

Local Market Update for January 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

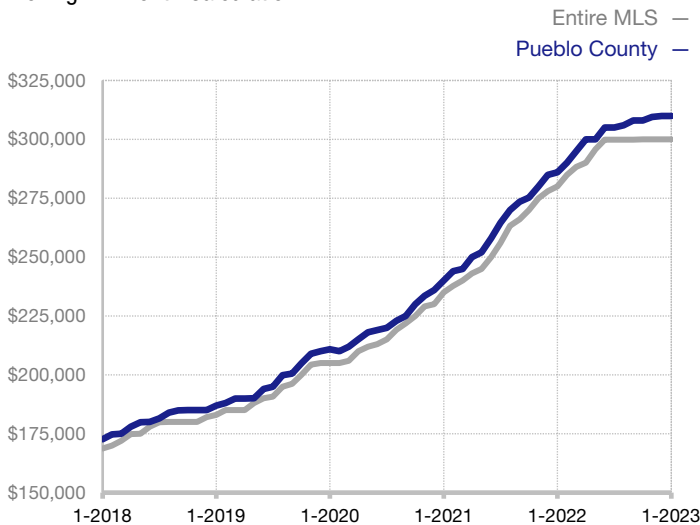
Single Family Key Metrics	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
New Listings	290	249	- 14.1%	290	249	- 14.1%
Sold Listings	228	113	- 50.4%	228	113	- 50.4%
Median Sales Price*	\$298,325	\$291,993	- 2.1%	\$298,325	\$291,993	- 2.1%
Average Sales Price*	\$309,159	\$297,699	- 3.7%	\$309,159	\$297,699	- 3.7%
Percent of List Price Received*	99.3%	97.3%	- 2.0%	99.3%	97.3%	- 2.0%
Days on Market Until Sale	71	90	+ 26.8%	71	90	+ 26.8%
Inventory of Homes for Sale	339	529	+ 56.0%	--	--	--
Months Supply of Inventory	1.3	2.4	+ 84.6%	--	--	--

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

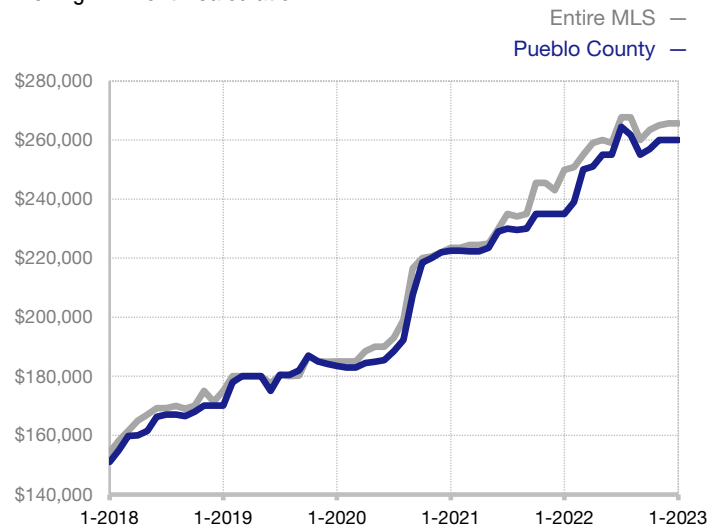
Townhouse/Condo Key Metrics	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
New Listings	8	12	+ 50.0%	8	12	+ 50.0%
Sold Listings	5	5	0.0%	5	5	0.0%
Median Sales Price*	\$221,000	\$197,500	- 10.6%	\$221,000	\$197,500	- 10.6%
Average Sales Price*	\$214,700	\$215,500	+ 0.4%	\$214,700	\$215,500	+ 0.4%
Percent of List Price Received*	99.8%	97.6%	- 2.2%	99.8%	97.6%	- 2.2%
Days on Market Until Sale	42	53	+ 26.2%	42	53	+ 26.2%
Inventory of Homes for Sale	7	19	+ 171.4%	--	--	--
Months Supply of Inventory	0.7	2.2	+ 214.3%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



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Arkansas Valley/Otero County

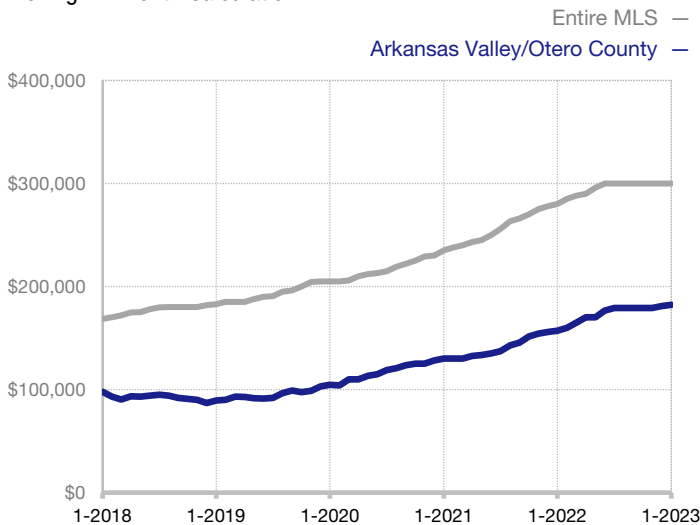
Single Family Key Metrics	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
New Listings	35	38	+ 8.6%	35	38	+ 8.6%
Sold Listings	21	21	0.0%	21	21	0.0%
Median Sales Price*	\$170,000	\$225,000	+ 32.4%	\$170,000	\$225,000	+ 32.4%
Average Sales Price*	\$160,662	\$217,238	+ 35.2%	\$160,662	\$217,238	+ 35.2%
Percent of List Price Received*	94.1%	93.8%	- 0.3%	94.1%	93.8%	- 0.3%
Days on Market Until Sale	86	104	+ 20.9%	86	104	+ 20.9%
Inventory of Homes for Sale	81	124	+ 53.1%	--	--	--
Months Supply of Inventory	2.5	3.7	+ 48.0%	--	--	--

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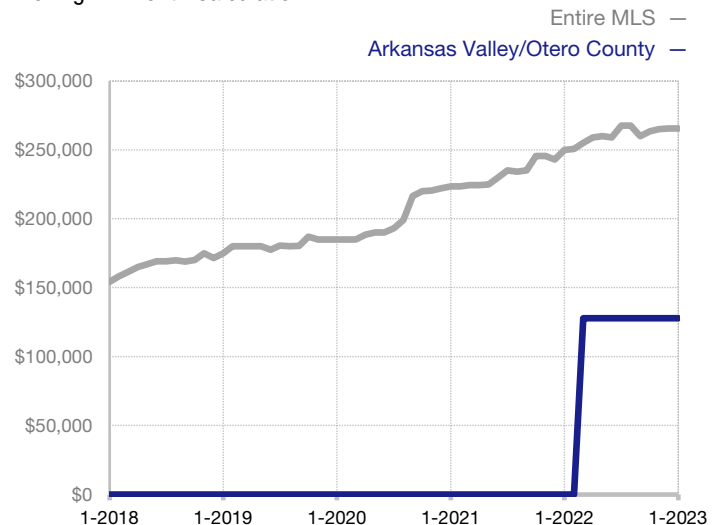
Townhouse/Condo Key Metrics	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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Fowler

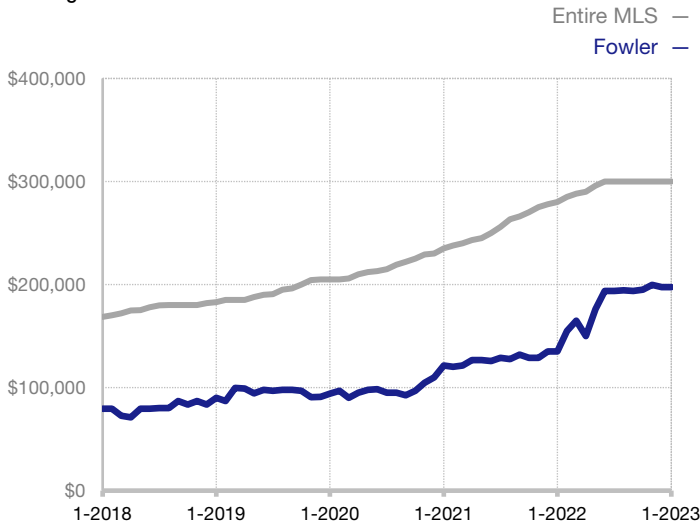
Single Family	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
Key Metrics						
New Listings	2	3	+ 50.0%	2	3	+ 50.0%
Sold Listings	3	1	- 66.7%	3	1	- 66.7%
Median Sales Price*	\$170,000	\$120,000	- 29.4%	\$170,000	\$120,000	- 29.4%
Average Sales Price*	\$173,500	\$120,000	- 30.8%	\$173,500	\$120,000	- 30.8%
Percent of List Price Received*	100.0%	93.4%	- 6.6%	100.0%	93.4%	- 6.6%
Days on Market Until Sale	78	70	- 10.3%	78	70	- 10.3%
Inventory of Homes for Sale	7	8	+ 14.3%	--	--	--
Months Supply of Inventory	2.2	2.8	+ 27.3%	--	--	--

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

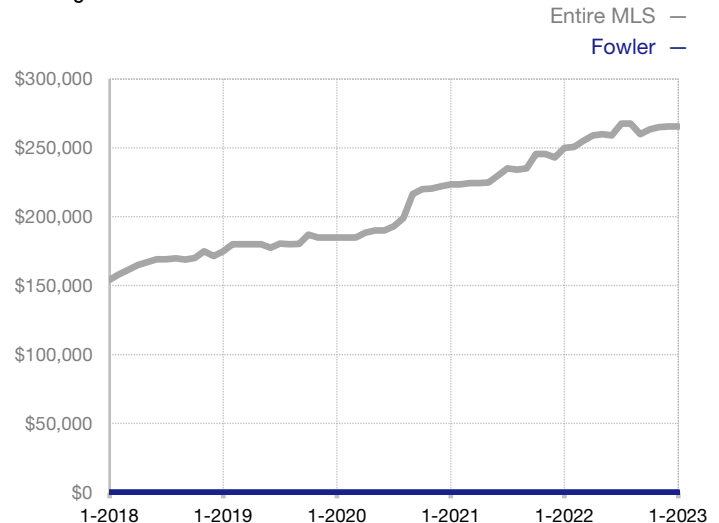
Townhouse/Condo	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

* 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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Huerfano County

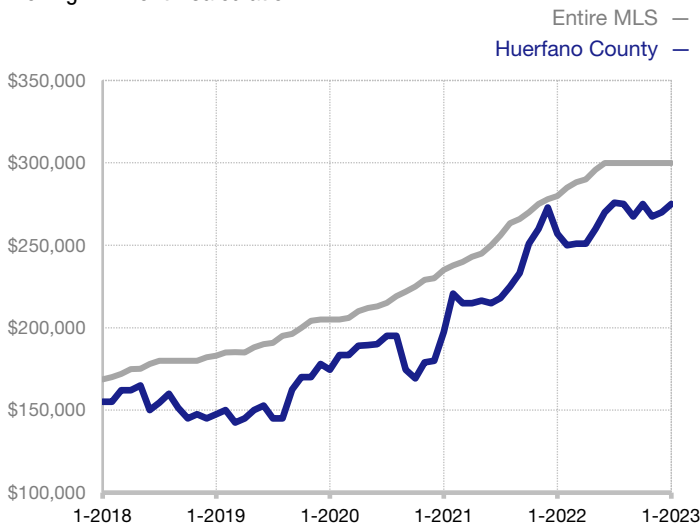
Single Family Key Metrics	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
New Listings	7	8	+ 14.3%	7	8	+ 14.3%
Sold Listings	6	4	- 33.3%	6	4	- 33.3%
Median Sales Price*	\$223,000	\$144,950	- 35.0%	\$223,000	\$144,950	- 35.0%
Average Sales Price*	\$269,250	\$251,725	- 6.5%	\$269,250	\$251,725	- 6.5%
Percent of List Price Received*	98.0%	95.3%	- 2.8%	98.0%	95.3%	- 2.8%
Days on Market Until Sale	117	107	- 8.5%	117	107	- 8.5%
Inventory of Homes for Sale	33	54	+ 63.6%	--	--	--
Months Supply of Inventory	3.0	7.4	+ 146.7%	--	--	--

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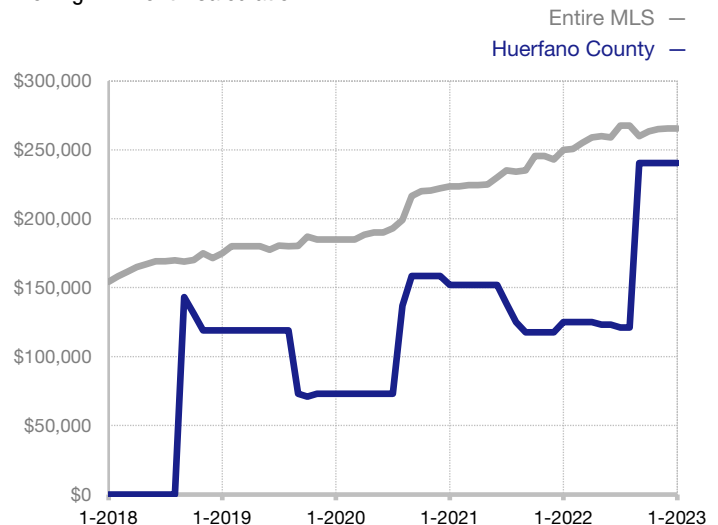
Townhouse/Condo Key Metrics	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	1	--	--	--	--
Months Supply of Inventory	0.0	1.0	--	--	--	--

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La Junta

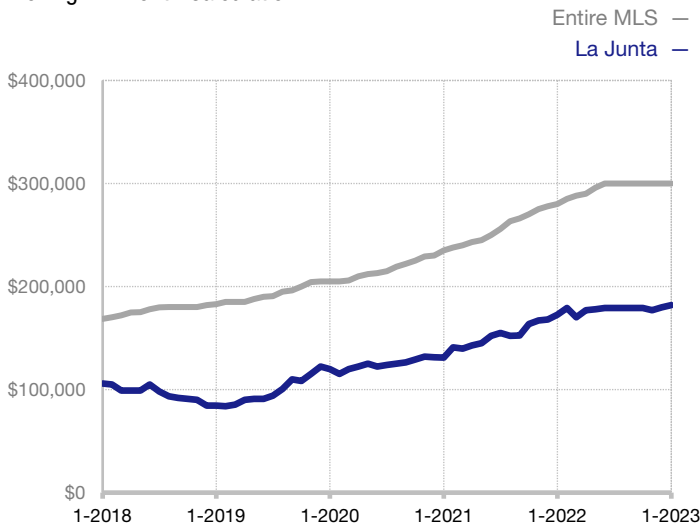
Single Family	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
Key Metrics						
New Listings	7	10	+ 42.9%	7	10	+ 42.9%
Sold Listings	7	5	- 28.6%	7	5	- 28.6%
Median Sales Price*	\$170,000	\$226,000	+ 32.9%	\$170,000	\$226,000	+ 32.9%
Average Sales Price*	\$168,929	\$204,700	+ 21.2%	\$168,929	\$204,700	+ 21.2%
Percent of List Price Received*	91.3%	97.5%	+ 6.8%	91.3%	97.5%	+ 6.8%
Days on Market Until Sale	126	69	- 45.2%	126	69	- 45.2%
Inventory of Homes for Sale	13	19	+ 46.2%	--	--	--
Months Supply of Inventory	1.6	2.5	+ 56.3%	--	--	--

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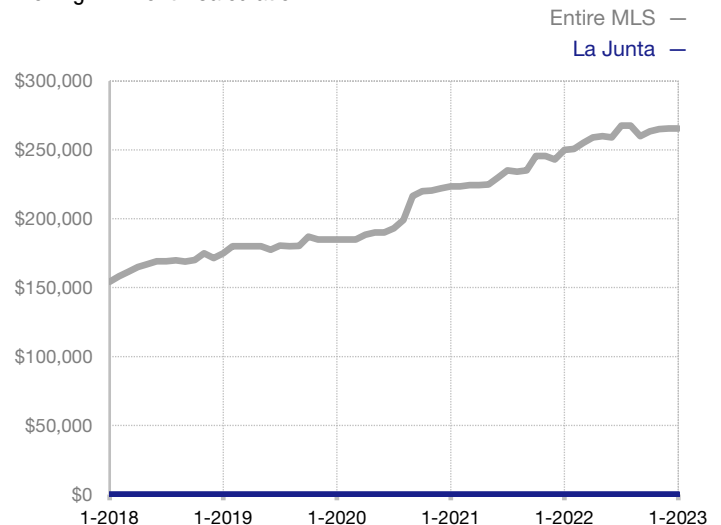
Townhouse/Condo	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Lamar

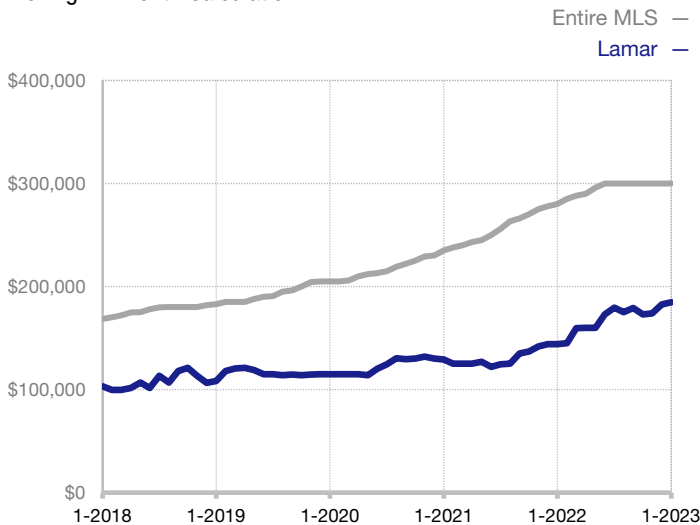
Single Family	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
Key Metrics						
New Listings	11	6	- 45.5%	11	6	- 45.5%
Sold Listings	0	4	--	0	4	--
Median Sales Price*	\$0	\$282,250	--	\$0	\$282,250	--
Average Sales Price*	\$0	\$276,125	--	\$0	\$276,125	--
Percent of List Price Received*	0.0%	89.4%	--	0.0%	89.4%	--
Days on Market Until Sale	0	107	--	0	107	--
Inventory of Homes for Sale	11	13	+ 18.2%	--	--	--
Months Supply of Inventory	2.1	2.3	+ 9.5%	--	--	--

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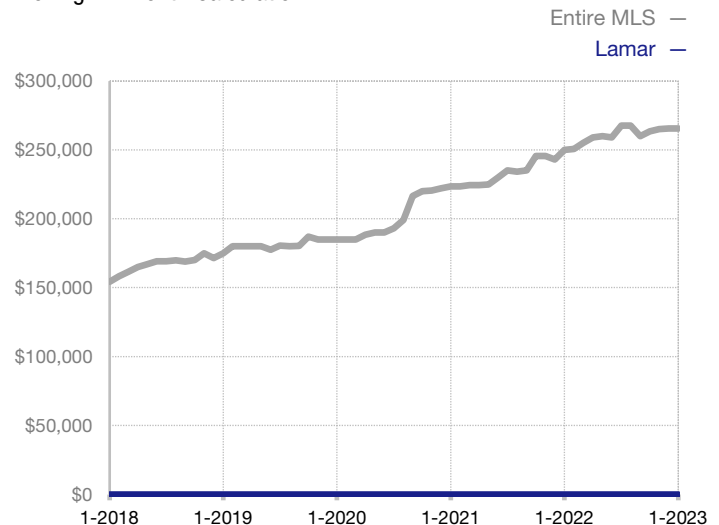
Townhouse/Condo	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
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Median Sales Price – Townhouse-Condo
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Manzanola

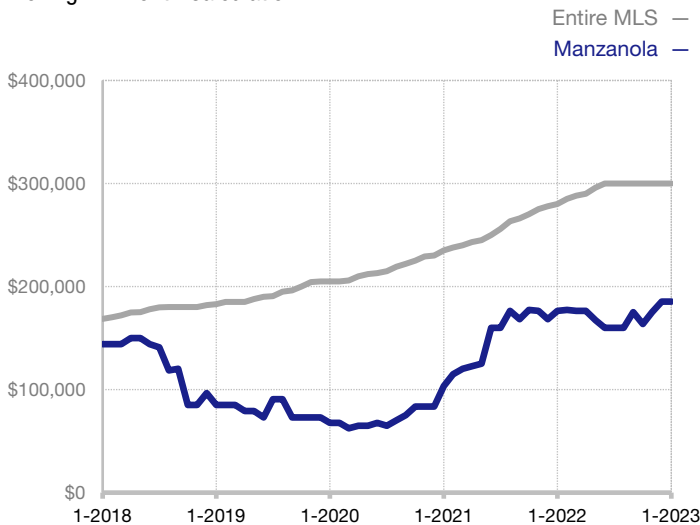
Single Family	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
Key Metrics						
New Listings	0	3	--	0	3	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	2	2	0.0%	--	--	--
Months Supply of Inventory	1.6	1.3	- 18.8%	--	--	--

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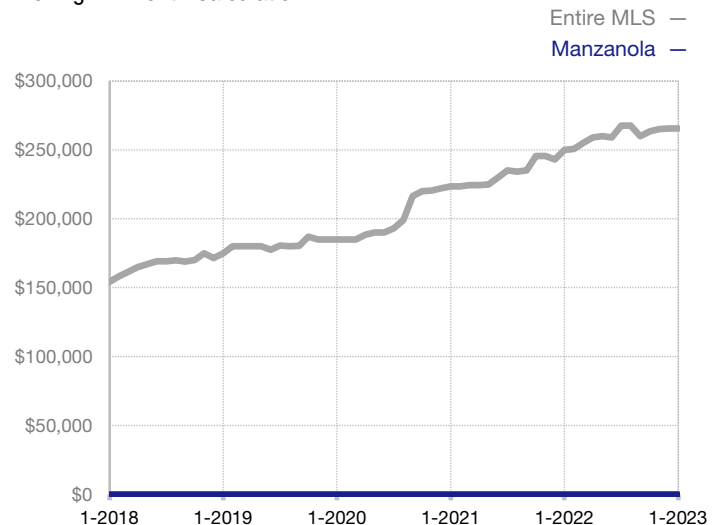
Townhouse/Condo	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Monthly Indicators



January 2023

Percent changes calculated using year-over-year comparisons.

New Listings were down 13.5 percent for single family homes but increased 50.0 percent for townhouse-condo properties. Pending Sales decreased 29.0 percent for single family homes and 33.3 percent for townhouse-condo properties.

The Median Sales Price was down 1.2 percent to \$293,302 for single family homes and 10.6 percent to \$197,500 for townhouse-condo properties. Days on Market increased 26.4 percent for single family homes and 26.2 percent for townhouse-condo properties.

As sales slow, time on market is increasing, with the average home spending 26 days on market as of last measure, according to NAR. Seller concessions have made a comeback, giving buyers more time and negotiating power when shopping for a home. Although home prices remain high, mortgage rates declined steadily throughout January, falling to their lowest level since September, sparking a recent surge in mortgage demand. Lower rates should aid in affordability and may soon lead to an uptick in market activity ahead of the spring selling season.

Activity Snapshot

- 49.2%	- 1.7%	+ 60.9%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties

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

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Single Family Market Overview

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



Key Metrics	Historical Sparkbars	1-2022	1-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		296	256	- 13.5%	296	256	- 13.5%
Pending Sales		279	198	- 29.0%	279	198	- 29.0%
Sold Listings		233	116	- 50.2%	233	116	- 50.2%
Median Sales Price		\$296,750	\$293,302	- 1.2%	\$296,750	\$293,302	- 1.2%
Avg. Sales Price		\$310,260	\$299,065	- 3.6%	\$310,260	\$299,065	- 3.6%
Pct. of List Price Received		99.3%	97.2%	- 2.1%	99.3%	97.2%	- 2.1%
Days on Market		72	91	+ 26.4%	72	91	+ 26.4%
Affordability Index		123	101	- 17.9%	123	101	- 17.9%
Active Listings		351	556	+ 58.4%	--	--	--
Months Supply		1.3	2.4	+ 84.6%	--	--	--

Townhouse-Condo Market Overview

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

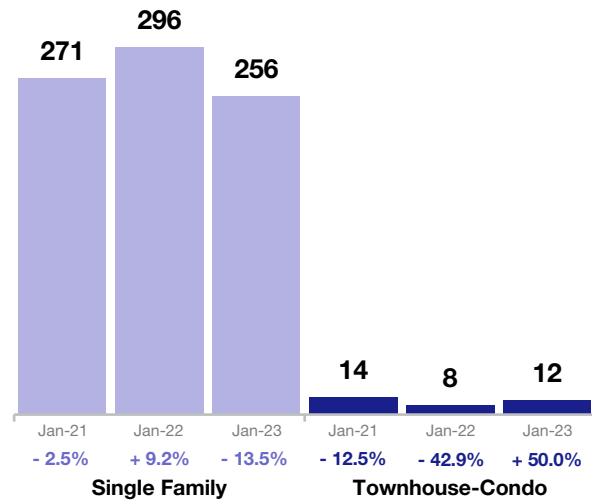


Key Metrics	Historical Sparkbars	1-2022	1-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		8	12	+ 50.0%	8	12	+ 50.0%
Pending Sales		9	6	- 33.3%	9	6	- 33.3%
Sold Listings		5	5	0.0%	5	5	0.0%
Median Sales Price		\$221,000	\$197,500	- 10.6%	\$221,000	\$197,500	- 10.6%
Avg. Sales Price		\$214,700	\$215,500	+ 0.4%	\$214,700	\$215,500	+ 0.4%
Pct. of List Price Received		99.8%	97.6%	- 2.2%	99.8%	97.6%	- 2.2%
Days on Market		42	53	+ 26.2%	42	53	+ 26.2%
Affordability Index		166	149	- 10.2%	166	149	- 10.2%
Active Listings		7	20	+ 185.7%	--	--	--
Months Supply		0.7	2.2	+ 214.3%	--	--	--

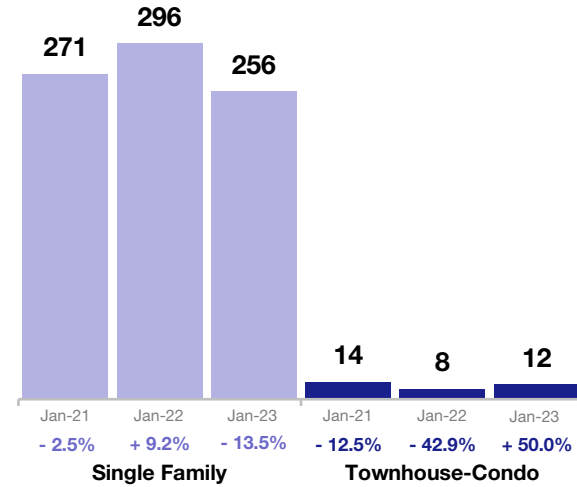
New Listings



January

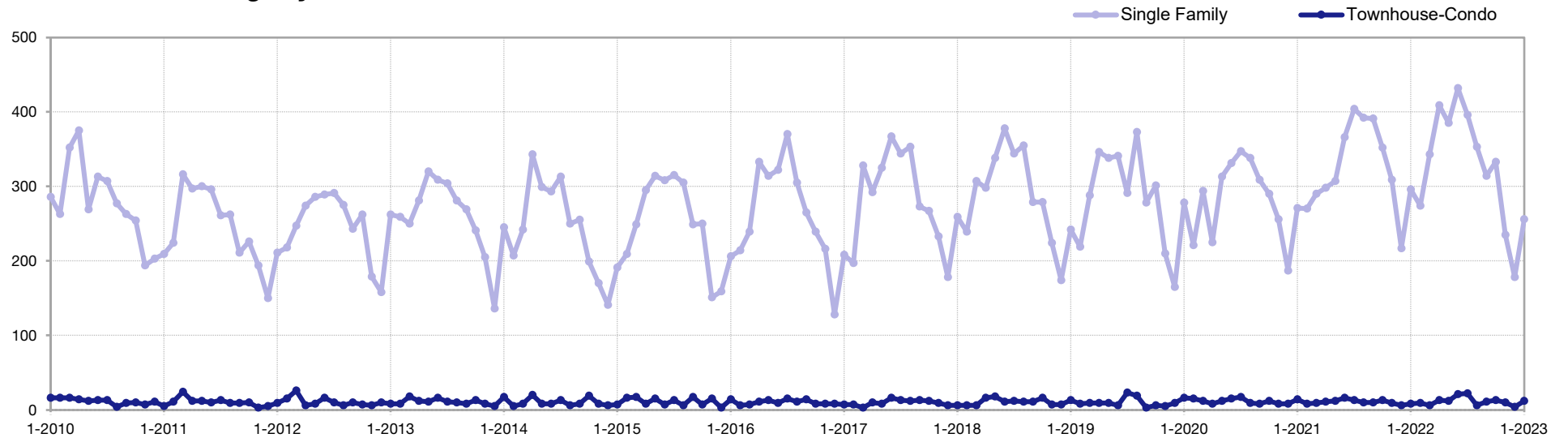


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2022	274	+1.5%	9	+12.5%
Mar-2022	343	+18.3%	6	-33.3%
Apr-2022	409	+37.2%	13	+18.2%
May-2022	385	+25.4%	12	0.0%
Jun-2022	432	+18.0%	21	+31.3%
Jul-2022	396	-2.0%	22	+69.2%
Aug-2022	353	-9.9%	6	-40.0%
Sep-2022	314	-19.7%	11	+10.0%
Oct-2022	333	-5.4%	13	0.0%
Nov-2022	235	-23.9%	10	+11.1%
Dec-2022	178	-18.0%	4	-33.3%
Jan-2023	256	-13.5%	12	+50.0%

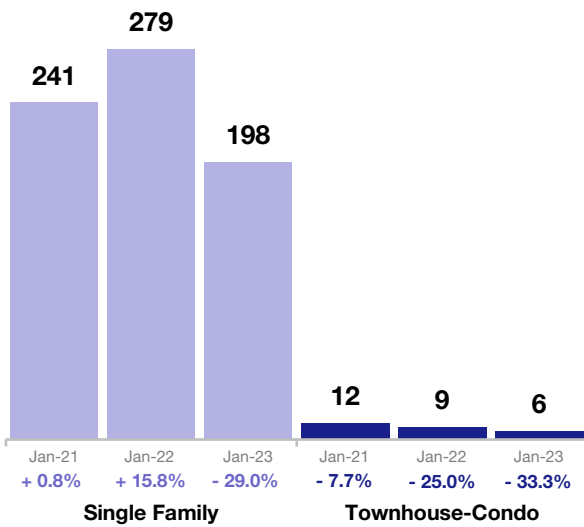
Historical New Listings by Month



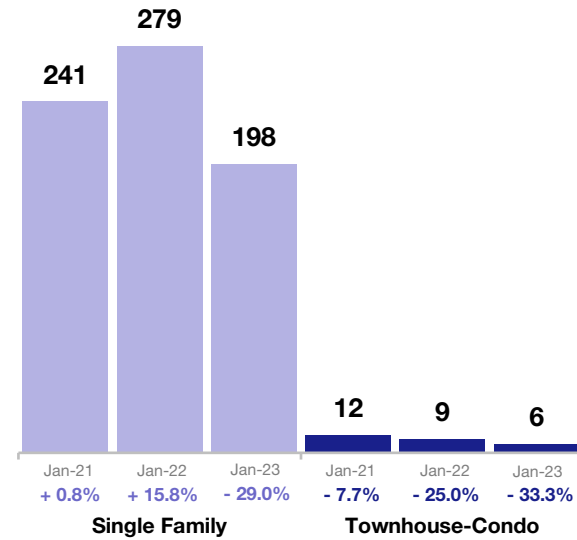
Pending Sales



January

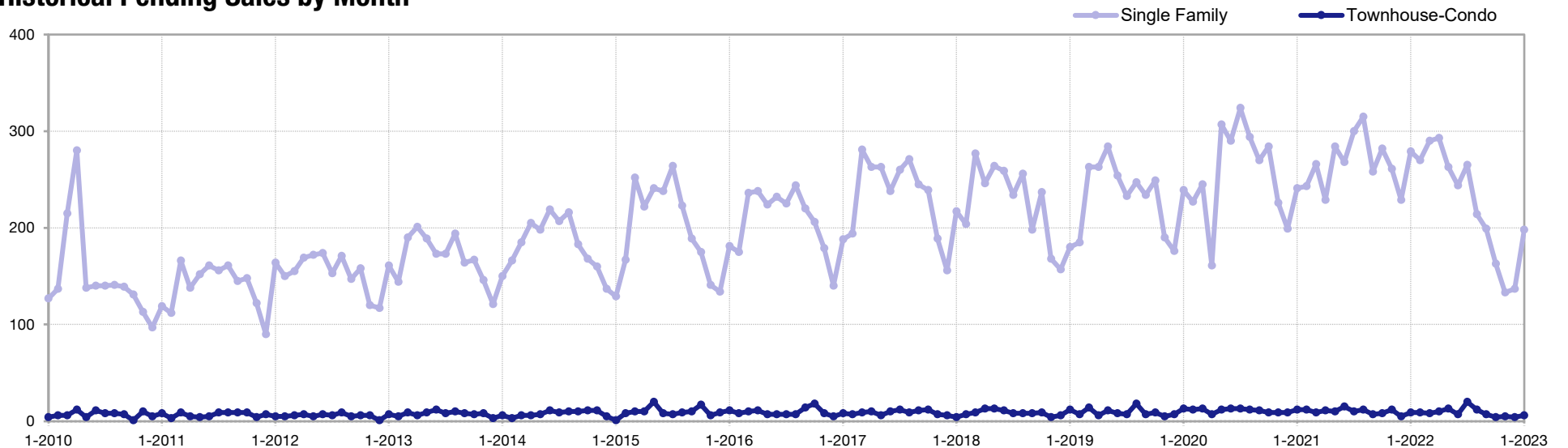


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2022	270	+11.1%	9	-25.0%
Mar-2022	290	+9.0%	8	-11.1%
Apr-2022	293	+27.9%	10	-9.1%
May-2022	263	-7.4%	13	+30.0%
Jun-2022	244	-9.0%	7	-53.3%
Jul-2022	265	-11.7%	20	+100.0%
Aug-2022	214	-32.1%	12	0.0%
Sep-2022	199	-22.9%	7	0.0%
Oct-2022	163	-42.2%	4	-50.0%
Nov-2022	133	-49.0%	5	-58.3%
Dec-2022	137	-40.2%	4	-20.0%
Jan-2023	198	-29.0%	6	-33.3%

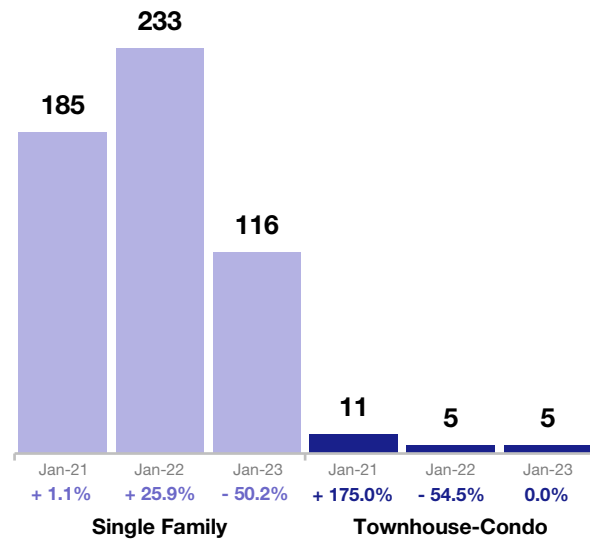
Historical Pending Sales by Month



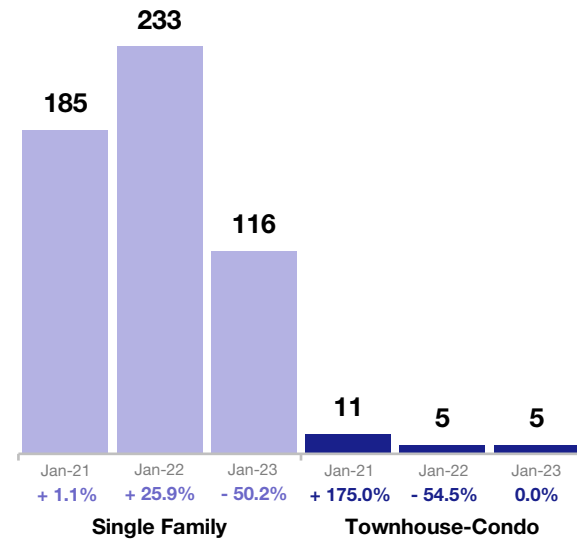
Sold Listings



January

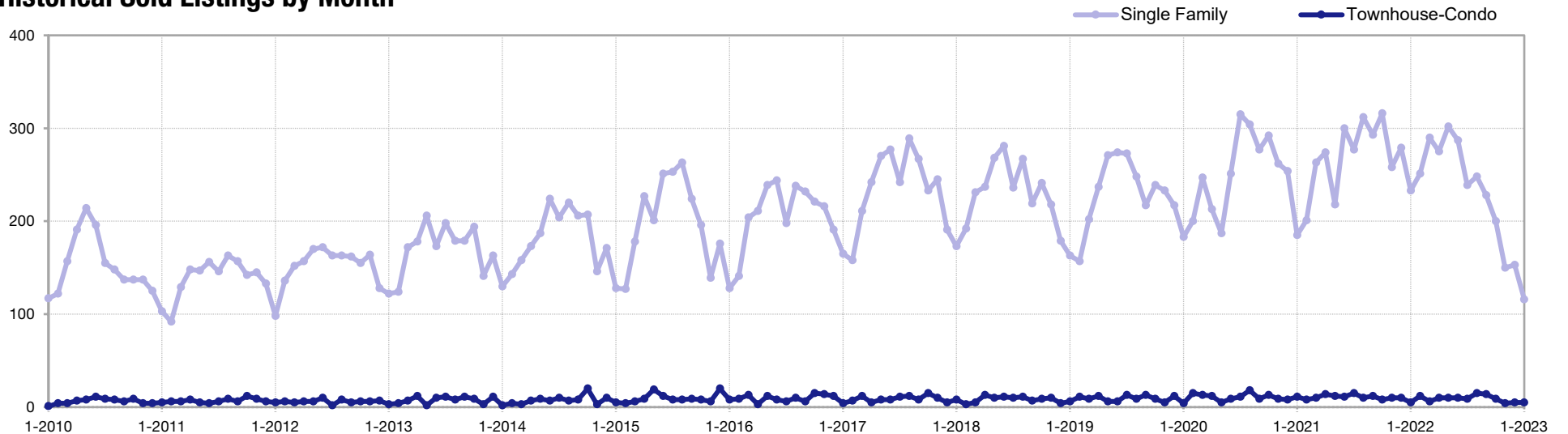


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2022	251	+24.9%	12	+50.0%
Mar-2022	290	+10.3%	6	-40.0%
Apr-2022	275	+0.4%	10	-28.6%
May-2022	302	+38.5%	10	-16.7%
Jun-2022	287	-4.3%	10	-9.1%
Jul-2022	239	-13.7%	9	-40.0%
Aug-2022	248	-20.5%	15	+50.0%
Sep-2022	228	-22.2%	14	+16.7%
Oct-2022	200	-36.7%	9	+12.5%
Nov-2022	150	-41.9%	4	-60.0%
Dec-2022	153	-45.2%	5	-50.0%
Jan-2023	116	-50.2%	5	0.0%

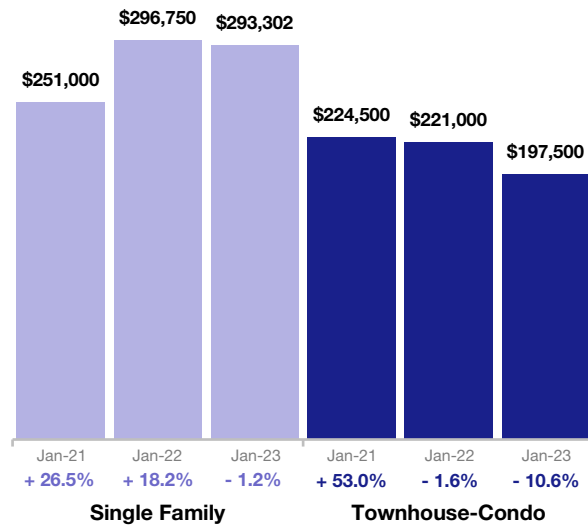
Historical Sold Listings by Month



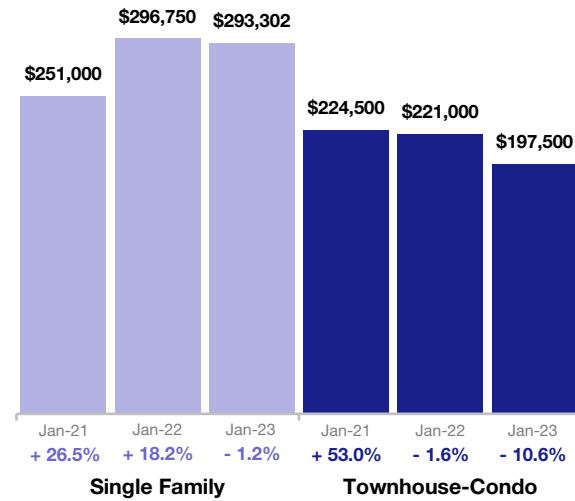
Median Sales Price



January

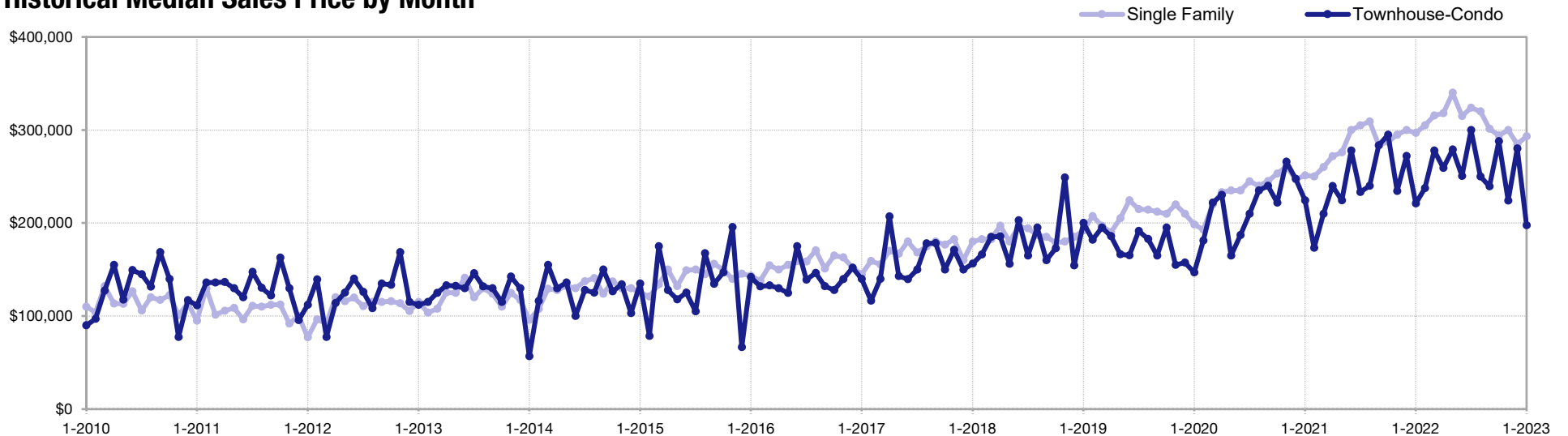


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2022	\$305,000	+22.0%	\$237,500	+36.9%
Mar-2022	\$315,500	+21.3%	\$278,000	+32.4%
Apr-2022	\$318,000	+17.0%	\$259,200	+8.1%
May-2022	\$340,000	+23.2%	\$279,000	+24.3%
Jun-2022	\$315,000	+5.0%	\$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	\$301,250	+6.1%	\$239,500	-15.5%
Oct-2022	\$294,036	+2.3%	\$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	\$293,302	-1.2%	\$197,500	-10.6%

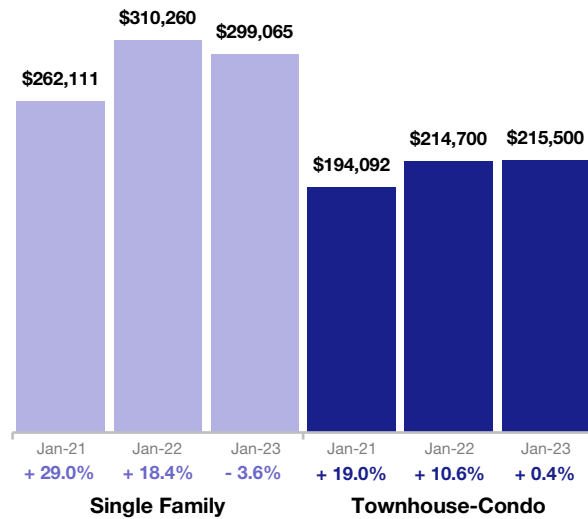
Historical Median Sales Price by Month



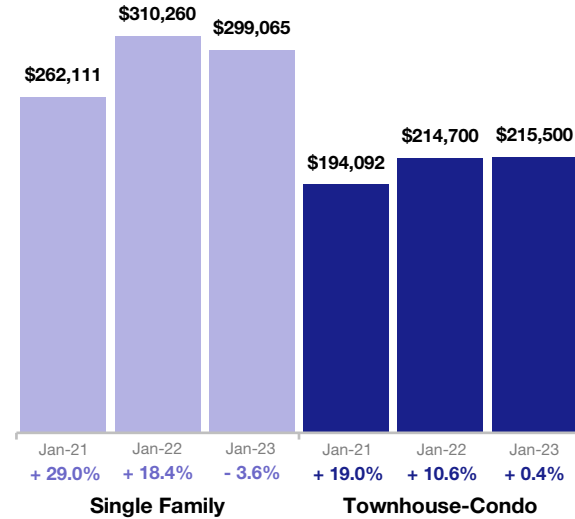
Average Sales Price



January

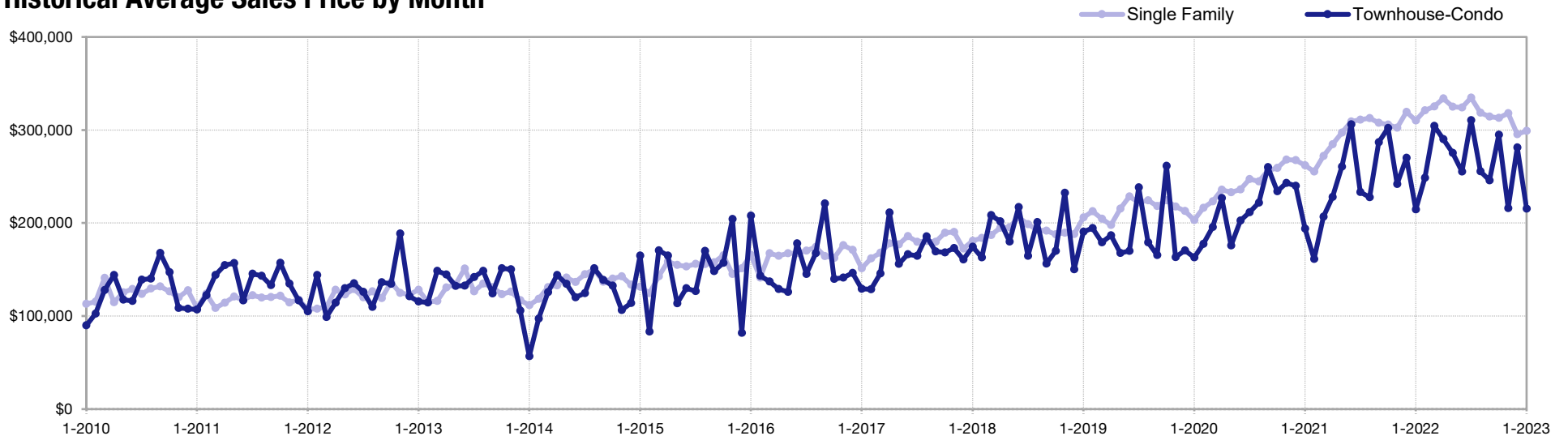


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2022	\$321,016	+25.8%	\$248,575	+54.0%
Mar-2022	\$325,351	+19.6%	\$304,250	+47.1%
Apr-2022	\$333,880	+17.3%	\$290,230	+27.3%
May-2022	\$324,889	+9.3%	\$275,395	+5.7%
Jun-2022	\$324,042	+4.8%	\$255,310	-16.6%
Jul-2022	\$334,790	+7.6%	\$310,611	+33.1%
Aug-2022	\$318,645	+1.9%	\$255,593	+12.2%
Sep-2022	\$314,411	+2.2%	\$245,814	-14.3%
Oct-2022	\$313,152	+2.4%	\$294,978	-2.4%
Nov-2022	\$318,038	+5.2%	\$216,125	-10.6%
Dec-2022	\$295,596	-7.5%	\$281,180	+4.1%
Jan-2023	\$299,065	-3.6%	\$215,500	+0.4%

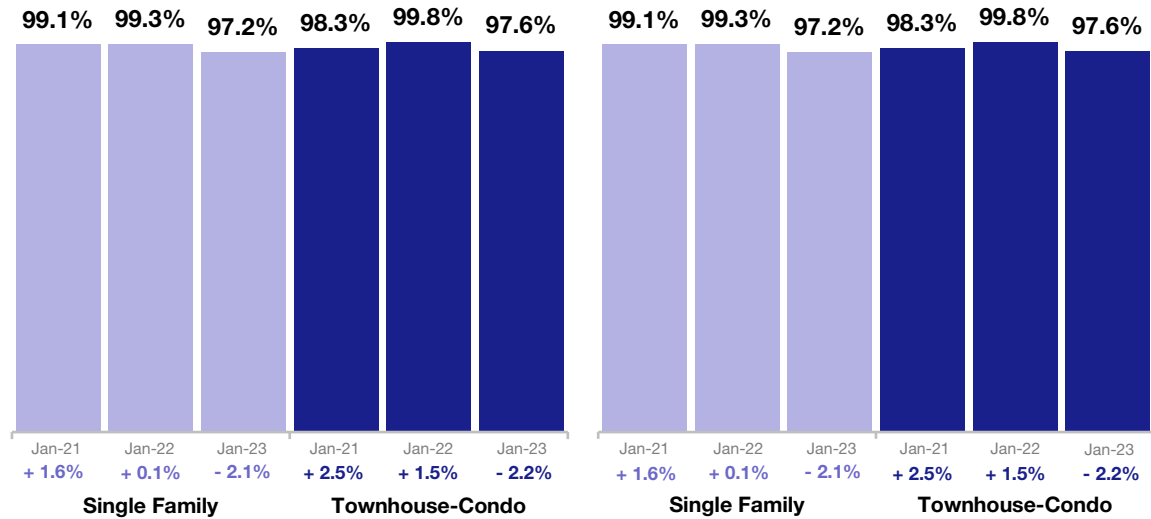
Historical Average Sales Price by Month



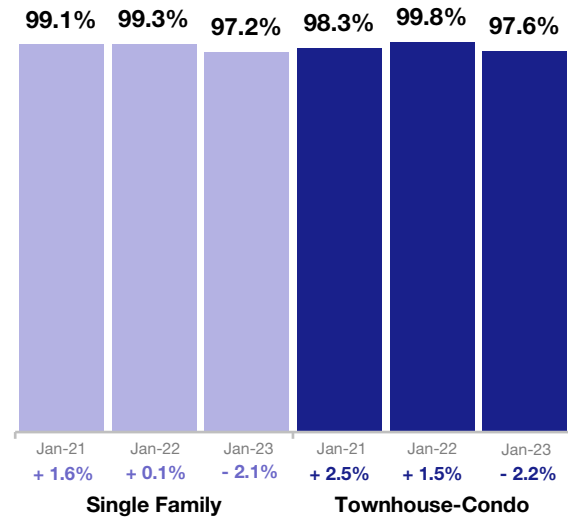
Percent of List Price Received



January

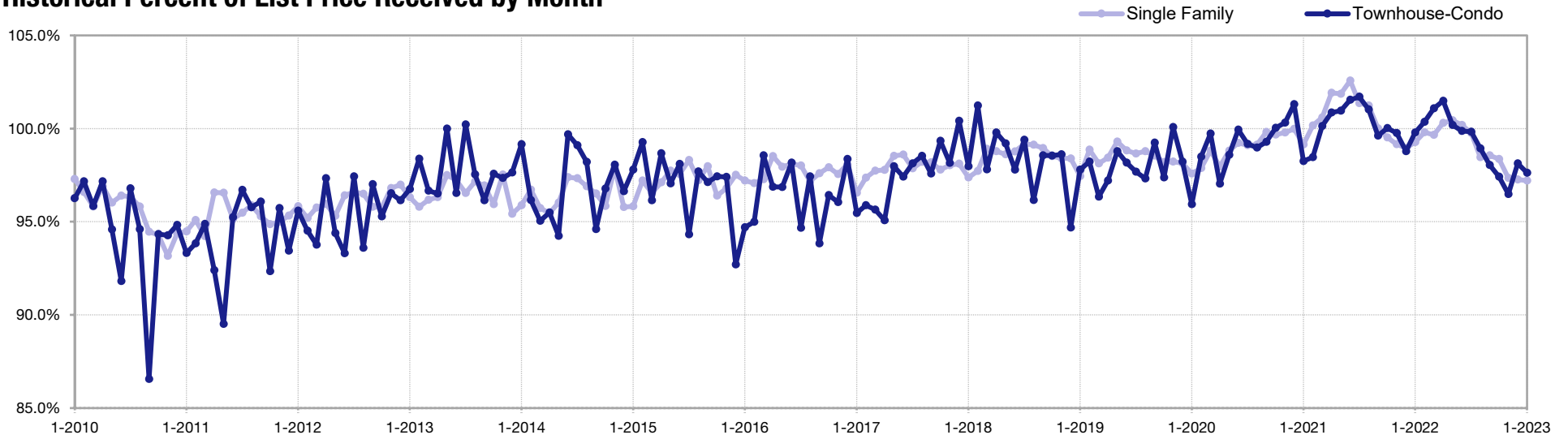


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2022	99.8%	-0.4%	100.4%	+1.9%
Mar-2022	99.7%	-0.9%	101.1%	+1.0%
Apr-2022	100.3%	-1.6%	101.5%	+0.6%
May-2022	100.4%	-1.5%	100.2%	-0.8%
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	98.4%	-1.1%	97.4%	-2.6%
Nov-2022	97.4%	-1.8%	96.5%	-3.3%
Dec-2022	97.3%	-1.6%	98.1%	-0.7%
Jan-2023	97.2%	-2.1%	97.6%	-2.2%

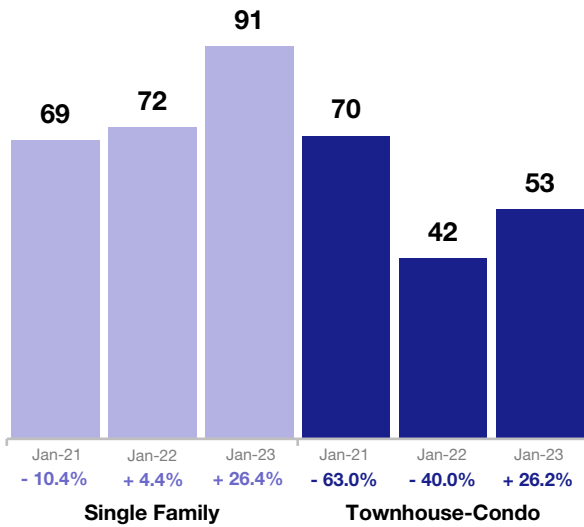
Historical Percent of List Price Received by Month



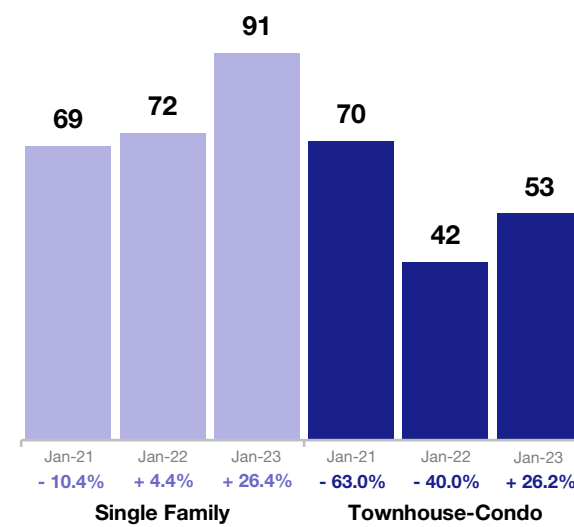
Days on Market Until Sale



January

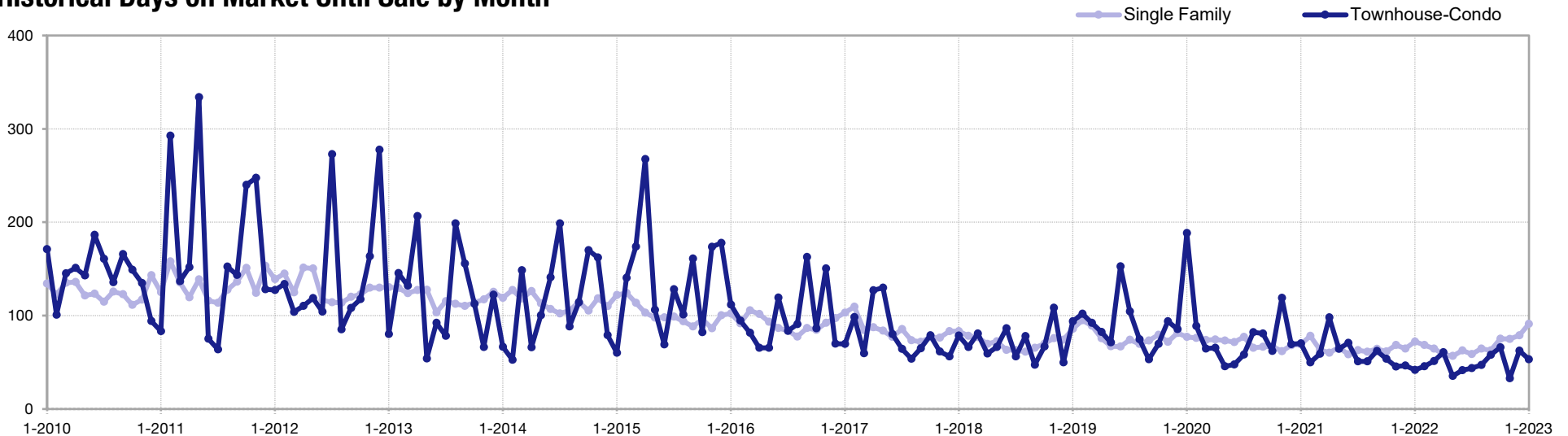


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2022	69	-11.5%	46	-8.0%
Mar-2022	65	+3.2%	51	-13.6%
Apr-2022	59	-1.7%	61	-37.8%
May-2022	57	-13.6%	35	-45.3%
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	-1.6%	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	91	+26.4%	53	+26.2%

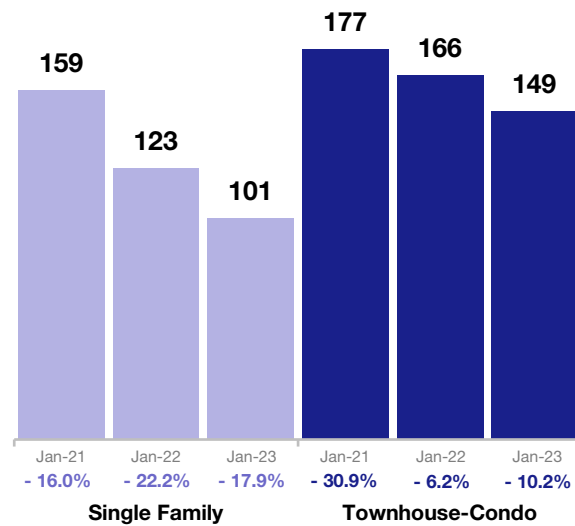
Historical Days on Market Until Sale by Month



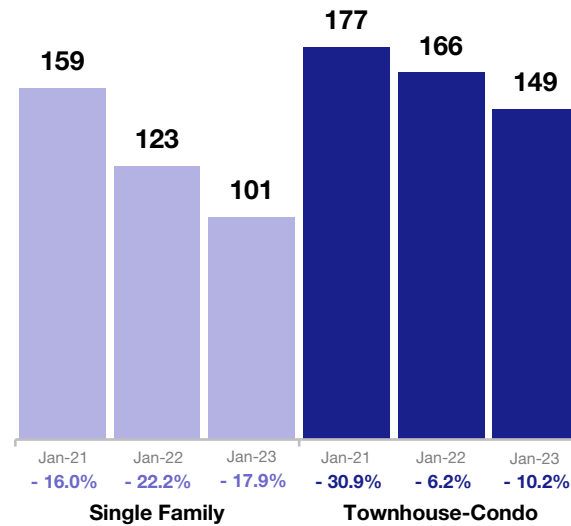
Housing Affordability Index



January

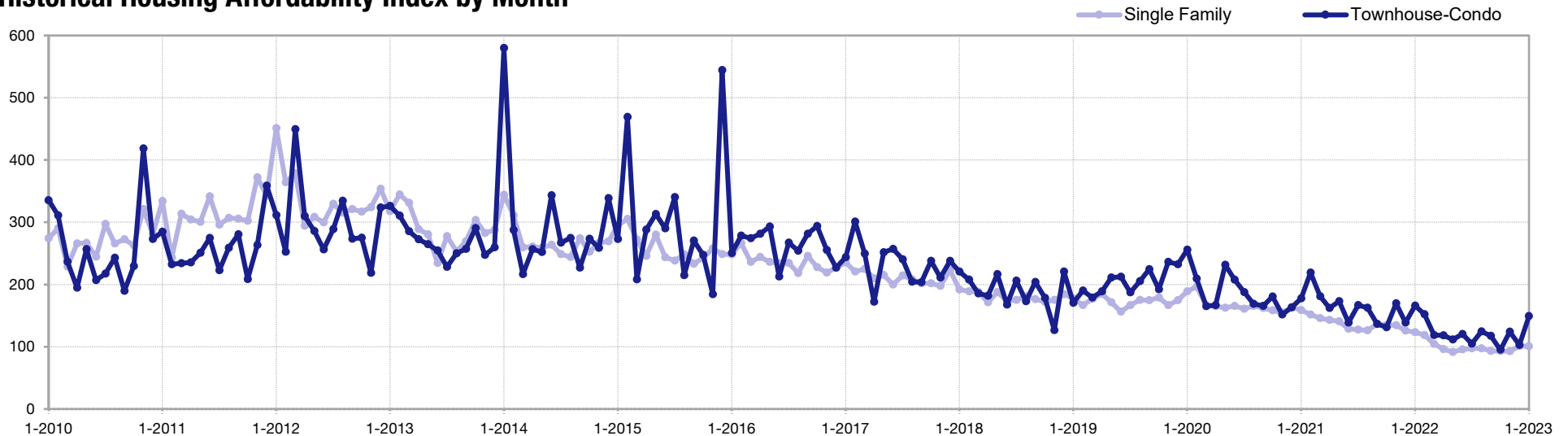


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2022	119	-21.7%	152	-30.6%
Mar-2022	104	-28.8%	119	-34.3%
Apr-2022	96	-32.9%	118	-27.2%
May-2022	92	-34.8%	112	-35.3%
Jun-2022	96	-25.6%	120	-13.7%
Jul-2022	97	-24.2%	105	-37.1%
Aug-2022	97	-23.0%	125	-22.8%
Sep-2022	93	-31.6%	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%

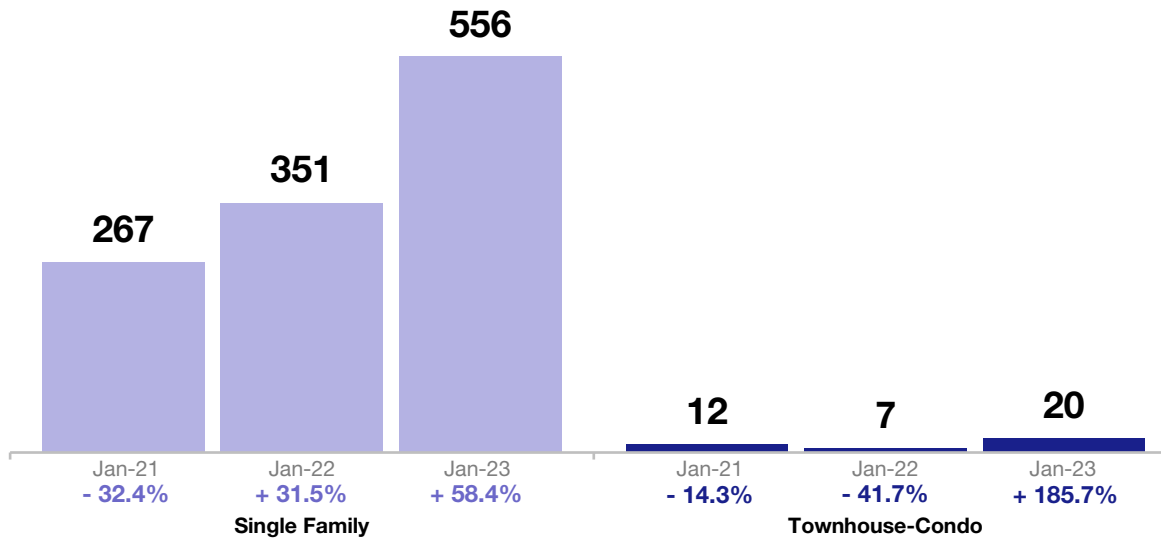
Historical Housing Affordability Index by Month



Inventory of Active Listings

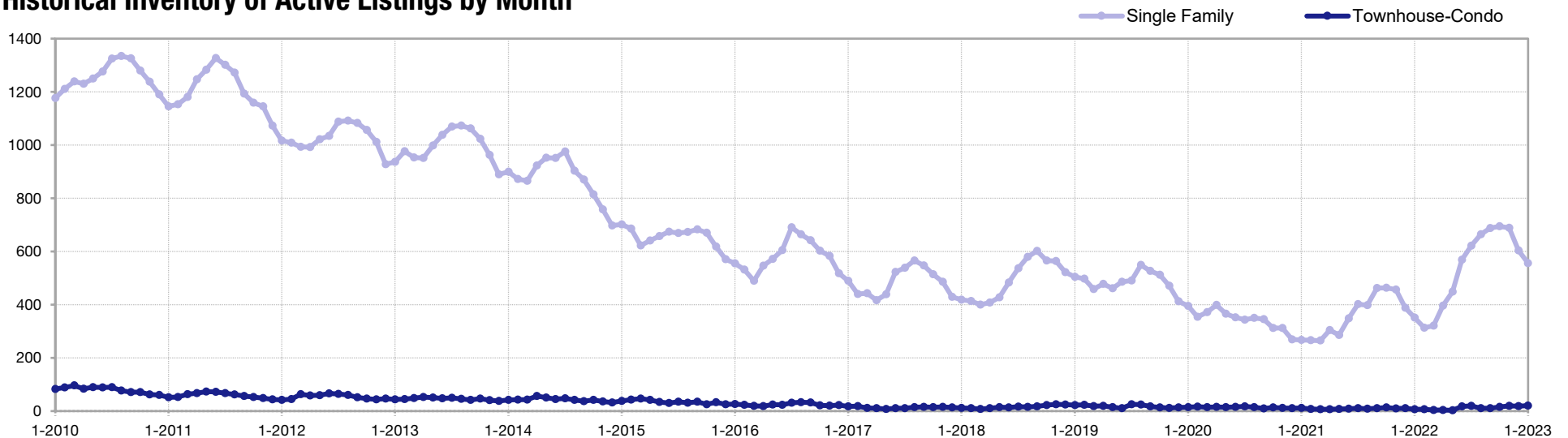


January



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2022	313	+17.7%	7	-12.5%
Mar-2022	321	+21.1%	4	-42.9%
Apr-2022	396	+30.3%	4	-42.9%
May-2022	449	+57.0%	3	-62.5%
Jun-2022	569	+63.5%	17	+88.9%
Jul-2022	621	+54.5%	19	+72.7%
Aug-2022	664	+66.8%	11	+22.2%
Sep-2022	688	+48.9%	11	0.0%
Oct-2022	695	+50.1%	15	+15.4%
Nov-2022	689	+51.1%	19	+90.0%
Dec-2022	604	+55.7%	18	+63.6%
Jan-2023	556	+58.4%	20	+185.7%

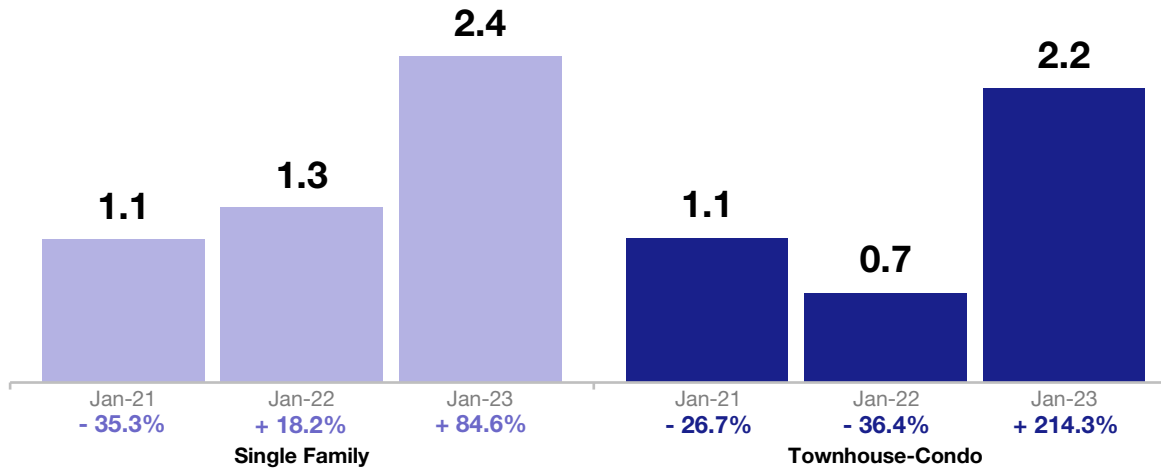
Historical Inventory of Active Listings by Month



Months Supply of Inventory

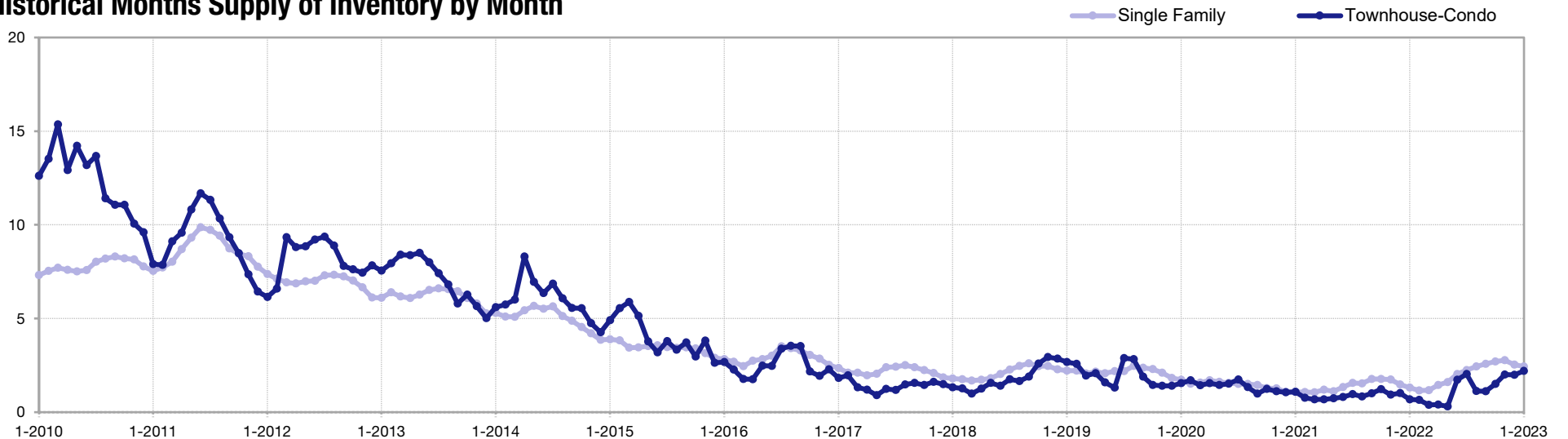


January



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2022	1.1	0.0%	0.7	-12.5%
Mar-2022	1.2	+9.1%	0.4	-42.9%
Apr-2022	1.4	+16.7%	0.4	-42.9%
May-2022	1.6	+45.5%	0.3	-57.1%
Jun-2022	2.0	+53.8%	1.7	+112.5%
Jul-2022	2.2	+37.5%	2.0	+100.0%
Aug-2022	2.4	+60.0%	1.1	+37.5%
Sep-2022	2.6	+44.4%	1.1	+10.0%
Oct-2022	2.7	+50.0%	1.5	+25.0%
Nov-2022	2.8	+64.7%	2.0	+122.2%
Dec-2022	2.5	+66.7%	2.0	+100.0%
Jan-2023	2.4	+84.6%	2.2	+214.3%

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.



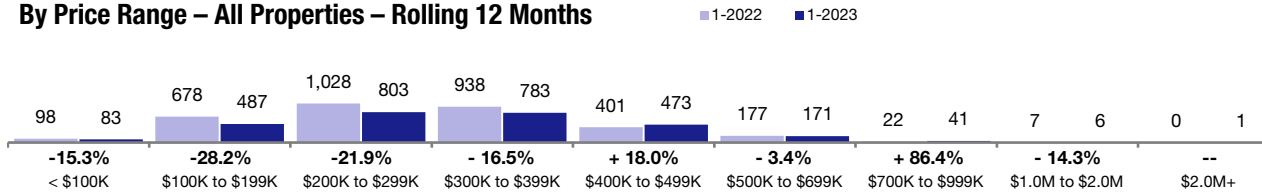
Key Metrics	Historical Sparkbars	1-2022	1-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		304	268	- 11.8%	304	268	- 11.8%
Pending Sales		288	204	- 29.2%	288	204	- 29.2%
Sold Listings		238	121	- 49.2%	238	121	- 49.2%
Median Sales Price		\$295,000	\$290,000	- 1.7%	\$295,000	\$290,000	- 1.7%
Avg. Sales Price		\$308,252	\$295,612	- 4.1%	\$308,252	\$295,612	- 4.1%
Pct. of List Price Received		99.3%	97.2%	- 2.1%	99.3%	97.2%	- 2.1%
Days on Market		72	89	+ 23.6%	72	89	+ 23.6%
Affordability Index		124	102	- 17.7%	124	102	- 17.7%
Active Listings		358	576	+ 60.9%	--	--	--
Months Supply		1.3	2.4	+ 84.6%	--	--	--

Sold Listings

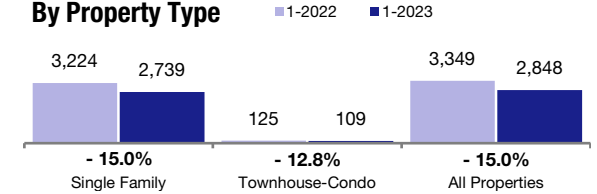
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	1-2022	1-2023	Change	1-2022	1-2023	Change
\$99,999 and Below	95	83	-12.6%	3	0	-100.0%
\$100,000 to \$199,999	645	462	-28.4%	33	25	-24.2%
\$200,000 to \$299,999	964	747	-22.5%	64	56	-12.5%
\$300,000 to \$399,999	916	763	-16.7%	22	20	-9.1%
\$400,000 to \$499,999	400	468	+17.0%	1	5	+400.0%
\$500,000 to \$699,999	177	168	-5.1%	0	3	--
\$700,000 to \$999,999	20	41	+105.0%	2	0	-100.0%
\$1,000,000 to \$1,999,999	7	6	-14.3%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	3,224	2,739	-15.0%	125	109	-12.8%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	12-2022	1-2023	Change	12-2022	1-2023	Change
\$99,999 and Below	8	5	-37.5%	0	0	--
\$100,000 to \$199,999	25	23	-8.0%	1	3	+200.0%
\$200,000 to \$299,999	48	35	-27.1%	2	1	-50.0%
\$300,000 to \$399,999	41	30	-26.8%	2	1	-50.0%
\$400,000 to \$499,999	26	15	-42.3%	0	0	--
\$500,000 to \$699,999	4	7	+75.0%	0	0	--
\$700,000 to \$999,999	1	1	0.0%	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	153	116	-24.2%	5	5	0.0%

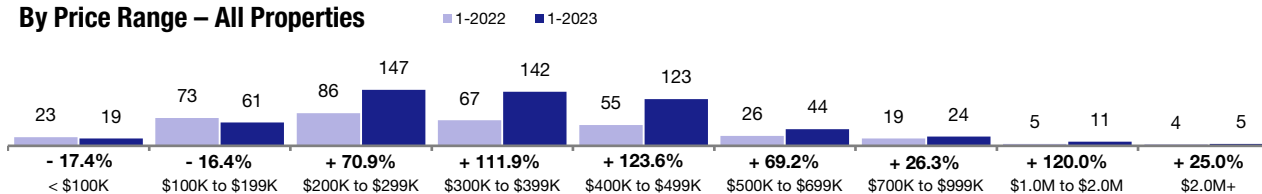
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	1-2022	1-2023	Change	1-2022	1-2023	Change
\$99,999 and Below	9	5	-44.4%	1	0	-100.0%
\$100,000 to \$199,999	41	23	-43.9%	1	3	+200.0%
\$200,000 to \$299,999	68	35	-48.5%	2	1	-50.0%
\$300,000 to \$399,999	58	30	-48.3%	1	1	0.0%
\$400,000 to \$499,999	41	15	-63.4%	0	0	--
\$500,000 to \$699,999	12	7	-41.7%	0	0	--
\$700,000 to \$999,999	3	1	-66.7%	0	0	--
\$1,000,000 to \$1,999,999	1	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	233	116	-50.2%	5	5	0.0%

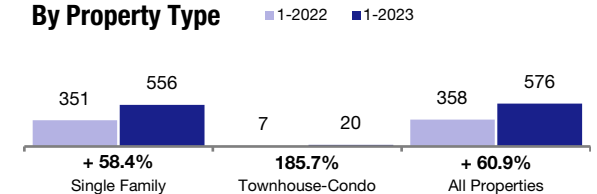
Inventory of Active Listings

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		
	1-2022	1-2023	Change	1-2022	1-2023	Change
\$99,999 and Below	23	19	-17.4%	0	0	--
\$100,000 to \$199,999	73	59	-19.2%	0	2	--
\$200,000 to \$299,999	84	140	+66.7%	2	7	+250.0%
\$300,000 to \$399,999	67	134	+100.0%	0	8	--
\$400,000 to \$499,999	51	121	+137.3%	4	2	-50.0%
\$500,000 to \$699,999	26	43	+65.4%	0	1	--
\$700,000 to \$999,999	18	24	+33.3%	1	0	-100.0%
\$1,000,000 to \$1,999,999	5	11	+120.0%	0	0	--
\$2,000,000 and Above	4	5	+25.0%	0	0	--
All Price Ranges	351	556	+58.4%	7	20	+185.7%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	12-2022	1-2023	Change	12-2022	1-2023	Change
\$99,999 and Below	13	19	+46.2%	0	0	--
\$100,000 to \$199,999	63	59	-6.3%	1	2	+100.0%
\$200,000 to \$299,999	144	140	-2.8%	6	7	+16.7%
\$300,000 to \$399,999	154	134	-13.0%	7	8	+14.3%
\$400,000 to \$499,999	132	121	-8.3%	4	2	-50.0%
\$500,000 to \$699,999	57	43	-24.6%	0	1	--
\$700,000 to \$999,999	26	24	-7.7%	0	0	--
\$1,000,000 to \$1,999,999	10	11	+10.0%	0	0	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
All Price Ranges	604	556	-7.9%	18	20	+11.1%

Year to Date

By Price Range	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.		

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 January 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Rocky Ford

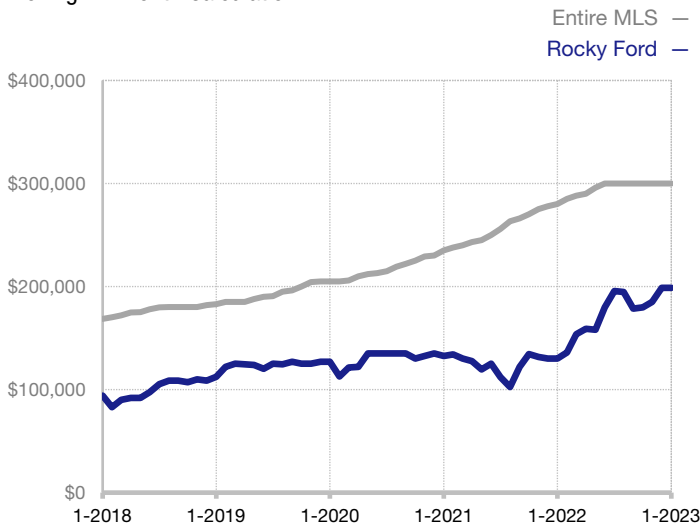
Single Family	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
Key Metrics						
New Listings	2	7	+ 250.0%	2	7	+ 250.0%
Sold Listings	2	2	0.0%	2	2	0.0%
Median Sales Price*	\$178,750	\$136,000	- 23.9%	\$178,750	\$136,000	- 23.9%
Average Sales Price*	\$178,750	\$136,000	- 23.9%	\$178,750	\$136,000	- 23.9%
Percent of List Price Received*	98.0%	91.0%	- 7.1%	98.0%	91.0%	- 7.1%
Days on Market Until Sale	97	157	+ 61.9%	97	157	+ 61.9%
Inventory of Homes for Sale	9	16	+ 77.8%	--	--	--
Months Supply of Inventory	2.0	4.0	+ 100.0%	--	--	--

* 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	January			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 01-2022	Thru 01-2023	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

* 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

