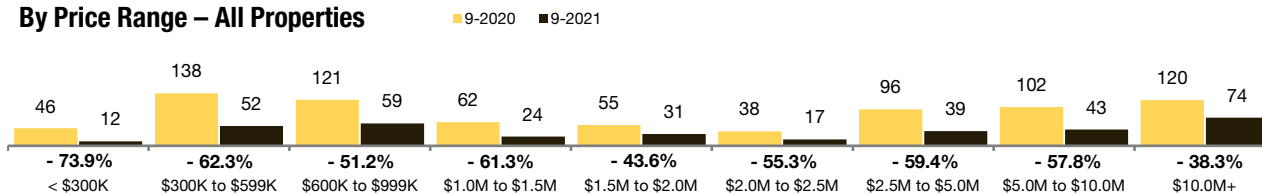
### Year to Date

By Price Range	Single Family			Condo		
	9-2020	9-2021	Change	9-2020	9-2021	Change
\$299,999 and Below	55	25	-54.5%	100	94	-6.0%
\$300,000 to \$599,999	307	262	-14.7%	176	218	+23.9%
\$600,000 to \$999,999	179	229	+27.9%	75	166	+121.3%
\$1,000,000 to \$1,499,999	76	80	+5.3%	36	65	+80.6%
\$1,500,00 to \$1,999,999	41	61	+48.8%	26	36	+38.5%
\$2,000,000 to \$2,499,999	18	26	+44.4%	24	35	+45.8%
\$2,500,000 to \$4,999,999	52	62	+19.2%	43	65	+51.2%
\$5,000,000 to \$9,999,999	50	65	+30.0%	26	23	-11.5%
\$10,000,000 and Above	46	55	+19.6%	8	3	-62.5%
<b>All Price Ranges</b>	<b>824</b>	<b>865</b>	<b>+5.0%</b>	<b>514</b>	<b>705</b>	<b>+37.2%</b>

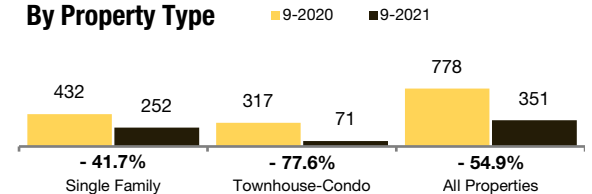
# Inventory of Active Listings

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		
	9-2020	9-2021	Change	9-2020	9-2021	Change
\$299,999 and Below	10	1	-90.0%	30	6	-80.0%
\$300,000 to \$599,999	64	40	-37.5%	72	11	-84.7%
\$600,000 to \$999,999	65	46	-29.2%	55	12	-78.2%
\$1,000,000 to \$1,499,999	22	15	-31.8%	40	8	-80.0%
\$1,500,00 to \$1,999,999	31	23	-25.8%	22	7	-68.2%
\$2,000,000 to \$2,499,999	17	13	-23.5%	20	4	-80.0%
\$2,500,000 to \$4,999,999	50	28	-44.0%	41	9	-78.0%
\$5,000,000 to \$9,999,999	77	33	-57.1%	21	9	-57.1%
\$10,000,000 and Above	96	53	-44.8%	16	5	-68.8%
<b>All Price Ranges</b>	<b>432</b>	<b>252</b>	<b>-41.7%</b>	<b>317</b>	<b>71</b>	<b>-77.6%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	8-2021	9-2021	Change	8-2021	9-2021	Change
\$299,999 and Below	2	1	-50.0%	5	6	+20.0%
\$300,000 to \$599,999	50	40	-20.0%	19	11	-42.1%
\$600,000 to \$999,999	54	46	-14.8%	16	12	-25.0%
\$1,000,000 to \$1,499,999	18	15	-16.7%	16	8	-50.0%
\$1,500,00 to \$1,999,999	22	23	+4.5%	12	7	-41.7%
\$2,000,000 to \$2,499,999	15	13	-13.3%	10	4	-60.0%
\$2,500,000 to \$4,999,999	36	28	-22.2%	14	9	-35.7%
\$5,000,000 to \$9,999,999	40	33	-17.5%	14	9	-35.7%
\$10,000,000 and Above	69	53	-23.2%	9	5	-44.4%
<b>All Price Ranges</b>	<b>306</b>	<b>252</b>	<b>-17.6%</b>	<b>115</b>	<b>71</b>	<b>-38.3%</b>

### Year to Date

By Price Range	Single Family			Condo		
	9-2020	9-2021	Change	9-2020	9-2021	Change
\$299,999 and Below	10	1	-90.0%	30	6	-80.0%
\$300,000 to \$599,999	64	40	-37.5%	72	11	-84.7%
\$600,000 to \$999,999	65	46	-29.2%	55	12	-78.2%
\$1,000,000 to \$1,499,999	22	15	-31.8%	40	8	-80.0%
\$1,500,00 to \$1,999,999	31	23	-25.8%	22	7	-68.2%
\$2,000,000 to \$2,499,999	17	13	-23.5%	20	4	-80.0%
\$2,500,000 to \$4,999,999	50	28	-44.0%	41	9	-78.0%
\$5,000,000 to \$9,999,999	77	33	-57.1%	21	9	-57.1%
\$10,000,000 and Above	96	53	-44.8%	16	5	-68.8%
<b>All Price Ranges</b>	<b>432</b>	<b>252</b>	<b>-41.7%</b>	<b>317</b>	<b>71</b>	<b>-77.6%</b>

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®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	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.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	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.
<b>Inventory of Active Listings</b>	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.
<b>Months Supply of Inventory</b>	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.