

Local Market Update for August 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

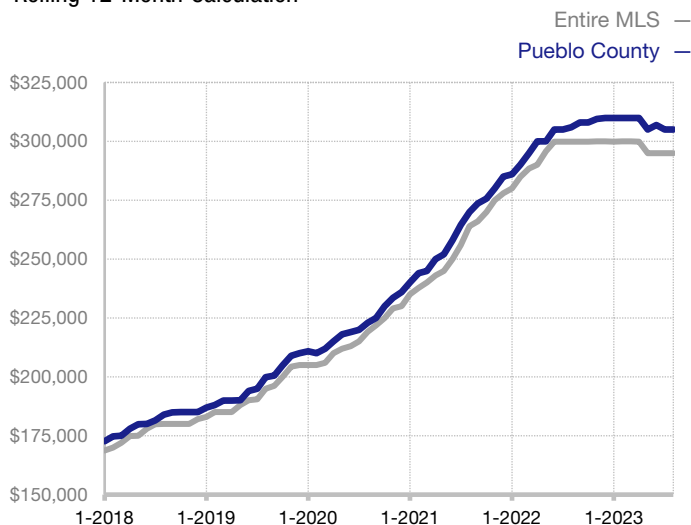
Single Family	August			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	339	323	- 4.7%	2,819	2,339	- 17.0%
Sold Listings	246	200	- 18.7%	2,100	1,555	- 26.0%
Median Sales Price*	\$320,000	\$322,500	+ 0.8%	\$315,000	\$315,000	0.0%
Average Sales Price*	\$321,347	\$345,159	+ 7.4%	\$324,787	\$320,946	- 1.2%
Percent of List Price Received*	98.4%	98.6%	+ 0.2%	99.8%	98.5%	- 1.3%
Days on Market Until Sale	64	73	+ 14.1%	63	85	+ 34.9%
Inventory of Homes for Sale	650	636	- 2.2%	--	--	--
Months Supply of Inventory	2.4	3.4	+ 41.7%	--	--	--

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

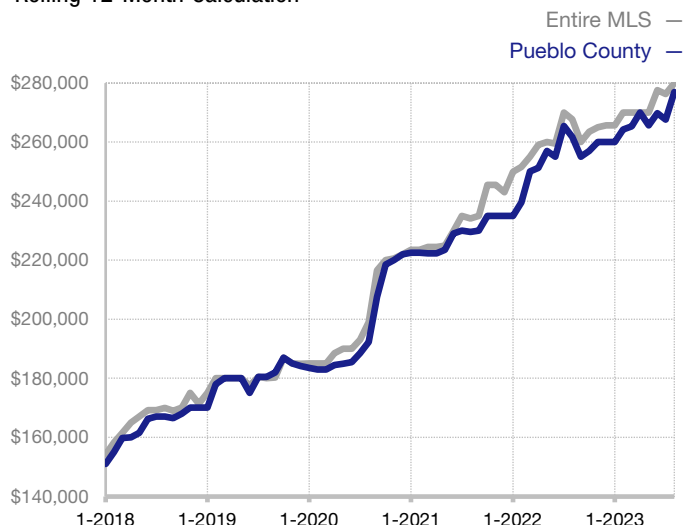
Townhouse/Condo	August			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	5	18	+ 260.0%	93	95	+ 2.2%
Sold Listings	16	8	- 50.0%	76	59	- 22.4%
Median Sales Price*	\$250,000	\$300,000	+ 20.0%	\$260,000	\$290,000	+ 11.5%
Average Sales Price*	\$255,425	\$268,919	+ 5.3%	\$272,441	\$285,309	+ 4.7%
Percent of List Price Received*	99.1%	99.2%	+ 0.1%	100.1%	98.8%	- 1.3%
Days on Market Until Sale	46	62	+ 34.8%	46	70	+ 52.2%
Inventory of Homes for Sale	12	28	+ 133.3%	--	--	--
Months Supply of Inventory	1.2	3.7	+ 208.3%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



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Fowler

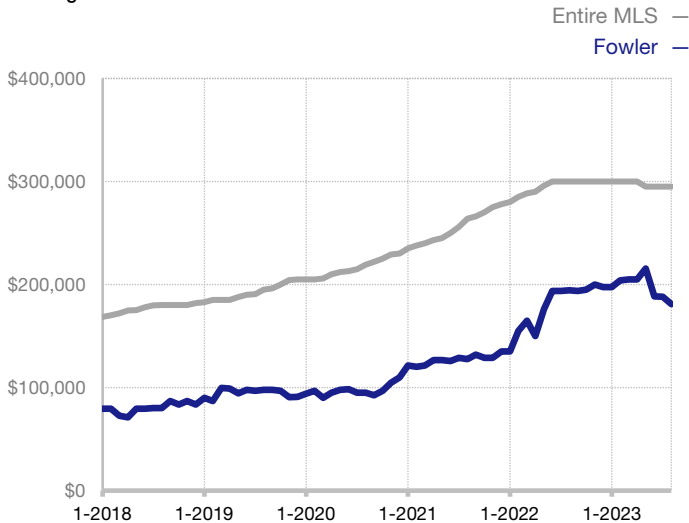
Single Family	August			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	3	3	0.0%	28	22	- 21.4%
Sold Listings	8	2	- 75.0%	27	13	- 51.9%
Median Sales Price*	\$250,850	\$212,154	- 15.4%	\$203,000	\$182,000	- 10.3%
Average Sales Price*	\$237,150	\$212,154	- 10.5%	\$219,837	\$192,985	- 12.2%
Percent of List Price Received*	97.6%	94.7%	- 3.0%	98.6%	94.0%	- 4.7%
Days on Market Until Sale	70	146	+ 108.6%	99	150	+ 51.5%
Inventory of Homes for Sale	7	10	+ 42.9%	--	--	--
Months Supply of Inventory	2.3	5.0	+ 117.4%	--	--	--

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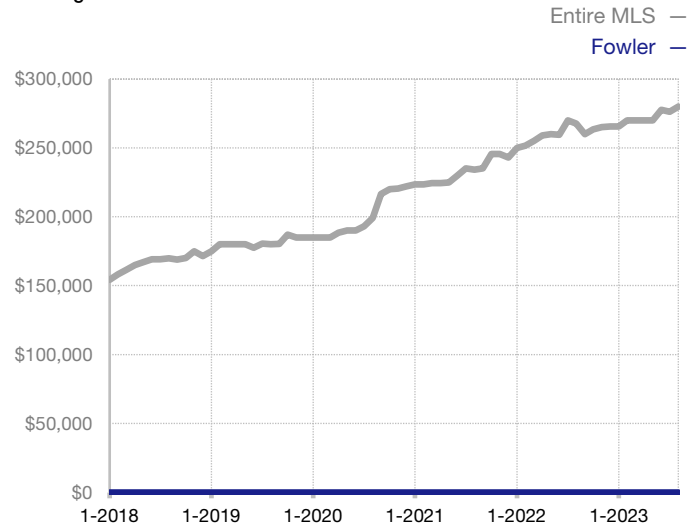
Townhouse/Condo	August			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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Huerfano County

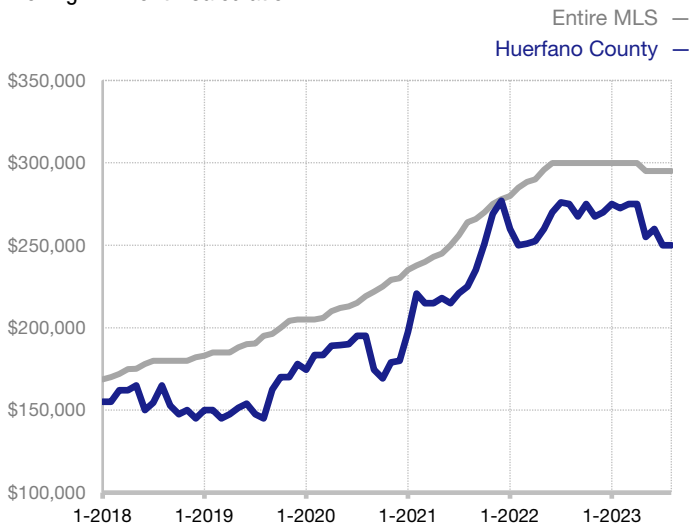
Single Family	August			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	21	11	- 47.6%	105	102	- 2.9%
Sold Listings	5	9	+ 80.0%	67	48	- 28.4%
Median Sales Price*	\$175,000	\$285,000	+ 62.9%	\$275,000	\$250,000	- 9.1%
Average Sales Price*	\$225,600	\$296,556	+ 31.5%	\$327,012	\$344,849	+ 5.5%
Percent of List Price Received*	95.5%	97.5%	+ 2.1%	96.2%	94.7%	- 1.6%
Days on Market Until Sale	125	123	- 1.6%	118	150	+ 27.1%
Inventory of Homes for Sale	60	63	+ 5.0%	--	--	--
Months Supply of Inventory	5.8	10.8	+ 86.2%	--	--	--

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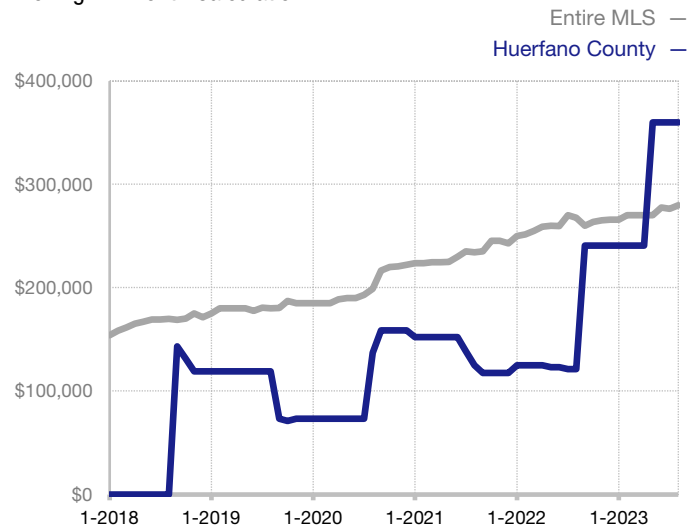
Townhouse/Condo	August			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	0	0	--	2	2	0.0%
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$121,050	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$121,050	\$0	- 100.0%
Percent of List Price Received*	0.0%	0.0%	--	100.9%	0.0%	- 100.0%
Days on Market Until Sale	0	0	--	34	0	- 100.0%
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



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La Junta

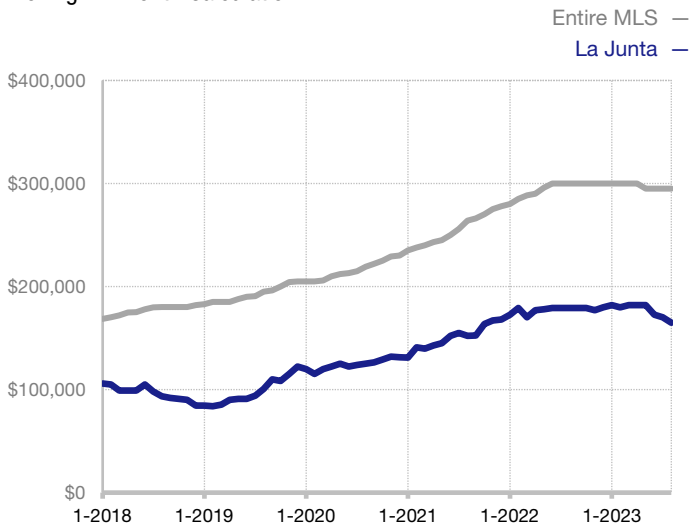
Single Family	August			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	13	12	- 7.7%	84	104	+ 23.8%
Sold Listings	12	6	- 50.0%	67	53	- 20.9%
Median Sales Price*	\$177,500	\$188,000	+ 5.9%	\$176,800	\$163,000	- 7.8%
Average Sales Price*	\$175,542	\$197,333	+ 12.4%	\$207,696	\$175,625	- 15.4%
Percent of List Price Received*	95.9%	101.0%	+ 5.3%	94.8%	94.9%	+ 0.1%
Days on Market Until Sale	81	72	- 11.1%	85	87	+ 2.4%
Inventory of Homes for Sale	16	46	+ 187.5%	--	--	--
Months Supply of Inventory	1.8	7.0	+ 288.9%	--	--	--

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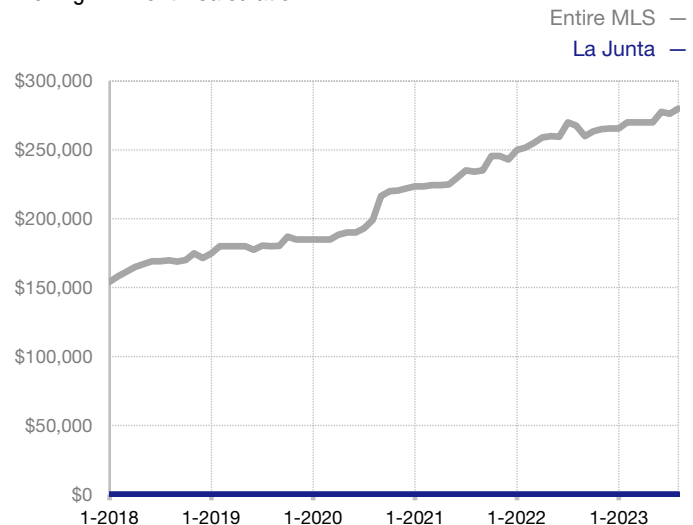
Townhouse/Condo	August			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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



Local Market Update for August 2023

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Lamar

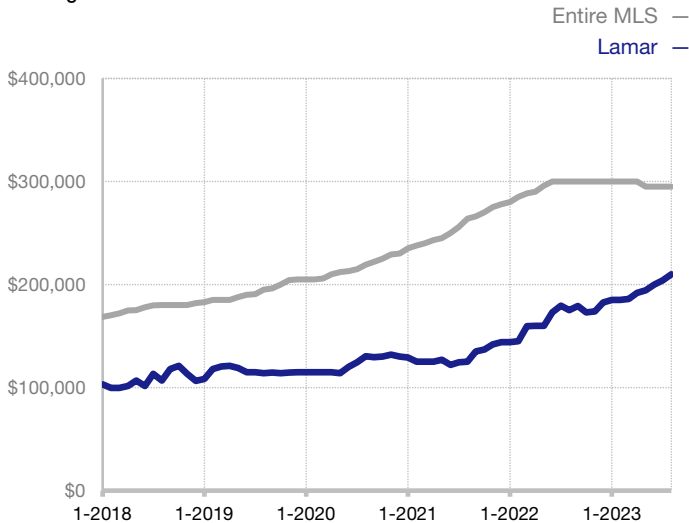
Single Family	August			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	8	11	+ 37.5%	70	61	- 12.9%
Sold Listings	4	8	+ 100.0%	44	49	+ 11.4%
Median Sales Price*	\$91,950	\$255,000	+ 177.3%	\$174,000	\$215,000	+ 23.6%
Average Sales Price*	\$85,975	\$235,625	+ 174.1%	\$193,686	\$244,092	+ 26.0%
Percent of List Price Received*	91.9%	91.2%	- 0.8%	96.2%	94.6%	- 1.7%
Days on Market Until Sale	44	66	+ 50.0%	65	95	+ 46.2%
Inventory of Homes for Sale	18	21	+ 16.7%	--	--	--
Months Supply of Inventory	2.9	3.7	+ 27.6%	--	--	--

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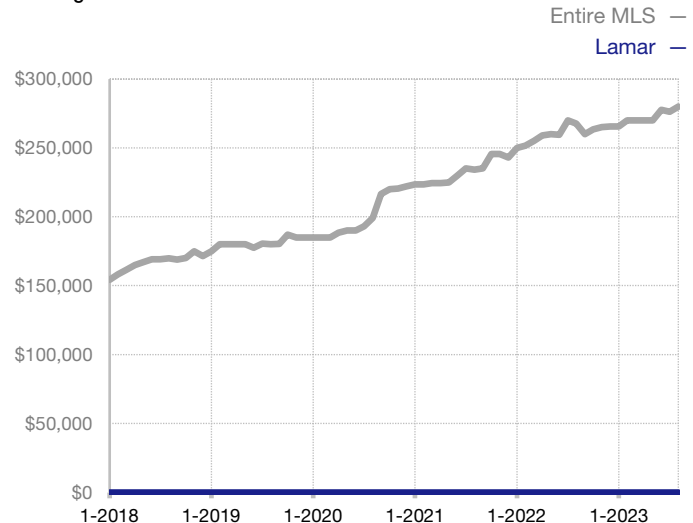
Townhouse/Condo	August			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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
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Las Animas

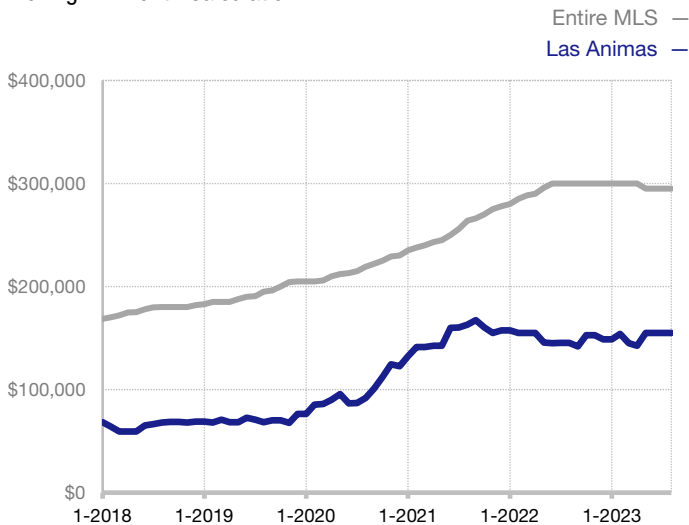
Single Family	August			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	7	8	+ 14.3%	35	31	- 11.4%
Sold Listings	3	1	- 66.7%	20	19	- 5.0%
Median Sales Price*	\$64,000	\$285,500	+ 346.1%	\$139,000	\$145,000	+ 4.3%
Average Sales Price*	\$127,667	\$285,500	+ 123.6%	\$150,700	\$172,442	+ 14.4%
Percent of List Price Received*	87.0%	95.5%	+ 9.8%	93.4%	92.8%	- 0.6%
Days on Market Until Sale	33	99	+ 200.0%	111	124	+ 11.7%
Inventory of Homes for Sale	8	12	+ 50.0%	--	--	--
Months Supply of Inventory	2.5	3.6	+ 44.0%	--	--	--

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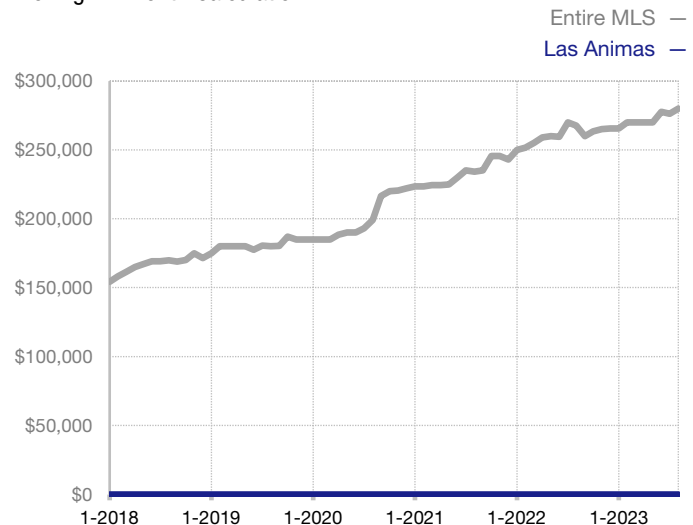
Townhouse/Condo	August			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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Manzanola

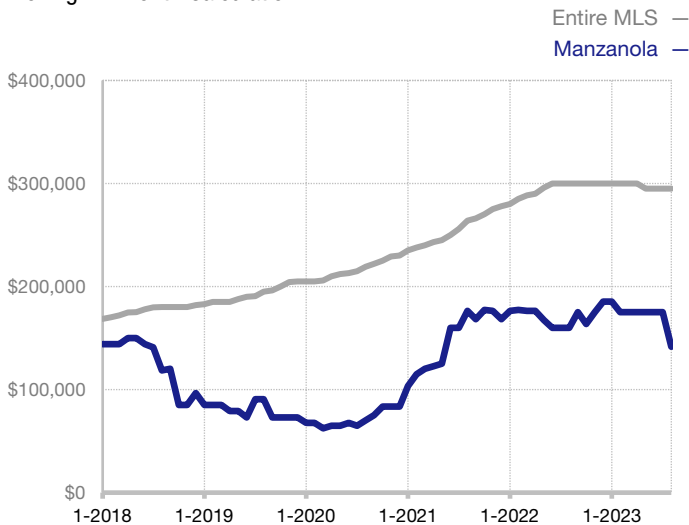
Single Family	August			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	1	1	0.0%	8	12	+ 50.0%
Sold Listings	0	1	--	5	5	0.0%
Median Sales Price*	\$0	\$108,000	--	\$175,000	\$55,000	- 68.6%
Average Sales Price*	\$0	\$108,000	--	\$208,000	\$93,700	- 55.0%
Percent of List Price Received*	0.0%	96.4%	--	89.3%	83.8%	- 6.2%
Days on Market Until Sale	0	140	--	80	70	- 12.5%
Inventory of Homes for Sale	3	3	0.0%	--	--	--
Months Supply of Inventory	2.1	1.9	- 9.5%	--	--	--

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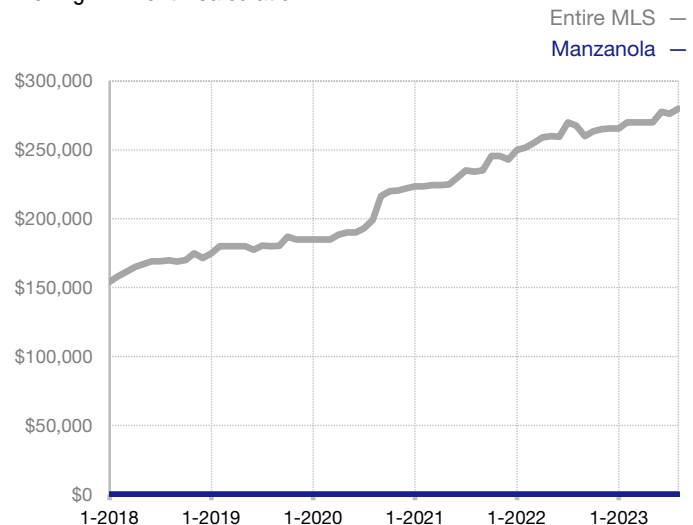
Townhouse/Condo	August			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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
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Rocky Ford

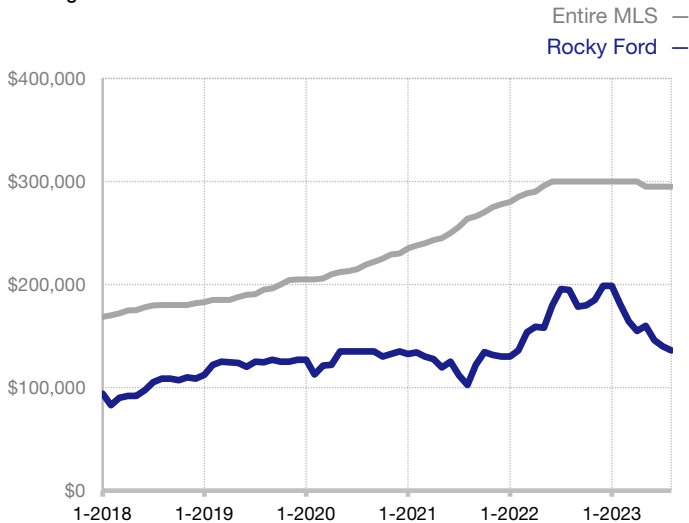
Single Family	August			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	5	3	- 40.0%	46	51	+ 10.9%
Sold Listings	4	5	+ 25.0%	34	33	- 2.9%
Median Sales Price*	\$202,250	\$112,000	- 44.6%	\$211,750	\$135,000	- 36.2%
Average Sales Price*	\$211,125	\$126,200	- 40.2%	\$228,162	\$129,418	- 43.3%
Percent of List Price Received*	98.9%	95.2%	- 3.7%	97.3%	91.6%	- 5.9%
Days on Market Until Sale	83	65	- 21.7%	70	88	+ 25.7%
Inventory of Homes for Sale	14	23	+ 64.3%	--	--	--
Months Supply of Inventory	3.0	5.9	+ 96.7%	--	--	--

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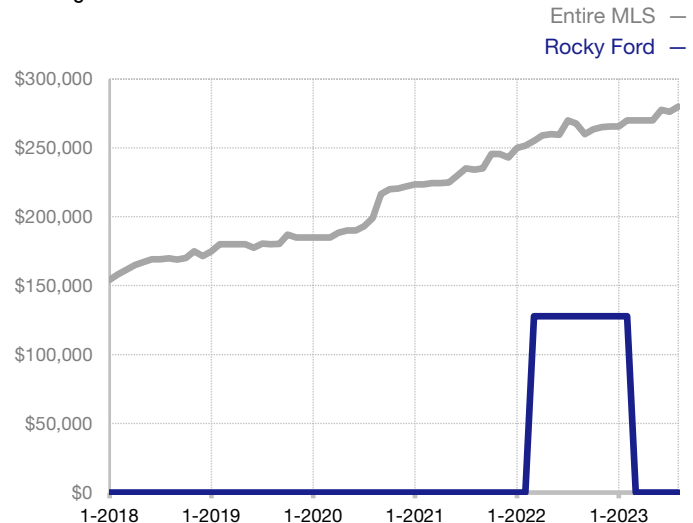
Townhouse/Condo	August			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$128,000	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$128,000	\$0	- 100.0%
Percent of List Price Received*	0.0%	0.0%	--	102.4%	0.0%	- 100.0%
Days on Market Until Sale	0	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



August 2023

Percent changes calculated using year-over-year comparisons.

New Listings were down 9.0 percent for single family homes but increased 200.0 percent for townhouse-condo properties. Pending Sales decreased 14.1 percent for single family homes and 25.0 percent for townhouse-condo properties.

The Median Sales Price remained flat for single family homes at \$320,000 but increased 20.0 percent to \$300,000 for townhouse-condo properties. Days on Market increased 13.8 percent for single family homes and 34.8 percent for townhouse-condo properties.

Falling home sales have done little to cool home prices, however, which have continued to sit at record high levels nationally thanks to a limited supply of homes for sale. According to NAR, there were 1.11 million homes for sale heading into August, 14.6% fewer homes than the same period last year, for a 3.3 months' supply at the current sales pace. The shortage of homes for sale has boosted competition for available properties and is driving sales prices higher, with NAR reporting a national median existing-home price of \$406,700, a 1.9% increase from a year earlier.

Activity Snapshot

- 19.9%	+ 4.6%	- 0.9%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties

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

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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	8-2022	8-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		354	322	- 9.0%	2,891	2,395	- 17.2%
Pending Sales		213	183	- 14.1%	2,111	1,683	- 20.3%
Sold Listings		250	205	- 18.0%	2,130	1,586	- 25.5%
Median Sales Price		\$320,000	\$320,000	0.0%	\$316,750	\$313,000	- 1.2%
Avg. Sales Price		\$318,443	\$346,619	+ 8.8%	\$324,200	\$320,718	- 1.1%
Pct. of List Price Received		98.4%	98.6%	+ 0.2%	99.8%	98.5%	- 1.3%
Days on Market		65	74	+ 13.8%	63	85	+ 34.9%
Affordability Index		97	84	- 13.4%	98	86	- 12.2%
Active Listings		683	660	- 3.4%	--	--	--
Months Supply		2.5	3.4	+ 36.0%	--	--	--

Townhouse-Condo Market Overview

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

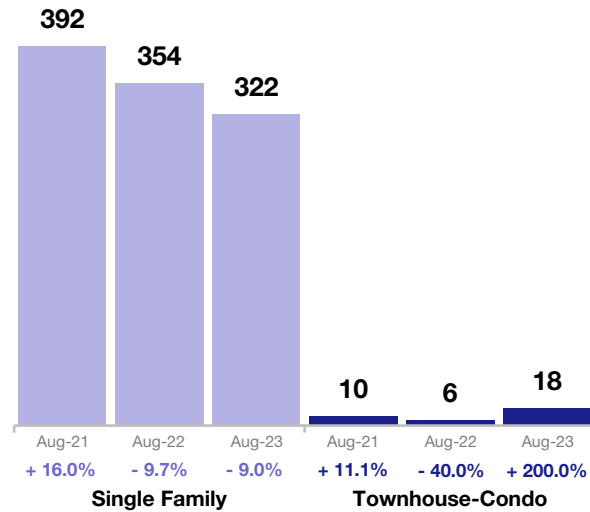


Key Metrics	Historical Sparkbars	8-2022	8-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		6	18	+ 200.0%	97	97	0.0%
Pending Sales		12	9	- 25.0%	88	61	- 30.7%
Sold Listings		16	8	- 50.0%	79	59	- 25.3%
Median Sales Price		\$250,000	\$300,000	+ 20.0%	\$260,000	\$290,000	+ 11.5%
Avg. Sales Price		\$255,425	\$268,919	+ 5.3%	\$270,463	\$285,309	+ 5.5%
Pct. of List Price Received		99.1%	99.2%	+ 0.1%	100.1%	98.8%	- 1.3%
Days on Market		46	62	+ 34.8%	46	70	+ 52.2%
Affordability Index		125	90	- 28.0%	120	93	- 22.5%
Active Listings		12	29	+ 141.7%	--	--	--
Months Supply		1.2	3.8	+ 216.7%	--	--	--

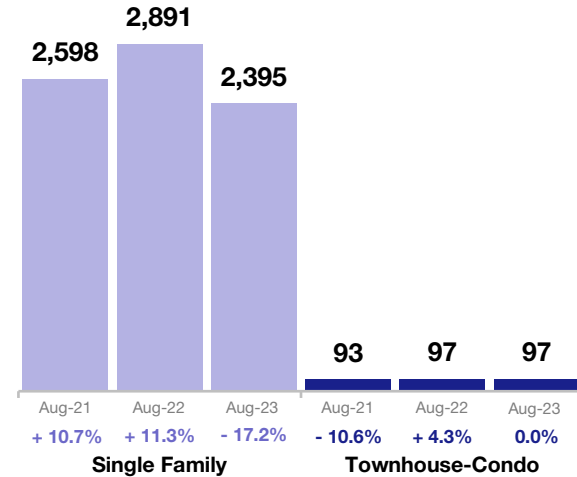
New Listings



August

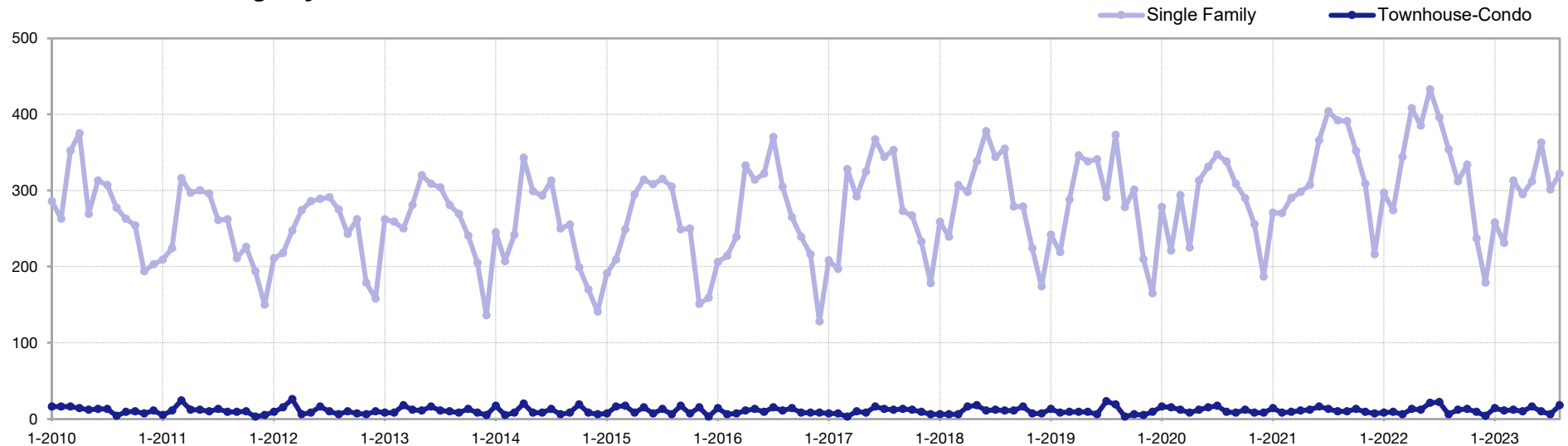


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2022	312	-20.2%	12	+20.0%
Oct-2022	334	-5.1%	13	0.0%
Nov-2022	237	-23.3%	9	0.0%
Dec-2022	179	-17.1%	4	-42.9%
Jan-2023	258	-13.1%	14	+75.0%
Feb-2023	231	-15.7%	11	+22.2%
Mar-2023	313	-9.0%	12	+100.0%
Apr-2023	295	-27.7%	10	-23.1%
May-2023	312	-19.0%	16	+33.3%
Jun-2023	363	-16.2%	10	-52.4%
Jul-2023	301	-24.0%	6	-72.7%
Aug-2023	322	-9.0%	18	+200.0%

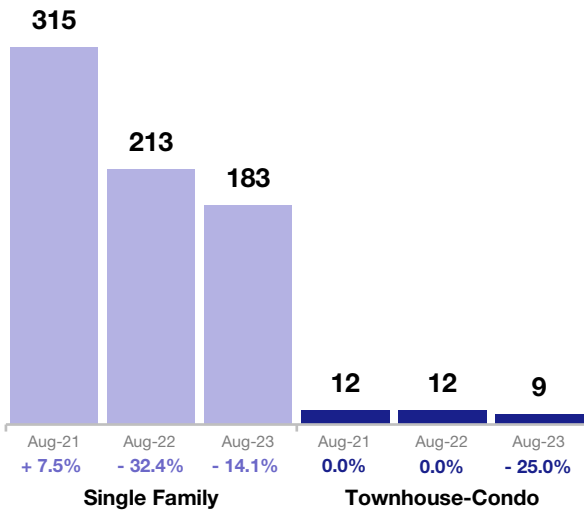
Historical New Listings by Month



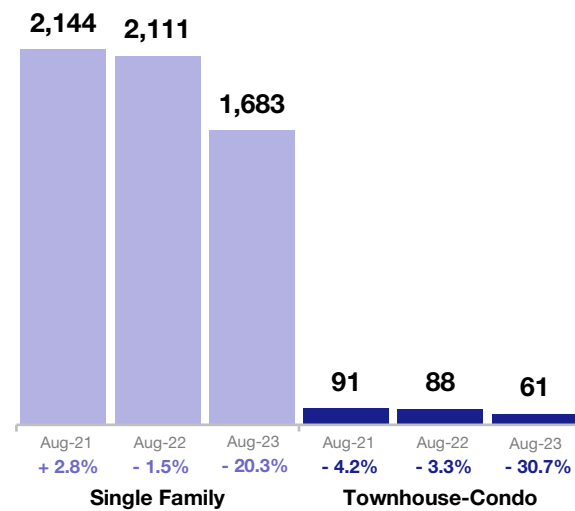
Pending Sales



August

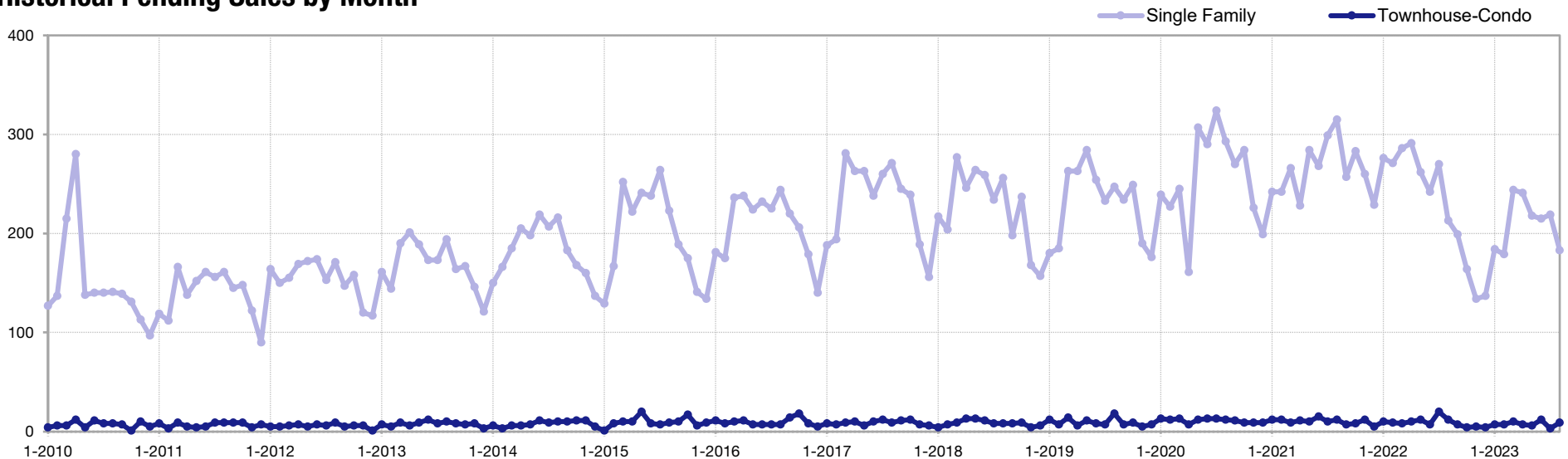


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2022	199	-22.6%	7	0.0%
Oct-2022	164	-42.0%	4	-50.0%
Nov-2022	134	-48.5%	5	-58.3%
Dec-2022	137	-40.2%	4	-20.0%
Jan-2023	184	-33.3%	7	-30.0%
Feb-2023	179	-33.9%	7	-22.2%
Mar-2023	244	-14.7%	10	+25.0%
Apr-2023	241	-17.2%	7	-30.0%
May-2023	218	-16.8%	6	-50.0%
Jun-2023	215	-11.2%	12	+71.4%
Jul-2023	219	-18.9%	3	-85.0%
Aug-2023	183	-14.1%	9	-25.0%

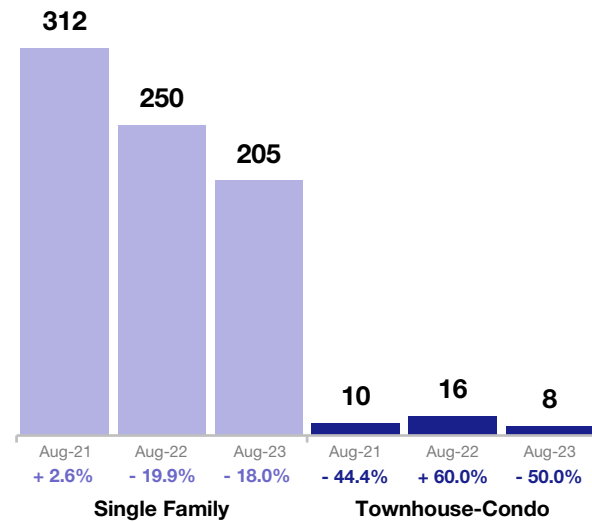
Historical Pending Sales by Month



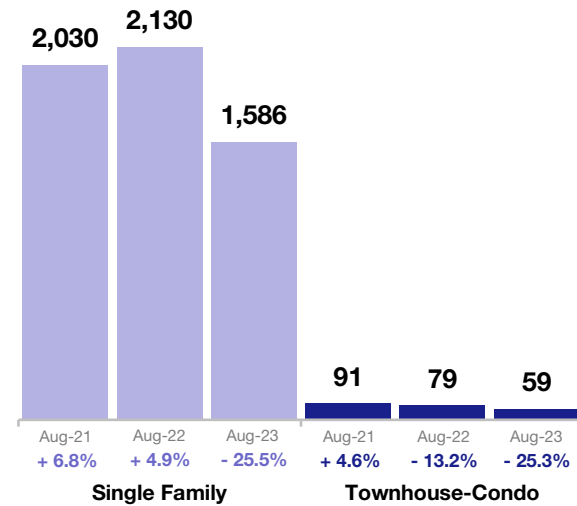
Sold Listings



August

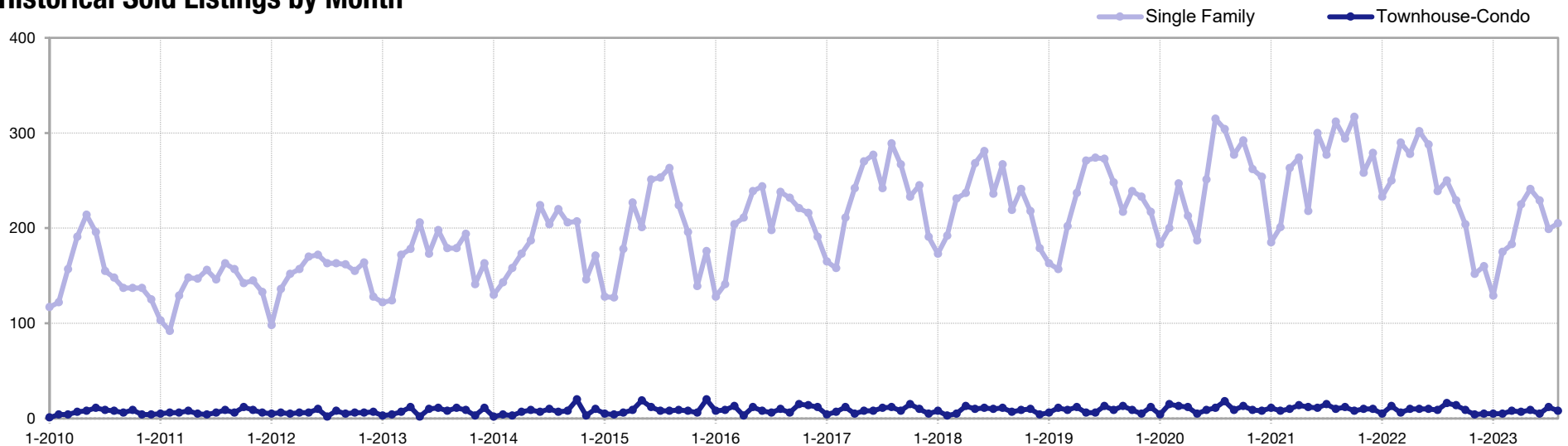


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2022	229	-22.1%	14	+16.7%
Oct-2022	204	-35.6%	9	+12.5%
Nov-2022	152	-41.1%	4	-60.0%
Dec-2022	160	-42.7%	5	-50.0%
Jan-2023	129	-44.6%	5	0.0%
Feb-2023	175	-30.0%	5	-61.5%
Mar-2023	183	-36.9%	8	+33.3%
Apr-2023	225	-19.1%	7	-30.0%
May-2023	241	-20.2%	9	-10.0%
Jun-2023	229	-20.5%	5	-50.0%
Jul-2023	199	-16.7%	12	+33.3%
Aug-2023	205	-18.0%	8	-50.0%

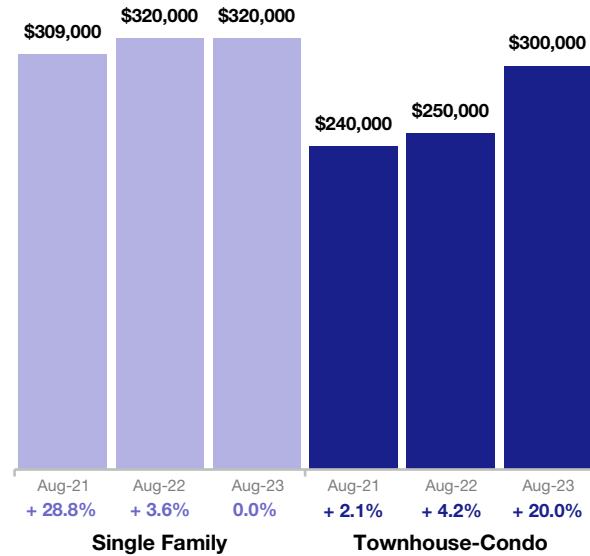
Historical Sold Listings by Month



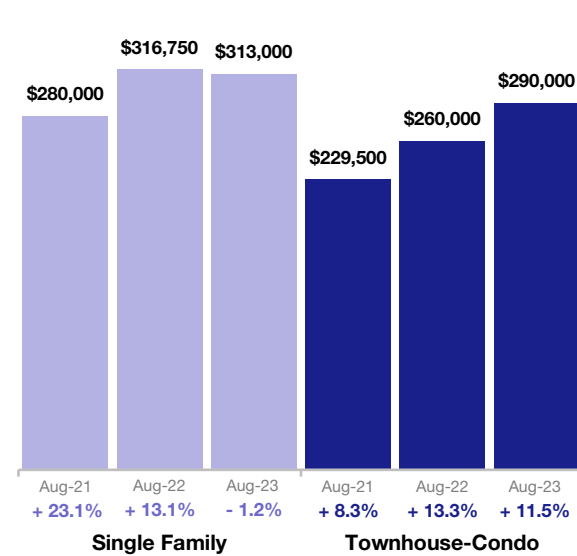
Median Sales Price



August

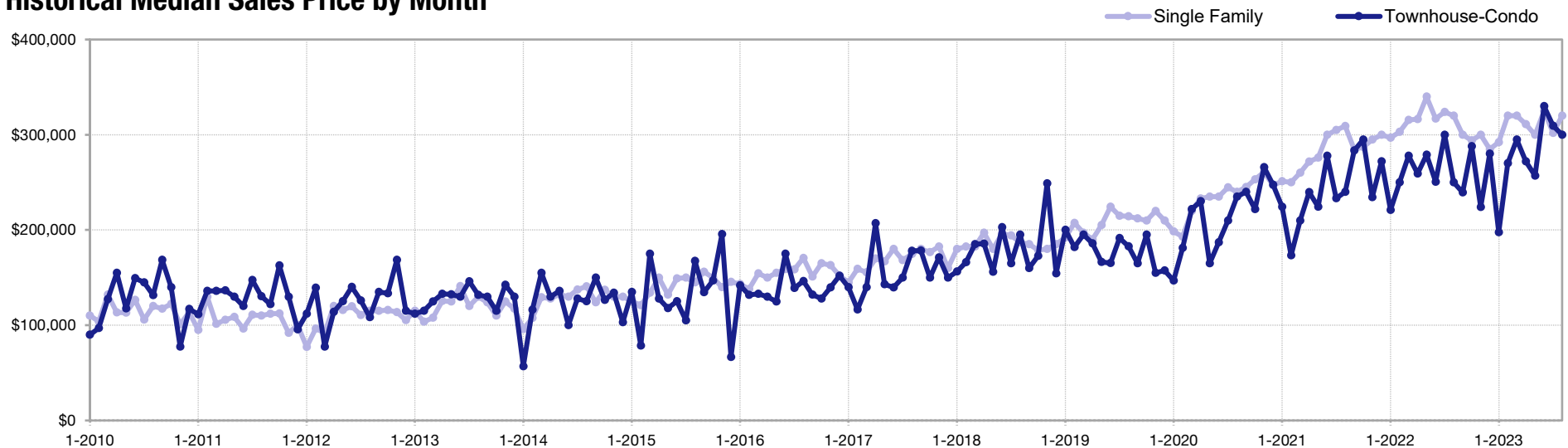


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2022	\$300,000	+5.5%	\$239,500	-15.5%
Oct-2022	\$294,036	+2.5%	\$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	\$291,993	-1.6%	\$197,500	-10.6%
Feb-2023	\$320,000	+5.6%	\$270,000	+8.0%
Mar-2023	\$320,000	+1.4%	\$294,995	+6.1%
Apr-2023	\$311,000	-1.7%	\$272,000	+4.9%
May-2023	\$300,000	-11.8%	\$257,000	-7.9%
Jun-2023	\$324,900	+2.5%	\$330,000	+31.7%
Jul-2023	\$302,000	-6.7%	\$309,275	+3.1%
Aug-2023	\$320,000	0.0%	\$300,000	+20.0%

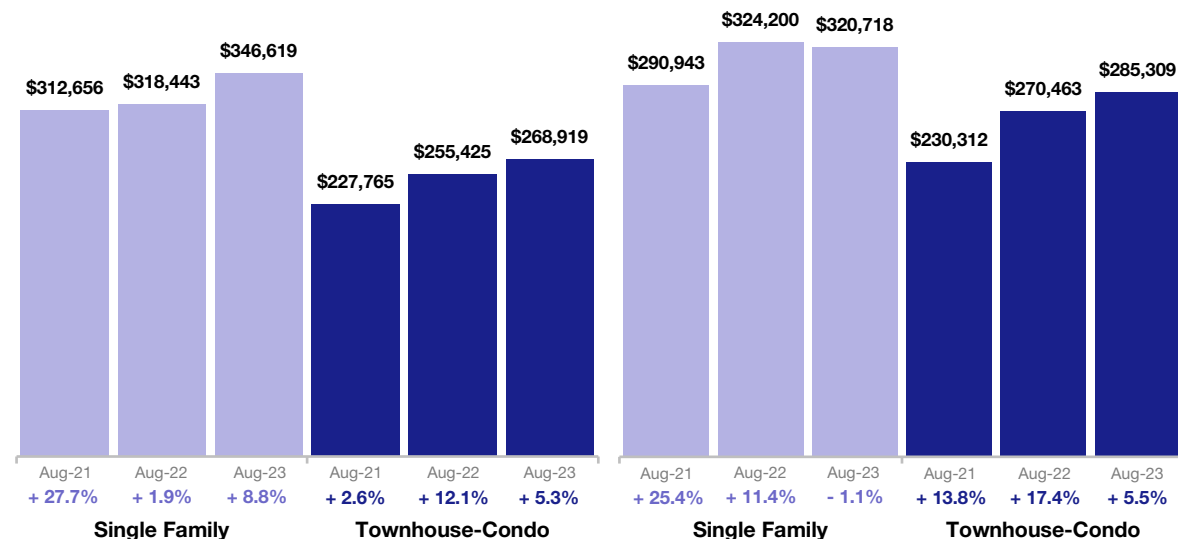
Historical Median Sales Price by Month



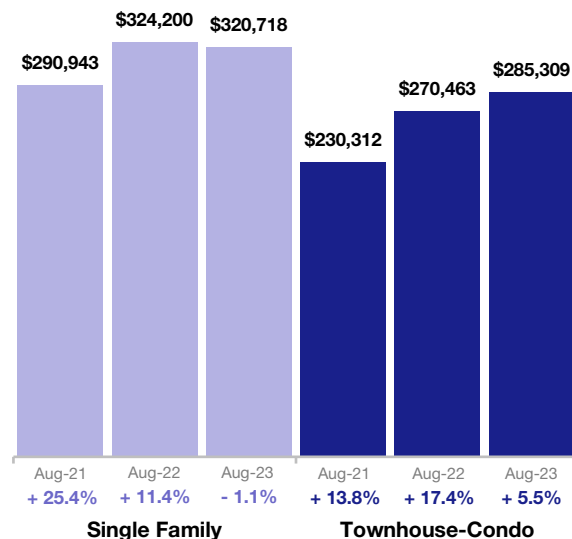
Average Sales Price



August

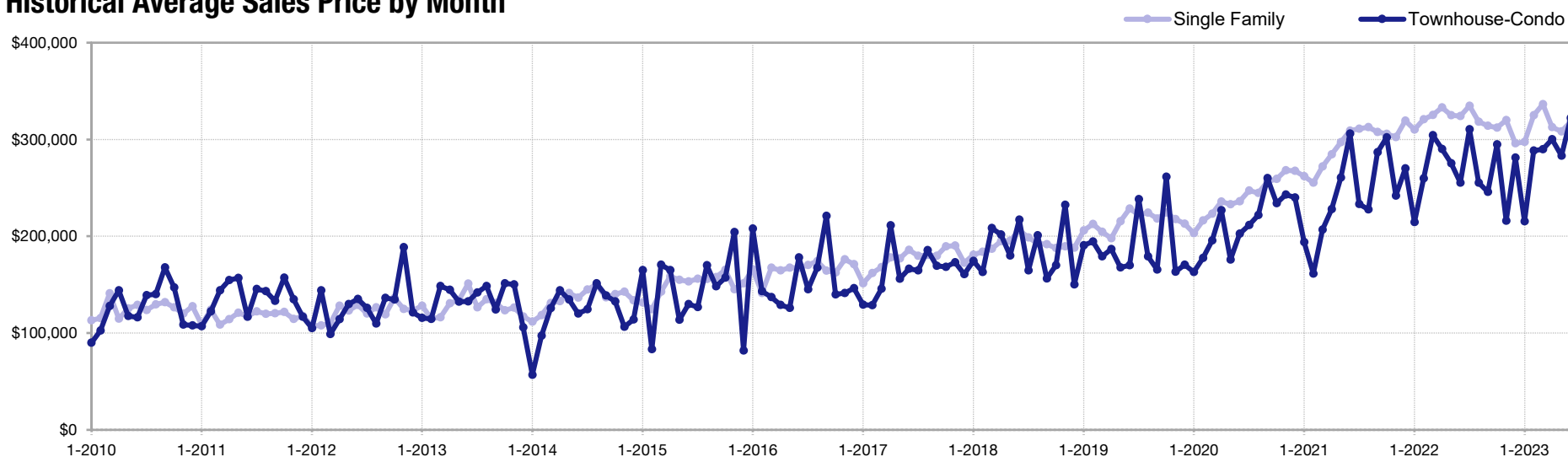


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2022	\$314,129	+2.1%	\$245,814	-14.3%
Oct-2022	\$312,218	+2.1%	\$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	\$297,413	-4.1%	\$215,500	+0.4%
Feb-2023	\$325,139	+1.4%	\$288,380	+11.0%
Mar-2023	\$336,426	+3.4%	\$289,924	-4.7%
Apr-2023	\$312,761	-6.1%	\$300,086	+3.4%
May-2023	\$308,188	-5.1%	\$283,172	+2.8%
Jun-2023	\$318,185	-1.9%	\$322,200	+26.2%
Jul-2023	\$317,975	-5.0%	\$298,579	-3.9%
Aug-2023	\$346,619	+8.8%	\$268,919	+5.3%

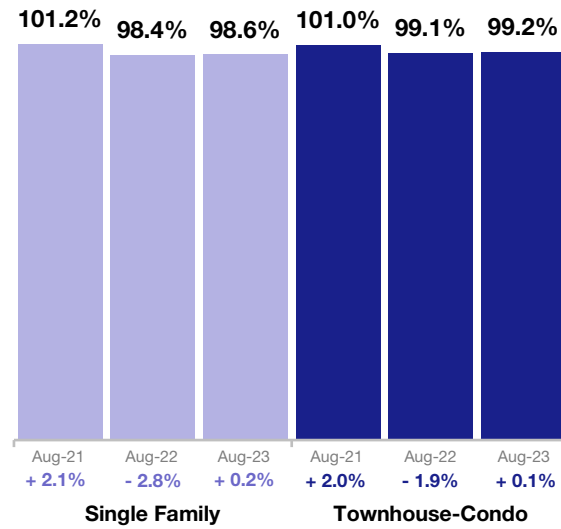
Historical Average Sales Price by Month



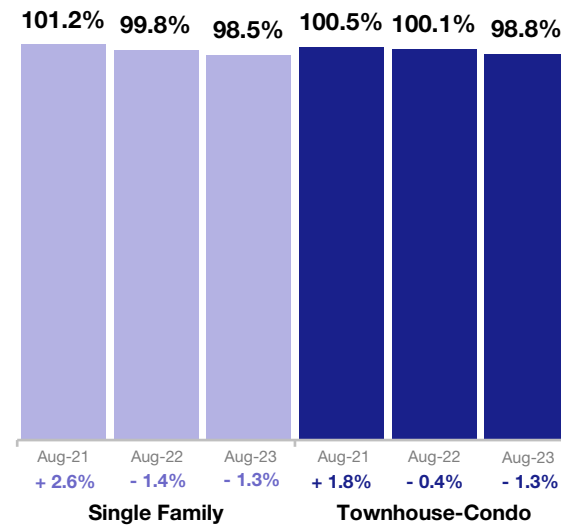
Percent of List Price Received



August

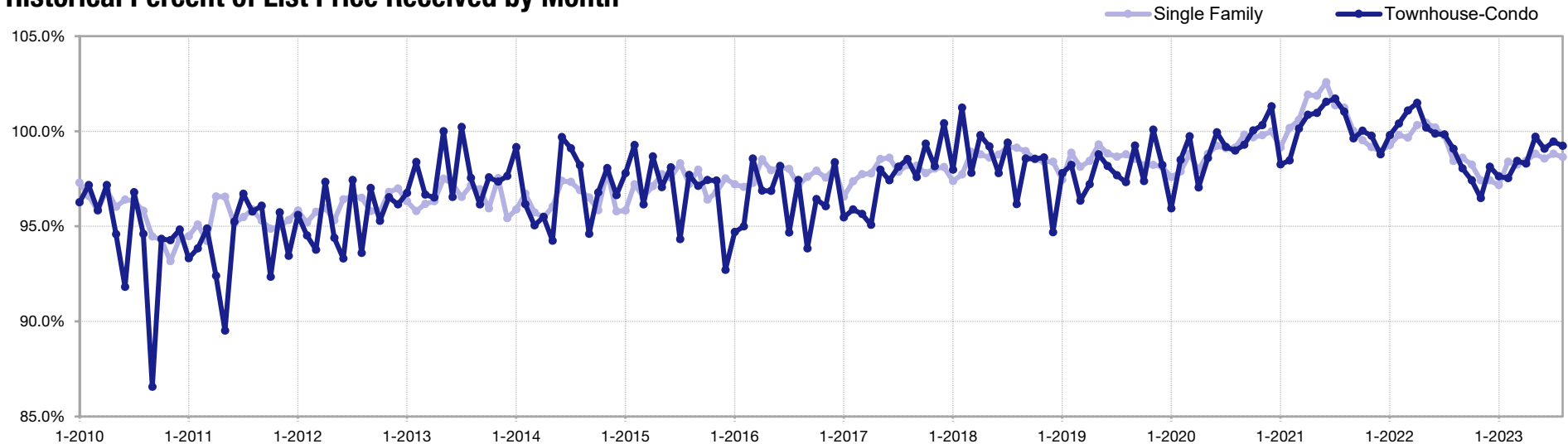


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2022	98.6%	-1.4%	98.1%	-1.5%
Oct-2022	98.2%	-1.3%	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%
Mar-2023	98.2%	-1.5%	98.4%	-2.7%
Apr-2023	98.4%	-1.9%	98.3%	-3.2%
May-2023	98.8%	-1.6%	99.7%	-0.5%
Jun-2023	98.6%	-1.6%	99.1%	-0.8%
Jul-2023	98.8%	-1.0%	99.4%	-0.4%
Aug-2023	98.6%	+0.2%	99.2%	+0.1%

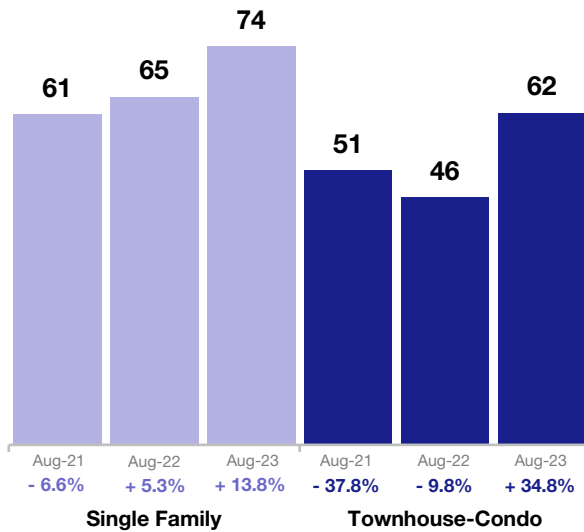
Historical Percent of List Price Received by Month



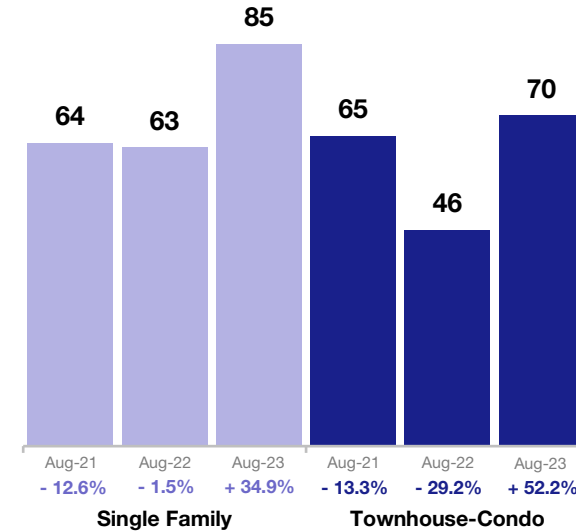
Days on Market Until Sale



August

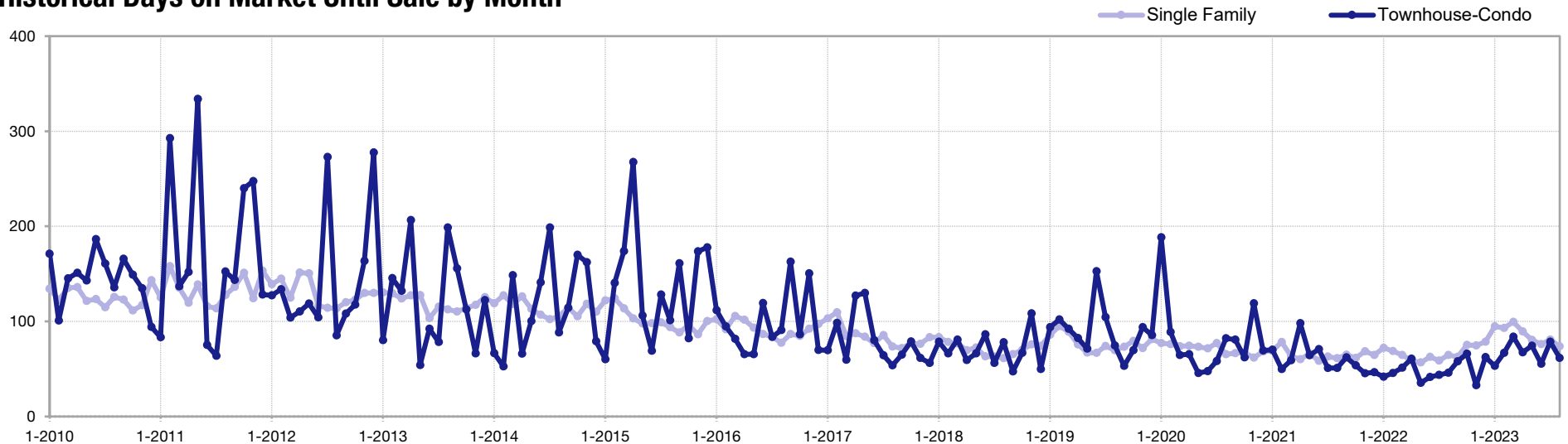


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2022	63	-3.1%	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%
Mar-2023	99	+52.3%	84	+64.7%
Apr-2023	89	+50.8%	67	+9.8%
May-2023	81	+42.1%	74	+111.4%
Jun-2023	76	+20.6%	55	+34.1%
Jul-2023	81	+37.3%	79	+79.5%
Aug-2023	74	+13.8%	62	+34.8%

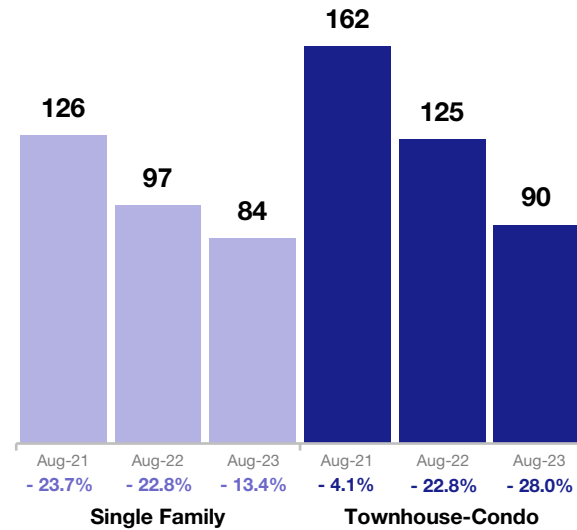
Historical Days on Market Until Sale by Month



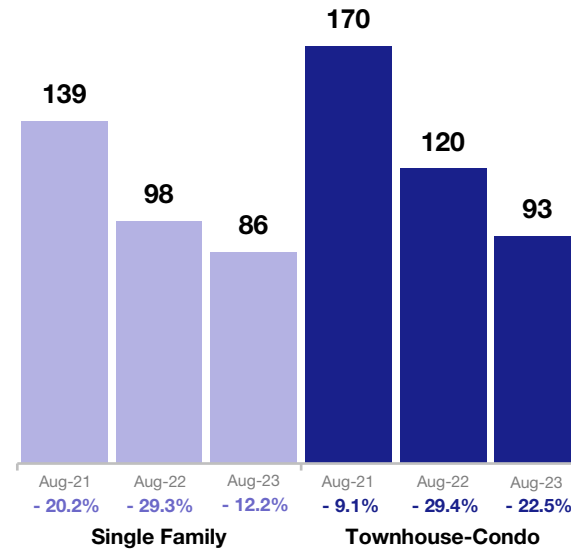
Housing Affordability Index



August

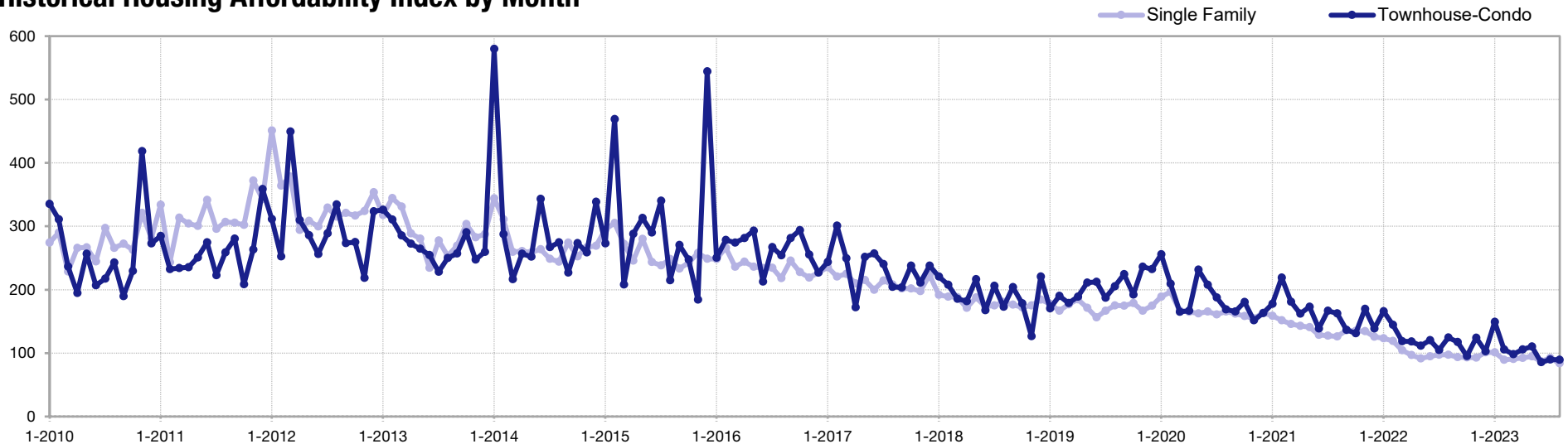


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2022	94	-30.9%	117	-14.0%
Oct-2022	93	-31.1%	95	-27.5%
Nov-2022	93	-31.1%	124	-27.1%
Dec-2022	101	-19.8%	103	-25.9%
Jan-2023	101	-17.9%	149	-10.2%
Feb-2023	89	-25.2%	106	-26.9%
Mar-2023	91	-12.5%	98	-17.6%
Apr-2023	92	-5.2%	106	-10.2%
May-2023	95	+3.3%	111	-0.9%
Jun-2023	87	-8.4%	86	-28.3%
Jul-2023	92	-5.2%	90	-14.3%
Aug-2023	84	-13.4%	90	-28.0%

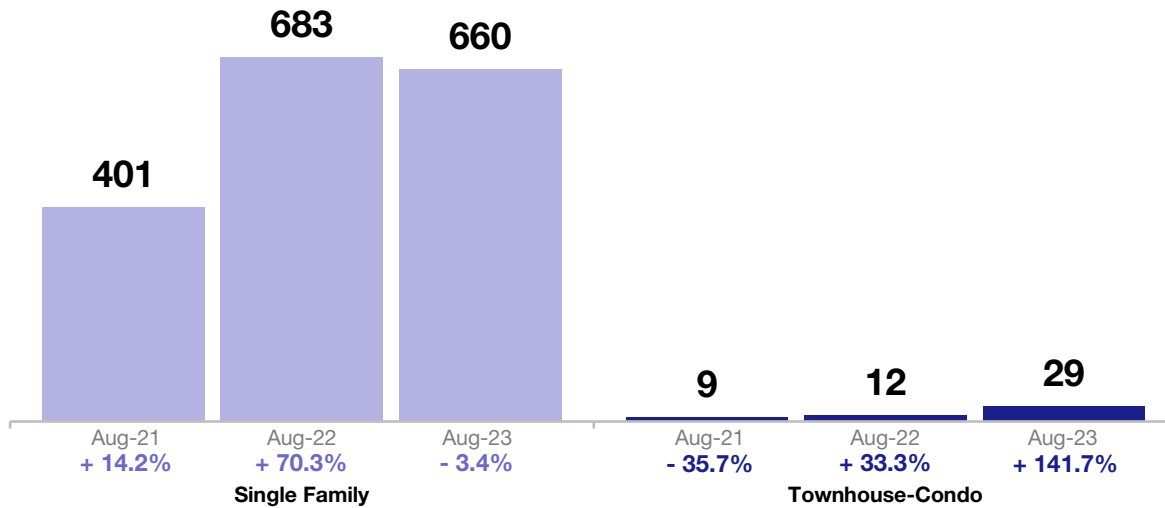
Historical Housing Affordability Index by Month



Inventory of Active Listings

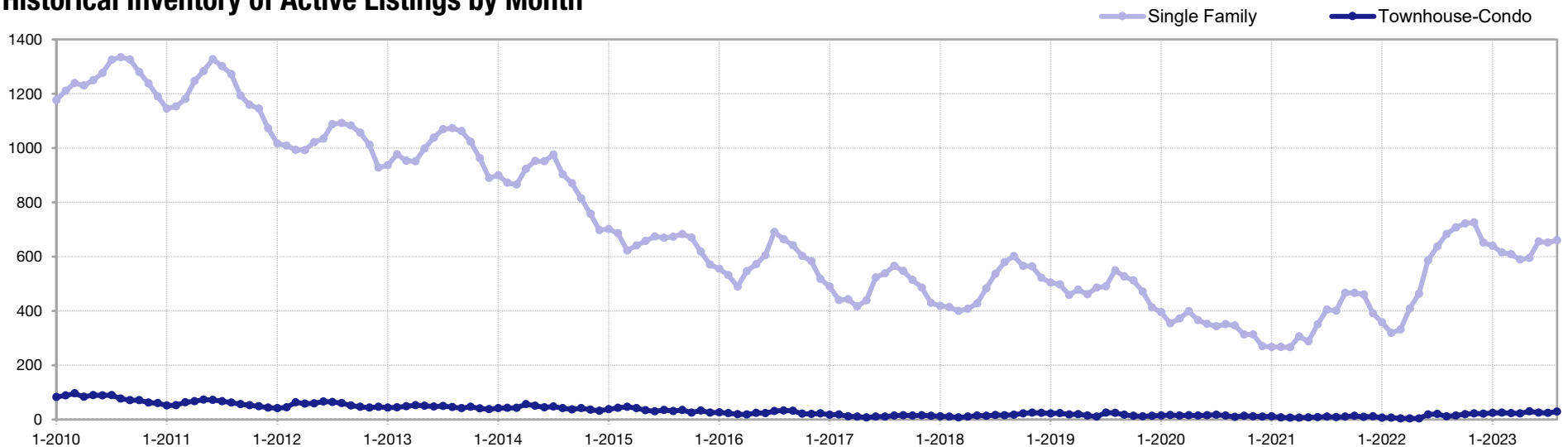


August



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2022	707	+51.7%	14	+27.3%
Oct-2022	722	+54.9%	19	+46.2%
Nov-2022	726	+57.8%	22	+120.0%
Dec-2022	652	+66.8%	21	+75.0%
Jan-2023	640	+78.8%	24	+242.9%
Feb-2023	616	+93.1%	25	+257.1%
Mar-2023	609	+83.4%	23	+475.0%
Apr-2023	589	+44.0%	22	+450.0%
May-2023	595	+28.5%	30	+650.0%
Jun-2023	656	+11.9%	25	+38.9%
Jul-2023	652	+2.4%	24	+20.0%
Aug-2023	660	-3.4%	29	+141.7%

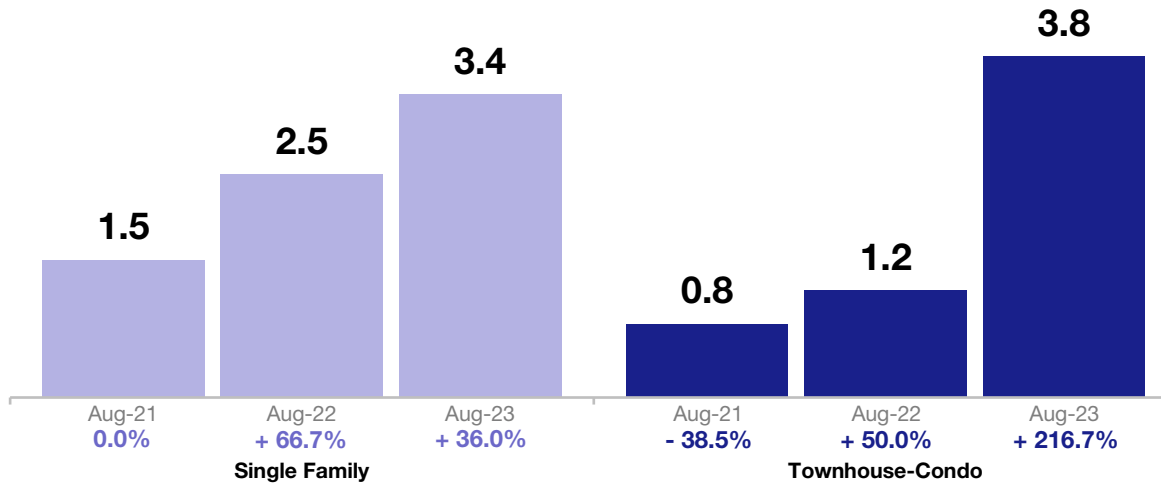
Historical Inventory of Active Listings by Month



Months Supply of Inventory

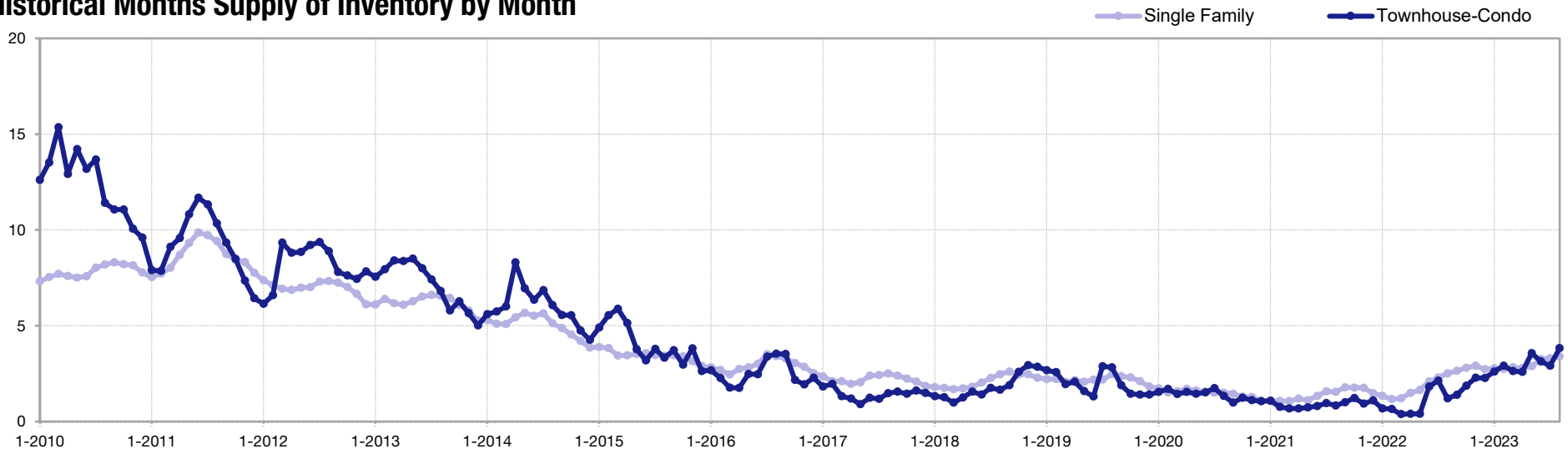


August



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2022	2.6	+44.4%	1.4	+40.0%
Oct-2022	2.8	+55.6%	1.9	+58.3%
Nov-2022	2.9	+61.1%	2.3	+155.6%
Dec-2022	2.7	+80.0%	2.3	+109.1%
Jan-2023	2.8	+115.4%	2.6	+271.4%
Feb-2023	2.7	+125.0%	2.9	+383.3%
Mar-2023	2.8	+133.3%	2.6	+550.0%
Apr-2023	2.8	+86.7%	2.6	+550.0%
May-2023	2.9	+81.3%	3.6	+800.0%
Jun-2023	3.3	+57.1%	3.1	+72.2%
Jul-2023	3.3	+43.5%	2.9	+38.1%
Aug-2023	3.4	+36.0%	3.8	+216.7%

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.



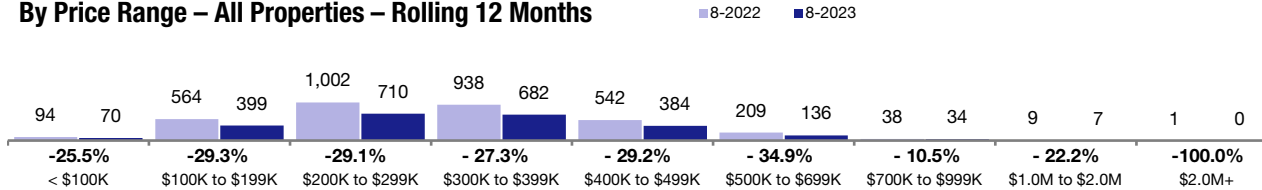
Key Metrics	Historical Sparkbars	8-2022	8-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		360	340	- 5.6%	2,988	2,492	- 16.6%
Pending Sales		225	192	- 14.7%	2,199	1,744	- 20.7%
Sold Listings		266	213	- 19.9%	2,209	1,645	- 25.5%
Median Sales Price		\$306,000	\$320,000	+ 4.6%	\$312,500	\$310,000	- 0.8%
Avg. Sales Price		\$314,638	\$343,700	+ 9.2%	\$322,276	\$319,447	- 0.9%
Pct. of List Price Received		98.5%	98.7%	+ 0.2%	99.8%	98.5%	- 1.3%
Days on Market		63	73	+ 15.9%	63	85	+ 34.9%
Affordability Index		102	84	- 17.6%	100	87	- 13.0%
Active Listings		695	689	- 0.9%	--	--	--
Months Supply		2.5	3.4	+ 36.0%	--	--	--

Sold Listings

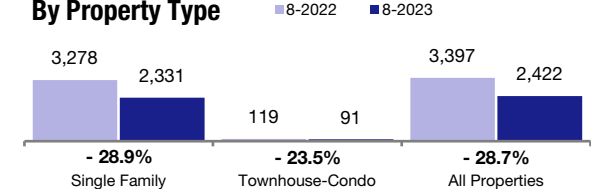
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	8-2022	8-2023	Change	8-2022	8-2023	Change
\$99,999 and Below	93	70	- 24.7%	1	0	- 100.0%
\$100,000 to \$199,999	545	380	- 30.3%	19	19	0.0%
\$200,000 to \$299,999	938	672	- 28.4%	64	38	- 40.6%
\$300,000 to \$399,999	910	655	- 28.0%	28	27	- 3.6%
\$400,000 to \$499,999	537	379	- 29.4%	5	5	0.0%
\$500,000 to \$699,999	207	134	- 35.3%	2	2	0.0%
\$700,000 to \$999,999	38	34	- 10.5%	0	0	--
\$1,000,000 to \$1,999,999	9	7	- 22.2%	0	0	--
\$2,000,000 and Above	1	0	- 100.0%	0	0	--
All Price Ranges	3,278	2,331	- 28.9%	119	91	- 23.5%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	7-2023	8-2023	Change	7-2023	8-2023	Change
	5	6	+ 20.0%	0	0	--
	33	29	- 12.1%	0	2	--
	59	53	- 10.2%	5	2	- 60.0%
	56	55	- 1.8%	6	4	- 33.3%
	28	32	+ 14.3%	1	0	- 100.0%
	15	23	+ 53.3%	0	0	--
	2	6	+ 200.0%	0	0	--
	1	1	0.0%	0	0	--
	0	0	--	0	0	--
All Price Ranges	199	205	+ 3.0%	12	8	- 33.3%

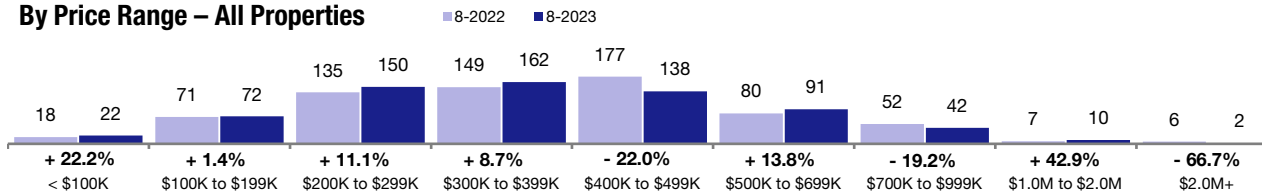
Year to Date

	Single Family			Townhouse-Condo		
	8-2022	8-2023	Change	8-2022	8-2023	Change
	65	47	- 27.7%	1	0	- 100.0%
	344	242	- 29.7%	13	9	- 30.8%
	569	455	- 20.0%	45	25	- 44.4%
	596	454	- 23.8%	14	20	+ 42.9%
	380	262	- 31.1%	4	4	0.0%
	140	100	- 28.6%	2	1	- 50.0%
	30	21	- 30.0%	0	0	--
	5	5	0.0%	0	0	--
	1	0	- 100.0%	0	0	--
All Price Ranges	2,130	1,586	- 25.5%	79	59	- 25.3%

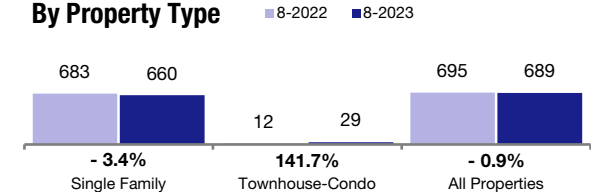
Inventory of Active Listings

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		
	8-2022	8-2023	Change	8-2022	8-2023	Change
\$99,999 and Below	18	22	+ 22.2%	0	0	--
\$100,000 to \$199,999	68	70	+ 2.9%	3	2	- 33.3%
\$200,000 to \$299,999	131	139	+ 6.1%	4	11	+ 175.0%
\$300,000 to \$399,999	146	151	+ 3.4%	3	11	+ 266.7%
\$400,000 to \$499,999	175	134	- 23.4%	2	4	+ 100.0%
\$500,000 to \$699,999	80	90	+ 12.5%	0	1	--
\$700,000 to \$999,999	52	42	- 19.2%	0	0	--
\$1,000,000 to \$1,999,999	7	10	+ 42.9%	0	0	--
\$2,000,000 and Above	6	2	- 66.7%	0	0	--
All Price Ranges	683	660	- 3.4%	12	29	+ 141.7%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	7-2023	8-2023	Change	7-2023	8-2023	Change
	19	22	+ 15.8%	0	0	--
	72	70	- 2.8%	2	2	0.0%
	141	139	- 1.4%	10	11	+ 10.0%
	162	151	- 6.8%	7	11	+ 57.1%
	125	134	+ 7.2%	4	4	0.0%
	77	90	+ 16.9%	1	1	0.0%
	42	42	0.0%	0	0	--
	10	10	0.0%	0	0	--
	4	2	- 50.0%	0	0	--
All Price Ranges	652	660	+ 1.2%	24	29	+ 20.8%

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®



New Listings	A measure of how much new supply is coming onto the market from sellers.
Pending Sales	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.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	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.
Inventory of Active Listings	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.
Months Supply of Inventory	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.

Local Market Update for August 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Arkansas Valley/Otero County

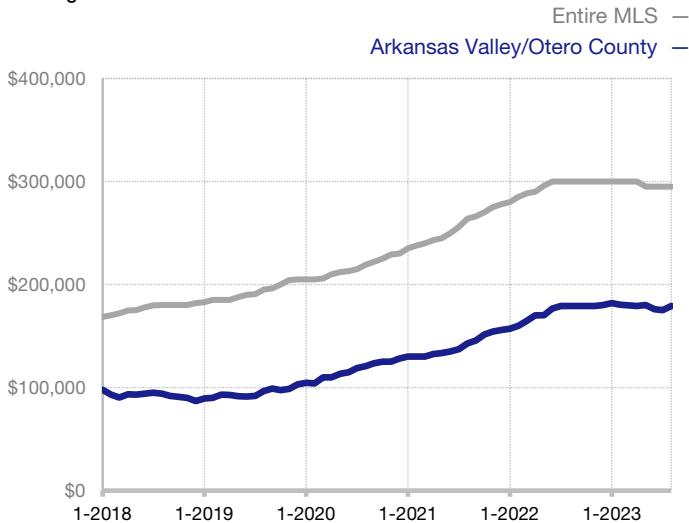
Single Family	August			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	53	46	- 13.2%	392	382	- 2.6%
Sold Listings	42	31	- 26.2%	274	245	- 10.6%
Median Sales Price*	\$177,500	\$211,000	+ 18.9%	\$180,000	\$169,000	- 6.1%
Average Sales Price*	\$209,419	\$196,996	- 5.9%	\$206,856	\$185,045	- 10.5%
Percent of List Price Received*	95.4%	94.8%	- 0.6%	95.7%	93.3%	- 2.5%
Days on Market Until Sale	73	83	+ 13.7%	84	105	+ 25.0%
Inventory of Homes for Sale	107	178	+ 66.4%	--	--	--
Months Supply of Inventory	3.1	5.7	+ 83.9%	--	--	--

* 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	August			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 08-2022	Thru 08-2023	Percent Change from Previous Year
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	1	1	0.0%
Median Sales Price*	\$0	\$0	--	\$128,000	\$65,000	- 49.2%
Average Sales Price*	\$0	\$0	--	\$128,000	\$65,000	- 49.2%
Percent of List Price Received*	0.0%	0.0%	--	102.4%	72.2%	- 29.5%
Days on Market Until Sale	0	0	--	298	71	- 76.2%
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

