

# Local Market Update for August 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Pueblo County

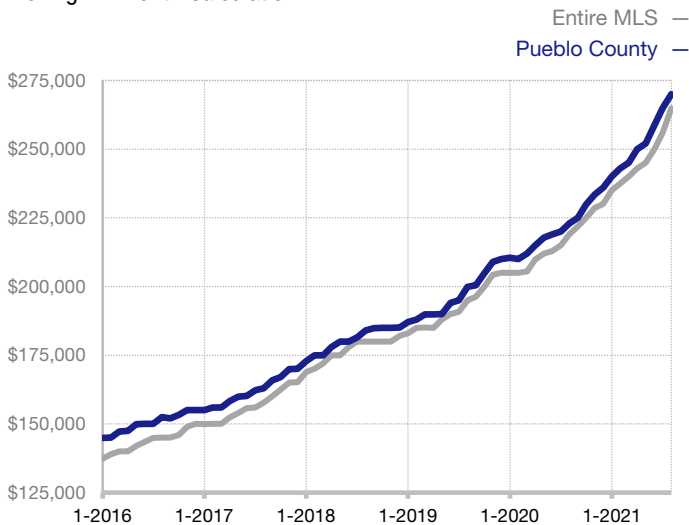
Single Family Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	332	<b>379</b>	+ 14.2%	2,333	<b>2,523</b>	+ 8.1%
Sold Listings	302	<b>274</b>	- 9.3%	1,883	<b>1,953</b>	+ 3.7%
Median Sales Price*	\$240,000	<b>\$309,000</b>	+ 28.8%	\$227,500	<b>\$280,000</b>	+ 23.1%
Average Sales Price*	\$245,176	<b>\$314,410</b>	+ 28.2%	\$231,189	<b>\$290,821</b>	+ 25.8%
Percent of List Price Received*	99.2%	<b>101.3%</b>	+ 2.1%	98.7%	<b>101.2%</b>	+ 2.5%
Days on Market Until Sale	68	<b>61</b>	- 10.3%	73	<b>64</b>	- 12.3%
Inventory of Homes for Sale	338	<b>280</b>	- 17.2%	--	--	--
Months Supply of Inventory	1.5	<b>1.1</b>	- 26.7%	--	--	--

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

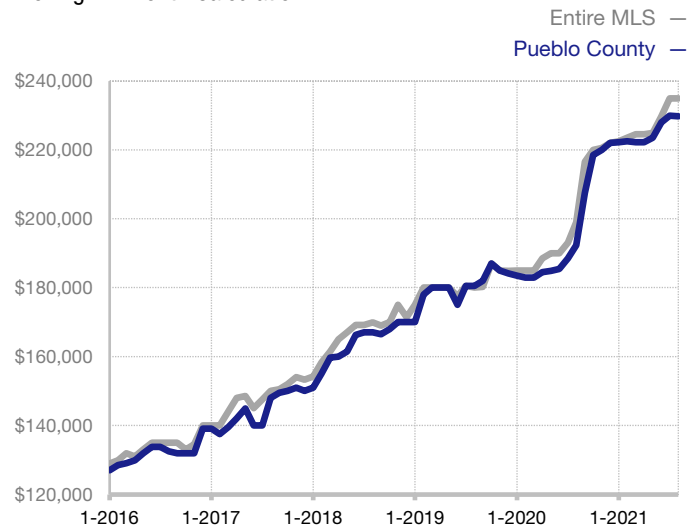
Townhouse/Condo Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	9	<b>9</b>	0.0%	102	<b>85</b>	- 16.7%
Sold Listings	17	<b>6</b>	- 64.7%	85	<b>80</b>	- 5.9%
Median Sales Price*	\$235,000	<b>\$250,000</b>	+ 6.4%	\$212,000	<b>\$229,250</b>	+ 8.1%
Average Sales Price*	\$225,280	<b>\$239,625</b>	+ 6.4%	\$202,590	<b>\$226,825</b>	+ 12.0%
Percent of List Price Received*	98.9%	<b>100.2%</b>	+ 1.3%	98.7%	<b>100.6%</b>	+ 1.9%
Days on Market Until Sale	85	<b>51</b>	- 40.0%	75	<b>69</b>	- 8.0%
Inventory of Homes for Sale	14	<b>5</b>	- 64.3%	--	--	--
Months Supply of Inventory	1.4	<b>0.5</b>	- 64.3%	--	--	--

\* 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



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## Arkansas Valley/Otero County

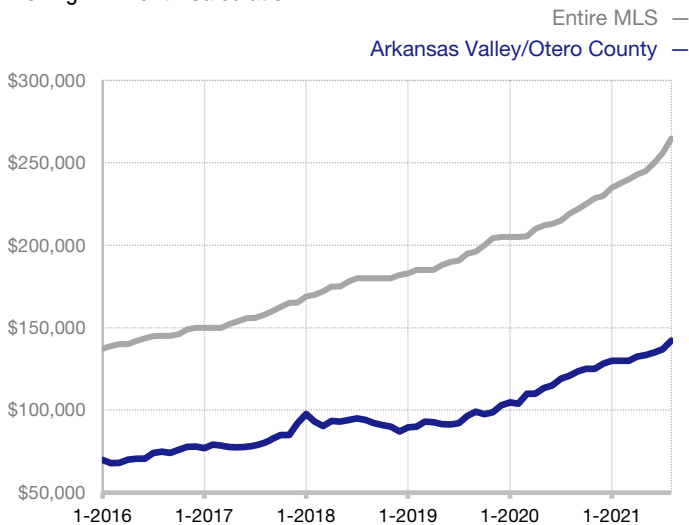
Single Family Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	43	42	- 2.3%	278	318	+ 14.4%
Sold Listings	42	27	- 35.7%	228	250	+ 9.6%
Median Sales Price*	\$124,500	\$145,000	+ 16.5%	\$124,200	\$140,000	+ 12.7%
Average Sales Price*	\$140,414	\$146,567	+ 4.4%	\$137,191	\$158,368	+ 15.4%
Percent of List Price Received*	96.4%	96.9%	+ 0.5%	96.1%	96.9%	+ 0.8%
Days on Market Until Sale	105	47	- 55.2%	106	86	- 18.9%
Inventory of Homes for Sale	88	79	- 10.2%	--	--	--
Months Supply of Inventory	3.1	2.5	- 19.4%	--	--	--

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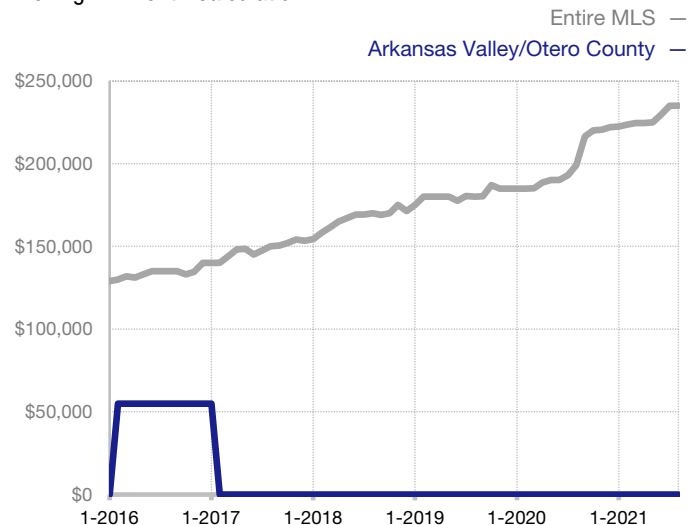
Townhouse/Condo Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	1	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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## Fowler

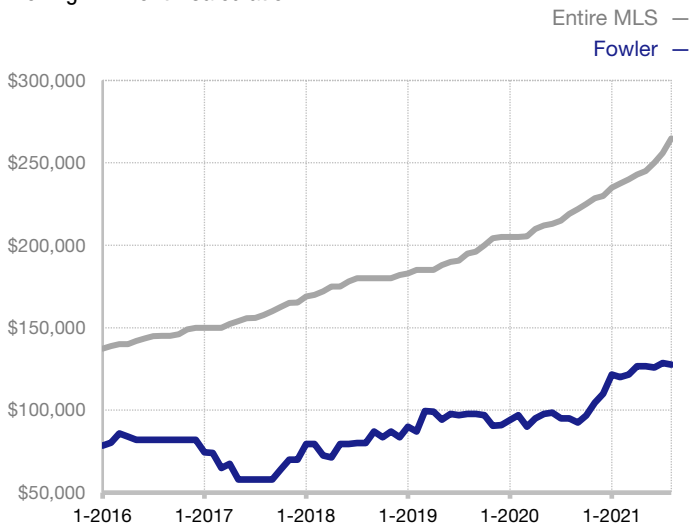
Single Family	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	2	2	0.0%	16	33	+ 106.3%
Sold Listings	4	1	- 75.0%	15	32	+ 113.3%
Median Sales Price*	\$170,000	<b>\$224,900</b>	+ 32.3%	\$110,000	<b>\$135,500</b>	+ 23.2%
Average Sales Price*	\$158,375	<b>\$224,900</b>	+ 42.0%	\$133,167	<b>\$172,813</b>	+ 29.8%
Percent of List Price Received*	97.1%	<b>100.0%</b>	+ 3.0%	96.6%	<b>99.2%</b>	+ 2.7%
Days on Market Until Sale	109	79	- 27.5%	96	78	- 18.8%
Inventory of Homes for Sale	5	6	+ 20.0%	--	--	--
Months Supply of Inventory	2.2	1.9	- 13.6%	--	--	--

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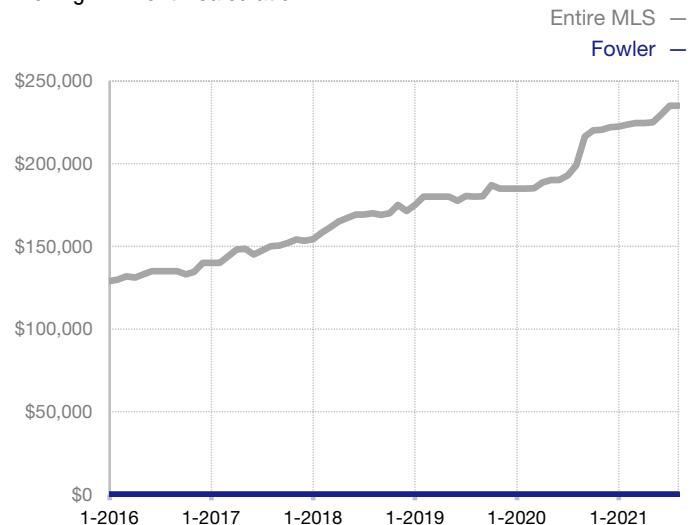
Townhouse/Condo	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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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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## Huerfano County

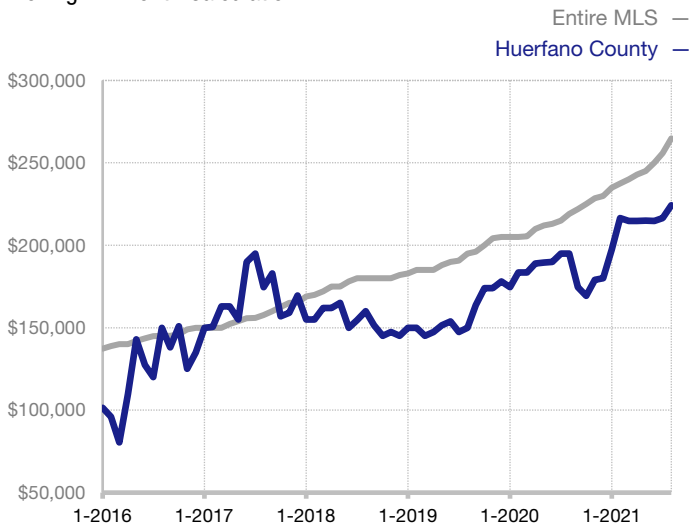
Single Family	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	23	12	- 47.8%	92	95	+ 3.3%
Sold Listings	10	12	+ 20.0%	47	71	+ 51.1%
Median Sales Price*	\$232,950	<b>\$282,500</b>	+ 21.3%	\$195,000	<b>\$269,000</b>	+ 37.9%
Average Sales Price*	\$270,990	<b>\$285,029</b>	+ 5.2%	\$325,530	<b>\$295,177</b>	- 9.3%
Percent of List Price Received*	95.4%	<b>98.4%</b>	+ 3.1%	93.1%	<b>95.5%</b>	+ 2.6%
Days on Market Until Sale	139	75	- 46.0%	168	161	- 4.2%
Inventory of Homes for Sale	65	36	- 44.6%	--	--	--
Months Supply of Inventory	10.1	3.8	- 62.4%	--	--	--

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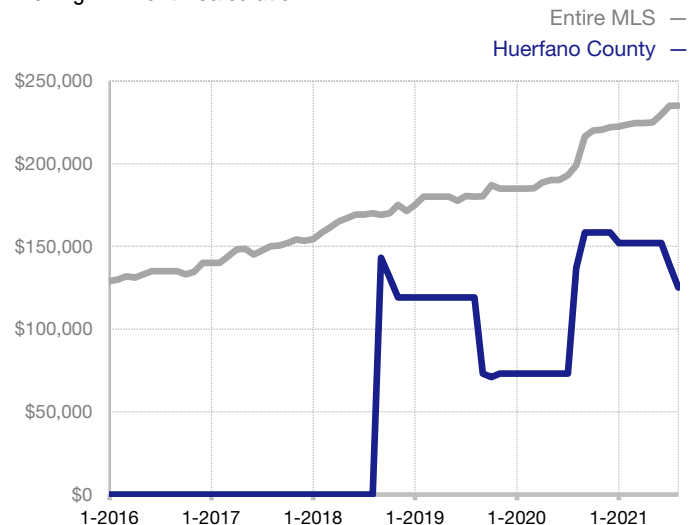
Townhouse/Condo	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	4	1	- 75.0%
Sold Listings	3	0	- 100.0%	3	2	- 33.3%
Median Sales Price*	\$151,980	<b>\$0</b>	- 100.0%	\$151,980	<b>\$117,500</b>	- 22.7%
Average Sales Price*	\$146,293	<b>\$0</b>	- 100.0%	\$146,293	<b>\$117,500</b>	- 19.7%
Percent of List Price Received*	99.6%	<b>0.0%</b>	- 100.0%	99.6%	<b>94.0%</b>	- 5.6%
Days on Market Until Sale	73	0	- 100.0%	73	41	- 43.8%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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Rolling 12-Month Calculation



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## La Junta

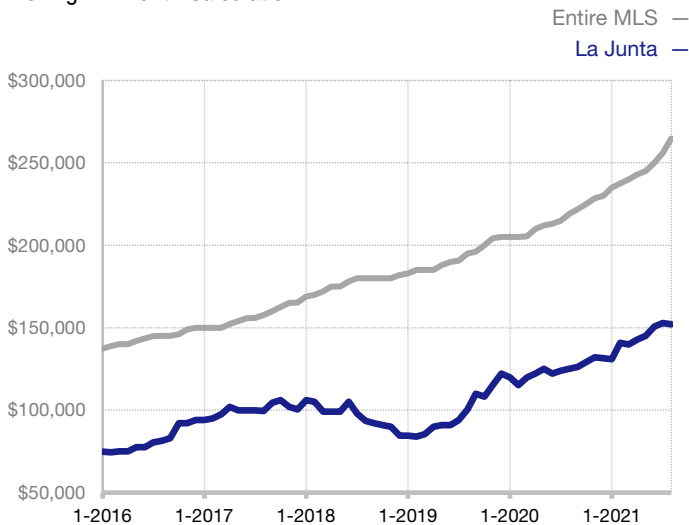
Single Family Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	6	4	- 33.3%	64	67	+ 4.7%
Sold Listings	11	5	- 54.5%	59	56	- 5.1%
Median Sales Price*	\$184,000	\$107,000	- 41.8%	\$125,000	\$155,000	+ 24.0%
Average Sales Price*	\$158,091	\$128,200	- 18.9%	\$133,404	\$156,313	+ 17.2%
Percent of List Price Received*	98.6%	91.3%	- 7.4%	97.7%	96.8%	- 0.9%
Days on Market Until Sale	101	42	- 58.4%	111	88	- 20.7%
Inventory of Homes for Sale	16	19	+ 18.8%	--	--	--
Months Supply of Inventory	2.1	2.7	+ 28.6%	--	--	--

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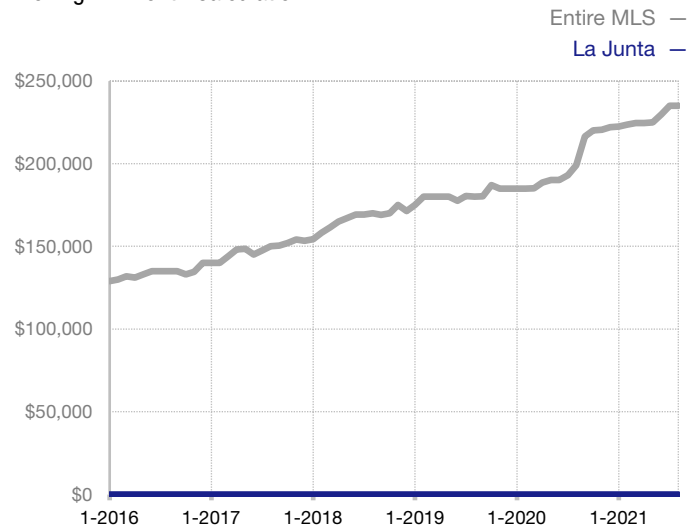
Townhouse/Condo Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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## Lamar

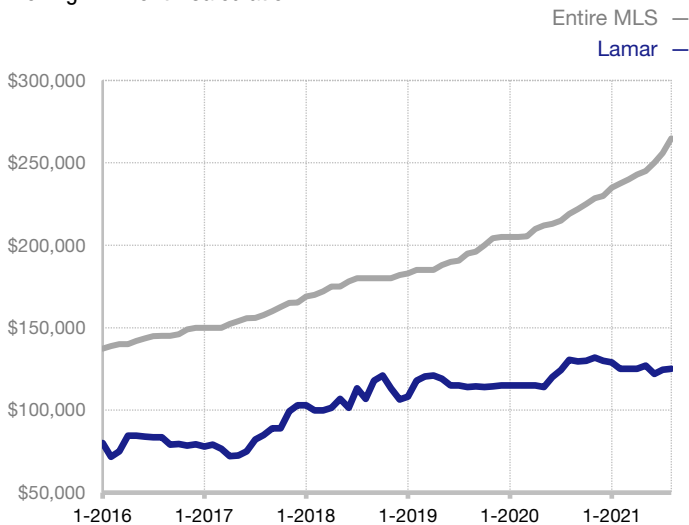
Single Family Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	9	5	- 44.4%	38	46	+ 21.1%
Sold Listings	8	2	- 75.0%	30	35	+ 16.7%
Median Sales Price*	\$124,500	<b>\$187,000</b>	+ 50.2%	\$127,000	<b>\$119,500</b>	- 5.9%
Average Sales Price*	\$137,500	<b>\$187,000</b>	+ 36.0%	\$142,833	<b>\$138,183</b>	- 3.3%
Percent of List Price Received*	95.5%	<b>97.6%</b>	+ 2.2%	96.2%	<b>96.1%</b>	- 0.1%
Days on Market Until Sale	148	<b>28</b>	- 81.1%	129	<b>82</b>	- 36.4%
Inventory of Homes for Sale	9	<b>5</b>	- 44.4%	--	--	--
Months Supply of Inventory	2.3	<b>1.1</b>	- 52.2%	--	--	--

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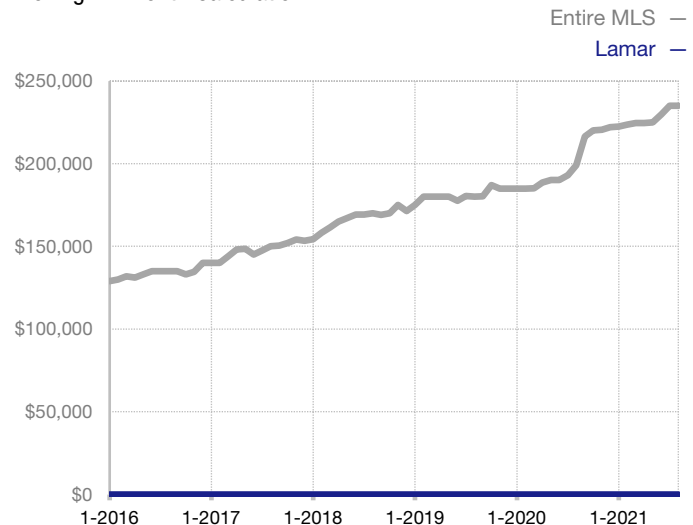
Townhouse/Condo Key Metrics	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
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## Las Animas

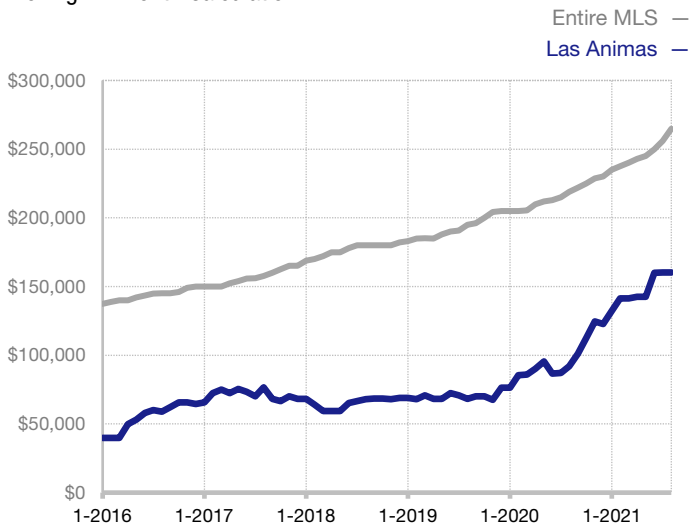
Single Family	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	3	8	+ 166.7%	27	37	+ 37.0%
Sold Listings	4	6	+ 50.0%	16	22	+ 37.5%
Median Sales Price*	\$106,450	<b>\$144,000</b>	+ 35.3%	\$96,500	<b>\$164,000</b>	+ 69.9%
Average Sales Price*	\$100,975	<b>\$136,983</b>	+ 35.7%	\$117,431	<b>\$170,450</b>	+ 45.1%
Percent of List Price Received*	94.1%	<b>98.8%</b>	+ 5.0%	94.0%	<b>97.4%</b>	+ 3.6%
Days on Market Until Sale	37	61	+ 64.9%	86	86	0.0%
Inventory of Homes for Sale	9	9	0.0%	--	--	--
Months Supply of Inventory	4.0	3.0	- 25.0%	--	--	--

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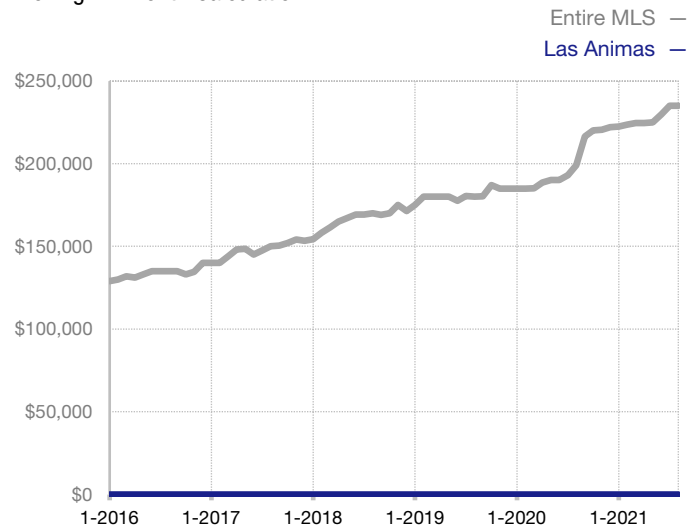
Townhouse/Condo	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
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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## Manzanola

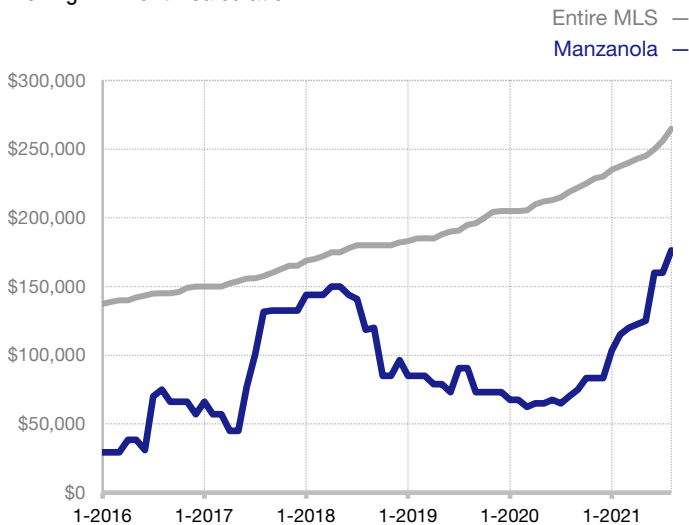
Single Family	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	1	2	+ 100.0%	7	8	+ 14.3%
Sold Listings	2	0	- 100.0%	7	6	- 14.3%
Median Sales Price*	\$100,000	\$0	- 100.0%	\$80,000	\$177,250	+ 121.6%
Average Sales Price*	\$100,000	\$0	- 100.0%	\$84,098	\$221,583	+ 163.5%
Percent of List Price Received*	96.1%	0.0%	- 100.0%	94.7%	94.4%	- 0.3%
Days on Market Until Sale	135	0	- 100.0%	94	120	+ 27.7%
Inventory of Homes for Sale	4	3	- 25.0%	--	--	--
Months Supply of Inventory	2.7	2.6	- 3.7%	--	--	--

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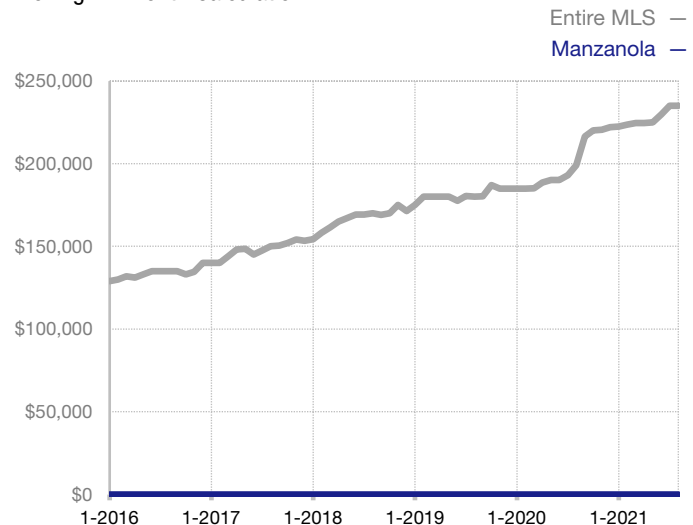
Townhouse/Condo	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$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

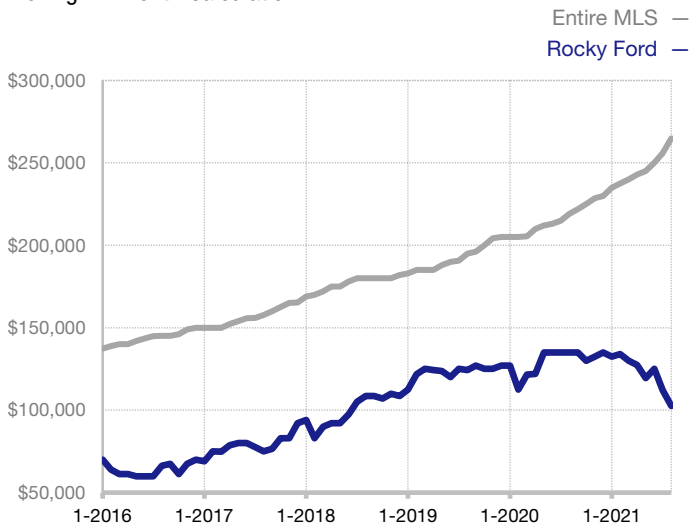
Single Family	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	7	8	+ 14.3%	33	33	0.0%
Sold Listings	4	3	- 25.0%	27	34	+ 25.9%
Median Sales Price*	\$165,000	<b>\$220,000</b>	+ 33.3%	\$135,000	<b>\$98,750</b>	- 26.9%
Average Sales Price*	\$171,000	<b>\$204,333</b>	+ 19.5%	\$143,133	<b>\$135,455</b>	- 5.4%
Percent of List Price Received*	99.4%	<b>96.8%</b>	- 2.6%	94.5%	<b>96.3%</b>	+ 1.9%
Days on Market Until Sale	102	57	- 44.1%	137	85	- 38.0%
Inventory of Homes for Sale	11	8	- 27.3%	--	--	--
Months Supply of Inventory	3.4	1.7	- 50.0%	--	--	--

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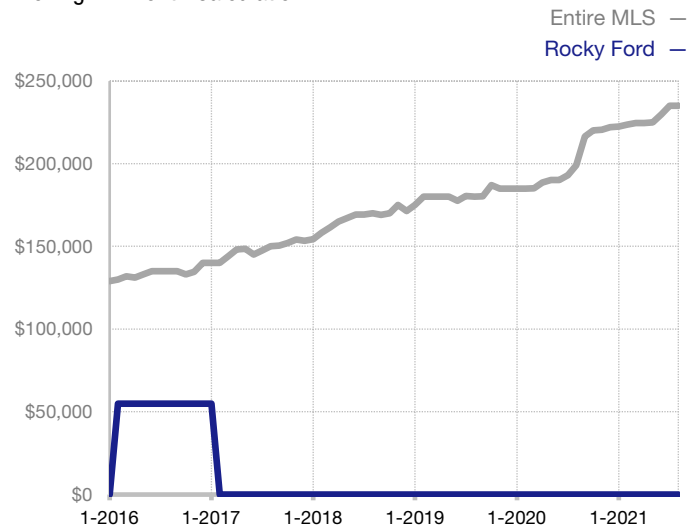
Townhouse/Condo	August			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 08-2020	Thru 08-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	1	--	--	--	--
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



## August 2021

Percent changes calculated using year-over-year comparisons.

New Listings were up 13.6 percent for single family homes but remained flat for townhouse-condo properties. Pending Sales increased 21.4 percent for single family homes and 8.3 percent for townhouse-condo properties.

The Median Sales Price was up 30.2 percent to \$312,500 for single family homes and 8.5 percent to \$255,000 for townhouse-condo properties. Days on Market decreased 7.6 percent for single family homes and 37.8 percent for townhouse-condo properties.

In new construction, home builders continue to struggle to meet buyer demand, as housing starts nationwide dropped 7% last month, according to the Commerce Department. Single-family home construction declined 4.5%, and multi-family home construction, which includes condos and apartment buildings, was also down, falling by 13%. Labor shortages, rising material costs, and supply-chain setbacks continue to challenge builders, with some projects temporarily paused due to availability and cost of materials.

## Activity Snapshot

<b>- 10.9%</b>	<b>+ 27.5%</b>	<b>- 15.3%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> 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	8-2020	8-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		338	<b>384</b>	+ 13.6%	2,347	<b>2,575</b>	+ 9.7%
<b>Pending Sales</b>		294	<b>357</b>	+ 21.4%	2,089	<b>2,178</b>	+ 4.3%
<b>Sold Listings</b>		304	<b>280</b>	- 7.9%	1,899	<b>1,976</b>	+ 4.1%
<b>Median Sales Price</b>		\$240,000	<b>\$312,500</b>	+ 30.2%	\$227,500	<b>\$280,000</b>	+ 23.1%
<b>Avg. Sales Price</b>		\$244,803	<b>\$315,004</b>	+ 28.7%	\$231,986	<b>\$291,315</b>	+ 25.6%
<b>Pct. of List Price Received</b>		99.1%	<b>101.3%</b>	+ 2.2%	98.7%	<b>101.2%</b>	+ 2.5%
<b>Days on Market</b>		66	<b>61</b>	- 7.6%	73	<b>64</b>	- 12.3%
<b>Affordability Index</b>		165	<b>125</b>	- 24.2%	175	<b>139</b>	- 20.6%
<b>Active Listings</b>		345	<b>299</b>	- 13.3%	--	<b>--</b>	--
<b>Months Supply</b>		1.5	<b>1.2</b>	- 20.0%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

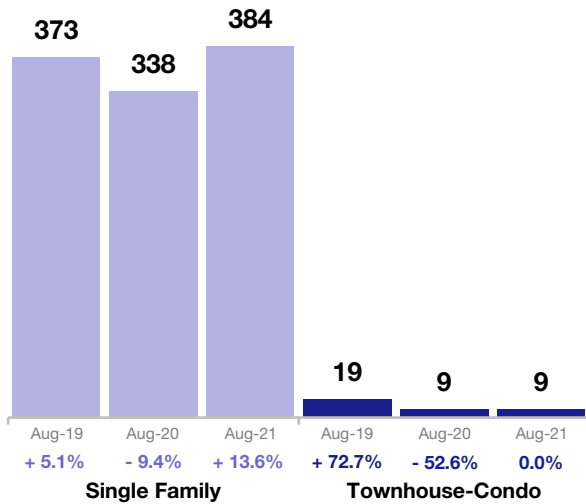


Key Metrics	Historical Sparkbars	8-2020	8-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		9	9	0.0%	104	88	- 15.4%
<b>Pending Sales</b>		12	13	+ 8.3%	95	88	- 7.4%
<b>Sold Listings</b>		18	7	- 61.1%	87	84	- 3.4%
<b>Median Sales Price</b>		\$235,000	\$255,000	+ 8.5%	\$212,000	\$229,700	+ 8.3%
<b>Avg. Sales Price</b>		\$221,931	\$241,821	+ 9.0%	\$202,381	\$233,101	+ 15.2%
<b>Pct. of List Price Received</b>		99.0%	100.6%	+ 1.6%	98.7%	100.5%	+ 1.8%
<b>Days on Market</b>		82	51	- 37.8%	75	68	- 9.3%
<b>Affordability Index</b>		169	153	- 9.5%	187	170	- 9.1%
<b>Active Listings</b>		14	5	- 64.3%	--	--	--
<b>Months Supply</b>		1.3	0.5	- 61.5%	--	--	--

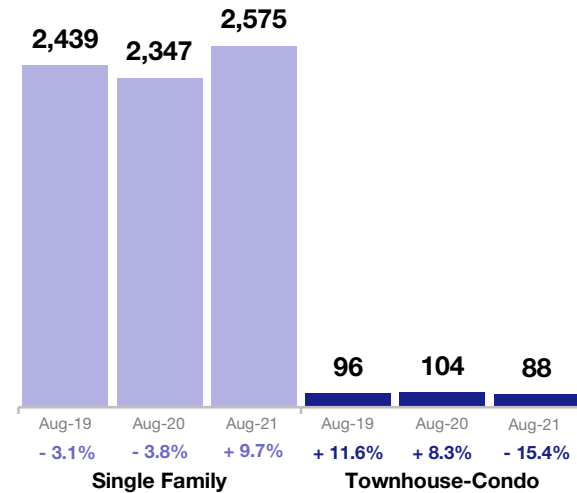
# New Listings



## August

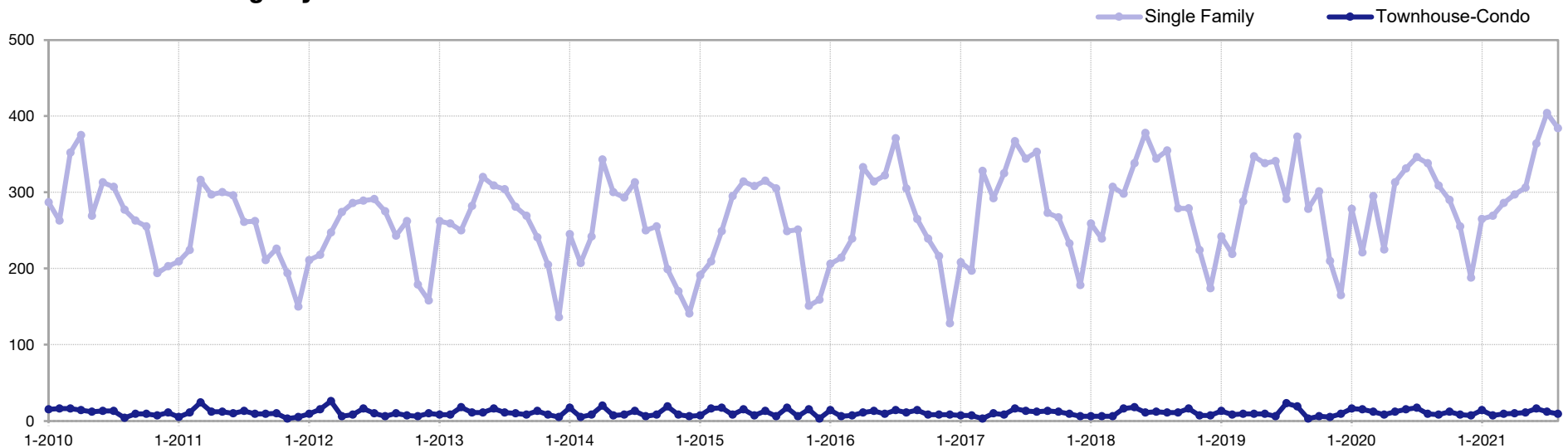


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	309	+11.2%	8	+166.7%
Oct-2020	290	-3.7%	12	+100.0%
Nov-2020	255	+21.4%	8	+60.0%
Dec-2020	188	+13.9%	7	-22.2%
Jan-2021	265	-4.7%	14	-12.5%
Feb-2021	269	+21.7%	7	-53.3%
Mar-2021	286	-3.1%	9	-25.0%
Apr-2021	297	+32.0%	10	+25.0%
May-2021	306	-2.2%	11	-8.3%
Jun-2021	364	+10.0%	16	+6.7%
Jul-2021	404	+16.8%	12	-29.4%
<b>Aug-2021</b>	<b>384</b>	<b>+13.6%</b>	<b>9</b>	<b>0.0%</b>

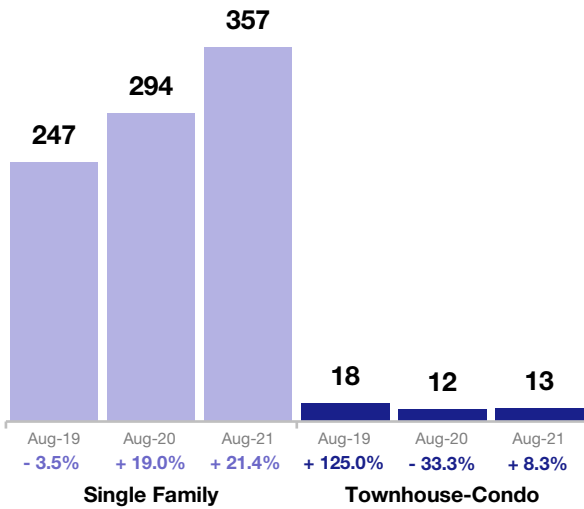
## Historical New Listings by Month



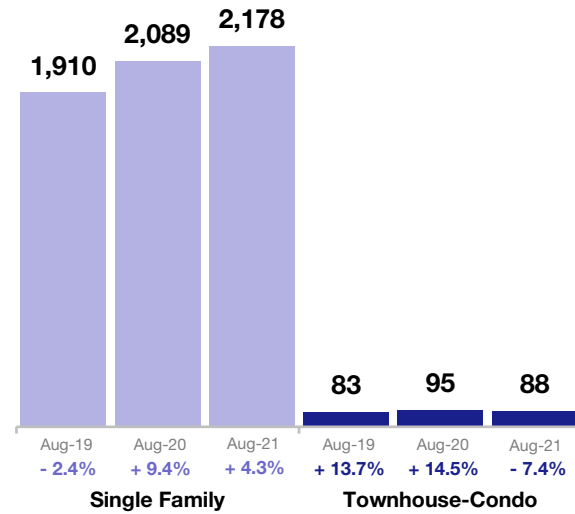
# Pending Sales



## August

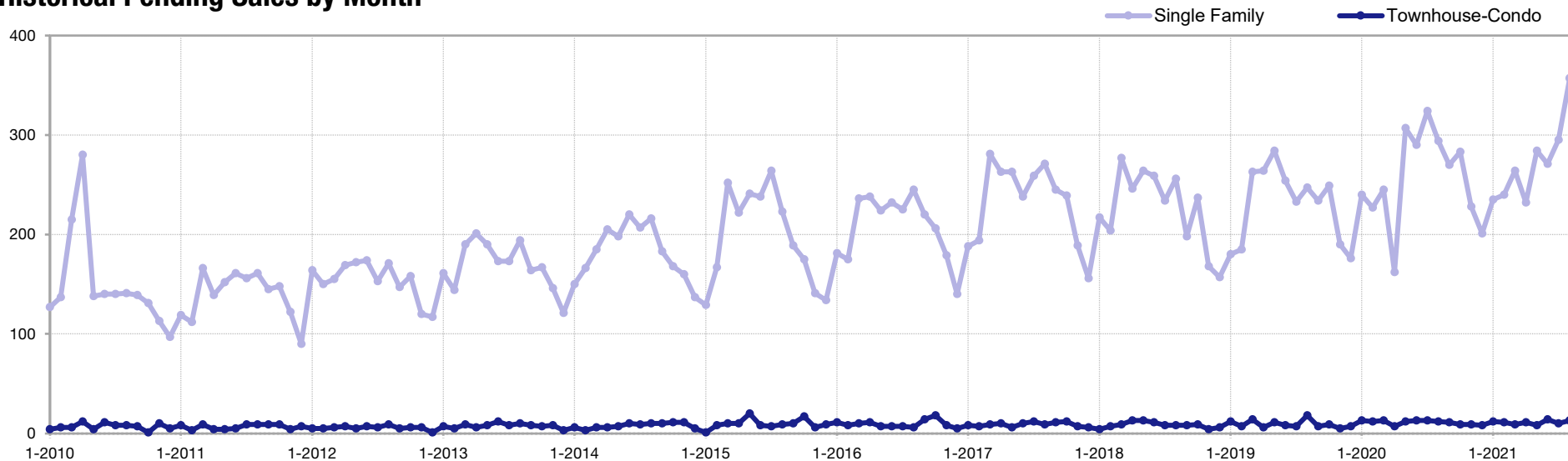


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	270	+15.4%	11	+57.1%
Oct-2020	283	+13.7%	9	0.0%
Nov-2020	228	+20.0%	9	+80.0%
Dec-2020	201	+14.2%	8	+14.3%
Jan-2021	235	-2.1%	12	-7.7%
Feb-2021	240	+5.7%	11	-8.3%
Mar-2021	264	+7.8%	9	-30.8%
Apr-2021	232	+43.2%	11	+57.1%
May-2021	284	-7.5%	8	-33.3%
Jun-2021	271	-6.6%	14	+7.7%
Jul-2021	295	-9.0%	10	-23.1%
<b>Aug-2021</b>	<b>357</b>	<b>+21.4%</b>	<b>13</b>	<b>+8.3%</b>

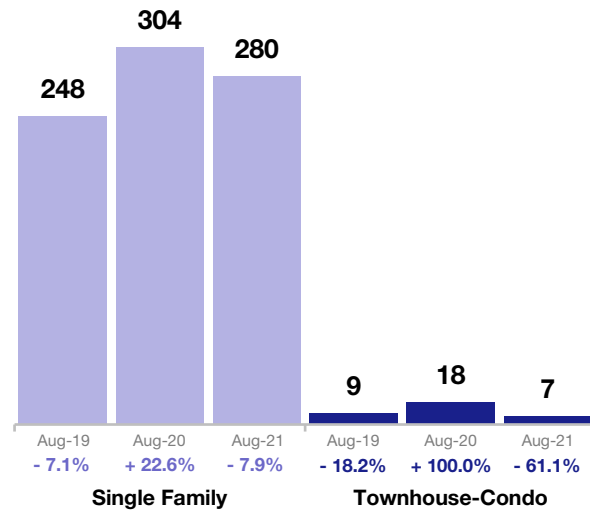
## Historical Pending Sales by Month



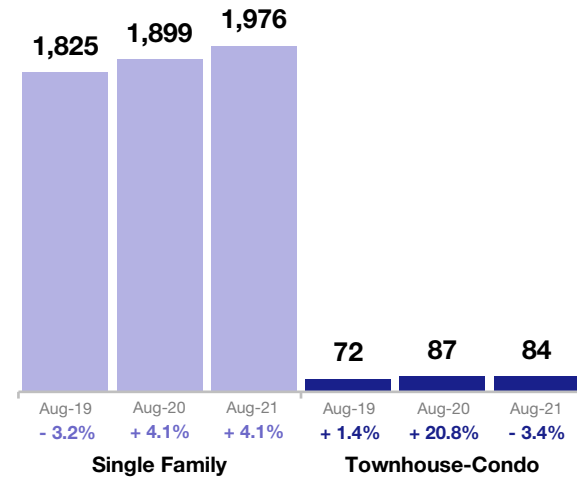
# Sold Listings



## August

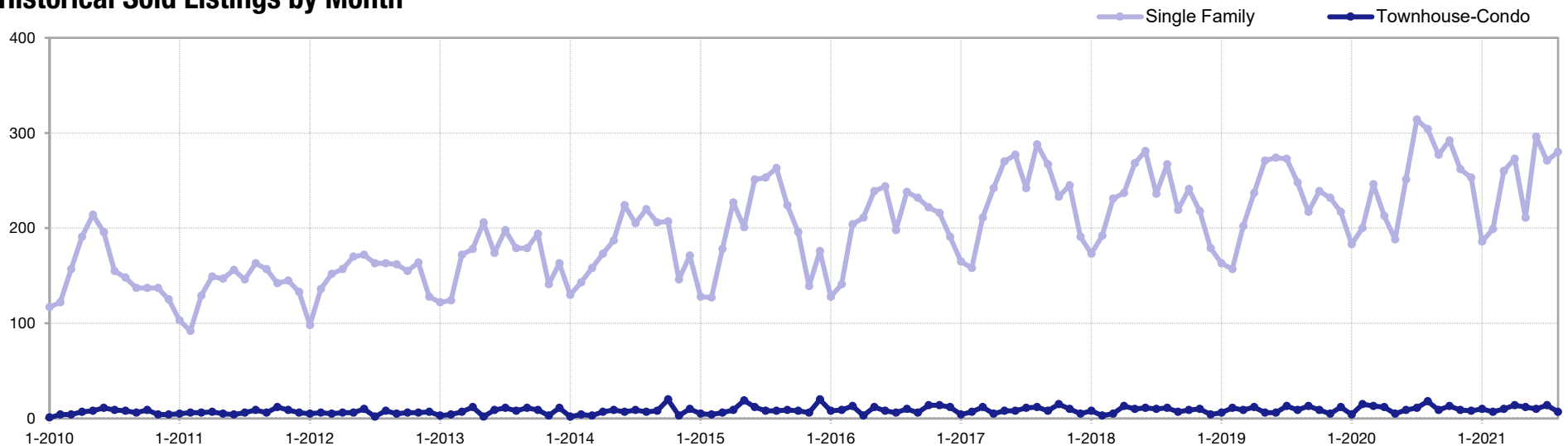


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	277	+27.6%	9	-30.8%
Oct-2020	292	+22.2%	13	+44.4%
Nov-2020	262	+12.9%	9	+80.0%
Dec-2020	253	+16.6%	8	-33.3%
Jan-2021	186	+1.6%	10	+150.0%
Feb-2021	199	-0.5%	7	-53.3%
Mar-2021	260	+5.7%	10	-23.1%
Apr-2021	273	+28.2%	14	+16.7%
May-2021	211	+12.2%	12	+140.0%
Jun-2021	296	+17.9%	10	+11.1%
Jul-2021	271	-13.7%	14	+27.3%
<b>Aug-2021</b>	<b>280</b>	<b>-7.9%</b>	<b>7</b>	<b>-61.1%</b>

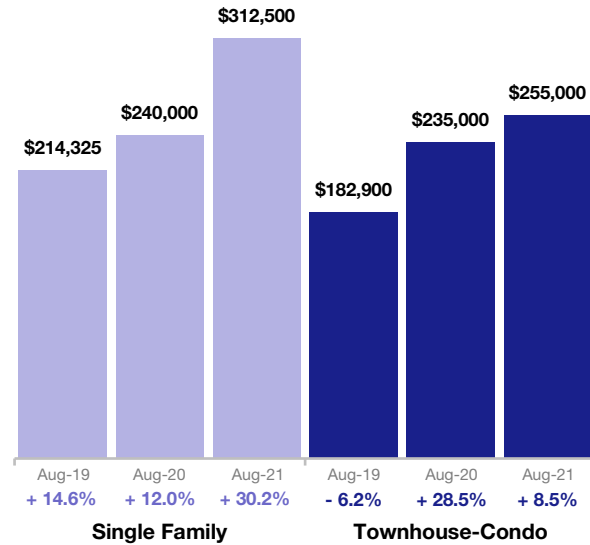
## Historical Sold Listings by Month



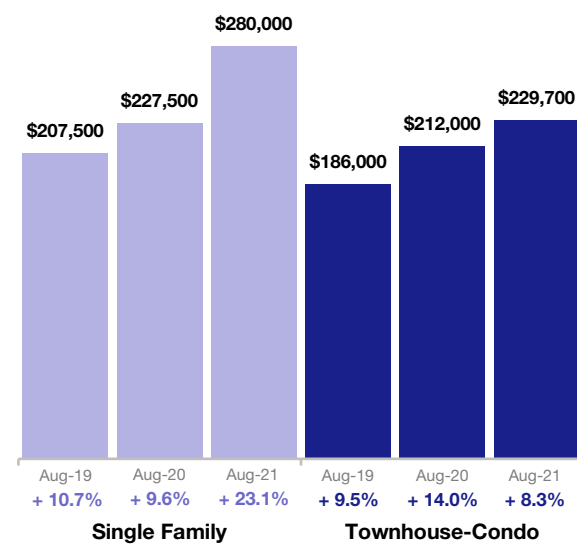
# Median Sales Price



## August

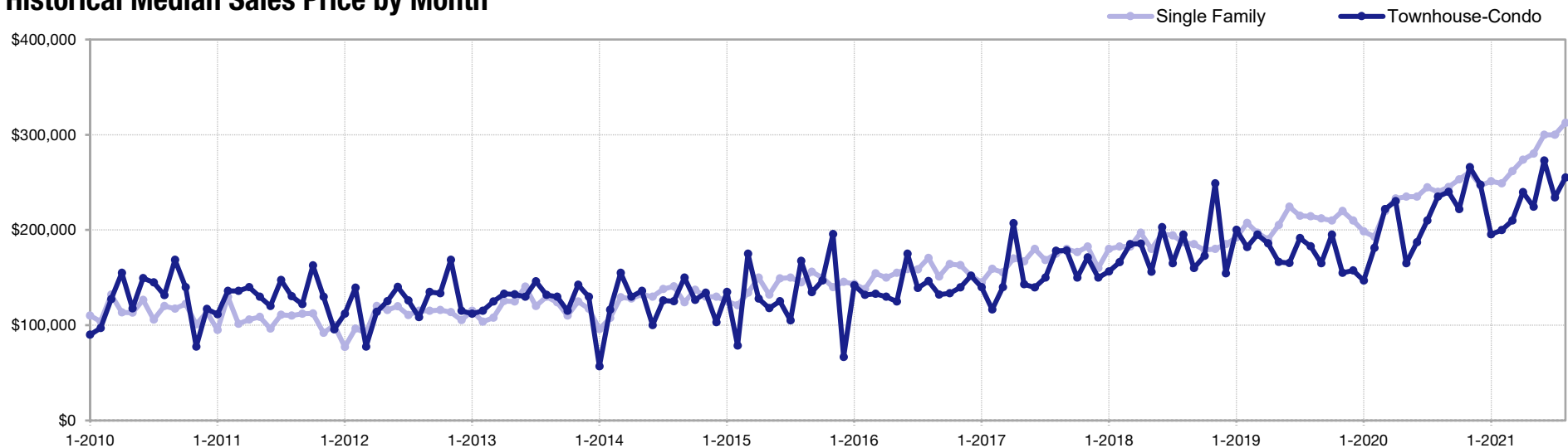


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	\$245,000	+15.6%	\$239,900	+45.3%
Oct-2020	\$253,000	+20.5%	\$222,000	+13.8%
Nov-2020	\$261,000	+18.7%	\$265,803	+71.5%
Dec-2020	\$246,700	+17.5%	\$247,450	+57.1%
Jan-2021	\$251,000	+26.5%	\$195,250	+33.0%
Feb-2021	\$249,020	+29.0%	\$199,900	+10.4%
Mar-2021	\$261,673	+19.1%	\$209,950	-5.4%
Apr-2021	\$273,780	+17.6%	\$239,750	+4.1%
May-2021	\$280,000	+19.1%	\$224,500	+36.1%
Jun-2021	\$300,000	+27.7%	\$272,950	+46.0%
Jul-2021	\$300,000	+22.5%	\$234,100	+11.5%
<b>Aug-2021</b>	<b>\$312,500</b>	<b>+30.2%</b>	<b>\$255,000</b>	<b>+8.5%</b>

## Historical Median Sales Price by Month

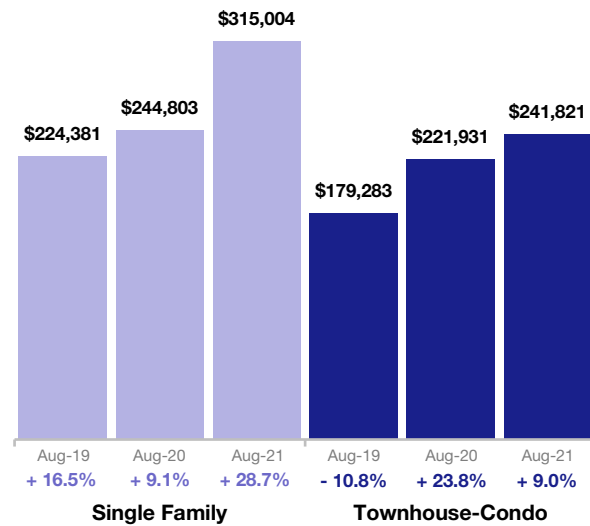




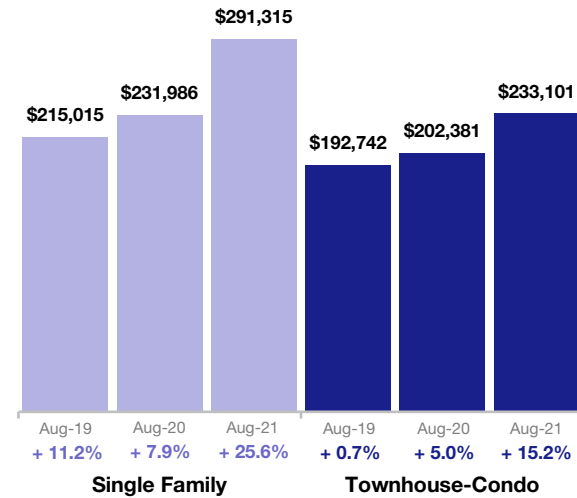
# Average Sales Price



## August

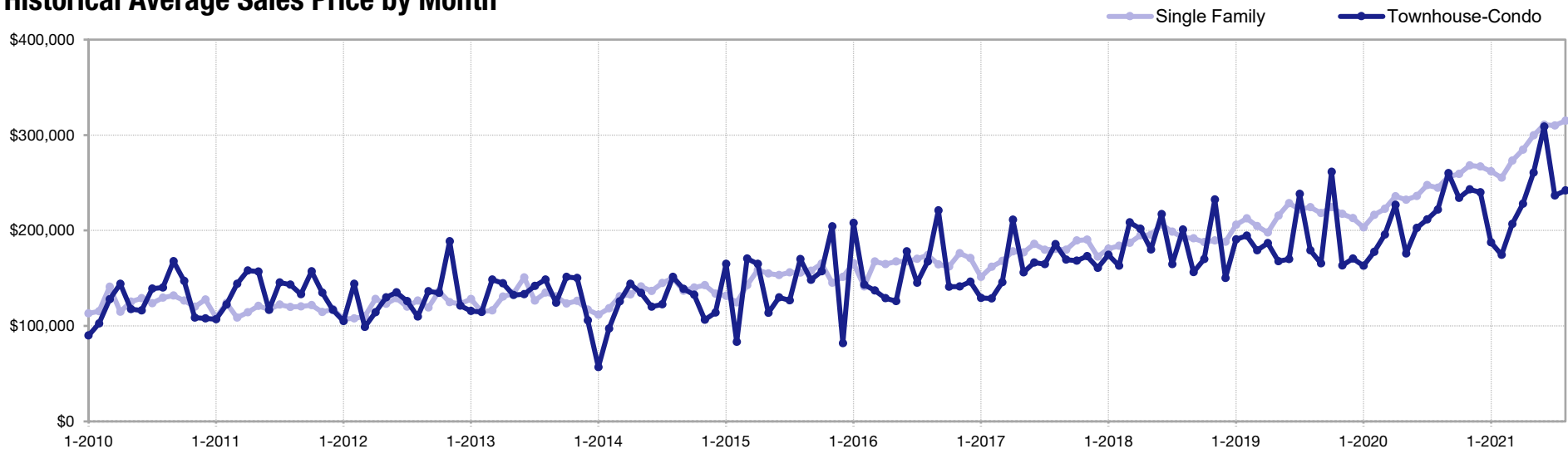


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	\$256,312	+17.4%	\$259,933	+57.1%
Oct-2020	\$259,301	+15.5%	\$234,262	-10.4%
Nov-2020	\$268,188	+23.4%	\$243,045	+48.8%
Dec-2020	\$266,941	+25.4%	\$240,084	+40.7%
Jan-2021	\$262,089	+29.0%	\$187,701	+15.1%
Feb-2021	\$255,271	+18.0%	\$174,529	-1.6%
Mar-2021	\$273,086	+22.6%	\$206,815	+5.7%
Apr-2021	\$284,631	+20.6%	\$227,939	+0.4%
May-2021	\$299,694	+29.0%	\$260,574	+48.1%
Jun-2021	\$310,729	+31.6%	\$308,842	+52.4%
Jul-2021	\$309,857	+25.2%	\$236,745	+11.8%
<b>Aug-2021</b>	<b>\$315,004</b>	<b>+28.7%</b>	<b>\$241,821</b>	<b>+9.0%</b>

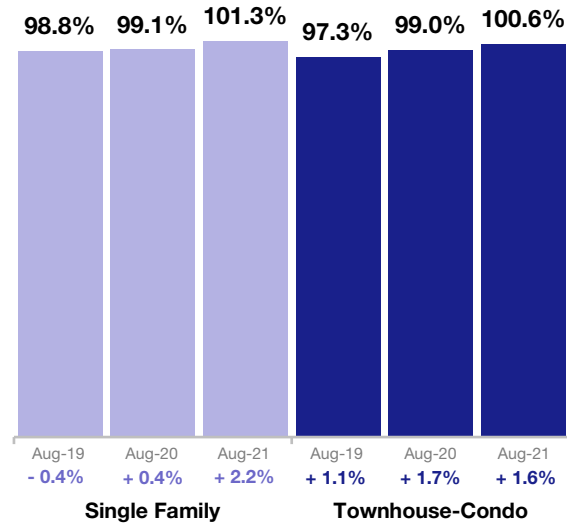
## Historical Average Sales Price by Month



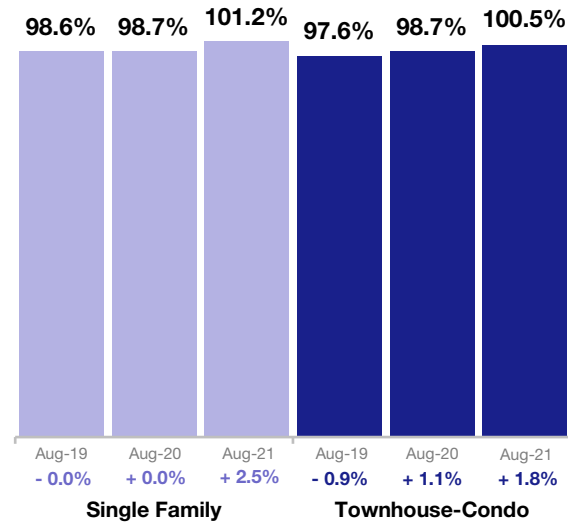
# Percent of List Price Received



## August

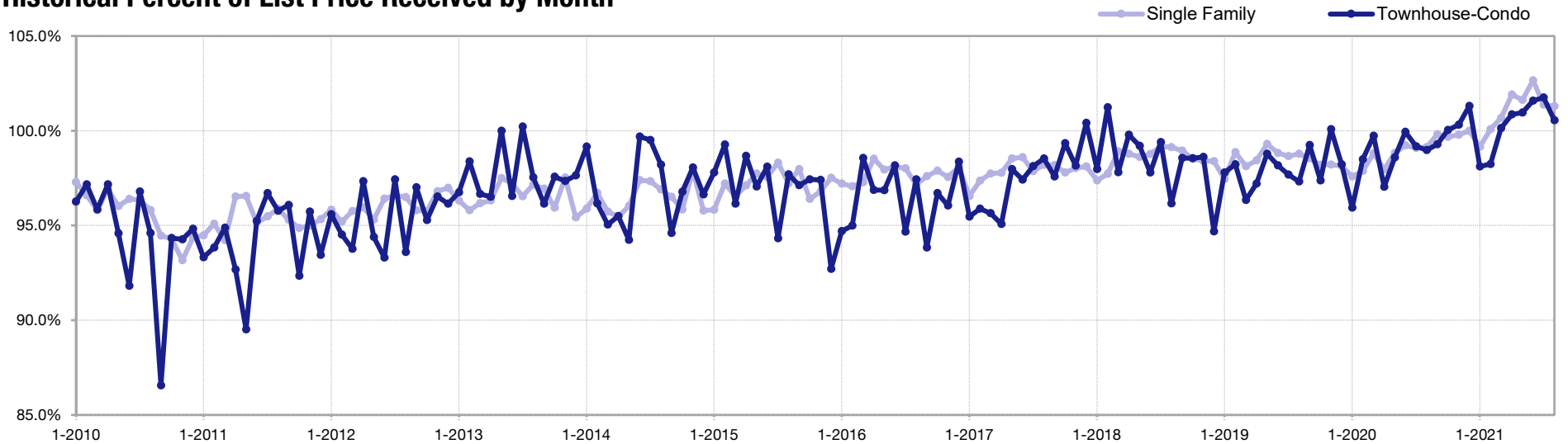


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	99.1%	+1.5%	98.1%	+2.3%
Feb-2021	100.1%	+2.2%	98.2%	-0.3%
Mar-2021	100.7%	+1.9%	100.1%	+0.4%
Apr-2021	101.9%	+4.0%	100.9%	+4.0%
May-2021	101.6%	+2.8%	101.0%	+2.4%
Jun-2021	102.7%	+3.5%	101.6%	+1.7%
Jul-2021	101.4%	+2.3%	101.8%	+2.6%
<b>Aug-2021</b>	<b>101.3%</b>	<b>+2.2%</b>	<b>100.6%</b>	<b>+1.6%</b>

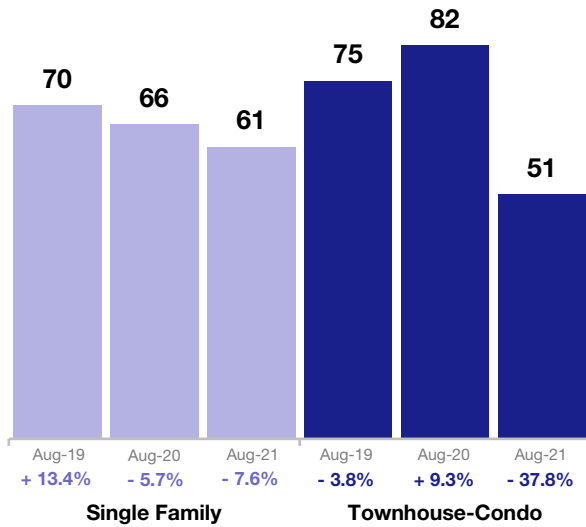
## Historical Percent of List Price Received by Month



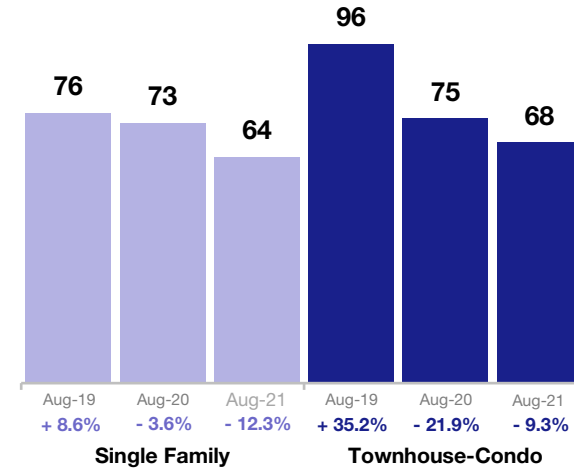
# Days on Market Until Sale



## August

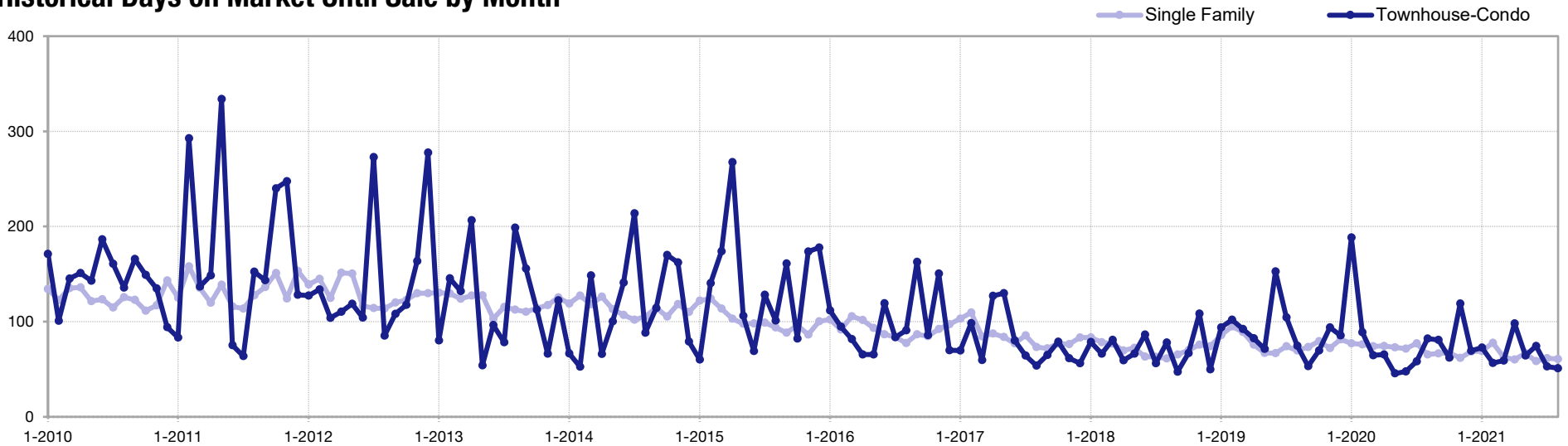


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	67	-8.2%	81	+52.8%
Oct-2020	67	-15.2%	62	-11.4%
Nov-2020	62	-13.9%	119	+26.6%
Dec-2020	68	-16.0%	69	-19.8%
Jan-2021	69	-10.4%	73	-61.4%
Feb-2021	78	+2.6%	57	-36.0%
Mar-2021	63	-14.9%	59	-9.2%
Apr-2021	60	-18.9%	98	+48.5%
May-2021	67	-8.2%	64	+39.1%
Jun-2021	58	-18.3%	74	+54.2%
Jul-2021	62	-19.5%	53	-8.6%
<b>Aug-2021</b>	<b>61</b>	<b>-7.6%</b>	<b>51</b>	<b>-37.8%</b>

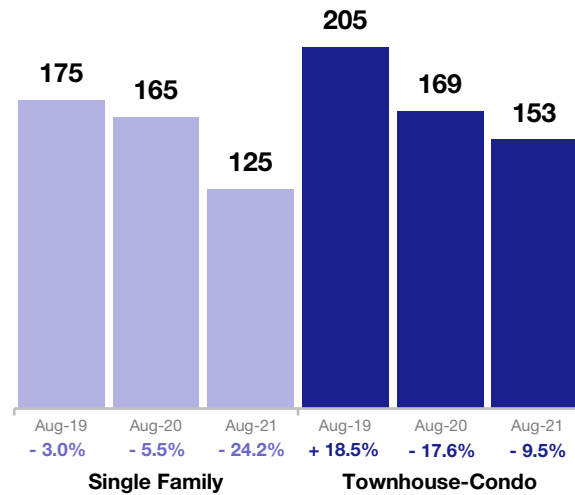
## Historical Days on Market Until Sale by Month



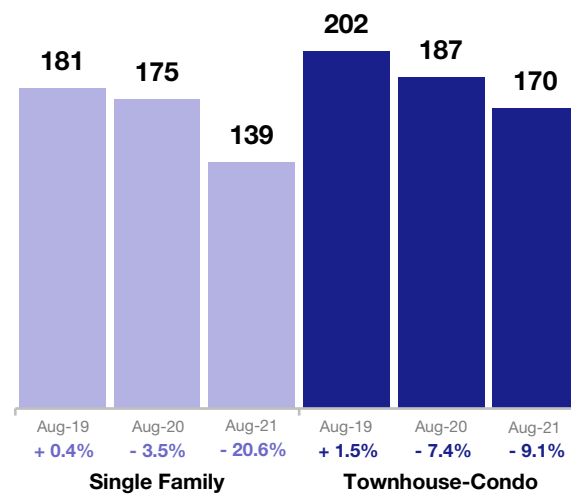
# Housing Affordability Index



## August

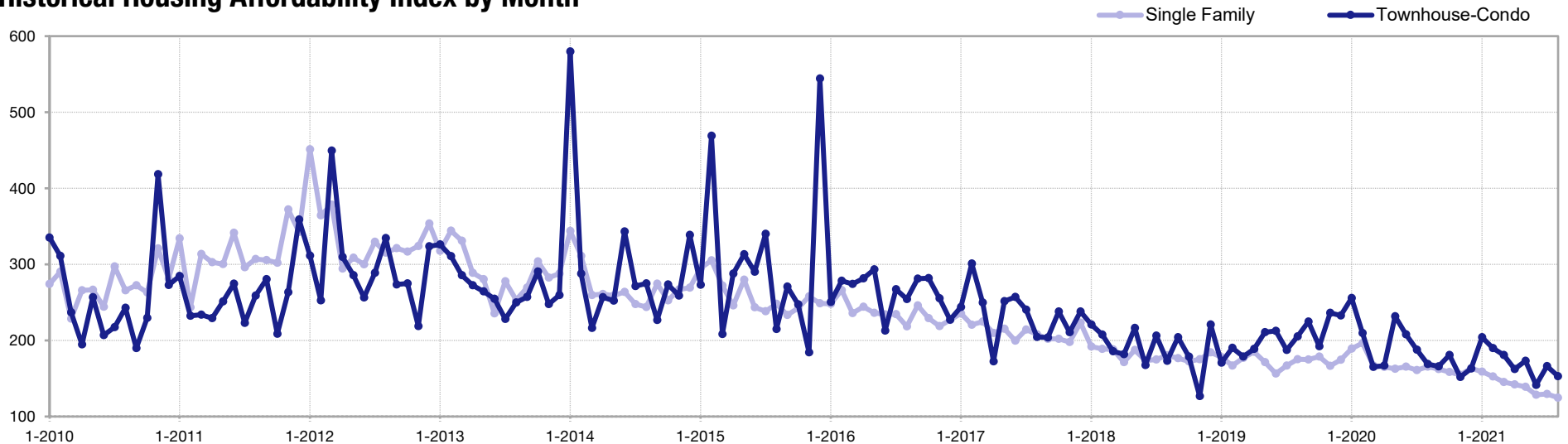


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	162	-7.4%	166	-26.2%
Oct-2020	158	-11.7%	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	152	-22.8%	190	-9.5%
Mar-2021	145	-13.2%	181	+9.7%
Apr-2021	142	-13.9%	162	-3.0%
May-2021	139	-14.7%	173	-25.4%
Jun-2021	129	-21.8%	141	-32.2%
Jul-2021	130	-19.3%	166	-11.7%
<b>Aug-2021</b>	<b>125</b>	<b>-24.2%</b>	<b>153</b>	<b>-9.5%</b>

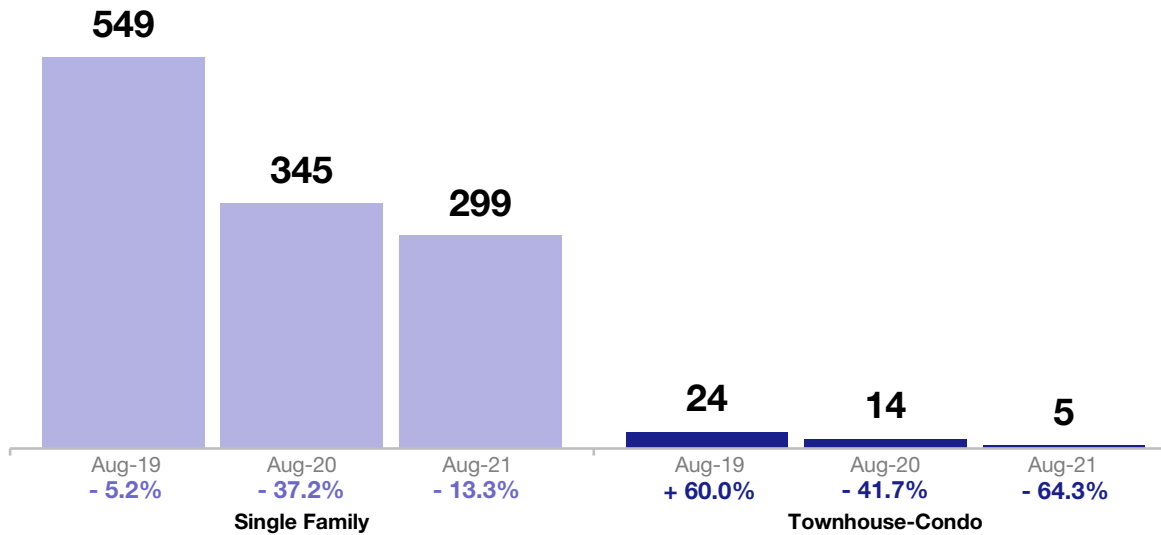
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

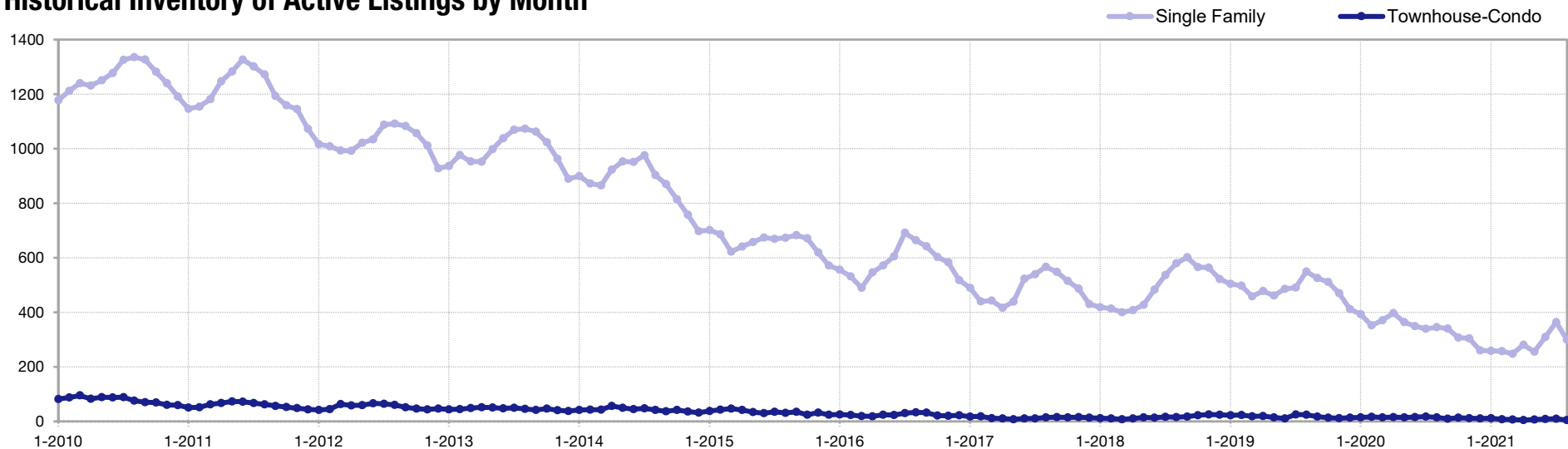


## August



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	340	-35.4%	10	-41.2%
Oct-2020	307	-39.9%	13	0.0%
Nov-2020	304	-35.3%	12	0.0%
Dec-2020	260	-36.9%	11	-15.4%
Jan-2021	258	-34.4%	12	-14.3%
Feb-2021	257	-27.0%	8	-50.0%
Mar-2021	248	-33.2%	7	-50.0%
Apr-2021	281	-29.2%	5	-66.7%
May-2021	255	-29.9%	7	-50.0%
Jun-2021	309	-11.5%	9	-40.0%
Jul-2021	364	+7.4%	10	-41.2%
<b>Aug-2021</b>	<b>299</b>	<b>-13.3%</b>	<b>5</b>	<b>-64.3%</b>

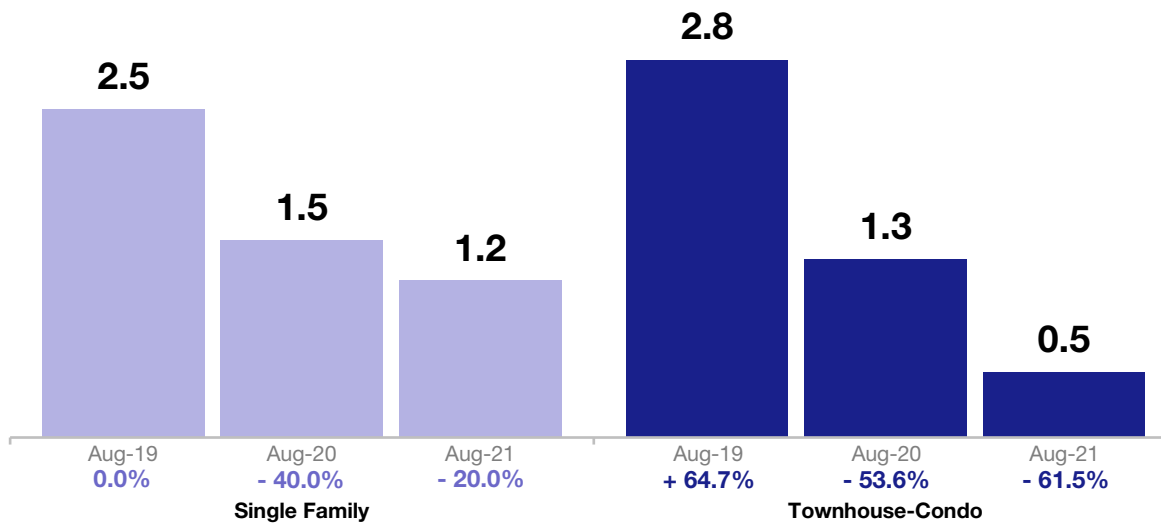
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

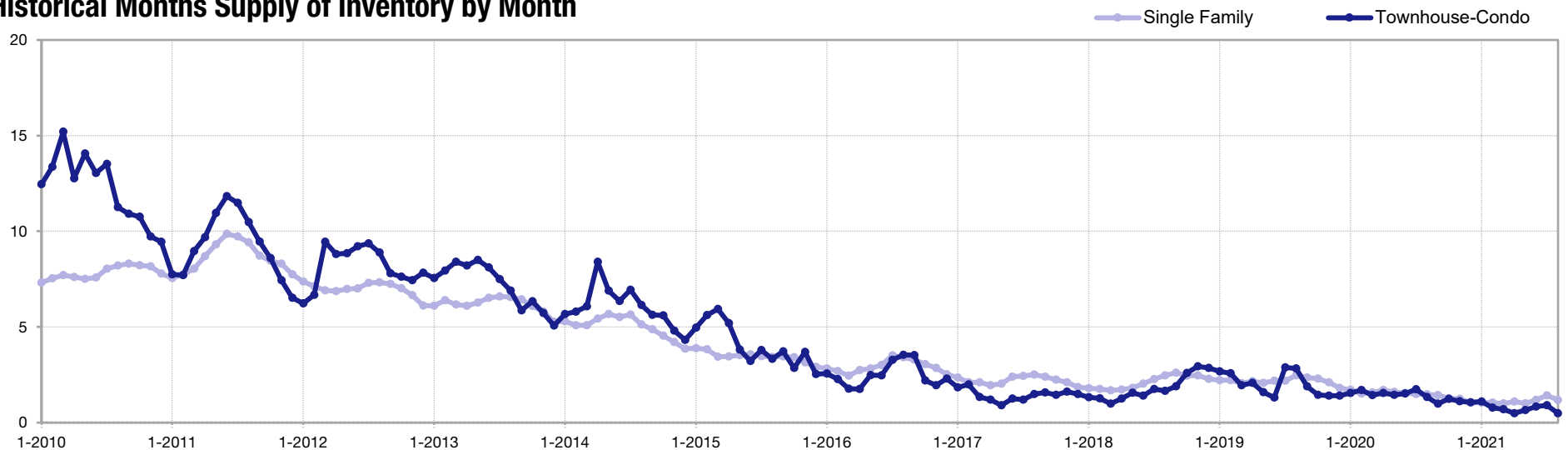


## August



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2020	1.4	-41.7%	1.0	-47.4%
Oct-2020	1.3	-43.5%	1.2	-14.3%
Nov-2020	1.2	-42.9%	1.1	-21.4%
Dec-2020	1.0	-44.4%	1.0	-28.6%
Jan-2021	1.0	-41.2%	1.1	-26.7%
Feb-2021	1.0	-33.3%	0.8	-52.9%
Mar-2021	1.0	-37.5%	0.7	-50.0%
Apr-2021	1.1	-35.3%	0.5	-66.7%
May-2021	1.0	-37.5%	0.6	-57.1%
Jun-2021	1.2	-20.0%	0.8	-46.7%
Jul-2021	1.4	-6.7%	0.9	-47.1%
<b>Aug-2021</b>	<b>1.2</b>	<b>-20.0%</b>	<b>0.5</b>	<b>-61.5%</b>

## 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.



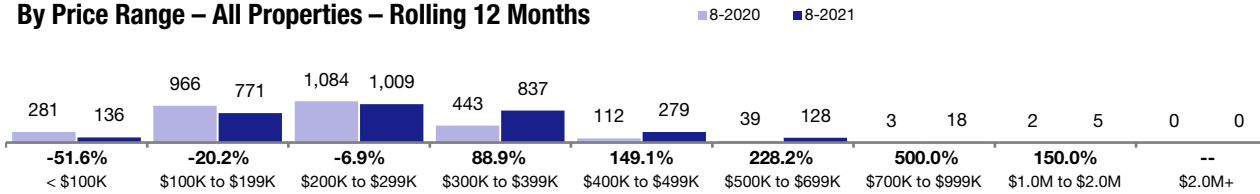
Key Metrics	Historical Sparkbars	8-2020	8-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		347	<b>393</b>	+ 13.3%	2,451	<b>2,663</b>	+ 8.6%
<b>Pending Sales</b>		306	<b>370</b>	+ 20.9%	2,184	<b>2,266</b>	+ 3.8%
<b>Sold Listings</b>		322	<b>287</b>	- 10.9%	1,986	<b>2,060</b>	+ 3.7%
<b>Median Sales Price</b>		\$239,200	<b>\$305,000</b>	+ 27.5%	\$226,000	<b>\$275,650</b>	+ 22.0%
<b>Avg. Sales Price</b>		\$243,524	<b>\$313,219</b>	+ 28.6%	\$230,689	<b>\$288,941</b>	+ 25.3%
<b>Pct. of List Price Received</b>		99.1%	<b>101.3%</b>	+ 2.2%	98.7%	<b>101.2%</b>	+ 2.5%
<b>Days on Market</b>		67	<b>61</b>	- 9.0%	73	<b>64</b>	- 12.3%
<b>Affordability Index</b>		166	<b>128</b>	- 22.9%	176	<b>141</b>	- 19.9%
<b>Active Listings</b>		359	<b>304</b>	- 15.3%	--	--	--
<b>Months Supply</b>		1.5	<b>1.1</b>	- 26.7%	--	--	--

# Sold Listings

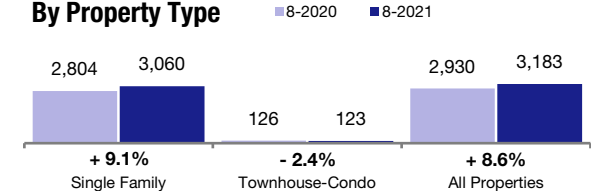
Actual sales that have closed in a given month.



## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	8-2020	8-2021	Change	8-2020	8-2021	Change
\$99,999 and Below	273	133	-51.3%	8	3	-62.5%
\$100,000 to \$199,999	908	734	-19.2%	58	37	-36.2%
\$200,000 to \$299,999	1,033	942	-8.8%	51	67	+31.4%
\$300,000 to \$399,999	435	824	+89.4%	8	13	+62.5%
\$400,000 to \$499,999	112	278	+148.2%	0	1	--
\$500,000 to \$699,999	38	128	+236.8%	1	0	-100.0%
\$700,000 to \$999,999	3	16	+433.3%	0	2	--
\$1,000,000 to \$1,999,999	2	5	+150.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>2,804</b>	<b>3,060</b>	<b>+9.1%</b>	<b>126</b>	<b>123</b>	<b>-2.4%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2021	8-2021	Change	7-2021	8-2021	Change
\$99,999 and Below	10	8	-20.0%	0	0	--
\$100,000 to \$199,999	53	48	-9.4%	3	1	-66.7%
\$200,000 to \$299,999	68	76	+11.8%	10	6	-40.0%
\$300,000 to \$399,999	82	84	+2.4%	1	0	-100.0%
\$400,000 to \$499,999	36	40	+11.1%	0	0	--
\$500,000 to \$699,999	20	20	0.0%	0	0	--
\$700,000 to \$999,999	2	4	+100.0%	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>271</b>	<b>280</b>	<b>+3.3%</b>	<b>14</b>	<b>7</b>	<b>-50.0%</b>

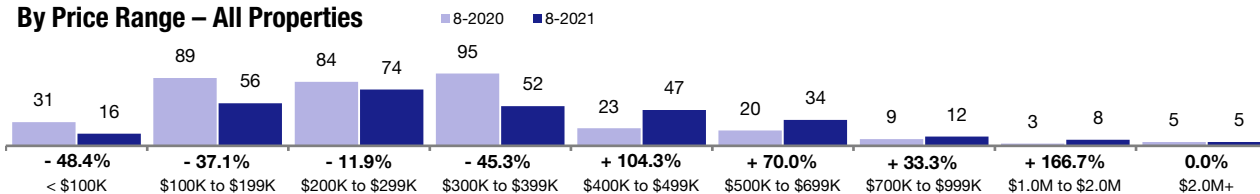
### Year to Date

By Price Range	Single Family			Condo		
	8-2020	8-2021	Change	8-2020	8-2021	Change
\$99,999 and Below	173	71	-59.0%	5	3	-40.0%
\$100,000 to \$199,999	602	441	-26.7%	35	26	-25.7%
\$200,000 to \$299,999	691	566	-18.1%	40	46	+15.0%
\$300,000 to \$399,999	329	572	+73.9%	7	7	0.0%
\$400,000 to \$499,999	74	213	+187.8%	0	0	--
\$500,000 to \$699,999	26	101	+288.5%	0	0	--
\$700,000 to \$999,999	2	10	+400.0%	0	2	--
\$1,000,000 to \$1,999,999	2	2	0.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>1,899</b>	<b>1,976</b>	<b>+4.1%</b>	<b>87</b>	<b>84</b>	<b>-3.4%</b>

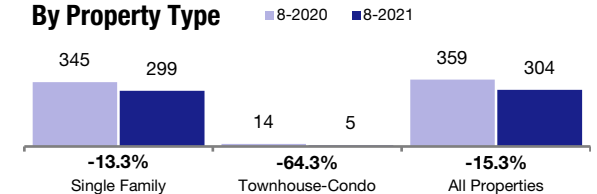
# Inventory of Active Listings

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		
	8-2020	8-2021	Change	8-2020	8-2021	Change
\$99,999 and Below	31	16	-48.4%	0	0	--
\$100,000 to \$199,999	87	56	-35.6%	2	0	-100.0%
\$200,000 to \$299,999	81	71	-12.3%	3	3	0.0%
\$300,000 to \$399,999	89	52	-41.6%	6	0	-100.0%
\$400,000 to \$499,999	21	46	+119.0%	2	1	-50.0%
\$500,000 to \$699,999	20	34	+70.0%	0	0	--
\$700,000 to \$999,999	8	11	+37.5%	1	1	0.0%
\$1,000,000 to \$1,999,999	3	8	+166.7%	0	0	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
<b>All Price Ranges</b>	<b>345</b>	<b>299</b>	<b>-13.3%</b>	<b>14</b>	<b>5</b>	<b>-64.3%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2021	8-2021	Change	7-2021	8-2021	Change
\$99,999 and Below	14	16	+14.3%	0	0	--
\$100,000 to \$199,999	74	56	-24.3%	2	0	-100.0%
\$200,000 to \$299,999	78	71	-9.0%	5	3	-40.0%
\$300,000 to \$399,999	82	52	-36.6%	2	0	-100.0%
\$400,000 to \$499,999	50	46	-8.0%	0	1	--
\$500,000 to \$699,999	37	34	-8.1%	0	0	--
\$700,000 to \$999,999	13	11	-15.4%	1	1	0.0%
\$1,000,000 to \$1,999,999	11	8	-27.3%	0	0	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
<b>All Price Ranges</b>	<b>364</b>	<b>299</b>	<b>-17.9%</b>	<b>10</b>	<b>5</b>	<b>-50.0%</b>

### Year to Date

By Price Range	Single Family			Condo		
	8-2020	8-2021	Change	8-2020	8-2021	Change
\$99,999 and Below	14	16	+14.3%	0	0	--
\$100,000 to \$199,999	74	56	-24.3%	2	0	-100.0%
\$200,000 to \$299,999	78	71	-9.0%	5	3	-40.0%
\$300,000 to \$399,999	82	52	-36.6%	2	0	-100.0%
\$400,000 to \$499,999	50	46	-8.0%	0	1	--
\$500,000 to \$699,999	37	34	-8.1%	0	0	--
\$700,000 to \$999,999	13	11	-15.4%	1	1	0.0%
\$1,000,000 to \$1,999,999	11	8	-27.3%	0	0	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
<b>All Price Ranges</b>	<b>364</b>	<b>299</b>	<b>-17.9%</b>	<b>10</b>	<b>5</b>	<b>-50.0%</b>

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®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	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.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	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.
<b>Inventory of Active Listings</b>	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.
<b>Months Supply of Inventory</b>	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.