

# Monthly Indicators



## July 2024

Percent changes calculated using year-over-year comparisons.

New Listings were up 8.2 percent for single family homes and 34.0 percent for townhouse-condo properties. Pending Sales increased 1.4 percent for single family homes but decreased 17.0 percent for townhouse-condo properties.

The Median Sales Price was down 12.9 percent to \$975,000 for single family homes but increased 20.6 percent to \$820,000 for townhouse-condo properties. Days on Market increased 49.1 percent for single family homes and 77.3 percent for condo properties.

Home prices have maintained their upward trend across much of the country, even as sales slow and inventory improves. According to NAR, the national median existing-home sales price climbed 4.1% year-over-year to \$426,900 as of last measure, an all-time high. Meanwhile, total housing inventory increased 3.1% month-over-month to 1.32 million units heading into July, the highest level since 2020, for a 4.1-month supply at the current sales pace.

## Activity Snapshot

**+ 1.0%**      **- 4.7%**      **- 0.6%**

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
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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.

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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	7-2023	7-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>New Listings</b>		110	<b>119</b>	+ 8.2%	665	<b>641</b>	- 3.6%
<b>Pending Sales</b>		73	<b>74</b>	+ 1.4%	456	<b>420</b>	- 7.9%
<b>Sold Listings</b>		64	<b>71</b>	+ 10.9%	401	<b>382</b>	- 4.7%
<b>Median Sales Price</b>		\$1,120,000	<b>\$975,000</b>	- 12.9%	\$1,050,000	<b>\$977,500</b>	- 6.9%
<b>Avg. Sales Price</b>		\$2,303,645	<b>\$1,990,080</b>	- 13.6%	\$3,066,480	<b>\$3,745,152</b>	+ 22.1%
<b>Pct. of List Price Received</b>		97.3%	<b>97.3%</b>	0.0%	96.4%	<b>96.6%</b>	+ 0.2%
<b>Days on Market</b>		55	<b>82</b>	+ 49.1%	68	<b>87</b>	+ 27.9%
<b>Affordability Index</b>		25	<b>29</b>	+ 16.0%	27	<b>29</b>	+ 7.4%
<b>Active Listings</b>		375	<b>368</b>	- 1.9%	--	<b>--</b>	--
<b>Months Supply</b>		6.3	<b>6.1</b>	- 3.2%	--	<b>--</b>	--

# Townhouse-Condo Market Overview



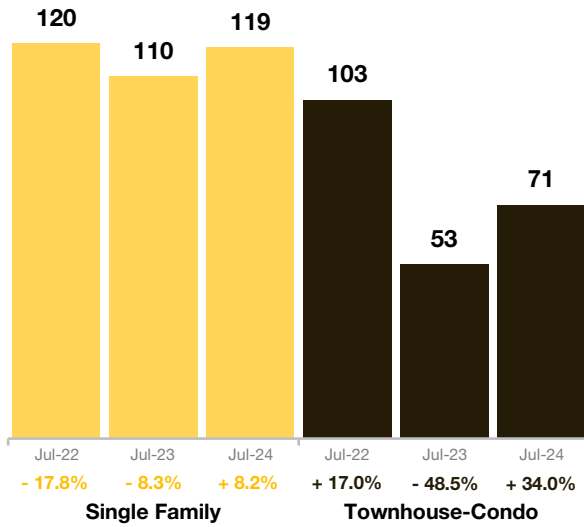
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	7-2023	7-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>New Listings</b>		53	71	+ 34.0%	377	415	+ 10.1%
<b>Pending Sales</b>		53	44	- 17.0%	322	293	- 9.0%
<b>Sold Listings</b>		36	31	- 13.9%	332	276	- 16.9%
<b>Median Sales Price</b>		\$680,000	\$820,000	+ 20.6%	\$998,750	\$1,200,000	+ 20.2%
<b>Avg. Sales Price</b>		\$907,561	\$1,171,015	+ 29.0%	\$1,663,727	\$1,984,861	+ 19.3%
<b>Pct. of List Price Received</b>		98.6%	97.1%	- 1.5%	98.1%	96.6%	- 1.5%
<b>Days on Market</b>		44	78	+ 77.3%	67	72	+ 7.5%
<b>Affordability Index</b>		45	38	- 15.6%	31	26	- 16.1%
<b>Active Listings</b>		221	230	+ 4.1%	--	--	--
<b>Months Supply</b>		4.9	5.9	+ 20.4%	--	--	--

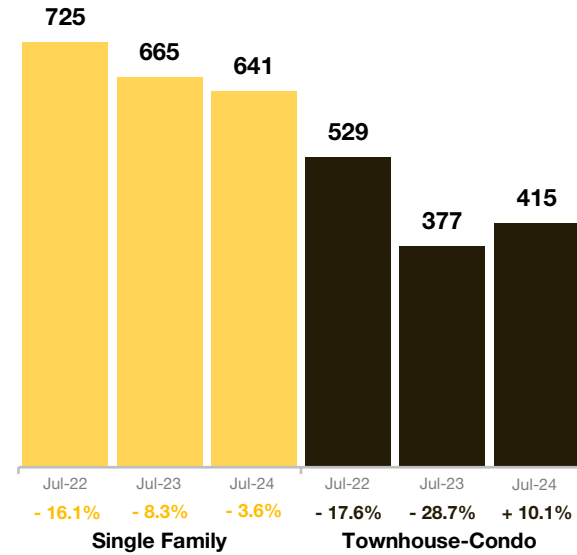
# New Listings



## July

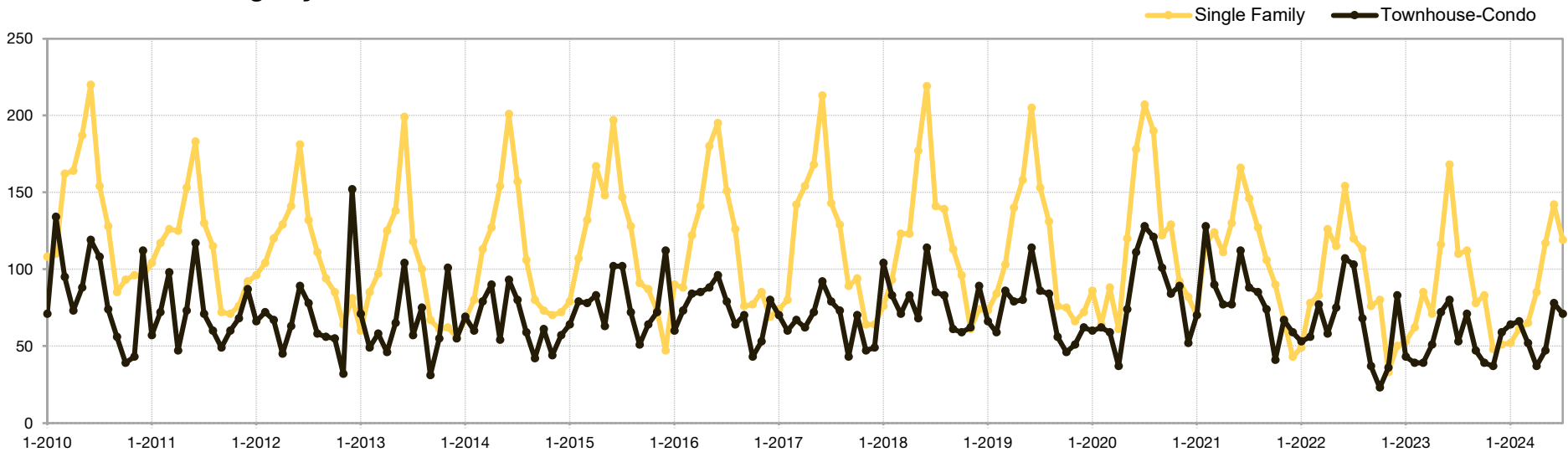


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2023	112	-0.9%	71	+4.4%
Sep-2023	78	+2.6%	47	+27.0%
Oct-2023	83	+3.8%	39	+69.6%
Nov-2023	48	+45.5%	37	+2.8%
Dec-2023	51	+2.0%	59	-28.9%
Jan-2024	52	-1.9%	64	+48.8%
Feb-2024	61	-1.6%	66	+69.2%
Mar-2024	65	-23.5%	52	+33.3%
Apr-2024	85	+19.7%	37	-27.5%
May-2024	117	+0.9%	47	-34.7%
Jun-2024	142	-15.5%	78	-2.5%
<b>Jul-2024</b>	<b>119</b>	<b>+8.2%</b>	<b>71</b>	<b>+34.0%</b>

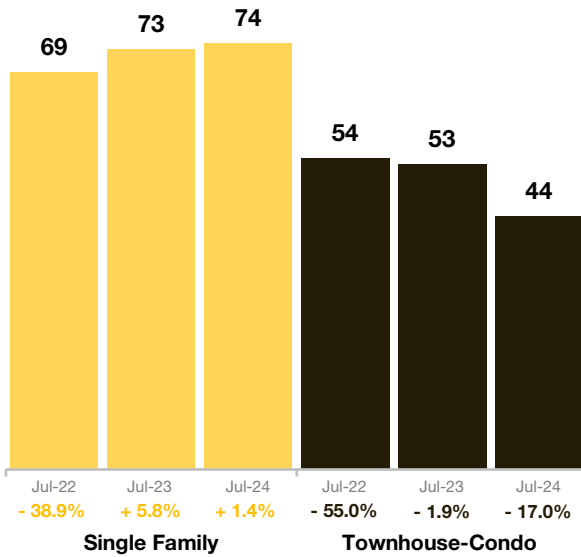
## Historical New Listings by Month



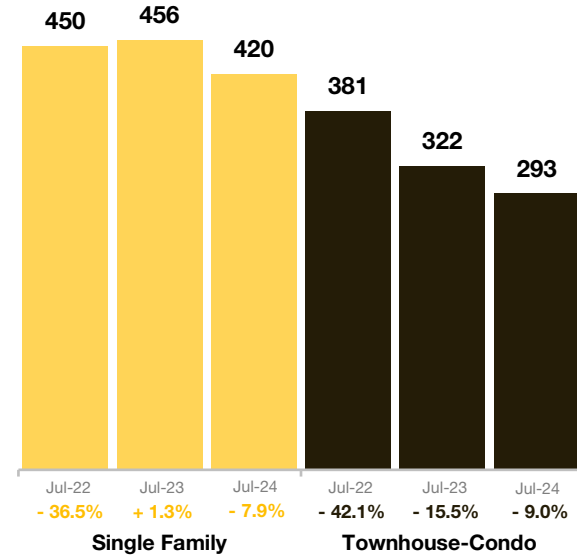
# Pending Sales



## July

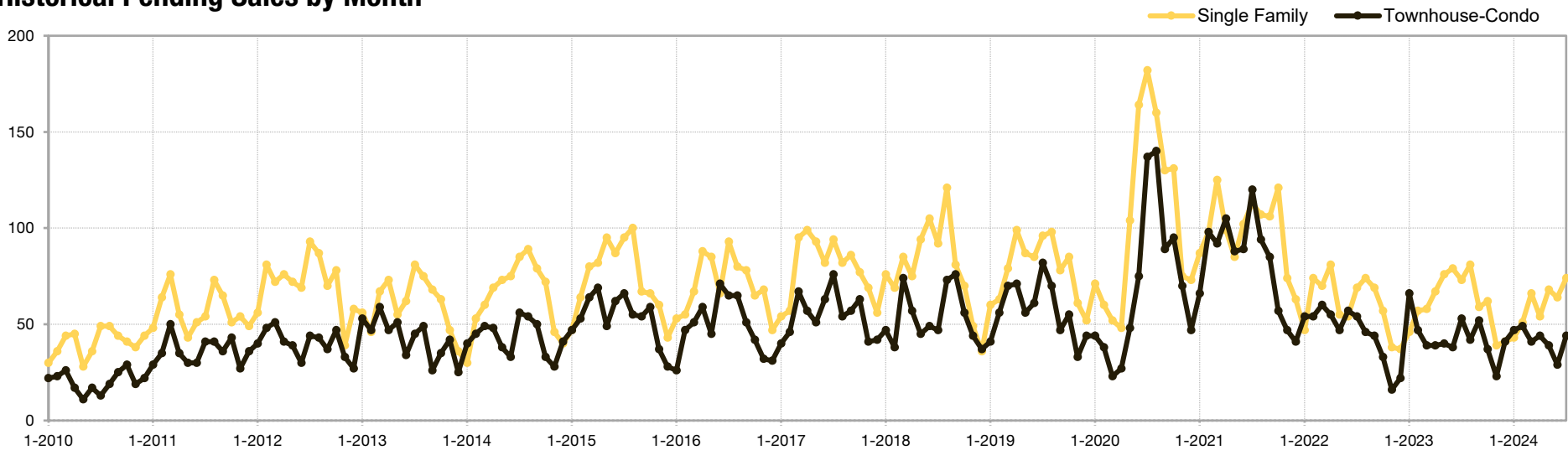


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2023	81	+9.5%	42	-8.7%
Sep-2023	59	-14.5%	52	+18.2%
Oct-2023	62	+8.8%	37	+12.1%
Nov-2023	39	+2.6%	23	+43.8%
Dec-2023	41	+10.8%	41	+86.4%
Jan-2024	43	-6.5%	47	-28.8%
Feb-2024	51	-10.5%	49	+4.3%
Mar-2024	66	+13.8%	41	+5.1%
Apr-2024	54	-19.4%	44	+12.8%
May-2024	68	-10.5%	39	-2.5%
Jun-2024	64	-19.0%	29	-23.7%
<b>Jul-2024</b>	<b>74</b>	<b>+1.4%</b>	<b>44</b>	<b>-17.0%</b>

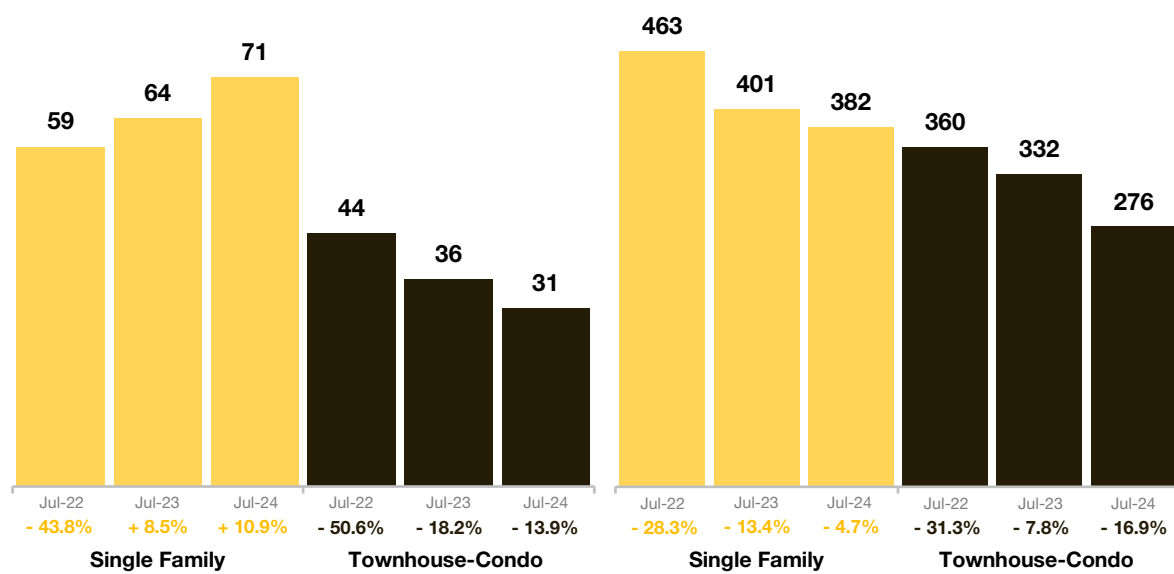
## Historical Pending Sales by Month



# Sold Listings

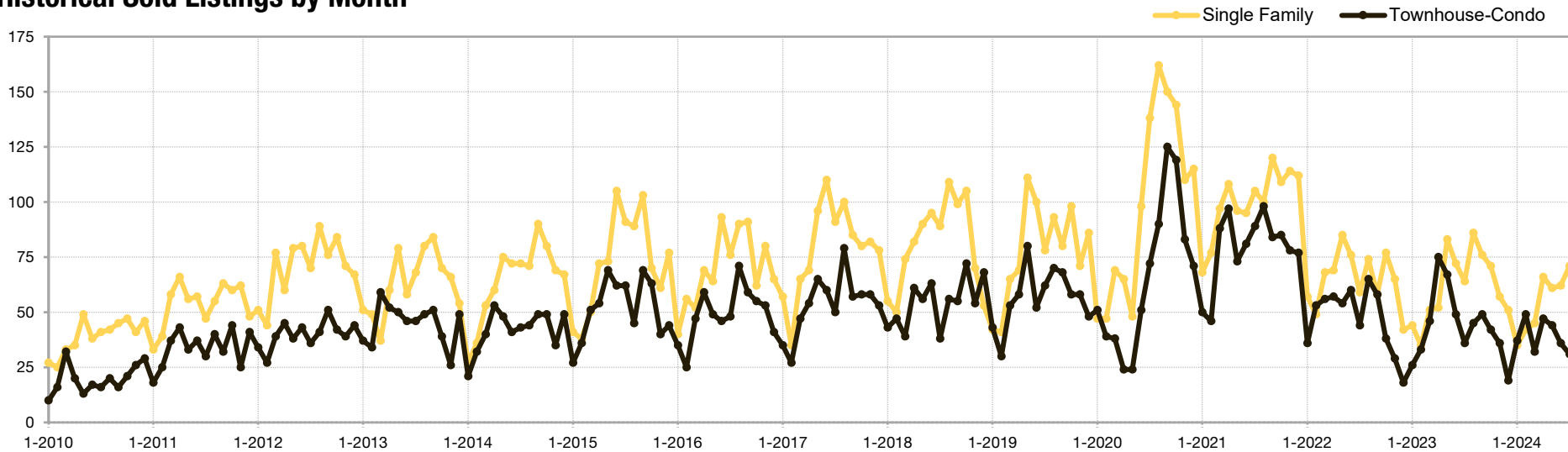


## July



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2023	86	+16.2%	45	-30.8%
Sep-2023	76	+31.0%	49	-15.5%
Oct-2023	71	-7.8%	42	+10.5%
Nov-2023	57	-12.3%	36	+24.1%
Dec-2023	51	+21.4%	19	+5.6%
Jan-2024	35	-20.5%	37	+42.3%
Feb-2024	42	+20.0%	49	+48.5%
Mar-2024	45	-11.8%	32	-30.4%
Apr-2024	66	+26.9%	47	-37.3%
May-2024	61	-26.5%	44	-34.3%
Jun-2024	62	-13.9%	36	-26.5%
<b>Jul-2024</b>	<b>71</b>	<b>+10.9%</b>	<b>31</b>	<b>-13.9%</b>

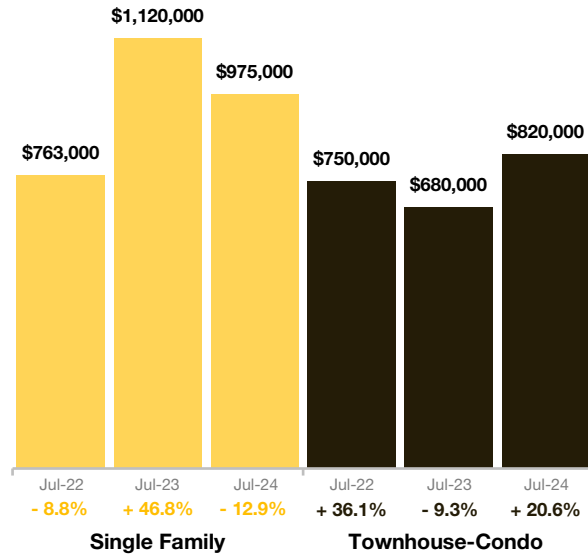
## Historical Sold Listings by Month



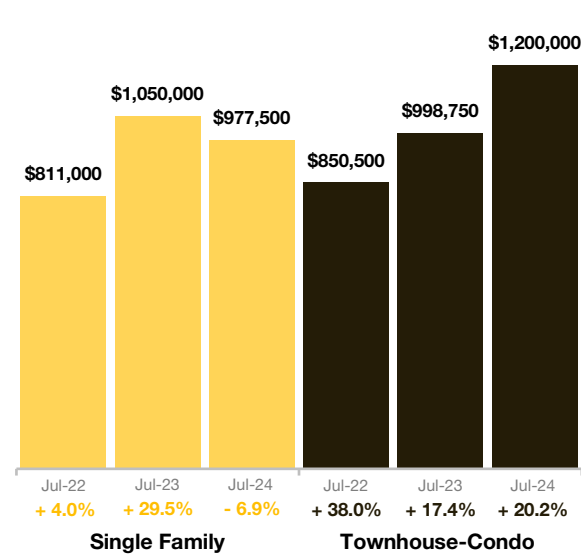
# Median Sales Price



## July

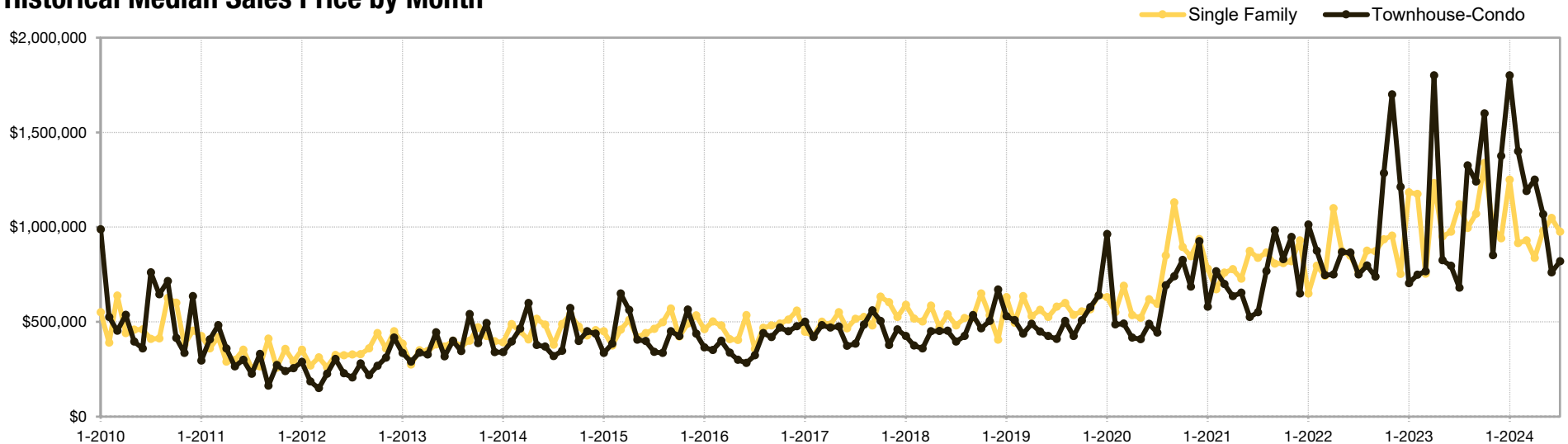


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2023	\$995,000	+13.6%	\$1,325,000	+66.1%
Sep-2023	\$1,070,000	+22.7%	\$1,240,000	+67.8%
Oct-2023	\$1,337,500	+43.0%	\$1,600,000	+24.5%
Nov-2023	\$1,000,000	+4.7%	\$850,750	-50.0%
Dec-2023	\$940,000	+24.9%	\$1,375,000	+13.4%
Jan-2024	\$1,250,000	+5.7%	\$1,800,000	+155.8%
Feb-2024	\$915,500	-22.1%	\$1,400,000	+87.2%
Mar-2024	\$930,000	+23.3%	\$1,190,000	+55.1%
Apr-2024	\$837,250	-32.0%	\$1,250,000	-30.6%
May-2024	\$980,000	+3.0%	\$1,067,500	+29.4%
Jun-2024	\$1,047,400	+7.3%	\$760,898	-4.3%
<b>Jul-2024</b>	<b>\$975,000</b>	<b>-12.9%</b>	<b>\$820,000</b>	<b>+20.6%</b>

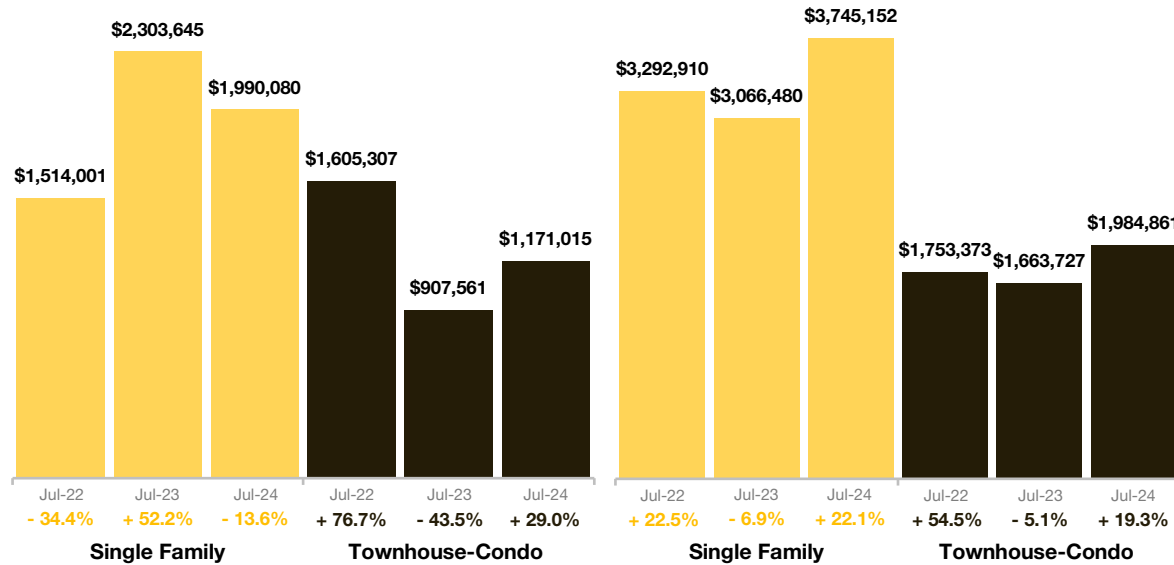
## Historical Median Sales Price by Month



# Average Sales Price

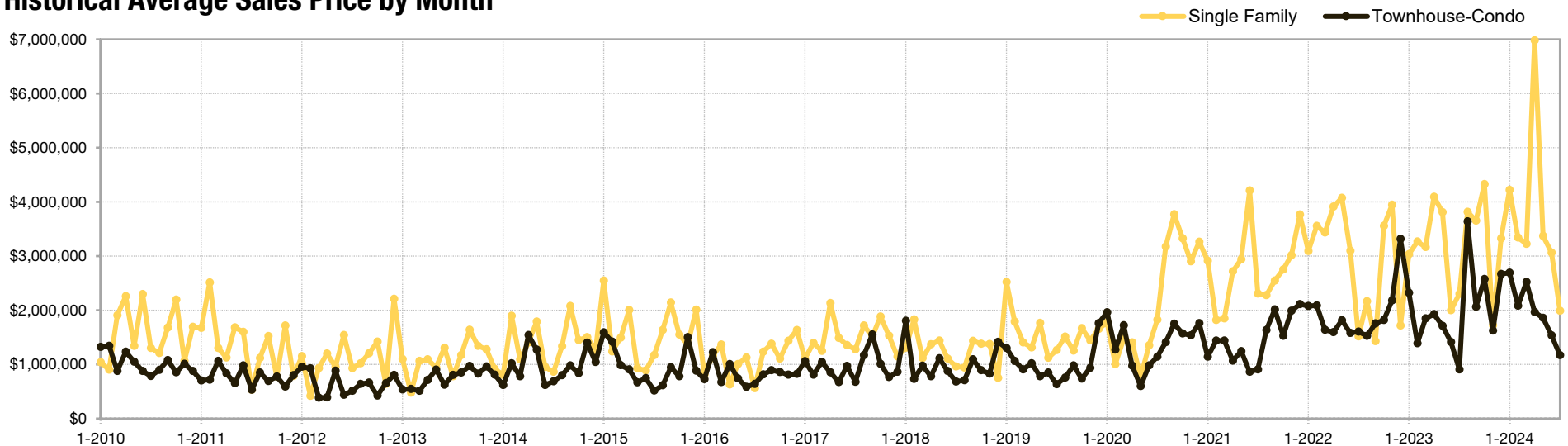


## July



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2023	\$3,813,463	+76.1%	\$3,636,630	+138.2%
Sep-2023	\$3,652,967	+155.7%	\$2,065,117	+17.7%
Oct-2023	\$4,327,083	+21.8%	\$2,574,845	+41.7%
Nov-2023	\$1,720,965	-56.4%	\$1,626,097	-25.4%
Dec-2023	\$3,327,339	+93.7%	\$2,666,527	-19.6%
Jan-2024	\$4,218,229	+38.9%	\$2,690,696	+16.0%
Feb-2024	\$3,341,293	+2.2%	\$2,081,843	+50.0%
Mar-2024	\$3,222,497	+1.8%	\$2,519,753	+36.5%
Apr-2024	\$6,979,984	+70.6%	\$1,964,901	+1.9%
May-2024	\$3,372,270	-11.4%	\$1,858,176	+8.5%
Jun-2024	\$3,064,199	+53.3%	\$1,533,661	+8.4%
<b>Jul-2024</b>	<b>\$1,990,080</b>	<b>-13.6%</b>	<b>\$1,171,015</b>	<b>+29.0%</b>

## Historical Average Sales Price by Month



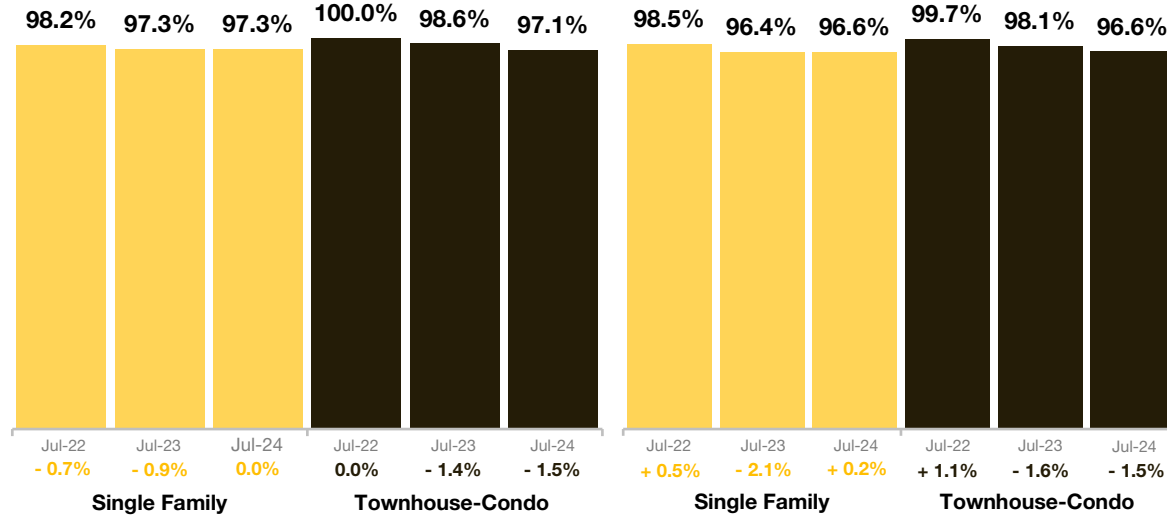


# Percent of List Price Received



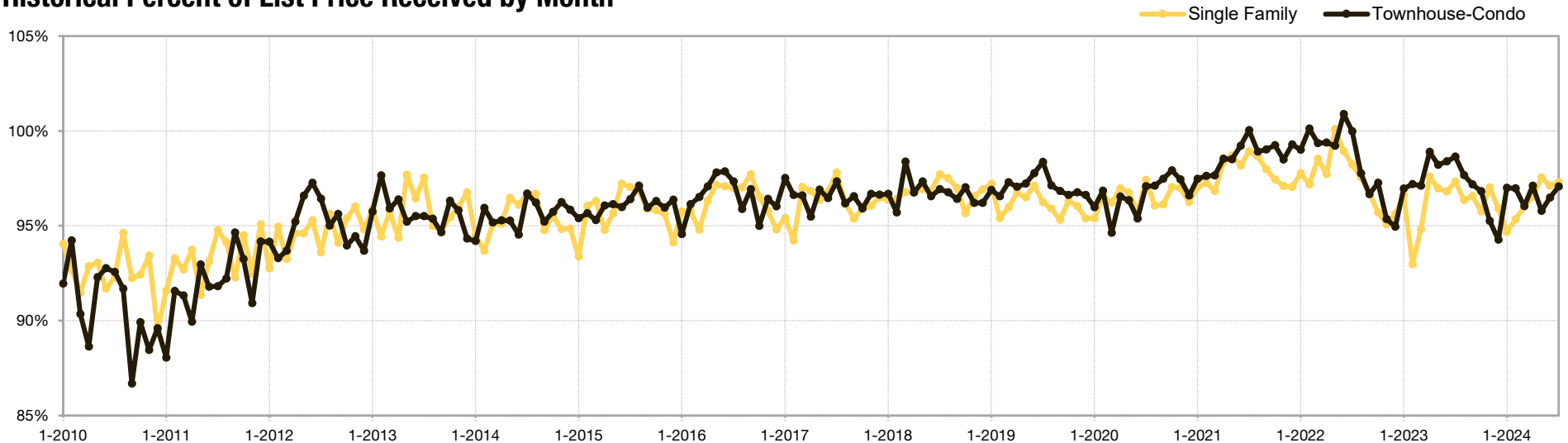
## July

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2023	96.4%	-1.2%	97.7%	-0.1%
Sep-2023	96.6%	-0.1%	97.2%	+0.5%
Oct-2023	95.8%	+0.1%	96.8%	-0.5%
Nov-2023	97.0%	+2.0%	95.3%	-0.1%
Dec-2023	95.9%	+0.3%	94.3%	-0.7%
Jan-2024	94.7%	-2.0%	97.0%	0.0%
Feb-2024	95.3%	+2.5%	97.0%	-0.2%
Mar-2024	96.0%	+1.3%	96.0%	-1.1%
Apr-2024	96.5%	-1.1%	97.1%	-1.8%
May-2024	97.5%	+0.5%	95.8%	-2.4%
Jun-2024	97.1%	+0.3%	96.5%	-1.9%
<b>Jul-2024</b>	<b>97.3%</b>	<b>0.0%</b>	<b>97.1%</b>	<b>-1.5%</b>

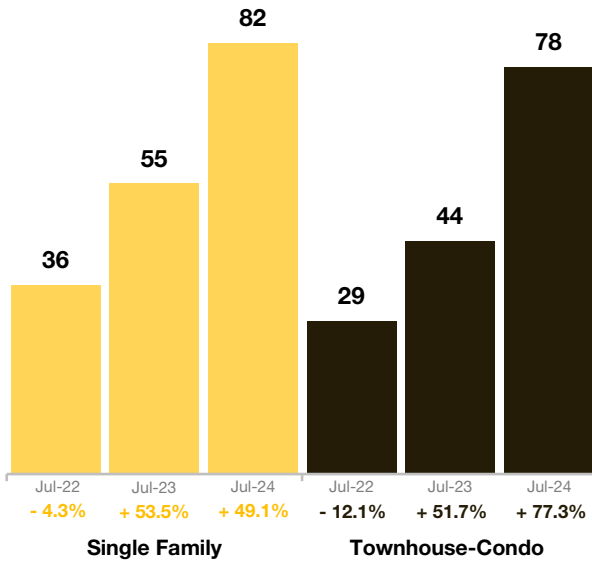
## Historical Percent of List Price Received by Month



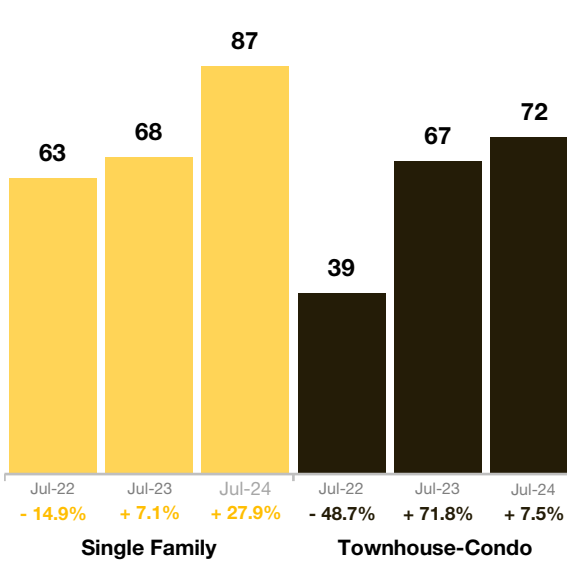
# Days on Market Until Sale



## July

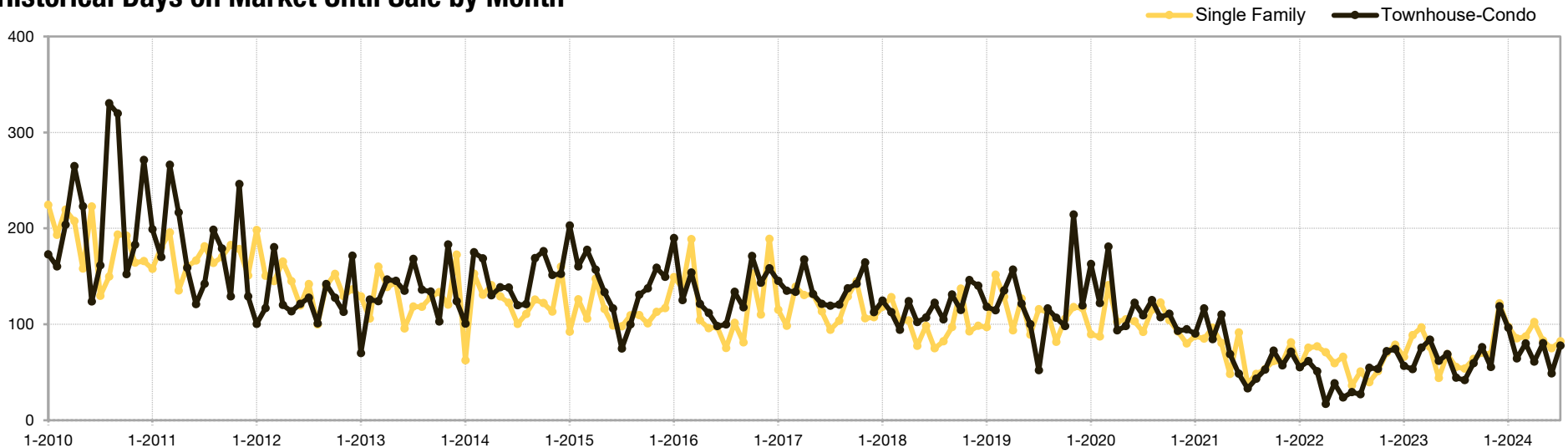


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2023	54	+5.9%	42	+55.6%
Sep-2023	64	+64.1%	59	+7.3%
Oct-2023	70	+37.3%	76	+43.4%
Nov-2023	69	-1.4%	55	-23.6%
Dec-2023	122	+54.4%	119	+60.8%
Jan-2024	97	+47.0%	96	+71.4%
Feb-2024	85	-4.5%	64	+20.8%
Mar-2024	87	-10.3%	80	+6.7%
Apr-2024	102	+34.2%	61	-27.4%
May-2024	83	+88.6%	80	+29.0%
Jun-2024	75	+8.7%	49	-29.0%
<b>Jul-2024</b>	<b>82</b>	<b>+49.1%</b>	<b>78</b>	<b>+77.3%</b>

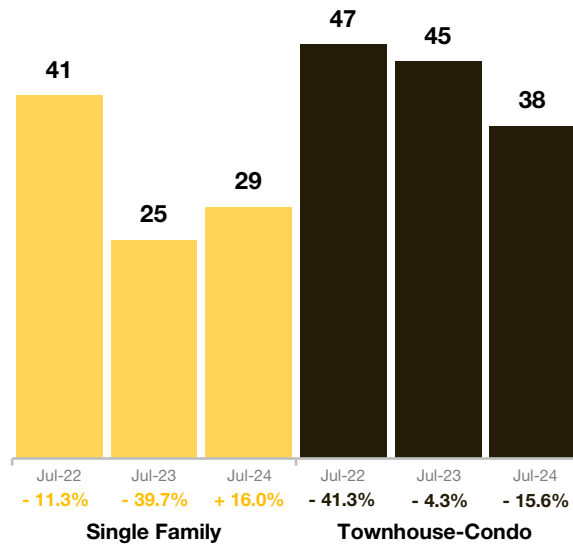
## Historical Days on Market Until Sale by Month



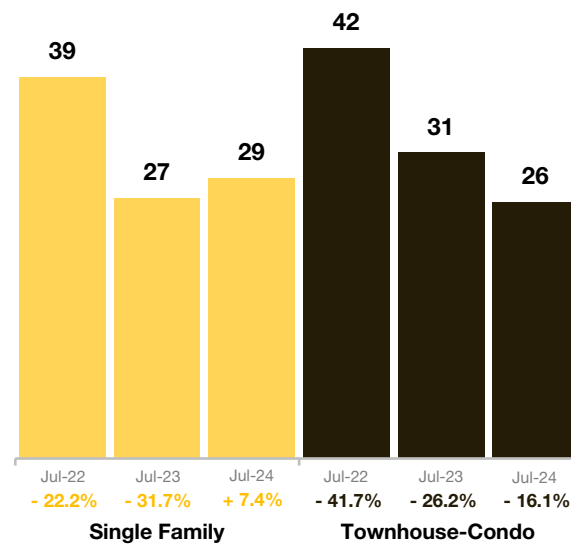
# Housing Affordability Index



## July

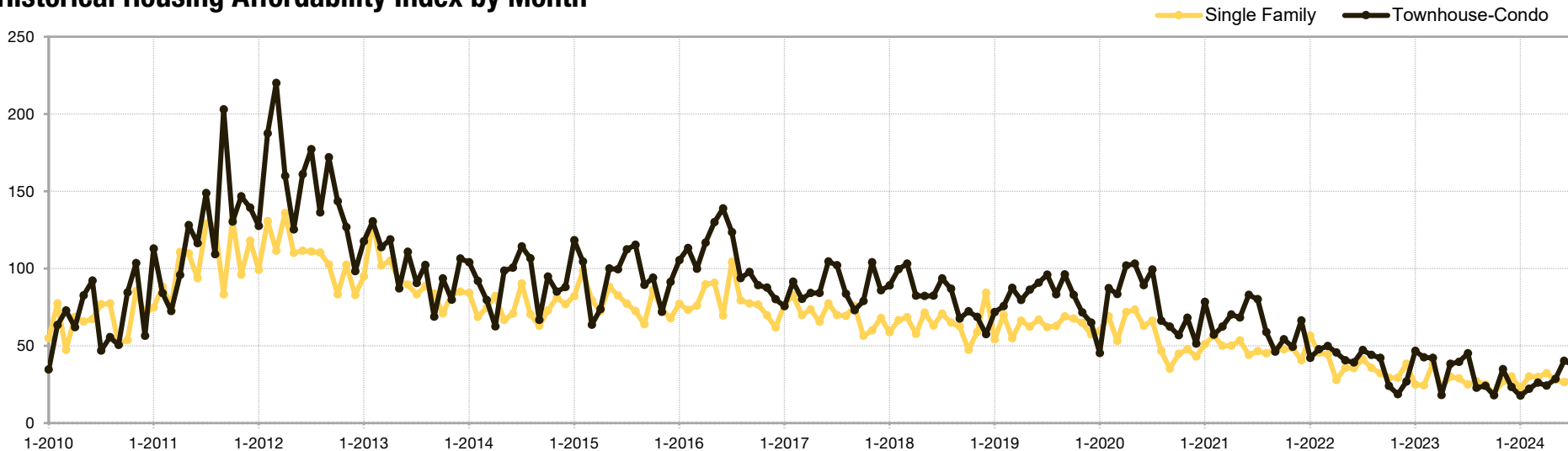


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2023	27	-25.0%	23	-47.7%
Sep-2023	25	-21.9%	24	-42.9%
Oct-2023	19	-34.5%	18	-25.0%
Nov-2023	27	-6.9%	35	+84.2%
Dec-2023	30	-21.1%	23	-14.8%
Jan-2024	22	-12.0%	18	-61.7%
Feb-2024	30	+25.0%	22	-47.6%
Mar-2024	30	-21.1%	26	-38.1%
Apr-2024	32	+39.1%	24	+33.3%
May-2024	28	-6.7%	29	-23.7%
Jun-2024	26	-10.3%	40	0.0%
<b>Jul-2024</b>	<b>29</b>	<b>+16.0%</b>	<b>38</b>	<b>-15.6%</b>

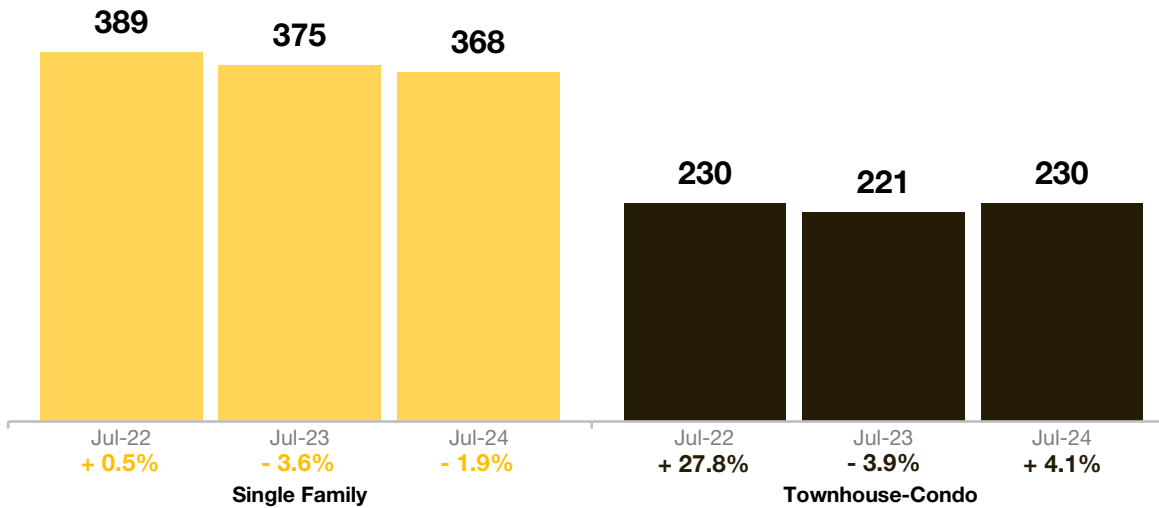
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

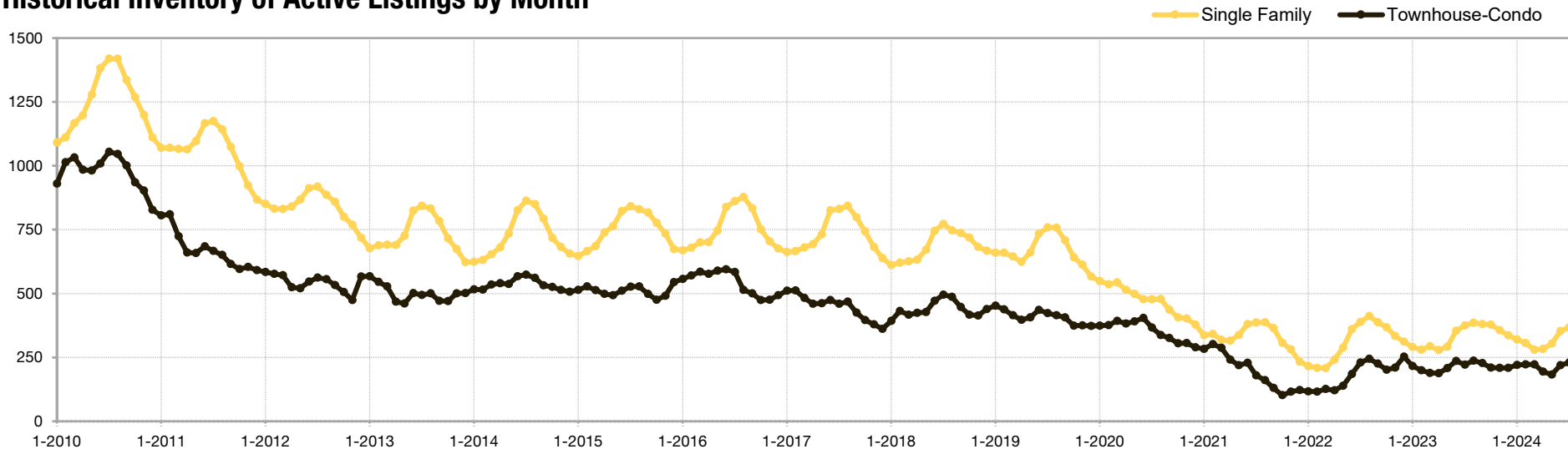


## July



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2023	386	-6.3%	237	-2.9%
Sep-2023	380	-2.1%	228	+0.9%
Oct-2023	378	+2.7%	210	+4.0%
Nov-2023	356	+6.9%	209	-0.5%
Dec-2023	336	+8.0%	209	-17.4%
Jan-2024	320	+10.3%	220	+1.9%
Feb-2024	306	+9.3%	223	+11.5%
Mar-2024	280	-4.8%	223	+18.0%
Apr-2024	283	+1.4%	194	+3.2%
May-2024	304	+4.5%	183	-12.0%
Jun-2024	353	-0.3%	219	-7.2%
<b>Jul-2024</b>	<b>368</b>	<b>-1.9%</b>	<b>230</b>	<b>+4.1%</b>

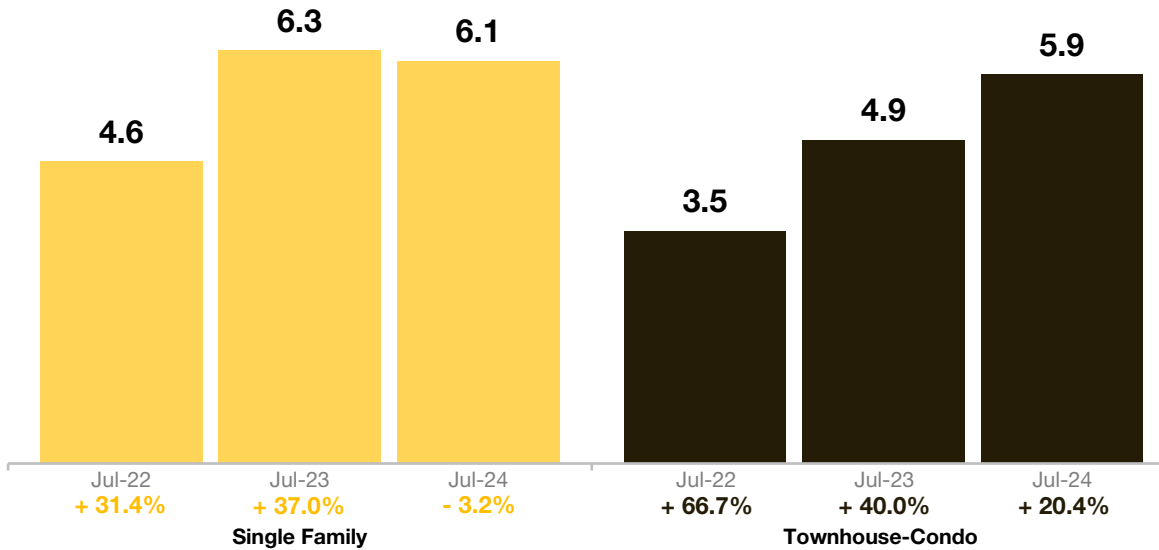
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

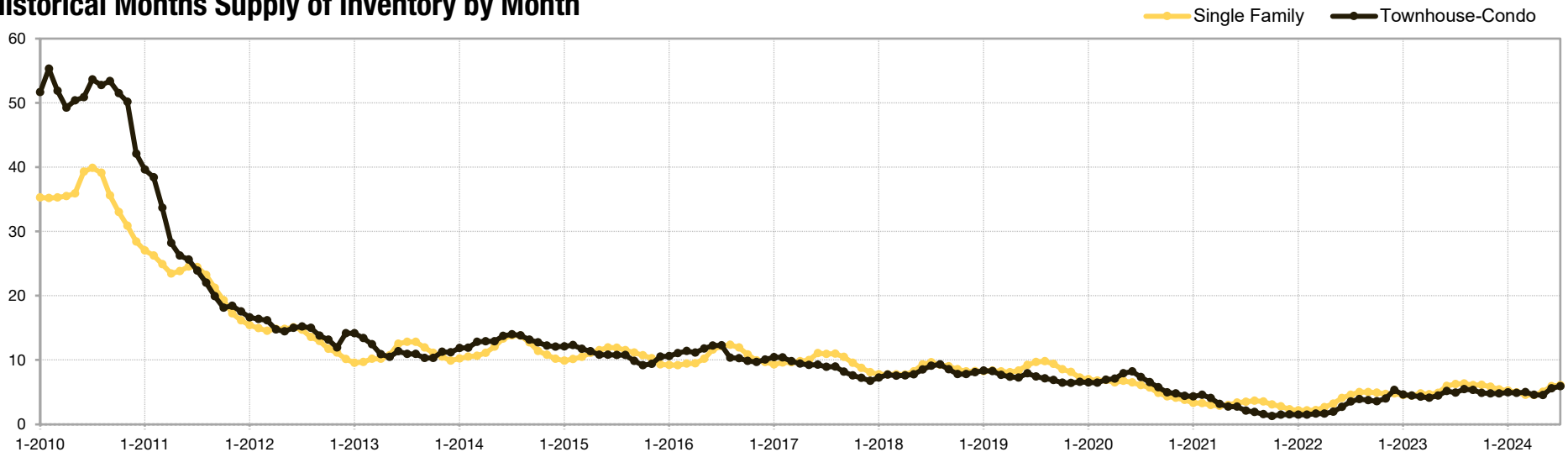


July



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2023	6.4	+28.0%	5.5	+41.0%
Sep-2023	6.1	+22.0%	5.4	+42.1%
Oct-2023	6.1	+24.5%	4.9	+36.1%
Nov-2023	5.8	+23.4%	4.8	+20.0%
Dec-2023	5.4	+12.5%	4.8	-9.4%
Jan-2024	5.2	+15.6%	4.9	+6.5%
Feb-2024	5.0	+11.1%	4.9	+8.9%
Mar-2024	4.6	-4.2%	5.0	+16.3%
Apr-2024	4.5	-4.3%	4.6	+12.2%
May-2024	5.0	+2.0%	4.5	0.0%
Jun-2024	5.9	-1.7%	5.6	+7.7%
<b>Jul-2024</b>	<b>6.1</b>	<b>-3.2%</b>	<b>5.9</b>	<b>+20.4%</b>

## 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.

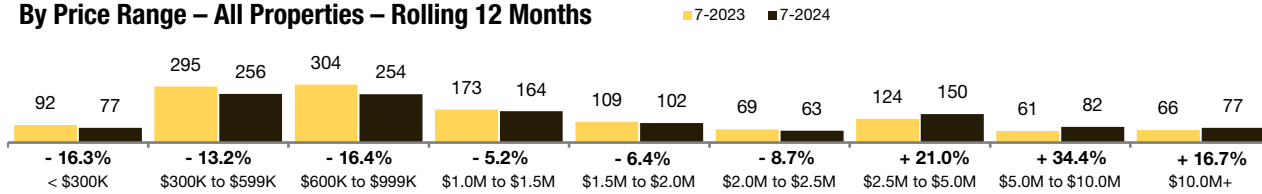
Key Metrics	Historical Sparkbars	7-2023	7-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>New Listings</b>		167	195	+ 16.8%	1,072	1,079	+ 0.7%
<b>Pending Sales</b>		130	122	- 6.2%	800	731	- 8.6%
<b>Sold Listings</b>		103	104	+ 1.0%	753	674	- 10.5%
<b>Median Sales Price</b>		\$900,000	\$857,500	- 4.7%	\$987,000	\$1,050,000	+ 6.4%
<b>Avg. Sales Price</b>		\$1,754,252	\$1,710,982	- 2.5%	\$2,428,729	\$2,993,097	+ 23.2%
<b>Pct. of List Price Received</b>		97.8%	97.2%	- 0.6%	97.0%	96.5%	- 0.5%
<b>Days on Market</b>		51	80	+ 56.9%	68	81	+ 19.1%
<b>Affordability Index</b>		31	33	+ 6.5%	28	27	- 3.6%
<b>Active Listings</b>		616	612	- 0.6%	--	--	--
<b>Months Supply</b>		5.7	6.0	+ 5.3%	--	--	--

# Sold Listings

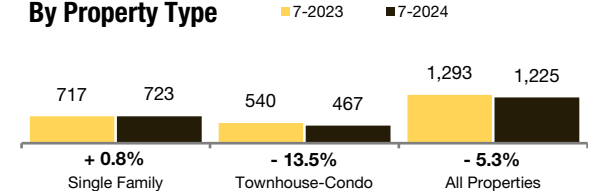
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	7-2023	7-2024	Change	7-2023	7-2024	Change
\$299,999 and Below	20	21	+5.0%	41	30	-26.8%
\$300,000 to \$599,999	171	168	-1.8%	124	87	-29.8%
\$600,000 to \$999,999	188	174	-7.4%	115	79	-31.3%
\$1,000,000 to \$1,499,999	103	93	-9.7%	70	71	+1.4%
\$1,500,00 to \$1,999,999	50	51	+2.0%	59	50	-15.3%
\$2,000,000 to \$2,499,999	35	33	-5.7%	34	30	-11.8%
\$2,500,000 to \$4,999,999	60	71	+18.3%	63	79	+25.4%
\$5,000,000 to \$9,999,999	33	48	+45.5%	27	30	+11.1%
\$10,000,000 and Above	57	64	+12.3%	7	11	+57.1%
<b>All Price Ranges</b>	<b>717</b>	<b>723</b>	<b>+0.8%</b>	<b>540</b>	<b>467</b>	<b>-13.5%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	6-2024	7-2024	Change	6-2024	7-2024	Change
\$299,999 and Below	1	0	-100.0%	2	1	-50.0%
\$300,000 to \$599,999	13	16	+23.1%	8	9	+12.5%
\$600,000 to \$999,999	15	20	+33.3%	13	7	-46.2%
\$1,000,000 to \$1,499,999	10	15	+50.0%	1	6	+500.0%
\$1,500,00 to \$1,999,999	7	7	0.0%	3	3	0.0%
\$2,000,000 to \$2,499,999	4	3	-25.0%	3	2	-33.3%
\$2,500,000 to \$4,999,999	3	4	+33.3%	5	3	-40.0%
\$5,000,000 to \$9,999,999	5	4	-20.0%	0	0	--
\$10,000,000 and Above	4	2	-50.0%	1	0	-100.0%
<b>All Price Ranges</b>	<b>62</b>	<b>71</b>	<b>+14.5%</b>	<b>36</b>	<b>31</b>	<b>-13.9%</b>

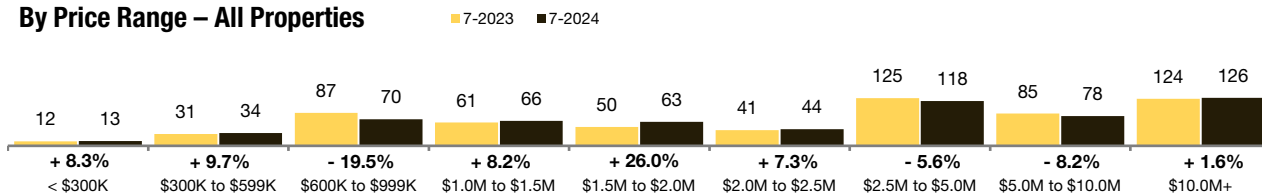
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	7-2023	7-2024	Change	7-2023	7-2024	Change
\$299,999 and Below	9	10	+11.1%	25	17	-32.0%
\$300,000 to \$599,999	99	88	-11.1%	81	60	-25.9%
\$600,000 to \$999,999	89	96	+7.9%	60	42	-30.0%
\$1,000,000 to \$1,499,999	52	48	-7.7%	47	42	-10.6%
\$1,500,00 to \$1,999,999	30	27	-10.0%	44	30	-31.8%
\$2,000,000 to \$2,499,999	24	18	-25.0%	24	19	-20.8%
\$2,500,000 to \$4,999,999	42	38	-9.5%	33	46	+39.4%
\$5,000,000 to \$9,999,999	23	22	-4.3%	14	16	+14.3%
\$10,000,000 and Above	33	35	+6.1%	4	4	0.0%
<b>All Price Ranges</b>	<b>401</b>	<b>382</b>	<b>-4.7%</b>	<b>332</b>	<b>276</b>	<b>-16.9%</b>

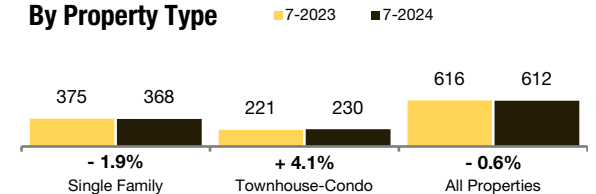
# Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

## By Price Range – All Properties



## By Property Type



### Compared to Prior Year

By Price Range	Single Family			Townhouse-Condo		
	7-2023	7-2024	Change	7-2023	7-2024	Change
\$299,999 and Below	3	4	+33.3%	3	3	0.0%
\$300,000 to \$599,999	21	18	-14.3%	10	15	+50.0%
\$600,000 to \$999,999	65	46	-29.2%	21	23	+9.5%
\$1,000,000 to \$1,499,999	38	34	-10.5%	23	31	+34.8%
\$1,500,00 to \$1,999,999	30	36	+20.0%	20	27	+35.0%
\$2,000,000 to \$2,499,999	7	23	+228.6%	33	21	-36.4%
\$2,500,000 to \$4,999,999	59	52	-11.9%	65	64	-1.5%
\$5,000,000 to \$9,999,999	51	57	+11.8%	30	21	-30.0%
\$10,000,000 and Above	101	98	-3.0%	16	25	+56.3%
<b>All Price Ranges</b>	<b>375</b>	<b>368</b>	<b>-1.9%</b>	<b>221</b>	<b>230</b>	<b>+4.1%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	6-2024	7-2024	Change	6-2024	7-2024	Change
\$299,999 and Below	2	4	+100.0%	4	3	-25.0%
\$300,000 to \$599,999	15	18	+20.0%	10	15	+50.0%
\$600,000 to \$999,999	39	46	+17.9%	19	23	+21.1%
\$1,000,000 to \$1,499,999	29	34	+17.2%	32	31	-3.1%
\$1,500,00 to \$1,999,999	36	36	0.0%	25	27	+8.0%
\$2,000,000 to \$2,499,999	20	23	+15.0%	22	21	-4.5%
\$2,500,000 to \$4,999,999	58	52	-10.3%	64	64	0.0%
\$5,000,000 to \$9,999,999	58	57	-1.7%	18	21	+16.7%
\$10,000,000 and Above	96	98	+2.1%	25	25	0.0%
<b>All Price Ranges</b>	<b>353</b>	<b>368</b>	<b>+4.2%</b>	<b>219</b>	<b>230</b>	<b>+5.0%</b>

### 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®



<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.