

Local Market Update for October 2020

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

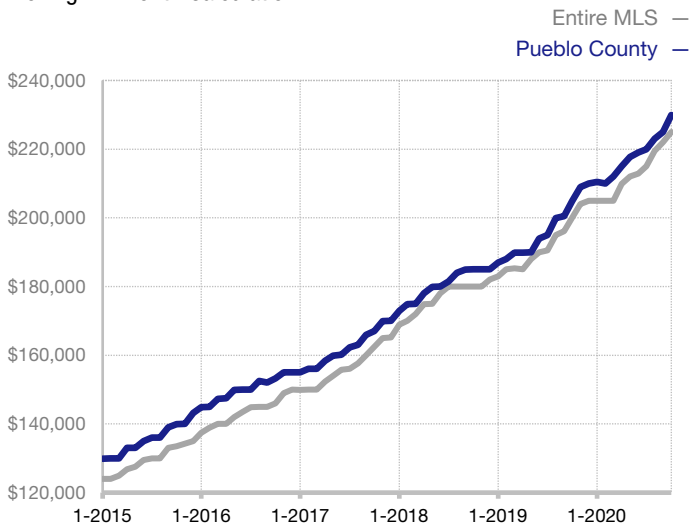
Single Family	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
Key Metrics						
New Listings	287	284	- 1.0%	2,954	2,899	- 1.9%
Sold Listings	234	281	+ 20.1%	2,235	2,427	+ 8.6%
Median Sales Price*	\$210,450	\$254,000	+ 20.7%	\$209,500	\$234,900	+ 12.1%
Average Sales Price*	\$224,162	\$257,182	+ 14.7%	\$216,576	\$237,299	+ 9.6%
Percent of List Price Received*	98.2%	99.8%	+ 1.6%	98.6%	98.9%	+ 0.3%
Days on Market Until Sale	79	65	- 17.7%	75	72	- 4.0%
Inventory of Homes for Sale	489	240	- 50.9%	--	--	--
Months Supply of Inventory	2.2	1.0	- 54.5%	--	--	--

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

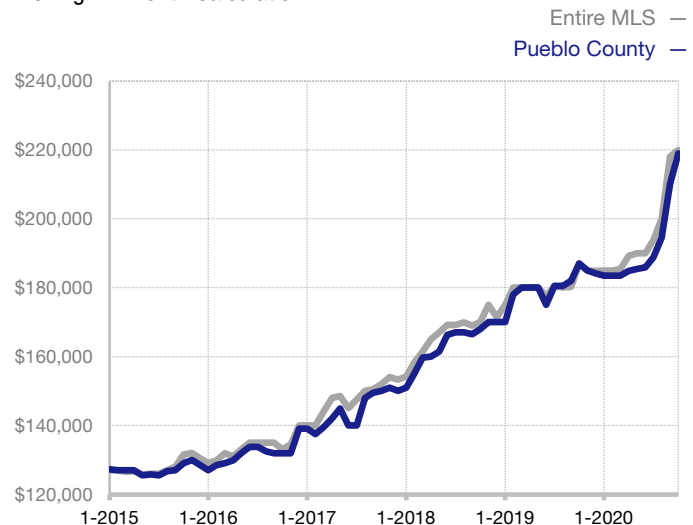
Townhouse/Condo	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
Key Metrics						
New Listings	6	13	+ 116.7%	102	122	+ 19.6%
Sold Listings	9	13	+ 44.4%	90	106	+ 17.8%
Median Sales Price*	\$195,000	\$222,000	+ 13.8%	\$186,450	\$220,500	+ 18.3%
Average Sales Price*	\$261,535	\$234,262	- 10.4%	\$195,152	\$212,292	+ 8.8%
Percent of List Price Received*	97.4%	100.0%	+ 2.7%	97.8%	99.0%	+ 1.2%
Days on Market Until Sale	70	62	- 11.4%	88	74	- 15.9%
Inventory of Homes for Sale	13	14	+ 7.7%	--	--	--
Months Supply of Inventory	1.5	1.4	- 6.7%	--	--	--

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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

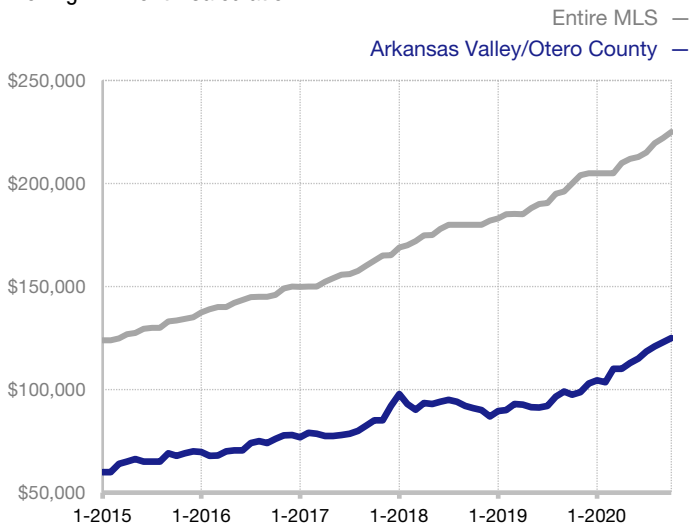
Single Family	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
Key Metrics						
New Listings	36	52	+ 44.4%	376	375	- 0.3%
Sold Listings	32	38	+ 18.8%	296	287	- 3.0%
Median Sales Price*	\$95,750	\$156,000	+ 62.9%	\$99,500	\$125,000	+ 25.6%
Average Sales Price*	\$166,490	\$175,167	+ 5.2%	\$125,369	\$145,512	+ 16.1%
Percent of List Price Received*	91.4%	98.5%	+ 7.8%	95.0%	96.6%	+ 1.7%
Days on Market Until Sale	115	63	- 45.2%	102	99	- 2.9%
Inventory of Homes for Sale	104	103	- 1.0%	--	--	--
Months Supply of Inventory	3.7	3.6	- 2.7%	--	--	--

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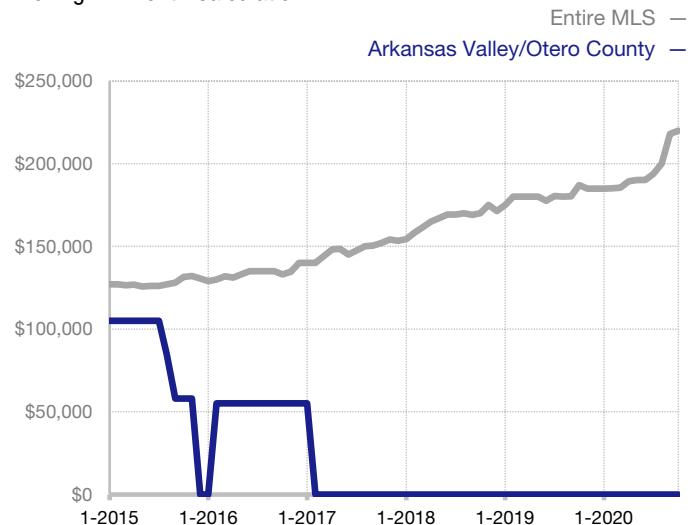
Townhouse/Condo	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$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

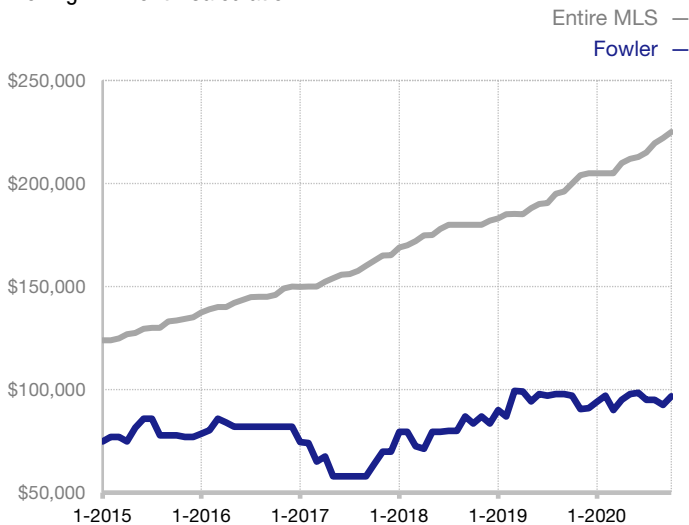
Single Family	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
Key Metrics						
New Listings	5	4	- 20.0%	35	22	- 37.1%
Sold Listings	1	1	0.0%	32	17	- 46.9%
Median Sales Price*	\$60,000	\$172,500	+ 187.5%	\$98,250	\$120,000	+ 22.1%
Average Sales Price*	\$60,000	\$172,500	+ 187.5%	\$130,359	\$134,706	+ 3.3%
Percent of List Price Received*	96.0%	86.3%	- 10.1%	96.3%	96.2%	- 0.1%
Days on Market Until Sale	65	78	+ 20.0%	76	109	+ 43.4%
Inventory of Homes for Sale	8	7	- 12.5%	--	--	--
Months Supply of Inventory	2.2	3.5	+ 59.1%	--	--	--

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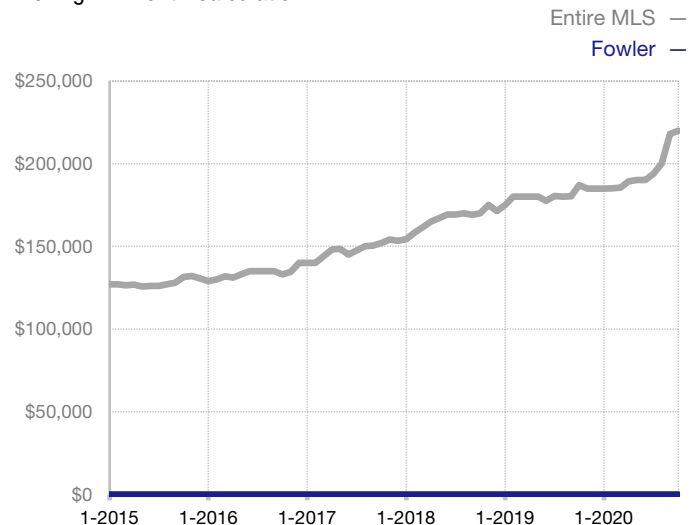
Townhouse/Condo	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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.

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Rolling 12-Month Calculation



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Huerfano County

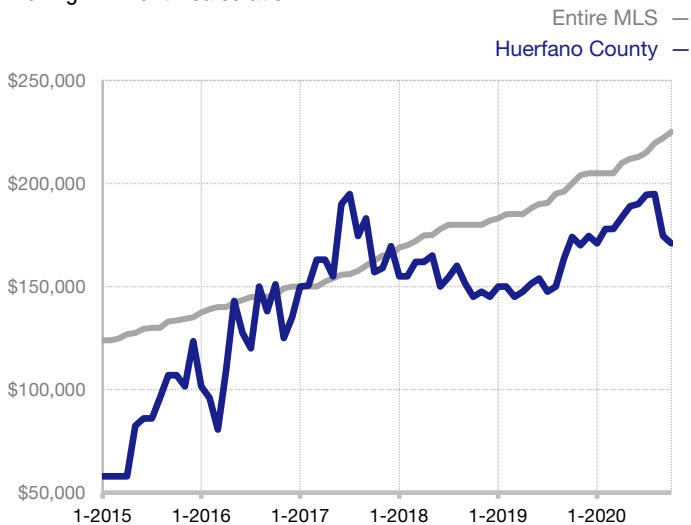
Single Family	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
Key Metrics						
New Listings	11	9	- 18.2%	115	115	0.0%
Sold Listings	5	10	+ 100.0%	72	68	- 5.6%
Median Sales Price*	\$189,000	\$164,500	- 13.0%	\$178,000	\$171,250	- 3.8%
Average Sales Price*	\$217,200	\$157,270	- 27.6%	\$214,332	\$275,397	+ 28.5%
Percent of List Price Received*	95.0%	93.0%	- 2.1%	93.8%	92.6%	- 1.3%
Days on Market Until Sale	128	190	+ 48.4%	214	173	- 19.2%
Inventory of Homes for Sale	67	52	- 22.4%	--	--	--
Months Supply of Inventory	10.4	7.7	- 26.0%	--	--	--

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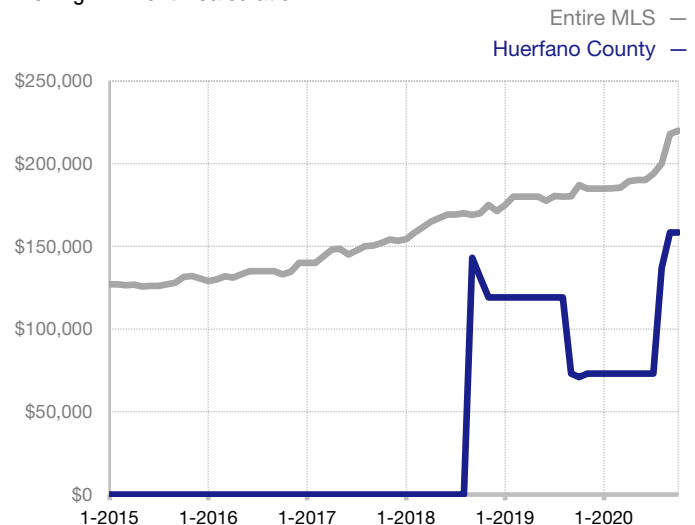
Townhouse/Condo	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	4	+ 300.0%
Sold Listings	0	0	--	1	4	+ 300.0%
Median Sales Price*	\$0	\$0	--	\$73,000	\$158,490	+ 117.1%
Average Sales Price*	\$0	\$0	--	\$73,000	\$160,970	+ 120.5%
Percent of List Price Received*	0.0%	0.0%	--	97.3%	101.8%	+ 4.6%
Days on Market Until Sale	0	0	--	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

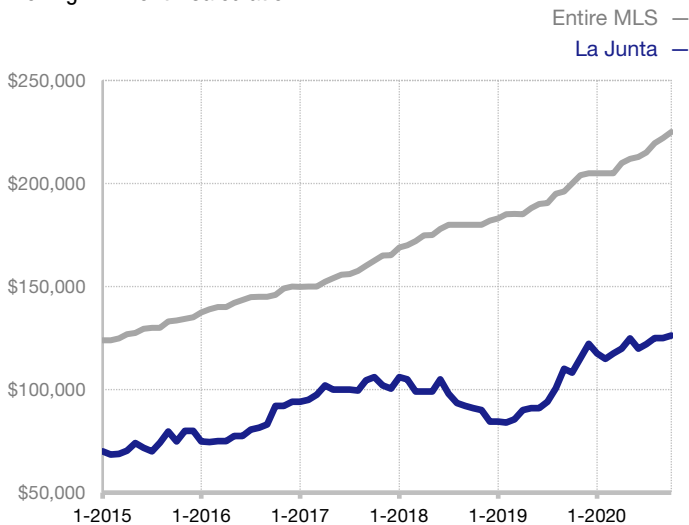
Single Family	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
Key Metrics						
New Listings	8	14	+ 75.0%	89	84	- 5.6%
Sold Listings	6	8	+ 33.3%	73	72	- 1.4%
Median Sales Price*	\$104,000	\$147,750	+ 42.1%	\$114,625	\$126,250	+ 10.1%
Average Sales Price*	\$156,150	\$196,694	+ 26.0%	\$125,907	\$140,447	+ 11.5%
Percent of List Price Received*	92.7%	99.9%	+ 7.8%	96.4%	98.4%	+ 2.1%
Days on Market Until Sale	181	96	- 47.0%	124	109	- 12.1%
Inventory of Homes for Sale	19	25	+ 31.6%	--	--	--
Months Supply of Inventory	2.7	3.2	+ 18.5%	--	--	--

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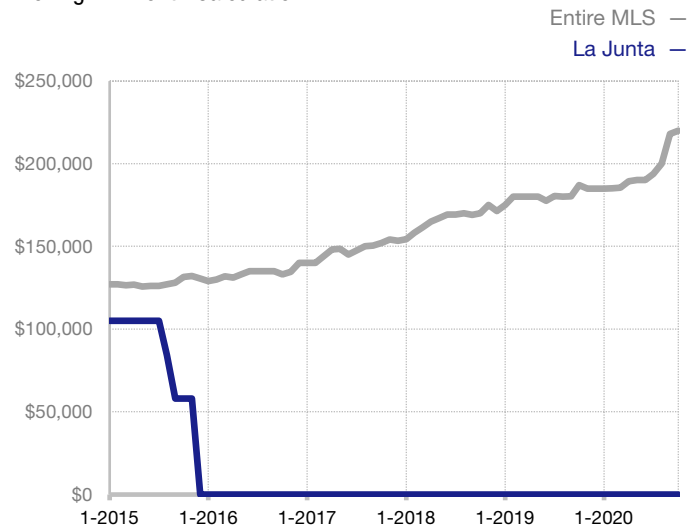
Townhouse/Condo	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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

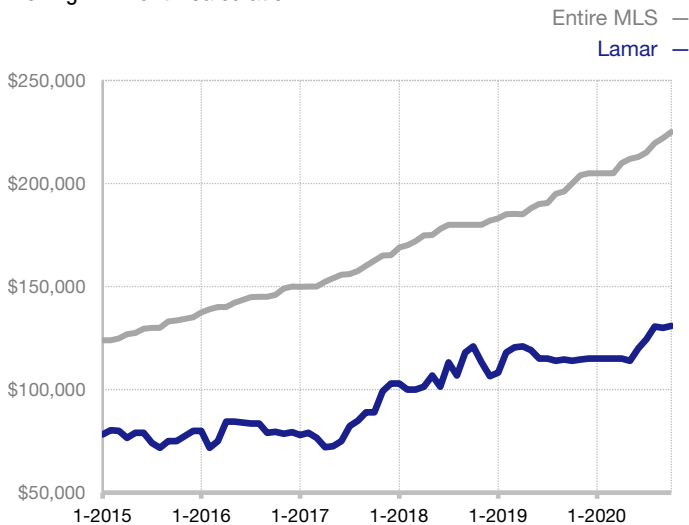
Single Family	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
Key Metrics						
New Listings	6	3	- 50.0%	60	44	- 26.7%
Sold Listings	4	3	- 25.0%	51	39	- 23.5%
Median Sales Price*	\$147,500	\$169,000	+ 14.6%	\$115,000	\$130,000	+ 13.0%
Average Sales Price*	\$172,750	\$153,667	- 11.0%	\$129,558	\$146,308	+ 12.9%
Percent of List Price Received*	89.3%	100.3%	+ 12.3%	94.6%	96.1%	+ 1.6%
Days on Market Until Sale	104	53	- 49.0%	97	112	+ 15.5%
Inventory of Homes for Sale	19	8	- 57.9%	--	--	--
Months Supply of Inventory	4.0	2.1	- 47.5%	--	--	--

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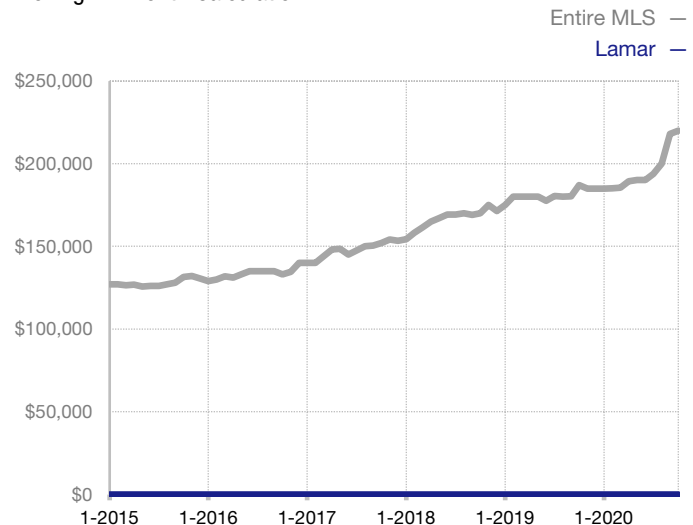
Townhouse/Condo	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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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Rolling 12-Month Calculation



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Las Animas

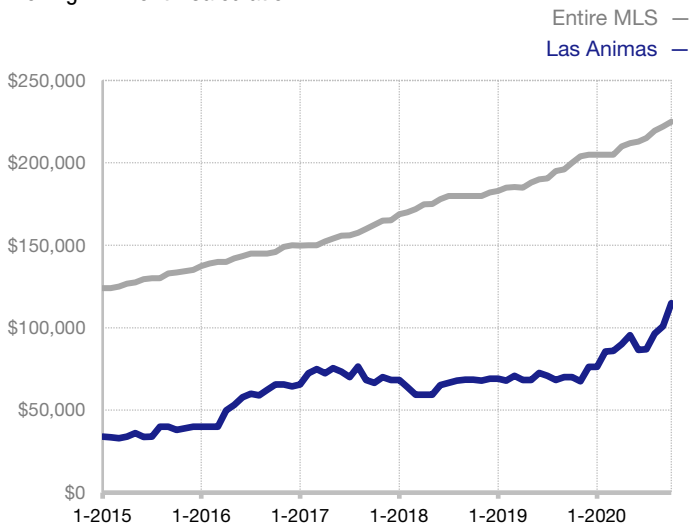
Single Family	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
Key Metrics						
New Listings	4	3	- 25.0%	34	31	- 8.8%
Sold Listings	4	4	0.0%	27	24	- 11.1%
Median Sales Price*	\$68,000	\$175,000	+ 157.4%	\$67,500	\$130,450	+ 93.3%
Average Sales Price*	\$76,250	\$175,000	+ 129.5%	\$80,187	\$145,725	+ 81.7%
Percent of List Price Received*	87.5%	100.4%	+ 14.7%	92.9%	95.9%	+ 3.2%
Days on Market Until Sale	51	94	+ 84.3%	86	92	+ 7.0%
Inventory of Homes for Sale	9	3	- 66.7%	--	--	--
Months Supply of Inventory	3.2	1.2	- 62.5%	--	--	--

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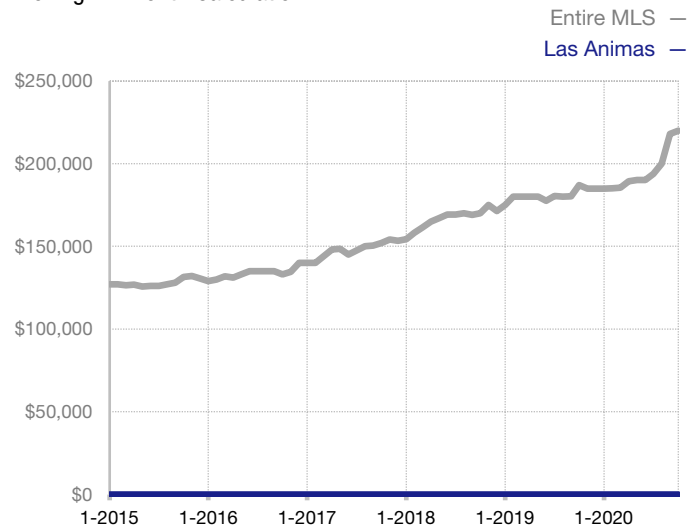
Townhouse/Condo	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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
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Median Sales Price – Townhouse-Condo
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Manzanola

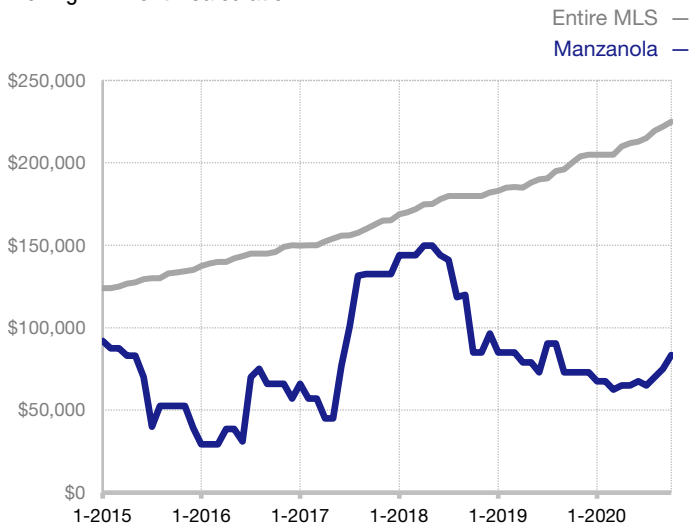
Single Family	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
Key Metrics						
New Listings	1	2	+ 100.0%	8	9	+ 12.5%
Sold Listings	1	1	0.0%	11	8	- 27.3%
Median Sales Price*	\$65,000	\$125,000	+ 92.3%	\$73,000	\$83,392	+ 14.2%
Average Sales Price*	\$65,000	\$125,000	+ 92.3%	\$146,118	\$89,210	- 38.9%
Percent of List Price Received*	94.2%	96.2%	+ 2.1%	92.7%	94.8%	+ 2.3%
Days on Market Until Sale	197	54	- 72.6%	146	89	- 39.0%
Inventory of Homes for Sale	1	4	+ 300.0%	--	--	--
Months Supply of Inventory	0.5	2.5	+ 400.0%	--	--	--

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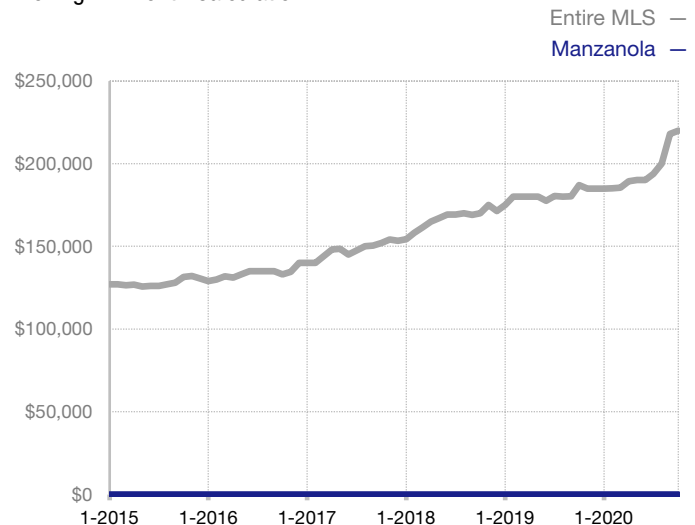
Townhouse/Condo	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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

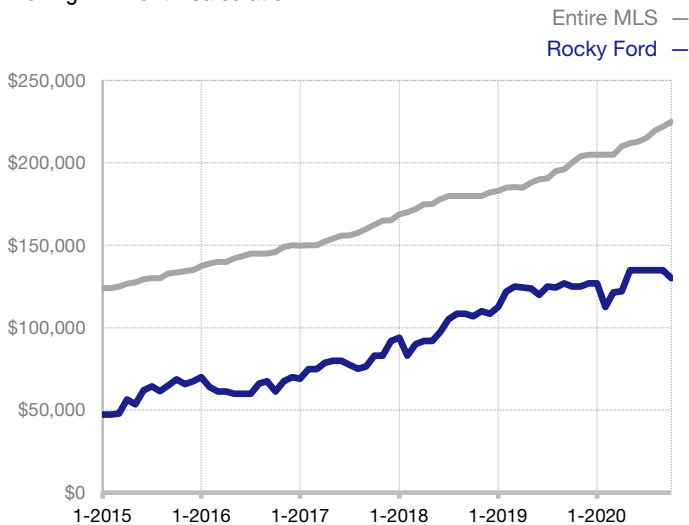
Single Family Key Metrics	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
New Listings	4	7	+ 75.0%	51	47	- 7.8%
Sold Listings	4	8	+ 100.0%	42	35	- 16.7%
Median Sales Price*	\$108,000	\$97,000	- 10.2%	\$127,000	\$135,000	+ 6.3%
Average Sales Price*	\$126,500	\$113,375	- 10.4%	\$132,379	\$136,331	+ 3.0%
Percent of List Price Received*	90.2%	98.9%	+ 9.6%	96.0%	95.5%	- 0.5%
Days on Market Until Sale	99	57	- 42.4%	104	119	+ 14.4%
Inventory of Homes for Sale	16	10	- 37.5%	--	--	--
Months Supply of Inventory	3.9	2.8	- 28.2%	--	--	--

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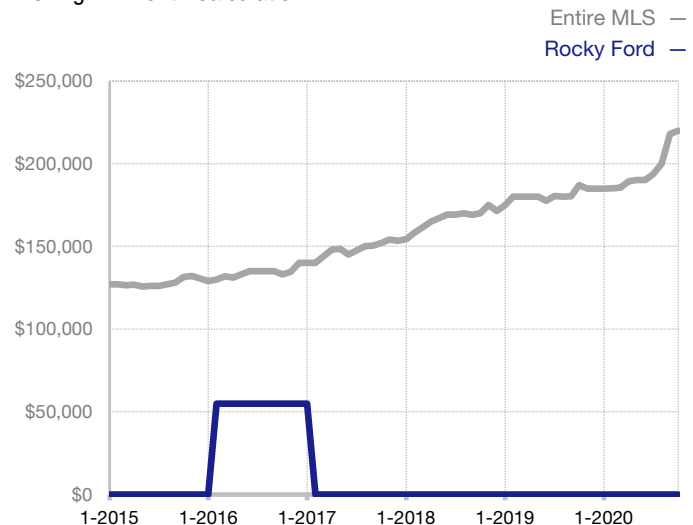
Townhouse/Condo Key Metrics	October			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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



October 2020

Percent changes calculated using year-over-year comparisons.

New Listings were down 6.3 percent for single family homes but increased 116.7 percent for townhouse-condo properties. Pending Sales increased 15.7 percent for single family homes but remained flat for townhouse-condo properties.

The Median Sales Price was up 20.5 percent to \$253,000 for single family homes and 13.8 percent to \$222,000 for townhouse-condo properties. Days on Market decreased 16.5 percent for single family homes and 11.4 percent for townhouse-condo properties.

Mortgage rates dropped to new record lows again in October, helping to offset the monthly mortgage payment increases caused by the rise in home prices seen in many segments of the market across the country. While prices often dip a bit in the winter months, continued buyer demand may temper any price retreats this year.

Activity Snapshot

+ 20.6%	+ 19.2%	- 50.7%
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.

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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	10-2019	10-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		300	281	- 6.3%	3,017	2,915	- 3.4%
Pending Sales		249	288	+ 15.7%	2,393	2,630	+ 9.9%
Sold Listings		239	286	+ 19.7%	2,280	2,451	+ 7.5%
Median Sales Price		\$209,900	\$253,000	+ 20.5%	\$209,000	\$234,900	+ 12.4%
Avg. Sales Price		\$224,485	\$259,431	+ 15.6%	\$216,270	\$238,141	+ 10.1%
Pct. of List Price Received		98.2%	99.6%	+ 1.4%	98.6%	98.9%	+ 0.3%
Days on Market		79	66	- 16.5%	76	72	- 5.3%
Affordability Index		179	158	- 11.7%	180	171	- 5.0%
Active Listings		508	243	- 52.2%	--	--	--
Months Supply		2.3	1.0	- 56.5%	--	--	--

Townhouse-Condo Market Overview

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

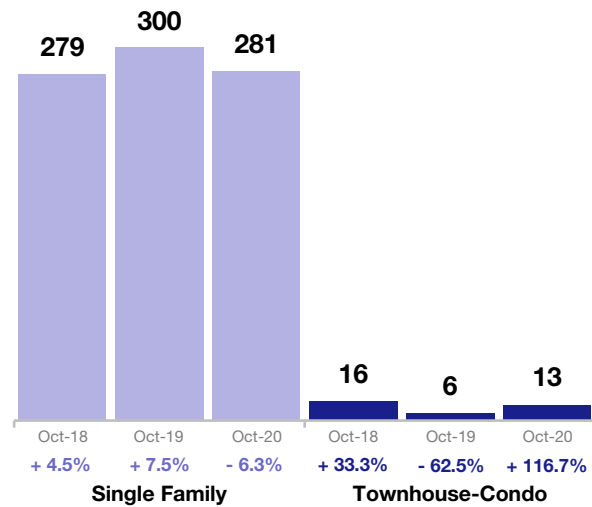


Key Metrics	Historical Sparkbars	10-2019	10-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		6	13	+ 116.7%	105	125	+ 19.0%
Pending Sales		9	9	0.0%	99	114	+ 15.2%
Sold Listings		9	13	+ 44.4%	94	108	+ 14.9%
Median Sales Price		\$195,000	\$222,000	+ 13.8%	\$186,450	\$220,500	+ 18.3%
Avg. Sales Price		\$261,535	\$234,262	- 10.4%	\$195,555	\$211,944	+ 8.4%
Pct. of List Price Received		97.4%	100.0%	+ 2.7%	97.8%	99.0%	+ 1.2%
Days on Market		70	62	- 11.4%	87	74	- 14.9%
Affordability Index		192	181	- 5.7%	201	182	- 9.5%
Active Listings		13	14	+ 7.7%	--	--	--
Months Supply		1.4	1.3	- 7.1%	--	--	--

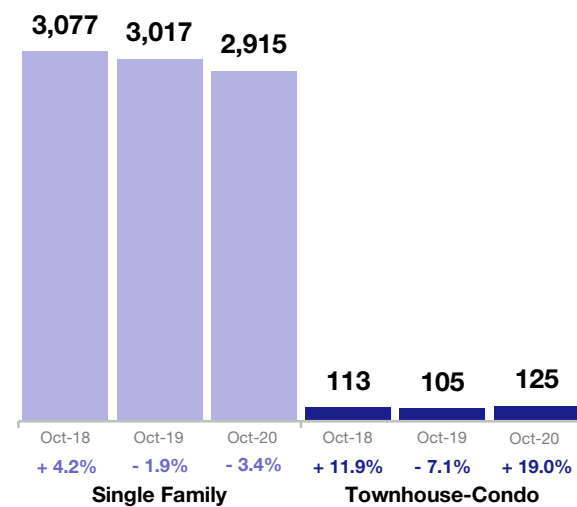
New Listings



October

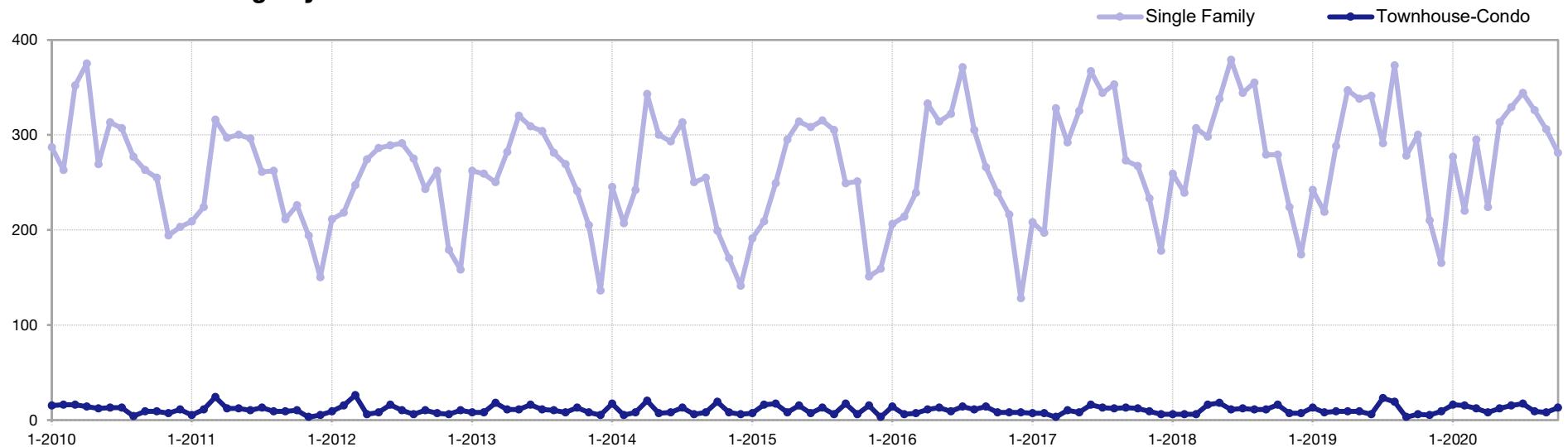


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	313	-7.4%	12	+33.3%
Jun-2020	329	-3.5%	15	+150.0%
Jul-2020	344	+18.2%	17	-26.1%
Aug-2020	326	-12.6%	9	-52.6%
Sep-2020	306	+10.1%	8	+166.7%
Oct-2020	281	-6.3%	13	+116.7%

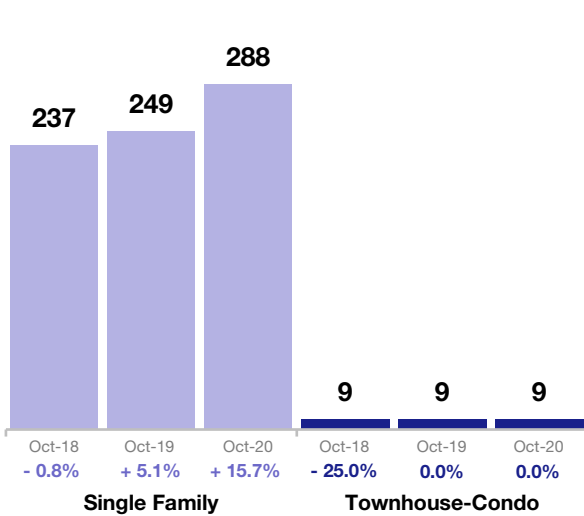
Historical New Listings by Month



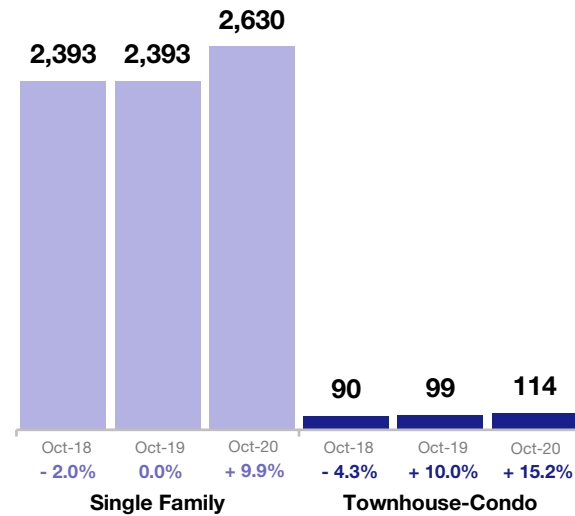
Pending Sales



October

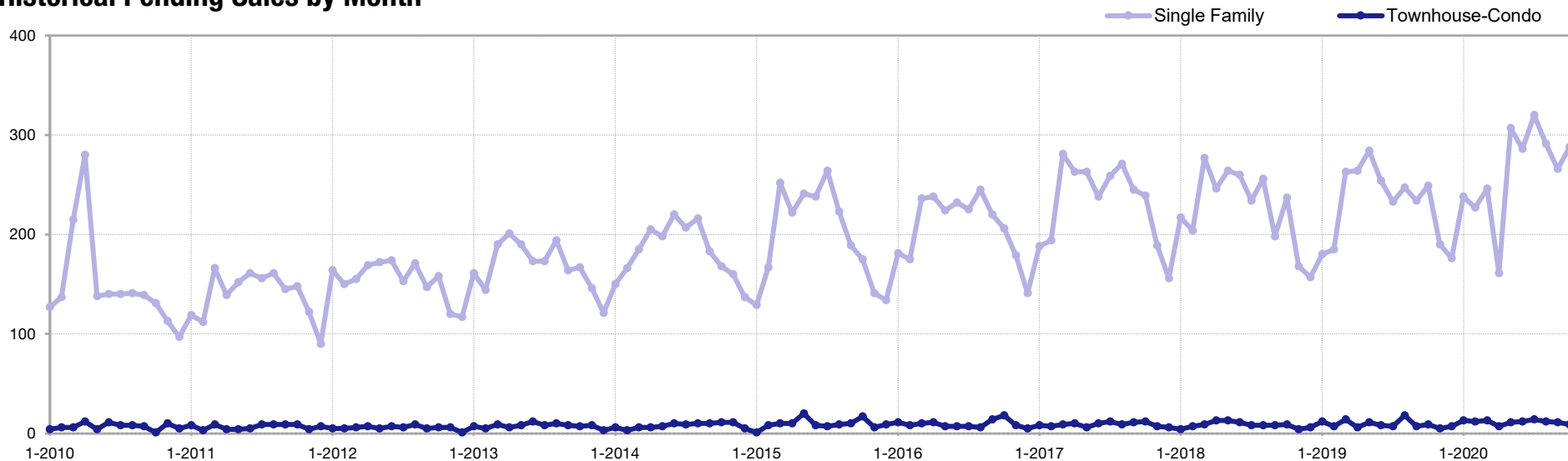


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	227	+22.7%	12	+71.4%
Mar-2020	246	-6.5%	13	-7.1%
Apr-2020	161	-39.0%	7	+16.7%
May-2020	307	+8.1%	11	0.0%
Jun-2020	286	+12.6%	12	+50.0%
Jul-2020	320	+37.3%	14	+100.0%
Aug-2020	291	+17.8%	12	-33.3%
Sep-2020	266	+13.7%	11	+57.1%
Oct-2020	288	+15.7%	9	0.0%

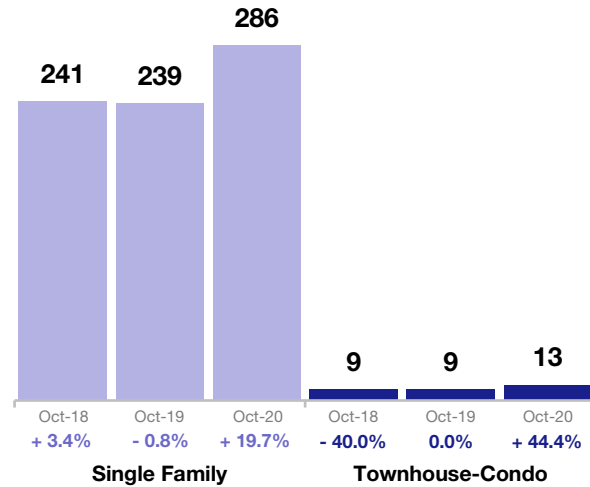
Historical Pending Sales by Month



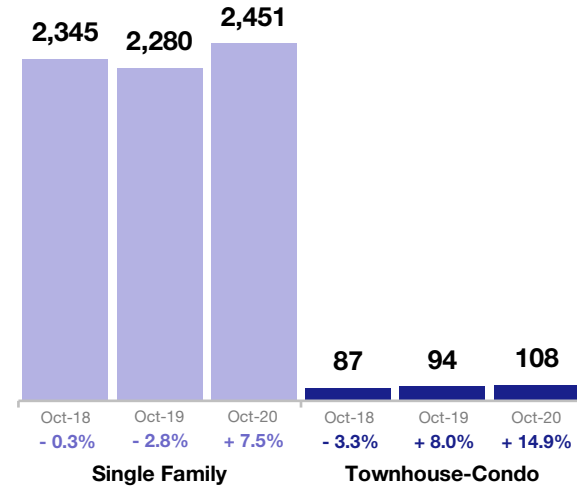
Sold Listings



October

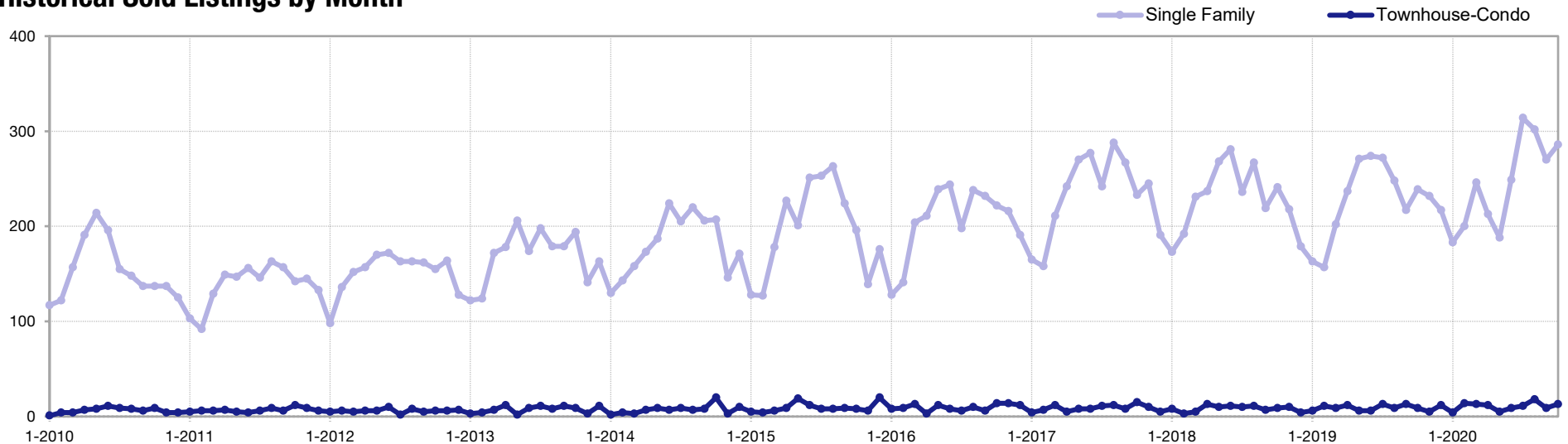


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	232	+6.4%	5	-50.0%
Dec-2019	217	+21.2%	12	+200.0%
Jan-2020	183	+12.3%	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	314	+15.4%	11	-15.4%
Aug-2020	302	+21.8%	18	+100.0%
Sep-2020	270	+24.4%	9	-30.8%
Oct-2020	286	+19.7%	13	+44.4%

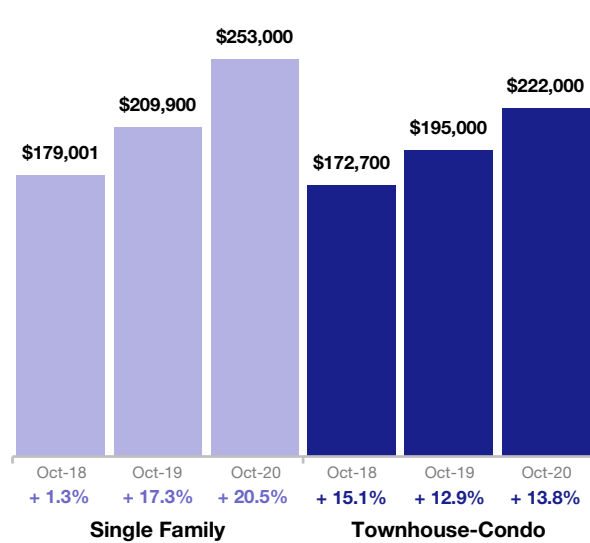
Historical Sold Listings by Month



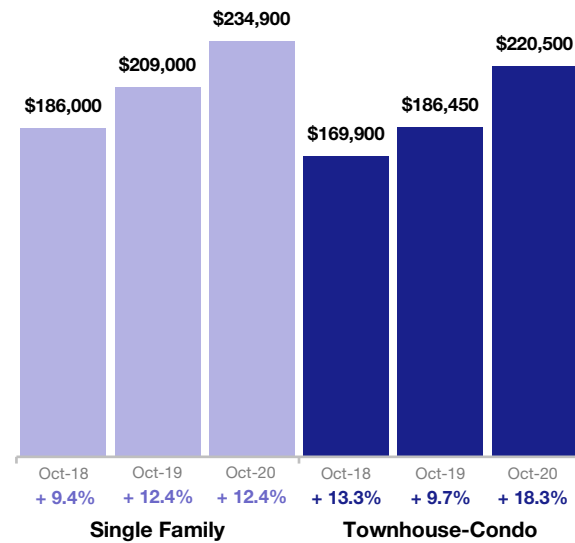
Median Sales Price



October

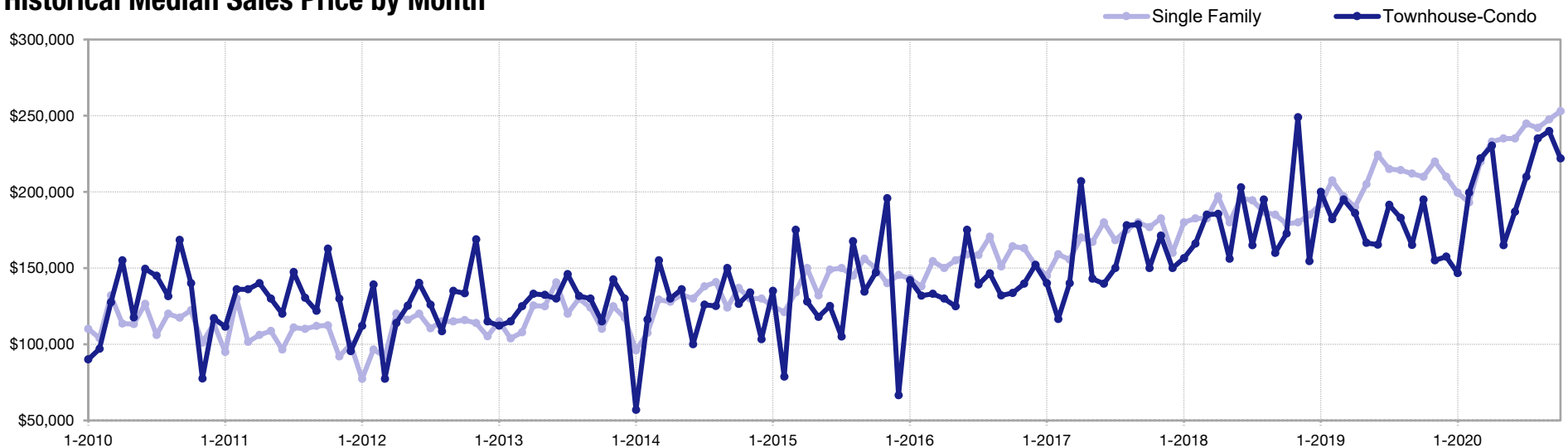


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	\$219,900	+22.2%	\$155,000	-37.8%
Dec-2019	\$209,900	+13.5%	\$157,500	+2.0%
Jan-2020	\$199,450	+3.9%	\$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	\$244,850	+13.9%	\$210,000	+9.7%
Aug-2020	\$241,950	+12.9%	\$235,000	+28.5%
Sep-2020	\$247,500	+16.7%	\$239,900	+45.3%
Oct-2020	\$253,000	+20.5%	\$222,000	+13.8%

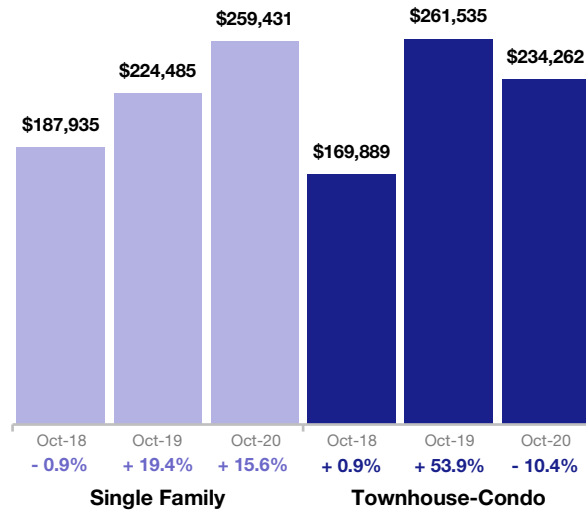
Historical Median Sales Price by Month



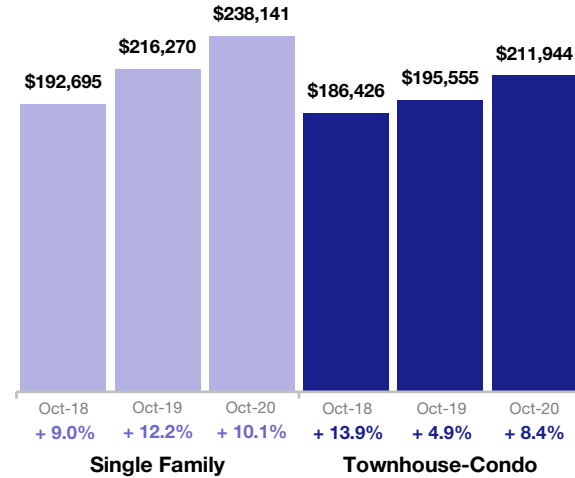
Average Sales Price



October

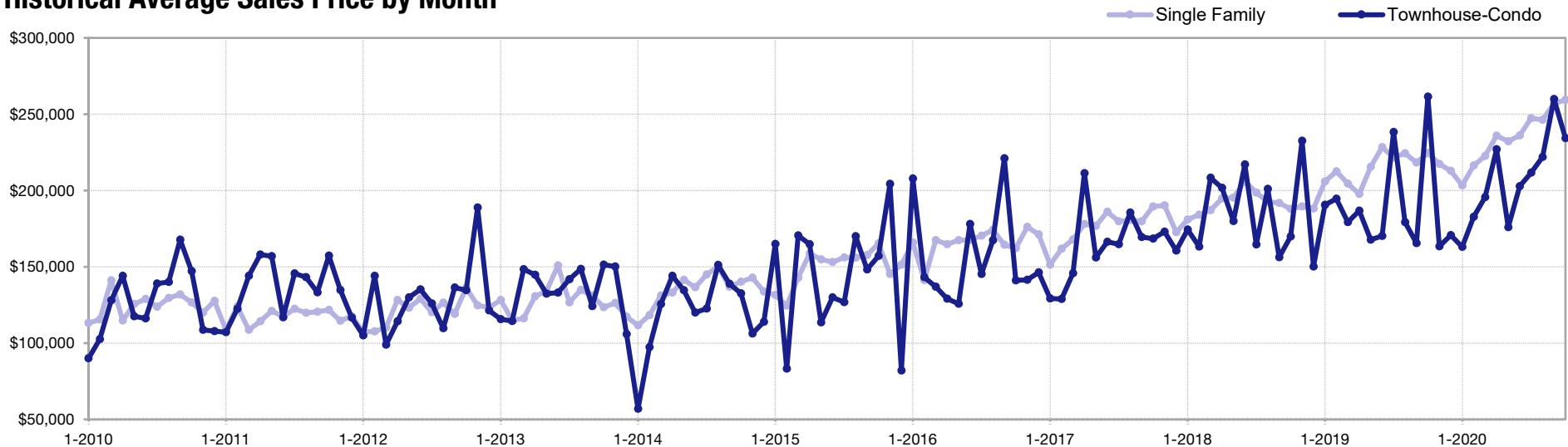


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	\$217,335	+14.7%	\$163,360	-29.7%
Dec-2019	\$212,823	+13.2%	\$170,694	+13.6%
Jan-2020	\$203,338	-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	\$247,431	+11.7%	\$211,682	-11.2%
Aug-2020	\$246,324	+9.8%	\$221,931	+23.8%
Sep-2020	\$256,971	+17.7%	\$259,933	+57.1%
Oct-2020	\$259,431	+15.6%	\$234,262	-10.4%

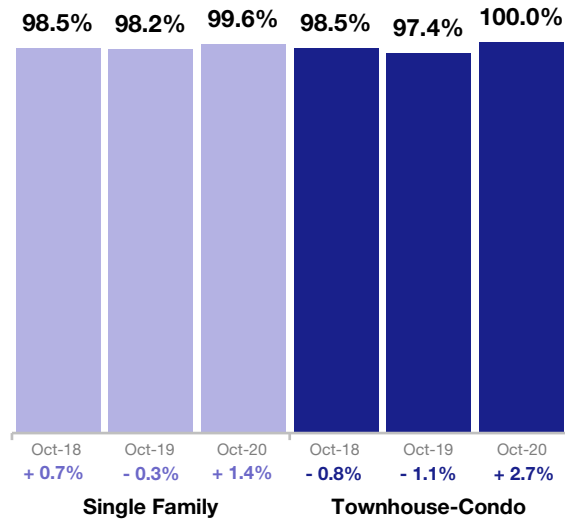
Historical Average Sales Price by Month



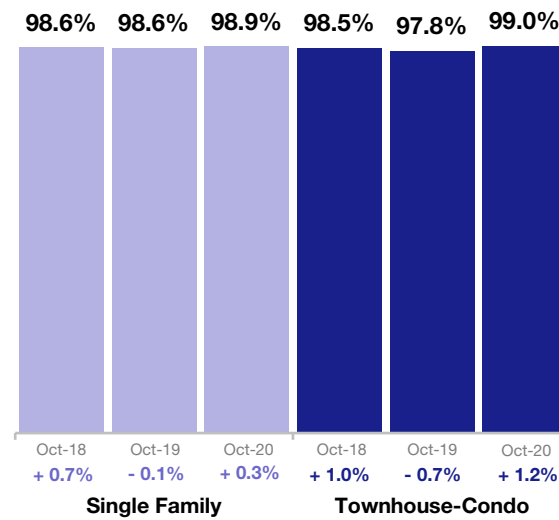
Percent of List Price Received



October

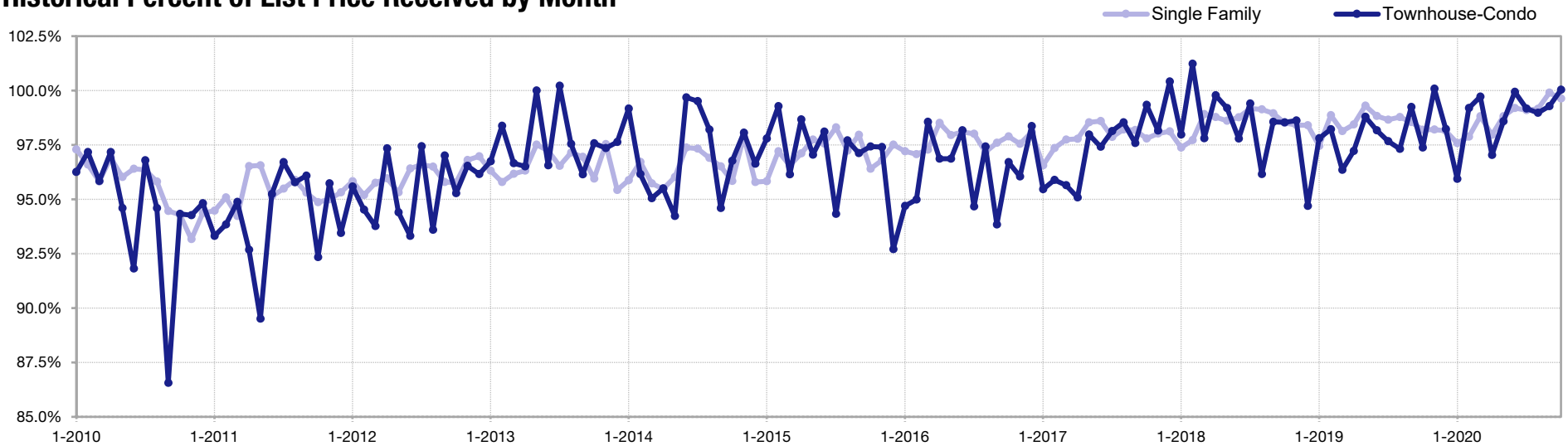


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	99.2%	+1.5%
Aug-2020	99.2%	+0.4%	99.0%	+1.7%
Sep-2020	99.9%	+1.4%	99.3%	+0.1%
Oct-2020	99.6%	+1.4%	100.0%	+2.7%

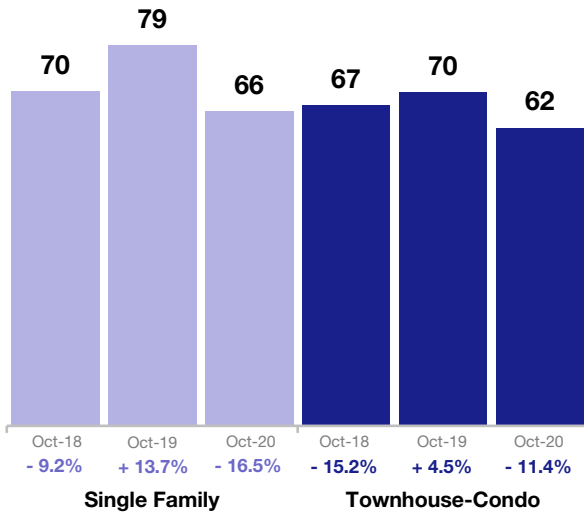
Historical Percent of List Price Received by Month



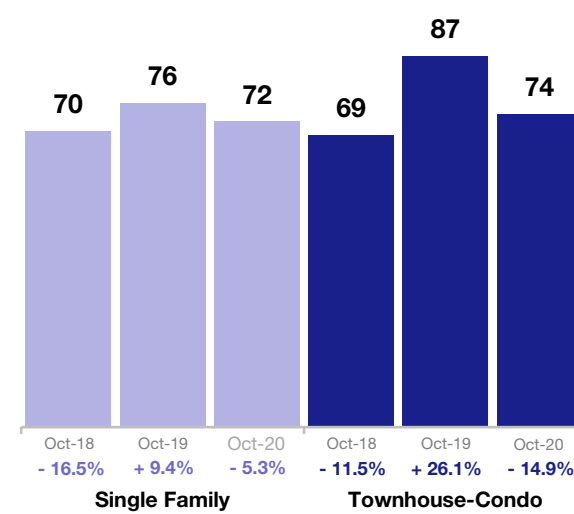
Days on Market Until Sale



October

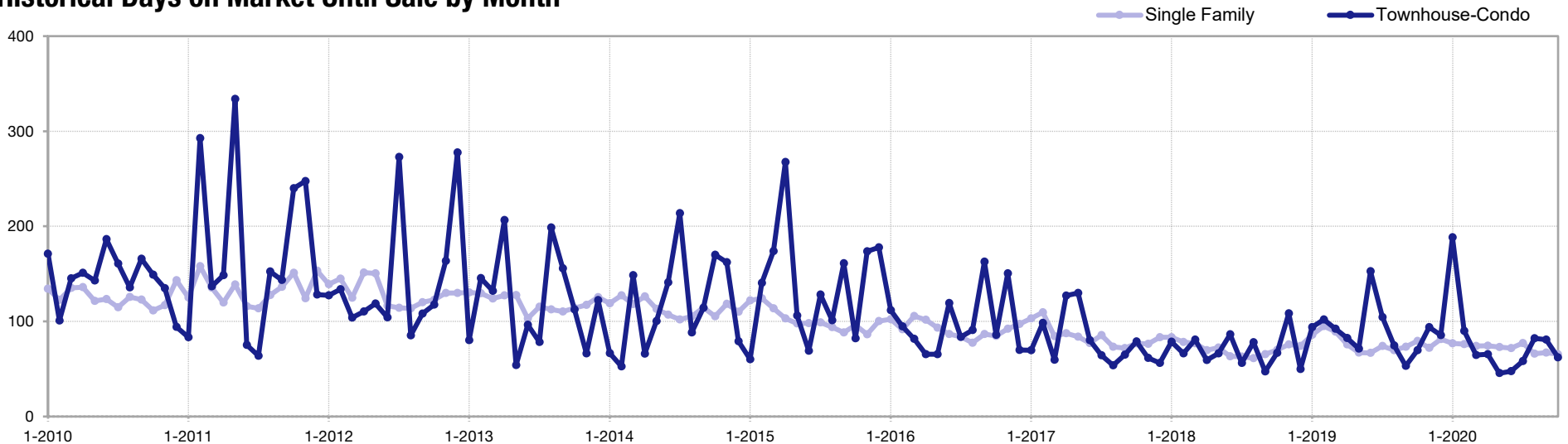


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	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%

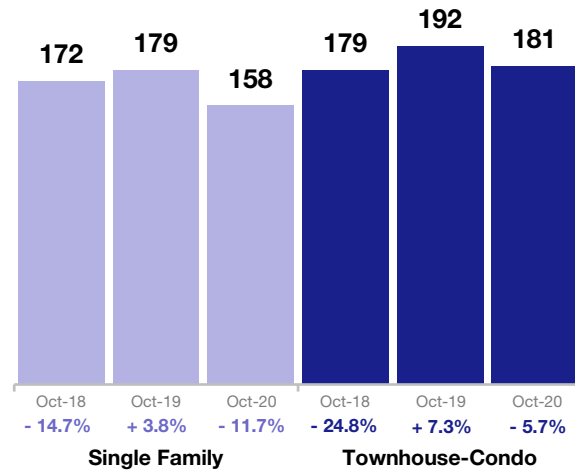
Historical Days on Market Until Sale by Month



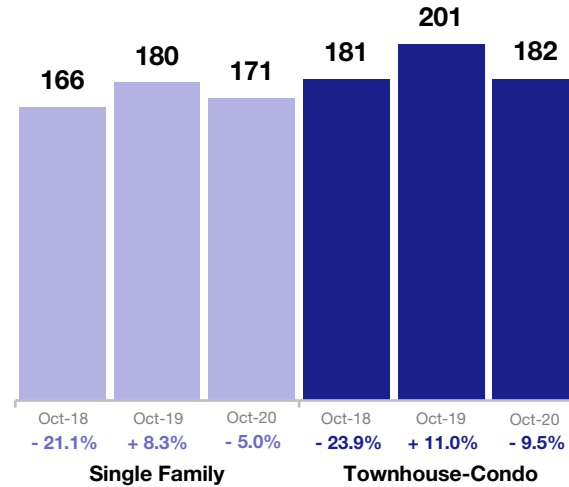
Housing Affordability Index



October

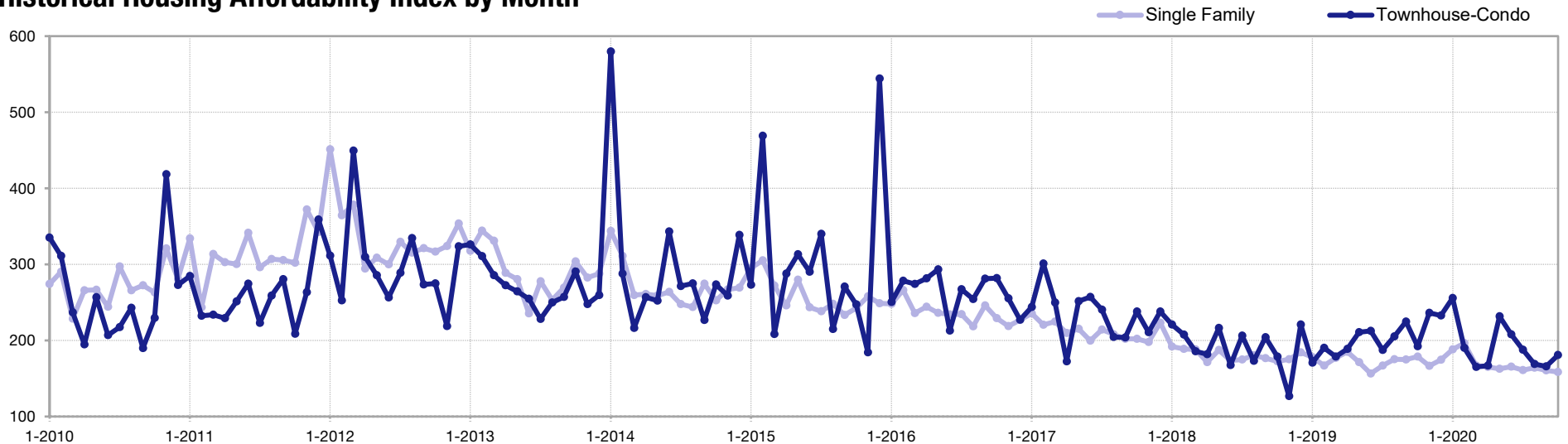


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	167	-4.6%	236	+85.8%
Dec-2019	175	-4.9%	233	+5.4%
Jan-2020	188	+5.6%	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%	188	+0.5%
Aug-2020	164	-6.3%	169	-17.6%
Sep-2020	161	-8.0%	166	-26.2%
Oct-2020	158	-11.7%	181	-5.7%

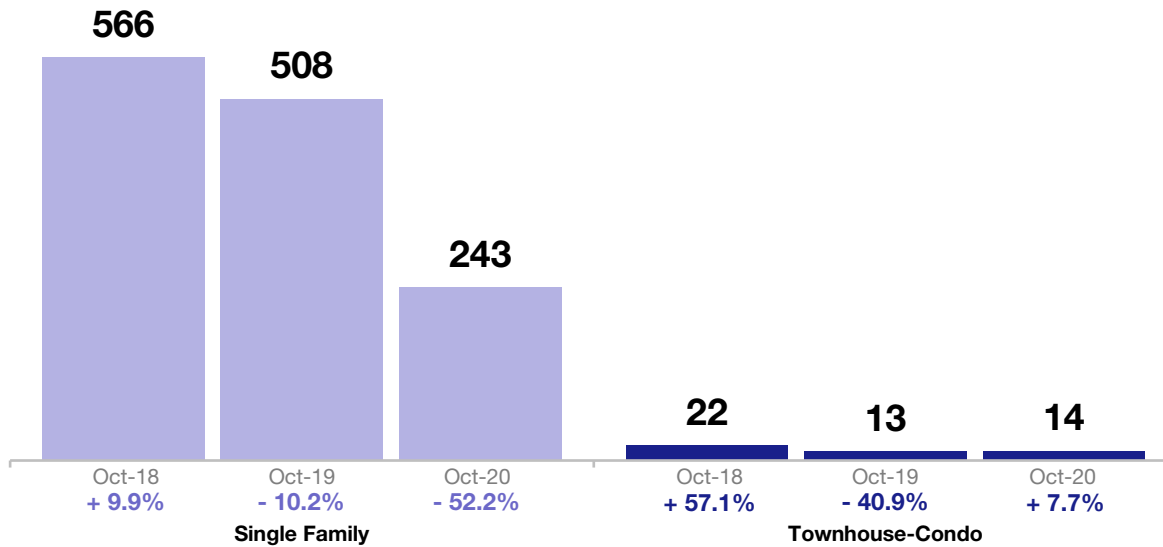
Historical Housing Affordability Index by Month



Inventory of Active Listings

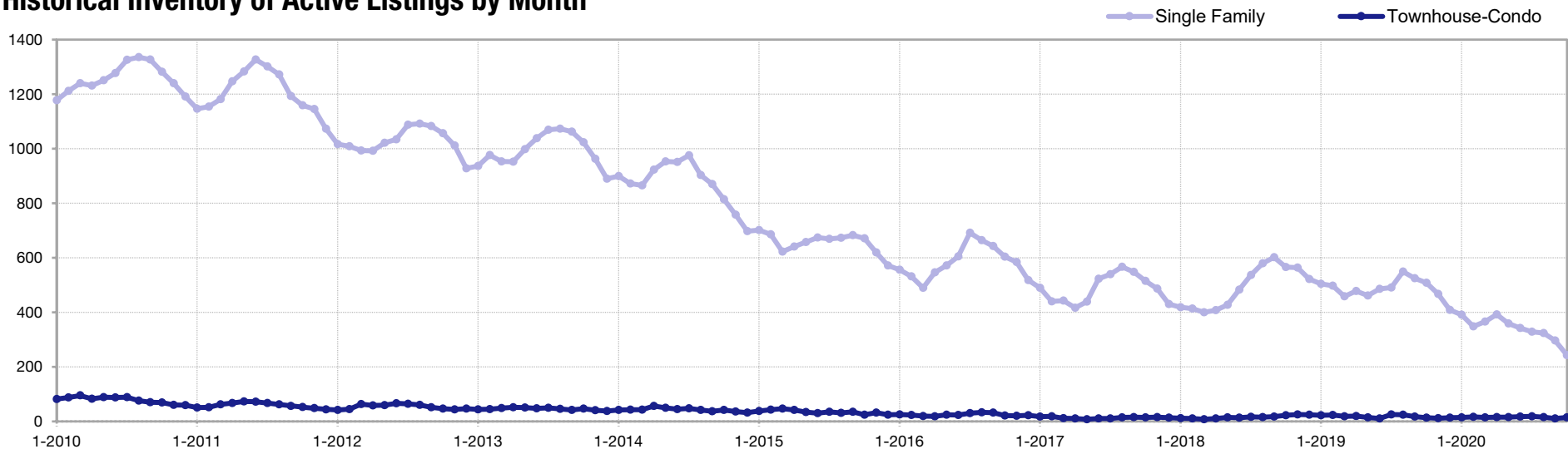


October



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	467	-17.2%	12	-52.0%
Dec-2019	409	-21.6%	13	-45.8%
Jan-2020	391	-22.4%	14	-36.4%
Feb-2020	348	-30.0%	16	-30.4%
Mar-2020	366	-20.1%	14	-22.2%
Apr-2020	392	-18.0%	15	-21.1%
May-2020	359	-22.1%	15	+7.1%
Jun-2020	342	-29.6%	17	+54.5%
Jul-2020	329	-33.0%	18	-28.0%
Aug-2020	324	-41.0%	15	-37.5%
Sep-2020	296	-43.6%	11	-35.3%
Oct-2020	243	-52.2%	14	+7.7%

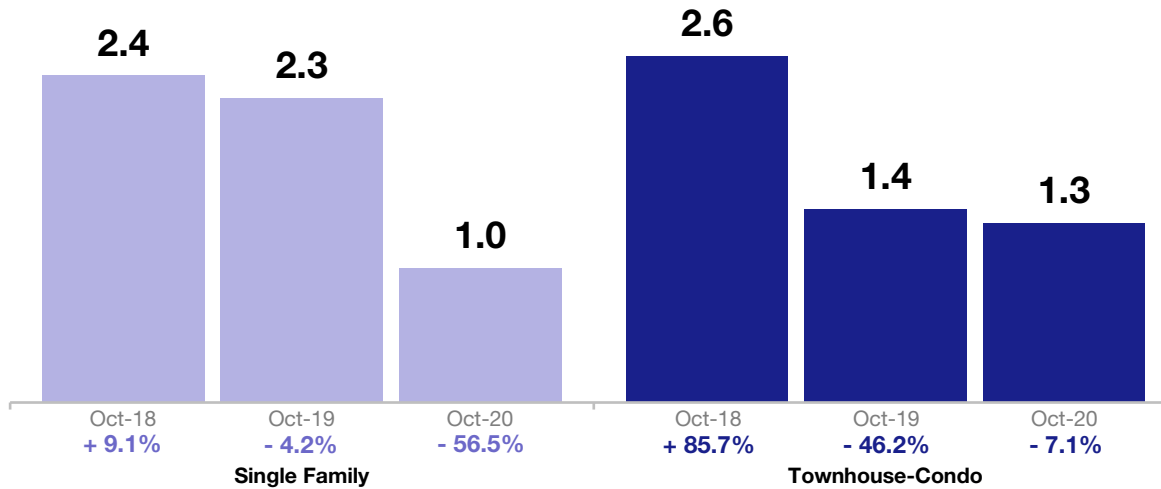
Historical Inventory of Active Listings by Month



Months Supply of Inventory

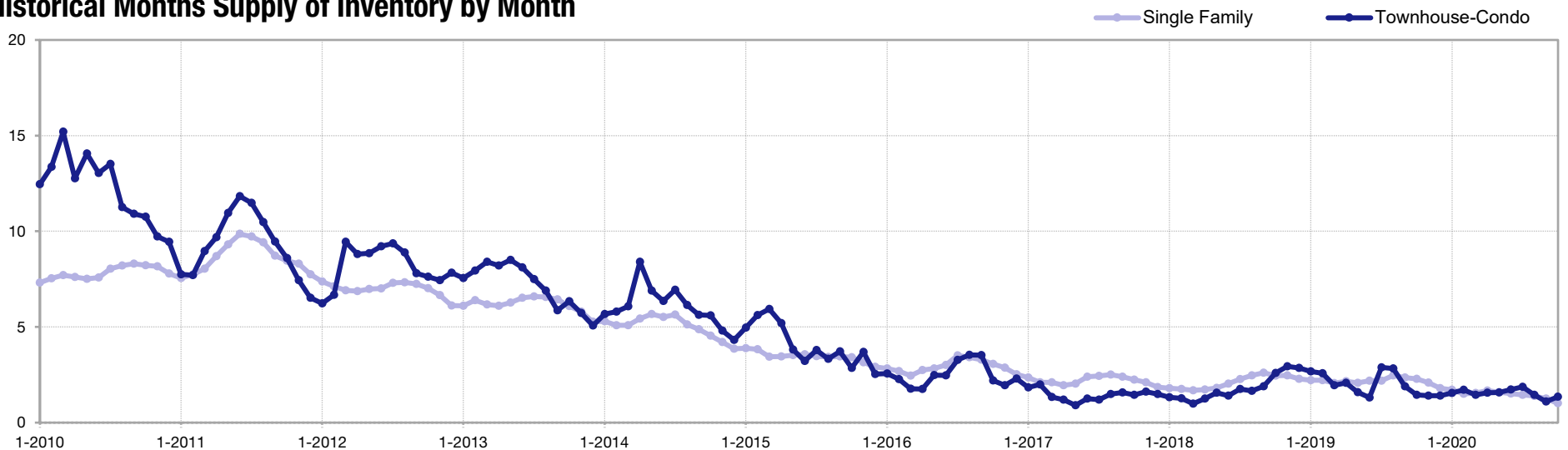


October



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	1.6	0.0%
Jun-2020	1.5	-31.8%	1.7	+30.8%
Jul-2020	1.4	-36.4%	1.9	-34.5%
Aug-2020	1.4	-44.0%	1.4	-50.0%
Sep-2020	1.2	-50.0%	1.1	-42.1%
Oct-2020	1.0	-56.5%	1.3	-7.1%

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.



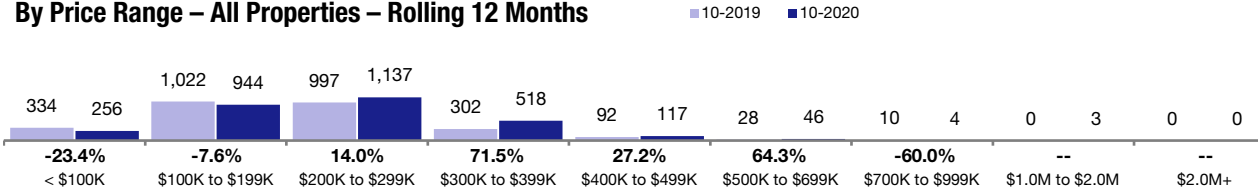
Key Metrics	Historical Sparkbars	10-2019	10-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		306	294	- 3.9%	3,122	3,040	- 2.6%
Pending Sales		258	297	+ 15.1%	2,492	2,744	+ 10.1%
Sold Listings		248	299	+ 20.6%	2,374	2,559	+ 7.8%
Median Sales Price		\$209,700	\$250,000	+ 19.2%	\$206,800	\$232,500	+ 12.4%
Avg. Sales Price		\$225,830	\$258,337	+ 14.4%	\$215,450	\$237,035	+ 10.0%
Pct. of List Price Received		98.2%	99.7%	+ 1.5%	98.5%	98.9%	+ 0.4%
Days on Market		79	65	- 17.7%	77	72	- 6.5%
Affordability Index		179	160	- 10.6%	181	172	- 5.0%
Active Listings		521	257	- 50.7%	--	--	--
Months Supply		2.2	1.0	- 54.5%	--	--	--

Sold Listings

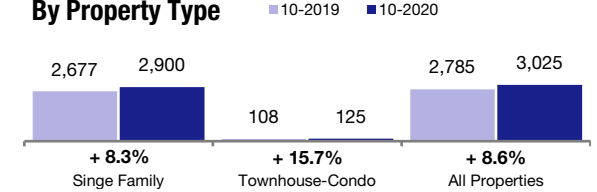
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	10-2019	10-2020	Change	10-2019	10-2020	Change
\$99,999 and Below	324	250	- 22.8%	10	6	- 40.0%
\$100,000 to \$199,999	968	894	- 7.6%	54	50	- 7.4%
\$200,000 to \$299,999	962	1,079	+ 12.2%	35	58	+ 65.7%
\$300,000 to \$399,999	296	508	+ 71.6%	6	10	+ 66.7%
\$400,000 to \$499,999	91	116	+ 27.5%	1	1	0.0%
\$500,000 to \$699,999	26	46	+ 76.9%	2	0	- 100.0%
\$700,000 to \$999,999	10	4	- 60.0%	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	2,677	2,900	+ 8.3%	108	125	+ 15.7%

Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2020	10-2020	Change	9-2020	10-2020	Change
\$99,999 and Below	12	18	+ 50.0%	0	0	--
\$100,000 to \$199,999	74	71	- 4.1%	2	3	+ 50.0%
\$200,000 to \$299,999	102	106	+ 3.9%	6	7	+ 16.7%
\$300,000 to \$399,999	56	72	+ 28.6%	0	3	--
\$400,000 to \$499,999	19	10	- 47.4%	1	0	- 100.0%
\$500,000 to \$699,999	6	7	+ 16.7%	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	270	286	+ 5.9%	9	13	+ 44.4%

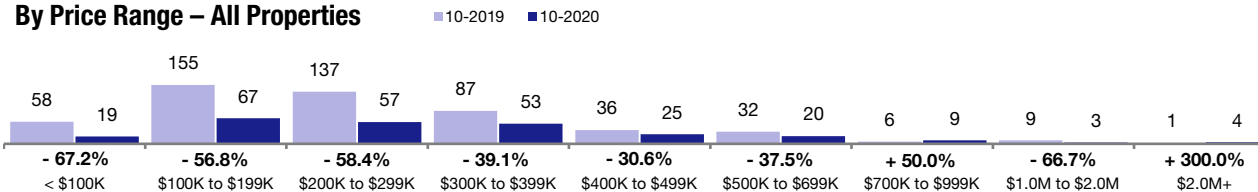
Year to Date

By Price Range	Single Family			Condo		
	10-2019	10-2020	Change	10-2019	10-2020	Change
\$99,999 and Below	263	202	- 23.2%	10	5	- 50.0%
\$100,000 to \$199,999	803	744	- 7.3%	47	39	- 17.0%
\$200,000 to \$299,999	831	898	+ 8.1%	29	53	+ 82.8%
\$300,000 to \$399,999	266	458	+ 72.2%	5	10	+ 100.0%
\$400,000 to \$499,999	83	103	+ 24.1%	1	1	0.0%
\$500,000 to \$699,999	24	39	+ 62.5%	2	0	- 100.0%
\$700,000 to \$999,999	10	4	- 60.0%	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	2,280	2,451	+ 7.5%	94	108	+ 14.9%

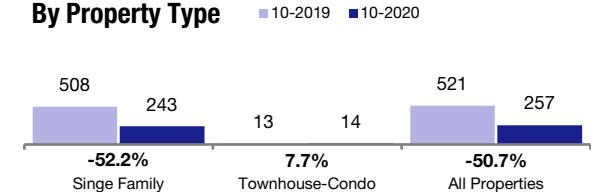
Inventory of Active Listings

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		
	10-2019	10-2020	Change	10-2019	10-2020	Change
\$99,999 and Below	56	19	- 66.1%	2	0	- 100.0%
\$100,000 to \$199,999	151	64	- 57.6%	4	3	- 25.0%
\$200,000 to \$299,999	133	51	- 61.7%	4	6	+ 50.0%
\$300,000 to \$399,999	85	51	- 40.0%	2	2	0.0%
\$400,000 to \$499,999	36	23	- 36.1%	0	2	--
\$500,000 to \$699,999	31	20	- 35.5%	1	0	- 100.0%
\$700,000 to \$999,999	6	8	+ 33.3%	0	1	--
\$1,000,000 to \$1,999,999	9	3	- 66.7%	0	0	--
\$2,000,000 and Above	1	4	+ 300.0%	0	0	--
All Price Ranges	508	243	- 52.2%	13	14	+ 7.7%

Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2020	10-2020	Change	9-2020	10-2020	Change
\$99,999 and Below	19	19	0.0%	0	0	--
\$100,000 to \$199,999	77	64	- 16.9%	2	3	+ 50.0%
\$200,000 to \$299,999	74	51	- 31.1%	3	6	+ 100.0%
\$300,000 to \$399,999	59	51	- 13.6%	4	2	- 50.0%
\$400,000 to \$499,999	27	23	- 14.8%	2	2	0.0%
\$500,000 to \$699,999	23	20	- 13.0%	0	0	--
\$700,000 to \$999,999	10	8	- 20.0%	0	1	--
\$1,000,000 to \$1,999,999	2	3	+ 50.0%	0	0	--
\$2,000,000 and Above	5	4	- 20.0%	0	0	--
All Price Ranges	296	243	- 17.9%	11	14	+ 27.3%

Year to Date

By Price Range	Single Family			Condo		
	10-2019	10-2020	Change	10-2019	10-2020	Change
\$99,999 and Below	19	19	0.0%	0	0	--
\$100,000 to \$199,999	77	64	- 16.9%	2	3	+ 50.0%
\$200,000 to \$299,999	74	51	- 31.1%	3	6	+ 100.0%
\$300,000 to \$399,999	59	51	- 13.6%	4	2	- 50.0%
\$400,000 to \$499,999	27	23	- 14.8%	2	2	0.0%
\$500,000 to \$699,999	23	20	- 13.0%	0	0	--
\$700,000 to \$999,999	10	8	- 20.0%	0	1	--
\$1,000,000 to \$1,999,999	2	3	+ 50.0%	0	0	--
\$2,000,000 and Above	5	4	- 20.0%	0	0	--
All Price Ranges	296	243	- 17.9%	11	14	+ 27.3%

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.