

Local Market Update for July 2020

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

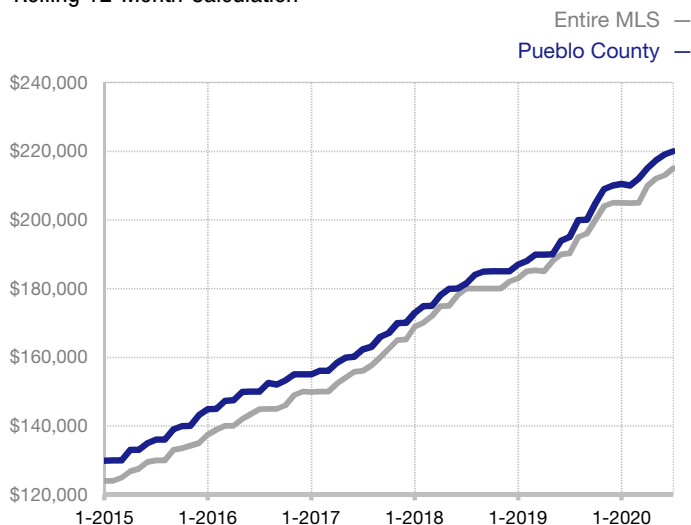
Single Family	July			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	288	332	+ 15.3%	2,032	1,972	- 3.0%
Sold Listings	265	277	+ 4.5%	1,546	1,538	- 0.5%
Median Sales Price*	\$215,000	\$245,000	+ 14.0%	\$205,500	\$225,000	+ 9.5%
Average Sales Price*	\$221,488	\$247,614	+ 11.8%	\$213,857	\$228,472	+ 6.8%
Percent of List Price Received*	98.7%	98.9%	+ 0.2%	98.7%	98.5%	- 0.2%
Days on Market Until Sale	71	77	+ 8.5%	75	74	- 1.3%
Inventory of Homes for Sale	464	259	- 44.2%	--	--	--
Months Supply of Inventory	2.1	1.2	- 42.9%	--	--	--

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

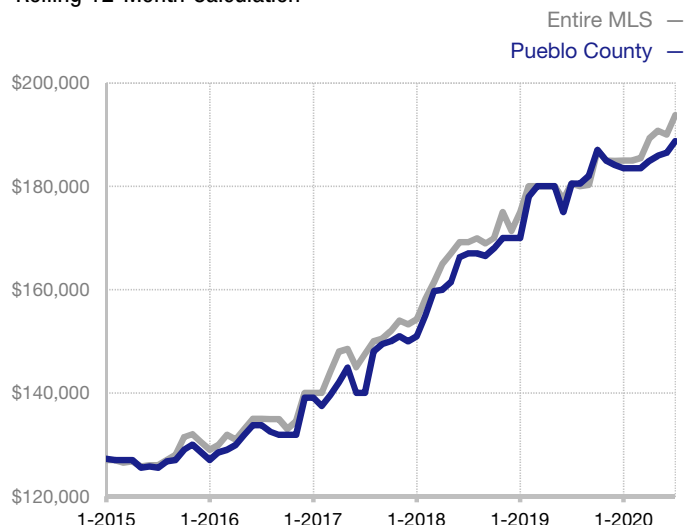
Townhouse/Condo	July			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	22	15	- 31.8%	74	90	+ 21.6%
Sold Listings	12	10	- 16.7%	60	65	+ 8.3%
Median Sales Price*	\$183,750	\$200,000	+ 8.8%	\$186,000	\$200,000	+ 7.5%
Average Sales Price*	\$231,117	\$209,360	- 9.4%	\$192,373	\$198,446	+ 3.2%
Percent of List Price Received*	97.7%	99.1%	+ 1.4%	97.7%	98.8%	+ 1.1%
Days on Market Until Sale	98	60	- 38.8%	99	73	- 26.3%
Inventory of Homes for Sale	25	16	- 36.0%	--	--	--
Months Supply of Inventory	3.0	1.7	- 43.3%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



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Arkansas Valley/Otero County

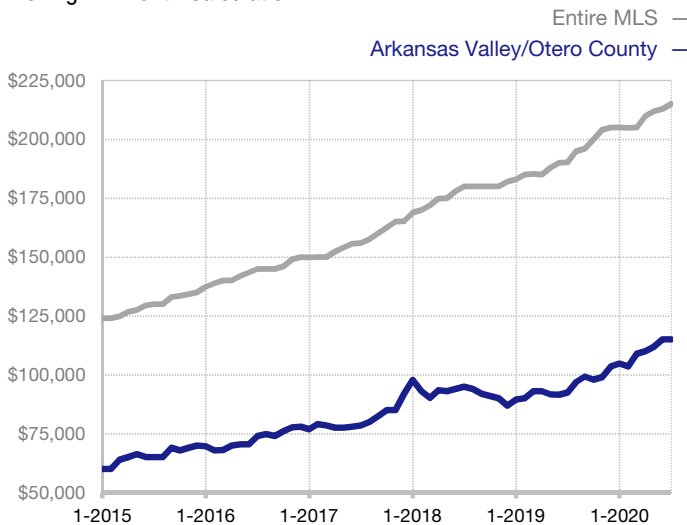
Single Family	July			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	55	29	- 47.3%	269	232	- 13.8%
Sold Listings	27	40	+ 48.1%	204	173	- 15.2%
Median Sales Price*	\$140,000	\$125,000	- 10.7%	\$97,000	\$119,000	+ 22.7%
Average Sales Price*	\$164,327	\$141,963	- 13.6%	\$119,042	\$134,176	+ 12.7%
Percent of List Price Received*	94.3%	95.9%	+ 1.7%	94.7%	95.9%	+ 1.3%
Days on Market Until Sale	98	95	- 3.1%	100	105	+ 5.0%
Inventory of Homes for Sale	106	80	- 24.5%	--	--	--
Months Supply of Inventory	3.8	3.0	- 21.1%	--	--	--

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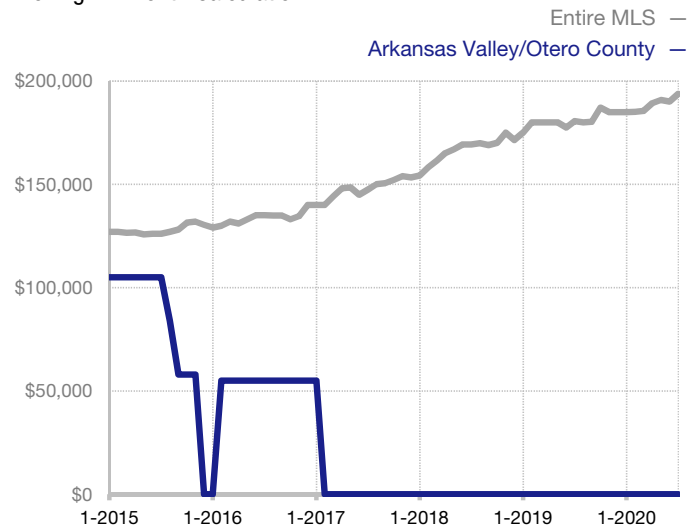
Townhouse/Condo	July			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
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Fowler

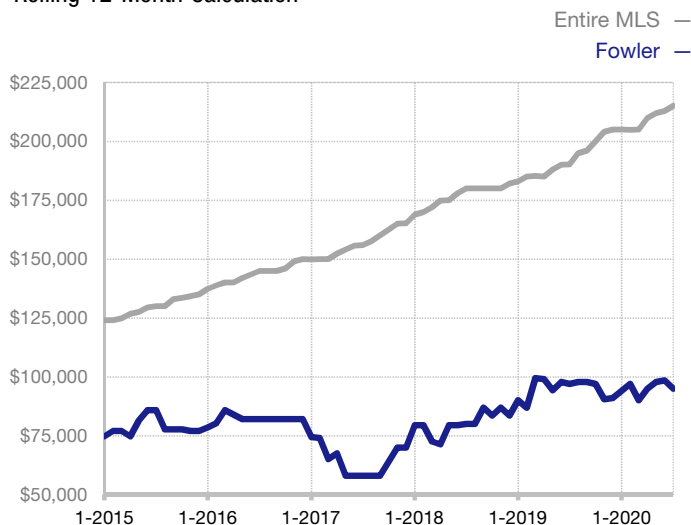
Single Family	July			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	4	4	0.0%	23	13	- 43.5%
Sold Listings	4	4	0.0%	25	11	- 56.0%
Median Sales Price*	\$170,000	\$102,750	- 39.6%	\$90,000	\$95,000	+ 5.6%
Average Sales Price*	\$180,250	\$133,750	- 25.8%	\$118,779	\$124,000	+ 4.4%
Percent of List Price Received*	93.9%	101.7%	+ 8.3%	96.3%	96.4%	+ 0.1%
Days on Market Until Sale	57	71	+ 24.6%	79	91	+ 15.2%
Inventory of Homes for Sale	5	4	- 20.0%	--	--	--
Months Supply of Inventory	1.4	1.9	+ 35.7%	--	--	--

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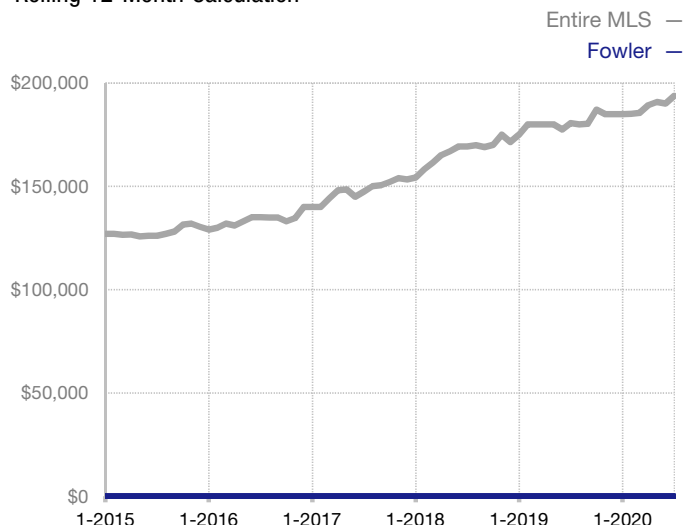
Townhouse/Condo	July			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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Huerfano County

Single Family	July			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	11	11	0.0%	85	68	- 20.0%
Sold Listings	12	8	- 33.3%	48	37	- 22.9%
Median Sales Price*	\$136,000	\$180,000	+ 32.4%	\$155,000	\$195,000	+ 25.8%
Average Sales Price*	\$163,042	\$682,625	+ 318.7%	\$208,544	\$340,270	+ 63.2%
Percent of List Price Received*	96.1%	95.2%	- 0.9%	94.8%	92.5%	- 2.4%
Days on Market Until Sale	197	170	- 13.7%	229	176	- 23.1%
Inventory of Homes for Sale	78	47	- 39.7%	--	--	--
Months Supply of Inventory	11.6	7.6	- 34.5%	--	--	--

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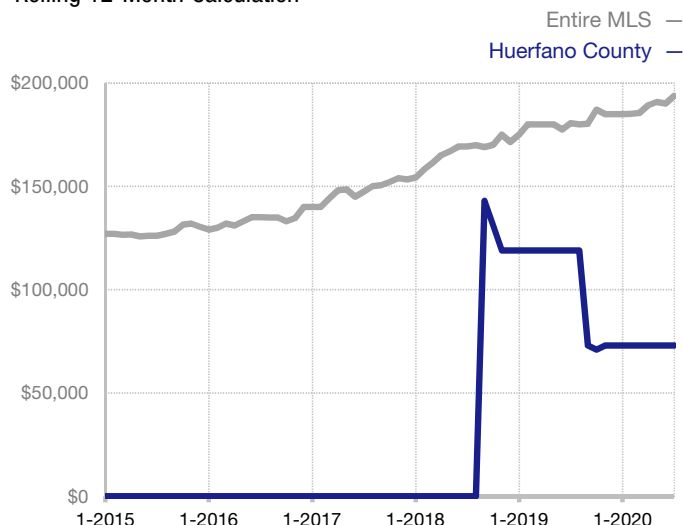
Townhouse/Condo	July			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	1	2	+ 100.0%	1	4	+ 300.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	1	1	0.0%	--	--	--
Months Supply of Inventory	1.0	1.0	0.0%	--	--	--

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Rolling 12-Month Calculation



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La Junta

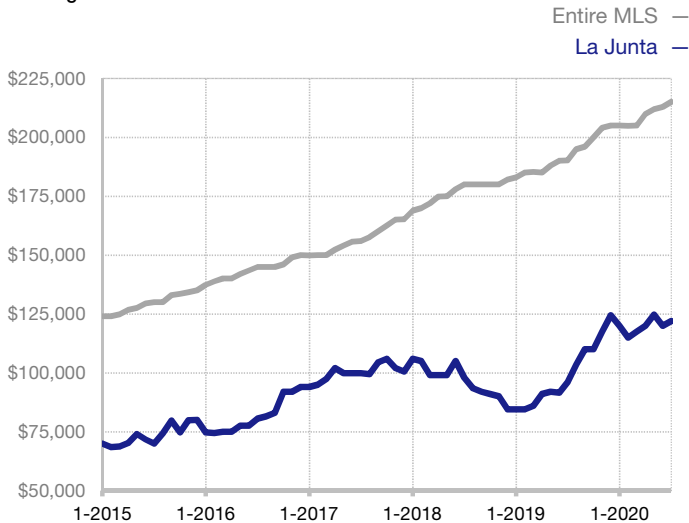
Single Family	July			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	15	6	- 60.0%	61	56	- 8.2%
Sold Listings	7	12	+ 71.4%	47	47	0.0%
Median Sales Price*	\$154,000	\$128,750	- 16.4%	\$129,688	\$124,000	- 4.4%
Average Sales Price*	\$167,132	\$148,208	- 11.3%	\$128,448	\$127,507	- 0.7%
Percent of List Price Received*	99.4%	97.9%	- 1.5%	96.2%	97.5%	+ 1.4%
Days on Market Until Sale	125	105	- 16.0%	111	114	+ 2.7%
Inventory of Homes for Sale	23	12	- 47.8%	--	--	--
Months Supply of Inventory	3.4	1.5	- 55.9%	--	--	--

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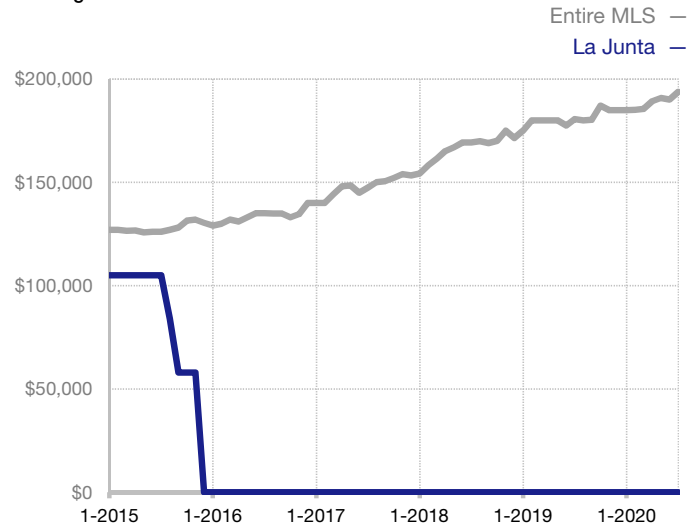
Townhouse/Condo	July			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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



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Lamar

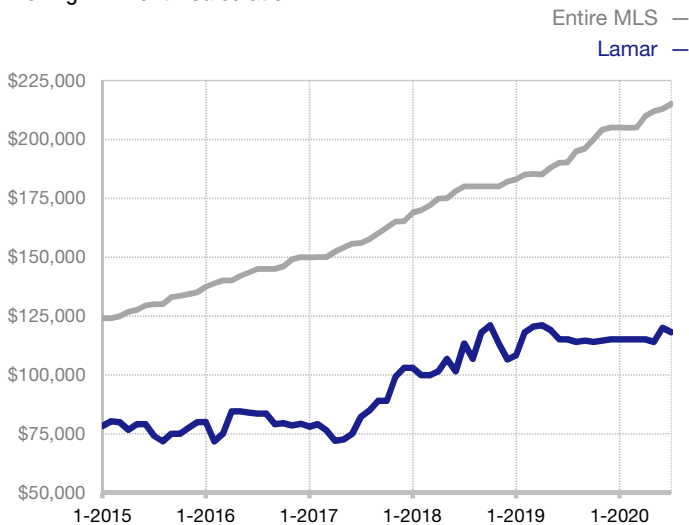
Single Family	July			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	6	5	- 16.7%	43	28	- 34.9%
Sold Listings	4	4	0.0%	35	20	- 42.9%
Median Sales Price*	\$127,500	\$123,500	- 3.1%	\$115,000	\$126,700	+ 10.2%
Average Sales Price*	\$120,000	\$144,500	+ 20.4%	\$127,269	\$142,170	+ 11.7%
Percent of List Price Received*	91.7%	94.3%	+ 2.8%	94.3%	96.9%	+ 2.8%
Days on Market Until Sale	91	91	0.0%	105	120	+ 14.3%
Inventory of Homes for Sale	12	9	- 25.0%	--	--	--
Months Supply of Inventory	2.6	2.5	- 3.8%	--	--	--

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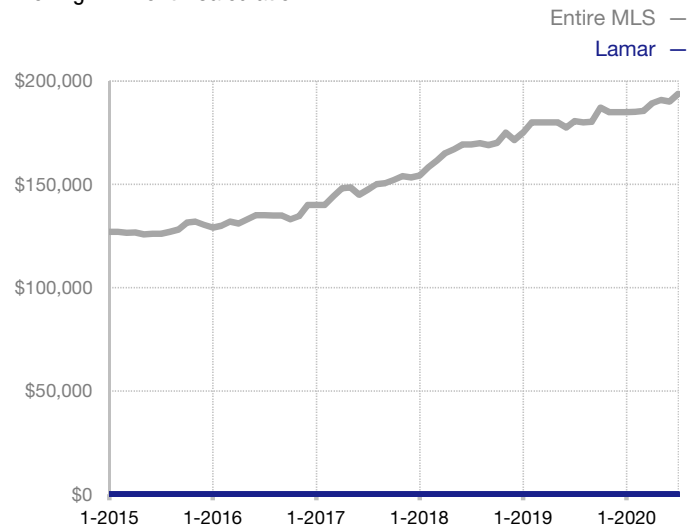
Townhouse/Condo	July			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Las Animas

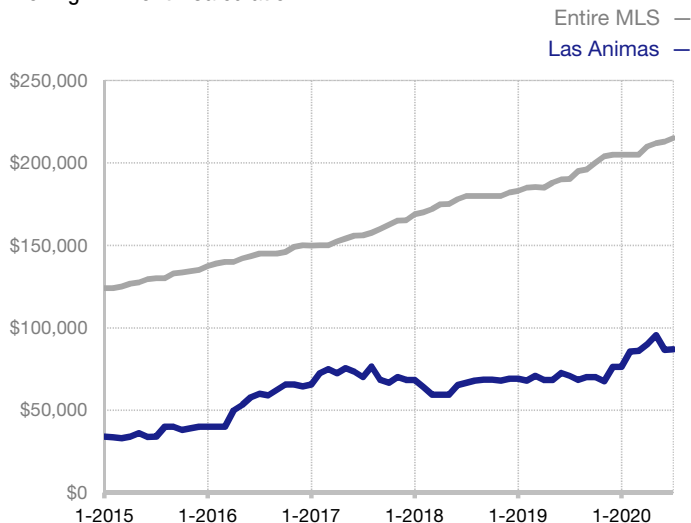
Single Family	July			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	5	4	- 20.0%	24	23	- 4.2%
Sold Listings	1	2	+ 100.0%	21	12	- 42.9%
Median Sales Price*	\$52,000	\$106,000	+ 103.8%	\$67,500	\$94,000	+ 39.3%
Average Sales Price*	\$52,000	\$106,000	+ 103.8%	\$79,817	\$122,917	+ 54.0%
Percent of List Price Received*	95.1%	93.4%	- 1.8%	93.5%	94.0%	+ 0.5%
Days on Market Until Sale	137	121	- 11.7%	89	103	+ 15.7%
Inventory of Homes for Sale	9	12	+ 33.3%	--	--	--
Months Supply of Inventory	2.9	5.7	+ 96.6%	--	--	--

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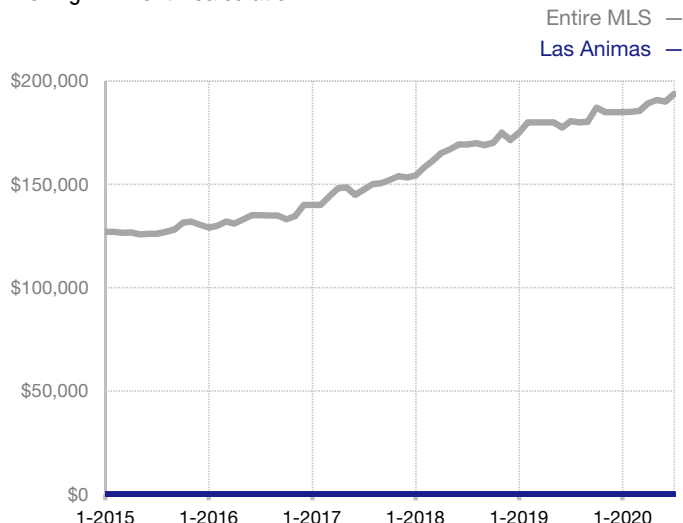
Townhouse/Condo	July			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Manzanola

Single Family	July			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	0	1	--	6	6	0.0%
Sold Listings	1	0	- 100.0%	9	5	- 44.4%
Median Sales Price*	\$310,000	\$0	- 100.0%	\$114,900	\$70,000	- 39.1%
Average Sales Price*	\$310,000	\$0	- 100.0%	\$165,256	\$77,737	- 53.0%
Percent of List Price Received*	77.5%	0.0%	- 100.0%	92.6%	94.1%	+ 1.6%
Days on Market Until Sale	168	0	- 100.0%	107	77	- 28.0%
Inventory of Homes for Sale	2	3	+ 50.0%	--	--	--
Months Supply of Inventory	0.9	2.1	+ 133.3%	--	--	--

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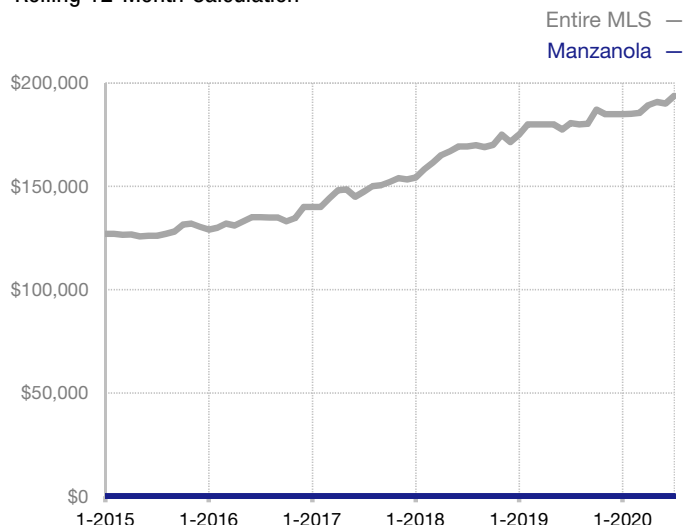
Townhouse/Condo	July			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
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Median Sales Price – Townhouse-Condo
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Rocky Ford

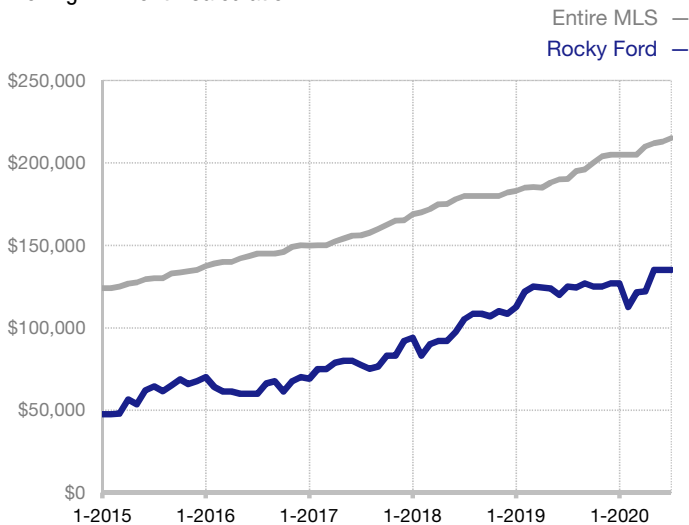
Single Family	July			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	9	1	- 88.9%	40	26	- 35.0%
Sold Listings	4	6	+ 50.0%	30	22	- 26.7%
Median Sales Price*	\$280,000	\$132,250	- 52.8%	\$111,730	\$135,000	+ 20.8%
Average Sales Price*	\$257,750	\$138,000	- 46.5%	\$131,331	\$141,095	+ 7.4%
Percent of List Price Received*	90.7%	95.9%	+ 5.7%	95.9%	93.6%	- 2.4%
Days on Market Until Sale	140	133	- 5.0%	110	136	+ 23.6%
Inventory of Homes for Sale	16	10	- 37.5%	--	--	--
Months Supply of Inventory	4.1	3.2	- 22.0%	--	--	--

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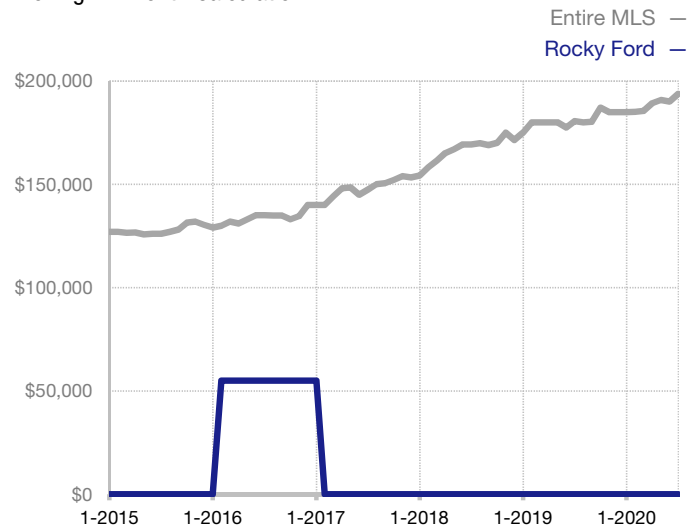
Townhouse/Condo	July			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 07-2019	Thru 07-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Monthly Indicators



July 2020

Percent changes calculated using year-over-year comparisons.

New Listings were up 13.4 percent for single family homes but decreased 30.4 percent for townhouse-condo properties. Pending Sales increased 43.6 percent for single family homes and 85.7 percent for townhouse-condo properties.

The Median Sales Price was up 14.0 percent to \$245,000 for single family homes and 4.4 percent to \$200,000 for townhouse-condo properties. Days on Market increased 4.1 percent for single family homes but decreased 42.3 percent for townhouse-condo properties.

While the number of unemployment insurance weekly initial claims have been far lower in recent weeks than their peak in March and April, more than 1 million new claims are still being filed each week and more 31 million were claiming benefits in all programs as of early July, compared to fewer than 2 million in July 2019. Despite this significant economic impact, home buyers remain extremely resilient. With mortgage rates remaining near record-low levels and home purchase mortgage applications up from a year ago, high buyer activity is expected to continue into the late summer and early fall market.

Activity Snapshot

+ 1.8%	+ 12.9%	- 44.6%
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

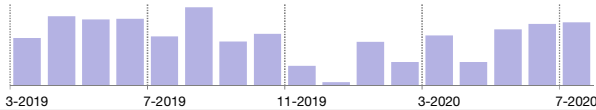
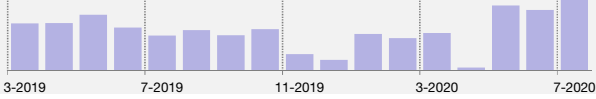
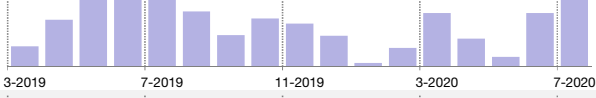
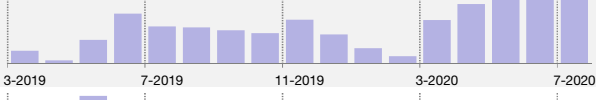
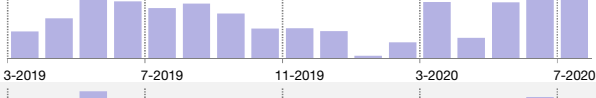
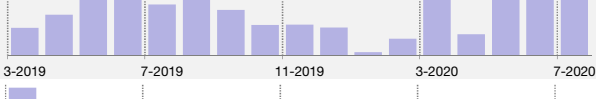
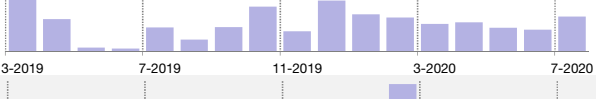
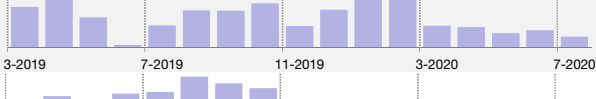
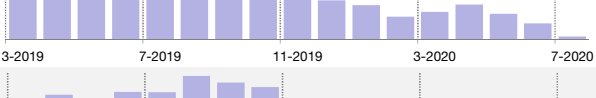
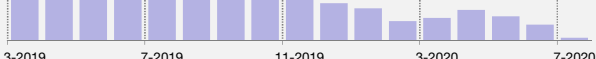
Residential real estate activity in Pueblo County composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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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	7-2019	7-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		292	331	+ 13.4%	2,069	1,984	- 4.1%
Pending Sales		234	336	+ 43.6%	1,663	1,801	+ 8.3%
Sold Listings		271	279	+ 3.0%	1,575	1,551	- 1.5%
Median Sales Price		\$215,000	\$245,000	+ 14.0%	\$205,000	\$225,000	+ 9.8%
Avg. Sales Price		\$220,745	\$248,565	+ 12.6%	\$213,310	\$229,537	+ 7.6%
Pct. of List Price Received		98.7%	99.1%	+ 0.4%	98.6%	98.5%	- 0.1%
Days on Market		73	76	+ 4.1%	77	75	- 2.6%
Affordability Index		167	161	- 3.6%	175	175	0.0%
Active Listings		493	270	- 45.2%	--	--	--
Months Supply		2.2	1.2	- 45.5%	--	--	--

Townhouse-Condo Market Overview

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

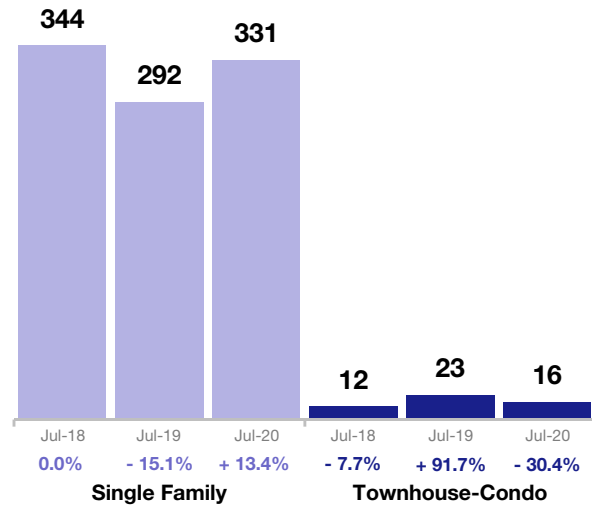


Key Metrics	Historical Sparkbars	7-2019	7-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		23	16	- 30.4%	77	92	+ 19.5%
Pending Sales		7	13	+ 85.7%	65	80	+ 23.1%
Sold Listings		13	10	- 23.1%	63	66	+ 4.8%
Median Sales Price		\$191,500	\$200,000	+ 4.4%	\$187,000	\$202,500	+ 8.3%
Avg. Sales Price		\$238,338	\$209,360	- 12.2%	\$194,664	\$198,803	+ 2.1%
Pct. of List Price Received		97.7%	99.1%	+ 1.4%	97.7%	98.7%	+ 1.0%
Days on Market		104	60	- 42.3%	98	73	- 25.5%
Affordability Index		187	197	+ 5.3%	192	195	+ 1.6%
Active Listings		25	17	- 32.0%	--	--	--
Months Supply		2.9	1.8	- 37.9%	--	--	--

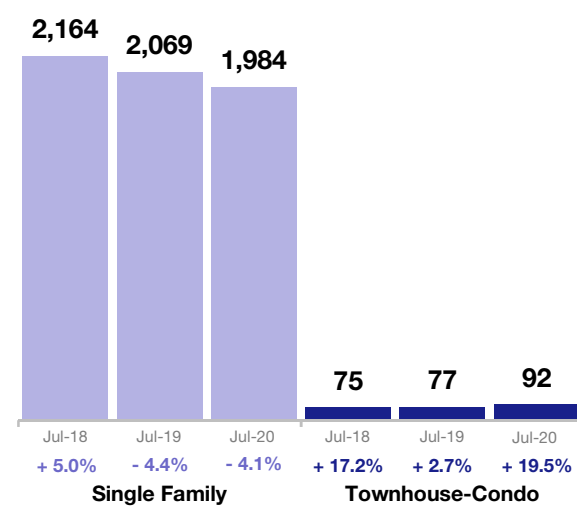
New Listings



July

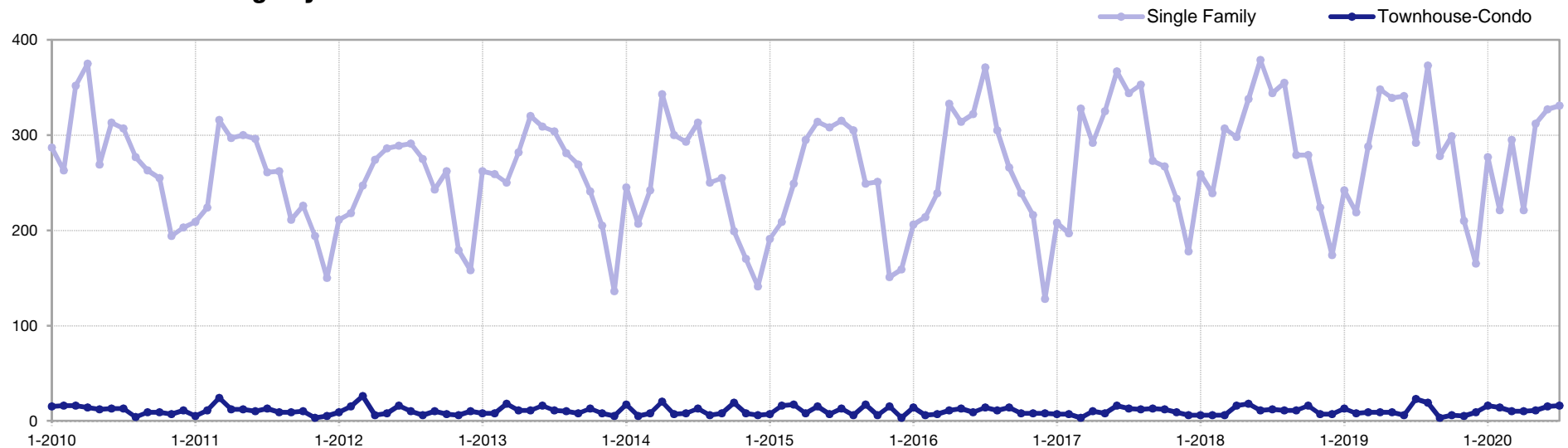


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	373	+5.1%	19	+72.7%
Sep-2019	278	-0.4%	3	-72.7%
Oct-2019	299	+7.2%	6	-62.5%
Nov-2019	210	-6.3%	5	-28.6%
Dec-2019	165	-5.2%	9	+28.6%
Jan-2020	277	+14.5%	16	+23.1%
Feb-2020	221	+0.9%	14	+75.0%
Mar-2020	295	+2.4%	10	+11.1%
Apr-2020	221	-36.5%	10	+11.1%
May-2020	312	-8.0%	11	+22.2%
Jun-2020	327	-4.1%	15	+150.0%
Jul-2020	331	+13.4%	16	-30.4%

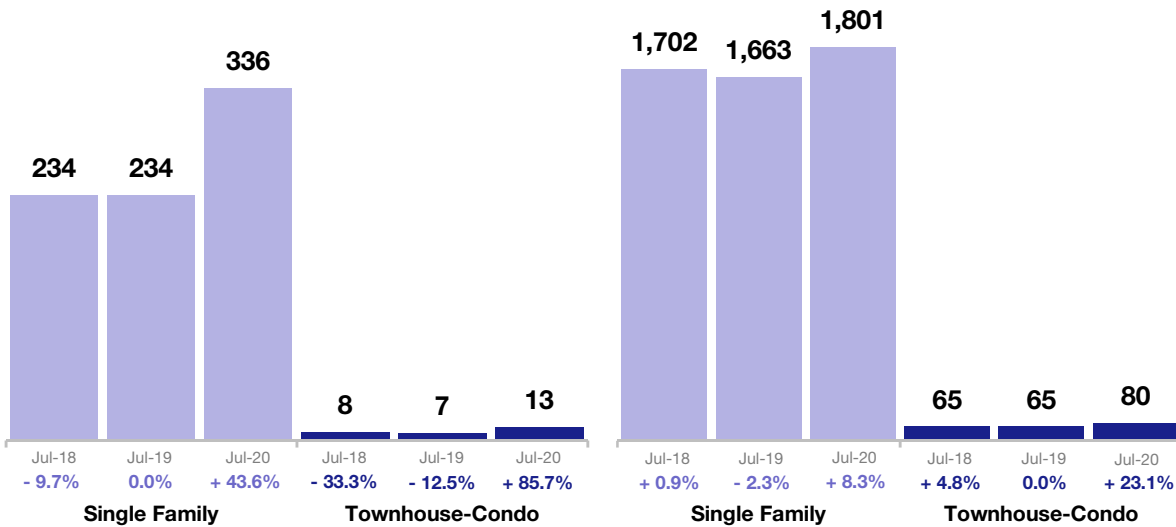
Historical New Listings by Month



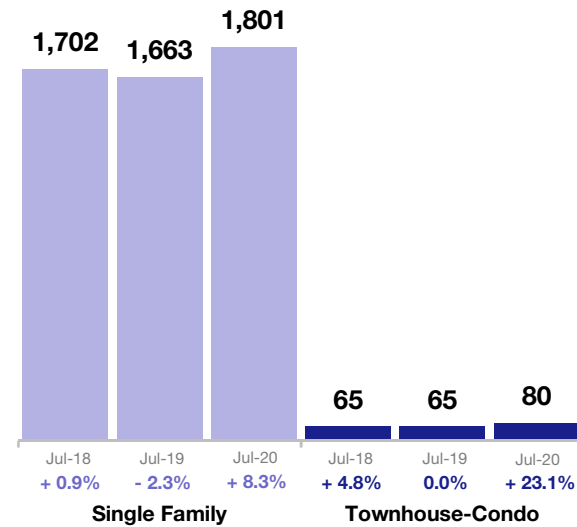
Pending Sales



July

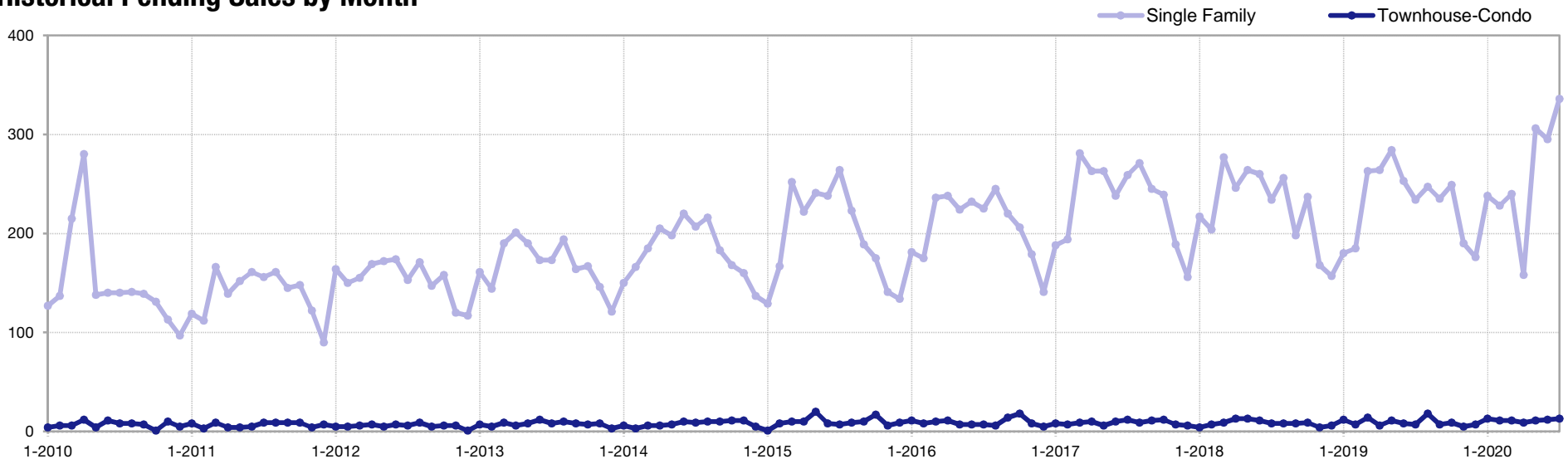


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	247	-3.5%	18	+125.0%
Sep-2019	235	+18.7%	7	-12.5%
Oct-2019	249	+5.1%	9	0.0%
Nov-2019	190	+13.1%	5	+25.0%
Dec-2019	176	+12.1%	7	+16.7%
Jan-2020	238	+32.2%	13	+8.3%
Feb-2020	228	+23.2%	11	+57.1%
Mar-2020	240	-8.7%	11	-21.4%
Apr-2020	158	-40.2%	9	+50.0%
May-2020	306	+7.7%	11	0.0%
Jun-2020	295	+16.6%	12	+50.0%
Jul-2020	336	+43.6%	13	+85.7%

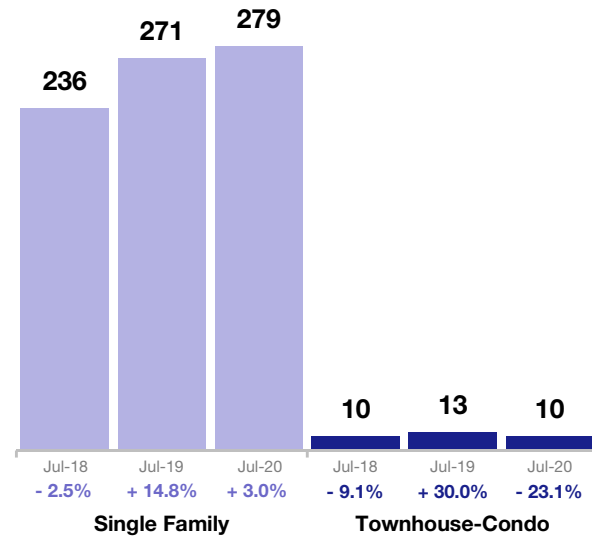
Historical Pending Sales by Month



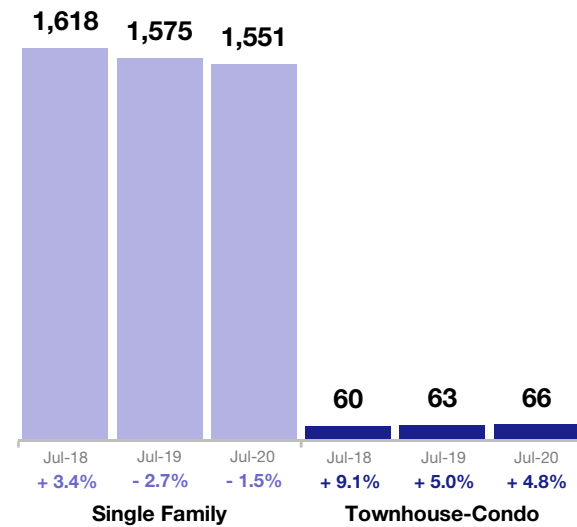
Sold Listings



July

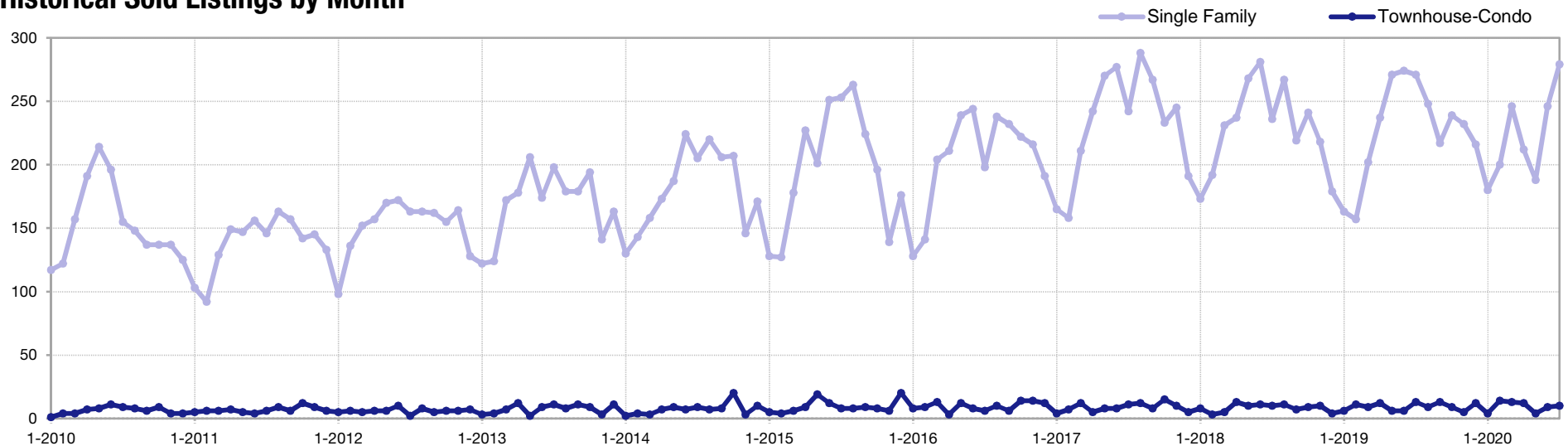


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	248	-7.1%	9	-18.2%
Sep-2019	217	-0.9%	13	+85.7%
Oct-2019	239	-0.8%	9	0.0%
Nov-2019	232	+6.4%	5	-50.0%
Dec-2019	216	+20.7%	12	+200.0%
Jan-2020	180	+10.4%	4	-33.3%
Feb-2020	200	+27.4%	14	+27.3%
Mar-2020	246	+21.8%	13	+44.4%
Apr-2020	212	-10.5%	12	0.0%
May-2020	188	-30.6%	4	-33.3%
Jun-2020	246	-10.2%	9	+50.0%
Jul-2020	279	+3.0%	10	-23.1%

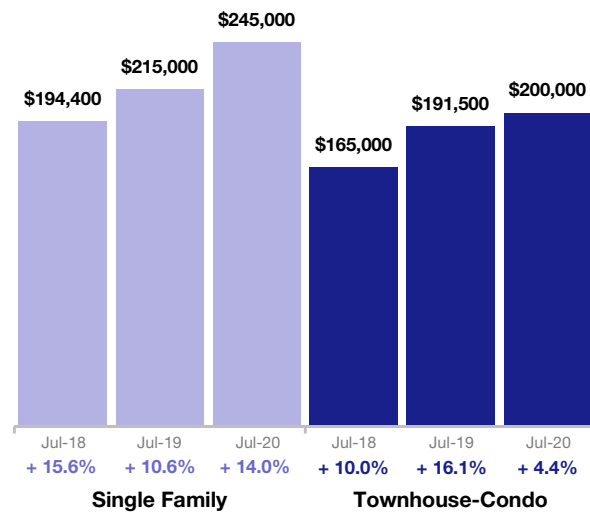
Historical Sold Listings by Month



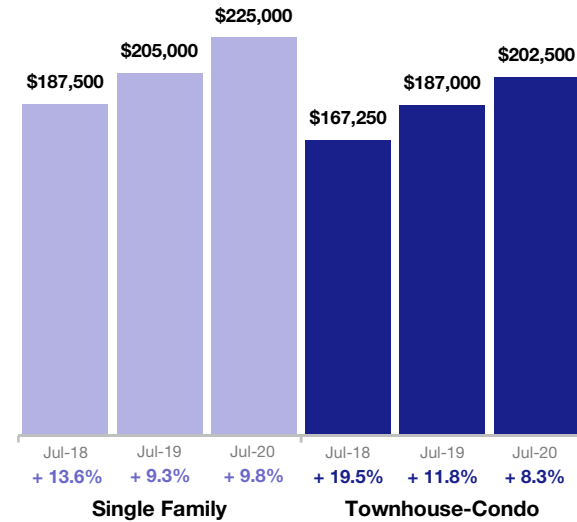
Median Sales Price



July

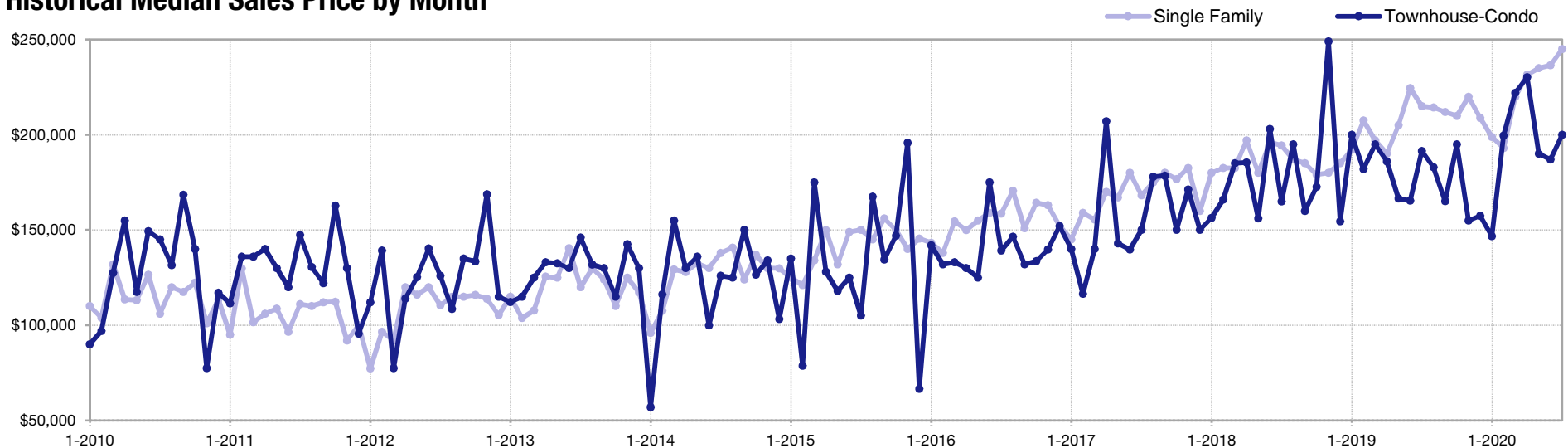


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-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	\$193,000	-7.0%	\$199,550	+9.6%
Mar-2020	\$219,700	+11.5%	\$222,000	+13.8%
Apr-2020	\$231,450	+21.8%	\$230,250	+23.8%
May-2020	\$235,000	+14.6%	\$190,000	+14.1%
Jun-2020	\$236,500	+5.4%	\$187,000	+13.1%
Jul-2020	\$245,000	+14.0%	\$200,000	+4.4%

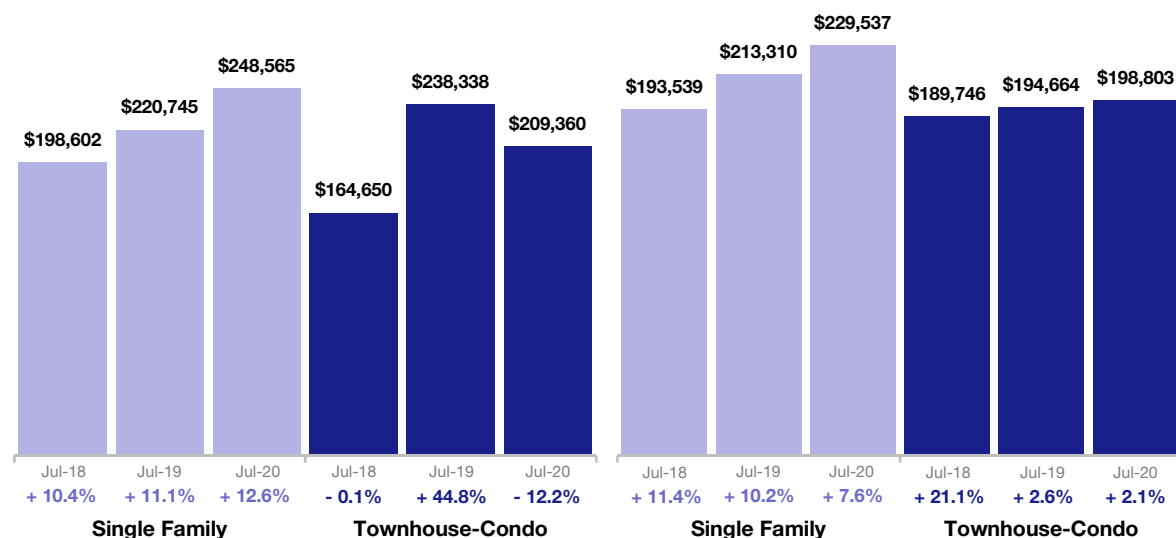
Historical Median Sales Price by Month



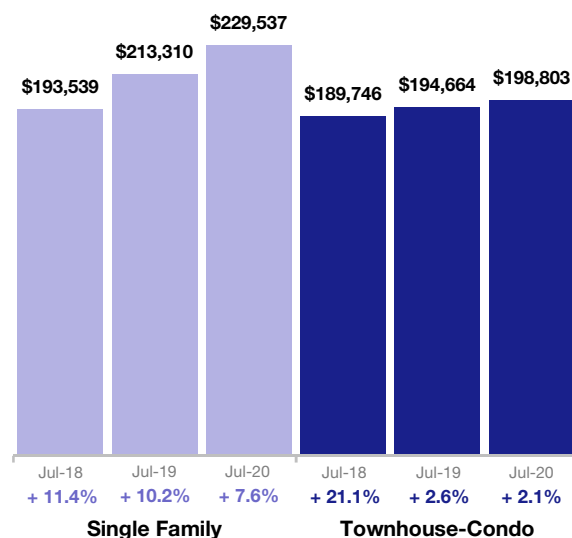
Average Sales Price



July

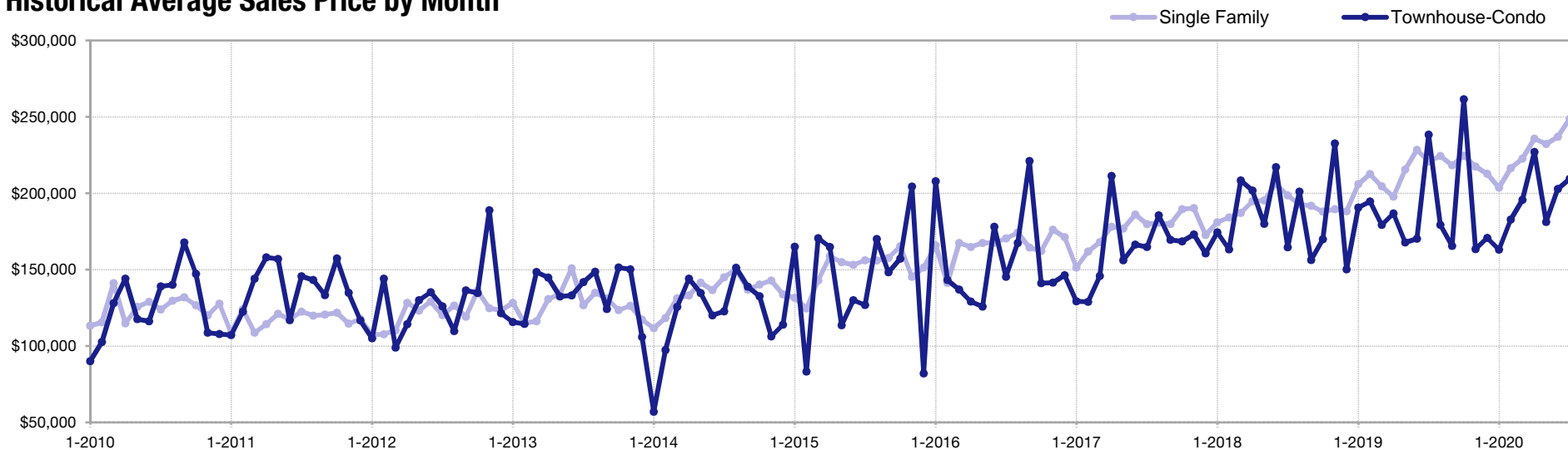


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	\$224,381	+16.5%	\$179,283	-10.8%
Sep-2019	\$218,338	+13.8%	\$165,458	+5.9%
Oct-2019	\$224,485	+19.4%	\$261,535	+53.9%
Nov-2019	\$217,335	+14.7%	\$163,360	-29.7%
Dec-2019	\$212,688	+13.1%	\$170,694	+13.6%
Jan-2020	\$203,691	-1.1%	\$163,088	-14.5%
Feb-2020	\$216,415	+1.8%	\$182,809	-6.0%
Mar-2020	\$222,677	+8.8%	\$195,602	+9.1%
Apr-2020	\$235,794	+19.2%	\$226,967	+21.6%
May-2020	\$232,261	+7.8%	\$181,250	+8.1%
Jun-2020	\$236,894	+3.7%	\$202,700	+19.1%
Jul-2020	\$248,565	+12.6%	\$209,360	-12.2%

Historical Average Sales Price by Month

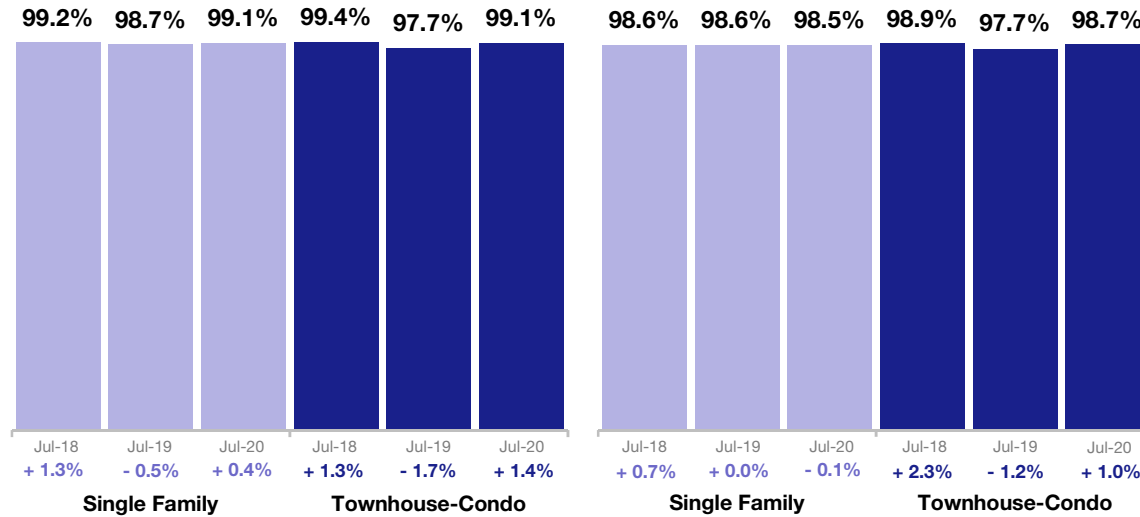


Percent of List Price Received



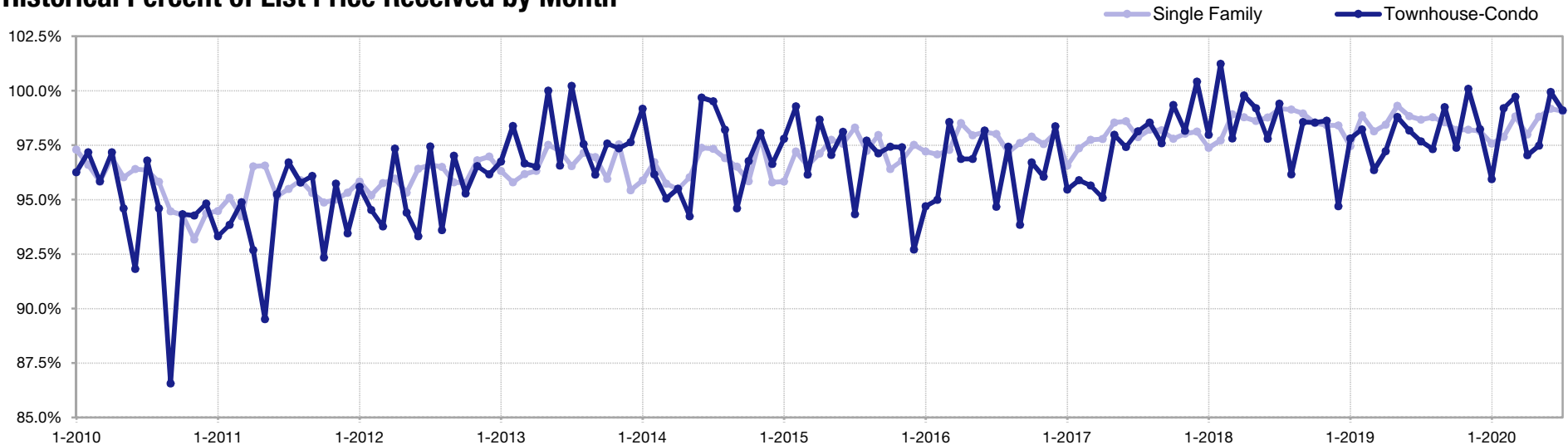
July

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-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	98.1%	-0.3%	98.2%	+3.7%
Jan-2020	97.6%	+0.2%	95.9%	-1.9%
Feb-2020	97.9%	-1.0%	99.2%	+1.0%
Mar-2020	98.8%	+0.7%	99.7%	+3.4%
Apr-2020	98.0%	-0.4%	97.0%	-0.2%
May-2020	98.8%	-0.5%	97.5%	-1.3%
Jun-2020	99.2%	+0.4%	99.9%	+1.7%
Jul-2020	99.1%	+0.4%	99.1%	+1.4%

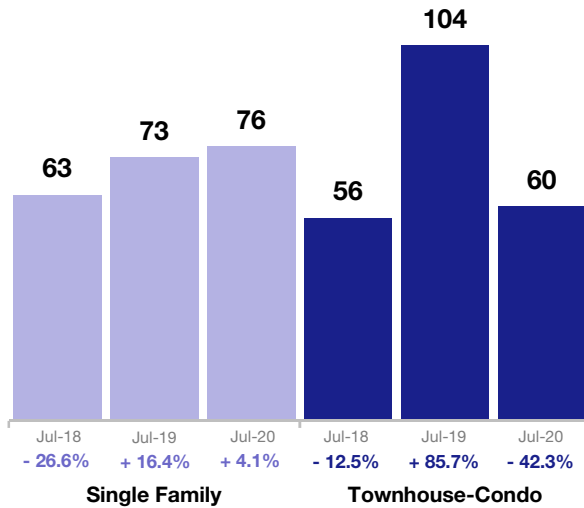
Historical Percent of List Price Received by Month



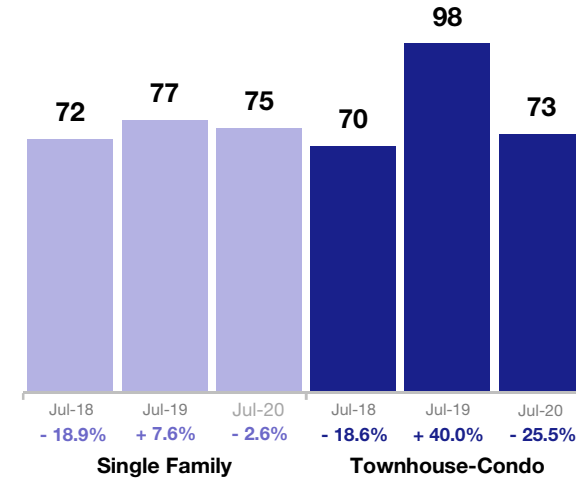
Days on Market Until Sale



July

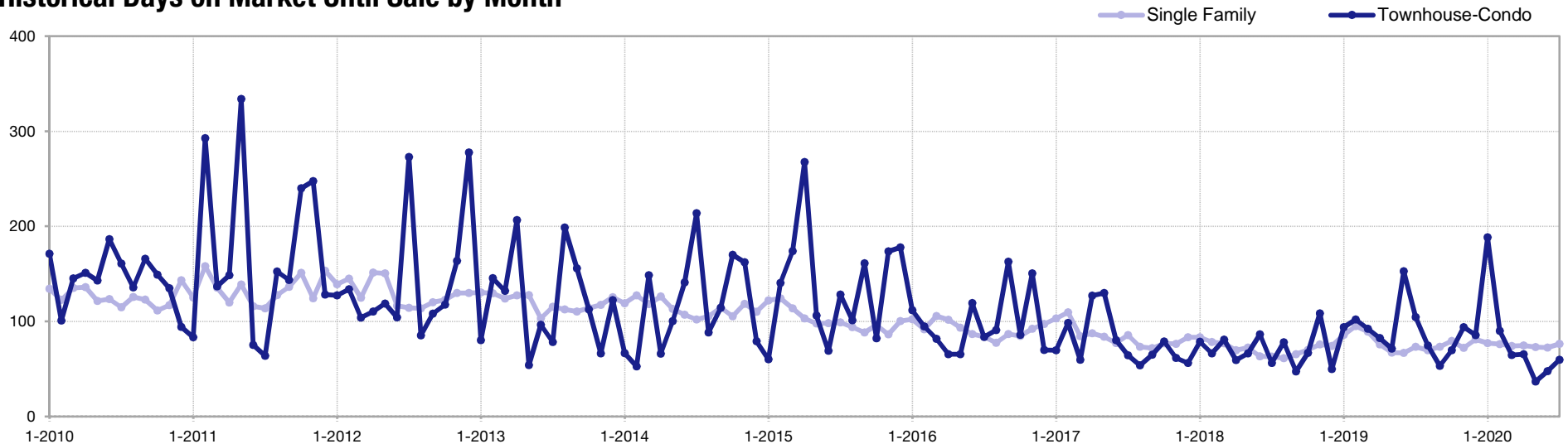


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	70	+14.8%	75	-3.8%
Sep-2019	73	+12.3%	53	+12.8%
Oct-2019	79	+12.9%	70	+4.5%
Nov-2019	72	-5.3%	94	-13.0%
Dec-2019	81	+9.5%	86	+72.0%
Jan-2020	77	-10.5%	189	+101.1%
Feb-2020	76	-20.0%	90	-11.8%
Mar-2020	74	-16.9%	65	-29.3%
Apr-2020	75	-1.3%	66	-19.5%
May-2020	73	+9.0%	37	-47.9%
Jun-2020	73	+9.0%	48	-68.6%
Jul-2020	76	+4.1%	60	-42.3%

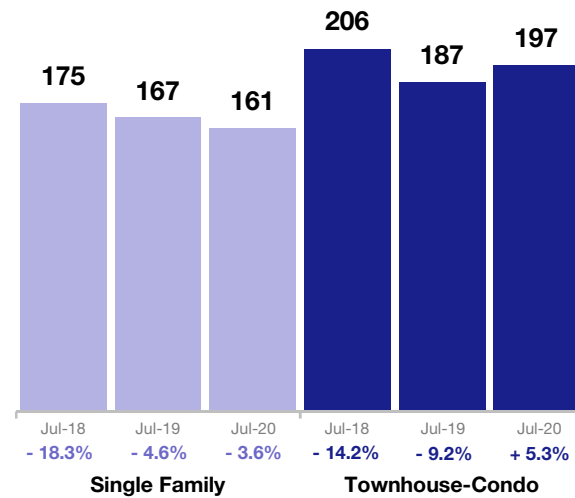
Historical Days on Market Until Sale by Month



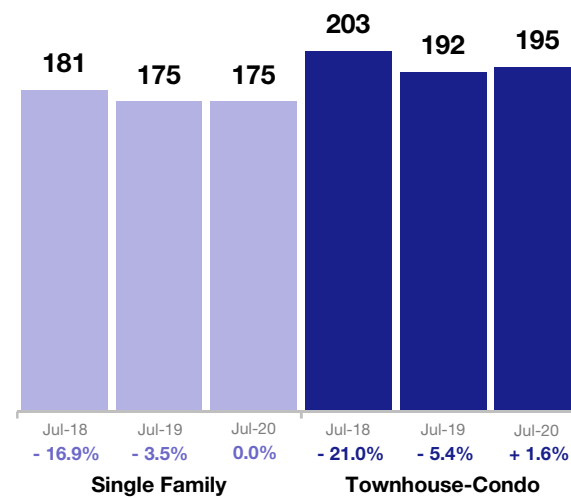
Housing Affordability Index



July

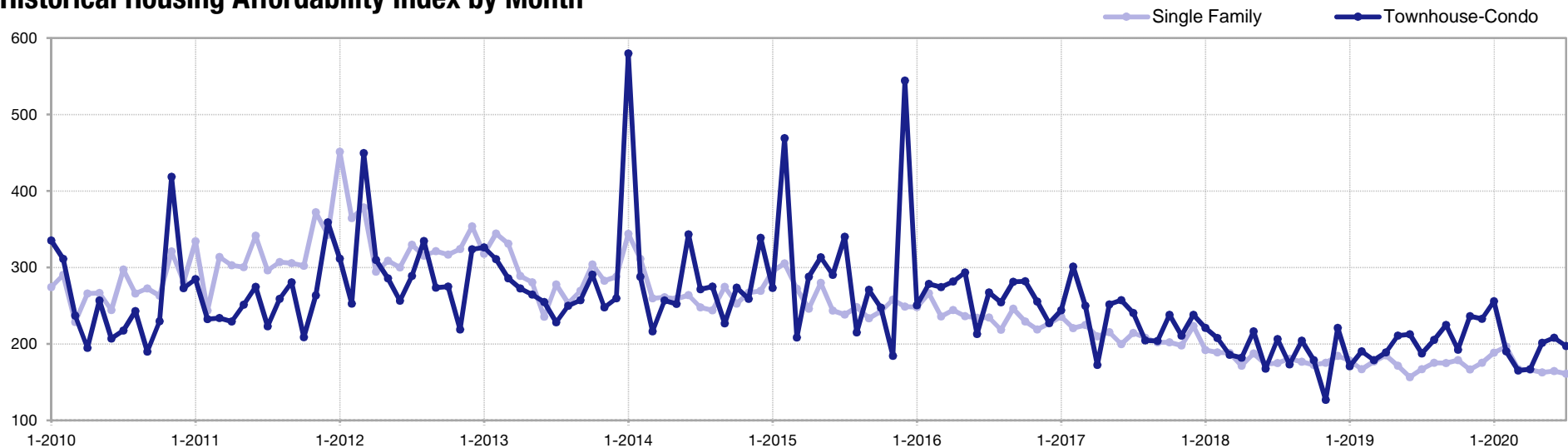


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-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	197	+18.0%	190	0.0%
Mar-2020	167	-5.6%	165	-7.8%
Apr-2020	166	-10.3%	167	-11.6%
May-2020	163	-4.7%	201	-4.7%
Jun-2020	164	+5.1%	208	-1.9%
Jul-2020	161	-3.6%	197	+5.3%

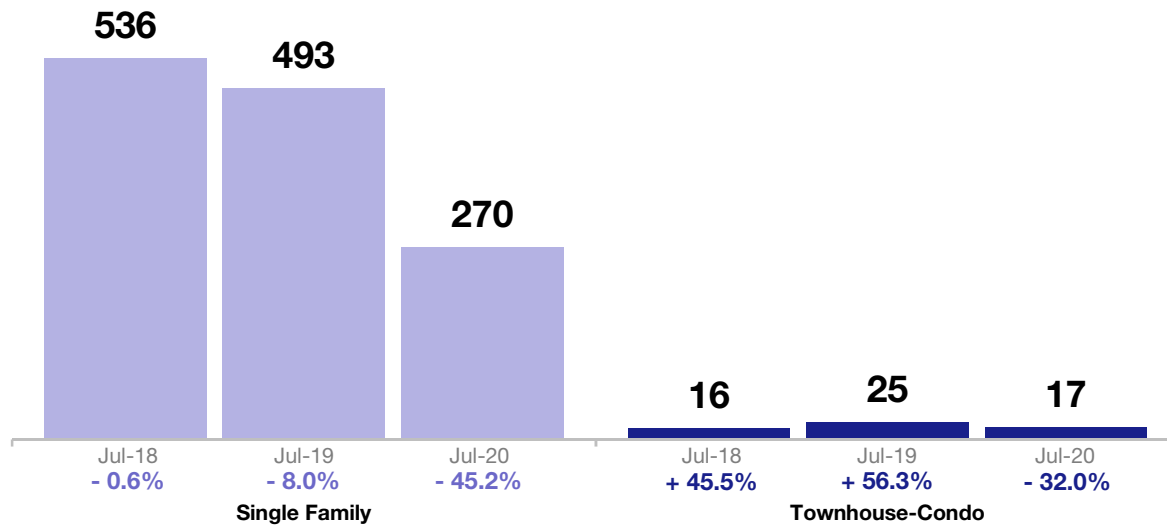
Historical Housing Affordability Index by Month



Inventory of Active Listings

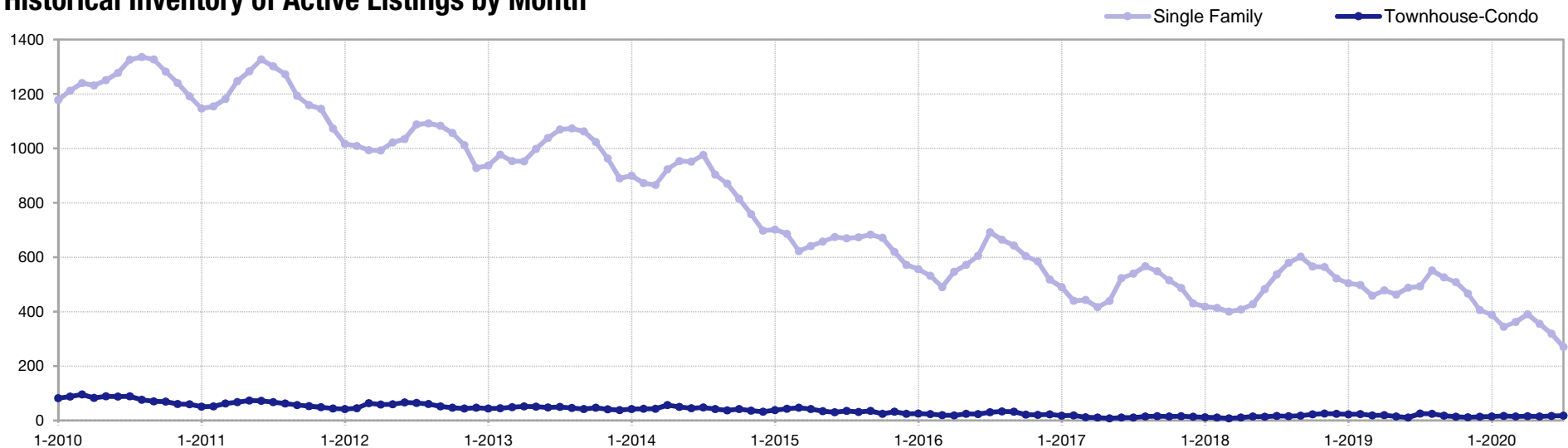


July



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	551	-4.8%	24	+60.0%
Sep-2019	526	-12.6%	17	0.0%
Oct-2019	508	-10.2%	13	-40.9%
Nov-2019	466	-17.4%	12	-52.0%
Dec-2019	406	-22.2%	13	-45.8%
Jan-2020	388	-23.0%	14	-36.4%
Feb-2020	344	-30.8%	16	-30.4%
Mar-2020	362	-21.0%	14	-22.2%
Apr-2020	390	-18.4%	15	-21.1%
May-2020	355	-23.2%	14	0.0%
Jun-2020	319	-34.6%	16	+45.5%
Jul-2020	270	-45.2%	17	-32.0%

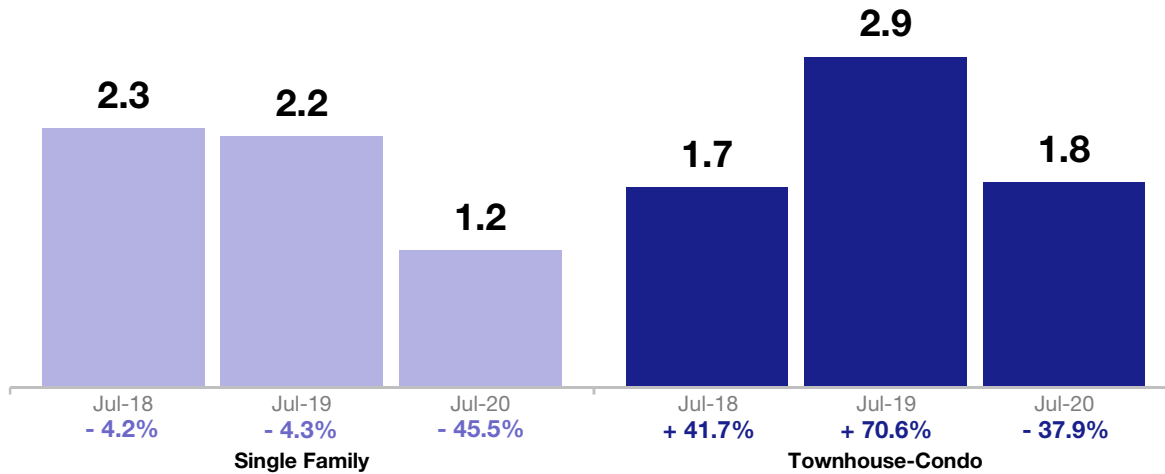
Historical Inventory of Active Listings by Month



Months Supply of Inventory

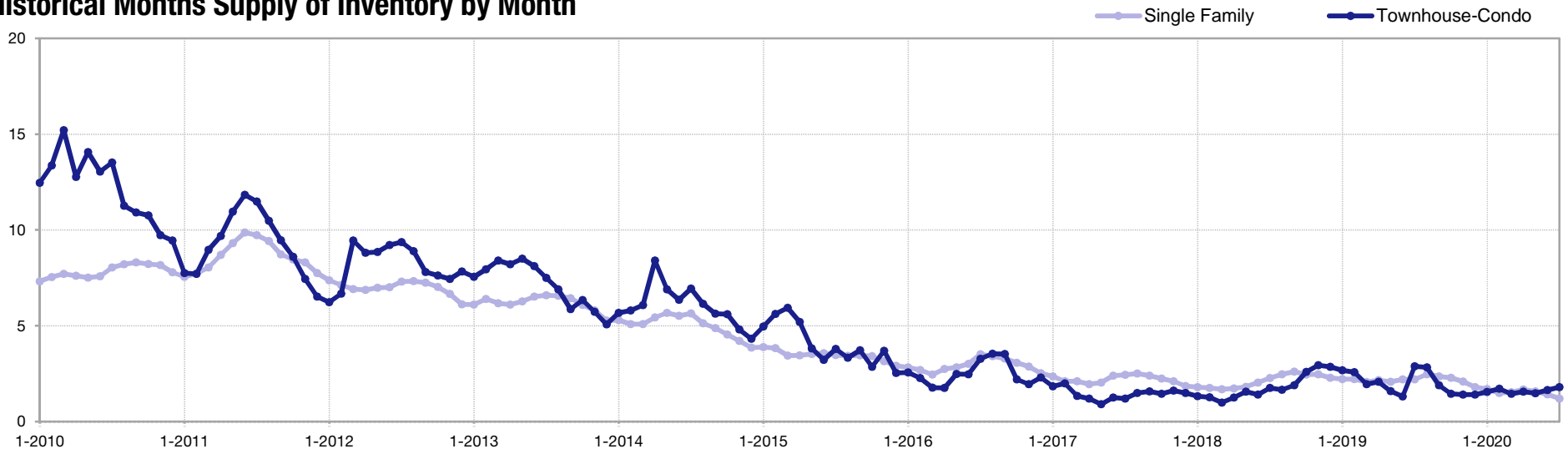


July



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	2.5	0.0%	2.8	+64.7%
Sep-2019	2.4	-7.7%	1.9	0.0%
Oct-2019	2.3	-4.2%	1.4	-46.2%
Nov-2019	2.1	-16.0%	1.4	-51.7%
Dec-2019	1.8	-21.7%	1.4	-51.7%
Jan-2020	1.7	-22.7%	1.5	-44.4%
Feb-2020	1.5	-31.8%	1.7	-34.6%
Mar-2020	1.5	-28.6%	1.4	-26.3%
Apr-2020	1.7	-19.0%	1.6	-23.8%
May-2020	1.6	-23.8%	1.5	-6.3%
Jun-2020	1.4	-36.4%	1.6	+23.1%
Jul-2020	1.2	-45.5%	1.8	-37.9%

Historical Months Supply of Inventory by Month



Total Market Overview

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



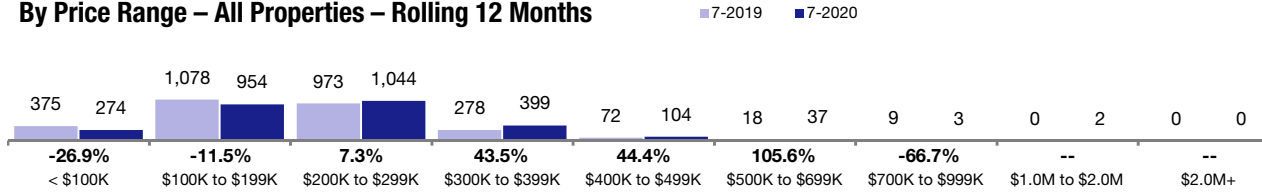
Key Metrics	Historical Sparkbars	7-2019	7-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		315	347	+ 10.2%	2,146	2,076	- 3.3%
Pending Sales		241	349	+ 44.8%	1,728	1,881	+ 8.9%
Sold Listings		284	289	+ 1.8%	1,638	1,617	- 1.3%
Median Sales Price		\$215,000	\$242,825	+ 12.9%	\$204,950	\$225,000	+ 9.8%
Avg. Sales Price		\$221,550	\$247,203	+ 11.6%	\$212,593	\$228,281	+ 7.4%
Pct. of List Price Received		98.6%	99.1%	+ 0.5%	98.6%	98.5%	- 0.1%
Days on Market		75	76	+ 1.3%	78	75	- 3.8%
Affordability Index		167	162	- 3.0%	175	175	0.0%
Active Listings		518	287	- 44.6%	--	--	--
Months Supply		2.2	1.2	- 45.5%	--	--	--

Sold Listings

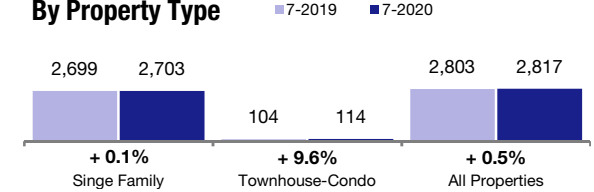
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	7-2019	7-2020	Change	7-2019	7-2020	Change
\$99,999 and Below	368	263	- 28.5%	7	11	+ 57.1%
\$100,000 to \$199,999	1,020	902	- 11.6%	58	52	- 10.3%
\$200,000 to \$299,999	941	1,001	+ 6.4%	32	43	+ 34.4%
\$300,000 to \$399,999	273	392	+ 43.6%	5	7	+ 40.0%
\$400,000 to \$499,999	71	104	+ 46.5%	1	0	- 100.0%
\$500,000 to \$699,999	17	36	+ 111.8%	1	1	0.0%
\$700,000 to \$999,999	9	3	- 66.7%	0	0	--
\$1,000,000 to \$1,999,999	0	2	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,699	2,703	+ 0.1%	104	114	+ 9.6%

Compared to Prior Month

	Single Family			Condo		
	6-2020	7-2020	Change	6-2020	7-2020	Change
	23	20	- 13.0%	0	0	--
	71	69	- 2.8%	5	5	0.0%
	86	113	+ 31.4%	3	4	+ 33.3%
	52	59	+ 13.5%	1	1	0.0%
	10	11	+ 10.0%	0	0	--
	4	6	+ 50.0%	0	0	--
	0	1	--	0	0	--
	0	0	--	0	0	--
	0	0	--	0	0	--
All Price Ranges	246	279	+ 13.4%	9	10	+ 11.1%

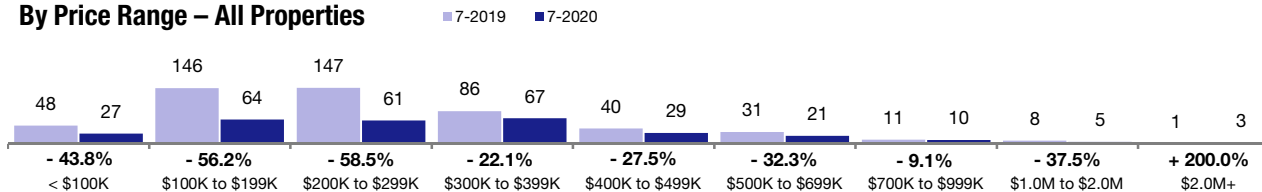
Year to Date

	Single Family			Condo		
	7-2019	7-2020	Change	7-2019	7-2020	Change
	190	142	- 25.3%	5	5	0.0%
	559	508	- 9.1%	33	27	- 18.2%
	575	565	- 1.7%	20	29	+ 45.0%
	178	254	+ 42.7%	3	5	+ 66.7%
	50	59	+ 18.0%	1	0	- 100.0%
	14	19	+ 35.7%	1	0	- 100.0%
	9	2	- 77.8%	0	0	--
	0	2	--	0	0	--
	0	0	--	0	0	--
All Price Ranges	1,575	1,551	- 1.5%	63	66	+ 4.8%

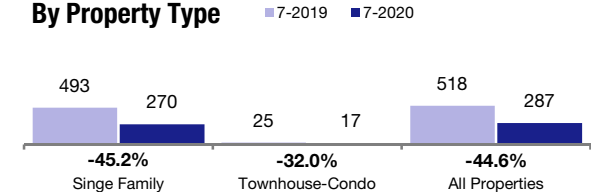
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Condo		
	7-2019	7-2020	Change	7-2019	7-2020	Change
\$99,999 and Below	47	27	- 42.6%	1	0	- 100.0%
\$100,000 to \$199,999	130	61	- 53.1%	16	3	- 81.3%
\$200,000 to \$299,999	140	57	- 59.3%	7	4	- 42.9%
\$300,000 to \$399,999	85	61	- 28.2%	1	6	+ 500.0%
\$400,000 to \$499,999	40	27	- 32.5%	0	2	--
\$500,000 to \$699,999	31	20	- 35.5%	0	1	--
\$700,000 to \$999,999	11	9	- 18.2%	0	1	--
\$1,000,000 to \$1,999,999	8	5	- 37.5%	0	0	--
\$2,000,000 and Above	1	3	+ 200.0%	0	0	--
All Price Ranges	493	270	- 45.2%	25	17	- 32.0%

Compared to Prior Month

	Single Family			Condo		
	6-2020	7-2020	Change	6-2020	7-2020	Change
	31	27	- 12.9%	0	0	--
	90	61	- 32.2%	1	3	+ 200.0%
	71	57	- 19.7%	7	4	- 42.9%
	70	61	- 12.9%	5	6	+ 20.0%
	28	27	- 3.6%	1	2	+ 100.0%
	16	20	+ 25.0%	1	1	0.0%
	5	9	+ 80.0%	1	1	0.0%
	5	5	0.0%	0	0	--
	3	3	0.0%	0	0	--
All Price Ranges	319	270	- 15.4%	16	17	+ 6.3%

Year to Date

Single Family	Condo
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.