



Monthly Indicators

June 2021

Percent changes calculated using year-over-year comparisons.

New Listings were down 20.1 percent for single family homes and 12.5 percent for townhouse-condo properties. Pending Sales decreased 32.3 percent for single family homes and 17.5 percent for townhouse-condo properties.

The Median Sales Price was up 14.8 percent to \$592,500 for single family homes and 3.9 percent to \$345,000 for townhouse-condo properties. Days on Market decreased 22.2 percent for single family homes and 46.9 percent for townhouse-condo properties.

The increase in sales prices comes with a slight decline in existing home sales nationwide, as homebuyers struggle with declining affordability amid a lack of inventory, forcing some buyers to simply wait it out in hopes of more inventory and less competition. Meanwhile, home builders are trying to meet the increased market demand, with housing starts up 3.6% in May from April, according to the Commerce Department. As we ease into new routines and look forward to a post-pandemic future, one thing remains certain: America desperately needs more homes.

Activity Snapshot

0.0%	- 1.1%	- 49.2%
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	6-2020	6-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		134	107	- 20.1%	526	570	+ 8.4%
Pending Sales		130	88	- 32.3%	448	519	+ 15.8%
Sold Listings		91	76	- 16.5%	352	454	+ 29.0%
Median Sales Price		\$516,000	\$592,500	+ 14.8%	\$456,250	\$539,950	+ 18.3%
Avg. Sales Price		\$635,200	\$798,683	+ 25.7%	\$581,354	\$744,088	+ 28.0%
Pct. of List Price Received		97.7%	100.0%	+ 2.4%	97.5%	98.7%	+ 1.2%
Days on Market		72	56	- 22.2%	85	48	- 43.5%
Affordability Index		75	65	- 13.3%	85	71	- 16.5%
Active Listings		239	140	- 41.4%	--	--	--
Months Supply		3.6	1.6	- 55.6%	--	--	--

Townhouse-Condo Market Overview

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

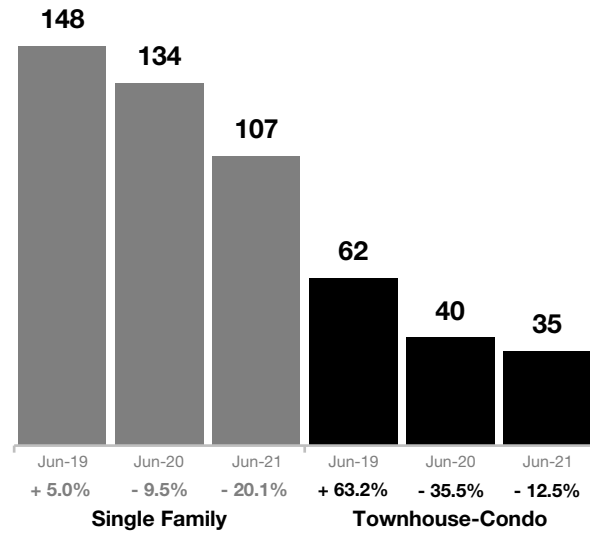


Key Metrics	Historical Sparkbars	6-2020	6-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		40	35	- 12.5%	188	181	- 3.7%
Pending Sales		40	33	- 17.5%	147	200	+ 36.1%
Sold Listings		27	42	+ 55.6%	117	172	+ 47.0%
Median Sales Price		\$332,000	\$345,000	+ 3.9%	\$315,000	\$341,125	+ 8.3%
Avg. Sales Price		\$379,491	\$354,986	- 6.5%	\$357,469	\$389,632	+ 9.0%
Pct. of List Price Received		97.9%	100.0%	+ 2.1%	98.4%	100.1%	+ 1.7%
Days on Market		49	26	- 46.9%	69	45	- 34.8%
Affordability Index		117	112	- 4.3%	123	113	- 8.1%
Active Listings		92	28	- 69.6%	--	--	--
Months Supply		3.5	0.9	- 74.3%	--	--	--

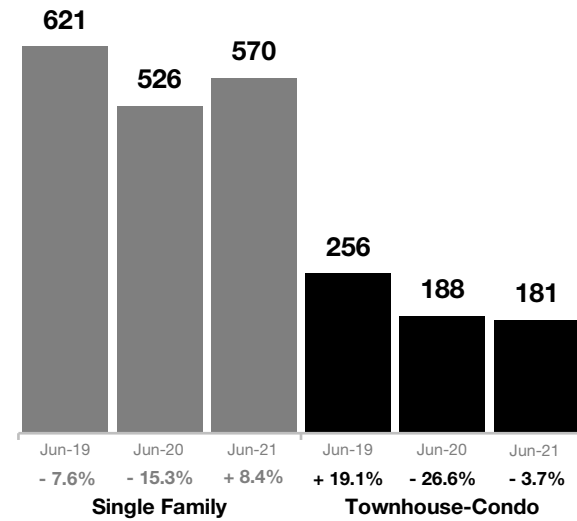
New Listings



June

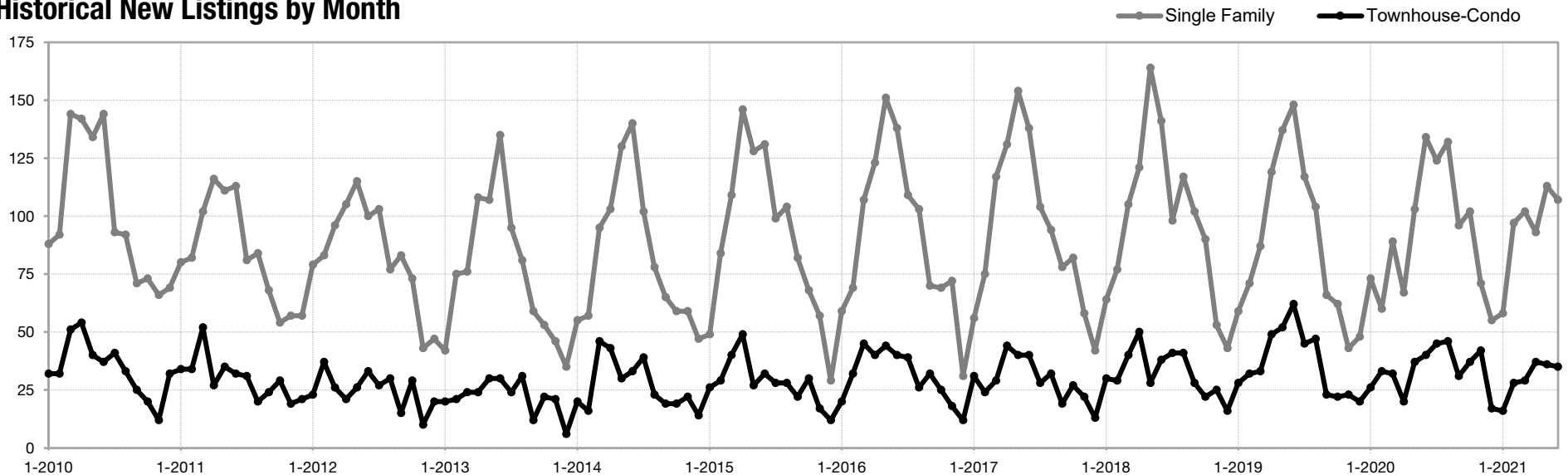


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	124	+6.0%	45	0.0%
Aug-2020	132	+26.9%	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	58	-20.5%	16	-38.5%
Feb-2021	97	+61.7%	28	-15.2%
Mar-2021	102	+14.6%	29	-9.4%
Apr-2021	93	+38.8%	37	+85.0%
May-2021	113	+9.7%	36	-2.7%
Jun-2021	107	-20.1%	35	-12.5%

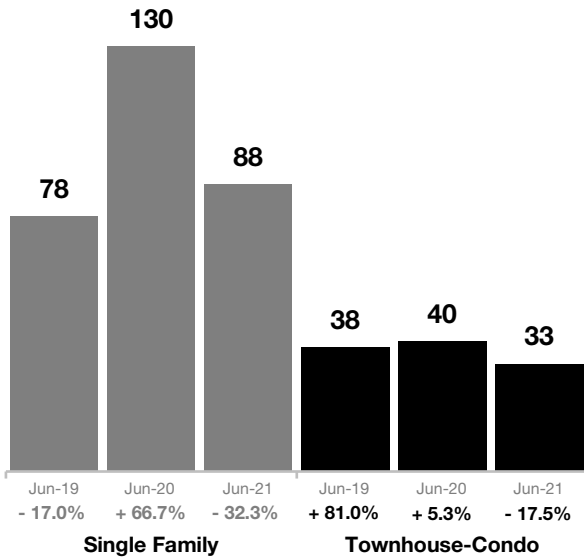
Historical New Listings by Month



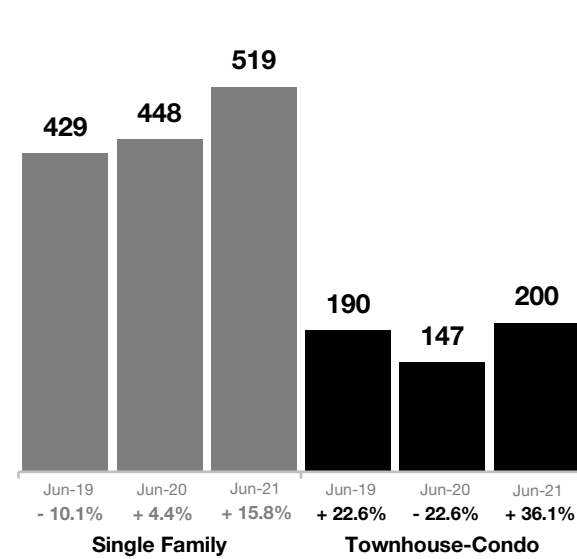
Pending Sales



June

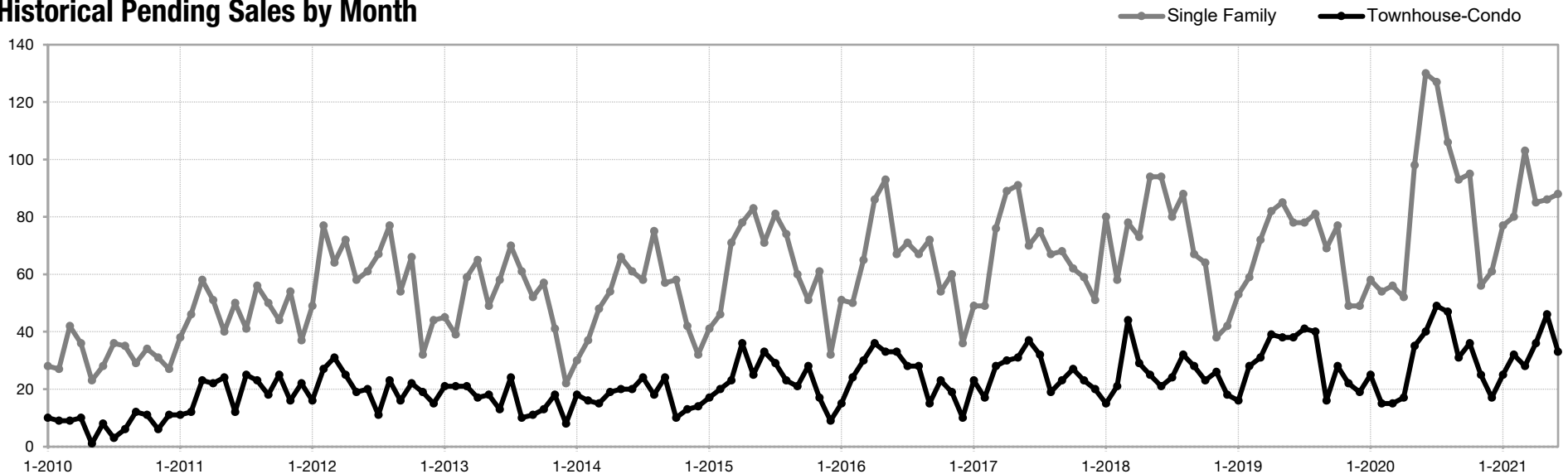


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	127	+62.8%	49	+19.5%
Aug-2020	106	+30.9%	47	+17.5%
Sep-2020	93	+34.8%	31	+93.8%
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	80	+48.1%	32	+113.3%
Mar-2021	103	+83.9%	28	+86.7%
Apr-2021	85	+63.5%	36	+111.8%
May-2021	86	-12.2%	46	+31.4%
Jun-2021	88	-32.3%	33	-17.5%

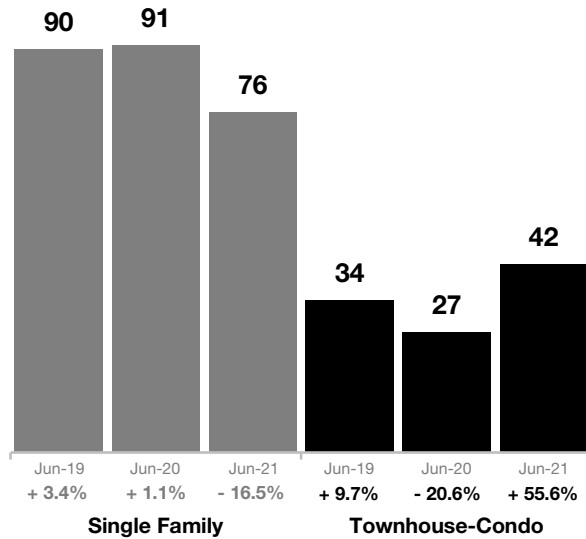
Historical Pending Sales by Month



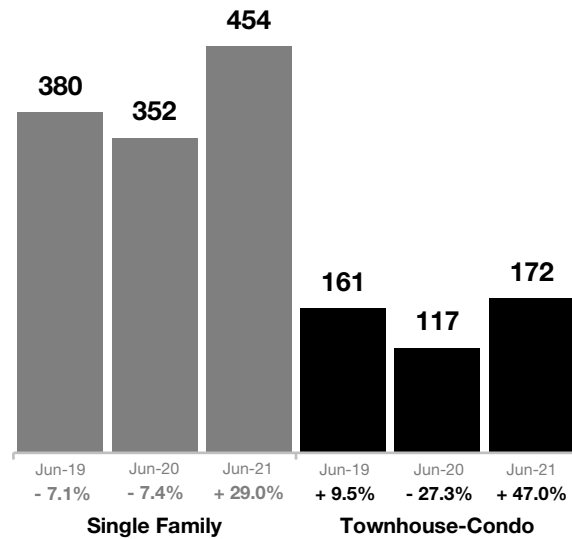
Sold Listings



June

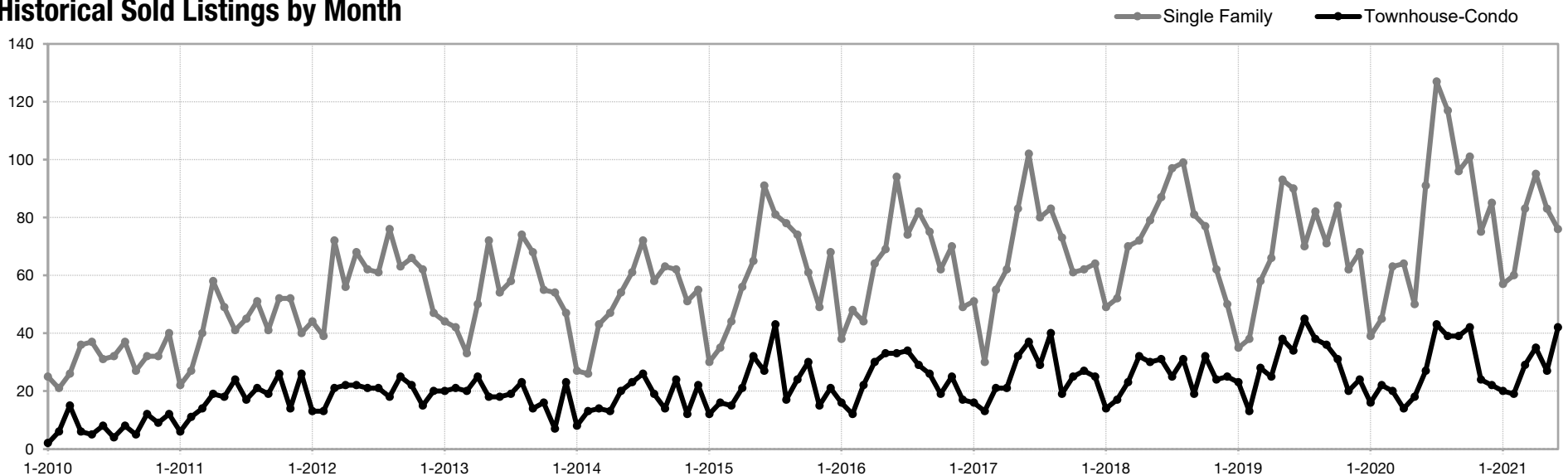


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Apr-2021	95	+48.4%	35	+150.0%
May-2021	83	+66.0%	27	+50.0%
Jun-2021	76	-16.5%	42	+55.6%

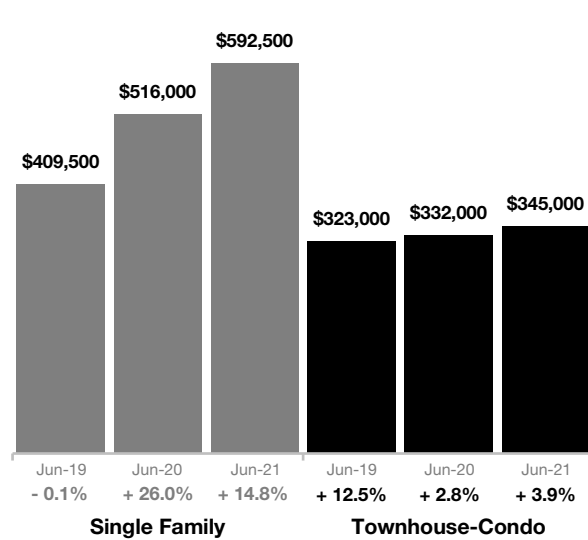
Historical Sold Listings by Month



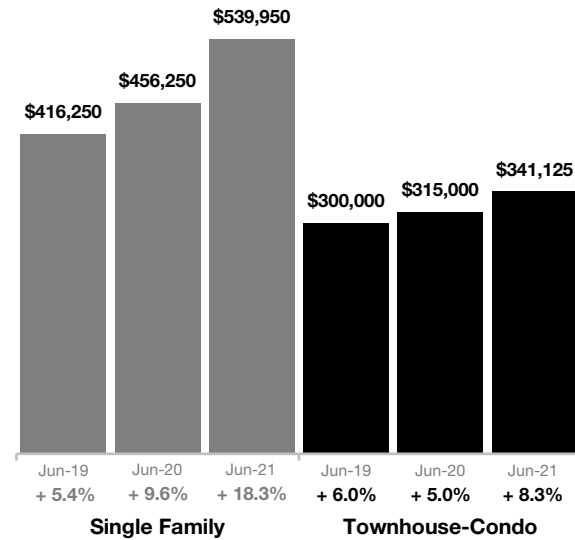
Median Sales Price



June

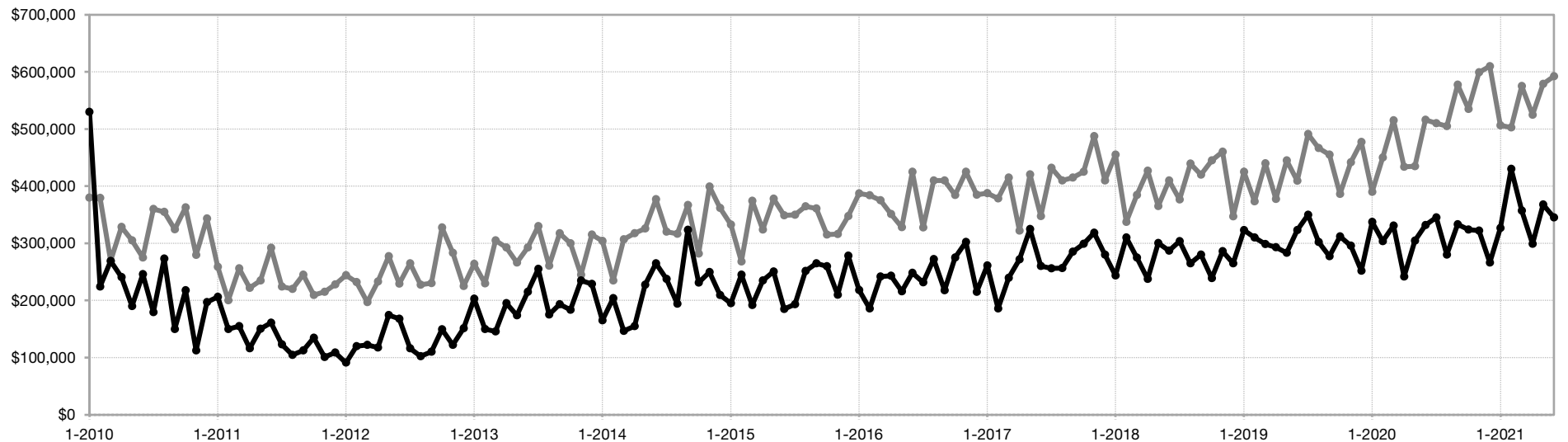


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Apr-2021	\$525,000	+21.0%	\$299,000	+23.8%
May-2021	\$579,000	+33.1%	\$368,000	+20.9%
Jun-2021	\$592,500	+14.8%	\$345,000	+3.9%

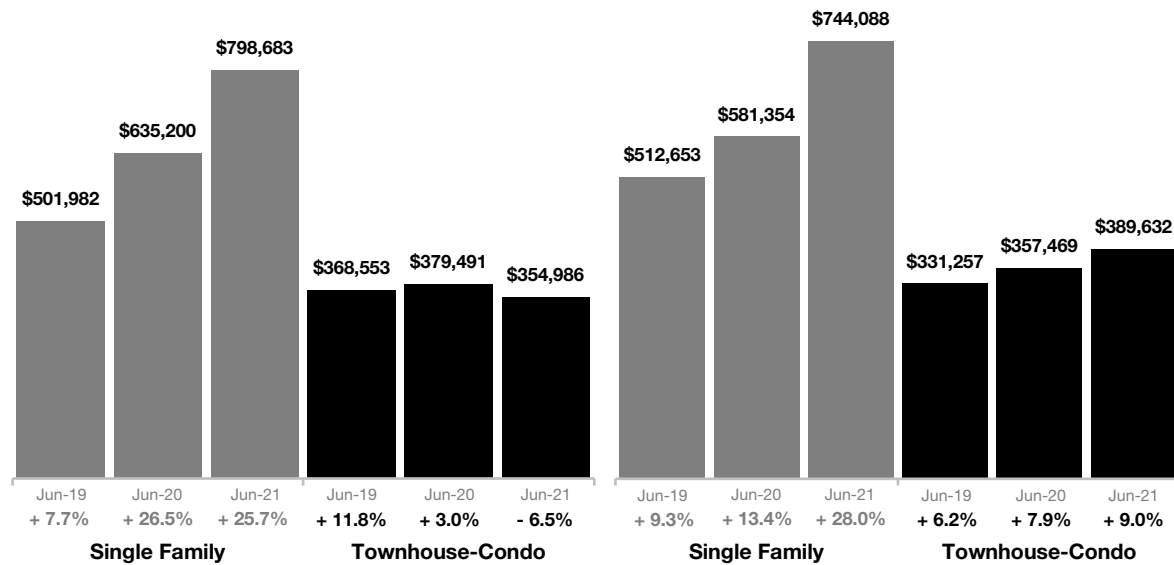
Historical Median Sales Price by Month



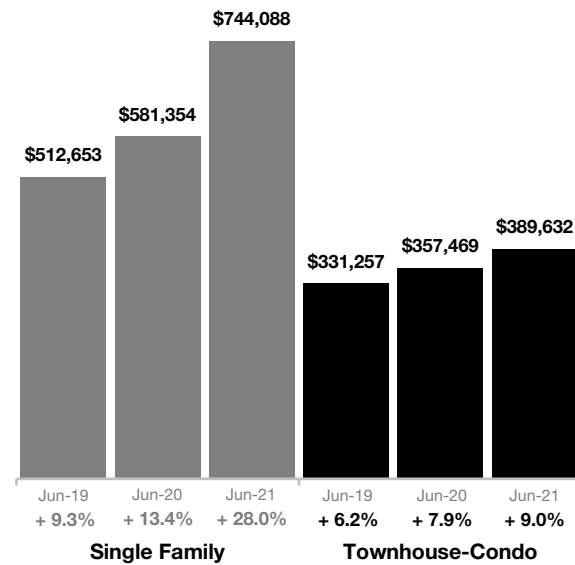
Average Sales Price



June

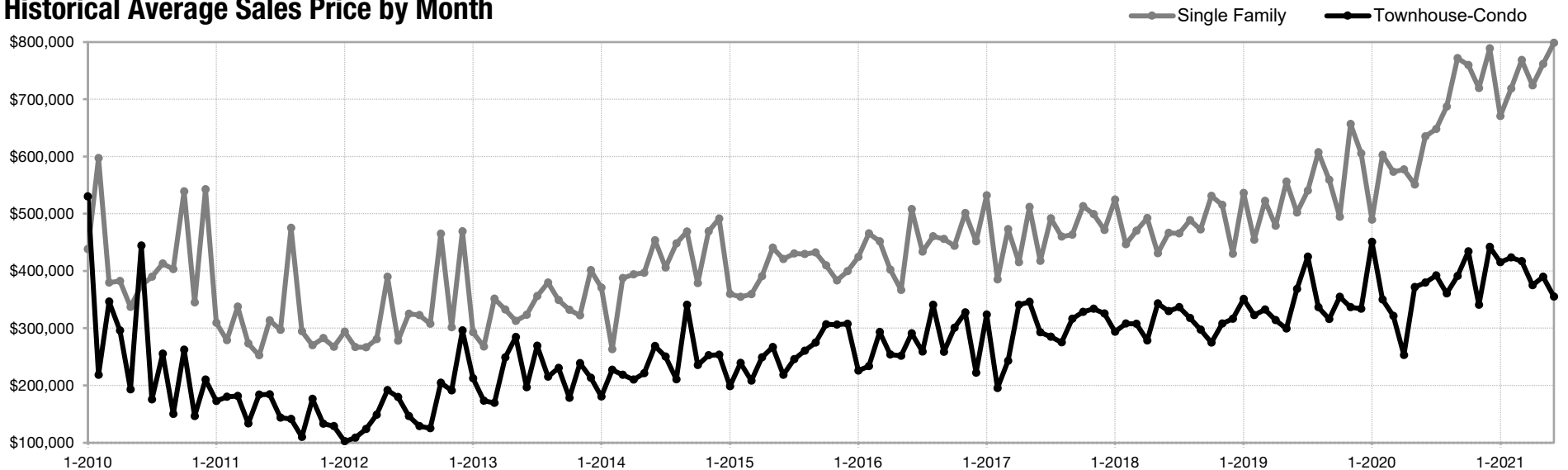


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Apr-2021	\$724,281	+25.5%	\$375,190	+48.3%
May-2021	\$761,356	+38.1%	\$389,930	+4.9%
Jun-2021	\$798,683	+25.7%	\$354,986	-6.5%

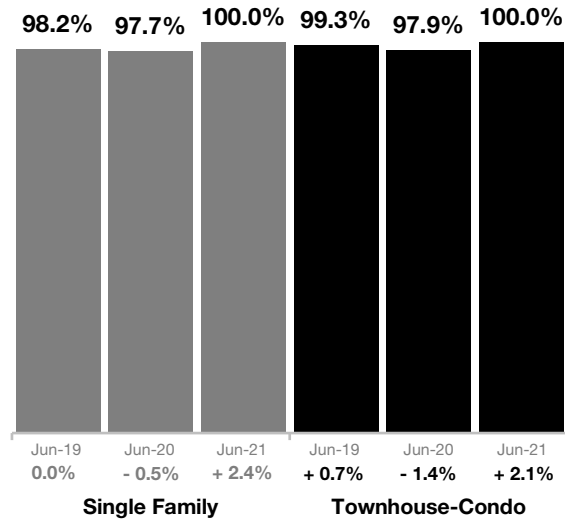
Historical Average Sales Price by Month



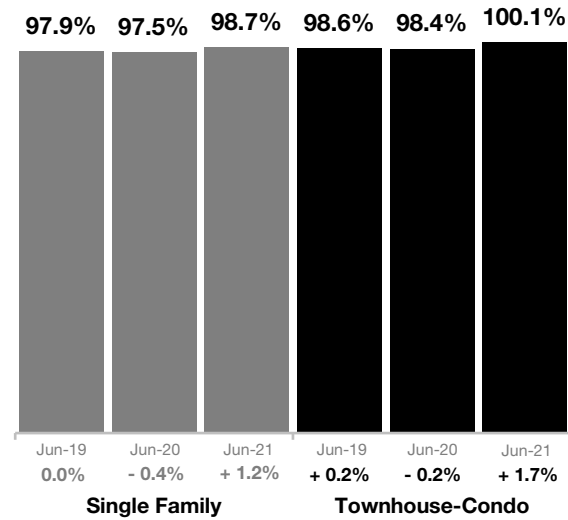
Percent of List Price Received



June

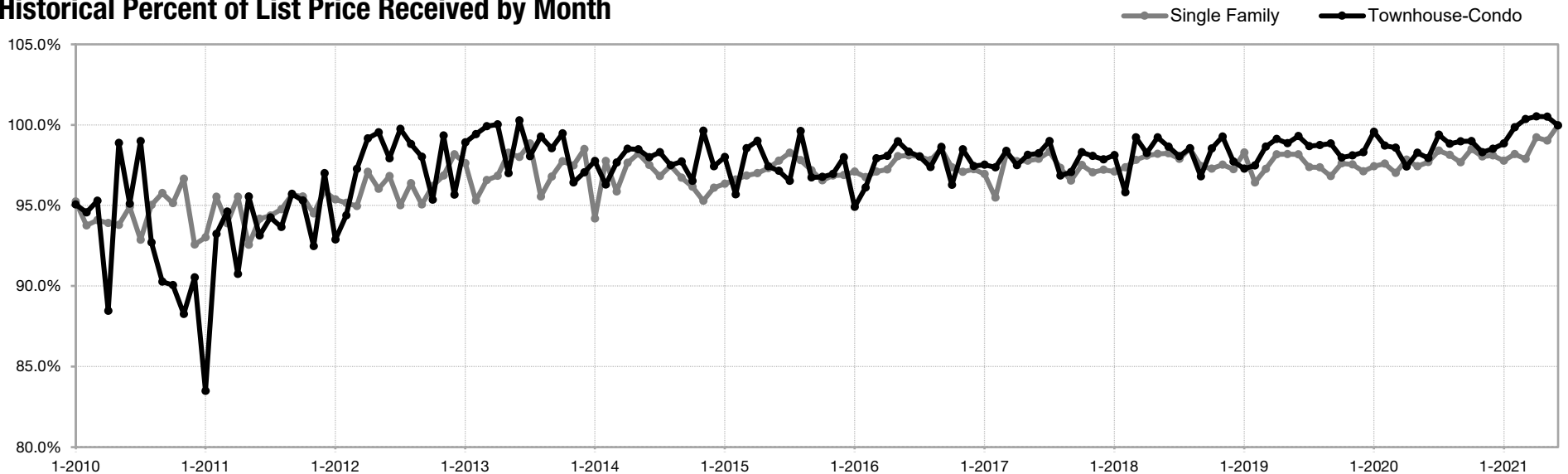


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
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%

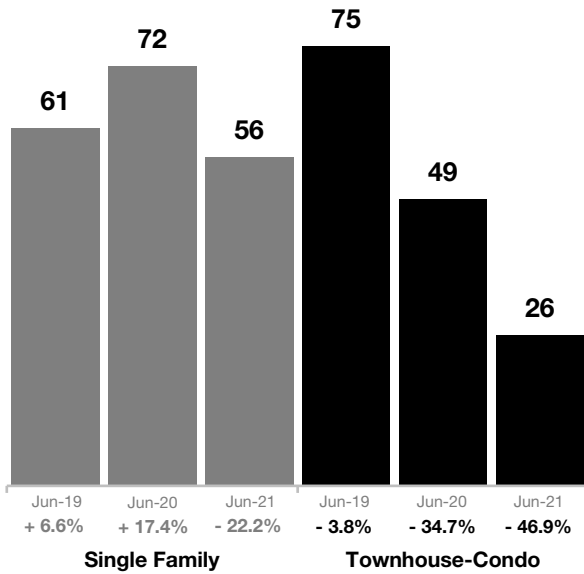
Historical Percent of List Price Received by Month



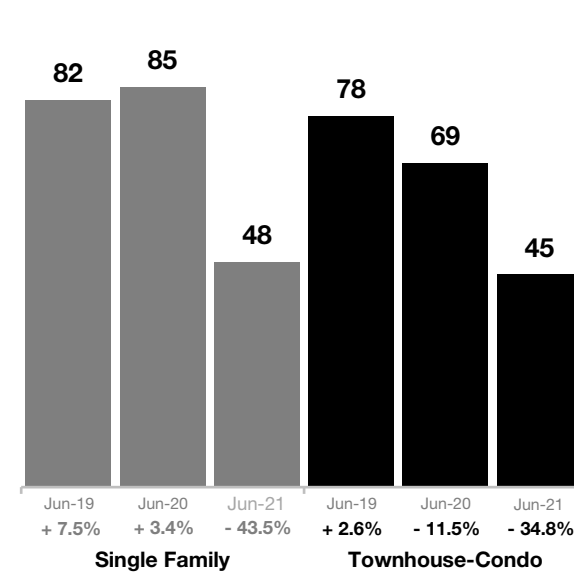
Days on Market Until Sale



June

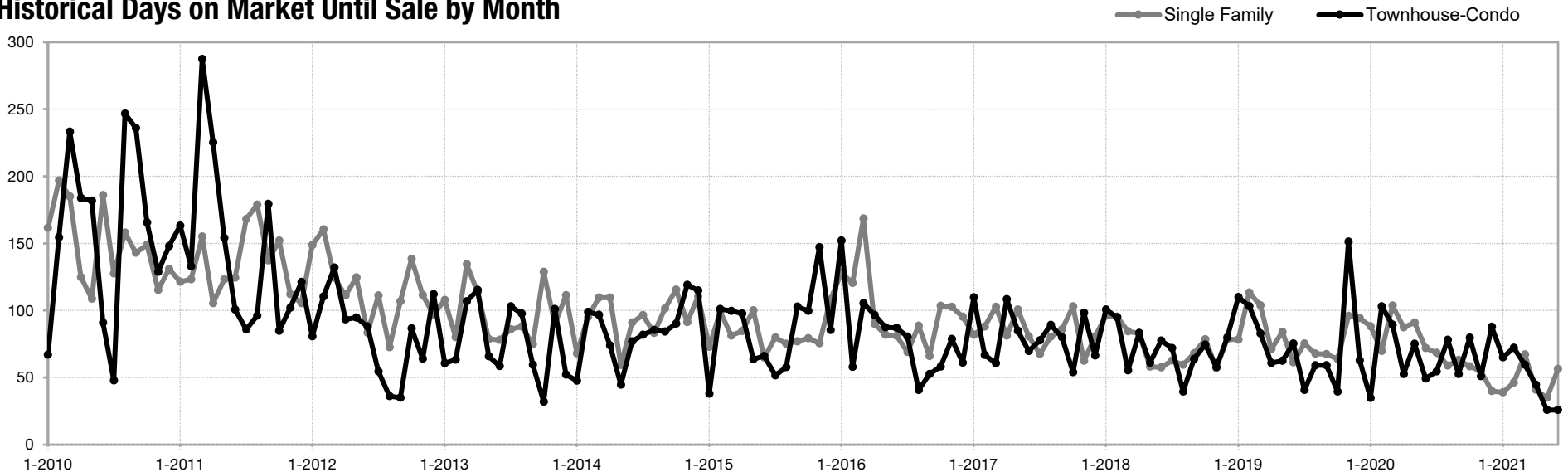


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Apr-2021	41	-52.9%	45	-13.5%
May-2021	35	-61.5%	26	-65.3%
Jun-2021	56	-22.2%	26	-46.9%

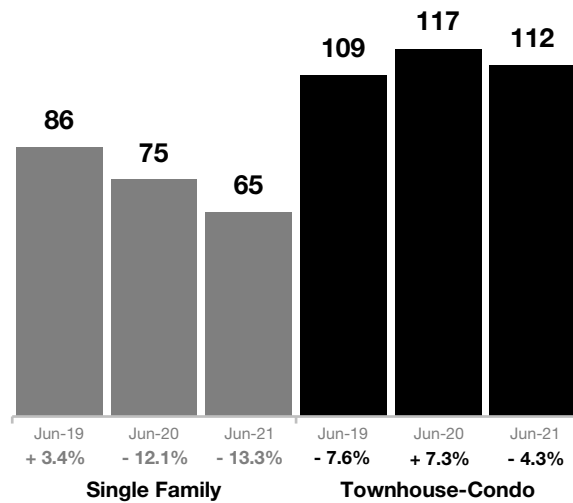
Historical Days on Market Until Sale by Month



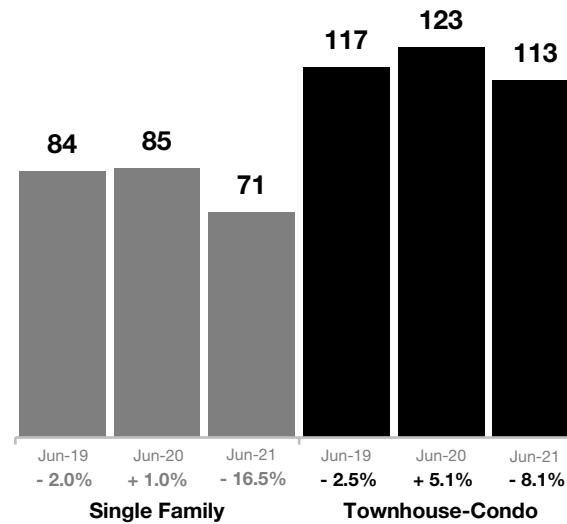
Housing Affordability Index



June

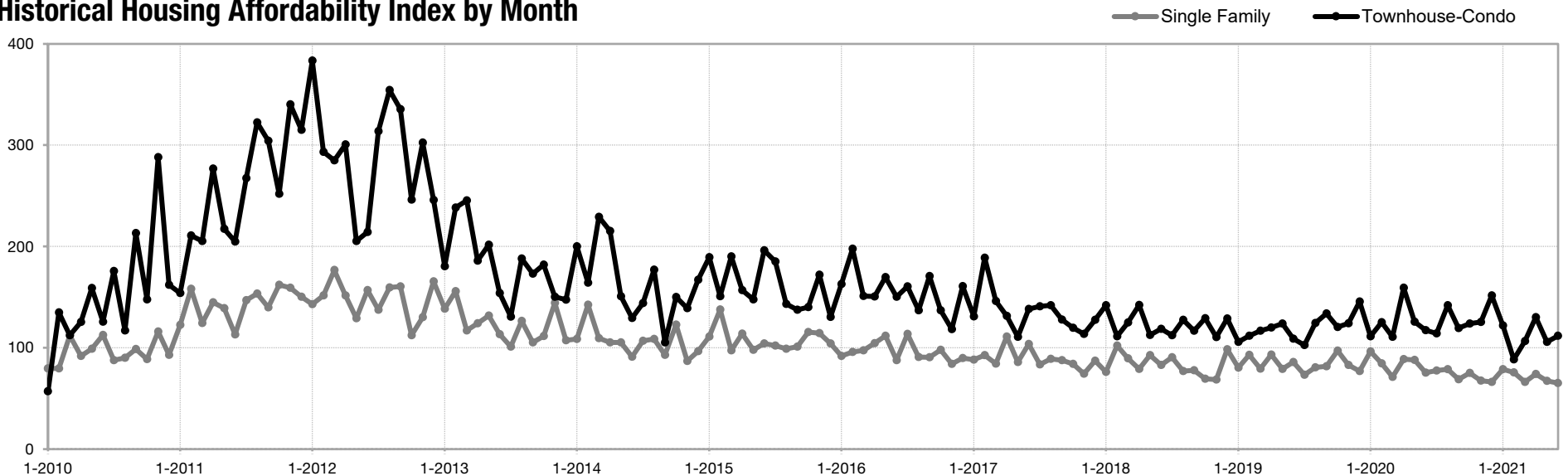


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Apr-2021	74	-16.9%	130	-18.2%
May-2021	67	-23.9%	106	-15.9%
Jun-2021	65	-13.3%	112	-4.3%

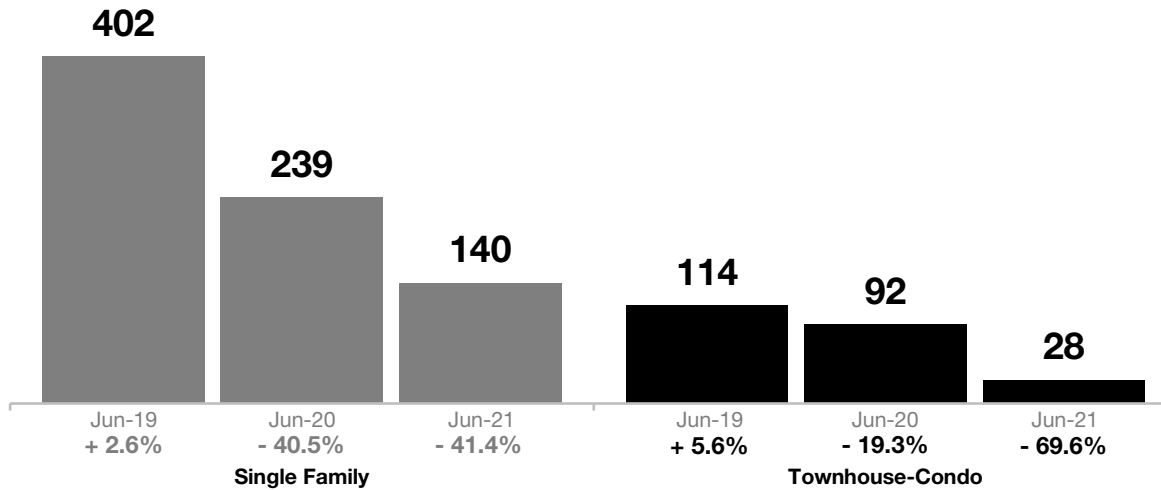
Historical Housing Affordability Index by Month



Inventory of Active Listings

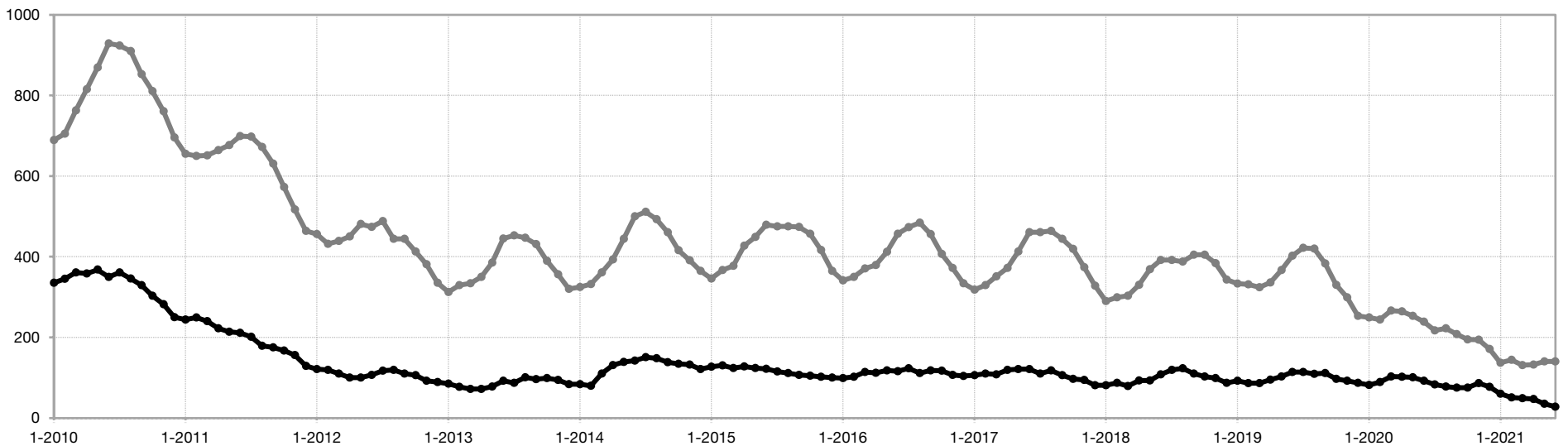


June



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	217	-48.6%	83	-27.2%
Aug-2020	222	-47.1%	78	-28.4%
Sep-2020	208	-45.7%	75	-32.4%
Oct-2020	195	-40.9%	75	-22.7%
Nov-2020	194	-35.1%	86	-6.5%
Dec-2020	171	-32.4%	77	-11.5%
Jan-2021	137	-45.0%	60	-26.8%
Feb-2021	144	-41.0%	51	-42.7%
Mar-2021	131	-50.8%	49	-52.4%
Apr-2021	132	-50.0%	47	-53.9%
May-2021	140	-44.7%	35	-65.3%
Jun-2021	140	-41.4%	28	-69.6%

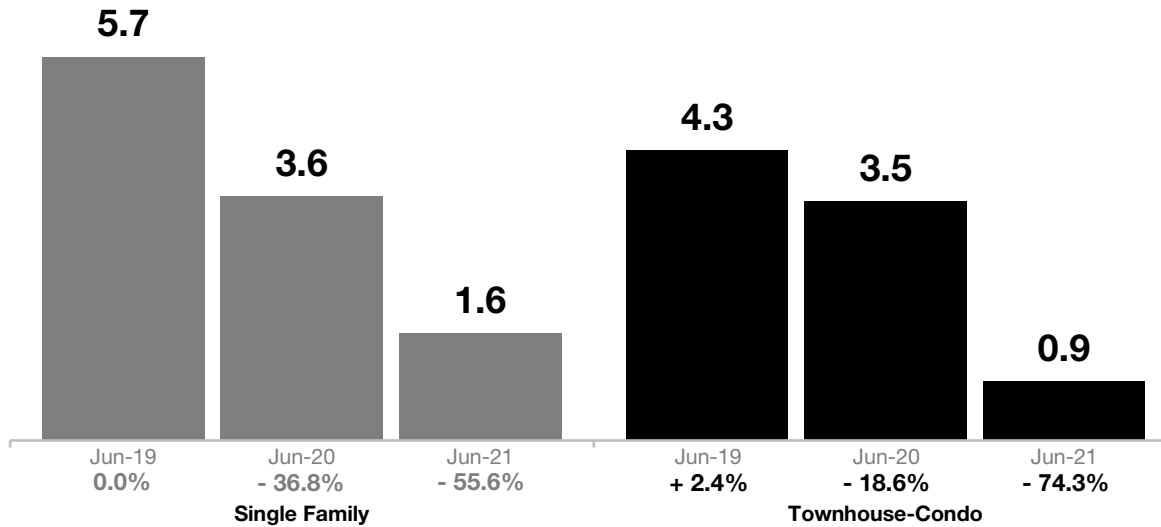
Historical Inventory of Active Listings by Month



Months Supply of Inventory

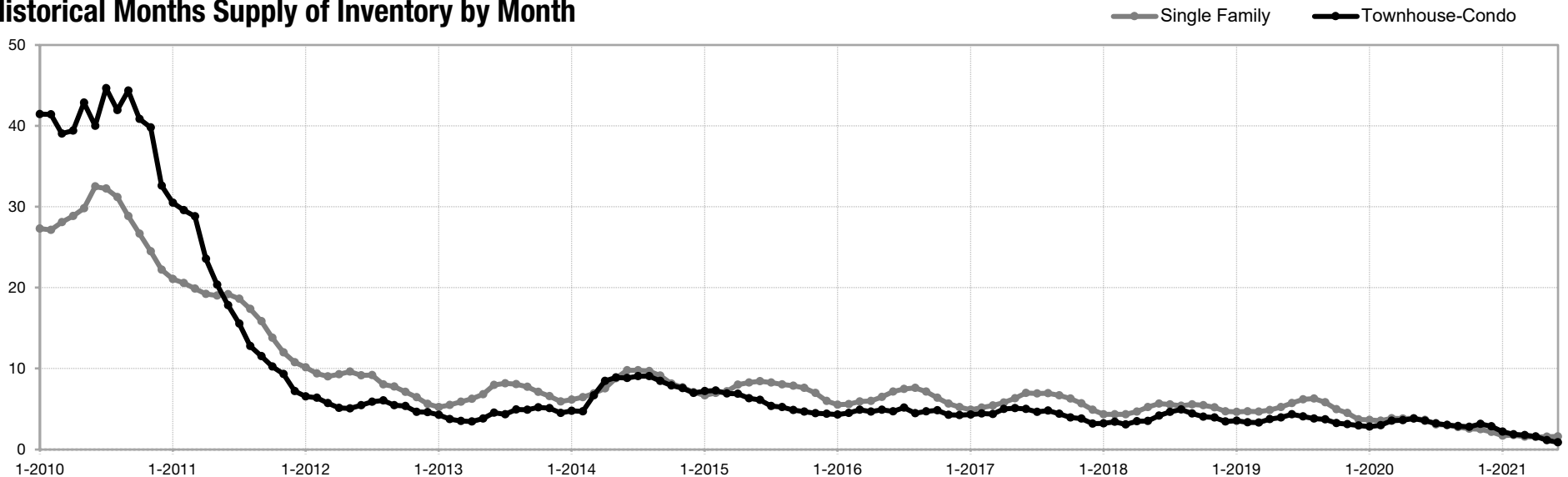


June



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	3.1	-50.0%	3.2	-22.0%
Aug-2020	3.0	-52.4%	3.0	-21.1%
Sep-2020	2.8	-51.7%	2.9	-21.6%
Oct-2020	2.5	-50.0%	2.8	-12.5%
Nov-2020	2.5	-44.4%	3.1	0.0%
Dec-2020	2.2	-40.5%	2.8	-3.4%
Jan-2021	1.7	-52.8%	2.2	-21.4%
Feb-2021	1.8	-48.6%	1.9	-36.7%
Mar-2021	1.6	-57.9%	1.8	-48.6%
Apr-2021	1.5	-60.5%	1.6	-55.6%
May-2021	1.6	-59.0%	1.1	-71.1%
Jun-2021	1.6	-55.6%	0.9	-74.3%

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.



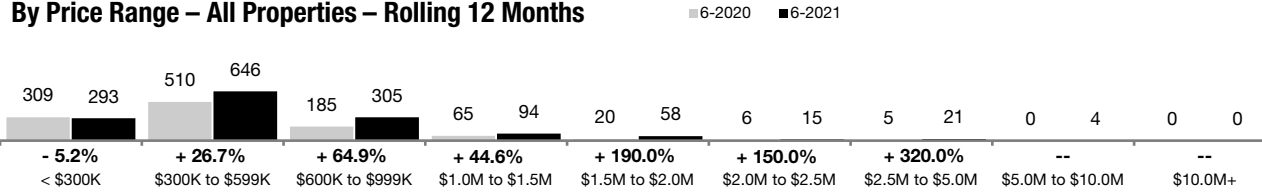
Key Metrics	Historical Sparkbars	6-2020	6-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		174	142	- 18.4%	714	751	+ 5.2%
Pending Sales		170	121	- 28.8%	595	719	+ 20.8%
Sold Listings		118	118	0.0%	469	626	+ 33.5%
Median Sales Price		\$445,250	\$440,500	- 1.1%	\$417,500	\$480,000	+ 15.0%
Avg. Sales Price		\$576,690	\$640,757	+ 11.1%	\$525,502	\$646,697	+ 23.1%
Pct. of List Price Received		97.7%	100.0%	+ 2.4%	97.7%	99.1%	+ 1.4%
Days on Market		67	45	- 32.8%	81	47	- 42.0%
Affordability Index		87	88	+ 1.1%	93	80	- 14.0%
Active Listings		331	168	- 49.2%	--	--	--
Months Supply		3.6	1.4	- 61.1%	--	--	--

Closed Sales

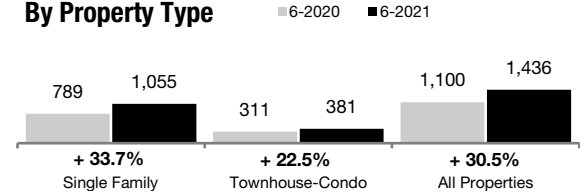
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	6-2020	6-2021	Change	6-2020	6-2021	Change
\$299,999 and Below	165	127	- 23.0%	144	166	+ 15.3%
\$300,000 to \$599,999	371	483	+ 30.2%	139	163	+ 17.3%
\$600,000 to \$999,999	165	266	+ 61.2%	20	39	+ 95.0%
\$1,000,000 to \$1,499,999	57	83	+ 45.6%	8	11	+ 37.5%
\$1,500,00 to \$1,999,999	20	57	+ 185.0%	0	1	--
\$2,000,000 to \$2,499,999	6	14	+ 133.3%	0	1	--
\$2,500,000 to \$4,999,999	5	21	+ 320.0%	0	0	--
\$5,000,000 to \$9,999,999	0	4	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	789	1,055	+ 33.7%	311	381	+ 22.5%

Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2021	6-2021	Change	5-2021	6-2021	Change
\$299,999 and Below	8	9	+ 12.5%	8	19	+ 137.5%
\$300,000 to \$599,999	35	29	- 17.1%	15	20	+ 33.3%
\$600,000 to \$999,999	24	24	0.0%	4	3	- 25.0%
\$1,000,000 to \$1,499,999	9	6	- 33.3%	0	0	--
\$1,500,00 to \$1,999,999	3	3	0.0%	0	0	--
\$2,000,000 to \$2,499,999	2	2	0.0%	0	0	--
\$2,500,000 to \$4,999,999	2	3	+ 50.0%	0	0	--
\$5,000,000 to \$9,999,999	0	0	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	83	76	- 8.4%	27	42	+ 55.6%

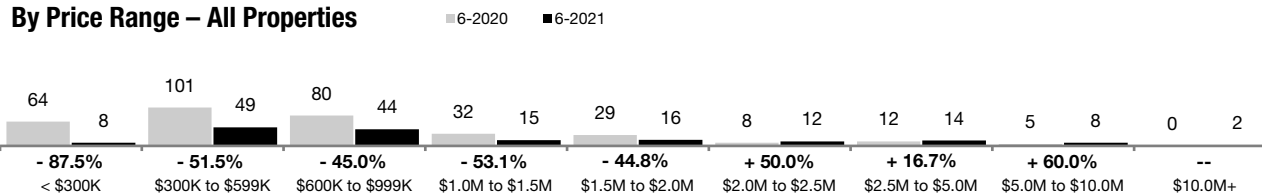
Year to Date

By Price Range	Single Family			Condo		
	6-2020	6-2021	Change	6-2020	6-2021	Change
\$299,999 and Below	73	51	- 30.1%	53	72	+ 35.8%
\$300,000 to \$599,999	154	202	+ 31.2%	53	77	+ 45.3%
\$600,000 to \$999,999	83	119	+ 43.4%	9	20	+ 122.2%
\$1,000,000 to \$1,499,999	30	36	+ 20.0%	2	2	0.0%
\$1,500,00 to \$1,999,999	9	28	+ 211.1%	0	1	--
\$2,000,000 to \$2,499,999	2	10	+ 400.0%	0	0	--
\$2,500,000 to \$4,999,999	1	6	+ 500.0%	0	0	--
\$5,000,000 to \$9,999,999	0	2	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	352	454	+ 29.0%	117	172	+ 47.0%

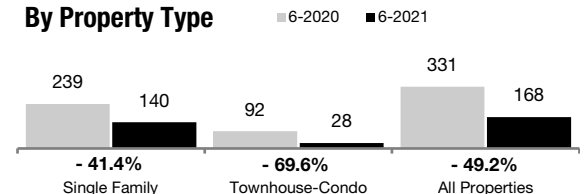
Inventory of Active Listings

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			Condo		
	6-2020	6-2021	Change	6-2020	6-2021	Change
\$299,999 and Below	27	5	- 81.5%	37	3	- 91.9%
\$300,000 to \$599,999	73	40	- 45.2%	28	9	- 67.9%
\$600,000 to \$999,999	63	37	- 41.3%	17	7	- 58.8%
\$1,000,000 to \$1,499,999	24	11	- 54.2%	8	4	- 50.0%
\$1,500,00 to \$1,999,999	28	13	- 53.6%	1	3	+ 200.0%
\$2,000,000 to \$2,499,999	7	11	+ 57.1%	1	1	0.0%
\$2,500,000 to \$4,999,999	12	13	+ 8.3%	0	1	--
\$5,000,000 to \$9,999,999	5	8	+ 60.0%	0	0	--
\$10,000,000 and Above	0	2	--	0	0	--
All Price Ranges	239	140	- 41.4%	92	28	- 69.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2021	6-2021	Change	5-2021	6-2021	Change
\$299,999 and Below	6	5	- 16.7%	6	3	- 50.0%
\$300,000 to \$599,999	41	40	- 2.4%	17	9	- 47.1%
\$600,000 to \$999,999	41	37	- 9.8%	6	7	+ 16.7%
\$1,000,000 to \$1,499,999	9	11	+ 22.2%	2	4	+ 100.0%
\$1,500,00 to \$1,999,999	14	13	- 7.1%	3	3	0.0%
\$2,000,000 to \$2,499,999	10	11	+ 10.0%	1	1	0.0%
\$2,500,000 to \$4,999,999	11	13	+ 18.2%	0	1	--
\$5,000,000 to \$9,999,999	6	8	+ 33.3%	0	0	--
\$10,000,000 and Above	2	2	0.0%	0	0	--
All Price Ranges	140	140	0.0%	35	28	- 20.0%

Year to Date

By Price Range	Single Family			Condo		
	6-2020	6-2021	Change	6-2020	6-2021	Change
\$299,999 and Below	27	5	- 81.5%	37	3	- 91.9%
\$300,000 to \$599,999	73	40	- 45.2%	28	9	- 67.9%
\$600,000 to \$999,999	63	37	- 41.3%	17	7	- 58.8%
\$1,000,000 to \$1,499,999	24	11	- 54.2%	8	4	- 50.0%
\$1,500,00 to \$1,999,999	28	13	- 53.6%	1	3	+ 200.0%
\$2,000,000 to \$2,499,999	7	11	+ 57.1%	1	1	0.0%
\$2,500,000 to \$4,999,999	12	13	+ 8.3%	0	1	--
\$5,000,000 to \$9,999,999	5	8	+ 60.0%	0	0	--
\$10,000,000 and Above	0	2	--	0	0	--
All Price Ranges	239	140	- 41.4%	92	28	- 69.6%

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.