

Monthly Indicators



June 2021

Percent changes calculated using year-over-year comparisons.

New Listings were up 7.0 percent for single family homes but decreased 6.7 percent for townhouse-condo properties. Pending Sales increased 1.7 percent for single family homes but remained flat for townhouse-condo properties.

The Median Sales Price was up 27.7 percent to \$300,000 for single family homes and 46.0 percent to \$272,950 for townhouse-condo properties. Days on Market decreased 21.1 percent for single family homes but increased 39.6 percent for townhouse-condo properties.

The increase in sales prices comes with a slight decline in existing home sales nationwide, as homebuyers struggle with declining affordability amid a lack of inventory, forcing some buyers to simply wait it out in hopes of more inventory and less competition. Meanwhile, home builders are trying to meet the increased market demand, with housing starts up 3.6% in May from April, according to the Commerce Department. As we ease into new routines and look forward to a post-pandemic future, one thing remains certain: America desperately needs more homes.

Activity Snapshot

+ 8.1%	+ 28.5%	- 33.6%
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	6-2020	6-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		330	353	+ 7.0%	1,662	1,765	+ 6.2%
Pending Sales		290	295	+ 1.7%	1,471	1,545	+ 5.0%
Sold Listings		251	273	+ 8.8%	1,281	1,388	+ 8.4%
Median Sales Price		\$235,000	\$300,000	+ 27.7%	\$220,000	\$270,000	+ 22.7%
Avg. Sales Price		\$236,039	\$309,800	+ 31.2%	\$225,153	\$282,387	+ 25.4%
Pct. of List Price Received		99.2%	102.7%	+ 3.5%	98.4%	101.2%	+ 2.8%
Days on Market		71	56	- 21.1%	74	64	- 13.5%
Affordability Index		165	129	- 21.8%	177	143	- 19.2%
Active Listings		348	234	- 32.8%	--	--	--
Months Supply		1.5	0.9	- 40.0%	--	--	--

Townhouse-Condo Market Overview

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

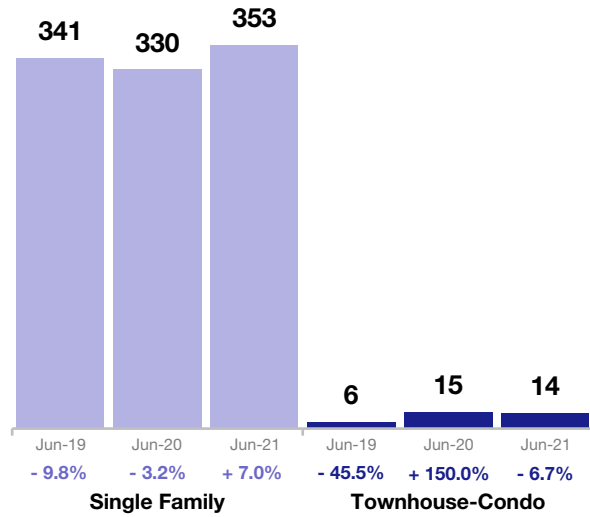


Key Metrics	Historical Sparkbars	6-2020	6-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		15	14	- 6.7%	78	64	- 17.9%
Pending Sales		13	13	0.0%	70	63	- 10.0%
Sold Listings		9	8	- 11.1%	58	60	+ 3.4%
Median Sales Price		\$187,000	\$272,950	+ 46.0%	\$195,000	\$224,250	+ 15.0%
Avg. Sales Price		\$202,700	\$334,300	+ 64.9%	\$194,550	\$232,172	+ 19.3%
Pct. of List Price Received		99.9%	101.1%	+ 1.2%	98.5%	100.0%	+ 1.5%
Days on Market		48	67	+ 39.6%	75	73	- 2.7%
Affordability Index		208	141	- 32.2%	199	172	- 13.6%
Active Listings		15	7	- 53.3%	--	--	--
Months Supply		1.5	0.7	- 53.3%	--	--	--

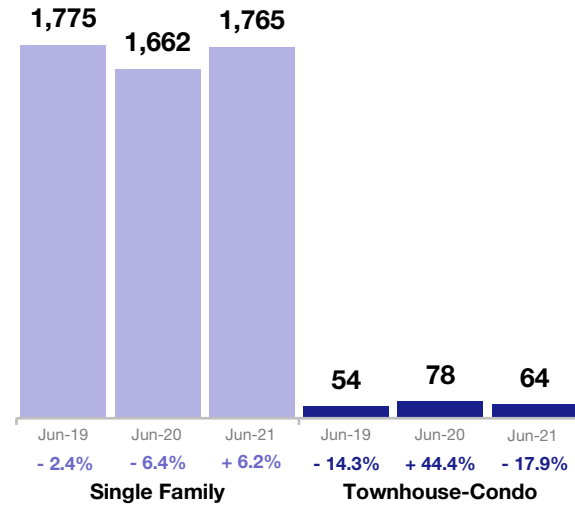
New Listings



June

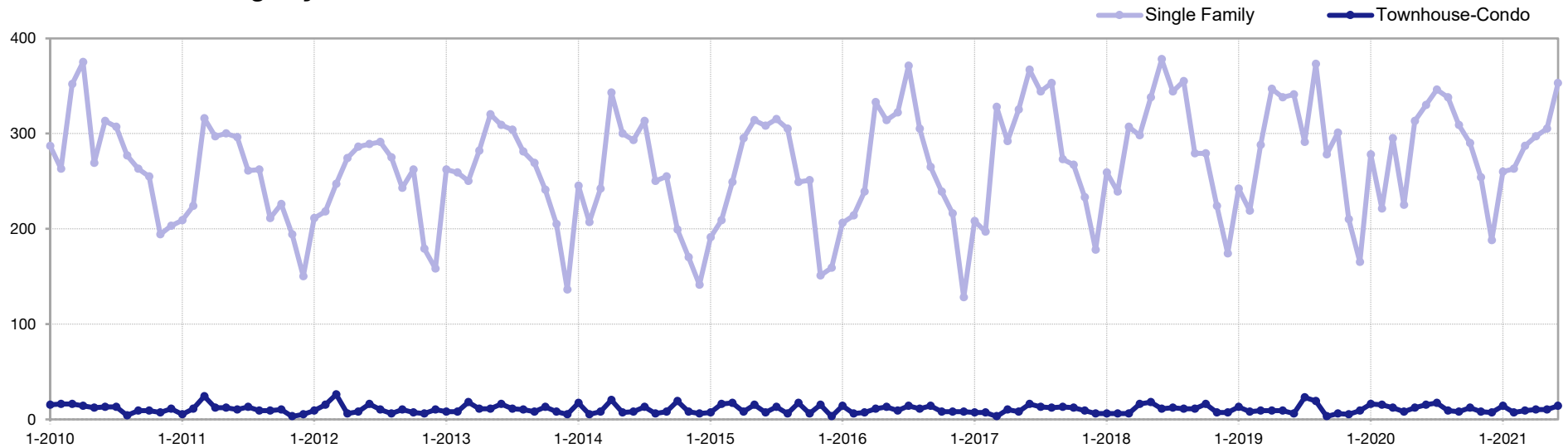


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	346	+18.9%	17	-26.1%
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	260	-6.5%	14	-12.5%
Feb-2021	263	+19.0%	7	-53.3%
Mar-2021	287	-2.7%	9	-25.0%
Apr-2021	297	+32.0%	10	+25.0%
May-2021	305	-2.6%	10	-16.7%
Jun-2021	353	+7.0%	14	-6.7%

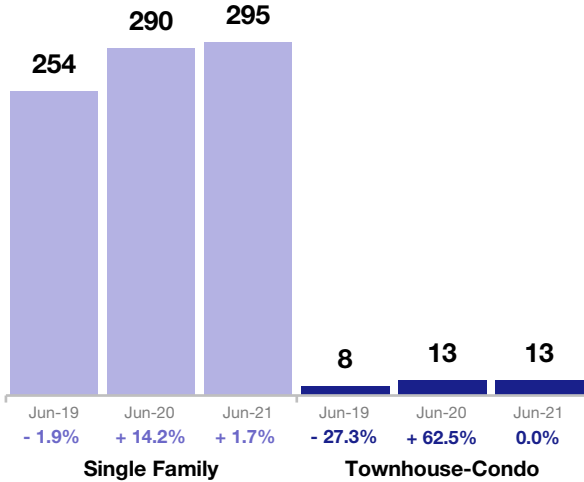
Historical New Listings by Month



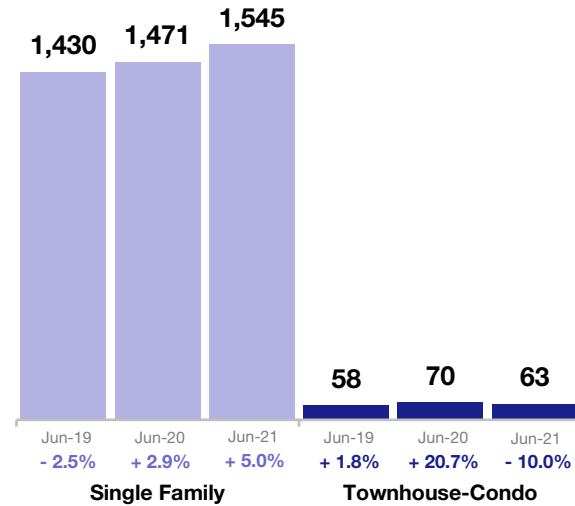
Pending Sales



June

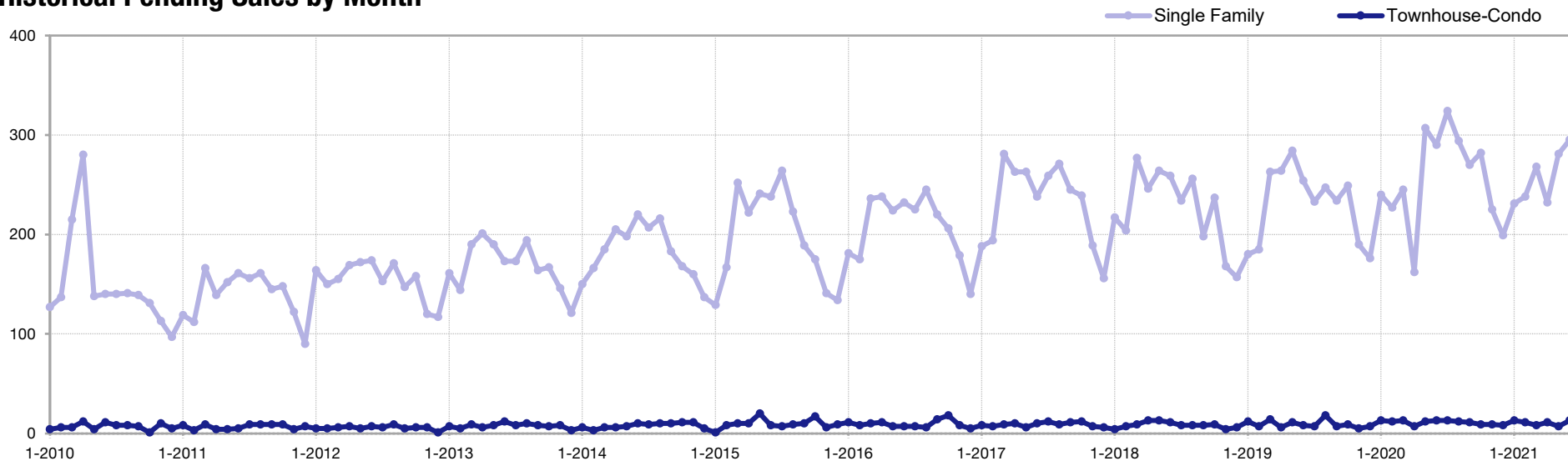


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	324	+39.1%	13	+85.7%
Aug-2020	294	+19.0%	12	-33.3%
Sep-2020	270	+15.4%	11	+57.1%
Oct-2020	282	+13.3%	9	0.0%
Nov-2020	225	+18.4%	9	+80.0%
Dec-2020	199	+13.1%	8	+14.3%
Jan-2021	231	-3.8%	13	0.0%
Feb-2021	238	+4.8%	11	-8.3%
Mar-2021	268	+9.4%	8	-38.5%
Apr-2021	232	+43.2%	11	+57.1%
May-2021	281	-8.5%	7	-41.7%
Jun-2021	295	+1.7%	13	0.0%

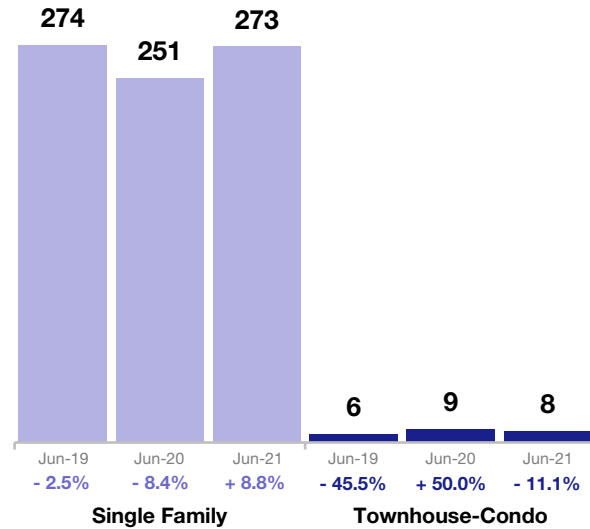
Historical Pending Sales by Month



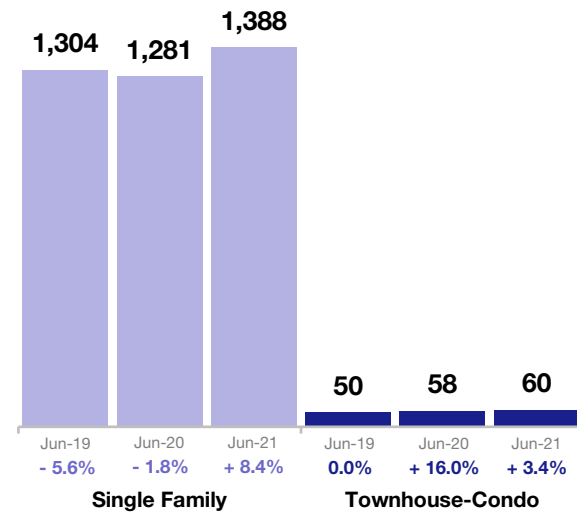
Sold Listings



June

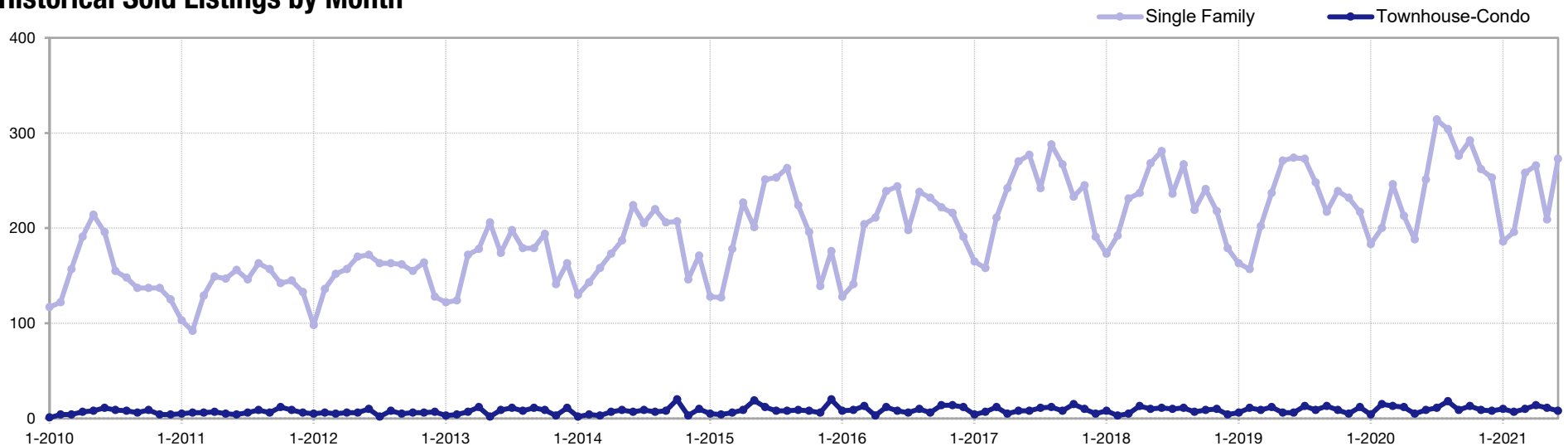


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	314	+15.0%	11	-15.4%
Aug-2020	304	+22.6%	18	+100.0%
Sep-2020	276	+27.2%	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	196	-2.0%	7	-53.3%
Mar-2021	258	+4.9%	10	-23.1%
Apr-2021	266	+24.9%	14	+16.7%
May-2021	209	+11.2%	11	+120.0%
Jun-2021	273	+8.8%	8	-11.1%

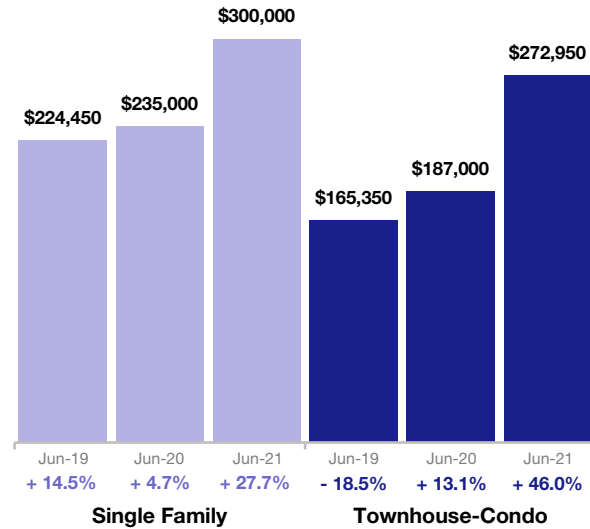
Historical Sold Listings by Month



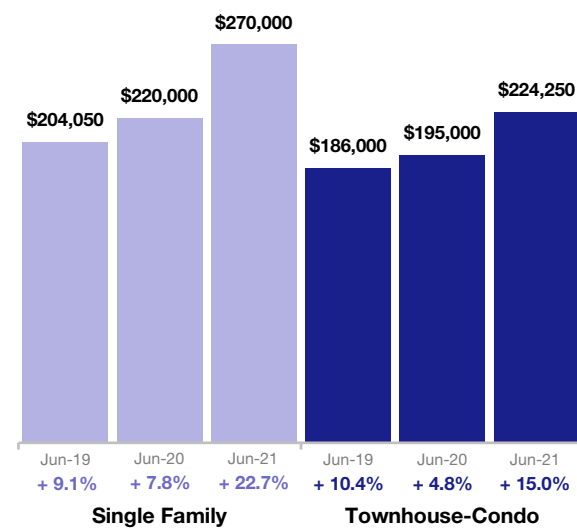
Median Sales Price



June

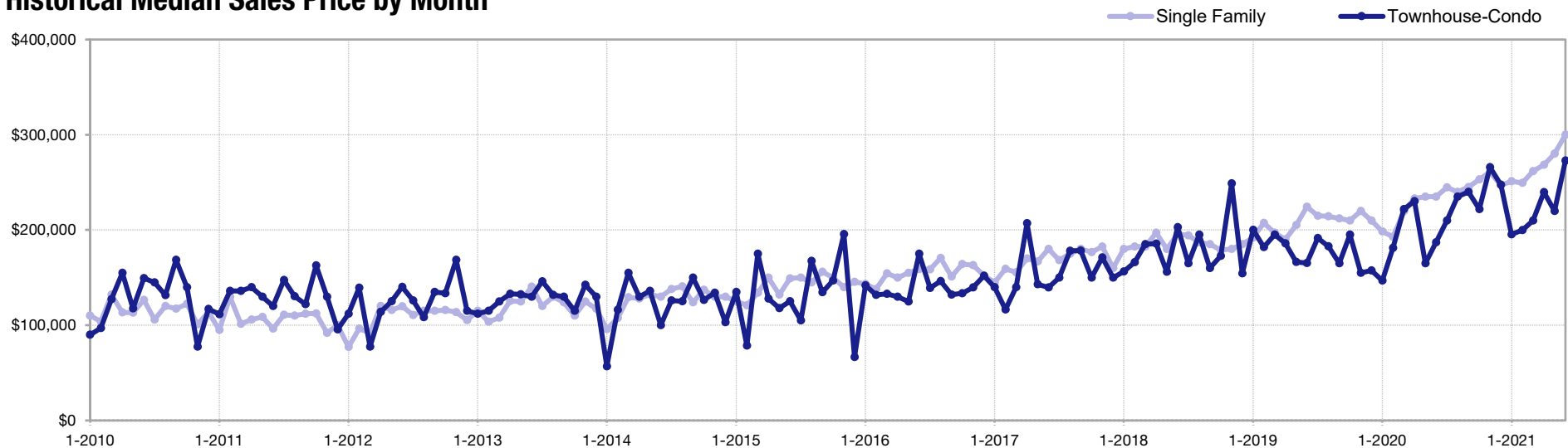


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	\$244,850	+13.9%	\$210,000	+9.7%
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	\$280,000	+19.1%	\$220,000	+33.3%
Jun-2021	\$300,000	+27.7%	\$272,950	+46.0%

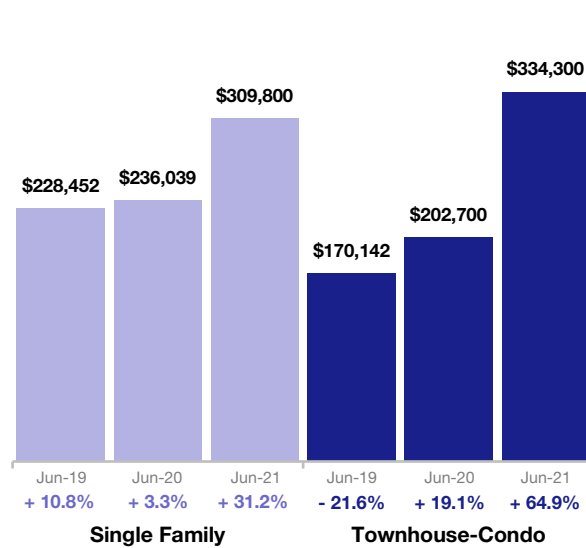
Historical Median Sales Price by Month



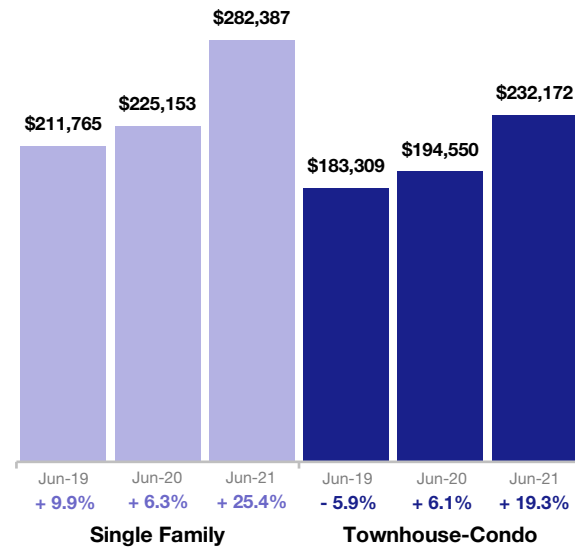
Average Sales Price



June

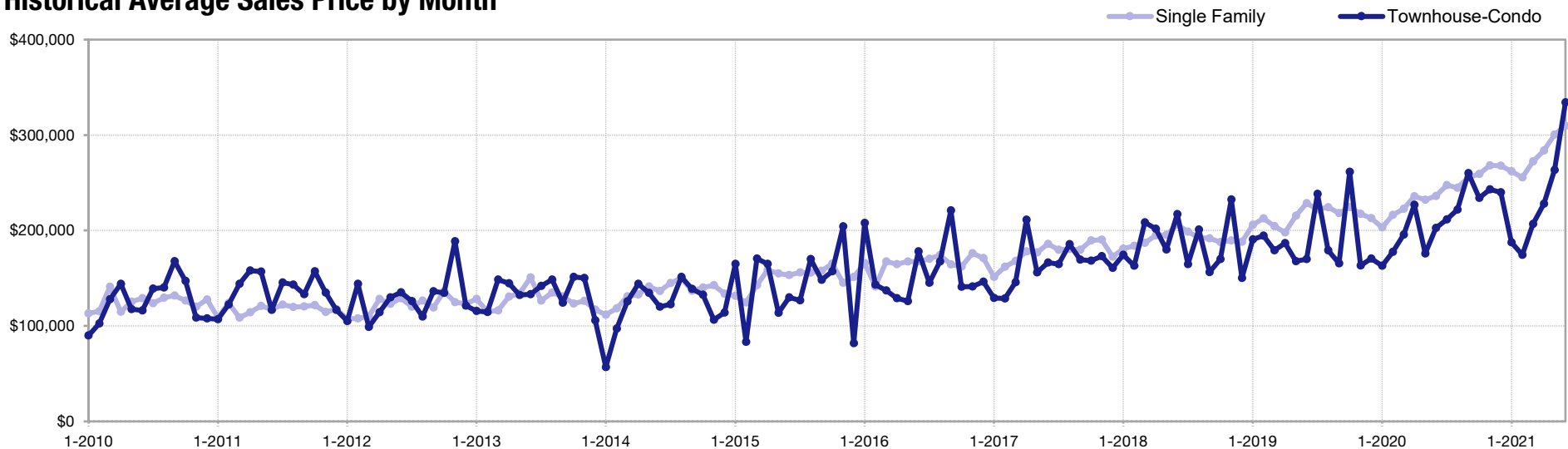


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	\$247,431	+11.4%	\$211,682	-11.2%
Aug-2020	\$244,803	+9.1%	\$221,931	+23.8%
Sep-2020	\$255,538	+17.0%	\$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	\$255,678	+18.1%	\$174,529	-1.6%
Mar-2021	\$272,248	+22.3%	\$206,815	+5.7%
Apr-2021	\$283,790	+20.3%	\$227,939	+0.4%
May-2021	\$300,422	+29.3%	\$263,445	+49.8%
Jun-2021	\$309,800	+31.2%	\$334,300	+64.9%

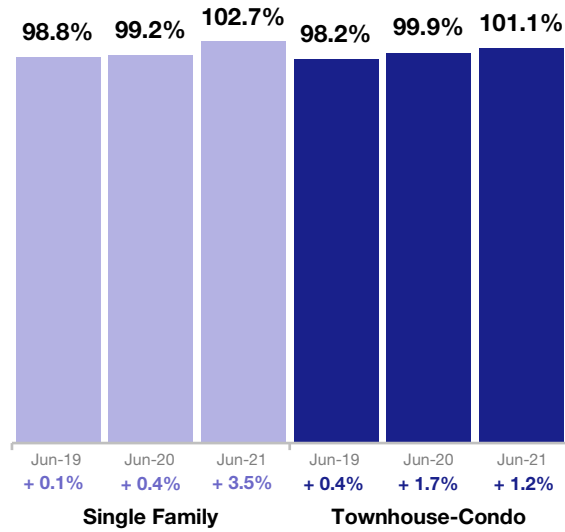
Historical Average Sales Price by Month



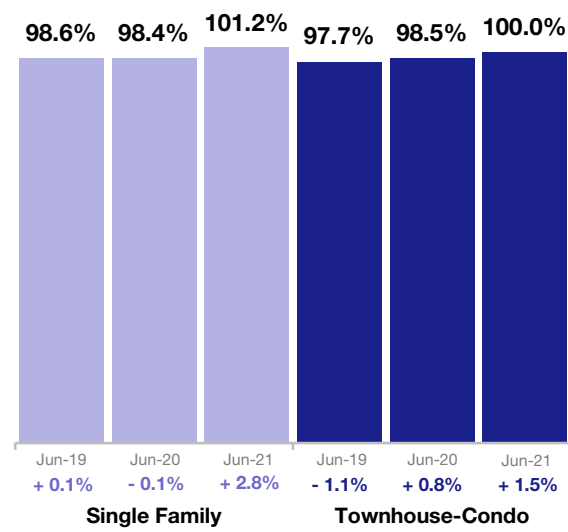
Percent of List Price Received



June

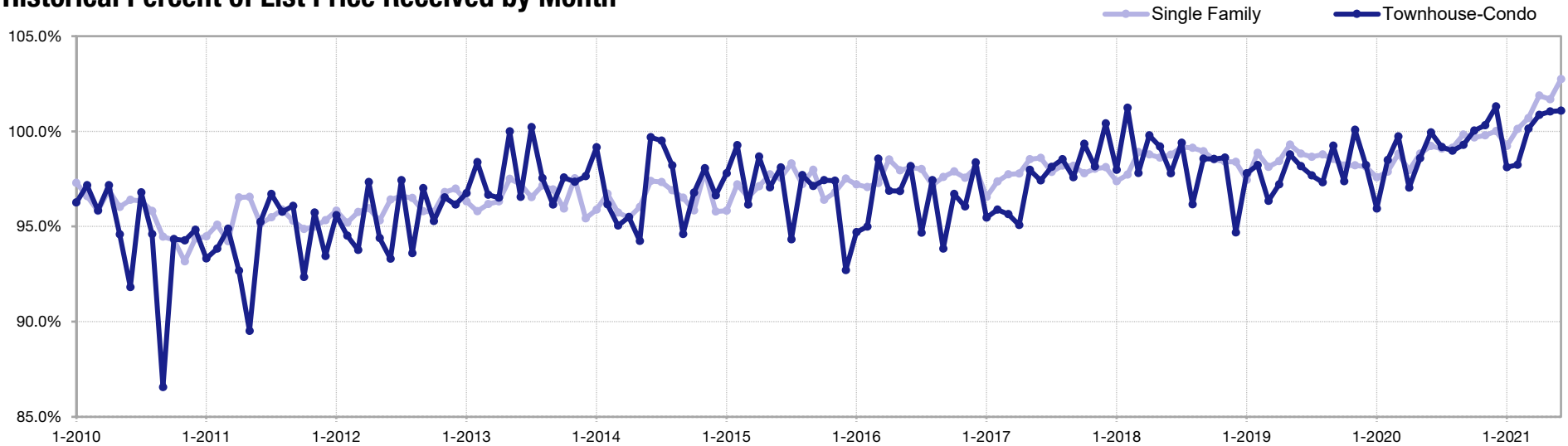


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	99.1%	+0.4%	99.2%	+1.5%
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	99.2%	+1.6%	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	101.7%	+2.9%	101.0%	+2.4%
Jun-2021	102.7%	+3.5%	101.1%	+1.2%

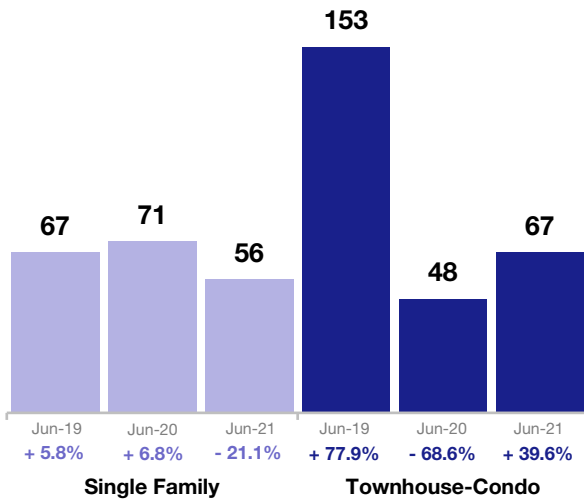
Historical Percent of List Price Received by Month



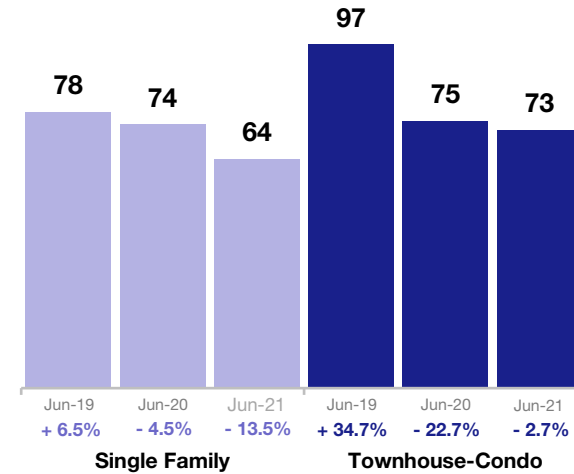
Days on Market Until Sale



June

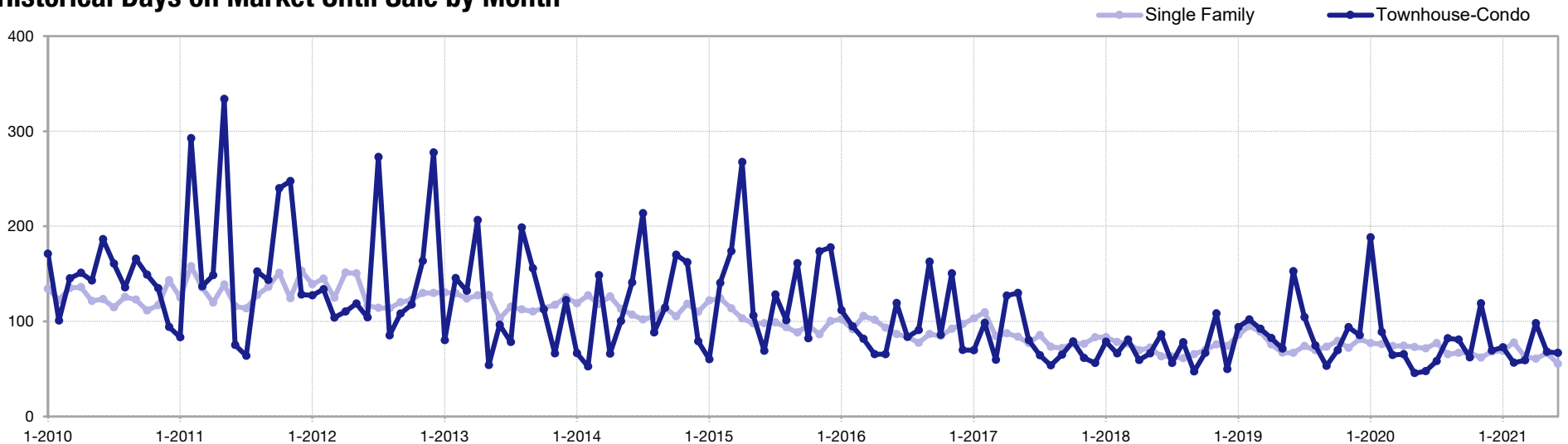


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	77	+4.1%	58	-44.2%
Aug-2020	66	-5.7%	82	+9.3%
Sep-2020	67	-8.2%	81	+52.8%
Oct-2020	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	61	-17.6%	98	+48.5%
May-2021	67	-8.2%	68	+47.8%
Jun-2021	56	-21.1%	67	+39.6%

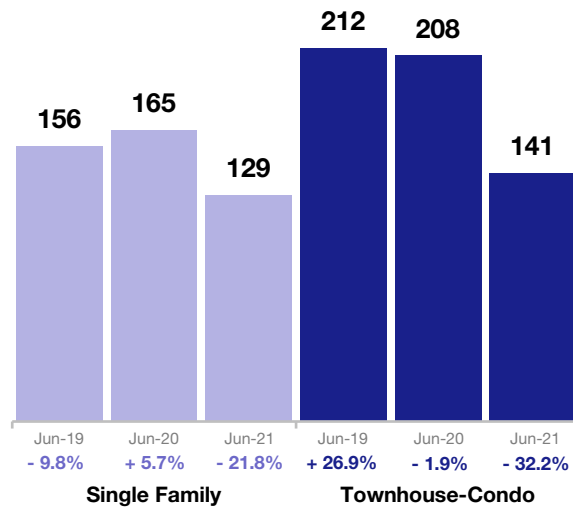
Historical Days on Market Until Sale by Month



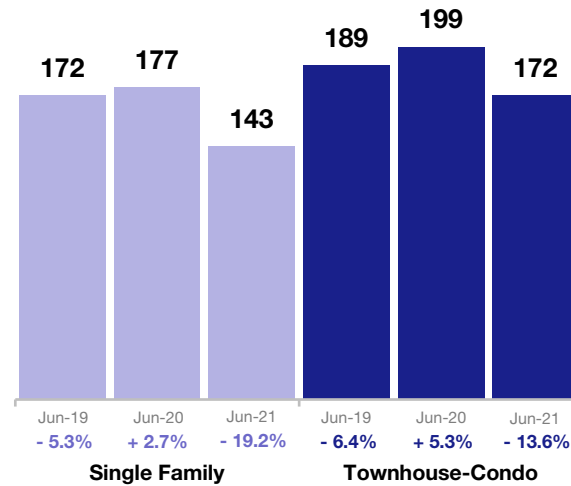
Housing Affordability Index



June

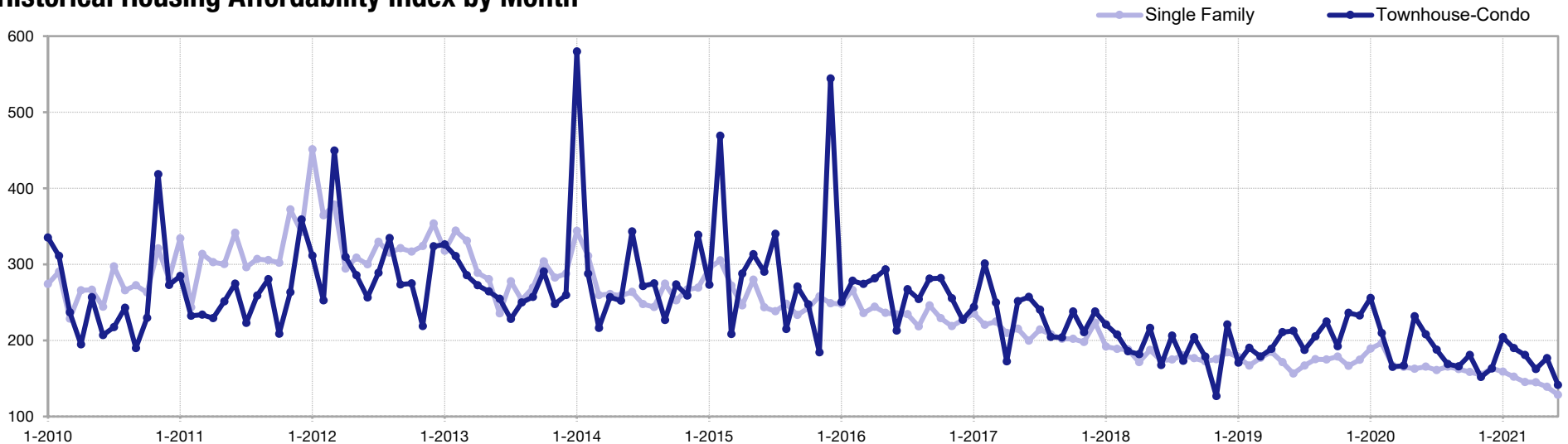


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	161	-3.6%	188	+0.5%
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	139	-14.7%	177	-23.7%
Jun-2021	129	-21.8%	141	-32.2%

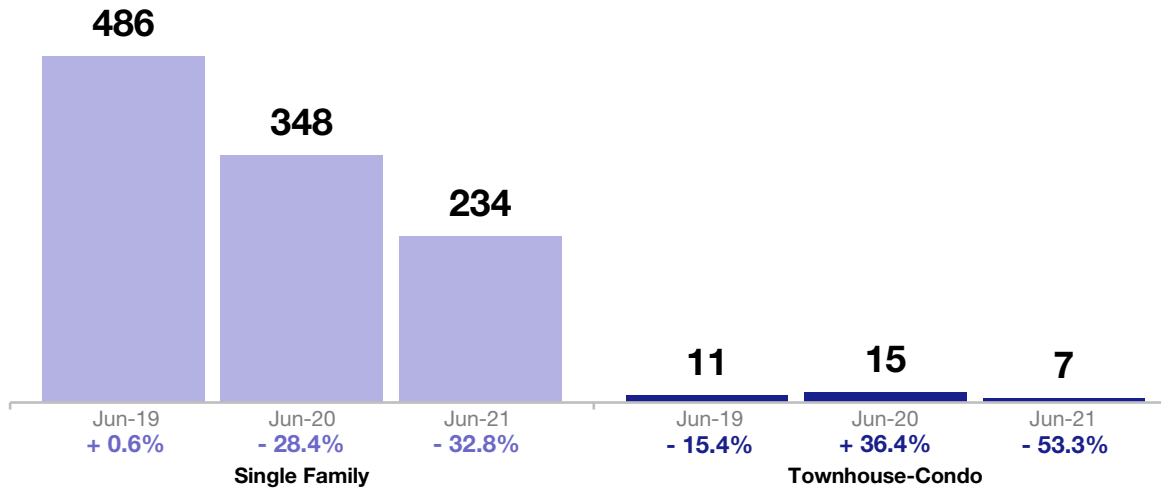
Historical Housing Affordability Index by Month



Inventory of Active Listings

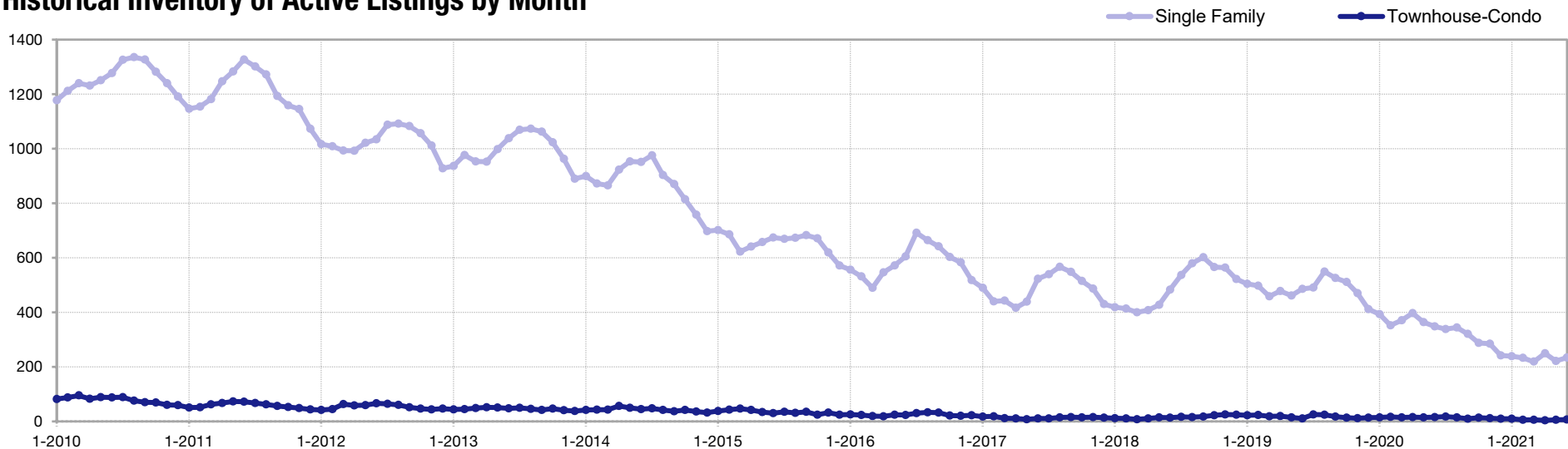


June



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	338	-31.2%	17	-32.0%
Aug-2020	344	-37.3%	14	-41.7%
Sep-2020	321	-39.0%	10	-41.2%
Oct-2020	288	-43.6%	13	0.0%
Nov-2020	285	-39.4%	12	0.0%
Dec-2020	242	-41.3%	10	-23.1%
Jan-2021	239	-39.2%	10	-28.6%
Feb-2021	233	-33.8%	6	-62.5%
Mar-2021	219	-41.0%	6	-57.1%
Apr-2021	250	-37.0%	4	-73.3%
May-2021	221	-39.3%	6	-57.1%
Jun-2021	234	-32.8%	7	-53.3%

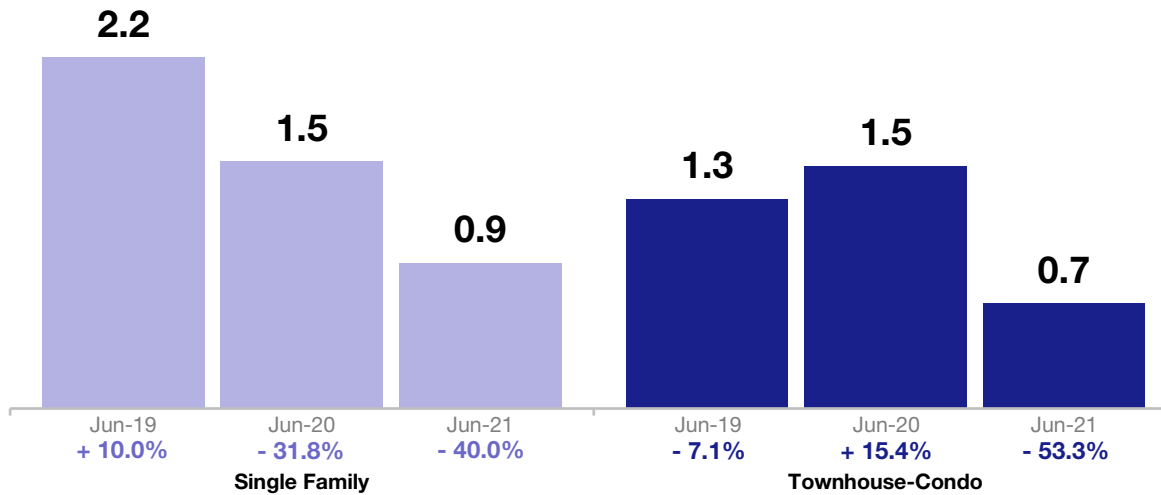
Historical Inventory of Active Listings by Month



Months Supply of Inventory

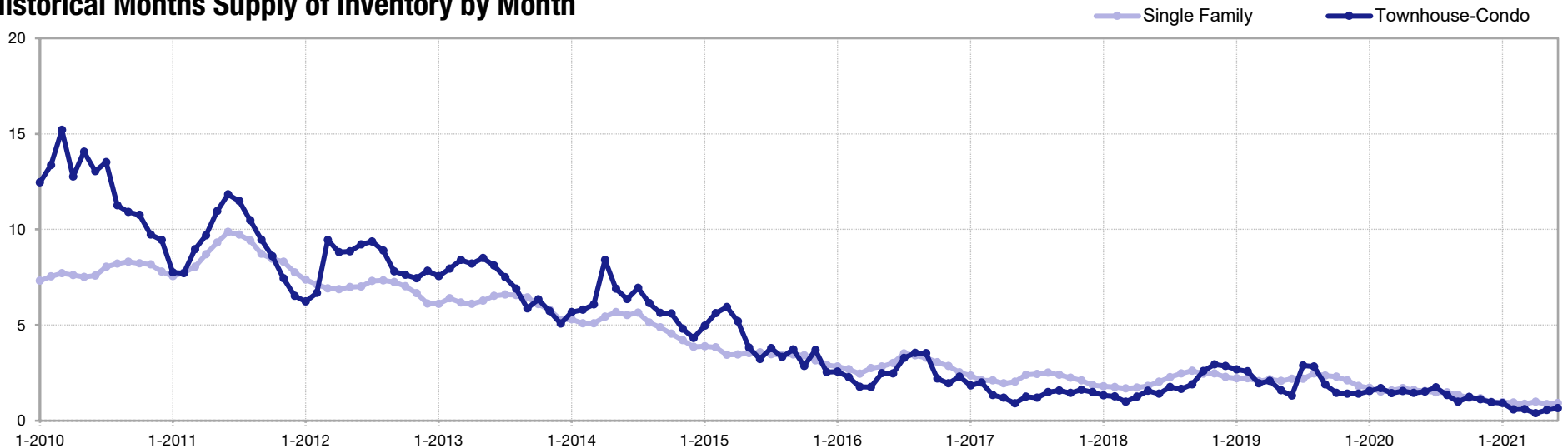


June



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	1.5	-31.8%	1.7	-41.4%
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	1.2	-42.9%	1.1	-21.4%
Dec-2020	1.0	-44.4%	1.0	-28.6%
Jan-2021	1.0	-41.2%	0.9	-40.0%
Feb-2021	0.9	-40.0%	0.6	-64.7%
Mar-2021	0.9	-43.8%	0.6	-57.1%
Apr-2021	1.0	-41.2%	0.4	-73.3%
May-2021	0.9	-43.8%	0.6	-57.1%
Jun-2021	0.9	-40.0%	0.7	-53.3%

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.



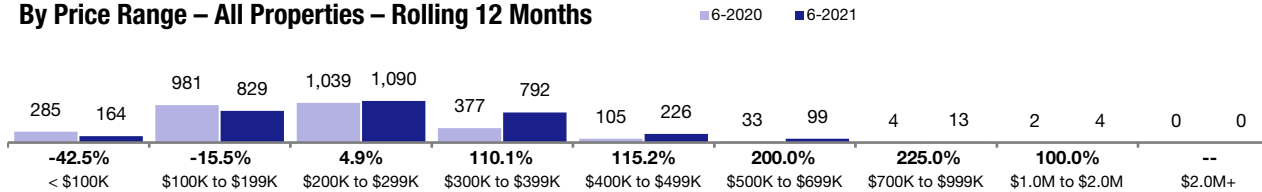
Key Metrics	Historical Sparkbars	6-2020	6-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		345	367	+ 6.4%	1,740	1,829	+ 5.1%
Pending Sales		303	308	+ 1.7%	1,541	1,608	+ 4.3%
Sold Listings		260	281	+ 8.1%	1,339	1,448	+ 8.1%
Median Sales Price		\$233,450	\$299,900	+ 28.5%	\$219,900	\$267,050	+ 21.4%
Avg. Sales Price		\$234,885	\$310,498	+ 32.2%	\$223,827	\$280,306	+ 25.2%
Pct. of List Price Received		99.2%	102.7%	+ 3.5%	98.4%	101.1%	+ 2.7%
Days on Market		71	56	- 21.1%	74	65	- 12.2%
Affordability Index		167	129	- 22.8%	177	144	- 18.6%
Active Listings		363	241	- 33.6%	--	--	--
Months Supply		1.5	0.9	- 40.0%	--	--	--

Sold Listings

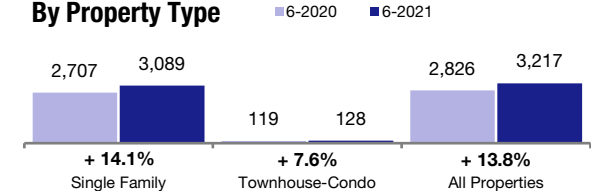
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	6-2020	6-2021	Change	6-2020	6-2021	Change
\$99,999 and Below	273	161	-41.0%	12	3	-75.0%
\$100,000 to \$199,999	926	786	-15.1%	55	43	-21.8%
\$200,000 to \$299,999	998	1,026	+2.8%	41	64	+56.1%
\$300,000 to \$399,999	369	777	+110.6%	8	15	+87.5%
\$400,000 to \$499,999	104	225	+116.3%	1	1	0.0%
\$500,000 to \$699,999	31	99	+219.4%	2	0	-100.0%
\$700,000 to \$999,999	4	11	+175.0%	0	2	--
\$1,000,000 to \$1,999,999	2	4	+100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,707	3,089	+14.1%	119	128	+7.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2021	6-2021	Change	5-2021	6-2021	Change
\$99,999 and Below	1	4	+300.0%	0	0	--
\$100,000 to \$199,999	50	51	+2.0%	5	0	-100.0%
\$200,000 to \$299,999	59	81	+37.3%	4	5	+25.0%
\$300,000 to \$399,999	63	84	+33.3%	1	2	+100.0%
\$400,000 to \$499,999	26	32	+23.1%	0	0	--
\$500,000 to \$699,999	10	18	+80.0%	0	0	--
\$700,000 to \$999,999	0	2	--	1	1	0.0%
\$1,000,000 to \$1,999,999	0	1	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	209	273	+30.6%	11	8	-27.3%

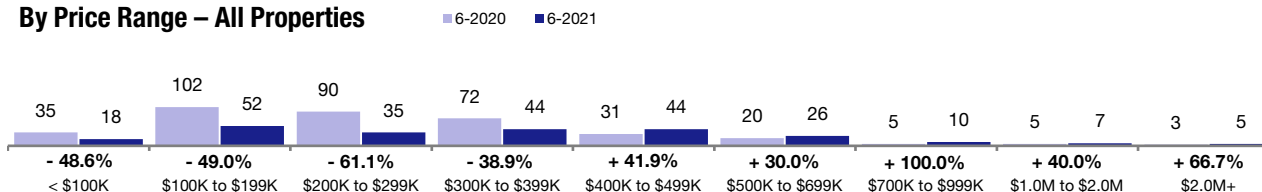
Year to Date

By Price Range	Single Family			Condo		
	6-2020	6-2021	Change	6-2020	6-2021	Change
\$99,999 and Below	123	49	-60.2%	5	3	-40.0%
\$100,000 to \$199,999	442	334	-24.4%	24	21	-12.5%
\$200,000 to \$299,999	457	416	-9.0%	25	28	+12.0%
\$300,000 to \$399,999	195	390	+100.0%	4	6	+50.0%
\$400,000 to \$499,999	48	135	+181.3%	0	0	--
\$500,000 to \$699,999	13	59	+353.8%	0	0	--
\$700,000 to \$999,999	1	4	+300.0%	0	2	--
\$1,000,000 to \$1,999,999	2	1	-50.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	1,281	1,388	+8.4%	58	60	+3.4%

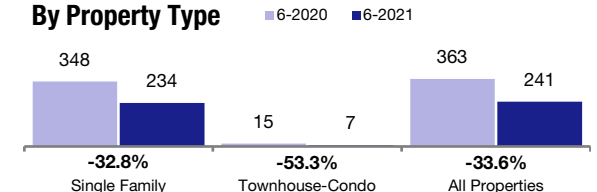
Inventory of Active Listings

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		
	6-2020	6-2021	Change	6-2020	6-2021	Change
\$99,999 and Below	35	18	-48.6%	0	0	--
\$100,000 to \$199,999	101	50	-50.5%	1	2	+100.0%
\$200,000 to \$299,999	84	33	-60.7%	6	2	-66.7%
\$300,000 to \$399,999	67	43	-35.8%	5	1	-80.0%
\$400,000 to \$499,999	30	43	+43.3%	1	1	0.0%
\$500,000 to \$699,999	19	26	+36.8%	1	0	-100.0%
\$700,000 to \$999,999	4	9	+125.0%	1	1	0.0%
\$1,000,000 to \$1,999,999	5	7	+40.0%	0	0	--
\$2,000,000 and Above	3	5	+66.7%	0	0	--
All Price Ranges	348	234	-32.8%	15	7	-53.3%

Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2021	6-2021	Change	5-2021	6-2021	Change
\$99,999 and Below	17	18	+5.9%	0	0	--
\$100,000 to \$199,999	61	50	-18.0%	1	2	+100.0%
\$200,000 to \$299,999	36	33	-8.3%	2	2	0.0%
\$300,000 to \$399,999	40	43	+7.5%	2	1	-50.0%
\$400,000 to \$499,999	27	43	+59.3%	0	1	--
\$500,000 to \$699,999	23	26	+13.0%	0	0	--
\$700,000 to \$999,999	7	9	+28.6%	1	1	0.0%
\$1,000,000 to \$1,999,999	5	7	+40.0%	0	0	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
All Price Ranges	221	234	+5.9%	6	7	+16.7%

Year to Date

By Price Range	Single Family			Condo		
	6-2020	6-2021	Change	6-2020	6-2021	Change
\$99,999 and Below	17	18	+5.9%	0	0	--
\$100,000 to \$199,999	61	50	-18.0%	1	2	+100.0%
\$200,000 to \$299,999	36	33	-8.3%	2	2	0.0%
\$300,000 to \$399,999	40	43	+7.5%	2	1	-50.0%
\$400,000 to \$499,999	27	43	+59.3%	0	1	--
\$500,000 to \$699,999	23	26	+13.0%	0	0	--
\$700,000 to \$999,999	7	9	+28.6%	1	1	0.0%
\$1,000,000 to \$1,999,999	5	7	+40.0%	0	0	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
All Price Ranges	221	234	+5.9%	6	7	+16.7%

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

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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.

Local Market Update for June 2021

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Pueblo County

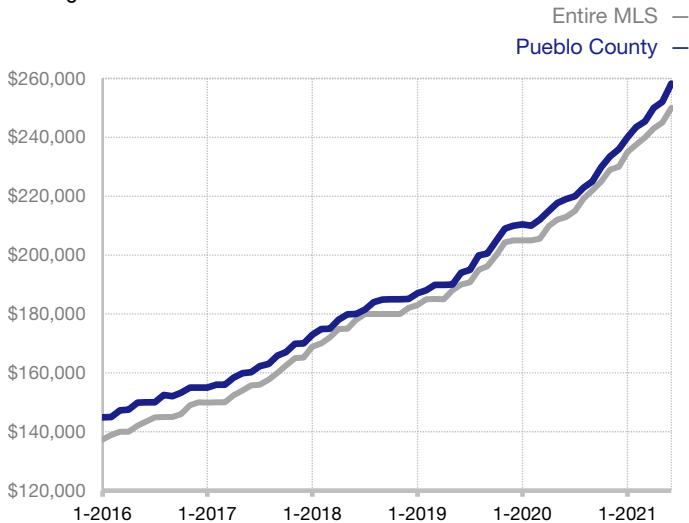
Single Family Key Metrics	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
New Listings	325	350	+ 7.7%	1,654	1,737	+ 5.0%
Sold Listings	247	269	+ 8.9%	1,269	1,379	+ 8.7%
Median Sales Price*	\$236,000	\$290,000	+ 22.9%	\$220,000	\$270,000	+ 22.7%
Average Sales Price*	\$236,725	\$303,586	+ 28.2%	\$224,070	\$281,397	+ 25.6%
Percent of List Price Received*	99.2%	102.7%	+ 3.5%	98.5%	101.2%	+ 2.7%
Days on Market Until Sale	70	56	- 20.0%	73	64	- 12.3%
Inventory of Homes for Sale	343	221	- 35.6%	--	--	--
Months Supply of Inventory	1.6	0.9	- 43.8%	--	--	--

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

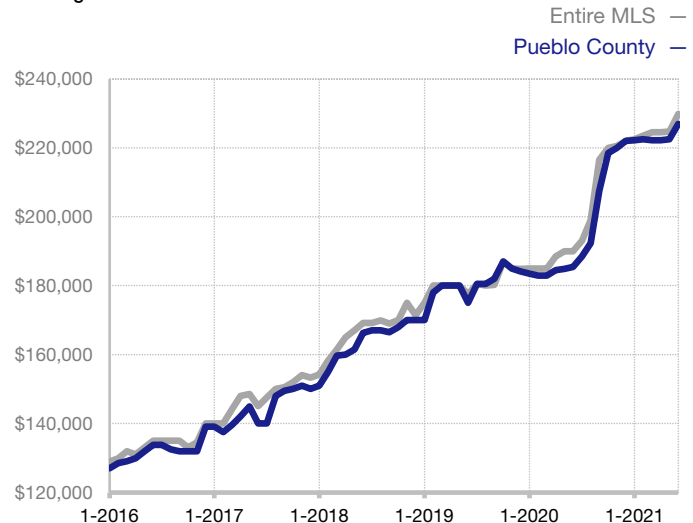
Townhouse/Condo Key Metrics	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
New Listings	15	14	- 6.7%	77	62	- 19.5%
Sold Listings	9	7	- 22.2%	57	57	0.0%
Median Sales Price*	\$187,000	\$265,900	+ 42.2%	\$190,000	\$224,000	+ 17.9%
Average Sales Price*	\$202,700	\$280,986	+ 38.6%	\$194,068	\$223,698	+ 15.3%
Percent of List Price Received*	99.9%	101.6%	+ 1.7%	98.6%	100.3%	+ 1.7%
Days on Market Until Sale	48	68	+ 41.7%	76	75	- 1.3%
Inventory of Homes for Sale	15	7	- 53.3%	--	--	--
Months Supply of Inventory	1.6	0.7	- 56.3%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for June 2021

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Fowler

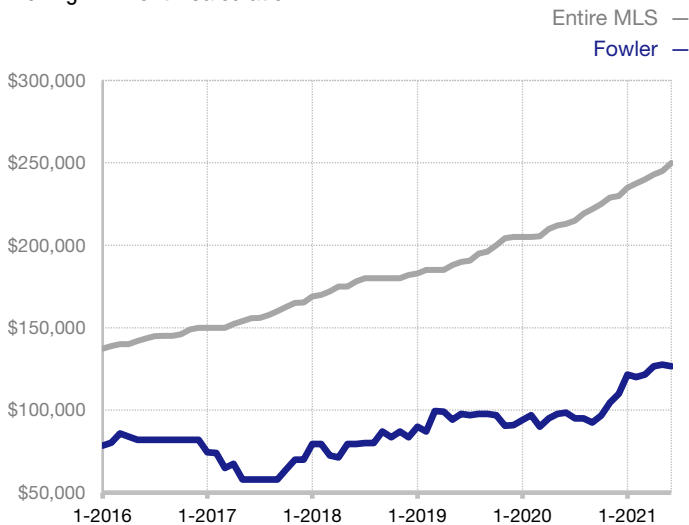
Single Family	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
Key Metrics						
New Listings	3	2	- 33.3%	9	29	+ 222.2%
Sold Listings	1	2	+ 100.0%	7	27	+ 285.7%
Median Sales Price*	\$85,000	\$94,825	+ 11.6%	\$95,000	\$135,000	+ 42.1%
Average Sales Price*	\$85,000	\$94,825	+ 11.6%	\$118,429	\$154,926	+ 30.8%
Percent of List Price Received*	100.0%	98.7%	- 1.3%	93.4%	99.3%	+ 6.3%
Days on Market Until Sale	31	56	+ 80.6%	102	80	- 21.6%
Inventory of Homes for Sale	2	4	+ 100.0%	--	--	--
Months Supply of Inventory	1.0	1.2	+ 20.0%	--	--	--

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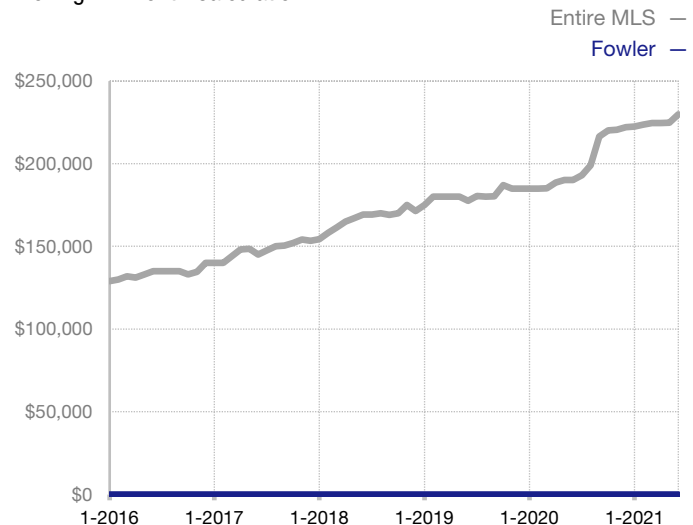
Townhouse/Condo	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for June 2021

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Huerfano County

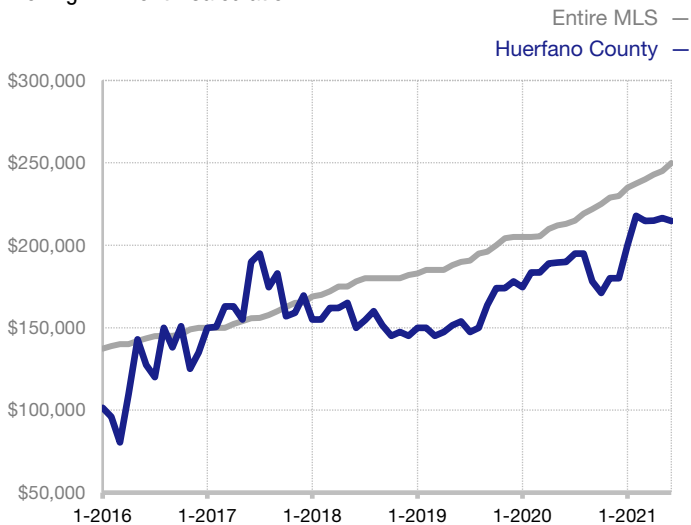
Single Family Key Metrics	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
New Listings	14	15	+ 7.1%	57	61	+ 7.0%
Sold Listings	7	9	+ 28.6%	29	54	+ 86.2%
Median Sales Price*	\$285,000	\$210,000	- 26.3%	\$195,000	\$279,000	+ 43.1%
Average Sales Price*	\$259,429	\$269,667	+ 3.9%	\$245,828	\$288,611	+ 17.4%
Percent of List Price Received*	96.9%	97.8%	+ 0.9%	91.7%	94.9%	+ 3.5%
Days on Market Until Sale	184	204	+ 10.9%	178	167	- 6.2%
Inventory of Homes for Sale	62	39	- 37.1%	--	--	--
Months Supply of Inventory	9.4	4.1	- 56.4%	--	--	--

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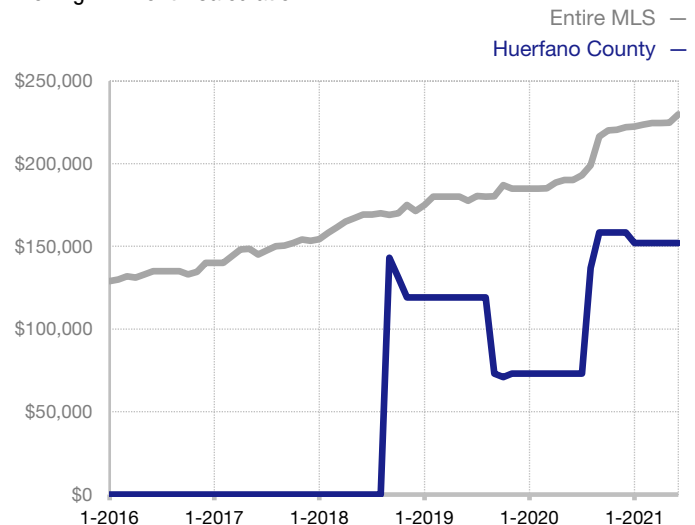
Townhouse/Condo Key Metrics	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
New Listings	1	0	- 100.0%	2	1	- 50.0%
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$110,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$110,000	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	88.0%	--
Days on Market Until Sale	0	0	--	0	31	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	1.0	0.0	- 100.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for June 2021

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La Junta

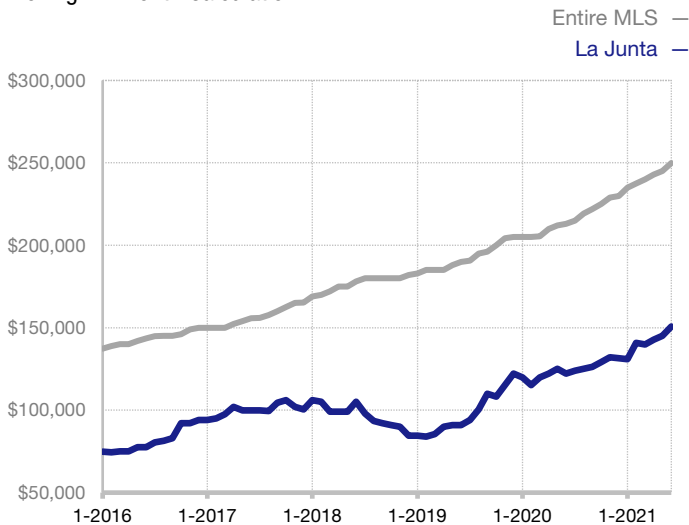
Single Family Key Metrics	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
New Listings	14	10	- 28.6%	52	40	- 23.1%
Sold Listings	11	4	- 63.6%	36	40	+ 11.1%
Median Sales Price*	\$89,900	\$108,500	+ 20.7%	\$122,000	\$152,500	+ 25.0%
Average Sales Price*	\$107,845	\$133,750	+ 24.0%	\$120,926	\$154,850	+ 28.1%
Percent of List Price Received*	98.7%	100.0%	+ 1.3%	97.4%	96.7%	- 0.7%
Days on Market Until Sale	110	73	- 33.6%	115	105	- 8.7%
Inventory of Homes for Sale	22	7	- 68.2%	--	--	--
Months Supply of Inventory	2.9	0.9	- 69.0%	--	--	--

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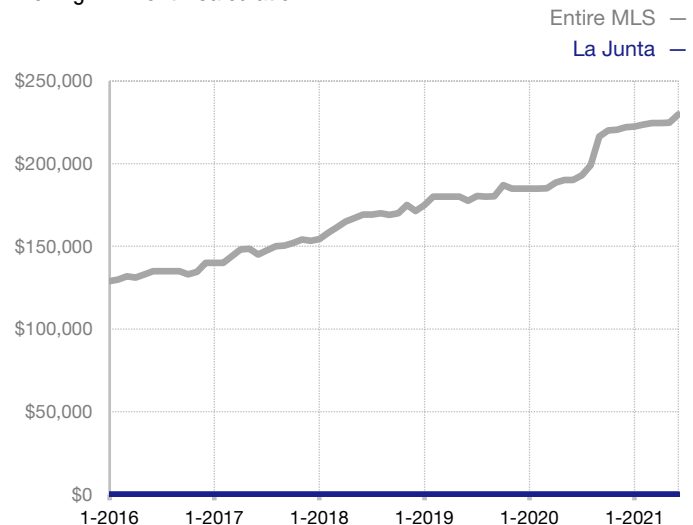
Townhouse/Condo Key Metrics	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

* 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



Local Market Update for June 2021

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Lamar

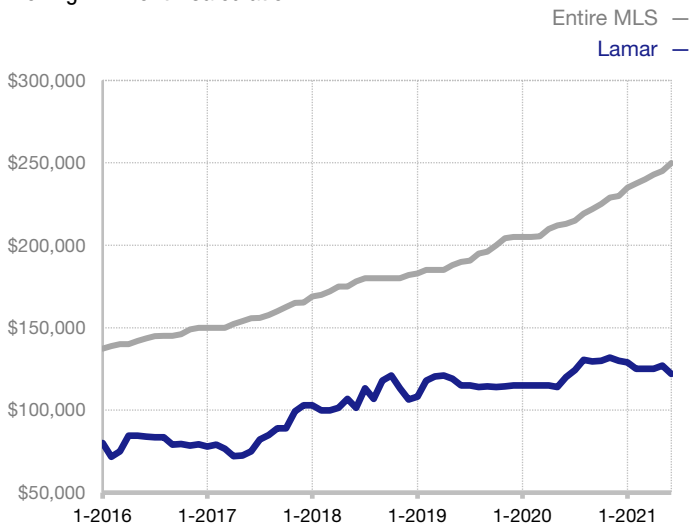
Single Family	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
Key Metrics						
New Listings	2	4	+ 100.0%	23	32	+ 39.1%
Sold Listings	4	4	0.0%	16	27	+ 68.8%
Median Sales Price*	\$163,750	\$122,500	- 25.2%	\$126,700	\$110,000	- 13.2%
Average Sales Price*	\$182,875	\$105,000	- 42.6%	\$141,588	\$129,052	- 8.9%
Percent of List Price Received*	100.6%	98.7%	- 1.9%	97.6%	95.7%	- 1.9%
Days on Market Until Sale	62	38	- 38.7%	127	89	- 29.9%
Inventory of Homes for Sale	10	7	- 30.0%	--	--	--
Months Supply of Inventory	2.8	1.4	- 50.0%	--	--	--

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

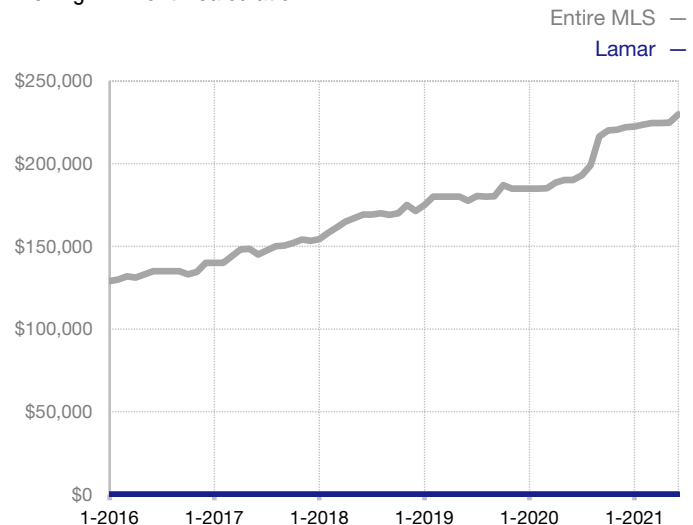
Townhouse/Condo	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for June 2021

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Las Animas

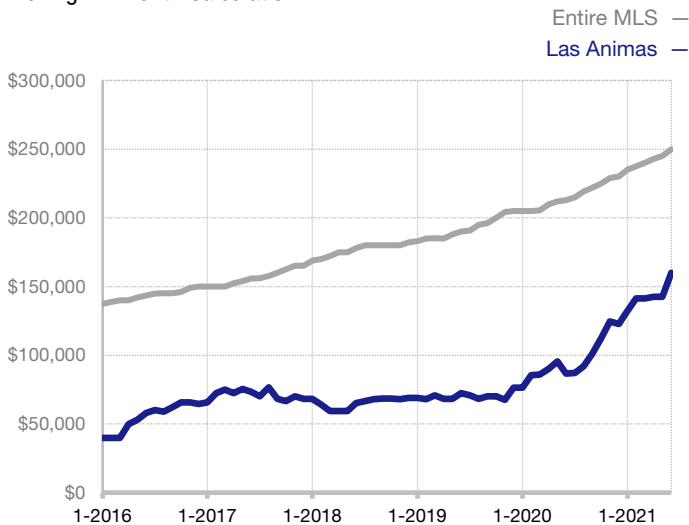
Single Family Key Metrics	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
New Listings	7	7	0.0%	19	24	+ 26.3%
Sold Listings	2	4	+ 100.0%	10	13	+ 30.0%
Median Sales Price*	\$60,500	\$172,500	+ 185.1%	\$94,000	\$170,000	+ 80.9%
Average Sales Price*	\$60,500	\$172,125	+ 184.5%	\$126,300	\$193,692	+ 53.4%
Percent of List Price Received*	97.2%	97.6%	+ 0.4%	94.1%	97.6%	+ 3.7%
Days on Market Until Sale	50	64	+ 28.0%	99	97	- 2.0%
Inventory of Homes for Sale	10	6	- 40.0%	--	--	--
Months Supply of Inventory	5.0	2.2	- 56.0%	--	--	--

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

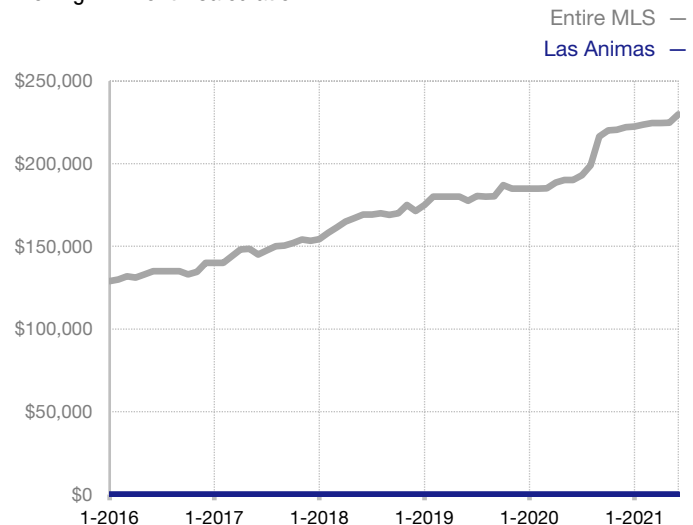
Townhouse/Condo Key Metrics	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

* 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



Local Market Update for June 2021

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Manzanola

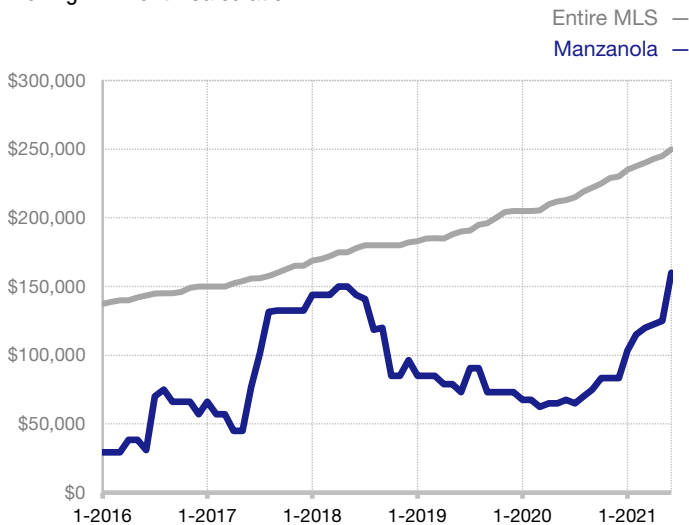
Single Family	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
Key Metrics						
New Listings	2	1	- 50.0%	5	5	0.0%
Sold Listings	1	1	0.0%	5	6	+ 20.0%
Median Sales Price*	\$70,000	\$220,000	+ 214.3%	\$70,000	\$177,250	+ 153.2%
Average Sales Price*	\$70,000	\$220,000	+ 214.3%	\$77,737	\$221,583	+ 185.0%
Percent of List Price Received*	88.6%	93.6%	+ 5.6%	94.1%	94.4%	+ 0.3%
Days on Market Until Sale	106	47	- 55.7%	77	120	+ 55.8%
Inventory of Homes for Sale	3	2	- 33.3%	--	--	--
Months Supply of Inventory	2.3	1.6	- 30.4%	--	--	--

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

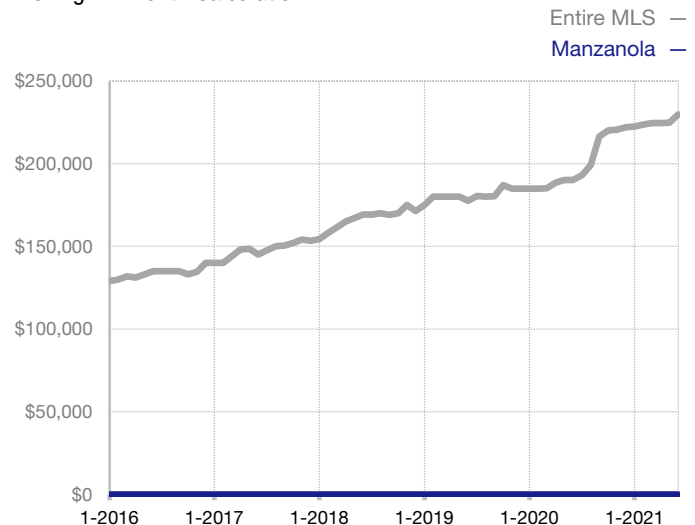
Townhouse/Condo	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for June 2021

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Rocky Ford

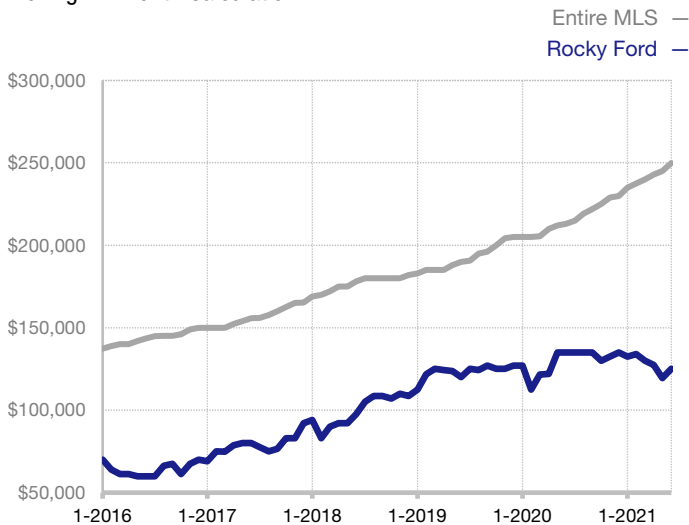
Single Family	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
Key Metrics						
New Listings	3	3	0.0%	25	20	- 20.0%
Sold Listings	3	4	+ 33.3%	16	29	+ 81.3%
Median Sales Price*	\$135,000	\$143,500	+ 6.3%	\$135,000	\$102,500	- 24.1%
Average Sales Price*	\$146,333	\$130,125	- 11.1%	\$142,256	\$133,568	- 6.1%
Percent of List Price Received*	84.9%	94.3%	+ 11.1%	92.7%	95.3%	+ 2.8%
Days on Market Until Sale	218	65	- 70.2%	137	92	- 32.8%
Inventory of Homes for Sale	11	6	- 45.5%	--	--	--
Months Supply of Inventory	3.7	1.1	- 70.3%	--	--	--

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

Townhouse/Condo	June			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
Key Metrics						
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	--	--	--	--

* 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

