Monthly Indicators

PUEBLO ASSOCIATION OF REALTORS, INC

February 2020

Percent changes calculated using year-over-year comparisons.

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

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

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

Activity Snapshot

+ 11.9%	- 4.2%	- 39.9%
One-Year Change in **Sold Listings All Properties**	One-Year Change in **Median Sales Price All Properties**	One-Year Change in **Active Listings All Properties**

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

Single Family Market Overview

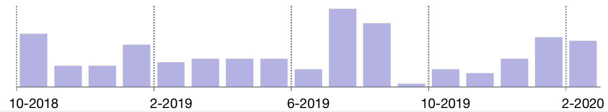
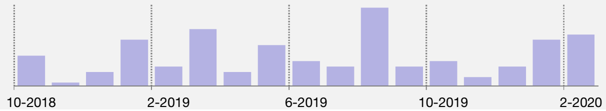
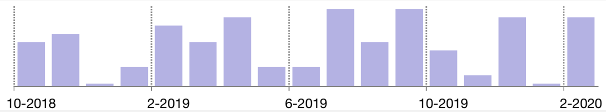
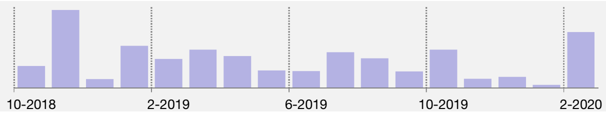
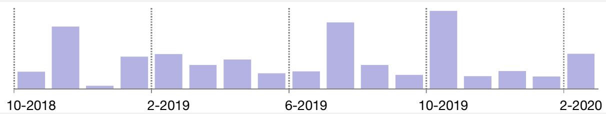
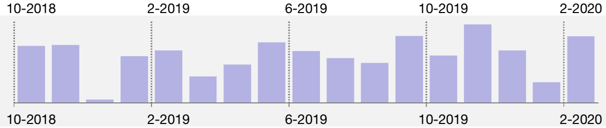
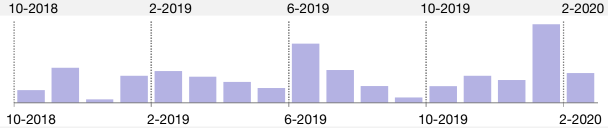
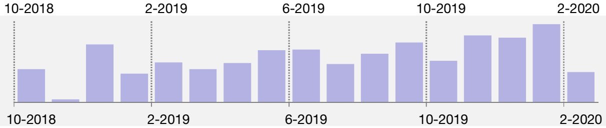
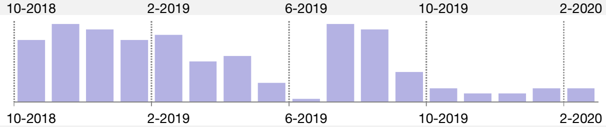
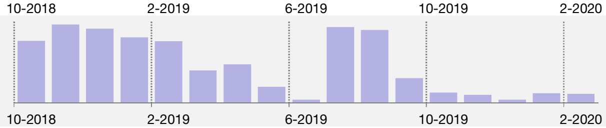
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

PUEBLO ASSOCIATION OF REALTORS, INC

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

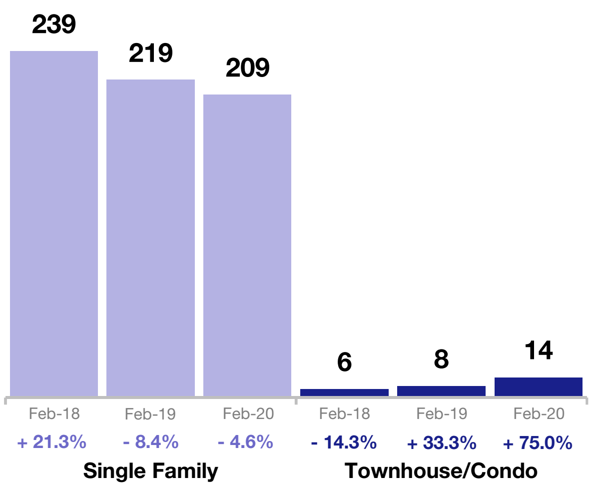
Townhouse/Condo Market Overview

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

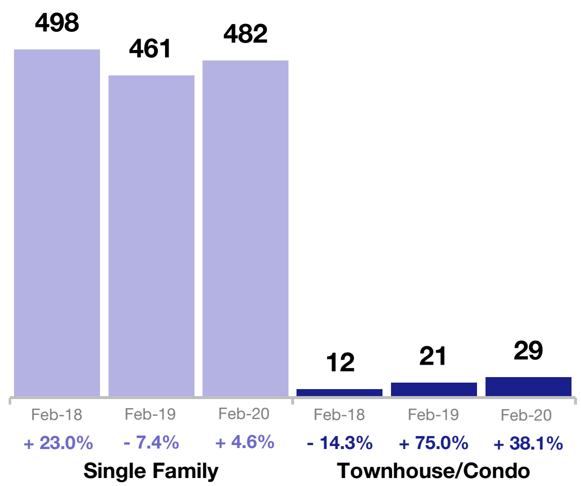
Key Metrics	Historical Sparkbars	2-2019	2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		8	**14**	+ 75.0%	21	**29**	+ 38.1%
Pending Sales		7	**13**	+ 85.7%	19	**25**	+ 31.6%
Sold Listings		11	**12**	+ 9.1%	17	**16**	- 5.9%
Median Sales Price		$182,000	**$219,000**	+ 20.3%	$182,000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

New Listings

February

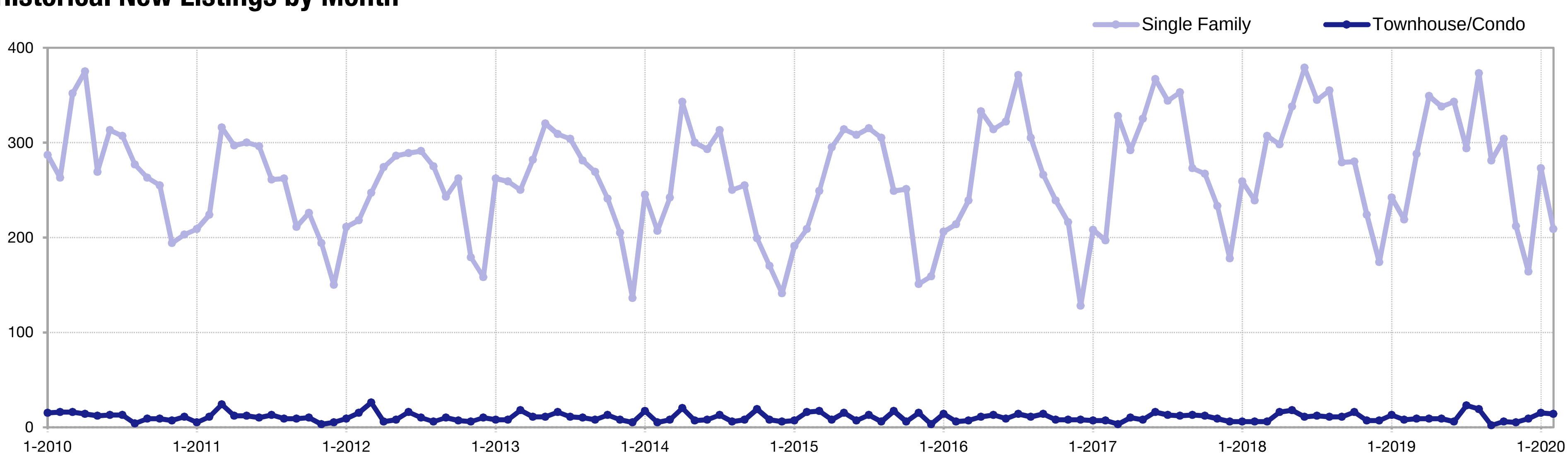


Year to Date



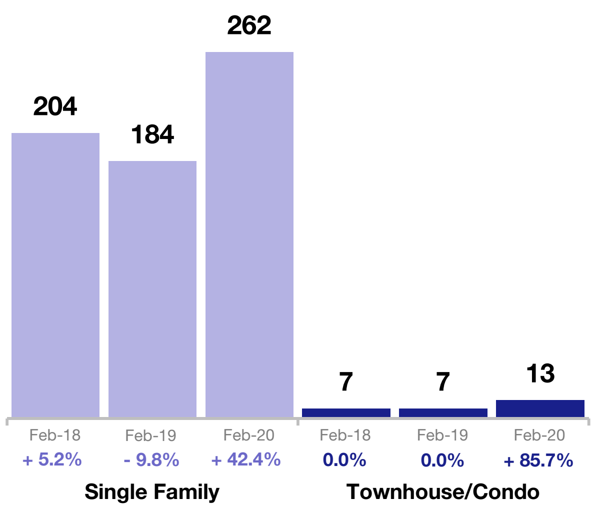
New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	288	-6.2%	9	+50.0%
Apr-2019	349	+17.1%	9	-43.8%
May-2019	338	0.0%	9	-50.0%
Jun-2019	343	-9.5%	6	-45.5%
Jul-2019	294	-14.8%	23	+91.7%
Aug-2019	373	+5.1%	19	+72.7%
Sep-2019	281	+0.7%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

Historical New Listings by Month

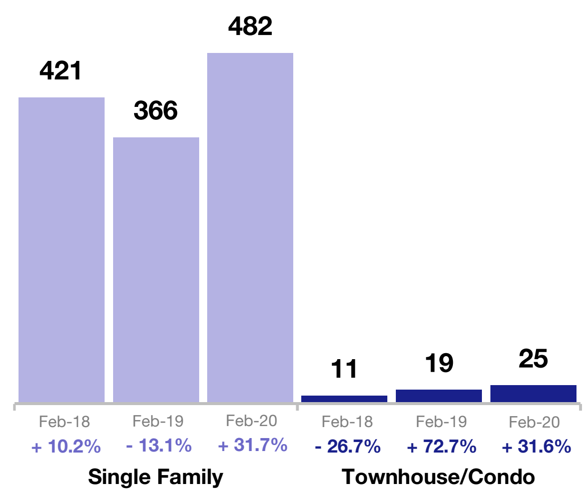


Pending Sales

February

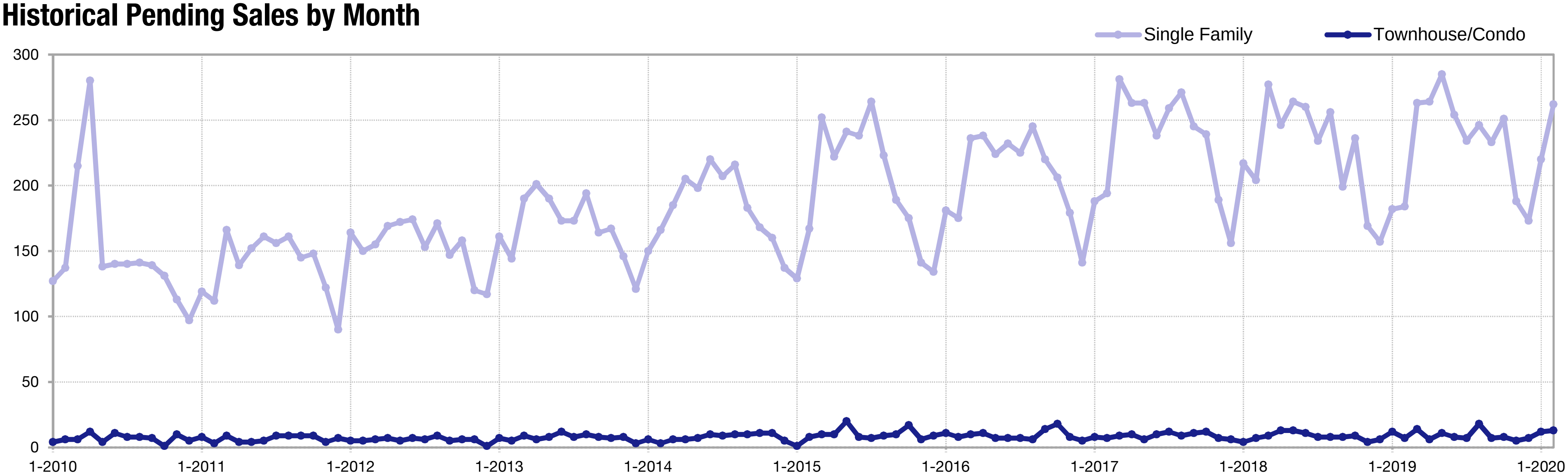


Year to Date



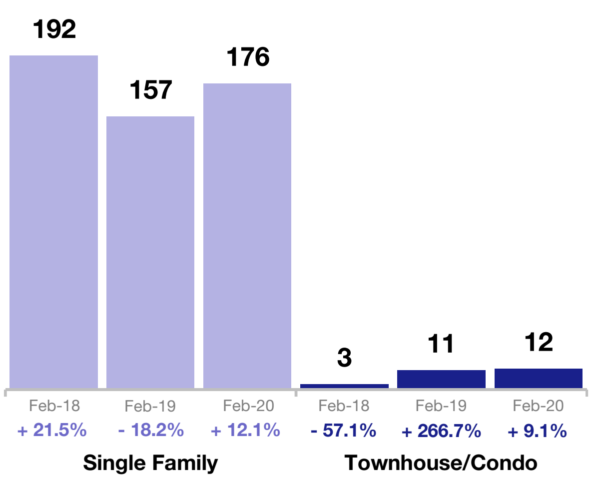
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	263	-5.1%	14	+55.6%
Apr-2019	264	+7.3%	6	-53.8%
May-2019	285	+8.0%	11	-15.4%
Jun-2019	254	-2.3%	8	-27.3%
Jul-2019	234	0.0%	7	-12.5%
Aug-2019	246	-3.9%	18	+125.0%
Sep-2019	233	+17.1%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

Historical Pending Sales by Month

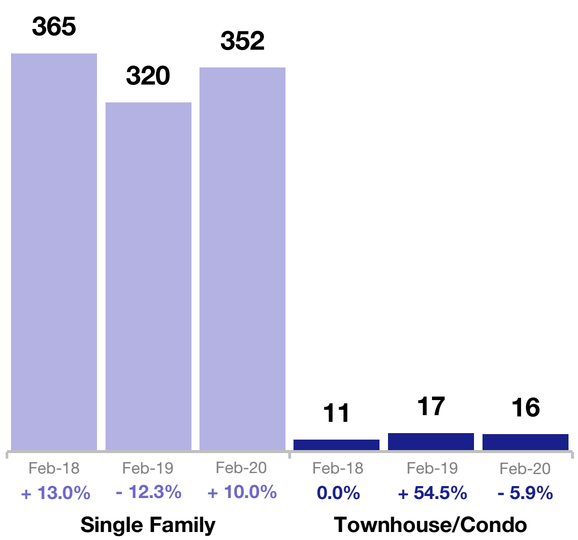


Sold Listings

February

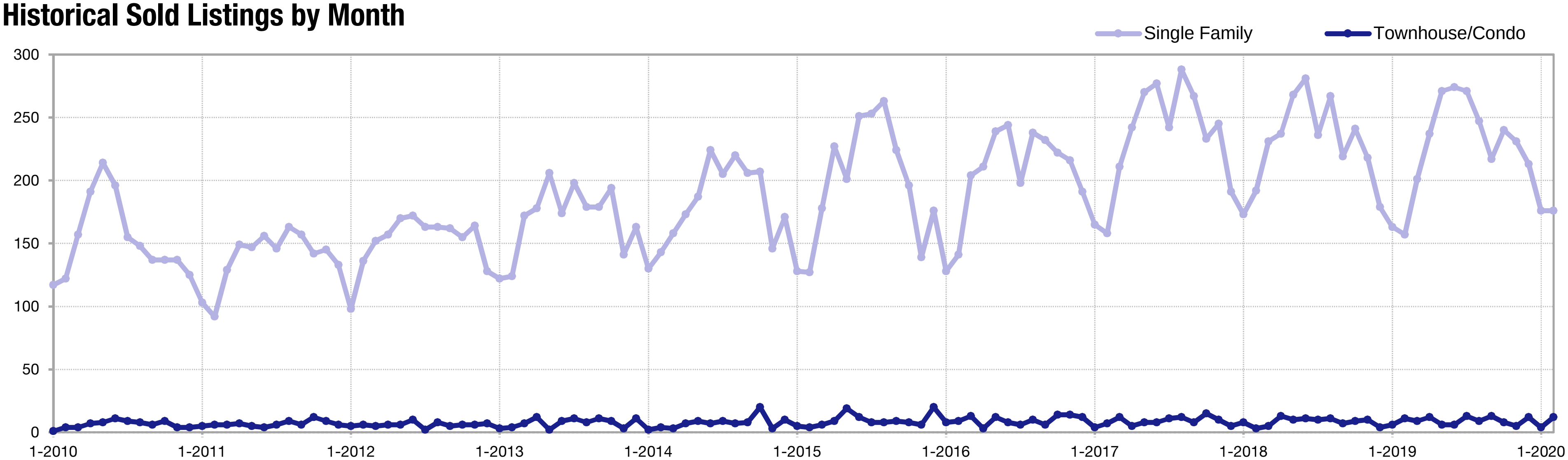


Year to Date



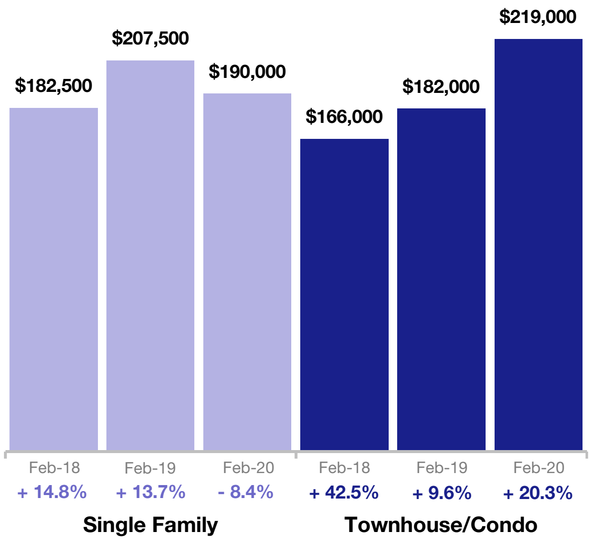
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	201	-13.0%	9	+80.0%
Apr-2019	237	0.0%	12	-7.7%
May-2019	271	+1.1%	6	-40.0%
Jun-2019	274	-2.5%	6	-45.5%
Jul-2019	271	+14.8%	13	+30.0%
Aug-2019	247	-7.5%	9	-18.2%
Sep-2019	217	-0.9%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

Historical Sold Listings by Month

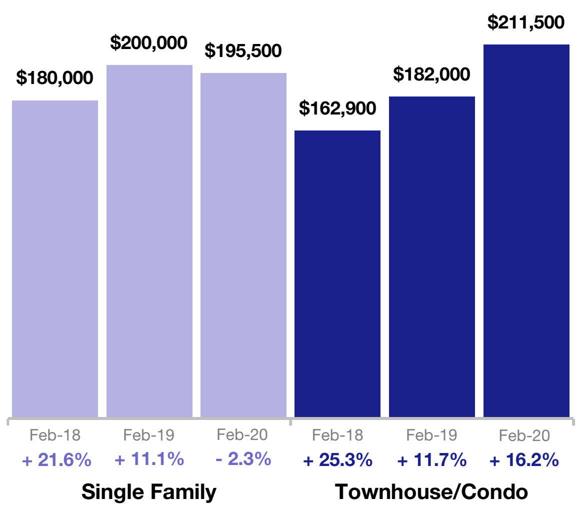


Median Sales Price

February

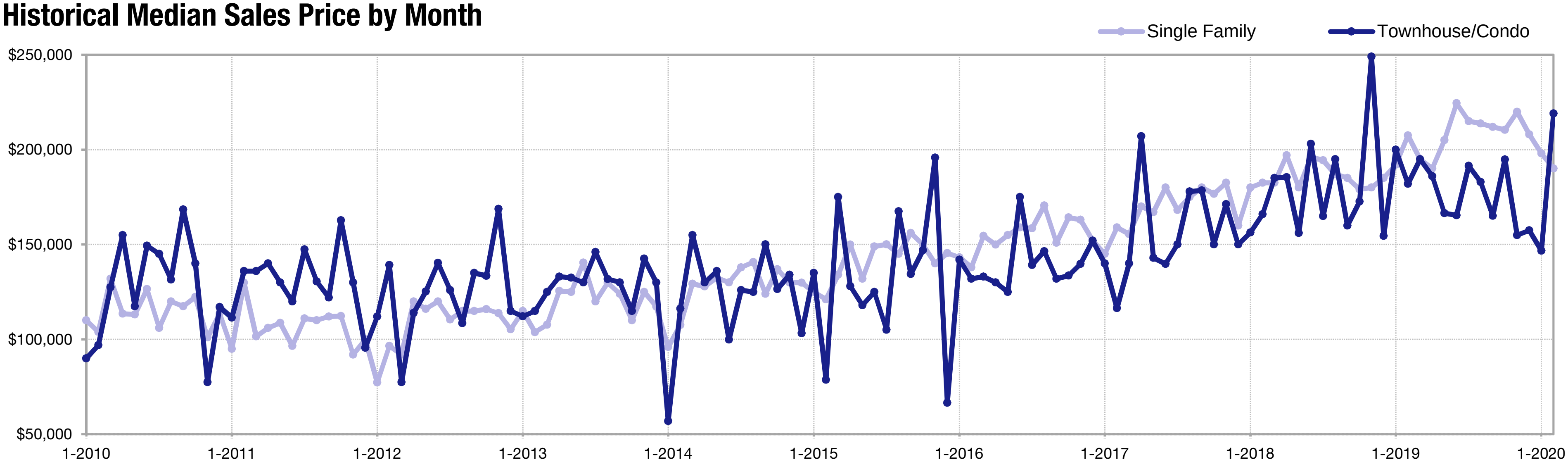


Year to Date



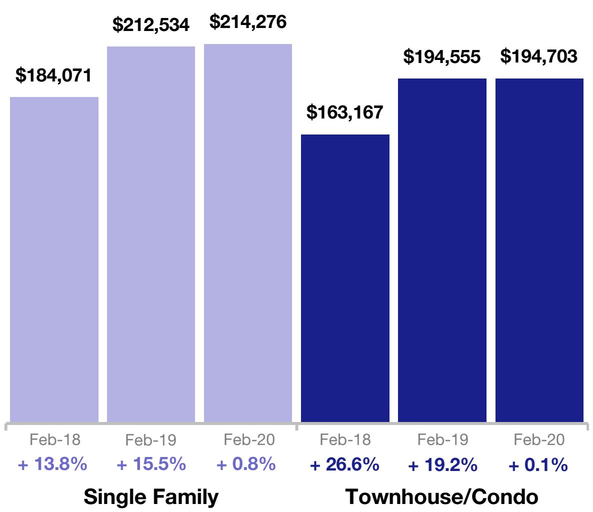
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	$195,000	+6.8%	$195,000	+5.4%
Apr-2019	$190,000	-3.6%	$186,000	+0.3%
May-2019	$205,000	+13.9%	$166,500	+6.7%
Jun-2019	$224,450	+14.5%	$165,350	-18.5%
Jul-2019	$215,000	+10.6%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

Historical Median Sales Price by Month

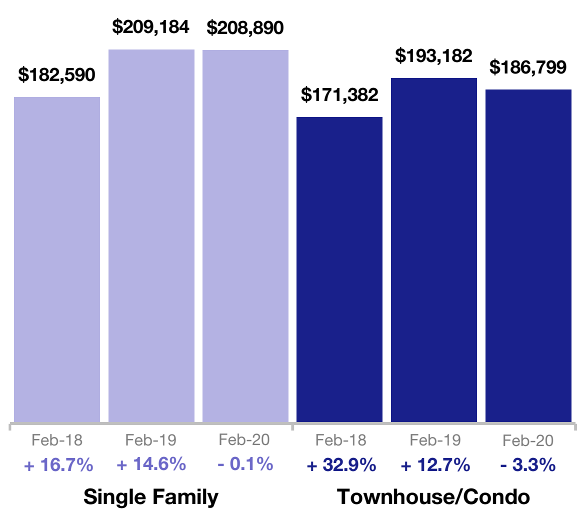


Average Sales Price

February

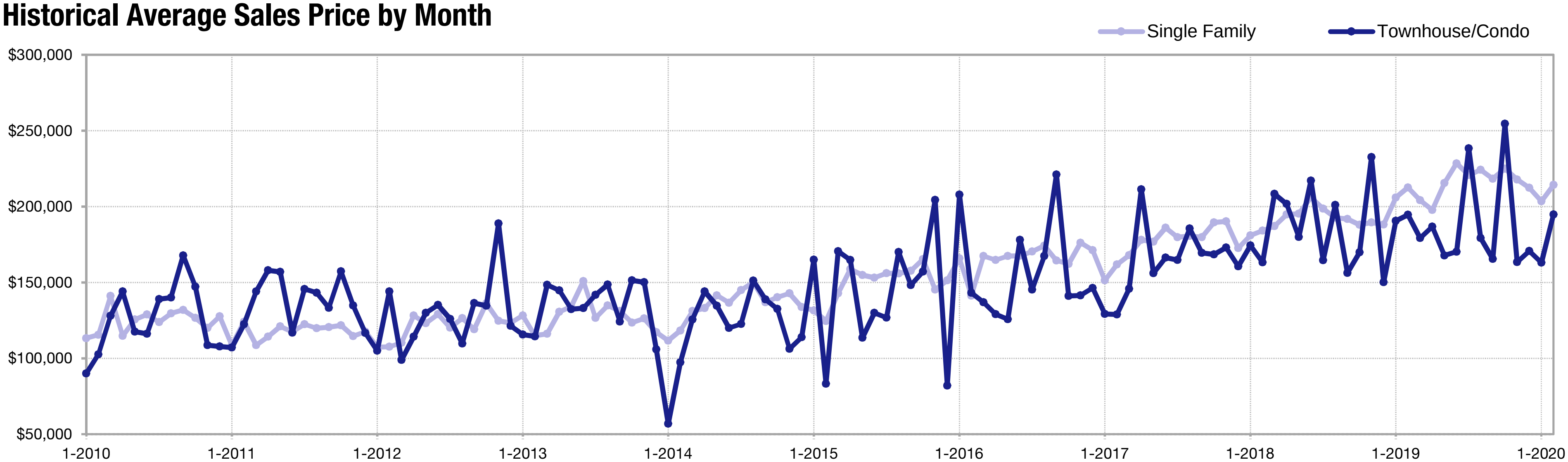


Year to Date



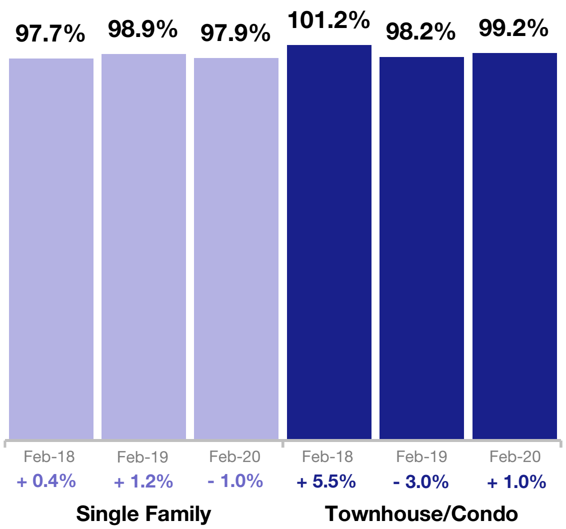
Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	$204,184	+9.1%	$179,322	-13.9%
Apr-2019	$197,798	+1.6%	$186,708	-7.5%
May-2019	$215,507	+10.3%	$167,683	-6.9%
Jun-2019	$228,452	+10.8%	$170,142	-21.6%
Jul-2019	$220,745	+11.1%	$238,338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

Historical Average Sales Price by Month

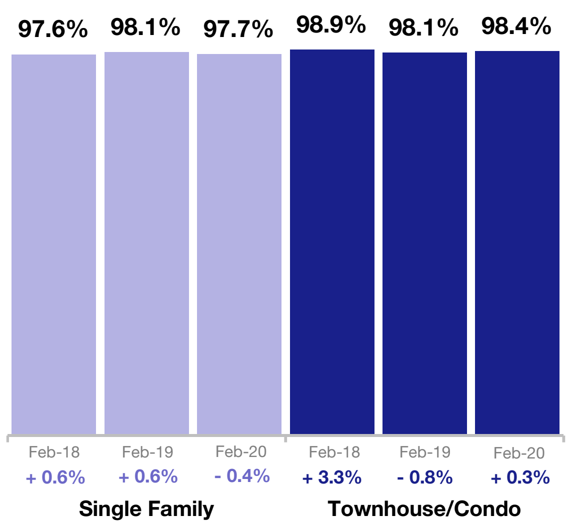


Percent of List Price Received

February

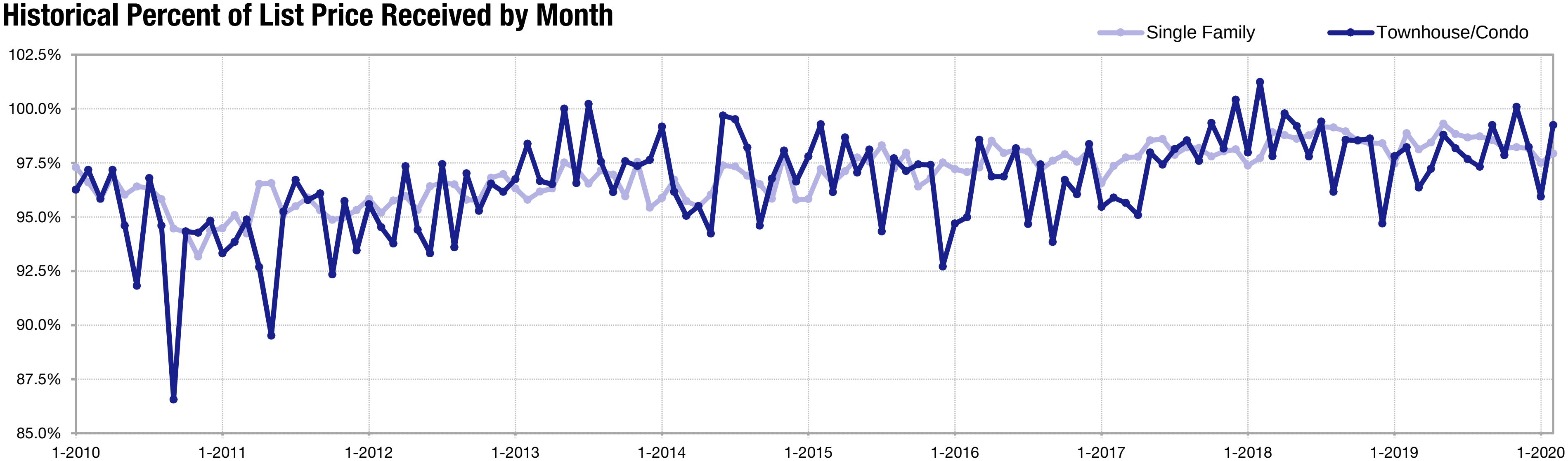


Year to Date



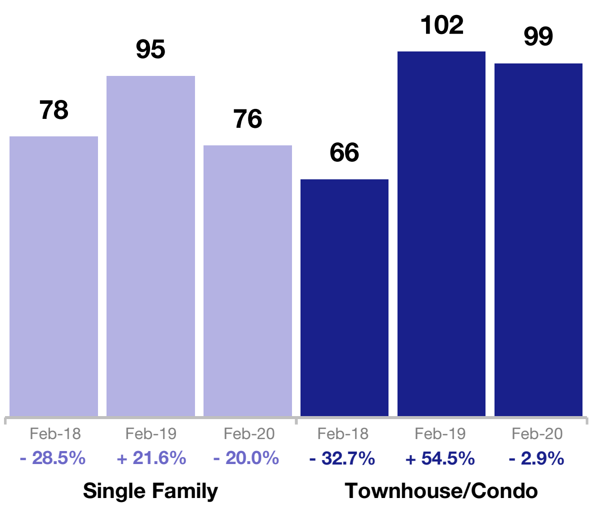
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	98.1%	-0.8%	96.4%	-1.4%
Apr-2019	98.4%	-0.4%	97.2%	-2.6%
May-2019	99.3%	+0.7%	98.8%	-0.4%
Jun-2019	98.8%	0.0%	98.2%	+0.4%
Jul-2019	98.7%	-0.5%	97.7%	-1.7%
Aug-2019	98.7%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

Historical Percent of List Price Received by Month

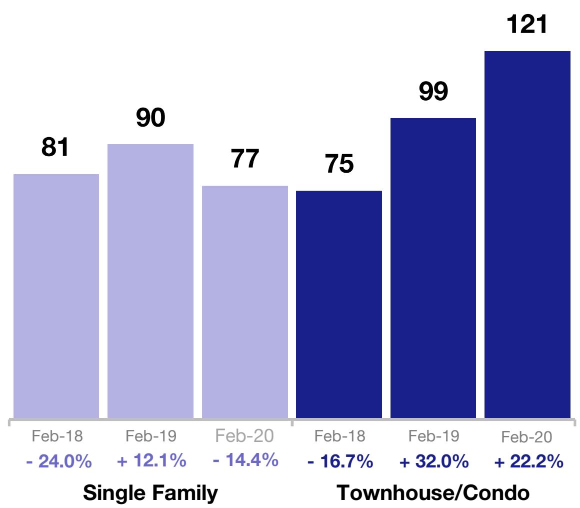


Days on Market Until Sale

February

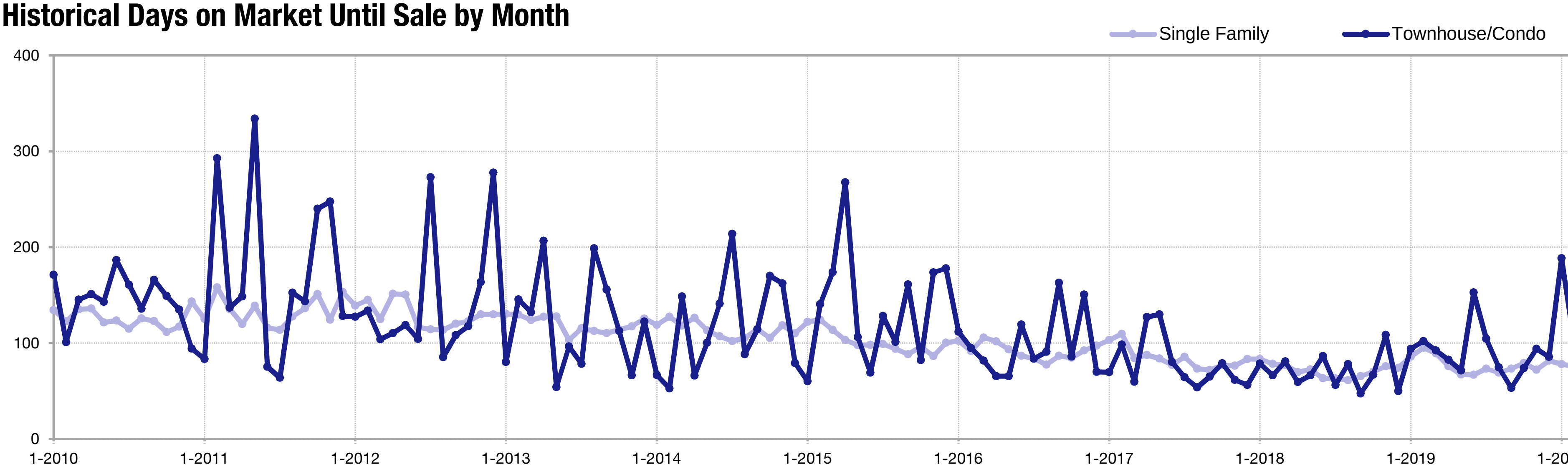


Year to Date



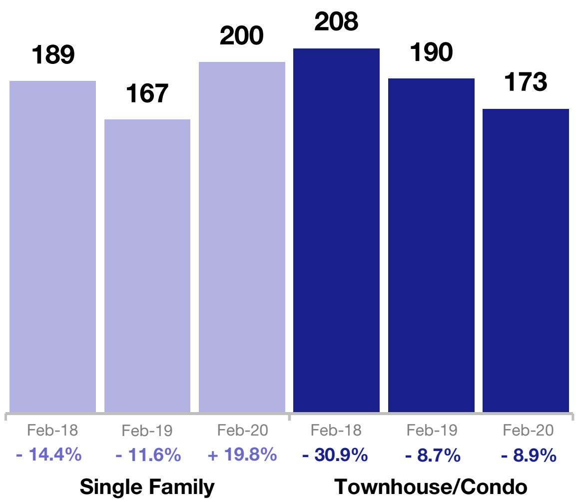
Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	89	+15.6%	92	+13.6%
Apr-2019	76	+8.6%	82	+39.0%
May-2019	67	-6.9%	71	+7.6%
Jun-2019	67	+6.3%	153	+77.9%
Jul-2019	73	+15.9%	104	+85.7%
Aug-2019	69	+13.1%	75	-3.8%
Sep-2019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

Historical Days on Market Until Sale by Month

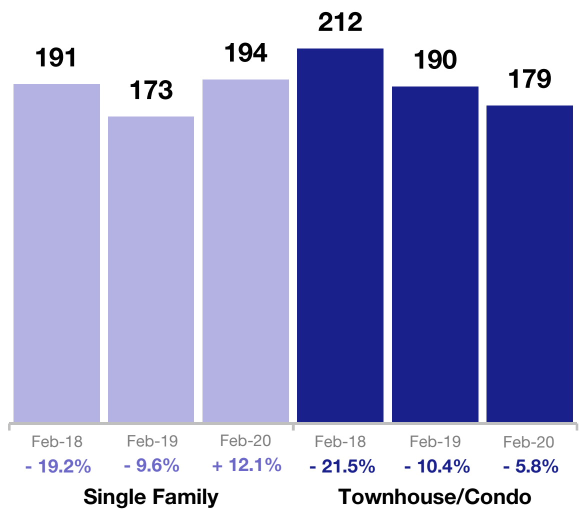


Housing Affordability Index

February

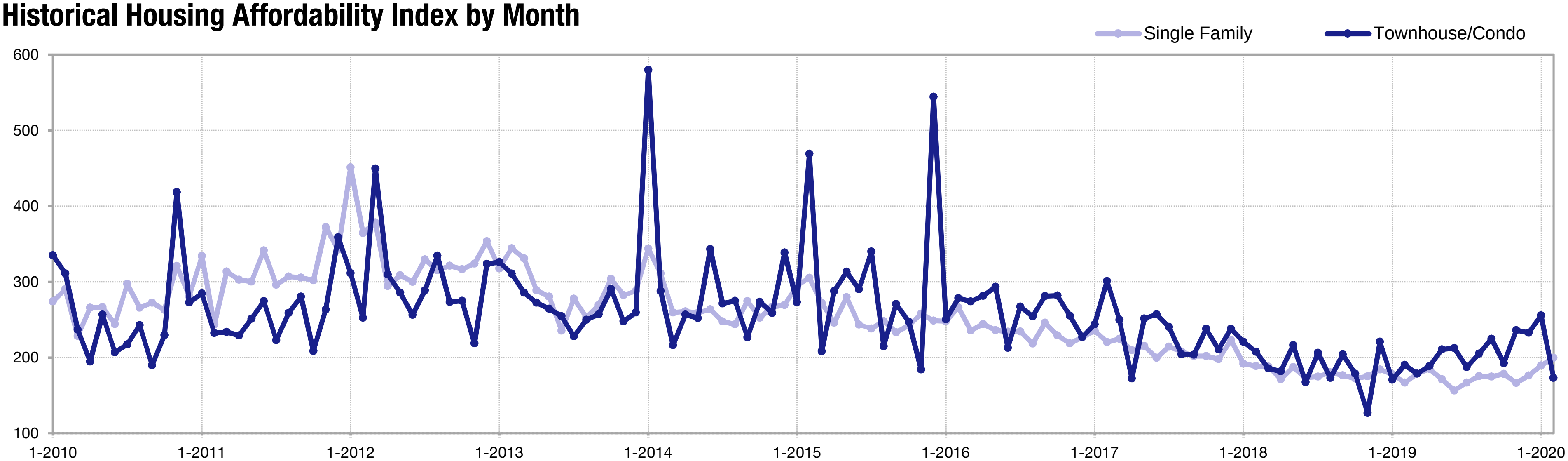


Year to Date



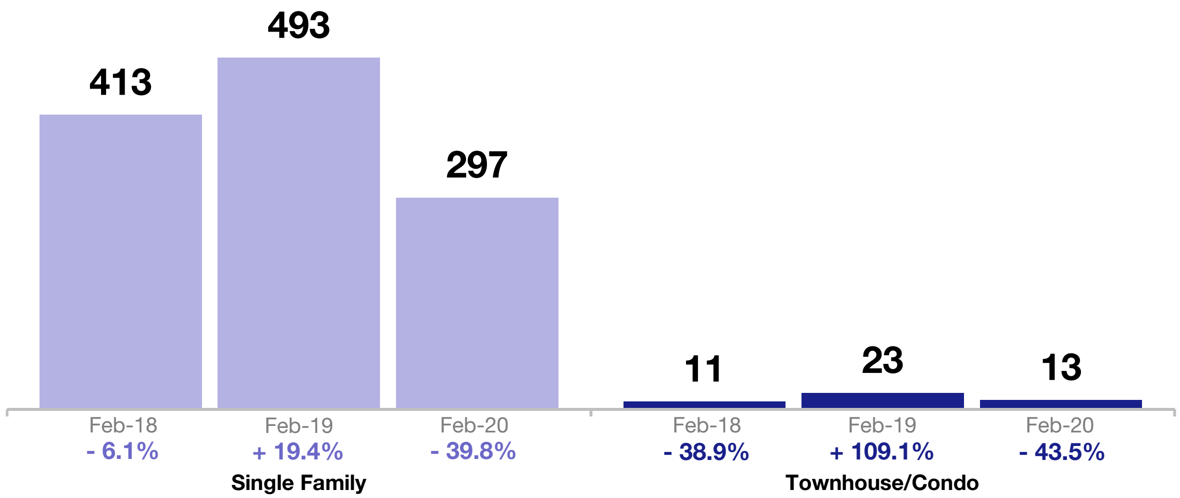
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	179	-4.8%	179	-3.8%
Apr-2019	185	+8.2%	189	+3.8%
May-2019	171	-9.0%	211	-2.3%
Jun-2019	156	-9.8%	212	+26.9%
Jul-2019	167	-4.6%	187	-9.2%
Aug-2019	176	-2.8%	205	+18.5%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

Historical Housing Affordability Index by Month



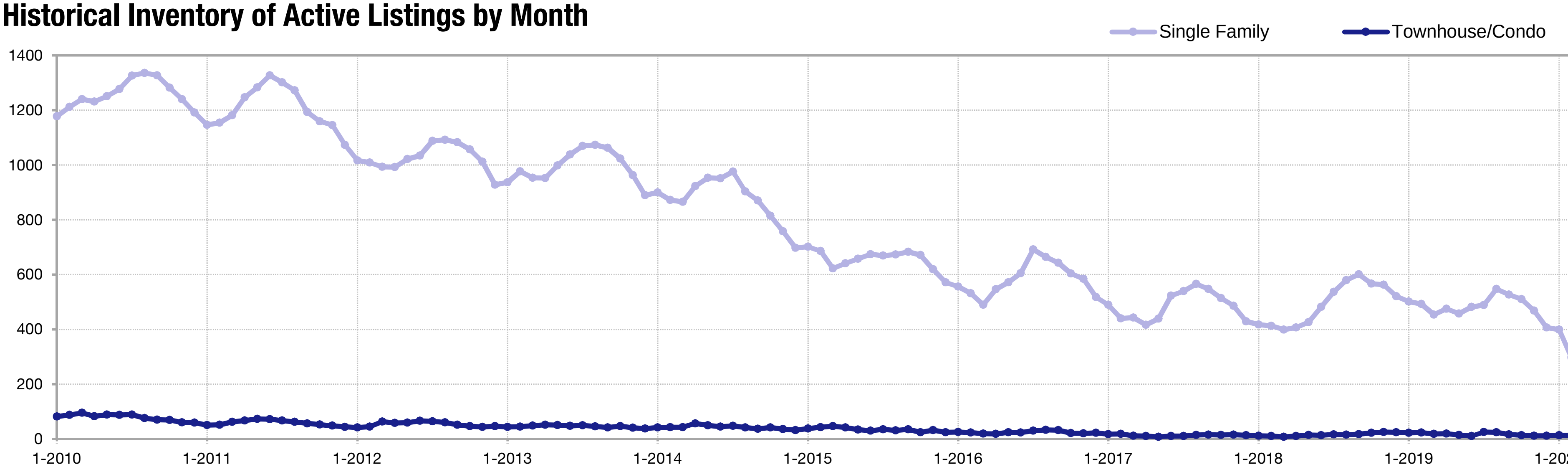
Inventory of Active Listings

February



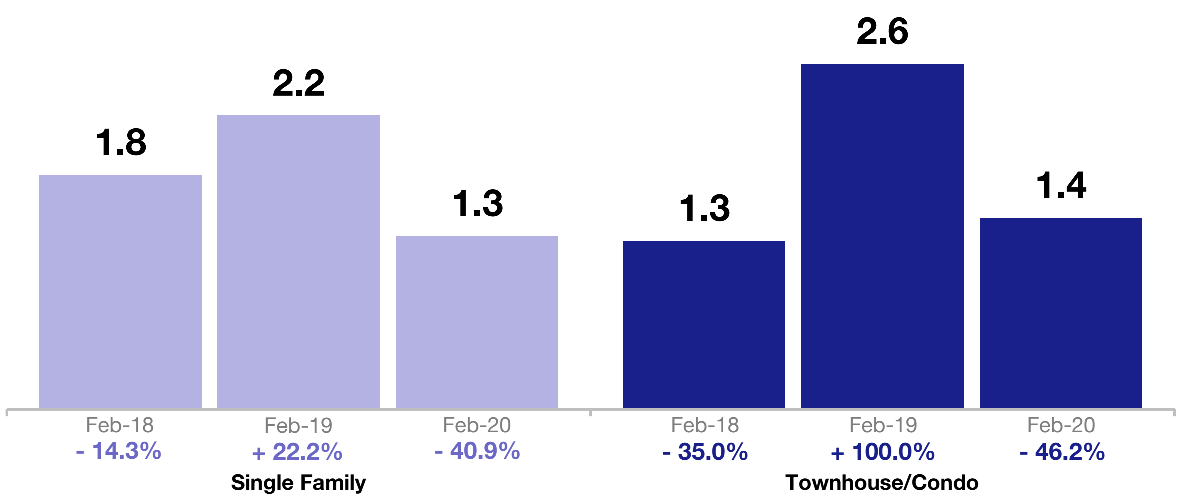
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	454	+13.8%	18	+125.0%
Apr-2019	475	+16.7%	19	+72.7%
May-2019	457	+7.3%	14	0.0%
Jun-2019	482	0.0%	11	-15.4%
Jul-2019	489	-8.8%	25	+56.3%
Aug-2019	547	-5.5%	24	+60.0%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

Historical Inventory of Active Listings by Month



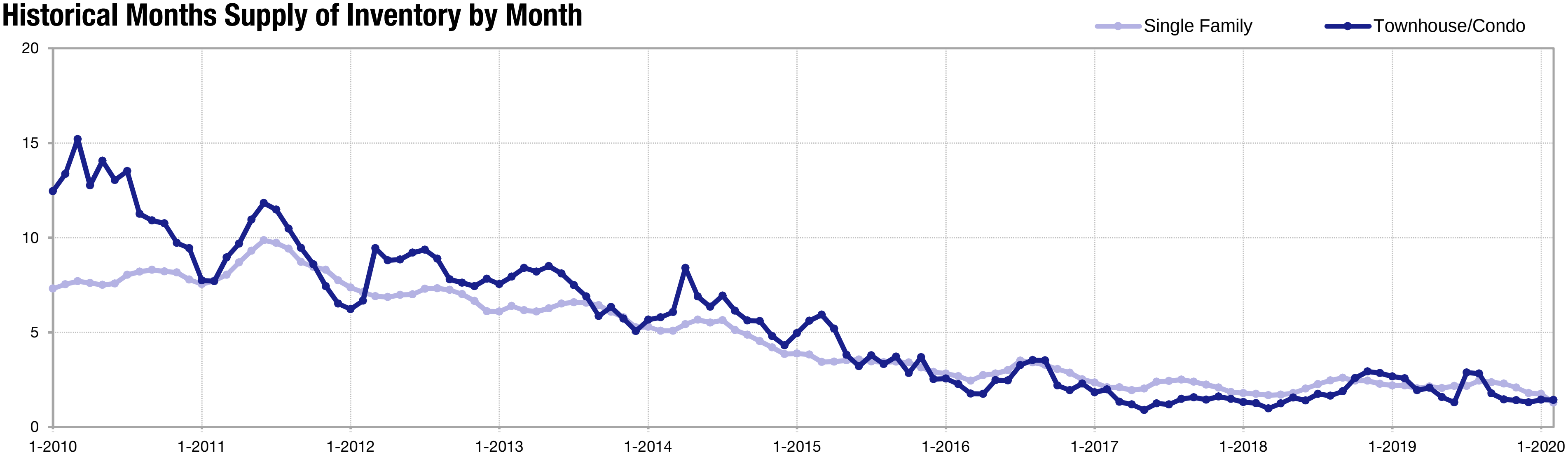
Months Supply of Inventory

February



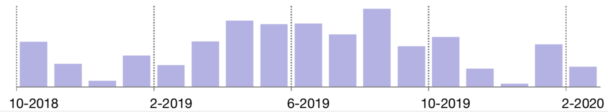
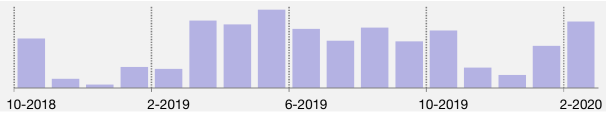
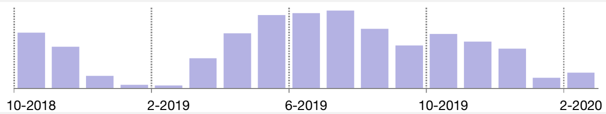
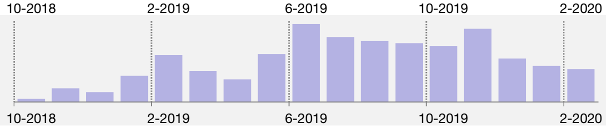
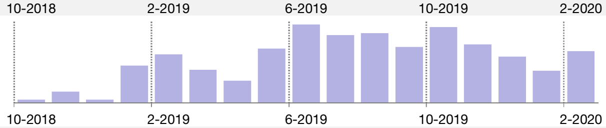
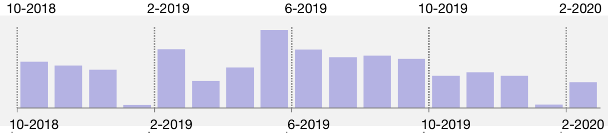
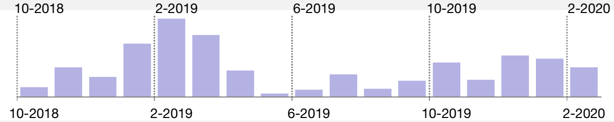
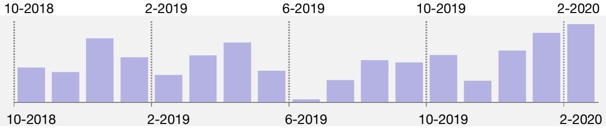
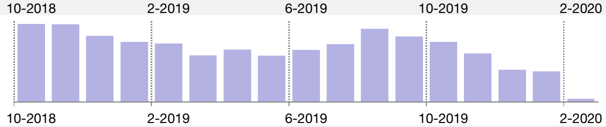
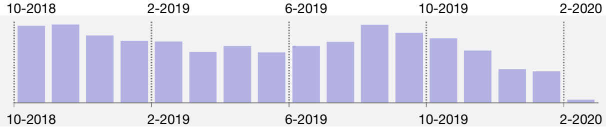
Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	2.0	+17.6%	1.9	+90.0%
Apr-2019	2.1	+23.5%	2.1	+75.0%
May-2019	2.1	+16.7%	1.6	0.0%
Jun-2019	2.2	+10.0%	1.3	-7.1%
Jul-2019	2.2	-4.3%	2.9	+70.6%
Aug-2019	2.5	0.0%	2.8	+64.7%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

Historical Months Supply of Inventory by Month



Total Market Overview

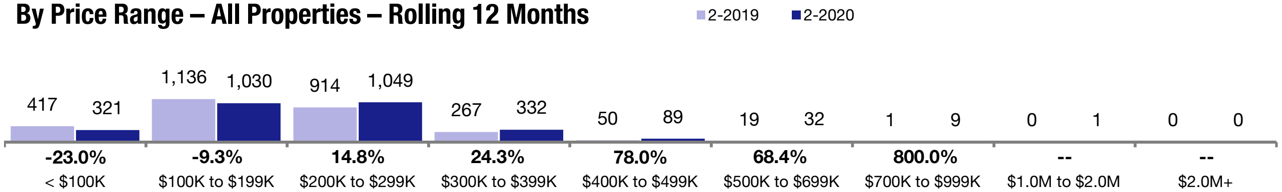
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

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

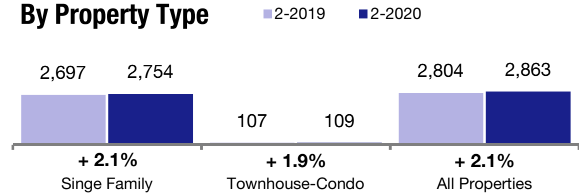
Sold Listings

Actual sales that have closed in a given month.

By Price Range – All Properties – Rolling 12 Months



By Property Type

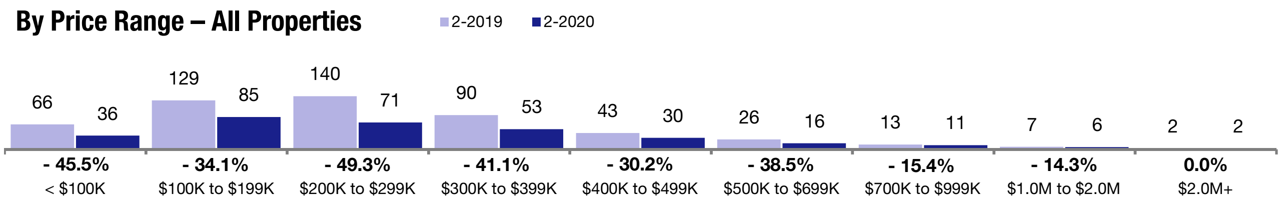


	Rolling 12 Months						Compared to Prior Month						Year to Date					
	Single Family			Condo			Single Family			Condo			Single Family			Condo		
By Price Range	2-2019	2-2020	Change	2-2019	2-2020	Change	1-2020	2-2020	Change	1-2020	2-2020	Change	2-2019	2-2020	Change	2-2019	2-2020	Change
$99,999 and Below	413	307	- 25.7%	4	14	+ 250.0%	19	23	+ 21.1%	2	2	0.0%	46	42	- 8.7%	1	4	+ 300.0%
$100,000 to $199,999	1,068	978	- 8.4%	68	52	- 23.5%	71	69	- 2.8%	0	3	--	113	140	+ 23.9%	9	3	- 66.7%
$200,000 to $299,999	891	1,012	+ 13.6%	23	37	+ 60.9%	66	54	- 18.2%	2	7	+ 250.0%	116	120	+ 3.4%	6	9	+ 50.0%
$300,000 to $399,999	256	329	+ 28.5%	11	3	- 72.7%	17	21	+ 23.5%	0	0	--	25	38	+ 52.0%	1	0	- 100.0%
$400,000 to $499,999	49	88	+ 79.6%	1	1	0.0%	2	5	+ 150.0%	0	0	--	13	7	- 46.2%	0	0	--
$500,000 to $699,999	19	30	+ 57.9%	0	2	--	1	3	+ 200.0%	0	0	--	6	4	- 33.3%	0	0	--
$700,000 to $999,999	1	9	+ 800.0%	0	0	--	0	0	--	0	0	--	1	0	- 100.0%	0	0	--
$1,000,000 to $1,999,999	0	1	--	0	0	--	0	1	--	0	0	--	0	1	--	0	0	--
$2,000,000 and Above	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
All Price Ranges	**2,697**	**2,754**	**+ 2.1%**	**107**	**109**	**+ 1.9%**	**176**	**176**	**0.0%**	**4**	**12**	**+ 200.0%**	**320**	**352**	**+ 10.0%**	**17**	**16**	**- 5.9%**

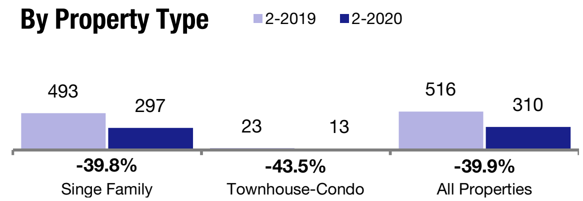
Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

By Price Range – All Properties



By Property Type



	Year over Year						Compared to Prior Month					
	Single Family			Condo			Single Family			Condo		
By Price Range	2-2019	2-2020	Change	2-2019	2-2020	Change	1-2020	2-2020	Change	1-2020	2-2020	Change
$99,999 and Below	65	36	- 44.6%	1	0	- 100.0%	42	36	- 14.3%	1	0	- 100.0%
$100,000 to $199,999	116	82	- 29.3%	13	3	- 76.9%	117	82	- 29.9%	4	3	- 25.0%
$200,000 to $299,999	136	67	- 50.7%	4	4	0.0%	92	67	- 27.2%	3	4	+ 33.3%
$300,000 to $399,999	86	48	- 44.2%	4	5	+ 25.0%	73	48	- 34.2%	4	5	+ 25.0%
$400,000 to $499,999	43	29	- 32.6%	0	1	--	33	29	- 12.1%	1	1	0.0%
$500,000 to $699,999	25	16	- 36.0%	1	0	- 100.0%	19	16	- 15.8%	0	0	--
$700,000 to $999,999	13	11	- 15.4%	0	0	--	12	11	- 8.3%	0	0	--
$1,000,000 to $1,999,999	7	6	- 14.3%	0	0	--	9	6	- 33.3%	0	0	--
$2,000,000 and Above	2	2	0.0%	0	0	--	2	2	0.0%	0	0	--
All Price Ranges	**493**	**297**	**- 39.8%**	**23**	**13**	**- 43.5%**	**399**	**297**	**- 25.6%**	**13**	**13**	**0.0%**

Year to Date

Single Family	Condo

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

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®

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