

# Local Market Update for March 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Pueblo County

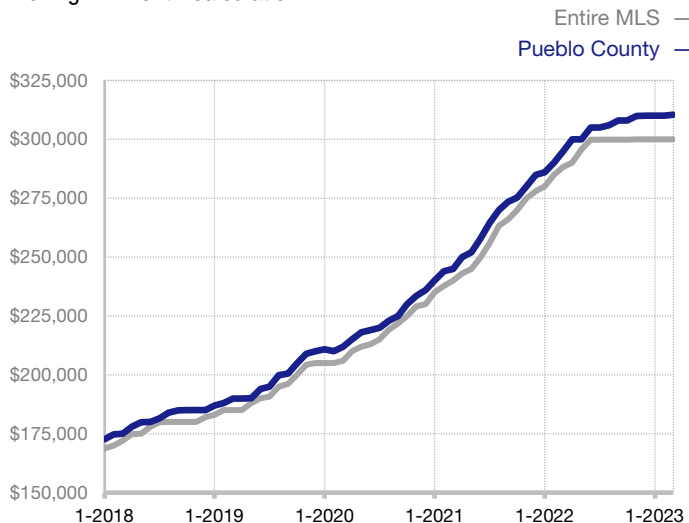
Single Family	March			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	339	295	- 13.0%	900	769	- 14.6%
Sold Listings	284	168	- 40.8%	761	464	- 39.0%
Median Sales Price*	\$315,000	\$320,000	+ 1.6%	\$305,900	\$315,000	+ 3.0%
Average Sales Price*	\$321,068	\$334,866	+ 4.3%	\$318,353	\$322,779	+ 1.4%
Percent of List Price Received*	99.7%	98.1%	- 1.6%	99.6%	98.0%	- 1.6%
Days on Market Until Sale	63	100	+ 58.7%	67	95	+ 41.8%
Inventory of Homes for Sale	312	497	+ 59.3%	--	--	--
Months Supply of Inventory	1.2	2.4	+ 100.0%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

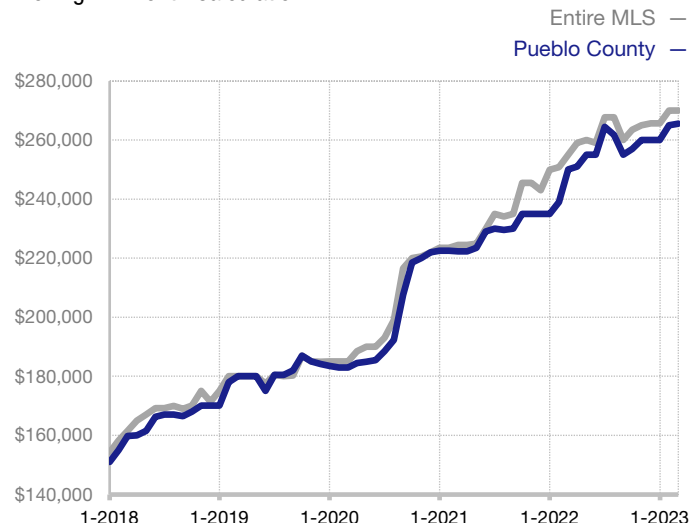
Townhouse/Condo	March			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	6	12	+ 100.0%	22	36	+ 63.6%
Sold Listings	6	8	+ 33.3%	22	18	- 18.2%
Median Sales Price*	\$278,000	\$294,995	+ 6.1%	\$248,750	\$267,500	+ 7.5%
Average Sales Price*	\$304,250	\$289,924	- 4.7%	\$255,086	\$268,822	+ 5.4%
Percent of List Price Received*	101.1%	98.4%	- 2.7%	100.3%	98.0%	- 2.3%
Days on Market Until Sale	51	84	+ 64.7%	48	71	+ 47.9%
Inventory of Homes for Sale	4	20	+ 400.0%	--	--	--
Months Supply of Inventory	0.4	2.4	+ 500.0%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



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## Arkansas Valley/Otero County

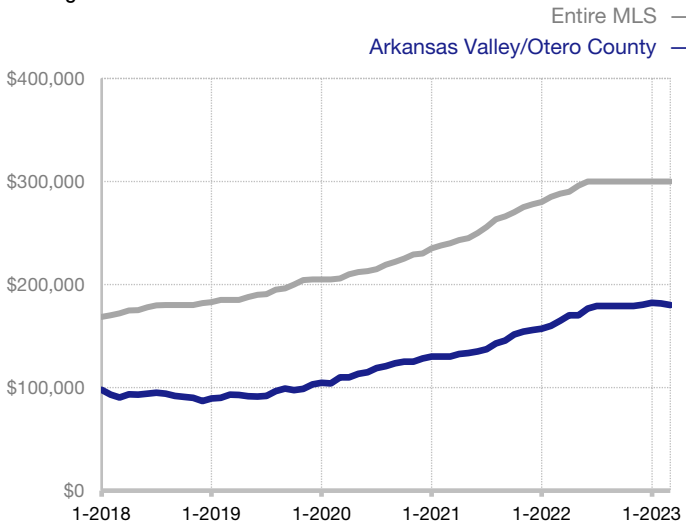
Single Family	March			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	58	52	- 10.3%	127	127	0.0%
Sold Listings	33	36	+ 9.1%	82	79	- 3.7%
Median Sales Price*	\$170,000	\$110,500	- 35.0%	\$170,000	\$159,000	- 6.5%
Average Sales Price*	\$193,103	\$152,219	- 21.2%	\$181,624	\$178,005	- 2.0%
Percent of List Price Received*	96.9%	88.2%	- 9.0%	94.6%	91.6%	- 3.2%
Days on Market Until Sale	102	94	- 7.8%	99	96	- 3.0%
Inventory of Homes for Sale	80	137	+ 71.3%	--	--	--
Months Supply of Inventory	2.5	4.1	+ 64.0%	--	--	--

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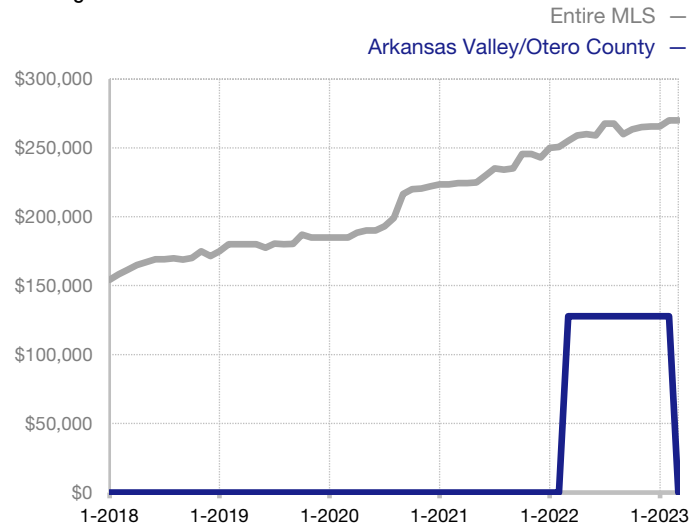
Townhouse/Condo	March			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	0	1	--	0	1	--
Sold Listings	1	0	- 100.0%	1	0	- 100.0%
Median Sales Price*	\$128,000	\$0	- 100.0%	\$128,000	\$0	- 100.0%
Average Sales Price*	\$128,000	\$0	- 100.0%	\$128,000	\$0	- 100.0%
Percent of List Price Received*	102.4%	0.0%	- 100.0%	102.4%	0.0%	- 100.0%
Days on Market Until Sale	298	0	- 100.0%	298	0	- 100.0%
Inventory of Homes for Sale	0	1	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# Local Market Update for March 2023

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## Fowler

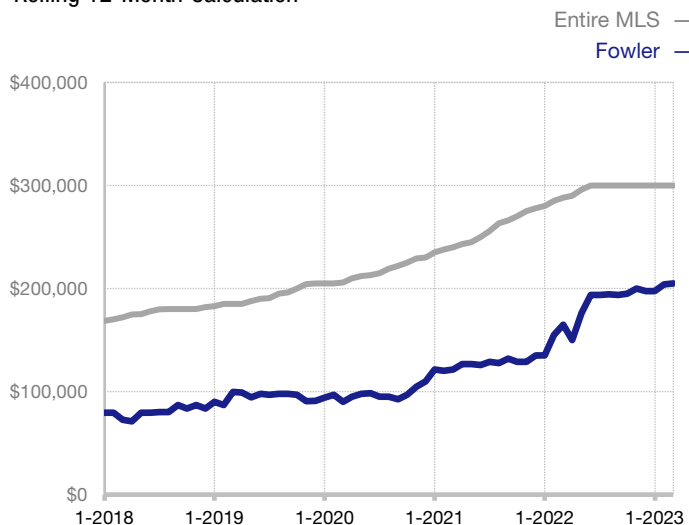
Single Family	March			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	4	2	- 50.0%	6	6	0.0%
Sold Listings	3	0	- 100.0%	9	2	- 77.8%
Median Sales Price*	\$170,000	\$0	- 100.0%	\$182,000	\$193,750	+ 6.5%
Average Sales Price*	\$170,667	\$0	- 100.0%	\$178,267	\$193,750	+ 8.7%
Percent of List Price Received*	100.3%	0.0%	- 100.0%	99.6%	95.3%	- 4.3%
Days on Market Until Sale	114	0	- 100.0%	91	52	- 42.9%
Inventory of Homes for Sale	3	9	+ 200.0%	--	--	--
Months Supply of Inventory	1.1	3.4	+ 209.1%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

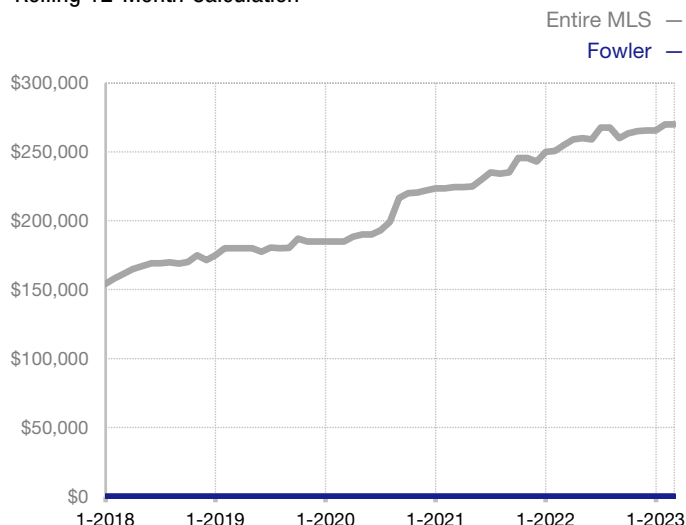
Townhouse/Condo	March			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



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## Huerfano County

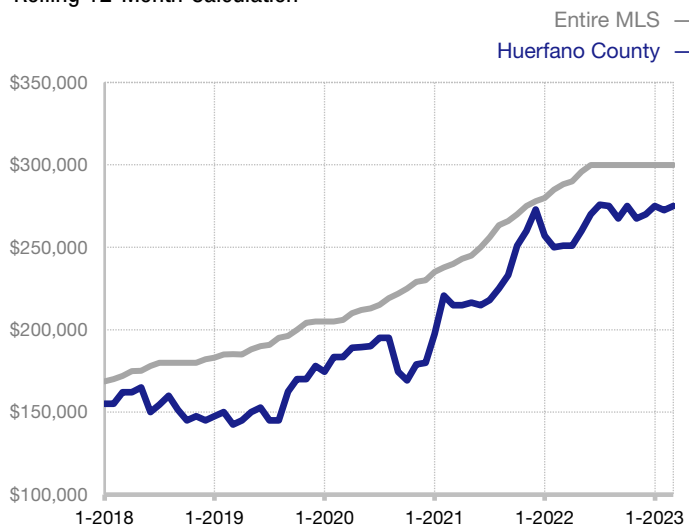
Single Family	March			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	10	5	- 50.0%	24	25	+ 4.2%
Sold Listings	10	3	- 70.0%	21	13	- 38.1%
Median Sales Price*	\$180,550	\$169,500	- 6.1%	\$192,000	\$180,000	- 6.3%
Average Sales Price*	\$286,250	\$219,833	- 23.2%	\$283,786	\$235,723	- 16.9%
Percent of List Price Received*	98.0%	92.0%	- 6.1%	97.6%	93.0%	- 4.7%
Days on Market Until Sale	134	211	+ 57.5%	130	164	+ 26.2%
Inventory of Homes for Sale	32	50	+ 56.3%	--	--	--
Months Supply of Inventory	3.2	7.4	+ 131.3%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

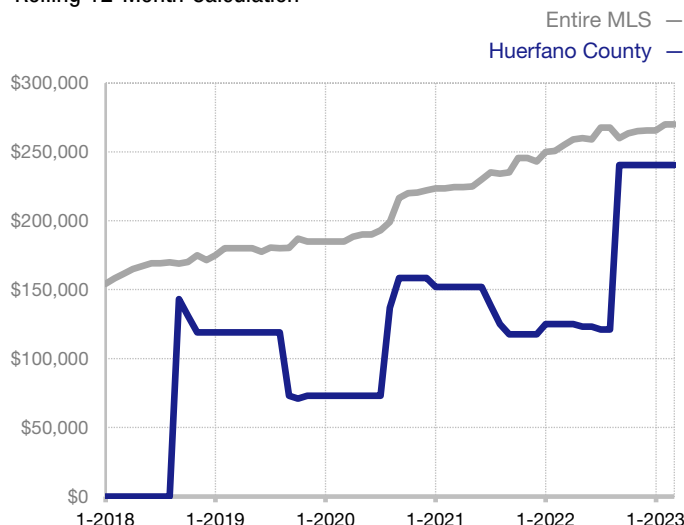
Townhouse/Condo	March			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	1	--	--	--	--
Months Supply of Inventory	0.0	1.0	--	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# Local Market Update for March 2023

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## La Junta

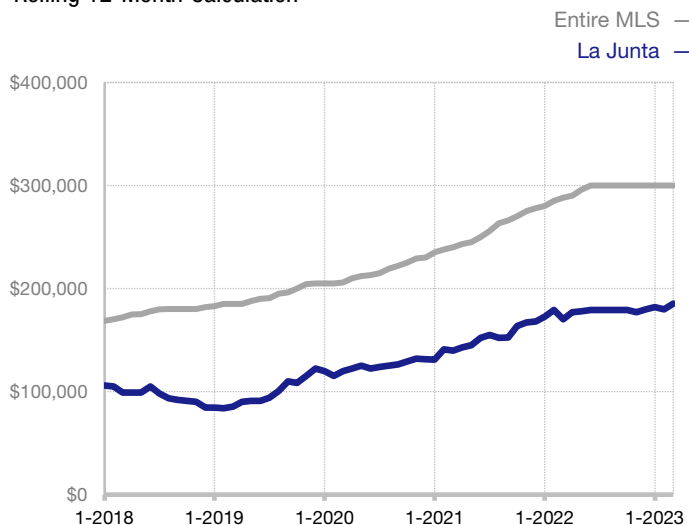
Single Family	March			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	13	15	+ 15.4%	26	33	+ 26.9%
Sold Listings	5	6	+ 20.0%	21	14	- 33.3%
Median Sales Price*	\$135,000	\$193,000	+ 43.0%	\$170,000	\$225,500	+ 32.6%
Average Sales Price*	\$121,800	\$200,083	+ 64.3%	\$162,645	\$199,571	+ 22.7%
Percent of List Price Received*	96.7%	91.3%	- 5.6%	92.9%	95.3%	+ 2.6%
Days on Market Until Sale	91	72	- 20.9%	102	68	- 33.3%
Inventory of Homes for Sale	13	24	+ 84.6%	--	--	--
Months Supply of Inventory	1.7	3.3	+ 94.1%	--	--	--

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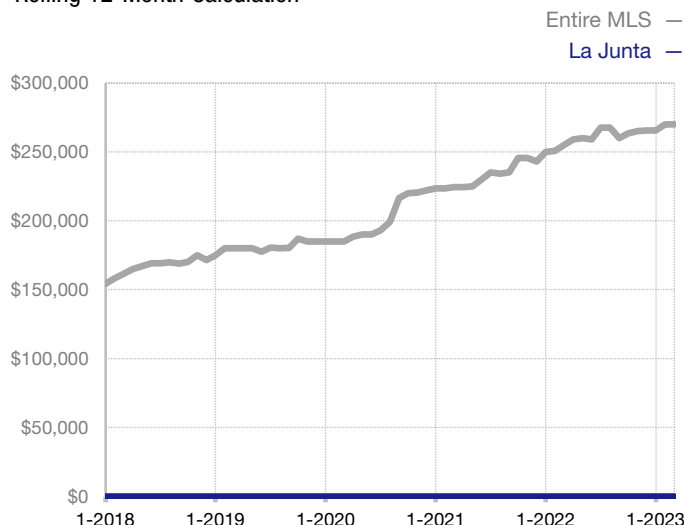
Townhouse/Condo	March			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



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## Lamar

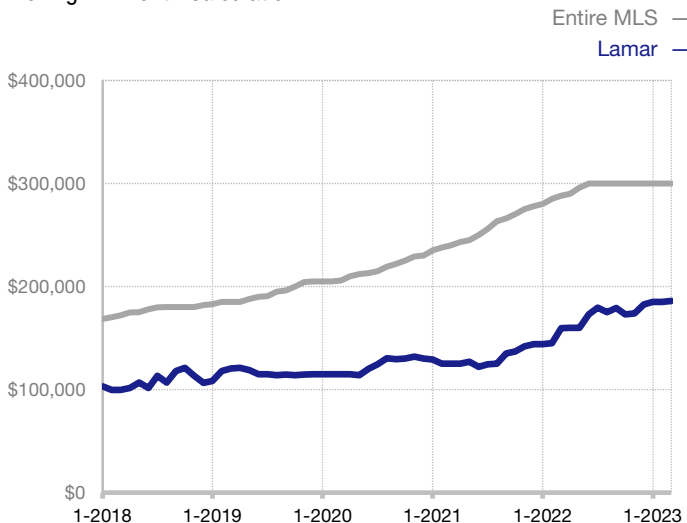
Single Family	March			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	7	7	0.0%	28	20	- 28.6%
Sold Listings	9	8	- 11.1%	13	18	+ 38.5%
Median Sales Price*	\$173,000	\$200,000	+ 15.6%	\$160,000	\$200,000	+ 25.0%
Average Sales Price*	\$169,111	\$244,625	+ 44.7%	\$168,077	\$233,000	+ 38.6%
Percent of List Price Received*	94.7%	90.8%	- 4.1%	96.0%	92.6%	- 3.5%
Days on Market Until Sale	69	91	+ 31.9%	70	110	+ 57.1%
Inventory of Homes for Sale	11	14	+ 27.3%	--	--	--
Months Supply of Inventory	2.1	2.4	+ 14.3%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

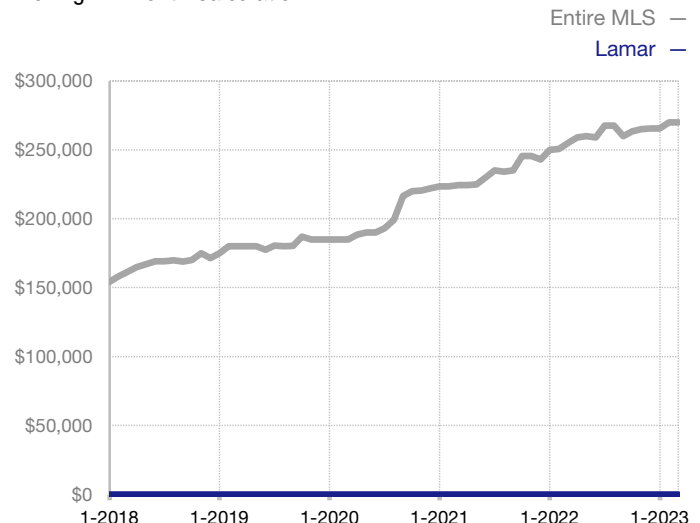
Townhouse/Condo	March			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

### Median Sales Price – Single Family Rolling 12-Month Calculation



### Median Sales Price – Townhouse-Condo Rolling 12-Month Calculation



# Local Market Update for March 2023

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## Las Animas

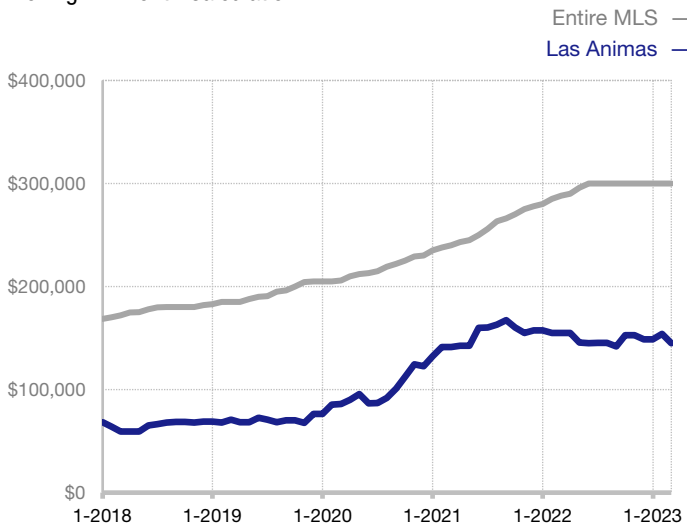
Single Family	March			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	3	4	+ 33.3%	8	10	+ 25.0%
Sold Listings	4	3	- 25.0%	8	7	- 12.5%
Median Sales Price*	\$206,250	<b>\$58,000</b>	- 71.9%	\$133,500	<b>\$79,900</b>	- 40.1%
Average Sales Price*	\$203,125	<b>\$62,633</b>	- 69.2%	\$136,938	<b>\$101,843</b>	- 25.6%
Percent of List Price Received*	98.9%	<b>89.6%</b>	- 9.4%	92.5%	<b>90.4%</b>	- 2.3%
Days on Market Until Sale	224	<b>54</b>	- 75.9%	128	<b>104</b>	- 18.8%
Inventory of Homes for Sale	5	<b>8</b>	+ 60.0%	--	--	--
Months Supply of Inventory	1.4	<b>2.6</b>	+ 85.7%	--	--	--

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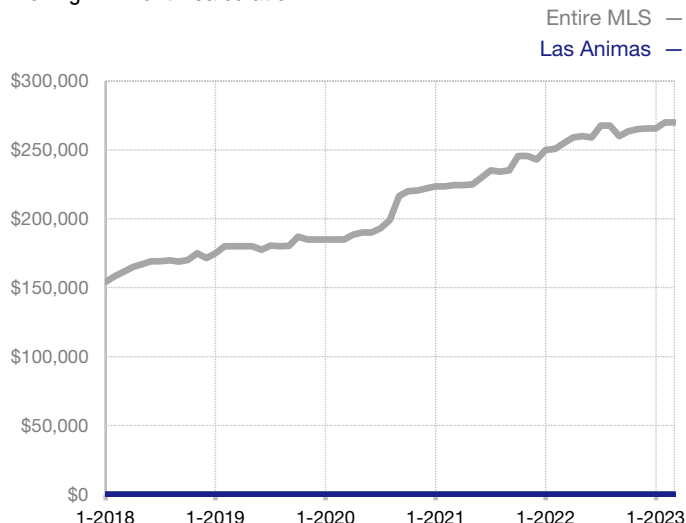
Townhouse/Condo	March			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



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## Manzanola

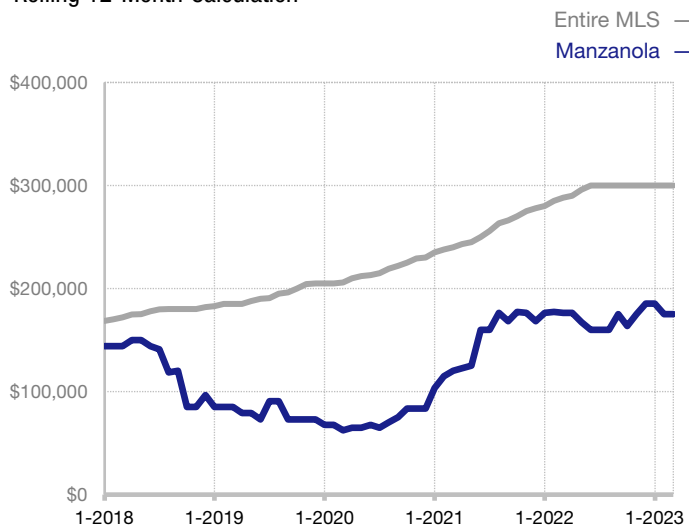
Single Family	March			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	1	4	+ 300.0%	4	7	+ 75.0%
Sold Listings	1	0	- 100.0%	1	1	0.0%
Median Sales Price*	\$380,000	\$0	- 100.0%	\$380,000	\$52,500	- 86.2%
Average Sales Price*	\$380,000	\$0	- 100.0%	\$380,000	\$52,500	- 86.2%
Percent of List Price Received*	95.2%	0.0%	- 100.0%	95.2%	80.8%	- 15.1%
Days on Market Until Sale	59	0	- 100.0%	59	45	- 23.7%
Inventory of Homes for Sale	2	4	+ 100.0%	--	--	--
Months Supply of Inventory	1.8	2.5	+ 38.9%	--	--	--

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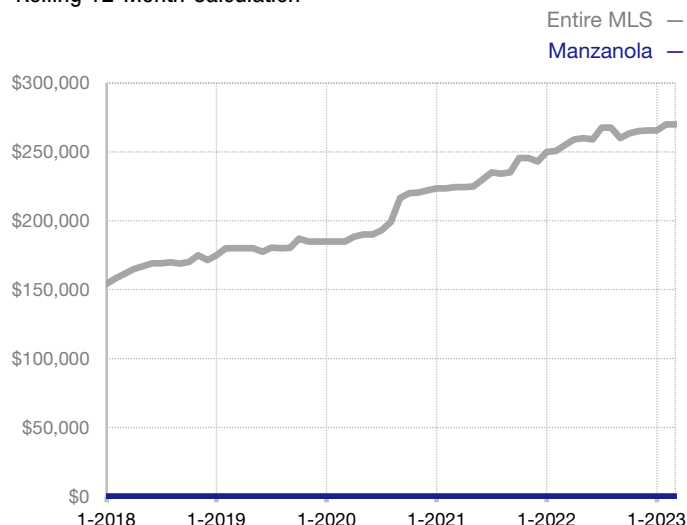
Townhouse/Condo	March			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation





# Local Market Update for March 2023

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## Rocky Ford

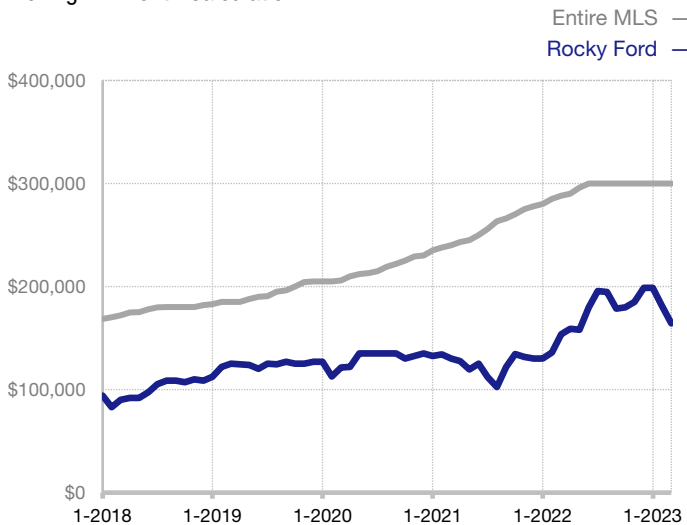
Single Family	March			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	9	3	- 66.7%	14	16	+ 14.3%
Sold Listings	3	7	+ 133.3%	6	12	+ 100.0%
Median Sales Price*	\$200,000	\$106,000	- 47.0%	\$218,250	\$135,500	- 37.9%
Average Sales Price*	\$274,667	\$110,143	- 59.9%	\$298,083	\$124,500	- 58.2%
Percent of List Price Received*	96.4%	88.9%	- 7.8%	97.5%	91.5%	- 6.2%
Days on Market Until Sale	79	69	- 12.7%	84	97	+ 15.5%
Inventory of Homes for Sale	9	14	+ 55.6%	--	--	--
Months Supply of Inventory	2.5	3.1	+ 24.0%	--	--	--

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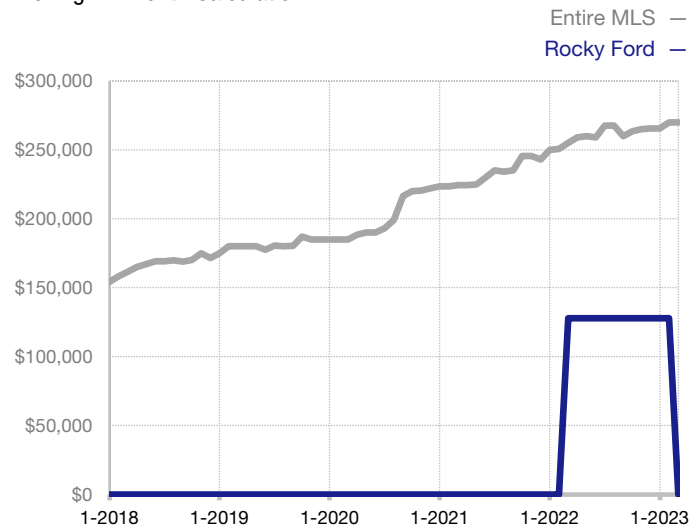
Townhouse/Condo	March			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 03-2022	Thru 03-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	1	0	- 100.0%	1	0	- 100.0%
Median Sales Price*	\$128,000	\$0	- 100.0%	\$128,000	\$0	- 100.0%
Average Sales Price*	\$128,000	\$0	- 100.0%	\$128,000	\$0	- 100.0%
Percent of List Price Received*	102.4%	0.0%	- 100.0%	102.4%	0.0%	- 100.0%
Days on Market Until Sale	298	0	- 100.0%	298	0	- 100.0%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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### Median Sales Price – Single Family Rolling 12-Month Calculation



### Median Sales Price – Townhouse-Condo Rolling 12-Month Calculation



# Monthly Indicators



## March 2023

Percent changes calculated using year-over-year comparisons.

New Listings were down 11.9 percent for single family homes but increased 100.0 percent for townhouse-condo properties. Pending Sales decreased 5.9 percent for single family homes but increased 25.0 percent for townhouse-condo properties.

The Median Sales Price was up 2.5 percent to \$323,450 for single family homes and 6.1 percent to \$294,995 for townhouse-condo properties. Days on Market increased 56.9 percent for single family homes and 64.7 percent for townhouse-condo properties.

Monthly sales might have been even higher if not for limited inventory nationwide. At the current sales pace, there were just 2.6 months' supply of existing homes at the beginning of March, far below the 4 – 6 months' supply of a balanced market. Inventory remains suppressed in part because of mortgage interest rates, which nearly hit 7% before falling again in recent weeks. Higher rates have continued to put downward pressure on sales prices, and for the first time in more than a decade, national home prices were lower year-over-year, according to NAR, breaking a 131-month streak of annual price increases.

## Activity Snapshot

<b>- 38.9%</b>	<b>+ 1.6%</b>	<b>+ 64.7%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> All Properties

Residential real estate activity in Pueblo County composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

Single Family Market Overview	<b>2</b>
Townhouse-Condo Market Overview	<b>3</b>
New Listings	<b>4</b>
Pending Sales	<b>5</b>
Sold Listings	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of List Price Received	<b>9</b>
Days on Market Until Sale	<b>10</b>
Housing Affordability Index	<b>11</b>
Inventory of Active Listings	<b>12</b>
Months Supply of Inventory	<b>13</b>
Total Market Overview	<b>14</b>
Sold Listings and Inventory by Price Range	<b>15</b>
Glossary of Terms	<b>16</b>

# Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	3-2022	3-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		344	303	- 11.9%	915	793	- 13.3%
Pending Sales		288	271	- 5.9%	837	629	- 24.9%
Sold Listings		290	173	- 40.3%	774	474	- 38.8%
Median Sales Price		\$315,500	\$323,450	+ 2.5%	\$305,450	\$315,000	+ 3.1%
Avg. Sales Price		\$325,351	\$337,396	+ 3.7%	\$319,402	\$322,642	+ 1.0%
Pct. of List Price Received		99.7%	97.8%	- 1.9%	99.6%	97.9%	- 1.7%
Days on Market		65	102	+ 56.9%	68	97	+ 42.6%
Affordability Index		104	90	- 13.5%	108	92	- 14.8%
Active Listings		327	524	+ 60.2%	--	--	--
Months Supply		1.2	2.4	+ 100.0%	--	--	--

# Townhouse-Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

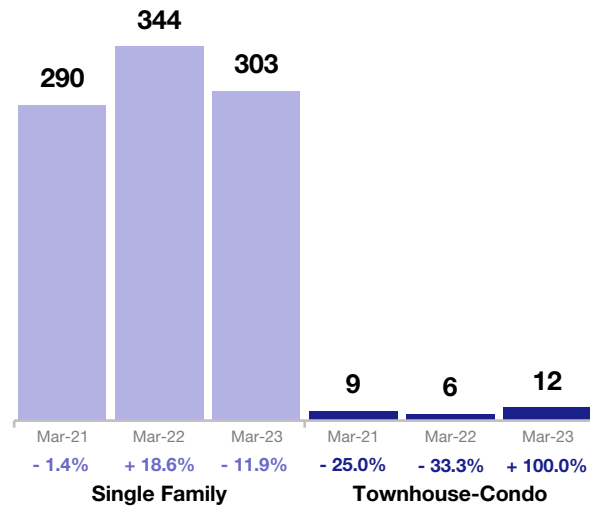


Key Metrics	Historical Sparkbars	3-2022	3-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		6	12	+ 100.0%	23	36	+ 56.5%
Pending Sales		8	10	+ 25.0%	26	24	- 7.7%
Sold Listings		6	8	+ 33.3%	23	18	- 21.7%
Median Sales Price		\$278,000	\$294,995	+ 6.1%	\$250,000	\$267,500	+ 7.0%
Avg. Sales Price		\$304,250	\$289,924	- 4.7%	\$255,735	\$268,822	+ 5.1%
Pct. of List Price Received		101.1%	98.4%	- 2.7%	100.4%	98.0%	- 2.4%
Days on Market		51	84	+ 64.7%	46	71	+ 54.3%
Affordability Index		119	98	- 17.6%	132	108	- 18.2%
Active Listings		4	21	+ 425.0%	--	--	--
Months Supply		0.4	2.4	+ 500.0%	--	--	--

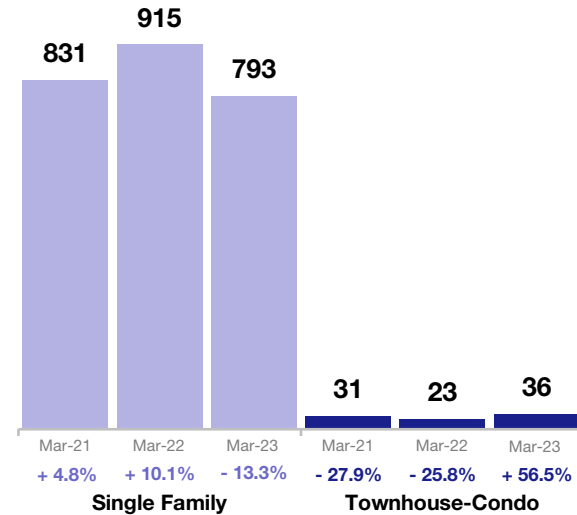
# New Listings



## March

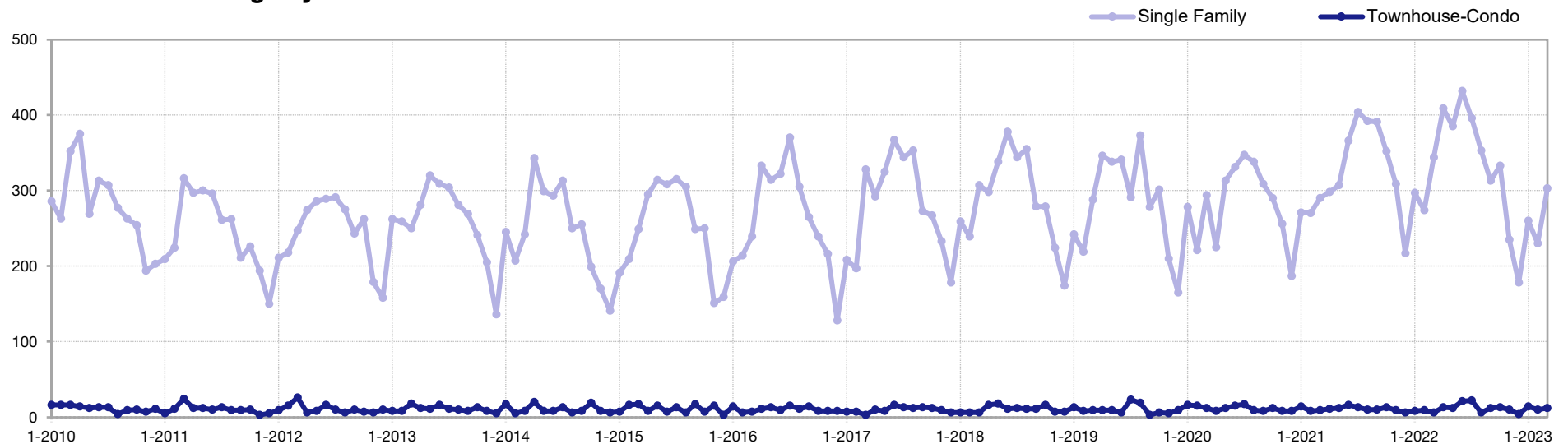


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2022	409	+37.2%	13	+18.2%
May-2022	385	+25.4%	12	0.0%
Jun-2022	432	+18.0%	21	+31.3%
Jul-2022	396	-2.0%	22	+69.2%
Aug-2022	353	-9.9%	6	-40.0%
Sep-2022	313	-19.9%	12	+20.0%
Oct-2022	333	-5.4%	13	0.0%
Nov-2022	235	-23.9%	10	+11.1%
Dec-2022	178	-18.0%	4	-33.3%
Jan-2023	260	-12.5%	14	+75.0%
Feb-2023	230	-16.1%	10	+11.1%
Mar-2023	303	-11.9%	12	+100.0%

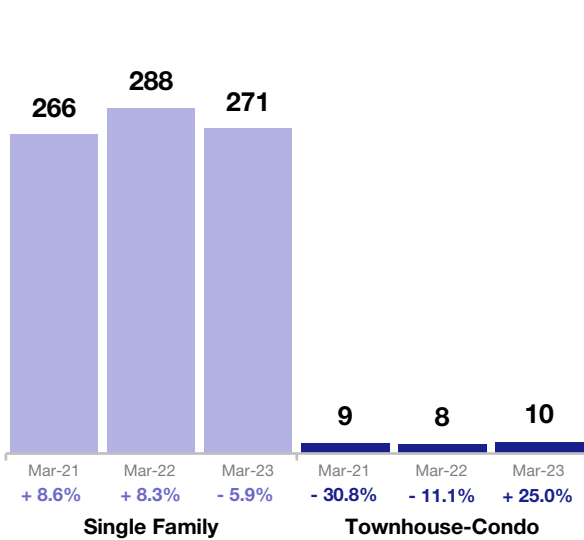
## Historical New Listings by Month



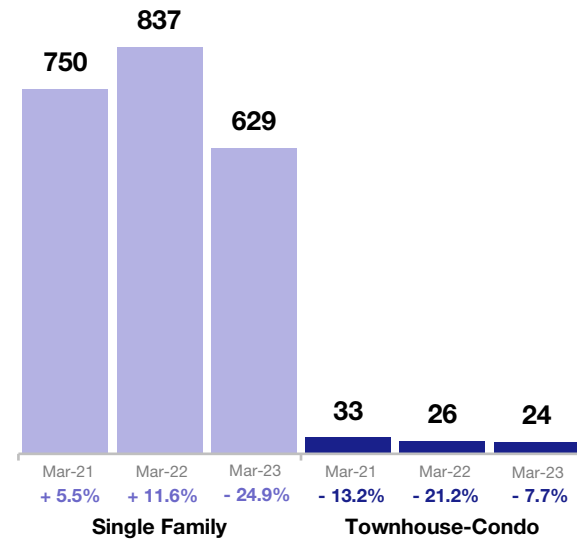
# Pending Sales



## March

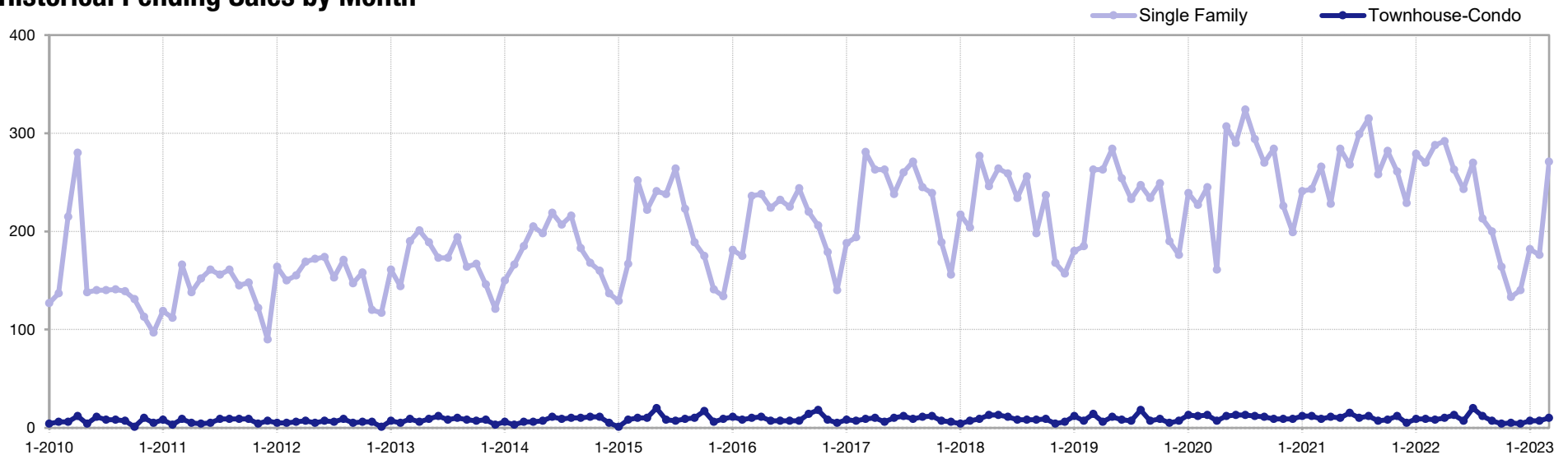


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2022	292	+28.1%	10	-9.1%
May-2022	263	-7.4%	13	+30.0%
Jun-2022	243	-9.3%	7	-53.3%
Jul-2022	270	-9.7%	20	+100.0%
Aug-2022	213	-32.4%	12	0.0%
Sep-2022	200	-22.5%	7	0.0%
Oct-2022	164	-41.8%	4	-50.0%
Nov-2022	133	-49.0%	5	-58.3%
Dec-2022	140	-38.9%	4	-20.0%
Jan-2023	182	-34.8%	7	-22.2%
Feb-2023	176	-34.8%	7	-22.2%
<b>Mar-2023</b>	<b>271</b>	<b>-5.9%</b>	<b>10</b>	<b>+25.0%</b>

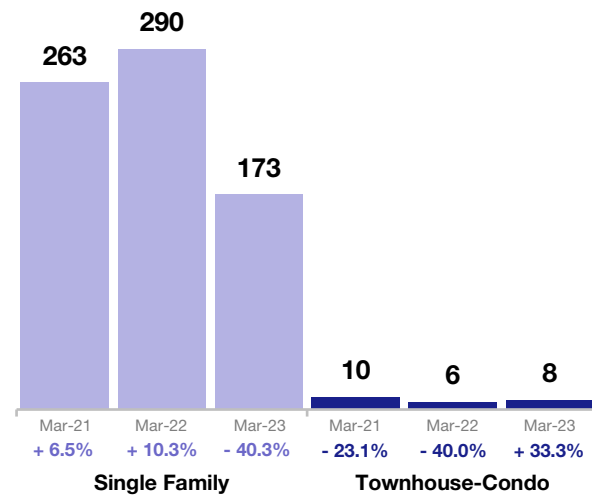
## Historical Pending Sales by Month



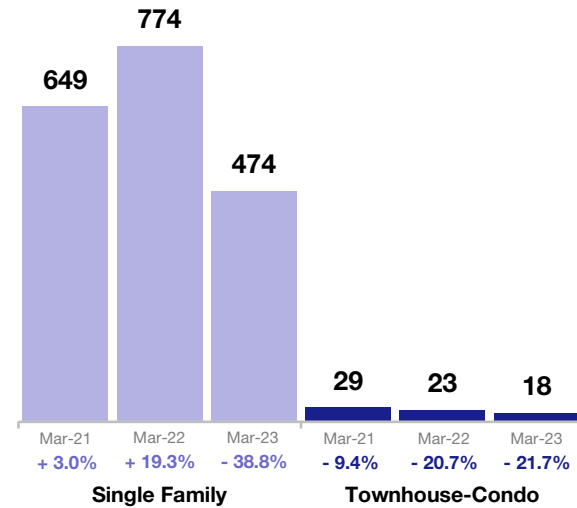
# Sold Listings



## March

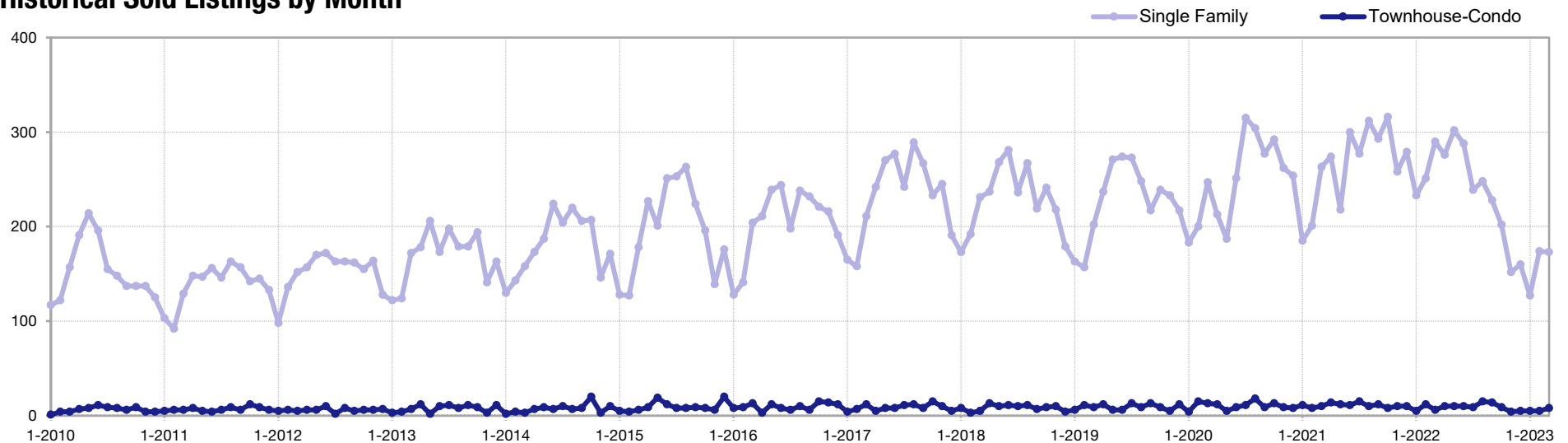


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2022	276	+0.7%	10	-28.6%
May-2022	302	+38.5%	10	-16.7%
Jun-2022	288	-4.0%	10	-9.1%
Jul-2022	239	-13.7%	9	-40.0%
Aug-2022	248	-20.5%	15	+50.0%
Sep-2022	228	-22.2%	14	+16.7%
Oct-2022	202	-36.1%	9	+12.5%
Nov-2022	152	-41.1%	4	-60.0%
Dec-2022	160	-42.7%	5	-50.0%
Jan-2023	127	-45.5%	5	0.0%
Feb-2023	174	-30.7%	5	-58.3%
Mar-2023	173	-40.3%	8	+33.3%

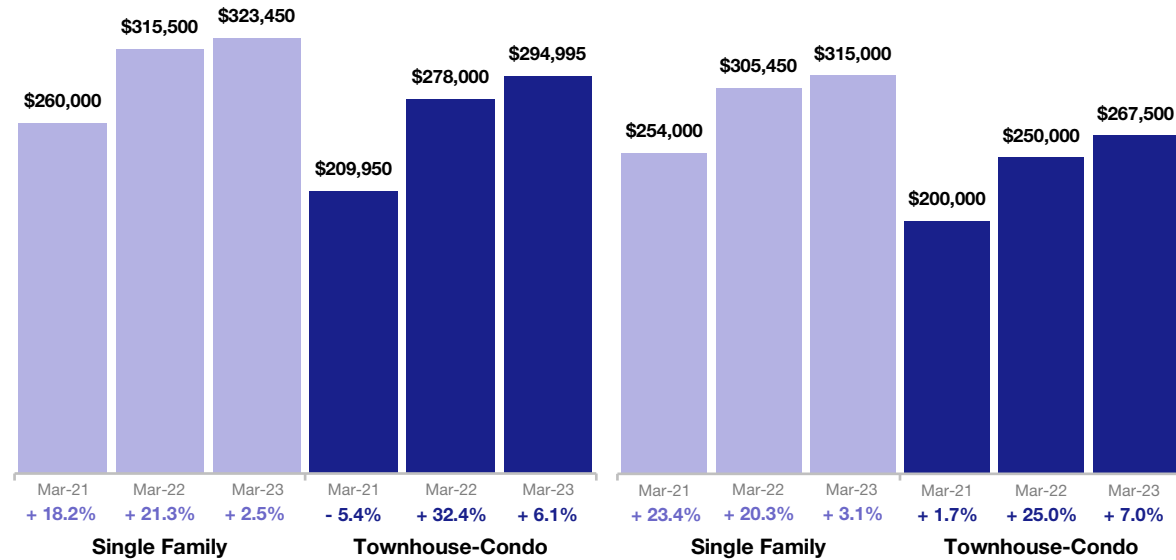
## Historical Sold Listings by Month



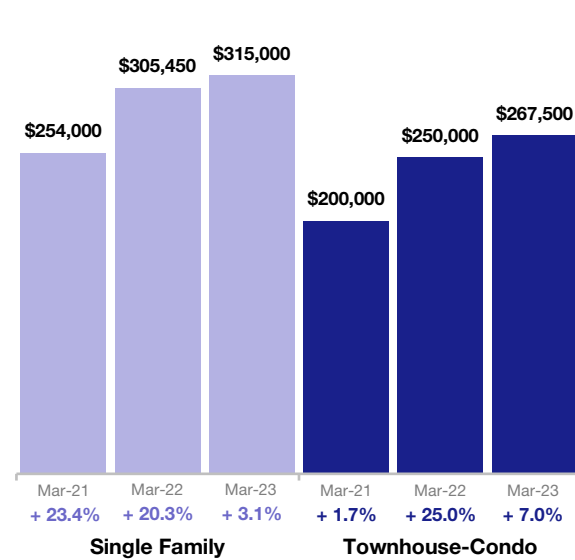
# Median Sales Price



## March

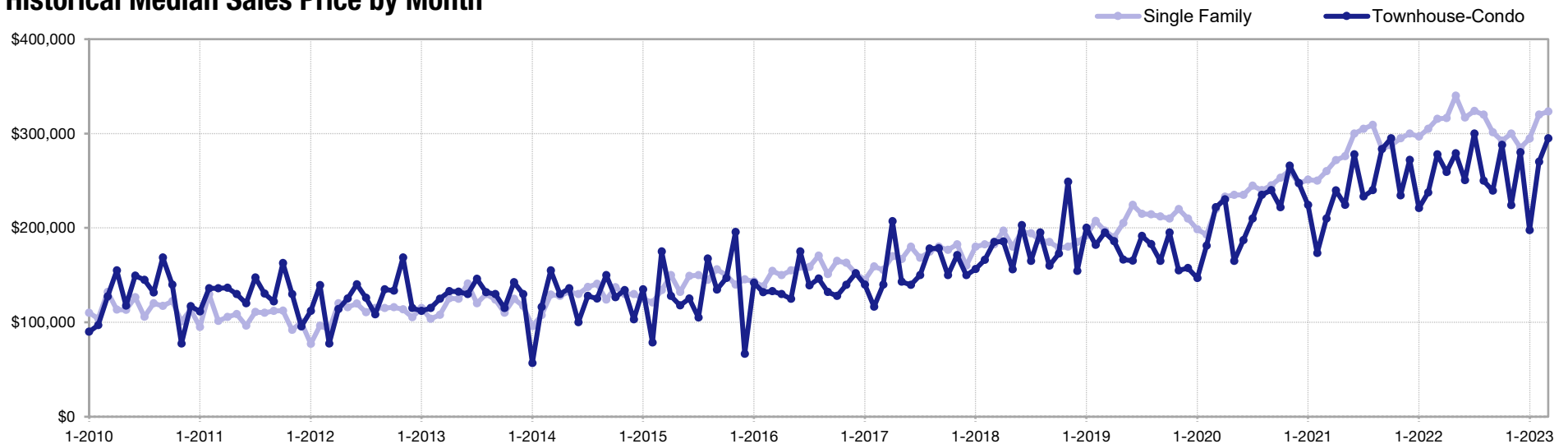


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2022	\$316,500	+16.4%	\$259,200	+8.1%
May-2022	\$340,000	+23.2%	\$279,000	+24.3%
Jun-2022	\$317,000	+5.7%	\$250,550	-9.9%
Jul-2022	\$323,785	+6.2%	\$300,000	+28.6%
Aug-2022	\$320,000	+3.6%	\$250,000	+4.2%
Sep-2022	\$301,250	+6.1%	\$239,500	-15.5%
Oct-2022	\$292,443	+1.7%	\$287,900	-2.4%
Nov-2022	\$300,000	+1.7%	\$224,000	-4.5%
Dec-2022	\$285,000	-5.0%	\$280,000	+2.9%
Jan-2023	\$294,610	-0.7%	\$197,500	-10.6%
Feb-2023	\$320,000	+4.9%	\$270,000	+13.7%
<b>Mar-2023</b>	<b>\$323,450</b>	<b>+2.5%</b>	<b>\$294,995</b>	<b>+6.1%</b>

## Historical Median Sales Price by Month



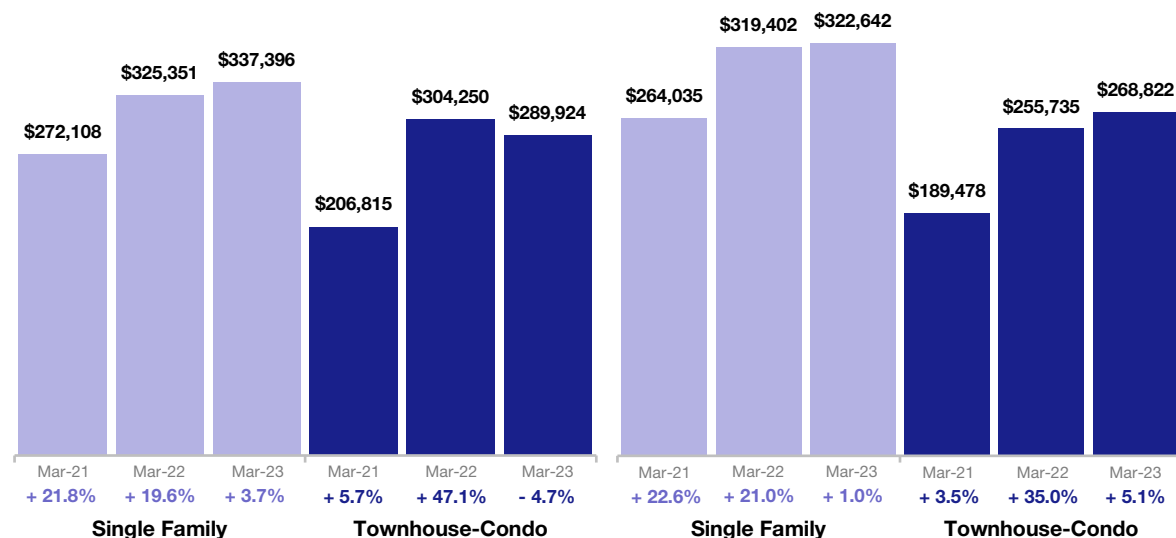


# Average Sales Price



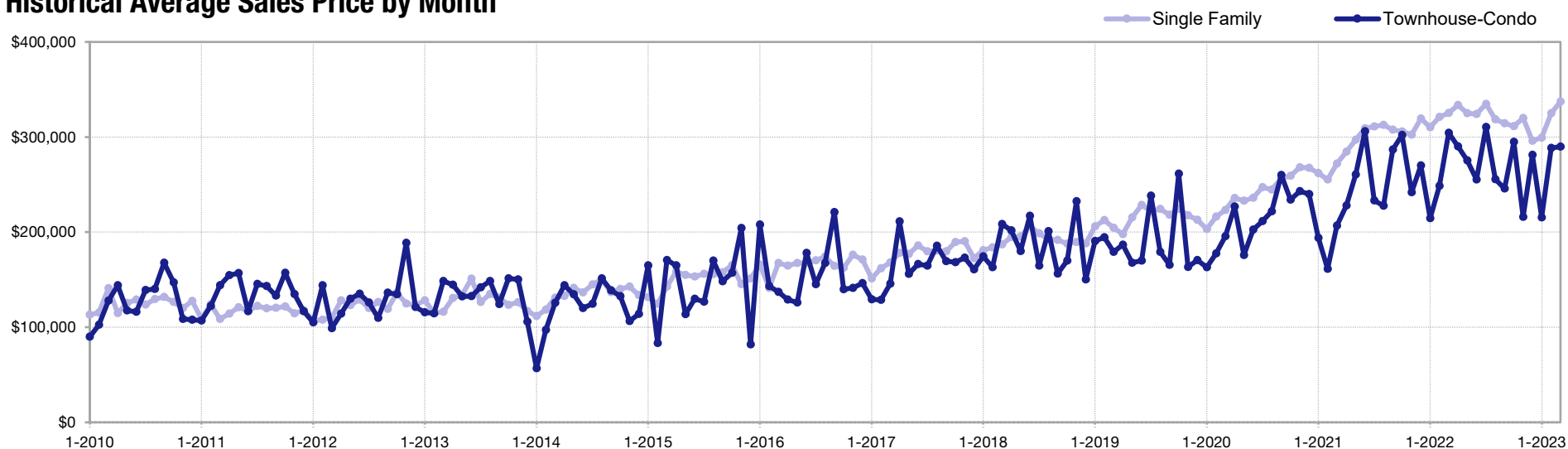
## March

## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2022	\$333,569	+17.2%	\$290,230	+27.3%
May-2022	\$324,889	+9.3%	\$275,395	+5.7%
Jun-2022	\$324,201	+4.8%	\$255,310	-16.6%
Jul-2022	\$334,790	+7.6%	\$310,611	+33.1%
Aug-2022	\$318,645	+1.9%	\$255,593	+12.2%
Sep-2022	\$314,411	+2.2%	\$245,814	-14.3%
Oct-2022	\$311,463	+1.9%	\$294,978	-2.4%
Nov-2022	\$320,004	+5.8%	\$216,125	-10.6%
Dec-2022	\$295,883	-7.4%	\$281,180	+4.1%
Jan-2023	\$299,278	-3.5%	\$215,500	+0.4%
Feb-2023	\$325,109	+1.3%	\$288,380	+16.0%
Mar-2023	\$337,396	+3.7%	\$289,924	-4.7%

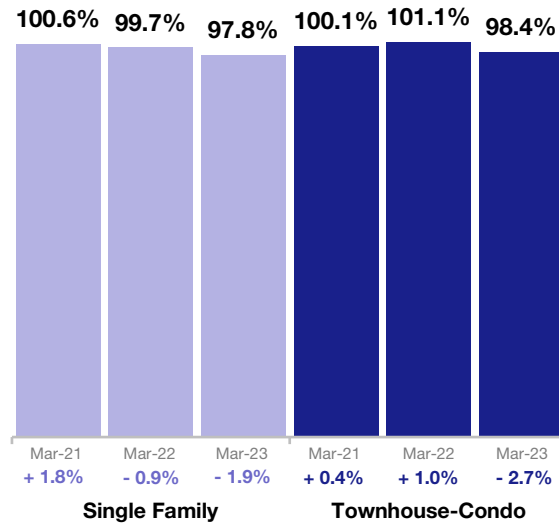
## Historical Average Sales Price by Month



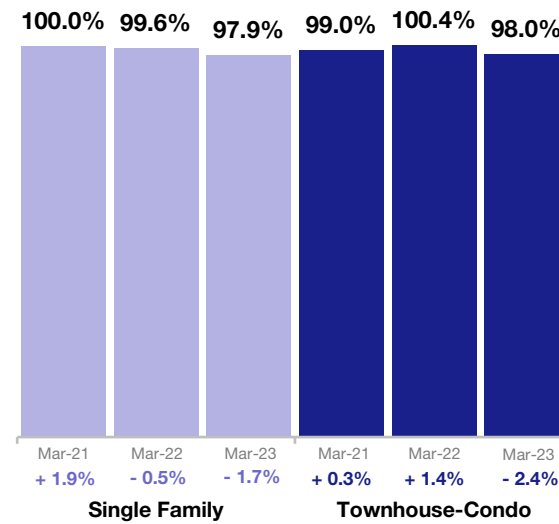
# Percent of List Price Received



## March

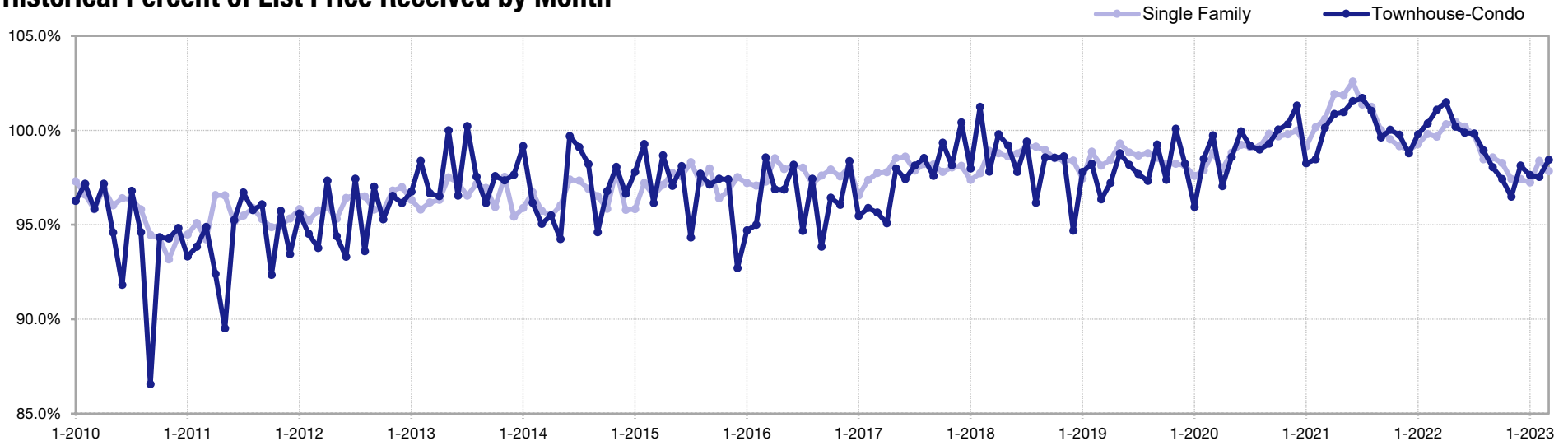


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2022	100.3%	-1.6%	101.5%	+0.6%
May-2022	100.4%	-1.5%	100.2%	-0.8%
Jun-2022	100.2%	-2.3%	99.9%	-1.6%
Jul-2022	99.8%	-1.6%	99.8%	-1.9%
Aug-2022	98.5%	-2.7%	98.9%	-2.1%
Sep-2022	98.6%	-1.4%	98.1%	-1.5%
Oct-2022	98.3%	-1.2%	97.4%	-2.6%
Nov-2022	97.4%	-1.8%	96.5%	-3.3%
Dec-2022	97.4%	-1.5%	98.1%	-0.7%
Jan-2023	97.2%	-2.1%	97.6%	-2.2%
Feb-2023	98.4%	-1.4%	97.5%	-2.9%
<b>Mar-2023</b>	<b>97.8%</b>	<b>-1.9%</b>	<b>98.4%</b>	<b>-2.7%</b>

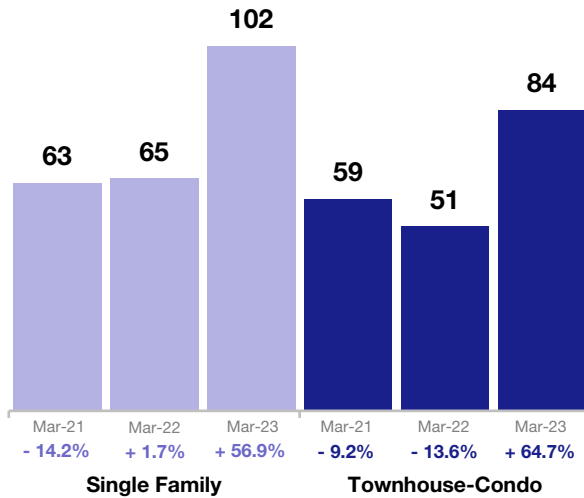
## Historical Percent of List Price Received by Month



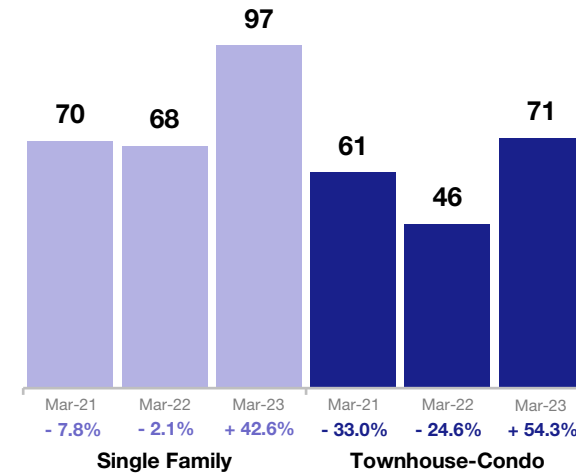
# Days on Market Until Sale



## March

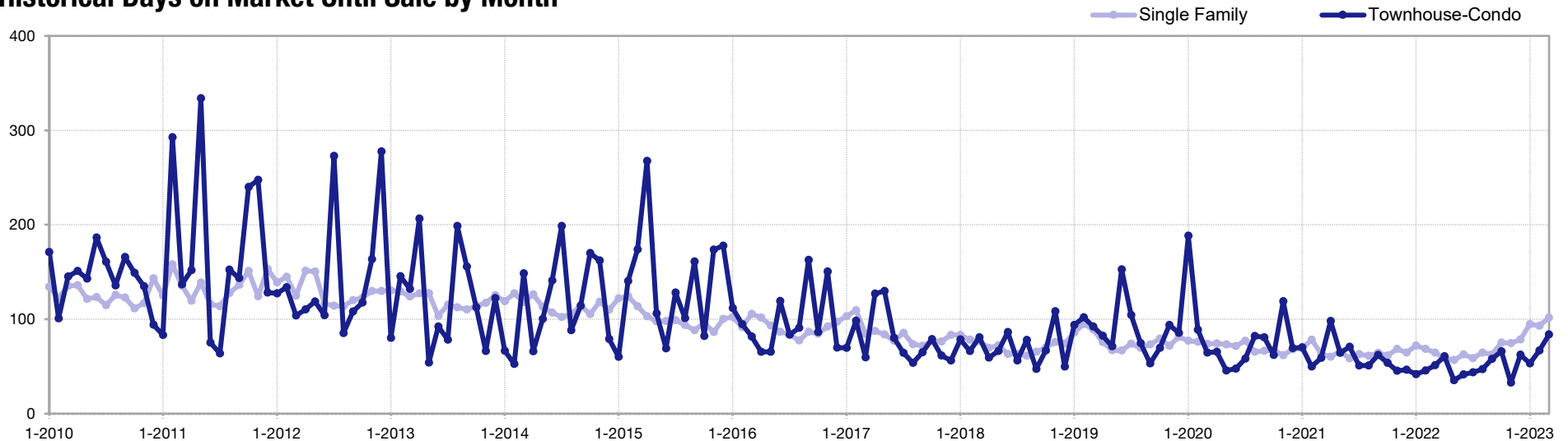


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2022	59	-1.7%	61	-37.8%
May-2022	57	-13.6%	35	-45.3%
Jun-2022	63	+8.6%	41	-42.3%
Jul-2022	59	-6.3%	44	-13.7%
Aug-2022	65	+6.6%	47	-7.8%
Sep-2022	63	-1.6%	58	-6.5%
Oct-2022	75	+21.0%	66	+22.2%
Nov-2022	75	+8.7%	33	-28.3%
Dec-2022	79	+21.5%	62	+34.8%
Jan-2023	95	+31.9%	53	+26.2%
Feb-2023	93	+34.8%	67	+45.7%
<b>Mar-2023</b>	<b>102</b>	<b>+56.9%</b>	<b>84</b>	<b>+64.7%</b>

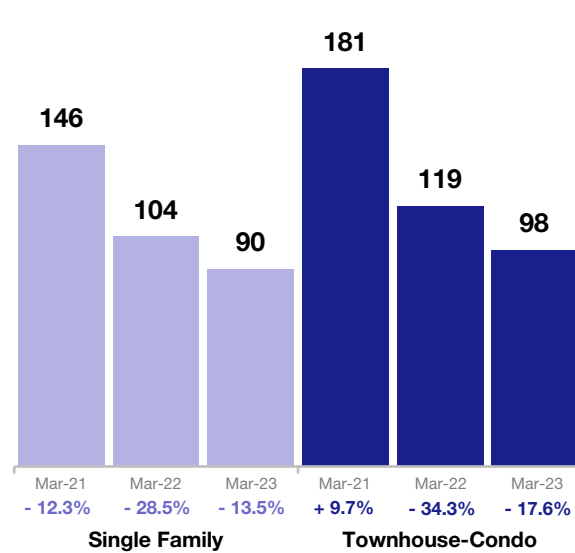
## Historical Days on Market Until Sale by Month



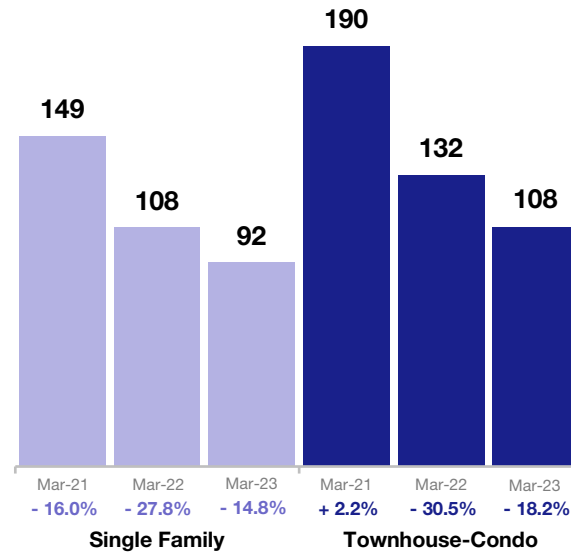
# Housing Affordability Index



## March

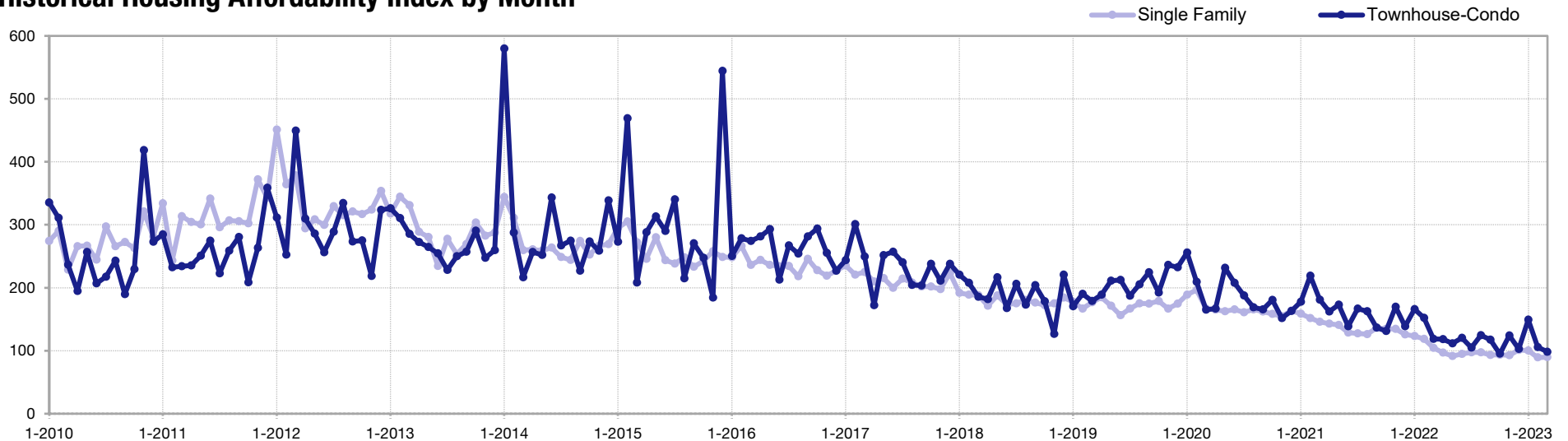


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2022	97	-32.2%	118	-27.2%
May-2022	92	-34.8%	112	-35.3%
Jun-2022	95	-26.4%	120	-13.7%
Jul-2022	97	-24.2%	105	-37.1%
Aug-2022	97	-23.0%	125	-22.8%
Sep-2022	93	-31.6%	117	-14.0%
Oct-2022	94	-30.4%	95	-27.5%
Nov-2022	93	-31.1%	124	-27.1%
Dec-2022	101	-19.8%	103	-25.9%
Jan-2023	100	-18.7%	149	-10.2%
Feb-2023	89	-25.2%	106	-30.3%
Mar-2023	90	-13.5%	98	-17.6%

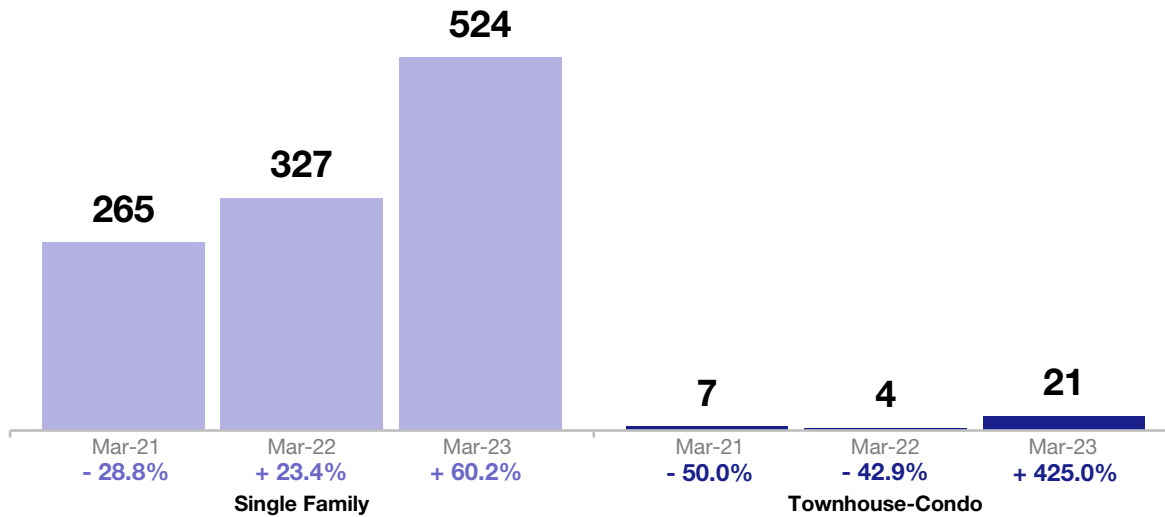
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

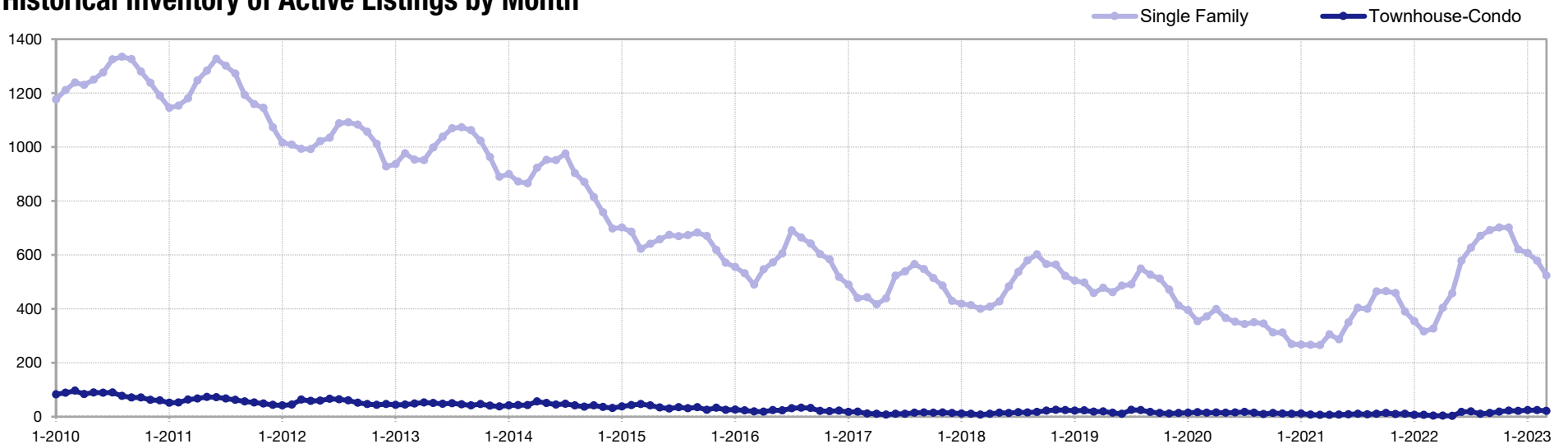


March



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2022	404	+32.5%	4	-42.9%
May-2022	457	+59.2%	3	-62.5%
Jun-2022	578	+65.6%	17	+88.9%
Jul-2022	626	+55.0%	19	+72.7%
Aug-2022	670	+67.5%	11	+22.2%
Sep-2022	692	+49.1%	13	+18.2%
Oct-2022	701	+50.8%	18	+38.5%
Nov-2022	701	+53.1%	22	+120.0%
Dec-2022	620	+59.0%	21	+90.9%
Jan-2023	607	+71.5%	24	+242.9%
Feb-2023	578	+82.9%	24	+242.9%
<b>Mar-2023</b>	<b>524</b>	<b>+60.2%</b>	<b>21</b>	<b>+425.0%</b>

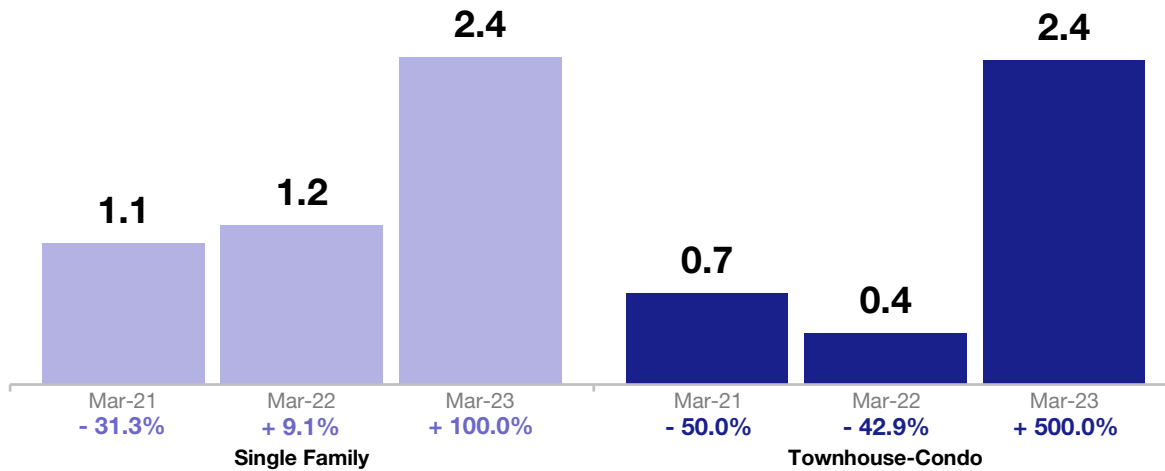
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

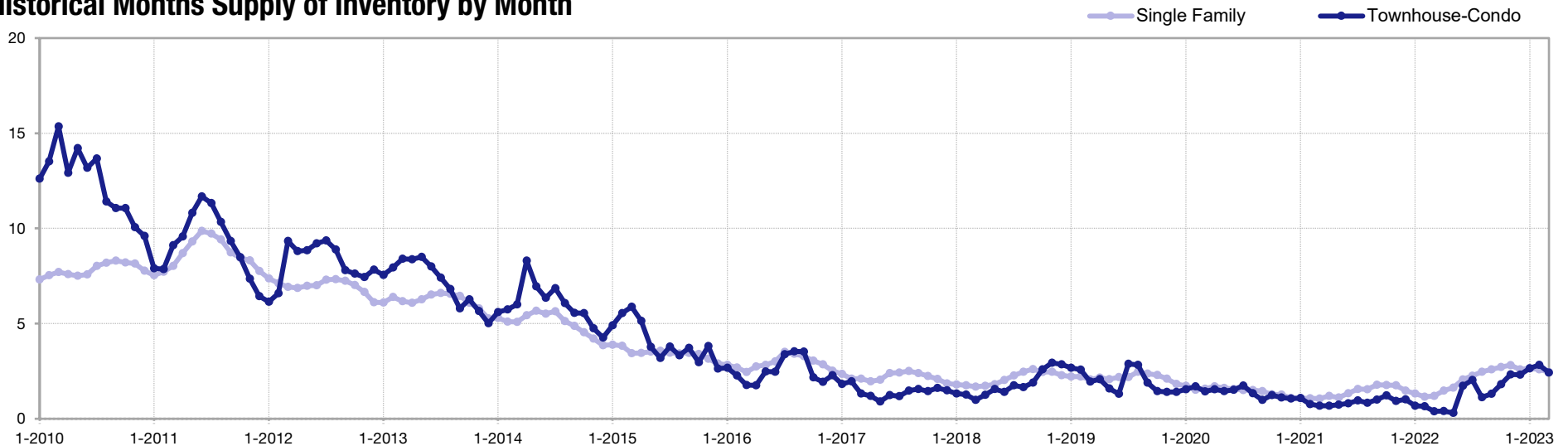


March



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2022	1.5	+25.0%	0.4	-42.9%
May-2022	1.6	+45.5%	0.3	-57.1%
Jun-2022	2.1	+61.5%	1.7	+112.5%
Jul-2022	2.3	+43.8%	2.0	+100.0%
Aug-2022	2.5	+66.7%	1.1	+37.5%
Sep-2022	2.6	+44.4%	1.3	+30.0%
Oct-2022	2.7	+50.0%	1.8	+50.0%
Nov-2022	2.8	+64.7%	2.3	+155.6%
Dec-2022	2.6	+73.3%	2.3	+130.0%
Jan-2023	2.6	+100.0%	2.6	+271.4%
Feb-2023	2.6	+116.7%	2.8	+300.0%
<b>Mar-2023</b>	<b>2.4</b>	<b>+100.0%</b>	<b>2.4</b>	<b>+500.0%</b>

## Historical Months Supply of Inventory by Month



# Total Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



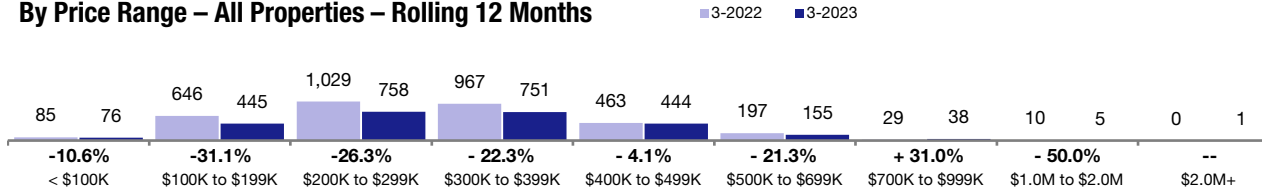
Key Metrics	Historical Sparkbars	3-2022	3-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		350	315	- 10.0%	938	829	- 11.6%
Pending Sales		296	281	- 5.1%	863	653	- 24.3%
Sold Listings		296	181	- 38.9%	797	492	- 38.3%
Median Sales Price		\$315,000	\$320,000	+ 1.6%	\$300,000	\$314,900	+ 5.0%
Avg. Sales Price		\$324,923	\$335,286	+ 3.2%	\$317,565	\$320,669	+ 1.0%
Pct. of List Price Received		99.7%	97.9%	- 1.8%	99.6%	97.9%	- 1.7%
Days on Market		64	101	+ 57.8%	68	96	+ 41.2%
Affordability Index		105	91	- 13.3%	110	92	- 16.4%
Active Listings		331	545	+ 64.7%	--	--	--
Months Supply		1.2	2.4	+ 100.0%	--	--	--

# Sold Listings

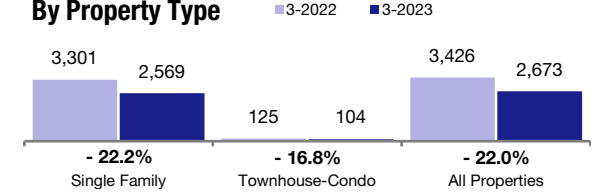
Actual sales that have closed in a given month.



## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	3-2022	3-2023	Change	3-2022	3-2023	Change
\$99,999 and Below	84	76	- 9.5%	1	0	- 100.0%
\$100,000 to \$199,999	615	423	- 31.2%	31	22	- 29.0%
\$200,000 to \$299,999	965	705	- 26.9%	64	53	- 17.2%
\$300,000 to \$399,999	943	729	- 22.7%	24	22	- 8.3%
\$400,000 to \$499,999	461	439	- 4.8%	2	5	+ 150.0%
\$500,000 to \$699,999	196	153	- 21.9%	1	2	+ 100.0%
\$700,000 to \$999,999	27	38	+ 40.7%	2	0	- 100.0%
\$1,000,000 to \$1,999,999	10	5	- 50.0%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
<b>All Price Ranges</b>	<b>3,301</b>	<b>2,569</b>	<b>- 22.2%</b>	<b>125</b>	<b>104</b>	<b>- 16.8%</b>

### Compared to Prior Month

	Single Family			Townhouse-Condo		
	2-2023	3-2023	Change	2-2023	3-2023	Change
	3	3	0.0%	0	0	--
	26	19	- 26.9%	1	1	0.0%
	48	52	+ 8.3%	2	4	+ 100.0%
	56	54	- 3.6%	2	2	0.0%
	26	34	+ 30.8%	0	1	--
	13	7	- 46.2%	0	0	--
	2	2	0.0%	0	0	--
	0	2	--	0	0	--
	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>174</b>	<b>173</b>	<b>- 0.6%</b>	<b>5</b>	<b>8</b>	<b>+ 60.0%</b>

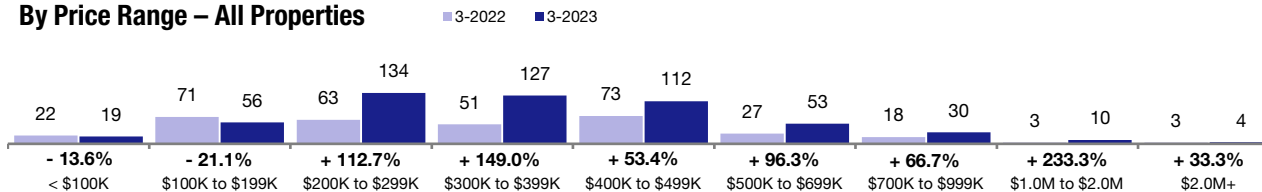
### Year to Date

	Single Family			Townhouse-Condo		
	3-2022	3-2023	Change	3-2022	3-2023	Change
	23	11	- 52.2%	1	0	- 100.0%
	129	71	- 45.0%	6	5	- 16.7%
	216	137	- 36.6%	11	7	- 36.4%
	211	144	- 31.8%	3	5	+ 66.7%
	132	76	- 42.4%	1	1	0.0%
	49	28	- 42.9%	1	0	- 100.0%
	10	5	- 50.0%	0	0	--
	4	2	- 50.0%	0	0	--
	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>774</b>	<b>474</b>	<b>- 38.8%</b>	<b>23</b>	<b>18</b>	<b>- 21.7%</b>

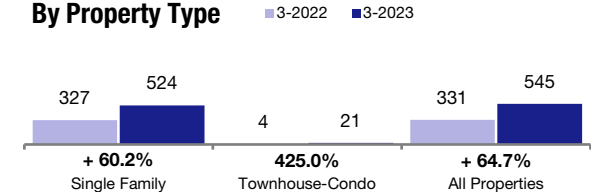
# Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

## By Price Range – All Properties



## By Property Type



### Year over Year

By Price Range	Single Family			Townhouse-Condo		
	3-2022	3-2023	Change	3-2022	3-2023	Change
\$99,999 and Below	22	19	- 13.6%	0	0	--
\$100,000 to \$199,999	71	56	- 21.1%	0	0	--
\$200,000 to \$299,999	62	125	+ 101.6%	1	9	+ 800.0%
\$300,000 to \$399,999	50	119	+ 138.0%	1	8	+ 700.0%
\$400,000 to \$499,999	71	108	+ 52.1%	2	4	+ 100.0%
\$500,000 to \$699,999	27	53	+ 96.3%	0	0	--
\$700,000 to \$999,999	18	30	+ 66.7%	0	0	--
\$1,000,000 to \$1,999,999	3	10	+ 233.3%	0	0	--
\$2,000,000 and Above	3	4	+ 33.3%	0	0	--
<b>All Price Ranges</b>	<b>327</b>	<b>524</b>	<b>+ 60.2%</b>	<b>4</b>	<b>21</b>	<b>+ 425.0%</b>

### Compared to Prior Month

	Single Family			Townhouse-Condo		
	2-2023	3-2023	Change	2-2023	3-2023	Change
	20	19	- 5.0%	0	0	--
	72	56	- 22.2%	0	0	--
	138	125	- 9.4%	8	9	+ 12.5%
	136	119	- 12.5%	11	8	- 27.3%
	119	108	- 9.2%	4	4	0.0%
	48	53	+ 10.4%	1	0	- 100.0%
	31	30	- 3.2%	0	0	--
	10	10	0.0%	0	0	--
	4	4	0.0%	0	0	--
<b>All Price Ranges</b>	<b>578</b>	<b>524</b>	<b>- 9.3%</b>	<b>24</b>	<b>21</b>	<b>- 12.5%</b>

### Year to Date

Single Family	Townhouse-Condo
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There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.



# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	A count of all the listings that went into pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
<b>Inventory of Active Listings</b>	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
<b>Months Supply of Inventory</b>	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.