

# Monthly Indicators



## January 2021

Percent changes calculated using year-over-year comparisons.

New Listings were down 34.2 percent for single family homes and 46.2 percent for townhouse-condo properties. Pending Sales increased 41.4 percent for single family homes and 12.0 percent for townhouse-condo properties.

The Median Sales Price was up 29.9 percent to \$506,300 for single family homes but decreased 3.2 percent to \$326,700 for townhouse-condo properties. Days on Market decreased 55.7 percent for single family homes but increased 85.7 percent for townhouse-condo properties.

The Mortgage Bankers Association's January research estimates approximately 2.7 million homeowners with mortgages are currently in forbearance plans. Some of these homes may eventually come to market, but given the strong appreciation in most market segments in recent years, these eventual home sales are likely to be mostly traditional sellers. However, a modest increase in short sales and foreclosures at some point this year would not be surprising.

## Activity Snapshot

<b>+ 40.0%</b>	<b>+ 30.8%</b>	<b>- 56.2%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> 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	1-2020	1-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		73	48	- 34.2%	73	48	- 34.2%
Pending Sales		58	82	+ 41.4%	58	82	+ 41.4%
Sold Listings		39	57	+ 46.2%	39	57	+ 46.2%
Median Sales Price		\$389,900	\$506,300	+ 29.9%	\$389,900	\$506,300	+ 29.9%
Avg. Sales Price		\$489,674	\$670,389	+ 36.9%	\$489,674	\$670,389	+ 36.9%
Pct. of List Price Received		97.4%	97.8%	+ 0.4%	97.4%	97.8%	+ 0.4%
Days on Market		88	39	- 55.7%	88	39	- 55.7%
Affordability Index		96	79	- 17.7%	96	79	- 17.7%
Active Listings		249	99	- 60.2%	--	--	--
Months Supply		3.6	1.2	- 66.7%	--	--	--

# Townhouse-Condo Market Overview

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

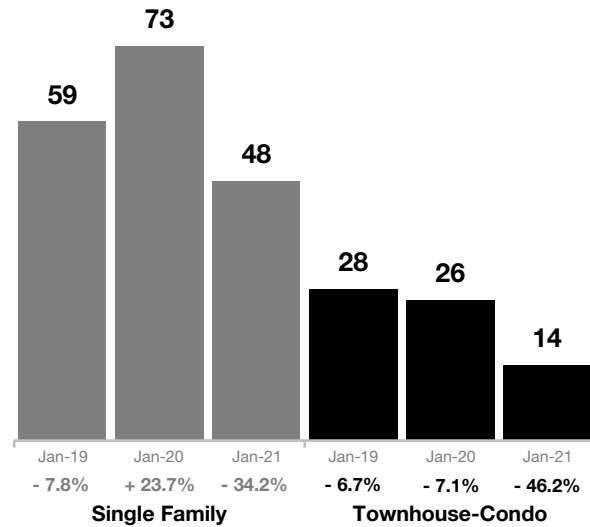


Key Metrics	Historical Sparkbars	1-2020	1-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		26	14	- 46.2%	26	14	- 46.2%
Pending Sales		25	28	+ 12.0%	25	28	+ 12.0%
Sold Listings		16	20	+ 25.0%	16	20	+ 25.0%
Median Sales Price		\$337,450	\$326,700	- 3.2%	\$337,450	\$326,700	- 3.2%
Avg. Sales Price		\$450,942	\$415,370	- 7.9%	\$450,942	\$415,370	- 7.9%
Pct. of List Price Received		99.6%	98.8%	- 0.8%	99.6%	98.8%	- 0.8%
Days on Market		35	65	+ 85.7%	35	65	+ 85.7%
Affordability Index		111	122	+ 9.9%	111	122	+ 9.9%
Active Listings		82	46	- 43.9%	--	--	--
Months Supply		2.8	1.7	- 39.3%	--	--	--

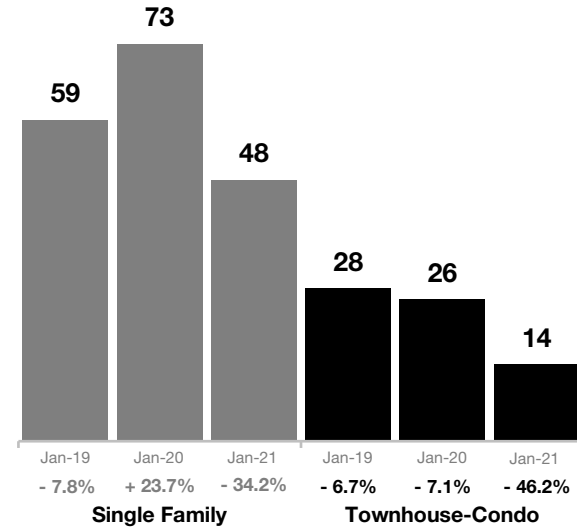
# New Listings



## January

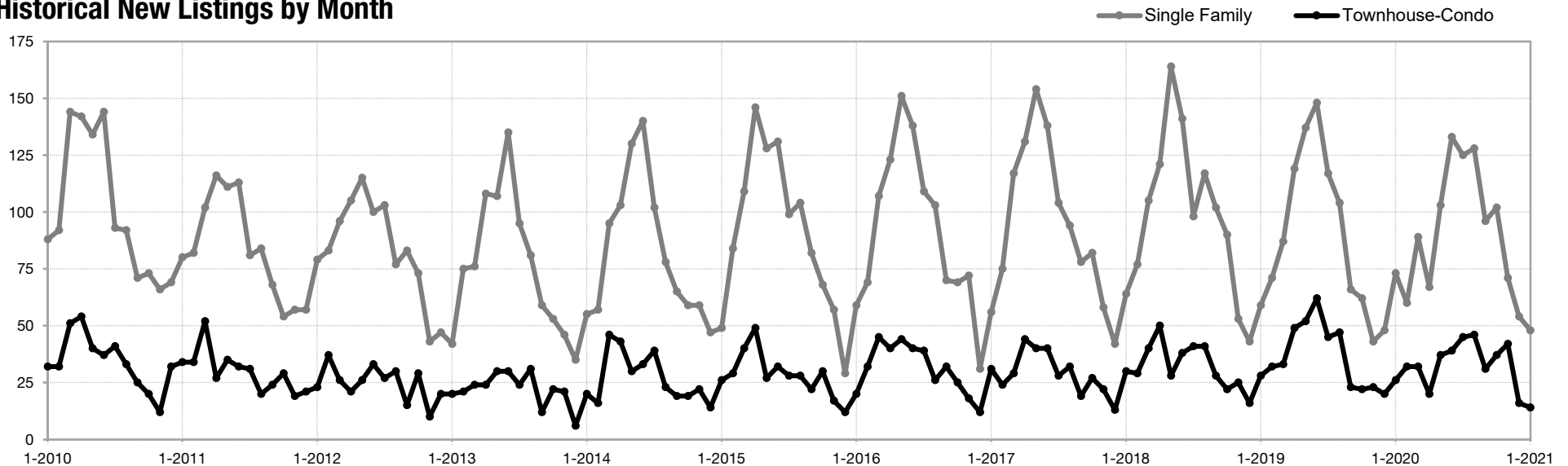


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	125	+6.8%	45	0.0%
Aug-2020	128	+23.1%	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	54	+12.5%	16	-20.0%
Jan-2021	48	-34.2%	14	-46.2%

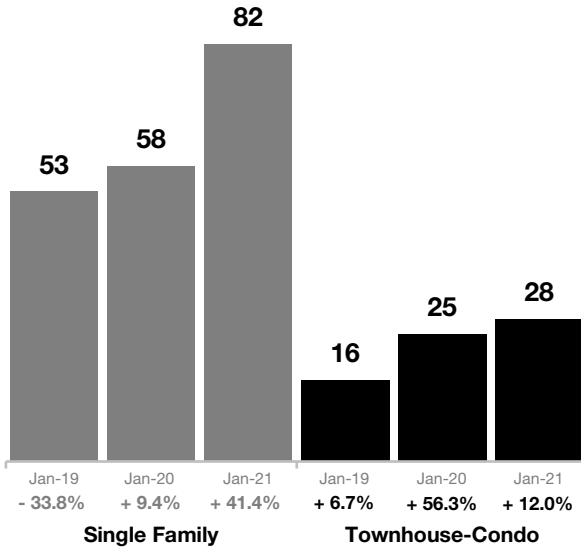
## Historical New Listings by Month



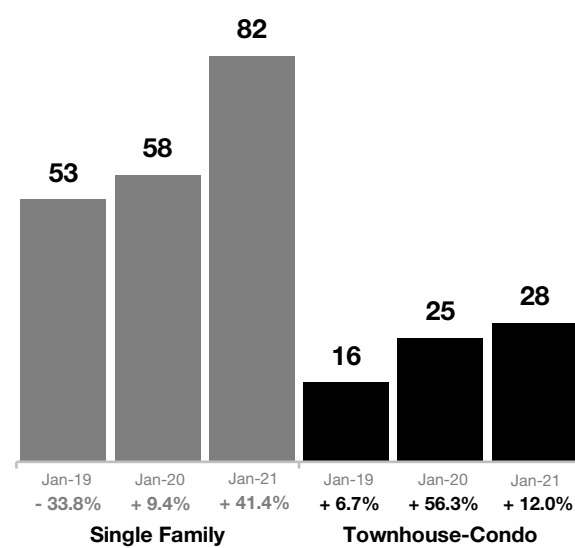
# Pending Sales



## January

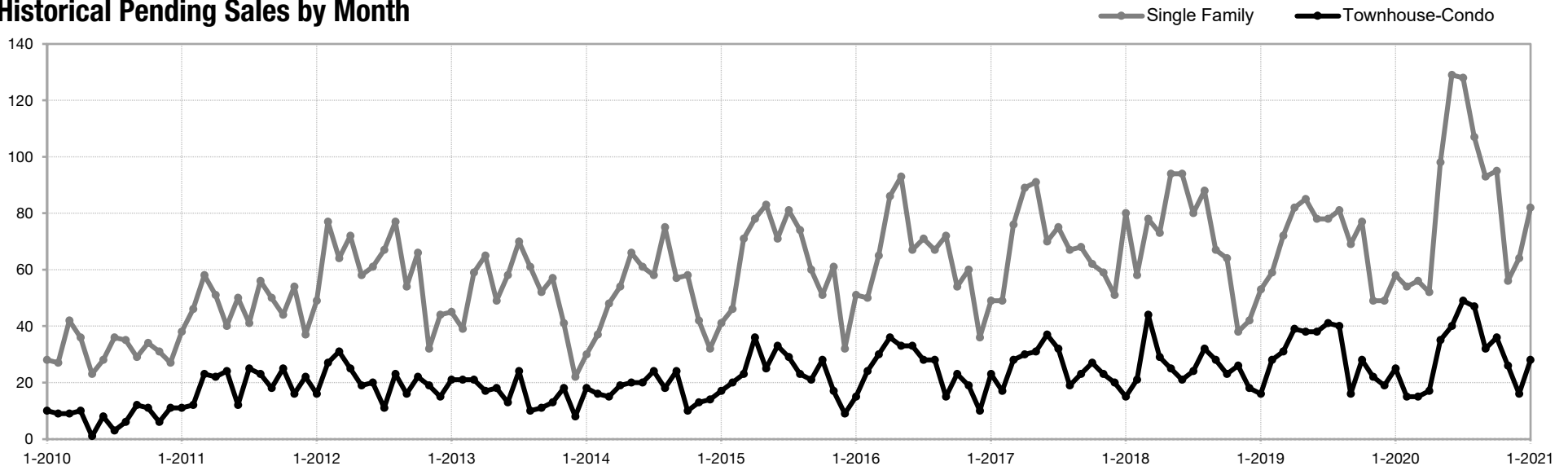


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-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	93	+34.8%	32	+100.0%
Oct-2020	95	+23.4%	36	+28.6%
Nov-2020	56	+14.3%	26	+18.2%
Dec-2020	64	+30.6%	16	-15.8%
Jan-2021	82	+41.4%	28	+12.0%

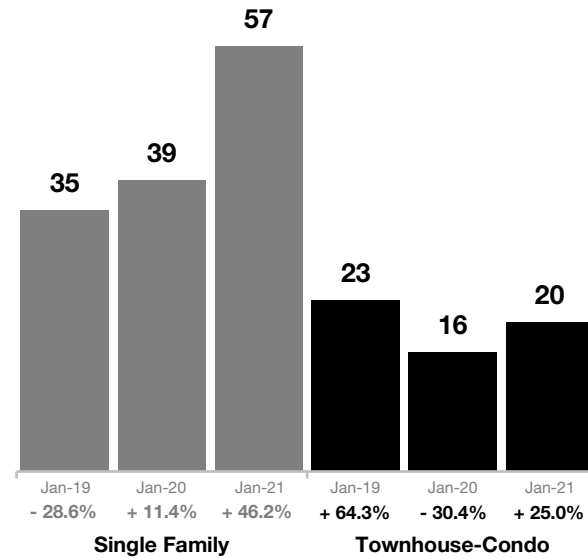
## Historical Pending Sales by Month



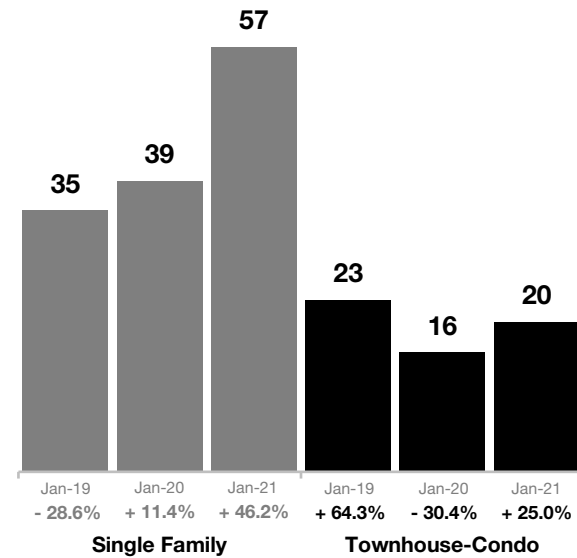
# Sold Listings



## January

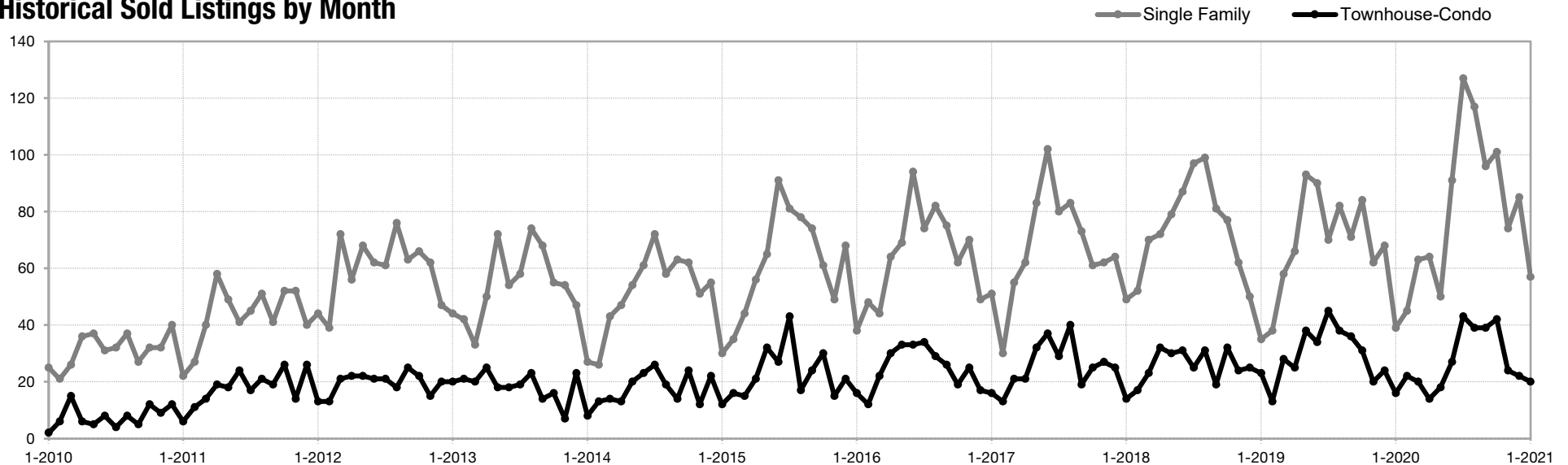


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-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	50	-46.2%	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%	42	+35.5%
Nov-2020	74	+19.4%	24	+20.0%
Dec-2020	85	+25.0%	22	-8.3%
Jan-2021	57	+46.2%	20	+25.0%

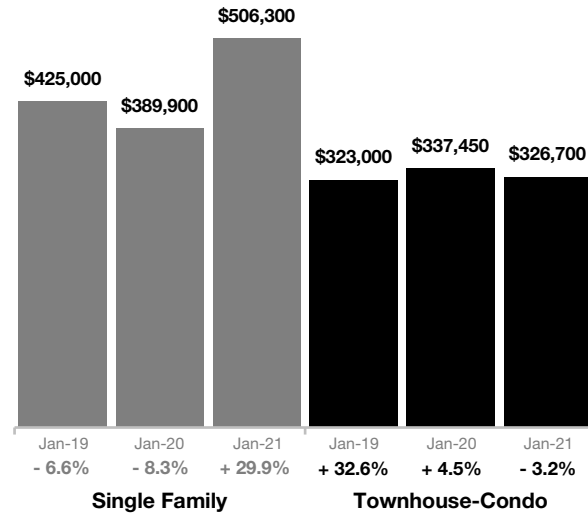
## Historical Sold Listings by Month



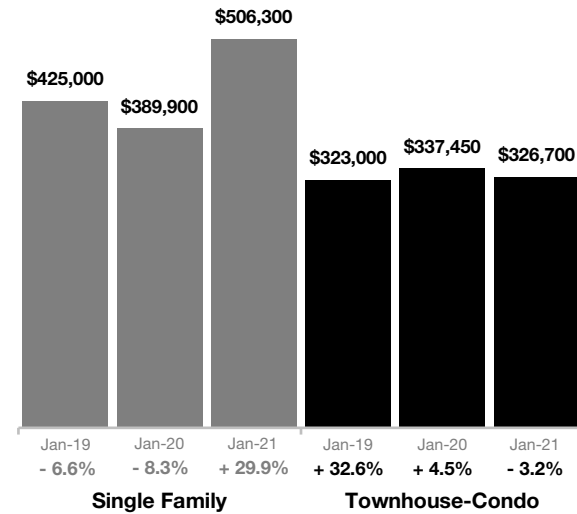
# Median Sales Price



## January

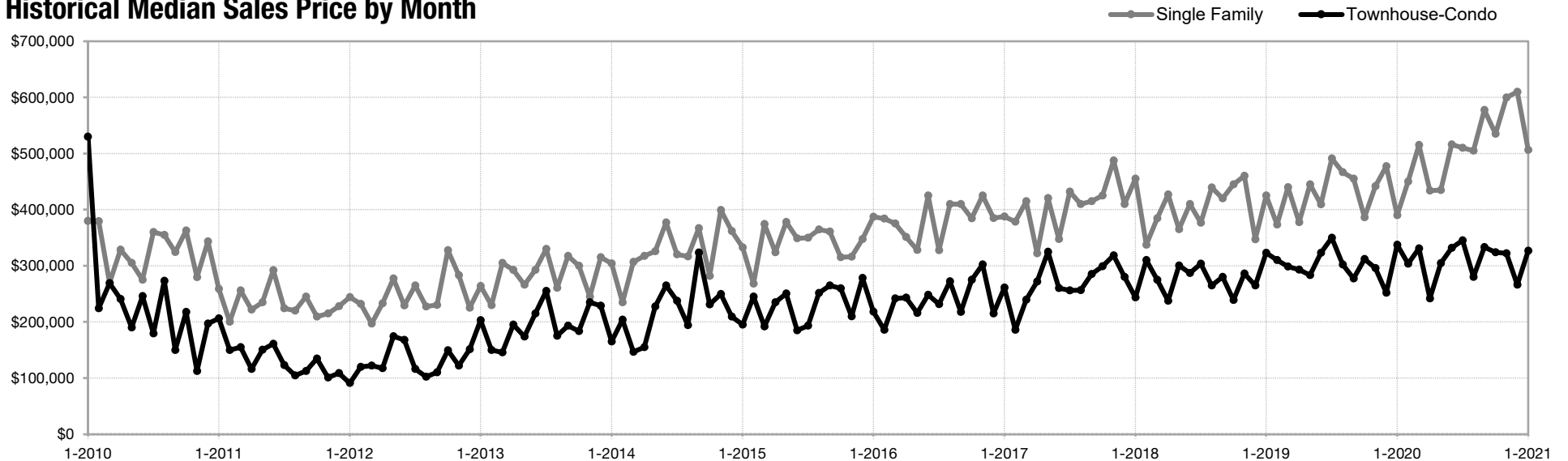


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-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	\$434,950	-2.3%	\$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%	\$323,750	+3.8%
Nov-2020	\$599,500	+35.8%	\$322,000	+8.9%
Dec-2020	\$610,000	+27.7%	\$266,000	+5.6%
Jan-2021	\$506,300	+29.9%	\$326,700	-3.2%

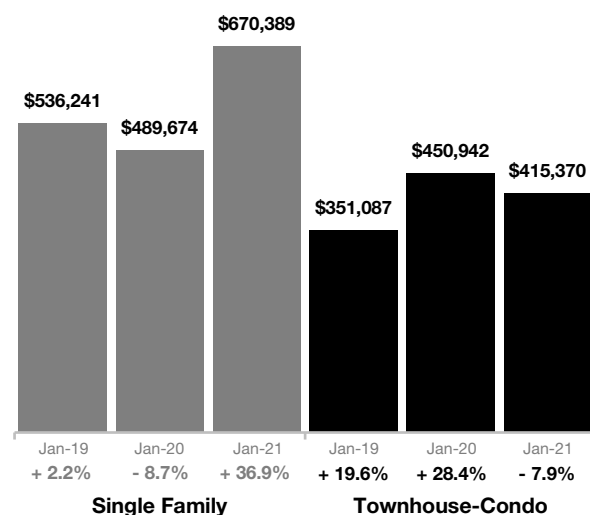
## Historical Median Sales Price by Month



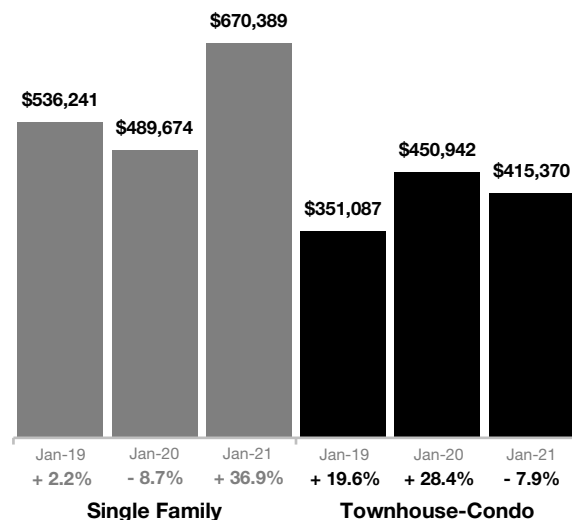
# Average Sales Price



## January

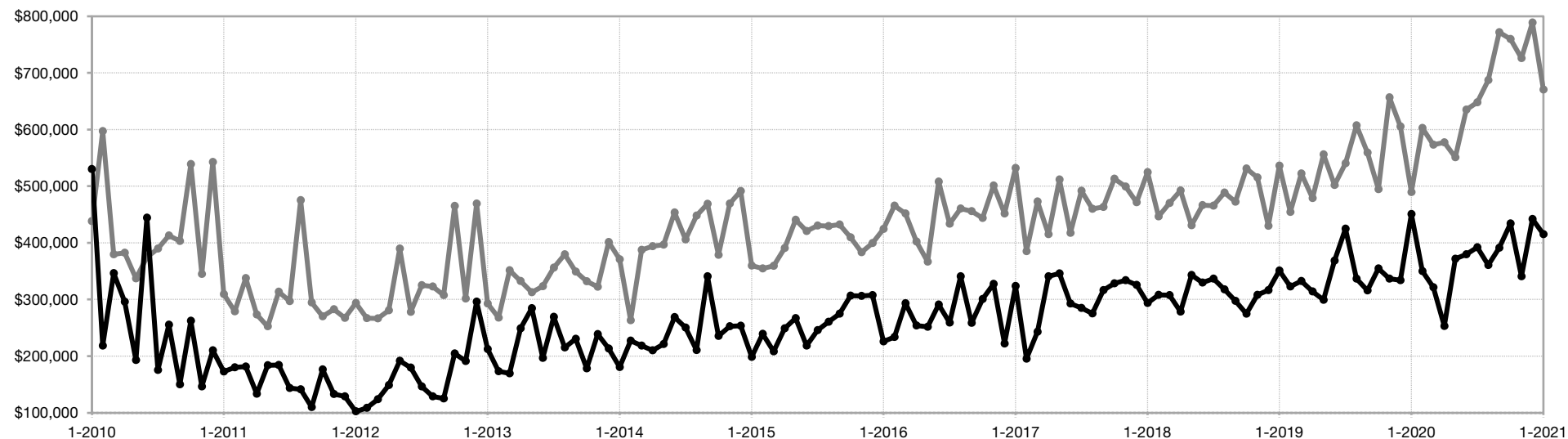


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-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	\$551,138	-0.9%	\$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%	\$433,960	+22.4%
Nov-2020	\$726,043	+10.5%	\$340,840	+1.3%
Dec-2020	\$788,976	+30.3%	\$441,714	+32.3%
Jan-2021	\$670,389	+36.9%	\$415,370	-7.9%

## Historical Average Sales Price by Month



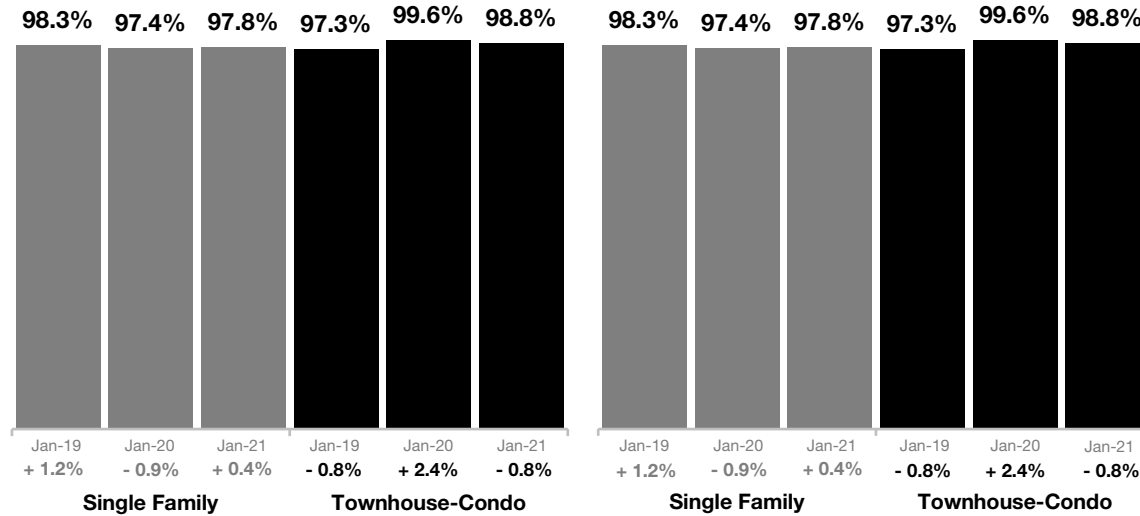


# Percent of List Price Received



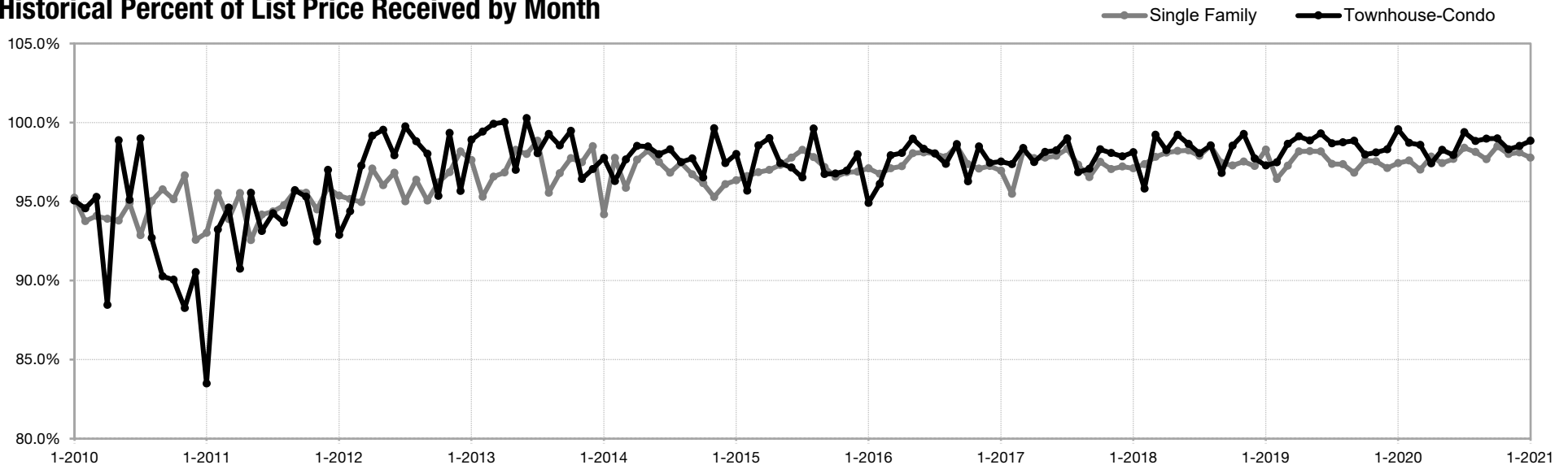
## January

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-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	97.4%	-0.8%	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	98.0%	+0.5%	98.3%	+0.2%
Dec-2020	98.1%	+1.0%	98.5%	+0.2%
<b>Jan-2021</b>	<b>97.8%</b>	<b>+0.4%</b>	<b>98.8%</b>	<b>-0.8%</b>

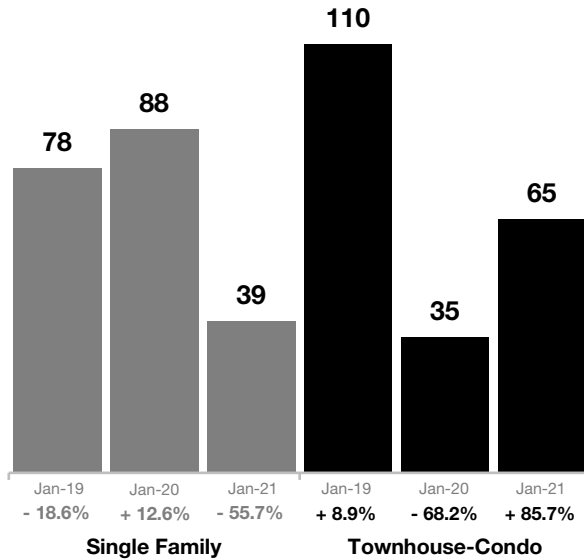
## Historical Percent of List Price Received by Month



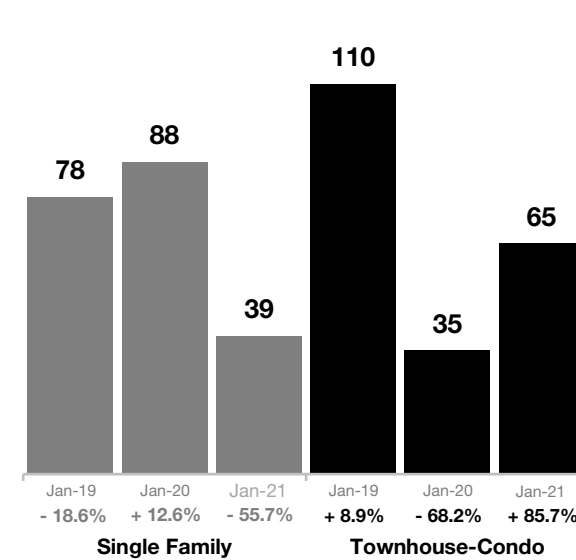
# Days on Market Until Sale



## January

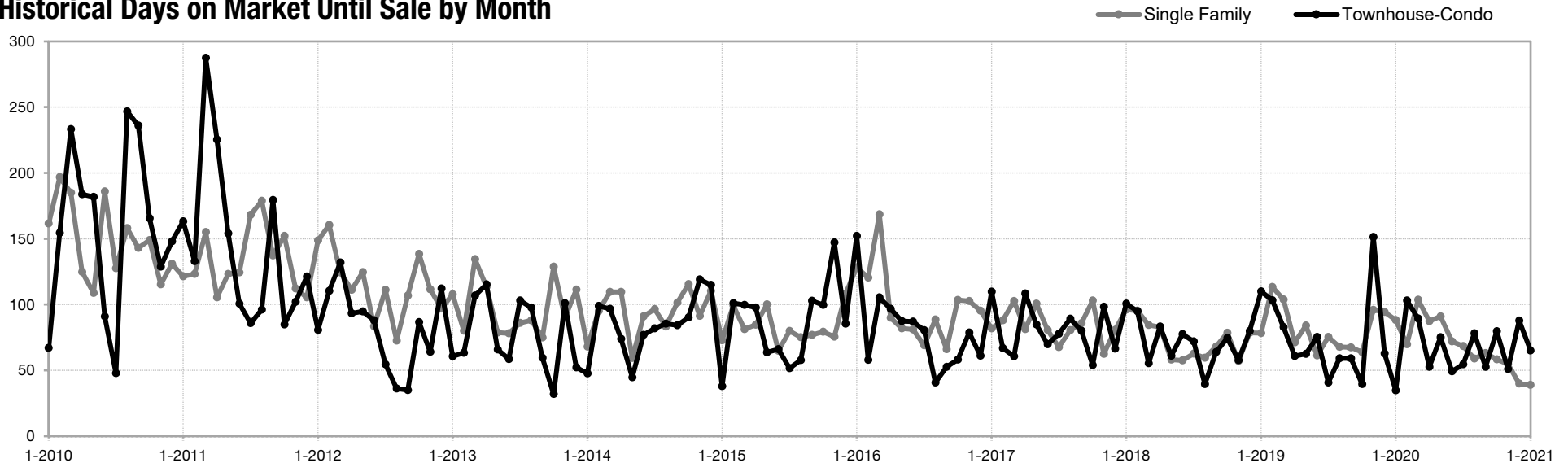


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-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	91	+8.3%	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%	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%

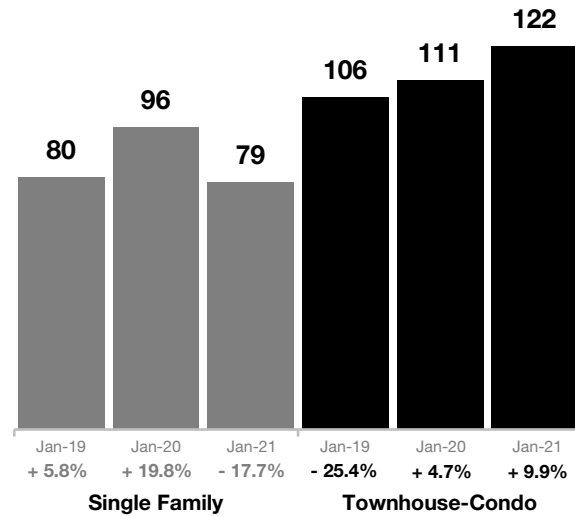
## Historical Days on Market Until Sale by Month



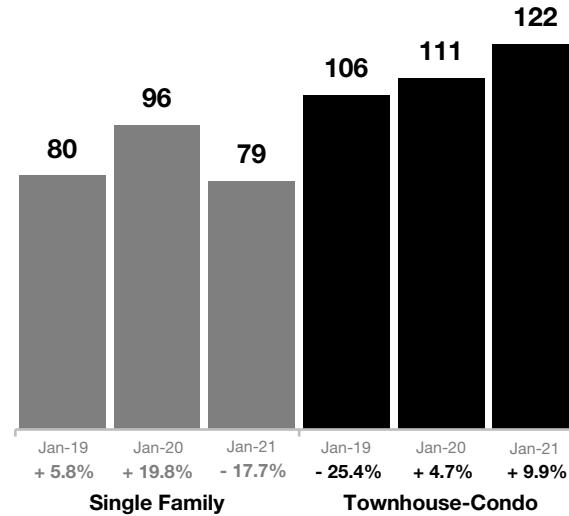
# Housing Affordability Index



## January

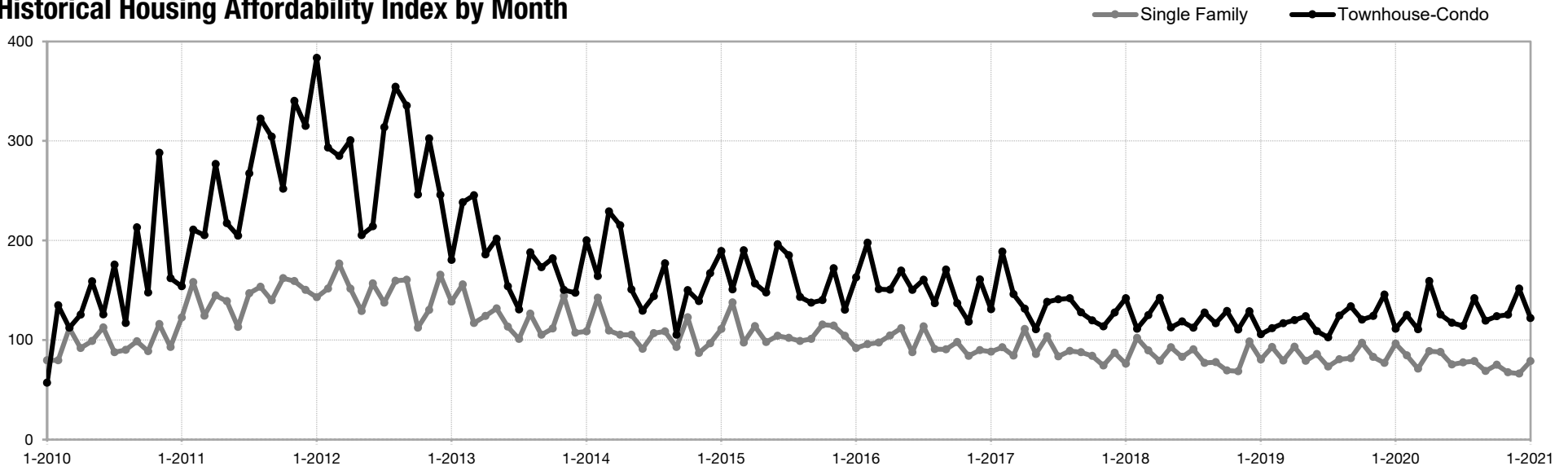


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-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	88	+11.4%	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%	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%

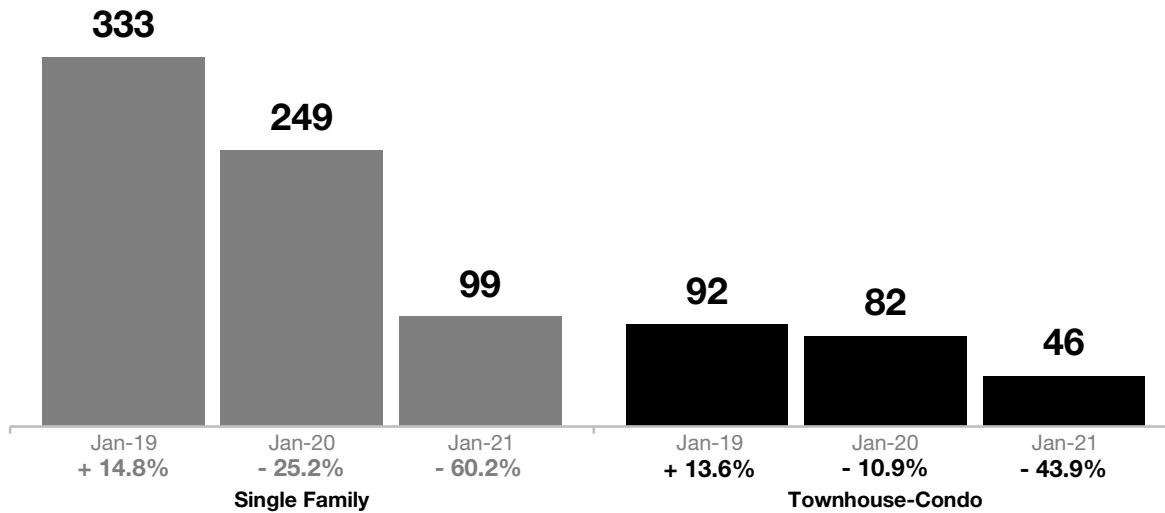
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

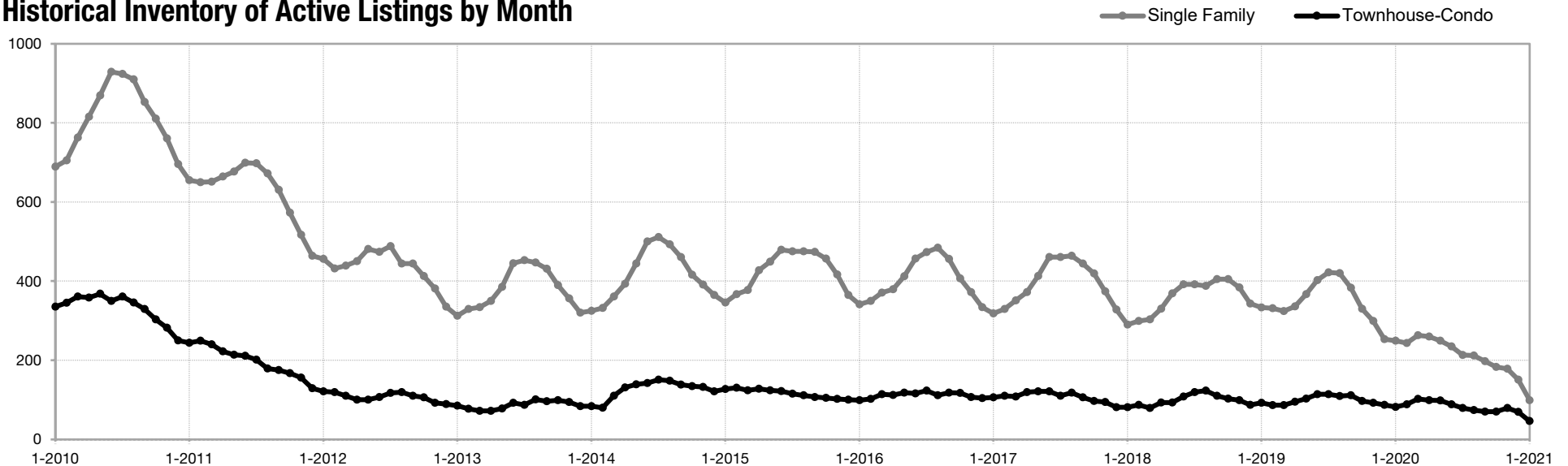


## January



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	243	-26.6%	88	+2.3%
Mar-2020	263	-18.8%	102	+18.6%
Apr-2020	260	-22.6%	99	+4.2%
May-2020	249	-32.2%	98	-4.9%
Jun-2020	235	-41.5%	88	-22.8%
Jul-2020	213	-49.5%	79	-30.7%
Aug-2020	212	-49.5%	74	-32.1%
Sep-2020	197	-48.6%	70	-36.9%
Oct-2020	183	-44.5%	70	-27.8%
Nov-2020	178	-40.5%	79	-14.1%
Dec-2020	151	-40.3%	69	-20.7%
Jan-2021	99	-60.2%	46	-43.9%

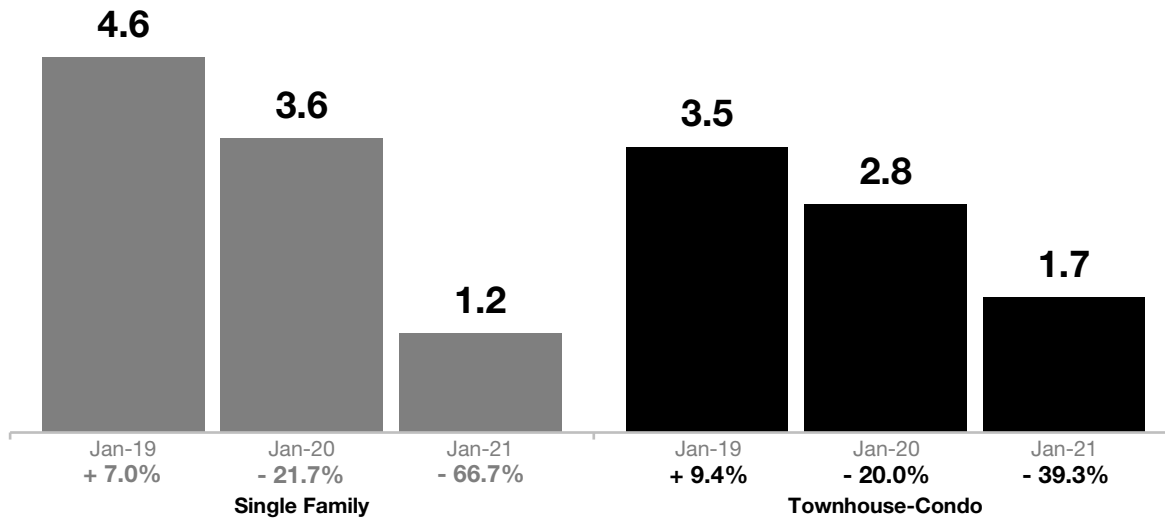
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

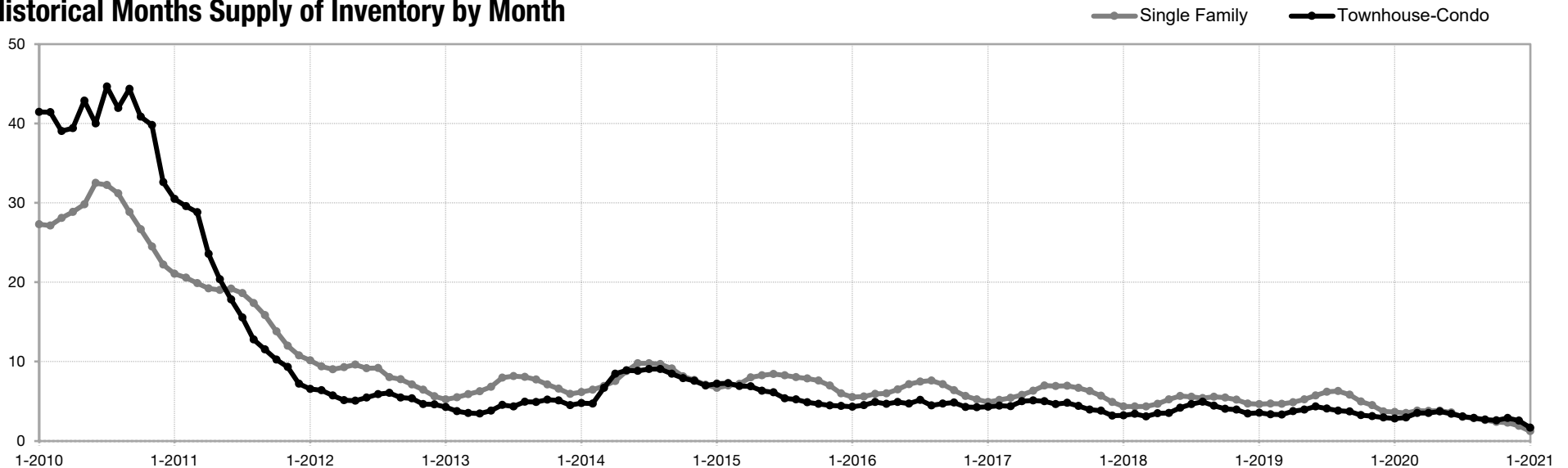


## January



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	3.5	-25.5%	3.0	-11.8%
Mar-2020	3.8	-19.1%	3.5	+6.1%
Apr-2020	3.8	-22.4%	3.5	-5.4%
May-2020	3.8	-26.9%	3.7	-5.1%
Jun-2020	3.6	-36.8%	3.4	-20.9%
Jul-2020	3.0	-51.6%	3.1	-24.4%
Aug-2020	2.9	-54.0%	2.9	-23.7%
Sep-2020	2.6	-55.2%	2.7	-27.0%
Oct-2020	2.4	-52.0%	2.6	-18.8%
Nov-2020	2.3	-48.9%	2.9	-6.5%
Dec-2020	1.9	-48.6%	2.5	-13.8%
Jan-2021	1.2	-66.7%	1.7	-39.3%

## 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.



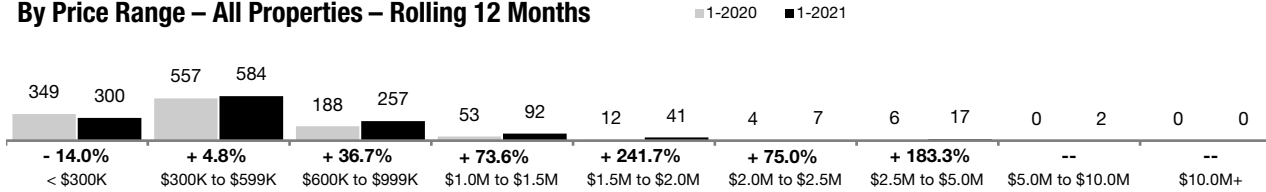
Key Metrics	Historical Sparkbars	1-2020	1-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		99	62	- 37.4%	99	62	- 37.4%
Pending Sales		83	110	+ 32.5%	83	110	+ 32.5%
Sold Listings		55	77	+ 40.0%	55	77	+ 40.0%
Median Sales Price		\$351,000	\$459,000	+ 30.8%	\$351,000	\$459,000	+ 30.8%
Avg. Sales Price		\$478,407	\$604,150	+ 26.3%	\$478,407	\$604,150	+ 26.3%
Pct. of List Price Received		98.0%	98.1%	+ 0.1%	98.0%	98.1%	+ 0.1%
Days on Market		73	46	- 37.0%	73	46	- 37.0%
Affordability Index		107	87	- 18.7%	107	87	- 18.7%
Active Listings		331	145	- 56.2%	--	--	--
Months Supply		3.4	1.3	- 61.8%	--	--	--

# Closed Sales

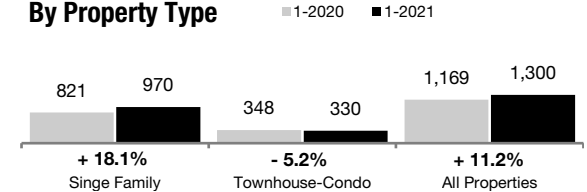
Actual sales that have closed in a given month.



## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	1-2020	1-2021	Change	1-2020	1-2021	Change
\$299,999 and Below	183	149	-18.6%	166	151	-9.0%
\$300,000 to \$599,999	403	445	+10.4%	154	139	-9.7%
\$600,000 to \$999,999	168	229	+36.3%	20	28	+40.0%
\$1,000,000 to \$1,499,999	45	81	+80.0%	8	11	+37.5%
\$1,500,000 to \$1,999,999	12	41	+241.7%	0	0	--
\$2,000,000 to \$2,499,999	4	6	+50.0%	0	1	--
\$2,500,000 to \$4,999,999	6	17	+183.3%	0	0	--
\$5,000,000 to \$9,999,999	0	2	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>821</b>	<b>970</b>	<b>+18.1%</b>	<b>348</b>	<b>330</b>	<b>-5.2%</b>

### Compared to Prior Month

	Single Family			Condo		
	12-2020	1-2021	Change	12-2020	1-2021	Change
	8	10	+25.0%	12	9	-25.0%
	34	26	-23.5%	6	8	+33.3%
	27	11	-59.3%	3	2	-33.3%
	7	6	-14.3%	0	1	--
	6	3	-50.0%	0	0	--
	0	0	--	1	0	-100.0%
	3	1	-66.7%	0	0	--
	0	0	--	0	0	--
	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>85</b>	<b>57</b>	<b>-32.9%</b>	<b>22</b>	<b>20</b>	<b>-9.1%</b>

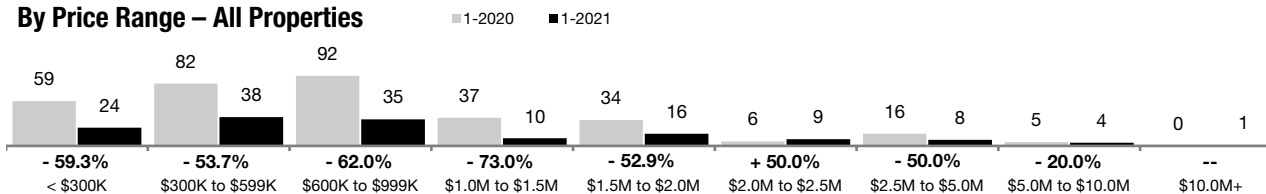
### Year to Date

	Single Family			Condo		
	1-2020	1-2021	Change	1-2020	1-2021	Change
	9	10	+11.1%	5	9	+80.0%
	16	26	+62.5%	8	8	0.0%
	12	11	-8.3%	2	2	0.0%
	2	6	+200.0%	1	1	0.0%
	0	3	--	0	0	--
	0	0	--	0	0	--
	0	1	--	0	0	--
	0	0	--	0	0	--
	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>39</b>	<b>57</b>	<b>+46.2%</b>	<b>16</b>	<b>20</b>	<b>+25.0%</b>

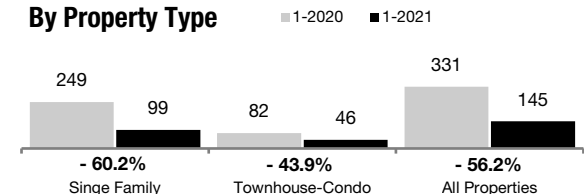
# Inventory of Active Listings

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		
	1-2020	1-2021	Change	1-2020	1-2021	Change
\$299,999 and Below	25	6	-76.0%	34	18	-47.1%
\$300,000 to \$599,999	59	19	-67.8%	23	19	-17.4%
\$600,000 to \$999,999	75	28	-62.7%	17	7	-58.8%
\$1,000,000 to \$1,499,999	30	9	-70.0%	7	1	-85.7%
\$1,500,000 to \$1,999,999	34	16	-52.9%	0	0	--
\$2,000,000 to \$2,499,999	5	8	+60.0%	1	1	0.0%
\$2,500,000 to \$4,999,999	16	8	-50.0%	0	0	--
\$5,000,000 to \$9,999,999	5	4	-20.0%	0	0	--
\$10,000,000 and Above	0	1	--	0	0	--
<b>All Price Ranges</b>	<b>249</b>	<b>99</b>	<b>-60.2%</b>	<b>82</b>	<b>46</b>	<b>-43.9%</b>

### Compared to Prior Month

	Single Family			Condo		
	12-2020	1-2021	Change	12-2020	1-2021	Change
	12	6	-50.0%	27	18	-33.3%
	47	19	-59.6%	27	19	-29.6%
	40	28	-30.0%	11	7	-36.4%
	11	9	-18.2%	2	1	-50.0%
	20	16	-20.0%	1	0	-100.0%
	9	8	-11.1%	1	1	0.0%
	7	8	+14.3%	0	0	--
	4	4	0.0%	0	0	--
	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>151</b>	<b>99</b>	<b>-34.4%</b>	<b>69</b>	<b>46</b>	<b>-33.3%</b>

### Year to Date

Single Family	Condo
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®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	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.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	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.
<b>Inventory of Active Listings</b>	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.
<b>Months Supply of Inventory</b>	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.