

Monthly Indicators



December 2024

Percent changes calculated using year-over-year comparisons.

New Listings were up 36.0 percent for single family homes and 145.9 percent for townhouse-condo properties. Pending Sales remained flat for single family homes but decreased 14.6 percent for townhouse-condo properties.

The Median Sales Price was up 20.3 percent to \$1,130,500 for single family homes but decreased 15.7 percent to \$1,159,000 for townhouse-condo properties. Days on Market decreased 14.8 percent for single family homes and 28.1 percent for condo properties.

Total housing inventory stood at 1.33 million units heading into December, a 2.9% decrease from the previous month but a 17.7% increase year-over-year, for a 3.8-month supply at the current sales pace. Inventory remains below the 5 – 6 months' supply of a balanced market, and the limited number of homes for sale continues to put upward pressure on sales prices nationwide, with NAR reporting a median existing-home price of \$406,100, a 4.7% increase from one year earlier.

Activity Snapshot

+ 16.2%	- 5.0%	+ 13.8%
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 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	12-2023	12-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		50	68	+ 36.0%	1,036	985	- 4.9%
Pending Sales		41	41	0.0%	738	677	- 8.3%
Sold Listings		51	42	- 17.6%	742	665	- 10.4%
Median Sales Price		\$940,000	\$1,130,500	+ 20.3%	\$1,050,000	\$1,020,000	- 2.9%
Avg. Sales Price		\$3,327,339	\$4,334,096	+ 30.3%	\$3,248,321	\$3,655,774	+ 12.5%
Pct. of List Price Received		95.9%	94.3%	- 1.7%	96.4%	96.4%	0.0%
Days on Market		142	121	- 14.8%	111	119	+ 7.2%
Affordability Index		43	35	- 18.6%	39	39	0.0%
Active Listings		284	262	- 7.7%	--	--	--
Months Supply		4.6	4.7	+ 2.2%	--	--	--

Townhouse-Condo Market Overview



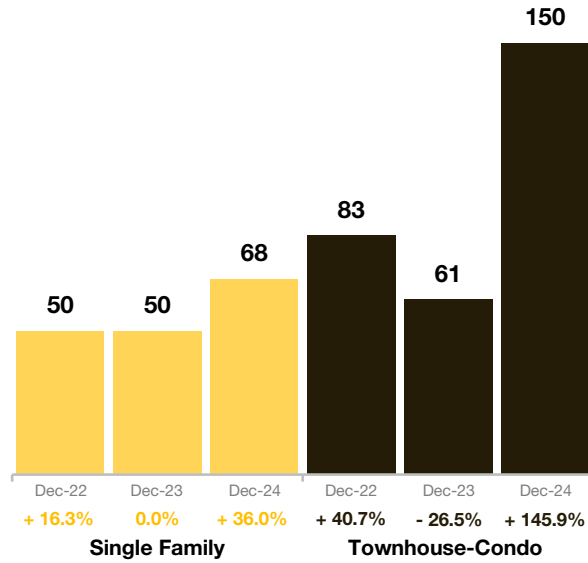
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	12-2023	12-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		61	150	+ 145.9%	629	758	+ 20.5%
Pending Sales		41	35	- 14.6%	516	497	- 3.7%
Sold Listings		19	39	+ 105.3%	523	529	+ 1.1%
Median Sales Price		\$1,375,000	\$1,159,000	- 15.7%	\$1,100,000	\$1,400,000	+ 27.3%
Avg. Sales Price		\$2,666,527	\$2,183,030	- 18.1%	\$1,978,095	\$2,589,318	+ 30.9%
Pct. of List Price Received		94.3%	97.1%	+ 3.0%	97.5%	96.5%	- 1.0%
Days on Market		153	110	- 28.1%	199	184	- 7.5%
Affordability Index		29	34	+ 17.2%	37	28	- 24.3%
Active Listings		185	271	+ 46.5%	--	--	--
Months Supply		4.2	6.1	+ 45.2%	--	--	--

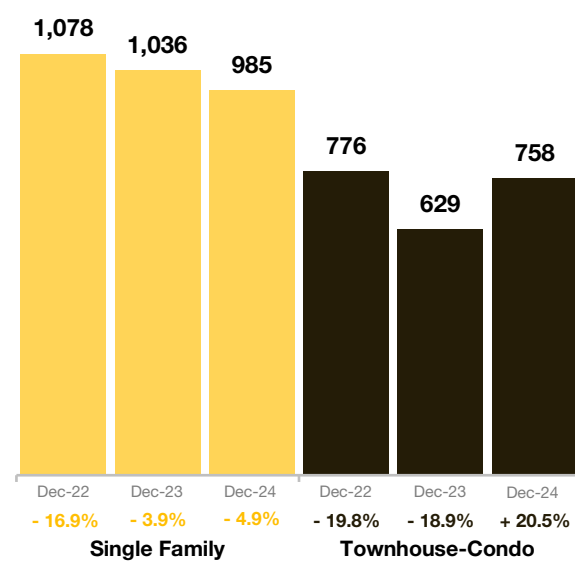
New Listings



December

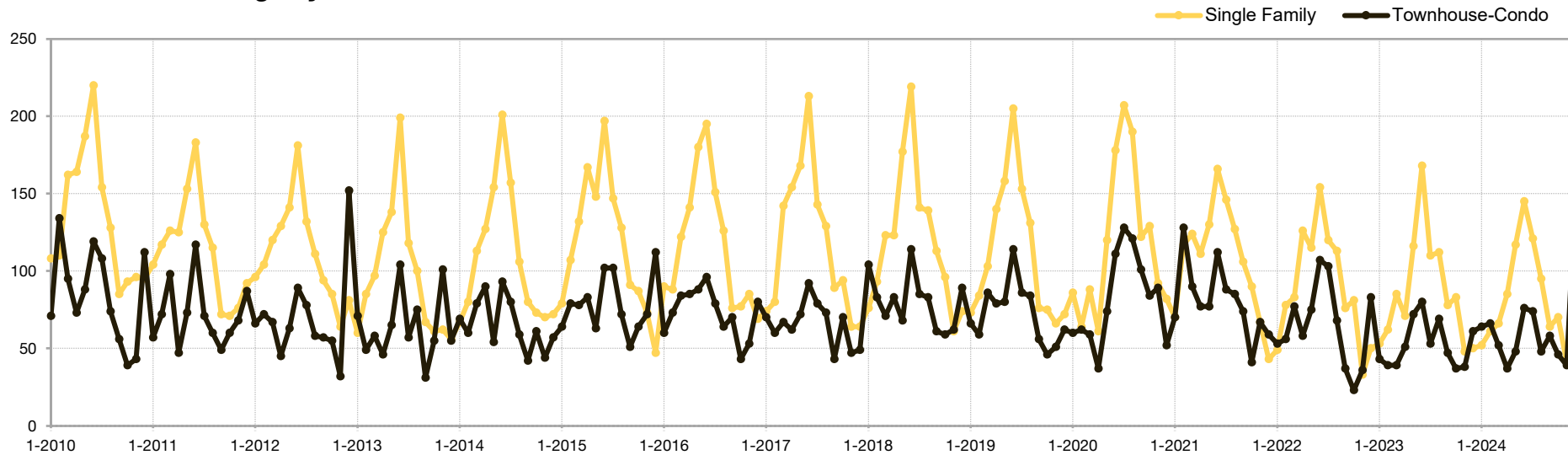


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2024	52	-1.9%	64	+48.8%
Feb-2024	61	-1.6%	66	+69.2%
Mar-2024	66	-22.4%	52	+33.3%
Apr-2024	85	+19.7%	37	-27.5%
May-2024	117	+0.9%	48	-33.3%
Jun-2024	145	-13.7%	76	-5.0%
Jul-2024	121	+10.0%	74	+39.6%
Aug-2024	95	-15.2%	48	-30.4%
Sep-2024	64	-17.9%	58	+23.4%
Oct-2024	70	-15.7%	46	+24.3%
Nov-2024	41	-14.6%	39	+2.6%
Dec-2024	68	+36.0%	150	+145.9%

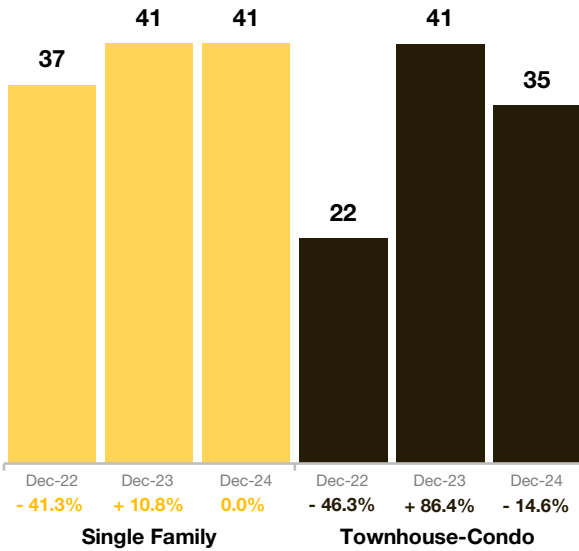
Historical New Listings by Month



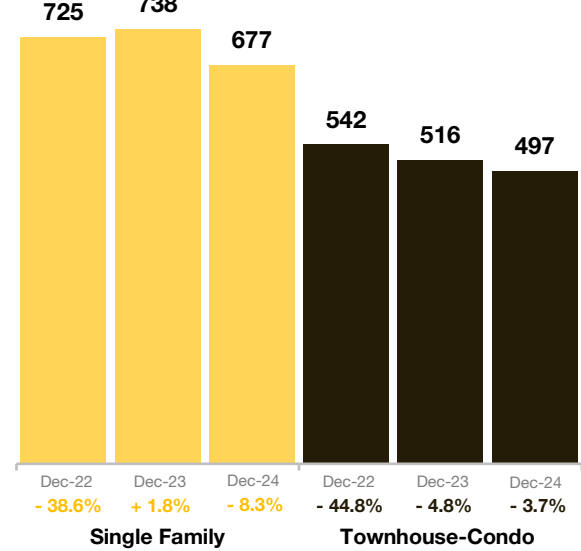
Pending Sales



December

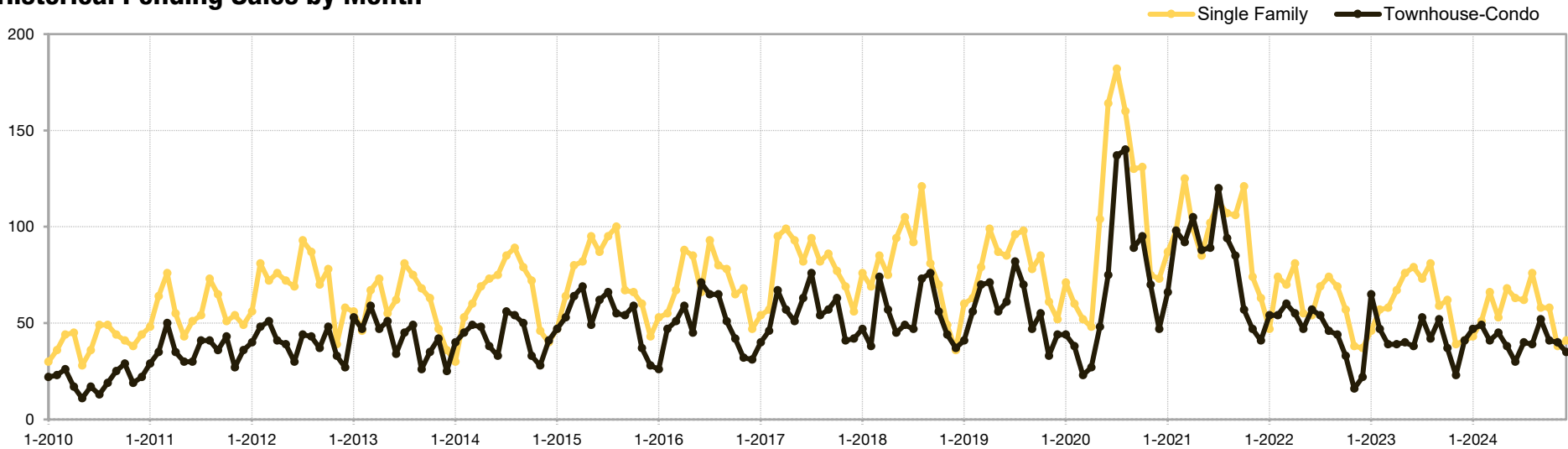


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2024	43	-6.5%	47	-27.7%
Feb-2024	51	-10.5%	49	+4.3%
Mar-2024	66	+13.8%	41	+5.1%
Apr-2024	53	-20.9%	45	+15.4%
May-2024	68	-10.5%	38	-5.0%
Jun-2024	63	-20.3%	30	-21.1%
Jul-2024	62	-15.1%	40	-24.5%
Aug-2024	76	-6.2%	39	-7.1%
Sep-2024	58	-1.7%	52	0.0%
Oct-2024	58	-6.5%	41	+10.8%
Nov-2024	38	-2.6%	40	+73.9%
Dec-2024	41	0.0%	35	-14.6%

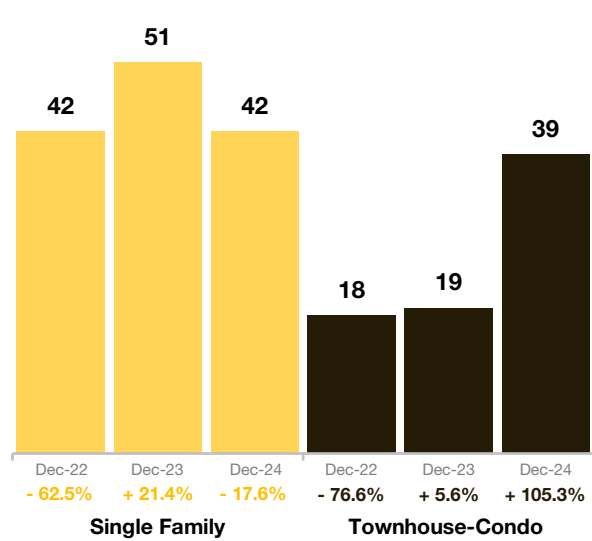
Historical Pending Sales by Month



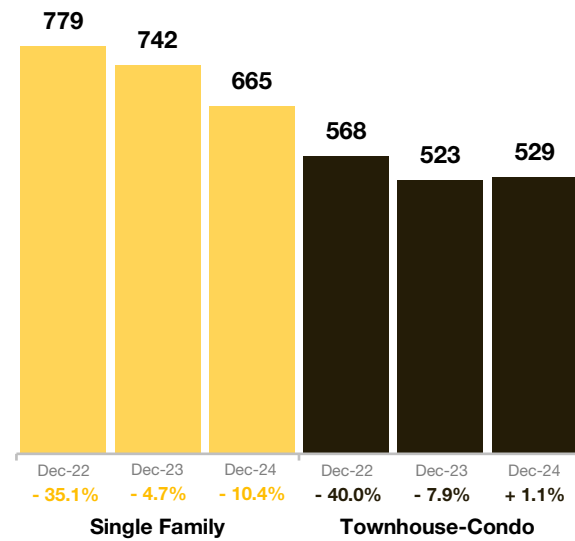
Sold Listings



December

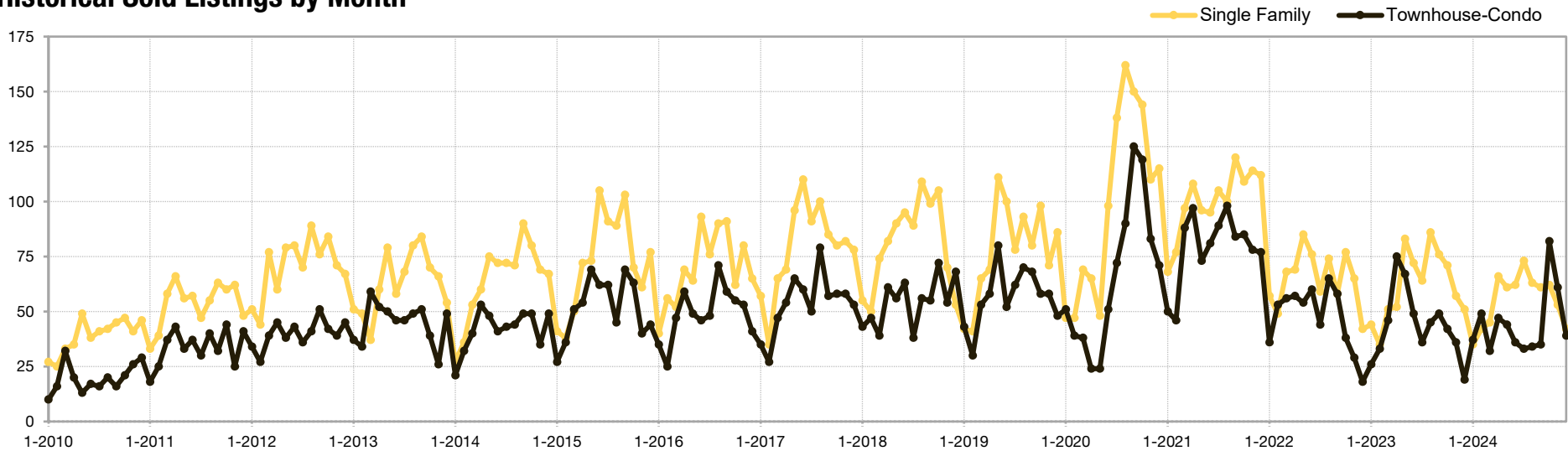


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Jul-2024	73	+14.1%	33	-8.3%
Aug-2024	63	-26.7%	34	-24.4%
Sep-2024	61	-19.7%	35	-28.6%
Oct-2024	62	-12.7%	82	+95.2%
Nov-2024	53	-7.0%	61	+69.4%
Dec-2024	42	-17.6%	39	+105.3%

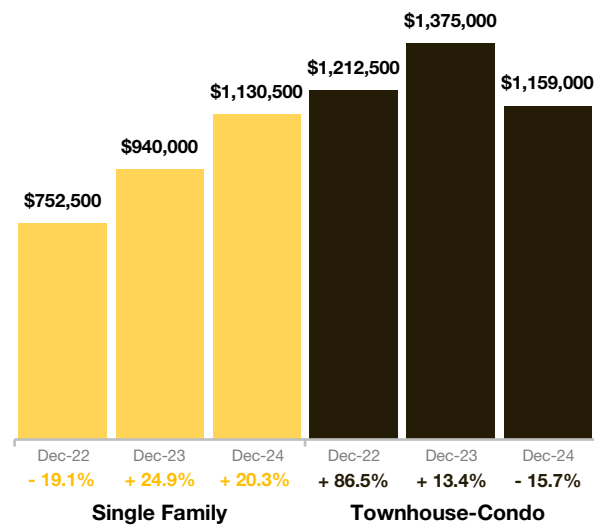
Historical Sold Listings by Month



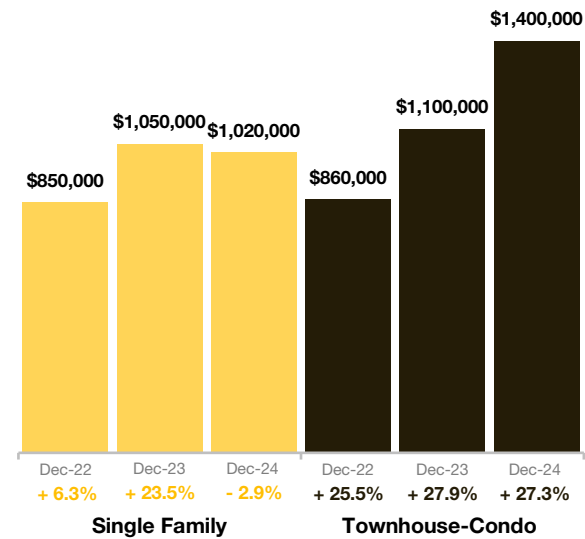
Median Sales Price



December

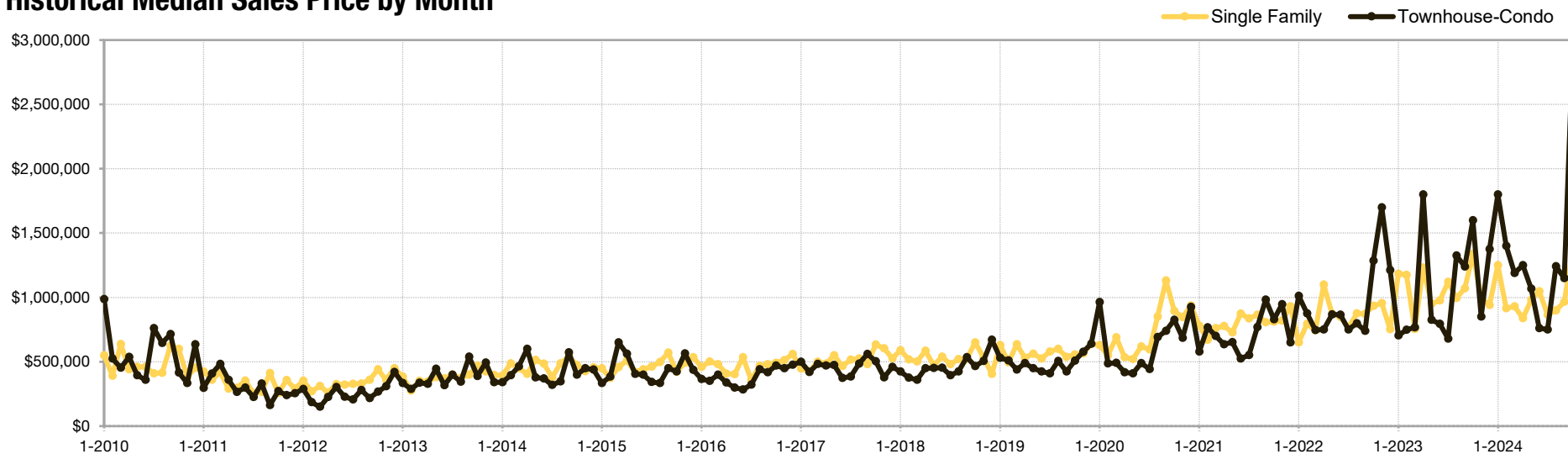


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Jul-2024	\$865,000	-22.8%	\$750,000	+10.3%
Aug-2024	\$899,000	-9.6%	\$1,241,875	-6.3%
Sep-2024	\$965,005	-9.8%	\$1,150,000	-7.3%
Oct-2024	\$1,360,000	+1.7%	\$2,873,750	+79.6%
Nov-2024	\$1,100,000	+10.0%	\$2,707,500	+218.2%
Dec-2024	\$1,130,500	+20.3%	\$1,159,000	-15.7%

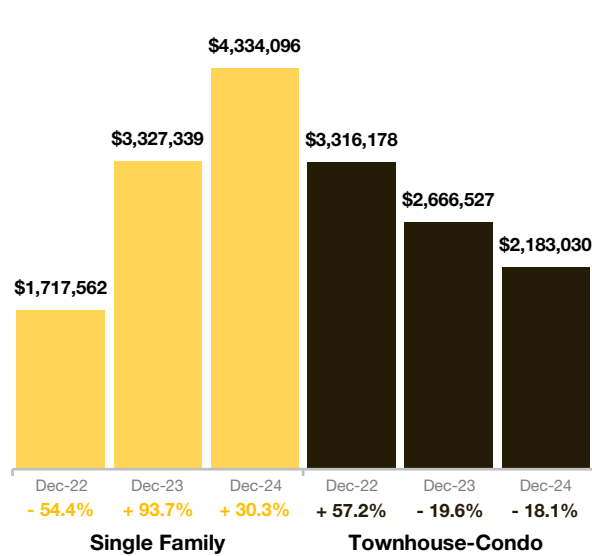
Historical Median Sales Price by Month



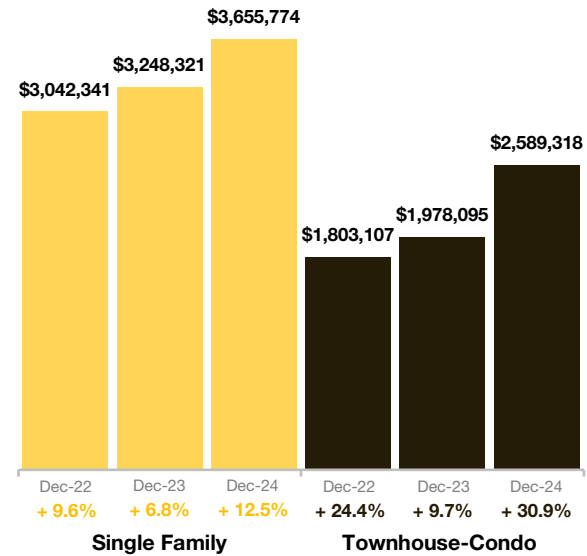
Average Sales Price



December

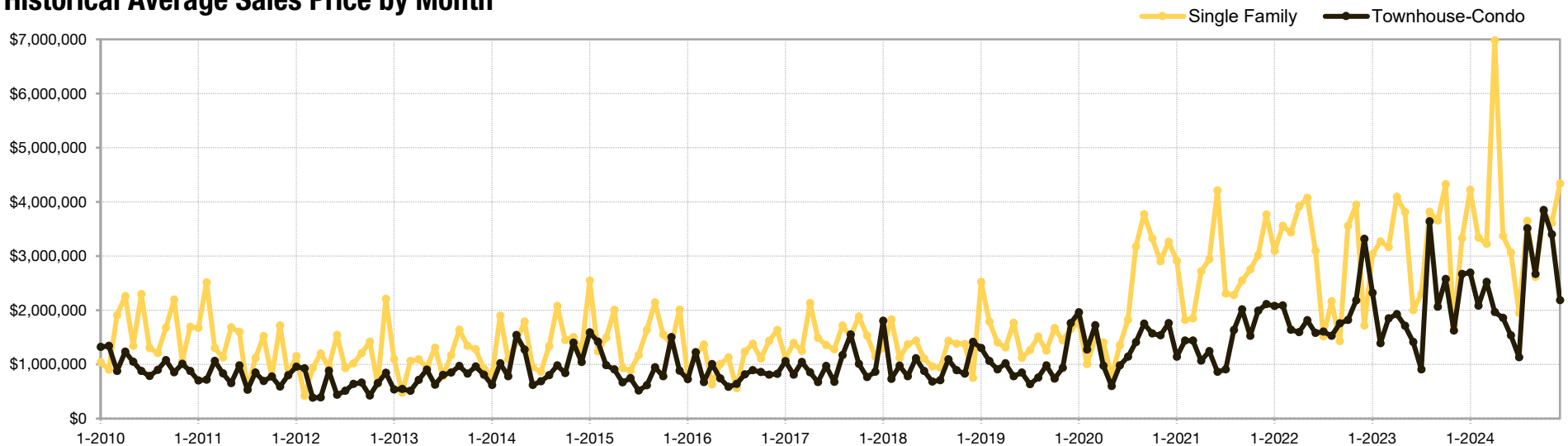


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Jul-2024	\$1,951,722	-15.3%	\$1,131,256	+24.6%
Aug-2024	\$3,650,550	-4.3%	\$3,512,274	-3.4%
Sep-2024	\$2,613,611	-28.5%	\$2,665,414	+29.1%
Oct-2024	\$3,815,163	-11.8%	\$3,850,556	+49.5%
Nov-2024	\$3,608,960	+109.7%	\$3,398,481	+109.0%
Dec-2024	\$4,334,096	+30.3%	\$2,183,030	-18.1%

Historical Average Sales Price by Month

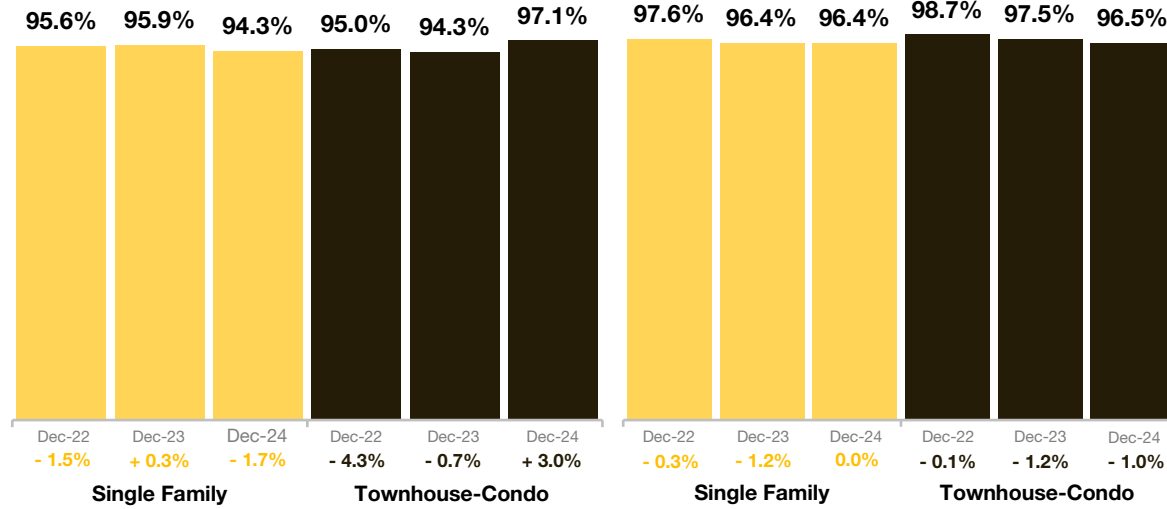


Percent of List Price Received



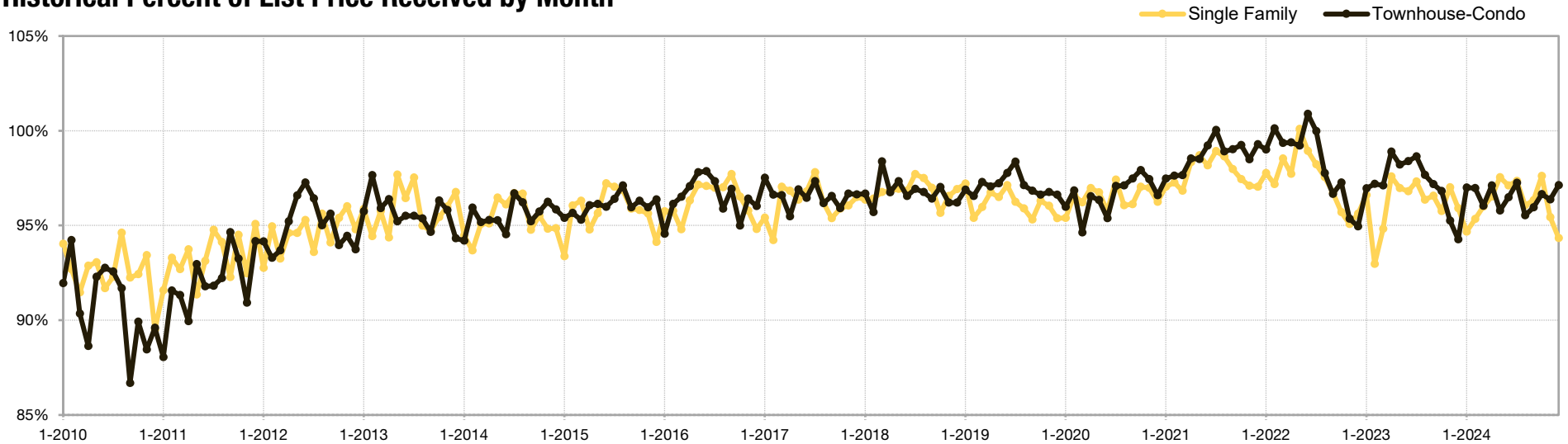
December

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Jul-2024	97.3%	0.0%	97.3%	-1.3%
Aug-2024	96.1%	-0.3%	95.5%	-2.3%
Sep-2024	96.3%	-0.3%	96.0%	-1.2%
Oct-2024	97.6%	+1.9%	96.6%	-0.2%
Nov-2024	95.4%	-1.6%	96.4%	+1.2%
Dec-2024	94.3%	-1.7%	97.1%	+3.0%

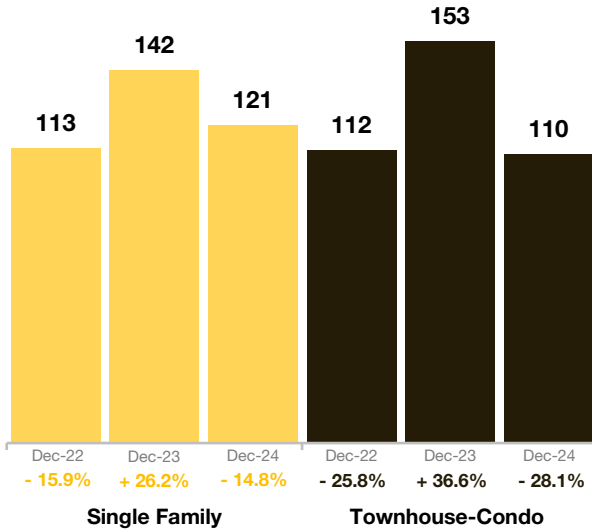
Historical Percent of List Price Received by Month



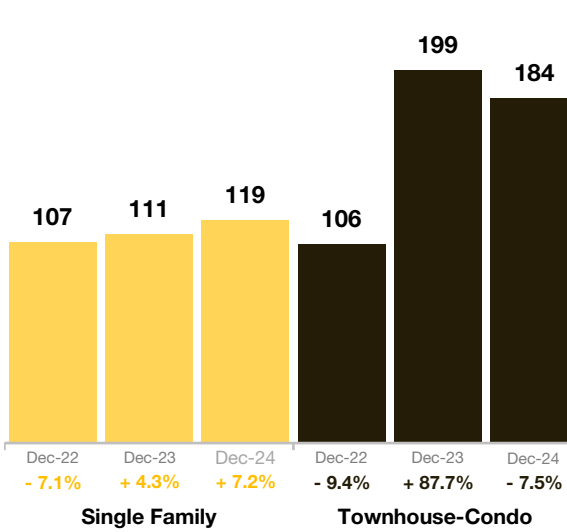
Days on Market Until Sale



December

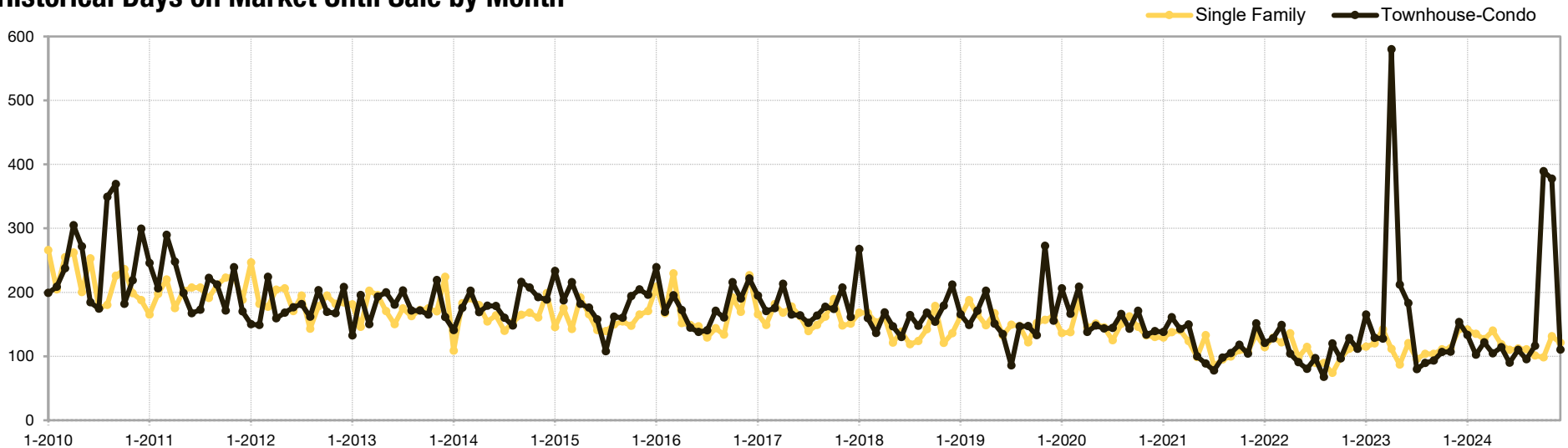


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2024	142	+23.5%	133	-19.4%
Feb-2024	135	+12.5%	102	-20.9%
Mar-2024	127	-10.6%	121	-4.7%
Apr-2024	140	+25.0%	104	-82.1%
May-2024	119	+36.8%	114	-46.2%
Jun-2024	110	-8.3%	90	-50.8%
Jul-2024	112	+16.7%	110	+37.5%
Aug-2024	111	+6.7%	95	+6.7%
Sep-2024	101	-2.9%	116	+24.7%
Oct-2024	98	-11.7%	389	+263.6%
Nov-2024	131	+17.0%	378	+253.3%
Dec-2024	121	-14.8%	110	-28.1%

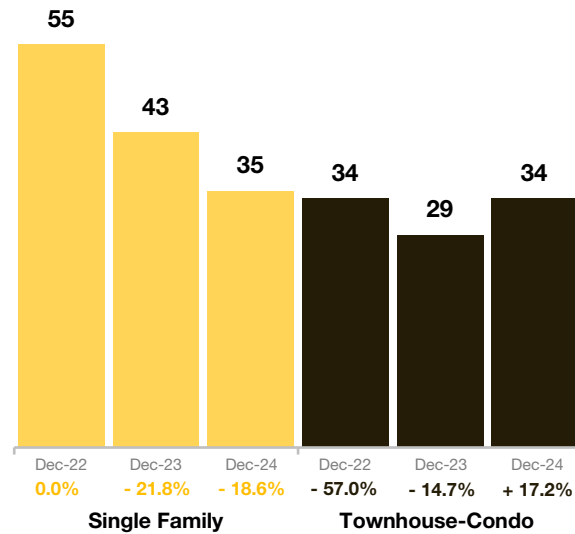
Historical Days on Market Until Sale by Month



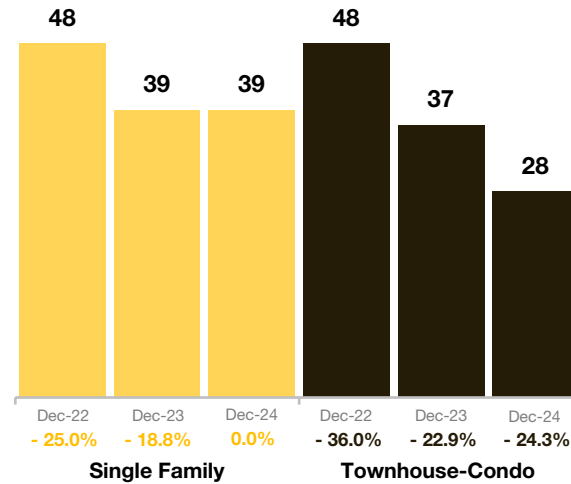
Housing Affordability Index



December

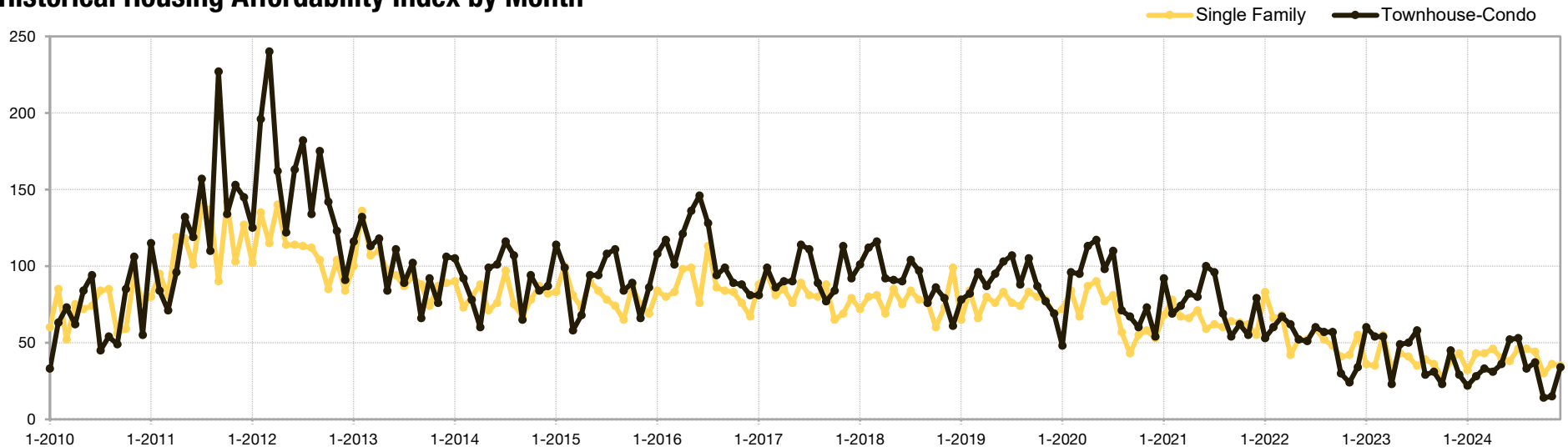


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2024	32	-11.1%	22	-63.3%
Feb-2024	43	+22.9%	28	-48.1%
Mar-2024	43	-21.8%	33	-38.9%
Apr-2024	46	+39.4%	31	+34.8%
May-2024	40	-7.0%	36	-26.5%
Jun-2024	38	-7.3%	52	+4.0%
Jul-2024	46	+31.4%	53	-8.6%
Aug-2024	46	+17.9%	33	+13.8%
Sep-2024	44	+22.2%	37	+19.4%
Oct-2024	30	+11.1%	14	-39.1%
Nov-2024	36	-5.3%	15	-66.7%
Dec-2024	35	-18.6%	34	+17.2%

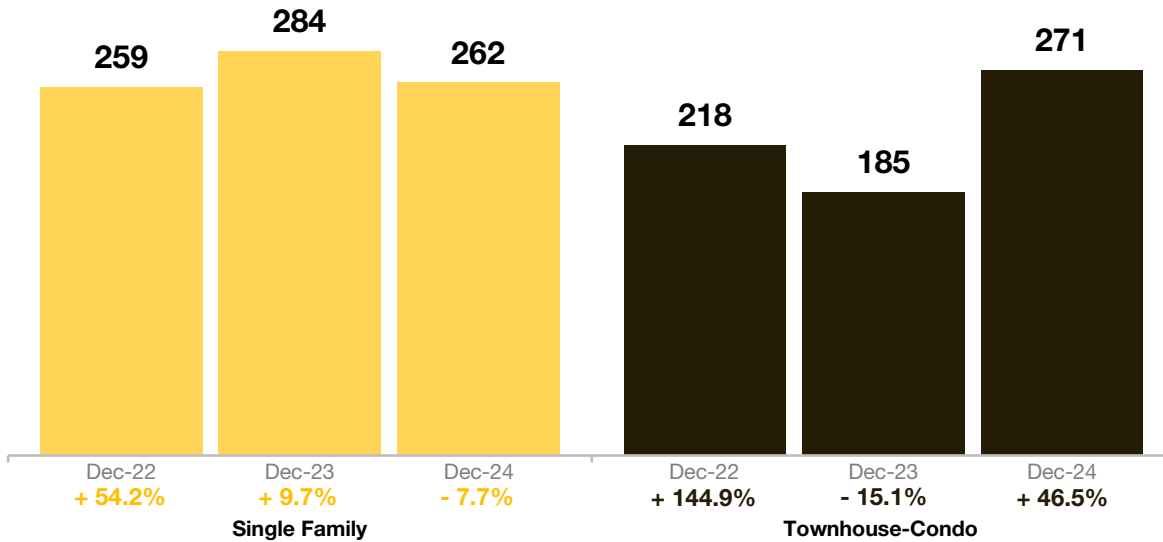
Historical Housing Affordability Index by Month



Inventory of Active Listings

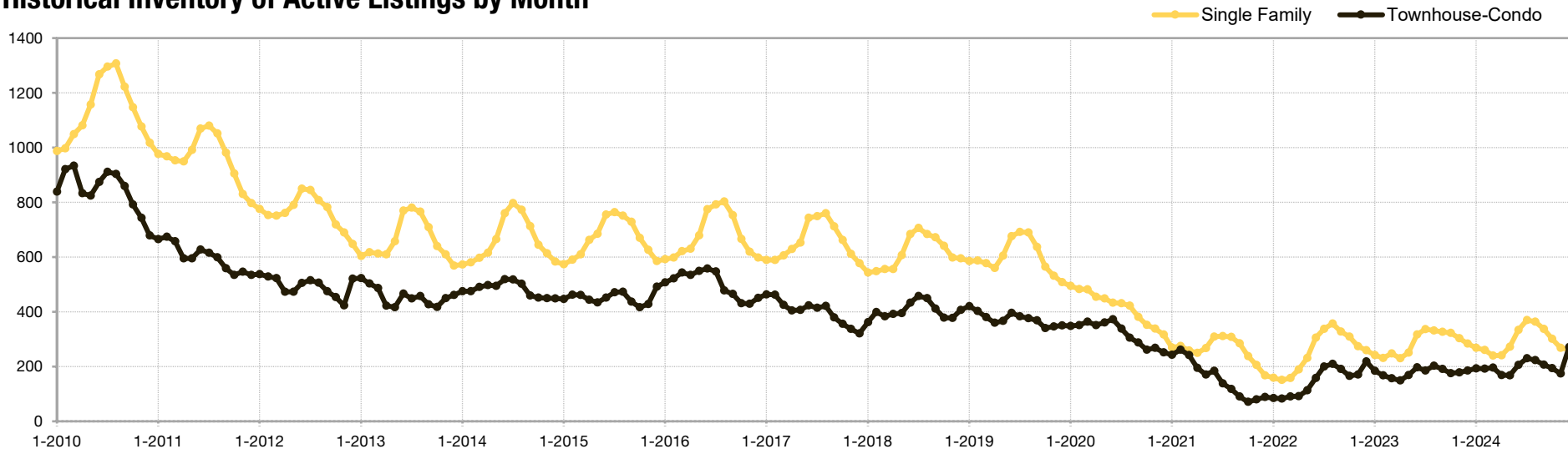


December



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2024	268	+10.7%	193	+4.9%
Feb-2024	260	+12.6%	192	+14.3%
Mar-2024	240	-3.2%	196	+24.8%
Apr-2024	241	+4.8%	169	+13.4%
May-2024	272	+8.4%	168	-0.6%
Jun-2024	334	+5.4%	206	+4.6%
Jul-2024	370	+10.1%	230	+24.3%
Aug-2024	364	+9.6%	223	+9.9%
Sep-2024	337	+3.1%	207	+8.4%
Oct-2024	301	-6.8%	194	+10.9%
Nov-2024	268	-11.6%	174	-2.2%
Dec-2024	262	-7.7%	271	+46.5%

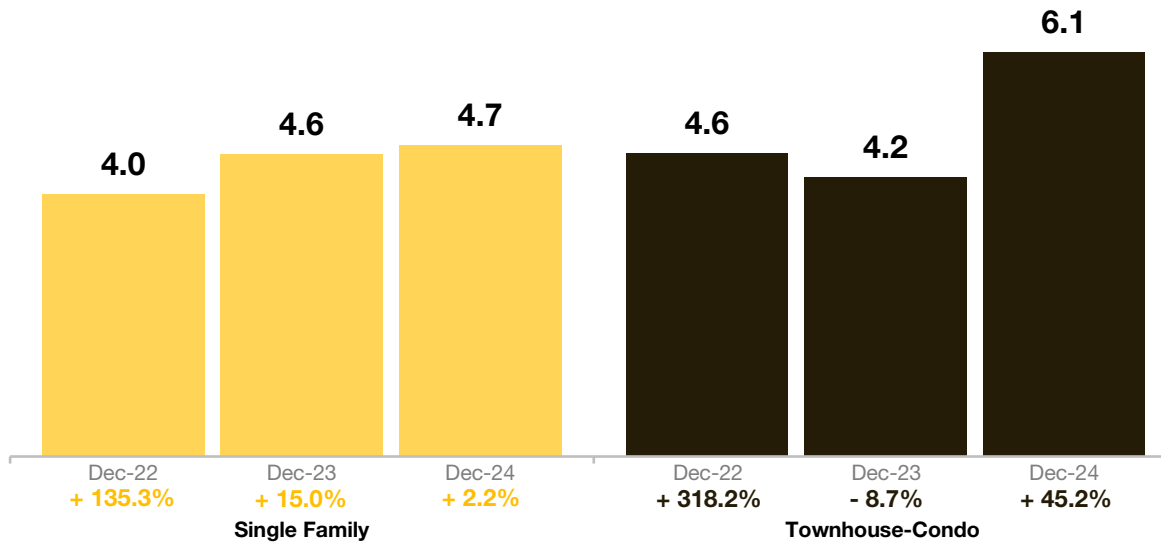
Historical Inventory of Active Listings by Month



Months Supply of Inventory

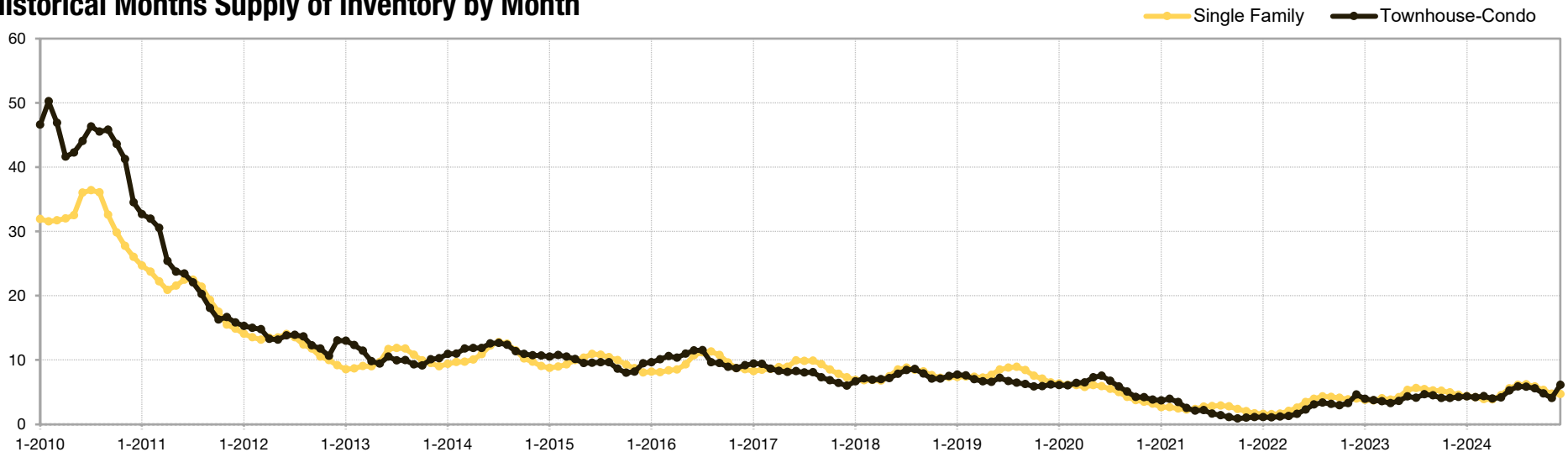


December



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2024	4.4	+15.8%	4.3	+7.5%
Feb-2024	4.2	+13.5%	4.2	+13.5%
Mar-2024	3.9	-2.5%	4.4	+22.2%
Apr-2024	3.9	+2.6%	4.0	+21.2%
May-2024	4.5	+7.1%	4.2	+16.7%
Jun-2024	5.6	+5.7%	5.2	+20.9%
Jul-2024	6.1	+8.9%	5.9	+43.9%
Aug-2024	6.2	+12.7%	5.8	+23.4%
Sep-2024	5.9	+11.3%	5.6	+24.4%
Oct-2024	5.3	+1.9%	4.8	+17.1%
Nov-2024	4.8	-4.0%	4.1	0.0%
Dec-2024	4.7	+2.2%	6.1	+45.2%

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.

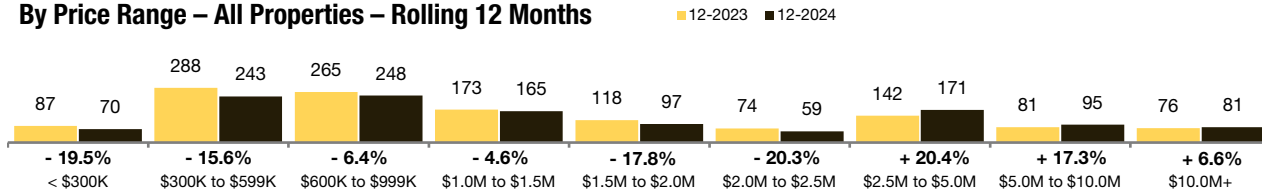
Key Metrics	Historical Sparkbars	12-2023	12-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		112	221	+ 97.3%	1,715	1,796	+ 4.7%
Pending Sales		84	78	- 7.1%	1,292	1,210	- 6.3%
Sold Listings		74	86	+ 16.2%	1,304	1,229	- 5.8%
Median Sales Price		\$1,105,000	\$1,050,000	- 5.0%	\$1,050,000	\$1,105,250	+ 5.3%
Avg. Sales Price		\$3,287,992	\$3,119,212	- 5.1%	\$2,708,417	\$3,127,450	+ 15.5%
Pct. of List Price Received		94.6%	95.9%	+ 1.4%	96.6%	96.4%	- 0.2%
Days on Market		158	118	- 25.3%	147	147	0.0%
Affordability Index		37	38	+ 2.7%	39	36	- 7.7%
Active Listings		486	553	+ 13.8%	--	--	--
Months Supply		4.5	5.4	+ 20.0%	--	--	--

Sold Listings

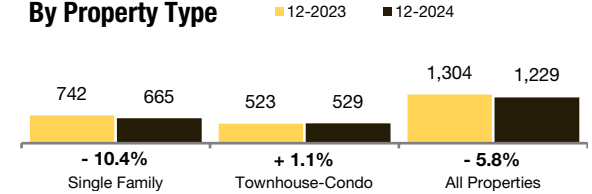
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	12-2023	12-2024	Change	12-2023	12-2024	Change
\$299,999 and Below	20	16	-20.0%	38	23	-39.5%
\$300,000 to \$599,999	179	136	-24.0%	108	106	-1.9%
\$600,000 to \$999,999	167	176	+5.4%	97	71	-26.8%
\$1,000,000 to \$1,499,999	97	88	-9.3%	76	77	+1.3%
\$1,500,000 to \$1,999,999	54	48	-11.1%	64	48	-25.0%
\$2,000,000 to \$2,499,999	39	28	-28.2%	35	31	-11.4%
\$2,500,000 to \$4,999,999	75	70	-6.7%	66	101	+53.0%
\$5,000,000 to \$9,999,999	49	42	-14.3%	28	53	+89.3%
\$10,000,000 and Above	62	61	-1.6%	11	19	+72.7%
All Price Ranges	742	665	-10.4%	523	529	+1.1%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	11-2024	12-2024	Change	11-2024	12-2024	Change
\$299,999 and Below	1	1	0.0%	0	1	--
\$300,000 to \$599,999	10	6	-40.0%	5	10	+100.0%
\$600,000 to \$999,999	13	12	-7.7%	8	5	-37.5%
\$1,000,000 to \$1,499,999	10	4	-60.0%	7	7	0.0%
\$1,500,000 to \$1,999,999	3	3	0.0%	6	5	-16.7%
\$2,000,000 to \$2,499,999	0	1	--	3	1	-66.7%
\$2,500,000 to \$4,999,999	6	7	+16.7%	22	5	-77.3%
\$5,000,000 to \$9,999,999	4	4	0.0%	6	4	-33.3%
\$10,000,000 and Above	6	4	-33.3%	4	1	-75.0%
All Price Ranges	53	42	-20.8%	61	39	-36.1%

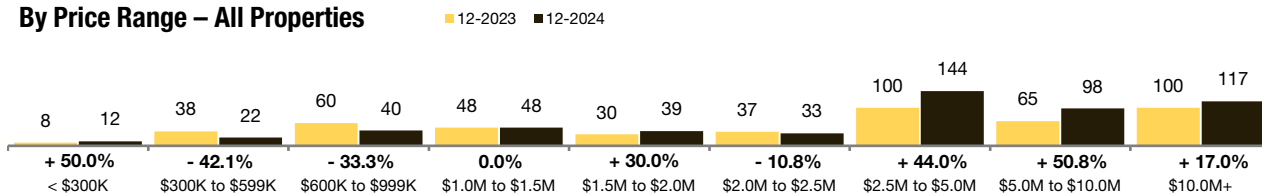
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	12-2023	12-2024	Change	12-2023	12-2024	Change
\$299,999 and Below	20	16	-20.0%	38	23	-39.5%
\$300,000 to \$599,999	179	136	-24.0%	108	106	-1.9%
\$600,000 to \$999,999	167	176	+5.4%	97	71	-26.8%
\$1,000,000 to \$1,499,999	97	88	-9.3%	76	77	+1.3%
\$1,500,000 to \$1,999,999	54	48	-11.1%	64	48	-25.0%
\$2,000,000 to \$2,499,999	39	28	-28.2%	35	31	-11.4%
\$2,500,000 to \$4,999,999	75	70	-6.7%	66	101	+53.0%
\$5,000,000 to \$9,999,999	49	42	-14.3%	28	53	+89.3%
\$10,000,000 and Above	62	61	-1.6%	11	19	+72.7%
All Price Ranges	742	665	-10.4%	523	529	+1.1%

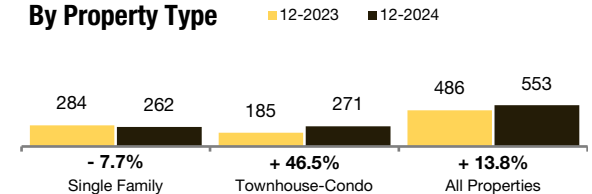
Inventory of Active Listings

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		
	12-2023	12-2024	Change	12-2023	12-2024	Change
\$299,999 and Below	1	2	+100.0%	2	3	+50.0%
\$300,000 to \$599,999	24	7	-70.8%	12	14	+16.7%
\$600,000 to \$999,999	40	21	-47.5%	19	17	-10.5%
\$1,000,000 to \$1,499,999	19	25	+31.6%	26	19	-26.9%
\$1,500,000 to \$1,999,999	18	28	+55.6%	12	11	-8.3%
\$2,000,000 to \$2,499,999	11	14	+27.3%	24	18	-25.0%
\$2,500,000 to \$4,999,999	42	29	-31.0%	57	113	+98.2%
\$5,000,000 to \$9,999,999	43	42	-2.3%	22	56	+154.5%
\$10,000,000 and Above	86	94	+9.3%	11	20	+81.8%
All Price Ranges	284	262	-7.7%	185	271	+46.5%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	11-2024	12-2024	Change	11-2024	12-2024	Change
\$299,999 and Below	2	2	0.0%	2	3	+50.0%
\$300,000 to \$599,999	11	7	-36.4%	21	14	-33.3%
\$600,000 to \$999,999	29	21	-27.6%	15	17	+13.3%
\$1,000,000 to \$1,499,999	25	25	0.0%	23	19	-17.4%
\$1,500,000 to \$1,999,999	28	28	0.0%	12	11	-8.3%
\$2,000,000 to \$2,499,999	19	14	-26.3%	19	18	-5.3%
\$2,500,000 to \$4,999,999	34	29	-14.7%	58	113	+94.8%
\$5,000,000 to \$9,999,999	42	42	0.0%	12	56	+366.7%
\$10,000,000 and Above	78	94	+20.5%	12	20	+66.7%
All Price Ranges	268	262	-2.2%	174	271	+55.7%

Year to Date

Property Type	12-2023	12-2024	Change
Single Family	284	262	-7.7%
Townhouse-Condo	185	271	+46.5%
All Properties	486	553	+13.8%

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.