

# Real Estate News



**FIRST QUARTER REPORTS 2023  
TIPS FROM AREA LENDERS**



**TRUDI WATKINS  
REAL ESTATE LLC**

REAL ESTATE FOR YOU!



**TRUDI WATKINS  
REAL ESTATE LLC**

**REAL ESTATE FOR YOU!**

**970-309-6200**

Lic#: IR 100017154

**CONNECT WITH TRUDI TO MAKE YOUR  
REAL ESTATE DREAMS YOUR REALITY.**



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*"A house is made with walls and beams;  
a home is built with love and dreams."  
~ Ralph Waldo Emerson*



**April, 2023**

Happy Spring!

In the beauty of the seasons, may you find happiness in the simplest things! As you read through the most recent real estate market reports, I have included some “happiness photos” sure to make you smile . . .

Coming in from a showing today, I can't help but think about how unsettled and stressful life can be for all buyers who are searching to buy their own home. While home ownership means different things to different people, for most people, home is that special place where memories are made, where you can always feel safe and secure and where you can be always yourself and find much happiness! I am so happy that I own my own home and I am so happy when I can guide a Buyer through the process of buying their own home! This is why I love being in the real estate business!

After you read this Spring Newsletter, please share it with any family member, friend or associate looking to turn their home ownership dream into their reality. I will always encourage people to do “whatever it takes “ to plan ahead and prepare to purchase their own home, no matter what the market conditions are. Please consider referring me to someone you know wanting to buy or sell Colorado real estate in the near future.

In the beauty of the season, as things start to turn green, may you find happiness in the simplest things! As you read through these most recent real estate market reports, I have included some “happiness photos” sure to make you smile . . .

I dare you to find happiness, today, and everyday of your life! And as they say, there truly is “no place like home!”

My best wishes to you,

*Trudi*

# MORTGAGE CALCULATORS

Understand Your Mortgage Payment

30 YR Fixed 6.39% <b>-0.03%</b>	15 YR Fixed 5.87% <b>-0.01%</b>	30 YR FHA 5.97% <b>-0.03%</b>	UMBS 5.0 99.77 <b>-0.05</b>	10YR TREAS 3.449 <b>+0.049</b>
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## Rent vs. Buy Calculator

### MORTGAGE INFORMATION

Home Price:	\$650,000
Interest Rate:	6.500%
Loan Term (years):	30
Down Payment:	\$65,000
Mortgage Amount:	\$585,000
Start Date:	Apr 2023
Home Insurance:	\$1,000
Taxes:	\$3,360
HOA Dues:	\$0

### BUYING ASSUMPTIONS

Marginal Tax Bracket:	25%
Annual Costs:	0.5%
Selling Costs:	6%
Annual Appreciation:	3%

### RENTING ASSUMPTIONS

Monthly Rent:	\$4,000
Renters Insurance:	1.3%
Rent Appreciation:	2%

YEAR	BUY	RENT	BUY GAIN
<b>2</b>	<b>\$77,482</b>	<b>\$98,220</b>	<b>\$20,739</b>

**Out of Pocket Cost:** After 2 year(s), your total out of pocket cost of homeownership for a \$650,000 home would be \$154,207. Your total cost to rent would be \$98,220. Renting will leave you with \$55,986 in your pocket (which includes the money you didn't spend on a down payment).

**Financial Gain:** After 2 year(s), if you buy, your home will have \$118,100 in equity (available to you when you sell).

**Summary:** Looking at the total costs and equity earned, it's better for you to buy than rent if you plan to live in your home more than 2 Year(s).

### RESULTS SUMMARY

	Buying	Renting	
	\$154,207	\$98,220	Cash Spent
	\$-689,585	--	Home Value
	\$571,485	--	Loan Balance
	\$41,375	--	Closing Costs
	<b>\$77,482</b>	<b>\$98,220</b>	Net Spent
Rent:		\$98,220	
Buy:	\$77,482		



**Kolton Morrison**

Certified Mortgage Advisor, Foundation Home Finance

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## Breakdown Table

This breakdown table is displayed by year.

Loan details			Buying (spent)					House value		Renting		Rent vs. Buy		
Year	Interest	Loan Balance	Payments	Total Buying Expenses	Tax Savings	Spent	Total Spent	House Value	Home Value (net)	Total Rent	Total Rent Expenses	Buy Net	Rent Net	Rent vs Buy
1	37,832	578,461	109,371	11,296	(11,219)	109,447	109,447	669,500	629,330	48,000	624	58,578	48,624	9,954
2	37,395	571,485	44,371	11,524	(11,135)	44,760	154,207	689,585	648,210	96,960	1,260	77,482	98,220	20,739
3	36,927	564,041	44,371	11,759	(11,044)	45,086	199,293	710,273	667,656	146,899	1,910	95,677	148,809	53,132
4	36,429	556,098	44,371	12,001	(10,946)	45,426	244,719	731,581	687,686	197,837	2,572	113,131	200,409	87,278
5	35,897	547,624	44,371	12,251	(10,841)	45,781	290,499	753,528	708,316	249,794	3,247	129,807	253,041	123,234
6	35,329	538,582	44,371	12,508	(10,728)	46,151	336,651	776,134	729,566	302,790	3,936	145,667	306,726	161,059
7	34,724	528,935	44,371	12,772	(10,605)	46,538	383,189	799,418	751,453	356,846	4,639	160,671	361,485	200,814
8	34,078	518,642	44,371	13,045	(10,474)	46,942	430,131	823,401	773,997	411,983	5,356	174,776	417,338	242,562
9	33,388	507,659	44,371	13,326	(10,333)	47,364	477,495	848,103	797,216	468,222	6,087	187,937	474,309	286,372
10	32,653	495,940	44,371	9,929	(9,259)	45,041	522,536	873,546	821,133	525,587	6,833	197,344	532,419	335,075
11	31,868	483,437	44,371	10,227	(9,096)	45,502	568,039	899,752	845,767	584,098	7,593	205,709	591,692	385,983
12	31,031	470,097	44,371	10,534	(8,920)	45,985	614,024	926,745	871,140	643,780	8,369	212,980	652,149	439,169
13	30,137	455,863	44,371	10,850	(8,732)	46,489	660,513	954,547	897,274	704,656	9,161	219,101	713,816	494,715
14	29,184	440,675	44,371	11,176	(8,530)	47,017	707,530	983,183	924,192	766,749	9,968	224,013	776,717	552,704
15	28,167	424,471	44,371	11,511	(8,312)	47,570	755,100	1,012,679	951,918	830,084	10,791	227,653	840,875	613,222
16	27,082	407,181	44,371	11,856	(8,079)	48,148	803,248	1,043,059	980,476	894,686	11,631	229,954	906,317	676,363
17	25,924	388,734	44,371	12,212	(7,829)	48,754	852,002	1,074,351	1,009,890	960,579	12,488	230,846	973,067	742,221
18	24,688	369,051	44,371	12,578	(7,560)	49,389	901,391	1,106,581	1,040,187	1,027,791	13,361	230,255	1,041,152	810,897
19	23,370	348,050	44,371	12,956	(7,273)	50,054	951,445	1,139,779	1,071,392	1,096,347	14,253	228,103	1,110,599	882,497
20	21,963	325,642	44,371	13,344	(6,964)	50,752	1,002,197	1,173,972	1,103,534	1,166,274	15,162	224,305	1,181,435	957,131
21	20,463	301,734	44,371	13,745	(6,633)	51,483	1,053,680	1,209,191	1,136,640	1,237,599	16,089	218,773	1,253,688	1,034,915
22	18,862	276,224	44,371	14,157	(6,278)	52,250	1,105,930	1,245,467	1,170,739	1,310,351	17,035	211,414	1,327,386	1,115,971
23	17,153	249,006	44,371	14,582	(5,898)	53,055	1,158,984	1,282,831	1,205,861	1,384,558	17,999	202,129	1,402,557	1,200,428
24	15,330	219,965	44,371	15,019	(5,490)	53,900	1,212,884	1,321,316	1,242,037	1,460,249	18,983	190,812	1,479,233	1,288,421
25	13,385	188,979	44,371	15,470	(5,054)	54,787	1,267,671	1,360,956	1,279,298	1,537,454	19,987	177,352	1,557,441	1,380,089
26	11,310	155,918	44,371	15,934	(4,586)	55,718	1,323,390	1,401,784	1,317,677	1,616,203	21,011	161,631	1,637,214	1,475,583
27	9,096	120,643	44,371	16,412	(4,086)	56,697	1,380,087	1,443,838	1,357,208	1,696,528	22,055	143,523	1,718,582	1,575,060
28	6,734	83,006	44,371	16,904	(3,549)	57,726	1,437,813	1,487,153	1,397,924	1,778,458	23,120	122,895	1,801,578	1,678,683
29	4,213	42,848	44,371	17,411	(2,975)	58,807	1,496,620	1,531,768	1,439,862	1,862,027	24,206	99,606	1,886,234	1,786,628
30	1,524	0	44,371	17,933	(2,360)	59,944	1,556,564	1,577,721	1,483,057	1,947,268	25,314	73,507	1,972,582	1,899,076

Please keep in mind that the results from our calculators are only estimates. There are many factors that may impact the your loan pricing. Contact a trusted mortgage or financial professional to discuss your specific scenario.

With every real estate market there are some good things and some not so good things. We all know what is not good in this market, but I'd like to focus on what is good with the current market. But first let's review what was happening when the market was "good" according to the media. They were associating "good" with low interest rates; but low rates were only good for people who could get under contract. However, due to the amount of competition, getting under contract was not easy! Many properties received multiple offers. To be competitive, people were waiving financing and appraisal contingencies and offering thousands above asking price. If you needed "outside the box" financing, like FHA or a Down Payment Assistance program, forget it, your offer wouldn't even be considered. That was the reality of the previous market that people were calling "good".

Now let me share with you why I believe the current market is a good time to buy. Sellers are willing to work with buyers again with price negotiations or by contributing to buyer's closing costs, which can be used to lower your interest rate or cash needed to close. Financing options that sellers previously disliked are now being accepted, so buyers have a greater range of financing options available to them. FHA, for example allows for higher debt-to-income ratios, and their mortgage insurance premiums have just been reduced. Adjustable-rate mortgages, also known as ARM's, are also a good option when fixed rates are high. ARM's of today are much safer than those offered prior to 2008, due to mandatory rate caps and elimination of negative amortized loans. They are not for everyone, but I urge you to get educated and explore your options. Another tool is a Down Payment Assistance Loan, these loans help buyers who qualify for a mortgage but just don't have the funds available for the down payment.

Most importantly buyers need to be ready and educated prior to looking at homes. Understand the process, know your price limits, get pre-qualified. Buying a home is a complicated and perhaps intimidating process. Get the first step – getting pre-qualified – done early, so you can focus on which property is right for you and win your offer!



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# Aspen

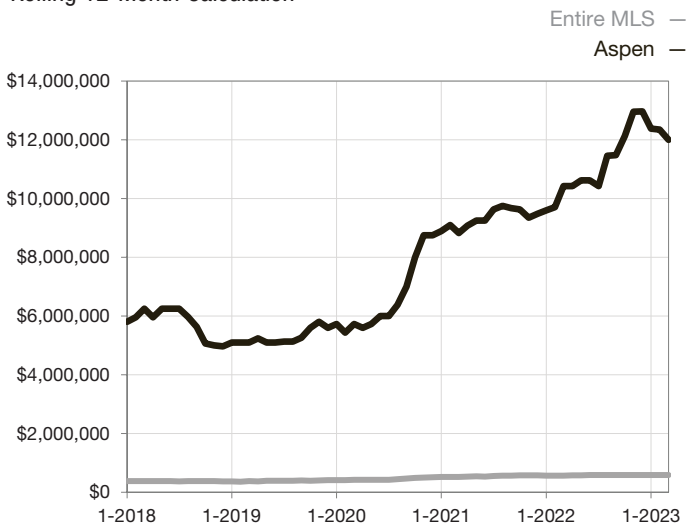
Single Family	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	18	8	- 55.6%	37	32	- 13.5%
Sold Listings	7	11	+ 57.1%	18	21	+ 16.7%
Median Sales Price*	\$13,250,000	<b>\$7,850,000</b>	- 40.8%	\$15,225,000	<b>\$11,000,000</b>	- 27.8%
Average Sales Price*	\$21,253,571	<b>\$10,905,559</b>	- 48.7%	\$18,309,167	<b>\$11,816,864</b>	- 35.5%
Percent of List Price Received*	97.1%	<b>91.1%</b>	- 6.2%	95.6%	<b>92.3%</b>	- 3.5%
Days on Market Until Sale	200	<b>125</b>	- 37.5%	109	<b>121</b>	+ 11.0%
Inventory of Homes for Sale	62	<b>72</b>	+ 16.1%	--	--	--
Months Supply of Inventory	5.2	<b>10.4</b>	+ 100.0%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

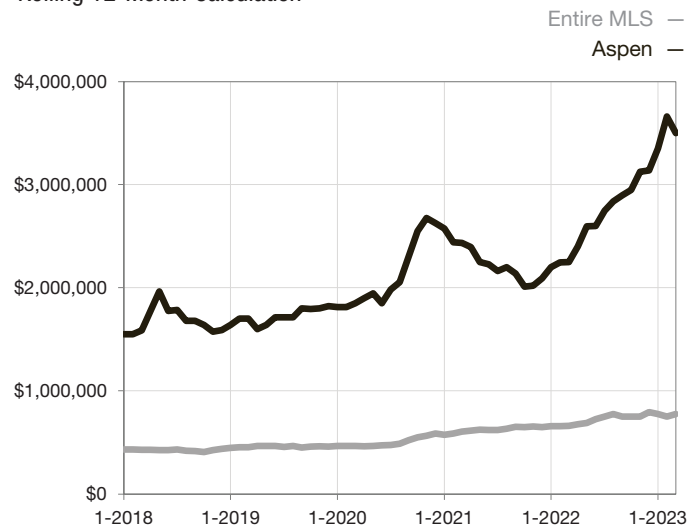
Townhouse/Condo	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	16	12	- 25.0%	45	34	- 24.4%
Sold Listings	10	9	- 10.0%	40	21	- 47.5%
Median Sales Price*	\$3,542,500	<b>\$2,700,000</b>	- 23.8%	\$2,817,500	<b>\$2,925,000</b>	+ 3.8%
Average Sales Price*	\$5,388,400	<b>\$5,836,111</b>	+ 8.3%	\$4,188,850	<b>\$4,486,524</b>	+ 7.1%
Percent of List Price Received*	97.6%	<b>93.2%</b>	- 4.5%	97.9%	<b>93.9%</b>	- 4.1%
Days on Market Until Sale	65	<b>110</b>	+ 69.2%	42	<b>83</b>	+ 97.6%
Inventory of Homes for Sale	32	<b>57</b>	+ 78.1%	--	--	--
Months Supply of Inventory	1.6	<b>6.8</b>	+ 325.0%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# Woody Creek

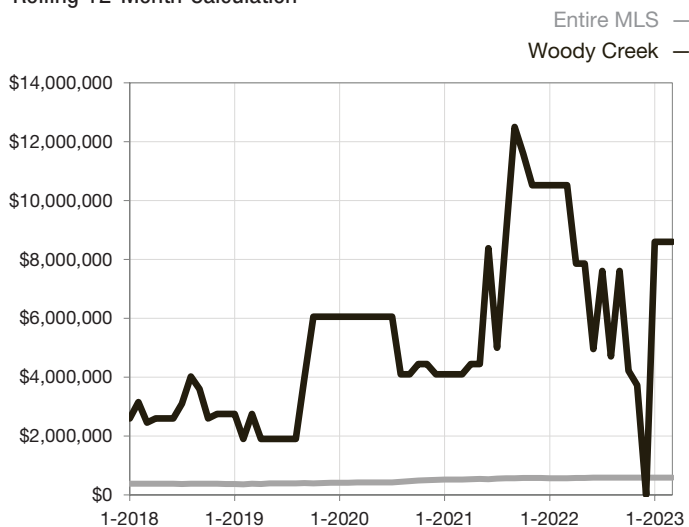
Single Family	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	2	0	- 100.0%
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$8,600,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$8,600,000	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	90.5%	--
Days on Market Until Sale	0	0	--	0	146	--
Inventory of Homes for Sale	6	4	- 33.3%	--	--	--
Months Supply of Inventory	4.4	4.0	- 9.1%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

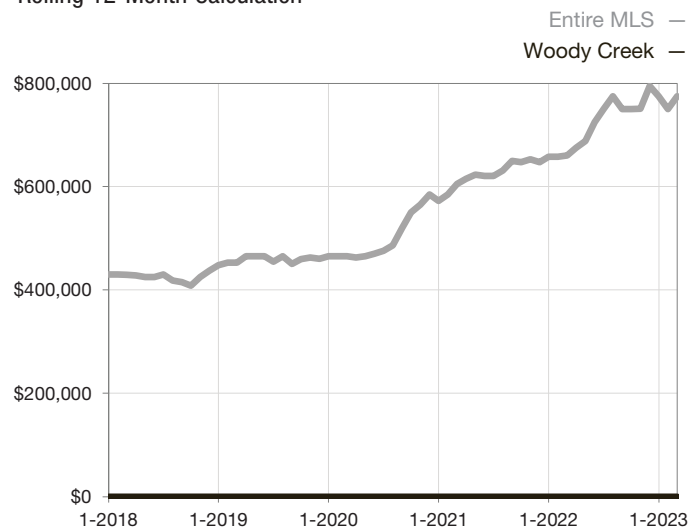
Townhouse/Condo	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation





**Happiness is a river in your own backyard!**



**Happiness is when you find joy in the thaw!**

# Snowmass Village

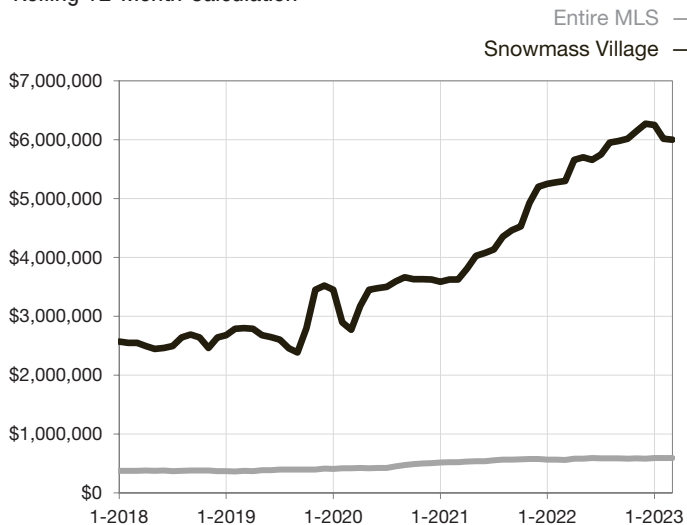
Single Family	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	6	5	- 16.7%	15	10	- 33.3%
Sold Listings	4	0	- 100.0%	9	7	- 22.2%
Median Sales Price*	\$7,222,500	\$0	- 100.0%	\$6,495,000	\$4,900,000	- 24.6%
Average Sales Price*	\$7,386,250	\$0	- 100.0%	\$7,837,333	\$5,352,143	- 31.7%
Percent of List Price Received*	99.8%	0.0%	- 100.0%	95.3%	92.0%	- 3.5%
Days on Market Until Sale	110	0	- 100.0%	124	75	- 39.5%
Inventory of Homes for Sale	13	21	+ 61.5%	--	--	--
Months Supply of Inventory	2.2	6.1	+ 177.3%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

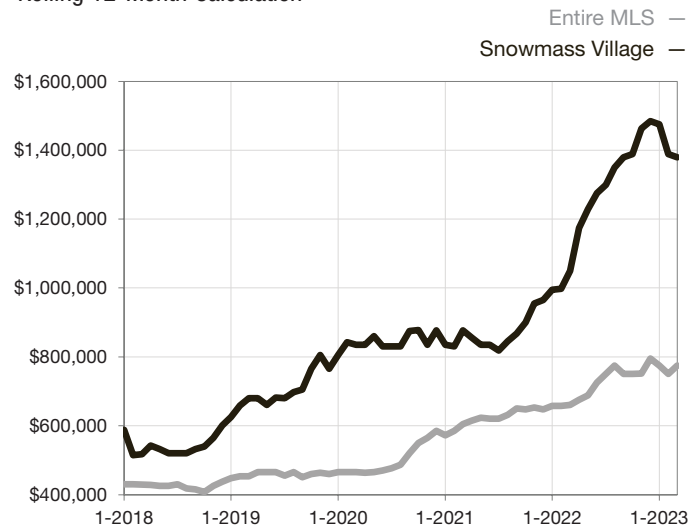
Townhouse/Condo	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	19	6	- 68.4%	46	19	- 58.7%
Sold Listings	8	7	- 12.5%	27	24	- 11.1%
Median Sales Price*	\$1,400,000	\$1,100,000	- 21.4%	\$1,690,000	\$1,130,000	- 33.1%
Average Sales Price*	\$1,553,738	\$1,819,857	+ 17.1%	\$2,157,367	\$2,383,625	+ 10.5%
Percent of List Price Received*	100.9%	93.9%	- 6.9%	100.8%	96.6%	- 4.2%
Days on Market Until Sale	7	58	+ 728.6%	26	62	+ 138.5%
Inventory of Homes for Sale	28	38	+ 35.7%	--	--	--
Months Supply of Inventory	1.6	4.0	+ 150.0%	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# Old Snowmass

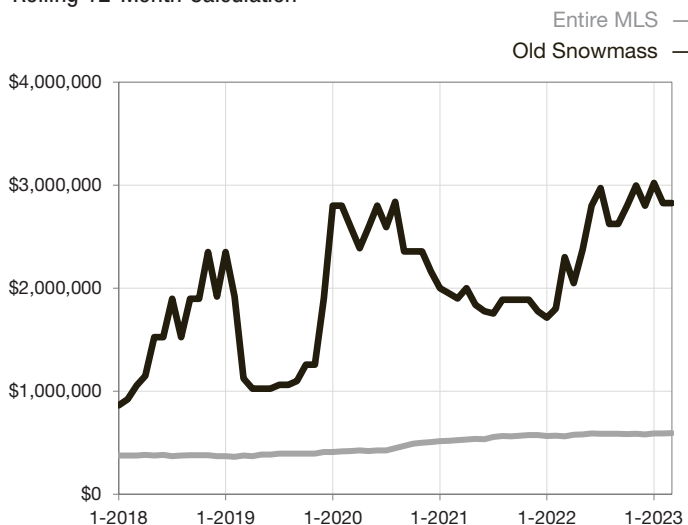
Single Family	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	3	3	0.0%	6	7	+ 16.7%
Sold Listings	1	1	0.0%	7	4	- 42.9%
Median Sales Price*	\$2,300,000	<b>\$755,000</b>	- 67.2%	\$2,300,000	<b>\$2,325,000</b>	+ 1.1%
Average Sales Price*	\$2,300,000	<b>\$755,000</b>	- 67.2%	\$8,096,429	<b>\$2,619,768</b>	- 67.6%
Percent of List Price Received*	78.0%	<b>100.0%</b>	+ 28.2%	93.4%	<b>95.6%</b>	+ 2.4%
Days on Market Until Sale	94	<b>15</b>	- 84.0%	48	<b>50</b>	+ 4.2%
Inventory of Homes for Sale	9	<b>8</b>	- 11.1%	--	--	--
Months Supply of Inventory	4.0	<b>4.0</b>	0.0%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

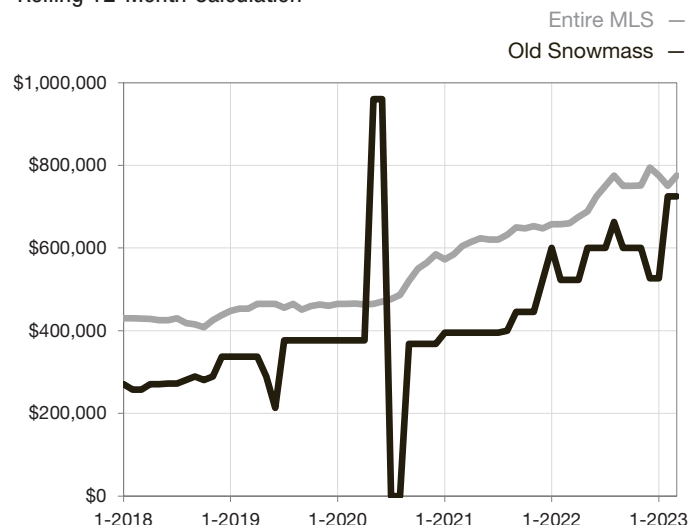
Townhouse/Condo	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	1	0	- 100.0%	1	0	- 100.0%
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	<b>\$0</b>	--	\$328,449	<b>\$0</b>	- 100.0%
Average Sales Price*	\$0	<b>\$0</b>	--	\$328,449	<b>\$0</b>	- 100.0%
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	102.6%	<b>0.0%</b>	- 100.0%
Days on Market Until Sale	0	0	--	291	0	- 100.0%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



**Happiness is seeing the birds returning!**



**Happiness is fresh flowers  
in your own dining room!**





# Basalt

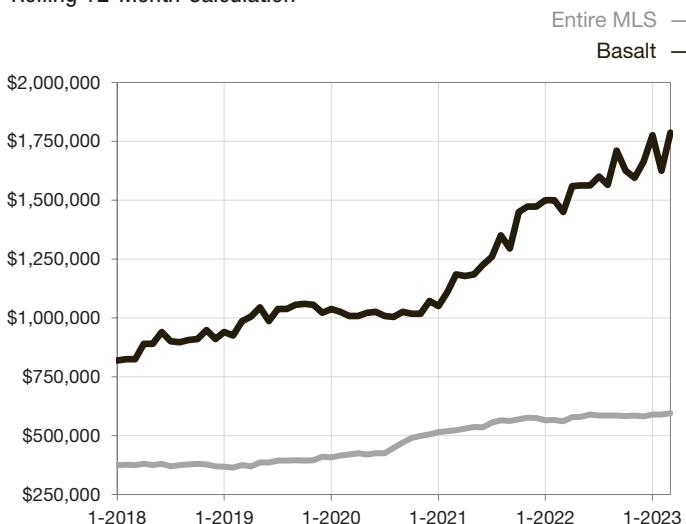
Single Family	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	3	5	+ 66.7%	7	11	+ 57.1%
Sold Listings	4	3	- 25.0%	10	12	+ 20.0%
Median Sales Price*	\$1,450,000	<b>\$3,390,000</b>	+ 133.8%	\$1,630,000	<b>\$2,191,500</b>	+ 34.4%
Average Sales Price*	\$1,570,375	<b>\$3,380,000</b>	+ 115.2%	\$1,747,050	<b>\$2,170,250</b>	+ 24.2%
Percent of List Price Received*	96.2%	<b>97.4%</b>	+ 1.2%	97.4%	<b>97.2%</b>	- 0.2%
Days on Market Until Sale	116	<b>217</b>	+ 87.1%	85	<b>100</b>	+ 17.6%
Inventory of Homes for Sale	10	<b>11</b>	+ 10.0%	--	--	--
Months Supply of Inventory	1.8	<b>3.7</b>	+ 105.6%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

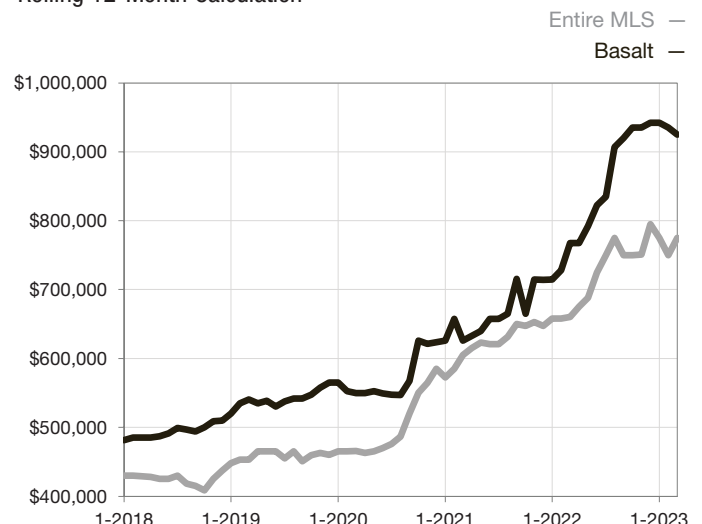
Townhouse/Condo	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	12	2	- 83.3%	25	12	- 52.0%
Sold Listings	11	6	- 45.5%	19	12	- 36.8%
Median Sales Price*	\$1,380,000	<b>\$989,000</b>	- 28.3%	\$1,105,000	<b>\$845,000</b>	- 23.5%
Average Sales Price*	\$1,318,545	<b>\$1,213,000</b>	- 8.0%	\$1,160,579	<b>\$975,875</b>	- 15.9%
Percent of List Price Received*	101.1%	<b>98.0%</b>	- 3.1%	101.6%	<b>97.6%</b>	- 3.9%
Days on Market Until Sale	19	<b>30</b>	+ 57.9%	26	<b>42</b>	+ 61.5%
Inventory of Homes for Sale	27	<b>20</b>	- 25.9%	--	--	--
Months Supply of Inventory	3.6	<b>3.4</b>	- 5.6%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# Carbondale



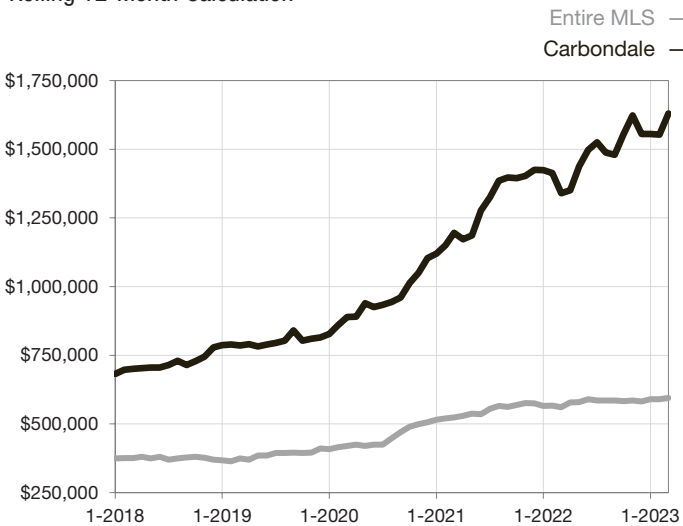
Single Family	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	15	16	+ 6.7%	39	38	- 2.6%
Sold Listings	14	7	- 50.0%	23	15	- 34.8%
Median Sales Price*	\$1,000,000	<b>\$1,900,000</b>	+ 90.0%	\$1,110,000	<b>\$1,900,000</b>	+ 71.2%
Average Sales Price*	\$1,729,454	<b>\$1,925,143</b>	+ 11.3%	\$1,915,341	<b>\$2,165,233</b>	+ 13.0%
Percent of List Price Received*	99.2%	<b>96.5%</b>	- 2.7%	98.7%	<b>95.6%</b>	- 3.1%
Days on Market Until Sale	62	<b>124</b>	+ 100.0%	85	<b>127</b>	+ 49.4%
Inventory of Homes for Sale	41	<b>49</b>	+ 19.5%	--	--	--
Months Supply of Inventory	3.0	<b>5.2</b>	+ 73.3%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

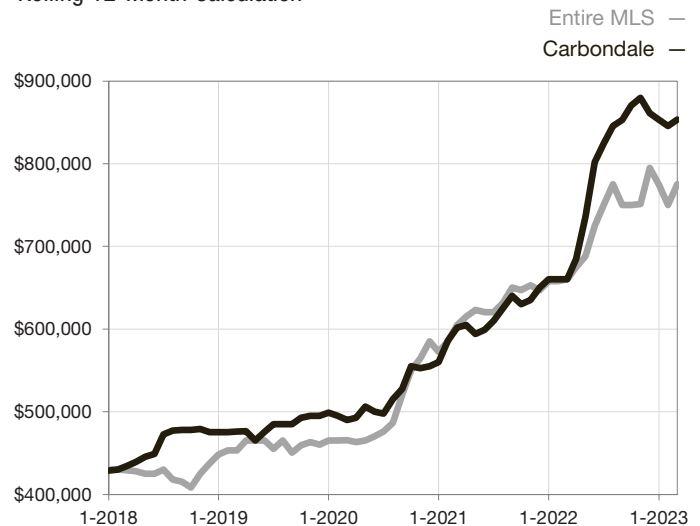
Townhouse/Condo	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	7	3	- 57.1%	15	17	+ 13.3%
Sold Listings	1	1	0.0%	9	10	+ 11.1%
Median Sales Price*	\$710,000	<b>\$982,000</b>	+ 38.3%	\$934,000	<b>\$682,250</b>	- 27.0%
Average Sales Price*	\$710,000	<b>\$982,000</b>	+ 38.3%	\$1,047,928	<b>\$983,841</b>	- 6.1%
Percent of List Price Received*	99.3%	<b>98.7%</b>	- 0.6%	98.6%	<b>96.8%</b>	- 1.8%
Days on Market Until Sale	87	<b>8</b>	- 90.8%	126	<b>68</b>	- 46.0%
Inventory of Homes for Sale	7	<b>18</b>	+ 157.1%	--	--	--
Months Supply of Inventory	0.9	<b>3.3</b>	+ 266.7%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



**Happiness is seeing your  
dreams turning into reality**





**Happiness is hiking in the forest with your best friend!**

# Marble

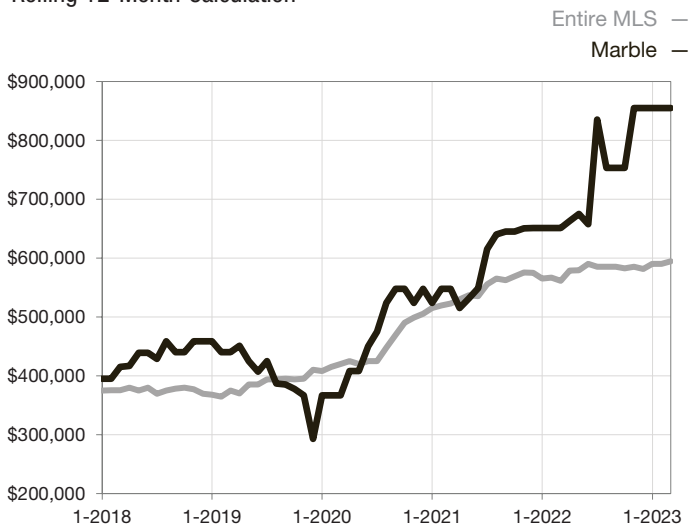
Single Family	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	1	2	+ 100.0%	--	--	--
Months Supply of Inventory	0.9	1.3	+ 44.4%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

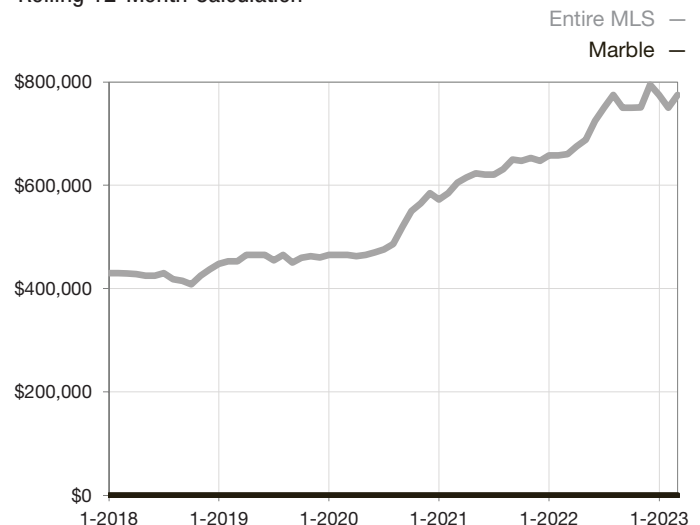
Townhouse/Condo	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# Missouri Heights

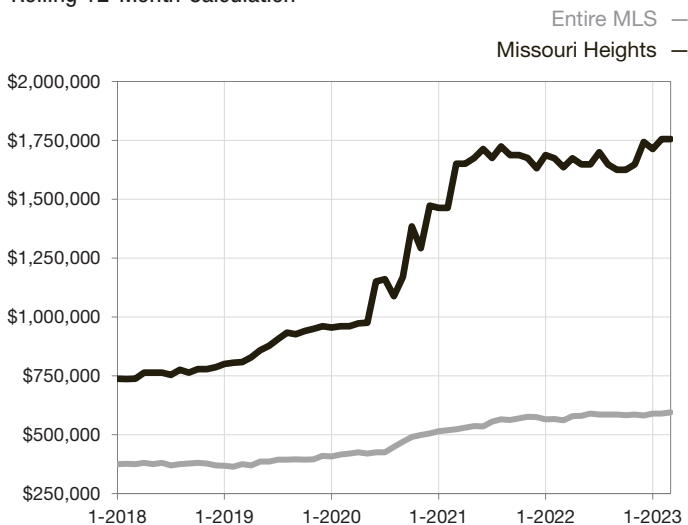
Single Family	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	4	4	0.0%	9	11	+ 22.2%
Sold Listings	4	0	- 100.0%	8	0	- 100.0%
Median Sales Price*	\$2,262,500	\$0	- 100.0%	\$1,698,750	\$0	- 100.0%
Average Sales Price*	\$3,165,588	\$0	- 100.0%	\$2,690,981	\$0	- 100.0%
Percent of List Price Received*	97.3%	0.0%	- 100.0%	97.2%	0.0%	- 100.0%
Days on Market Until Sale	128	0	- 100.0%	146	0	- 100.0%
Inventory of Homes for Sale	7	18	+ 157.1%	--	--	--
Months Supply of Inventory	2.2	7.0	+ 218.2%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

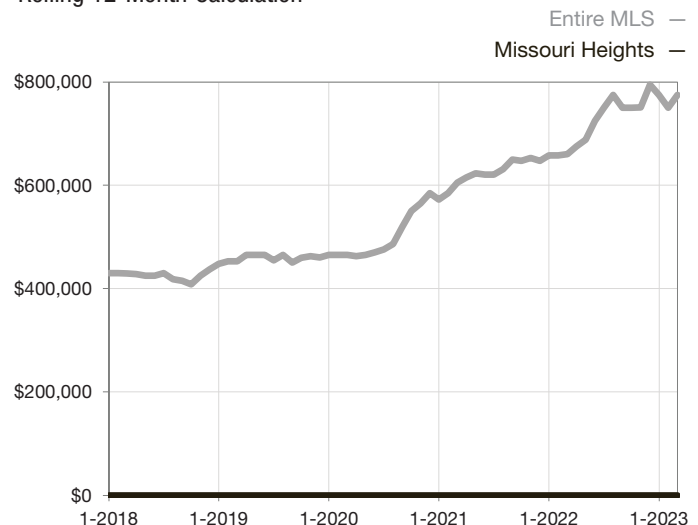
Townhouse/Condo	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation





**Happiness is providing a  
home for your children**





# Redstone

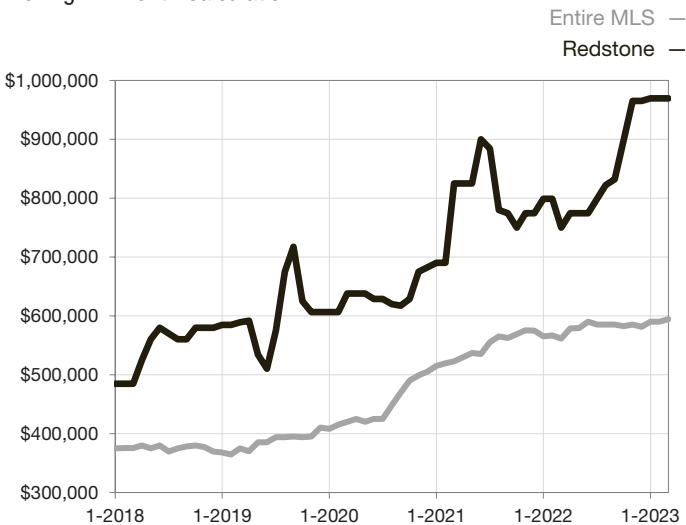
Single Family	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	1	--	1	1	0.0%
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$1,350,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$1,350,000	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	96.6%	--
Days on Market Until Sale	0	0	--	0	43	--
Inventory of Homes for Sale	4	1	- 75.0%	--	--	--
Months Supply of Inventory	1.9	0.6	- 68.4%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

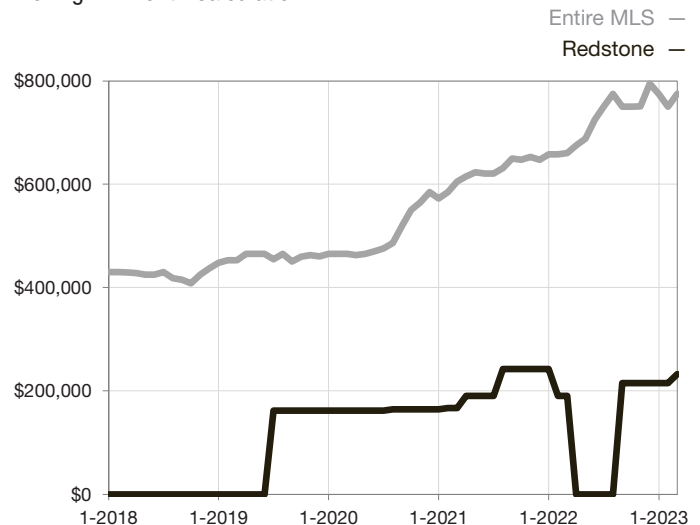
Townhouse/Condo	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	1	--	0	1	--
Median Sales Price*	\$0	\$250,000	--	\$0	\$250,000	--
Average Sales Price*	\$0	\$250,000	--	\$0	\$250,000	--
Percent of List Price Received*	0.0%	100.0%	--	0.0%	100.0%	--
Days on Market Until Sale	0	61	--	0	61	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# Glenwood Springs

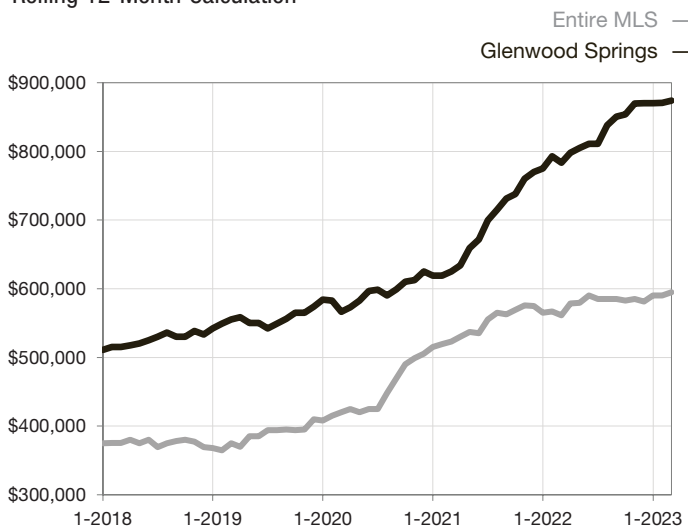
Single Family	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	17	8	- 52.9%	43	26	- 39.5%
Sold Listings	14	10	- 28.6%	33	20	- 39.4%
Median Sales Price*	\$657,250	<b>\$726,500</b>	+ 10.5%	\$761,000	<b>\$806,000</b>	+ 5.9%
Average Sales Price*	\$808,171	<b>\$722,808</b>	- 10.6%	\$886,810	<b>\$985,229</b>	+ 11.1%
Percent of List Price Received*	98.5%	<b>93.7%</b>	- 4.9%	98.7%	<b>94.0%</b>	- 4.8%
Days on Market Until Sale	64	<b>76</b>	+ 18.8%	54	<b>74</b>	+ 37.0%
Inventory of Homes for Sale	33	<b>26</b>	- 21.2%	--	--	--
Months Supply of Inventory	1.8	<b>2.1</b>	+ 16.7%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

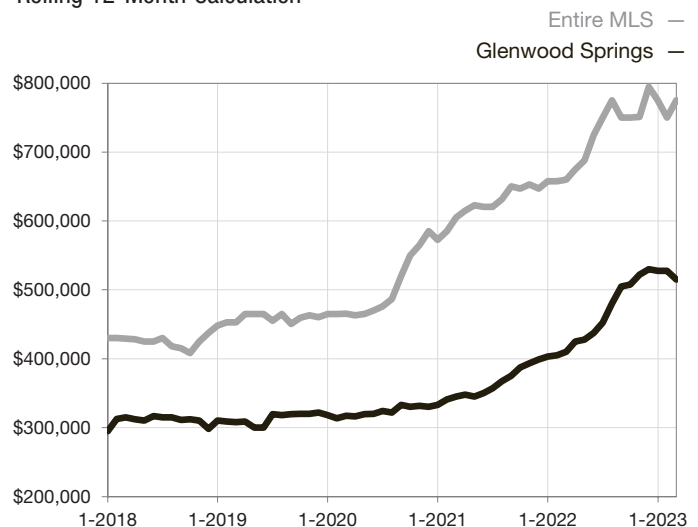
Townhouse/Condo	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	10	8	- 20.0%	21	14	- 33.3%
Sold Listings	11	6	- 45.5%	22	14	- 36.4%
Median Sales Price*	\$605,000	<b>\$600,000</b>	- 0.8%	\$552,500	<b>\$497,500</b>	- 10.0%
Average Sales Price*	\$555,273	<b>\$641,917</b>	+ 15.6%	\$516,500	<b>\$526,929</b>	+ 2.0%
Percent of List Price Received*	98.2%	<b>98.7%</b>	+ 0.5%	99.5%	<b>98.6%</b>	- 0.9%
Days on Market Until Sale	140	<b>44</b>	- 68.6%	115	<b>40</b>	- 65.2%
Inventory of Homes for Sale	6	<b>7</b>	+ 16.7%	--	--	--
Months Supply of Inventory	0.7	<b>1.0</b>	+ 42.9%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation





**Happiness is reaping the advantages  
of owning your own home.**



**Happiness is living near a rolling river.**

# New Castle

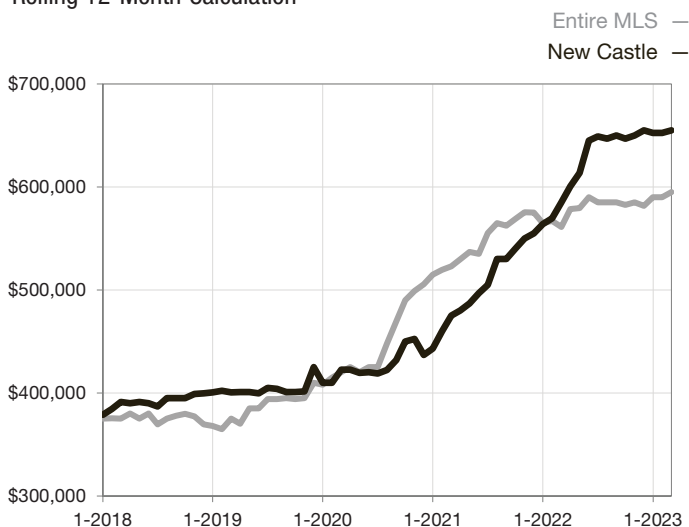
Single Family	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	8	9	+ 12.5%	18	15	- 16.7%
Sold Listings	5	6	+ 20.0%	12	12	0.0%
Median Sales Price*	\$583,000	<b>\$562,500</b>	- 3.5%	\$576,250	<b>\$539,725</b>	- 6.3%
Average Sales Price*	\$557,800	<b>\$611,833</b>	+ 9.7%	\$571,875	<b>\$605,329</b>	+ 5.8%
Percent of List Price Received*	102.0%	<b>97.1%</b>	- 4.8%	100.3%	<b>98.4%</b>	- 1.9%
Days on Market Until Sale	27	<b>72</b>	+ 166.7%	36	<b>64</b>	+ 77.8%
Inventory of Homes for Sale	4	<b>12</b>	+ 200.0%	--	--	--
Months Supply of Inventory	0.5	<b>1.7</b>	+ 240.0%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

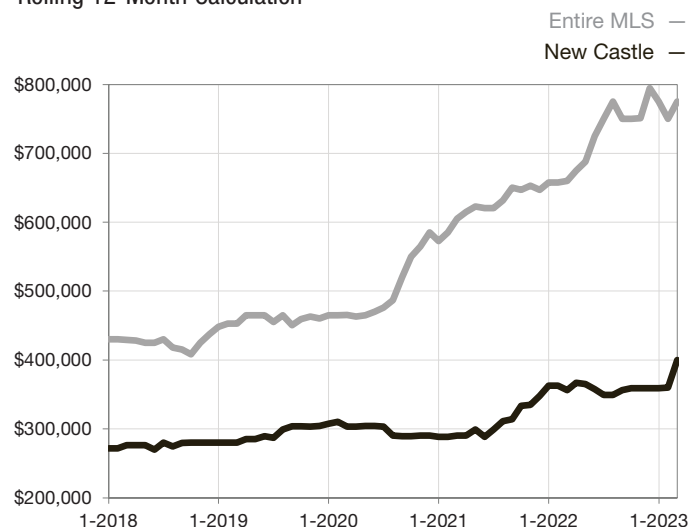
Townhouse/Condo	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	8	3	- 62.5%	17	13	- 23.5%
Sold Listings	6	7	+ 16.7%	8	11	+ 37.5%
Median Sales Price*	\$338,045	<b>\$490,000</b>	+ 45.0%	\$340,000	<b>\$490,000</b>	+ 44.1%
Average Sales Price*	\$332,015	<b>\$466,443</b>	+ 40.5%	\$354,699	<b>\$480,055</b>	+ 35.3%
Percent of List Price Received*	99.2%	<b>99.5%</b>	+ 0.3%	99.3%	<b>99.2%</b>	- 0.1%
Days on Market Until Sale	12	<b>189</b>	+ 1475.0%	17	<b>126</b>	+ 641.2%
Inventory of Homes for Sale	16	7	- 56.3%	--	--	--
Months Supply of Inventory	3.0	<b>1.4</b>	- 53.3%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# Silt



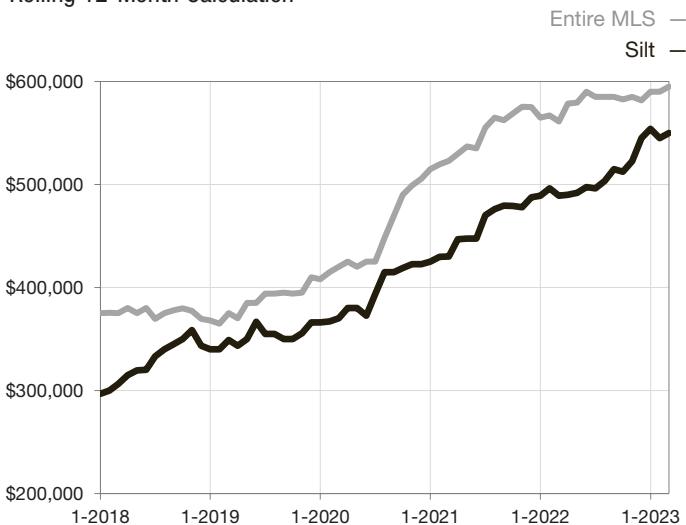
Single Family	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	6	9	+ 50.0%	15	18	+ 20.0%
Sold Listings	5	7	+ 40.0%	20	18	- 10.0%
Median Sales Price*	\$465,000	<b>\$554,000</b>	+ 19.1%	\$505,000	<b>\$512,500</b>	+ 1.5%
Average Sales Price*	\$523,000	<b>\$570,286</b>	+ 9.0%	\$510,950	<b>\$537,050</b>	+ 5.1%
Percent of List Price Received*	97.8%	<b>94.6%</b>	- 3.3%	97.5%	<b>95.4%</b>	- 2.2%
Days on Market Until Sale	92	<b>66</b>	- 28.3%	79	<b>63</b>	- 20.3%
Inventory of Homes for Sale	9	<b>8</b>	- 11.1%	--	--	--
Months Supply of Inventory	1.1	<b>1.3</b>	+ 18.2%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

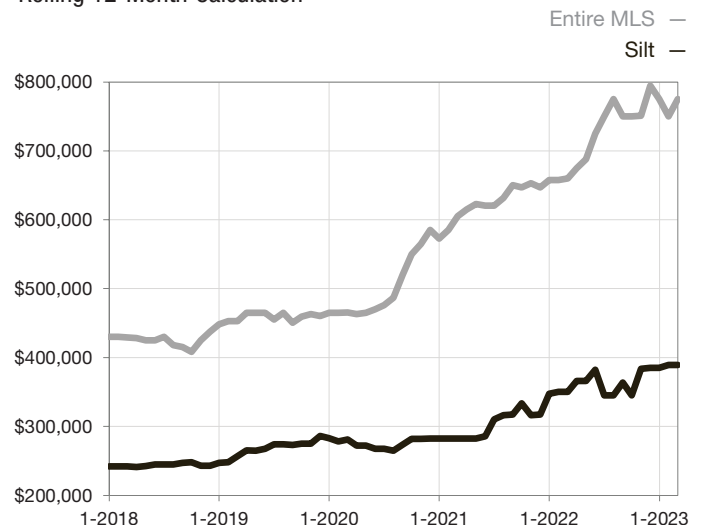
Townhouse/Condo	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	1	0	- 100.0%	3	3	0.0%
Sold Listings	0	0	--	2	1	- 50.0%
Median Sales Price*	\$0	<b>\$0</b>	--	\$363,500	<b>\$382,500</b>	+ 5.2%
Average Sales Price*	\$0	<b>\$0</b>	--	\$363,500	<b>\$382,500</b>	+ 5.2%
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	96.4%	<b>100.9%</b>	+ 4.7%
Days on Market Until Sale	0	0	--	7	3	- 57.1%
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	0.6	<b>0.7</b>	+ 16.7%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation





**Happiness is seeing spring emerge!**



**Happiness is creating a garden you love!**



# Rifle

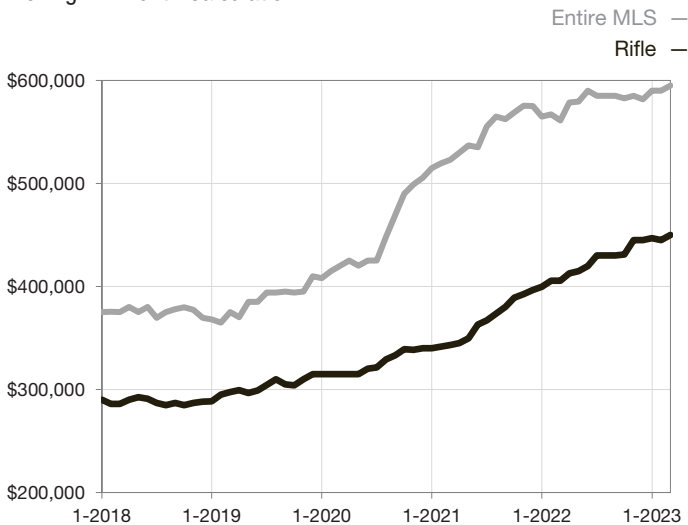
Single Family	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	7	13	+ 85.7%	27	32	+ 18.5%
Sold Listings	14	11	- 21.4%	42	24	- 42.9%
Median Sales Price*	\$387,500	<b>\$490,000</b>	+ 26.5%	\$422,500	<b>\$484,000</b>	+ 14.6%
Average Sales Price*	\$415,857	<b>\$442,773</b>	+ 6.5%	\$463,520	<b>\$454,646</b>	- 1.9%
Percent of List Price Received*	99.3%	<b>97.9%</b>	- 1.4%	98.7%	<b>96.1%</b>	- 2.6%
Days on Market Until Sale	34	<b>54</b>	+ 58.8%	49	<b>51</b>	+ 4.1%
Inventory of Homes for Sale	13	<b>17</b>	+ 30.8%	--	--	--
Months Supply of Inventory	0.7	<b>1.5</b>	+ 114.3%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

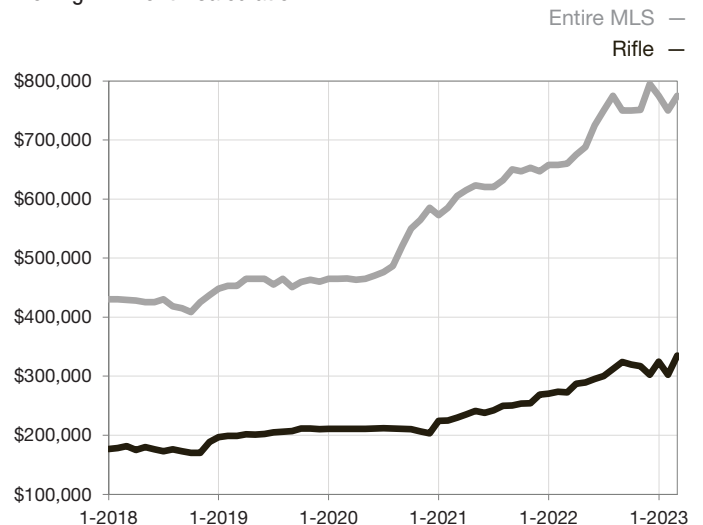
Townhouse/Condo	March			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 3-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	3	1	- 66.7%	13	3	- 76.9%
Sold Listings	9	3	- 66.7%	17	5	- 70.6%
Median Sales Price*	\$225,000	<b>\$350,000</b>	+ 55.6%	\$250,000	<b>\$352,500</b>	+ 41.0%
Average Sales Price*	\$224,722	<b>\$351,667</b>	+ 56.5%	\$262,794	<b>\$354,500</b>	+ 34.9%
Percent of List Price Received*	99.4%	<b>100.9%</b>	+ 1.5%	99.9%	<b>100.2%</b>	+ 0.3%
Days on Market Until Sale	27	<b>4</b>	- 85.2%	67	<b>12</b>	- 82.1%
Inventory of Homes for Sale	5	<b>0</b>	- 100.0%	--	--	--
Months Supply of Inventory	0.7	<b>0.0</b>	- 100.0%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# Monthly Indicators

## March 2023

Percent changes calculated using year-over-year comparisons.

New Listings were down 6.0 percent for single family homes and 57.1 percent for townhouse-condo properties. Pending Sales decreased 12.9 percent for single family homes and 35.0 percent for townhouse-condo properties.

The Median Sales Price was up 1.5 percent to \$754,000 for single family homes and 7.4 percent to \$802,500 for townhouse-condo properties. Days on Market increased 20.8 percent for single family homes and 58.8 percent for condo properties.

Monthly sales might have been even higher if not for limited inventory nationwide. At the current sales pace, there were just 2.6 months' supply of existing homes at the beginning of March, far below the 4 – 6 months' supply of a balanced market. Inventory remains suppressed in part because of mortgage interest rates, which nearly hit 7% before falling again in recent weeks. Higher rates have continued to put downward pressure on sales prices, and for the first time in more than a decade, national home prices were lower year-over-year, according to NAR, breaking a 131-month streak of annual price increases.



## Activity Snapshot

**- 27.5%**      **+ 6.3%**      **+ 10.0%**

One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties
-------------------------------------------------	------------------------------------------------------	---------------------------------------------------

Residential real estate activity in the counties of Delta, Eagle, Garfield, Gunnison, Mesa, Moffat and Pitkin composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

Single Family Market Overview	2
Townhouse-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
Sold Listings 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	3-2022	3-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
<b>New Listings</b>		83	78	- 6.0%	210	192	- 8.6%
<b>Pending Sales</b>		70	61	- 12.9%	191	164	- 14.1%
<b>Sold Listings</b>		68	55	- 19.1%	174	134	- 23.0%
<b>Median Sales Price</b>		\$743,125	<b>\$754,000</b>	+ 1.5%	\$736,625	<b>\$957,500</b>	+ 30.0%
<b>Avg. Sales Price</b>		\$3,436,092	<b>\$2,975,795</b>	- 13.4%	\$3,356,974	<b>\$3,072,326</b>	- 8.5%
<b>Pct. of List Price Received</b>		98.5%	<b>95.2%</b>	- 3.4%	97.9%	<b>95.1%</b>	- 2.9%
<b>Days on Market</b>		77	<b>93</b>	+ 20.8%	70	<b>83</b>	+ 18.6%
<b>Affordability Index</b>		44	<b>38</b>	- 13.6%	45	<b>30</b>	- 33.3%
<b>Active Listings</b>		205	<b>231</b>	+ 12.7%	--	--	--
<b>Months Supply</b>		2.2	<b>3.8</b>	+ 72.7%	--	--	--

# Townhouse-Condo Market Overview

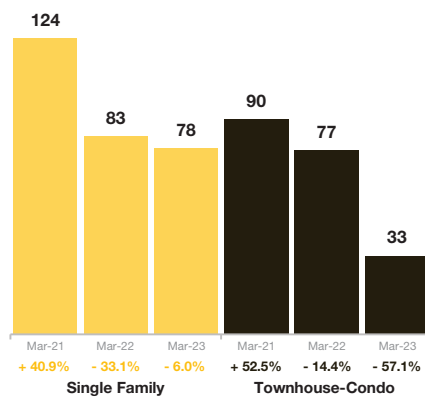
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



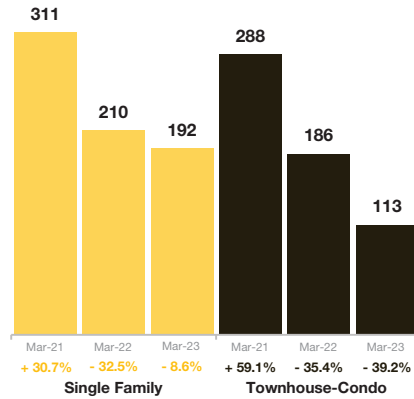
Key Metrics	Historical Sparkbars	3-2022	3-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
<b>New Listings</b>		77	33	- 57.1%	186	113	- 39.2%
<b>Pending Sales</b>		60	39	- 35.0%	168	149	- 11.3%
<b>Sold Listings</b>		56	39	- 30.4%	145	98	- 32.4%
<b>Median Sales Price</b>		\$747,000	\$802,500	+ 7.4%	\$920,000	\$767,000	- 16.6%
<b>Avg. Sales Price</b>		\$1,636,616	\$2,074,887	+ 26.8%	\$1,910,405	\$1,908,271	- 0.1%
<b>Pct. of List Price Received</b>		99.4%	97.1%	- 2.3%	99.5%	97.1%	- 2.4%
<b>Days on Market</b>		51	81	+ 58.8%	56	65	+ 16.1%
<b>Affordability Index</b>		50	40	- 20.0%	41	42	+ 2.4%
<b>Active Listings</b>		122	147	+ 20.5%	--	--	--
<b>Months Supply</b>		1.6	3.4	+ 112.5%	--	--	--

## New Listings

### March

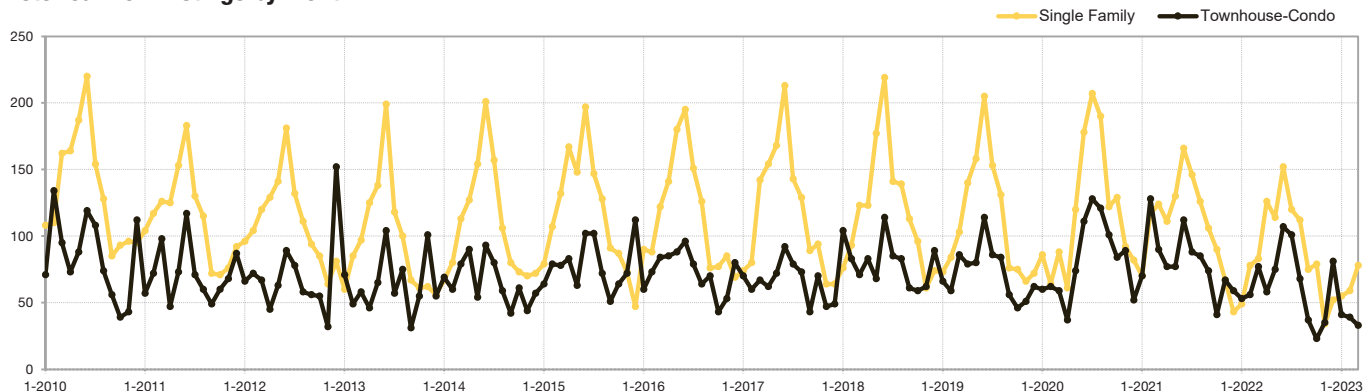


### Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2022	126	+13.5%	58	-24.7%
May-2022	114	-12.3%	75	-2.6%
Jun-2022	152	-8.4%	107	-4.5%
Jul-2022	120	-17.8%	101	+14.8%
Aug-2022	112	-11.1%	68	-20.0%
Sep-2022	75	-29.2%	37	-50.0%
Oct-2022	79	-12.2%	23	-43.9%
Nov-2022	34	-49.3%	35	-47.8%
Dec-2022	52	+20.9%	81	+37.3%
Jan-2023	55	+12.2%	41	-22.6%
Feb-2023	59	-24.4%	39	-30.4%
<b>Mar-2023</b>	<b>78</b>	<b>-6.0%</b>	<b>33</b>	<b>-57.1%</b>

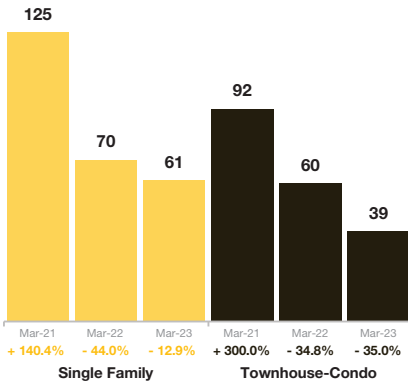
## Historical New Listings by Month



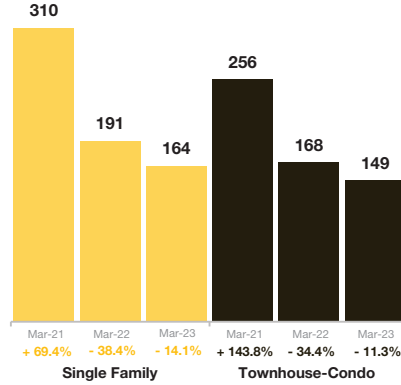
# Pending Sales



## March

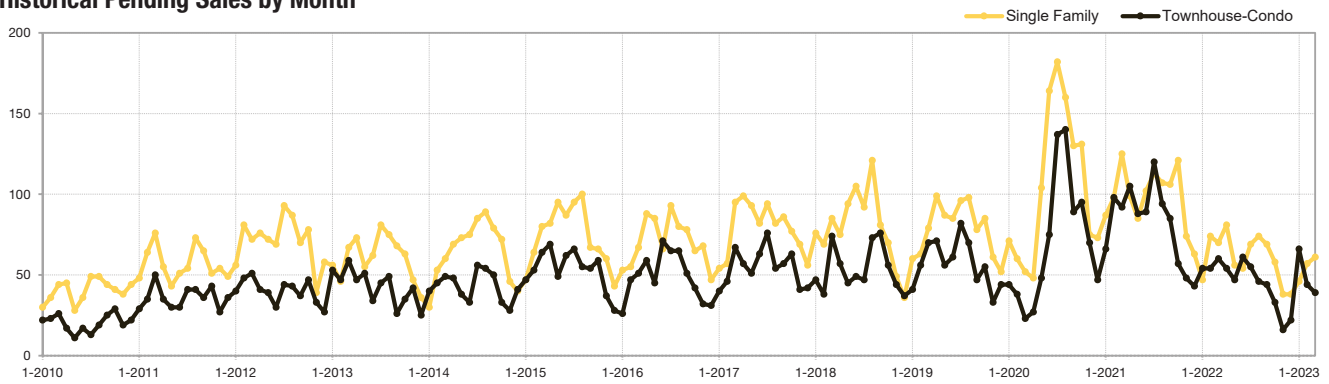


## Year to Date



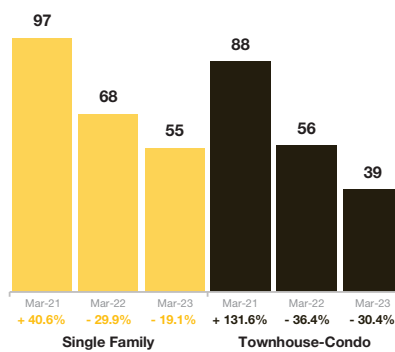
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2022	81	-18.2%	54	-48.6%
May-2022	56	-34.1%	47	-46.6%
Jun-2022	54	-47.1%	61	-31.5%
Jul-2022	69	-38.9%	55	-54.2%
Aug-2022	74	-30.8%	46	-51.1%
Sep-2022	69	-34.9%	44	-48.2%
Oct-2022	58	-52.1%	33	-42.1%
Nov-2022	38	-48.6%	16	-66.7%
Dec-2022	38	-39.7%	22	-48.8%
Jan-2023	46	-2.1%	66	+22.2%
Feb-2023	57	-23.0%	44	-18.5%
<b>Mar-2023</b>	<b>61</b>	<b>-12.9%</b>	<b>39</b>	<b>-35.0%</b>

## Historical Pending Sales by Month

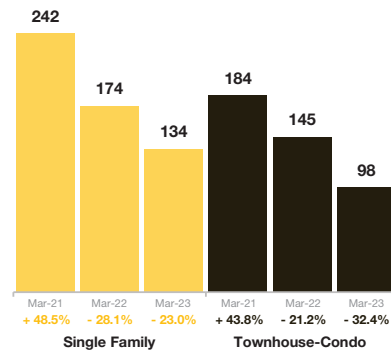


# Sold Listings

## March

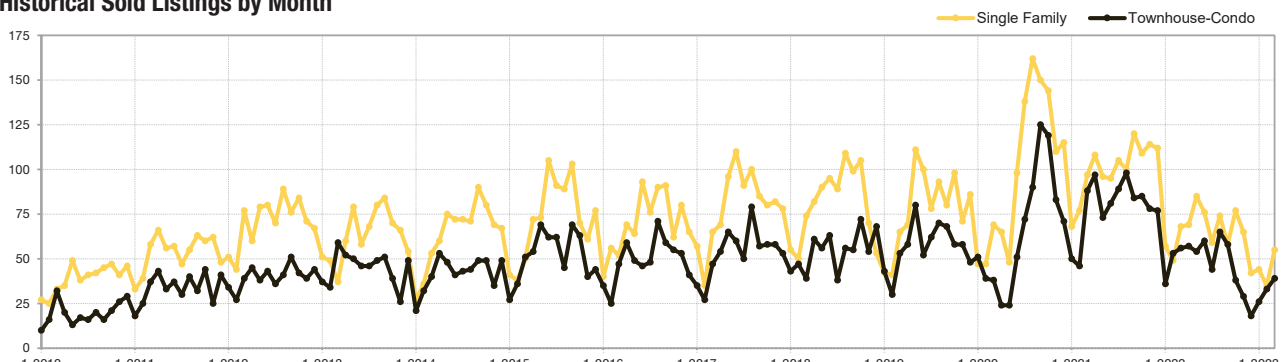


## Year to Date



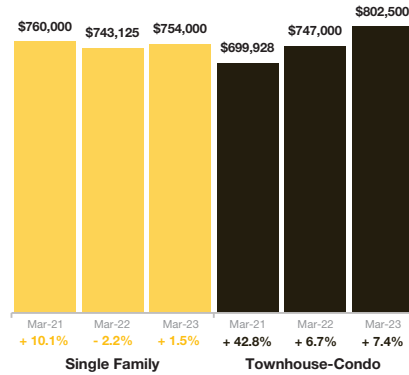
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2022	69	-36.1%	57	-41.2%
May-2022	85	-11.5%	54	-26.0%
Jun-2022	76	-20.0%	60	-25.9%
Jul-2022	59	-43.8%	44	-50.6%
Aug-2022	74	-26.0%	65	-33.7%
Sep-2022	58	-51.7%	58	-31.0%
Oct-2022	77	-29.4%	38	-55.3%
Nov-2022	65	-43.0%	29	-62.8%
Dec-2022	42	-62.5%	18	-76.6%
Jan-2023	44	-22.8%	26	-27.8%
Feb-2023	35	-28.6%	33	-37.7%
<b>Mar-2023</b>	<b>55</b>	<b>-19.1%</b>	<b>39</b>	<b>-30.4%</b>

## Historical Sold Listings by Month

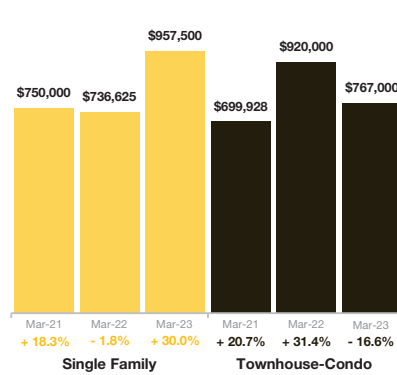


# Median Sales Price

## March

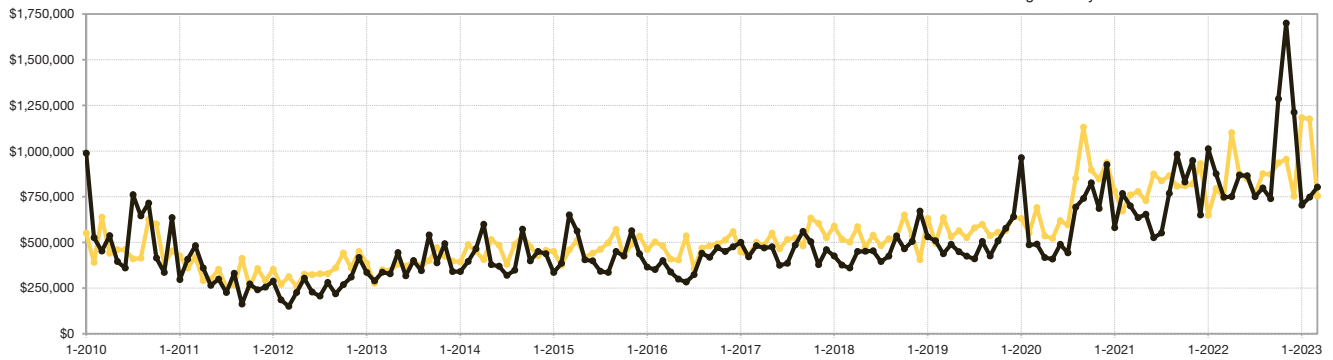


## Year to Date



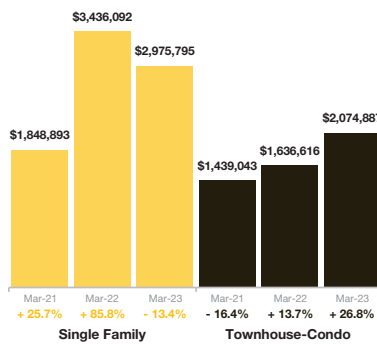
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2022	\$1,100,000	+41.5%	\$750,000	+18.1%
May-2022	\$874,000	+20.1%	\$868,000	+32.9%
Jun-2022	\$849,032	-2.9%	\$865,000	+64.8%
Jul-2022	\$763,000	-8.8%	\$750,000	+36.1%
Aug-2022	\$875,625	+1.2%	\$797,500	+3.8%
Sep-2022	\$872,000	+8.0%	\$739,000	-24.7%
Oct-2022	\$935,000	+15.4%	\$1,285,000	+54.7%
Nov-2022	\$955,000	+16.5%	\$1,700,000	+79.4%
Dec-2022	\$752,500	-19.1%	\$1,212,500	+86.5%
Jan-2023	\$1,182,500	+82.2%	\$703,750	-30.5%
Feb-2023	\$1,175,000	+47.8%	\$748,000	-14.5%
<b>Mar-2023</b>	<b>\$754,000</b>	<b>+1.5%</b>	<b>\$802,500</b>	<b>+7.4%</b>

## Historical Median Sales Price by Month

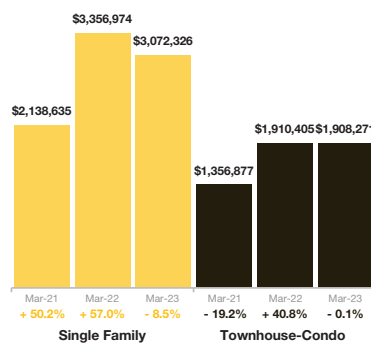


# Average Sales Price

## March

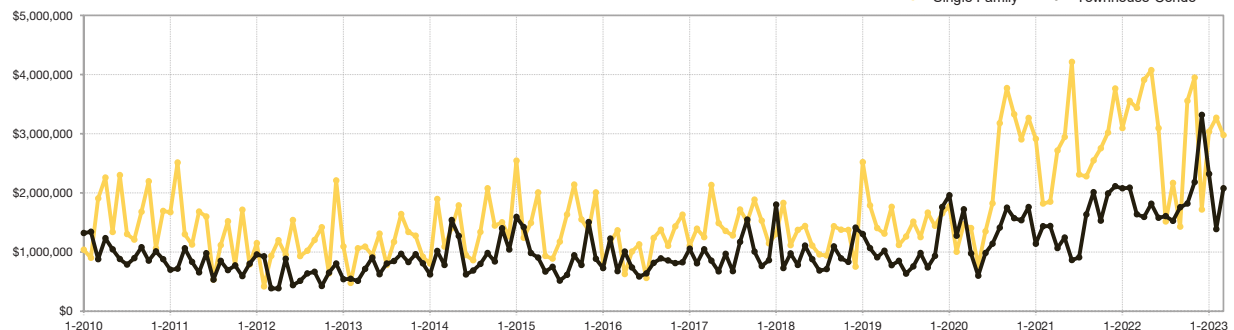


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2022	\$3,910,385	+44.0%	\$1,592,420	+49.2%
May-2022	\$4,072,068	+38.4%	\$1,815,860	+46.2%
Jun-2022	\$3,095,202	-26.5%	\$1,579,125	+82.7%
Jul-2022	\$1,514,001	-34.4%	\$1,605,307	+76.7%
Aug-2022	\$2,165,484	-4.9%	\$1,526,623	-6.7%
Sep-2022	\$1,428,506	-43.9%	\$1,754,522	-12.8%
Oct-2022	\$3,553,362	+29.2%	\$1,817,486	+19.0%
Nov-2022	\$3,946,476	+30.9%	\$2,179,395	+9.7%
Dec-2022	\$1,717,562	-54.4%	\$3,316,178	+57.2%
Jan-2023	\$3,035,989	-1.8%	\$2,319,227	+11.6%
Feb-2023	\$3,269,697	-8.0%	\$1,387,576	-33.5%
<b>Mar-2023</b>	<b>\$2,975,795</b>	<b>-13.4%</b>	<b>\$2,074,887</b>	<b>+26.8%</b>

## Historical Average Sales Price by Month

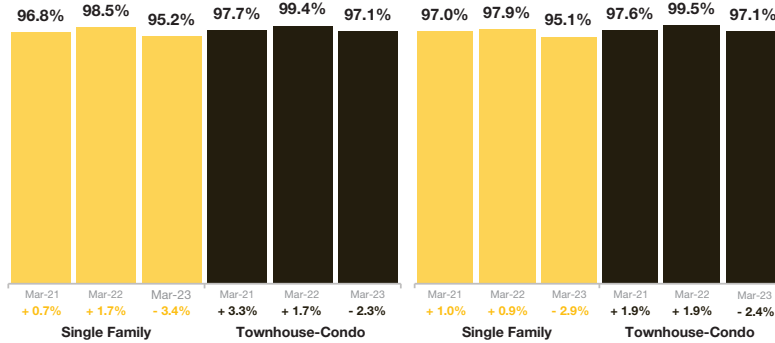


# Percent of List Price Received



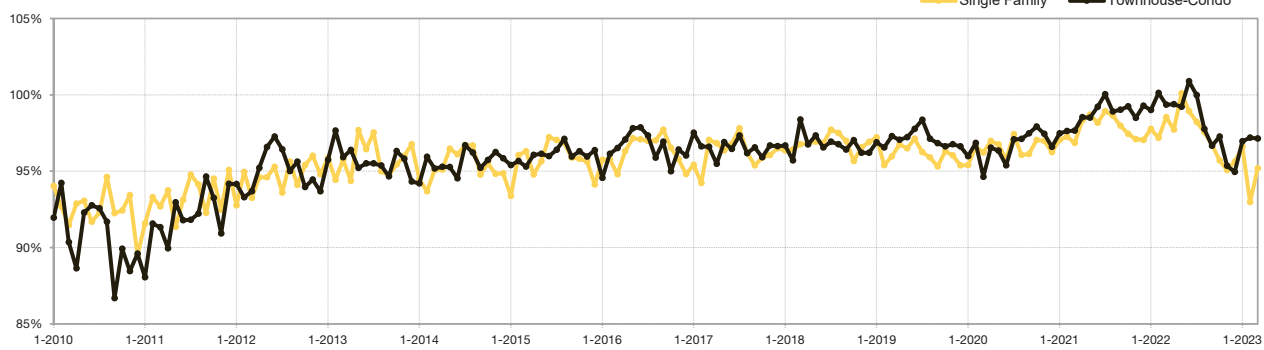
## March

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2022	97.7%	-0.6%	99.4%	+0.9%
May-2022	100.1%	+1.4%	99.2%	+0.7%
Jun-2022	98.9%	+0.7%	100.9%	+1.7%
Jul-2022	98.2%	-0.7%	100.0%	0.0%
Aug-2022	97.6%	-1.0%	97.8%	-1.1%
Sep-2022	96.7%	-1.3%	96.7%	-2.3%
Oct-2022	95.7%	-1.8%	97.3%	-1.9%
Nov-2022	95.1%	-2.1%	95.4%	-3.1%
Dec-2022	95.6%	-1.4%	95.0%	-4.3%
Jan-2023	96.6%	-1.2%	97.0%	-2.0%
Feb-2023	93.0%	-4.3%	97.2%	-2.9%
<b>Mar-2023</b>	<b>95.2%</b>	<b>-3.4%</b>	<b>97.1%</b>	<b>-2.3%</b>

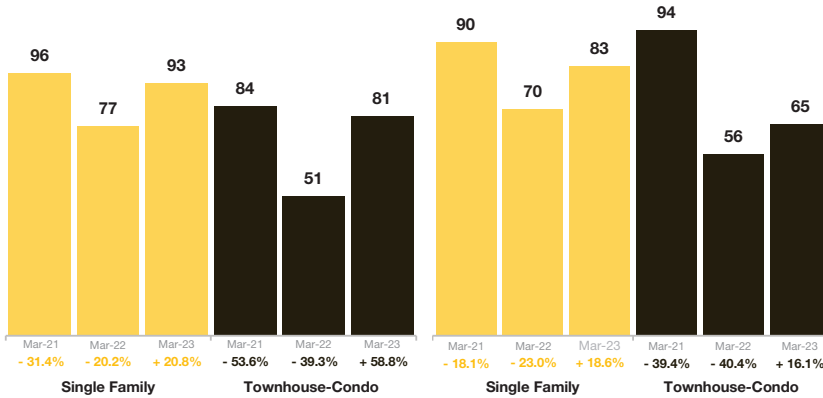
## Historical Percent of List Price Received by Month



# Days on Market Until Sale

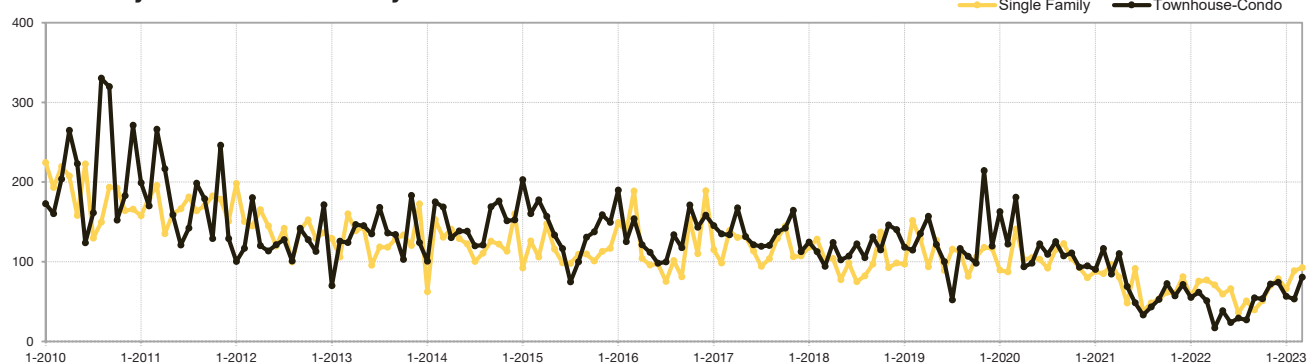
## March

## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2022	71	-12.3%	17	-84.5%
May-2022	59	+22.9%	39	-43.5%
Jun-2022	66	-28.3%	24	-51.0%
Jul-2022	36	-5.3%	29	-12.1%
Aug-2022	51	+6.3%	27	-37.2%
Sep-2022	39	-26.4%	55	+3.8%
Oct-2022	51	-17.7%	53	-26.4%
Nov-2022	70	+16.7%	72	+26.3%
Dec-2022	79	-2.5%	74	+4.2%
Jan-2023	66	+17.9%	56	+1.8%
Feb-2023	89	+18.7%	53	-13.1%
<b>Mar-2023</b>	<b>93</b>	<b>+20.8%</b>	<b>81</b>	<b>+58.8%</b>

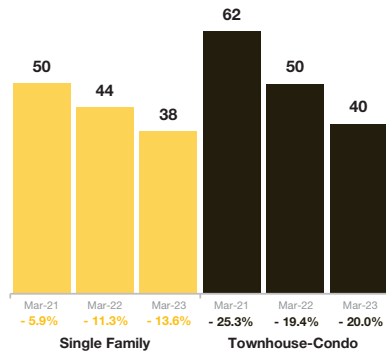
## Historical Days on Market Until Sale by Month



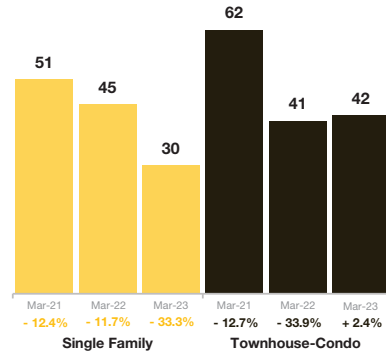
# Housing Affordability Index



## March

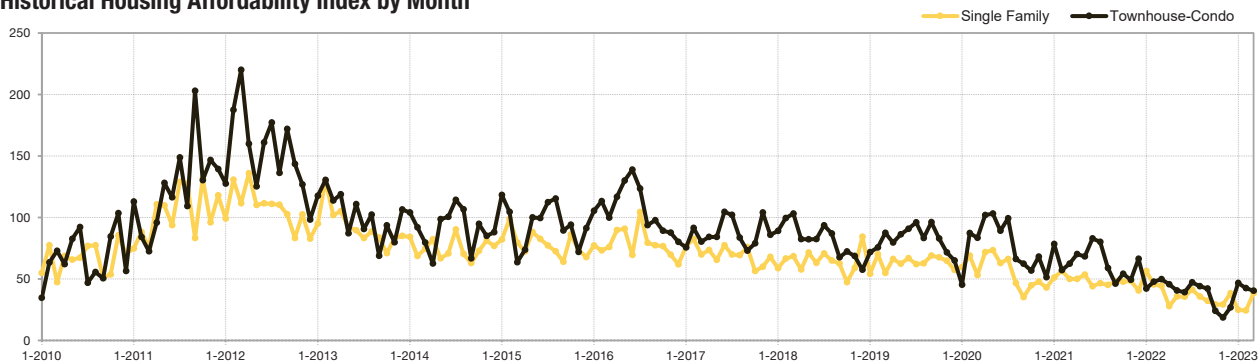


## Year to Date



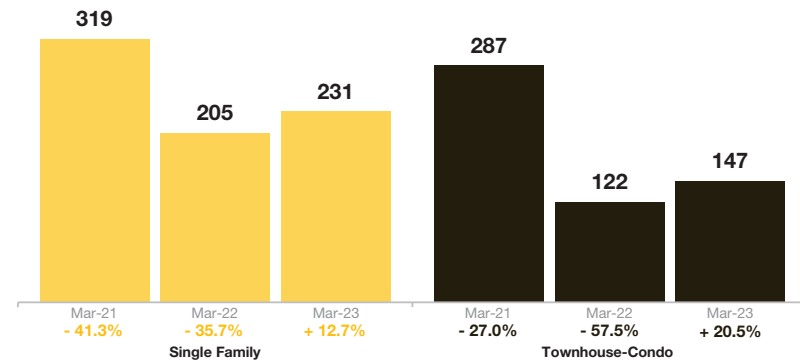
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2022	28	-44.0%	46	-34.3%
May-2022	36	-32.1%	41	-39.7%
Jun-2022	35	-20.5%	39	-53.0%
Jul-2022	41	-10.9%	47	-41.3%
Aug-2022	36	-20.0%	44	-25.4%
Sep-2022	32	-33.3%	42	-8.7%
Oct-2022	29	-39.6%	24	-55.6%
Nov-2022	29	-39.6%	19	-61.2%
Dec-2022	38	-7.3%	27	-59.1%
Jan-2023	25	-55.4%	47	+11.9%
Feb-2023	24	-46.7%	42	-12.5%
Mar-2023	38	-13.6%	40	-20.0%

## Historical Housing Affordability Index by Month



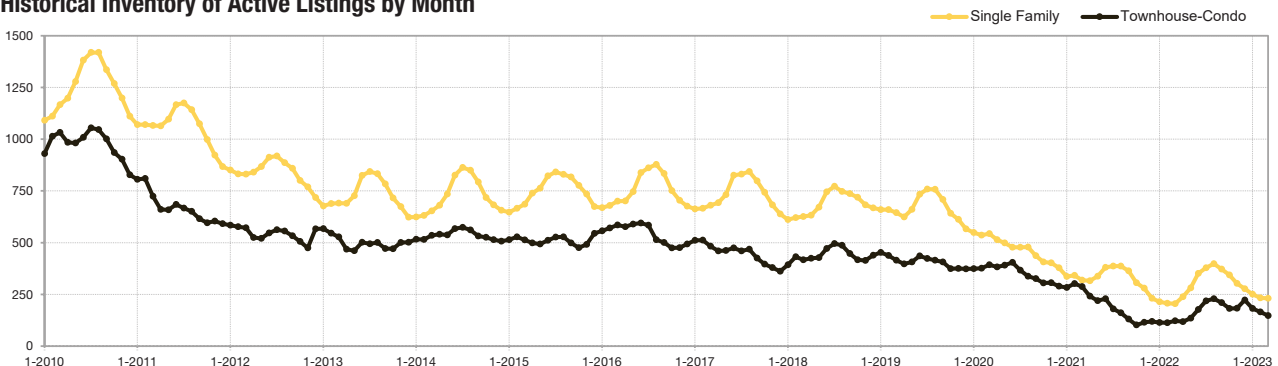
# Inventory of Active Listings

## March



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2022	238	-24.7%	118	-51.0%
May-2022	281	-16.9%	135	-38.4%
Jun-2022	351	-7.6%	177	-22.7%
Jul-2022	378	-2.3%	218	+21.1%
Aug-2022	398	+2.8%	229	+42.2%
Sep-2022	372	+2.2%	210	+61.5%
Oct-2022	344	+12.4%	182	+78.4%
Nov-2022	303	+8.2%	183	+59.1%
Dec-2022	277	+19.9%	223	+87.4%
Jan-2023	251	+17.3%	182	+59.6%
Feb-2023	233	+12.6%	165	+46.0%
Mar-2023	231	+12.7%	147	+20.5%

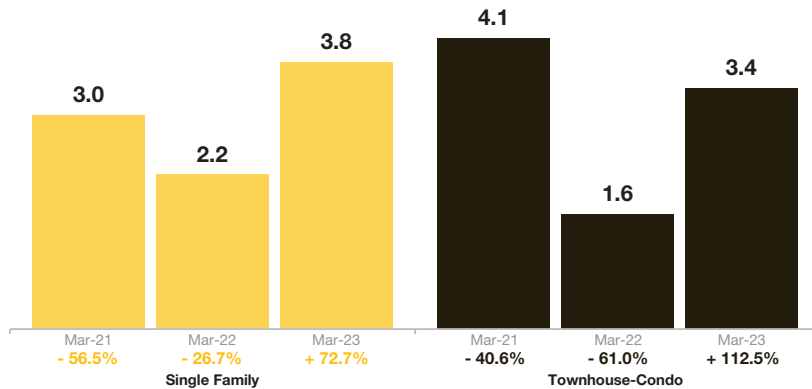
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

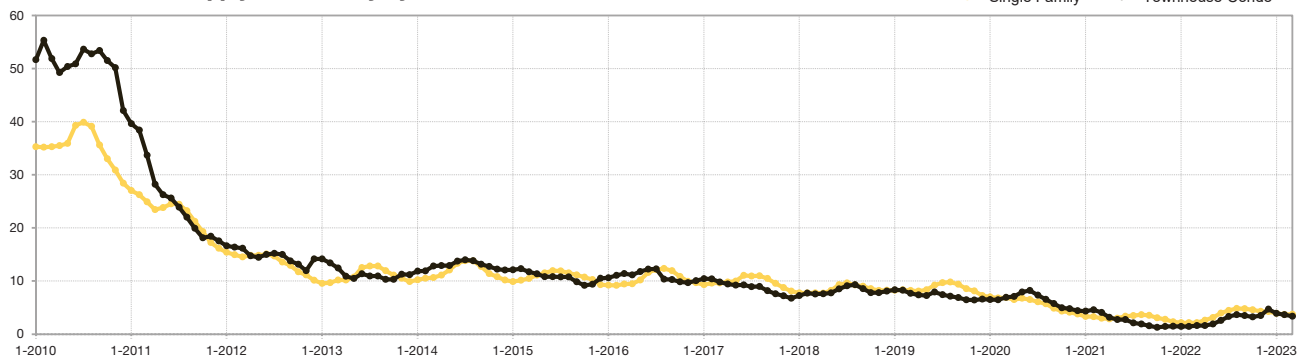


## March



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2022	2.6	-10.3%	1.6	-50.0%
May-2022	3.1	+3.3%	1.9	-29.6%
Jun-2022	4.0	+17.6%	2.6	-7.1%
Jul-2022	4.5	+28.6%	3.3	+57.1%
Aug-2022	4.8	+29.7%	3.7	+94.7%
Sep-2022	4.8	+37.1%	3.5	+118.8%
Oct-2022	4.6	+48.4%	3.2	+146.2%
Nov-2022	4.3	+53.6%	3.5	+133.3%
Dec-2022	4.3	+87.0%	4.7	+213.3%
Jan-2023	3.9	+77.3%	3.9	+160.0%
Feb-2023	3.7	+76.2%	3.7	+164.3%
<b>Mar-2023</b>	<b>3.8</b>	<b>+72.7%</b>	<b>3.4</b>	<b>+112.5%</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	3-2022	3-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
<b>New Listings</b>		169	114	- 32.5%	419	313	- 25.3%
<b>Pending Sales</b>		135	102	- 24.4%	371	321	- 13.5%
<b>Sold Listings</b>		131	95	- 27.5%	332	239	- 28.0%
<b>Median Sales Price</b>		\$710,000	\$755,000	+ 6.3%	\$765,250	\$830,000	+ 8.5%
<b>Avg. Sales Price</b>		\$2,494,643	\$2,576,677	+ 3.3%	\$2,603,365	\$2,528,676	- 2.9%
<b>Pct. of List Price Received</b>		98.4%	95.8%	- 2.6%	98.4%	95.8%	- 2.6%
<b>Days on Market</b>		63	88	+ 39.7%	62	76	+ 22.6%
<b>Affordability Index</b>		46	38	- 17.4%	43	35	- 18.6%
<b>Active Listings</b>		361	397	+ 10.0%	--	--	--
<b>Months Supply</b>		2.1	3.7	+ 76.2%	--	--	--

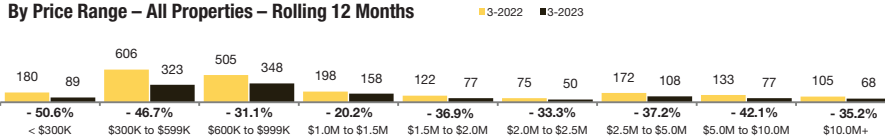


# Sold Listings

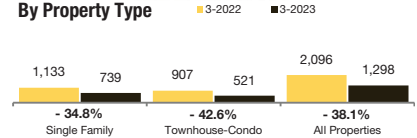
Actual sales that have closed in a given month.



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



## By Property Type

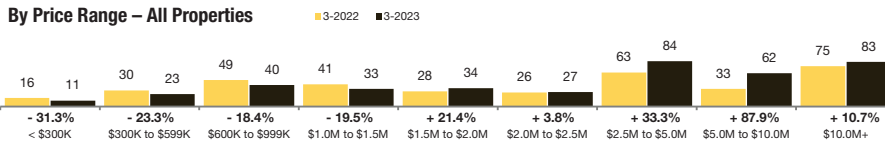


By Price Range	Rolling 12 Months			Compared to Prior Month			Year to Date		
	Single Family	Townhouse-Condo	Change	Single Family	Townhouse-Condo	Change	Single Family	Townhouse-Condo	Change
\$299,999 and Below	23	17	-26.1%	2	2	0.0%	1	4	+300.0%
\$300,000 to \$599,999	344	186	-45.9%	10	17	+70.0%	64	38	-40.6%
\$600,000 to \$999,999	307	215	-30.0%	3	14	+366.7%	41	26	-36.6%
\$1,000,000 to \$1,499,999	104	96	-7.7%	7	5	-28.6%	16	18	+12.5%
\$1,500,000 to \$1,999,999	58	47	-19.0%	2	3	+50.0%	10	7	-30.0%
\$2,000,000 to \$2,499,999	38	30	-21.1%	1	1	0.0%	6	6	0.0%
\$2,500,000 to \$4,999,999	79	50	-36.7%	4	5	+25.0%	7	13	+85.7%
\$5,000,000 to \$9,999,999	90	38	-57.8%	2	3	+50.0%	12	10	-16.7%
\$10,000,000 and Above	90	60	-33.3%	4	5	+25.0%	17	12	-29.4%
<b>All Price Ranges</b>	<b>1,133</b>	<b>739</b>	<b>-34.8%</b>	<b>35</b>	<b>55</b>	<b>+57.1%</b>	<b>174</b>	<b>134</b>	<b>-23.0%</b>

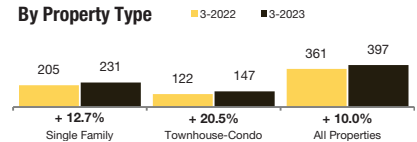
# Inventory of Active Listings

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

## By Price Range – All Properties



## By Property Type



By Price Range	Compared to Prior Year			Compared to Prior Month			Year to Date		
	Single Family	Townhouse-Condo	Change	Single Family	Townhouse-Condo	Change	Single Family	Townhouse-Condo	
\$299,999 and Below	0	3	--	2	3	+50.0%	4	5	+25.0%
\$300,000 to \$599,999	12	13	+8.3%	14	13	-7.1%	9	10	+11.1%
\$600,000 to \$999,999	30	27	-10.0%	28	27	-3.6%	18	13	-27.8%
\$1,000,000 to \$1,499,999	22	18	-18.2%	17	18	+5.9%	19	13	-31.6%
\$1,500,000 to \$1,999,999	18	19	+5.6%	22	19	-13.6%	16	15	-6.3%
\$2,000,000 to \$2,499,999	5	12	+140.0%	13	12	-7.7%	16	14	-12.5%
\$2,500,000 to \$4,999,999	40	39	-2.5%	38	39	+2.6%	47	43	-8.5%
\$5,000,000 to \$9,999,999	21	36	+71.4%	31	36	+16.1%	23	22	-4.3%
\$10,000,000 and Above	57	64	+12.3%	68	64	-5.9%	13	12	-7.7%
<b>All Price Ranges</b>	<b>205</b>	<b>231</b>	<b>+12.7%</b>	<b>233</b>	<b>231</b>	<b>-0.9%</b>	<b>165</b>	<b>147</b>	<b>-10.9%</b>

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 Sales</b>	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.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<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>Inventory of 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.



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do when selling  
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#1 Call me.

(I will handle the other 9.)