

Monthly Indicators



July 2021

Percent changes calculated using year-over-year comparisons.

New Listings were down 12.9 percent for single family homes and 22.2 percent for townhouse-condo properties. Pending Sales decreased 25.2 percent for single family homes and 28.6 percent for townhouse-condo properties.

The Median Sales Price was up 28.4 percent to \$655,020 for single family homes and 18.8 percent to \$410,000 for townhouse-condo properties. Days on Market decreased 67.6 percent for single family homes and 55.6 percent for townhouse-condo properties.

The National Association of REALTORS® reported inventory of homes for sale nationwide rose slightly in June as more sellers list their homes, hoping to take advantage of record-high sales prices across the country. Even with renewed home seller interest, inventory overall remains 18.8% lower than a year ago, according to NAR.

Activity Snapshot

- 20.0%	+ 26.0%	- 36.0%
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	7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		124	108	- 12.9%	650	691	+ 6.3%
Pending Sales		127	95	- 25.2%	575	603	+ 4.9%
Sold Listings		127	90	- 29.1%	479	545	+ 13.8%
Median Sales Price		\$510,000	\$655,020	+ 28.4%	\$465,000	\$561,000	+ 20.6%
Avg. Sales Price		\$648,089	\$747,473	+ 15.3%	\$599,048	\$744,617	+ 24.3%
Pct. of List Price Received		98.4%	100.2%	+ 1.8%	97.7%	99.0%	+ 1.3%
Days on Market		68	22	- 67.6%	80	43	- 46.3%
Affordability Index		77	59	- 23.4%	85	69	- 18.8%
Active Listings		217	163	- 24.9%	--	--	--
Months Supply		3.1	1.9	- 38.7%	--	--	--

Townhouse-Condo Market Overview

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

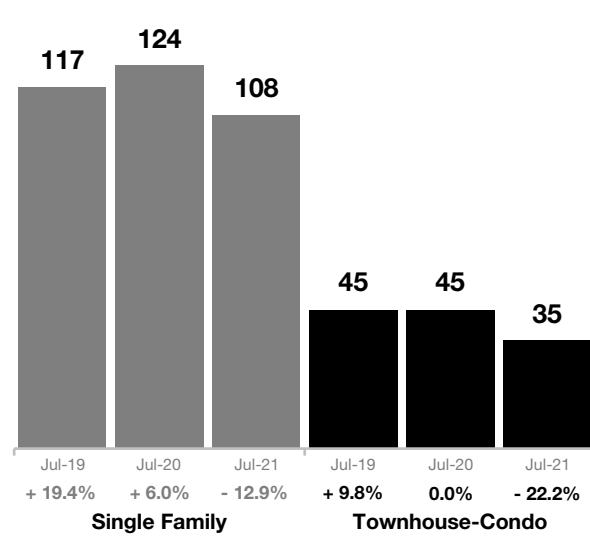


Key Metrics	Historical Sparkbars	7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		45	35	- 22.2%	233	223	- 4.3%
Pending Sales		49	35	- 28.6%	196	241	+ 23.0%
Sold Listings		43	46	+ 7.0%	160	220	+ 37.5%
Median Sales Price		\$345,100	\$410,000	+ 18.8%	\$326,000	\$361,500	+ 10.9%
Avg. Sales Price		\$392,109	\$468,903	+ 19.6%	\$366,778	\$405,460	+ 10.5%
Pct. of List Price Received		99.4%	100.8%	+ 1.4%	98.7%	100.2%	+ 1.5%
Days on Market		54	24	- 55.6%	65	40	- 38.5%
Affordability Index		114	95	- 16.7%	121	108	- 10.7%
Active Listings		83	29	- 65.1%	--	--	--
Months Supply		3.2	0.9	- 71.9%	--	--	--

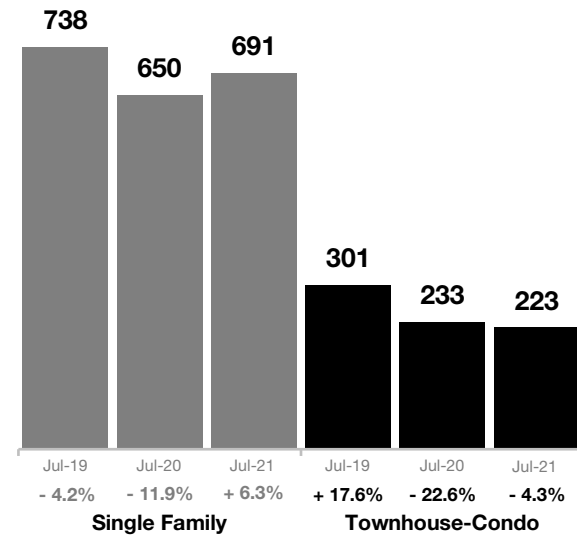
New Listings



July

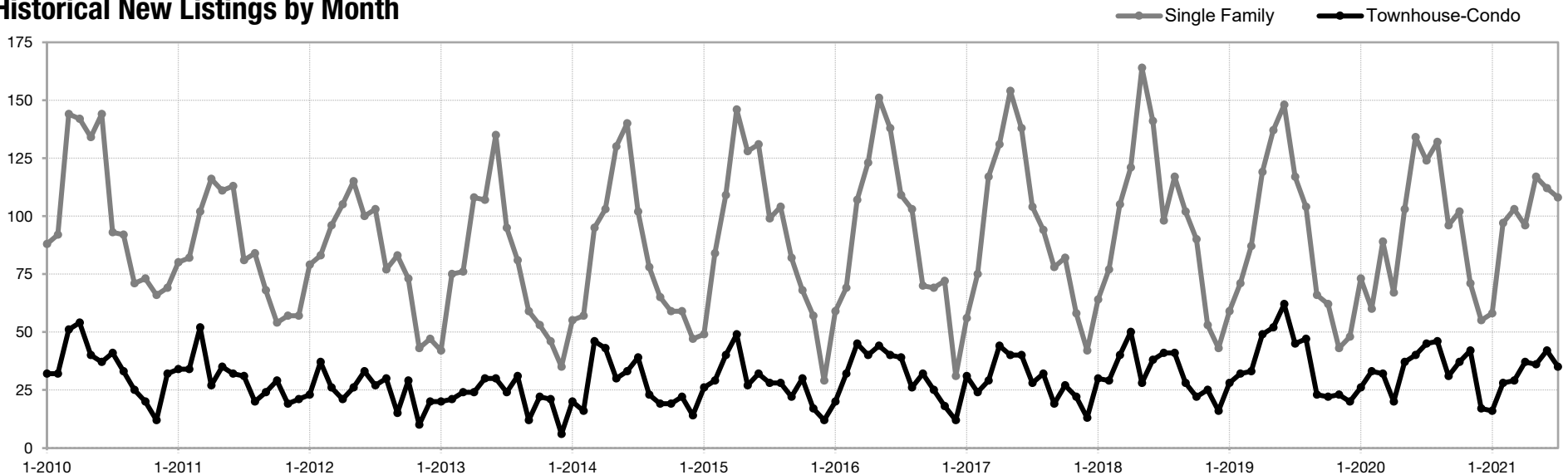


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	103	+15.7%	29	-9.4%
Apr-2021	96	+43.3%	37	+85.0%
May-2021	117	+13.6%	36	-2.7%
Jun-2021	112	-16.4%	42	+5.0%
Jul-2021	108	-12.9%	35	-22.2%

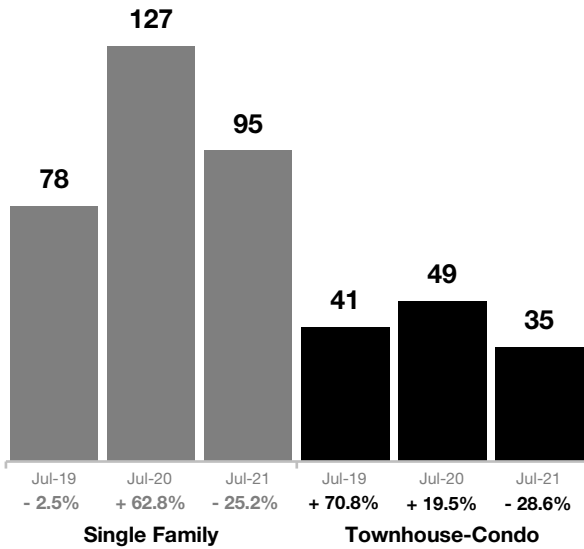
Historical New Listings by Month



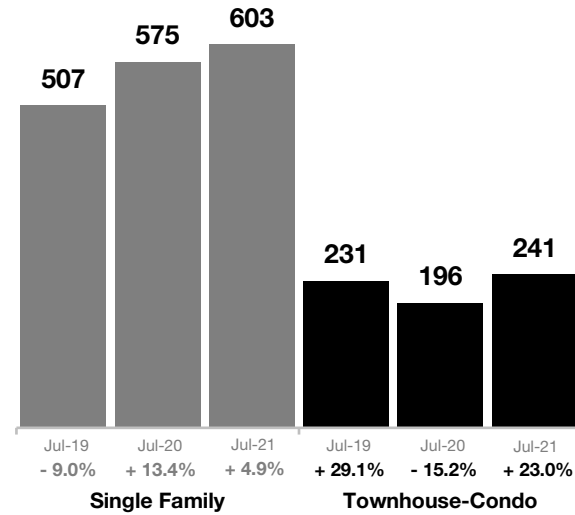
Pending Sales



July

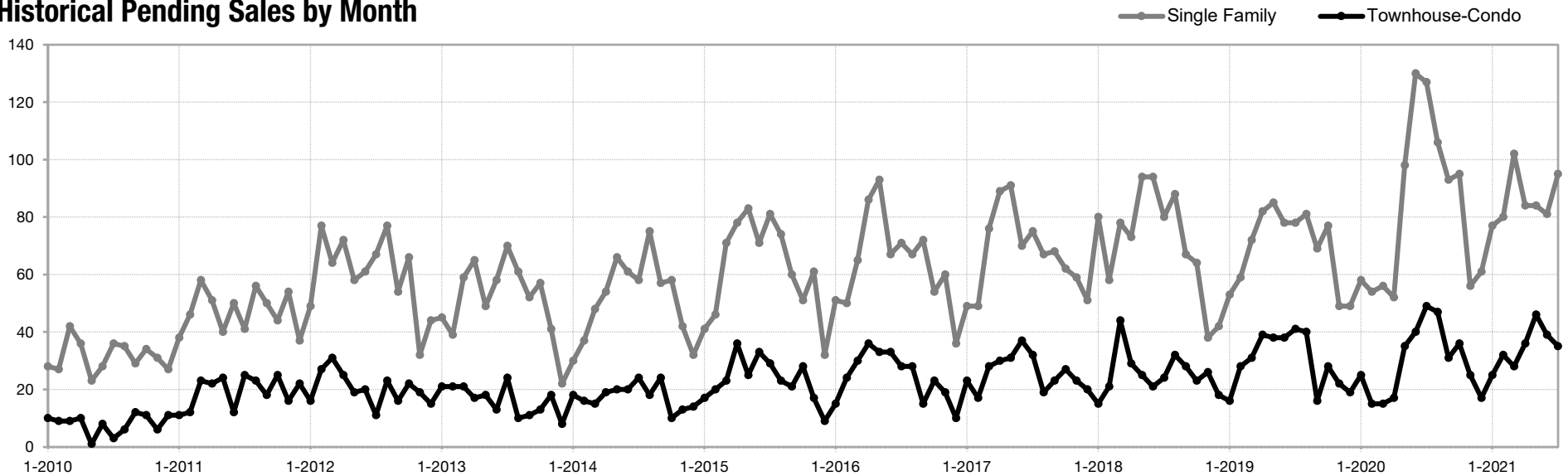


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	102	+82.1%	28	+86.7%
Apr-2021	84	+61.5%	36	+111.8%
May-2021	84	-14.3%	46	+31.4%
Jun-2021	81	-37.7%	39	-2.5%
Jul-2021	95	-25.2%	35	-28.6%

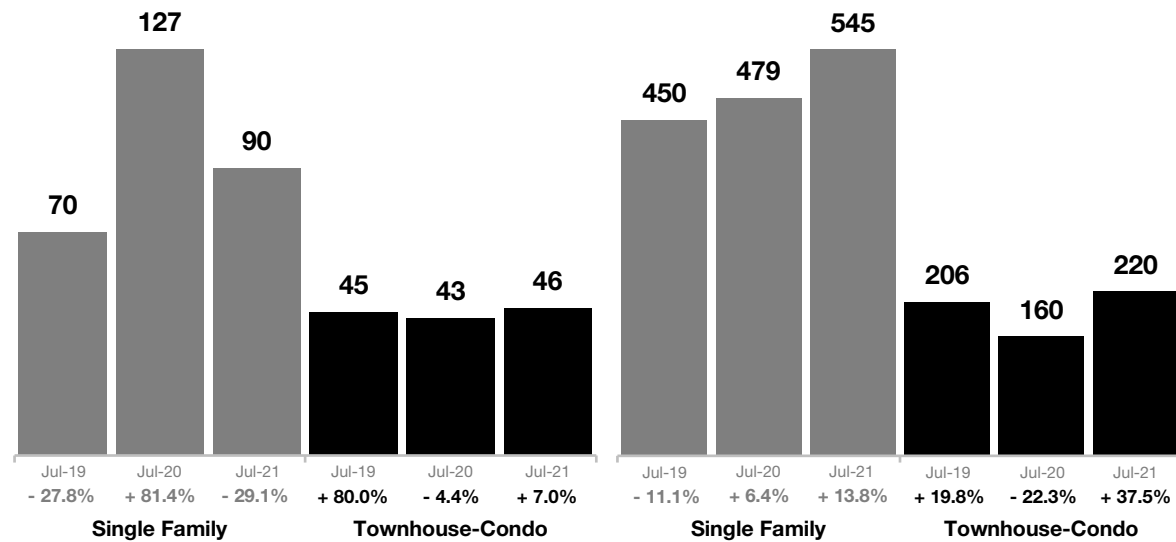
Historical Pending Sales by Month



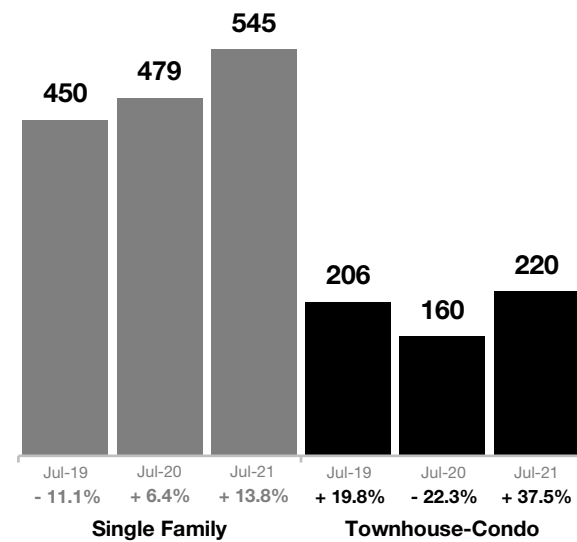
Sold Listings



July

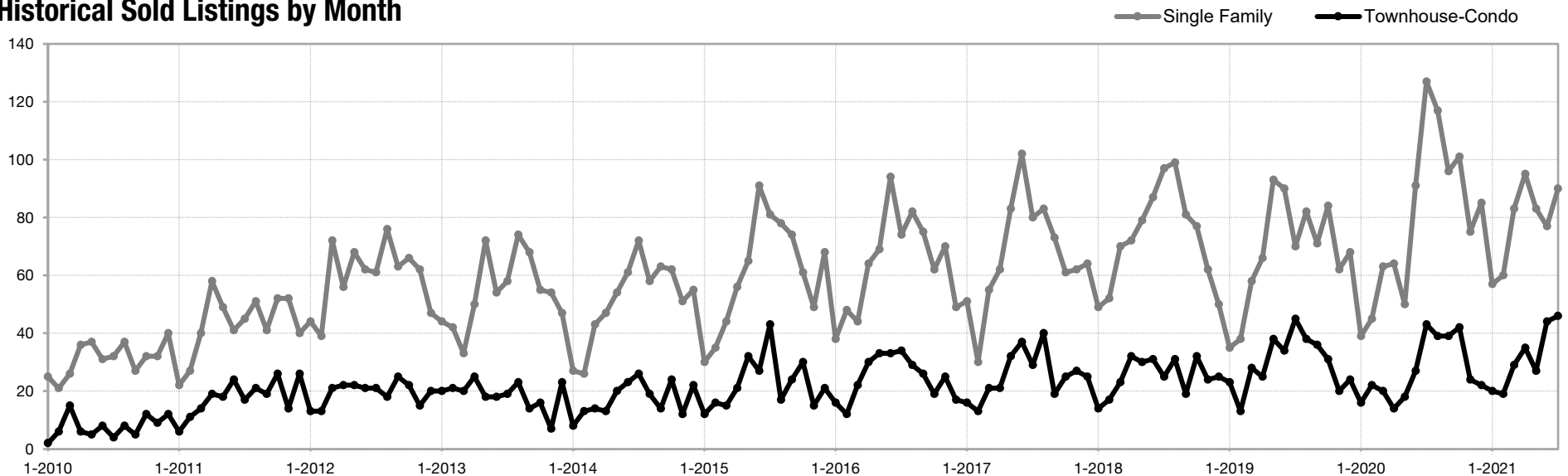


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	77	-15.4%	44	+63.0%
Jul-2021	90	-29.1%	46	+7.0%

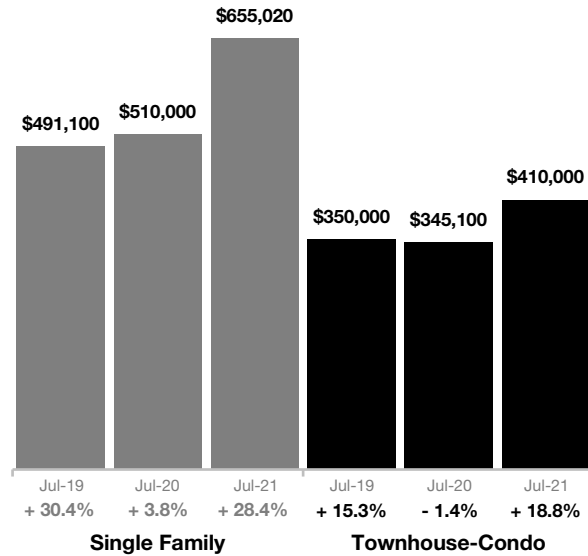
Historical Sold Listings by Month



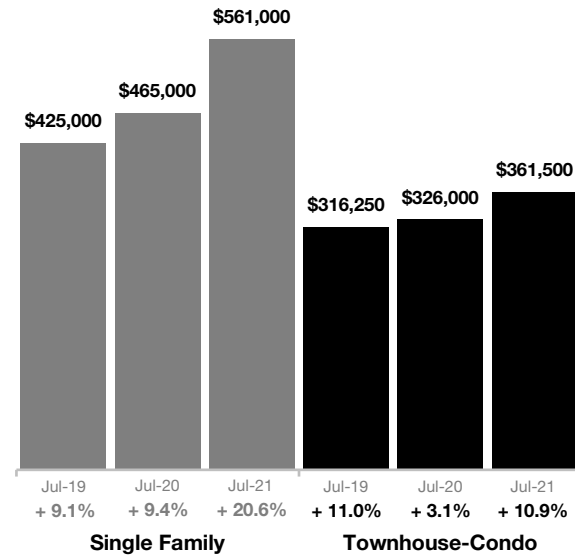
Median Sales Price



July

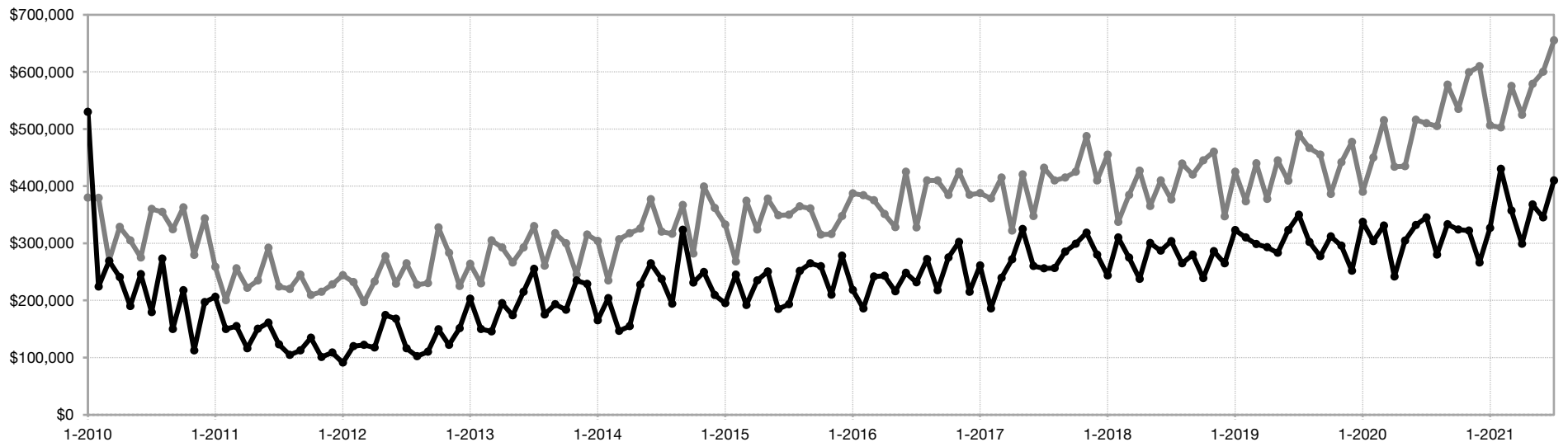


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$600,000	+16.3%	\$345,000	+3.9%
Jul-2021	\$655,020	+28.4%	\$410,000	+18.8%

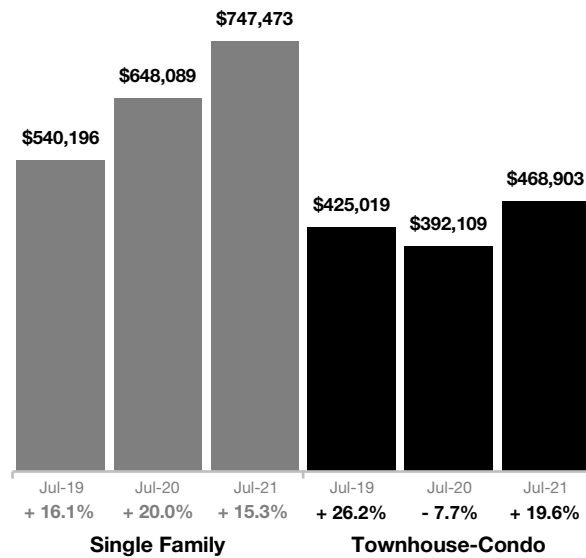
Historical Median Sales Price by Month



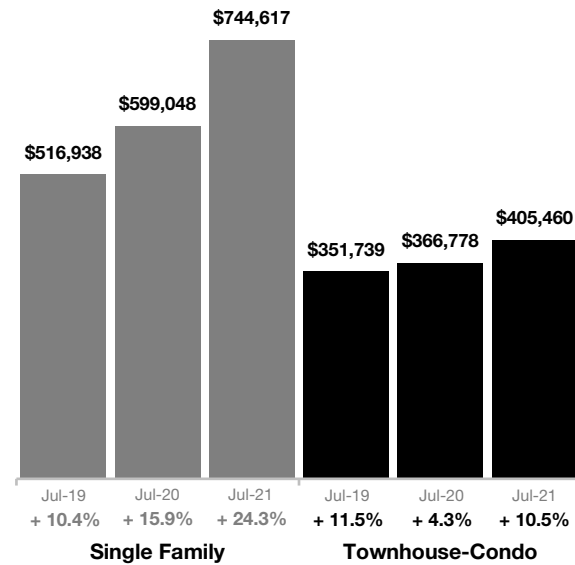
Average Sales Price



July

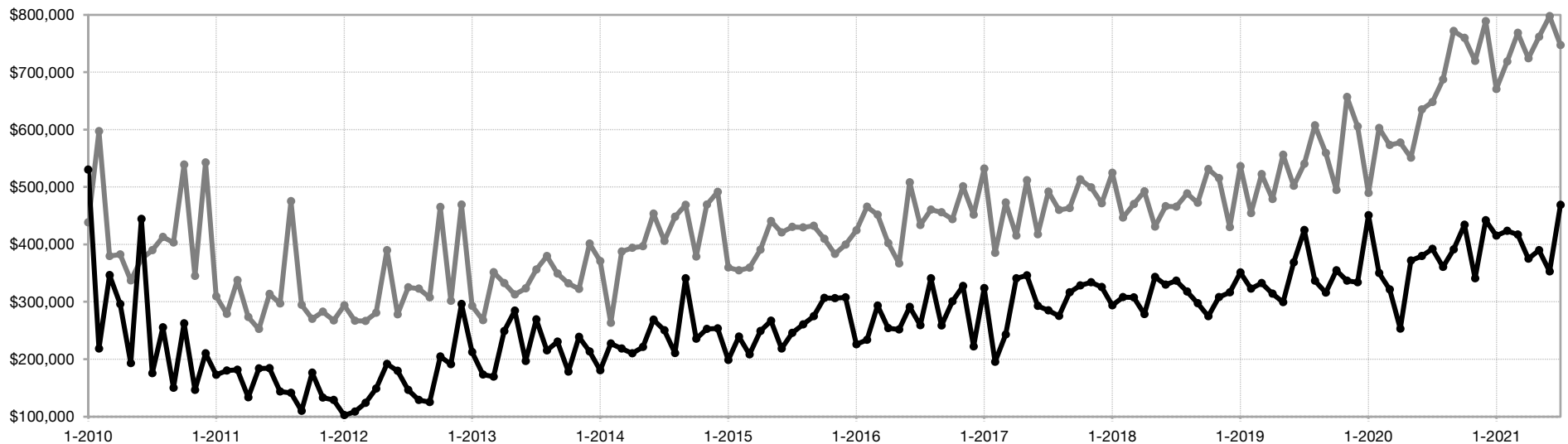


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$797,765	+25.6%	\$352,827	-7.0%
Jul-2021	\$747,473	+15.3%	\$468,903	+19.6%

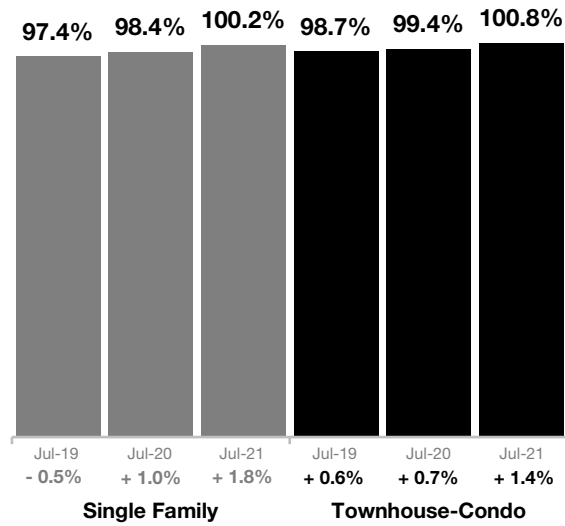
Historical Average Sales Price by Month



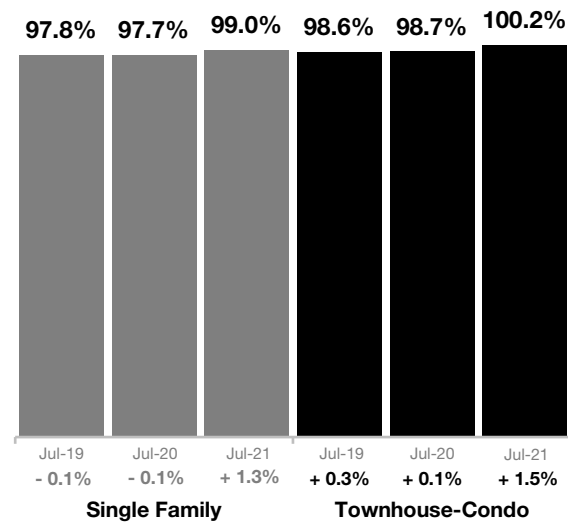
Percent of List Price Received



July

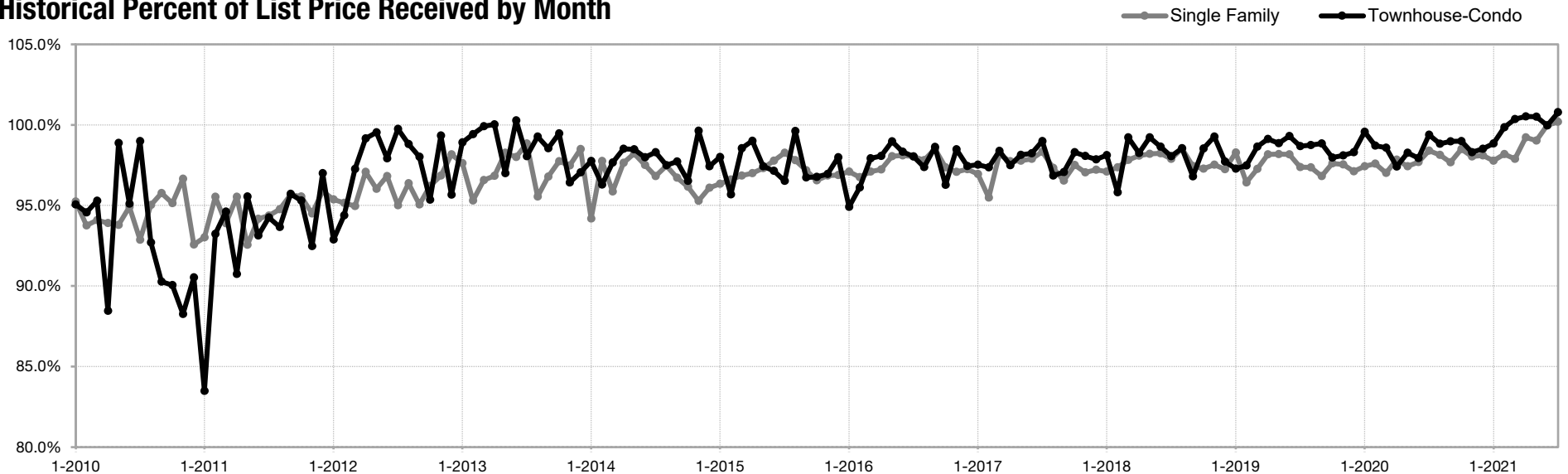


Year to Date

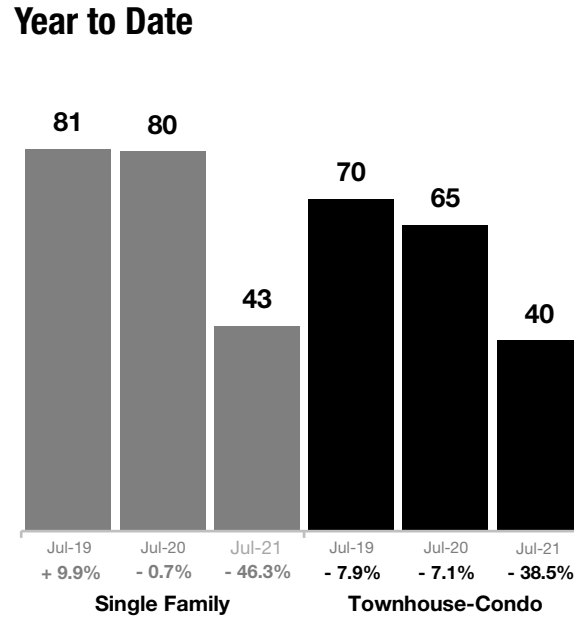
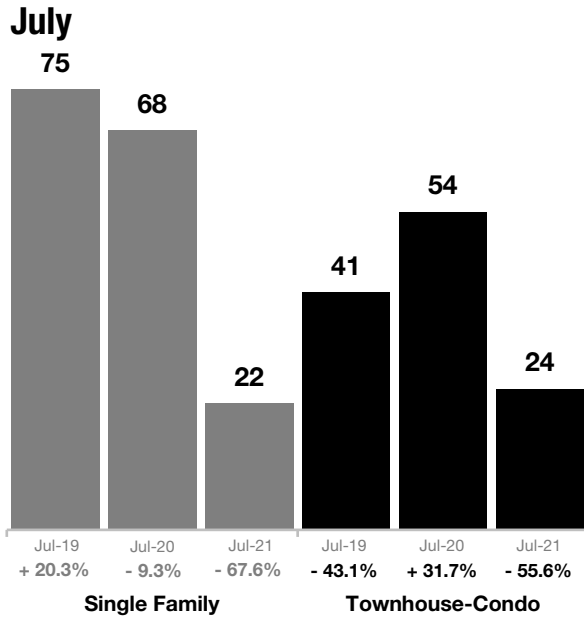


Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	98.1%	+0.7%	98.8%	+0.1%
Sep-2020	97.7%	+0.9%	99.0%	+0.2%
Oct-2020	98.5%	+0.9%	99.0%	+1.0%
Nov-2020	98.0%	+0.5%	98.3%	+0.2%
Dec-2020	98.1%	+1.0%	98.5%	+0.2%
Jan-2021	97.8%	+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%
Jul-2021	100.2%	+1.8%	100.8%	+1.4%

Historical Percent of List Price Received by Month

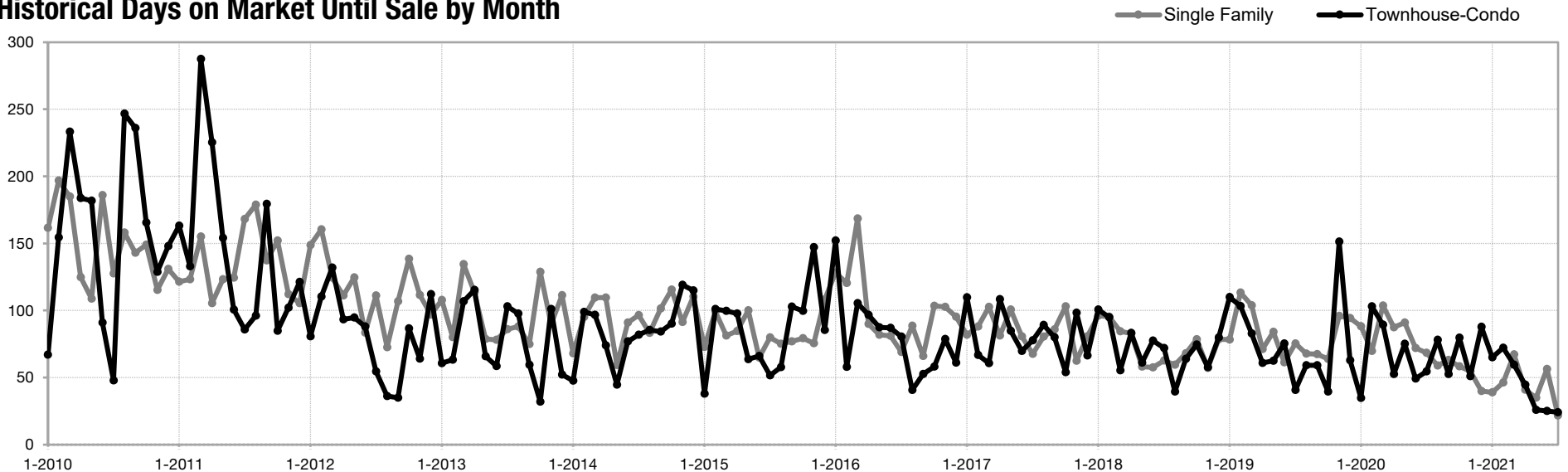


Days on Market Until Sale



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	25	-49.0%
Jul-2021	22	-67.6%	24	-55.6%

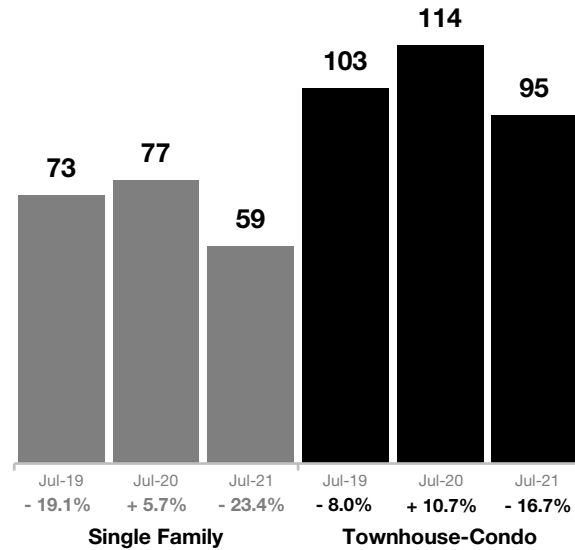
Historical Days on Market Until Sale by Month



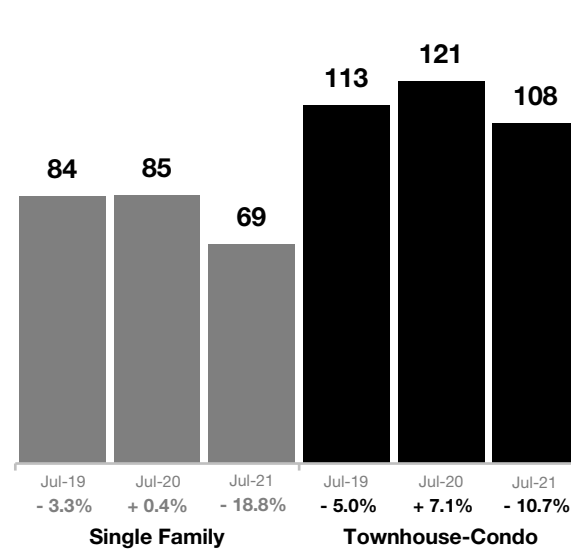
Housing Affordability Index



July

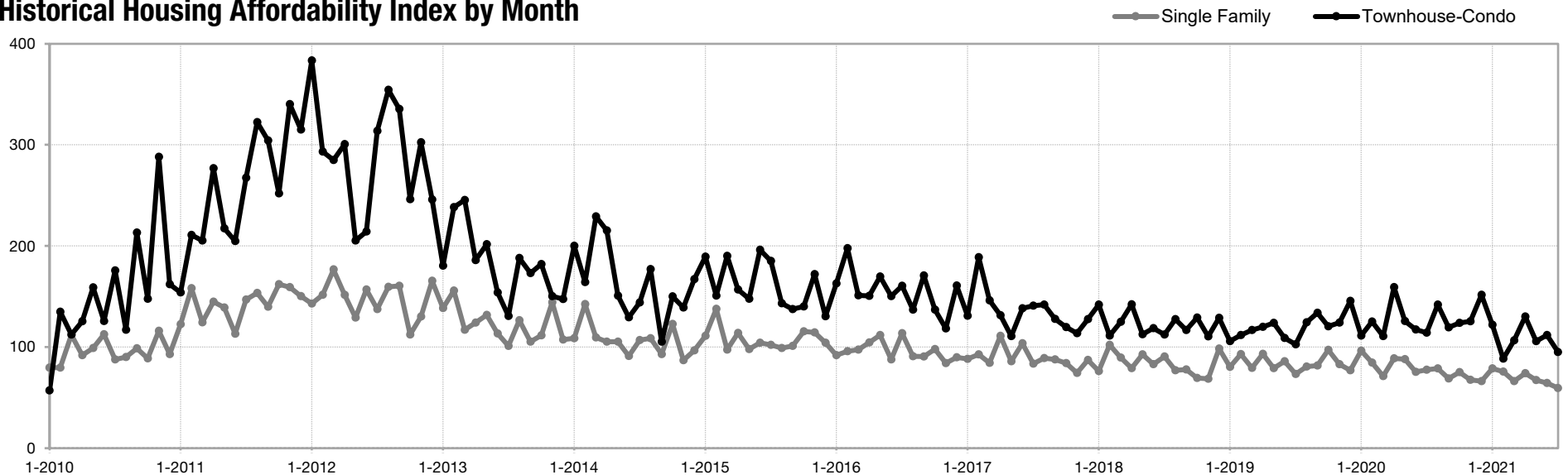


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	64	-14.7%	112	-4.3%
Jul-2021	59	-23.4%	95	-16.7%

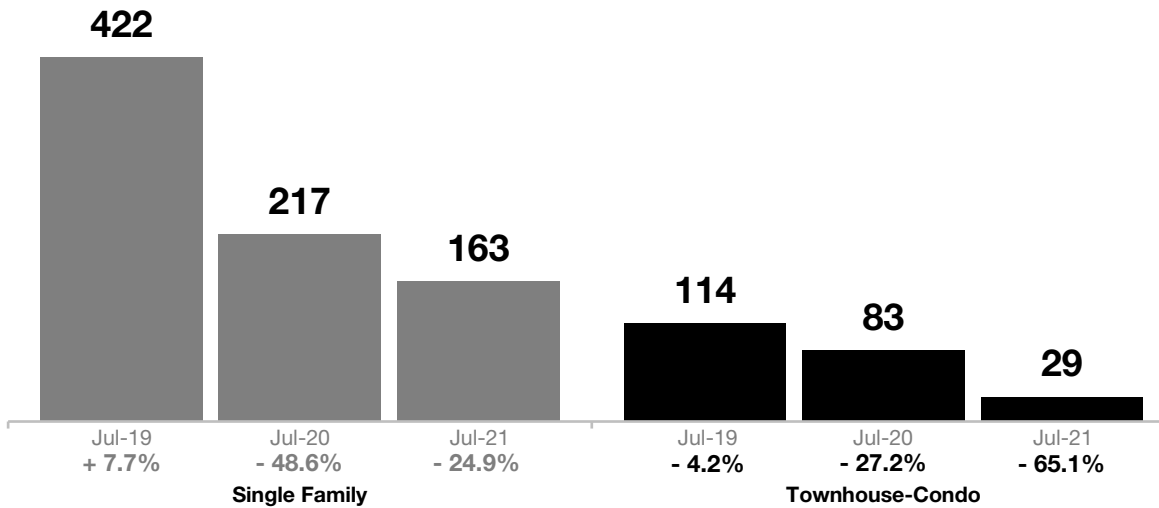
Historical Housing Affordability Index by Month



Inventory of Active Listings

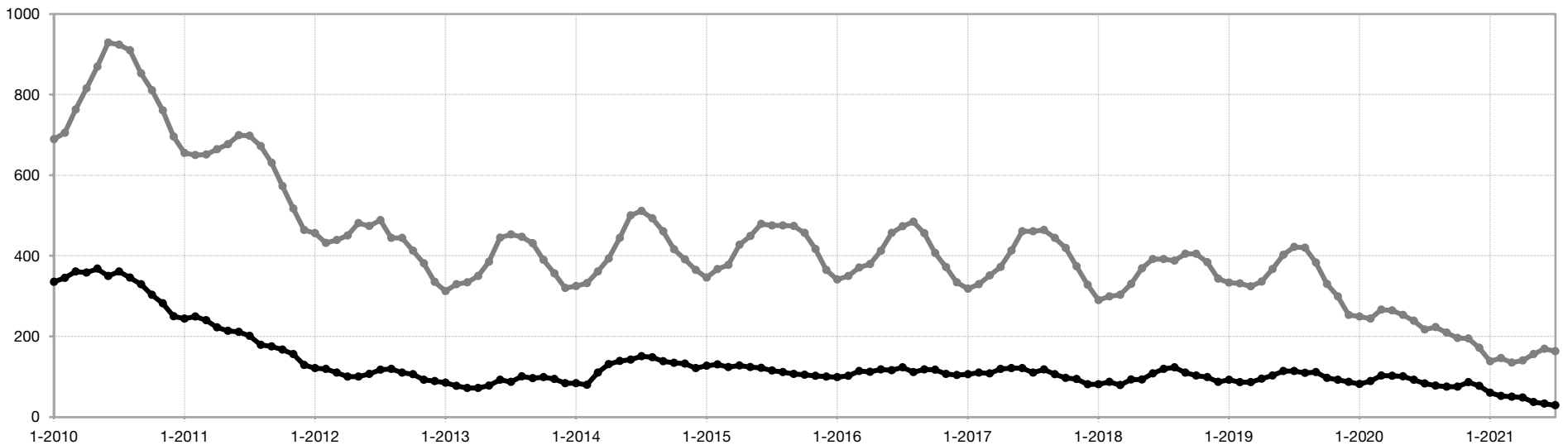


July



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	223	-46.9%	78	-28.4%
Sep-2020	209	-45.4%	75	-32.4%
Oct-2020	196	-40.6%	75	-22.7%
Nov-2020	195	-34.8%	86	-6.5%
Dec-2020	172	-32.0%	77	-11.5%
Jan-2021	138	-44.6%	60	-26.8%
Feb-2021	146	-40.2%	52	-41.6%
Mar-2021	135	-49.2%	50	-51.5%
Apr-2021	140	-47.0%	48	-52.9%
May-2021	156	-38.3%	37	-63.4%
Jun-2021	169	-29.3%	33	-64.1%
Jul-2021	163	-24.9%	29	-65.1%

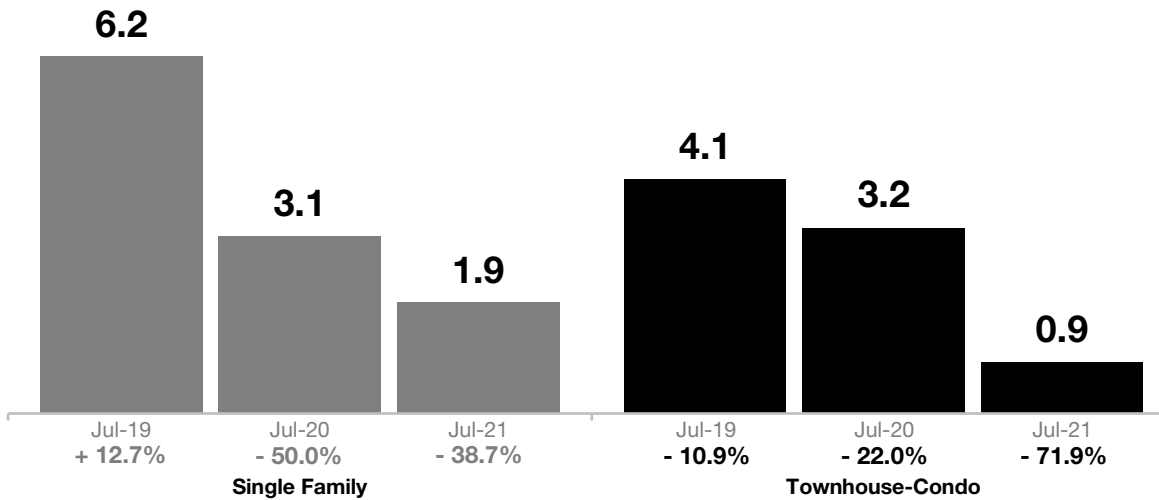
Historical Inventory of Active Listings by Month



Months Supply of Inventory

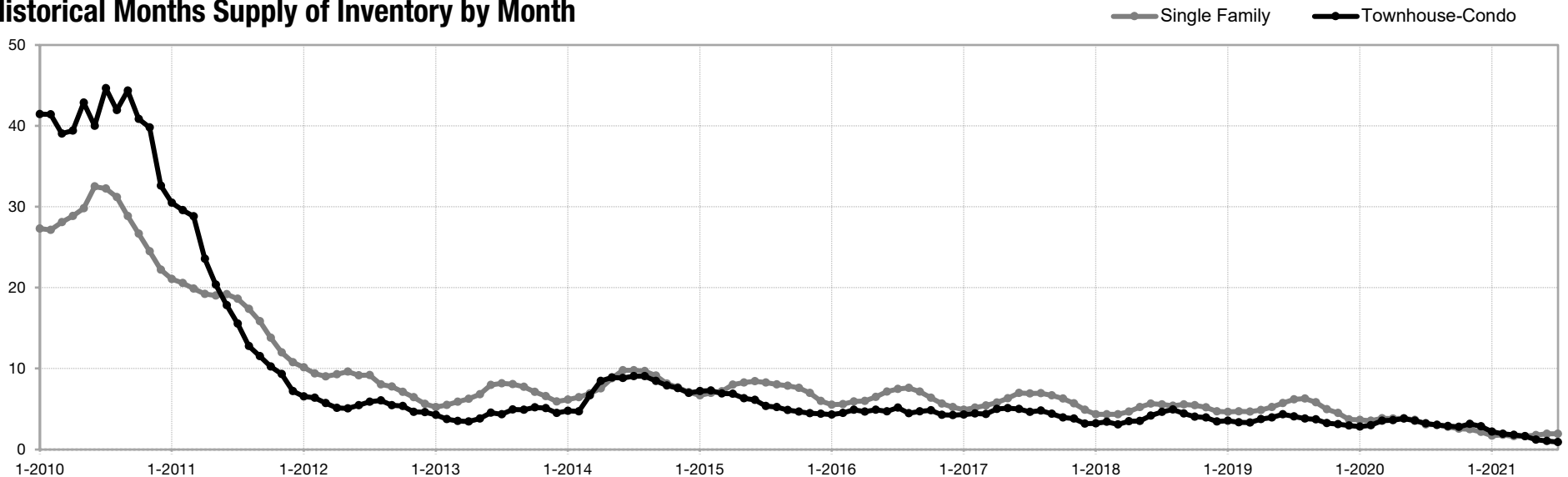


July



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	1.6	-57.9%	1.6	-55.6%
May-2021	1.7	-56.4%	1.2	-68.4%
Jun-2021	1.9	-47.2%	1.0	-71.4%
Jul-2021	1.9	-38.7%	0.9	-71.9%

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.



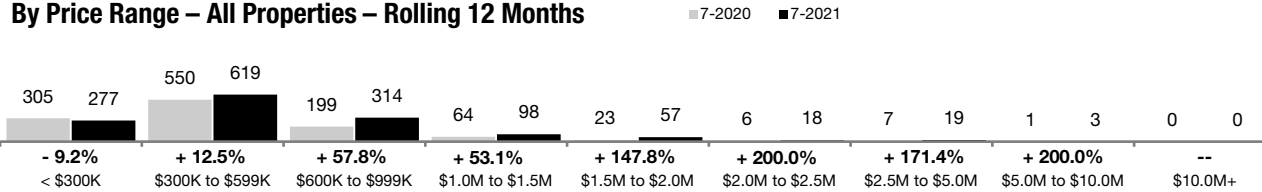
Key Metrics	Historical Sparkbars	7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		169	143	- 15.4%	883	914	+ 3.5%
Pending Sales		176	130	- 26.1%	771	844	+ 9.5%
Sold Listings		170	136	- 20.0%	639	765	+ 19.7%
Median Sales Price		\$429,950	\$541,750	+ 26.0%	\$420,000	\$480,000	+ 14.3%
Avg. Sales Price		\$583,341	\$653,251	+ 12.0%	\$540,889	\$647,082	+ 19.6%
Pct. of List Price Received		98.6%	100.4%	+ 1.8%	98.0%	99.3%	+ 1.3%
Days on Market		65	22	- 66.2%	76	42	- 44.7%
Affordability Index		92	72	- 21.7%	94	81	- 13.8%
Active Listings		300	192	- 36.0%	--	--	--
Months Supply		3.1	1.6	- 48.4%	--	--	--

Closed Sales

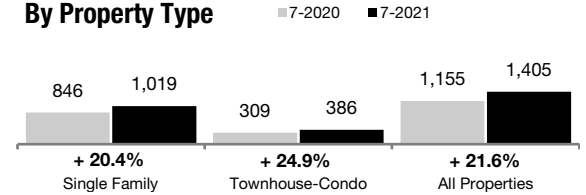
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	7-2020	7-2021	Change	7-2020	7-2021	Change
\$299,999 and Below	161	115	-28.6%	144	162	+12.5%
\$300,000 to \$599,999	410	448	+9.3%	140	171	+22.1%
\$600,000 to \$999,999	180	276	+53.3%	19	38	+100.0%
\$1,000,000 to \$1,499,999	58	86	+48.3%	6	12	+100.0%
\$1,500,00 to \$1,999,999	23	55	+139.1%	0	2	--
\$2,000,000 to \$2,499,999	6	17	+183.3%	0	1	--
\$2,500,000 to \$4,999,999	7	19	+171.4%	0	0	--
\$5,000,000 to \$9,999,999	1	3	+200.0%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	846	1,019	+20.4%	309	386	+24.9%

Compared to Prior Month

By Price Range	Single Family			Condo		
	6-2021	7-2021	Change	6-2021	7-2021	Change
\$299,999 and Below	9	3	-66.7%	20	9	-55.0%
\$300,000 to \$599,999	29	37	+27.6%	21	32	+52.4%
\$600,000 to \$999,999	25	35	+40.0%	3	1	-66.7%
\$1,000,000 to \$1,499,999	6	9	+50.0%	0	3	--
\$1,500,00 to \$1,999,999	3	3	0.0%	0	1	--
\$2,000,000 to \$2,499,999	2	3	+50.0%	0	0	--
\$2,500,000 to \$4,999,999	3	0	-100.0%	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	77	90	+16.9%	44	46	+4.5%

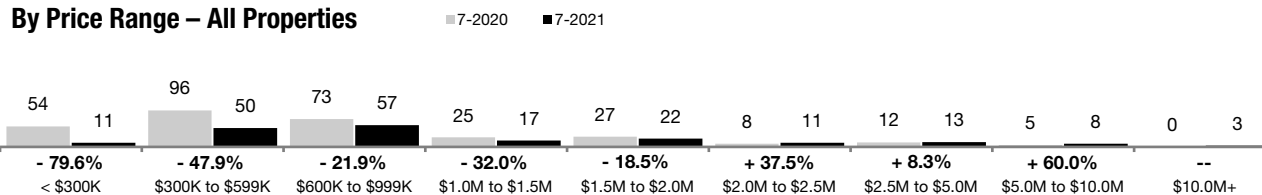
Year to Date

By Price Range	Single Family			Condo		
	7-2020	7-2021	Change	7-2020	7-2021	Change
\$299,999 and Below	88	54	-38.6%	67	82	+22.4%
\$300,000 to \$599,999	226	239	+5.8%	78	110	+41.0%
\$600,000 to \$999,999	109	155	+42.2%	11	21	+90.9%
\$1,000,000 to \$1,499,999	36	45	+25.0%	4	5	+25.0%
\$1,500,00 to \$1,999,999	14	31	+121.4%	0	2	--
\$2,000,000 to \$2,499,999	2	13	+550.0%	0	0	--
\$2,500,000 to \$4,999,999	3	6	+100.0%	0	0	--
\$5,000,000 to \$9,999,999	1	2	+100.0%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	479	545	+13.8%	160	220	+37.5%

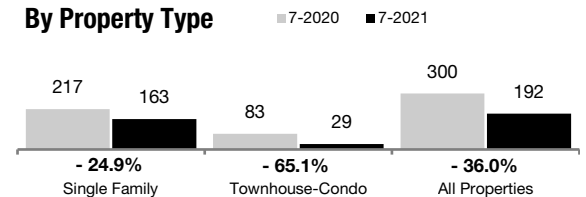
Inventory of Active Listings

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		
	7-2020	7-2021	Change	7-2020	7-2021	Change
\$299,999 and Below	27	5	-81.5%	27	6	-77.8%
\$300,000 to \$599,999	64	39	-39.1%	32	11	-65.6%
\$600,000 to \$999,999	61	52	-14.8%	12	5	-58.3%
\$1,000,000 to \$1,499,999	16	13	-18.8%	9	4	-55.6%
\$1,500,00 to \$1,999,999	25	20	-20.0%	2	2	0.0%
\$2,000,000 to \$2,499,999	7	11	+57.1%	1	0	-100.0%
\$2,500,000 to \$4,999,999	12	12	0.0%	0	1	--
\$5,000,000 to \$9,999,999	5	8	+60.0%	0	0	--
\$10,000,000 and Above	0	3	--	0	0	--
All Price Ranges	217	163	-24.9%	83	29	-65.1%

Compared to Prior Month

By Price Range	Single Family			Condo		
	6-2021	7-2021	Change	6-2021	7-2021	Change
\$299,999 and Below	7	5	-28.6%	6	6	0.0%
\$300,000 to \$599,999	50	39	-22.0%	11	11	0.0%
\$600,000 to \$999,999	50	52	+4.0%	7	5	-28.6%
\$1,000,000 to \$1,499,999	13	13	0.0%	4	4	0.0%
\$1,500,00 to \$1,999,999	14	20	+42.9%	3	2	-33.3%
\$2,000,000 to \$2,499,999	12	11	-8.3%	1	0	-100.0%
\$2,500,000 to \$4,999,999	13	12	-7.7%	1	1	0.0%
\$5,000,000 to \$9,999,999	8	8	0.0%	0	0	--
\$10,000,000 and Above	2	3	+50.0%	0	0	--
All Price Ranges	169	163	-3.6%	33	29	-12.1%

Year to Date

By Price Range	Single Family			Condo		
	7-2020	7-2021	Change	7-2020	7-2021	Change
\$299,999 and Below	88	54	-38.6%	67	82	+22.4%
\$300,000 to \$599,999	226	239	+5.8%	78	110	+41.0%
\$600,000 to \$999,999	109	155	+42.2%	11	21	+90.9%
\$1,000,000 to \$1,499,999	36	45	+25.0%	4	5	+25.0%
\$1,500,00 to \$1,999,999	14	31	+121.4%	0	2	--
\$2,000,000 to \$2,499,999	2	13	+550.0%	0	0	--
\$2,500,000 to \$4,999,999	3	6	+100.0%	0	0	--
\$5,000,000 to \$9,999,999	1	2	+100.0%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	479	545	+13.8%	160	220	+37.5%

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.