

Local Market Update for December 2020

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

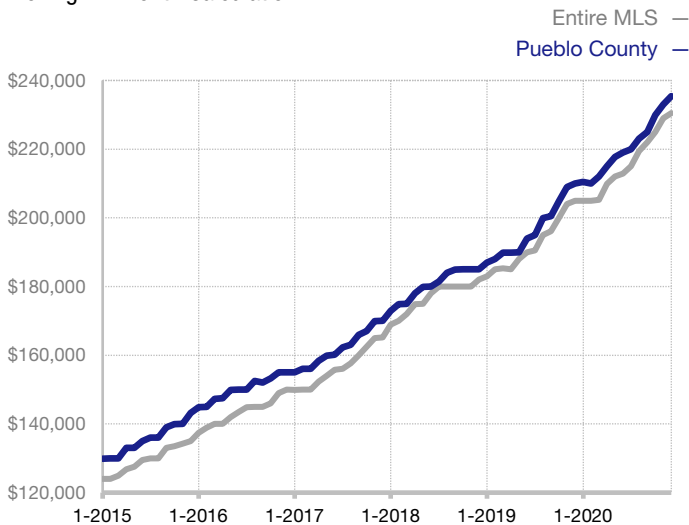
Single Family	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
Key Metrics						
New Listings	164	175	+ 6.7%	3,324	3,336	+ 0.4%
Sold Listings	206	236	+ 14.6%	2,662	2,926	+ 9.9%
Median Sales Price*	\$206,450	\$246,850	+ 19.6%	\$210,000	\$235,500	+ 12.1%
Average Sales Price*	\$210,620	\$267,986	+ 27.2%	\$216,106	\$242,046	+ 12.0%
Percent of List Price Received*	98.3%	99.9%	+ 1.6%	98.6%	99.1%	+ 0.5%
Days on Market Until Sale	79	66	- 16.5%	75	70	- 6.7%
Inventory of Homes for Sale	394	160	- 59.4%	--	--	--
Months Supply of Inventory	1.8	0.7	- 61.1%	--	--	--

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

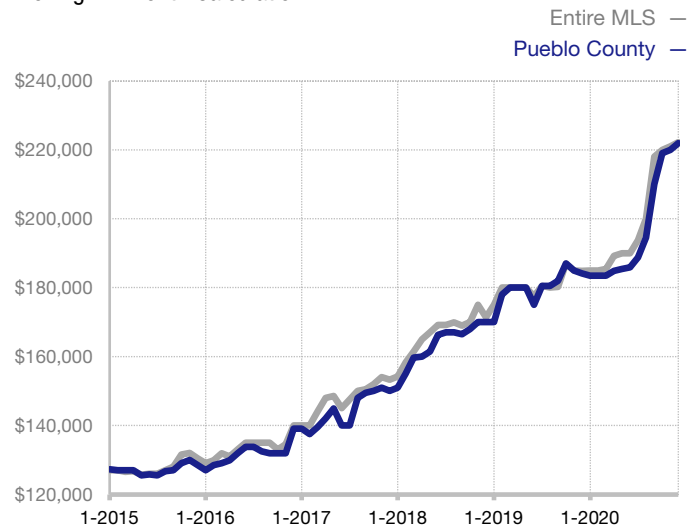
Townhouse/Condo	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
Key Metrics						
New Listings	9	6	- 33.3%	116	136	+ 17.2%
Sold Listings	12	8	- 33.3%	107	122	+ 14.0%
Median Sales Price*	\$157,500	\$247,450	+ 57.1%	\$184,100	\$222,000	+ 20.6%
Average Sales Price*	\$170,694	\$240,084	+ 40.7%	\$190,923	\$216,402	+ 13.3%
Percent of List Price Received*	98.2%	101.3%	+ 3.2%	98.0%	99.3%	+ 1.3%
Days on Market Until Sale	86	69	- 19.8%	88	77	- 12.5%
Inventory of Homes for Sale	13	8	- 38.5%	--	--	--
Months Supply of Inventory	1.5	0.8	- 46.7%	--	--	--

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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

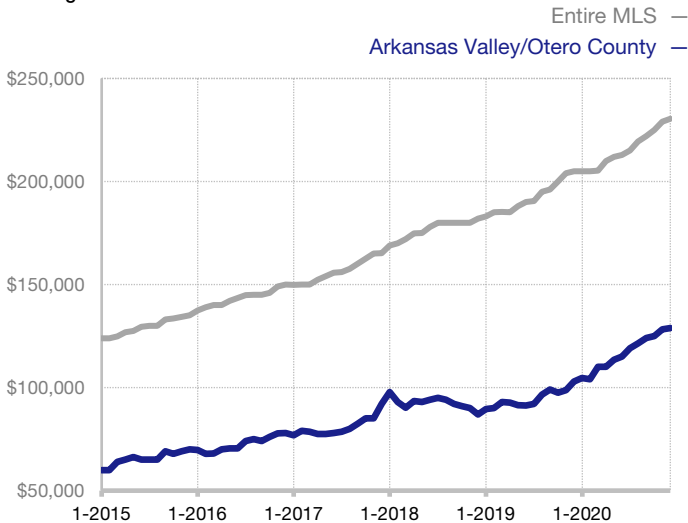
Single Family	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
Key Metrics						
New Listings	29	17	- 41.4%	431	424	- 1.6%
Sold Listings	32	27	- 15.6%	354	345	- 2.5%
Median Sales Price*	\$121,250	\$128,750	+ 6.2%	\$103,000	\$129,000	+ 25.2%
Average Sales Price*	\$152,609	\$168,383	+ 10.3%	\$127,420	\$148,655	+ 16.7%
Percent of List Price Received*	94.7%	95.9%	+ 1.3%	95.0%	96.4%	+ 1.5%
Days on Market Until Sale	91	133	+ 46.2%	101	102	+ 1.0%
Inventory of Homes for Sale	103	66	- 35.9%	--	--	--
Months Supply of Inventory	3.5	2.3	- 34.3%	--	--	--

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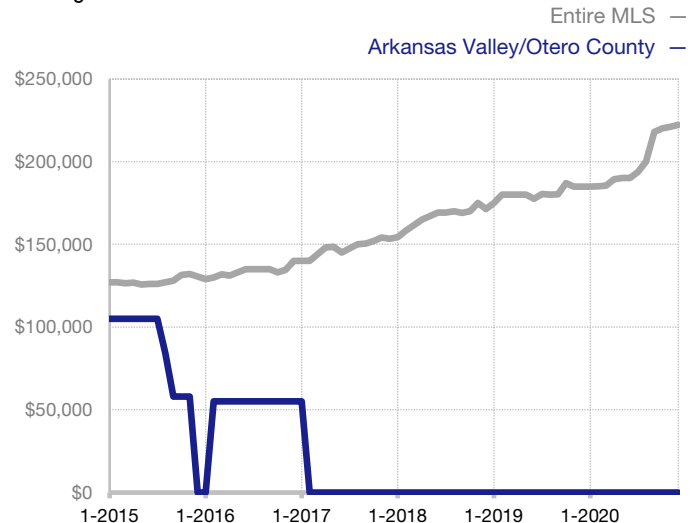
Townhouse/Condo	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$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
Rolling 12-Month Calculation



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Fowler

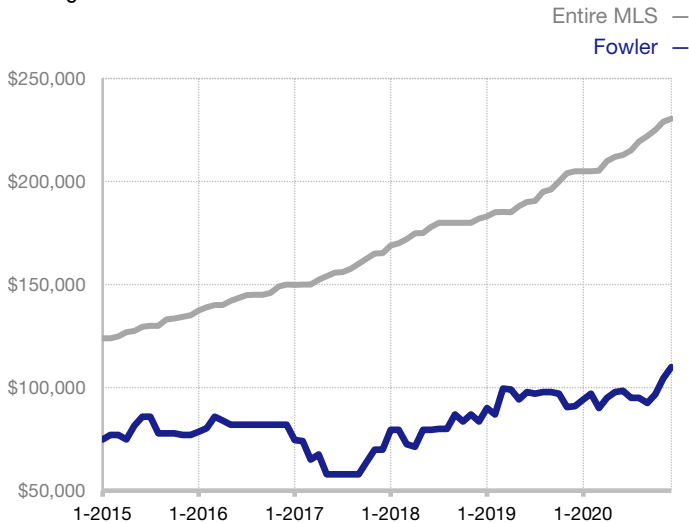
Single Family	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
Key Metrics						
New Listings	2	0	- 100.0%	39	27	- 30.8%
Sold Listings	1	2	+ 100.0%	37	21	- 43.2%
Median Sales Price*	\$50,000	\$109,375	+ 118.8%	\$91,000	\$110,000	+ 20.9%
Average Sales Price*	\$50,000	\$109,375	+ 118.8%	\$122,438	\$128,583	+ 5.0%
Percent of List Price Received*	87.0%	97.0%	+ 11.5%	96.3%	96.4%	+ 0.1%
Days on Market Until Sale	45	62	+ 37.8%	73	101	+ 38.4%
Inventory of Homes for Sale	8	4	- 50.0%	--	--	--
Months Supply of Inventory	2.6	2.1	- 19.2%	--	--	--

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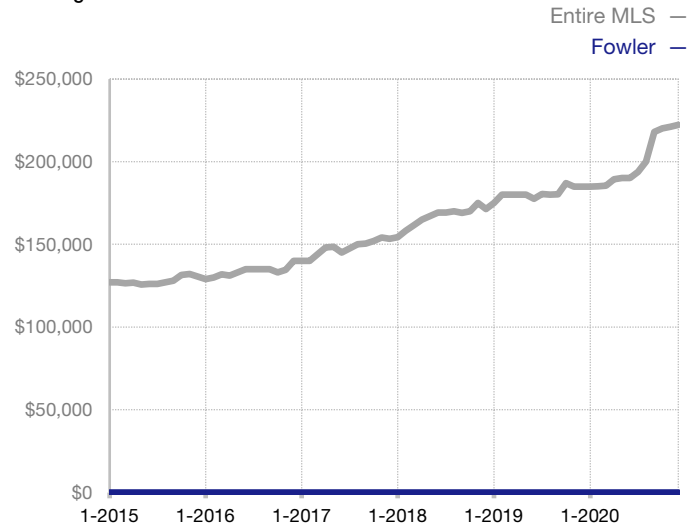
Townhouse/Condo	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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



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Huerfano County

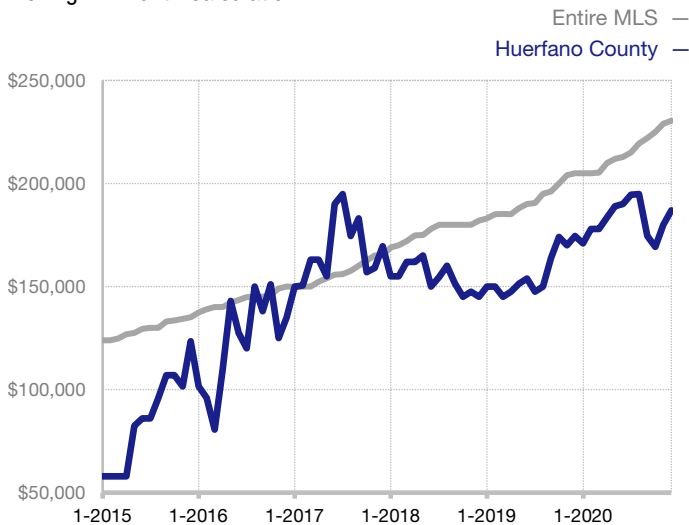
Single Family	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
Key Metrics						
New Listings	3	9	+ 200.0%	122	133	+ 9.0%
Sold Listings	6	7	+ 16.7%	85	88	+ 3.5%
Median Sales Price*	\$219,500	\$214,900	- 2.1%	\$174,500	\$187,000	+ 7.2%
Average Sales Price*	\$221,833	\$277,400	+ 25.0%	\$214,976	\$280,350	+ 30.4%
Percent of List Price Received*	91.2%	97.6%	+ 7.0%	93.9%	93.3%	- 0.6%
Days on Market Until Sale	285	156	- 45.3%	210	168	- 20.0%
Inventory of Homes for Sale	64	43	- 32.8%	--	--	--
Months Supply of Inventory	9.0	5.9	- 34.4%	--	--	--

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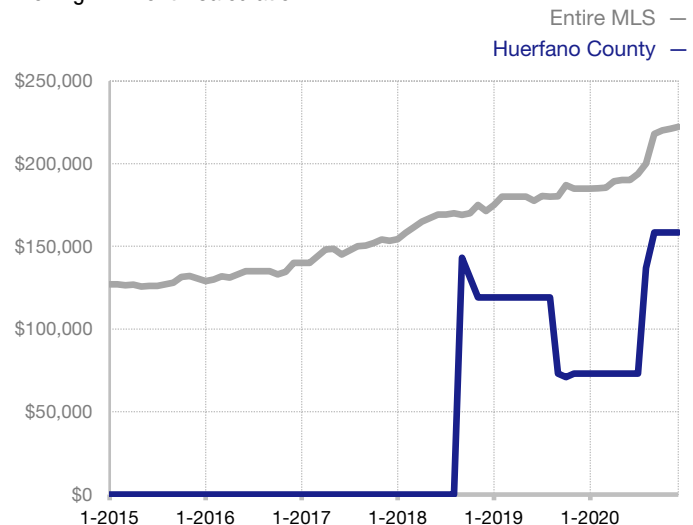
Townhouse/Condo	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	1	--	1	5	+ 400.0%
Sold Listings	0	0	--	1	4	+ 300.0%
Median Sales Price*	\$0	\$0	--	\$73,000	\$158,490	+ 117.1%
Average Sales Price*	\$0	\$0	--	\$73,000	\$160,970	+ 120.5%
Percent of List Price Received*	0.0%	0.0%	--	97.3%	101.8%	+ 4.6%
Days on Market Until Sale	0	0	--	52	76	+ 46.2%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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La Junta

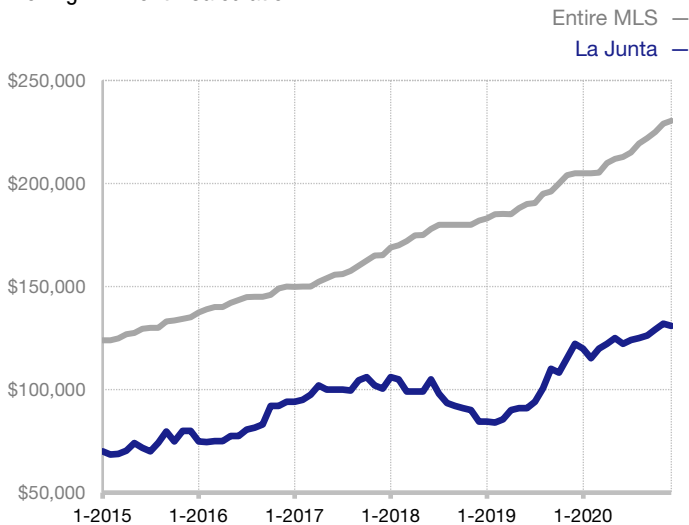
Single Family	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
Key Metrics						
New Listings	10	4	- 60.0%	104	94	- 9.6%
Sold Listings	12	6	- 50.0%	95	85	- 10.5%
Median Sales Price*	\$137,250	\$87,500	- 36.2%	\$122,200	\$130,900	+ 7.1%
Average Sales Price*	\$138,375	\$120,500	- 12.9%	\$129,346	\$142,808	+ 10.4%
Percent of List Price Received*	96.5%	96.7%	+ 0.2%	96.7%	98.1%	+ 1.4%
Days on Market Until Sale	80	136	+ 70.0%	114	110	- 3.5%
Inventory of Homes for Sale	22	10	- 54.5%	--	--	--
Months Supply of Inventory	2.8	1.4	- 50.0%	--	--	--

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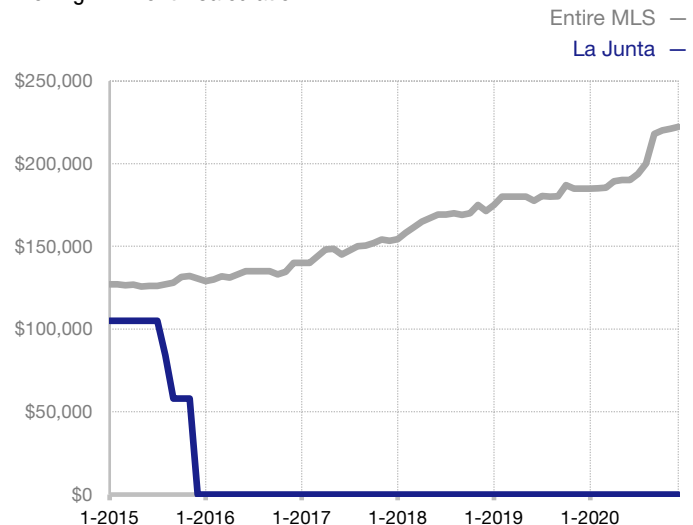
Townhouse/Condo	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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Lamar

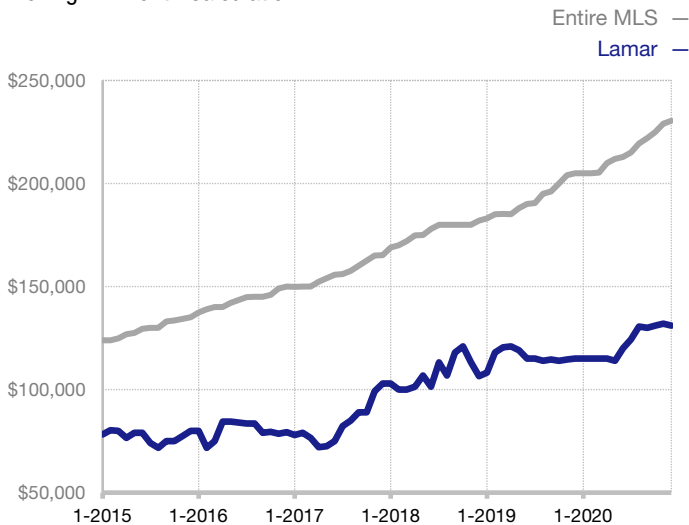
Single Family	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
Key Metrics						
New Listings	1	2	+ 100.0%	63	49	- 22.2%
Sold Listings	5	4	- 20.0%	58	48	- 17.2%
Median Sales Price*	\$210,000	\$100,000	- 52.4%	\$115,000	\$131,000	+ 13.9%
Average Sales Price*	\$229,800	\$111,250	- 51.6%	\$138,137	\$141,979	+ 2.8%
Percent of List Price Received*	96.2%	86.5%	- 10.1%	94.8%	95.6%	+ 0.8%
Days on Market Until Sale	161	175	+ 8.7%	102	122	+ 19.6%
Inventory of Homes for Sale	14	7	- 50.0%	--	--	--
Months Supply of Inventory	2.9	1.8	- 37.9%	--	--	--

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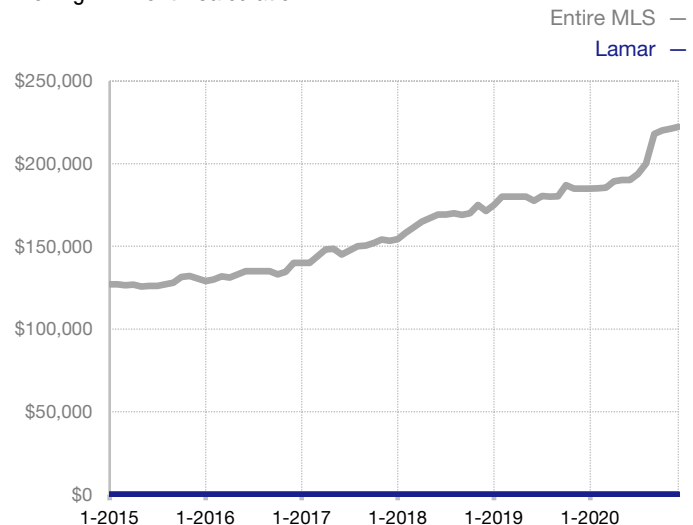
Townhouse/Condo	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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Rolling 12-Month Calculation



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Las Animas

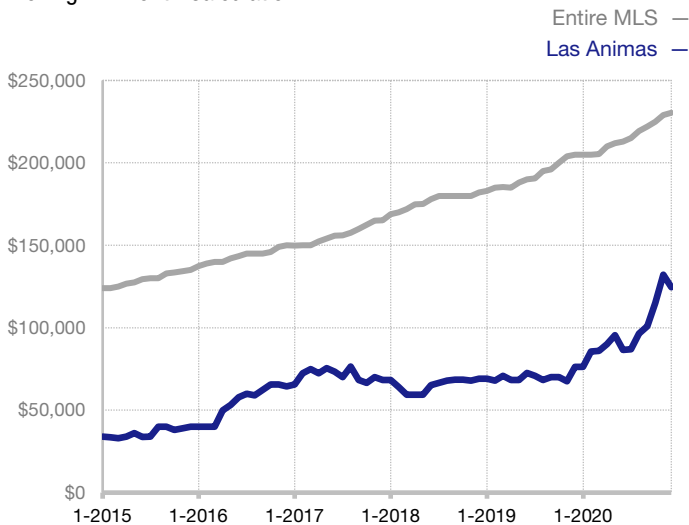
Single Family	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	36	33	- 8.3%
Sold Listings	1	2	+ 100.0%	30	29	- 3.3%
Median Sales Price*	\$115,000	\$62,500	- 45.7%	\$76,250	\$124,500	+ 63.3%
Average Sales Price*	\$115,000	\$62,500	- 45.7%	\$81,368	\$149,479	+ 83.7%
Percent of List Price Received*	100.0%	100.1%	+ 0.1%	94.0%	95.9%	+ 2.0%
Days on Market Until Sale	134	42	- 68.7%	87	108	+ 24.1%
Inventory of Homes for Sale	9	4	- 55.6%	--	--	--
Months Supply of Inventory	3.3	1.5	- 54.5%	--	--	--

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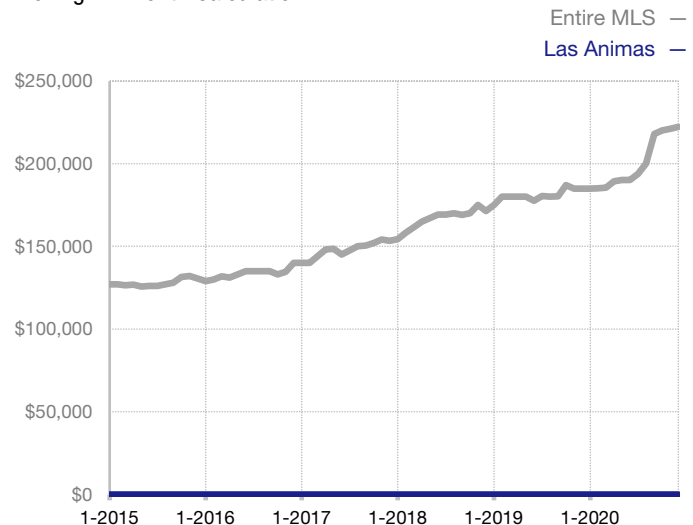
Townhouse/Condo	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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Median Sales Price – Single Family
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Median Sales Price – Townhouse-Condo
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Manzanola

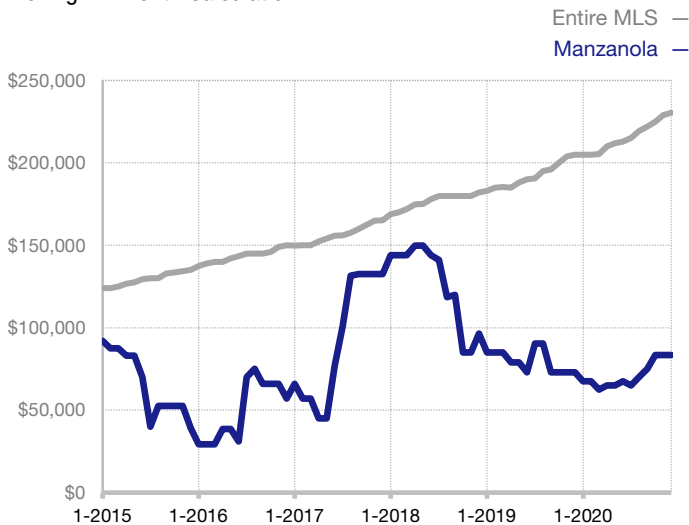
Single Family	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
Key Metrics						
New Listings	3	0	- 100.0%	11	10	- 9.1%
Sold Listings	0	0	--	11	8	- 27.3%
Median Sales Price*	\$0	\$0	--	\$73,000	\$83,392	+ 14.2%
Average Sales Price*	\$0	\$0	--	\$146,118	\$89,210	- 38.9%
Percent of List Price Received*	0.0%	0.0%	--	92.7%	94.8%	+ 2.3%
Days on Market Until Sale	0	0	--	146	89	- 39.0%
Inventory of Homes for Sale	1	3	+ 200.0%	--	--	--
Months Supply of Inventory	0.5	1.9	+ 280.0%	--	--	--

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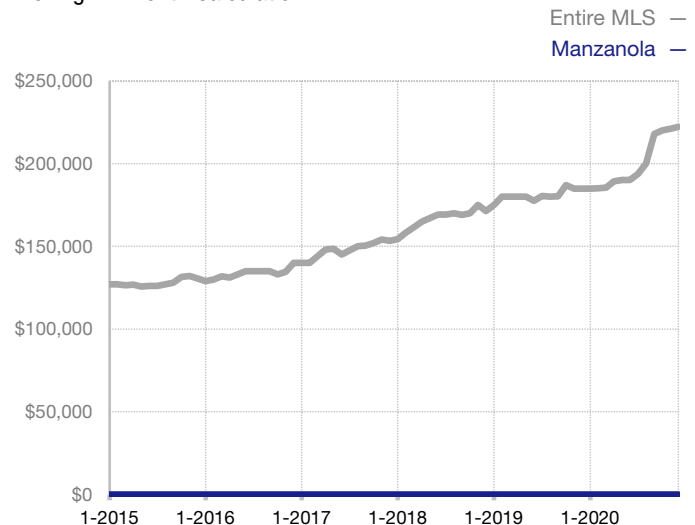
Townhouse/Condo	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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Rocky Ford

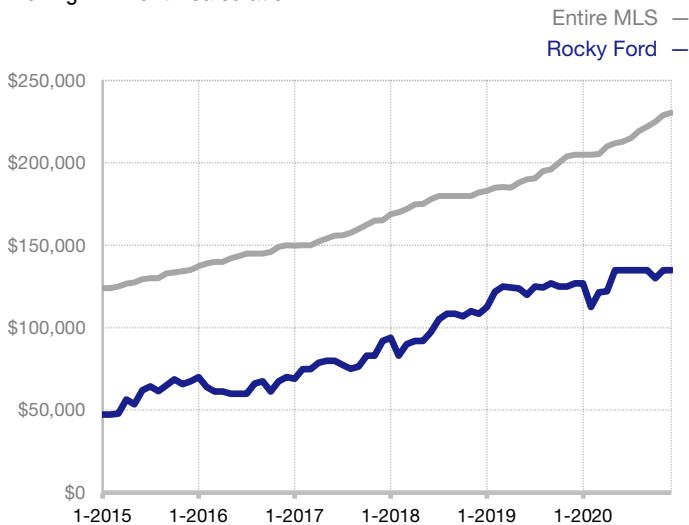
Single Family	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
Key Metrics						
New Listings	3	5	+ 66.7%	59	60	+ 1.7%
Sold Listings	2	5	+ 150.0%	46	44	- 4.3%
Median Sales Price*	\$112,000	\$174,600	+ 55.9%	\$127,000	\$135,000	+ 6.3%
Average Sales Price*	\$112,000	\$217,620	+ 94.3%	\$129,738	\$152,652	+ 17.7%
Percent of List Price Received*	100.0%	100.3%	+ 0.3%	95.6%	95.1%	- 0.5%
Days on Market Until Sale	77	181	+ 135.1%	103	124	+ 20.4%
Inventory of Homes for Sale	16	9	- 43.8%	--	--	--
Months Supply of Inventory	4.2	2.3	- 45.2%	--	--	--

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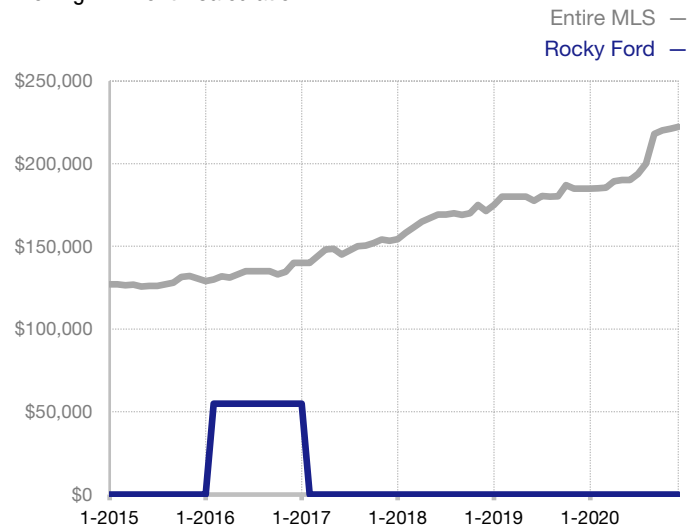
Townhouse/Condo	December			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 12-2019	Thru 12-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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



Monthly Indicators



December 2020

Percent changes calculated using year-over-year comparisons.

New Listings were up 7.3 percent for single family homes but decreased 22.2 percent for townhouse-condo properties. Pending Sales increased 25.0 percent for single family homes and 28.6 percent for townhouse-condo properties.

The Median Sales Price was up 17.1 percent to \$245,850 for single family homes and 57.1 percent to \$247,450 for townhouse-condo properties. Days on Market decreased 19.8 percent for single family homes and 19.8 percent for townhouse-condo properties.

With low mortgage rates and strong buyer demand in most market segments, the housing market of early 2021 looks to continue the trends we saw in the second half of 2020. Low inventory and multiple offers on in-demand properties and market segments are likely to remain common while the market waits and hopes for a boost in new construction and a surge in home sellers to help provide more balance to the market.

Activity Snapshot

+ 5.7%	+ 20.0%	- 58.4%
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	12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		165	177	+ 7.3%	3,392	3,354	- 1.1%
Pending Sales		176	220	+ 25.0%	2,759	3,076	+ 11.5%
Sold Listings		217	234	+ 7.8%	2,729	2,951	+ 8.1%
Median Sales Price		\$209,900	\$245,850	+ 17.1%	\$210,000	\$235,341	+ 12.1%
Avg. Sales Price		\$212,823	\$266,665	+ 25.3%	\$216,087	\$242,881	+ 12.4%
Pct. of List Price Received		98.1%	100.0%	+ 1.9%	98.5%	99.1%	+ 0.6%
Days on Market		81	65	- 19.8%	76	70	- 7.9%
Affordability Index		175	164	- 6.3%	174	171	- 1.7%
Active Listings		410	168	- 59.0%	--	--	--
Months Supply		1.8	0.7	- 61.1%	--	--	--

Townhouse-Condo Market Overview

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

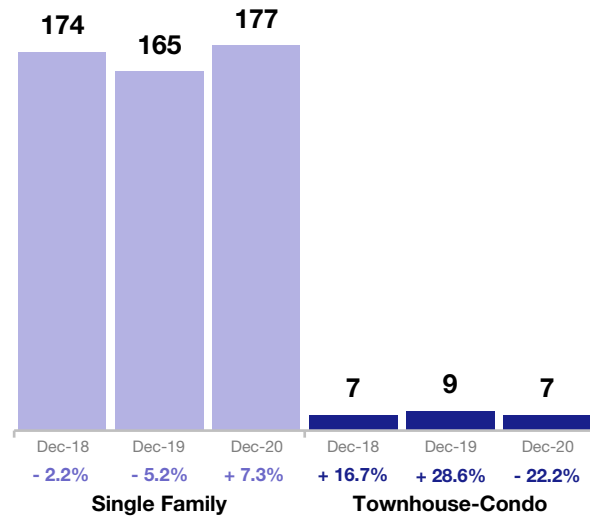


Key Metrics	Historical Sparkbars	12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		9	7	- 22.2%	119	140	+ 17.6%
Pending Sales		7	9	+ 28.6%	111	132	+ 18.9%
Sold Listings		12	8	- 33.3%	111	125	+ 12.6%
Median Sales Price		\$157,500	\$247,450	+ 57.1%	\$184,100	\$222,000	+ 20.6%
Avg. Sales Price		\$170,694	\$240,084	+ 40.7%	\$191,417	\$215,984	+ 12.8%
Pct. of List Price Received		98.2%	101.3%	+ 3.2%	98.0%	99.2%	+ 1.2%
Days on Market		86	69	- 19.8%	87	77	- 11.5%
Affordability Index		233	163	- 30.0%	199	182	- 8.5%
Active Listings		13	8	- 38.5%	--	--	--
Months Supply		1.4	0.8	- 42.9%	--	--	--

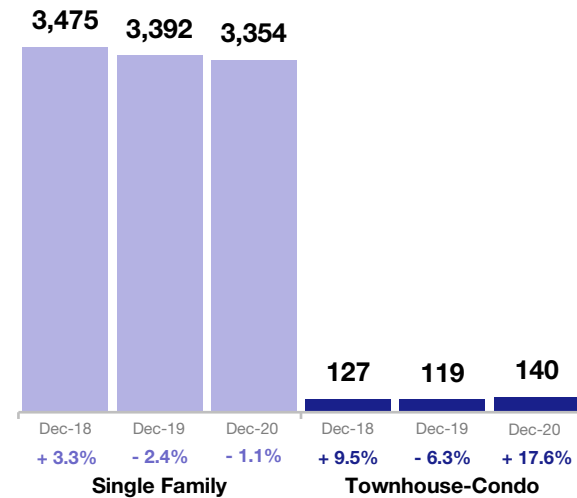
New Listings



December

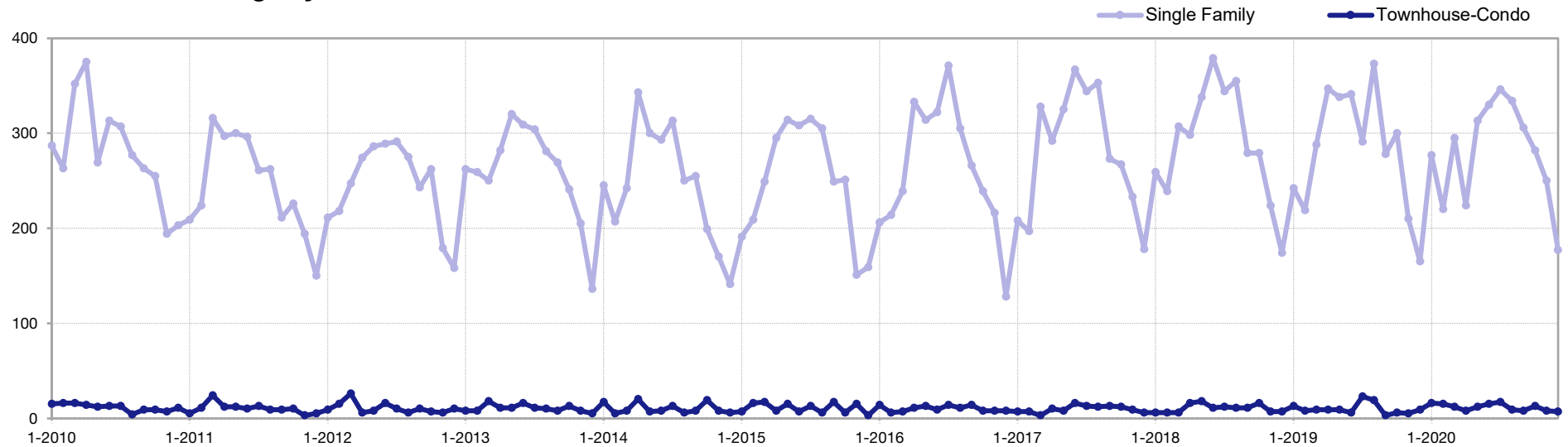


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2020	277	+14.5%	16	+23.1%
Feb-2020	220	+0.5%	15	+87.5%
Mar-2020	295	+2.4%	12	+33.3%
Apr-2020	224	-35.4%	8	-11.1%
May-2020	313	-7.4%	12	+33.3%
Jun-2020	330	-3.2%	15	+150.0%
Jul-2020	346	+18.9%	17	-26.1%
Aug-2020	334	-10.5%	9	-52.6%
Sep-2020	306	+10.1%	8	+166.7%
Oct-2020	282	-6.0%	13	+116.7%
Nov-2020	250	+19.0%	8	+60.0%
Dec-2020	177	+7.3%	7	-22.2%

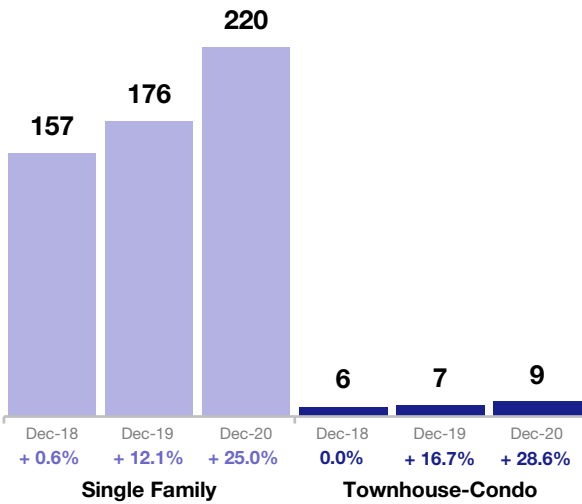
Historical New Listings by Month



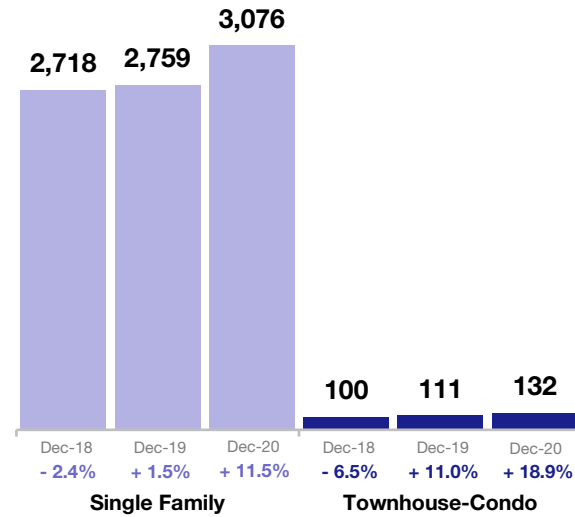
Pending Sales



December

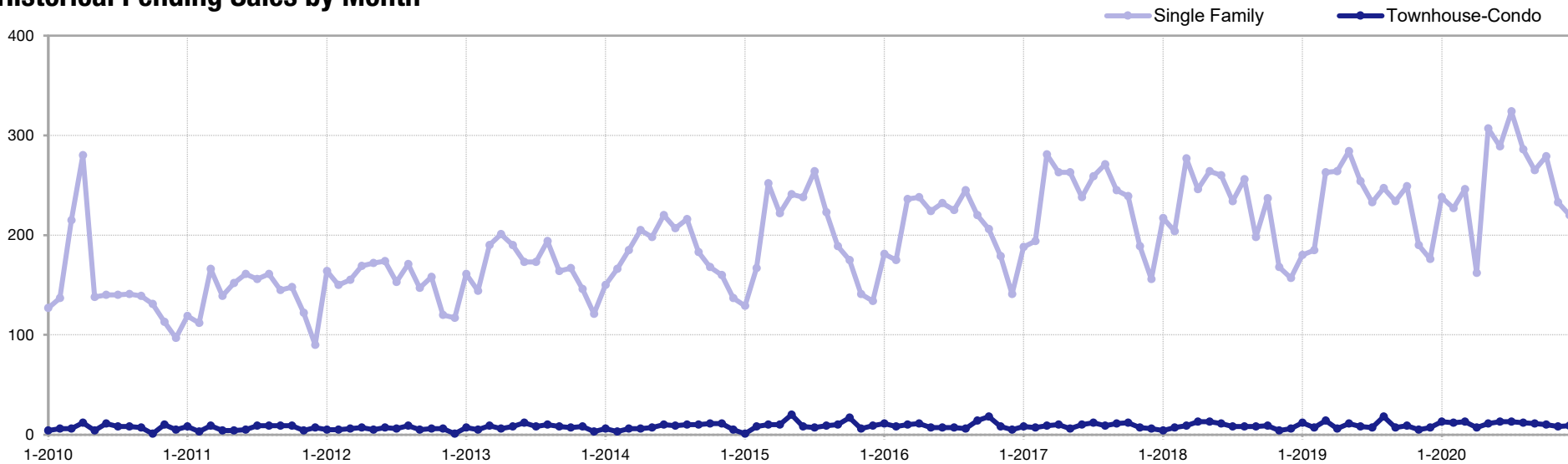


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2020	238	+32.2%	13	+8.3%
Feb-2020	227	+22.7%	12	+71.4%
Mar-2020	246	-6.5%	13	-7.1%
Apr-2020	162	-38.6%	7	+16.7%
May-2020	307	+8.1%	11	0.0%
Jun-2020	289	+13.8%	13	+62.5%
Jul-2020	324	+39.1%	13	+85.7%
Aug-2020	286	+15.8%	12	-33.3%
Sep-2020	265	+13.2%	11	+57.1%
Oct-2020	279	+12.0%	10	+11.1%
Nov-2020	233	+22.6%	8	+60.0%
Dec-2020	220	+25.0%	9	+28.6%

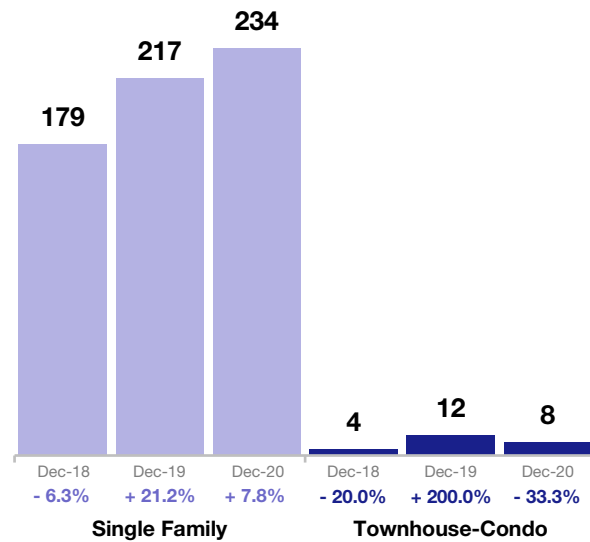
Historical Pending Sales by Month



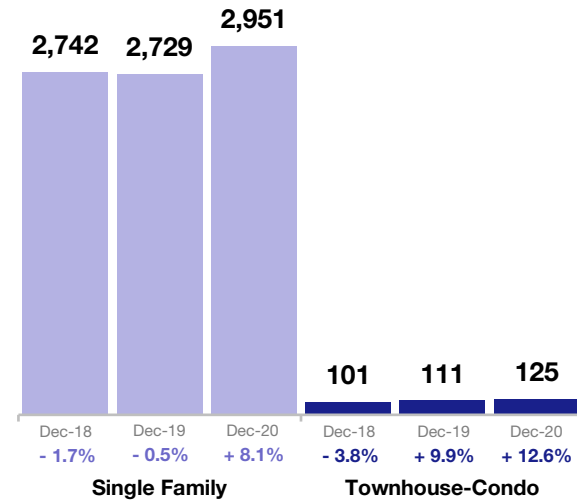
Sold Listings



December

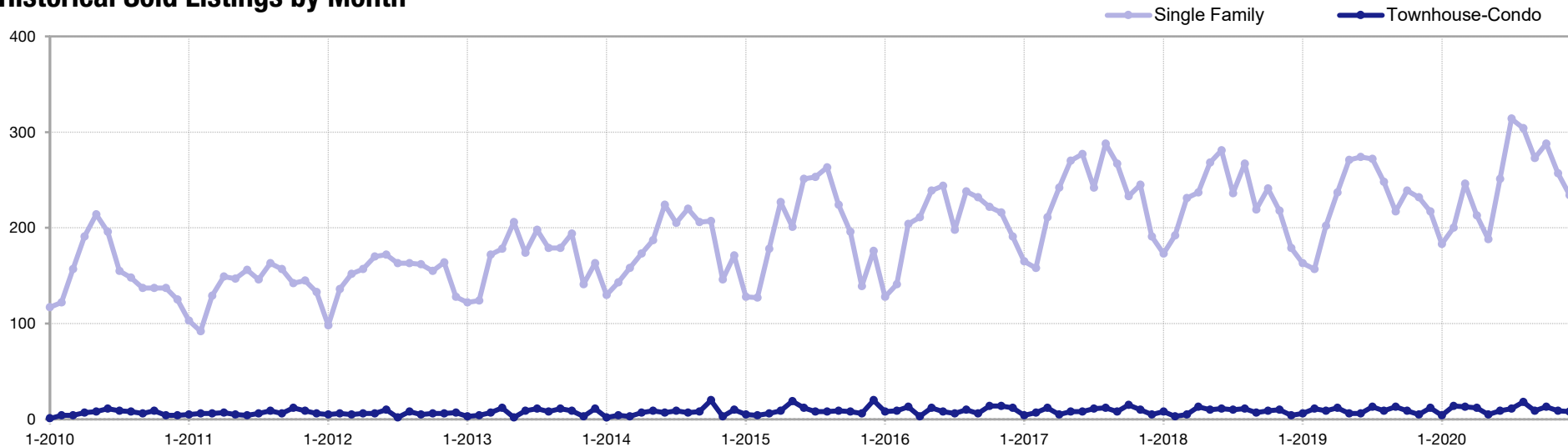


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2020	183	+12.3%	4	-33.3%
Feb-2020	200	+27.4%	14	+27.3%
Mar-2020	246	+21.8%	13	+44.4%
Apr-2020	213	-10.1%	12	0.0%
May-2020	188	-30.6%	5	-16.7%
Jun-2020	251	-8.4%	9	+50.0%
Jul-2020	314	+15.4%	11	-15.4%
Aug-2020	304	+22.6%	18	+100.0%
Sep-2020	273	+25.8%	9	-30.8%
Oct-2020	288	+20.5%	13	+44.4%
Nov-2020	257	+10.8%	9	+80.0%
Dec-2020	234	+7.8%	8	-33.3%

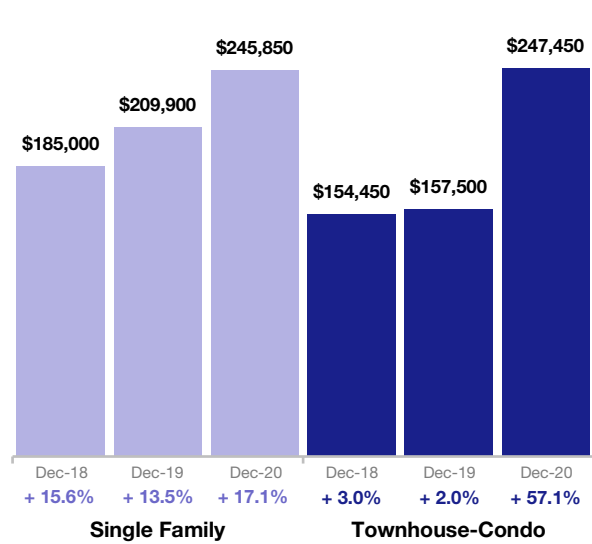
Historical Sold Listings by Month



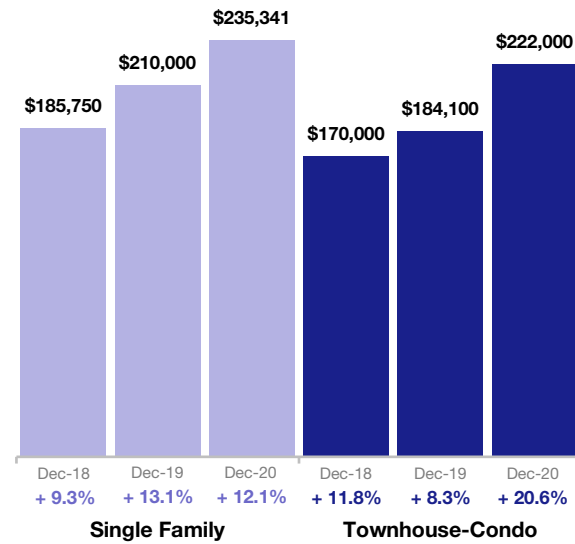
Median Sales Price



December

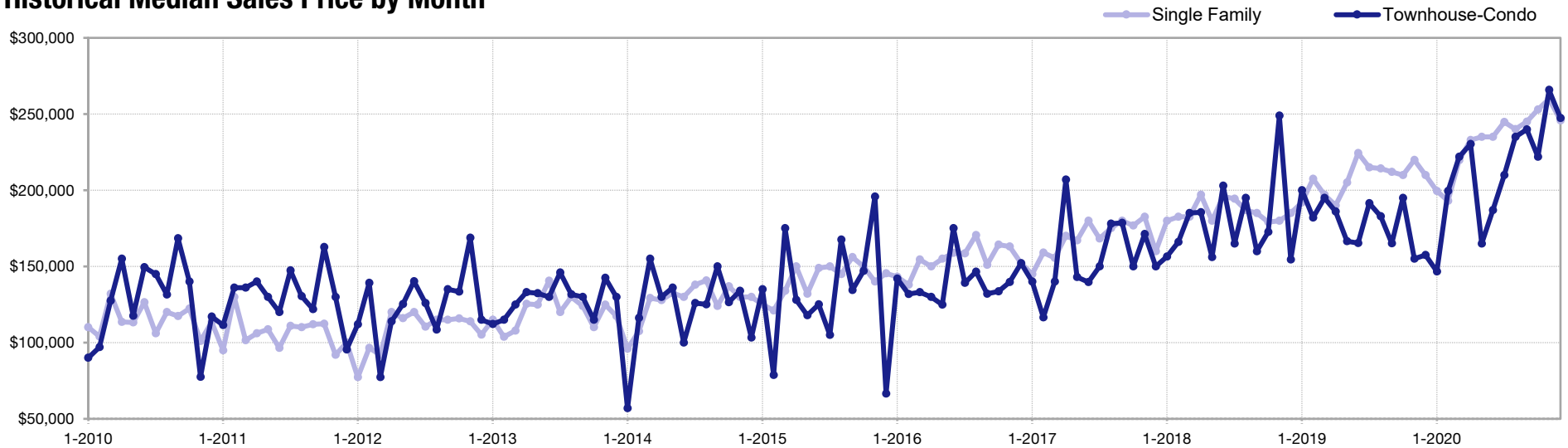


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2020	\$199,450	+3.9%	\$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	\$232,900	+22.6%	\$230,250	+23.8%
May-2020	\$235,000	+14.6%	\$165,000	-0.9%
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	\$253,000	+20.5%	\$222,000	+13.8%
Nov-2020	\$260,000	+18.2%	\$265,803	+71.5%
Dec-2020	\$245,850	+17.1%	\$247,450	+57.1%

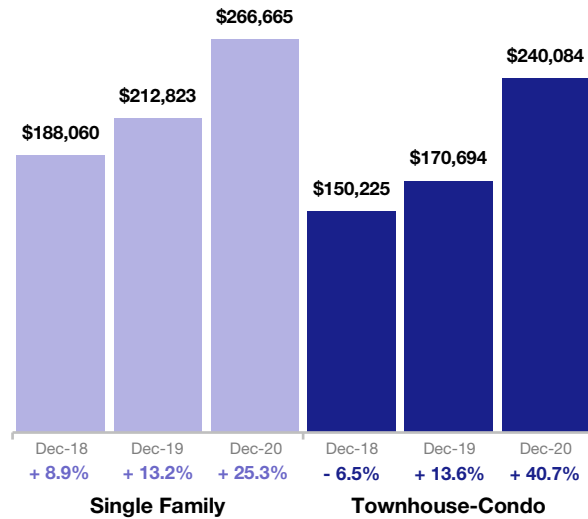
Historical Median Sales Price by Month



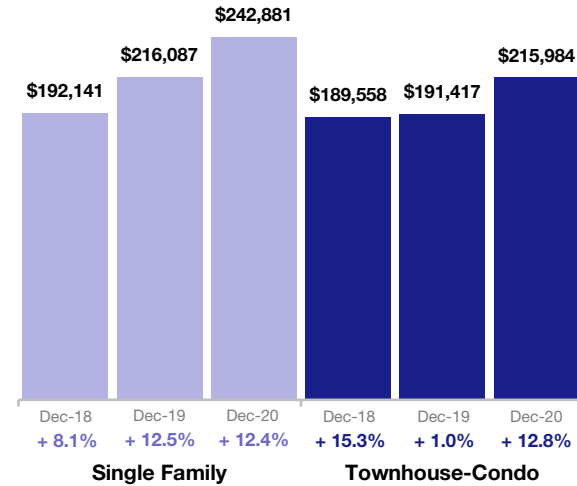
Average Sales Price



December

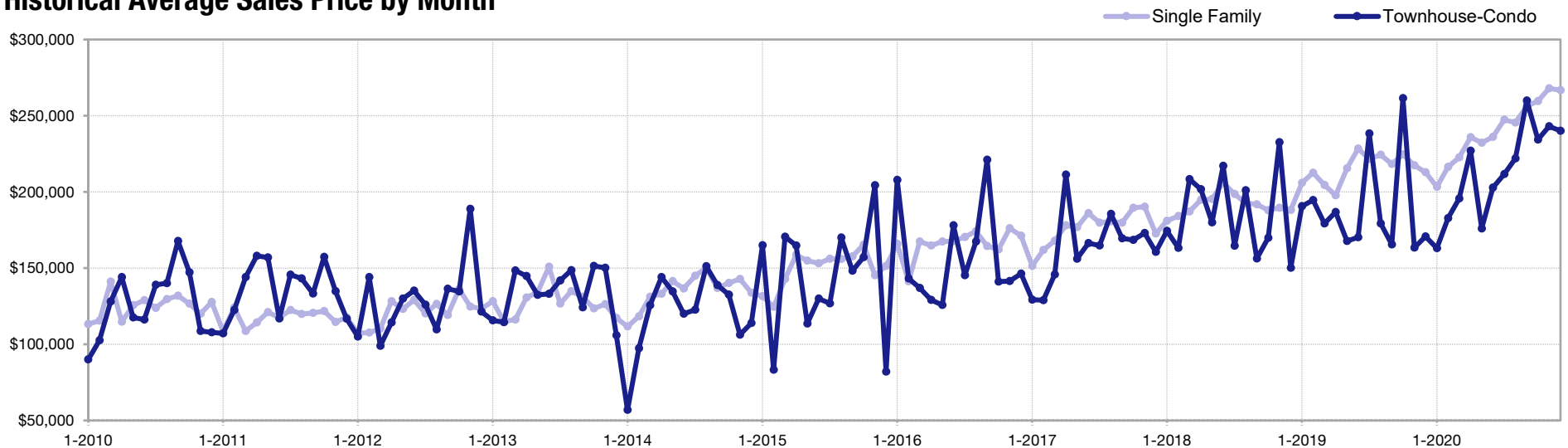


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2020	\$203,338	-1.3%	\$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	\$235,926	+19.3%	\$226,967	+21.6%
May-2020	\$232,283	+7.8%	\$175,900	+4.9%
Jun-2020	\$236,039	+3.3%	\$202,700	+19.1%
Jul-2020	\$247,431	+11.7%	\$211,682	-11.2%
Aug-2020	\$245,379	+9.4%	\$221,931	+23.8%
Sep-2020	\$256,310	+17.4%	\$259,933	+57.1%
Oct-2020	\$259,522	+15.6%	\$234,262	-10.4%
Nov-2020	\$267,941	+23.3%	\$243,045	+48.8%
Dec-2020	\$266,665	+25.3%	\$240,084	+40.7%

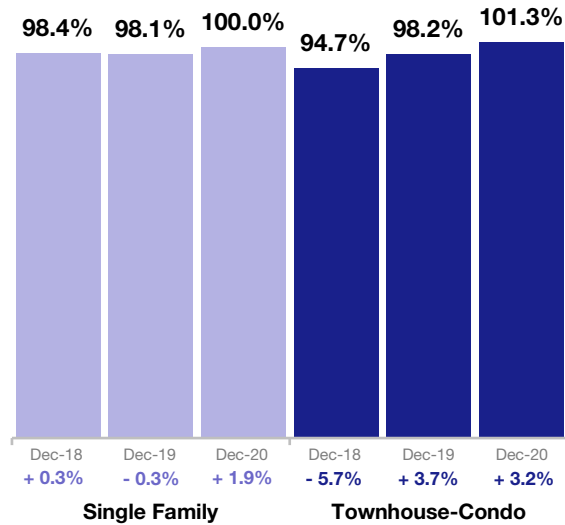
Historical Average Sales Price by Month



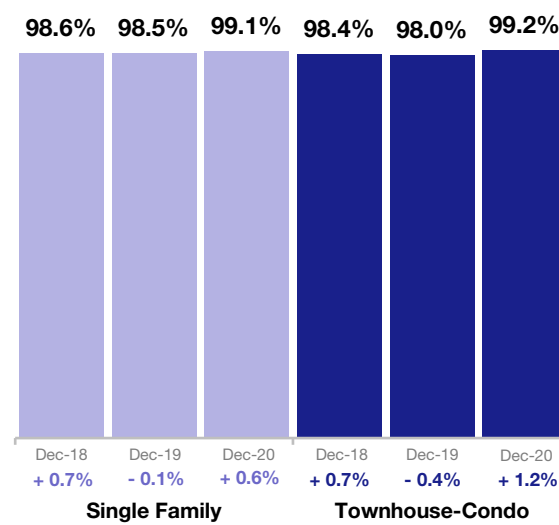
Percent of List Price Received



December

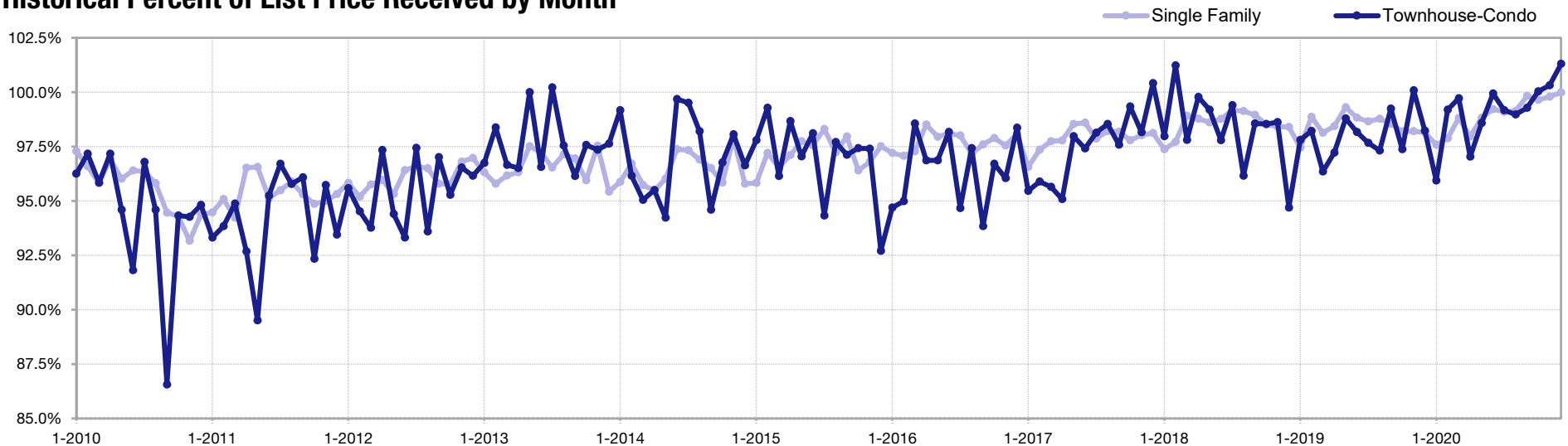


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	98.6%	-0.2%
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%

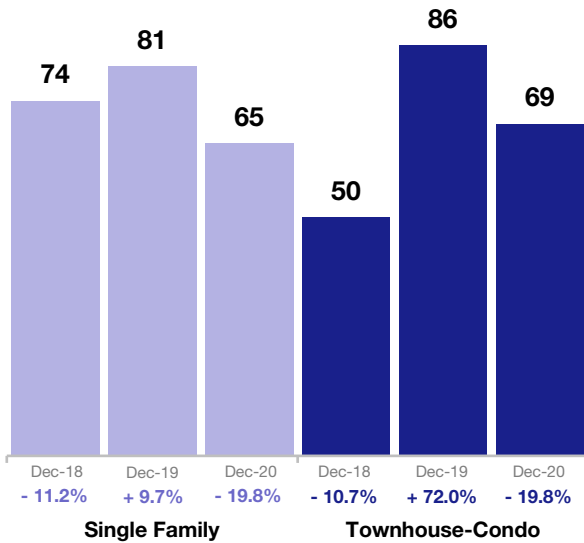
Historical Percent of List Price Received by Month



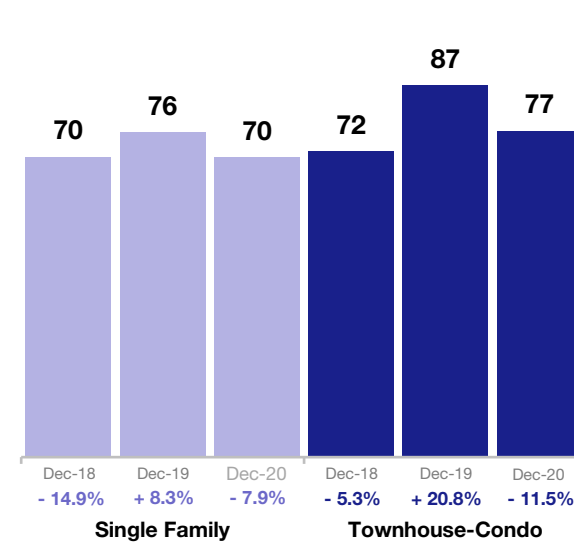
Days on Market Until Sale



December

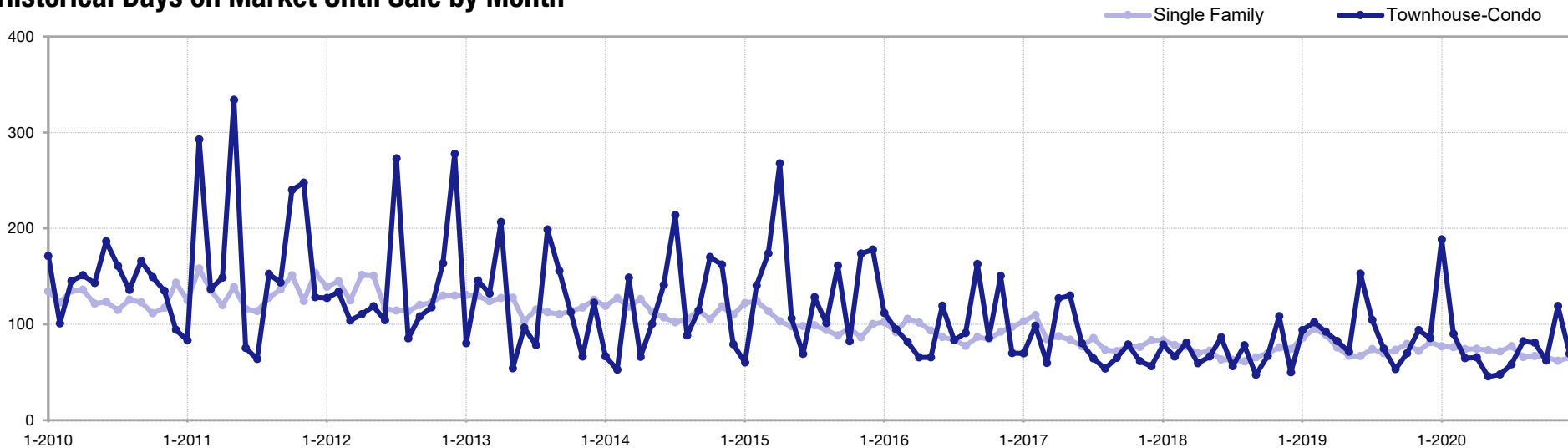


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	74	-2.6%	66	-19.5%
May-2020	73	+9.0%	46	-35.2%
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	65	-19.8%	69	-19.8%

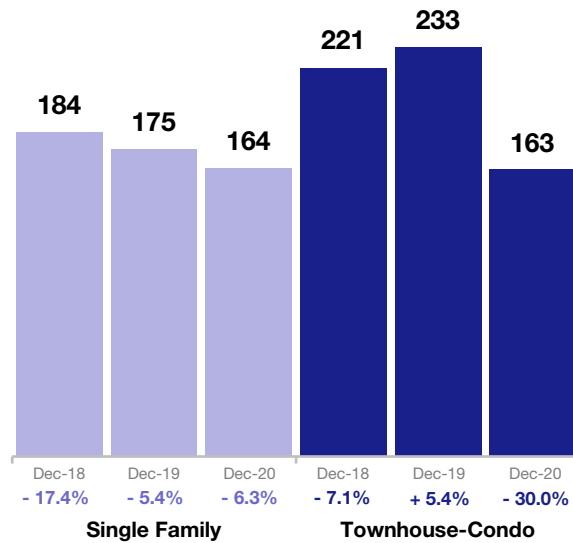
Historical Days on Market Until Sale by Month



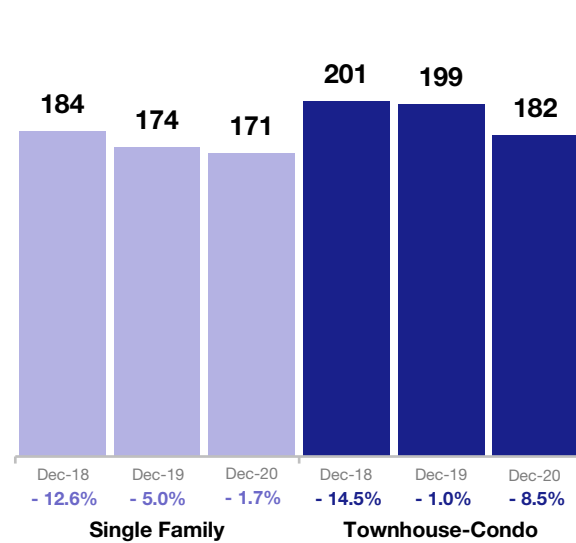
Housing Affordability Index



December

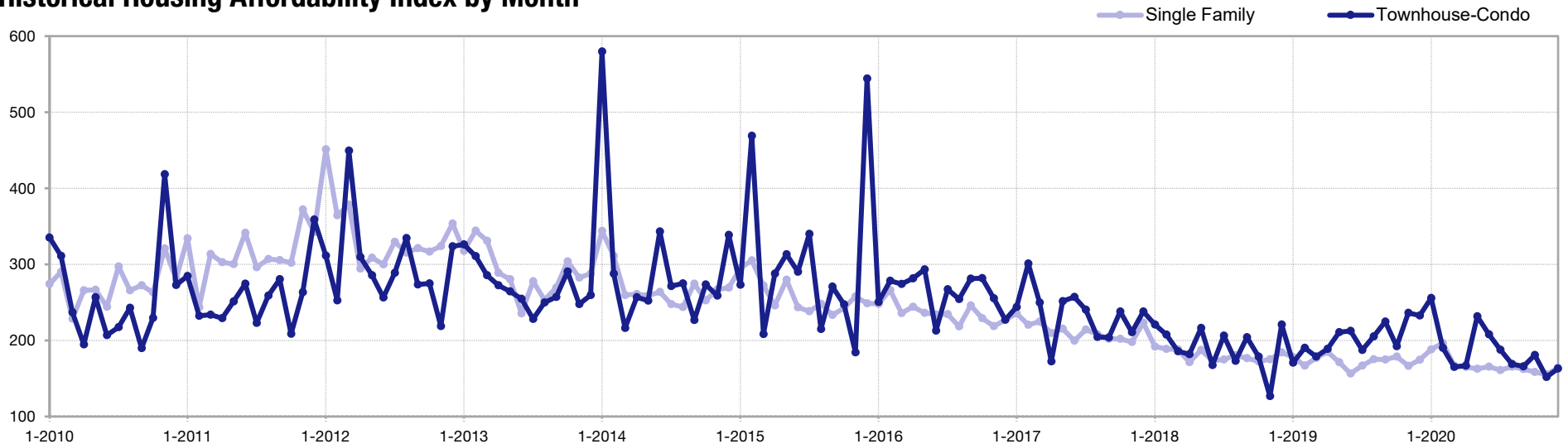


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2020	188	+5.6%	256	+49.7%
Feb-2020	197	+18.0%	190	0.0%
Mar-2020	167	-5.6%	165	-7.8%
Apr-2020	165	-10.8%	167	-11.6%
May-2020	163	-4.7%	232	+10.0%
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	158	-11.7%	181	-5.7%
Nov-2020	155	-7.2%	152	-35.6%
Dec-2020	164	-6.3%	163	-30.0%

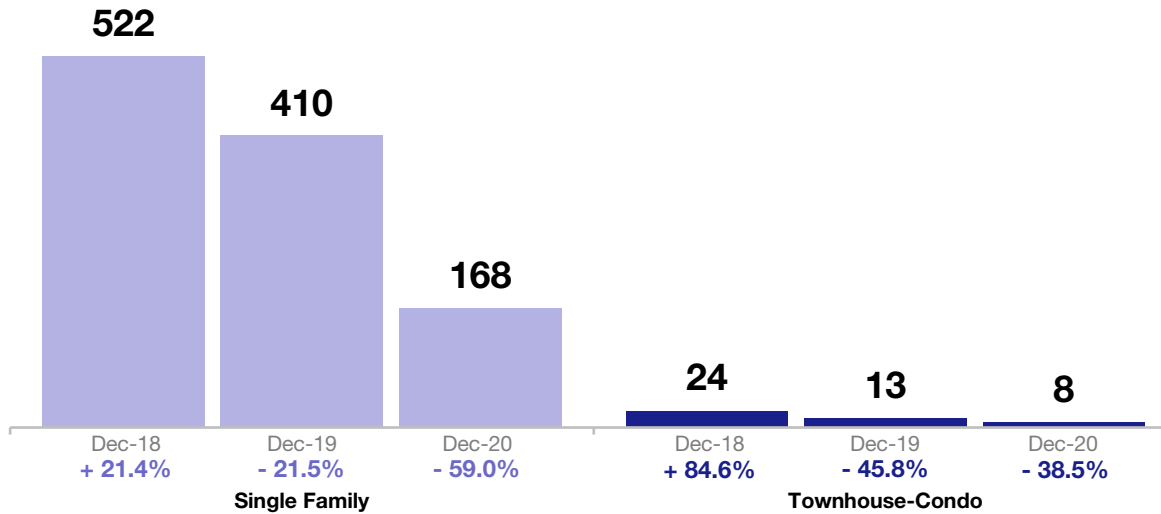
Historical Housing Affordability Index by Month



Inventory of Active Listings

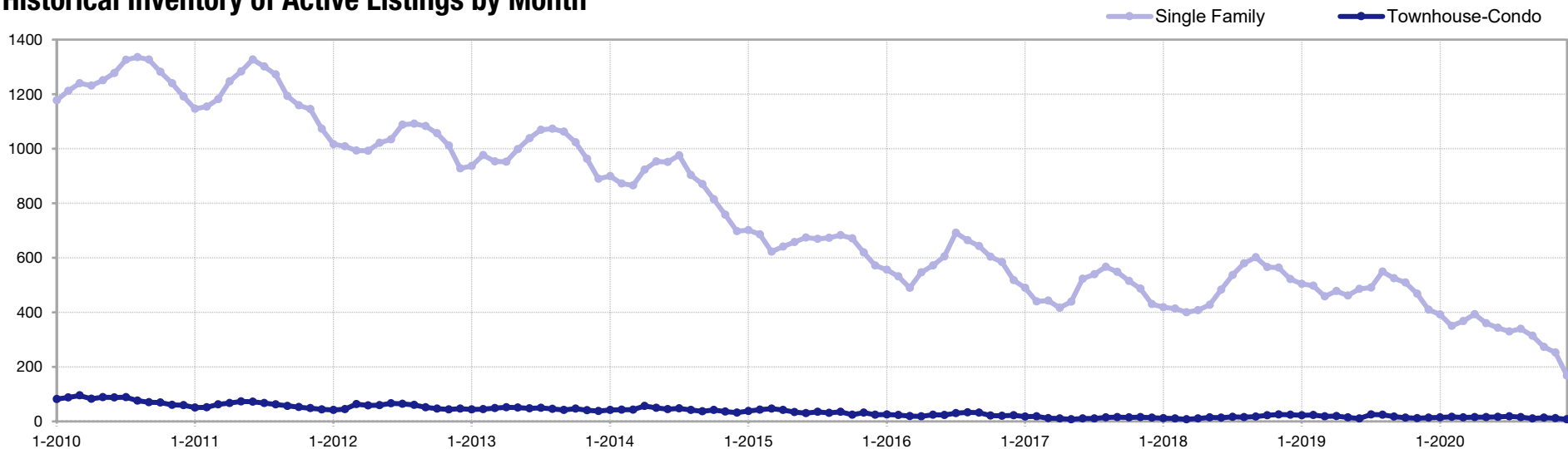


December



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2020	392	-22.2%	14	-36.4%
Feb-2020	350	-29.6%	16	-30.4%
Mar-2020	368	-19.7%	14	-22.2%
Apr-2020	393	-17.8%	15	-21.1%
May-2020	360	-21.9%	15	+7.1%
Jun-2020	343	-29.4%	16	+45.5%
Jul-2020	330	-32.8%	18	-28.0%
Aug-2020	339	-38.3%	15	-37.5%
Sep-2020	314	-40.2%	11	-35.3%
Oct-2020	273	-46.4%	13	0.0%
Nov-2020	253	-45.9%	12	0.0%
Dec-2020	168	-59.0%	8	-38.5%

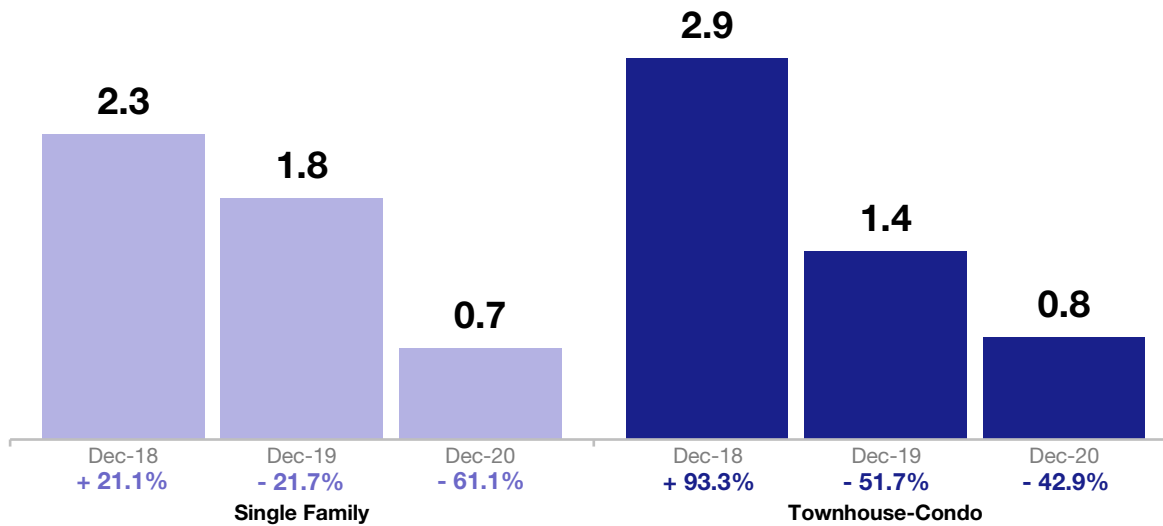
Historical Inventory of Active Listings by Month



Months Supply of Inventory

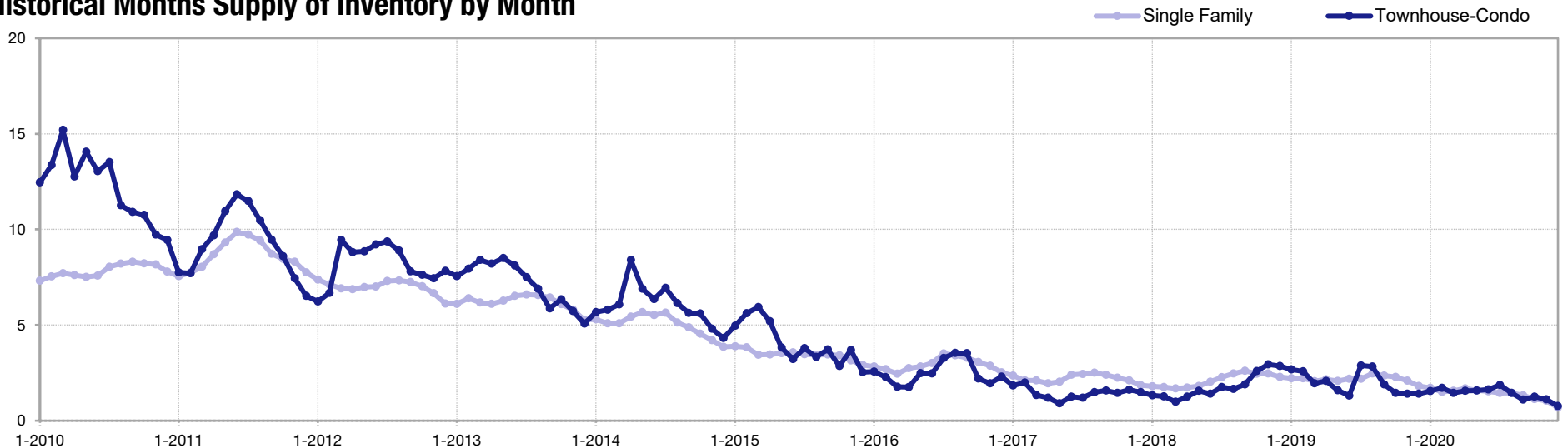


December



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2020	1.7	-22.7%	1.5	-44.4%
Feb-2020	1.5	-31.8%	1.7	-34.6%
Mar-2020	1.6	-23.8%	1.4	-26.3%
Apr-2020	1.7	-19.0%	1.6	-23.8%
May-2020	1.6	-23.8%	1.6	0.0%
Jun-2020	1.5	-31.8%	1.6	+23.1%
Jul-2020	1.4	-36.4%	1.9	-34.5%
Aug-2020	1.5	-40.0%	1.4	-50.0%
Sep-2020	1.3	-45.8%	1.1	-42.1%
Oct-2020	1.1	-52.2%	1.2	-14.3%
Nov-2020	1.0	-52.4%	1.1	-21.4%
Dec-2020	0.7	-61.1%	0.8	-42.9%

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.



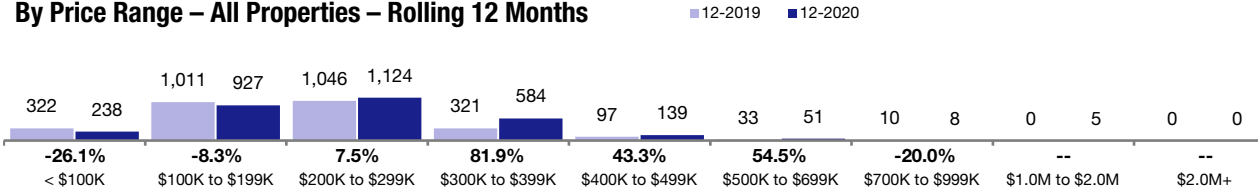
Key Metrics	Historical Sparkbars	12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		174	184	+ 5.7%	3,511	3,494	- 0.5%
Pending Sales		183	229	+ 25.1%	2,870	3,208	+ 11.8%
Sold Listings		229	242	+ 5.7%	2,840	3,076	+ 8.3%
Median Sales Price		\$204,900	\$245,850	+ 20.0%	\$209,000	\$235,000	+ 12.4%
Avg. Sales Price		\$210,616	\$265,786	+ 26.2%	\$215,122	\$241,788	+ 12.4%
Pct. of List Price Received		98.2%	100.0%	+ 1.8%	98.5%	99.1%	+ 0.6%
Days on Market		81	65	- 19.8%	77	71	- 7.8%
Affordability Index		179	164	- 8.4%	175	172	- 1.7%
Active Listings		423	176	- 58.4%	--	--	--
Months Supply		1.8	0.7	- 61.1%	--	--	--

Sold Listings

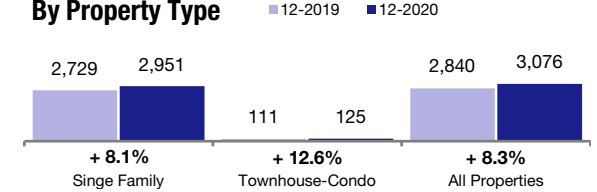
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

Compared to Prior Month

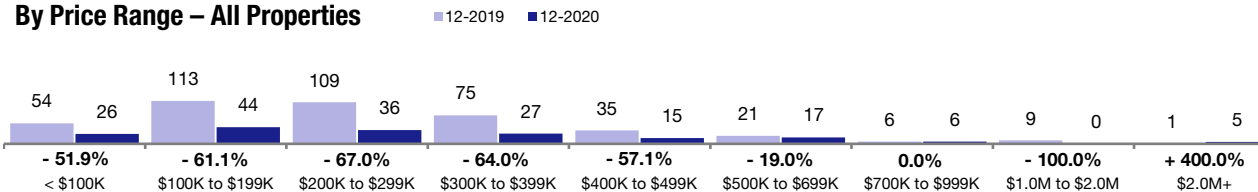
Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	12-2019	12-2020	Change	12-2019	12-2020	Change	11-2020	12-2020	Change	11-2020	12-2020	Change	12-2019	12-2020	Change	12-2019	12-2020	Change
\$99,999 and Below	311	233	-25.1%	11	5	-54.5%	17	12	-29.4%	0	0	--	311	233	-25.1%	11	5	-54.5%
\$100,000 to \$199,999	953	882	-7.5%	58	45	-22.4%	66	70	+6.1%	3	3	0.0%	953	882	-7.5%	58	45	-22.4%
\$200,000 to \$299,999	1,012	1,063	+5.0%	34	61	+79.4%	89	72	-19.1%	4	4	0.0%	1,012	1,063	+5.0%	34	61	+79.4%
\$300,000 to \$399,999	316	571	+80.7%	5	13	+160.0%	57	55	-3.5%	2	1	-50.0%	316	571	+80.7%	5	13	+160.0%
\$400,000 to \$499,999	96	138	+43.8%	1	1	0.0%	17	18	+5.9%	0	0	--	96	138	+43.8%	1	1	0.0%
\$500,000 to \$699,999	31	51	+64.5%	2	0	-100.0%	8	4	-50.0%	0	0	--	31	51	+64.5%	2	0	-100.0%
\$700,000 to \$999,999	10	8	-20.0%	0	0	--	2	2	0.0%	0	0	--	10	8	-20.0%	0	0	--
\$1,000,000 to \$1,999,999	0	5	--	0	0	--	1	1	0.0%	0	0	--	0	5	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
All Price Ranges	2,729	2,951	+8.1%	111	125	+12.6%	257	234	-8.9%	9	8	-11.1%	2,729	2,951	+8.1%	111	125	+12.6%

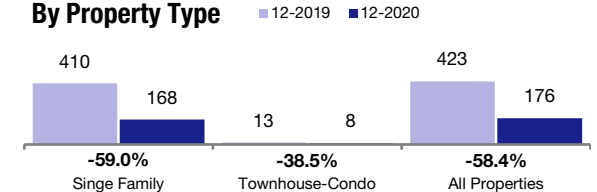
Inventory of Active Listings

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

Compared to Prior Month

Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family		Condo	
	12-2019	12-2020	Change	12-2019	12-2020	Change	11-2020	12-2020	Change	11-2020	12-2020	Change				
\$99,999 and Below	51	25	-51.0%	3	1	-66.7%	28	25	-10.7%	2	1	-50.0%				
\$100,000 to \$199,999	110	43	-60.9%	3	1	-66.7%	72	43	-40.3%	1	1	0.0%				
\$200,000 to \$299,999	107	32	-70.1%	2	4	+100.0%	52	32	-38.5%	5	4	-20.0%				
\$300,000 to \$399,999	71	26	-63.4%	4	1	-75.0%	47	26	-44.7%	2	1	-50.0%				
\$400,000 to \$499,999	34	15	-55.9%	1	0	-100.0%	19	15	-21.1%	1	0	-100.0%				
\$500,000 to \$699,999	21	17	-19.0%	0	0	--	20	17	-15.0%	0	0	--				
\$700,000 to \$999,999	6	5	-16.7%	0	1	--	9	5	-44.4%	1	1	0.0%				
\$1,000,000 to \$1,999,999	9	0	-100.0%	0	0	--	1	0	-100.0%	0	0	--				
\$2,000,000 and Above	1	5	+400.0%	0	0	--	5	5	0.0%	0	0	--				
All Price Ranges	410	168	-59.0%	13	8	-38.5%	253	168	-33.6%	12	8	-33.3%				

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.