

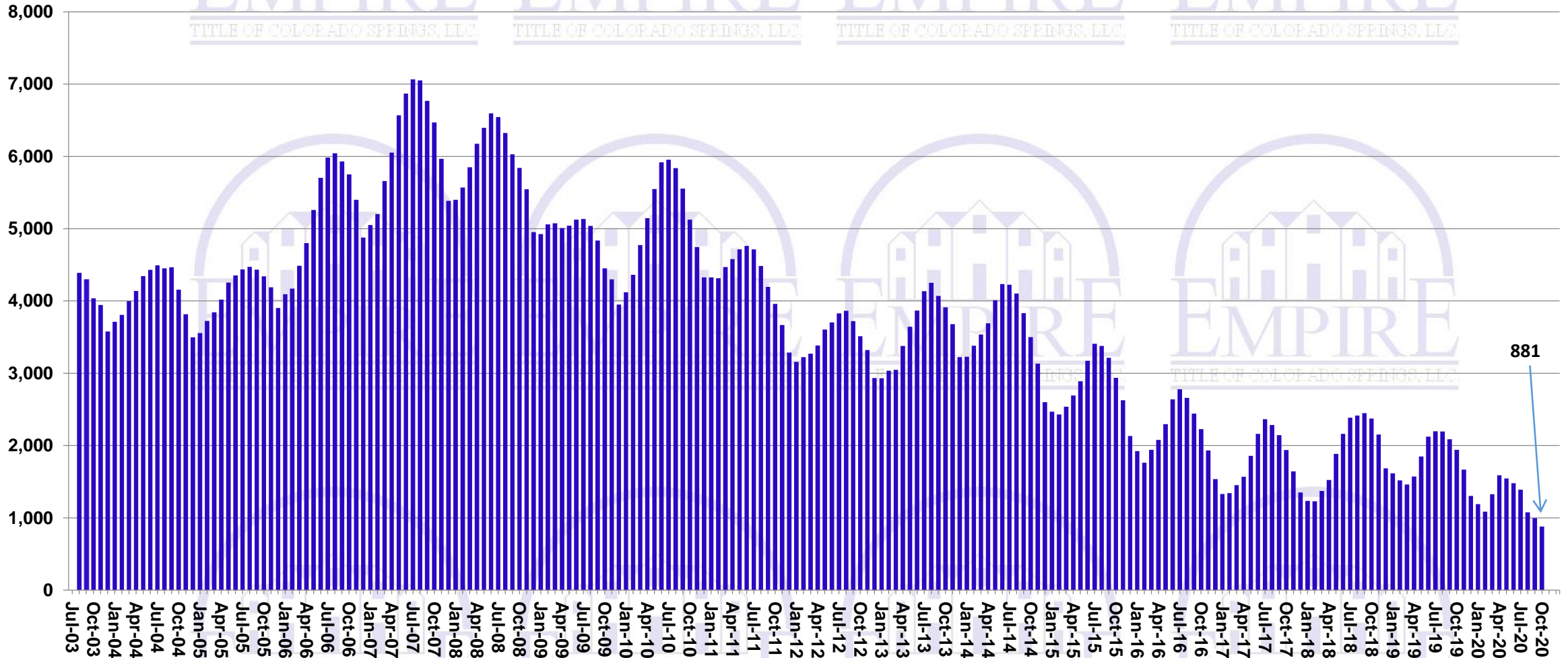


Market Statistics

October 2020

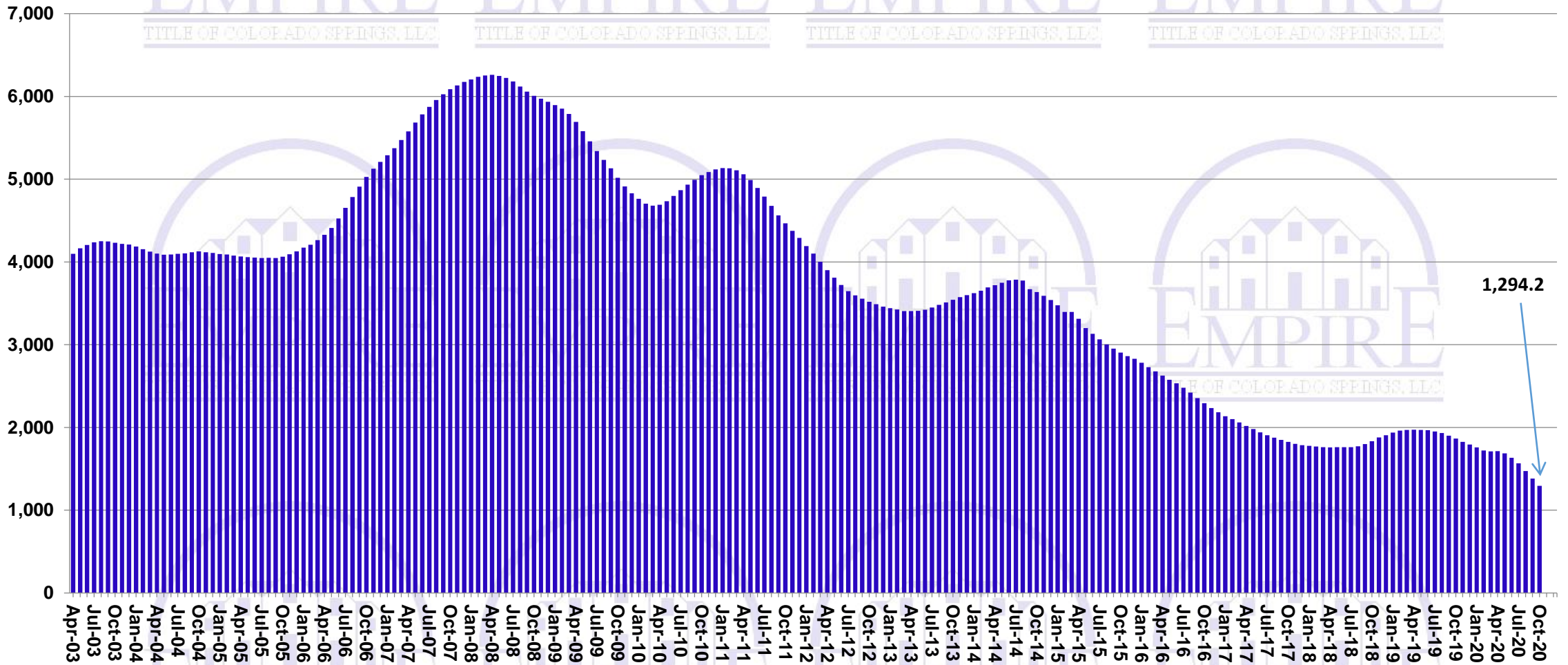
October 2020

Active Listings



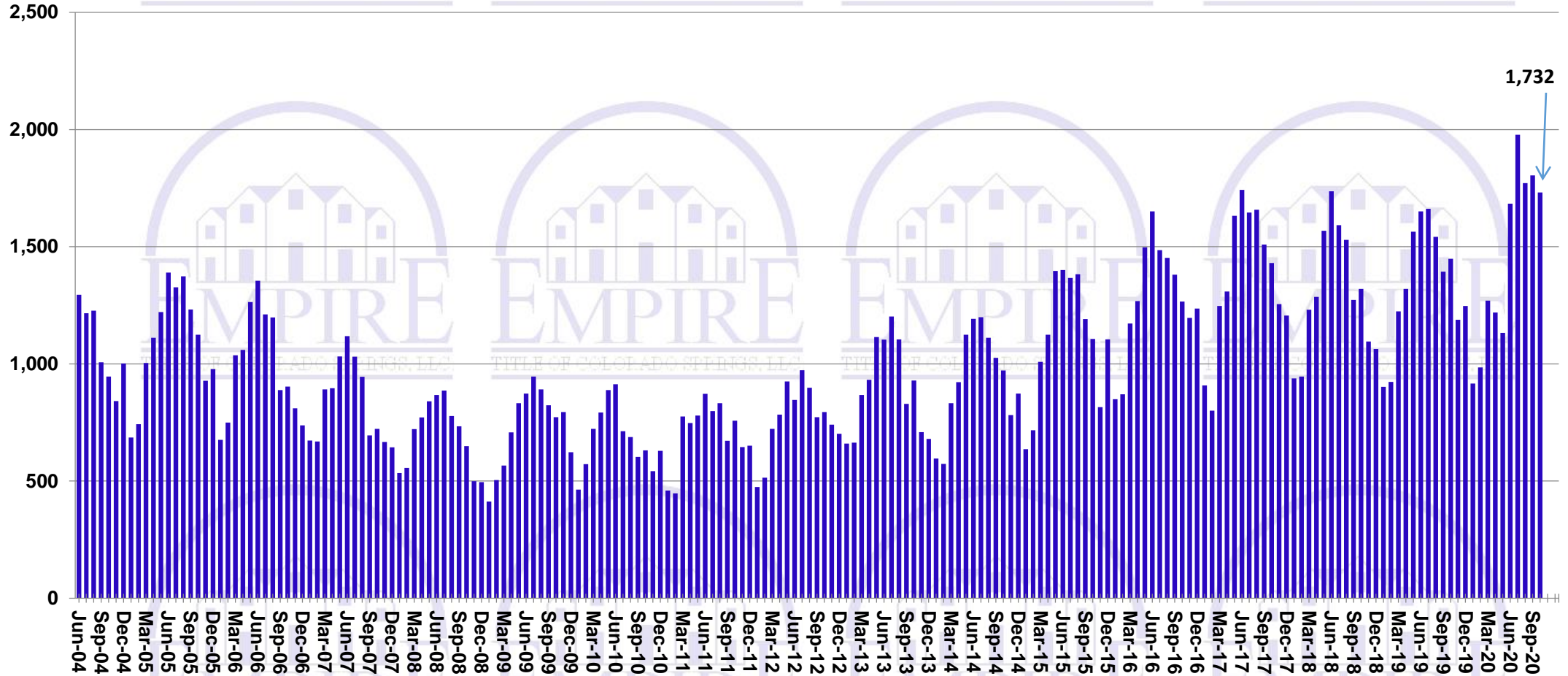
October 2020

Active Listings Previous 12 Month Average



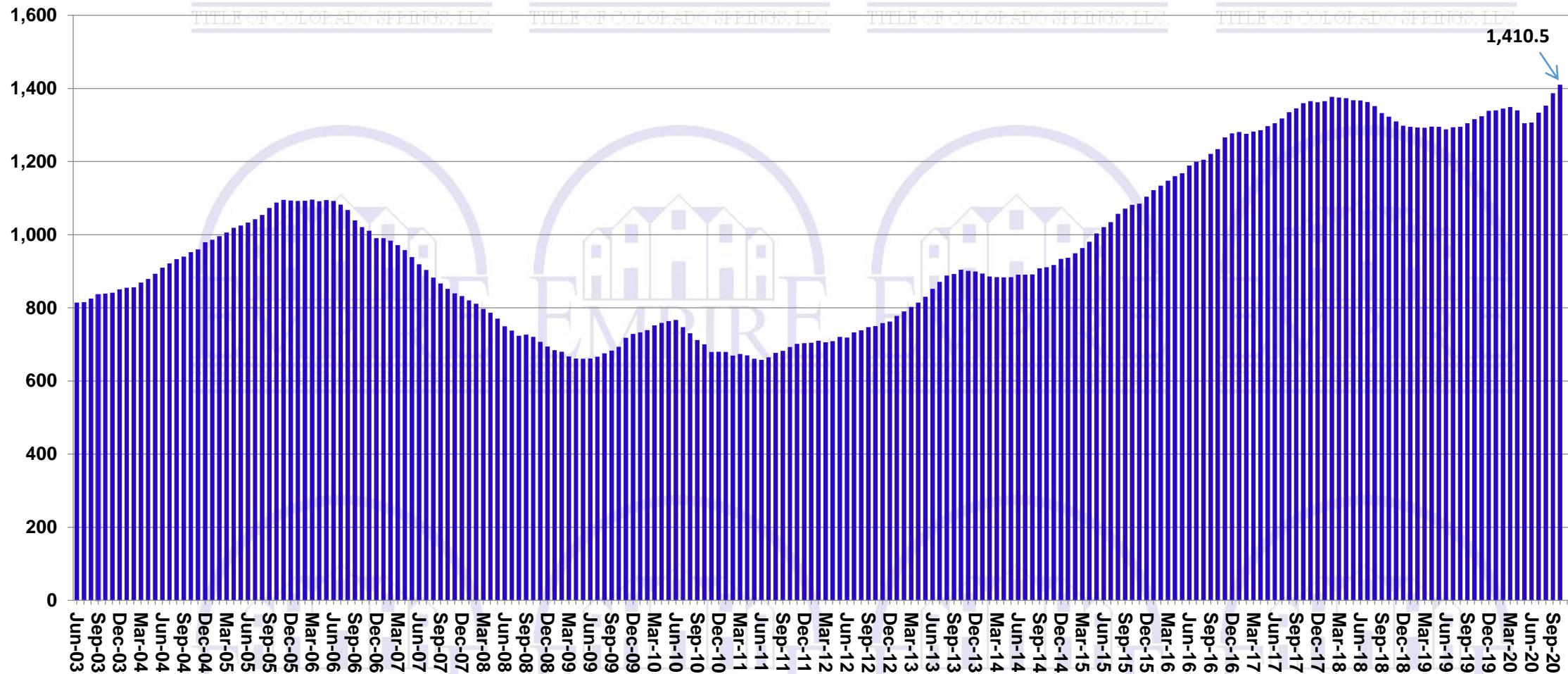
October 2020

Number of Sales Per Month



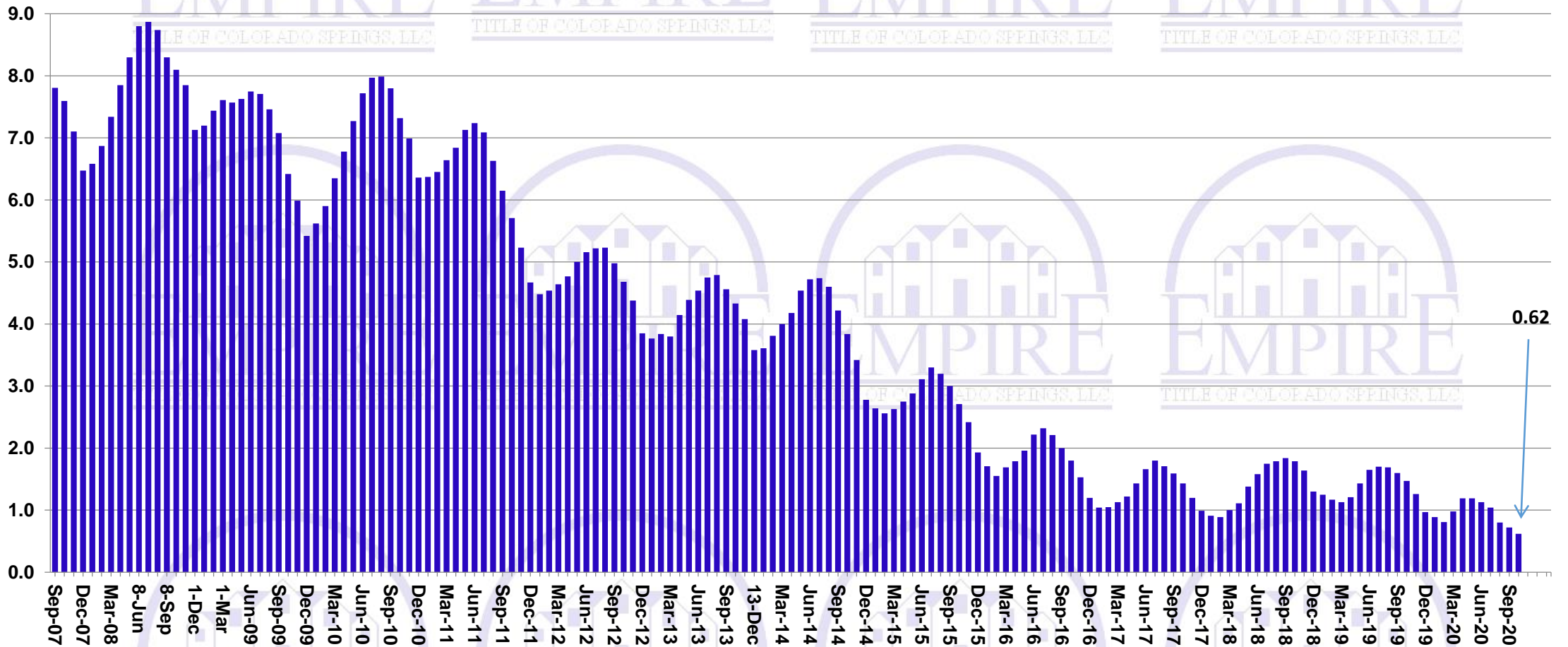
October 2020

Number of Sales Previous 12 Month Average



October 2020

Inventory in Number of Months



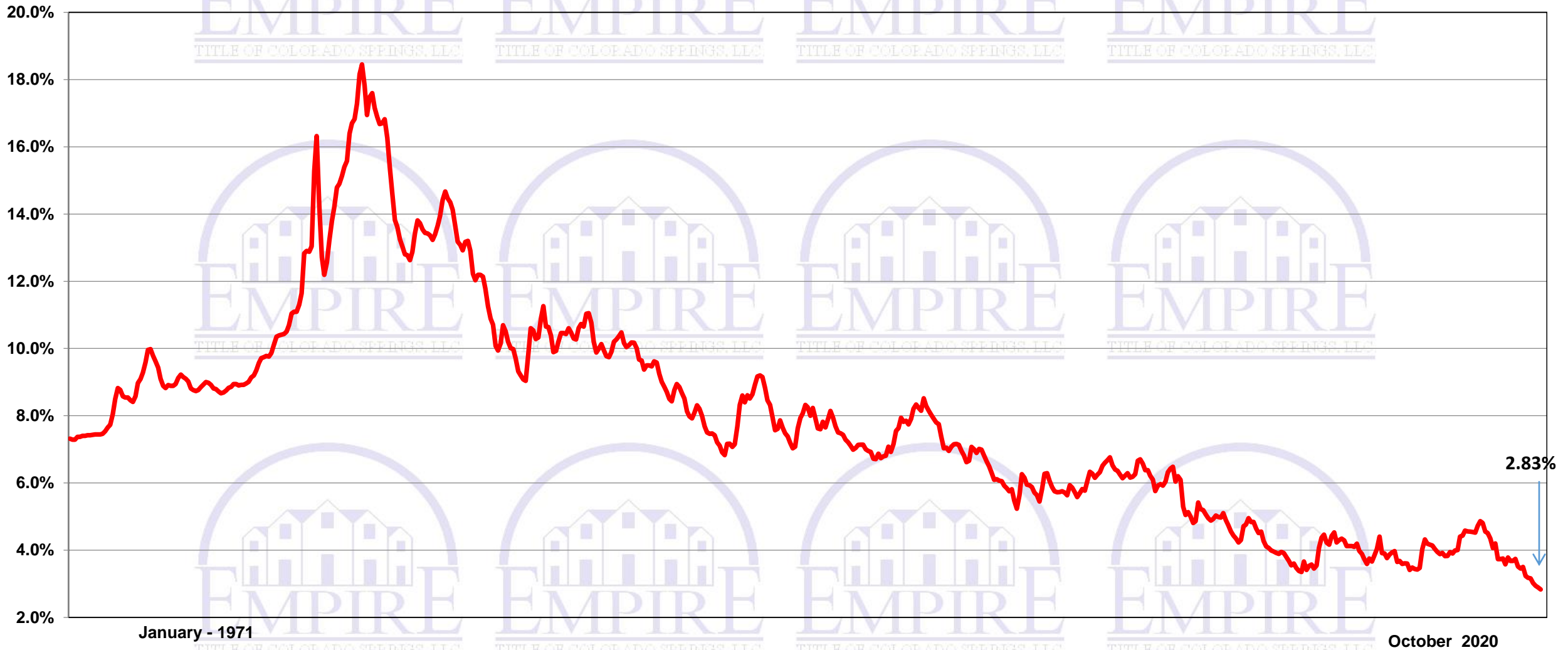
October 2020

Months of Inventory October 2020



October 2020

Freddie Mac 30 Yr. Fixed Rate Mortgage



October 2020



Purchasing Power and Interest Rates

<p>Payment Payment</p>	<table> <tr> <td>\$</td> <td>1,571.66</td> <td>\$</td> <td></td> </tr> <tr> <td>\$</td> <td>1,571.66</td> <td>\$</td> <td></td> </tr> </table>	\$	1,571.66	\$		\$	1,571.66	\$		<table> <tr> <td>\$</td> <td>381,017.00</td> <td></td> <td>2.83%</td> </tr> <tr> <td>\$</td> <td>350,000.00</td> <td></td> <td>3.50%</td> </tr> <tr> <td colspan="4"><hr/></td> </tr> <tr> <td>\$</td> <td>31,017.00</td> <td>↓ -0.67%</td> <td></td> </tr> <tr> <td></td> <td>↑ 9%</td> <td>↓ -0.67%</td> <td></td> </tr> </table>	\$	381,017.00		2.83%	\$	350,000.00		3.50%	<hr/>				\$	31,017.00	↓ -0.67%			↑ 9%	↓ -0.67%		<p>October 2020 February 2020</p>
\$	1,571.66	\$																													
\$	1,571.66	\$																													
\$	381,017.00		2.83%																												
\$	350,000.00		3.50%																												
<hr/>																															
\$	31,017.00	↓ -0.67%																													
	↑ 9%	↓ -0.67%																													



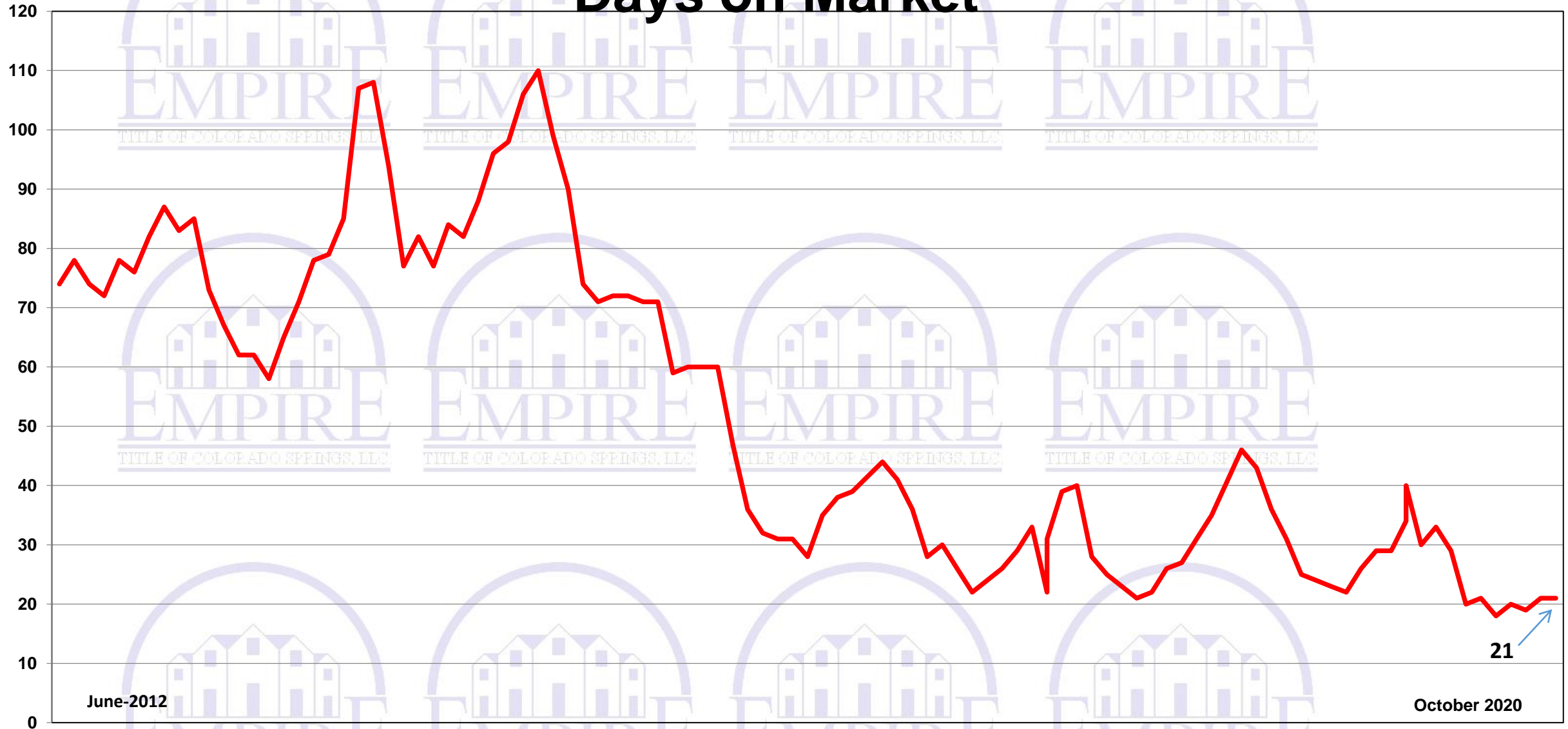
October 2020

Interest Rates and Payments

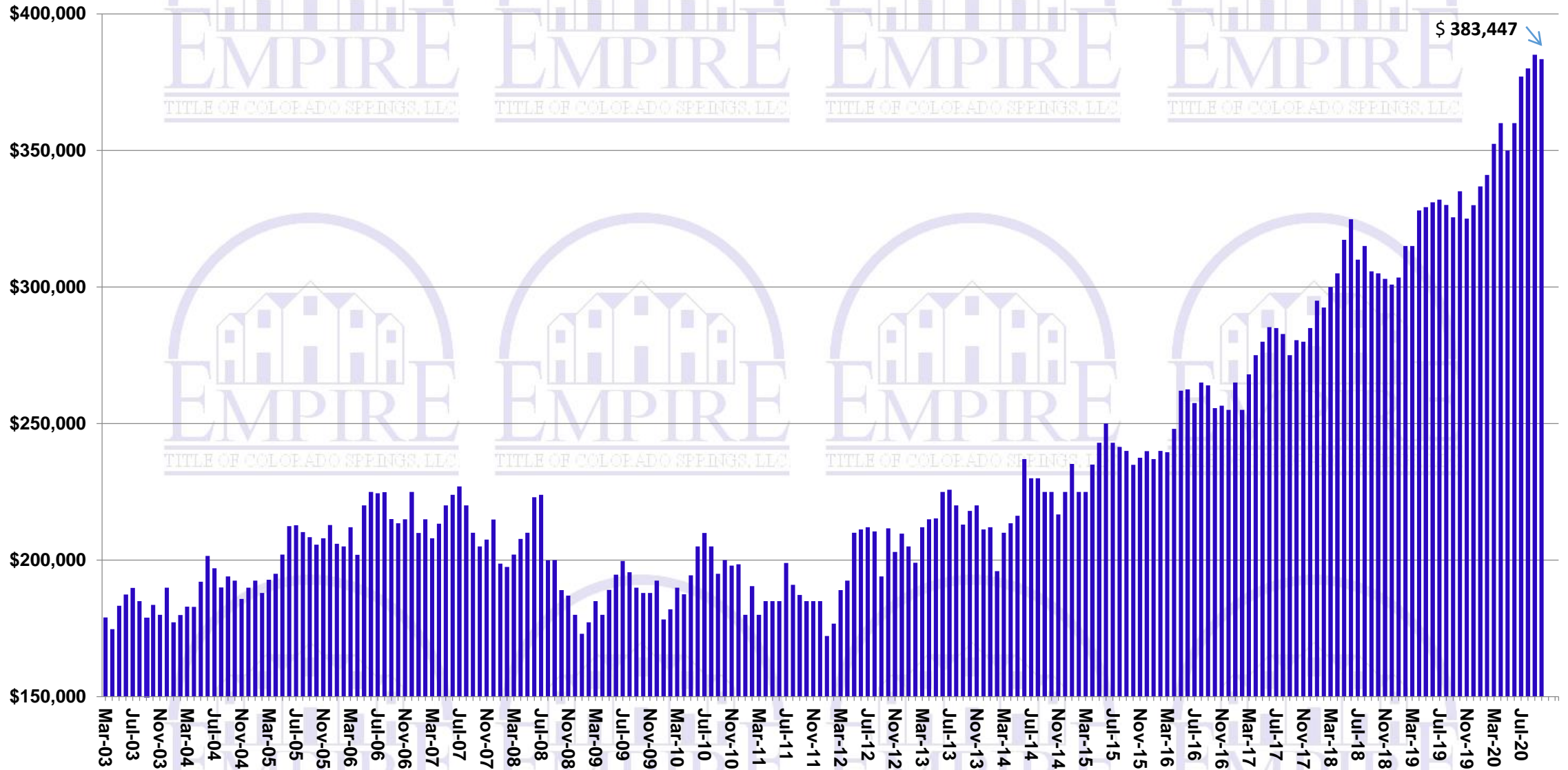
	Payment	\$ 1,710.94	\$	381,017.00	2.83%
	Payment	\$ 1,571.66	\$	381,017.00	3.50%
		\$ ↓ 139.28			↓ - 0.67%
		\$ ↓ 8.1%			↓ - 0.67%
					October 2020
					February 2020

October 2020

Days on Market

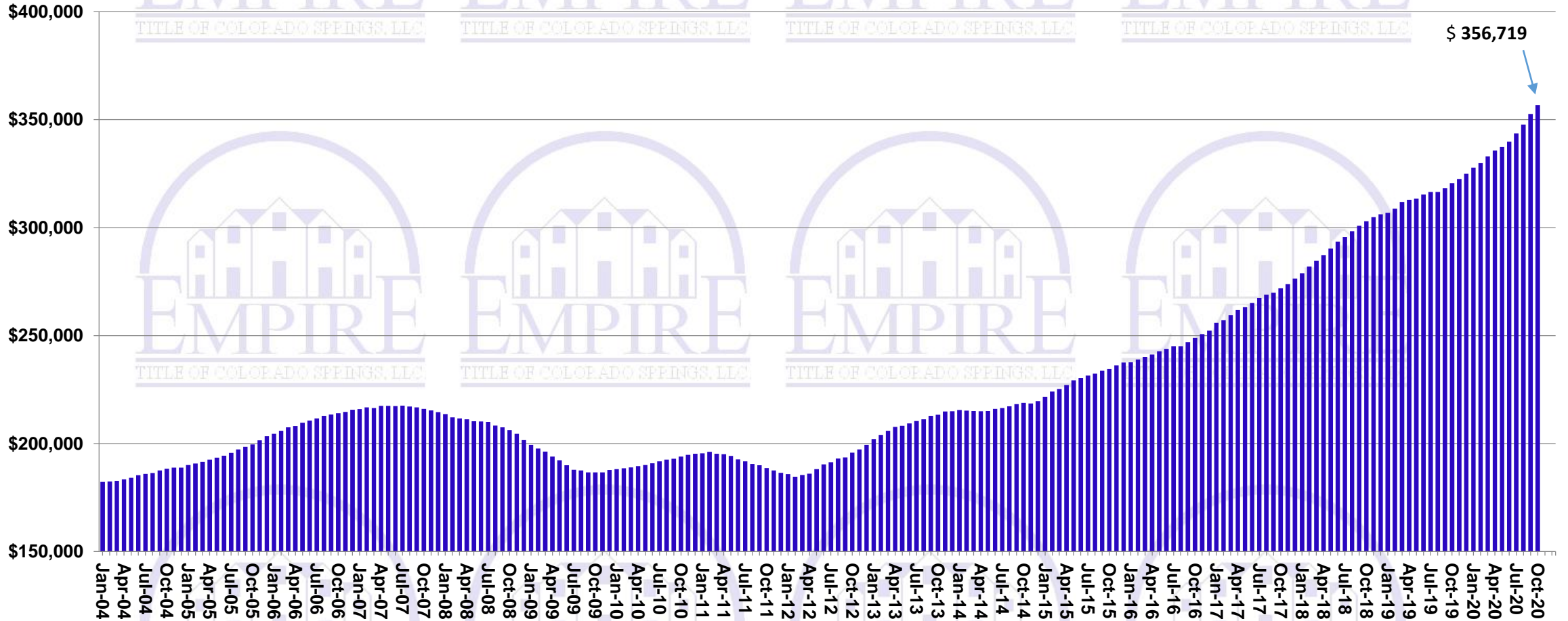


Median Sales Price



October 2020

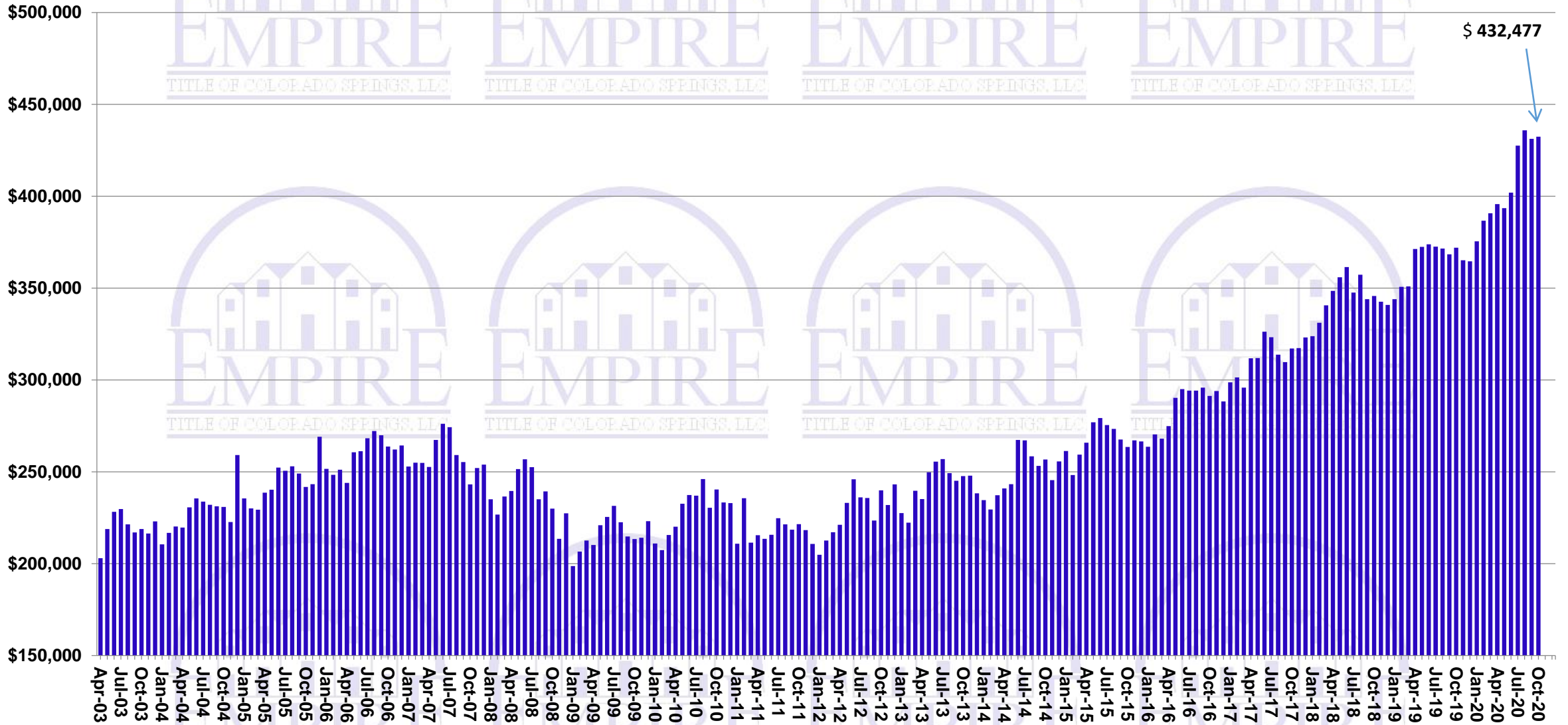
Sales Price Previous 12 Month Median



\$ 356,719

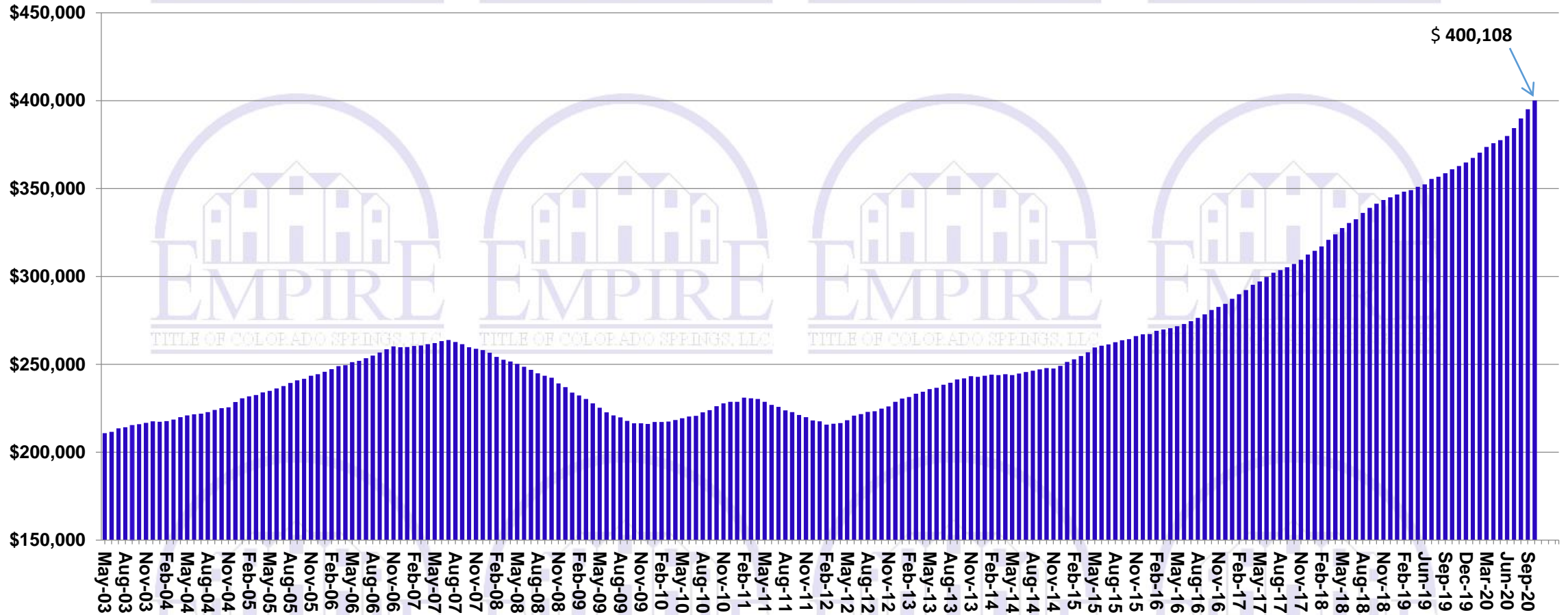
October 2020

Average Sales Price



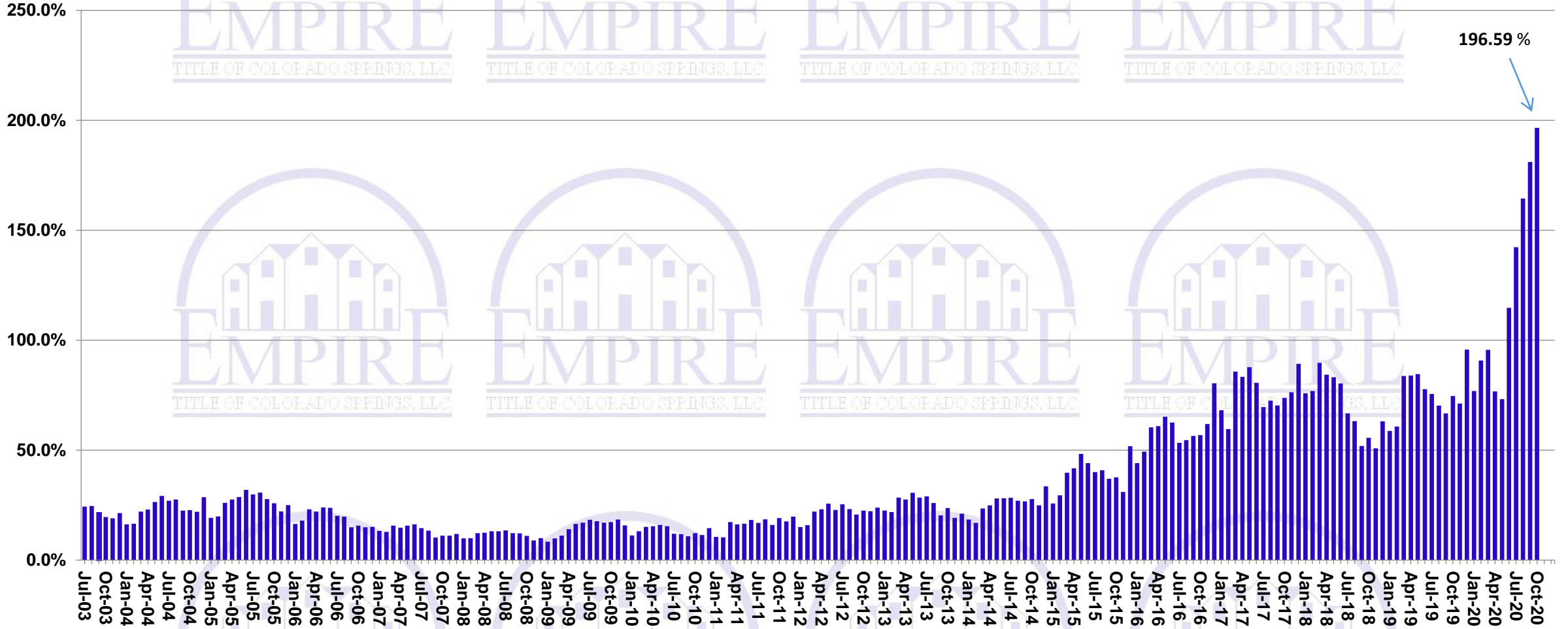
October 2020

Sales Price Previous 12 Month Average



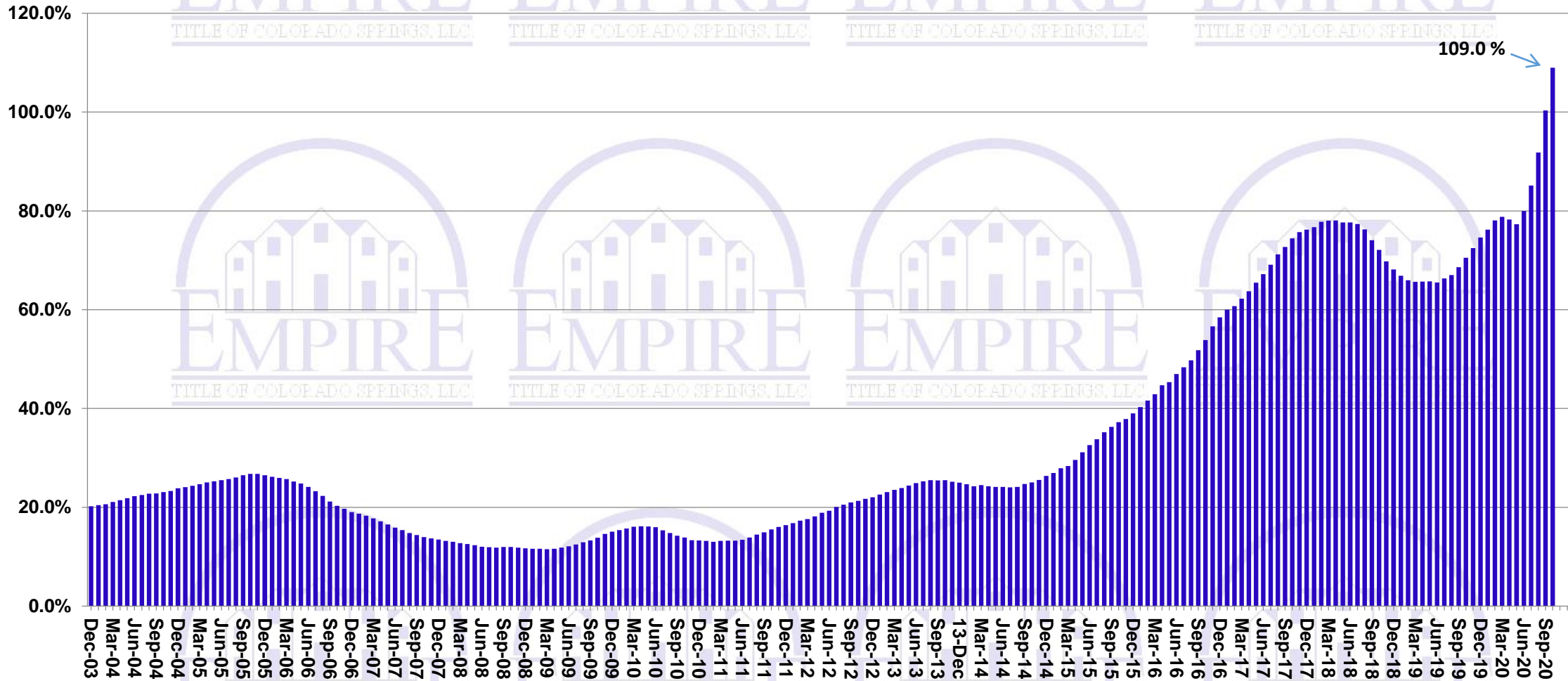
October 2020

Sales as a % of Active Listings



October 2020

Sales as a % of Active Listings Previous 12 Month Average



October 2020

2019 – 2020 1st Quarter Comparison

	<u>2019</u>			<u>2020</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	902	923	1224	916	985	1270	1.6%	6.7%	3.8%
Months of Inventory	1.25	1.17	1.13	0.89	0.81	0.98	-28.8%	-30.8%	-13.3%
Average Sales Price	\$343,989	\$350,736	\$350,934	\$375,516	\$386,749	\$390,721	9.2%	10.3%	11.3%
Median Sales Price	\$303,450	\$315,000	\$315,000	\$336,795	\$341,000	\$352,400	11.0%	8.3%	11.9%

2019-2020 2nd Quarter Comparison



	<u>2019</u>			<u>2020</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	1320	1564	1651	1219	1132	1684	- 7.7%	- 27.6%	2%
Months of Inventory	1.21	1.43	1.65	1.3	1.4	0.9	- 6.6%	- 2.1 %	- 45%
Average Sales Price	\$371,352	\$372,416	\$373,792	\$395,724	\$393,517	\$401,980	6.6%	5.7 %	7.5 %
Median Sales Price	\$328,000	\$329,250	\$331,000	\$360,000	\$350,000	\$360,000	9.8%	6.3 %	8.7 %



2019-2020 3rd Quarter Comparison

	<u>2019</u>			<u>2020</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	1662	1542	1394	1978	1771	1804	19%	14.9%	29.4%
Months of Inventory	1.70	1.69	1.60	0.7	0.6	0.6	- 59%	- 64.5%	- 62.5%
Average Sales Price	\$372,607	\$371,552	\$368,430	\$427,593	\$435,922	\$431,293	15%	17%	17%
Median Sales Price	\$332,000	\$330,000	\$325,500	\$377,000	\$380,000	\$385,000	14%	15%	18%

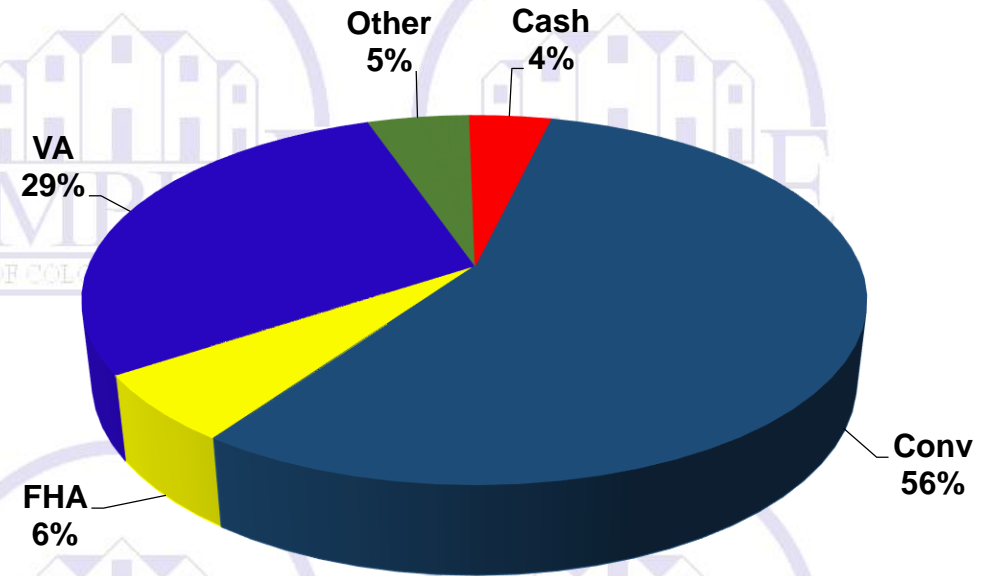
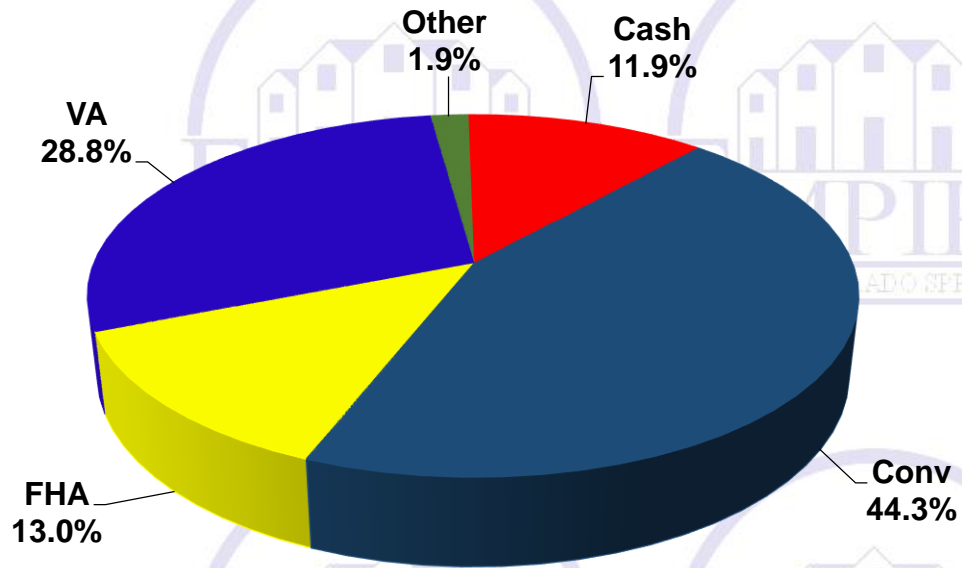
2019-2020 4th Quarter Comparison

	<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			19.6%		
Months of Inventory	1.47	1.26	0.97	0.5			- 66.0%		
Average Sales Price	\$372,037	\$365,218	\$364,584	\$432,477			16.2%		
Median Sales Price	\$335,000	\$325,000	\$329,990	\$383,447			14.5%		

Cash and Financial Transactions Comparison

May 2017

October 2020



October 2020

2020 YTD vs. 2019 YTD

- Average Price  11.6%
- Median Price  11.8 %
- Residential Units Sold  6.3%
- Inventory Levels  32.5%
- Number of Listings  32.3%
- Average Days on Market: 21
- Interest rates 2.83%

*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.