

Local Market Update for April 2021

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

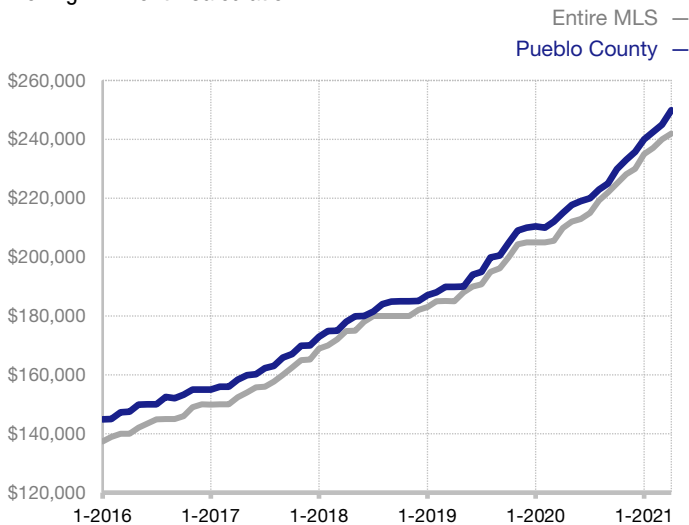
Single Family Key Metrics	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
New Listings	223	270	+ 21.1%	1,014	1,070	+ 5.5%
Sold Listings	212	253	+ 19.3%	834	882	+ 5.8%
Median Sales Price*	\$232,950	\$275,000	+ 18.1%	\$214,900	\$260,000	+ 21.0%
Average Sales Price*	\$236,034	\$284,386	+ 20.5%	\$218,347	\$270,334	+ 23.8%
Percent of List Price Received*	97.9%	101.9%	+ 4.1%	98.2%	100.6%	+ 2.4%
Days on Market Until Sale	74	60	- 18.9%	74	66	- 10.8%
Inventory of Homes for Sale	388	181	- 53.4%	--	--	--
Months Supply of Inventory	1.7	0.7	- 58.8%	--	--	--

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

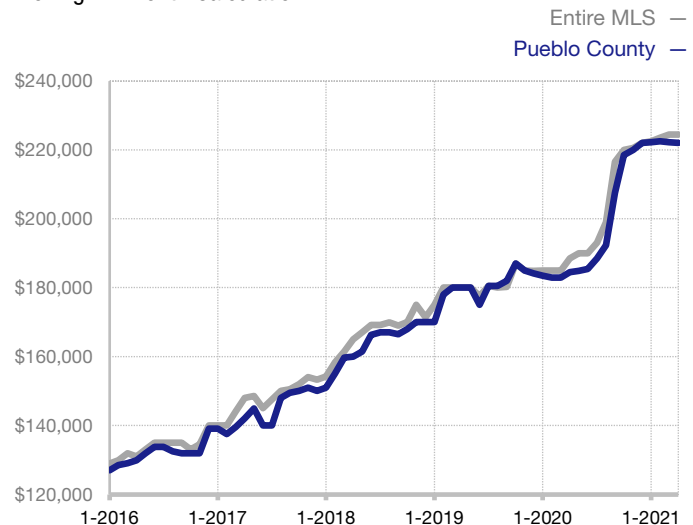
Townhouse/Condo Key Metrics	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
New Listings	8	7	- 12.5%	50	36	- 28.0%
Sold Listings	12	11	- 8.3%	43	37	- 14.0%
Median Sales Price*	\$230,250	\$229,500	- 0.3%	\$205,000	\$212,000	+ 3.4%
Average Sales Price*	\$226,967	\$226,605	- 0.2%	\$194,374	\$204,041	+ 5.0%
Percent of List Price Received*	97.0%	101.2%	+ 4.3%	98.3%	99.9%	+ 1.6%
Days on Market Until Sale	66	75	+ 13.6%	85	68	- 20.0%
Inventory of Homes for Sale	15	3	- 80.0%	--	--	--
Months Supply of Inventory	1.6	0.3	- 81.3%	--	--	--

* 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



Local Market Update for April 2021

A Research Tool Provided by the Colorado Association of REALTORS®



Arkansas Valley/Otero County

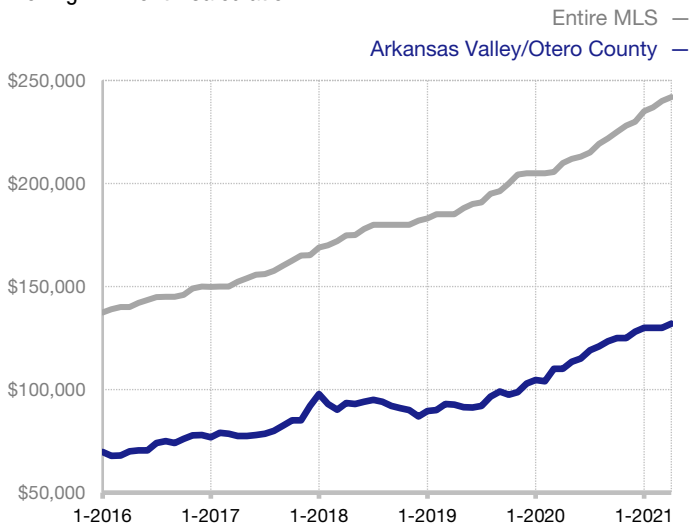
Single Family Key Metrics	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
New Listings	18	33	+ 83.3%	115	129	+ 12.2%
Sold Listings	25	25	0.0%	92	123	+ 33.7%
Median Sales Price*	\$110,000	\$150,000	+ 36.4%	\$111,050	\$130,000	+ 17.1%
Average Sales Price*	\$124,901	\$170,916	+ 36.8%	\$126,690	\$150,210	+ 18.6%
Percent of List Price Received*	97.9%	97.5%	- 0.4%	95.9%	95.9%	0.0%
Days on Market Until Sale	112	125	+ 11.6%	112	101	- 9.8%
Inventory of Homes for Sale	108	44	- 59.3%	--	--	--
Months Supply of Inventory	3.9	1.4	- 64.1%	--	--	--

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

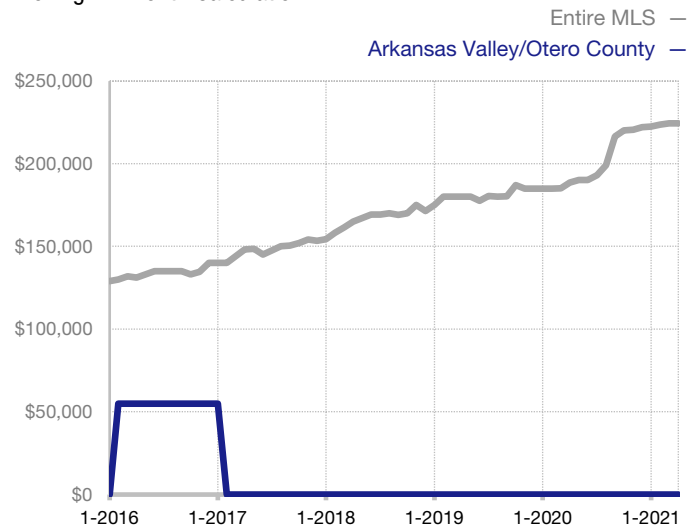
Townhouse/Condo Key Metrics	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

* 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



Local Market Update for April 2021

A Research Tool Provided by the Colorado Association of REALTORS®



Huerfano County

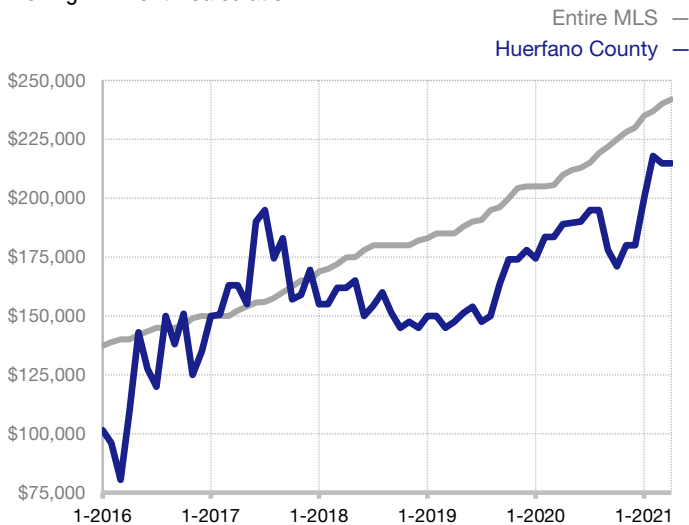
Single Family Key Metrics	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
New Listings	7	10	+ 42.9%	33	31	- 6.1%
Sold Listings	4	3	- 25.0%	19	34	+ 78.9%
Median Sales Price*	\$183,100	\$340,000	+ 85.7%	\$178,000	\$279,450	+ 57.0%
Average Sales Price*	\$195,800	\$334,633	+ 70.9%	\$238,184	\$271,771	+ 14.1%
Percent of List Price Received*	83.9%	95.7%	+ 14.1%	89.2%	93.4%	+ 4.7%
Days on Market Until Sale	219	117	- 46.6%	169	150	- 11.2%
Inventory of Homes for Sale	65	33	- 49.2%	--	--	--
Months Supply of Inventory	10.3	3.8	- 63.1%	--	--	--

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

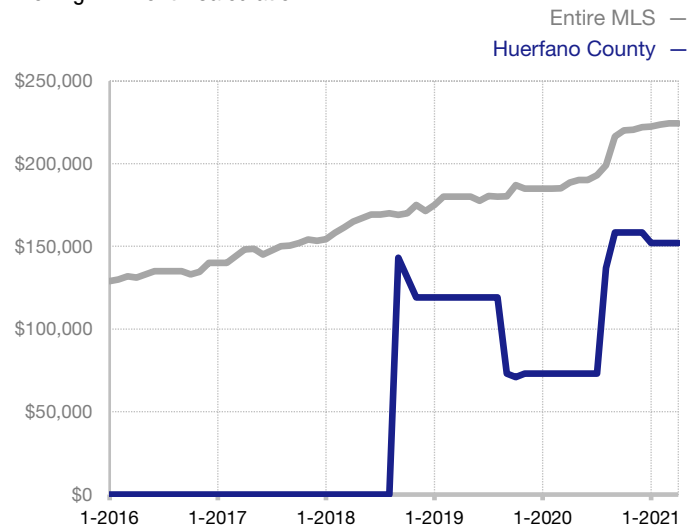
Townhouse/Condo Key Metrics	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$110,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$110,000	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	88.0%	--
Days on Market Until Sale	0	0	--	0	31	--
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



Local Market Update for April 2021

A Research Tool Provided by the Colorado Association of REALTORS®



La Junta

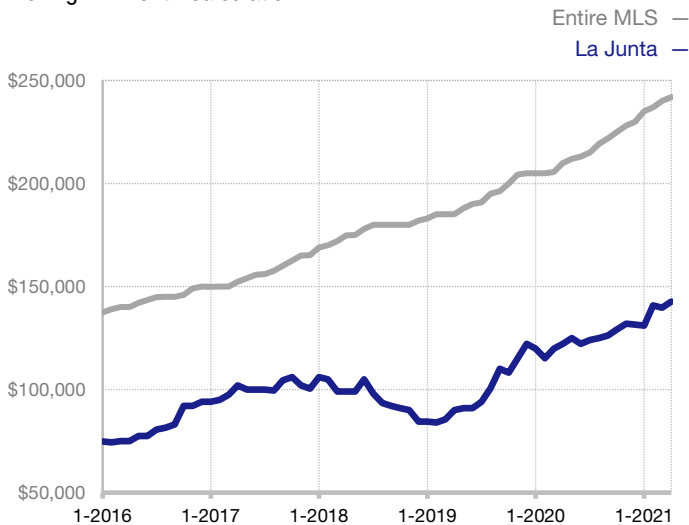
Single Family Key Metrics	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
New Listings	3	4	+ 33.3%	27	22	- 18.5%
Sold Listings	5	4	- 20.0%	22	28	+ 27.3%
Median Sales Price*	\$125,000	\$139,250	+ 11.4%	\$125,000	\$152,500	+ 22.0%
Average Sales Price*	\$115,850	\$160,375	+ 38.4%	\$119,434	\$154,232	+ 29.1%
Percent of List Price Received*	97.3%	99.1%	+ 1.8%	97.4%	95.8%	- 1.6%
Days on Market Until Sale	207	56	- 72.9%	108	92	- 14.8%
Inventory of Homes for Sale	22	4	- 81.8%	--	--	--
Months Supply of Inventory	2.9	0.5	- 82.8%	--	--	--

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

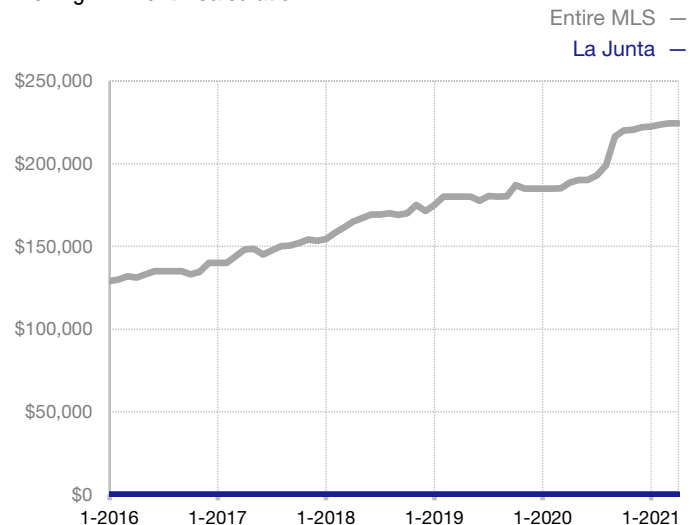
Townhouse/Condo Key Metrics	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

* 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



Local Market Update for April 2021

A Research Tool Provided by the Colorado Association of REALTORS®



Lamar

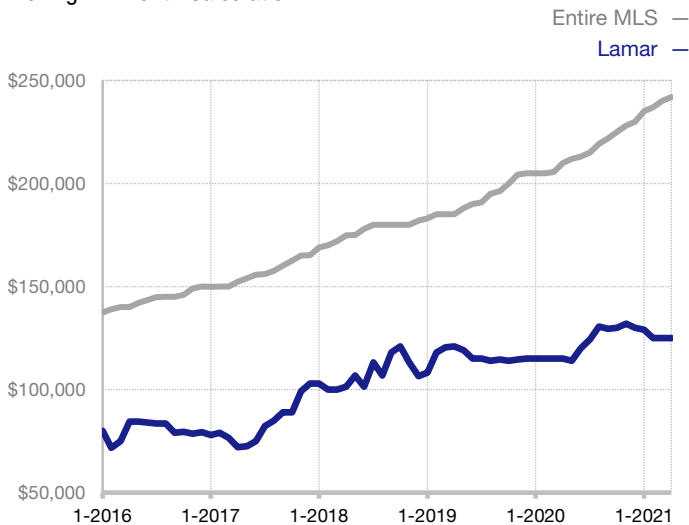
Single Family Key Metrics	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
New Listings	5	8	+ 60.0%	15	25	+ 66.7%
Sold Listings	1	5	+ 400.0%	10	18	+ 80.0%
Median Sales Price*	\$245,000	\$175,000	- 28.6%	\$117,200	\$112,500	- 4.0%
Average Sales Price*	\$245,000	\$203,680	- 16.9%	\$133,890	\$136,634	+ 2.0%
Percent of List Price Received*	96.1%	98.8%	+ 2.8%	96.9%	94.9%	- 2.1%
Days on Market Until Sale	69	115	+ 66.7%	164	111	- 32.3%
Inventory of Homes for Sale	16	8	- 50.0%	--	--	--
Months Supply of Inventory	3.8	1.7	- 55.3%	--	--	--

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

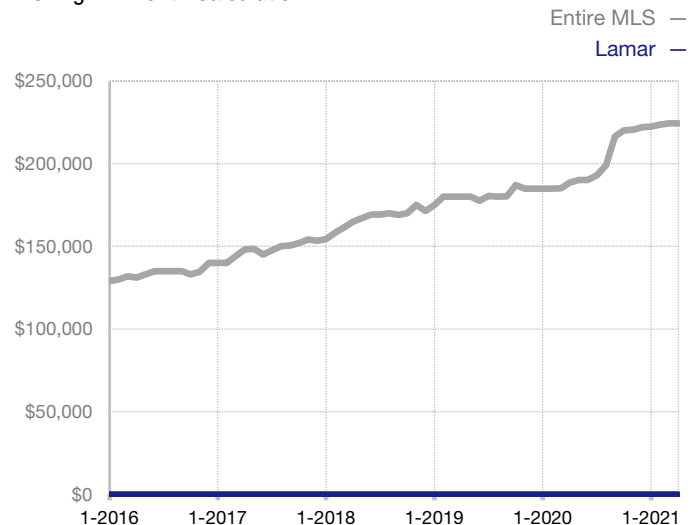
Townhouse/Condo Key Metrics	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

* 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



Local Market Update for April 2021

A Research Tool Provided by the Colorado Association of REALTORS®



Las Animas

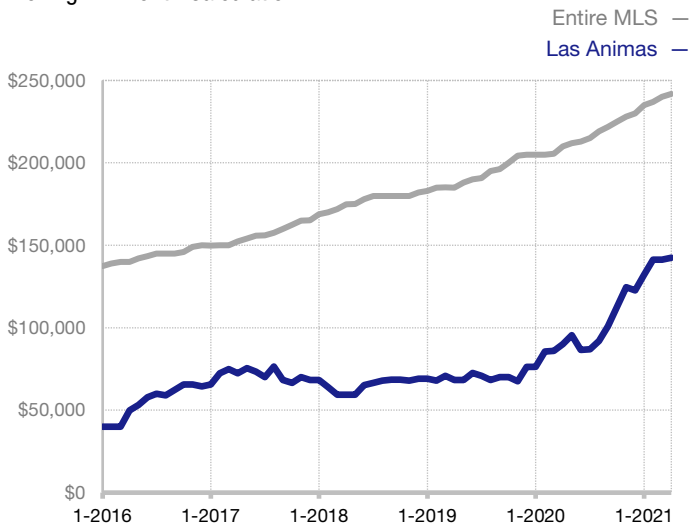
Single Family	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
Key Metrics						
New Listings	3	1	- 66.7%	11	13	+ 18.2%
Sold Listings	3	2	- 33.3%	7	8	+ 14.3%
Median Sales Price*	\$101,000	\$178,500	+ 76.7%	\$101,000	\$177,500	+ 75.7%
Average Sales Price*	\$112,333	\$178,500	+ 58.9%	\$136,714	\$208,063	+ 52.2%
Percent of List Price Received*	96.3%	96.4%	+ 0.1%	92.7%	97.2%	+ 4.9%
Days on Market Until Sale	124	75	- 39.5%	118	112	- 5.1%
Inventory of Homes for Sale	9	2	- 77.8%	--	--	--
Months Supply of Inventory	3.3	0.8	- 75.8%	--	--	--

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

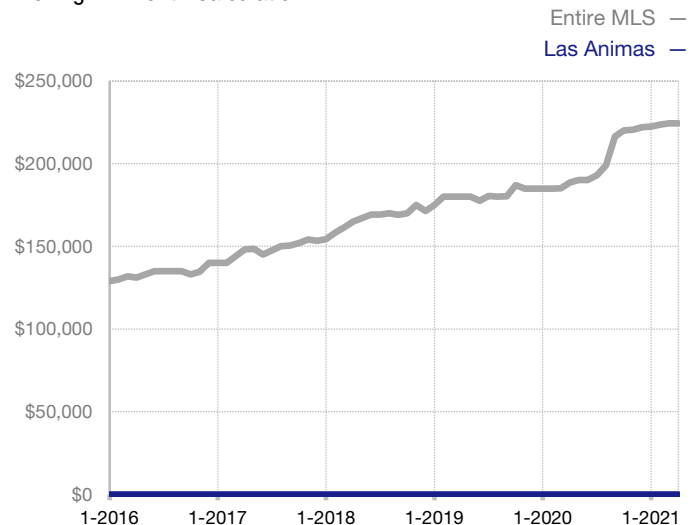
Townhouse/Condo	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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
Rolling 12-Month Calculation



Local Market Update for April 2021

A Research Tool Provided by the Colorado Association of REALTORS®



Manzanola

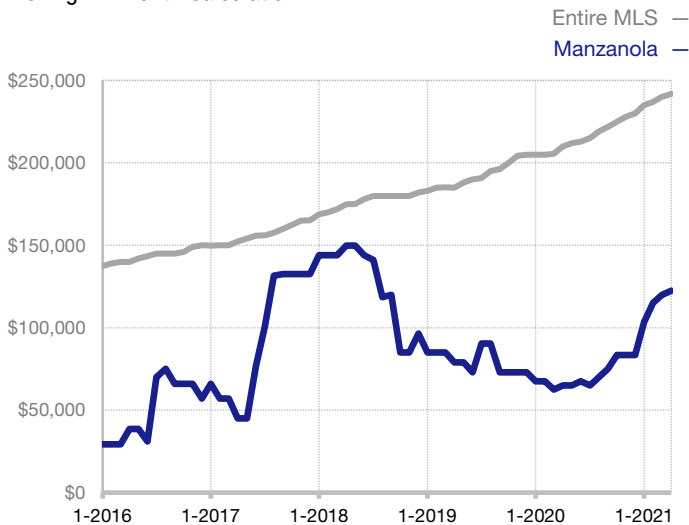
Single Family	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	3	--	3	4	+ 33.3%
Sold Listings	1	0	- 100.0%	4	4	0.0%
Median Sales Price*	\$86,783	\$0	- 100.0%	\$73,392	\$169,000	+ 130.3%
Average Sales Price*	\$86,783	\$0	- 100.0%	\$79,671	\$233,250	+ 192.8%
Percent of List Price Received*	100.0%	0.0%	- 100.0%	95.4%	93.2%	- 2.3%
Days on Market Until Sale	83	0	- 100.0%	70	155	+ 121.4%
Inventory of Homes for Sale	3	2	- 33.3%	--	--	--
Months Supply of Inventory	2.0	1.5	- 25.0%	--	--	--

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

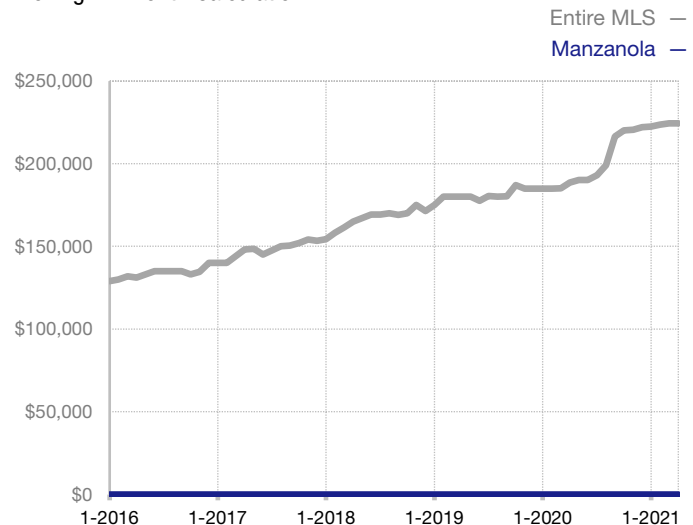
Townhouse/Condo	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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
Rolling 12-Month Calculation



Local Market Update for April 2021

A Research Tool Provided by the Colorado Association of REALTORS®



Rocky Ford

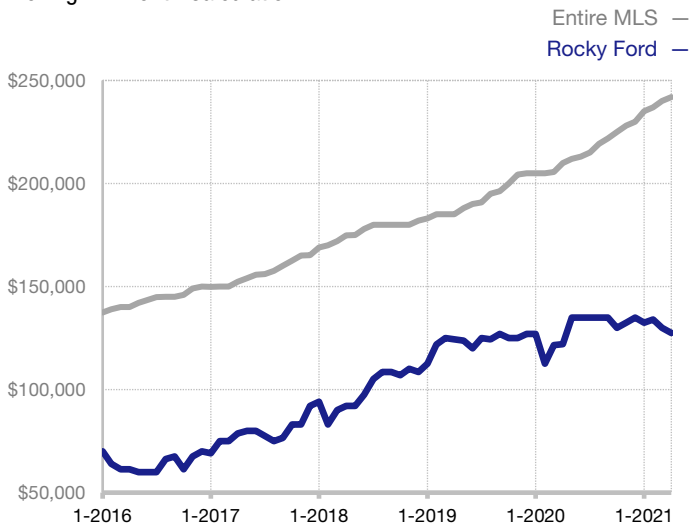
Single Family	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
Key Metrics						
New Listings	4	2	- 50.0%	17	12	- 29.4%
Sold Listings	3	4	+ 33.3%	12	22	+ 83.3%
Median Sales Price*	\$195,000	\$115,500	- 40.8%	\$123,050	\$92,700	- 24.7%
Average Sales Price*	\$180,000	\$167,375	- 7.0%	\$123,925	\$134,800	+ 8.8%
Percent of List Price Received*	94.3%	104.3%	+ 10.6%	94.2%	97.0%	+ 3.0%
Days on Market Until Sale	112	60	- 46.4%	117	92	- 21.4%
Inventory of Homes for Sale	19	5	- 73.7%	--	--	--
Months Supply of Inventory	5.7	1.0	- 82.5%	--	--	--

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

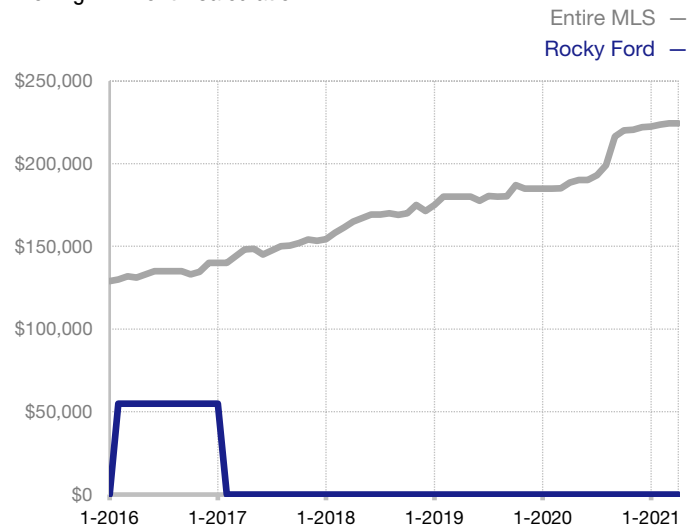
Townhouse/Condo	April			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 04-2020	Thru 04-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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
Rolling 12-Month Calculation



Monthly Indicators



April 2021

Percent changes calculated using year-over-year comparisons.

New Listings were up 23.1 percent for single family homes and 12.5 percent for townhouse-condo properties. Pending Sales increased 56.2 percent for single family homes and 57.1 percent for townhouse-condo properties.

The Median Sales Price was up 18.1 percent to \$275,000 for single family homes but decreased 0.3 percent to \$229,500 for townhouse-condo properties. Days on Market decreased 18.9 percent for single family homes but increased 13.6 percent for townhouse-condo properties.

In the spirit of the great Wayne Gretzky, buyers, sellers, and their agents are all trying their best to skate to where the puck, or rather, the housing market, is going, not where it has been. While housing affordability remains an area to watch as prices continue to rise, strong buyer demand and limited housing supply show no signs of easing soon, pointing to a continuation of this market trend through spring and into summer.

Activity Snapshot

+ 17.8%	+ 17.8%	- 52.6%
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.

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	4-2020	4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		225	277	+ 23.1%	1,018	1,085	+ 6.6%
Pending Sales		162	253	+ 56.2%	873	988	+ 13.2%
Sold Listings		213	254	+ 19.2%	842	887	+ 5.3%
Median Sales Price		\$232,900	\$275,000	+ 18.1%	\$215,000	\$259,950	+ 20.9%
Avg. Sales Price		\$235,926	\$284,606	+ 20.6%	\$220,311	\$268,993	+ 22.1%
Pct. of List Price Received		98.0%	101.9%	+ 4.0%	98.1%	100.6%	+ 2.5%
Days on Market		74	60	- 18.9%	75	66	- 12.0%
Affordability Index		165	141	- 14.5%	179	150	- 16.2%
Active Listings		396	192	- 51.5%	--	--	--
Months Supply		1.7	0.8	- 52.9%	--	--	--

Townhouse-Condo Market Overview

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

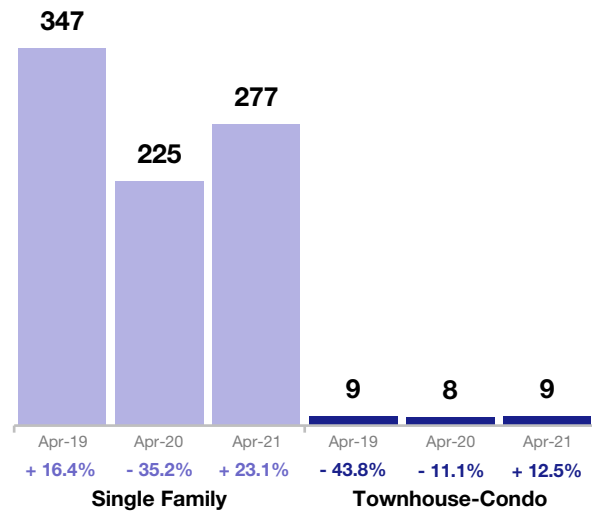


Key Metrics	Historical Sparkbars	4-2020	4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		8	9	+ 12.5%	51	38	- 25.5%
Pending Sales		7	11	+ 57.1%	45	42	- 6.7%
Sold Listings		12	11	- 8.3%	44	38	- 13.6%
Median Sales Price		\$230,250	\$229,500	- 0.3%	\$211,500	\$206,000	- 2.6%
Avg. Sales Price		\$226,967	\$226,605	- 0.2%	\$195,002	\$201,566	+ 3.4%
Pct. of List Price Received		97.0%	101.2%	+ 4.3%	98.2%	99.6%	+ 1.4%
Days on Market		66	75	+ 13.6%	84	67	- 20.2%
Affordability Index		167	169	+ 1.2%	182	189	+ 3.8%
Active Listings		15	3	- 80.0%	--	--	--
Months Supply		1.5	0.3	- 80.0%	--	--	--

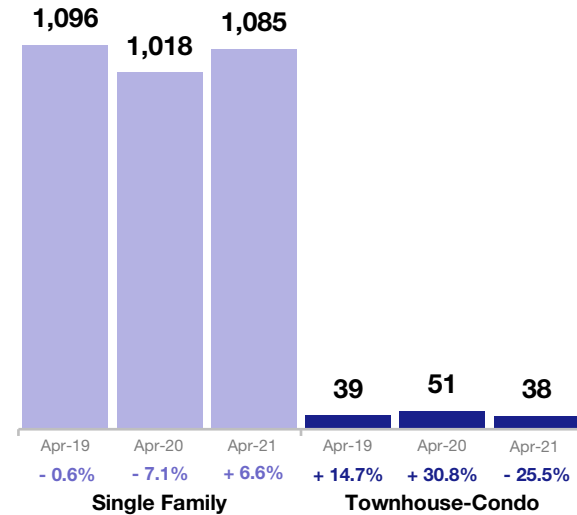
New Listings



April

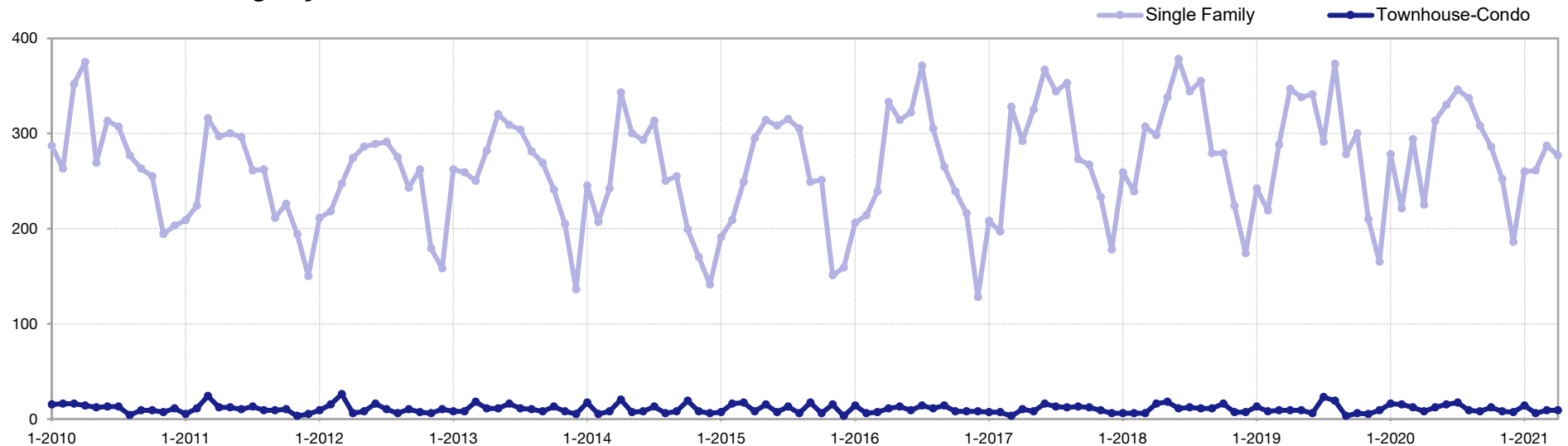


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	313	-7.4%	12	+33.3%
Jun-2020	330	-3.2%	15	+150.0%
Jul-2020	346	+18.9%	17	-26.1%
Aug-2020	337	-9.7%	9	-52.6%
Sep-2020	308	+10.8%	8	+166.7%
Oct-2020	286	-4.7%	12	+100.0%
Nov-2020	252	+20.0%	8	+60.0%
Dec-2020	186	+12.7%	7	-22.2%
Jan-2021	260	-6.5%	14	-12.5%
Feb-2021	261	+18.1%	6	-60.0%
Mar-2021	287	-2.4%	9	-25.0%
Apr-2021	277	+23.1%	9	+12.5%

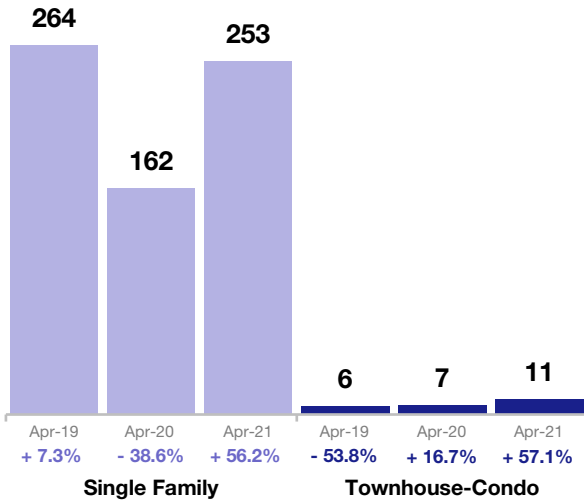
Historical New Listings by Month



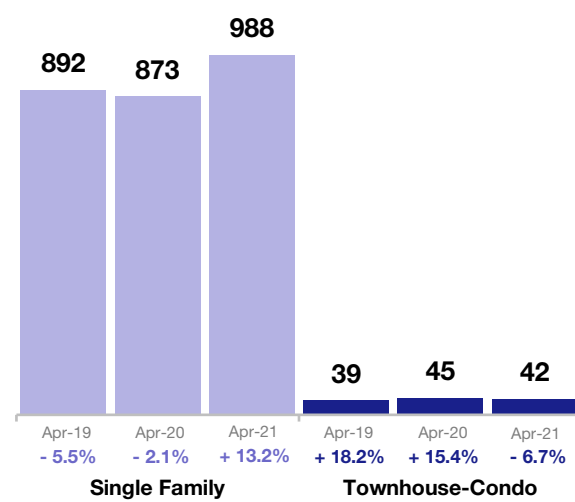
Pending Sales



April

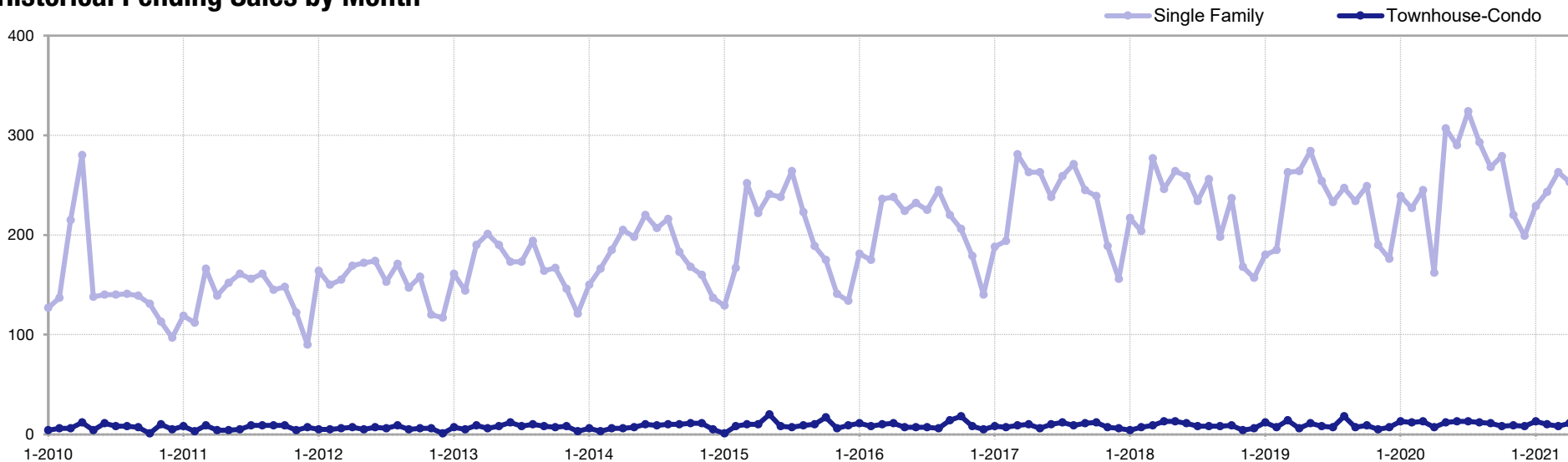


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	307	+8.1%	12	+9.1%
Jun-2020	290	+14.2%	13	+62.5%
Jul-2020	324	+39.1%	13	+85.7%
Aug-2020	293	+18.6%	12	-33.3%
Sep-2020	268	+14.5%	11	+57.1%
Oct-2020	279	+12.0%	8	-11.1%
Nov-2020	220	+15.8%	9	+80.0%
Dec-2020	199	+13.1%	8	+14.3%
Jan-2021	229	-4.2%	13	0.0%
Feb-2021	243	+7.0%	10	-16.7%
Mar-2021	263	+7.3%	8	-38.5%
Apr-2021	253	+56.2%	11	+57.1%

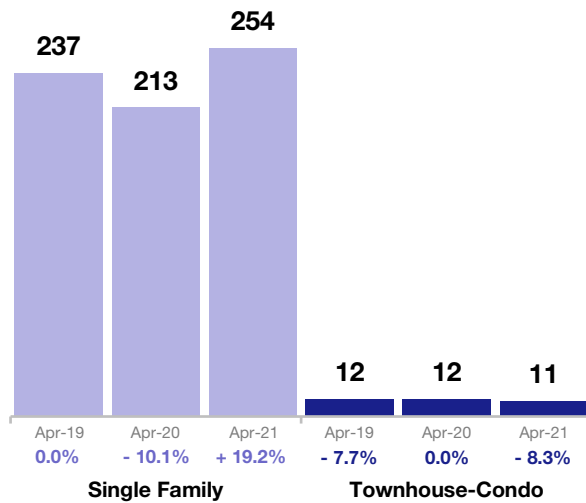
Historical Pending Sales by Month



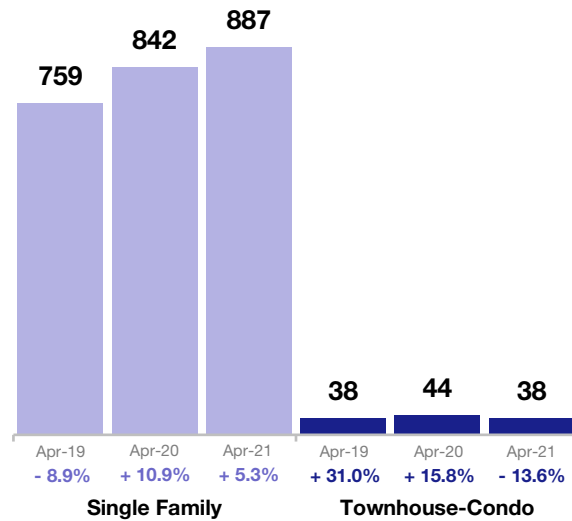
Sold Listings



April

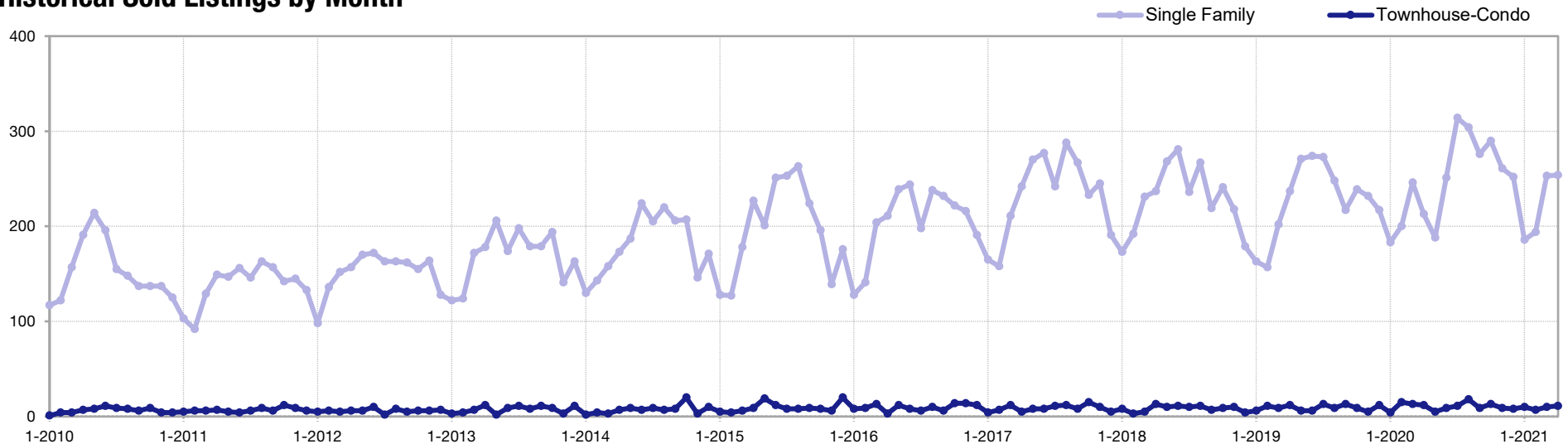


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	188	-30.6%	5	-16.7%
Jun-2020	251	-8.4%	9	+50.0%
Jul-2020	314	+15.0%	11	-15.4%
Aug-2020	304	+22.6%	18	+100.0%
Sep-2020	276	+27.2%	9	-30.8%
Oct-2020	290	+21.3%	13	+44.4%
Nov-2020	261	+12.5%	9	+80.0%
Dec-2020	252	+16.1%	8	-33.3%
Jan-2021	186	+1.6%	10	+150.0%
Feb-2021	194	-3.0%	7	-53.3%
Mar-2021	253	+2.8%	10	-23.1%
Apr-2021	254	+19.2%	11	-8.3%

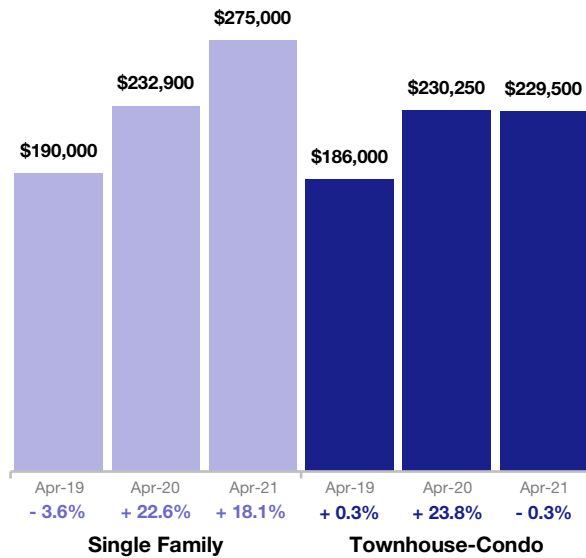
Historical Sold Listings by Month



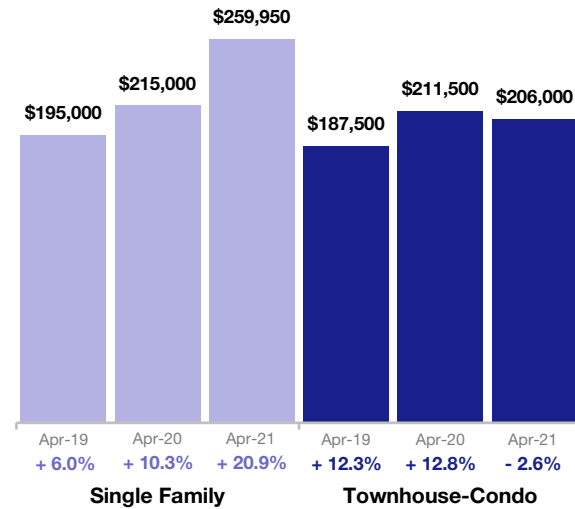
Median Sales Price



April

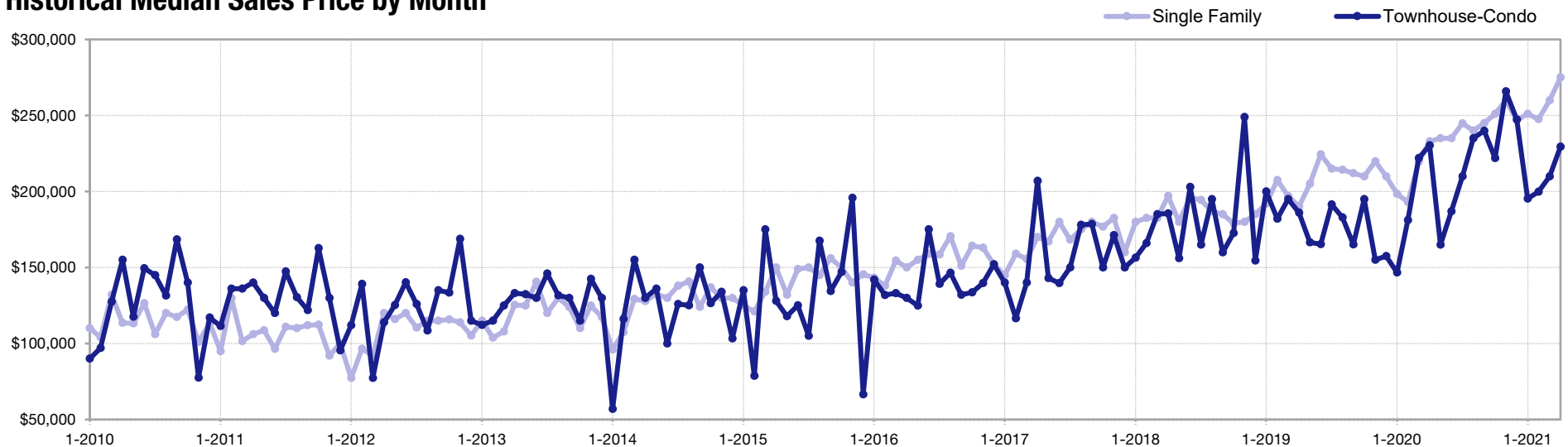


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-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	\$251,000	+19.6%	\$222,000	+13.8%
Nov-2020	\$260,000	+18.2%	\$265,803	+71.5%
Dec-2020	\$246,850	+17.6%	\$247,450	+57.1%
Jan-2021	\$251,000	+26.5%	\$195,250	+33.0%
Feb-2021	\$247,510	+28.2%	\$199,900	+10.4%
Mar-2021	\$260,000	+18.3%	\$209,950	-5.4%
Apr-2021	\$275,000	+18.1%	\$229,500	-0.3%

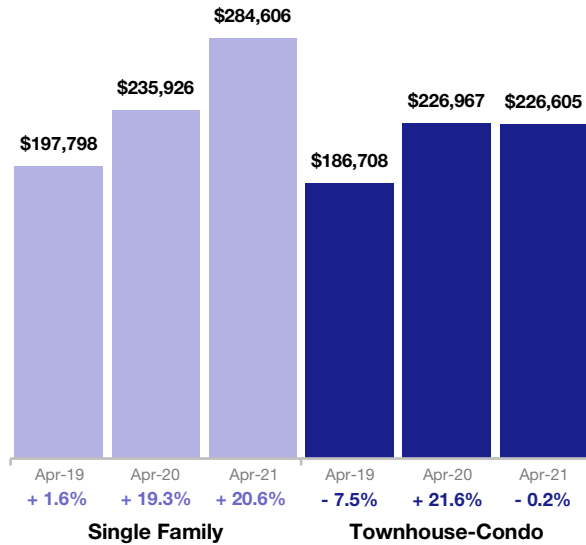
Historical Median Sales Price by Month



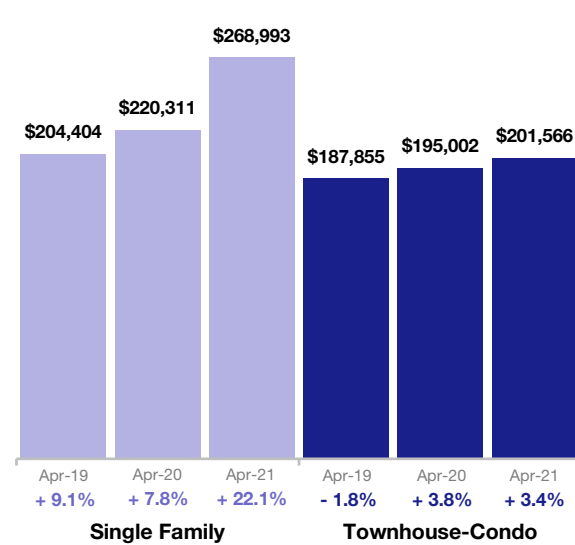
Average Sales Price



April

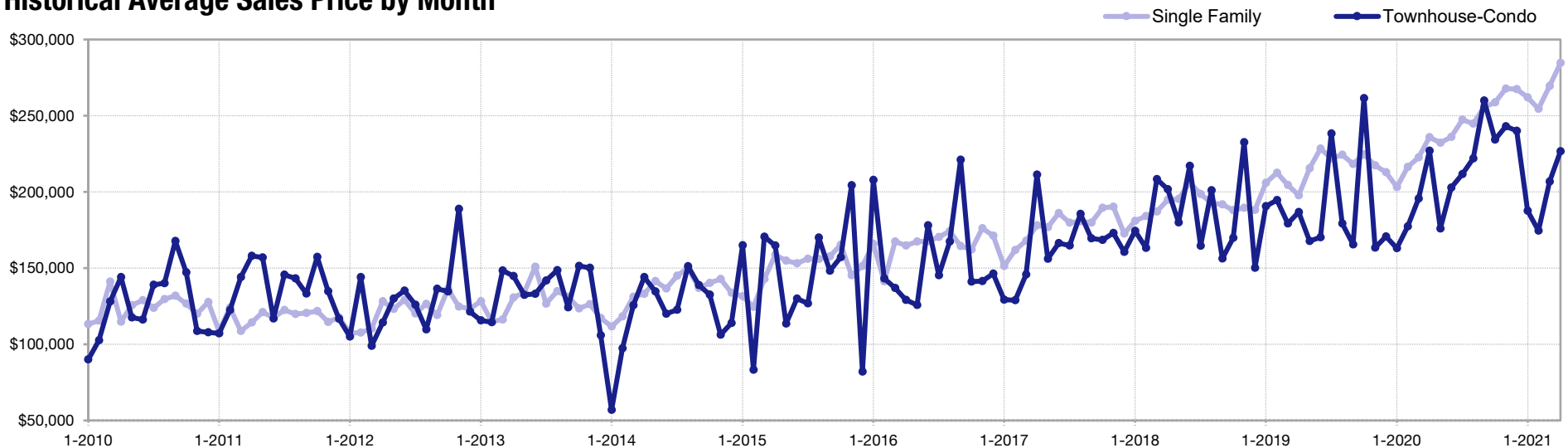


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	\$232,283	+7.8%	\$175,900	+4.9%
Jun-2020	\$236,039	+3.3%	\$202,700	+19.1%
Jul-2020	\$247,431	+11.4%	\$211,682	-11.2%
Aug-2020	\$244,803	+9.1%	\$221,931	+23.8%
Sep-2020	\$255,538	+17.0%	\$259,933	+57.1%
Oct-2020	\$258,680	+15.2%	\$234,262	-10.4%
Nov-2020	\$267,770	+23.2%	\$243,045	+48.8%
Dec-2020	\$267,357	+25.6%	\$240,084	+40.7%
Jan-2021	\$262,089	+29.0%	\$187,701	+15.1%
Feb-2021	\$254,593	+17.6%	\$174,529	-1.6%
Mar-2021	\$269,497	+21.0%	\$206,815	+5.7%
Apr-2021	\$284,606	+20.6%	\$226,605	-0.2%

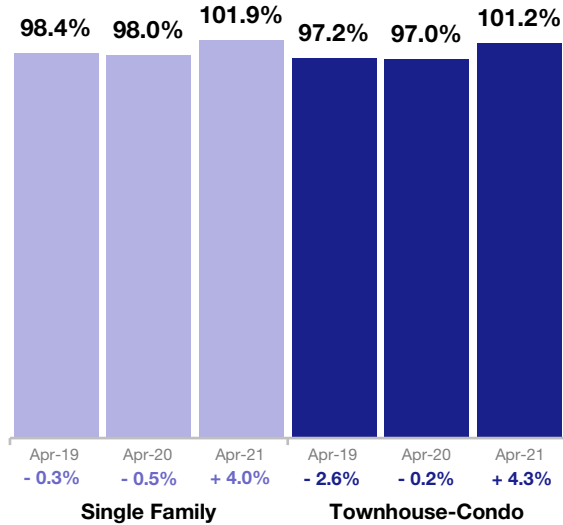
Historical Average Sales Price by Month



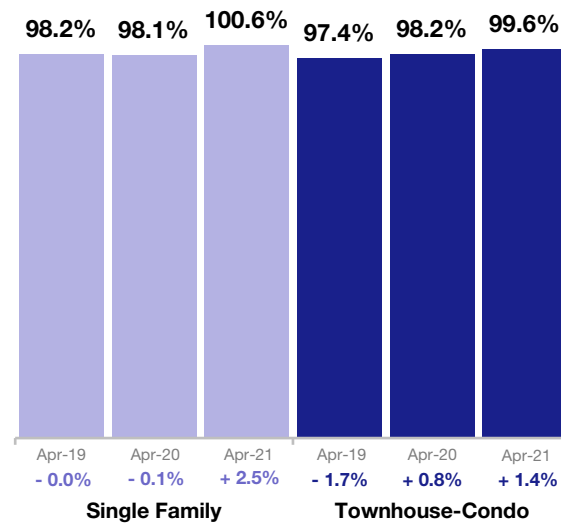
Percent of List Price Received



April

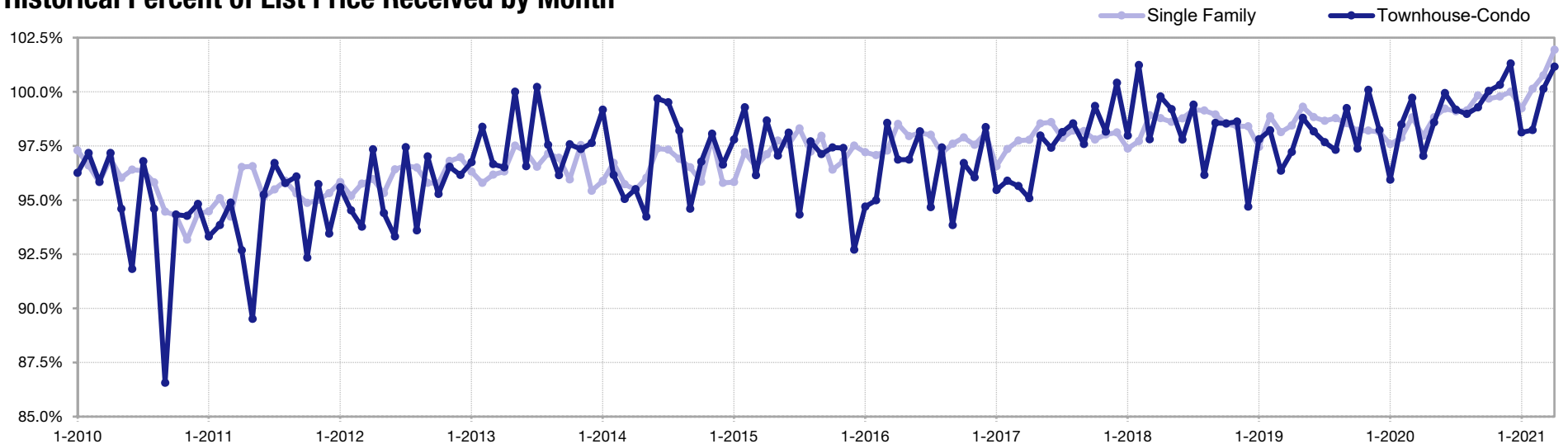


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-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	99.2%	+1.6%	98.1%	+2.3%
Feb-2021	100.1%	+2.2%	98.2%	-0.3%
Mar-2021	100.8%	+2.0%	100.1%	+0.4%
Apr-2021	101.9%	+4.0%	101.2%	+4.3%

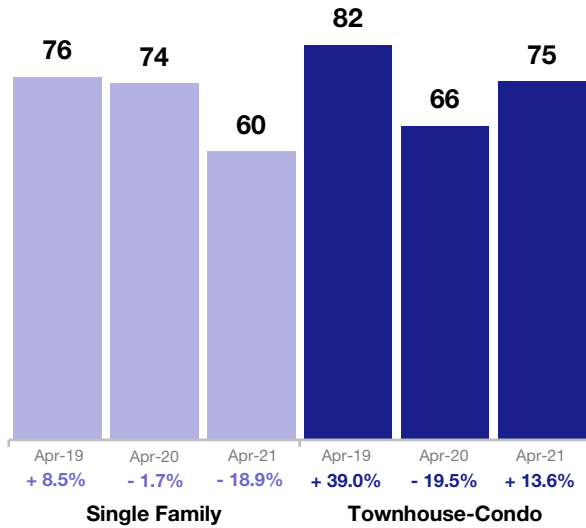
Historical Percent of List Price Received by Month



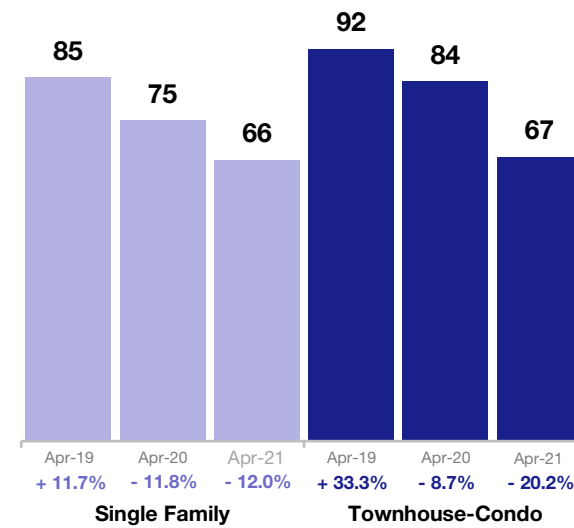
Days on Market Until Sale



April

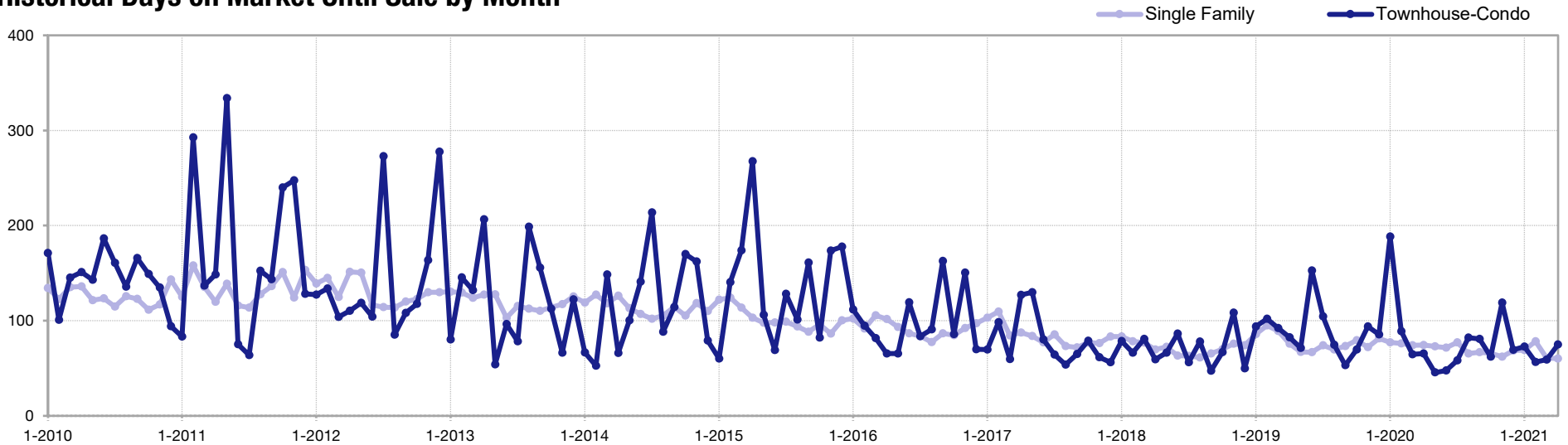


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-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	69	-14.8%	69	-19.8%
Jan-2021	69	-10.4%	73	-61.4%
Feb-2021	78	+2.6%	57	-36.0%
Mar-2021	61	-17.6%	59	-9.2%
Apr-2021	60	-18.9%	75	+13.6%

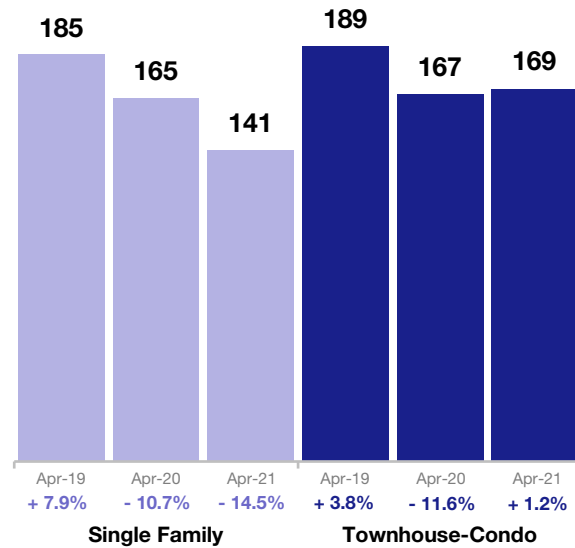
Historical Days on Market Until Sale by Month



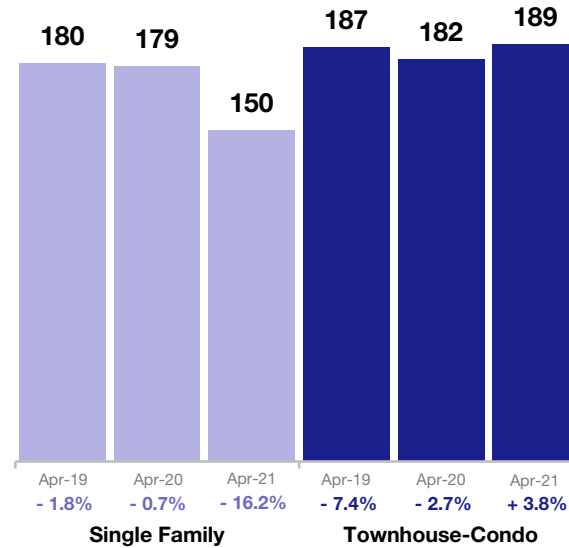
Housing Affordability Index



April

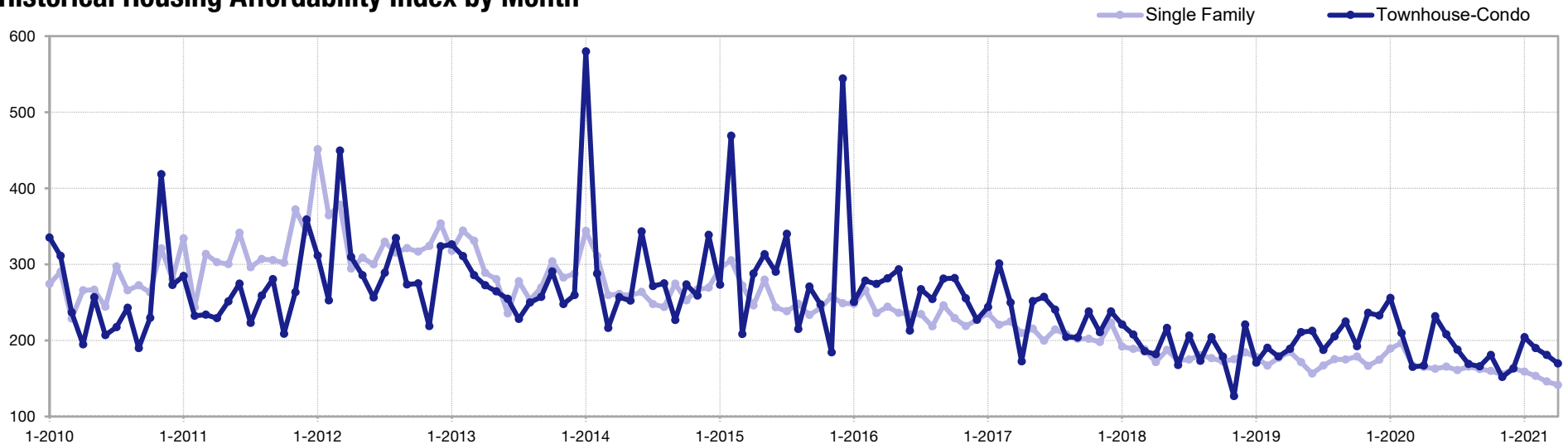


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-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	160	-10.6%	181	-5.7%
Nov-2020	155	-7.2%	152	-35.6%
Dec-2020	163	-6.9%	163	-30.0%
Jan-2021	159	-15.9%	204	-20.3%
Feb-2021	153	-22.3%	190	-9.5%
Mar-2021	146	-12.6%	181	+9.7%
Apr-2021	141	-14.5%	169	+1.2%

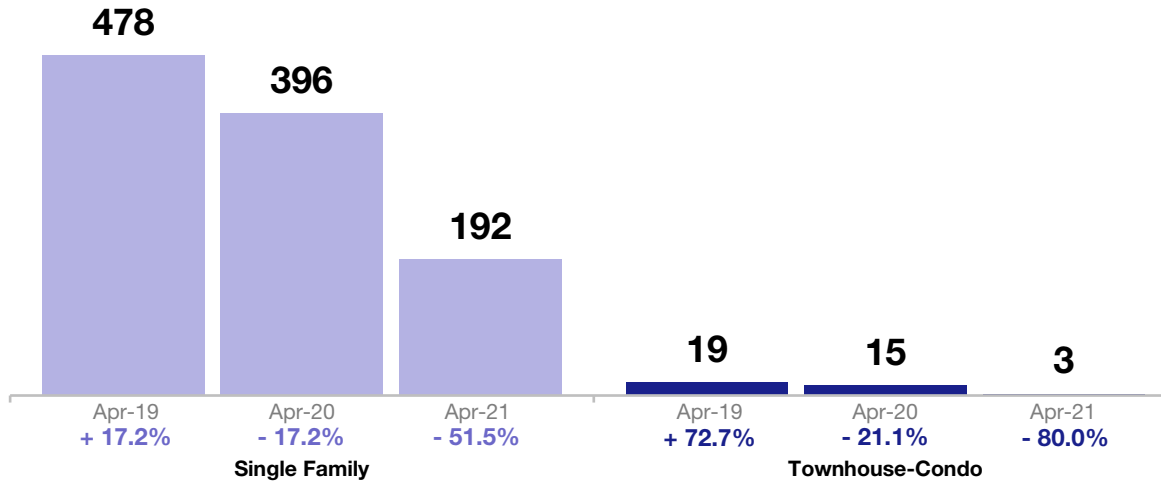
Historical Housing Affordability Index by Month



Inventory of Active Listings

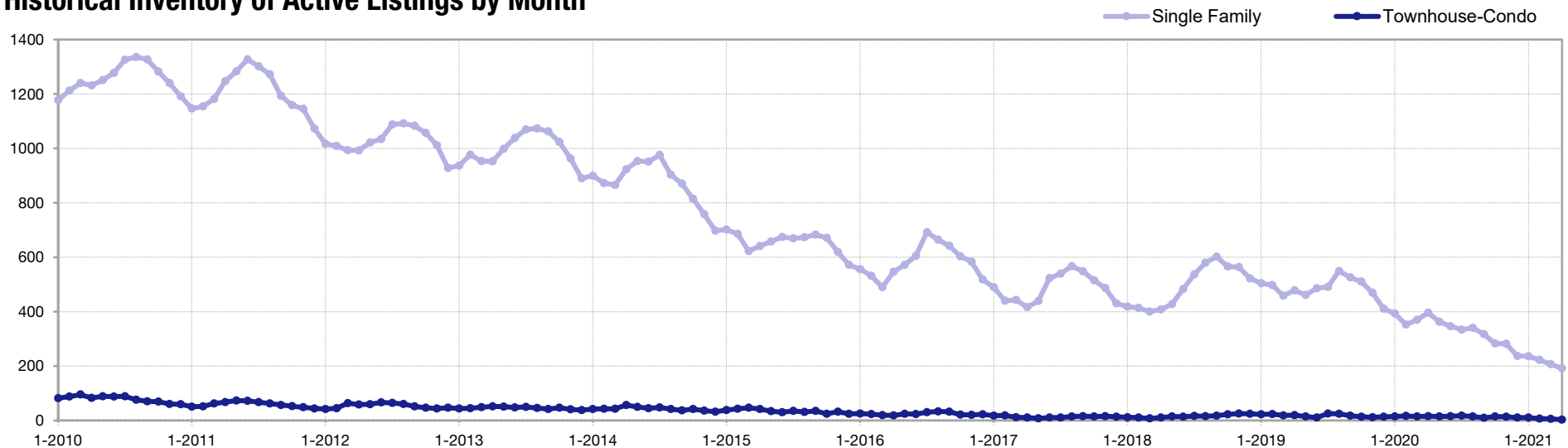


April



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	363	-21.3%	14	0.0%
Jun-2020	346	-28.8%	15	+36.4%
Jul-2020	334	-32.0%	17	-32.0%
Aug-2020	340	-38.1%	14	-41.7%
Sep-2020	317	-39.7%	10	-41.2%
Oct-2020	283	-44.5%	14	+7.7%
Nov-2020	282	-39.9%	13	+8.3%
Dec-2020	237	-42.3%	11	-15.4%
Jan-2021	236	-39.9%	11	-21.4%
Feb-2021	222	-36.9%	7	-56.3%
Mar-2021	207	-44.1%	6	-57.1%
Apr-2021	192	-51.5%	3	-80.0%

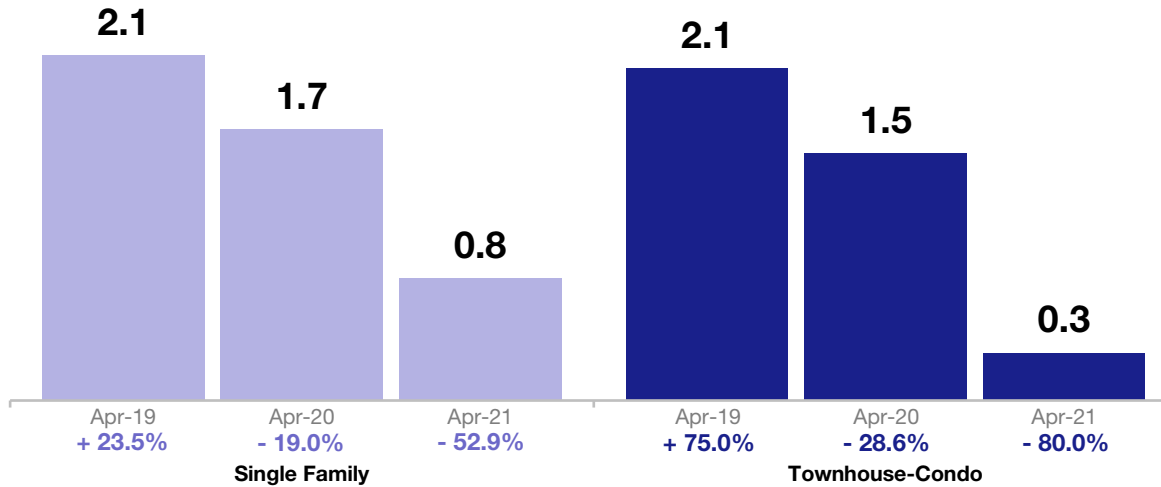
Historical Inventory of Active Listings by Month



Months Supply of Inventory

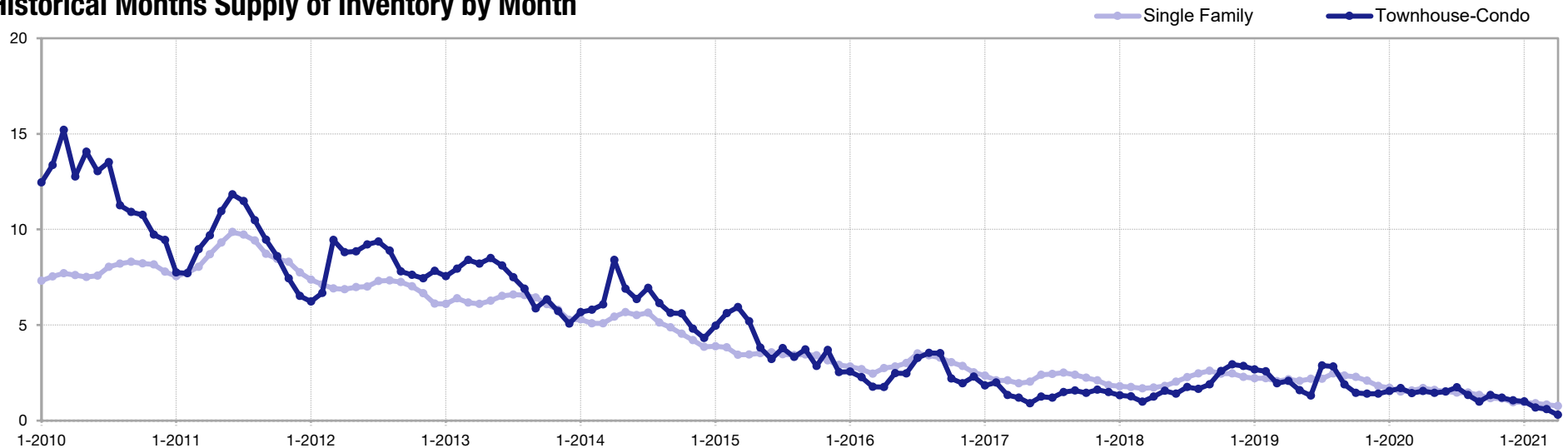


April



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2020	1.6	-23.8%	1.4	-12.5%
Jun-2020	1.5	-31.8%	1.5	+15.4%
Jul-2020	1.5	-31.8%	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%	1.3	-7.1%
Nov-2020	1.1	-47.6%	1.2	-14.3%
Dec-2020	1.0	-44.4%	1.0	-28.6%
Jan-2021	1.0	-41.2%	1.0	-33.3%
Feb-2021	0.9	-40.0%	0.7	-58.8%
Mar-2021	0.8	-50.0%	0.6	-57.1%
Apr-2021	0.8	-52.9%	0.3	-80.0%

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.



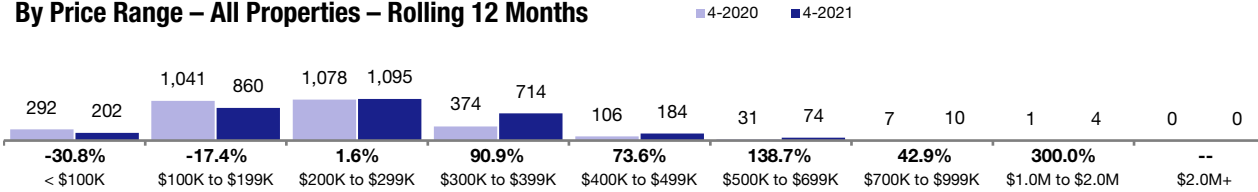
Key Metrics	Historical Sparkbars	4-2020	4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		233	286	+ 22.7%	1,069	1,123	+ 5.1%
Pending Sales		169	264	+ 56.2%	918	1,030	+ 12.2%
Sold Listings		225	265	+ 17.8%	886	925	+ 4.4%
Median Sales Price		\$232,900	\$274,390	+ 17.8%	\$215,000	\$255,000	+ 18.6%
Avg. Sales Price		\$235,448	\$282,189	+ 19.9%	\$219,053	\$266,220	+ 21.5%
Pct. of List Price Received		97.9%	101.9%	+ 4.1%	98.1%	100.6%	+ 2.5%
Days on Market		74	61	- 17.6%	76	66	- 13.2%
Affordability Index		165	142	- 13.9%	179	153	- 14.5%
Active Listings		411	195	- 52.6%	--	--	--
Months Supply		1.7	0.7	- 58.8%	--	--	--

Sold Listings

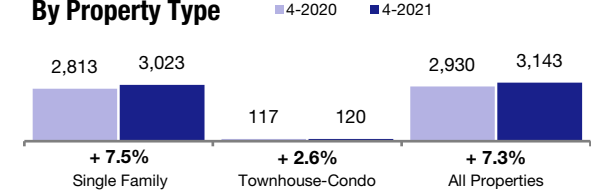
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	4-2020	4-2021	Change	4-2020	4-2021	Change
\$99,999 and Below	280	199	-28.9%	12	3	-75.0%
\$100,000 to \$199,999	987	815	-17.4%	54	45	-16.7%
\$200,000 to \$299,999	1,037	1,037	0.0%	41	58	+41.5%
\$300,000 to \$399,999	367	701	+91.0%	7	13	+85.7%
\$400,000 to \$499,999	105	183	+74.3%	1	1	0.0%
\$500,000 to \$699,999	29	74	+155.2%	2	0	-100.0%
\$700,000 to \$999,999	7	10	+42.9%	0	0	--
\$1,000,000 to \$1,999,999	1	4	+300.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,813	3,023	+7.5%	117	120	+2.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2021	4-2021	Change	3-2021	4-2021	Change
\$99,999 and Below	13	6	-53.8%	0	0	--
\$100,000 to \$199,999	63	65	+3.2%	4	5	+25.0%
\$200,000 to \$299,999	74	69	-6.8%	6	3	-50.0%
\$300,000 to \$399,999	75	75	0.0%	0	3	--
\$400,000 to \$499,999	19	31	+63.2%	0	0	--
\$500,000 to \$699,999	9	7	-22.2%	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	253	254	+0.4%	10	11	+10.0%

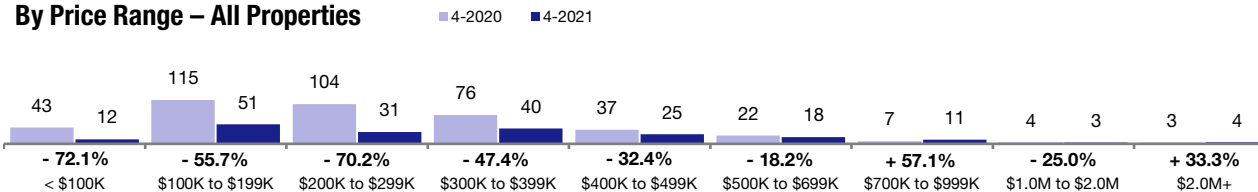
Year to Date

By Price Range	Single Family			Condo		
	4-2020	4-2021	Change	4-2020	4-2021	Change
\$99,999 and Below	81	45	-44.4%	5	3	-40.0%
\$100,000 to \$199,999	310	231	-25.5%	16	15	-6.3%
\$200,000 to \$299,999	296	266	-10.1%	20	17	-15.0%
\$300,000 to \$399,999	116	239	+106.0%	3	3	0.0%
\$400,000 to \$499,999	31	76	+145.2%	0	0	--
\$500,000 to \$699,999	7	28	+300.0%	0	0	--
\$700,000 to \$999,999	0	2	--	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	842	887	+5.3%	44	38	-13.6%

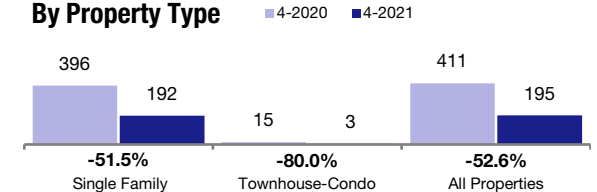
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Condo		
	4-2020	4-2021	Change	4-2020	4-2021	Change
\$99,999 and Below	43	12	-72.1%	0	0	--
\$100,000 to \$199,999	113	51	-54.9%	2	0	-100.0%
\$200,000 to \$299,999	97	29	-70.1%	7	2	-71.4%
\$300,000 to \$399,999	71	40	-43.7%	5	0	-100.0%
\$400,000 to \$499,999	36	25	-30.6%	1	0	-100.0%
\$500,000 to \$699,999	22	18	-18.2%	0	0	--
\$700,000 to \$999,999	7	10	+42.9%	0	1	--
\$1,000,000 to \$1,999,999	4	3	-25.0%	0	0	--
\$2,000,000 and Above	3	4	+33.3%	0	0	--
All Price Ranges	396	192	-51.5%	15	3	-80.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2021	4-2021	Change	3-2021	4-2021	Change
\$99,999 and Below	16	12	-25.0%	0	0	--
\$100,000 to \$199,999	68	51	-25.0%	1	0	-100.0%
\$200,000 to \$299,999	30	29	-3.3%	2	2	0.0%
\$300,000 to \$399,999	37	40	+8.1%	0	0	--
\$400,000 to \$499,999	25	25	0.0%	2	0	-100.0%
\$500,000 to \$699,999	16	18	+12.5%	0	0	--
\$700,000 to \$999,999	9	10	+11.1%	1	1	0.0%
\$1,000,000 to \$1,999,999	2	3	+50.0%	0	0	--
\$2,000,000 and Above	4	4	0.0%	0	0	--
All Price Ranges	207	192	-7.2%	6	3	-50.0%

Year to Date

By Price Range	Single Family			Condo		
	4-2020	4-2021	Change	4-2020	4-2021	Change
\$99,999 and Below	16	12	-25.0%	0	0	--
\$100,000 to \$199,999	68	51	-25.0%	1	0	-100.0%
\$200,000 to \$299,999	30	29	-3.3%	2	2	0.0%
\$300,000 to \$399,999	37	40	+8.1%	0	0	--
\$400,000 to \$499,999	25	25	0.0%	2	0	-100.0%
\$500,000 to \$699,999	16	18	+12.5%	0	0	--
\$700,000 to \$999,999	9	10	+11.1%	1	1	0.0%
\$1,000,000 to \$1,999,999	2	3	+50.0%	0	0	--
\$2,000,000 and Above	4	4	0.0%	0	0	--
All Price Ranges	207	192	-7.2%	6	3	-50.0%

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.