

Monthly Indicators



January 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 10.1 percent for single family homes and 23.7 percent for townhouse-condo properties. Under Contracts decreased 3.7 percent for single family homes and 16.4 percent for townhouse-condo properties.

The Median Sales Price was up 18.6 percent to \$575,000 for single family homes and 19.0 percent to \$400,000 for townhouse-condo properties. Days on Market decreased 18.5 percent for single family homes and 41.7 percent for townhouse-condo properties.

For many buyers, 2022 marks a new opportunity to make their home purchase dreams a reality. But it won't be without its challenges. Inventory of existing homes was at 910,000 at the start of the new year, the lowest level recorded since 1999, according to the National Association of REALTORS®, and competition remains fierce. Affordability continues to decline, as inflation, soaring sales prices, and surging mortgage interest rates reduce purchasing power. The sudden increase in rates and home prices means buyers are paying significantly more per month compared to this time last year, which may cause sales to slow as more buyers become priced out of the market.

Activity Snapshot

- 63.1% **- 8.7%** **+ 19.0%**

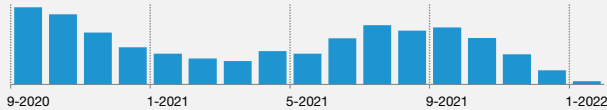
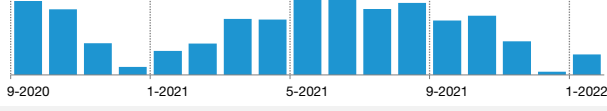
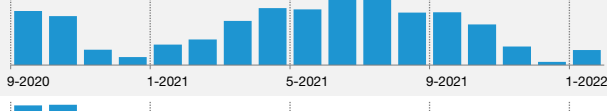
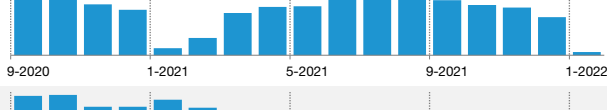
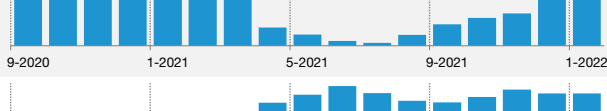
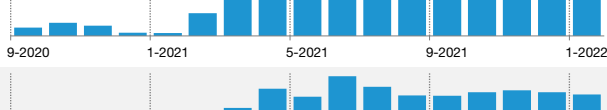
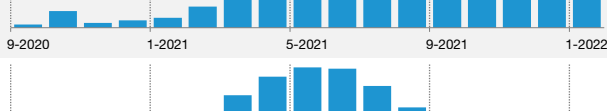
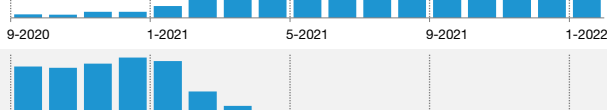

One-Year Change in Active Listings All Properties	One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties
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All residential real estate activity in the MLS of REcolorado® composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Single Family Market Overview

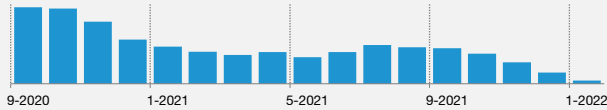
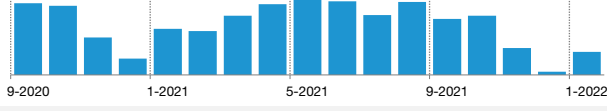
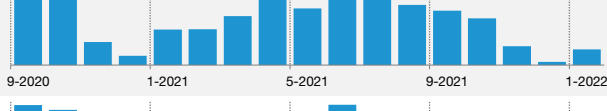

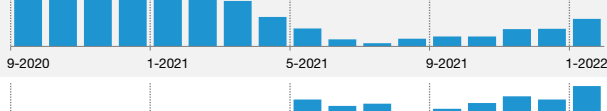
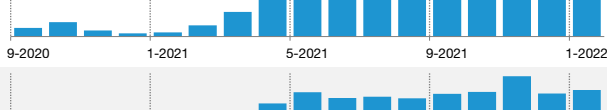
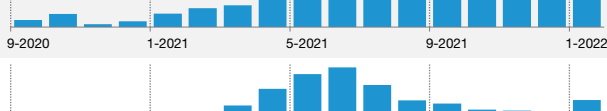
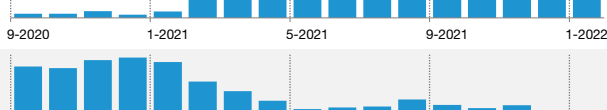

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	1-2021	1-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
Active Listings		3,345	1,438	- 57.0%	--	--	--
Under Contract		3,558	3,427	- 3.7%	3,558	3,427	- 3.7%
New Listings		3,416	3,070	- 10.1%	3,416	3,070	- 10.1%
Sold Listings		2,750	2,571	- 6.5%	2,750	2,571	- 6.5%
Days on Market		27	22	- 18.5%	27	22	- 18.5%
Median Sales Price		\$485,000	\$575,000	+ 18.6%	\$485,000	\$575,000	+ 18.6%
Average Sales Price		\$598,894	\$674,342	+ 12.6%	\$598,894	\$674,342	+ 12.6%
Pct. of List Price Received		100.8%	101.7%	+ 0.9%	100.8%	101.7%	+ 0.9%
Affordability Index		87	68	- 21.8%	87	68	- 21.8%

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	1-2021	1-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
Active Listings		1,796	461	- 74.3%	--	--	--
Under Contract		1,704	1,425	- 16.4%	1,704	1,425	- 16.4%
New Listings		1,609	1,227	- 23.7%	1,609	1,227	- 23.7%
Sold Listings		1,268	1,096	- 13.6%	1,268	1,096	- 13.6%
Days on Market		36	21	- 41.7%	36	21	- 41.7%
Median Sales Price		\$336,000	\$400,000	+ 19.0%	\$336,000	\$400,000	+ 19.0%
Average Sales Price		\$407,706	\$461,808	+ 13.3%	\$407,706	\$461,808	+ 13.3%
Pct. of List Price Received		99.8%	102.0%	+ 2.2%	99.8%	102.0%	+ 2.2%
Affordability Index		126	97	- 23.0%	126	97	- 23.0%

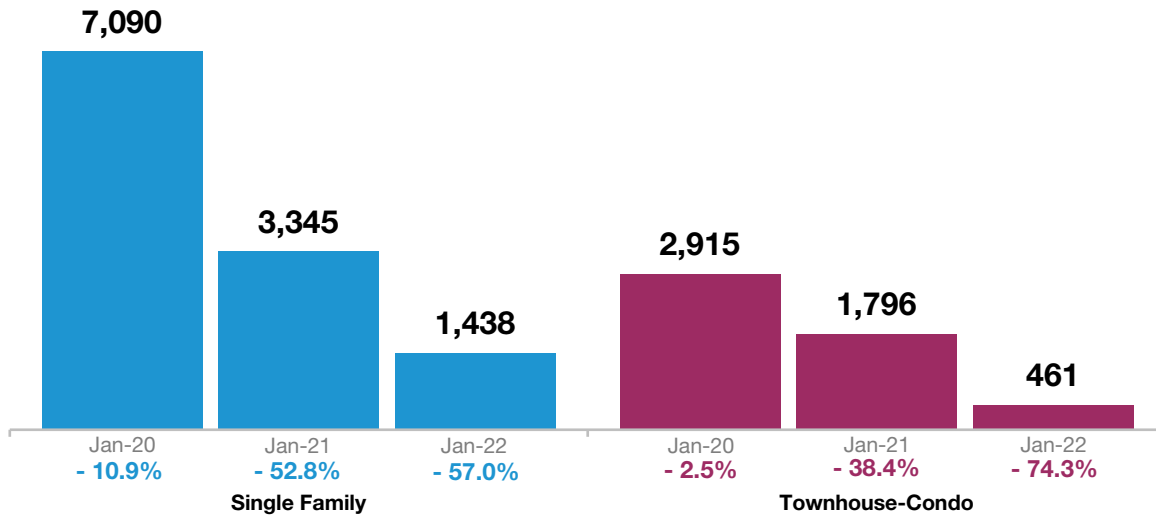
Inventory of Active Listings

The number of properties available for sale in active status at the end of a given month.



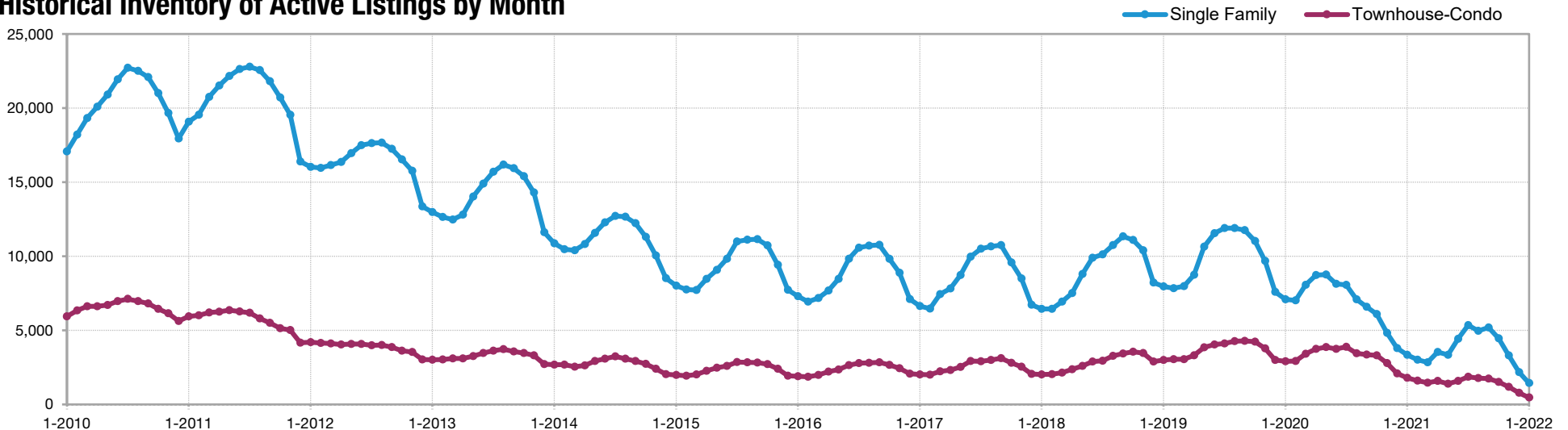
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January



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	3,010	-57.1%	1,596	-45.4%
Mar-2021	2,833	-64.9%	1,468	-57.0%
Apr-2021	3,535	-59.5%	1,586	-57.6%
May-2021	3,347	-61.8%	1,384	-64.2%
Jun-2021	4,431	-45.6%	1,582	-57.8%
Jul-2021	5,352	-33.7%	1,869	-51.8%
Aug-2021	4,963	-29.9%	1,776	-48.4%
Sep-2021	5,182	-21.4%	1,739	-48.1%
Oct-2021	4,451	-27.0%	1,518	-54.1%
Nov-2021	3,300	-31.7%	1,178	-57.7%
Dec-2021	2,183	-42.4%	783	-62.4%
Jan-2022	1,438	-57.0%	461	-74.3%

Historical Inventory of Active Listings by Month



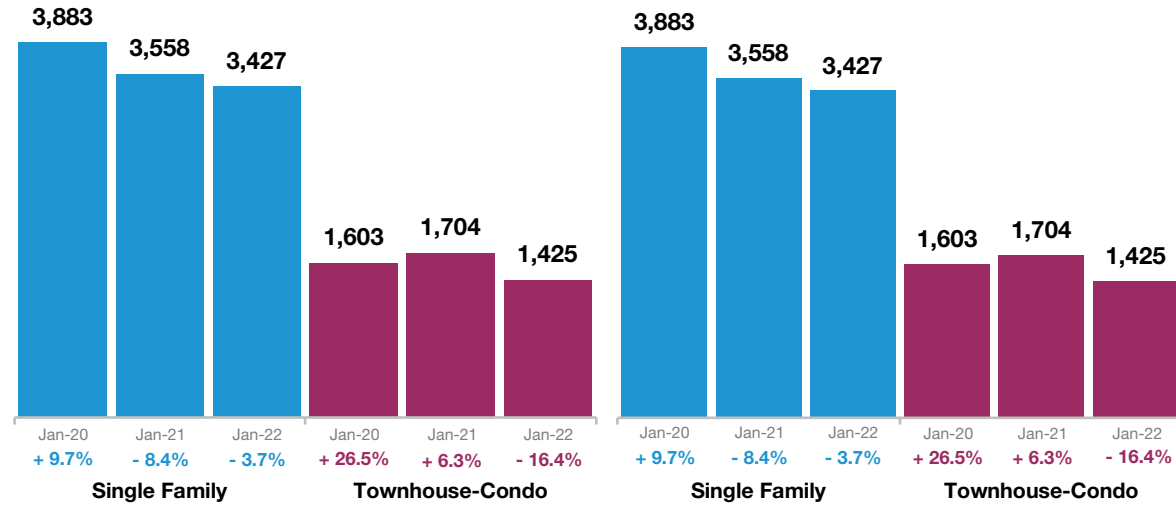
Under Contract

A count of the properties that have offers accepted on them in a given month.

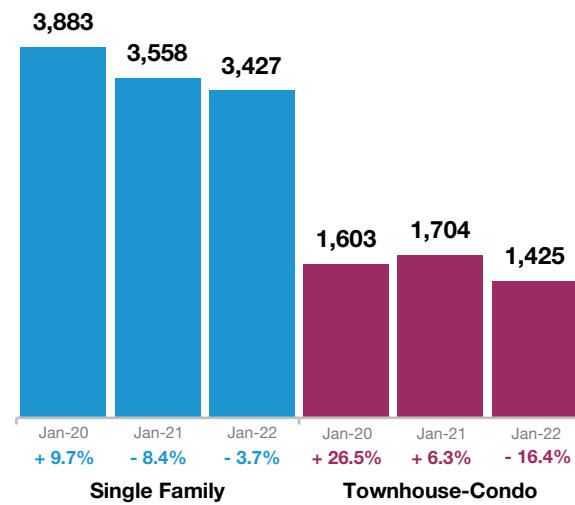


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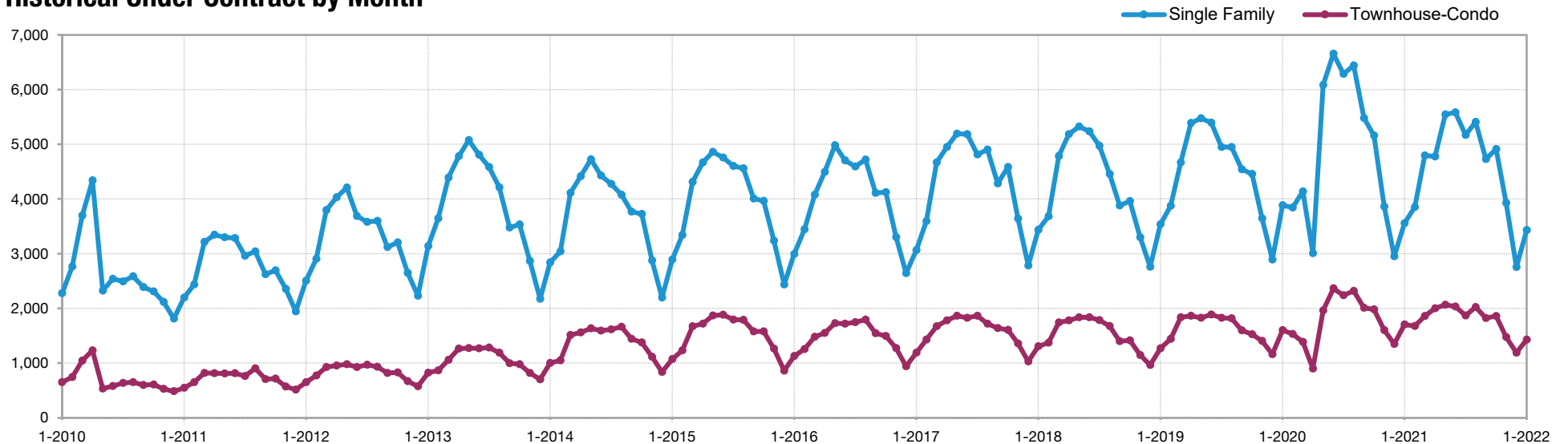


Year to Date



Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	3,849	+0.2%	1,676	+9.5%
Mar-2021	4,795	+15.8%	1,857	+34.0%
Apr-2021	4,773	+58.8%	1,997	+122.1%
May-2021	5,543	-8.8%	2,065	+5.3%
Jun-2021	5,582	-16.1%	2,032	-14.0%
Jul-2021	5,170	-17.8%	1,867	-16.5%
Aug-2021	5,406	-16.0%	2,024	-12.6%
Sep-2021	4,729	-13.7%	1,821	-9.4%
Oct-2021	4,911	-4.8%	1,859	-6.1%
Nov-2021	3,928	+1.7%	1,472	-7.9%
Dec-2021	2,756	-6.5%	1,189	-11.8%
Jan-2022	3,427	-3.7%	1,425	-16.4%

Historical Under Contract by Month



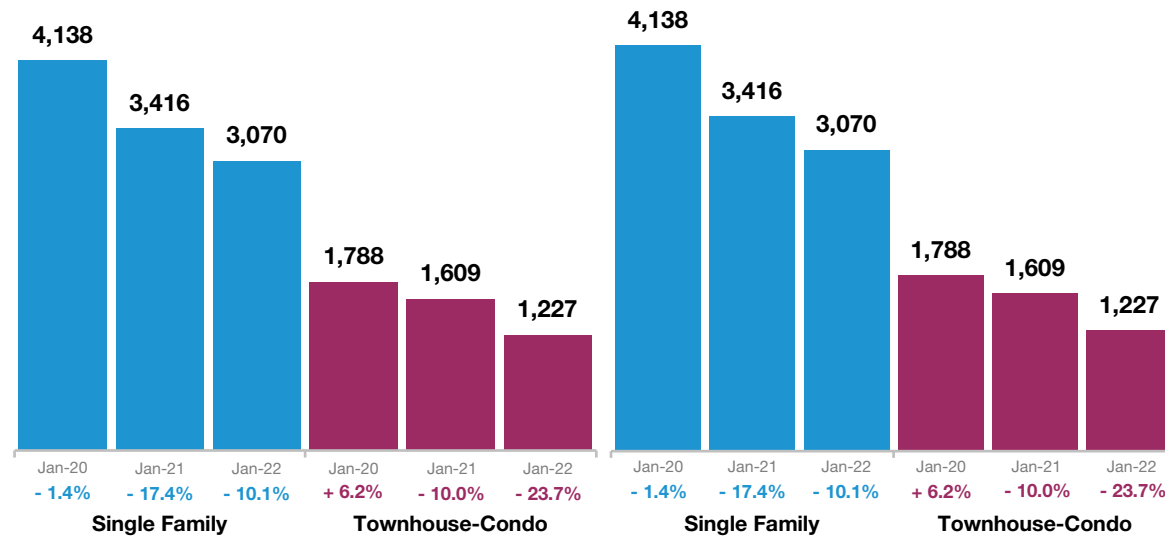
New Listings

A count of the properties that have been newly listed on the market in a given month.

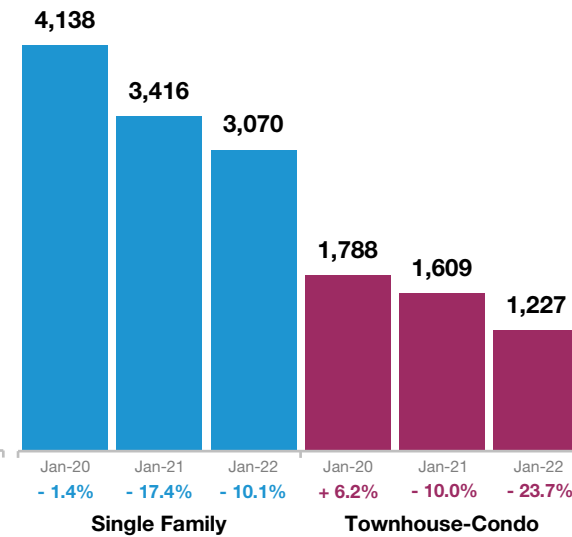


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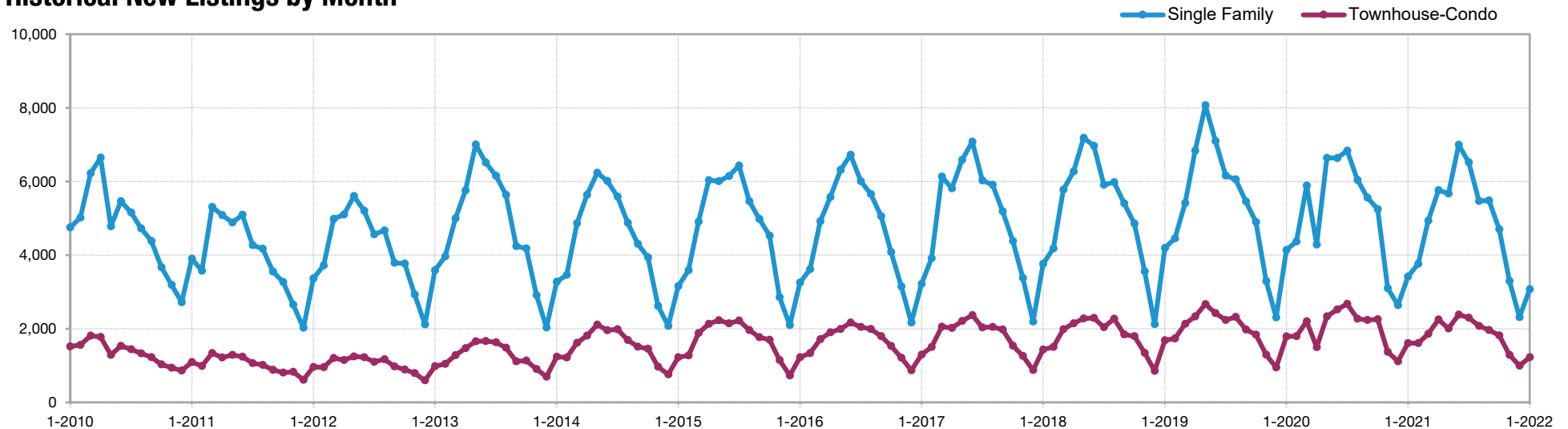


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	3,759	-13.9%	1,611	-10.4%
Mar-2021	4,930	-16.3%	1,862	-15.3%
Apr-2021	5,762	+34.5%	2,252	+50.3%
May-2021	5,672	-14.6%	2,004	-14.1%
Jun-2021	6,996	+5.5%	2,382	-5.5%
Jul-2021	6,519	-4.7%	2,301	-14.0%
Aug-2021	5,472	-9.4%	2,074	-8.8%
Sep-2021	5,481	-1.4%	1,961	-12.4%
Oct-2021	4,701	-10.4%	1,816	-19.5%
Nov-2021	3,295	+6.4%	1,290	-6.0%
Dec-2021	2,316	-12.2%	992	-10.7%
Jan-2022	3,070	-10.1%	1,227	-23.7%

Historical New Listings by Month



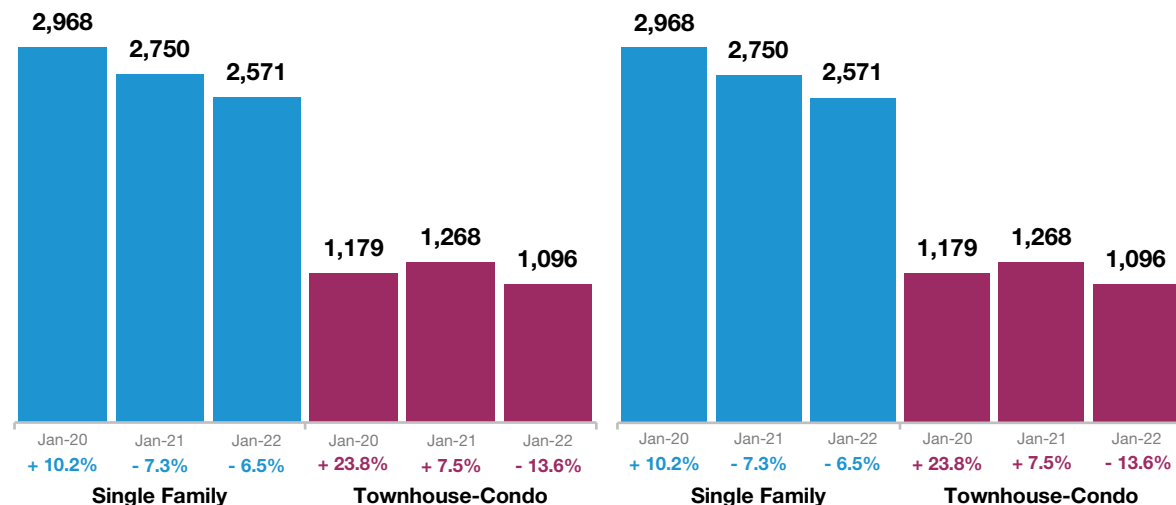
Sold Listings

A count of the actual sales that closed in a given month.



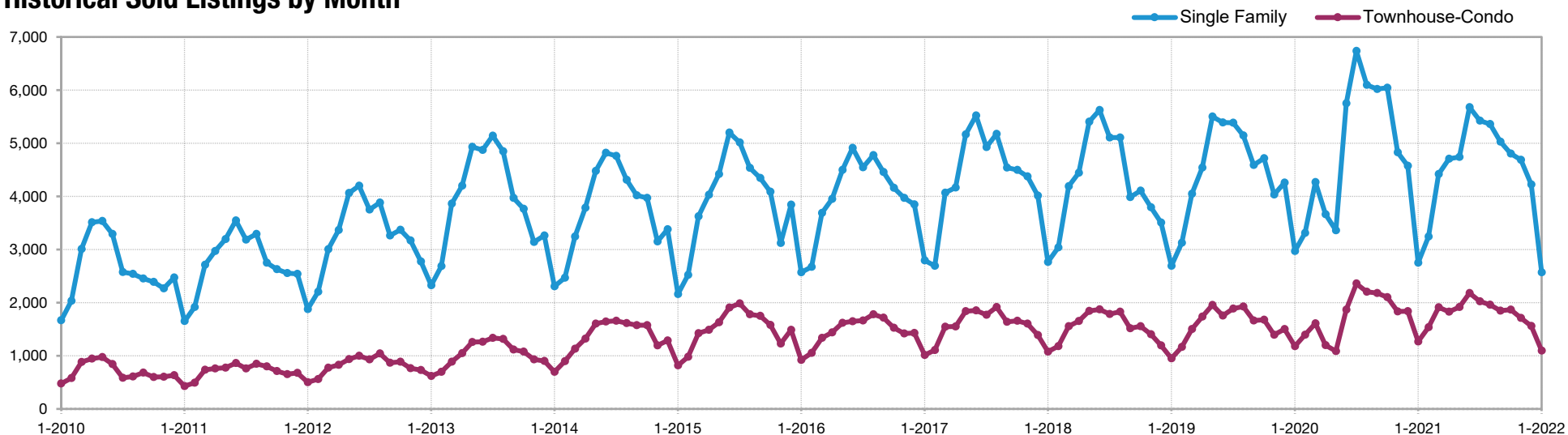
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Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	3,244	-2.0%	1,535	+10.1%
Mar-2021	4,417	+3.5%	1,912	+19.0%
Apr-2021	4,709	+28.6%	1,830	+52.9%
May-2021	4,743	+41.1%	1,918	+76.1%
Jun-2021	5,678	-1.3%	2,180	+16.8%
Jul-2021	5,425	-19.5%	2,026	-14.1%
Aug-2021	5,363	-12.0%	1,958	-11.1%
Sep-2021	5,031	-16.4%	1,847	-15.2%
Oct-2021	4,805	-20.5%	1,868	-11.2%
Nov-2021	4,686	-3.0%	1,710	-6.7%
Dec-2021	4,222	-7.7%	1,561	-15.1%
Jan-2022	2,571	-6.5%	1,096	-13.6%

Historical Sold Listings by Month



Days on Market Until Sale

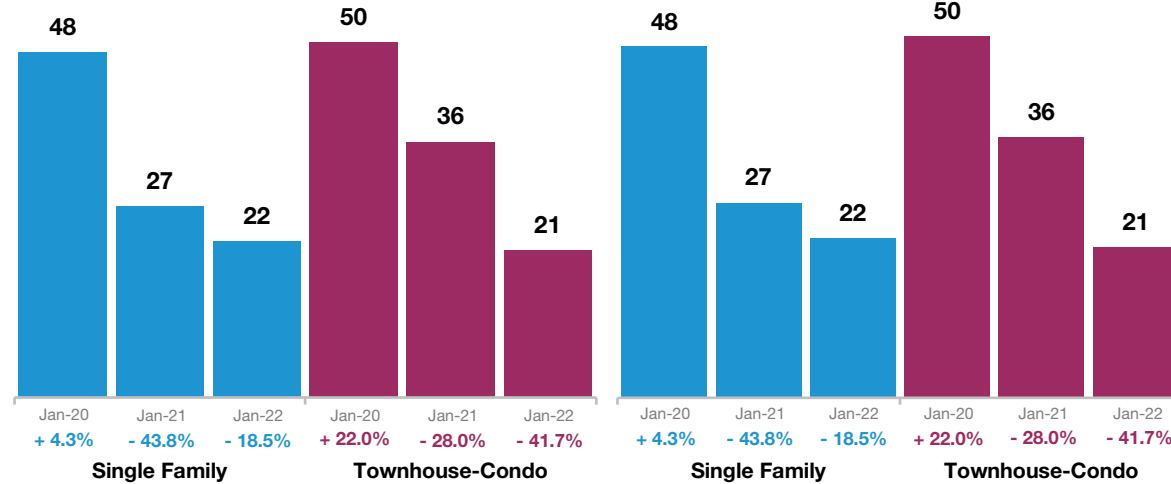
Average number of days between when a property is listed and when an offer is accepted in a given month.



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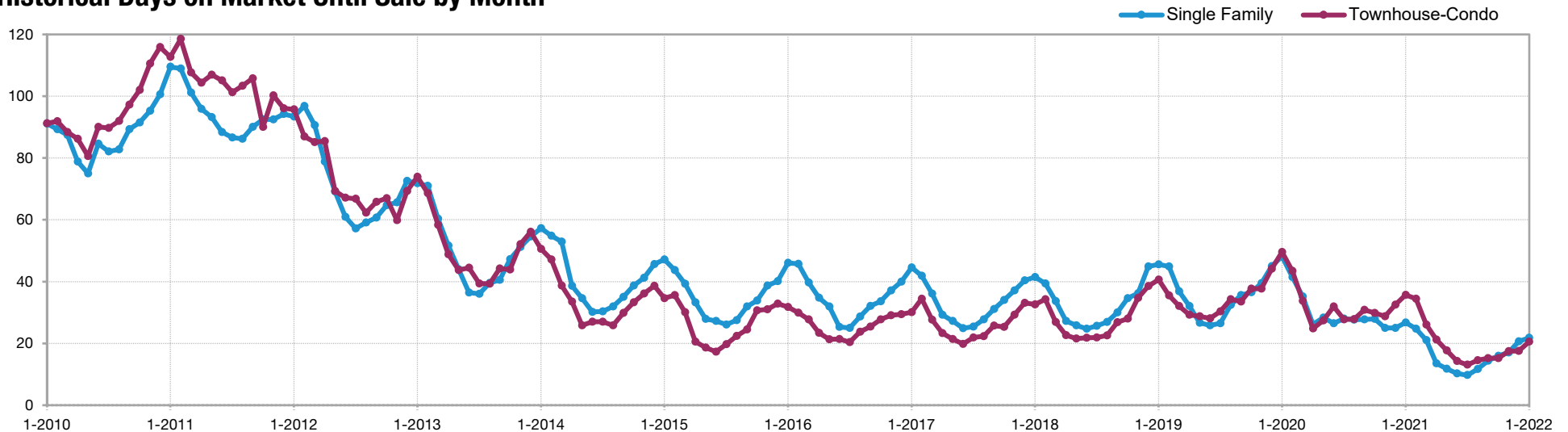
January

Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	25	-39.0%	34	-20.9%
Mar-2021	21	-40.0%	26	-23.5%
Apr-2021	14	-46.2%	21	-16.0%
May-2021	12	-57.1%	18	-33.3%
Jun-2021	10	-63.0%	14	-56.3%
Jul-2021	10	-64.3%	13	-53.6%
Aug-2021	12	-57.1%	14	-50.0%
Sep-2021	14	-50.0%	15	-51.6%
Oct-2021	16	-42.9%	15	-50.0%
Nov-2021	17	-32.0%	17	-41.4%
Dec-2021	21	-16.0%	18	-45.5%
Jan-2022	22	-18.5%	21	-41.7%

Historical Days on Market Until Sale by Month



Median Sales Price

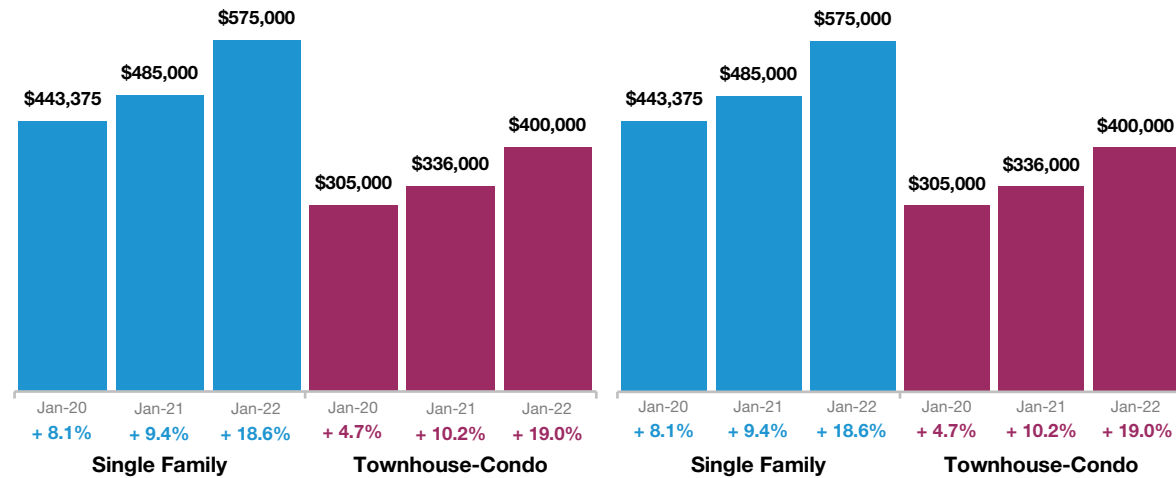
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



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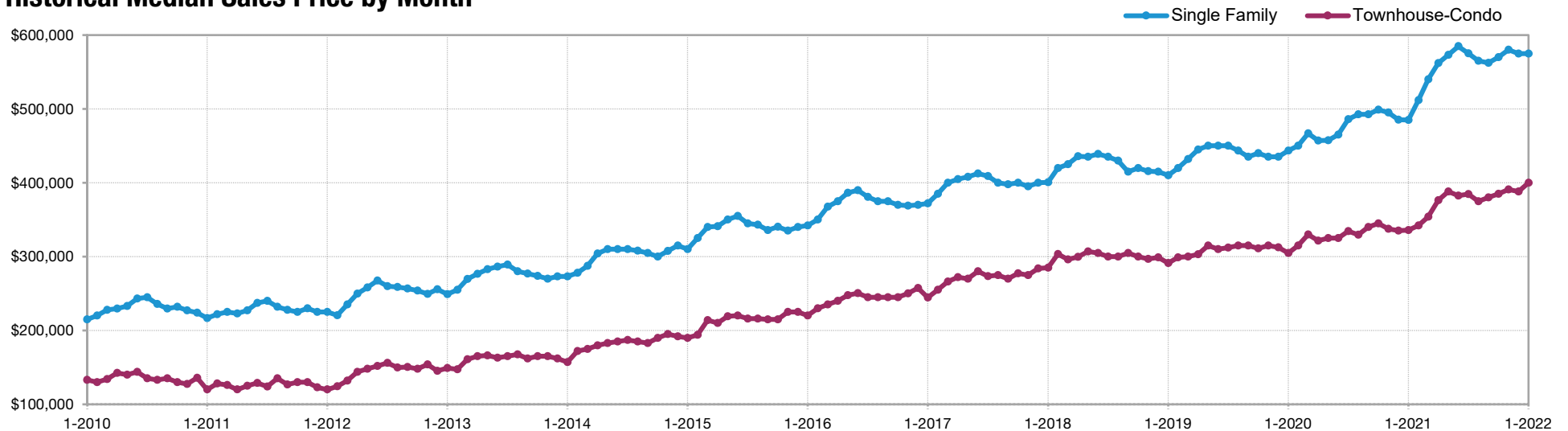
January

Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	\$512,000	+13.8%	\$342,156	+8.6%
Mar-2021	\$540,000	+15.6%	\$354,000	+7.3%
Apr-2021	\$562,000	+23.0%	\$376,125	+17.0%
May-2021	\$573,000	+25.2%	\$388,115	+19.4%
Jun-2021	\$585,000	+25.8%	\$382,500	+17.7%
Jul-2021	\$575,267	+18.4%	\$384,500	+14.9%
Aug-2021	\$565,000	+14.7%	\$375,000	+13.8%
Sep-2021	\$562,500	+14.2%	\$380,000	+11.8%
Oct-2021	\$570,000	+14.2%	\$385,000	+11.6%
Nov-2021	\$580,000	+17.2%	\$391,000	+15.8%
Dec-2021	\$575,000	+18.5%	\$388,000	+15.8%
Jan-2022	\$575,000	+18.6%	\$400,000	+19.0%

Historical Median Sales Price by Month



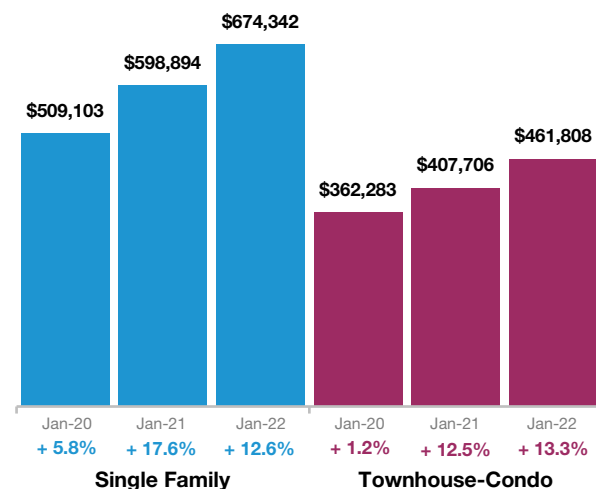
Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

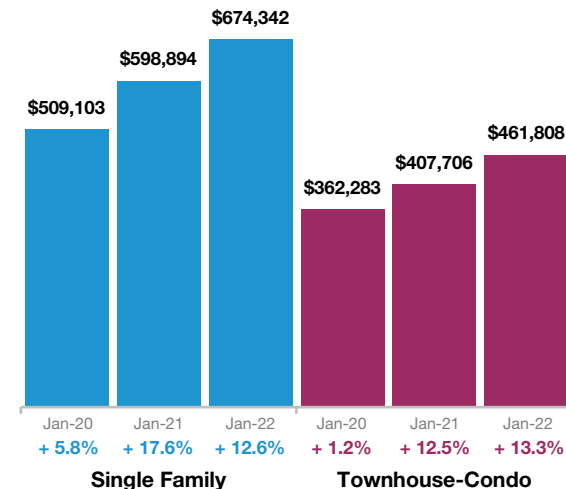


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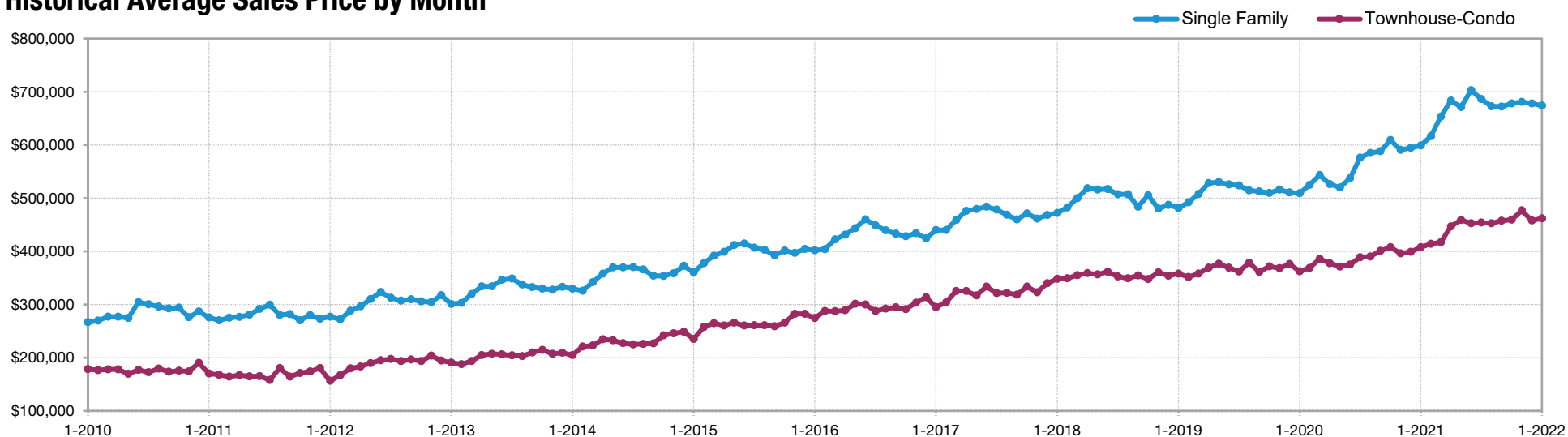


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	\$616,556	+17.4%	\$413,866	+12.3%
Mar-2021	\$653,226	+20.2%	\$416,967	+8.1%
Apr-2021	\$683,200	+29.8%	\$446,953	+18.4%
May-2021	\$671,114	+29.0%	\$459,109	+23.7%
Jun-2021	\$702,930	+30.8%	\$452,878	+20.7%
Jul-2021	\$686,395	+19.2%	\$454,254	+16.8%
Aug-2021	\$672,904	+15.1%	\$452,400	+16.0%
Sep-2021	\$672,311	+14.3%	\$457,320	+14.1%
Oct-2021	\$677,869	+11.3%	\$459,554	+12.7%
Nov-2021	\$681,066	+15.3%	\$476,927	+20.4%
Dec-2021	\$677,839	+14.0%	\$457,875	+14.7%
Jan-2022	\$674,342	+12.6%	\$461,808	+13.3%

Historical Average Sales Price by Month



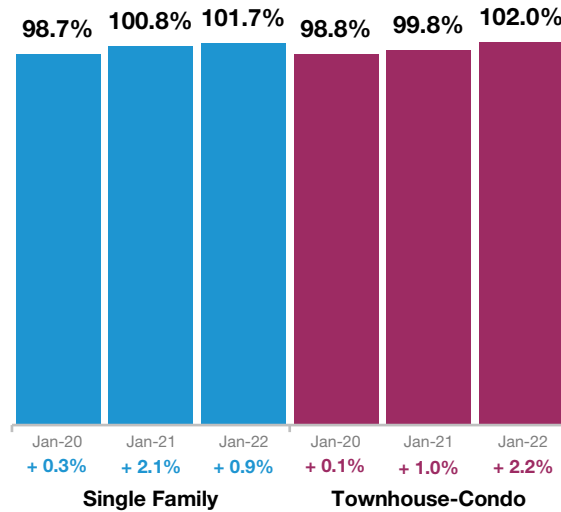
Percent of List Price Received

Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

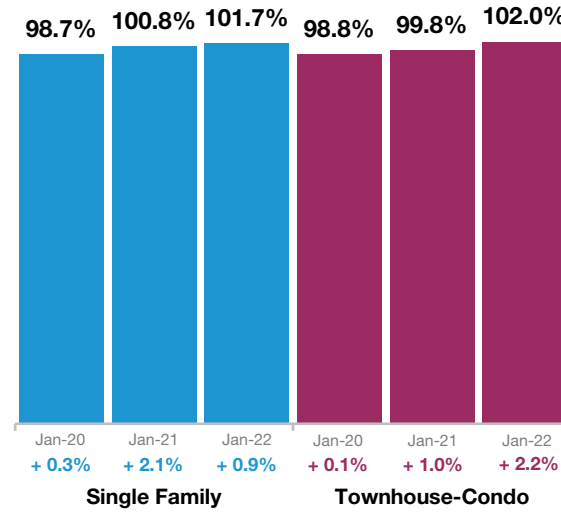


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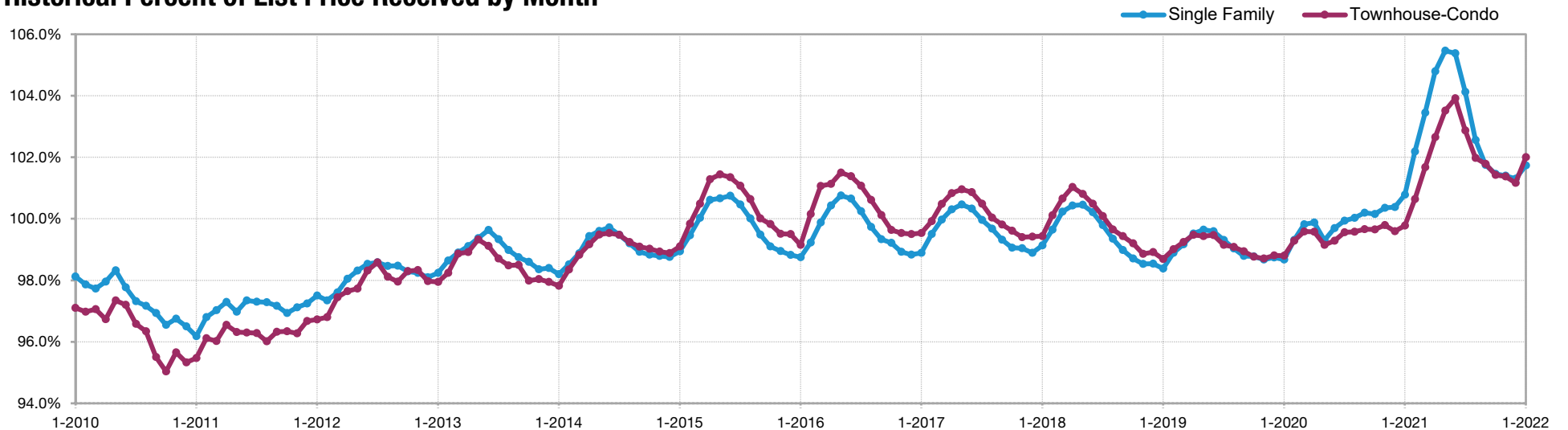


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	102.2%	+2.9%	100.6%	+1.3%
Mar-2021	103.5%	+3.7%	101.7%	+2.1%
Apr-2021	104.8%	+4.9%	102.7%	+3.1%
May-2021	105.5%	+6.2%	103.5%	+4.3%
Jun-2021	105.4%	+5.7%	103.9%	+4.6%
Jul-2021	104.1%	+4.2%	102.9%	+3.3%
Aug-2021	102.6%	+2.6%	102.0%	+2.4%
Sep-2021	101.7%	+1.5%	101.8%	+2.1%
Oct-2021	101.5%	+1.3%	101.4%	+1.7%
Nov-2021	101.4%	+1.0%	101.4%	+1.6%
Dec-2021	101.3%	+0.9%	101.2%	+1.6%
Jan-2022	101.7%	+0.9%	102.0%	+2.2%

Historical Percent of List Price Received by Month



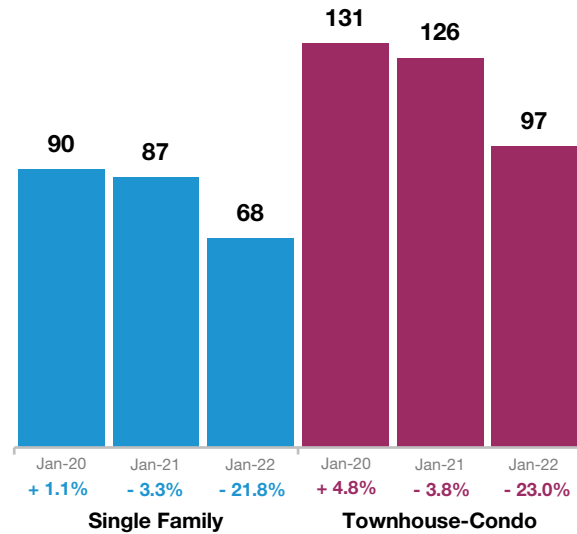
Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

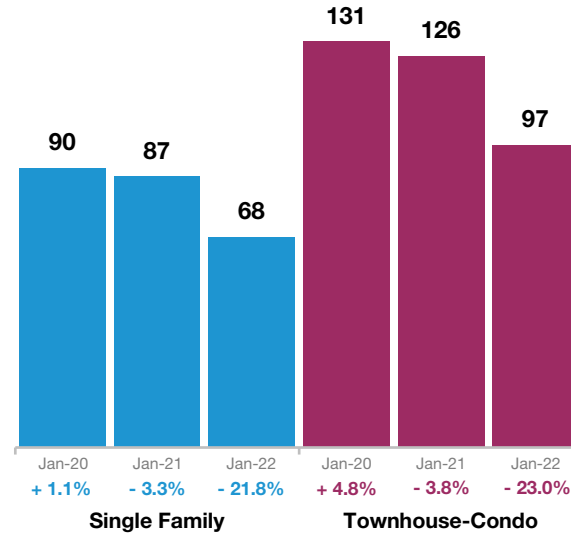


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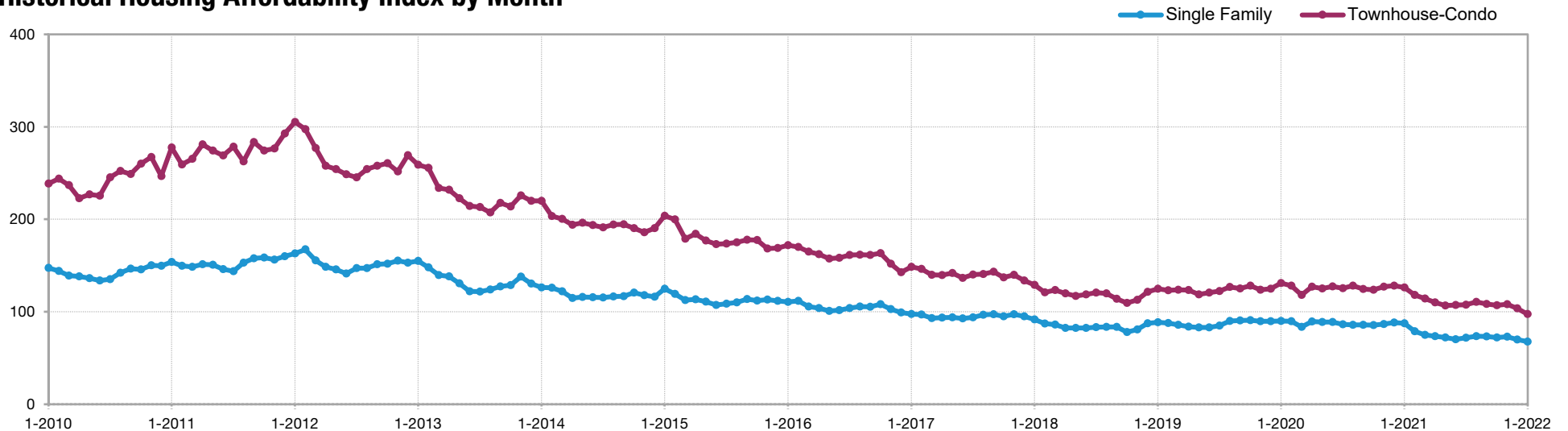


Year to Date



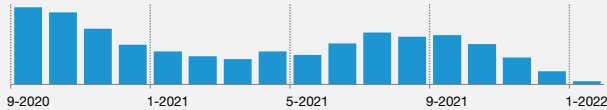
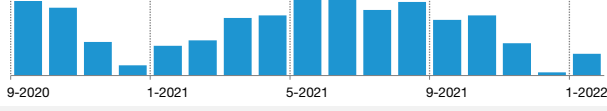
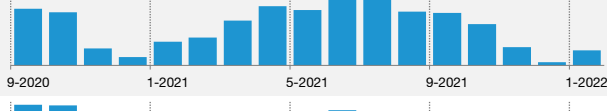
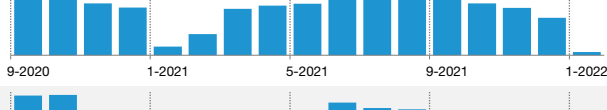
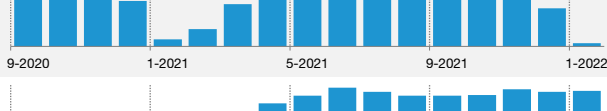
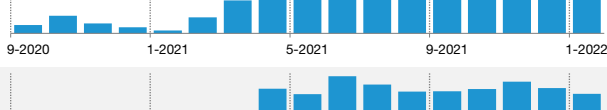
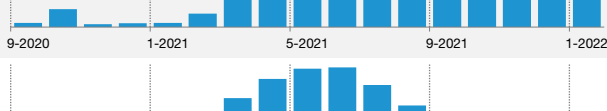
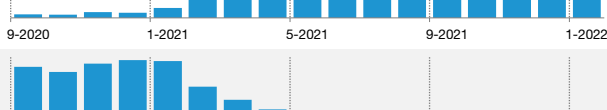

Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2021	79	-12.2%	118	-7.8%
Mar-2021	75	-9.6%	114	-3.4%
Apr-2021	74	-16.9%	110	-13.4%
May-2021	72	-19.1%	107	-14.4%
Jun-2021	70	-21.3%	107	-15.7%
Jul-2021	72	-16.3%	108	-13.6%
Aug-2021	73	-15.1%	111	-13.3%
Sep-2021	73	-15.1%	108	-12.9%
Oct-2021	72	-16.3%	107	-13.7%
Nov-2021	73	-16.1%	108	-15.0%
Dec-2021	70	-20.5%	104	-18.8%
Jan-2022	68	-21.8%	97	-23.0%

Historical Housing Affordability Index 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	1-2021	1-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
Active Listings		5,183	1,911	- 63.1%	--	--	--
Under Contract		5,276	4,866	- 7.8%	5,276	4,866	- 7.8%
New Listings		5,038	4,311	- 14.4%	5,038	4,311	- 14.4%
Sold Listings		4,024	3,674	- 8.7%	4,024	3,674	- 8.7%
Days on Market		30	22	- 26.7%	30	22	- 26.7%
Median Sales Price		\$446,075	\$531,000	+ 19.0%	\$446,075	\$531,000	+ 19.0%
Average Sales Price		\$538,130	\$610,206	+ 13.4%	\$538,130	\$610,206	+ 13.4%
Pct. of List Price Received		100.5%	101.8%	+ 1.3%	100.5%	101.8%	+ 1.3%
Affordability Index		95	73	- 23.2%	95	73	- 23.2%

Sold Listings

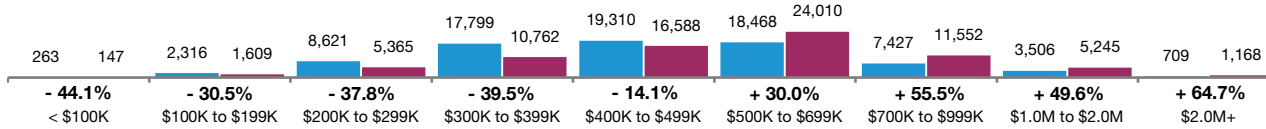
Actual sales that have closed in a given month.



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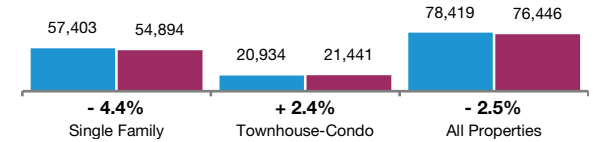
By Price Range – All Properties – Rolling 12 Months

■ 1-2021 ■ 1-2022



By Property Type

■ 1-2021 ■ 1-2022



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	1-2021	1-2022	Change	1-2021	1-2022	Change
\$99,999 and Below	200	88	-56.0%	25	13	-48.0%
\$100,000 to \$199,999	595	376	-36.8%	1,702	1,200	-29.5%
\$200,000 to \$299,999	2,385	1,035	-56.6%	6,230	4,322	-30.6%
\$300,000 to \$399,999	11,754	4,553	-61.3%	6,028	6,191	+2.7%
\$400,000 to \$499,999	16,281	12,431	-23.6%	3,028	4,157	+37.3%
\$500,000 to \$699,999	16,034	20,728	+29.3%	2,434	3,278	+34.7%
\$700,000 to \$999,999	6,357	10,122	+59.2%	1,069	1,429	+33.7%
\$1,000,000 to \$1,999,999	3,134	4,520	+44.2%	372	724	+94.6%
\$2,000,000 and Above	663	1,041	+57.0%	46	127	+176.1%
All Price Ranges	57,403	54,894	-4.4%	20,934	21,441	+2.4%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	12-2021	1-2022	Change	12-2021	1-2022	Change
	4	1	-75.0%	1	2	+100.0%
	27	24	-11.1%	91	58	-36.3%
	82	52	-36.6%	274	186	-32.1%
	309	187	-39.5%	466	290	-37.8%
	899	514	-42.8%	308	247	-19.8%
	1,688	1,058	-37.3%	256	194	-24.2%
	813	494	-39.2%	90	86	-4.4%
	320	194	-39.4%	67	27	-59.7%
	80	47	-41.3%	8	6	-25.0%
All Price Ranges	4,222	2,571	-39.1%	1,561	1,096	-29.8%

Year to Date

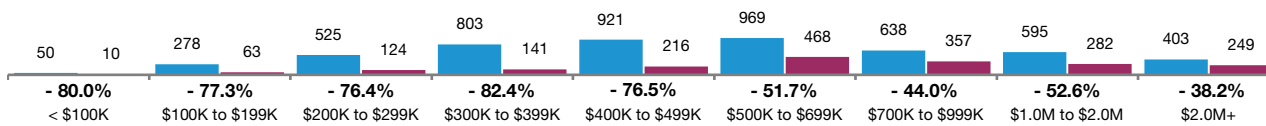
	Single Family			Townhouse-Condo		
	1-2021	1-2022	Change	1-2021	1-2022	Change
	8	1	-87.5%	0	2	--
	28	24	-14.3%	102	58	-43.1%
	117	52	-55.6%	363	186	-48.8%
	526	187	-64.4%	353	290	-17.8%
	776	514	-33.8%	178	247	+38.8%
	763	1,058	+38.7%	153	194	+26.8%
	305	494	+62.0%	77	86	+11.7%
	183	194	+6.0%	41	27	-34.1%
	44	47	+6.8%	1	6	+500.0%
All Price Ranges	2,750	2,571	-6.5%	1,268	1,096	-13.6%

Inventory of Active Listings

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

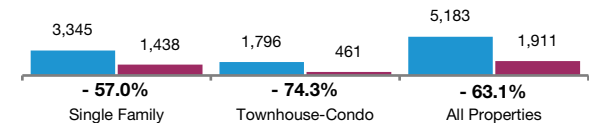
By Price Range – All Properties

■ 1-2021 ■ 1-2022



By Property Type

■ 1-2021 ■ 1-2022



Year over Year

By Price Range	Single Family			Townhouse-Condo		
	1-2021	1-2022	Change	1-2021	1-2022	Change
\$99,999 and Below	30	8	-73.3%	5	2	-60.0%
\$100,000 to \$199,999	96	45	-53.1%	165	15	-90.9%
\$200,000 to \$299,999	166	58	-65.1%	354	63	-82.2%
\$300,000 to \$399,999	480	68	-85.8%	320	71	-77.8%
\$400,000 to \$499,999	627	169	-73.0%	292	43	-85.3%
\$500,000 to \$699,999	676	365	-46.0%	293	103	-64.8%
\$700,000 to \$999,999	451	289	-35.9%	187	68	-63.6%
\$1,000,000 to \$1,999,999	468	220	-53.0%	127	62	-51.2%
\$2,000,000 and Above	350	215	-38.6%	53	34	-35.8%
All Price Ranges	3,345	1,438	-57.0%	1,796	461	-74.3%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	12-2021	1-2022	Change	12-2021	1-2022	Change
	9	8	-11.1%	2	2	0.0%
	60	45	-25.0%	39	15	-61.5%
	82	58	-29.3%	101	63	-37.6%
	156	68	-56.4%	134	71	-47.0%
	302	169	-44.0%	102	43	-57.8%
	633	365	-42.3%	189	103	-45.5%
	415	289	-30.4%	105	68	-35.2%
	289	220	-23.9%	68	62	-8.8%
	236	215	-8.9%	43	34	-20.9%
All Price Ranges	2,183	1,438	-34.1%	783	461	-41.1%

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®



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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.
Under Contract	A count of the properties that have offers accepted on them in a given month.
New Listings	A measure of how much new supply is coming onto the market from sellers.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
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.
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.