

# Local Market Update for July 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Pueblo County

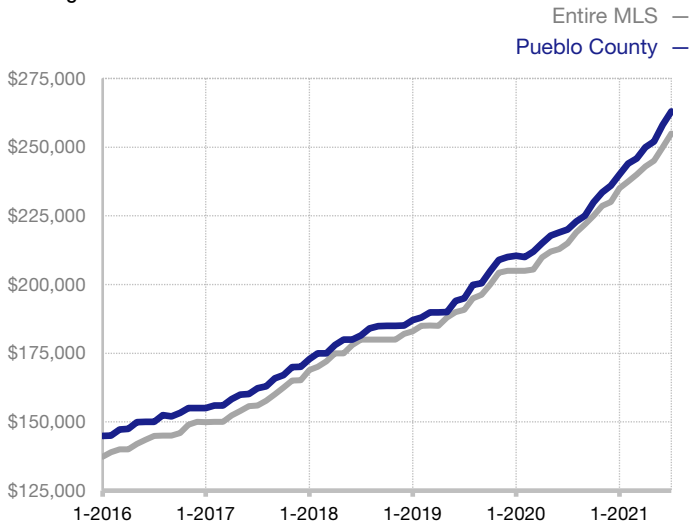
Single Family Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	346	<b>376</b>	+ 8.7%	2,000	<b>2,127</b>	+ 6.3%
Sold Listings	312	<b>243</b>	- 22.1%	1,581	<b>1,646</b>	+ 4.1%
Median Sales Price*	\$245,000	<b>\$305,000</b>	+ 24.5%	\$225,000	<b>\$275,000</b>	+ 22.2%
Average Sales Price*	\$246,583	<b>\$312,346</b>	+ 26.7%	\$228,516	<b>\$286,025</b>	+ 25.2%
Percent of List Price Received*	99.0%	<b>101.4%</b>	+ 2.4%	98.6%	<b>101.2%</b>	+ 2.6%
Days on Market Until Sale	77	<b>60</b>	- 22.1%	74	<b>64</b>	- 13.5%
Inventory of Homes for Sale	335	<b>269</b>	- 19.7%	--	--	--
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.

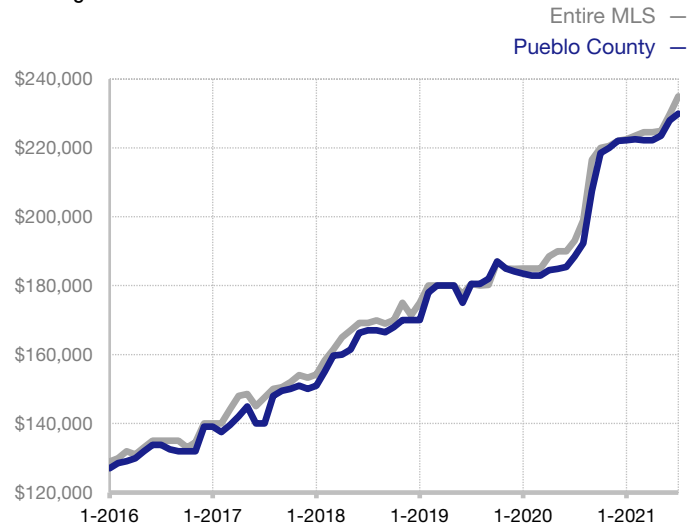
Townhouse/Condo Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	16	<b>11</b>	- 31.3%	93	<b>76</b>	- 18.3%
Sold Listings	11	<b>14</b>	+ 27.3%	68	<b>74</b>	+ 8.8%
Median Sales Price*	\$210,000	<b>\$234,100</b>	+ 11.5%	\$195,000	<b>\$229,250</b>	+ 17.6%
Average Sales Price*	\$211,682	<b>\$236,745</b>	+ 11.8%	\$196,918	<b>\$225,787</b>	+ 14.7%
Percent of List Price Received*	99.2%	<b>101.8%</b>	+ 2.6%	98.7%	<b>100.6%</b>	+ 1.9%
Days on Market Until Sale	58	<b>53</b>	- 8.6%	73	<b>71</b>	- 2.7%
Inventory of Homes for Sale	16	<b>8</b>	- 50.0%	--	--	--
Months Supply of Inventory	1.7	<b>0.7</b>	- 58.8%	--	--	--

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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

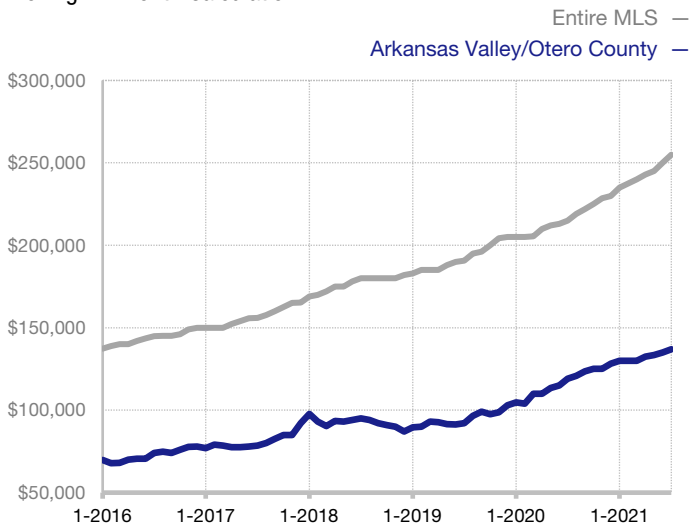
Single Family Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	32	55	+ 71.9%	235	276	+ 17.4%
Sold Listings	50	34	- 32.0%	186	223	+ 19.9%
Median Sales Price*	\$133,500	\$169,500	+ 27.0%	\$124,200	\$139,000	+ 11.9%
Average Sales Price*	\$148,582	\$197,153	+ 32.7%	\$136,463	\$159,797	+ 17.1%
Percent of List Price Received*	96.4%	98.5%	+ 2.2%	96.0%	96.9%	+ 0.9%
Days on Market Until Sale	99	56	- 43.4%	106	90	- 15.1%
Inventory of Homes for Sale	92	72	- 21.7%	--	--	--
Months Supply of Inventory	3.3	2.2	- 33.3%	--	--	--

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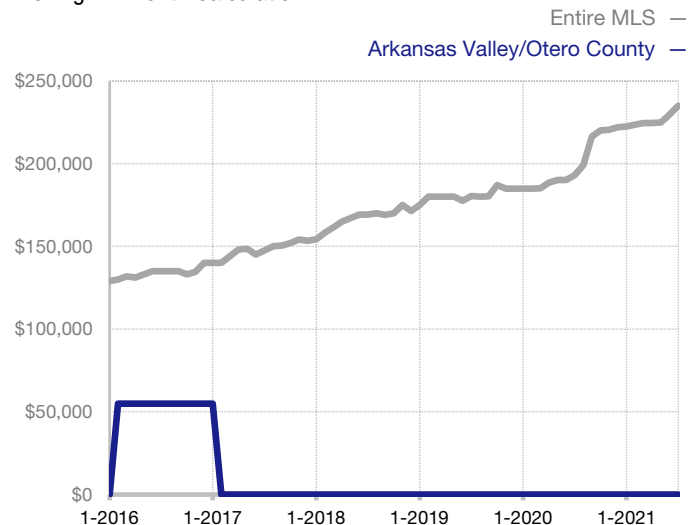
Townhouse/Condo Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



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## Fowler

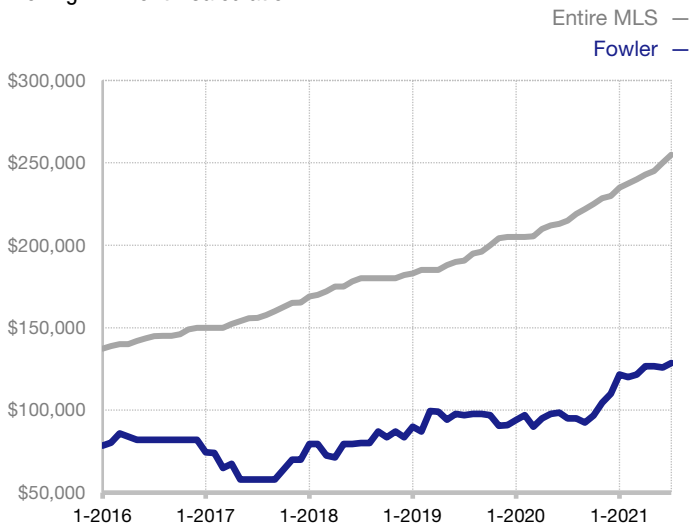
Single Family	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	5	2	- 60.0%	14	31	+ 121.4%
Sold Listings	4	3	- 25.0%	11	31	+ 181.8%
Median Sales Price*	\$102,750	<b>\$248,000</b>	+ 141.4%	\$95,000	<b>\$135,000</b>	+ 42.1%
Average Sales Price*	\$133,750	<b>\$338,033</b>	+ 152.7%	\$124,000	<b>\$171,132</b>	+ 38.0%
Percent of List Price Received*	101.7%	<b>98.6%</b>	- 3.0%	96.4%	<b>99.2%</b>	+ 2.9%
Days on Market Until Sale	71	<b>62</b>	- 12.7%	91	<b>78</b>	- 14.3%
Inventory of Homes for Sale	4	<b>5</b>	+ 25.0%	--	--	--
Months Supply of Inventory	1.9	<b>1.5</b>	- 21.1%	--	--	--

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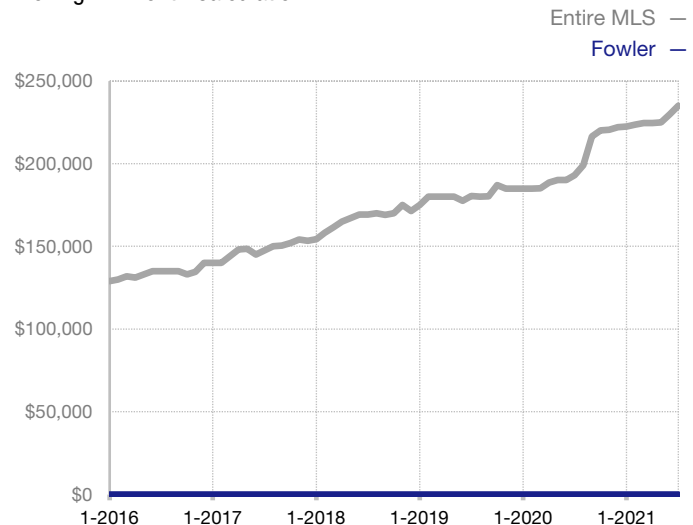
Townhouse/Condo	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<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

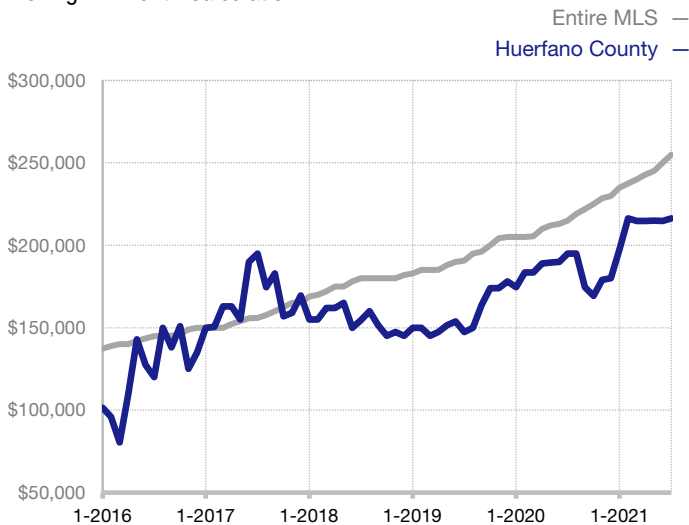
Single Family Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	12	18	+ 50.0%	69	79	+ 14.5%
Sold Listings	8	3	- 62.5%	37	59	+ 59.5%
Median Sales Price*	\$180,000	\$240,000	+ 33.3%	\$195,000	\$269,000	+ 37.9%
Average Sales Price*	\$682,625	\$471,250	- 31.0%	\$340,270	\$297,242	- 12.6%
Percent of List Price Received*	95.2%	96.2%	+ 1.1%	92.5%	95.0%	+ 2.7%
Days on Market Until Sale	170	304	+ 78.8%	176	179	+ 1.7%
Inventory of Homes for Sale	56	42	- 25.0%	--	--	--
Months Supply of Inventory	9.0	4.5	- 50.0%	--	--	--

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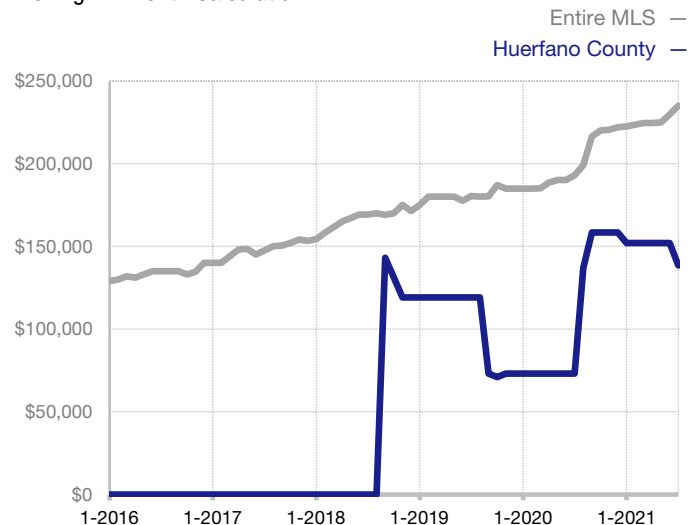
Townhouse/Condo Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	2	0	- 100.0%	4	1	- 75.0%
Sold Listings	0	1	--	0	2	--
Median Sales Price*	\$0	\$125,000	--	\$0	\$117,500	--
Average Sales Price*	\$0	\$125,000	--	\$0	\$117,500	--
Percent of List Price Received*	0.0%	100.0%	--	0.0%	94.0%	--
Days on Market Until Sale	0	51	--	0	41	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	1.0	0.0	- 100.0%	--	--	--

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Rolling 12-Month Calculation



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## La Junta

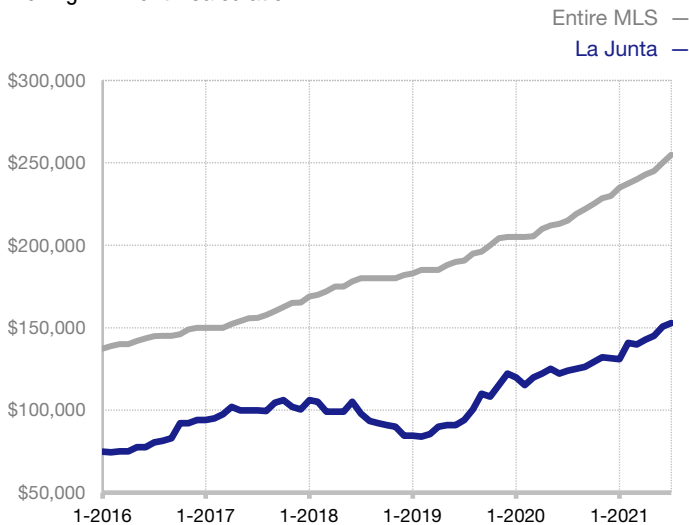
Single Family Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	6	23	+ 283.3%	58	63	+ 8.6%
Sold Listings	12	11	- 8.3%	48	51	+ 6.3%
Median Sales Price*	\$128,750	\$190,000	+ 47.6%	\$124,500	\$157,000	+ 26.1%
Average Sales Price*	\$148,208	\$174,409	+ 17.7%	\$127,747	\$159,069	+ 24.5%
Percent of List Price Received*	97.9%	99.6%	+ 1.7%	97.5%	97.3%	- 0.2%
Days on Market Until Sale	105	47	- 55.2%	113	92	- 18.6%
Inventory of Homes for Sale	18	19	+ 5.6%	--	--	--
Months Supply of Inventory	2.3	2.6	+ 13.0%	--	--	--

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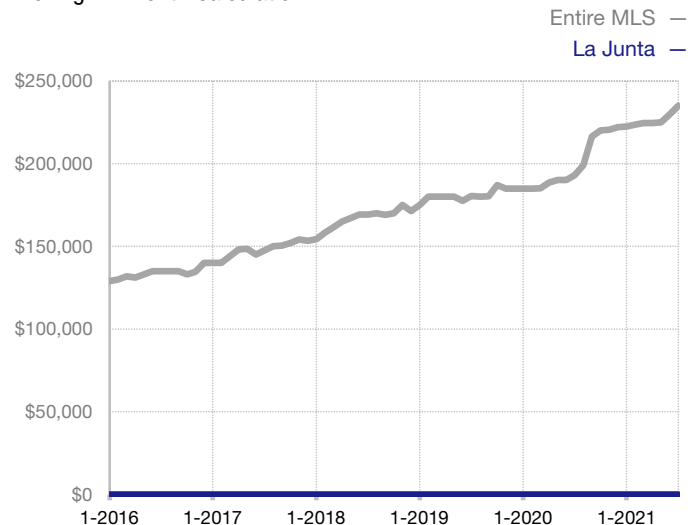
Townhouse/Condo Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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

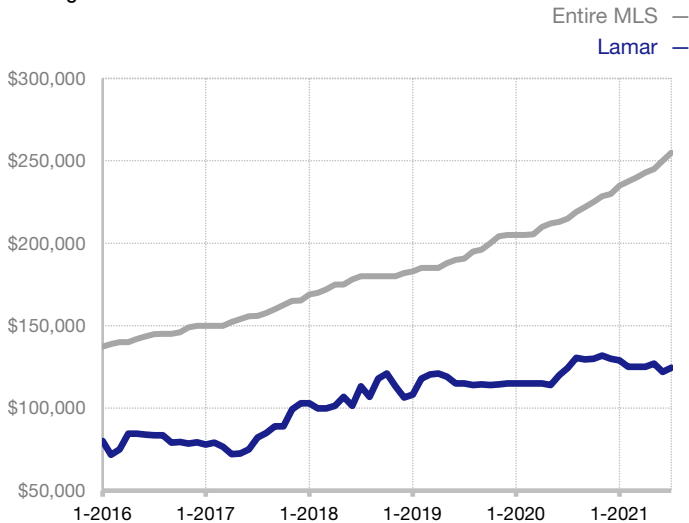
Single Family Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	6	9	+ 50.0%	29	41	+ 41.4%
Sold Listings	6	6	0.0%	22	33	+ 50.0%
Median Sales Price*	\$146,800	<b>\$157,000</b>	+ 6.9%	\$130,500	<b>\$119,500</b>	- 8.4%
Average Sales Price*	\$153,267	<b>\$163,000</b>	+ 6.4%	\$144,773	<b>\$135,224</b>	- 6.6%
Percent of List Price Received*	93.3%	<b>97.2%</b>	+ 4.2%	96.4%	<b>96.0%</b>	- 0.4%
Days on Market Until Sale	109	67	- 38.5%	122	85	- 30.3%
Inventory of Homes for Sale	11	8	- 27.3%	--	--	--
Months Supply of Inventory	2.9	1.6	- 44.8%	--	--	--

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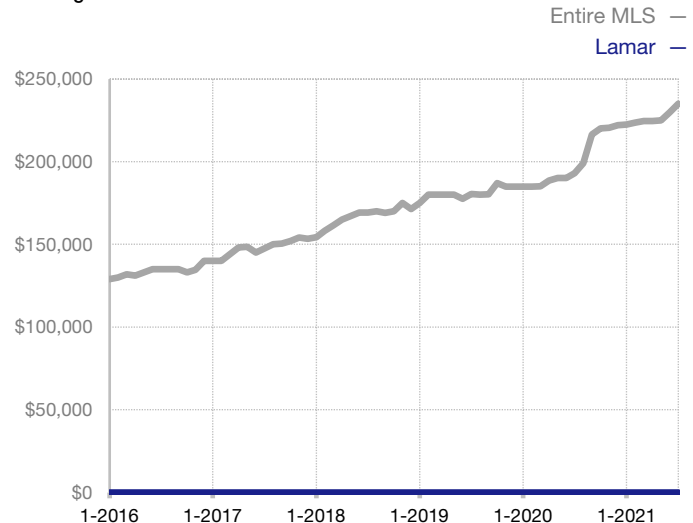
Townhouse/Condo Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$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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Rolling 12-Month Calculation



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## Las Animas

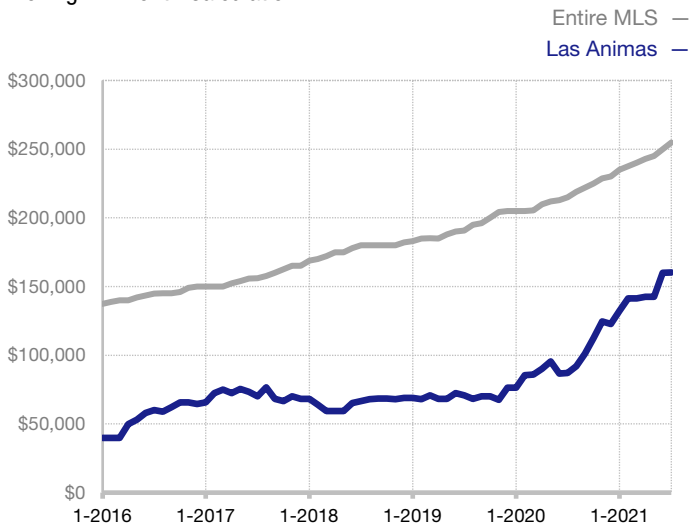
Single Family	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	5	5	0.0%	24	29	+ 20.8%
Sold Listings	2	3	+ 50.0%	12	16	+ 33.3%
Median Sales Price*	\$106,000	<b>\$132,000</b>	+ 24.5%	\$94,000	<b>\$167,500</b>	+ 78.2%
Average Sales Price*	\$106,000	<b>\$136,667</b>	+ 28.9%	\$122,917	<b>\$183,000</b>	+ 48.9%
Percent of List Price Received*	93.4%	<b>94.3%</b>	+ 1.0%	94.0%	<b>96.9%</b>	+ 3.1%
Days on Market Until Sale	121	85	- 29.8%	103	95	- 7.8%
Inventory of Homes for Sale	14	8	- 42.9%	--	--	--
Months Supply of Inventory	6.7	2.8	- 58.2%	--	--	--

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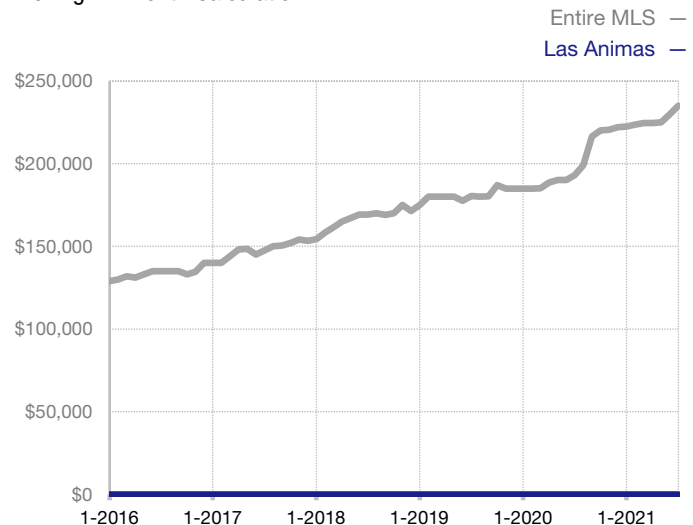
Townhouse/Condo	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<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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Rolling 12-Month Calculation



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

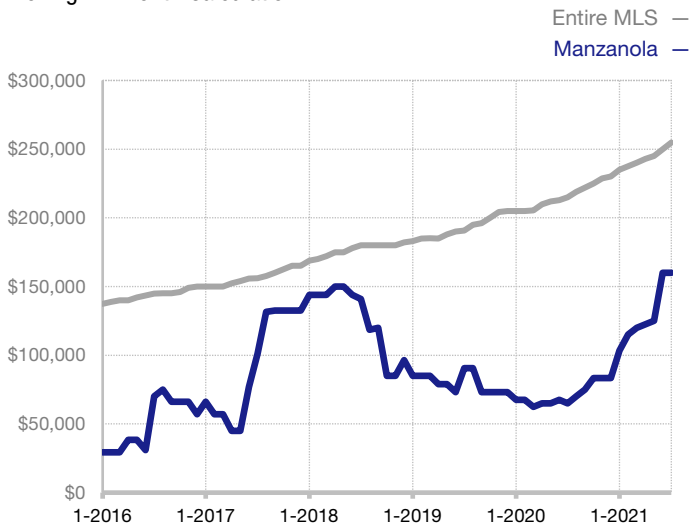
Single Family Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	1	1	0.0%	6	6	0.0%
Sold Listings	0	0	--	5	6	+ 20.0%
Median Sales Price*	\$0	\$0	--	\$70,000	\$177,250	+ 153.2%
Average Sales Price*	\$0	\$0	--	\$77,737	\$221,583	+ 185.0%
Percent of List Price Received*	0.0%	0.0%	--	94.1%	94.4%	+ 0.3%
Days on Market Until Sale	0	0	--	77	120	+ 55.8%
Inventory of Homes for Sale	4	3	- 25.0%	--	--	--
Months Supply of Inventory	2.9	2.3	- 20.7%	--	--	--

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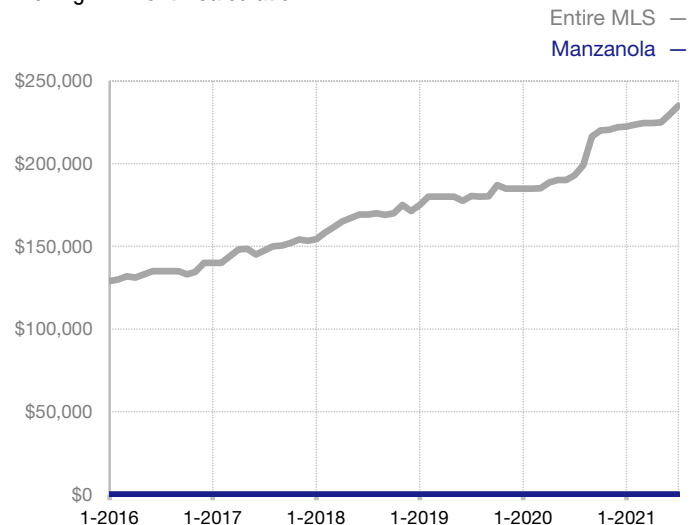
Townhouse/Condo Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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Rolling 12-Month Calculation



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## Rocky Ford

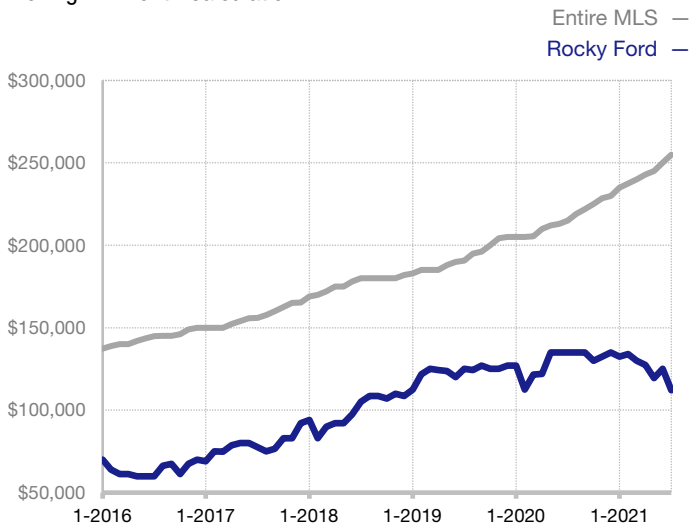
Single Family Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	1	5	+ 400.0%	26	25	- 3.8%
Sold Listings	7	2	- 71.4%	23	31	+ 34.8%
Median Sales Price*	\$125,000	\$59,500	- 52.4%	\$135,000	\$95,000	- 29.6%
Average Sales Price*	\$129,214	\$59,500	- 54.0%	\$138,287	\$128,790	- 6.9%
Percent of List Price Received*	95.9%	111.3%	+ 16.1%	93.7%	96.3%	+ 2.8%
Days on Market Until Sale	160	36	- 77.5%	144	88	- 38.9%
Inventory of Homes for Sale	9	6	- 33.3%	--	--	--
Months Supply of Inventory	2.8	1.2	- 57.1%	--	--	--

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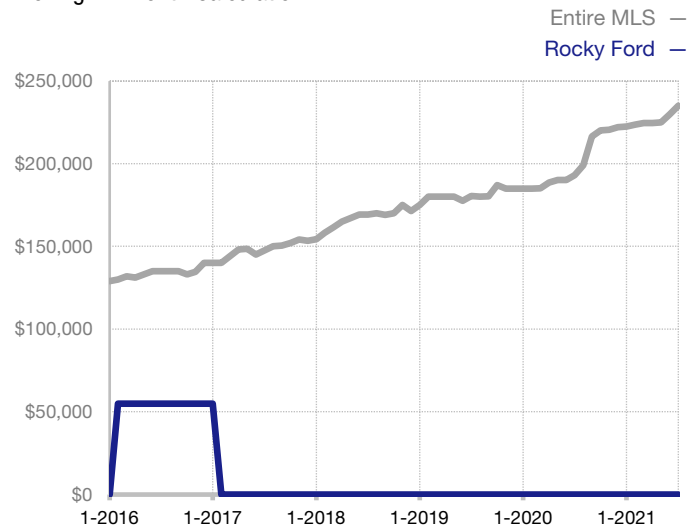
Townhouse/Condo Key Metrics	July			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 07-2020	Thru 07-2021	Percent Change from Previous Year
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
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# Monthly Indicators



## July 2021

Percent changes calculated using year-over-year comparisons.

New Listings were up 13.9 percent for single family homes but decreased 29.4 percent for townhouse-condo properties. Pending Sales increased 0.6 percent for single family homes but decreased 7.7 percent for townhouse-condo properties.

The Median Sales Price was up 23.5 percent to \$302,500 for single family homes and 11.5 percent to \$234,100 for townhouse-condo properties. Days on Market decreased 20.8 percent for single family homes and 8.6 percent for townhouse-condo properties.

The National Association of REALTORS® reported inventory of homes for sale nationwide rose slightly in June as more sellers list their homes, hoping to take advantage of record-high sales prices across the country. Even with renewed home seller interest, inventory overall remains 18.8% lower than a year ago, according to NAR.

## Activity Snapshot

<b>- 20.0%</b>	<b>+ 21.9%</b>	<b>- 16.6%</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>
Townhouse-Condo Market Overview	<b>3</b>
New Listings	<b>4</b>
Pending Sales	<b>5</b>
Sold Listings	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of List Price Received	<b>9</b>
Days on Market Until Sale	<b>10</b>
Housing Affordability Index	<b>11</b>
Inventory of Active Listings	<b>12</b>
Months Supply of Inventory	<b>13</b>
Total Market Overview	<b>14</b>
Sold Listings and Inventory by Price Range	<b>15</b>
Glossary of Terms	<b>16</b>

# 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	7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		346	<b>394</b>	+ 13.9%	2,008	<b>2,173</b>	+ 8.2%
<b>Pending Sales</b>		324	<b>326</b>	+ 0.6%	1,795	<b>1,844</b>	+ 2.7%
<b>Sold Listings</b>		314	<b>246</b>	- 21.7%	1,595	<b>1,661</b>	+ 4.1%
<b>Median Sales Price</b>		\$244,850	<b>\$302,500</b>	+ 23.5%	\$225,000	<b>\$275,000</b>	+ 22.2%
<b>Avg. Sales Price</b>		\$247,431	<b>\$309,375</b>	+ 25.0%	\$229,542	<b>\$286,565</b>	+ 24.8%
<b>Pct. of List Price Received</b>		99.1%	<b>101.3%</b>	+ 2.2%	98.6%	<b>101.2%</b>	+ 2.6%
<b>Days on Market</b>		77	<b>61</b>	- 20.8%	75	<b>64</b>	- 14.7%
<b>Affordability Index</b>		161	<b>129</b>	- 19.9%	175	<b>141</b>	- 19.4%
<b>Active Listings</b>		338	<b>288</b>	- 14.8%	--	<b>--</b>	--
<b>Months Supply</b>		1.5	<b>1.1</b>	- 26.7%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

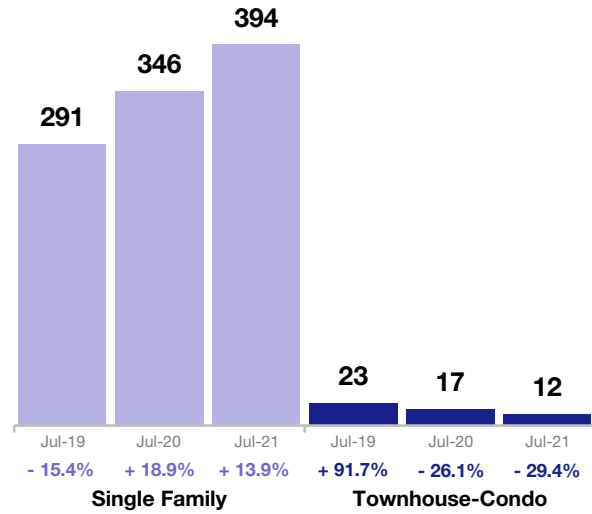


Key Metrics	Historical Sparkbars	7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		17	12	- 29.4%	95	79	- 16.8%
<b>Pending Sales</b>		13	12	- 7.7%	83	77	- 7.2%
<b>Sold Listings</b>		11	14	+ 27.3%	69	77	+ 11.6%
<b>Median Sales Price</b>		\$210,000	<b>\$234,100</b>	+ 11.5%	\$200,000	<b>\$229,500</b>	+ 14.8%
<b>Avg. Sales Price</b>		\$211,682	<b>\$236,745</b>	+ 11.8%	\$197,281	<b>\$232,309</b>	+ 17.8%
<b>Pct. of List Price Received</b>		99.2%	<b>101.8%</b>	+ 2.6%	98.6%	<b>100.4%</b>	+ 1.8%
<b>Days on Market</b>		58	<b>53</b>	- 8.6%	73	<b>69</b>	- 5.5%
<b>Affordability Index</b>		188	<b>166</b>	- 11.7%	197	<b>170</b>	- 13.7%
<b>Active Listings</b>		17	<b>8</b>	- 52.9%	--	--	--
<b>Months Supply</b>		1.7	<b>0.7</b>	- 58.8%	--	--	--

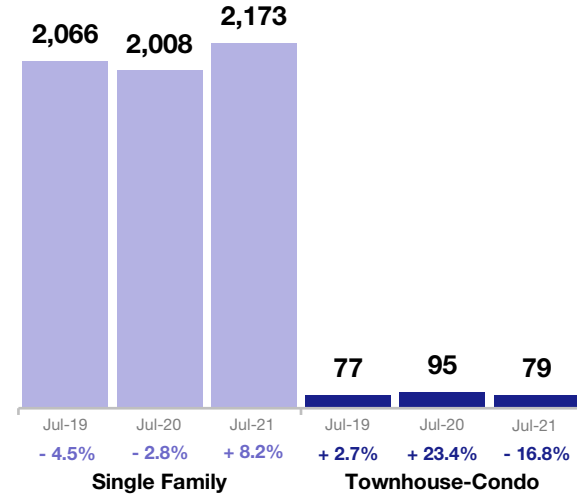
# New Listings



## July

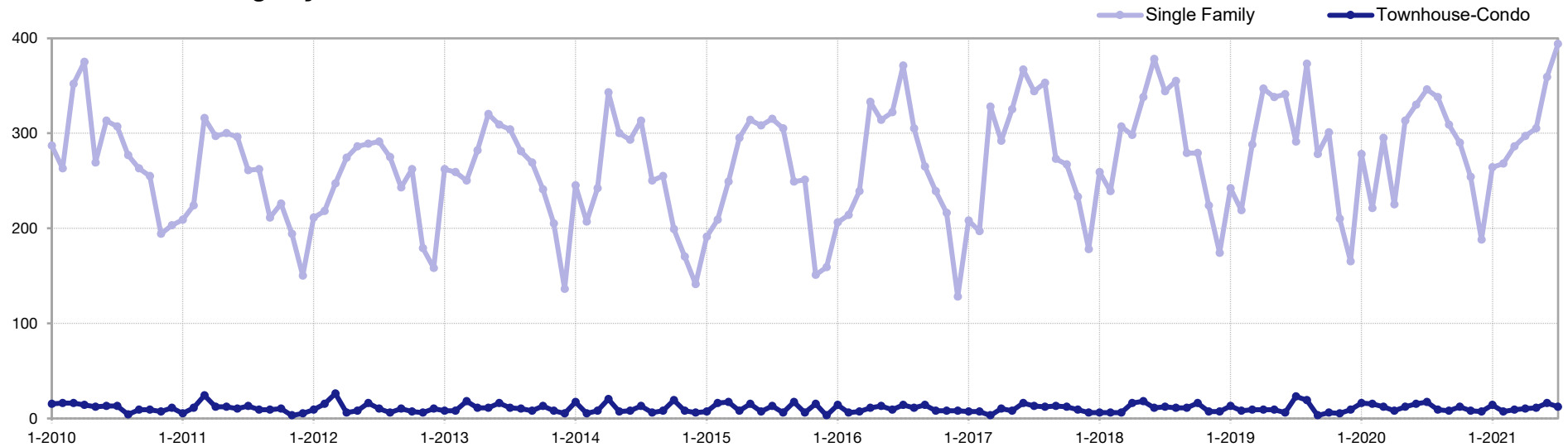


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	338	-9.4%	9	-52.6%
Sep-2020	309	+11.2%	8	+166.7%
Oct-2020	290	-3.7%	12	+100.0%
Nov-2020	254	+21.0%	8	+60.0%
Dec-2020	188	+13.9%	7	-22.2%
Jan-2021	264	-5.0%	14	-12.5%
Feb-2021	268	+21.3%	7	-53.3%
Mar-2021	286	-3.1%	9	-25.0%
Apr-2021	297	+32.0%	10	+25.0%
May-2021	305	-2.6%	11	-8.3%
Jun-2021	359	+8.8%	16	+6.7%
<b>Jul-2021</b>	<b>394</b>	<b>+13.9%</b>	<b>12</b>	<b>-29.4%</b>

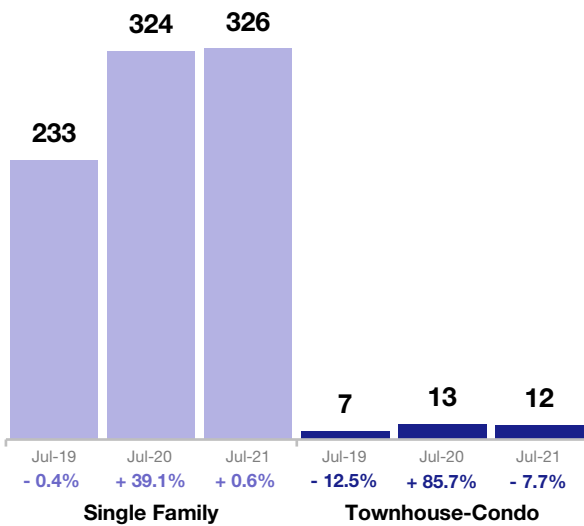
## Historical New Listings by Month



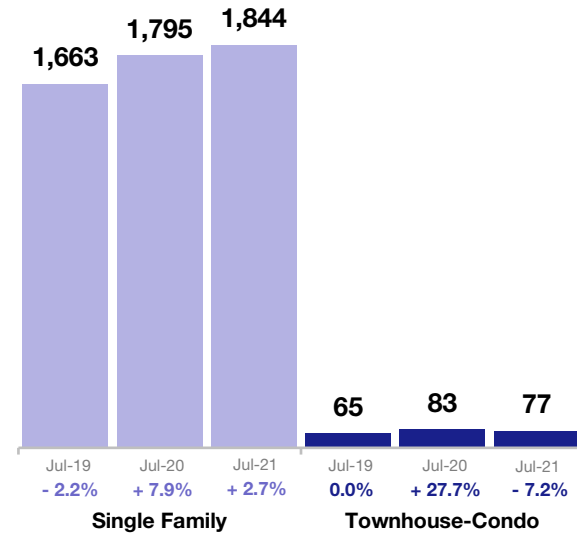
# Pending Sales



## July

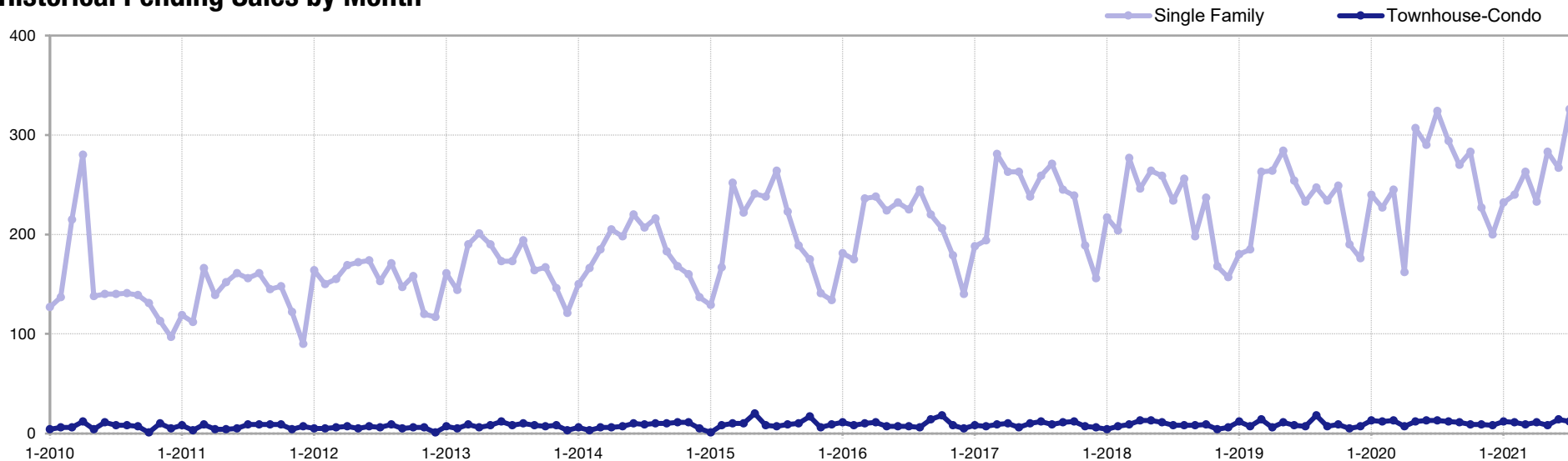


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	294	+19.0%	12	-33.3%
Sep-2020	270	+15.4%	11	+57.1%
Oct-2020	283	+13.7%	9	0.0%
Nov-2020	227	+19.5%	9	+80.0%
Dec-2020	200	+13.6%	8	+14.3%
Jan-2021	232	-3.3%	12	-7.7%
Feb-2021	240	+5.7%	11	-8.3%
Mar-2021	263	+7.3%	9	-30.8%
Apr-2021	233	+43.8%	11	+57.1%
May-2021	283	-7.8%	8	-33.3%
Jun-2021	267	-7.9%	14	+7.7%
<b>Jul-2021</b>	<b>326</b>	<b>+0.6%</b>	<b>12</b>	<b>-7.7%</b>

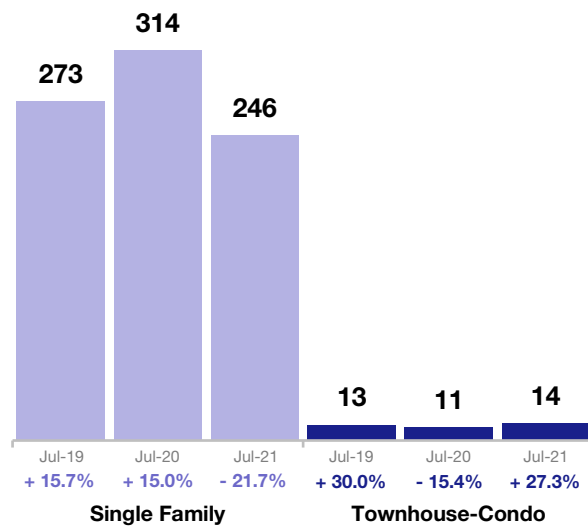
## Historical Pending Sales by Month



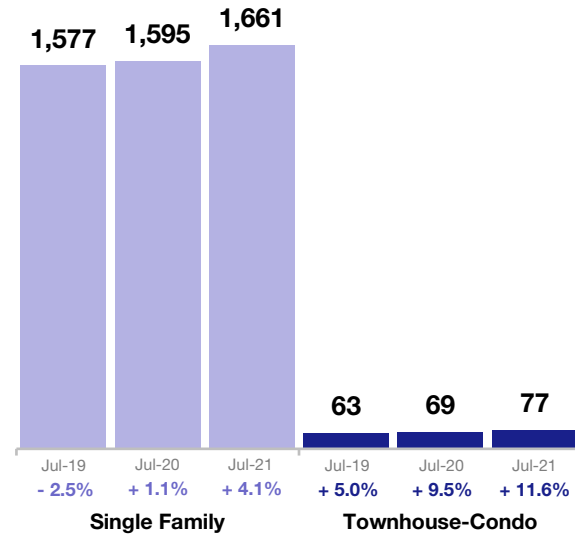
# Sold Listings



## July

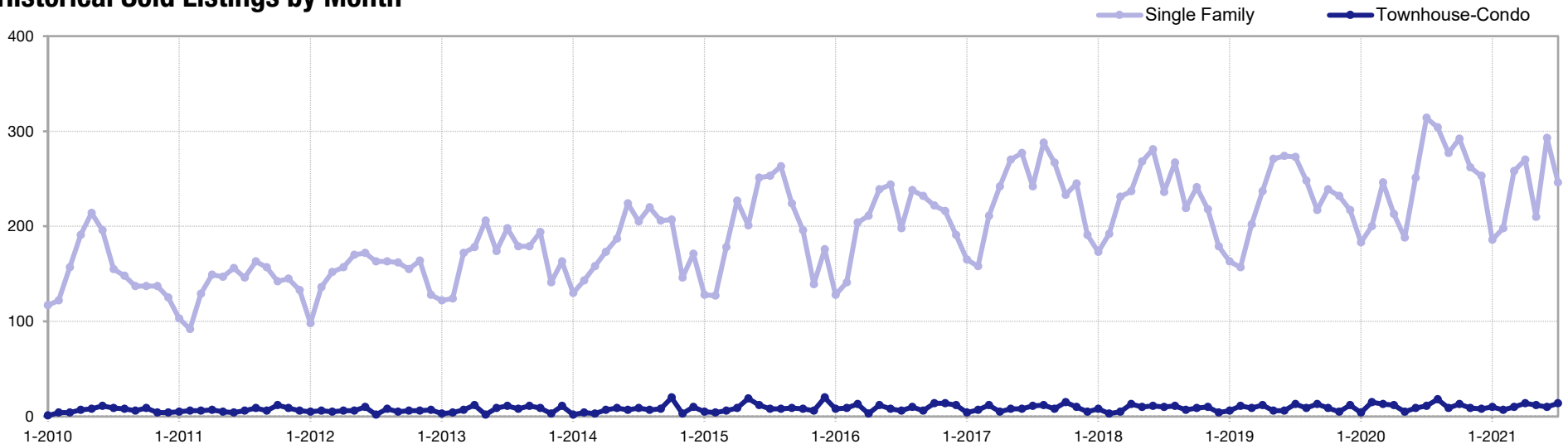


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	304	+22.6%	18	+100.0%
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	198	-1.0%	7	-53.3%
Mar-2021	258	+4.9%	10	-23.1%
Apr-2021	270	+26.8%	14	+16.7%
May-2021	210	+11.7%	12	+140.0%
Jun-2021	293	+16.7%	10	+11.1%
<b>Jul-2021</b>	<b>246</b>	<b>-21.7%</b>	<b>14</b>	<b>+27.3%</b>

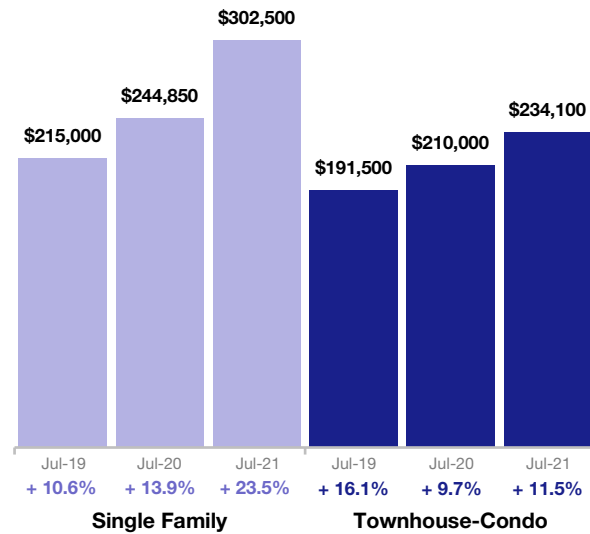
## Historical Sold Listings by Month



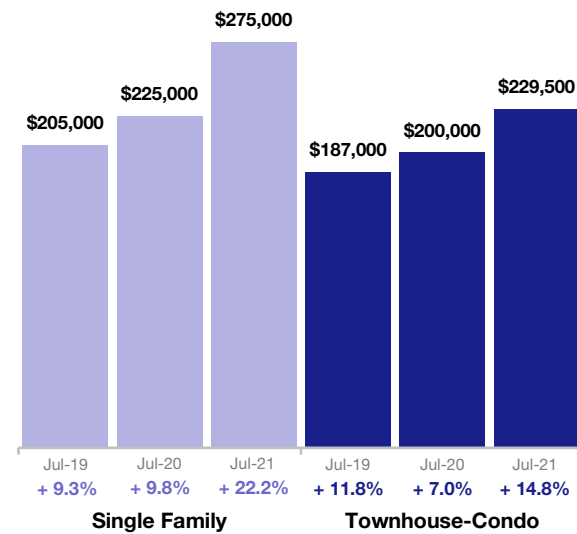
# Median Sales Price



## July

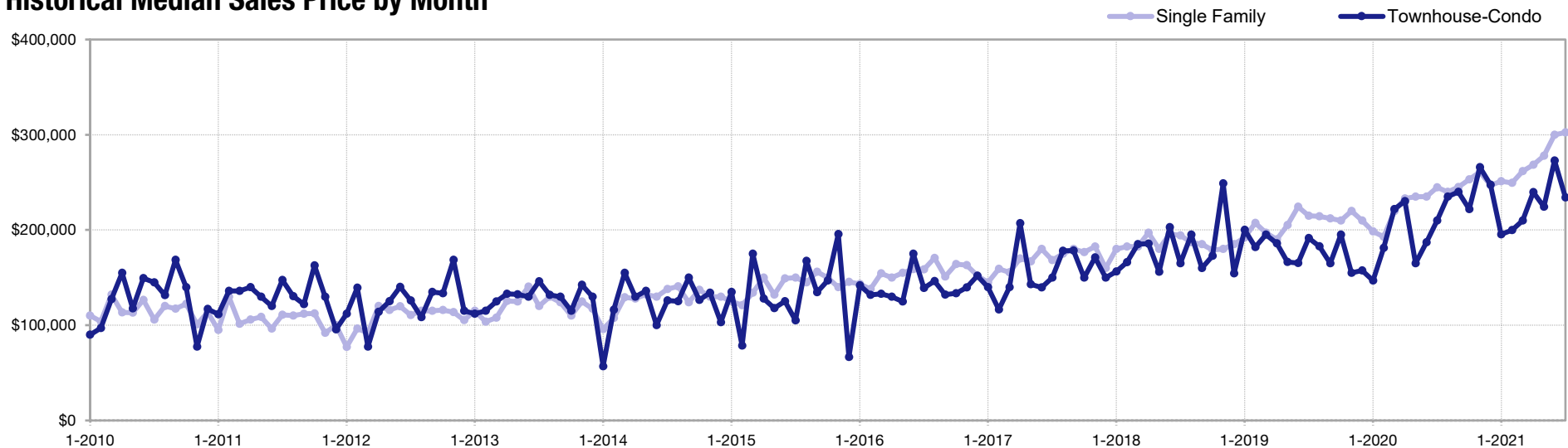


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	\$240,000	+12.0%	\$235,000	+28.5%
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	\$247,000	+17.7%	\$247,450	+57.1%
Jan-2021	\$251,000	+26.5%	\$195,250	+33.0%
Feb-2021	\$249,510	+29.3%	\$199,900	+10.4%
Mar-2021	\$261,673	+19.1%	\$209,950	-5.4%
Apr-2021	\$268,500	+15.3%	\$239,750	+4.1%
May-2021	\$278,000	+18.3%	\$224,500	+36.1%
Jun-2021	\$300,000	+27.7%	\$272,950	+46.0%
<b>Jul-2021</b>	<b>\$302,500</b>	<b>+23.5%</b>	<b>\$234,100</b>	<b>+11.5%</b>

## Historical Median Sales Price by Month

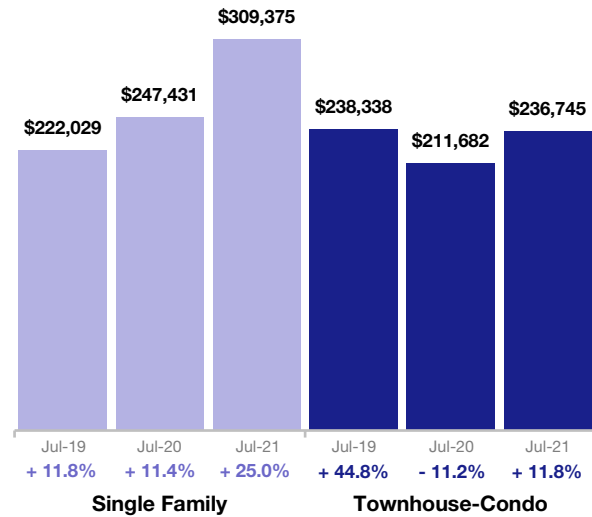




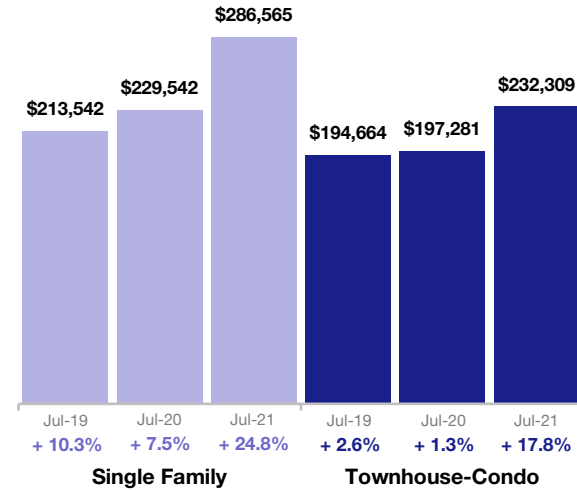
# Average Sales Price



## July

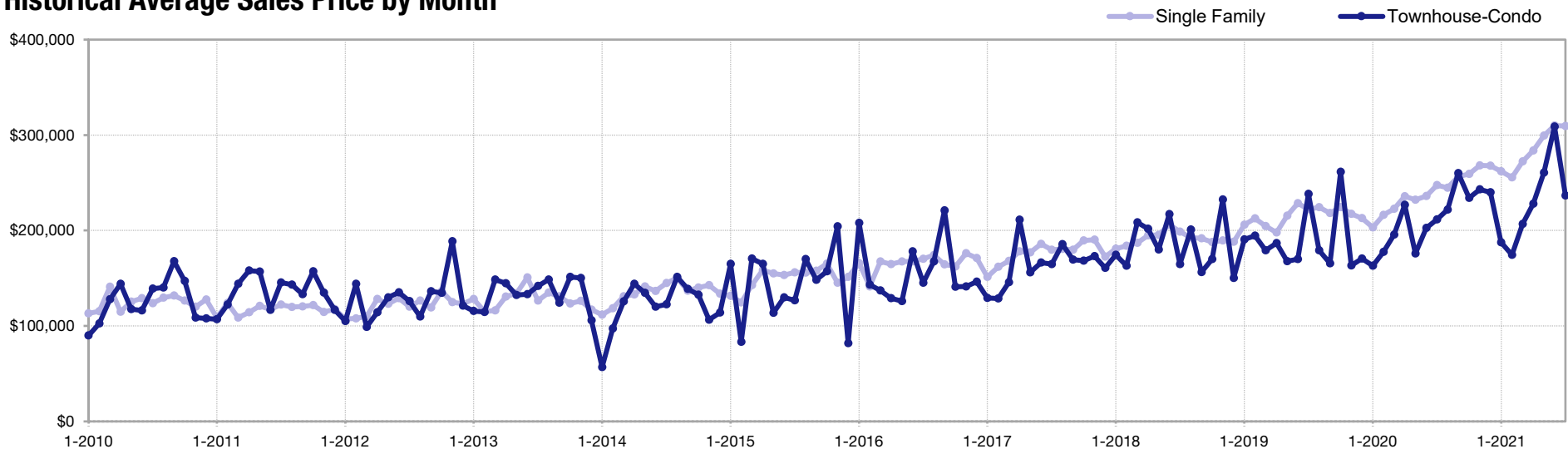


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	\$244,803	+9.1%	\$221,931	+23.8%
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	\$267,853	+25.9%	\$240,084	+40.7%
Jan-2021	\$262,089	+29.0%	\$187,701	+15.1%
Feb-2021	\$255,550	+18.1%	\$174,529	-1.6%
Mar-2021	\$272,248	+22.3%	\$206,815	+5.7%
Apr-2021	\$283,780	+20.3%	\$227,939	+0.4%
May-2021	\$299,287	+28.8%	\$260,574	+48.1%
Jun-2021	\$309,966	+31.3%	\$308,842	+52.4%
<b>Jul-2021</b>	<b>\$309,375</b>	<b>+25.0%</b>	<b>\$236,745</b>	<b>+11.8%</b>

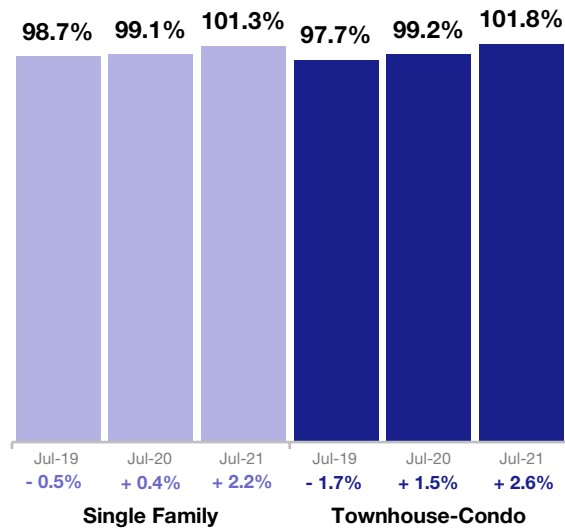
## Historical Average Sales Price by Month



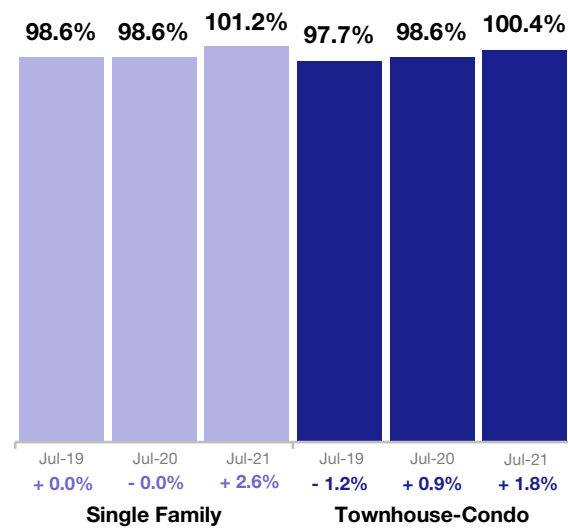
# Percent of List Price Received



## July

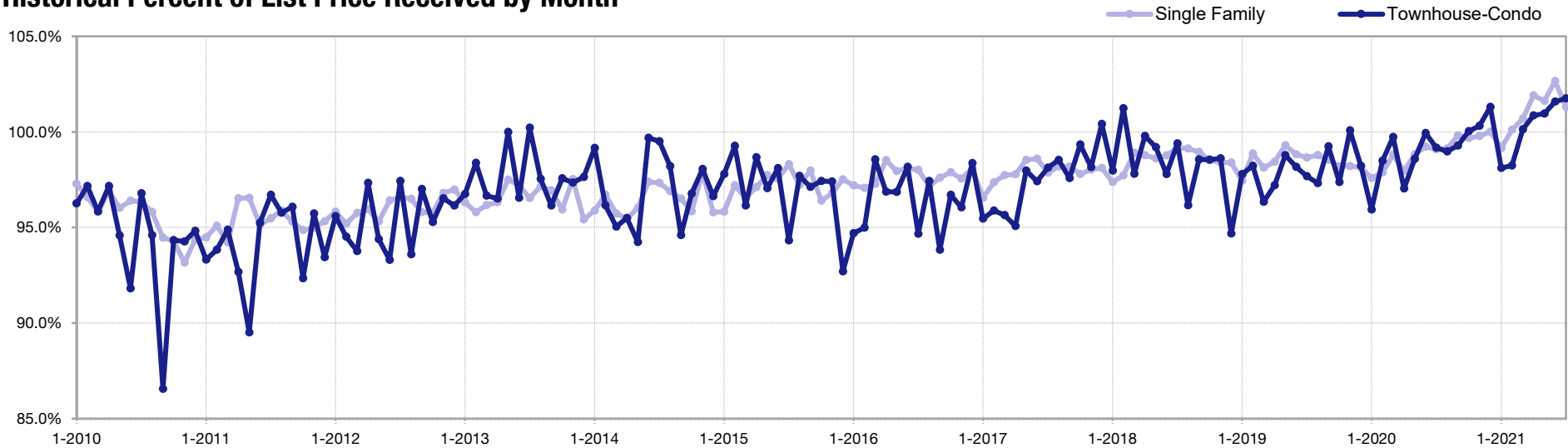


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	99.1%	+0.3%	99.0%	+1.7%
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%
<b>Jul-2021</b>	<b>101.3%</b>	<b>+2.2%</b>	<b>101.8%</b>	<b>+2.6%</b>

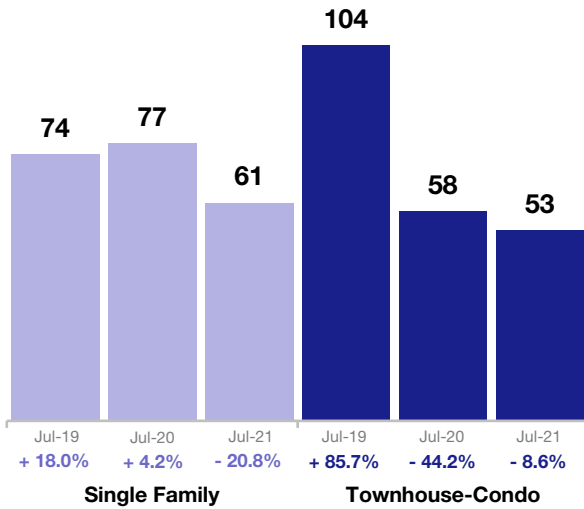
## Historical Percent of List Price Received by Month



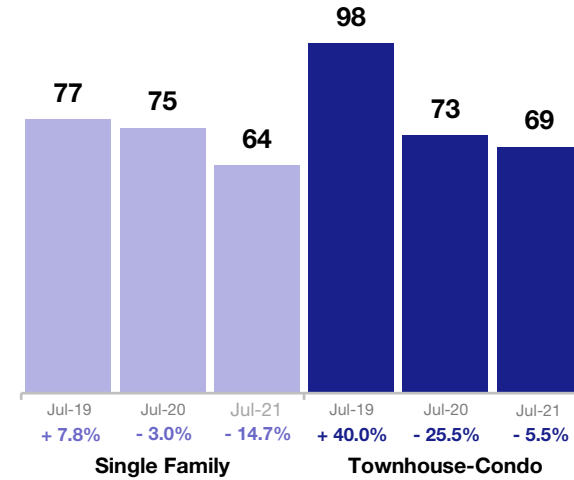
# Days on Market Until Sale



## July

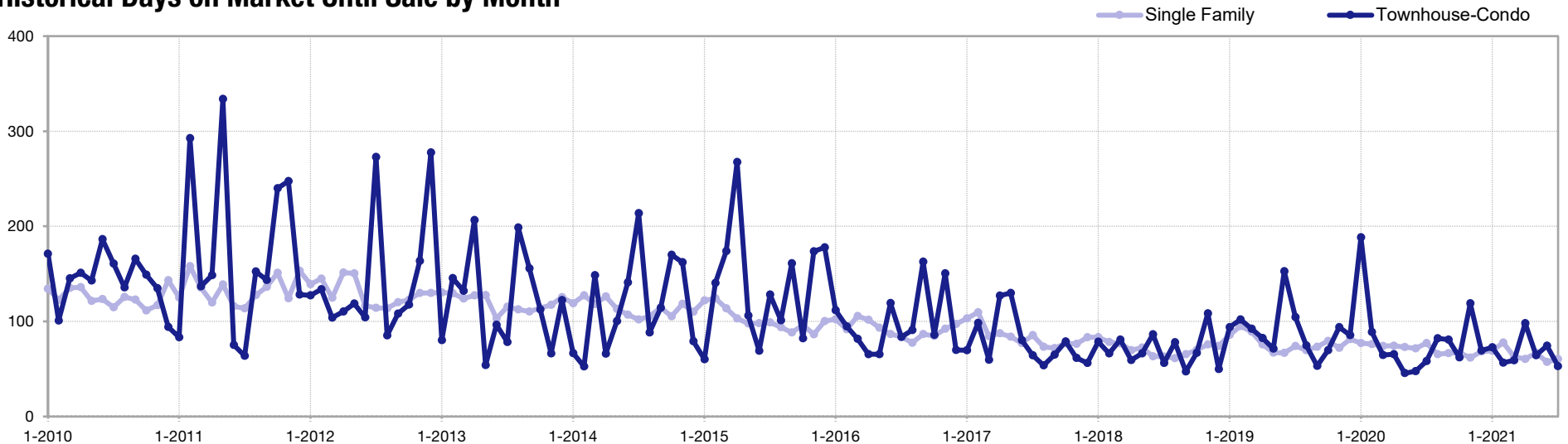


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	66	-5.7%	82	+9.3%
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%
<b>Jul-2021</b>	<b>61</b>	<b>-20.8%</b>	<b>53</b>	<b>-8.6%</b>

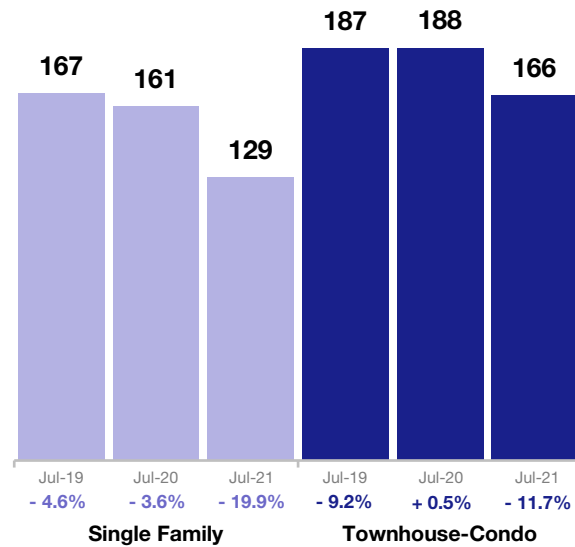
## Historical Days on Market Until Sale by Month



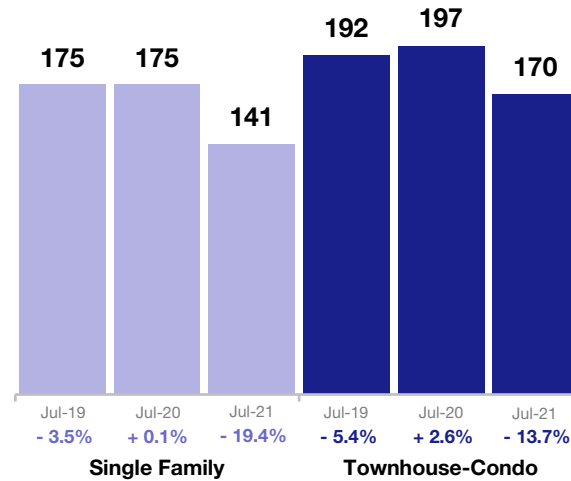
# Housing Affordability Index



## July

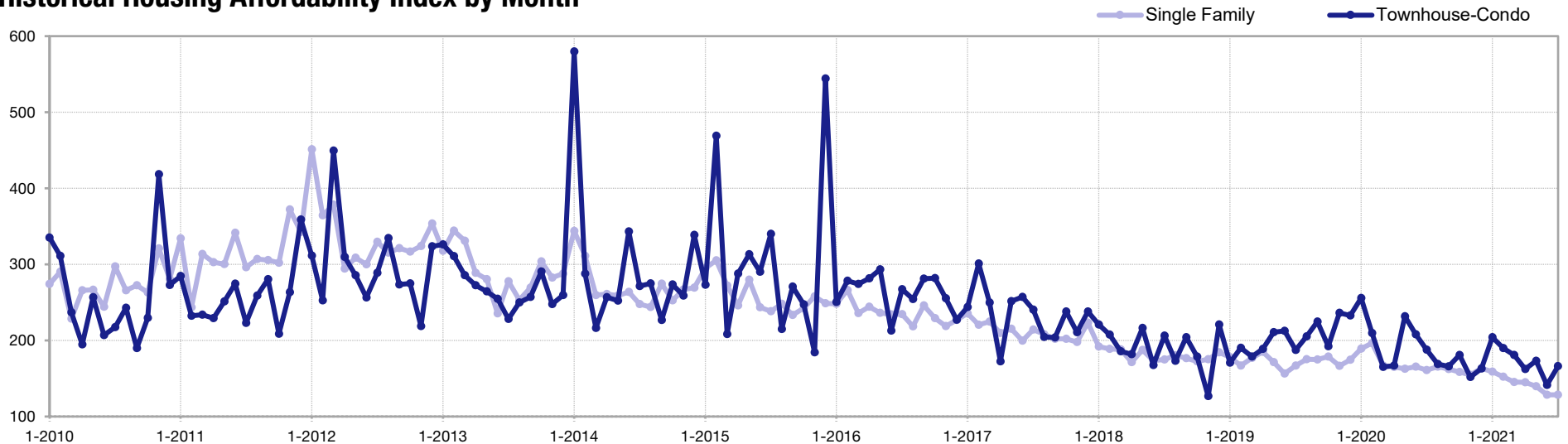


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	165	-5.7%	169	-17.6%
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	145	-12.1%	162	-3.0%
May-2021	140	-14.1%	173	-25.4%
Jun-2021	129	-21.8%	141	-32.2%
<b>Jul-2021</b>	<b>129</b>	<b>-19.9%</b>	<b>166</b>	<b>-11.7%</b>

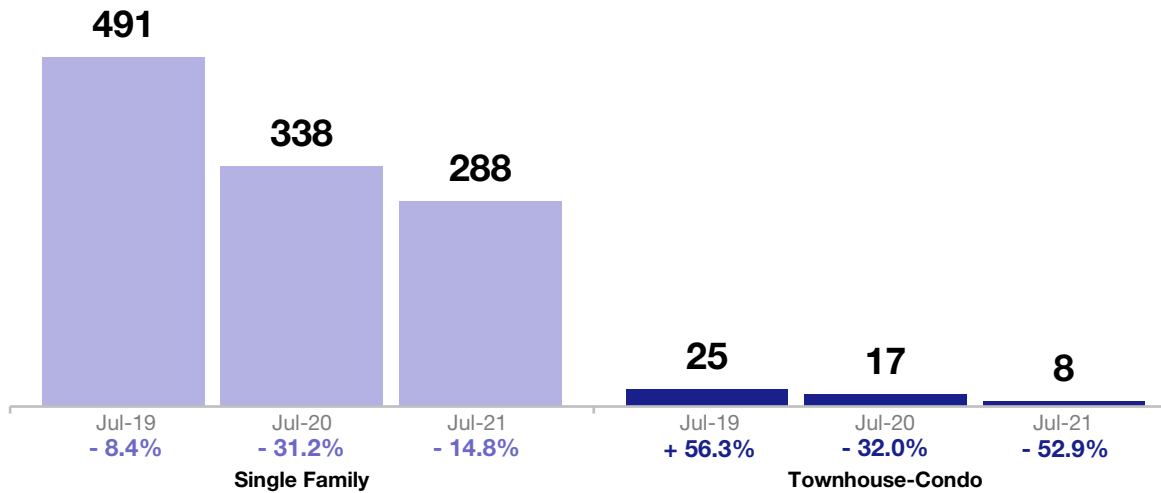
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

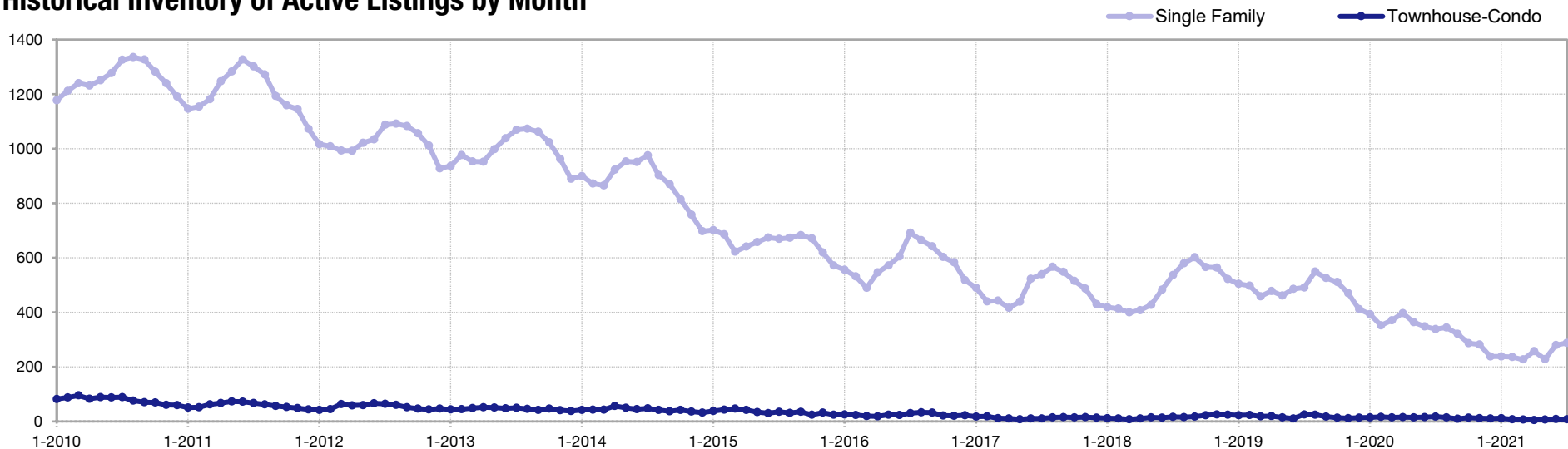


July



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	344	-37.3%	14	-41.7%
Sep-2020	321	-39.0%	10	-41.2%
Oct-2020	287	-43.8%	13	0.0%
Nov-2020	282	-40.0%	12	0.0%
Dec-2020	238	-42.2%	11	-15.4%
Jan-2021	238	-39.4%	12	-14.3%
Feb-2021	236	-33.0%	8	-50.0%
Mar-2021	227	-38.8%	7	-50.0%
Apr-2021	257	-35.3%	5	-66.7%
May-2021	228	-37.4%	7	-50.0%
Jun-2021	280	-19.5%	9	-40.0%
<b>Jul-2021</b>	<b>288</b>	<b>-14.8%</b>	<b>8</b>	<b>-52.9%</b>

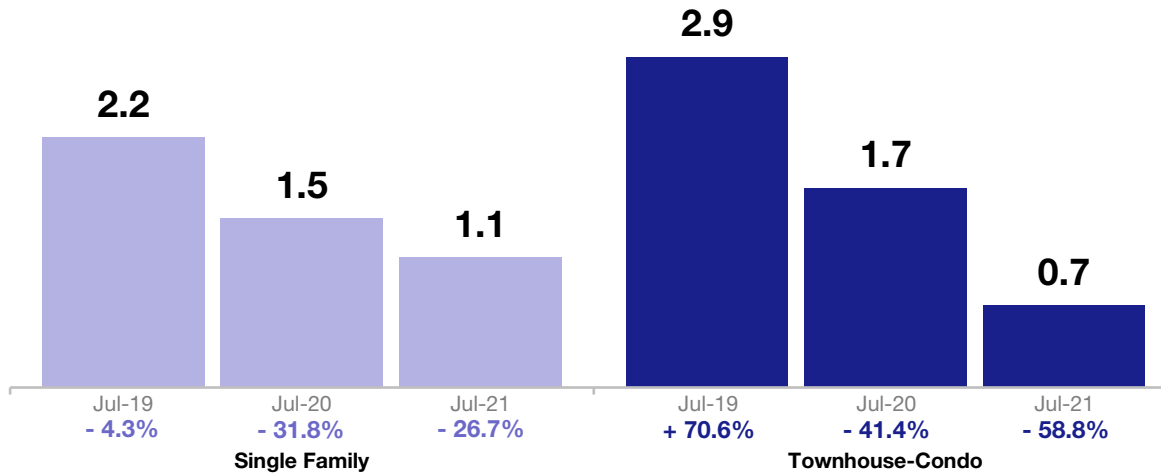
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

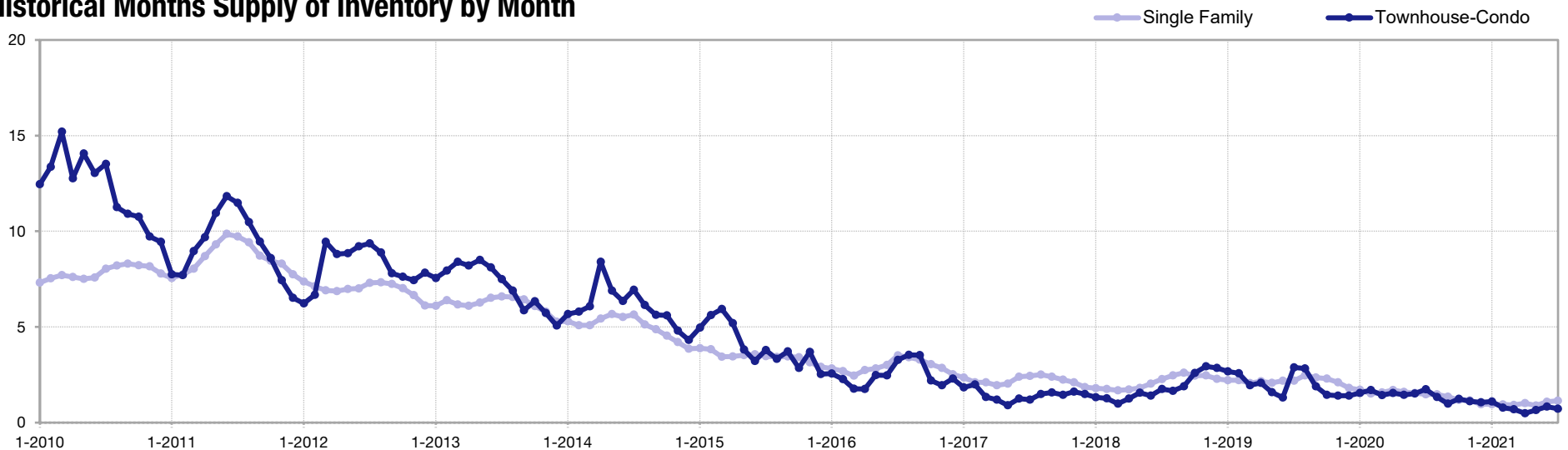


July



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2020	1.5	-40.0%	1.3	-53.6%
Sep-2020	1.3	-45.8%	1.0	-47.4%
Oct-2020	1.2	-47.8%	1.2	-14.3%
Nov-2020	1.1	-47.6%	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	0.9	-40.0%	0.8	-52.9%
Mar-2021	0.9	-43.8%	0.7	-50.0%
Apr-2021	1.0	-41.2%	0.5	-66.7%
May-2021	0.9	-43.8%	0.6	-57.1%
Jun-2021	1.1	-26.7%	0.8	-46.7%
<b>Jul-2021</b>	<b>1.1</b>	<b>-26.7%</b>	<b>0.7</b>	<b>-58.8%</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.



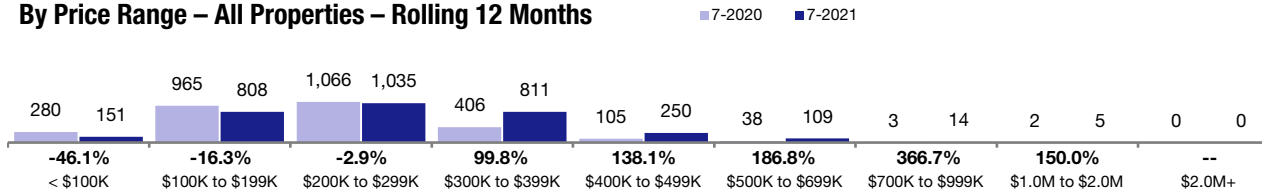
Key Metrics	Historical Sparkbars	7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		363	<b>406</b>	+ 11.8%	2,103	<b>2,252</b>	+ 7.1%
<b>Pending Sales</b>		337	<b>338</b>	+ 0.3%	1,878	<b>1,921</b>	+ 2.3%
<b>Sold Listings</b>		325	<b>260</b>	- 20.0%	1,664	<b>1,738</b>	+ 4.4%
<b>Median Sales Price</b>		\$242,000	<b>\$295,000</b>	+ 21.9%	\$225,000	<b>\$270,000</b>	+ 20.0%
<b>Avg. Sales Price</b>		\$246,221	<b>\$305,464</b>	+ 24.1%	\$228,203	<b>\$284,162</b>	+ 24.5%
<b>Pct. of List Price Received</b>		99.1%	<b>101.3%</b>	+ 2.2%	98.6%	<b>101.2%</b>	+ 2.6%
<b>Days on Market</b>		77	<b>60</b>	- 22.1%	75	<b>64</b>	- 14.7%
<b>Affordability Index</b>		163	<b>132</b>	- 19.0%	175	<b>144</b>	- 17.7%
<b>Active Listings</b>		355	<b>296</b>	- 16.6%	--	<b>--</b>	--
<b>Months Supply</b>		1.5	<b>1.1</b>	- 26.7%	--	<b>--</b>	--

# Sold Listings

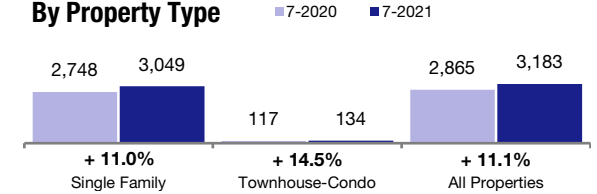
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	7-2020	7-2021	Change	7-2020	7-2021	Change
\$99,999 and Below	269	148	-45.0%	11	3	-72.7%
\$100,000 to \$199,999	911	766	-15.9%	54	42	-22.2%
\$200,000 to \$299,999	1,022	964	-5.7%	44	71	+61.4%
\$300,000 to \$399,999	399	796	+99.5%	7	15	+114.3%
\$400,000 to \$499,999	105	249	+137.1%	0	1	--
\$500,000 to \$699,999	37	109	+194.6%	1	0	-100.0%
\$700,000 to \$999,999	3	12	+300.0%	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>2,748</b>	<b>3,049</b>	<b>+11.0%</b>	<b>117</b>	<b>134</b>	<b>+14.5%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	6-2021	7-2021	Change	6-2021	7-2021	Change
\$99,999 and Below	7	9	+28.6%	0	0	--
\$100,000 to \$199,999	53	49	-7.5%	1	3	+200.0%
\$200,000 to \$299,999	85	61	-28.2%	6	10	+66.7%
\$300,000 to \$399,999	93	74	-20.4%	2	1	-50.0%
\$400,000 to \$499,999	33	34	+3.0%	0	0	--
\$500,000 to \$699,999	18	17	-5.6%	0	0	--
\$700,000 to \$999,999	2	2	0.0%	1	0	-100.0%
\$1,000,000 to \$1,999,999	2	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>293</b>	<b>246</b>	<b>-16.0%</b>	<b>10</b>	<b>14</b>	<b>+40.0%</b>

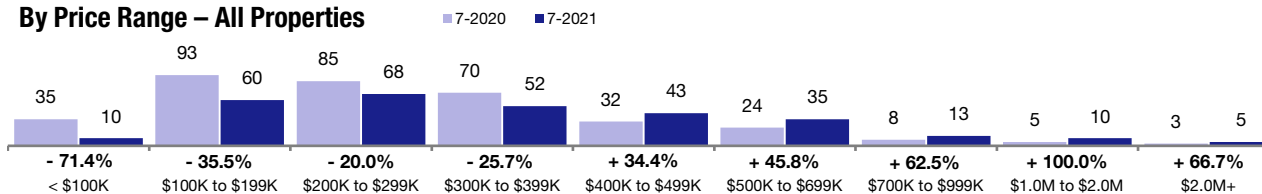
### Year to Date

By Price Range	Single Family			Condo		
	7-2020	7-2021	Change	7-2020	7-2021	Change
\$99,999 and Below	148	61	-58.8%	5	3	-40.0%
\$100,000 to \$199,999	517	389	-24.8%	29	25	-13.8%
\$200,000 to \$299,999	585	482	-17.6%	30	40	+33.3%
\$300,000 to \$399,999	261	475	+82.0%	5	7	+40.0%
\$400,000 to \$499,999	60	170	+183.3%	0	0	--
\$500,000 to \$699,999	20	76	+280.0%	0	0	--
\$700,000 to \$999,999	2	6	+200.0%	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>1,595</b>	<b>1,661</b>	<b>+4.1%</b>	<b>69</b>	<b>77</b>	<b>+11.6%</b>

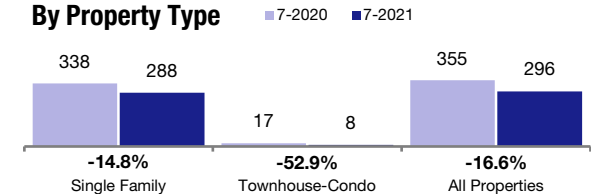
# Inventory of Active Listings

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		
	7-2020	7-2021	Change	7-2020	7-2021	Change
\$99,999 and Below	35	10	-71.4%	0	0	--
\$100,000 to \$199,999	90	58	-35.6%	3	2	-33.3%
\$200,000 to \$299,999	81	65	-19.8%	4	3	-25.0%
\$300,000 to \$399,999	64	50	-21.9%	6	2	-66.7%
\$400,000 to \$499,999	30	43	+43.3%	2	0	-100.0%
\$500,000 to \$699,999	23	35	+52.2%	1	0	-100.0%
\$700,000 to \$999,999	7	12	+71.4%	1	1	0.0%
\$1,000,000 to \$1,999,999	5	10	+100.0%	0	0	--
\$2,000,000 and Above	3	5	+66.7%	0	0	--
<b>All Price Ranges</b>	<b>338</b>	<b>288</b>	<b>-14.8%</b>	<b>17</b>	<b>8</b>	<b>-52.9%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	6-2021	7-2021	Change	6-2021	7-2021	Change
\$99,999 and Below	16	10	-37.5%	0	0	--
\$100,000 to \$199,999	60	58	-3.3%	2	2	0.0%
\$200,000 to \$299,999	46	65	+41.3%	3	3	0.0%
\$300,000 to \$399,999	56	50	-10.7%	1	2	+100.0%
\$400,000 to \$499,999	52	43	-17.3%	2	0	-100.0%
\$500,000 to \$699,999	28	35	+25.0%	0	0	--
\$700,000 to \$999,999	10	12	+20.0%	1	1	0.0%
\$1,000,000 to \$1,999,999	7	10	+42.9%	0	0	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
<b>All Price Ranges</b>	<b>280</b>	<b>288</b>	<b>+2.9%</b>	<b>9</b>	<b>8</b>	<b>-11.1%</b>

### Year to Date

By Price Range	Single Family			Condo		
	7-2020	7-2021	Change	7-2020	7-2021	Change
\$99,999 and Below	16	10	-37.5%	0	0	--
\$100,000 to \$199,999	60	58	-3.3%	2	2	0.0%
\$200,000 to \$299,999	46	65	+41.3%	3	3	0.0%
\$300,000 to \$399,999	56	50	-10.7%	1	2	+100.0%
\$400,000 to \$499,999	52	43	-17.3%	2	0	-100.0%
\$500,000 to \$699,999	28	35	+25.0%	0	0	--
\$700,000 to \$999,999	10	12	+20.0%	1	1	0.0%
\$1,000,000 to \$1,999,999	7	10	+42.9%	0	0	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
<b>All Price Ranges</b>	<b>280</b>	<b>288</b>	<b>+2.9%</b>	<b>9</b>	<b>8</b>	<b>-11.1%</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.