

# Local Market Update for May 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Pueblo County

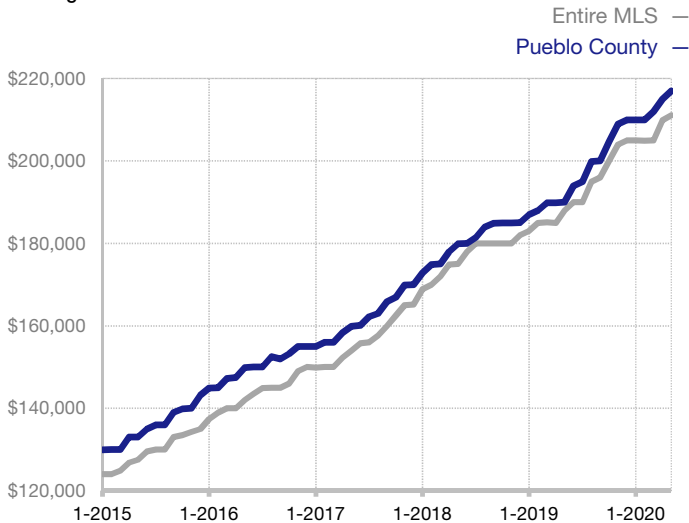
Single Family Key Metrics	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
New Listings	334	<b>302</b>	- 9.6%	1,413	<b>1,301</b>	- 7.9%
Sold Listings	268	<b>160</b>	- 40.3%	1,007	<b>981</b>	- 2.6%
Median Sales Price*	\$204,950	<b>\$235,000</b>	+ 14.7%	\$199,900	<b>\$218,000</b>	+ 9.1%
Average Sales Price*	\$215,389	<b>\$238,525</b>	+ 10.7%	\$208,056	<b>\$221,386</b>	+ 6.4%
Percent of List Price Received*	99.3%	<b>98.9%</b>	- 0.4%	98.6%	<b>98.3%</b>	- 0.3%
Days on Market Until Sale	67	<b>74</b>	+ 10.4%	79	<b>74</b>	- 6.3%
Inventory of Homes for Sale	439	<b>265</b>	- 39.6%	--	--	--
Months Supply of Inventory	2.0	<b>1.2</b>	- 40.0%	--	--	--

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

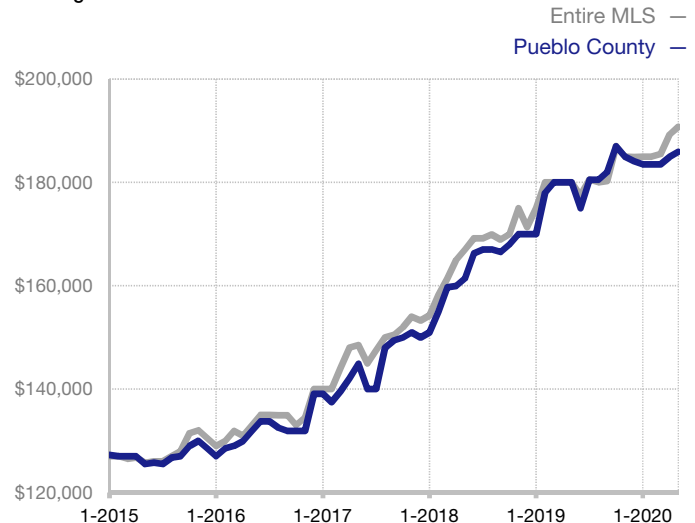
Townhouse/Condo Key Metrics	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
New Listings	9	<b>10</b>	+ 11.1%	46	<b>58</b>	+ 26.1%
Sold Listings	6	<b>2</b>	- 66.7%	42	<b>44</b>	+ 4.8%
Median Sales Price*	\$166,500	<b>\$190,000</b>	+ 14.1%	\$186,000	<b>\$210,000</b>	+ 12.9%
Average Sales Price*	\$167,683	<b>\$190,000</b>	+ 13.3%	\$184,479	<b>\$196,275</b>	+ 6.4%
Percent of List Price Received*	98.8%	<b>98.9%</b>	+ 0.1%	97.6%	<b>98.6%</b>	+ 1.0%
Days on Market Until Sale	71	<b>31</b>	- 56.3%	92	<b>83</b>	- 9.8%
Inventory of Homes for Sale	13	<b>13</b>	0.0%	--	--	--
Months Supply of Inventory	1.5	<b>1.4</b>	- 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

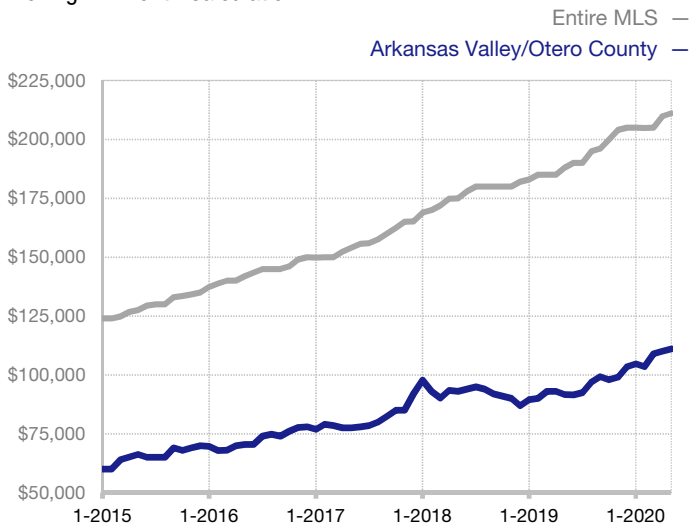
Single Family	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	39	40	+ 2.6%	175	154	- 12.0%
Sold Listings	36	13	- 63.9%	147	103	- 29.9%
Median Sales Price*	\$89,800	\$172,500	+ 92.1%	\$97,000	\$111,100	+ 14.5%
Average Sales Price*	\$109,990	\$181,838	+ 65.3%	\$115,512	\$133,256	+ 15.4%
Percent of List Price Received*	95.3%	94.7%	- 0.6%	94.6%	95.8%	+ 1.3%
Days on Market Until Sale	116	95	- 18.1%	105	110	+ 4.8%
Inventory of Homes for Sale	90	84	- 6.7%	--	--	--
Months Supply of Inventory	3.2	3.3	+ 3.1%	--	--	--

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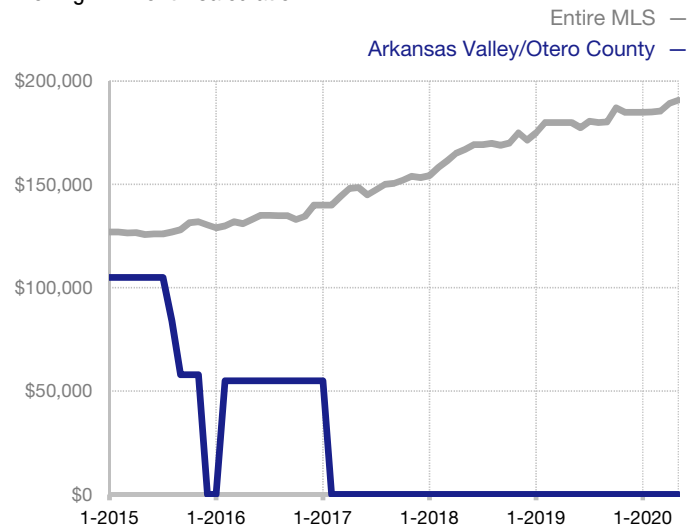
Townhouse/Condo	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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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Rolling 12-Month Calculation



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## Fowler

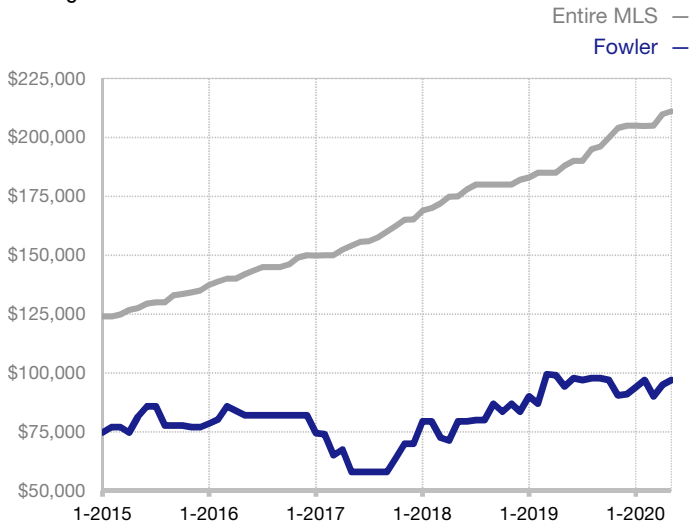
Single Family	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	3	1	- 66.7%	15	4	- 73.3%
Sold Listings	4	0	- 100.0%	19	5	- 73.7%
Median Sales Price*	\$76,200	\$0	- 100.0%	\$90,000	\$95,000	+ 5.6%
Average Sales Price*	\$87,475	\$0	- 100.0%	\$110,394	\$124,200	+ 12.5%
Percent of List Price Received*	95.0%	0.0%	- 100.0%	96.9%	90.7%	- 6.4%
Days on Market Until Sale	65	0	- 100.0%	85	114	+ 34.1%
Inventory of Homes for Sale	2	6	+ 200.0%	--	--	--
Months Supply of Inventory	0.5	2.6	+ 420.0%	--	--	--

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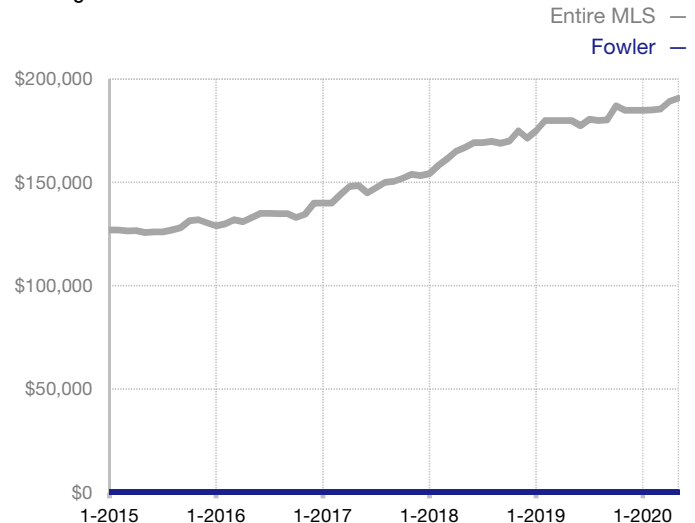
Townhouse/Condo	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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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## Fremont County

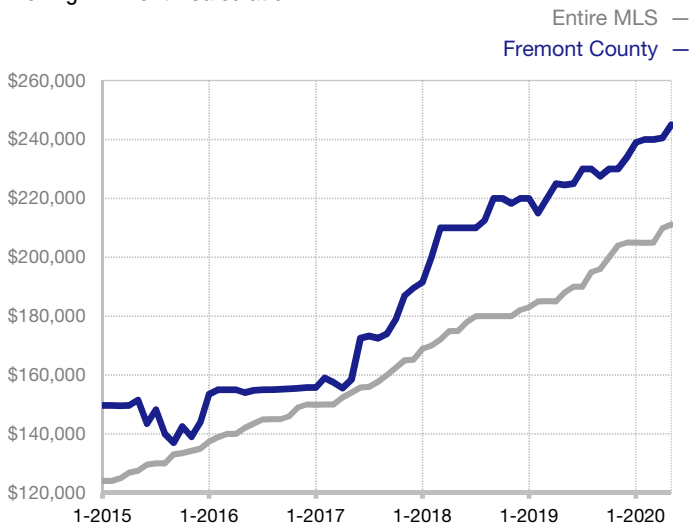
Single Family Key Metrics	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
New Listings	15	15	0.0%	72	73	+ 1.4%
Sold Listings	4	5	+ 25.0%	48	40	- 16.7%
Median Sales Price*	\$207,500	\$275,000	+ 32.5%	\$224,600	\$259,450	+ 15.5%
Average Sales Price*	\$233,500	\$276,360	+ 18.4%	\$227,807	\$261,013	+ 14.6%
Percent of List Price Received*	93.2%	97.2%	+ 4.3%	95.7%	97.9%	+ 2.3%
Days on Market Until Sale	59	95	+ 61.0%	107	92	- 14.0%
Inventory of Homes for Sale	41	39	- 4.9%	--	--	--
Months Supply of Inventory	4.1	4.2	+ 2.4%	--	--	--

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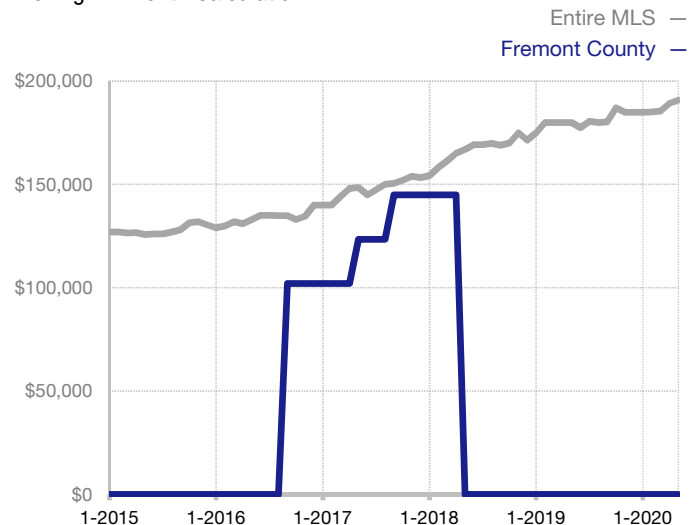
Townhouse/Condo Key Metrics	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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## Huerfano County

Single Family Key Metrics	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
New Listings	15	10	- 33.3%	51	43	- 15.7%
Sold Listings	5	3	- 40.0%	34	22	- 35.3%
Median Sales Price*	\$291,000	<b>\$305,000</b>	+ 4.8%	\$167,000	<b>\$186,000</b>	+ 11.4%
Average Sales Price*	\$268,000	<b>\$262,500</b>	- 2.1%	\$228,445	<b>\$241,500</b>	+ 5.7%
Percent of List Price Received*	94.3%	<b>95.5%</b>	+ 1.3%	94.1%	<b>90.0%</b>	- 4.4%
Days on Market Until Sale	257	<b>213</b>	- 17.1%	249	<b>175</b>	- 29.7%
Inventory of Homes for Sale	66	<b>55</b>	- 16.7%	--	--	--
Months Supply of Inventory	10.0	<b>9.0</b>	- 10.0%	--	--	--

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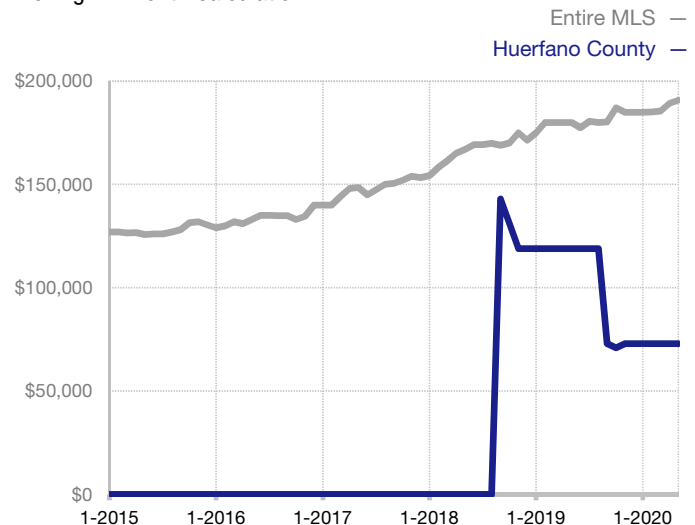
Townhouse/Condo Key Metrics	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
New Listings	0	1	--	0	1	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$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	<b>1.0</b>	--	--	--	--

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## La Junta

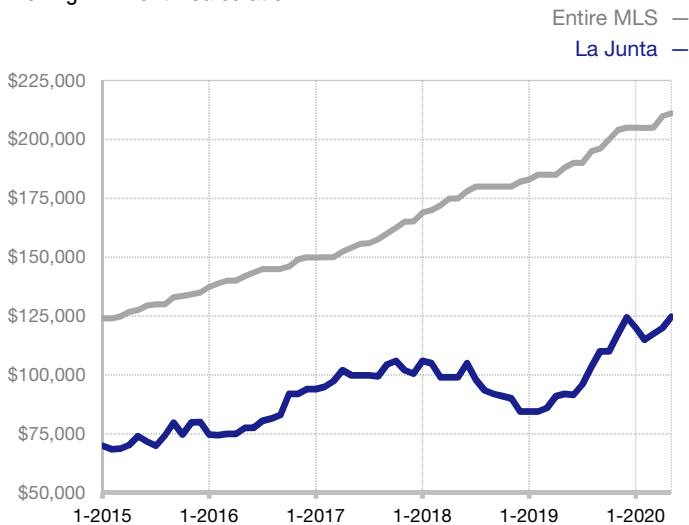
Single Family Key Metrics	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
New Listings	8	10	+ 25.0%	38	36	- 5.3%
Sold Listings	10	3	- 70.0%	34	24	- 29.4%
Median Sales Price*	\$100,175	<b>\$172,500</b>	+ 72.2%	\$125,000	<b>\$125,000</b>	0.0%
Average Sales Price*	\$124,185	<b>\$179,833</b>	+ 44.8%	\$123,423	<b>\$126,169</b>	+ 2.2%
Percent of List Price Received*	98.0%	<b>92.5%</b>	- 5.6%	95.4%	<b>96.7%</b>	+ 1.4%
Days on Market Until Sale	115	<b>185</b>	+ 60.9%	113	<b>120</b>	+ 6.2%
Inventory of Homes for Sale	21	<b>15</b>	- 28.6%	--	--	--
Months Supply of Inventory	3.1	<b>2.1</b>	- 32.3%	--	--	--

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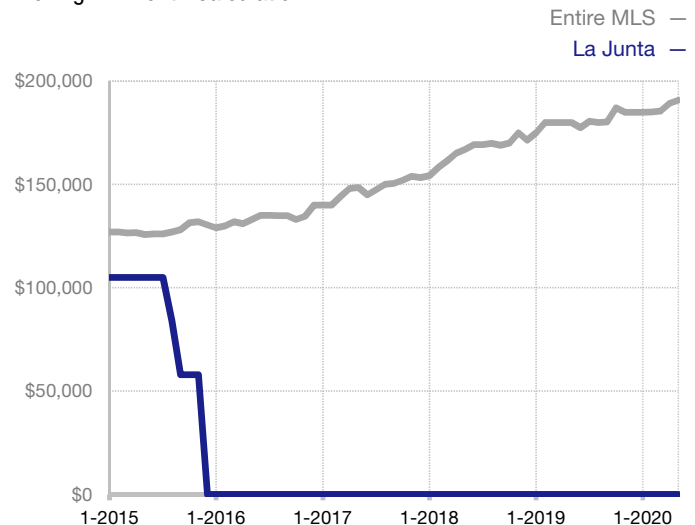
Townhouse/Condo Key Metrics	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$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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Rolling 12-Month Calculation



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## Lamar

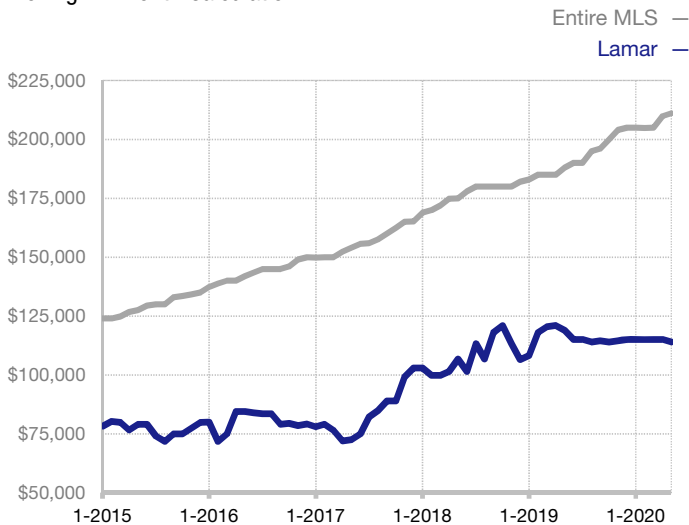
Single Family	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	8	6	- 25.0%	28	21	- 25.0%
Sold Listings	6	2	- 66.7%	24	12	- 50.0%
Median Sales Price*	\$129,950	<b>\$97,500</b>	- 25.0%	\$147,450	<b>\$108,750</b>	- 26.2%
Average Sales Price*	\$131,317	<b>\$97,500</b>	- 25.8%	\$140,559	<b>\$127,825</b>	- 9.1%
Percent of List Price Received*	94.2%	<b>95.2%</b>	+ 1.1%	93.6%	<b>96.6%</b>	+ 3.2%
Days on Market Until Sale	121	71	- 41.3%	119	149	+ 25.2%
Inventory of Homes for Sale	10	11	+ 10.0%	--	--	--
Months Supply of Inventory	2.1	2.9	+ 38.1%	--	--	--

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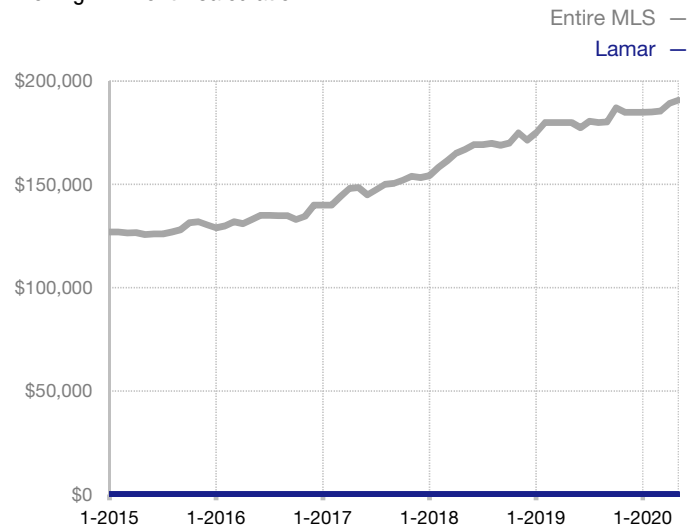
Townhouse/Condo	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<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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## Las Animas

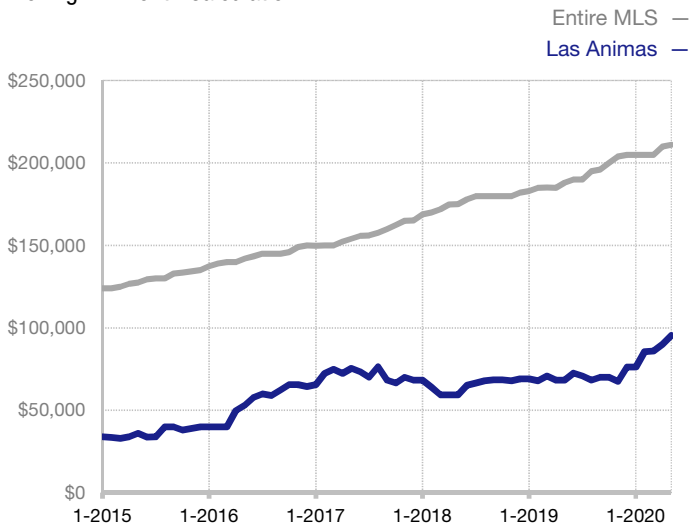
Single Family	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	3	1	- 66.7%	17	12	- 29.4%
Sold Listings	4	1	- 75.0%	14	8	- 42.9%
Median Sales Price*	\$74,750	<b>\$185,000</b>	+ 147.5%	\$62,500	<b>\$135,500</b>	+ 116.8%
Average Sales Price*	\$73,125	<b>\$185,000</b>	+ 153.0%	\$70,243	<b>\$142,750</b>	+ 103.2%
Percent of List Price Received*	93.5%	<b>97.9%</b>	+ 4.7%	94.7%	<b>93.3%</b>	- 1.5%
Days on Market Until Sale	130	<b>64</b>	- 50.8%	98	<b>112</b>	+ 14.3%
Inventory of Homes for Sale	7	<b>4</b>	- 42.9%	--	--	--
Months Supply of Inventory	2.4	<b>1.7</b>	- 29.2%	--	--	--

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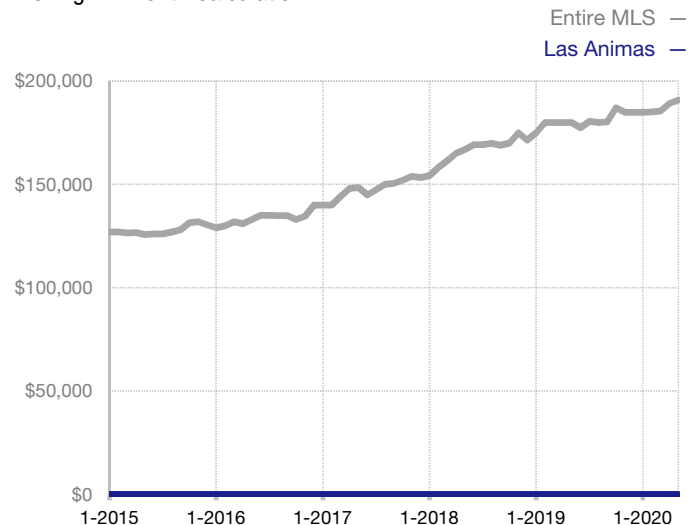
Townhouse/Condo	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<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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Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
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## Manzanola

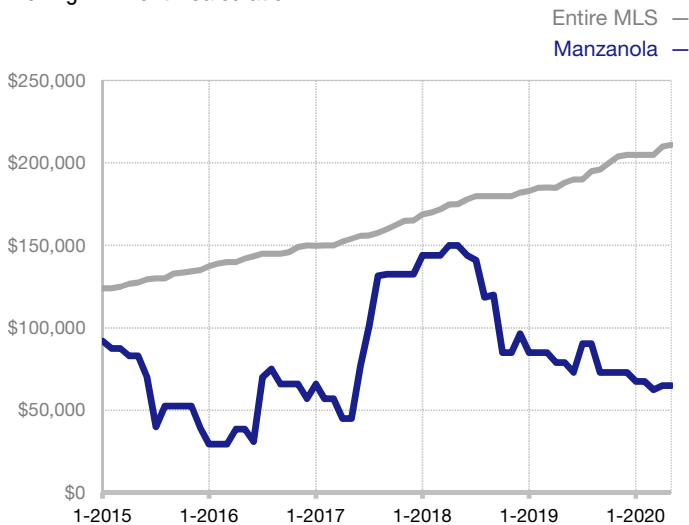
Single Family	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	6	3	- 50.0%
Sold Listings	2	0	- 100.0%	8	4	- 50.0%
Median Sales Price*	\$202,500	\$0	- 100.0%	\$93,950	\$73,392	- 21.9%
Average Sales Price*	\$202,500	\$0	- 100.0%	\$147,163	\$79,671	- 45.9%
Percent of List Price Received*	97.7%	0.0%	- 100.0%	94.5%	95.4%	+ 1.0%
Days on Market Until Sale	83	0	- 100.0%	99	70	- 29.3%
Inventory of Homes for Sale	2	2	0.0%	--	--	--
Months Supply of Inventory	0.9	1.4	+ 55.6%	--	--	--

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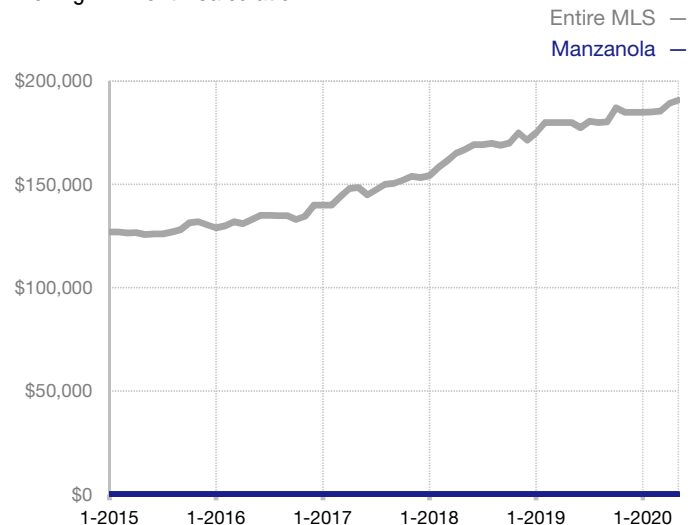
Townhouse/Condo	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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

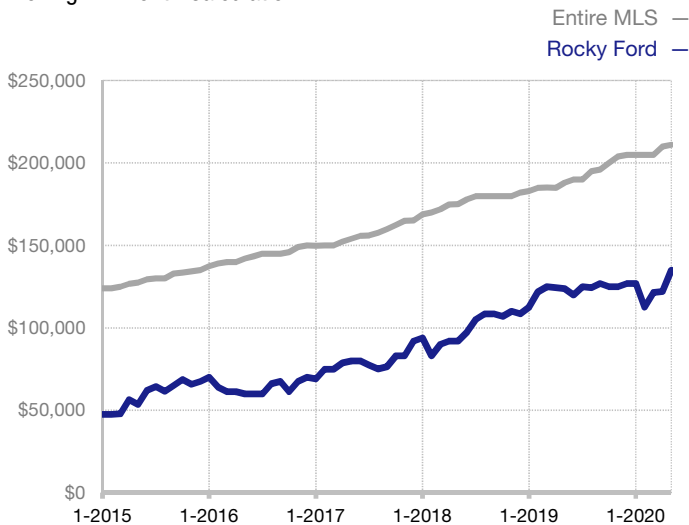
Single Family	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	3	4	+ 33.3%	27	21	- 22.2%
Sold Listings	4	1	- 75.0%	22	13	- 40.9%
Median Sales Price*	\$79,800	<b>\$350,000</b>	+ 338.6%	\$111,730	<b>\$135,000</b>	+ 20.8%
Average Sales Price*	\$89,875	<b>\$350,000</b>	+ 289.4%	\$117,294	<b>\$141,315</b>	+ 20.5%
Percent of List Price Received*	95.9%	<b>97.5%</b>	+ 1.7%	97.2%	<b>94.5%</b>	- 2.8%
Days on Market Until Sale	134	<b>121</b>	- 9.7%	98	<b>118</b>	+ 20.4%
Inventory of Homes for Sale	14	<b>13</b>	- 7.1%	--	--	--
Months Supply of Inventory	3.4	<b>4.2</b>	+ 23.5%	--	--	--

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

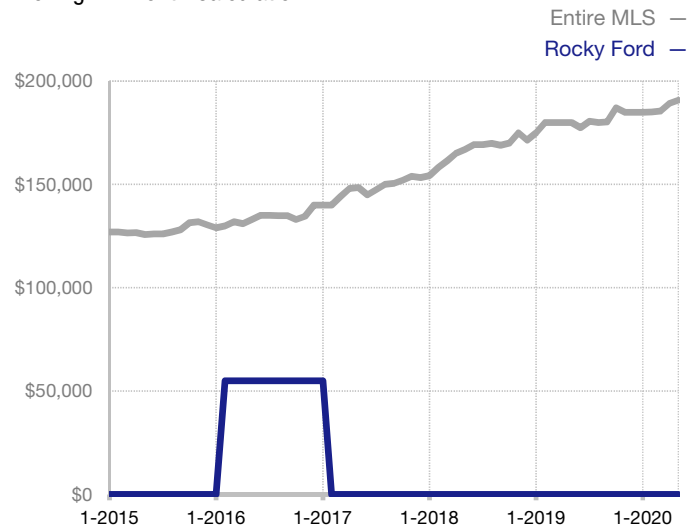
Townhouse/Condo	May			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 05-2019	Thru 05-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<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>	--	--	--	--

\* 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



## May 2020

Percent changes calculated using year-over-year comparisons.

New Listings were down 10.9 percent for single family homes but increased 11.1 percent for townhouse-condo properties. Pending Sales increased 25.4 percent for single family homes but decreased 9.1 percent for townhouse-condo properties.

The Median Sales Price was up 14.6 percent to \$235,000 for single family homes and 14.1 percent to \$190,000 for townhouse-condo properties. Days on Market increased 13.4 percent for single family homes but decreased 56.3 percent for townhouse-condo properties.

Buyers have been quicker to return to the housing market in force than sellers, who have been showing a bit more reluctance to list their homes than is typical for this time of year. But trends are improving and as states and localities continue to moderate their COVID-19 policies, real estate activity is expected to continue to improve in the coming weeks.

## Activity Snapshot

<b>- 41.5%</b>	<b>+ 14.7%</b>	<b>- 39.6%</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.

Single Family Market Overview	<b>2</b>
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Sold Listings	<b>6</b>
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Average Sales Price	<b>8</b>
Percent of List Price Received	<b>9</b>
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Inventory of Active Listings	<b>12</b>
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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	5-2019	5-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		340	<b>303</b>	- 10.9%	1,436	<b>1,304</b>	- 9.2%
<b>Pending Sales</b>		284	<b>356</b>	+ 25.4%	1,176	<b>1,209</b>	+ 2.8%
<b>Sold Listings</b>		271	<b>160</b>	- 41.0%	1,029	<b>986</b>	- 4.2%
<b>Median Sales Price</b>		\$205,000	<b>\$235,000</b>	+ 14.6%	\$199,000	<b>\$218,000</b>	+ 9.5%
<b>Avg. Sales Price</b>		\$215,507	<b>\$237,915</b>	+ 10.4%	\$207,250	<b>\$222,645</b>	+ 7.4%
<b>Pct. of List Price Received</b>		99.3%	<b>98.9%</b>	- 0.4%	98.5%	<b>98.2%</b>	- 0.3%
<b>Days on Market</b>		67	<b>76</b>	+ 13.4%	81	<b>75</b>	- 7.4%
<b>Affordability Index</b>		171	<b>163</b>	- 4.7%	176	<b>175</b>	- 0.6%
<b>Active Listings</b>		461	<b>274</b>	- 40.6%	--	<b>--</b>	--
<b>Months Supply</b>		2.1	<b>1.2</b>	- 42.9%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

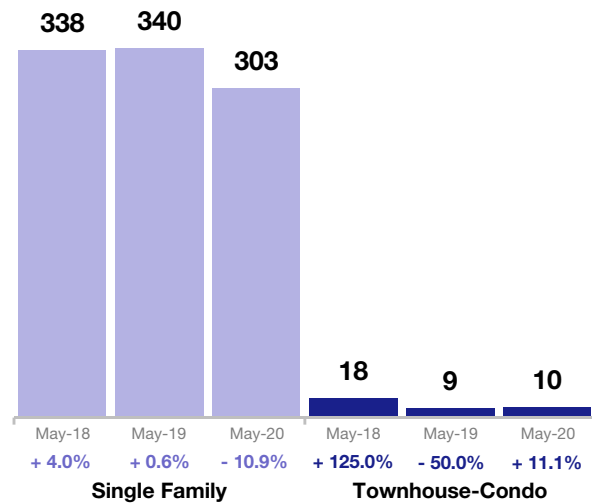


Key Metrics	Historical Sparkbars	5-2019	5-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		9	10	+ 11.1%	48	59	+ 22.9%
<b>Pending Sales</b>		11	10	- 9.1%	50	53	+ 6.0%
<b>Sold Listings</b>		6	2	- 66.7%	44	45	+ 2.3%
<b>Median Sales Price</b>		\$166,500	\$190,000	+ 14.1%	\$186,000	\$215,000	+ 15.6%
<b>Avg. Sales Price</b>		\$167,683	\$190,000	+ 13.3%	\$185,105	\$196,847	+ 6.3%
<b>Pct. of List Price Received</b>		98.8%	98.9%	+ 0.1%	97.6%	98.5%	+ 0.9%
<b>Days on Market</b>		71	31	- 56.3%	89	82	- 7.9%
<b>Affordability Index</b>		211	201	- 4.7%	189	178	- 5.8%
<b>Active Listings</b>		14	13	- 7.1%	--	--	--
<b>Months Supply</b>		1.6	1.4	- 12.5%	--	--	--

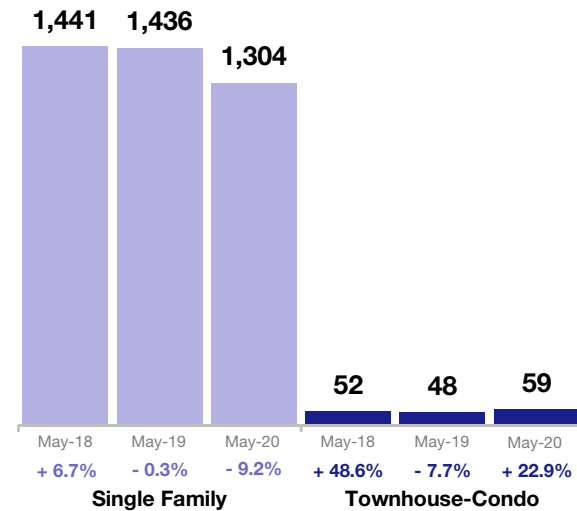
# New Listings



## May

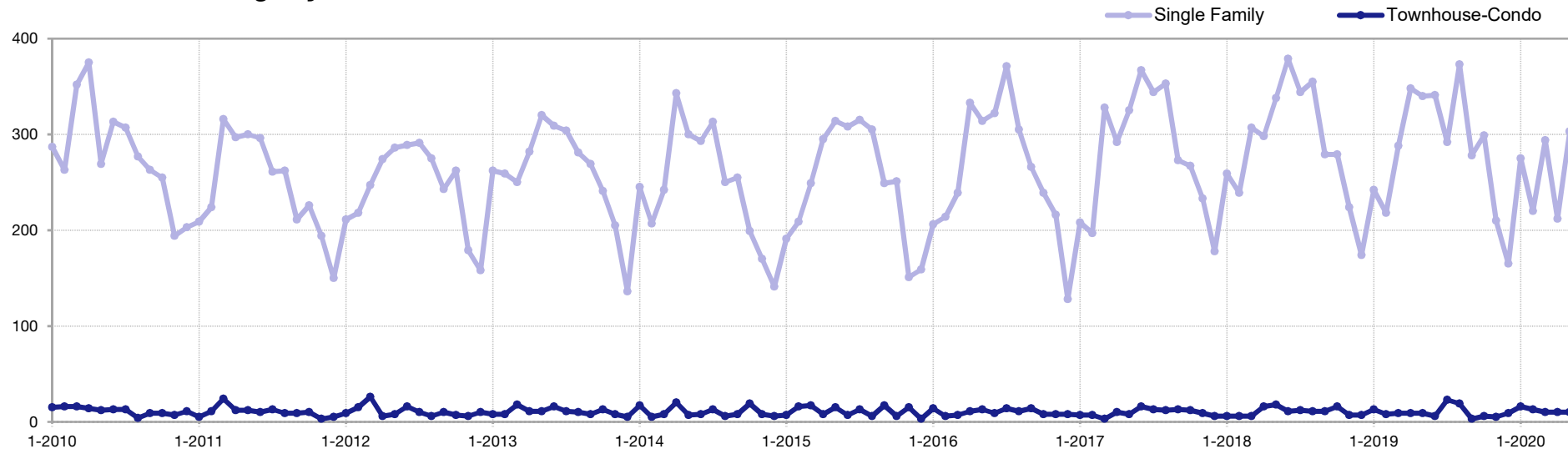


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2019	341	-10.0%	6	-45.5%
Jul-2019	292	-15.1%	23	+91.7%
Aug-2019	373	+5.1%	19	+72.7%
Sep-2019	278	-0.4%	3	-72.7%
Oct-2019	299	+7.2%	6	-62.5%
Nov-2019	210	-6.3%	5	-28.6%
Dec-2019	165	-5.2%	9	+28.6%
Jan-2020	275	+13.6%	16	+23.1%
Feb-2020	220	+0.9%	13	+62.5%
Mar-2020	294	+2.1%	10	+11.1%
Apr-2020	212	-39.1%	10	+11.1%
<b>May-2020</b>	<b>303</b>	<b>-10.9%</b>	<b>10</b>	<b>+11.1%</b>

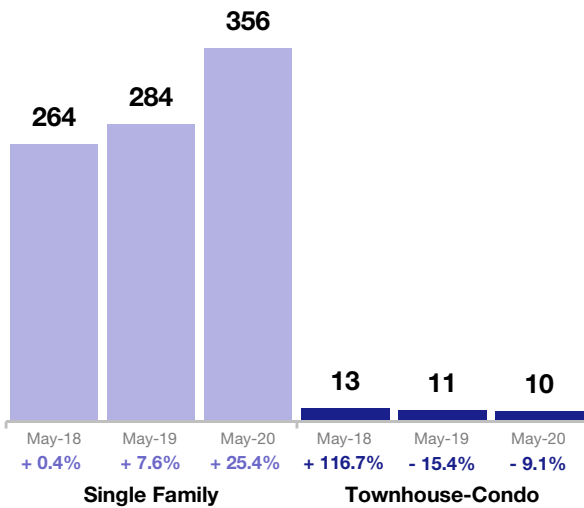
## Historical New Listings by Month



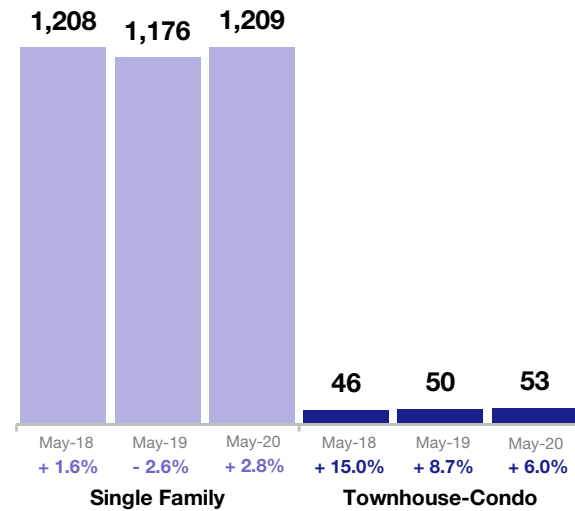
# Pending Sales



## May

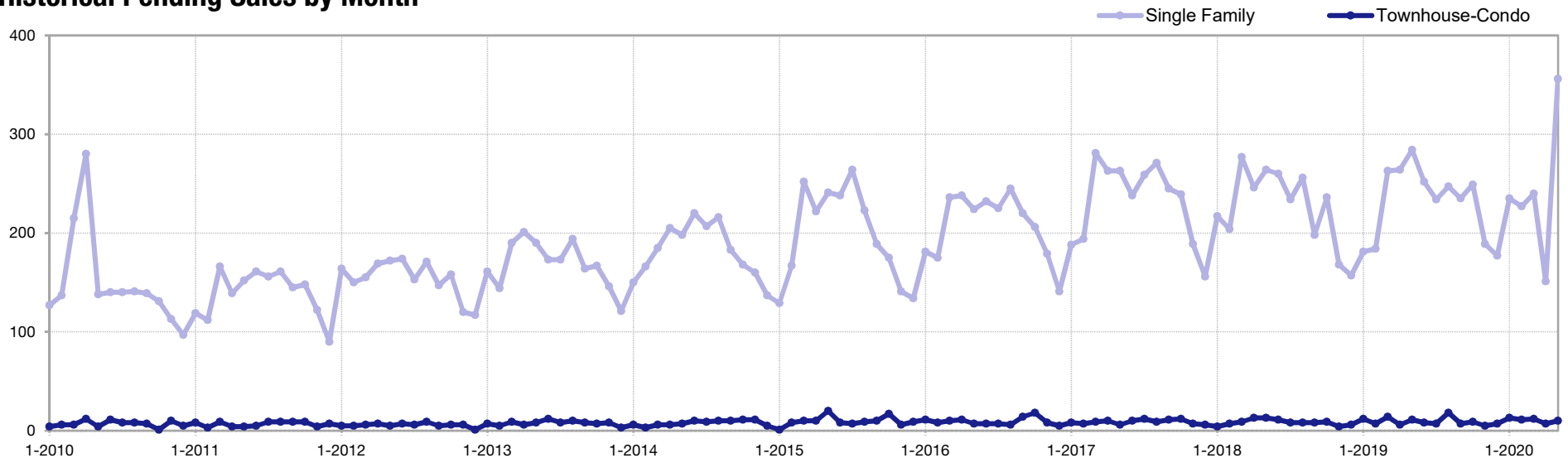


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2019	252	-3.1%	8	-27.3%
Jul-2019	234	0.0%	7	-12.5%
Aug-2019	247	-3.5%	18	+125.0%
Sep-2019	235	+18.7%	7	-12.5%
Oct-2019	249	+5.5%	9	0.0%
Nov-2019	189	+12.5%	5	+25.0%
Dec-2019	177	+12.7%	7	+16.7%
Jan-2020	235	+29.8%	13	+8.3%
Feb-2020	227	+23.4%	11	+57.1%
Mar-2020	240	-8.7%	12	-14.3%
Apr-2020	151	-42.8%	7	+16.7%
<b>May-2020</b>	<b>356</b>	<b>+25.4%</b>	<b>10</b>	<b>-9.1%</b>

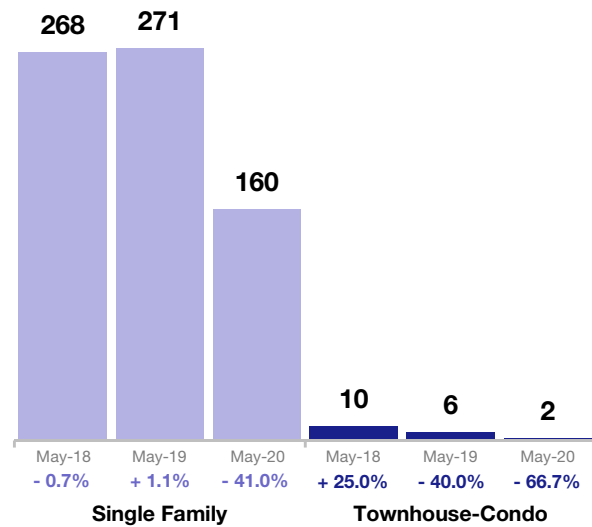
## Historical Pending Sales by Month



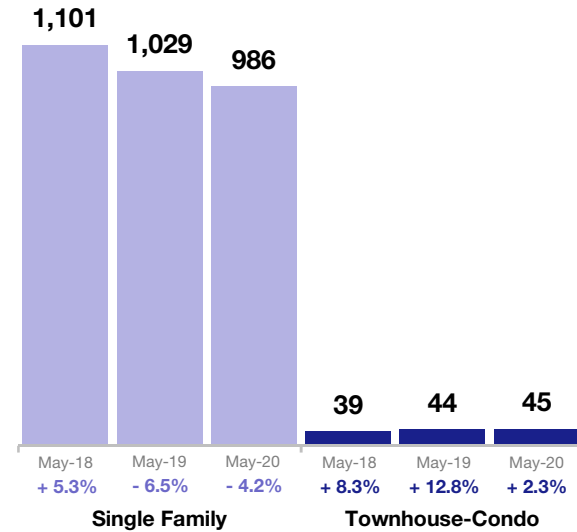
# Sold Listings



## May

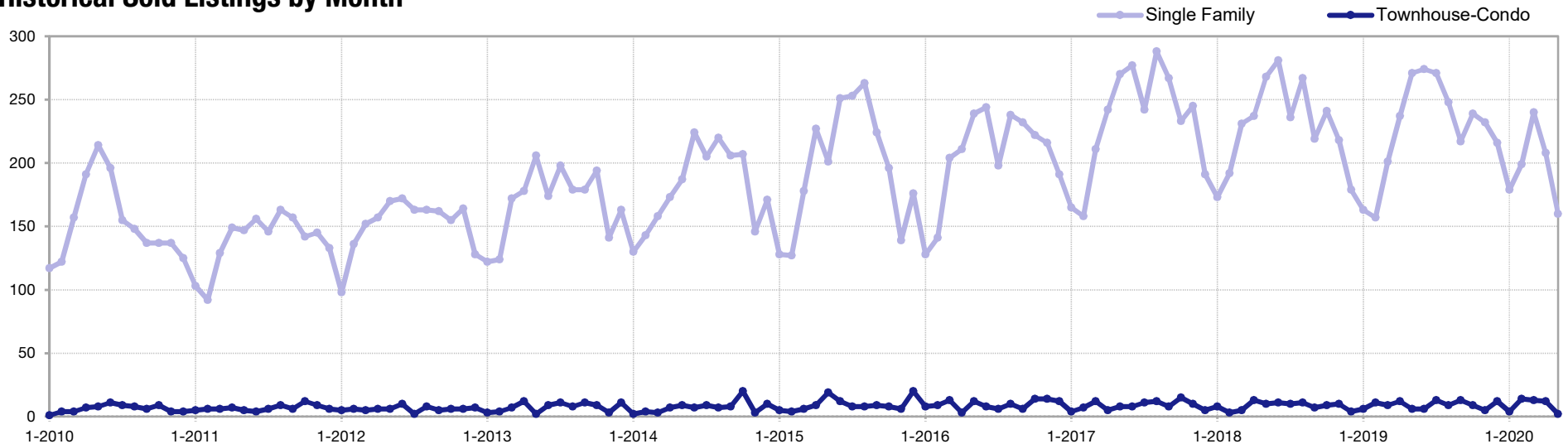


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2019	274	-2.5%	6	-45.5%
Jul-2019	271	+14.8%	13	+30.0%
Aug-2019	248	-7.1%	9	-18.2%
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	179	+9.8%	4	-33.3%
Feb-2020	199	+26.8%	14	+27.3%
Mar-2020	240	+19.4%	13	+44.4%
Apr-2020	208	-12.2%	12	0.0%
<b>May-2020</b>	<b>160</b>	<b>-41.0%</b>	<b>2</b>	<b>-66.7%</b>

## Historical Sold Listings by Month

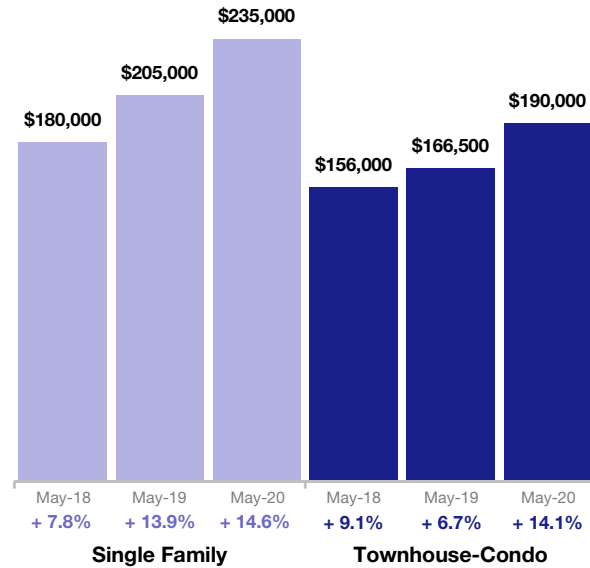




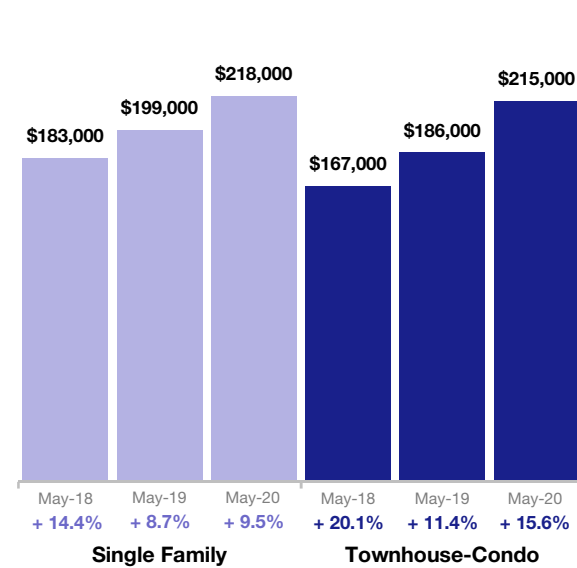
# Median Sales Price



## May

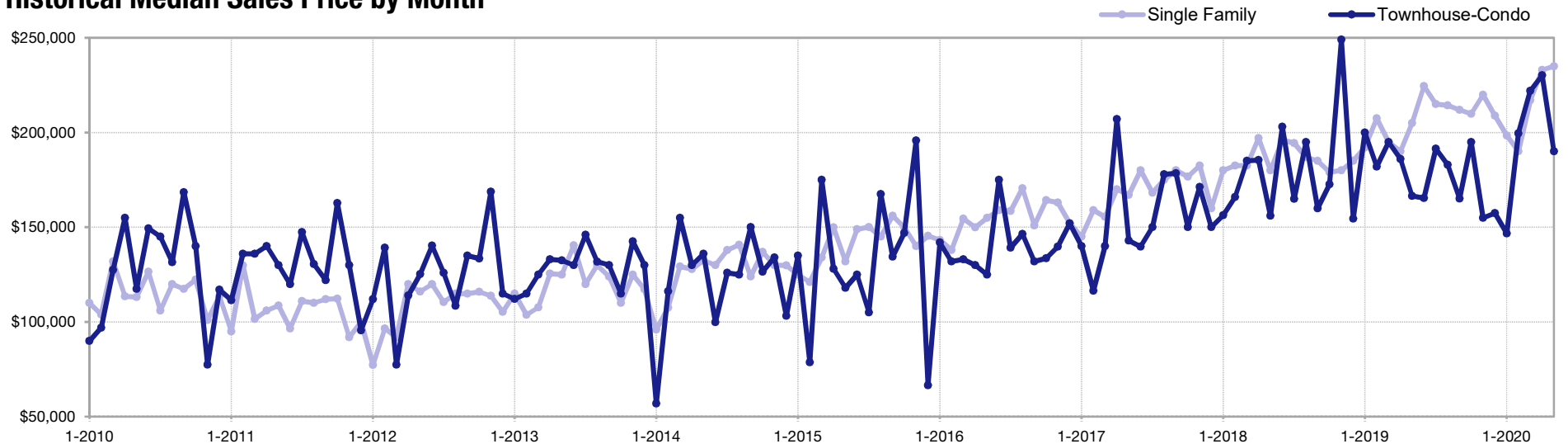


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2019	\$224,450	+14.5%	\$165,350	-18.5%
Jul-2019	\$215,000	+10.6%	\$191,500	+16.1%
Aug-2019	\$214,325	+14.6%	\$182,900	-6.2%
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	\$198,450	+3.4%	\$146,750	-26.6%
Feb-2020	\$190,000	-8.4%	\$199,550	+9.6%
Mar-2020	\$217,000	+11.3%	\$222,000	+13.8%
Apr-2020	\$232,950	+22.6%	\$230,250	+23.8%
<b>May-2020</b>	<b>\$235,000</b>	<b>+14.6%</b>	<b>\$190,000</b>	<b>+14.1%</b>

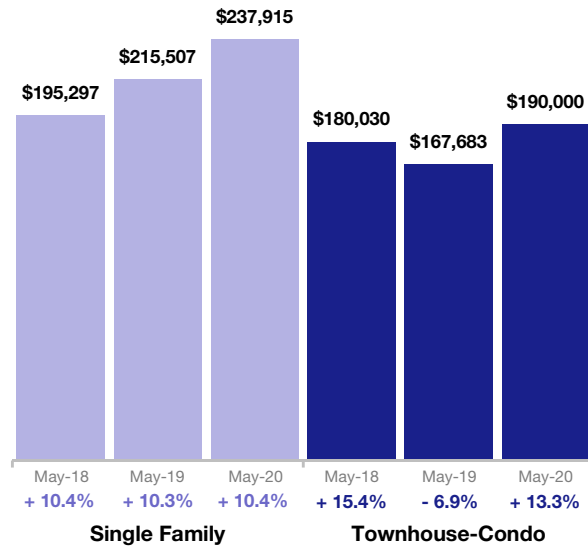
## Historical Median Sales Price by Month



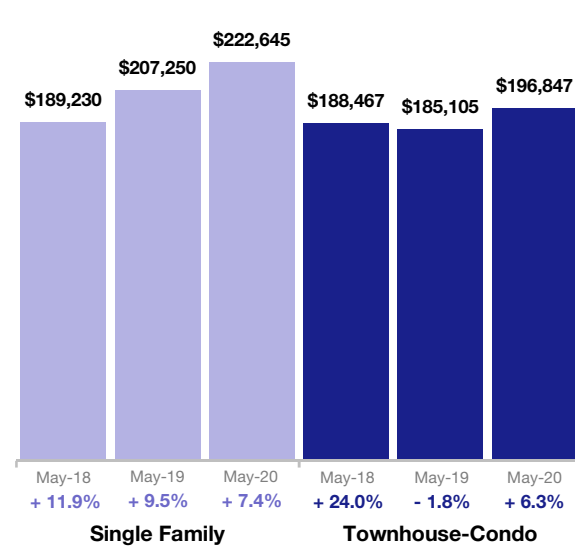
# Average Sales Price



## May

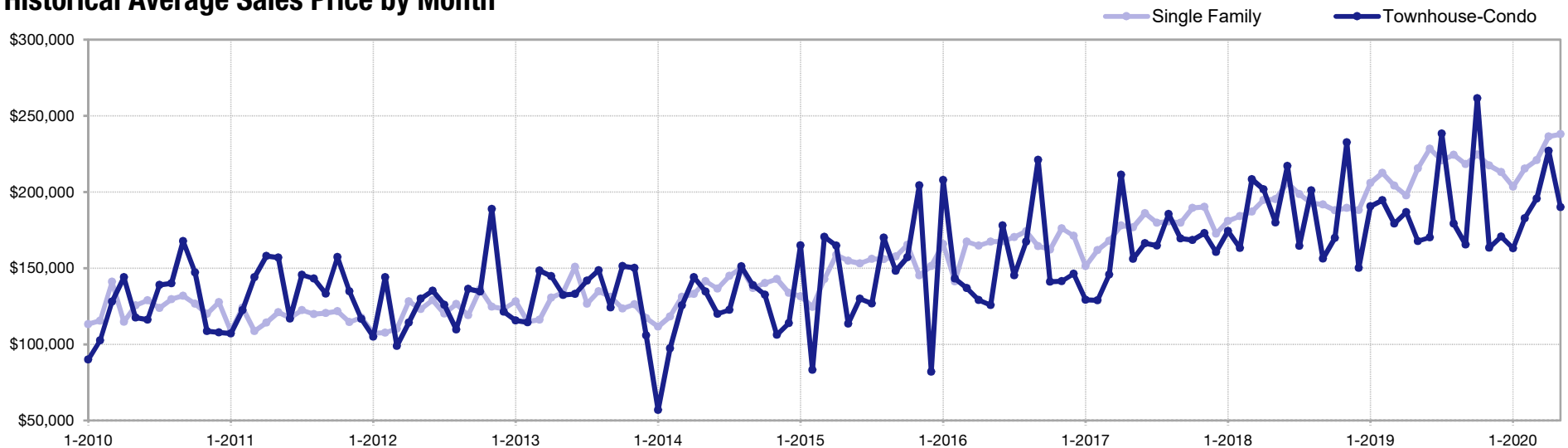


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2019	\$228,452	+10.8%	\$170,142	-21.6%
Jul-2019	\$220,745	+11.1%	\$238,338	+44.8%
Aug-2019	\$224,381	+16.5%	\$179,283	-10.8%
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	\$212,998	+13.3%	\$170,694	+13.6%
Jan-2020	\$203,543	-1.2%	\$163,088	-14.5%
Feb-2020	\$215,241	+1.3%	\$182,809	-6.0%
Mar-2020	\$220,823	+8.1%	\$195,602	+9.1%
Apr-2020	\$236,432	+19.5%	\$226,967	+21.6%
<b>May-2020</b>	<b>\$237,915</b>	<b>+10.4%</b>	<b>\$190,000</b>	<b>+13.3%</b>

## Historical Average Sales Price by Month

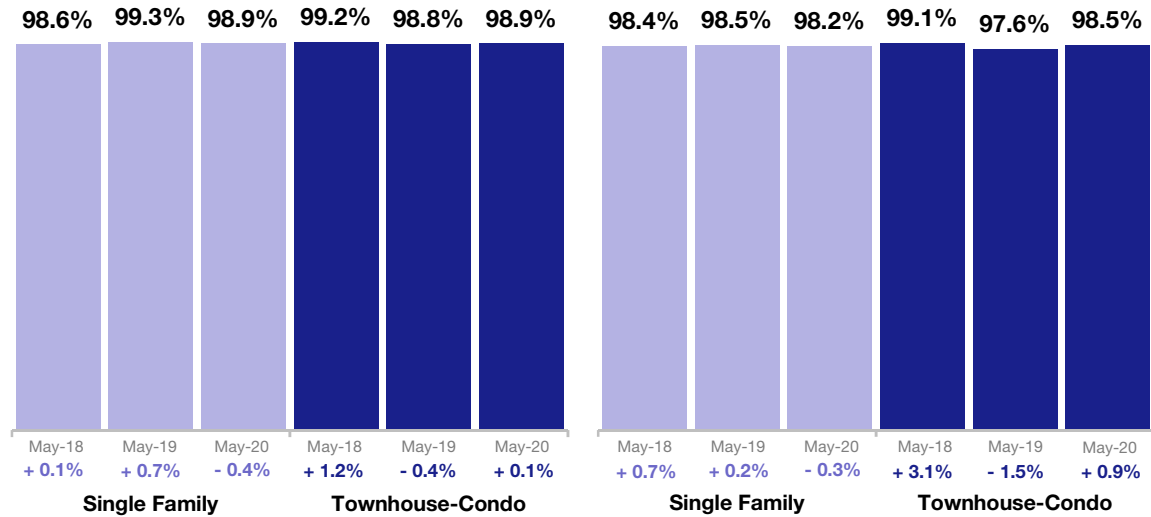


# Percent of List Price Received



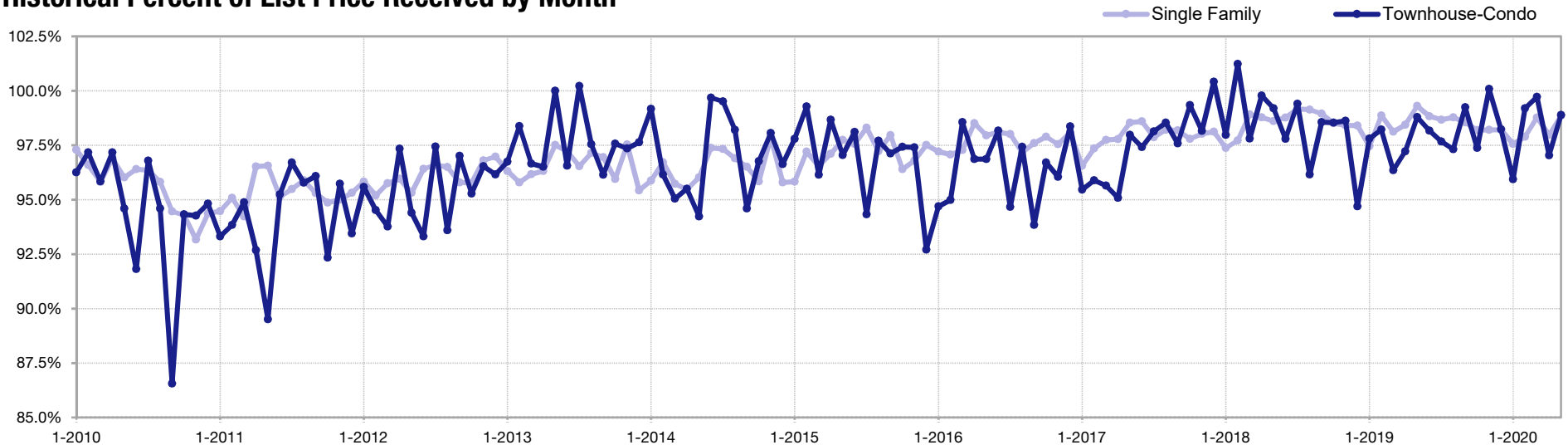
## May

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2019	98.8%	0.0%	98.2%	+0.4%
Jul-2019	98.7%	-0.5%	97.7%	-1.7%
Aug-2019	98.8%	-0.3%	97.3%	+1.1%
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	98.2%	-0.2%	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%
<b>May-2020</b>	<b>98.9%</b>	<b>-0.4%</b>	<b>98.9%</b>	<b>+0.1%</b>

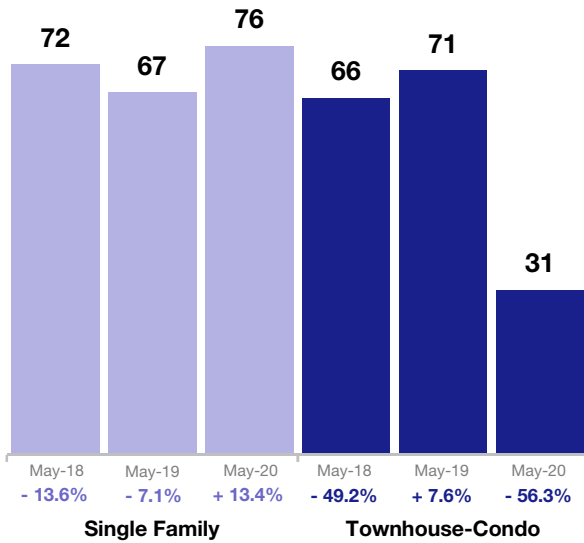
## Historical Percent of List Price Received by Month



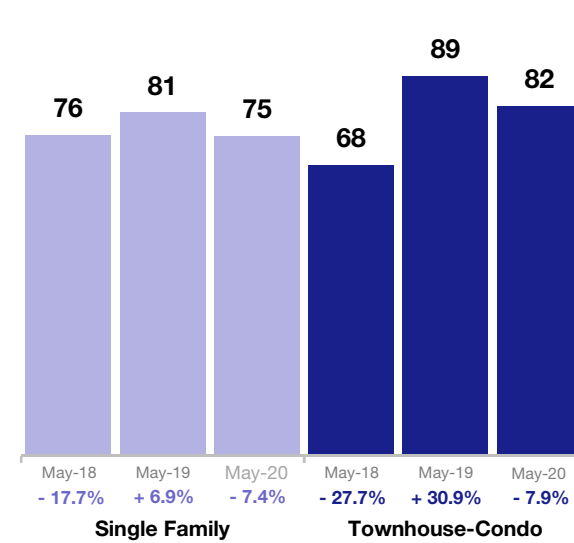
# Days on Market Until Sale



## May

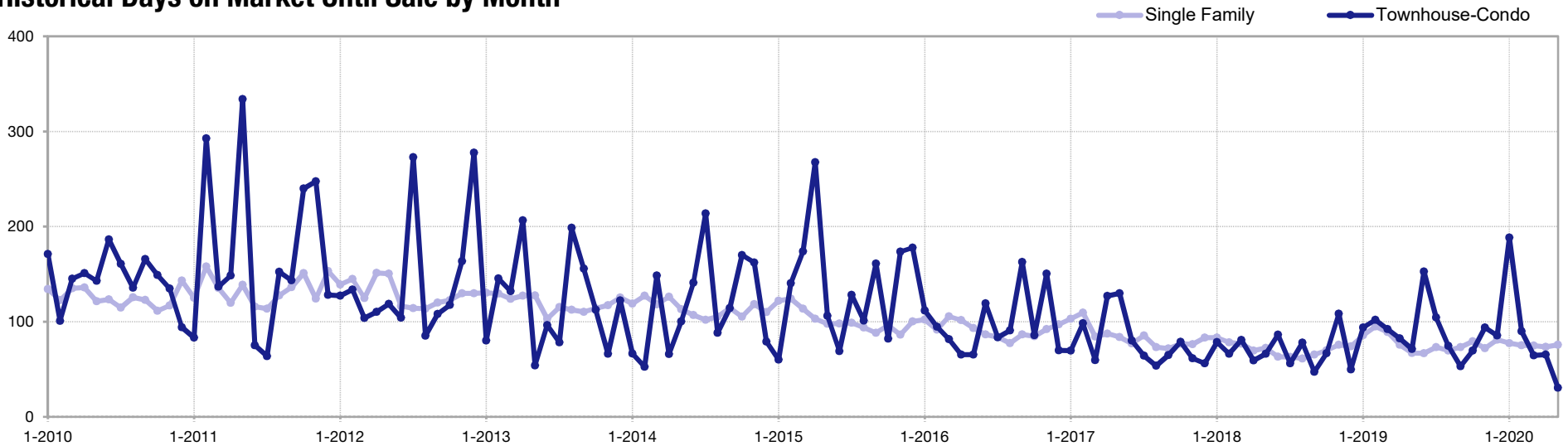


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2019	67	+6.3%	153	+77.9%
Jul-2019	73	+15.9%	104	+85.7%
Aug-2019	70	+14.8%	75	-3.8%
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	75	-21.1%	90	-11.8%
Mar-2020	75	-15.7%	65	-29.3%
Apr-2020	74	-2.6%	66	-19.5%
<b>May-2020</b>	<b>76</b>	<b>+13.4%</b>	<b>31</b>	<b>-56.3%</b>

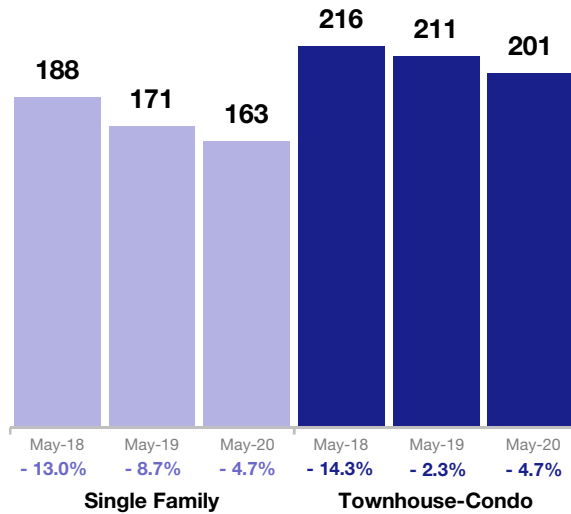
## Historical Days on Market Until Sale by Month



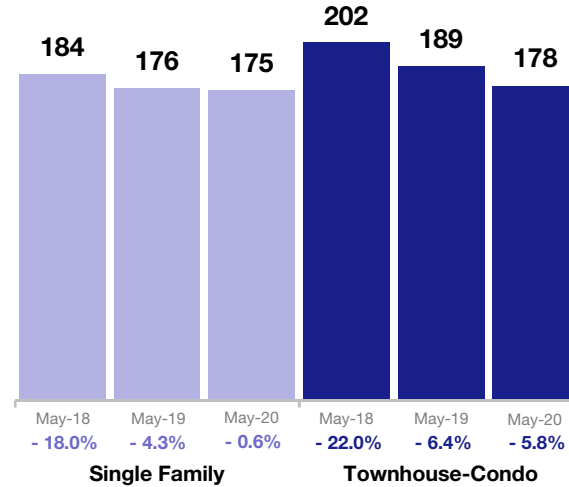
# Housing Affordability Index



## May

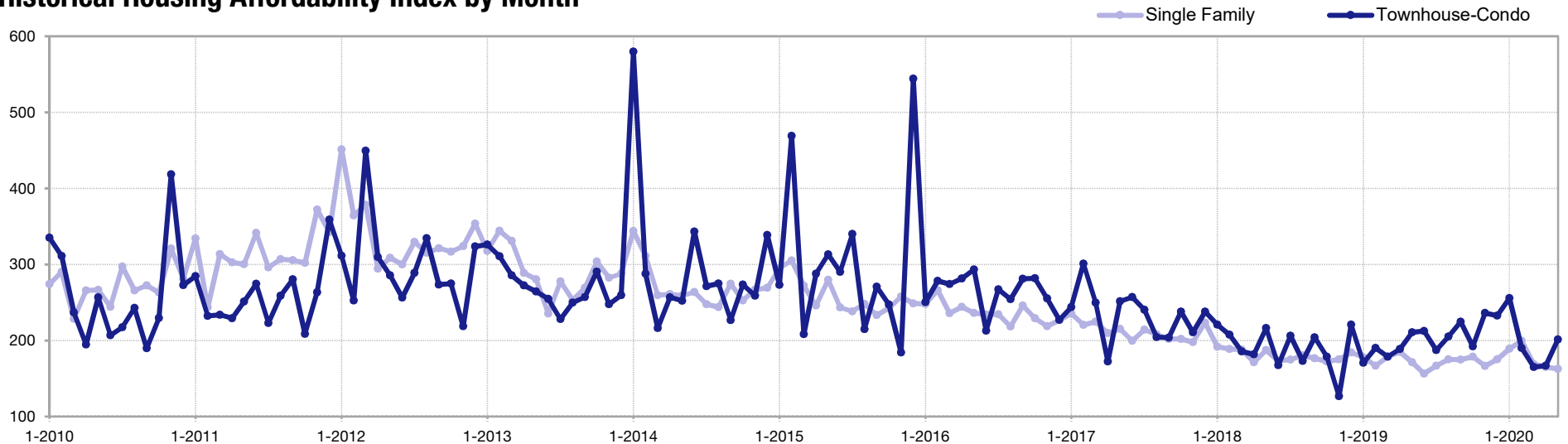


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2019	156	-9.8%	212	+26.9%
Jul-2019	167	-4.6%	187	-9.2%
Aug-2019	175	-3.3%	205	+18.5%
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	200	+19.8%	190	0.0%
Mar-2020	169	-5.6%	165	-7.8%
Apr-2020	165	-10.8%	167	-11.6%
<b>May-2020</b>	<b>163</b>	<b>-4.7%</b>	<b>201</b>	<b>-4.7%</b>

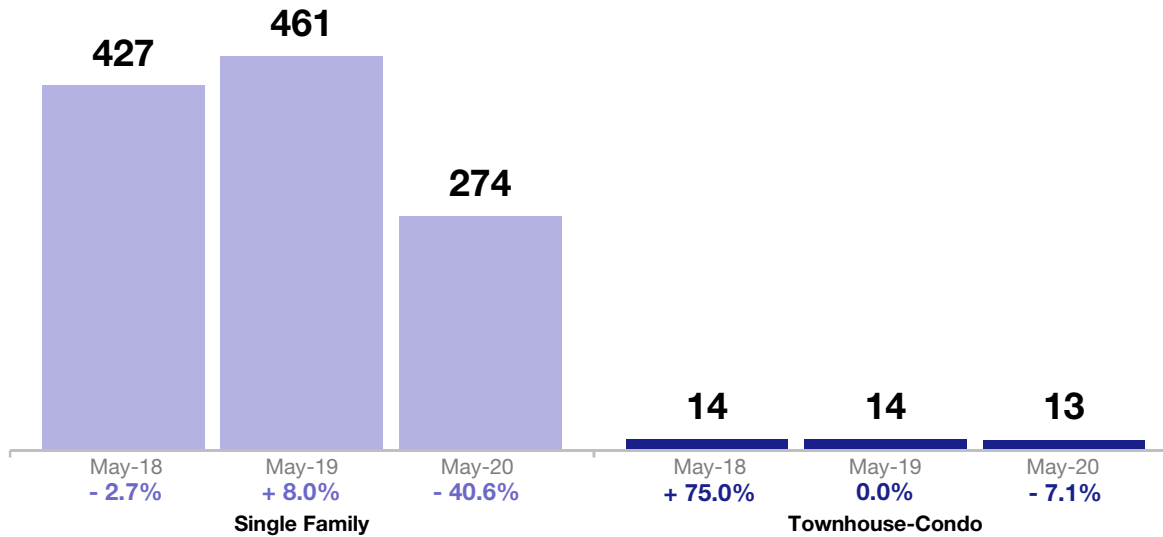
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

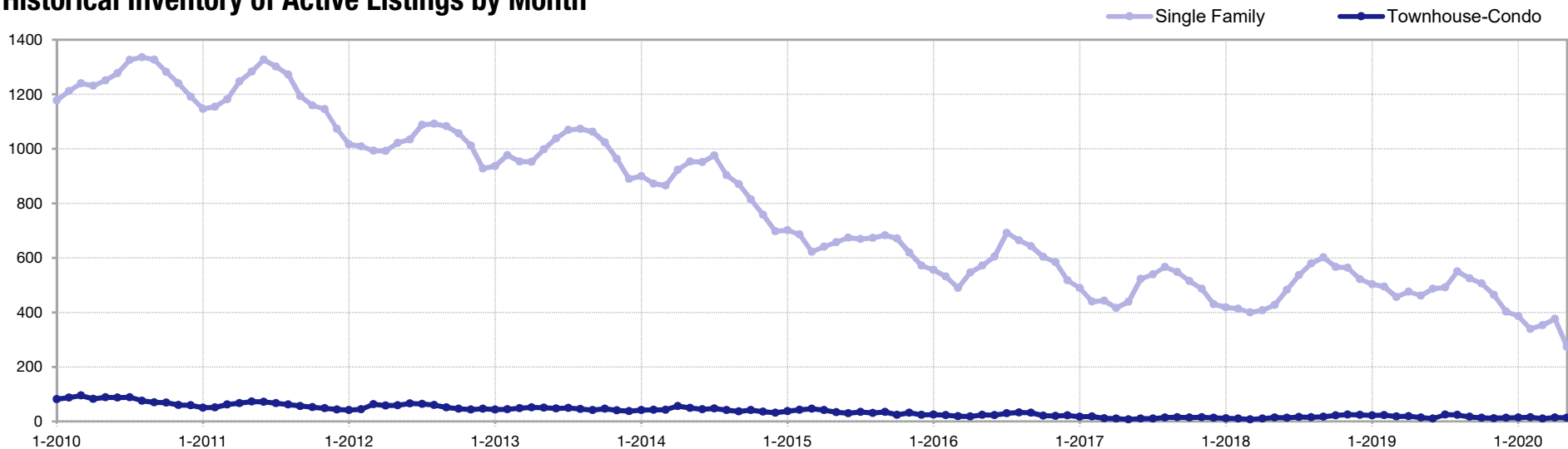


May



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2019	487	+0.8%	11	-15.4%
Jul-2019	492	-8.2%	25	+56.3%
Aug-2019	550	-5.0%	24	+60.0%
Sep-2019	525	-12.8%	17	0.0%
Oct-2019	506	-10.8%	13	-40.9%
Nov-2019	464	-17.7%	12	-52.0%
Dec-2019	403	-22.8%	13	-45.8%
Jan-2020	386	-23.3%	14	-36.4%
Feb-2020	339	-31.5%	15	-34.8%
Mar-2020	353	-22.6%	11	-38.9%
Apr-2020	376	-21.0%	14	-26.3%
<b>May-2020</b>	<b>274</b>	<b>-40.6%</b>	<b>13</b>	<b>-7.1%</b>

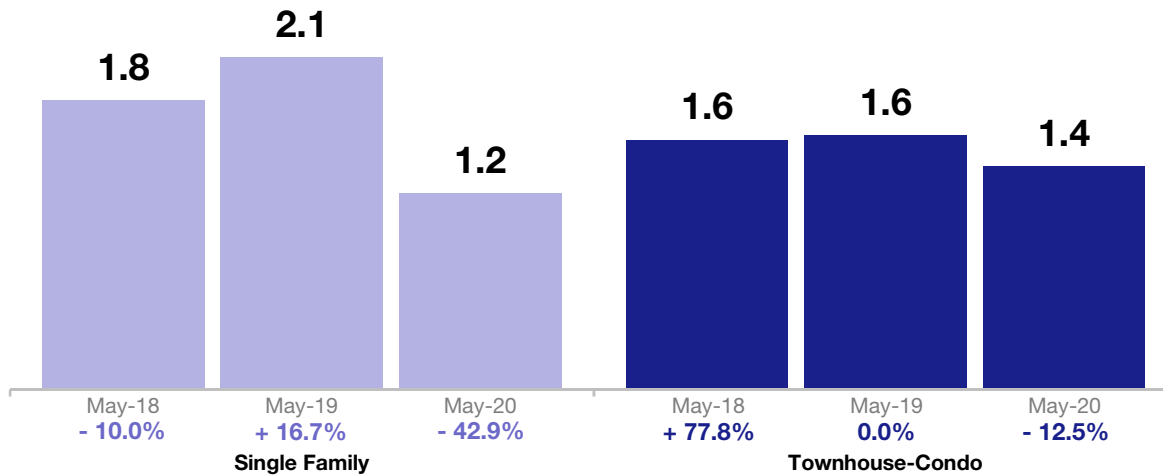
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

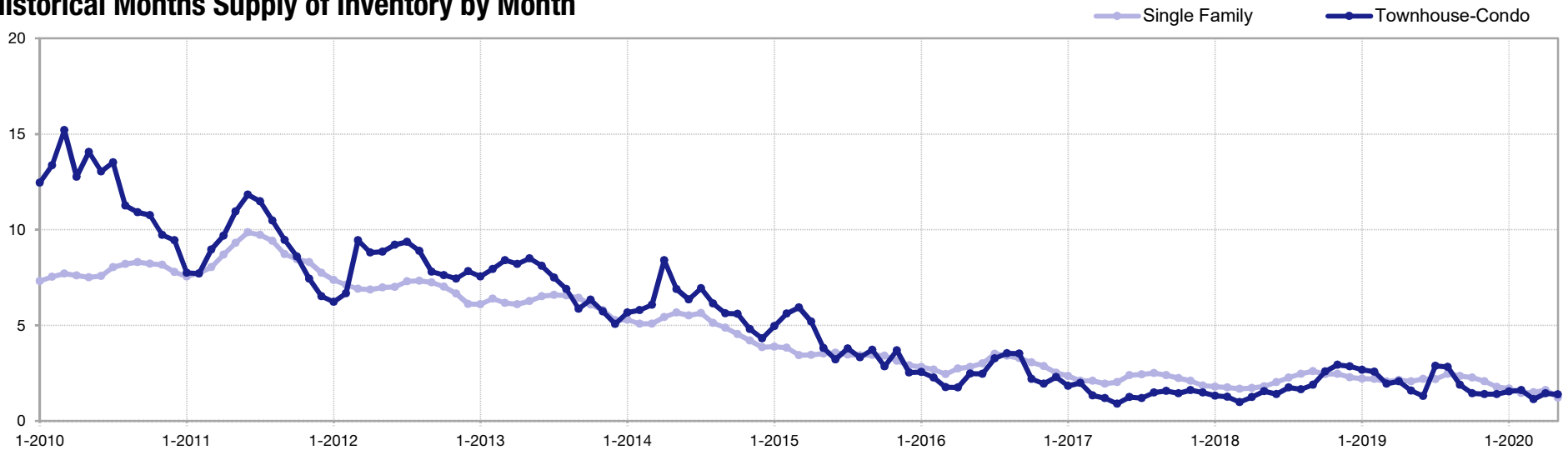


May



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2019	2.2	+10.0%	1.3	-7.1%
Jul-2019	2.2	-4.3%	2.9	+70.6%
Aug-2019	2.5	0.0%	2.8	+64.7%
Sep-2019	2.4	-7.7%	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%	1.6	-38.5%
Mar-2020	1.5	-28.6%	1.1	-42.1%
Apr-2020	1.6	-23.8%	1.4	-33.3%
<b>May-2020</b>	<b>1.2</b>	<b>-42.9%</b>	<b>1.4</b>	<b>-12.5%</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	5-2019	5-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		349	<b>313</b>	- 10.3%	1,484	<b>1,363</b>	- 8.2%
<b>Pending Sales</b>		295	<b>366</b>	+ 24.1%	1,226	<b>1,262</b>	+ 2.9%
<b>Sold Listings</b>		277	<b>162</b>	- 41.5%	1,073	<b>1,031</b>	- 3.9%
<b>Median Sales Price</b>		\$204,900	<b>\$235,000</b>	+ 14.7%	\$196,000	<b>\$218,000</b>	+ 11.2%
<b>Avg. Sales Price</b>		\$214,471	<b>\$237,324</b>	+ 10.7%	\$206,342	<b>\$221,518</b>	+ 7.4%
<b>Pct. of List Price Received</b>		99.3%	<b>98.9%</b>	- 0.4%	98.5%	<b>98.2%</b>	- 0.3%
<b>Days on Market</b>		67	<b>75</b>	+ 11.9%	81	<b>76</b>	- 6.2%
<b>Affordability Index</b>		171	<b>163</b>	- 4.7%	179	<b>175</b>	- 2.2%
<b>Active Listings</b>		475	<b>287</b>	- 39.6%	--	<b>--</b>	--
<b>Months Supply</b>		2.1	<b>1.2</b>	- 42.9%	--	<b>--</b>	--

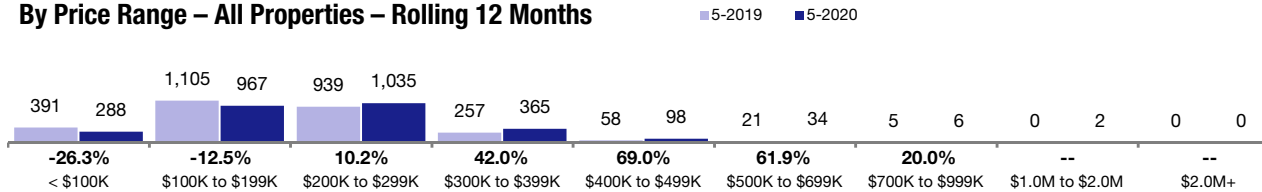


# Sold Listings

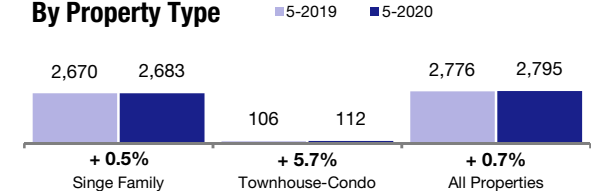
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	5-2019	5-2020	Change	5-2019	5-2020	Change
\$99,999 and Below	384	276	-28.1%	7	12	+71.4%
\$100,000 to \$199,999	1,043	917	-12.1%	62	50	-19.4%
\$200,000 to \$299,999	909	995	+9.5%	30	40	+33.3%
\$300,000 to \$399,999	250	358	+43.2%	7	7	0.0%
\$400,000 to \$499,999	58	97	+67.2%	0	1	--
\$500,000 to \$699,999	21	32	+52.4%	0	2	--
\$700,000 to \$999,999	5	6	+20.0%	0	0	--
\$1,000,000 to \$1,999,999	0	2	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>2,670</b>	<b>2,683</b>	<b>+0.5%</b>	<b>106</b>	<b>112</b>	<b>+5.7%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	4-2020	5-2020	Change	4-2020	5-2020	Change
\$99,999 and Below	13	17	+30.8%	0	0	--
\$100,000 to \$199,999	68	47	-30.9%	5	1	-80.0%
\$200,000 to \$299,999	77	61	-20.8%	4	1	-75.0%
\$300,000 to \$399,999	39	24	-38.5%	3	0	-100.0%
\$400,000 to \$499,999	9	7	-22.2%	0	0	--
\$500,000 to \$699,999	2	2	0.0%	0	0	--
\$700,000 to \$999,999	0	1	--	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>208</b>	<b>160</b>	<b>-23.1%</b>	<b>12</b>	<b>2</b>	<b>-83.3%</b>

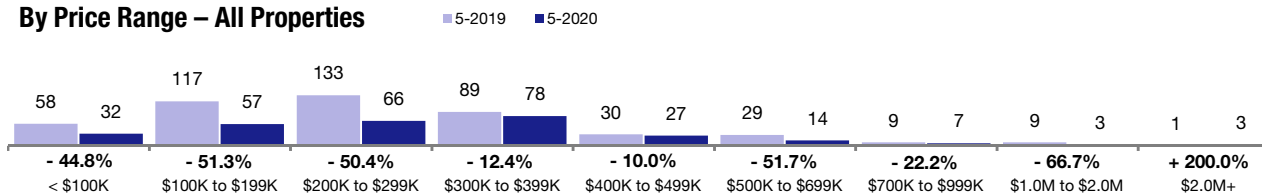
### Year to Date

By Price Range	Single Family			Condo		
	5-2019	5-2020	Change	5-2019	5-2020	Change
\$99,999 and Below	131	96	-26.7%	4	5	+25.0%
\$100,000 to \$199,999	389	353	-9.3%	24	16	-33.3%
\$200,000 to \$299,999	367	352	-4.1%	15	21	+40.0%
\$300,000 to \$399,999	96	138	+43.8%	1	3	+200.0%
\$400,000 to \$499,999	32	35	+9.4%	0	0	--
\$500,000 to \$699,999	9	9	0.0%	0	0	--
\$700,000 to \$999,999	5	1	-80.0%	0	0	--
\$1,000,000 to \$1,999,999	0	2	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>1,029</b>	<b>986</b>	<b>-4.2%</b>	<b>44</b>	<b>45</b>	<b>+2.3%</b>

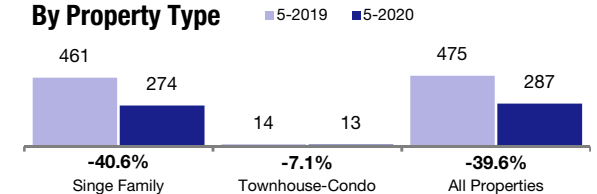
# Inventory of Active Listings

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		
	5-2019	5-2020	Change	5-2019	5-2020	Change
\$99,999 and Below	58	32	-44.8%	0	0	--
\$100,000 to \$199,999	110	55	-50.0%	7	2	-71.4%
\$200,000 to \$299,999	130	63	-51.5%	3	3	0.0%
\$300,000 to \$399,999	87	71	-18.4%	2	7	+250.0%
\$400,000 to \$499,999	29	26	-10.3%	1	1	0.0%
\$500,000 to \$699,999	28	14	-50.0%	1	0	-100.0%
\$700,000 to \$999,999	9	7	-22.2%	0	0	--
\$1,000,000 to \$1,999,999	9	3	-66.7%	0	0	--
\$2,000,000 and Above	1	3	+200.0%	0	0	--
<b>All Price Ranges</b>	<b>461</b>	<b>274</b>	<b>-40.6%</b>	<b>14</b>	<b>13</b>	<b>-7.1%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	4-2020	5-2020	Change	4-2020	5-2020	Change
\$99,999 and Below	44	32	-27.3%	0	0	--
\$100,000 to \$199,999	99	55	-44.4%	2	2	0.0%
\$200,000 to \$299,999	92	63	-31.5%	6	3	-50.0%
\$300,000 to \$399,999	71	71	0.0%	5	7	+40.0%
\$400,000 to \$499,999	35	26	-25.7%	1	1	0.0%
\$500,000 to \$699,999	21	14	-33.3%	0	0	--
\$700,000 to \$999,999	7	7	0.0%	0	0	--
\$1,000,000 to \$1,999,999	4	3	-25.0%	0	0	--
\$2,000,000 and Above	3	3	0.0%	0	0	--
<b>All Price Ranges</b>	<b>376</b>	<b>274</b>	<b>-27.1%</b>	<b>14</b>	<b>13</b>	<b>-7.1%</b>

### Year to Date

By Price Range	Single Family			Condo		
	5-2019	5-2020	Change	5-2019	5-2020	Change
\$99,999 and Below	131	96	-26.7%	4	5	+25.0%
\$100,000 to \$199,999	389	353	-9.3%	24	16	-33.3%
\$200,000 to \$299,999	367	352	-4.1%	15	21	+40.0%
\$300,000 to \$399,999	96	138	+43.8%	1	3	+200.0%
\$400,000 to \$499,999	32	35	+9.4%	0	0	--
\$500,000 to \$699,999	9	9	0.0%	0	0	--
\$700,000 to \$999,999	5	1	-80.0%	0	0	--
\$1,000,000 to \$1,999,999	0	2	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>1,029</b>	<b>986</b>	<b>-4.2%</b>	<b>44</b>	<b>45</b>	<b>+2.3%</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.