

Local Market Update for November 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

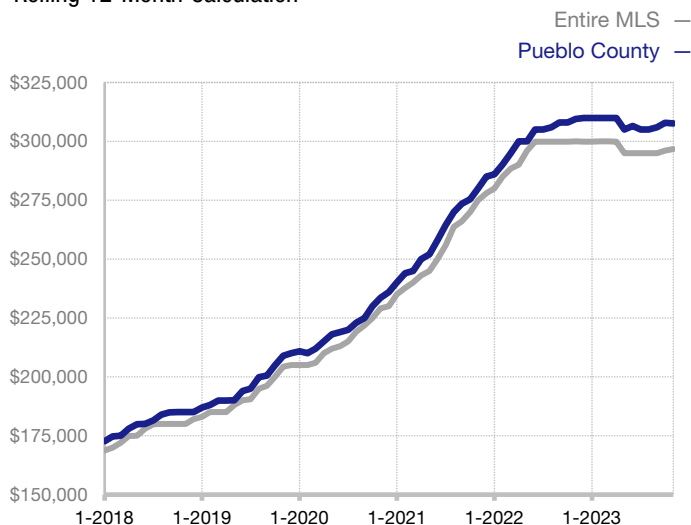
Single Family	November			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	232	235	+ 1.3%	3,680	3,080	- 16.3%
Sold Listings	147	128	- 12.9%	2,662	2,035	- 23.6%
Median Sales Price*	\$300,000	\$299,500	- 0.2%	\$310,000	\$309,900	- 0.0%
Average Sales Price*	\$320,850	\$306,970	- 4.3%	\$321,617	\$318,610	- 0.9%
Percent of List Price Received*	97.6%	97.5%	- 0.1%	99.5%	98.3%	- 1.2%
Days on Market Until Sale	74	96	+ 29.7%	64	85	+ 32.8%
Inventory of Homes for Sale	696	648	- 6.9%	--	--	--
Months Supply of Inventory	2.8	3.5	+ 25.0%	--	--	--

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

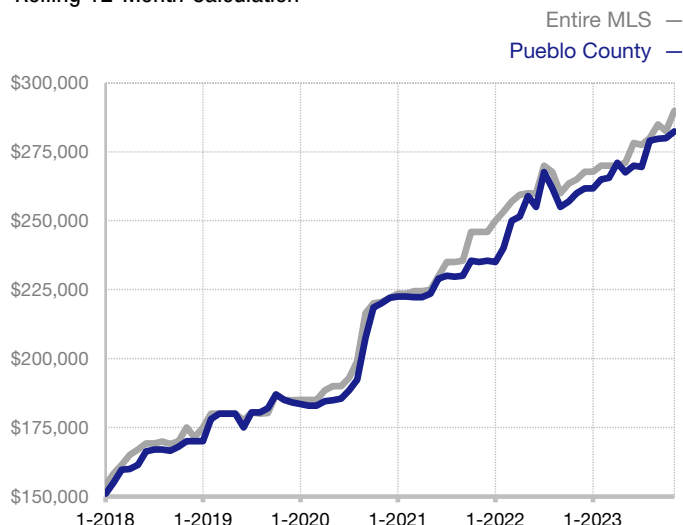
Townhouse/Condo	November			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	9	9	0.0%	128	135	+ 5.5%
Sold Listings	4	10	+ 150.0%	102	80	- 21.6%
Median Sales Price*	\$224,000	\$264,000	+ 17.9%	\$260,000	\$282,450	+ 8.6%
Average Sales Price*	\$216,125	\$258,895	+ 19.8%	\$268,860	\$281,957	+ 4.9%
Percent of List Price Received*	96.5%	94.1%	- 2.5%	99.4%	98.1%	- 1.3%
Days on Market Until Sale	33	64	+ 93.9%	49	69	+ 40.8%
Inventory of Homes for Sale	22	26	+ 18.2%	--	--	--
Months Supply of Inventory	2.4	3.6	+ 50.0%	--	--	--

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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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Arkansas Valley/Otero County

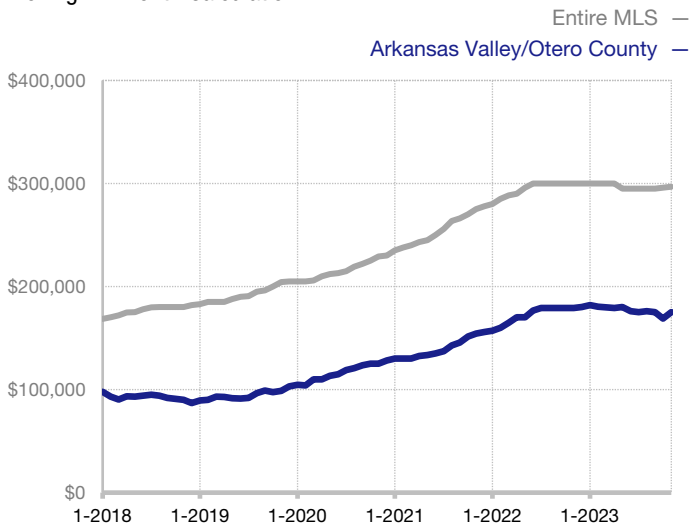
Single Family	November			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	42	49	+ 16.7%	552	536	- 2.9%
Sold Listings	27	33	+ 22.2%	375	341	- 9.1%
Median Sales Price*	\$142,500	\$189,500	+ 33.0%	\$179,900	\$169,000	- 6.1%
Average Sales Price*	\$171,794	\$189,021	+ 10.0%	\$199,949	\$184,771	- 7.6%
Percent of List Price Received*	96.8%	93.6%	- 3.3%	96.0%	93.6%	- 2.5%
Days on Market Until Sale	84	113	+ 34.5%	86	106	+ 23.3%
Inventory of Homes for Sale	160	170	+ 6.3%	--	--	--
Months Supply of Inventory	4.6	5.5	+ 19.6%	--	--	--

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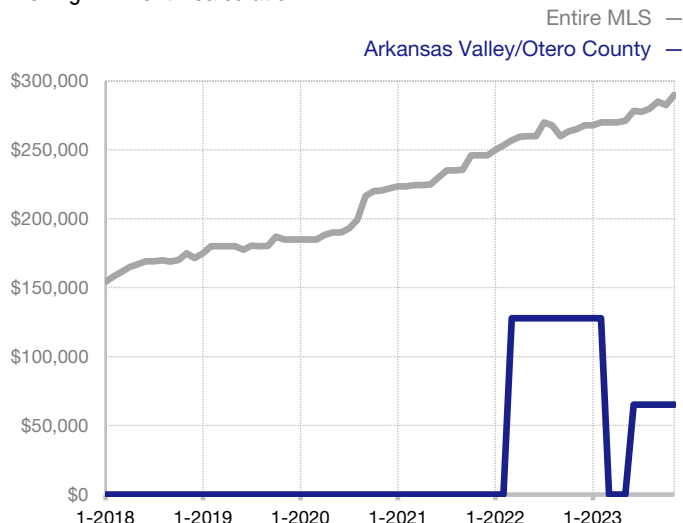
Townhouse/Condo	November			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	1	1	0.0%
Median Sales Price*	\$0	\$0	--	\$128,000	\$65,000	- 49.2%
Average Sales Price*	\$0	\$0	--	\$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	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
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Fowler

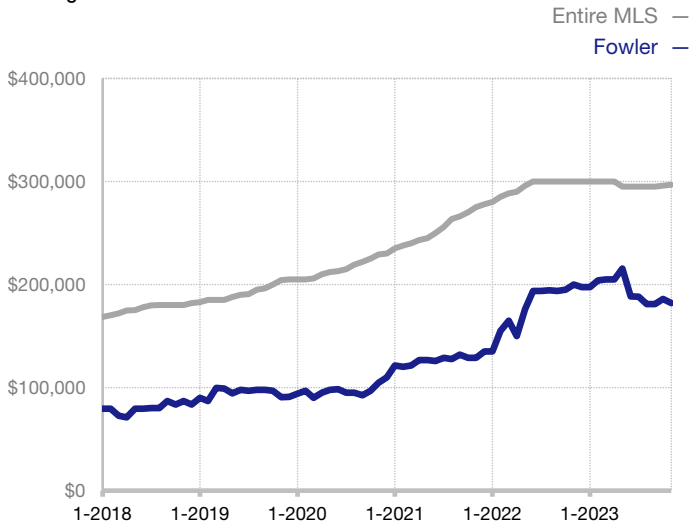
Single Family	November			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	3	1	- 66.7%	37	31	- 16.2%
Sold Listings	2	5	+ 150.0%	34	21	- 38.2%
Median Sales Price*	\$135,500	\$120,400	- 11.1%	\$197,450	\$182,000	- 7.8%
Average Sales Price*	\$135,500	\$154,380	+ 13.9%	\$205,253	\$183,081	- 10.8%
Percent of List Price Received*	99.2%	86.7%	- 12.6%	99.9%	92.8%	- 7.1%
Days on Market Until Sale	40	205	+ 412.5%	90	153	+ 70.0%
Inventory of Homes for Sale	10	7	- 30.0%	--	--	--
Months Supply of Inventory	3.2	3.0	- 6.3%	--	--	--

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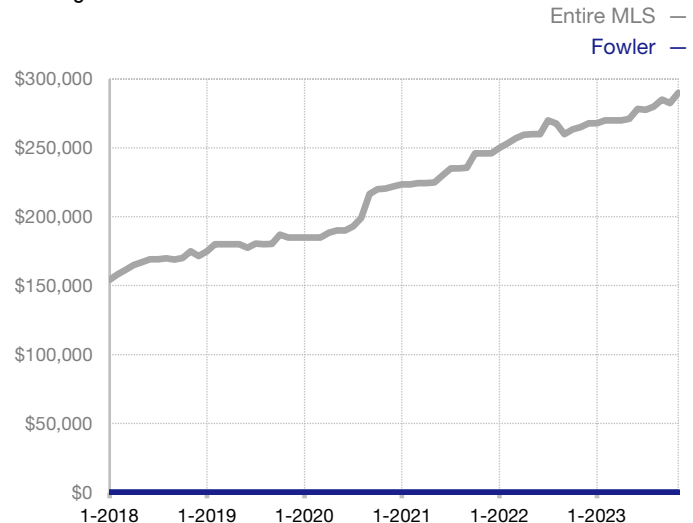
Townhouse/Condo	November			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



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Huerfano County

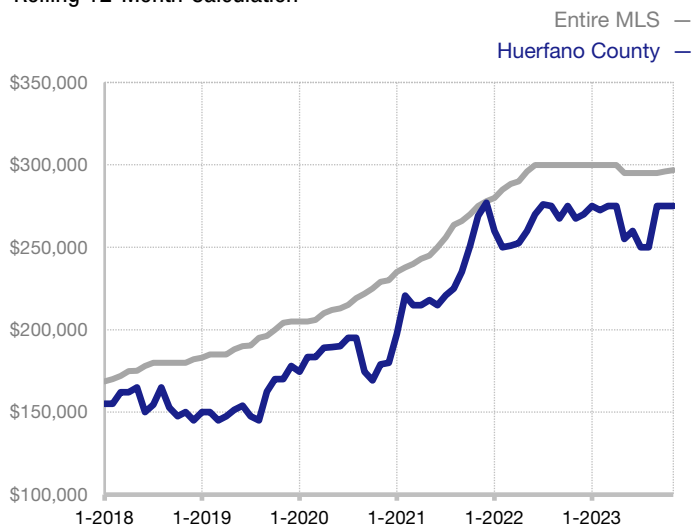
Single Family	November			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	6	10	+ 66.7%	132	138	+ 4.5%
Sold Listings	5	7	+ 40.0%	86	74	- 14.0%
Median Sales Price*	\$240,000	\$360,000	+ 50.0%	\$272,500	\$275,250	+ 1.0%
Average Sales Price*	\$213,000	\$295,500	+ 38.7%	\$362,792	\$335,357	- 7.6%
Percent of List Price Received*	89.9%	93.9%	+ 4.4%	95.8%	94.3%	- 1.6%
Days on Market Until Sale	112	73	- 34.8%	115	148	+ 28.7%
Inventory of Homes for Sale	63	65	+ 3.2%	--	--	--
Months Supply of Inventory	8.0	10.1	+ 26.3%	--	--	--

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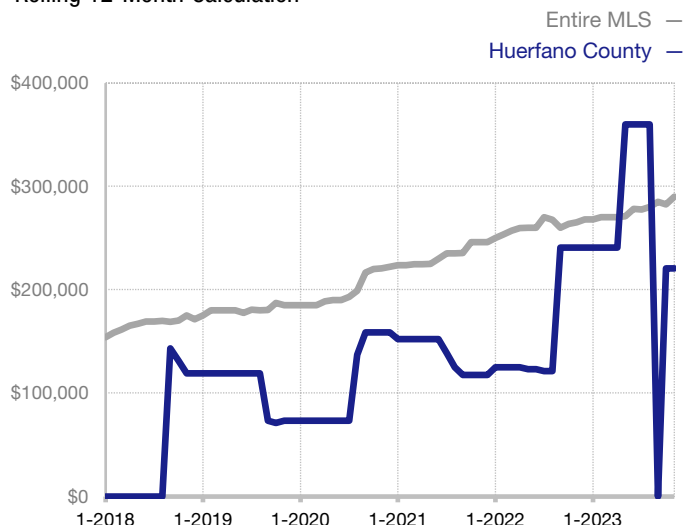
Townhouse/Condo	November			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	1	1	0.0%	3	3	0.0%
Sold Listings	0	0	--	2	2	0.0%
Median Sales Price*	\$0	\$0	--	\$240,525	\$220,500	- 8.3%
Average Sales Price*	\$0	\$0	--	\$240,525	\$220,500	- 8.3%
Percent of List Price Received*	0.0%	0.0%	--	100.4%	98.8%	- 1.6%
Days on Market Until Sale	0	0	--	48	216	+ 350.0%
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	1.0	0.5	- 50.0%	--	--	--

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Rolling 12-Month Calculation



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La Junta

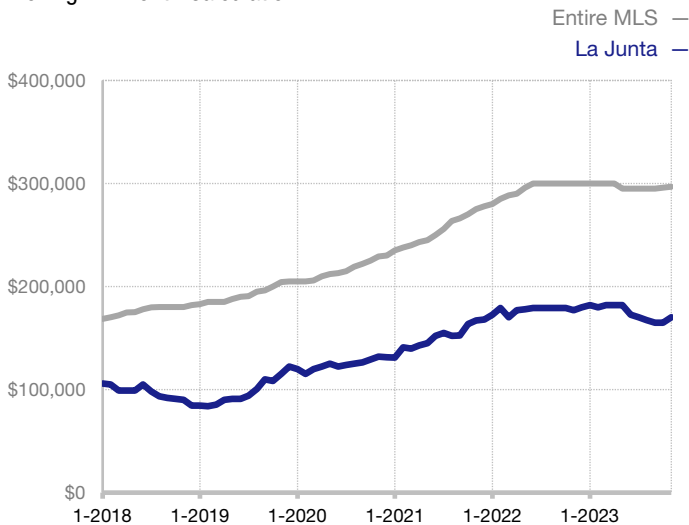
Single Family	November			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	3	14	+ 366.7%	108	147	+ 36.1%
Sold Listings	7	7	0.0%	88	77	- 12.5%
Median Sales Price*	\$179,900	\$220,000	+ 22.3%	\$178,450	\$170,000	- 4.7%
Average Sales Price*	\$182,414	\$221,286	+ 21.3%	\$203,927	\$180,374	- 11.5%
Percent of List Price Received*	100.2%	98.3%	- 1.9%	95.4%	94.5%	- 0.9%
Days on Market Until Sale	51	109	+ 113.7%	83	95	+ 14.5%
Inventory of Homes for Sale	17	54	+ 217.6%	--	--	--
Months Supply of Inventory	2.0	7.9	+ 295.0%	--	--	--

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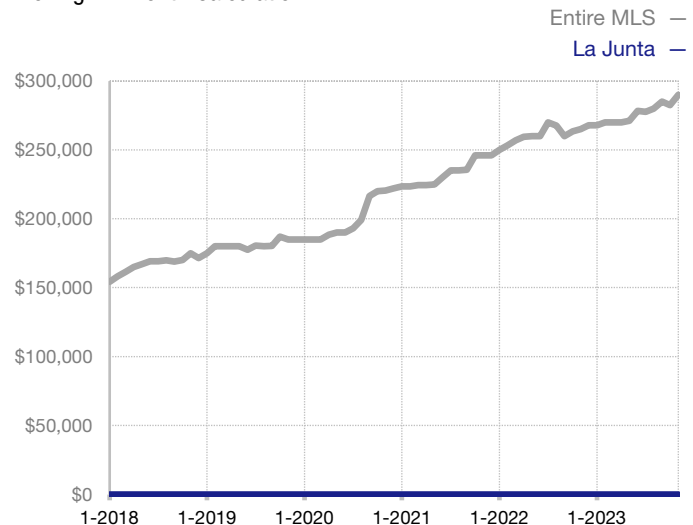
Townhouse/Condo	November			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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

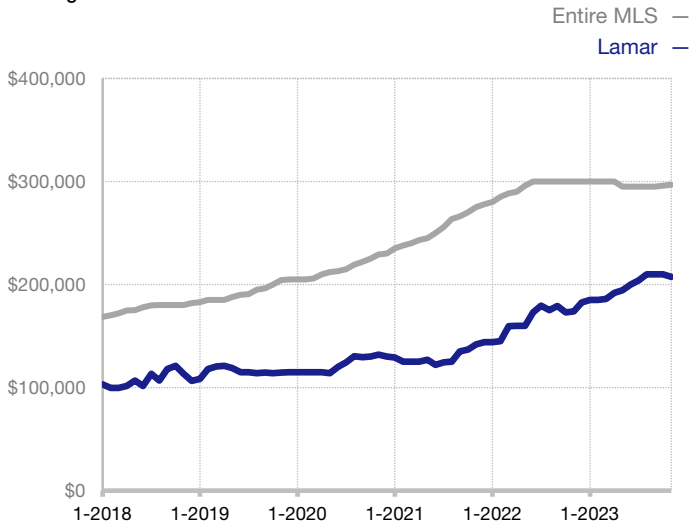
Single Family	November			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	10	6	- 40.0%	93	78	- 16.1%
Sold Listings	8	8	0.0%	58	66	+ 13.8%
Median Sales Price*	\$185,000	\$197,500	+ 6.8%	\$174,000	\$204,500	+ 17.5%
Average Sales Price*	\$202,531	\$222,125	+ 9.7%	\$196,239	\$230,720	+ 17.6%
Percent of List Price Received*	92.5%	95.4%	+ 3.1%	95.7%	95.4%	- 0.3%
Days on Market Until Sale	126	86	- 31.7%	74	92	+ 24.3%
Inventory of Homes for Sale	25	19	- 24.0%	--	--	--
Months Supply of Inventory	4.3	3.2	- 25.6%	--	--	--

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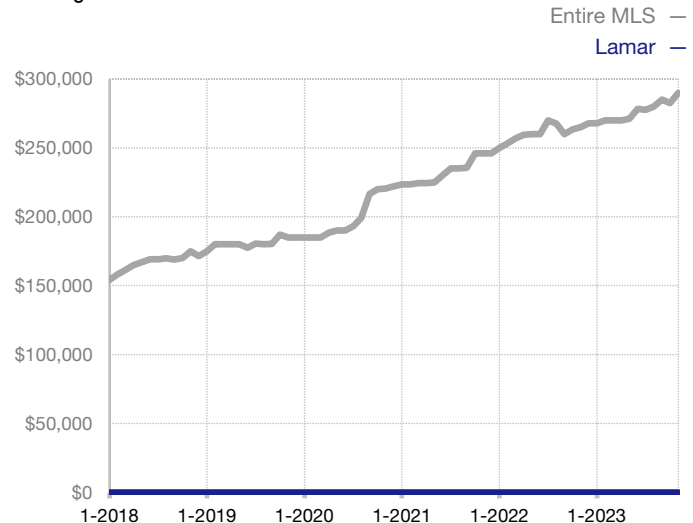
Townhouse/Condo	November			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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



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Las Animas

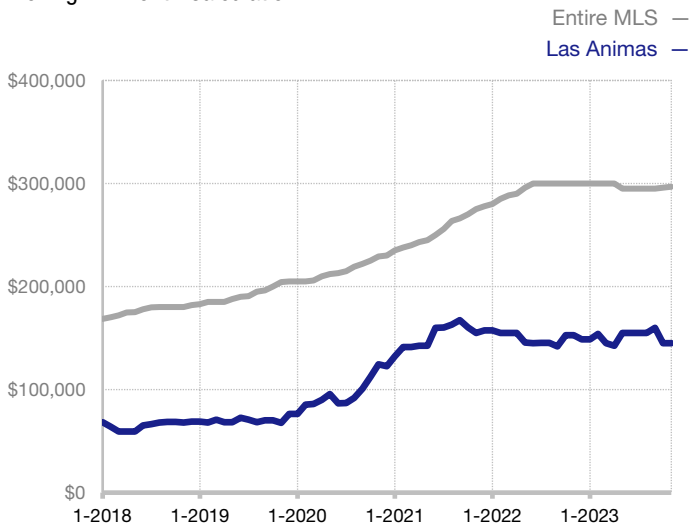
Single Family	November			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	2	2	0.0%	50	41	- 18.0%
Sold Listings	2	2	0.0%	35	28	- 20.0%
Median Sales Price*	\$217,500	\$90,500	- 58.4%	\$145,000	\$142,000	- 2.1%
Average Sales Price*	\$217,500	\$90,500	- 58.4%	\$161,563	\$160,371	- 0.7%
Percent of List Price Received*	102.1%	74.6%	- 26.9%	94.1%	91.7%	- 2.6%
Days on Market Until Sale	160	70	- 56.3%	99	116	+ 17.2%
Inventory of Homes for Sale	14	11	- 21.4%	--	--	--
Months Supply of Inventory	4.3	3.9	- 9.3%	--	--	--

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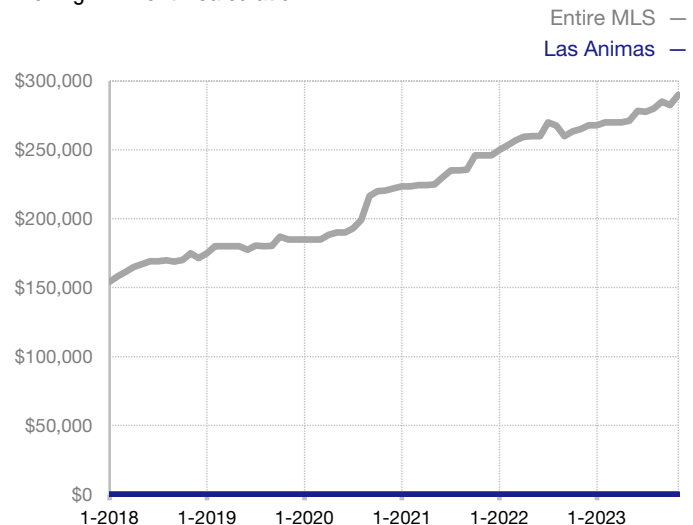
Townhouse/Condo	November			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
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Manzanola

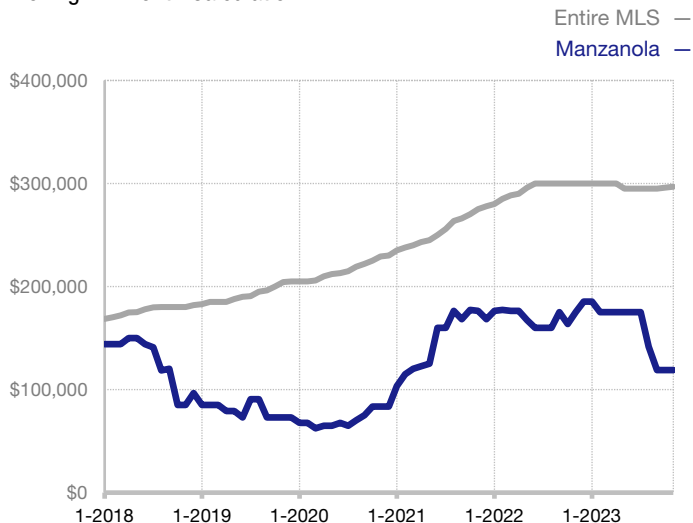
Single Family	November			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	2	3	+ 50.0%	12	15	+ 25.0%
Sold Listings	0	2	--	6	8	+ 33.3%
Median Sales Price*	\$0	\$160,500	--	\$235,000	\$99,000	- 57.9%
Average Sales Price*	\$0	\$160,500	--	\$230,833	\$114,938	- 50.2%
Percent of List Price Received*	0.0%	93.3%	--	90.9%	87.3%	- 4.0%
Days on Market Until Sale	0	60	--	164	85	- 48.2%
Inventory of Homes for Sale	3	2	- 33.3%	--	--	--
Months Supply of Inventory	2.1	1.2	- 42.9%	--	--	--

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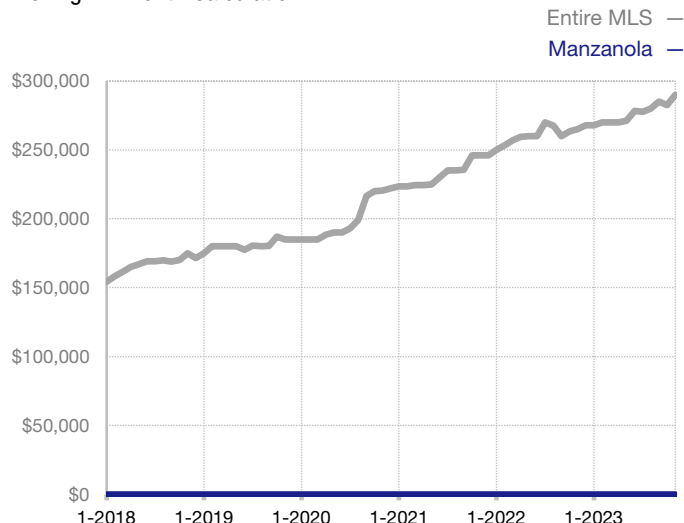
Townhouse/Condo	November			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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Rocky Ford

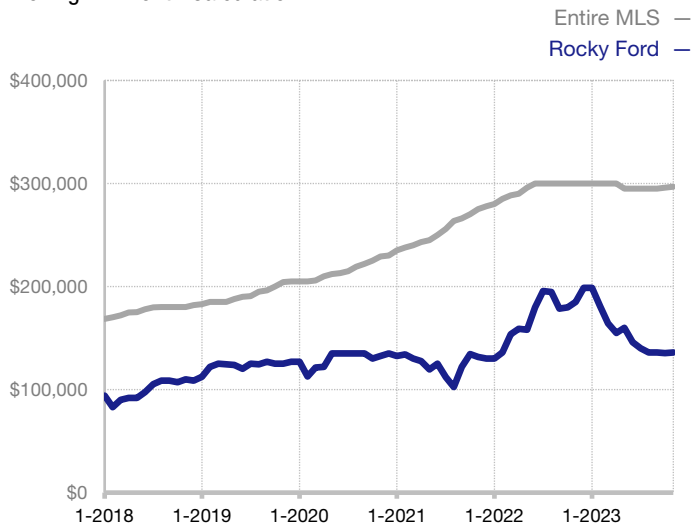
Single Family	November			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	2	8	+ 300.0%	62	66	+ 6.5%
Sold Listings	2	1	- 50.0%	45	44	- 2.2%
Median Sales Price*	\$142,950	\$435,000	+ 204.3%	\$200,000	\$135,500	- 32.3%
Average Sales Price*	\$142,950	\$435,000	+ 204.3%	\$212,031	\$149,200	- 29.6%
Percent of List Price Received*	100.4%	92.8%	- 7.6%	97.3%	91.9%	- 5.5%
Days on Market Until Sale	42	168	+ 300.0%	76	96	+ 26.3%
Inventory of Homes for Sale	17	14	- 17.6%	--	--	--
Months Supply of Inventory	3.8	3.6	- 5.3%	--	--	--

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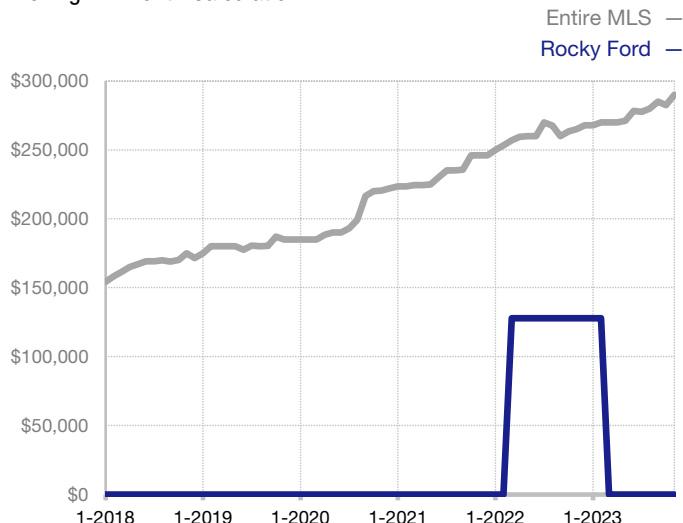
Townhouse/Condo	November			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 11-2022	Thru 11-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$128,000	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$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



November 2023

Percent changes calculated using year-over-year comparisons.

New Listings were up 0.4 percent for single family homes and 11.1 percent for townhouse-condo properties. Pending Sales decreased 4.5 percent for single family homes but increased 50.0 percent for townhouse-condo properties.

The Median Sales Price remained flat for single family homes at \$300,000 but increased 17.9 percent to \$264,000 for townhouse-condo properties. Days on Market increased 25.3 percent for single family homes and 93.9 percent for townhouse-condo properties.

Inventory remains at historically low levels nationwide, with only 1.15 million homes for sale heading into November, a 5.7% decline compared to the same time last year, for a 3.6 months' supply at the current sales pace. The shortage of available properties for sale has kept pressure on home prices, which have continued to climb despite the slowdown in sales. According to NAR, the U.S. median existing-home sales price increased 3.4% from a year ago to \$391,800, an all-time high for the month, with annual price gains reported in all four regions of the country.

Activity Snapshot

- 9.6%	- 1.5%	- 6.8%
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	11-2022	11-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		237	238	+ 0.4%	3,773	3,149	- 16.5%
Pending Sales		134	128	- 4.5%	2,607	2,127	- 18.4%
Sold Listings		152	131	- 13.8%	2,715	2,074	- 23.6%
Median Sales Price		\$300,000	\$300,000	0.0%	\$311,000	\$309,000	- 0.6%
Avg. Sales Price		\$320,004	\$309,383	- 3.3%	\$322,137	\$318,673	- 1.1%
Pct. of List Price Received		97.4%	97.7%	+ 0.3%	99.4%	98.3%	- 1.1%
Days on Market		75	94	+ 25.3%	65	85	+ 30.8%
Affordability Index		93	89	- 4.3%	90	87	- 3.3%
Active Listings		727	670	- 7.8%	--	--	--
Months Supply		2.9	3.6	+ 24.1%	--	--	--

Townhouse-Condo Market Overview

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

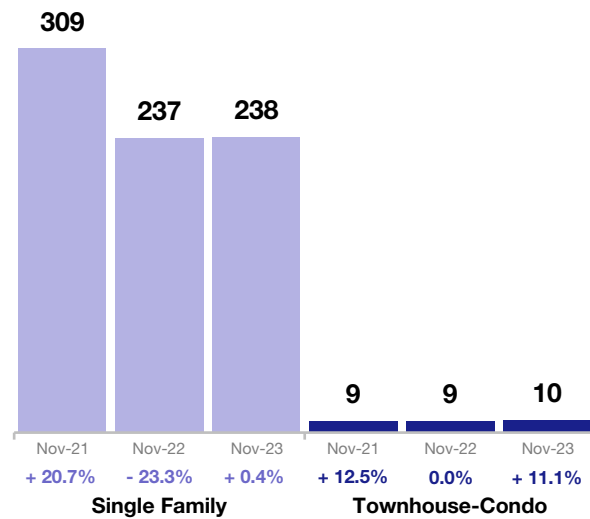


Key Metrics	Historical Sparkbars	11-2022	11-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		9	10	+ 11.1%	132	139	+ 5.3%
Pending Sales		6	9	+ 50.0%	105	85	- 19.0%
Sold Listings		4	10	+ 150.0%	106	81	- 23.6%
Median Sales Price		\$224,000	\$264,000	+ 17.9%	\$260,000	\$279,900	+ 7.7%
Avg. Sales Price		\$216,125	\$258,895	+ 19.8%	\$267,238	\$281,810	+ 5.5%
Pct. of List Price Received		96.5%	94.1%	- 2.5%	99.5%	98.2%	- 1.3%
Days on Market		33	64	+ 93.9%	49	70	+ 42.9%
Affordability Index		124	101	- 18.5%	107	95	- 11.2%
Active Listings		22	28	+ 27.3%	--	--	--
Months Supply		2.3	3.9	+ 69.6%	--	--	--

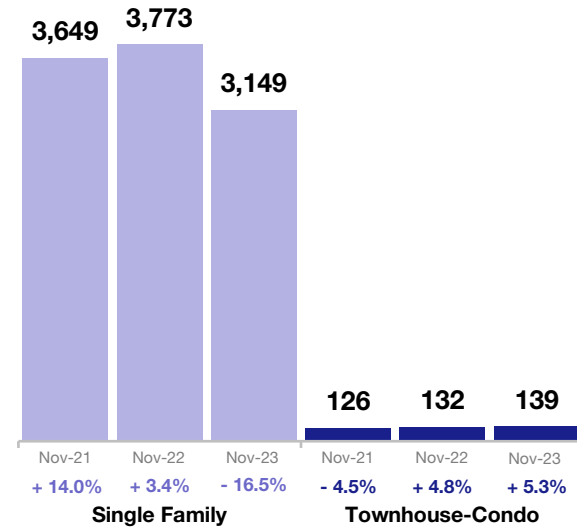
New Listings



November

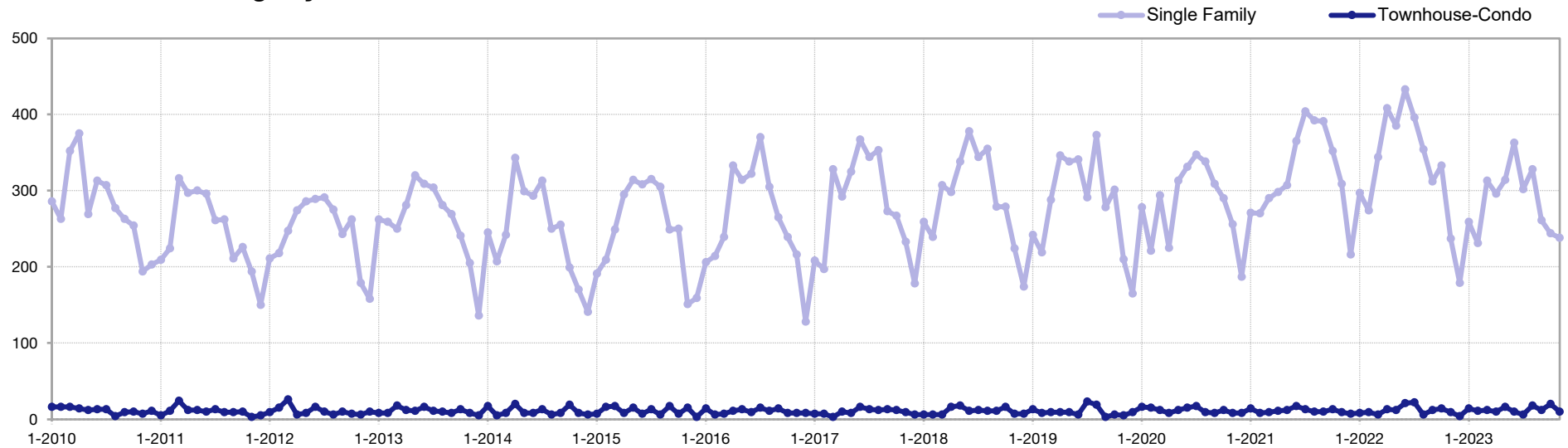


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	313	-9.0%	12	+100.0%
Apr-2023	296	-27.5%	10	-23.1%
May-2023	314	-18.4%	16	+33.3%
Jun-2023	363	-16.2%	10	-52.4%
Jul-2023	302	-23.7%	6	-72.7%
Aug-2023	328	-7.3%	18	+200.0%
Sep-2023	261	-16.3%	12	0.0%
Oct-2023	244	-26.7%	20	+42.9%
Nov-2023	238	+0.4%	10	+11.1%

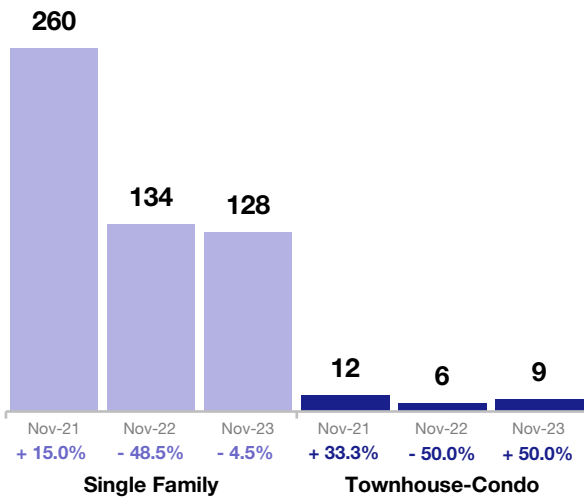
Historical New Listings by Month



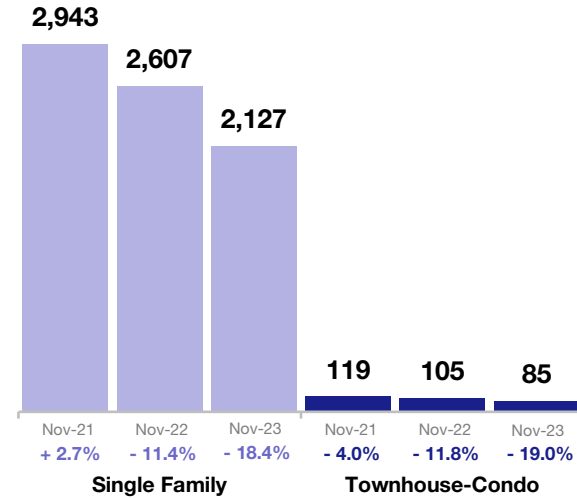
Pending Sales



November

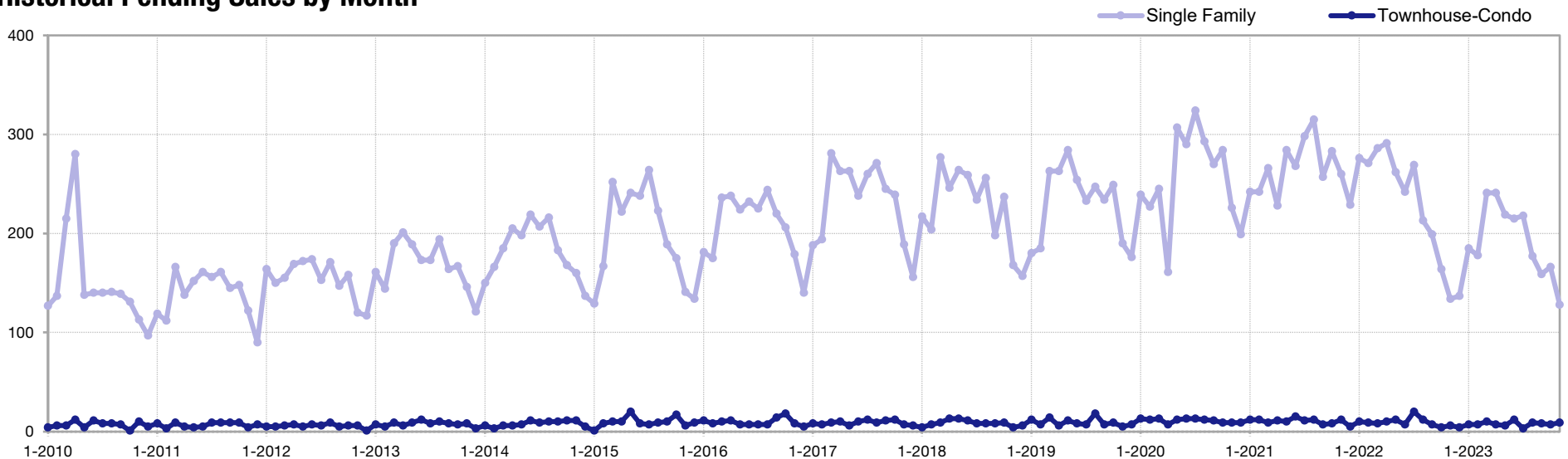


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2022	137	-40.2%	4	-20.0%
Jan-2023	185	-33.0%	7	-30.0%
Feb-2023	178	-34.3%	7	-22.2%
Mar-2023	241	-15.7%	10	+25.0%
Apr-2023	241	-17.2%	7	-30.0%
May-2023	219	-16.4%	6	-50.0%
Jun-2023	215	-11.2%	12	+71.4%
Jul-2023	218	-19.0%	3	-85.0%
Aug-2023	177	-16.9%	9	-25.0%
Sep-2023	159	-20.1%	8	+14.3%
Oct-2023	166	+1.2%	7	+75.0%
Nov-2023	128	-4.5%	9	+50.0%

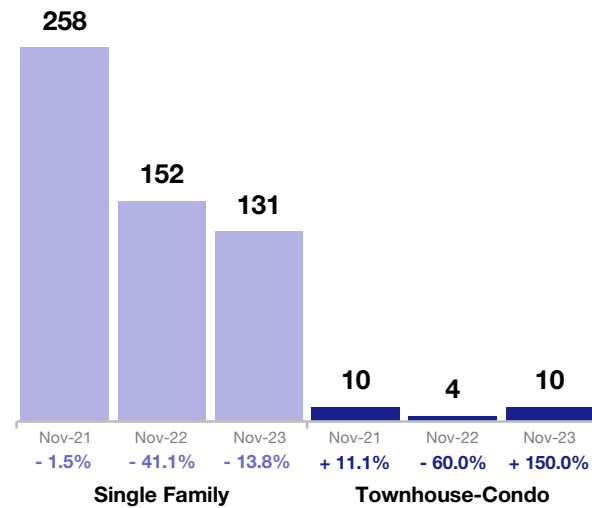
Historical Pending Sales by Month



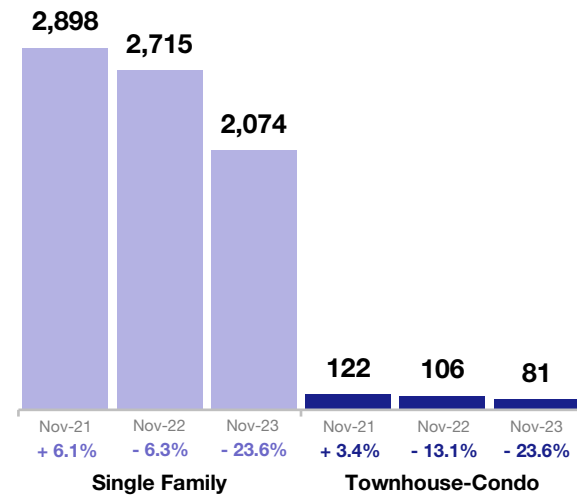
Sold Listings



November

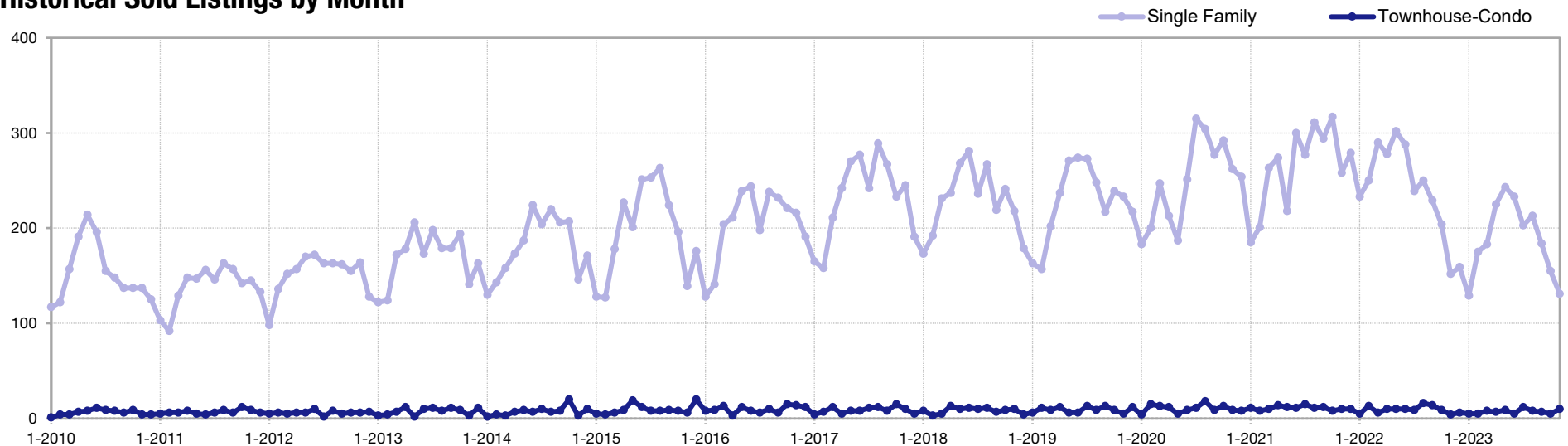


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2022	159	-43.0%	6	-40.0%
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	243	-19.5%	9	-10.0%
Jun-2023	233	-19.1%	5	-50.0%
Jul-2023	203	-15.1%	12	+33.3%
Aug-2023	213	-14.8%	8	-50.0%
Sep-2023	184	-19.7%	7	-50.0%
Oct-2023	155	-24.0%	5	-44.4%
Nov-2023	131	-13.8%	10	+150.0%

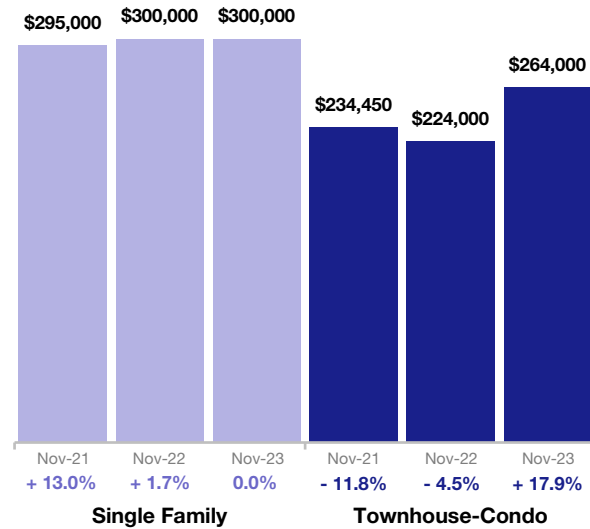
Historical Sold Listings by Month



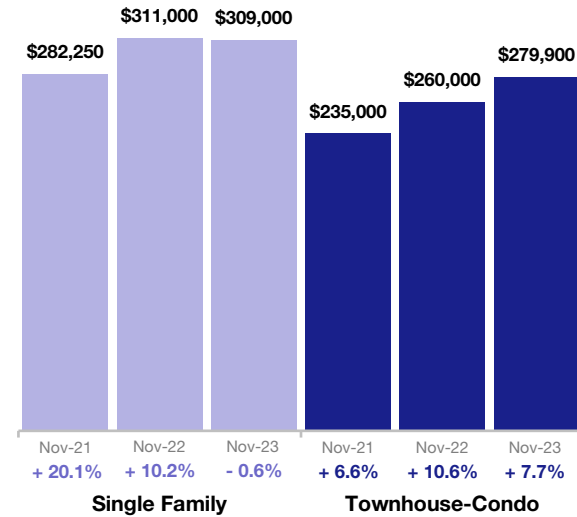
Median Sales Price



November

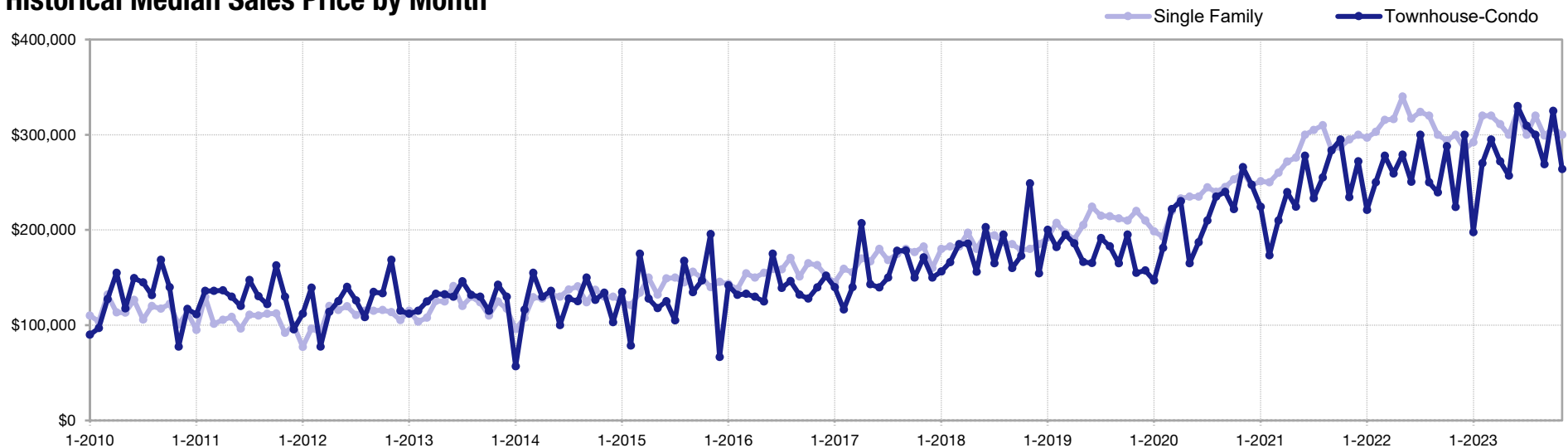


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2022	\$285,000	-5.0%	\$300,000	+10.3%
Jan-2023	\$291,993	-1.6%	\$197,500	-10.6%
Feb-2023	\$320,000	+5.6%	\$270,000	+8.0%
Mar-2023	\$320,000	+1.4%	\$294,995	+6.1%
Apr-2023	\$311,000	-1.7%	\$272,000	+4.9%
May-2023	\$300,000	-11.8%	\$257,000	-7.9%
Jun-2023	\$324,900	+2.5%	\$330,000	+31.7%
Jul-2023	\$300,000	-7.3%	\$309,275	+3.1%
Aug-2023	\$320,000	0.0%	\$300,000	+20.0%
Sep-2023	\$299,000	-0.3%	\$268,900	+12.3%
Oct-2023	\$307,500	+4.6%	\$325,000	+12.9%
Nov-2023	\$300,000	0.0%	\$264,000	+17.9%

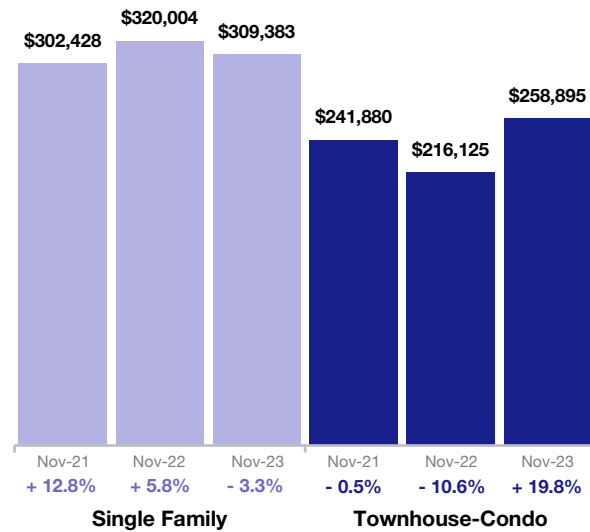
Historical Median Sales Price by Month



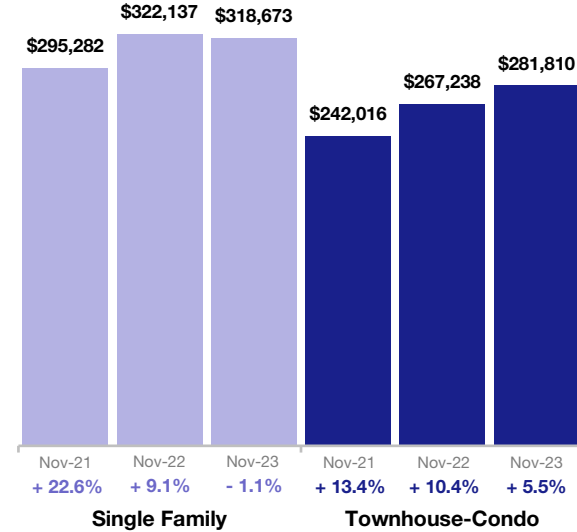
Average Sales Price



November

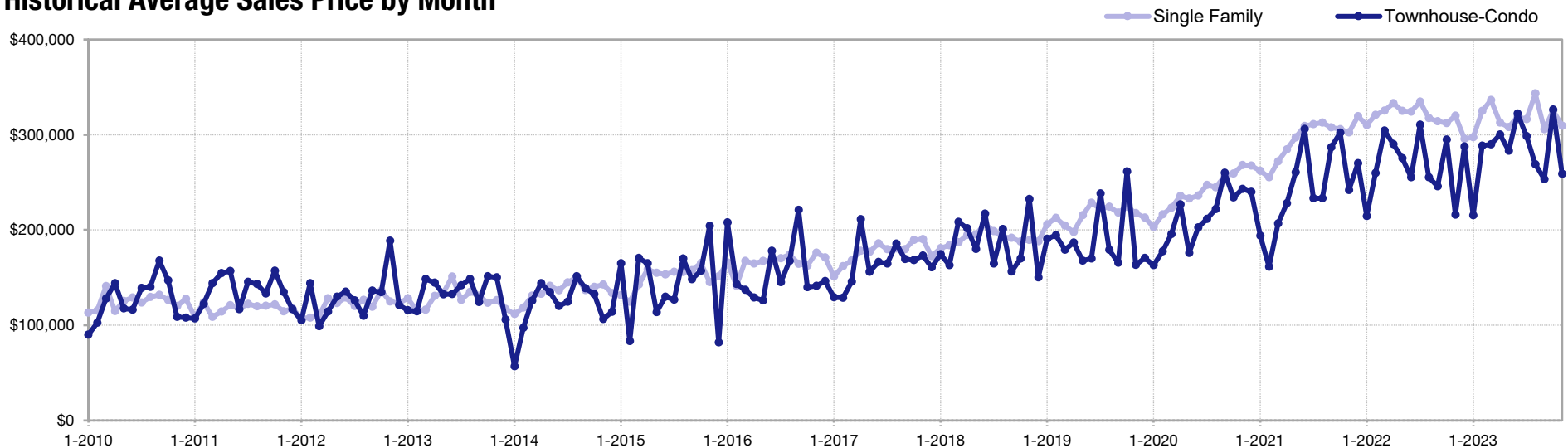


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2022	\$295,732	-7.4%	\$287,650	+6.5%
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	\$308,033	-5.2%	\$283,172	+2.8%
Jun-2023	\$318,916	-1.6%	\$322,200	+26.2%
Jul-2023	\$316,508	-5.5%	\$298,579	-3.9%
Aug-2023	\$343,307	+8.1%	\$268,919	+5.3%
Sep-2023	\$305,899	-2.6%	\$253,271	+3.0%
Oct-2023	\$325,155	+4.1%	\$326,300	+10.6%
Nov-2023	\$309,383	-3.3%	\$258,895	+19.8%

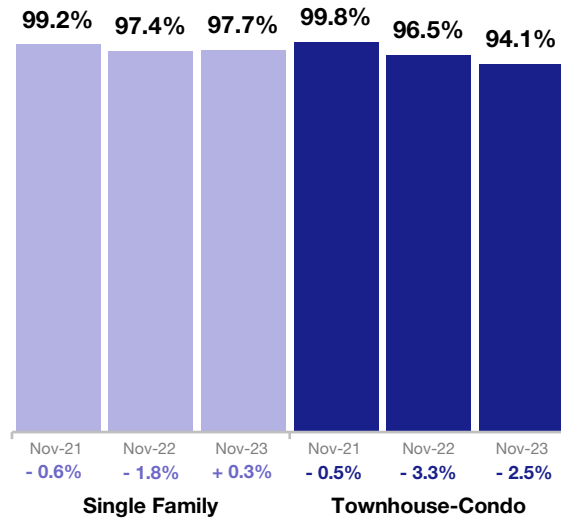
Historical Average Sales Price by Month



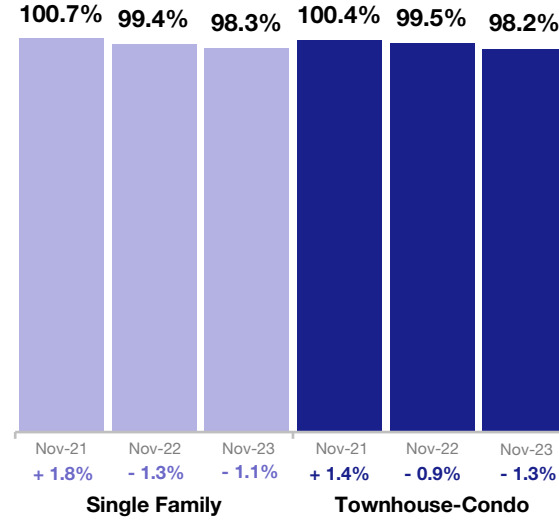
Percent of List Price Received



November

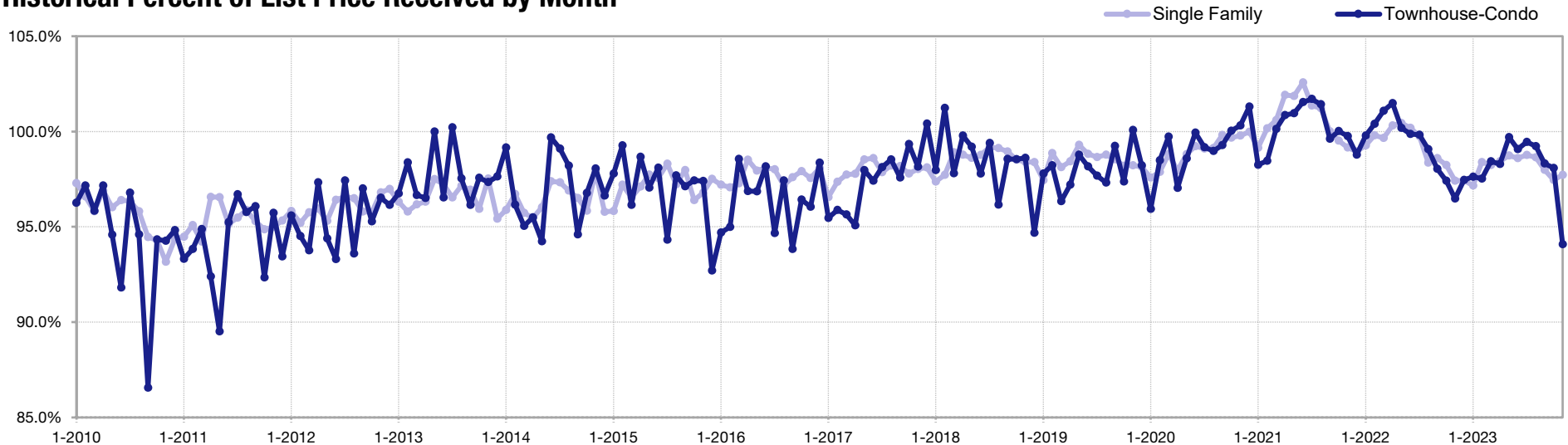


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2022	97.4%	-1.5%	97.5%	-1.3%
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	98.7%	-1.7%	99.7%	-0.5%
Jun-2023	98.6%	-1.6%	99.1%	-0.8%
Jul-2023	98.8%	-1.0%	99.4%	-0.4%
Aug-2023	98.6%	+0.2%	99.2%	+0.1%
Sep-2023	98.0%	-0.6%	98.3%	+0.2%
Oct-2023	97.5%	-0.7%	98.1%	+0.7%
Nov-2023	97.7%	+0.3%	94.1%	-2.5%

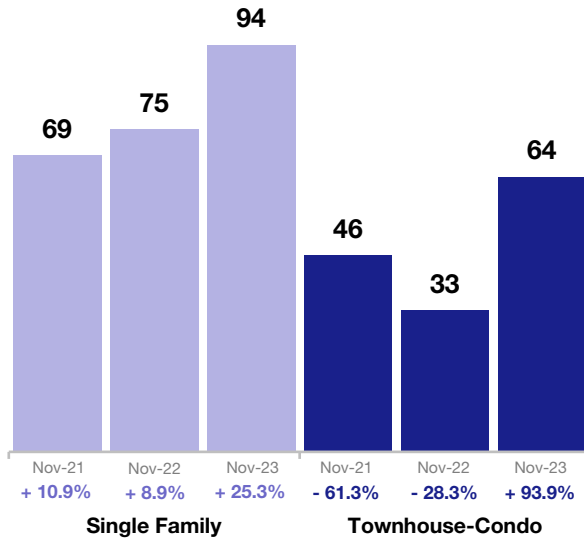
Historical Percent of List Price Received by Month



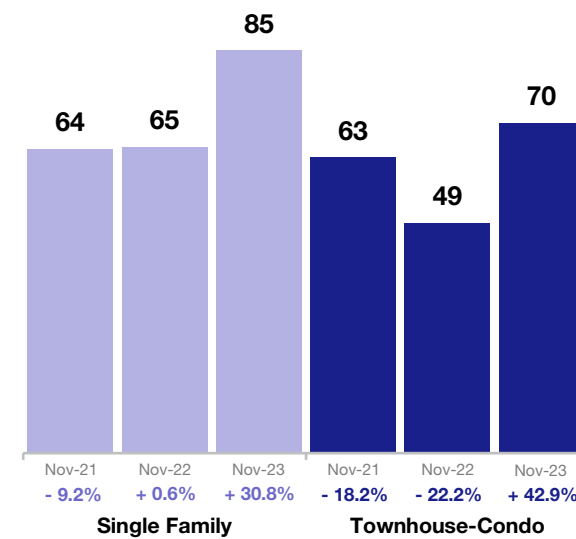
Days on Market Until Sale



November

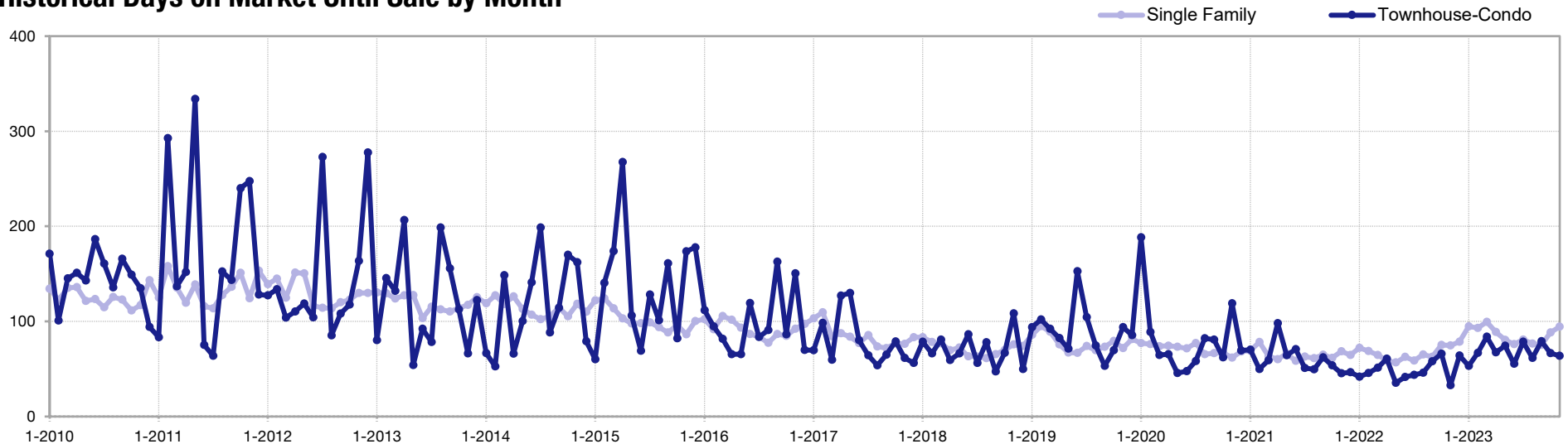


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2022	79	+21.5%	64	+39.1%
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	80	+40.4%	74	+111.4%
Jun-2023	76	+20.6%	55	+34.1%
Jul-2023	81	+37.3%	79	+79.5%
Aug-2023	77	+18.5%	62	+34.8%
Sep-2023	75	+19.0%	79	+36.2%
Oct-2023	88	+17.3%	67	+1.5%
Nov-2023	94	+25.3%	64	+93.9%

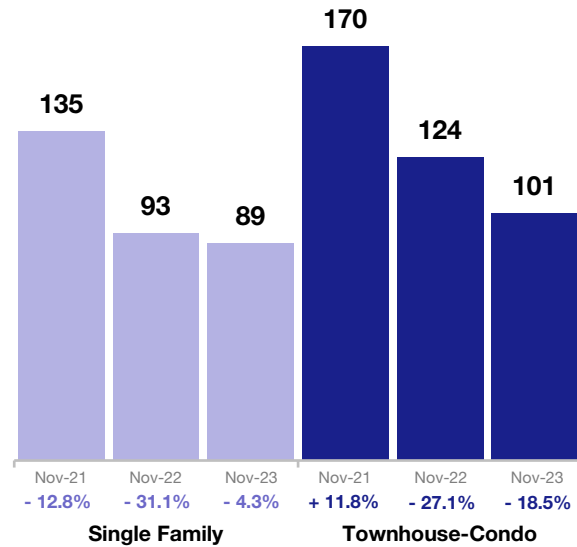
Historical Days on Market Until Sale by Month



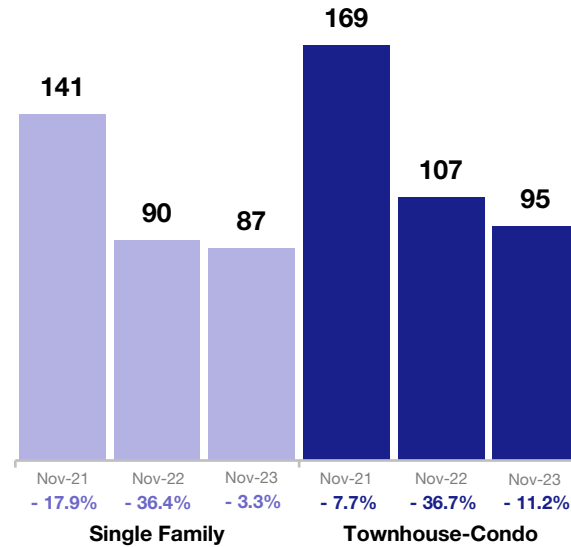
Housing Affordability Index



November

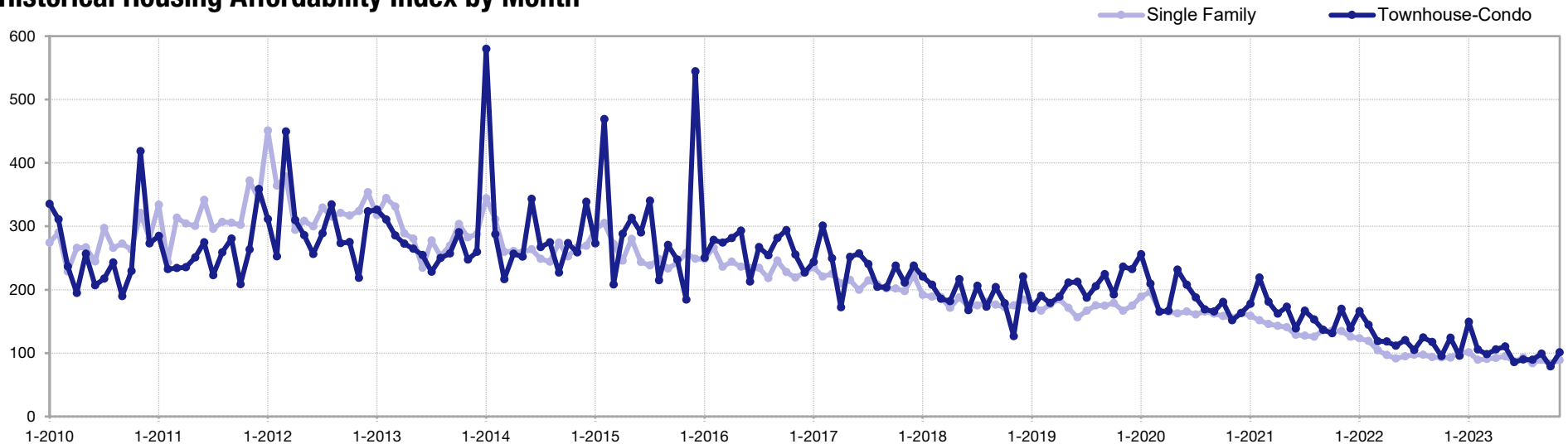


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2022	101	-19.8%	96	-30.9%
Jan-2023	101	-17.9%	149	-10.2%
Feb-2023	89	-25.2%	106	-26.9%
Mar-2023	91	-12.5%	98	-17.6%
Apr-2023	92	-5.2%	106	-10.2%
May-2023	95	+3.3%	111	-0.9%
Jun-2023	87	-8.4%	86	-28.3%
Jul-2023	93	-4.1%	90	-14.3%
Aug-2023	84	-13.4%	90	-28.0%
Sep-2023	89	-5.3%	99	-15.4%
Oct-2023	83	-10.8%	79	-16.8%
Nov-2023	89	-4.3%	101	-18.5%

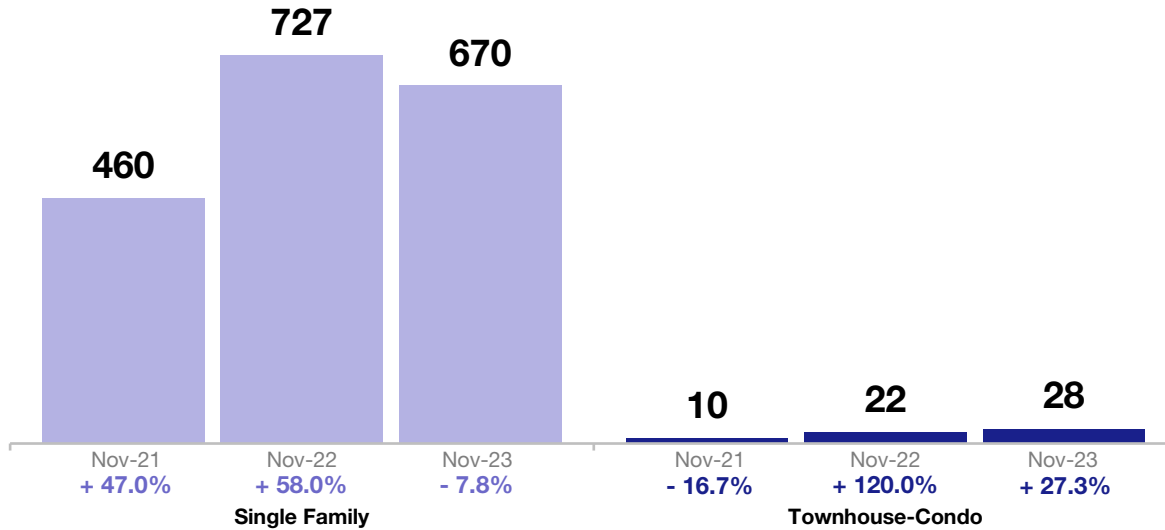
Historical Housing Affordability Index by Month



Inventory of Active Listings

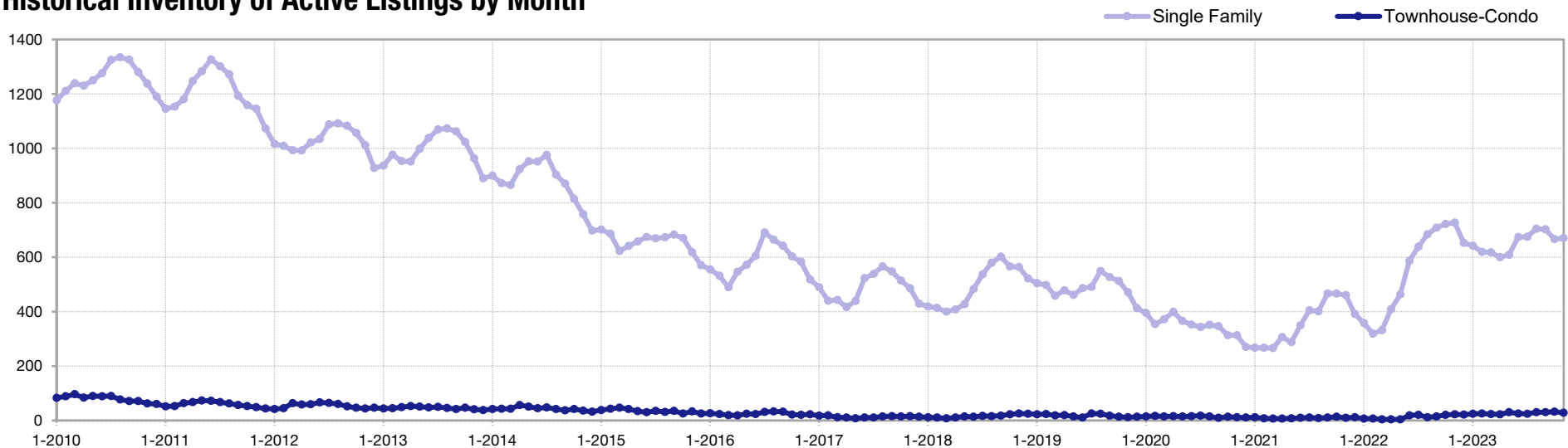


November



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2022	653	+67.0%	21	+75.0%
Jan-2023	642	+79.3%	24	+242.9%
Feb-2023	619	+94.0%	25	+257.1%
Mar-2023	617	+85.8%	23	+475.0%
Apr-2023	600	+46.7%	22	+450.0%
May-2023	609	+31.5%	30	+650.0%
Jun-2023	674	+15.0%	25	+38.9%
Jul-2023	675	+5.8%	24	+20.0%
Aug-2023	704	+2.9%	30	+150.0%
Sep-2023	702	-0.8%	30	+114.3%
Oct-2023	666	-7.8%	32	+60.0%
Nov-2023	670	-7.8%	28	+27.3%

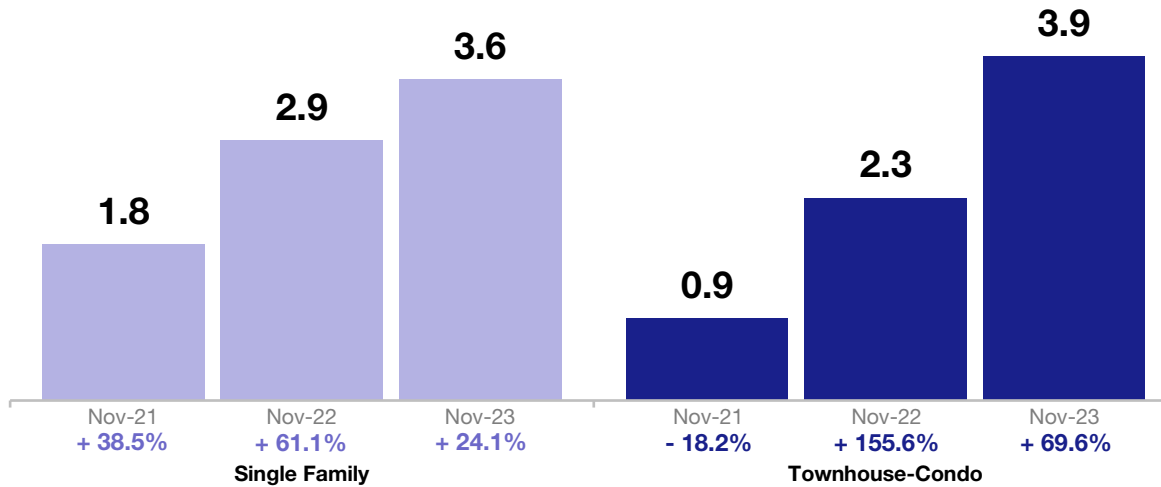
Historical Inventory of Active Listings by Month



Months Supply of Inventory

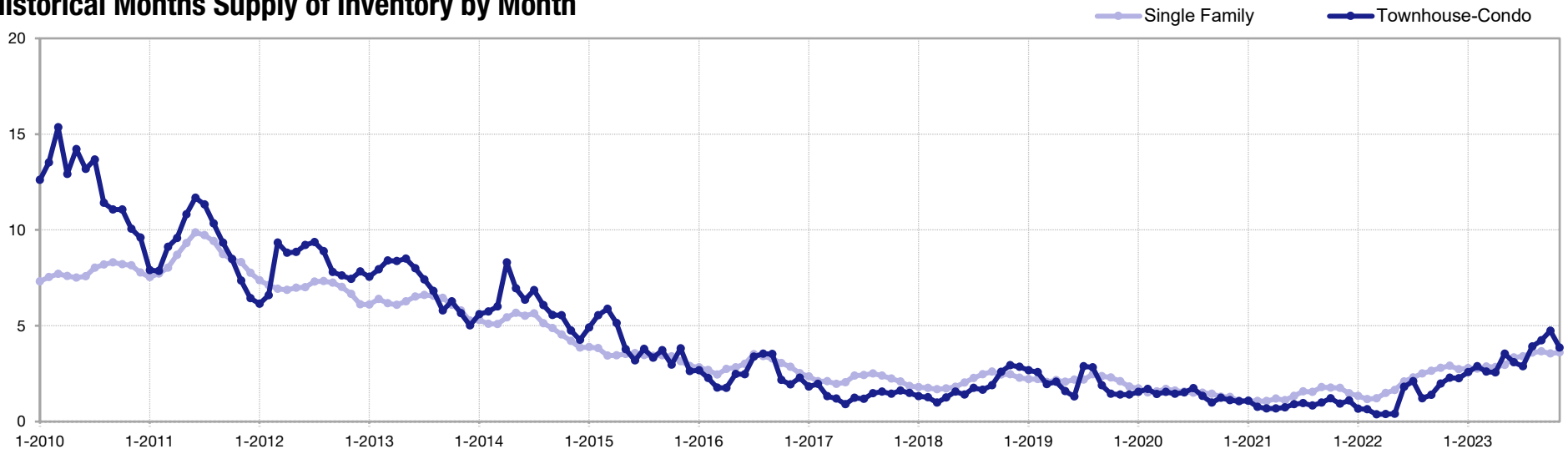


November



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2022	2.7	+80.0%	2.3	+109.1%
Jan-2023	2.8	+115.4%	2.6	+271.4%
Feb-2023	2.8	+133.3%	2.9	+383.3%
Mar-2023	2.9	+141.7%	2.6	+550.0%
Apr-2023	2.8	+86.7%	2.6	+550.0%
May-2023	3.0	+87.5%	3.5	+775.0%
Jun-2023	3.3	+57.1%	3.1	+72.2%
Jul-2023	3.4	+47.8%	2.9	+38.1%
Aug-2023	3.6	+44.0%	3.9	+225.0%
Sep-2023	3.7	+42.3%	4.2	+200.0%
Oct-2023	3.5	+25.0%	4.7	+135.0%
Nov-2023	3.6	+24.1%	3.9	+69.6%

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.



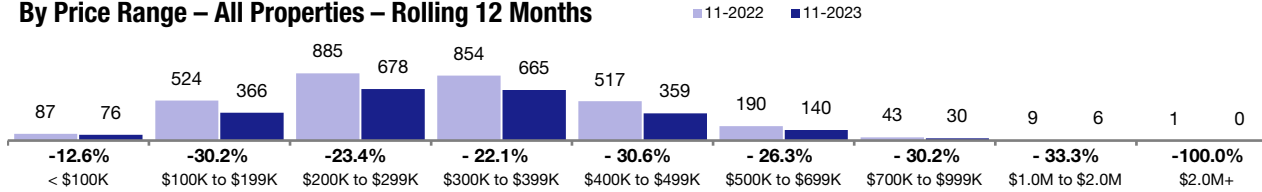
Key Metrics	Historical Sparkbars	11-2022	11-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		246	248	+ 0.8%	3,905	3,288	- 15.8%
Pending Sales		140	137	- 2.1%	2,712	2,212	- 18.4%
Sold Listings		156	141	- 9.6%	2,821	2,155	- 23.6%
Median Sales Price		\$299,500	\$295,000	- 1.5%	\$307,000	\$305,000	- 0.7%
Avg. Sales Price		\$317,341	\$305,802	- 3.6%	\$320,073	\$317,286	- 0.9%
Pct. of List Price Received		97.4%	97.5%	+ 0.1%	99.4%	98.3%	- 1.1%
Days on Market		74	92	+ 24.3%	64	85	+ 32.8%
Affordability Index		93	91	- 2.2%	91	88	- 3.3%
Active Listings		749	698	- 6.8%	--	--	--
Months Supply		2.9	3.6	+ 24.1%	--	--	--

Sold Listings

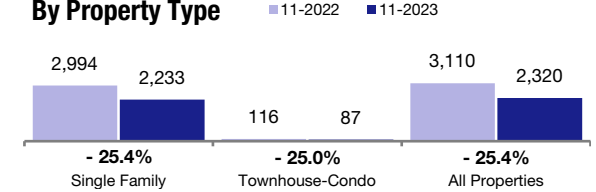
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	11-2022	11-2023	Change	11-2022	11-2023	Change
\$99,999 and Below	86	76	-11.6%	1	0	-100.0%
\$100,000 to \$199,999	499	353	-29.3%	25	13	-48.0%
\$200,000 to \$299,999	826	639	-22.6%	59	39	-33.9%
\$300,000 to \$399,999	831	636	-23.5%	23	29	+26.1%
\$400,000 to \$499,999	512	354	-30.9%	5	5	0.0%
\$500,000 to \$699,999	187	139	-25.7%	3	1	-66.7%
\$700,000 to \$999,999	43	30	-30.2%	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	2,994	2,233	-25.4%	116	87	-25.0%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	10-2023	11-2023	Change	10-2023	11-2023	Change
	9	4	-55.6%	0	0	--
	23	24	+4.3%	0	2	--
	41	36	-12.2%	1	6	+500.0%
	41	37	-9.8%	3	2	-33.3%
	23	20	-13.0%	1	0	-100.0%
	15	7	-53.3%	0	0	--
	2	3	+50.0%	0	0	--
	1	0	-100.0%	0	0	--
	0	0	--	0	0	--
All Price Ranges	155	131	-15.5%	5	10	+100.0%

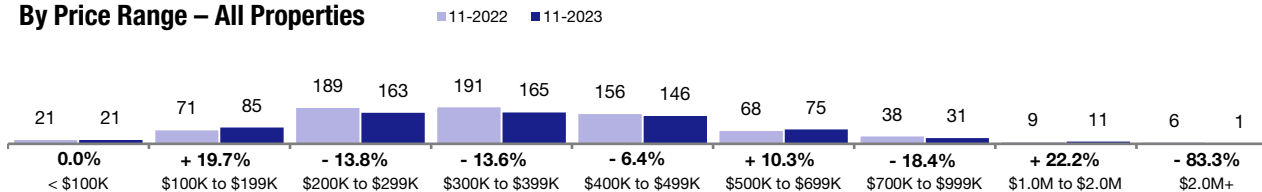
Year to Date

	Single Family			Townhouse-Condo		
	11-2022	11-2023	Change	11-2022	11-2023	Change
	81	68	-16.0%	1	0	-100.0%
	456	327	-28.3%	22	12	-45.5%
	735	589	-19.9%	56	37	-33.9%
	752	592	-21.3%	19	26	+36.8%
	471	328	-30.4%	5	5	0.0%
	170	135	-20.6%	3	1	-66.7%
	42	29	-31.0%	0	0	--
	7	6	-14.3%	0	0	--
	1	0	-100.0%	0	0	--
All Price Ranges	2,715	2,074	-23.6%	106	81	-23.6%

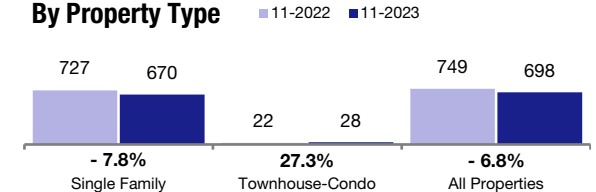
Inventory of Active Listings

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		
	11-2022	11-2023	Change	11-2022	11-2023	Change
\$99,999 and Below	21	21	0.0%	0	0	--
\$100,000 to \$199,999	69	82	+18.8%	2	3	+50.0%
\$200,000 to \$299,999	183	150	-18.0%	6	13	+116.7%
\$300,000 to \$399,999	181	154	-14.9%	10	11	+10.0%
\$400,000 to \$499,999	152	145	-4.6%	4	1	-75.0%
\$500,000 to \$699,999	68	75	+10.3%	0	0	--
\$700,000 to \$999,999	38	31	-18.4%	0	0	--
\$1,000,000 to \$1,999,999	9	11	+22.2%	0	0	--
\$2,000,000 and Above	6	1	-83.3%	0	0	--
All Price Ranges	727	670	-7.8%	22	28	+27.3%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	10-2023	11-2023	Change	10-2023	11-2023	Change
	20	21	+5.0%	0	0	--
	74	82	+10.8%	0	3	--
	153	150	-2.0%	12	13	+8.3%
	156	154	-1.3%	17	11	-35.3%
	136	145	+6.6%	3	1	-66.7%
	82	75	-8.5%	0	0	--
	31	31	0.0%	0	0	--
	12	11	-8.3%	0	0	--
	2	1	-50.0%	0	0	--
All Price Ranges	666	670	+0.6%	32	28	-12.5%

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.