



Monthly Indicators

January 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 31.0 percent for single family homes but increased 6.3 percent for townhouse-condo properties. Pending Sales decreased 44.2 percent for single family homes and 32.0 percent for townhouse-condo properties.

The Median Sales Price was down 1.2 percent to \$500,000 for single family homes but increased 45.7 percent to \$476,000 for townhouse-condo properties. Days on Market increased 38.5 percent for single family homes and 12.3 percent for townhouse-condo properties.

For many buyers, 2022 marks a new opportunity to make their home purchase dreams a reality. But it won't be without its challenges. Inventory of existing homes was at 910,000 at the start of the new year, the lowest level recorded since 1999, according to the National Association of REALTORS®, and competition remains fierce. Affordability continues to decline, as inflation, soaring sales prices, and surging mortgage interest rates reduce purchasing power. The sudden increase in rates and home prices means buyers are paying significantly more per month compared to this time last year, which may cause sales to slow as more buyers become priced out of the market.

Activity Snapshot

- 16.7%	+ 4.4%	- 50.0%
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 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	1-2021	1-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		58	40	- 31.0%	58	40	- 31.0%
Pending Sales		77	43	- 44.2%	77	43	- 44.2%
Sold Listings		57	45	- 21.1%	57	45	- 21.1%
Median Sales Price		\$506,300	\$500,000	- 1.2%	\$506,300	\$500,000	- 1.2%
Avg. Sales Price		\$670,389	\$771,885	+ 15.1%	\$670,389	\$771,885	+ 15.1%
Pct. of List Price Received		97.8%	99.0%	+ 1.2%	97.8%	99.0%	+ 1.2%
Days on Market		39	54	+ 38.5%	39	54	+ 38.5%
Affordability Index		79	73	- 7.6%	79	73	- 7.6%
Active Listings		156	80	- 48.7%	--	--	--
Months Supply		1.9	1.0	- 47.4%	--	--	--

Townhouse-Condo Market Overview

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

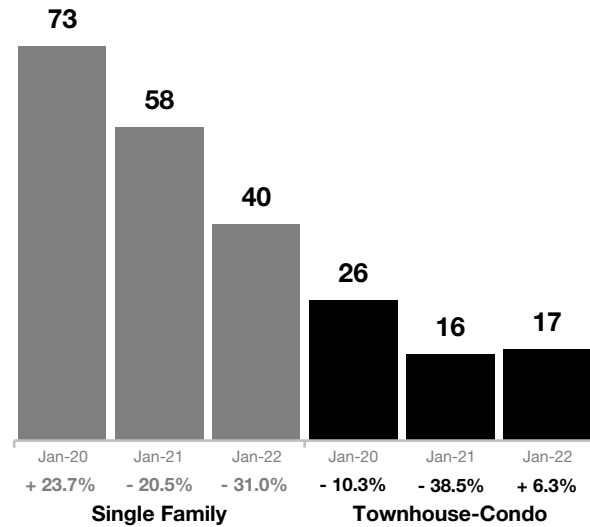


Key Metrics	Historical Sparkbars	1-2021	1-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		16	17	+ 6.3%	16	17	+ 6.3%
Pending Sales		25	17	- 32.0%	25	17	- 32.0%
Sold Listings		20	17	- 15.0%	20	17	- 15.0%
Median Sales Price		\$326,700	\$476,000	+ 45.7%	\$326,700	\$476,000	+ 45.7%
Avg. Sales Price		\$415,370	\$622,285	+ 49.8%	\$415,370	\$622,285	+ 49.8%
Pct. of List Price Received		98.8%	99.5%	+ 0.7%	98.8%	99.5%	+ 0.7%
Days on Market		65	73	+ 12.3%	65	73	+ 12.3%
Affordability Index		122	77	- 36.9%	122	77	- 36.9%
Active Listings		67	21	- 68.7%	--	--	--
Months Supply		2.4	0.6	- 75.0%	--	--	--

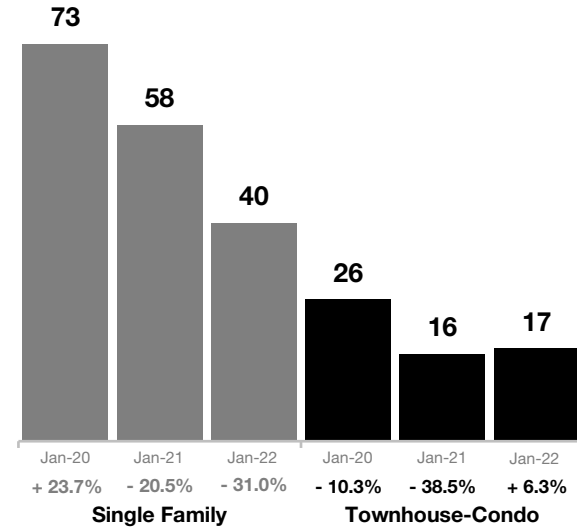
New Listings



January

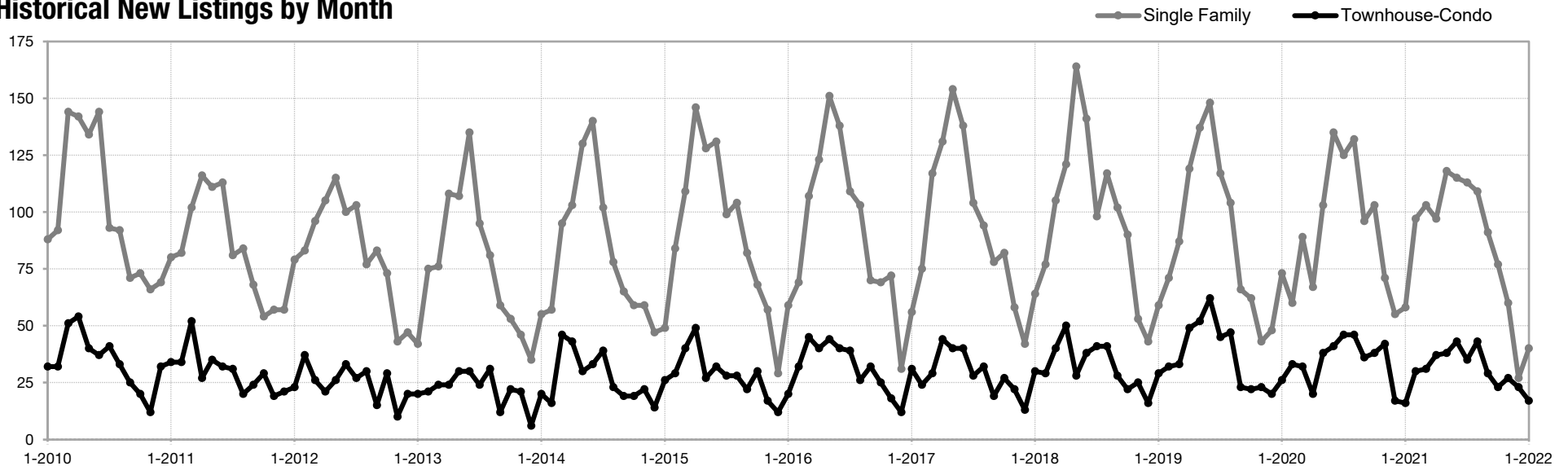


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	97	+61.7%	30	-9.1%
Mar-2021	103	+15.7%	31	-3.1%
Apr-2021	97	+44.8%	37	+85.0%
May-2021	118	+14.6%	38	0.0%
Jun-2021	115	-14.8%	43	+4.9%
Jul-2021	113	-9.6%	35	-23.9%
Aug-2021	109	-17.4%	43	-6.5%
Sep-2021	91	-5.2%	29	-19.4%
Oct-2021	77	-25.2%	23	-39.5%
Nov-2021	60	-15.5%	27	-35.7%
Dec-2021	27	-50.9%	23	+35.3%
Jan-2022	40	-31.0%	17	+6.3%

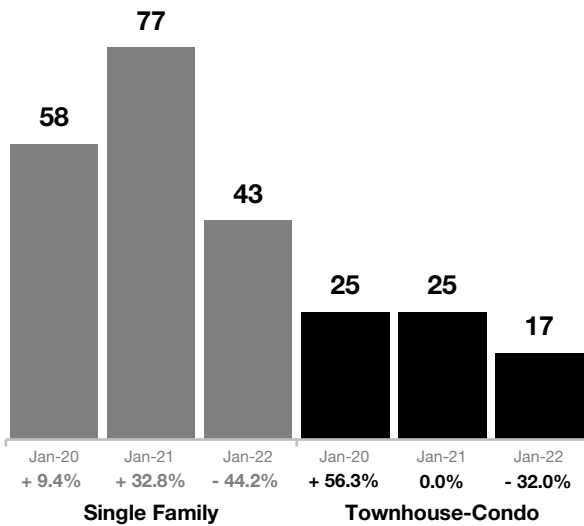
Historical New Listings by Month



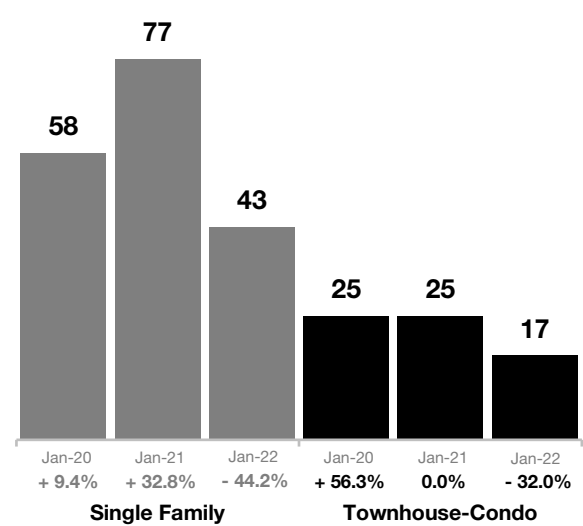
Pending Sales



January

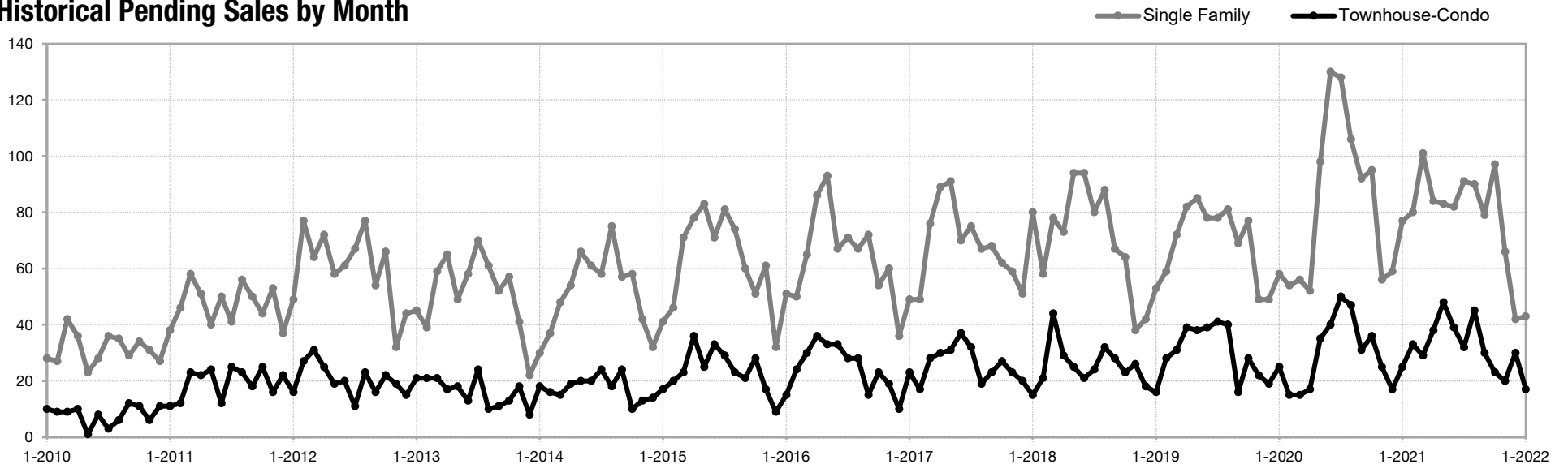


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	80	+48.1%	33	+120.0%
Mar-2021	101	+80.4%	29	+93.3%
Apr-2021	84	+61.5%	38	+123.5%
May-2021	83	-15.3%	48	+37.1%
Jun-2021	82	-36.9%	39	-2.5%
Jul-2021	91	-28.9%	32	-36.0%
Aug-2021	90	-15.1%	45	-4.3%
Sep-2021	79	-14.1%	30	-3.2%
Oct-2021	97	+2.1%	23	-36.1%
Nov-2021	66	+17.9%	20	-20.0%
Dec-2021	42	-28.8%	30	+76.5%
Jan-2022	43	-44.2%	17	-32.0%

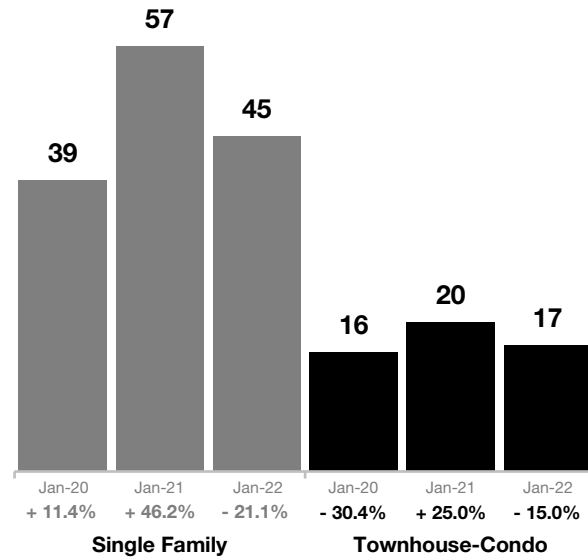
Historical Pending Sales by Month



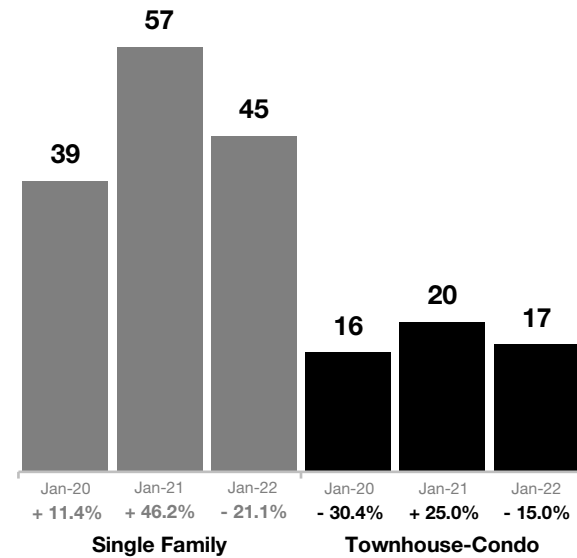
Sold Listings



January

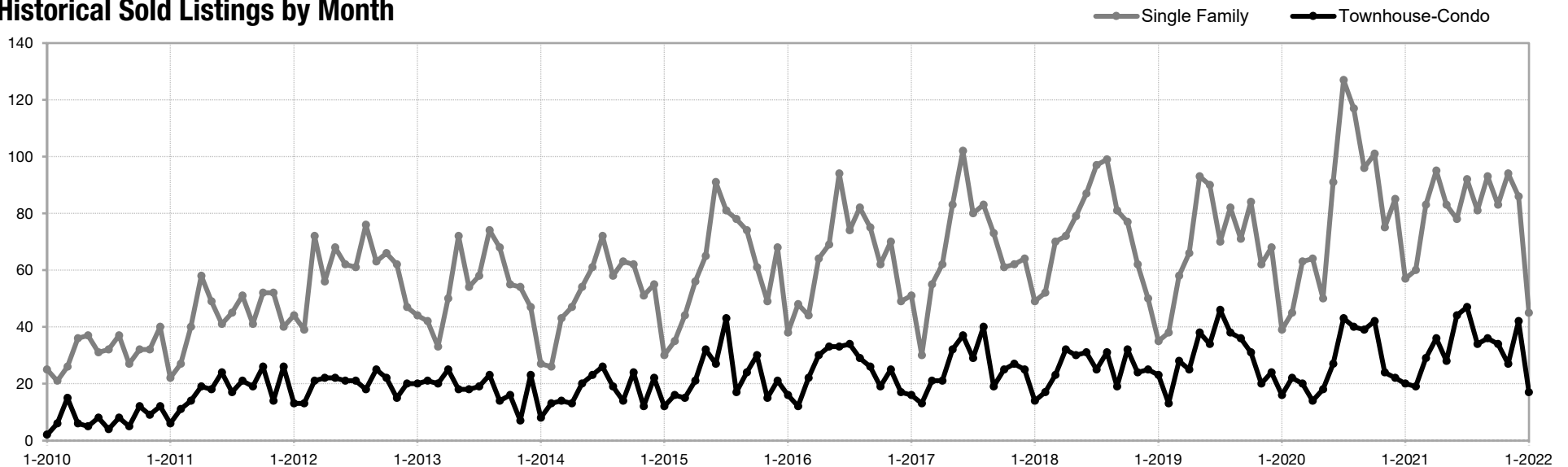


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	60	+33.3%	19	-13.6%
Mar-2021	83	+31.7%	29	+45.0%
Apr-2021	95	+48.4%	36	+157.1%
May-2021	83	+66.0%	28	+55.6%
Jun-2021	78	-14.3%	44	+63.0%
Jul-2021	92	-27.6%	47	+9.3%
Aug-2021	81	-30.8%	34	-15.0%
Sep-2021	93	-3.1%	36	-7.7%
Oct-2021	83	-17.8%	34	-19.0%
Nov-2021	94	+25.3%	27	+12.5%
Dec-2021	86	+1.2%	42	+90.9%
Jan-2022	45	-21.1%	17	-15.0%

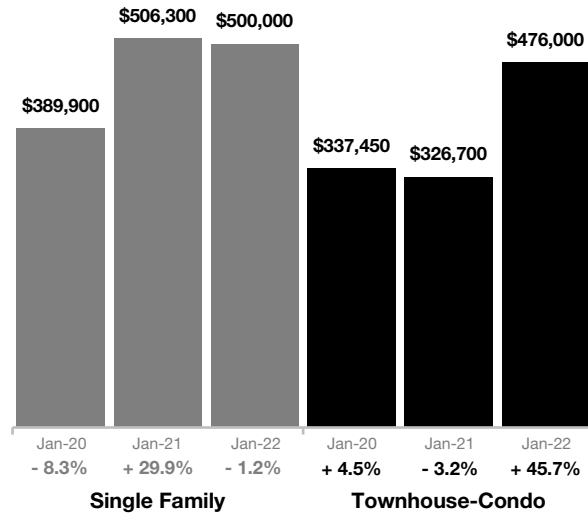
Historical Sold Listings by Month



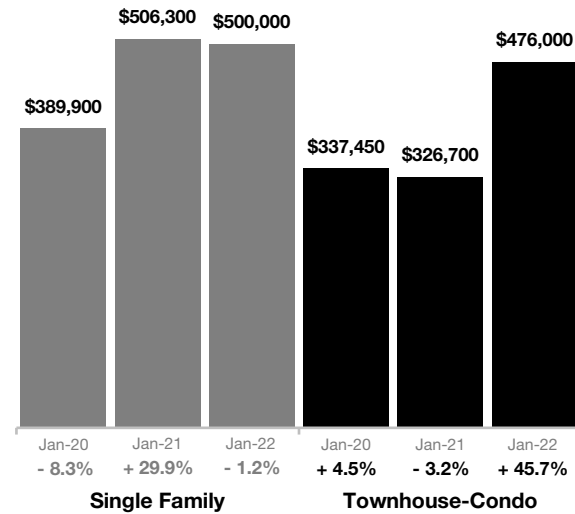
Median Sales Price



January

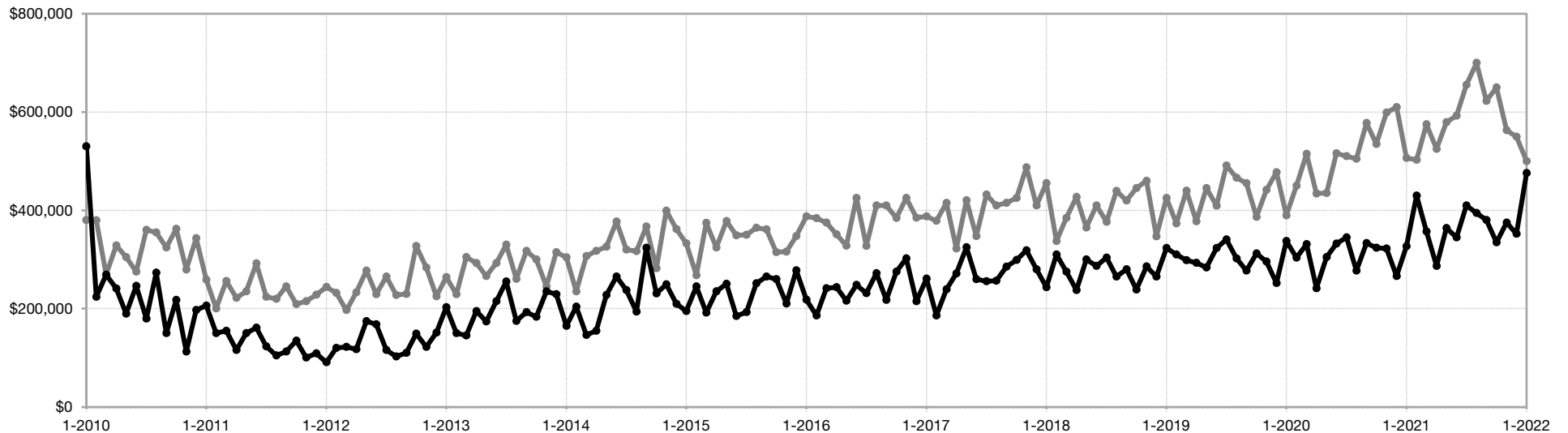


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	\$502,500	+11.7%	\$430,000	+41.7%
Mar-2021	\$575,000	+11.7%	\$357,000	+7.9%
Apr-2021	\$525,000	+21.0%	\$287,000	+18.8%
May-2021	\$579,000	+33.1%	\$364,000	+19.5%
Jun-2021	\$592,500	+14.8%	\$345,000	+3.9%
Jul-2021	\$655,020	+28.4%	\$410,000	+18.8%
Aug-2021	\$700,000	+38.6%	\$394,250	+42.1%
Sep-2021	\$622,500	+7.8%	\$380,000	+14.1%
Oct-2021	\$650,000	+21.5%	\$335,000	+3.5%
Nov-2021	\$563,068	-6.0%	\$375,000	+16.5%
Dec-2021	\$549,750	-9.9%	\$352,100	+32.4%
Jan-2022	\$500,000	-1.2%	\$476,000	+45.7%

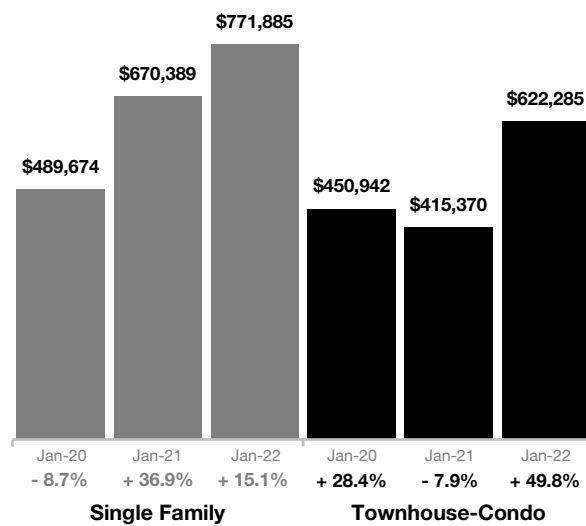
Historical Median Sales Price by Month



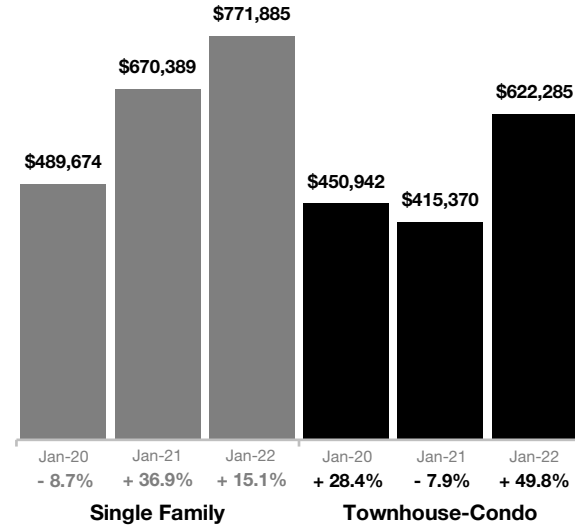
Average Sales Price



January

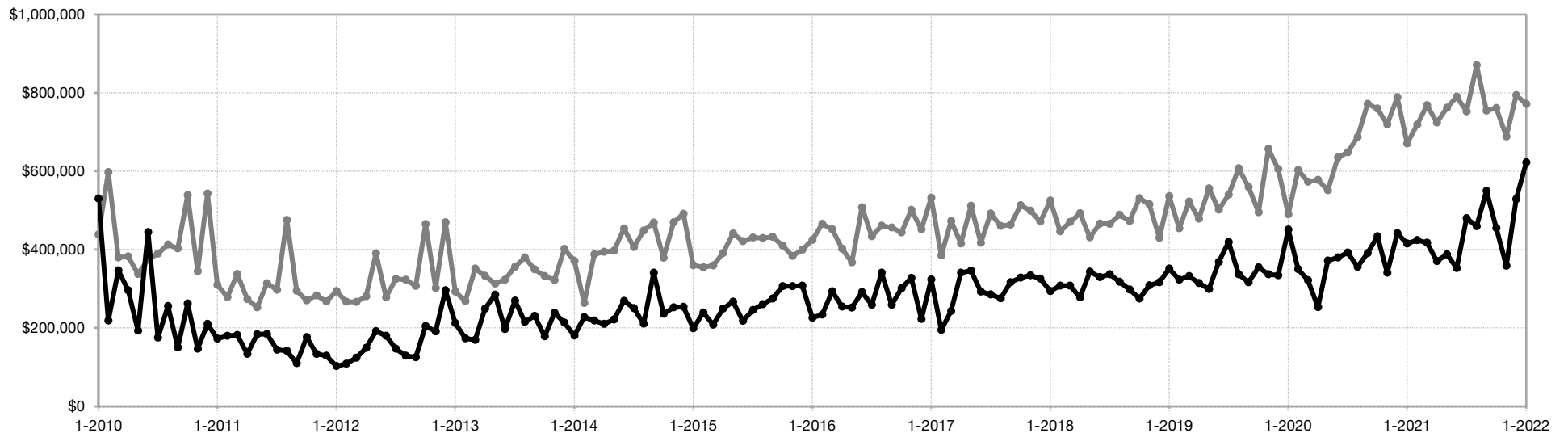


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	\$718,539	+19.2%	\$423,622	+21.1%
Mar-2021	\$768,580	+34.1%	\$416,943	+29.7%
Apr-2021	\$724,281	+25.5%	\$370,046	+46.3%
May-2021	\$761,356	+38.1%	\$387,611	+4.3%
Jun-2021	\$790,358	+24.4%	\$352,827	-7.0%
Jul-2021	\$752,474	+16.1%	\$480,182	+22.5%
Aug-2021	\$870,240	+26.6%	\$459,606	+29.2%
Sep-2021	\$754,554	-2.2%	\$549,768	+40.6%
Oct-2021	\$761,205	+0.2%	\$454,707	+4.8%
Nov-2021	\$688,613	-4.3%	\$358,672	+5.2%
Dec-2021	\$794,082	+0.6%	\$528,514	+19.7%
Jan-2022	\$771,885	+15.1%	\$622,285	+49.8%

Historical Average Sales Price by Month

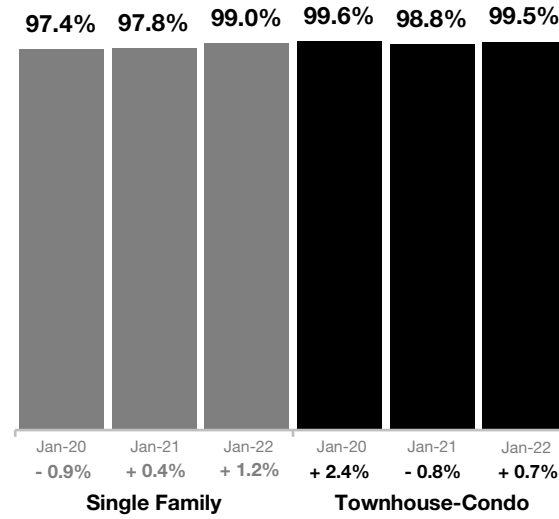
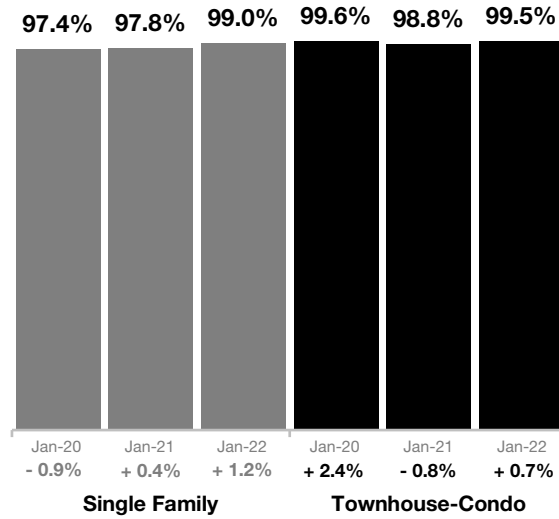


Percent of List Price Received



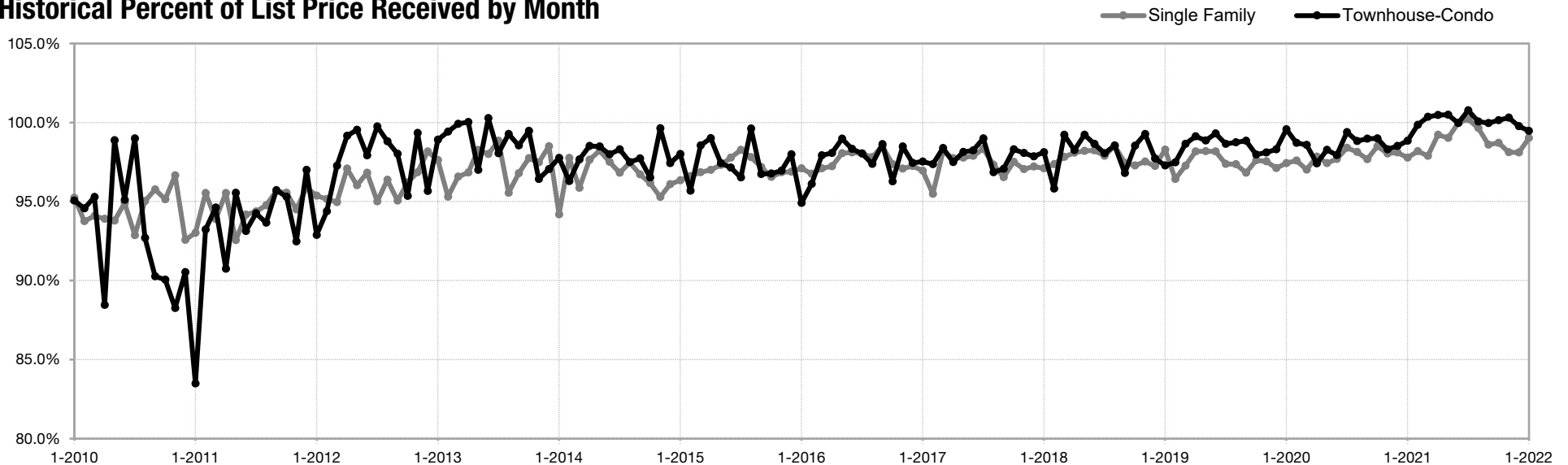
January

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	98.2%	+0.6%	99.8%	+1.1%
Mar-2021	97.9%	+0.9%	100.4%	+1.8%
Apr-2021	99.2%	+1.4%	100.5%	+3.2%
May-2021	99.0%	+1.6%	100.5%	+2.2%
Jun-2021	100.0%	+2.4%	100.0%	+2.1%
Jul-2021	100.2%	+1.8%	100.8%	+1.4%
Aug-2021	99.6%	+1.5%	100.1%	+1.3%
Sep-2021	98.6%	+0.9%	100.0%	+1.0%
Oct-2021	98.7%	+0.2%	100.1%	+1.1%
Nov-2021	98.1%	+0.1%	100.3%	+2.0%
Dec-2021	98.1%	0.0%	99.8%	+1.3%
Jan-2022	99.0%	+1.2%	99.5%	+0.7%

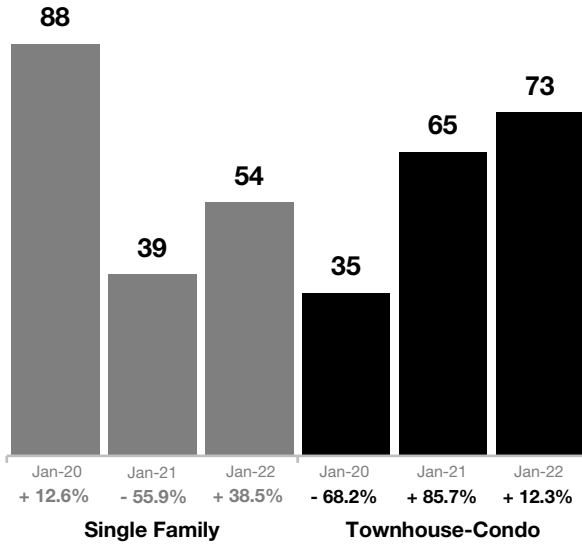
Historical Percent of List Price Received by Month



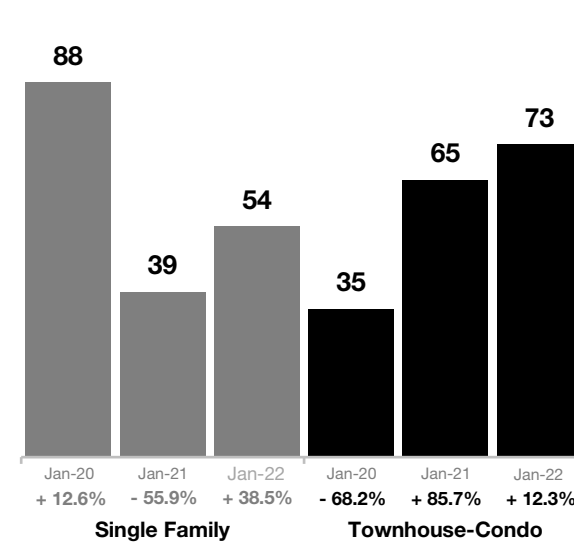
Days on Market Until Sale



January

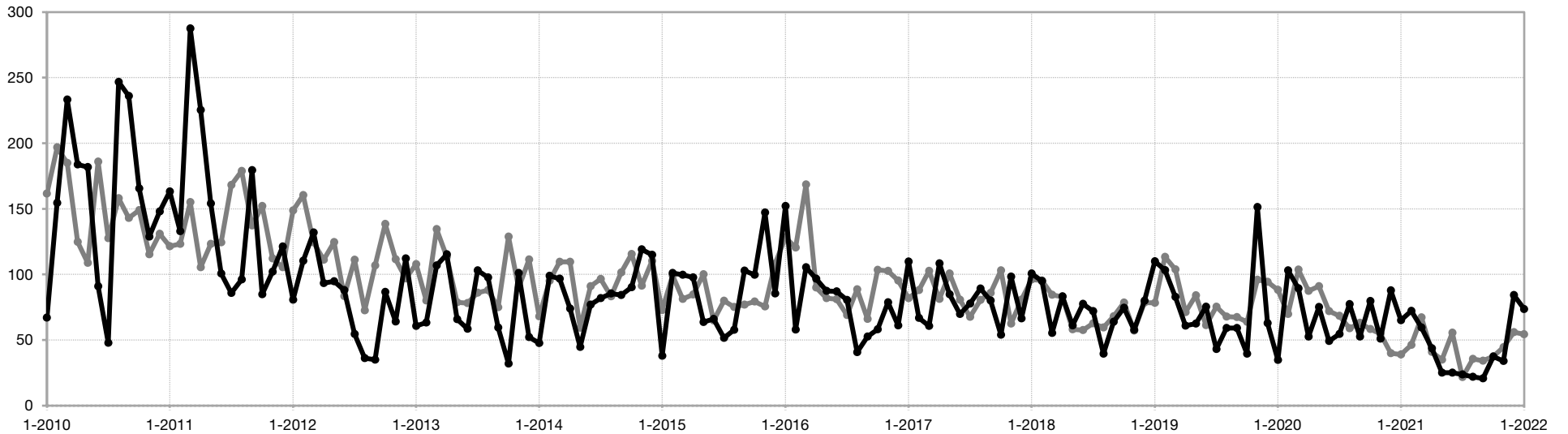


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	46	-34.3%	72	-30.1%
Mar-2021	67	-35.6%	59	-33.7%
Apr-2021	41	-52.9%	44	-15.4%
May-2021	35	-61.5%	25	-66.7%
Jun-2021	56	-22.2%	25	-49.0%
Jul-2021	22	-67.6%	24	-55.6%
Aug-2021	35	-40.7%	22	-71.4%
Sep-2021	34	-46.0%	21	-59.6%
Oct-2021	38	-34.5%	37	-53.8%
Nov-2021	44	-20.0%	34	-33.3%
Dec-2021	56	+40.0%	84	-4.5%
Jan-2022	54	+38.5%	73	+12.3%

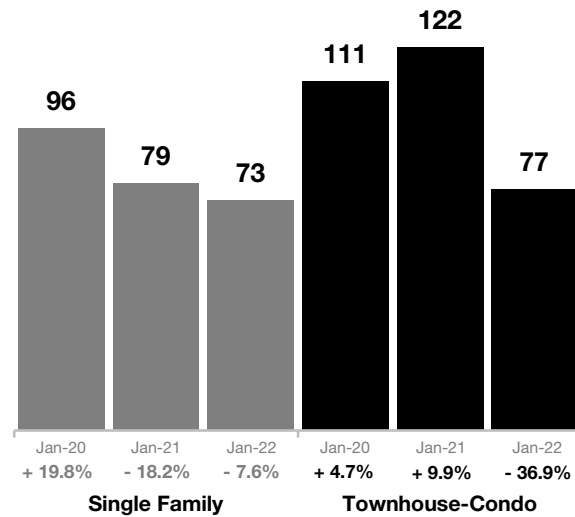
Historical Days on Market Until Sale by Month



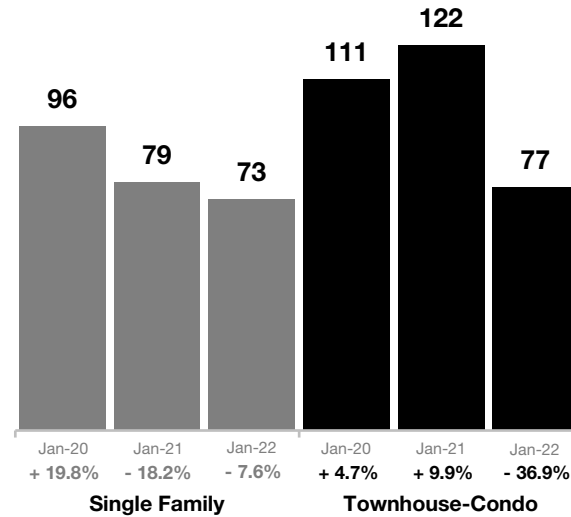
Housing Affordability Index



January

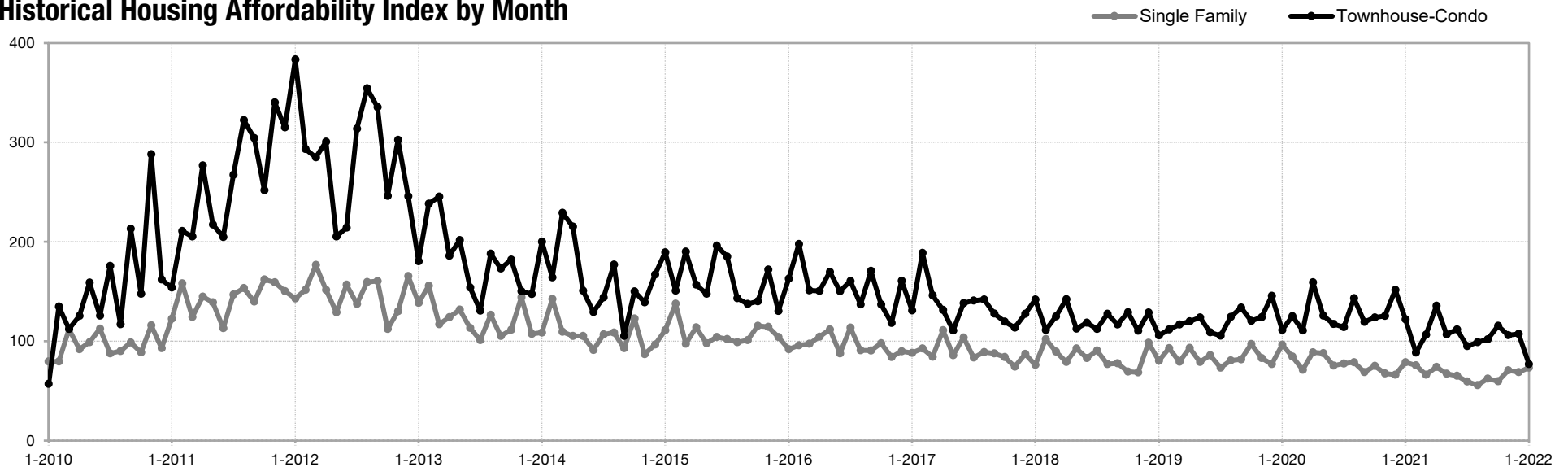


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	76	-9.5%	88	-29.6%
Mar-2021	66	-7.0%	106	-4.5%
Apr-2021	74	-16.9%	136	-14.5%
May-2021	67	-23.9%	107	-15.1%
Jun-2021	65	-13.3%	112	-4.3%
Jul-2021	59	-23.4%	95	-16.7%
Aug-2021	56	-29.1%	99	-30.8%
Sep-2021	62	-10.1%	102	-14.3%
Oct-2021	60	-20.0%	115	-7.3%
Nov-2021	71	+6.0%	106	-15.2%
Dec-2021	69	+4.5%	107	-29.6%
Jan-2022	73	-7.6%	77	-36.9%

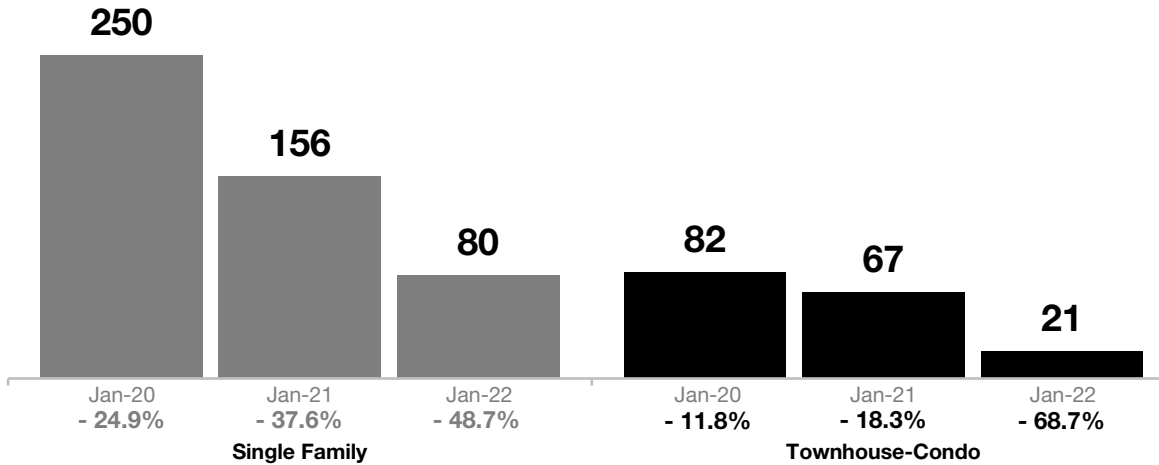
Historical Housing Affordability Index by Month



Inventory of Active Listings

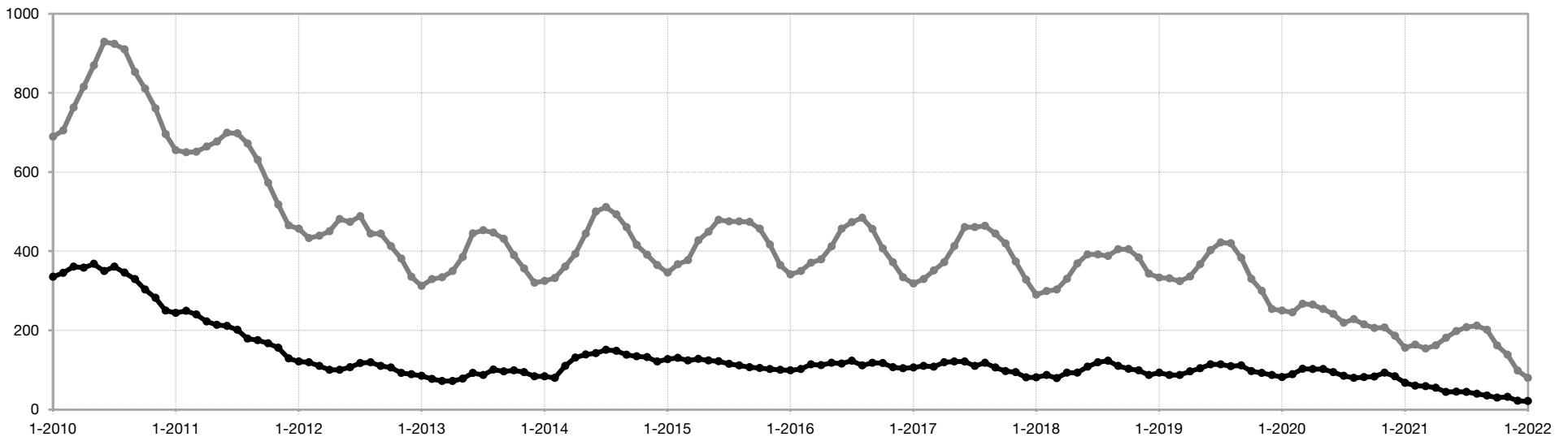


January



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	164	-33.1%	60	-32.6%
Mar-2021	154	-42.3%	59	-42.7%
Apr-2021	162	-38.9%	55	-46.1%
May-2021	181	-28.7%	44	-56.9%
Jun-2021	198	-17.8%	45	-52.1%
Jul-2021	208	-5.0%	44	-48.2%
Aug-2021	212	-7.0%	40	-50.0%
Sep-2021	201	-6.5%	35	-57.3%
Oct-2021	162	-21.4%	30	-63.9%
Nov-2021	138	-33.3%	32	-65.6%
Dec-2021	98	-47.3%	22	-73.8%
Jan-2022	80	-48.7%	21	-68.7%

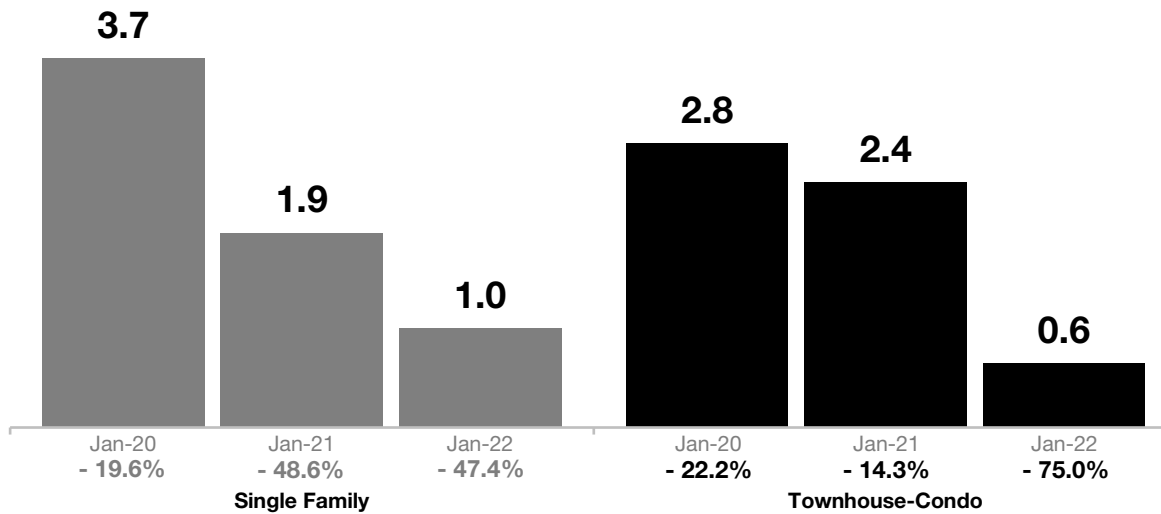
Historical Inventory of Active Listings by Month



Months Supply of Inventory

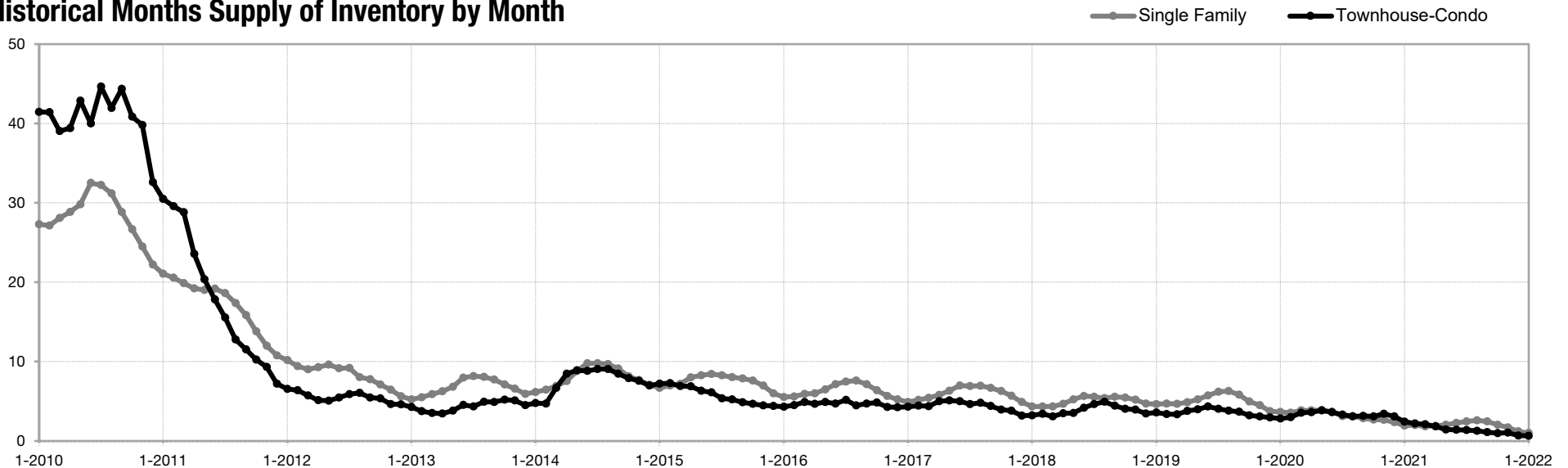


January



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	2.0	-44.4%	2.2	-26.7%
Mar-2021	1.8	-52.6%	2.1	-40.0%
Apr-2021	1.9	-50.0%	1.8	-50.0%
May-2021	2.0	-48.7%	1.4	-63.2%
Jun-2021	2.2	-40.5%	1.4	-61.1%
Jul-2021	2.4	-22.6%	1.4	-57.6%
Aug-2021	2.6	-16.1%	1.3	-58.1%
Sep-2021	2.5	-10.7%	1.1	-64.5%
Oct-2021	2.0	-25.9%	1.0	-67.7%
Nov-2021	1.7	-37.0%	1.0	-70.6%
Dec-2021	1.2	-47.8%	0.7	-77.4%
Jan-2022	1.0	-47.4%	0.6	-75.0%

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.



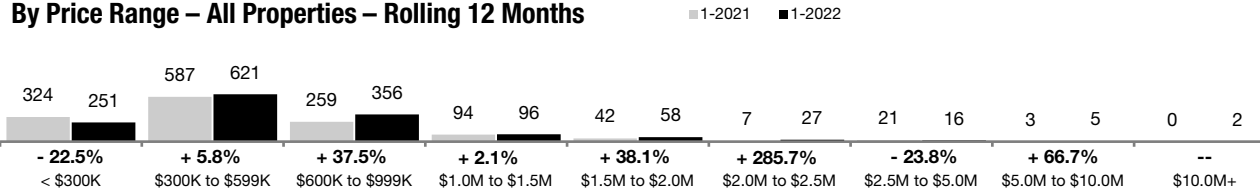
Key Metrics	Historical Sparkbars	1-2021	1-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		79	63	- 20.3%	79	63	- 20.3%
Pending Sales		106	63	- 40.6%	106	63	- 40.6%
Sold Listings		78	65	- 16.7%	78	65	- 16.7%
Median Sales Price		\$456,000	\$476,000	+ 4.4%	\$456,000	\$476,000	+ 4.4%
Avg. Sales Price		\$597,879	\$703,080	+ 17.6%	\$597,879	\$703,080	+ 17.6%
Pct. of List Price Received		98.0%	98.7%	+ 0.7%	98.0%	98.7%	+ 0.7%
Days on Market		45	59	+ 31.1%	45	59	+ 31.1%
Affordability Index		87	77	- 11.5%	87	77	- 11.5%
Active Listings		240	120	- 50.0%	--	--	--
Months Supply		2.2	1.0	- 54.5%	--	--	--

Closed Sales

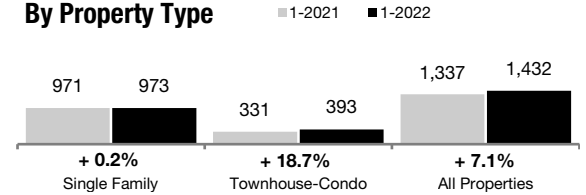
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	1-2021	1-2022	Change	1-2021	1-2022	Change
\$299,999 and Below	150	70	-53.3%	152	135	-11.2%
\$300,000 to \$599,999	445	429	-3.6%	139	185	+33.1%
\$600,000 to \$999,999	229	300	+31.0%	28	52	+85.7%
\$1,000,000 to \$1,499,999	81	82	+1.2%	11	13	+18.2%
\$1,500,00 to \$1,999,999	41	48	+17.1%	0	6	--
\$2,000,000 to \$2,499,999	6	25	+316.7%	1	2	+100.0%
\$2,500,000 to \$4,999,999	17	15	-11.8%	0	0	--
\$5,000,000 to \$9,999,999	2	4	+100.0%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	971	973	+0.2%	331	393	+18.7%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	12-2021	1-2022	Change	12-2021	1-2022	Change
\$299,999 and Below	3	1	-66.7%	11	5	-54.5%
\$300,000 to \$599,999	46	26	-43.5%	19	6	-68.4%
\$600,000 to \$999,999	20	10	-50.0%	7	3	-57.1%
\$1,000,000 to \$1,499,999	7	4	-42.9%	3	2	-33.3%
\$1,500,00 to \$1,999,999	6	1	-83.3%	1	1	0.0%
\$2,000,000 to \$2,499,999	1	1	0.0%	1	0	-100.0%
\$2,500,000 to \$4,999,999	2	1	-50.0%	0	0	--
\$5,000,000 to \$9,999,999	1	1	0.0%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	86	45	-47.7%	42	17	-59.5%

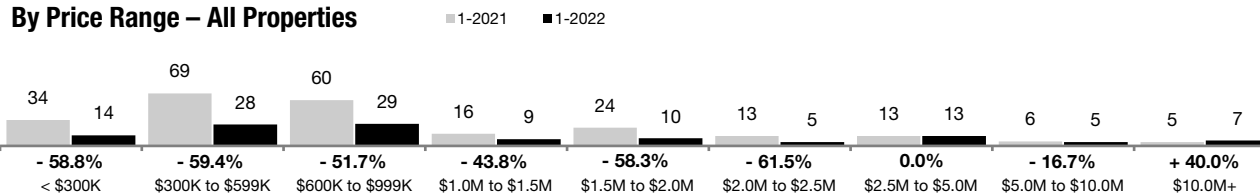
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	1-2021	1-2022	Change	1-2021	1-2022	Change
\$299,999 and Below	10	1	-90.0%	9	5	-44.4%
\$300,000 to \$599,999	26	26	0.0%	8	6	-25.0%
\$600,000 to \$999,999	11	10	-9.1%	2	3	+50.0%
\$1,000,000 to \$1,499,999	6	4	-33.3%	1	2	+100.0%
\$1,500,00 to \$1,999,999	3	1	-66.7%	0	1	--
\$2,000,000 to \$2,499,999	0	1	--	0	0	--
\$2,500,000 to \$4,999,999	1	1	0.0%	0	0	--
\$5,000,000 to \$9,999,999	0	1	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	57	45	-21.1%	20	17	-15.0%

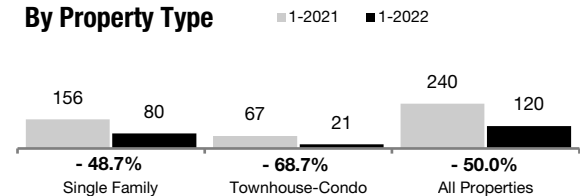
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Townhouse-Condo		
	1-2021	1-2022	Change	1-2021	1-2022	Change
\$299,999 and Below	12	0	-100.0%	19	8	-57.9%
\$300,000 to \$599,999	39	23	-41.0%	28	3	-89.3%
\$600,000 to \$999,999	45	20	-55.6%	14	9	-35.7%
\$1,000,000 to \$1,499,999	13	7	-46.2%	3	0	-100.0%
\$1,500,00 to \$1,999,999	21	9	-57.1%	2	1	-50.0%
\$2,000,000 to \$2,499,999	9	5	-44.4%	1	0	-100.0%
\$2,500,000 to \$4,999,999	11	10	-9.1%	0	0	--
\$5,000,000 to \$9,999,999	5	4	-20.0%	0	0	--
\$10,000,000 and Above	1	2	+100.0%	0	0	--
All Price Ranges	156	80	-48.7%	67	21	-68.7%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	12-2021	1-2022	Change	12-2021	1-2022	Change
\$299,999 and Below	1	0	-100.0%	7	8	+14.3%
\$300,000 to \$599,999	28	23	-17.9%	3	3	0.0%
\$600,000 to \$999,999	26	20	-23.1%	11	9	-18.2%
\$1,000,000 to \$1,499,999	7	7	0.0%	0	0	--
\$1,500,00 to \$1,999,999	14	9	-35.7%	1	1	0.0%
\$2,000,000 to \$2,499,999	7	5	-28.6%	0	0	--
\$2,500,000 to \$4,999,999	9	10	+11.1%	0	0	--
\$5,000,000 to \$9,999,999	4	4	0.0%	0	0	--
\$10,000,000 and Above	2	2	0.0%	0	0	--
All Price Ranges	98	80	-18.4%	22	21	-4.5%

Year to Date

By Price Range	Single Family			Townhouse-Condo		
	1-2021	1-2022	Change	1-2021	1-2022	Change
\$299,999 and Below	10	1	-90.0%	9	5	-44.4%
\$300,000 to \$599,999	26	26	0.0%	8	6	-25.0%
\$600,000 to \$999,999	11	10	-9.1%	2	3	+50.0%
\$1,000,000 to \$1,499,999	6	4	-33.3%	1	2	+100.0%
\$1,500,00 to \$1,999,999	3	1	-66.7%	0	1	--
\$2,000,000 to \$2,499,999	0	1	--	0	0	--
\$2,500,000 to \$4,999,999	1	1	0.0%	0	0	--
\$5,000,000 to \$9,999,999	0	1	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	57	45	-21.1%	20	17	-15.0%

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.