

# Local Market Update for November 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Pueblo County

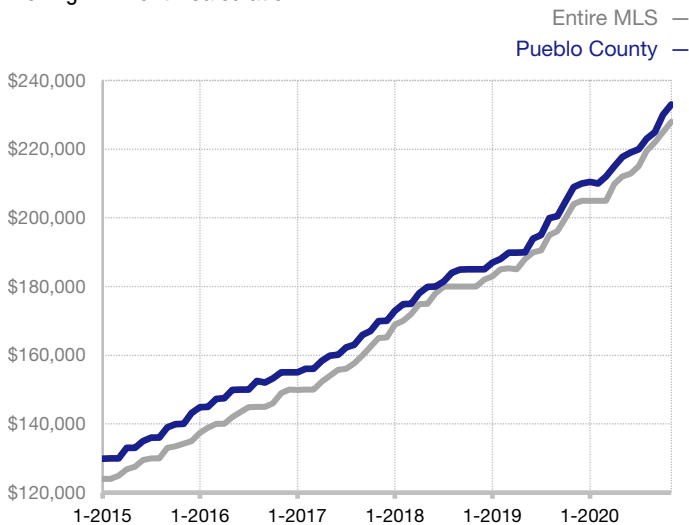
Single Family Key Metrics	November			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 11-2019	Thru 11-2020	Percent Change from Previous Year
New Listings	206	<b>245</b>	+ 18.9%	3,160	<b>3,149</b>	- 0.3%
Sold Listings	221	<b>238</b>	+ 7.7%	2,456	<b>2,670</b>	+ 8.7%
Median Sales Price*	\$219,900	<b>\$255,000</b>	+ 16.0%	\$210,000	<b>\$235,000</b>	+ 11.9%
Average Sales Price*	\$216,470	<b>\$263,540</b>	+ 21.7%	\$216,566	<b>\$239,597</b>	+ 10.6%
Percent of List Price Received*	98.2%	<b>99.8%</b>	+ 1.6%	98.6%	<b>99.0%</b>	+ 0.4%
Days on Market Until Sale	73	<b>62</b>	- 15.1%	75	<b>71</b>	- 5.3%
Inventory of Homes for Sale	454	<b>203</b>	- 55.3%	--	--	--
Months Supply of Inventory	2.1	<b>0.8</b>	- 61.9%	--	--	--

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

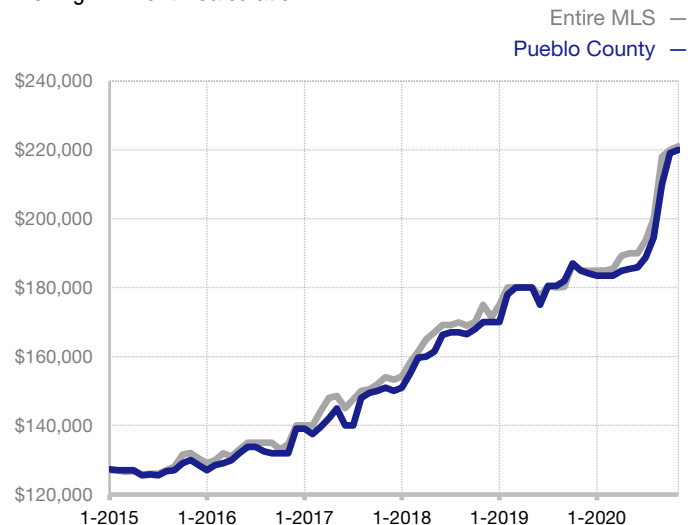
Townhouse/Condo Key Metrics	November			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 11-2019	Thru 11-2020	Percent Change from Previous Year
New Listings	5	<b>8</b>	+ 60.0%	107	<b>130</b>	+ 21.5%
Sold Listings	5	<b>8</b>	+ 60.0%	95	<b>114</b>	+ 20.0%
Median Sales Price*	\$155,000	<b>\$266,152</b>	+ 71.7%	\$185,900	<b>\$221,500</b>	+ 19.2%
Average Sales Price*	\$163,360	<b>\$247,175</b>	+ 51.3%	\$193,479	<b>\$214,740</b>	+ 11.0%
Percent of List Price Received*	100.1%	<b>100.4%</b>	+ 0.3%	98.0%	<b>99.1%</b>	+ 1.1%
Days on Market Until Sale	94	<b>125</b>	+ 33.0%	88	<b>78</b>	- 11.4%
Inventory of Homes for Sale	12	<b>13</b>	+ 8.3%	--	--	--
Months Supply of Inventory	1.5	<b>1.2</b>	- 20.0%	--	--	--

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

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



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



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## Arkansas Valley/Otero County

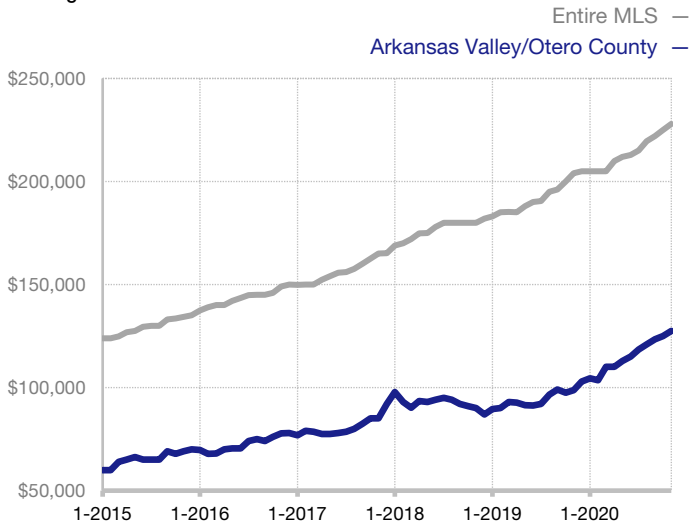
Single Family	November			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 11-2019	Thru 11-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	26	<b>32</b>	+ 23.1%	402	<b>407</b>	+ 1.2%
Sold Listings	26	<b>29</b>	+ 11.5%	322	<b>317</b>	- 1.6%
Median Sales Price*	\$95,500	<b>\$135,000</b>	+ 41.4%	\$99,500	<b>\$129,000</b>	+ 29.6%
Average Sales Price*	\$119,695	<b>\$156,657</b>	+ 30.9%	\$124,909	<b>\$146,544</b>	+ 17.3%
Percent of List Price Received*	96.3%	<b>94.8%</b>	- 1.6%	95.1%	<b>96.5%</b>	+ 1.5%
Days on Market Until Sale	100	<b>104</b>	+ 4.0%	102	<b>99</b>	- 2.9%
Inventory of Homes for Sale	106	<b>85</b>	- 19.8%	--	--	--
Months Supply of Inventory	3.7	<b>2.9</b>	- 21.6%	--	--	--

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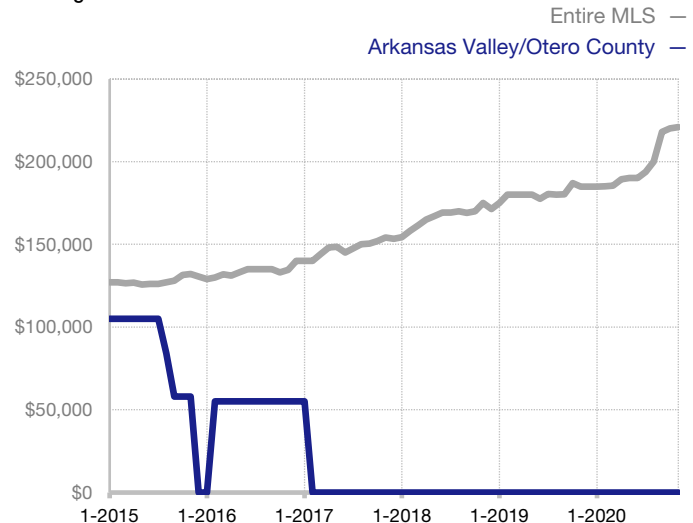
Townhouse/Condo	November			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 11-2019	Thru 11-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	<b>0</b>	--	1	<b>0</b>	- 100.0%
Sold Listings	0	<b>0</b>	--	0	<b>0</b>	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<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	<b>0</b>	--	0	<b>0</b>	--
Inventory of Homes for Sale	1	<b>0</b>	- 100.0%	--	--	--
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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## Fowler

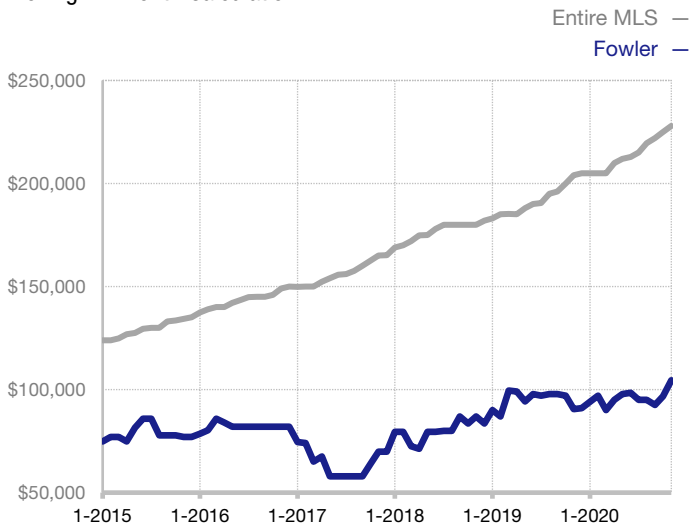
Single Family	November			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 11-2019	Thru 11-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	2	5	+ 150.0%	37	27	- 27.0%
Sold Listings	4	2	- 50.0%	36	19	- 47.2%
Median Sales Price*	\$76,113	<b>\$95,750</b>	+ 25.8%	\$94,000	<b>\$110,000</b>	+ 17.0%
Average Sales Price*	\$77,181	<b>\$95,750</b>	+ 24.1%	\$124,450	<b>\$130,605</b>	+ 4.9%
Percent of List Price Received*	98.6%	<b>97.1%</b>	- 1.5%	96.5%	<b>96.3%</b>	- 0.2%
Days on Market Until Sale	57	70	+ 22.8%	74	105	+ 41.9%
Inventory of Homes for Sale	8	5	- 37.5%	--	--	--
Months Supply of Inventory	2.3	2.8	+ 21.7%	--	--	--

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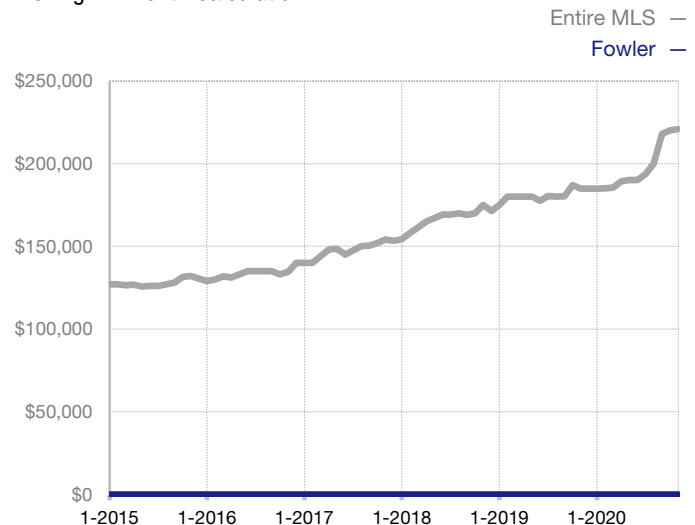
Townhouse/Condo	November			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 11-2019	Thru 11-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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



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## Huerfano County

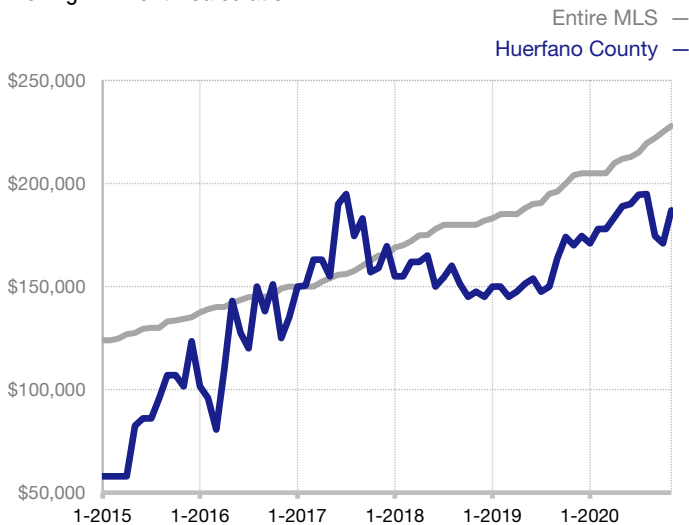
Single Family	November			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 11-2019	Thru 11-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	4	9	+ 125.0%	119	124	+ 4.2%
Sold Listings	7	12	+ 71.4%	79	80	+ 1.3%
Median Sales Price*	\$165,000	<b>\$252,500</b>	+ 53.0%	\$174,000	<b>\$187,000</b>	+ 7.5%
Average Sales Price*	\$215,629	<b>\$321,183</b>	+ 49.0%	\$214,448	<b>\$282,265</b>	+ 31.6%
Percent of List Price Received*	96.7%	<b>94.5%</b>	- 2.3%	94.1%	<b>92.9%</b>	- 1.3%
Days on Market Until Sale	99	<b>152</b>	+ 53.5%	204	<b>170</b>	- 16.7%
Inventory of Homes for Sale	65	<b>50</b>	- 23.1%	--	--	--
Months Supply of Inventory	9.8	<b>7.0</b>	- 28.6%	--	--	--

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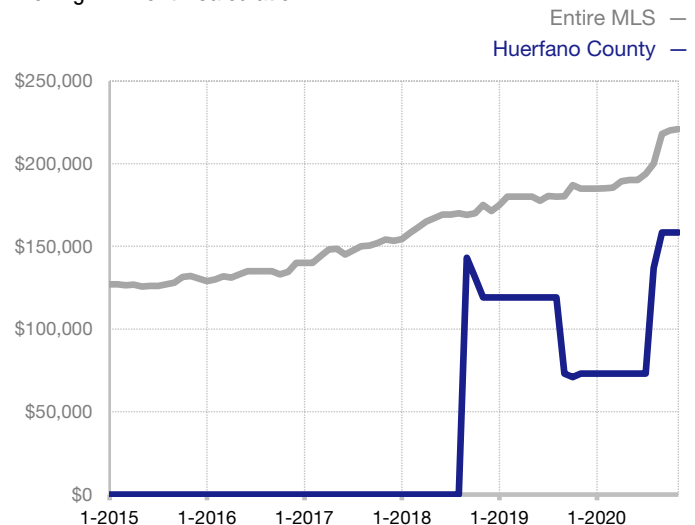
Townhouse/Condo	November			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 11-2019	Thru 11-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	1	4	+ 300.0%
Sold Listings	0	0	--	1	4	+ 300.0%
Median Sales Price*	\$0	<b>\$0</b>	--	\$73,000	<b>\$158,490</b>	+ 117.1%
Average Sales Price*	\$0	<b>\$0</b>	--	\$73,000	<b>\$160,970</b>	+ 120.5%
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	97.3%	<b>101.8%</b>	+ 4.6%
Days on Market Until Sale	0	0	--	52	<b>76</b>	+ 46.2%
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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## La Junta

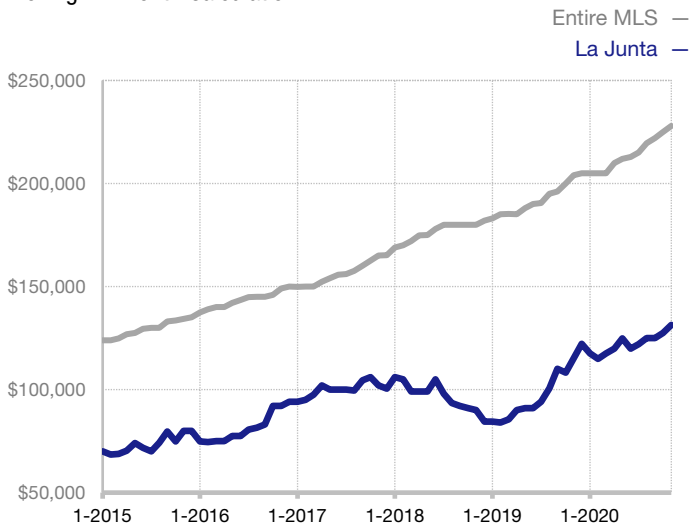
Single Family	November			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 11-2019	Thru 11-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	5	6	+ 20.0%	94	90	- 4.3%
Sold Listings	10	5	- 50.0%	83	78	- 6.0%
Median Sales Price*	\$130,450	<b>\$192,000</b>	+ 47.2%	\$117,575	<b>\$131,450</b>	+ 11.8%
Average Sales Price*	\$143,270	<b>\$173,805</b>	+ 21.3%	\$128,024	<b>\$142,701</b>	+ 11.5%
Percent of List Price Received*	99.5%	<b>94.3%</b>	- 5.2%	96.8%	<b>98.2%</b>	+ 1.4%
Days on Market Until Sale	81	<b>77</b>	- 4.9%	119	<b>107</b>	- 10.1%
Inventory of Homes for Sale	19	<b>17</b>	- 10.5%	--	--	--
Months Supply of Inventory	2.6	<b>2.3</b>	- 11.5%	--	--	--

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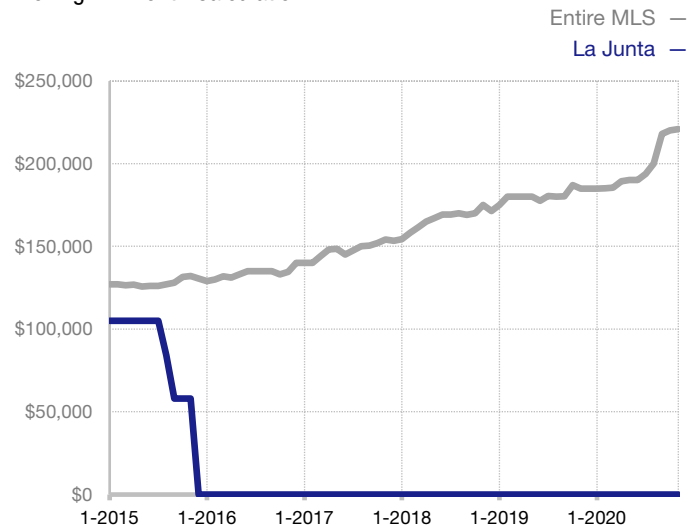
Townhouse/Condo	November			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 11-2019	Thru 11-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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



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## Lamar

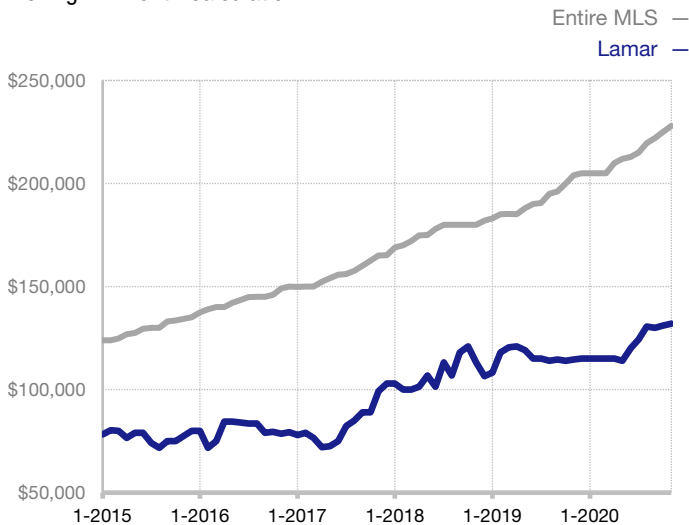
Single Family	November			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 11-2019	Thru 11-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	2	3	+ 50.0%	62	47	- 24.2%
Sold Listings	2	5	+ 150.0%	53	44	- 17.0%
Median Sales Price*	\$127,750	<b>\$135,000</b>	+ 5.7%	\$115,000	<b>\$132,000</b>	+ 14.8%
Average Sales Price*	\$127,750	<b>\$132,800</b>	+ 4.0%	\$129,490	<b>\$144,773</b>	+ 11.8%
Percent of List Price Received*	97.9%	<b>98.6%</b>	+ 0.7%	94.7%	<b>96.4%</b>	+ 1.8%
Days on Market Until Sale	98	154	+ 57.1%	97	117	+ 20.6%
Inventory of Homes for Sale	15	6	- 60.0%	--	--	--
Months Supply of Inventory	3.2	1.5	- 53.1%	--	--	--

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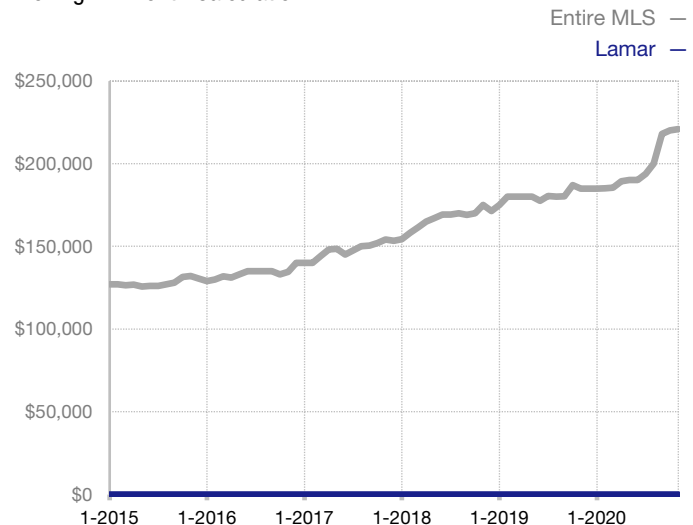
Townhouse/Condo	November			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 11-2019	Thru 11-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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



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## Las Animas

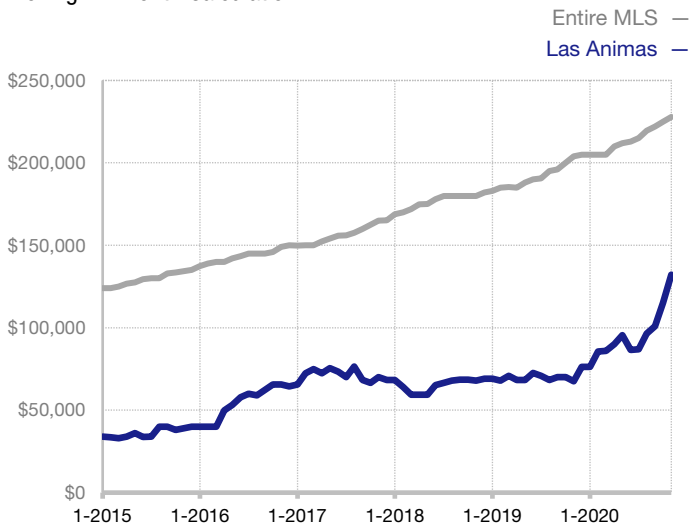
Single Family	November			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 11-2019	Thru 11-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	2	2	0.0%	36	33	- 8.3%
Sold Listings	2	3	+ 50.0%	29	27	- 6.9%
Median Sales Price*	\$80,500	<b>\$192,000</b>	+ 138.5%	\$67,500	<b>\$140,000</b>	+ 107.4%
Average Sales Price*	\$80,500	<b>\$237,500</b>	+ 195.0%	\$80,209	<b>\$155,922</b>	+ 94.4%
Percent of List Price Received*	106.6%	<b>92.8%</b>	- 12.9%	93.8%	<b>95.5%</b>	+ 1.8%
Days on Market Until Sale	78	<b>280</b>	+ 259.0%	85	<b>113</b>	+ 32.9%
Inventory of Homes for Sale	10	<b>3</b>	- 70.0%	--	--	--
Months Supply of Inventory	3.4	<b>1.2</b>	- 64.7%	--	--	--

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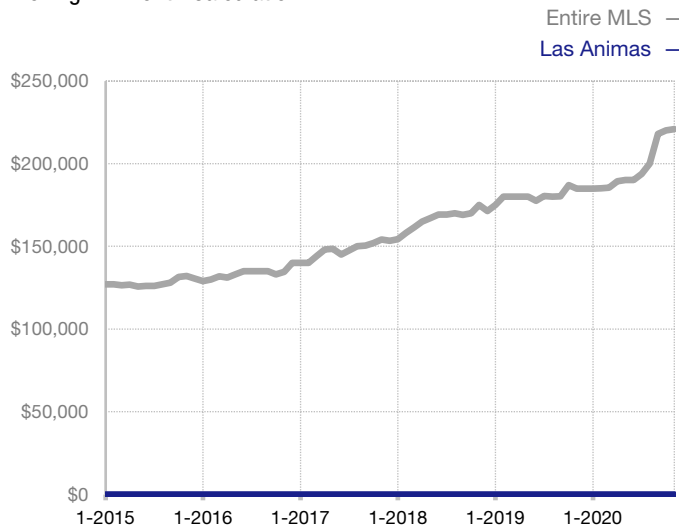
Townhouse/Condo	November			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 11-2019	Thru 11-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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



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## Manzanola

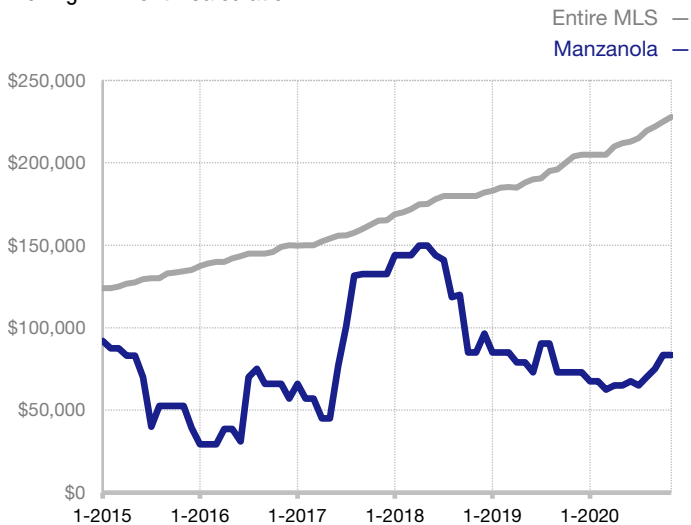
Single Family	November			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 11-2019	Thru 11-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	1	--	8	10	+ 25.0%
Sold Listings	0	0	--	11	8	- 27.3%
Median Sales Price*	\$0	\$0	--	\$73,000	\$83,392	+ 14.2%
Average Sales Price*	\$0	\$0	--	\$146,118	\$89,210	- 38.9%
Percent of List Price Received*	0.0%	0.0%	--	92.7%	94.8%	+ 2.3%
Days on Market Until Sale	0	0	--	146	89	- 39.0%
Inventory of Homes for Sale	1	3	+ 200.0%	--	--	--
Months Supply of Inventory	0.5	1.9	+ 280.0%	--	--	--

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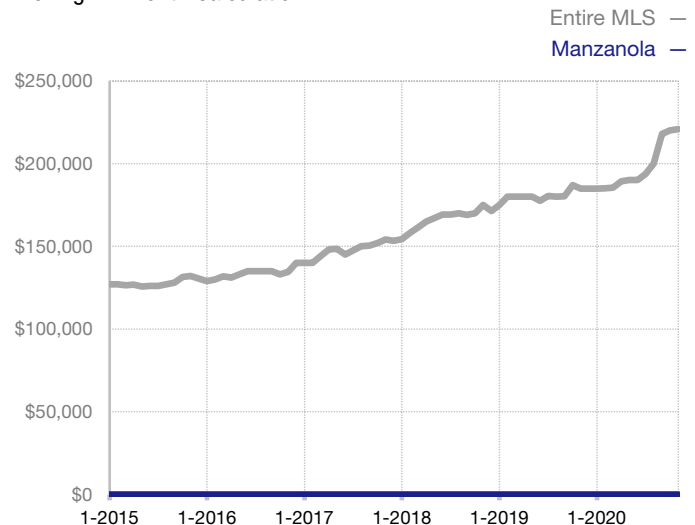
Townhouse/Condo	November			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 11-2019	Thru 11-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$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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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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





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## Rocky Ford

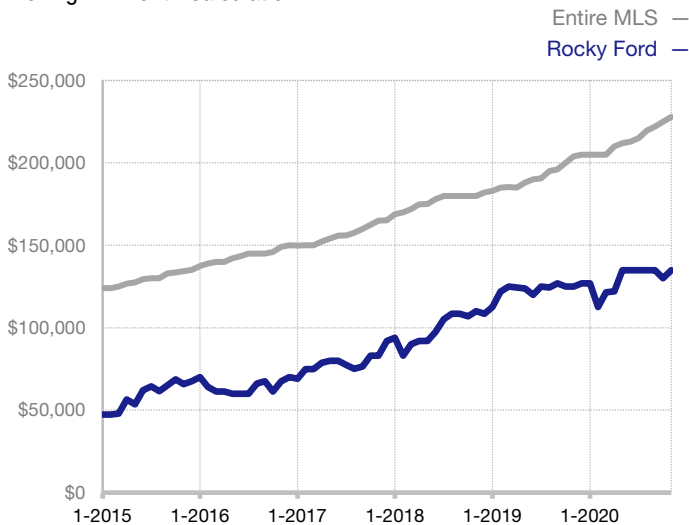
Single Family	November			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 11-2019	Thru 11-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	5	8	+ 60.0%	56	55	- 1.8%
Sold Listings	2	4	+ 100.0%	44	39	- 11.4%
Median Sales Price*	\$92,000	<b>\$123,500</b>	+ 34.2%	\$127,000	<b>\$135,000</b>	+ 6.3%
Average Sales Price*	\$92,000	<b>\$214,250</b>	+ 132.9%	\$130,544	<b>\$144,323</b>	+ 10.6%
Percent of List Price Received*	82.2%	<b>85.1%</b>	+ 3.5%	95.4%	<b>94.4%</b>	- 1.0%
Days on Market Until Sale	95	99	+ 4.2%	104	117	+ 12.5%
Inventory of Homes for Sale	18	11	- 38.9%	--	--	--
Months Supply of Inventory	4.6	3.0	- 34.8%	--	--	--

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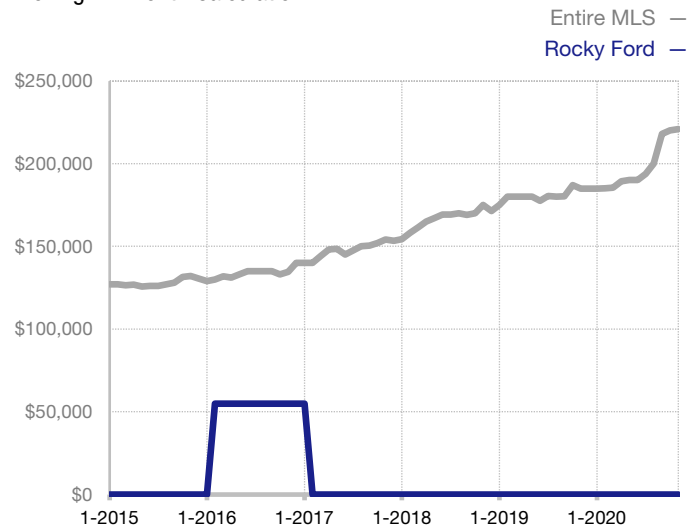
Townhouse/Condo	November			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 11-2019	Thru 11-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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	--	--	--	--

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

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



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



# Monthly Indicators



## November 2020

Percent changes calculated using year-over-year comparisons.

New Listings were up 17.1 percent for single family homes and 60.0 percent for townhouse-condo properties. Pending Sales increased 32.6 percent for single family homes and 40.0 percent for townhouse-condo properties.

The Median Sales Price was up 16.4 percent to \$256,000 for single family homes and 71.5 percent to \$265,803 for townhouse-condo properties. Days on Market decreased 13.9 percent for single family homes but increased 26.6 percent for townhouse-condo properties.

Showing activity remains higher than the same period a year ago across most of the country, suggesting that strong buyer demand is likely to continue into what is typically the slowest time of year. With inventory remaining constrained in most market segments, sellers continue to benefit from the tight market conditions.

## Activity Snapshot

<b>+ 5.5%</b>	<b>+ 17.3%</b>	<b>- 53.5%</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>
Townhouse-Condo Market Overview	<b>3</b>
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Sold Listings	<b>6</b>
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Average Sales Price	<b>8</b>
Percent of List Price Received	<b>9</b>
Days on Market Until Sale	<b>10</b>
Housing Affordability Index	<b>11</b>
Inventory of Active Listings	<b>12</b>
Months Supply of Inventory	<b>13</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	11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		210	<b>246</b>	+ 17.1%	3,227	<b>3,166</b>	- 1.9%
<b>Pending Sales</b>		190	<b>252</b>	+ 32.6%	2,583	<b>2,876</b>	+ 11.3%
<b>Sold Listings</b>		232	<b>241</b>	+ 3.9%	2,512	<b>2,697</b>	+ 7.4%
<b>Median Sales Price</b>		\$219,900	<b>\$256,000</b>	+ 16.4%	\$210,000	<b>\$235,000</b>	+ 11.9%
<b>Avg. Sales Price</b>		\$217,335	<b>\$266,907</b>	+ 22.8%	\$216,368	<b>\$240,670</b>	+ 11.2%
<b>Pct. of List Price Received</b>		98.2%	<b>99.7%</b>	+ 1.5%	98.5%	<b>99.0%</b>	+ 0.5%
<b>Days on Market</b>		72	<b>62</b>	- 13.9%	76	<b>71</b>	- 6.6%
<b>Affordability Index</b>		167	<b>158</b>	- 5.4%	174	<b>172</b>	- 1.1%
<b>Active Listings</b>		468	<b>210</b>	- 55.1%	--	<b>--</b>	--
<b>Months Supply</b>		2.1	<b>0.9</b>	- 57.1%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

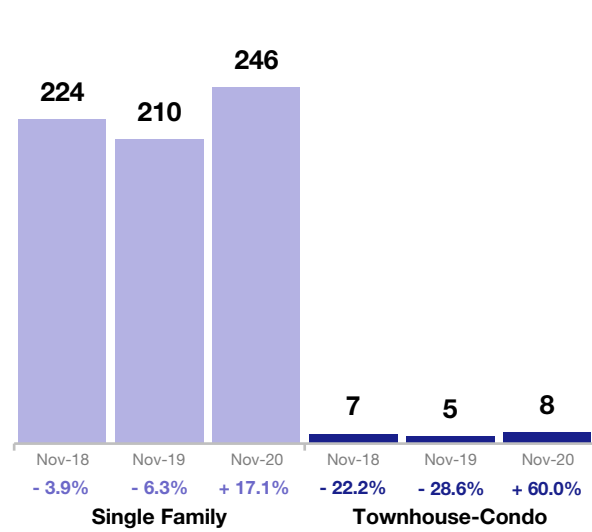


Key Metrics	Historical Sparkbars	11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		5	8	+ 60.0%	110	133	+ 20.9%
<b>Pending Sales</b>		5	7	+ 40.0%	104	122	+ 17.3%
<b>Sold Listings</b>		5	9	+ 80.0%	99	117	+ 18.2%
<b>Median Sales Price</b>		\$155,000	\$265,803	+ 71.5%	\$185,900	\$221,000	+ 18.9%
<b>Avg. Sales Price</b>		\$163,360	\$243,045	+ 48.8%	\$193,929	\$214,336	+ 10.5%
<b>Pct. of List Price Received</b>		100.1%	100.3%	+ 0.2%	97.9%	99.1%	+ 1.2%
<b>Days on Market</b>		94	119	+ 26.6%	88	77	- 12.5%
<b>Affordability Index</b>		236	152	- 35.6%	197	182	- 7.6%
<b>Active Listings</b>		12	13	+ 8.3%	--	--	--
<b>Months Supply</b>		1.4	1.2	- 14.3%	--	--	--

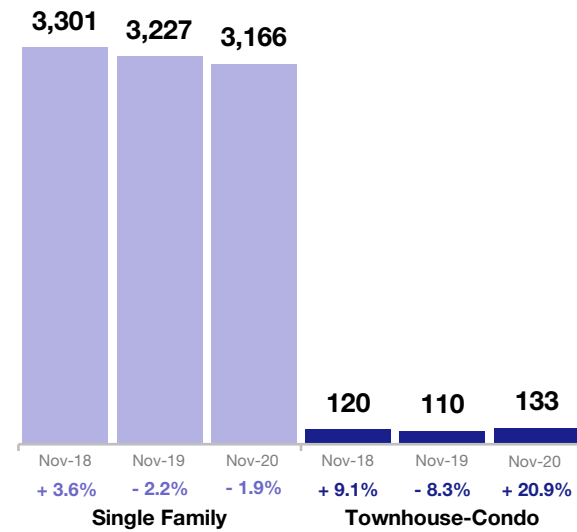
# New Listings



## November

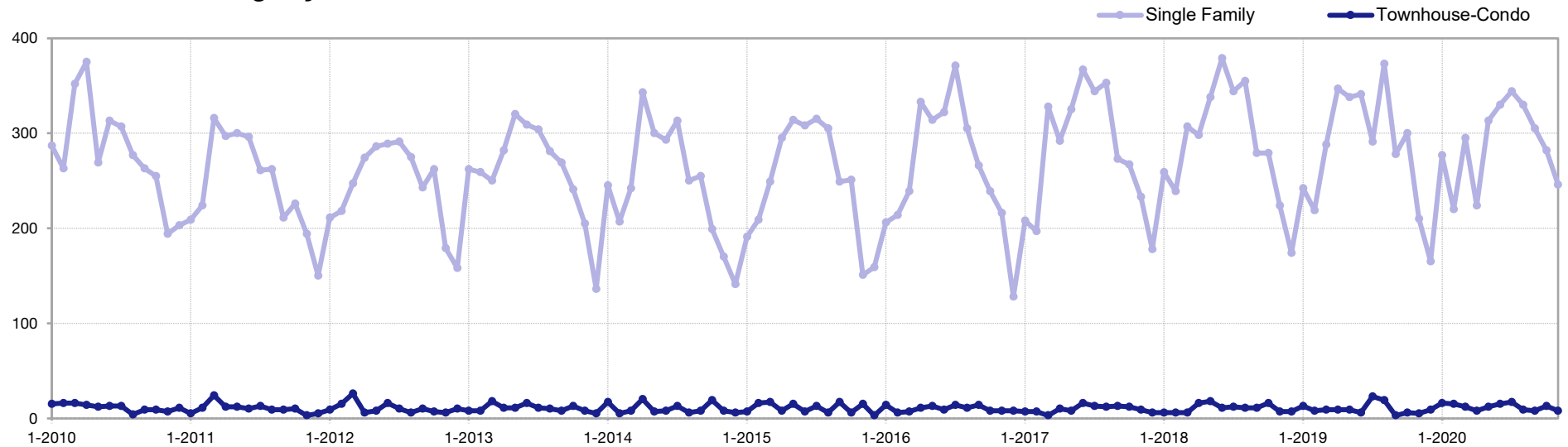


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	165	-5.2%	9	+28.6%
Jan-2020	277	+14.5%	16	+23.1%
Feb-2020	220	+0.5%	15	+87.5%
Mar-2020	295	+2.4%	12	+33.3%
Apr-2020	224	-35.4%	8	-11.1%
May-2020	313	-7.4%	12	+33.3%
Jun-2020	330	-3.2%	15	+150.0%
Jul-2020	344	+18.2%	17	-26.1%
Aug-2020	330	-11.5%	9	-52.6%
Sep-2020	305	+9.7%	8	+166.7%
Oct-2020	282	-6.0%	13	+116.7%
<b>Nov-2020</b>	<b>246</b>	<b>+17.1%</b>	<b>8</b>	<b>+60.0%</b>

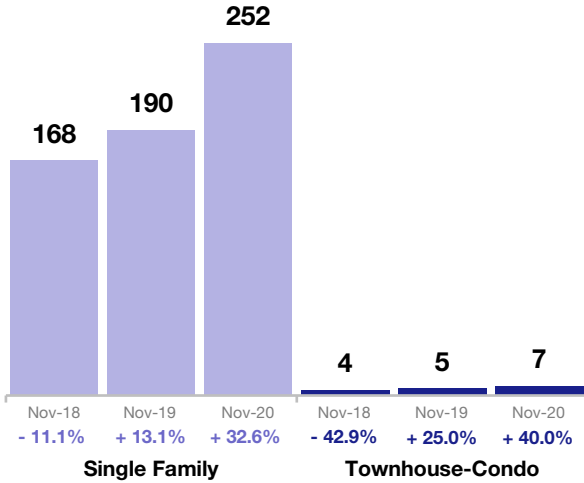
## Historical New Listings by Month



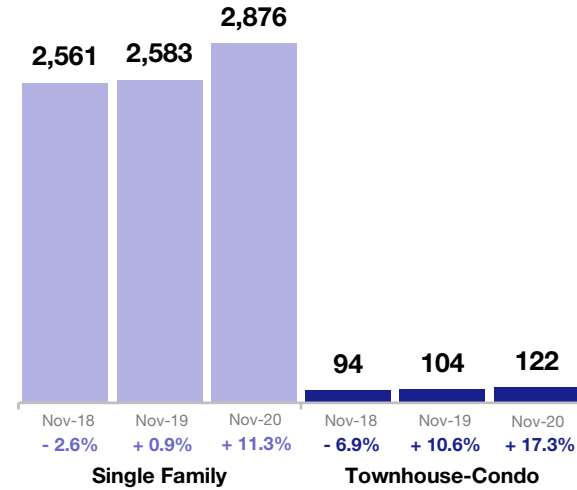
# Pending Sales



## November

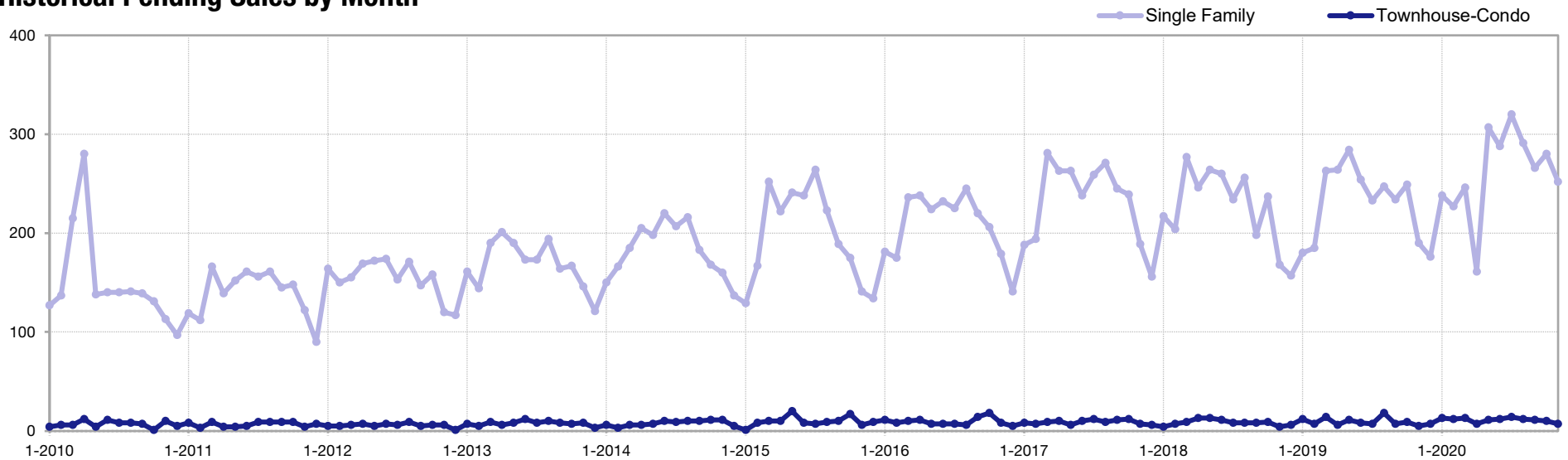


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	176	+12.1%	7	+16.7%
Jan-2020	238	+32.2%	13	+8.3%
Feb-2020	227	+22.7%	12	+71.4%
Mar-2020	246	-6.5%	13	-7.1%
Apr-2020	161	-39.0%	7	+16.7%
May-2020	307	+8.1%	11	0.0%
Jun-2020	288	+13.4%	12	+50.0%
Jul-2020	320	+37.3%	14	+100.0%
Aug-2020	291	+17.8%	12	-33.3%
Sep-2020	266	+13.7%	11	+57.1%
Oct-2020	280	+12.4%	10	+11.1%
<b>Nov-2020</b>	<b>252</b>	<b>+32.6%</b>	<b>7</b>	<b>+40.0%</b>

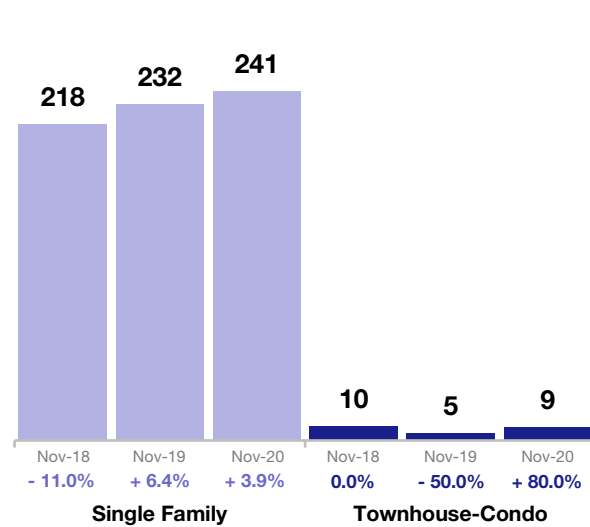
## Historical Pending Sales by Month



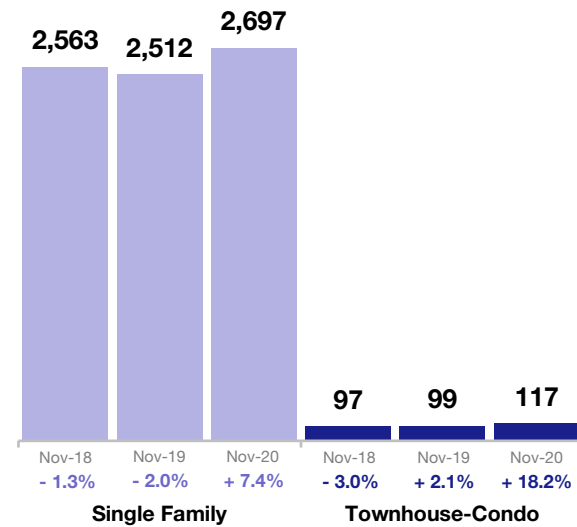
# Sold Listings



## November

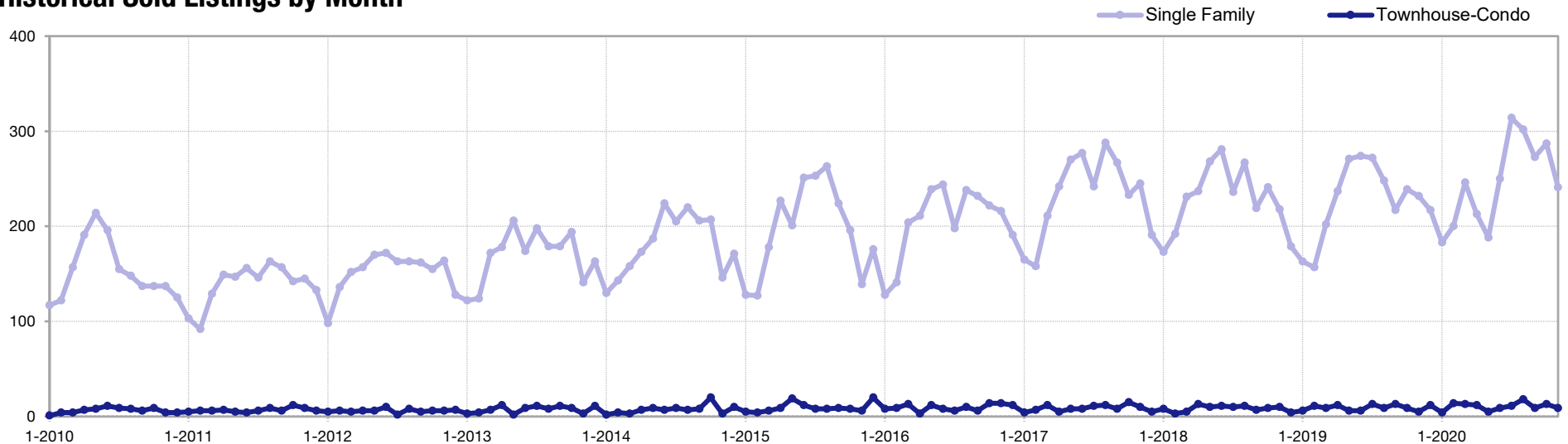


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	217	+21.2%	12	+200.0%
Jan-2020	183	+12.3%	4	-33.3%
Feb-2020	200	+27.4%	14	+27.3%
Mar-2020	246	+21.8%	13	+44.4%
Apr-2020	213	-10.1%	12	0.0%
May-2020	188	-30.6%	5	-16.7%
Jun-2020	250	-8.8%	9	+50.0%
Jul-2020	314	+15.4%	11	-15.4%
Aug-2020	302	+21.8%	18	+100.0%
Sep-2020	273	+25.8%	9	-30.8%
Oct-2020	287	+20.1%	13	+44.4%
<b>Nov-2020</b>	<b>241</b>	<b>+3.9%</b>	<b>9</b>	<b>+80.0%</b>

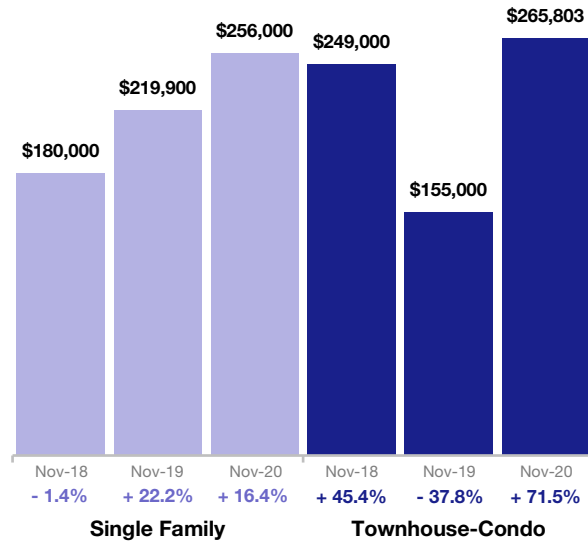
## Historical Sold Listings by Month



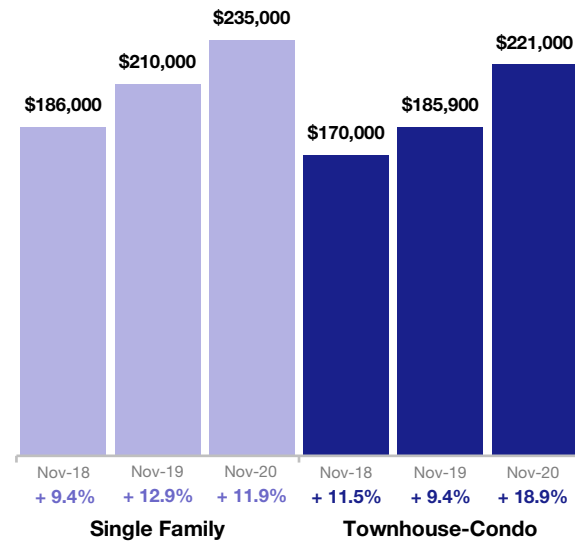
# Median Sales Price



## November

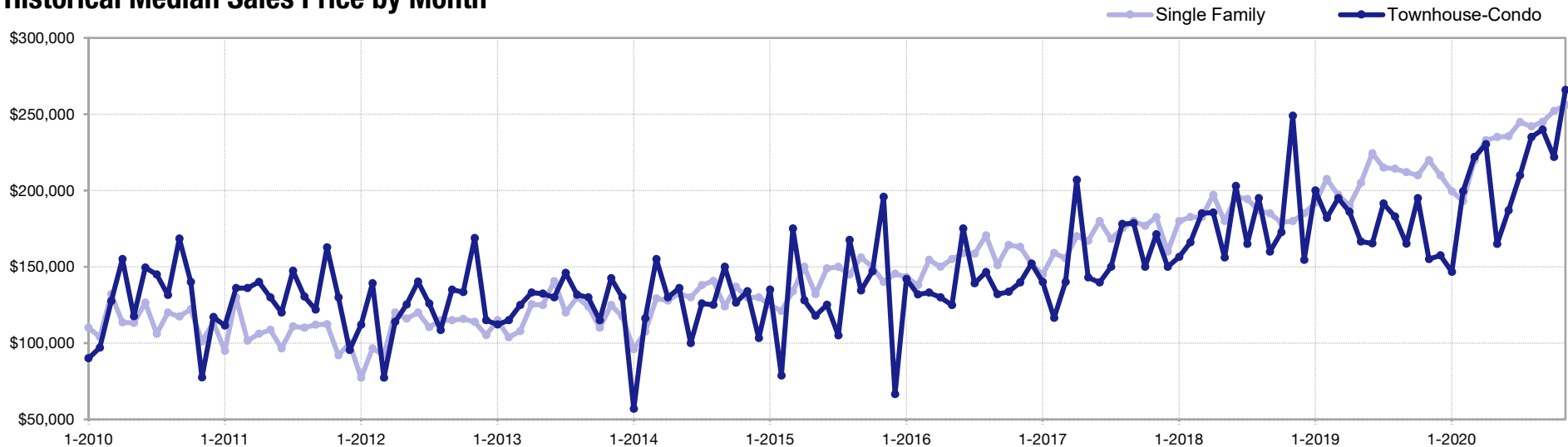


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	\$209,900	+13.5%	\$157,500	+2.0%
Jan-2020	\$199,450	+3.9%	\$146,750	-26.6%
Feb-2020	\$193,000	-7.0%	\$199,550	+9.6%
Mar-2020	\$219,700	+11.5%	\$222,000	+13.8%
Apr-2020	\$232,900	+22.6%	\$230,250	+23.8%
May-2020	\$235,000	+14.6%	\$165,000	-0.9%
Jun-2020	\$235,500	+4.9%	\$187,000	+13.1%
Jul-2020	\$244,850	+13.9%	\$210,000	+9.7%
Aug-2020	\$241,950	+12.9%	\$235,000	+28.5%
Sep-2020	\$245,000	+15.6%	\$239,900	+45.3%
Oct-2020	\$252,000	+20.1%	\$222,000	+13.8%
<b>Nov-2020</b>	<b>\$256,000</b>	<b>+16.4%</b>	<b>\$265,803</b>	<b>+71.5%</b>

## Historical Median Sales Price by Month

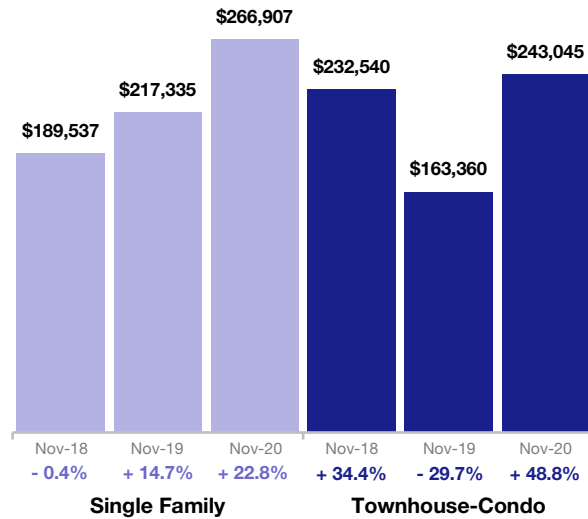




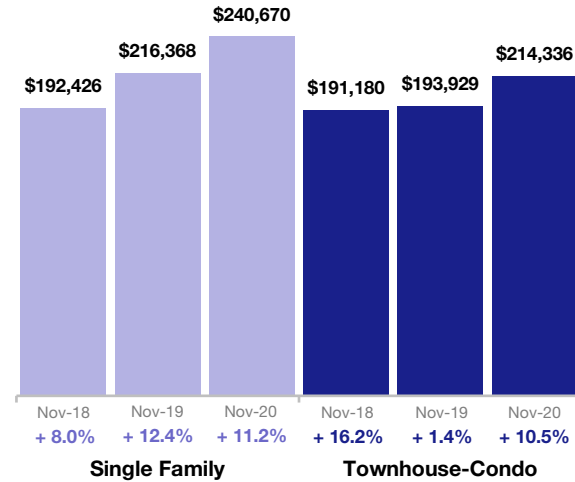
# Average Sales Price



## November

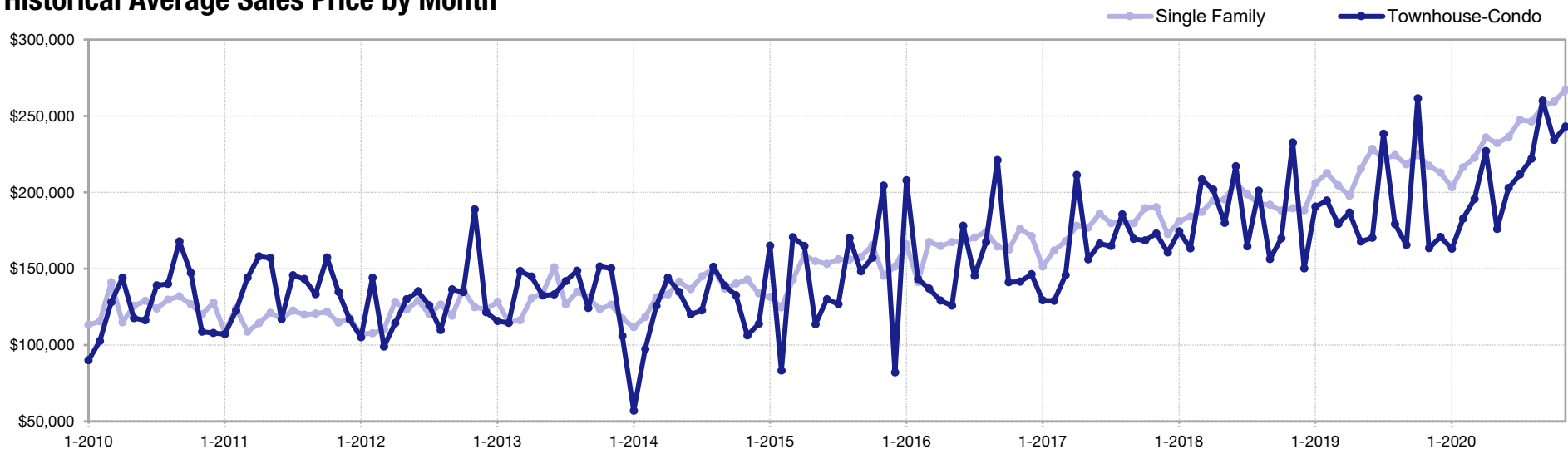


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	\$212,823	+13.2%	\$170,694	+13.6%
Jan-2020	\$203,338	-1.3%	\$163,088	-14.5%
Feb-2020	\$216,415	+1.8%	\$182,809	-6.0%
Mar-2020	\$222,677	+8.8%	\$195,602	+9.1%
Apr-2020	\$235,926	+19.3%	\$226,967	+21.6%
May-2020	\$232,283	+7.8%	\$175,900	+4.9%
Jun-2020	\$236,148	+3.4%	\$202,700	+19.1%
Jul-2020	\$247,431	+11.7%	\$211,682	-11.2%
Aug-2020	\$246,324	+9.8%	\$221,931	+23.8%
Sep-2020	\$256,310	+17.4%	\$259,933	+57.1%
Oct-2020	\$259,363	+15.5%	\$234,262	-10.4%
<b>Nov-2020</b>	<b>\$266,907</b>	<b>+22.8%</b>	<b>\$243,045</b>	<b>+48.8%</b>

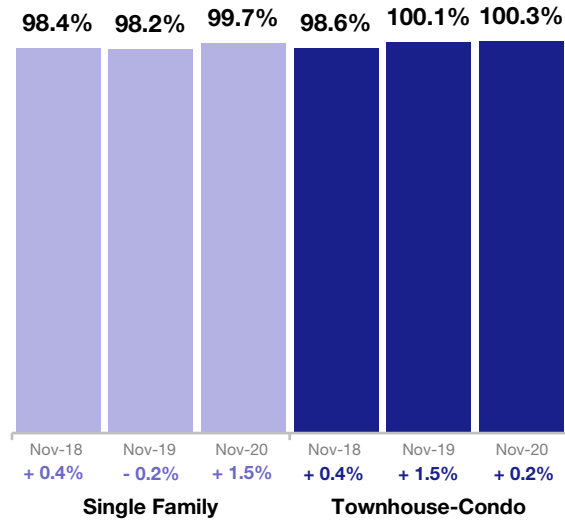
## Historical Average Sales Price by Month



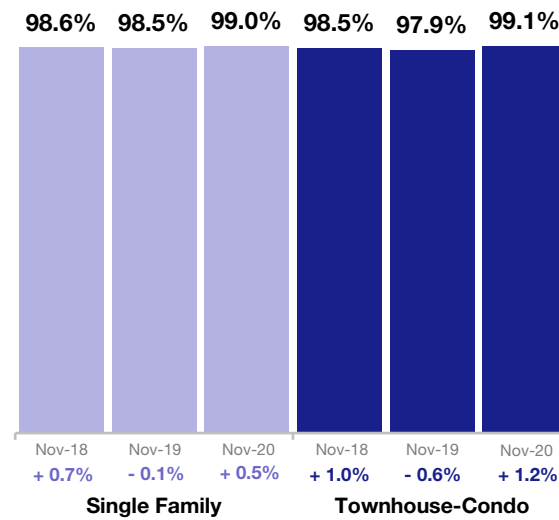
# Percent of List Price Received



## November

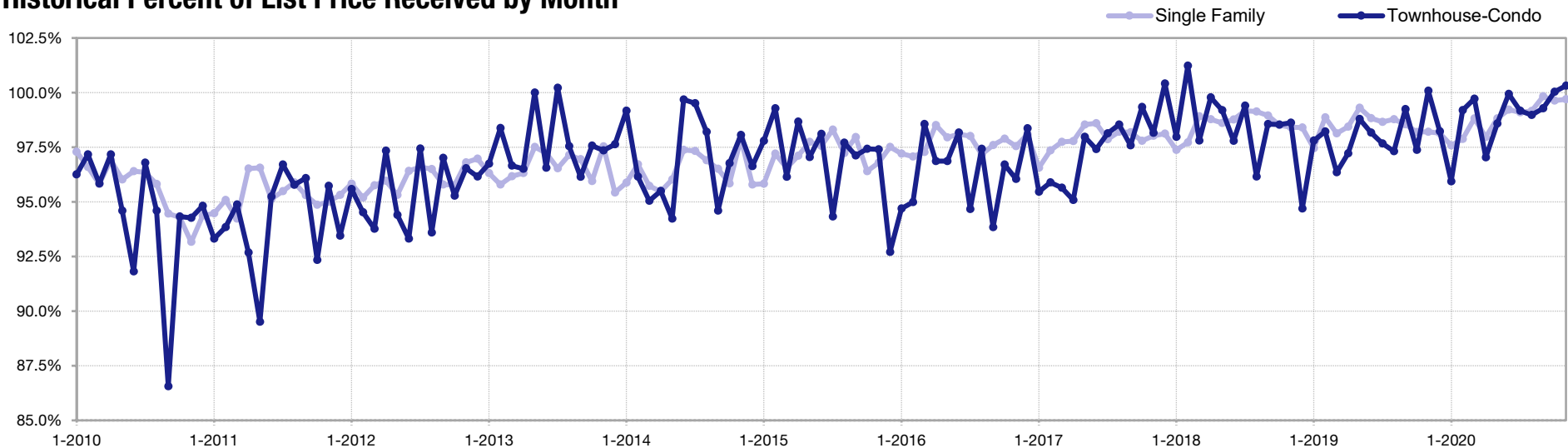


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	98.1%	-0.3%	98.2%	+3.7%
Jan-2020	97.6%	+0.2%	95.9%	-1.9%
Feb-2020	97.9%	-1.0%	99.2%	+1.0%
Mar-2020	98.8%	+0.7%	99.7%	+3.4%
Apr-2020	98.0%	-0.4%	97.0%	-0.2%
May-2020	98.8%	-0.5%	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	99.2%	+0.4%	99.0%	+1.7%
Sep-2020	99.8%	+1.3%	99.3%	+0.1%
Oct-2020	99.6%	+1.4%	100.0%	+2.7%
<b>Nov-2020</b>	<b>99.7%</b>	<b>+1.5%</b>	<b>100.3%</b>	<b>+0.2%</b>

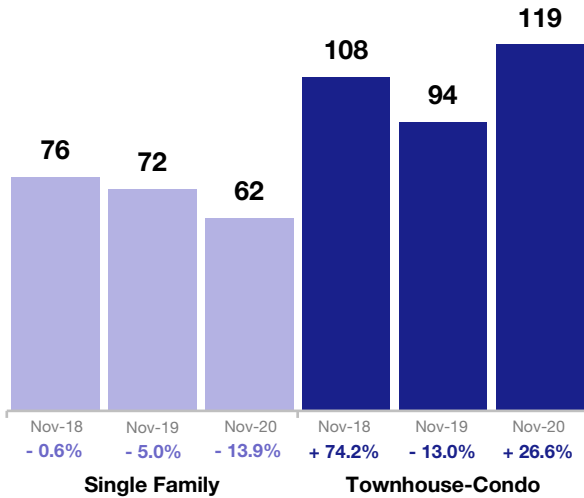
## Historical Percent of List Price Received by Month



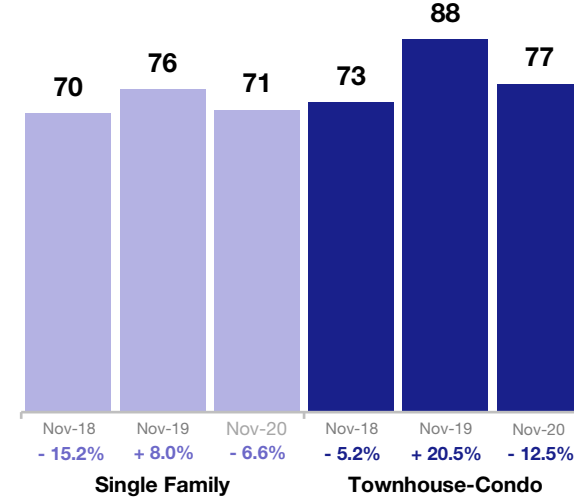
# Days on Market Until Sale



## November

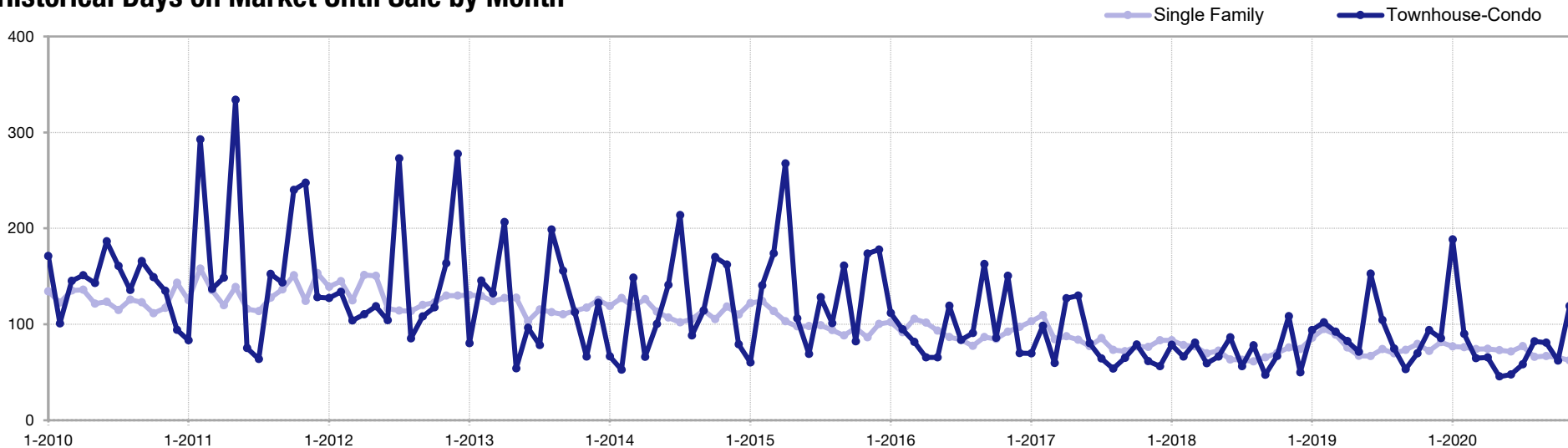


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	81	+9.5%	86	+72.0%
Jan-2020	77	-10.5%	189	+101.1%
Feb-2020	76	-20.0%	90	-11.8%
Mar-2020	74	-16.9%	65	-29.3%
Apr-2020	74	-2.6%	66	-19.5%
May-2020	73	+9.0%	46	-35.2%
Jun-2020	72	+7.5%	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	65	-17.7%	62	-11.4%
<b>Nov-2020</b>	<b>62</b>	<b>-13.9%</b>	<b>119</b>	<b>+26.6%</b>

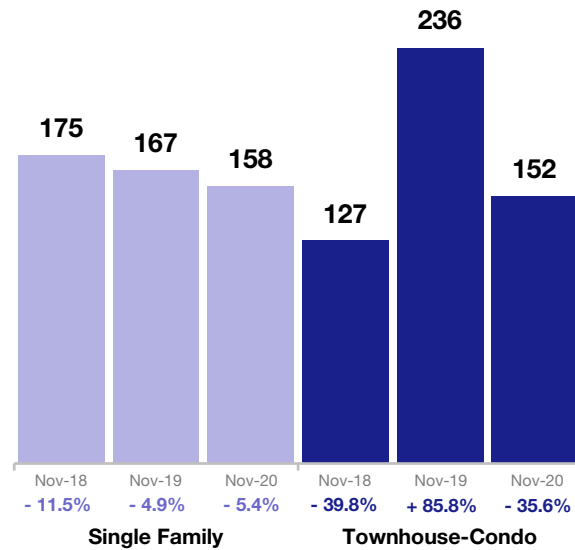
## Historical Days on Market Until Sale by Month



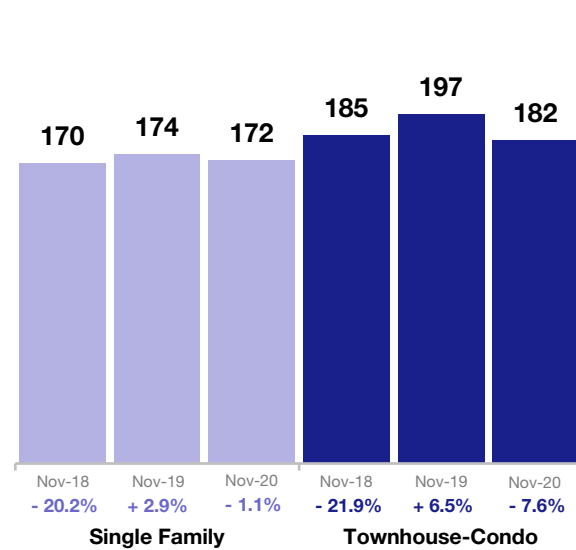
# Housing Affordability Index



## November

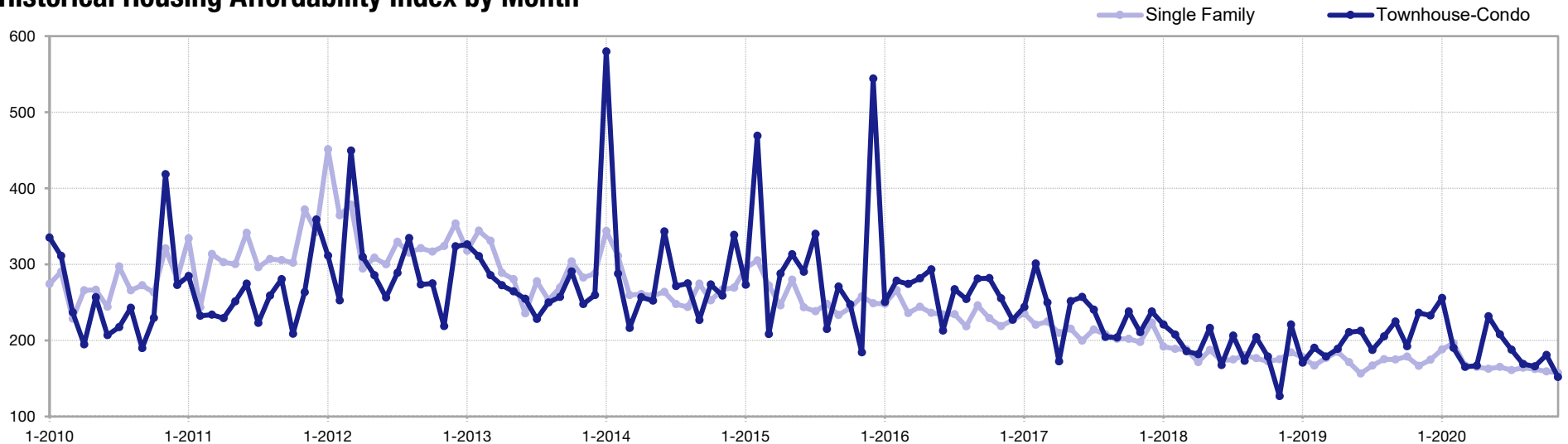


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	175	-4.9%	233	+5.4%
Jan-2020	188	+5.6%	256	+49.7%
Feb-2020	197	+18.0%	190	0.0%
Mar-2020	167	-5.6%	165	-7.8%
Apr-2020	165	-10.8%	167	-11.6%
May-2020	163	-4.7%	232	+10.0%
Jun-2020	165	+5.8%	208	-1.9%
Jul-2020	161	-3.6%	188	+0.5%
Aug-2020	164	-6.3%	169	-17.6%
Sep-2020	162	-7.4%	166	-26.2%
Oct-2020	159	-11.2%	181	-5.7%
<b>Nov-2020</b>	<b>158</b>	<b>-5.4%</b>	<b>152</b>	<b>-35.6%</b>

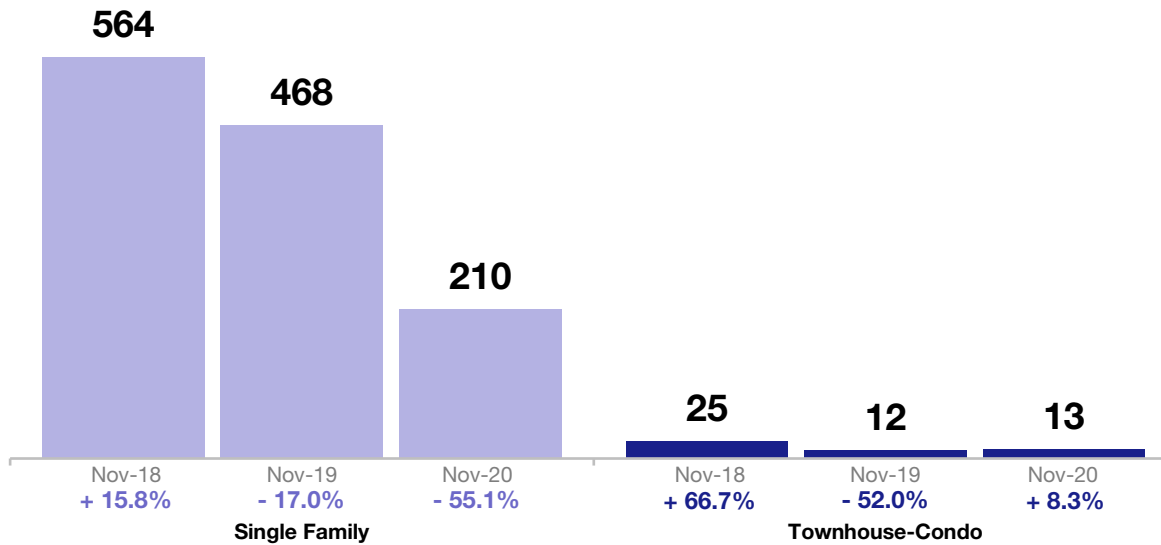
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

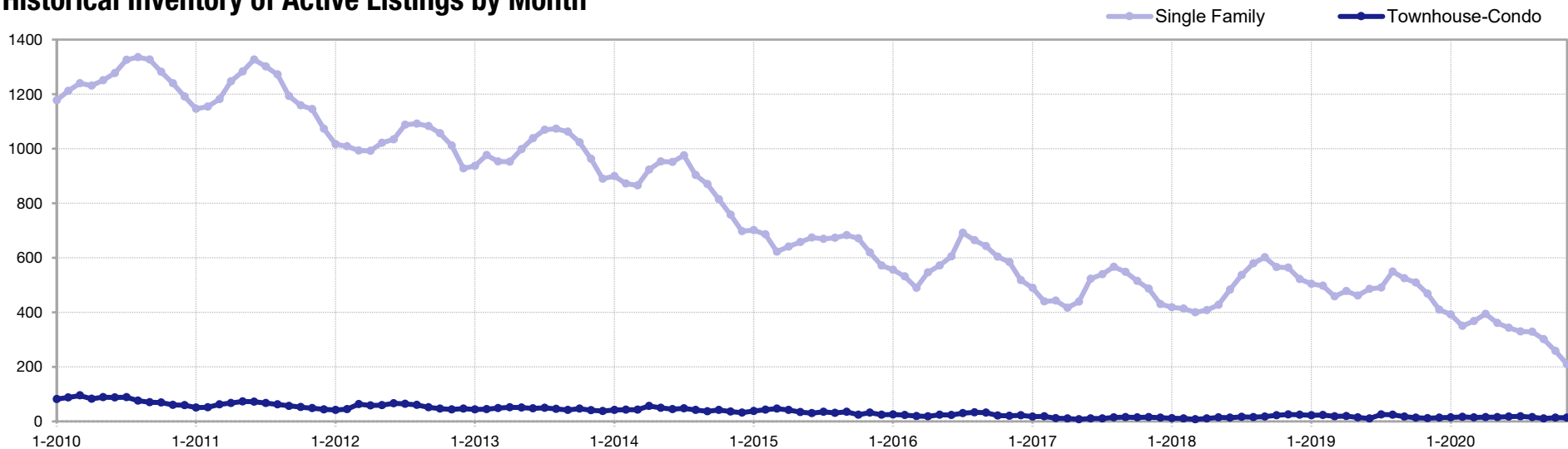


## November



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	410	-21.5%	13	-45.8%
Jan-2020	392	-22.2%	14	-36.4%
Feb-2020	350	-29.6%	16	-30.4%
Mar-2020	368	-19.7%	14	-22.2%
Apr-2020	394	-17.6%	15	-21.1%
May-2020	361	-21.7%	15	+7.1%
Jun-2020	343	-29.4%	17	+54.5%
Jul-2020	330	-32.8%	18	-28.0%
Aug-2020	329	-40.1%	15	-37.5%
Sep-2020	301	-42.7%	11	-35.3%
Oct-2020	258	-49.3%	13	0.0%
<b>Nov-2020</b>	<b>210</b>	<b>-55.1%</b>	<b>13</b>	<b>+8.3%</b>

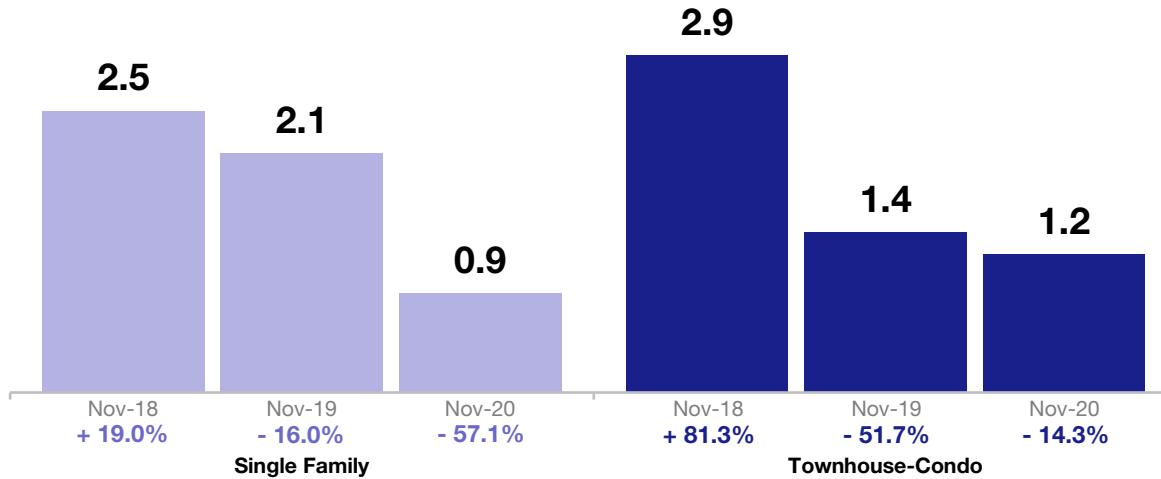
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

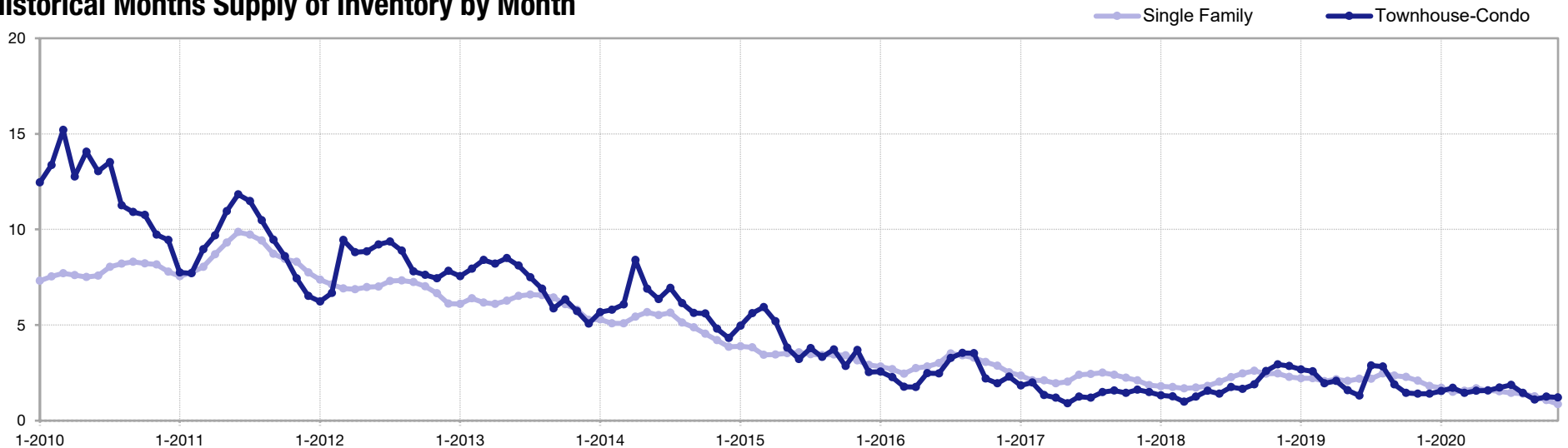


## November



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	1.6	-23.8%	1.4	-26.3%
Apr-2020	1.7	-19.0%	1.6	-23.8%
May-2020	1.6	-23.8%	1.6	0.0%
Jun-2020	1.5	-31.8%	1.7	+30.8%
Jul-2020	1.4	-36.4%	1.9	-34.5%
Aug-2020	1.4	-44.0%	1.4	-50.0%
Sep-2020	1.3	-45.8%	1.1	-42.1%
Oct-2020	1.1	-52.2%	1.2	-14.3%
<b>Nov-2020</b>	<b>0.9</b>	<b>-57.1%</b>	<b>1.2</b>	<b>-14.3%</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.



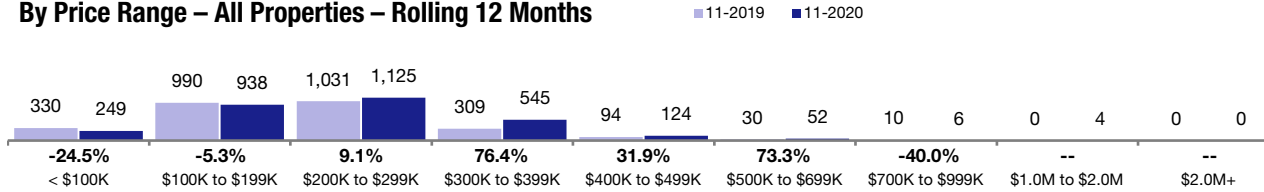
Key Metrics	Historical Sparkbars	11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		215	<b>254</b>	+ 18.1%	3,337	<b>3,299</b>	- 1.1%
<b>Pending Sales</b>		195	<b>259</b>	+ 32.8%	2,687	<b>2,998</b>	+ 11.6%
<b>Sold Listings</b>		237	<b>250</b>	+ 5.5%	2,611	<b>2,814</b>	+ 7.8%
<b>Median Sales Price</b>		\$219,900	<b>\$258,000</b>	+ 17.3%	\$209,000	<b>\$235,000</b>	+ 12.4%
<b>Avg. Sales Price</b>		\$216,196	<b>\$266,048</b>	+ 23.1%	\$215,518	<b>\$239,574</b>	+ 11.2%
<b>Pct. of List Price Received</b>		98.2%	<b>99.7%</b>	+ 1.5%	98.5%	<b>99.0%</b>	+ 0.5%
<b>Days on Market</b>		72	<b>65</b>	- 9.7%	76	<b>71</b>	- 6.6%
<b>Affordability Index</b>		167	<b>156</b>	- 6.6%	175	<b>172</b>	- 1.7%
<b>Active Listings</b>		480	<b>223</b>	- 53.5%	--	--	--
<b>Months Supply</b>		2.1	<b>0.9</b>	- 57.1%	--	--	--

# Sold Listings

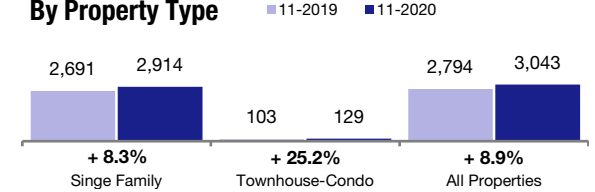
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

### Compared to Prior Month

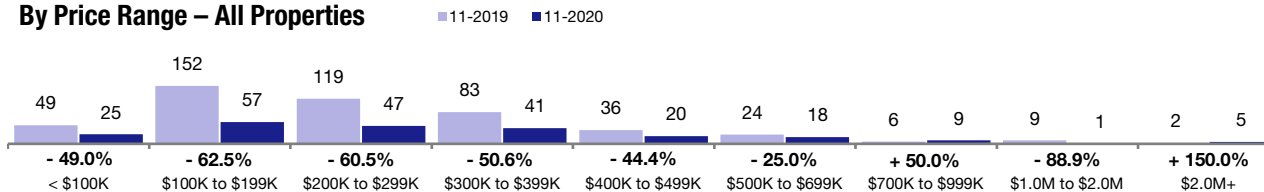
### Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	11-2019	11-2020	Change	11-2019	11-2020	Change	10-2020	11-2020	Change	10-2020	11-2020	Change	11-2019	11-2020	Change	11-2019	11-2020	Change
\$99,999 and Below	319	244	-23.5%	11	5	-54.5%	18	17	-5.6%	0	0	--	287	220	-23.3%	11	5	-54.5%
\$100,000 to \$199,999	937	887	-5.3%	53	51	-3.8%	71	63	-11.3%	3	3	0.0%	874	808	-7.6%	49	42	-14.3%
\$200,000 to \$299,999	1,000	1,065	+6.5%	31	60	+93.5%	107	82	-23.4%	7	4	-42.9%	930	983	+5.7%	31	57	+83.9%
\$300,000 to \$399,999	304	533	+75.3%	5	12	+140.0%	72	53	-26.4%	3	2	-33.3%	294	511	+73.8%	5	12	+140.0%
\$400,000 to \$499,999	93	123	+32.3%	1	1	0.0%	10	15	+50.0%	0	0	--	91	118	+29.7%	1	1	0.0%
\$500,000 to \$699,999	28	52	+85.7%	2	0	-100.0%	7	8	+14.3%	0	0	--	26	47	+80.8%	2	0	-100.0%
\$700,000 to \$999,999	10	6	-40.0%	0	0	--	2	2	0.0%	0	0	--	10	6	-40.0%	0	0	--
\$1,000,000 to \$1,999,999	0	4	--	0	0	--	0	1	--	0	0	--	0	4	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>2,691</b>	<b>2,914</b>	<b>+8.3%</b>	<b>103</b>	<b>129</b>	<b>+25.2%</b>	<b>287</b>	<b>241</b>	<b>-16.0%</b>	<b>13</b>	<b>9</b>	<b>-30.8%</b>	<b>2,512</b>	<b>2,697</b>	<b>+7.4%</b>	<b>99</b>	<b>117</b>	<b>+18.2%</b>

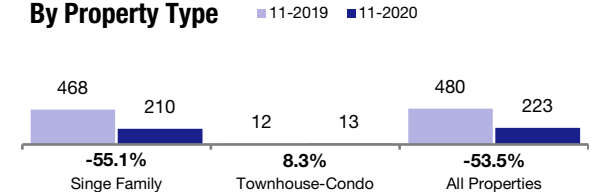
# Inventory of Active Listings

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

### Compared to Prior Month

### Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family	Condo
	11-2019	11-2020	Change	11-2019	11-2020	Change	10-2020	11-2020	Change	10-2020	11-2020	Change		
\$99,999 and Below	47	23	-51.1%	2	2	0.0%	19	23	+21.1%	0	2	--	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.	
\$100,000 to \$199,999	148	55	-62.8%	4	2	-50.0%	70	55	-21.4%	3	2	-33.3%		
\$200,000 to \$299,999	115	42	-63.5%	4	5	+25.0%	53	42	-20.8%	6	5	-16.7%		
\$300,000 to \$399,999	81	39	-51.9%	2	2	0.0%	56	39	-30.4%	1	2	+100.0%		
\$400,000 to \$499,999	36	19	-47.2%	0	1	--	24	19	-20.8%	2	1	-50.0%		
\$500,000 to \$699,999	24	18	-25.0%	0	0	--	20	18	-10.0%	0	0	--		
\$700,000 to \$999,999	6	8	+33.3%	0	1	--	9	8	-11.1%	1	1	0.0%		
\$1,000,000 to \$1,999,999	9	1	-88.9%	0	0	--	3	1	-66.7%	0	0	--		
\$2,000,000 and Above	2	5	+150.0%	0	0	--	4	5	+25.0%	0	0	--		
<b>All Price Ranges</b>	<b>468</b>	<b>210</b>	<b>-55.1%</b>	<b>12</b>	<b>13</b>	<b>+8.3%</b>	<b>258</b>	<b>210</b>	<b>-18.6%</b>	<b>13</b>	<b>13</b>	<b>0.0%</b>		



# 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.