

Monthly Indicators



February 2020

Percent changes calculated using year-over-year comparisons.

New Listings were down 4.6 percent for single family homes but increased 75.0 percent for townhouse-condo properties. Pending Sales increased 42.4 percent for single family homes and 85.7 percent for townhouse-condo properties.

The Median Sales Price was down 8.4 percent to \$190,000 for single family homes but increased 20.3 percent to \$219,000 for townhouse-condo properties. Days on Market decreased 20.0 percent for single family homes and 2.9 percent for townhouse-condo properties.

The recently released January ShowingTime Showing Index® saw a 20.2 percent year-over-year increase in showing traffic nationwide. All regions of the country were up double digits from the year before, with the Midwest Region up 15.7 percent and the West Region up 34.1 percent. As showing activity is a leading indicator for future home sales, the 2020 housing market is off to a strong start, though it will be important to watch the spread of COVID-19 and its potential impacts to the overall economy in the coming months.

Activity Snapshot

+ 11.9%	- 4.2%	- 39.9%
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	2-2019	2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		219	209	- 4.6%	461	482	+ 4.6%
Pending Sales		184	262	+ 42.4%	366	482	+ 31.7%
Sold Listings		157	176	+ 12.1%	320	352	+ 10.0%
Median Sales Price		\$207,500	\$190,000	- 8.4%	\$200,000	\$195,500	- 2.3%
Avg. Sales Price		\$212,534	\$214,276	+ 0.8%	\$209,184	\$208,890	- 0.1%
Pct. of List Price Received		98.9%	97.9%	- 1.0%	98.1%	97.7%	- 0.4%
Days on Market		95	76	- 20.0%	90	77	- 14.4%
Affordability Index		167	200	+ 19.8%	173	194	+ 12.1%
Active Listings		493	297	- 39.8%	--	--	--
Months Supply		2.2	1.3	- 40.9%	--	--	--

Townhouse/Condo Market Overview



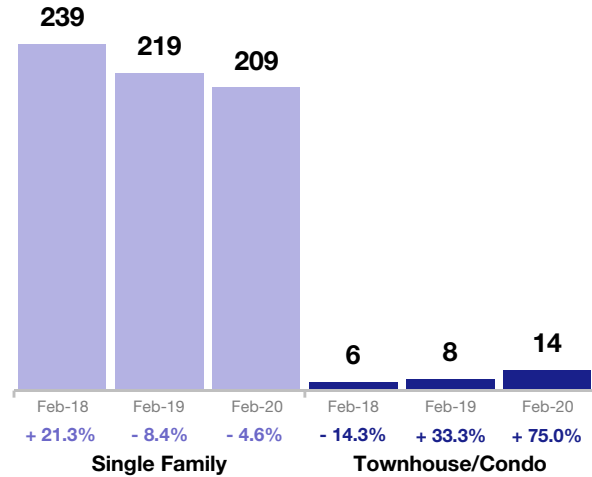
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	2-2019	2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		8	14	+ 75.0%	21	29	+ 38.1%
Pending Sales		7	13	+ 85.7%	19	25	+ 31.6%
Sold Listings		11	12	+ 9.1%	17	16	- 5.9%
Median Sales Price		\$182,000	\$219,000	+ 20.3%	\$182,000	\$211,500	+ 16.2%
Avg. Sales Price		\$194,555	\$194,703	+ 0.1%	\$193,182	\$186,799	- 3.3%
Pct. of List Price Received		98.2%	99.2%	+ 1.0%	98.1%	98.4%	+ 0.3%
Days on Market		102	99	- 2.9%	99	121	+ 22.2%
Affordability Index		190	173	- 8.9%	190	179	- 5.8%
Active Listings		23	13	- 43.5%	--	--	--
Months Supply		2.6	1.4	- 46.2%	--	--	--

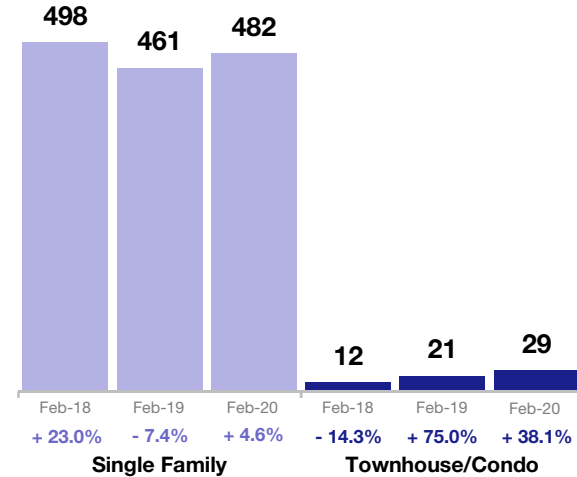
New Listings



February

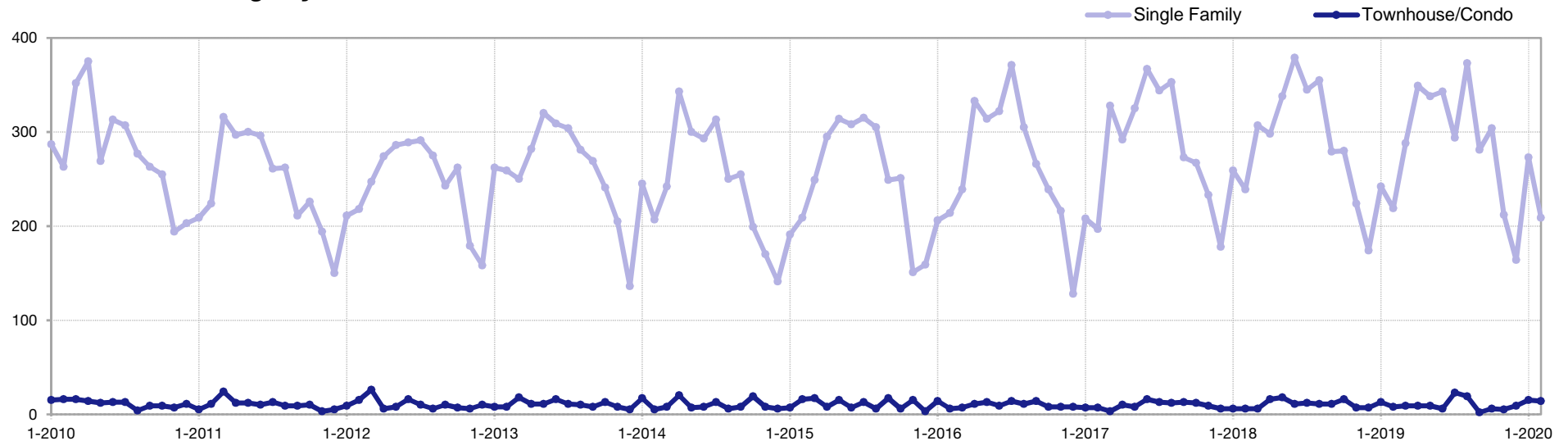


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	288	-6.2%	9	+50.0%
Apr-2019	349	+17.1%	9	-43.8%
May-2019	338	0.0%	9	-50.0%
Jun-2019	343	-9.5%	6	-45.5%
Jul-2019	294	-14.8%	23	+91.7%
Aug-2019	373	+5.1%	19	+72.7%
Sep-2019	281	+0.7%	2	-81.8%
Oct-2019	304	+8.6%	6	-62.5%
Nov-2019	212	-5.4%	5	-28.6%
Dec-2019	164	-5.7%	9	+28.6%
Jan-2020	273	+12.8%	15	+15.4%
Feb-2020	209	-4.6%	14	+75.0%

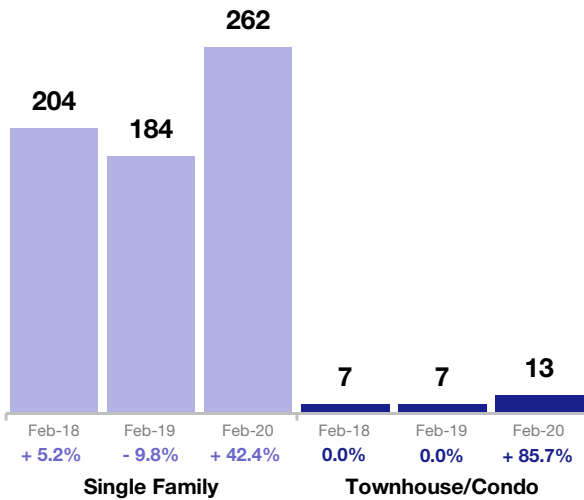
Historical New Listings by Month



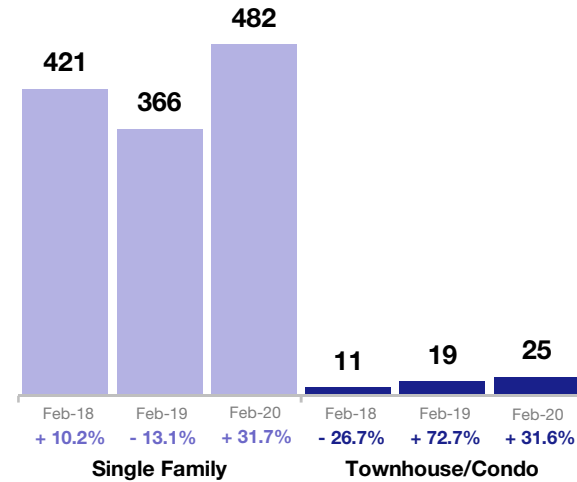
Pending Sales



February

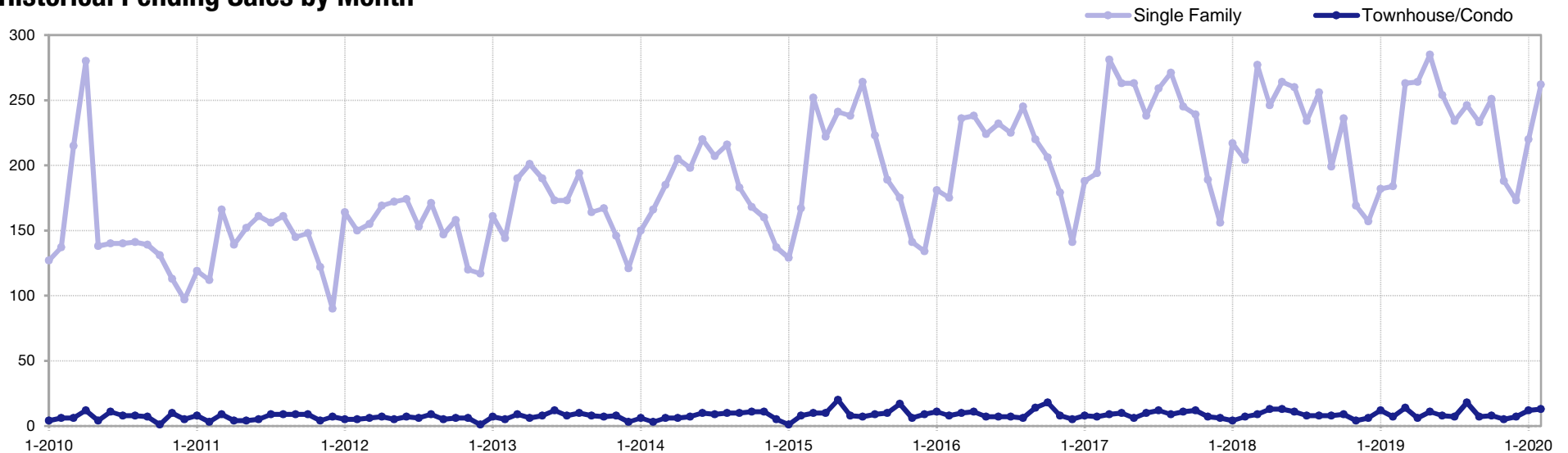


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	263	-5.1%	14	+55.6%
Apr-2019	264	+7.3%	6	-53.8%
May-2019	285	+8.0%	11	-15.4%
Jun-2019	254	-2.3%	8	-27.3%
Jul-2019	234	0.0%	7	-12.5%
Aug-2019	246	-3.9%	18	+125.0%
Sep-2019	233	+17.1%	7	-12.5%
Oct-2019	251	+6.4%	8	-11.1%
Nov-2019	188	+11.2%	5	+25.0%
Dec-2019	173	+10.2%	7	+16.7%
Jan-2020	220	+20.9%	12	0.0%
Feb-2020	262	+42.4%	13	+85.7%

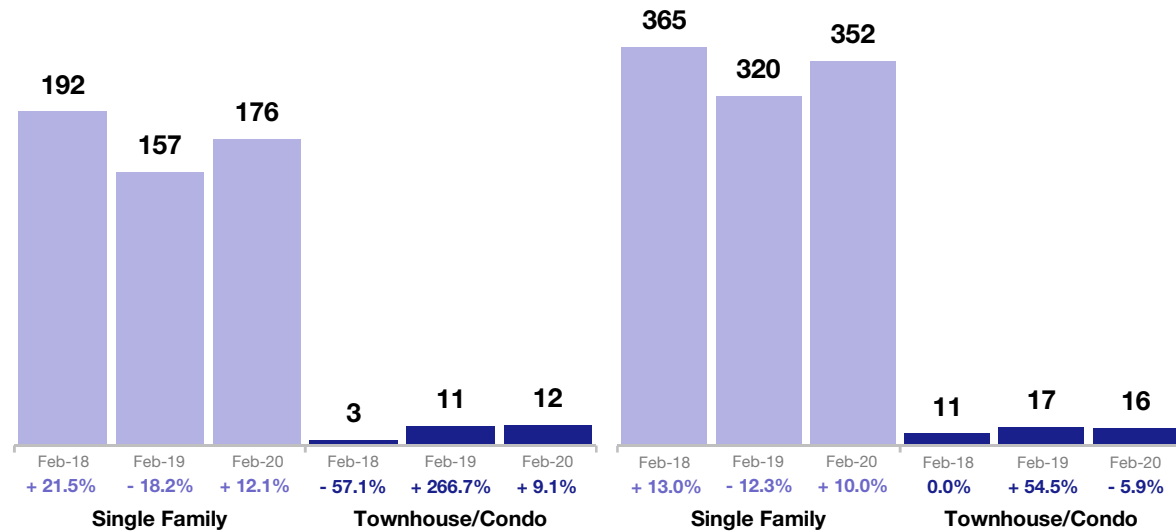
Historical Pending Sales by Month



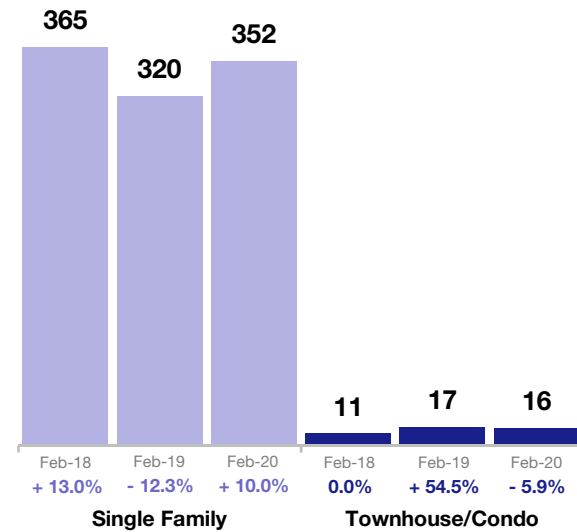
Sold Listings



February

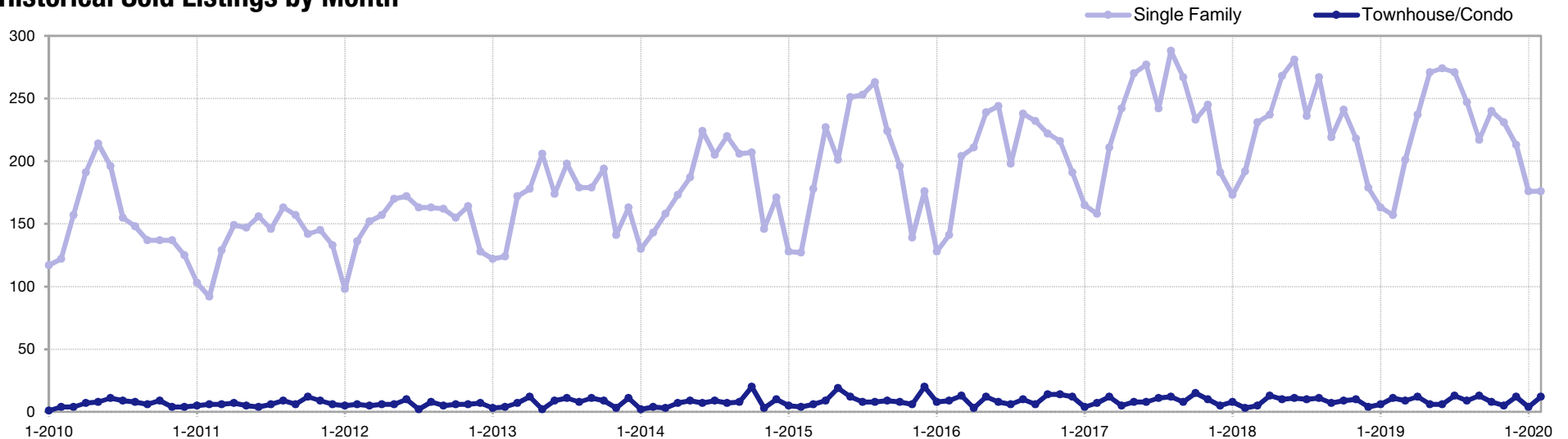


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	201	-13.0%	9	+80.0%
Apr-2019	237	0.0%	12	-7.7%
May-2019	271	+1.1%	6	-40.0%
Jun-2019	274	-2.5%	6	-45.5%
Jul-2019	271	+14.8%	13	+30.0%
Aug-2019	247	-7.5%	9	-18.2%
Sep-2019	217	-0.9%	13	+85.7%
Oct-2019	240	-0.4%	8	-11.1%
Nov-2019	231	+6.0%	5	-50.0%
Dec-2019	213	+19.0%	12	+200.0%
Jan-2020	176	+8.0%	4	-33.3%
Feb-2020	176	+12.1%	12	+9.1%

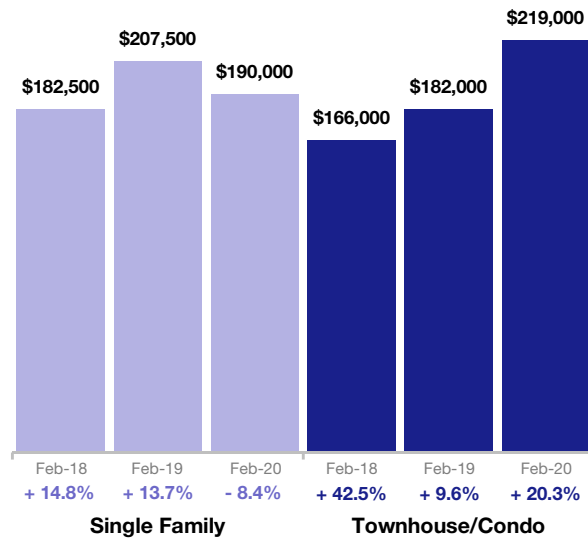
Historical Sold Listings by Month



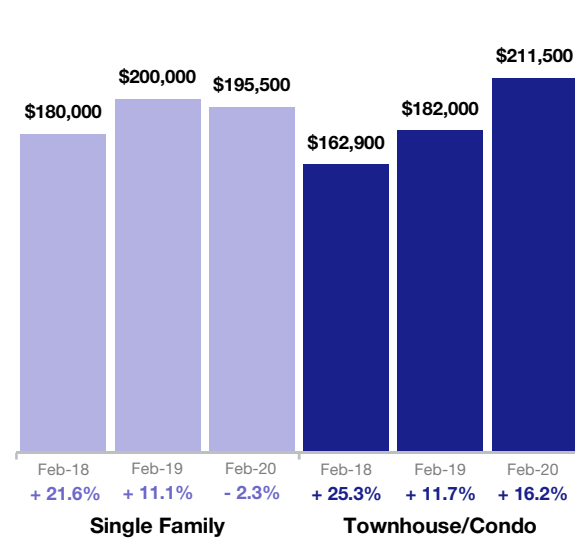
Median Sales Price



February

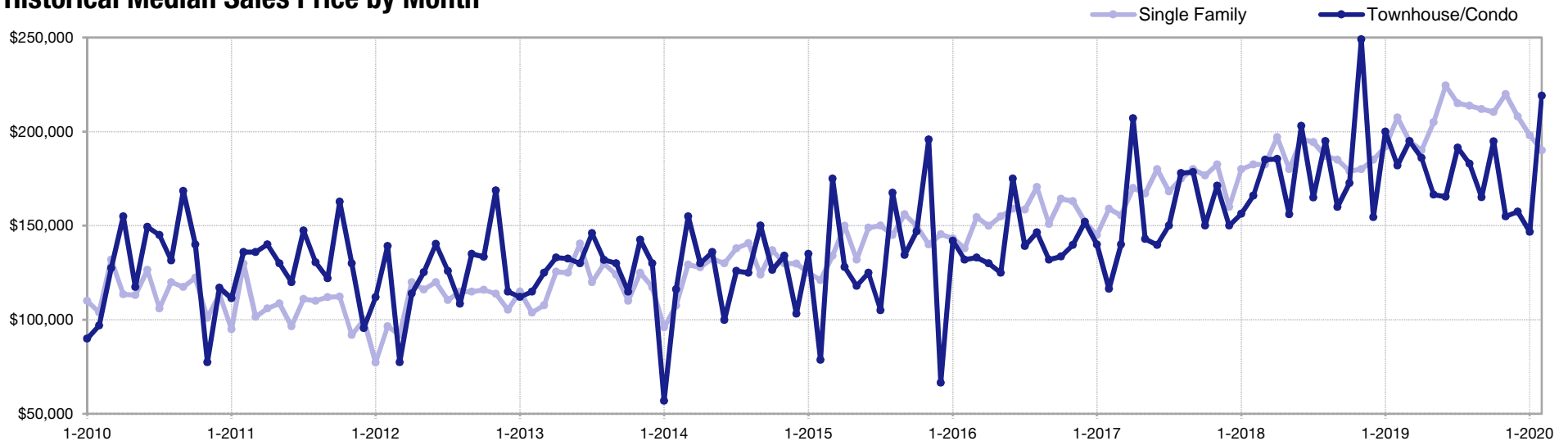


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	\$195,000	+6.8%	\$195,000	+5.4%
Apr-2019	\$190,000	-3.6%	\$186,000	+0.3%
May-2019	\$205,000	+13.9%	\$166,500	+6.7%
Jun-2019	\$224,450	+14.5%	\$165,350	-18.5%
Jul-2019	\$215,000	+10.6%	\$191,500	+16.1%
Aug-2019	\$213,750	+14.3%	\$182,900	-6.2%
Sep-2019	\$212,000	+14.6%	\$165,100	+3.3%
Oct-2019	\$210,450	+17.6%	\$194,750	+12.8%
Nov-2019	\$219,900	+22.2%	\$155,000	-37.8%
Dec-2019	\$208,000	+12.4%	\$157,500	+2.0%
Jan-2020	\$198,000	+3.1%	\$146,750	-26.6%
Feb-2020	\$190,000	-8.4%	\$219,000	+20.3%

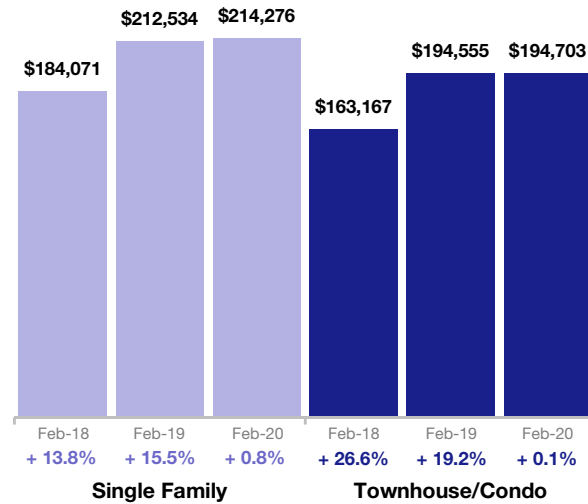
Historical Median Sales Price by Month



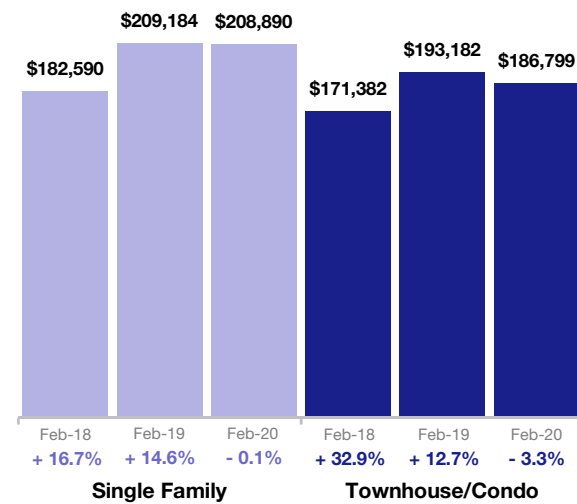
Average Sales Price



February

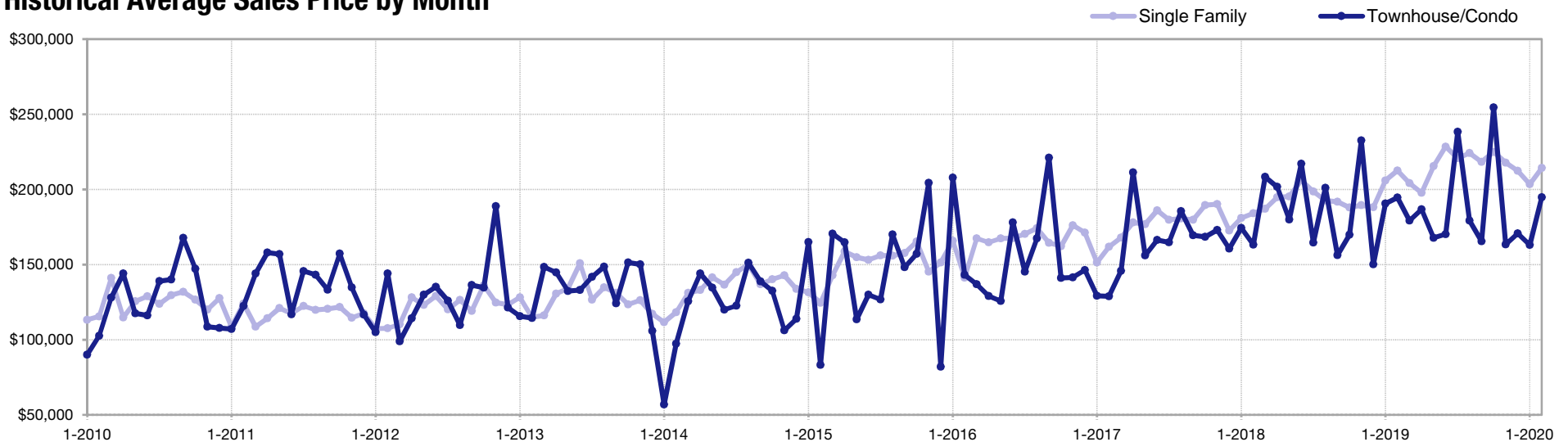


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	\$204,184	+9.1%	\$179,322	-13.9%
Apr-2019	\$197,798	+1.6%	\$186,708	-7.5%
May-2019	\$215,507	+10.3%	\$167,683	-6.9%
Jun-2019	\$228,452	+10.8%	\$170,142	-21.6%
Jul-2019	\$220,745	+11.1%	\$238,338	+44.8%
Aug-2019	\$224,222	+16.4%	\$179,283	-10.8%
Sep-2019	\$218,338	+13.8%	\$165,458	+5.9%
Oct-2019	\$224,875	+19.7%	\$254,476	+49.8%
Nov-2019	\$217,748	+14.9%	\$163,360	-29.7%
Dec-2019	\$212,297	+12.9%	\$170,694	+13.6%
Jan-2020	\$203,504	-1.2%	\$163,088	-14.5%
Feb-2020	\$214,276	+0.8%	\$194,703	+0.1%

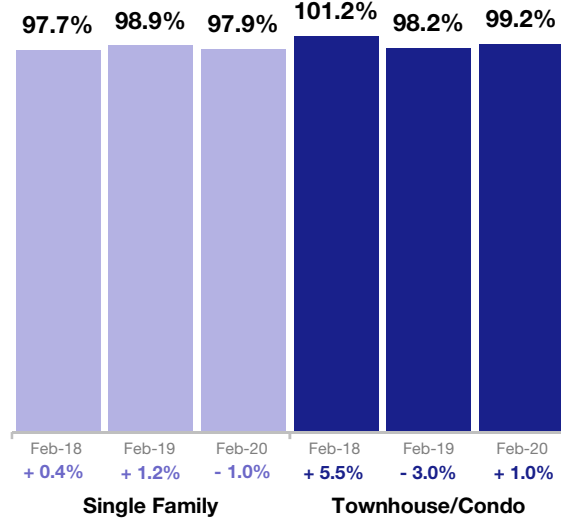
Historical Average Sales Price by Month



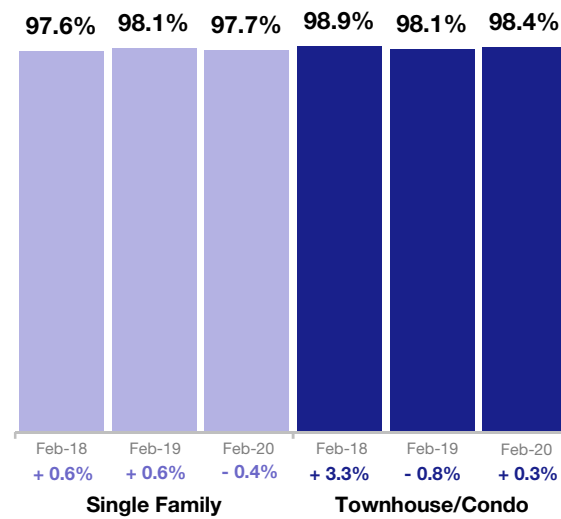
Percent of List Price Received



February

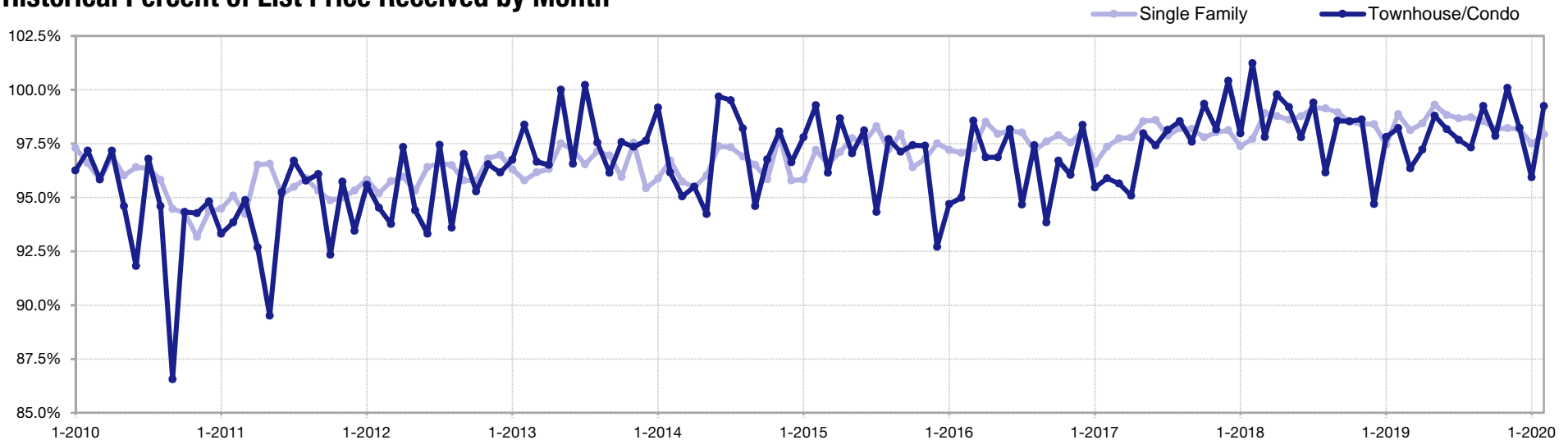


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	98.1%	-0.8%	96.4%	-1.4%
Apr-2019	98.4%	-0.4%	97.2%	-2.6%
May-2019	99.3%	+0.7%	98.8%	-0.4%
Jun-2019	98.8%	0.0%	98.2%	+0.4%
Jul-2019	98.7%	-0.5%	97.7%	-1.7%
Aug-2019	98.7%	-0.4%	97.3%	+1.1%
Sep-2019	98.5%	-0.5%	99.2%	+0.6%
Oct-2019	98.2%	-0.3%	97.9%	-0.6%
Nov-2019	98.2%	-0.2%	100.1%	+1.5%
Dec-2019	98.2%	-0.2%	98.2%	+3.7%
Jan-2020	97.5%	+0.1%	95.9%	-1.9%
Feb-2020	97.9%	-1.0%	99.2%	+1.0%

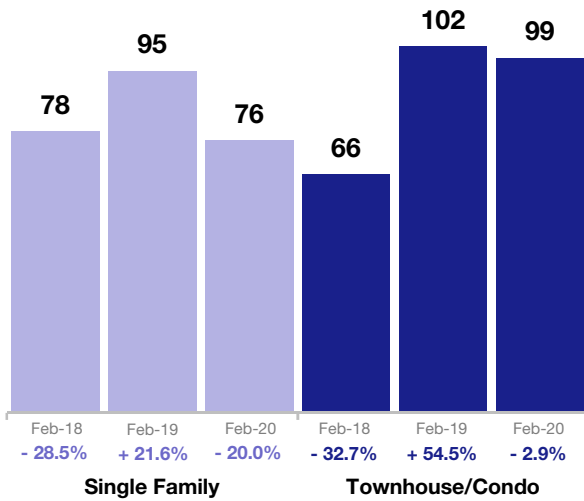
Historical Percent of List Price Received by Month



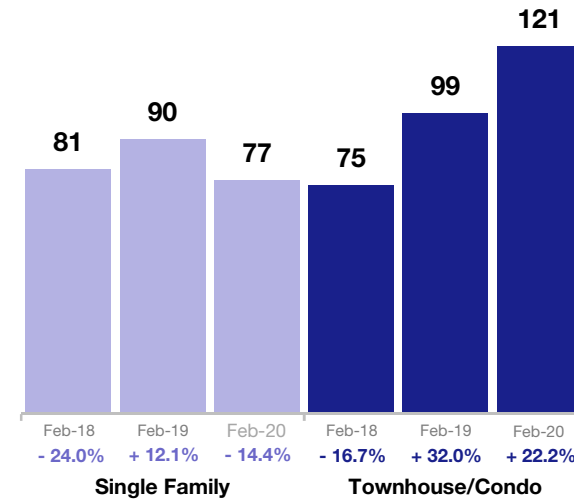
Days on Market Until Sale



February

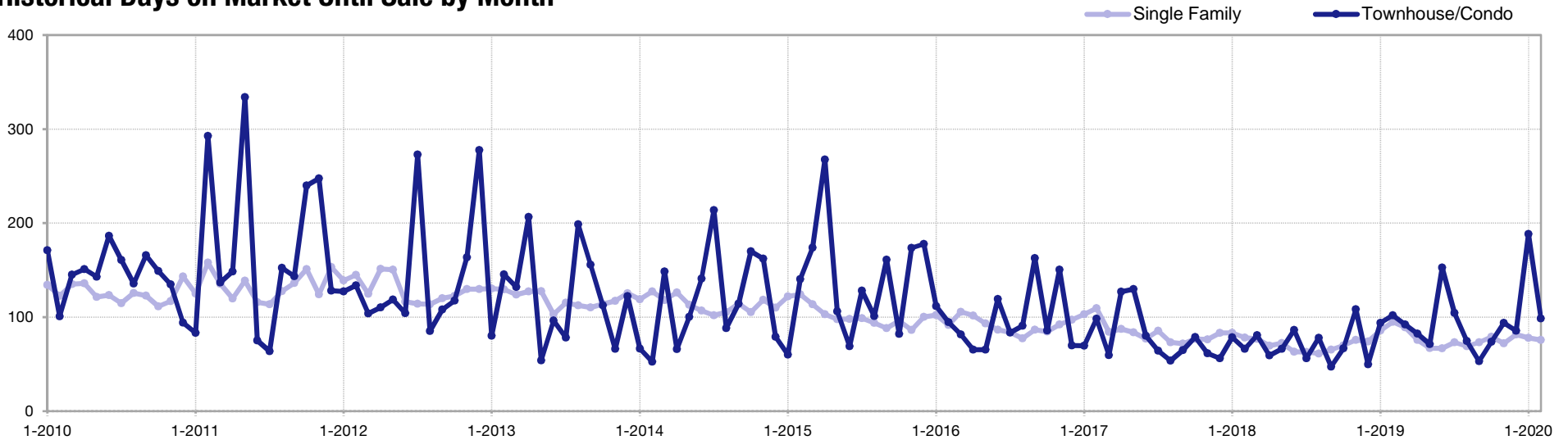


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	89	+15.6%	92	+13.6%
Apr-2019	76	+8.6%	82	+39.0%
May-2019	67	-6.9%	71	+7.6%
Jun-2019	67	+6.3%	153	+77.9%
Jul-2019	73	+15.9%	104	+85.7%
Aug-2019	69	+13.1%	75	-3.8%
Sep-2019	73	+12.3%	53	+12.8%
Oct-2019	79	+12.9%	74	+10.4%
Nov-2019	72	-5.3%	94	-13.0%
Dec-2019	82	+10.8%	86	+72.0%
Jan-2020	78	-9.3%	189	+101.1%
Feb-2020	76	-20.0%	99	-2.9%

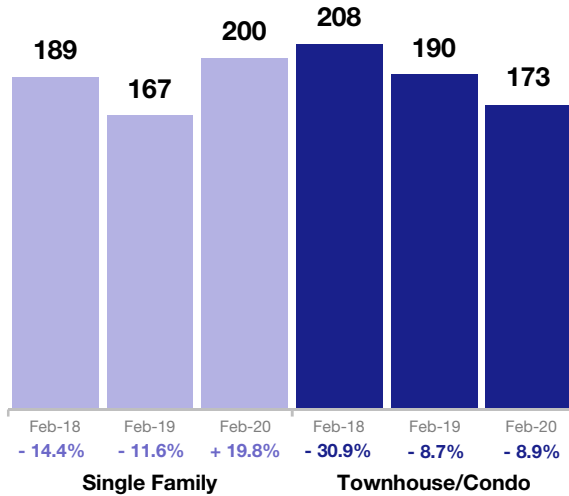
Historical Days on Market Until Sale by Month



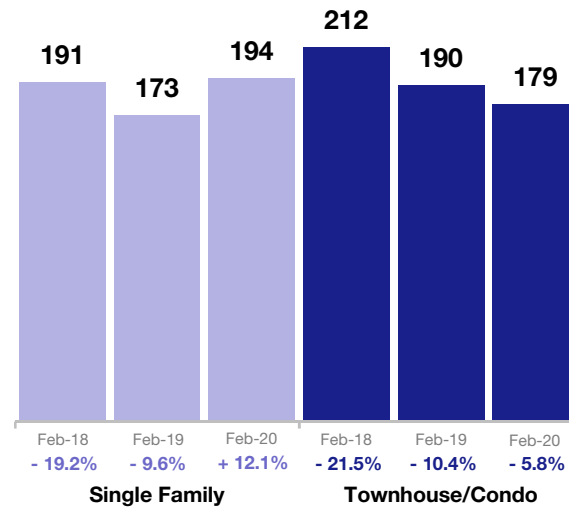
Housing Affordability Index



February

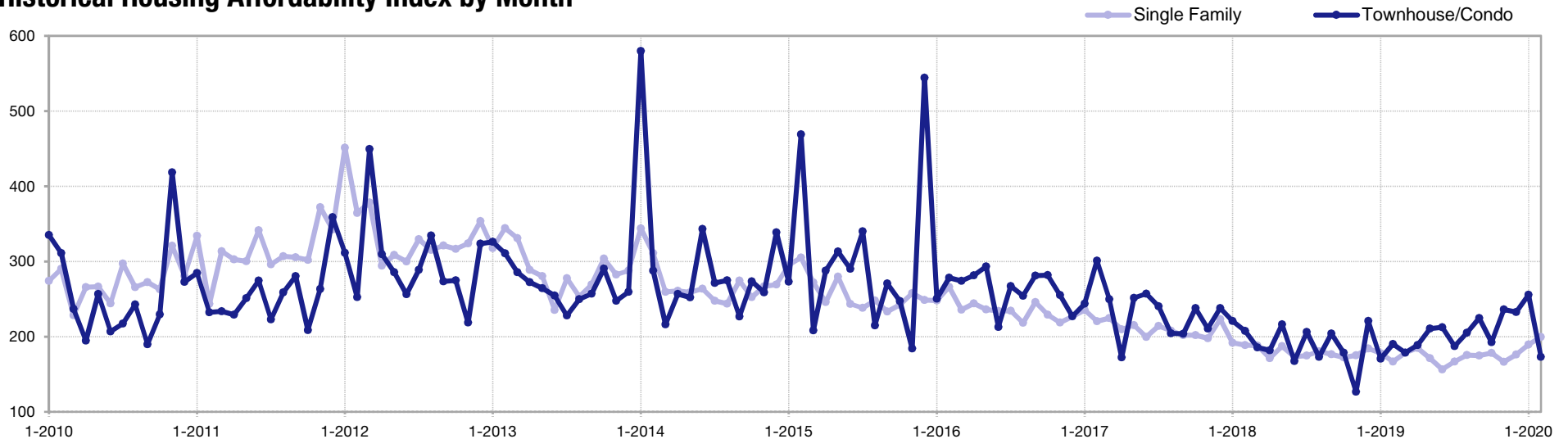


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	179	-4.8%	179	-3.8%
Apr-2019	185	+8.2%	189	+3.8%
May-2019	171	-9.0%	211	-2.3%
Jun-2019	156	-9.8%	212	+26.9%
Jul-2019	167	-4.6%	187	-9.2%
Aug-2019	176	-2.8%	205	+18.5%
Sep-2019	175	-0.6%	225	+10.3%
Oct-2019	178	+3.5%	193	+7.8%
Nov-2019	167	-4.6%	236	+85.8%
Dec-2019	176	-4.3%	233	+5.4%
Jan-2020	189	+6.2%	256	+49.7%
Feb-2020	200	+19.8%	173	-8.9%

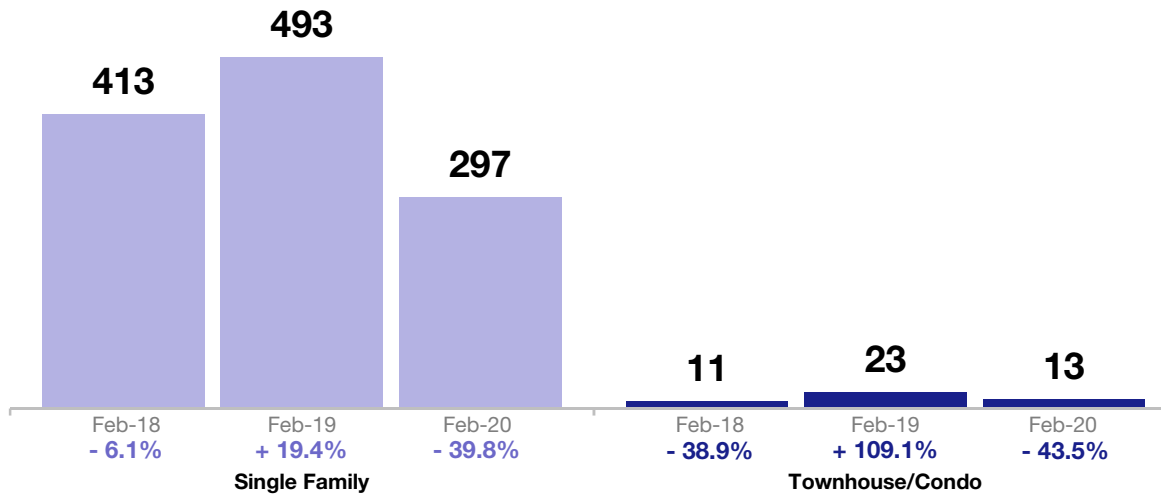
Historical Housing Affordability Index by Month



Inventory of Active Listings

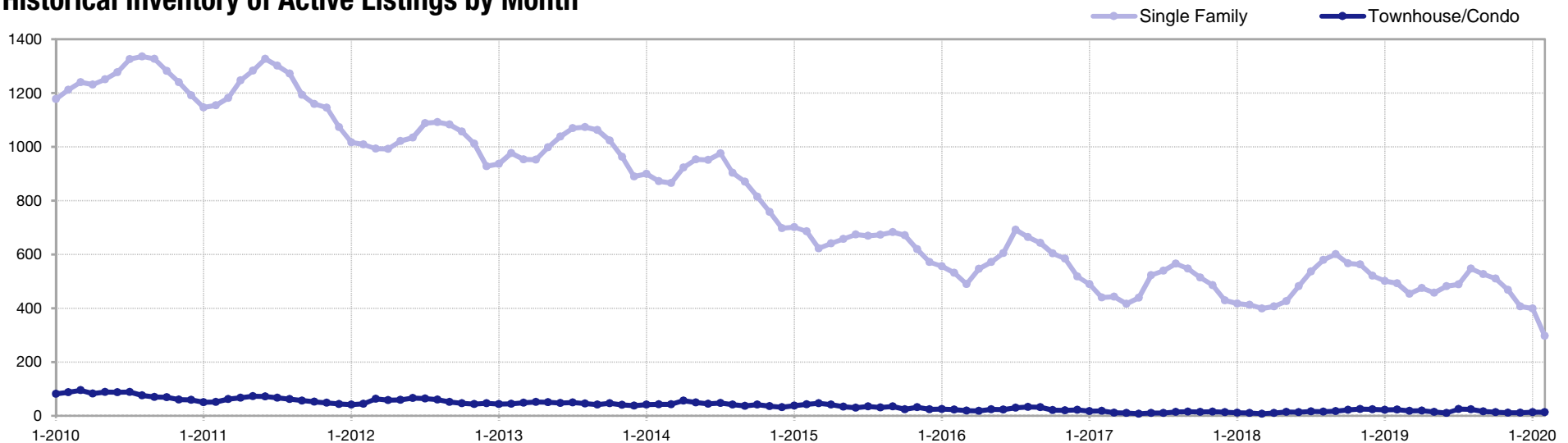


February



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	454	+13.8%	18	+125.0%
Apr-2019	475	+16.7%	19	+72.7%
May-2019	457	+7.3%	14	0.0%
Jun-2019	482	0.0%	11	-15.4%
Jul-2019	489	-8.8%	25	+56.3%
Aug-2019	547	-5.5%	24	+60.0%
Sep-2019	527	-12.3%	16	-5.9%
Oct-2019	510	-10.1%	13	-40.9%
Nov-2019	468	-16.9%	12	-52.0%
Dec-2019	407	-21.9%	12	-50.0%
Jan-2020	399	-20.4%	13	-40.9%
Feb-2020	297	-39.8%	13	-43.5%

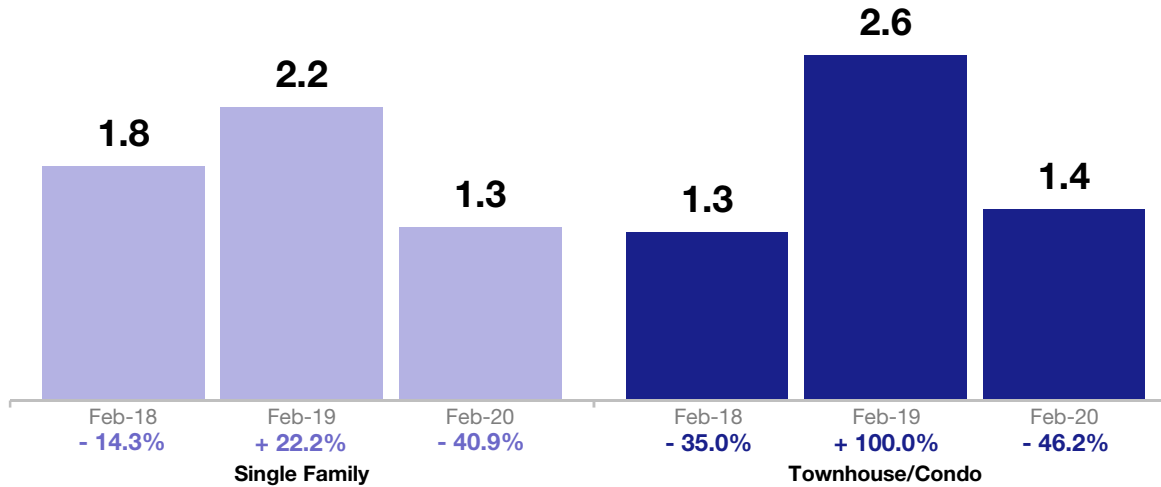
Historical Inventory of Active Listings by Month



Months Supply of Inventory

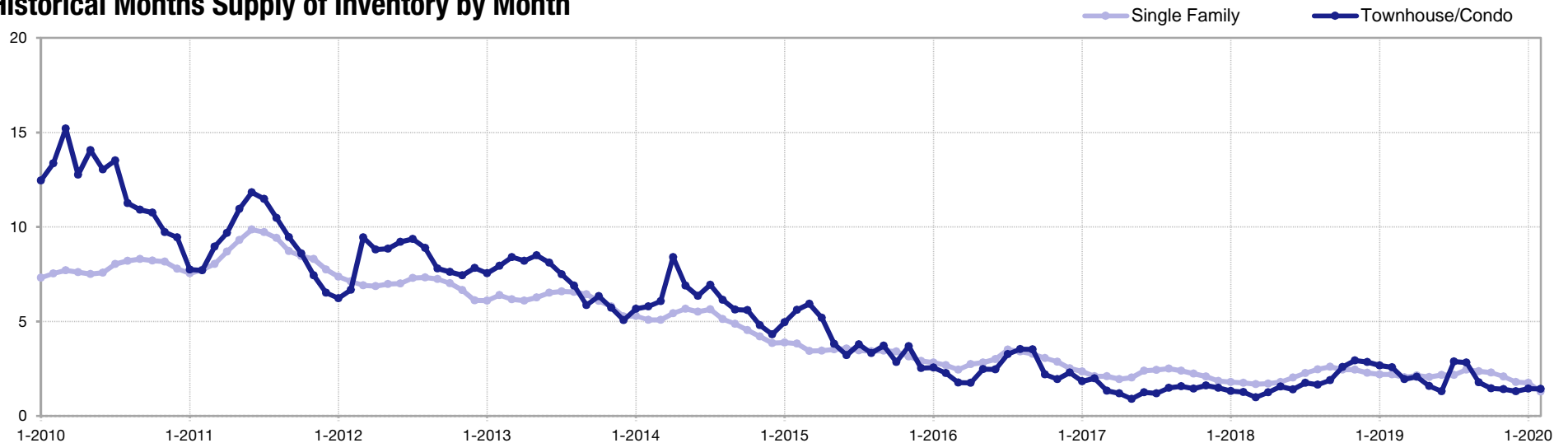


February



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	2.0	+17.6%	1.9	+90.0%
Apr-2019	2.1	+23.5%	2.1	+75.0%
May-2019	2.1	+16.7%	1.6	0.0%
Jun-2019	2.2	+10.0%	1.3	-7.1%
Jul-2019	2.2	-4.3%	2.9	+70.6%
Aug-2019	2.5	0.0%	2.8	+64.7%
Sep-2019	2.4	-7.7%	1.8	-5.3%
Oct-2019	2.3	-4.2%	1.5	-42.3%
Nov-2019	2.1	-16.0%	1.4	-51.7%
Dec-2019	1.8	-21.7%	1.3	-55.2%
Jan-2020	1.8	-18.2%	1.4	-48.1%
Feb-2020	1.3	-40.9%	1.4	-46.2%

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.



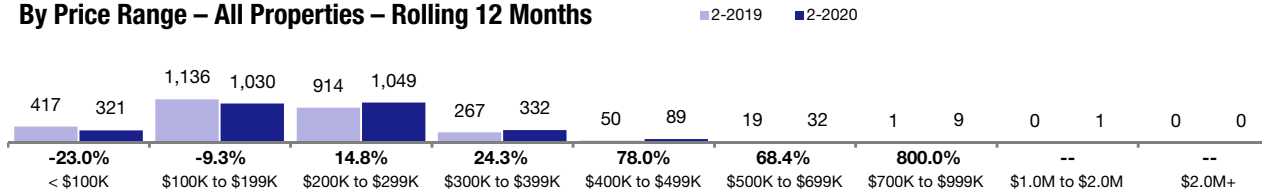
Key Metrics	Historical Sparkbars	2-2019	2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		227	223	- 1.8%	482	511	+ 6.0%
Pending Sales		191	275	+ 44.0%	385	507	+ 31.7%
Sold Listings		168	188	+ 11.9%	337	368	+ 9.2%
Median Sales Price		\$204,500	\$196,000	- 4.2%	\$199,900	\$197,000	- 1.5%
Avg. Sales Price		\$211,357	\$213,020	+ 0.8%	\$208,376	\$207,924	- 0.2%
Pct. of List Price Received		98.8%	98.0%	- 0.8%	98.1%	97.7%	- 0.4%
Days on Market		96	77	- 19.8%	91	79	- 13.2%
Affordability Index		169	194	+ 14.8%	173	193	+ 11.6%
Active Listings		516	310	- 39.9%	--	--	--
Months Supply		2.2	1.3	- 40.9%	--	--	--

Sold Listings

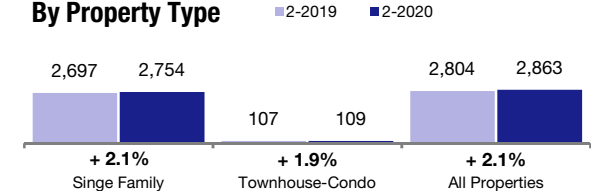
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	2-2019	2-2020	Change	2-2019	2-2020	Change
\$99,999 and Below	413	307	-25.7%	4	14	+250.0%
\$100,000 to \$199,999	1,068	978	-8.4%	68	52	-23.5%
\$200,000 to \$299,999	891	1,012	+13.6%	23	37	+60.9%
\$300,000 to \$399,999	256	329	+28.5%	11	3	-72.7%
\$400,000 to \$499,999	49	88	+79.6%	1	1	0.0%
\$500,000 to \$699,999	19	30	+57.9%	0	2	--
\$700,000 to \$999,999	1	9	+800.0%	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,697	2,754	+2.1%	107	109	+1.9%

Compared to Prior Month

By Price Range	Single Family			Condo		
	1-2020	2-2020	Change	1-2020	2-2020	Change
\$99,999 and Below	19	23	+21.1%	2	2	0.0%
\$100,000 to \$199,999	71	69	-2.8%	0	3	--
\$200,000 to \$299,999	66	54	-18.2%	2	7	+250.0%
\$300,000 to \$399,999	17	21	+23.5%	0	0	--
\$400,000 to \$499,999	2	5	+150.0%	0	0	--
\$500,000 to \$699,999	1	3	+200.0%	0	0	--
\$700,000 to \$999,999	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	176	176	0.0%	4	12	+200.0%

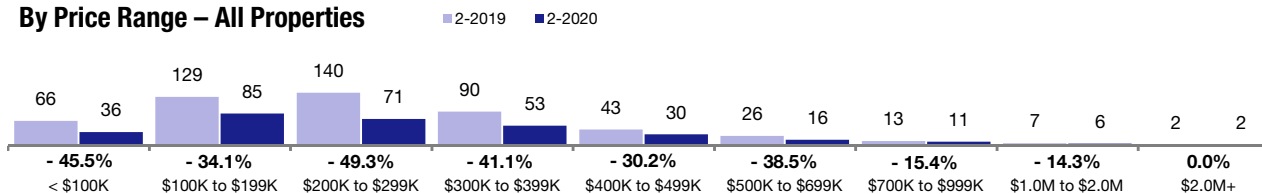
Year to Date

By Price Range	Single Family			Condo		
	2-2019	2-2020	Change	2-2019	2-2020	Change
\$99,999 and Below	46	42	-8.7%	1	4	+300.0%
\$100,000 to \$199,999	113	140	+23.9%	9	3	-66.7%
\$200,000 to \$299,999	116	120	+3.4%	6	9	+50.0%
\$300,000 to \$399,999	25	38	+52.0%	1	0	-100.0%
\$400,000 to \$499,999	13	7	-46.2%	0	0	--
\$500,000 to \$699,999	6	4	-33.3%	0	0	--
\$700,000 to \$999,999	1	0	-100.0%	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	320	352	+10.0%	17	16	-5.9%

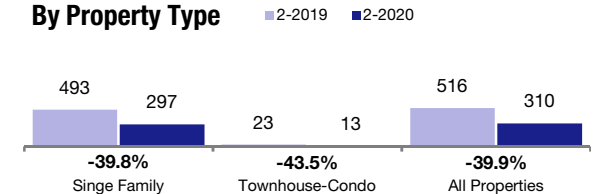
Inventory of Active Listings

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		
	2-2019	2-2020	Change	2-2019	2-2020	Change
\$99,999 and Below	65	36	-44.6%	1	0	-100.0%
\$100,000 to \$199,999	116	82	-29.3%	13	3	-76.9%
\$200,000 to \$299,999	136	67	-50.7%	4	4	0.0%
\$300,000 to \$399,999	86	48	-44.2%	4	5	+25.0%
\$400,000 to \$499,999	43	29	-32.6%	0	1	--
\$500,000 to \$699,999	25	16	-36.0%	1	0	-100.0%
\$700,000 to \$999,999	13	11	-15.4%	0	0	--
\$1,000,000 to \$1,999,999	7	6	-14.3%	0	0	--
\$2,000,000 and Above	2	2	0.0%	0	0	--
All Price Ranges	493	297	-39.8%	23	13	-43.5%

Compared to Prior Month

By Price Range	Single Family			Condo		
	1-2020	2-2020	Change	1-2020	2-2020	Change
\$99,999 and Below	42	36	-14.3%	1	0	-100.0%
\$100,000 to \$199,999	117	82	-29.9%	4	3	-25.0%
\$200,000 to \$299,999	92	67	-27.2%	3	4	+33.3%
\$300,000 to \$399,999	73	48	-34.2%	4	5	+25.0%
\$400,000 to \$499,999	33	29	-12.1%	1	1	0.0%
\$500,000 to \$699,999	19	16	-15.8%	0	0	--
\$700,000 to \$999,999	12	11	-8.3%	0	0	--
\$1,000,000 to \$1,999,999	9	6	-33.3%	0	0	--
\$2,000,000 and Above	2	2	0.0%	0	0	--
All Price Ranges	399	297	-25.6%	13	13	0.0%

Year to Date

By Price Range	Single Family			Condo		
	2-2019	2-2020	Change	2-2019	2-2020	Change
\$99,999 and Below	46	42	-8.7%	1	4	+300.0%
\$100,000 to \$199,999	113	140	+23.9%	9	3	-66.7%
\$200,000 to \$299,999	116	120	+3.4%	6	9	+50.0%
\$300,000 to \$399,999	25	38	+52.0%	1	0	-100.0%
\$400,000 to \$499,999	13	7	-46.2%	0	0	--
\$500,000 to \$699,999	6	4	-33.3%	0	0	--
\$700,000 to \$999,999	1	0	-100.0%	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	320	352	+10.0%	17	16	-5.9%

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 February 2020

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Pueblo County

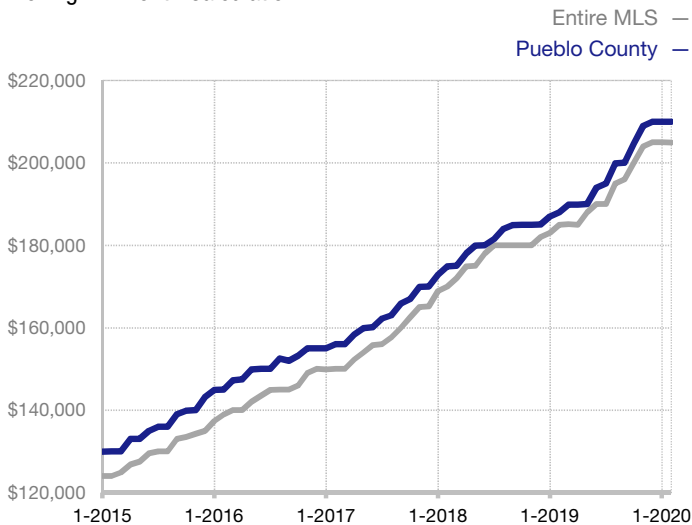
Single Family Key Metrics	February			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 02-2019	Thru 02-2020	Percent Change from Previous Year
New Listings	212	209	- 1.4%	450	483	+ 7.3%
Sold Listings	151	173	+ 14.6%	310	348	+ 12.3%
Median Sales Price*	\$212,000	\$193,000	- 9.0%	\$200,000	\$197,000	- 1.5%
Average Sales Price*	\$215,909	\$209,424	- 3.0%	\$209,991	\$206,847	- 1.5%
Percent of List Price Received*	99.0%	98.1%	- 0.9%	98.2%	97.8%	- 0.4%
Days on Market Until Sale	92	74	- 19.6%	89	76	- 14.6%
Inventory of Homes for Sale	460	275	- 40.2%	--	--	--
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.

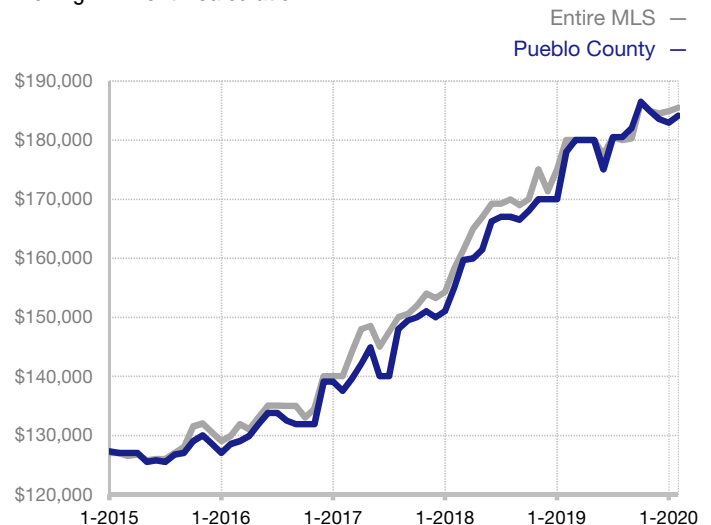
Townhouse/Condo Key Metrics	February			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 02-2019	Thru 02-2020	Percent Change from Previous Year
New Listings	8	13	+ 62.5%	20	27	+ 35.0%
Sold Listings	11	11	0.0%	16	15	- 6.3%
Median Sales Price*	\$182,000	\$218,000	+ 19.8%	\$185,000	\$205,000	+ 10.8%
Average Sales Price*	\$194,555	\$192,221	- 1.2%	\$194,006	\$184,452	- 4.9%
Percent of List Price Received*	98.2%	99.7%	+ 1.5%	98.4%	98.7%	+ 0.3%
Days on Market Until Sale	102	104	+ 2.0%	102	127	+ 24.5%
Inventory of Homes for Sale	22	12	- 45.5%	--	--	--
Months Supply of Inventory	2.6	1.4	- 46.2%	--	--	--

* 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 February 2020

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Arkansas Valley/Otero County

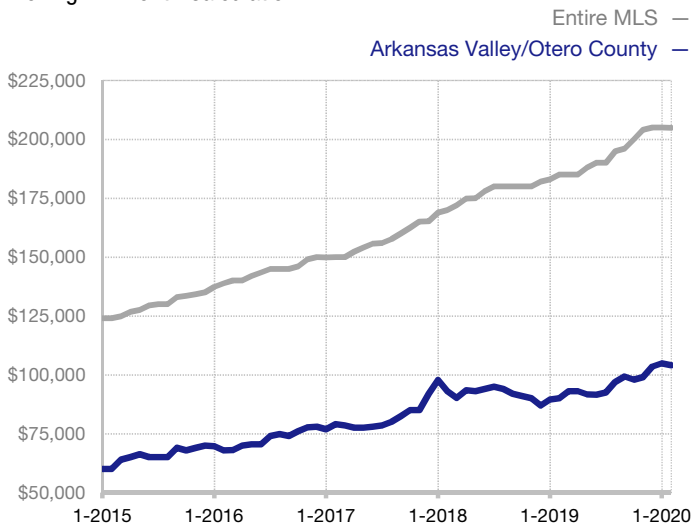
Single Family	February			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 02-2019	Thru 02-2020	Percent Change from Previous Year
Key Metrics						
New Listings	27	25	- 7.4%	71	66	- 7.0%
Sold Listings	21	15	- 28.6%	40	38	- 5.0%
Median Sales Price*	\$79,500	\$79,000	- 0.6%	\$90,570	\$92,000	+ 1.6%
Average Sales Price*	\$102,533	\$83,200	- 18.9%	\$116,081	\$111,945	- 3.6%
Percent of List Price Received*	94.4%	91.1%	- 3.5%	94.5%	93.3%	- 1.3%
Days on Market Until Sale	96	146	+ 52.1%	97	126	+ 29.9%
Inventory of Homes for Sale	111	91	- 18.0%	--	--	--
Months Supply of Inventory	4.2	3.1	- 26.2%	--	--	--

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

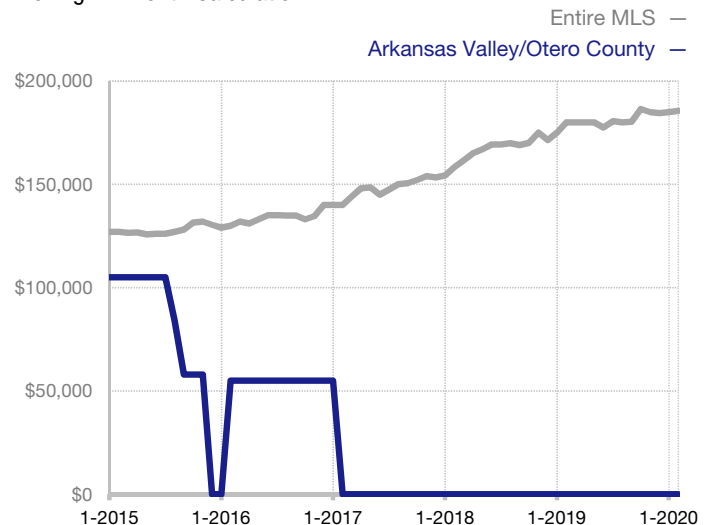
Townhouse/Condo	February			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 02-2019	Thru 02-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for February 2020

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Fowler

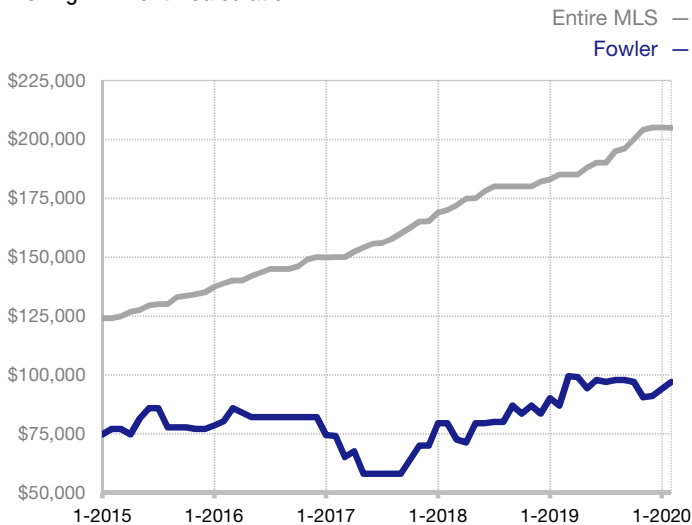
Single Family	February			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 02-2019	Thru 02-2020	Percent Change from Previous Year
Key Metrics						
New Listings	2	2	0.0%	5	3	- 40.0%
Sold Listings	6	1	- 83.3%	7	3	- 57.1%
Median Sales Price*	\$82,750	\$90,000	+ 8.8%	\$86,000	\$90,000	+ 4.7%
Average Sales Price*	\$79,797	\$90,000	+ 12.8%	\$81,255	\$138,667	+ 70.7%
Percent of List Price Received*	98.9%	78.3%	- 20.8%	99.1%	87.1%	- 12.1%
Days on Market Until Sale	84	213	+ 153.6%	80	131	+ 63.8%
Inventory of Homes for Sale	4	8	+ 100.0%	--	--	--
Months Supply of Inventory	1.1	2.9	+ 163.6%	--	--	--

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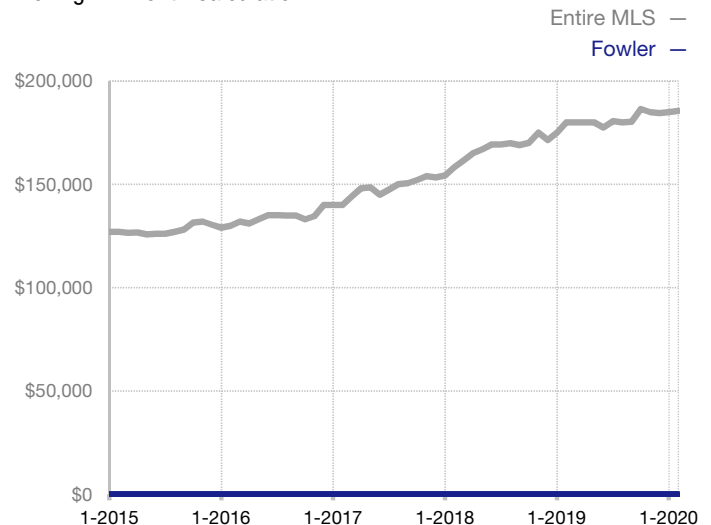
Townhouse/Condo	February			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 02-2019	Thru 02-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for February 2020

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Huerfano County

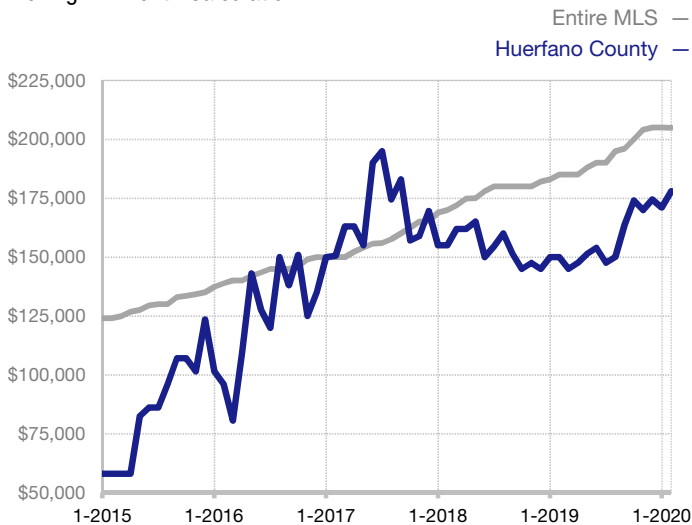
Single Family Key Metrics	February			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 02-2019	Thru 02-2020	Percent Change from Previous Year
New Listings	8	7	- 12.5%	14	10	- 28.6%
Sold Listings	7	9	+ 28.6%	10	11	+ 10.0%
Median Sales Price*	\$155,000	\$194,000	+ 25.2%	\$152,500	\$167,500	+ 9.8%
Average Sales Price*	\$212,857	\$284,422	+ 33.6%	\$196,200	\$240,891	+ 22.8%
Percent of List Price Received*	97.5%	91.8%	- 5.8%	97.8%	89.2%	- 8.8%
Days on Market Until Sale	258	129	- 50.0%	228	123	- 46.1%
Inventory of Homes for Sale	58	46	- 20.7%	--	--	--
Months Supply of Inventory	8.4	6.4	- 23.8%	--	--	--

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

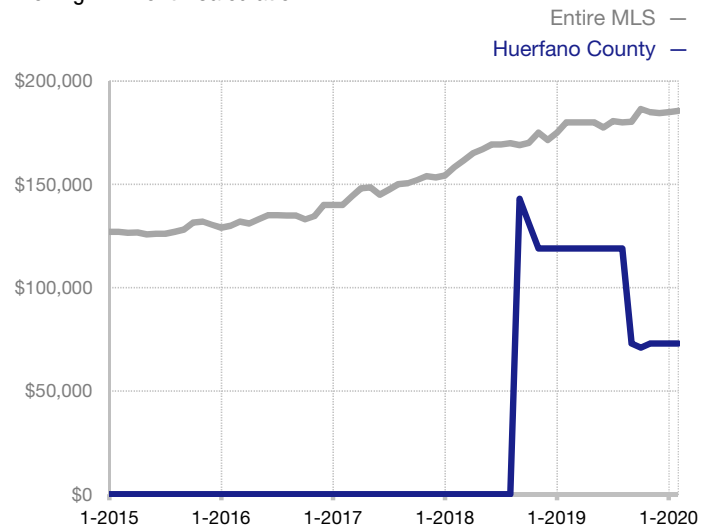
Townhouse/Condo Key Metrics	February			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 02-2019	Thru 02-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for February 2020

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La Junta

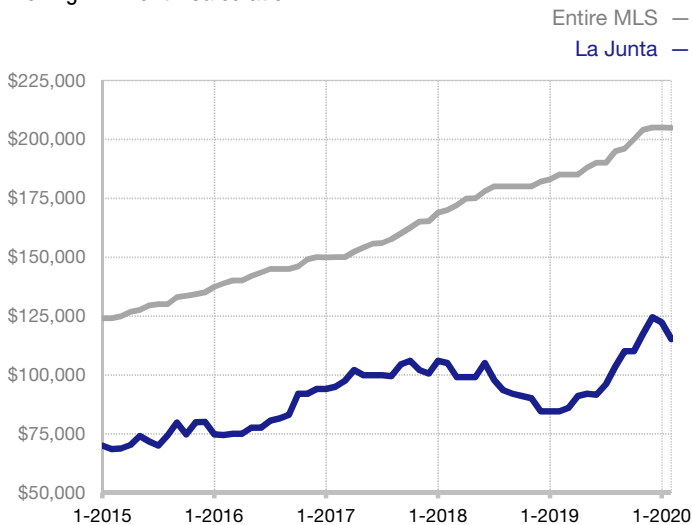
Single Family Key Metrics	February			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 02-2019	Thru 02-2020	Percent Change from Previous Year
New Listings	5	6	+ 20.0%	9	17	+ 88.9%
Sold Listings	3	4	+ 33.3%	8	7	- 12.5%
Median Sales Price*	\$55,000	\$80,750	+ 46.8%	\$148,000	\$94,000	- 36.5%
Average Sales Price*	\$76,000	\$78,000	+ 2.6%	\$125,129	\$90,057	- 28.0%
Percent of List Price Received*	98.8%	89.5%	- 9.4%	98.2%	91.4%	- 6.9%
Days on Market Until Sale	97	79	- 18.6%	130	64	- 50.8%
Inventory of Homes for Sale	24	22	- 8.3%	--	--	--
Months Supply of Inventory	3.6	2.8	- 22.2%	--	--	--

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

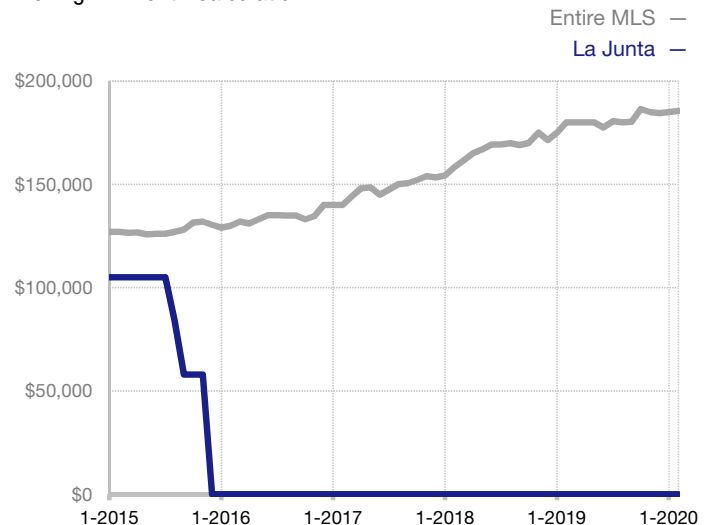
Townhouse/Condo Key Metrics	February			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 02-2019	Thru 02-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for February 2020

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Lamar

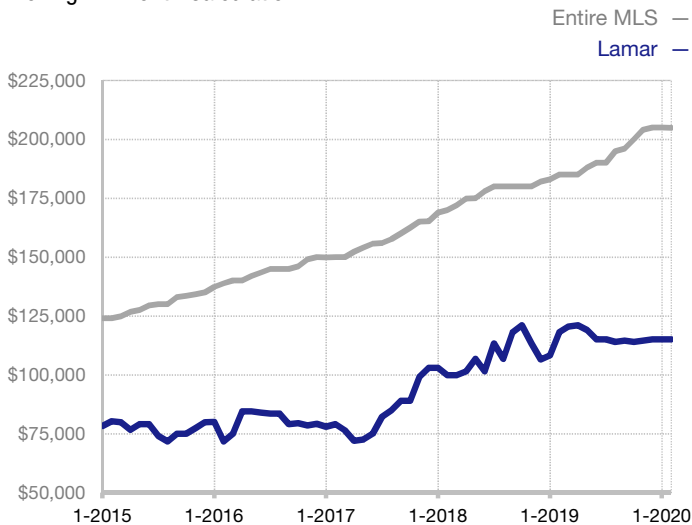
Key Metrics	February			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 02-2019	Thru 02-2020	Percent Change from Previous Year
New Listings	4	7	+ 75.0%	10	8	- 20.0%
Sold Listings	4	3	- 25.0%	7	5	- 28.6%
Median Sales Price*	\$118,250	\$97,000	- 18.0%	\$177,500	\$142,000	- 20.0%
Average Sales Price*	\$115,000	\$97,333	- 15.4%	\$143,429	\$133,400	- 7.0%
Percent of List Price Received*	95.8%	94.0%	- 1.9%	93.5%	94.9%	+ 1.5%
Days on Market Until Sale	42	347	+ 726.2%	73	254	+ 247.9%
Inventory of Homes for Sale	13	14	+ 7.7%	--	--	--
Months Supply of Inventory	3.3	3.1	- 6.1%	--	--	--

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

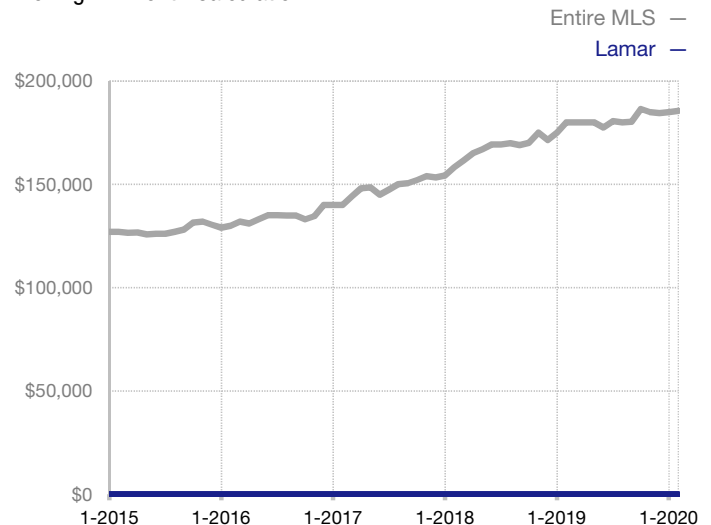
Key Metrics	February			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 02-2019	Thru 02-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for February 2020

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Las Animas

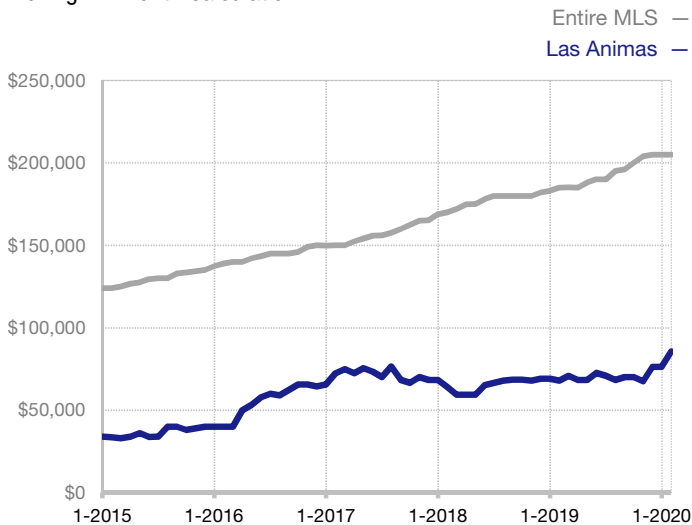
Single Family	February			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 02-2019	Thru 02-2020	Percent Change from Previous Year
Key Metrics						
New Listings	3	2	- 33.3%	7	5	- 28.6%
Sold Listings	2	0	- 100.0%	4	2	- 50.0%
Median Sales Price*	\$63,750	\$0	- 100.0%	\$63,750	\$55,000	- 13.7%
Average Sales Price*	\$63,750	\$0	- 100.0%	\$64,125	\$55,000	- 14.2%
Percent of List Price Received*	93.7%	0.0%	- 100.0%	94.0%	87.1%	- 7.3%
Days on Market Until Sale	140	0	- 100.0%	104	155	+ 49.0%
Inventory of Homes for Sale	9	5	- 44.4%	--	--	--
Months Supply of Inventory	3.3	1.8	- 45.5%	--	--	--

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

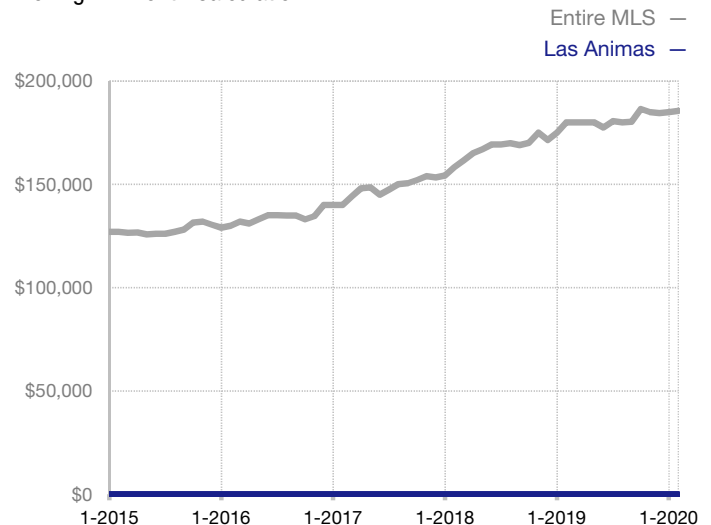
Townhouse/Condo	February			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 02-2019	Thru 02-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for February 2020

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Manzanola

Single Family	February			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 02-2019	Thru 02-2020	Percent Change from Previous Year
Key Metrics						
New Listings	2	0	- 100.0%	4	2	- 50.0%
Sold Listings	0	0	--	2	3	+ 50.0%
Median Sales Price*	\$0	\$0	--	\$146,500	\$60,000	- 59.0%
Average Sales Price*	\$0	\$0	--	\$146,500	\$77,300	- 47.2%
Percent of List Price Received*	0.0%	0.0%	--	98.9%	93.9%	- 5.1%
Days on Market Until Sale	0	0	--	107	66	- 38.3%
Inventory of Homes for Sale	4	2	- 50.0%	--	--	--
Months Supply of Inventory	2.2	1.0	- 54.5%	--	--	--

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

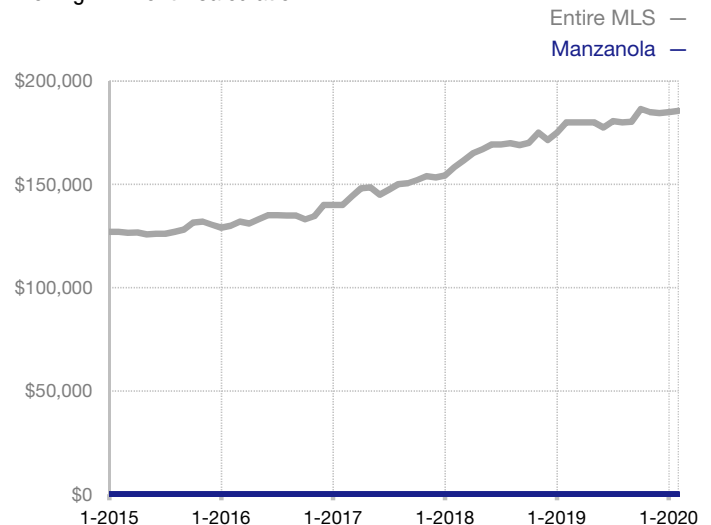
Townhouse/Condo	February			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 02-2019	Thru 02-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for February 2020

A Research Tool Provided by the Colorado Association of REALTORS®



Rocky Ford

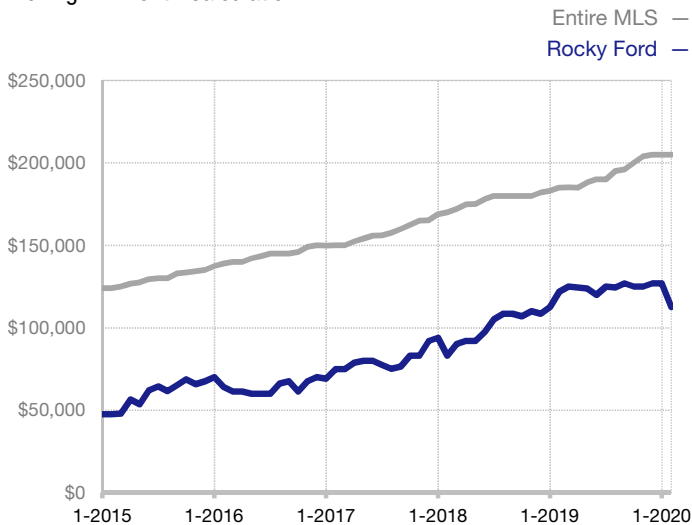
Single Family	February			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 02-2019	Thru 02-2020	Percent Change from Previous Year
Key Metrics						
New Listings	5	2	- 60.0%	19	9	- 52.6%
Sold Listings	1	5	+ 400.0%	4	8	+ 100.0%
Median Sales Price*	\$223,000	\$71,000	- 68.2%	\$153,500	\$95,550	- 37.8%
Average Sales Price*	\$223,000	\$85,200	- 61.8%	\$147,500	\$100,888	- 31.6%
Percent of List Price Received*	101.8%	90.1%	- 11.5%	93.9%	93.9%	0.0%
Days on Market Until Sale	45	93	+ 106.7%	52	125	+ 140.4%
Inventory of Homes for Sale	23	11	- 52.2%	--	--	--
Months Supply of Inventory	6.6	2.6	- 60.6%	--	--	--

* 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	February			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 02-2019	Thru 02-2020	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

