

Monthly Indicators



June 2020

Percent changes calculated using year-over-year comparisons.

New Listings were down 6.2 percent for single family homes but increased 150.0 percent for townhouse-condo properties. Pending Sales increased 29.0 percent for single family homes and 100.0 percent for townhouse-condo properties.

The Median Sales Price was up 6.3 percent to \$238,700 for single family homes and 15.1 percent to \$190,250 for townhouse-condo properties. Days on Market increased 9.0 percent for single family homes but decreased 69.3 percent for townhouse-condo properties.

While buyer activity continues to be robust, seller activity continues to be a bit softer, with fewer homes being listed for sale than a year ago. Many housing experts believe sellers remain reluctant to list their homes due to continued concerns over COVID-19, which was beginning to see a resurgence in June. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season.

Activity Snapshot

- 18.9%	+ 6.5%	- 43.1%
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	6-2019	6-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		341	320	- 6.2%	1,776	1,638	- 7.8%
Pending Sales		252	325	+ 29.0%	1,427	1,481	+ 3.8%
Sold Listings		274	221	- 19.3%	1,303	1,239	- 4.9%
Median Sales Price		\$224,450	\$238,700	+ 6.3%	\$204,000	\$220,500	+ 8.1%
Avg. Sales Price		\$228,452	\$238,468	+ 4.4%	\$211,709	\$225,208	+ 6.4%
Pct. of List Price Received		98.8%	99.0%	+ 0.2%	98.6%	98.4%	- 0.2%
Days on Market		67	73	+ 9.0%	78	75	- 3.8%
Affordability Index		156	163	+ 4.5%	172	176	+ 2.3%
Active Listings		488	272	- 44.3%	--	--	--
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.

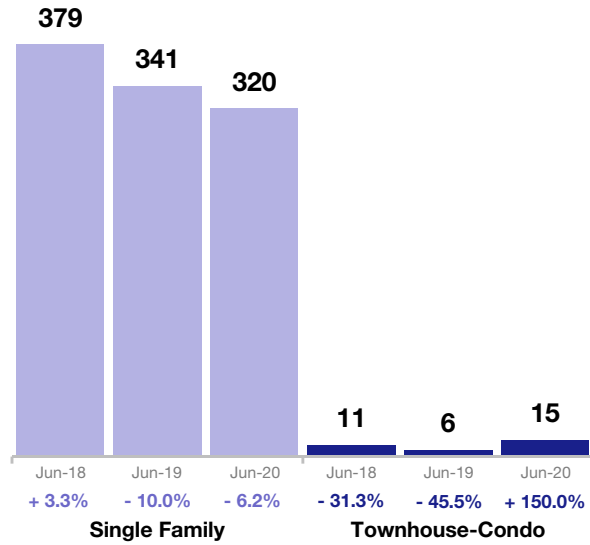


Key Metrics	Historical Sparkbars	6-2019	6-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		6	15	+ 150.0%	54	76	+ 40.7%
Pending Sales		8	16	+ 100.0%	58	69	+ 19.0%
Sold Listings		6	6	0.0%	50	53	+ 6.0%
Median Sales Price		\$165,350	\$190,250	+ 15.1%	\$186,000	\$205,000	+ 10.2%
Avg. Sales Price		\$170,142	\$209,917	+ 23.4%	\$183,309	\$197,408	+ 7.7%
Pct. of List Price Received		98.2%	99.7%	+ 1.5%	97.7%	98.5%	+ 0.8%
Days on Market		153	47	- 69.3%	97	77	- 20.6%
Affordability Index		212	204	- 3.8%	189	190	+ 0.5%
Active Listings		11	12	+ 9.1%	--	--	--
Months Supply		1.3	1.3	0.0%	--	--	--

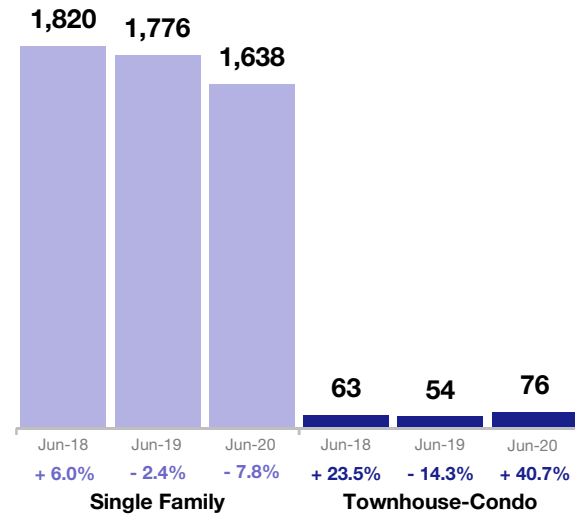
New Listings



June

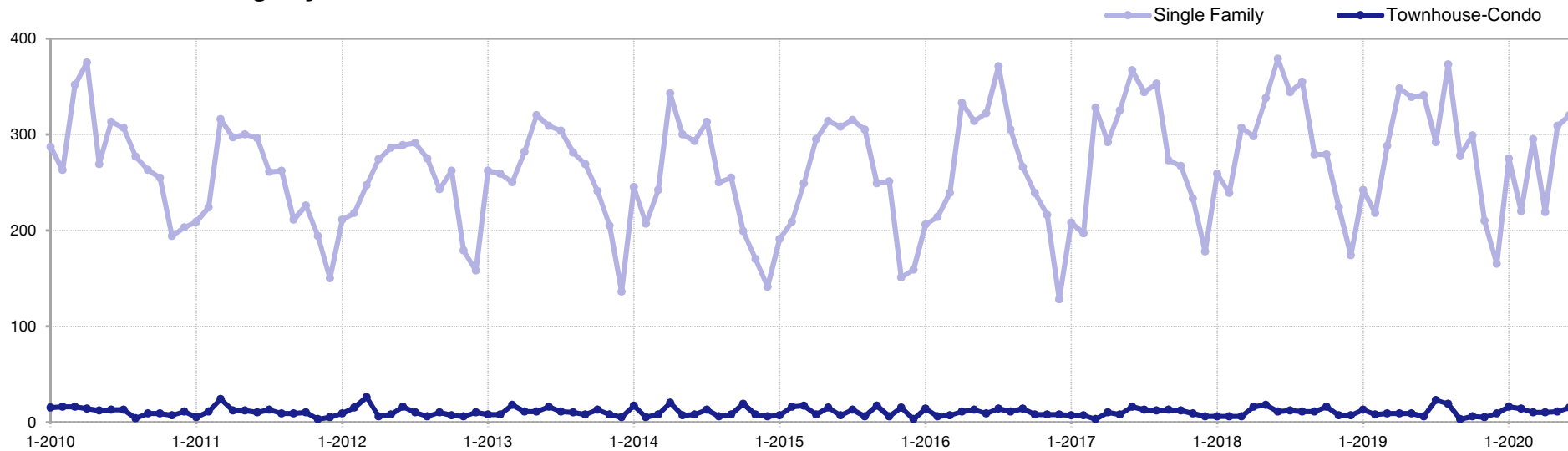


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	292	-15.1%	23	+91.7%
Aug-2019	373	+5.1%	19	+72.7%
Sep-2019	278	-0.4%	3	-72.7%
Oct-2019	299	+7.2%	6	-62.5%
Nov-2019	210	-6.3%	5	-28.6%
Dec-2019	165	-5.2%	9	+28.6%
Jan-2020	275	+13.6%	16	+23.1%
Feb-2020	220	+0.9%	14	+75.0%
Mar-2020	295	+2.4%	10	+11.1%
Apr-2020	219	-37.1%	10	+11.1%
May-2020	309	-8.8%	11	+22.2%
Jun-2020	320	-6.2%	15	+150.0%

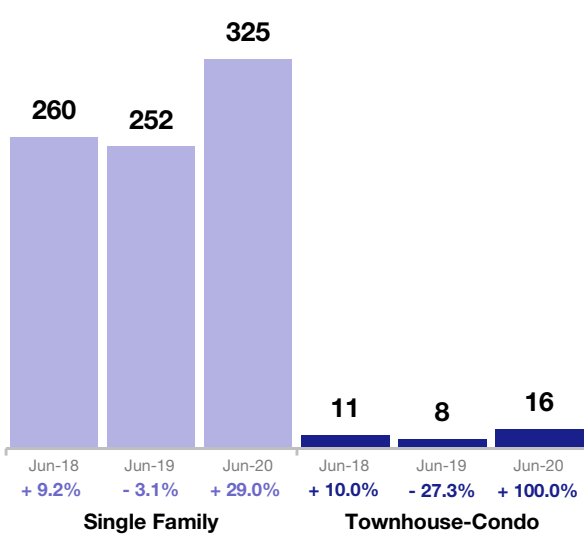
Historical New Listings by Month



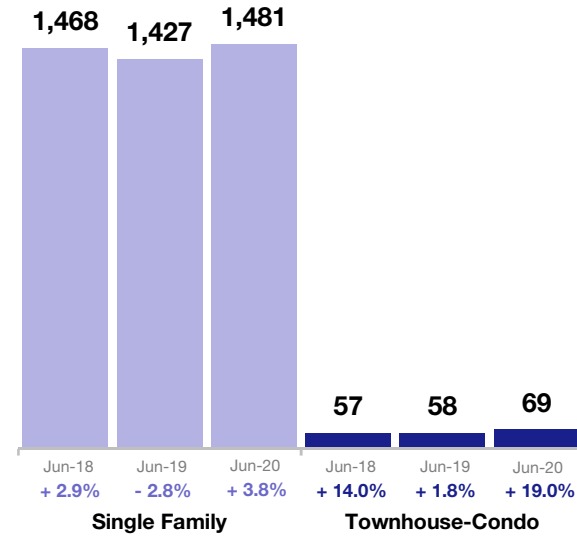
Pending Sales



June

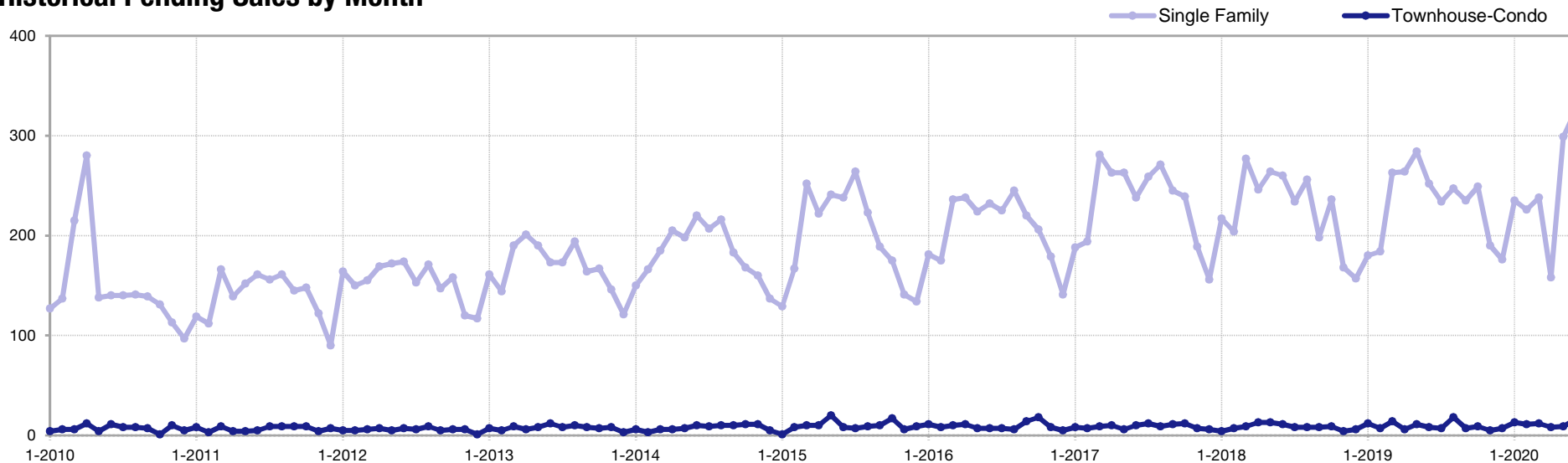


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	234	0.0%	7	-12.5%
Aug-2019	247	-3.5%	18	+125.0%
Sep-2019	235	+18.7%	7	-12.5%
Oct-2019	249	+5.5%	9	0.0%
Nov-2019	190	+13.1%	5	+25.0%
Dec-2019	176	+12.1%	7	+16.7%
Jan-2020	235	+30.6%	13	+8.3%
Feb-2020	226	+22.8%	11	+57.1%
Mar-2020	238	-9.5%	12	-14.3%
Apr-2020	158	-40.2%	8	+33.3%
May-2020	299	+5.3%	9	-18.2%
Jun-2020	325	+29.0%	16	+100.0%

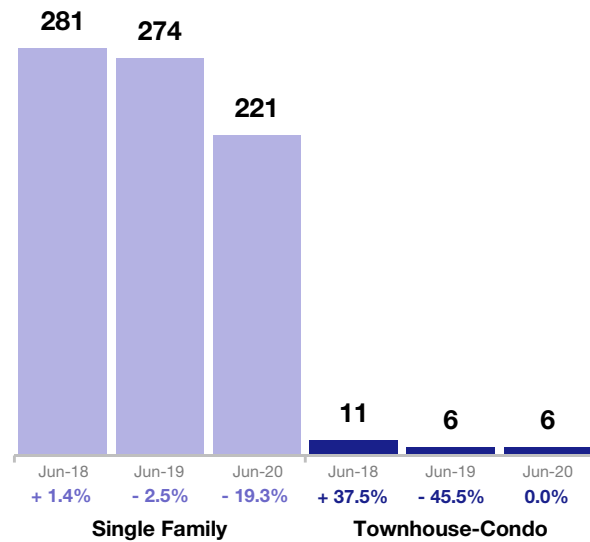
Historical Pending Sales by Month



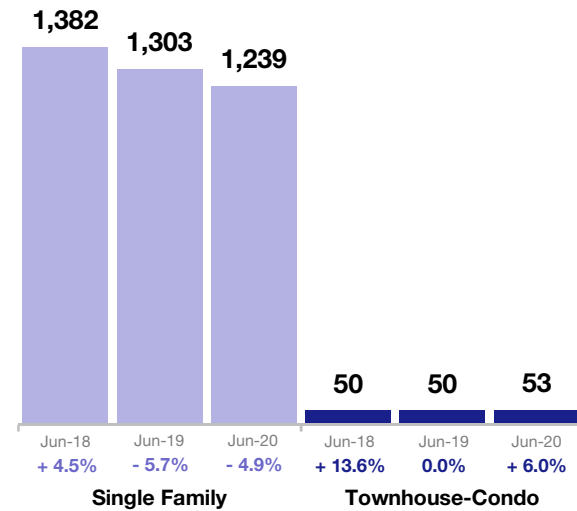
Sold Listings



June

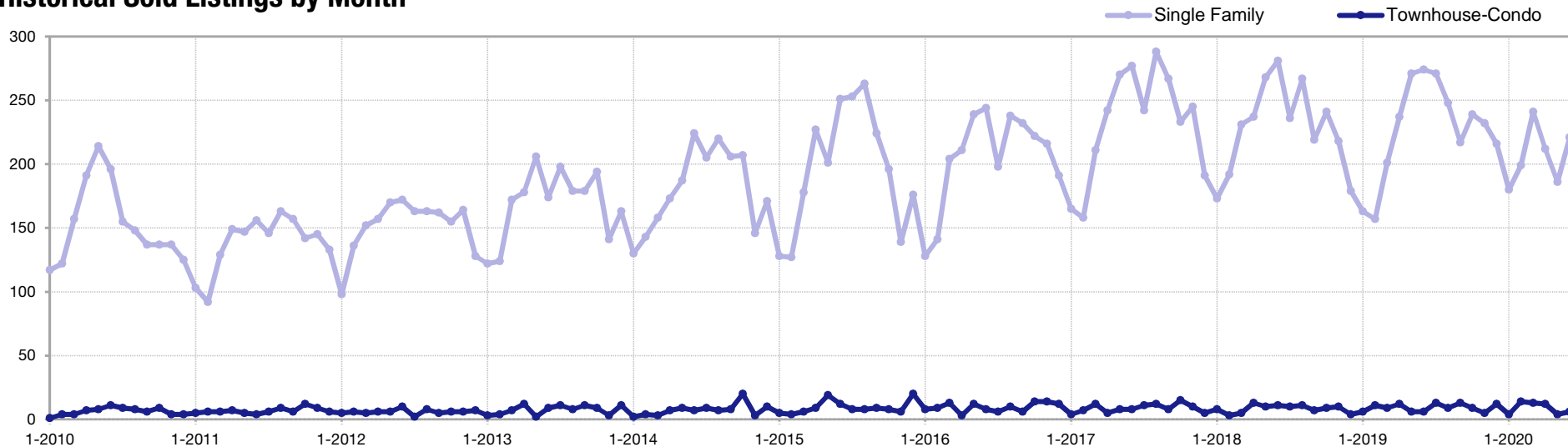


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	271	+14.8%	13	+30.0%
Aug-2019	248	-7.1%	9	-18.2%
Sep-2019	217	-0.9%	13	+85.7%
Oct-2019	239	-0.8%	9	0.0%
Nov-2019	232	+6.4%	5	-50.0%
Dec-2019	216	+20.7%	12	+200.0%
Jan-2020	180	+10.4%	4	-33.3%
Feb-2020	199	+26.8%	14	+27.3%
Mar-2020	241	+19.9%	13	+44.4%
Apr-2020	212	-10.5%	12	0.0%
May-2020	186	-31.4%	4	-33.3%
Jun-2020	221	-19.3%	6	0.0%

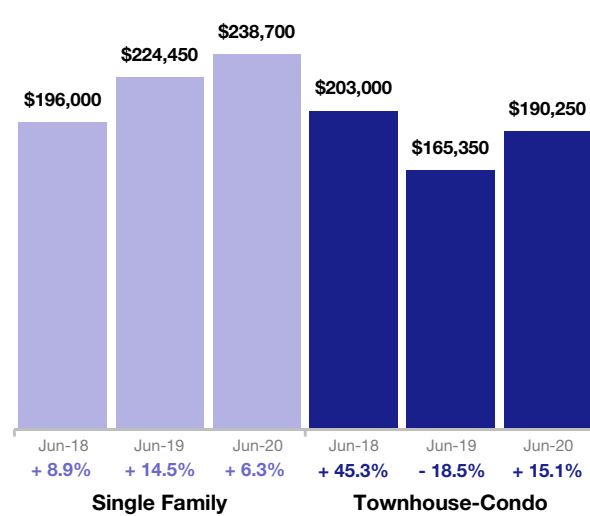
Historical Sold Listings by Month



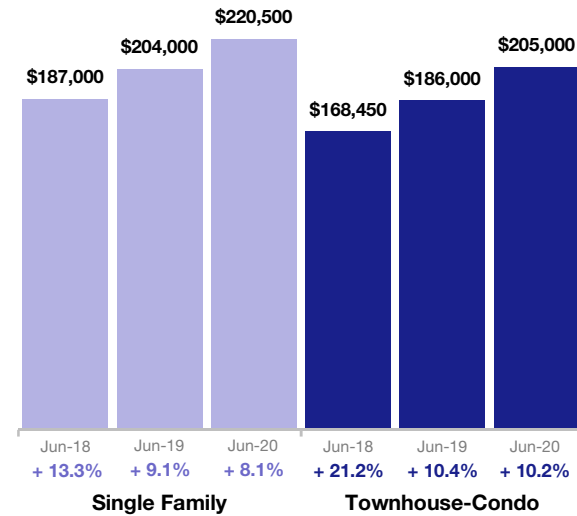
Median Sales Price



June

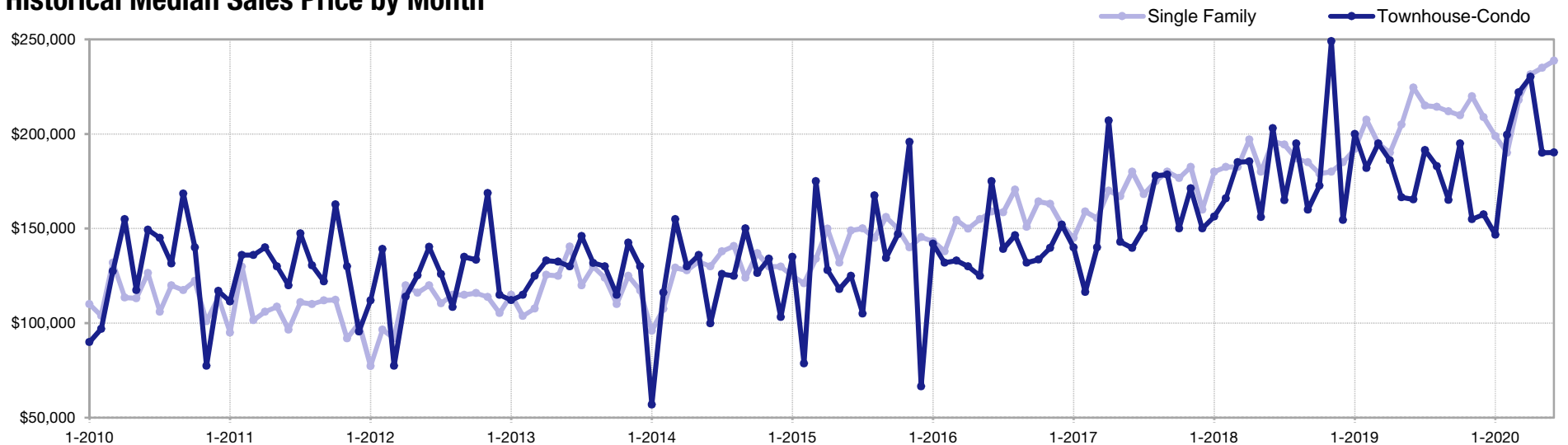


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	\$215,000	+10.6%	\$191,500	+16.1%
Aug-2019	\$214,325	+14.6%	\$182,900	-6.2%
Sep-2019	\$212,000	+14.6%	\$165,100	+3.3%
Oct-2019	\$209,900	+17.3%	\$195,000	+12.9%
Nov-2019	\$219,900	+22.2%	\$155,000	-37.8%
Dec-2019	\$208,950	+12.9%	\$157,500	+2.0%
Jan-2020	\$198,900	+3.6%	\$146,750	-26.6%
Feb-2020	\$190,000	-8.4%	\$199,550	+9.6%
Mar-2020	\$218,000	+11.8%	\$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	\$238,700	+6.3%	\$190,250	+15.1%

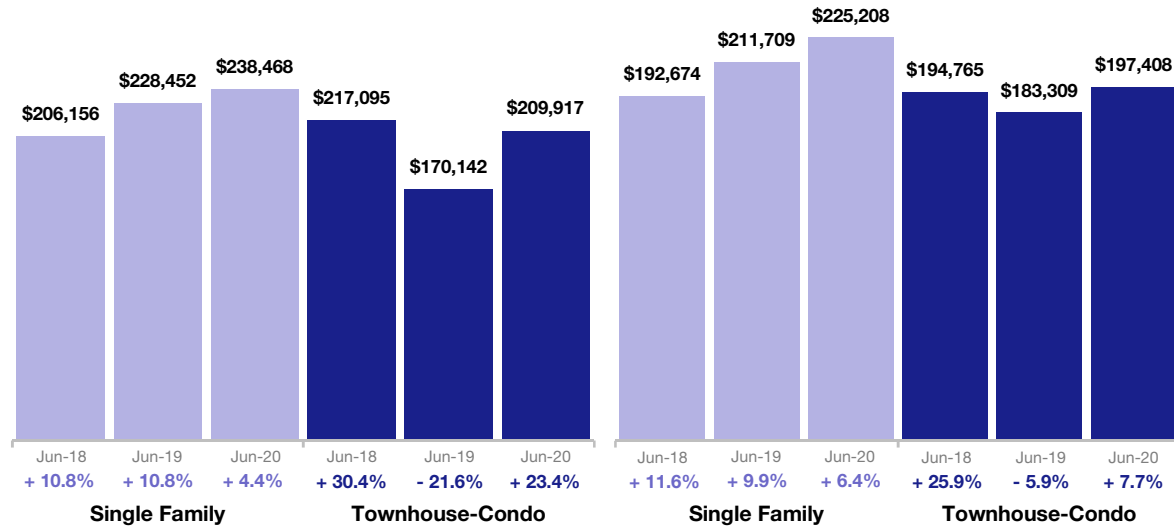
Historical Median Sales Price by Month



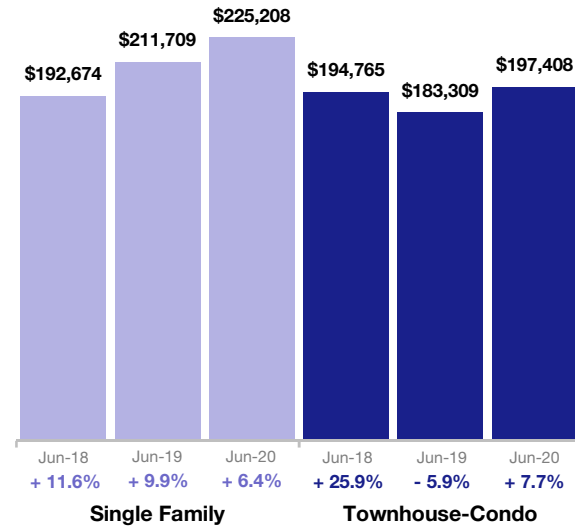
Average Sales Price



June

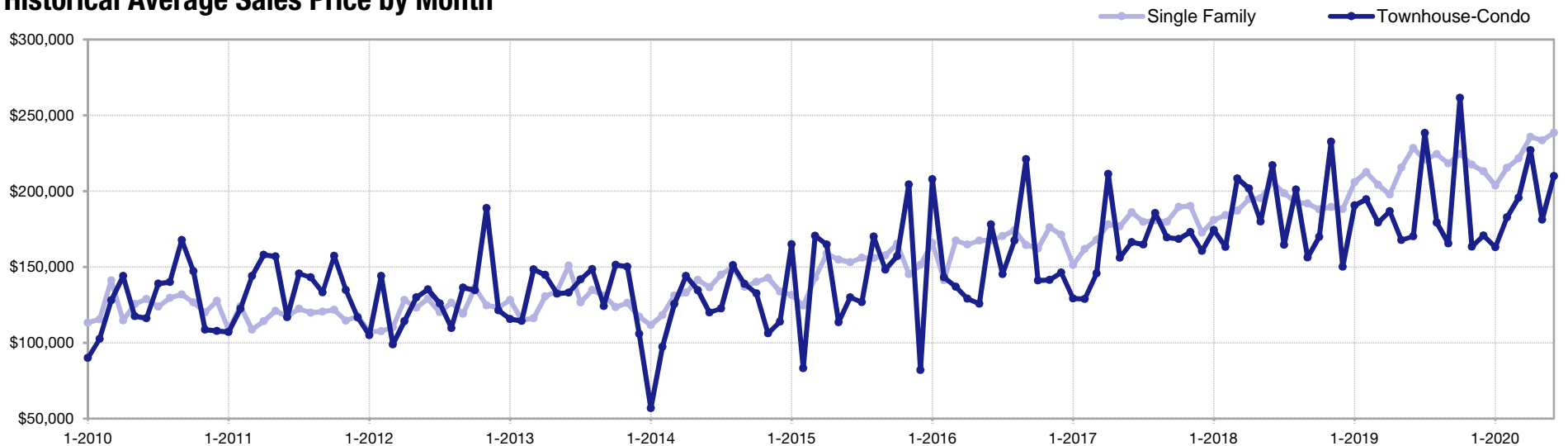


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	\$220,745	+11.1%	\$238,338	+44.8%
Aug-2019	\$224,381	+16.5%	\$179,283	-10.8%
Sep-2019	\$218,338	+13.8%	\$165,458	+5.9%
Oct-2019	\$224,485	+19.4%	\$261,535	+53.9%
Nov-2019	\$217,335	+14.7%	\$163,360	-29.7%
Dec-2019	\$212,998	+13.3%	\$170,694	+13.6%
Jan-2020	\$203,691	-1.1%	\$163,088	-14.5%
Feb-2020	\$215,241	+1.3%	\$182,809	-6.0%
Mar-2020	\$221,650	+8.6%	\$195,602	+9.1%
Apr-2020	\$235,794	+19.2%	\$226,967	+21.6%
May-2020	\$233,443	+8.3%	\$181,250	+8.1%
Jun-2020	\$238,468	+4.4%	\$209,917	+23.4%

Historical Average Sales Price by Month

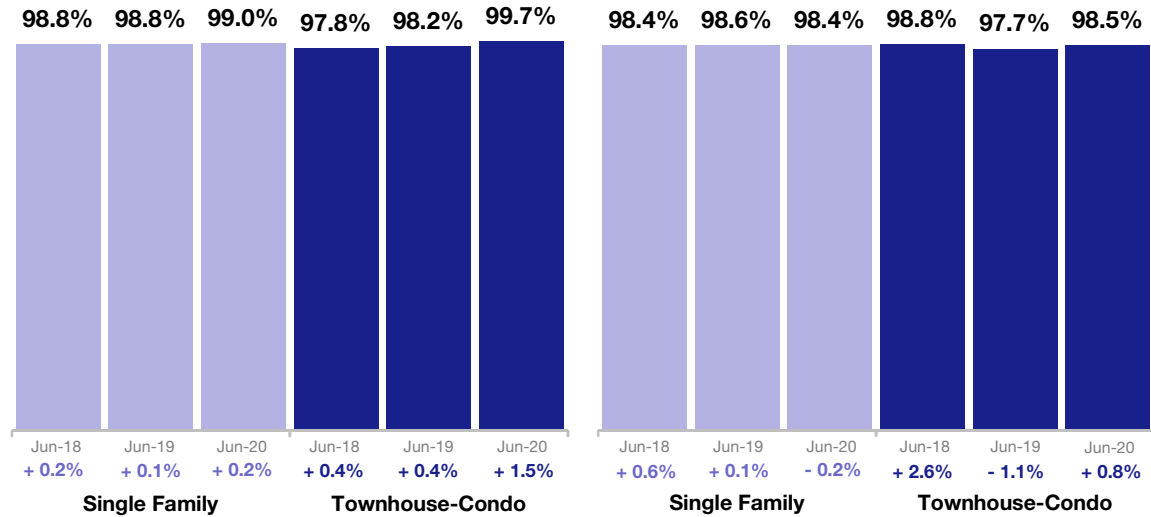


Percent of List Price Received



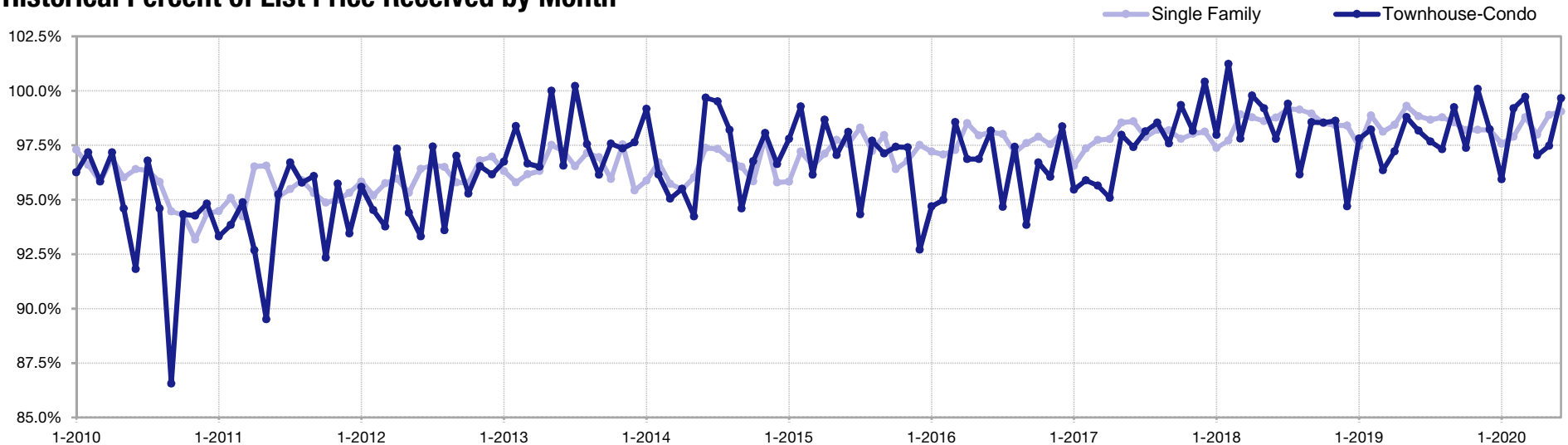
June

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	98.7%	-0.5%	97.7%	-1.7%
Aug-2019	98.8%	-0.3%	97.3%	+1.1%
Sep-2019	98.5%	-0.5%	99.2%	+0.6%
Oct-2019	98.2%	-0.3%	97.4%	-1.1%
Nov-2019	98.2%	-0.2%	100.1%	+1.5%
Dec-2019	98.2%	-0.2%	98.2%	+3.7%
Jan-2020	97.6%	+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	98.9%	-0.4%	97.5%	-1.3%
Jun-2020	99.0%	+0.2%	99.7%	+1.5%

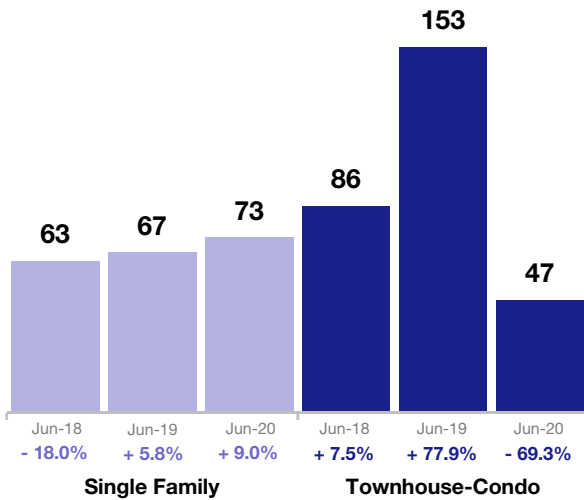
Historical Percent of List Price Received by Month



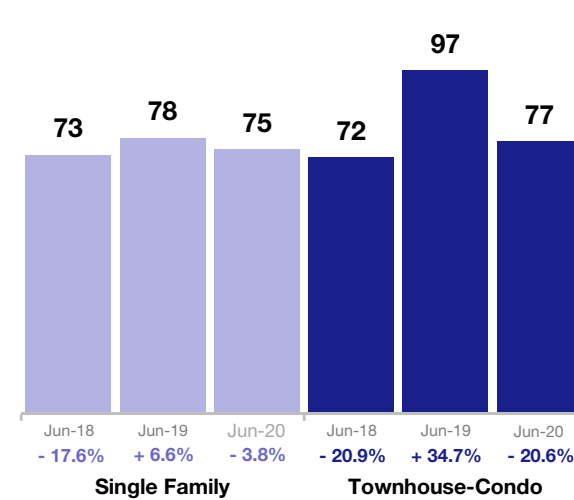
Days on Market Until Sale



June

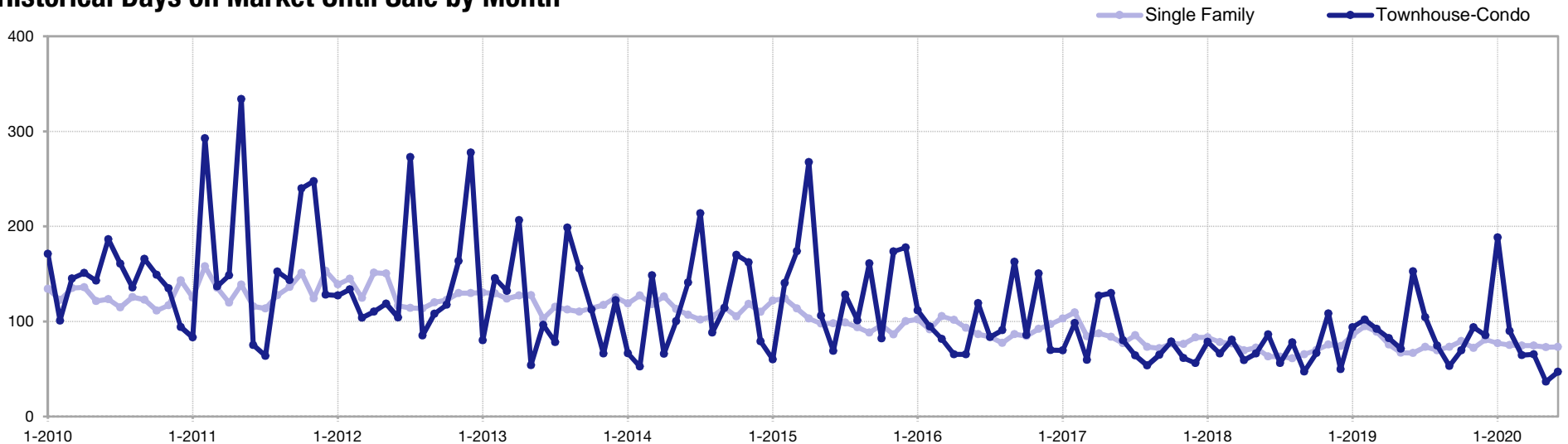


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	73	+15.9%	104	+85.7%
Aug-2019	70	+14.8%	75	-3.8%
Sep-2019	73	+12.3%	53	+12.8%
Oct-2019	79	+12.9%	70	+4.5%
Nov-2019	72	-5.3%	94	-13.0%
Dec-2019	81	+9.5%	86	+72.0%
Jan-2020	77	-10.5%	189	+101.1%
Feb-2020	75	-21.1%	90	-11.8%
Mar-2020	75	-15.7%	65	-29.3%
Apr-2020	75	-1.3%	66	-19.5%
May-2020	73	+9.0%	37	-47.9%
Jun-2020	73	+9.0%	47	-69.3%

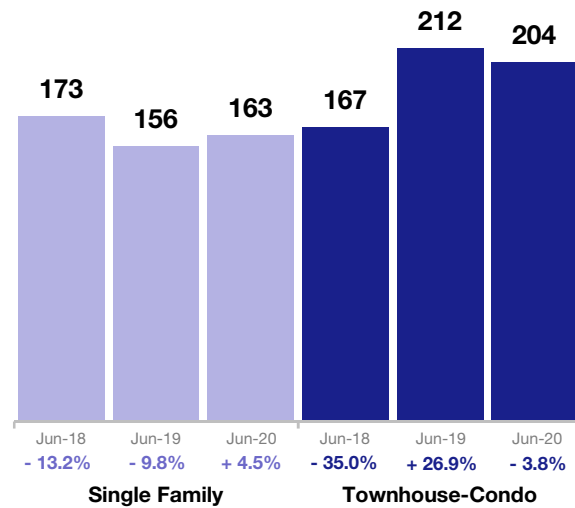
Historical Days on Market Until Sale by Month



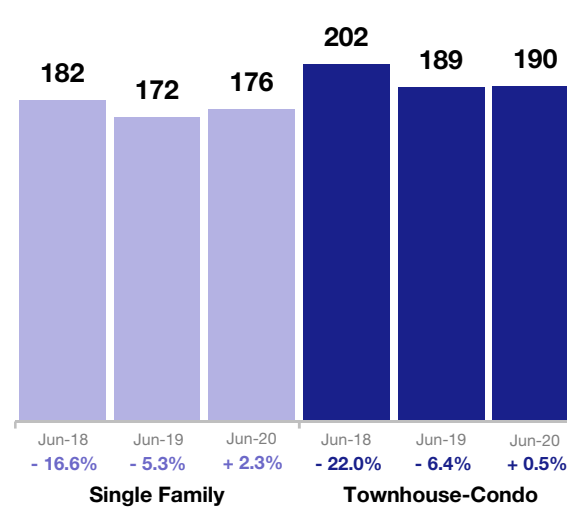
Housing Affordability Index



June

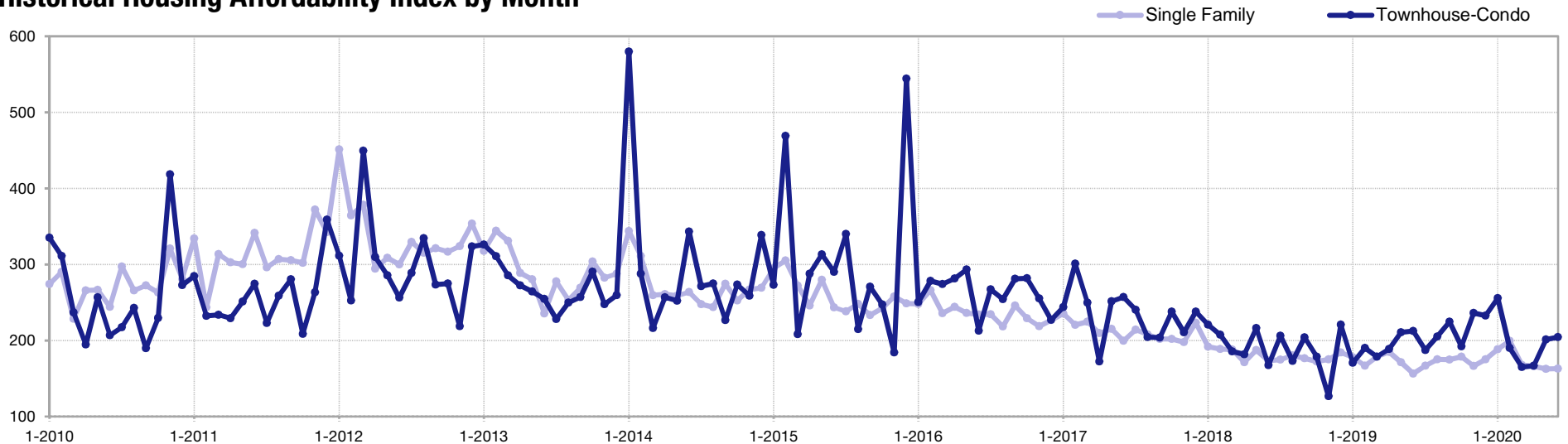


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	167	-4.6%	187	-9.2%
Aug-2019	175	-3.3%	205	+18.5%
Sep-2019	175	-0.6%	225	+10.3%
Oct-2019	179	+4.1%	192	+7.3%
Nov-2019	167	-4.6%	236	+85.8%
Dec-2019	175	-4.9%	233	+5.4%
Jan-2020	189	+6.2%	256	+49.7%
Feb-2020	200	+19.8%	190	0.0%
Mar-2020	168	-6.1%	165	-7.8%
Apr-2020	166	-10.3%	167	-11.6%
May-2020	163	-4.7%	201	-4.7%
Jun-2020	163	+4.5%	204	-3.8%

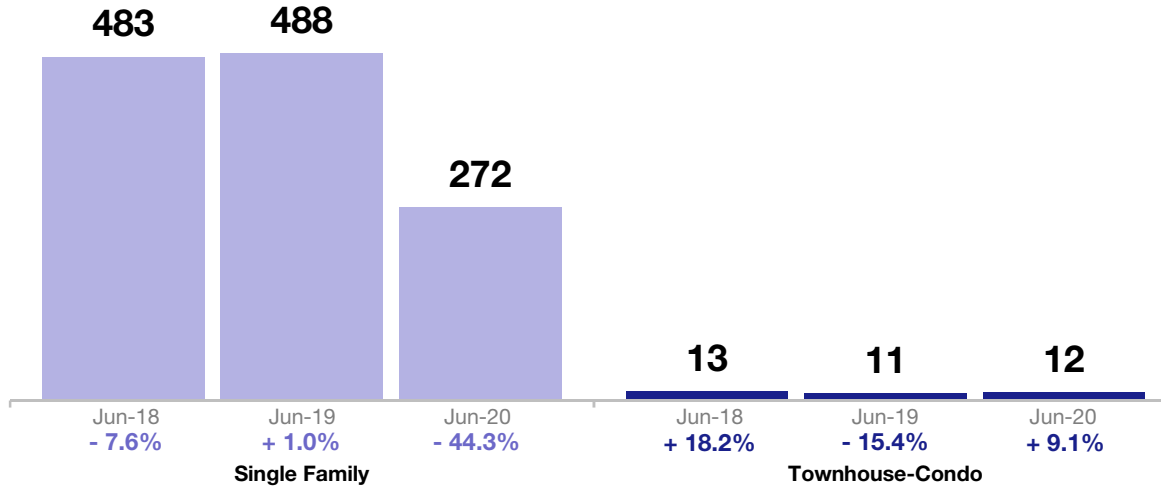
Historical Housing Affordability Index by Month



Inventory of Active Listings

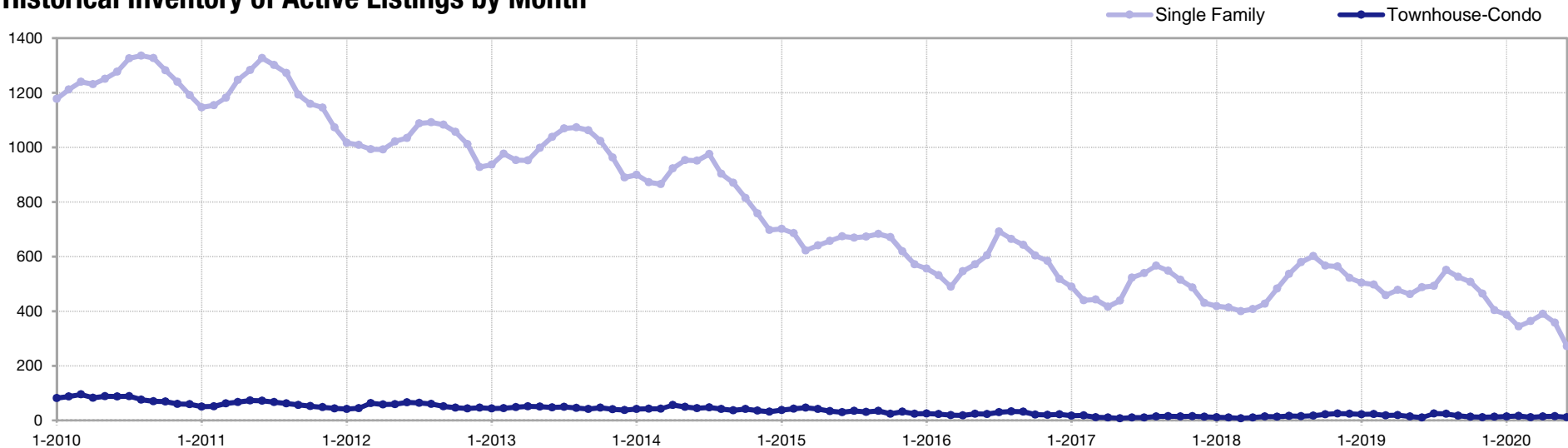


June



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	493	-8.0%	25	+56.3%
Aug-2019	551	-4.8%	24	+60.0%
Sep-2019	526	-12.6%	17	0.0%
Oct-2019	507	-10.6%	13	-40.9%
Nov-2019	464	-17.7%	12	-52.0%
Dec-2019	404	-22.6%	13	-45.8%
Jan-2020	387	-23.2%	14	-36.4%
Feb-2020	344	-30.8%	16	-30.4%
Mar-2020	364	-20.5%	12	-33.3%
Apr-2020	390	-18.4%	14	-26.3%
May-2020	358	-22.5%	15	+7.1%
Jun-2020	272	-44.3%	12	+9.1%

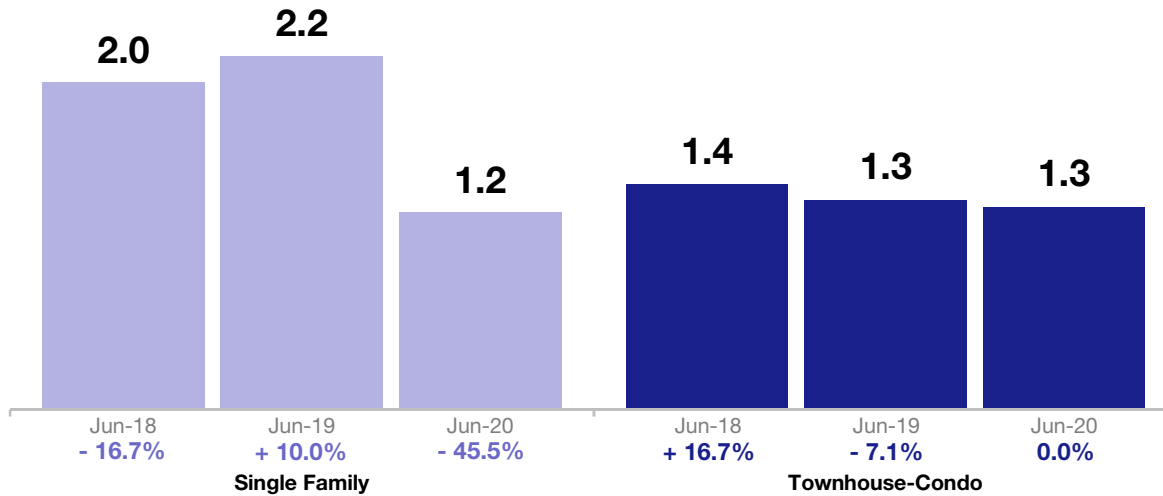
Historical Inventory of Active Listings by Month



Months Supply of Inventory

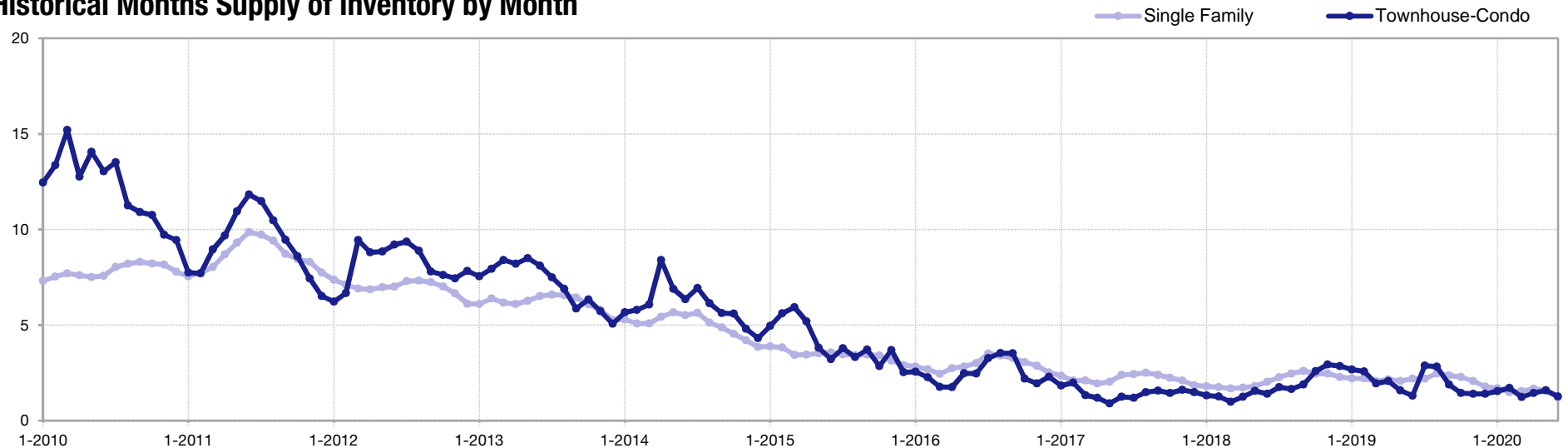


June



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	1.9	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%	1.2	-36.8%
Apr-2020	1.7	-22.7%	1.4	-33.3%
May-2020	1.6	-23.8%	1.6	0.0%
Jun-2020	1.2	-45.5%	1.3	0.0%

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.



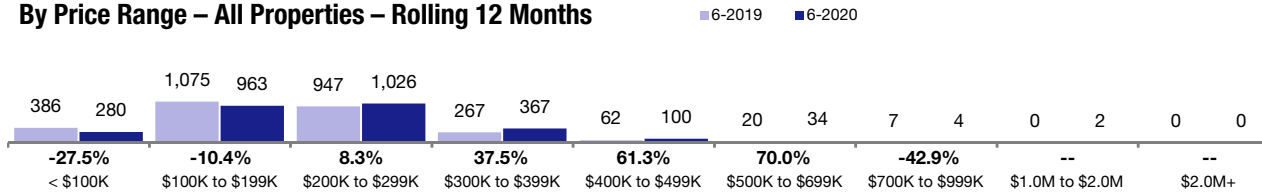
Key Metrics	Historical Sparkbars	6-2019	6-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		347	335	- 3.5%	1,830	1,714	- 6.3%
Pending Sales		260	341	+ 31.2%	1,485	1,550	+ 4.4%
Sold Listings		280	227	- 18.9%	1,353	1,292	- 4.5%
Median Sales Price		\$222,750	\$237,250	+ 6.5%	\$202,500	\$220,000	+ 8.6%
Avg. Sales Price		\$227,203	\$237,710	+ 4.6%	\$210,659	\$224,066	+ 6.4%
Pct. of List Price Received		98.8%	99.1%	+ 0.3%	98.5%	98.4%	- 0.1%
Days on Market		69	73	+ 5.8%	79	75	- 5.1%
Affordability Index		158	164	+ 3.8%	173	177	+ 2.3%
Active Listings		499	284	- 43.1%	--	--	--
Months Supply		2.2	1.2	- 45.5%	--	--	--

Sold Listings

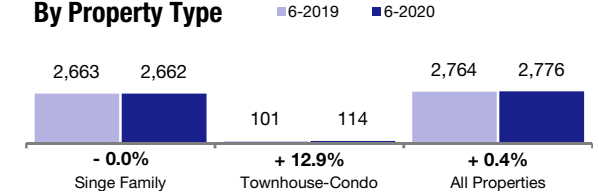
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	6-2019	6-2020	Change	6-2019	6-2020	Change
\$99,999 and Below	379	268	-29.3%	7	12	+71.4%
\$100,000 to \$199,999	1,015	912	-10.1%	60	51	-15.0%
\$200,000 to \$299,999	916	986	+7.6%	31	40	+29.0%
\$300,000 to \$399,999	264	359	+36.0%	3	8	+166.7%
\$400,000 to \$499,999	62	99	+59.7%	0	1	--
\$500,000 to \$699,999	20	32	+60.0%	0	2	--
\$700,000 to \$999,999	7	4	-42.9%	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	2,663	2,662	-0.0%	101	114	+12.9%

Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2020	6-2020	Change	5-2020	6-2020	Change
\$99,999 and Below	18	21	+16.7%	0	0	--
\$100,000 to \$199,999	58	61	+5.2%	2	3	+50.0%
\$200,000 to \$299,999	72	82	+13.9%	2	2	0.0%
\$300,000 to \$399,999	27	44	+63.0%	0	1	--
\$400,000 to \$499,999	7	9	+28.6%	0	0	--
\$500,000 to \$699,999	2	4	+100.0%	0	0	--
\$700,000 to \$999,999	1	0	-100.0%	0	0	--
\$1,000,000 to \$1,999,999	1	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	186	221	+18.8%	4	6	+50.0%

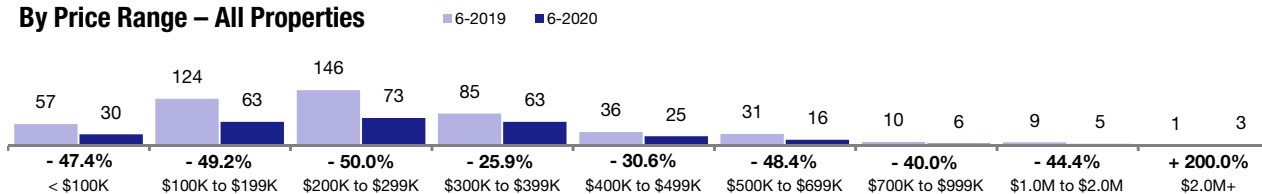
Year to Date

By Price Range	Single Family			Condo		
	6-2019	6-2020	Change	6-2019	6-2020	Change
\$99,999 and Below	161	118	-26.7%	4	5	+25.0%
\$100,000 to \$199,999	469	428	-8.7%	27	20	-25.9%
\$200,000 to \$299,999	470	446	-5.1%	18	24	+33.3%
\$300,000 to \$399,999	143	186	+30.1%	1	4	+300.0%
\$400,000 to \$499,999	40	45	+12.5%	0	0	--
\$500,000 to \$699,999	13	13	0.0%	0	0	--
\$700,000 to \$999,999	7	1	-85.7%	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	1,303	1,239	-4.9%	50	53	+6.0%

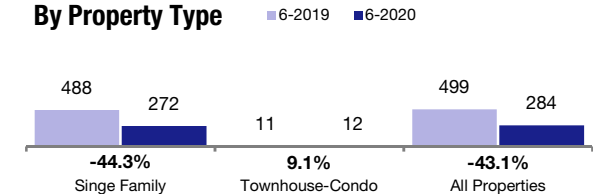
Inventory of Active Listings

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		
	6-2019	6-2020	Change	6-2019	6-2020	Change
\$99,999 and Below	56	30	-46.4%	1	0	-100.0%
\$100,000 to \$199,999	123	63	-48.8%	1	0	-100.0%
\$200,000 to \$299,999	141	67	-52.5%	5	6	+20.0%
\$300,000 to \$399,999	82	59	-28.0%	3	4	+33.3%
\$400,000 to \$499,999	35	25	-28.6%	1	0	-100.0%
\$500,000 to \$699,999	31	15	-51.6%	0	1	--
\$700,000 to \$999,999	10	5	-50.0%	0	1	--
\$1,000,000 to \$1,999,999	9	5	-44.4%	0	0	--
\$2,000,000 and Above	1	3	+200.0%	0	0	--
All Price Ranges	488	272	-44.3%	11	12	+9.1%

Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2020	6-2020	Change	5-2020	6-2020	Change
\$99,999 and Below	38	30	-21.1%	0	0	--
\$100,000 to \$199,999	89	63	-29.2%	2	0	-100.0%
\$200,000 to \$299,999	86	67	-22.1%	5	6	+20.0%
\$300,000 to \$399,999	86	59	-31.4%	7	4	-42.9%
\$400,000 to \$499,999	31	25	-19.4%	1	0	-100.0%
\$500,000 to \$699,999	15	15	0.0%	0	1	--
\$700,000 to \$999,999	7	5	-28.6%	0	1	--
\$1,000,000 to \$1,999,999	3	5	+66.7%	0	0	--
\$2,000,000 and Above	3	3	0.0%	0	0	--
All Price Ranges	358	272	-24.0%	15	12	-20.0%

Year to Date

By Price Range	Single Family			Condo		
	6-2019	6-2020	Change	6-2019	6-2020	Change
\$99,999 and Below	161	118	-26.7%	4	5	+25.0%
\$100,000 to \$199,999	469	428	-8.7%	27	20	-25.9%
\$200,000 to \$299,999	470	446	-5.1%	18	24	+33.3%
\$300,000 to \$399,999	143	186	+30.1%	1	4	+300.0%
\$400,000 to \$499,999	40	45	+12.5%	0	0	--
\$500,000 to \$699,999	13	13	0.0%	0	0	--
\$700,000 to \$999,999	7	1	-85.7%	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	1,303	1,239	-4.9%	50	53	+6.0%

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

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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

Local Market Update for June 2020

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Pueblo County

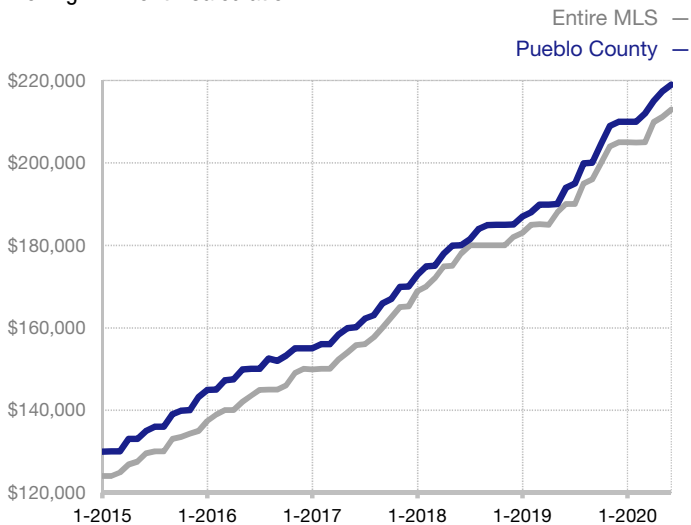
Single Family Key Metrics	June			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	330	313	- 5.2%	1,743	1,627	- 6.7%
Sold Listings	273	218	- 20.1%	1,280	1,230	- 3.9%
Median Sales Price*	\$224,000	\$239,900	+ 7.1%	\$204,500	\$220,500	+ 7.8%
Average Sales Price*	\$227,586	\$239,185	+ 5.1%	\$212,222	\$224,338	+ 5.7%
Percent of List Price Received*	98.8%	99.1%	+ 0.3%	98.7%	98.4%	- 0.3%
Days on Market Until Sale	67	72	+ 7.5%	76	74	- 2.6%
Inventory of Homes for Sale	458	261	- 43.0%	--	--	--
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.

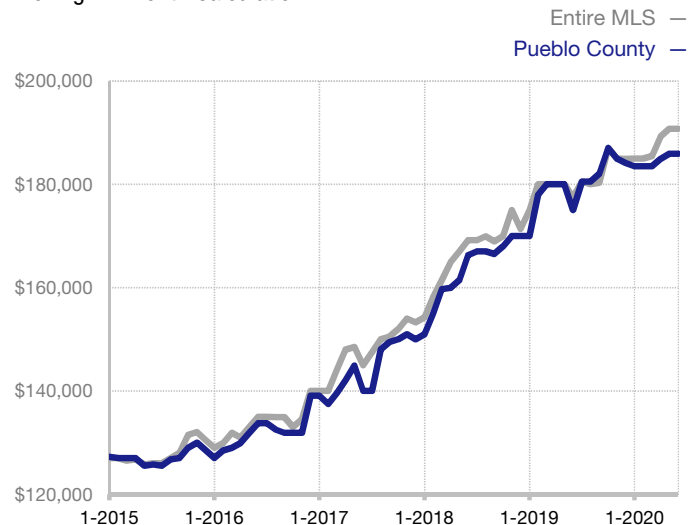
Townhouse/Condo Key Metrics	June			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	6	15	+ 150.0%	52	75	+ 44.2%
Sold Listings	6	6	0.0%	48	52	+ 8.3%
Median Sales Price*	\$165,350	\$190,250	+ 15.1%	\$186,000	\$202,500	+ 8.9%
Average Sales Price*	\$170,142	\$209,917	+ 23.4%	\$182,686	\$196,935	+ 7.8%
Percent of List Price Received*	98.2%	99.7%	+ 1.5%	97.7%	98.6%	+ 0.9%
Days on Market Until Sale	153	47	- 69.3%	99	78	- 21.2%
Inventory of Homes for Sale	10	12	+ 20.0%	--	--	--
Months Supply of Inventory	1.2	1.3	+ 8.3%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for June 2020

A Research Tool Provided by the Colorado Association of REALTORS®



Arkansas Valley/Otero County

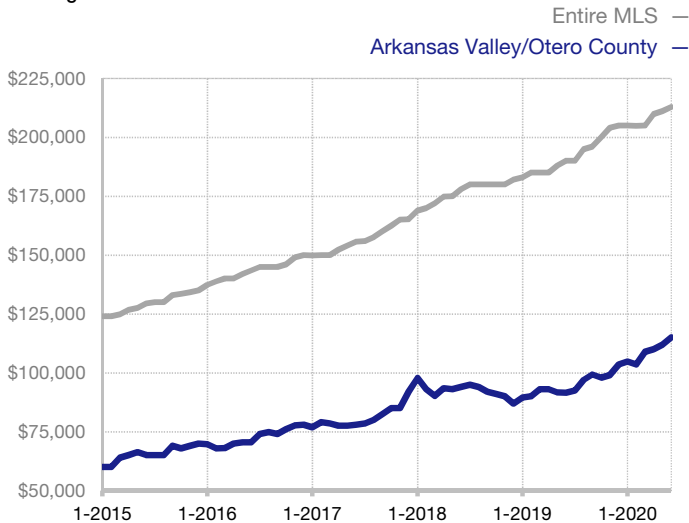
Single Family Key Metrics	June			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	39	44	+ 12.8%	214	202	- 5.6%
Sold Listings	30	27	- 10.0%	177	131	- 26.0%
Median Sales Price*	\$88,500	\$119,000	+ 34.5%	\$90,785	\$114,000	+ 25.6%
Average Sales Price*	\$95,465	\$128,578	+ 34.7%	\$112,095	\$132,213	+ 17.9%
Percent of List Price Received*	95.8%	96.7%	+ 0.9%	94.8%	96.0%	+ 1.3%
Days on Market Until Sale	80	103	+ 28.8%	101	109	+ 7.9%
Inventory of Homes for Sale	86	81	- 5.8%	--	--	--
Months Supply of Inventory	3.0	3.2	+ 6.7%	--	--	--

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

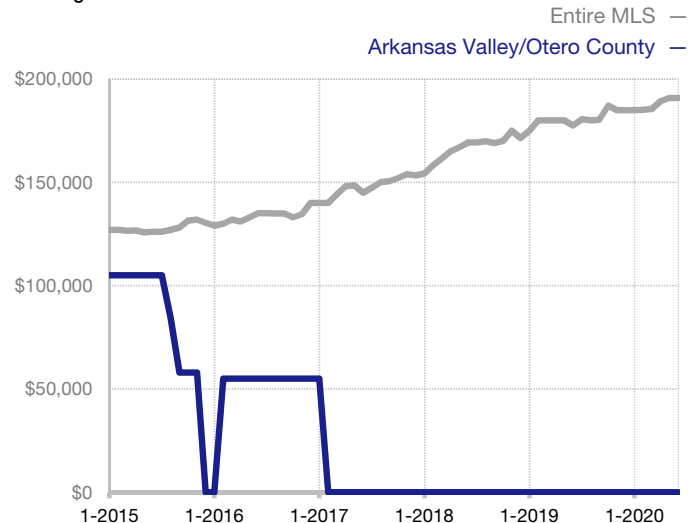
Townhouse/Condo Key Metrics	June			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	1	0	- 100.0%	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

* 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 June 2020

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Fowler

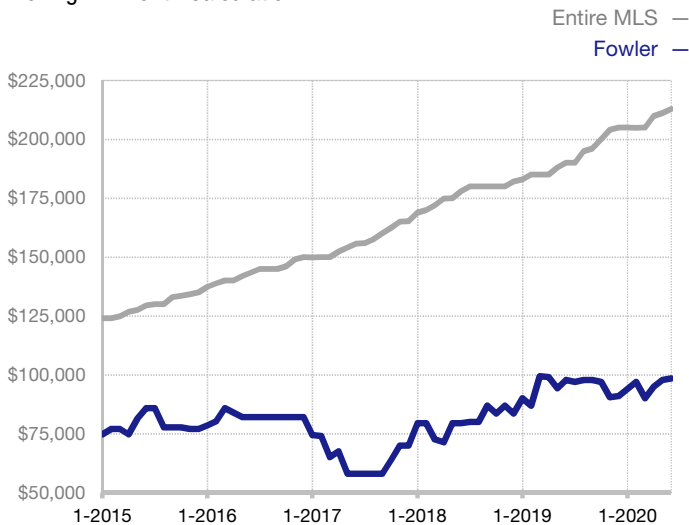
Single Family	June			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
Key Metrics						
New Listings	4	3	- 25.0%	19	9	- 52.6%
Sold Listings	2	1	- 50.0%	21	7	- 66.7%
Median Sales Price*	\$75,500	\$85,000	+ 12.6%	\$90,000	\$95,000	+ 5.6%
Average Sales Price*	\$75,500	\$85,000	+ 12.6%	\$107,071	\$118,429	+ 10.6%
Percent of List Price Received*	95.9%	100.0%	+ 4.3%	96.8%	93.4%	- 3.5%
Days on Market Until Sale	69	31	- 55.1%	83	102	+ 22.9%
Inventory of Homes for Sale	3	3	0.0%	--	--	--
Months Supply of Inventory	0.9	1.4	+ 55.6%	--	--	--

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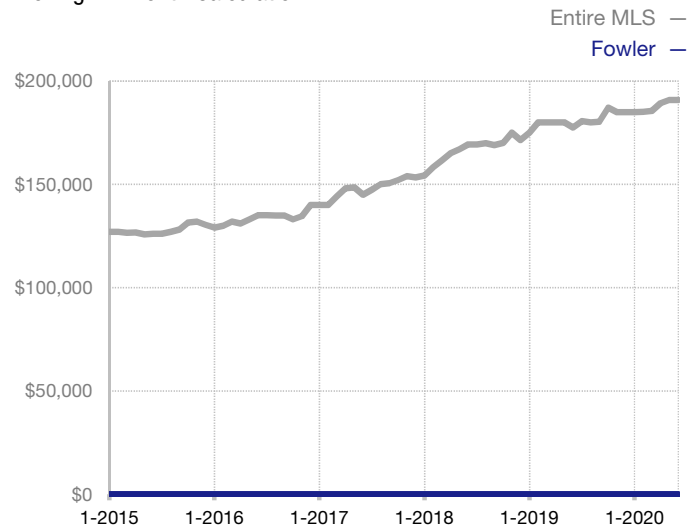
Townhouse/Condo	June			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 June 2020

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Huerfano County

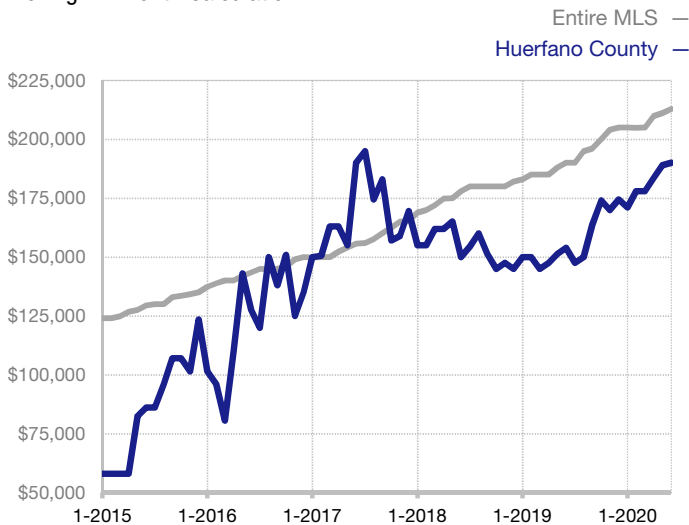
Single Family Key Metrics	June			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	23	13	- 43.5%	74	56	- 24.3%
Sold Listings	2	7	+ 250.0%	36	29	- 19.4%
Median Sales Price*	\$153,175	\$285,000	+ 86.1%	\$167,000	\$195,000	+ 16.8%
Average Sales Price*	\$153,175	\$259,429	+ 69.4%	\$224,144	\$245,828	+ 9.7%
Percent of List Price Received*	97.2%	96.9%	- 0.3%	94.3%	91.7%	- 2.8%
Days on Market Until Sale	66	184	+ 178.8%	239	178	- 25.5%
Inventory of Homes for Sale	78	55	- 29.5%	--	--	--
Months Supply of Inventory	12.5	8.5	- 32.0%	--	--	--

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

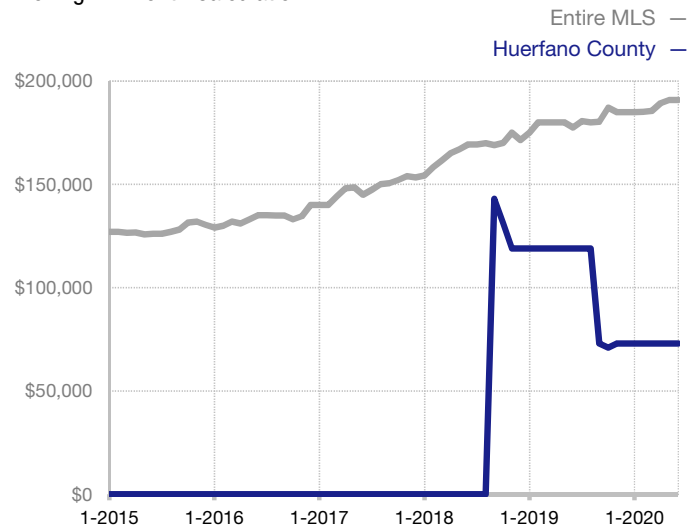
Townhouse/Condo Key Metrics	June			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	0	1	--	0	2	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	1	--	--	--	--
Months Supply of Inventory	0.0	1.0	--	--	--	--

* 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 June 2020

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La Junta

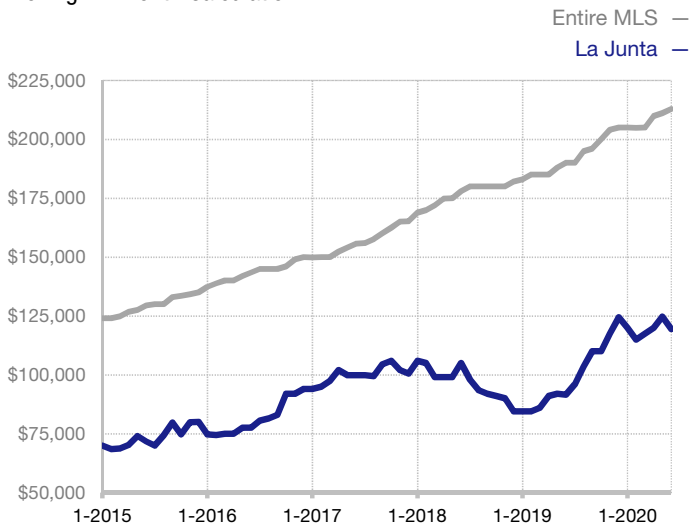
Single Family Key Metrics	June			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	8	13	+ 62.5%	46	50	+ 8.7%
Sold Listings	6	10	+ 66.7%	40	34	- 15.0%
Median Sales Price*	\$112,688	\$89,200	- 20.8%	\$125,000	\$116,750	- 6.6%
Average Sales Price*	\$110,954	\$103,130	- 7.1%	\$121,504	\$119,393	- 1.7%
Percent of List Price Received*	96.7%	98.5%	+ 1.9%	95.6%	97.2%	+ 1.7%
Days on Market Until Sale	86	118	+ 37.2%	109	119	+ 9.2%
Inventory of Homes for Sale	19	17	- 10.5%	--	--	--
Months Supply of Inventory	2.7	2.3	- 14.8%	--	--	--

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

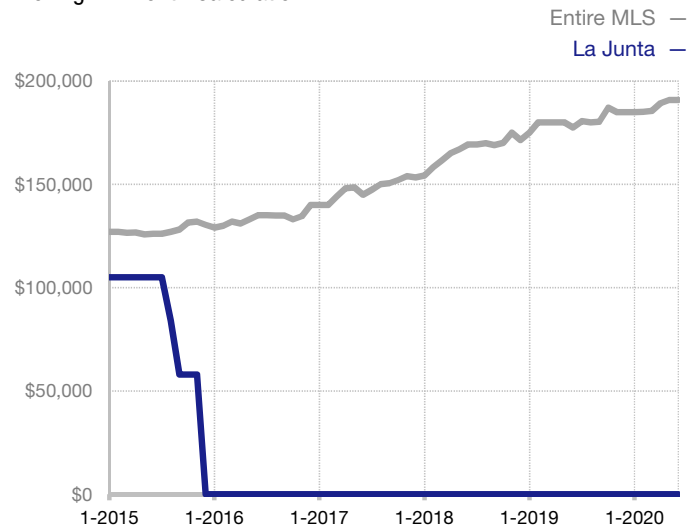
Townhouse/Condo Key Metrics	June			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 June 2020

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Lamar

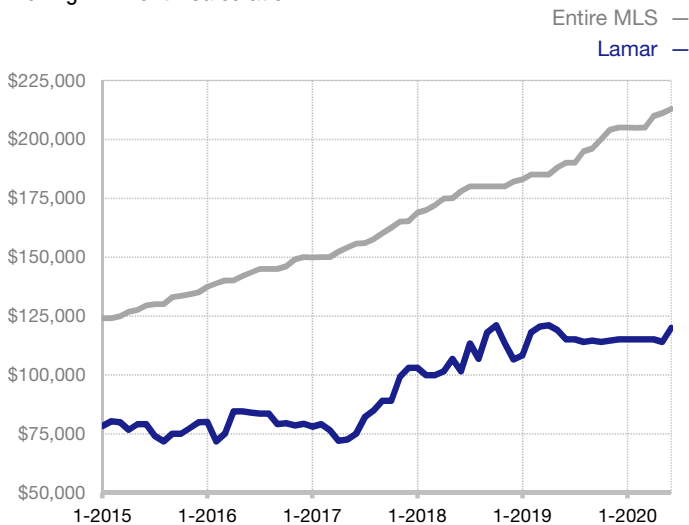
Single Family Key Metrics	June			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	9	2	- 77.8%	37	23	- 37.8%
Sold Listings	7	4	- 42.9%	31	16	- 48.4%
Median Sales Price*	\$87,000	\$163,750	+ 88.2%	\$115,000	\$126,700	+ 10.2%
Average Sales Price*	\$85,857	\$182,875	+ 113.0%	\$128,207	\$141,588	+ 10.4%
Percent of List Price Received*	97.9%	100.6%	+ 2.8%	94.6%	97.6%	+ 3.2%
Days on Market Until Sale	64	62	- 3.1%	107	127	+ 18.7%
Inventory of Homes for Sale	10	10	0.0%	--	--	--
Months Supply of Inventory	2.1	2.8	+ 33.3%	--	--	--

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

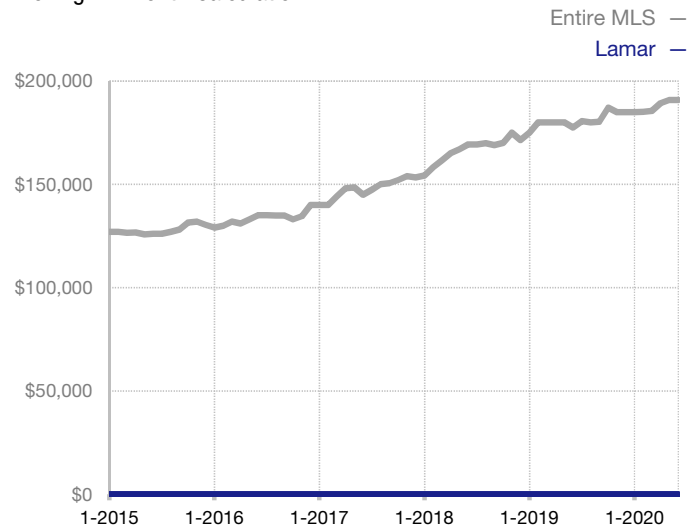
Townhouse/Condo Key Metrics	June			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 June 2020

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Las Animas

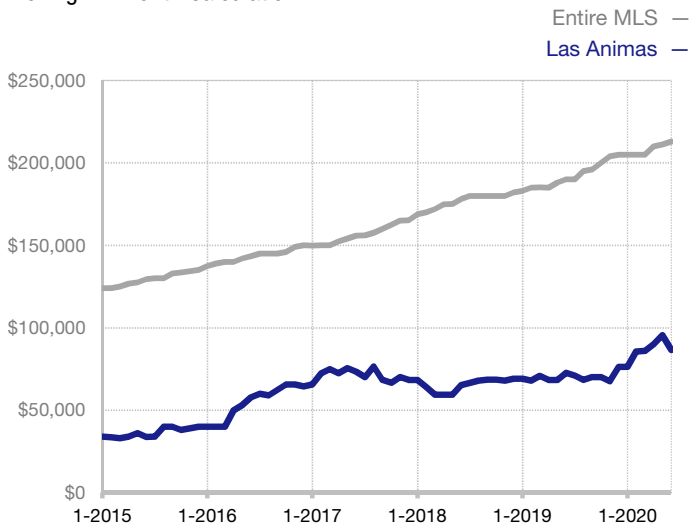
Single Family	June			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
Key Metrics						
New Listings	2	7	+ 250.0%	19	19	0.0%
Sold Listings	6	2	- 66.7%	20	10	- 50.0%
Median Sales Price*	\$100,000	\$60,500	- 39.5%	\$76,250	\$94,000	+ 23.3%
Average Sales Price*	\$106,792	\$60,500	- 43.3%	\$81,208	\$126,300	+ 55.5%
Percent of List Price Received*	90.5%	97.2%	+ 7.4%	93.4%	94.1%	+ 0.7%
Days on Market Until Sale	61	50	- 18.0%	87	99	+ 13.8%
Inventory of Homes for Sale	6	8	+ 33.3%	--	--	--
Months Supply of Inventory	1.9	4.0	+ 110.5%	--	--	--

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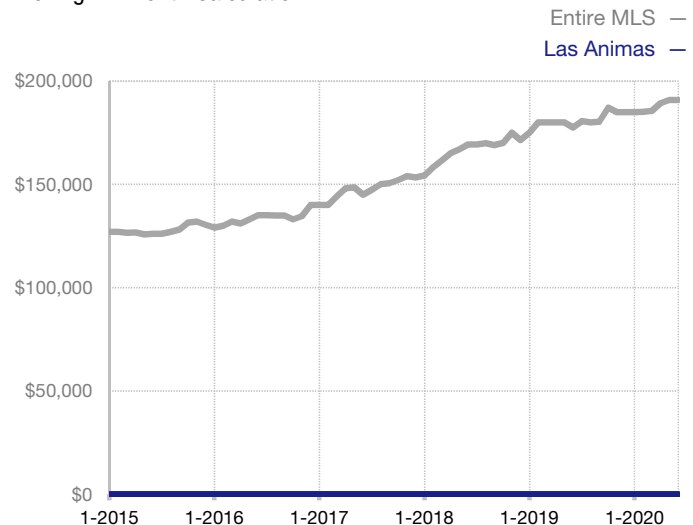
Townhouse/Condo	June			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 June 2020

A Research Tool Provided by the Colorado Association of REALTORS®



Manzanola

Single Family	June			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	2	--	6	5	- 16.7%
Sold Listings	0	1	--	8	5	- 37.5%
Median Sales Price*	\$0	\$70,000	--	\$93,950	\$70,000	- 25.5%
Average Sales Price*	\$0	\$70,000	--	\$147,163	\$77,737	- 47.2%
Percent of List Price Received*	0.0%	88.6%	--	94.5%	94.1%	- 0.4%
Days on Market Until Sale	0	106	--	99	77	- 22.2%
Inventory of Homes for Sale	2	2	0.0%	--	--	--
Months Supply of Inventory	0.8	1.5	+ 87.5%	--	--	--

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

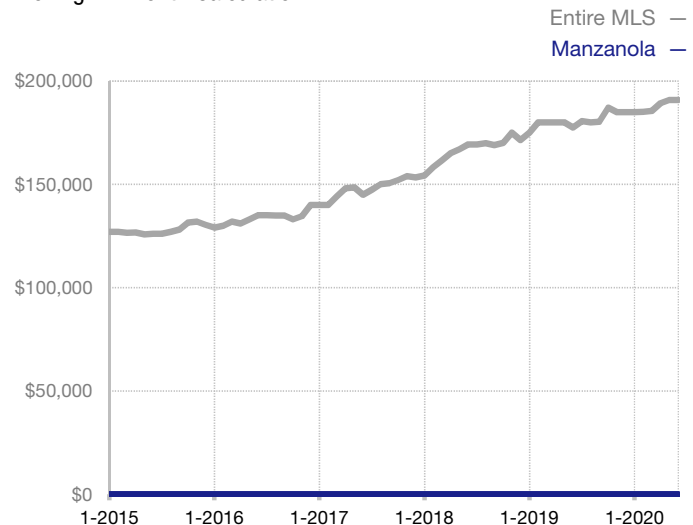
Townhouse/Condo	June			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 June 2020

A Research Tool Provided by the Colorado Association of REALTORS®



Rocky Ford

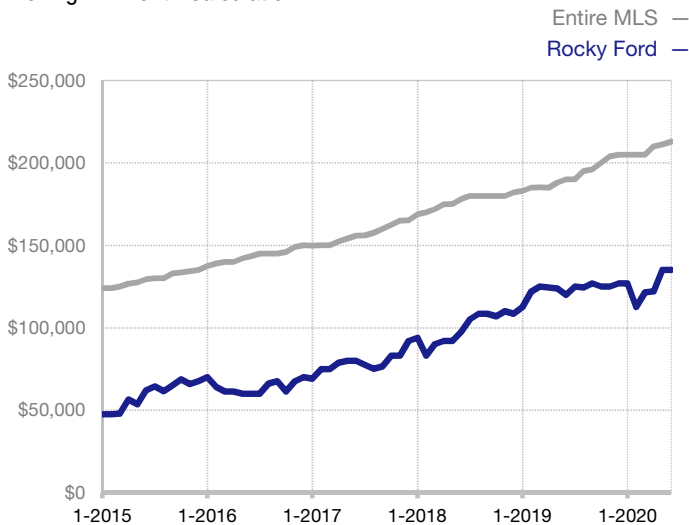
Single Family	June			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	Percent Change from Previous Year
Key Metrics						
New Listings	4	3	- 25.0%	31	25	- 19.4%
Sold Listings	4	3	- 25.0%	26	16	- 38.5%
Median Sales Price*	\$71,982	\$135,000	+ 87.5%	\$94,030	\$135,000	+ 43.6%
Average Sales Price*	\$82,116	\$146,333	+ 78.2%	\$111,882	\$142,256	+ 27.1%
Percent of List Price Received*	93.9%	84.9%	- 9.6%	96.7%	92.7%	- 4.1%
Days on Market Until Sale	148	218	+ 47.3%	105	137	+ 30.5%
Inventory of Homes for Sale	13	9	- 30.8%	--	--	--
Months Supply of Inventory	3.3	3.0	- 9.1%	--	--	--

* 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	June			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 06-2019	Thru 06-2020	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

