

Monthly Indicators



April 2023

Percent changes calculated using year-over-year comparisons.

New Listings were down 45.2 percent for single family homes and 24.1 percent for townhouse-condo properties. Pending Sales decreased 11.1 percent for single family homes and 38.9 percent for townhouse-condo properties.

The Median Sales Price was up 15.3 percent to \$1,268,000 for single family homes and 140.0 percent to \$1,800,000 for townhouse-condo properties. Days on Market increased 7.0 percent for single family homes and 364.7 percent for condo properties.

Housing inventory remains tight nationwide, with only 980,000 units available for sale heading into April, a 5.4% increase from one year earlier, although the number of homes for sale is down compared to the same period in 2019, prior to the pandemic. The lack of existing inventory continues to impact home sales, and with only 2.6 months' supply of homes at last measure, competition for available properties remains strong, especially in certain price categories, with multiple offers occurring on about a third of properties, according to NAR.

Activity Snapshot

+ 0.8% **+ 111.1%** **- 6.3%**

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
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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.

Single Family Market Overview	2
Townhouse-Condo Market Overview	3
New Listings	4
Pending Sales	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Housing Affordability Index	11
Inventory of Active Listings	12
Months Supply of Inventory	13
Total Market Overview	14
Sold Listings and Inventory by Price Range	15
Glossary of Terms	16

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	4-2022	4-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		126	69	- 45.2%	336	262	- 22.0%
Pending Sales		81	72	- 11.1%	272	232	- 14.7%
Sold Listings		69	49	- 29.0%	243	184	- 24.3%
Median Sales Price		\$1,100,000	\$1,268,000	+ 15.3%	\$780,000	\$1,095,000	+ 40.4%
Avg. Sales Price		\$3,910,385	\$4,305,331	+ 10.1%	\$3,514,115	\$3,386,293	- 3.6%
Pct. of List Price Received		97.7%	97.5%	- 0.2%	97.9%	95.7%	- 2.2%
Days on Market		71	76	+ 7.0%	70	81	+ 15.7%
Affordability Index		28	23	- 17.9%	39	26	- 33.3%
Active Listings		238	213	- 10.5%	--	--	--
Months Supply		2.6	3.6	+ 38.5%	--	--	--

Townhouse-Condo Market Overview



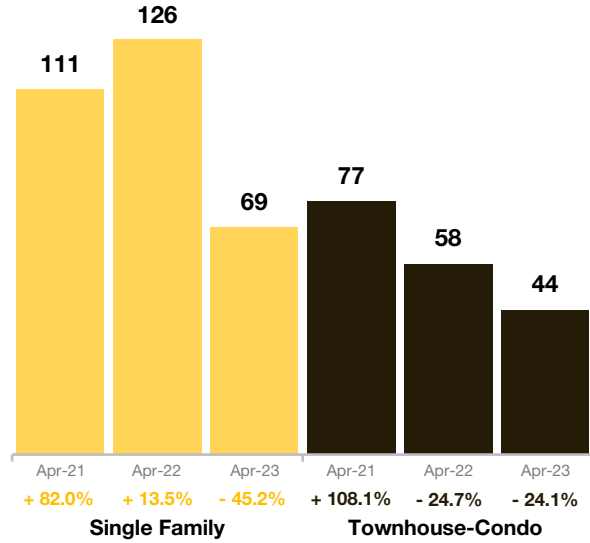
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	4-2022	4-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		58	44	- 24.1%	244	160	- 34.4%
Pending Sales		54	33	- 38.9%	222	179	- 19.4%
Sold Listings		57	74	+ 29.8%	202	174	- 13.9%
Median Sales Price		\$750,000	\$1,800,000	+ 140.0%	\$856,837	\$1,417,500	+ 65.4%
Avg. Sales Price		\$1,592,420	\$1,947,034	+ 22.3%	\$1,820,677	\$1,910,828	+ 5.0%
Pct. of List Price Received		99.4%	98.9%	- 0.5%	99.5%	97.8%	- 1.7%
Days on Market		17	79	+ 364.7%	45	71	+ 57.8%
Affordability Index		46	18	- 60.9%	40	23	- 42.5%
Active Listings		119	142	+ 19.3%	--	--	--
Months Supply		1.6	3.2	+ 100.0%	--	--	--

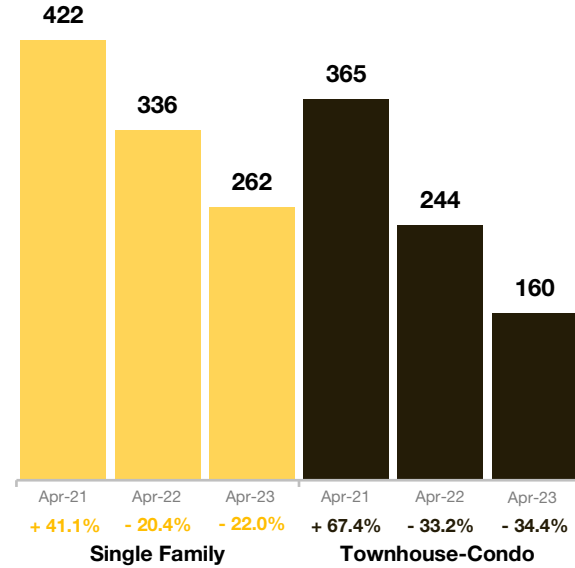
New Listings



April

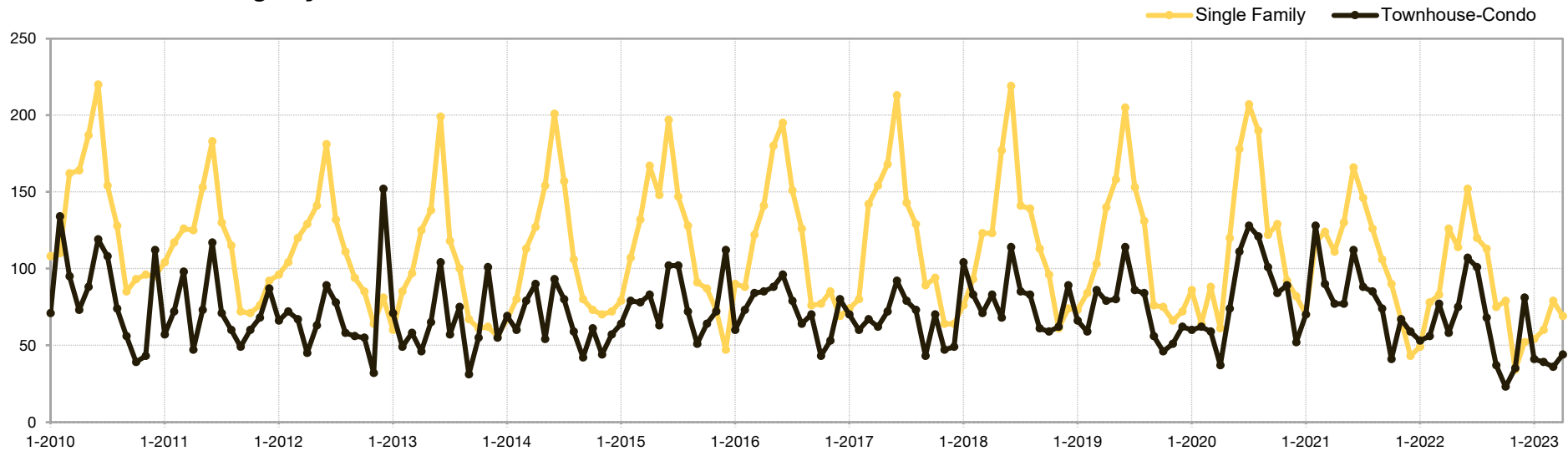


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	114	-12.3%	75	-2.6%
Jun-2022	152	-8.4%	107	-4.5%
Jul-2022	120	-17.8%	101	+14.8%
Aug-2022	113	-10.3%	68	-20.0%
Sep-2022	75	-29.2%	37	-50.0%
Oct-2022	79	-12.2%	23	-43.9%
Nov-2022	34	-49.3%	35	-47.8%
Dec-2022	52	+20.9%	81	+37.3%
Jan-2023	54	+10.2%	41	-22.6%
Feb-2023	60	-23.1%	39	-30.4%
Mar-2023	79	-4.8%	36	-53.2%
Apr-2023	69	-45.2%	44	-24.1%

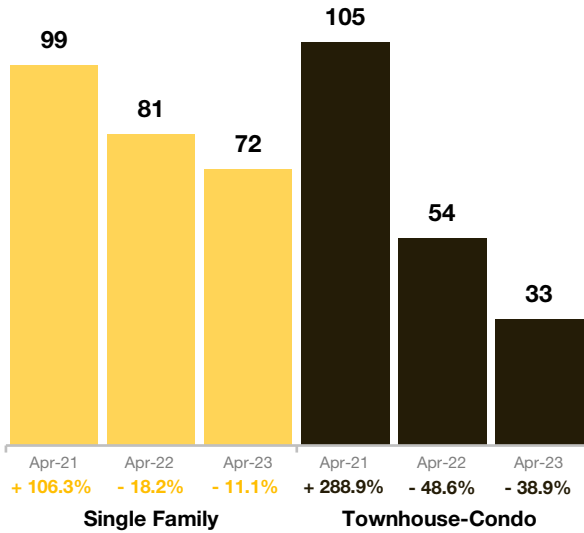
Historical New Listings by Month



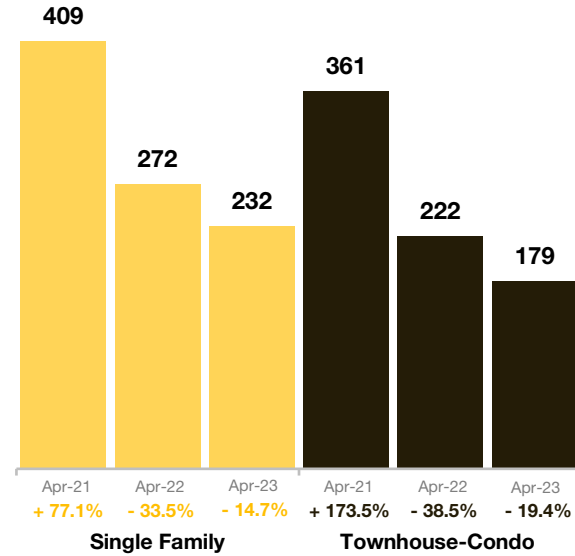
Pending Sales



April

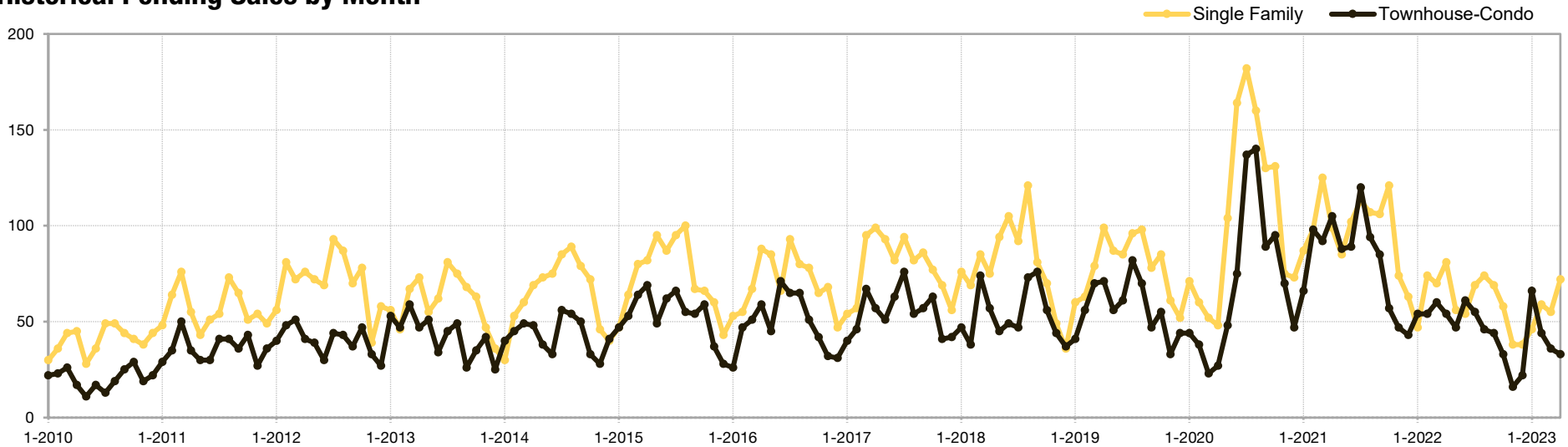


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	56	-34.1%	47	-46.6%
Jun-2022	54	-47.1%	61	-31.5%
Jul-2022	69	-38.9%	55	-54.2%
Aug-2022	74	-30.8%	46	-51.1%
Sep-2022	69	-34.9%	44	-48.2%
Oct-2022	58	-52.1%	33	-42.1%
Nov-2022	38	-48.6%	16	-66.0%
Dec-2022	38	-39.7%	22	-48.8%
Jan-2023	46	-2.1%	66	+22.2%
Feb-2023	59	-20.3%	44	-18.5%
Mar-2023	55	-21.4%	36	-40.0%
Apr-2023	72	-11.1%	33	-38.9%

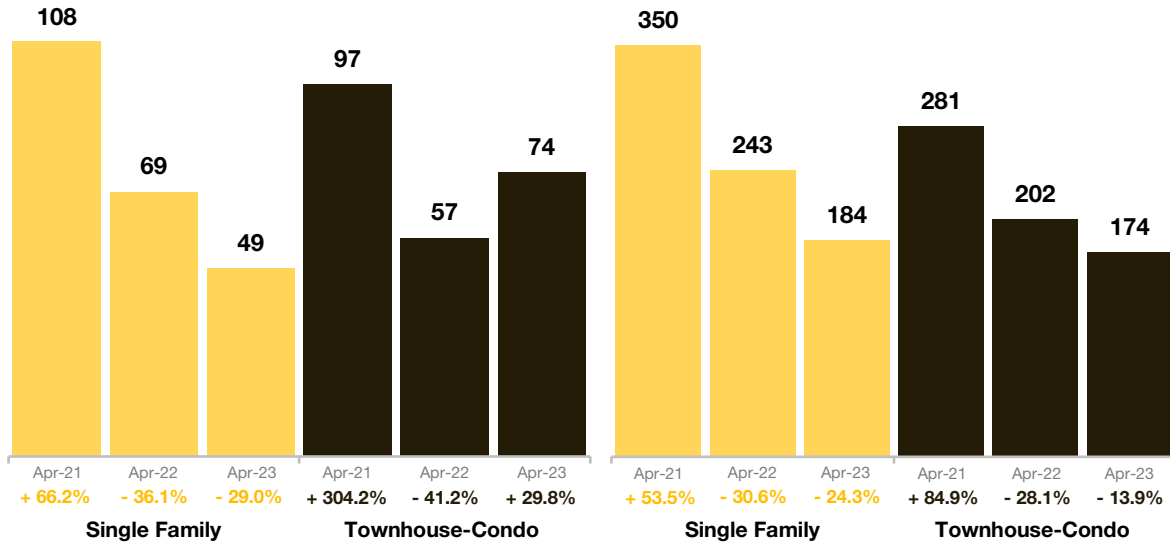
Historical Pending Sales by Month



Sold Listings

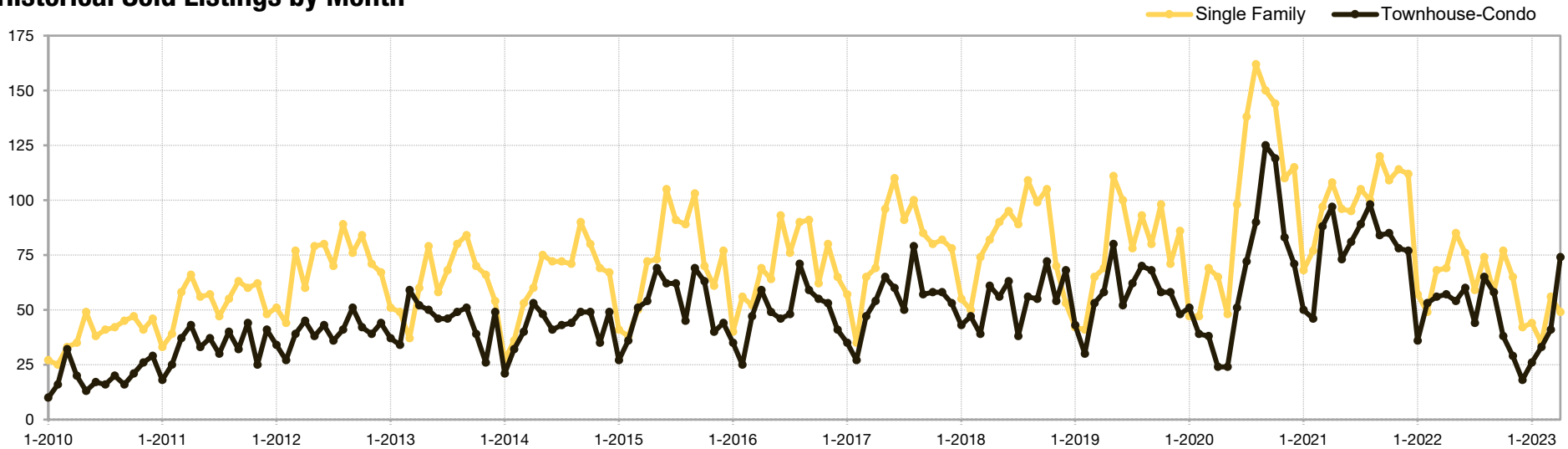


April



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	85	-11.5%	54	-26.0%
Jun-2022	76	-20.0%	60	-25.9%
Jul-2022	59	-43.8%	44	-50.6%
Aug-2022	74	-26.0%	65	-33.7%
Sep-2022	58	-51.7%	58	-31.0%
Oct-2022	77	-29.4%	38	-55.3%
Nov-2022	65	-43.0%	29	-62.8%
Dec-2022	42	-62.5%	18	-76.6%
Jan-2023	44	-22.8%	26	-27.8%
Feb-2023	35	-28.6%	33	-37.7%
Mar-2023	56	-17.6%	41	-26.8%
Apr-2023	49	-29.0%	74	+29.8%

Historical Sold Listings by Month

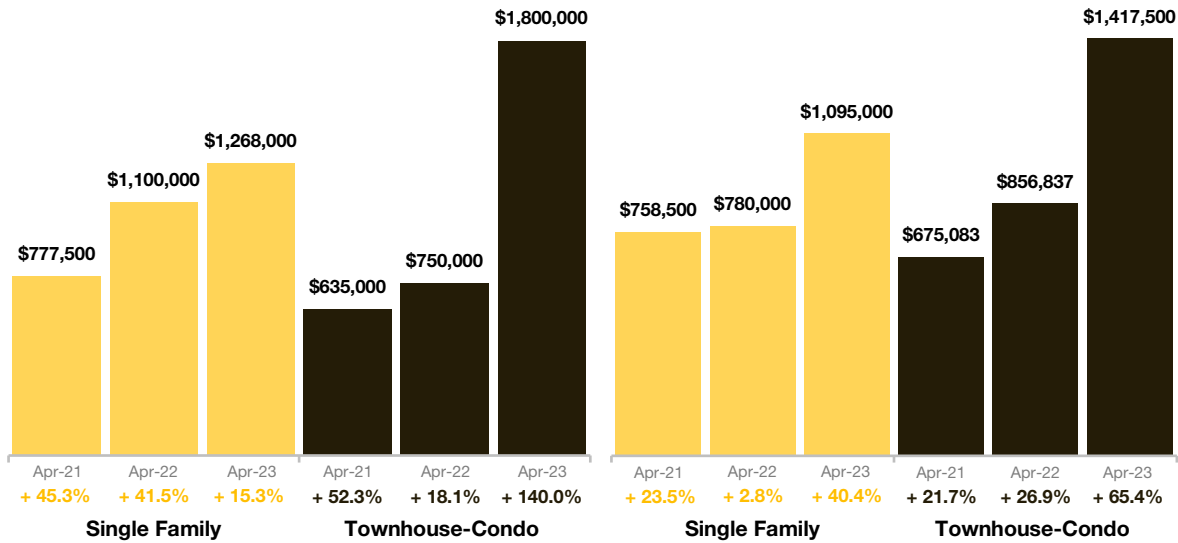


Median Sales Price



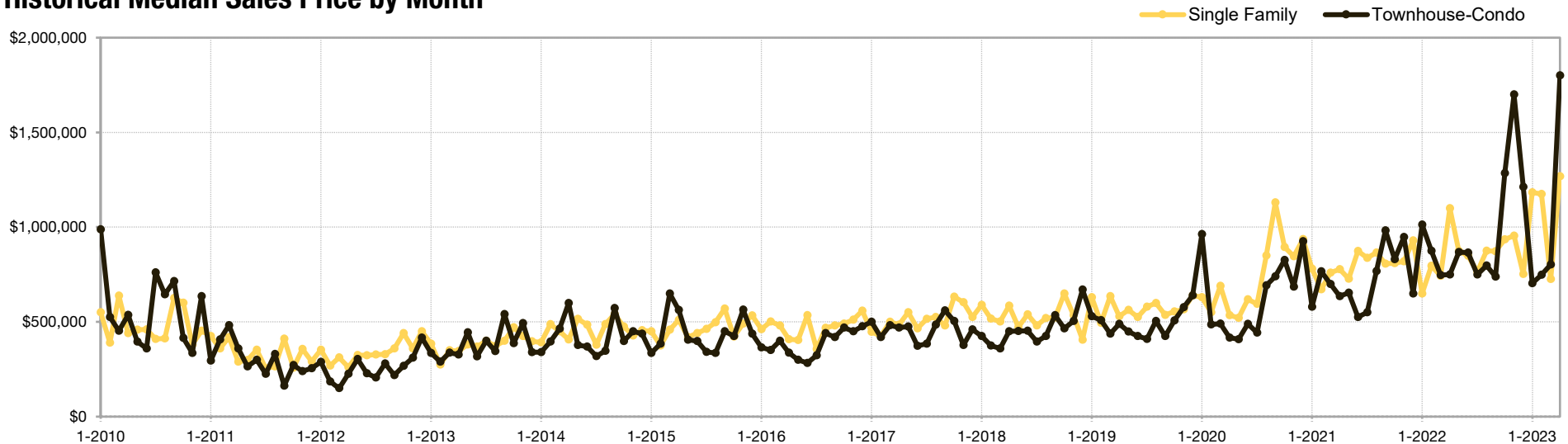
April

Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	\$874,000	+20.1%	\$868,000	+32.9%
Jun-2022	\$849,032	-2.9%	\$865,000	+64.8%
Jul-2022	\$763,000	-8.8%	\$750,000	+36.1%
Aug-2022	\$875,625	+1.2%	\$797,500	+3.8%
Sep-2022	\$872,000	+8.0%	\$739,000	-24.7%
Oct-2022	\$935,000	+15.4%	\$1,285,000	+54.7%
Nov-2022	\$955,000	+16.5%	\$1,700,000	+79.4%
Dec-2022	\$752,500	-19.1%	\$1,212,500	+86.5%
Jan-2023	\$1,182,500	+82.2%	\$703,750	-30.5%
Feb-2023	\$1,175,000	+47.8%	\$748,000	-14.5%
Mar-2023	\$726,500	-2.2%	\$802,500	+7.4%
Apr-2023	\$1,268,000	+15.3%	\$1,800,000	+140.0%

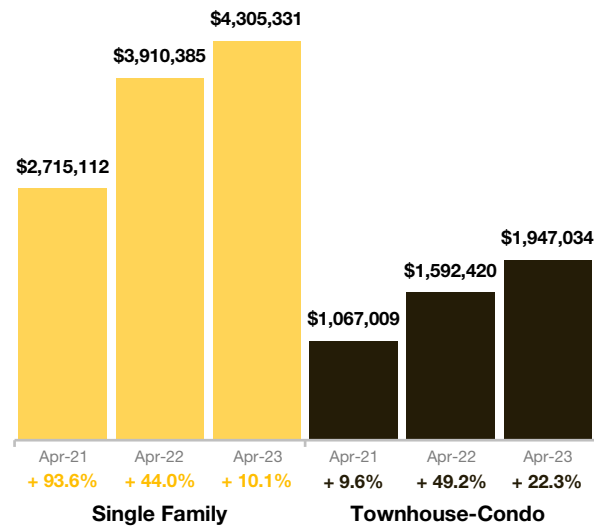
Historical Median Sales Price by Month



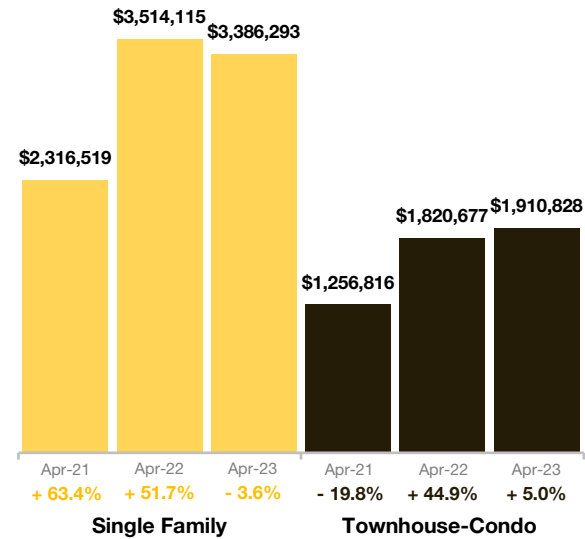
Average Sales Price



April

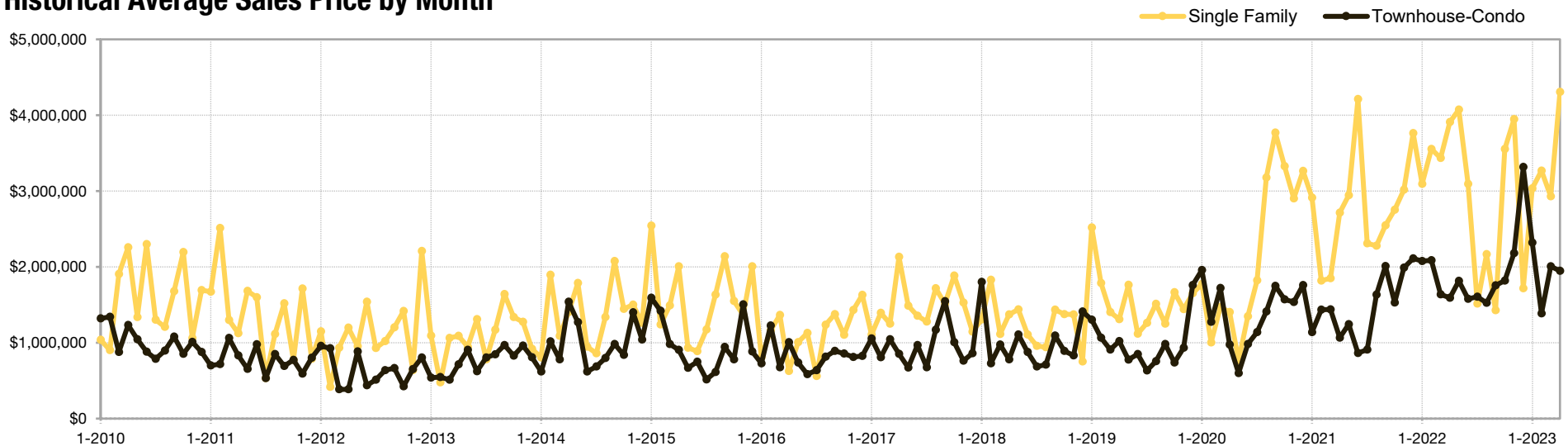


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	\$4,072,068	+38.4%	\$1,815,860	+46.2%
Jun-2022	\$3,095,202	-26.5%	\$1,579,125	+82.7%
Jul-2022	\$1,514,001	-34.4%	\$1,605,307	+76.7%
Aug-2022	\$2,165,484	-4.9%	\$1,526,623	-6.7%
Sep-2022	\$1,428,506	-43.9%	\$1,754,522	-12.8%
Oct-2022	\$3,553,362	+29.2%	\$1,817,486	+19.0%
Nov-2022	\$3,946,476	+30.9%	\$2,179,395	+9.7%
Dec-2022	\$1,717,562	-54.4%	\$3,316,178	+57.2%
Jan-2023	\$3,035,989	-1.8%	\$2,319,227	+11.6%
Feb-2023	\$3,269,697	-8.0%	\$1,387,576	-33.5%
Mar-2023	\$2,930,245	-14.7%	\$2,007,649	+22.7%
Apr-2023	\$4,305,331	+10.1%	\$1,947,034	+22.3%

Historical Average Sales Price by Month

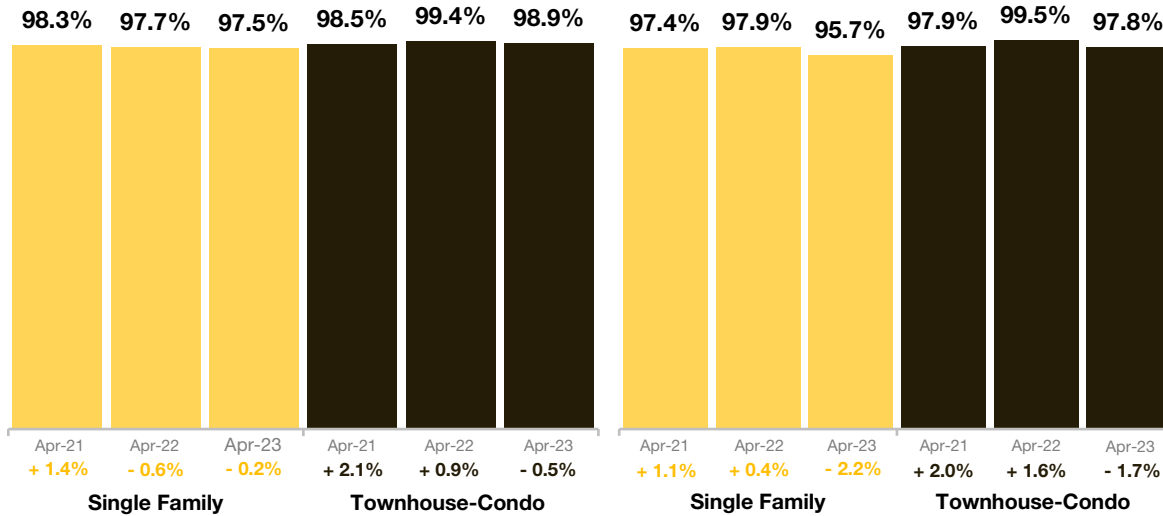


Percent of List Price Received



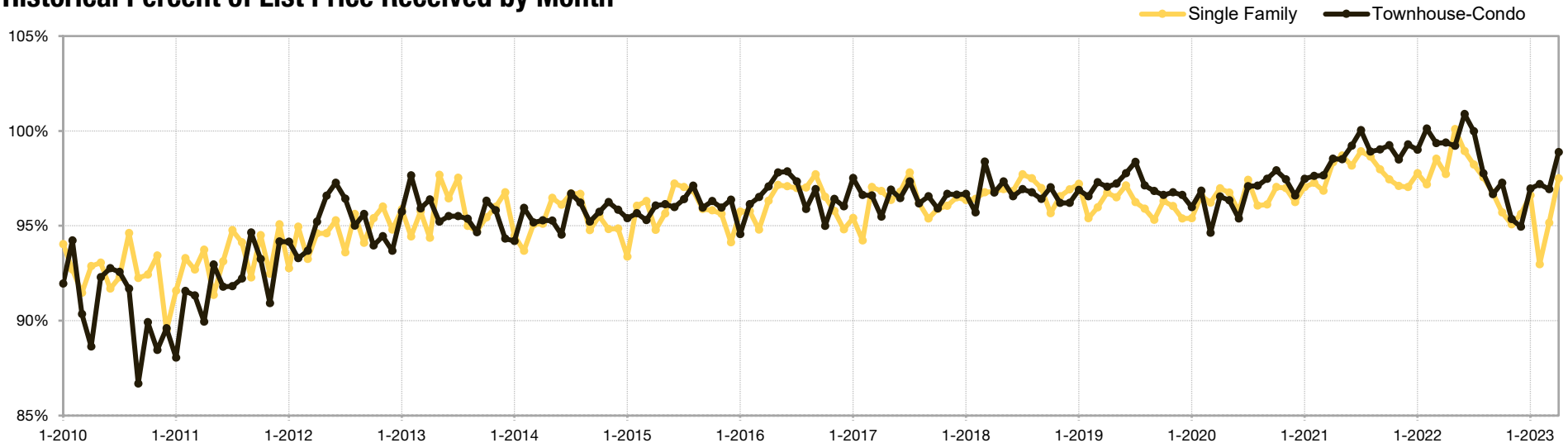
April

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	100.1%	+1.4%	99.2%	+0.7%
Jun-2022	98.9%	+0.7%	100.9%	+1.7%
Jul-2022	98.2%	-0.7%	100.0%	0.0%
Aug-2022	97.6%	-1.0%	97.8%	-1.1%
Sep-2022	96.7%	-1.3%	96.7%	-2.3%
Oct-2022	95.7%	-1.8%	97.3%	-1.9%
Nov-2022	95.1%	-2.1%	95.4%	-3.1%
Dec-2022	95.6%	-1.4%	95.0%	-4.3%
Jan-2023	96.6%	-1.2%	97.0%	-2.0%
Feb-2023	93.0%	-4.3%	97.2%	-2.9%
Mar-2023	95.2%	-3.4%	96.9%	-2.5%
Apr-2023	97.5%	-0.2%	98.9%	-0.5%

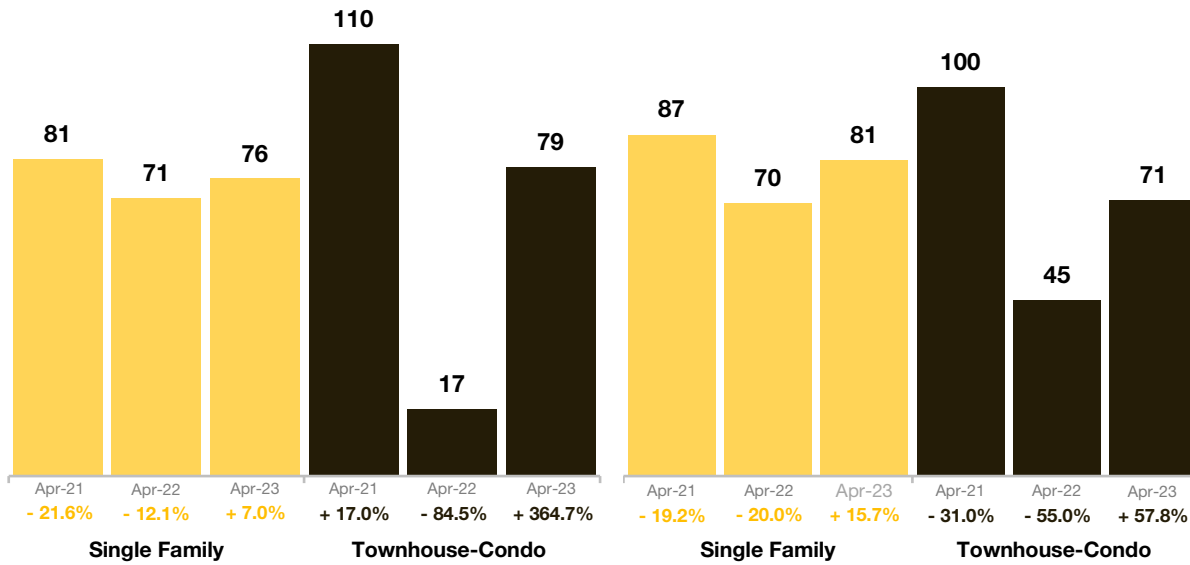
Historical Percent of List Price Received by Month



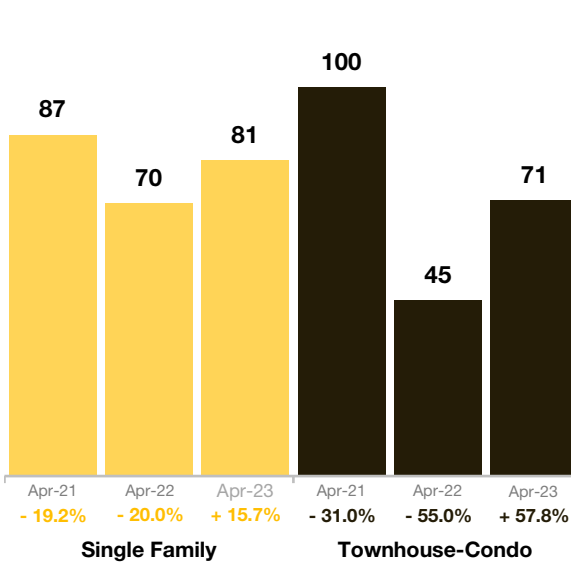
Days on Market Until Sale



April

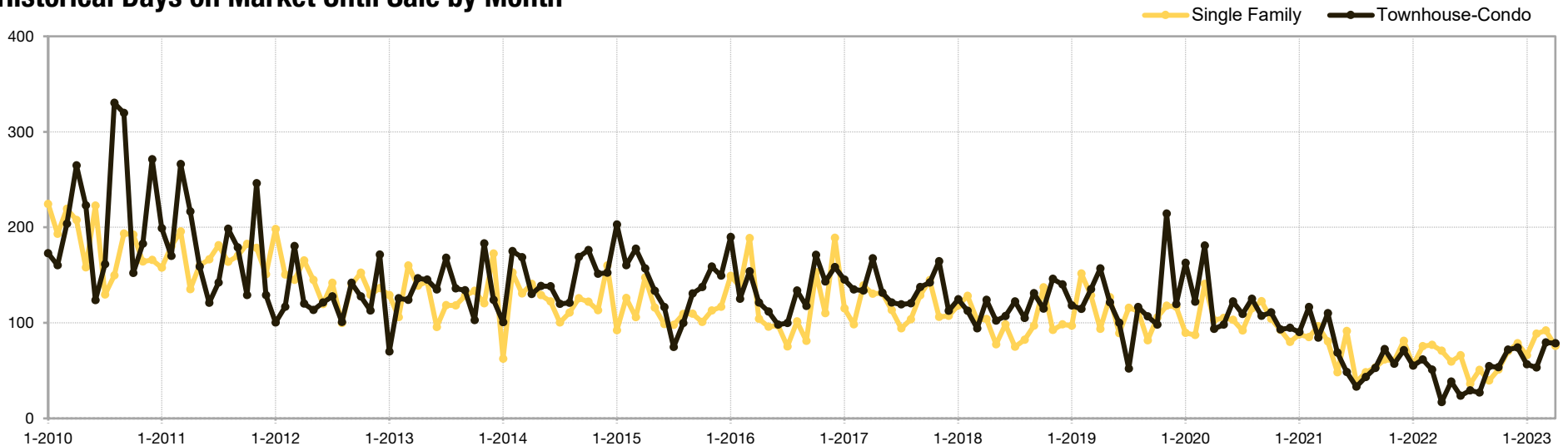


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	59	+22.9%	39	-43.5%
Jun-2022	66	-28.3%	24	-51.0%
Jul-2022	36	-5.3%	29	-12.1%
Aug-2022	51	+6.3%	27	-37.2%
Sep-2022	39	-26.4%	55	+3.8%
Oct-2022	51	-17.7%	53	-26.4%
Nov-2022	70	+16.7%	72	+26.3%
Dec-2022	79	-2.5%	74	+4.2%
Jan-2023	66	+17.9%	56	+1.8%
Feb-2023	89	+18.7%	53	-13.1%
Mar-2023	92	+19.5%	79	+54.9%
Apr-2023	76	+7.0%	79	+364.7%

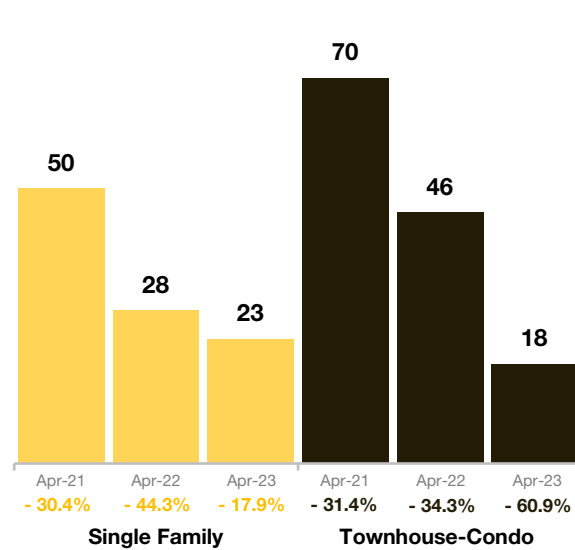
Historical Days on Market Until Sale by Month



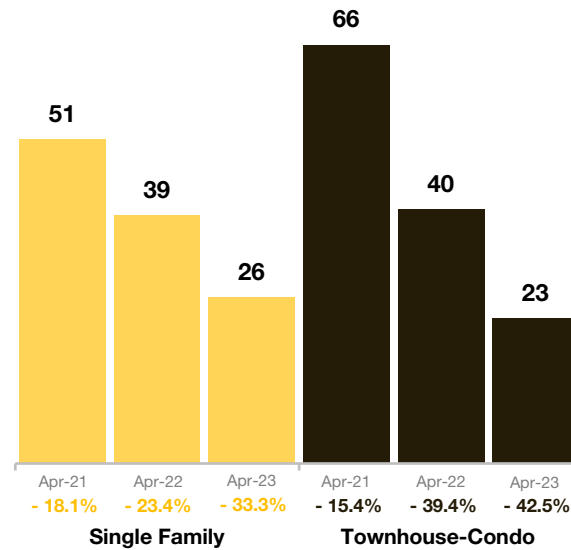
Housing Affordability Index



April

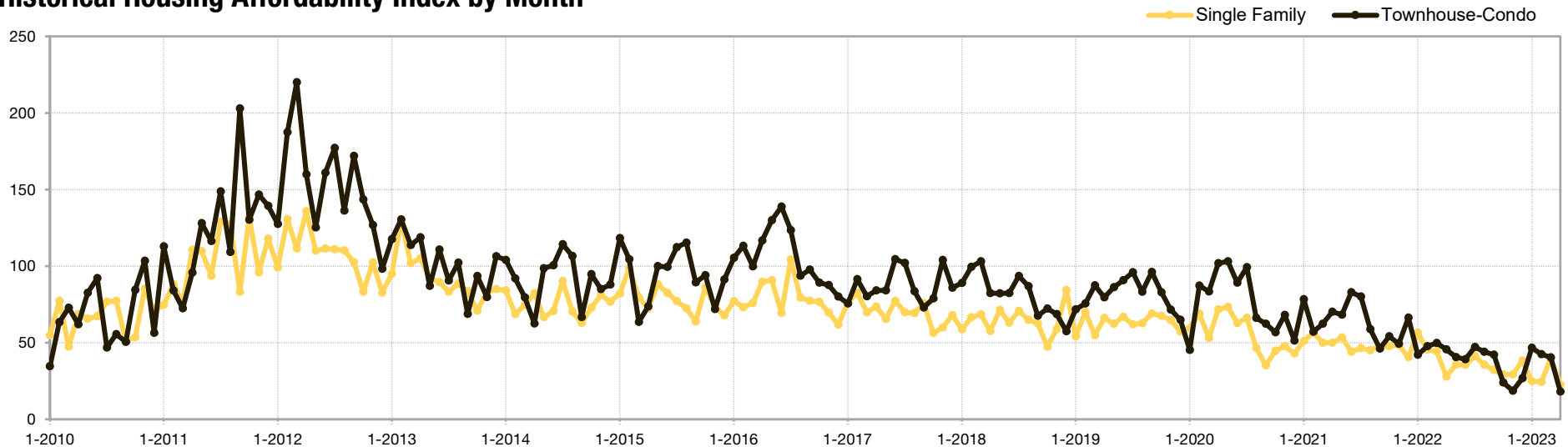


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	36	-32.1%	41	-39.7%
Jun-2022	35	-20.5%	39	-53.0%
Jul-2022	41	-10.9%	47	-41.3%
Aug-2022	36	-20.0%	44	-25.4%
Sep-2022	32	-33.3%	42	-8.7%
Oct-2022	29	-39.6%	24	-55.6%
Nov-2022	29	-39.6%	19	-61.2%
Dec-2022	38	-7.3%	27	-59.1%
Jan-2023	25	-55.4%	47	+11.9%
Feb-2023	24	-46.7%	42	-12.5%
Mar-2023	40	-9.1%	40	-20.0%
Apr-2023	23	-17.9%	18	-60.9%

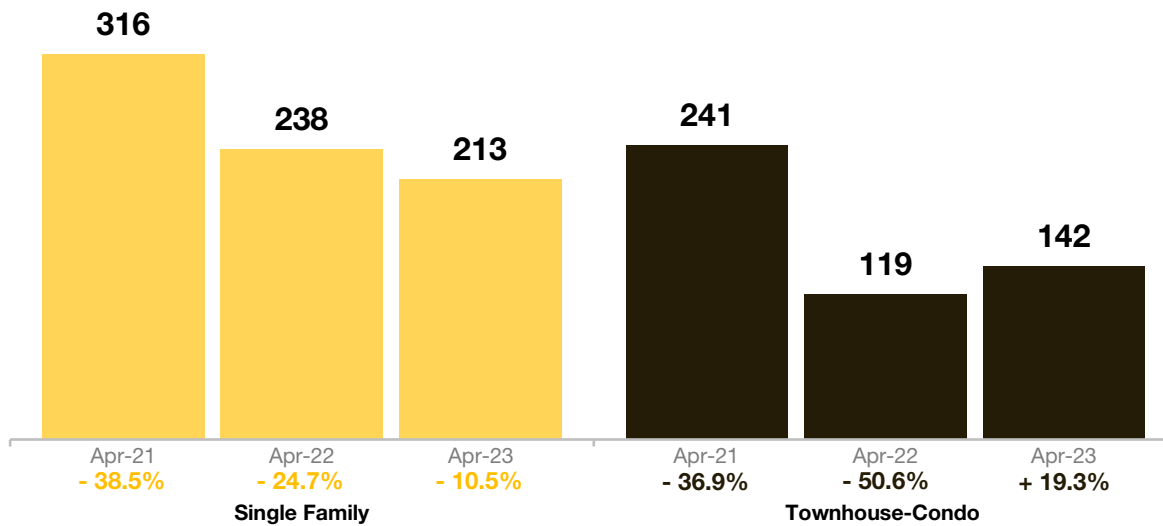
Historical Housing Affordability Index by Month



Inventory of Active Listings

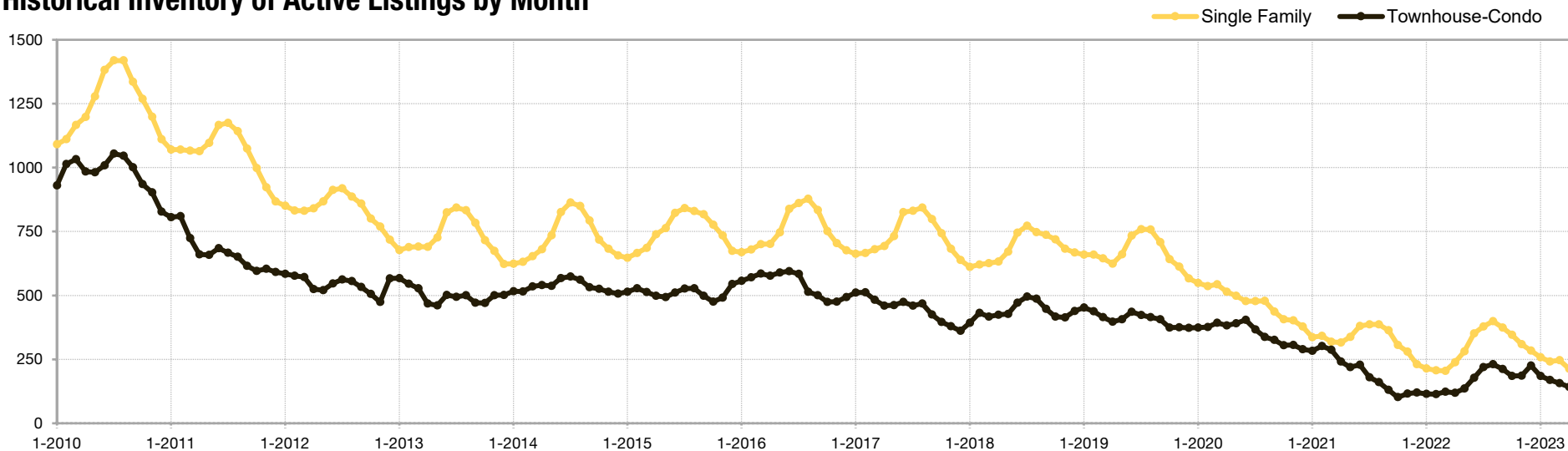


April



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	281	-16.9%	136	-37.9%
Jun-2022	351	-7.6%	178	-22.3%
Jul-2022	378	-2.3%	219	+21.7%
Aug-2022	399	+3.1%	231	+43.5%
Sep-2022	374	+2.7%	212	+63.1%
Oct-2022	346	+13.1%	185	+81.4%
Nov-2022	309	+10.4%	186	+60.3%
Dec-2022	284	+22.9%	226	+88.3%
Jan-2023	258	+20.6%	185	+60.9%
Feb-2023	241	+16.4%	169	+48.2%
Mar-2023	247	+20.5%	157	+27.6%
Apr-2023	213	-10.5%	142	+19.3%

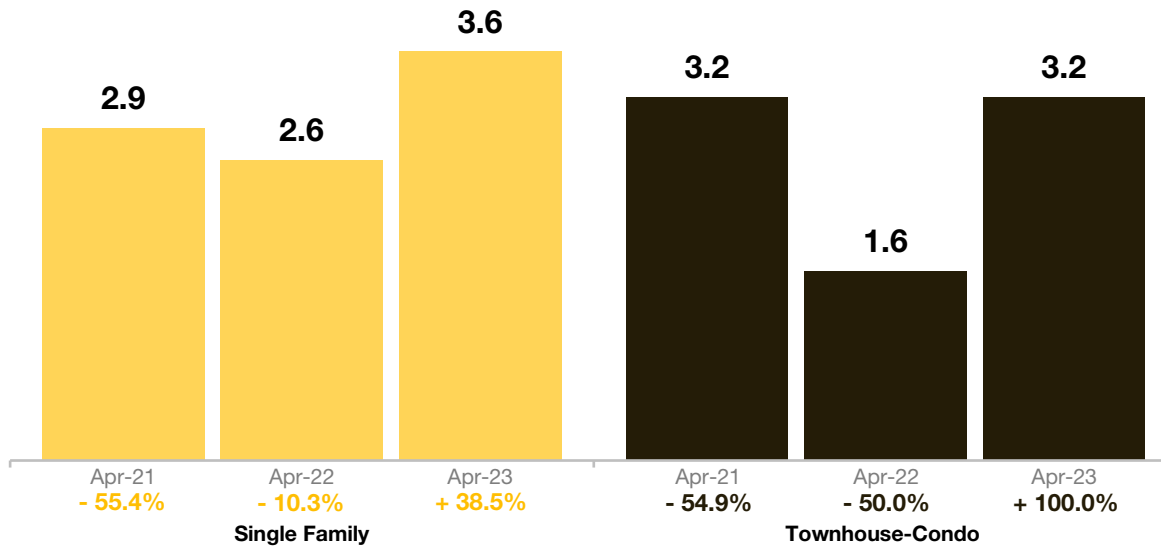
Historical Inventory of Active Listings by Month



Months Supply of Inventory

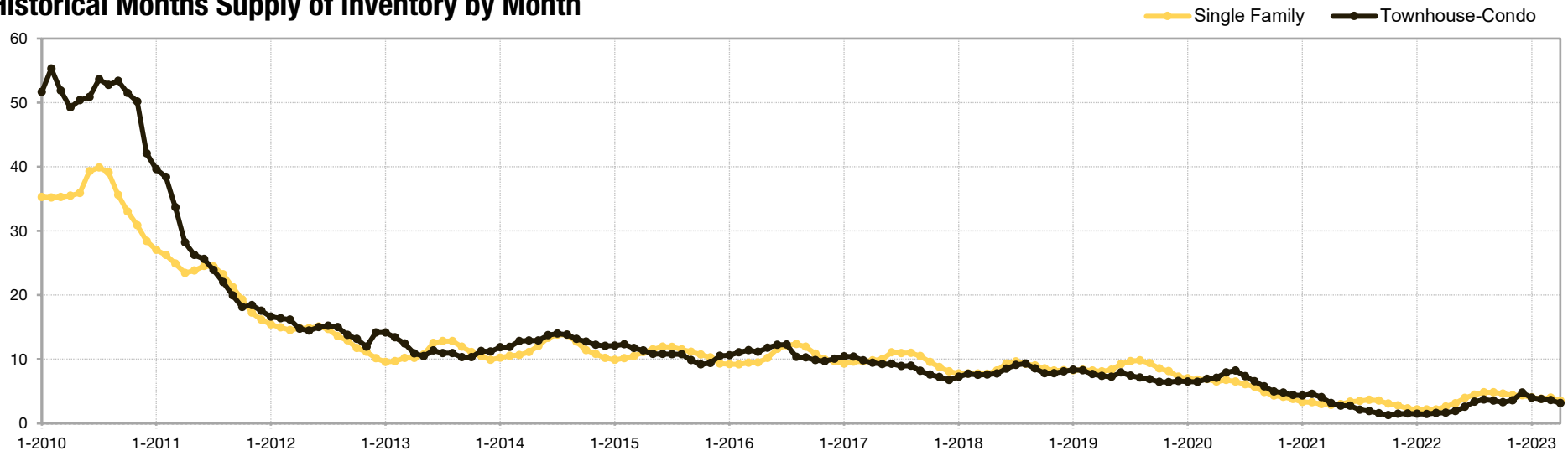


April



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	3.1	+3.3%	1.9	-29.6%
Jun-2022	4.0	+17.6%	2.6	-7.1%
Jul-2022	4.5	+28.6%	3.4	+61.9%
Aug-2022	4.8	+29.7%	3.7	+94.7%
Sep-2022	4.8	+37.1%	3.5	+118.8%
Oct-2022	4.6	+48.4%	3.3	+153.8%
Nov-2022	4.4	+57.1%	3.6	+140.0%
Dec-2022	4.4	+91.3%	4.8	+220.0%
Jan-2023	4.0	+81.8%	4.0	+166.7%
Feb-2023	3.8	+81.0%	3.8	+153.3%
Mar-2023	4.0	+81.8%	3.6	+125.0%
Apr-2023	3.6	+38.5%	3.2	+100.0%

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.

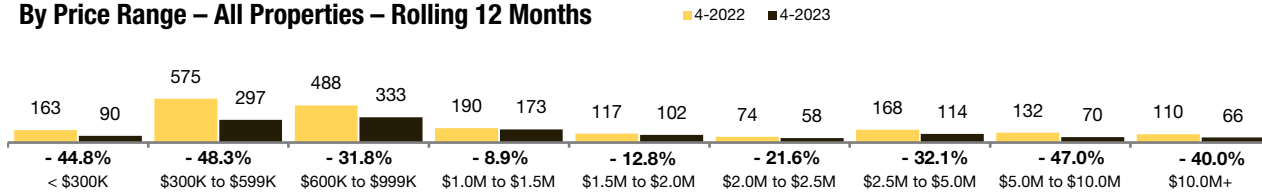
Key Metrics	Historical Sparkbars	4-2022	4-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		195	117	- 40.0%	614	434	- 29.3%
Pending Sales		137	108	- 21.2%	508	421	- 17.1%
Sold Listings		127	128	+ 0.8%	459	371	- 19.2%
Median Sales Price		\$838,528	\$1,770,000	+ 111.1%	\$795,000	\$1,175,000	+ 47.8%
Avg. Sales Price		\$2,840,232	\$2,965,982	+ 4.4%	\$2,668,904	\$2,657,473	- 0.4%
Pct. of List Price Received		98.5%	98.0%	- 0.5%	98.4%	96.5%	- 1.9%
Days on Market		46	77	+ 67.4%	58	76	+ 31.0%
Affordability Index		37	16	- 56.8%	39	24	- 38.5%
Active Listings		398	373	- 6.3%	--	--	--
Months Supply		2.4	3.4	+ 41.7%	--	--	--

Sold Listings

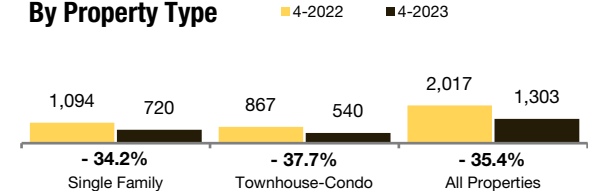
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	4-2022	4-2023	Change	4-2022	4-2023	Change
\$299,999 and Below	19	17	-10.5%	111	38	-65.8%
\$300,000 to \$599,999	324	174	-46.3%	242	120	-50.4%
\$600,000 to \$999,999	297	213	-28.3%	187	119	-36.4%
\$1,000,000 to \$1,499,999	97	101	+4.1%	92	72	-21.7%
\$1,500,000 to \$1,999,999	59	46	-22.0%	55	56	+1.8%
\$2,000,000 to \$2,499,999	39	27	-30.8%	35	31	-11.4%
\$2,500,000 to \$4,999,999	77	52	-32.5%	90	61	-32.2%
\$5,000,000 to \$9,999,999	88	32	-63.6%	42	36	-14.3%
\$10,000,000 and Above	94	58	-38.3%	13	7	-46.2%
All Price Ranges	1,094	720	-34.2%	867	540	-37.7%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	3-2023	4-2023	Change	3-2023	4-2023	Change
\$299,999 and Below	2	0	-100.0%	2	1	-50.0%
\$300,000 to \$599,999	18	5	-72.2%	15	4	-73.3%
\$600,000 to \$999,999	14	14	0.0%	9	2	-77.8%
\$1,000,000 to \$1,499,999	5	7	+40.0%	4	13	+225.0%
\$1,500,000 to \$1,999,999	3	4	+33.3%	2	29	+1350.0%
\$2,000,000 to \$2,499,999	1	1	0.0%	3	12	+300.0%
\$2,500,000 to \$4,999,999	5	7	+40.0%	3	11	+266.7%
\$5,000,000 to \$9,999,999	3	3	0.0%	1	2	+100.0%
\$10,000,000 and Above	5	8	+60.0%	2	0	-100.0%
All Price Ranges	56	49	-12.5%	41	74	+80.5%

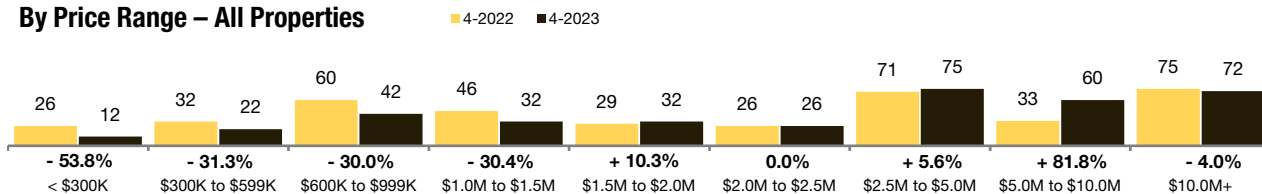
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	4-2022	4-2023	Change	4-2022	4-2023	Change
\$299,999 and Below	1	4	+300.0%	26	9	-65.4%
\$300,000 to \$599,999	82	44	-46.3%	44	35	-20.5%
\$600,000 to \$999,999	57	40	-29.8%	48	23	-52.1%
\$1,000,000 to \$1,499,999	18	25	+38.9%	17	24	+41.2%
\$1,500,000 to \$1,999,999	15	11	-26.7%	20	34	+70.0%
\$2,000,000 to \$2,499,999	10	7	-30.0%	5	17	+240.0%
\$2,500,000 to \$4,999,999	12	20	+66.7%	25	21	-16.0%
\$5,000,000 to \$9,999,999	21	13	-38.1%	12	9	-25.0%
\$10,000,000 and Above	27	20	-25.9%	5	2	-60.0%
All Price Ranges	243	184	-24.3%	202	174	-13.9%

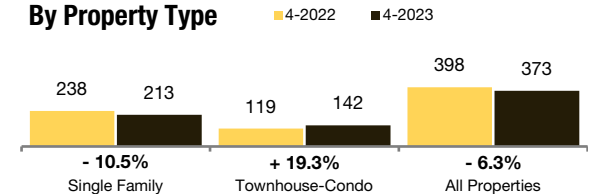
Inventory of Active Listings

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			Townhouse-Condo		
	4-2022	4-2023	Change	4-2022	4-2023	Change
\$299,999 and Below	0	2	--	11	6	-45.5%
\$300,000 to \$599,999	16	14	-12.5%	14	8	-42.9%
\$600,000 to \$999,999	39	26	-33.3%	21	16	-23.8%
\$1,000,000 to \$1,499,999	29	21	-27.6%	14	10	-28.6%
\$1,500,000 to \$1,999,999	20	15	-25.0%	9	17	+88.9%
\$2,000,000 to \$2,499,999	8	11	+37.5%	16	14	-12.5%
\$2,500,000 to \$4,999,999	46	34	-26.1%	22	39	+77.3%
\$5,000,000 to \$9,999,999	22	32	+45.5%	8	24	+200.0%
\$10,000,000 and Above	58	58	0.0%	4	8	+100.0%
All Price Ranges	238	213	-10.5%	119	142	+19.3%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	3-2023	4-2023	Change	3-2023	4-2023	Change
\$299,999 and Below	3	2	-33.3%	8	6	-25.0%
\$300,000 to \$599,999	15	14	-6.7%	9	8	-11.1%
\$600,000 to \$999,999	29	26	-10.3%	16	16	0.0%
\$1,000,000 to \$1,499,999	20	21	+5.0%	14	10	-28.6%
\$1,500,000 to \$1,999,999	22	15	-31.8%	16	17	+6.3%
\$2,000,000 to \$2,499,999	15	11	-26.7%	15	14	-6.7%
\$2,500,000 to \$4,999,999	41	34	-17.1%	43	39	-9.3%
\$5,000,000 to \$9,999,999	37	32	-13.5%	24	24	0.0%
\$10,000,000 and Above	65	58	-10.8%	12	8	-33.3%
All Price Ranges	247	213	-13.8%	157	142	-9.6%

Year to Date

Single Family	Townhouse-Condo
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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.