

Local Market Update for May 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

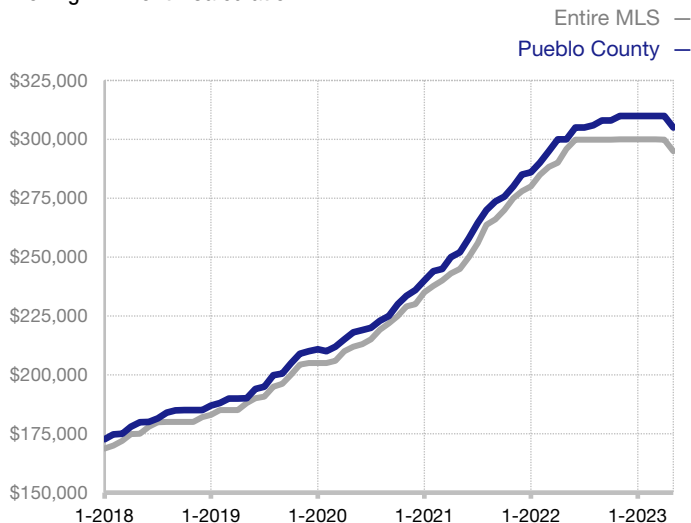
Single Family	May			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	374	296	- 20.9%	1,681	1,356	- 19.3%
Sold Listings	302	217	- 28.1%	1,334	911	- 31.7%
Median Sales Price*	\$337,000	\$305,000	- 9.5%	\$315,000	\$310,000	- 1.6%
Average Sales Price*	\$343,919	\$309,261	- 10.1%	\$325,128	\$316,547	- 2.6%
Percent of List Price Received*	100.6%	98.9%	- 1.7%	100.0%	98.4%	- 1.6%
Days on Market Until Sale	57	79	+ 38.6%	63	90	+ 42.9%
Inventory of Homes for Sale	440	501	+ 13.9%	--	--	--
Months Supply of Inventory	1.6	2.5	+ 56.3%	--	--	--

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

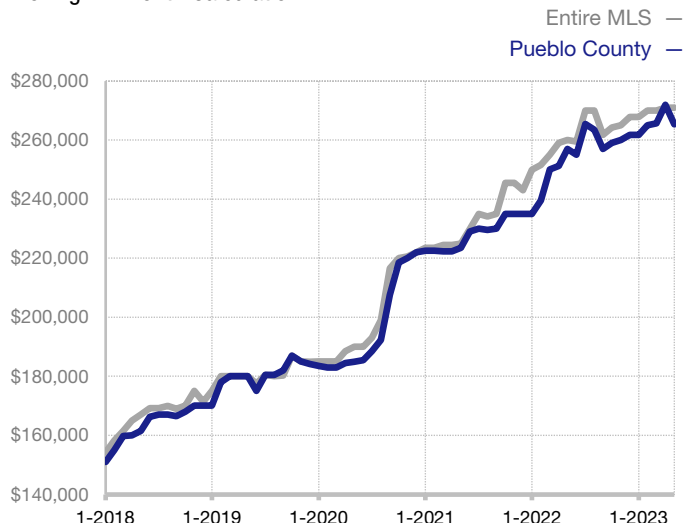
Townhouse/Condo	May			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	12	16	+ 33.3%	46	61	+ 32.6%
Sold Listings	9	8	- 11.1%	42	32	- 23.8%
Median Sales Price*	\$285,000	\$254,000	- 10.9%	\$257,450	\$267,500	+ 3.9%
Average Sales Price*	\$292,544	\$267,319	- 8.6%	\$274,764	\$275,264	+ 0.2%
Percent of List Price Received*	100.1%	99.3%	- 0.8%	100.5%	98.3%	- 2.2%
Days on Market Until Sale	36	75	+ 108.3%	48	72	+ 50.0%
Inventory of Homes for Sale	4	27	+ 575.0%	--	--	--
Months Supply of Inventory	0.4	3.4	+ 750.0%	--	--	--

* 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

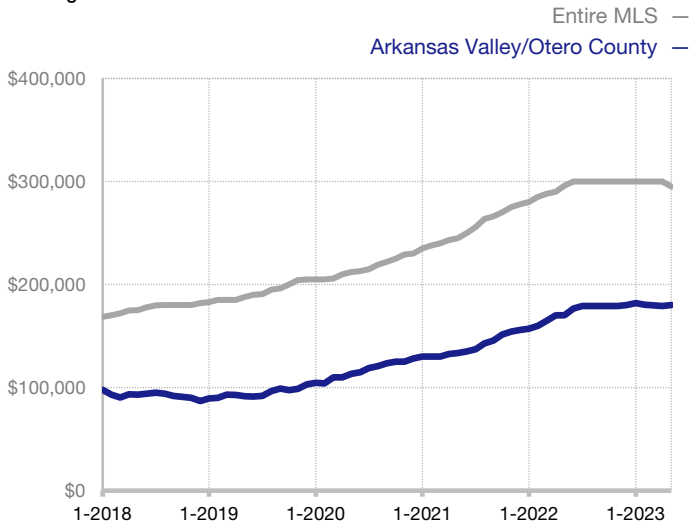
Single Family	May			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	54	44	- 18.5%	233	222	- 4.7%
Sold Listings	35	30	- 14.3%	156	151	- 3.2%
Median Sales Price*	\$150,000	\$184,200	+ 22.8%	\$174,000	\$160,000	- 8.0%
Average Sales Price*	\$265,094	\$212,953	- 19.7%	\$207,316	\$184,840	- 10.8%
Percent of List Price Received*	97.5%	95.7%	- 1.8%	95.5%	92.9%	- 2.7%
Days on Market Until Sale	83	133	+ 60.2%	91	109	+ 19.8%
Inventory of Homes for Sale	110	134	+ 21.8%	--	--	--
Months Supply of Inventory	3.3	4.1	+ 24.2%	--	--	--

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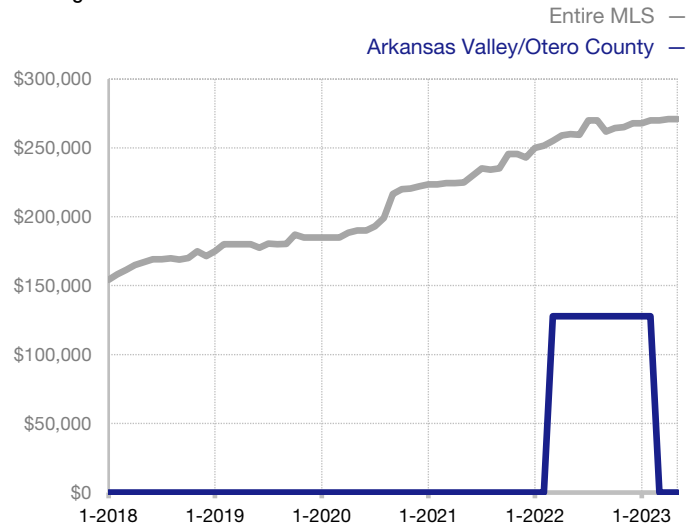
Townhouse/Condo	May			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$128,000	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$128,000	\$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	1	--	--	--	--
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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Fowler

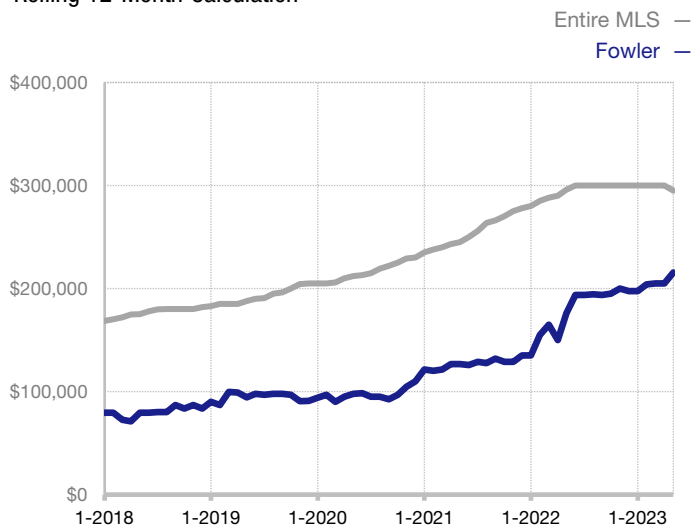
Single Family	May			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	5	4	- 20.0%	16	14	- 12.5%
Sold Listings	4	1	- 75.0%	15	5	- 66.7%
Median Sales Price*	\$200,000	\$300,000	+ 50.0%	\$190,000	\$223,000	+ 17.4%
Average Sales Price*	\$216,125	\$300,000	+ 38.8%	\$194,027	\$199,500	+ 2.8%
Percent of List Price Received*	99.9%	96.8%	- 3.1%	100.0%	93.4%	- 6.6%
Days on Market Until Sale	91	288	+ 216.5%	98	170	+ 73.5%
Inventory of Homes for Sale	9	13	+ 44.4%	--	--	--
Months Supply of Inventory	3.6	5.5	+ 52.8%	--	--	--

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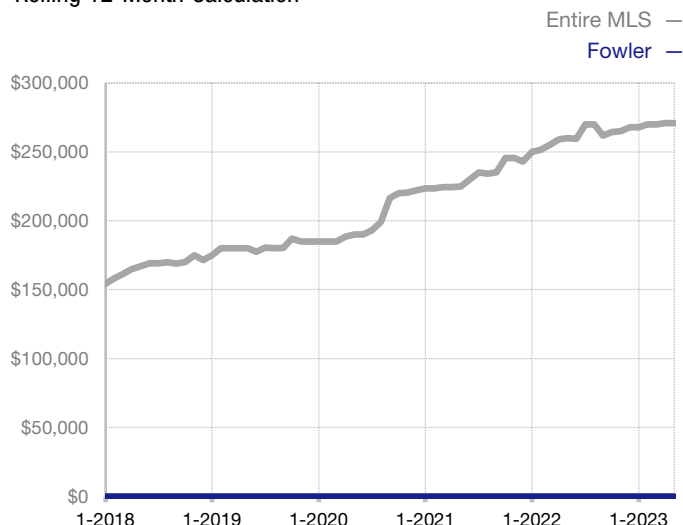
Townhouse/Condo	May			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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
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Local Market Update for May 2023

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Huerfano County

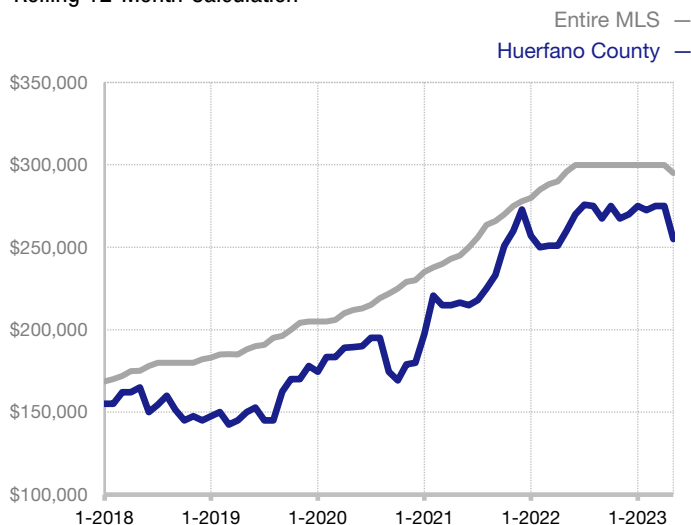
Single Family	May			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	13	18	+ 38.5%	49	58	+ 18.4%
Sold Listings	13	8	- 38.5%	47	26	- 44.7%
Median Sales Price*	\$389,000	\$251,000	- 35.5%	\$275,000	\$250,000	- 9.1%
Average Sales Price*	\$406,146	\$310,125	- 23.6%	\$337,094	\$297,227	- 11.8%
Percent of List Price Received*	97.5%	94.4%	- 3.2%	96.1%	94.3%	- 1.9%
Days on Market Until Sale	106	149	+ 40.6%	124	156	+ 25.8%
Inventory of Homes for Sale	34	63	+ 85.3%	--	--	--
Months Supply of Inventory	3.1	11.1	+ 258.1%	--	--	--

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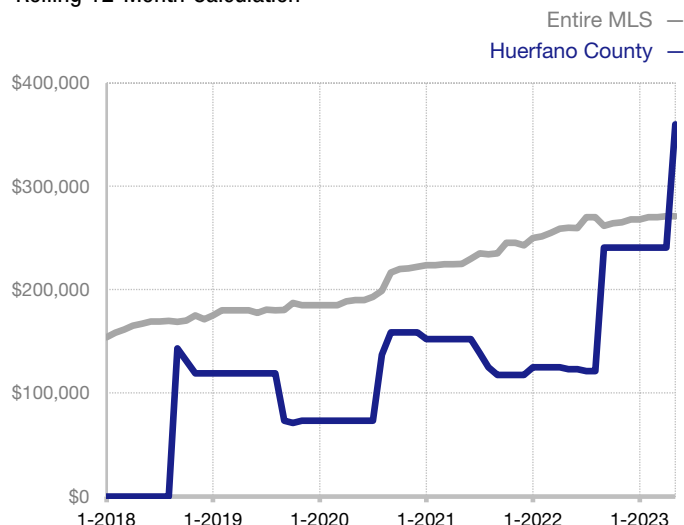
Townhouse/Condo	May			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	0	0	--	1	1	0.0%
Sold Listings	1	0	- 100.0%	1	0	- 100.0%
Median Sales Price*	\$121,050	\$0	- 100.0%	\$121,050	\$0	- 100.0%
Average Sales Price*	\$121,050	\$0	- 100.0%	\$121,050	\$0	- 100.0%
Percent of List Price Received*	100.9%	0.0%	- 100.0%	100.9%	0.0%	- 100.0%
Days on Market Until Sale	34	0	- 100.0%	34	0	- 100.0%
Inventory of Homes for Sale	0	2	--	--	--	--
Months Supply of Inventory	0.0	2.0	--	--	--	--

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Rolling 12-Month Calculation



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La Junta

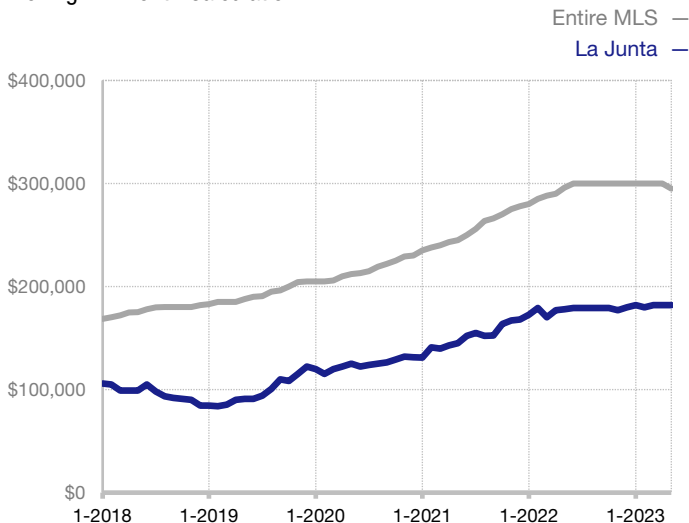
Single Family	May			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	13	9	- 30.8%	51	56	+ 9.8%
Sold Listings	11	11	0.0%	40	30	- 25.0%
Median Sales Price*	\$167,000	\$142,000	- 15.0%	\$170,000	\$164,500	- 3.2%
Average Sales Price*	\$376,709	\$164,564	- 56.3%	\$220,504	\$177,290	- 19.6%
Percent of List Price Received*	96.2%	92.9%	- 3.4%	94.0%	94.8%	+ 0.9%
Days on Market Until Sale	69	93	+ 34.8%	93	85	- 8.6%
Inventory of Homes for Sale	17	29	+ 70.6%	--	--	--
Months Supply of Inventory	2.0	4.2	+ 110.0%	--	--	--

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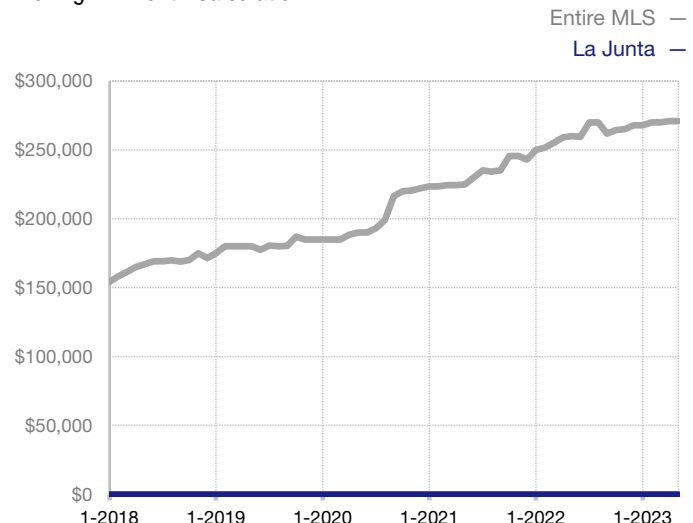
Townhouse/Condo	May			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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Lamar

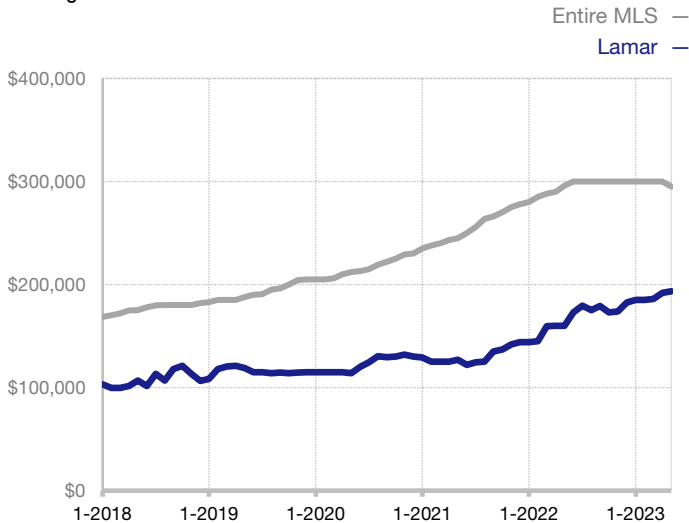
Single Family	May			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	8	6	- 25.0%	43	33	- 23.3%
Sold Listings	3	4	+ 33.3%	21	30	+ 42.9%
Median Sales Price*	\$148,000	\$139,000	- 6.1%	\$160,000	\$207,500	+ 29.7%
Average Sales Price*	\$124,333	\$152,750	+ 22.9%	\$211,048	\$243,117	+ 15.2%
Percent of List Price Received*	91.4%	97.8%	+ 7.0%	95.3%	93.9%	- 1.5%
Days on Market Until Sale	60	79	+ 31.7%	68	105	+ 54.4%
Inventory of Homes for Sale	8	14	+ 75.0%	--	--	--
Months Supply of Inventory	1.5	2.3	+ 53.3%	--	--	--

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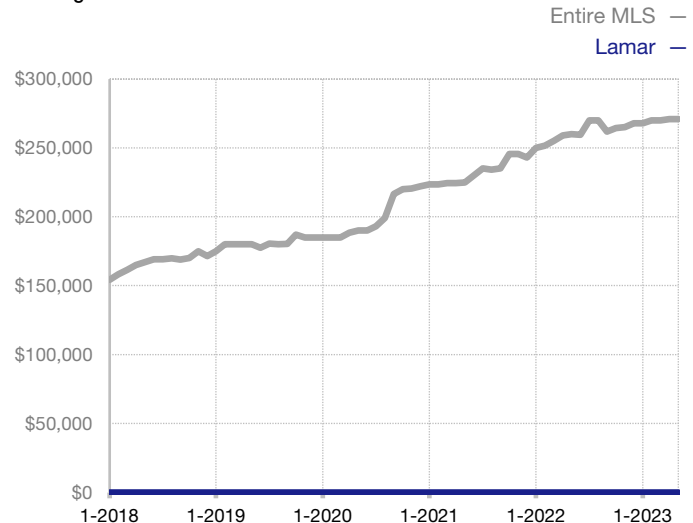
Townhouse/Condo	May			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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
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Las Animas

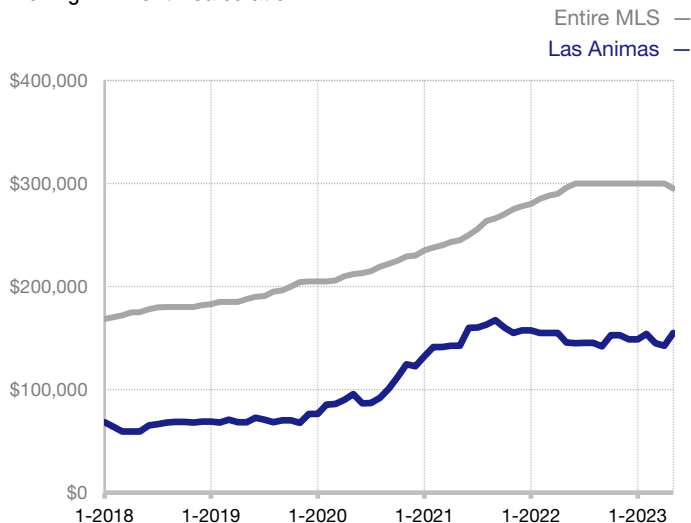
Single Family	May			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	4	6	+ 50.0%	15	18	+ 20.0%
Sold Listings	3	4	+ 33.3%	13	16	+ 23.1%
Median Sales Price*	\$138,000	\$242,500	+ 75.7%	\$138,000	\$133,500	- 3.3%
Average Sales Price*	\$126,000	\$328,750	+ 160.9%	\$138,538	\$166,619	+ 20.3%
Percent of List Price Received*	100.6%	98.2%	- 2.4%	94.6%	92.0%	- 2.7%
Days on Market Until Sale	116	136	+ 17.2%	128	120	- 6.3%
Inventory of Homes for Sale	7	8	+ 14.3%	--	--	--
Months Supply of Inventory	1.9	2.3	+ 21.1%	--	--	--

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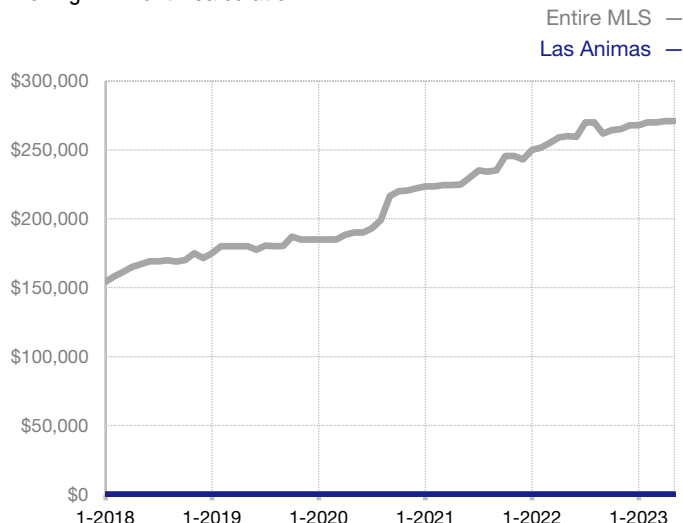
Townhouse/Condo	May			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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Rolling 12-Month Calculation



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Rocky Ford

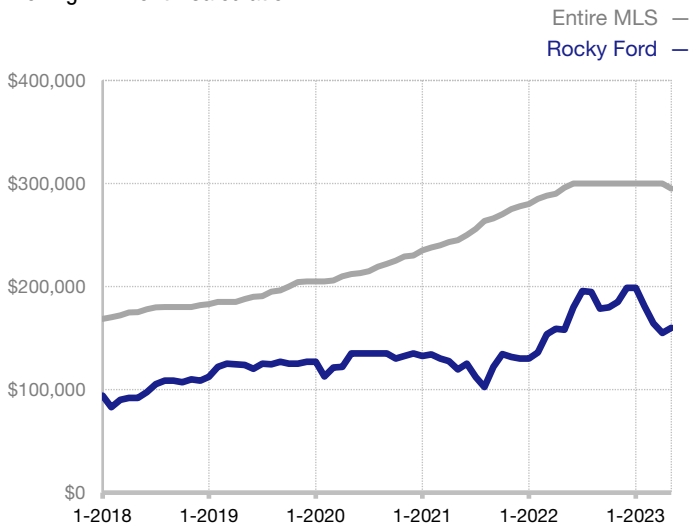
Single Family	May			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	4	6	+ 50.0%	27	29	+ 7.4%
Sold Listings	4	2	- 50.0%	21	19	- 9.5%
Median Sales Price*	\$139,000	\$175,500	+ 26.3%	\$177,000	\$136,000	- 23.2%
Average Sales Price*	\$156,750	\$175,500	+ 12.0%	\$224,452	\$130,042	- 42.1%
Percent of List Price Received*	102.9%	85.4%	- 17.0%	96.8%	92.2%	- 4.8%
Days on Market Until Sale	58	106	+ 82.8%	72	98	+ 36.1%
Inventory of Homes for Sale	13	18	+ 38.5%	--	--	--
Months Supply of Inventory	3.0	4.7	+ 56.7%	--	--	--

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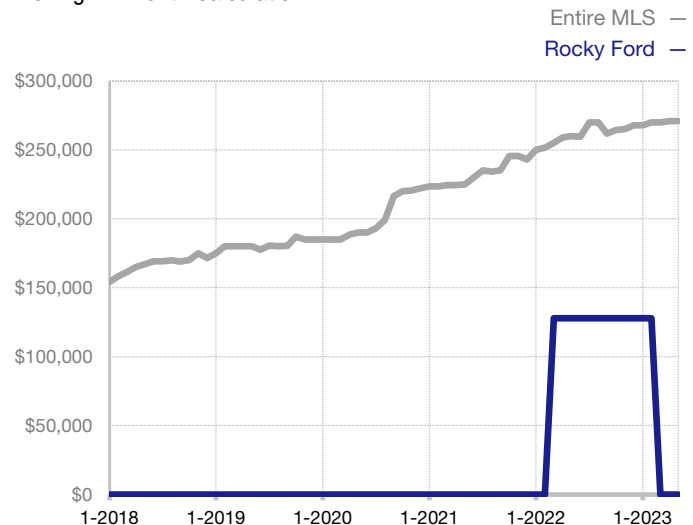
Townhouse/Condo	May			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$128,000	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$128,000	\$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



May 2023

Percent changes calculated using year-over-year comparisons.

New Listings were down 20.8 percent for single family homes but increased 33.3 percent for townhouse-condo properties. Pending Sales decreased 9.9 percent for single family homes and 50.0 percent for townhouse-condo properties.

The Median Sales Price was down 11.8 percent to \$300,000 for single family homes and 9.0 percent to \$254,000 for townhouse-condo properties. Days on Market increased 38.6 percent for single family homes and 114.3 percent for townhouse-condo properties.

While fluctuating interest rates have pushed some buyers to the sidelines, a shortage of inventory is also to blame for lower-than-average home sales this time of year, as current homeowners, many of whom locked in mortgage rates several percentage points below today's current rates, are delaying the decision to sell until market conditions improve. With only 2.9 months' supply heading into May, available homes are moving fast, with the typical home spending just over three weeks on the market, according to NAR.

Activity Snapshot

- 26.9%	- 10.4%	+ 19.6%
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	5-2022	5-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		385	305	- 20.8%	1,709	1,396	- 18.3%
Pending Sales		263	237	- 9.9%	1,390	1,082	- 22.2%
Sold Listings		302	220	- 27.2%	1,352	928	- 31.4%
Median Sales Price		\$340,000	\$300,000	- 11.8%	\$315,000	\$310,000	- 1.6%
Avg. Sales Price		\$324,889	\$307,676	- 5.3%	\$323,475	\$316,683	- 2.1%
Pct. of List Price Received		100.4%	98.9%	- 1.5%	99.9%	98.4%	- 1.5%
Days on Market		57	79	+ 38.6%	64	91	+ 42.2%
Affordability Index		92	95	+ 3.3%	99	92	- 7.1%
Active Listings		460	526	+ 14.3%	--	--	--
Months Supply		1.6	2.6	+ 62.5%	--	--	--

Townhouse-Condo Market Overview

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

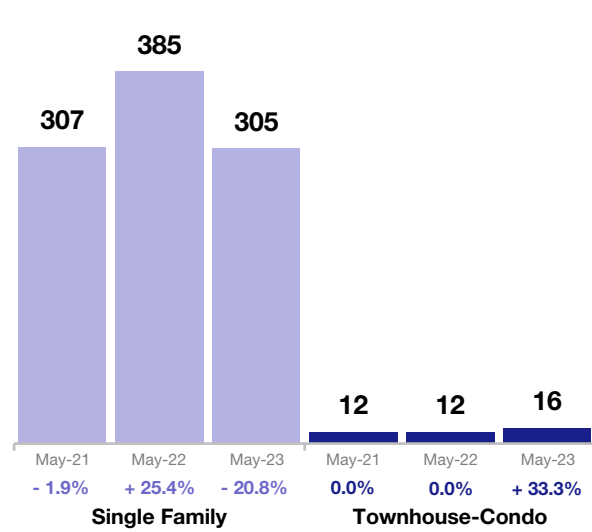


Key Metrics	Historical Sparkbars	5-2022	5-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		12	16	+ 33.3%	48	62	+ 29.2%
Pending Sales		12	6	- 50.0%	49	37	- 24.5%
Sold Listings		10	8	- 20.0%	44	32	- 27.3%
Median Sales Price		\$279,000	\$254,000	- 9.0%	\$257,450	\$267,500	+ 3.9%
Avg. Sales Price		\$275,395	\$267,319	- 2.9%	\$271,163	\$275,264	+ 1.5%
Pct. of List Price Received		100.2%	99.3%	- 0.9%	100.6%	98.3%	- 2.3%
Days on Market		35	75	+ 114.3%	47	72	+ 53.2%
Affordability Index		112	112	0.0%	121	106	- 12.4%
Active Listings		4	29	+ 625.0%	--	--	--
Months Supply		0.4	3.6	+ 800.0%	--	--	--

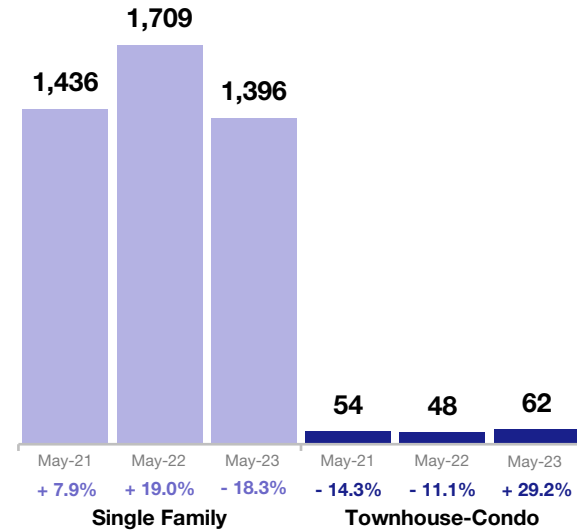
New Listings



May

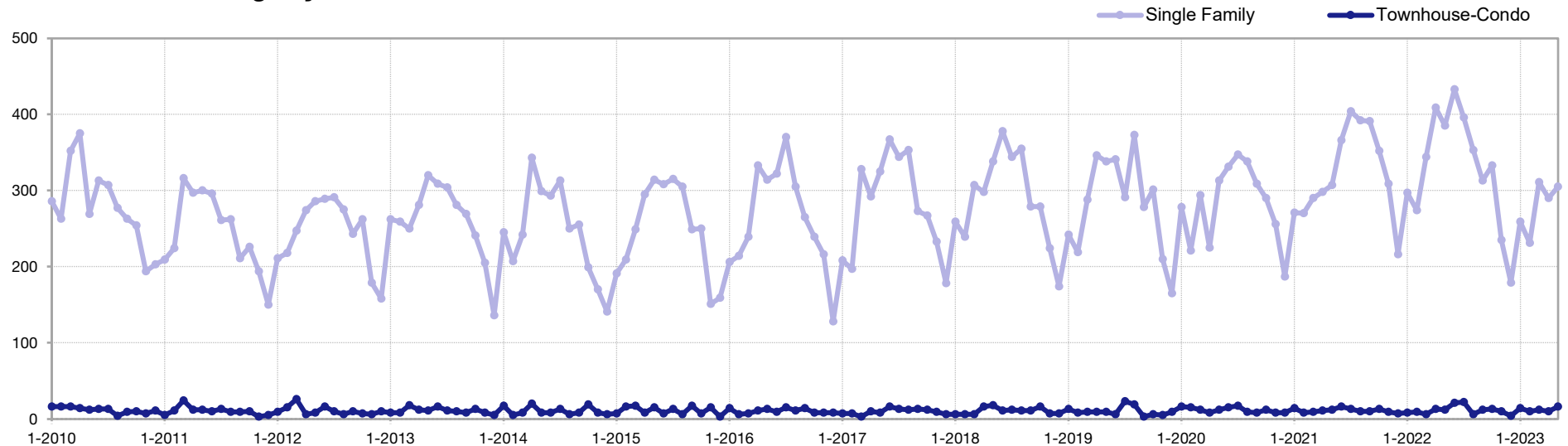


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2022	433	+18.3%	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	179	-17.1%	4	-42.9%
Jan-2023	259	-12.8%	14	+75.0%
Feb-2023	231	-15.7%	10	+11.1%
Mar-2023	311	-9.6%	12	+100.0%
Apr-2023	290	-29.1%	10	-23.1%
May-2023	305	-20.8%	16	+33.3%

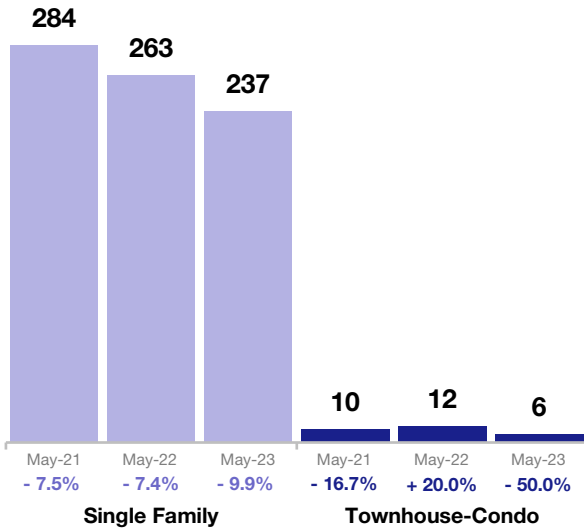
Historical New Listings by Month



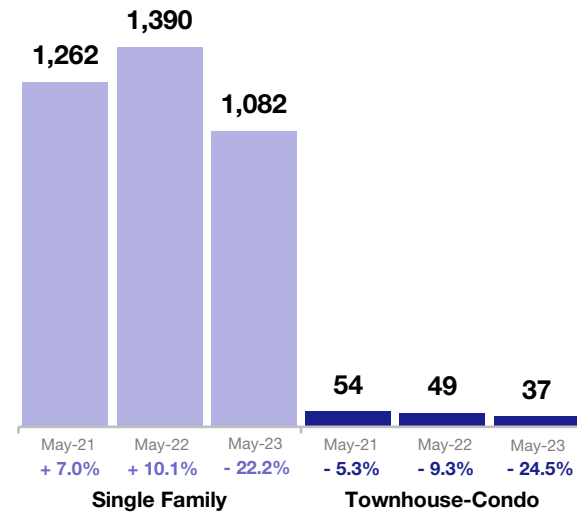
Pending Sales



May

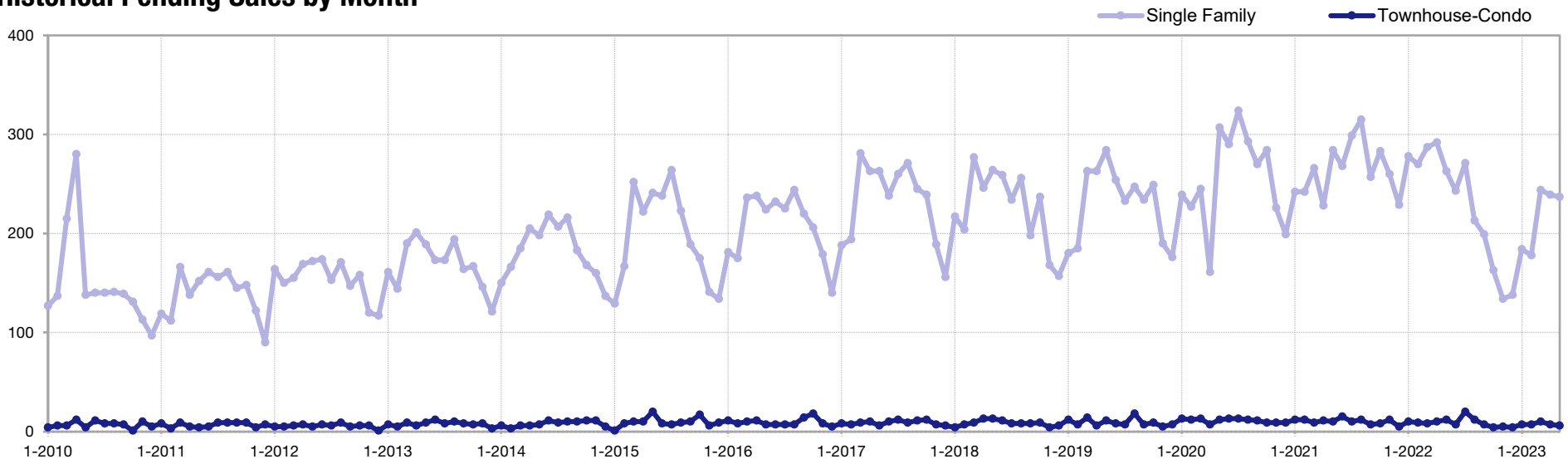


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2022	243	-9.3%	7	-53.3%
Jul-2022	271	-9.4%	20	+100.0%
Aug-2022	213	-32.4%	12	0.0%
Sep-2022	199	-22.6%	7	0.0%
Oct-2022	163	-42.4%	4	-50.0%
Nov-2022	134	-48.5%	5	-58.3%
Dec-2022	138	-39.7%	4	-20.0%
Jan-2023	184	-33.8%	7	-30.0%
Feb-2023	178	-34.1%	7	-22.2%
Mar-2023	244	-15.0%	10	+25.0%
Apr-2023	239	-18.2%	7	-30.0%
May-2023	237	-9.9%	6	-50.0%

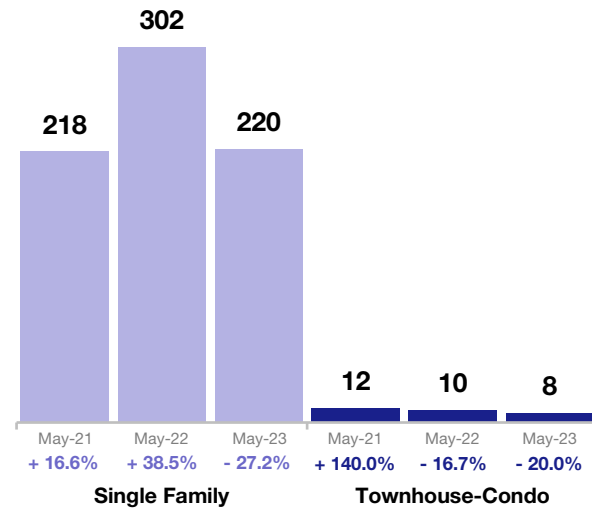
Historical Pending Sales by Month



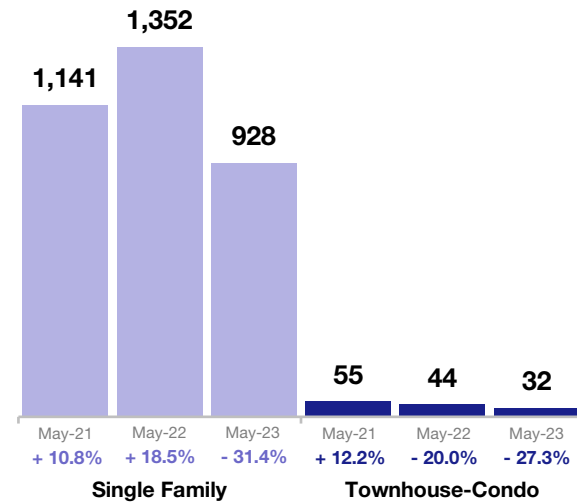
Sold Listings



May

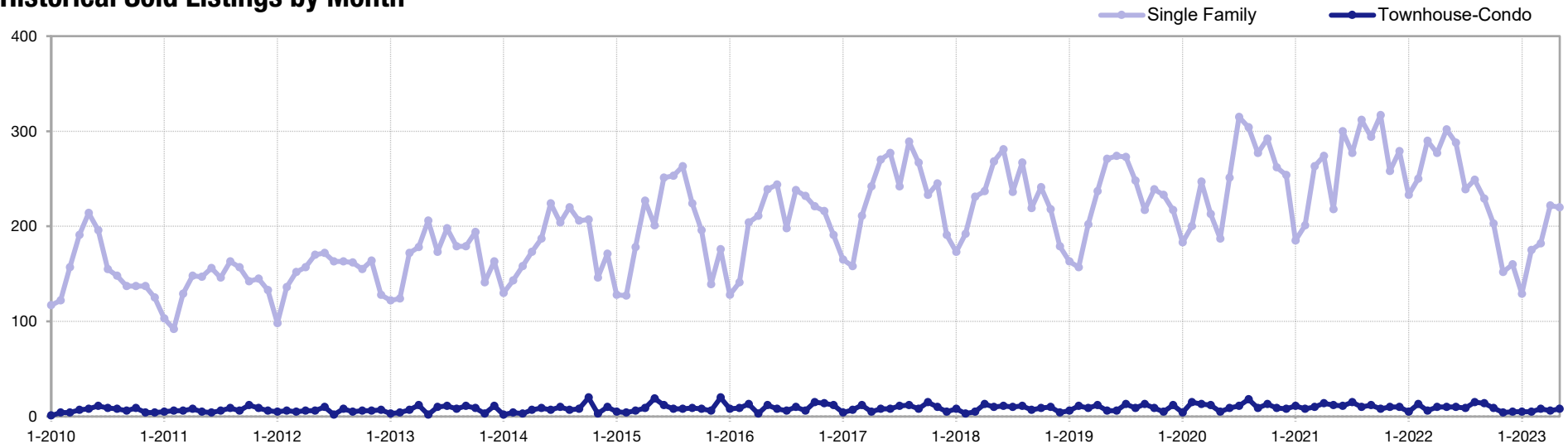


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2022	288	-4.0%	10	-9.1%
Jul-2022	239	-13.7%	9	-40.0%
Aug-2022	249	-20.2%	15	+50.0%
Sep-2022	229	-22.1%	14	+16.7%
Oct-2022	203	-36.0%	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	182	-37.2%	8	+33.3%
Apr-2023	222	-19.9%	6	-40.0%
May-2023	220	-27.2%	8	-20.0%

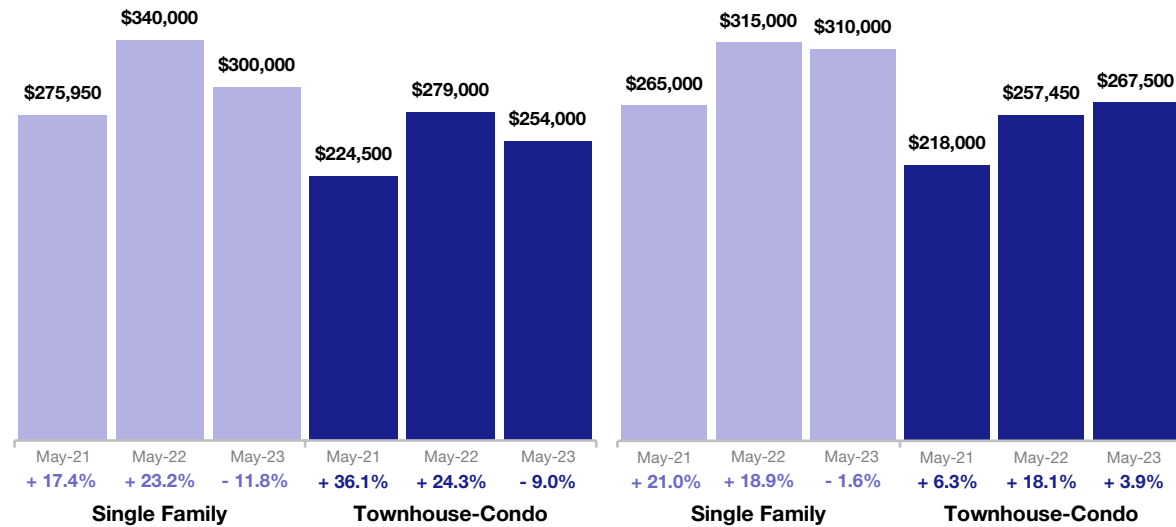
Historical Sold Listings by Month



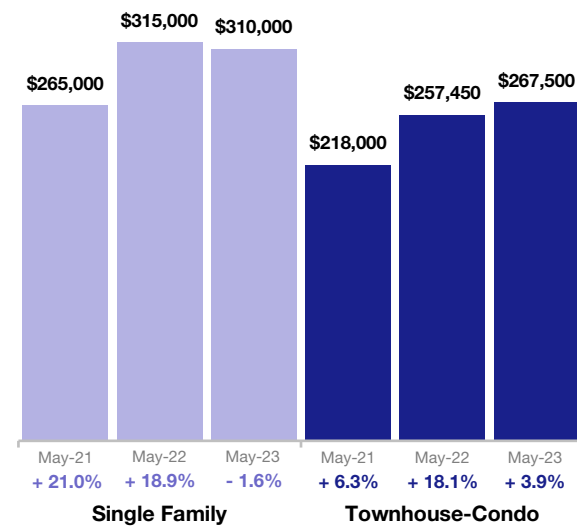
Median Sales Price



May

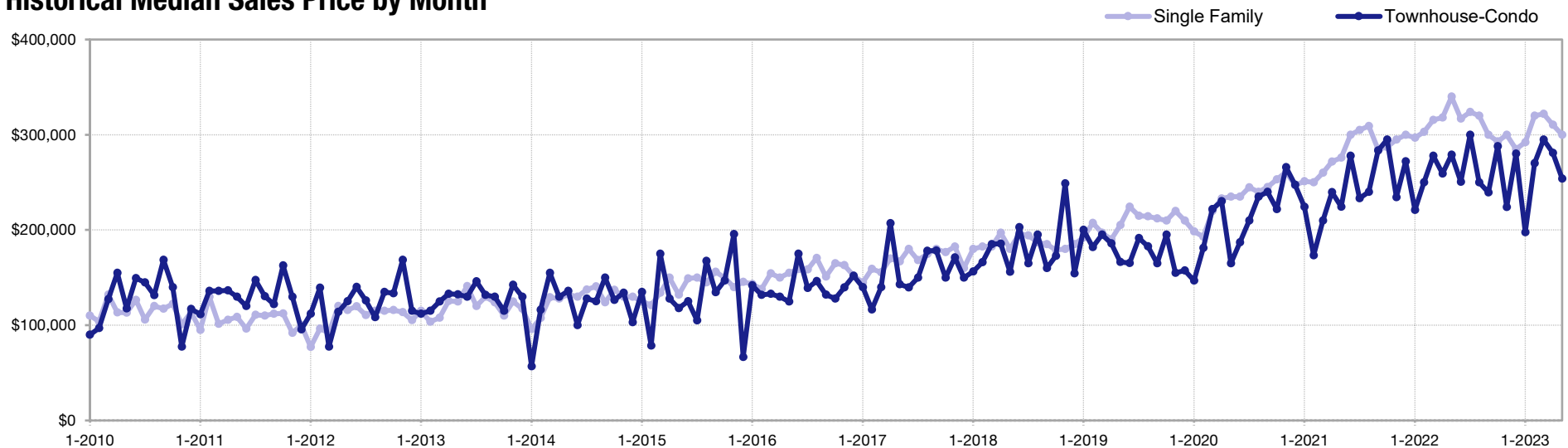


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$300,000	+5.5%	\$239,500	-15.5%
Oct-2022	\$293,071	+2.1%	\$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	\$322,000	+2.1%	\$294,995	+6.1%
Apr-2023	\$310,500	-2.4%	\$281,000	+8.4%
May-2023	\$300,000	-11.8%	\$254,000	-9.0%

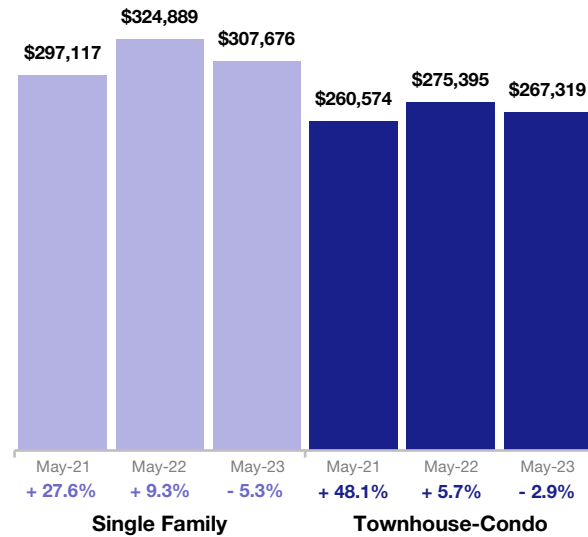
Historical Median Sales Price by Month



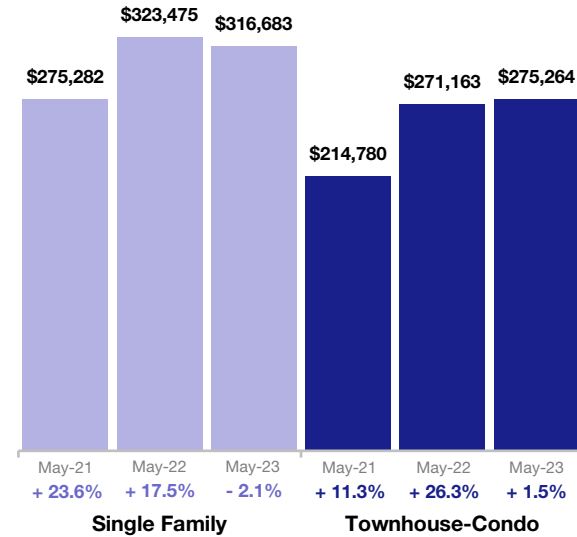
Average Sales Price



May

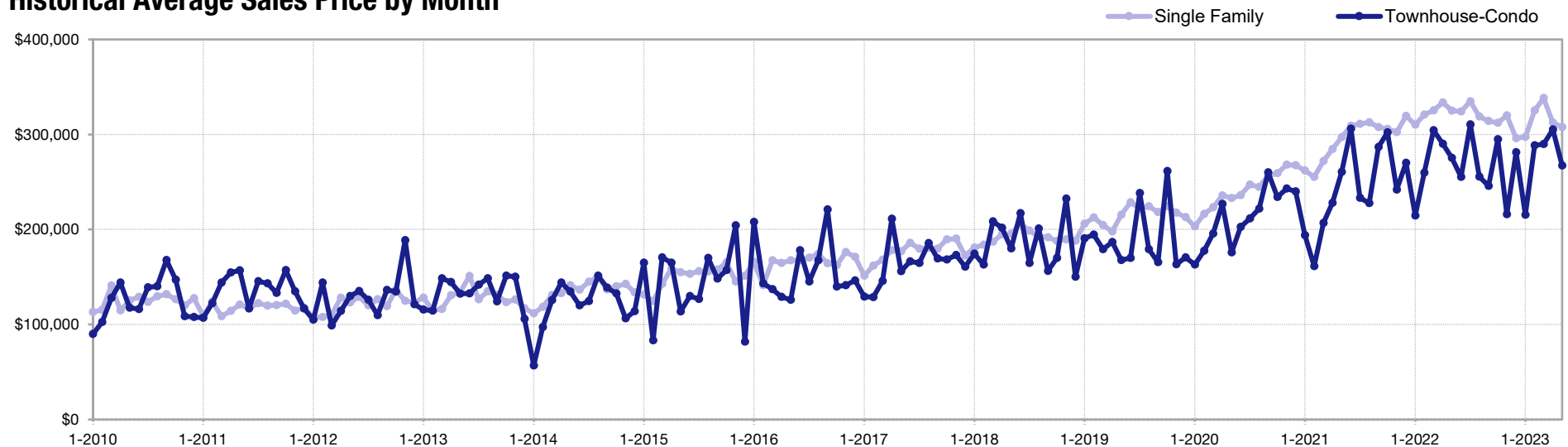


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2022	\$324,201	+4.8%	\$255,310	-16.6%
Jul-2022	\$334,790	+7.6%	\$310,611	+33.1%
Aug-2022	\$319,001	+2.0%	\$255,593	+12.2%
Sep-2022	\$314,129	+2.1%	\$245,814	-14.3%
Oct-2022	\$312,155	+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	\$325,282	+1.4%	\$288,380	+11.0%
Mar-2023	\$338,285	+4.0%	\$289,924	-4.7%
Apr-2023	\$312,415	-6.3%	\$305,183	+5.2%
May-2023	\$307,676	-5.3%	\$267,319	-2.9%

Historical Average Sales Price by Month

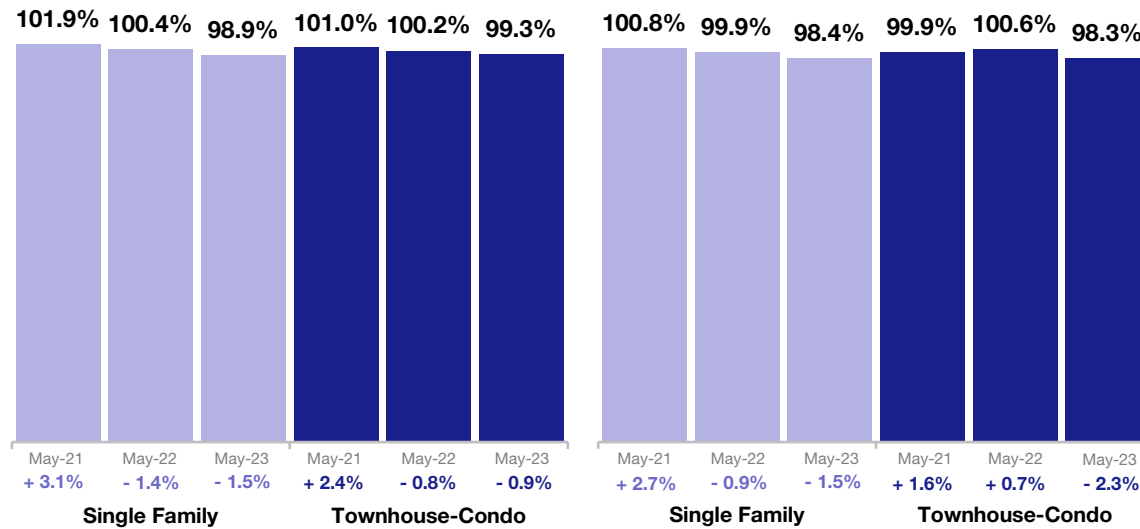


Percent of List Price Received



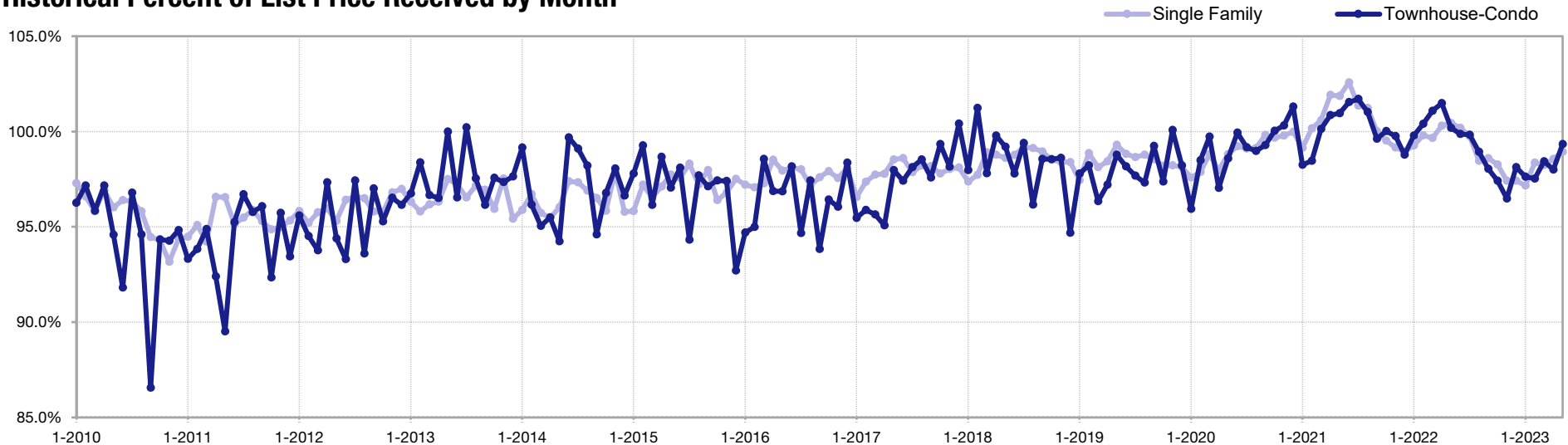
May

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Mar-2023	98.2%	-1.5%	98.4%	-2.7%
Apr-2023	98.6%	-1.7%	98.0%	-3.4%
May-2023	98.9%	-1.5%	99.3%	-0.9%

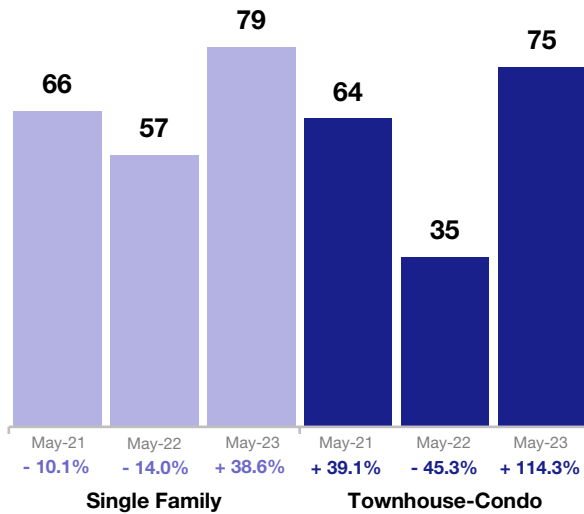
Historical Percent of List Price Received by Month



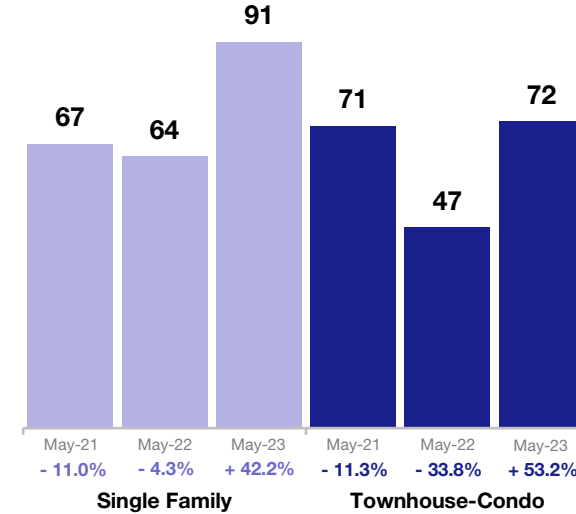
Days on Market Until Sale



May

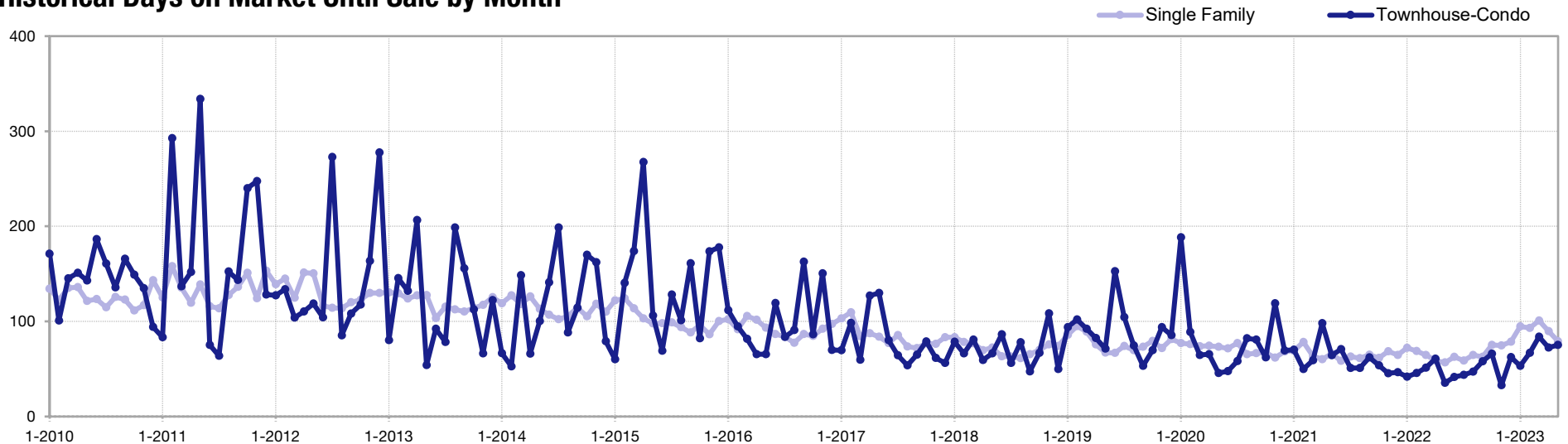


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	-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	101	+55.4%	84	+64.7%
Apr-2023	90	+52.5%	73	+19.7%
May-2023	79	+38.6%	75	+114.3%

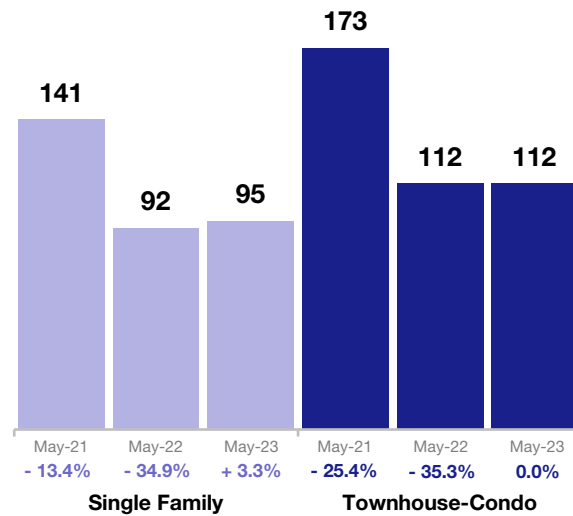
Historical Days on Market Until Sale by Month



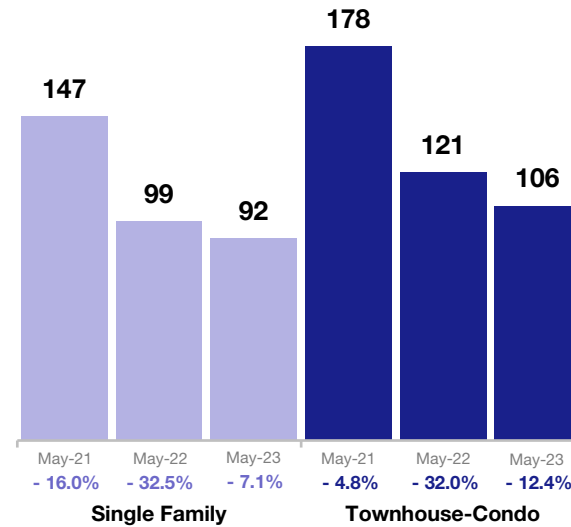
Housing Affordability Index



May

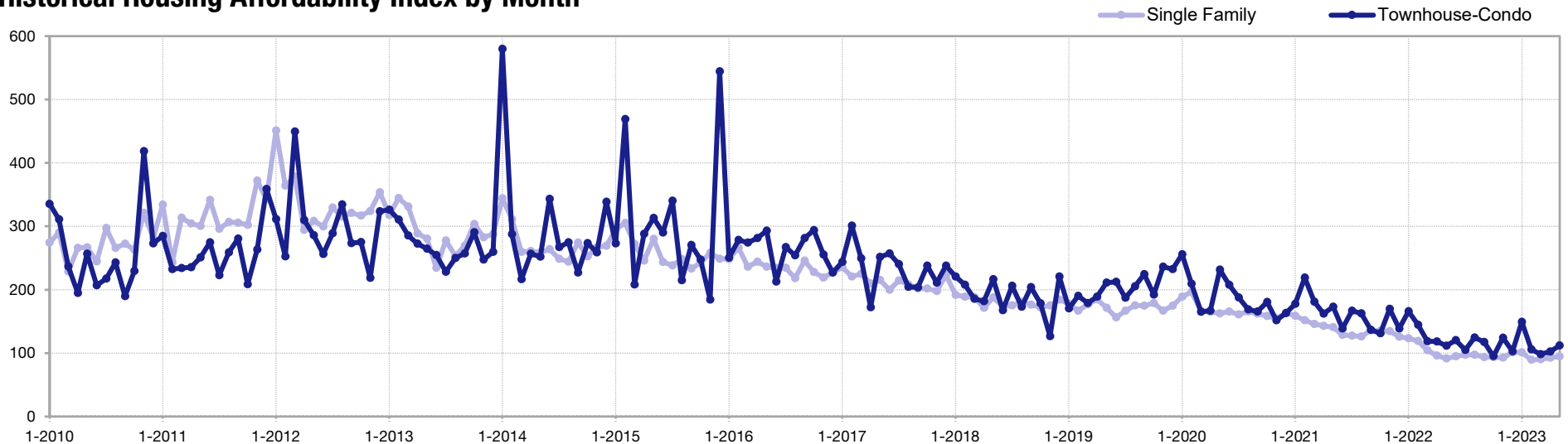


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	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	90	-13.5%	98	-17.6%
Apr-2023	93	-3.1%	102	-13.6%
May-2023	95	+3.3%	112	0.0%

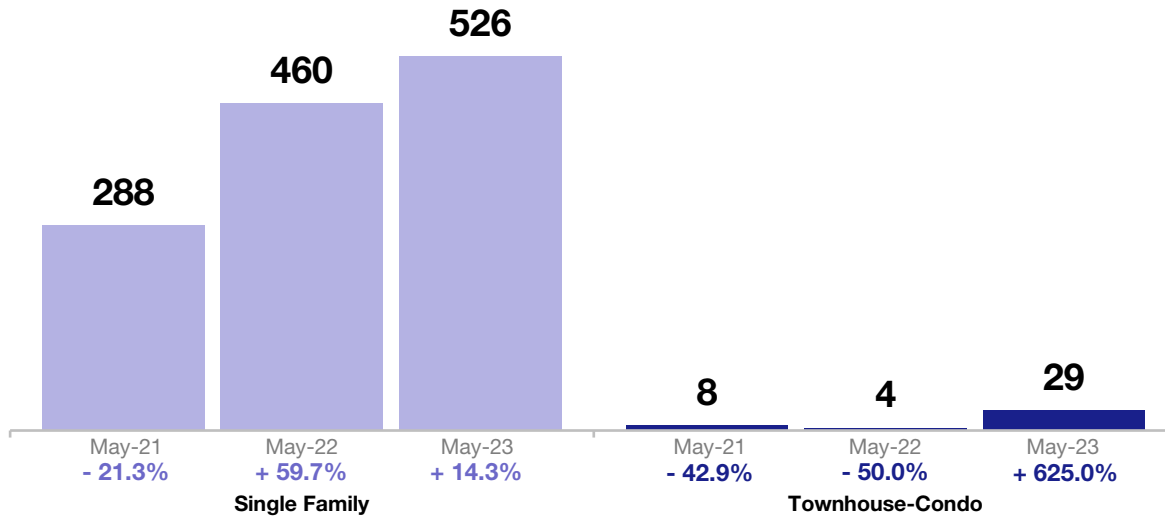
Historical Housing Affordability Index by Month



Inventory of Active Listings

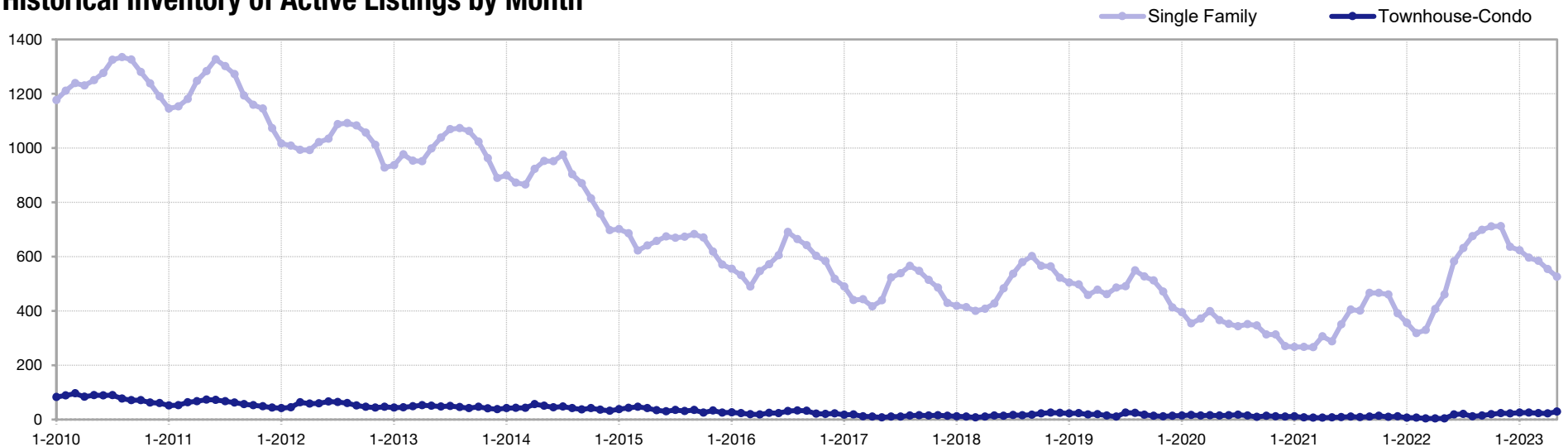


May



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2022	582	+66.3%	18	+100.0%
Jul-2022	631	+55.8%	20	+81.8%
Aug-2022	675	+68.3%	12	+33.3%
Sep-2022	698	+49.8%	14	+27.3%
Oct-2022	711	+52.6%	19	+46.2%
Nov-2022	712	+54.8%	23	+130.0%
Dec-2022	636	+62.7%	22	+83.3%
Jan-2023	623	+75.0%	25	+257.1%
Feb-2023	596	+87.4%	25	+257.1%
Mar-2023	584	+77.0%	23	+475.0%
Apr-2023	554	+36.1%	22	+450.0%
May-2023	526	+14.3%	29	+625.0%

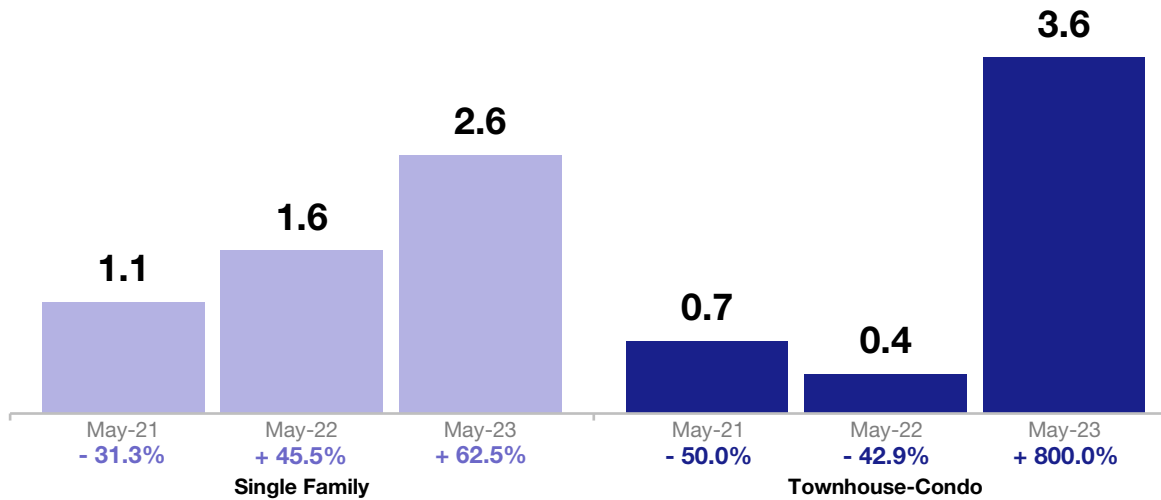
Historical Inventory of Active Listings by Month



Months Supply of Inventory

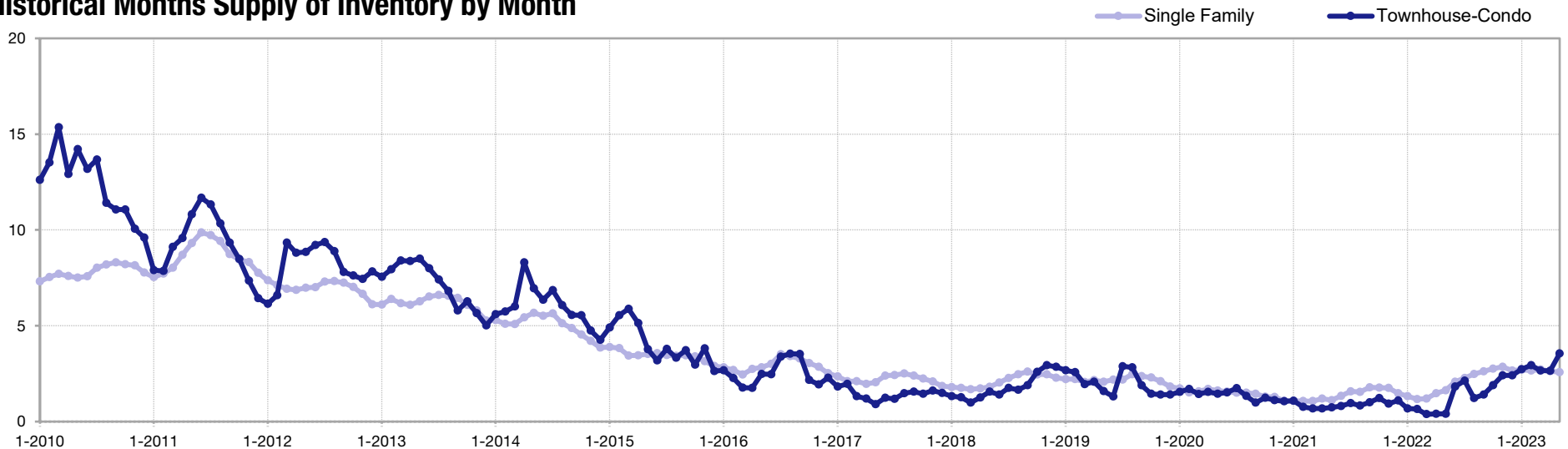


May



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2022	2.1	+61.5%	1.8	+125.0%
Jul-2022	2.3	+43.8%	2.1	+110.0%
Aug-2022	2.5	+66.7%	1.2	+50.0%
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%	2.4	+166.7%
Dec-2022	2.7	+80.0%	2.4	+118.2%
Jan-2023	2.7	+107.7%	2.7	+285.7%
Feb-2023	2.7	+125.0%	2.9	+383.3%
Mar-2023	2.7	+125.0%	2.7	+575.0%
Apr-2023	2.6	+73.3%	2.6	+550.0%
May-2023	2.6	+62.5%	3.6	+800.0%

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.



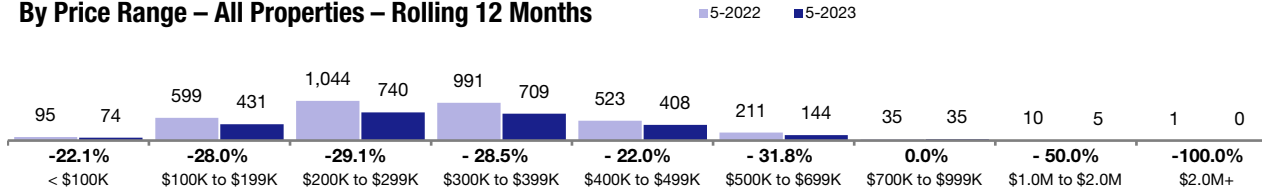
Key Metrics	Historical Sparkbars	5-2022	5-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		397	321	- 19.1%	1,757	1,458	- 17.0%
Pending Sales		275	243	- 11.6%	1,439	1,119	- 22.2%
Sold Listings		312	228	- 26.9%	1,396	960	- 31.2%
Median Sales Price		\$334,900	\$299,950	- 10.4%	\$312,000	\$306,900	- 1.6%
Avg. Sales Price		\$323,297	\$306,260	- 5.3%	\$321,825	\$315,301	- 2.0%
Pct. of List Price Received		100.4%	99.0%	- 1.4%	99.9%	98.4%	- 1.5%
Days on Market		56	79	+ 41.1%	63	90	+ 42.9%
Affordability Index		93	95	+ 2.2%	100	93	- 7.0%
Active Listings		464	555	+ 19.6%	--	--	--
Months Supply		1.6	2.6	+ 62.5%	--	--	--

Sold Listings

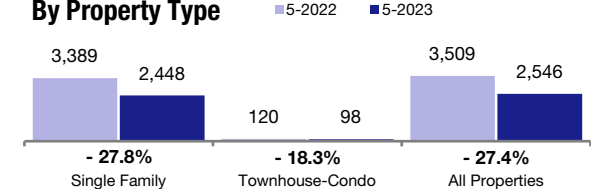
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	5-2022	5-2023	Change	5-2022	5-2023	Change
\$99,999 and Below	94	74	-21.3%	1	0	-100.0%
\$100,000 to \$199,999	576	410	-28.8%	23	21	-8.7%
\$200,000 to \$299,999	978	691	-29.3%	66	49	-25.8%
\$300,000 to \$399,999	968	686	-29.1%	23	23	0.0%
\$400,000 to \$499,999	519	405	-22.0%	4	3	-25.0%
\$500,000 to \$699,999	209	142	-32.1%	2	2	0.0%
\$700,000 to \$999,999	34	35	+2.9%	1	0	-100.0%
\$1,000,000 to \$1,999,999	10	5	-50.0%	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
All Price Ranges	3,389	2,448	-27.8%	120	98	-18.3%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	4-2023	5-2023	Change	4-2023	5-2023	Change
	5	9	+80.0%	0	0	--
	38	30	-21.1%	1	1	0.0%
	63	70	+11.1%	4	4	0.0%
	66	61	-7.6%	0	3	--
	37	40	+8.1%	0	0	--
	9	9	0.0%	1	0	-100.0%
	4	1	-75.0%	0	0	--
	0	0	--	0	0	--
	0	0	--	0	0	--
All Price Ranges	222	220	-0.9%	6	8	+33.3%

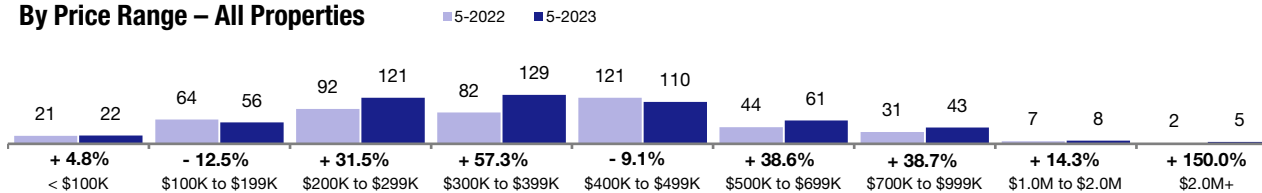
Year to Date

	Single Family			Townhouse-Condo		
	5-2022	5-2023	Change	5-2022	5-2023	Change
	39	25	-35.9%	1	0	-100.0%
	214	143	-33.2%	9	7	-22.2%
	366	272	-25.7%	23	15	-34.8%
	382	272	-28.8%	6	8	+33.3%
	248	156	-37.1%	3	1	-66.7%
	80	48	-40.0%	2	1	-50.0%
	18	10	-44.4%	0	0	--
	4	2	-50.0%	0	0	--
	1	0	-100.0%	0	0	--
All Price Ranges	1,352	928	-31.4%	44	32	-27.3%

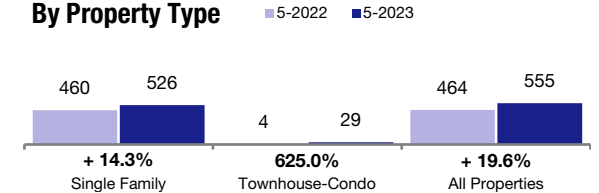
Inventory of Active Listings

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		
	5-2022	5-2023	Change	5-2022	5-2023	Change
\$99,999 and Below	21	22	+4.8%	0	0	--
\$100,000 to \$199,999	63	54	-14.3%	1	2	+100.0%
\$200,000 to \$299,999	90	109	+21.1%	2	12	+500.0%
\$300,000 to \$399,999	81	120	+48.1%	1	9	+800.0%
\$400,000 to \$499,999	121	105	-13.2%	0	5	--
\$500,000 to \$699,999	44	60	+36.4%	0	1	--
\$700,000 to \$999,999	31	43	+38.7%	0	0	--
\$1,000,000 to \$1,999,999	7	8	+14.3%	0	0	--
\$2,000,000 and Above	2	5	+150.0%	0	0	--
All Price Ranges	460	526	+14.3%	4	29	+625.0%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	4-2023	5-2023	Change	4-2023	5-2023	Change
	22	22	0.0%	0	0	--
	52	54	+3.8%	2	2	0.0%
	124	109	-12.1%	11	12	+9.1%
	124	120	-3.2%	4	9	+125.0%
	118	105	-11.0%	5	5	0.0%
	60	60	0.0%	0	1	--
	42	43	+2.4%	0	0	--
	8	8	0.0%	0	0	--
	4	5	+25.0%	0	0	--
All Price Ranges	554	526	-5.1%	22	29	+31.8%

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 May 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Manzanola

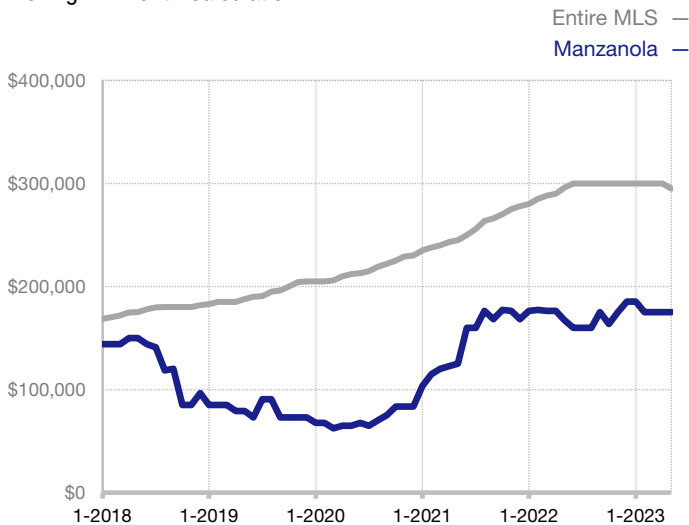
Single Family	May			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	Percent Change from Previous Year
New Listings	3	2	- 33.3%	7	11	+ 57.1%
Sold Listings	2	0	- 100.0%	3	4	+ 33.3%
Median Sales Price*	\$128,000	\$0	- 100.0%	\$175,000	\$53,750	- 69.3%
Average Sales Price*	\$128,000	\$0	- 100.0%	\$212,000	\$90,125	- 57.5%
Percent of List Price Received*	82.4%	0.0%	- 100.0%	86.7%	80.7%	- 6.9%
Days on Market Until Sale	71	0	- 100.0%	67	53	- 20.9%
Inventory of Homes for Sale	5	2	- 60.0%	--	--	--
Months Supply of Inventory	3.9	1.1	- 71.8%	--	--	--

* 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	May			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 05-2022	Thru 05-2023	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

