

# Monthly Indicators



## January 2020

Percent changes calculated using year-over-year comparisons.

New Listings were up 12.4 percent for single family homes and 15.4 percent for townhouse-condo properties. Pending Sales increased 29.1 percent for single family homes and 8.3 percent for townhouse-condo properties.

The Median Sales Price was up 3.6 percent to \$198,900 for single family homes but decreased 26.6 percent to \$146,750 for townhouse-condo properties. Days on Market decreased 11.6 percent for single family homes but increased 101.1 percent for townhouse-condo properties.

We start off the year with continued low interest rates, low unemployment, and rising rents nationally. These factors should encourage healthy buyer demand and sets us up for a strong start to the 2020 housing market and a lot of optimism for the coming spring market.

## Activity Snapshot

<b>- 3.0%</b>	<b>+ 3.6%</b>	<b>- 27.0%</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.

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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	1-2019	1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		241	<b>271</b>	+ 12.4%	241	<b>271</b>	+ 12.4%
<b>Pending Sales</b>		182	<b>235</b>	+ 29.1%	182	<b>235</b>	+ 29.1%
<b>Sold Listings</b>		163	<b>160</b>	- 1.8%	163	<b>160</b>	- 1.8%
<b>Median Sales Price</b>		\$192,000	<b>\$198,900</b>	+ 3.6%	\$192,000	<b>\$198,900</b>	+ 3.6%
<b>Avg. Sales Price</b>		\$205,957	<b>\$205,166</b>	- 0.4%	\$205,957	<b>\$205,166</b>	- 0.4%
<b>Pct. of List Price Received</b>		97.4%	<b>97.7%</b>	+ 0.3%	97.4%	<b>97.7%</b>	+ 0.3%
<b>Days on Market</b>		86	<b>76</b>	- 11.6%	86	<b>76</b>	- 11.6%
<b>Affordability Index</b>		178	<b>189</b>	+ 6.2%	178	<b>189</b>	+ 6.2%
<b>Active Listings</b>		500	<b>369</b>	- 26.2%	--	--	--
<b>Months Supply</b>		2.2	<b>1.6</b>	- 27.3%	--	--	--

# Townhouse/Condo Market Overview



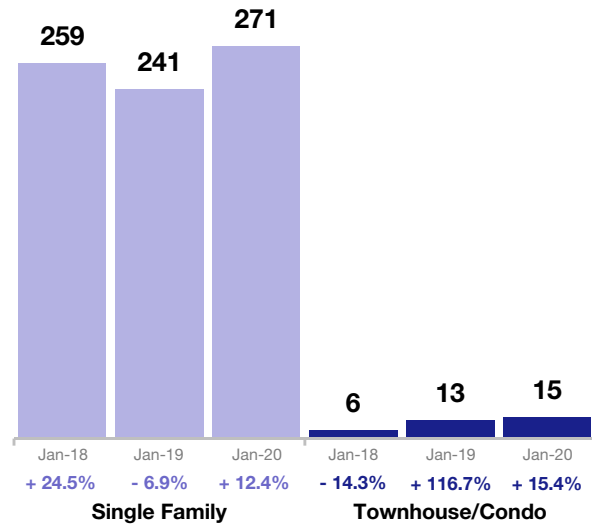
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	1-2019	1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		13	15	+ 15.4%	13	15	+ 15.4%
<b>Pending Sales</b>		12	13	+ 8.3%	12	13	+ 8.3%
<b>Sold Listings</b>		6	4	- 33.3%	6	4	- 33.3%
<b>Median Sales Price</b>		\$200,000	\$146,750	- 26.6%	\$200,000	\$146,750	- 26.6%
<b>Avg. Sales Price</b>		\$190,667	\$163,088	- 14.5%	\$190,667	\$163,088	- 14.5%
<b>Pct. of List Price Received</b>		97.8%	95.9%	- 1.9%	97.8%	95.9%	- 1.9%
<b>Days on Market</b>		94	189	+ 101.1%	94	189	+ 101.1%
<b>Affordability Index</b>		171	256	+ 49.7%	171	256	+ 49.7%
<b>Active Listings</b>		22	12	- 45.5%	--	--	--
<b>Months Supply</b>		2.7	1.3	- 51.9%	--	--	--

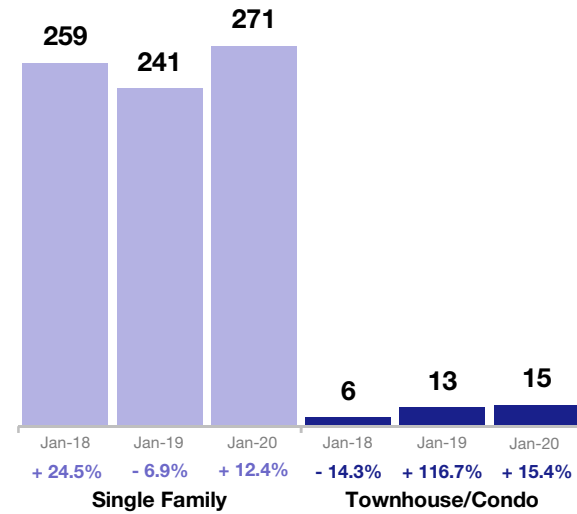
# New Listings



## January

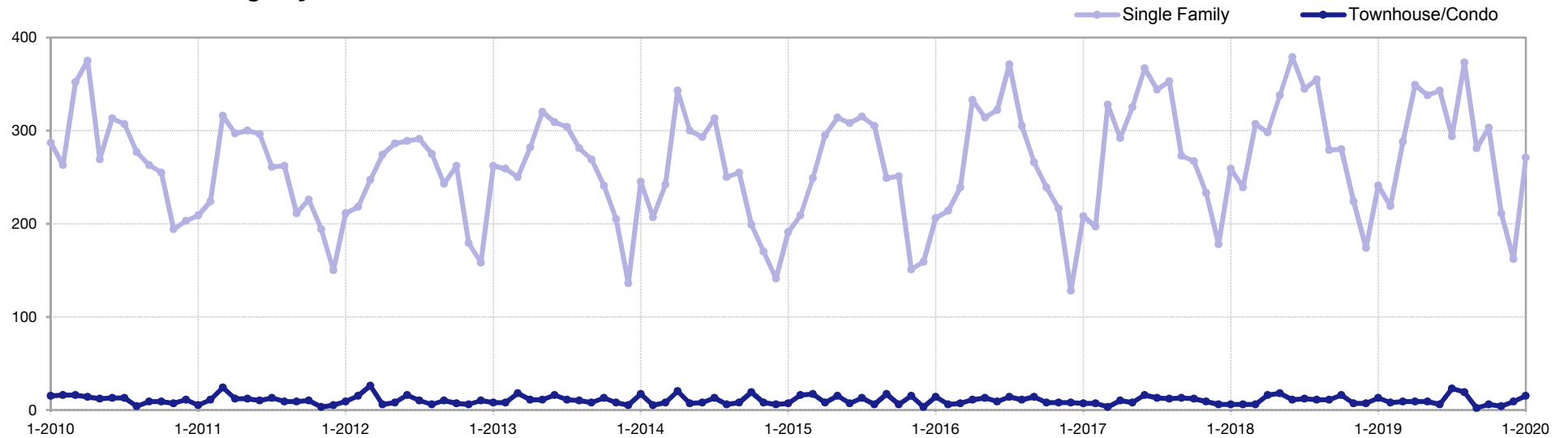


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	219	-8.4%	8	+33.3%
Mar-2019	288	-6.2%	9	+50.0%
Apr-2019	349	+17.1%	9	-43.8%
May-2019	338	0.0%	9	-50.0%
Jun-2019	343	-9.5%	6	-45.5%
Jul-2019	294	-14.8%	23	+91.7%
Aug-2019	373	+5.1%	19	+72.7%
Sep-2019	281	+0.7%	2	-81.8%
Oct-2019	303	+8.2%	6	-62.5%
Nov-2019	211	-5.8%	4	-42.9%
Dec-2019	162	-6.9%	9	+28.6%
<b>Jan-2020</b>	<b>271</b>	<b>+12.4%</b>	<b>15</b>	<b>+15.4%</b>

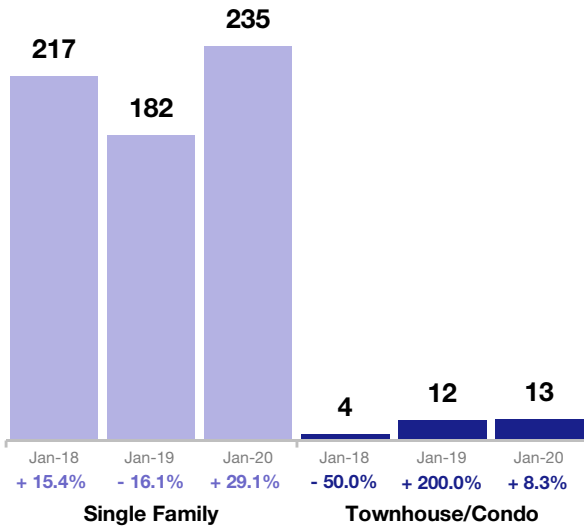
## Historical New Listings by Month



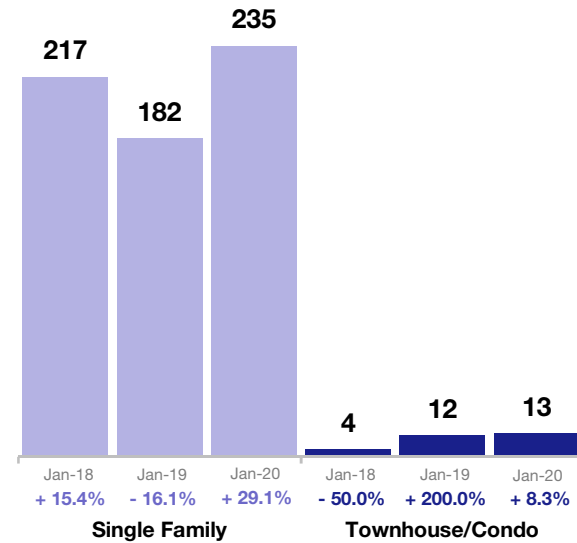
# Pending Sales



## January

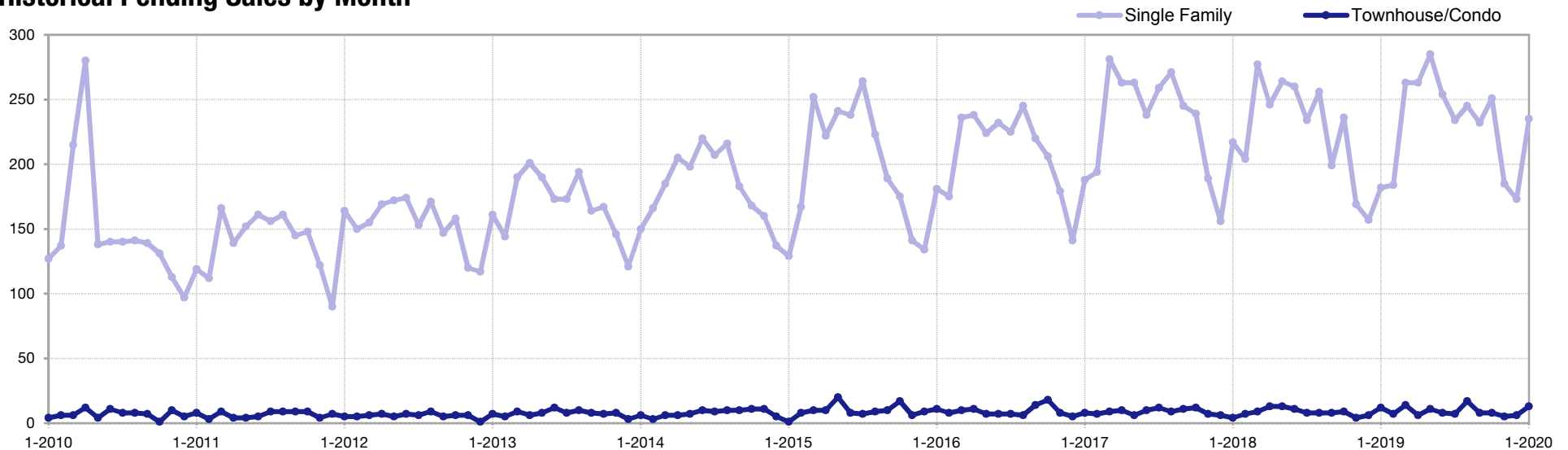


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	184	-9.8%	7	0.0%
Mar-2019	263	-5.1%	14	+55.6%
Apr-2019	263	+6.9%	6	-53.8%
May-2019	285	+8.0%	11	-15.4%
Jun-2019	254	-2.3%	8	-27.3%
Jul-2019	234	0.0%	7	-12.5%
Aug-2019	245	-4.3%	17	+112.5%
Sep-2019	232	+16.6%	8	0.0%
Oct-2019	251	+6.4%	8	-11.1%
Nov-2019	185	+9.5%	5	+25.0%
Dec-2019	173	+10.2%	6	0.0%
<b>Jan-2020</b>	<b>235</b>	<b>+29.1%</b>	<b>13</b>	<b>+8.3%</b>

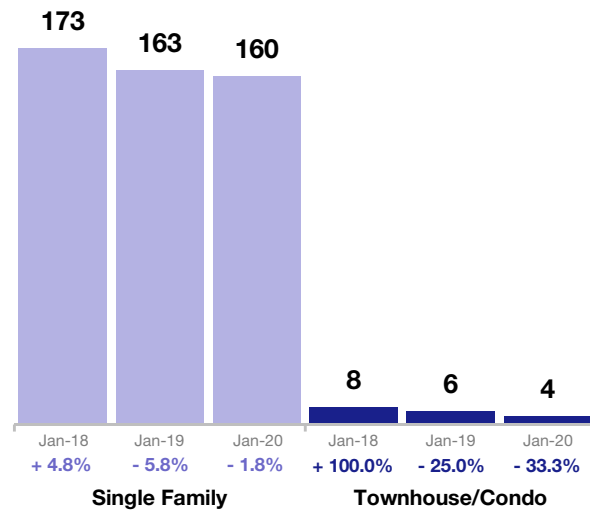
## Historical Pending Sales by Month



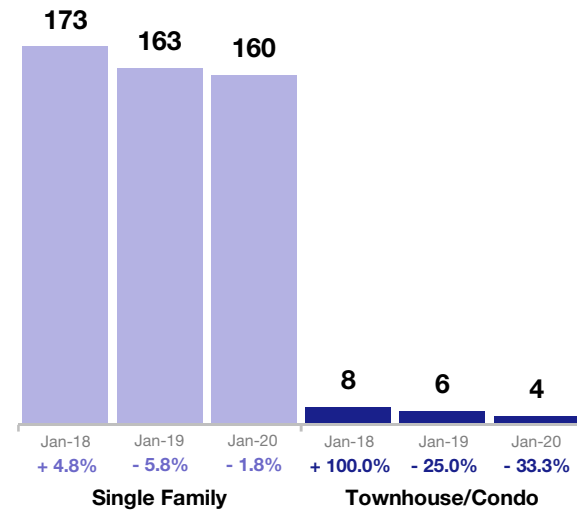
# Sold Listings



## January

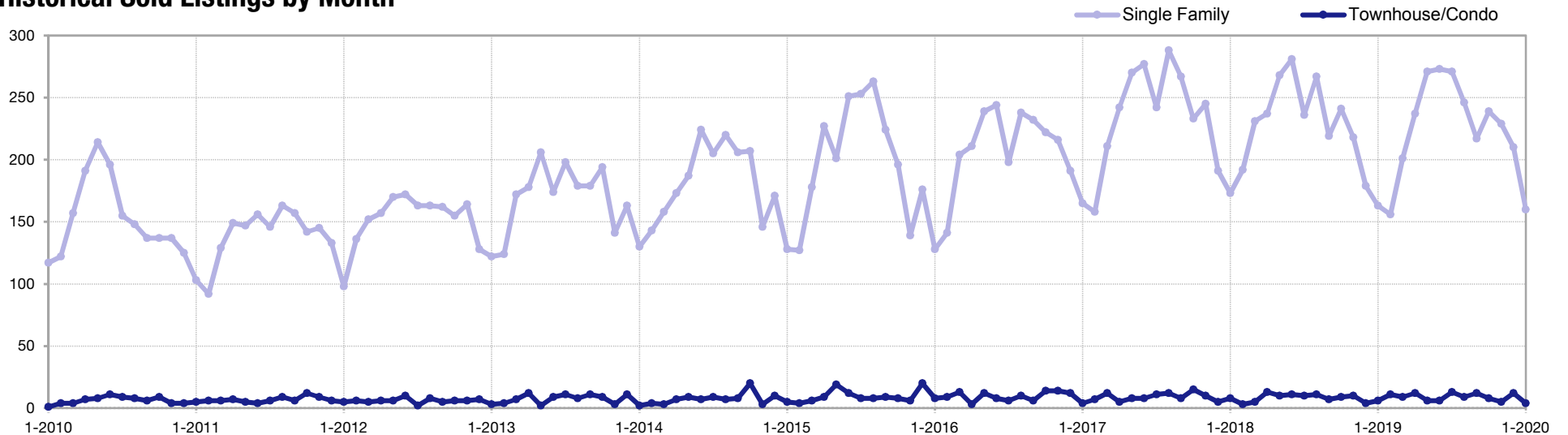


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	156	-18.8%	11	+266.7%
Mar-2019	201	-13.0%	9	+80.0%
Apr-2019	237	0.0%	12	-7.7%
May-2019	271	+1.1%	6	-40.0%
Jun-2019	273	-2.8%	6	-45.5%
Jul-2019	271	+14.8%	13	+30.0%
Aug-2019	246	-7.9%	9	-18.2%
Sep-2019	217	-0.9%	12	+71.4%
Oct-2019	239	-0.8%	8	-11.1%
Nov-2019	229	+5.0%	5	-50.0%
Dec-2019	210	+17.3%	12	+200.0%
<b>Jan-2020</b>	<b>160</b>	<b>-1.8%</b>	<b>4</b>	<b>-33.3%</b>

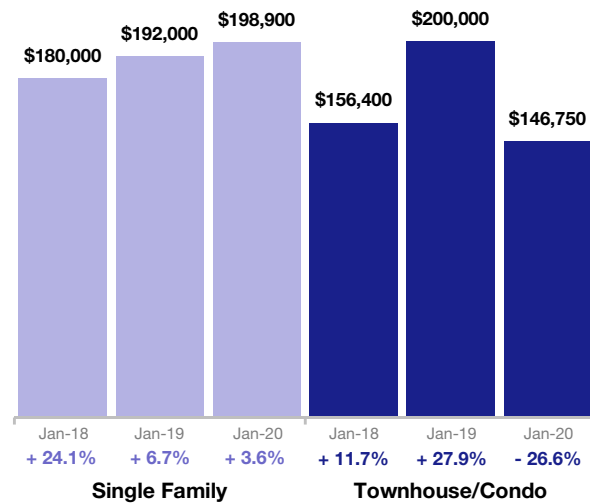
## Historical Sold Listings by Month



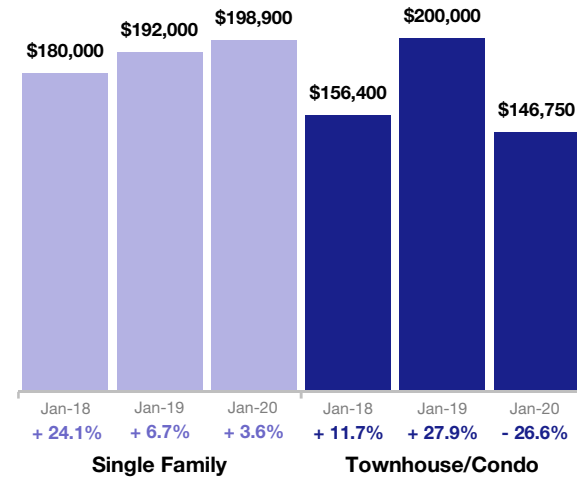
# Median Sales Price



## January

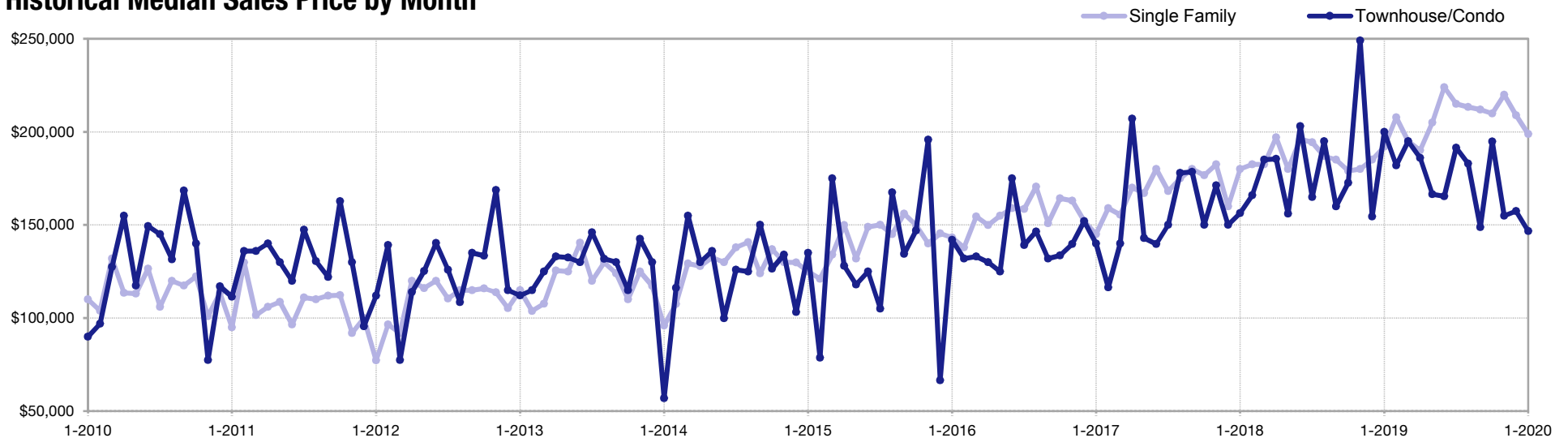


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	\$207,750	+13.8%	\$182,000	+9.6%
Mar-2019	\$195,000	+6.8%	\$195,000	+5.4%
Apr-2019	\$190,000	-3.6%	\$186,000	+0.3%
May-2019	\$205,000	+13.9%	\$166,500	+6.7%
Jun-2019	\$224,000	+14.3%	\$165,350	-18.5%
Jul-2019	\$215,000	+10.6%	\$191,500	+16.1%
Aug-2019	\$213,325	+14.1%	\$182,900	-6.2%
Sep-2019	\$212,000	+14.6%	\$148,800	-6.9%
Oct-2019	\$209,900	+17.3%	\$194,750	+12.8%
Nov-2019	\$219,900	+22.2%	\$155,000	-37.8%
Dec-2019	\$208,950	+12.9%	\$157,500	+2.0%
<b>Jan-2020</b>	<b>\$198,900</b>	<b>+3.6%</b>	<b>\$146,750</b>	<b>-26.6%</b>

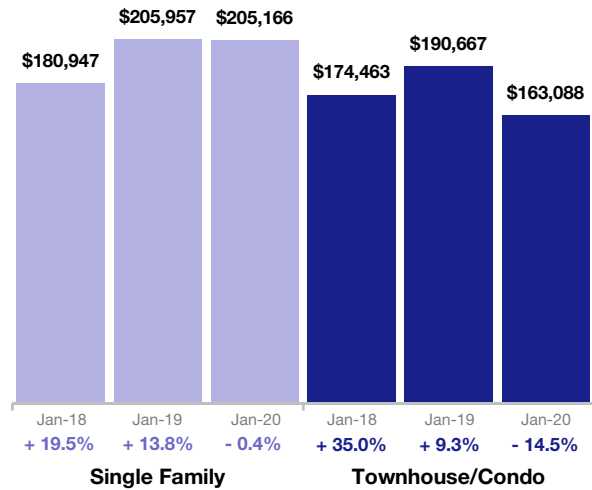
## Historical Median Sales Price by Month



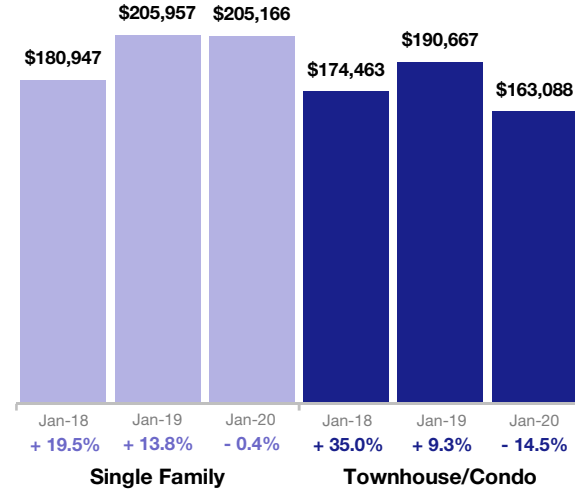
# Average Sales Price



## January

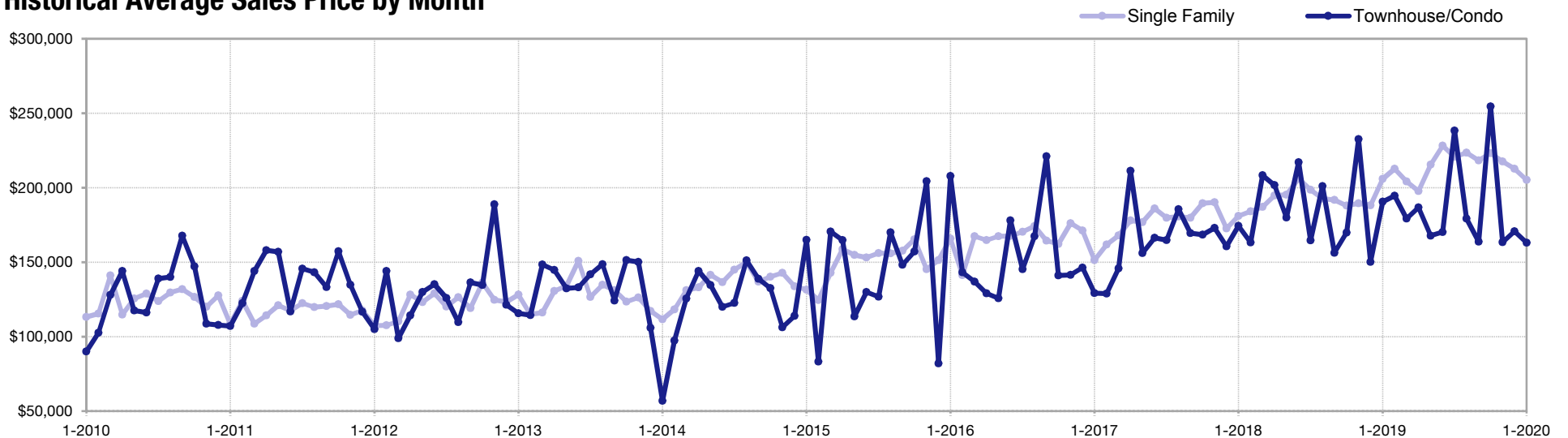


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	\$212,746	+15.6%	\$194,555	+19.2%
Mar-2019	\$204,184	+9.1%	\$179,322	-13.9%
Apr-2019	\$197,798	+1.6%	\$186,708	-7.5%
May-2019	\$215,544	+10.4%	\$167,683	-6.9%
Jun-2019	\$228,194	+10.7%	\$170,142	-21.6%
Jul-2019	\$220,745	+11.1%	\$238,338	+44.8%
Aug-2019	\$223,447	+16.0%	\$179,283	-10.8%
Sep-2019	\$218,338	+13.8%	\$163,754	+4.8%
Oct-2019	\$223,190	+18.8%	\$254,476	+49.8%
Nov-2019	\$217,603	+14.8%	\$163,360	-29.7%
Dec-2019	\$212,673	+13.1%	\$170,694	+13.6%
<b>Jan-2020</b>	<b>\$205,166</b>	<b>-0.4%</b>	<b>\$163,088</b>	<b>-14.5%</b>

## Historical Average Sales Price by Month



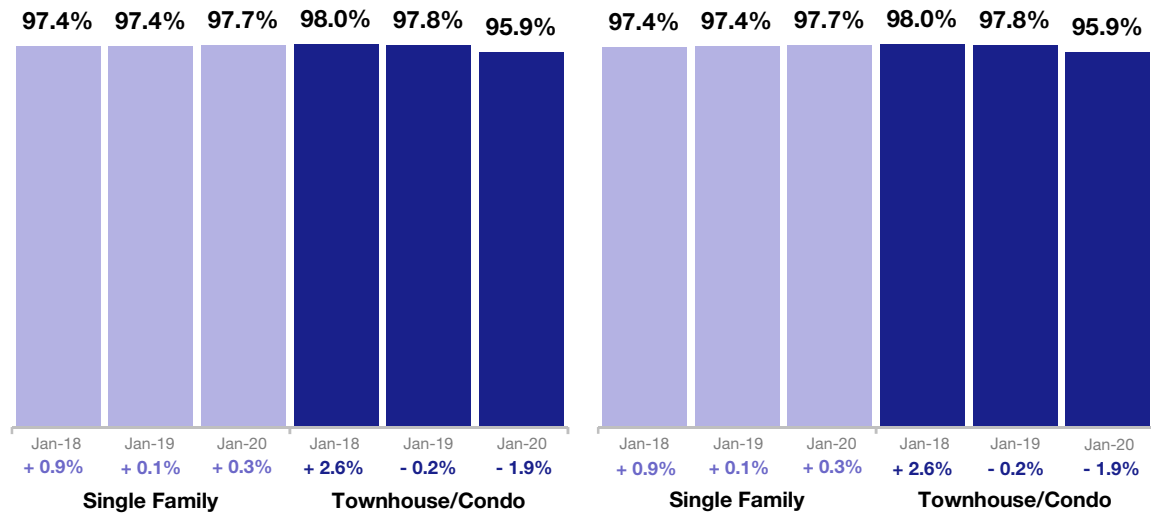


# Percent of List Price Received



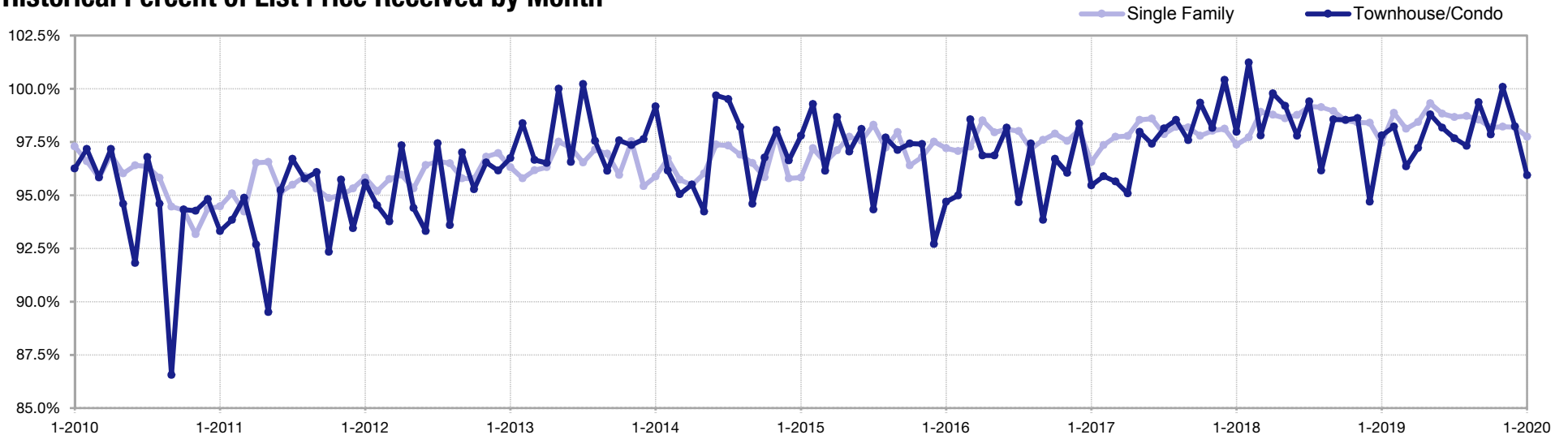
## January

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	98.9%	+1.2%	98.2%	-3.0%
Mar-2019	98.1%	-0.8%	96.4%	-1.4%
Apr-2019	98.4%	-0.4%	97.2%	-2.6%
May-2019	99.3%	+0.7%	98.8%	-0.4%
Jun-2019	98.8%	0.0%	98.2%	+0.4%
Jul-2019	98.7%	-0.5%	97.7%	-1.7%
Aug-2019	98.7%	-0.4%	97.3%	+1.1%
Sep-2019	98.5%	-0.5%	99.4%	+0.8%
Oct-2019	98.2%	-0.3%	97.9%	-0.6%
Nov-2019	98.2%	-0.2%	100.1%	+1.5%
Dec-2019	98.2%	-0.2%	98.2%	+3.7%
<b>Jan-2020</b>	<b>97.7%</b>	<b>+0.3%</b>	<b>95.9%</b>	<b>-1.9%</b>

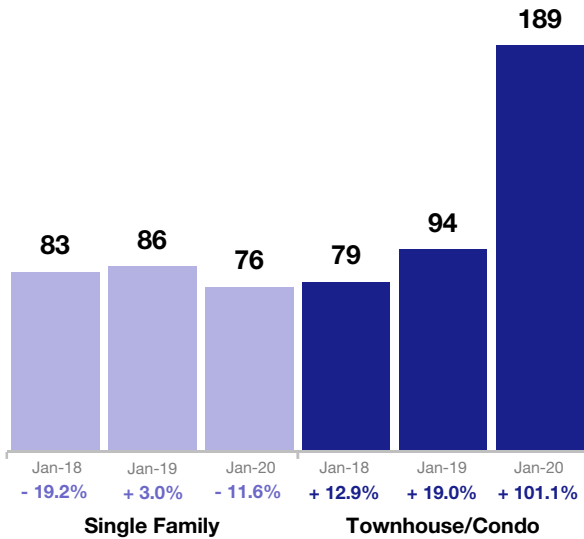
## Historical Percent of List Price Received by Month



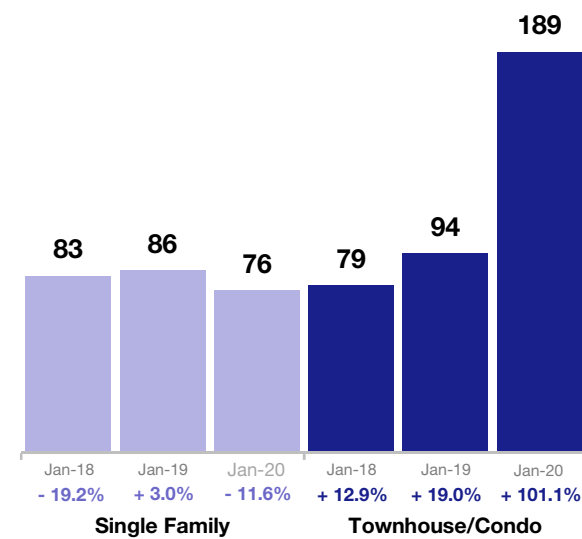
# Days on Market Until Sale



## January

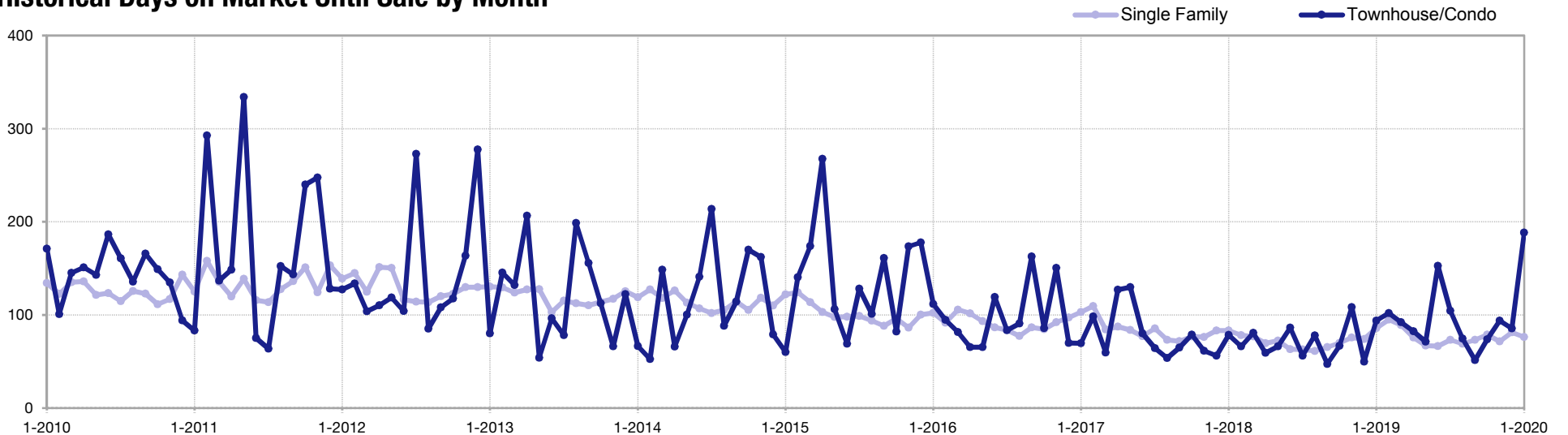


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	95	+21.8%	102	+54.5%
Mar-2019	89	+15.6%	92	+13.6%
Apr-2019	76	+8.6%	82	+39.0%
May-2019	67	-6.9%	71	+7.6%
Jun-2019	67	+6.3%	153	+77.9%
Jul-2019	73	+15.9%	104	+85.7%
Aug-2019	69	+13.1%	75	-3.8%
Sep-2019	73	+12.3%	52	+10.6%
Oct-2019	79	+12.9%	74	+10.4%
Nov-2019	72	-5.3%	94	-13.0%
Dec-2019	81	+9.5%	86	+72.0%
<b>Jan-2020</b>	<b>76</b>	<b>-11.6%</b>	<b>189</b>	<b>+101.1%</b>

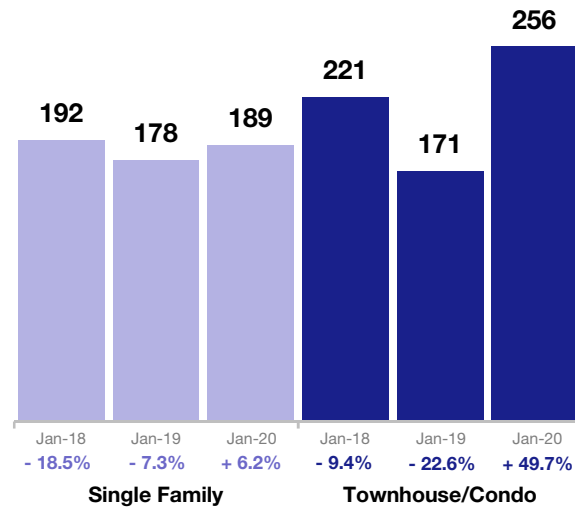
## Historical Days on Market Until Sale by Month



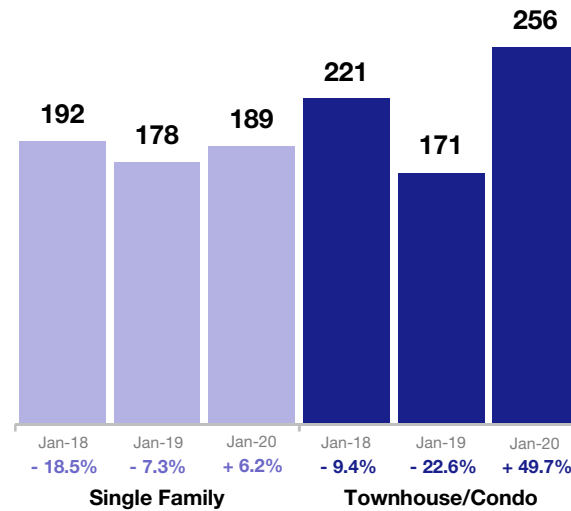
# Housing Affordability Index



## January

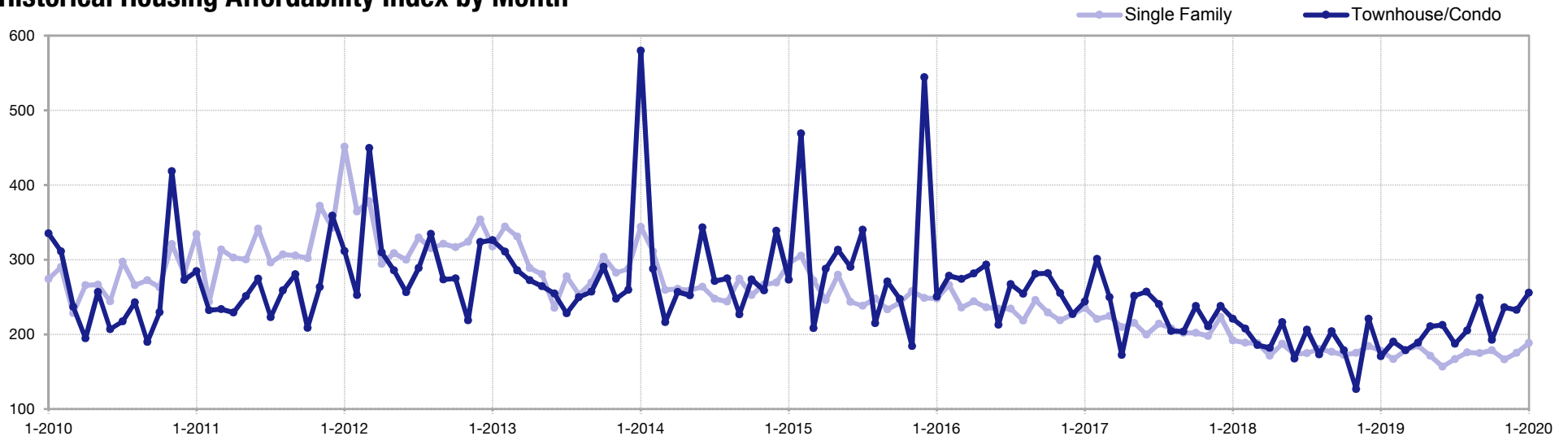


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	167	-11.6%	190	-8.7%
Mar-2019	179	-4.8%	179	-3.8%
Apr-2019	185	+8.2%	189	+3.8%
May-2019	171	-9.0%	211	-2.3%
Jun-2019	157	-9.2%	212	+26.9%
Jul-2019	167	-4.6%	187	-9.2%
Aug-2019	176	-2.8%	205	+18.5%
Sep-2019	175	-0.6%	249	+22.1%
Oct-2019	179	+4.1%	193	+7.8%
Nov-2019	167	-4.6%	236	+85.8%
Dec-2019	175	-4.9%	233	+5.4%
<b>Jan-2020</b>	<b>189</b>	<b>+6.2%</b>	<b>256</b>	<b>+49.7%</b>

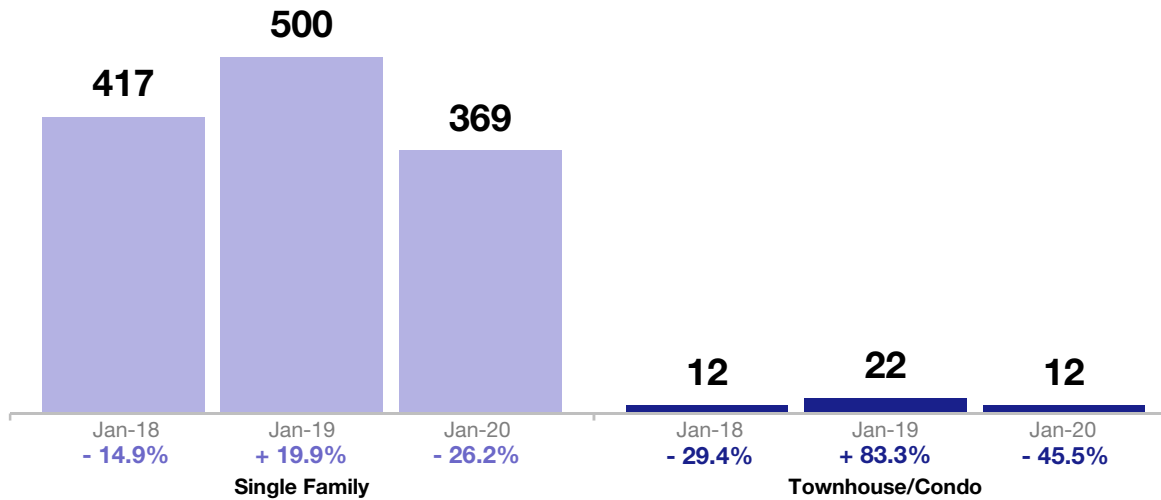
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

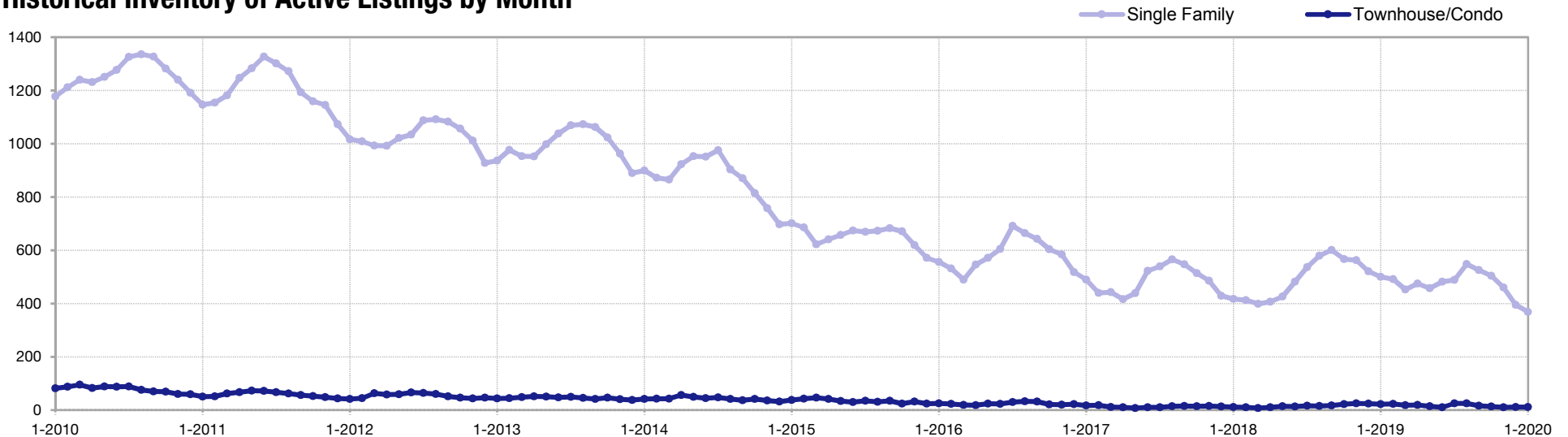


## January



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	492	+19.1%	23	+109.1%
Mar-2019	453	+13.5%	18	+125.0%
Apr-2019	475	+16.7%	19	+72.7%
May-2019	457	+7.3%	14	0.0%
Jun-2019	482	0.0%	11	-15.4%
Jul-2019	489	-8.8%	25	+56.3%
Aug-2019	548	-5.4%	25	+66.7%
Sep-2019	526	-12.5%	16	-5.9%
Oct-2019	504	-11.1%	13	-40.9%
Nov-2019	460	-18.3%	11	-56.0%
Dec-2019	395	-24.2%	12	-50.0%
<b>Jan-2020</b>	<b>369</b>	<b>-26.2%</b>	<b>12</b>	<b>-45.5%</b>

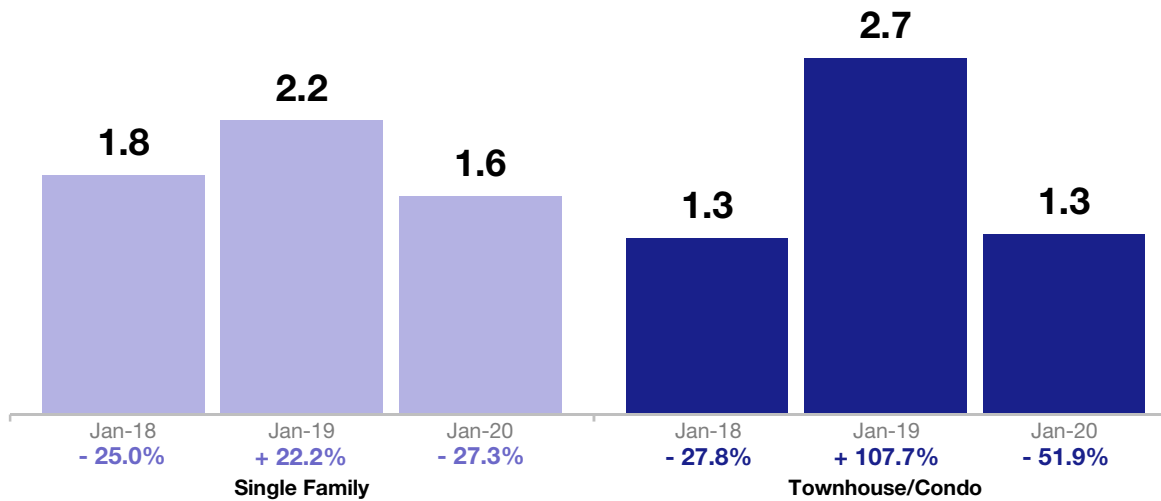
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

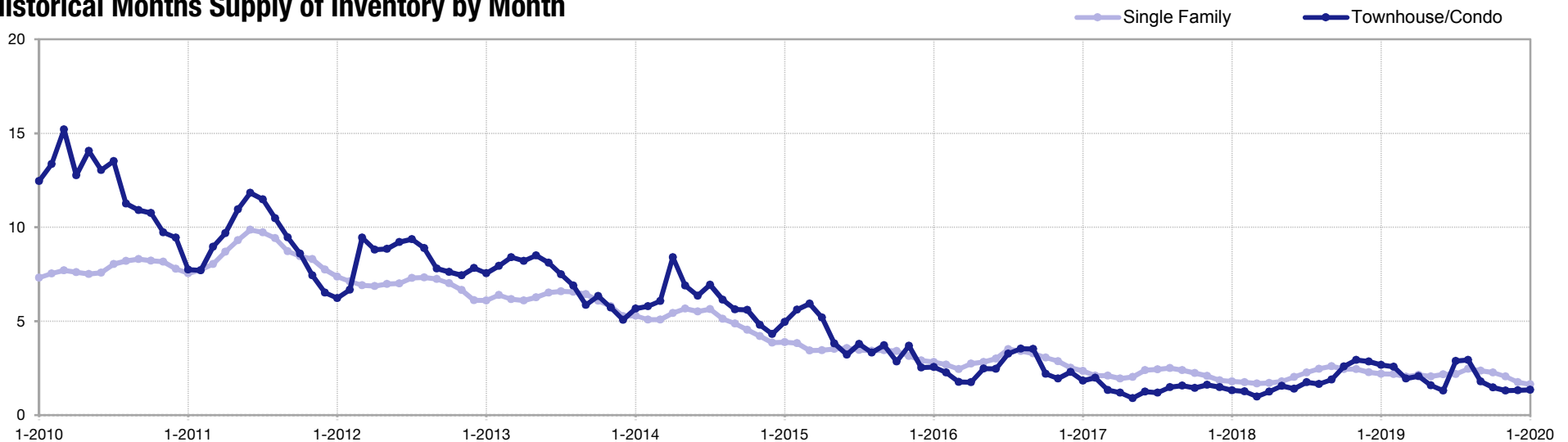


## January



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	2.2	+22.2%	2.6	+100.0%
Mar-2019	2.0	+17.6%	1.9	+90.0%
Apr-2019	2.1	+23.5%	2.1	+75.0%
May-2019	2.1	+16.7%	1.6	0.0%
Jun-2019	2.2	+10.0%	1.3	-7.1%
Jul-2019	2.2	-4.3%	2.9	+70.6%
Aug-2019	2.5	0.0%	2.9	+70.6%
Sep-2019	2.4	-7.7%	1.8	-5.3%
Oct-2019	2.3	-4.2%	1.5	-42.3%
Nov-2019	2.1	-16.0%	1.3	-55.2%
Dec-2019	1.7	-26.1%	1.3	-55.2%
<b>Jan-2020</b>	<b>1.6</b>	<b>-27.3%</b>	<b>1.3</b>	<b>-51.9%</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.



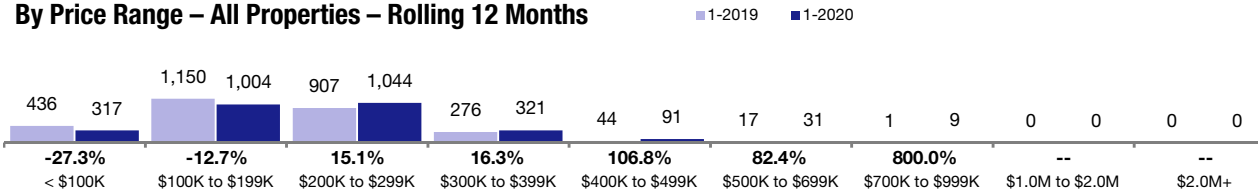
Key Metrics	Historical Sparkbars	1-2019	1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		254	<b>286</b>	+ 12.6%	254	<b>286</b>	+ 12.6%
<b>Pending Sales</b>		194	<b>248</b>	+ 27.8%	194	<b>248</b>	+ 27.8%
<b>Sold Listings</b>		169	<b>164</b>	- 3.0%	169	<b>164</b>	- 3.0%
<b>Median Sales Price</b>		\$192,000	<b>\$198,900</b>	+ 3.6%	\$192,000	<b>\$198,900</b>	+ 3.6%
<b>Avg. Sales Price</b>		\$205,414	<b>\$204,134</b>	- 0.6%	\$205,414	<b>\$204,134</b>	- 0.6%
<b>Pct. of List Price Received</b>		97.5%	<b>97.7%</b>	+ 0.2%	97.5%	<b>97.7%</b>	+ 0.2%
<b>Days on Market</b>		86	<b>79</b>	- 8.1%	86	<b>79</b>	- 8.1%
<b>Affordability Index</b>		178	<b>189</b>	+ 6.2%	178	<b>189</b>	+ 6.2%
<b>Active Listings</b>		522	<b>381</b>	- 27.0%	--	--	--
<b>Months Supply</b>		2.2	<b>1.6</b>	- 27.3%	--	--	--

# Sold Listings

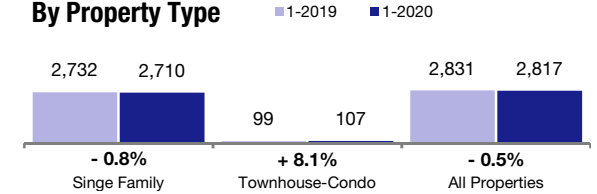
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	1-2019	1-2020	Change	1-2019	1-2020	Change
\$99,999 and Below	433	304	-29.8%	3	13	+333.3%
\$100,000 to \$199,999	1,085	950	-12.4%	65	54	-16.9%
\$200,000 to \$299,999	887	1,011	+14.0%	20	33	+65.0%
\$300,000 to \$399,999	266	317	+19.2%	10	4	-60.0%
\$400,000 to \$499,999	43	90	+109.3%	1	1	0.0%
\$500,000 to \$699,999	17	29	+70.6%	0	2	--
\$700,000 to \$999,999	1	9	+800.0%	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>2,732</b>	<b>2,710</b>	<b>-0.8%</b>	<b>99</b>	<b>107</b>	<b>+8.1%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2019	1-2020	Change	12-2019	1-2020	Change
\$99,999 and Below	24	17	-29.2%	0	2	--
\$100,000 to \$199,999	76	64	-15.8%	9	0	-100.0%
\$200,000 to \$299,999	79	60	-24.1%	3	2	-33.3%
\$300,000 to \$399,999	21	16	-23.8%	0	0	--
\$400,000 to \$499,999	4	2	-50.0%	0	0	--
\$500,000 to \$699,999	6	1	-83.3%	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>210</b>	<b>160</b>	<b>-23.8%</b>	<b>12</b>	<b>4</b>	<b>-66.7%</b>

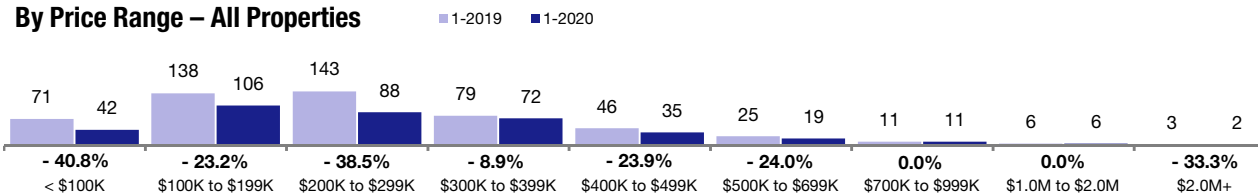
### Year to Date

By Price Range	Single Family			Condo		
	1-2019	1-2020	Change	1-2019	1-2020	Change
\$99,999 and Below	24	17	-29.2%	0	2	--
\$100,000 to \$199,999	62	64	+3.2%	3	0	-100.0%
\$200,000 to \$299,999	53	60	+13.2%	3	2	-33.3%
\$300,000 to \$399,999	15	16	+6.7%	0	0	--
\$400,000 to \$499,999	5	2	-60.0%	0	0	--
\$500,000 to \$699,999	3	1	-66.7%	0	0	--
\$700,000 to \$999,999	1	0	-100.0%	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>163</b>	<b>160</b>	<b>-1.8%</b>	<b>6</b>	<b>4</b>	<b>-33.3%</b>

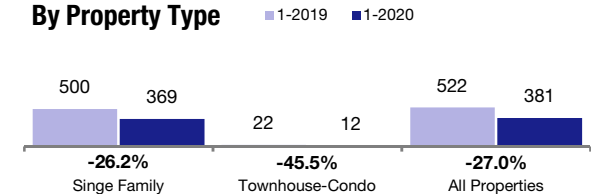
# Inventory of Active Listings

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		
	1-2019	1-2020	Change	1-2019	1-2020	Change
\$99,999 and Below	69	41	-40.6%	2	1	-50.0%
\$100,000 to \$199,999	126	103	-18.3%	12	3	-75.0%
\$200,000 to \$299,999	137	85	-38.0%	6	3	-50.0%
\$300,000 to \$399,999	78	68	-12.8%	1	4	+300.0%
\$400,000 to \$499,999	46	34	-26.1%	0	1	--
\$500,000 to \$699,999	24	19	-20.8%	1	0	-100.0%
\$700,000 to \$999,999	11	11	0.0%	0	0	--
\$1,000,000 to \$1,999,999	6	6	0.0%	0	0	--
\$2,000,000 and Above	3	2	-33.3%	0	0	--
<b>All Price Ranges</b>	<b>500</b>	<b>369</b>	<b>-26.2%</b>	<b>22</b>	<b>12</b>	<b>-45.5%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2019	1-2020	Change	12-2019	1-2020	Change
\$99,999 and Below	48	41	-14.6%	3	1	-66.7%
\$100,000 to \$199,999	108	103	-4.6%	3	3	0.0%
\$200,000 to \$299,999	103	85	-17.5%	2	3	+50.0%
\$300,000 to \$399,999	64	68	+6.3%	3	4	+33.3%
\$400,000 to \$499,999	35	34	-2.9%	1	1	0.0%
\$500,000 to \$699,999	20	19	-5.0%	0	0	--
\$700,000 to \$999,999	8	11	+37.5%	0	0	--
\$1,000,000 to \$1,999,999	8	6	-25.0%	0	0	--
\$2,000,000 and Above	1	2	+100.0%	0	0	--
<b>All Price Ranges</b>	<b>395</b>	<b>369</b>	<b>-6.6%</b>	<b>12</b>	<b>12</b>	<b>0.0%</b>

### Year to Date

By Price Range	Single Family			Condo		
	1-2019	1-2020	Change	1-2019	1-2020	Change
\$99,999 and Below	48	41	-14.6%	3	1	-66.7%
\$100,000 to \$199,999	108	103	-4.6%	3	3	0.0%
\$200,000 to \$299,999	103	85	-17.5%	2	3	+50.0%
\$300,000 to \$399,999	64	68	+6.3%	3	4	+33.3%
\$400,000 to \$499,999	35	34	-2.9%	1	1	0.0%
\$500,000 to \$699,999	20	19	-5.0%	0	0	--
\$700,000 to \$999,999	8	11	+37.5%	0	0	--
\$1,000,000 to \$1,999,999	8	6	-25.0%	0	0	--
\$2,000,000 and Above	1	2	+100.0%	0	0	--
<b>All Price Ranges</b>	<b>395</b>	<b>369</b>	<b>-6.6%</b>	<b>12</b>	<b>12</b>	<b>0.0%</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.



# Local Market Update for January 2020

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## Pueblo County

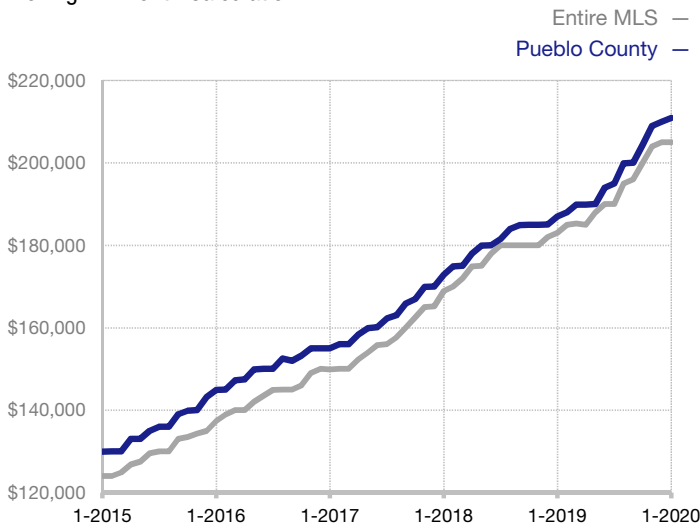
Single Family Key Metrics	January			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	238	<b>272</b>	+ 14.3%	238	<b>272</b>	+ 14.3%
Sold Listings	159	<b>159</b>	0.0%	159	<b>159</b>	0.0%
Median Sales Price*	\$190,000	<b>\$199,450</b>	+ 5.0%	\$190,000	<b>\$199,450</b>	+ 5.0%
Average Sales Price*	\$204,371	<b>\$206,054</b>	+ 0.8%	\$204,371	<b>\$206,054</b>	+ 0.8%
Percent of List Price Received*	97.5%	<b>97.9%</b>	+ 0.4%	97.5%	<b>97.9%</b>	+ 0.4%
Days on Market Until Sale	85	<b>76</b>	- 10.6%	85	<b>76</b>	- 10.6%
Inventory of Homes for Sale	470	<b>344</b>	- 26.8%	--	--	--
Months Supply of Inventory	2.1	<b>1.6</b>	- 23.8%	--	--	--

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

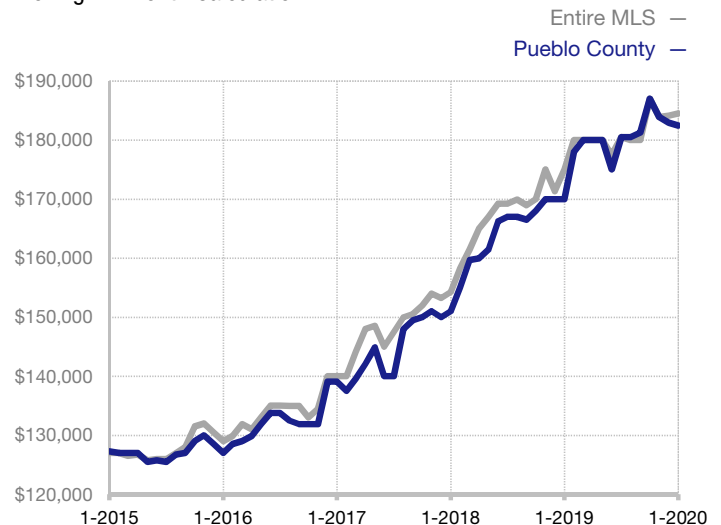
Townhouse/Condo Key Metrics	January			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	12	<b>14</b>	+ 16.7%	12	<b>14</b>	+ 16.7%
Sold Listings	5	<b>4</b>	- 20.0%	5	<b>4</b>	- 20.0%
Median Sales Price*	\$220,000	<b>\$146,750</b>	- 33.3%	\$220,000	<b>\$146,750</b>	- 33.3%
Average Sales Price*	\$192,800	<b>\$163,088</b>	- 15.4%	\$192,800	<b>\$163,088</b>	- 15.4%
Percent of List Price Received*	98.9%	<b>95.9%</b>	- 3.0%	98.9%	<b>95.9%</b>	- 3.0%
Days on Market Until Sale	103	<b>189</b>	+ 83.5%	103	<b>189</b>	+ 83.5%
Inventory of Homes for Sale	21	<b>12</b>	- 42.9%	--	--	--
Months Supply of Inventory	2.7	<b>1.4</b>	- 48.1%	--	--	--

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

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



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



# Local Market Update for January 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Arkansas Valley/Otero County

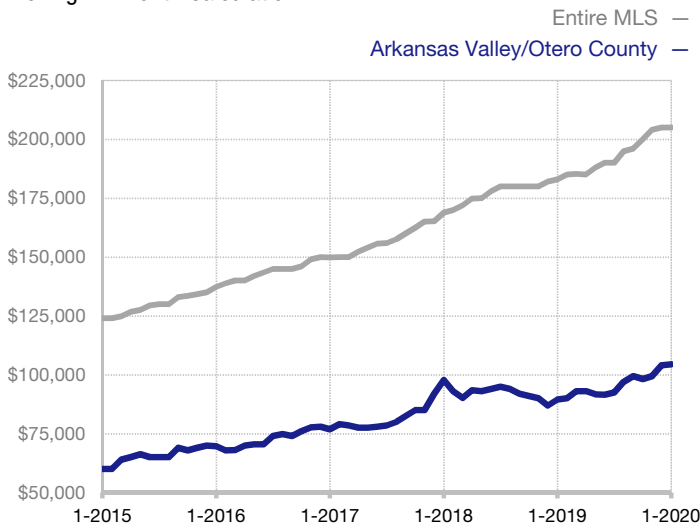
Single Family	January			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	44	38	- 13.6%	44	38	- 13.6%
Sold Listings	19	20	+ 5.3%	19	20	+ 5.3%
Median Sales Price*	\$118,250	<b>\$114,000</b>	- 3.6%	\$118,250	<b>\$114,000</b>	- 3.6%
Average Sales Price*	\$131,887	<b>\$124,445</b>	- 5.6%	\$131,887	<b>\$124,445</b>	- 5.6%
Percent of List Price Received*	94.6%	<b>94.8%</b>	+ 0.2%	94.6%	<b>94.8%</b>	+ 0.2%
Days on Market Until Sale	98	125	+ 27.6%	98	125	+ 27.6%
Inventory of Homes for Sale	121	95	- 21.5%	--	--	--
Months Supply of Inventory	4.7	3.3	- 29.8%	--	--	--

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

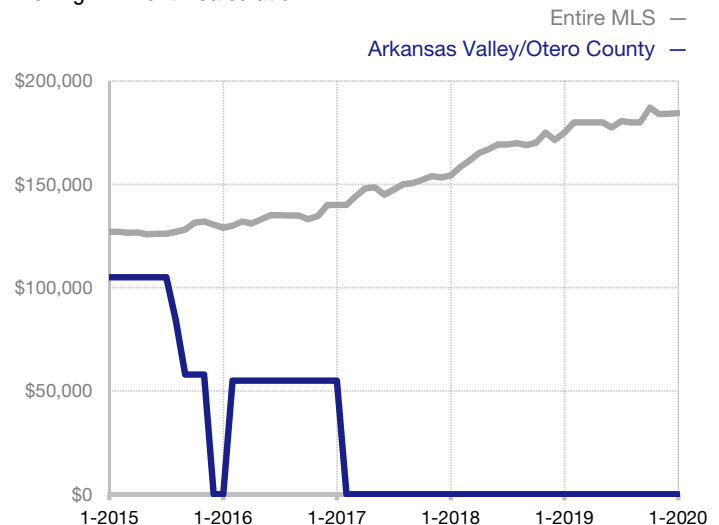
Townhouse/Condo	January			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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	1	--	--	--	--
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 January 2020

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## Fowler

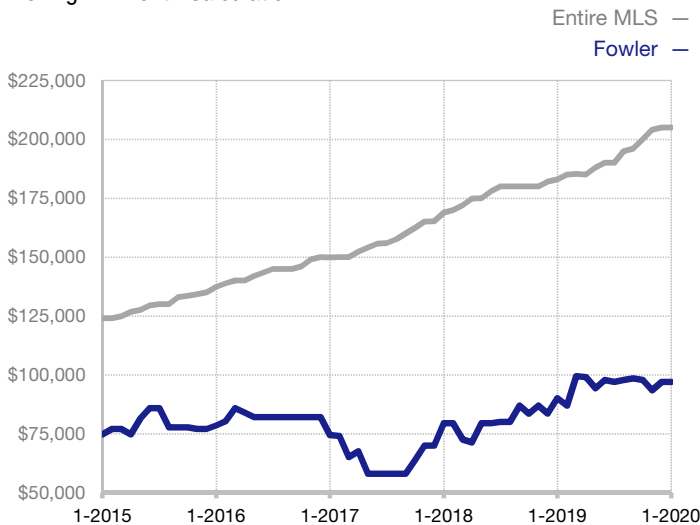
Single Family	January			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	3	1	- 66.7%	3	1	- 66.7%
Sold Listings	1	1	0.0%	1	1	0.0%
Median Sales Price*	\$90,000	<b>\$51,000</b>	- 43.3%	\$90,000	<b>\$51,000</b>	- 43.3%
Average Sales Price*	\$90,000	<b>\$51,000</b>	- 43.3%	\$90,000	<b>\$51,000</b>	- 43.3%
Percent of List Price Received*	100.0%	<b>98.3%</b>	- 1.7%	100.0%	<b>98.3%</b>	- 1.7%
Days on Market Until Sale	58	<b>98</b>	+ 69.0%	58	<b>98</b>	+ 69.0%
Inventory of Homes for Sale	6	<b>8</b>	+ 33.3%	--	--	--
Months Supply of Inventory	1.7	<b>2.7</b>	+ 58.8%	--	--	--

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

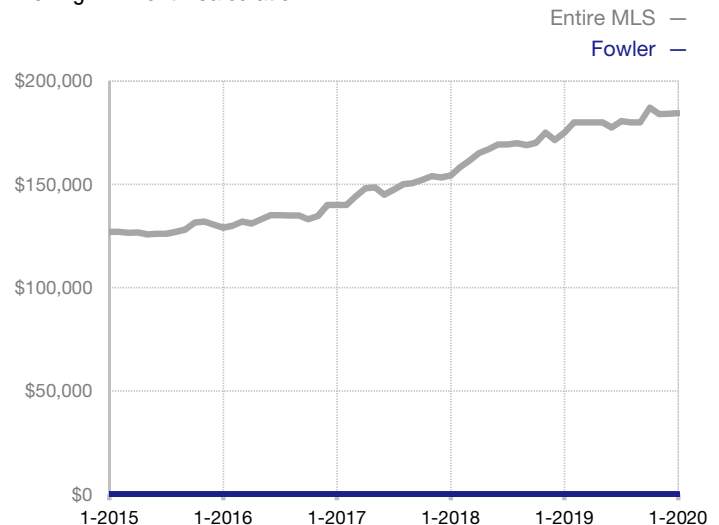
Townhouse/Condo	January			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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>	--	--	--	--

\* 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 January 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Huerfano County

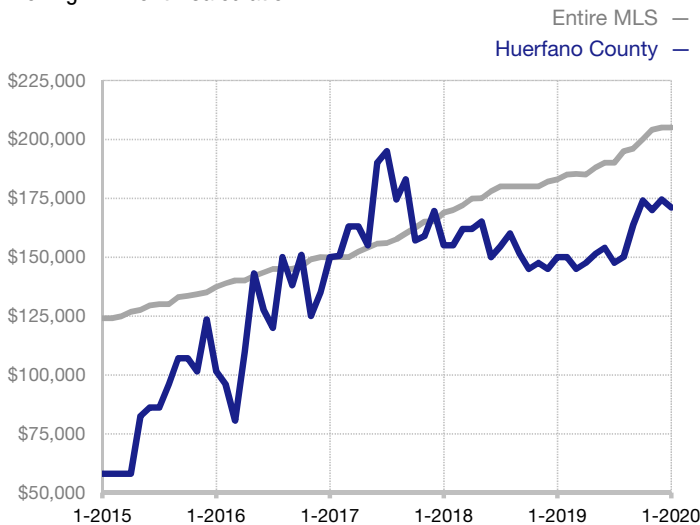
Single Family Key Metrics	January			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	6	3	- 50.0%	6	3	- 50.0%
Sold Listings	3	2	- 33.3%	3	2	- 33.3%
Median Sales Price*	\$82,000	<b>\$45,000</b>	- 45.1%	\$82,000	<b>\$45,000</b>	- 45.1%
Average Sales Price*	\$157,333	<b>\$45,000</b>	- 71.4%	\$157,333	<b>\$45,000</b>	- 71.4%
Percent of List Price Received*	98.4%	<b>77.6%</b>	- 21.1%	98.4%	<b>77.6%</b>	- 21.1%
Days on Market Until Sale	159	<b>93</b>	- 41.5%	159	<b>93</b>	- 41.5%
Inventory of Homes for Sale	64	<b>47</b>	- 26.6%	--	--	--
Months Supply of Inventory	9.7	<b>6.7</b>	- 30.9%	--	--	--

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

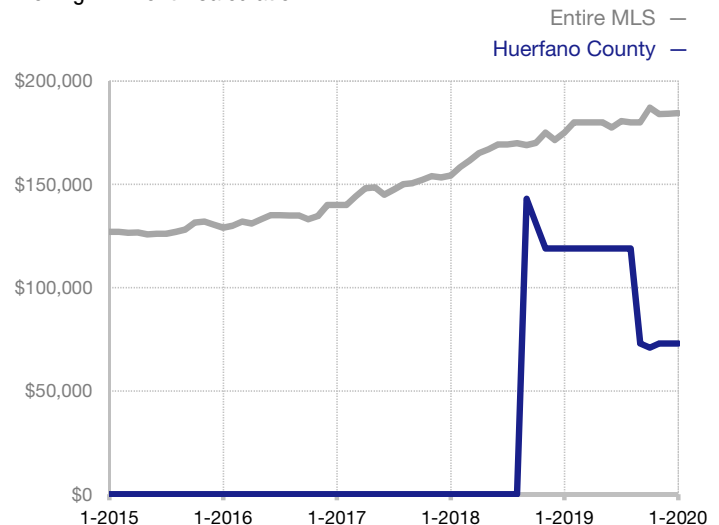
Townhouse/Condo Key Metrics	January			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</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>	--	--	--	--

\* 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 January 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## La Junta

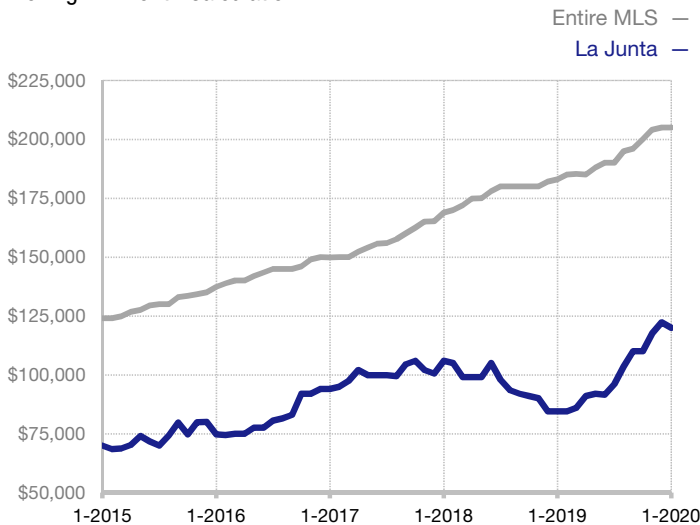
Single Family Key Metrics	January			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	4	11	+ 175.0%	4	11	+ 175.0%
Sold Listings	5	3	- 40.0%	5	3	- 40.0%
Median Sales Price*	\$172,500	\$130,900	- 24.1%	\$172,500	\$130,900	- 24.1%
Average Sales Price*	\$161,975	\$106,133	- 34.5%	\$161,975	\$106,133	- 34.5%
Percent of List Price Received*	97.8%	93.9%	- 4.0%	97.8%	93.9%	- 4.0%
Days on Market Until Sale	149	45	- 69.8%	149	45	- 69.8%
Inventory of Homes for Sale	28	24	- 14.3%	--	--	--
Months Supply of Inventory	4.2	3.2	- 23.8%	--	--	--

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

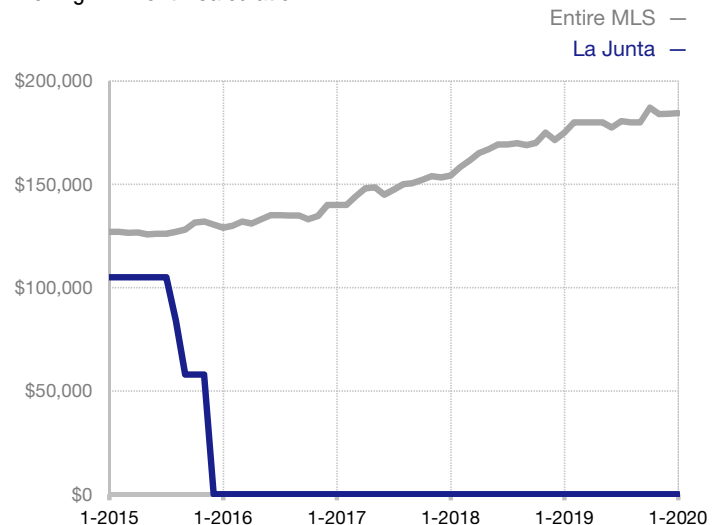
Townhouse/Condo Key Metrics	January			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 January 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Lamar

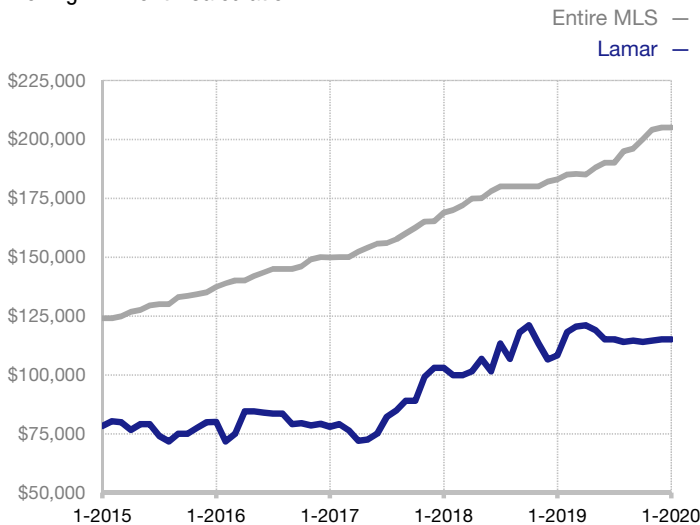
Key Metrics	January			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	6	1	- 83.3%	6	1	- 83.3%
Sold Listings	3	2	- 33.3%	3	2	- 33.3%
Median Sales Price*	\$224,000	<b>\$187,500</b>	- 16.3%	\$224,000	<b>\$187,500</b>	- 16.3%
Average Sales Price*	\$181,333	<b>\$187,500</b>	+ 3.4%	\$181,333	<b>\$187,500</b>	+ 3.4%
Percent of List Price Received*	90.5%	<b>96.3%</b>	+ 6.4%	90.5%	<b>96.3%</b>	+ 6.4%
Days on Market Until Sale	116	<b>116</b>	0.0%	116	<b>116</b>	0.0%
Inventory of Homes for Sale	12	<b>13</b>	+ 8.3%	--	--	--
Months Supply of Inventory	3.1	<b>2.8</b>	- 9.7%	--	--	--

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

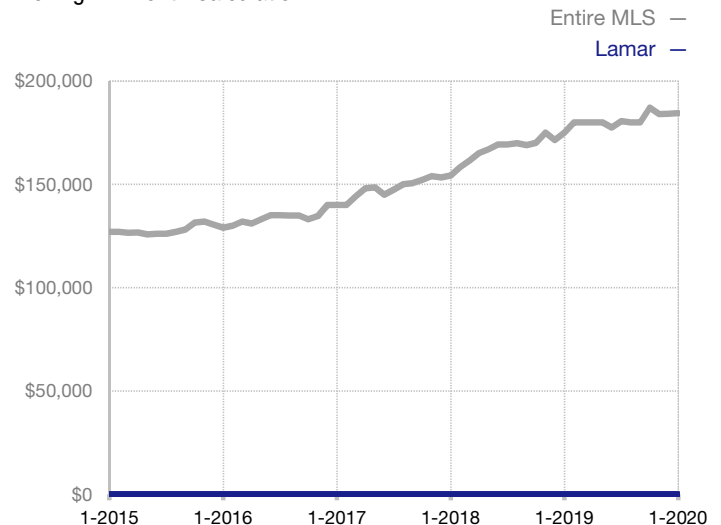
Key Metrics	January			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</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>	--	--	--	--

\* 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 January 2020

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## Las Animas

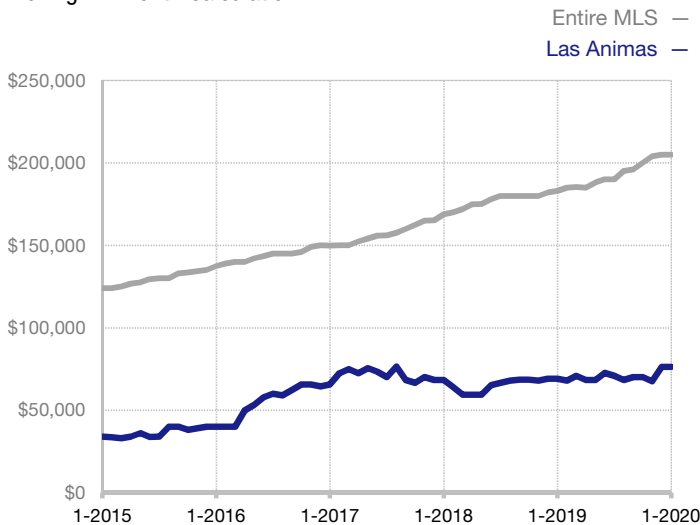
Single Family	January			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	4	3	- 25.0%	4	3	- 25.0%
Sold Listings	2	2	0.0%	2	2	0.0%
Median Sales Price*	\$64,500	<b>\$55,000</b>	- 14.7%	\$64,500	<b>\$55,000</b>	- 14.7%
Average Sales Price*	\$64,500	<b>\$55,000</b>	- 14.7%	\$64,500	<b>\$55,000</b>	- 14.7%
Percent of List Price Received*	94.3%	<b>87.1%</b>	- 7.6%	94.3%	<b>87.1%</b>	- 7.6%
Days on Market Until Sale	68	<b>155</b>	+ 127.9%	68	<b>155</b>	+ 127.9%
Inventory of Homes for Sale	10	<b>6</b>	- 40.0%	--	--	--
Months Supply of Inventory	3.6	<b>2.2</b>	- 38.9%	--	--	--

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

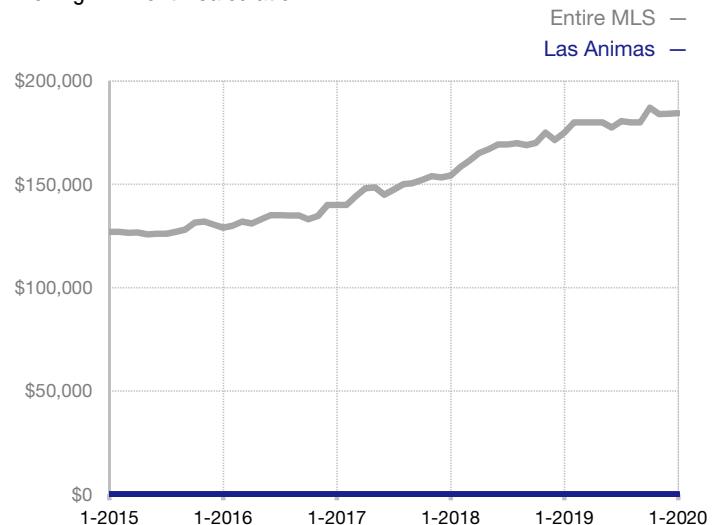
Townhouse/Condo	January			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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>	--	--	--	--

\* 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 January 2020

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## Manzanola

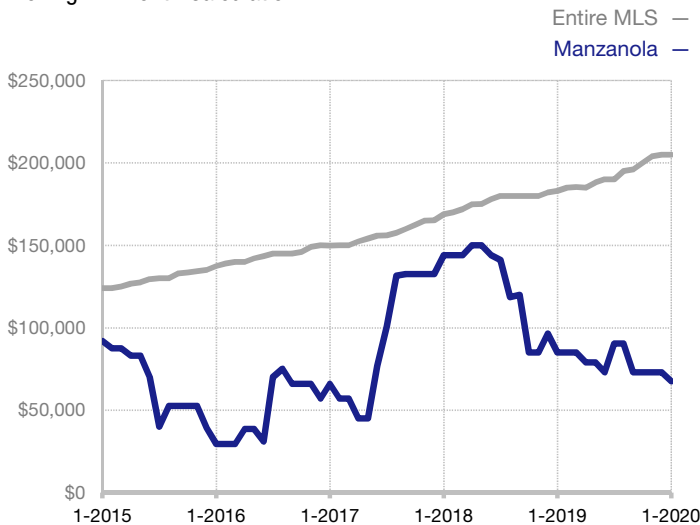
Single Family	January			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	2	2	0.0%	2	2	0.0%
Sold Listings	2	3	+ 50.0%	2	3	+ 50.0%
Median Sales Price*	\$146,500	<b>\$60,000</b>	- 59.0%	\$146,500	<b>\$60,000</b>	- 59.0%
Average Sales Price*	\$146,500	<b>\$77,300</b>	- 47.2%	\$146,500	<b>\$77,300</b>	- 47.2%
Percent of List Price Received*	98.9%	<b>93.9%</b>	- 5.1%	98.9%	<b>93.9%</b>	- 5.1%
Days on Market Until Sale	107	<b>66</b>	- 38.3%	107	<b>66</b>	- 38.3%
Inventory of Homes for Sale	5	<b>2</b>	- 60.0%	--	--	--
Months Supply of Inventory	2.8	<b>1.0</b>	- 64.3%	--	--	--

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

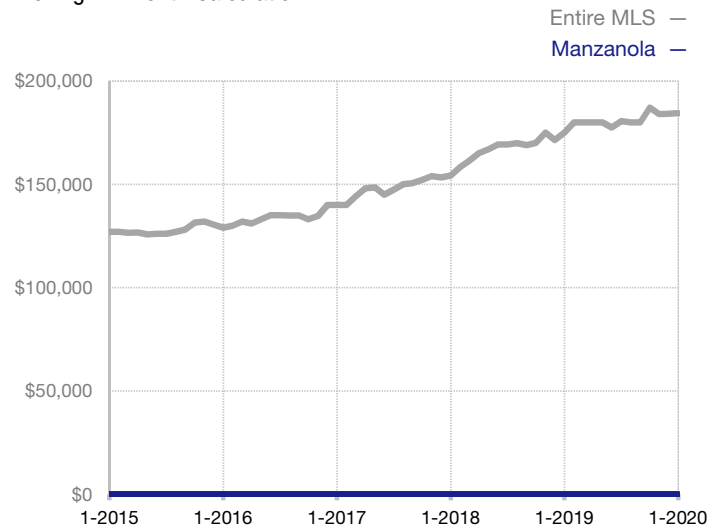
Townhouse/Condo	January			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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>	--	--	--	--

\* 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 January 2020

A Research Tool Provided by the Colorado Association of REALTORS®



## Rocky Ford

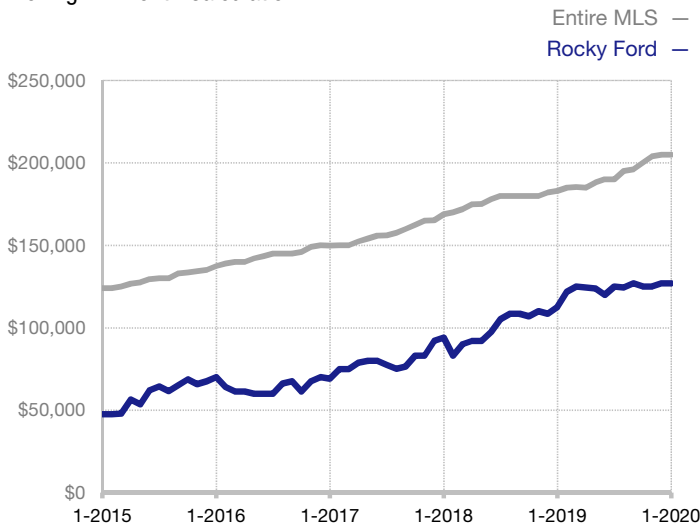
Single Family	January			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	14	7	- 50.0%	14	7	- 50.0%
Sold Listings	3	3	0.0%	3	3	0.0%
Median Sales Price*	\$145,000	<b>\$135,000</b>	- 6.9%	\$145,000	<b>\$135,000</b>	- 6.9%
Average Sales Price*	\$122,333	<b>\$127,033</b>	+ 3.8%	\$122,333	<b>\$127,033</b>	+ 3.8%
Percent of List Price Received*	91.3%	<b>100.3%</b>	+ 9.9%	91.3%	<b>100.3%</b>	+ 9.9%
Days on Market Until Sale	55	<b>178</b>	+ 223.6%	55	<b>178</b>	+ 223.6%
Inventory of Homes for Sale	24	<b>11</b>	- 54.2%	--	--	--
Months Supply of Inventory	6.0	<b>2.9</b>	- 51.7%	--	--	--

\* 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	January			Year to Date		
	2019	2020	Percent Change from Previous Year	Thru 01-2019	Thru 01-2020	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>	--	--	--	--

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

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Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
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