

Local Market Update for December 2021

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

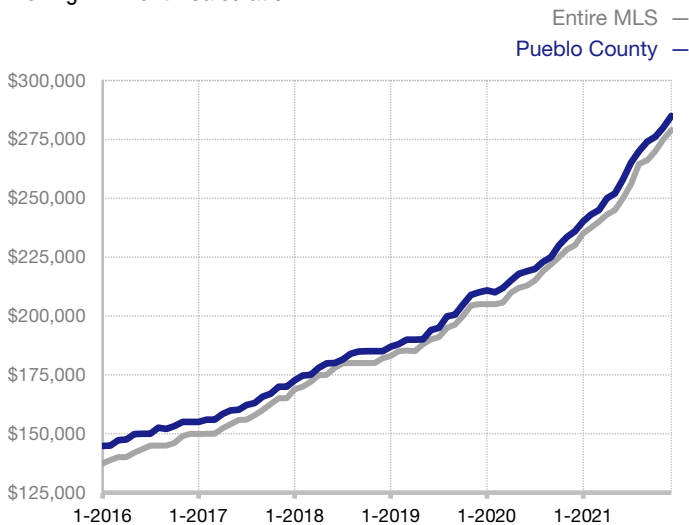
Single Family Key Metrics	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
New Listings	185	203	+ 9.7%	3,370	3,774	+ 12.0%
Sold Listings	255	251	- 1.6%	2,958	3,076	+ 4.0%
Median Sales Price*	\$247,000	\$300,360	+ 21.6%	\$236,000	\$285,000	+ 20.8%
Average Sales Price*	\$268,161	\$320,844	+ 19.6%	\$242,375	\$296,942	+ 22.5%
Percent of List Price Received*	100.0%	99.1%	- 0.9%	99.1%	100.6%	+ 1.5%
Days on Market Until Sale	69	64	- 7.2%	71	64	- 9.9%
Inventory of Homes for Sale	256	264	+ 3.1%	--	--	--
Months Supply of Inventory	1.0	1.0	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.

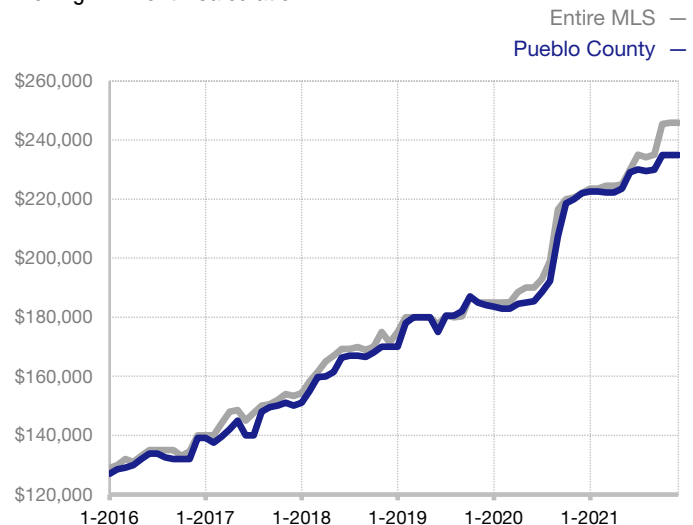
Townhouse/Condo Key Metrics	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
New Listings	7	6	- 14.3%	136	127	- 6.6%
Sold Listings	8	10	+ 25.0%	123	127	+ 3.3%
Median Sales Price*	\$247,450	\$272,000	+ 9.9%	\$222,000	\$235,000	+ 5.9%
Average Sales Price*	\$240,084	\$270,020	+ 12.5%	\$215,472	\$240,230	+ 11.5%
Percent of List Price Received*	101.3%	98.8%	- 2.5%	99.2%	100.3%	+ 1.1%
Days on Market Until Sale	69	46	- 33.3%	77	62	- 19.5%
Inventory of Homes for Sale	11	7	- 36.4%	--	--	--
Months Supply of Inventory	1.1	0.7	- 36.4%	--	--	--

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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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Arkansas Valley/Otero County

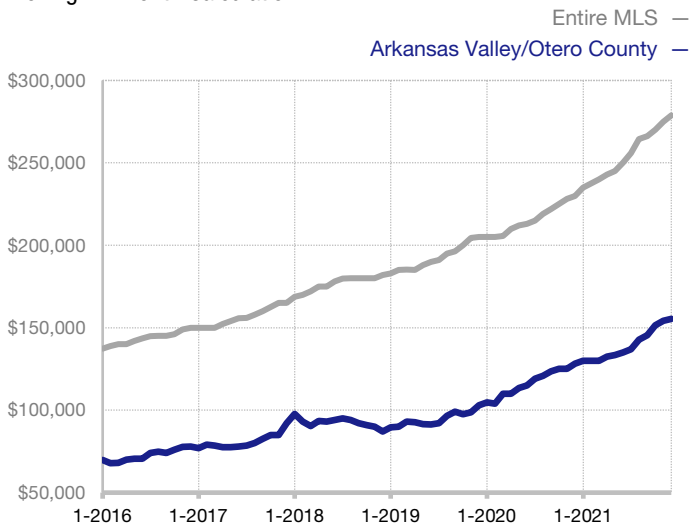
Single Family	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
Key Metrics						
New Listings	17	34	+ 100.0%	425	484	+ 13.9%
Sold Listings	31	41	+ 32.3%	354	399	+ 12.7%
Median Sales Price*	\$128,750	\$170,000	+ 32.0%	\$128,125	\$155,500	+ 21.4%
Average Sales Price*	\$165,237	\$178,835	+ 8.2%	\$147,315	\$169,758	+ 15.2%
Percent of List Price Received*	95.7%	95.4%	- 0.3%	96.4%	96.4%	0.0%
Days on Market Until Sale	128	81	- 36.7%	102	85	- 16.7%
Inventory of Homes for Sale	89	78	- 12.4%	--	--	--
Months Supply of Inventory	3.0	2.3	- 23.3%	--	--	--

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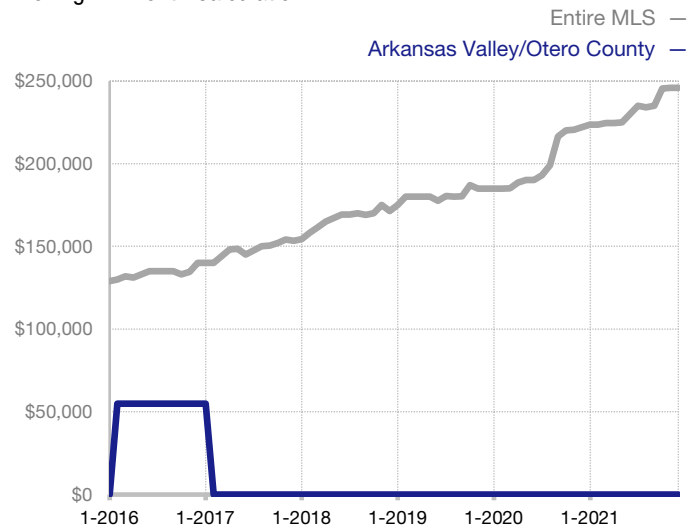
Townhouse/Condo	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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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Fowler

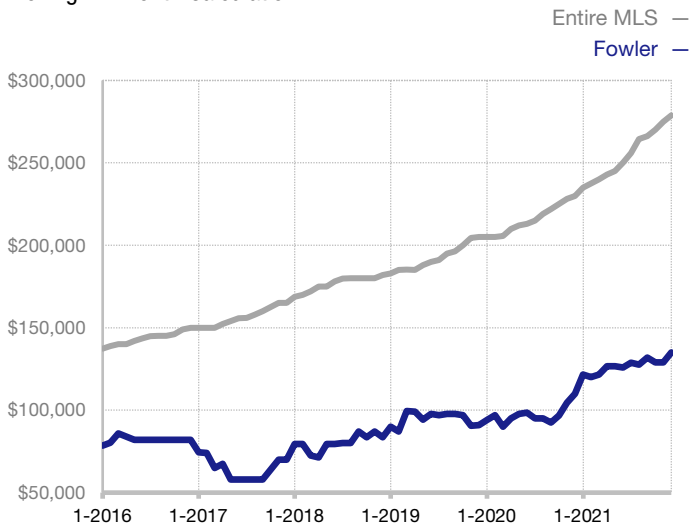
Single Family	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	3	--	27	49	+ 81.5%
Sold Listings	2	3	+ 50.0%	21	41	+ 95.2%
Median Sales Price*	\$109,375	\$220,000	+ 101.1%	\$110,000	\$135,000	+ 22.7%
Average Sales Price*	\$109,375	\$203,333	+ 85.9%	\$128,583	\$167,356	+ 30.2%
Percent of List Price Received*	97.0%	99.1%	+ 2.2%	96.4%	97.9%	+ 1.6%
Days on Market Until Sale	62	55	- 11.3%	101	75	- 25.7%
Inventory of Homes for Sale	7	4	- 42.9%	--	--	--
Months Supply of Inventory	3.7	1.2	- 67.6%	--	--	--

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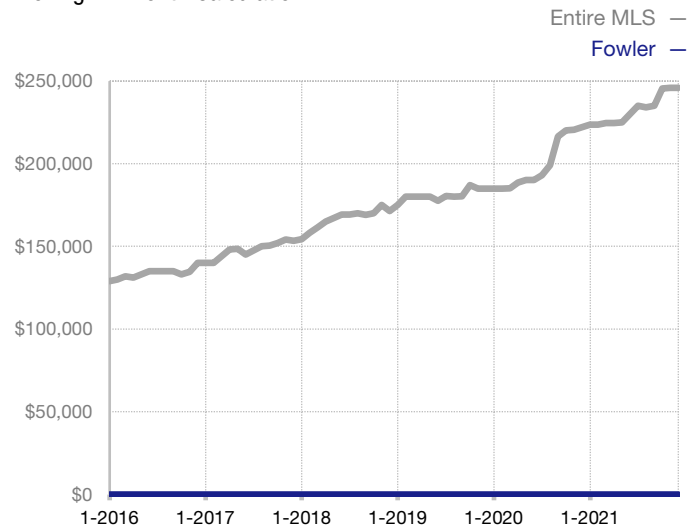
Townhouse/Condo	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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



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Huerfano County

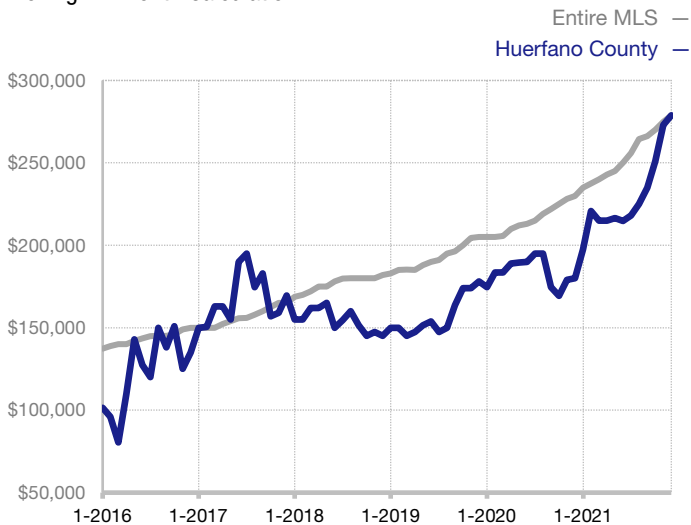
Single Family	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
Key Metrics						
New Listings	10	8	- 20.0%	135	152	+ 12.6%
Sold Listings	8	9	+ 12.5%	90	131	+ 45.6%
Median Sales Price*	\$197,450	\$216,000	+ 9.4%	\$180,000	\$278,950	+ 55.0%
Average Sales Price*	\$255,600	\$265,988	+ 4.1%	\$276,931	\$299,135	+ 8.0%
Percent of List Price Received*	97.6%	97.6%	0.0%	93.4%	96.1%	+ 2.9%
Days on Market Until Sale	148	68	- 54.1%	166	143	- 13.9%
Inventory of Homes for Sale	49	32	- 34.7%	--	--	--
Months Supply of Inventory	6.5	2.9	- 55.4%	--	--	--

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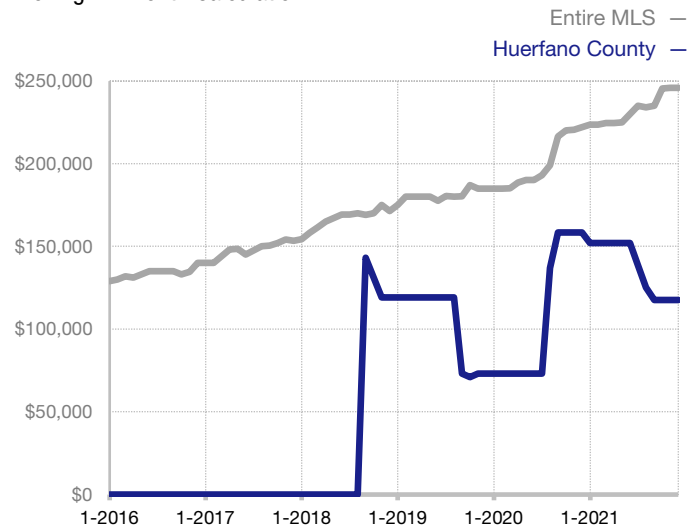
Townhouse/Condo	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
Key Metrics						
New Listings	1	0	- 100.0%	5	1	- 80.0%
Sold Listings	0	0	--	4	2	- 50.0%
Median Sales Price*	\$0	\$0	--	\$158,490	\$117,500	- 25.9%
Average Sales Price*	\$0	\$0	--	\$160,970	\$117,500	- 27.0%
Percent of List Price Received*	0.0%	0.0%	--	101.8%	94.0%	- 7.7%
Days on Market Until Sale	0	0	--	76	41	- 46.1%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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La Junta

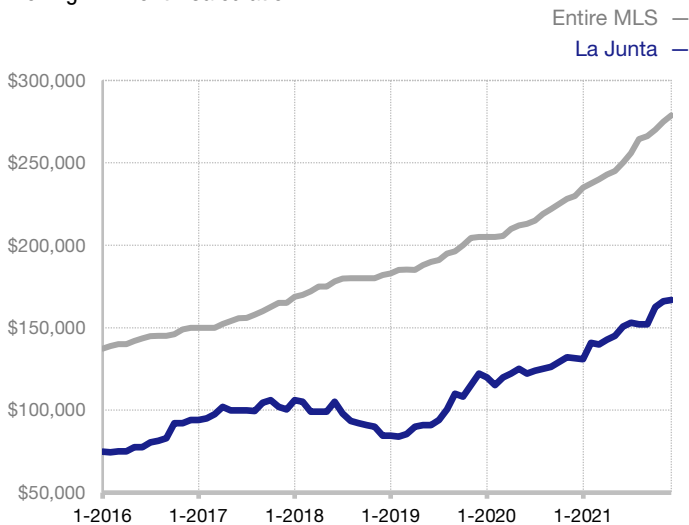
Single Family	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
Key Metrics						
New Listings	4	4	0.0%	95	104	+ 9.5%
Sold Listings	7	12	+ 71.4%	86	95	+ 10.5%
Median Sales Price*	\$90,000	\$167,500	+ 86.1%	\$131,450	\$167,000	+ 27.0%
Average Sales Price*	\$144,000	\$179,521	+ 24.7%	\$142,764	\$180,886	+ 26.7%
Percent of List Price Received*	96.6%	97.4%	+ 0.8%	98.1%	96.6%	- 1.5%
Days on Market Until Sale	145	83	- 42.8%	110	88	- 20.0%
Inventory of Homes for Sale	15	14	- 6.7%	--	--	--
Months Supply of Inventory	2.1	1.8	- 14.3%	--	--	--

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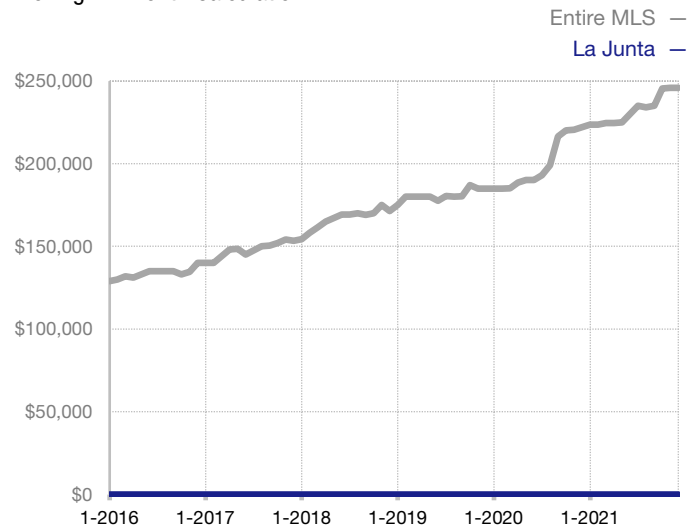
Townhouse/Condo	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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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Lamar

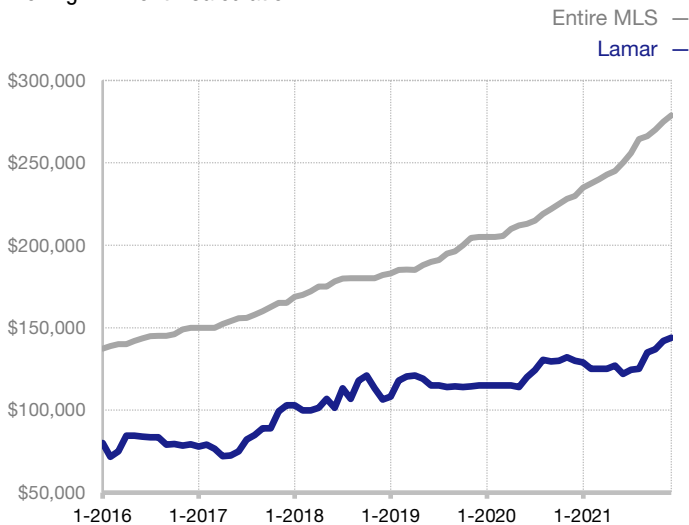
Single Family	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
Key Metrics						
New Listings	2	4	+ 100.0%	49	65	+ 32.7%
Sold Listings	4	6	+ 50.0%	49	59	+ 20.4%
Median Sales Price*	\$100,000	\$150,000	+ 50.0%	\$130,000	\$144,000	+ 10.8%
Average Sales Price*	\$111,250	\$186,667	+ 67.8%	\$140,847	\$157,253	+ 11.6%
Percent of List Price Received*	86.5%	93.9%	+ 8.6%	95.7%	96.7%	+ 1.0%
Days on Market Until Sale	175	86	- 50.9%	127	79	- 37.8%
Inventory of Homes for Sale	8	8	0.0%	--	--	--
Months Supply of Inventory	2.0	1.6	- 20.0%	--	--	--

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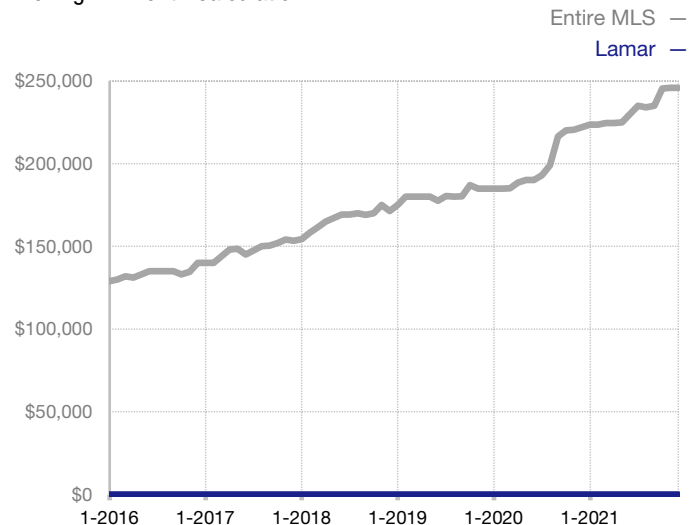
Townhouse/Condo	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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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Rolling 12-Month Calculation



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Las Animas

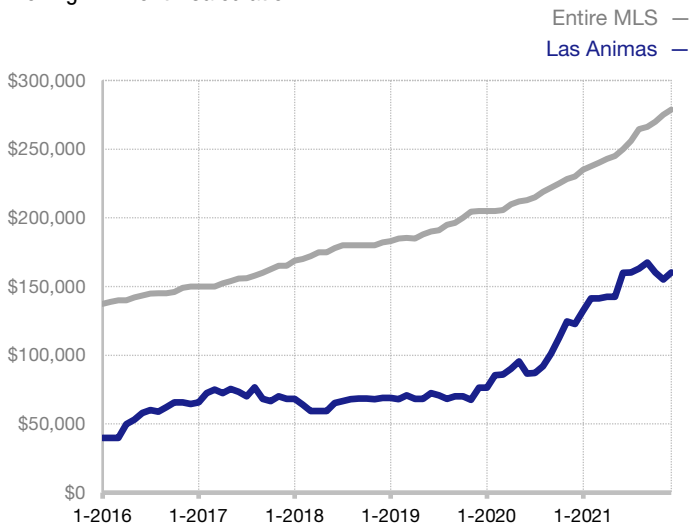
Single Family	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	3	--	34	55	+ 61.8%
Sold Listings	2	3	+ 50.0%	30	40	+ 33.3%
Median Sales Price*	\$62,500	\$291,000	+ 365.6%	\$122,700	\$160,250	+ 30.6%
Average Sales Price*	\$62,500	\$242,000	+ 287.2%	\$145,130	\$171,365	+ 18.1%
Percent of List Price Received*	100.1%	91.5%	- 8.6%	95.2%	96.2%	+ 1.1%
Days on Market Until Sale	42	101	+ 140.5%	105	85	- 19.0%
Inventory of Homes for Sale	4	7	+ 75.0%	--	--	--
Months Supply of Inventory	1.5	2.1	+ 40.0%	--	--	--

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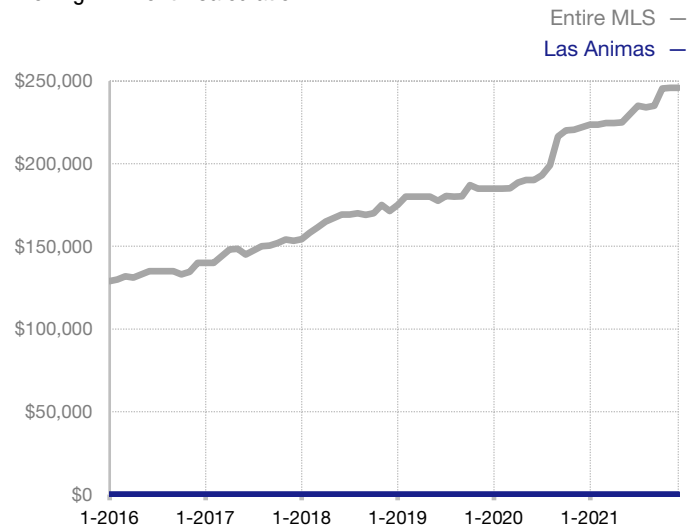
Townhouse/Condo	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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
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Median Sales Price – Townhouse-Condo
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Manzanola

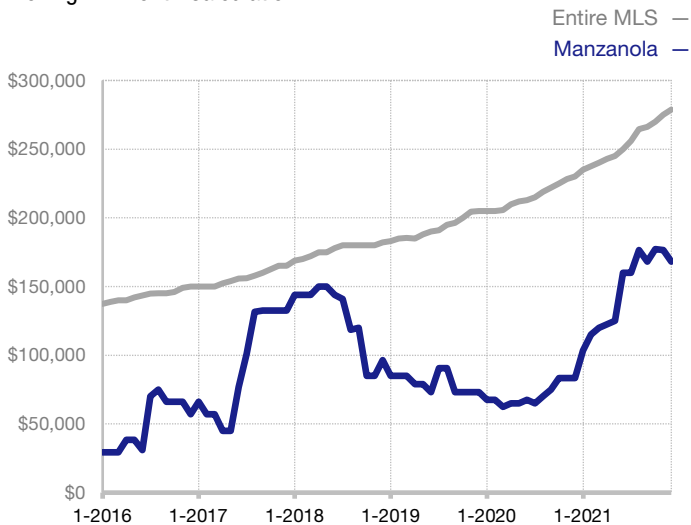
Single Family	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	1	--	10	10	0.0%
Sold Listings	0	1	--	8	11	+ 37.5%
Median Sales Price*	\$0	\$152,000	--	\$83,392	\$168,250	+ 101.8%
Average Sales Price*	\$0	\$152,000	--	\$89,210	\$192,150	+ 115.4%
Percent of List Price Received*	0.0%	100.0%	--	94.8%	90.1%	- 5.0%
Days on Market Until Sale	0	85	--	89	123	+ 38.2%
Inventory of Homes for Sale	3	2	- 33.3%	--	--	--
Months Supply of Inventory	1.9	1.6	- 15.8%	--	--	--

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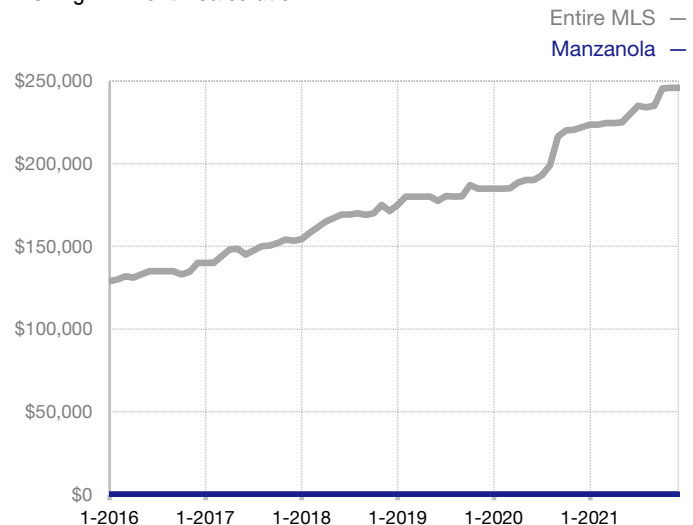
Townhouse/Condo	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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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Rocky Ford

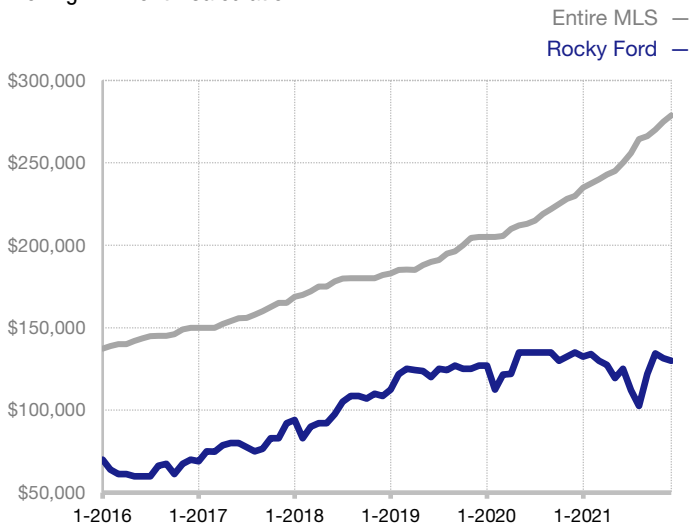
Single Family	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
Key Metrics						
New Listings	5	7	+ 40.0%	60	54	- 10.0%
Sold Listings	6	8	+ 33.3%	46	56	+ 21.7%
Median Sales Price*	\$169,800	\$135,250	- 20.3%	\$135,000	\$130,000	- 3.7%
Average Sales Price*	\$208,850	\$152,000	- 27.2%	\$151,233	\$156,417	+ 3.4%
Percent of List Price Received*	100.5%	94.2%	- 6.3%	95.5%	96.4%	+ 0.9%
Days on Market Until Sale	159	97	- 39.0%	121	95	- 21.5%
Inventory of Homes for Sale	15	9	- 40.0%	--	--	--
Months Supply of Inventory	3.6	1.9	- 47.2%	--	--	--

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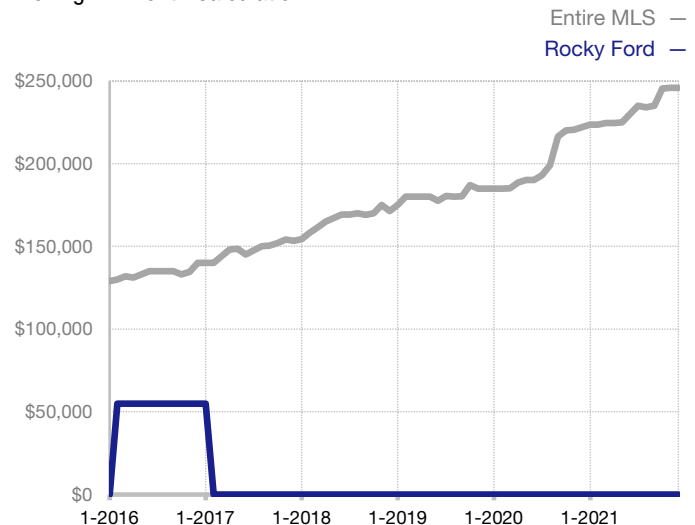
Townhouse/Condo	December			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 12-2020	Thru 12-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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



Monthly Indicators



December 2021

Percent changes calculated using year-over-year comparisons.

New Listings were up 9.1 percent for single family homes but decreased 25.0 percent for townhouse-condo properties. Pending Sales increased 25.0 percent for single family homes but decreased 33.3 percent for townhouse-condo properties.

The Median Sales Price was up 21.8 percent to \$300,360 for single family homes and 9.9 percent to \$272,000 for townhouse-condo properties. Days on Market decreased 5.9 percent for single family homes and 33.3 percent for townhouse-condo properties.

Looking ahead, experts anticipate many of the housing market trends of 2021 will continue in 2022, albeit at a more moderate level. Strong buyer demand and inventory shortages are likely to persist over the next year. Home sales are projected to remain strong but will be tempered by the limited supply of homes, higher sales prices, and rising interest rates, with the Federal Reserve planning multiple rate hikes in the new year. Price growth is expected to slow somewhat as a result, but affordability will likely remain a top constraint for some homebuyers.

Activity Snapshot

+ 0.8%	+ 21.6%	+ 5.1%
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	12-2020	12-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		187	204	+ 9.1%	3,387	3,841	+ 13.4%
Pending Sales		200	250	+ 25.0%	3,069	3,204	+ 4.4%
Sold Listings		253	253	0.0%	2,983	3,113	+ 4.4%
Median Sales Price		\$246,700	\$300,360	+ 21.8%	\$235,750	\$285,000	+ 20.9%
Avg. Sales Price		\$266,941	\$320,610	+ 20.1%	\$243,067	\$297,469	+ 22.4%
Pct. of List Price Received		100.0%	99.0%	- 1.0%	99.1%	100.6%	+ 1.5%
Days on Market		68	64	- 5.9%	71	64	- 9.9%
Affordability Index		163	126	- 22.7%	171	133	- 22.2%
Active Listings		262	280	+ 6.9%	--	--	--
Months Supply		1.1	1.1	0.0%	--	--	--

Townhouse-Condo Market Overview

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

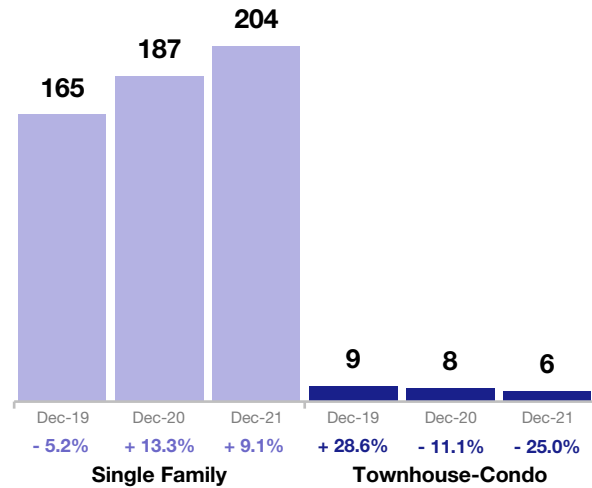


Key Metrics	Historical Sparkbars	12-2020	12-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		8	6	- 25.0%	140	130	- 7.1%
Pending Sales		9	6	- 33.3%	133	123	- 7.5%
Sold Listings		8	10	+ 25.0%	126	131	+ 4.0%
Median Sales Price		\$247,450	\$272,000	+ 9.9%	\$221,500	\$236,000	+ 6.5%
Avg. Sales Price		\$240,084	\$270,020	+ 12.5%	\$215,080	\$243,845	+ 13.4%
Pct. of List Price Received		101.3%	98.8%	- 2.5%	99.2%	100.2%	+ 1.0%
Days on Market		69	46	- 33.3%	77	61	- 20.8%
Affordability Index		163	139	- 14.7%	182	160	- 12.1%
Active Listings		11	7	- 36.4%	--	--	--
Months Supply		1.0	0.6	- 40.0%	--	--	--

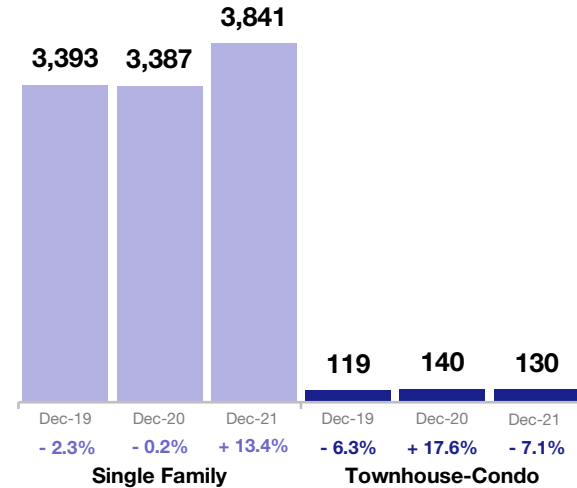
New Listings



December

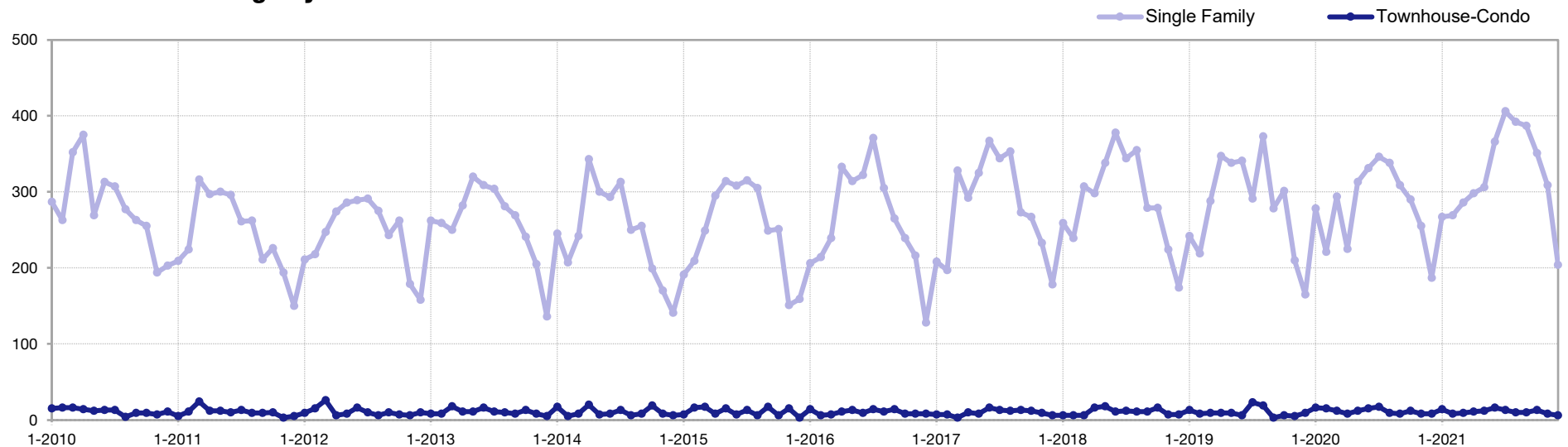


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	267	-4.0%	14	-12.5%
Feb-2021	269	+21.7%	8	-46.7%
Mar-2021	286	-2.7%	9	-25.0%
Apr-2021	298	+32.4%	11	+37.5%
May-2021	306	-2.2%	12	0.0%
Jun-2021	366	+10.6%	16	+6.7%
Jul-2021	406	+17.3%	13	-23.5%
Aug-2021	392	+16.0%	10	+11.1%
Sep-2021	387	+25.2%	10	+25.0%
Oct-2021	351	+21.0%	13	+8.3%
Nov-2021	309	+21.2%	8	0.0%
Dec-2021	204	+9.1%	6	-25.0%

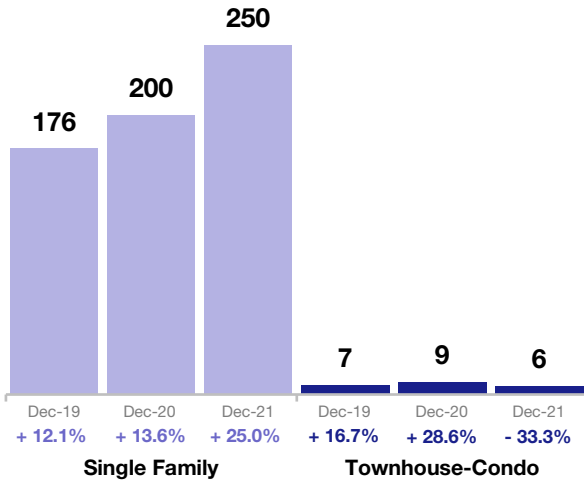
Historical New Listings by Month



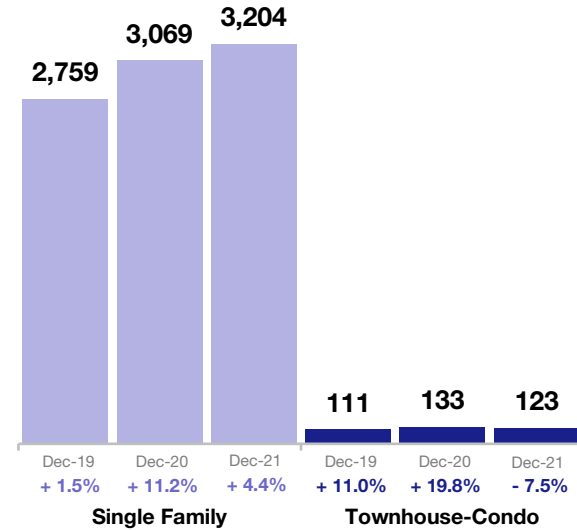
Pending Sales



December

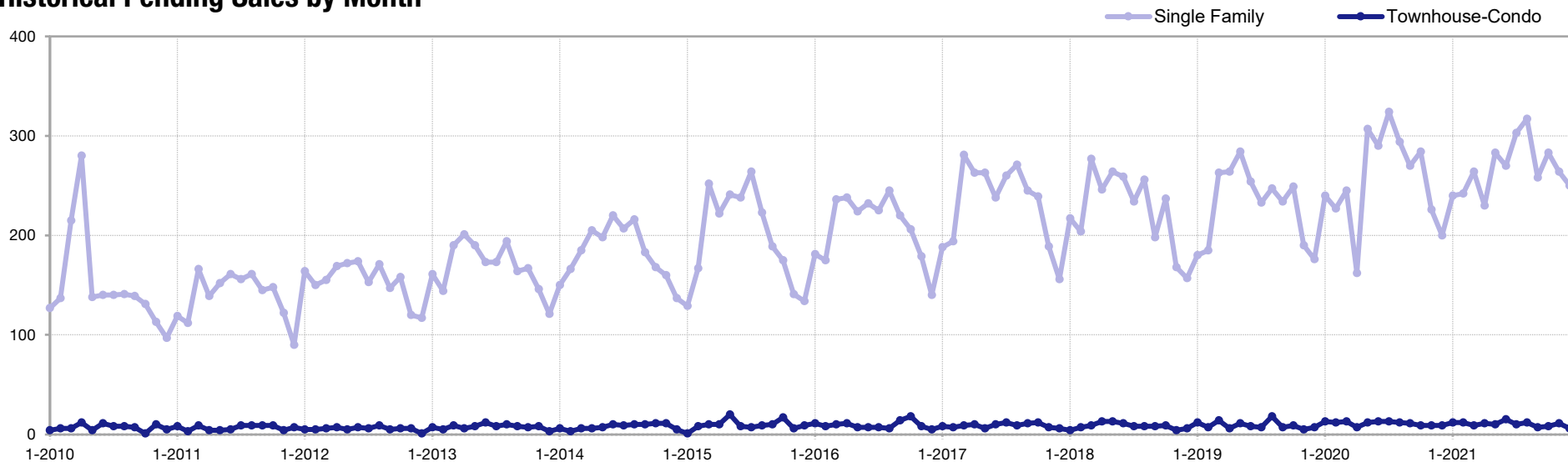


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	240	0.0%	12	-7.7%
Feb-2021	242	+6.6%	12	0.0%
Mar-2021	264	+7.8%	9	-30.8%
Apr-2021	230	+42.0%	11	+57.1%
May-2021	283	-7.8%	10	-16.7%
Jun-2021	270	-6.9%	15	+15.4%
Jul-2021	303	-6.5%	10	-23.1%
Aug-2021	317	+7.8%	12	0.0%
Sep-2021	258	-4.4%	7	-36.4%
Oct-2021	283	-0.4%	8	-11.1%
Nov-2021	264	+16.8%	11	+22.2%
Dec-2021	250	+25.0%	6	-33.3%

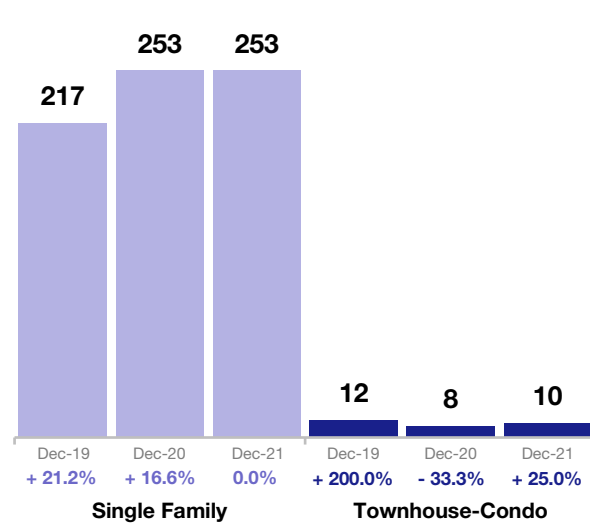
Historical Pending Sales by Month



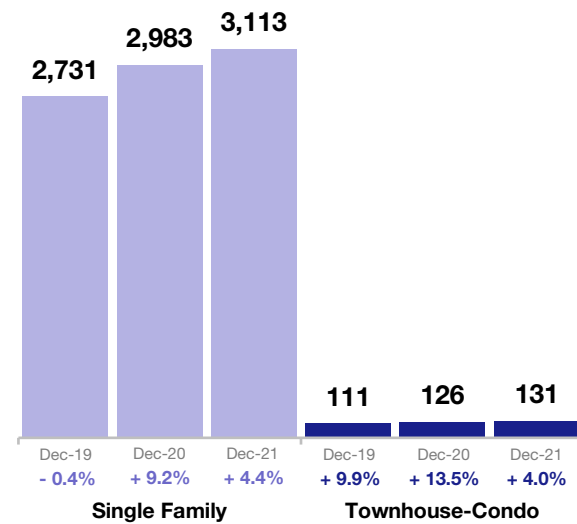
Sold Listings



December

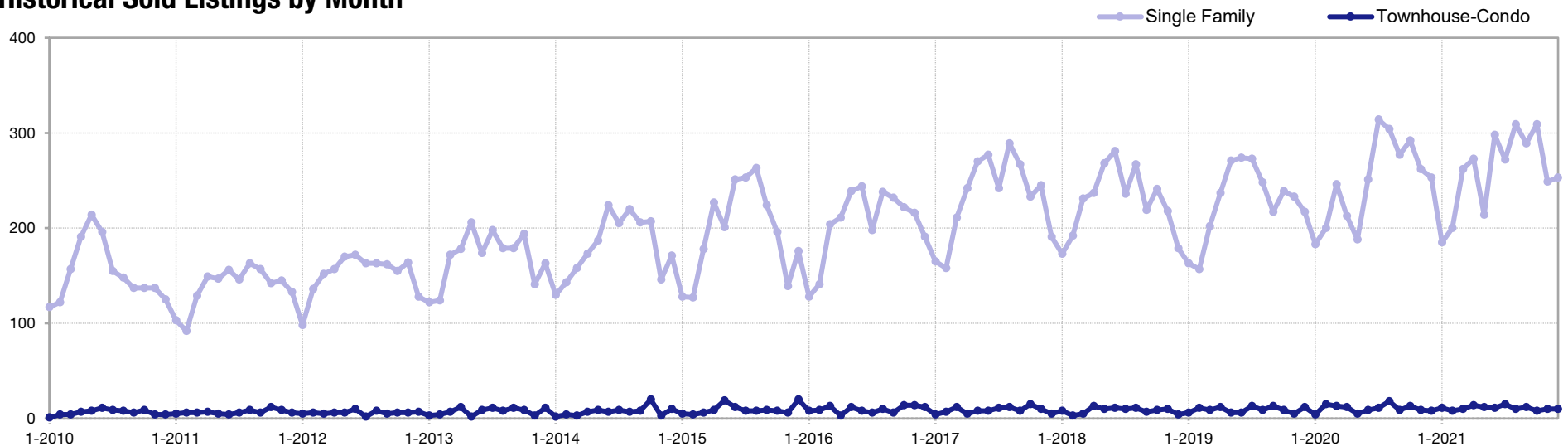


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	185	+1.1%	11	+175.0%
Feb-2021	200	0.0%	8	-46.7%
Mar-2021	262	+6.5%	10	-23.1%
Apr-2021	273	+28.2%	14	+16.7%
May-2021	214	+13.8%	12	+140.0%
Jun-2021	298	+18.7%	11	+22.2%
Jul-2021	272	-13.4%	15	+36.4%
Aug-2021	309	+1.6%	10	-44.4%
Sep-2021	289	+4.3%	12	+33.3%
Oct-2021	309	+5.8%	8	-38.5%
Nov-2021	249	-5.0%	10	+11.1%
Dec-2021	253	0.0%	10	+25.0%

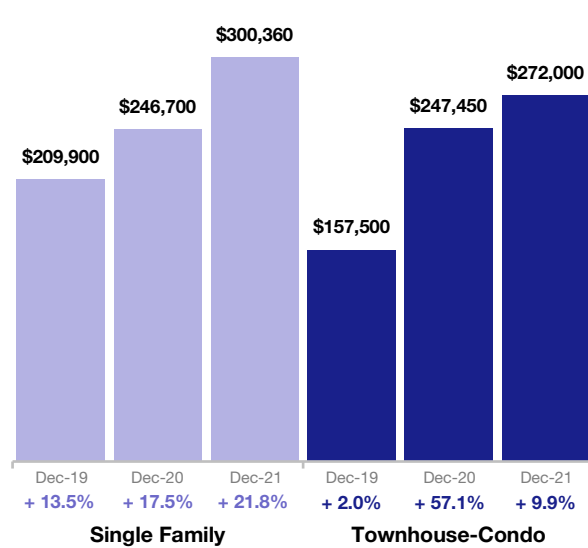
Historical Sold Listings by Month



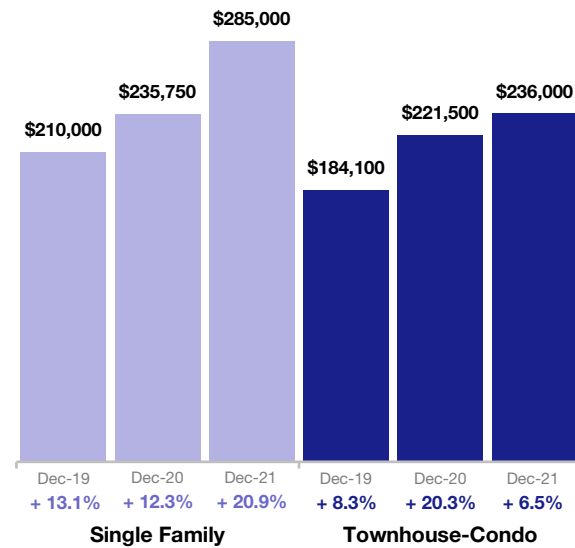
Median Sales Price



December

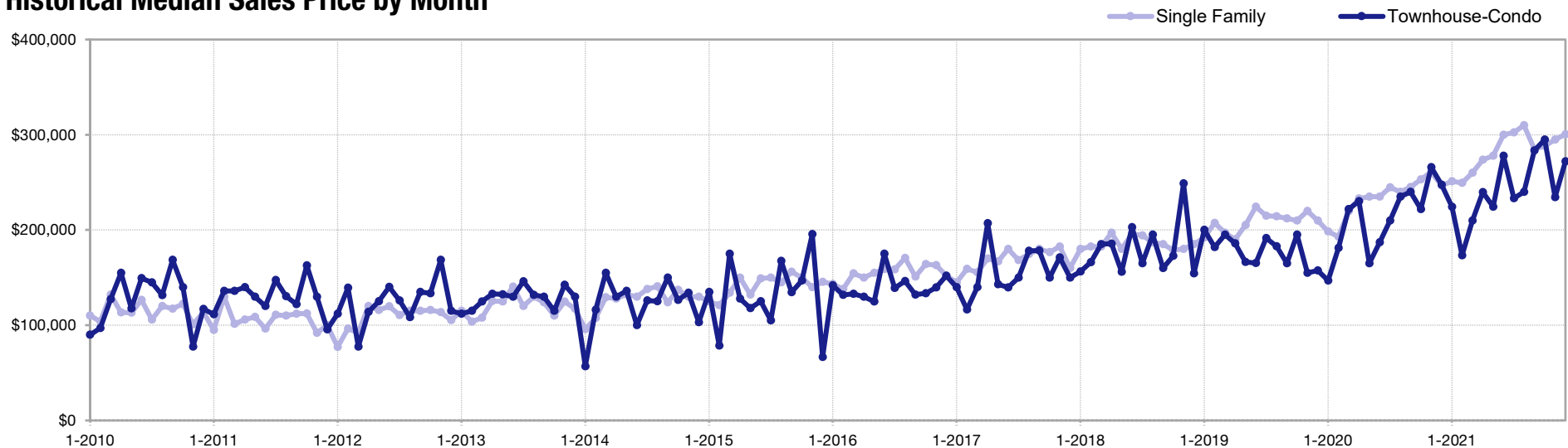


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	\$251,000	+26.5%	\$224,500	+53.0%
Feb-2021	\$249,510	+29.3%	\$173,450	-4.2%
Mar-2021	\$260,000	+18.3%	\$209,950	-5.4%
Apr-2021	\$273,780	+17.6%	\$239,750	+4.1%
May-2021	\$278,000	+18.3%	\$224,500	+36.1%
Jun-2021	\$300,000	+27.7%	\$278,000	+48.7%
Jul-2021	\$302,500	+23.5%	\$233,200	+11.0%
Aug-2021	\$310,000	+29.2%	\$240,000	+2.1%
Sep-2021	\$284,900	+16.3%	\$283,450	+18.2%
Oct-2021	\$288,250	+13.9%	\$295,000	+32.9%
Nov-2021	\$295,000	+13.0%	\$234,450	-11.8%
Dec-2021	\$300,360	+21.8%	\$272,000	+9.9%

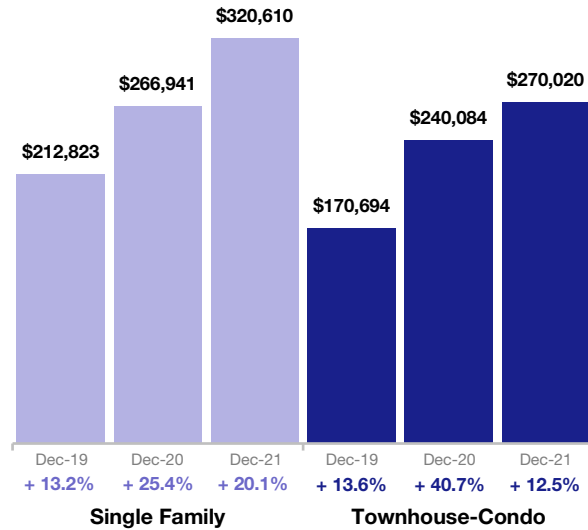
Historical Median Sales Price by Month



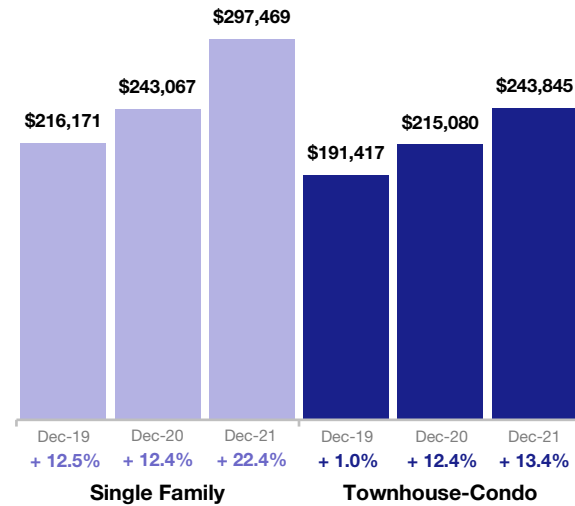
Average Sales Price



December

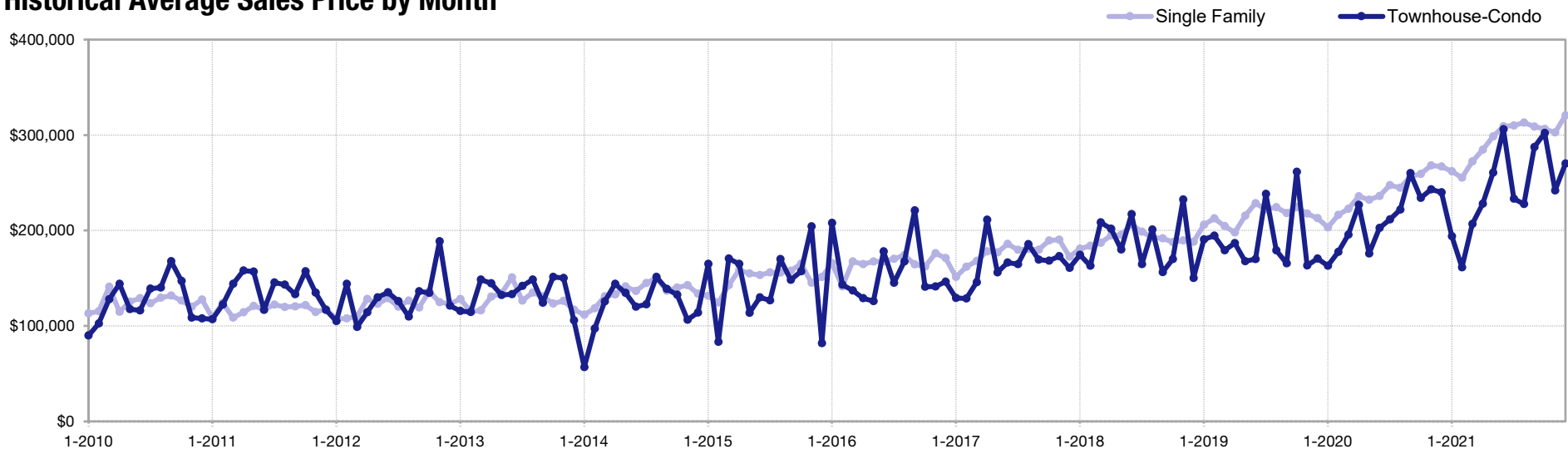


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	\$262,111	+29.0%	\$194,092	+19.0%
Feb-2021	\$255,267	+18.0%	\$161,463	-9.0%
Mar-2021	\$272,383	+22.3%	\$206,815	+5.7%
Apr-2021	\$284,631	+20.6%	\$227,939	+0.4%
May-2021	\$298,511	+28.5%	\$260,574	+48.1%
Jun-2021	\$309,240	+31.0%	\$306,038	+51.0%
Jul-2021	\$310,089	+25.3%	\$233,429	+10.3%
Aug-2021	\$312,993	+27.9%	\$227,765	+2.6%
Sep-2021	\$308,865	+20.5%	\$287,399	+10.6%
Oct-2021	\$306,245	+18.1%	\$302,188	+29.0%
Nov-2021	\$302,574	+12.8%	\$241,880	-0.5%
Dec-2021	\$320,610	+20.1%	\$270,020	+12.5%

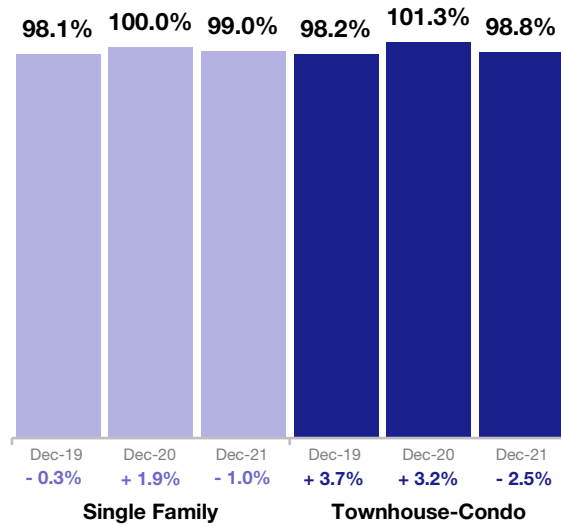
Historical Average Sales Price by Month



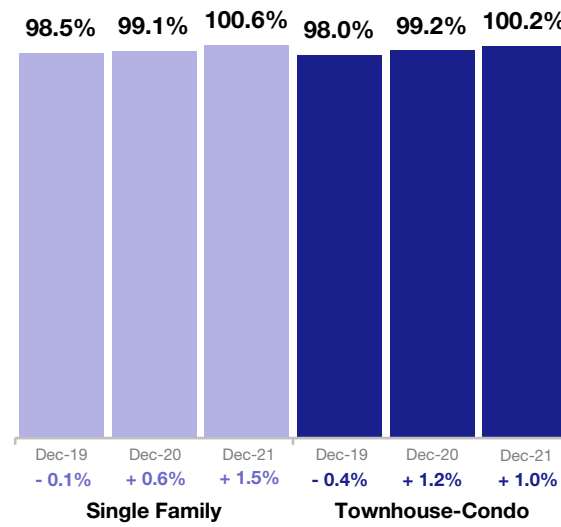
Percent of List Price Received



December

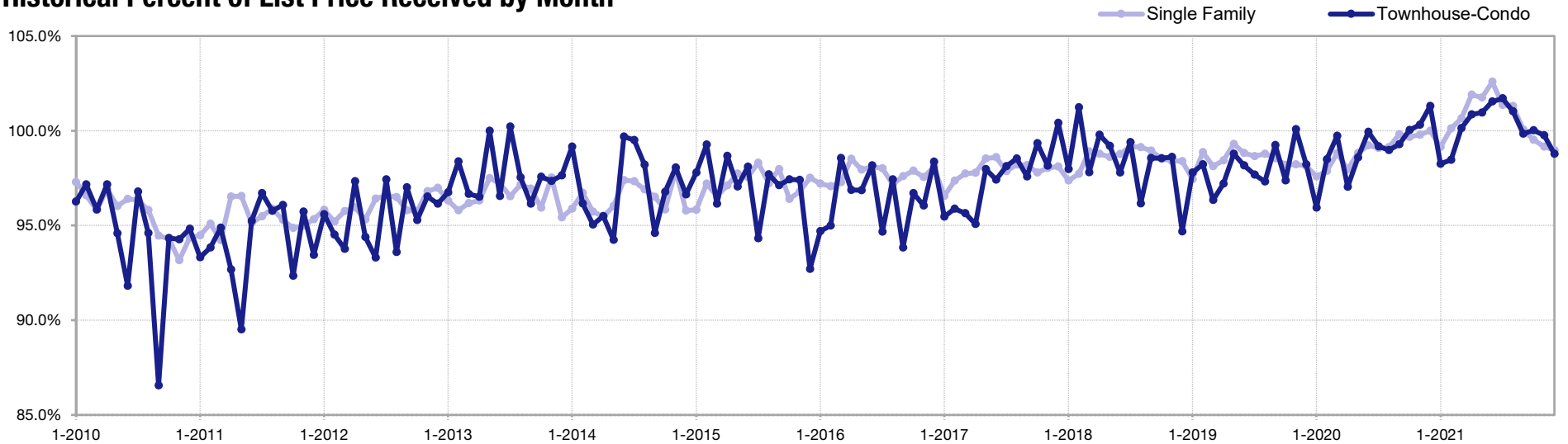


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	99.1%	+1.5%	98.3%	+2.5%
Feb-2021	100.1%	+2.2%	98.5%	0.0%
Mar-2021	100.6%	+1.8%	100.1%	+0.4%
Apr-2021	101.9%	+4.0%	100.9%	+4.0%
May-2021	101.8%	+3.0%	101.0%	+2.4%
Jun-2021	102.6%	+3.4%	101.5%	+1.6%
Jul-2021	101.4%	+2.3%	101.7%	+2.5%
Aug-2021	101.3%	+2.2%	101.0%	+2.0%
Sep-2021	100.1%	+0.3%	99.8%	+0.5%
Oct-2021	99.5%	-0.2%	100.0%	0.0%
Nov-2021	99.2%	-0.6%	99.8%	-0.5%
Dec-2021	99.0%	-1.0%	98.8%	-2.5%

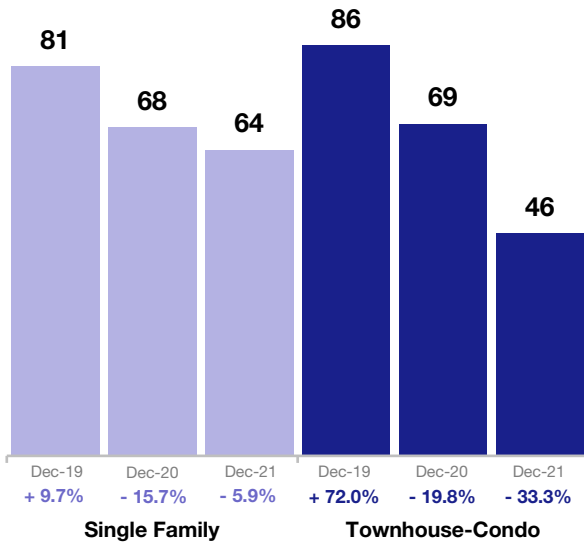
Historical Percent of List Price Received by Month



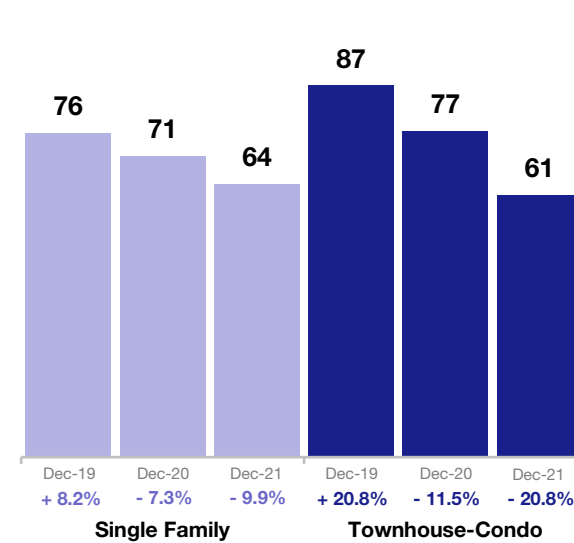
Days on Market Until Sale



December

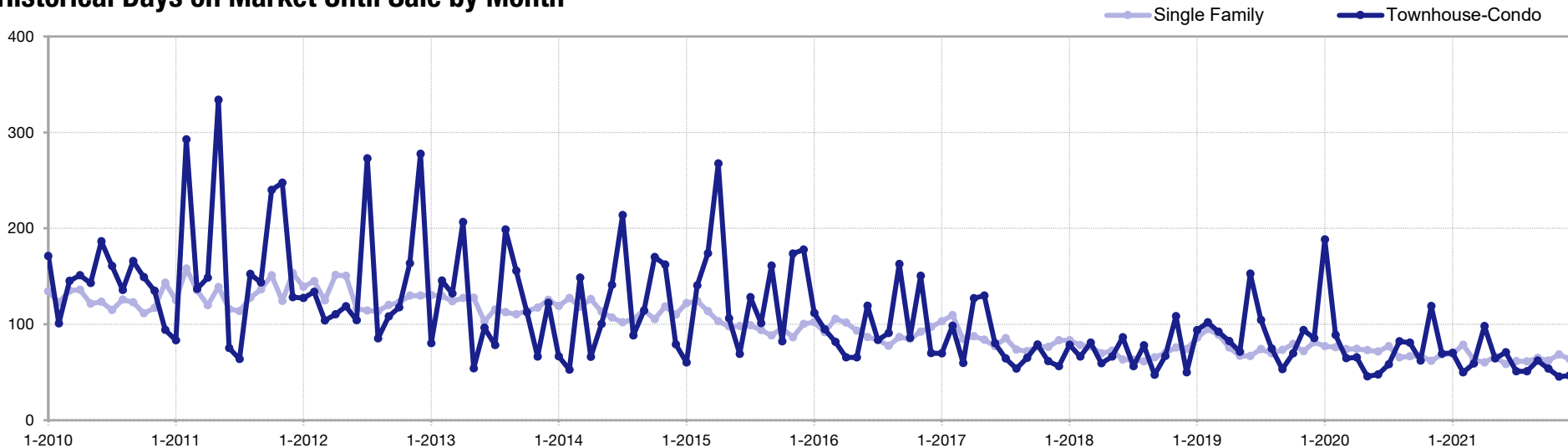


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	69	-10.4%	70	-63.0%
Feb-2021	78	+2.6%	50	-43.8%
Mar-2021	63	-14.9%	59	-9.2%
Apr-2021	60	-18.9%	98	+48.5%
May-2021	66	-9.6%	64	+39.1%
Jun-2021	58	-18.3%	71	+47.9%
Jul-2021	62	-19.5%	51	-12.1%
Aug-2021	61	-7.6%	51	-37.8%
Sep-2021	65	-3.0%	62	-23.5%
Oct-2021	62	-7.5%	54	-12.9%
Nov-2021	68	+9.7%	46	-61.3%
Dec-2021	64	-5.9%	46	-33.3%

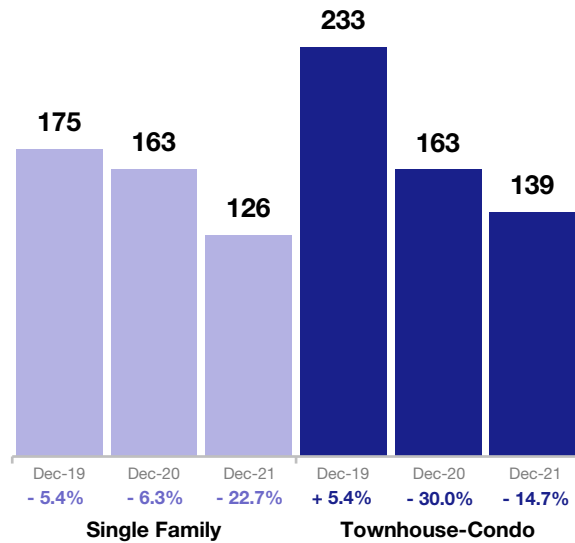
Historical Days on Market Until Sale by Month



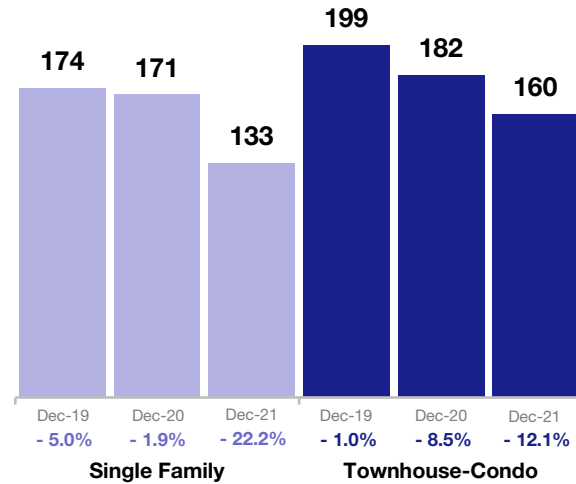
Housing Affordability Index



December

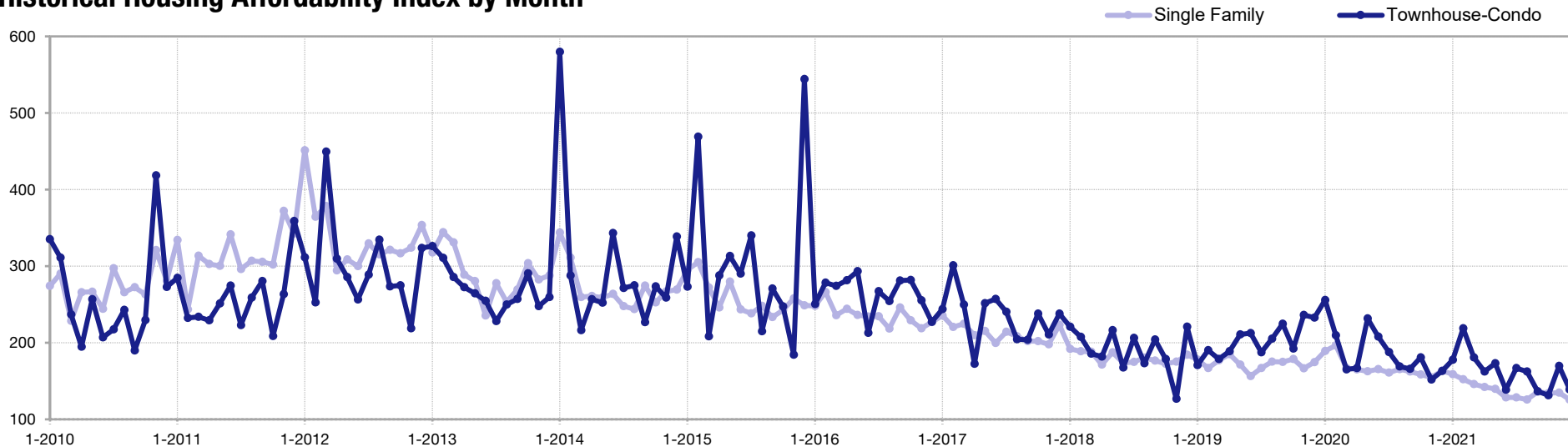


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	159	-15.9%	177	-30.9%
Feb-2021	152	-22.8%	219	+4.3%
Mar-2021	146	-12.6%	181	+9.7%
Apr-2021	142	-13.9%	162	-3.0%
May-2021	140	-14.1%	173	-25.4%
Jun-2021	129	-21.8%	139	-33.2%
Jul-2021	129	-19.9%	167	-11.2%
Aug-2021	126	-23.6%	162	-4.1%
Sep-2021	136	-16.0%	136	-18.1%
Oct-2021	134	-15.2%	131	-27.6%
Nov-2021	135	-12.9%	170	+11.8%
Dec-2021	126	-22.7%	139	-14.7%

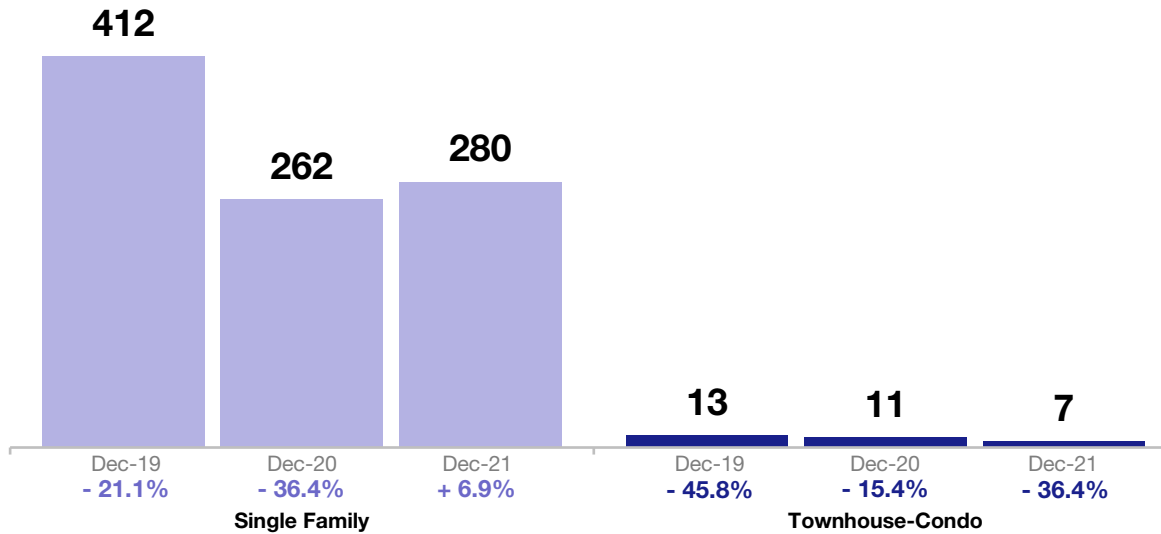
Historical Housing Affordability Index by Month



Inventory of Active Listings

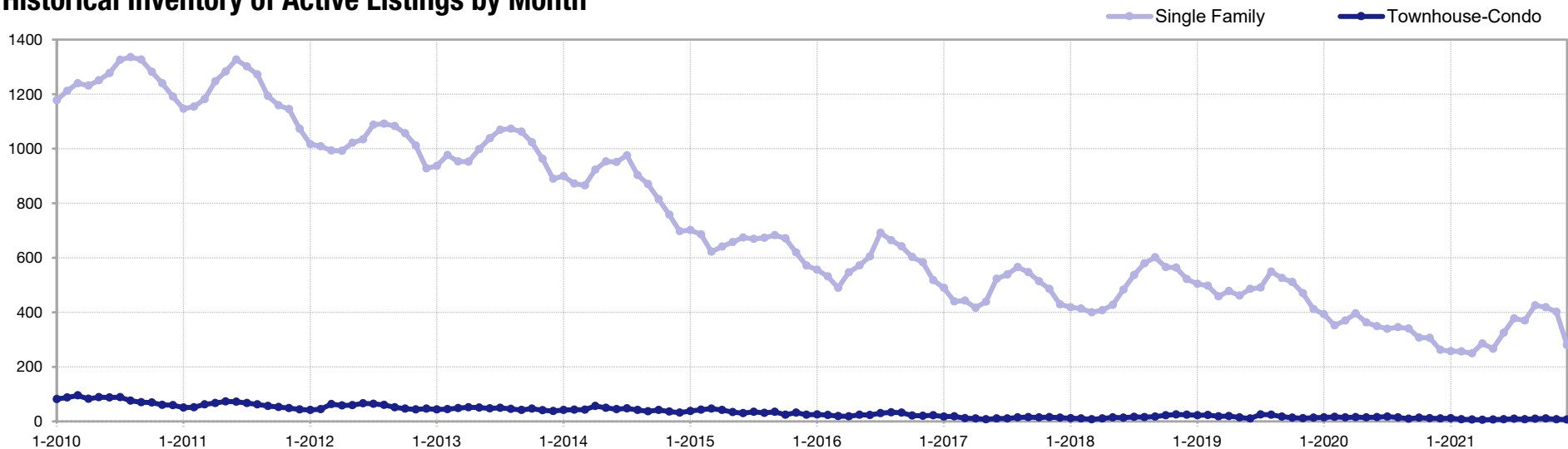


December



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	257	-34.6%	12	-14.3%
Feb-2021	256	-27.3%	8	-50.0%
Mar-2021	250	-32.4%	7	-50.0%
Apr-2021	286	-27.8%	6	-60.0%
May-2021	266	-26.7%	7	-50.0%
Jun-2021	325	-6.9%	8	-46.7%
Jul-2021	377	+11.2%	10	-41.2%
Aug-2021	370	+7.2%	8	-42.9%
Sep-2021	425	+25.0%	10	0.0%
Oct-2021	418	+36.2%	11	-15.4%
Nov-2021	402	+31.4%	8	-33.3%
Dec-2021	280	+6.9%	7	-36.4%

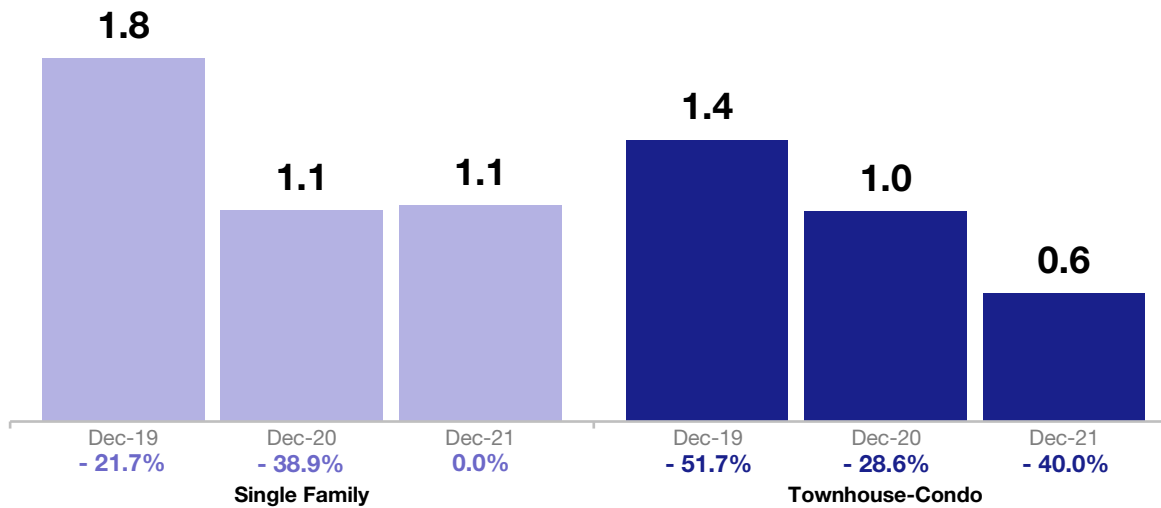
Historical Inventory of Active Listings by Month



Months Supply of Inventory

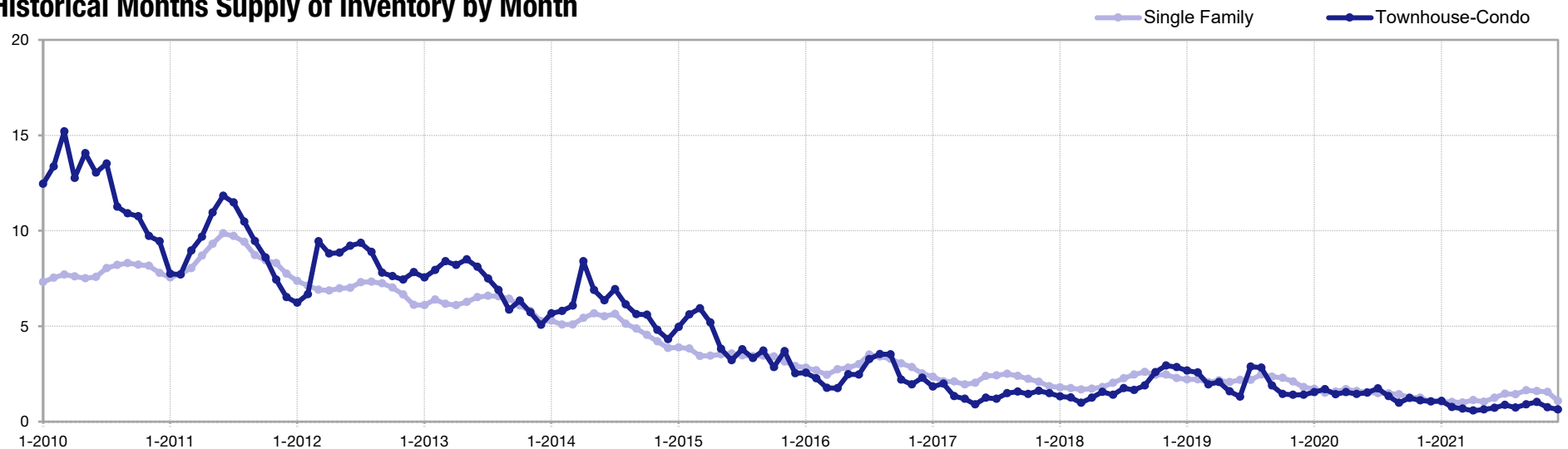


December



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2021	1.0	-41.2%	1.1	-26.7%
Feb-2021	1.0	-33.3%	0.8	-52.9%
Mar-2021	1.0	-37.5%	0.7	-50.0%
Apr-2021	1.1	-35.3%	0.6	-60.0%
May-2021	1.0	-37.5%	0.6	-57.1%
Jun-2021	1.2	-20.0%	0.7	-53.3%
Jul-2021	1.5	0.0%	0.9	-47.1%
Aug-2021	1.4	-6.7%	0.7	-46.2%
Sep-2021	1.6	+14.3%	0.9	-10.0%
Oct-2021	1.6	+23.1%	1.0	-16.7%
Nov-2021	1.5	+25.0%	0.7	-36.4%
Dec-2021	1.1	0.0%	0.6	-40.0%

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.



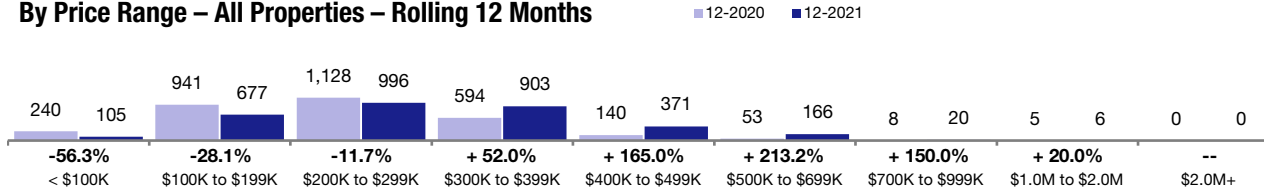
Key Metrics	Historical Sparkbars	12-2020	12-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		195	210	+ 7.7%	3,527	3,971	+ 12.6%
Pending Sales		209	256	+ 22.5%	3,202	3,327	+ 3.9%
Sold Listings		261	263	+ 0.8%	3,109	3,244	+ 4.3%
Median Sales Price		\$246,700	\$299,950	+ 21.6%	\$235,000	\$280,000	+ 19.1%
Avg. Sales Price		\$266,118	\$318,680	+ 19.8%	\$241,932	\$295,302	+ 22.1%
Pct. of List Price Received		100.0%	99.0%	- 1.0%	99.1%	100.6%	+ 1.5%
Days on Market		68	63	- 7.4%	71	64	- 9.9%
Affordability Index		163	126	- 22.7%	172	135	- 21.5%
Active Listings		273	287	+ 5.1%	--	--	--
Months Supply		1.1	1.1	0.0%	--	--	--

Sold Listings

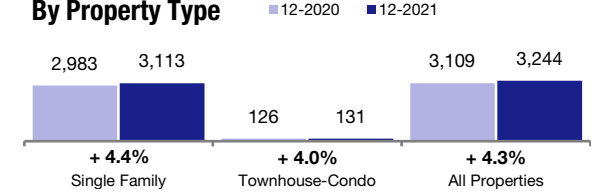
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	12-2020	12-2021	Change	12-2020	12-2021	Change
\$99,999 and Below	235	101	-57.0%	5	4	-20.0%
\$100,000 to \$199,999	895	642	-28.3%	46	35	-23.9%
\$200,000 to \$299,999	1,067	928	-13.0%	61	68	+11.5%
\$300,000 to \$399,999	581	882	+51.8%	13	21	+61.5%
\$400,000 to \$499,999	139	370	+166.2%	1	1	0.0%
\$500,000 to \$699,999	53	166	+213.2%	0	0	--
\$700,000 to \$999,999	8	18	+125.0%	0	2	--
\$1,000,000 to \$1,999,999	5	6	+20.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,983	3,113	+4.4%	126	131	+4.0%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	11-2021	12-2021	Change	11-2021	12-2021	Change
\$99,999 and Below	5	5	0.0%	0	0	--
\$100,000 to \$199,999	48	40	-16.7%	2	3	+50.0%
\$200,000 to \$299,999	75	81	+8.0%	5	3	-40.0%
\$300,000 to \$399,999	68	71	+4.4%	3	4	+33.3%
\$400,000 to \$499,999	40	37	-7.5%	0	0	--
\$500,000 to \$699,999	11	16	+45.5%	0	0	--
\$700,000 to \$999,999	2	1	-50.0%	0	0	--
\$1,000,000 to \$1,999,999	0	2	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	249	253	+1.6%	10	10	0.0%

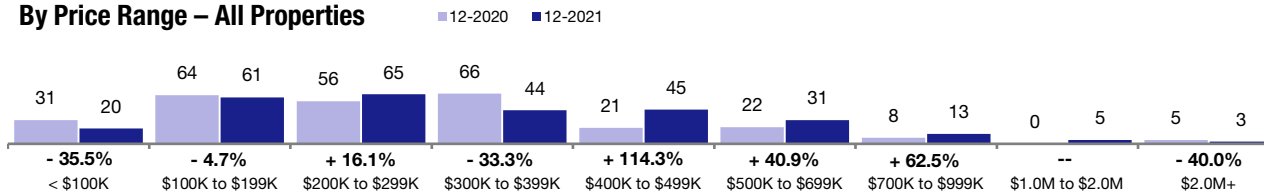
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	12-2020	12-2021	Change	12-2020	12-2021	Change
\$99,999 and Below	235	101	-57.0%	5	4	-20.0%
\$100,000 to \$199,999	895	642	-28.3%	46	35	-23.9%
\$200,000 to \$299,999	1,067	928	-13.0%	61	68	+11.5%
\$300,000 to \$399,999	581	882	+51.8%	13	21	+61.5%
\$400,000 to \$499,999	139	370	+166.2%	1	1	0.0%
\$500,000 to \$699,999	53	166	+213.2%	0	0	--
\$700,000 to \$999,999	8	18	+125.0%	0	2	--
\$1,000,000 to \$1,999,999	5	6	+20.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,983	3,113	+4.4%	126	131	+4.0%

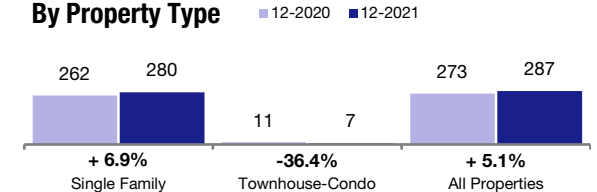
Inventory of Active Listings

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		
	12-2020	12-2021	Change	12-2020	12-2021	Change
\$99,999 and Below	31	20	-35.5%	0	0	--
\$100,000 to \$199,999	63	59	-6.3%	1	2	+100.0%
\$200,000 to \$299,999	52	63	+21.2%	4	2	-50.0%
\$300,000 to \$399,999	63	44	-30.2%	3	0	-100.0%
\$400,000 to \$499,999	19	43	+126.3%	2	2	0.0%
\$500,000 to \$699,999	22	31	+40.9%	0	0	--
\$700,000 to \$999,999	7	12	+71.4%	1	1	0.0%
\$1,000,000 to \$1,999,999	0	5	--	0	0	--
\$2,000,000 and Above	5	3	-40.0%	0	0	--
All Price Ranges	262	280	+6.9%	11	7	-36.4%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	11-2021	12-2021	Change	11-2021	12-2021	Change
\$99,999 and Below	20	20	0.0%	0	0	--
\$100,000 to \$199,999	90	59	-34.4%	1	2	+100.0%
\$200,000 to \$299,999	90	63	-30.0%	2	2	0.0%
\$300,000 to \$399,999	81	44	-45.7%	1	0	-100.0%
\$400,000 to \$499,999	50	43	-14.0%	3	2	-33.3%
\$500,000 to \$699,999	45	31	-31.1%	0	0	--
\$700,000 to \$999,999	16	12	-25.0%	1	1	0.0%
\$1,000,000 to \$1,999,999	5	5	0.0%	0	0	--
\$2,000,000 and Above	5	3	-40.0%	0	0	--
All Price Ranges	402	280	-30.3%	8	7	-12.5%

Year to Date

By Price Range	Single Family			Townhouse-Condo		
	12-2020	12-2021	Change	12-2020	12-2021	Change
\$99,999 and Below	235	101	-57.0%	5	4	-20.0%
\$100,000 to \$199,999	895	642	-28.3%	46	35	-23.9%
\$200,000 to \$299,999	1,067	928	-13.0%	61	68	+11.5%
\$300,000 to \$399,999	581	882	+51.8%	13	21	+61.5%
\$400,000 to \$499,999	139	370	+166.2%	1	1	0.0%
\$500,000 to \$699,999	53	166	+213.2%	0	0	--
\$700,000 to \$999,999	8	18	+125.0%	0	2	--
\$1,000,000 to \$1,999,999	5	6	+20.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,983	3,113	+4.4%	126	131	+4.0%

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.