

Local Market Update for July 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

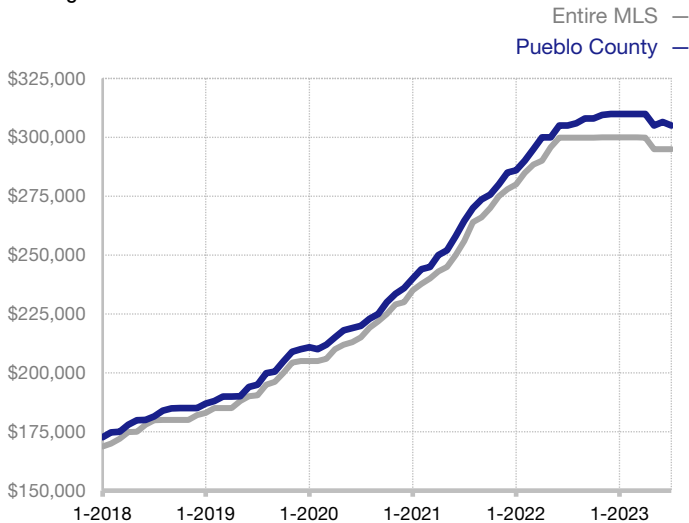
Single Family	July			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 07-2022	Thru 07-2023	Percent Change from Previous Year
New Listings	383	286	- 25.3%	2,480	2,006	- 19.1%
Sold Listings	236	182	- 22.9%	1,854	1,337	- 27.9%
Median Sales Price*	\$320,500	\$305,000	- 4.8%	\$315,000	\$311,500	- 1.1%
Average Sales Price*	\$329,445	\$322,321	- 2.2%	\$325,242	\$317,596	- 2.4%
Percent of List Price Received*	99.8%	98.9%	- 0.9%	100.0%	98.5%	- 1.5%
Days on Market Until Sale	59	81	+ 37.3%	63	87	+ 38.1%
Inventory of Homes for Sale	604	570	- 5.6%	--	--	--
Months Supply of Inventory	2.2	3.0	+ 36.4%	--	--	--

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

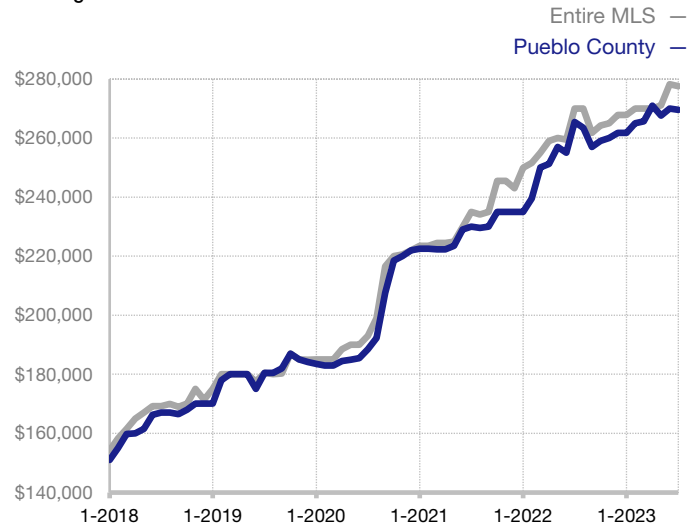
Townhouse/Condo	July			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 07-2022	Thru 07-2023	Percent Change from Previous Year
New Listings	22	6	- 72.7%	88	77	- 12.5%
Sold Listings	8	12	+ 50.0%	60	51	- 15.0%
Median Sales Price*	\$305,000	\$309,275	+ 1.4%	\$273,950	\$279,900	+ 2.2%
Average Sales Price*	\$315,688	\$298,579	- 5.4%	\$276,978	\$287,880	+ 3.9%
Percent of List Price Received*	100.0%	99.4%	- 0.6%	100.4%	98.8%	- 1.6%
Days on Market Until Sale	44	79	+ 79.5%	46	71	+ 54.3%
Inventory of Homes for Sale	20	20	0.0%	--	--	--
Months Supply of Inventory	2.2	2.5	+ 13.6%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for July 2023

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Arkansas Valley/Otero County

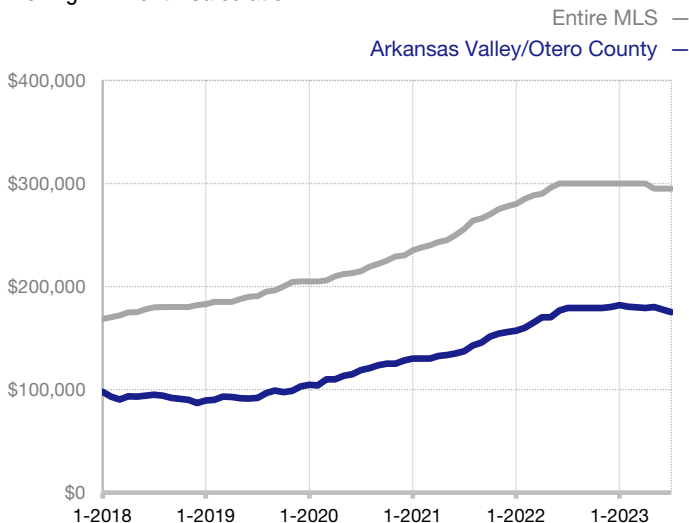
Single Family	July			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 07-2022	Thru 07-2023	Percent Change from Previous Year
New Listings	51	42	- 17.6%	339	333	- 1.8%
Sold Listings	42	31	- 26.2%	232	211	- 9.1%
Median Sales Price*	\$191,750	\$175,000	- 8.7%	\$180,000	\$165,000	- 8.3%
Average Sales Price*	\$196,750	\$192,690	- 2.1%	\$206,392	\$183,996	- 10.9%
Percent of List Price Received*	94.9%	94.4%	- 0.5%	95.8%	93.2%	- 2.7%
Days on Market Until Sale	71	111	+ 56.3%	86	109	+ 26.7%
Inventory of Homes for Sale	117	166	+ 41.9%	--	--	--
Months Supply of Inventory	3.4	5.2	+ 52.9%	--	--	--

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

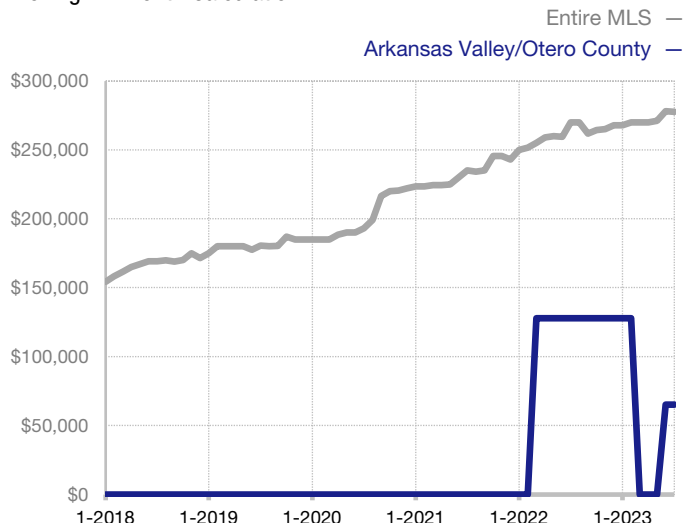
Townhouse/Condo	July			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 07-2022	Thru 07-2023	Percent Change from Previous Year
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	1	1	0.0%
Median Sales Price*	\$0	\$0	--	\$128,000	\$65,000	- 49.2%
Average Sales Price*	\$0	\$0	--	\$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



Monthly Indicators



July 2023

Percent changes calculated using year-over-year comparisons.

New Listings were down 25.3 percent for single family homes and 72.7 percent for townhouse-condo properties. Pending Sales decreased 7.8 percent for single family homes and 75.0 percent for townhouse-condo properties.

The Median Sales Price was down 7.0 percent to \$301,000 for single family homes but increased 3.1 percent to \$309,275 for townhouse-condo properties. Days on Market increased 37.3 percent for single family homes and 79.5 percent for townhouse-condo properties.

Despite a drop in existing-home sales, home prices have remained near record highs, with a national median sales price of \$410,200 as of last measure, 0.9% below the all-time high of \$413,800 recorded in June 2022, according to NAR. With only 3.1 months' supply heading into July, the lack of inventory has boosted competition among buyers and put upward pressure on sales prices, especially in more affordable markets, where competition for homes remains particularly strong.

Activity Snapshot

- 21.0% **- 6.7%** **- 4.1%**

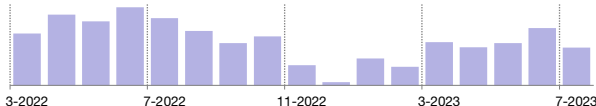
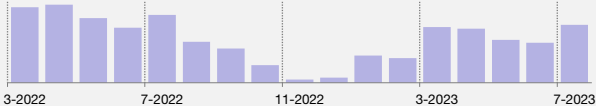
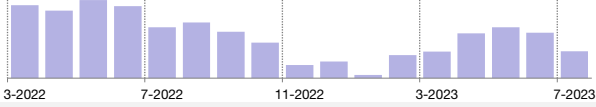
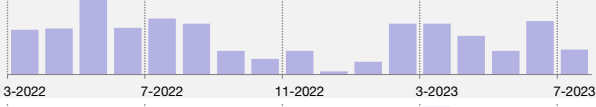
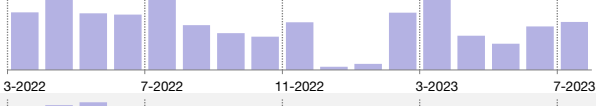
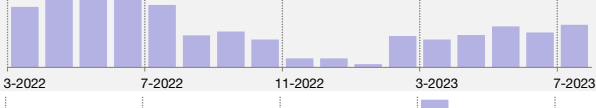
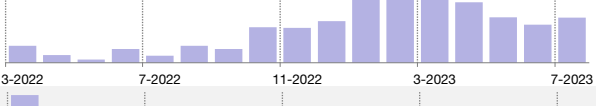
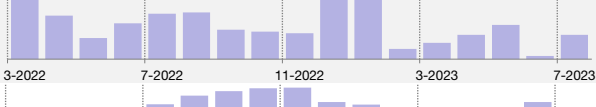
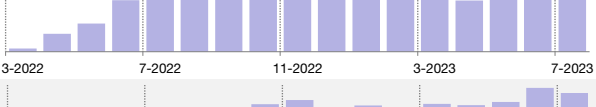

One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties
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Residential real estate activity in Pueblo County composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

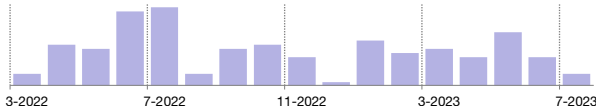
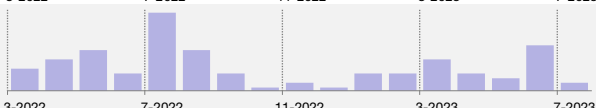
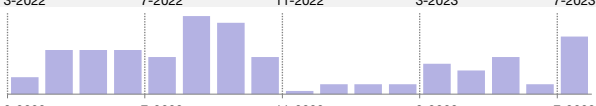
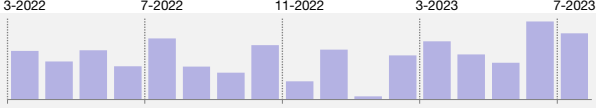
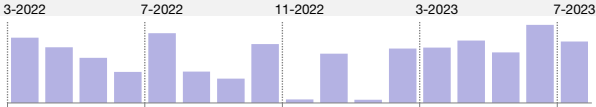
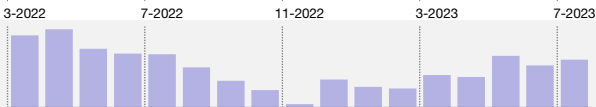
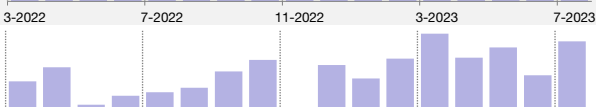
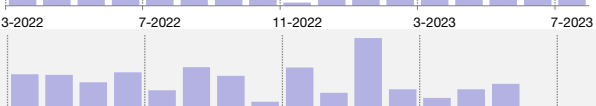
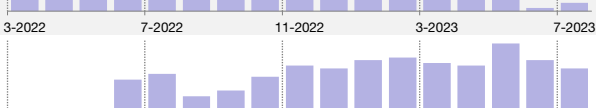
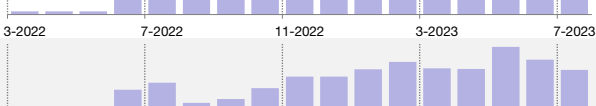
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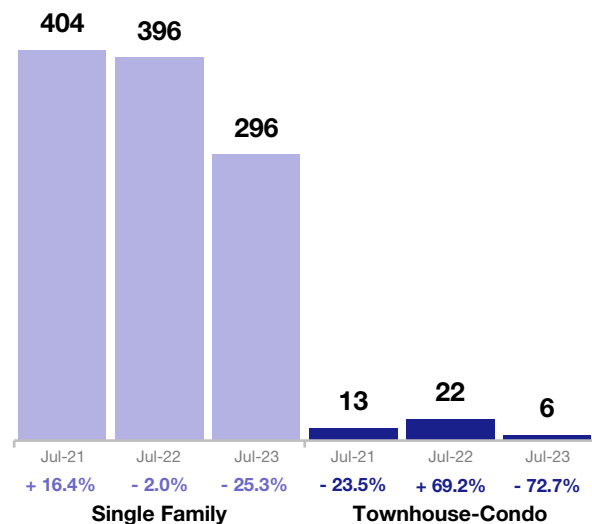
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	7-2022	7-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		396	296	- 25.3%	2,537	2,073	- 18.3%
Pending Sales		270	249	- 7.8%	1,900	1,525	- 19.7%
Sold Listings		239	184	- 23.0%	1,880	1,362	- 27.6%
Median Sales Price		\$323,785	\$301,000	- 7.0%	\$315,000	\$310,000	- 1.6%
Avg. Sales Price		\$334,790	\$320,095	- 4.4%	\$324,963	\$317,105	- 2.4%
Pct. of List Price Received		99.8%	98.9%	- 0.9%	99.9%	98.4%	- 1.5%
Days on Market		59	81	+ 37.3%	63	87	+ 38.1%
Affordability Index		97	92	- 5.2%	100	90	- 10.0%
Active Listings		635	606	- 4.6%	--	--	--
Months Supply		2.3	3.1	+ 34.8%	--	--	--

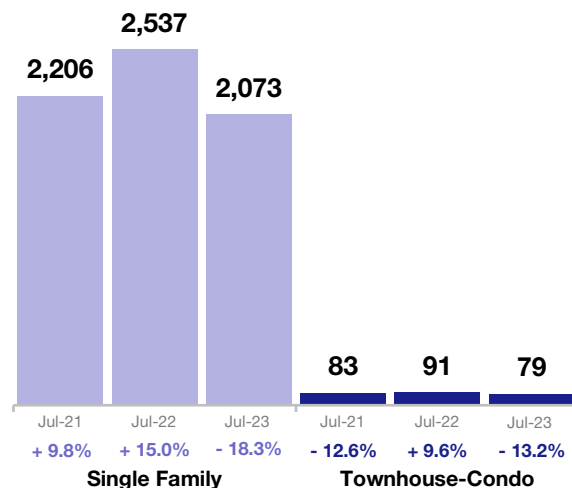
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	7-2022	7-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		22	6	- 72.7%	91	79	- 13.2%
Pending Sales		20	5	- 75.0%	76	55	- 27.6%
Sold Listings		9	12	+ 33.3%	63	51	- 19.0%
Median Sales Price		\$300,000	\$309,275	+ 3.1%	\$270,000	\$279,900	+ 3.7%
Avg. Sales Price		\$310,611	\$298,579	- 3.9%	\$274,282	\$287,880	+ 5.0%
Pct. of List Price Received		99.8%	99.4%	- 0.4%	100.4%	98.8%	- 1.6%
Days on Market		44	79	+ 79.5%	46	71	+ 54.3%
Affordability Index		105	90	- 14.3%	117	99	- 15.4%
Active Listings		20	22	+ 10.0%	--	--	--
Months Supply		2.1	2.7	+ 28.6%	--	--	--

July

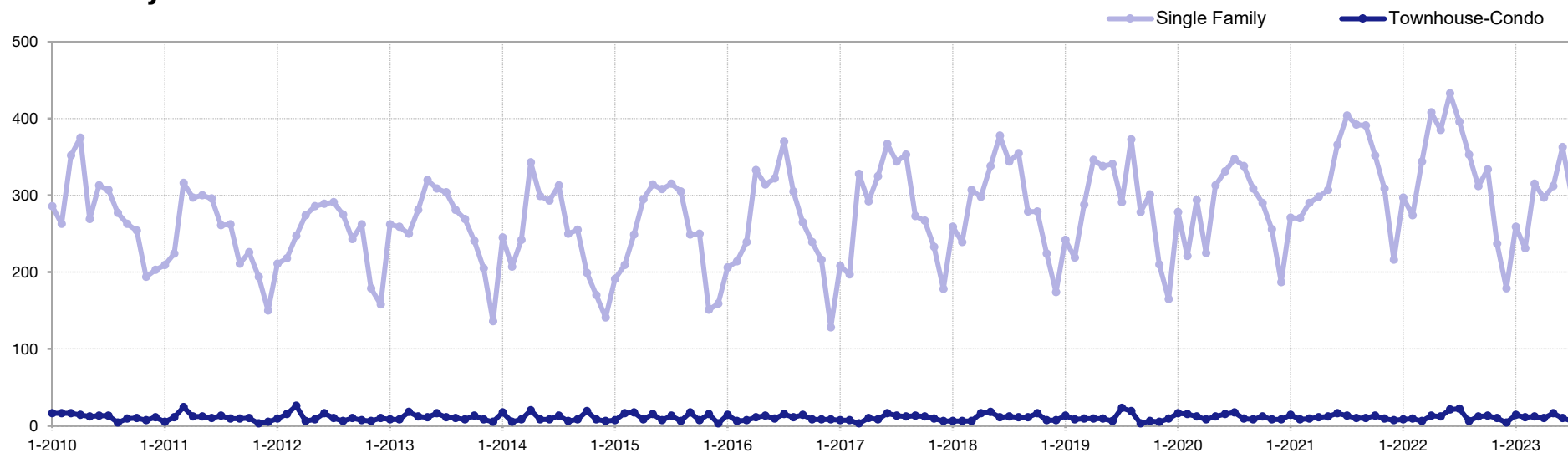


Year to Date

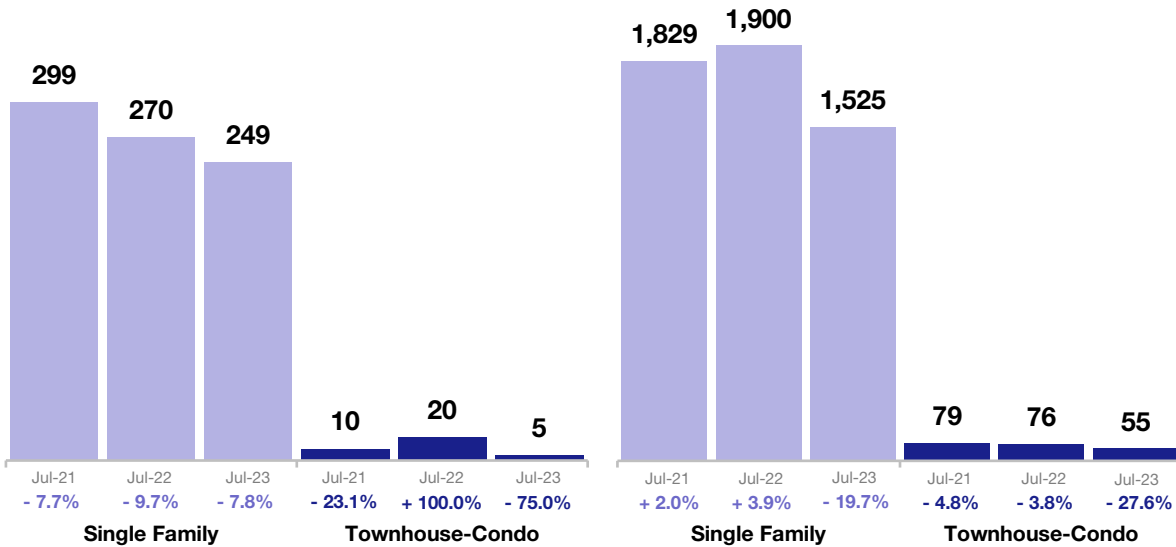


New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2022	353	-9.9%	6	-40.0%
Sep-2022	312	-20.2%	12	+20.0%
Oct-2022	334	-5.1%	13	0.0%
Nov-2022	237	-23.3%	10	+11.1%
Dec-2022	179	-17.1%	4	-42.9%
Jan-2023	259	-12.8%	14	+75.0%
Feb-2023	231	-15.7%	11	+22.2%
Mar-2023	315	-8.4%	12	+100.0%
Apr-2023	297	-27.2%	10	-23.1%
May-2023	312	-19.0%	16	+33.3%
Jun-2023	363	-16.2%	10	-52.4%
Jul-2023	296	-25.3%	6	-72.7%

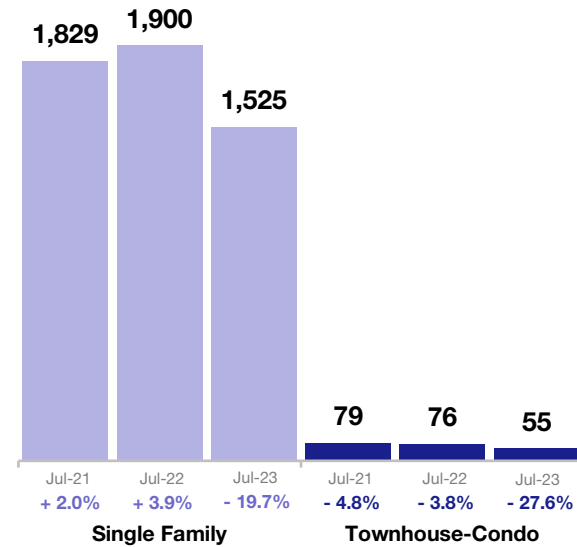
Historical by Month



July

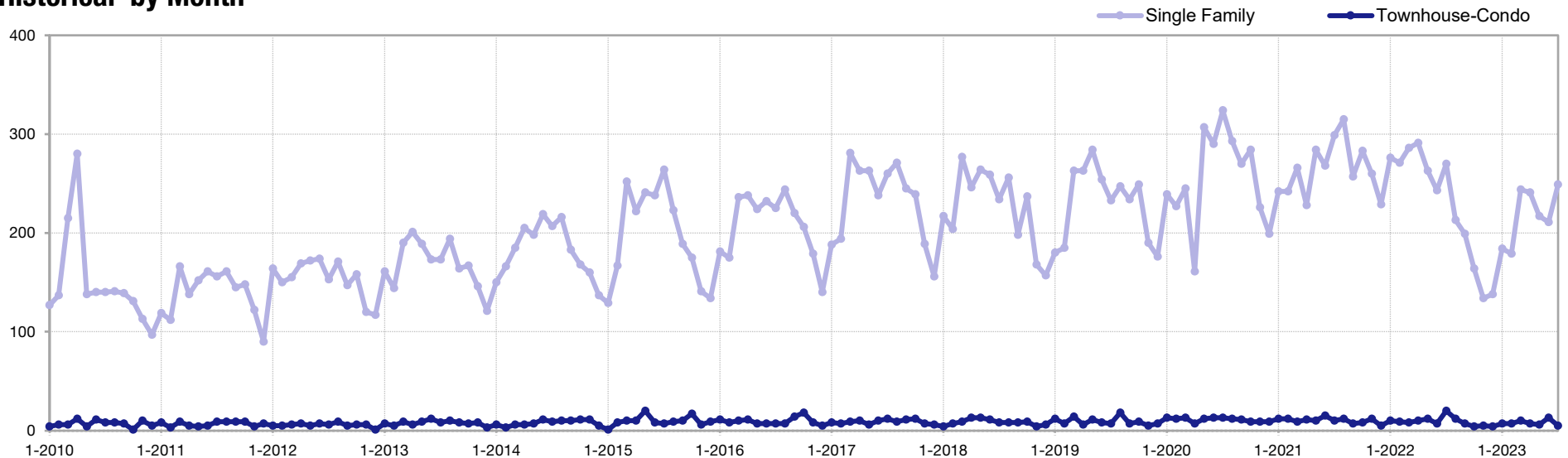


Year to Date

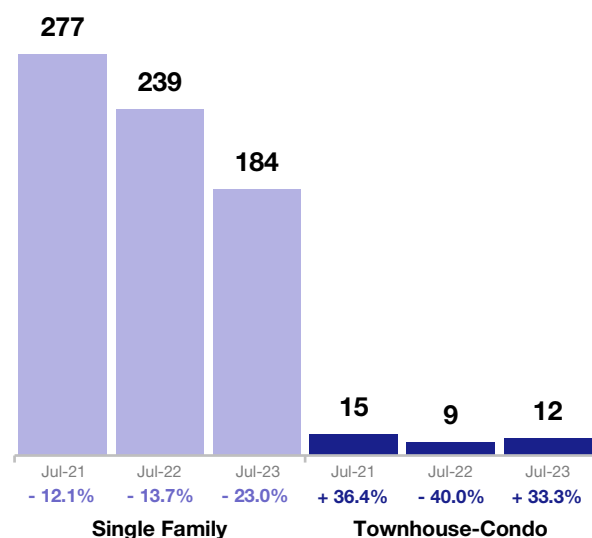


Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2022	213	-32.4%	12	0.0%
Sep-2022	199	-22.6%	7	0.0%
Oct-2022	164	-42.0%	4	-50.0%
Nov-2022	134	-48.5%	5	-58.3%
Dec-2022	138	-39.7%	4	-20.0%
Jan-2023	184	-33.3%	7	-30.0%
Feb-2023	179	-33.9%	7	-22.2%
Mar-2023	244	-14.7%	10	+25.0%
Apr-2023	241	-17.2%	7	-30.0%
May-2023	217	-17.5%	6	-50.0%
Jun-2023	211	-13.2%	13	+85.7%
Jul-2023	249	-7.8%	5	-75.0%

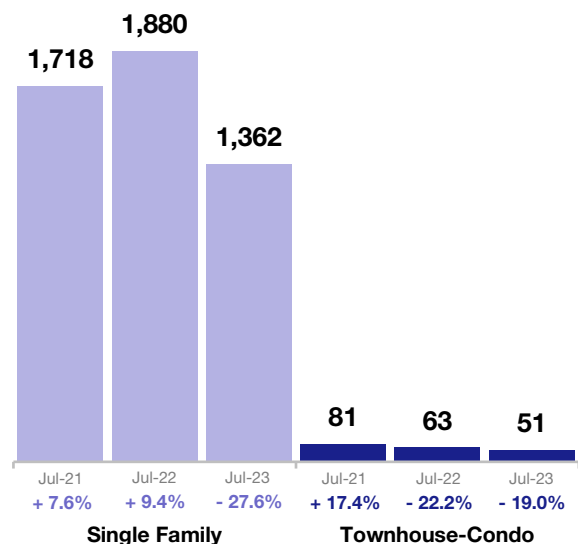
Historical by Month



July

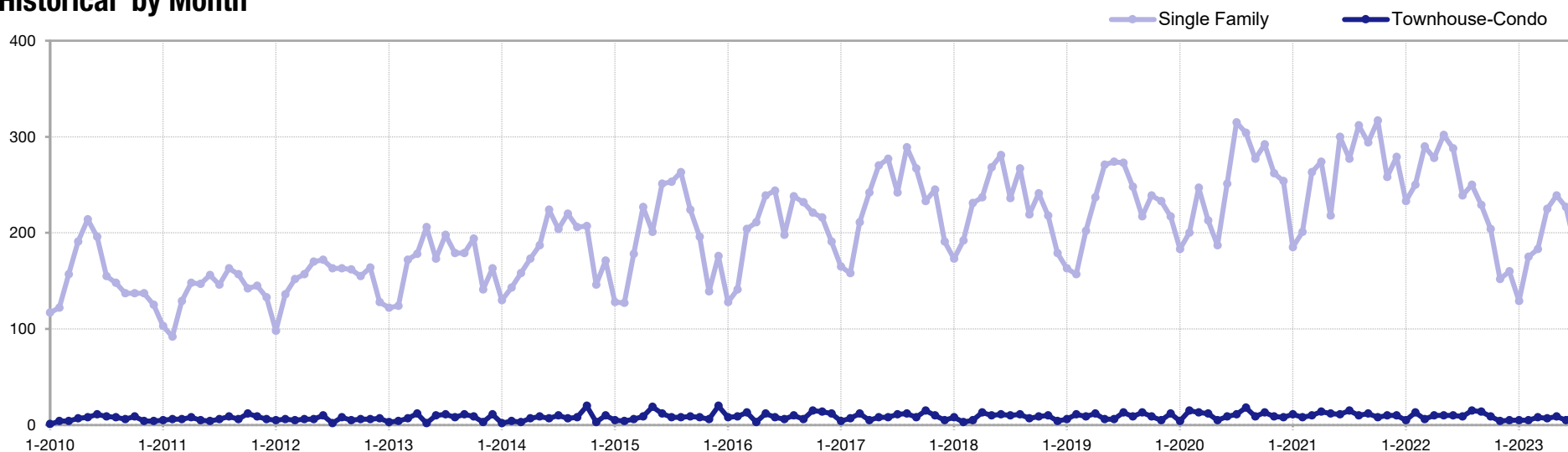


Year to Date

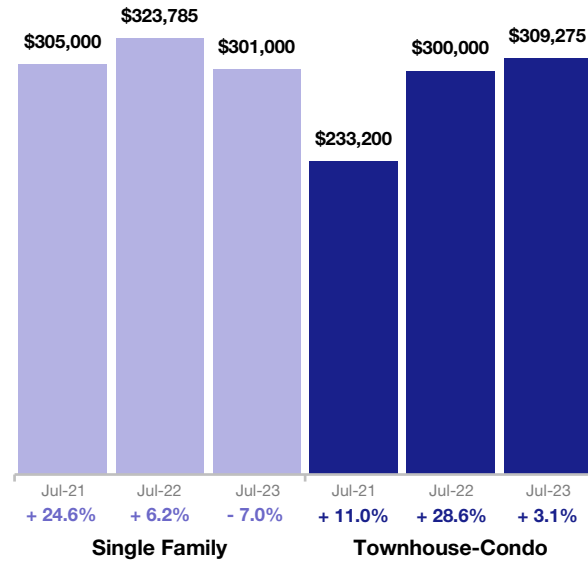


Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2022	250	-19.9%	15	+50.0%
Sep-2022	229	-22.1%	14	+16.7%
Oct-2022	204	-35.6%	9	+12.5%
Nov-2022	152	-41.1%	4	-60.0%
Dec-2022	160	-42.7%	5	-50.0%
Jan-2023	129	-44.6%	5	0.0%
Feb-2023	175	-30.0%	5	-61.5%
Mar-2023	183	-36.9%	8	+33.3%
Apr-2023	225	-19.1%	7	-30.0%
May-2023	239	-20.9%	9	-10.0%
Jun-2023	227	-21.2%	5	-50.0%
Jul-2023	184	-23.0%	12	+33.3%

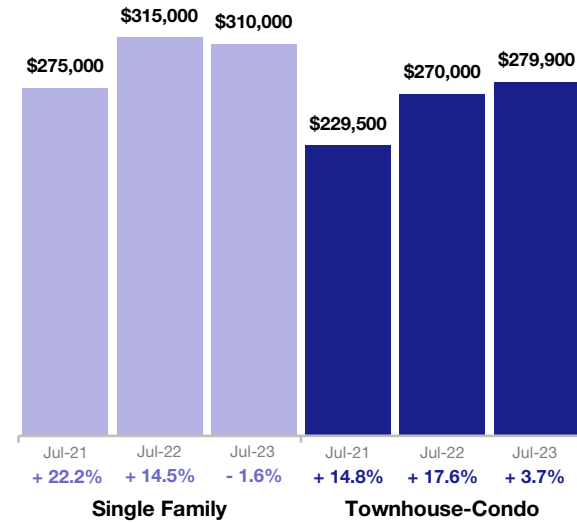
Historical by Month



July

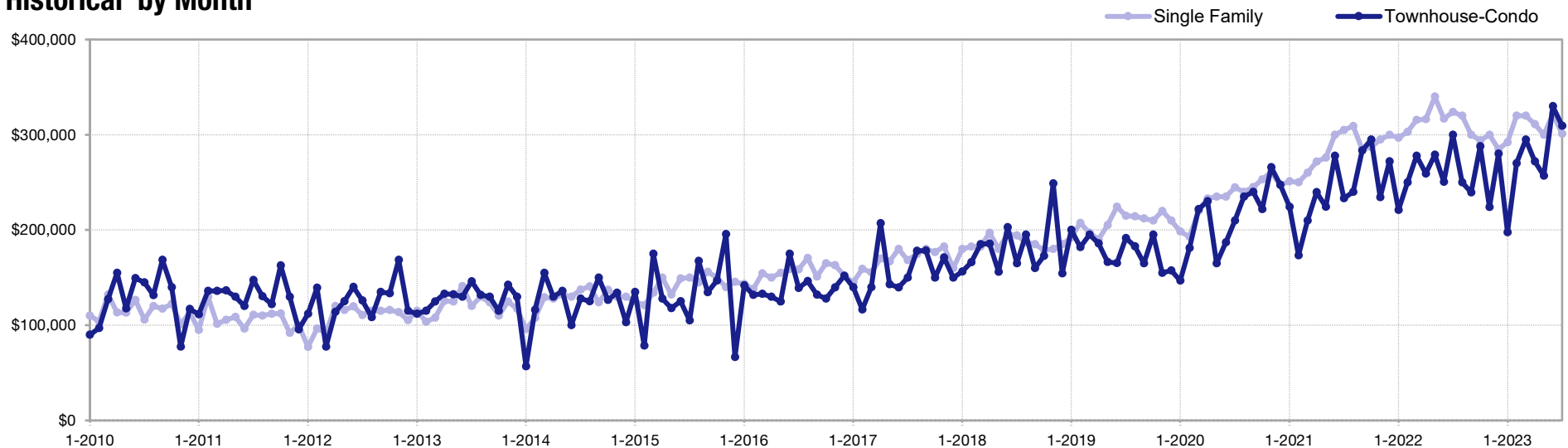


Year to Date



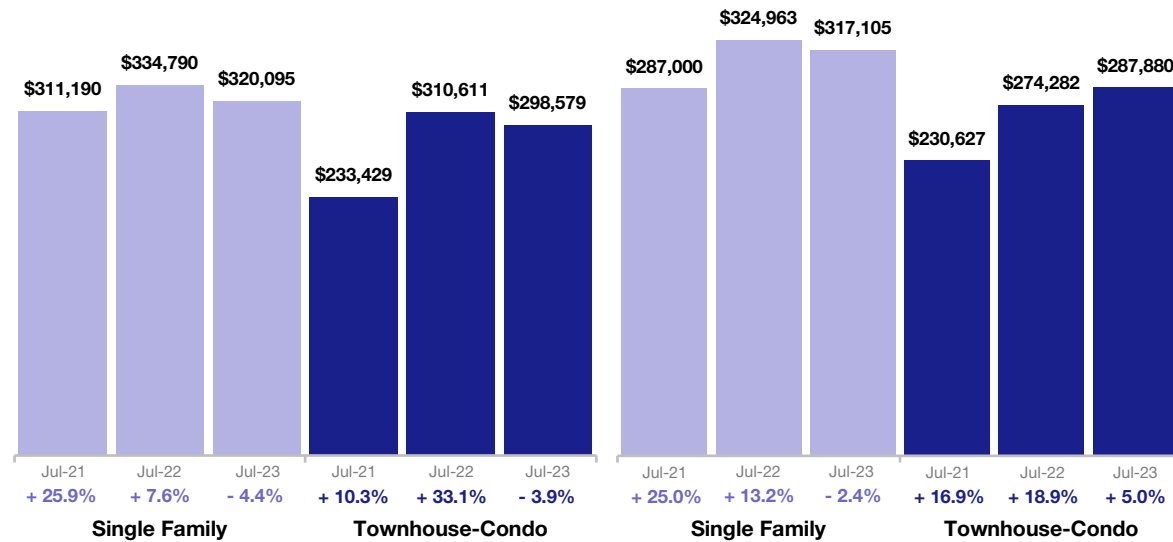
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2022	\$320,000	+3.6%	\$250,000	+4.2%
Sep-2022	\$300,000	+5.5%	\$239,500	-15.5%
Oct-2022	\$294,036	+2.5%	\$287,900	-2.4%
Nov-2022	\$300,000	+1.7%	\$224,000	-4.5%
Dec-2022	\$285,000	-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	\$322,000	+1.6%	\$330,000	+31.7%
Jul-2023	\$301,000	-7.0%	\$309,275	+3.1%

Historical by Month



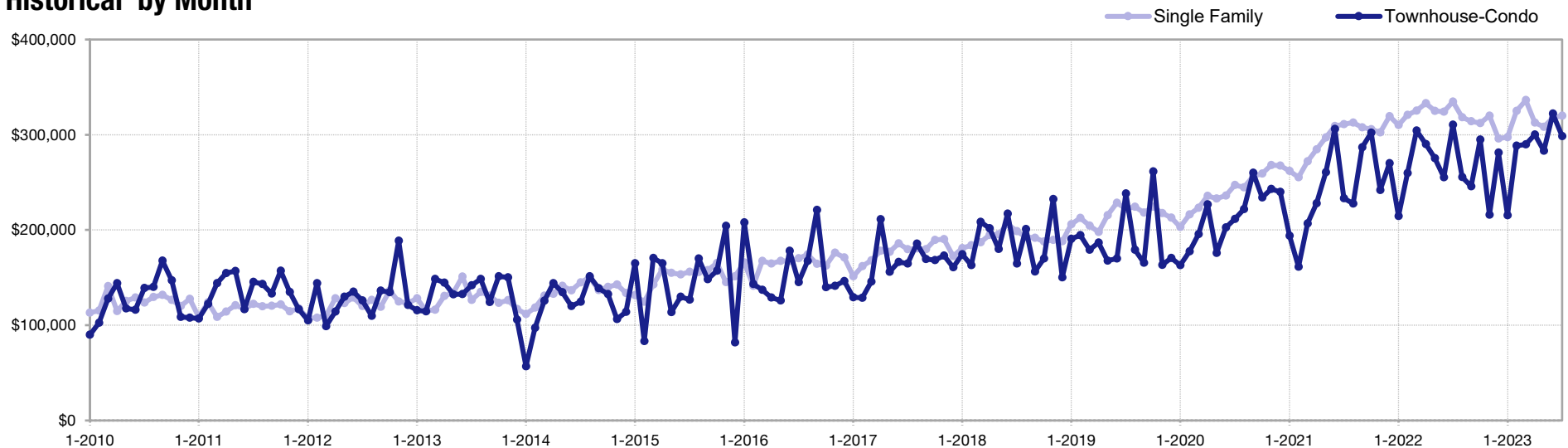
July

Year to Date

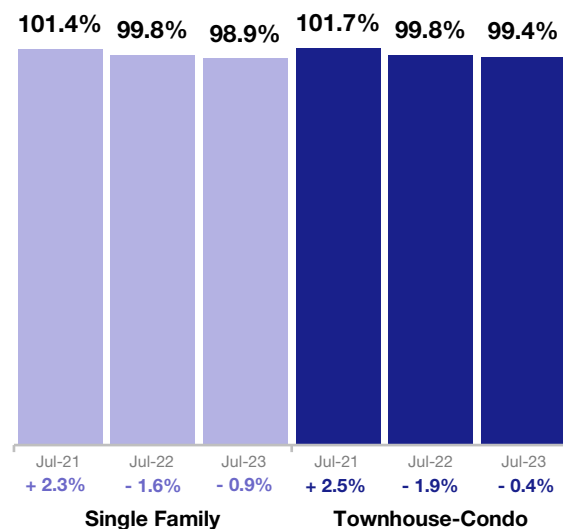


Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2022	\$318,443	+1.9%	\$255,593	+12.2%
Sep-2022	\$314,129	+2.1%	\$245,814	-14.3%
Oct-2022	\$312,218	+2.1%	\$294,978	-2.4%
Nov-2022	\$320,004	+5.8%	\$216,125	-10.6%
Dec-2022	\$295,883	-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	\$308,378	-5.1%	\$283,172	+2.8%
Jun-2023	\$317,682	-2.0%	\$322,200	+26.2%
Jul-2023	\$320,095	-4.4%	\$298,579	-3.9%

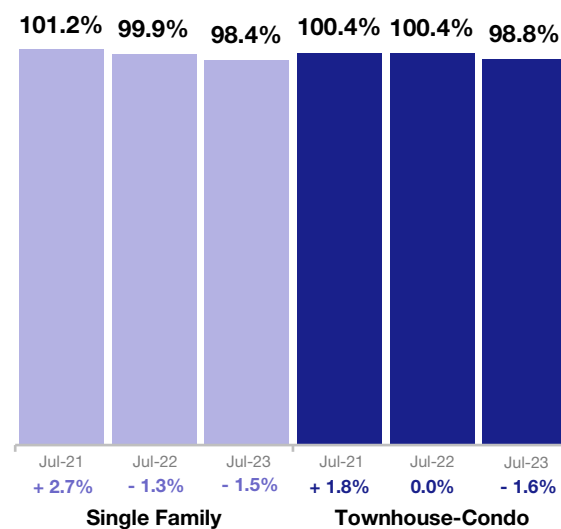
Historical by Month



July

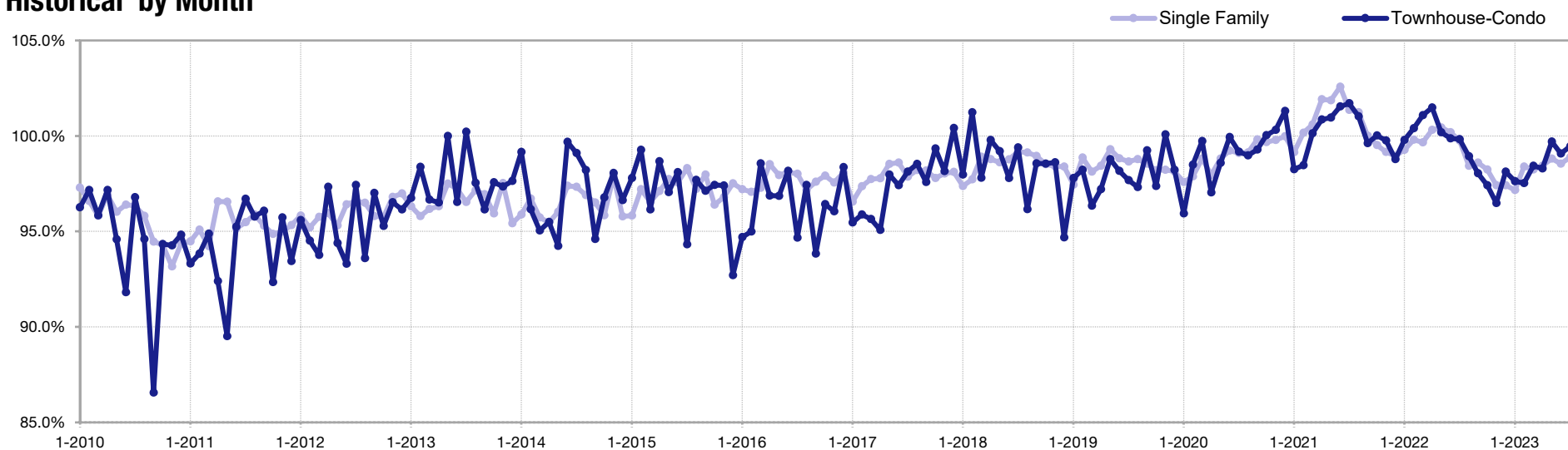


Year to Date

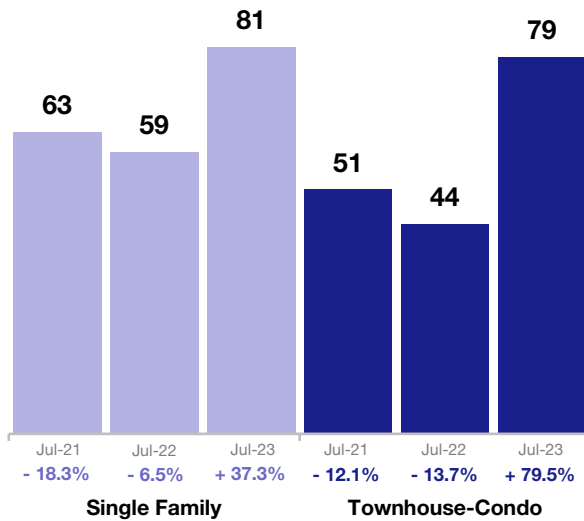


Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2022	98.4%	-2.8%	98.9%	-2.1%
Sep-2022	98.6%	-1.4%	98.1%	-1.5%
Oct-2022	98.2%	-1.3%	97.4%	-2.6%
Nov-2022	97.4%	-1.8%	96.5%	-3.3%
Dec-2022	97.4%	-1.5%	98.1%	-0.7%
Jan-2023	97.2%	-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	98.5%	-1.7%	99.1%	-0.8%
Jul-2023	98.9%	-0.9%	99.4%	-0.4%

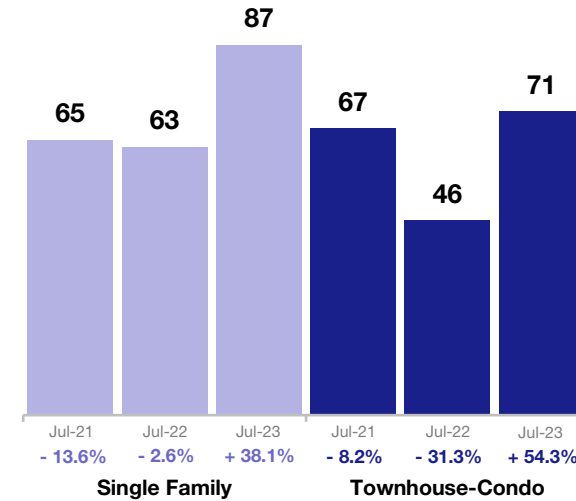
Historical by Month



July

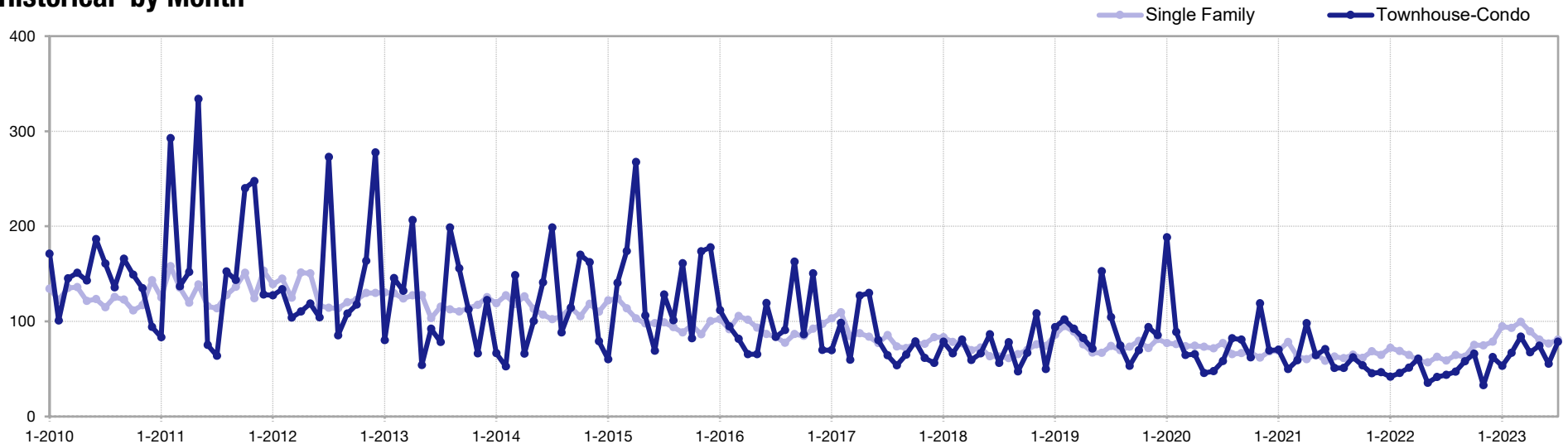


Year to Date

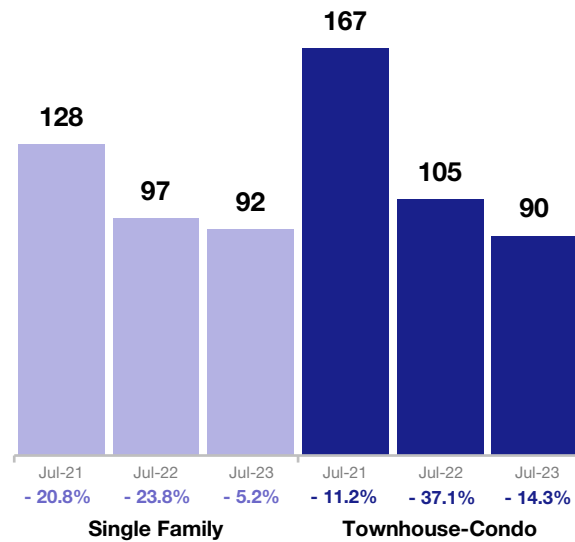


	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
0				
Aug-2022	65	+6.6%	47	-7.8%
Sep-2022	63	-3.1%	58	-6.5%
Oct-2022	75	+21.0%	66	+22.2%
Nov-2022	75	+8.7%	33	-28.3%
Dec-2022	79	+21.5%	62	+34.8%
Jan-2023	95	+31.9%	53	+26.2%
Feb-2023	93	+34.8%	67	+45.7%
Mar-2023	99	+52.3%	84	+64.7%
Apr-2023	89	+50.8%	67	+9.8%
May-2023	81	+42.1%	74	+111.4%
Jun-2023	77	+22.2%	55	+34.1%
Jul-2023	81	+37.3%	79	+79.5%

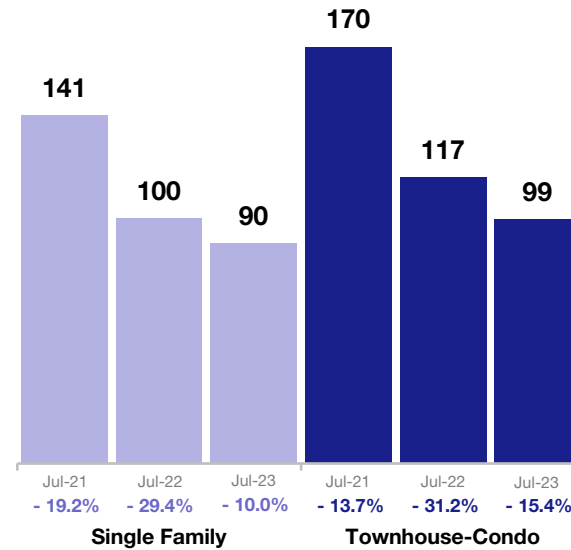
Historical by Month



July

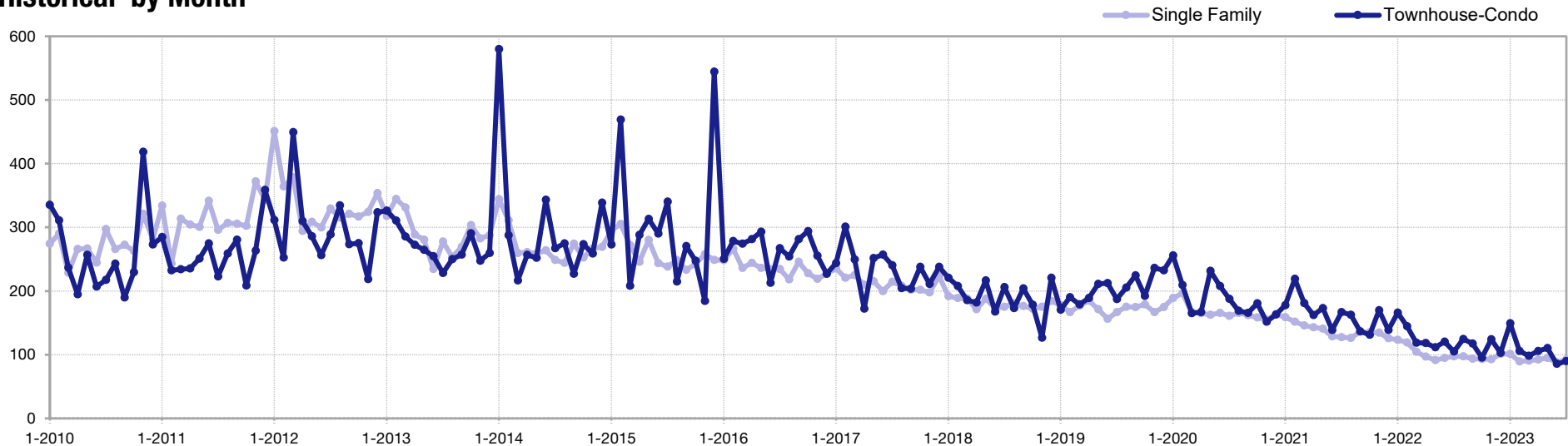


Year to Date

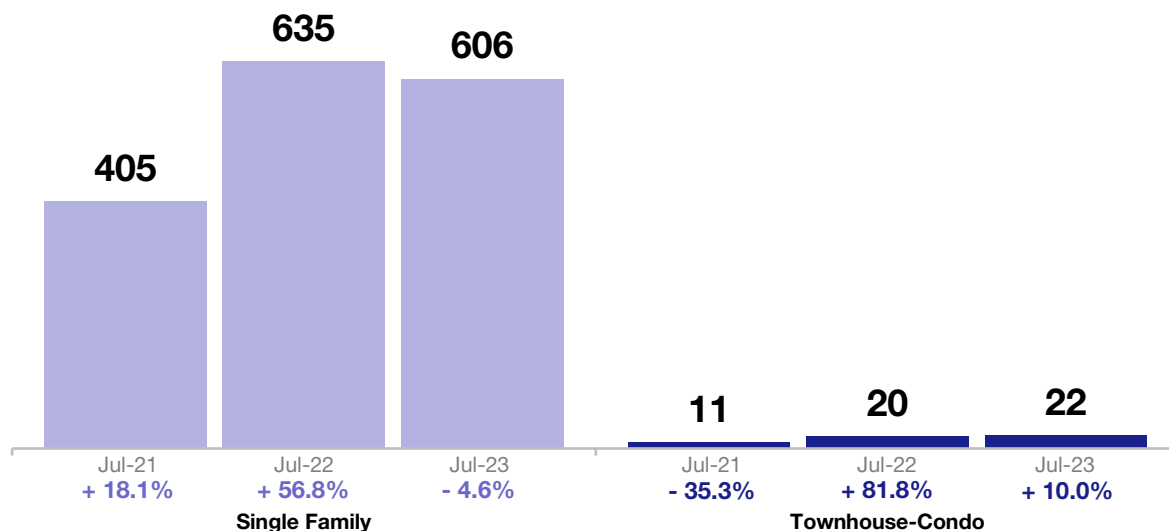


0	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2022	97	-23.0%	125	-22.8%
Sep-2022	94	-30.9%	117	-14.0%
Oct-2022	93	-31.1%	95	-27.5%
Nov-2022	93	-31.1%	124	-27.1%
Dec-2022	101	-19.8%	103	-25.9%
Jan-2023	101	-17.9%	149	-10.2%
Feb-2023	89	-25.2%	106	-26.9%
Mar-2023	91	-12.5%	98	-17.6%
Apr-2023	92	-5.2%	106	-10.2%
May-2023	95	+3.3%	111	-0.9%
Jun-2023	88	-7.4%	86	-28.3%
Jul-2023	92	-5.2%	90	-14.3%

Historical by Month

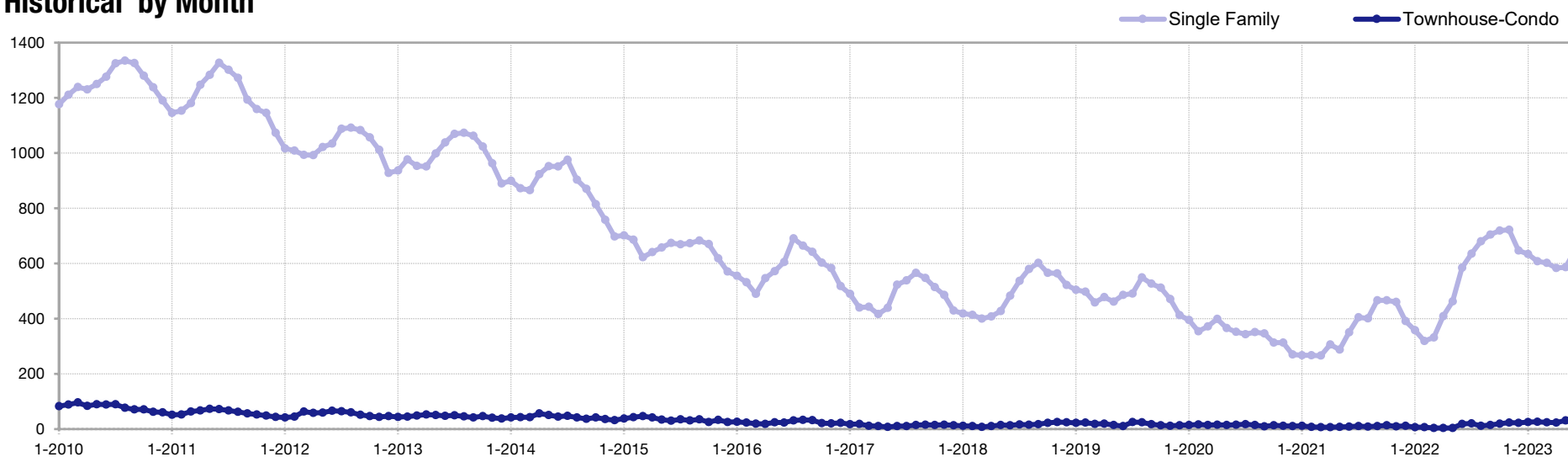


July

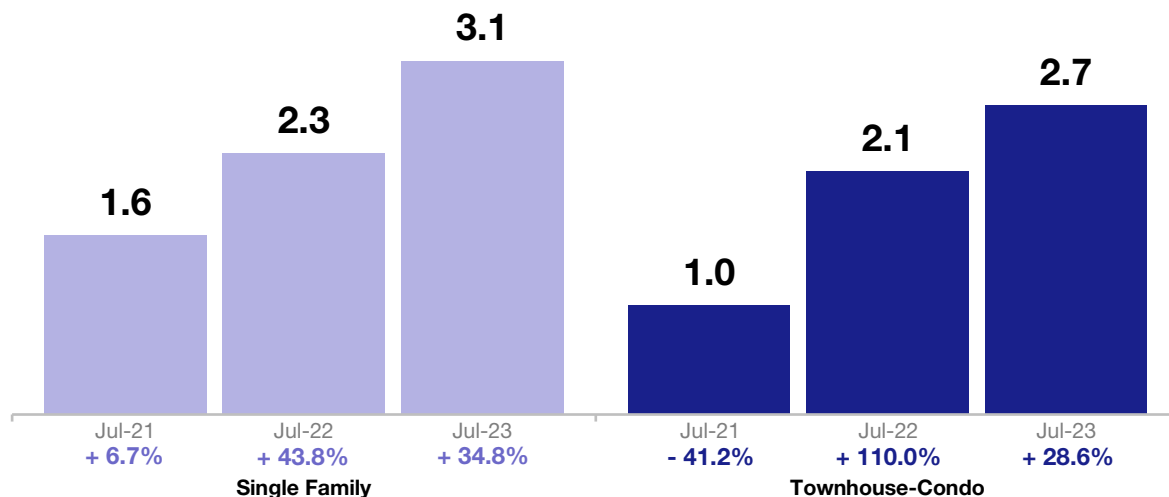


0	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2022	680	+69.6%	12	+33.3%
Sep-2022	704	+51.1%	14	+27.3%
Oct-2022	719	+54.3%	19	+46.2%
Nov-2022	722	+57.0%	23	+130.0%
Dec-2022	647	+65.5%	22	+83.3%
Jan-2023	634	+77.1%	25	+257.1%
Feb-2023	608	+90.6%	26	+271.4%
Mar-2023	602	+81.3%	24	+500.0%
Apr-2023	583	+42.5%	23	+475.0%
May-2023	586	+26.8%	31	+675.0%
Jun-2023	647	+10.8%	25	+38.9%
Jul-2023	606	-4.6%	22	+10.0%

Historical by Month

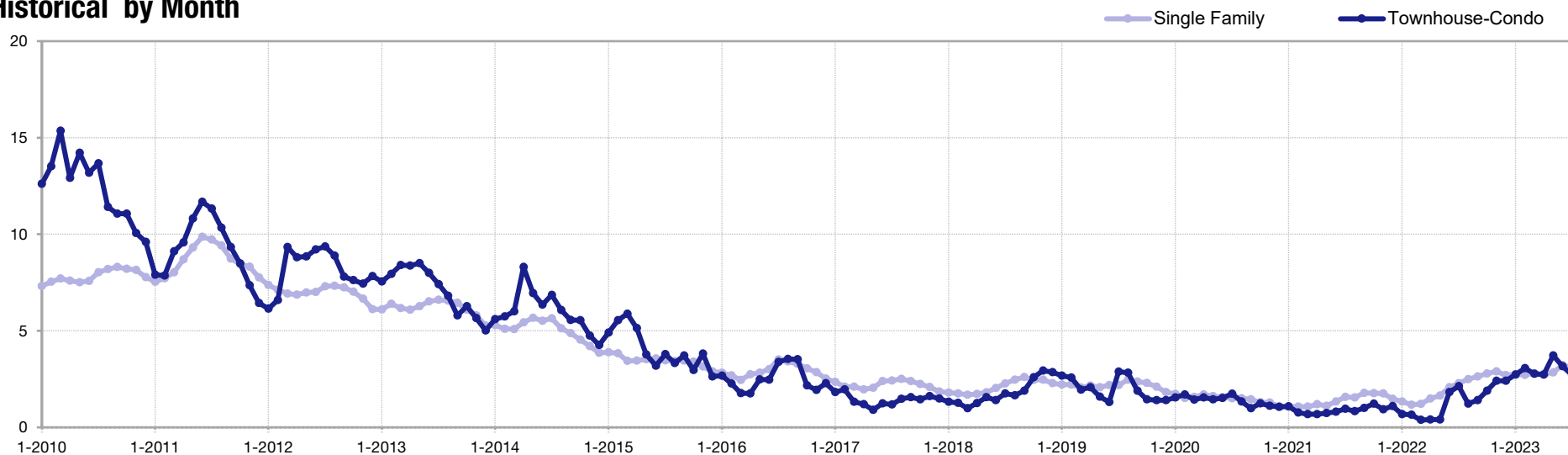


July



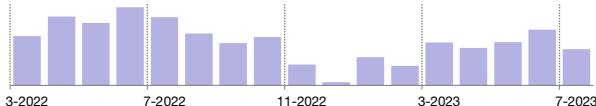
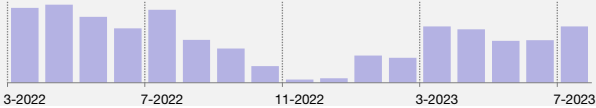
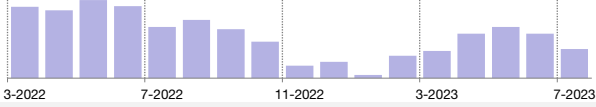
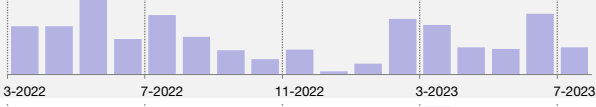
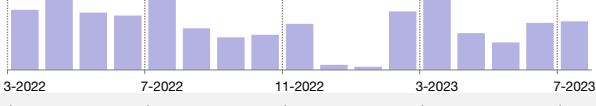
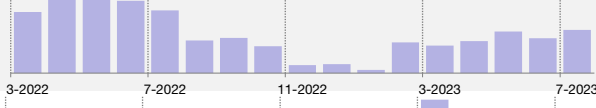
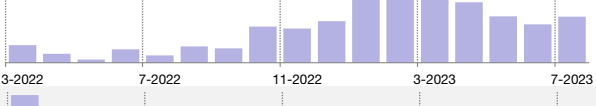
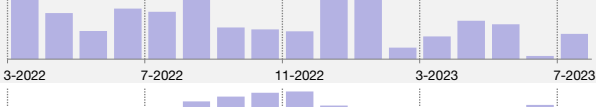
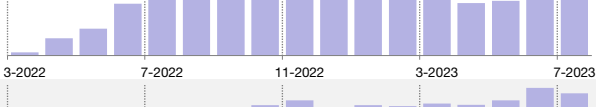

0	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2022	2.5	+66.7%	1.2	+50.0%
Sep-2022	2.6	+44.4%	1.4	+40.0%
Oct-2022	2.8	+55.6%	1.9	+58.3%
Nov-2022	2.9	+61.1%	2.4	+166.7%
Dec-2022	2.7	+80.0%	2.4	+118.2%
Jan-2023	2.7	+107.7%	2.7	+285.7%
Feb-2023	2.7	+125.0%	3.1	+416.7%
Mar-2023	2.8	+133.3%	2.8	+600.0%
Apr-2023	2.8	+86.7%	2.7	+575.0%
May-2023	2.8	+75.0%	3.7	+825.0%
Jun-2023	3.2	+52.4%	3.2	+77.8%
Jul-2023	3.1	+34.8%	2.7	+28.6%

Historical by Month





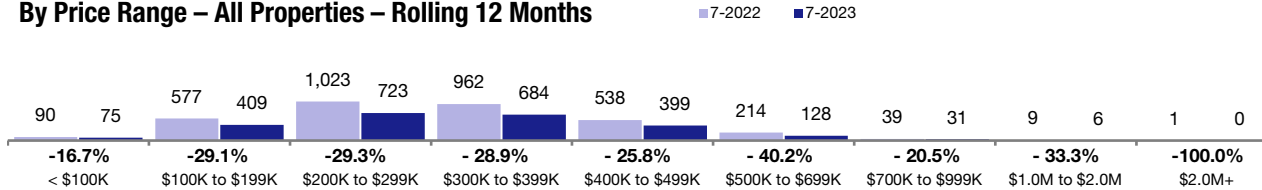
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	7-2022	7-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		418	302	- 27.8%	2,628	2,152	- 18.1%
Pending Sales		290	254	- 12.4%	1,976	1,580	- 20.0%
Sold Listings		248	196	- 21.0%	1,943	1,413	- 27.3%
Median Sales Price		\$322,500	\$301,000	- 6.7%	\$314,600	\$309,000	- 1.8%
Avg. Sales Price		\$333,913	\$318,777	- 4.5%	\$323,319	\$316,050	- 2.2%
Pct. of List Price Received		99.8%	98.9%	- 0.9%	100.0%	98.4%	- 1.6%
Days on Market		58	81	+ 39.7%	62	86	+ 38.7%
Affordability Index		98	92	- 6.1%	100	90	- 10.0%
Active Listings		655	628	- 4.1%	--	--	--
Months Supply		2.3	3.1	+ 34.8%	--	--	--

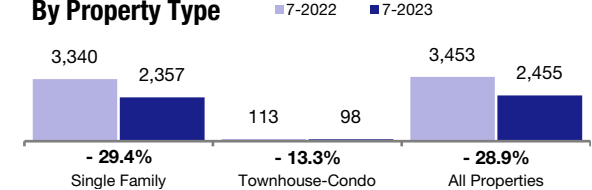
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	7-2022	7-2023	Change	7-2022	7-2023	Change
\$99,999 and Below	89	75	-15.7%	1	0	-100.0%
\$100,000 to \$199,999	557	390	-30.0%	20	19	-5.0%
\$200,000 to \$299,999	963	677	-29.7%	60	46	-23.3%
\$300,000 to \$399,999	937	658	-29.8%	25	26	+4.0%
\$400,000 to \$499,999	533	394	-26.1%	5	5	0.0%
\$500,000 to \$699,999	212	126	-40.6%	2	2	0.0%
\$700,000 to \$999,999	39	31	-20.5%	0	0	--
\$1,000,000 to \$1,999,999	9	6	-33.3%	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
All Price Ranges	3,340	2,357	-29.4%	113	98	-13.3%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	6-2023	7-2023	Change	6-2023	7-2023	Change
	9	4	-55.6%	0	0	--
	34	29	-14.7%	0	0	--
	62	57	-8.1%	2	5	+150.0%
	66	50	-24.2%	2	6	+200.0%
	39	27	-30.8%	1	1	0.0%
	13	14	+7.7%	0	0	--
	3	2	-33.3%	0	0	--
	1	1	0.0%	0	0	--
	0	0	--	0	0	--
All Price Ranges	227	184	-18.9%	5	12	+140.0%

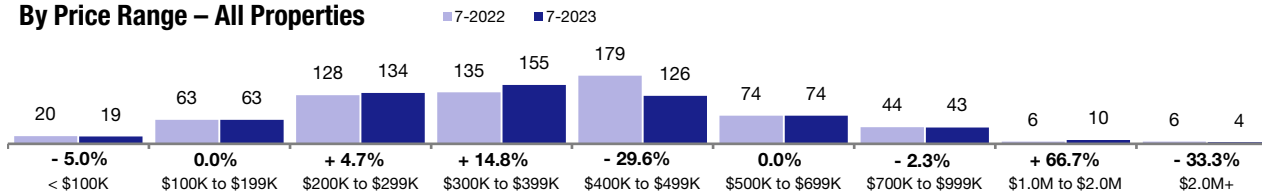
Year to Date

	Single Family			Townhouse-Condo		
	7-2022	7-2023	Change	7-2022	7-2023	Change
	53	40	-24.5%	1	0	-100.0%
	301	209	-30.6%	11	7	-36.4%
	507	398	-21.5%	34	23	-32.4%
	531	392	-26.2%	11	16	+45.5%
	331	228	-31.1%	4	4	0.0%
	124	76	-38.7%	2	1	-50.0%
	27	15	-44.4%	0	0	--
	5	4	-20.0%	0	0	--
	1	0	-100.0%	0	0	--
All Price Ranges	1,880	1,362	-27.6%	63	51	-19.0%

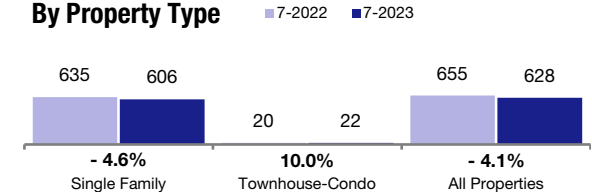
Inventory of Active Listings

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		
	7-2022	7-2023	Change	7-2022	7-2023	Change
\$99,999 and Below	20	19	-5.0%	0	0	--
\$100,000 to \$199,999	59	61	+3.4%	4	2	-50.0%
\$200,000 to \$299,999	121	125	+3.3%	7	9	+28.6%
\$300,000 to \$399,999	130	149	+14.6%	5	6	+20.0%
\$400,000 to \$499,999	175	122	-30.3%	4	4	0.0%
\$500,000 to \$699,999	74	73	-1.4%	0	1	--
\$700,000 to \$999,999	44	43	-2.3%	0	0	--
\$1,000,000 to \$1,999,999	6	10	+66.7%	0	0	--
\$2,000,000 and Above	6	4	-33.3%	0	0	--
All Price Ranges	635	606	-4.6%	20	22	+10.0%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	6-2023	7-2023	Change	6-2023	7-2023	Change
	20	19	-5.0%	0	0	--
	60	61	+1.7%	2	2	0.0%
	138	125	-9.4%	10	9	-10.0%
	155	149	-3.9%	8	6	-25.0%
	131	122	-6.9%	4	4	0.0%
	77	73	-5.2%	1	1	0.0%
	50	43	-14.0%	0	0	--
	12	10	-16.7%	0	0	--
	4	4	0.0%	0	0	--
All Price Ranges	647	606	-6.3%	25	22	-12.0%

Year to Date

Single Family	Townhouse-Condo
---------------	-----------------

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.

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 July 2023

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Fowler

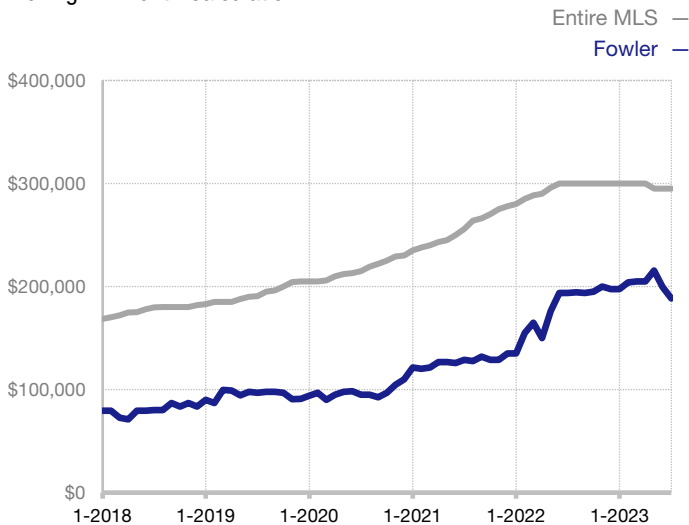
Single Family	July			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 07-2022	Thru 07-2023	Percent Change from Previous Year
New Listings	4	1	- 75.0%	25	19	- 24.0%
Sold Listings	1	4	+ 300.0%	19	10	- 47.4%
Median Sales Price*	\$210,000	\$191,500	- 8.8%	\$199,900	\$191,500	- 4.2%
Average Sales Price*	\$210,000	\$184,500	- 12.1%	\$212,547	\$190,450	- 10.4%
Percent of List Price Received*	89.4%	97.4%	+ 8.9%	99.1%	95.1%	- 4.0%
Days on Market Until Sale	88	99	+ 12.5%	111	143	+ 28.8%
Inventory of Homes for Sale	6	10	+ 66.7%	--	--	--
Months Supply of Inventory	2.5	4.1	+ 64.0%	--	--	--

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

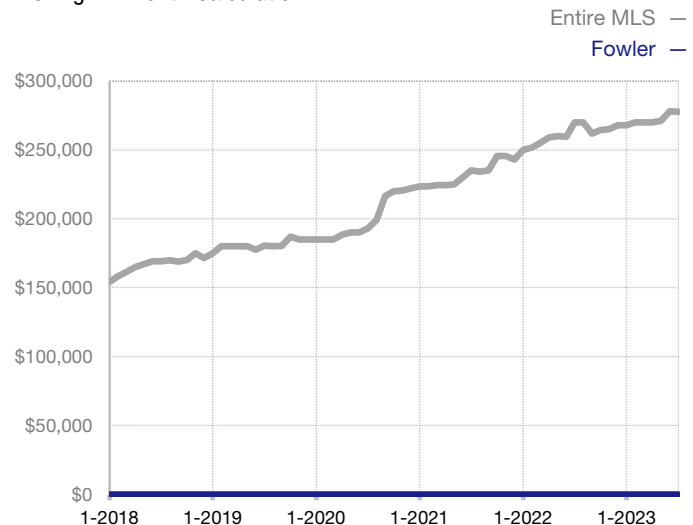
Townhouse/Condo	July			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 07-2022	Thru 07-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family Rolling 12-Month Calculation



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



Local Market Update for July 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Huerfano County

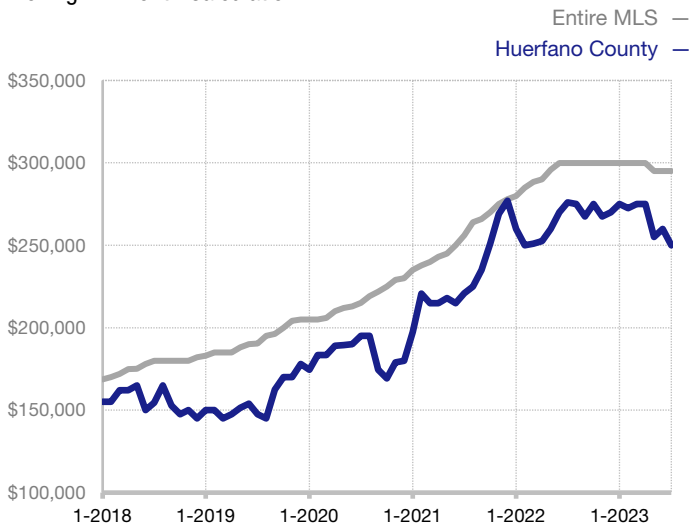
Single Family	July			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 07-2022	Thru 07-2023	Percent Change from Previous Year
New Listings	22	15	- 31.8%	84	90	+ 7.1%
Sold Listings	8	9	+ 12.5%	62	39	- 37.1%
Median Sales Price*	\$310,000	\$247,875	- 20.0%	\$277,000	\$250,000	- 9.7%
Average Sales Price*	\$339,488	\$282,875	- 16.7%	\$335,190	\$355,994	+ 6.2%
Percent of List Price Received*	96.5%	92.7%	- 3.9%	96.3%	94.1%	- 2.3%
Days on Market Until Sale	88	152	+ 72.7%	118	157	+ 33.1%
Inventory of Homes for Sale	52	65	+ 25.0%	--	--	--
Months Supply of Inventory	4.7	11.8	+ 151.1%	--	--	--

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

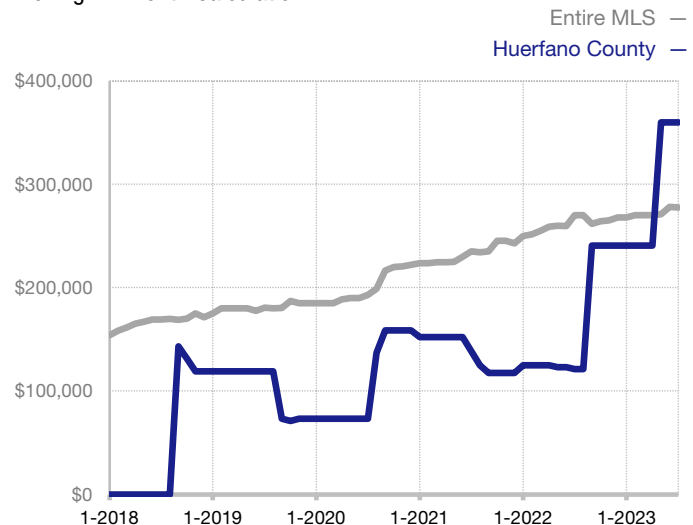
Townhouse/Condo	July			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 07-2022	Thru 07-2023	Percent Change from Previous Year
New Listings	1	0	- 100.0%	2	1	- 50.0%
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$121,050	\$0	- 100.0%
Average Sales Price*	\$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	1	1	0.0%	--	--	--
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.

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for July 2023

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La Junta

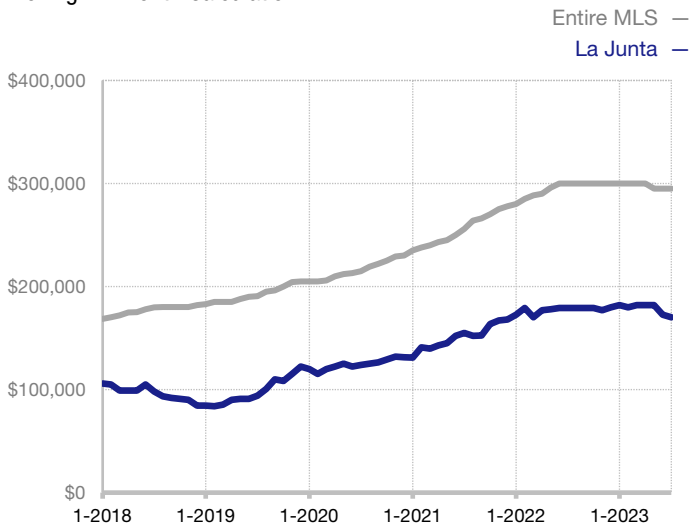
Single Family	July			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 07-2022	Thru 07-2023	Percent Change from Previous Year
New Listings	8	12	+ 50.0%	71	92	+ 29.6%
Sold Listings	7	8	+ 14.3%	55	47	- 14.5%
Median Sales Price*	\$190,000	\$173,000	- 8.9%	\$176,800	\$159,000	- 10.1%
Average Sales Price*	\$182,286	\$199,175	+ 9.3%	\$214,712	\$172,853	- 19.5%
Percent of List Price Received*	93.2%	94.4%	+ 1.3%	94.5%	94.1%	- 0.4%
Days on Market Until Sale	77	124	+ 61.0%	86	89	+ 3.5%
Inventory of Homes for Sale	14	40	+ 185.7%	--	--	--
Months Supply of Inventory	1.7	5.6	+ 229.4%	--	--	--

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

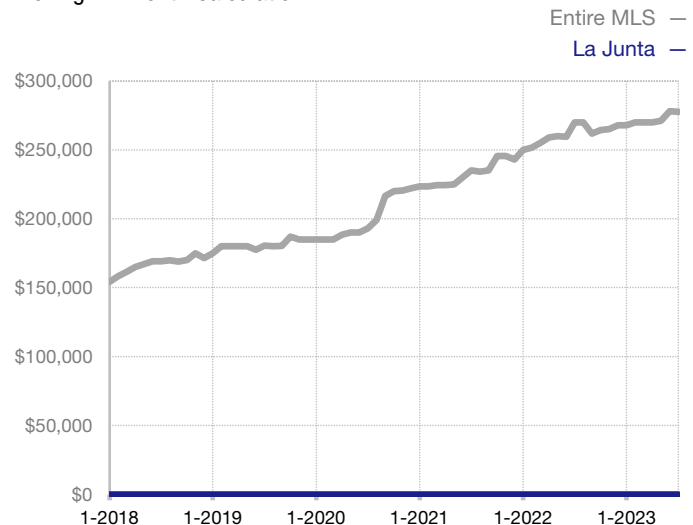
Townhouse/Condo	July			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 07-2022	Thru 07-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for July 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Lamar

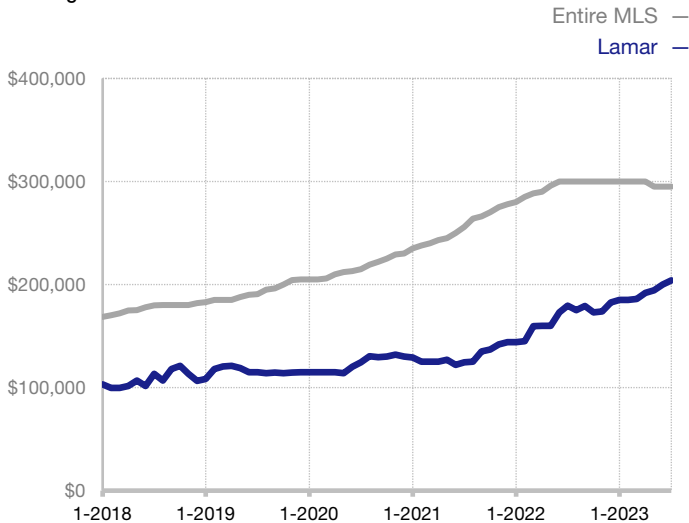
Single Family	July			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 07-2022	Thru 07-2023	Percent Change from Previous Year
New Listings	8	8	0.0%	62	50	- 19.4%
Sold Listings	11	5	- 54.5%	40	41	+ 2.5%
Median Sales Price*	\$193,500	\$237,000	+ 22.5%	\$179,500	\$210,000	+ 17.0%
Average Sales Price*	\$198,273	\$251,200	+ 26.7%	\$204,458	\$245,744	+ 20.2%
Percent of List Price Received*	99.0%	99.2%	+ 0.2%	96.6%	95.3%	- 1.3%
Days on Market Until Sale	62	90	+ 45.2%	67	101	+ 50.7%
Inventory of Homes for Sale	14	21	+ 50.0%	--	--	--
Months Supply of Inventory	2.3	3.9	+ 69.6%	--	--	--

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

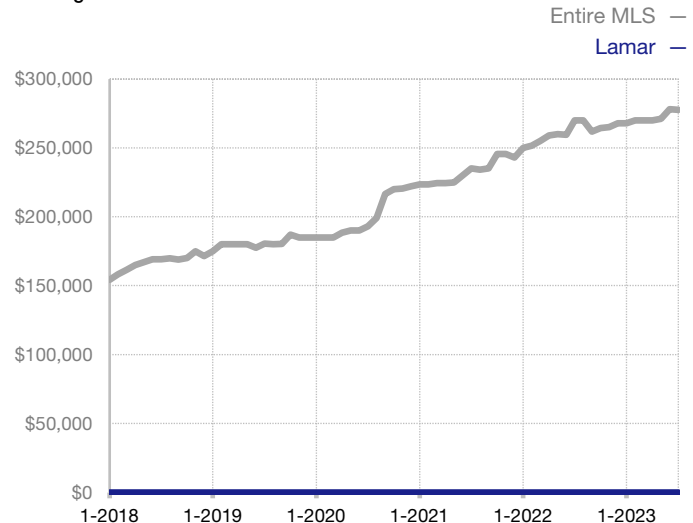
Townhouse/Condo	July			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 07-2022	Thru 07-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for July 2023

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Las Animas

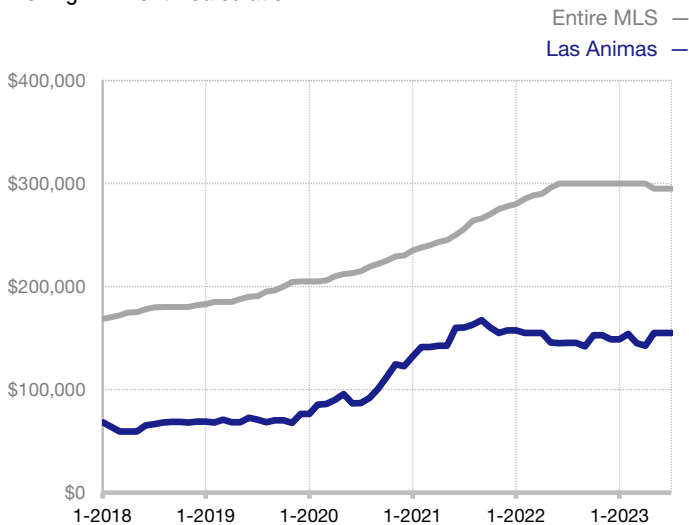
Single Family	July			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 07-2022	Thru 07-2023	Percent Change from Previous Year
New Listings	9	2	- 77.8%	28	23	- 17.9%
Sold Listings	2	0	- 100.0%	17	18	+ 5.9%
Median Sales Price*	\$200,000	\$0	- 100.0%	\$140,000	\$140,000	0.0%
Average Sales Price*	\$200,000	\$0	- 100.0%	\$154,765	\$166,161	+ 7.4%
Percent of List Price Received*	87.1%	0.0%	- 100.0%	94.6%	92.6%	- 2.1%
Days on Market Until Sale	92	0	- 100.0%	124	125	+ 0.8%
Inventory of Homes for Sale	15	7	- 53.3%	--	--	--
Months Supply of Inventory	4.3	2.0	- 53.5%	--	--	--

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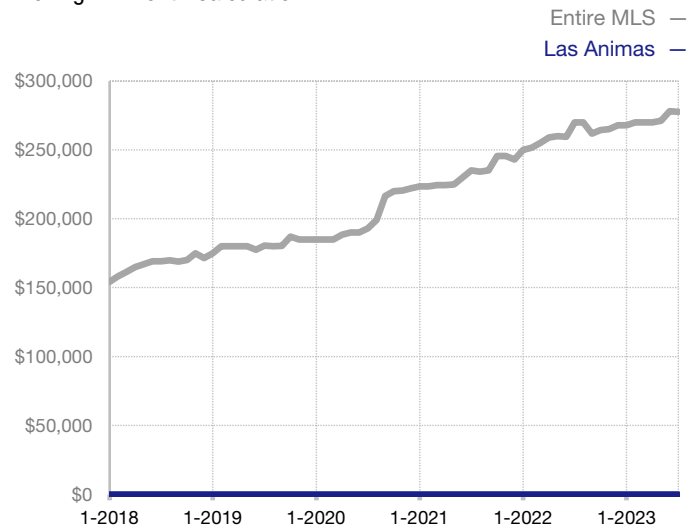
Townhouse/Condo	July			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 07-2022	Thru 07-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 July 2023

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Manzanola

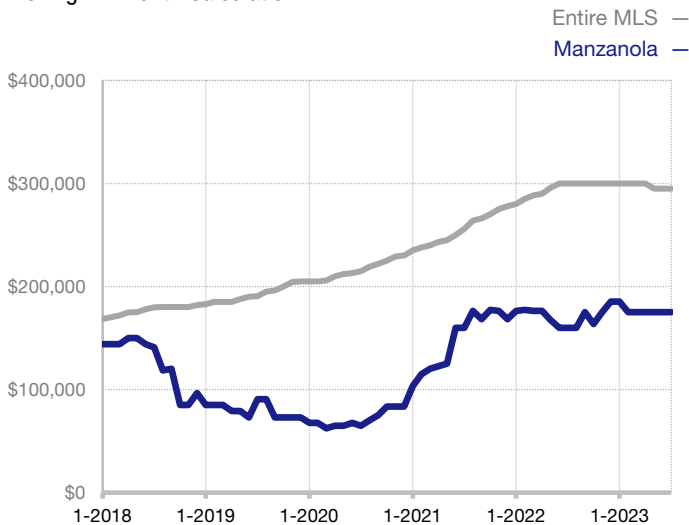
Single Family	July			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 07-2022	Thru 07-2023	Percent Change from Previous Year
New Listings	0	0	--	7	11	+ 57.1%
Sold Listings	2	0	- 100.0%	5	4	- 20.0%
Median Sales Price*	\$202,000	\$0	- 100.0%	\$175,000	\$53,750	- 69.3%
Average Sales Price*	\$202,000	\$0	- 100.0%	\$208,000	\$90,125	- 56.7%
Percent of List Price Received*	93.1%	0.0%	- 100.0%	89.3%	80.7%	- 9.6%
Days on Market Until Sale	100	0	- 100.0%	80	53	- 33.8%
Inventory of Homes for Sale	2	3	+ 50.0%	--	--	--
Months Supply of Inventory	1.4	1.7	+ 21.4%	--	--	--

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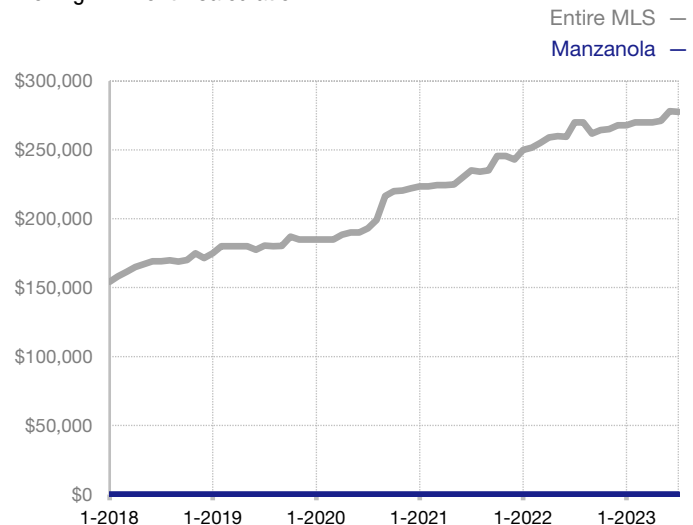
Townhouse/Condo	July			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 07-2022	Thru 07-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 July 2023

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Rocky Ford

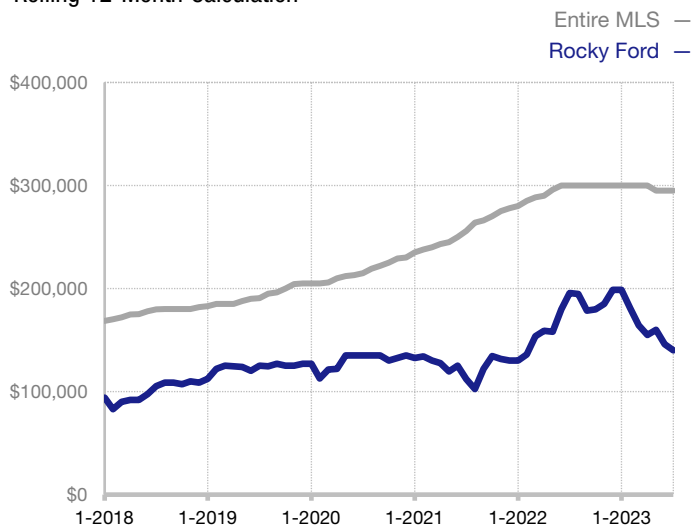
Single Family	July			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 07-2022	Thru 07-2023	Percent Change from Previous Year
New Listings	8	8	0.0%	41	47	+ 14.6%
Sold Listings	6	4	- 33.3%	30	27	- 10.0%
Median Sales Price*	\$247,500	\$123,000	- 50.3%	\$211,750	\$136,000	- 35.8%
Average Sales Price*	\$236,667	\$107,250	- 54.7%	\$230,433	\$129,807	- 43.7%
Percent of List Price Received*	96.7%	86.8%	- 10.2%	97.1%	90.6%	- 6.7%
Days on Market Until Sale	65	99	+ 52.3%	68	95	+ 39.7%
Inventory of Homes for Sale	16	22	+ 37.5%	--	--	--
Months Supply of Inventory	3.5	5.9	+ 68.6%	--	--	--

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Townhouse/Condo	July			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 07-2022	Thru 07-2023	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

