

Monthly Indicators



December 2020

Percent changes calculated using year-over-year comparisons.

New Listings increased 150.0 percent for single-family homes but decreased 66.7 percent for townhouse-condo properties. Pending Sales increased 8.0 percent for detached homes but decreased 60.0 percent for attached properties. Inventory decreased 58.5 percent for detached homes and 81.9 percent for attached properties.

The Median Sales Price was up 2.9 percent to \$700,000 for detached homes but decreased 31.1 percent to \$395,950 for attached properties. Days on Market decreased 25.2 percent for detached homes but increased 60.5 percent for attached properties.

With low mortgage rates and strong buyer demand in most market segments, the housing market of early 2021 looks to continue the trends we saw in the second half of 2020. Low inventory and multiple offers on in-demand properties and market segments are likely to remain common while the market waits and hopes for a boost in new construction and a surge in home sellers to help provide more balance to the market.

Activity Snapshot

- 8.5%

One-Year Change in
Sold Listings
All Properties

- 6.8%

One-Year Change in
Median Sales Price
All Properties

- 67.4%

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.

Single Family Market Overview	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	12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		10	25	+ 150.0%	586	564	- 3.8%
Pending Sales		25	27	+ 8.0%	432	507	+ 17.4%
Sold Listings		33	41	+ 24.2%	465	476	+ 2.4%
Median Sales Price		\$680,000	\$700,000	+ 2.9%	\$565,000	\$630,000	+ 11.5%
Avg. Sales Price		\$718,168	\$869,456	+ 21.1%	\$617,798	\$798,809	+ 29.3%
Pct. of List Price Received		96.8%	97.7%	+ 0.9%	98.3%	98.0%	- 0.3%
Days on Market		127	95	- 25.2%	118	120	+ 1.7%
Affordability Index		56	60	+ 7.1%	67	67	0.0%
Active Listings		135	56	- 58.5%	--	--	--
Months Supply		3.5	1.4	- 60.0%	--	--	--

Townhouse-Condo Market Overview

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

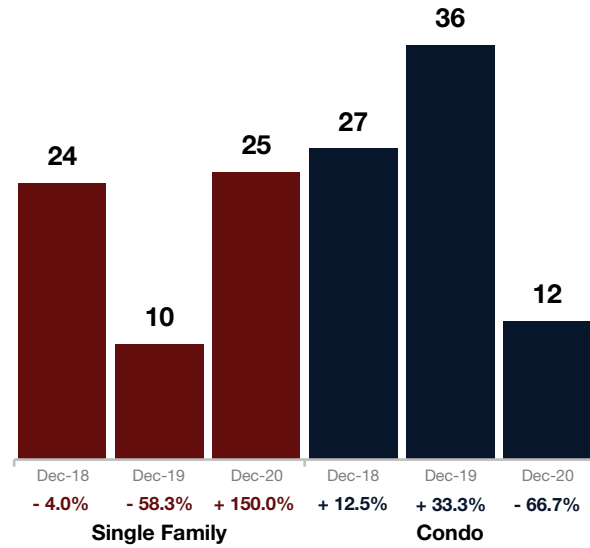


Key Metrics	Historical Sparkbars	12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		36	12	- 66.7%	511	417	- 18.4%
Pending Sales		35	14	- 60.0%	425	402	- 5.4%
Sold Listings		49	34	- 30.6%	409	406	- 0.7%
Median Sales Price		\$575,000	\$395,950	- 31.1%	\$335,000	\$359,500	+ 7.3%
Avg. Sales Price		\$536,427	\$438,494	- 18.3%	\$368,175	\$388,084	+ 5.4%
Pct. of List Price Received		99.1%	102.8%	+ 3.7%	98.3%	99.0%	+ 0.7%
Days on Market		114	183	+ 60.5%	91	103	+ 13.2%
Affordability Index		66	106	+ 60.6%	114	117	+ 2.6%
Active Listings		83	15	- 81.9%	--	--	--
Months Supply		2.4	0.4	- 83.3%	--	--	--

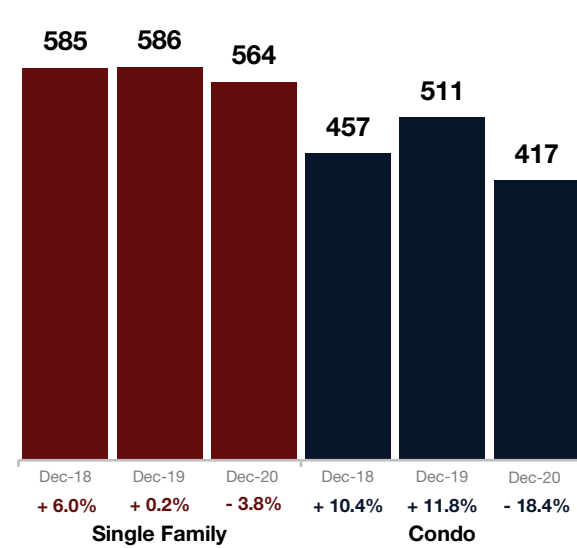
New Listings



December

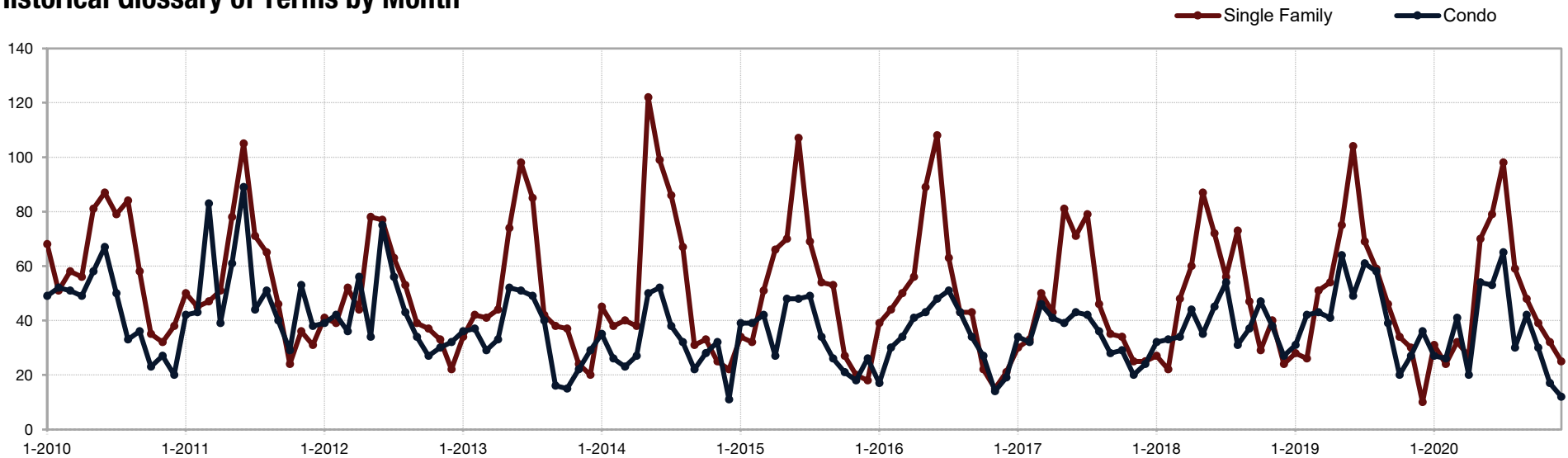


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2020	31	+10.7%	27	-12.9%
Feb-2020	24	-7.7%	26	-38.1%
Mar-2020	32	-37.3%	41	-4.7%
Apr-2020	27	-50.0%	20	-51.2%
May-2020	70	-6.7%	54	-15.6%
Jun-2020	79	-24.0%	53	+8.2%
Jul-2020	98	+42.0%	65	+6.6%
Aug-2020	59	0.0%	30	-48.3%
Sep-2020	48	+4.3%	42	+7.7%
Oct-2020	39	+14.7%	30	+50.0%
Nov-2020	32	+6.7%	17	-37.0%
Dec-2020	25	+150.0%	12	-66.7%

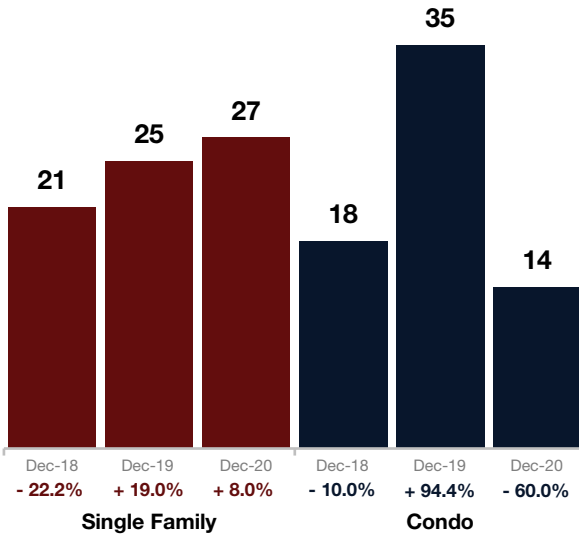
Historical Glossary of Terms by Month



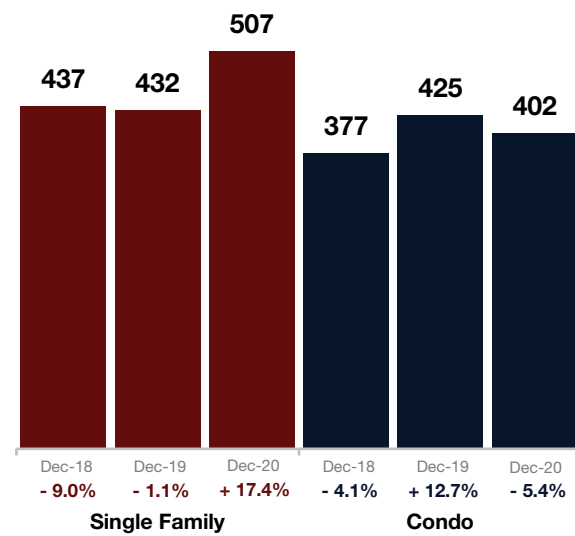
Pending Sales



December

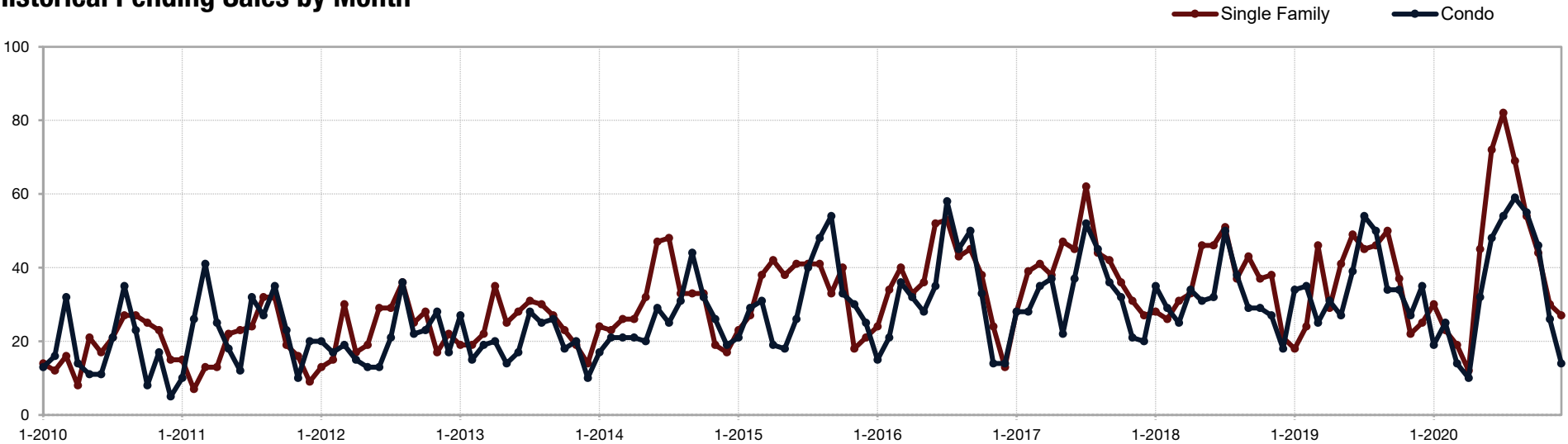


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2020	30	+66.7%	19	-44.1%
Feb-2020	23	-4.2%	25	-28.6%
Mar-2020	19	-58.7%	14	-44.0%
Apr-2020	12	-58.6%	10	-67.7%
May-2020	45	+9.8%	32	+18.5%
Jun-2020	72	+46.9%	48	+23.1%
Jul-2020	82	+82.2%	54	0.0%
Aug-2020	69	+50.0%	59	+18.0%
Sep-2020	54	+8.0%	55	+61.8%
Oct-2020	44	+18.9%	46	+35.3%
Nov-2020	30	+36.4%	26	-3.7%
Dec-2020	27	+8.0%	14	-60.0%

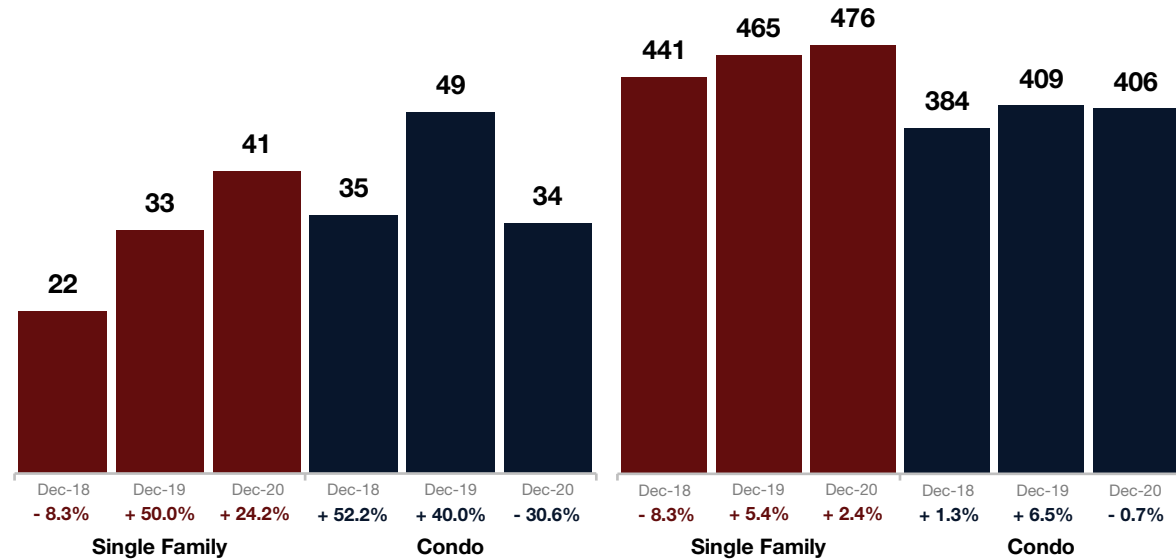
Historical Pending Sales by Month



Sold Listings

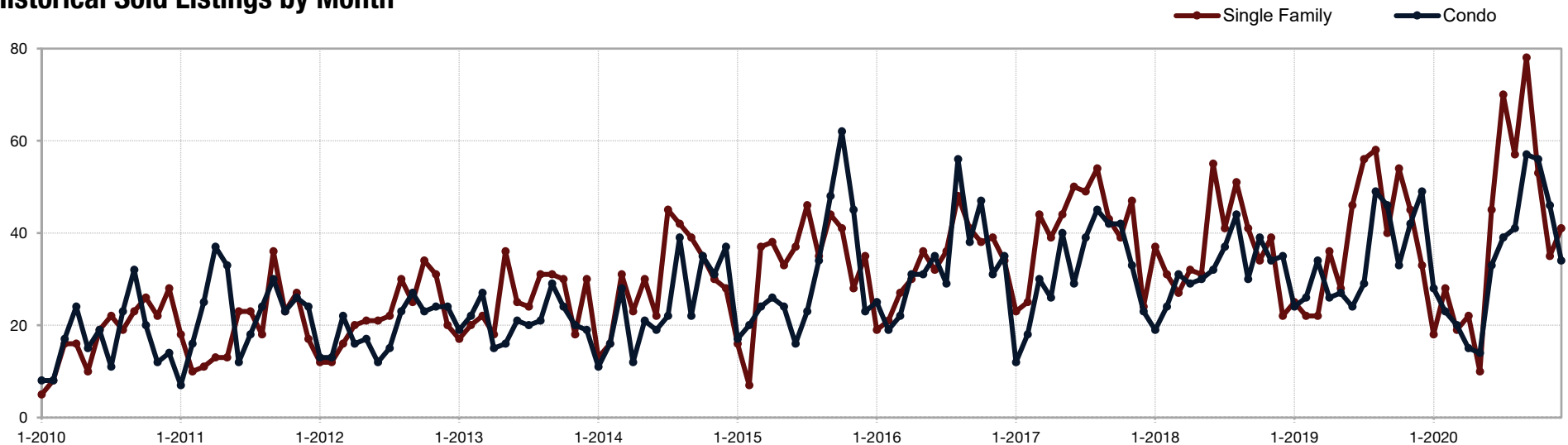


December



Sold Listings	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2020	18	-28.0%	28	+16.7%
Feb-2020	28	+27.3%	23	-11.5%
Mar-2020	19	-13.6%	20	-41.2%
Apr-2020	22	-38.9%	15	-42.3%
May-2020	10	-64.3%	14	-48.1%
Jun-2020	45	-2.2%	33	+37.5%
Jul-2020	70	+25.0%	39	+34.5%
Aug-2020	57	-1.7%	41	-16.3%
Sep-2020	78	+95.0%	57	+23.9%
Oct-2020	53	-1.9%	56	+69.7%
Nov-2020	35	-22.2%	46	+9.5%
Dec-2020	41	+24.2%	34	-30.6%

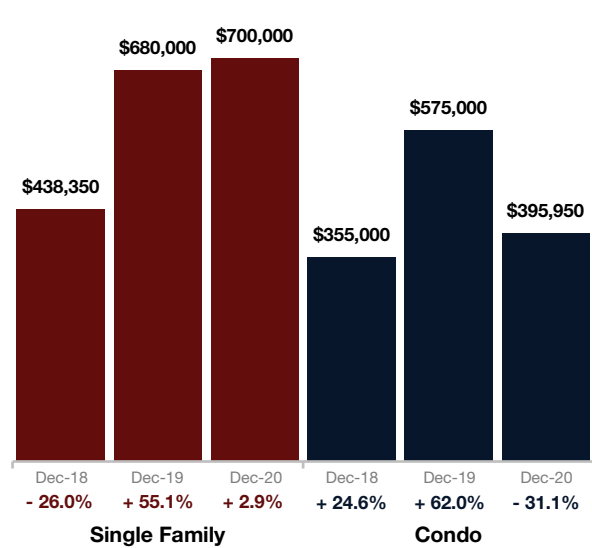
Historical Sold Listings by Month



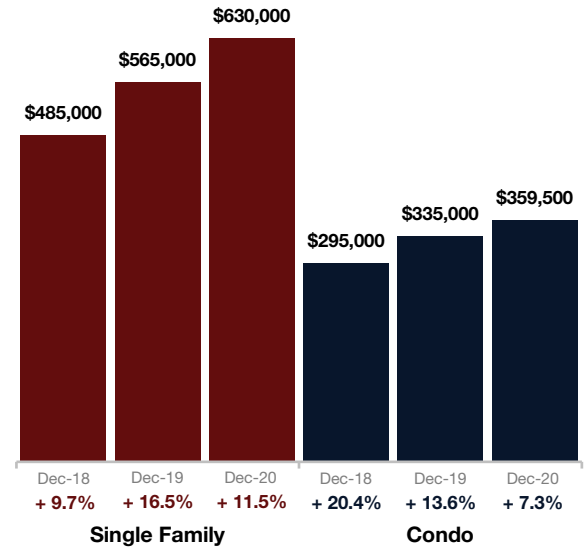
Median Sales Price



December

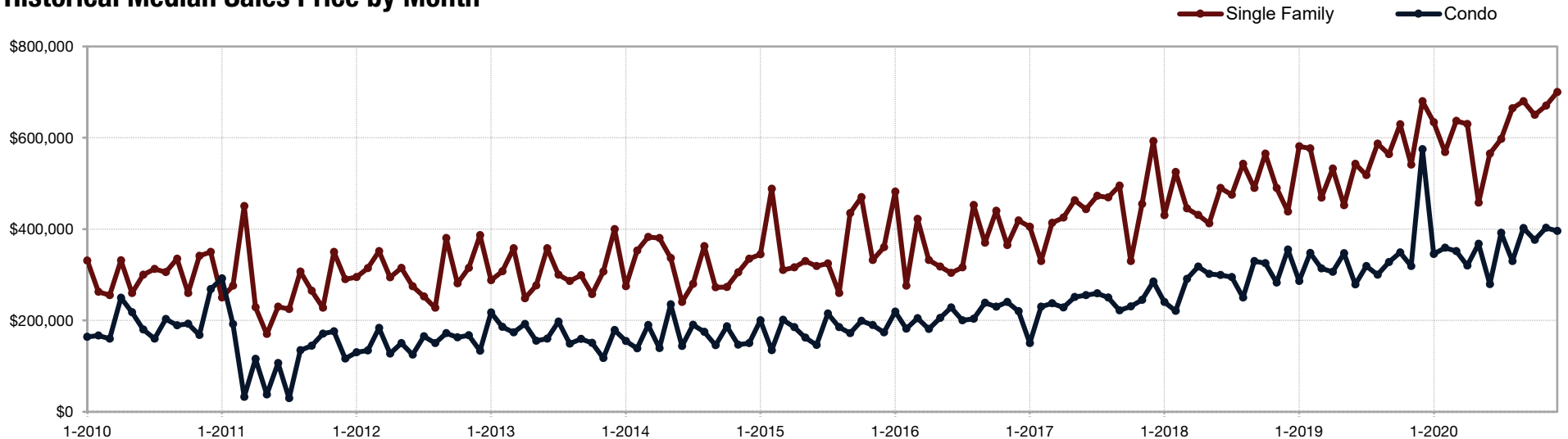


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Percent Change from Previous Year	
			Condo	Condo
Jan-2020	\$633,750	+9.0%	\$345,000	+20.6%
Feb-2020	\$568,300	-1.4%	\$359,000	+3.3%
Mar-2020	\$636,790	+35.8%	\$351,500	+12.0%
Apr-2020	\$630,000	+18.3%	\$320,000	+4.4%
May-2020	\$457,500	+1.2%	\$367,500	+5.9%
Jun-2020	\$565,000	+4.1%	\$279,000	+0.1%
Jul-2020	\$597,125	+15.2%	\$392,000	+22.9%
Aug-2020	\$664,500	+13.2%	\$330,000	+10.0%
Sep-2020	\$680,000	+20.7%	\$402,000	+22.7%
Oct-2020	\$650,000	+3.3%	\$376,000	+7.9%
Nov-2020	\$670,000	+23.8%	\$402,500	+26.2%
Dec-2020	\$700,000	+2.9%	\$395,950	-31.1%

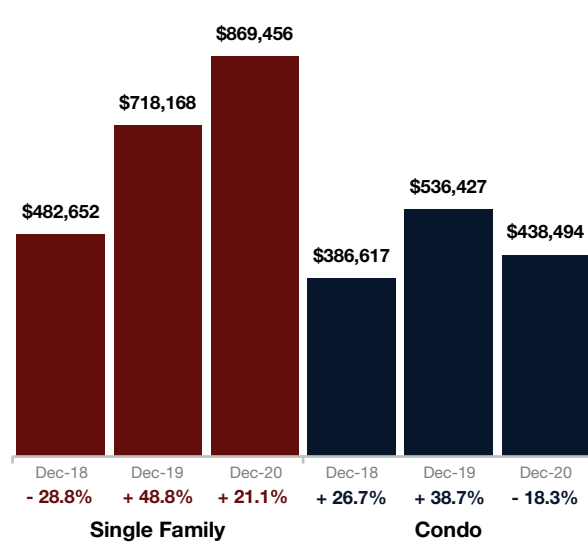
Historical Median Sales Price by Month



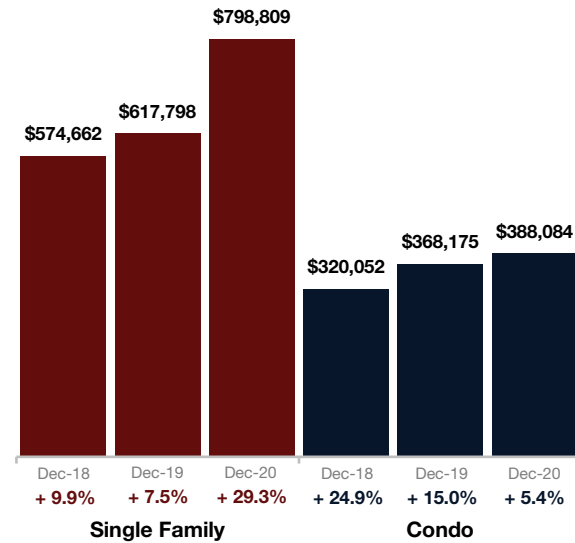
Average Sales Price



December

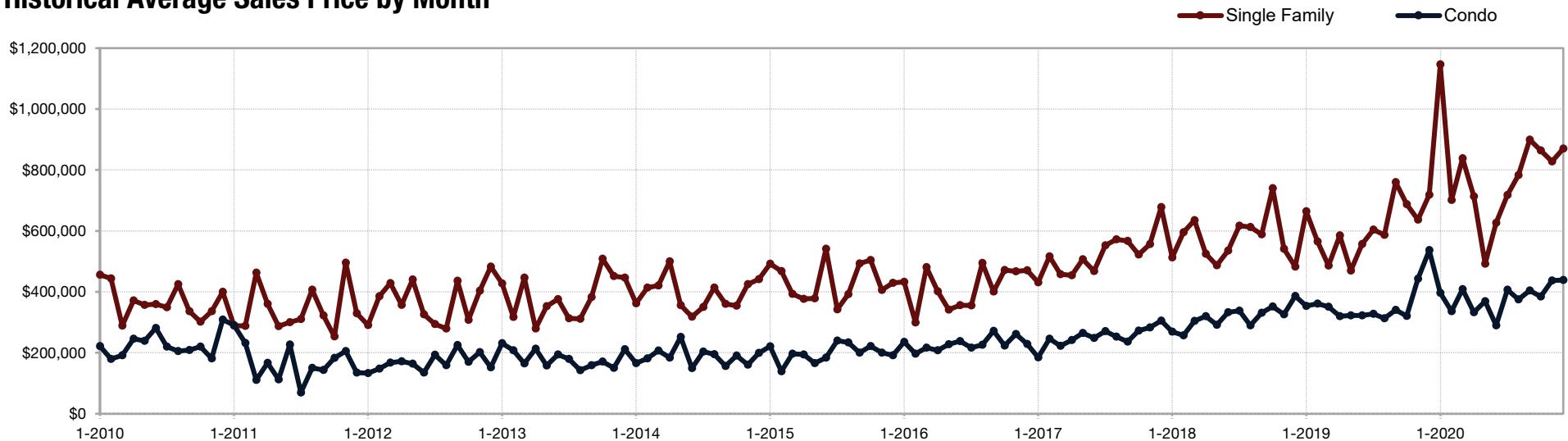


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2020	\$1,145,981	+72.5%	\$396,884	+12.2%
Feb-2020	\$700,911	+24.1%	\$336,122	-6.9%
Mar-2020	\$838,211	+72.3%	\$408,407	+16.4%
Apr-2020	\$713,258	+21.9%	\$333,193	+4.0%
May-2020	\$492,408	+4.9%	\$369,064	+14.3%
Jun-2020	\$626,450	+12.5%	\$289,737	-10.3%
Jul-2020	\$717,812	+18.8%	\$406,812	+24.1%
Aug-2020	\$782,717	+33.5%	\$375,072	+19.9%
Sep-2020	\$898,683	+18.3%	\$404,445	+18.9%
Oct-2020	\$863,675	+25.6%	\$384,489	+19.9%
Nov-2020	\$827,603	+30.0%	\$436,671	-1.5%
Dec-2020	\$869,456	+21.1%	\$438,494	-18.3%

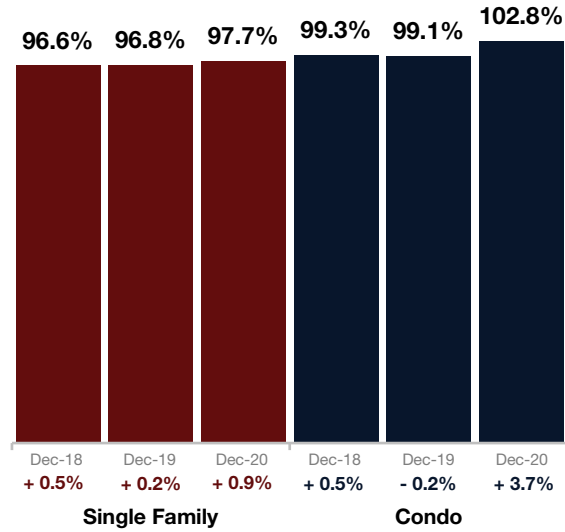
Historical Average Sales Price by Month



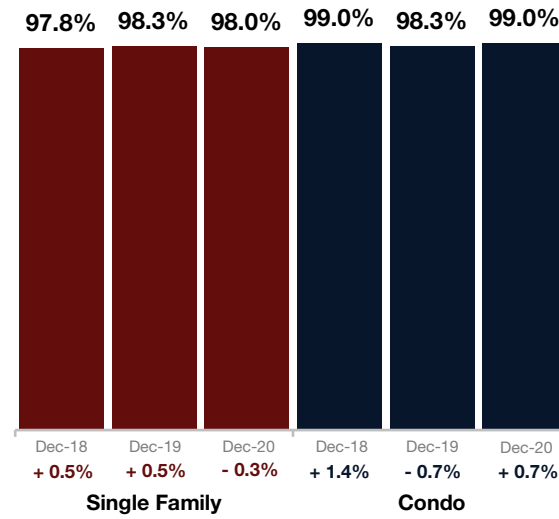
Percent of List Price Received



December

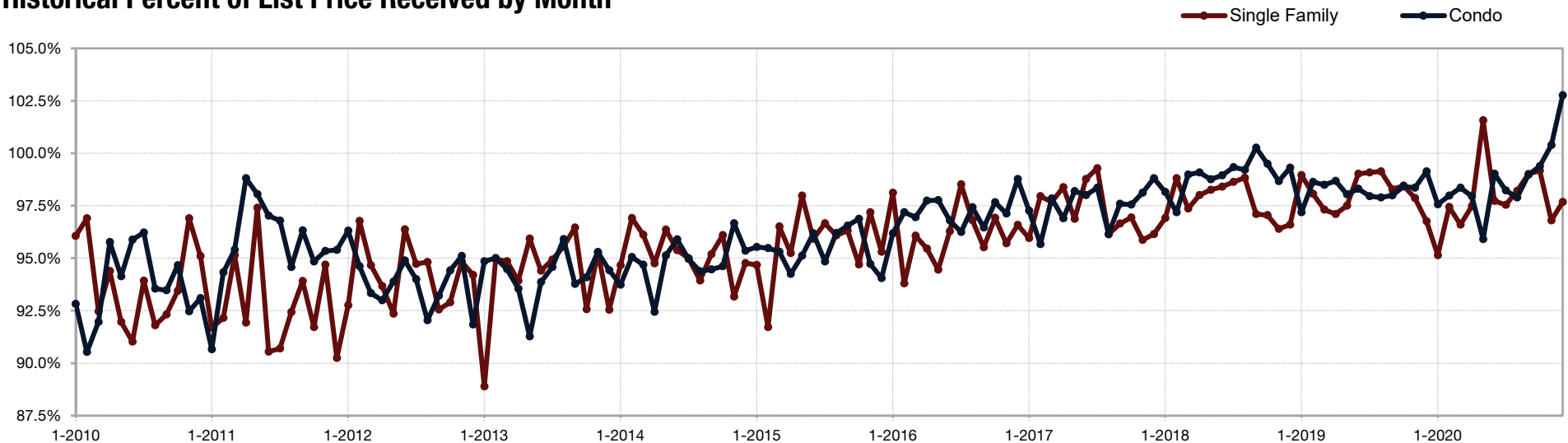


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2020	95.1%	-3.9%	97.6%	+0.4%
Feb-2020	97.4%	-0.7%	98.0%	-0.6%
Mar-2020	96.6%	-0.7%	98.4%	-0.1%
Apr-2020	97.5%	+0.4%	97.9%	-0.8%
May-2020	101.6%	+4.2%	95.9%	-2.1%
Jun-2020	97.7%	-1.3%	99.0%	+0.7%
Jul-2020	97.5%	-1.6%	98.2%	+0.2%
Aug-2020	98.2%	-0.9%	97.9%	0.0%
Sep-2020	99.0%	+0.7%	99.0%	+1.0%
Oct-2020	99.2%	+0.8%	99.4%	+1.0%
Nov-2020	96.8%	-1.1%	100.4%	+2.0%
Dec-2020	97.7%	+0.9%	102.8%	+3.7%

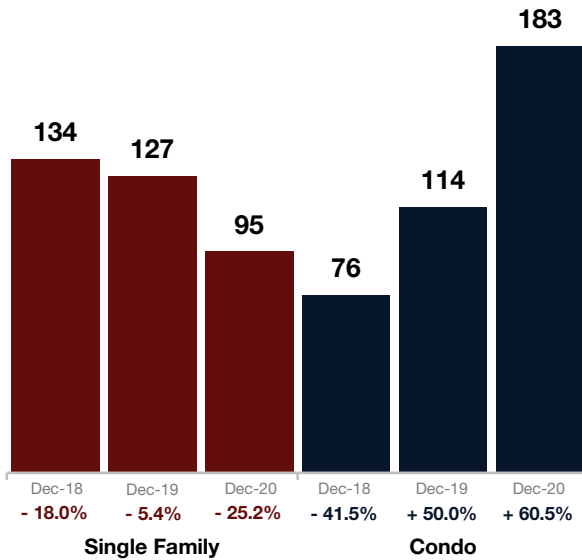
Historical Percent of List Price Received by Month



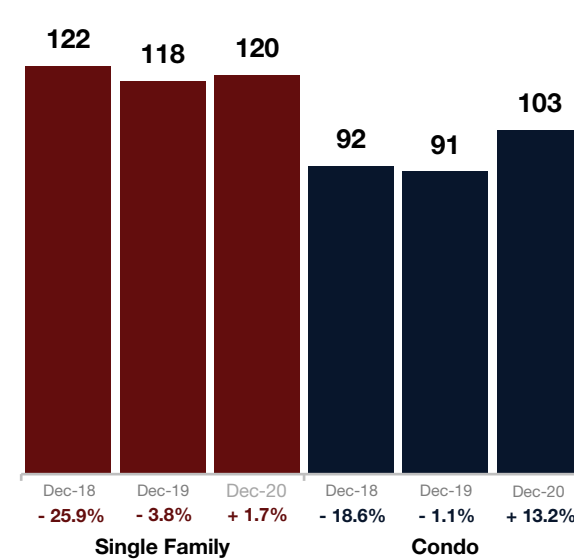
Days on Market Until Sale



December

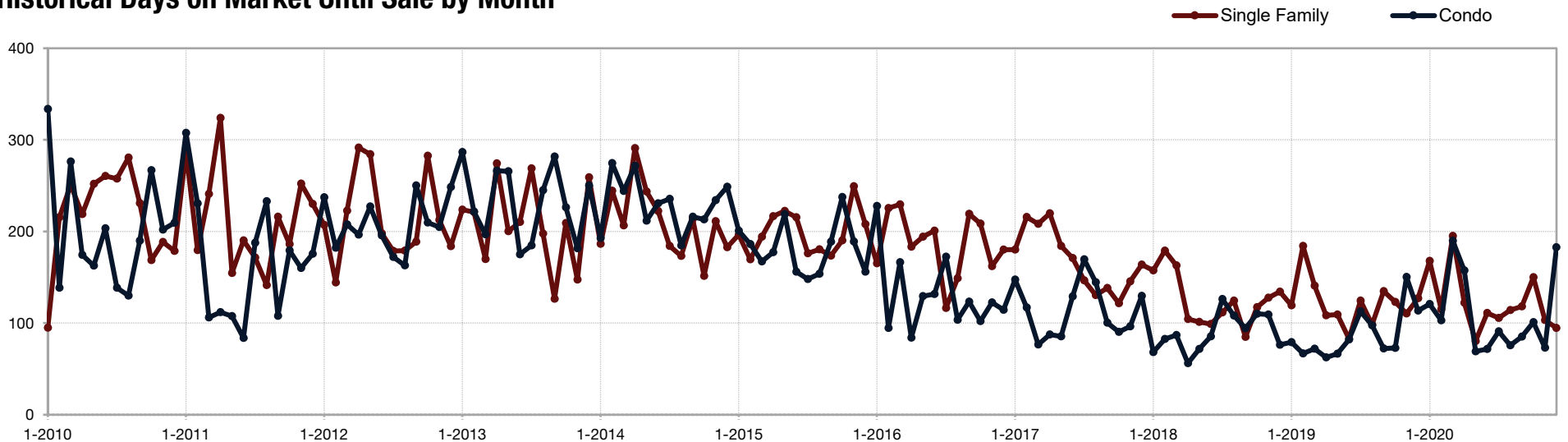


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2020	168	+41.2%	121	+53.2%
Feb-2020	115	-37.5%	103	+53.7%
Mar-2020	195	+38.3%	190	+163.9%
Apr-2020	122	+13.0%	157	+149.2%
May-2020	80	-26.6%	69	+3.0%
Jun-2020	111	+33.7%	72	-12.2%
Jul-2020	105	-16.0%	91	-19.5%
Aug-2020	114	+16.3%	76	-21.6%
Sep-2020	118	-12.6%	85	+18.1%
Oct-2020	150	+22.0%	101	+38.4%
Nov-2020	103	-6.4%	73	-51.3%
Dec-2020	95	-25.2%	183	+60.5%

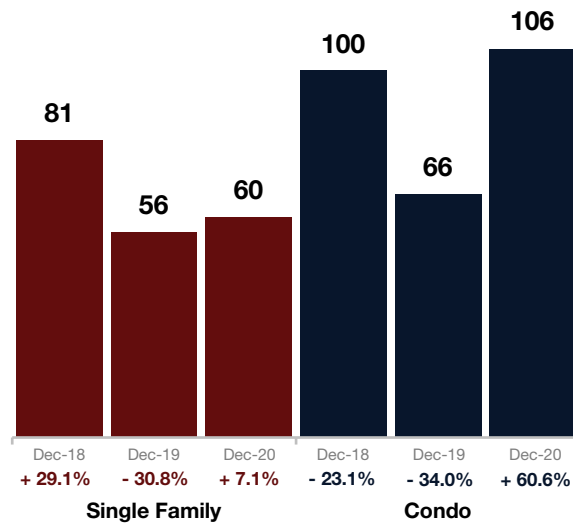
Historical Days on Market Until Sale by Month



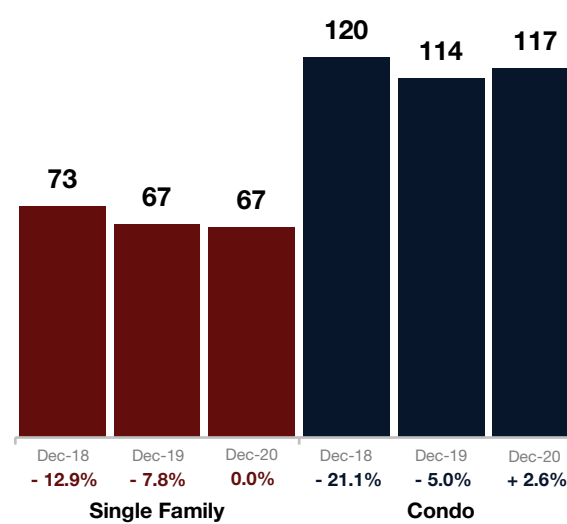
Housing Affordability Index



December

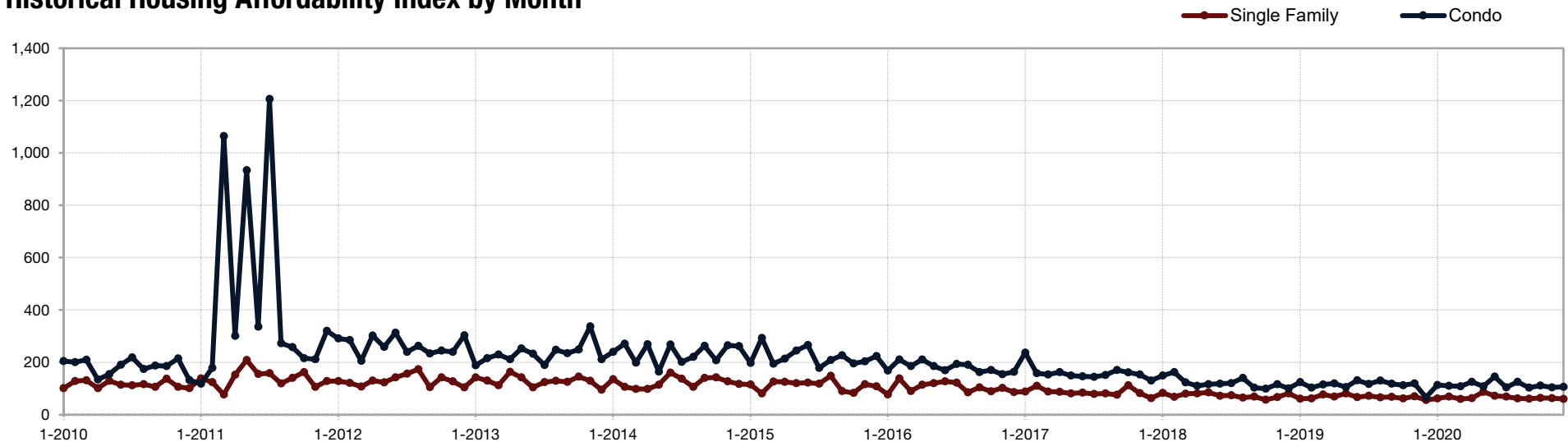


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2020	62	+1.6%	113	-8.9%
Feb-2020	70	+11.1%	110	+5.8%
Mar-2020	60	-22.1%	108	-6.9%
Apr-2020	63	-8.7%	125	+5.0%
May-2020	87	+7.4%	108	+2.9%
Jun-2020	72	+7.5%	145	+10.7%
Jul-2020	69	-4.2%	105	-10.3%
Aug-2020	62	-7.5%	125	-3.8%
Sep-2020	61	-10.3%	103	-12.7%
Oct-2020	64	+3.2%	111	-0.9%
Nov-2020	63	-10.0%	104	-13.3%
Dec-2020	60	+7.1%	106	+60.6%

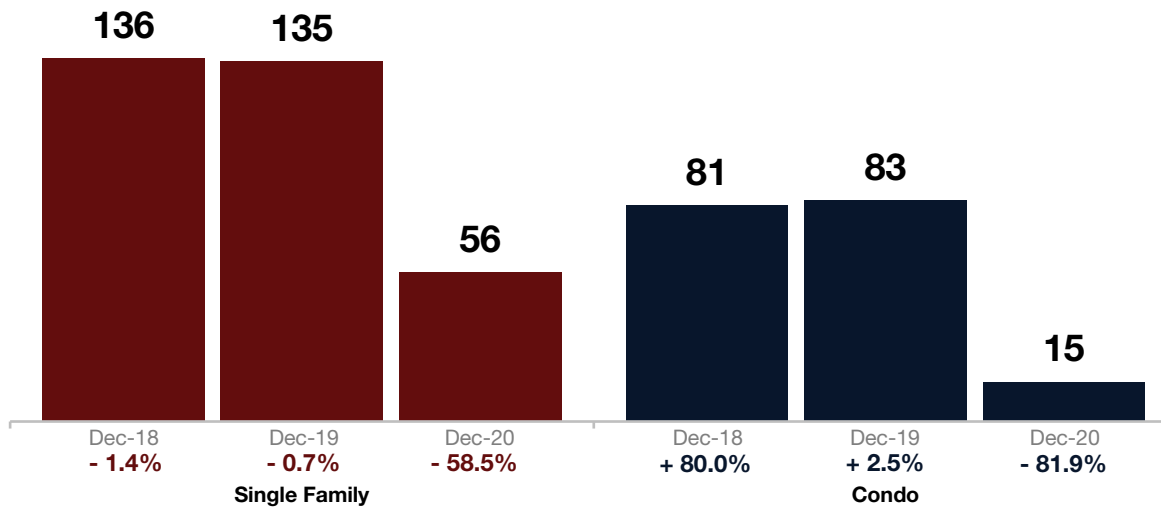
Historical Housing Affordability Index by Month



Inventory of Active Listings

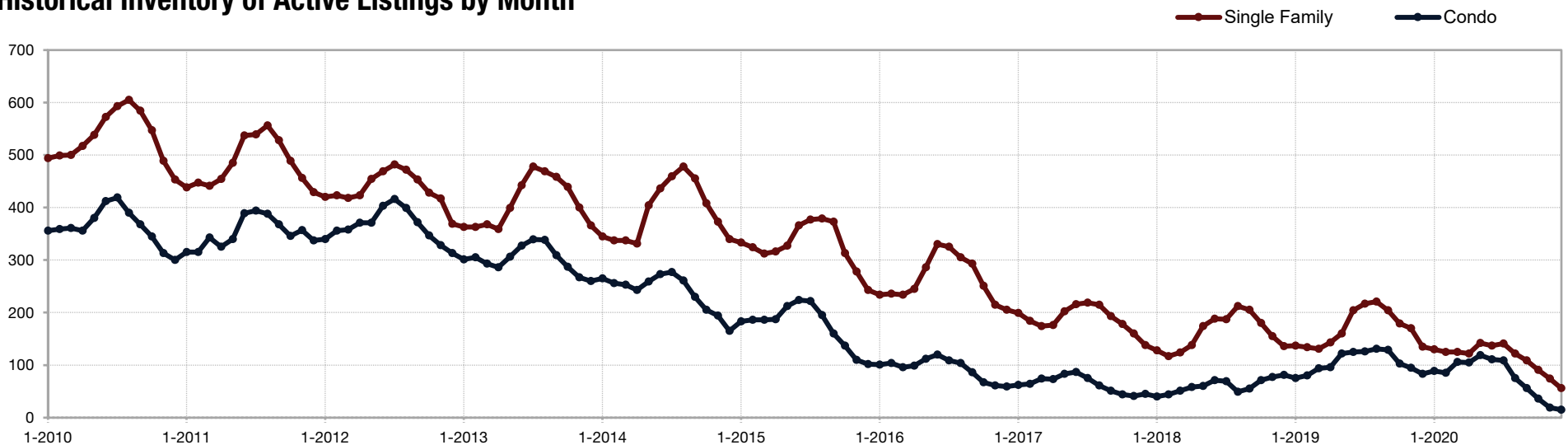


December



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2020	130	-5.1%	89	+18.7%
Feb-2020	125	-6.7%	85	+6.3%
Mar-2020	125	-4.6%	106	+12.8%
Apr-2020	122	-14.7%	105	+9.4%
May-2020	142	-11.3%	119	-2.5%
Jun-2020	137	-32.8%	111	-11.2%
Jul-2020	141	-35.0%	109	-13.5%
Aug-2020	122	-44.8%	75	-42.7%
Sep-2020	109	-46.6%	56	-56.6%
Oct-2020	91	-49.2%	36	-65.0%
Nov-2020	74	-56.5%	19	-80.0%
Dec-2020	56	-58.5%	15	-81.9%

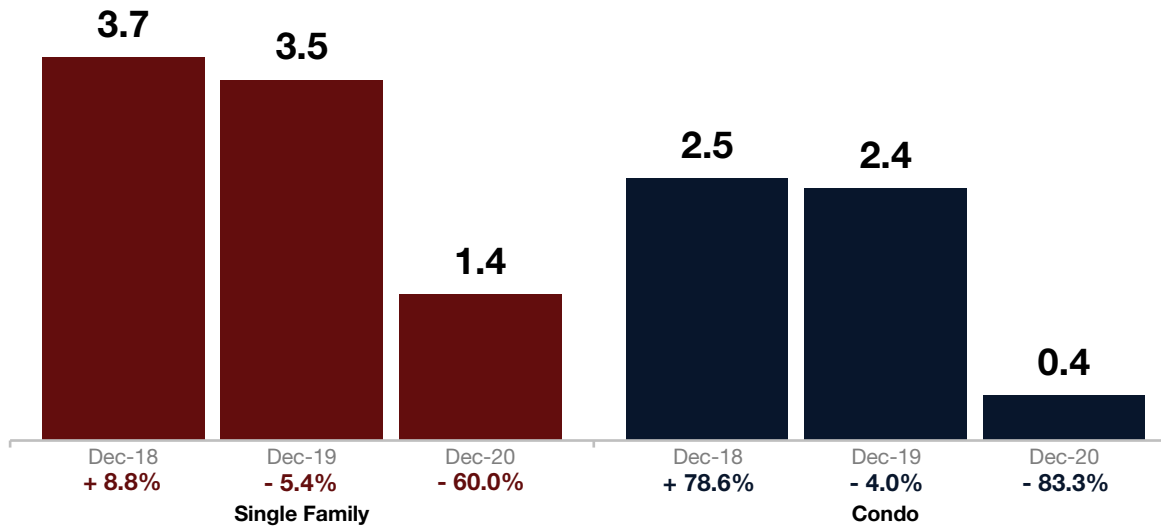
Historical Inventory of Active Listings by Month



Months Supply of Inventory

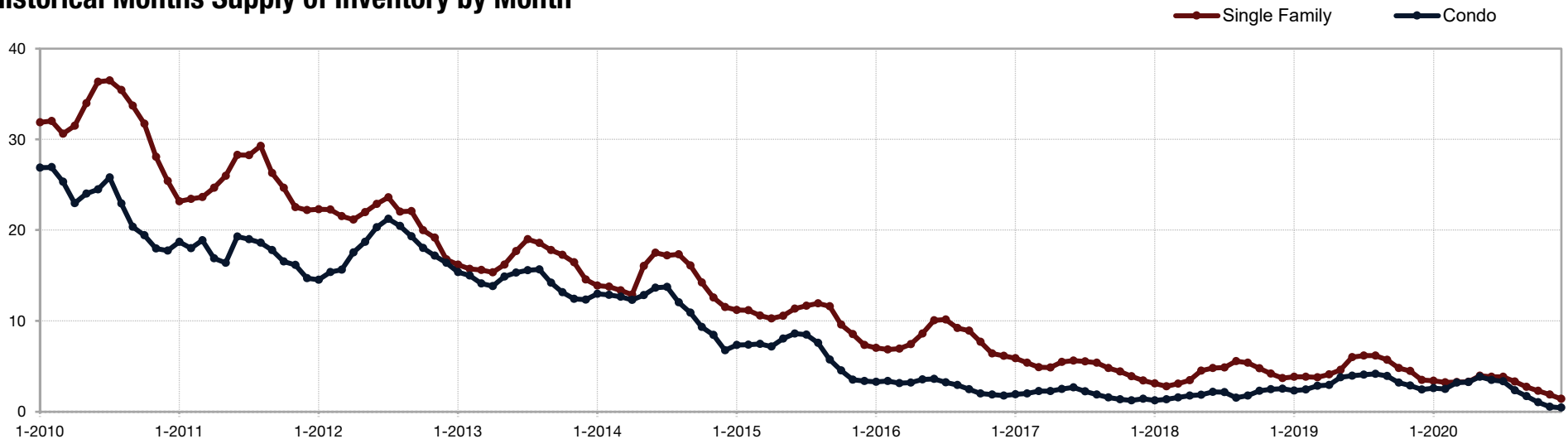


December



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Condo	Percent Change from Previous Year
Jan-2020	3.4	-10.5%	2.6	+13.0%
Feb-2020	3.2	-15.8%	2.5	0.0%
Mar-2020	3.3	-13.2%	3.2	+10.3%
Apr-2020	3.3	-19.5%	3.3	+13.8%
May-2020	4.0	-13.0%	3.8	0.0%
Jun-2020	3.8	-36.7%	3.5	-10.3%
Jul-2020	3.8	-38.7%	3.3	-19.5%
Aug-2020	3.3	-46.8%	2.3	-45.2%
Sep-2020	2.7	-52.6%	1.7	-56.4%
Oct-2020	2.3	-52.1%	1.0	-68.8%
Nov-2020	1.9	-57.8%	0.5	-82.8%
Dec-2020	1.4	-60.0%	0.4	-83.3%

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.



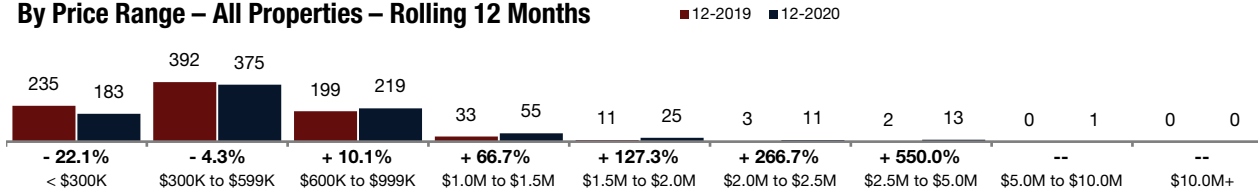
Key Metrics	Historical Sparkbars	12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		46	37	- 19.6%	1,098	985	- 10.3%
Pending Sales		60	41	- 31.7%	858	909	+ 5.9%
Sold Listings		82	75	- 8.5%	875	882	+ 0.8%
Median Sales Price		\$599,900	\$558,807	- 6.8%	\$410,000	\$485,000	+ 18.3%
Avg. Sales Price		\$609,567	\$674,087	+ 10.6%	\$500,575	\$609,530	+ 21.8%
Pct. of List Price Received		98.2%	100.0%	+ 1.8%	98.3%	98.4%	+ 0.1%
Days on Market		119	133	+ 11.8%	105	112	+ 6.7%
Affordability Index		64	75	+ 17.2%	93	87	- 6.5%
Active Listings		218	71	- 67.4%	--	--	--
Months Supply		3.0	1.0	- 66.7%	--	--	--

Sold Listings

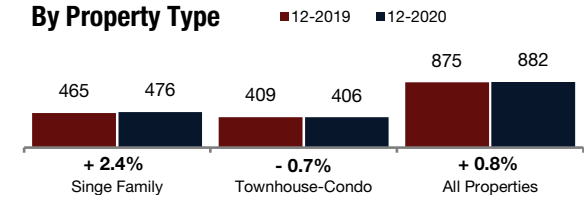
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

Compared to Prior Month

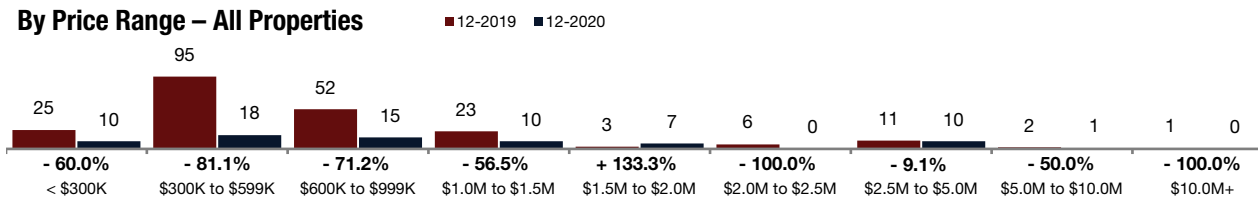
Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	12-2019	12-2020	Change	12-2019	12-2020	Change	11-2020	12-2020	Change	11-2020	12-2020	Change	12-2019	12-2020	Change	12-2019	12-2020	Change
\$299,999 and Below	63	34	-46.0%	171	149	-12.9%	2	3	+50.0%	17	7	-58.8%	63	34	-46.0%	171	149	-12.9%
\$300,000 to \$599,999	195	182	-6.7%	197	193	-2.0%	13	12	-7.7%	17	18	+5.9%	195	182	-6.7%	197	193	-2.0%
\$600,000 to \$999,999	163	158	-3.1%	36	61	+69.4%	11	14	+27.3%	11	9	-18.2%	163	158	-3.1%	36	61	+69.4%
\$1,000,000 to \$1,499,999	29	53	+82.8%	4	2	-50.0%	6	7	+16.7%	0	0	--	29	53	+82.8%	4	2	-50.0%
\$1,500,00 to \$1,999,999	11	24	+118.2%	0	1	--	1	3	+200.0%	1	0	-100.0%	11	24	+118.2%	0	1	--
\$2,000,000 to \$2,499,999	2	11	+450.0%	1	0	-100.0%	0	1	--	0	0	--	2	11	+450.0%	1	0	-100.0%
\$2,500,000 to \$4,999,999	2	13	+550.0%	0	0	--	2	1	-50.0%	0	0	--	2	13	+550.0%	0	0	--
\$5,000,000 to \$9,999,999	0	1	--	0	0	--	0	0	--	0	0	--	0	1	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
All Price Ranges	465	476	+2.4%	409	406	-0.7%	35	41	+17.1%	46	34	-26.1%	465	476	+2.4%	409	406	-0.7%

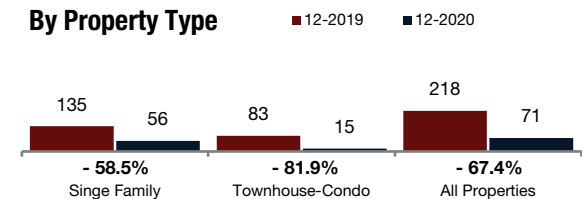
Inventory of Active Listings

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			Condo			Single Family			Condo			Single Family		Condo	
	12-2019	12-2020	Change	12-2019	12-2020	Change	11-2020	12-2020	Change	11-2020	12-2020	Change				
\$299,999 and Below	9	6	-33.3%	16	4	-75.0%	5	6	+20.0%	5	4	-20.0%				
\$300,000 to \$599,999	54	15	-72.2%	41	3	-92.7%	27	15	-44.4%	7	3	-57.1%				
\$600,000 to \$999,999	31	7	-77.4%	21	8	-61.9%	13	7	-46.2%	7	8	+14.3%				
\$1,000,000 to \$1,499,999	18	10	-44.4%	5	0	-100.0%	11	10	-9.1%	0	0	--				
\$1,500,00 to \$1,999,999	3	7	+133.3%	0	0	--	7	7	0.0%	0	0	--				
\$2,000,000 to \$2,499,999	6	0	-100.0%	0	0	--	0	0	--	0	0	--				
\$2,500,000 to \$4,999,999	11	10	-9.1%	0	0	--	9	10	+11.1%	0	0	--				
\$5,000,000 to \$9,999,999	2	1	-50.0%	0	0	--	1	1	0.0%	0	0	--				
\$10,000,000 and Above	1	0	-100.0%	0	0	--	1	0	-100.0%	0	0	--				
All Price Ranges	135	56	-58.5%	83	15	-81.9%	74	56	-24.3%	19	15	-21.1%				

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.