

4th Quarter Market Watch

2020 Year-To-Date

Chaffee County | January - December 2020



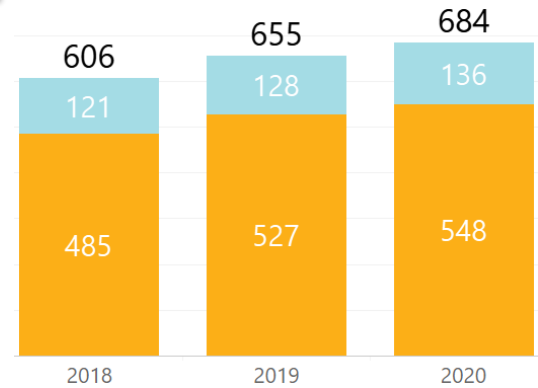
Year-To-Date Review

2020 was a record-breaking year for the Chaffee County housing market. More New Listings hit the market, more listings moved to the Pending status, and more homes Closed than any other year on record.

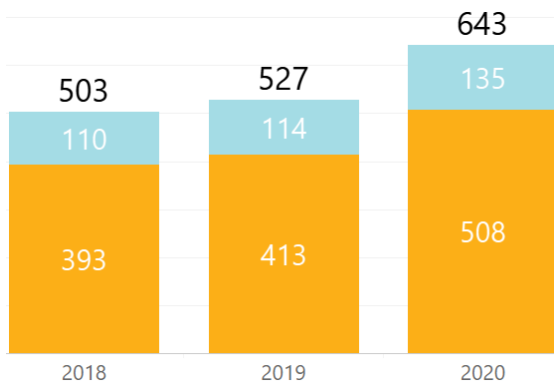
Buyer demand was strong as indicated by increases in both Pending and Closed listings. The number of New Listings that hit the market did not keep pace with demand, which kept inventory levels in check. Low supply and strong demand contributed to the rise in Median Closed Price, which was 9% higher than last year. Homes spent a median of 31 days in the MLS, slightly longer than 2019.

■ Condo/Townhome/Multi-Family
■ Single-Family Residential

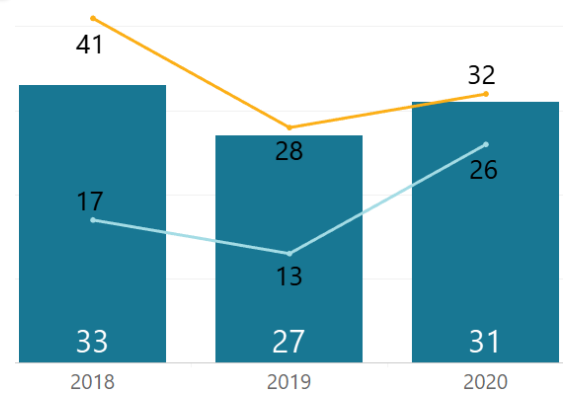
+4% New Listings



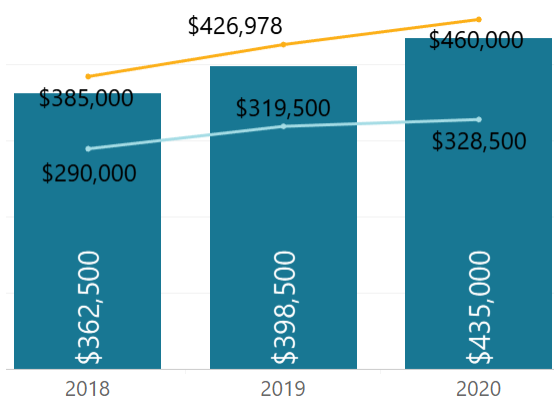
+22% Pending Listings



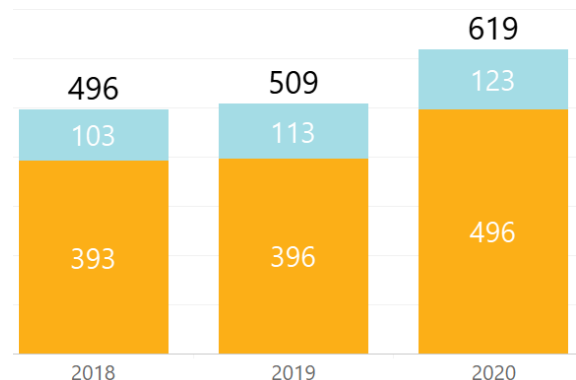
+4 Median Days in MLS



+9% Median Closed Price



+22% Closed Listings



4th Quarter Market Watch

2020 Year-To-Date

Buena Vista and Salida | January - December 2020



Year-To-Date Review

BUENA VISTA – Home-buyer demand was strong in Buena Vista in 2020. The number of listings that moved to the Pending status was 25% higher than 2019 and the number of listings that Closed increased 21% as compared to last year. Although the number of New Listings was up 8%, inventory did not keep pace with demand. Median Closed Prices hit \$400,000, the highest Median Closed Price on record. Homes were in the MLS 8 days longer than 2019.

SALIDA – Throughout 2020 the Salida housing market saw 25% more Pending listings and 19% more homes Closed than in 2019 representing strong buyer demand. While New Listings increased 4% compared to 2019, inventory did not keep pace with the strong buyer demand, which contributed to increases in prices. The Median Closed Price of a home was \$485,000, higher than any other year on record. Homes in Salida were in the MLS 2 days longer in 2020 than 2019.

Buena Vista Housing Market



New Listings

2019: 268
2020: 288
Percent Change: +8%



Pending Listings

2019: 227
2020: 284
Percent Change: +25%



Homes Closed

2019: 225
2020: 273
Percent Change: +21%



Median Closed Price

2019: \$369,000
2020: \$400,000
Percent Change: +8%



Median Days in MLS

2019: 19 Days
2020: 27 Days
Change: +8 Days

Salida Housing Market



New Listings

2019: 282
2020: 292
Percent Change: +4%



Pending Listings

2019: 220
2020: 274
Percent Change: +25%



Homes Closed

2019: 211
2020: 250
Percent Change: +19%



Median Closed Price

2019: \$435,000
2020: \$485,000
Percent Change: +12%



Median Days in MLS

2019: 31 Days
2020: 33 Days
Change: +2 Days