

Monthly Indicators



May 2021

Percent changes calculated using year-over-year comparisons.

New Listings were down 4.8 percent for single family homes and 16.7 percent for townhouse-condo properties. Pending Sales increased 4.6 percent for single family homes but decreased 25.0 percent for townhouse-condo properties.

The Median Sales Price was up 19.1 percent to \$280,000 for single family homes and 33.3 percent to \$220,000 for townhouse-condo properties. Days on Market decreased 11.0 percent for single family homes but increased 47.8 percent for townhouse-condo properties.

With such limited supply of existing homes to purchase, all eyes are on home builders to provide a much-needed boost of inventory to the market to help meet buyer demand. However, increasing material and labor costs, along with supply chain challenges, have contributed to significantly higher construction costs, with builders passing these costs on to homebuyers. And while the warmer temperatures, rising sales prices, and the reopening of the economy may draw more sellers to the market, historically low levels of homes for sale are likely to continue for some time.

Activity Snapshot

+ 6.2%	+ 20.1%	- 55.8%
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.

Single Family Market Overview	2
Townhouse-Condo Market Overview	3
New Listings	4
Pending Sales	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Housing Affordability Index	11
Inventory of Active Listings	12
Months Supply of Inventory	13
Total Market Overview	14
Sold Listings and Inventory by Price Range	15
Glossary of Terms	16

Single Family Market Overview

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



Key Metrics	Historical Sparkbars	5-2020	5-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		313	298	- 4.8%	1,330	1,401	+ 5.3%
Pending Sales		307	321	+ 4.6%	1,179	1,288	+ 9.2%
Sold Listings		188	194	+ 3.2%	1,030	1,098	+ 6.6%
Median Sales Price		\$235,000	\$280,000	+ 19.1%	\$218,500	\$265,000	+ 21.3%
Avg. Sales Price		\$232,283	\$302,586	+ 30.3%	\$222,498	\$275,579	+ 23.9%
Pct. of List Price Received		98.8%	101.7%	+ 2.9%	98.2%	100.8%	+ 2.6%
Days on Market		73	65	- 11.0%	75	66	- 12.0%
Affordability Index		163	139	- 14.7%	175	147	- 16.0%
Active Listings		364	163	- 55.2%	--	--	--
Months Supply		1.6	0.6	- 62.5%	--	--	--

Townhouse-Condo Market Overview

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

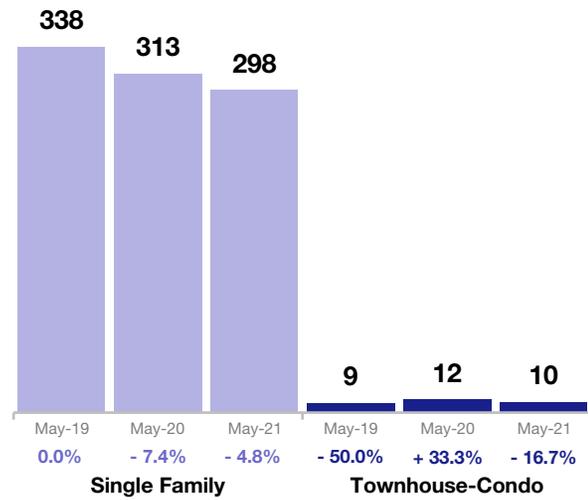


Key Metrics	Historical Sparkbars	5-2020	5-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		12	10	- 16.7%	63	48	- 23.8%
Pending Sales		12	9	- 25.0%	57	50	- 12.3%
Sold Listings		5	11	+ 120.0%	49	51	+ 4.1%
Median Sales Price		\$165,000	\$220,000	+ 33.3%	\$205,000	\$212,000	+ 3.4%
Avg. Sales Price		\$175,900	\$263,445	+ 49.8%	\$193,053	\$215,802	+ 11.8%
Pct. of List Price Received		98.6%	101.0%	+ 2.4%	98.3%	99.9%	+ 1.6%
Days on Market		46	68	+ 47.8%	80	74	- 7.5%
Affordability Index		232	177	- 23.7%	187	183	- 2.1%
Active Listings		14	4	- 71.4%	--	--	--
Months Supply		1.4	0.4	- 71.4%	--	--	--

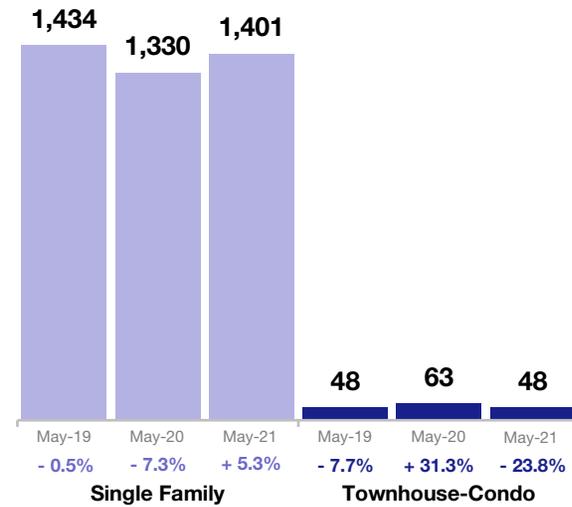
New Listings



May

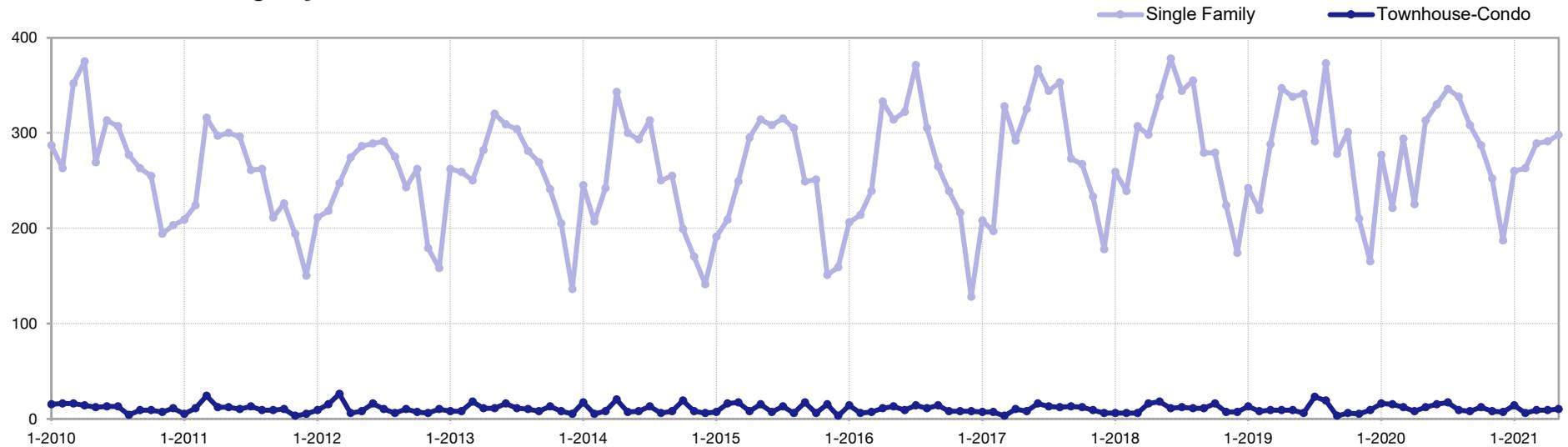


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2020	330	-3.2%	15	+150.0%
Jul-2020	346	+18.9%	17	-26.1%
Aug-2020	338	-9.4%	9	-52.6%
Sep-2020	308	+10.8%	8	+166.7%
Oct-2020	287	-4.7%	12	+100.0%
Nov-2020	252	+20.0%	8	+60.0%
Dec-2020	187	+13.3%	7	-22.2%
Jan-2021	260	-6.1%	14	-12.5%
Feb-2021	263	+19.0%	6	-60.0%
Mar-2021	289	-1.7%	9	-25.0%
Apr-2021	291	+29.3%	9	+12.5%
May-2021	298	-4.8%	10	-16.7%

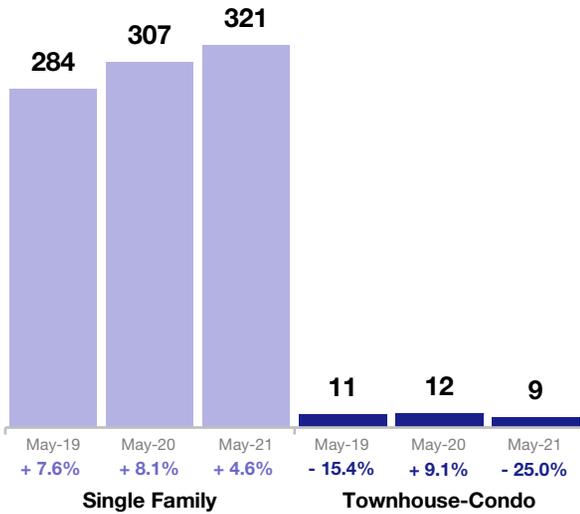
Historical New Listings by Month



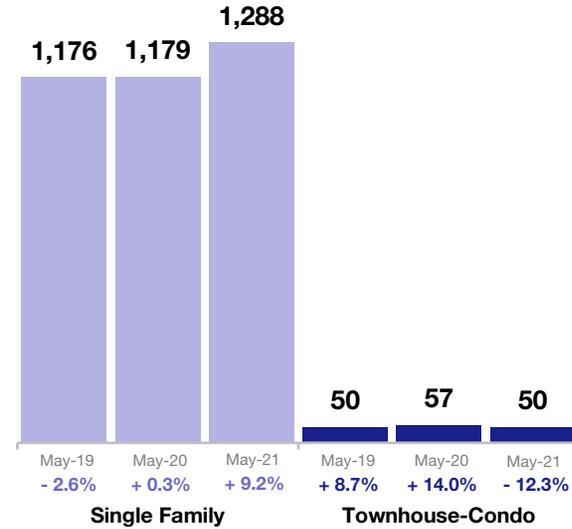
Pending Sales



May

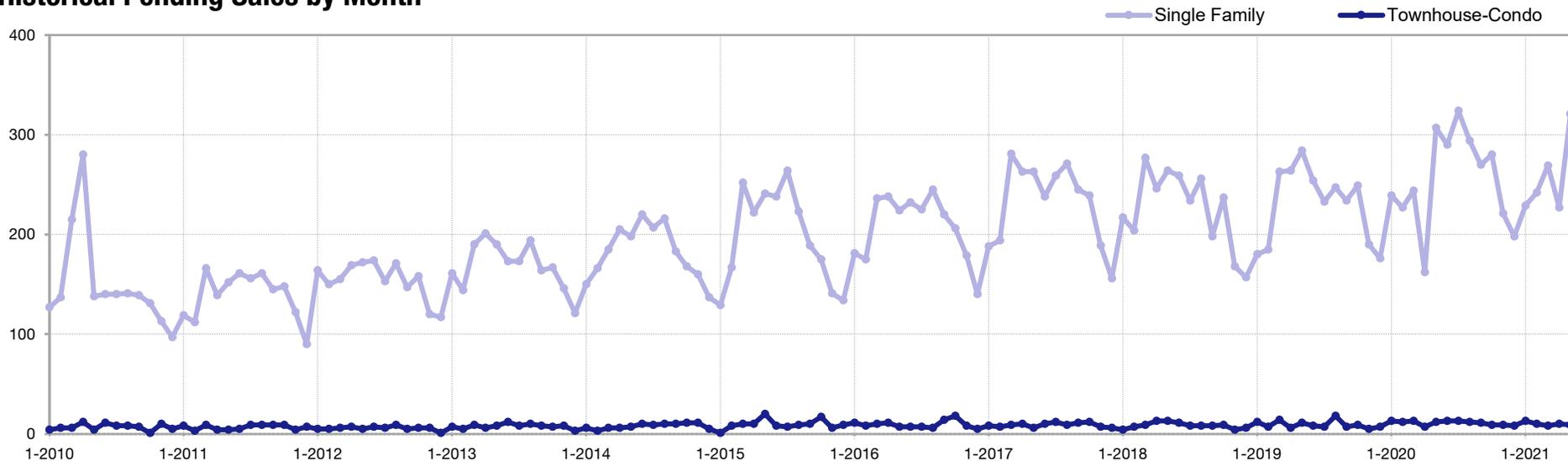


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2020	290	+14.2%	13	+62.5%
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	280	+12.4%	9	0.0%
Nov-2020	221	+16.3%	9	+80.0%
Dec-2020	198	+12.5%	8	+14.3%
Jan-2021	229	-4.2%	13	0.0%
Feb-2021	242	+6.6%	10	-16.7%
Mar-2021	269	+10.2%	8	-38.5%
Apr-2021	227	+40.1%	10	+42.9%
May-2021	321	+4.6%	9	-25.0%

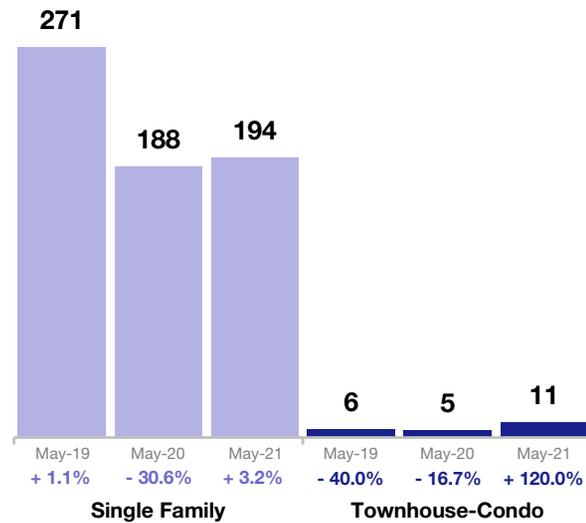
Historical Pending Sales by Month



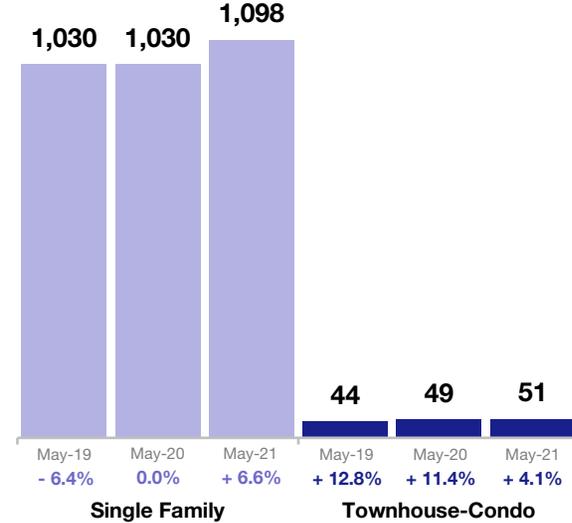
Sold Listings



May

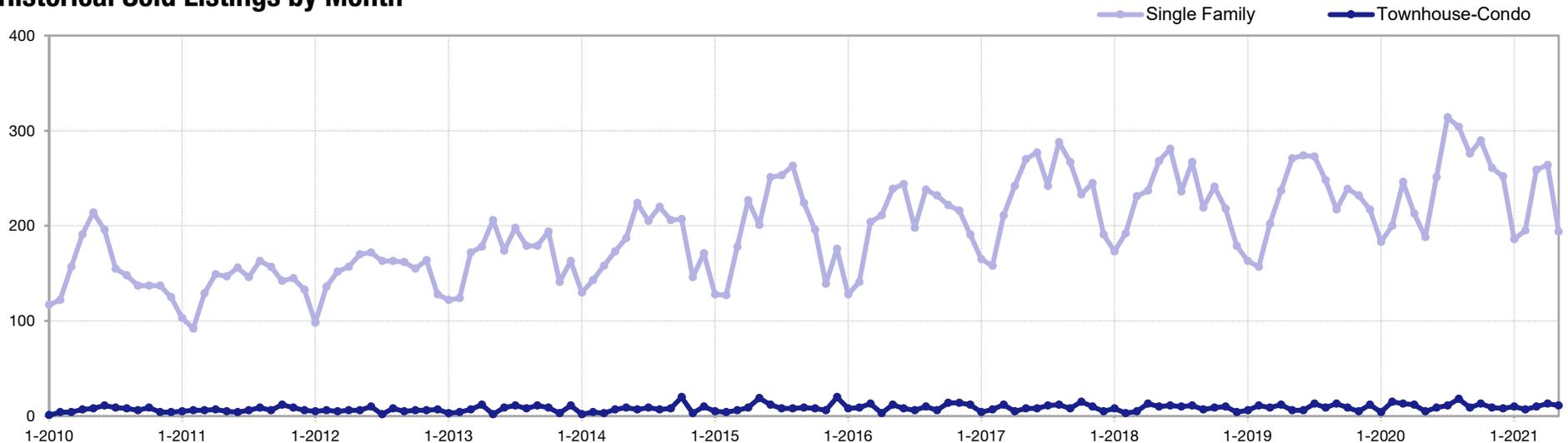


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2020	251	-8.4%	9	+50.0%
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	290	+21.3%	13	+44.4%
Nov-2020	261	+12.5%	9	+80.0%
Dec-2020	252	+16.1%	8	-33.3%
Jan-2021	186	+1.6%	10	+150.0%
Feb-2021	195	-2.5%	7	-53.3%
Mar-2021	259	+5.3%	10	-23.1%
Apr-2021	264	+23.9%	13	+8.3%
May-2021	194	+3.2%	11	+120.0%

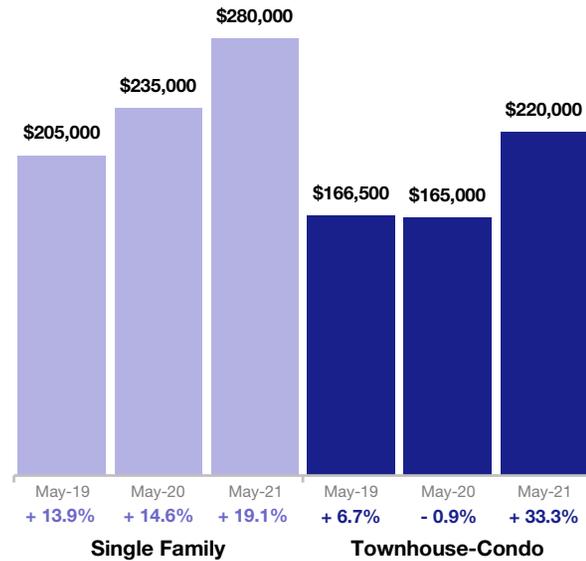
Historical Sold Listings by Month



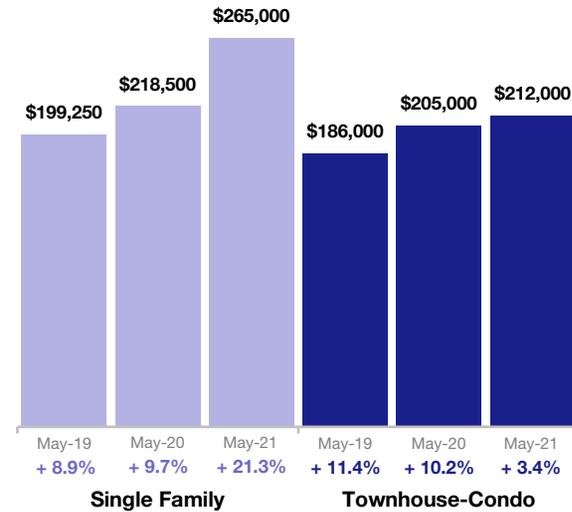
Median Sales Price



May

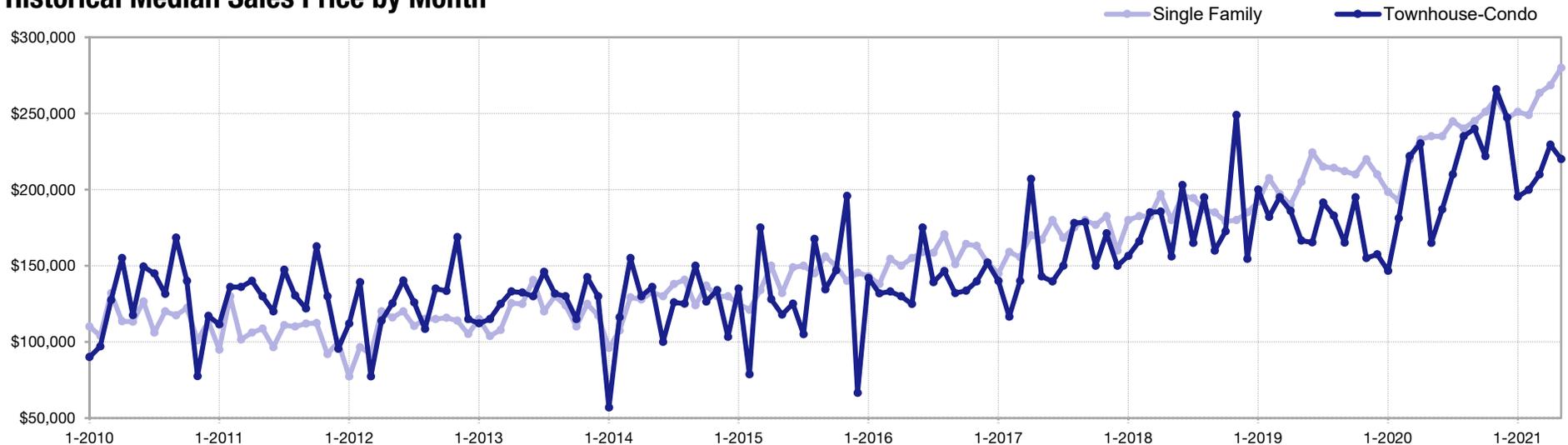


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2020	\$235,000	+4.7%	\$187,000	+13.1%
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	\$251,000	+19.6%	\$222,000	+13.8%
Nov-2020	\$260,000	+18.2%	\$265,803	+71.5%
Dec-2020	\$246,850	+17.6%	\$247,450	+57.1%
Jan-2021	\$251,000	+26.5%	\$195,250	+33.0%
Feb-2021	\$249,020	+29.0%	\$199,900	+10.4%
Mar-2021	\$263,345	+19.9%	\$209,950	-5.4%
Apr-2021	\$268,500	+15.3%	\$229,500	-0.3%
May-2021	\$280,000	+19.1%	\$220,000	+33.3%

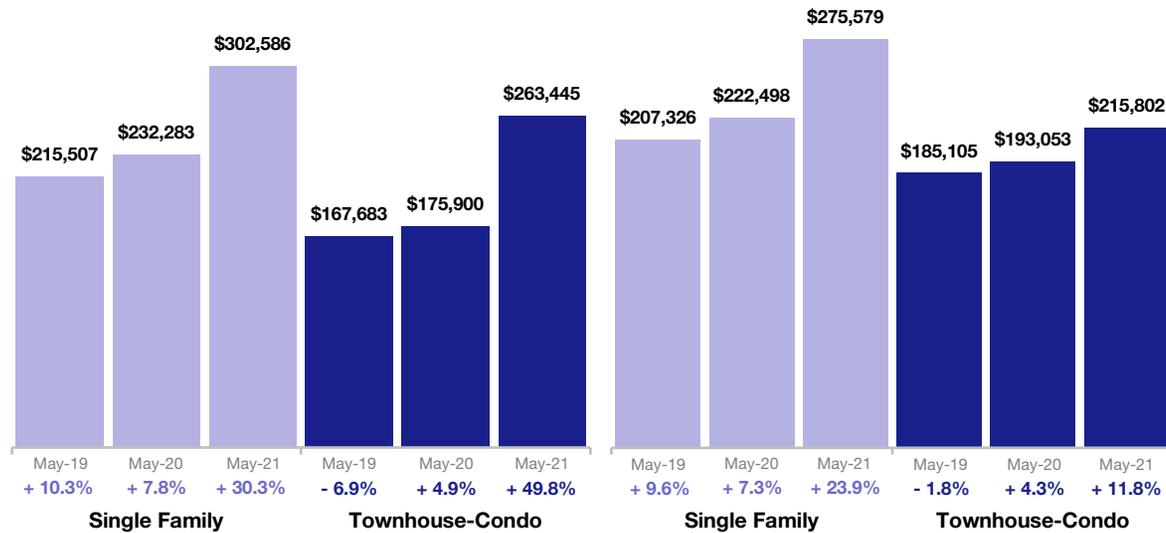
Historical Median Sales Price by Month



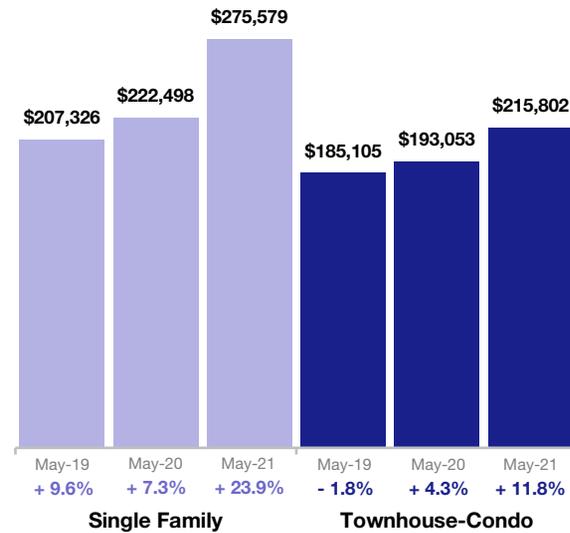
Average Sales Price



May

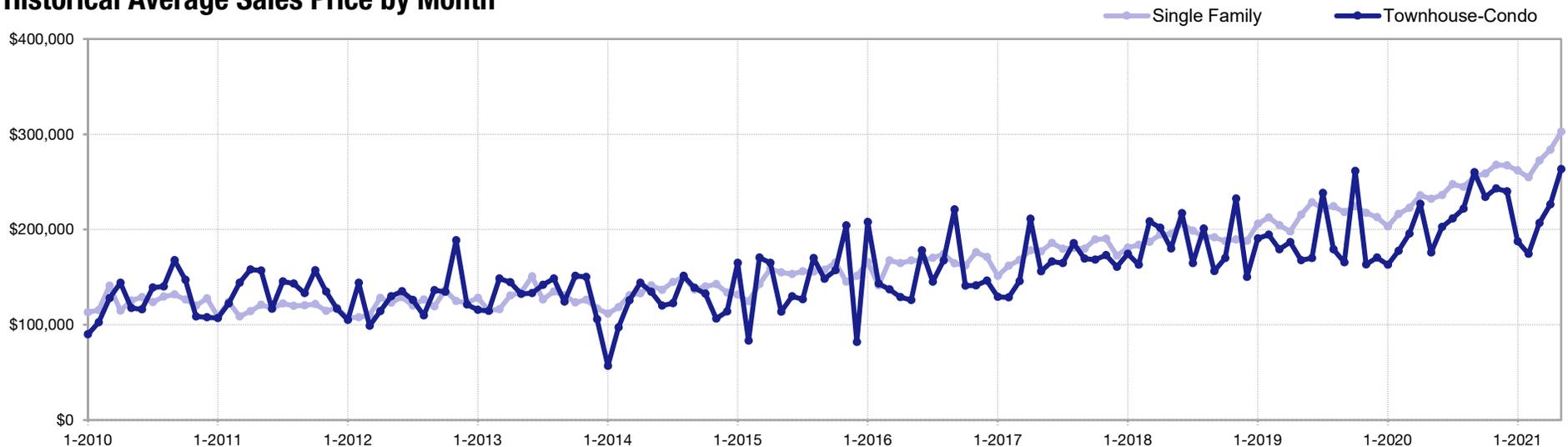


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2020	\$236,039	+3.3%	\$202,700	+19.1%
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	\$258,680	+15.2%	\$234,262	-10.4%
Nov-2020	\$267,770	+23.2%	\$243,045	+48.8%
Dec-2020	\$267,357	+25.6%	\$240,084	+40.7%
Jan-2021	\$262,089	+29.0%	\$187,701	+15.1%
Feb-2021	\$254,774	+17.7%	\$174,529	-1.6%
Mar-2021	\$272,394	+22.3%	\$206,815	+5.7%
Apr-2021	\$283,728	+20.3%	\$226,242	-0.3%
May-2021	\$302,586	+30.3%	\$263,445	+49.8%

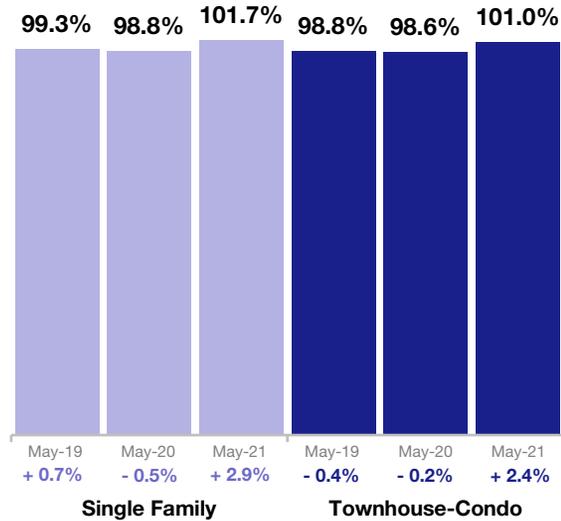
Historical Average Sales Price by Month



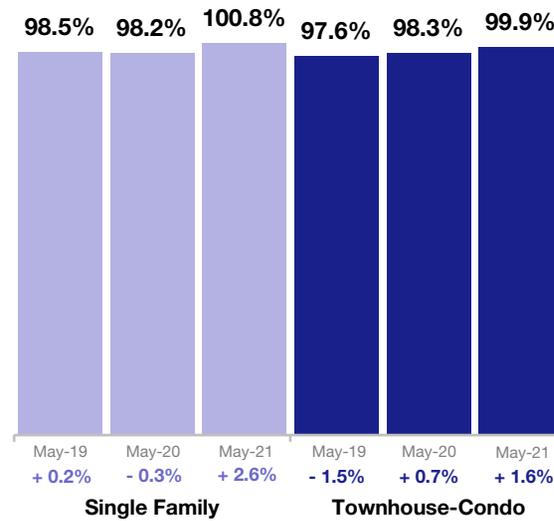
Percent of List Price Received



May

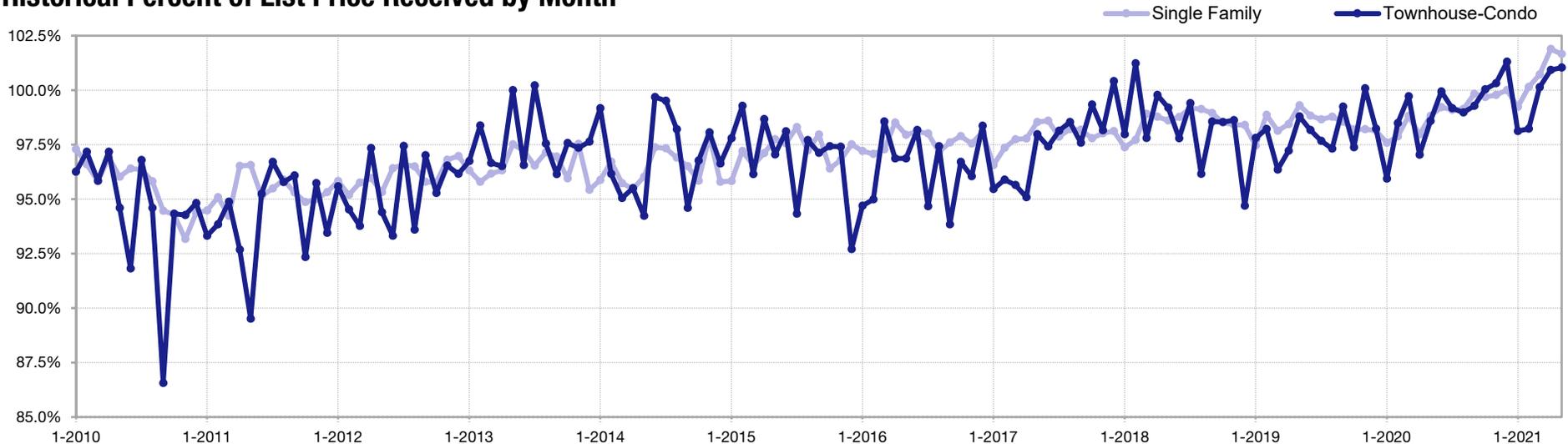


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2020	99.2%	+0.4%	99.9%	+1.7%
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	100.2%	+2.3%	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%

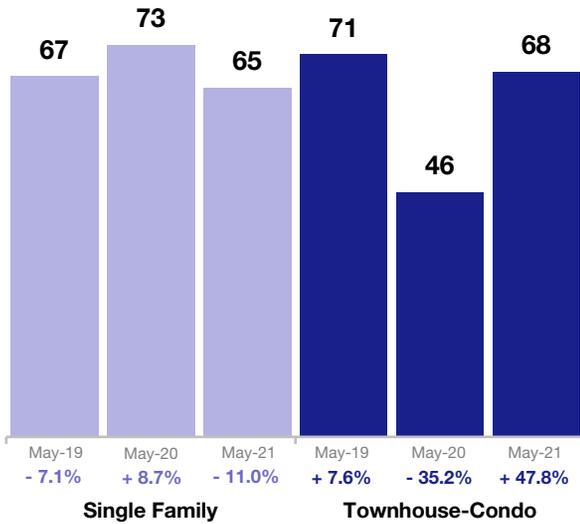
Historical Percent of List Price Received by Month



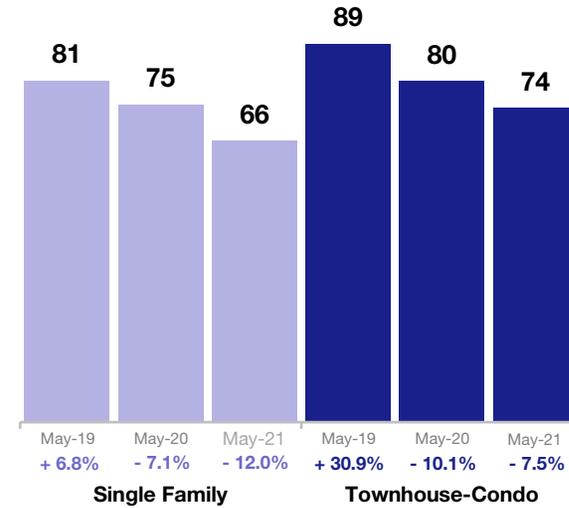
Days on Market Until Sale



May

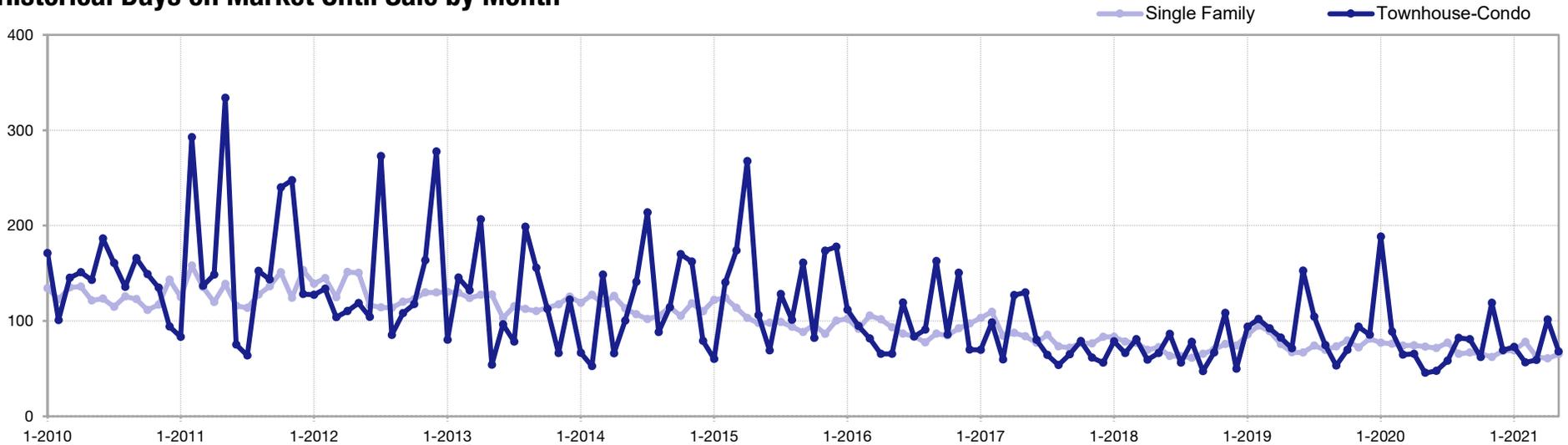


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2020	71	+6.0%	48	-68.6%
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	66	-16.5%	62	-11.4%
Nov-2020	62	-13.9%	119	+26.6%
Dec-2020	69	-14.8%	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%	101	+53.0%
May-2021	65	-11.0%	68	+47.8%

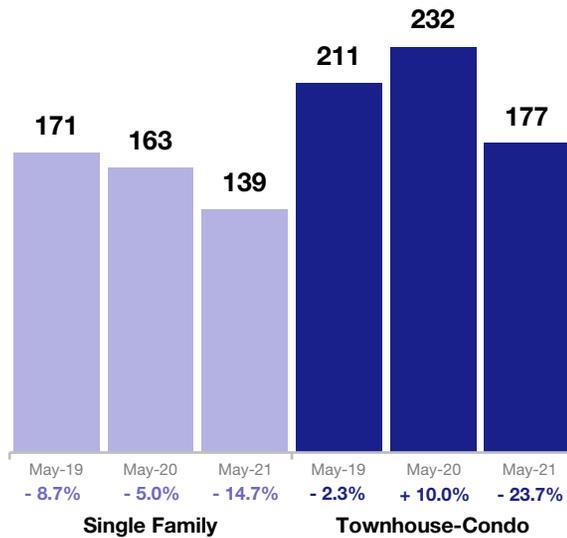
Historical Days on Market Until Sale by Month



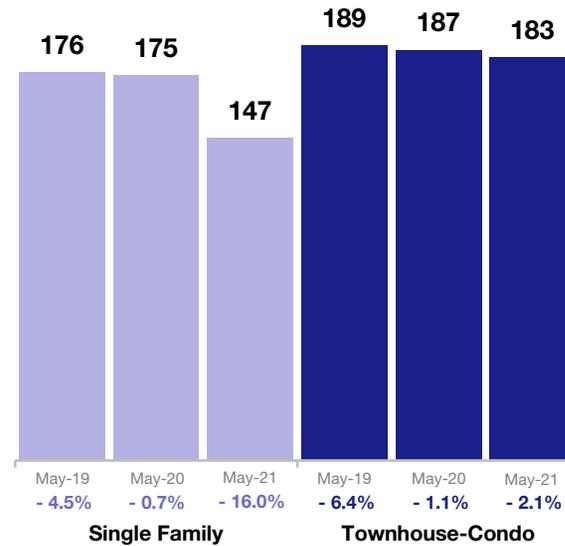
Housing Affordability Index



May

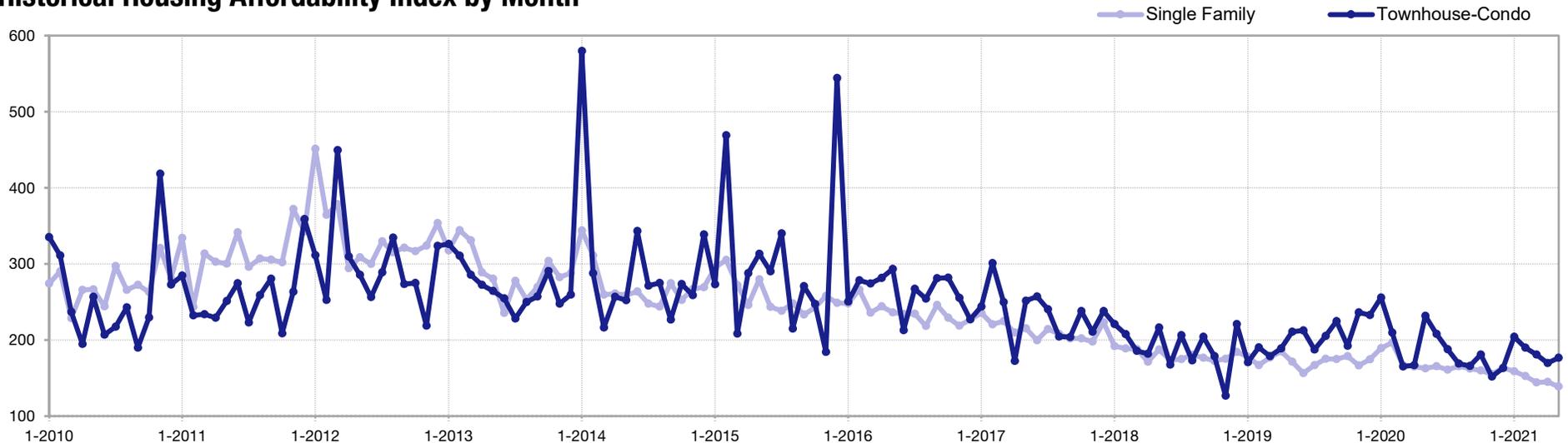


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2020	165	+5.8%	208	-1.9%
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	160	-10.6%	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	144	-13.8%	181	+9.7%
Apr-2021	145	-12.1%	169	+1.2%
May-2021	139	-14.7%	177	-23.7%

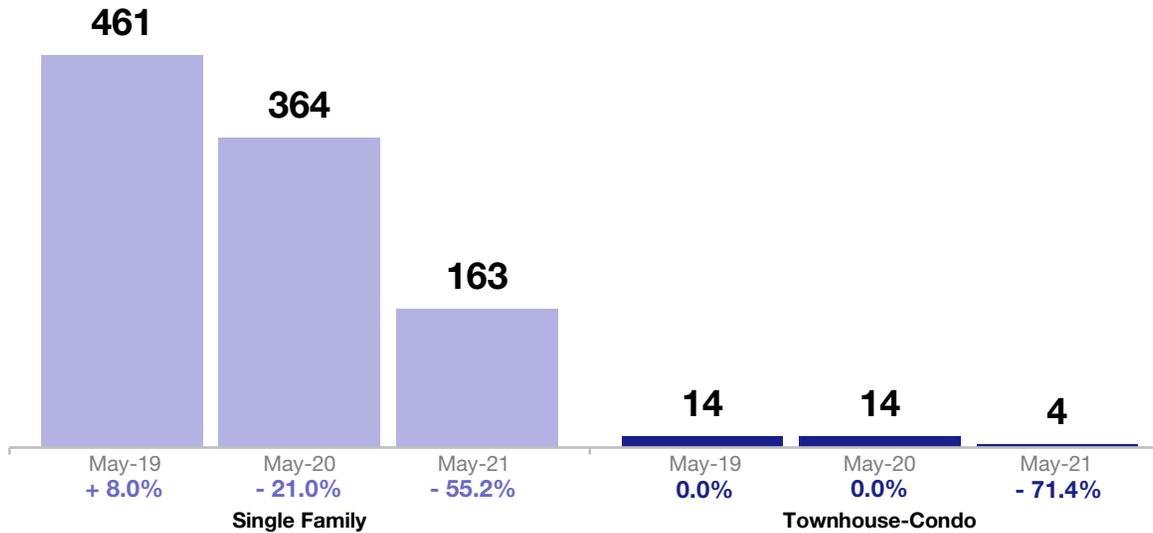
Historical Housing Affordability Index by Month



Inventory of Active Listings

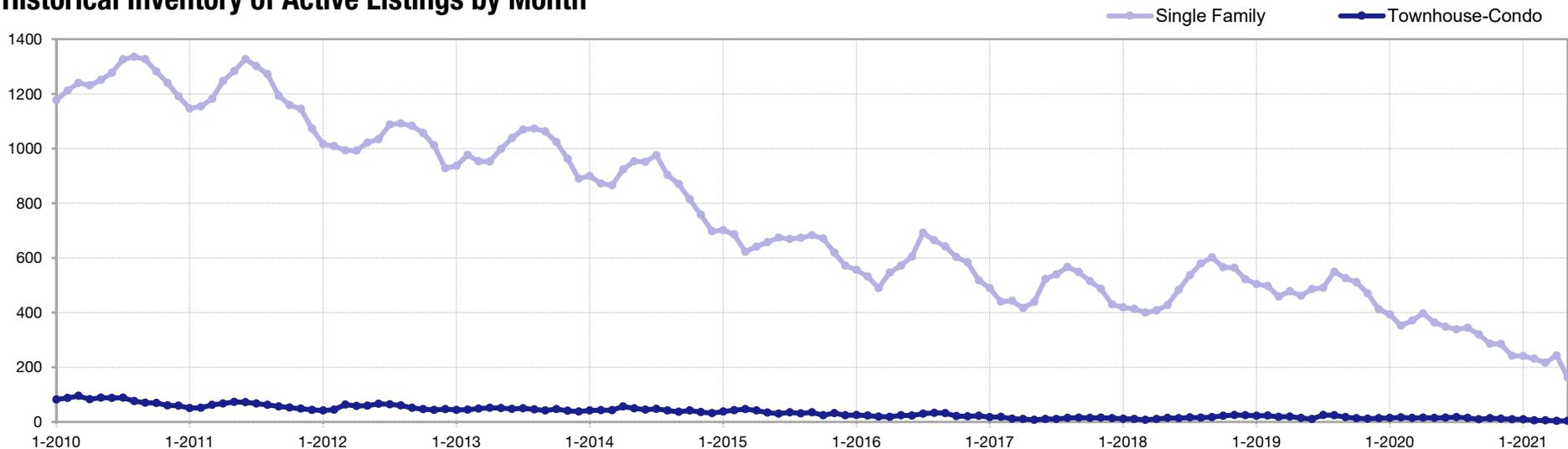


May



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2020	348	-28.4%	15	+36.4%
Jul-2020	338	-31.2%	17	-32.0%
Aug-2020	344	-37.3%	14	-41.7%
Sep-2020	320	-39.2%	10	-41.2%
Oct-2020	286	-44.0%	13	0.0%
Nov-2020	285	-39.4%	12	0.0%
Dec-2020	242	-41.3%	10	-23.1%
Jan-2021	241	-38.7%	10	-28.6%
Feb-2021	231	-34.4%	6	-62.5%
Mar-2021	216	-41.8%	6	-57.1%
Apr-2021	243	-38.8%	4	-73.3%
May-2021	163	-55.2%	4	-71.4%

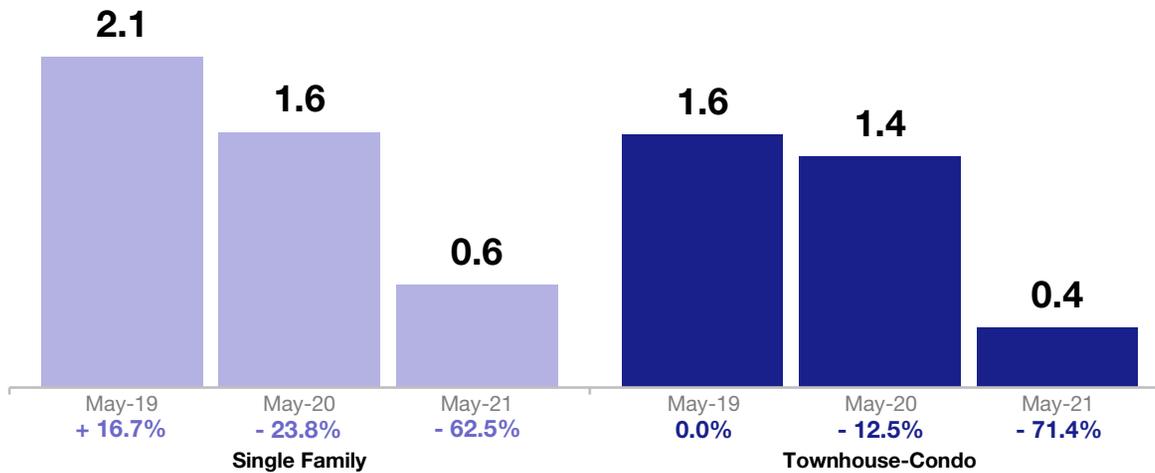
Historical Inventory of Active Listings by Month



Months Supply of Inventory

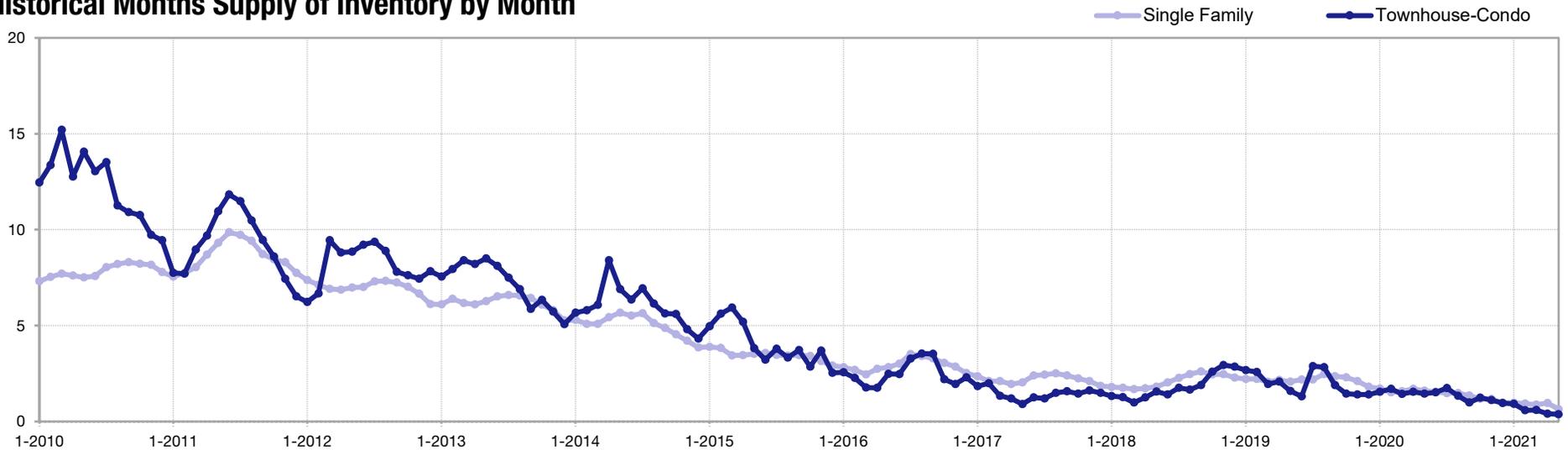


May



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2020	1.5	-31.8%	1.5	+15.4%
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	0.6	-62.5%	0.4	-71.4%

Historical Months Supply of Inventory by Month



Total Market Overview

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



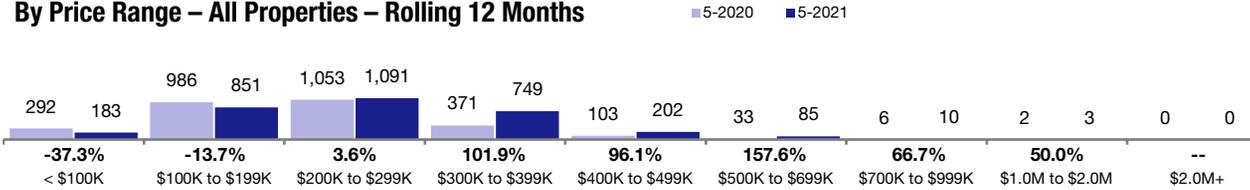
Key Metrics	Historical Sparkbars	5-2020	5-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		325	308	- 5.2%	1,393	1,449	+ 4.0%
Pending Sales		319	330	+ 3.4%	1,236	1,338	+ 8.3%
Sold Listings		193	205	+ 6.2%	1,079	1,149	+ 6.5%
Median Sales Price		\$229,000	\$275,000	+ 20.1%	\$218,000	\$260,000	+ 19.3%
Avg. Sales Price		\$230,822	\$300,486	+ 30.2%	\$221,160	\$272,926	+ 23.4%
Pct. of List Price Received		98.8%	101.6%	+ 2.8%	98.2%	100.8%	+ 2.6%
Days on Market		72	65	- 9.7%	75	67	- 10.7%
Affordability Index		167	141	- 15.6%	175	150	- 14.3%
Active Listings		378	167	- 55.8%	--	--	--
Months Supply		1.6	0.6	- 62.5%	--	--	--

Sold Listings

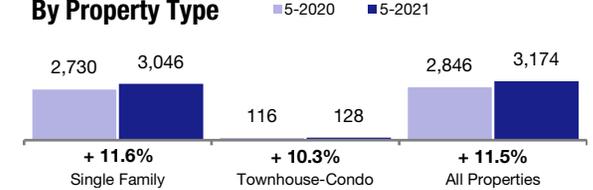
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	5-2020	5-2021	Change	5-2020	5-2021	Change
\$99,999 and Below	280	180	-35.7%	12	3	-75.0%
\$100,000 to \$199,999	933	803	-13.9%	53	48	-9.4%
\$200,000 to \$299,999	1,012	1,030	+1.8%	41	61	+48.8%
\$300,000 to \$399,999	364	735	+101.9%	7	14	+100.0%
\$400,000 to \$499,999	102	201	+97.1%	1	1	0.0%
\$500,000 to \$699,999	31	85	+174.2%	2	0	-100.0%
\$700,000 to \$999,999	6	9	+50.0%	0	1	--
\$1,000,000 to \$1,999,999	2	3	+50.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,730	3,046	+11.6%	116	128	+10.3%

Compared to Prior Month

By Price Range	Single Family			Condo		
	4-2021	5-2021	Change	4-2021	5-2021	Change
\$99,999 and Below	5	1	-80.0%	0	0	--
\$100,000 to \$199,999	67	45	-32.8%	6	5	-16.7%
\$200,000 to \$299,999	76	56	-26.3%	4	4	0.0%
\$300,000 to \$399,999	76	57	-25.0%	3	1	-66.7%
\$400,000 to \$499,999	31	25	-19.4%	0	0	--
\$500,000 to \$699,999	8	10	+25.0%	0	0	--
\$700,000 to \$999,999	1	0	-100.0%	0	1	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	264	194	-26.5%	13	11	-15.4%

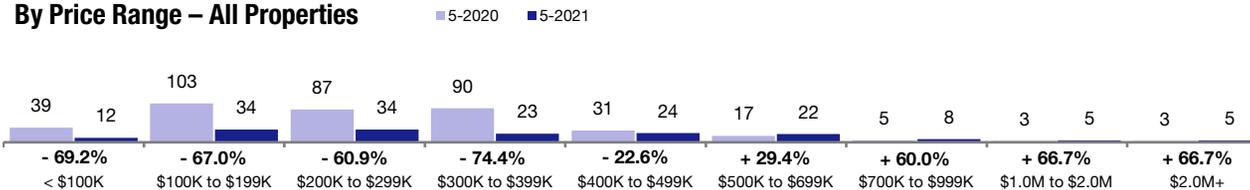
Year to Date

By Price Range	Single Family			Condo		
	5-2020	5-2021	Change	5-2020	5-2021	Change
\$99,999 and Below	100	45	-55.0%	5	3	-40.0%
\$100,000 to \$199,999	369	278	-24.7%	19	21	+10.5%
\$200,000 to \$299,999	368	331	-10.1%	22	22	0.0%
\$300,000 to \$399,999	143	300	+109.8%	3	4	+33.3%
\$400,000 to \$499,999	38	101	+165.8%	0	0	--
\$500,000 to \$699,999	9	41	+355.6%	0	0	--
\$700,000 to \$999,999	1	2	+100.0%	0	1	--
\$1,000,000 to \$1,999,999	2	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	1,030	1,098	+6.6%	49	51	+4.1%

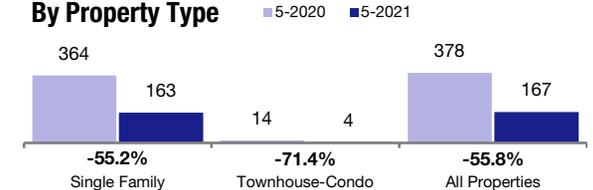
Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Condo		
	5-2020	5-2021	Change	5-2020	5-2021	Change
\$99,999 and Below	39	12	-69.2%	0	0	--
\$100,000 to \$199,999	101	33	-67.3%	2	1	-50.0%
\$200,000 to \$299,999	83	34	-59.0%	4	0	-100.0%
\$300,000 to \$399,999	83	21	-74.7%	7	2	-71.4%
\$400,000 to \$499,999	30	24	-20.0%	1	0	-100.0%
\$500,000 to \$699,999	17	22	+29.4%	0	0	--
\$700,000 to \$999,999	5	7	+40.0%	0	1	--
\$1,000,000 to \$1,999,999	3	5	+66.7%	0	0	--
\$2,000,000 and Above	3	5	+66.7%	0	0	--
All Price Ranges	364	163	-55.2%	14	4	-71.4%

Compared to Prior Month

By Price Range	Single Family			Condo		
	4-2021	5-2021	Change	4-2021	5-2021	Change
\$99,999 and Below	13	12	-7.7%	0	0	--
\$100,000 to \$199,999	69	33	-52.2%	0	1	--
\$200,000 to \$299,999	39	34	-12.8%	2	0	-100.0%
\$300,000 to \$399,999	51	21	-58.8%	1	2	+100.0%
\$400,000 to \$499,999	31	24	-22.6%	0	0	--
\$500,000 to \$699,999	23	22	-4.3%	0	0	--
\$700,000 to \$999,999	10	7	-30.0%	1	1	0.0%
\$1,000,000 to \$1,999,999	3	5	+66.7%	0	0	--
\$2,000,000 and Above	4	5	+25.0%	0	0	--
All Price Ranges	243	163	-32.9%	4	4	0.0%

Year to Date

By Price Range	Single Family			Condo		
	5-2020	5-2021	Change	5-2020	5-2021	Change
\$99,999 and Below	13	12	-7.7%	0	0	--
\$100,000 to \$199,999	69	33	-52.2%	0	1	--
\$200,000 to \$299,999	39	34	-12.8%	2	0	-100.0%
\$300,000 to \$399,999	51	21	-58.8%	1	2	+100.0%
\$400,000 to \$499,999	31	24	-22.6%	0	0	--
\$500,000 to \$699,999	23	22	-4.3%	0	0	--
\$700,000 to \$999,999	10	7	-30.0%	1	1	0.0%
\$1,000,000 to \$1,999,999	3	5	+66.7%	0	0	--
\$2,000,000 and Above	4	5	+25.0%	0	0	--
All Price Ranges	243	163	-32.9%	4	4	0.0%

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 May 2021

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Pueblo County

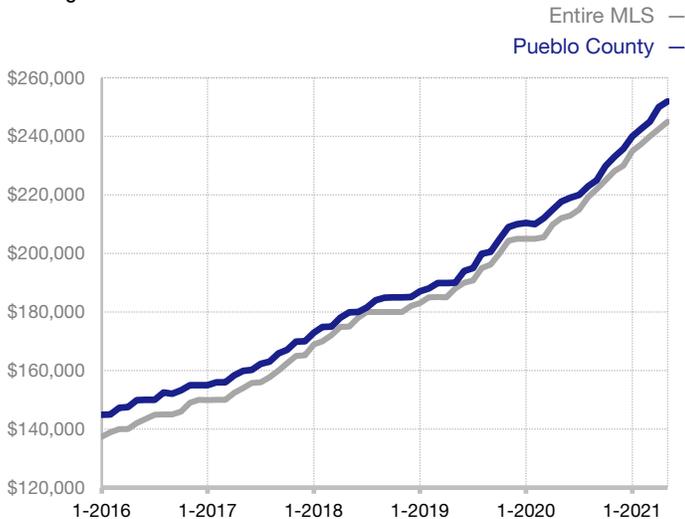
Single Family Key Metrics	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
New Listings	314	288	- 8.3%	1,327	1,376	+ 3.7%
Sold Listings	188	195	+ 3.7%	1,022	1,093	+ 6.9%
Median Sales Price*	\$235,000	\$275,900	+ 17.4%	\$218,000	\$265,000	+ 21.6%
Average Sales Price*	\$232,801	\$300,091	+ 28.9%	\$221,009	\$275,928	+ 24.8%
Percent of List Price Received*	98.8%	101.7%	+ 2.9%	98.3%	100.8%	+ 2.5%
Days on Market Until Sale	72	66	- 8.3%	74	66	- 10.8%
Inventory of Homes for Sale	360	151	- 58.1%	--	--	--
Months Supply of Inventory	1.6	0.6	- 62.5%	--	--	--

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

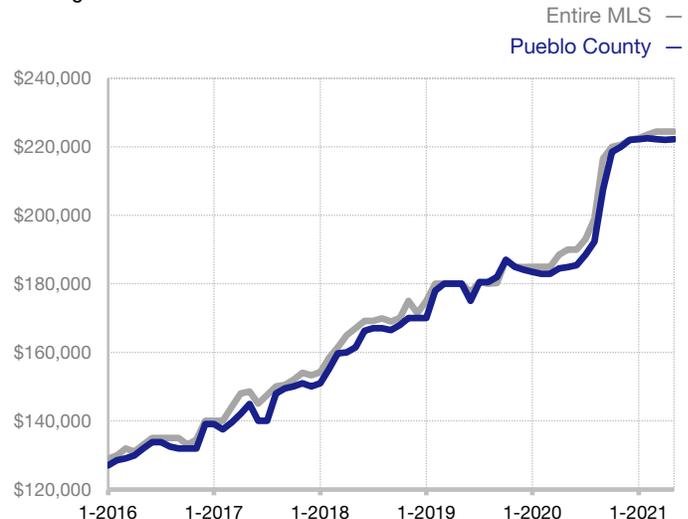
Townhouse/Condo Key Metrics	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
New Listings	12	10	- 16.7%	62	46	- 25.8%
Sold Listings	5	10	+ 100.0%	48	49	+ 2.1%
Median Sales Price*	\$165,000	\$195,000	+ 18.2%	\$197,500	\$212,000	+ 7.3%
Average Sales Price*	\$175,900	\$253,589	+ 44.2%	\$192,450	\$214,978	+ 11.7%
Percent of List Price Received*	98.6%	100.9%	+ 2.3%	98.3%	100.1%	+ 1.8%
Days on Market Until Sale	46	73	+ 58.7%	81	76	- 6.2%
Inventory of Homes for Sale	14	4	- 71.4%	--	--	--
Months Supply of Inventory	1.5	0.4	- 73.3%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for May 2021

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El Paso County

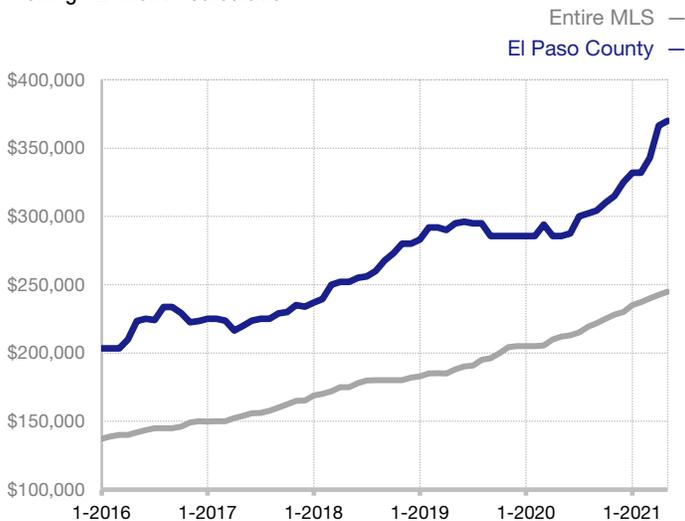
Single Family Key Metrics	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
New Listings	5	10	+ 100.0%	26	39	+ 50.0%
Sold Listings	0	9	--	18	35	+ 94.4%
Median Sales Price*	\$0	\$415,000	--	\$304,250	\$396,500	+ 30.3%
Average Sales Price*	\$0	\$458,433	--	\$369,872	\$440,250	+ 19.0%
Percent of List Price Received*	0.0%	100.4%	--	100.7%	102.5%	+ 1.8%
Days on Market Until Sale	0	100	--	74	65	- 12.2%
Inventory of Homes for Sale	11	6	- 45.5%	--	--	--
Months Supply of Inventory	2.0	0.9	- 55.0%	--	--	--

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

Townhouse/Condo Key Metrics	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
New Listings	2	3	+ 50.0%	9	11	+ 22.2%
Sold Listings	4	3	- 25.0%	5	8	+ 60.0%
Median Sales Price*	\$274,500	\$330,000	+ 20.2%	\$274,000	\$326,500	+ 19.2%
Average Sales Price*	\$283,175	\$321,333	+ 13.5%	\$270,940	\$317,875	+ 17.3%
Percent of List Price Received*	100.4%	103.8%	+ 3.4%	99.2%	103.1%	+ 3.9%
Days on Market Until Sale	44	27	- 38.6%	43	36	- 16.3%
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--
Months Supply of Inventory	1.1	0.4	- 63.6%	--	--	--

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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 May 2021

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Fowler

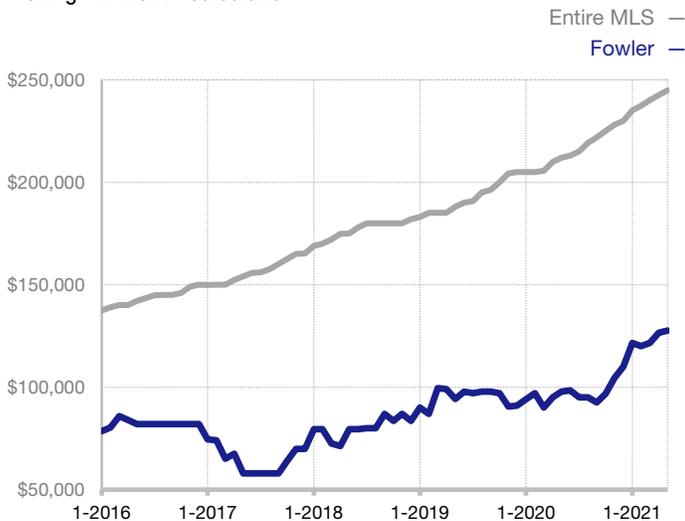
Single Family	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
Key Metrics						
New Listings	3	5	+ 66.7%	6	27	+ 350.0%
Sold Listings	1	6	+ 500.0%	6	25	+ 316.7%
Median Sales Price*	\$123,000	\$130,500	+ 6.1%	\$102,500	\$136,000	+ 32.7%
Average Sales Price*	\$123,000	\$165,167	+ 34.3%	\$124,000	\$159,734	+ 28.8%
Percent of List Price Received*	100.0%	104.0%	+ 4.0%	92.3%	99.4%	+ 7.7%
Days on Market Until Sale	115	57	- 50.4%	114	81	- 28.9%
Inventory of Homes for Sale	8	7	- 12.5%	--	--	--
Months Supply of Inventory	3.7	2.1	- 43.2%	--	--	--

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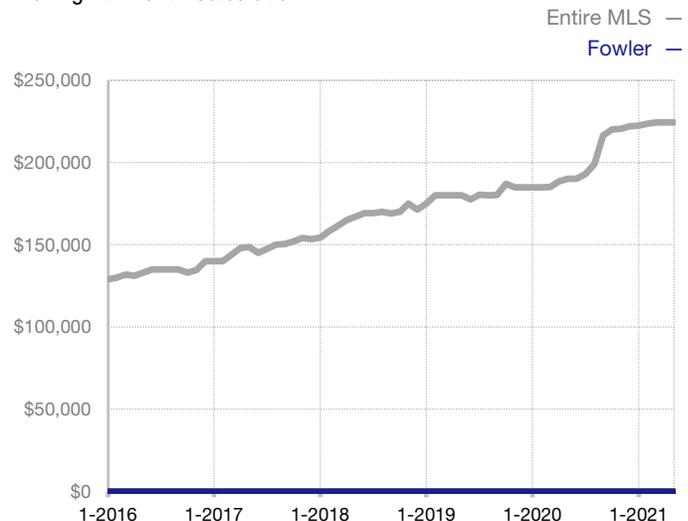
Townhouse/Condo	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 May 2021

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La Junta

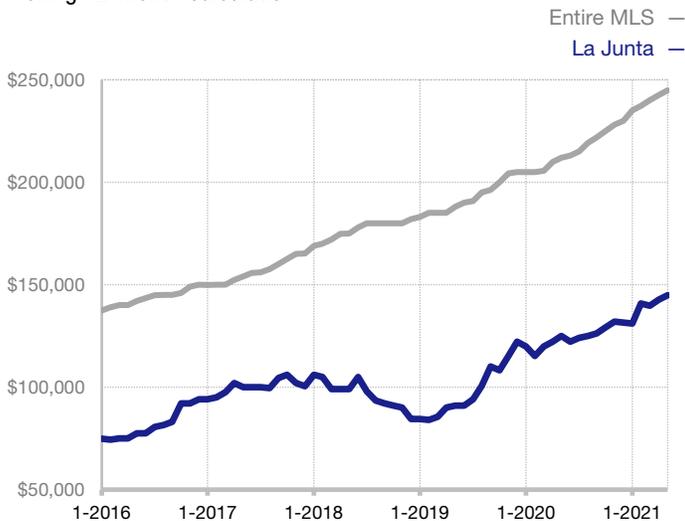
Single Family Key Metrics	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
New Listings	11	8	- 27.3%	38	30	- 21.1%
Sold Listings	3	8	+ 166.7%	25	36	+ 44.0%
Median Sales Price*	\$172,500	\$159,250	- 7.7%	\$125,000	\$155,000	+ 24.0%
Average Sales Price*	\$179,833	\$167,563	- 6.8%	\$126,682	\$157,194	+ 24.1%
Percent of List Price Received*	92.5%	98.2%	+ 6.2%	96.9%	96.3%	- 0.6%
Days on Market Until Sale	185	163	- 11.9%	117	108	- 7.7%
Inventory of Homes for Sale	20	5	- 75.0%	--	--	--
Months Supply of Inventory	2.8	0.6	- 78.6%	--	--	--

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

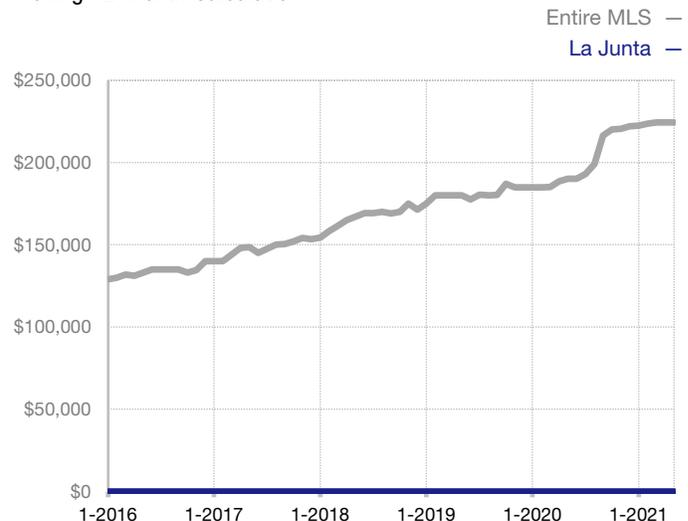
Townhouse/Condo Key Metrics	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 May 2021

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Lamar

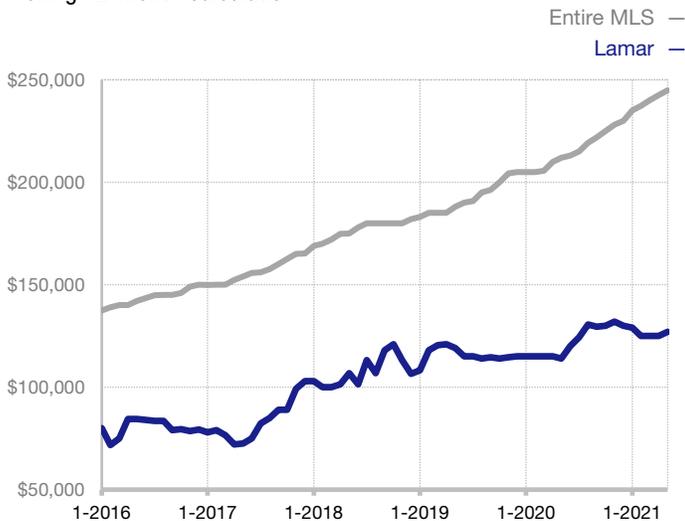
Single Family Key Metrics	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
New Listings	6	3	- 50.0%	21	28	+ 33.3%
Sold Listings	2	5	+ 150.0%	12	23	+ 91.7%
Median Sales Price*	\$97,500	\$105,000	+ 7.7%	\$108,750	\$110,000	+ 1.1%
Average Sales Price*	\$97,500	\$121,000	+ 24.1%	\$127,825	\$133,235	+ 4.2%
Percent of List Price Received*	95.2%	96.1%	+ 0.9%	96.6%	95.2%	- 1.4%
Days on Market Until Sale	71	51	- 28.2%	149	98	- 34.2%
Inventory of Homes for Sale	14	5	- 64.3%	--	--	--
Months Supply of Inventory	3.7	1.0	- 73.0%	--	--	--

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

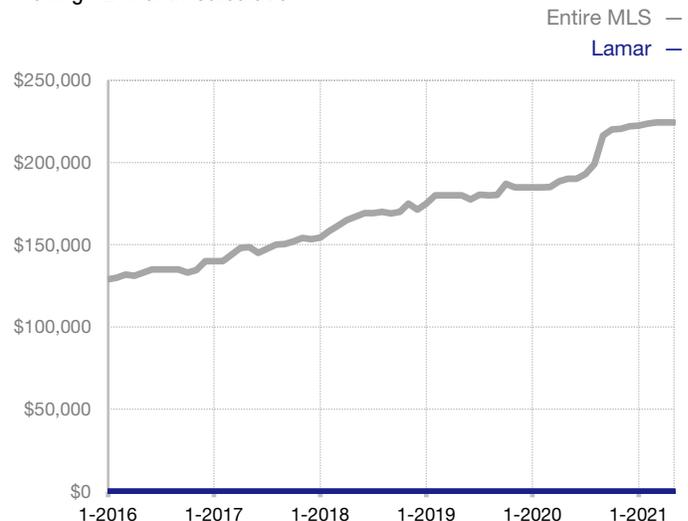
Townhouse/Condo Key Metrics	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 May 2021

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Las Animas

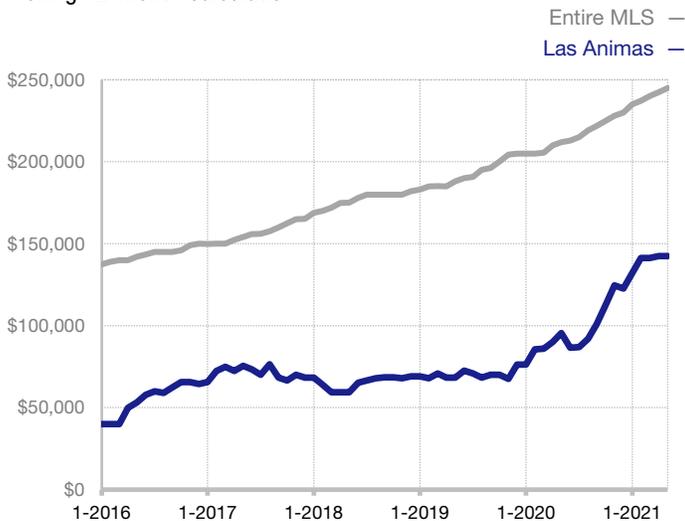
Single Family	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
Key Metrics						
New Listings	1	3	+ 200.0%	12	16	+ 33.3%
Sold Listings	1	1	0.0%	8	9	+ 12.5%
Median Sales Price*	\$185,000	\$165,000	- 10.8%	\$135,500	\$170,000	+ 25.5%
Average Sales Price*	\$185,000	\$165,000	- 10.8%	\$142,750	\$203,278	+ 42.4%
Percent of List Price Received*	97.9%	100.1%	+ 2.2%	93.3%	97.6%	+ 4.6%
Days on Market Until Sale	64	115	+ 79.7%	112	112	0.0%
Inventory of Homes for Sale	5	2	- 60.0%	--	--	--
Months Supply of Inventory	2.1	0.8	- 61.9%	--	--	--

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

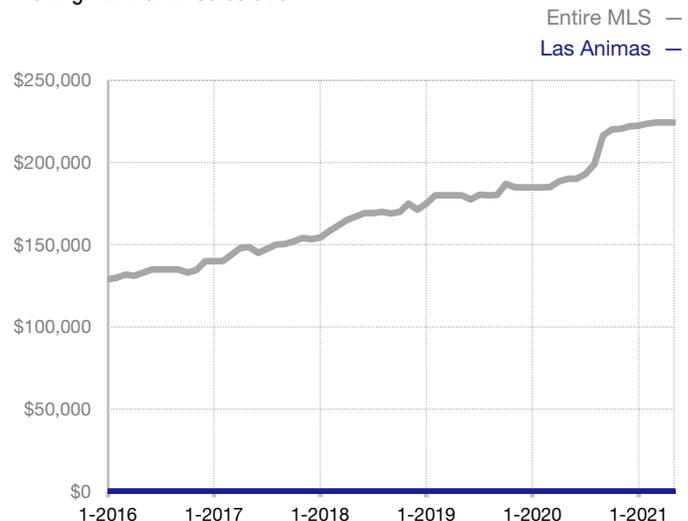
Townhouse/Condo	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 May 2021

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Manzanola

Single Family	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	3	4	+ 33.3%
Sold Listings	0	1	--	4	5	+ 25.0%
Median Sales Price*	\$0	\$176,500	--	\$73,392	\$176,500	+ 140.5%
Average Sales Price*	\$0	\$176,500	--	\$79,671	\$221,900	+ 178.5%
Percent of List Price Received*	0.0%	99.8%	--	95.4%	94.5%	- 0.9%
Days on Market Until Sale	0	50	--	70	134	+ 91.4%
Inventory of Homes for Sale	3	1	- 66.7%	--	--	--
Months Supply of Inventory	2.1	0.8	- 61.9%	--	--	--

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

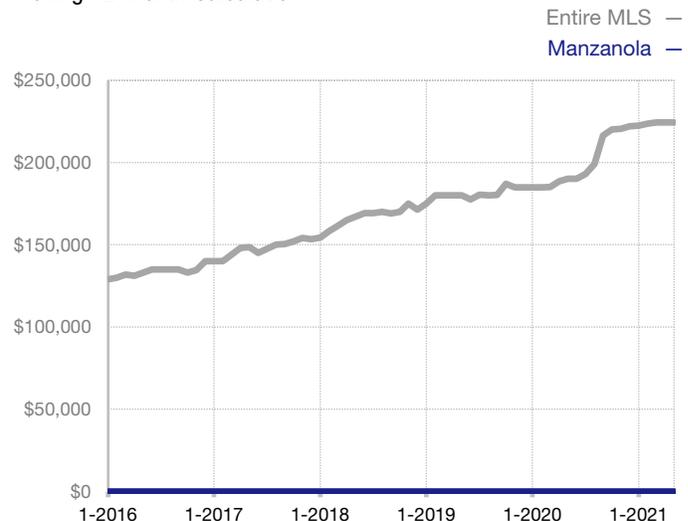
Townhouse/Condo	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 May 2021

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Rocky Ford

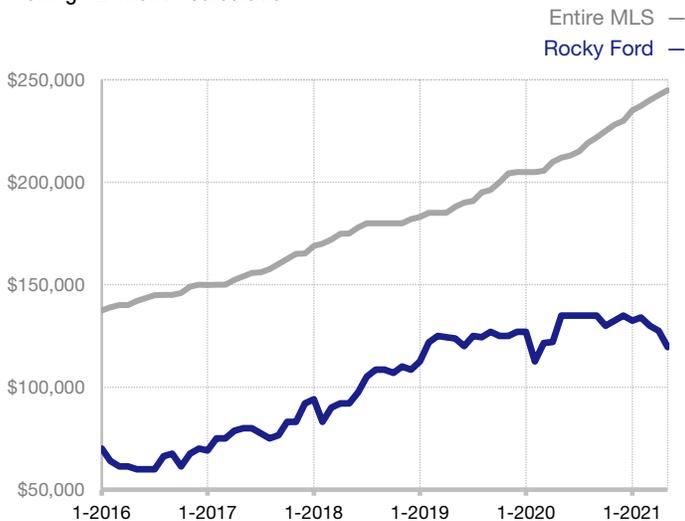
Single Family	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
Key Metrics						
New Listings	5	4	- 20.0%	22	16	- 27.3%
Sold Listings	1	3	+ 200.0%	13	25	+ 92.3%
Median Sales Price*	\$350,000	\$110,000	- 68.6%	\$135,000	\$95,000	- 29.6%
Average Sales Price*	\$350,000	\$129,125	- 63.1%	\$141,315	\$134,119	- 5.1%
Percent of List Price Received*	97.5%	84.0%	- 13.8%	94.5%	95.4%	+ 1.0%
Days on Market Until Sale	121	120	- 0.8%	118	96	- 18.6%
Inventory of Homes for Sale	19	3	- 84.2%	--	--	--
Months Supply of Inventory	6.2	0.6	- 90.3%	--	--	--

* 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	May			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 05-2020	Thru 05-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	1	--	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

