

# Monthly Indicators



## April 2021

Percent changes calculated using year-over-year comparisons.

New Listings were up 28.4 percent for single family homes and 80.0 percent for townhouse-condo properties. Pending Sales increased 71.2 percent for single family homes and 135.3 percent for townhouse-condo properties.

The Median Sales Price was up 21.5 percent to \$527,450 for single family homes and 23.8 percent to \$299,000 for townhouse-condo properties. Days on Market decreased 52.9 percent for single family homes and 13.5 percent for townhouse-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

<b>+ 62.8%</b>	<b>+ 24.7%</b>	<b>- 62.2%</b>
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

Residential real estate activity in Garfield County 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		67	86	+ 28.4%	289	334	+ 15.6%
Pending Sales		52	89	+ 71.2%	220	346	+ 57.3%
Sold Listings		64	92	+ 43.8%	211	292	+ 38.4%
Median Sales Price		\$434,000	\$527,450	+ 21.5%	\$450,000	\$526,000	+ 16.9%
Avg. Sales Price		\$577,254	\$722,182	+ 25.1%	\$565,291	\$724,511	+ 28.2%
Pct. of List Price Received		97.8%	99.2%	+ 1.4%	97.5%	98.3%	+ 0.8%
Days on Market		87	41	- 52.9%	89	49	- 44.9%
Affordability Index		89	74	- 16.9%	85	74	- 12.9%
Active Listings		263	103	- 60.8%	--	--	--
Months Supply		3.8	1.2	- 68.4%	--	--	--

# Townhouse-Condo Market Overview

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

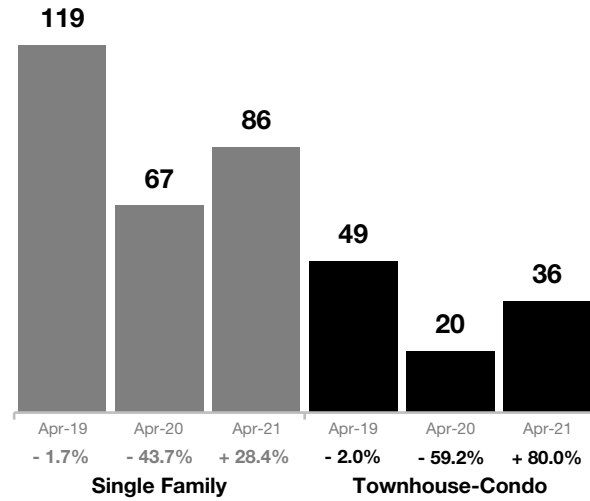


Key Metrics	Historical Sparkbars	4-2020	4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		20	36	+ 80.0%	111	107	- 3.6%
Pending Sales		17	40	+ 135.3%	72	127	+ 76.4%
Sold Listings		14	35	+ 150.0%	72	103	+ 43.1%
Median Sales Price		\$241,500	\$299,000	+ 23.8%	\$312,250	\$333,500	+ 6.8%
Avg. Sales Price		\$253,000	\$375,190	+ 48.3%	\$345,646	\$403,682	+ 16.8%
Pct. of List Price Received		97.4%	100.5%	+ 3.2%	98.6%	100.0%	+ 1.4%
Days on Market		52	45	- 13.5%	74	58	- 21.6%
Affordability Index		159	130	- 18.2%	123	117	- 4.9%
Active Listings		102	35	- 65.7%	--	--	--
Months Supply		3.6	1.2	- 66.7%	--	--	--

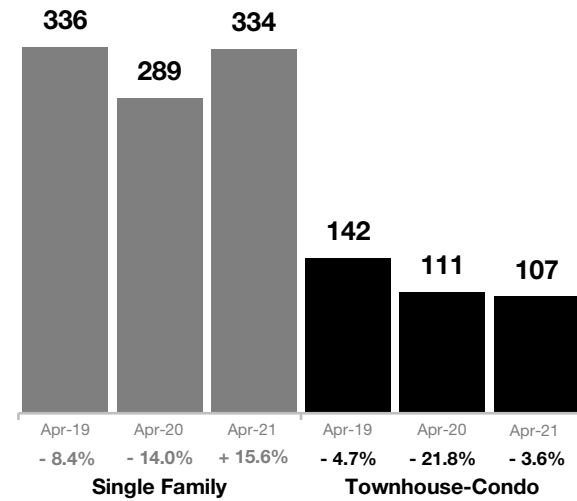
# New Listings



## April

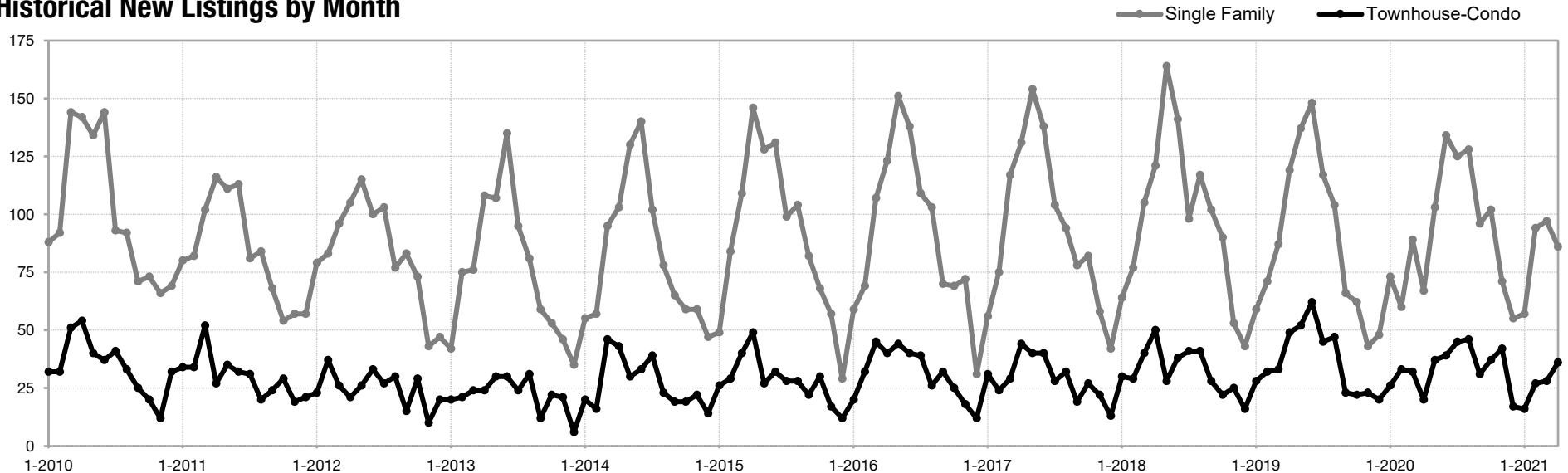


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	103	-24.8%	37	-28.8%
Jun-2020	134	-9.5%	39	-37.1%
Jul-2020	125	+6.8%	45	0.0%
Aug-2020	128	+23.1%	46	-2.1%
Sep-2020	96	+45.5%	31	+34.8%
Oct-2020	102	+64.5%	37	+68.2%
Nov-2020	71	+65.1%	42	+82.6%
Dec-2020	55	+14.6%	17	-15.0%
Jan-2021	57	-21.9%	16	-38.5%
Feb-2021	94	+56.7%	27	-18.2%
Mar-2021	97	+9.0%	28	-12.5%
<b>Apr-2021</b>	<b>86</b>	<b>+28.4%</b>	<b>36</b>	<b>+80.0%</b>

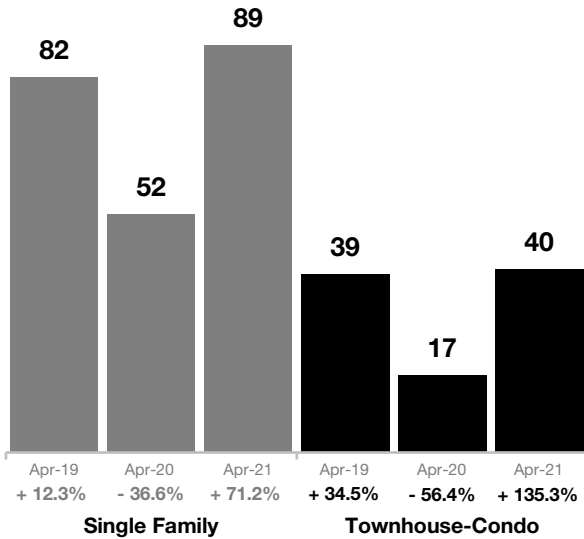
## Historical New Listings by Month



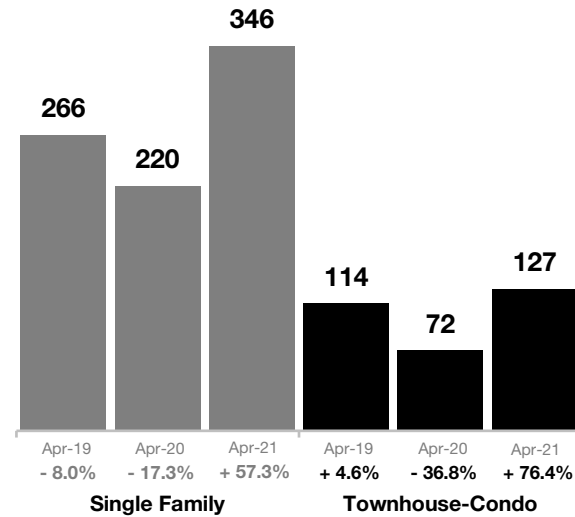
# Pending Sales



## April

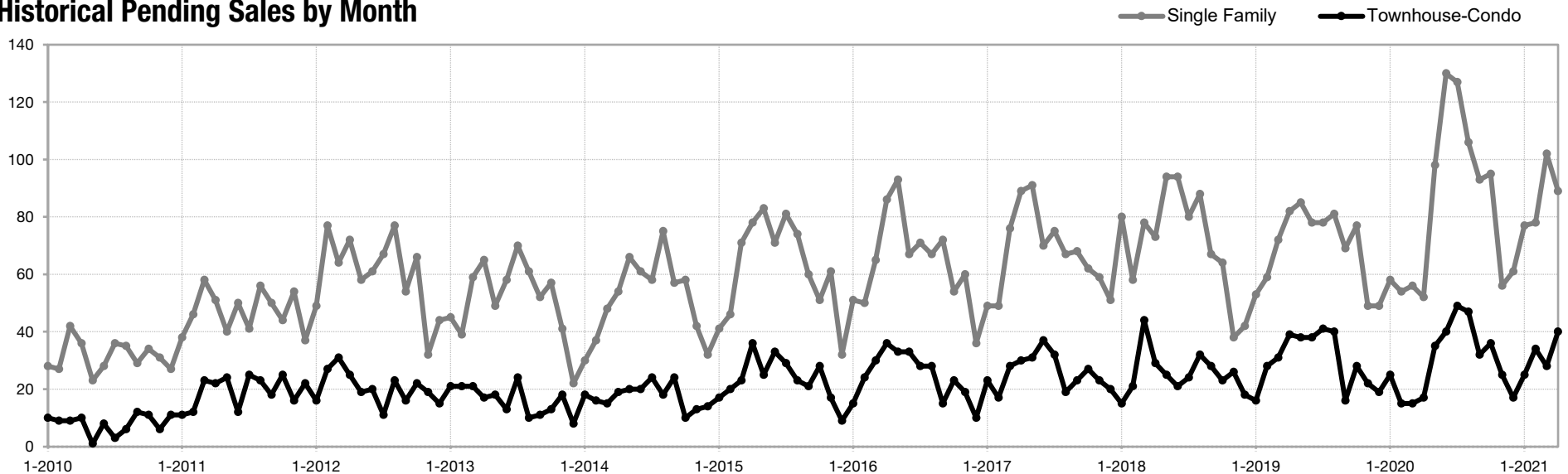


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	98	+15.3%	35	-7.9%
Jun-2020	130	+66.7%	40	+5.3%
Jul-2020	127	+62.8%	49	+19.5%
Aug-2020	106	+30.9%	47	+17.5%
Sep-2020	93	+34.8%	32	+100.0%
Oct-2020	95	+23.4%	36	+28.6%
Nov-2020	56	+14.3%	25	+13.6%
Dec-2020	61	+24.5%	17	-10.5%
Jan-2021	77	+32.8%	25	0.0%
Feb-2021	78	+44.4%	34	+126.7%
Mar-2021	102	+82.1%	28	+86.7%
<b>Apr-2021</b>	<b>89</b>	<b>+71.2%</b>	<b>40</b>	<b>+135.3%</b>

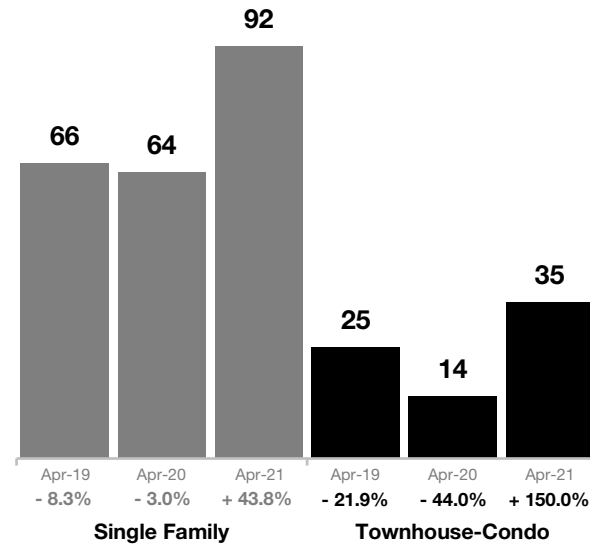
## Historical Pending Sales by Month



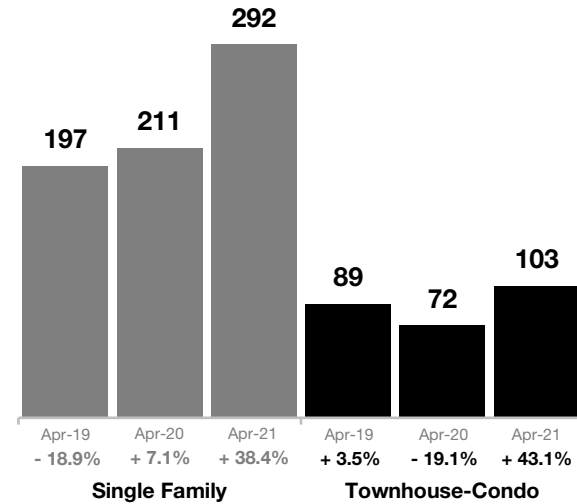
# Sold Listings



## April

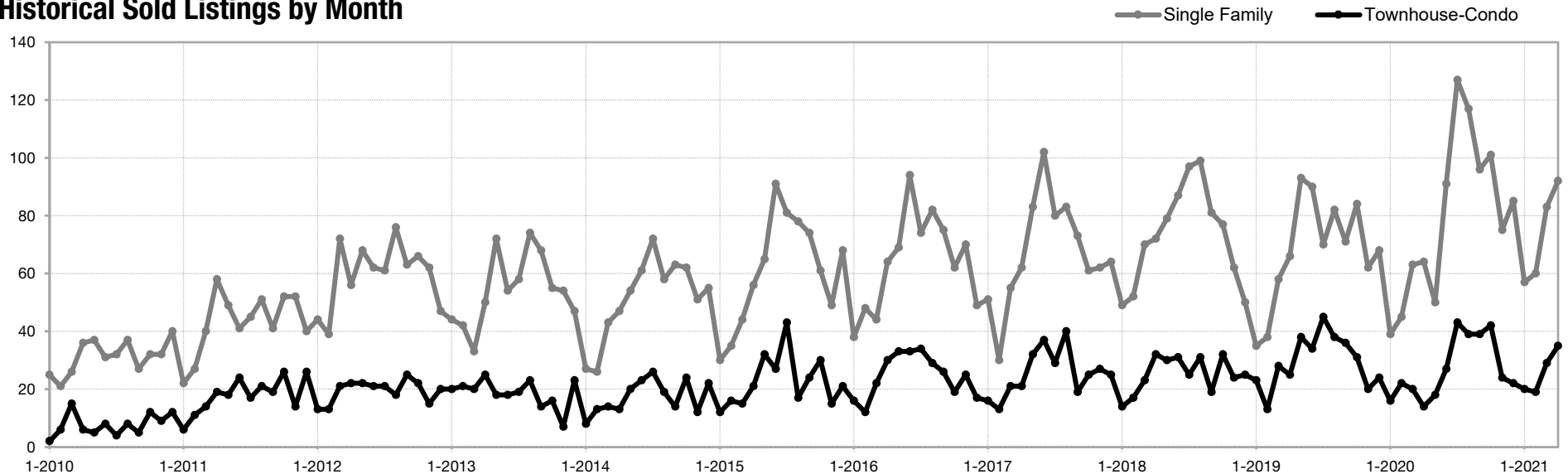


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	50	-46.2%	18	-52.6%
Jun-2020	91	+1.1%	27	-20.6%
Jul-2020	127	+81.4%	43	-4.4%
Aug-2020	117	+42.7%	39	+2.6%
Sep-2020	96	+35.2%	39	+8.3%
Oct-2020	101	+20.2%	42	+35.5%
Nov-2020	75	+21.0%	24	+20.0%
Dec-2020	85	+25.0%	22	-8.3%
Jan-2021	57	+46.2%	20	+25.0%
Feb-2021	60	+33.3%	19	-13.6%
Mar-2021	83	+31.7%	29	+45.0%
<b>Apr-2021</b>	<b>92</b>	<b>+43.8%</b>	<b>35</b>	<b>+150.0%</b>

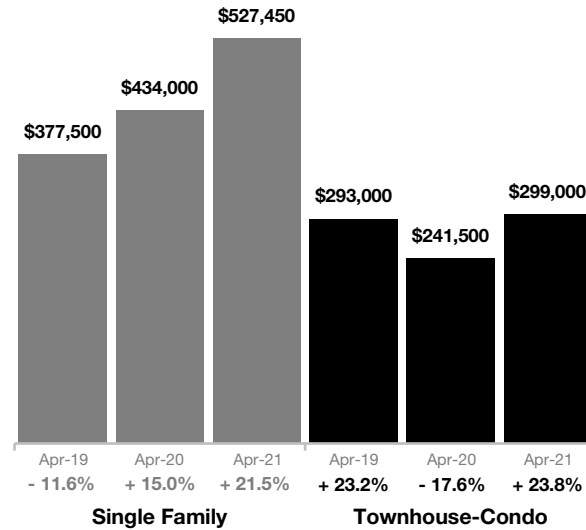
## Historical Sold Listings by Month



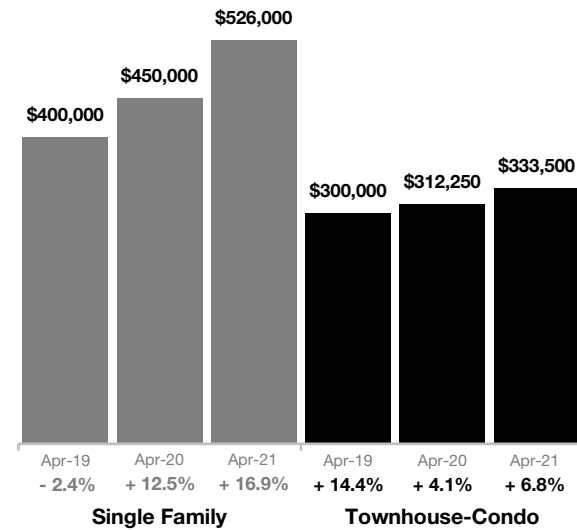
# Median Sales Price



## April

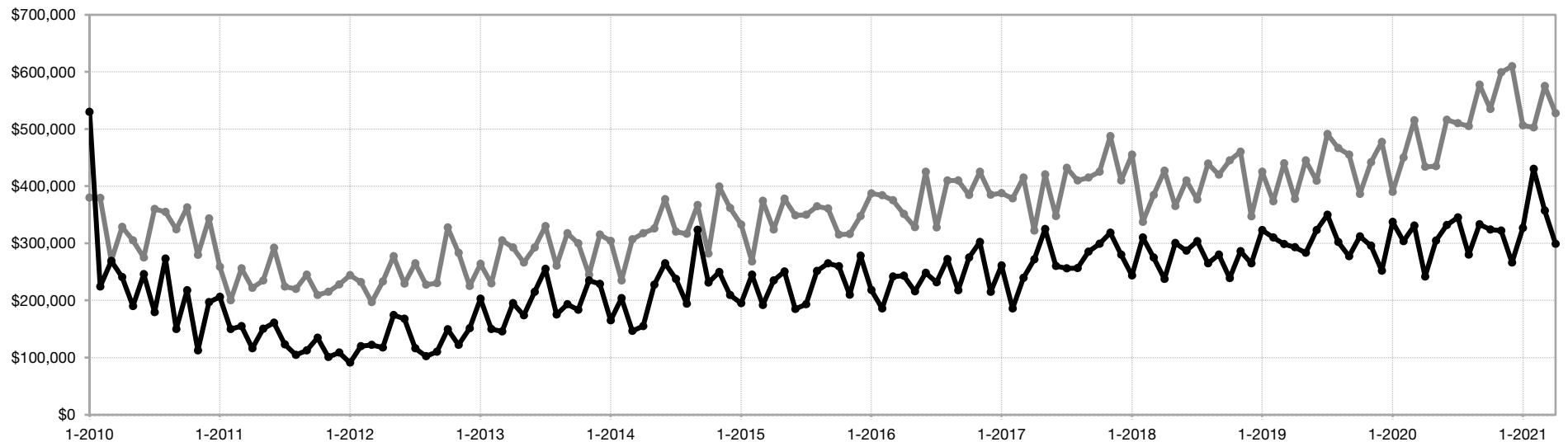


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	\$434,950	-2.3%	\$304,500	+7.4%
Jun-2020	\$516,000	+26.0%	\$332,000	+2.8%
Jul-2020	\$510,000	+3.8%	\$345,100	-1.4%
Aug-2020	\$505,000	+8.3%	\$280,000	-7.3%
Sep-2020	\$577,500	+26.9%	\$333,000	+20.0%
Oct-2020	\$535,000	+38.4%	\$323,750	+3.8%
Nov-2020	\$599,000	+35.7%	\$322,000	+8.9%
Dec-2020	\$610,000	+27.7%	\$266,000	+5.6%
Jan-2021	\$506,300	+29.9%	\$326,700	-3.2%
Feb-2021	\$502,500	+11.7%	\$430,000	+41.7%
Mar-2021	\$575,000	+11.7%	\$357,000	+7.9%
<b>Apr-2021</b>	<b>\$527,450</b>	<b>+21.5%</b>	<b>\$299,000</b>	<b>+23.8%</b>

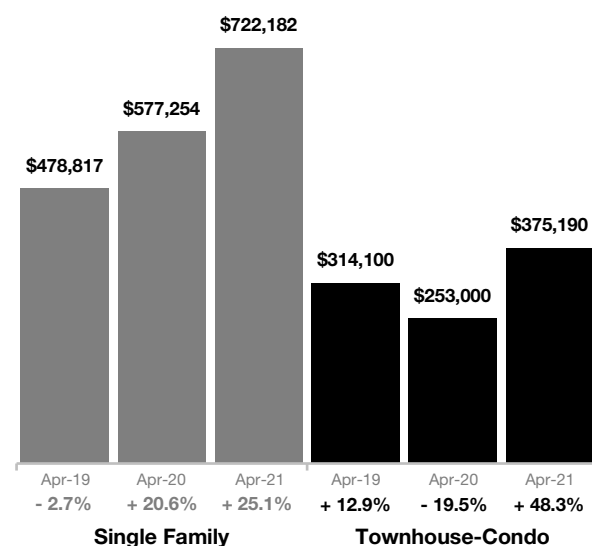
## Historical Median Sales Price by Month



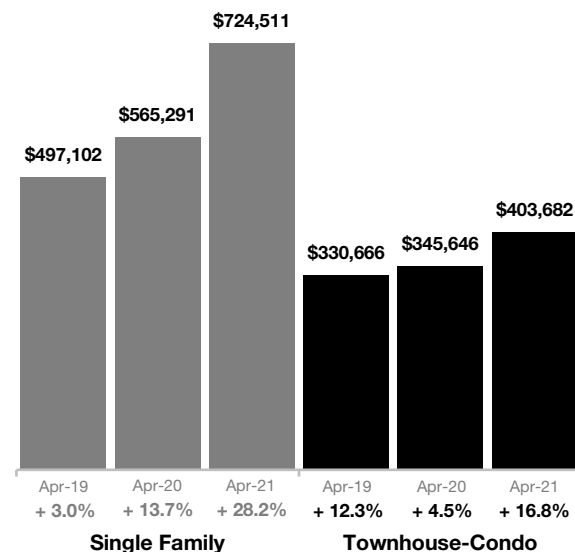
# Average Sales Price



## April

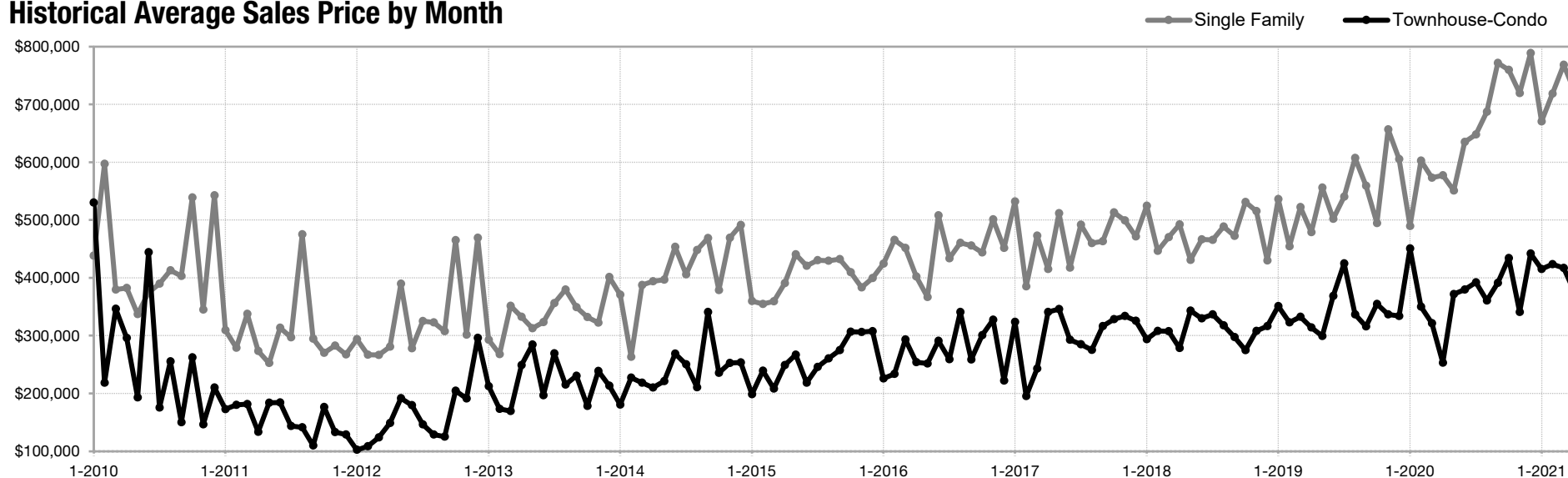


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	\$551,138	-0.9%	\$371,728	+24.2%
Jun-2020	\$635,200	+26.5%	\$379,491	+3.0%
Jul-2020	\$648,089	+20.0%	\$392,109	-7.7%
Aug-2020	\$687,392	+13.2%	\$360,497	+7.2%
Sep-2020	\$771,626	+37.9%	\$391,002	+23.7%
Oct-2020	\$759,855	+53.6%	\$433,960	+22.4%
Nov-2020	\$719,682	+9.6%	\$340,840	+1.3%
Dec-2020	\$788,976	+30.3%	\$441,714	+32.3%
Jan-2021	\$670,389	+36.9%	\$415,370	-7.9%
Feb-2021	\$718,539	+19.2%	\$423,622	+21.1%
Mar-2021	\$768,580	+34.1%	\$416,943	+29.7%
<b>Apr-2021</b>	<b>\$722,182</b>	<b>+25.1%</b>	<b>\$375,190</b>	<b>+48.3%</b>

## Historical Average Sales Price by Month



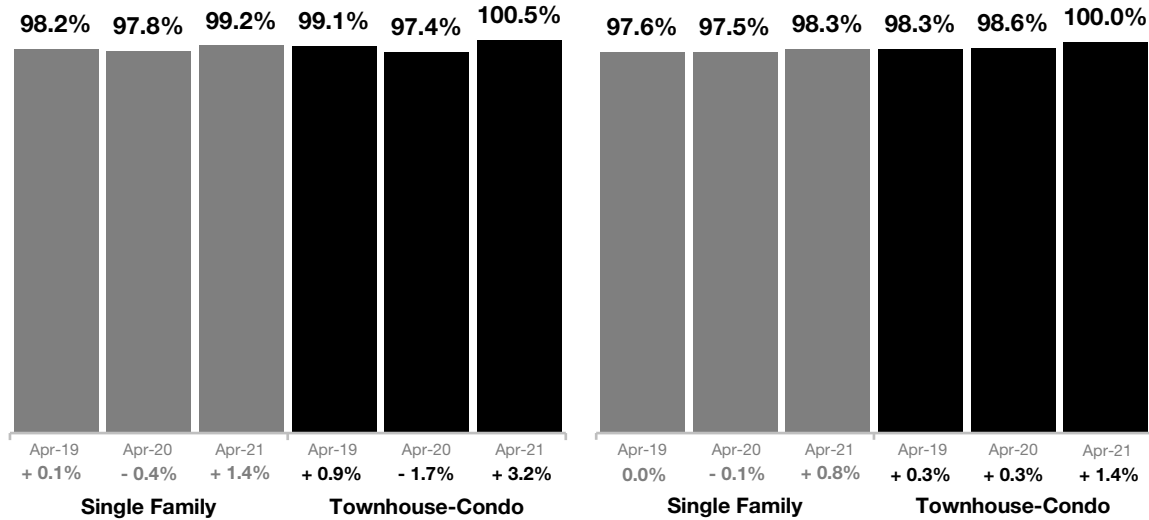


# Percent of List Price Received



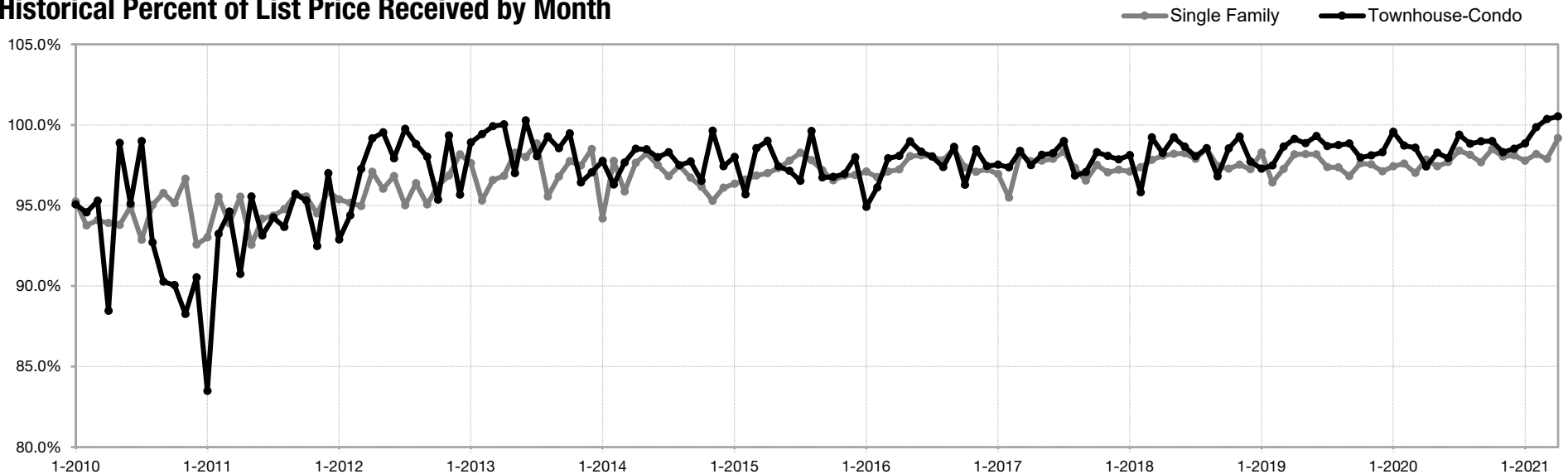
## April

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	97.4%	-0.8%	98.3%	-0.6%
Jun-2020	97.7%	-0.5%	97.9%	-1.4%
Jul-2020	98.4%	+1.0%	99.4%	+0.7%
Aug-2020	98.1%	+0.7%	98.8%	+0.1%
Sep-2020	97.7%	+0.9%	99.0%	+0.2%
Oct-2020	98.5%	+0.9%	99.0%	+1.0%
Nov-2020	98.0%	+0.5%	98.3%	+0.2%
Dec-2020	98.1%	+1.0%	98.5%	+0.2%
Jan-2021	97.8%	+0.4%	98.8%	-0.8%
Feb-2021	98.2%	+0.6%	99.8%	+1.1%
Mar-2021	97.9%	+0.9%	100.4%	+1.8%
<b>Apr-2021</b>	<b>99.2%</b>	<b>+1.4%</b>	<b>100.5%</b>	<b>+3.2%</b>

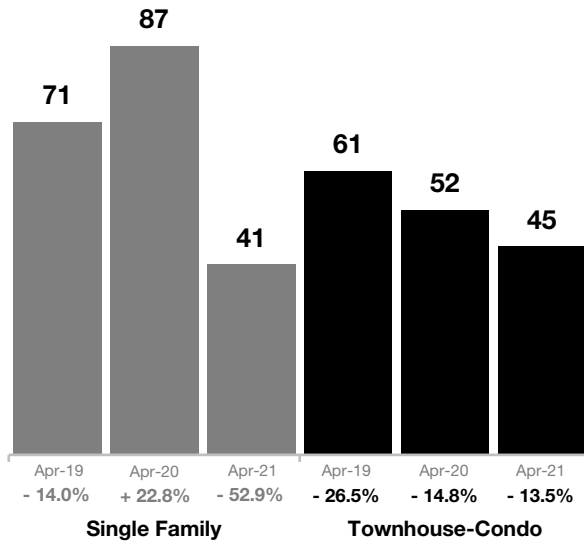
## Historical Percent of List Price Received by Month



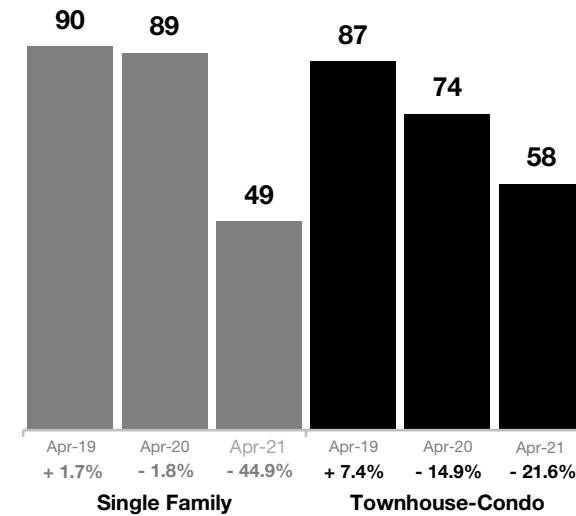
# Days on Market Until Sale



## April

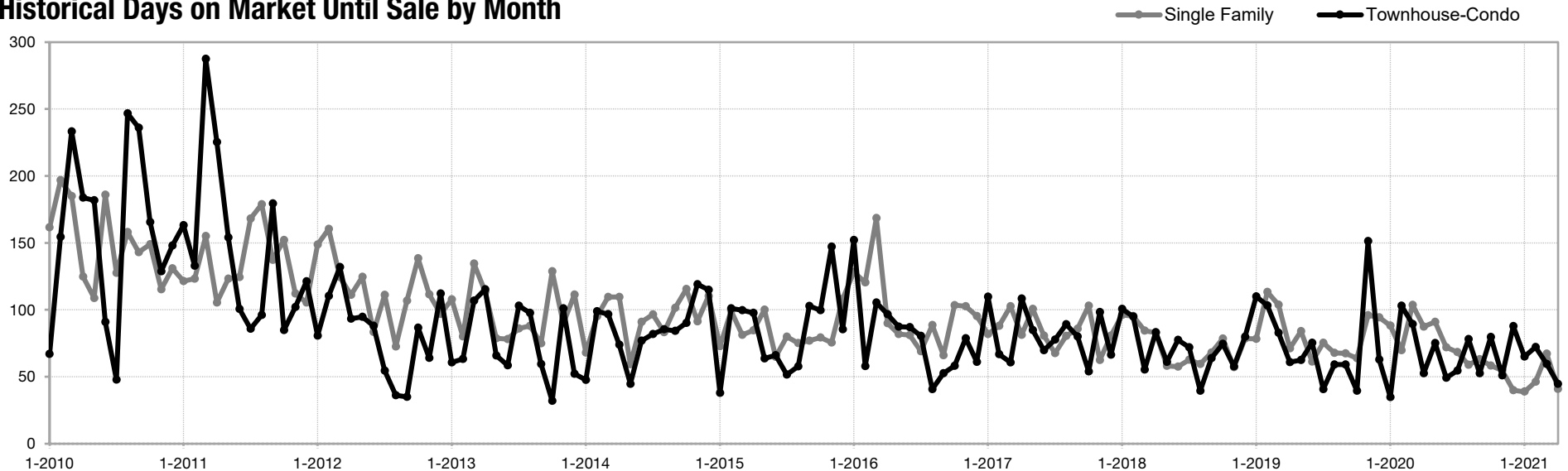


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	91	+8.3%	75	+21.0%
Jun-2020	72	+18.0%	49	-34.7%
Jul-2020	68	-9.3%	54	+31.7%
Aug-2020	59	-13.2%	78	+32.2%
Sep-2020	63	-6.0%	52	-11.9%
Oct-2020	58	-9.4%	80	+105.1%
Nov-2020	55	-42.7%	51	-66.2%
Dec-2020	40	-57.4%	88	+39.7%
Jan-2021	39	-55.7%	65	+85.7%
Feb-2021	46	-34.3%	72	-30.1%
Mar-2021	67	-35.6%	59	-33.7%
<b>Apr-2021</b>	<b>41</b>	<b>-52.9%</b>	<b>45</b>	<b>-13.5%</b>

## Historical Days on Market Until Sale by Month

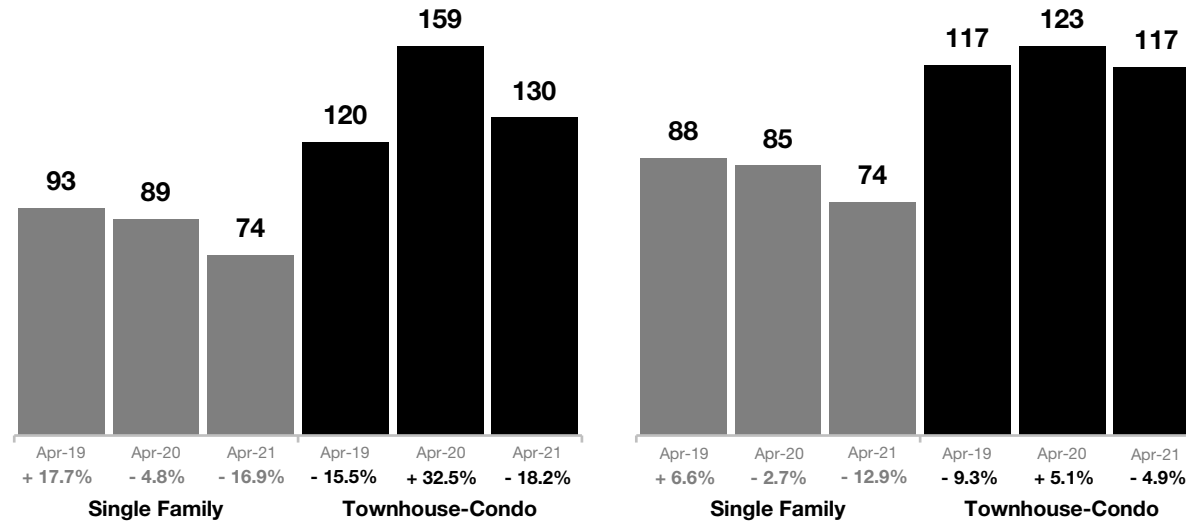


# Housing Affordability Index



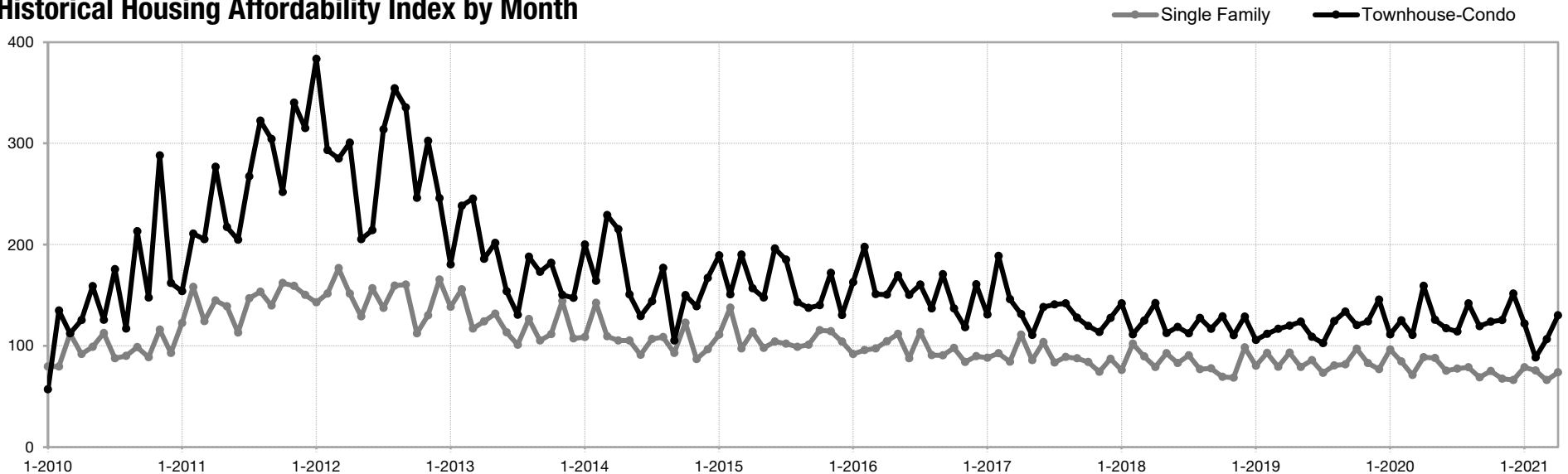
April

Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	88	+11.4%	126	+1.6%
Jun-2020	75	-12.8%	117	+7.3%
Jul-2020	77	+5.5%	114	+10.7%
Aug-2020	79	-1.3%	142	+14.5%
Sep-2020	69	-14.8%	119	-11.2%
Oct-2020	75	-22.7%	124	+3.3%
Nov-2020	67	-19.3%	125	+0.8%
Dec-2020	66	-14.3%	152	+4.8%
Jan-2021	79	-17.7%	122	+9.9%
Feb-2021	76	-9.5%	88	-29.6%
Mar-2021	66	-7.0%	106	-4.5%
<b>Apr-2021</b>	<b>74</b>	<b>-16.9%</b>	<b>130</b>	<b>-18.2%</b>

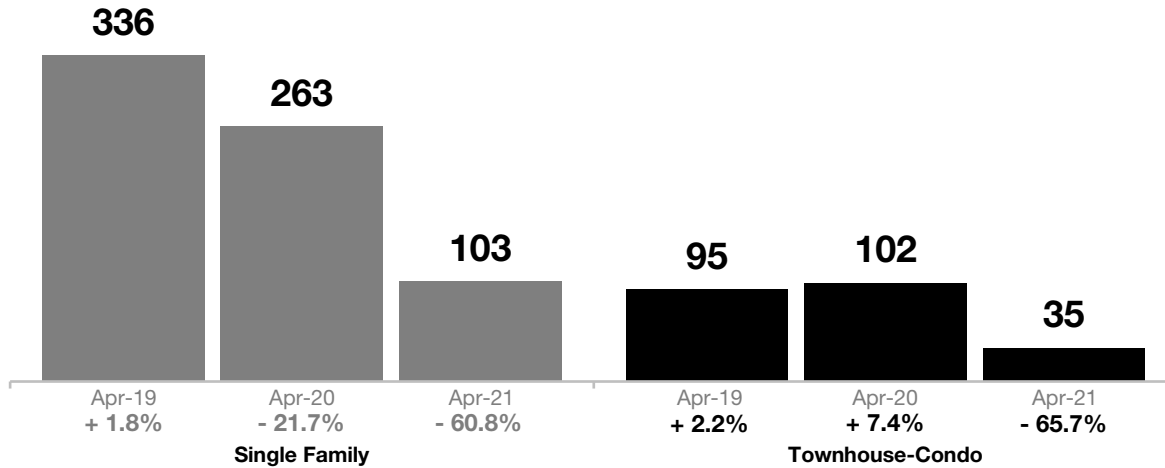
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

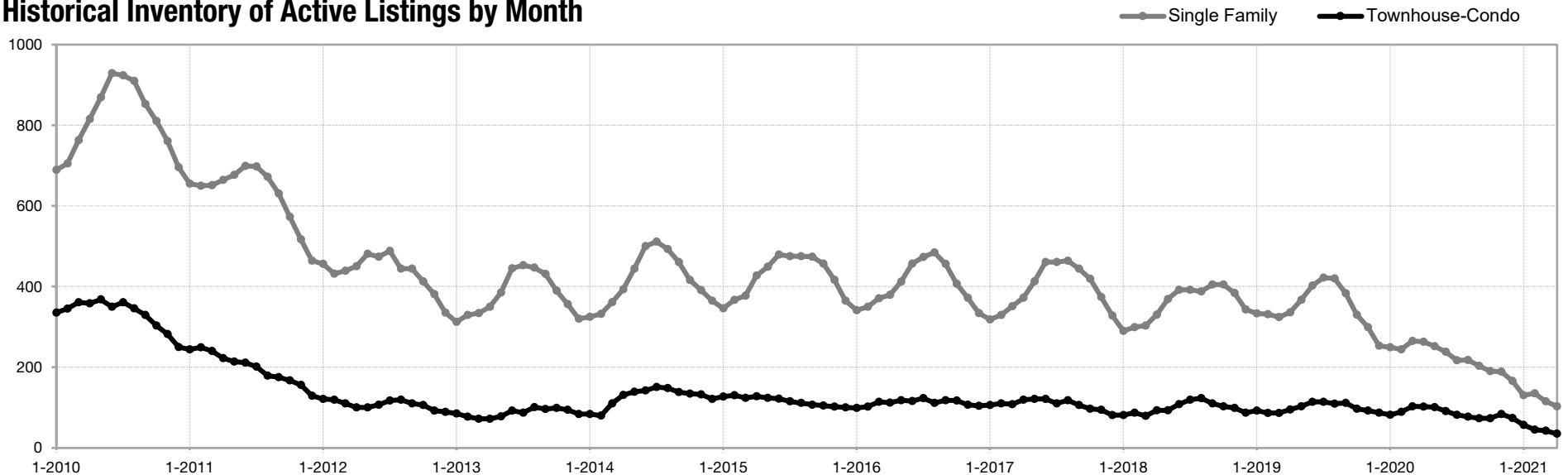


April



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	252	-31.3%	101	-1.9%
Jun-2020	238	-40.8%	91	-20.2%
Jul-2020	217	-48.6%	82	-28.1%
Aug-2020	218	-48.1%	77	-29.4%
Sep-2020	203	-47.0%	73	-34.2%
Oct-2020	190	-42.4%	73	-24.7%
Nov-2020	189	-36.8%	84	-8.7%
Dec-2020	166	-34.4%	74	-14.9%
Jan-2021	130	-47.8%	57	-30.5%
Feb-2021	135	-44.7%	45	-49.4%
Mar-2021	115	-56.6%	42	-59.2%
<b>Apr-2021</b>	<b>103</b>	<b>-60.8%</b>	<b>35</b>	<b>-65.7%</b>

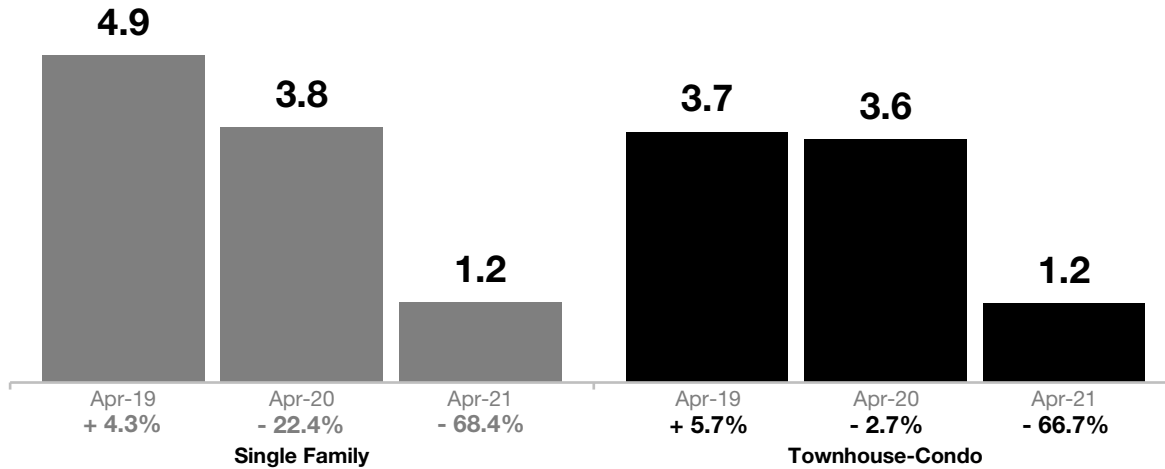
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

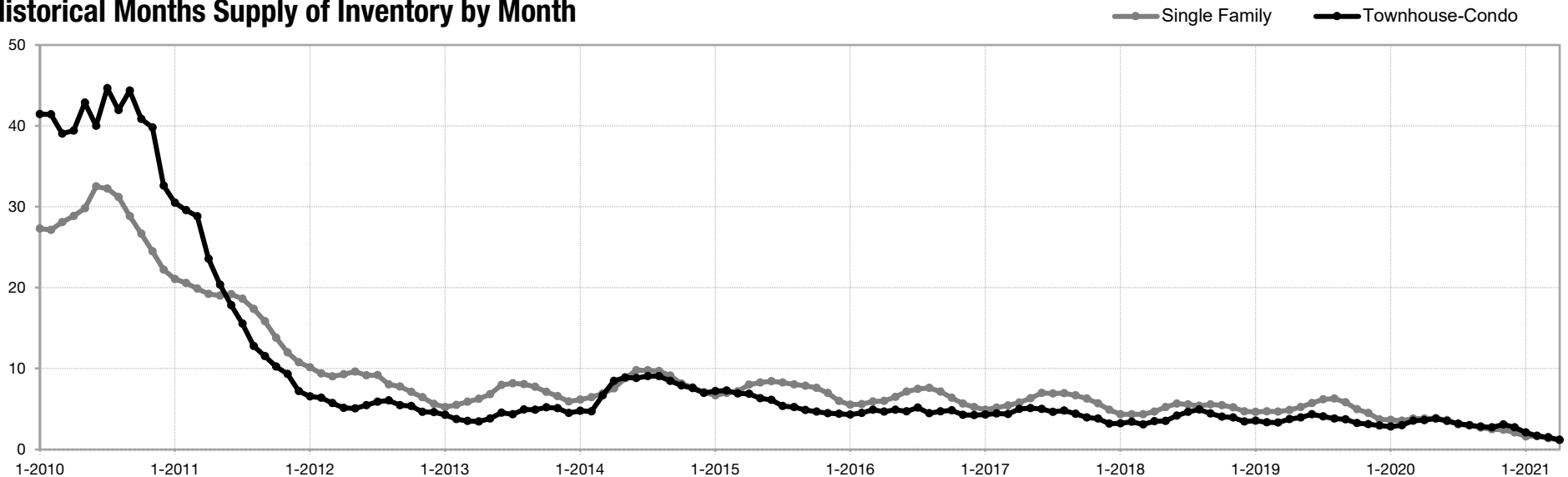


April



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	3.8	-26.9%	3.8	-2.6%
Jun-2020	3.6	-36.8%	3.5	-18.6%
Jul-2020	3.1	-50.0%	3.2	-22.0%
Aug-2020	3.0	-52.4%	3.0	-21.1%
Sep-2020	2.7	-53.4%	2.8	-24.3%
Oct-2020	2.5	-50.0%	2.7	-15.6%
Nov-2020	2.4	-46.7%	3.1	0.0%
Dec-2020	2.1	-43.2%	2.7	-6.9%
Jan-2021	1.6	-55.6%	2.1	-25.0%
Feb-2021	1.6	-54.3%	1.7	-43.3%
Mar-2021	1.4	-63.2%	1.5	-57.1%
Apr-2021	1.2	-68.4%	1.2	-66.7%

## 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.



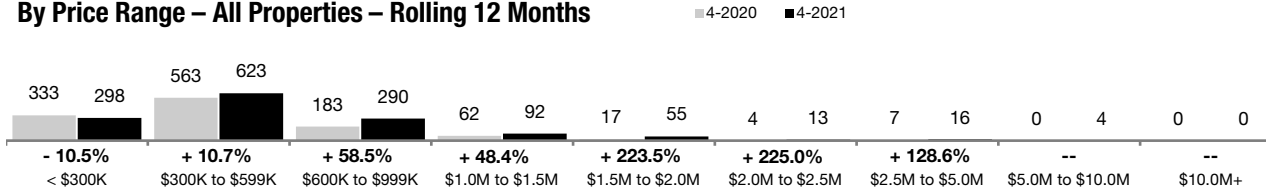
Key Metrics	Historical Sparkbars	4-2020	4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		87	122	+ 40.2%	400	441	+ 10.3%
Pending Sales		69	129	+ 87.0%	292	473	+ 62.0%
Sold Listings		78	127	+ 62.8%	283	395	+ 39.6%
Median Sales Price		\$389,000	\$485,000	+ 24.7%	\$411,000	\$480,000	+ 16.8%
Avg. Sales Price		\$519,054	\$626,554	+ 20.7%	\$509,410	\$640,852	+ 25.8%
Pct. of List Price Received		97.8%	99.5%	+ 1.7%	97.8%	98.8%	+ 1.0%
Days on Market		81	42	- 48.1%	85	51	- 40.0%
Affordability Index		99	80	- 19.2%	93	81	- 12.9%
Active Listings		365	138	- 62.2%	--	--	--
Months Supply		3.7	1.2	- 67.6%	--	--	--

# Closed Sales

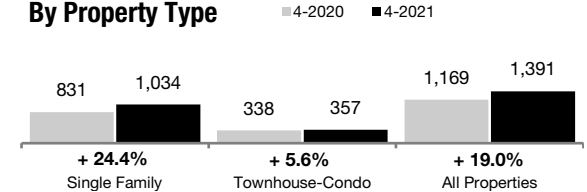
Actual sales that have closed in a given month.



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



## By Property Type

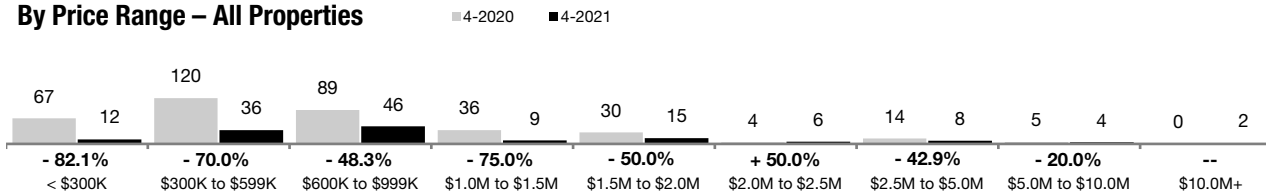


By Price Range	Rolling 12 Months						Compared to Prior Month						Year to Date					
	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	4-2020	4-2021	Change	4-2020	4-2021	Change	3-2021	4-2021	Change	3-2021	4-2021	Change	4-2020	4-2021	Change	4-2020	4-2021	Change
\$299,999 and Below	171	140	- 18.1%	162	158	- 2.5%	6	14	+ 133.3%	11	18	+ 63.6%	43	34	- 20.9%	34	45	+ 32.4%
\$300,000 to \$599,999	415	474	+ 14.2%	148	149	+ 0.7%	36	40	+ 11.1%	13	13	0.0%	97	136	+ 40.2%	32	42	+ 31.3%
\$600,000 to \$999,999	162	254	+ 56.8%	21	36	+ 71.4%	21	25	+ 19.0%	4	3	- 25.0%	47	71	+ 51.1%	5	13	+ 160.0%
\$1,000,000 to \$1,499,999	55	80	+ 45.5%	7	12	+ 71.4%	8	5	- 37.5%	0	1	--	18	21	+ 16.7%	1	2	+ 100.0%
\$1,500,00 to \$1,999,999	17	54	+ 217.6%	0	1	--	10	4	- 60.0%	1	0	- 100.0%	5	21	+ 320.0%	0	1	--
\$2,000,000 to \$2,499,999	4	12	+ 200.0%	0	1	--	2	3	+ 50.0%	0	0	--	0	6	--	0	0	--
\$2,500,000 to \$4,999,999	7	16	+ 128.6%	0	0	--	0	0	--	0	0	--	1	1	0.0%	0	0	--
\$5,000,000 to \$9,999,999	0	4	--	0	0	--	0	1	--	0	0	--	0	2	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
All Price Ranges	831	1,034	+ 24.4%	338	357	+ 5.6%	83	92	+ 10.8%	29	35	+ 20.7%	211	292	+ 38.4%	72	103	+ 43.1%

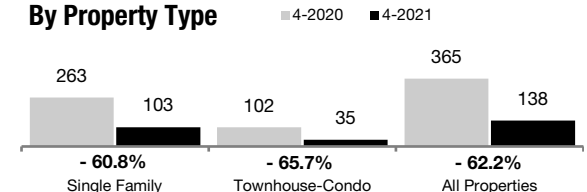
# Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

## By Price Range – All Properties



## By Property Type



By Price Range	Year over Year						Compared to Prior Month						Year to Date	
	Single Family			Condo			Single Family			Condo			Single Family	Condo
	4-2020	4-2021	Change	4-2020	4-2021	Change	3-2021	4-2021	Change	3-2021	4-2021	Change		
\$299,999 and Below	28	4	- 85.7%	39	8	- 79.5%	8	4	- 50.0%	8	8	0.0%		
\$300,000 to \$599,999	88	18	- 79.5%	32	18	- 43.8%	20	18	- 10.0%	23	18	- 21.7%		
\$600,000 to \$999,999	69	39	- 43.5%	20	7	- 65.0%	38	39	+ 2.6%	8	7	- 12.5%		
\$1,000,000 to \$1,499,999	26	8	- 69.2%	10	1	- 90.0%	11	8	- 27.3%	2	1	- 50.0%		
\$1,500,00 to \$1,999,999	30	15	- 50.0%	0	0	--	14	15	+ 7.1%	0	0	--		
\$2,000,000 to \$2,499,999	3	5	+ 66.7%	1	1	0.0%	8	5	- 37.5%	1	1	0.0%		
\$2,500,000 to \$4,999,999	14	8	- 42.9%	0	0	--	11	8	- 27.3%	0	0	--		
\$5,000,000 to \$9,999,999	5	4	- 20.0%	0	0	--	4	4	0.0%	0	0	--		
\$10,000,000 and Above	0	2	--	0	0	--	1	2	+ 100.0%	0	0	--		
All Price Ranges	263	103	- 60.8%	102	35	- 65.7%	115	103	- 10.4%	42	35	- 16.7%		

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.