

Local Market Update for August 2020

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

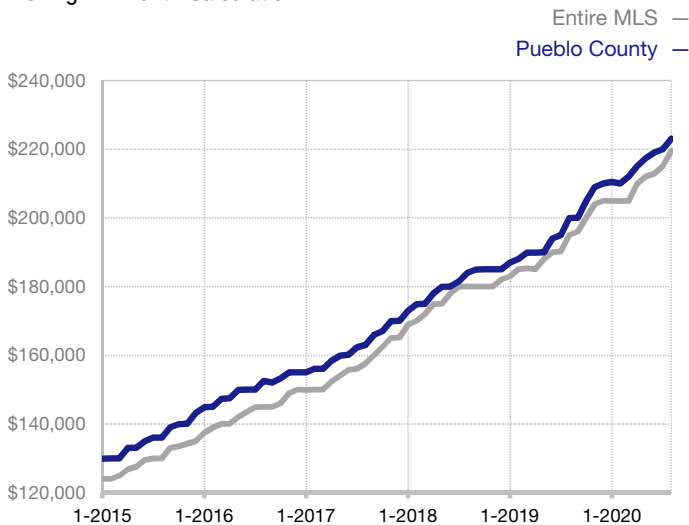
Single Family Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	360	310	- 13.9%	2,391	2,297	- 3.9%
Sold Listings	244	276	+ 13.1%	1,790	1,847	+ 3.2%
Median Sales Price*	\$214,950	\$243,500	+ 13.3%	\$208,000	\$227,500	+ 9.4%
Average Sales Price*	\$225,471	\$248,641	+ 10.3%	\$215,440	\$231,676	+ 7.5%
Percent of List Price Received*	98.9%	99.2%	+ 0.3%	98.7%	98.7%	0.0%
Days on Market Until Sale	70	68	- 2.9%	75	73	- 2.7%
Inventory of Homes for Sale	518	251	- 51.5%	--	--	--
Months Supply of Inventory	2.4	1.1	- 54.2%	--	--	--

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

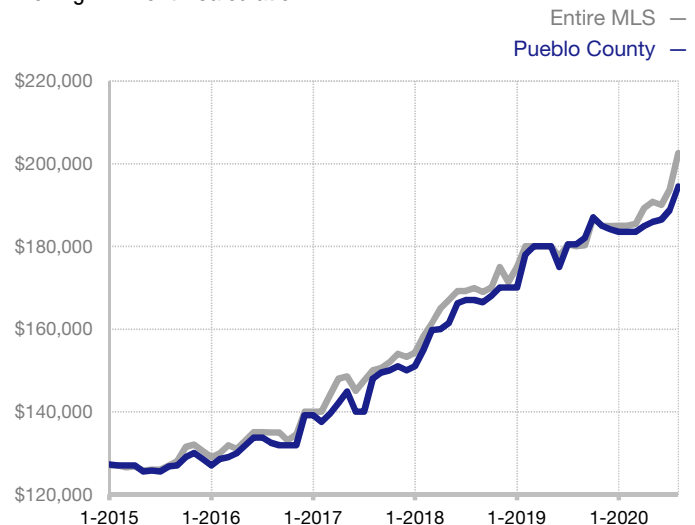
Townhouse/Condo Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	19	8	- 57.9%	93	99	+ 6.5%
Sold Listings	8	15	+ 87.5%	68	80	+ 17.6%
Median Sales Price*	\$193,900	\$238,500	+ 23.0%	\$186,000	\$213,500	+ 14.8%
Average Sales Price*	\$189,569	\$230,324	+ 21.5%	\$192,043	\$204,423	+ 6.4%
Percent of List Price Received*	97.2%	98.8%	+ 1.6%	97.6%	98.8%	+ 1.2%
Days on Market Until Sale	78	91	+ 16.7%	96	77	- 19.8%
Inventory of Homes for Sale	24	13	- 45.8%	--	--	--
Months Supply of Inventory	3.0	1.3	- 56.7%	--	--	--

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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

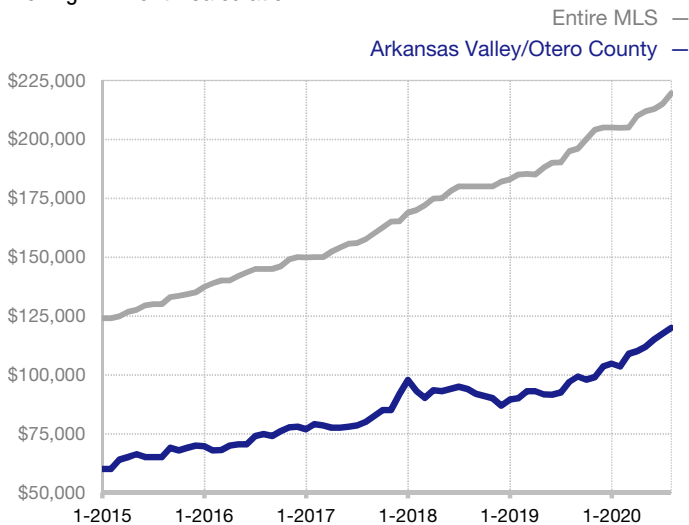
Single Family	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
Key Metrics						
New Listings	33	42	+ 27.3%	302	276	- 8.6%
Sold Listings	32	37	+ 15.6%	236	220	- 6.8%
Median Sales Price*	\$114,000	\$124,000	+ 8.8%	\$99,500	\$124,000	+ 24.6%
Average Sales Price*	\$125,755	\$143,349	+ 14.0%	\$119,956	\$137,577	+ 14.7%
Percent of List Price Received*	97.1%	96.7%	- 0.4%	95.1%	96.2%	+ 1.2%
Days on Market Until Sale	112	114	+ 1.8%	102	107	+ 4.9%
Inventory of Homes for Sale	106	72	- 32.1%	--	--	--
Months Supply of Inventory	3.7	2.6	- 29.7%	--	--	--

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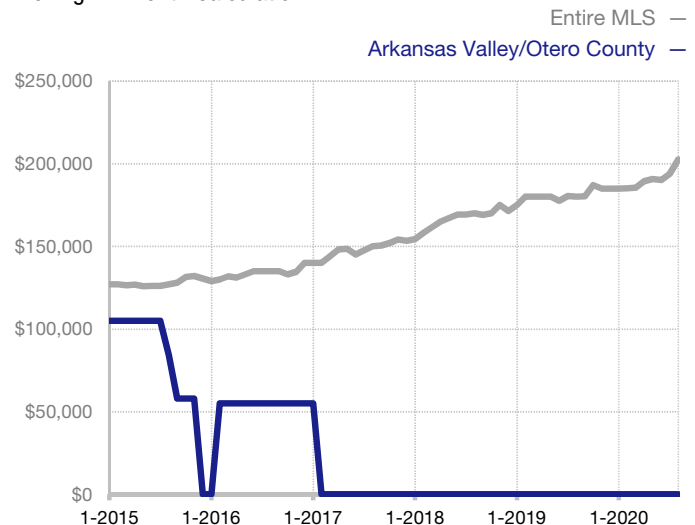
Townhouse/Condo	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$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

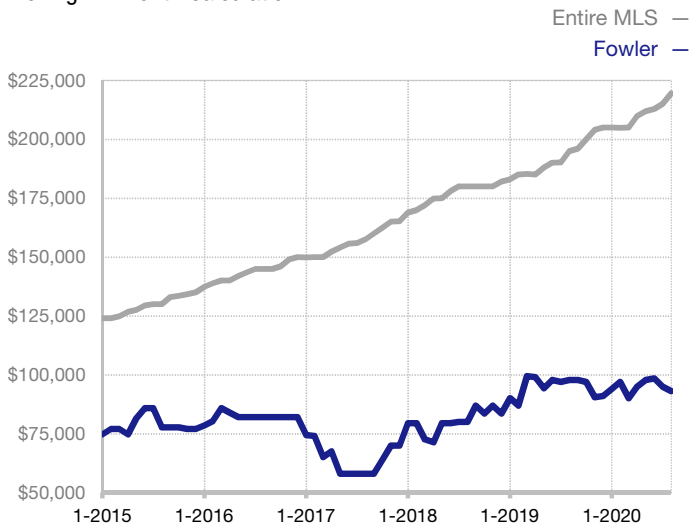
Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	3	2	- 33.3%	26	16	- 38.5%
Sold Listings	2	3	+ 50.0%	27	14	- 48.1%
Median Sales Price*	\$249,000	\$210,000	- 15.7%	\$97,000	\$102,500	+ 5.7%
Average Sales Price*	\$249,000	\$167,833	- 32.6%	\$128,425	\$133,393	+ 3.9%
Percent of List Price Received*	97.9%	97.4%	- 0.5%	96.4%	96.6%	+ 0.2%
Days on Market Until Sale	66	135	+ 104.5%	78	100	+ 28.2%
Inventory of Homes for Sale	4	5	+ 25.0%	--	--	--
Months Supply of Inventory	1.1	2.3	+ 109.1%	--	--	--

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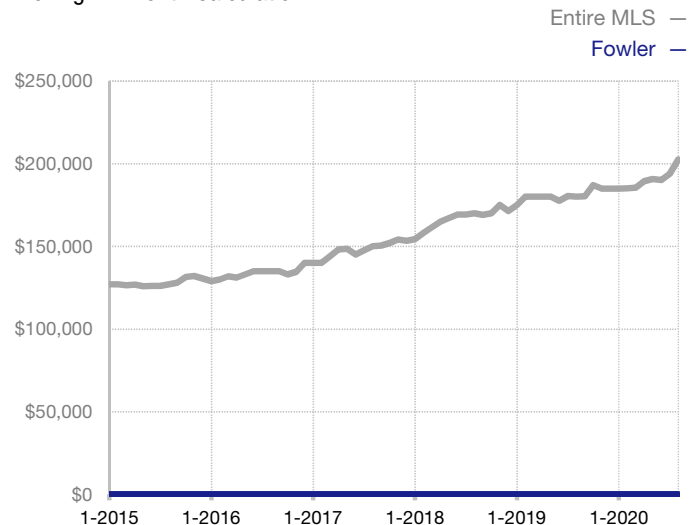
Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price 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



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Huerfano County

Single Family Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	12	18	+ 50.0%	97	87	- 10.3%
Sold Listings	8	9	+ 12.5%	56	46	- 17.9%
Median Sales Price*	\$227,250	\$310,900	+ 36.8%	\$162,500	\$195,000	+ 20.0%
Average Sales Price*	\$213,563	\$284,433	+ 33.2%	\$209,274	\$329,346	+ 57.4%
Percent of List Price Received*	94.3%	94.8%	+ 0.5%	94.7%	92.9%	- 1.9%
Days on Market Until Sale	73	148	+ 102.7%	206	170	- 17.5%
Inventory of Homes for Sale	75	54	- 28.0%	--	--	--
Months Supply of Inventory	11.0	8.6	- 21.8%	--	--	--

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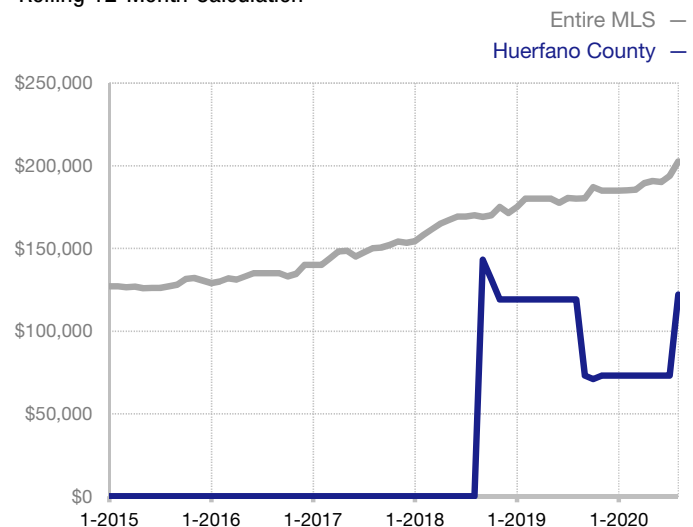
Townhouse/Condo Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	0	0	--	1	4	+ 300.0%
Sold Listings	0	2	--	0	2	--
Median Sales Price*	\$0	\$143,450	--	\$0	\$143,450	--
Average Sales Price*	\$0	\$143,450	--	\$0	\$143,450	--
Percent of List Price Received*	0.0%	100.0%	--	0.0%	100.0%	--
Days on Market Until Sale	0	52	--	0	52	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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La Junta

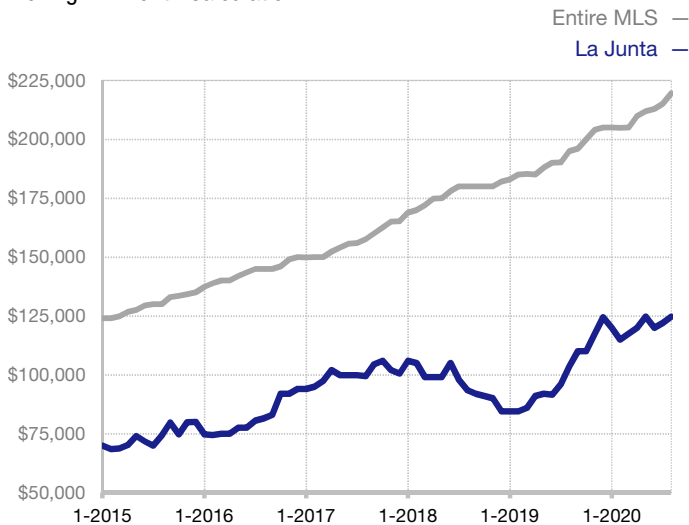
Single Family Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	8	6	- 25.0%	69	62	- 10.1%
Sold Listings	13	9	- 30.8%	60	56	- 6.7%
Median Sales Price*	\$106,500	\$184,000	+ 72.8%	\$115,250	\$124,500	+ 8.0%
Average Sales Price*	\$113,785	\$154,056	+ 35.4%	\$125,217	\$131,774	+ 5.2%
Percent of List Price Received*	96.2%	98.4%	+ 2.3%	96.2%	97.6%	+ 1.5%
Days on Market Until Sale	168	110	- 34.5%	124	113	- 8.9%
Inventory of Homes for Sale	23	12	- 47.8%	--	--	--
Months Supply of Inventory	3.1	1.6	- 48.4%	--	--	--

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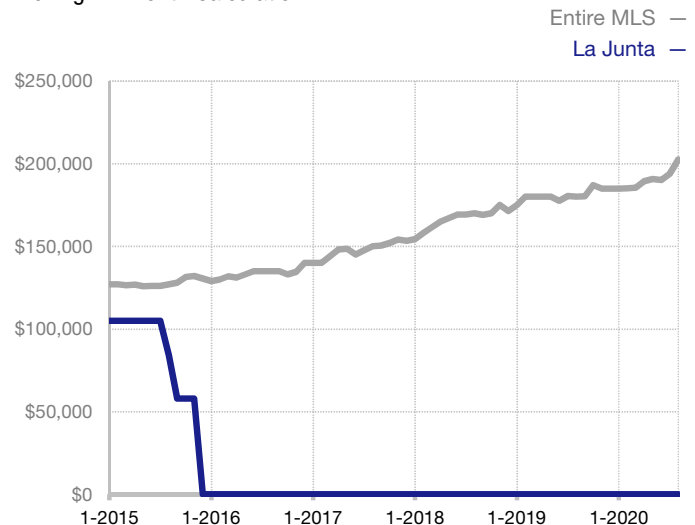
Townhouse/Condo Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 – Townhouse-Condo
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Local Market Update for August 2020

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Lamar

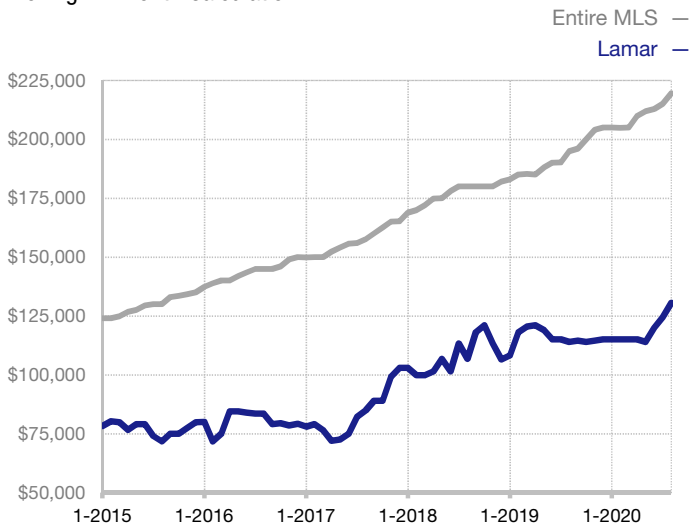
Single Family Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	6	9	+ 50.0%	49	38	- 22.4%
Sold Listings	7	8	+ 14.3%	42	30	- 28.6%
Median Sales Price*	\$112,850	\$124,500	+ 10.3%	\$114,000	\$127,000	+ 11.4%
Average Sales Price*	\$106,436	\$137,500	+ 29.2%	\$123,797	\$142,833	+ 15.4%
Percent of List Price Received*	97.0%	95.5%	- 1.5%	94.7%	96.2%	+ 1.6%
Days on Market Until Sale	81	148	+ 82.7%	101	129	+ 27.7%
Inventory of Homes for Sale	15	9	- 40.0%	--	--	--
Months Supply of Inventory	3.1	2.3	- 25.8%	--	--	--

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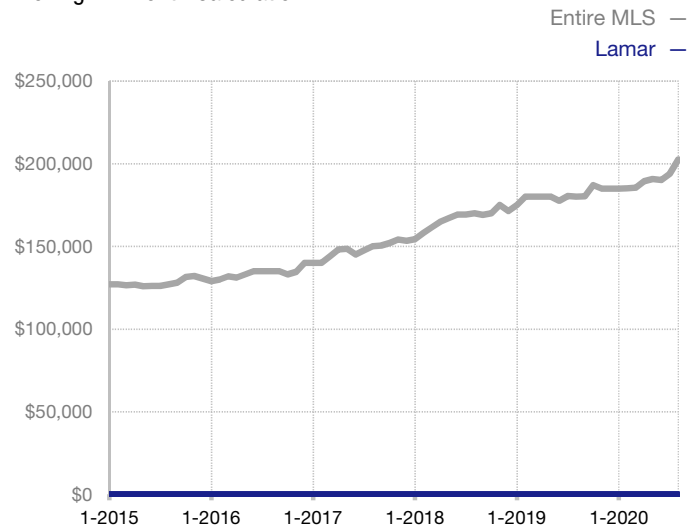
Townhouse/Condo Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Las Animas

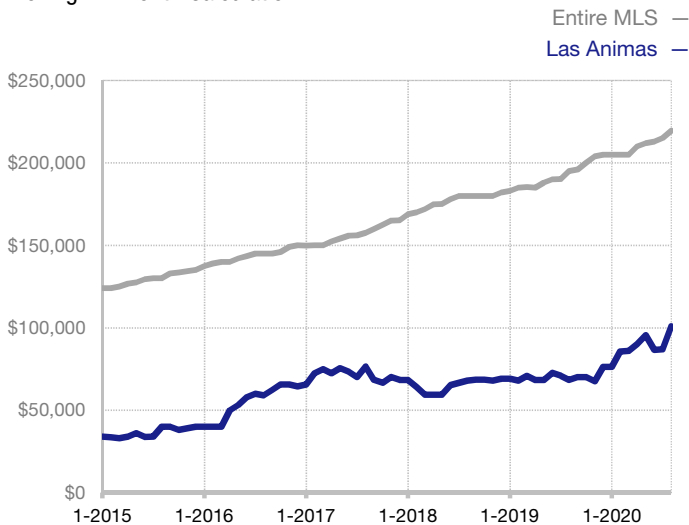
Single Family	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
Key Metrics						
New Listings	4	3	- 25.0%	28	26	- 7.1%
Sold Listings	0	2	--	21	14	- 33.3%
Median Sales Price*	\$0	\$146,450	--	\$67,500	\$110,950	+ 64.4%
Average Sales Price*	\$0	\$146,450	--	\$79,817	\$126,279	+ 58.2%
Percent of List Price Received*	0.0%	100.8%	--	93.5%	95.0%	+ 1.6%
Days on Market Until Sale	0	51	--	89	95	+ 6.7%
Inventory of Homes for Sale	12	6	- 50.0%	--	--	--
Months Supply of Inventory	4.0	2.9	- 27.5%	--	--	--

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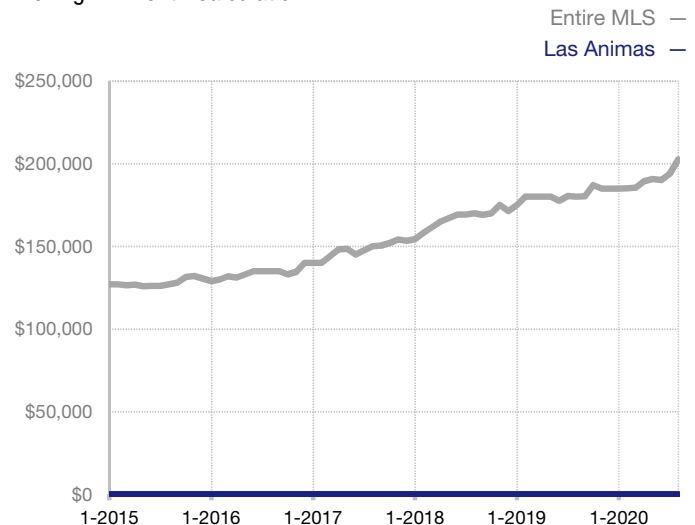
Townhouse/Condo	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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

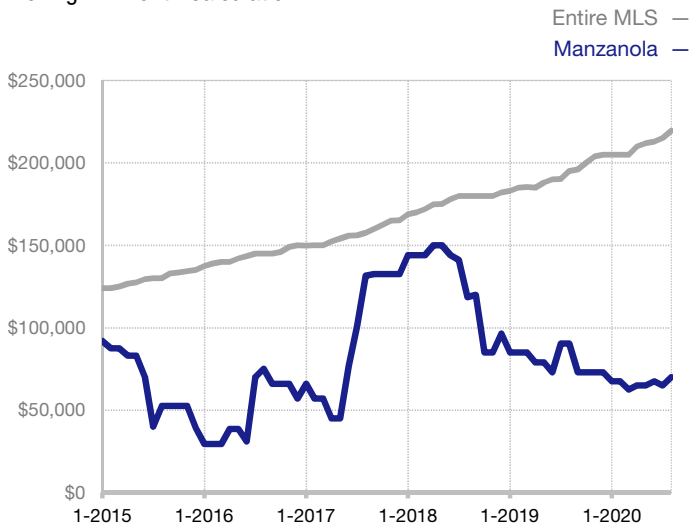
Single Family Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	0	1	--	6	7	+ 16.7%
Sold Listings	0	2	--	9	7	- 22.2%
Median Sales Price*	\$0	\$100,000	--	\$114,900	\$80,000	- 30.4%
Average Sales Price*	\$0	\$100,000	--	\$165,256	\$84,098	- 49.1%
Percent of List Price Received*	0.0%	96.1%	--	92.6%	94.7%	+ 2.3%
Days on Market Until Sale	0	135	--	107	94	- 12.1%
Inventory of Homes for Sale	2	3	+ 50.0%	--	--	--
Months Supply of Inventory	0.9	2.0	+ 122.2%	--	--	--

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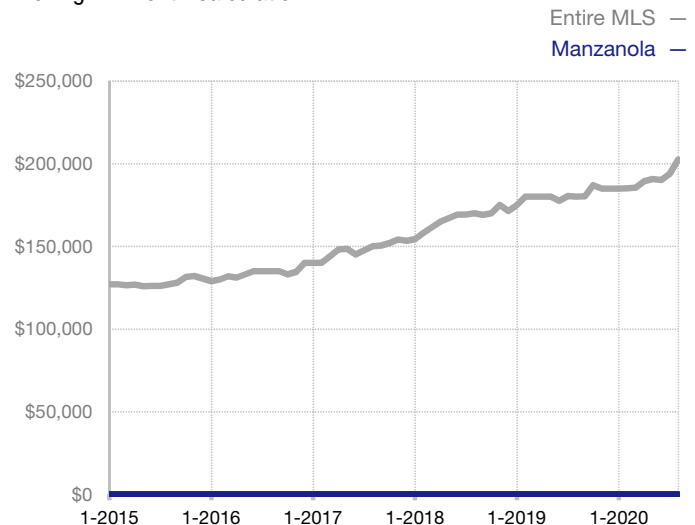
Townhouse/Condo Key Metrics	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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Rocky Ford

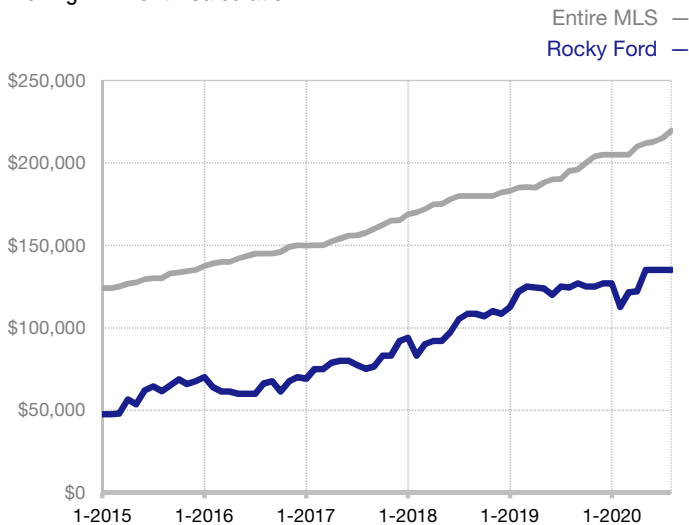
Single Family	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
Key Metrics						
New Listings	1	7	+ 600.0%	41	33	- 19.5%
Sold Listings	4	4	0.0%	34	27	- 20.6%
Median Sales Price*	\$144,250	\$165,000	+ 14.4%	\$119,500	\$135,000	+ 13.0%
Average Sales Price*	\$129,875	\$171,000	+ 31.7%	\$131,160	\$143,133	+ 9.1%
Percent of List Price Received*	99.7%	99.4%	- 0.3%	96.4%	94.5%	- 2.0%
Days on Market Until Sale	107	102	- 4.7%	110	137	+ 24.5%
Inventory of Homes for Sale	12	7	- 41.7%	--	--	--
Months Supply of Inventory	3.0	2.2	- 26.7%	--	--	--

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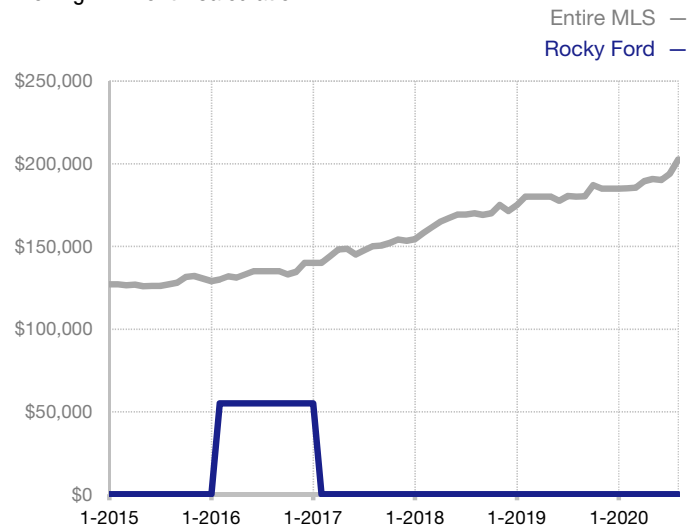
Townhouse/Condo	August			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 08-2019	Thru 08-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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



August 2020

Percent changes calculated using year-over-year comparisons.

New Listings were down 16.1 percent for single family homes and 57.9 percent for townhouse-condo properties. Pending Sales increased 27.1 percent for single family homes but decreased 38.9 percent for townhouse-condo properties.

The Median Sales Price was up 13.4 percent to \$243,000 for single family homes and 29.4 percent to \$236,750 for townhouse-condo properties. Days on Market decreased 5.7 percent for single family homes but increased 17.3 percent for townhouse-condo properties.

As we look towards the fall, we normally see housing activity begin to slow a bit as the back-to-school season begins, but this year is far from normal. While uncertainty remains on what effects the upcoming elections and any seasonal resurgence of COVID-19 may have on the financial and housing markets, the healthy housing demand we see today will create significant tailwinds in the near term.

Activity Snapshot

+ 14.0%	+ 13.2%	- 53.0%
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	8-2019	8-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		373	313	- 16.1%	2,439	2,308	- 5.4%
Pending Sales		247	314	+ 27.1%	1,910	2,103	+ 10.1%
Sold Listings		248	277	+ 11.7%	1,823	1,861	+ 2.1%
Median Sales Price		\$214,325	\$243,000	+ 13.4%	\$207,000	\$227,500	+ 9.9%
Avg. Sales Price		\$224,381	\$248,220	+ 10.6%	\$214,816	\$232,487	+ 8.2%
Pct. of List Price Received		98.8%	99.1%	+ 0.3%	98.6%	98.6%	0.0%
Days on Market		70	66	- 5.7%	76	74	- 2.6%
Affordability Index		175	163	- 6.9%	181	175	- 3.3%
Active Listings		548	256	- 53.3%	--	--	--
Months Supply		2.5	1.1	- 56.0%	--	--	--

Townhouse-Condo Market Overview

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

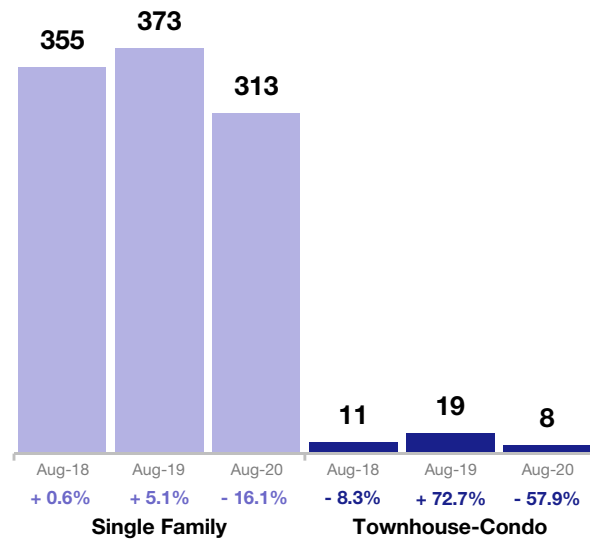


Key Metrics	Historical Sparkbars	8-2019	8-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		19	8	- 57.9%	96	101	+ 5.2%
Pending Sales		18	11	- 38.9%	83	93	+ 12.0%
Sold Listings		9	16	+ 77.8%	72	82	+ 13.9%
Median Sales Price		\$182,900	\$236,750	+ 29.4%	\$186,000	\$213,500	+ 14.8%
Avg. Sales Price		\$179,283	\$226,241	+ 26.2%	\$192,742	\$204,157	+ 5.9%
Pct. of List Price Received		97.3%	98.9%	+ 1.6%	97.6%	98.7%	+ 1.1%
Days on Market		75	88	+ 17.3%	96	76	- 20.8%
Affordability Index		205	168	- 18.0%	202	186	- 7.9%
Active Listings		24	13	- 45.8%	--	--	--
Months Supply		2.8	1.3	- 53.6%	--	--	--

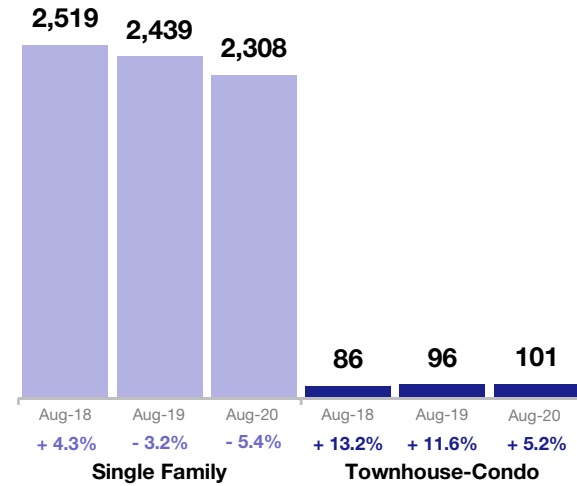
New Listings



August

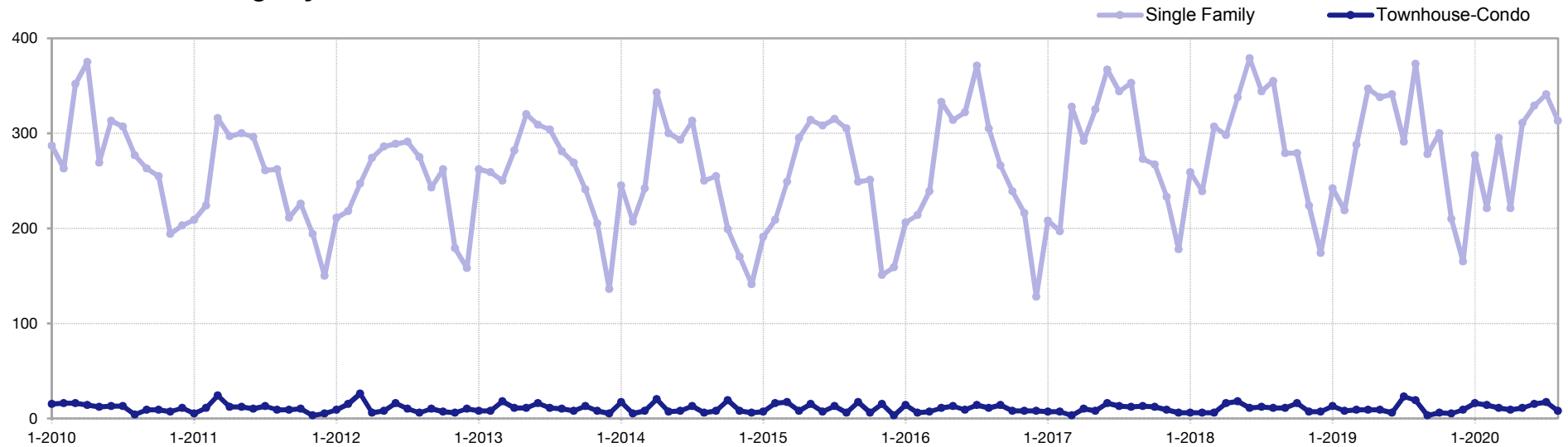


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2019	278	-0.4%	3	-72.7%
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	221	+0.9%	14	+75.0%
Mar-2020	295	+2.4%	11	+22.2%
Apr-2020	221	-36.3%	9	0.0%
May-2020	311	-8.0%	11	+22.2%
Jun-2020	329	-3.5%	15	+150.0%
Jul-2020	341	+17.2%	17	-26.1%
Aug-2020	313	-16.1%	8	-57.9%

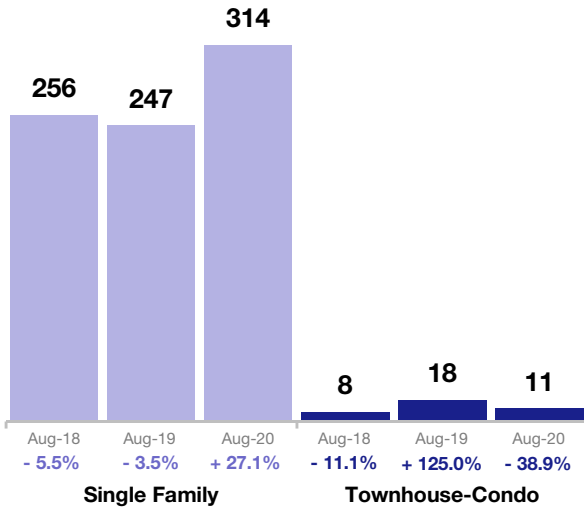
Historical New Listings by Month



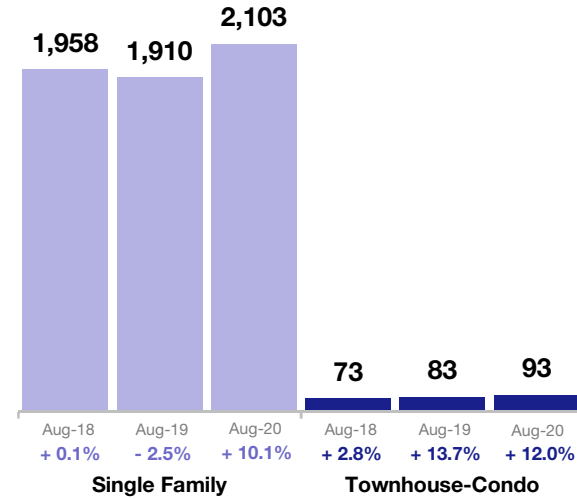
Pending Sales



August

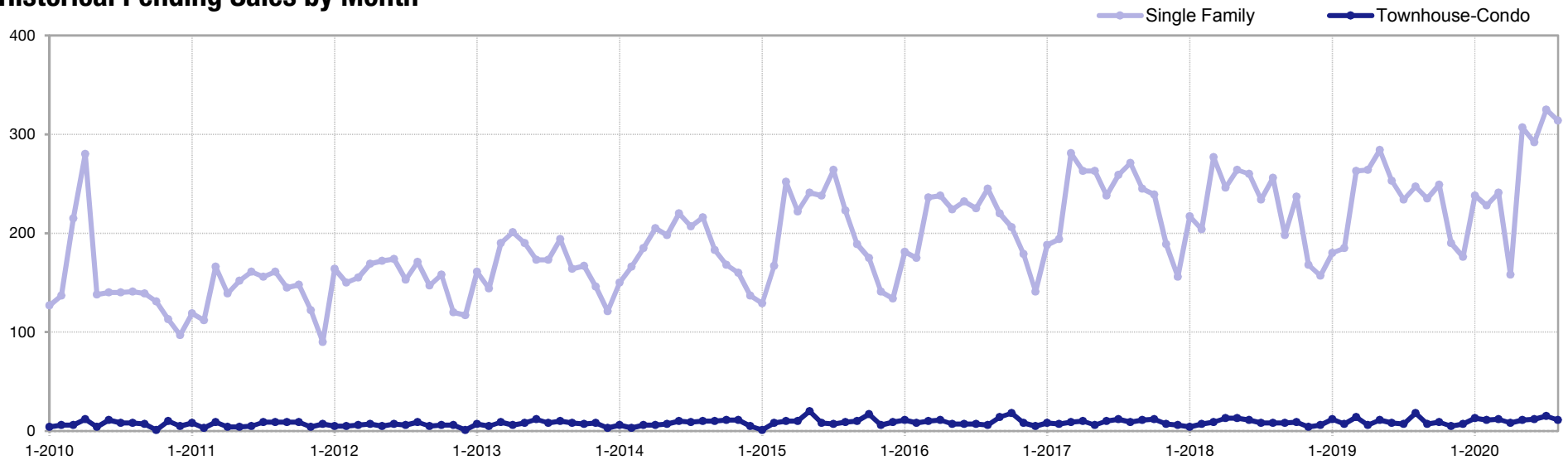


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2019	235	+18.7%	7	-12.5%
Oct-2019	249	+5.1%	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%	11	+57.1%
Mar-2020	241	-8.4%	12	-14.3%
Apr-2020	158	-40.2%	8	+33.3%
May-2020	307	+8.1%	11	0.0%
Jun-2020	292	+15.4%	12	+50.0%
Jul-2020	325	+38.9%	15	+114.3%
Aug-2020	314	+27.1%	11	-38.9%

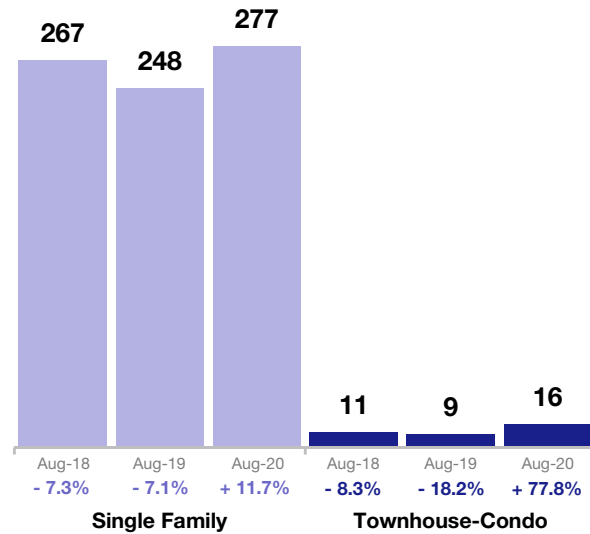
Historical Pending Sales by Month



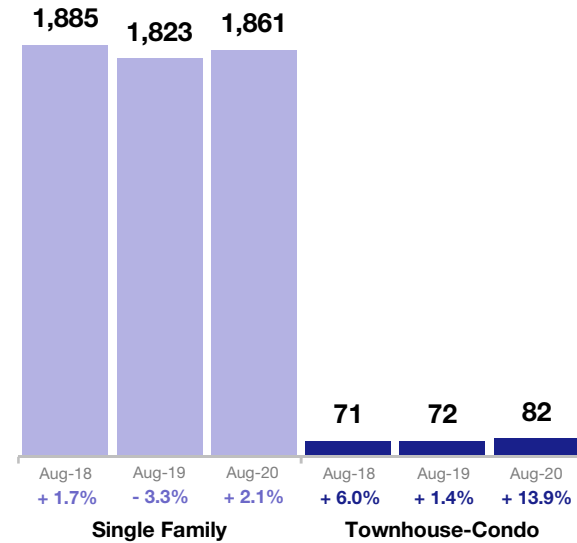
Sold Listings



August

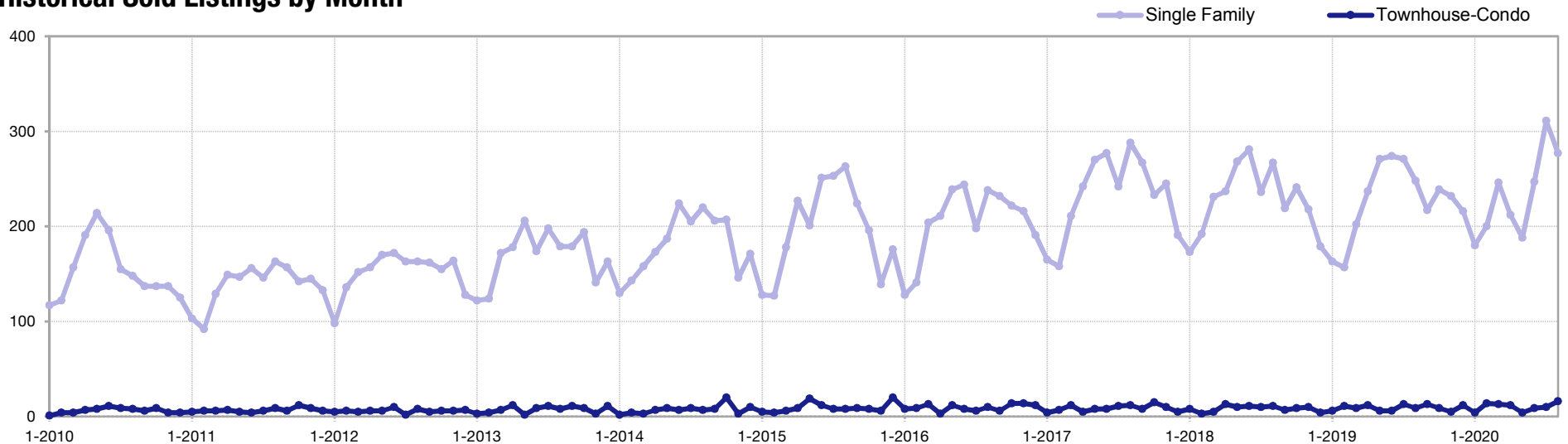


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2019	217	-0.9%	13	+85.7%
Oct-2019	239	-0.8%	9	0.0%
Nov-2019	232	+6.4%	5	-50.0%
Dec-2019	216	+20.7%	12	+200.0%
Jan-2020	180	+10.4%	4	-33.3%
Feb-2020	200	+27.4%	14	+27.3%
Mar-2020	246	+21.8%	13	+44.4%
Apr-2020	212	-10.5%	12	0.0%
May-2020	188	-30.6%	4	-33.3%
Jun-2020	247	-9.9%	9	+50.0%
Jul-2020	311	+14.8%	10	-23.1%
Aug-2020	277	+11.7%	16	+77.8%

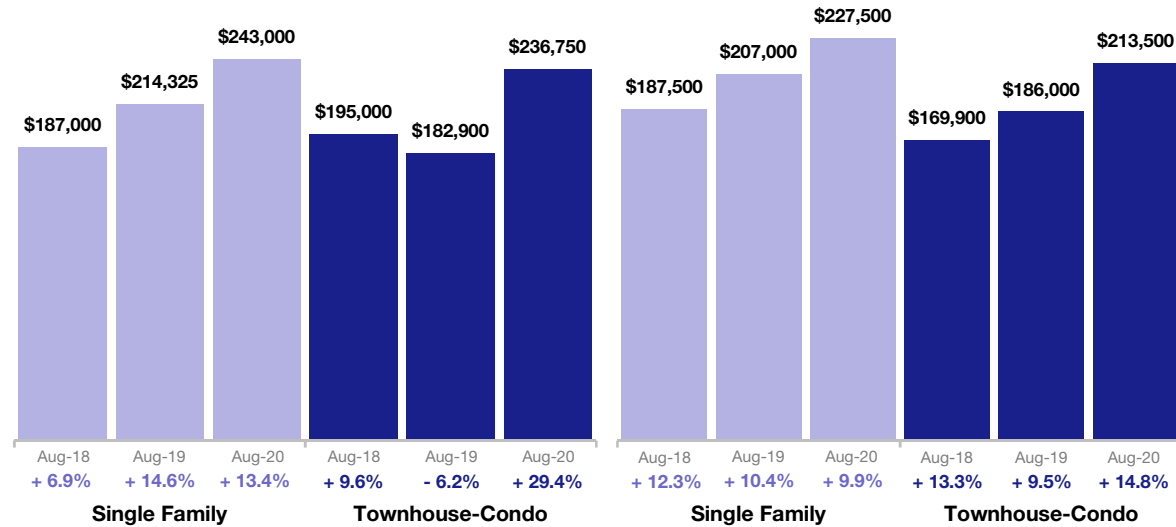
Historical Sold Listings by Month



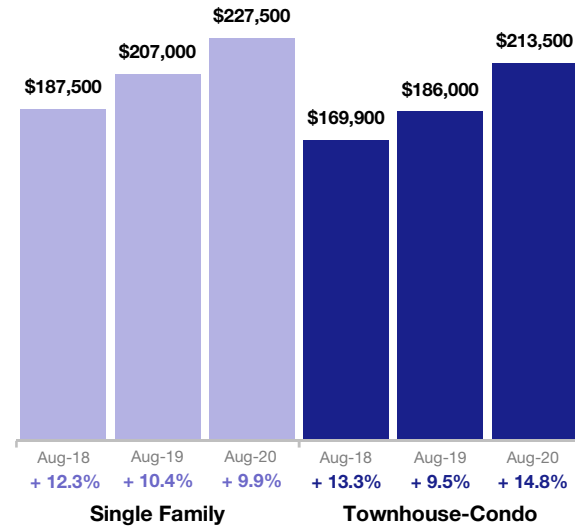
Median Sales Price



August

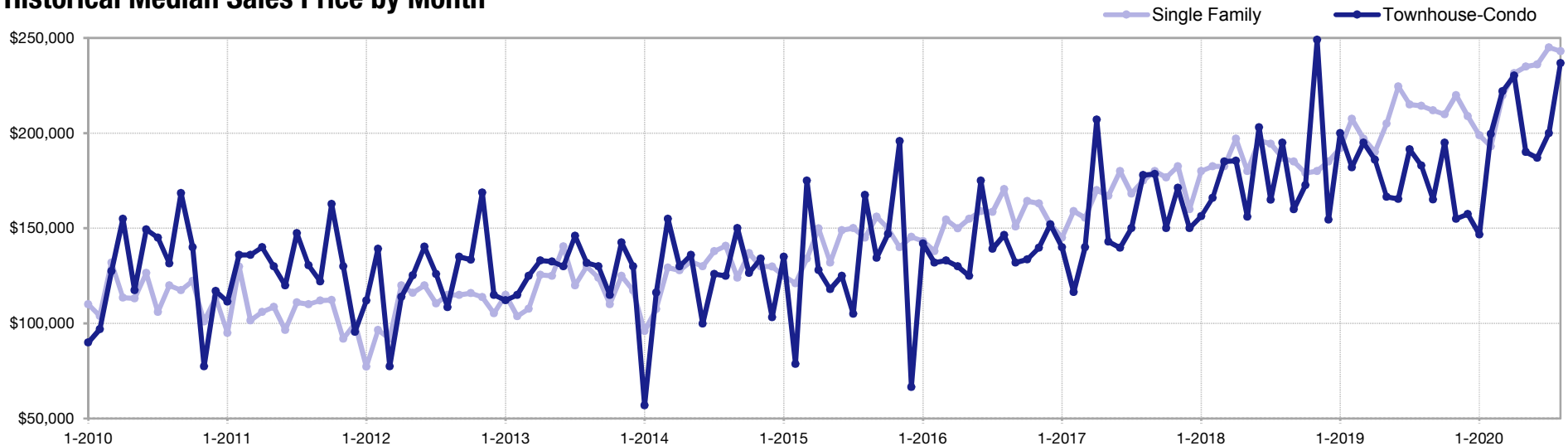


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2019	\$212,000	+14.6%	\$165,100	+3.3%
Oct-2019	\$209,900	+17.3%	\$195,000	+12.9%
Nov-2019	\$219,900	+22.2%	\$155,000	-37.8%
Dec-2019	\$208,950	+12.9%	\$157,500	+2.0%
Jan-2020	\$198,900	+3.6%	\$146,750	-26.6%
Feb-2020	\$193,000	-7.0%	\$199,550	+9.6%
Mar-2020	\$219,700	+11.5%	\$222,000	+13.8%
Apr-2020	\$231,450	+21.8%	\$230,250	+23.8%
May-2020	\$235,000	+14.6%	\$190,000	+14.1%
Jun-2020	\$236,000	+5.1%	\$187,000	+13.1%
Jul-2020	\$245,000	+14.0%	\$200,000	+4.4%
Aug-2020	\$243,000	+13.4%	\$236,750	+29.4%

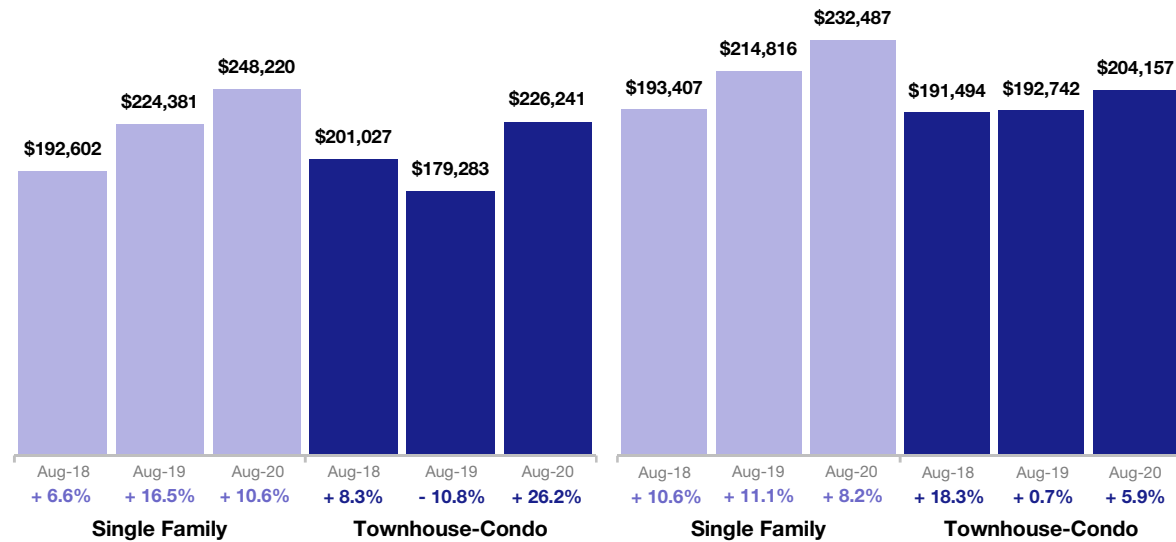
Historical Median Sales Price by Month



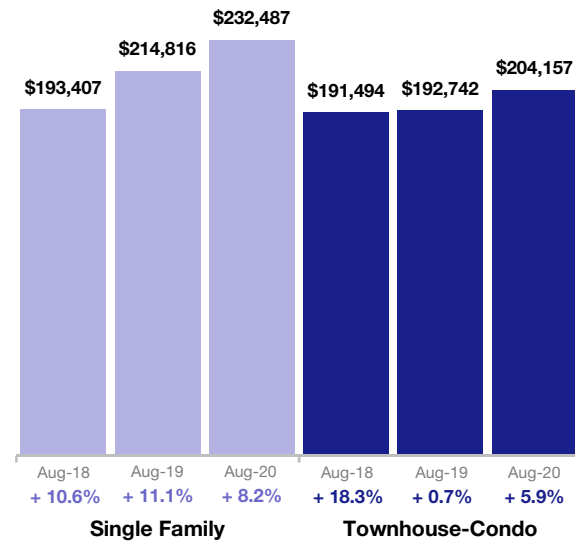
Average Sales Price



August

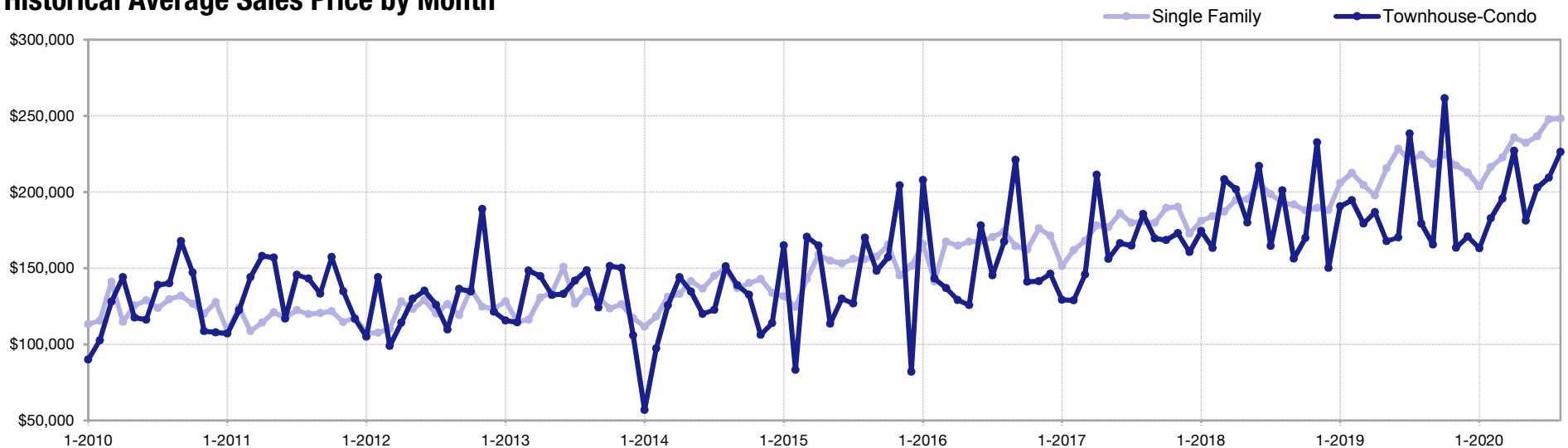


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2019	\$218,338	+13.8%	\$165,458	+5.9%
Oct-2019	\$224,485	+19.4%	\$261,535	+53.9%
Nov-2019	\$217,335	+14.7%	\$163,360	-29.7%
Dec-2019	\$212,688	+13.1%	\$170,694	+13.6%
Jan-2020	\$203,691	-1.1%	\$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	\$235,752	+19.2%	\$226,967	+21.6%
May-2020	\$232,261	+7.8%	\$181,250	+8.1%
Jun-2020	\$236,587	+3.6%	\$202,700	+19.1%
Jul-2020	\$247,799	+12.3%	\$209,360	-12.2%
Aug-2020	\$248,220	+10.6%	\$226,241	+26.2%

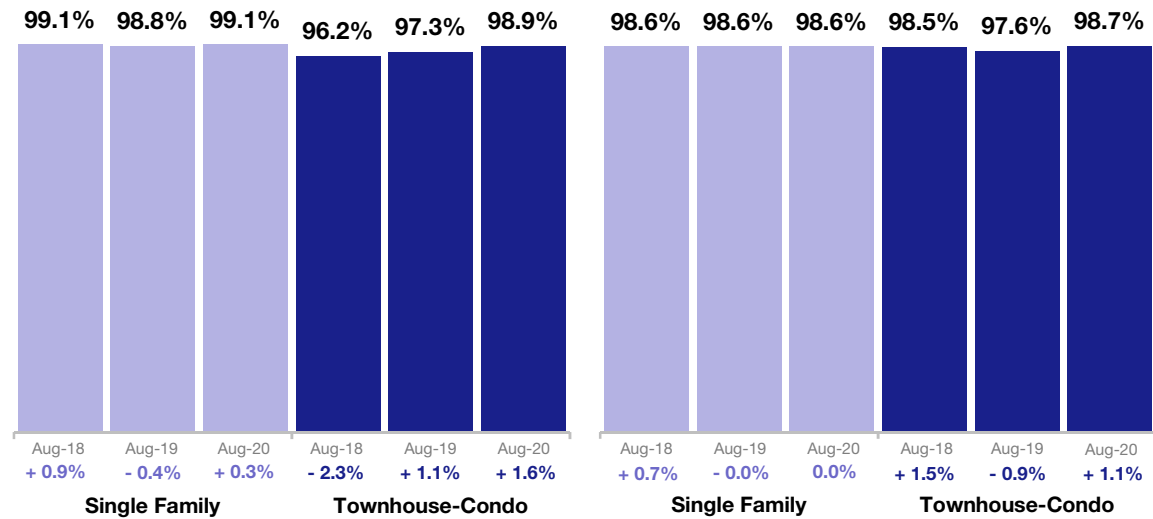
Historical Average Sales Price by Month



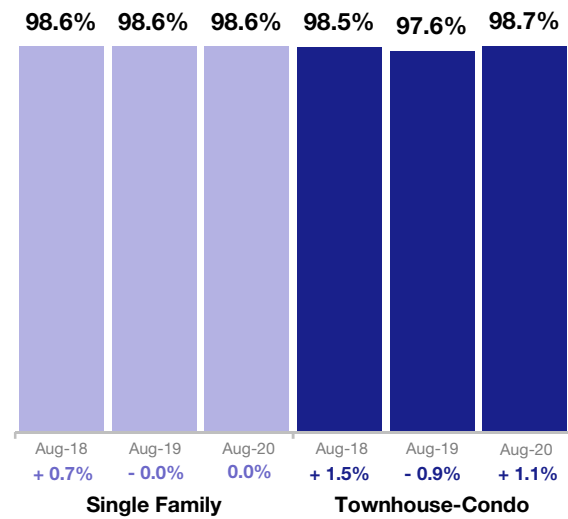
Percent of List Price Received



August

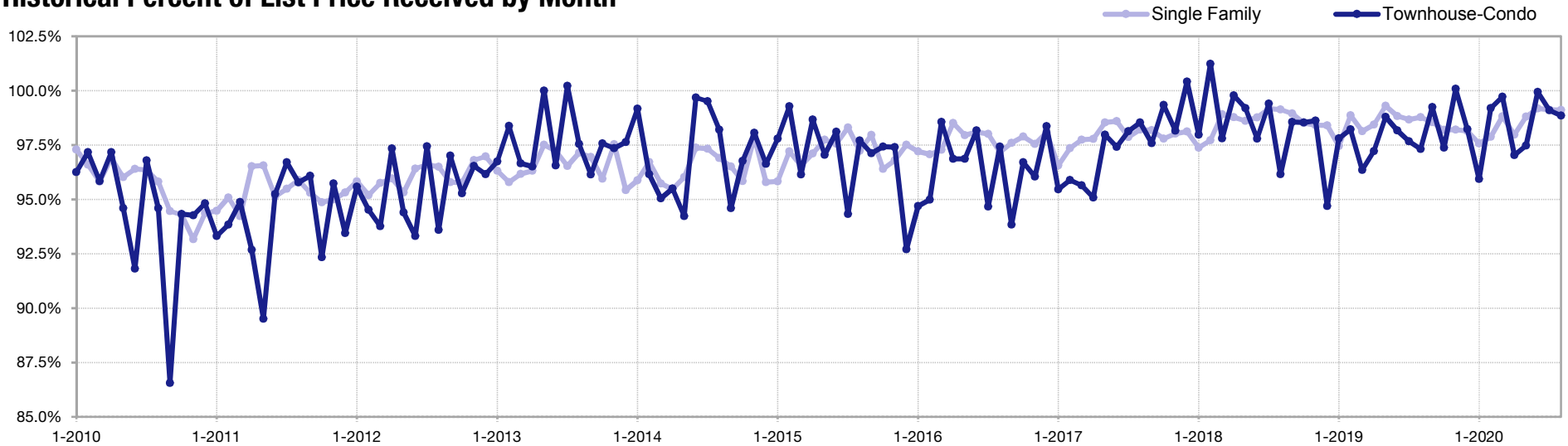


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2019	98.5%	-0.5%	99.2%	+0.6%
Oct-2019	98.2%	-0.3%	97.4%	-1.1%
Nov-2019	98.2%	-0.2%	100.1%	+1.5%
Dec-2019	98.1%	-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%	97.5%	-1.3%
Jun-2020	99.2%	+0.4%	99.9%	+1.7%
Jul-2020	99.1%	+0.4%	99.1%	+1.4%
Aug-2020	99.1%	+0.3%	98.9%	+1.6%

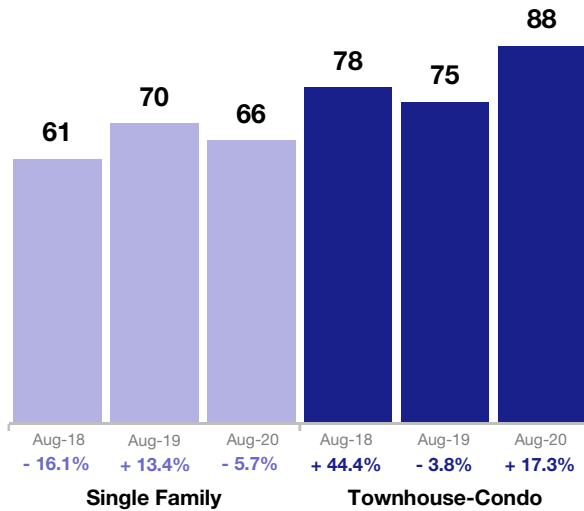
Historical Percent of List Price Received by Month



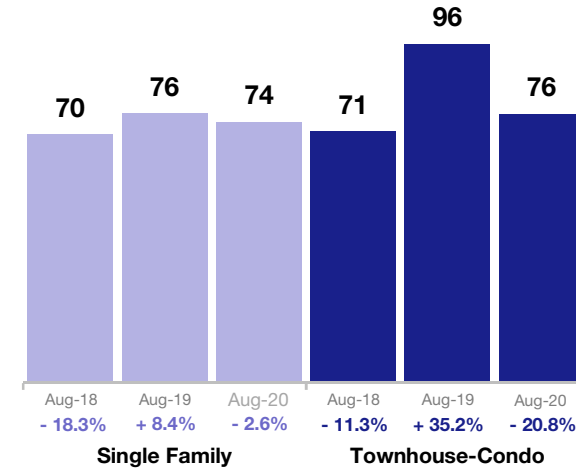
Days on Market Until Sale



August

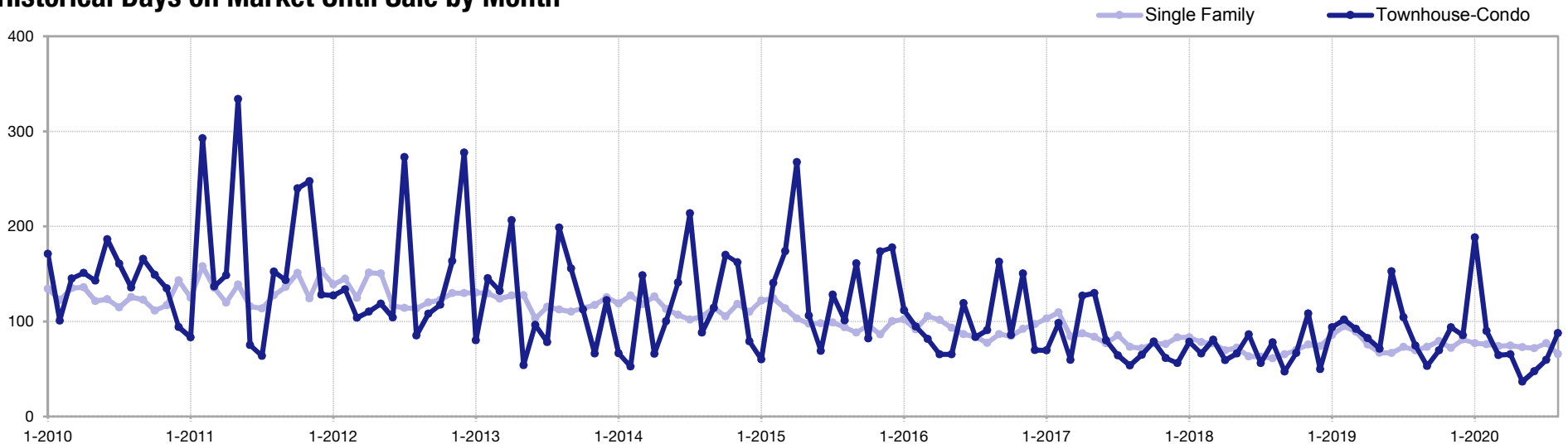


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2019	73	+12.3%	53	+12.8%
Oct-2019	79	+12.9%	70	+4.5%
Nov-2019	72	-5.3%	94	-13.0%
Dec-2019	81	+9.5%	86	+72.0%
Jan-2020	77	-10.5%	189	+101.1%
Feb-2020	76	-20.0%	90	-11.8%
Mar-2020	74	-16.9%	65	-29.3%
Apr-2020	75	-1.3%	66	-19.5%
May-2020	73	+9.0%	37	-47.9%
Jun-2020	72	+7.5%	48	-68.6%
Jul-2020	77	+5.5%	60	-42.3%
Aug-2020	66	-5.7%	88	+17.3%

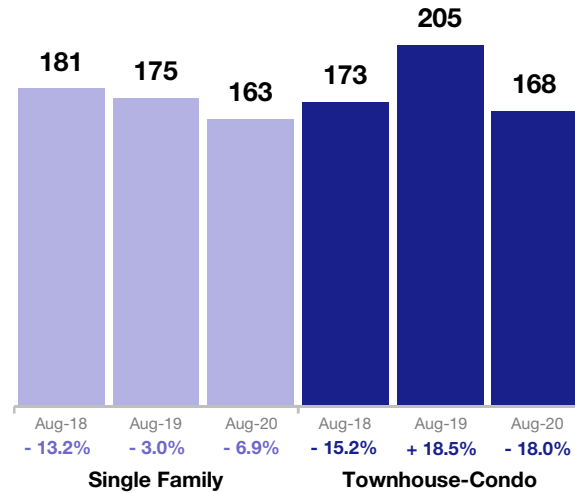
Historical Days on Market Until Sale by Month



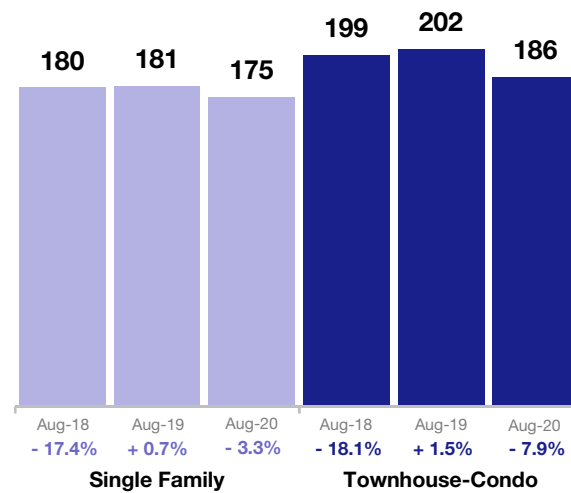
Housing Affordability Index



August

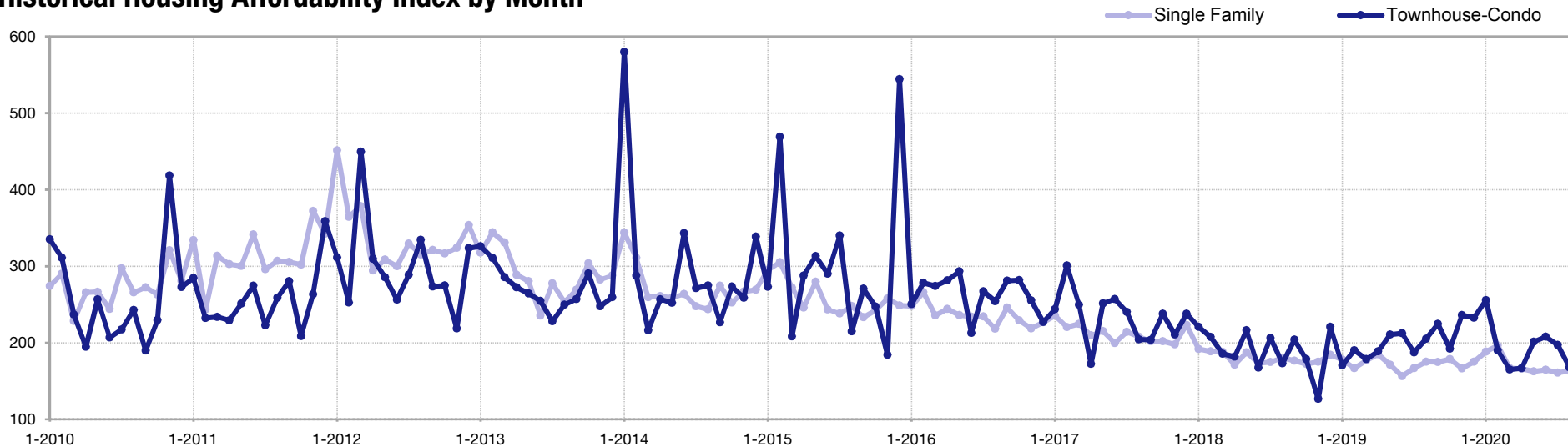


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2019	175	-0.6%	225	+10.3%
Oct-2019	179	+4.1%	192	+7.3%
Nov-2019	167	-4.6%	236	+85.8%
Dec-2019	175	-4.9%	233	+5.4%
Jan-2020	189	+6.2%	256	+49.7%
Feb-2020	197	+18.0%	190	0.0%
Mar-2020	167	-5.6%	165	-7.8%
Apr-2020	166	-10.3%	167	-11.6%
May-2020	163	-4.7%	201	-4.7%
Jun-2020	165	+5.8%	208	-1.9%
Jul-2020	161	-3.6%	197	+5.3%
Aug-2020	163	-6.9%	168	-18.0%

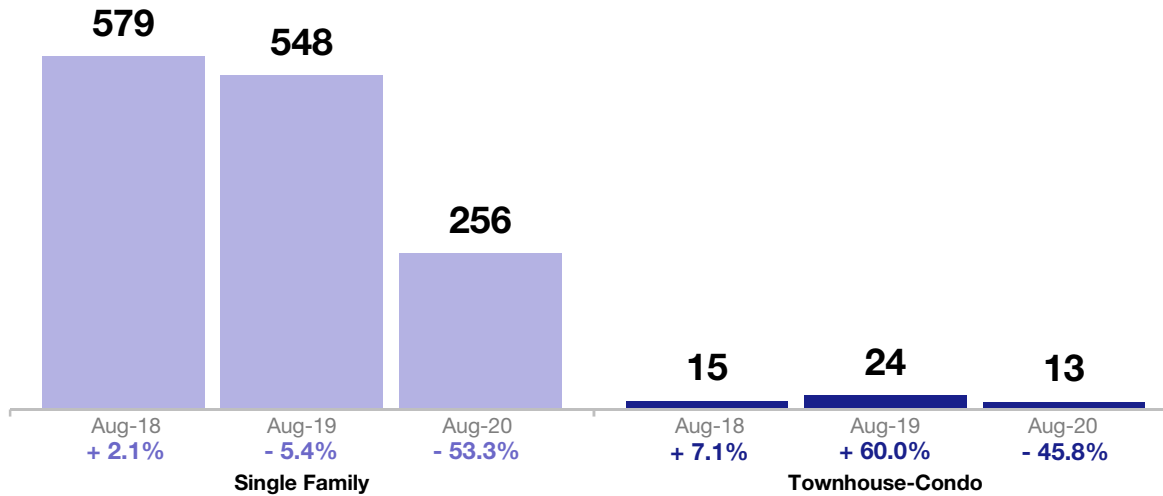
Historical Housing Affordability Index by Month



Inventory of Active Listings

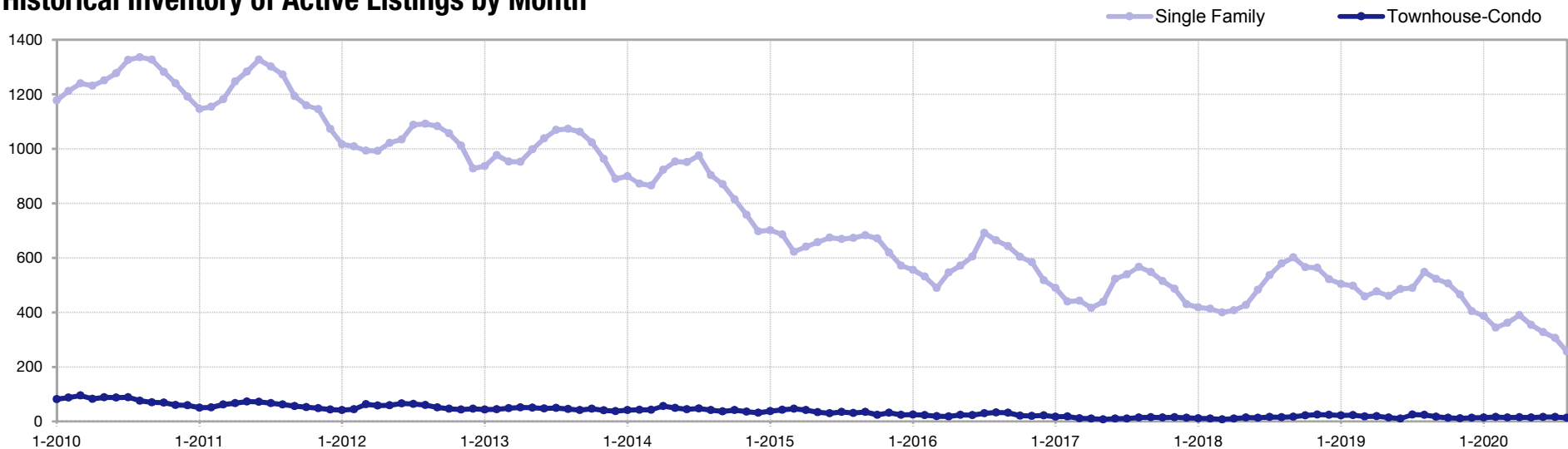


August



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2019	523	-13.1%	17	0.0%
Oct-2019	506	-10.6%	13	-40.9%
Nov-2019	465	-17.6%	12	-52.0%
Dec-2019	405	-22.4%	13	-45.8%
Jan-2020	387	-23.2%	14	-36.4%
Feb-2020	344	-30.8%	16	-30.4%
Mar-2020	362	-21.0%	14	-22.2%
Apr-2020	390	-18.2%	15	-21.1%
May-2020	354	-23.0%	14	0.0%
Jun-2020	328	-32.5%	16	+45.5%
Jul-2020	306	-37.6%	16	-36.0%
Aug-2020	256	-53.3%	13	-45.8%

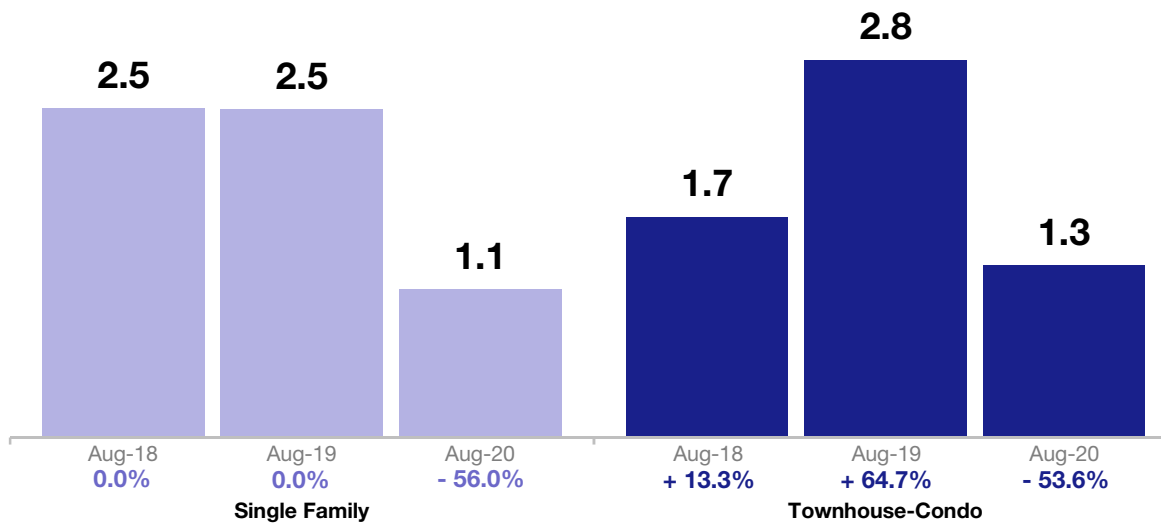
Historical Inventory of Active Listings by Month



Months Supply of Inventory

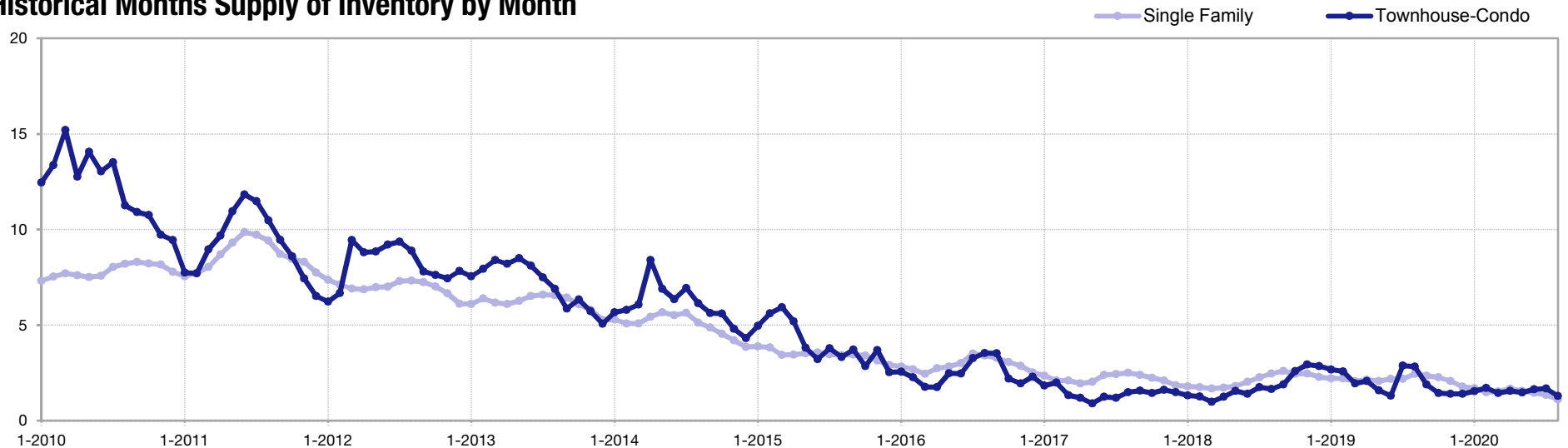


August



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2019	2.3	-11.5%	1.9	0.0%
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	1.3	-40.9%	1.7	-41.4%
Aug-2020	1.1	-56.0%	1.3	-53.6%

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.



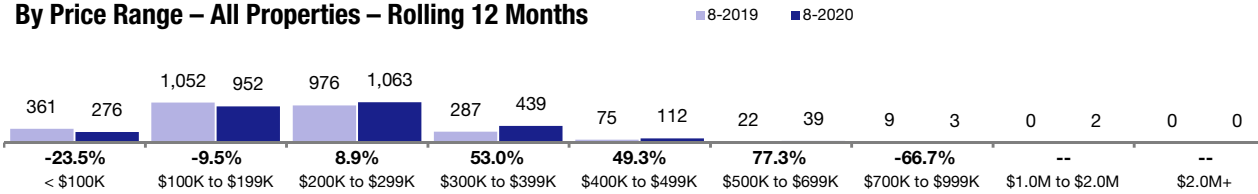
Key Metrics	Historical Sparkbars	8-2019	8-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		392	321	- 18.1%	2,535	2,409	- 5.0%
Pending Sales		265	325	+ 22.6%	1,993	2,196	+ 10.2%
Sold Listings		257	293	+ 14.0%	1,895	1,943	+ 2.5%
Median Sales Price		\$212,900	\$240,900	+ 13.2%	\$205,000	\$226,750	+ 10.6%
Avg. Sales Price		\$222,802	\$247,020	+ 10.9%	\$213,977	\$231,291	+ 8.1%
Pct. of List Price Received		98.7%	99.1%	+ 0.4%	98.6%	98.6%	0.0%
Days on Market		70	67	- 4.3%	77	74	- 3.9%
Affordability Index		176	165	- 6.3%	183	175	- 4.4%
Active Listings		572	269	- 53.0%	--	--	--
Months Supply		2.5	1.1	- 56.0%	--	--	--

Sold Listings

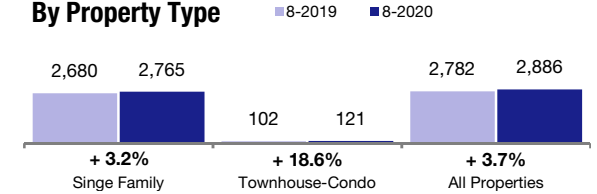
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	8-2019	8-2020	Change	8-2019	8-2020	Change
\$99,999 and Below	352	268	-23.9%	9	8	-11.1%
\$100,000 to \$199,999	997	897	-10.0%	55	55	0.0%
\$200,000 to \$299,999	945	1,014	+7.3%	31	49	+58.1%
\$300,000 to \$399,999	282	431	+52.8%	5	8	+60.0%
\$400,000 to \$499,999	74	112	+51.4%	1	0	-100.0%
\$500,000 to \$699,999	21	38	+81.0%	1	1	0.0%
\$700,000 to \$999,999	9	3	-66.7%	0	0	--
\$1,000,000 to \$1,999,999	0	2	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,680	2,765	+3.2%	102	121	+18.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2020	8-2020	Change	7-2020	8-2020	Change
\$99,999 and Below	24	22	-8.3%	0	0	--
\$100,000 to \$199,999	75	76	+1.3%	5	5	0.0%
\$200,000 to \$299,999	127	94	-26.0%	4	9	+125.0%
\$300,000 to \$399,999	65	65	0.0%	1	2	+100.0%
\$400,000 to \$499,999	12	14	+16.7%	0	0	--
\$500,000 to \$699,999	7	6	-14.3%	0	0	--
\$700,000 to \$999,999	1	0	-100.0%	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	311	277	-10.9%	10	16	+60.0%

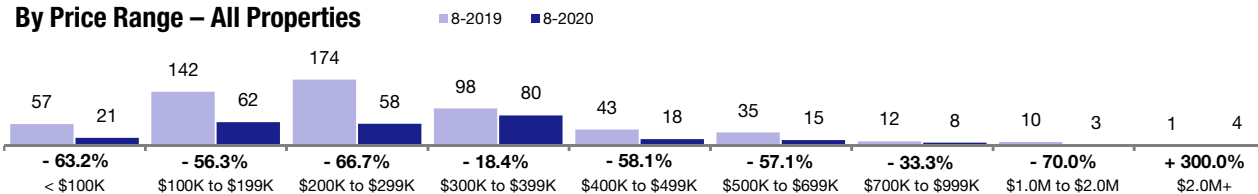
Year to Date

By Price Range	Single Family			Condo		
	8-2019	8-2020	Change	8-2019	8-2020	Change
\$99,999 and Below	211	168	-20.4%	8	5	-37.5%
\$100,000 to \$199,999	647	591	-8.7%	35	32	-8.6%
\$200,000 to \$299,999	670	673	+0.4%	23	38	+65.2%
\$300,000 to \$399,999	210	325	+54.8%	4	7	+75.0%
\$400,000 to \$499,999	57	74	+29.8%	1	0	-100.0%
\$500,000 to \$699,999	19	26	+36.8%	1	0	-100.0%
\$700,000 to \$999,999	9	2	-77.8%	0	0	--
\$1,000,000 to \$1,999,999	0	2	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	1,823	1,861	+2.1%	72	82	+13.9%

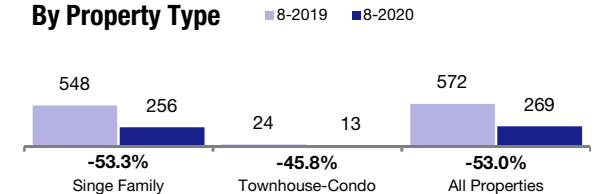
Inventory of Active Listings

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		
	8-2019	8-2020	Change	8-2019	8-2020	Change
\$99,999 and Below	54	21	-61.1%	3	0	-100.0%
\$100,000 to \$199,999	132	59	-55.3%	10	3	-70.0%
\$200,000 to \$299,999	166	56	-66.3%	8	2	-75.0%
\$300,000 to \$399,999	97	75	-22.7%	1	5	+400.0%
\$400,000 to \$499,999	43	16	-62.8%	0	2	--
\$500,000 to \$699,999	33	15	-54.5%	2	0	-100.0%
\$700,000 to \$999,999	12	7	-41.7%	0	1	--
\$1,000,000 to \$1,999,999	10	3	-70.0%	0	0	--
\$2,000,000 and Above	1	4	+300.0%	0	0	--
All Price Ranges	548	256	-53.3%	24	13	-45.8%

Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2020	8-2020	Change	7-2020	8-2020	Change
\$99,999 and Below	33	21	-36.4%	0	0	--
\$100,000 to \$199,999	70	59	-15.7%	3	3	0.0%
\$200,000 to \$299,999	72	56	-22.2%	3	2	-33.3%
\$300,000 to \$399,999	67	75	+11.9%	6	5	-16.7%
\$400,000 to \$499,999	28	16	-42.9%	2	2	0.0%
\$500,000 to \$699,999	20	15	-25.0%	1	0	-100.0%
\$700,000 to \$999,999	8	7	-12.5%	1	1	0.0%
\$1,000,000 to \$1,999,999	5	3	-40.0%	0	0	--
\$2,000,000 and Above	3	4	+33.3%	0	0	--
All Price Ranges	306	256	-16.3%	16	13	-18.8%

Year to Date

By Price Range	Single Family			Condo		
	8-2019	8-2020	Change	8-2019	8-2020	Change
\$99,999 and Below	211	168	-20.4%	8	5	-37.5%
\$100,000 to \$199,999	647	591	-8.7%	35	32	-8.6%
\$200,000 to \$299,999	670	673	+0.4%	23	38	+65.2%
\$300,000 to \$399,999	210	325	+54.8%	4	7	+75.0%
\$400,000 to \$499,999	57	74	+29.8%	1	0	-100.0%
\$500,000 to \$699,999	19	26	+36.8%	1	0	-100.0%
\$700,000 to \$999,999	9	2	-77.8%	0	0	--
\$1,000,000 to \$1,999,999	0	2	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	1,823	1,861	+2.1%	72	82	+13.9%

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

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



New Listings	A measure of how much new supply is coming onto the market from sellers.
Pending Sales	A count of all the listings that went into pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
Inventory of Active Listings	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Months Supply of Inventory	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.