

Local Market Update for September 2020

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

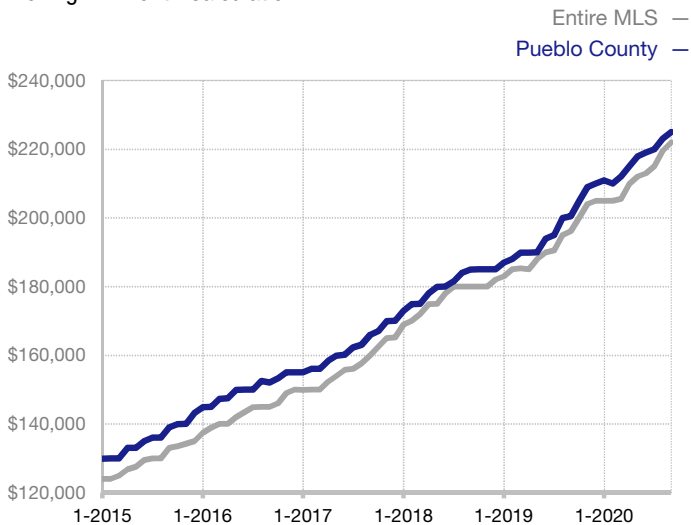
Single Family Key Metrics	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
New Listings	276	292	+ 5.8%	2,667	2,595	- 2.7%
Sold Listings	210	246	+ 17.1%	2,001	2,117	+ 5.8%
Median Sales Price*	\$212,000	\$252,000	+ 18.9%	\$209,000	\$231,000	+ 10.5%
Average Sales Price*	\$216,668	\$260,401	+ 20.2%	\$215,689	\$234,863	+ 8.9%
Percent of List Price Received*	98.8%	100.2%	+ 1.4%	98.7%	98.9%	+ 0.2%
Days on Market Until Sale	71	69	- 2.8%	74	73	- 1.4%
Inventory of Homes for Sale	504	249	- 50.6%	--	--	--
Months Supply of Inventory	2.3	1.1	- 52.2%	--	--	--

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

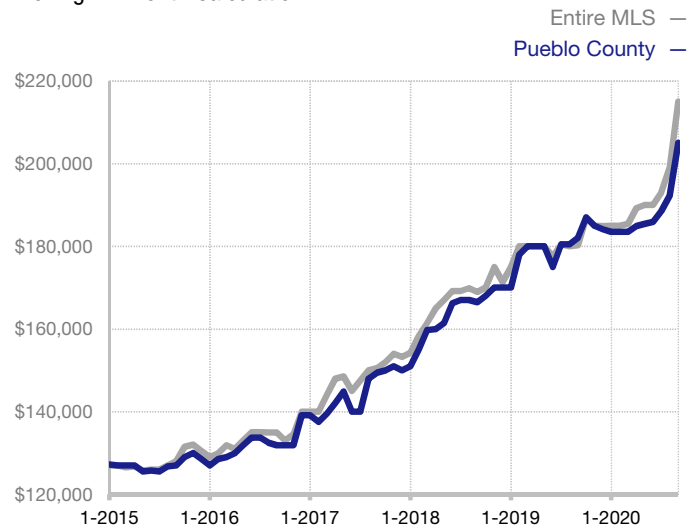
Townhouse/Condo Key Metrics	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
New Listings	3	6	+ 100.0%	96	107	+ 11.5%
Sold Listings	13	8	- 38.5%	81	91	+ 12.3%
Median Sales Price*	\$165,100	\$237,450	+ 43.8%	\$184,900	\$218,000	+ 17.9%
Average Sales Price*	\$165,458	\$230,300	+ 39.2%	\$187,776	\$205,777	+ 9.6%
Percent of List Price Received*	99.2%	99.2%	0.0%	97.9%	98.9%	+ 1.0%
Days on Market Until Sale	53	76	+ 43.4%	90	76	- 15.6%
Inventory of Homes for Sale	17	11	- 35.3%	--	--	--
Months Supply of Inventory	2.0	1.1	- 45.0%	--	--	--

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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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Arkansas Valley/Otero County

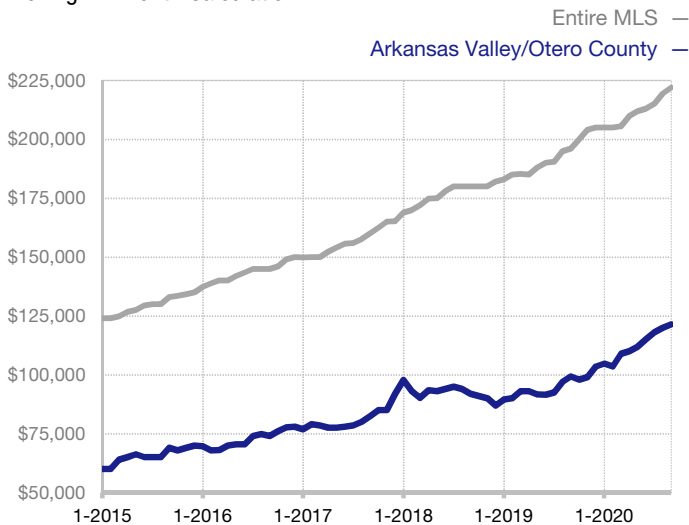
Single Family	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
Key Metrics						
New Listings	38	46	+ 21.1%	340	322	- 5.3%
Sold Listings	27	23	- 14.8%	263	246	- 6.5%
Median Sales Price*	\$127,900	\$162,000	+ 26.7%	\$101,763	\$124,700	+ 22.5%
Average Sales Price*	\$126,537	\$173,225	+ 36.9%	\$120,634	\$140,643	+ 16.6%
Percent of List Price Received*	98.1%	98.3%	+ 0.2%	95.4%	96.3%	+ 0.9%
Days on Market Until Sale	90	79	- 12.2%	101	104	+ 3.0%
Inventory of Homes for Sale	104	85	- 18.3%	--	--	--
Months Supply of Inventory	3.7	3.0	- 18.9%	--	--	--

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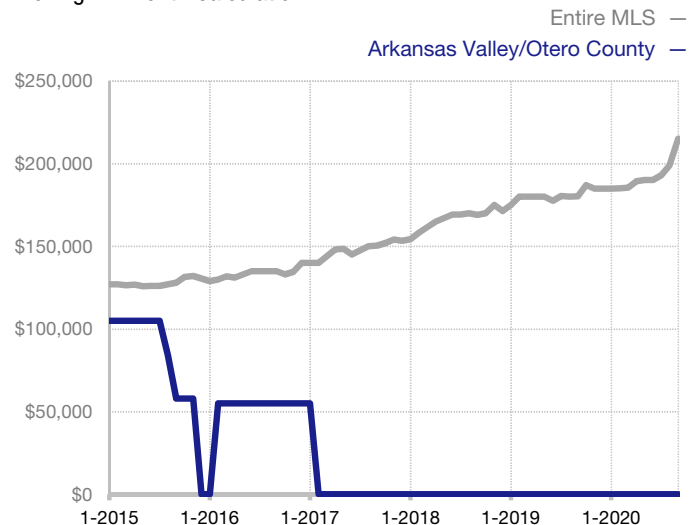
Townhouse/Condo	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$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	1	0	- 100.0%	--	--	--
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

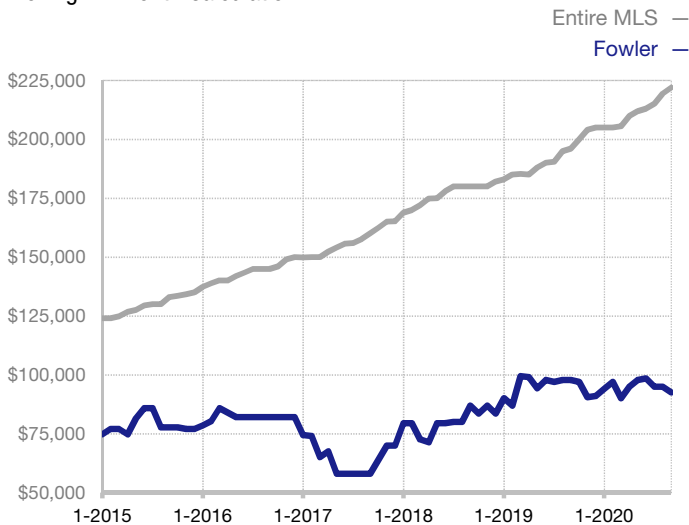
Single Family	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
Key Metrics						
New Listings	4	2	- 50.0%	30	18	- 40.0%
Sold Listings	4	1	- 75.0%	31	16	- 48.4%
Median Sales Price*	\$145,000	\$120,000	- 17.2%	\$99,500	\$115,000	+ 15.6%
Average Sales Price*	\$161,000	\$120,000	- 25.5%	\$132,628	\$132,344	- 0.2%
Percent of List Price Received*	95.2%	100.8%	+ 5.9%	96.3%	96.9%	+ 0.6%
Days on Market Until Sale	62	338	+ 445.2%	76	111	+ 46.1%
Inventory of Homes for Sale	6	6	0.0%	--	--	--
Months Supply of Inventory	1.6	3.0	+ 87.5%	--	--	--

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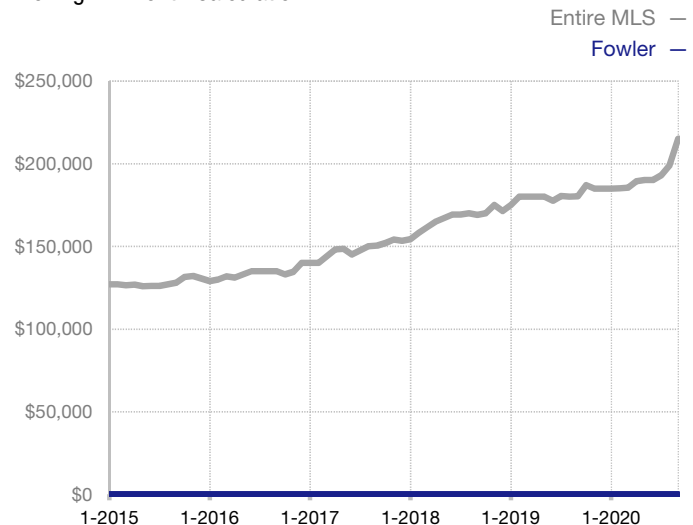
Townhouse/Condo	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

* 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

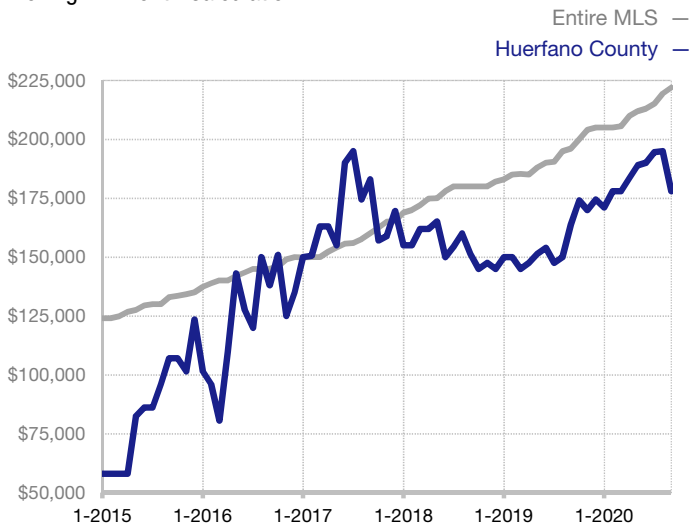
Single Family	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
Key Metrics						
New Listings	7	14	+ 100.0%	104	104	0.0%
Sold Listings	11	9	- 18.2%	67	55	- 17.9%
Median Sales Price*	\$205,500	\$100,000	- 51.3%	\$174,000	\$178,000	+ 2.3%
Average Sales Price*	\$238,318	\$161,178	- 32.4%	\$214,114	\$301,827	+ 41.0%
Percent of List Price Received*	88.9%	89.0%	+ 0.1%	93.7%	92.3%	- 1.5%
Days on Market Until Sale	292	159	- 45.5%	220	168	- 23.6%
Inventory of Homes for Sale	66	56	- 15.2%	--	--	--
Months Supply of Inventory	9.8	9.2	- 6.1%	--	--	--

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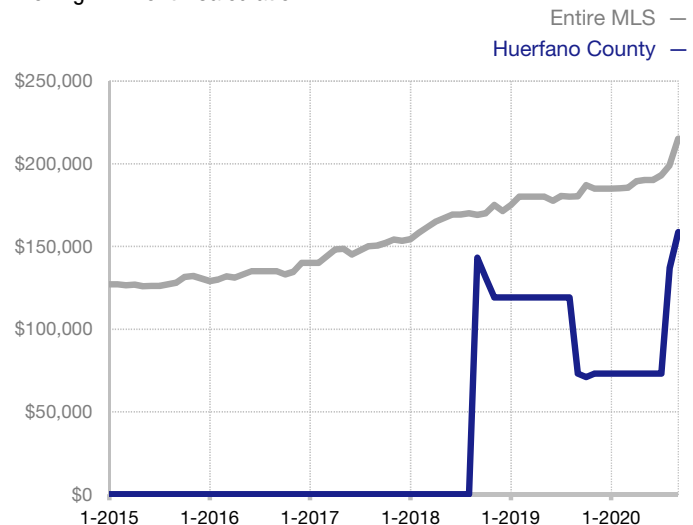
Townhouse/Condo	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	4	+ 300.0%
Sold Listings	1	1	0.0%	1	4	+ 300.0%
Median Sales Price*	\$73,000	\$205,000	+ 180.8%	\$73,000	\$158,490	+ 117.1%
Average Sales Price*	\$73,000	\$205,000	+ 180.8%	\$73,000	\$160,970	+ 120.5%
Percent of List Price Received*	97.3%	108.5%	+ 11.5%	97.3%	101.8%	+ 4.6%
Days on Market Until Sale	52	85	+ 63.5%	52	76	+ 46.2%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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La Junta

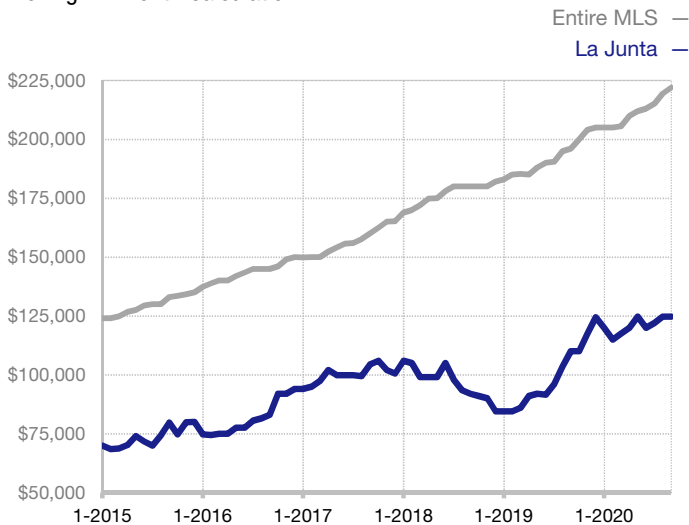
Single Family	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
Key Metrics						
New Listings	12	7	- 41.7%	81	69	- 14.8%
Sold Listings	6	6	0.0%	66	62	- 6.1%
Median Sales Price*	\$111,250	\$138,950	+ 24.9%	\$115,250	\$124,500	+ 8.0%
Average Sales Price*	\$115,100	\$134,463	+ 16.8%	\$124,283	\$132,034	+ 6.2%
Percent of List Price Received*	101.6%	103.6%	+ 2.0%	96.7%	98.2%	+ 1.6%
Days on Market Until Sale	68	105	+ 54.4%	118	112	- 5.1%
Inventory of Homes for Sale	20	14	- 30.0%	--	--	--
Months Supply of Inventory	2.9	1.9	- 34.5%	--	--	--

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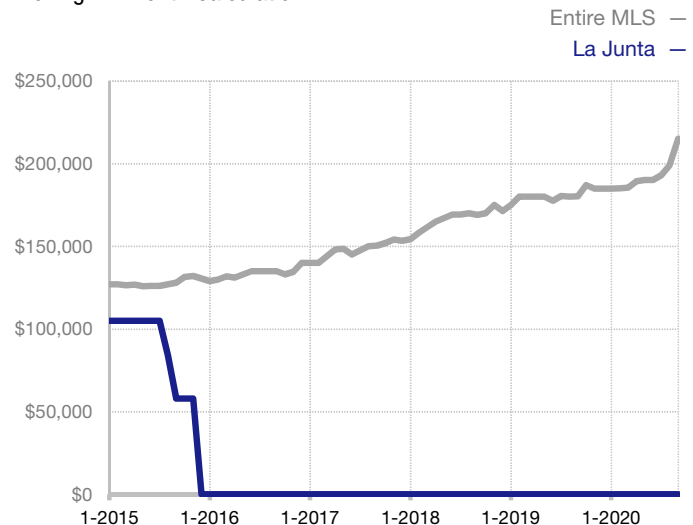
Townhouse/Condo	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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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Lamar

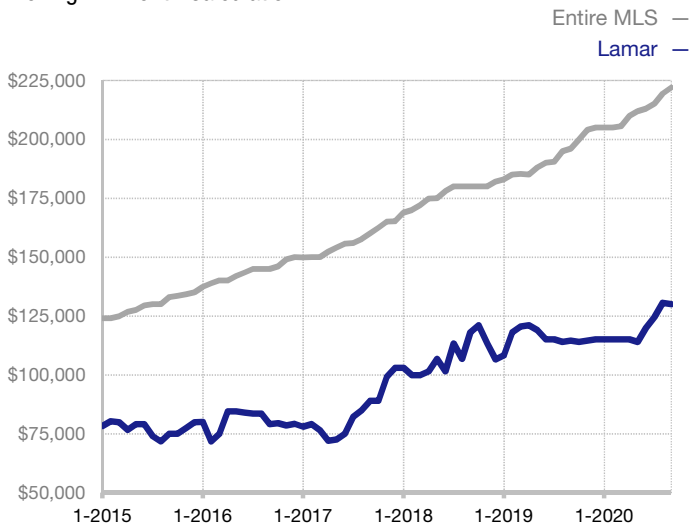
Single Family	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
Key Metrics						
New Listings	5	3	- 40.0%	54	41	- 24.1%
Sold Listings	5	6	+ 20.0%	47	36	- 23.4%
Median Sales Price*	\$135,000	\$146,000	+ 8.1%	\$115,000	\$129,500	+ 12.6%
Average Sales Price*	\$143,400	\$160,000	+ 11.6%	\$125,882	\$145,694	+ 15.7%
Percent of List Price Received*	97.3%	93.7%	- 3.7%	95.0%	95.8%	+ 0.8%
Days on Market Until Sale	58	61	+ 5.2%	96	117	+ 21.9%
Inventory of Homes for Sale	15	9	- 40.0%	--	--	--
Months Supply of Inventory	3.1	2.3	- 25.8%	--	--	--

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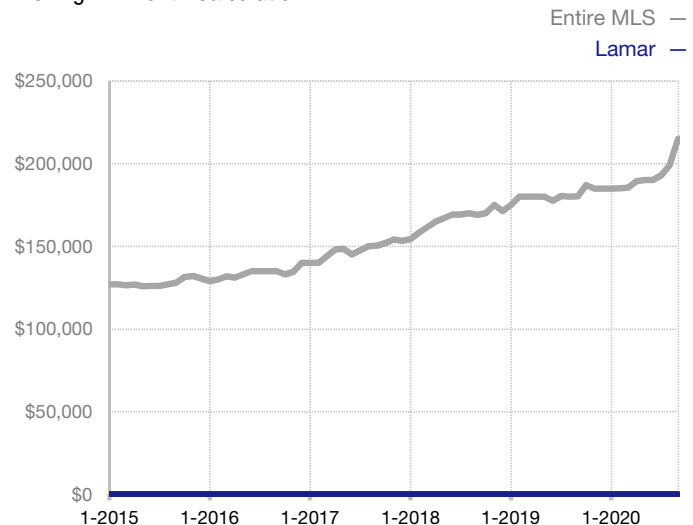
Townhouse/Condo	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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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Las Animas

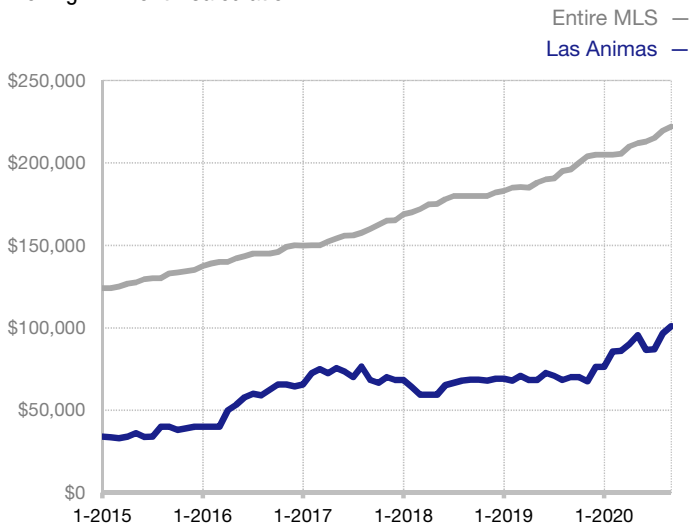
Single Family	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
Key Metrics						
New Listings	2	2	0.0%	30	28	- 6.7%
Sold Listings	2	5	+ 150.0%	23	20	- 13.0%
Median Sales Price*	\$91,950	\$110,000	+ 19.6%	\$67,500	\$107,500	+ 59.3%
Average Sales Price*	\$91,950	\$187,500	+ 103.9%	\$80,872	\$139,870	+ 73.0%
Percent of List Price Received*	97.1%	94.6%	- 2.6%	93.8%	95.0%	+ 1.3%
Days on Market Until Sale	121	94	- 22.3%	92	92	0.0%
Inventory of Homes for Sale	9	2	- 77.8%	--	--	--
Months Supply of Inventory	3.2	0.8	- 75.0%	--	--	--

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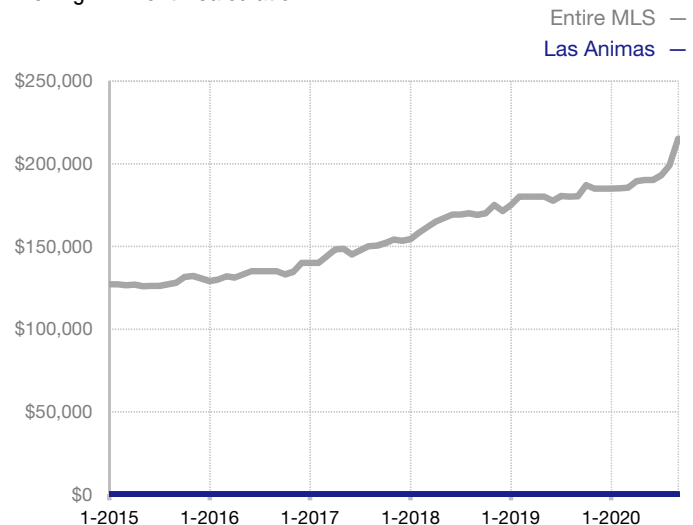
Townhouse/Condo	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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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Manzanola

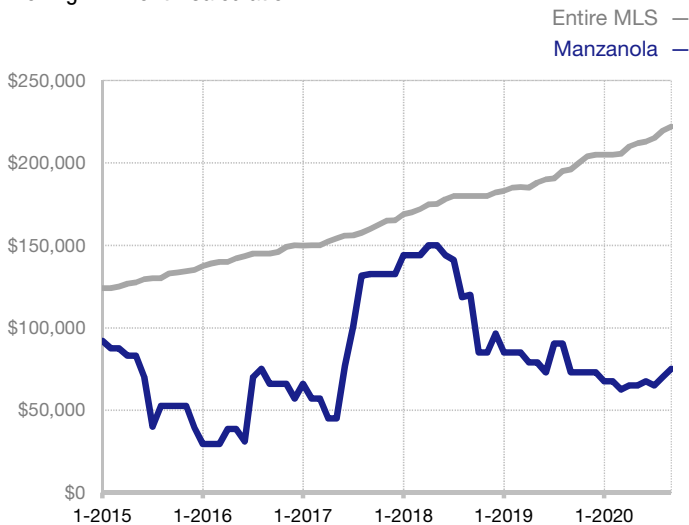
Single Family	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
Key Metrics						
New Listings	1	0	- 100.0%	7	7	0.0%
Sold Listings	1	0	- 100.0%	10	7	- 30.0%
Median Sales Price*	\$55,000	\$0	- 100.0%	\$93,950	\$80,000	- 14.8%
Average Sales Price*	\$55,000	\$0	- 100.0%	\$154,230	\$84,098	- 45.5%
Percent of List Price Received*	91.8%	0.0%	- 100.0%	92.6%	94.7%	+ 2.3%
Days on Market Until Sale	453	0	- 100.0%	141	94	- 33.3%
Inventory of Homes for Sale	1	2	+ 100.0%	--	--	--
Months Supply of Inventory	0.5	1.3	+ 160.0%	--	--	--

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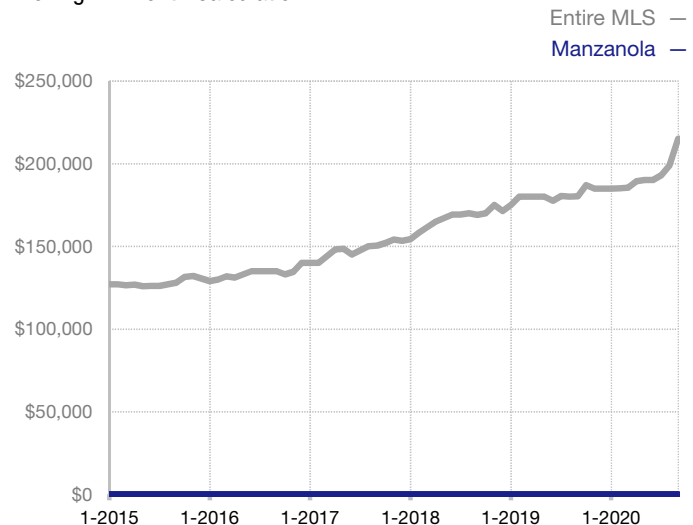
Townhouse/Condo	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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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Rocky Ford

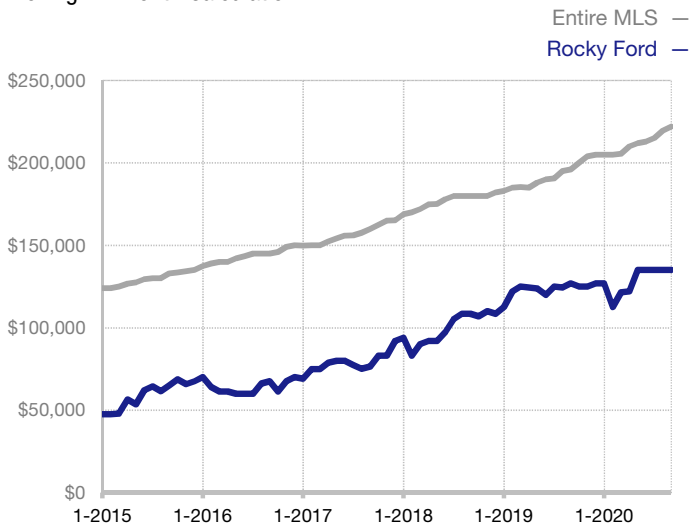
Single Family	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
Key Metrics						
New Listings	6	7	+ 16.7%	47	40	- 14.9%
Sold Listings	4	0	- 100.0%	38	27	- 28.9%
Median Sales Price*	\$165,000	\$0	- 100.0%	\$127,000	\$135,000	+ 6.3%
Average Sales Price*	\$148,625	\$0	- 100.0%	\$132,998	\$143,133	+ 7.6%
Percent of List Price Received*	98.5%	0.0%	- 100.0%	96.6%	94.5%	- 2.2%
Days on Market Until Sale	62	0	- 100.0%	105	137	+ 30.5%
Inventory of Homes for Sale	15	10	- 33.3%	--	--	--
Months Supply of Inventory	3.6	3.1	- 13.9%	--	--	--

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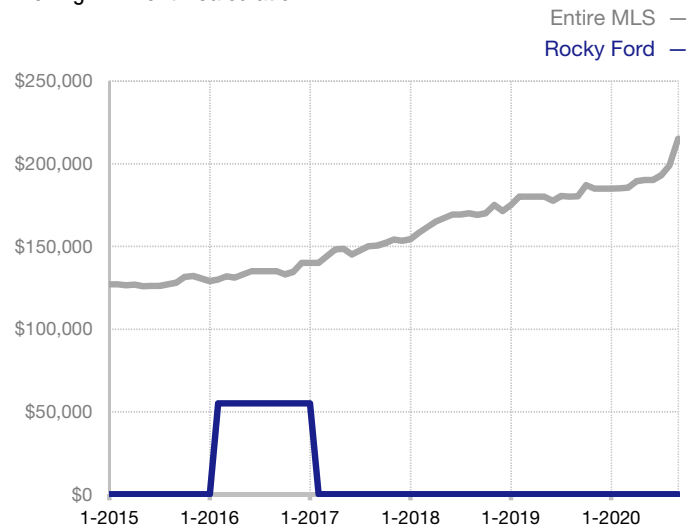
Townhouse/Condo	September			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 09-2019	Thru 09-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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



Monthly Indicators



September 2020

Percent changes calculated using year-over-year comparisons.

New Listings were up 7.6 percent for single family homes and 133.3 percent for townhouse-condo properties. Pending Sales increased 25.2 percent for single family homes and 28.6 percent for townhouse-condo properties.

The Median Sales Price was up 18.9 percent to \$252,000 for single family homes and 43.8 percent to \$237,450 for townhouse-condo properties. Days on Market decreased 5.5 percent for single family homes but increased 43.4 percent for townhouse-condo properties.

While mortgage rates remain near record lows, The Mortgage Bankers Association reports that lending standards are tightening, which makes it a bit more difficult for some buyers to qualify. At the same time, unemployment remains substantially higher than a year ago due to COVID-19. Despite all this, buyers are out in full force this fall, showing amazing resilience in the middle of a pandemic.

Activity Snapshot

+ 11.7%	+ 19.2%	- 49.7%
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	9-2019	9-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		278	299	+ 7.6%	2,717	2,616	- 3.7%
Pending Sales		234	293	+ 25.2%	2,145	2,350	+ 9.6%
Sold Listings		217	249	+ 14.7%	2,041	2,135	+ 4.6%
Median Sales Price		\$212,000	\$252,000	+ 18.9%	\$209,000	\$230,750	+ 10.4%
Avg. Sales Price		\$218,338	\$259,741	+ 19.0%	\$215,308	\$235,498	+ 9.4%
Pct. of List Price Received		98.5%	100.1%	+ 1.6%	98.6%	98.8%	+ 0.2%
Days on Market		73	69	- 5.5%	76	73	- 3.9%
Affordability Index		175	158	- 9.7%	177	172	- 2.8%
Active Listings		524	261	- 50.2%	--	--	--
Months Supply		2.3	1.1	- 52.2%	--	--	--

Townhouse-Condo Market Overview

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

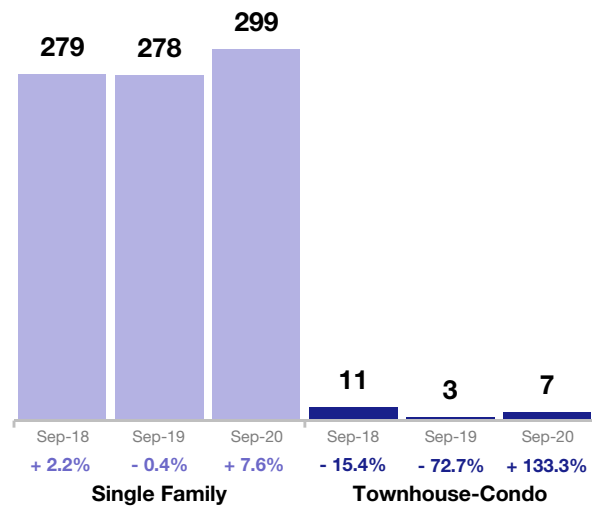


Key Metrics	Historical Sparkbars	9-2019	9-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		3	7	+ 133.3%	99	110	+ 11.1%
Pending Sales		7	9	+ 28.6%	90	103	+ 14.4%
Sold Listings		13	8	- 38.5%	85	93	+ 9.4%
Median Sales Price		\$165,100	\$237,450	+ 43.8%	\$184,900	\$218,000	+ 17.9%
Avg. Sales Price		\$165,458	\$230,300	+ 39.2%	\$188,569	\$205,512	+ 9.0%
Pct. of List Price Received		99.2%	99.2%	0.0%	97.9%	98.8%	+ 0.9%
Days on Market		53	76	+ 43.4%	89	75	- 15.7%
Affordability Index		225	167	- 25.8%	200	182	- 9.0%
Active Listings		17	11	- 35.3%	--	--	--
Months Supply		1.9	1.1	- 42.1%	--	--	--

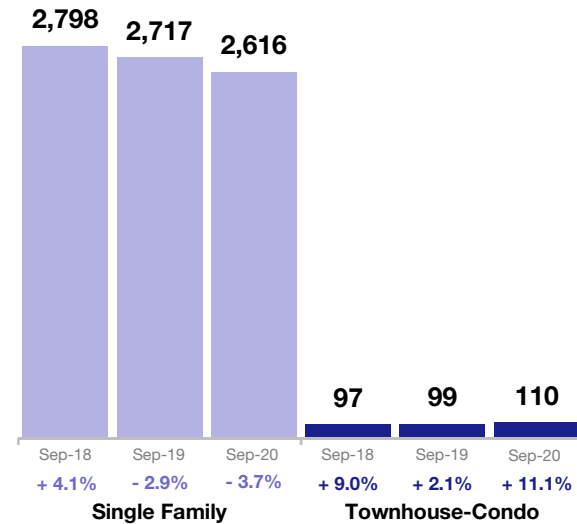
New Listings



September

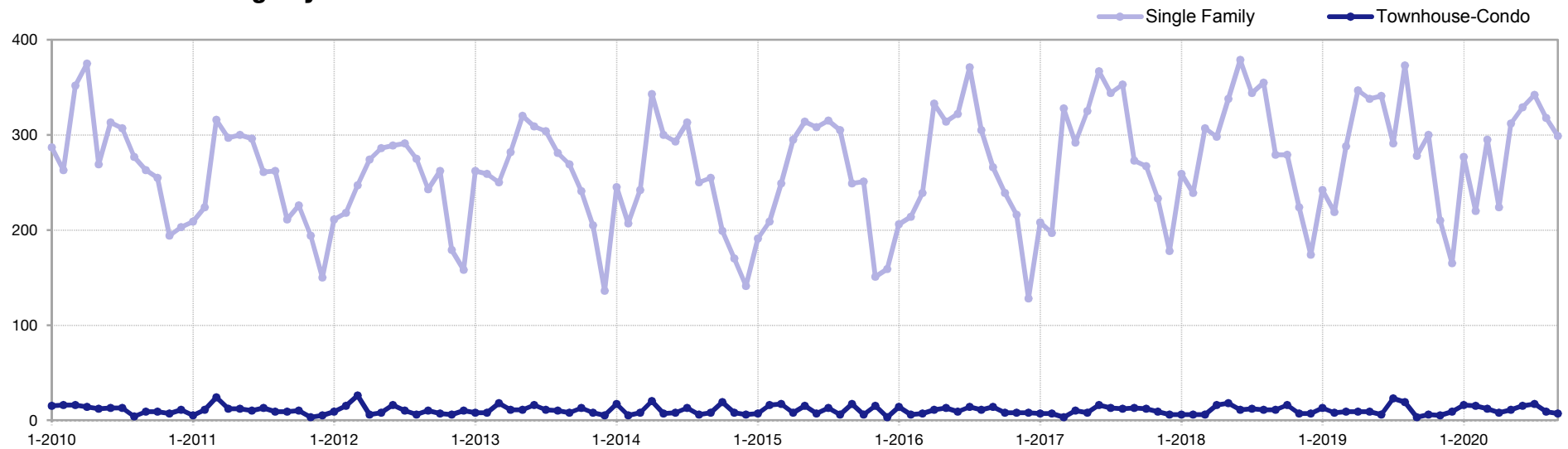


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2019	300	+7.5%	6	-62.5%
Nov-2019	210	-6.3%	5	-28.6%
Dec-2019	165	-5.2%	9	+28.6%
Jan-2020	277	+14.5%	16	+23.1%
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%	11	+22.2%
Jun-2020	329	-3.5%	15	+150.0%
Jul-2020	342	+17.5%	17	-26.1%
Aug-2020	318	-14.7%	9	-52.6%
Sep-2020	299	+7.6%	7	+133.3%

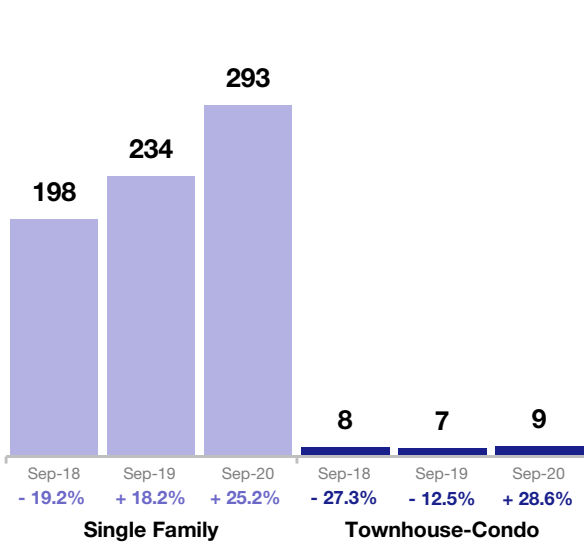
Historical New Listings by Month



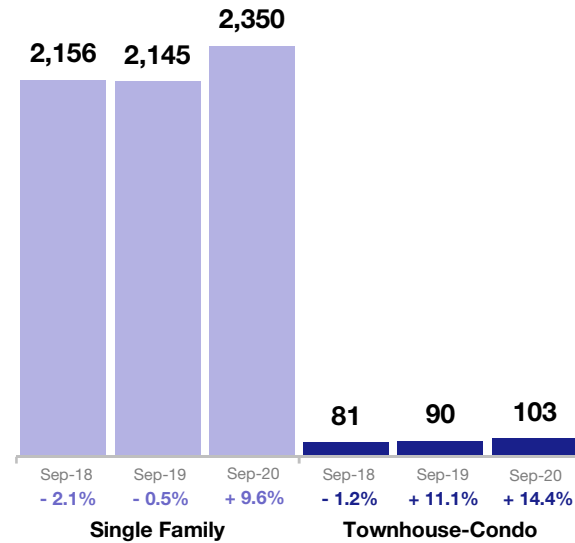
Pending Sales



September

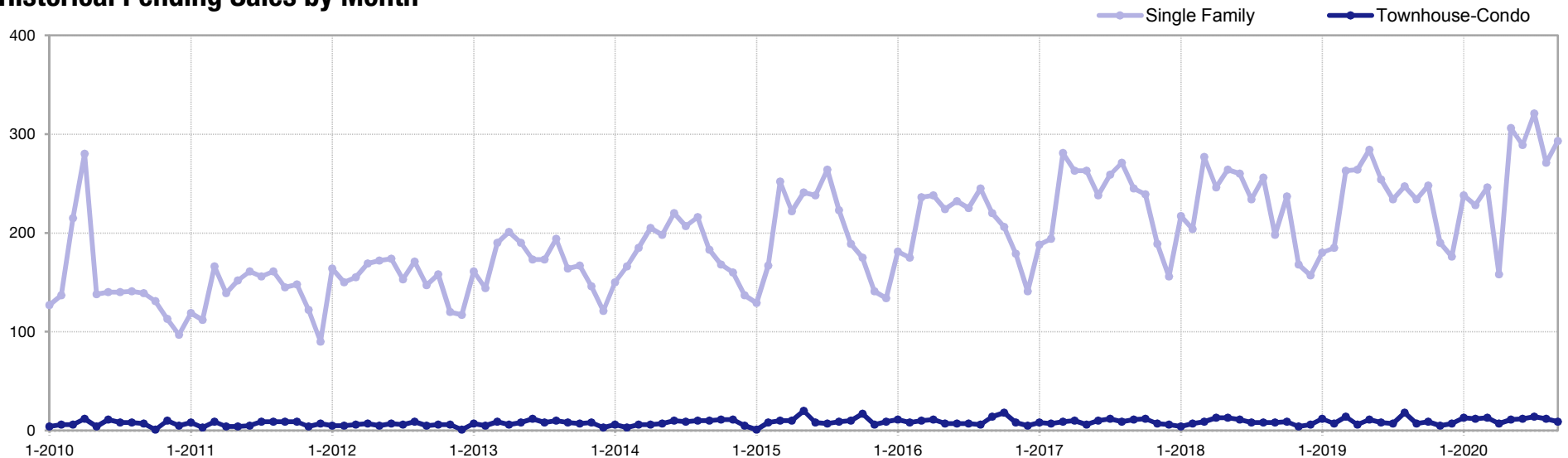


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2019	248	+4.6%	9	0.0%
Nov-2019	190	+13.1%	5	+25.0%
Dec-2019	176	+12.1%	7	+16.7%
Jan-2020	238	+32.2%	13	+8.3%
Feb-2020	228	+23.2%	12	+71.4%
Mar-2020	246	-6.5%	13	-7.1%
Apr-2020	158	-40.2%	7	+16.7%
May-2020	306	+7.7%	11	0.0%
Jun-2020	289	+13.8%	12	+50.0%
Jul-2020	321	+37.2%	14	+100.0%
Aug-2020	271	+9.7%	12	-33.3%
Sep-2020	293	+25.2%	9	+28.6%

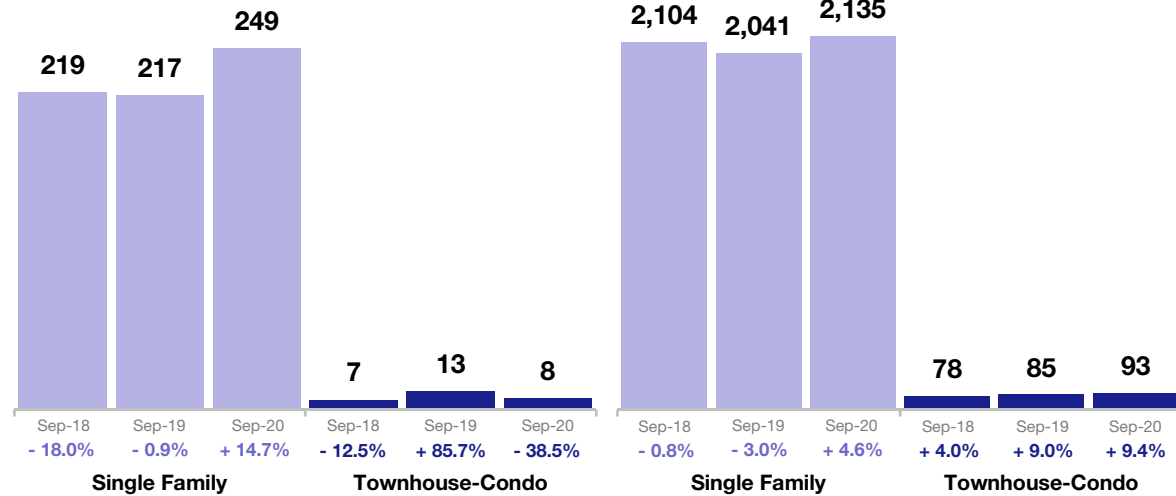
Historical Pending Sales by Month



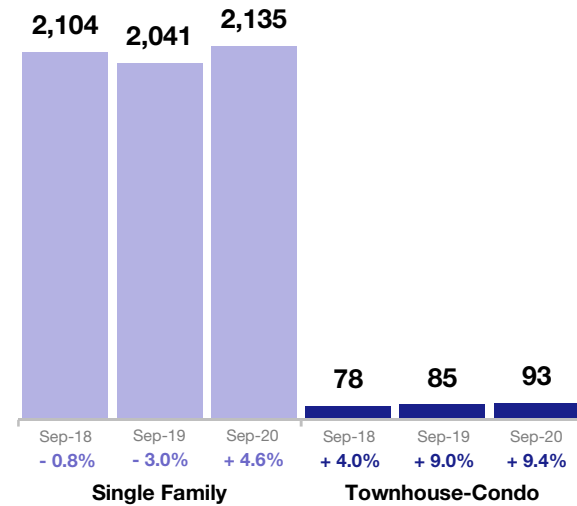
Sold Listings



September

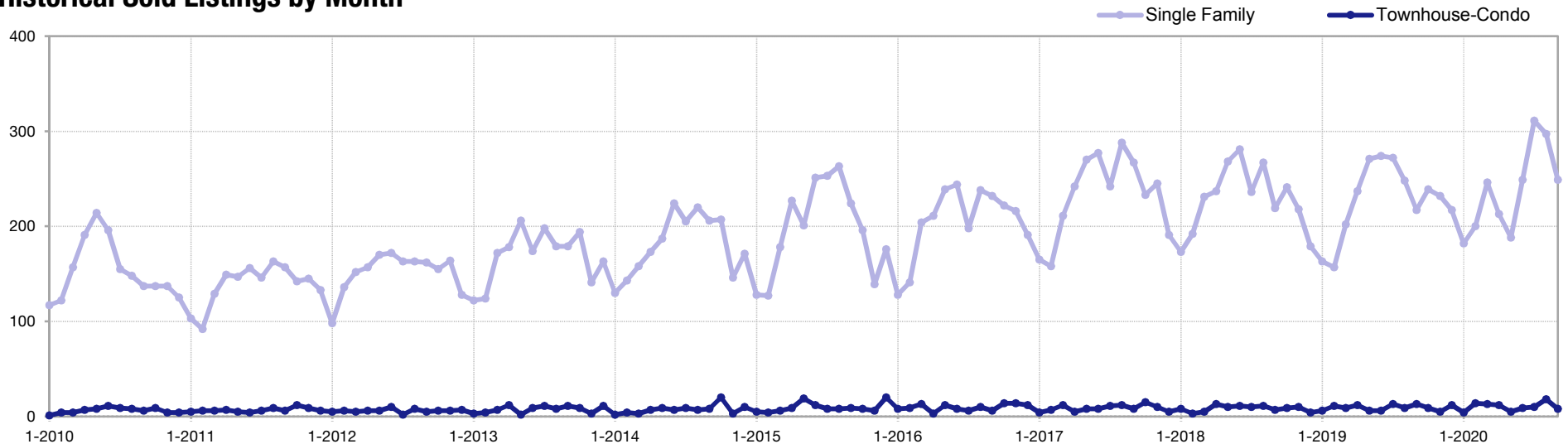


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2019	239	-0.8%	9	0.0%
Nov-2019	232	+6.4%	5	-50.0%
Dec-2019	217	+21.2%	12	+200.0%
Jan-2020	182	+11.7%	4	-33.3%
Feb-2020	200	+27.4%	14	+27.3%
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	249	-9.1%	9	+50.0%
Jul-2020	311	+14.3%	10	-23.1%
Aug-2020	297	+19.8%	18	+100.0%
Sep-2020	249	+14.7%	8	-38.5%

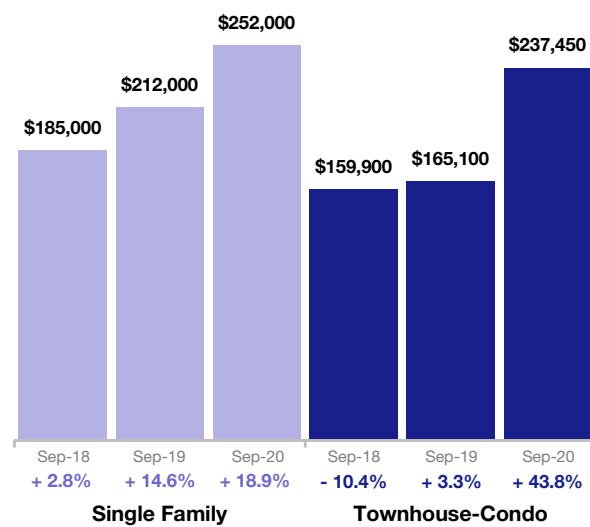
Historical Sold Listings by Month



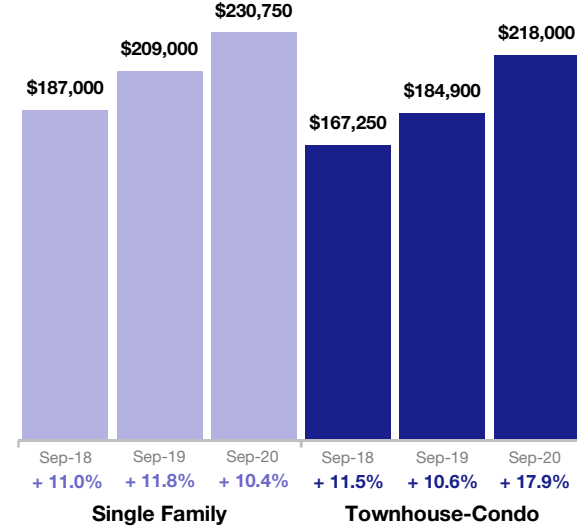
Median Sales Price



September

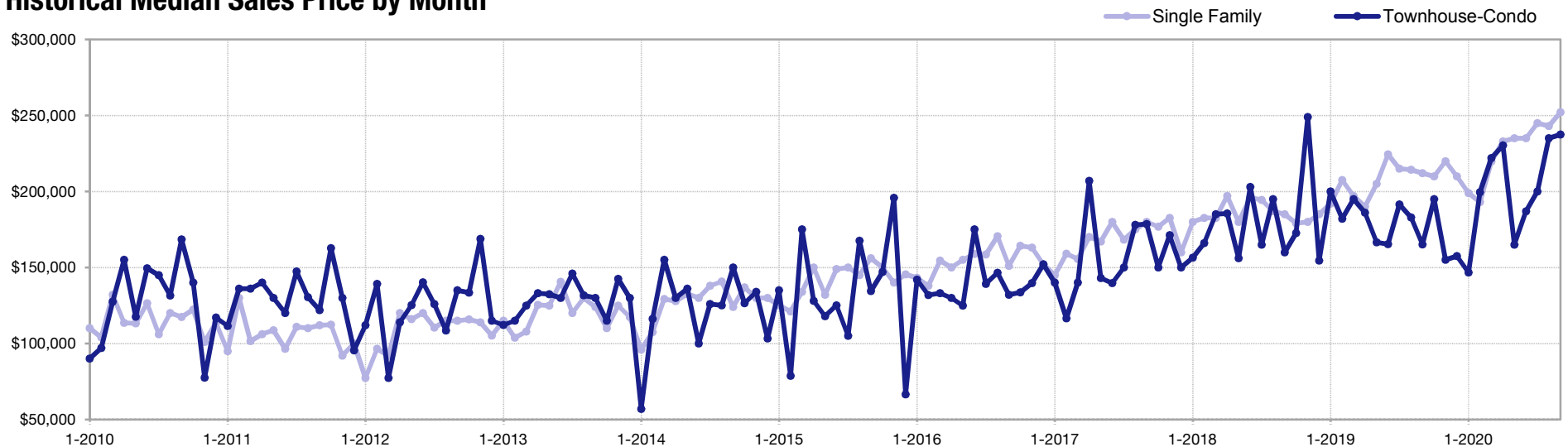


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2019	\$209,900	+17.3%	\$195,000	+12.9%
Nov-2019	\$219,900	+22.2%	\$155,000	-37.8%
Dec-2019	\$209,900	+13.5%	\$157,500	+2.0%
Jan-2020	\$198,900	+3.6%	\$146,750	-26.6%
Feb-2020	\$193,000	-7.0%	\$199,550	+9.6%
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	\$245,000	+14.0%	\$200,000	+4.4%
Aug-2020	\$243,000	+13.4%	\$235,000	+28.5%
Sep-2020	\$252,000	+18.9%	\$237,450	+43.8%

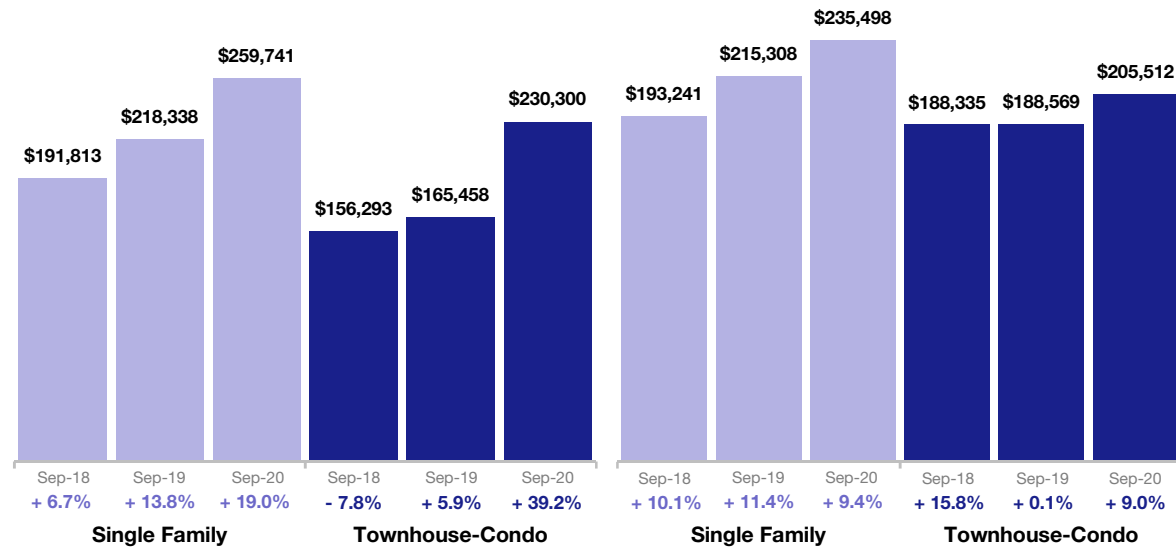
Historical Median Sales Price by Month



Average Sales Price

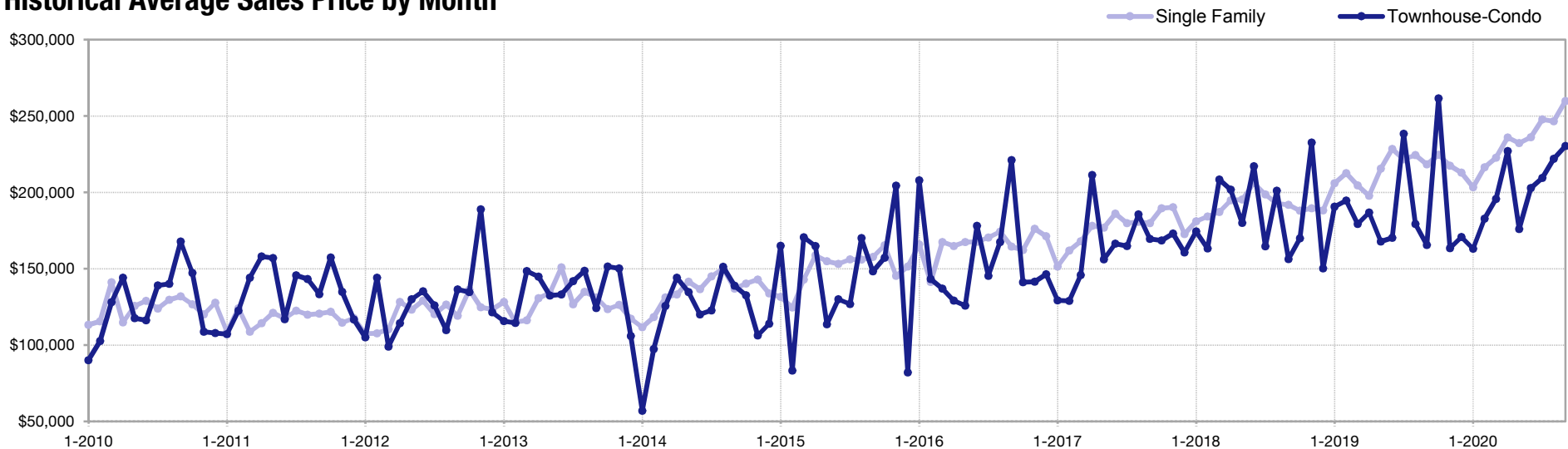


September



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2019	\$224,485	+19.4%	\$261,535	+53.9%
Nov-2019	\$217,335	+14.7%	\$163,360	-29.7%
Dec-2019	\$212,823	+13.2%	\$170,694	+13.6%
Jan-2020	\$203,357	-1.3%	\$163,088	-14.5%
Feb-2020	\$216,415	+1.8%	\$182,809	-6.0%
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	\$236,112	+3.4%	\$202,700	+19.1%
Jul-2020	\$247,799	+11.8%	\$209,360	-12.2%
Aug-2020	\$246,566	+9.9%	\$221,931	+23.8%
Sep-2020	\$259,741	+19.0%	\$230,300	+39.2%

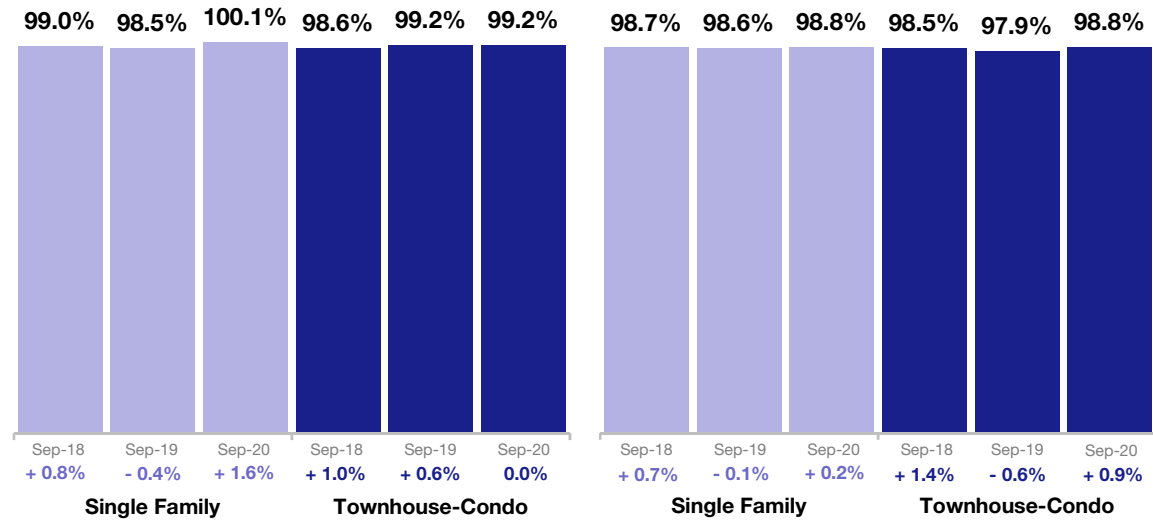
Historical Average Sales Price by Month



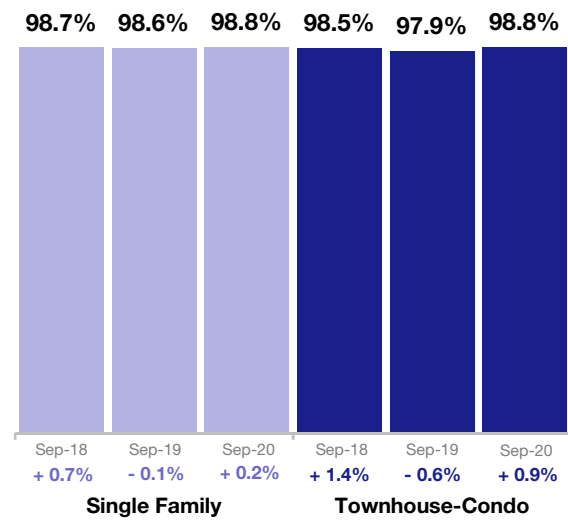
Percent of List Price Received



September

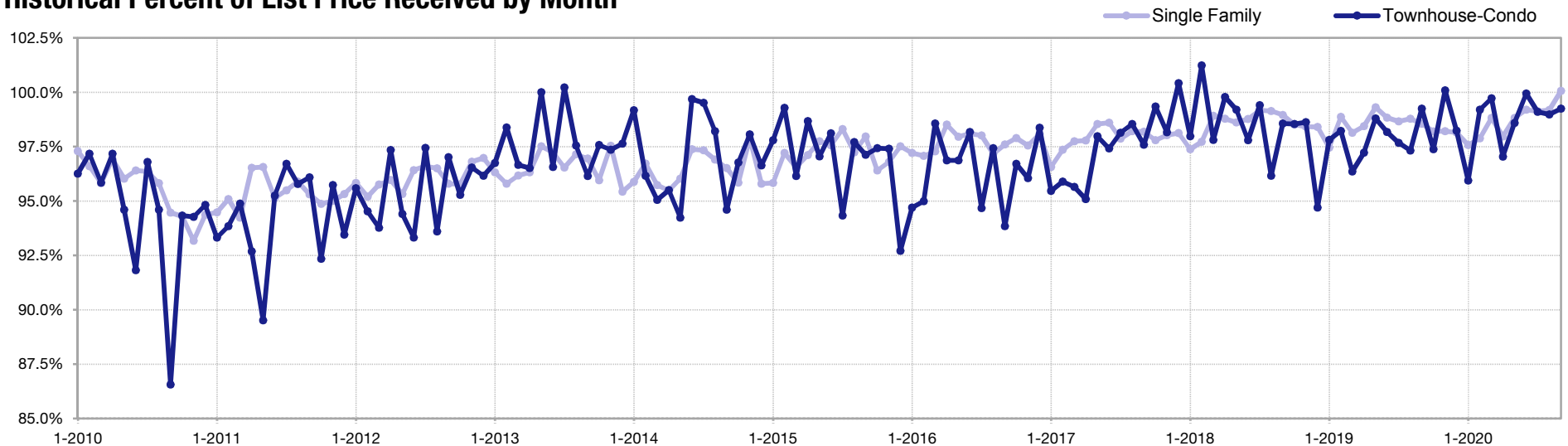


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2019	98.2%	-0.3%	97.4%	-1.1%
Nov-2019	98.2%	-0.2%	100.1%	+1.5%
Dec-2019	98.1%	-0.3%	98.2%	+3.7%
Jan-2020	97.6%	+0.2%	95.9%	-1.9%
Feb-2020	97.9%	-1.0%	99.2%	+1.0%
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%	99.1%	+1.4%
Aug-2020	99.2%	+0.4%	99.0%	+1.7%
Sep-2020	100.1%	+1.6%	99.2%	0.0%

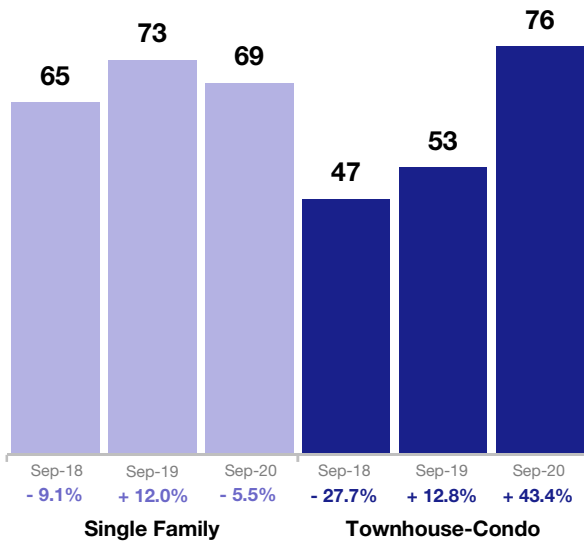
Historical Percent of List Price Received by Month



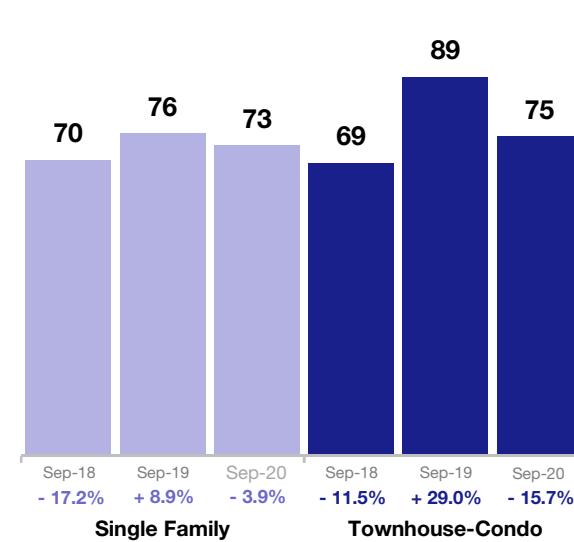
Days on Market Until Sale



September

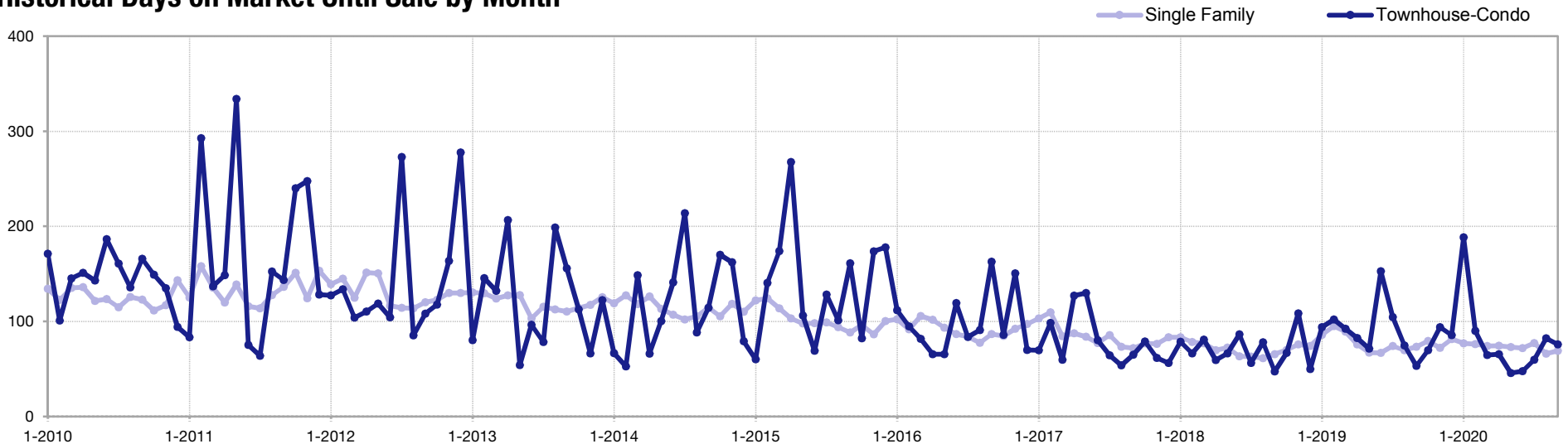


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	77	-10.5%	189	+101.1%
Feb-2020	76	-20.0%	90	-11.8%
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	72	+7.5%	48	-68.6%
Jul-2020	77	+4.1%	60	-42.3%
Aug-2020	66	-5.7%	82	+9.3%
Sep-2020	69	-5.5%	76	+43.4%

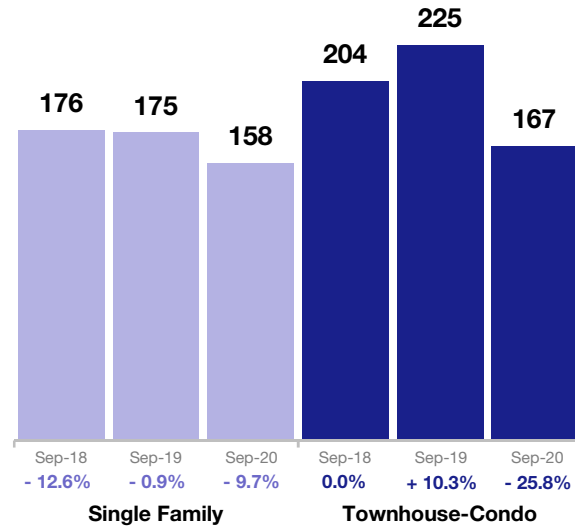
Historical Days on Market Until Sale by Month



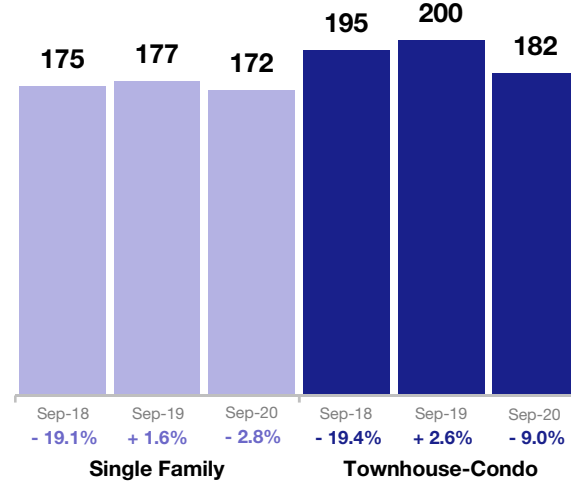
Housing Affordability Index



September

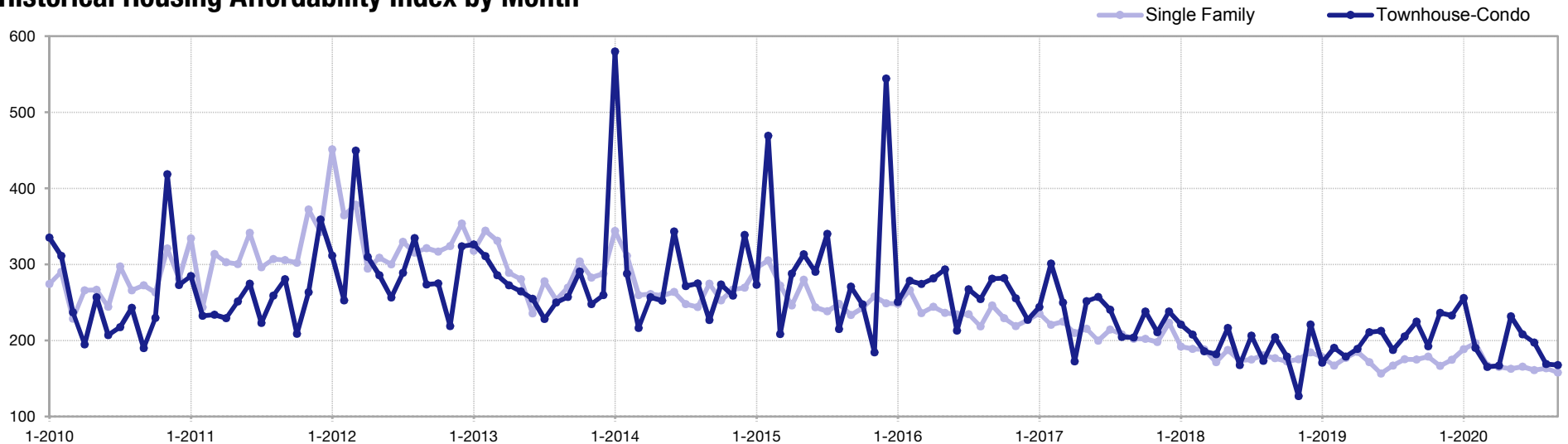


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	197	+18.0%	190	0.0%
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%	197	+5.3%
Aug-2020	163	-6.9%	169	-17.6%
Sep-2020	158	-9.7%	167	-25.8%

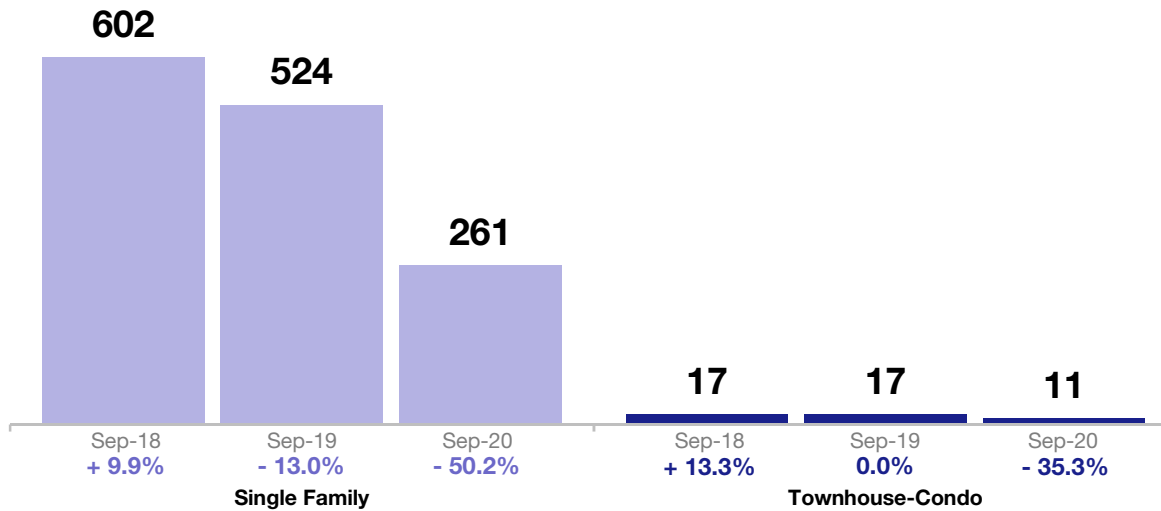
Historical Housing Affordability Index by Month



Inventory of Active Listings

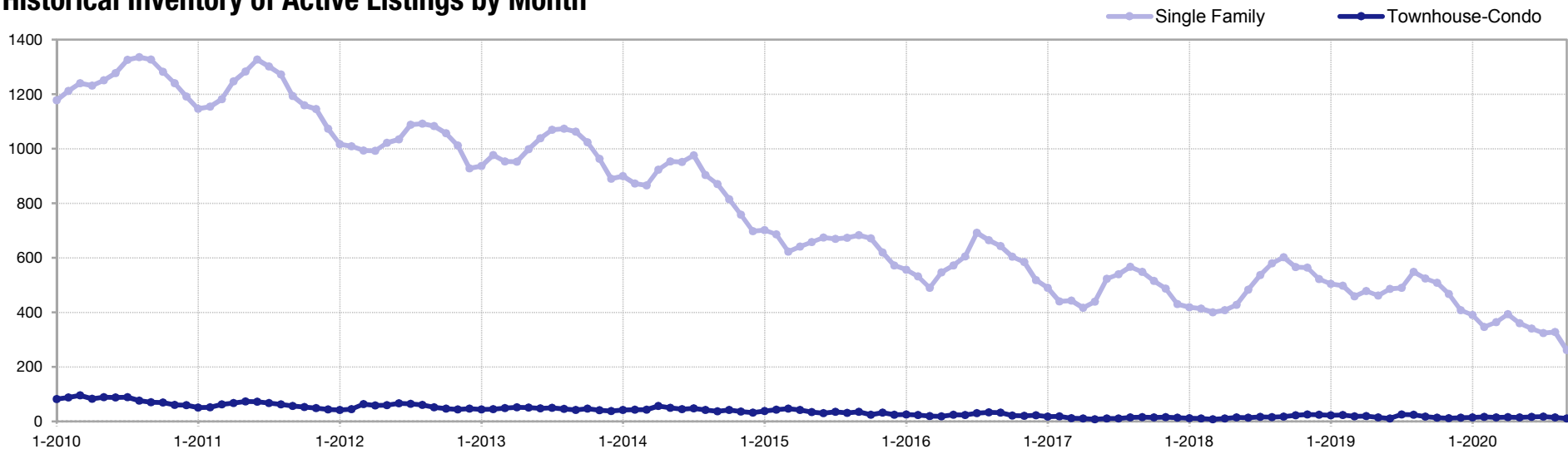


September



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2019	508	-10.2%	13	-40.9%
Nov-2019	467	-17.2%	12	-52.0%
Dec-2019	408	-21.8%	13	-45.8%
Jan-2020	390	-22.6%	14	-36.4%
Feb-2020	346	-30.4%	16	-30.4%
Mar-2020	364	-20.5%	14	-22.2%
Apr-2020	393	-17.8%	15	-21.1%
May-2020	360	-21.9%	14	0.0%
Jun-2020	340	-30.0%	16	+45.5%
Jul-2020	324	-33.9%	17	-32.0%
Aug-2020	328	-40.1%	14	-41.7%
Sep-2020	261	-50.2%	11	-35.3%

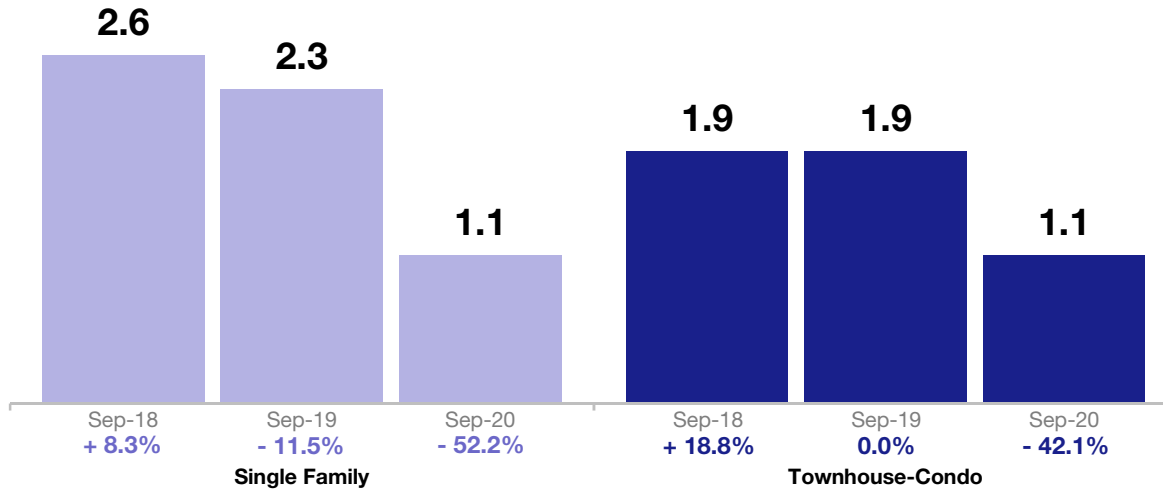
Historical Inventory of Active Listings by Month



Months Supply of Inventory

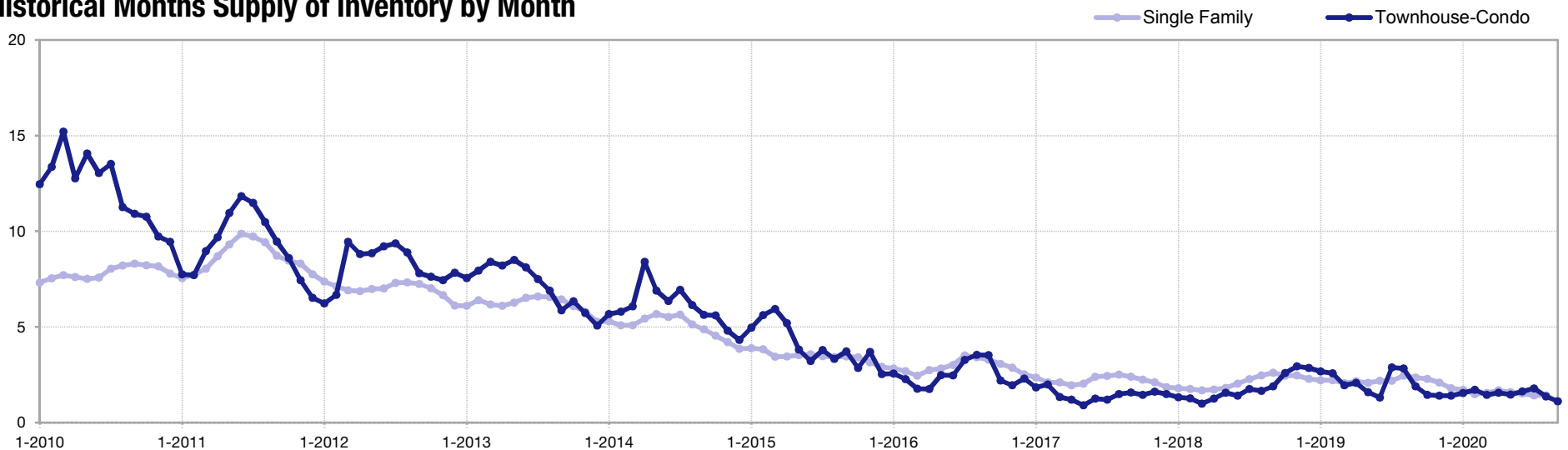


September



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2019	2.3	-4.2%	1.4	-46.2%
Nov-2019	2.1	-16.0%	1.4	-51.7%
Dec-2019	1.8	-21.7%	1.4	-51.7%
Jan-2020	1.7	-22.7%	1.5	-44.4%
Feb-2020	1.5	-31.8%	1.7	-34.6%
Mar-2020	1.5	-28.6%	1.4	-26.3%
Apr-2020	1.7	-19.0%	1.6	-23.8%
May-2020	1.6	-23.8%	1.5	-6.3%
Jun-2020	1.5	-31.8%	1.6	+23.1%
Jul-2020	1.4	-36.4%	1.8	-37.9%
Aug-2020	1.4	-44.0%	1.4	-50.0%
Sep-2020	1.1	-52.2%	1.1	-42.1%

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.



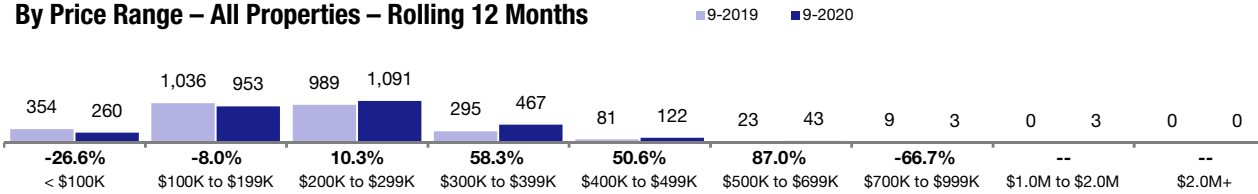
Key Metrics	Historical Sparkbars	9-2019	9-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		281	306	+ 8.9%	2,816	2,726	- 3.2%
Pending Sales		241	302	+ 25.3%	2,235	2,453	+ 9.8%
Sold Listings		230	257	+ 11.7%	2,126	2,228	+ 4.8%
Median Sales Price		\$211,450	\$252,000	+ 19.2%	\$206,000	\$230,000	+ 11.7%
Avg. Sales Price		\$215,349	\$258,825	+ 20.2%	\$214,239	\$234,246	+ 9.3%
Pct. of List Price Received		98.6%	100.0%	+ 1.4%	98.6%	98.8%	+ 0.2%
Days on Market		72	69	- 4.2%	76	73	- 3.9%
Affordability Index		175	158	- 9.7%	180	173	- 3.9%
Active Listings		541	272	- 49.7%	--	--	--
Months Supply		2.3	1.1	- 52.2%	--	--	--

Sold Listings

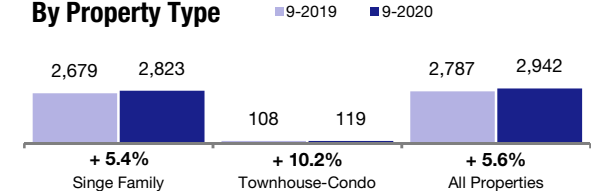
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	9-2019	9-2020	Change	9-2019	9-2020	Change
\$99,999 and Below	344	254	-26.2%	10	6	-40.0%
\$100,000 to \$199,999	979	901	-8.0%	57	52	-8.8%
\$200,000 to \$299,999	955	1,039	+8.8%	34	52	+52.9%
\$300,000 to \$399,999	290	459	+58.3%	5	8	+60.0%
\$400,000 to \$499,999	80	122	+52.5%	1	0	-100.0%
\$500,000 to \$699,999	22	42	+90.9%	1	1	0.0%
\$700,000 to \$999,999	9	3	-66.7%	0	0	--
\$1,000,000 to \$1,999,999	0	3	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,679	2,823	+5.4%	108	119	+10.2%

Compared to Prior Month

By Price Range	Single Family			Condo		
	8-2020	9-2020	Change	8-2020	9-2020	Change
\$99,999 and Below	23	8	-65.2%	0	0	--
\$100,000 to \$199,999	83	69	-16.9%	6	2	-66.7%
\$200,000 to \$299,999	103	94	-8.7%	10	6	-40.0%
\$300,000 to \$399,999	68	53	-22.1%	2	0	-100.0%
\$400,000 to \$499,999	14	19	+35.7%	0	0	--
\$500,000 to \$699,999	6	5	-16.7%	0	0	--
\$700,000 to \$999,999	0	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	297	249	-16.2%	18	8	-55.6%

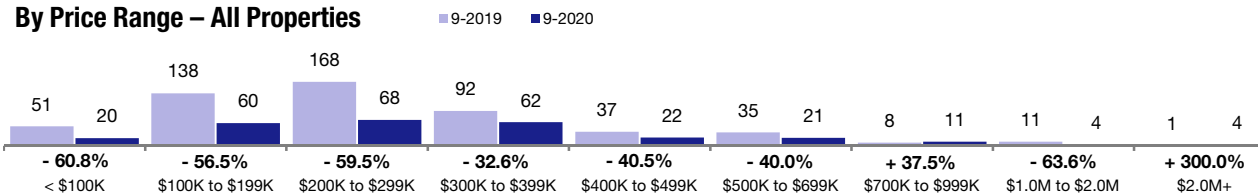
Year to Date

By Price Range	Single Family			Condo		
	9-2019	9-2020	Change	9-2019	9-2020	Change
\$99,999 and Below	235	178	-24.3%	10	5	-50.0%
\$100,000 to \$199,999	720	668	-7.2%	42	36	-14.3%
\$200,000 to \$299,999	752	779	+3.6%	27	45	+66.7%
\$300,000 to \$399,999	238	381	+60.1%	4	7	+75.0%
\$400,000 to \$499,999	67	93	+38.8%	1	0	-100.0%
\$500,000 to \$699,999	20	31	+55.0%	1	0	-100.0%
\$700,000 to \$999,999	9	2	-77.8%	0	0	--
\$1,000,000 to \$1,999,999	0	3	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,041	2,135	+4.6%	85	93	+9.4%

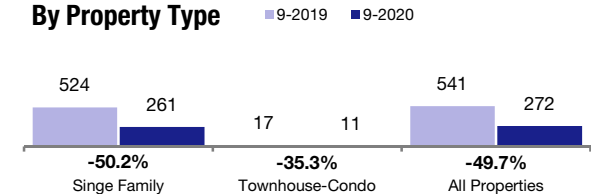
Inventory of Active Listings

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		
	9-2019	9-2020	Change	9-2019	9-2020	Change
\$99,999 and Below	48	20	-58.3%	3	0	-100.0%
\$100,000 to \$199,999	134	58	-56.7%	4	2	-50.0%
\$200,000 to \$299,999	162	65	-59.9%	6	3	-50.0%
\$300,000 to \$399,999	90	58	-35.6%	2	4	+100.0%
\$400,000 to \$499,999	37	20	-45.9%	0	2	--
\$500,000 to \$699,999	33	21	-36.4%	2	0	-100.0%
\$700,000 to \$999,999	8	11	+37.5%	0	0	--
\$1,000,000 to \$1,999,999	11	4	-63.6%	0	0	--
\$2,000,000 and Above	1	4	+300.0%	0	0	--
All Price Ranges	524	261	-50.2%	17	11	-35.3%

Compared to Prior Month

By Price Range	Single Family			Condo		
	8-2020	9-2020	Change	8-2020	9-2020	Change
\$99,999 and Below	31	20	-35.5%	0	0	--
\$100,000 to \$199,999	80	58	-27.5%	3	2	-33.3%
\$200,000 to \$299,999	78	65	-16.7%	2	3	+50.0%
\$300,000 to \$399,999	88	58	-34.1%	6	4	-33.3%
\$400,000 to \$499,999	16	20	+25.0%	2	2	0.0%
\$500,000 to \$699,999	18	21	+16.7%	0	0	--
\$700,000 to \$999,999	8	11	+37.5%	1	0	-100.0%
\$1,000,000 to \$1,999,999	4	4	0.0%	0	0	--
\$2,000,000 and Above	5	4	-20.0%	0	0	--
All Price Ranges	328	261	-20.4%	14	11	-21.4%

Year to Date

By Price Range	Single Family			Condo		
	9-2019	9-2020	Change	9-2019	9-2020	Change
\$99,999 and Below	31	20	-35.5%	0	0	--
\$100,000 to \$199,999	80	58	-27.5%	3	2	-33.3%
\$200,000 to \$299,999	78	65	-16.7%	2	3	+50.0%
\$300,000 to \$399,999	88	58	-34.1%	6	4	-33.3%
\$400,000 to \$499,999	16	20	+25.0%	2	2	0.0%
\$500,000 to \$699,999	18	21	+16.7%	0	0	--
\$700,000 to \$999,999	8	11	+37.5%	1	0	-100.0%
\$1,000,000 to \$1,999,999	4	4	0.0%	0	0	--
\$2,000,000 and Above	5	4	-20.0%	0	0	--
All Price Ranges	328	261	-20.4%	14	11	-21.4%

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.