

2021 Q1 Market Watch

Chaffee County | January - March 2021

Year-To-Date Review

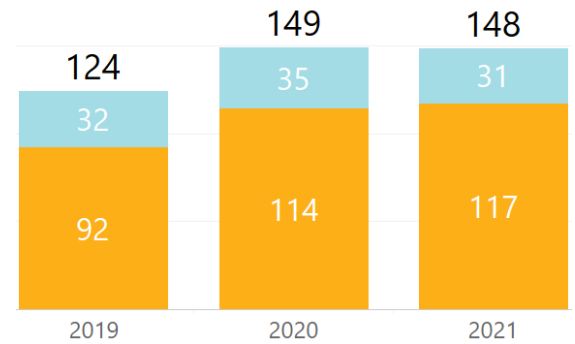
The real estate market in Chaffee County was competitive in the first quarter of 2021. Supply was a challenge while demand remained strong.

Sellers brought 148 New Listings to the market, relatively unchanged compared to Q1 2020; however, buyers put contracts in place on 152 homes, up 39% year over year and closed on 128 properties, a 23% increase year over year, both substantial increases.

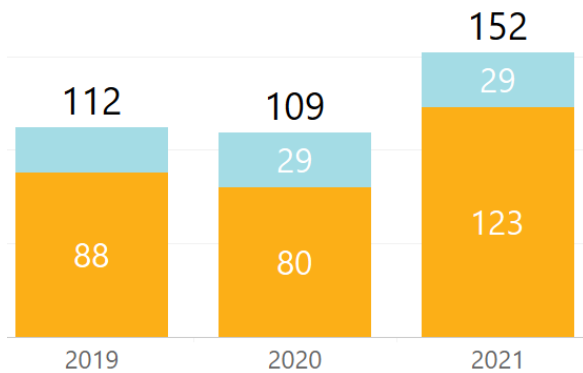
Low inventory and strong demand continued to drive prices upward. Year to date the Median Closed Price of a Chaffee County home was \$463,000, record breaking compared to previous first quarters on record.

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

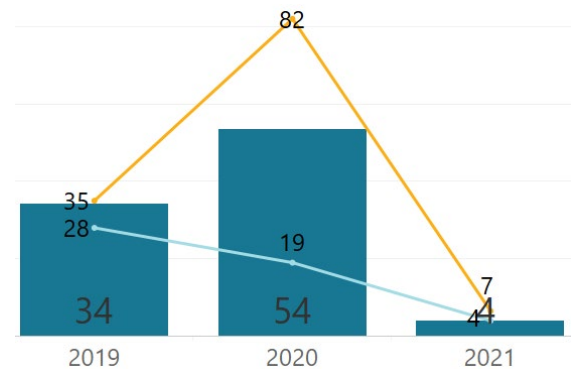
-1% New Listings



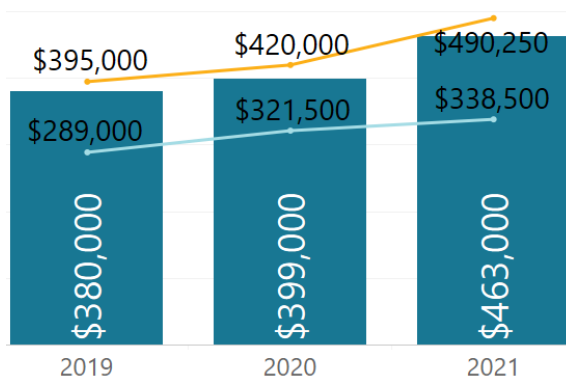
+39% Pending Listings



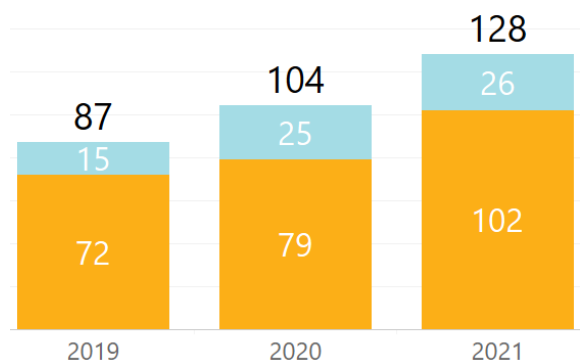
-50 Median Days in MLS



+16% Median Closed Price



+23% Closed Listings



2021 Q1 Market Watch

Buena Vista and Salida | January - March 2021

Year-To-Date Review

BUENA VISTA – Inventory levels remained low in Buena Vista through the first quarter with 28% fewer listings hitting the market than we saw the first quarter of 2020. Although the number of listings that moved to the Pending status dropped slightly, we still saw strong buyer demand. Throughout the first quarter 6% more homes closed than in the first quarter of 2020. Homes in Buena Vista are moving quickly, staying on the market for a median of just 6 days, while prices remain steady.

SALIDA – The housing market was very strong in Salida in the first quarter of 2021. The number of New Listings that hit the market remained relatively unchanged, making inventory a challenge. Compared to the first quarter last year, contracts were put in place on 43% more listings than in Q1 of 2020 and there were 62% more closings. Buyers acted quickly taking homes off the market in a median of 4 days. The competitive market is contributing to increasing Closed Prices.

Buena Vista Housing Market



New Listings

2020: 65
2021: 47
Percent Change: -28%



Pending Listings

2020: 59
2021: 56
Percent Change: -5%



Homes Closed

2020: 47
2021: 50
Percent Change: +6%



Median Closed Price

2020: \$399,000
2021: \$402,500
Percent Change: +1%



Median Days in MLS

2020: 73 Days
2021: 6 Days
Change: -67 Days

Salida Housing Market



New Listings

2020: 69
2021: 70
Percent Change: +1%



Pending Listings

2020: 44
2021: 63
Percent Change: +43%



Homes Closed

2020: 39
2021: 63
Percent Change: +62%



Median Closed Price

2020: \$425,000
2021: \$475,000
Percent Change: +12%



Median Days in MLS

2020: 49 Days
2021 : 4 Days
Change: -45 Days