

Local Market Update for January 2021

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

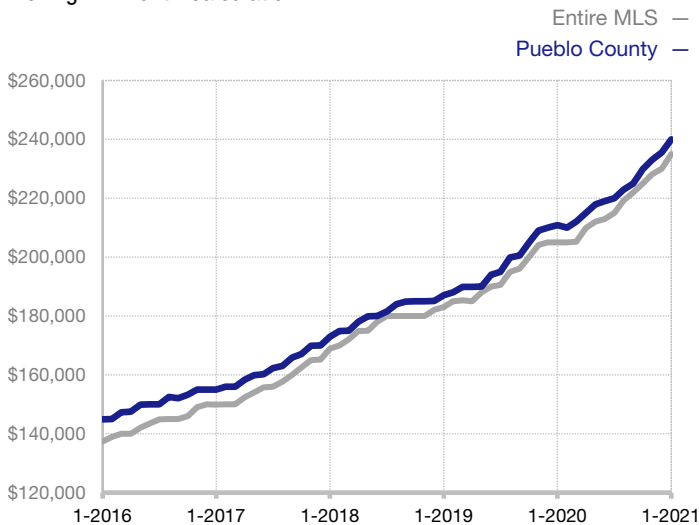
Single Family Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	278	244	- 12.2%	278	244	- 12.2%
Sold Listings	181	168	- 7.2%	181	168	- 7.2%
Median Sales Price*	\$199,450	\$258,950	+ 29.8%	\$199,450	\$258,950	+ 29.8%
Average Sales Price*	\$204,126	\$268,993	+ 31.8%	\$204,126	\$268,993	+ 31.8%
Percent of List Price Received*	97.7%	99.3%	+ 1.6%	97.7%	99.3%	+ 1.6%
Days on Market Until Sale	77	71	- 7.8%	77	71	- 7.8%
Inventory of Homes for Sale	382	149	- 61.0%	--	--	--
Months Supply of Inventory	1.7	0.6	- 64.7%	--	--	--

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

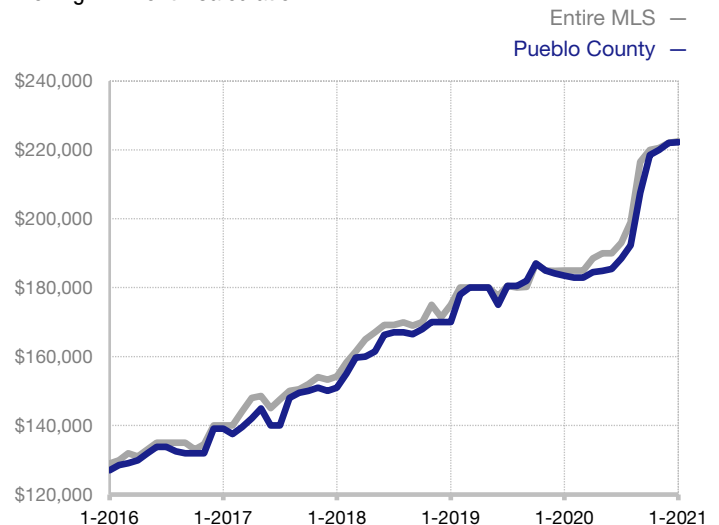
Townhouse/Condo Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	15	13	- 13.3%	15	13	- 13.3%
Sold Listings	4	9	+ 125.0%	4	9	+ 125.0%
Median Sales Price*	\$146,750	\$224,500	+ 53.0%	\$146,750	\$224,500	+ 53.0%
Average Sales Price*	\$163,088	\$196,335	+ 20.4%	\$163,088	\$196,335	+ 20.4%
Percent of List Price Received*	95.9%	99.2%	+ 3.4%	95.9%	99.2%	+ 3.4%
Days on Market Until Sale	189	77	- 59.3%	189	77	- 59.3%
Inventory of Homes for Sale	14	7	- 50.0%	--	--	--
Months Supply of Inventory	1.6	0.7	- 56.3%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



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Arkansas Valley/Otero County

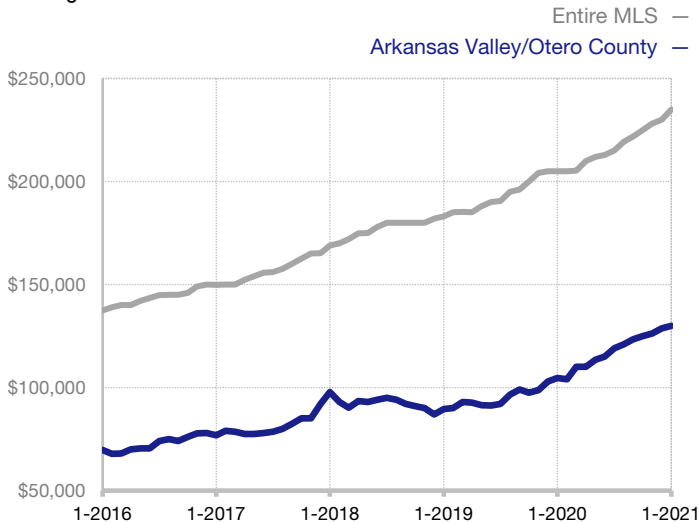
Single Family	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
Key Metrics						
New Listings	41	31	- 24.4%	41	31	- 24.4%
Sold Listings	25	25	0.0%	25	25	0.0%
Median Sales Price*	\$116,900	\$130,000	+ 11.2%	\$116,900	\$130,000	+ 11.2%
Average Sales Price*	\$129,116	\$136,604	+ 5.8%	\$129,116	\$136,604	+ 5.8%
Percent of List Price Received*	95.3%	99.4%	+ 4.3%	95.3%	99.4%	+ 4.3%
Days on Market Until Sale	108	84	- 22.2%	108	84	- 22.2%
Inventory of Homes for Sale	112	58	- 48.2%	--	--	--
Months Supply of Inventory	3.7	2.0	- 45.9%	--	--	--

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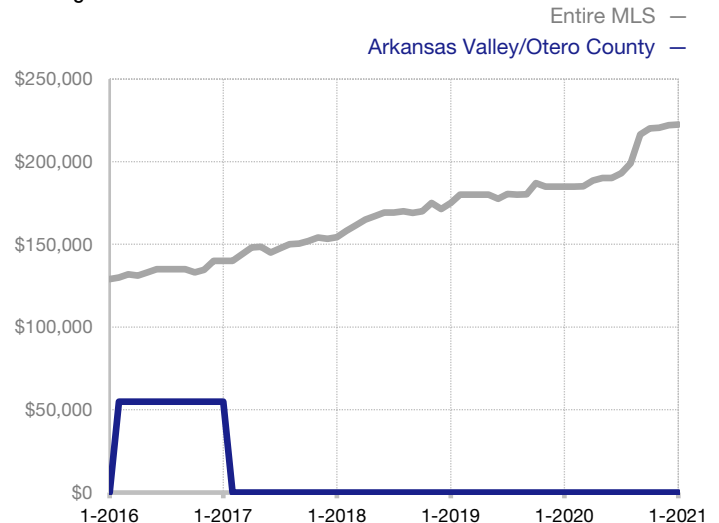
Townhouse/Condo	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
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Fowler

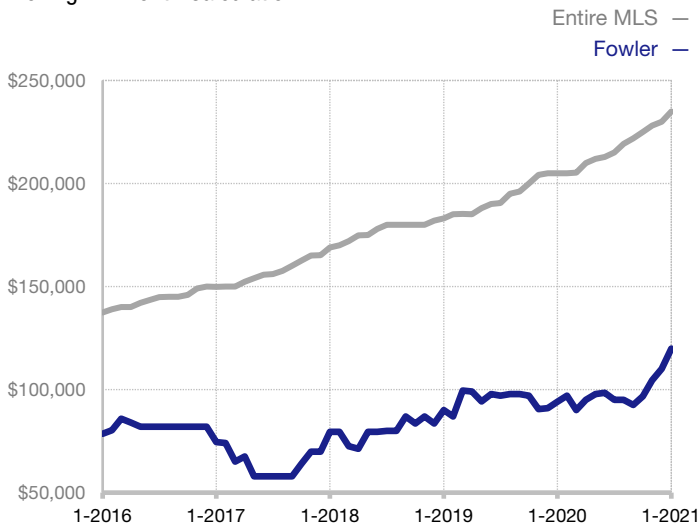
Single Family	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
Key Metrics						
New Listings	1	5	+ 400.0%	1	5	+ 400.0%
Sold Listings	2	3	+ 50.0%	2	3	+ 50.0%
Median Sales Price*	\$163,000	\$126,552	- 22.4%	\$163,000	\$126,552	- 22.4%
Average Sales Price*	\$163,000	\$135,517	- 16.9%	\$163,000	\$135,517	- 16.9%
Percent of List Price Received*	91.4%	99.1%	+ 8.4%	91.4%	99.1%	+ 8.4%
Days on Market Until Sale	90	62	- 31.1%	90	62	- 31.1%
Inventory of Homes for Sale	8	3	- 62.5%	--	--	--
Months Supply of Inventory	2.5	1.5	- 40.0%	--	--	--

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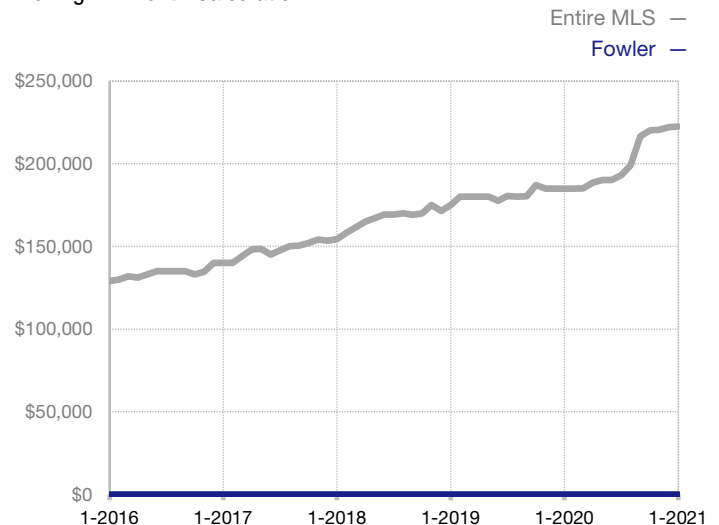
Townhouse/Condo	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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
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Huerfano County

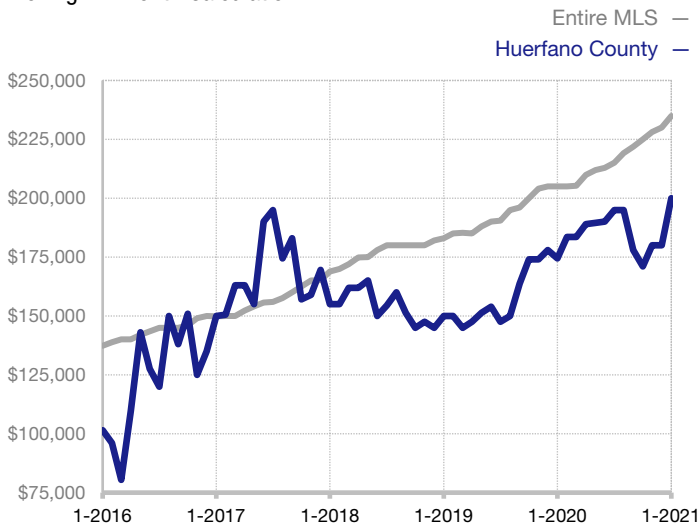
Single Family Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	3	5	+ 66.7%	3	5	+ 66.7%
Sold Listings	2	8	+ 300.0%	2	8	+ 300.0%
Median Sales Price*	\$45,000	\$279,450	+ 521.0%	\$45,000	\$279,450	+ 521.0%
Average Sales Price*	\$45,000	\$284,488	+ 532.2%	\$45,000	\$284,488	+ 532.2%
Percent of List Price Received*	77.6%	96.1%	+ 23.8%	77.6%	96.1%	+ 23.8%
Days on Market Until Sale	93	197	+ 111.8%	93	197	+ 111.8%
Inventory of Homes for Sale	57	36	- 36.8%	--	--	--
Months Supply of Inventory	8.0	4.5	- 43.8%	--	--	--

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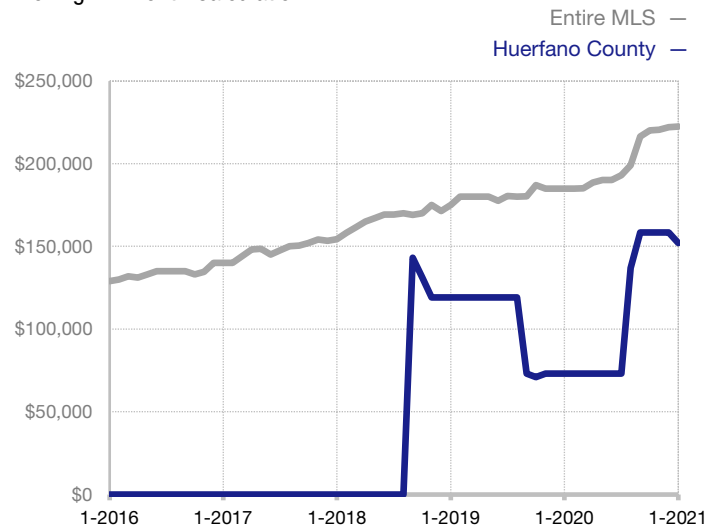
Townhouse/Condo Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	1	--	0	1	--
Median Sales Price*	\$0	\$110,000	--	\$0	\$110,000	--
Average Sales Price*	\$0	\$110,000	--	\$0	\$110,000	--
Percent of List Price Received*	0.0%	88.0%	--	0.0%	88.0%	--
Days on Market Until Sale	0	31	--	0	31	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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La Junta

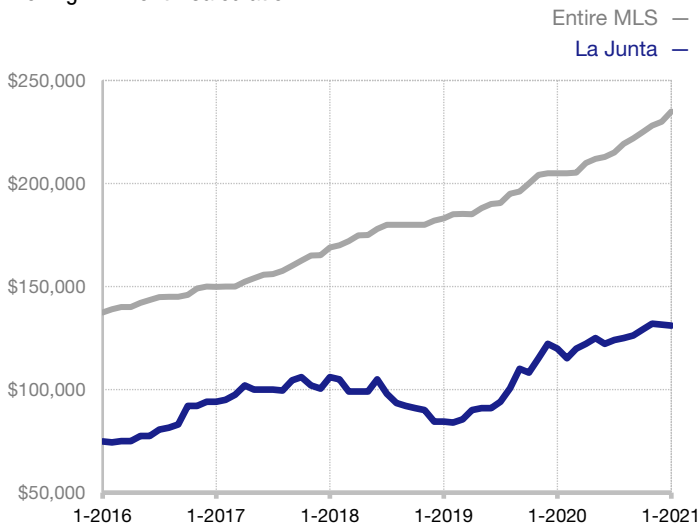
Single Family Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	10	6	- 40.0%	10	6	- 40.0%
Sold Listings	5	7	+ 40.0%	5	7	+ 40.0%
Median Sales Price*	\$130,900	\$130,000	- 0.7%	\$130,900	\$130,000	- 0.7%
Average Sales Price*	\$108,080	\$136,500	+ 26.3%	\$108,080	\$136,500	+ 26.3%
Percent of List Price Received*	97.1%	98.4%	+ 1.3%	97.1%	98.4%	+ 1.3%
Days on Market Until Sale	47	100	+ 112.8%	47	100	+ 112.8%
Inventory of Homes for Sale	25	7	- 72.0%	--	--	--
Months Supply of Inventory	3.2	1.0	- 68.8%	--	--	--

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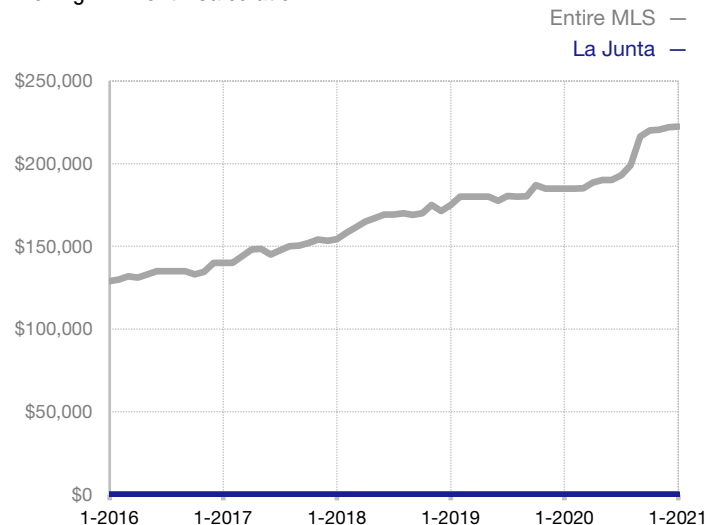
Townhouse/Condo Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

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Lamar

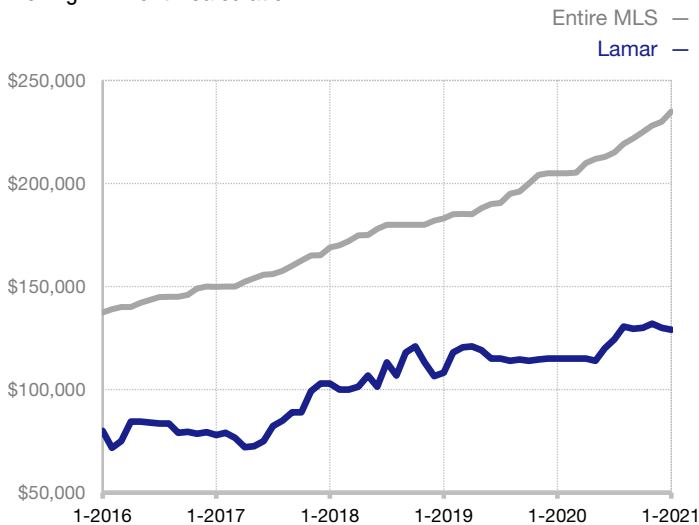
Single Family Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	1	6	+ 500.0%	1	6	+ 500.0%
Sold Listings	2	2	0.0%	2	2	0.0%
Median Sales Price*	\$187,500	\$147,503	- 21.3%	\$187,500	\$147,503	- 21.3%
Average Sales Price*	\$187,500	\$147,503	- 21.3%	\$187,500	\$147,503	- 21.3%
Percent of List Price Received*	96.3%	105.4%	+ 9.4%	96.3%	105.4%	+ 9.4%
Days on Market Until Sale	116	32	- 72.4%	116	32	- 72.4%
Inventory of Homes for Sale	12	8	- 33.3%	--	--	--
Months Supply of Inventory	2.5	2.0	- 20.0%	--	--	--

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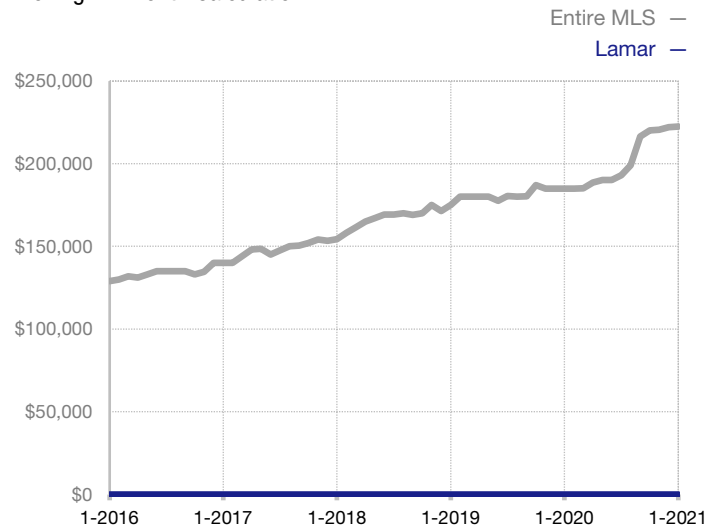
Townhouse/Condo Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

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Las Animas

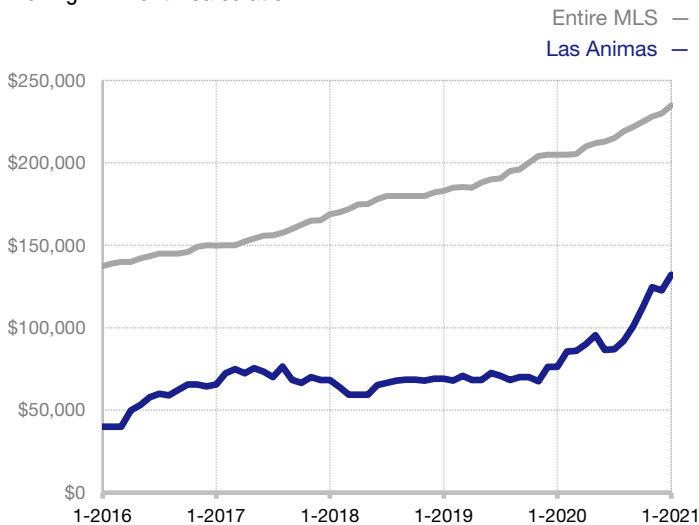
Single Family	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
Key Metrics						
New Listings	3	5	+ 66.7%	3	5	+ 66.7%
Sold Listings	2	2	0.0%	2	2	0.0%
Median Sales Price*	\$55,000	\$110,000	+ 100.0%	\$55,000	\$110,000	+ 100.0%
Average Sales Price*	\$55,000	\$110,000	+ 100.0%	\$55,000	\$110,000	+ 100.0%
Percent of List Price Received*	87.1%	98.7%	+ 13.3%	87.1%	98.7%	+ 13.3%
Days on Market Until Sale	155	57	- 63.2%	155	57	- 63.2%
Inventory of Homes for Sale	10	5	- 50.0%	--	--	--
Months Supply of Inventory	3.7	1.8	- 51.4%	--	--	--

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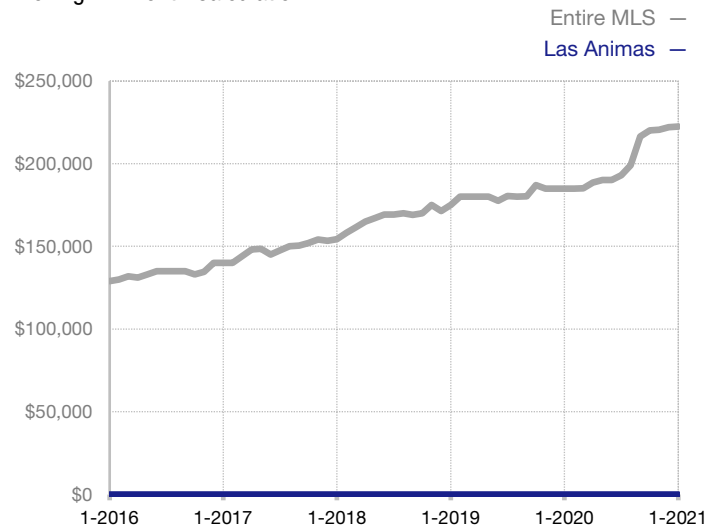
Townhouse/Condo	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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Median Sales Price – Single Family
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Manzanola

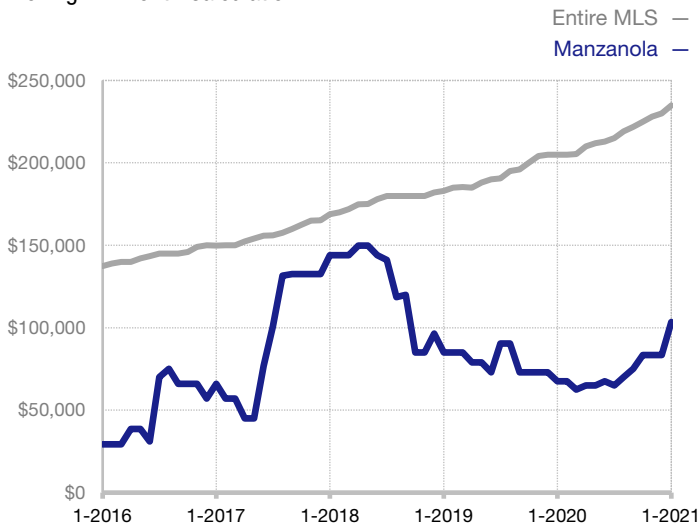
Single Family Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	2	0	- 100.0%	2	0	- 100.0%
Sold Listings	3	1	- 66.7%	3	1	- 66.7%
Median Sales Price*	\$60,000	\$160,000	+ 166.7%	\$60,000	\$160,000	+ 166.7%
Average Sales Price*	\$77,300	\$160,000	+ 107.0%	\$77,300	\$160,000	+ 107.0%
Percent of List Price Received*	93.9%	84.2%	- 10.3%	93.9%	84.2%	- 10.3%
Days on Market Until Sale	66	92	+ 39.4%	66	92	+ 39.4%
Inventory of Homes for Sale	3	2	- 33.3%	--	--	--
Months Supply of Inventory	1.5	1.7	+ 13.3%	--	--	--

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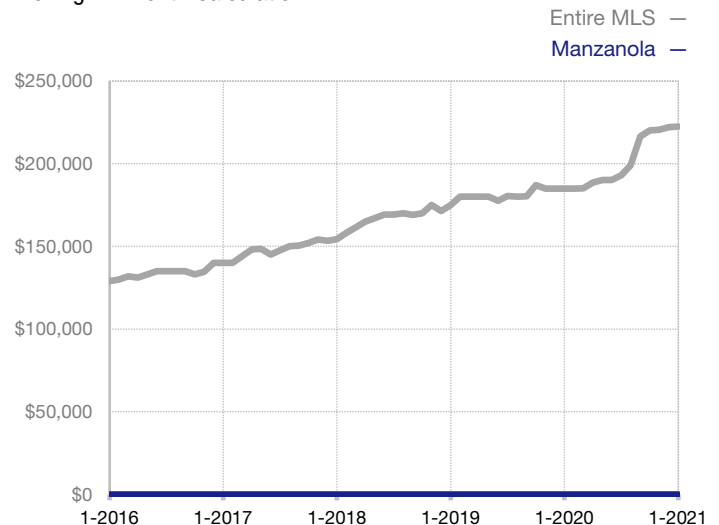
Townhouse/Condo Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

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Rocky Ford

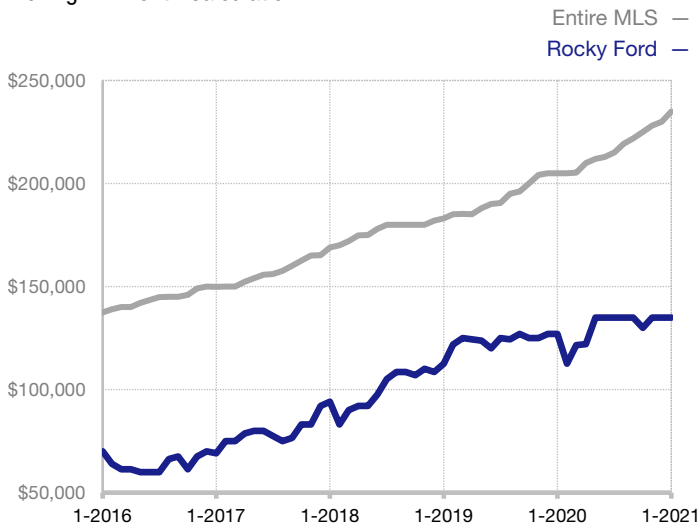
Single Family Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	7	4	- 42.9%	7	4	- 42.9%
Sold Listings	3	5	+ 66.7%	3	5	+ 66.7%
Median Sales Price*	\$135,000	\$90,400	- 33.0%	\$135,000	\$90,400	- 33.0%
Average Sales Price*	\$127,033	\$124,320	- 2.1%	\$127,033	\$124,320	- 2.1%
Percent of List Price Received*	100.3%	101.5%	+ 1.2%	100.3%	101.5%	+ 1.2%
Days on Market Until Sale	178	84	- 52.8%	178	84	- 52.8%
Inventory of Homes for Sale	15	11	- 26.7%	--	--	--
Months Supply of Inventory	3.9	2.6	- 33.3%	--	--	--

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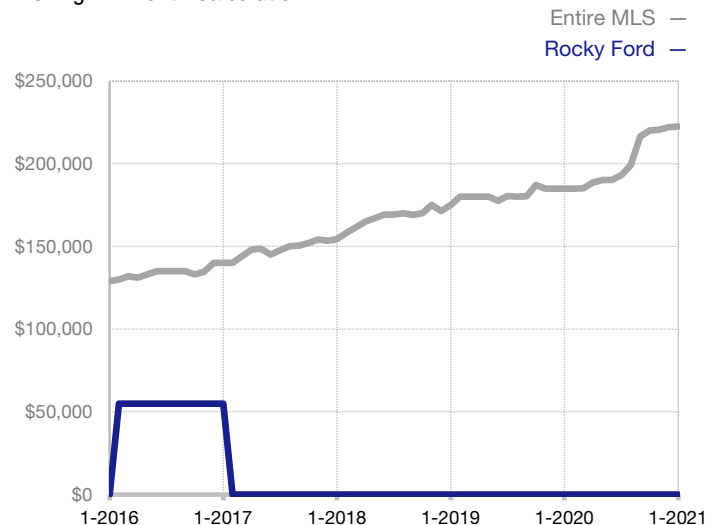
Townhouse/Condo Key Metrics	January			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 01-2020	Thru 01-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Monthly Indicators



January 2021

Percent changes calculated using year-over-year comparisons.

New Listings were down 11.6 percent for single family homes and 18.8 percent for townhouse-condo properties. Pending Sales increased 10.9 percent for single family homes and 7.7 percent for townhouse-condo properties.

The Median Sales Price was up 29.7 percent to \$258,000 for single family homes and 33.0 percent to \$195,250 for townhouse-condo properties. Days on Market decreased 9.1 percent for single family homes and 61.4 percent for townhouse-condo properties.

The Mortgage Bankers Association's January research estimates approximately 2.7 million homeowners with mortgages are currently in forbearance plans. Some of these homes may eventually come to market, but given the strong appreciation in most market segments in recent years, these eventual home sales are likely to be mostly traditional sellers. However, a modest increase in short sales and foreclosures at some point this year would not be surprising.

Activity Snapshot

- 4.3%	+ 25.9%	- 60.0%
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 Pueblo County 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	1-2020	1-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		277	245	- 11.6%	277	245	- 11.6%
Pending Sales		238	264	+ 10.9%	238	264	+ 10.9%
Sold Listings		182	168	- 7.7%	182	168	- 7.7%
Median Sales Price		\$198,900	\$258,000	+ 29.7%	\$198,900	\$258,000	+ 29.7%
Avg. Sales Price		\$203,357	\$266,877	+ 31.2%	\$203,357	\$266,877	+ 31.2%
Pct. of List Price Received		97.6%	99.3%	+ 1.7%	97.6%	99.3%	+ 1.7%
Days on Market		77	70	- 9.1%	77	70	- 9.1%
Affordability Index		189	154	- 18.5%	189	154	- 18.5%
Active Listings		393	156	- 60.3%	--	--	--
Months Supply		1.7	0.6	- 64.7%	--	--	--

Townhouse-Condo Market Overview

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

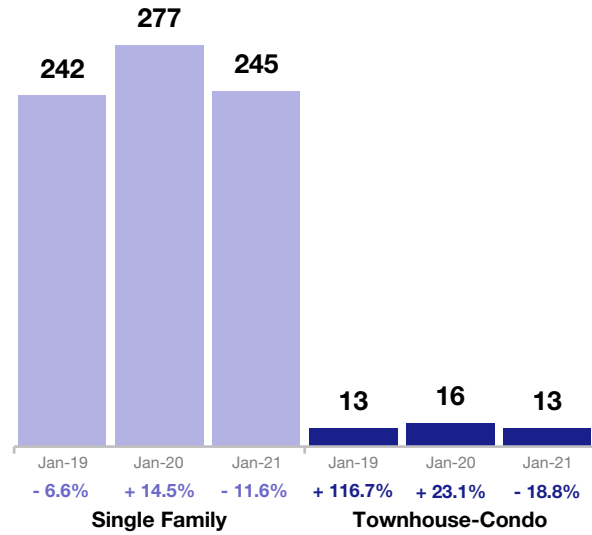


Key Metrics	Historical Sparkbars	1-2020	1-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		16	13	- 18.8%	16	13	- 18.8%
Pending Sales		13	14	+ 7.7%	13	14	+ 7.7%
Sold Listings		4	10	+ 150.0%	4	10	+ 150.0%
Median Sales Price		\$146,750	\$195,250	+ 33.0%	\$146,750	\$195,250	+ 33.0%
Avg. Sales Price		\$163,088	\$187,701	+ 15.1%	\$163,088	\$187,701	+ 15.1%
Pct. of List Price Received		95.9%	98.1%	+ 2.3%	95.9%	98.1%	+ 2.3%
Days on Market		189	73	- 61.4%	189	73	- 61.4%
Affordability Index		256	204	- 20.3%	256	204	- 20.3%
Active Listings		14	7	- 50.0%	--	--	--
Months Supply		1.5	0.6	- 60.0%	--	--	--

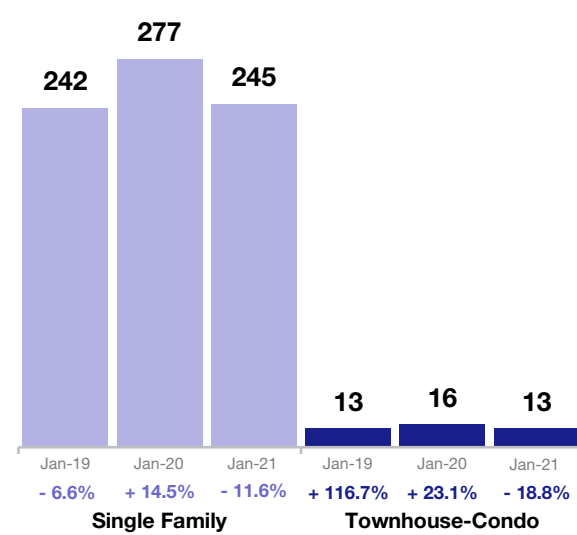
New Listings



January

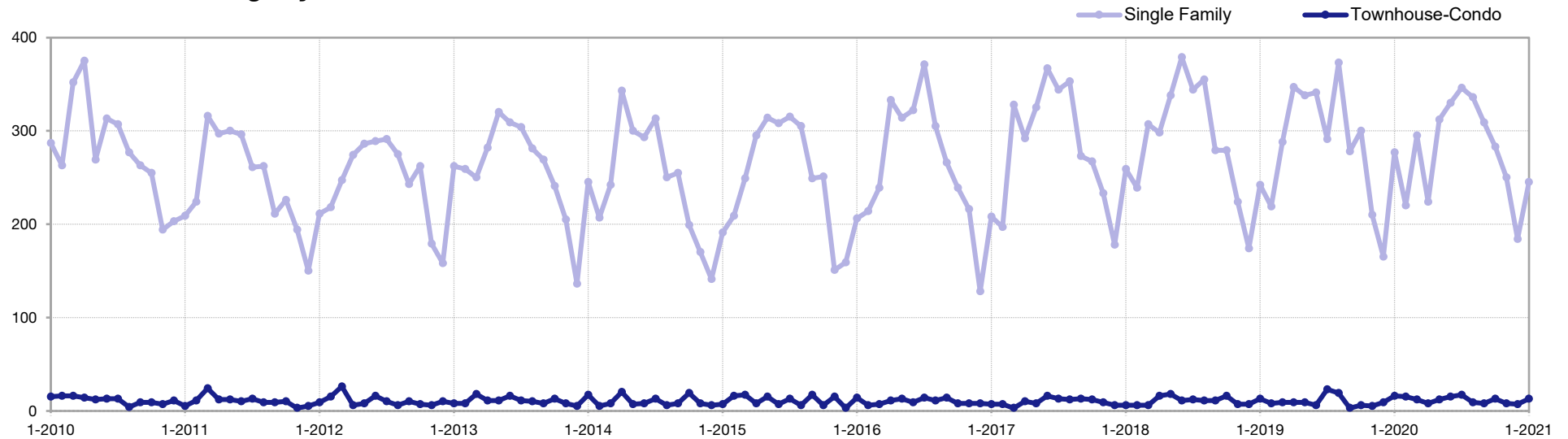


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	220	+0.5%	15	+87.5%
Mar-2020	295	+2.4%	12	+33.3%
Apr-2020	224	-35.4%	8	-11.1%
May-2020	312	-7.7%	12	+33.3%
Jun-2020	330	-3.2%	15	+150.0%
Jul-2020	346	+18.9%	17	-26.1%
Aug-2020	336	-9.9%	9	-52.6%
Sep-2020	309	+11.2%	8	+166.7%
Oct-2020	283	-5.7%	13	+116.7%
Nov-2020	250	+19.0%	8	+60.0%
Dec-2020	184	+11.5%	7	-22.2%
Jan-2021	245	-11.6%	13	-18.8%

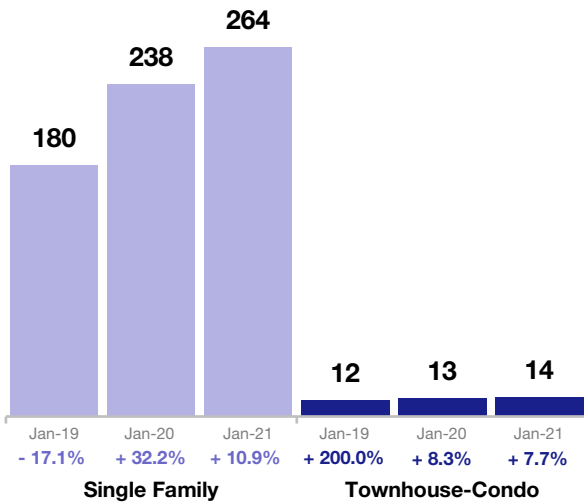
Historical New Listings by Month



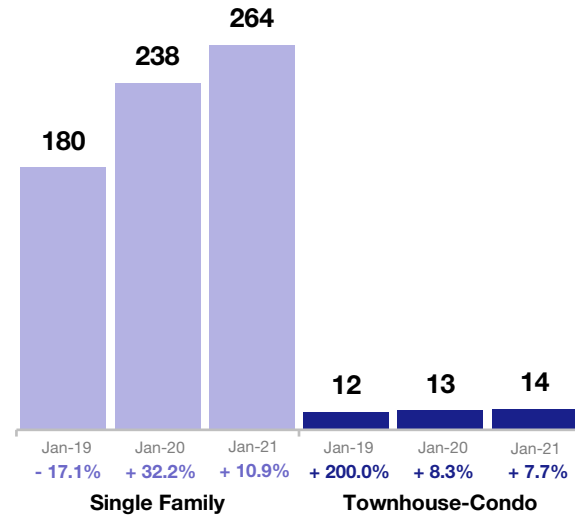
Pending Sales



January

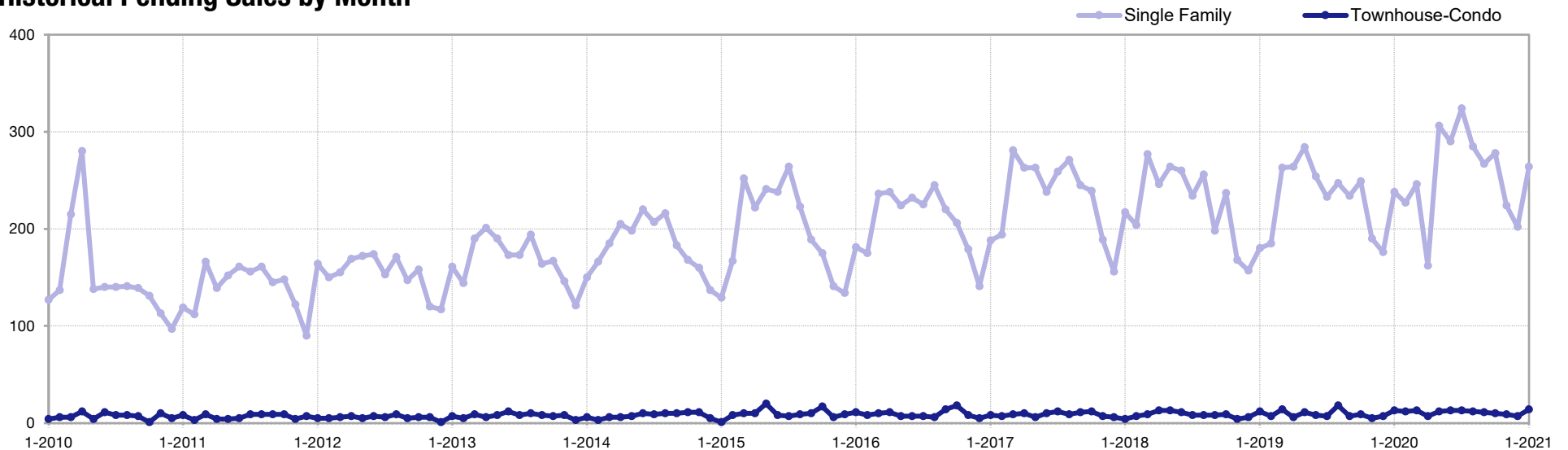


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	227	+22.7%	12	+71.4%
Mar-2020	246	-6.5%	13	-7.1%
Apr-2020	162	-38.6%	7	+16.7%
May-2020	306	+7.7%	12	+9.1%
Jun-2020	290	+14.2%	13	+62.5%
Jul-2020	324	+39.1%	13	+85.7%
Aug-2020	285	+15.4%	12	-33.3%
Sep-2020	267	+14.1%	11	+57.1%
Oct-2020	278	+11.6%	10	+11.1%
Nov-2020	224	+17.9%	9	+80.0%
Dec-2020	202	+14.8%	7	0.0%
Jan-2021	264	+10.9%	14	+7.7%

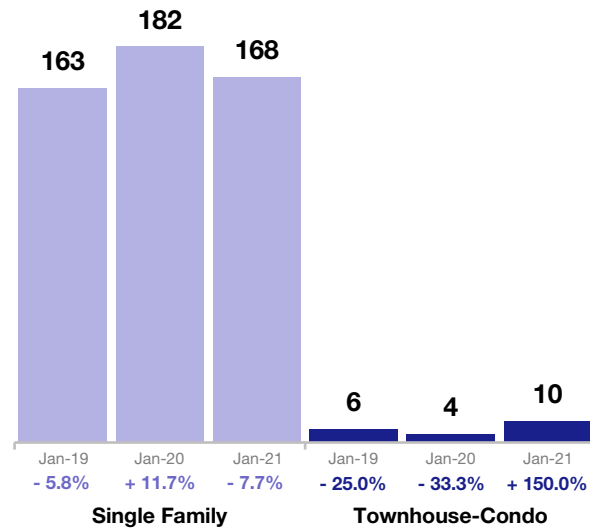
Historical Pending Sales by Month



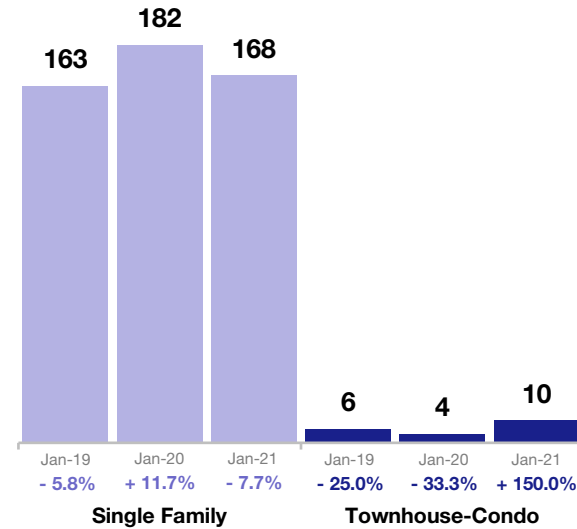
Sold Listings



January

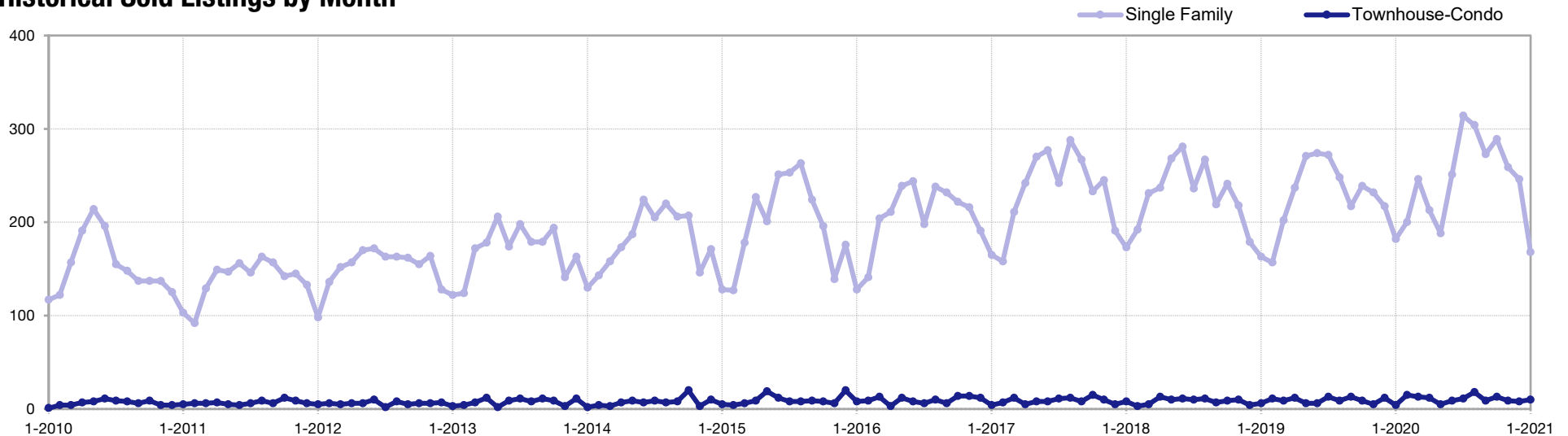


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	200	+27.4%	15	+36.4%
Mar-2020	246	+21.8%	13	+44.4%
Apr-2020	213	-10.1%	12	0.0%
May-2020	188	-30.6%	5	-16.7%
Jun-2020	251	-8.4%	9	+50.0%
Jul-2020	314	+15.4%	11	-15.4%
Aug-2020	304	+22.6%	18	+100.0%
Sep-2020	273	+25.8%	9	-30.8%
Oct-2020	289	+20.9%	13	+44.4%
Nov-2020	259	+11.6%	9	+80.0%
Dec-2020	246	+13.4%	8	-33.3%
Jan-2021	168	-7.7%	10	+150.0%

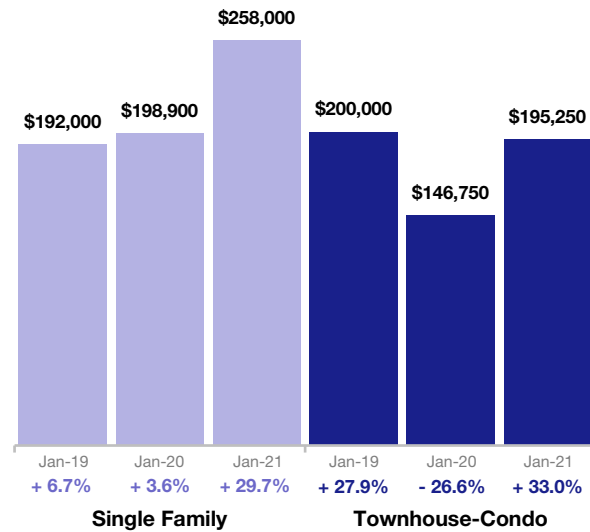
Historical Sold Listings by Month



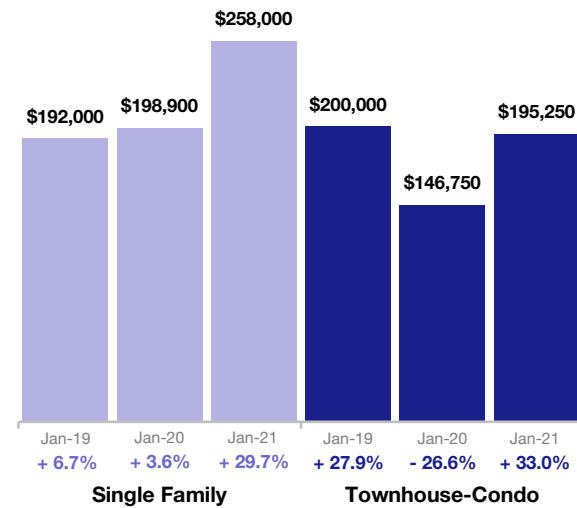
Median Sales Price



January

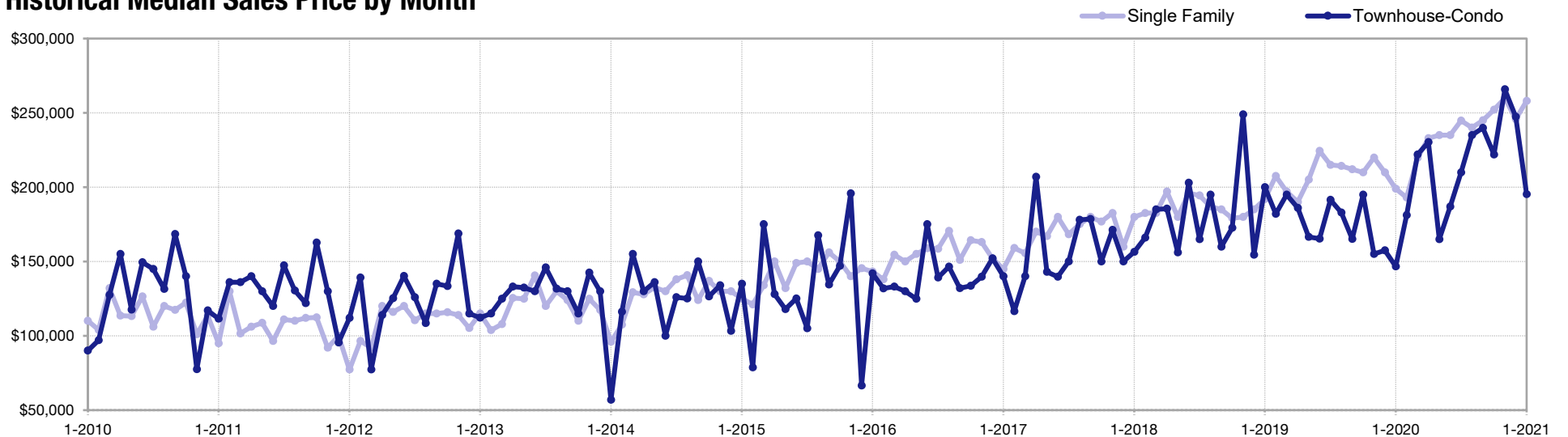


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	\$193,000	-7.0%	\$181,100	-0.5%
Mar-2020	\$219,700	+11.5%	\$222,000	+13.8%
Apr-2020	\$232,900	+22.6%	\$230,250	+23.8%
May-2020	\$235,000	+14.6%	\$165,000	-0.9%
Jun-2020	\$235,000	+4.7%	\$187,000	+13.1%
Jul-2020	\$244,850	+13.9%	\$210,000	+9.7%
Aug-2020	\$240,000	+12.0%	\$235,000	+28.5%
Sep-2020	\$245,000	+15.6%	\$239,900	+45.3%
Oct-2020	\$252,000	+20.1%	\$222,000	+13.8%
Nov-2020	\$260,000	+18.2%	\$265,803	+71.5%
Dec-2020	\$245,850	+17.1%	\$247,450	+57.1%
Jan-2021	\$258,000	+29.7%	\$195,250	+33.0%

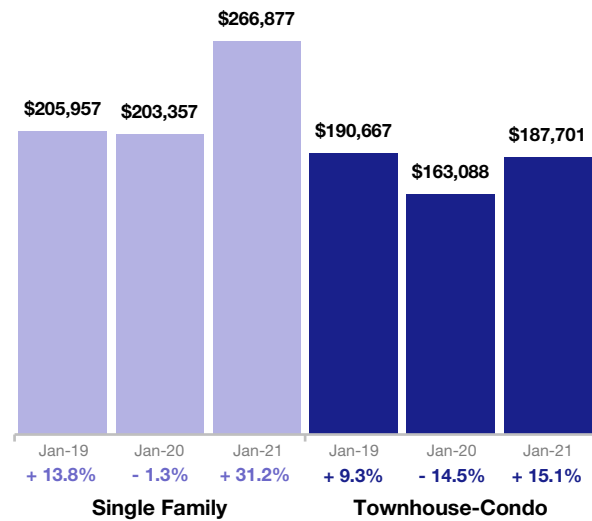
Historical Median Sales Price by Month



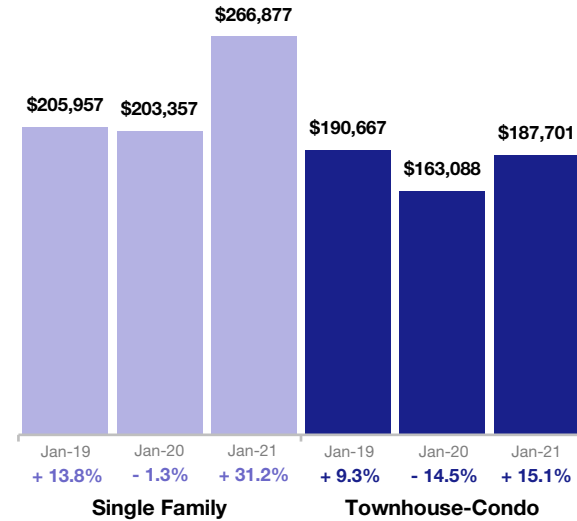
Average Sales Price



January

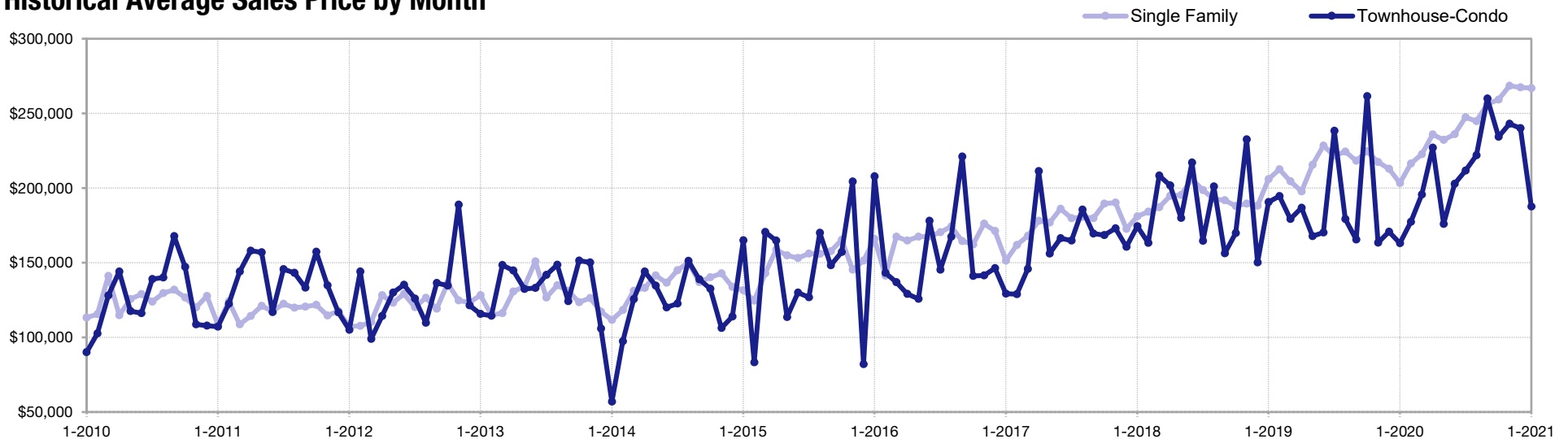


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	\$216,415	+1.8%	\$177,422	-8.8%
Mar-2020	\$222,677	+8.8%	\$195,602	+9.1%
Apr-2020	\$235,926	+19.3%	\$226,967	+21.6%
May-2020	\$232,283	+7.8%	\$175,900	+4.9%
Jun-2020	\$236,039	+3.3%	\$202,700	+19.1%
Jul-2020	\$247,431	+11.7%	\$211,682	-11.2%
Aug-2020	\$244,803	+9.1%	\$221,931	+23.8%
Sep-2020	\$256,310	+17.4%	\$259,933	+57.1%
Oct-2020	\$259,316	+15.5%	\$234,262	-10.4%
Nov-2020	\$268,494	+23.5%	\$243,045	+48.8%
Dec-2020	\$267,429	+25.7%	\$240,084	+40.7%
Jan-2021	\$266,877	+31.2%	\$187,701	+15.1%

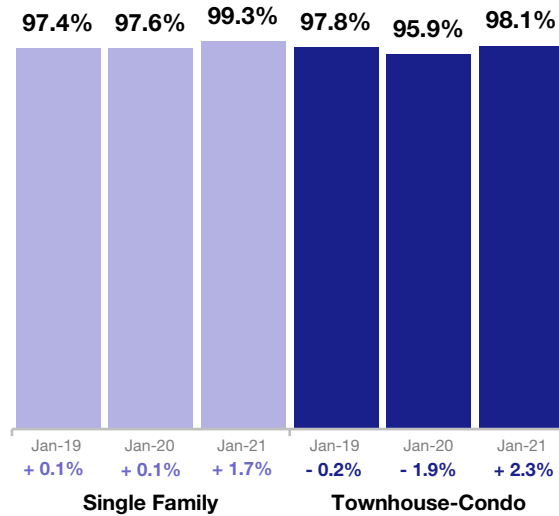
Historical Average Sales Price by Month



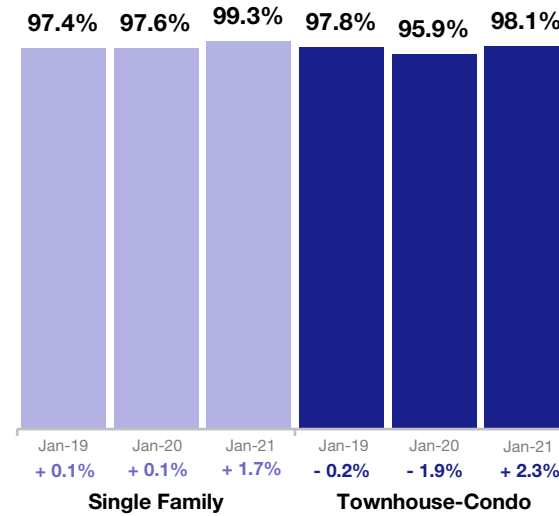
Percent of List Price Received



January

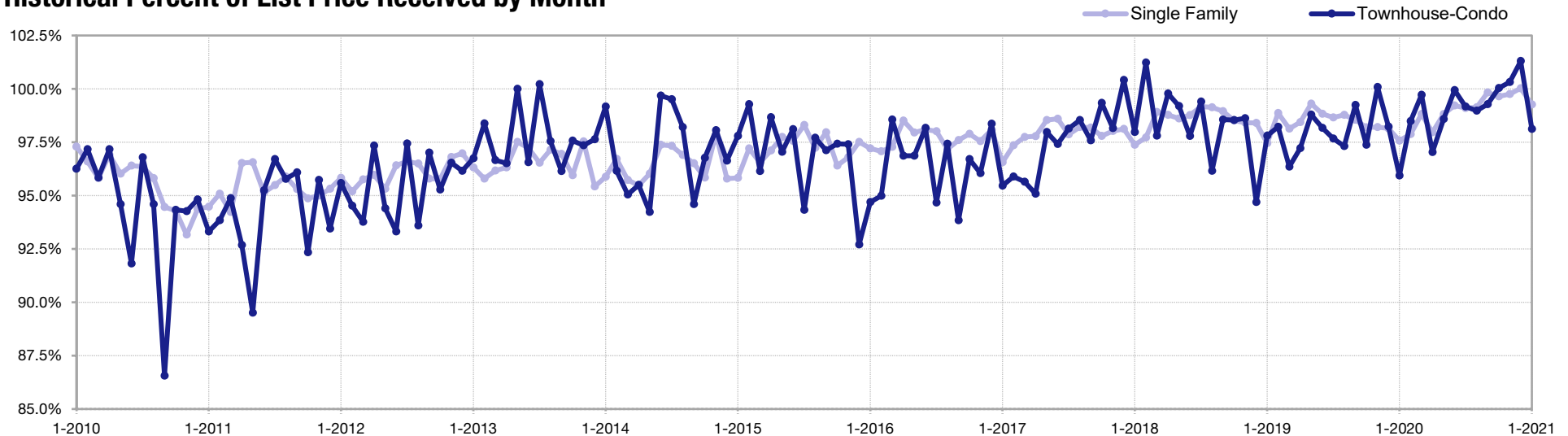


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	97.9%	-1.0%	98.5%	+0.3%
Mar-2020	98.8%	+0.7%	99.7%	+3.4%
Apr-2020	98.0%	-0.4%	97.0%	-0.2%
May-2020	98.8%	-0.5%	98.6%	-0.2%
Jun-2020	99.2%	+0.4%	99.9%	+1.7%
Jul-2020	99.1%	+0.4%	99.2%	+1.5%
Aug-2020	99.1%	+0.3%	99.0%	+1.7%
Sep-2020	99.8%	+1.3%	99.3%	+0.1%
Oct-2020	99.7%	+1.5%	100.0%	+2.7%
Nov-2020	99.8%	+1.6%	100.3%	+0.2%
Dec-2020	100.0%	+1.9%	101.3%	+3.2%
Jan-2021	99.3%	+1.7%	98.1%	+2.3%

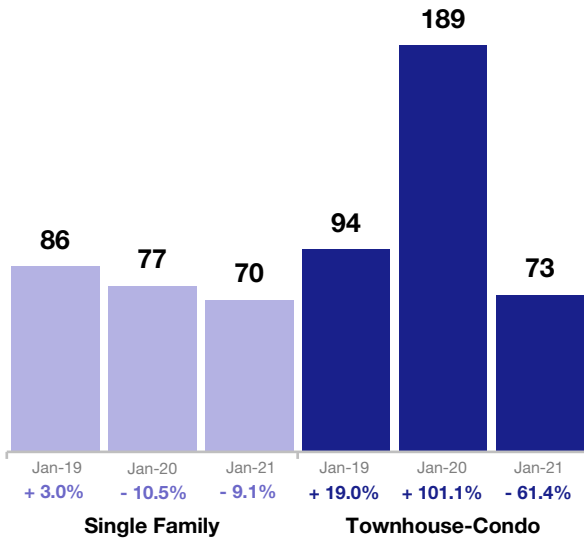
Historical Percent of List Price Received by Month



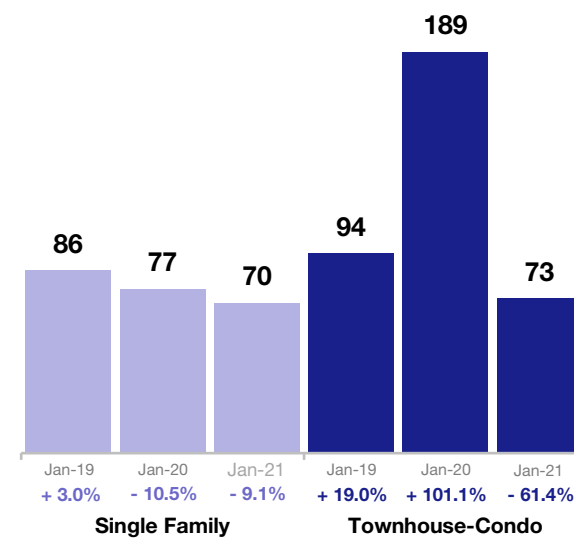
Days on Market Until Sale



January

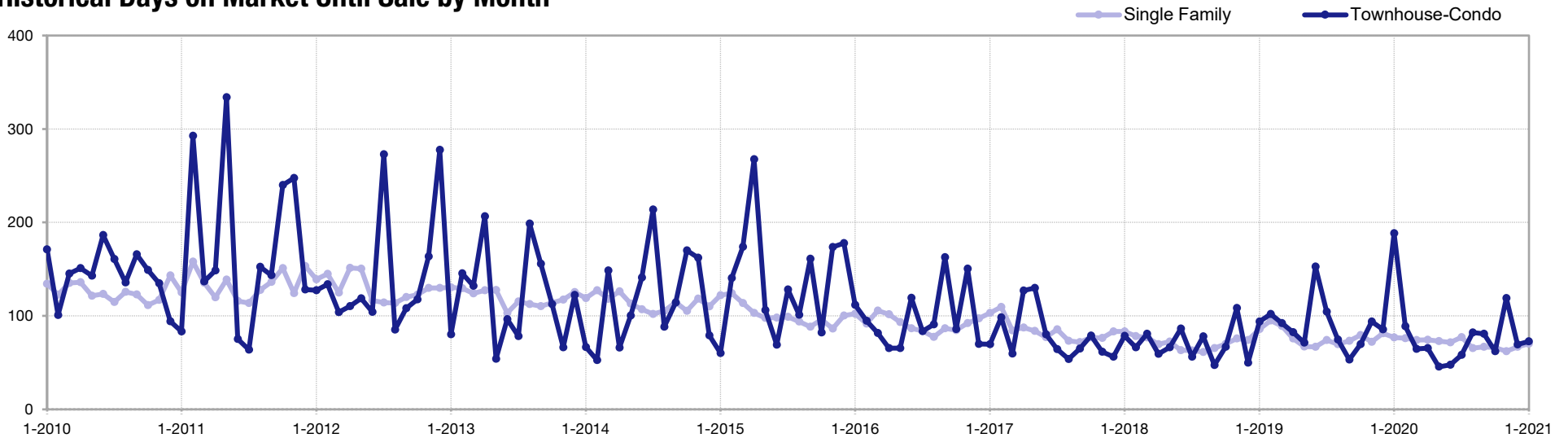


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	76	-20.0%	89	-12.7%
Mar-2020	74	-16.9%	65	-29.3%
Apr-2020	74	-2.6%	66	-19.5%
May-2020	73	+9.0%	46	-35.2%
Jun-2020	71	+6.0%	48	-68.6%
Jul-2020	77	+4.1%	58	-44.2%
Aug-2020	66	-5.7%	82	+9.3%
Sep-2020	67	-8.2%	81	+52.8%
Oct-2020	66	-16.5%	62	-11.4%
Nov-2020	62	-13.9%	119	+26.6%
Dec-2020	67	-17.3%	69	-19.8%
Jan-2021	70	-9.1%	73	-61.4%

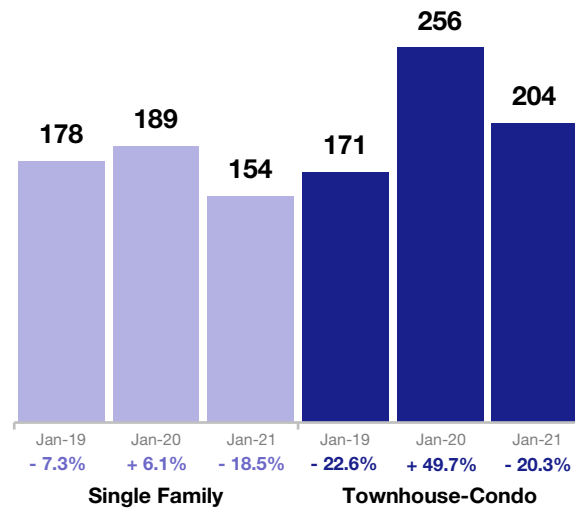
Historical Days on Market Until Sale by Month



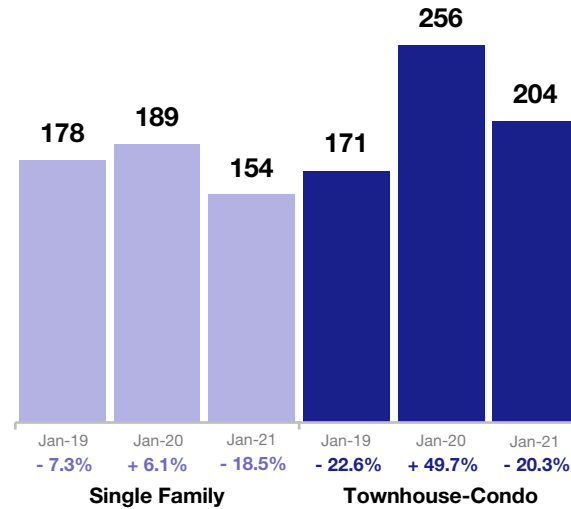
Housing Affordability Index



January

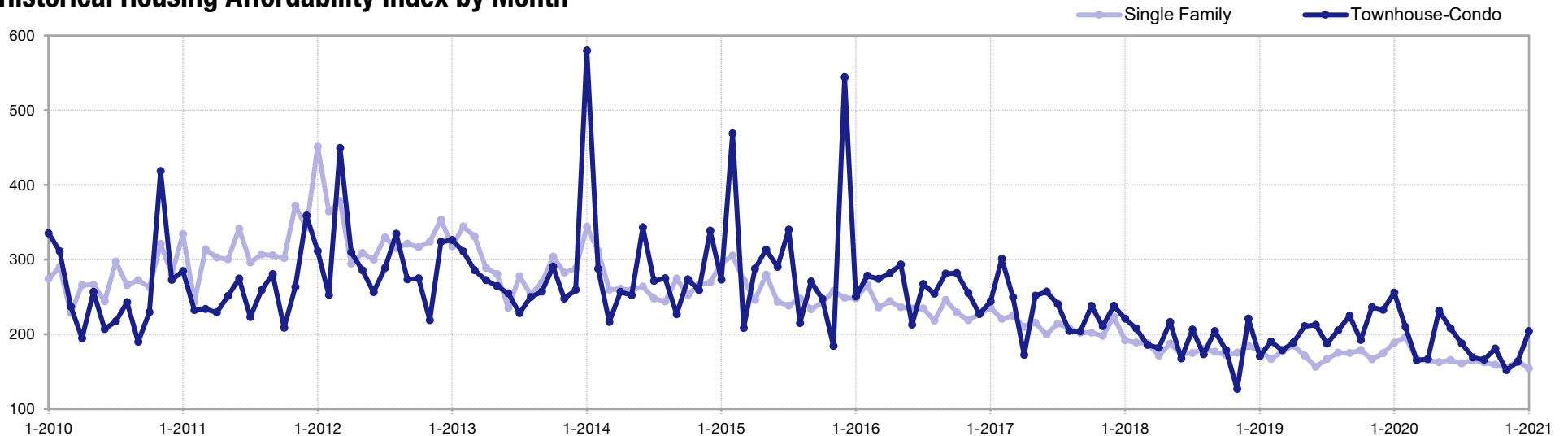


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	197	+18.0%	210	+10.5%
Mar-2020	167	-5.6%	165	-7.8%
Apr-2020	165	-10.8%	167	-11.6%
May-2020	163	-4.7%	232	+10.0%
Jun-2020	165	+5.8%	208	-1.9%
Jul-2020	161	-3.6%	188	+0.5%
Aug-2020	165	-5.7%	169	-17.6%
Sep-2020	162	-7.4%	166	-26.2%
Oct-2020	159	-11.2%	181	-5.7%
Nov-2020	155	-7.2%	152	-35.6%
Dec-2020	164	-6.3%	163	-30.0%
Jan-2021	154	-18.5%	204	-20.3%

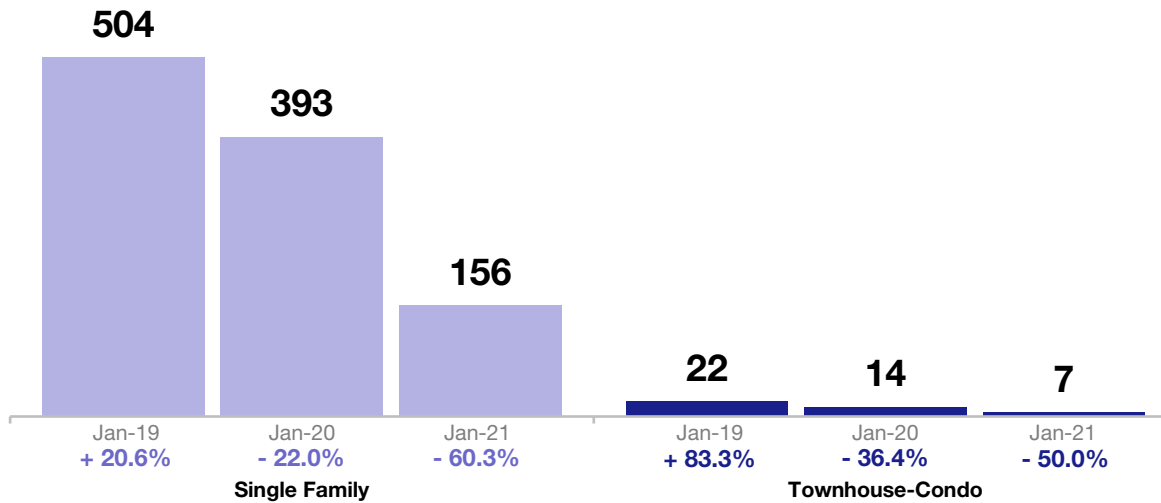
Historical Housing Affordability Index by Month



Inventory of Active Listings

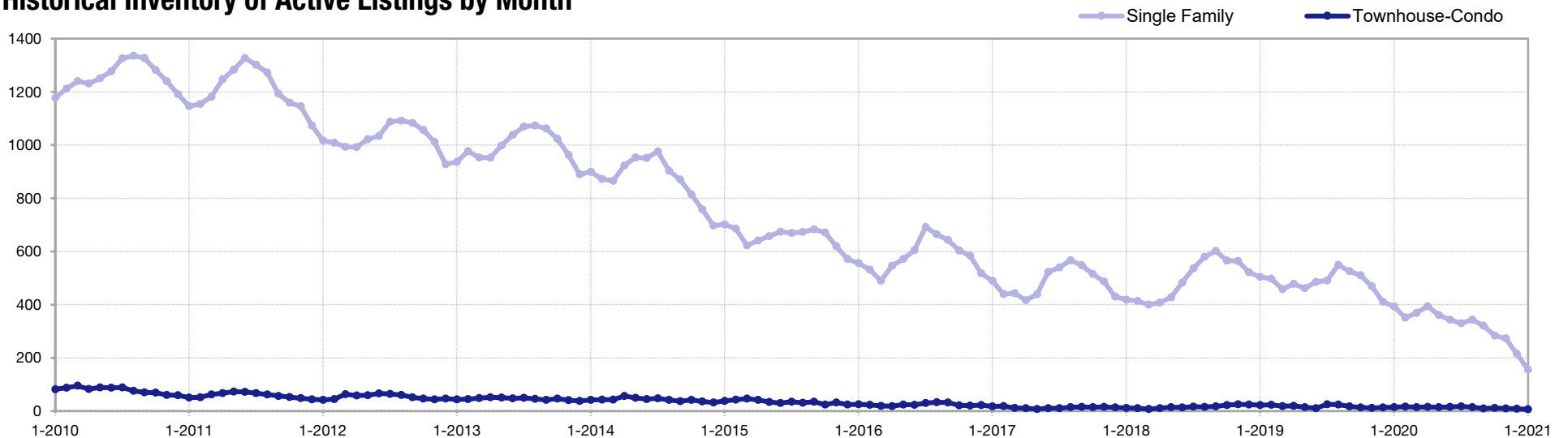


January



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	351	-29.4%	16	-30.4%
Mar-2020	369	-19.4%	14	-22.2%
Apr-2020	394	-17.6%	15	-21.1%
May-2020	361	-21.7%	14	0.0%
Jun-2020	343	-29.4%	15	+36.4%
Jul-2020	330	-32.8%	17	-32.0%
Aug-2020	343	-37.5%	14	-41.7%
Sep-2020	321	-39.0%	10	-41.2%
Oct-2020	284	-44.3%	12	-7.7%
Nov-2020	273	-41.8%	10	-16.7%
Dec-2020	215	-47.7%	9	-30.8%
Jan-2021	156	-60.3%	7	-50.0%

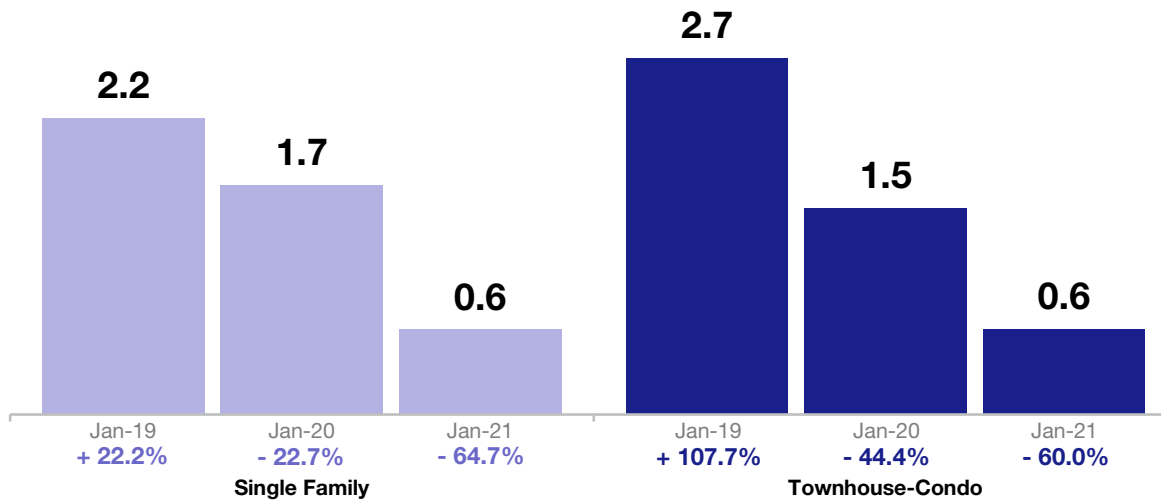
Historical Inventory of Active Listings by Month



Months Supply of Inventory

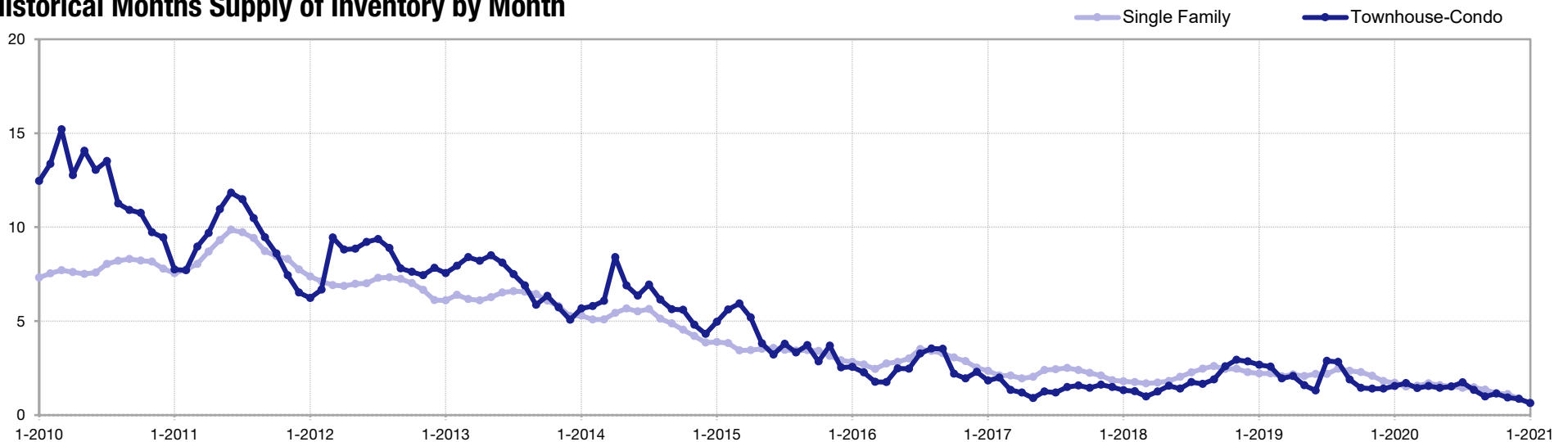


January



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	1.5	-31.8%	1.7	-34.6%
Mar-2020	1.6	-23.8%	1.4	-26.3%
Apr-2020	1.7	-19.0%	1.5	-28.6%
May-2020	1.6	-23.8%	1.4	-12.5%
Jun-2020	1.5	-31.8%	1.5	+15.4%
Jul-2020	1.4	-36.4%	1.7	-41.4%
Aug-2020	1.5	-40.0%	1.3	-53.6%
Sep-2020	1.3	-45.8%	1.0	-47.4%
Oct-2020	1.2	-47.8%	1.1	-21.4%
Nov-2020	1.1	-47.6%	0.9	-35.7%
Dec-2020	0.9	-50.0%	0.9	-35.7%
Jan-2021	0.6	-64.7%	0.6	-60.0%

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.



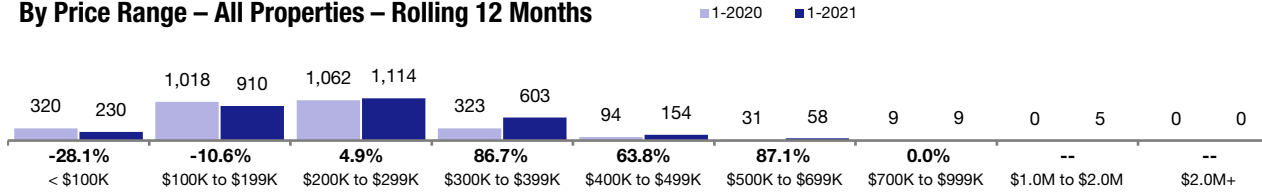
Key Metrics	Historical Sparkbars	1-2020	1-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		293	258	- 11.9%	293	258	- 11.9%
Pending Sales		251	278	+ 10.8%	251	278	+ 10.8%
Sold Listings		186	178	- 4.3%	186	178	- 4.3%
Median Sales Price		\$198,900	\$250,500	+ 25.9%	\$198,900	\$250,500	+ 25.9%
Avg. Sales Price		\$202,486	\$262,429	+ 29.6%	\$202,486	\$262,429	+ 29.6%
Pct. of List Price Received		97.5%	99.2%	+ 1.7%	97.5%	99.2%	+ 1.7%
Days on Market		79	70	- 11.4%	79	70	- 11.4%
Affordability Index		189	159	- 15.9%	189	159	- 15.9%
Active Listings		407	163	- 60.0%	--	--	--
Months Supply		1.7	0.6	- 64.7%	--	--	--

Sold Listings

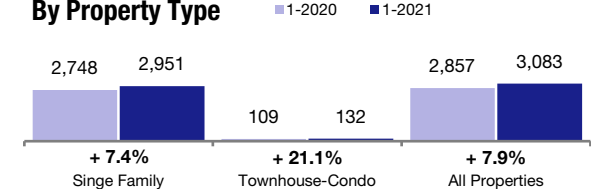
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	1-2020	1-2021	Change	1-2020	1-2021	Change
\$99,999 and Below	307	225	-26.7%	13	5	-61.5%
\$100,000 to \$199,999	963	861	-10.6%	55	49	-10.9%
\$200,000 to \$299,999	1,029	1,050	+2.0%	33	64	+93.9%
\$300,000 to \$399,999	318	590	+85.5%	5	13	+160.0%
\$400,000 to \$499,999	93	153	+64.5%	1	1	0.0%
\$500,000 to \$699,999	29	58	+100.0%	2	0	-100.0%
\$700,000 to \$999,999	9	9	0.0%	0	0	--
\$1,000,000 to \$1,999,999	0	5	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,748	2,951	+7.4%	109	132	+21.1%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2020	1-2021	Change	12-2020	1-2021	Change
\$99,999 and Below	12	12	0.0%	0	2	--
\$100,000 to \$199,999	76	44	-42.1%	3	3	0.0%
\$200,000 to \$299,999	74	54	-27.0%	4	5	+25.0%
\$300,000 to \$399,999	57	35	-38.6%	1	0	-100.0%
\$400,000 to \$499,999	18	16	-11.1%	0	0	--
\$500,000 to \$699,999	6	6	0.0%	0	0	--
\$700,000 to \$999,999	2	1	-50.0%	0	0	--
\$1,000,000 to \$1,999,999	1	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	246	168	-31.7%	8	10	+25.0%

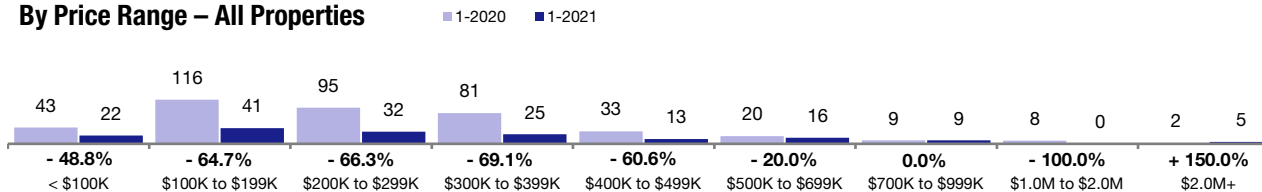
Year to Date

By Price Range	Single Family			Condo		
	1-2020	1-2021	Change	1-2020	1-2021	Change
\$99,999 and Below	20	12	-40.0%	2	2	0.0%
\$100,000 to \$199,999	72	44	-38.9%	0	3	--
\$200,000 to \$299,999	70	54	-22.9%	2	5	+150.0%
\$300,000 to \$399,999	17	35	+105.9%	0	0	--
\$400,000 to \$499,999	2	16	+700.0%	0	0	--
\$500,000 to \$699,999	1	6	+500.0%	0	0	--
\$700,000 to \$999,999	0	1	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	182	168	-7.7%	4	10	+150.0%

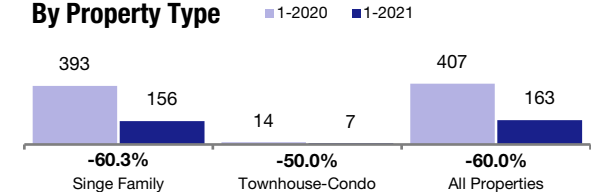
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Condo		
	1-2020	1-2021	Change	1-2020	1-2021	Change
\$99,999 and Below	42	22	-47.6%	1	0	-100.0%
\$100,000 to \$199,999	112	40	-64.3%	4	1	-75.0%
\$200,000 to \$299,999	92	28	-69.6%	3	4	+33.3%
\$300,000 to \$399,999	76	24	-68.4%	5	1	-80.0%
\$400,000 to \$499,999	32	13	-59.4%	1	0	-100.0%
\$500,000 to \$699,999	20	16	-20.0%	0	0	--
\$700,000 to \$999,999	9	8	-11.1%	0	1	--
\$1,000,000 to \$1,999,999	8	0	-100.0%	0	0	--
\$2,000,000 and Above	2	5	+150.0%	0	0	--
All Price Ranges	393	156	-60.3%	14	7	-50.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2020	1-2021	Change	12-2020	1-2021	Change
\$99,999 and Below	28	22	-21.4%	0	0	--
\$100,000 to \$199,999	57	40	-29.8%	2	1	-50.0%
\$200,000 to \$299,999	46	28	-39.1%	4	4	0.0%
\$300,000 to \$399,999	37	24	-35.1%	2	1	-50.0%
\$400,000 to \$499,999	19	13	-31.6%	0	0	--
\$500,000 to \$699,999	17	16	-5.9%	0	0	--
\$700,000 to \$999,999	6	8	+33.3%	1	1	0.0%
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
All Price Ranges	215	156	-27.4%	9	7	-22.2%

Year to Date

By Price Range	Single Family			Condo		
	1-2020	1-2021	Change	1-2020	1-2021	Change
\$99,999 and Below	20	12	-40.0%	2	2	0.0%
\$100,000 to \$199,999	72	44	-38.9%	0	3	--
\$200,000 to \$299,999	70	54	-22.9%	2	5	+150.0%
\$300,000 to \$399,999	17	35	+105.9%	0	0	--
\$400,000 to \$499,999	2	16	+700.0%	0	0	--
\$500,000 to \$699,999	1	6	+500.0%	0	0	--
\$700,000 to \$999,999	0	1	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	182	168	-7.7%	4	10	+150.0%

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



New Listings	A measure of how much new supply is coming onto the market from sellers.
Pending Sales	A count of all the listings that went into pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
Inventory of Active Listings	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Months Supply of Inventory	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.