



# Monthly Indicators

## March 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 1.5 percent for single family homes and 52.9 percent for townhouse-condo properties. Pending Sales landed at 159 for single family homes and 32 for townhouse-condo properties.

The Median Sales Price was up 30.2 percent to \$560,000 for single family homes and 20.9 percent to \$423,000 for townhouse-condo properties. Days on Market decreased 29.3 percent for single family homes but increased 75.0 percent for townhouse-condo properties.

Across the country, consumers are feeling the bite of inflation and surging mortgage interest rates, which recently hit 4.6% in March, according to Freddie Mac, rising 1.4 percent since January and the highest rate in more than 3 years. Monthly payments have increased significantly compared to this time last year, and as housing affordability declines, an increasing number of would-be homebuyers are turning to the rental market, only to face similar challenges as rental prices skyrocket and vacancy rates remain at near-record low.

## Activity Snapshot

**- 37.3%**    **+ 29.4%**    **- 5.0%**

One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Days on Market All Properties
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Residential real estate activity in Area 8 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	3-2021	3-2022	Percent Change	YTD-2021	YTD-2022	Percent Change
<b>New Listings</b>		199	196	- 1.5%	673	438	- 34.9%
<b>Pending / Under Contract</b>		211	159	- 24.6%	685	399	- 41.8%
<b>Sold Listings</b>		231	139	- 39.8%	487	371	- 23.8%
<b>Median Sales Price</b>		\$430,000	\$560,000	+ 30.2%	\$430,000	\$553,203	+ 28.7%
<b>Average Sales Price</b>		\$512,840	\$635,604	+ 23.9%	\$512,833	\$622,118	+ 21.3%
<b>Pct. of List Price Received</b>		101.4%	103.6%	+ 2.2%	101.2%	102.5%	+ 1.3%
<b>Days on Market</b>		58	41	- 29.3%	63	59	- 6.3%
<b>Affordability Index</b>		88	59	- 33.0%	88	60	- 31.8%
<b>Active Listings</b>		135	124	- 8.1%	--	--	--
<b>Months Supply</b>		0.6	0.6	0.0%	--	--	--

# Townhouse-Condo Market Overview

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

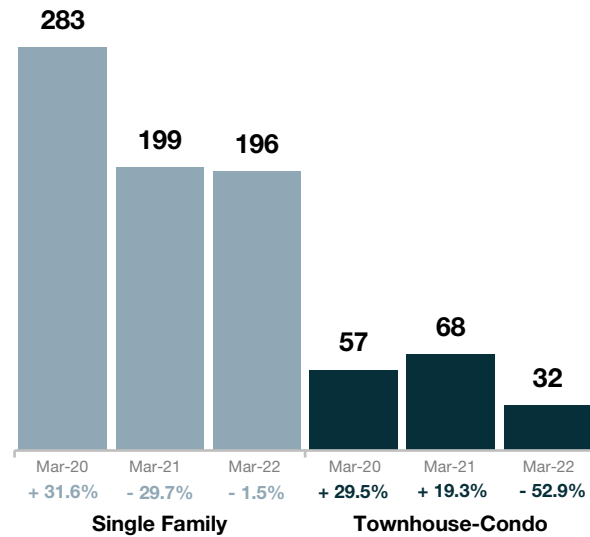


Key Metrics	Historical Sparkbars	3-2021	3-2022	Percent Change	YTD-2021	YTD-2022	Percent Change
<b>New Listings</b>		68	32	- 52.9%	172	76	- 55.8%
<b>Pending / Under Contract</b>		73	32	- 56.2%	193	79	- 59.1%
<b>Sold Listings</b>		40	31	- 22.5%	97	95	- 2.1%
<b>Median Sales Price</b>		\$350,000	<b>\$423,000</b>	+ 20.9%	\$350,000	<b>\$408,350</b>	+ 16.7%
<b>Average Sales Price</b>		\$379,077	<b>\$421,915</b>	+ 11.3%	\$379,426	<b>\$418,296</b>	+ 10.2%
<b>Pct. of List Price Received</b>		102.1%	<b>104.4%</b>	+ 2.3%	102.2%	<b>103.8%</b>	+ 1.6%
<b>Days on Market</b>		72	<b>126</b>	+ 75.0%	103	<b>151</b>	+ 46.6%
<b>Affordability Index</b>		108	<b>78</b>	- 27.8%	108	<b>81</b>	- 25.0%
<b>Active Listings</b>		54	<b>10</b>	- 81.5%	--	--	--
<b>Months Supply</b>		1.3	<b>0.2</b>	- 84.6%	--	--	--

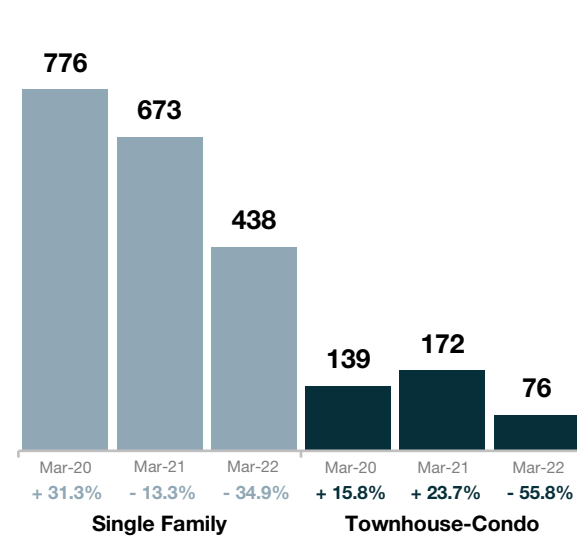
# New Listings



## March

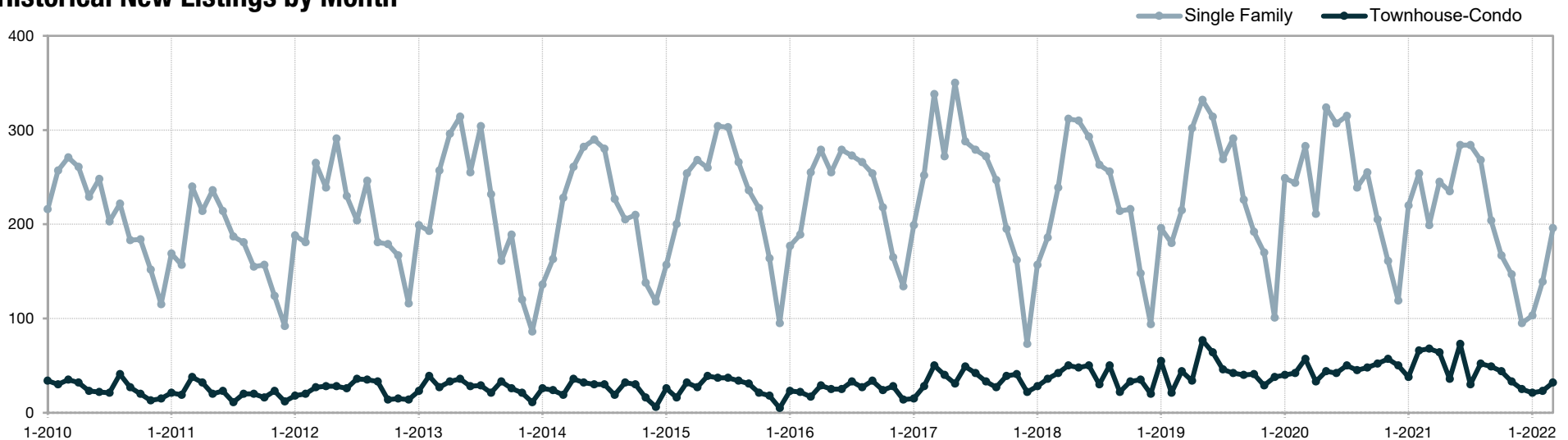


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	245	+16.1%	64	+93.9%
May-2021	235	-27.5%	36	-18.2%
Jun-2021	284	-7.5%	73	+73.8%
Jul-2021	284	-9.8%	30	-40.0%
Aug-2021	268	+12.1%	52	+15.6%
Sep-2021	204	-20.0%	49	+2.1%
Oct-2021	167	-18.5%	44	-15.4%
Nov-2021	147	-8.7%	33	-42.1%
Dec-2021	95	-20.2%	25	-50.0%
Jan-2022	103	-53.2%	21	-44.7%
Feb-2022	139	-45.3%	23	-65.2%
<b>Mar-2022</b>	<b>196</b>	<b>-1.5%</b>	<b>32</b>	<b>-52.9%</b>

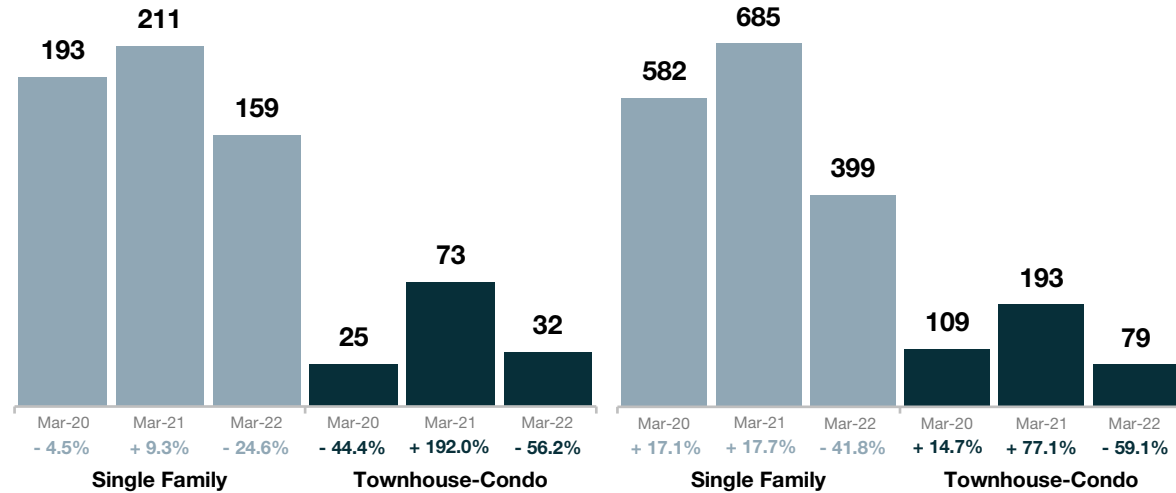
## Historical New Listings by Month



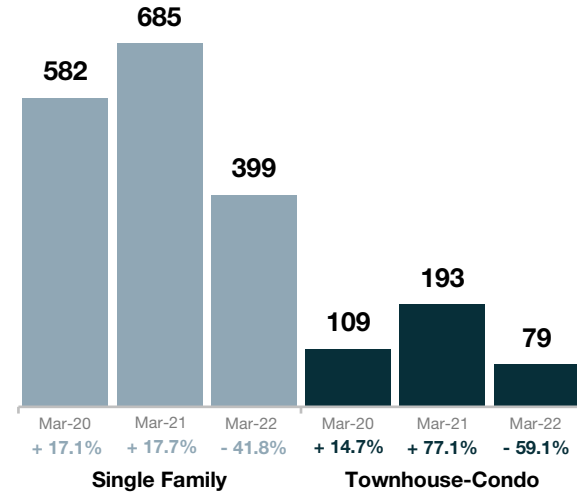
# Pending / Under Contract



## March

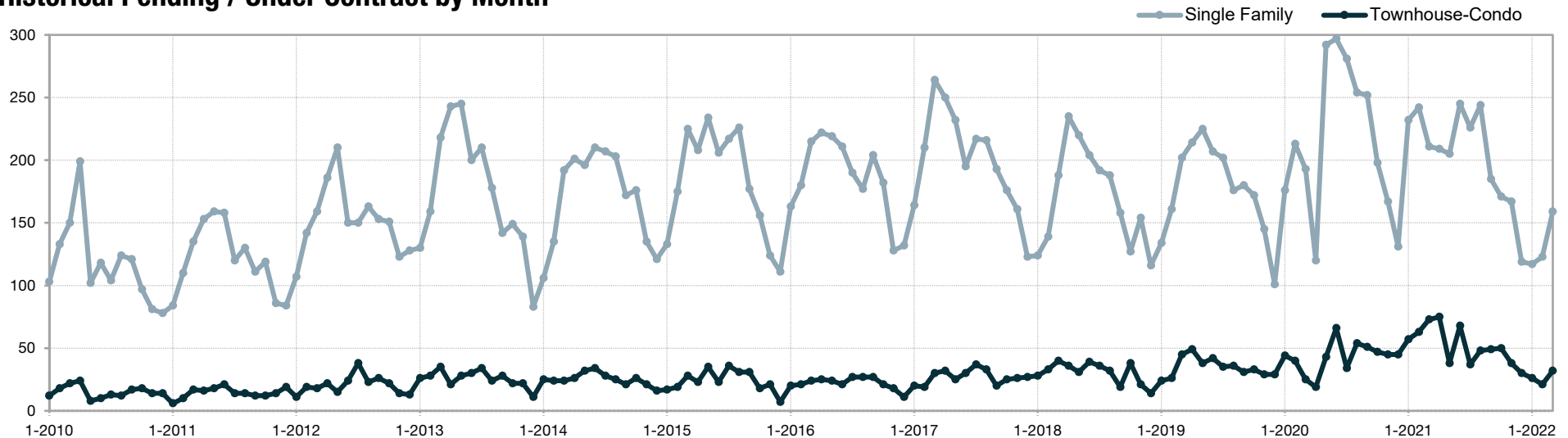


## Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	209	+74.2%	75	+294.7%
May-2021	205	-29.8%	38	-11.6%
Jun-2021	245	-17.5%	68	+3.0%
Jul-2021	226	-19.6%	37	+8.8%
Aug-2021	244	-3.9%	48	-11.1%
Sep-2021	185	-26.6%	49	-3.9%
Oct-2021	171	-13.6%	50	+6.4%
Nov-2021	167	0.0%	38	-15.6%
Dec-2021	119	-9.2%	30	-33.3%
Jan-2022	117	-49.6%	26	-54.4%
Feb-2022	123	-49.2%	21	-66.7%
<b>Mar-2022</b>	<b>159</b>	<b>-24.6%</b>	<b>32</b>	<b>-56.2%</b>

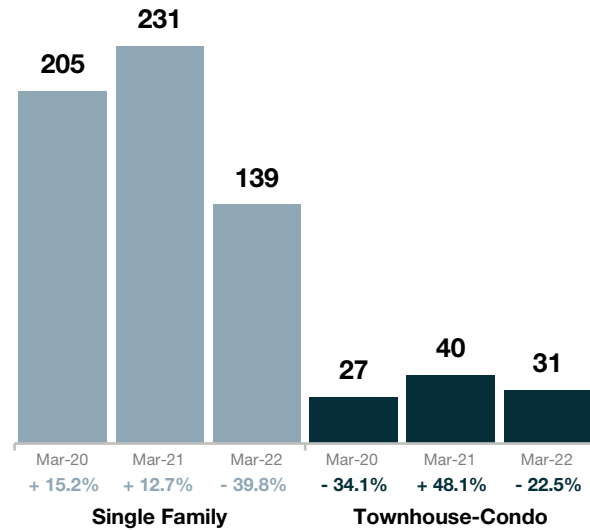
## Historical Pending / Under Contract by Month



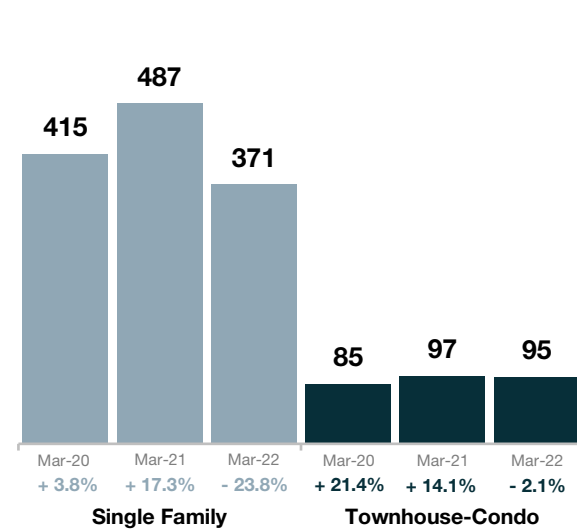
# Sold Listings



## March

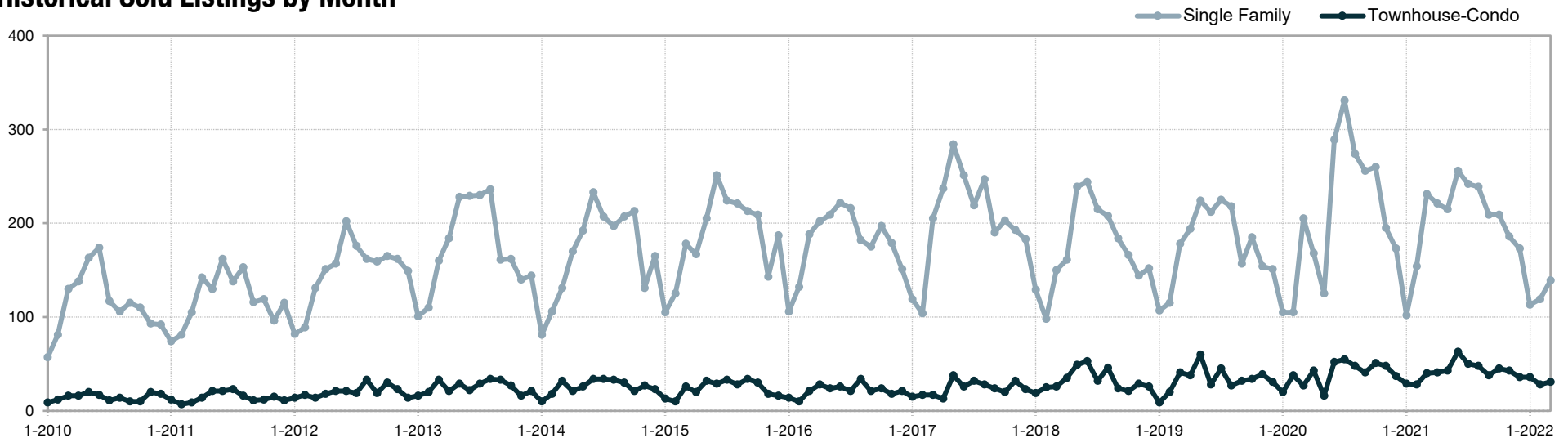


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	221	+31.5%	41	-4.7%
May-2021	215	+72.0%	43	+168.8%
Jun-2021	256	-11.4%	63	+21.2%
Jul-2021	242	-26.9%	50	-9.1%
Aug-2021	239	-12.8%	48	0.0%
Sep-2021	209	-18.4%	38	-7.3%
Oct-2021	209	-19.6%	45	-11.8%
Nov-2021	186	-4.6%	43	-10.4%
Dec-2021	173	0.0%	36	-2.7%
Jan-2022	113	+10.8%	36	+24.1%
Feb-2022	119	-22.7%	28	0.0%
<b>Mar-2022</b>	<b>139</b>	<b>-39.8%</b>	<b>31</b>	<b>-22.5%</b>

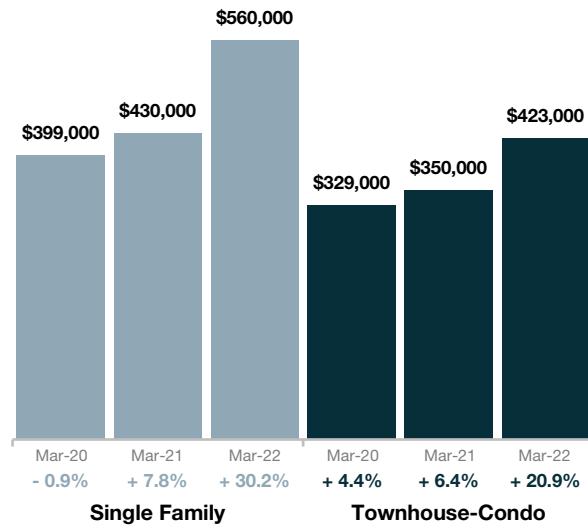
## Historical Sold Listings by Month



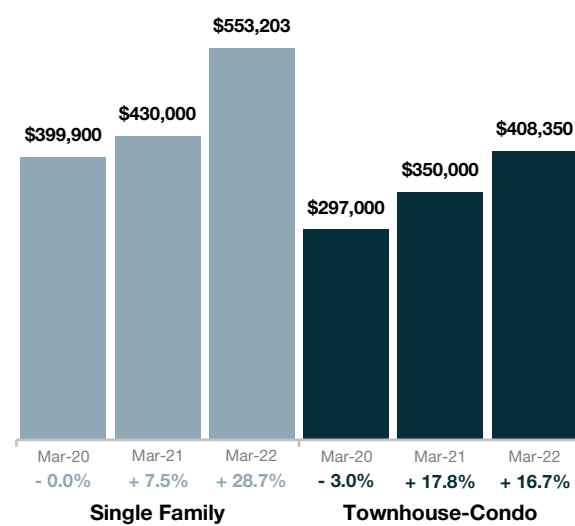
# Median Sales Price



## March

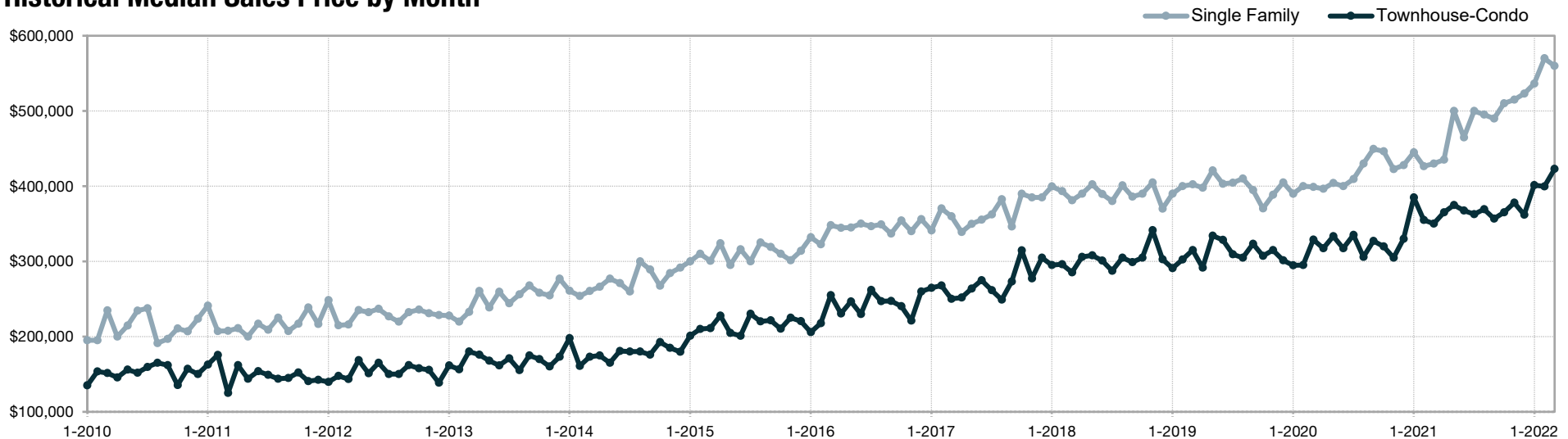


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	\$435,000	+9.7%	\$365,000	+15.0%
May-2021	\$500,000	+23.8%	\$375,000	+12.4%
Jun-2021	\$464,950	+16.2%	\$367,500	+15.8%
Jul-2021	\$500,000	+22.1%	\$362,629	+8.2%
Aug-2021	\$495,000	+15.1%	\$369,250	+20.7%
Sep-2021	\$490,000	+9.0%	\$356,775	+9.1%
Oct-2021	\$510,253	+14.3%	\$365,000	+14.1%
Nov-2021	\$515,000	+21.9%	\$378,000	+24.0%
Dec-2021	\$523,000	+22.2%	\$362,075	+9.7%
Jan-2022	\$536,125	+20.5%	\$401,325	+4.2%
Feb-2022	\$570,000	+33.6%	\$399,500	+12.6%
<b>Mar-2022</b>	<b>\$560,000</b>	<b>+30.2%</b>	<b>\$423,000</b>	<b>+20.9%</b>

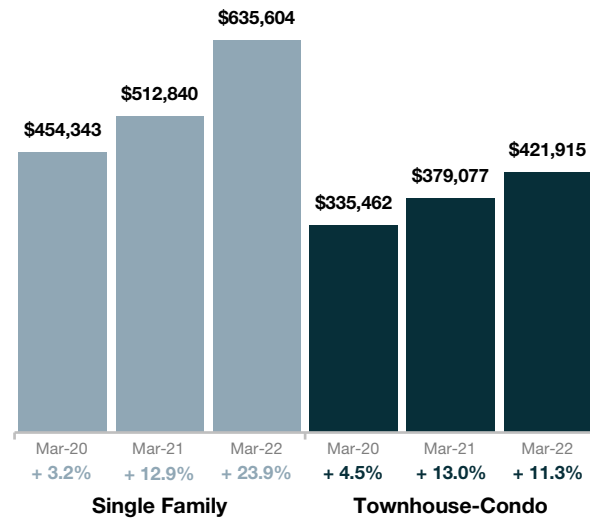
## Historical Median Sales Price by Month



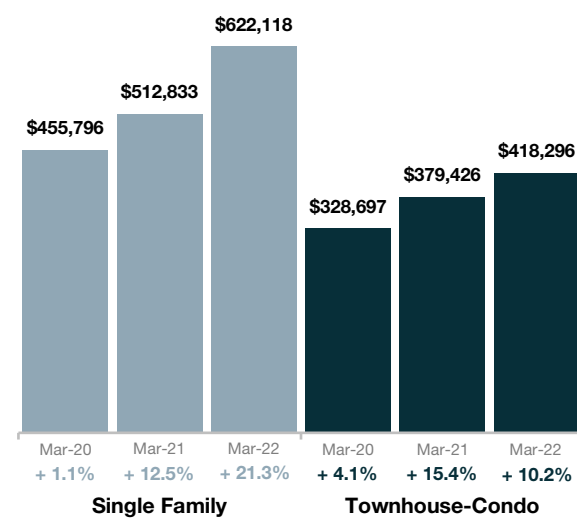
# Average Sales Price



## March

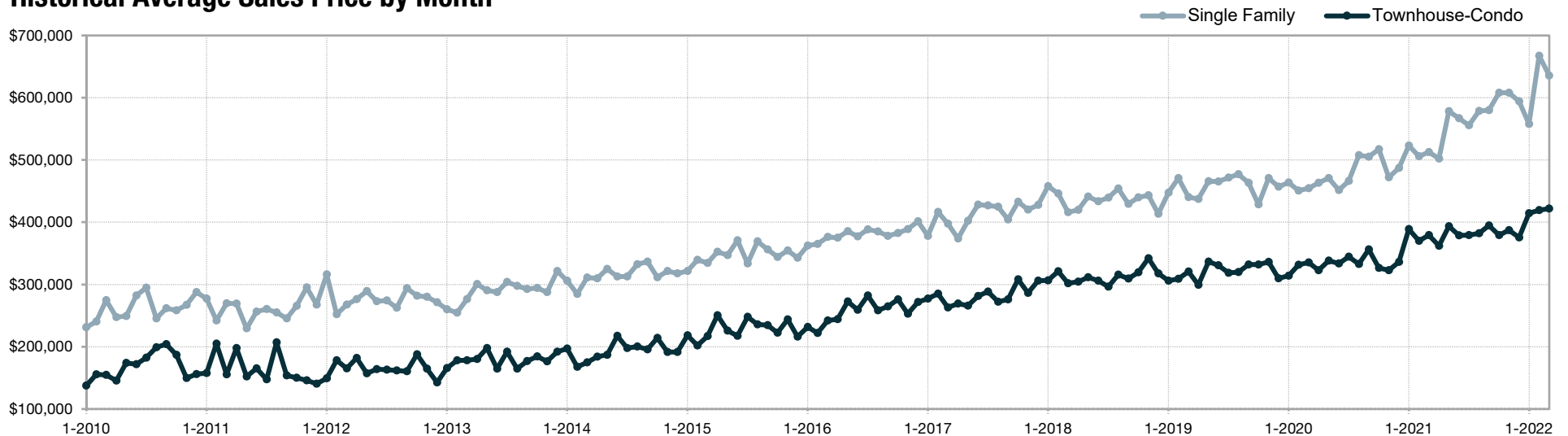


## Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	\$502,266	+8.4%	\$362,008	+12.1%
May-2021	\$578,202	+22.8%	\$393,489	+16.3%
Jun-2021	\$567,101	+25.6%	\$379,038	+13.6%
Jul-2021	\$555,935	+19.2%	\$379,092	+10.0%
Aug-2021	\$578,881	+14.1%	\$382,108	+14.8%
Sep-2021	\$579,864	+14.8%	\$394,660	+10.8%
Oct-2021	\$608,122	+17.6%	\$379,357	+16.1%
Nov-2021	\$607,975	+28.8%	\$387,247	+19.9%
Dec-2021	\$594,079	+22.0%	\$375,505	+11.7%
Jan-2022	\$557,816	+6.7%	\$414,449	+6.6%
Feb-2022	\$667,424	+31.9%	\$419,235	+13.3%
<b>Mar-2022</b>	<b>\$635,604</b>	<b>+23.9%</b>	<b>\$421,915</b>	<b>+11.3%</b>

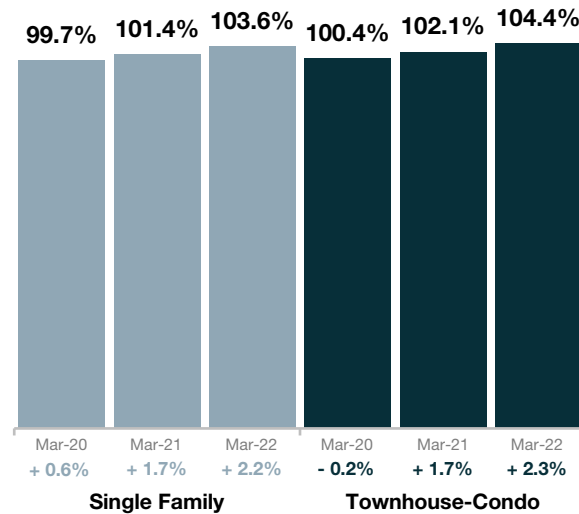
## Historical Average Sales Price by Month



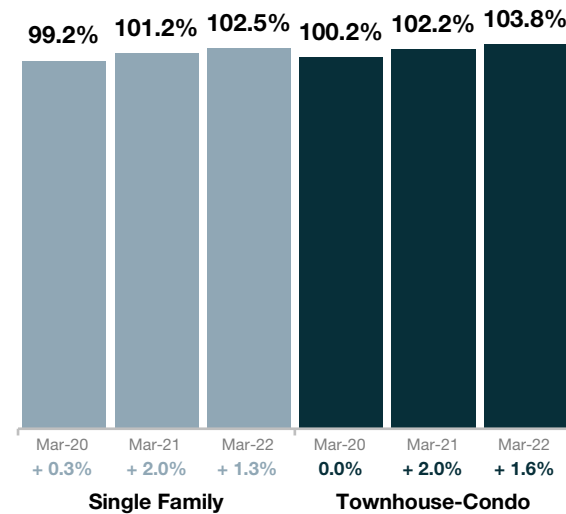
# Percent of List Price Received



## March

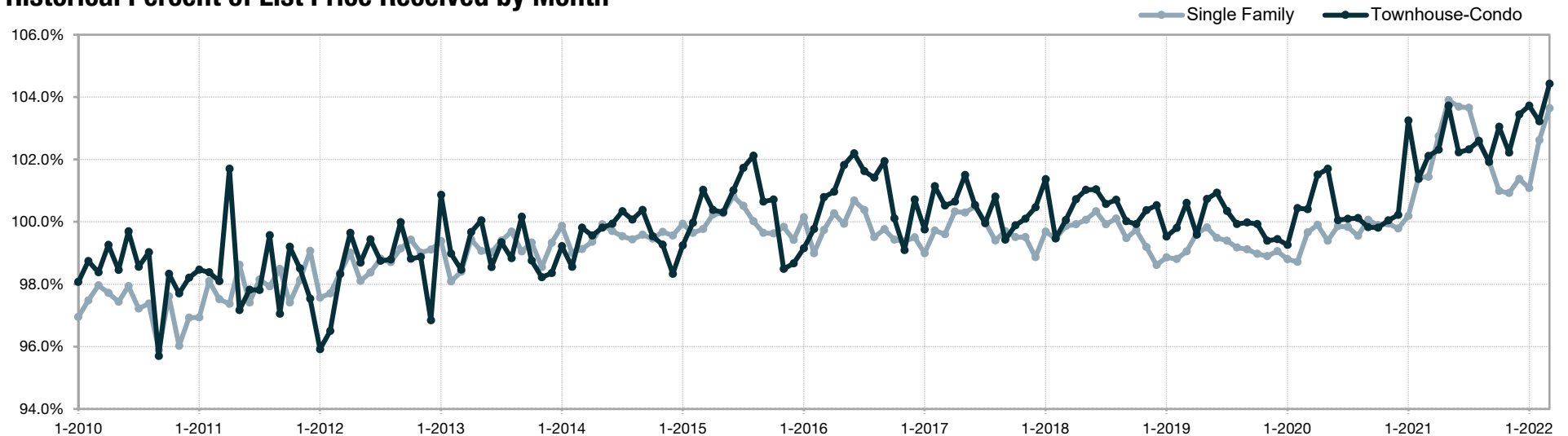


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	102.7%	+2.8%	102.3%	+0.8%
May-2021	103.9%	+4.5%	103.7%	+2.0%
Jun-2021	103.7%	+3.8%	102.2%	+2.1%
Jul-2021	103.7%	+3.9%	102.3%	+2.2%
Aug-2021	102.5%	+2.9%	102.6%	+2.5%
Sep-2021	102.0%	+1.9%	101.9%	+2.1%
Oct-2021	101.0%	+1.1%	103.0%	+3.2%
Nov-2021	100.9%	+1.0%	102.2%	+2.2%
Dec-2021	101.4%	+1.6%	103.4%	+3.2%
Jan-2022	101.1%	+0.9%	103.7%	+0.5%
Feb-2022	102.6%	+1.2%	103.2%	+1.8%
<b>Mar-2022</b>	<b>103.6%</b>	<b>+2.2%</b>	<b>104.4%</b>	<b>+2.3%</b>

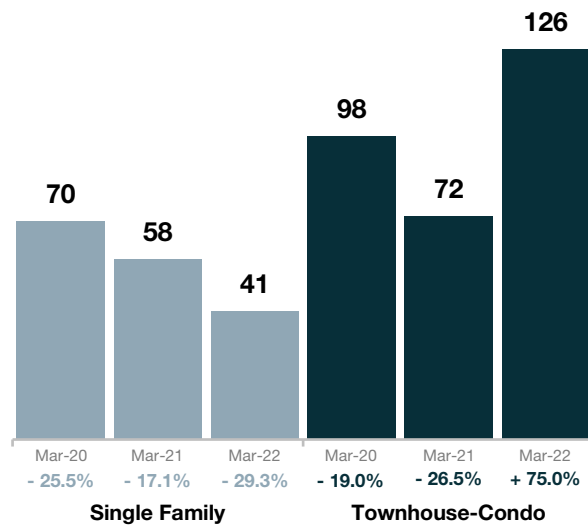
## Historical Percent of List Price Received by Month



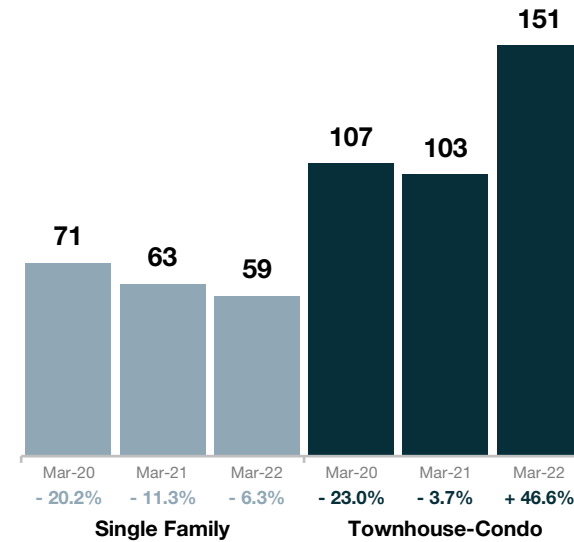
# Days on Market Until Sale



## March

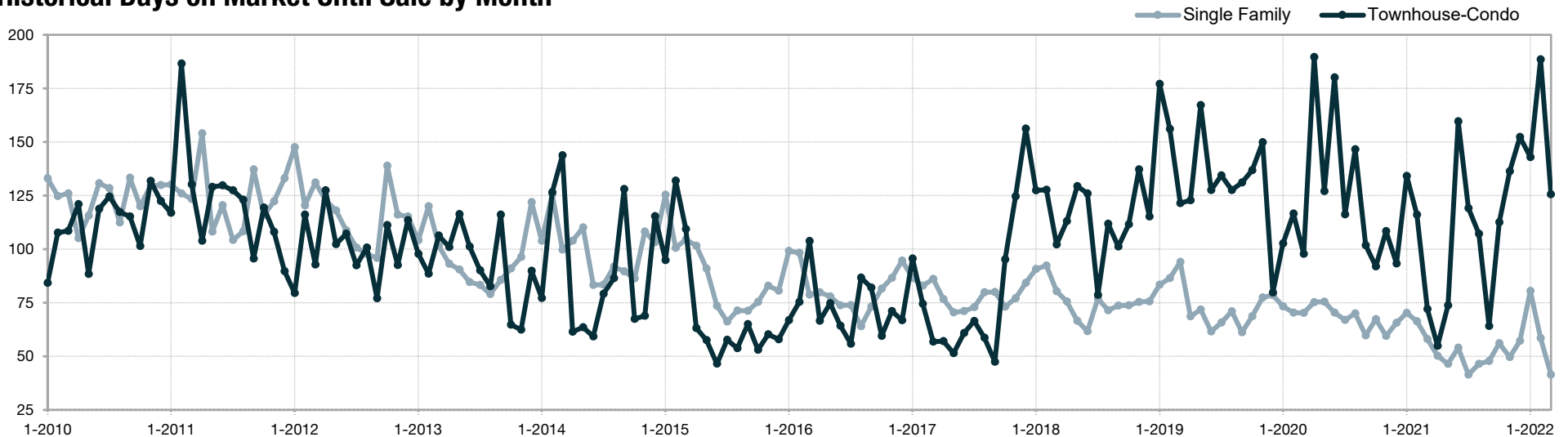


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	50	-33.3%	55	-71.1%
May-2021	46	-39.5%	74	-41.7%
Jun-2021	54	-22.9%	160	-11.1%
Jul-2021	41	-38.8%	119	+2.6%
Aug-2021	46	-34.3%	107	-27.2%
Sep-2021	48	-20.0%	64	-37.3%
Oct-2021	56	-16.4%	113	+22.8%
Nov-2021	50	-16.7%	136	+25.9%
Dec-2021	57	-13.6%	152	+63.4%
Jan-2022	80	+14.3%	143	+6.7%
Feb-2022	58	-12.1%	189	+62.9%
<b>Mar-2022</b>	<b>41</b>	<b>-29.3%</b>	<b>126</b>	<b>+75.0%</b>

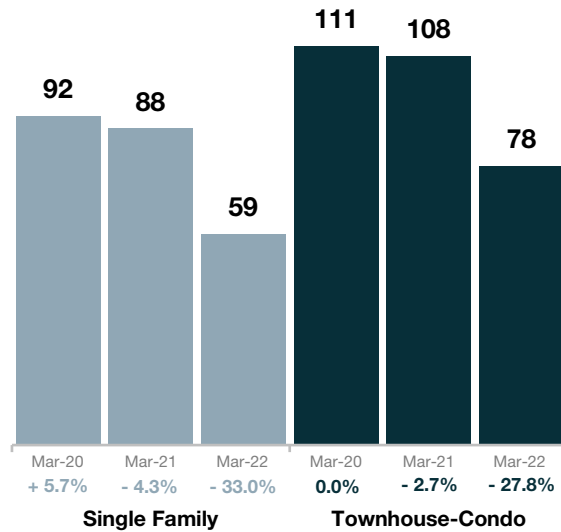
## Historical Days on Market Until Sale by Month



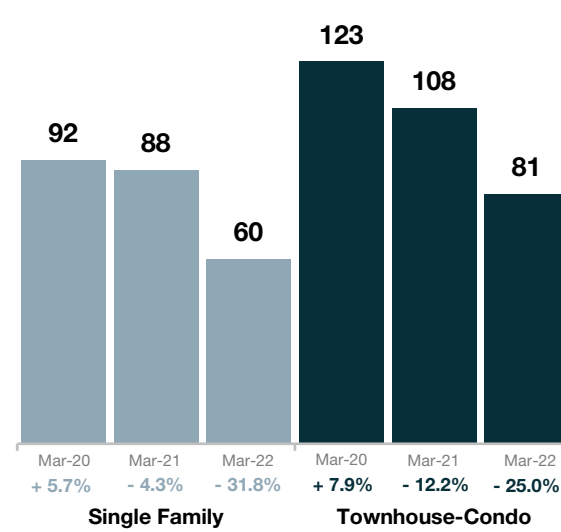
# Housing Affordability Index



## March

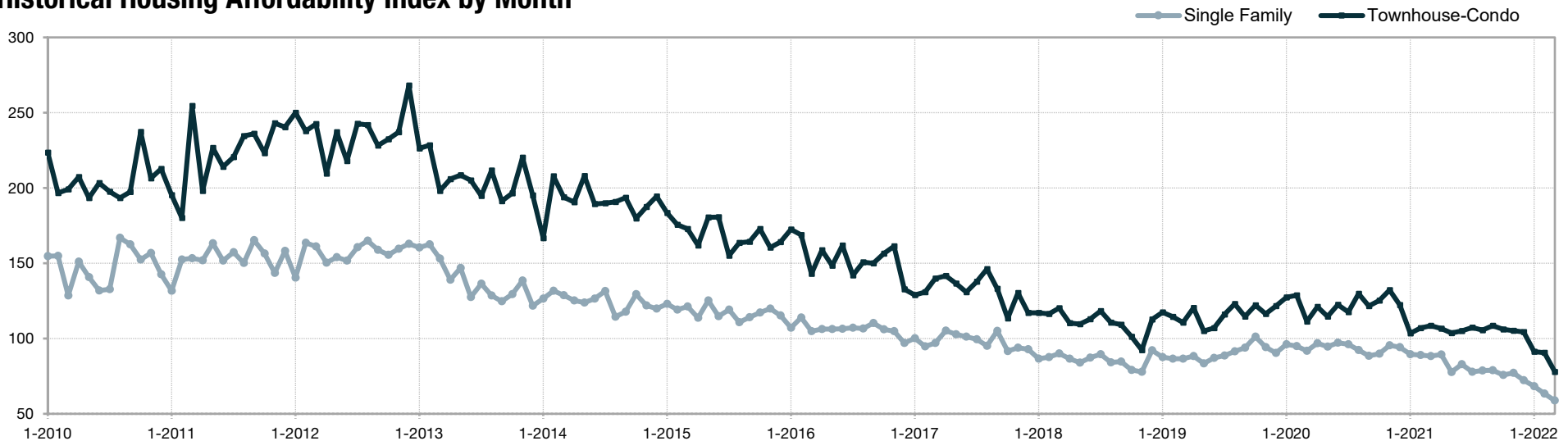


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	89	-8.2%	107	-11.6%
May-2021	78	-17.9%	104	-9.6%
Jun-2021	83	-14.4%	105	-14.6%
Jul-2021	78	-18.8%	107	-9.3%
Aug-2021	79	-14.1%	106	-18.5%
Sep-2021	79	-10.2%	108	-11.5%
Oct-2021	76	-15.6%	106	-15.2%
Nov-2021	77	-18.9%	105	-20.5%
Dec-2021	72	-23.4%	104	-14.8%
Jan-2022	68	-24.4%	91	-11.7%
Feb-2022	63	-29.2%	90	-15.9%
<b>Mar-2022</b>	<b>59</b>	<b>-33.0%</b>	<b>78</b>	<b>-27.8%</b>

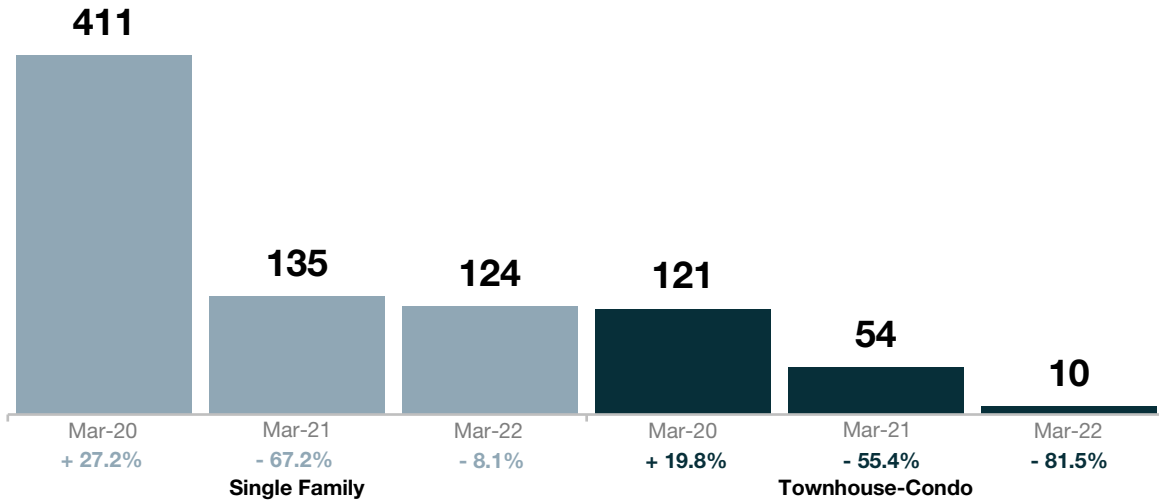
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

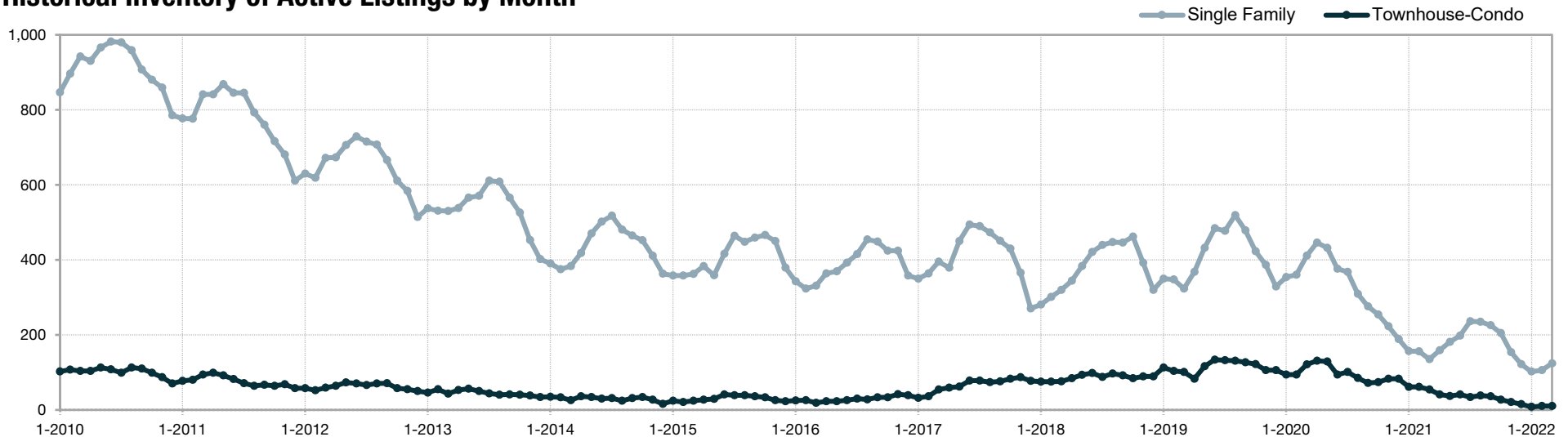


## March



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	159	-64.3%	41	-68.7%
May-2021	181	-58.1%	37	-71.3%
Jun-2021	198	-47.3%	41	-56.4%
Jul-2021	236	-35.9%	34	-66.3%
Aug-2021	235	-23.9%	38	-55.3%
Sep-2021	226	-18.1%	36	-50.0%
Oct-2021	205	-19.3%	27	-63.5%
Nov-2021	154	-30.9%	21	-74.7%
Dec-2021	122	-35.4%	15	-81.9%
Jan-2022	102	-35.0%	8	-86.9%
Feb-2022	106	-32.1%	10	-83.6%
<b>Mar-2022</b>	<b>124</b>	<b>-8.1%</b>	<b>10</b>	<b>-81.5%</b>

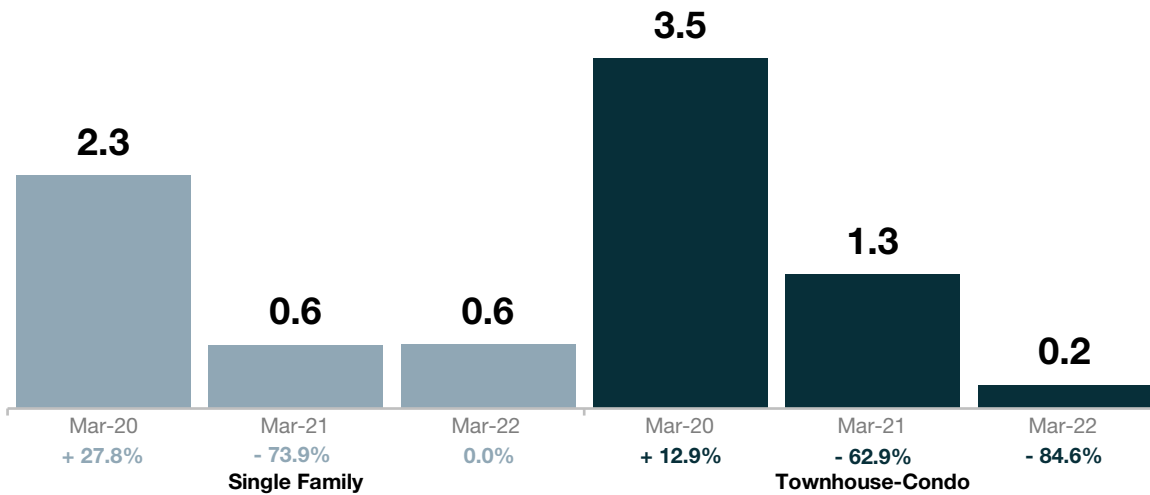
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

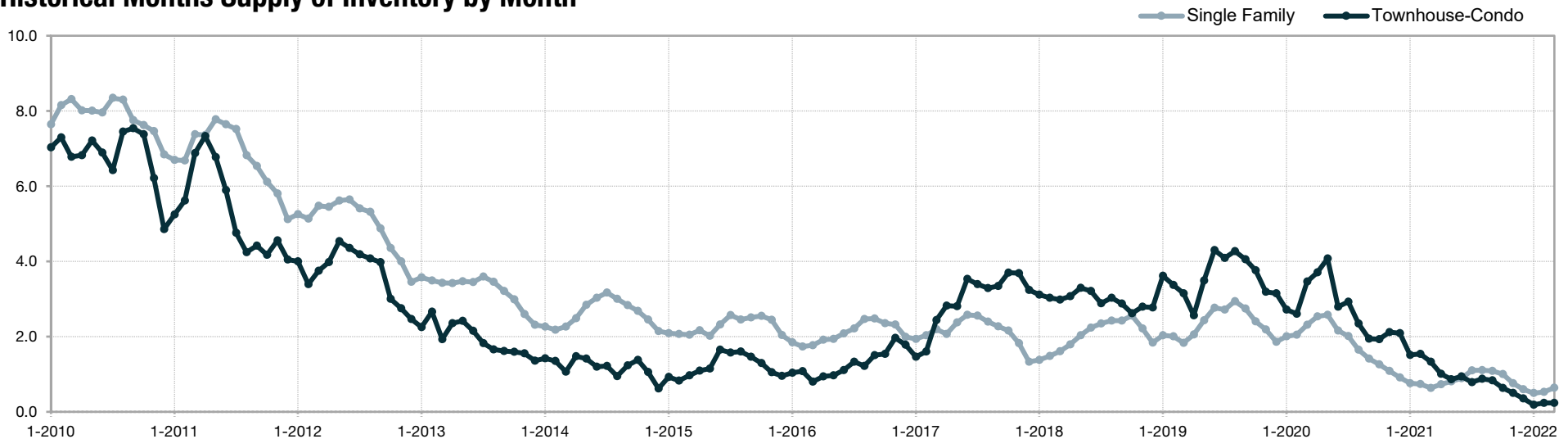


## March



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	0.7	-72.0%	1.0	-73.0%
May-2021	0.8	-69.2%	0.9	-78.0%
Jun-2021	0.9	-59.1%	0.9	-67.9%
Jul-2021	1.1	-45.0%	0.8	-72.4%
Aug-2021	1.1	-31.3%	0.9	-60.9%
Sep-2021	1.1	-21.4%	0.8	-57.9%
Oct-2021	1.0	-23.1%	0.6	-68.4%
Nov-2021	0.8	-27.3%	0.5	-76.2%
Dec-2021	0.6	-33.3%	0.4	-81.0%
Jan-2022	0.5	-37.5%	0.2	-86.7%
Feb-2022	0.5	-28.6%	0.2	-86.7%
<b>Mar-2022</b>	<b>0.6</b>	<b>0.0%</b>	<b>0.2</b>	<b>-84.6%</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.



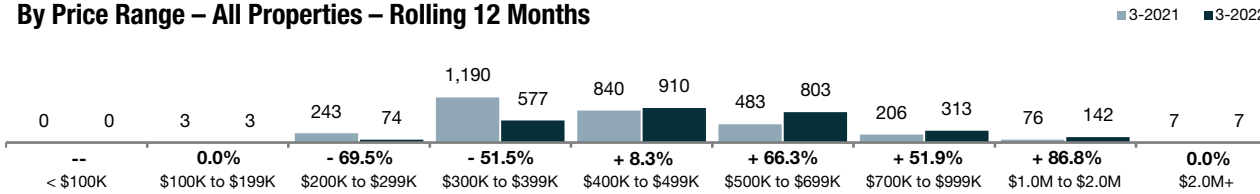
Key Metrics	Historical Sparkbars	3-2021	3-2022	Percent Change	YTD-2021	YTD-2022	Percent Change
<b>New Listings</b>		267	<b>229</b>	- 14.2%	846	<b>518</b>	- 38.8%
<b>Pending / Under Contract</b>		284	<b>192</b>	- 32.4%	879	<b>479</b>	- 45.5%
<b>Sold Listings</b>		271	<b>170</b>	- 37.3%	584	<b>467</b>	- 20.0%
<b>Median Sales Price</b>		\$425,000	<b>\$550,000</b>	+ 29.4%	\$424,555	<b>\$528,500</b>	+ 24.5%
<b>Average Sales Price</b>		\$493,097	<b>\$596,637</b>	+ 21.0%	\$490,675	<b>\$581,357</b>	+ 18.5%
<b>Pct. of List Price Received</b>		101.5%	<b>103.8%</b>	+ 2.3%	101.3%	<b>102.8%</b>	+ 1.5%
<b>Days on Market</b>		60	<b>57</b>	- 5.0%	70	<b>77</b>	+ 10.0%
<b>Affordability Index</b>		89	<b>60</b>	- 32.6%	89	<b>62</b>	- 30.3%
<b>Active Listings</b>		190	<b>137</b>	- 27.9%	--	<b>--</b>	--
<b>Months Supply</b>		0.7	<b>0.6</b>	- 14.3%	--	<b>--</b>	--

# Sold Listings

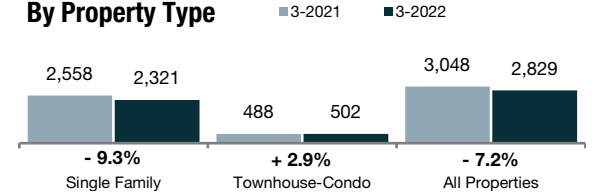
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	3-2021	3-2022	Change	3-2021	3-2022	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	1	3	+200.0%	2	0	-100.0%
\$200,000 to \$299,999	85	28	-67.1%	158	46	-70.9%
\$300,000 to \$399,999	945	303	-67.9%	245	274	+11.8%
\$400,000 to \$499,999	784	781	-0.4%	56	129	+130.4%
\$500,000 to \$699,999	456	752	+64.9%	27	51	+88.9%
\$700,000 to \$999,999	205	309	+50.7%	0	2	--
\$1,000,000 to \$1,999,999	75	139	+85.3%	0	0	--
\$2,000,000 and Above	7	6	-14.3%	0	0	--
<b>All Price Ranges</b>	<b>2,558</b>	<b>2,321</b>	<b>-9.3%</b>	<b>488</b>	<b>502</b>	<b>+2.9%</b>

### Compared to Prior Quarter

By Price Range	Single Family			Townhouse-Condo		
	2-2022	3-2022	Change	2-2022	3-2022	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	0	1	--	0	0	--
\$200,000 to \$299,999	0	0	--	1	0	-100.0%
\$300,000 to \$399,999	9	7	-22.2%	13	11	-15.4%
\$400,000 to \$499,999	31	30	-3.2%	9	15	+66.7%
\$500,000 to \$699,999	51	67	+31.4%	5	5	0.0%
\$700,000 to \$999,999	13	23	+76.9%	0	0	--
\$1,000,000 to \$1,999,999	14	11	-21.4%	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>119</b>	<b>139</b>	<b>+16.8%</b>	<b>28</b>	<b>31</b>	<b>+10.7%</b>

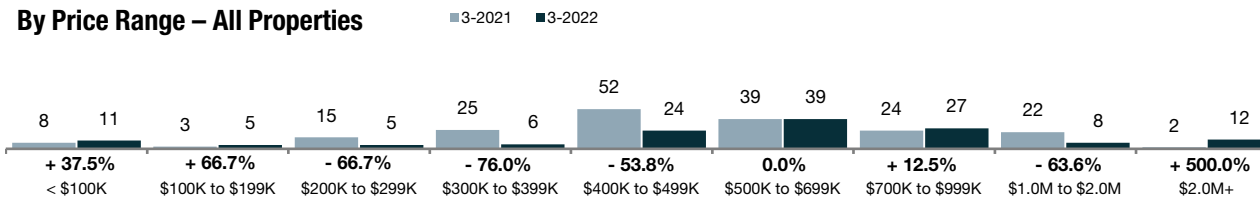
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	3-2021	3-2022	Change	3-2021	3-2022	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	0	1	--	1	0	-100.0%
\$200,000 to \$299,999	11	2	-81.8%	19	2	-89.5%
\$300,000 to \$399,999	151	22	-85.4%	45	40	-11.1%
\$400,000 to \$499,999	170	95	-44.1%	18	35	+94.4%
\$500,000 to \$699,999	92	173	+88.0%	14	18	+28.6%
\$700,000 to \$999,999	42	50	+19.0%	0	0	--
\$1,000,000 to \$1,999,999	18	27	+50.0%	0	0	--
\$2,000,000 and Above	3	1	-66.7%	0	0	--
<b>All Price Ranges</b>	<b>487</b>	<b>371</b>	<b>-23.8%</b>	<b>97</b>	<b>95</b>	<b>-2.1%</b>

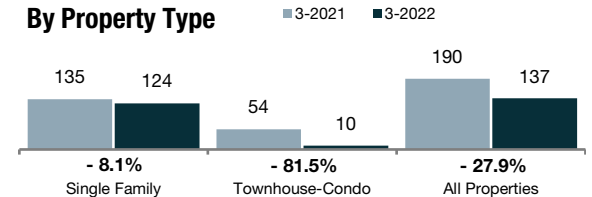
# Inventory of Active Listings

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			Townhouse-Condo		
	3-2021	3-2022	Change	3-2021	3-2022	Change
\$99,999 and Below	8	11	+37.5%	0	0	--
\$100,000 to \$199,999	1	3	+200.0%	2	2	0.0%
\$200,000 to \$299,999	5	4	-20.0%	10	1	-90.0%
\$300,000 to \$399,999	6	3	-50.0%	19	3	-84.2%
\$400,000 to \$499,999	35	22	-37.1%	17	2	-88.2%
\$500,000 to \$699,999	34	38	+11.8%	5	1	-80.0%
\$700,000 to \$999,999	23	26	+13.0%	1	1	0.0%
\$1,000,000 to \$1,999,999	21	8	-61.9%	0	0	--
\$2,000,000 and Above	2	9	+350.0%	0	0	--
<b>All Price Ranges</b>	<b>135</b>	<b>124</b>	<b>-8.1%</b>	<b>54</b>	<b>10</b>	<b>-81.5%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	2-2022	3-2022	Change	2-2022	3-2022	Change
\$99,999 and Below	10	11	+10.0%	0	0	--
\$100,000 to \$199,999	2	3	+50.0%	2	2	0.0%
\$200,000 to \$299,999	4	4	0.0%	1	1	0.0%
\$300,000 to \$399,999	1	3	+200.0%	1	3	+200.0%
\$400,000 to \$499,999	13	22	+69.2%	3	2	-33.3%
\$500,000 to \$699,999	32	38	+18.8%	2	1	-50.0%
\$700,000 to \$999,999	25	26	+4.0%	1	1	0.0%
\$1,000,000 to \$1,999,999	12	8	-33.3%	0	0	--
\$2,000,000 and Above	7	9	+28.6%	0	0	--
<b>All Price Ranges</b>	<b>106</b>	<b>124</b>	<b>+17.0%</b>	<b>10</b>	<b>10</b>	<b>0.0%</b>

### Year to Date

Property Type	3-2021	3-2022	Change
Single Family	135	124	-8.1%
Townhouse-Condo	54	10	-81.5%
All Properties	190	137	-27.9%

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 / Under Contract</b>	A count of all listings that went into Pending status during the reported period. Pending listings are counted at the end of the reported period only once. So if a listing goes into, out of and back into Pending status during the reporting period, it is counted just one time. 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. The Pending/Under Contract metric includes Pending, Active/Backup and Active/First Right.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	Townhouse-Condo
<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>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.