

Local Market Update for April 2020

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

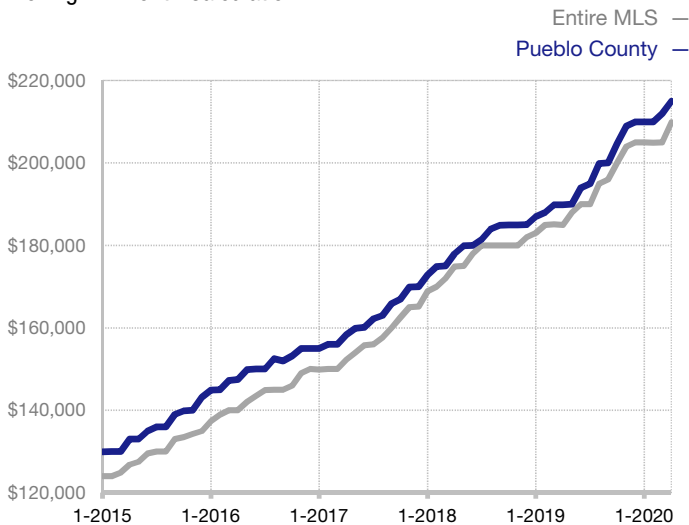
Single Family Key Metrics	April			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year
New Listings	342	208	- 39.2%	1,079	984	- 8.8%
Sold Listings	234	192	- 17.9%	739	799	+ 8.1%
Median Sales Price*	\$191,700	\$240,000	+ 25.2%	\$196,000	\$214,450	+ 9.4%
Average Sales Price*	\$199,712	\$237,083	+ 18.7%	\$205,397	\$217,480	+ 5.9%
Percent of List Price Received*	98.5%	97.9%	- 0.6%	98.4%	98.1%	- 0.3%
Days on Market Until Sale	74	74	0.0%	83	74	- 10.8%
Inventory of Homes for Sale	450	317	- 29.6%	--	--	--
Months Supply of Inventory	2.1	1.4	- 33.3%	--	--	--

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

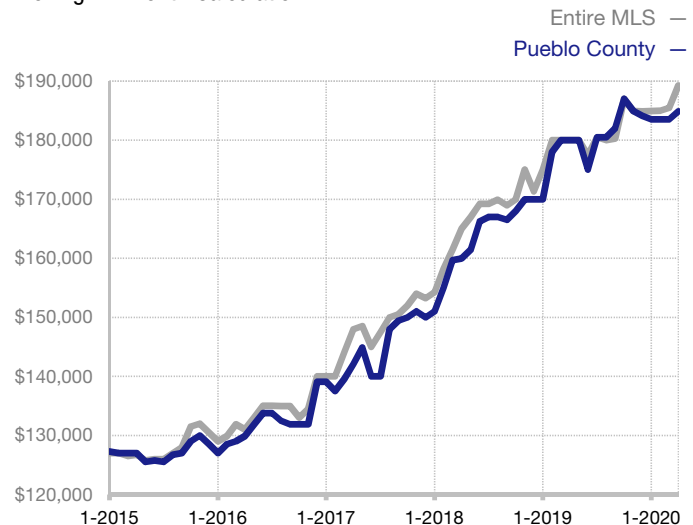
Townhouse/Condo Key Metrics	April			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year
New Listings	9	10	+ 11.1%	37	48	+ 29.7%
Sold Listings	11	10	- 9.1%	36	40	+ 11.1%
Median Sales Price*	\$185,000	\$233,250	+ 26.1%	\$187,500	\$211,500	+ 12.8%
Average Sales Price*	\$184,000	\$231,000	+ 25.5%	\$187,278	\$196,063	+ 4.7%
Percent of List Price Received*	96.9%	96.4%	- 0.5%	97.4%	98.5%	+ 1.1%
Days on Market Until Sale	86	70	- 18.6%	95	88	- 7.4%
Inventory of Homes for Sale	18	12	- 33.3%	--	--	--
Months Supply of Inventory	2.1	1.3	- 38.1%	--	--	--

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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

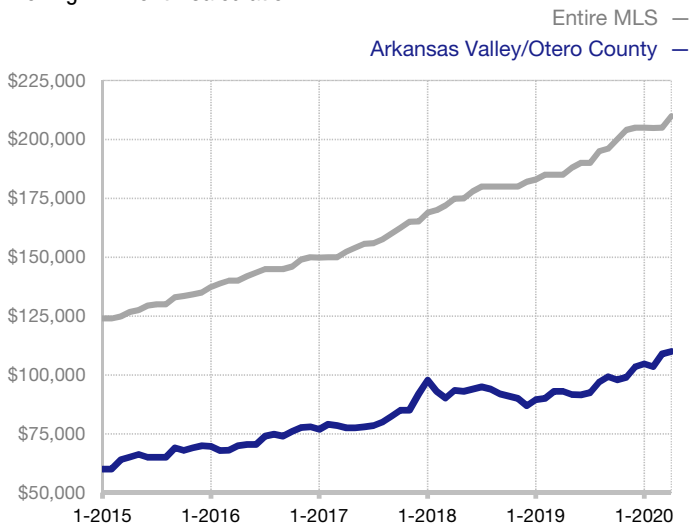
Single Family	April			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year
Key Metrics						
New Listings	33	17	- 48.5%	136	112	- 17.6%
Sold Listings	35	23	- 34.3%	111	88	- 20.7%
Median Sales Price*	\$96,000	\$110,000	+ 14.6%	\$98,230	\$110,500	+ 12.5%
Average Sales Price*	\$116,425	\$123,980	+ 6.5%	\$117,319	\$126,028	+ 7.4%
Percent of List Price Received*	94.5%	97.5%	+ 3.2%	94.4%	95.8%	+ 1.5%
Days on Market Until Sale	110	115	+ 4.5%	101	113	+ 11.9%
Inventory of Homes for Sale	89	90	+ 1.1%	--	--	--
Months Supply of Inventory	3.2	3.3	+ 3.1%	--	--	--

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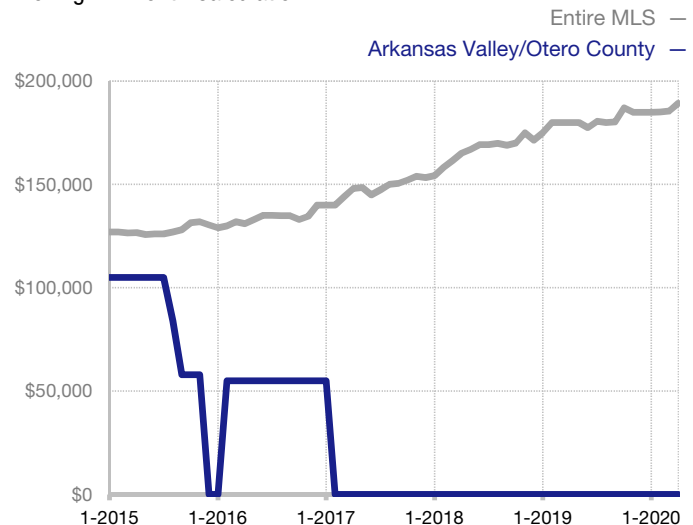
Townhouse/Condo	April			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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

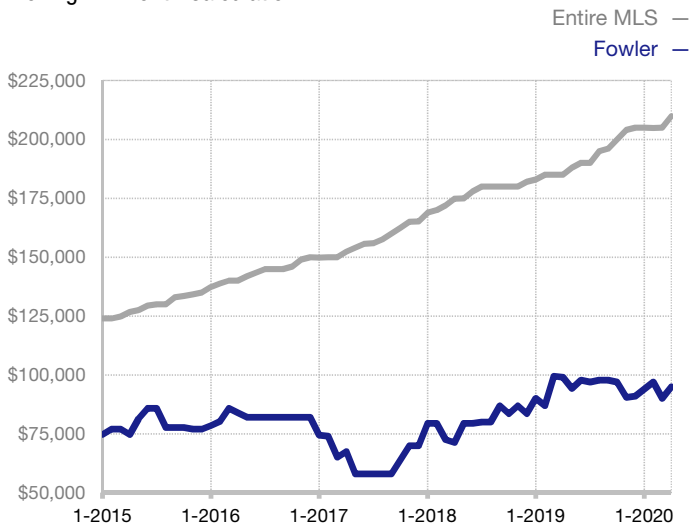
Single Family	April			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year
Key Metrics						
New Listings	3	0	- 100.0%	12	3	- 75.0%
Sold Listings	3	2	- 33.3%	15	5	- 66.7%
Median Sales Price*	\$85,000	\$102,500	+ 20.6%	\$90,000	\$95,000	+ 5.6%
Average Sales Price*	\$83,500	\$102,500	+ 22.8%	\$116,506	\$124,200	+ 6.6%
Percent of List Price Received*	92.9%	96.2%	+ 3.6%	97.4%	90.7%	- 6.9%
Days on Market Until Sale	45	89	+ 97.8%	90	114	+ 26.7%
Inventory of Homes for Sale	2	5	+ 150.0%	--	--	--
Months Supply of Inventory	0.5	2.0	+ 300.0%	--	--	--

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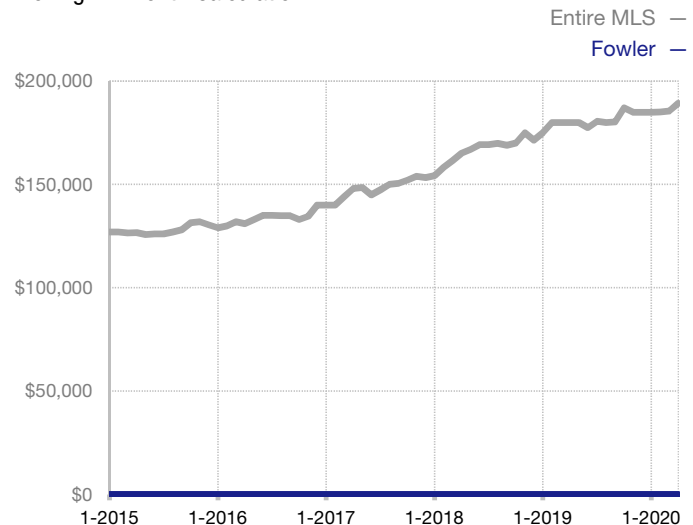
Townhouse/Condo	April			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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



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Fremont County

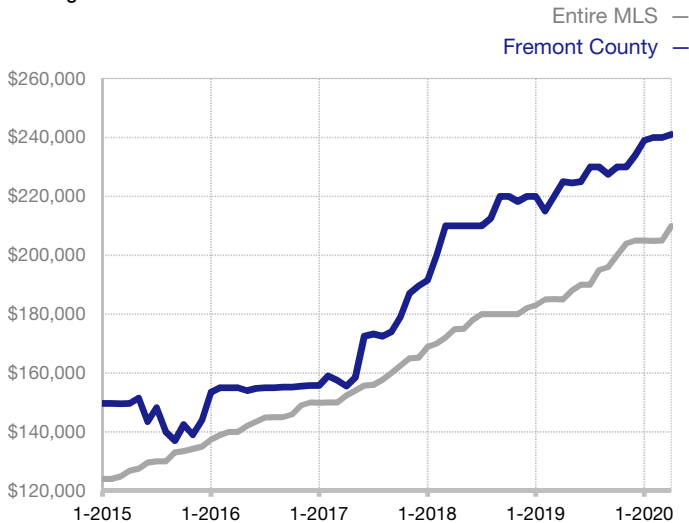
Single Family	April			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year
Key Metrics						
New Listings	16	14	- 12.5%	57	57	0.0%
Sold Listings	14	8	- 42.9%	44	34	- 22.7%
Median Sales Price*	\$235,000	\$257,000	+ 9.4%	\$226,000	\$244,000	+ 8.0%
Average Sales Price*	\$246,136	\$256,375	+ 4.2%	\$227,289	\$260,477	+ 14.6%
Percent of List Price Received*	97.2%	98.2%	+ 1.0%	95.9%	98.1%	+ 2.3%
Days on Market Until Sale	102	88	- 13.7%	111	92	- 17.1%
Inventory of Homes for Sale	41	35	- 14.6%	--	--	--
Months Supply of Inventory	4.1	3.8	- 7.3%	--	--	--

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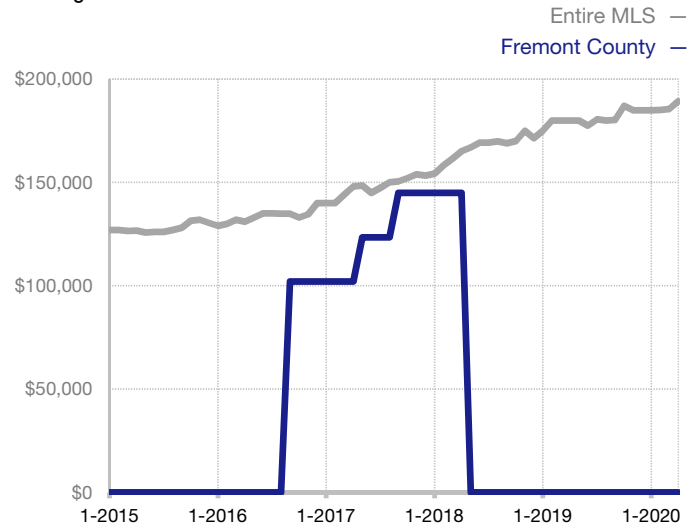
Townhouse/Condo	April			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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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Huerfano County

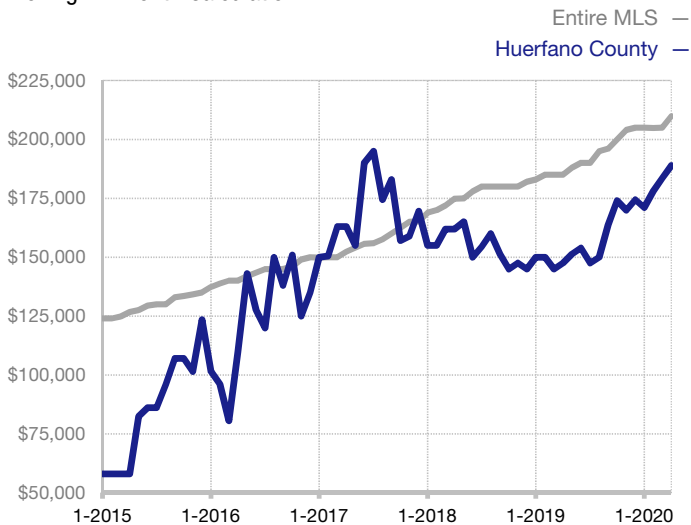
Single Family Key Metrics	April			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year
New Listings	16	7	- 56.3%	36	33	- 8.3%
Sold Listings	9	4	- 55.6%	29	18	- 37.9%
Median Sales Price*	\$170,000	\$183,100	+ 7.7%	\$162,500	\$186,000	+ 14.5%
Average Sales Price*	\$289,611	\$195,800	- 32.4%	\$222,990	\$246,722	+ 10.6%
Percent of List Price Received*	91.6%	83.9%	- 8.4%	94.1%	88.6%	- 5.8%
Days on Market Until Sale	293	219	- 25.3%	248	169	- 31.9%
Inventory of Homes for Sale	61	60	- 1.6%	--	--	--
Months Supply of Inventory	8.9	9.7	+ 9.0%	--	--	--

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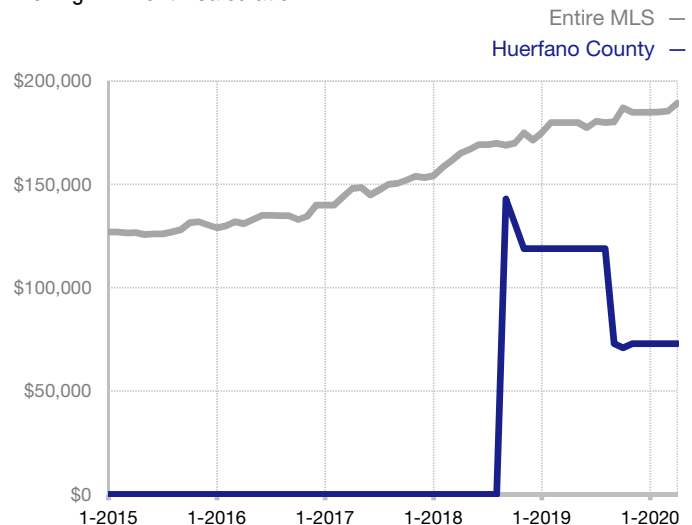
Townhouse/Condo Key Metrics	April			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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La Junta

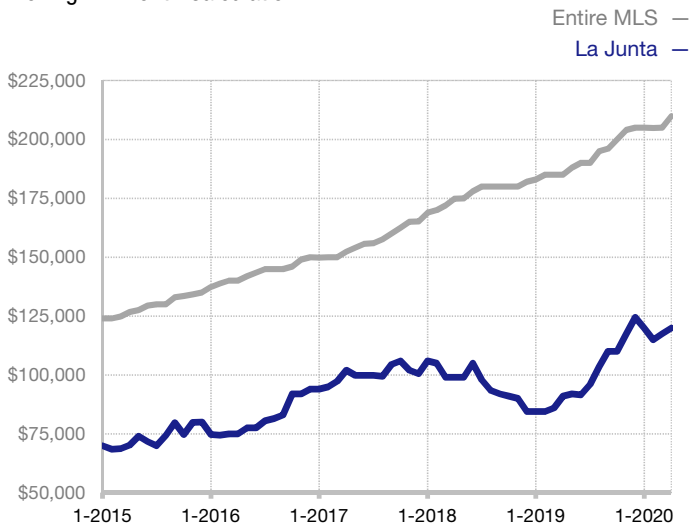
Single Family Key Metrics	April			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year
New Listings	10	3	- 70.0%	30	26	- 13.3%
Sold Listings	6	5	- 16.7%	24	21	- 12.5%
Median Sales Price*	\$127,000	\$125,000	- 1.6%	\$135,000	\$125,000	- 7.4%
Average Sales Price*	\$131,000	\$115,850	- 11.6%	\$123,091	\$118,502	- 3.7%
Percent of List Price Received*	91.9%	97.3%	+ 5.9%	94.2%	97.3%	+ 3.3%
Days on Market Until Sale	121	207	+ 71.1%	112	111	- 0.9%
Inventory of Homes for Sale	22	19	- 13.6%	--	--	--
Months Supply of Inventory	3.4	2.5	- 26.5%	--	--	--

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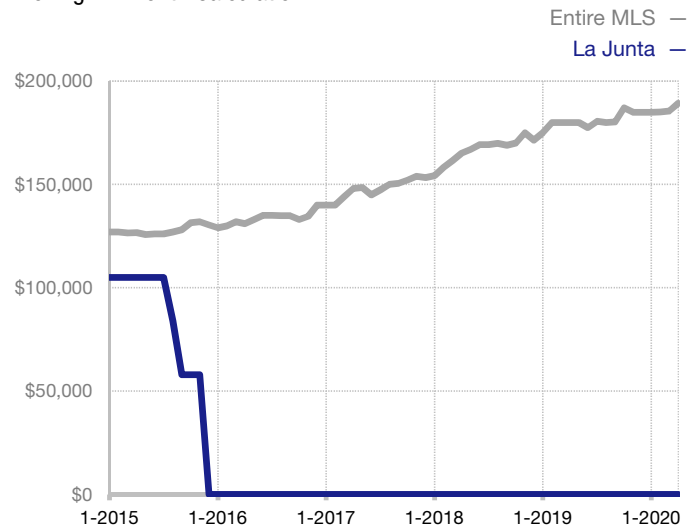
Townhouse/Condo Key Metrics	April			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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

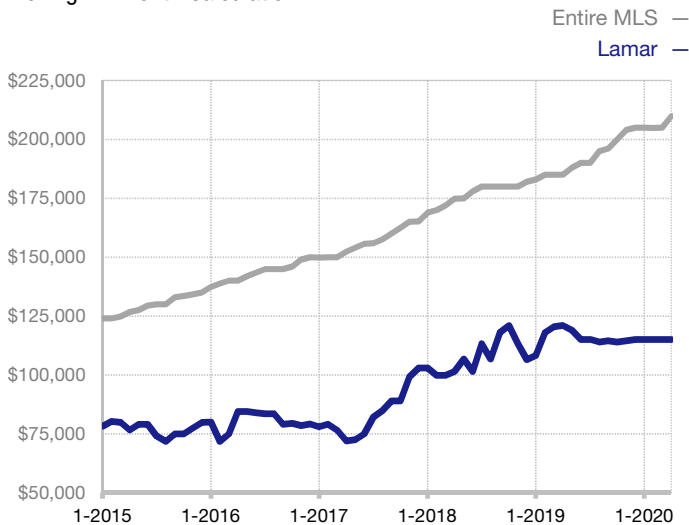
Single Family Key Metrics	April			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year
New Listings	5	5	0.0%	20	15	- 25.0%
Sold Listings	8	1	- 87.5%	18	10	- 44.4%
Median Sales Price*	\$137,062	\$245,000	+ 78.8%	\$183,750	\$117,200	- 36.2%
Average Sales Price*	\$136,690	\$245,000	+ 79.2%	\$143,640	\$133,890	- 6.8%
Percent of List Price Received*	92.5%	96.1%	+ 3.9%	93.4%	96.9%	+ 3.7%
Days on Market Until Sale	153	69	- 54.9%	118	164	+ 39.0%
Inventory of Homes for Sale	10	15	+ 50.0%	--	--	--
Months Supply of Inventory	2.3	3.6	+ 56.5%	--	--	--

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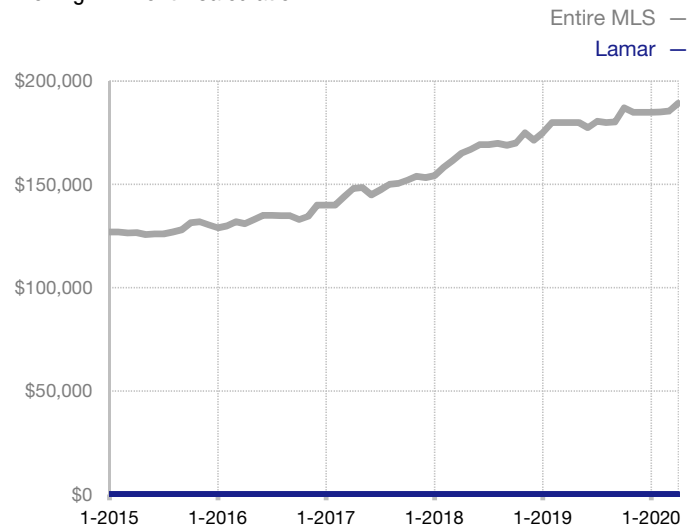
Townhouse/Condo Key Metrics	April			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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

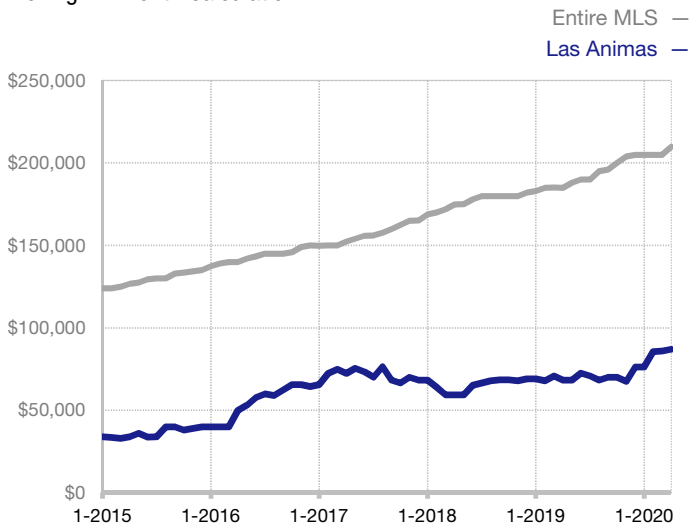
Single Family	April			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year
Key Metrics						
New Listings	3	2	- 33.3%	14	10	- 28.6%
Sold Listings	3	1	- 66.7%	10	5	- 50.0%
Median Sales Price*	\$55,000	\$66,000	+ 20.0%	\$62,500	\$87,000	+ 39.2%
Average Sales Price*	\$53,000	\$66,000	+ 24.5%	\$69,090	\$137,200	+ 98.6%
Percent of List Price Received*	93.9%	82.6%	- 12.0%	95.1%	88.5%	- 6.9%
Days on Market Until Sale	88	196	+ 122.7%	85	130	+ 52.9%
Inventory of Homes for Sale	9	7	- 22.2%	--	--	--
Months Supply of Inventory	3.3	2.8	- 15.2%	--	--	--

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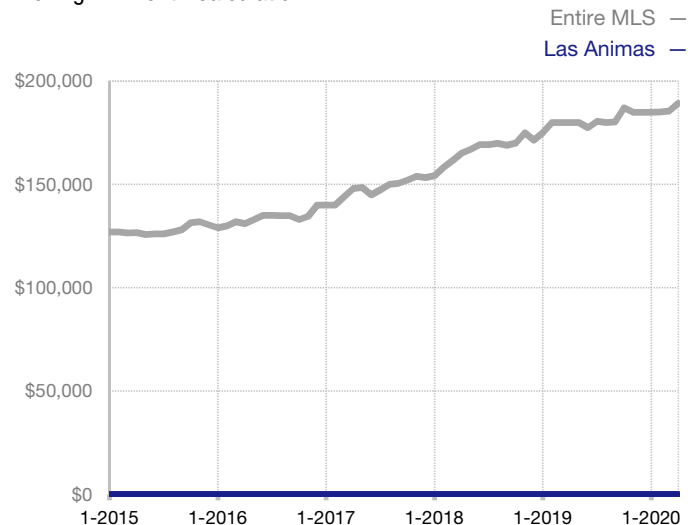
Townhouse/Condo	April			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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
Rolling 12-Month Calculation



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Manzanola

Single Family Key Metrics	April			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year
New Listings	0	0	--	6	3	- 50.0%
Sold Listings	0	1	--	6	4	- 33.3%
Median Sales Price*	\$0	\$86,783	--	\$93,950	\$73,392	- 21.9%
Average Sales Price*	\$0	\$86,783	--	\$128,717	\$79,671	- 38.1%
Percent of List Price Received*	0.0%	100.0%	--	93.5%	95.4%	+ 2.0%
Days on Market Until Sale	0	83	--	104	70	- 32.7%
Inventory of Homes for Sale	3	2	- 33.3%	--	--	--
Months Supply of Inventory	1.3	1.3	0.0%	--	--	--

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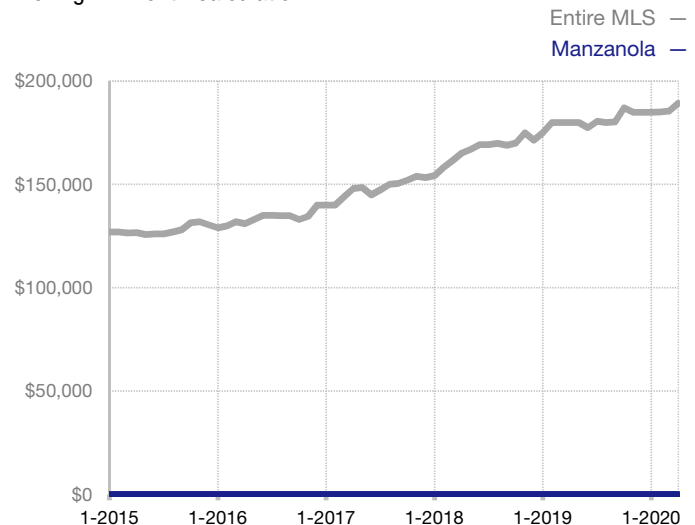
Townhouse/Condo Key Metrics	April			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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
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Rocky Ford

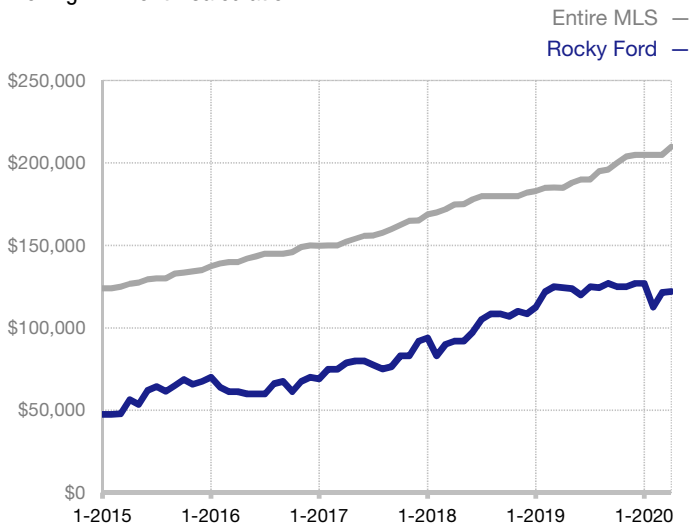
Single Family Key Metrics	April			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year
New Listings	3	4	+ 33.3%	24	17	- 29.2%
Sold Listings	11	3	- 72.7%	18	12	- 33.3%
Median Sales Price*	\$129,000	\$195,000	+ 51.2%	\$127,000	\$123,050	- 3.1%
Average Sales Price*	\$128,533	\$180,000	+ 40.0%	\$123,387	\$123,925	+ 0.4%
Percent of List Price Received*	97.9%	94.3%	- 3.7%	97.5%	94.2%	- 3.4%
Days on Market Until Sale	109	112	+ 2.8%	90	117	+ 30.0%
Inventory of Homes for Sale	17	15	- 11.8%	--	--	--
Months Supply of Inventory	4.3	4.5	+ 4.7%	--	--	--

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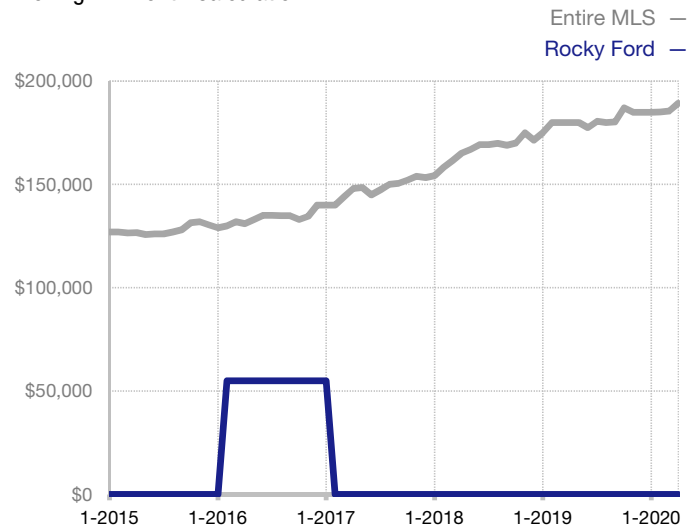
Townhouse/Condo Key Metrics	April			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 04-2019	Thru 04-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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



April 2020

Percent changes calculated using year-over-year comparisons.

New Listings were down 39.7 percent for single family homes but increased 11.1 percent for townhouse-condo properties. Pending Sales decreased 34.8 percent for single family homes but increased 50.0 percent for townhouse-condo properties.

The Median Sales Price was up 26.3 percent to \$240,000 for single family homes and 25.4 percent to \$233,250 for townhouse-condo properties. Days on Market decreased 2.6 percent for single family homes and 14.6 percent for townhouse-condo properties.

While the effect of COVID-19 continues to vary widely across the country, it is expected that social distancing, higher unemployment, and lower overall economic activity is likely to continue to constrain real estate activity in the near term. At the same time, the industry is adapting to the current environment by conducting business using technologies such as virtual showings and e-signing to help buyers and sellers with their housing needs in the face of these challenges.

Activity Snapshot

- 19.3%	+ 26.3%	- 31.4%
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	4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		348	210	- 39.7%	1,096	986	- 10.0%
Pending Sales		264	172	- 34.8%	892	871	- 2.4%
Sold Listings		237	191	- 19.4%	758	803	+ 5.9%
Median Sales Price		\$190,000	\$240,000	+ 26.3%	\$195,000	\$214,450	+ 10.0%
Avg. Sales Price		\$197,798	\$235,811	+ 19.2%	\$204,298	\$218,815	+ 7.1%
Pct. of List Price Received		98.4%	97.9%	- 0.5%	98.2%	98.1%	- 0.1%
Days on Market		76	74	- 2.6%	86	75	- 12.8%
Affordability Index		185	160	- 13.5%	180	179	- 0.6%
Active Listings		475	327	- 31.2%	--	--	--
Months Supply		2.1	1.4	- 33.3%	--	--	--

Townhouse-Condo Market Overview

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

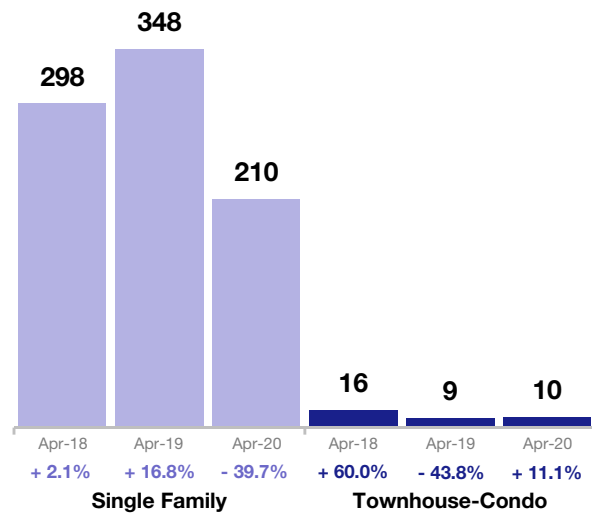


Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		9	10	+ 11.1%	39	49	+ 25.6%
Pending Sales		6	9	+ 50.0%	39	45	+ 15.4%
Sold Listings		12	10	- 16.7%	38	41	+ 7.9%
Median Sales Price		\$186,000	\$233,250	+ 25.4%	\$187,500	\$218,000	+ 16.3%
Avg. Sales Price		\$186,708	\$231,000	+ 23.7%	\$187,855	\$196,695	+ 4.7%
Pct. of List Price Received		97.2%	96.4%	- 0.8%	97.4%	98.4%	+ 1.0%
Days on Market		82	70	- 14.6%	92	87	- 5.4%
Affordability Index		189	165	- 12.7%	187	176	- 5.9%
Active Listings		19	12	- 36.8%	--	--	--
Months Supply		2.1	1.3	- 38.1%	--	--	--

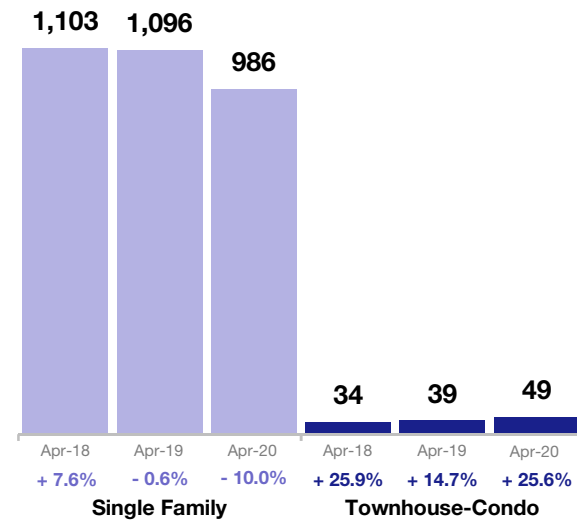
New Listings



April

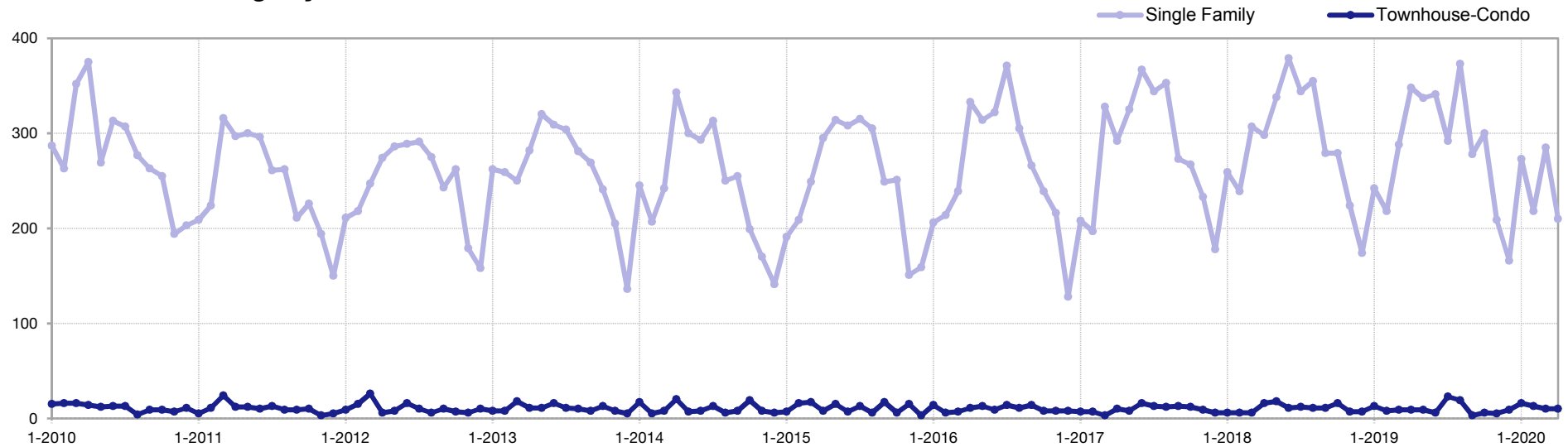


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	337	-0.3%	9	-50.0%
Jun-2019	341	-10.0%	6	-45.5%
Jul-2019	292	-15.1%	23	+91.7%
Aug-2019	373	+5.1%	19	+72.7%
Sep-2019	278	-0.4%	3	-72.7%
Oct-2019	300	+7.5%	6	-62.5%
Nov-2019	209	-6.7%	5	-28.6%
Dec-2019	166	-4.6%	9	+28.6%
Jan-2020	273	+12.8%	16	+23.1%
Feb-2020	218	0.0%	13	+62.5%
Mar-2020	285	-1.0%	10	+11.1%
Apr-2020	210	-39.7%	10	+11.1%

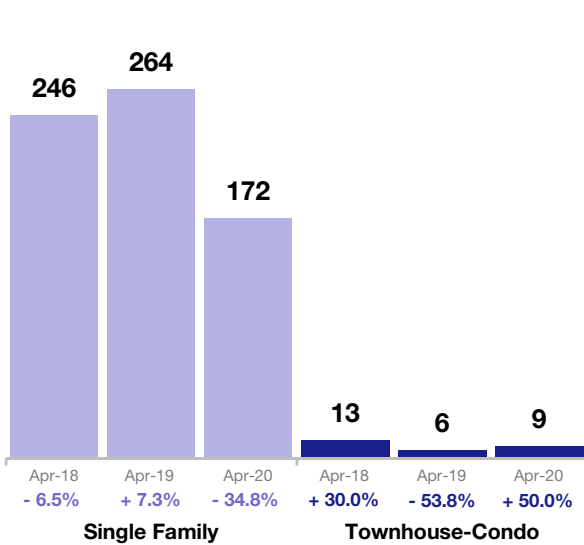
Historical New Listings by Month



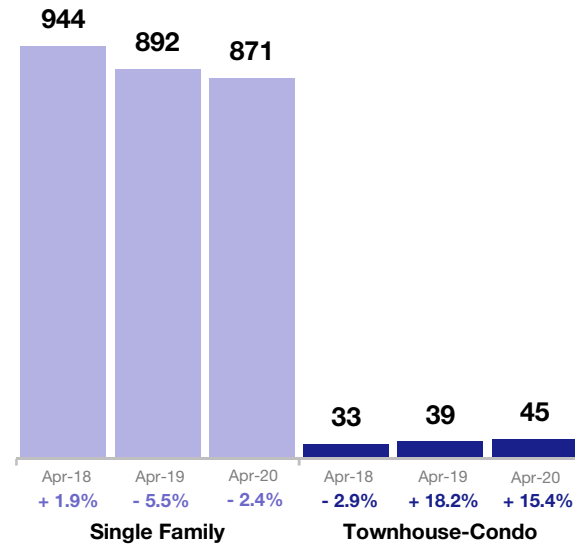
Pending Sales



April

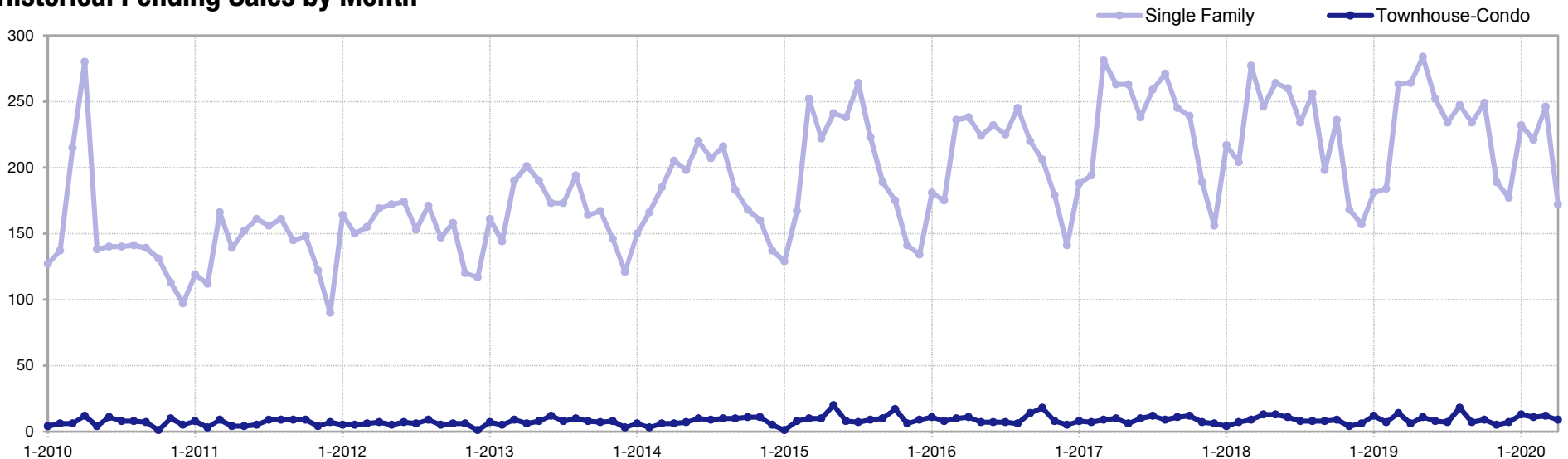


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	284	+7.6%	11	-15.4%
Jun-2019	252	-3.1%	8	-27.3%
Jul-2019	234	0.0%	7	-12.5%
Aug-2019	247	-3.5%	18	+125.0%
Sep-2019	234	+18.2%	7	-12.5%
Oct-2019	249	+5.5%	9	0.0%
Nov-2019	189	+12.5%	5	+25.0%
Dec-2019	177	+12.7%	7	+16.7%
Jan-2020	232	+28.2%	13	+8.3%
Feb-2020	221	+20.1%	11	+57.1%
Mar-2020	246	-6.5%	12	-14.3%
Apr-2020	172	-34.8%	9	+50.0%

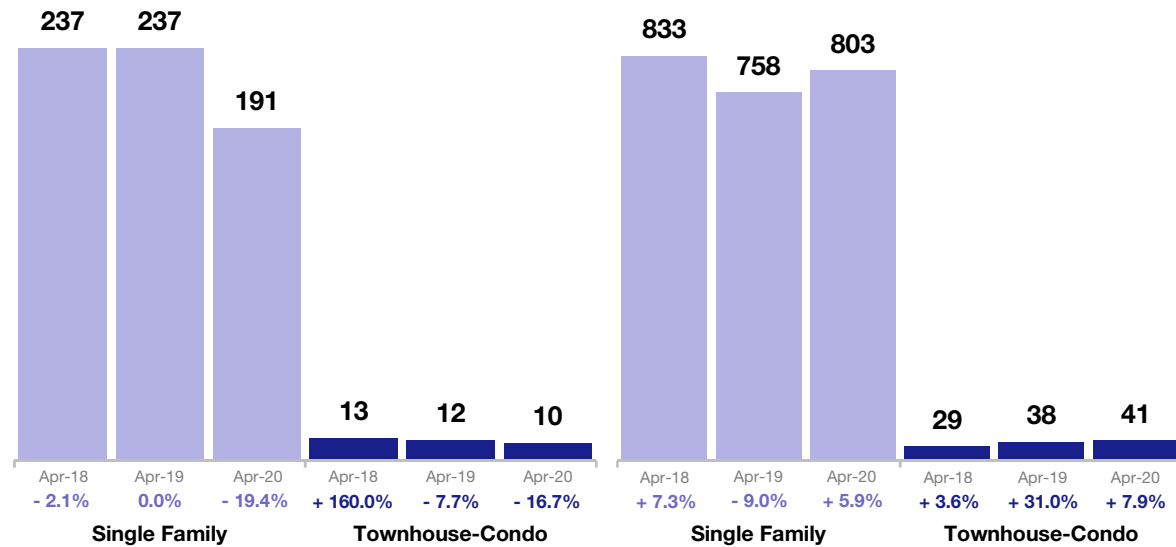
Historical Pending Sales by Month



Sold Listings



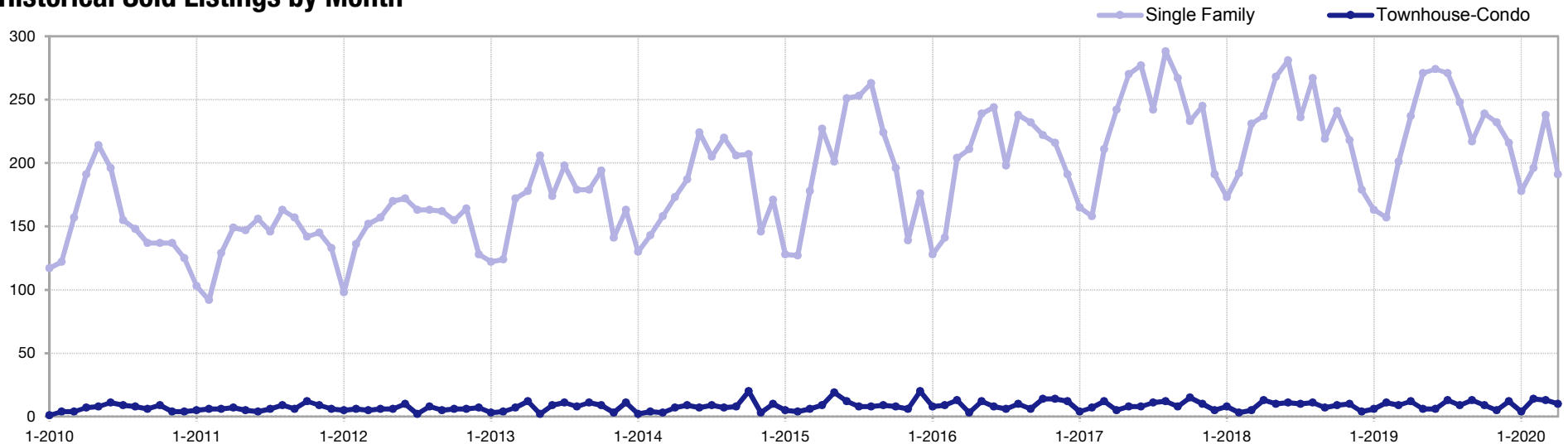
April



Year to Date

Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	271	+1.1%	6	-40.0%
Jun-2019	274	-2.5%	6	-45.5%
Jul-2019	271	+14.8%	13	+30.0%
Aug-2019	248	-7.1%	9	-18.2%
Sep-2019	217	-0.9%	13	+85.7%
Oct-2019	239	-0.8%	9	0.0%
Nov-2019	232	+6.4%	5	-50.0%
Dec-2019	216	+20.7%	12	+200.0%
Jan-2020	178	+9.2%	4	-33.3%
Feb-2020	196	+24.8%	14	+27.3%
Mar-2020	238	+18.4%	13	+44.4%
Apr-2020	191	-19.4%	10	-16.7%

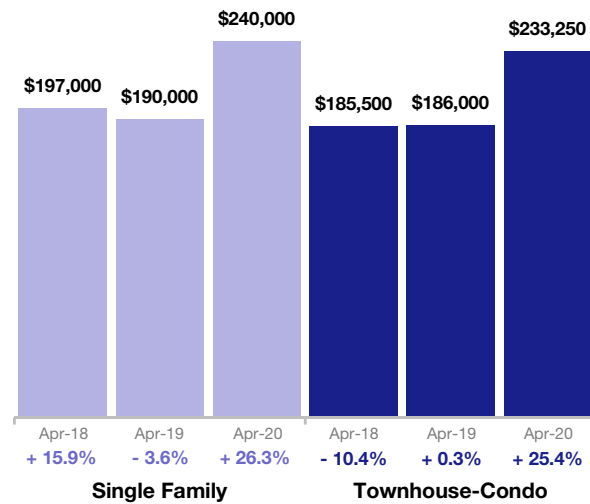
Historical Sold Listings by Month



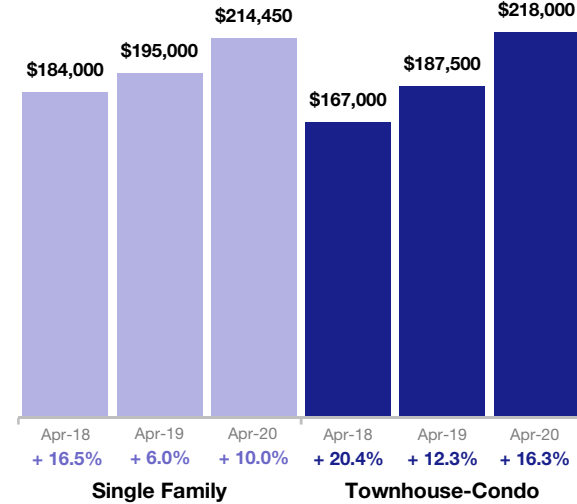
Median Sales Price



April

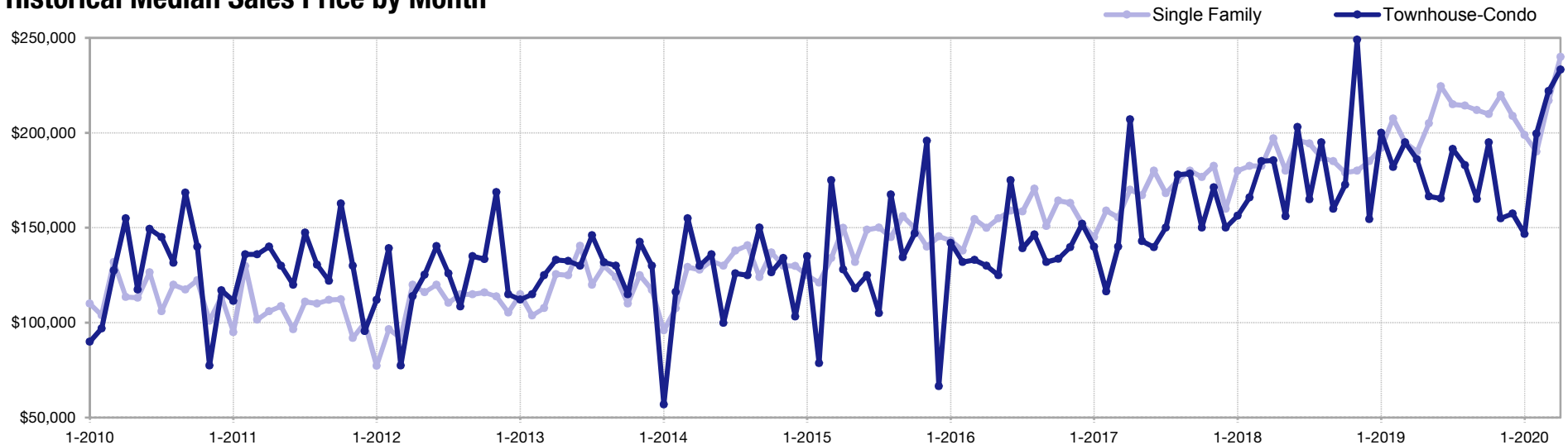


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	\$205,000	+13.9%	\$166,500	+6.7%
Jun-2019	\$224,450	+14.5%	\$165,350	-18.5%
Jul-2019	\$215,000	+10.6%	\$191,500	+16.1%
Aug-2019	\$214,325	+14.6%	\$182,900	-6.2%
Sep-2019	\$212,000	+14.6%	\$165,100	+3.3%
Oct-2019	\$209,900	+17.3%	\$195,000	+12.9%
Nov-2019	\$219,900	+22.2%	\$155,000	-37.8%
Dec-2019	\$208,950	+12.9%	\$157,500	+2.0%
Jan-2020	\$198,900	+3.6%	\$146,750	-26.6%
Feb-2020	\$190,000	-8.4%	\$199,550	+9.6%
Mar-2020	\$217,000	+11.3%	\$222,000	+13.8%
Apr-2020	\$240,000	+26.3%	\$233,250	+25.4%

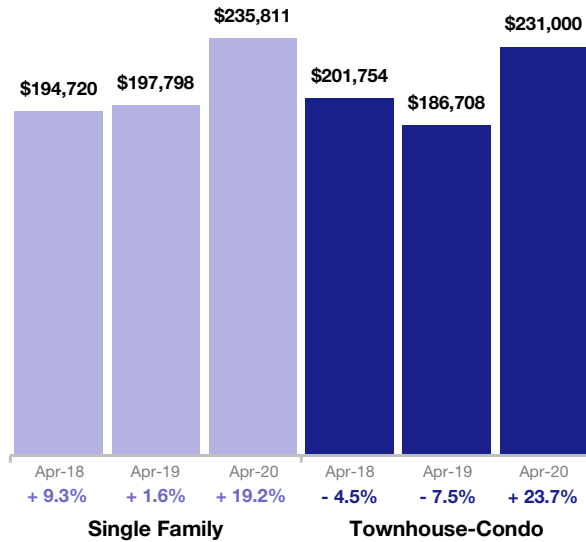
Historical Median Sales Price by Month



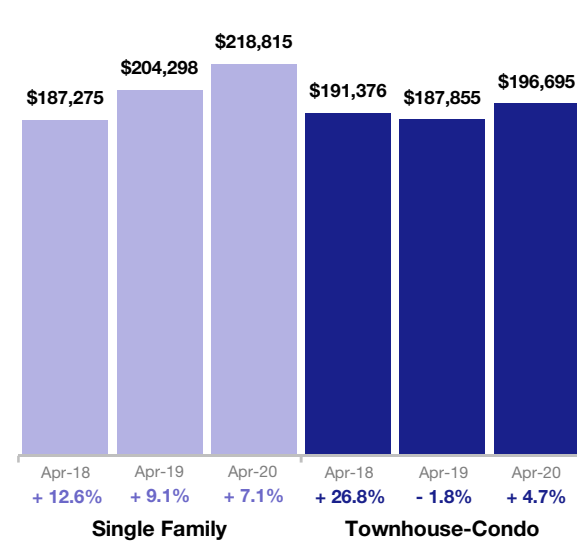
Average Sales Price



April

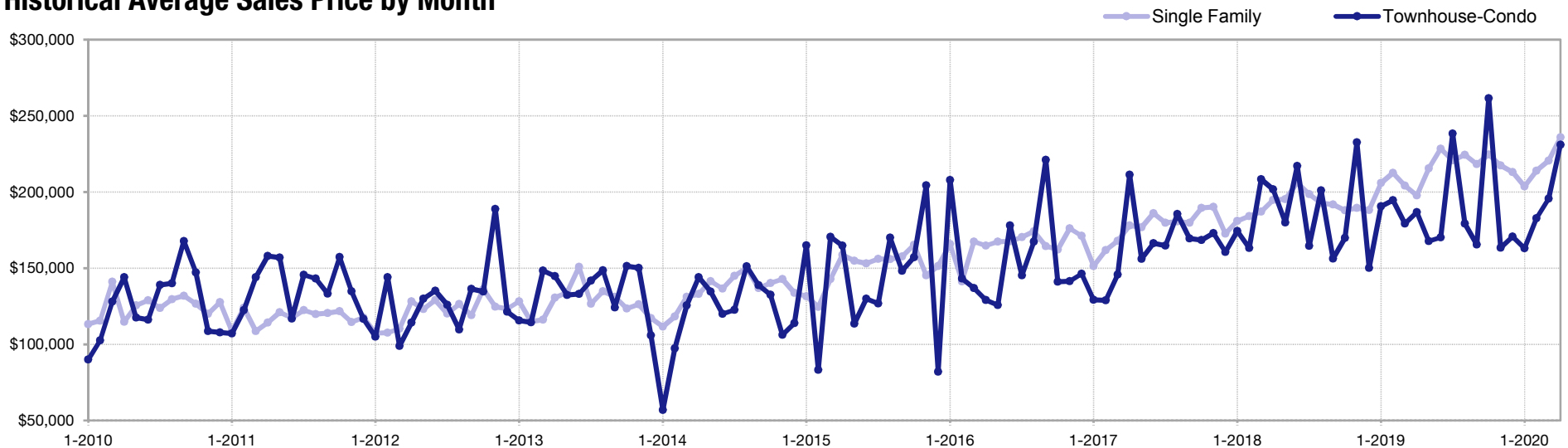


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	\$215,507	+10.3%	\$167,683	-6.9%
Jun-2019	\$228,452	+10.8%	\$170,142	-21.6%
Jul-2019	\$220,745	+11.1%	\$238,338	+44.8%
Aug-2019	\$224,381	+16.5%	\$179,283	-10.8%
Sep-2019	\$218,338	+13.8%	\$165,458	+5.9%
Oct-2019	\$224,485	+19.4%	\$261,535	+53.9%
Nov-2019	\$217,335	+14.7%	\$163,360	-29.7%
Dec-2019	\$212,998	+13.3%	\$170,694	+13.6%
Jan-2020	\$203,648	-1.1%	\$163,088	-14.5%
Feb-2020	\$213,854	+0.6%	\$182,809	-6.0%
Mar-2020	\$220,540	+8.0%	\$195,602	+9.1%
Apr-2020	\$235,811	+19.2%	\$231,000	+23.7%

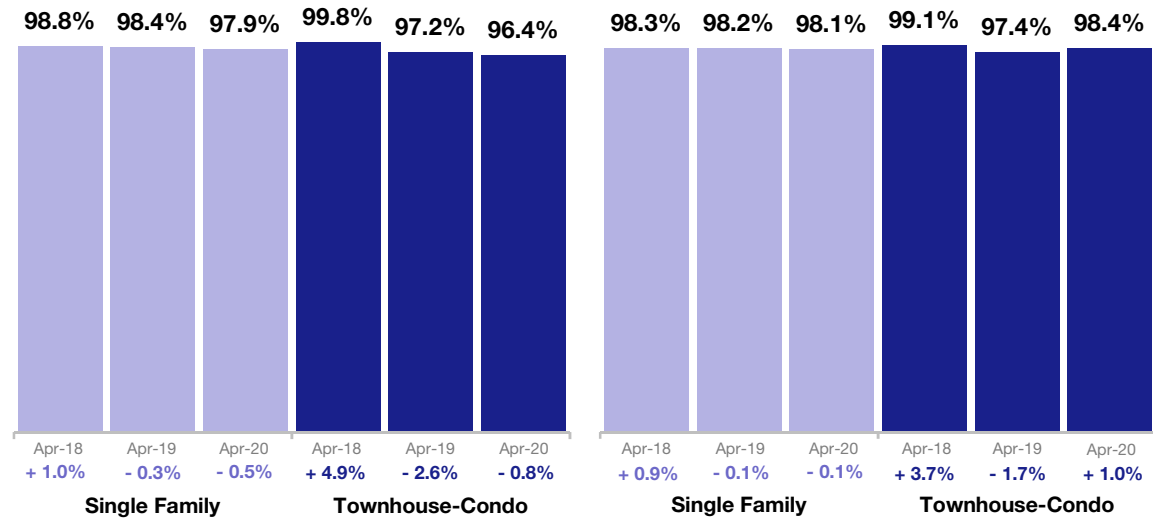
Historical Average Sales Price by Month



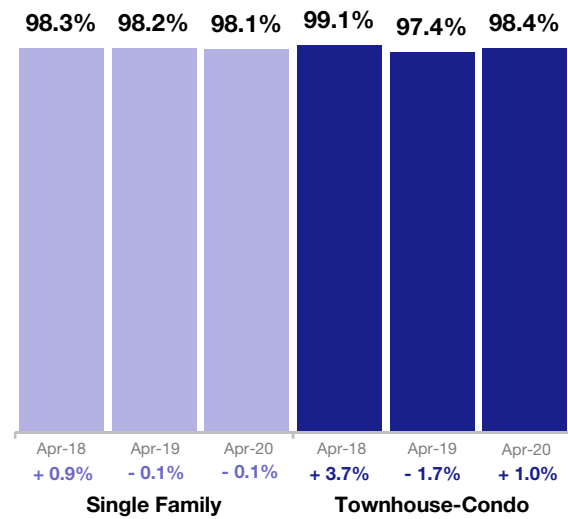
Percent of List Price Received



April

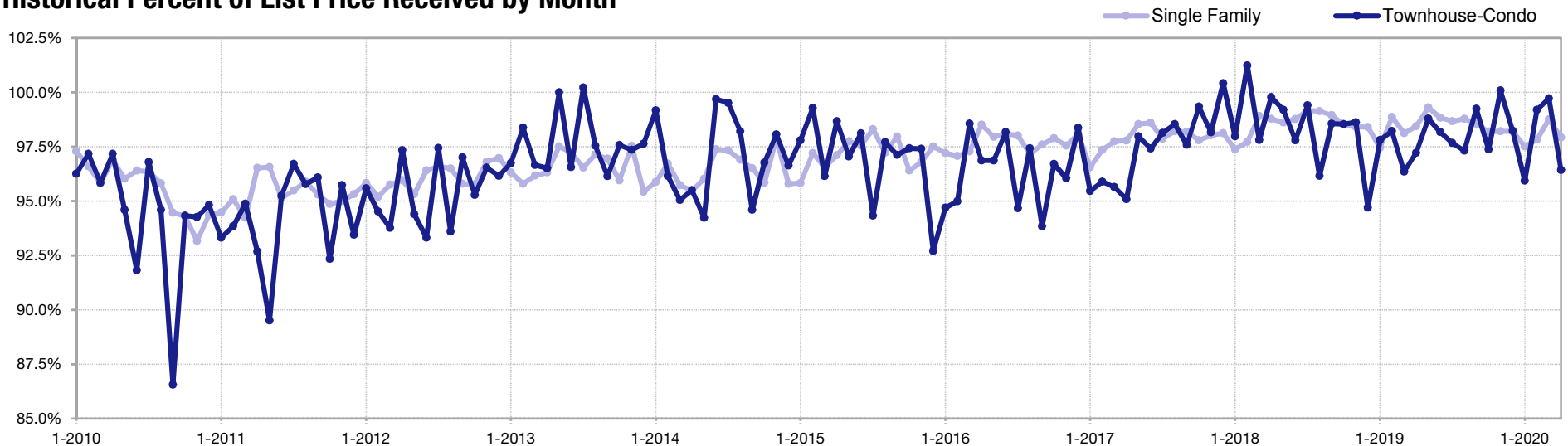


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	99.3%	+0.7%	98.8%	-0.4%
Jun-2019	98.8%	0.0%	98.2%	+0.4%
Jul-2019	98.7%	-0.5%	97.7%	-1.7%
Aug-2019	98.8%	-0.3%	97.3%	+1.1%
Sep-2019	98.5%	-0.5%	99.2%	+0.6%
Oct-2019	98.2%	-0.3%	97.4%	-1.1%
Nov-2019	98.2%	-0.2%	100.1%	+1.5%
Dec-2019	98.2%	-0.2%	98.2%	+3.7%
Jan-2020	97.5%	+0.1%	95.9%	-1.9%
Feb-2020	97.8%	-1.1%	99.2%	+1.0%
Mar-2020	98.8%	+0.7%	99.7%	+3.4%
Apr-2020	97.9%	-0.5%	96.4%	-0.8%

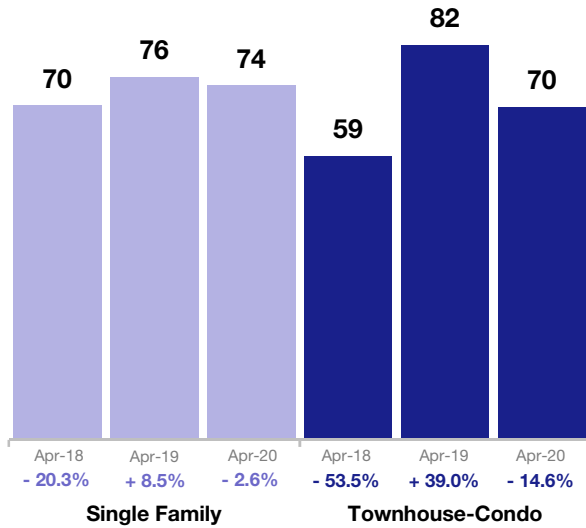
Historical Percent of List Price Received by Month



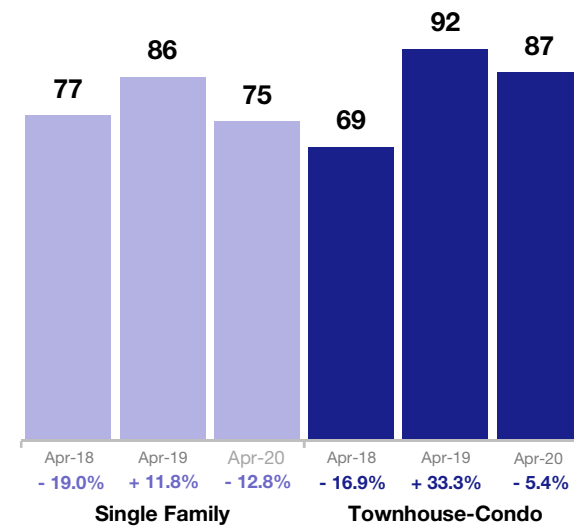
Days on Market Until Sale



April

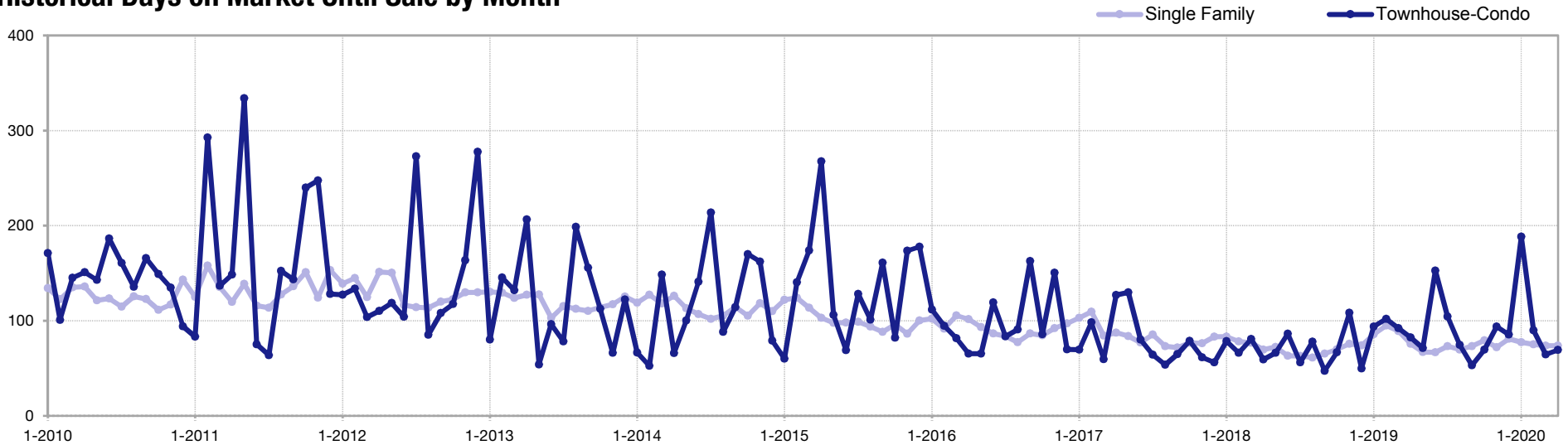


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	67	-6.9%	71	+7.6%
Jun-2019	67	+6.3%	153	+77.9%
Jul-2019	73	+15.9%	104	+85.7%
Aug-2019	70	+14.8%	75	-3.8%
Sep-2019	73	+12.3%	53	+12.8%
Oct-2019	79	+12.9%	70	+4.5%
Nov-2019	72	-5.3%	94	-13.0%
Dec-2019	81	+9.5%	86	+72.0%
Jan-2020	78	-9.3%	189	+101.1%
Feb-2020	75	-21.1%	90	-11.8%
Mar-2020	74	-16.9%	65	-29.3%
Apr-2020	74	-2.6%	70	-14.6%

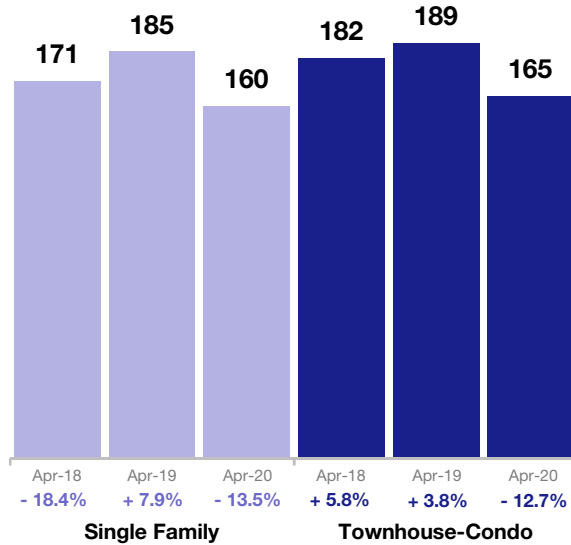
Historical Days on Market Until Sale by Month



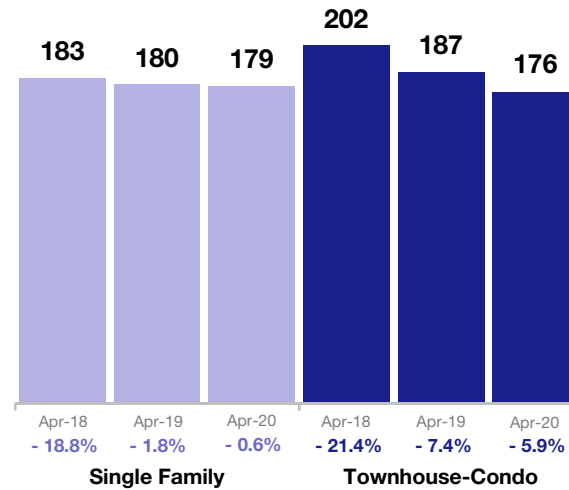
Housing Affordability Index



April

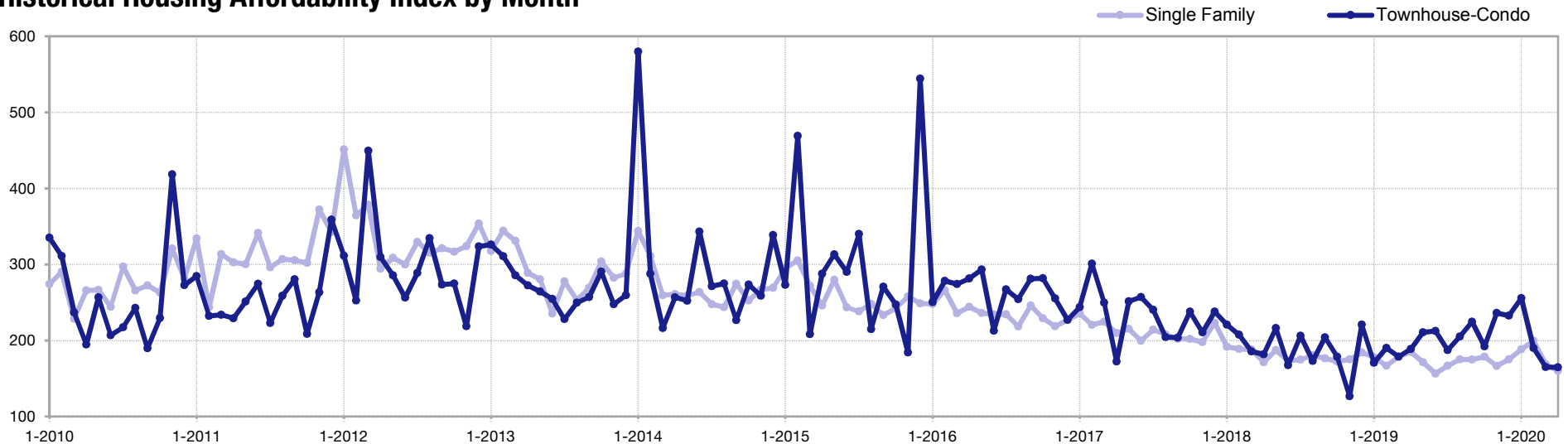


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	171	-9.0%	211	-2.3%
Jun-2019	156	-9.8%	212	+26.9%
Jul-2019	167	-4.6%	187	-9.2%
Aug-2019	175	-3.3%	205	+18.5%
Sep-2019	175	-0.6%	225	+10.3%
Oct-2019	179	+4.1%	192	+7.3%
Nov-2019	167	-4.6%	236	+85.8%
Dec-2019	175	-4.9%	233	+5.4%
Jan-2020	189	+6.2%	256	+49.7%
Feb-2020	200	+19.8%	190	0.0%
Mar-2020	169	-5.6%	165	-7.8%
Apr-2020	160	-13.5%	165	-12.7%

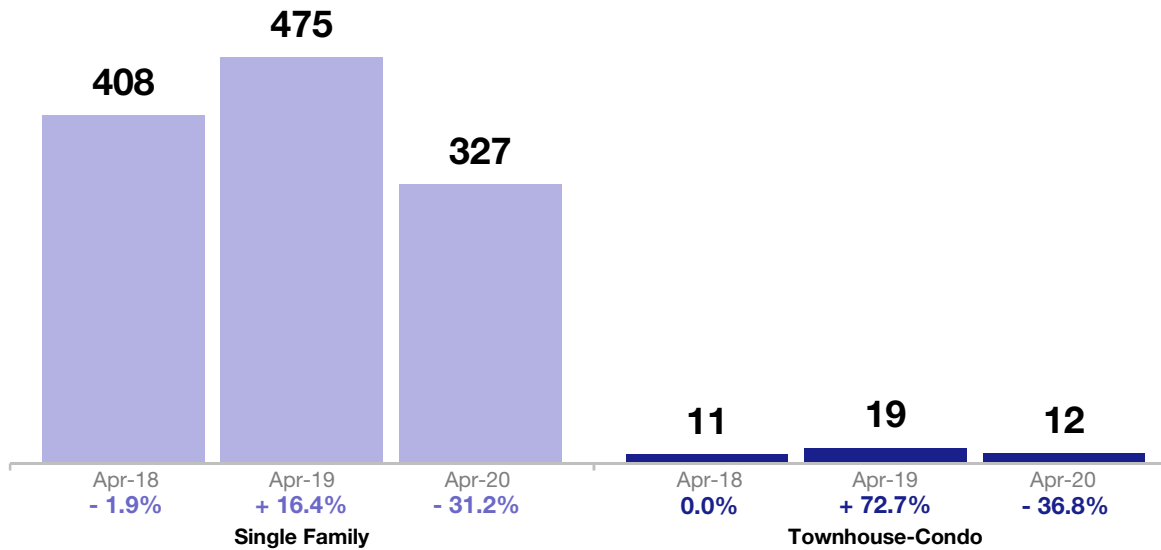
Historical Housing Affordability Index by Month



Inventory of Active Listings

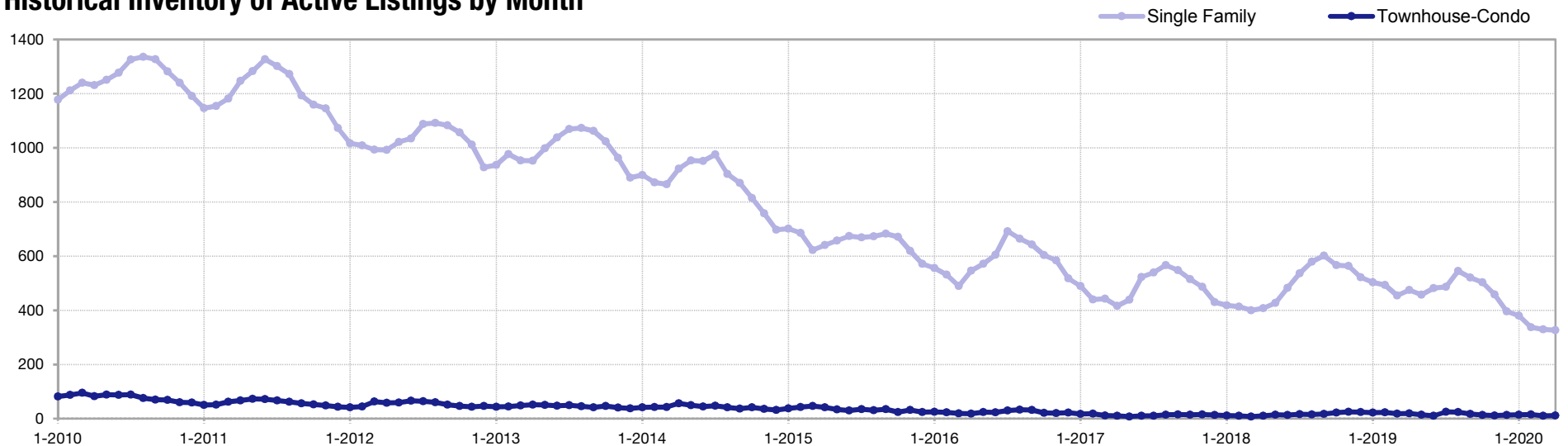


April



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	457	+7.0%	14	0.0%
Jun-2019	482	-0.2%	11	-15.4%
Jul-2019	487	-9.1%	25	+56.3%
Aug-2019	545	-5.9%	24	+60.0%
Sep-2019	521	-13.5%	17	0.0%
Oct-2019	503	-11.3%	13	-40.9%
Nov-2019	458	-18.8%	12	-52.0%
Dec-2019	396	-24.1%	13	-45.8%
Jan-2020	380	-24.5%	14	-36.4%
Feb-2020	337	-31.8%	15	-34.8%
Mar-2020	330	-27.5%	11	-38.9%
Apr-2020	327	-31.2%	12	-36.8%

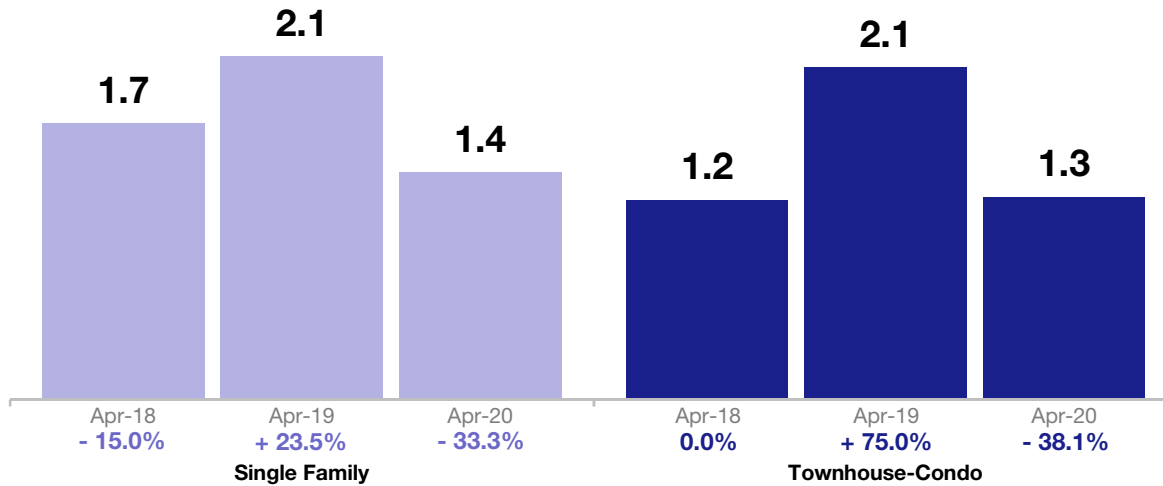
Historical Inventory of Active Listings by Month



Months Supply of Inventory

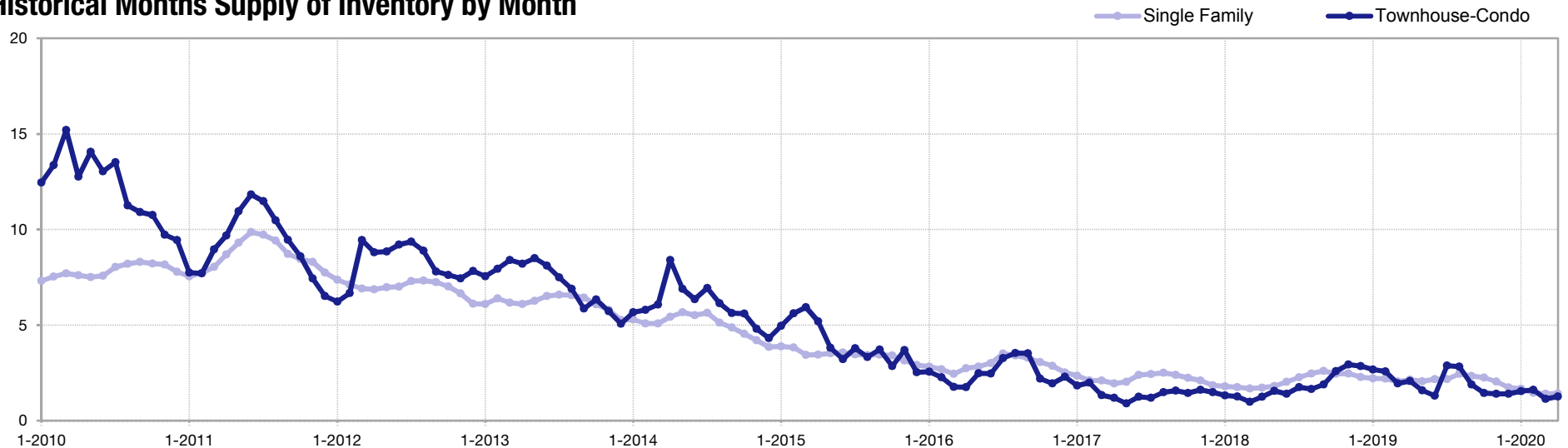


April



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	2.1	+16.7%	1.6	0.0%
Jun-2019	2.2	+10.0%	1.3	-7.1%
Jul-2019	2.2	-4.3%	2.9	+70.6%
Aug-2019	2.4	-4.0%	2.8	+64.7%
Sep-2019	2.3	-11.5%	1.9	0.0%
Oct-2019	2.3	-4.2%	1.4	-46.2%
Nov-2019	2.0	-20.0%	1.4	-51.7%
Dec-2019	1.7	-26.1%	1.4	-51.7%
Jan-2020	1.7	-22.7%	1.5	-44.4%
Feb-2020	1.5	-31.8%	1.6	-38.5%
Mar-2020	1.4	-30.0%	1.1	-42.1%
Apr-2020	1.4	-33.3%	1.3	-38.1%

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.



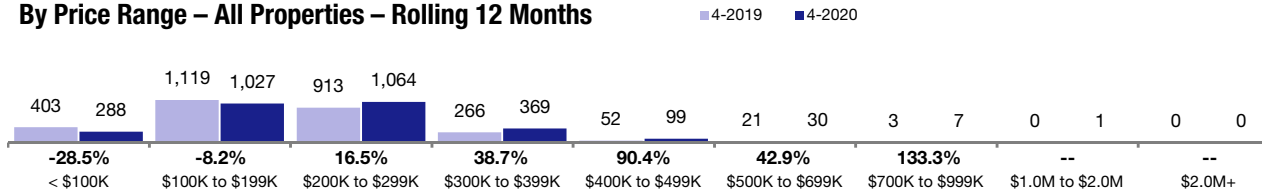
Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		357	220	- 38.4%	1,135	1,035	- 8.8%
Pending Sales		270	181	- 33.0%	931	916	- 1.6%
Sold Listings		249	201	- 19.3%	796	844	+ 6.0%
Median Sales Price		\$190,000	\$240,000	+ 26.3%	\$195,000	\$214,900	+ 10.2%
Avg. Sales Price		\$197,263	\$235,571	+ 19.4%	\$203,513	\$217,739	+ 7.0%
Pct. of List Price Received		98.4%	97.9%	- 0.5%	98.2%	98.1%	- 0.1%
Days on Market		76	74	- 2.6%	86	76	- 11.6%
Affordability Index		185	160	- 13.5%	180	179	- 0.6%
Active Listings		494	339	- 31.4%	--	--	--
Months Supply		2.1	1.4	- 33.3%	--	--	--

Sold Listings

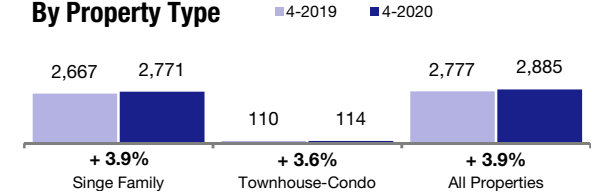
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$99,999 and Below	396	276	-30.3%	7	12	+71.4%
\$100,000 to \$199,999	1,053	975	-7.4%	66	52	-21.2%
\$200,000 to \$299,999	885	1,024	+15.7%	28	40	+42.9%
\$300,000 to \$399,999	257	362	+40.9%	9	7	-22.2%
\$400,000 to \$499,999	52	98	+88.5%	0	1	--
\$500,000 to \$699,999	21	28	+33.3%	0	2	--
\$700,000 to \$999,999	3	7	+133.3%	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,667	2,771	+3.9%	110	114	+3.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2020	4-2020	Change	3-2020	4-2020	Change
\$99,999 and Below	23	11	-52.2%	0	0	--
\$100,000 to \$199,999	87	62	-28.7%	6	4	-33.3%
\$200,000 to \$299,999	84	72	-14.3%	7	3	-57.1%
\$300,000 to \$399,999	34	38	+11.8%	0	3	--
\$400,000 to \$499,999	9	8	-11.1%	0	0	--
\$500,000 to \$699,999	1	0	-100.0%	0	0	--
\$700,000 to \$999,999	0	0	--	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	238	191	-19.7%	13	10	-23.1%

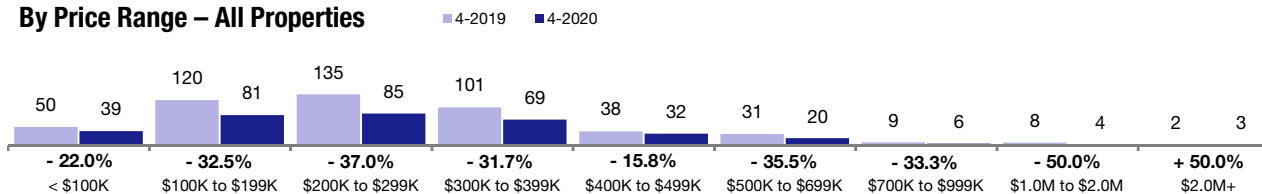
Year to Date

By Price Range	Single Family			Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$99,999 and Below	112	77	-31.3%	4	5	+25.0%
\$100,000 to \$199,999	276	298	+8.0%	20	14	-30.0%
\$200,000 to \$299,999	270	284	+5.2%	13	19	+46.2%
\$300,000 to \$399,999	66	112	+69.7%	1	3	+200.0%
\$400,000 to \$499,999	22	26	+18.2%	0	0	--
\$500,000 to \$699,999	9	5	-44.4%	0	0	--
\$700,000 to \$999,999	3	0	-100.0%	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	758	803	+5.9%	38	41	+7.9%

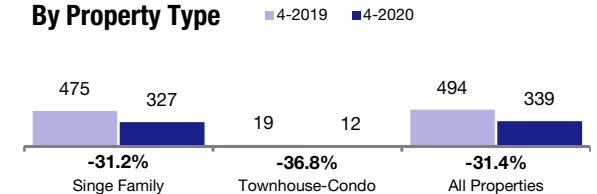
Inventory of Active Listings

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		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$99,999 and Below	50	39	-22.0%	0	0	--
\$100,000 to \$199,999	114	81	-28.9%	6	0	-100.0%
\$200,000 to \$299,999	125	79	-36.8%	10	6	-40.0%
\$300,000 to \$399,999	99	64	-35.4%	2	5	+150.0%
\$400,000 to \$499,999	38	31	-18.4%	0	1	--
\$500,000 to \$699,999	30	20	-33.3%	1	0	-100.0%
\$700,000 to \$999,999	9	6	-33.3%	0	0	--
\$1,000,000 to \$1,999,999	8	4	-50.0%	0	0	--
\$2,000,000 and Above	2	3	+50.0%	0	0	--
All Price Ranges	475	327	-31.2%	19	12	-36.8%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2020	4-2020	Change	3-2020	4-2020	Change
\$99,999 and Below	40	39	-2.5%	0	0	--
\$100,000 to \$199,999	88	81	-8.0%	3	0	-100.0%
\$200,000 to \$299,999	77	79	+2.6%	4	6	+50.0%
\$300,000 to \$399,999	66	64	-3.0%	3	5	+66.7%
\$400,000 to \$499,999	26	31	+19.2%	1	1	0.0%
\$500,000 to \$699,999	19	20	+5.3%	0	0	--
\$700,000 to \$999,999	8	6	-25.0%	0	0	--
\$1,000,000 to \$1,999,999	3	4	+33.3%	0	0	--
\$2,000,000 and Above	3	3	0.0%	0	0	--
All Price Ranges	330	327	-0.9%	11	12	+9.1%

Year to Date

By Price Range	Single Family			Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$99,999 and Below	112	77	-31.3%	4	5	+25.0%
\$100,000 to \$199,999	276	298	+8.0%	20	14	-30.0%
\$200,000 to \$299,999	270	284	+5.2%	13	19	+46.2%
\$300,000 to \$399,999	66	112	+69.7%	1	3	+200.0%
\$400,000 to \$499,999	22	26	+18.2%	0	0	--
\$500,000 to \$699,999	9	5	-44.4%	0	0	--
\$700,000 to \$999,999	3	0	-100.0%	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	758	803	+5.9%	38	41	+7.9%

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

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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.