

Monthly Indicators



December 2021

Percent changes calculated using year-over-year comparisons.

New Listings decreased 68.0 percent for single-family homes but increased 53.8 percent for townhouse-condo properties. Pending Sales decreased 24.0 percent for detached homes but increased 46.7 percent for attached properties. Inventory decreased 42.9 percent for detached homes but increased 33.3 percent for attached properties.

The Median Sales Price was up 14.3 percent to \$800,000 for detached homes and 39.3 percent to \$551,500 for attached properties. Days on Market increased 71.6 percent for detached homes but decreased 65.0 percent for attached properties.

Looking ahead, experts anticipate many of the housing market trends of 2021 will continue in 2022, albeit at a more moderate level. Strong buyer demand and inventory shortages are likely to persist over the next year. Home sales are projected to remain strong but will be tempered by the limited supply of homes, higher sales prices, and rising interest rates, with the Federal Reserve planning multiple rate hikes in the new year. Price growth is expected to slow somewhat as a result, but affordability will likely remain a top constraint for some homebuyers.

Activity Snapshot

- 6.7% **+ 22.6%** **- 27.8%**

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 Grand County Board of REALTORS® Inc composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

Townhouse-Condo	2
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
Closed Sales 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	12-2020	12-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		25	8	- 68.0%	564	575	+ 2.0%
Pending Sales		25	19	- 24.0%	500	506	+ 1.2%
Sold Listings		41	45	+ 9.8%	474	486	+ 2.5%
Median Sales Price		\$700,000	\$800,000	+ 14.3%	\$635,000	\$761,000	+ 19.8%
Avg. Sales Price		\$869,456	\$1,026,872	+ 18.1%	\$803,039	\$926,931	+ 15.4%
Pct. of List Price Received		97.7%	99.7%	+ 2.0%	97.9%	100.3%	+ 2.5%
Days on Market		95	163	+ 71.6%	120	87	- 27.5%
Affordability Index		60	49	- 18.3%	66	52	- 21.2%
Active Listings		70	40	- 42.9%	--	--	--
Months Supply		1.8	1.0	- 44.4%	--	--	--

Townhouse-Condo Market Overview

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

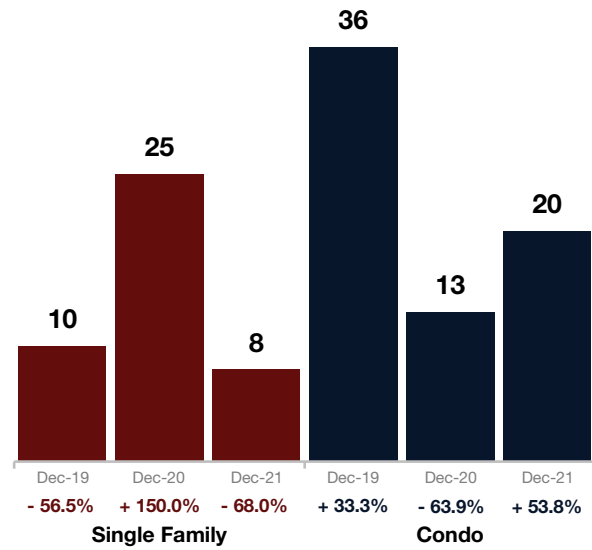


Key Metrics	Historical Sparkbars	12-2020	12-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		13	20	+ 53.8%	420	496	+ 18.1%
Pending Sales		15	22	+ 46.7%	404	445	+ 10.1%
Sold Listings		34	21	- 38.2%	406	387	- 4.7%
Median Sales Price		\$395,950	\$551,500	+ 39.3%	\$359,500	\$442,500	+ 23.1%
Avg. Sales Price		\$438,494	\$569,269	+ 29.8%	\$388,084	\$469,177	+ 20.9%
Pct. of List Price Received		102.8%	104.2%	+ 1.4%	99.0%	103.5%	+ 4.5%
Days on Market		183	64	- 65.0%	103	65	- 36.9%
Affordability Index		106	71	- 33.0%	117	89	- 23.9%
Active Listings		18	24	+ 33.3%	--	--	--
Months Supply		0.5	0.7	+ 40.0%	--	--	--

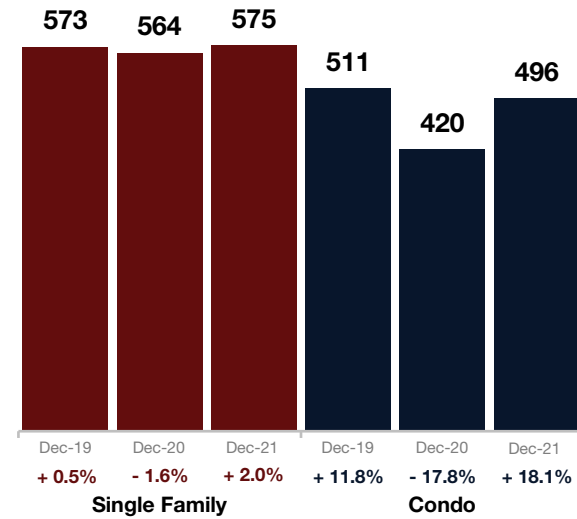
New Listings



December

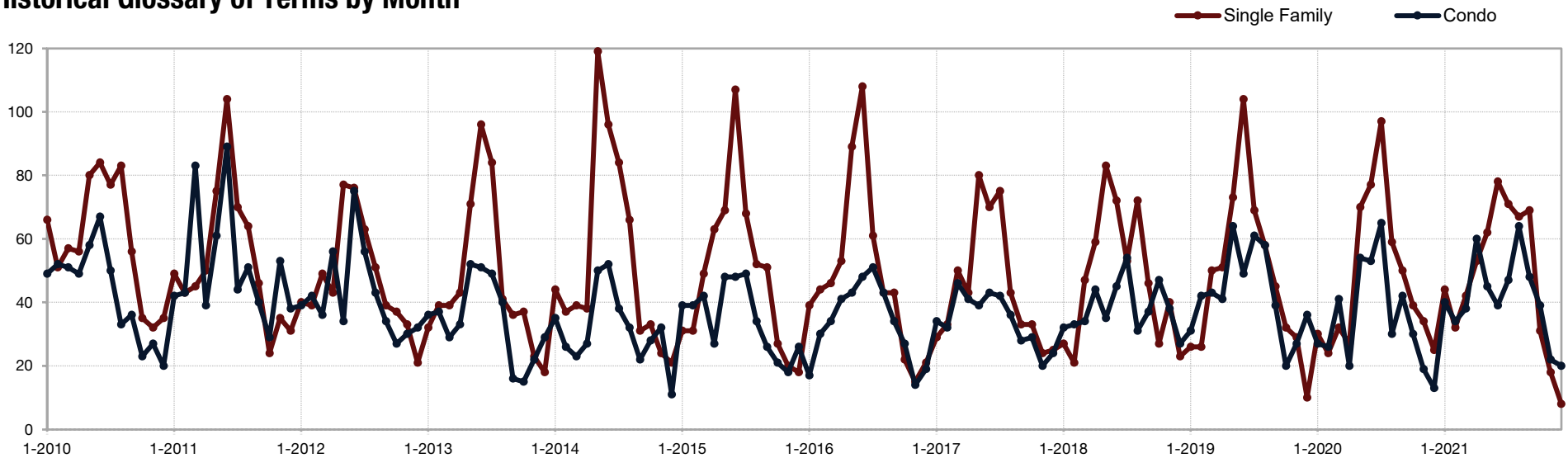


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2021	44	+46.7%	40	+48.1%
Feb-2021	32	+33.3%	34	+30.8%
Mar-2021	42	+31.3%	38	-7.3%
Apr-2021	53	+96.3%	60	+200.0%
May-2021	62	-11.4%	45	-16.7%
Jun-2021	78	+1.3%	39	-26.4%
Jul-2021	71	-26.8%	47	-27.7%
Aug-2021	67	+13.6%	64	+113.3%
Sep-2021	69	+38.0%	48	+14.3%
Oct-2021	31	-20.5%	39	+30.0%
Nov-2021	18	-47.1%	22	+15.8%
Dec-2021	8	-68.0%	20	+53.8%

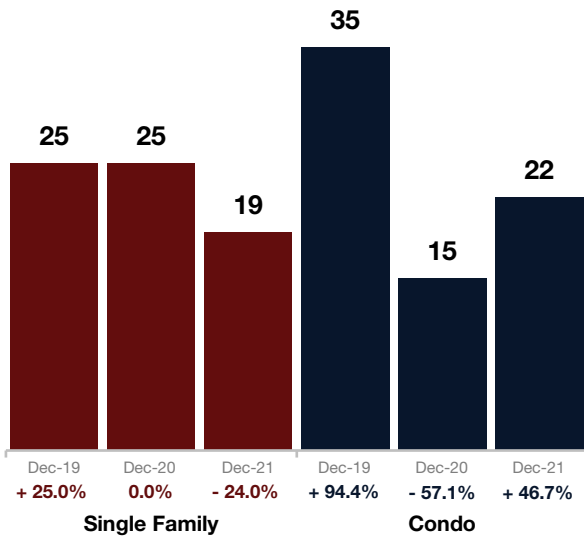
Historical Glossary of Terms by Month



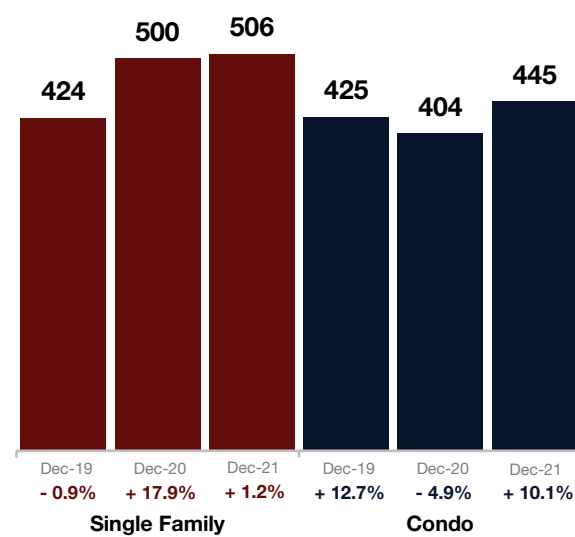
Pending Sales



December

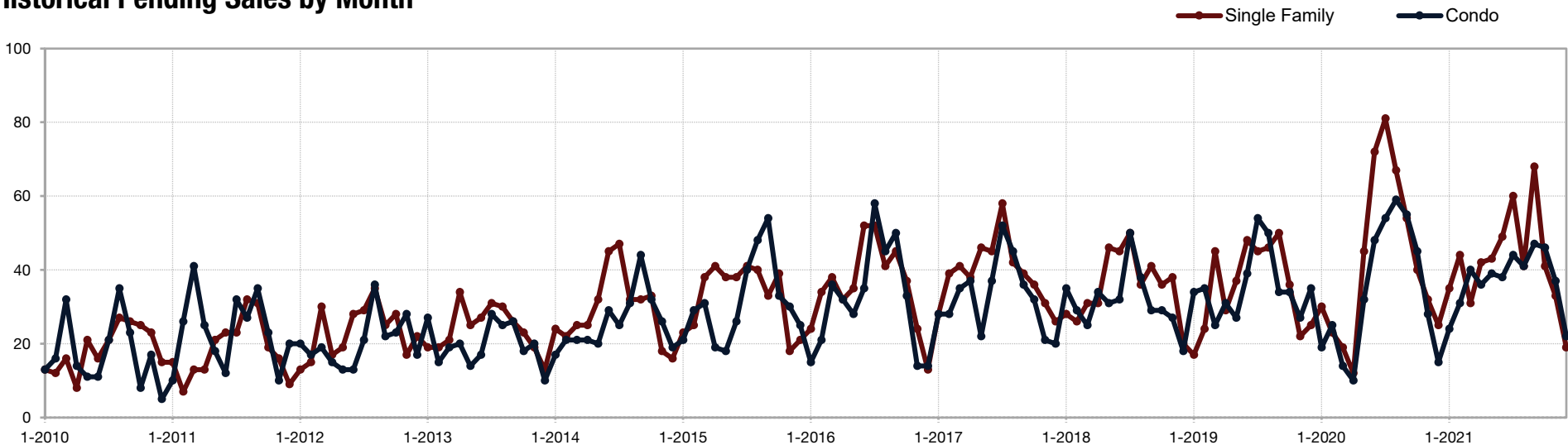


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2021	35	+16.7%	24	+26.3%
Feb-2021	44	+91.3%	31	+24.0%
Mar-2021	31	+63.2%	40	+185.7%
Apr-2021	42	+250.0%	36	+260.0%
May-2021	43	-4.4%	39	+21.9%
Jun-2021	49	-31.9%	38	-20.8%
Jul-2021	60	-25.9%	44	-18.5%
Aug-2021	41	-38.8%	41	-30.5%
Sep-2021	68	+25.9%	47	-14.5%
Oct-2021	41	+2.5%	46	+2.2%
Nov-2021	33	+3.1%	37	+32.1%
Dec-2021	19	-24.0%	22	+46.7%

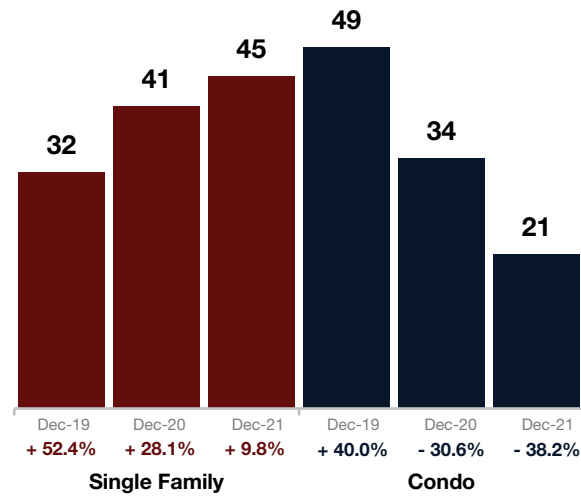
Historical Pending Sales by Month



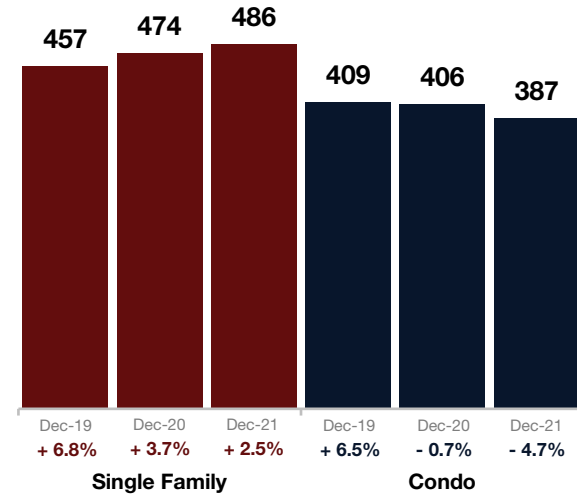
Sold Listings



December

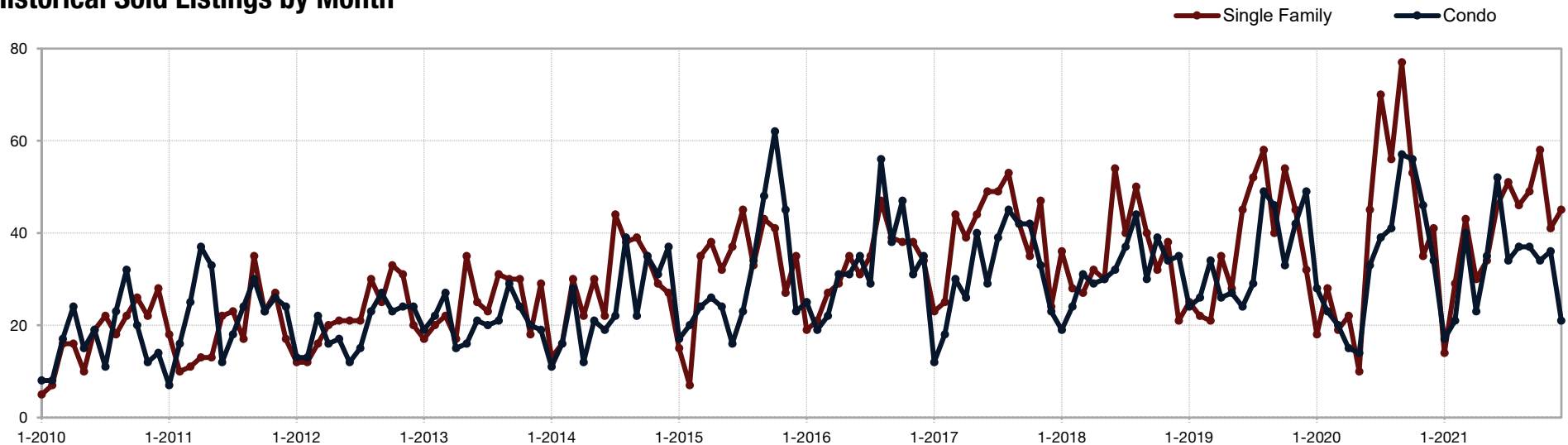


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2021	14	-22.2%	17	-39.3%
Feb-2021	29	+3.6%	21	-8.7%
Mar-2021	43	+126.3%	40	+100.0%
Apr-2021	30	+36.4%	23	+53.3%
May-2021	34	+240.0%	35	+150.0%
Jun-2021	46	+2.2%	52	+57.6%
Jul-2021	51	-27.1%	34	-12.8%
Aug-2021	46	-17.9%	37	-9.8%
Sep-2021	49	-36.4%	37	-35.1%
Oct-2021	58	+9.4%	34	-39.3%
Nov-2021	41	+17.1%	36	-21.7%
Dec-2021	45	+9.8%	21	-38.2%

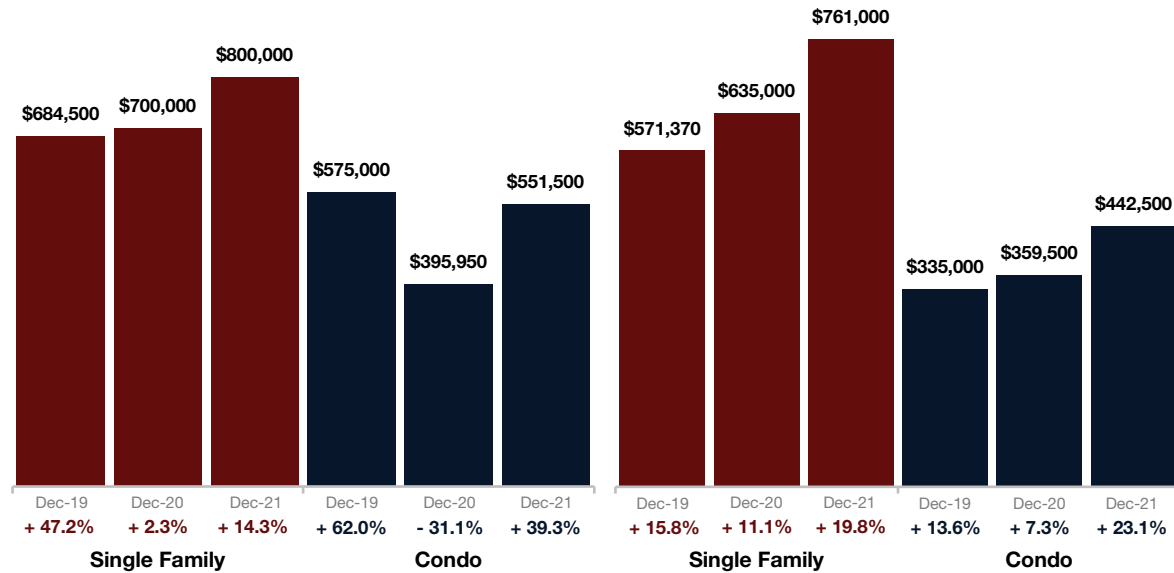
Historical Sold Listings by Month



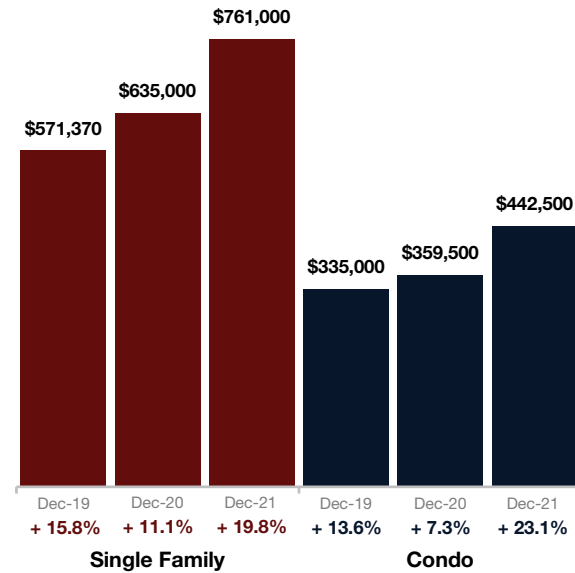
Median Sales Price



December

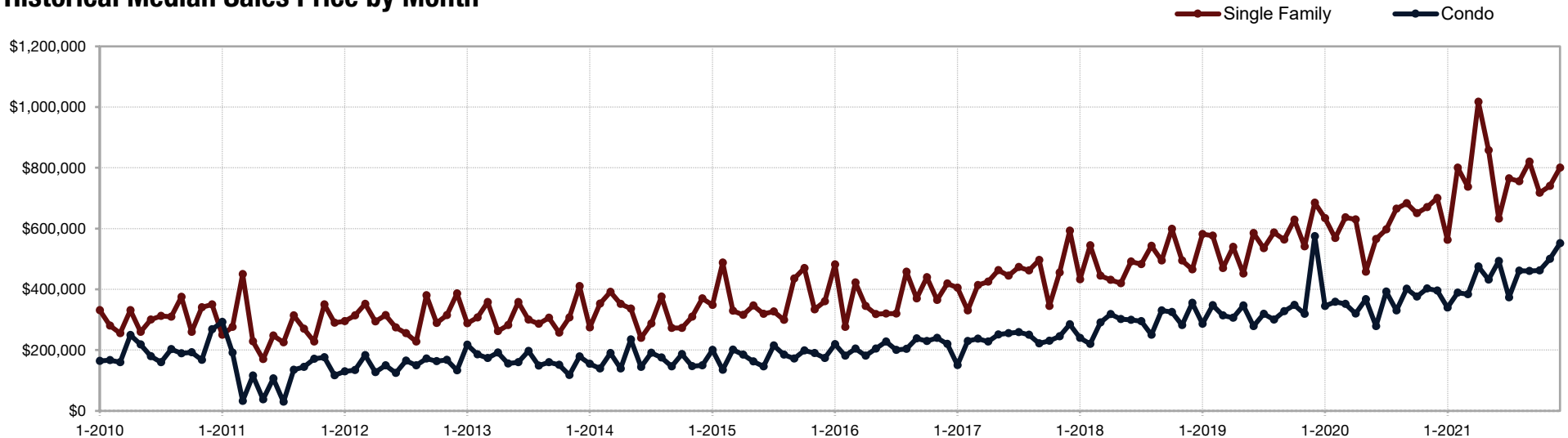


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2021	\$562,500	-11.2%	\$340,000	-1.4%
Feb-2021	\$800,000	+40.8%	\$389,000	+8.4%
Mar-2021	\$737,000	+15.7%	\$383,750	+9.2%
Apr-2021	\$1,017,000	+61.4%	\$475,000	+48.4%
May-2021	\$857,500	+87.4%	\$432,000	+17.6%
Jun-2021	\$632,000	+11.9%	\$493,225	+76.8%
Jul-2021	\$765,000	+28.1%	\$373,601	-4.7%
Aug-2021	\$755,000	+13.6%	\$461,000	+39.7%
Sep-2021	\$820,000	+20.0%	\$460,000	+14.4%
Oct-2021	\$717,450	+10.4%	\$462,000	+22.9%
Nov-2021	\$739,625	+10.4%	\$500,000	+24.2%
Dec-2021	\$800,000	+14.3%	\$551,500	+39.3%

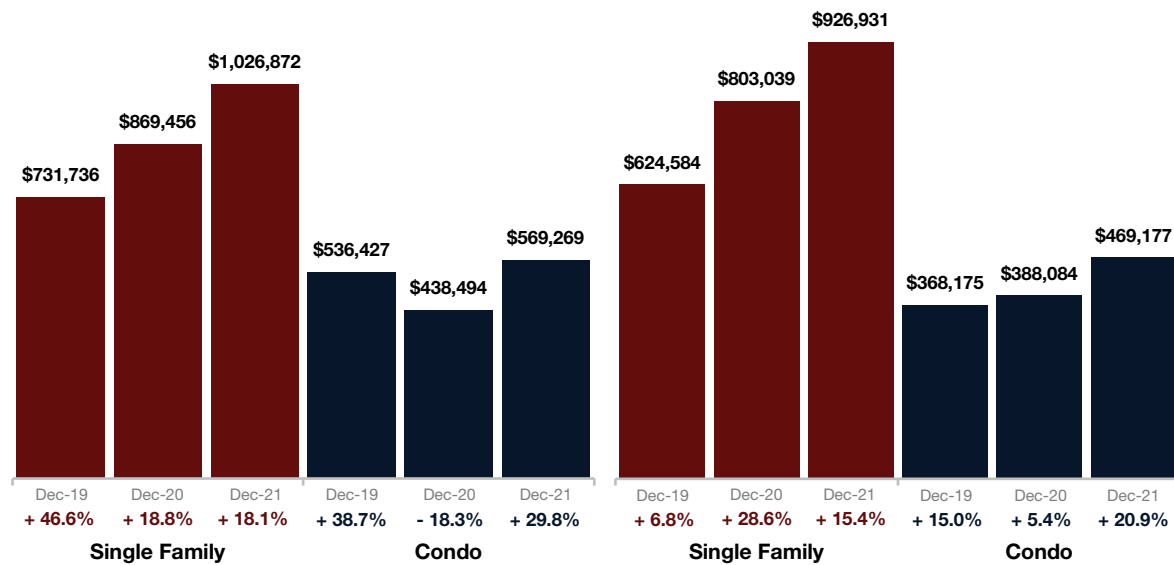
Historical Median Sales Price by Month



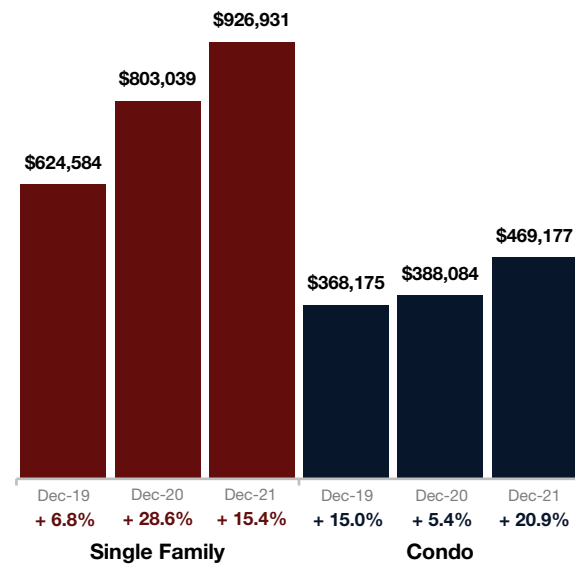
Average Sales Price



December

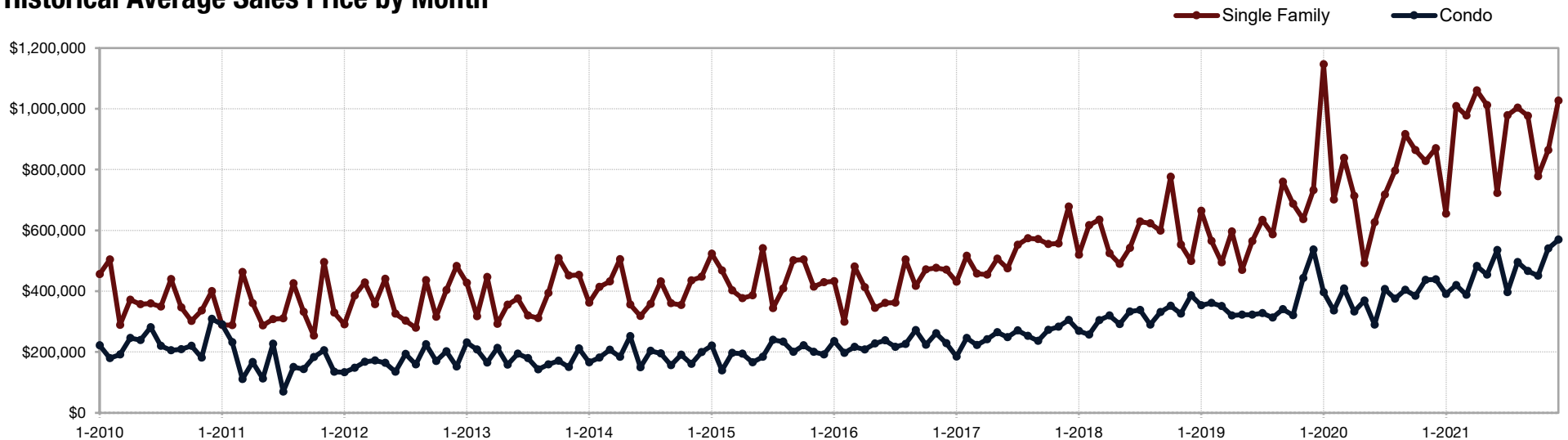


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2021	\$654,957	-42.8%	\$390,200	-1.7%
Feb-2021	\$1,008,521	+43.9%	\$419,429	+24.8%
Mar-2021	\$977,444	+16.6%	\$387,861	-5.0%
Apr-2021	\$1,059,778	+48.6%	\$482,798	+44.9%
May-2021	\$1,011,919	+105.5%	\$454,069	+23.0%
Jun-2021	\$723,024	+15.4%	\$535,125	+84.7%
Jul-2021	\$977,850	+36.2%	\$396,603	-2.5%
Aug-2021	\$1,003,201	+26.1%	\$495,808	+32.2%
Sep-2021	\$976,613	+6.5%	\$466,160	+15.3%
Oct-2021	\$777,397	-10.0%	\$450,757	+17.2%
Nov-2021	\$863,757	+4.4%	\$539,858	+23.6%
Dec-2021	\$1,026,872	+18.1%	\$569,269	+29.8%

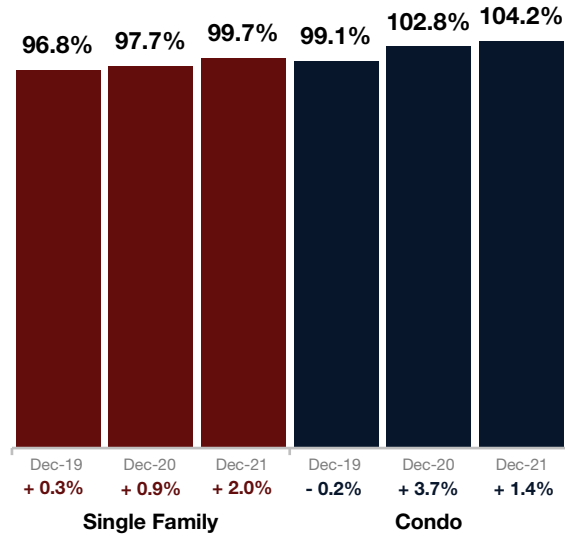
Historical Average Sales Price by Month



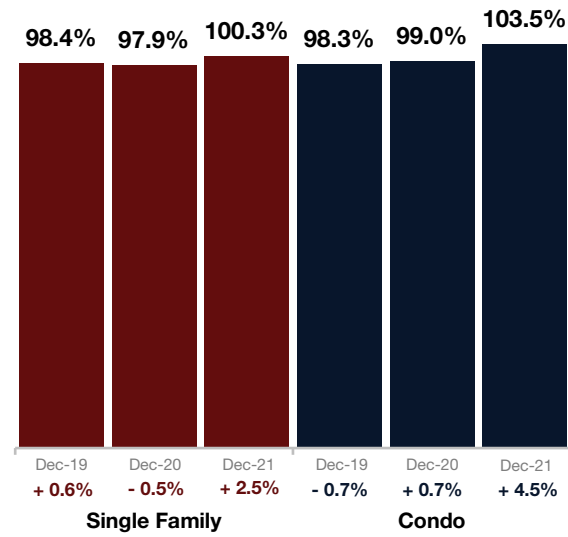
Percent of List Price Received



December

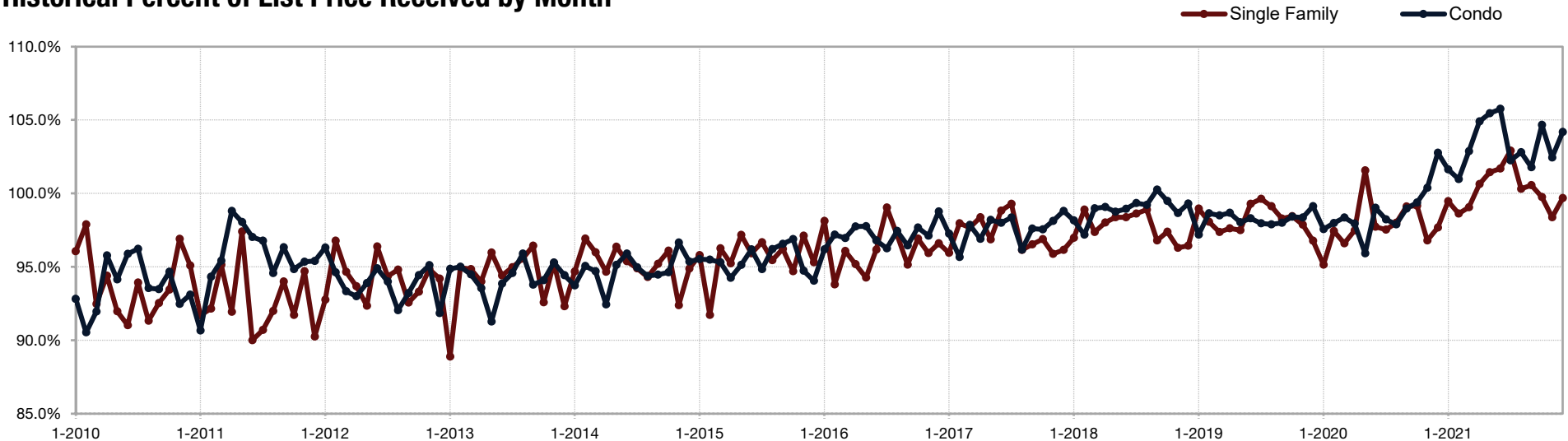


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year		
		Condo	Condo	
Jan-2021	99.5%	+4.6%	101.6%	+4.1%
Feb-2021	98.6%	+1.2%	101.0%	+3.1%
Mar-2021	99.1%	+2.6%	102.9%	+4.6%
Apr-2021	100.6%	+3.2%	104.9%	+7.2%
May-2021	101.4%	-0.2%	105.5%	+10.0%
Jun-2021	101.7%	+4.1%	105.7%	+6.8%
Jul-2021	102.9%	+5.5%	102.2%	+4.1%
Aug-2021	100.3%	+2.3%	102.8%	+5.0%
Sep-2021	100.6%	+1.5%	101.8%	+2.8%
Oct-2021	99.8%	+0.6%	104.7%	+5.3%
Nov-2021	98.4%	+1.7%	102.4%	+2.0%
Dec-2021	99.7%	+2.0%	104.2%	+1.4%

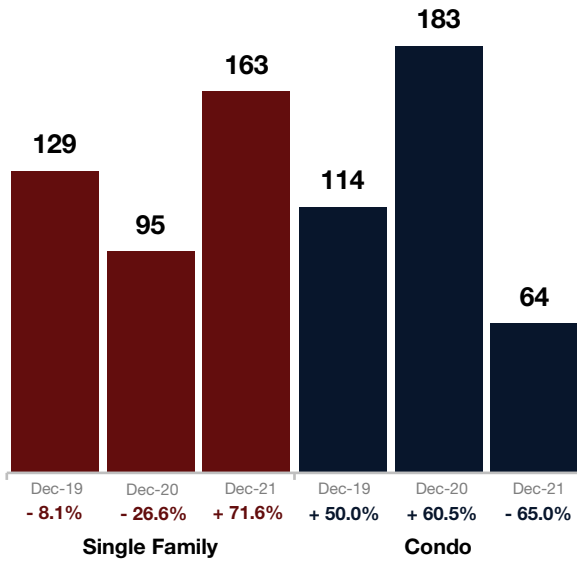
Historical Percent of List Price Received by Month



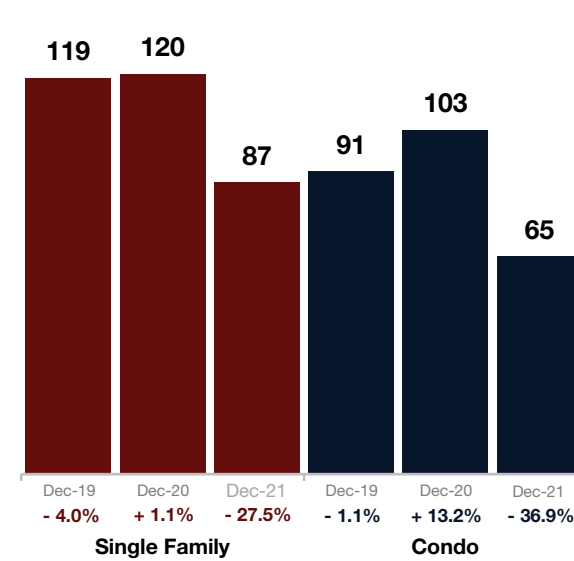
Days on Market Until Sale



December

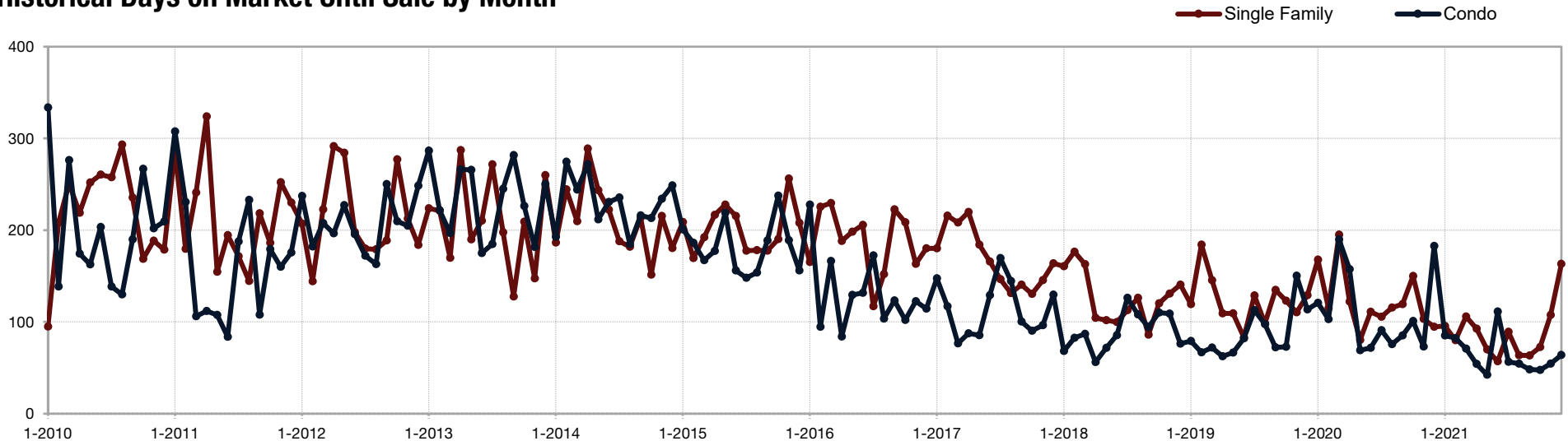


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2021	95	-43.5%	85	-29.8%
Feb-2021	80	-30.4%	82	-20.4%
Mar-2021	106	-45.6%	71	-62.6%
Apr-2021	93	-23.8%	54	-65.6%
May-2021	70	-12.5%	42	-39.1%
Jun-2021	57	-48.6%	111	+54.2%
Jul-2021	89	-15.2%	57	-37.4%
Aug-2021	64	-44.3%	55	-27.6%
Sep-2021	63	-47.1%	48	-43.5%
Oct-2021	72	-52.0%	48	-52.5%
Nov-2021	108	+4.9%	54	-26.0%
Dec-2021	163	+71.6%	64	-65.0%

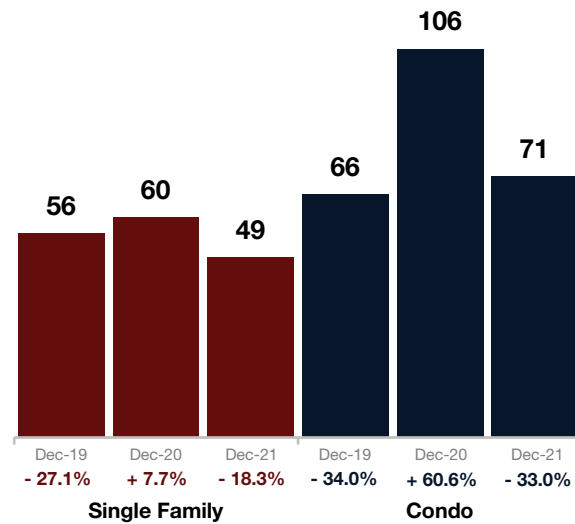
Historical Days on Market Until Sale by Month



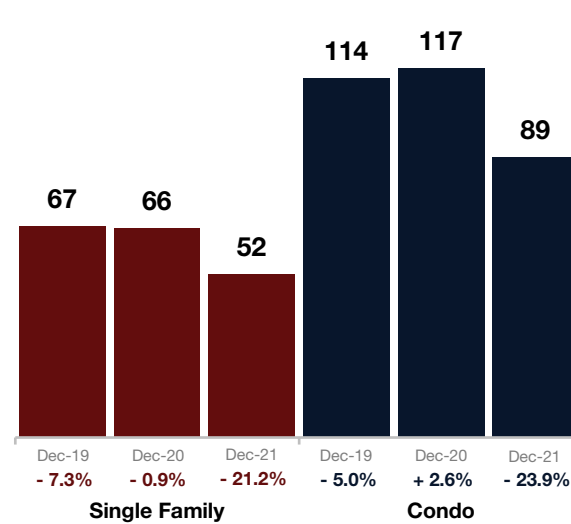
Housing Affordability Index



December

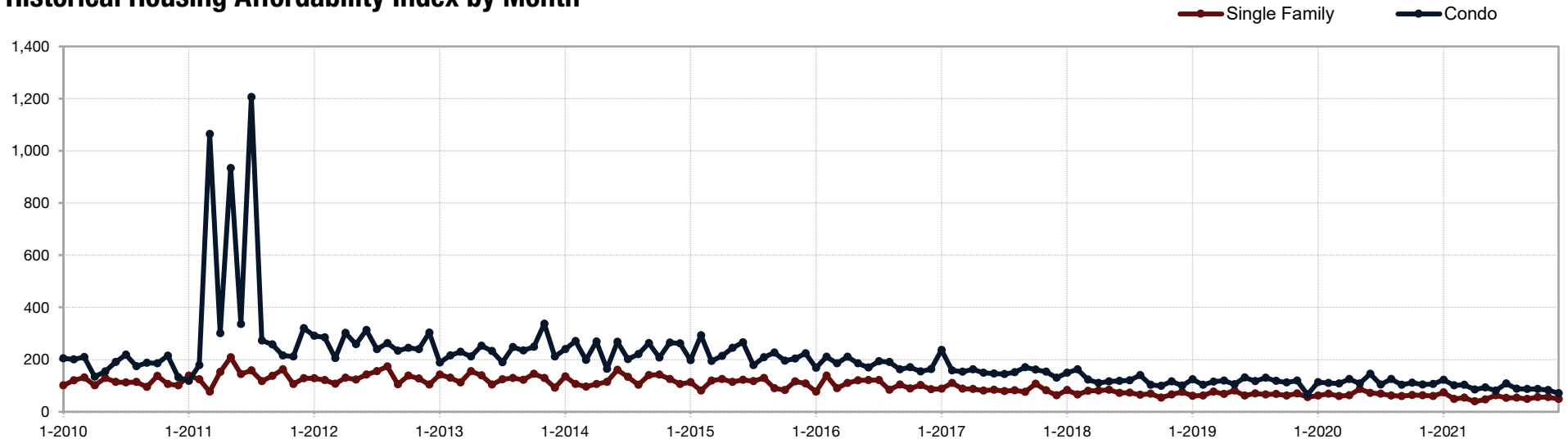


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2021	74	+19.4%	122	+8.0%
Feb-2021	49	-30.0%	102	-7.3%
Mar-2021	54	-10.0%	103	-4.6%
Apr-2021	40	-36.5%	85	-32.0%
May-2021	47	-46.0%	94	-13.0%
Jun-2021	64	-11.1%	81	-44.1%
Jul-2021	53	-23.2%	108	+2.9%
Aug-2021	54	-12.9%	88	-29.6%
Sep-2021	49	-19.7%	88	-14.6%
Oct-2021	56	-12.5%	87	-21.6%
Nov-2021	56	-11.1%	83	-20.2%
Dec-2021	49	-18.3%	71	-33.0%

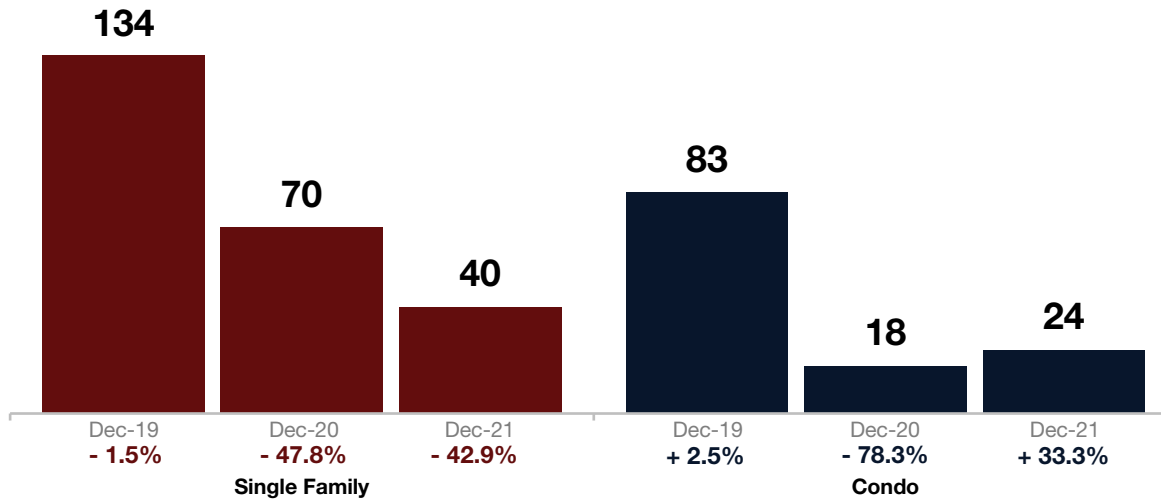
Historical Housing Affordability Index by Month



Inventory of Active Listings

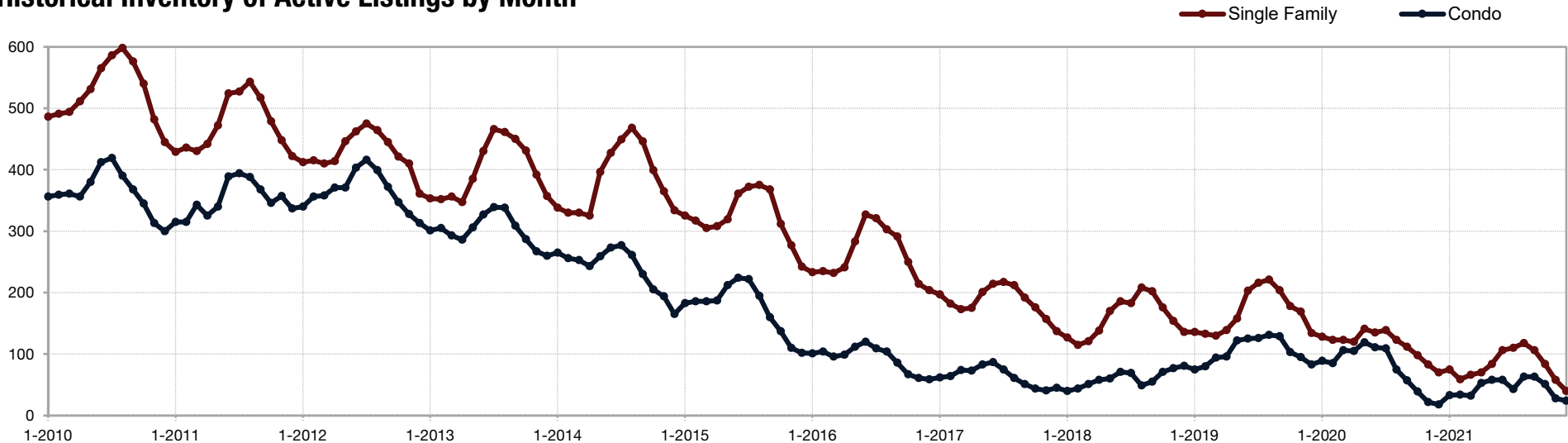


December



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2021	75	-41.4%	33	-62.9%
Feb-2021	59	-52.0%	34	-60.0%
Mar-2021	66	-46.3%	32	-69.8%
Apr-2021	70	-41.7%	53	-49.5%
May-2021	84	-40.4%	58	-51.3%
Jun-2021	106	-21.5%	58	-47.7%
Jul-2021	110	-20.9%	43	-60.6%
Aug-2021	118	-4.1%	63	-16.0%
Sep-2021	106	-5.4%	63	+10.5%
Oct-2021	84	-14.3%	51	+30.8%
Nov-2021	58	-30.1%	28	+27.3%
Dec-2021	40	-42.9%	24	+33.3%

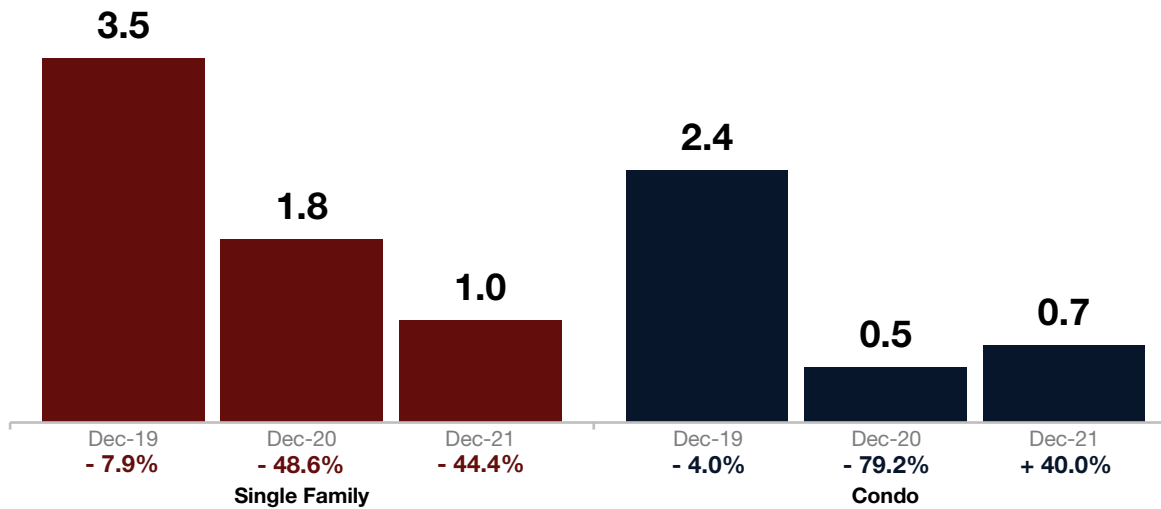
Historical Inventory of Active Listings by Month



Months Supply of Inventory

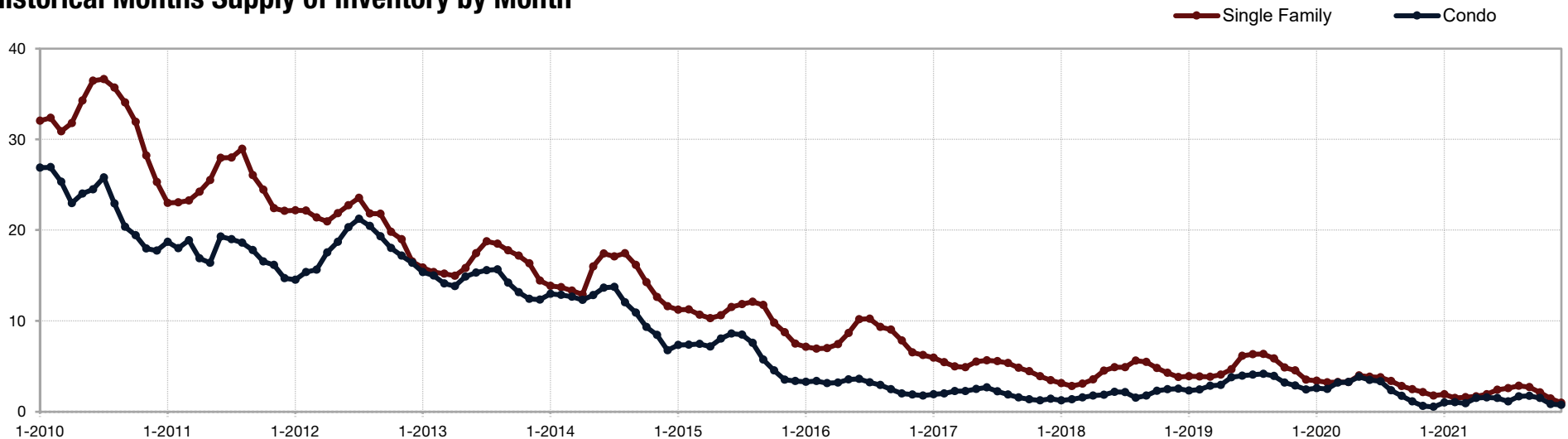


December



Months Supply of Inventory	Single Family	Percent Change from Previous Year		
		Single Family	Condo	
Jan-2021	1.9	-44.1%	1.0	-61.5%
Feb-2021	1.5	-53.1%	1.0	-60.0%
Mar-2021	1.6	-51.5%	0.9	-71.9%
Apr-2021	1.7	-48.5%	1.5	-54.5%
May-2021	1.9	-52.5%	1.6	-57.9%
Jun-2021	2.4	-36.8%	1.5	-57.1%
Jul-2021	2.6	-31.6%	1.1	-66.7%
Aug-2021	2.8	-17.6%	1.7	-26.1%
Sep-2021	2.7	-3.6%	1.8	+5.9%
Oct-2021	2.1	-16.0%	1.5	+36.4%
Nov-2021	1.4	-33.3%	0.8	+33.3%
Dec-2021	1.0	-44.4%	0.7	+40.0%

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.



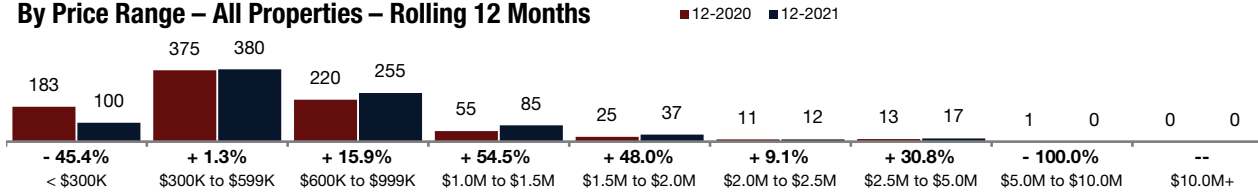
Key Metrics	Historical Sparkbars	12-2020	12-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		38	29	- 23.7%	993	1,085	+ 9.3%
Pending Sales		40	43	+ 7.5%	907	966	+ 6.5%
Sold Listings		75	70	- 6.7%	883	886	+ 0.3%
Median Sales Price		\$558,807	\$685,000	+ 22.6%	\$485,500	\$560,000	+ 15.3%
Avg. Sales Price		\$674,087	\$851,991	+ 26.4%	\$609,777	\$717,778	+ 17.7%
Pct. of List Price Received		100.0%	100.9%	+ 0.9%	98.5%	101.7%	+ 3.2%
Days on Market		133	127	- 4.5%	112	78	- 30.4%
Affordability Index		75	57	- 24.0%	86	70	- 18.6%
Active Listings		90	65	- 27.8%	--	--	--
Months Supply		1.2	0.9	- 25.0%	--	--	--

Sold Listings

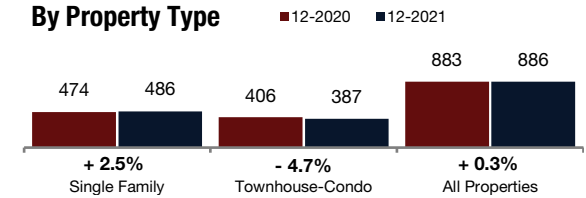
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

Compared to Prior Month

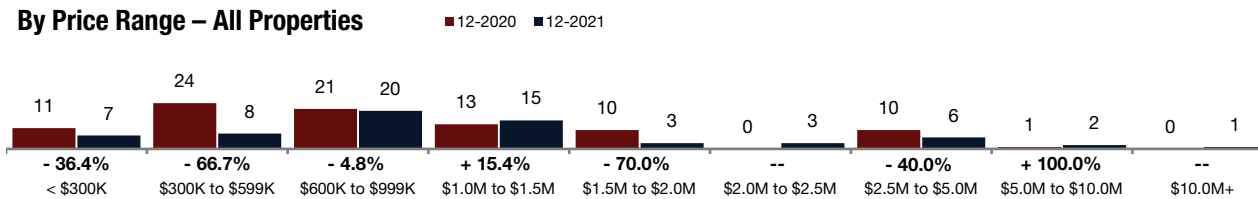
Year to Date

By Price Range	Single Family			Townhouse-Condo			Single Family			Townhouse-Condo			Single Family			Townhouse-Condo		
	12-2020	12-2021	Change	12-2020	12-2021	Change	11-2021	12-2021	Change	11-2021	12-2021	Change	12-2020	12-2021	Change	12-2020	12-2021	Change
\$299,999 and Below	31	17	-45.2%	149	76	-49.0%	0	0	--	1	2	+100.0%	31	17	-45.2%	149	76	-49.0%
\$300,000 to \$599,999	182	151	-17.0%	193	224	+16.1%	15	10	-33.3%	22	13	-40.9%	182	151	-17.0%	193	224	+16.1%
\$600,000 to \$999,999	159	175	+10.1%	61	79	+29.5%	15	19	+26.7%	13	5	-61.5%	159	175	+10.1%	61	79	+29.5%
\$1,000,000 to \$1,499,999	53	77	+45.3%	2	8	+300.0%	7	9	+28.6%	0	1	--	53	77	+45.3%	2	8	+300.0%
\$1,500,00 to \$1,999,999	24	37	+54.2%	1	0	-100.0%	3	3	0.0%	0	0	--	24	37	+54.2%	1	0	-100.0%
\$2,000,000 to \$2,499,999	11	12	+9.1%	0	0	--	1	2	+100.0%	0	0	--	11	12	+9.1%	0	0	--
\$2,500,000 to \$4,999,999	13	17	+30.8%	0	0	--	0	2	--	0	0	--	13	17	+30.8%	0	0	--
\$5,000,000 to \$9,999,999	1	0	-100.0%	0	0	--	0	0	--	0	0	--	1	0	-100.0%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
All Price Ranges	474	486	+2.5%	406	387	-4.7%	41	45	+9.8%	36	21	-41.7%	474	486	+2.5%	406	387	-4.7%

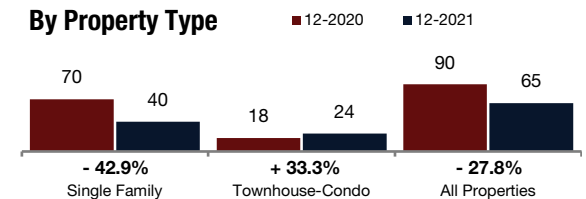
Inventory of Active Listings

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

Compared to Prior Month

Year to Date

By Price Range	Single Family			Townhouse-Condo			Single Family			Townhouse-Condo			Single Family			Townhouse-Condo		
	12-2020	12-2021	Change	12-2020	12-2021	Change	11-2021	12-2021	Change	11-2021	12-2021	Change	12-2020	12-2021	Change	12-2020	12-2021	Change
\$299,999 and Below	6	5	-16.7%	4	1	-75.0%	5	5	0.0%	1	1	0.0%	6	5	-16.7%	4	1	-75.0%
\$300,000 to \$599,999	17	4	-76.5%	6	4	-33.3%	12	4	-66.7%	6	4	-33.3%	17	4	-76.5%	6	4	-33.3%
\$600,000 to \$999,999	13	4	-69.2%	8	16	+100.0%	10	4	-60.0%	18	16	-11.1%	13	4	-69.2%	8	16	+100.0%
\$1,000,000 to \$1,499,999	13	12	-7.7%	0	3	--	12	12	0.0%	3	3	0.0%	13	12	-7.7%	0	3	--
\$1,500,00 to \$1,999,999	10	3	-70.0%	0	0	--	4	3	-25.0%	0	0	--	10	3	-70.0%	0	0	--
\$2,000,000 to \$2,499,999	0	3	--	0	0	--	3	3	0.0%	0	0	--	0	3	--	0	0	--
\$2,500,000 to \$4,999,999	10	6	-40.0%	0	0	--	9	6	-33.3%	0	0	--	10	6	-40.0%	0	0	--
\$5,000,000 to \$9,999,999	1	2	+100.0%	0	0	--	2	2	0.0%	0	0	--	1	2	+100.0%	0	0	--
\$10,000,000 and Above	0	1	--	0	0	--	1	1	0.0%	0	0	--	0	1	--	0	0	--
All Price Ranges	70	40	-42.9%	18	24	+33.3%	58	40	-31.0%	28	24	-14.3%						

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	Townhouse-Condo
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.