

Monthly Indicators



November 2020

Percent changes calculated using year-over-year comparisons.

New Listings were up 48.8 percent for single family homes and 78.3 percent for townhouse-condo properties. Pending Sales increased 24.5 percent for single family homes and 22.7 percent for townhouse-condo properties.

The Median Sales Price was up 35.7 percent to \$599,000 for single family homes and 9.2 percent to \$323,000 for townhouse-condo properties. Days on Market decreased 41.7 percent for single family homes and 64.9 percent for townhouse-condo properties.

Showing activity remains higher than the same period a year ago across most of the country, suggesting that strong buyer demand is likely to continue into what is typically the slowest time of year. With inventory remaining constrained in most market segments, sellers continue to benefit from the tight market conditions.

Activity Snapshot

+ 14.6%	+ 20.6%	- 44.1%
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	11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		43	64	+ 48.8%	1,013	1,033	+ 2.0%
Pending Sales		49	61	+ 24.5%	783	927	+ 18.4%
Sold Listings		62	71	+ 14.5%	749	863	+ 15.2%
Median Sales Price		\$441,500	\$599,000	+ 35.7%	\$425,000	\$515,000	+ 21.2%
Avg. Sales Price		\$656,770	\$720,735	+ 9.7%	\$539,937	\$659,387	+ 22.1%
Pct. of List Price Received		97.5%	97.9%	+ 0.4%	97.6%	97.9%	+ 0.3%
Days on Market		96	56	- 41.7%	77	71	- 7.8%
Affordability Index		83	67	- 19.3%	86	78	- 9.3%
Active Listings		298	150	- 49.7%	--	--	--
Months Supply		4.5	1.9	- 57.8%	--	--	--

Townhouse-Condo Market Overview

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

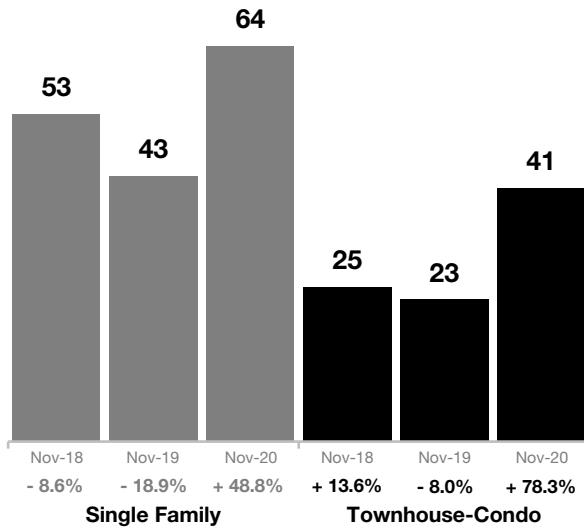


Key Metrics	Historical Sparkbars	11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		23	41	+ 78.3%	416	380	- 8.7%
Pending Sales		22	27	+ 22.7%	337	337	0.0%
Sold Listings		20	23	+ 15.0%	331	303	- 8.5%
Median Sales Price		\$295,700	\$323,000	+ 9.2%	\$310,000	\$319,000	+ 2.9%
Avg. Sales Price		\$336,540	\$344,572	+ 2.4%	\$345,439	\$376,715	+ 9.1%
Pct. of List Price Received		98.1%	98.2%	+ 0.1%	98.6%	98.7%	+ 0.1%
Days on Market		151	53	- 64.9%	70	66	- 5.7%
Affordability Index		124	125	+ 0.8%	118	126	+ 6.8%
Active Listings		92	68	- 26.1%	--	--	--
Months Supply		3.1	2.5	- 19.4%	--	--	--

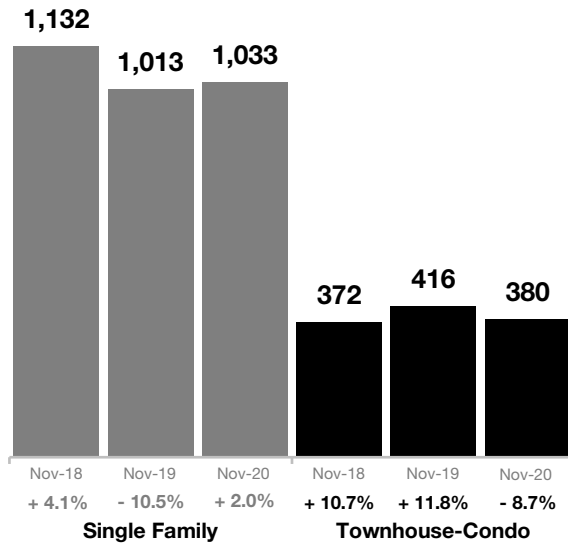
New Listings



November

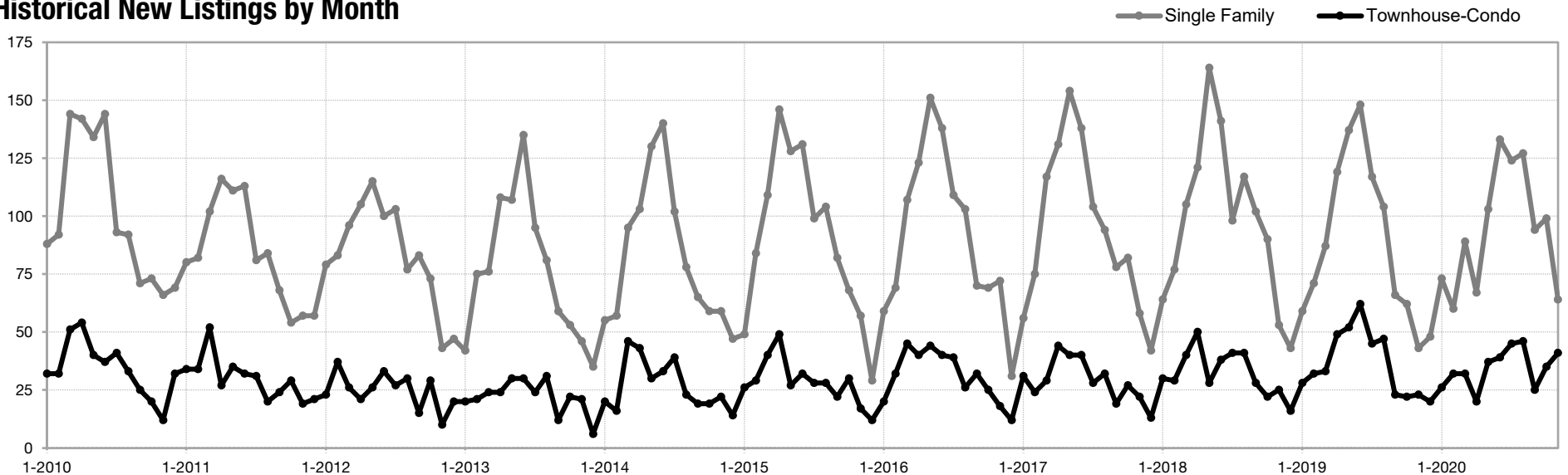


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	48	+11.6%	20	+25.0%
Jan-2020	73	+23.7%	26	-7.1%
Feb-2020	60	-15.5%	32	0.0%
Mar-2020	89	+2.3%	32	-3.0%
Apr-2020	67	-43.7%	20	-59.2%
May-2020	103	-24.8%	37	-28.8%
Jun-2020	133	-10.1%	39	-37.1%
Jul-2020	124	+6.0%	45	0.0%
Aug-2020	127	+22.1%	46	-2.1%
Sep-2020	94	+42.4%	25	+8.7%
Oct-2020	99	+59.7%	35	+59.1%
Nov-2020	64	+48.8%	41	+78.3%

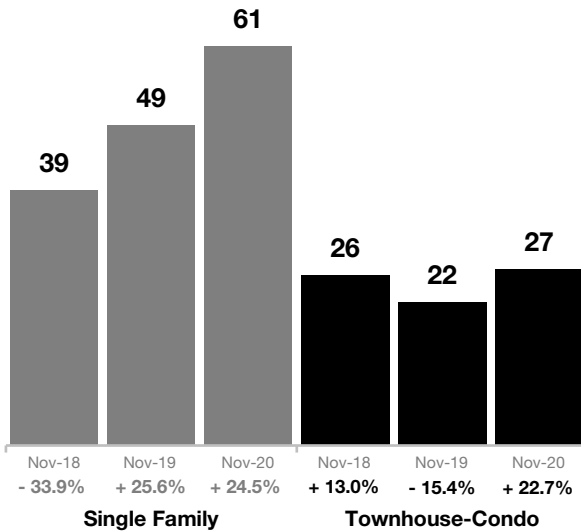
Historical New Listings by Month



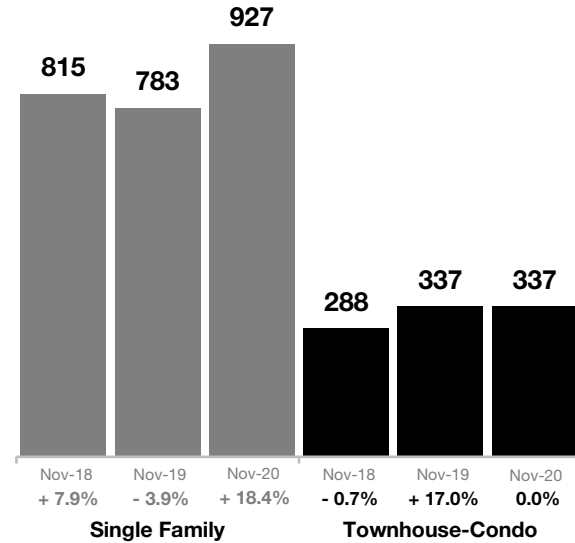
Pending Sales



November

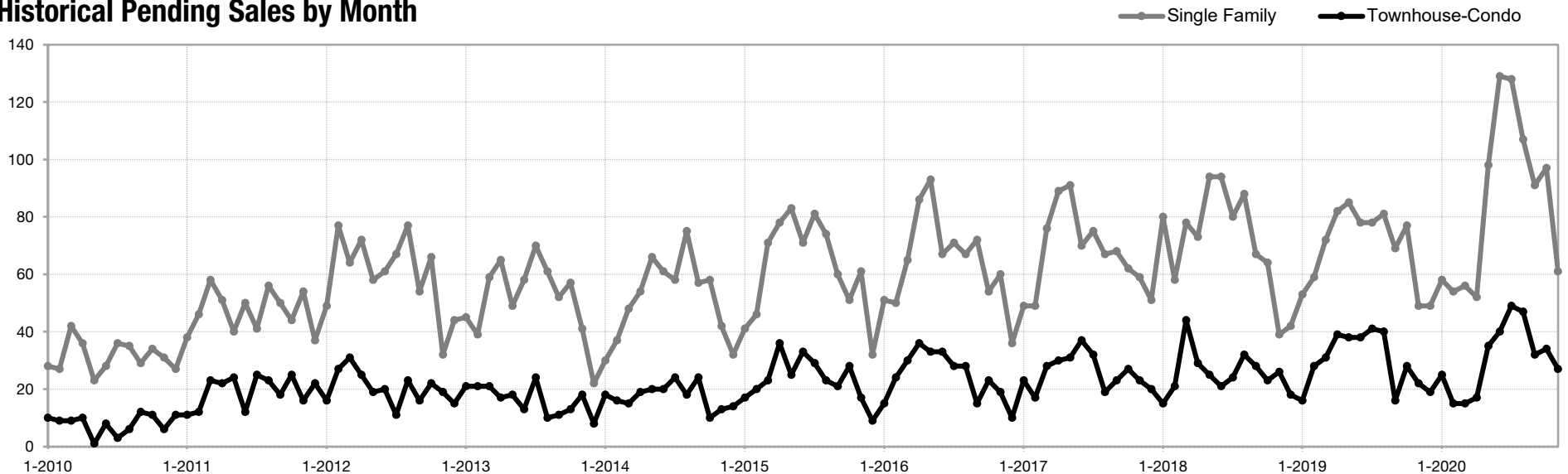


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	49	+16.7%	19	+5.6%
Jan-2020	58	+9.4%	25	+56.3%
Feb-2020	54	-8.5%	15	-46.4%
Mar-2020	56	-22.2%	15	-51.6%
Apr-2020	52	-36.6%	17	-56.4%
May-2020	98	+15.3%	35	-7.9%
Jun-2020	129	+65.4%	40	+5.3%
Jul-2020	128	+64.1%	49	+19.5%
Aug-2020	107	+32.1%	47	+17.5%
Sep-2020	91	+31.9%	32	+100.0%
Oct-2020	97	+26.0%	34	+21.4%
Nov-2020	61	+24.5%	27	+22.7%

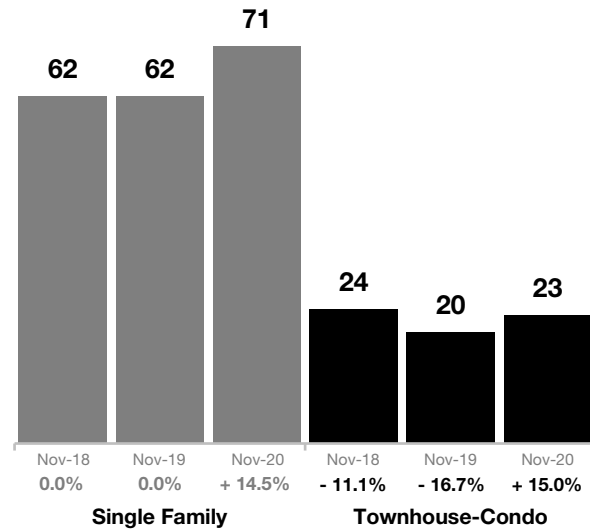
Historical Pending Sales by Month



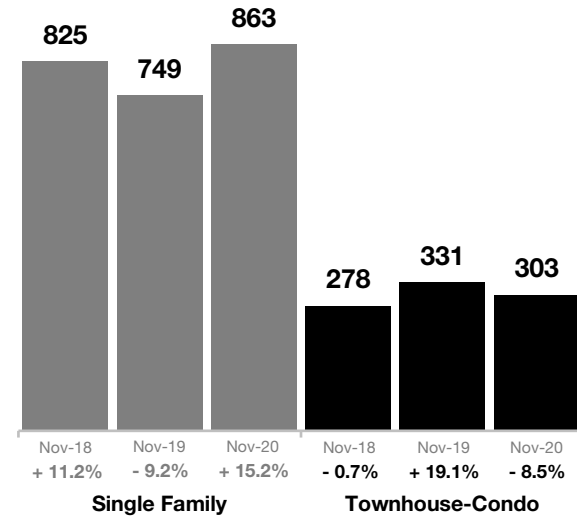
Sold Listings



November

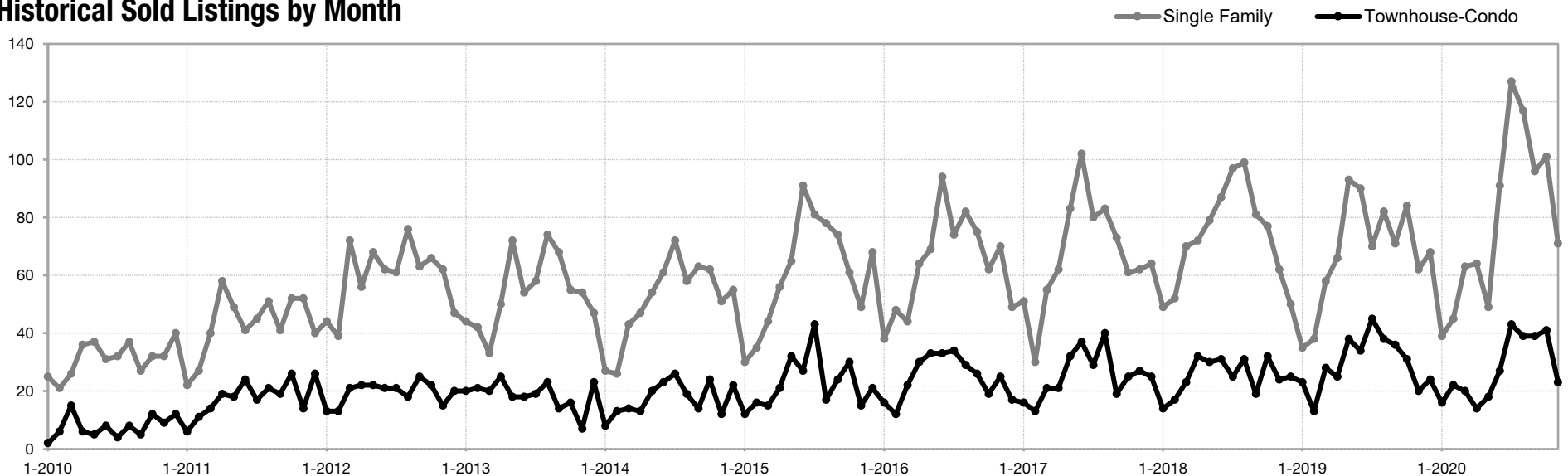


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	68	+36.0%	24	-4.0%
Jan-2020	39	+11.4%	16	-30.4%
Feb-2020	45	+18.4%	22	+69.2%
Mar-2020	63	+8.6%	20	-28.6%
Apr-2020	64	-3.0%	14	-44.0%
May-2020	49	-47.3%	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%	41	+32.3%
Nov-2020	71	+14.5%	23	+15.0%

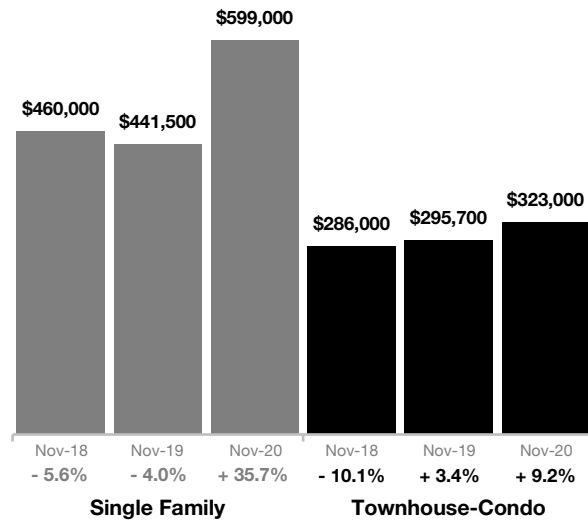
Historical Sold Listings by Month



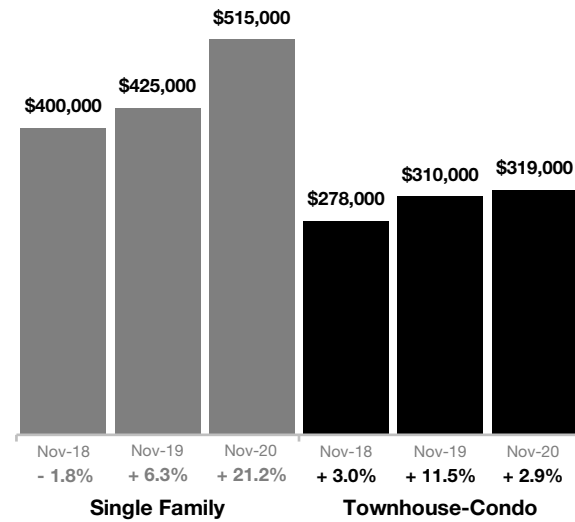
Median Sales Price



November

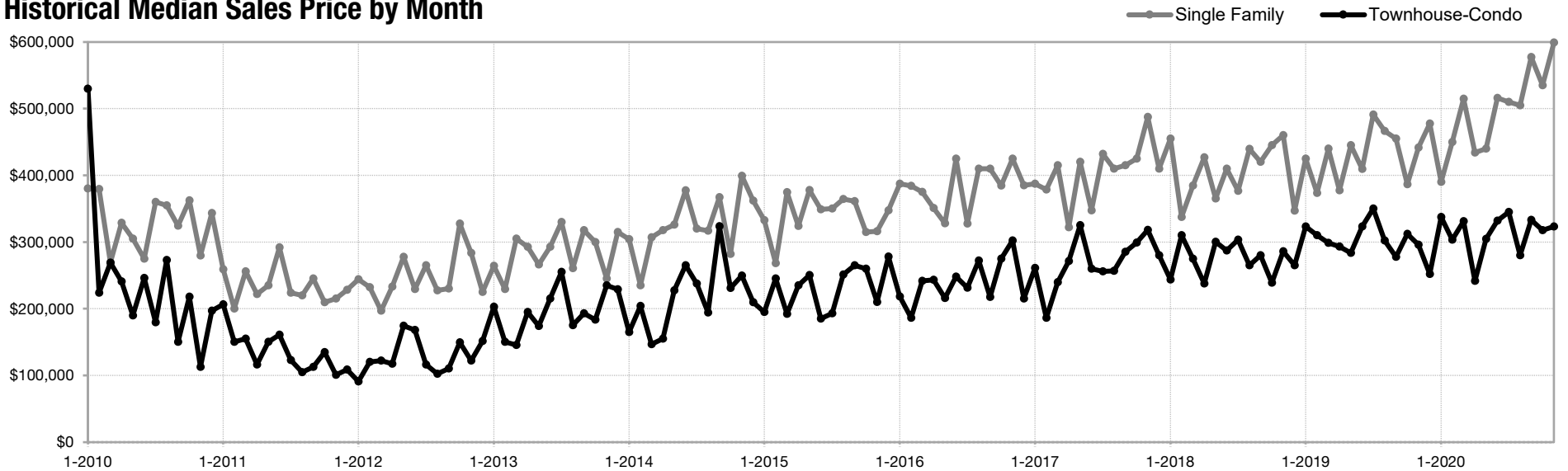


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	\$477,500	+37.6%	\$252,000	-4.9%
Jan-2020	\$389,900	-8.3%	\$337,450	+4.5%
Feb-2020	\$450,000	+20.5%	\$303,500	-2.1%
Mar-2020	\$515,000	+17.0%	\$331,000	+10.9%
Apr-2020	\$434,000	+15.0%	\$241,500	-17.6%
May-2020	\$440,000	-1.1%	\$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%	\$317,500	+1.8%
Nov-2020	\$599,000	+35.7%	\$323,000	+9.2%

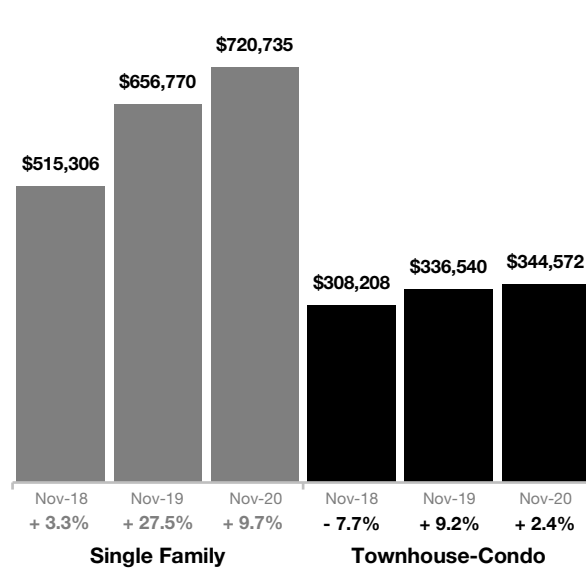
Historical Median Sales Price by Month



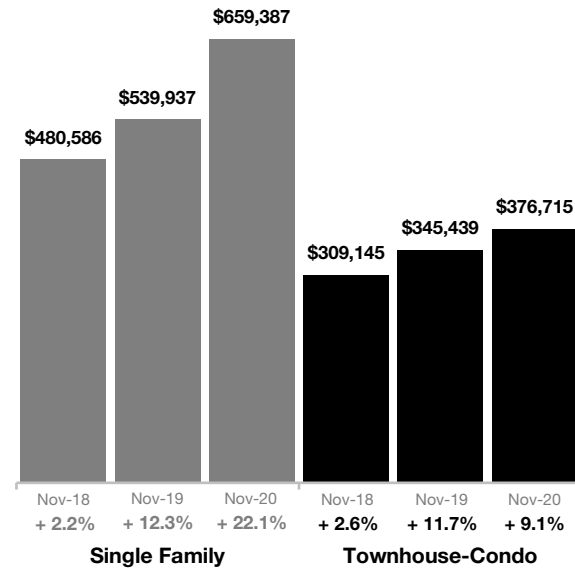
Average Sales Price



November

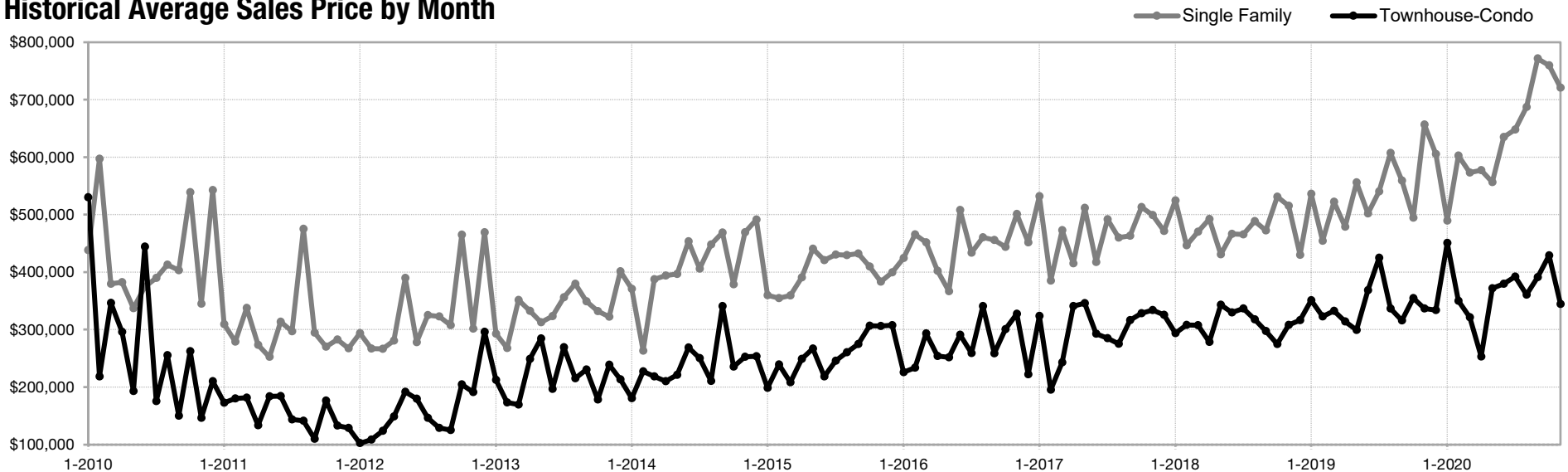


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	\$605,346	+40.8%	\$333,850	+5.5%
Jan-2020	\$489,674	-8.7%	\$450,942	+28.4%
Feb-2020	\$602,644	+32.6%	\$349,932	+8.4%
Mar-2020	\$573,270	+9.8%	\$321,545	-3.2%
Apr-2020	\$577,254	+20.6%	\$253,000	-19.5%
May-2020	\$556,610	+0.1%	\$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%	\$429,057	+21.0%
Nov-2020	\$720,735	+9.7%	\$344,572	+2.4%

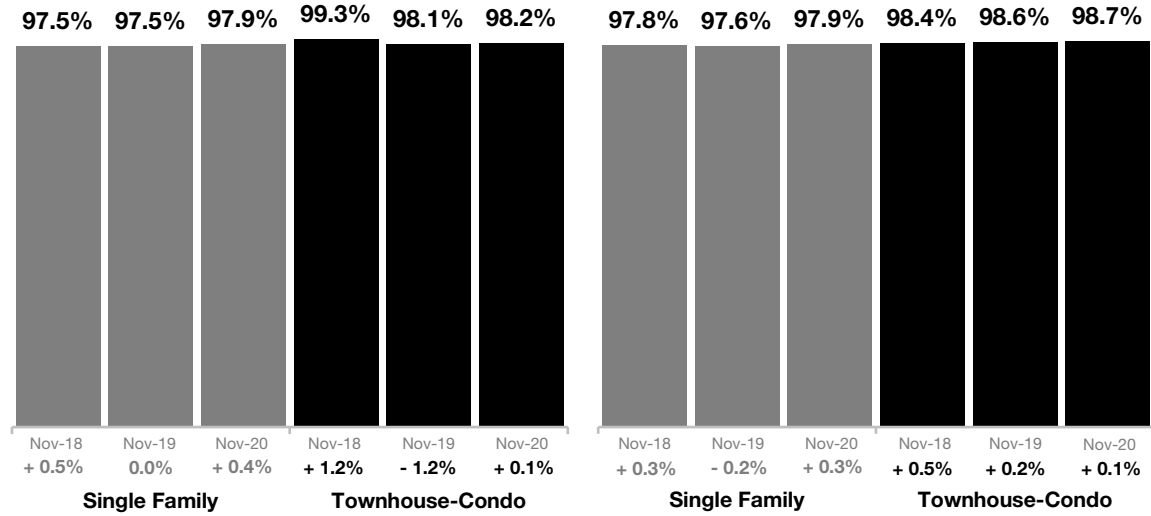
Historical Average Sales Price by Month



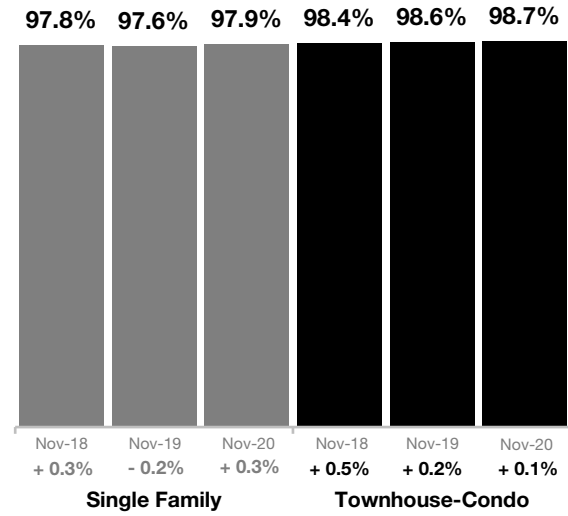
Percent of List Price Received



November

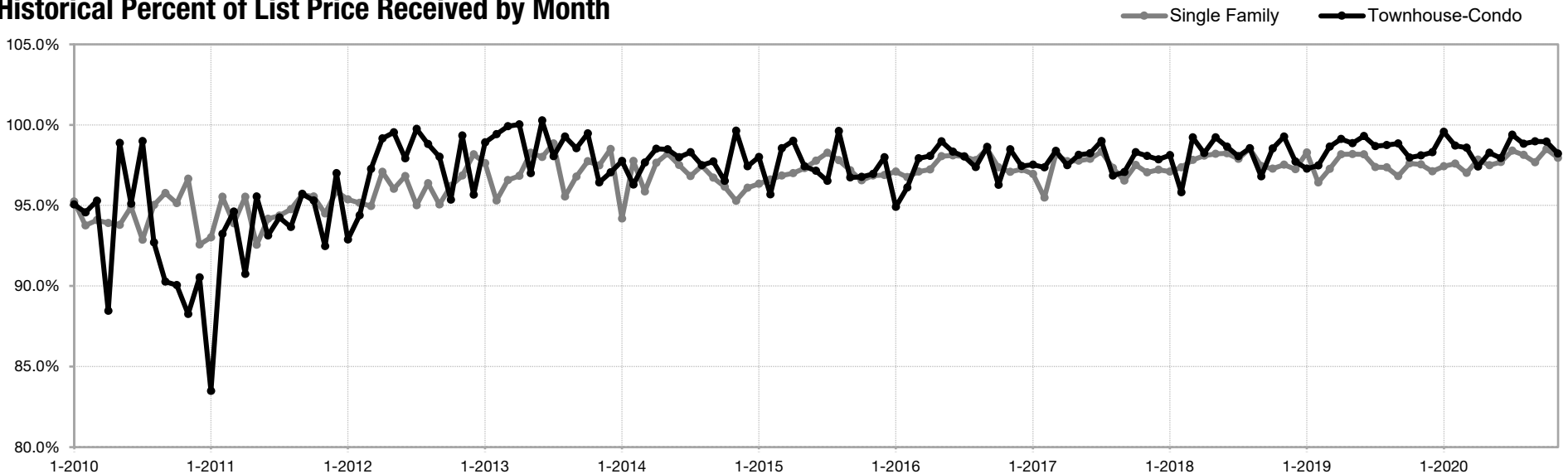


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	97.1%	-0.1%	98.3%	+0.6%
Jan-2020	97.4%	-0.9%	99.6%	+2.4%
Feb-2020	97.6%	+1.2%	98.7%	+1.2%
Mar-2020	97.0%	-0.3%	98.6%	0.0%
Apr-2020	97.8%	-0.4%	97.4%	-1.7%
May-2020	97.5%	-0.7%	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	97.9%	+0.4%	98.2%	+0.1%

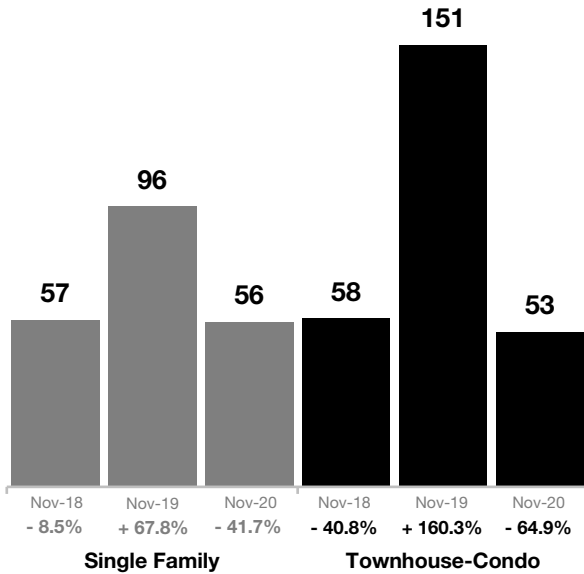
Historical Percent of List Price Received by Month



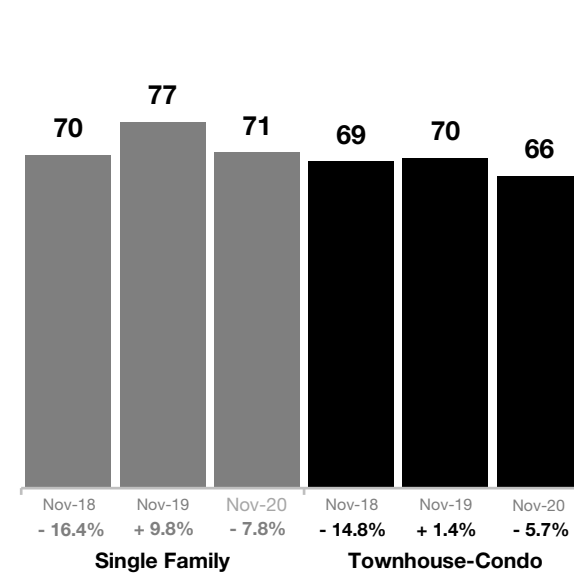
Days on Market Until Sale



November

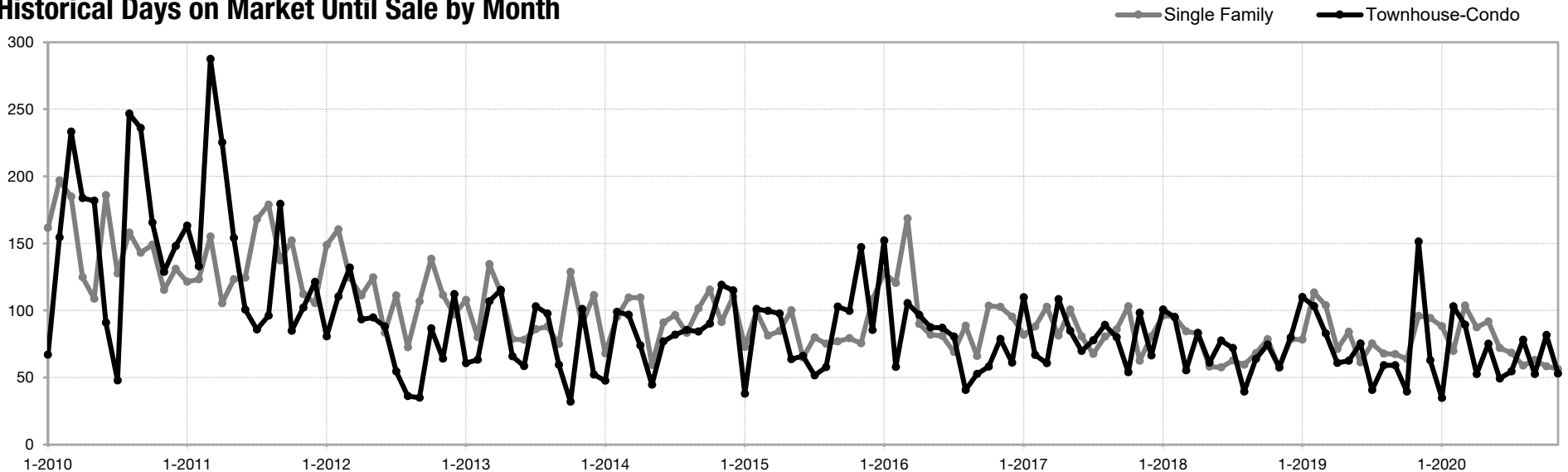


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	94	+20.5%	63	-21.3%
Jan-2020	88	+12.8%	35	-68.2%
Feb-2020	70	-38.1%	103	0.0%
Mar-2020	104	0.0%	89	+7.2%
Apr-2020	87	+22.5%	52	-14.8%
May-2020	92	+9.5%	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%	82	+110.3%
Nov-2020	56	-41.7%	53	-64.9%

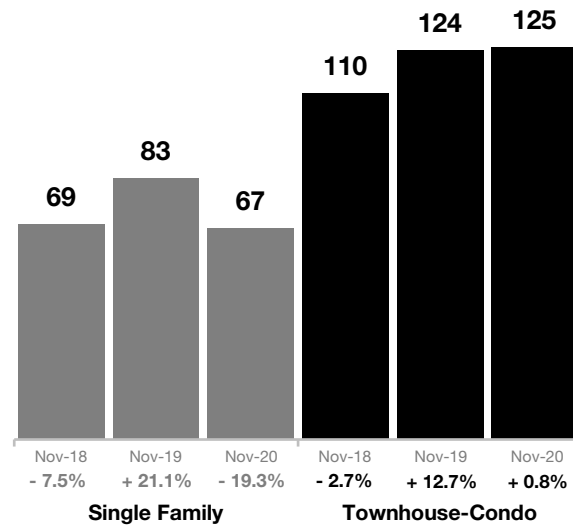
Historical Days on Market Until Sale by Month



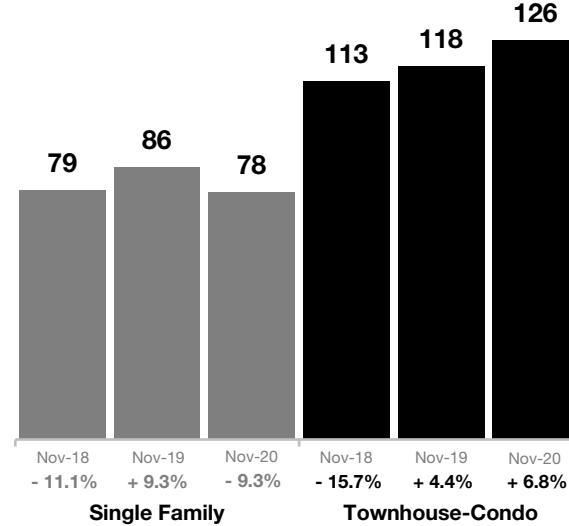
Housing Affordability Index



November

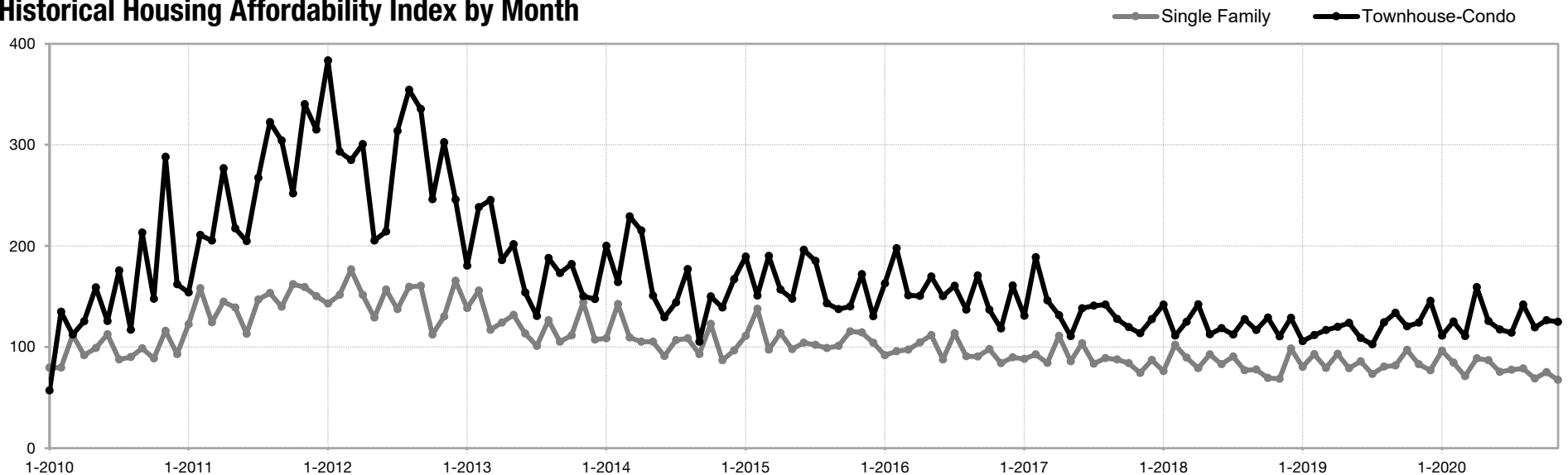


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	77	-21.4%	145	+12.4%
Jan-2020	96	+20.0%	111	+4.7%
Feb-2020	84	-9.7%	125	+11.6%
Mar-2020	71	-10.1%	111	-5.1%
Apr-2020	89	-4.3%	159	+32.5%
May-2020	87	+10.1%	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%	126	+5.0%
Nov-2020	67	-19.3%	125	+0.8%

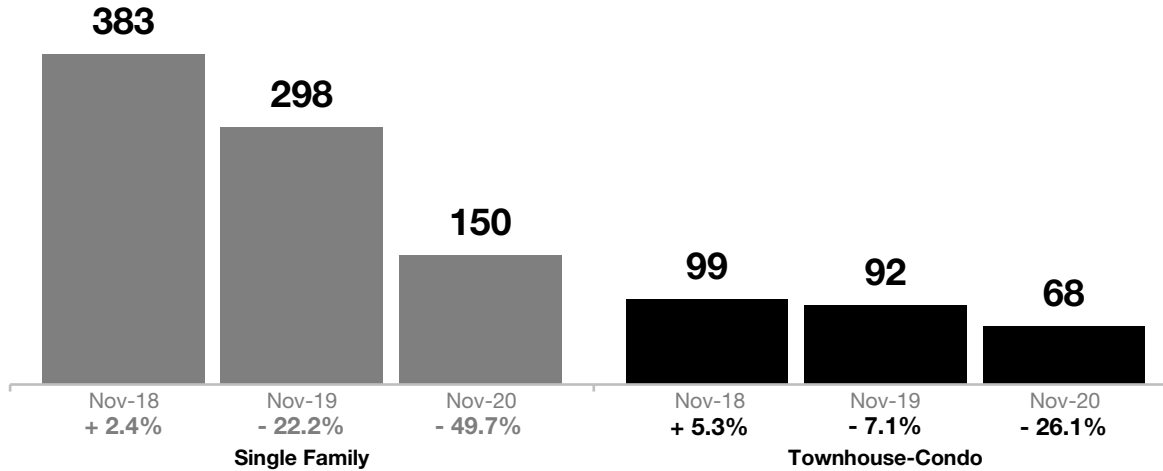
Historical Housing Affordability Index by Month



Inventory of Active Listings

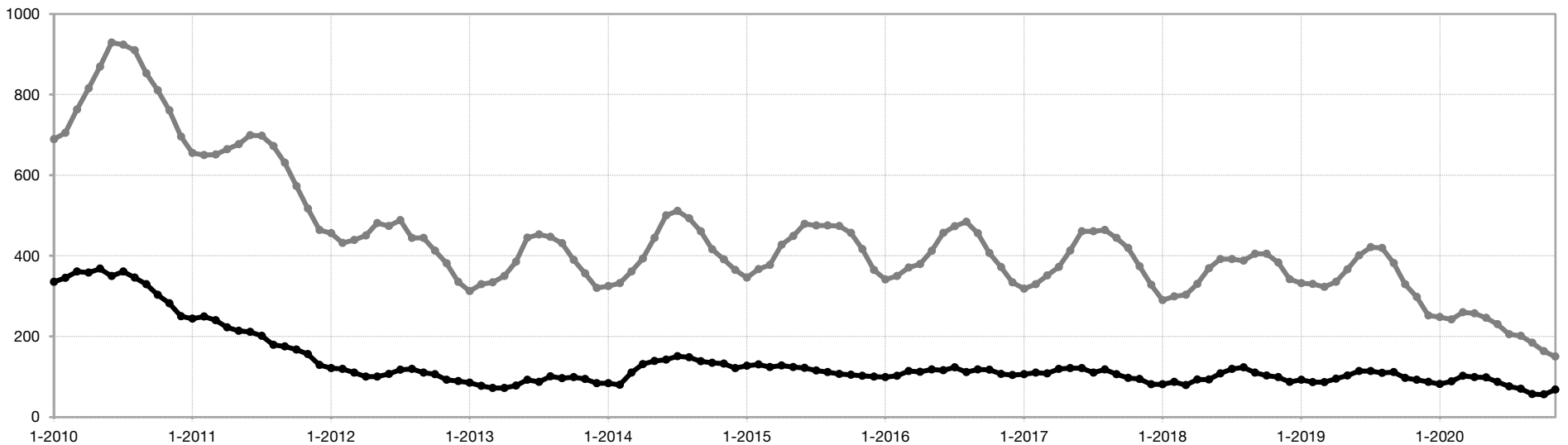


November



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	252	-26.3%	87	0.0%
Jan-2020	248	-25.3%	82	-10.9%
Feb-2020	242	-26.7%	88	+2.3%
Mar-2020	260	-19.5%	102	+18.6%
Apr-2020	257	-23.3%	99	+4.2%
May-2020	246	-32.8%	98	-4.9%
Jun-2020	230	-42.6%	87	-23.7%
Jul-2020	205	-51.3%	76	-33.3%
Aug-2020	201	-52.0%	70	-35.8%
Sep-2020	184	-51.8%	57	-48.6%
Oct-2020	163	-50.5%	56	-42.3%
Nov-2020	150	-49.7%	68	-26.1%

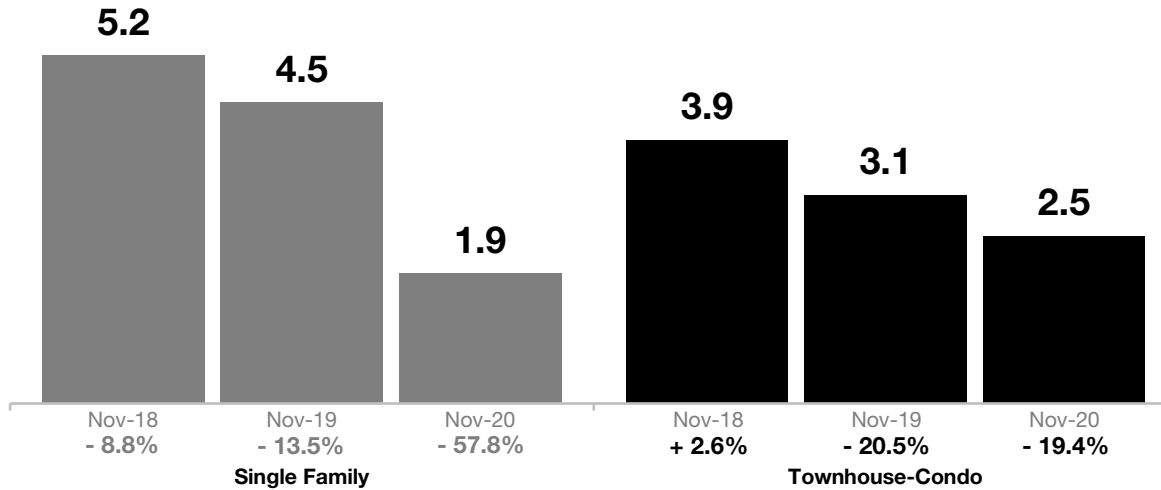
Historical Inventory of Active Listings by Month



Months Supply of Inventory

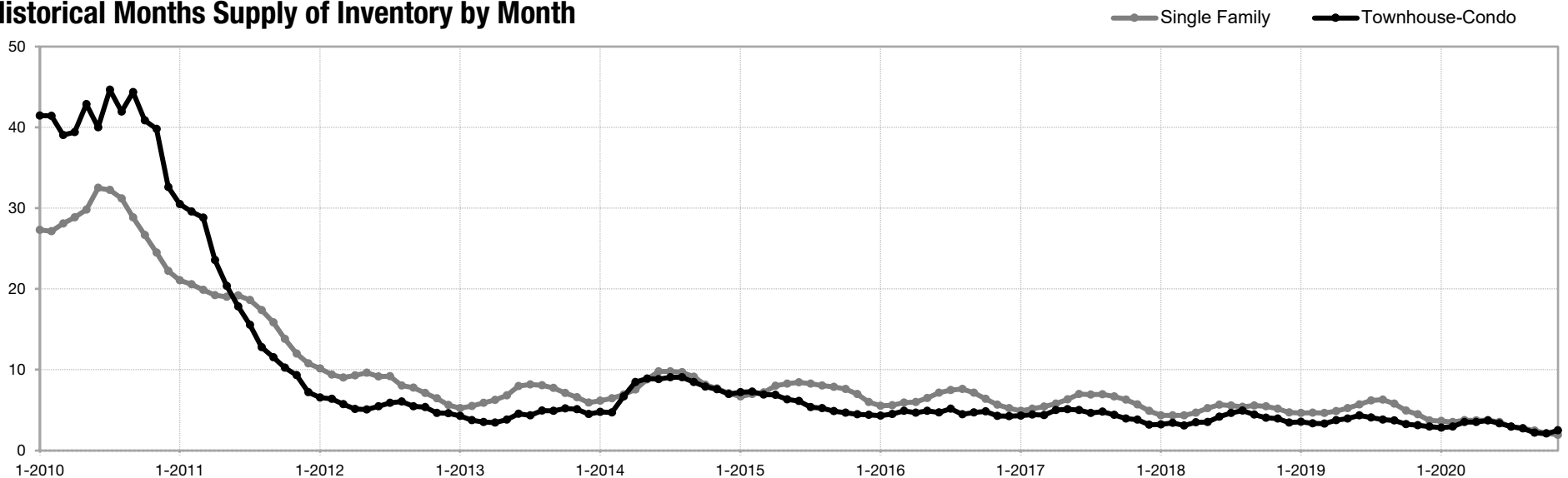


November



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	3.7	-21.3%	2.9	-14.7%
Jan-2020	3.6	-21.7%	2.8	-20.0%
Feb-2020	3.5	-25.5%	3.0	-11.8%
Mar-2020	3.7	-19.6%	3.5	+6.1%
Apr-2020	3.7	-22.9%	3.5	-5.4%
May-2020	3.8	-26.9%	3.7	-5.1%
Jun-2020	3.5	-38.6%	3.4	-20.9%
Jul-2020	2.9	-53.2%	3.0	-26.8%
Aug-2020	2.7	-57.1%	2.7	-28.9%
Sep-2020	2.4	-58.6%	2.2	-40.5%
Oct-2020	2.1	-57.1%	2.1	-34.4%
Nov-2020	1.9	-57.8%	2.5	-19.4%

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.



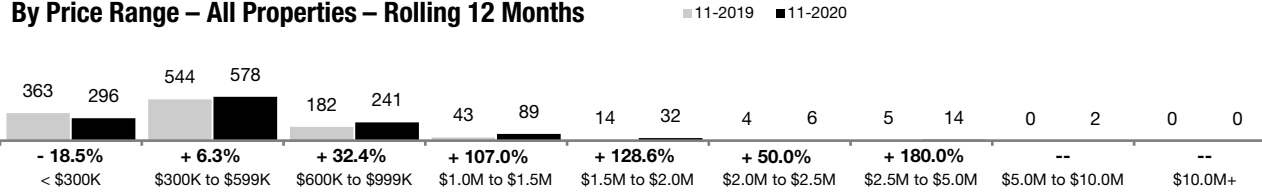
Key Metrics	Historical Sparkbars	11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		66	105	+ 59.1%	1,429	1,413	- 1.1%
Pending Sales		71	88	+ 23.9%	1,120	1,264	+ 12.9%
Sold Listings		82	94	+ 14.6%	1,080	1,166	+ 8.0%
Median Sales Price		\$406,385	\$490,000	+ 20.6%	\$379,000	\$440,000	+ 16.1%
Avg. Sales Price		\$578,665	\$628,695	+ 8.6%	\$480,327	\$585,868	+ 22.0%
Pct. of List Price Received		97.7%	98.0%	+ 0.3%	97.9%	98.1%	+ 0.2%
Days on Market		110	55	- 50.0%	75	70	- 6.7%
Affordability Index		90	82	- 8.9%	97	92	- 5.2%
Active Listings		390	218	- 44.1%	--	--	--
Months Supply		4.1	2.1	- 48.8%	--	--	--

Closed Sales

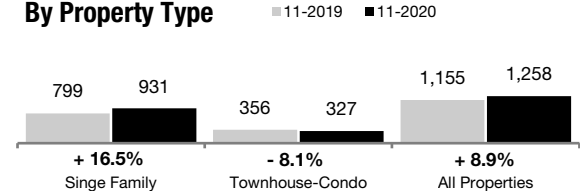
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	11-2019	11-2020	Change	11-2019	11-2020	Change
\$299,999 and Below	189	148	-21.7%	174	148	-14.9%
\$300,000 to \$599,999	391	437	+11.8%	153	141	-7.8%
\$600,000 to \$999,999	159	215	+35.2%	23	26	+13.0%
\$1,000,000 to \$1,499,999	37	77	+108.1%	6	12	+100.0%
\$1,500,00 to \$1,999,999	14	32	+128.6%	0	0	--
\$2,000,000 to \$2,499,999	4	6	+50.0%	0	0	--
\$2,500,000 to \$4,999,999	5	14	+180.0%	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	799	931	+16.5%	356	327	-8.1%

Compared to Prior Month

By Price Range	Single Family			Condo		
	10-2020	11-2020	Change	10-2020	11-2020	Change
\$299,999 and Below	14	9	-35.7%	17	9	-47.1%
\$300,000 to \$599,999	45	27	-40.0%	16	13	-18.8%
\$600,000 to \$999,999	24	22	-8.3%	4	1	-75.0%
\$1,000,000 to \$1,499,999	8	9	+12.5%	4	0	-100.0%
\$1,500,00 to \$1,999,999	4	2	-50.0%	0	0	--
\$2,000,000 to \$2,499,999	2	0	-100.0%	0	0	--
\$2,500,000 to \$4,999,999	4	2	-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	101	71	-29.7%	41	23	-43.9%

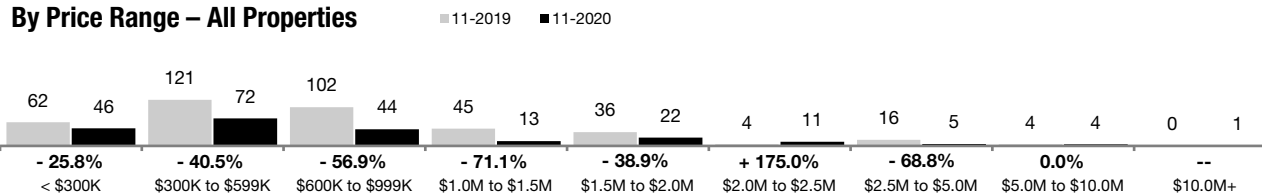
Year to Date

By Price Range	Single Family			Condo		
	11-2019	11-2020	Change	11-2019	11-2020	Change
\$299,999 and Below	172	138	-19.8%	157	134	-14.6%
\$300,000 to \$599,999	368	401	+9.0%	148	133	-10.1%
\$600,000 to \$999,999	151	202	+33.8%	20	25	+25.0%
\$1,000,000 to \$1,499,999	36	70	+94.4%	6	11	+83.3%
\$1,500,00 to \$1,999,999	13	31	+138.5%	0	0	--
\$2,000,000 to \$2,499,999	4	6	+50.0%	0	0	--
\$2,500,000 to \$4,999,999	5	13	+160.0%	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	749	863	+15.2%	331	303	-8.5%

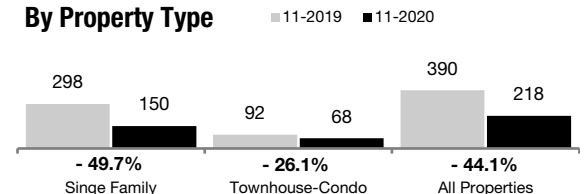
Inventory of Active Listings

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		
	11-2019	11-2020	Change	11-2019	11-2020	Change
\$299,999 and Below	24	13	-45.8%	38	33	-13.2%
\$300,000 to \$599,999	95	48	-49.5%	26	24	-7.7%
\$600,000 to \$999,999	81	36	-55.6%	21	8	-61.9%
\$1,000,000 to \$1,499,999	38	11	-71.1%	7	2	-71.4%
\$1,500,00 to \$1,999,999	36	22	-38.9%	0	0	--
\$2,000,000 to \$2,499,999	4	10	+150.0%	0	1	--
\$2,500,000 to \$4,999,999	16	5	-68.8%	0	0	--
\$5,000,000 to \$9,999,999	4	4	0.0%	0	0	--
\$10,000,000 and Above	0	1	--	0	0	--
All Price Ranges	298	150	-49.7%	92	68	-26.1%

Compared to Prior Month

By Price Range	Single Family			Condo		
	10-2020	11-2020	Change	10-2020	11-2020	Change
\$299,999 and Below	18	13	-27.8%	27	33	+22.2%
\$300,000 to \$599,999	49	48	-2.0%	17	24	+41.2%
\$600,000 to \$999,999	43	36	-16.3%	8	8	0.0%
\$1,000,000 to \$1,499,999	8	11	+37.5%	3	2	-33.3%
\$1,500,00 to \$1,999,999	24	22	-8.3%	0	0	--
\$2,000,000 to \$2,499,999	8	10	+25.0%	1	1	0.0%
\$2,500,000 to \$4,999,999	9	5	-44.4%	0	0	--
\$5,000,000 to \$9,999,999	3	4	+33.3%	0	0	--
\$10,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	163	150	-8.0%	56	68	+21.4%

Year to Date

By Price Range	Single Family			Condo		
	11-2019	11-2020	Change	11-2019	11-2020	Change
\$299,999 and Below	172	138	-19.8%	157	134	-14.6%
\$300,000 to \$599,999	368	401	+9.0%	148	133	-10.1%
\$600,000 to \$999,999	151	202	+33.8%	20	25	+25.0%
\$1,000,000 to \$1,499,999	36	70	+94.4%	6	11	+83.3%
\$1,500,00 to \$1,999,999	13	31	+138.5%	0	0	--
\$2,000,000 to \$2,499,999	4	6	+50.0%	0	0	--
\$2,500,000 to \$4,999,999	5	13	+160.0%	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	749	863	+15.2%	331	303	-8.5%

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.