

# Local Market Update for March 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Pueblo County

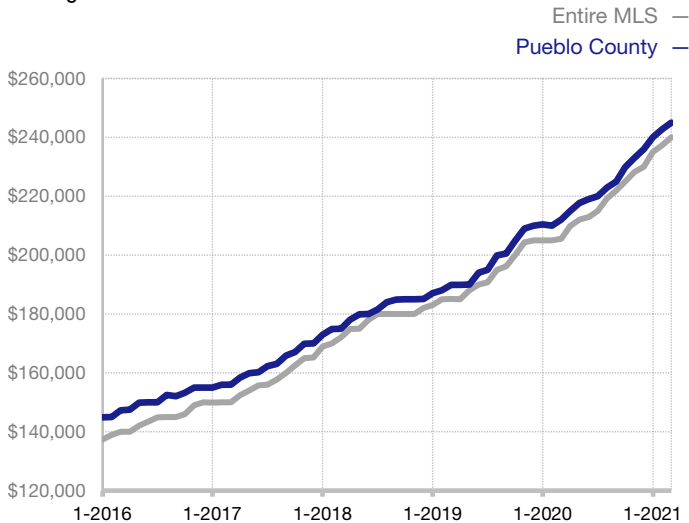
Single Family Key Metrics	March			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 03-2020	Thru 03-2021	Percent Change from Previous Year
New Listings	292	<b>278</b>	- 4.8%	792	<b>791</b>	- 0.1%
Sold Listings	244	<b>232</b>	- 4.9%	622	<b>608</b>	- 2.3%
Median Sales Price*	\$217,000	<b>\$261,673</b>	+ 20.6%	\$205,000	<b>\$255,000</b>	+ 24.4%
Average Sales Price*	\$219,615	<b>\$275,170</b>	+ 25.3%	\$212,309	<b>\$264,688</b>	+ 24.7%
Percent of List Price Received*	98.9%	<b>100.8%</b>	+ 1.9%	98.3%	<b>100.1%</b>	+ 1.8%
Days on Market Until Sale	73	<b>61</b>	- 16.4%	74	<b>68</b>	- 8.1%
Inventory of Homes for Sale	362	<b>145</b>	- 59.9%	--	--	--
Months Supply of Inventory	1.6	<b>0.6</b>	- 62.5%	--	--	--

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

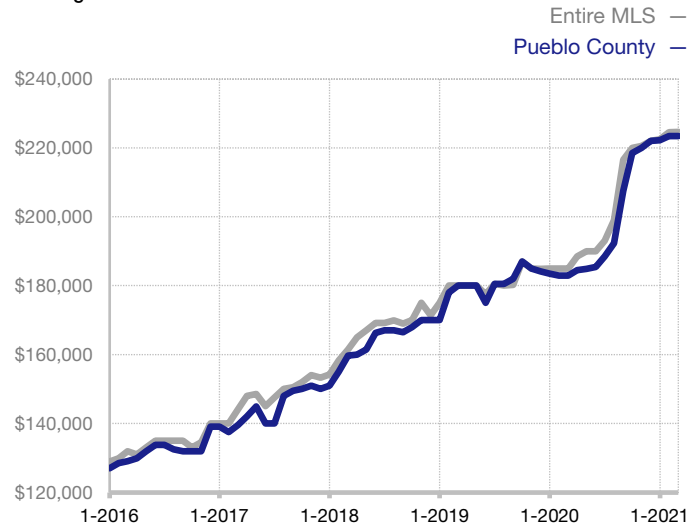
Townhouse/Condo Key Metrics	March			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 03-2020	Thru 03-2021	Percent Change from Previous Year
New Listings	12	<b>9</b>	- 25.0%	42	<b>28</b>	- 33.3%
Sold Listings	13	<b>9</b>	- 30.8%	31	<b>24</b>	- 22.6%
Median Sales Price*	\$222,000	<b>\$219,900</b>	- 0.9%	\$188,500	<b>\$215,000</b>	+ 14.1%
Average Sales Price*	\$195,602	<b>\$207,572</b>	+ 6.1%	\$181,758	<b>\$198,624</b>	+ 9.3%
Percent of List Price Received*	99.7%	<b>100.0%</b>	+ 0.3%	98.8%	<b>99.2%</b>	+ 0.4%
Days on Market Until Sale	65	<b>61</b>	- 6.2%	93	<b>67</b>	- 28.0%
Inventory of Homes for Sale	14	<b>4</b>	- 71.4%	--	--	--
Months Supply of Inventory	1.5	<b>0.4</b>	- 73.3%	--	--	--

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

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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



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## Fowler

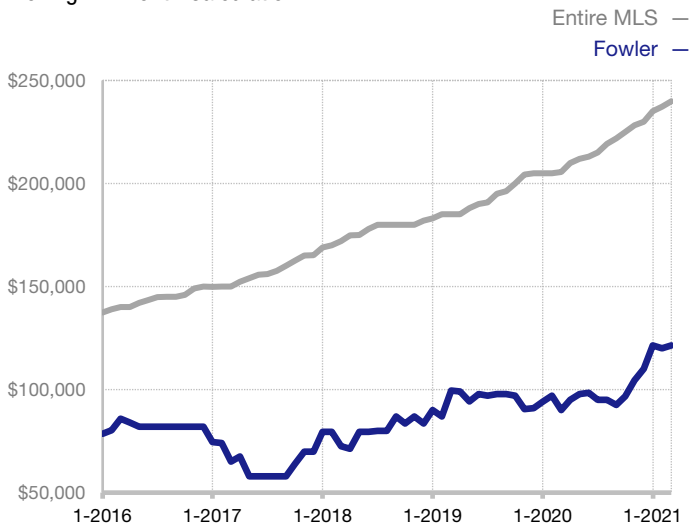
Single Family	March			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 03-2020	Thru 03-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	5	--	3	15	+ 400.0%
Sold Listings	0	5	--	3	16	+ 433.3%
Median Sales Price*	\$0	\$135,000	--	\$90,000	\$130,776	+ 45.3%
Average Sales Price*	\$0	\$136,400	--	\$138,667	\$139,835	+ 0.8%
Percent of List Price Received*	0.0%	100.2%	--	87.1%	97.8%	+ 12.3%
Days on Market Until Sale	0	50	--	131	76	- 42.0%
Inventory of Homes for Sale	6	1	- 83.3%	--	--	--
Months Supply of Inventory	2.4	0.4	- 83.3%	--	--	--

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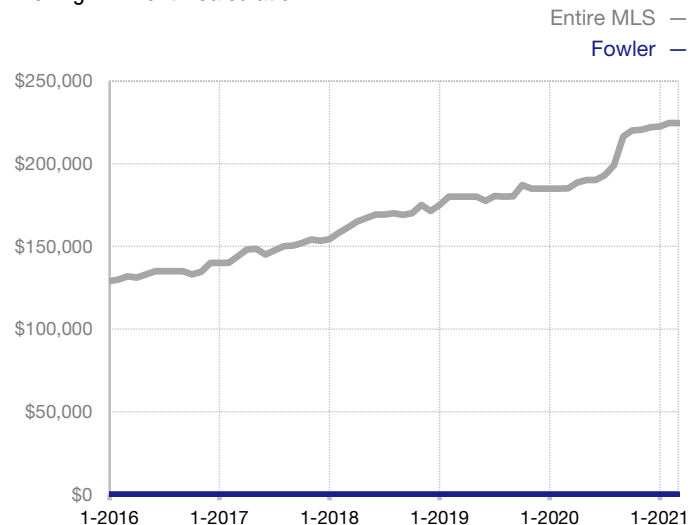
Townhouse/Condo	March			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 03-2020	Thru 03-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$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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## La Junta

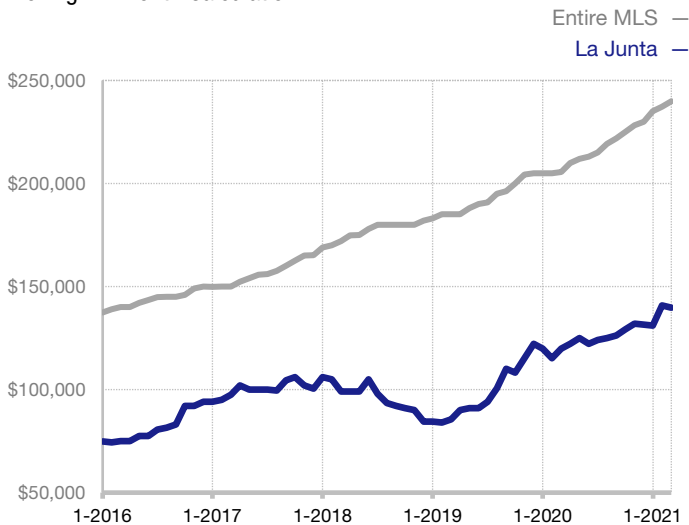
Single Family Key Metrics	March			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 03-2020	Thru 03-2021	Percent Change from Previous Year
New Listings	7	7	0.0%	24	18	- 25.0%
Sold Listings	8	9	+ 12.5%	17	24	+ 41.2%
Median Sales Price*	\$151,000	<b>\$175,000</b>	+ 15.9%	\$125,000	<b>\$155,000</b>	+ 24.0%
Average Sales Price*	\$149,488	<b>\$149,722</b>	+ 0.2%	\$120,488	<b>\$153,208</b>	+ 27.2%
Percent of List Price Received*	101.7%	<b>92.6%</b>	- 8.9%	97.5%	<b>95.3%</b>	- 2.3%
Days on Market Until Sale	100	<b>82</b>	- 18.0%	79	<b>99</b>	+ 25.3%
Inventory of Homes for Sale	24	<b>6</b>	- 75.0%	--	--	--
Months Supply of Inventory	3.1	<b>0.8</b>	- 74.2%	--	--	--

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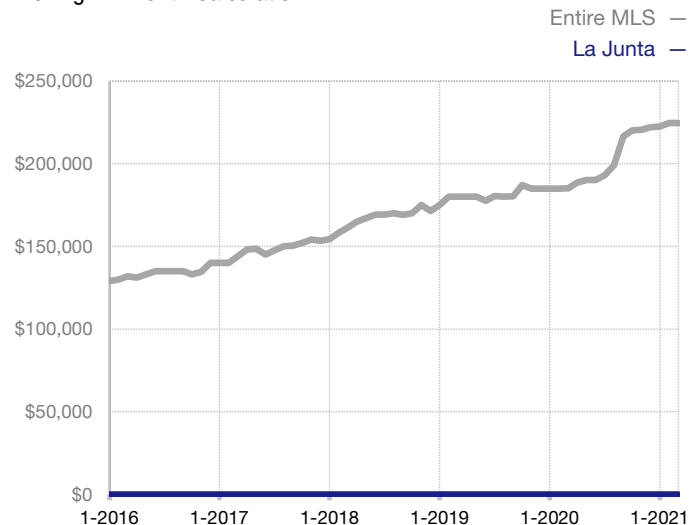
Townhouse/Condo Key Metrics	March			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 03-2020	Thru 03-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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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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## Huerfano County

Single Family Key Metrics	March			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 03-2020	Thru 03-2021	Percent Change from Previous Year
New Listings	16	9	- 43.8%	26	19	- 26.9%
Sold Listings	4	11	+ 175.0%	15	28	+ 86.7%
Median Sales Price*	\$229,000	\$168,000	- 26.6%	\$178,000	\$279,450	+ 57.0%
Average Sales Price*	\$273,125	\$183,491	- 32.8%	\$249,487	\$267,046	+ 7.0%
Percent of List Price Received*	94.4%	90.0%	- 4.7%	90.6%	93.0%	+ 2.6%
Days on Market Until Sale	287	123	- 57.1%	158	151	- 4.4%
Inventory of Homes for Sale	64	34	- 46.9%	--	--	--
Months Supply of Inventory	9.5	4.0	- 57.9%	--	--	--

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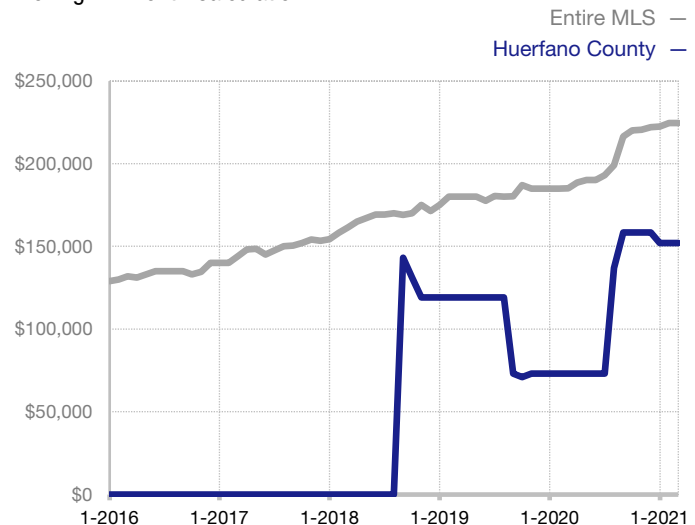
Townhouse/Condo Key Metrics	March			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 03-2020	Thru 03-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$110,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$110,000	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	88.0%	--
Days on Market Until Sale	0	0	--	0	31	--
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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## Lamar

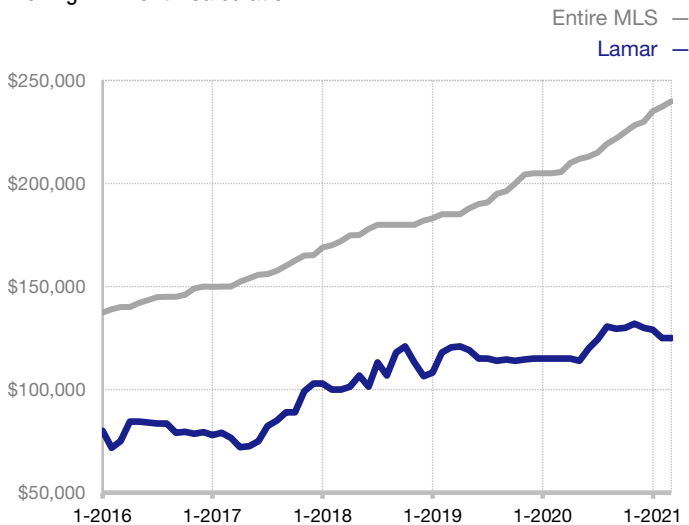
Single Family Key Metrics	March			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 03-2020	Thru 03-2021	Percent Change from Previous Year
New Listings	2	5	+ 150.0%	10	17	+ 70.0%
Sold Listings	4	8	+ 100.0%	9	13	+ 44.4%
Median Sales Price*	\$108,750	<b>\$112,500</b>	+ 3.4%	\$110,000	<b>\$105,000</b>	- 4.5%
Average Sales Price*	\$106,725	<b>\$123,750</b>	+ 16.0%	\$121,544	<b>\$110,847</b>	- 8.8%
Percent of List Price Received*	99.5%	<b>92.5%</b>	- 7.0%	97.0%	<b>93.5%</b>	- 3.6%
Days on Market Until Sale	76	79	+ 3.9%	175	109	- 37.7%
Inventory of Homes for Sale	13	4	- 69.2%	--	--	--
Months Supply of Inventory	2.7	0.9	- 66.7%	--	--	--

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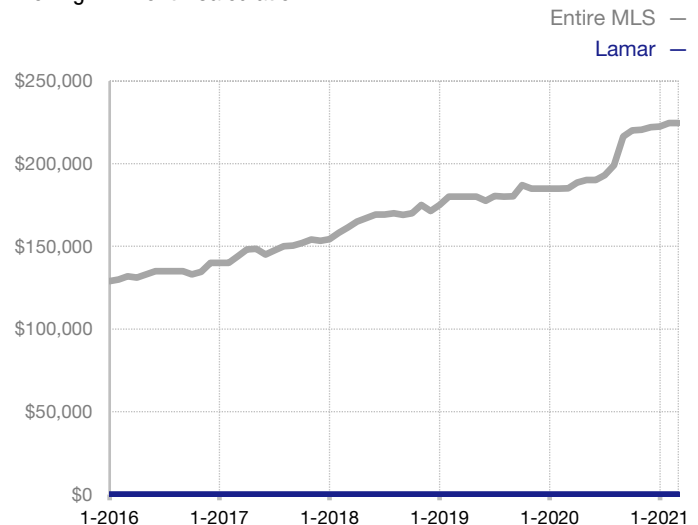
Townhouse/Condo Key Metrics	March			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 03-2020	Thru 03-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
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

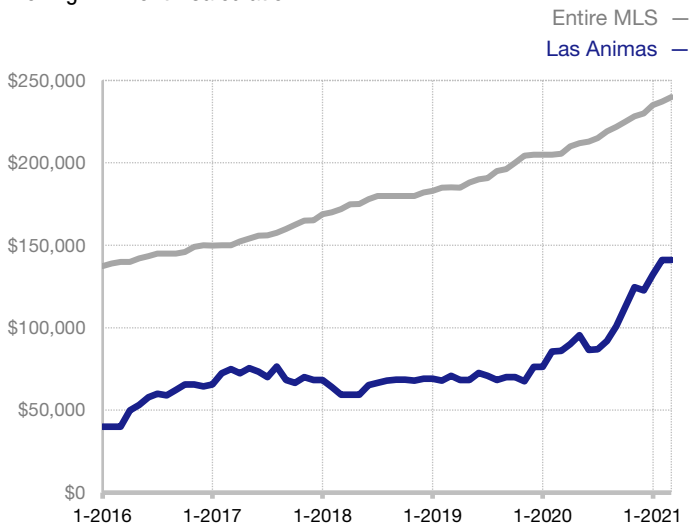
Single Family	March			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 03-2020	Thru 03-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	3	3	0.0%	8	12	+ 50.0%
Sold Listings	2	2	0.0%	4	6	+ 50.0%
Median Sales Price*	\$255,000	<b>\$380,000</b>	+ 49.0%	\$141,000	<b>\$177,500</b>	+ 25.9%
Average Sales Price*	\$255,000	<b>\$380,000</b>	+ 49.0%	\$155,000	<b>\$217,917</b>	+ 40.6%
Percent of List Price Received*	92.8%	<b>96.0%</b>	+ 3.4%	89.9%	<b>97.5%</b>	+ 8.5%
Days on Market Until Sale	74	<b>268</b>	+ 262.2%	114	<b>124</b>	+ 8.8%
Inventory of Homes for Sale	8	<b>4</b>	- 50.0%	--	--	--
Months Supply of Inventory	3.0	<b>1.5</b>	- 50.0%	--	--	--

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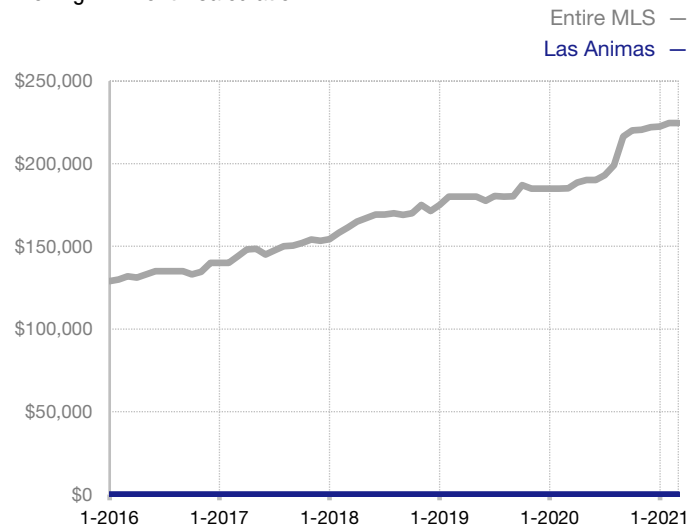
Townhouse/Condo	March			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 03-2020	Thru 03-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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Rolling 12-Month Calculation



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## Manzanola

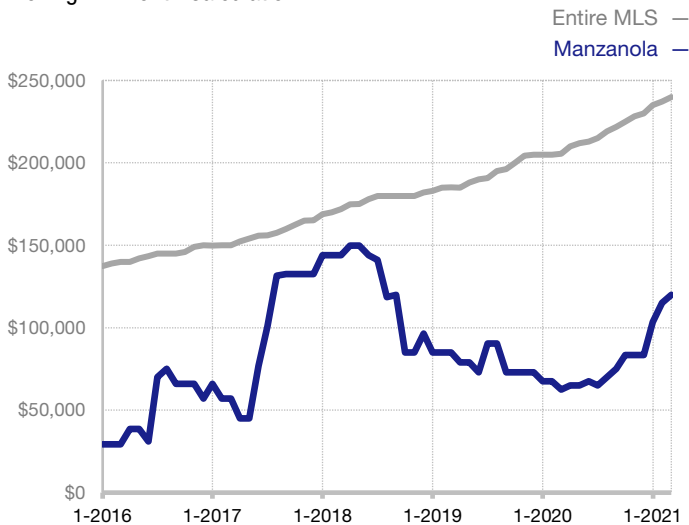
Single Family	March			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 03-2020	Thru 03-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	1	0	- 100.0%	3	1	- 66.7%
Sold Listings	0	2	--	3	4	+ 33.3%
Median Sales Price*	\$0	\$329,000	--	\$60,000	\$169,000	+ 181.7%
Average Sales Price*	\$0	\$329,000	--	\$77,300	\$233,250	+ 201.7%
Percent of List Price Received*	0.0%	96.4%	--	93.9%	93.2%	- 0.7%
Days on Market Until Sale	0	199	--	66	155	+ 134.8%
Inventory of Homes for Sale	3	1	- 66.7%	--	--	--
Months Supply of Inventory	1.9	0.8	- 57.9%	--	--	--

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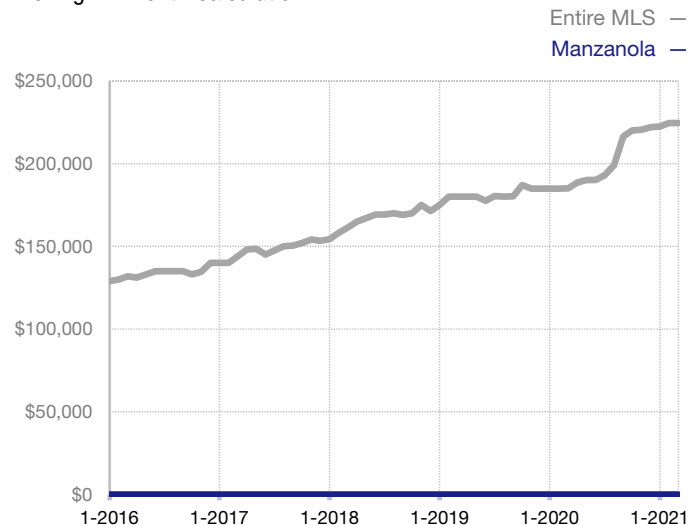
Townhouse/Condo	March			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 03-2020	Thru 03-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$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

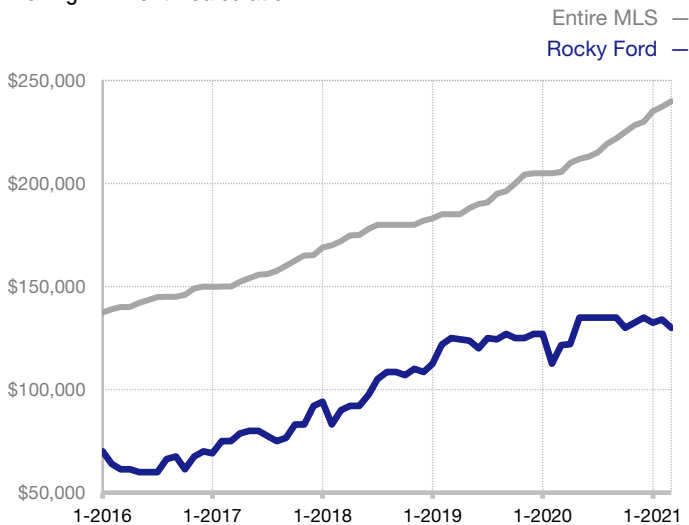
Single Family	March			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 03-2020	Thru 03-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	4	2	- 50.0%	13	10	- 23.1%
Sold Listings	1	6	+ 500.0%	9	18	+ 100.0%
Median Sales Price*	\$140,000	<b>\$83,750</b>	- 40.2%	\$111,100	<b>\$87,700</b>	- 21.1%
Average Sales Price*	\$140,000	<b>\$132,833</b>	- 5.1%	\$105,233	<b>\$127,561</b>	+ 21.2%
Percent of List Price Received*	96.6%	<b>94.2%</b>	- 2.5%	94.2%	<b>95.3%</b>	+ 1.2%
Days on Market Until Sale	71	86	+ 21.1%	119	100	- 16.0%
Inventory of Homes for Sale	17	5	- 70.6%	--	--	--
Months Supply of Inventory	4.3	1.0	- 76.7%	--	--	--

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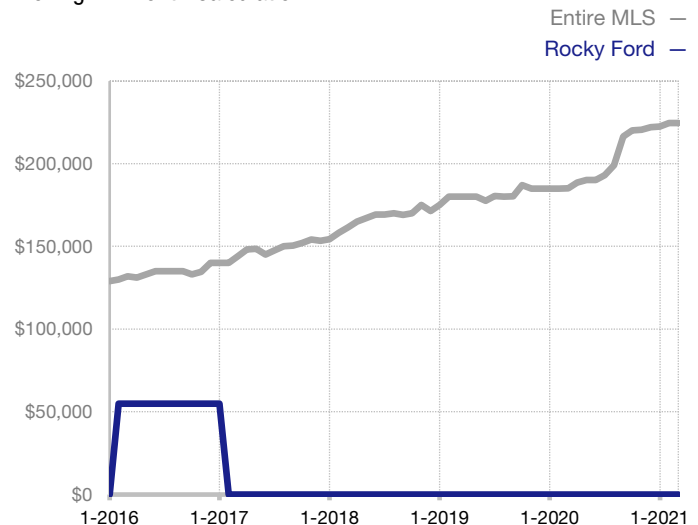
Townhouse/Condo	March			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 03-2020	Thru 03-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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





# Monthly Indicators



## March 2021

Percent changes calculated using year-over-year comparisons.

New Listings were down 4.1 percent for single family homes and 25.0 percent for townhouse-condo properties. Pending Sales increased 19.1 percent for single family homes but decreased 23.1 percent for townhouse-condo properties.

The Median Sales Price was up 17.5 percent to \$258,250 for single family homes but decreased 0.9 percent to \$219,900 for townhouse-condo properties. Days on Market decreased 17.6 percent for single family homes and 6.2 percent for townhouse-condo properties.

While many homebuilders are working to increase their activity, the cost of lumber and other materials and a backlogged supply chain continue to limit new home construction and have increased costs substantially. New methods of construction, including 3d printed homes, could speed construction and reduce costs in the future, but realistically are several years away from making a measurable impact in the market.

## Activity Snapshot

<b>- 3.1%</b>	<b>+ 16.2%</b>	<b>- 57.6%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> All Properties

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

Single Family Market Overview	<b>2</b>
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New Listings	<b>4</b>
Pending Sales	<b>5</b>
Sold Listings	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of List Price Received	<b>9</b>
Days on Market Until Sale	<b>10</b>
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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	3-2020	3-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		295	<b>283</b>	- 4.1%	794	<b>801</b>	+ 0.9%
<b>Pending Sales</b>		246	<b>293</b>	+ 19.1%	712	<b>765</b>	+ 7.4%
<b>Sold Listings</b>		246	<b>242</b>	- 1.6%	629	<b>619</b>	- 1.6%
<b>Median Sales Price</b>		\$219,700	<b>\$258,250</b>	+ 17.5%	\$205,450	<b>\$253,250</b>	+ 23.3%
<b>Avg. Sales Price</b>		\$222,677	<b>\$269,526</b>	+ 21.0%	\$215,015	<b>\$262,526</b>	+ 22.1%
<b>Pct. of List Price Received</b>		98.8%	<b>100.8%</b>	+ 2.0%	98.2%	<b>100.1%</b>	+ 1.9%
<b>Days on Market</b>		74	<b>61</b>	- 17.6%	76	<b>68</b>	- 10.5%
<b>Affordability Index</b>		167	<b>147</b>	- 12.0%	178	<b>150</b>	- 15.7%
<b>Active Listings</b>		370	<b>159</b>	- 57.0%	--	<b>--</b>	--
<b>Months Supply</b>		1.6	<b>0.6</b>	- 62.5%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

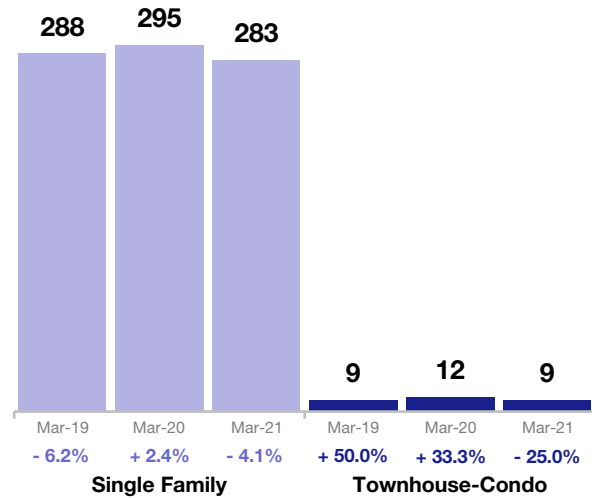


Key Metrics	Historical Sparkbars	3-2020	3-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		12	9	- 25.0%	43	28	- 34.9%
<b>Pending Sales</b>		13	10	- 23.1%	38	30	- 21.1%
<b>Sold Listings</b>		13	9	- 30.8%	32	25	- 21.9%
<b>Median Sales Price</b>		\$222,000	\$219,900	- 0.9%	\$196,750	\$212,000	+ 7.8%
<b>Avg. Sales Price</b>		\$195,602	\$207,572	+ 6.1%	\$183,016	\$195,079	+ 6.6%
<b>Pct. of List Price Received</b>		99.7%	100.0%	+ 0.3%	98.7%	98.7%	0.0%
<b>Days on Market</b>		65	61	- 6.2%	91	65	- 28.6%
<b>Affordability Index</b>		165	173	+ 4.8%	186	179	- 3.8%
<b>Active Listings</b>		14	4	- 71.4%	--	--	--
<b>Months Supply</b>		1.4	0.4	- 71.4%	--	--	--

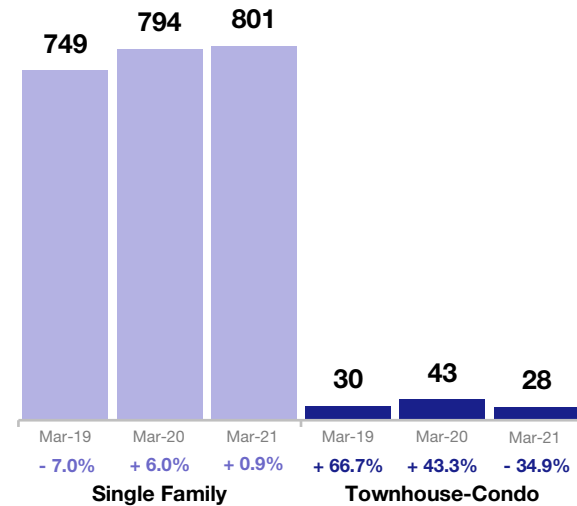
# New Listings



## March

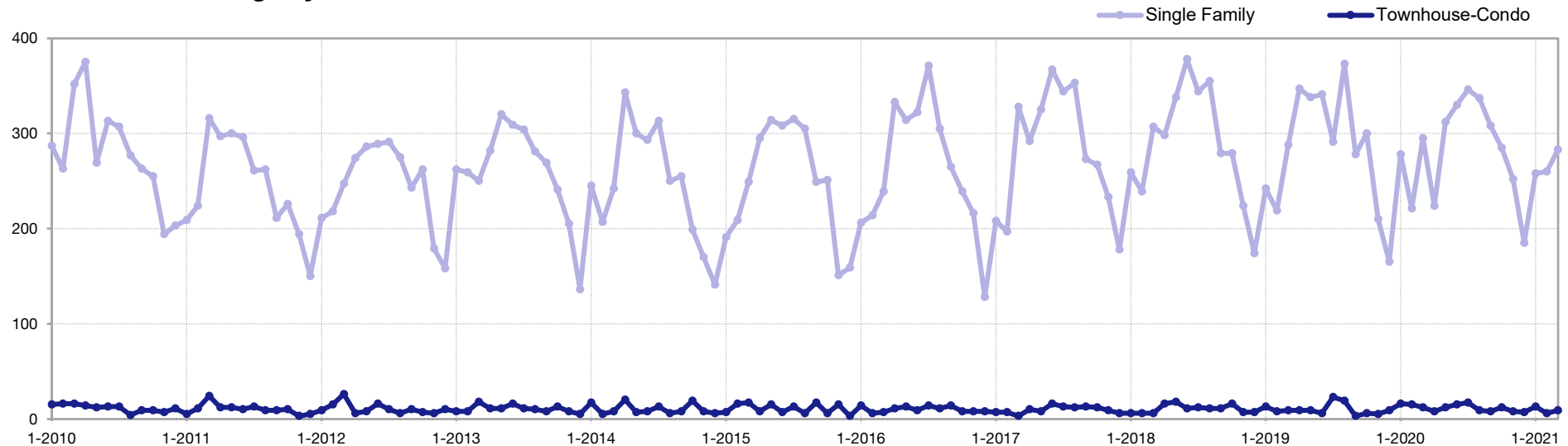


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2020	224	-35.4%	8	-11.1%
May-2020	312	-7.7%	12	+33.3%
Jun-2020	330	-3.2%	15	+150.0%
Jul-2020	346	+18.9%	17	-26.1%
Aug-2020	337	-9.7%	9	-52.6%
Sep-2020	308	+10.8%	8	+166.7%
Oct-2020	285	-5.0%	12	+100.0%
Nov-2020	252	+20.0%	8	+60.0%
Dec-2020	185	+12.1%	7	-22.2%
Jan-2021	258	-7.2%	13	-18.8%
Feb-2021	260	+17.6%	6	-60.0%
<b>Mar-2021</b>	<b>283</b>	<b>-4.1%</b>	<b>9</b>	<b>-25.0%</b>

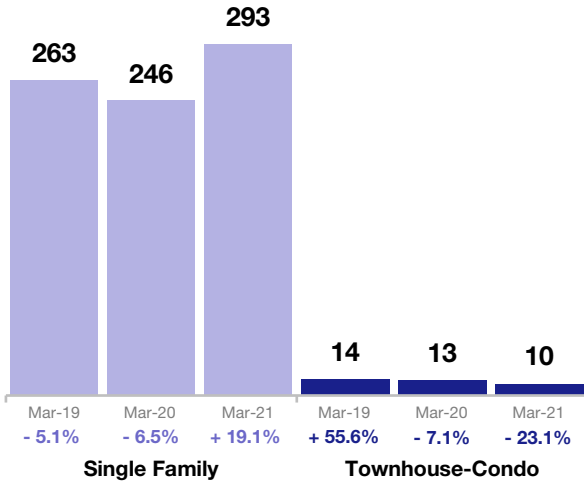
## Historical New Listings by Month



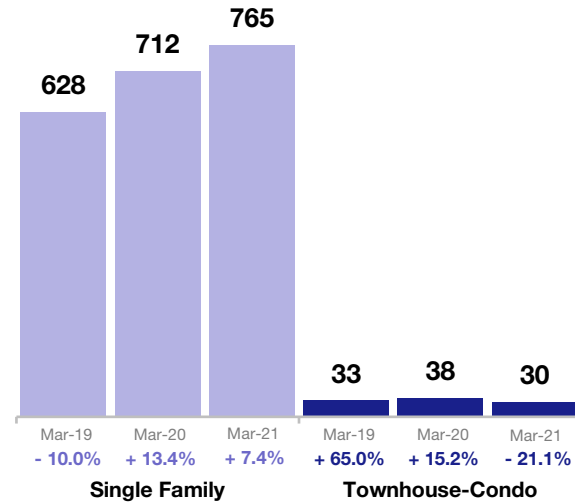
# Pending Sales



## March

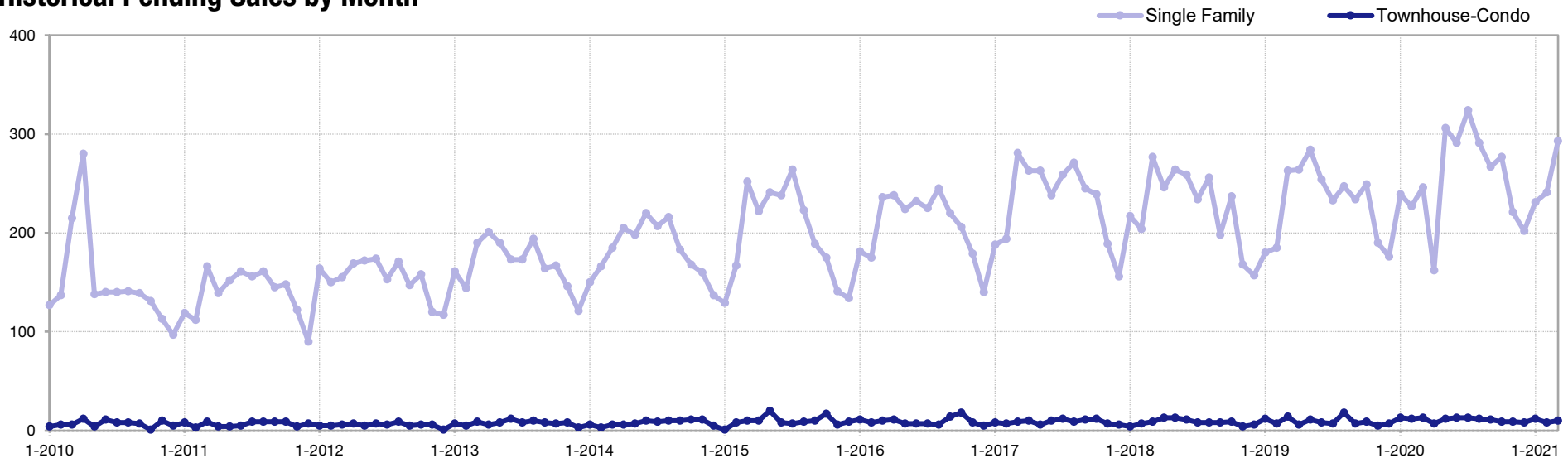


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2020	162	-38.6%	7	+16.7%
May-2020	306	+7.7%	12	+9.1%
Jun-2020	291	+14.6%	13	+62.5%
Jul-2020	324	+39.1%	13	+85.7%
Aug-2020	291	+17.8%	12	-33.3%
Sep-2020	267	+14.1%	11	+57.1%
Oct-2020	277	+11.2%	9	0.0%
Nov-2020	221	+16.3%	9	+80.0%
Dec-2020	202	+14.8%	8	+14.3%
Jan-2021	231	-3.3%	12	-7.7%
Feb-2021	241	+6.2%	8	-33.3%
<b>Mar-2021</b>	<b>293</b>	<b>+19.1%</b>	<b>10</b>	<b>-23.1%</b>

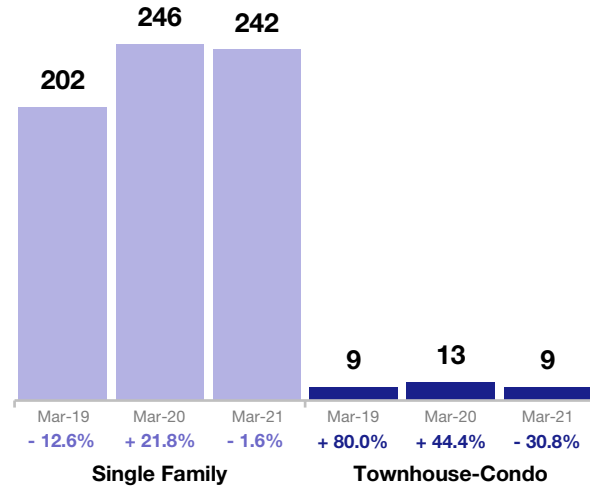
## Historical Pending Sales by Month



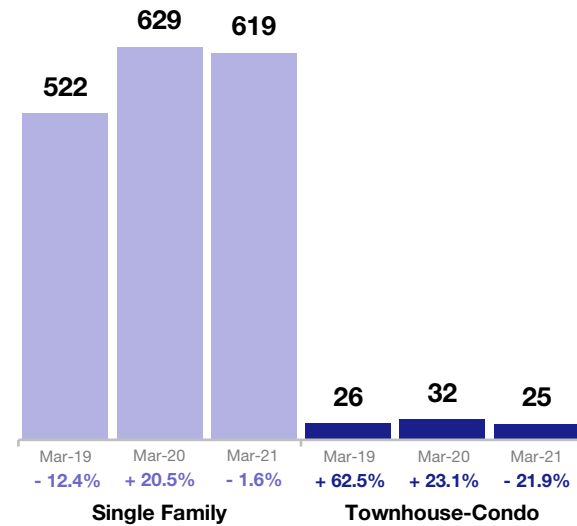
# Sold Listings



## March

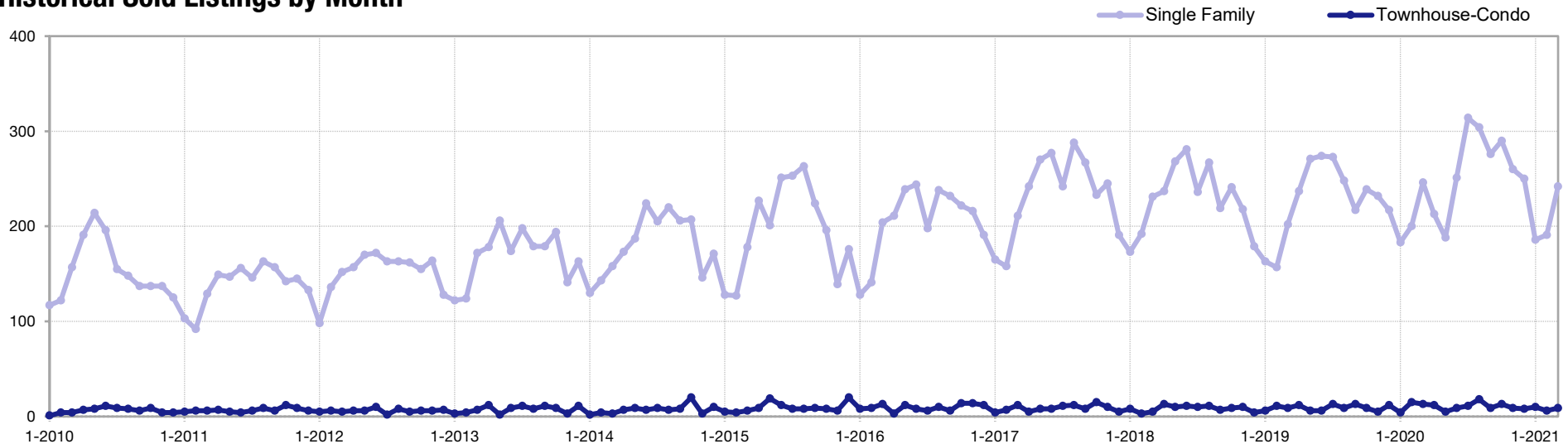


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	+15.0%	11	-15.4%
Aug-2020	304	+22.6%	18	+100.0%
Sep-2020	276	+27.2%	9	-30.8%
Oct-2020	290	+21.3%	13	+44.4%
Nov-2020	260	+12.1%	9	+80.0%
Dec-2020	250	+15.2%	8	-33.3%
Jan-2021	186	+1.6%	10	+150.0%
Feb-2021	191	-4.5%	6	-60.0%
<b>Mar-2021</b>	<b>242</b>	<b>-1.6%</b>	<b>9</b>	<b>-30.8%</b>

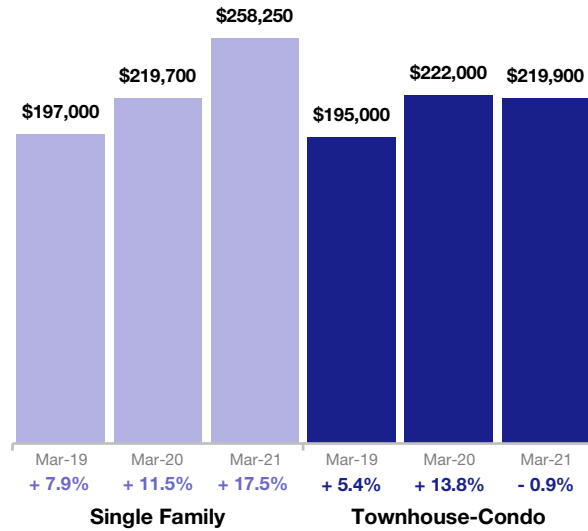
## Historical Sold Listings by Month



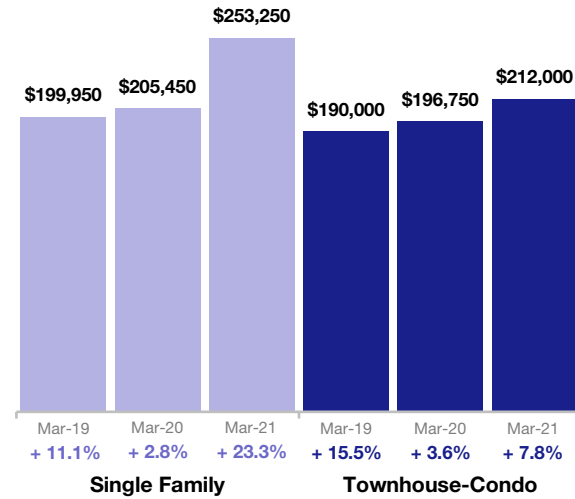
# Median Sales Price



## March

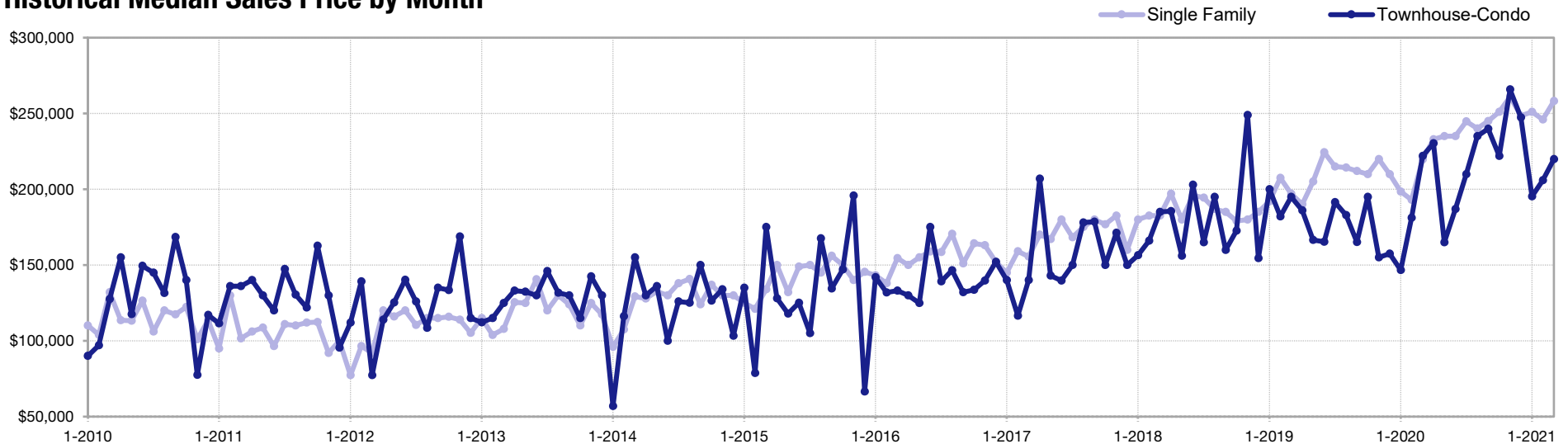


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$251,000	+19.6%	\$222,000	+13.8%
Nov-2020	\$261,000	+18.7%	\$265,803	+71.5%
Dec-2020	\$248,450	+18.4%	\$247,450	+57.1%
Jan-2021	\$251,000	+26.5%	\$195,250	+33.0%
Feb-2021	\$246,000	+27.5%	\$205,950	+13.7%
<b>Mar-2021</b>	<b>\$258,250</b>	<b>+17.5%</b>	<b>\$219,900</b>	<b>-0.9%</b>

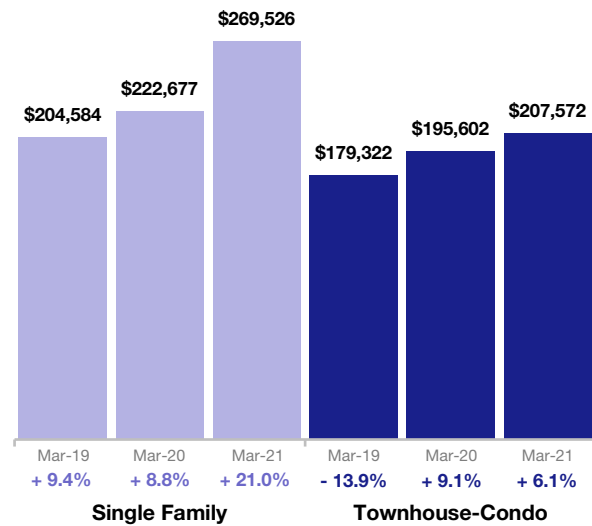
## Historical Median Sales Price by Month



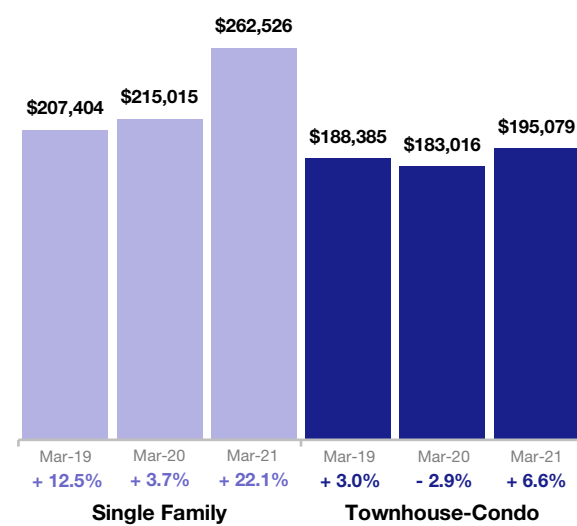
# Average Sales Price



## March

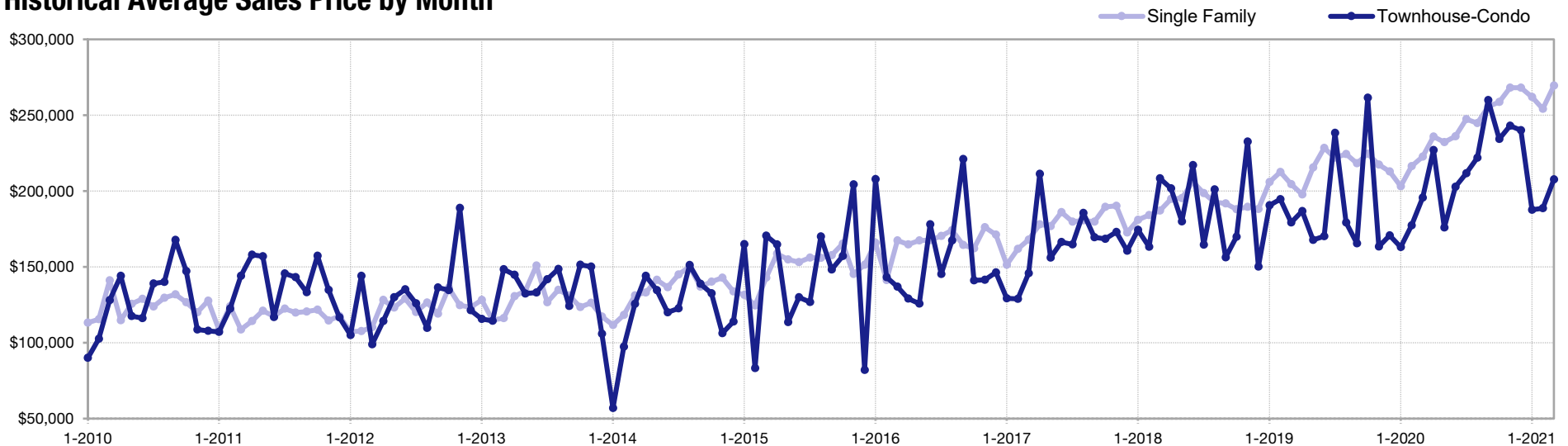


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	+11.4%	\$211,682	-11.2%
Aug-2020	\$244,803	+9.1%	\$221,931	+23.8%
Sep-2020	\$255,574	+17.1%	\$259,933	+57.1%
Oct-2020	\$258,680	+15.2%	\$234,262	-10.4%
Nov-2020	\$268,069	+23.3%	\$243,045	+48.8%
Dec-2020	\$268,108	+26.0%	\$240,084	+40.7%
Jan-2021	\$262,089	+29.0%	\$187,701	+15.1%
Feb-2021	\$254,118	+17.4%	\$188,633	+6.3%
<b>Mar-2021</b>	<b>\$269,526</b>	<b>+21.0%</b>	<b>\$207,572</b>	<b>+6.1%</b>

## Historical Average Sales Price by Month

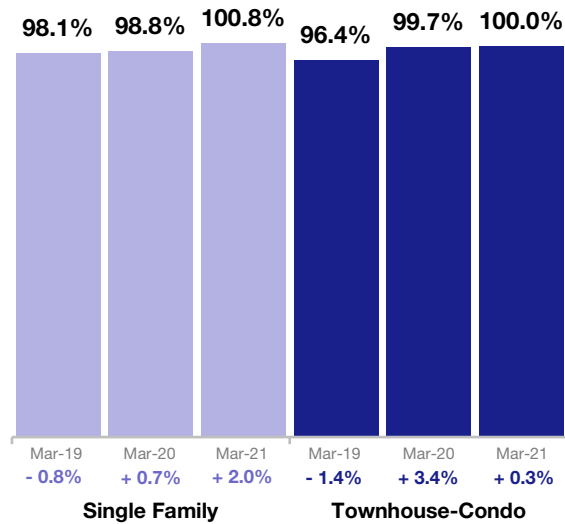




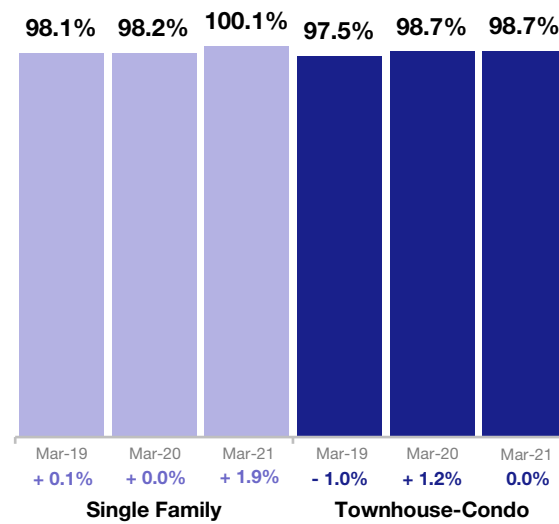
# Percent of List Price Received



## March

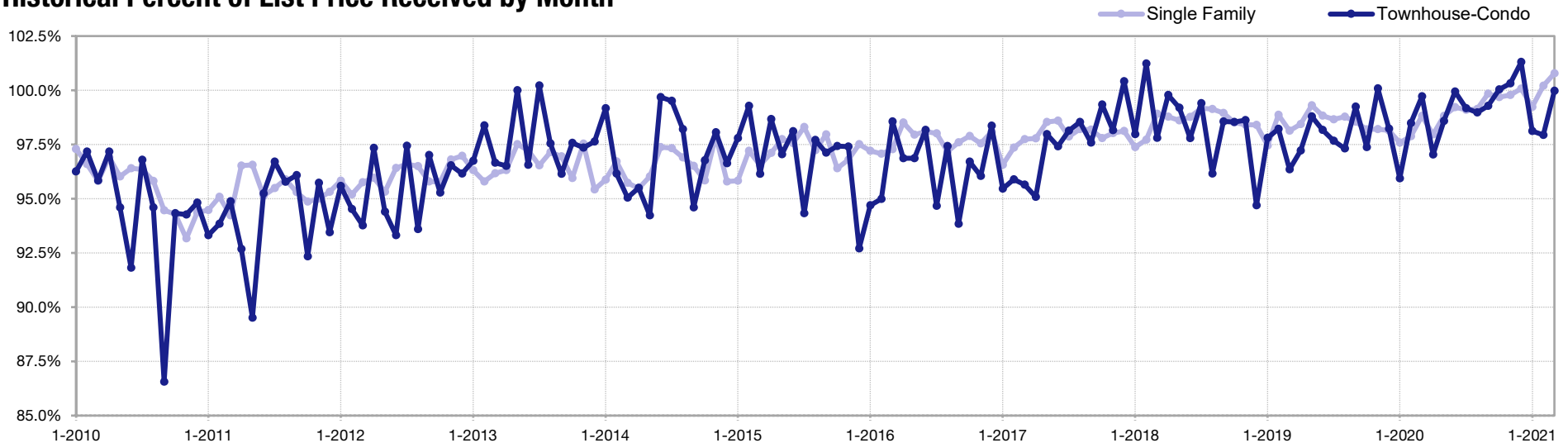


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	100.1%	+2.0%	101.3%	+3.2%
Jan-2021	99.2%	+1.6%	98.1%	+2.3%
Feb-2021	100.2%	+2.3%	97.9%	-0.6%
<b>Mar-2021</b>	<b>100.8%</b>	<b>+2.0%</b>	<b>100.0%</b>	<b>+0.3%</b>

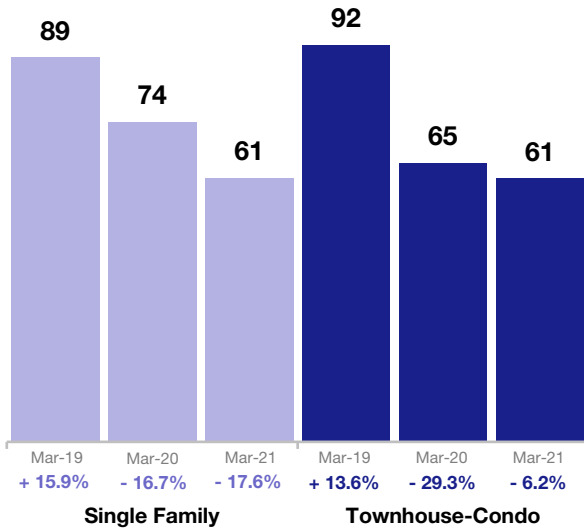
## Historical Percent of List Price Received by Month



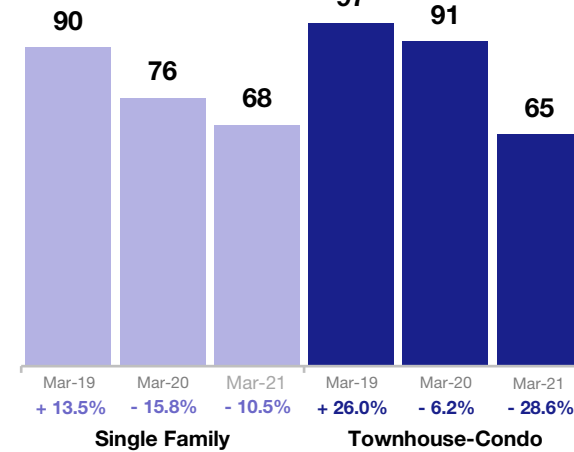
# Days on Market Until Sale



## March

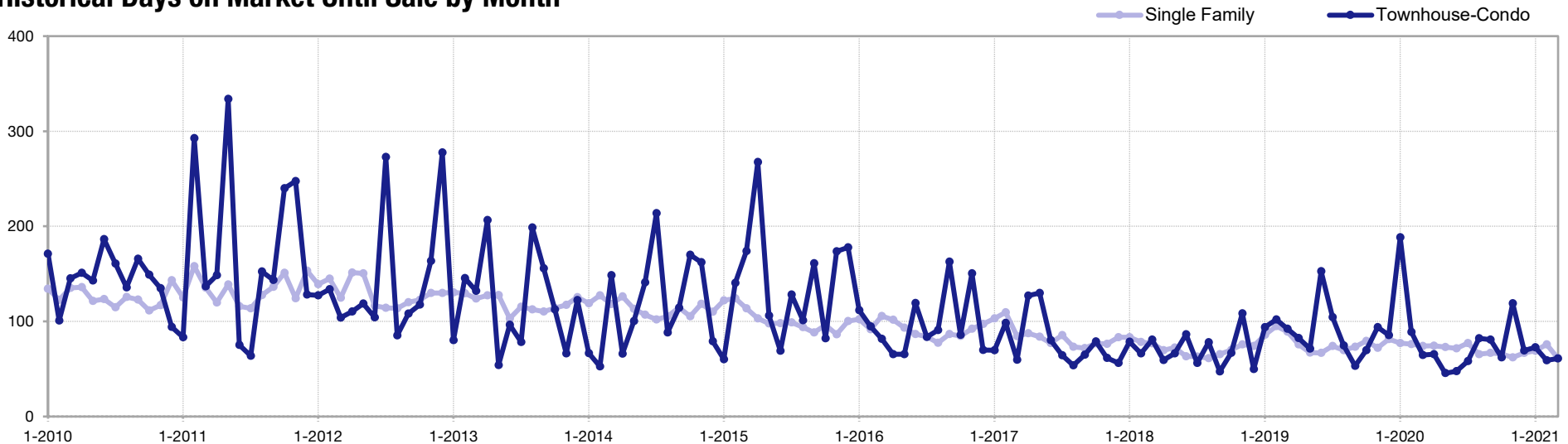


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	67	-17.3%	69	-19.8%
Jan-2021	69	-10.4%	73	-61.4%
Feb-2021	76	0.0%	59	-33.7%
<b>Mar-2021</b>	<b>61</b>	<b>-17.6%</b>	<b>61</b>	<b>-6.2%</b>

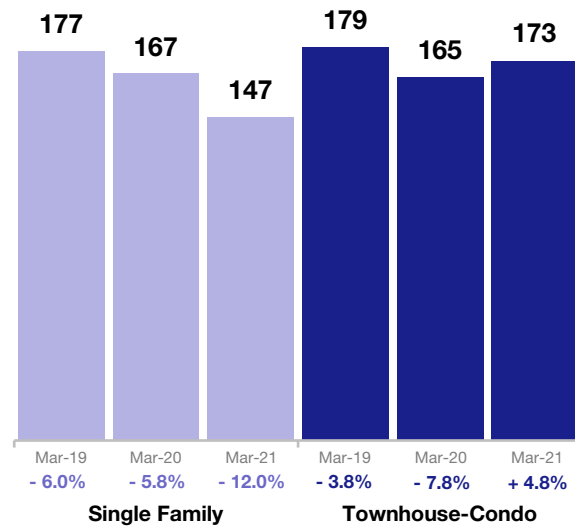
## Historical Days on Market Until Sale by Month



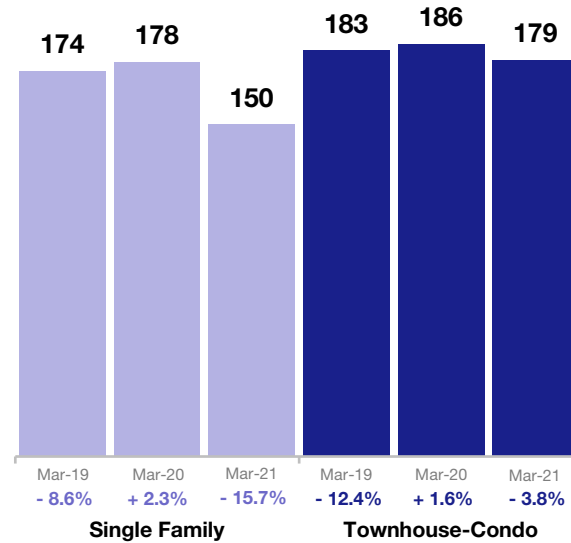
# Housing Affordability Index



## March

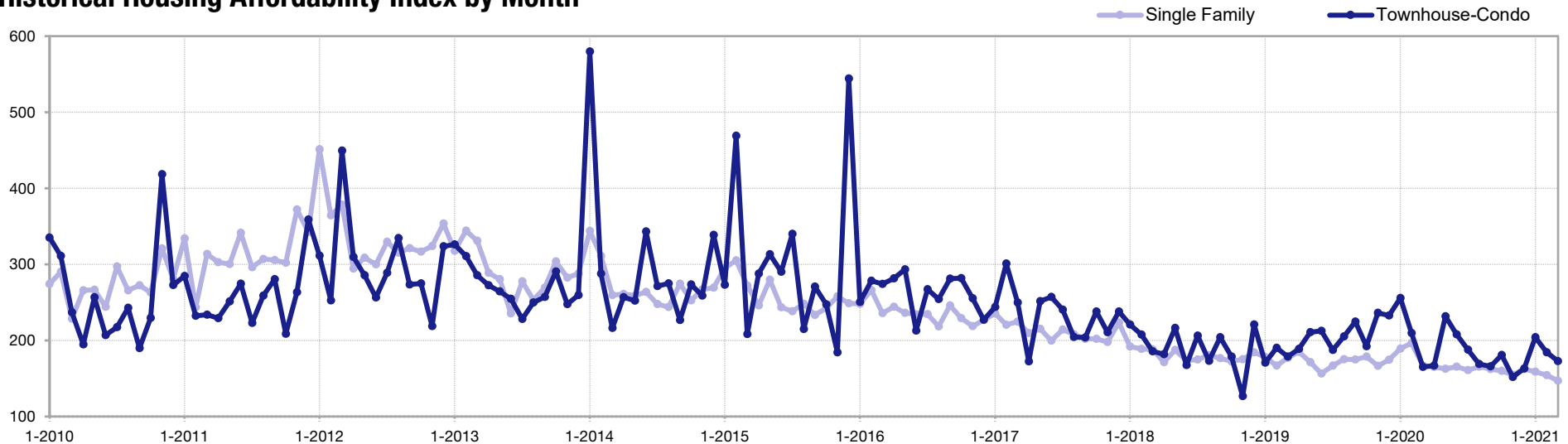


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	160	-10.6%	181	-5.7%
Nov-2020	155	-7.2%	152	-35.6%
Dec-2020	162	-7.4%	163	-30.0%
Jan-2021	159	-15.9%	204	-20.3%
Feb-2021	154	-21.8%	184	-12.4%
<b>Mar-2021</b>	<b>147</b>	<b>-12.0%</b>	<b>173</b>	<b>+4.8%</b>

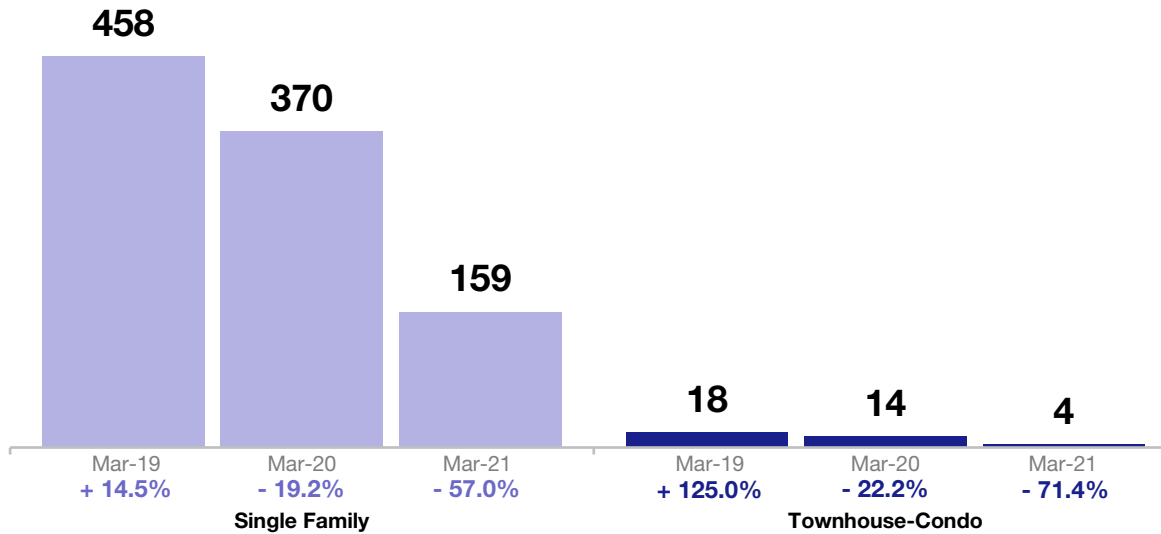
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

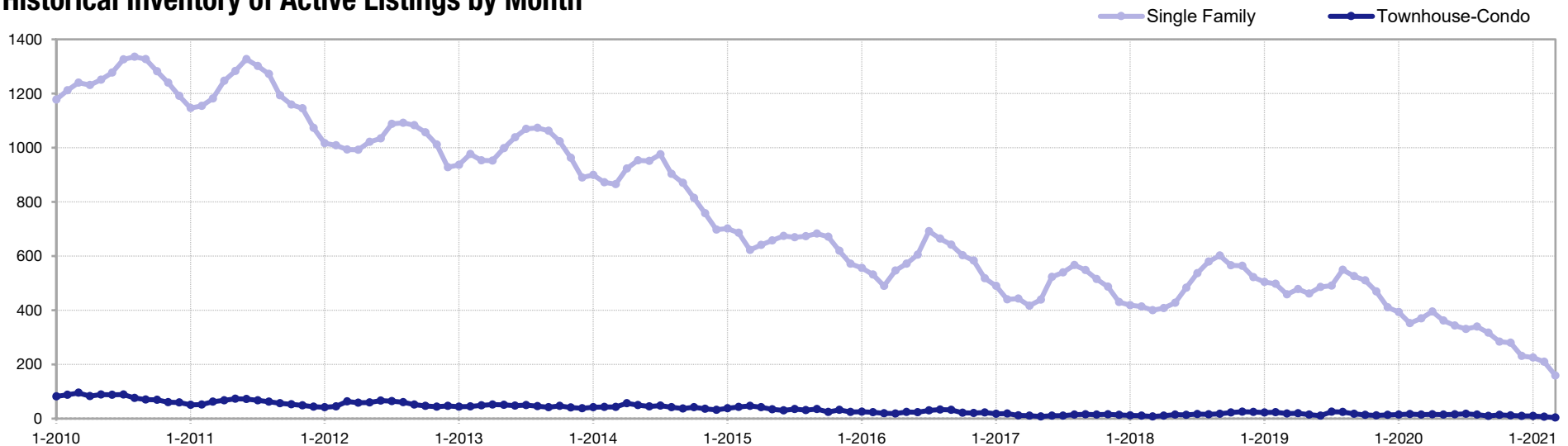


## March



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2020	395	-17.4%	15	-21.1%
May-2020	362	-21.5%	14	0.0%
Jun-2020	343	-29.4%	15	+36.4%
Jul-2020	331	-32.6%	17	-32.0%
Aug-2020	339	-38.3%	14	-41.7%
Sep-2020	317	-39.7%	10	-41.2%
Oct-2020	284	-44.3%	13	0.0%
Nov-2020	280	-40.3%	12	0.0%
Dec-2020	231	-43.8%	10	-23.1%
Jan-2021	225	-42.7%	10	-28.6%
Feb-2021	210	-40.3%	7	-56.3%
<b>Mar-2021</b>	<b>159</b>	<b>-57.0%</b>	<b>4</b>	<b>-71.4%</b>

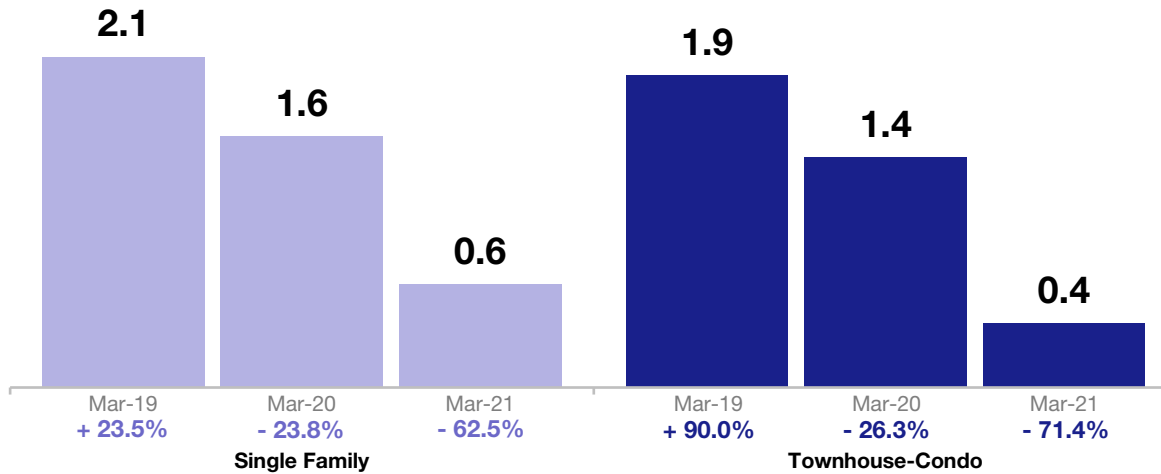
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

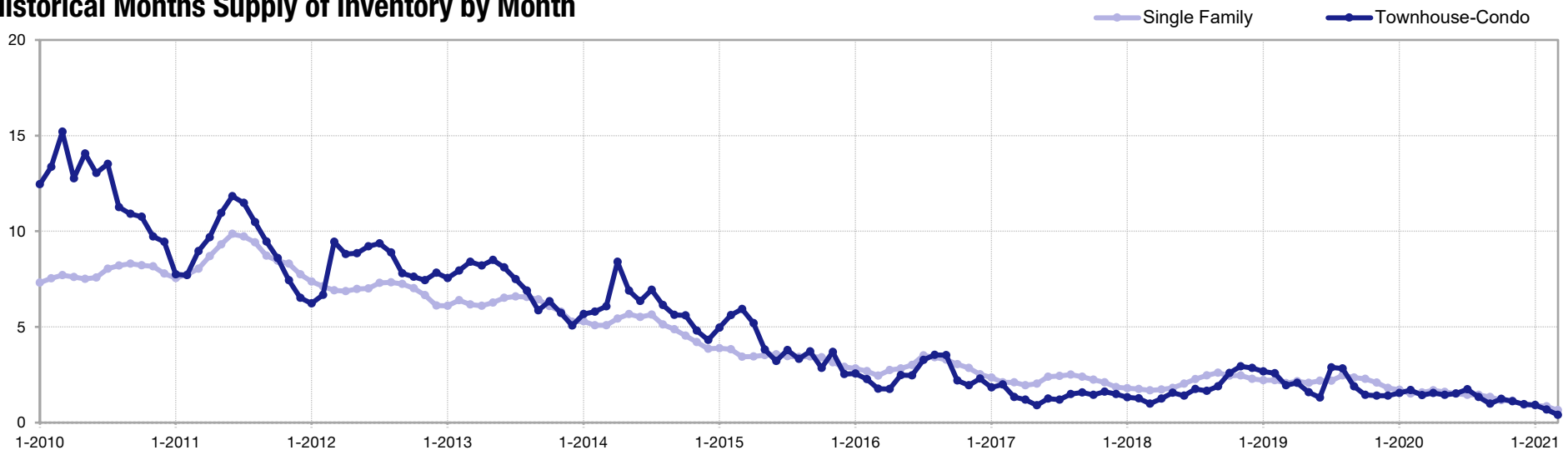


## March



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2020	1.7	-19.0%	1.5	-28.6%
May-2020	1.6	-23.8%	1.4	-12.5%
Jun-2020	1.5	-31.8%	1.5	+15.4%
Jul-2020	1.4	-36.4%	1.7	-41.4%
Aug-2020	1.5	-40.0%	1.3	-53.6%
Sep-2020	1.3	-45.8%	1.0	-47.4%
Oct-2020	1.2	-47.8%	1.2	-14.3%
Nov-2020	1.1	-47.6%	1.1	-21.4%
Dec-2020	0.9	-50.0%	1.0	-28.6%
Jan-2021	0.9	-47.1%	0.9	-40.0%
Feb-2021	0.8	-46.7%	0.7	-58.8%
<b>Mar-2021</b>	<b>0.6</b>	<b>-62.5%</b>	<b>0.4</b>	<b>-71.4%</b>

## 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.



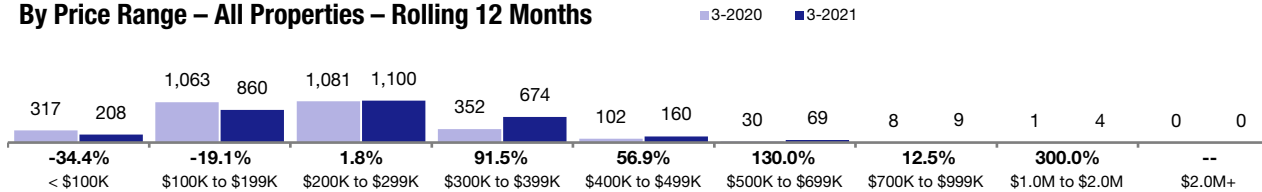
Key Metrics	Historical Sparkbars	3-2020	3-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		307	<b>292</b>	- 4.9%	837	<b>829</b>	- 1.0%
<b>Pending Sales</b>		259	<b>303</b>	+ 17.0%	750	<b>795</b>	+ 6.0%
<b>Sold Listings</b>		259	<b>251</b>	- 3.1%	661	<b>644</b>	- 2.6%
<b>Median Sales Price</b>		\$219,900	<b>\$255,450</b>	+ 16.2%	\$205,000	<b>\$250,000</b>	+ 22.0%
<b>Avg. Sales Price</b>		\$221,318	<b>\$267,296</b>	+ 20.8%	\$213,463	<b>\$259,904</b>	+ 21.8%
<b>Pct. of List Price Received</b>		98.9%	<b>100.8%</b>	+ 1.9%	98.2%	<b>100.1%</b>	+ 1.9%
<b>Days on Market</b>		74	<b>61</b>	- 17.6%	76	<b>68</b>	- 10.5%
<b>Affordability Index</b>		167	<b>149</b>	- 10.8%	179	<b>152</b>	- 15.1%
<b>Active Listings</b>		384	<b>163</b>	- 57.6%	--	<b>--</b>	--
<b>Months Supply</b>		1.6	<b>0.6</b>	- 62.5%	--	<b>--</b>	--

# Sold Listings

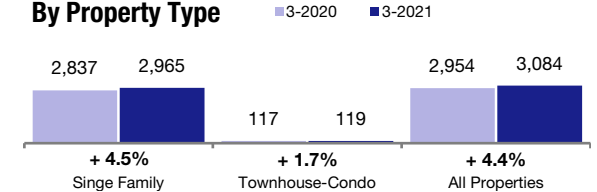
Actual sales that have closed in a given month.



## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	3-2020	3-2021	Change	3-2020	3-2021	Change
\$99,999 and Below	304	206	- 32.2%	13	2	- 84.6%
\$100,000 to \$199,999	1,006	815	- 19.0%	57	45	- 21.1%
\$200,000 to \$299,999	1,041	1,042	+ 0.1%	40	58	+ 45.0%
\$300,000 to \$399,999	348	661	+ 89.9%	4	13	+ 225.0%
\$400,000 to \$499,999	101	159	+ 57.4%	1	1	0.0%
\$500,000 to \$699,999	28	69	+ 146.4%	2	0	- 100.0%
\$700,000 to \$999,999	8	9	+ 12.5%	0	0	--
\$1,000,000 to \$1,999,999	1	4	+ 300.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>2,837</b>	<b>2,965</b>	<b>+ 4.5%</b>	<b>117</b>	<b>119</b>	<b>+ 1.7%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	2-2021	3-2021	Change	2-2021	3-2021	Change
\$99,999 and Below	12	13	+ 8.3%	0	0	--
\$100,000 to \$199,999	52	61	+ 17.3%	3	4	+ 33.3%
\$200,000 to \$299,999	64	70	+ 9.4%	3	5	+ 66.7%
\$300,000 to \$399,999	48	71	+ 47.9%	0	0	--
\$400,000 to \$499,999	9	18	+ 100.0%	0	0	--
\$500,000 to \$699,999	6	9	+ 50.0%	0	0	--
\$700,000 to \$999,999	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>191</b>	<b>242</b>	<b>+ 26.7%</b>	<b>6</b>	<b>9</b>	<b>+ 50.0%</b>

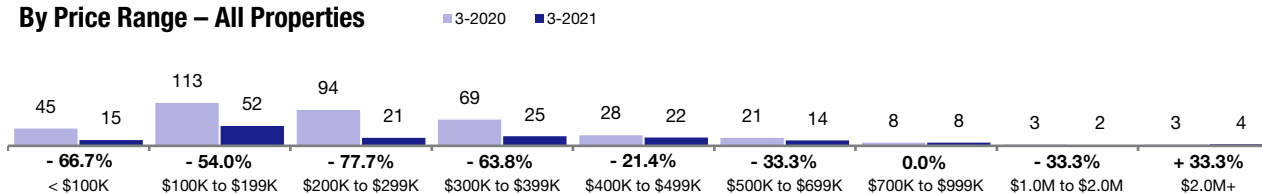
### Year to Date

By Price Range	Single Family			Condo		
	3-2020	3-2021	Change	3-2020	3-2021	Change
\$99,999 and Below	68	39	- 42.6%	5	2	- 60.0%
\$100,000 to \$199,999	239	163	- 31.8%	11	10	- 9.1%
\$200,000 to \$299,999	218	193	- 11.5%	16	13	- 18.8%
\$300,000 to \$399,999	76	159	+ 109.2%	0	0	--
\$400,000 to \$499,999	22	43	+ 95.5%	0	0	--
\$500,000 to \$699,999	5	21	+ 320.0%	0	0	--
\$700,000 to \$999,999	0	1	--	0	0	--
\$1,000,000 to \$1,999,999	1	0	- 100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>629</b>	<b>619</b>	<b>- 1.6%</b>	<b>32</b>	<b>25</b>	<b>- 21.9%</b>

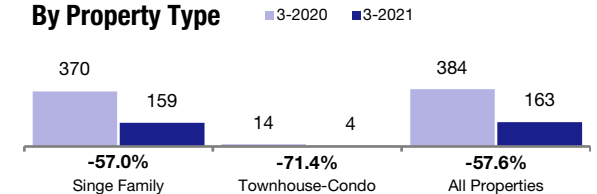
# Inventory of Active Listings

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		
	3-2020	3-2021	Change	3-2020	3-2021	Change
\$99,999 and Below	45	15	- 66.7%	0	0	--
\$100,000 to \$199,999	107	51	- 52.3%	6	1	- 83.3%
\$200,000 to \$299,999	90	20	- 77.8%	4	1	- 75.0%
\$300,000 to \$399,999	66	25	- 62.1%	3	0	- 100.0%
\$400,000 to \$499,999	27	21	- 22.2%	1	1	0.0%
\$500,000 to \$699,999	21	14	- 33.3%	0	0	--
\$700,000 to \$999,999	8	7	- 12.5%	0	1	--
\$1,000,000 to \$1,999,999	3	2	- 33.3%	0	0	--
\$2,000,000 and Above	3	4	+ 33.3%	0	0	--
<b>All Price Ranges</b>	<b>370</b>	<b>159</b>	<b>- 57.0%</b>	<b>14</b>	<b>4</b>	<b>- 71.4%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	2-2021	3-2021	Change	2-2021	3-2021	Change
\$99,999 and Below	17	15	- 11.8%	0	0	--
\$100,000 to \$199,999	62	51	- 17.7%	3	1	- 66.7%
\$200,000 to \$299,999	30	20	- 33.3%	2	1	- 50.0%
\$300,000 to \$399,999	40	25	- 37.5%	1	0	- 100.0%
\$400,000 to \$499,999	29	21	- 27.6%	0	1	--
\$500,000 to \$699,999	18	14	- 22.2%	0	0	--
\$700,000 to \$999,999	9	7	- 22.2%	1	1	0.0%
\$1,000,000 to \$1,999,999	1	2	+ 100.0%	0	0	--
\$2,000,000 and Above	4	4	0.0%	0	0	--
<b>All Price Ranges</b>	<b>210</b>	<b>159</b>	<b>- 24.3%</b>	<b>7</b>	<b>4</b>	<b>- 42.9%</b>

### Year to Date

By Price Range	Single Family			Condo		
	3-2020	3-2021	Change	3-2020	3-2021	Change
\$99,999 and Below	17	15	- 11.8%	0	0	--
\$100,000 to \$199,999	62	51	- 17.7%	3	1	- 66.7%
\$200,000 to \$299,999	30	20	- 33.3%	2	1	- 50.0%
\$300,000 to \$399,999	40	25	- 37.5%	1	0	- 100.0%
\$400,000 to \$499,999	29	21	- 27.6%	0	1	--
\$500,000 to \$699,999	18	14	- 22.2%	0	0	--
\$700,000 to \$999,999	9	7	- 22.2%	1	1	0.0%
\$1,000,000 to \$1,999,999	1	2	+ 100.0%	0	0	--
\$2,000,000 and Above	4	4	0.0%	0	0	--
<b>All Price Ranges</b>	<b>210</b>	<b>159</b>	<b>- 24.3%</b>	<b>7</b>	<b>4</b>	<b>- 42.9%</b>

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®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	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.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	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.
<b>Inventory of Active Listings</b>	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.
<b>Months Supply of Inventory</b>	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.