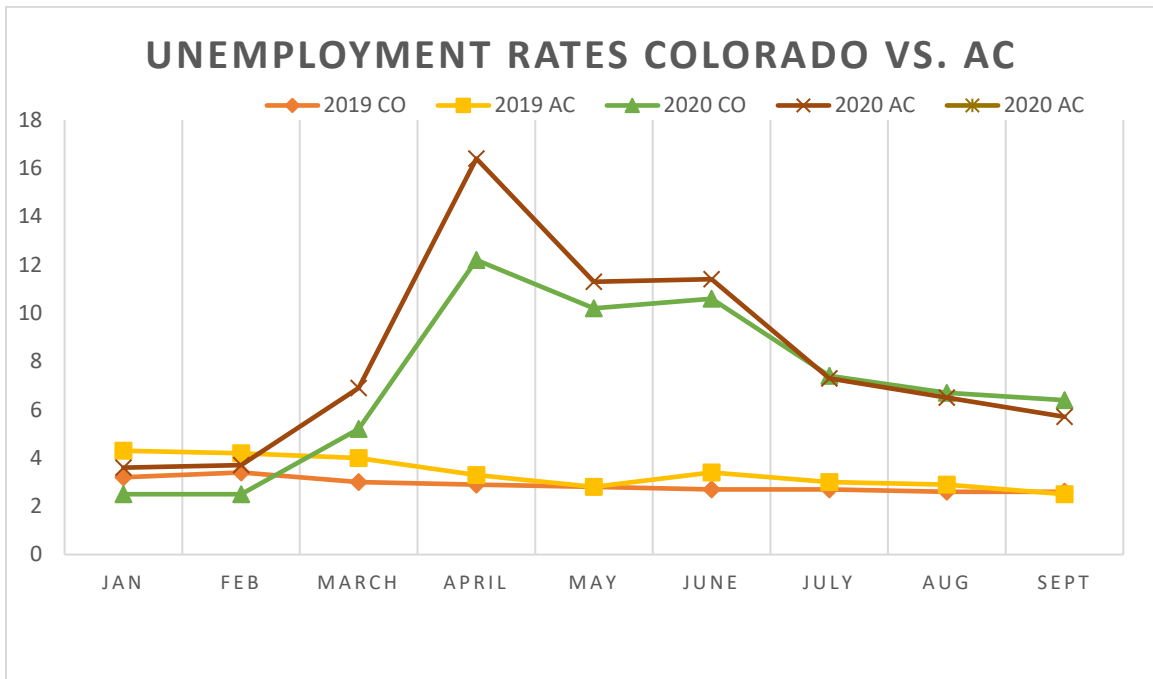


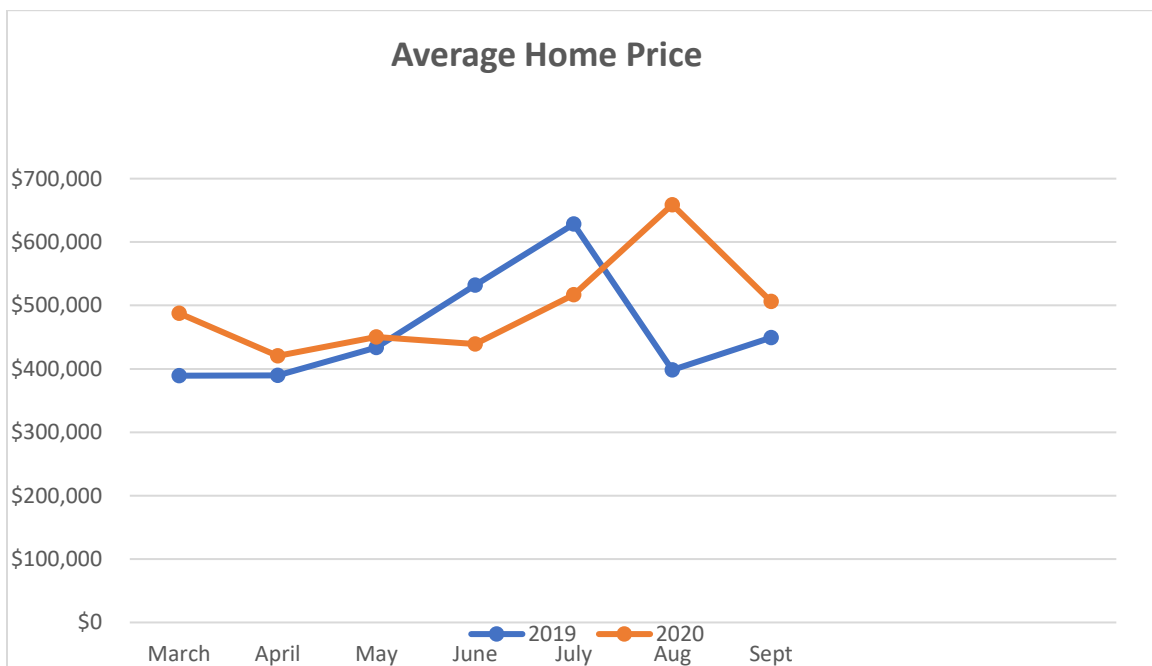
Unemployment Rates Colorado vs. Archuleta County

			JAN	FEB	MARCH	APRIL	MAY	JUNE	JULY	AUG
2019	CO		3.2	3.4	3.0	2.9	2.8	2.7	2.7	2.6
	AC		4.3	4.2	4.0	3.3	2.8	3.4	3.0	2.9
2020	CO		2.5	2.5	5.2	12.2	10.2	10.6	7.4	6.7
	AC		3.6	3.7	6.9	16.4	11.3	11.4	7.3	6.5



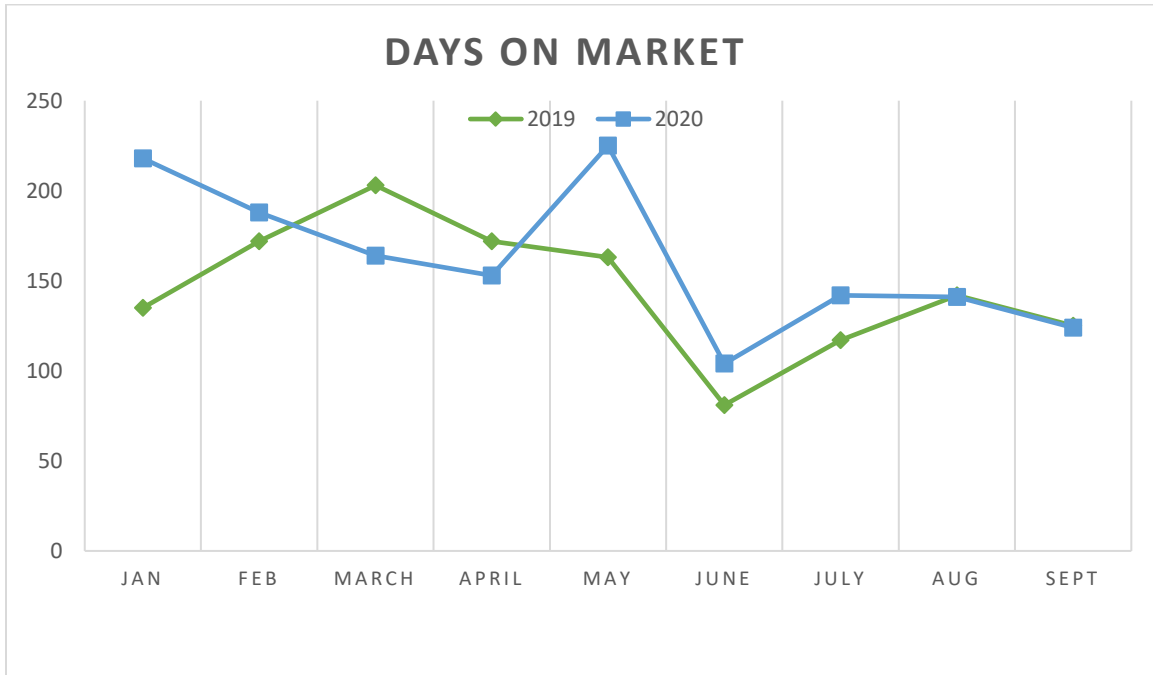
PAGOSA REAL ESTATE TRENDS 2019 VS. 2020

HOMES	NEW LISTINGS	SOLD	MEDIAN PRICE	AVERAGE PRICE	DAYS on MARKET	INVENTORY of HOMES
JAN 19	20	14	397,000	509,884	135	184
JAN 20	26	22	325,000	409,069	218	174
FEB 19	36	13	380,000	\$441,931	172	190
FEB 20	31	18	\$386,500	\$430,912	188	152
MARCH 19	40	24	\$310,500	\$389,233	203	197
MARCH 20	54	29	\$382,000	\$487,493	164	176
APRIL 19	65	24	\$363,500	\$389,542	172	204
APRIL 20	41	21	\$382,000	\$420,465	153	198
MAY 19	101	35	\$364,900	\$433,763	163	261
MAY 20	77	10	\$417,500	\$450,325	225	228
JUNE 19	104	31	\$379,000	\$531,783	81	322
JUNE 20	79	26	\$399,750	\$438,948	104	231
JULY 19	60	29	\$454,500	\$628,317	117	324
JULY 20	62	34	\$407,000	\$516,859	142	195
AUG 19	55	46	\$377,000	\$398,165	142	296
AUG 20	57	69	\$408,000	\$658,952	141	161
SEPT 19	42	51	\$396,400	\$449,007	125	377
SEPT 20	52	79	\$434,500	\$506,056	124	130



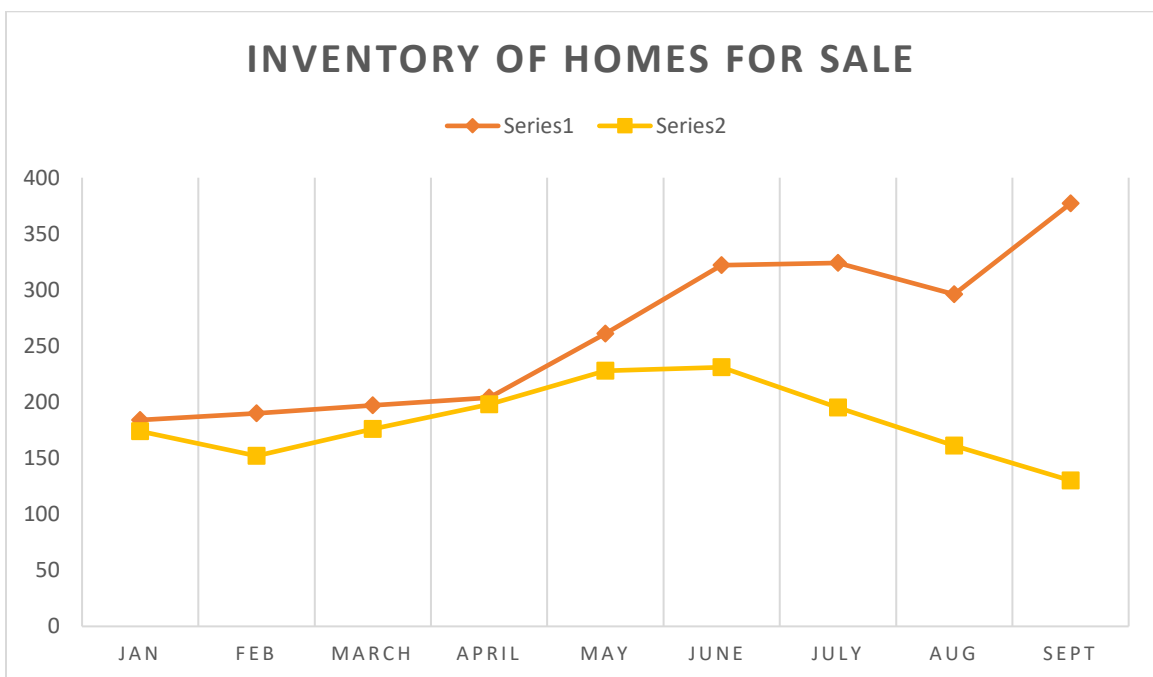
DAYS ON MARKET

	Jan	Feb	March	April	May	June	July	Aug	Sept
2019	135	172	203	172	163	81	117	142	125
2020	218	188	164	153	225	104	142	141	124



INVENTORY OF HOMES FOR SALE

	Jan	Feb	March	April	May	June	July	Aug	Sept
2019	184	190	197	204	261	322	324	296	377
2020	174	152	176	198	228	231	195	161	130



**TOWN OF PAGOSA SPRINGS
2020 SALES TAX ESTIMATE**

<u>Month</u>	<u>2020 Estimated</u>	<u>2020 Actual*</u>	<u>Variance to Est.</u>
January	196,656	223,046	26,391
February	183,874	215,178	31,304
March	224,832	232,135	7,303
April	183,293	220,300	37,007
May	217,861	257,333	39,472
June	284,671	348,893	64,222
July	305,005	368,920	63,915
August	286,995	353,216	66,221
September	281,476		
October	240,809		
November	215,537		
December	283,800		
Total	2,904,809	2,219,021	335,834

% Ahead of Estimate 17.8%

** Sales Tax numbers reflect Town collections only.

SCHOOL ENROLLMENT

	<u>2019</u>	<u>2020*</u>
Elementary School	536	475
Middle School	516	491
High School	473	437
Pagosa Peak Open School	114	115
Family School	69	40

** Not official count. Official count will take place October 1

LODGER'S TAX REVIEW 2019 VS. 2020

	JAN	FEB	MARCH	APRIL	MAY	JUN	JULY	AUG
2019	43,953	41,058	59,184	37,642	48,982	70,280	88,713	76,345
2020	51,935	47,783	30,462	4,255	40,133	87,428	116,202	105,660

