

Monthly Indicators



March 2022

Percent changes calculated using year-over-year comparisons.

New Listings were up 11.0 percent for single family homes and 0.5 percent for townhouse-condo properties. Under Contracts decreased 3.3 percent for single family homes and 9.8 percent for townhouse-condo properties.

The Median Sales Price was up 17.6 percent to \$635,000 for single family homes and 20.3 percent to \$426,000 for townhouse-condo properties. Days on Market decreased 28.6 percent for single family homes and 50.0 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

- 30.2% **- 11.1%** **+ 21.6%**

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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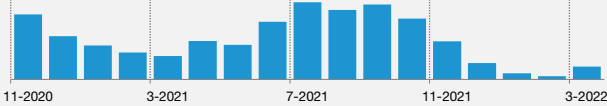
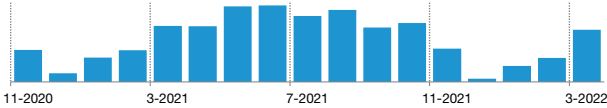
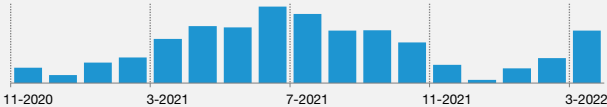
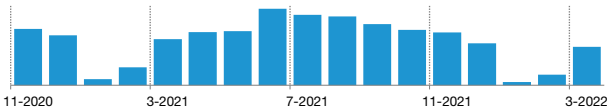
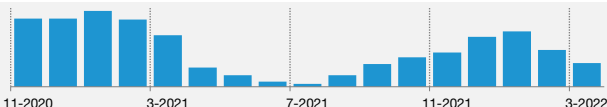
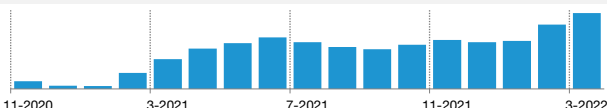
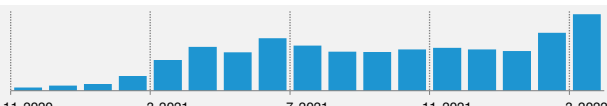

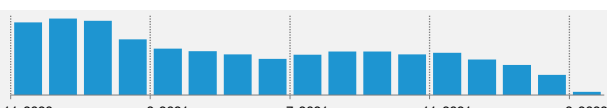
All residential real estate activity in the MLS of REcolorado® composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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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	3-2021	3-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
Active Listings		2,859	2,360	- 17.5%	--	--	--
Under Contract		4,793	4,635	- 3.3%	12,199	11,422	- 6.4%
New Listings		4,932	5,475	+ 11.0%	12,108	12,257	+ 1.2%
Sold Listings		4,417	4,094	- 7.3%	10,412	9,665	- 7.2%
Days on Market		21	15	- 28.6%	24	18	- 25.0%
Median Sales Price		\$540,000	\$635,000	+ 17.6%	\$515,000	\$611,000	+ 18.6%
Average Sales Price		\$653,226	\$757,992	+ 16.0%	\$627,433	\$722,091	+ 15.1%
Pct. of List Price Received		103.5%	105.8%	+ 2.2%	102.4%	104.2%	+ 1.8%
Affordability Index		75	55	- 26.7%	78	57	- 26.9%

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
Active Listings		1,477	681	- 53.9%	--	--	--
Under Contract		1,858	1,676	- 9.8%	5,237	4,431	- 15.4%
New Listings		1,862	1,871	+ 0.5%	5,082	4,525	- 11.0%
Sold Listings		1,912	1,543	- 19.3%	4,715	3,886	- 17.6%
Days on Market		26	13	- 50.0%	31	16	- 48.4%
Median Sales Price		\$354,000	\$426,000	+ 20.3%	\$345,000	\$412,000	+ 19.4%
Average Sales Price		\$416,967	\$504,531	+ 21.0%	\$413,467	\$484,920	+ 17.3%
Pct. of List Price Received		101.7%	105.6%	+ 3.8%	100.8%	104.0%	+ 3.2%
Affordability Index		114	82	- 28.1%	117	85	- 27.4%

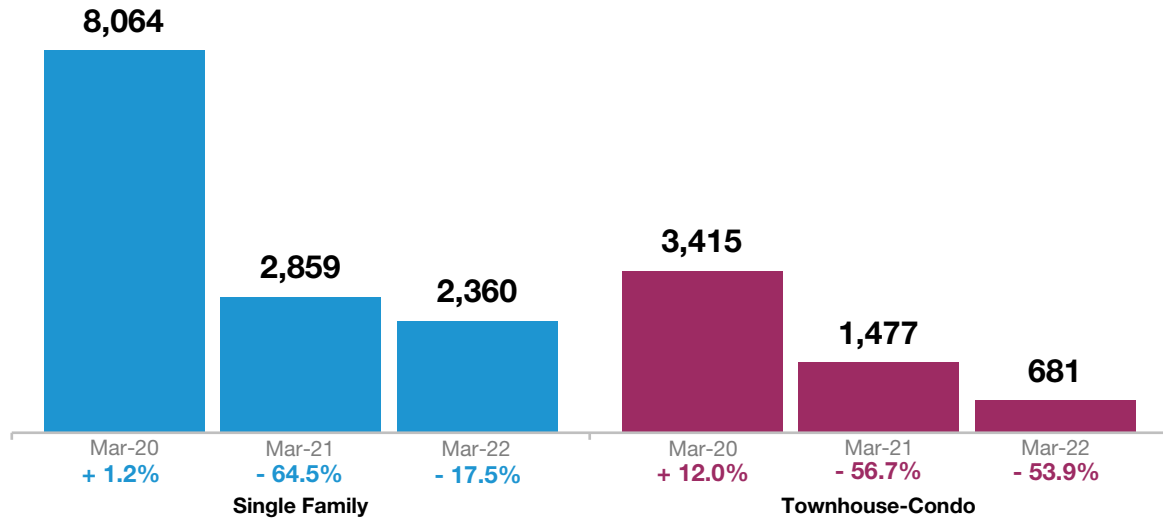
Inventory of Active Listings

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



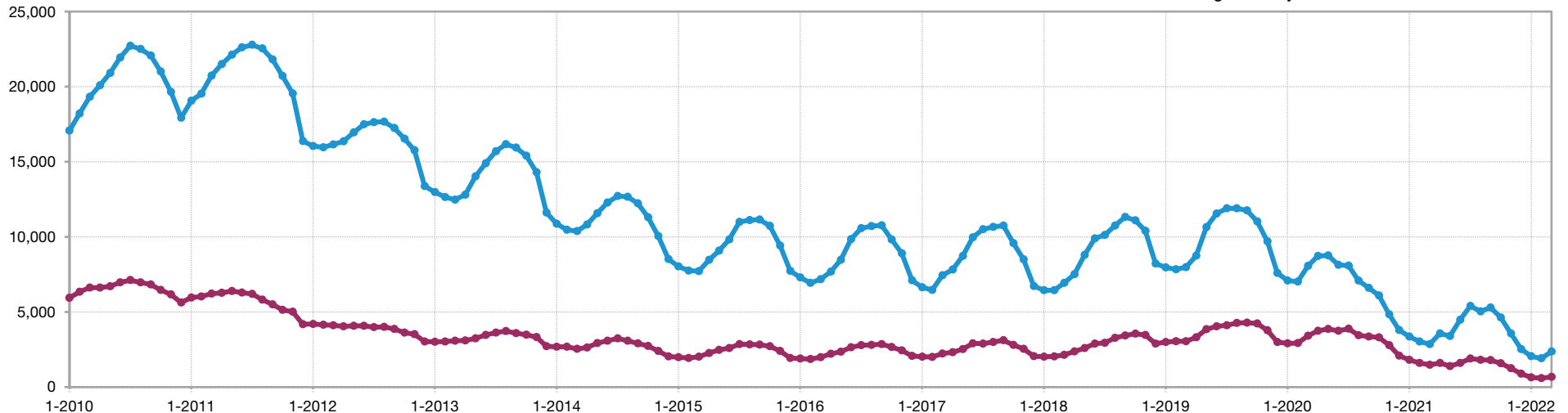
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March



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	3,568	-59.1%	1,597	-57.4%
May-2021	3,387	-61.3%	1,397	-63.9%
Jun-2021	4,477	-45.0%	1,601	-57.3%
Jul-2021	5,406	-33.1%	1,892	-51.2%
Aug-2021	5,041	-28.9%	1,808	-47.5%
Sep-2021	5,301	-19.6%	1,788	-46.7%
Oct-2021	4,639	-24.0%	1,578	-52.3%
Nov-2021	3,567	-26.3%	1,257	-54.9%
Dec-2021	2,530	-33.5%	888	-57.4%
Jan-2022	2,050	-38.9%	647	-64.1%
Feb-2022	1,911	-36.8%	594	-63.0%
Mar-2022	2,360	-17.5%	681	-53.9%

Historical Inventory of Active Listings by Month



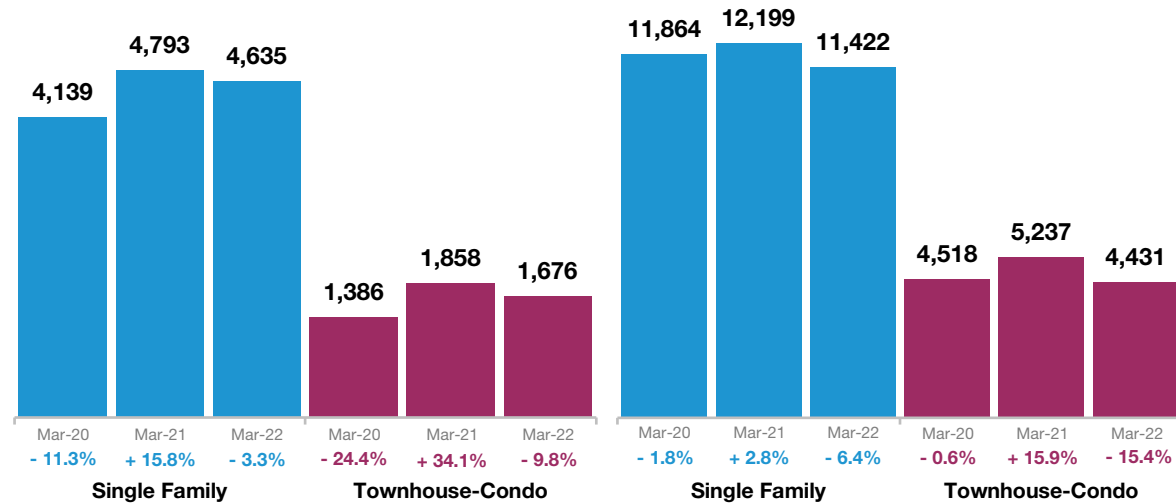
Under Contract

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

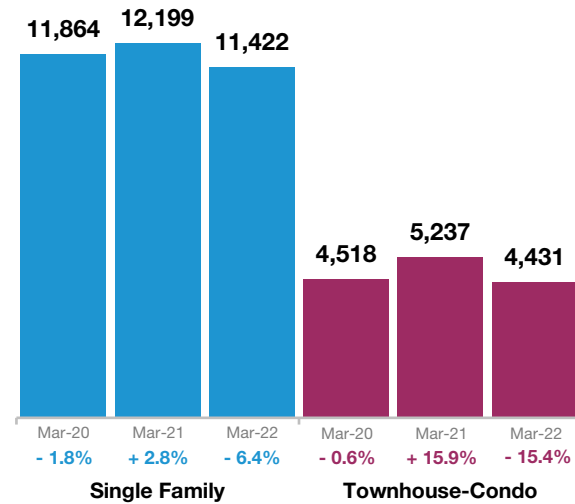


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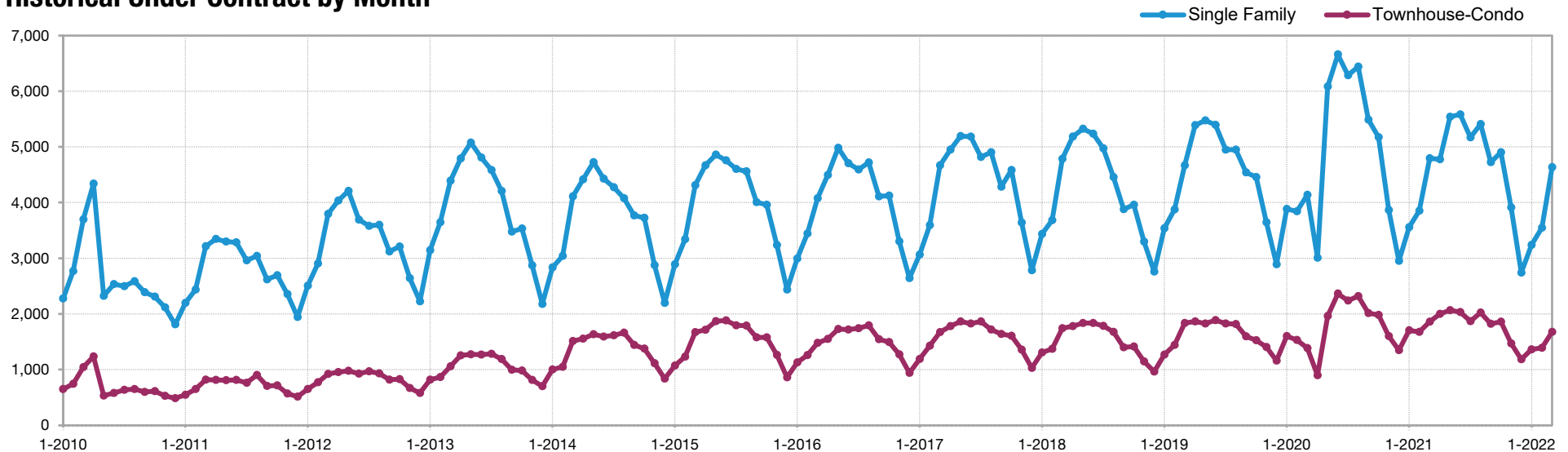


Year to Date



Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	4,773	+58.8%	1,997	+122.1%
May-2021	5,540	-8.9%	2,063	+5.2%
Jun-2021	5,581	-16.2%	2,031	-14.0%
Jul-2021	5,169	-17.8%	1,866	-16.6%
Aug-2021	5,406	-16.1%	2,022	-12.7%
Sep-2021	4,725	-13.9%	1,822	-9.4%
Oct-2021	4,901	-5.2%	1,857	-6.2%
Nov-2021	3,911	+1.2%	1,471	-8.0%
Dec-2021	2,740	-7.1%	1,185	-12.0%
Jan-2022	3,239	-8.9%	1,363	-20.0%
Feb-2022	3,548	-7.8%	1,392	-16.9%
Mar-2022	4,635	-3.3%	1,676	-9.8%

Historical Under Contract by Month



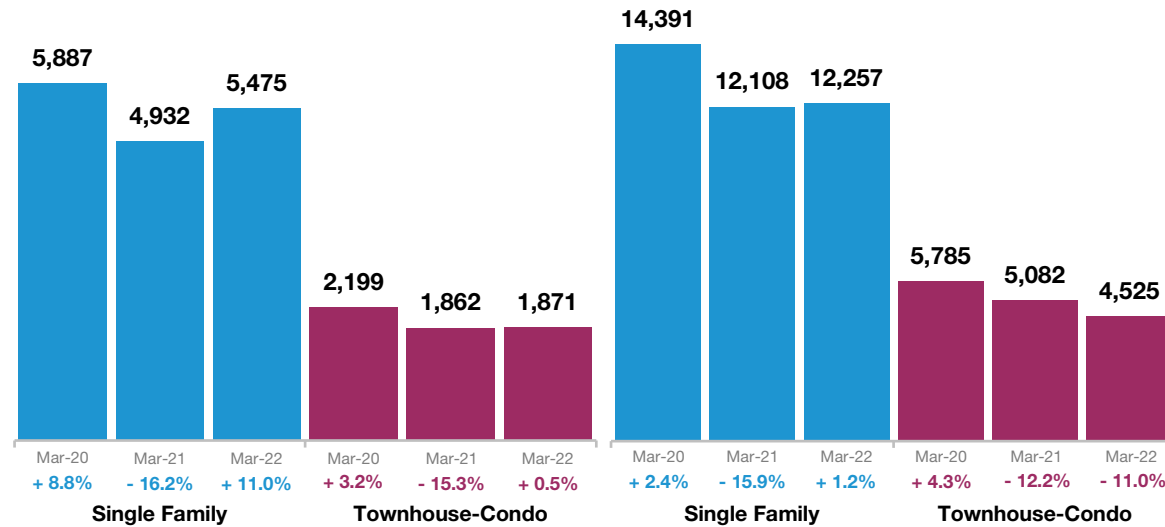
New Listings

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

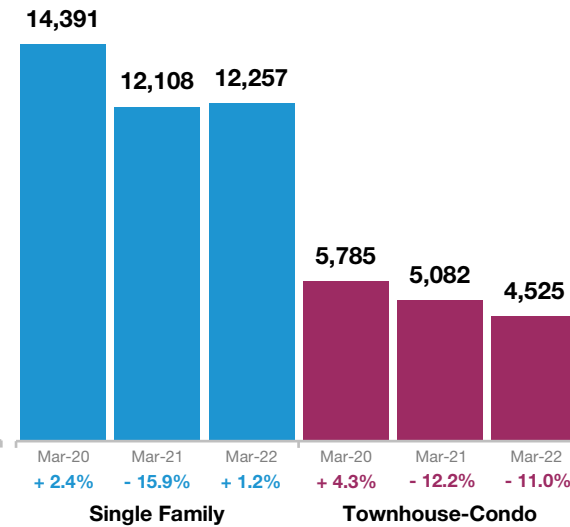


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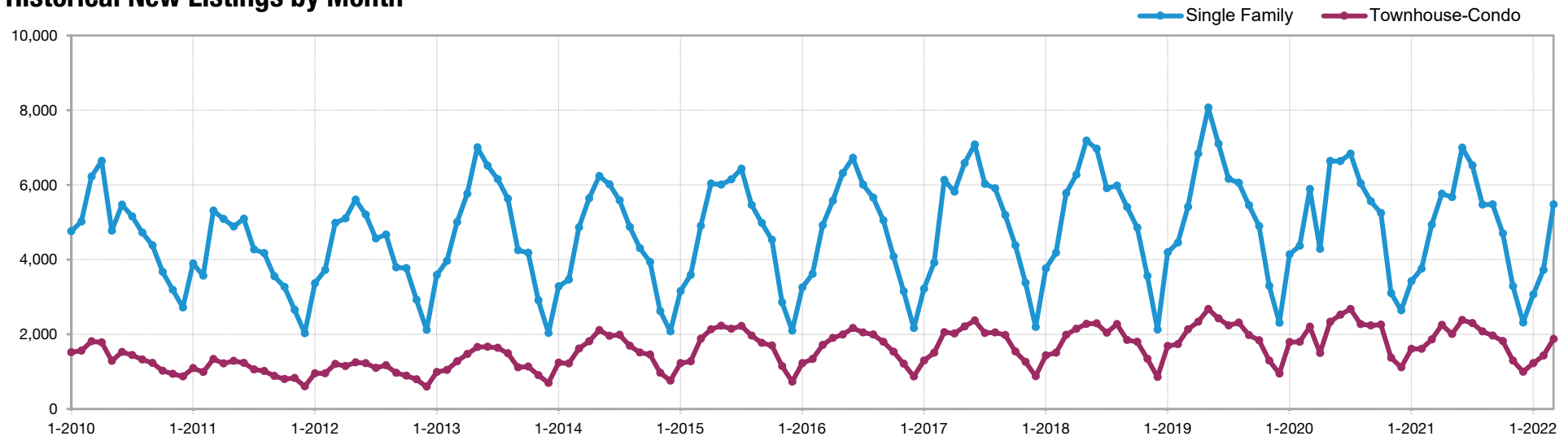


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	5,471	-9.4%	2,075	-8.7%
Sep-2021	5,479	-1.5%	1,964	-12.2%
Oct-2021	4,701	-10.4%	1,816	-19.5%
Nov-2021	3,288	+6.2%	1,293	-5.7%
Dec-2021	2,316	-12.2%	994	-10.6%
Jan-2022	3,063	-10.4%	1,225	-23.9%
Feb-2022	3,719	-1.0%	1,429	-11.3%
Mar-2022	5,475	+11.0%	1,871	+0.5%

Historical New Listings by Month



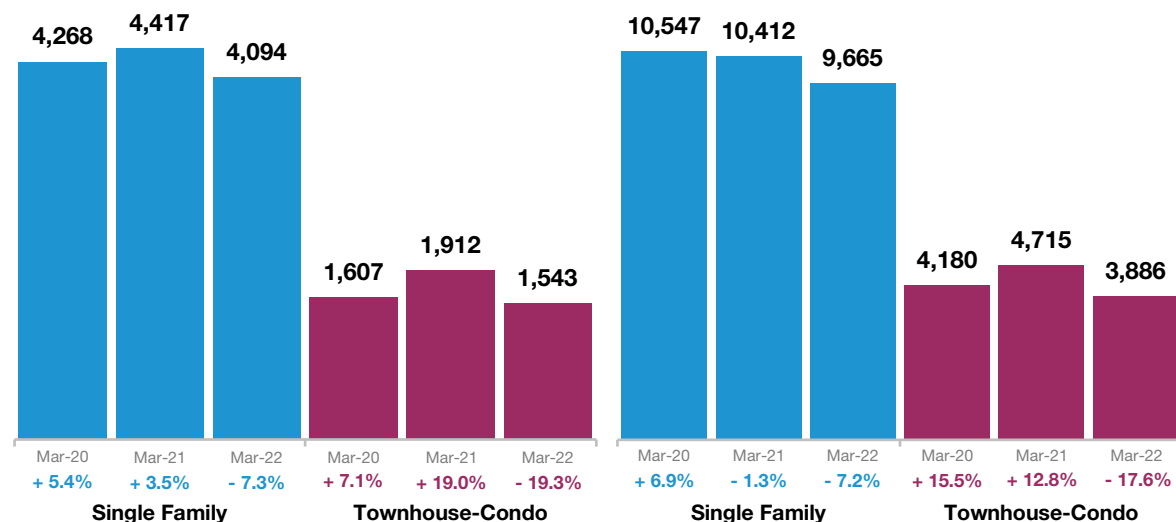
Sold Listings

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

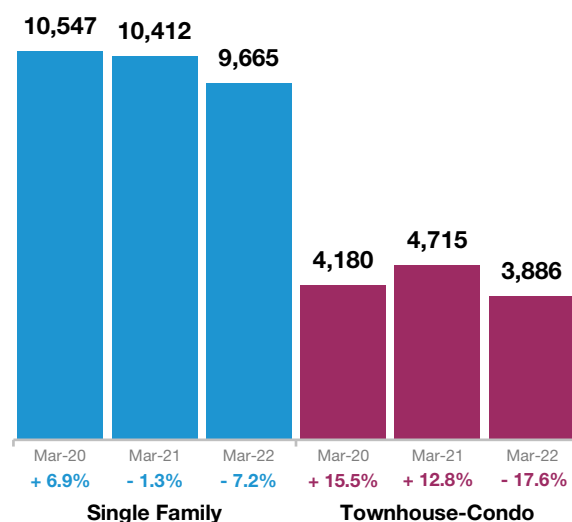


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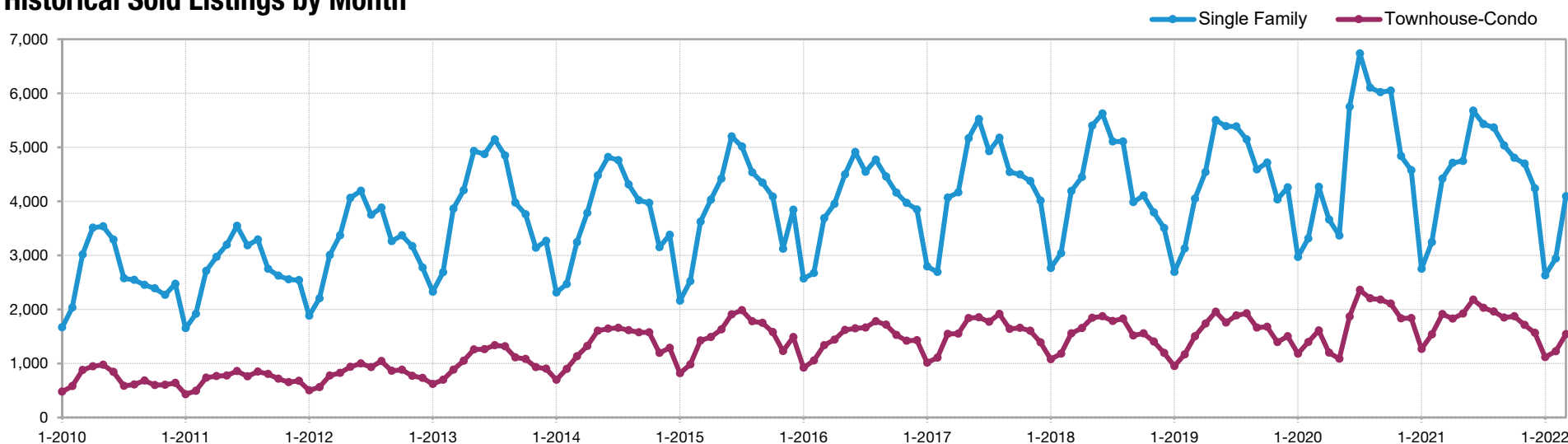


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	4,710	+28.7%	1,830	+52.9%
May-2021	4,745	+41.1%	1,920	+76.3%
Jun-2021	5,679	-1.3%	2,180	+16.8%
Jul-2021	5,429	-19.4%	2,028	-14.0%
Aug-2021	5,366	-12.0%	1,960	-11.0%
Sep-2021	5,036	-16.3%	1,849	-15.1%
Oct-2021	4,806	-20.6%	1,872	-11.1%
Nov-2021	4,696	-3.0%	1,713	-6.5%
Dec-2021	4,237	-7.4%	1,564	-15.0%
Jan-2022	2,628	-4.4%	1,118	-11.8%
Feb-2022	2,943	-9.3%	1,225	-20.2%
Mar-2022	4,094	-7.3%	1,543	-19.3%

Historical Sold Listings by Month



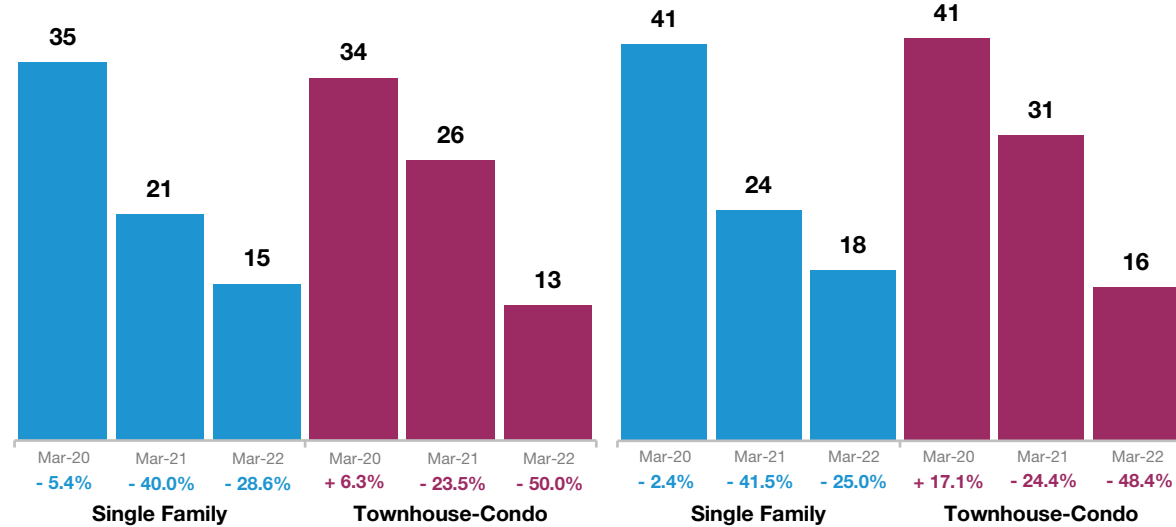
Days on Market Until Sale

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

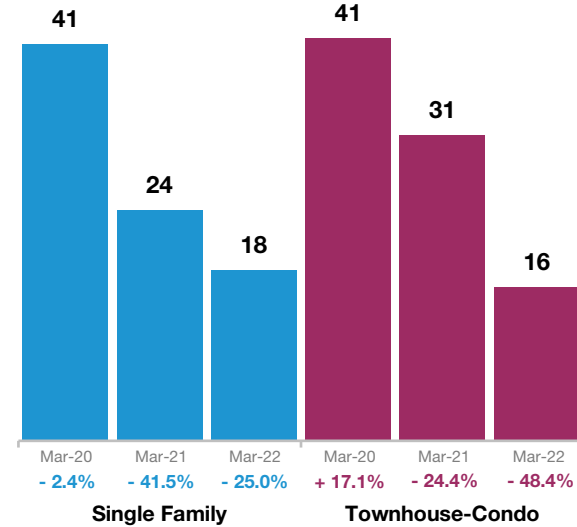


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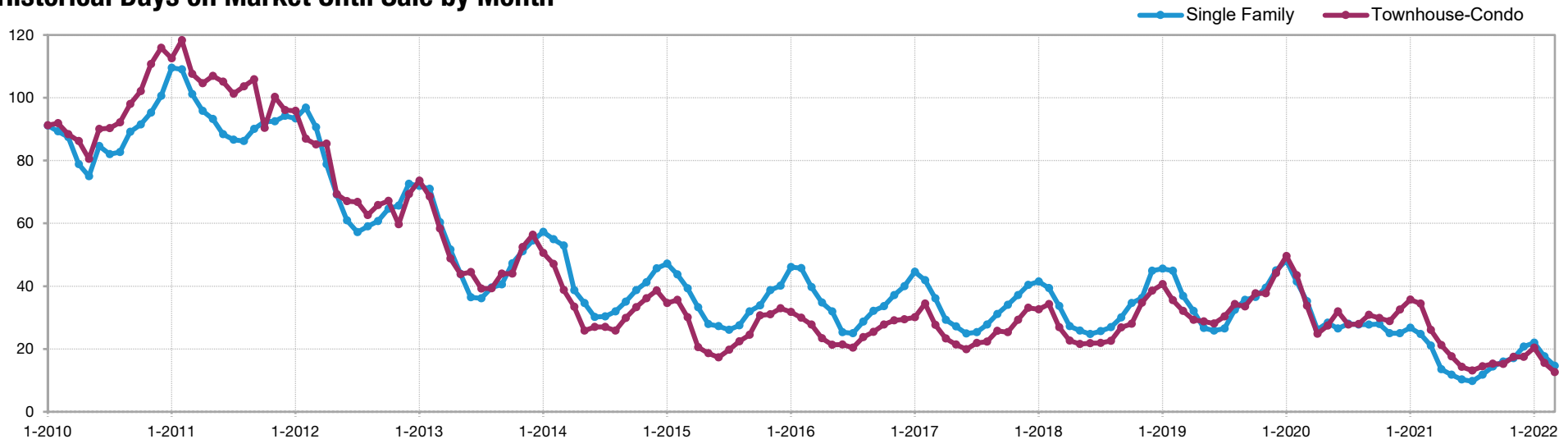


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	17	-48.5%
Jan-2022	22	-18.5%	20	-44.4%
Feb-2022	18	-28.0%	16	-52.9%
Mar-2022	15	-28.6%	13	-50.0%

Historical Days on Market Until Sale by Month



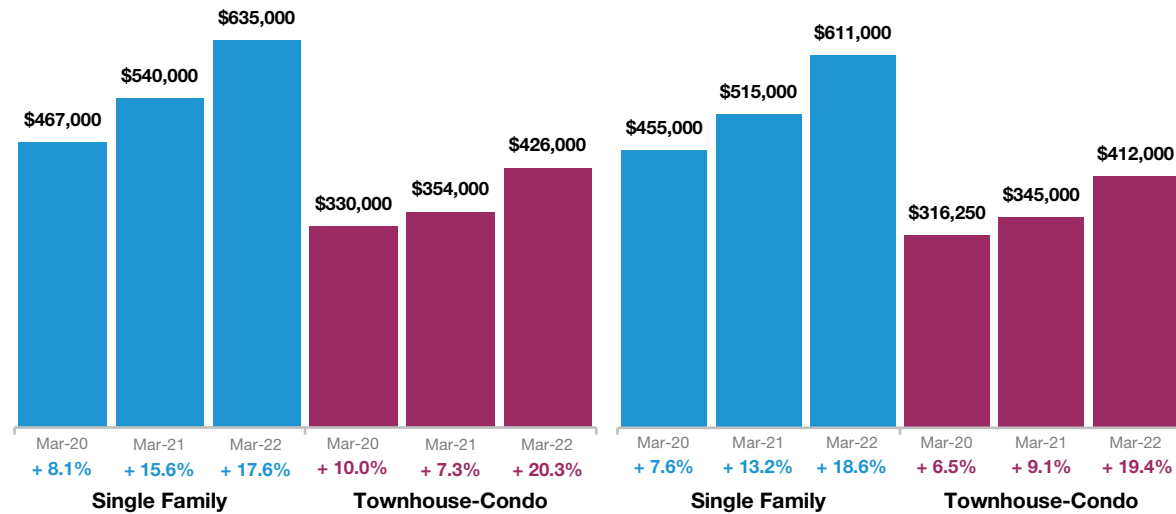
Median Sales Price

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

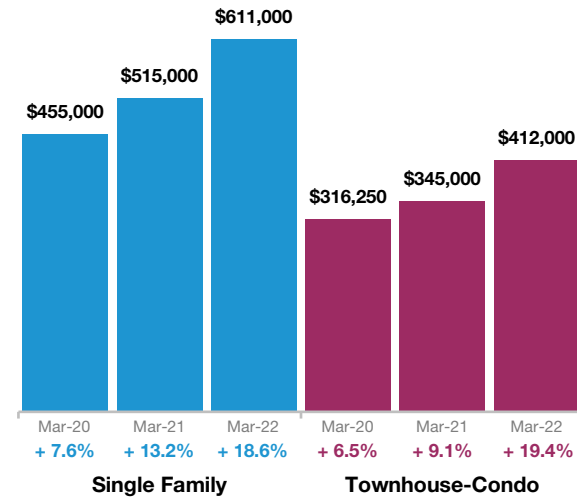


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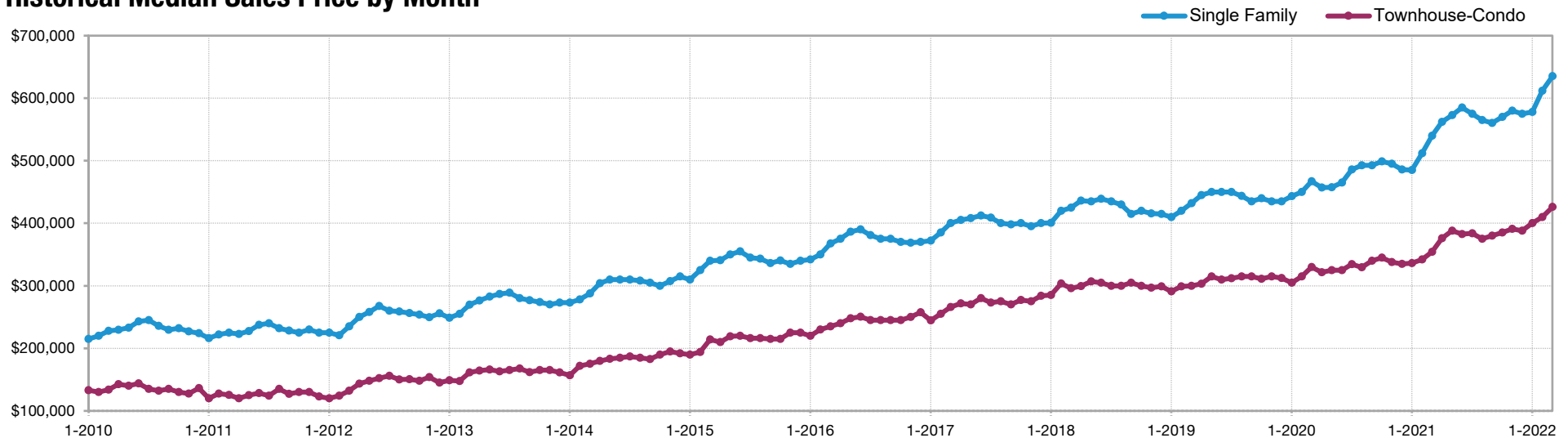


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	\$562,000	+23.0%	\$376,125	+17.0%
May-2021	\$573,000	+25.3%	\$388,115	+19.4%
Jun-2021	\$585,000	+25.8%	\$382,500	+17.7%
Jul-2021	\$575,000	+18.3%	\$384,000	+14.8%
Aug-2021	\$565,000	+14.7%	\$375,000	+13.7%
Sep-2021	\$560,354	+13.8%	\$380,000	+11.8%
Oct-2021	\$570,000	+14.2%	\$384,950	+11.6%
Nov-2021	\$580,000	+17.2%	\$391,000	+15.7%
Dec-2021	\$575,000	+18.4%	\$388,250	+15.9%
Jan-2022	\$577,952	+19.2%	\$400,000	+19.0%
Feb-2022	\$611,635	+19.5%	\$410,000	+19.8%
Mar-2022	\$635,000	+17.6%	\$426,000	+20.3%

Historical Median Sales Price by Month



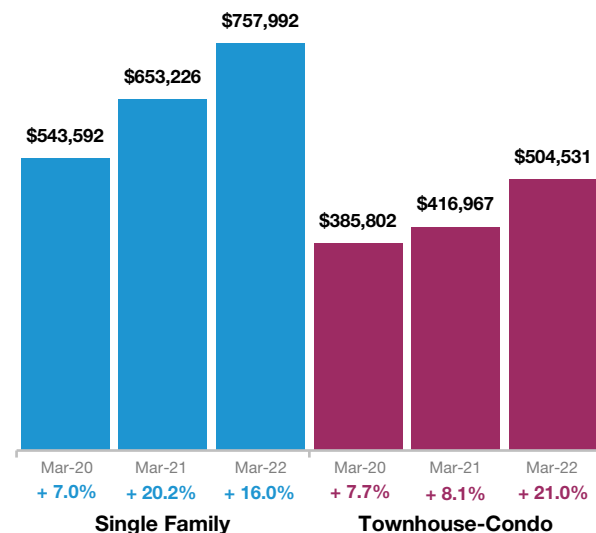
Average Sales Price

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

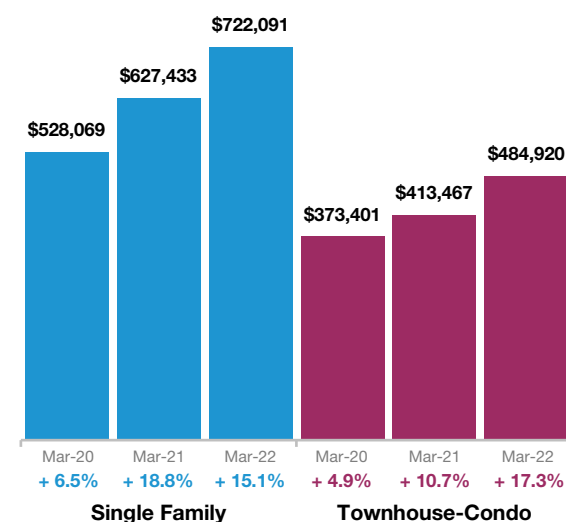


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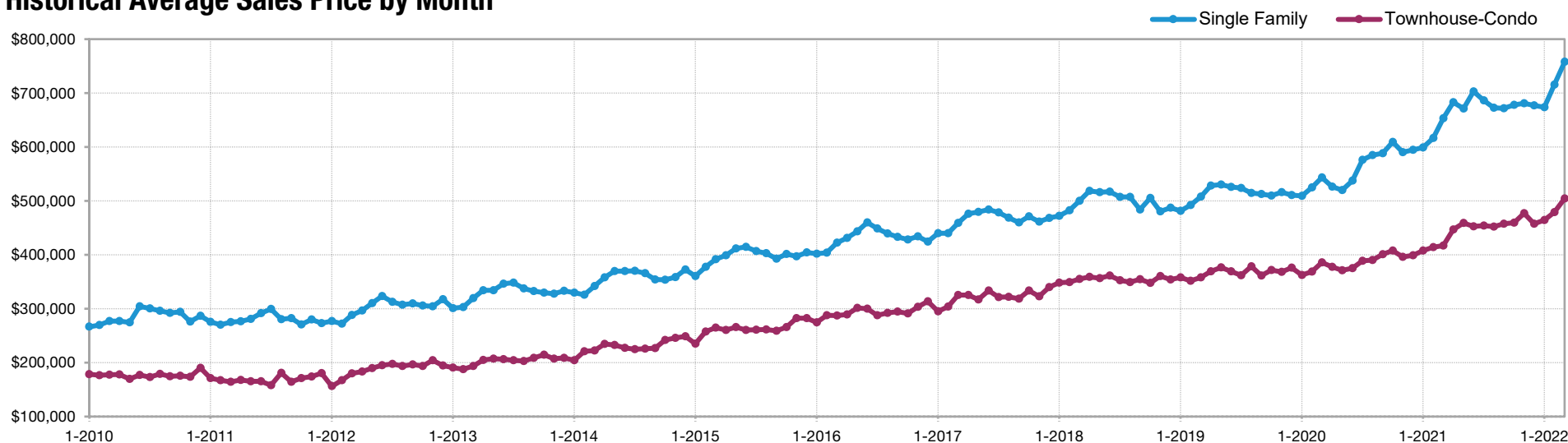


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	\$683,143	+29.8%	\$446,963	+18.4%
May-2021	\$671,072	+29.0%	\$459,144	+23.7%
Jun-2021	\$702,904	+30.8%	\$452,878	+20.7%
Jul-2021	\$686,252	+19.1%	\$454,133	+16.8%
Aug-2021	\$672,795	+15.0%	\$452,308	+16.0%
Sep-2021	\$671,934	+14.2%	\$457,310	+14.1%
Oct-2021	\$677,849	+11.3%	\$459,415	+12.7%
Nov-2021	\$680,900	+15.3%	\$476,892	+20.4%
Dec-2021	\$677,232	+13.9%	\$457,747	+14.7%
Jan-2022	\$673,681	+12.5%	\$464,353	+13.9%
Feb-2022	\$715,387	+16.0%	\$478,988	+15.7%
Mar-2022	\$757,992	+16.0%	\$504,531	+21.0%

Historical Average Sales Price by Month



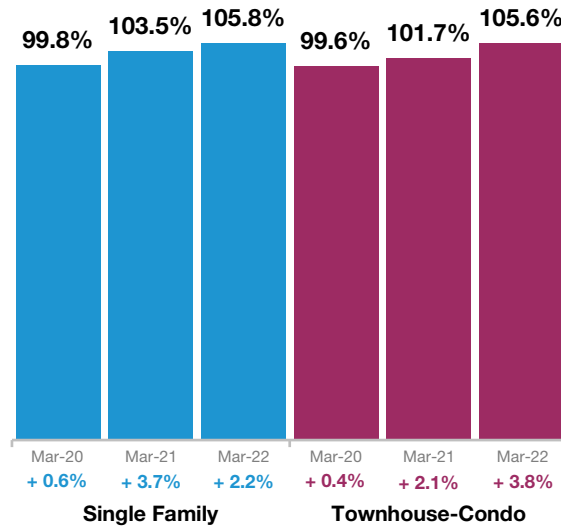
Percent of List Price Received

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.

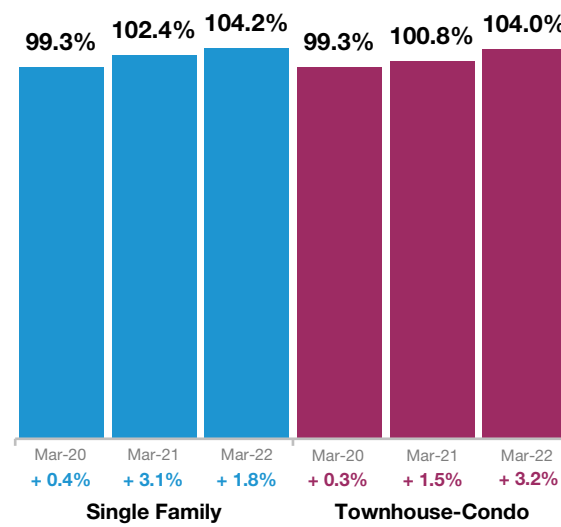


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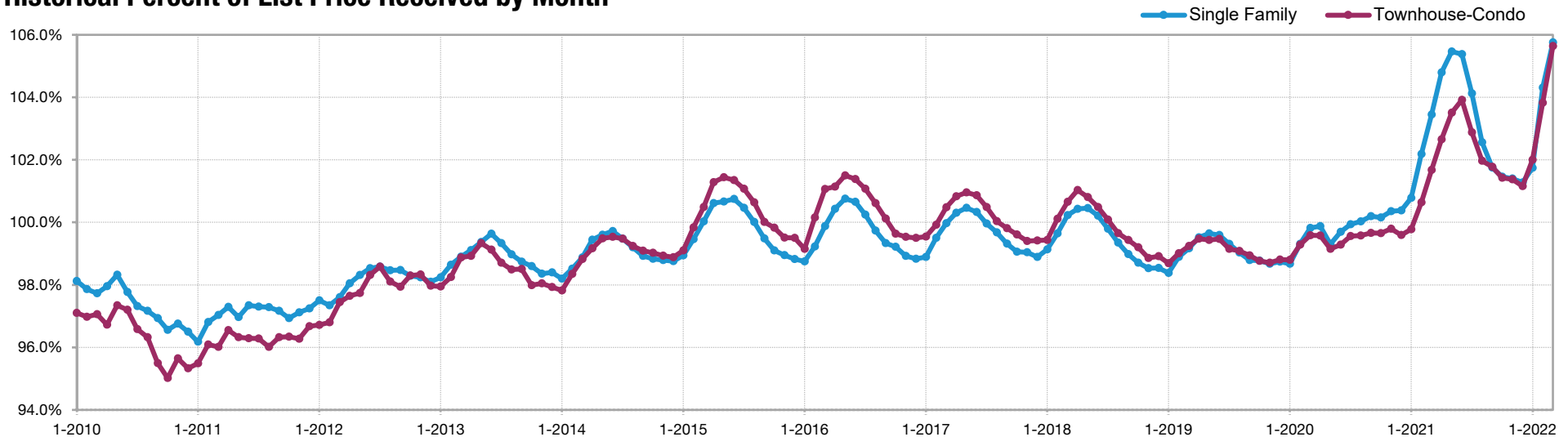


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Feb-2022	104.3%	+2.1%	103.8%	+3.2%
Mar-2022	105.8%	+2.2%	105.6%	+3.8%

Historical Percent of List Price Received by Month



Housing Affordability Index

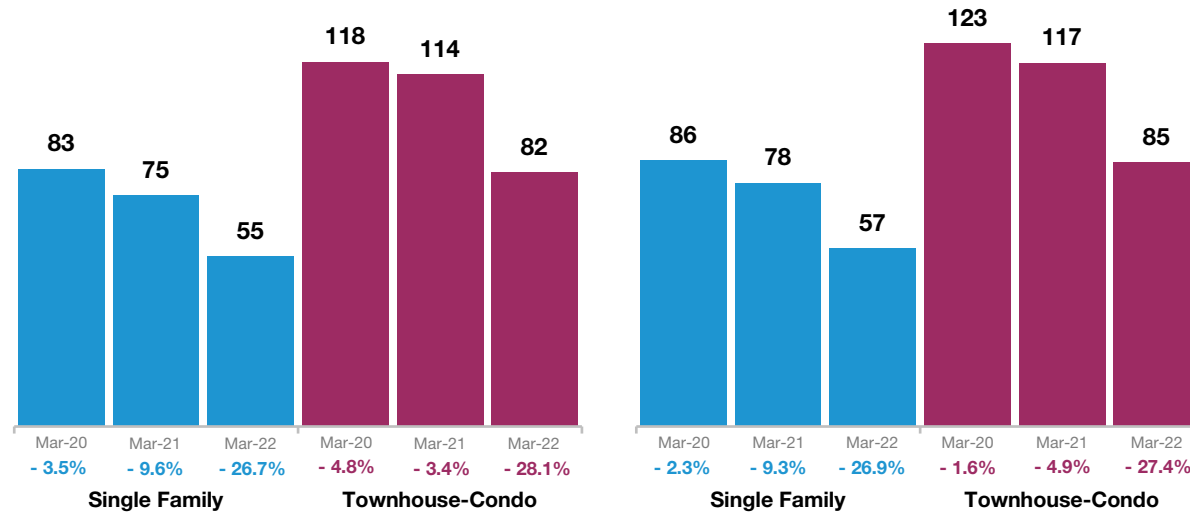


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This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater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

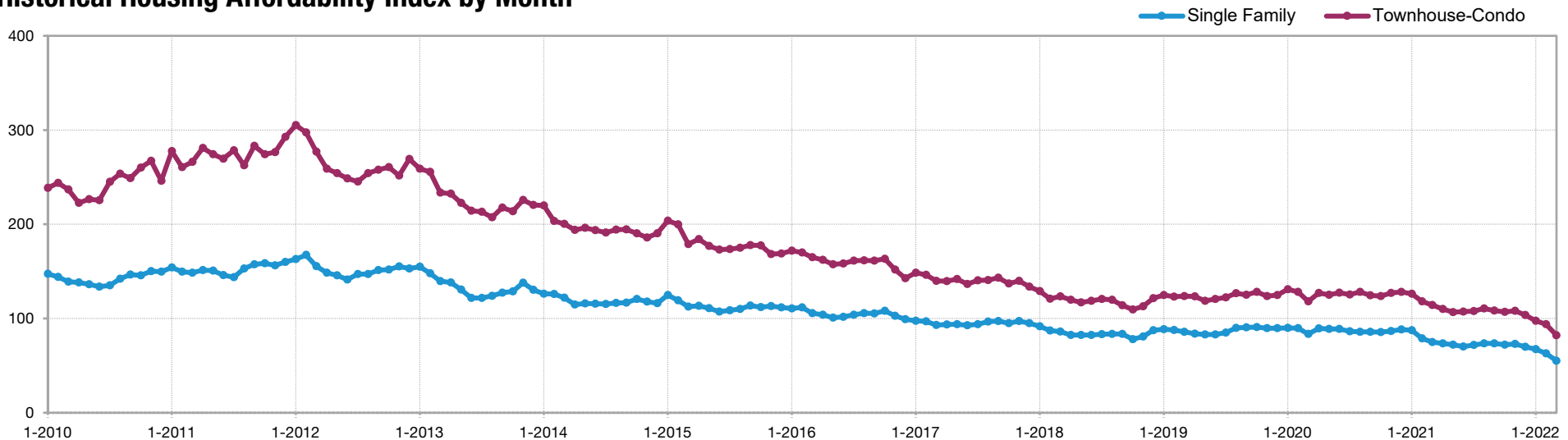
March

Year to Date



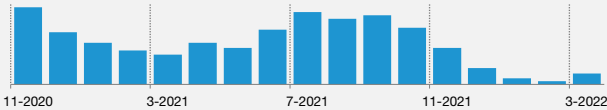
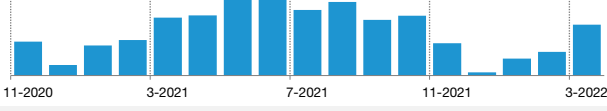
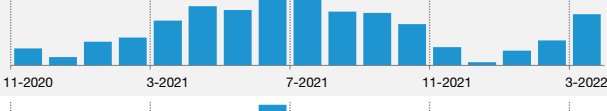
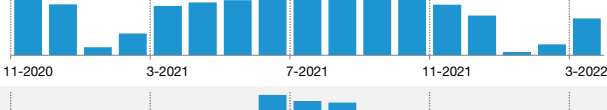
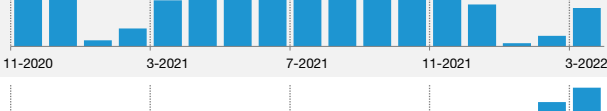
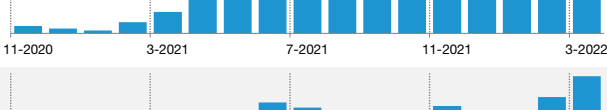
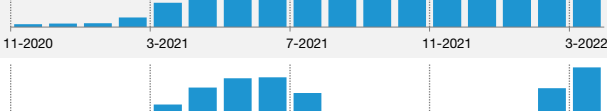
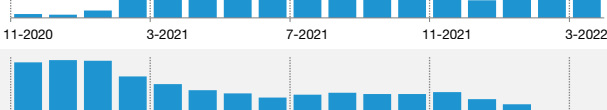

Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	74	-16.9%	110	-13.4%
May-2021	72	-19.1%	107	-14.4%
Jun-2021	70	-21.3%	107	-15.7%
Jul-2021	72	-16.3%	108	-13.6%
Aug-2021	73	-15.1%	111	-13.3%
Sep-2021	73	-15.1%	108	-12.9%
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	67	-23.0%	97	-23.0%
Feb-2022	63	-20.3%	94	-20.3%
Mar-2022	55	-26.7%	82	-28.1%

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	3-2021	3-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
Active Listings		4,378	3,055	- 30.2%	--	--	--
Under Contract		6,658	6,314	- 5.2%	17,471	15,879	- 9.1%
New Listings		6,805	7,353	+ 8.1%	17,228	16,812	- 2.4%
Sold Listings		6,346	5,643	- 11.1%	15,164	13,576	- 10.5%
Days on Market		23	14	- 39.1%	26	17	- 34.6%
Median Sales Price		\$485,000	\$590,000	+ 21.6%	\$466,000	\$565,000	+ 21.2%
Average Sales Price		\$580,632	\$688,069	+ 18.5%	\$559,806	\$653,328	+ 16.7%
Pct. of List Price Received		102.9%	105.7%	+ 2.7%	101.9%	104.2%	+ 2.3%
Affordability Index		83	59	- 28.9%	87	62	- 28.7%

Sold Listings

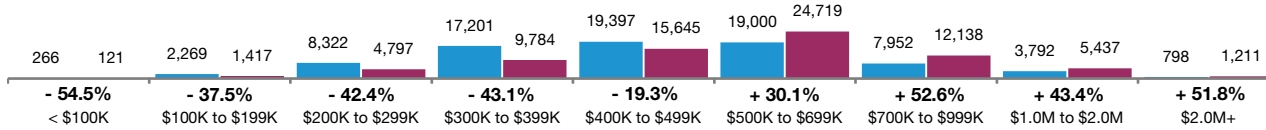
Actual sales that have closed in a given month.



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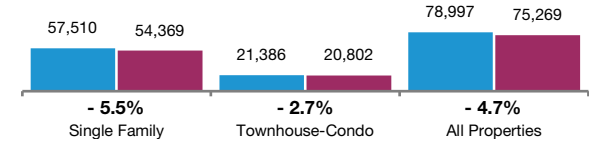
By Price Range – All Properties – Rolling 12 Months

■ 3-2021 ■ 3-2022



By Property Type

■ 3-2021 ■ 3-2022



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	3-2021	3-2022	Change	3-2021	3-2022	Change
\$99,999 and Below	191	75	-60.7%	27	11	-59.3%
\$100,000 to \$199,999	587	357	-39.2%	1,657	1,033	-37.7%
\$200,000 to \$299,999	2,196	903	-58.9%	6,120	3,884	-36.5%
\$300,000 to \$399,999	10,936	3,866	-64.6%	6,246	5,896	-5.6%
\$400,000 to \$499,999	16,194	11,429	-29.4%	3,203	4,216	+31.6%
\$500,000 to \$699,999	16,450	21,297	+29.5%	2,549	3,419	+34.1%
\$700,000 to \$999,999	6,825	10,679	+56.5%	1,125	1,459	+29.7%
\$1,000,000 to \$1,999,999	3,392	4,686	+38.1%	400	750	+87.5%
\$2,000,000 and Above	739	1,077	+45.7%	59	134	+127.1%
All Price Ranges	57,510	54,369	-5.5%	21,386	20,802	-2.7%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	2-2022	3-2022	Change	2-2022	3-2022	Change
	4	5	+25.0%	1	1	0.0%
	24	34	+41.7%	58	45	-22.4%
	38	51	+34.2%	189	211	+11.6%
	136	160	+17.6%	323	393	+21.7%
	486	559	+15.0%	286	332	+16.1%
	1,233	1,691	+37.1%	221	349	+57.9%
	664	1,027	+54.7%	98	135	+37.8%
	302	447	+48.0%	37	67	+81.1%
	56	120	+114.3%	12	10	-16.7%
All Price Ranges	2,943	4,094	+39.1%	1,225	1,543	+26.0%

Year to Date

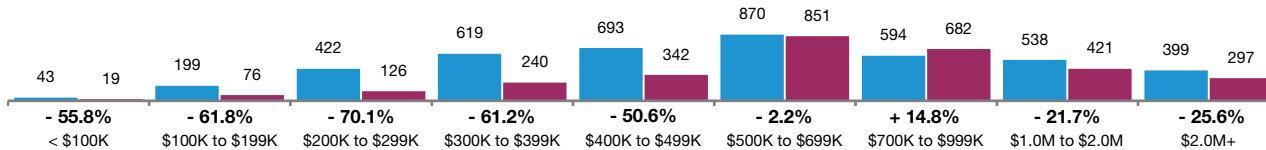
	Single Family			Townhouse-Condo		
	3-2021	3-2022	Change	3-2021	3-2022	Change
	30	10	-66.7%	4	4	0.0%
	107	83	-22.4%	372	161	-56.7%
	336	140	-58.3%	1,206	588	-51.2%
	1,521	490	-67.8%	1,378	1,013	-26.5%
	2,844	1,566	-44.9%	745	870	+16.8%
	3,166	4,006	+26.5%	590	768	+30.2%
	1,455	2,201	+51.3%	283	321	+13.4%
	769	946	+23.0%	120	132	+10.0%
	184	223	+21.2%	17	29	+70.6%
All Price Ranges	10,412	9,665	-7.2%	4,715	3,886	-17.6%

Inventory of Active Listings

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

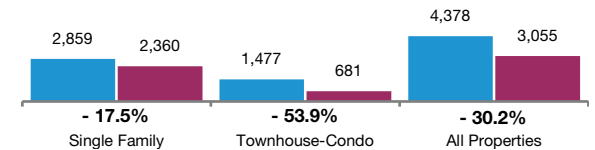
By Price Range – All Properties

■ 3-2021 ■ 3-2022



By Property Type

■ 3-2021 ■ 3-2022



Year over Year

By Price Range	Single Family			Townhouse-Condo		
	3-2021	3-2022	Change	3-2021	3-2022	Change
\$99,999 and Below	24	18	-25.0%	3	1	-66.7%
\$100,000 to \$199,999	77	57	-26.0%	110	15	-86.4%
\$200,000 to \$299,999	126	58	-54.0%	290	63	-78.3%
\$300,000 to \$399,999	376	108	-71.3%	239	130	-45.6%
\$400,000 to \$499,999	452	229	-49.3%	237	111	-53.2%
\$500,000 to \$699,999	612	705	+15.2%	258	145	-43.8%
\$700,000 to \$999,999	440	582	+32.3%	154	100	-35.1%
\$1,000,000 to \$1,999,999	417	348	-16.5%	121	73	-39.7%
\$2,000,000 and Above	334	254	-24.0%	65	43	-33.8%
All Price Ranges	2,859	2,360	-17.5%	1,477	681	-53.9%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	2-2022	3-2022	Change	2-2022	3-2022	Change
	17	18	+5.9%	1	1	0.0%
	52	57	+9.6%	16	15	-6.3%
	66	58	-12.1%	73	63	-13.7%
	104	108	+3.8%	116	130	+12.1%
	216	229	+6.0%	83	111	+33.7%
	567	705	+24.3%	112	145	+29.5%
	388	582	+50.0%	85	100	+17.6%
	259	348	+34.4%	66	73	+10.6%
	241	254	+5.4%	42	43	+2.4%
All Price Ranges	1,911	2,360	+23.5%	594	681	+14.6%

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.