

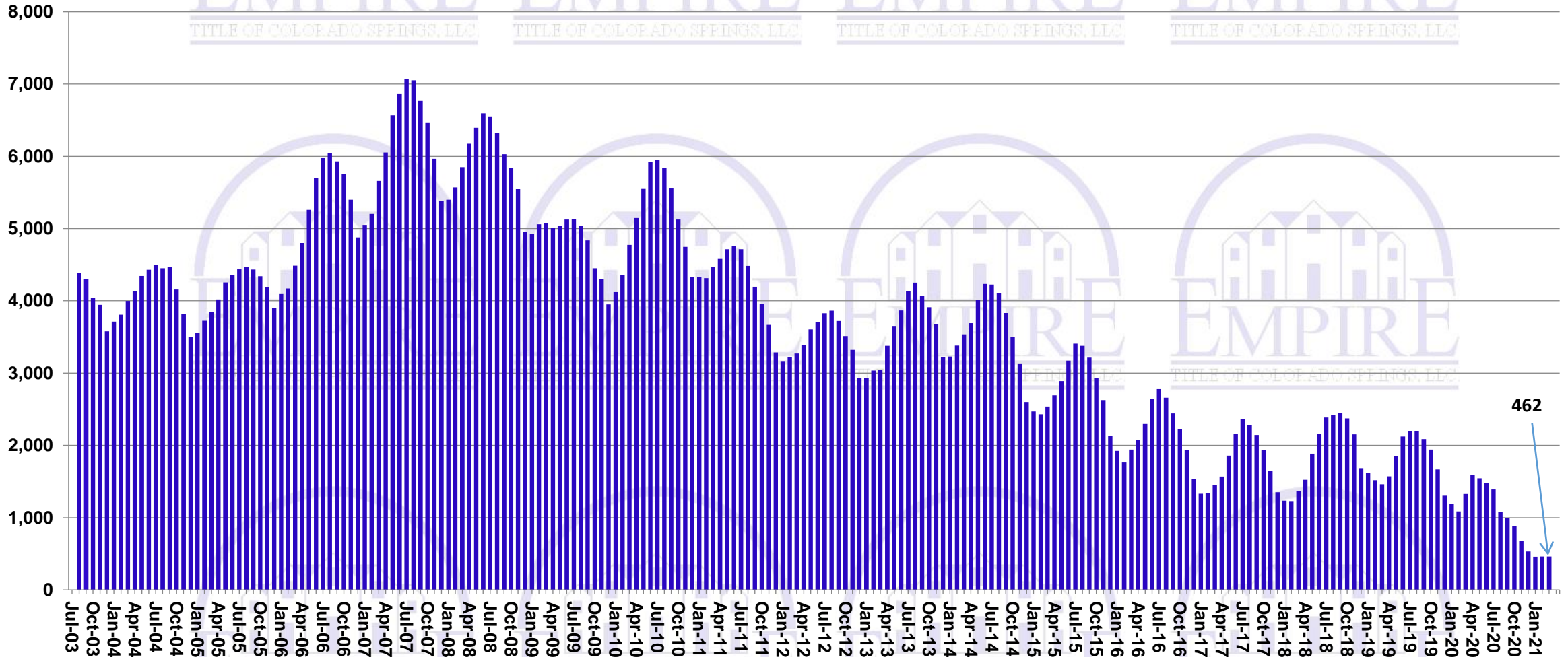


Market Statistics

March 2021

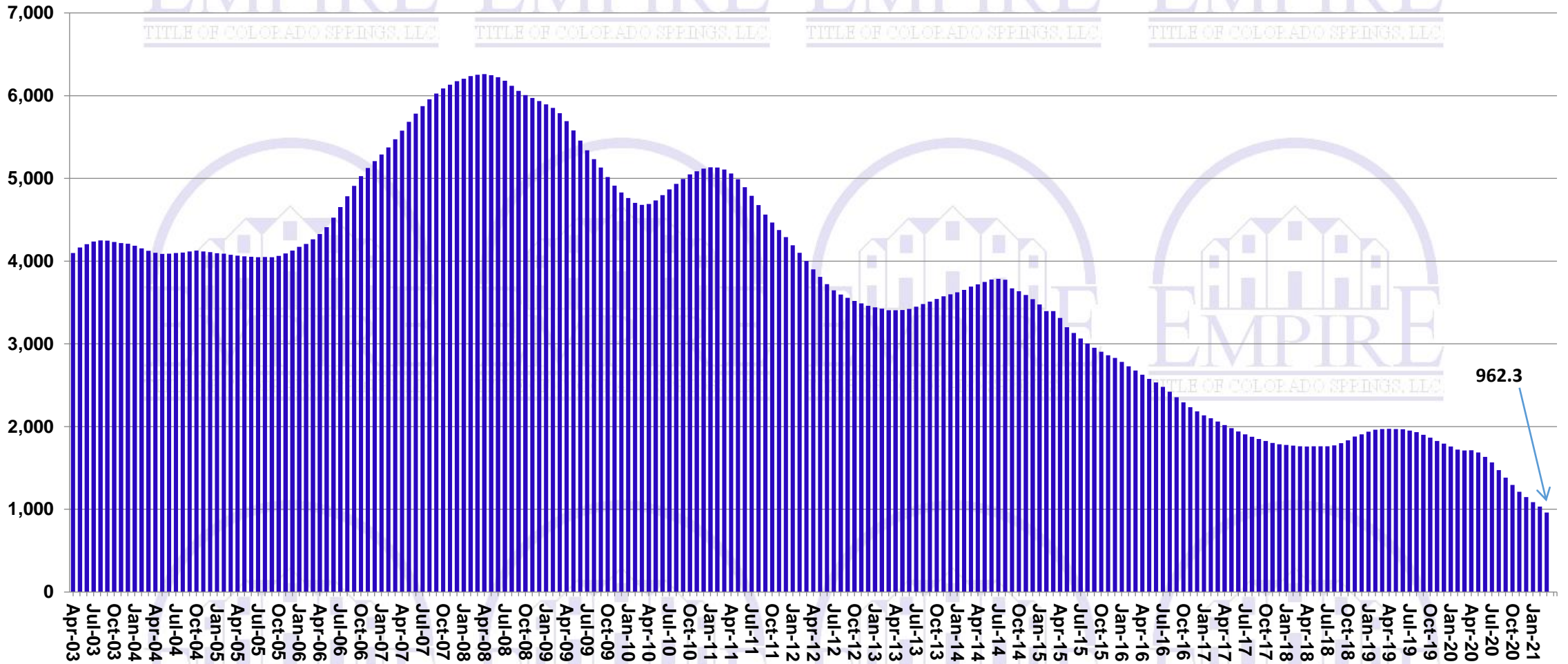
March 2021

Active Listings



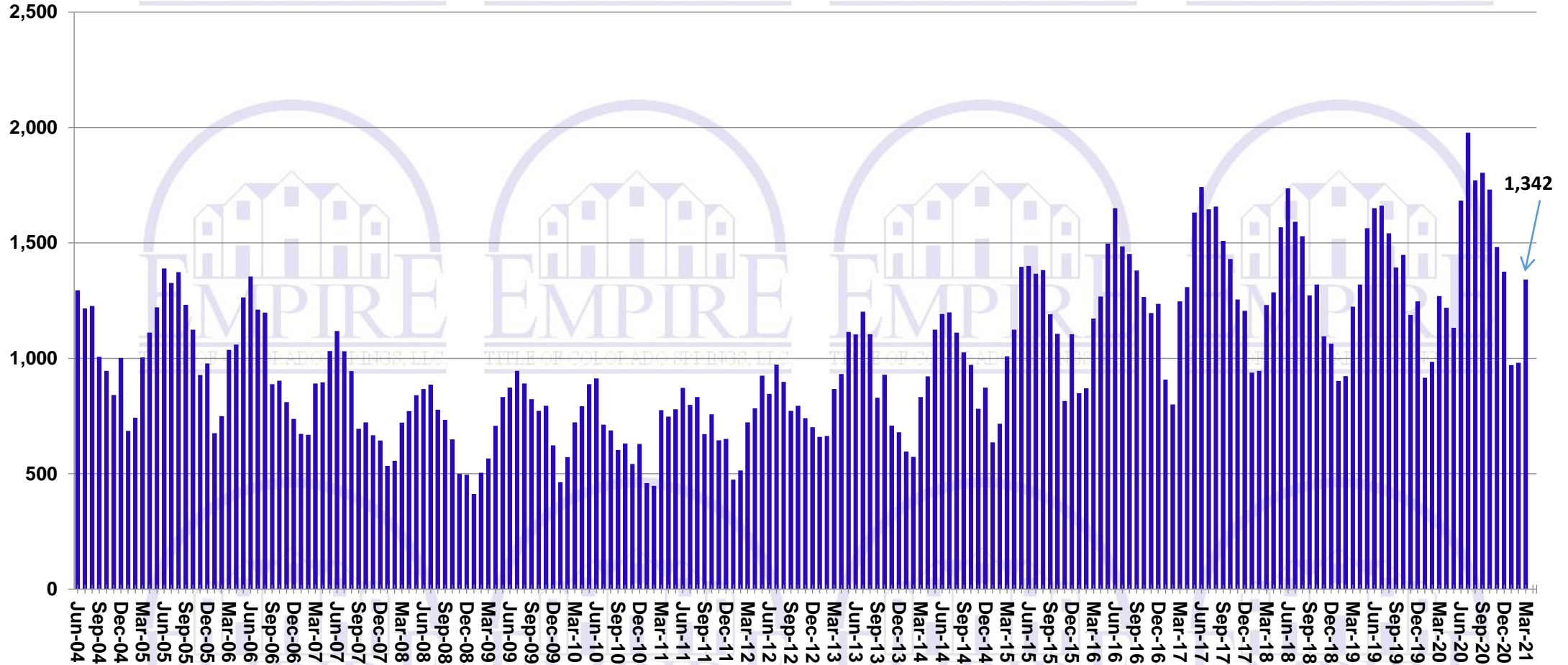
March 2021

Active Listings Previous 12 Month Average



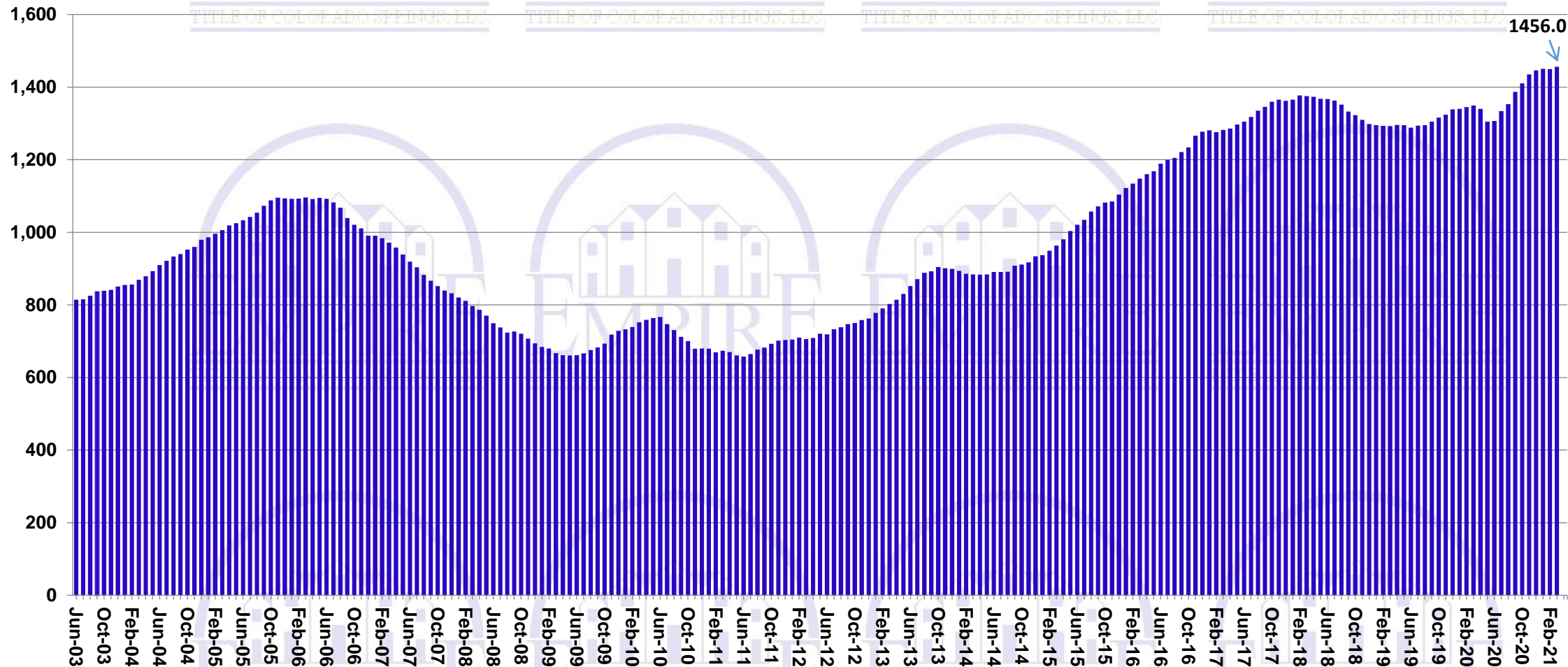
March 2021

Number of Sales Per Month



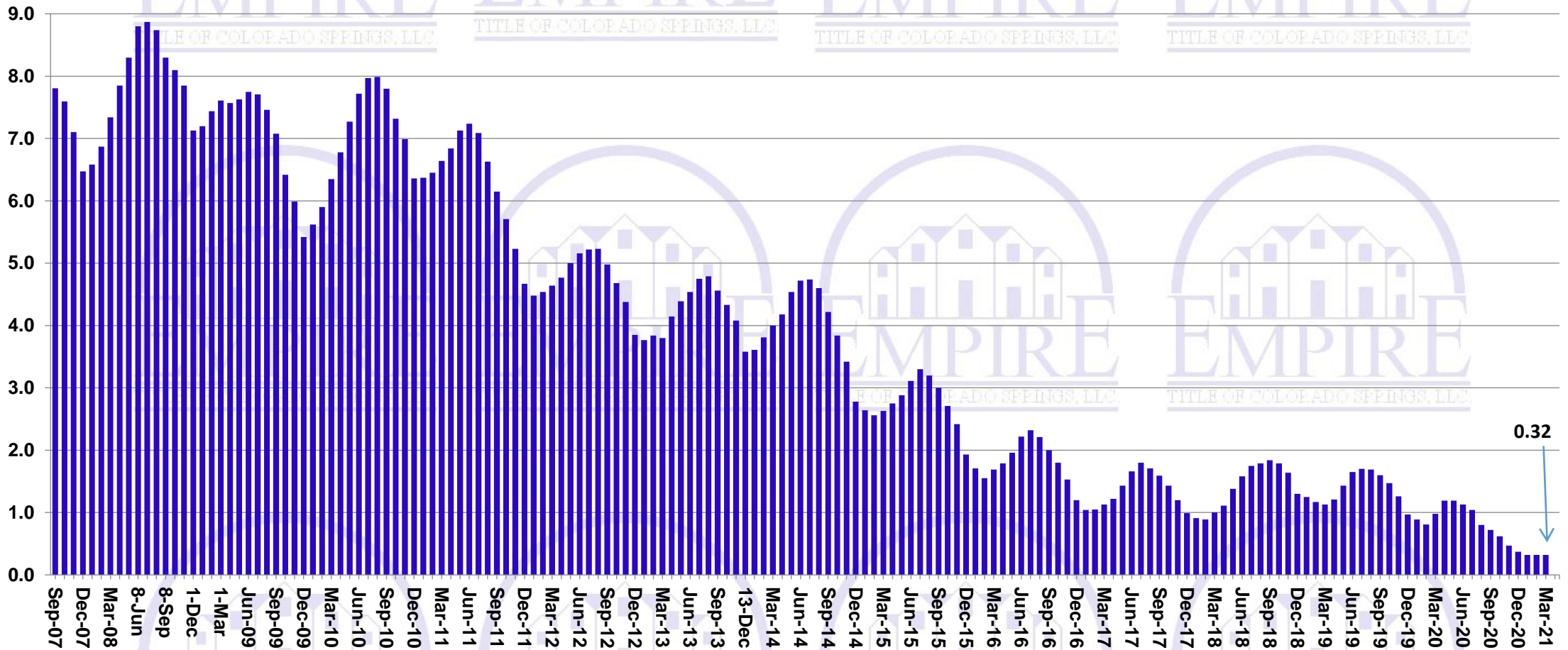
March 2021

Number of Sales Previous 12 Month Average



March 2021

Inventory in Number of Months



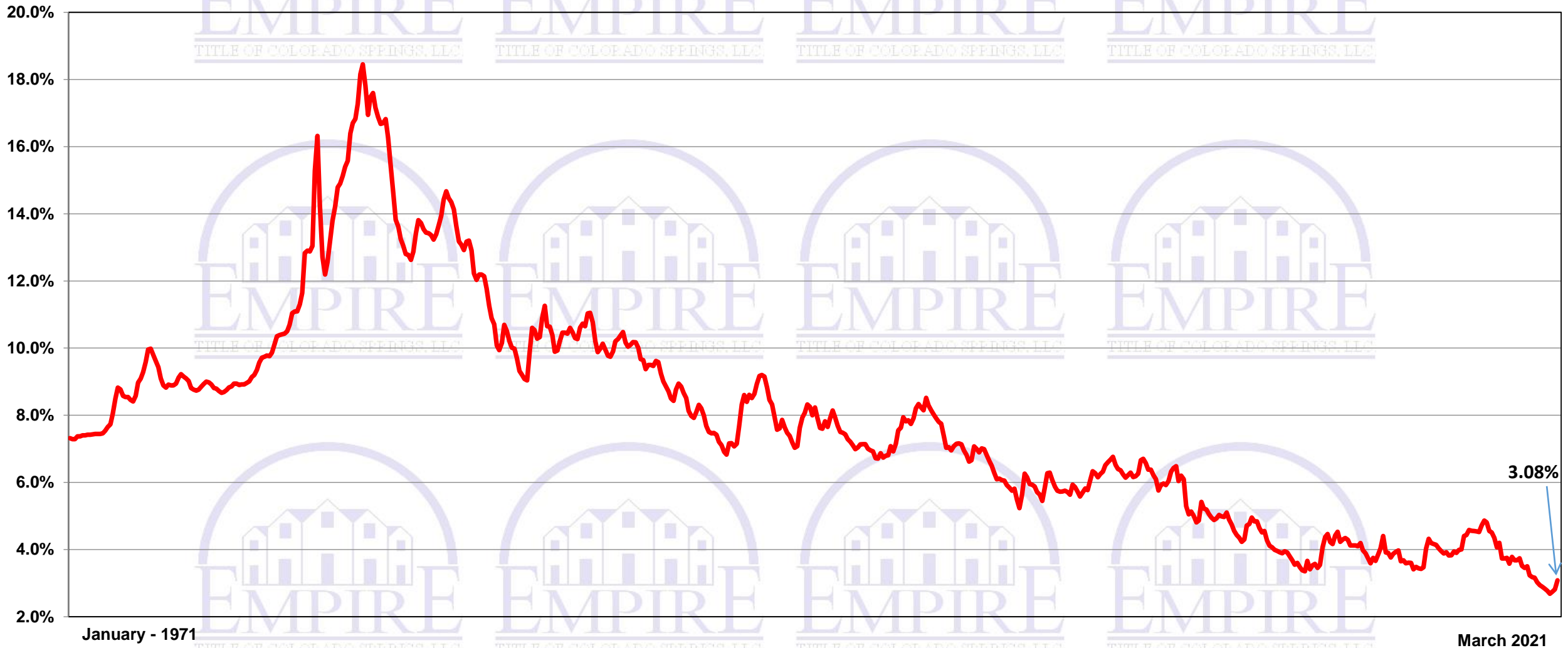
March 2021

Months of Inventory March 2021



March 2021


Freddie Mac 30 Yr. Fixed Rate Mortgage



March 2021

Purchasing Power and Interest Rates




	Payment	\$ 1,571.66	\$ 368,995.00	3.08%	March 2021 Interest Rate February 2020 Interest Rate
	Payment	\$ 1,571.66	\$ 350,000.00	3.50%	
			\$ 18,995.00	↓ -0.42%	
			↑ 95.4%	↓ -0.42%	



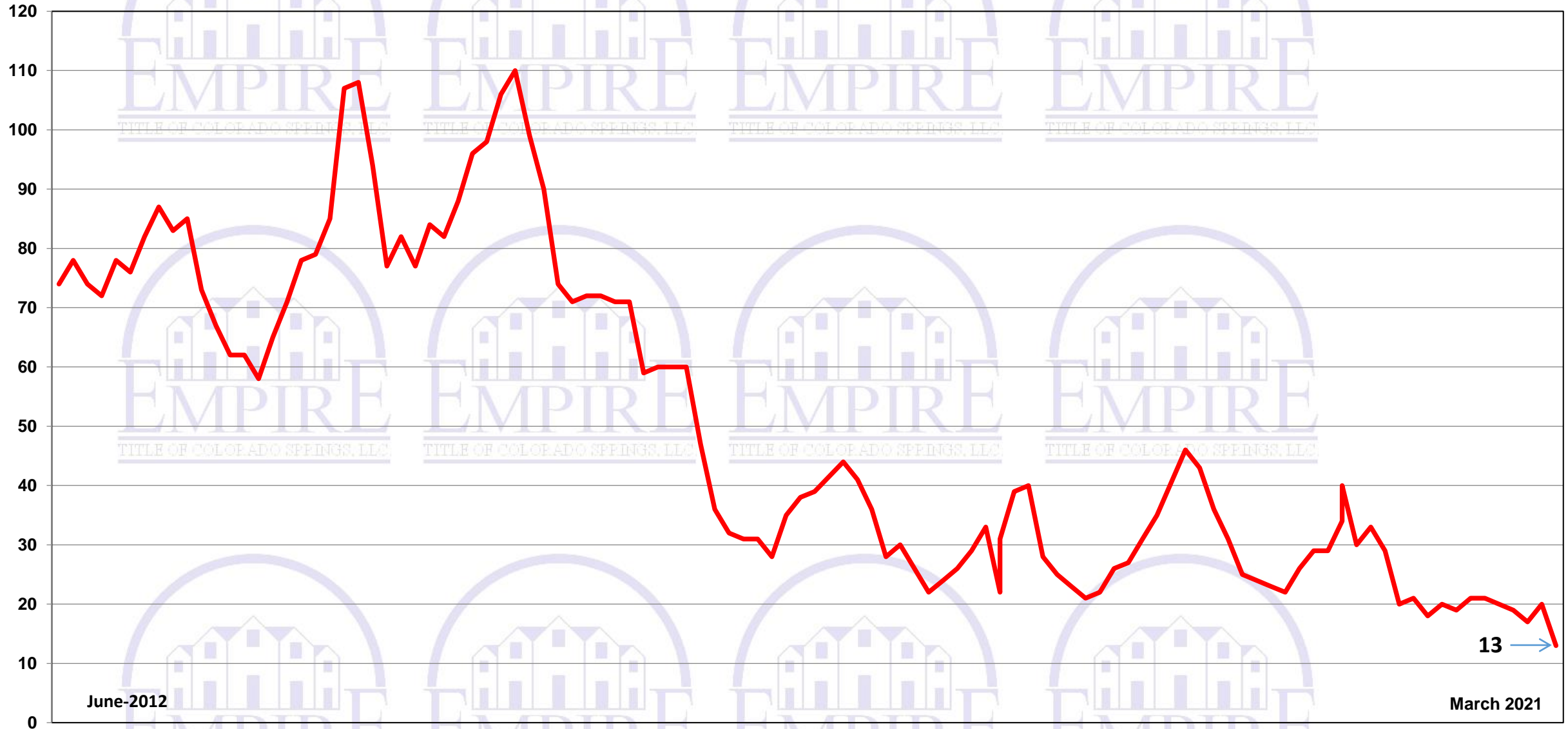
March 2021

Interest Rates and Payments

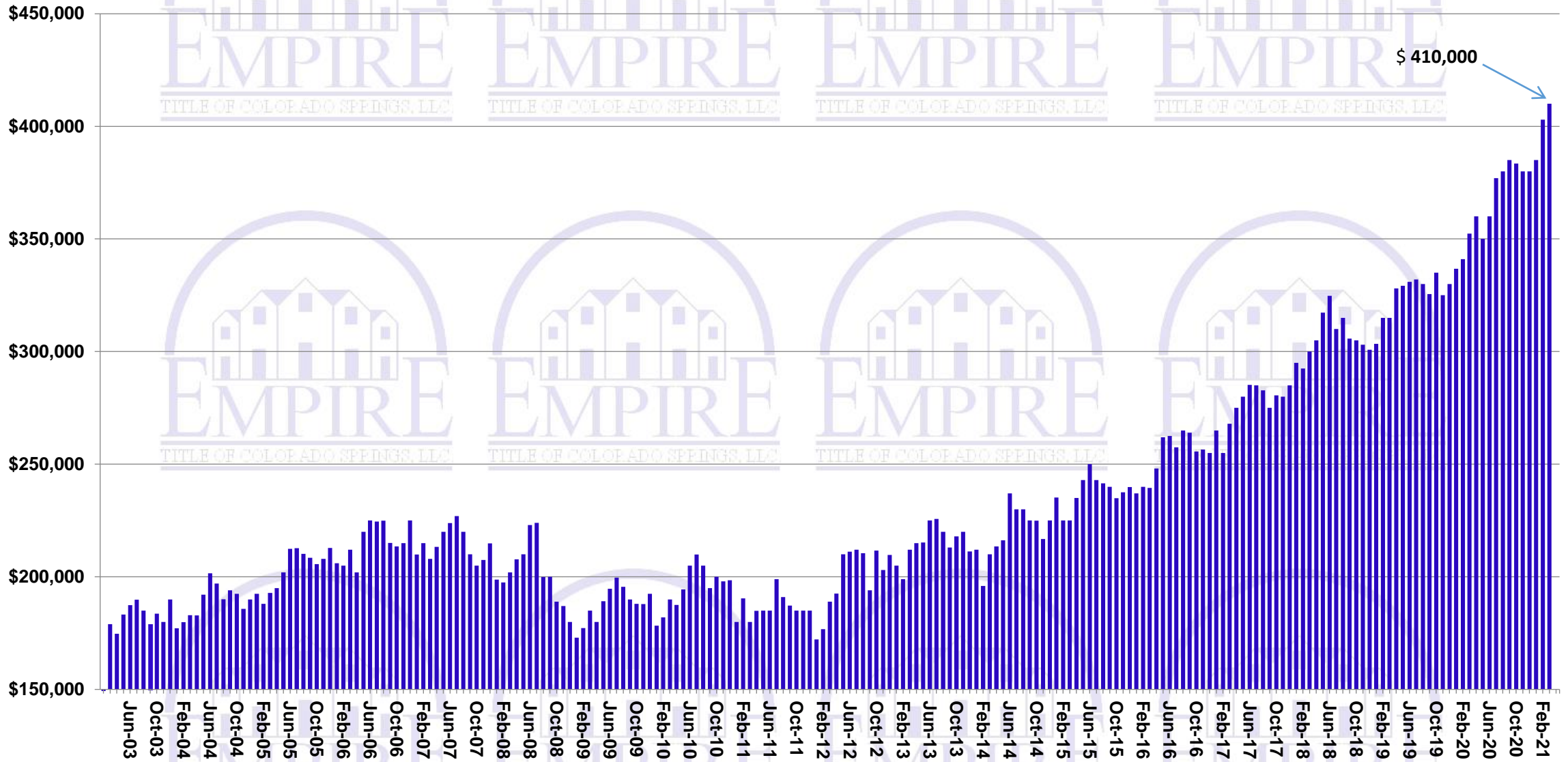
	Payment	\$ 1,656.95	\$ 368,995.00	3.50%	February 2020 Interest Rate March 2021 Interest Rate
	Payment	\$ 1,571.66	\$ 368,995.00	3.08%	
		\$ ↓ 85.29		↓ - 0.42%	
		↓ 5.1%		↓ - 0.42%	

March 2021

Days on Market

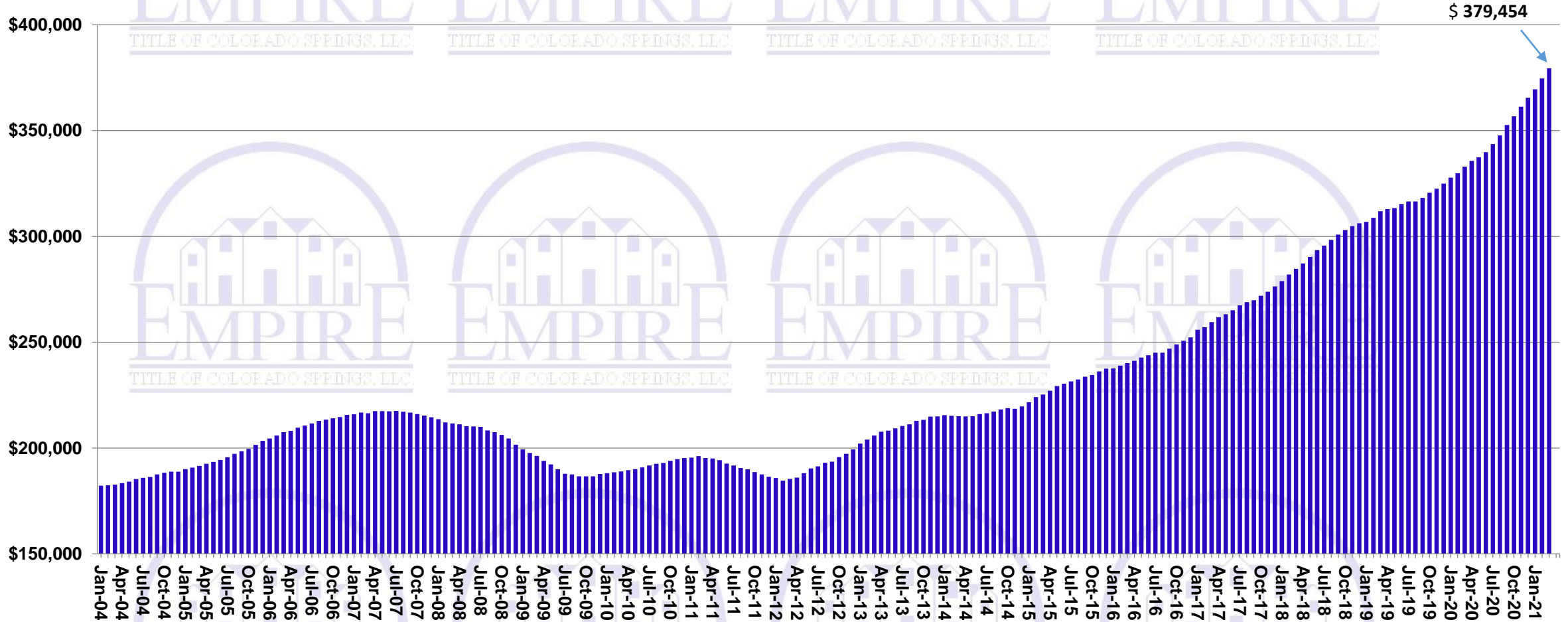


Median Sales Price



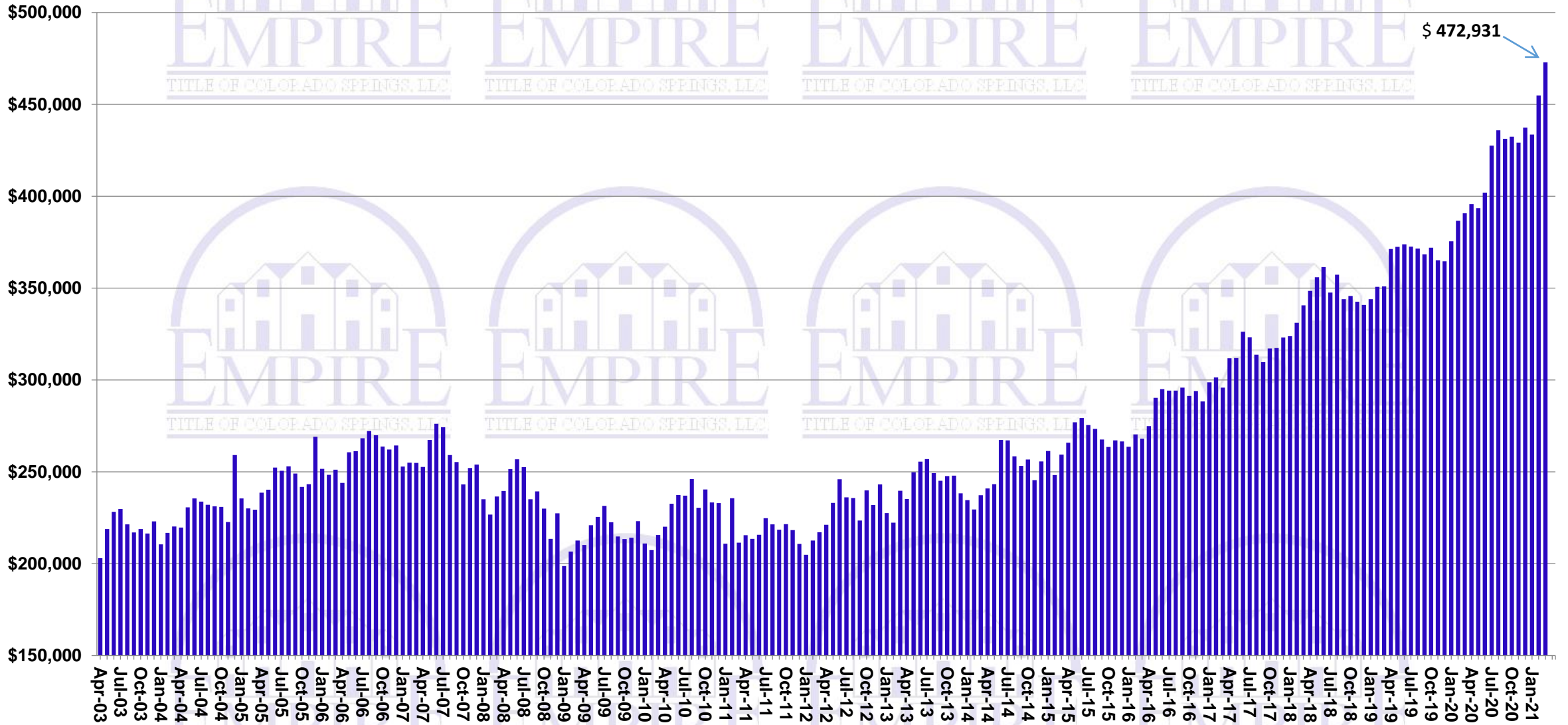
March 2021

Sales Price Previous 12 Month Median

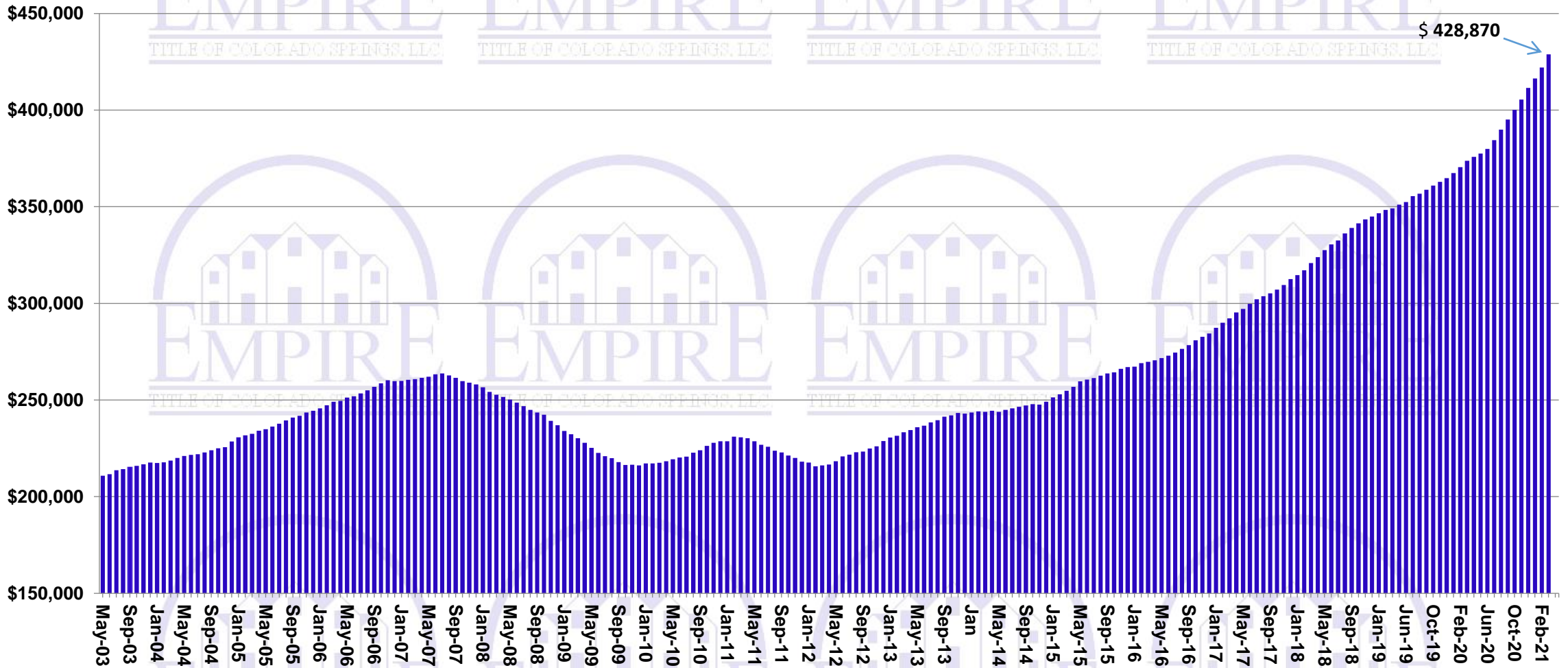


March 2021

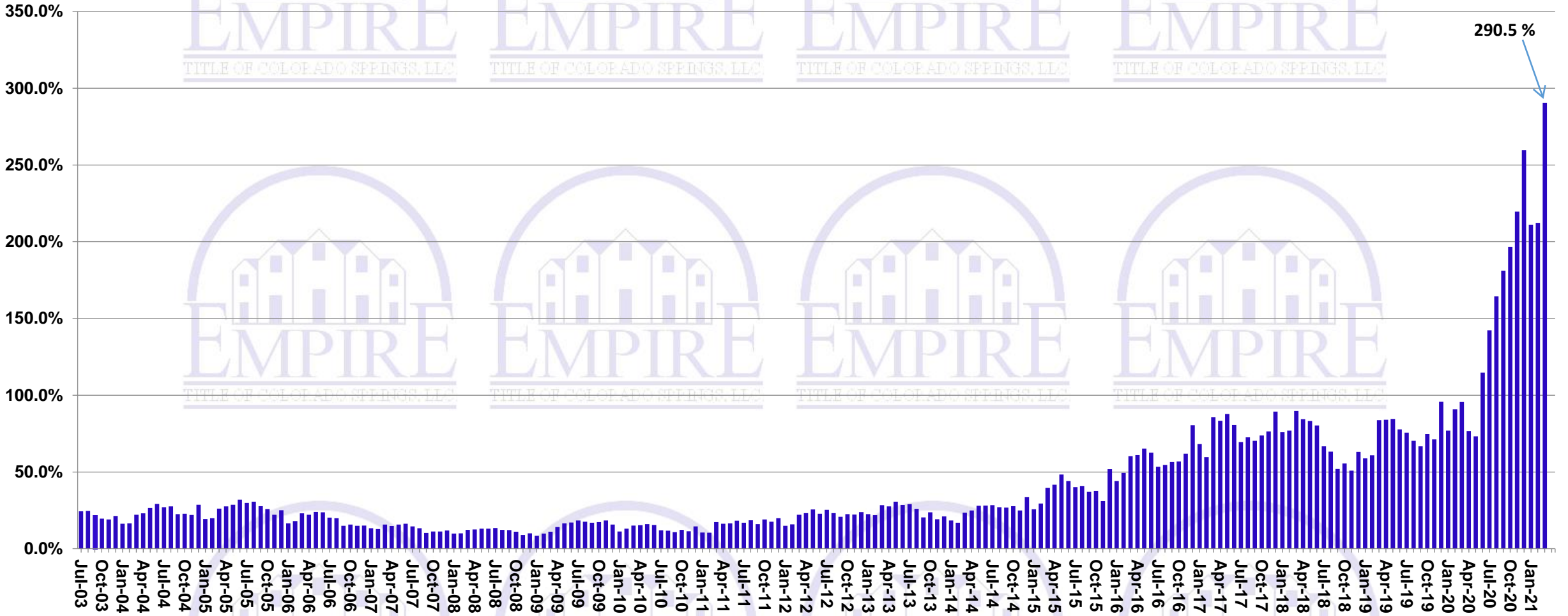
Average Sales Price



Sales Price Previous 12 Month Average

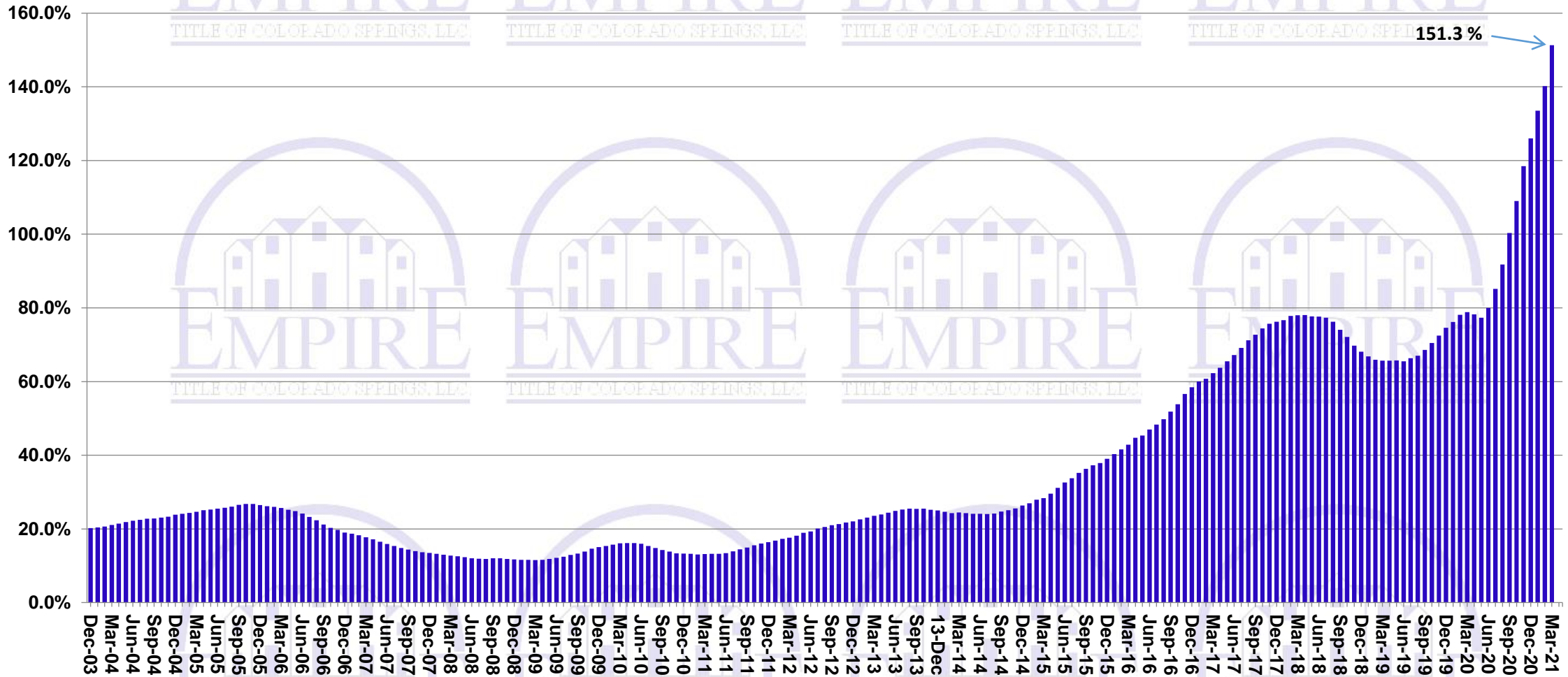


Sales as a % of Active Listings



March 2021

Sales as a % of Active Listings Previous 12 Month Average



March 2021

2020 - 2021 1st Quarter Comparison

	<u>2020</u>			<u>2021</u>			<u>% Change</u>		
	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>
Number of Sales	916	985	1270	971	981	1,342	6%	- 0.4%	5.7%
Months of Inventory	0.89	0.81	0.98	0.32	0.32	0.32	- 64.0%	- 60.5%	- 67.3%
Average Sales Price	\$375,516	\$386,749	\$390,721	\$433,581	\$454,899	\$472,931	15.5%	17.6%	21%
Median Sales Price	\$336,795	\$341,000	\$352,400	\$385,000	\$403,000	\$410,000	14.3%	18.2%	16.3%

2020 - 2021 2nd Quarter Comparison



	<u>2020</u>			<u>2021</u>			<u>% Change</u>		
	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>
Number of Sales	1219	1132	1684						
Months of Inventory	1.3	1.4	0.9						
Average Sales Price	\$395,724	\$393,517	\$401,980						
Median Sales Price	\$360,000	\$350,000	\$360,000						



2020 - 2021 3rd Quarter Comparison

	<u>2020</u>			<u>2021</u>			<u>% Change</u>		
	<u>July</u>	<u>August</u>	<u>Sept</u>	<u>July</u>	<u>August</u>	<u>Sept</u>	<u>July</u>	<u>August</u>	<u>Sept</u>
Number of Sale	1978	1771	1804						
Months of Inventory	0.7	0.6	0.6						
Average Sales Price	\$427,593	\$435,922	\$431,293						
Median Sales Price	\$377,000	\$380,000	\$385,000						

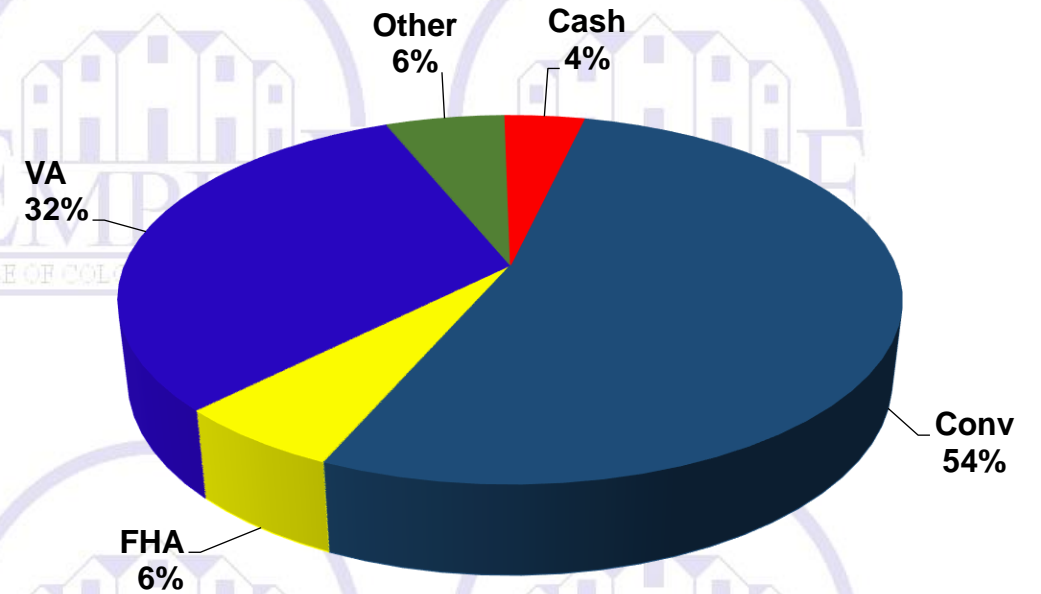
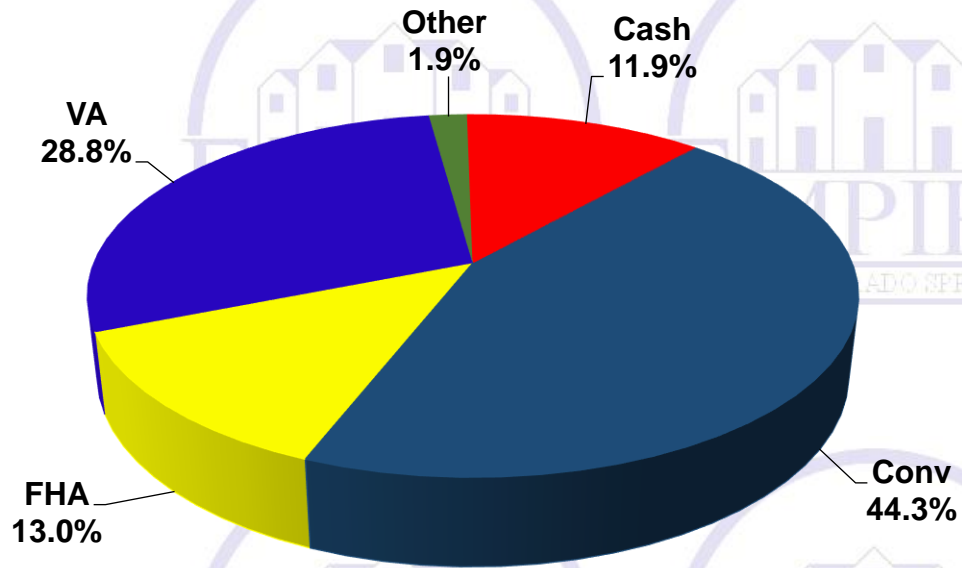
2019 - 2020 4th Quarter Comparison

	<u>2019</u>			<u>2020</u>			<u>% Change</u>		
	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>
Number of Sale	1448	1188	1247	1732	1482	1376	19.6%	24.7%	10.3%
Months of Inventory	1.47	1.26	0.97	0.5	0.5	0.37	- 66.0%	- 60.3%	- 61.9%
Average Sales Price	\$372,037	\$365,218	\$364,584	\$432,477	\$429,163	\$437,365	16.2%	17.5%	20%
Median Sales Price	\$335,000	\$325,000	\$329,990	\$383,447	\$380,000	\$379,999	14.5%	16.92%	15.2%

Cash and Financial Transactions Comparison

May 2017

March 2021



March 2021

2021 YTD vs. 2020 YTD

- Average Price  18.1%
- Median Price  16.3 %
- Residential Units Sold  3.9%
- Inventory Levels  62.6%
- Number of Listings  61.6%
- Average Days on Market: 13
- Interest rates 3.08%

*This information is deemed reliable, but not guaranteed. It is intended to show market trends and should not be used to evaluate individual properties. Sources for this information include but are not limited to: El Paso County Clerk and Recorder, El Paso County Public Trustee, Empire Title of Colorado Springs LLC, the Pikes Peak Multiple Listing System.