

Monthly Indicators



March 2020

Percent changes calculated using year-over-year comparisons.

New Listings were down 3.8 percent for single family homes but increased 11.1 percent for townhouse-condo properties. Pending Sales increased 2.3 percent for single family homes but decreased 21.4 percent for townhouse-condo properties.

The Median Sales Price was up 11.8 percent to \$218,000 for single family homes and 15.9 percent to \$225,950 for townhouse-condo properties. Days on Market decreased 18.0 percent for single family homes and 30.4 percent for townhouse-condo properties.

While the effect of COVID-19 is varied throughout the country, we are likely to see impacts to housing activity now and into the coming months. Its continued spread is leading many companies and consumers to change their daily activities. ShowingTime is closely monitoring the situation and releasing daily updates on changes in showing activity. See national and state showing activity trends at <https://www.showingtime.com/impact-of-coronavirus/>.

Activity Snapshot

+ 10.0%	+ 12.6%	- 37.4%
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	3-2019	3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		288	277	- 3.8%	748	764	+ 2.1%
Pending Sales		263	269	+ 2.3%	629	719	+ 14.3%
Sold Listings		201	219	+ 9.0%	521	593	+ 13.8%
Median Sales Price		\$195,000	\$218,000	+ 11.8%	\$199,900	\$204,900	+ 2.5%
Avg. Sales Price		\$204,184	\$221,701	+ 8.6%	\$207,255	\$213,991	+ 3.3%
Pct. of List Price Received		98.1%	98.7%	+ 0.6%	98.1%	98.1%	0.0%
Days on Market		89	73	- 18.0%	90	75	- 16.7%
Affordability Index		179	168	- 6.1%	174	179	+ 2.9%
Active Listings		453	284	- 37.3%	--	--	--
Months Supply		2.0	1.2	- 40.0%	--	--	--

Townhouse-Condo Market Overview

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

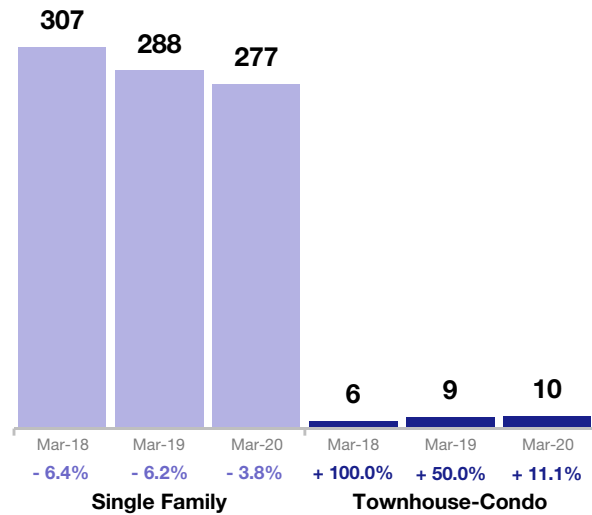


Key Metrics	Historical Sparkbars	3-2019	3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		9	10	+ 11.1%	30	39	+ 30.0%
Pending Sales		14	11	- 21.4%	33	36	+ 9.1%
Sold Listings		9	12	+ 33.3%	26	30	+ 15.4%
Median Sales Price		\$195,000	\$225,950	+ 15.9%	\$190,000	\$211,500	+ 11.3%
Avg. Sales Price		\$179,322	\$203,410	+ 13.4%	\$188,385	\$188,420	+ 0.0%
Pct. of List Price Received		96.4%	99.5%	+ 3.2%	97.5%	98.9%	+ 1.4%
Days on Market		92	64	- 30.4%	97	93	- 4.1%
Affordability Index		179	162	- 9.5%	183	173	- 5.5%
Active Listings		18	11	- 38.9%	--	--	--
Months Supply		1.9	1.1	- 42.1%	--	--	--

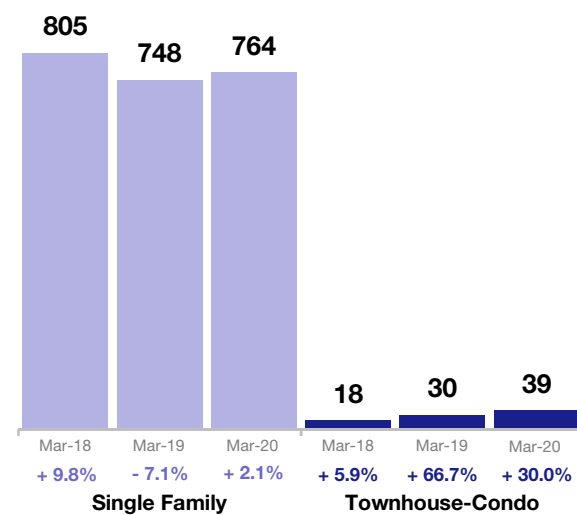
New Listings



March

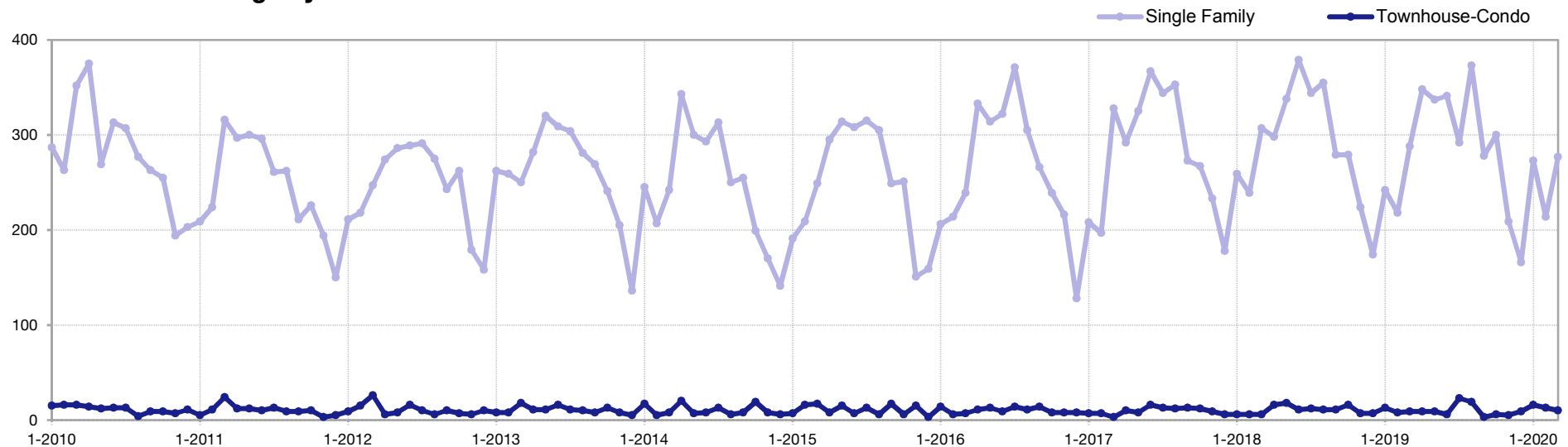


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	348	+16.8%	9	-43.8%
May-2019	337	-0.3%	9	-50.0%
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	300	+7.5%	6	-62.5%
Nov-2019	209	-6.7%	5	-28.6%
Dec-2019	166	-4.6%	9	+28.6%
Jan-2020	273	+12.8%	16	+23.1%
Feb-2020	214	-1.8%	13	+62.5%
Mar-2020	277	-3.8%	10	+11.1%

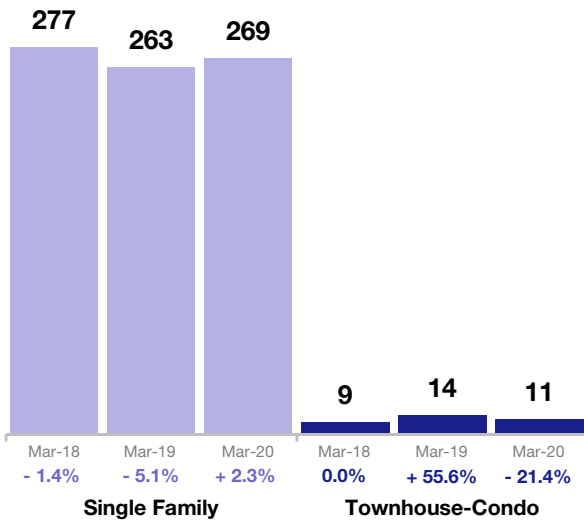
Historical New Listings by Month



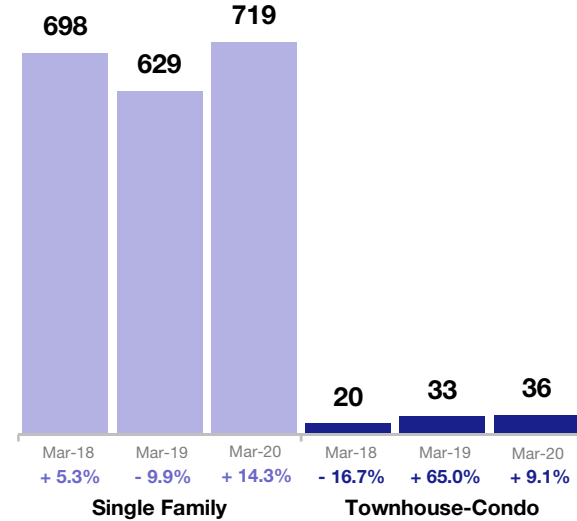
Pending Sales



March

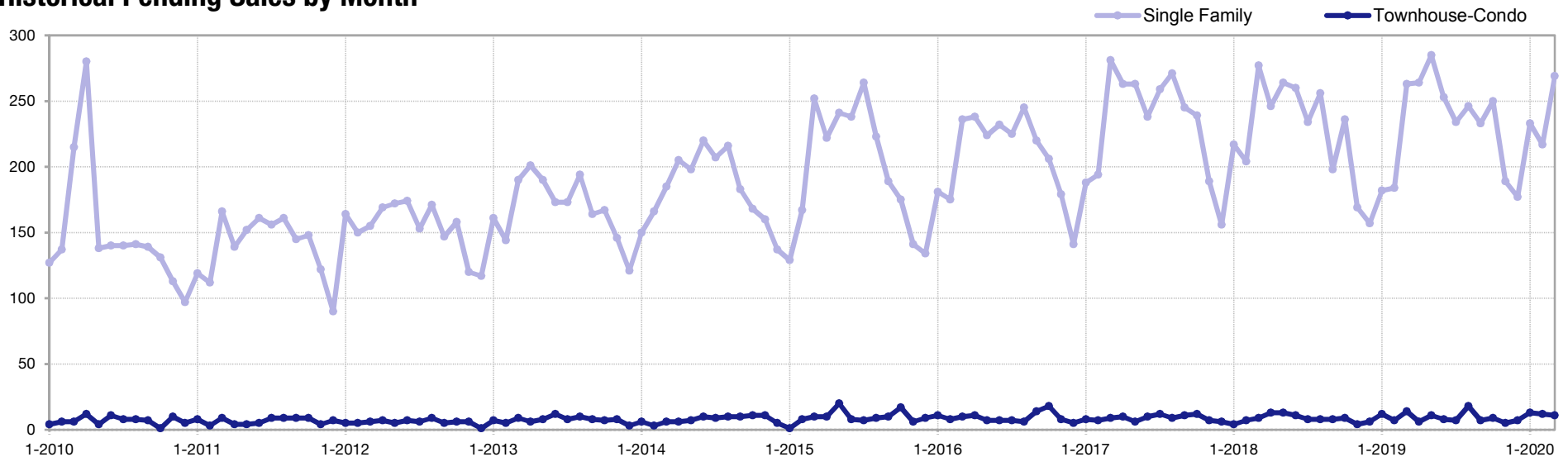


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	264	+7.3%	6	-53.8%
May-2019	285	+8.0%	11	-15.4%
Jun-2019	253	-2.7%	8	-27.3%
Jul-2019	234	0.0%	7	-12.5%
Aug-2019	246	-3.9%	18	+125.0%
Sep-2019	233	+17.7%	7	-12.5%
Oct-2019	250	+5.9%	9	0.0%
Nov-2019	189	+11.8%	5	+25.0%
Dec-2019	177	+12.7%	7	+16.7%
Jan-2020	233	+28.0%	13	+8.3%
Feb-2020	217	+17.9%	12	+71.4%
Mar-2020	269	+2.3%	11	-21.4%

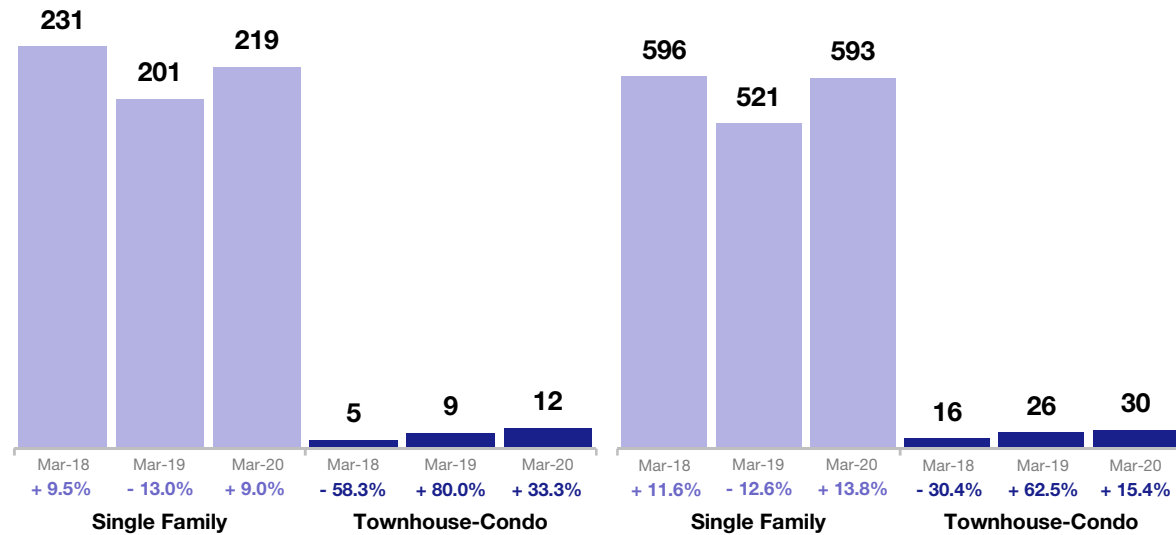
Historical Pending Sales by Month



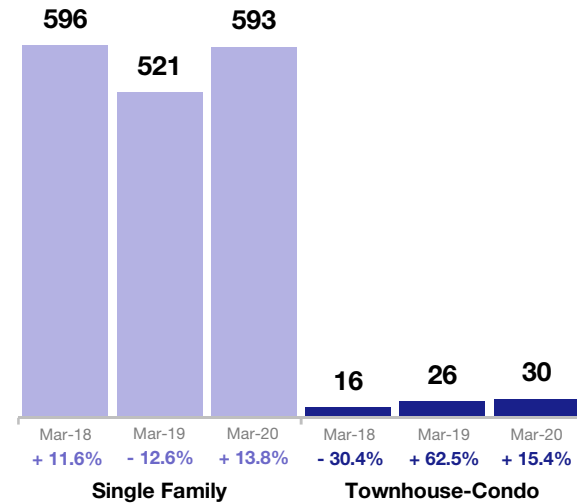
Sold Listings



March

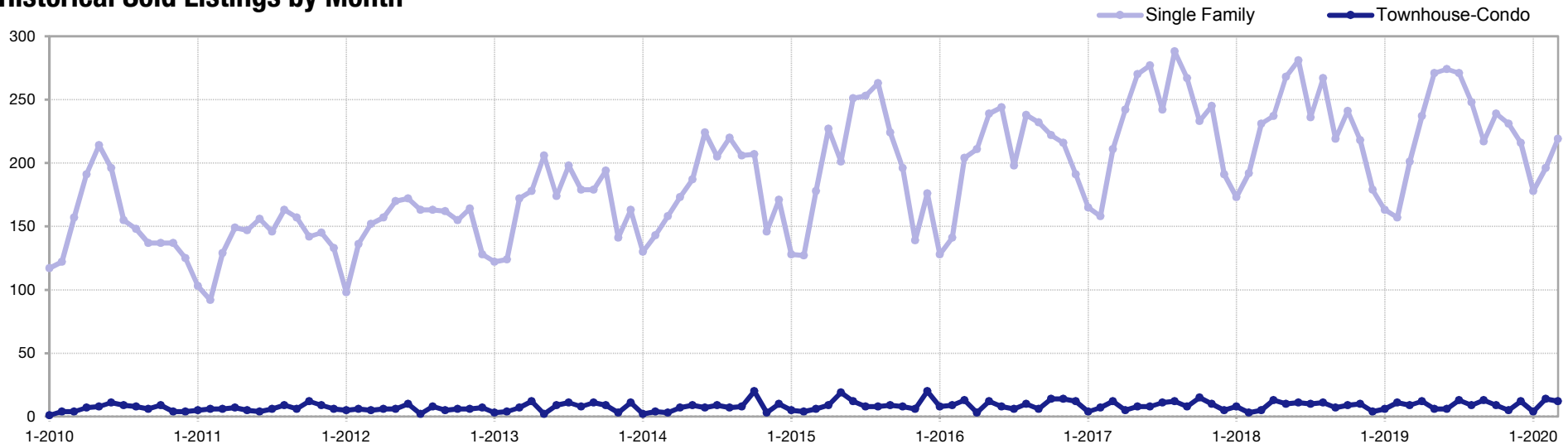


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	237	0.0%	12	-7.7%
May-2019	271	+1.1%	6	-40.0%
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	231	+6.0%	5	-50.0%
Dec-2019	216	+20.7%	12	+200.0%
Jan-2020	178	+9.2%	4	-33.3%
Feb-2020	196	+24.8%	14	+27.3%
Mar-2020	219	+9.0%	12	+33.3%

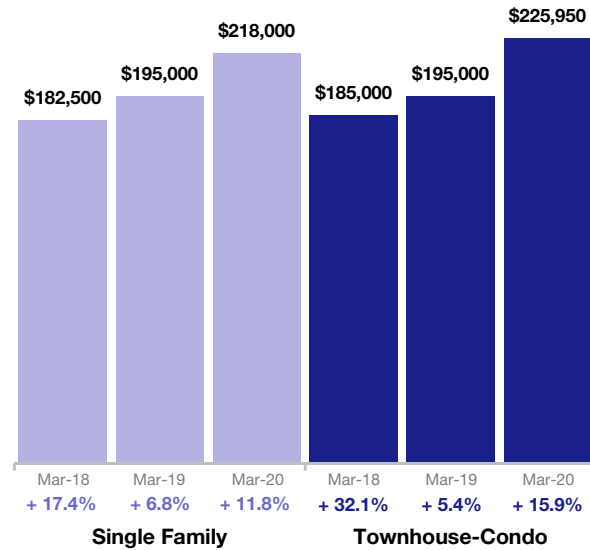
Historical Sold Listings by Month



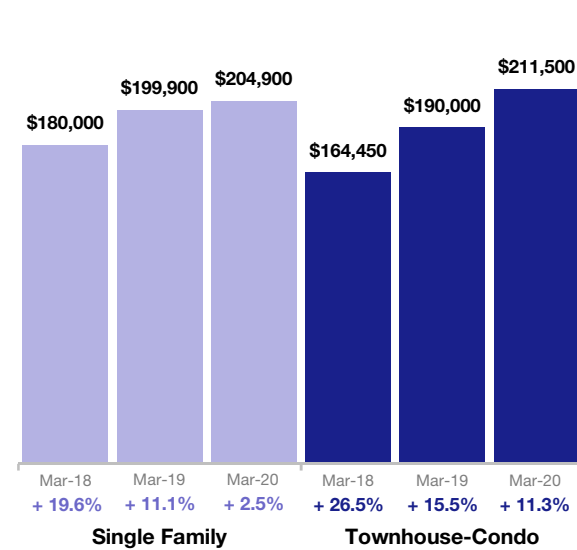
Median Sales Price



March

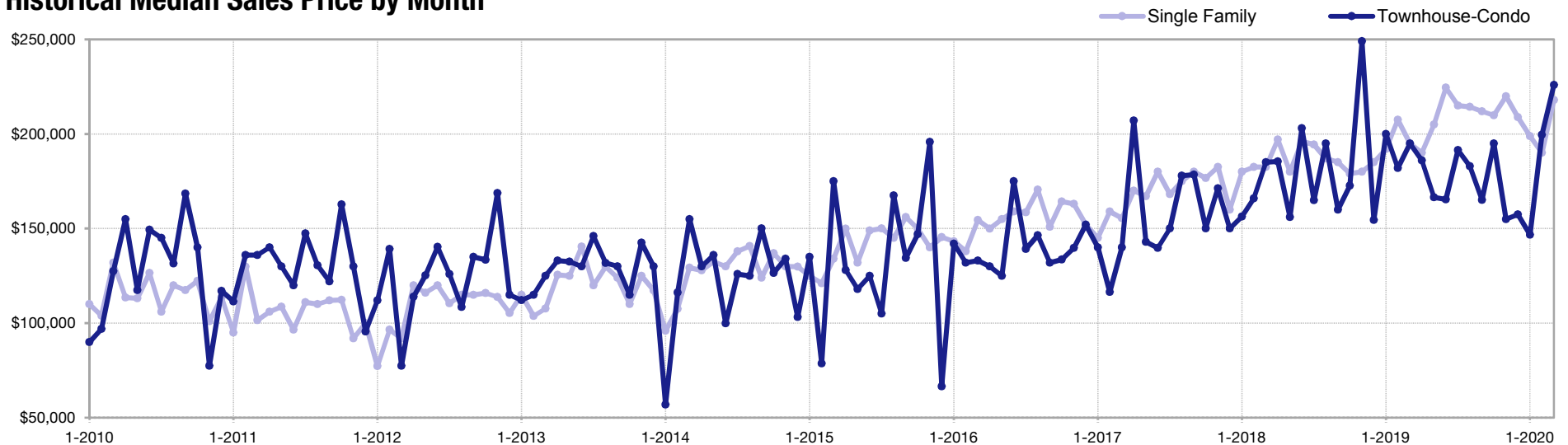


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	\$190,000	-3.6%	\$186,000	+0.3%
May-2019	\$205,000	+13.9%	\$166,500	+6.7%
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	\$198,900	+3.6%	\$146,750	-26.6%
Feb-2020	\$190,000	-8.4%	\$199,550	+9.6%
Mar-2020	\$218,000	+11.8%	\$225,950	+15.9%

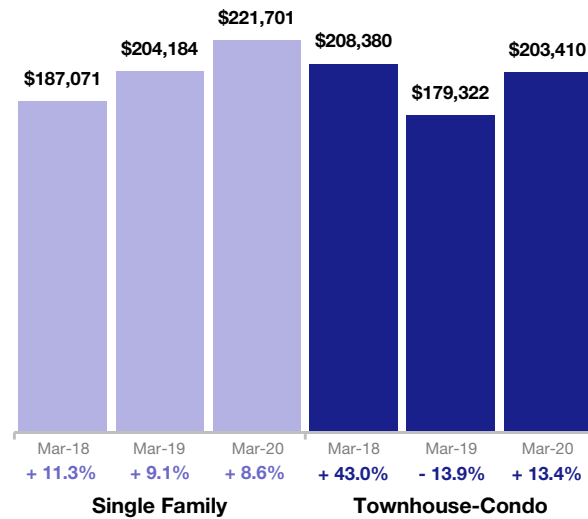
Historical Median Sales Price by Month



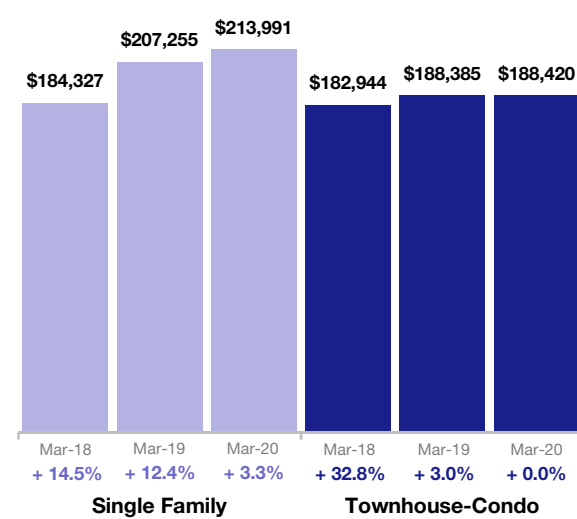
Average Sales Price



March



Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	\$197,798	+1.6%	\$186,708	-7.5%
May-2019	\$215,507	+10.3%	\$167,683	-6.9%
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	\$217,778	+14.9%	\$163,360	-29.7%
Dec-2019	\$212,994	+13.3%	\$170,694	+13.6%
Jan-2020	\$203,648	-1.1%	\$163,088	-14.5%
Feb-2020	\$214,720	+1.0%	\$182,809	-6.0%
Mar-2020	\$221,701	+8.6%	\$203,410	+13.4%

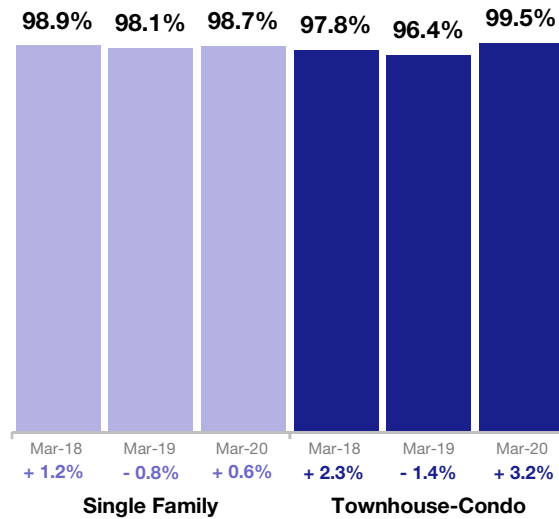
Historical Average Sales Price by Month



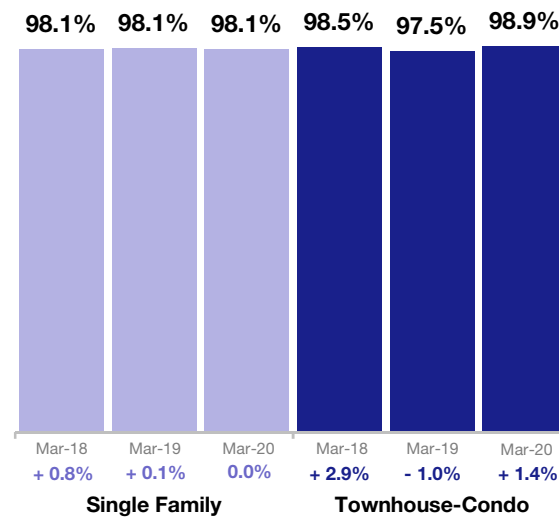
Percent of List Price Received



March

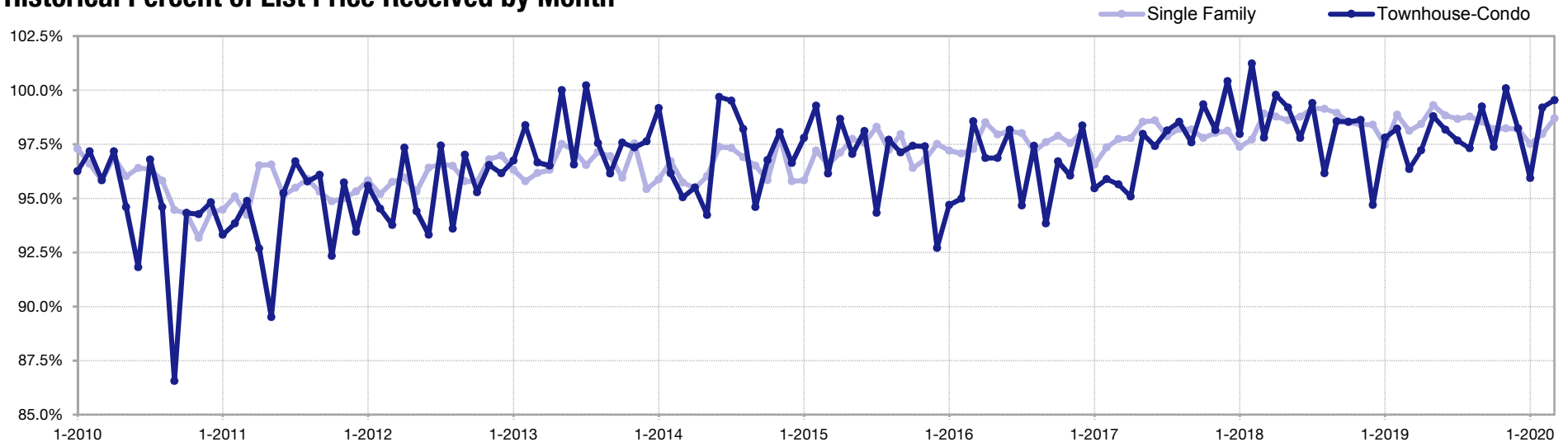


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	98.4%	-0.4%	97.2%	-2.6%
May-2019	99.3%	+0.7%	98.8%	-0.4%
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	97.5%	+0.1%	95.9%	-1.9%
Feb-2020	98.0%	-0.9%	99.2%	+1.0%
Mar-2020	98.7%	+0.6%	99.5%	+3.2%

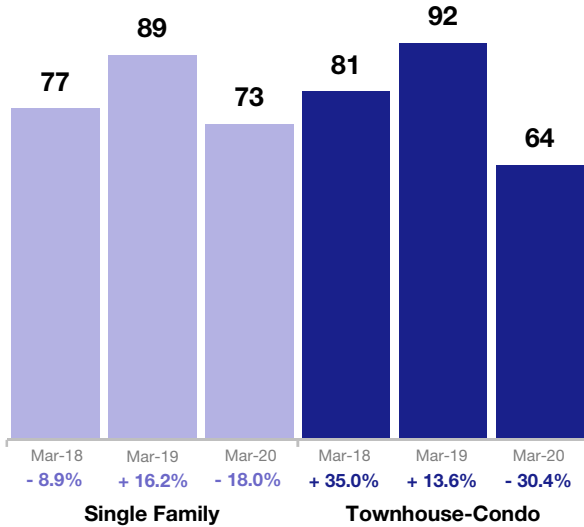
Historical Percent of List Price Received by Month



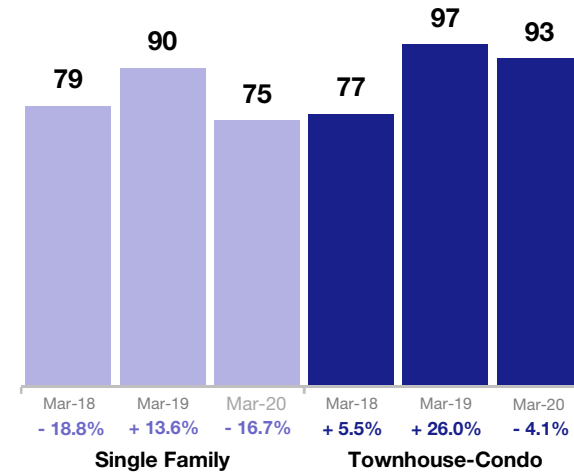
Days on Market Until Sale



March

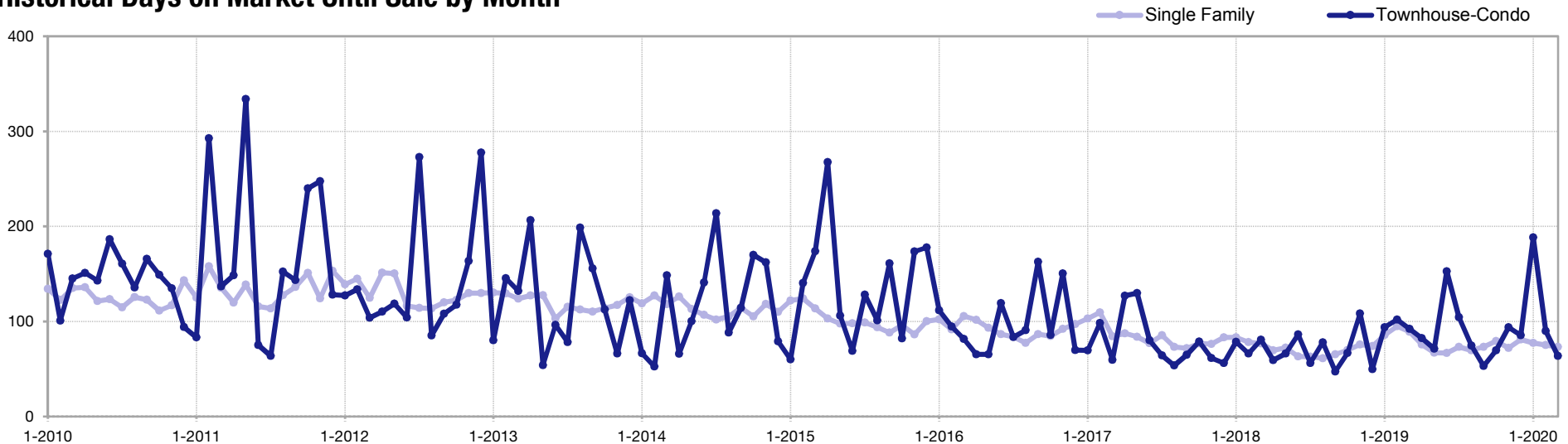


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	76	+8.6%	82	+39.0%
May-2019	67	-6.9%	71	+7.6%
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	78	-9.3%	189	+101.1%
Feb-2020	75	-21.1%	90	-11.8%
Mar-2020	73	-18.0%	64	-30.4%

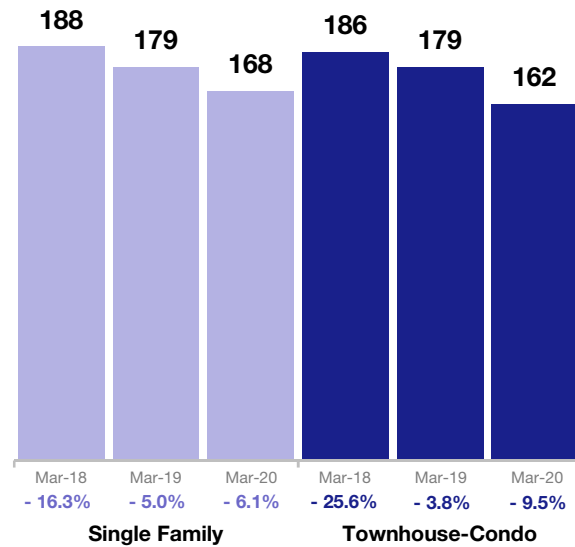
Historical Days on Market Until Sale by Month



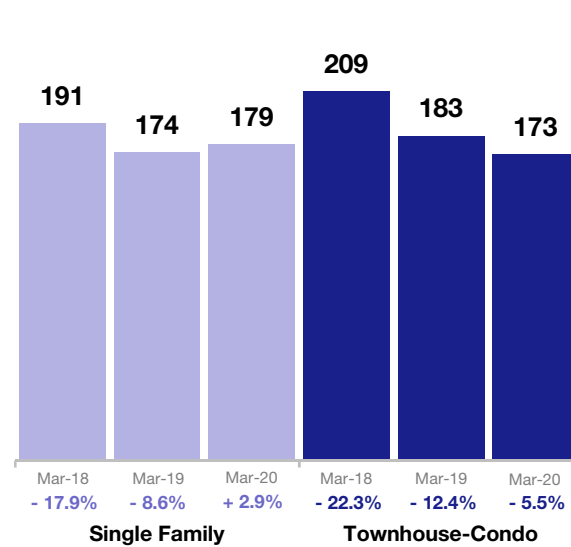
Housing Affordability Index



March

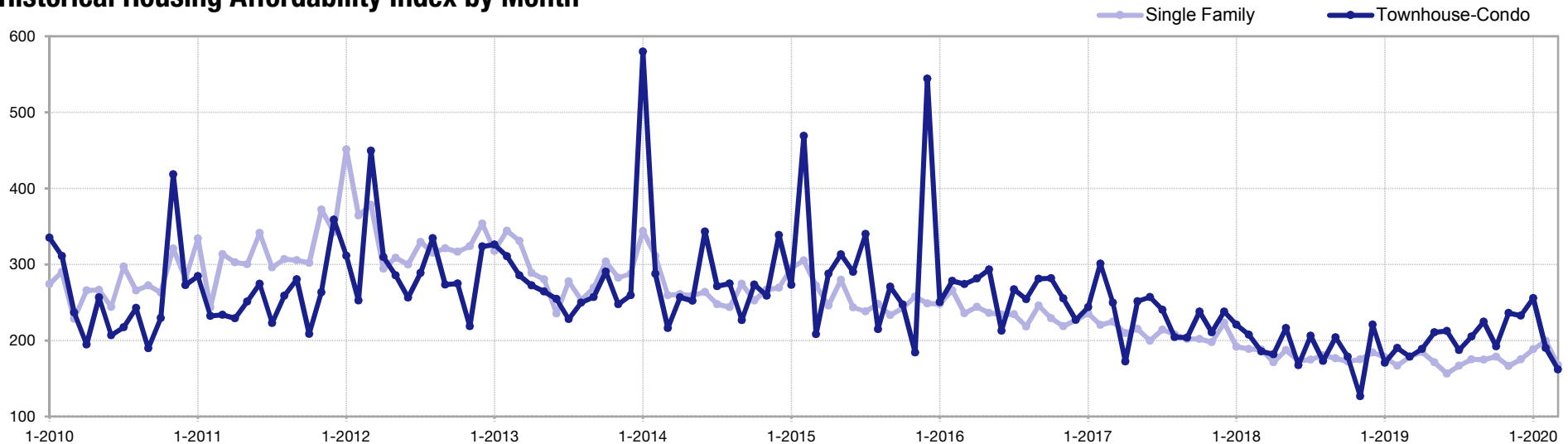


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	185	+8.2%	189	+3.8%
May-2019	171	-9.0%	211	-2.3%
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	168	-6.1%	162	-9.5%

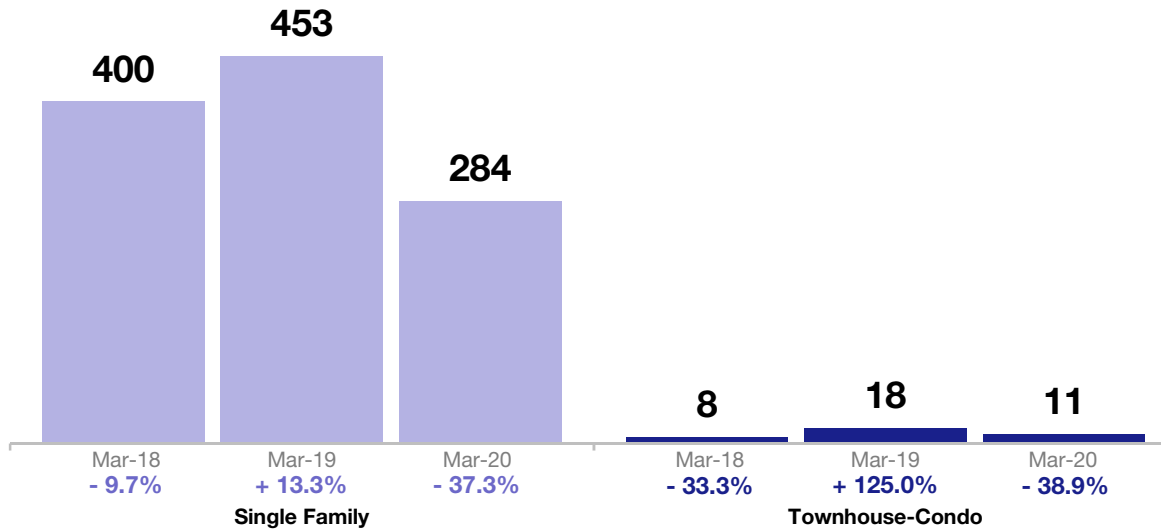
Historical Housing Affordability Index by Month



Inventory of Active Listings

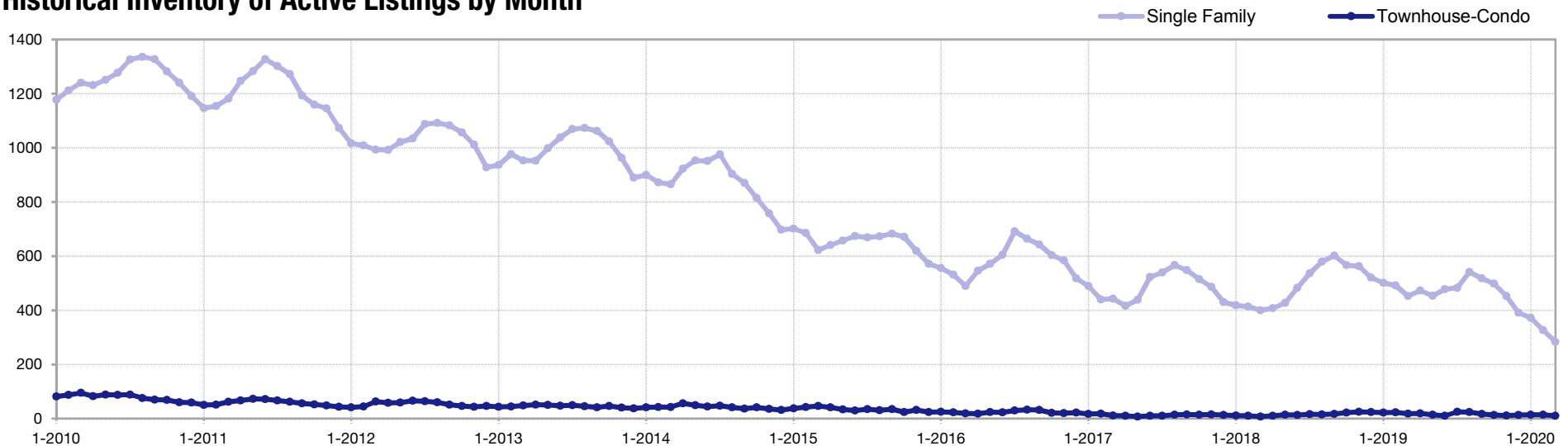


March



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	473	+15.9%	19	+72.7%
May-2019	454	+6.3%	14	0.0%
Jun-2019	478	-1.0%	11	-15.4%
Jul-2019	483	-9.9%	25	+56.3%
Aug-2019	541	-6.6%	24	+60.0%
Sep-2019	518	-14.0%	17	0.0%
Oct-2019	498	-12.2%	13	-40.9%
Nov-2019	453	-19.5%	12	-52.0%
Dec-2019	391	-25.0%	13	-45.8%
Jan-2020	373	-25.5%	14	-36.4%
Feb-2020	327	-33.5%	14	-39.1%
Mar-2020	284	-37.3%	11	-38.9%

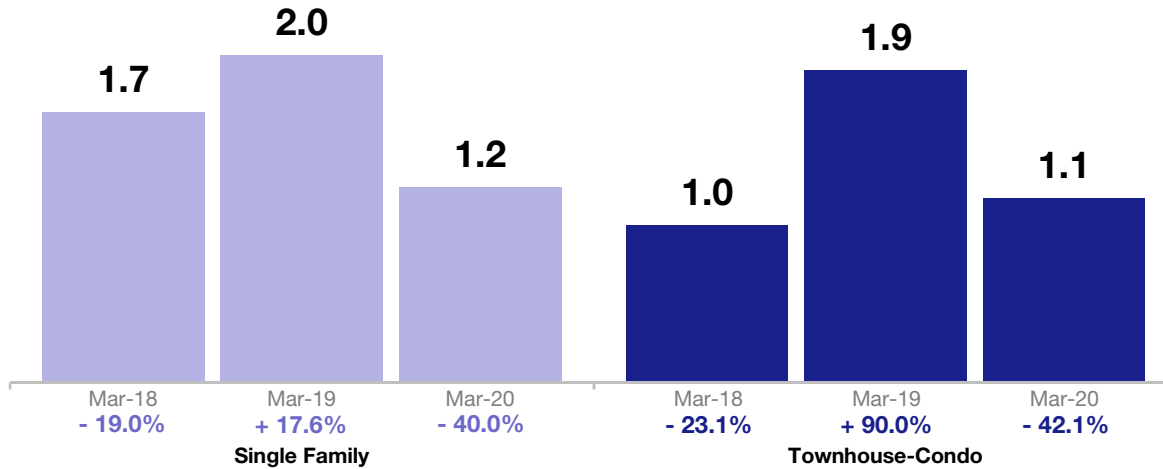
Historical Inventory of Active Listings by Month



Months Supply of Inventory

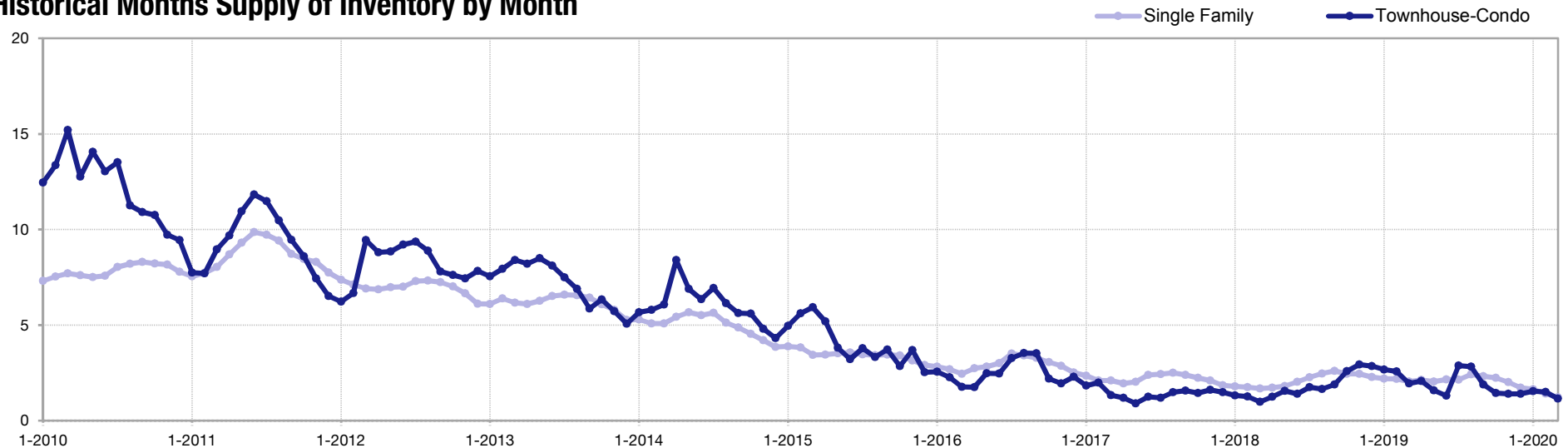


March



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	2.1	+23.5%	2.1	+75.0%
May-2019	2.0	+11.1%	1.6	0.0%
Jun-2019	2.2	+10.0%	1.3	-7.1%
Jul-2019	2.1	-8.7%	2.9	+70.6%
Aug-2019	2.4	-4.0%	2.8	+64.7%
Sep-2019	2.3	-11.5%	1.9	0.0%
Oct-2019	2.2	-8.3%	1.4	-46.2%
Nov-2019	2.0	-20.0%	1.4	-51.7%
Dec-2019	1.7	-26.1%	1.4	-51.7%
Jan-2020	1.6	-27.3%	1.5	-44.4%
Feb-2020	1.4	-36.4%	1.5	-42.3%
Mar-2020	1.2	-40.0%	1.1	-42.1%

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.



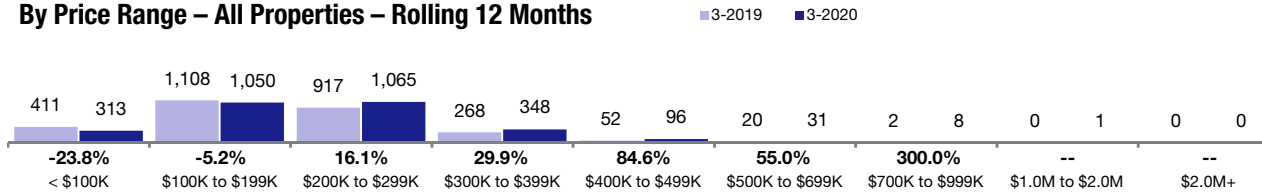
Key Metrics	Historical Sparkbars	3-2019	3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		297	287	- 3.4%	778	803	+ 3.2%
Pending Sales		277	280	+ 1.1%	662	755	+ 14.0%
Sold Listings		210	231	+ 10.0%	547	623	+ 13.9%
Median Sales Price		\$195,000	\$219,500	+ 12.6%	\$199,000	\$205,000	+ 3.0%
Avg. Sales Price		\$203,119	\$220,751	+ 8.7%	\$206,358	\$212,756	+ 3.1%
Pct. of List Price Received		98.0%	98.7%	+ 0.7%	98.1%	98.1%	0.0%
Days on Market		89	73	- 18.0%	90	76	- 15.6%
Affordability Index		179	167	- 6.7%	175	179	+ 2.3%
Active Listings		471	295	- 37.4%	--	--	--
Months Supply		2.0	1.2	- 40.0%	--	--	--

Sold Listings

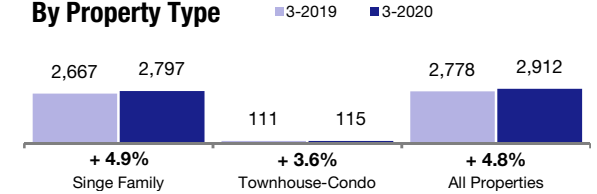
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	3-2019	3-2020	Change	3-2019	3-2020	Change
\$99,999 and Below	405	300	-25.9%	6	13	+116.7%
\$100,000 to \$199,999	1,040	995	-4.3%	68	55	-19.1%
\$200,000 to \$299,999	891	1,025	+15.0%	26	40	+53.8%
\$300,000 to \$399,999	258	344	+33.3%	10	4	-60.0%
\$400,000 to \$499,999	51	95	+86.3%	1	1	0.0%
\$500,000 to \$699,999	20	29	+45.0%	0	2	--
\$700,000 to \$999,999	2	8	+300.0%	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	2,667	2,797	+4.9%	111	115	+3.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	2-2020	3-2020	Change	2-2020	3-2020	Change
\$99,999 and Below	24	21	-12.5%	3	0	-100.0%
\$100,000 to \$199,999	78	80	+2.6%	4	5	+25.0%
\$200,000 to \$299,999	60	75	+25.0%	7	7	0.0%
\$300,000 to \$399,999	23	33	+43.5%	0	0	--
\$400,000 to \$499,999	7	9	+28.6%	0	0	--
\$500,000 to \$699,999	3	1	-66.7%	0	0	--
\$700,000 to \$999,999	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	1	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	196	219	+11.7%	14	12	-14.3%

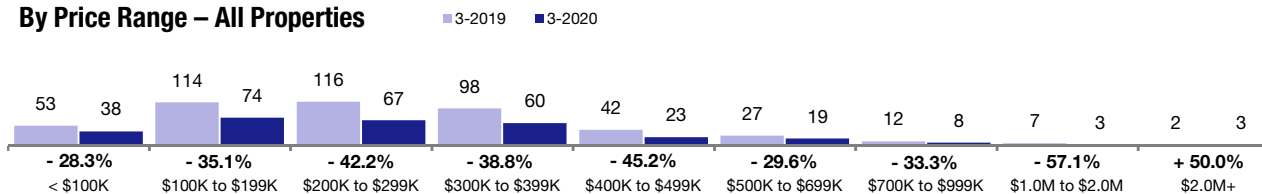
Year to Date

By Price Range	Single Family			Condo		
	3-2019	3-2020	Change	3-2019	3-2020	Change
\$99,999 and Below	75	64	-14.7%	3	5	+66.7%
\$100,000 to \$199,999	186	229	+23.1%	12	9	-25.0%
\$200,000 to \$299,999	188	203	+8.0%	10	16	+60.0%
\$300,000 to \$399,999	45	73	+62.2%	1	0	-100.0%
\$400,000 to \$499,999	17	18	+5.9%	0	0	--
\$500,000 to \$699,999	8	5	-37.5%	0	0	--
\$700,000 to \$999,999	2	0	-100.0%	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	521	593	+13.8%	26	30	+15.4%

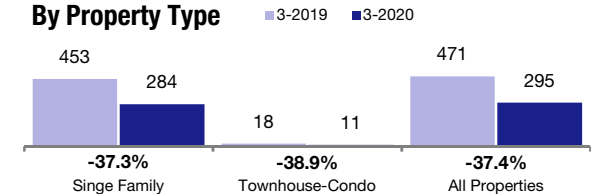
Inventory of Active Listings

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		
	3-2019	3-2020	Change	3-2019	3-2020	Change
\$99,999 and Below	53	38	-28.3%	0	0	--
\$100,000 to \$199,999	104	71	-31.7%	10	3	-70.0%
\$200,000 to \$299,999	111	63	-43.2%	5	4	-20.0%
\$300,000 to \$399,999	96	57	-40.6%	2	3	+50.0%
\$400,000 to \$499,999	42	22	-47.6%	0	1	--
\$500,000 to \$699,999	26	19	-26.9%	1	0	-100.0%
\$700,000 to \$999,999	12	8	-33.3%	0	0	--
\$1,000,000 to \$1,999,999	7	3	-57.1%	0	0	--
\$2,000,000 and Above	2	3	+50.0%	0	0	--
All Price Ranges	453	284	-37.3%	18	11	-38.9%

Compared to Prior Month

By Price Range	Single Family			Condo		
	2-2020	3-2020	Change	2-2020	3-2020	Change
\$99,999 and Below	39	38	-2.6%	0	0	--
\$100,000 to \$199,999	89	71	-20.2%	3	3	0.0%
\$200,000 to \$299,999	83	63	-24.1%	4	4	0.0%
\$300,000 to \$399,999	57	57	0.0%	6	3	-50.0%
\$400,000 to \$499,999	27	22	-18.5%	1	1	0.0%
\$500,000 to \$699,999	17	19	+11.8%	0	0	--
\$700,000 to \$999,999	8	8	0.0%	0	0	--
\$1,000,000 to \$1,999,999	5	3	-40.0%	0	0	--
\$2,000,000 and Above	2	3	+50.0%	0	0	--
All Price Ranges	327	284	-13.1%	14	11	-21.4%

Year to Date

By Price Range	Single Family			Condo		
	3-2019	3-2020	Change	3-2019	3-2020	Change
\$99,999 and Below	75	64	-14.7%	3	5	+66.7%
\$100,000 to \$199,999	186	229	+23.1%	12	9	-25.0%
\$200,000 to \$299,999	188	203	+8.0%	10	16	+60.0%
\$300,000 to \$399,999	45	73	+62.2%	1	0	-100.0%
\$400,000 to \$499,999	17	18	+5.9%	0	0	--
\$500,000 to \$699,999	8	5	-37.5%	0	0	--
\$700,000 to \$999,999	2	0	-100.0%	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	521	593	+13.8%	26	30	+15.4%

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

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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

Local Market Update for March 2020

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Pueblo County

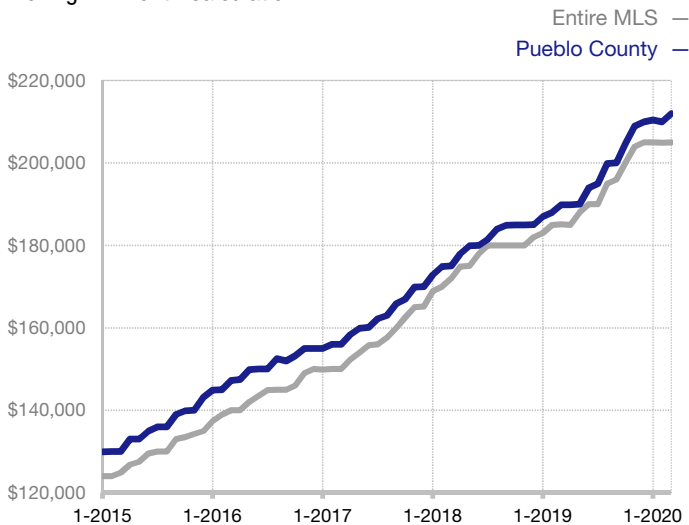
Single Family Key Metrics	March			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 03-2019	Thru 03-2020	Percent Change from Previous Year
New Listings	288	274	- 4.9%	737	763	+ 3.5%
Sold Listings	195	218	+ 11.8%	505	588	+ 16.4%
Median Sales Price*	\$195,000	\$216,000	+ 10.8%	\$200,000	\$203,700	+ 1.9%
Average Sales Price*	\$204,915	\$218,692	+ 6.7%	\$208,031	\$211,687	+ 1.8%
Percent of List Price Received*	98.4%	98.8%	+ 0.4%	98.3%	98.2%	- 0.1%
Days on Market Until Sale	85	71	- 16.5%	87	74	- 14.9%
Inventory of Homes for Sale	429	277	- 35.4%	--	--	--
Months Supply of Inventory	2.0	1.2	- 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.

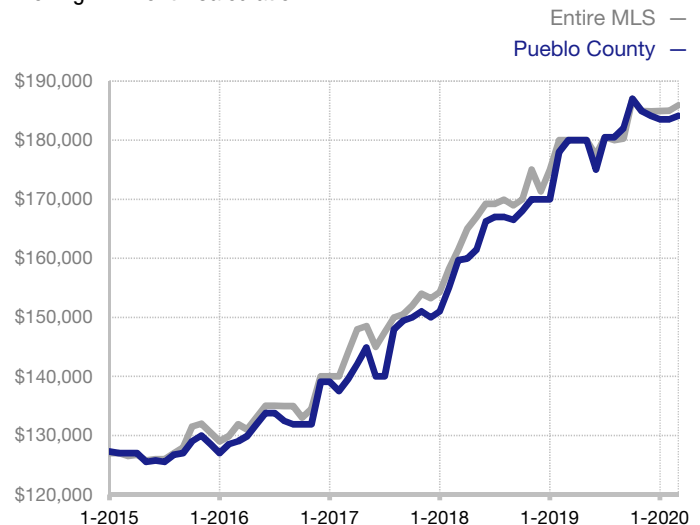
Townhouse/Condo Key Metrics	March			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 03-2019	Thru 03-2020	Percent Change from Previous Year
New Listings	8	10	+ 25.0%	28	38	+ 35.7%
Sold Listings	9	12	+ 33.3%	25	29	+ 16.0%
Median Sales Price*	\$195,000	\$225,950	+ 15.9%	\$192,000	\$205,000	+ 6.8%
Average Sales Price*	\$179,322	\$203,410	+ 13.4%	\$188,720	\$187,262	- 0.8%
Percent of List Price Received*	96.4%	99.5%	+ 3.2%	97.7%	99.0%	+ 1.3%
Days on Market Until Sale	92	64	- 30.4%	99	94	- 5.1%
Inventory of Homes for Sale	17	11	- 35.3%	--	--	--
Months Supply of Inventory	1.9	1.2	- 36.8%	--	--	--

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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 March 2020

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Arkansas Valley/Otero County

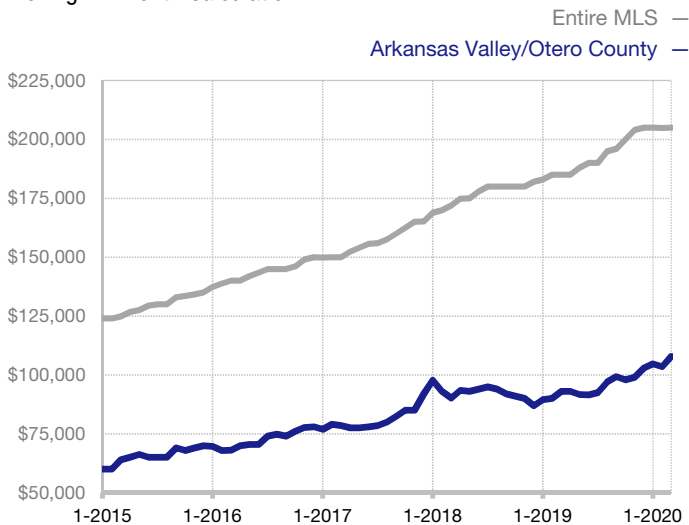
Single Family	March			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 03-2019	Thru 03-2020	Percent Change from Previous Year
Key Metrics						
New Listings	32	27	- 15.6%	103	94	- 8.7%
Sold Listings	36	23	- 36.1%	76	61	- 19.7%
Median Sales Price*	\$113,700	\$124,400	+ 9.4%	\$99,500	\$111,100	+ 11.7%
Average Sales Price*	\$119,528	\$152,130	+ 27.3%	\$117,736	\$127,097	+ 8.0%
Percent of List Price Received*	94.1%	96.9%	+ 3.0%	94.3%	94.6%	+ 0.3%
Days on Market Until Sale	97	99	+ 2.1%	97	116	+ 19.6%
Inventory of Homes for Sale	98	91	- 7.1%	--	--	--
Months Supply of Inventory	3.6	3.2	- 11.1%	--	--	--

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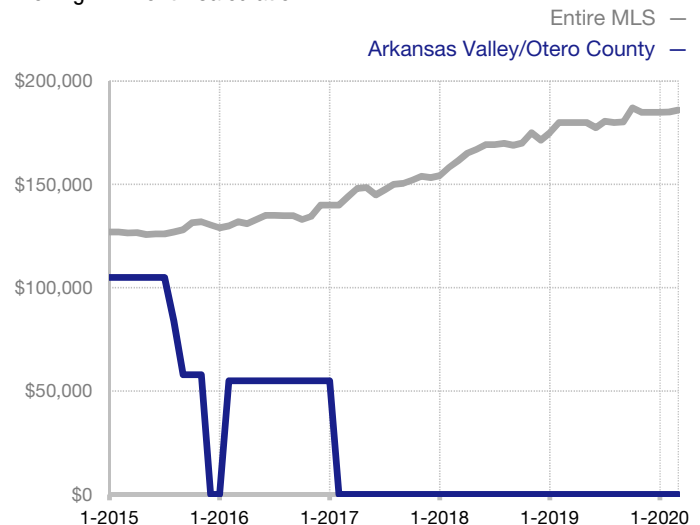
Townhouse/Condo	March			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 03-2019	Thru 03-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

* 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 March 2020

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Fowler

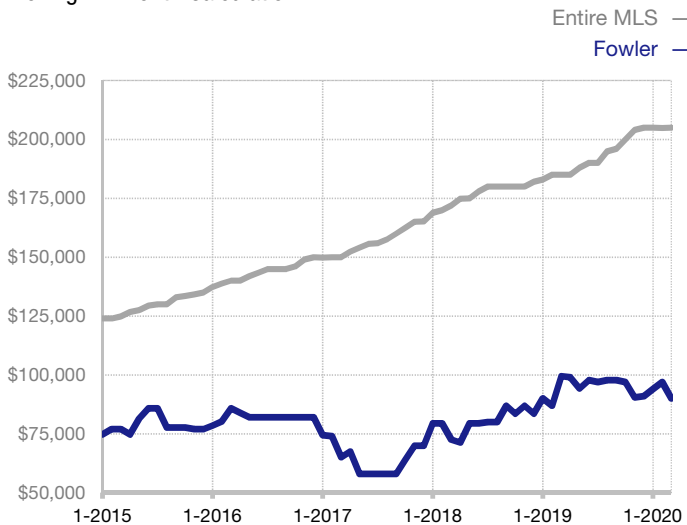
Single Family	March			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 03-2019	Thru 03-2020	Percent Change from Previous Year
Key Metrics						
New Listings	4	0	- 100.0%	9	3	- 66.7%
Sold Listings	5	0	- 100.0%	12	3	- 75.0%
Median Sales Price*	\$165,000	\$0	- 100.0%	\$99,500	\$90,000	- 9.5%
Average Sales Price*	\$185,660	\$0	- 100.0%	\$124,757	\$138,667	+ 11.1%
Percent of List Price Received*	97.7%	0.0%	- 100.0%	98.5%	87.1%	- 11.6%
Days on Market Until Sale	131	0	- 100.0%	102	131	+ 28.4%
Inventory of Homes for Sale	3	5	+ 66.7%	--	--	--
Months Supply of Inventory	0.8	2.0	+ 150.0%	--	--	--

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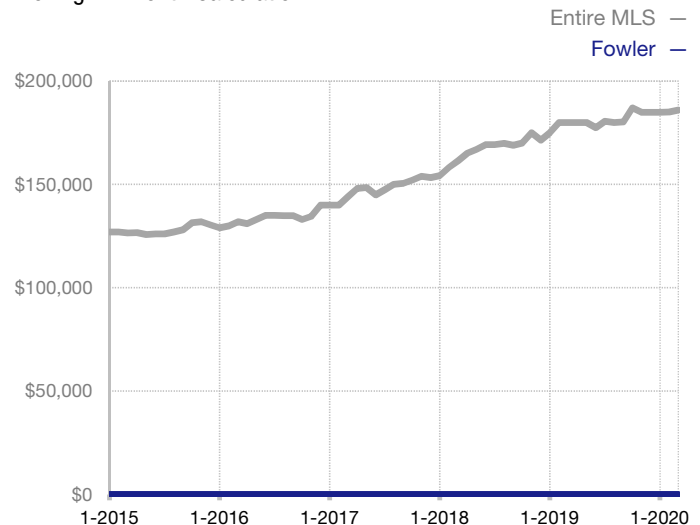
Townhouse/Condo	March			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 03-2019	Thru 03-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

* 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 March 2020

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Huerfano County

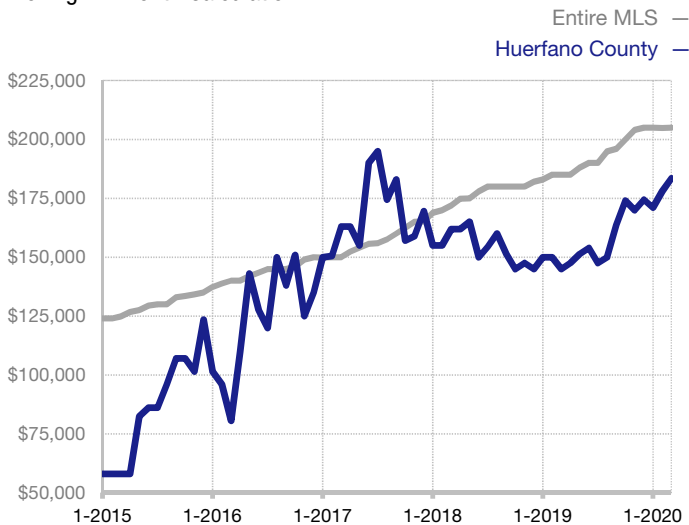
Single Family Key Metrics	March			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 03-2019	Thru 03-2020	Percent Change from Previous Year
New Listings	6	16	+ 166.7%	20	26	+ 30.0%
Sold Listings	10	3	- 70.0%	20	14	- 30.0%
Median Sales Price*	\$158,250	\$280,000	+ 76.9%	\$152,500	\$186,000	+ 22.0%
Average Sales Price*	\$189,820	\$336,000	+ 77.0%	\$193,010	\$261,271	+ 35.4%
Percent of List Price Received*	92.7%	92.5%	- 0.2%	95.3%	89.9%	- 5.7%
Days on Market Until Sale	227	287	+ 26.4%	228	158	- 30.7%
Inventory of Homes for Sale	56	58	+ 3.6%	--	--	--
Months Supply of Inventory	8.3	8.8	+ 6.0%	--	--	--

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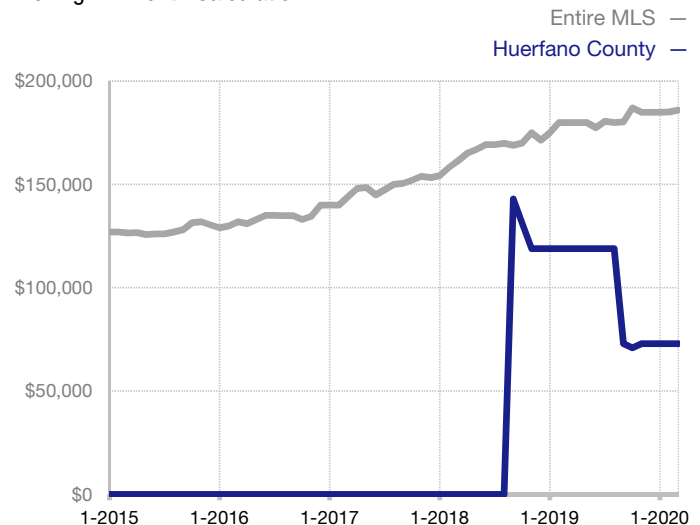
Townhouse/Condo Key Metrics	March			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 03-2019	Thru 03-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

* 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 March 2020

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La Junta

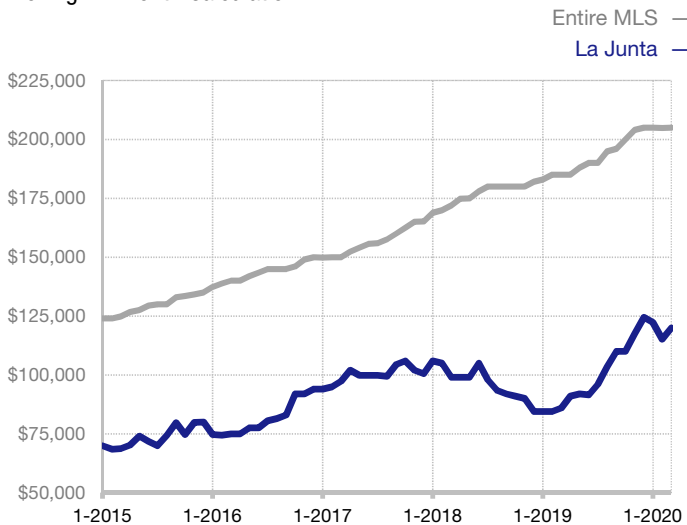
Single Family Key Metrics	March			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 03-2019	Thru 03-2020	Percent Change from Previous Year
New Listings	11	6	- 45.5%	20	22	+ 10.0%
Sold Listings	10	6	- 40.0%	18	13	- 27.8%
Median Sales Price*	\$130,000	\$151,000	+ 16.2%	\$135,000	\$125,000	- 7.4%
Average Sales Price*	\$116,920	\$155,483	+ 33.0%	\$120,300	\$120,254	- 0.0%
Percent of List Price Received*	92.9%	100.1%	+ 7.8%	95.1%	95.4%	+ 0.3%
Days on Market Until Sale	92	112	+ 21.7%	109	86	- 21.1%
Inventory of Homes for Sale	24	23	- 4.2%	--	--	--
Months Supply of Inventory	3.6	3.1	- 13.9%	--	--	--

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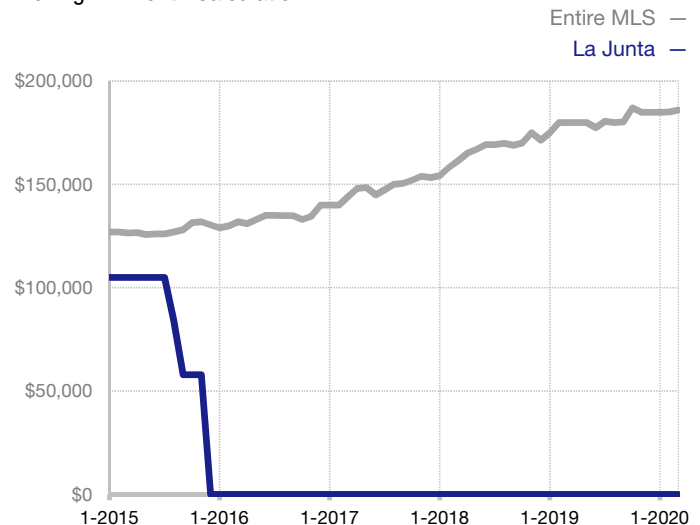
Townhouse/Condo Key Metrics	March			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 03-2019	Thru 03-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

* 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 March 2020

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Lamar

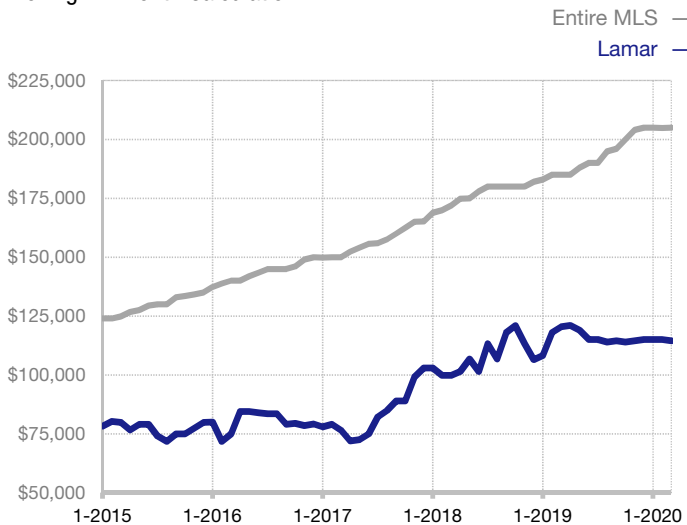
Single Family	March			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 03-2019	Thru 03-2020	Percent Change from Previous Year
Key Metrics						
New Listings	5	2	- 60.0%	15	10	- 33.3%
Sold Listings	3	4	+ 33.3%	10	9	- 10.0%
Median Sales Price*	\$192,000	\$108,750	- 43.4%	\$184,250	\$110,000	- 40.3%
Average Sales Price*	\$162,667	\$106,725	- 34.4%	\$149,200	\$121,544	- 18.5%
Percent of List Price Received*	95.8%	99.5%	+ 3.9%	94.2%	97.0%	+ 3.0%
Days on Market Until Sale	128	76	- 40.6%	90	175	+ 94.4%
Inventory of Homes for Sale	11	12	+ 9.1%	--	--	--
Months Supply of Inventory	2.9	2.6	- 10.3%	--	--	--

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

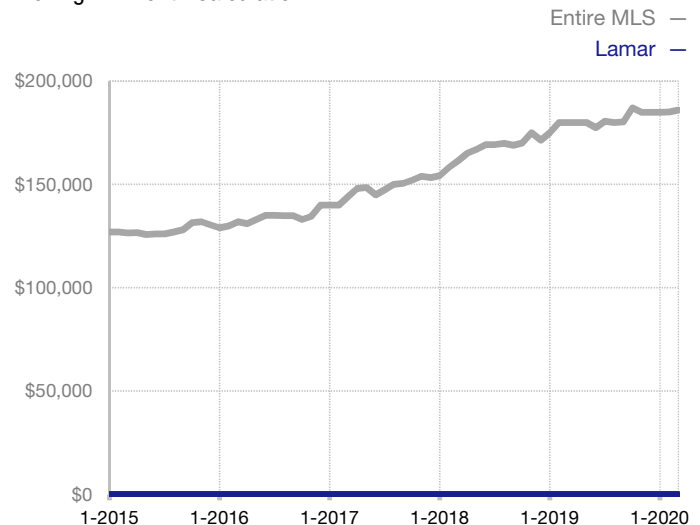
Townhouse/Condo	March			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 03-2019	Thru 03-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

* 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 March 2020

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Las Animas

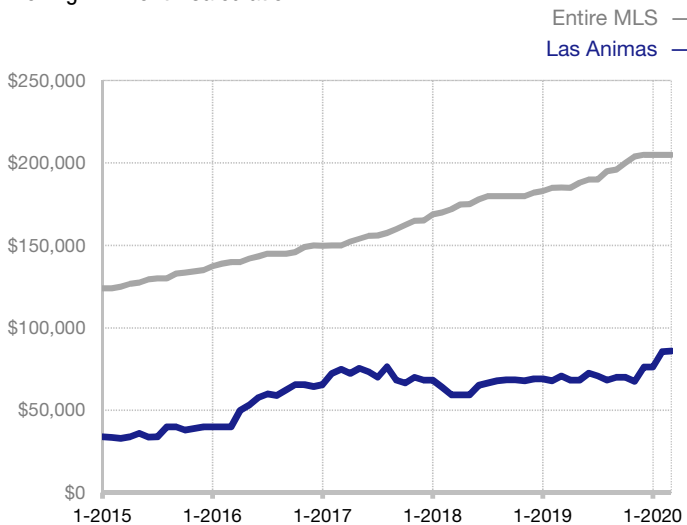
Single Family	March			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 03-2019	Thru 03-2020	Percent Change from Previous Year
Key Metrics						
New Listings	4	3	- 25.0%	11	8	- 27.3%
Sold Listings	3	2	- 33.3%	7	4	- 42.9%
Median Sales Price*	\$104,900	\$255,000	+ 143.1%	\$67,500	\$141,000	+ 108.9%
Average Sales Price*	\$91,800	\$255,000	+ 177.8%	\$75,986	\$155,000	+ 104.0%
Percent of List Price Received*	97.9%	92.8%	- 5.2%	95.7%	89.9%	- 6.1%
Days on Market Until Sale	58	74	+ 27.6%	84	114	+ 35.7%
Inventory of Homes for Sale	9	6	- 33.3%	--	--	--
Months Supply of Inventory	3.4	2.2	- 35.3%	--	--	--

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

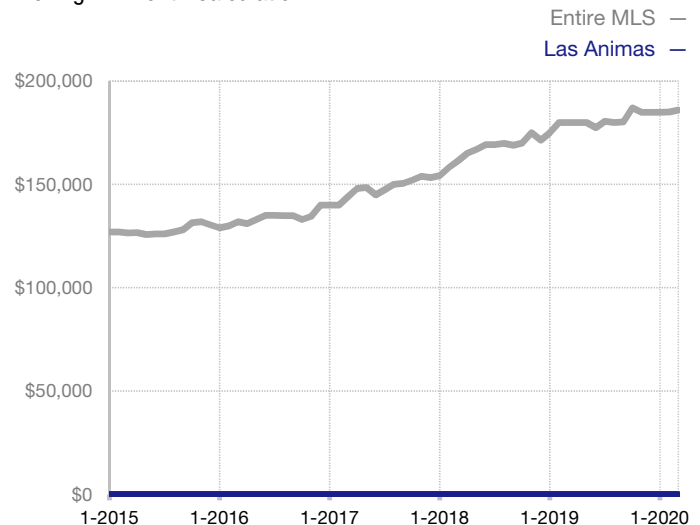
Townhouse/Condo	March			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 03-2019	Thru 03-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

* 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 March 2020

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Manzanola

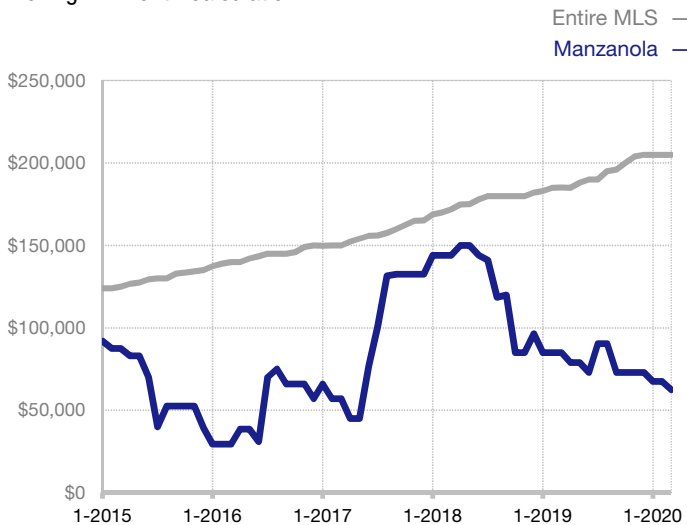
Single Family	March			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 03-2019	Thru 03-2020	Percent Change from Previous Year
Key Metrics						
New Listings	2	1	- 50.0%	6	3	- 50.0%
Sold Listings	4	0	- 100.0%	6	3	- 50.0%
Median Sales Price*	\$92,450	\$0	- 100.0%	\$93,950	\$60,000	- 36.1%
Average Sales Price*	\$119,825	\$0	- 100.0%	\$128,717	\$77,300	- 39.9%
Percent of List Price Received*	90.8%	0.0%	- 100.0%	93.5%	93.9%	+ 0.4%
Days on Market Until Sale	103	0	- 100.0%	104	66	- 36.5%
Inventory of Homes for Sale	5	2	- 60.0%	--	--	--
Months Supply of Inventory	2.3	1.3	- 43.5%	--	--	--

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

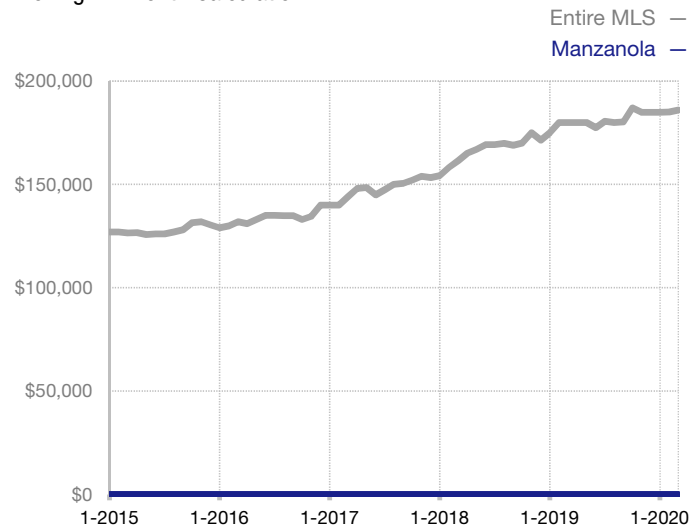
Townhouse/Condo	March			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 03-2019	Thru 03-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

* 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 March 2020

A Research Tool Provided by the Colorado Association of REALTORS®



Rocky Ford

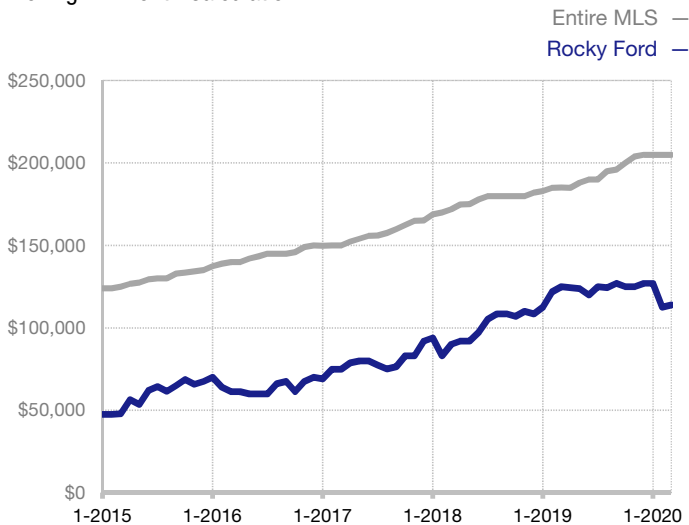
Single Family	March			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 03-2019	Thru 03-2020	Percent Change from Previous Year
Key Metrics						
New Listings	2	4	+ 100.0%	21	13	- 38.1%
Sold Listings	3	0	- 100.0%	7	8	+ 14.3%
Median Sales Price*	\$80,000	\$0	- 100.0%	\$125,000	\$95,550	- 23.6%
Average Sales Price*	\$72,369	\$0	- 100.0%	\$115,301	\$100,888	- 12.5%
Percent of List Price Received*	101.0%	0.0%	- 100.0%	96.9%	93.9%	- 3.1%
Days on Market Until Sale	69	0	- 100.0%	59	125	+ 111.9%
Inventory of Homes for Sale	18	12	- 33.3%	--	--	--
Months Supply of Inventory	5.5	2.8	- 49.1%	--	--	--

* 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	March			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 03-2019	Thru 03-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

* 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

