

# Local Market Update for March 2022

A Research Tool Provided by the Colorado Association of REALTORS®



## Pueblo County

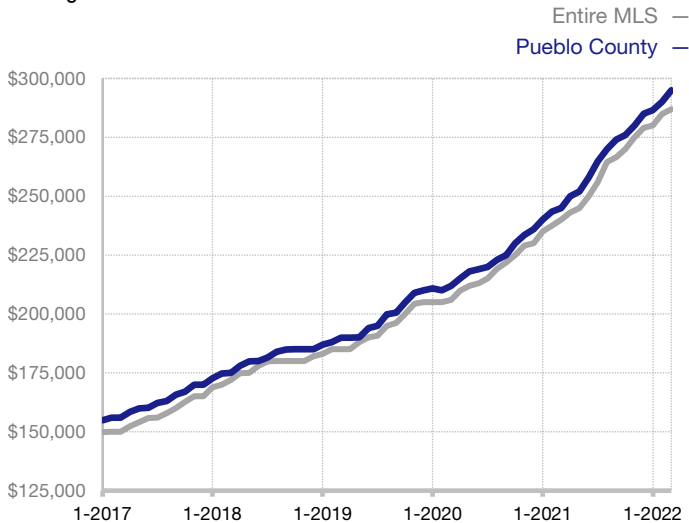
Single Family	March			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 03-2021	Thru 03-2022	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	288	<b>328</b>	+ 13.9%	824	<b>885</b>	+ 7.4%
Sold Listings	259	<b>255</b>	- 1.5%	643	<b>722</b>	+ 12.3%
Median Sales Price*	\$263,345	<b>\$309,900</b>	+ 17.7%	\$255,900	<b>\$300,000</b>	+ 17.2%
Average Sales Price*	\$275,240	<b>\$319,398</b>	+ 16.0%	\$265,376	<b>\$316,457</b>	+ 19.2%
Percent of List Price Received*	100.6%	<b>99.7%</b>	- 0.9%	100.0%	<b>99.6%</b>	- 0.4%
Days on Market Until Sale	62	<b>64</b>	+ 3.2%	69	<b>67</b>	- 2.9%
Inventory of Homes for Sale	253	<b>209</b>	- 17.4%	--	--	--
Months Supply of Inventory	1.0	<b>0.8</b>	- 20.0%	--	--	--

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

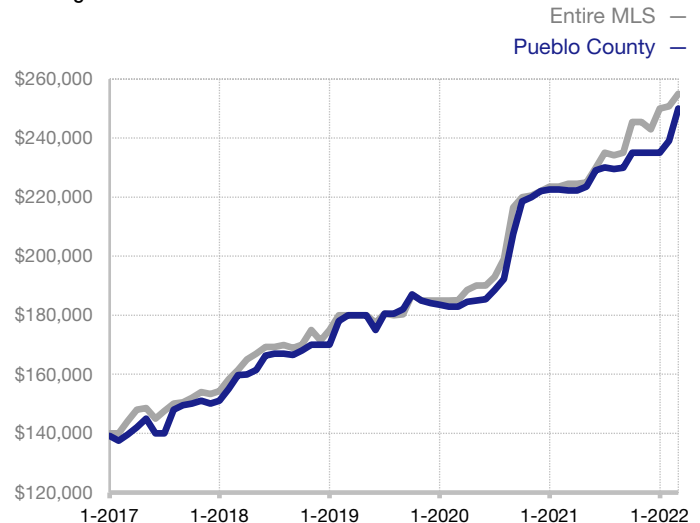
Townhouse/Condo	March			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 03-2021	Thru 03-2022	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	9	<b>6</b>	- 33.3%	31	<b>22</b>	- 29.0%
Sold Listings	10	<b>6</b>	- 40.0%	28	<b>22</b>	- 21.4%
Median Sales Price*	\$209,950	<b>\$278,000</b>	+ 32.4%	\$206,000	<b>\$248,750</b>	+ 20.8%
Average Sales Price*	\$206,815	<b>\$304,250</b>	+ 47.1%	\$192,317	<b>\$255,086</b>	+ 32.6%
Percent of List Price Received*	100.1%	<b>101.1%</b>	+ 1.0%	99.4%	<b>100.3%</b>	+ 0.9%
Days on Market Until Sale	59	<b>51</b>	- 13.6%	62	<b>48</b>	- 22.6%
Inventory of Homes for Sale	7	<b>3</b>	- 57.1%	--	--	--
Months Supply of Inventory	0.7	<b>0.3</b>	- 57.1%	--	--	--

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

**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

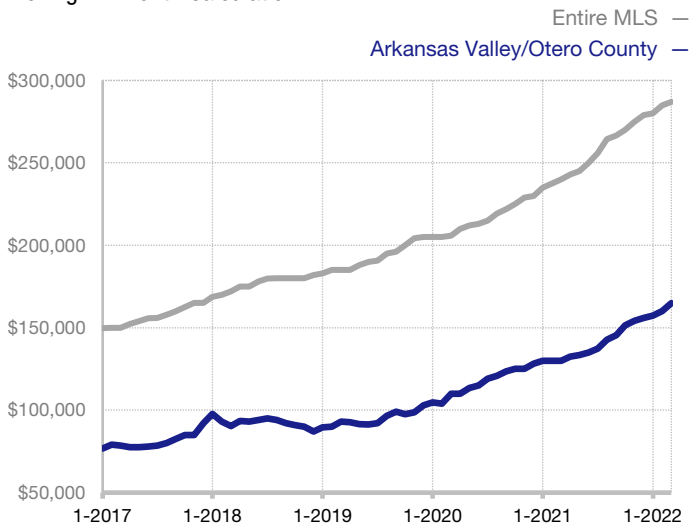
Single Family	March			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 03-2021	Thru 03-2022	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	29	<b>54</b>	+ 86.2%	97	<b>122</b>	+ 25.8%
Sold Listings	38	<b>29</b>	- 23.7%	99	<b>78</b>	- 21.2%
Median Sales Price*	\$122,000	<b>\$173,000</b>	+ 41.8%	\$130,000	<b>\$174,000</b>	+ 33.8%
Average Sales Price*	\$156,816	<b>\$203,497</b>	+ 29.8%	\$146,848	<b>\$185,026</b>	+ 26.0%
Percent of List Price Received*	93.6%	<b>96.6%</b>	+ 3.2%	95.5%	<b>94.4%</b>	- 1.2%
Days on Market Until Sale	100	<b>95</b>	- 5.0%	98	<b>96</b>	- 2.0%
Inventory of Homes for Sale	60	<b>78</b>	+ 30.0%	--	--	--
Months Supply of Inventory	1.9	<b>2.5</b>	+ 31.6%	--	--	--

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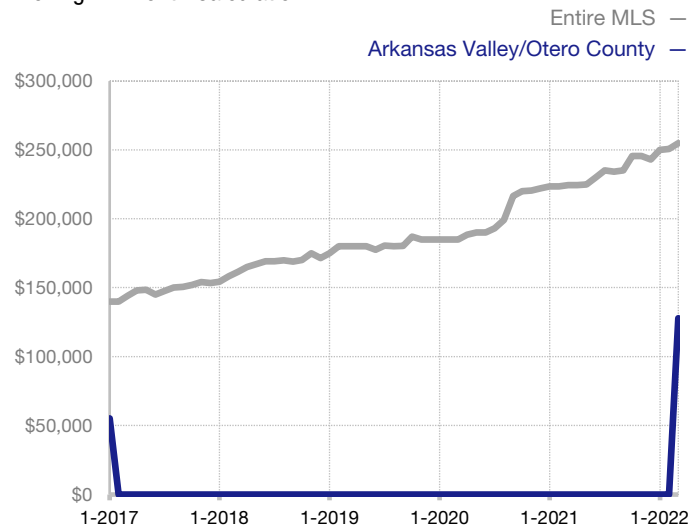
Townhouse/Condo	March			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 03-2021	Thru 03-2022	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	<b>0</b>	--	0	<b>0</b>	--
Sold Listings	0	<b>1</b>	--	0	<b>1</b>	--
Median Sales Price*	\$0	<b>\$128,000</b>	--	\$0	<b>\$128,000</b>	--
Average Sales Price*	\$0	<b>\$128,000</b>	--	\$0	<b>\$128,000</b>	--
Percent of List Price Received*	0.0%	<b>102.4%</b>	--	0.0%	<b>102.4%</b>	--
Days on Market Until Sale	0	<b>298</b>	--	0	<b>298</b>	--
Inventory of Homes for Sale	0	<b>0</b>	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

\* 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 March 2022

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## Fowler

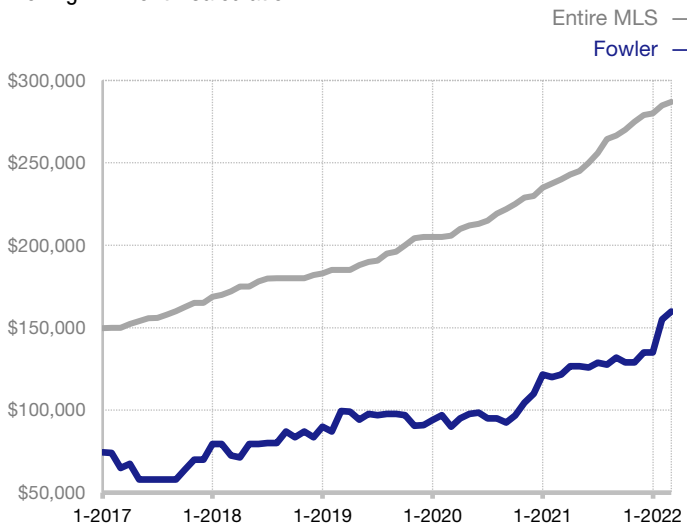
Single Family	March			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 03-2021	Thru 03-2022	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	5	4	- 20.0%	16	6	- 62.5%
Sold Listings	5	2	- 60.0%	16	8	- 50.0%
Median Sales Price*	\$135,000	<b>\$171,000</b>	+ 26.7%	\$130,776	<b>\$186,000</b>	+ 42.2%
Average Sales Price*	\$136,400	<b>\$171,000</b>	+ 25.4%	\$139,835	<b>\$179,300</b>	+ 28.2%
Percent of List Price Received*	100.2%	<b>96.0%</b>	- 4.2%	97.8%	<b>98.4%</b>	+ 0.6%
Days on Market Until Sale	50	<b>143</b>	+ 186.0%	76	<b>95</b>	+ 25.0%
Inventory of Homes for Sale	3	<b>3</b>	0.0%	--	--	--
Months Supply of Inventory	1.1	<b>1.1</b>	0.0%	--	--	--

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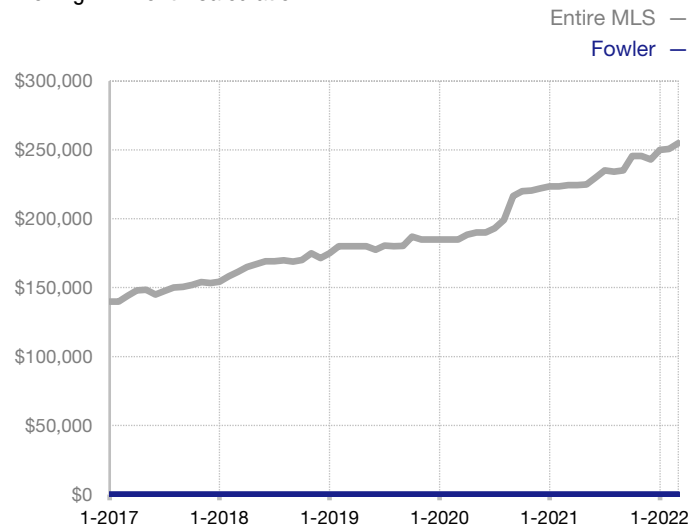
Townhouse/Condo	March			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 03-2021	Thru 03-2022	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

\* 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 March 2022

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## Huerfano County

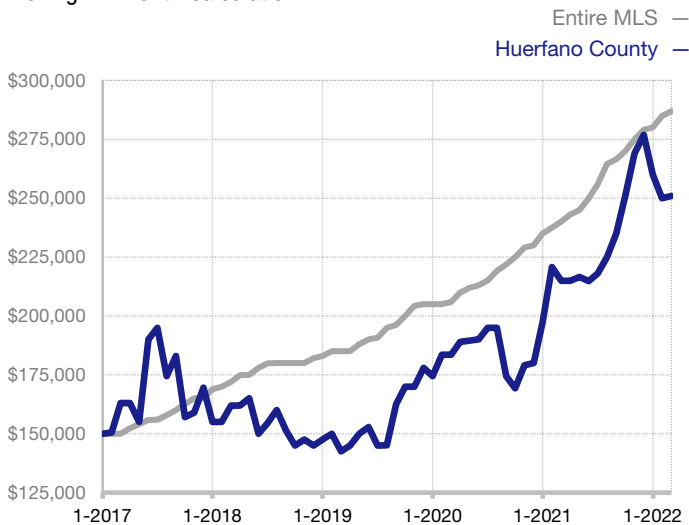
Single Family	March			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 03-2021	Thru 03-2022	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	11	10	- 9.1%	23	24	+ 4.3%
Sold Listings	13	9	- 30.8%	34	20	- 41.2%
Median Sales Price*	\$169,000	\$185,000	+ 9.5%	\$294,950	\$211,500	- 28.3%
Average Sales Price*	\$218,127	\$301,289	+ 38.1%	\$280,807	\$290,430	+ 3.4%
Percent of List Price Received*	90.9%	97.8%	+ 7.6%	93.6%	97.5%	+ 4.2%
Days on Market Until Sale	164	132	- 19.5%	159	130	- 18.2%
Inventory of Homes for Sale	43	29	- 32.6%	--	--	--
Months Supply of Inventory	4.7	2.9	- 38.3%	--	--	--

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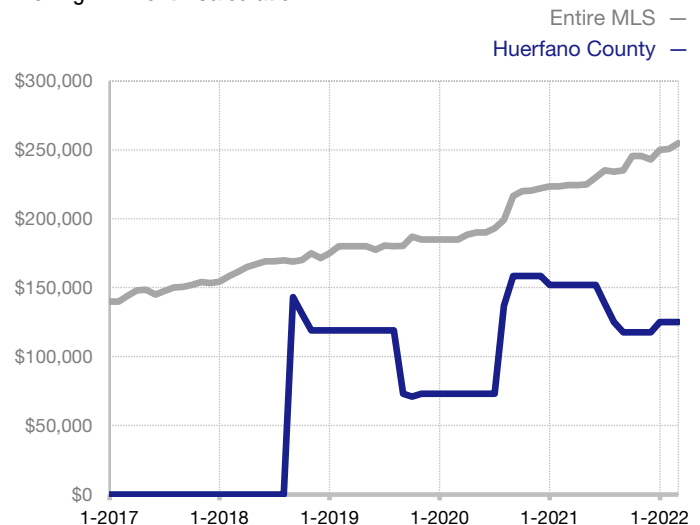
Townhouse/Condo	March			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 03-2021	Thru 03-2022	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$110,000	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$110,000	\$0	- 100.0%
Percent of List Price Received*	0.0%	0.0%	--	88.0%	0.0%	- 100.0%
Days on Market Until Sale	0	0	--	31	0	- 100.0%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Rolling 12-Month Calculation



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## La Junta

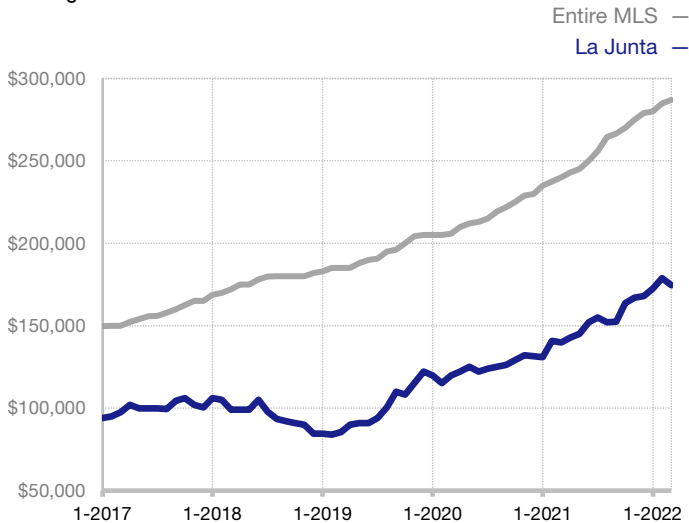
Single Family	March			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 03-2021	Thru 03-2022	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	7	11	+ 57.1%	18	23	+ 27.8%
Sold Listings	9	4	- 55.6%	24	20	- 16.7%
Median Sales Price*	\$175,000	\$137,500	- 21.4%	\$155,000	\$170,000	+ 9.7%
Average Sales Price*	\$149,722	\$135,750	- 9.3%	\$153,208	\$167,970	+ 9.6%
Percent of List Price Received*	92.6%	95.8%	+ 3.5%	95.3%	92.8%	- 2.6%
Days on Market Until Sale	82	98	+ 19.5%	99	104	+ 5.1%
Inventory of Homes for Sale	9	11	+ 22.2%	--	--	--
Months Supply of Inventory	1.2	1.4	+ 16.7%	--	--	--

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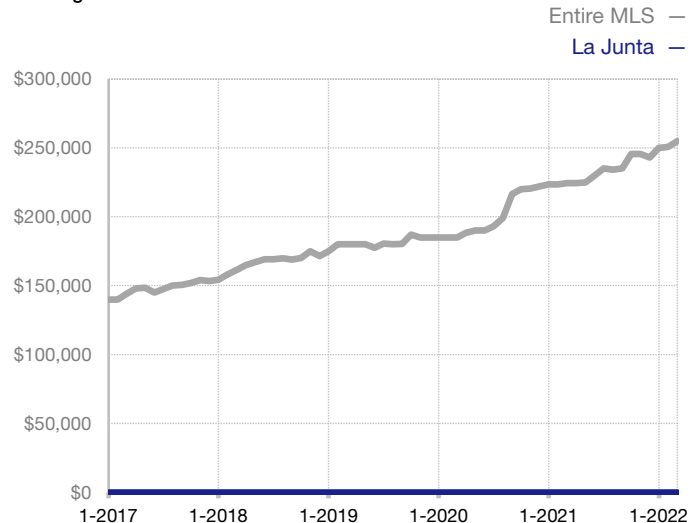
Townhouse/Condo	March			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 03-2021	Thru 03-2022	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$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.

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## Lamar

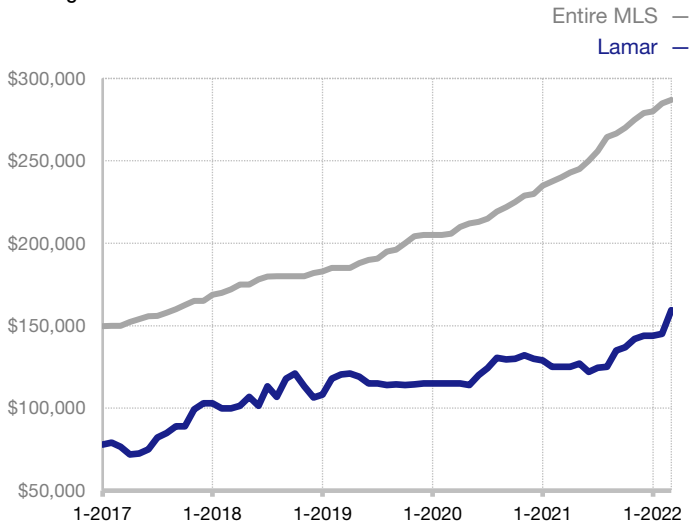
Single Family	March			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 03-2021	Thru 03-2022	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	5	6	+ 20.0%	17	27	+ 58.8%
Sold Listings	8	9	+ 12.5%	13	13	0.0%
Median Sales Price*	\$112,500	<b>\$173,000</b>	+ 53.8%	\$105,000	<b>\$160,000</b>	+ 52.4%
Average Sales Price*	\$123,750	<b>\$169,111</b>	+ 36.7%	\$110,847	<b>\$168,077</b>	+ 51.6%
Percent of List Price Received*	92.5%	<b>94.7%</b>	+ 2.4%	93.5%	<b>96.0%</b>	+ 2.7%
Days on Market Until Sale	79	69	- 12.7%	109	70	- 35.8%
Inventory of Homes for Sale	4	11	+ 175.0%	--	--	--
Months Supply of Inventory	0.9	2.1	+ 133.3%	--	--	--

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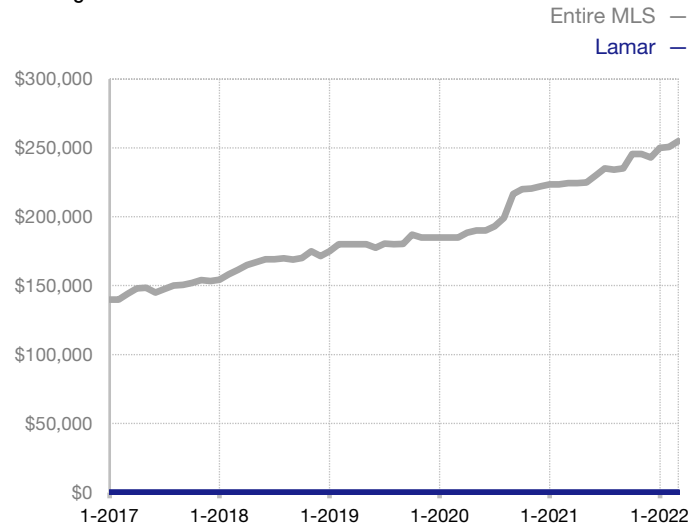
Townhouse/Condo	March			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 03-2021	Thru 03-2022	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
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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## Manzanola

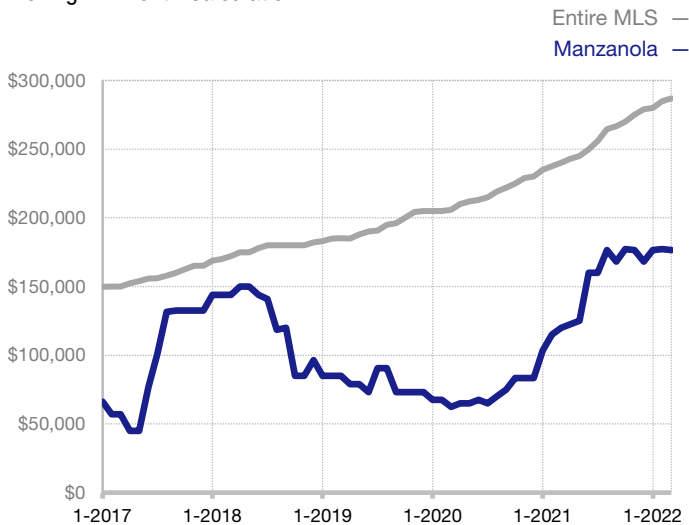
Single Family	March			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 03-2021	Thru 03-2022	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	1	--	1	4	+ 300.0%
Sold Listings	2	1	- 50.0%	4	1	- 75.0%
Median Sales Price*	\$329,000	<b>\$380,000</b>	+ 15.5%	\$169,000	<b>\$380,000</b>	+ 124.9%
Average Sales Price*	\$329,000	<b>\$380,000</b>	+ 15.5%	\$233,250	<b>\$380,000</b>	+ 62.9%
Percent of List Price Received*	96.4%	<b>95.2%</b>	- 1.2%	93.2%	<b>95.2%</b>	+ 2.1%
Days on Market Until Sale	199	<b>59</b>	- 70.4%	155	<b>59</b>	- 61.9%
Inventory of Homes for Sale	2	<b>2</b>	0.0%	--	--	--
Months Supply of Inventory	1.6	<b>1.8</b>	+ 12.5%	--	--	--

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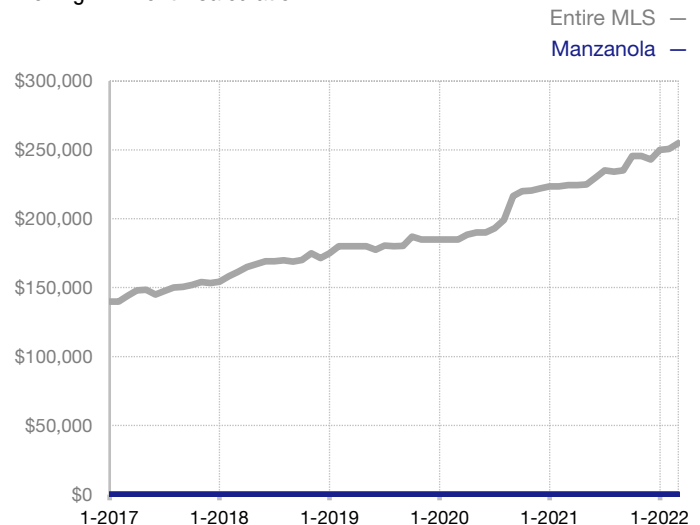
Townhouse/Condo	March			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 03-2021	Thru 03-2022	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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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 March 2022

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## Rocky Ford

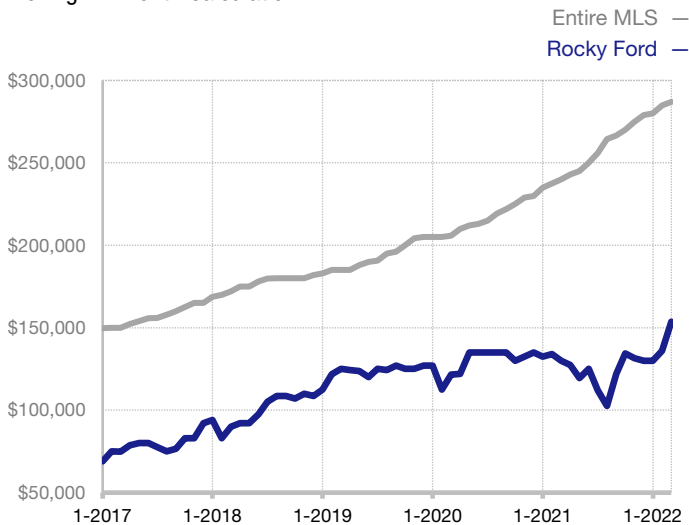
Single Family	March			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 03-2021	Thru 03-2022	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	2	8	+ 300.0%	10	13	+ 30.0%
Sold Listings	6	3	- 50.0%	18	6	- 66.7%
Median Sales Price*	\$83,750	<b>\$200,000</b>	+ 138.8%	\$87,700	<b>\$218,250</b>	+ 148.9%
Average Sales Price*	\$132,833	<b>\$274,667</b>	+ 106.8%	\$127,561	<b>\$298,083</b>	+ 133.7%
Percent of List Price Received*	94.2%	<b>96.4%</b>	+ 2.3%	95.3%	<b>97.5%</b>	+ 2.3%
Days on Market Until Sale	86	79	- 8.1%	100	84	- 16.0%
Inventory of Homes for Sale	10	7	- 30.0%	--	--	--
Months Supply of Inventory	2.0	1.9	- 5.0%	--	--	--

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

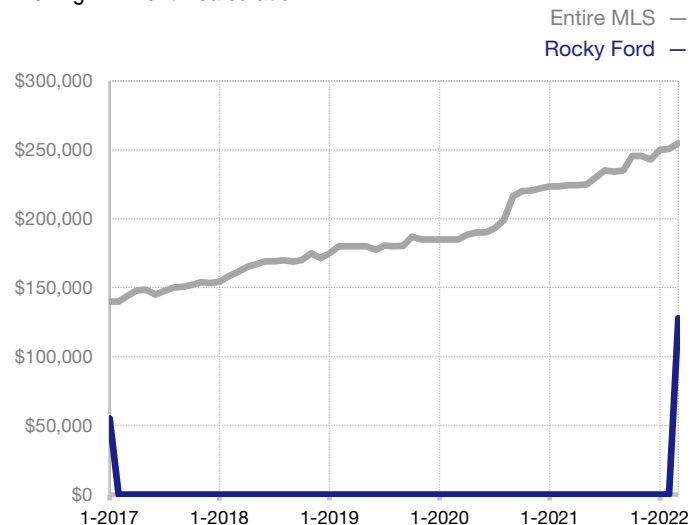
Townhouse/Condo	March			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 03-2021	Thru 03-2022	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	1	--	0	1	--
Median Sales Price*	\$0	<b>\$128,000</b>	--	\$0	<b>\$128,000</b>	--
Average Sales Price*	\$0	<b>\$128,000</b>	--	\$0	<b>\$128,000</b>	--
Percent of List Price Received*	0.0%	<b>102.4%</b>	--	0.0%	<b>102.4%</b>	--
Days on Market Until Sale	0	298	--	0	298	--
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



## March 2022

Percent changes calculated using year-over-year comparisons.

New Listings were up 14.9 percent for single family homes but decreased 33.3 percent for townhouse-condo properties. Pending Sales increased 19.1 percent for single family homes but remained flat for townhouse-condo properties.

The Median Sales Price was up 19.2 percent to \$310,000 for single family homes and 32.4 percent to \$278,000 for townhouse-condo properties. Days on Market increased 4.8 percent for single family homes but decreased 13.6 percent for townhouse-condo properties.

Across the country, consumers are feeling the bite of inflation and surging mortgage interest rates, which recently hit 4.6% in March, according to Freddie Mac, rising 1.4 percent since January and the highest rate in more than 3 years. Monthly payments have increased significantly compared to this time last year, and as housing affordability declines, an increasing number of would-be homebuyers are turning to the rental market, only to face similar challenges as rental prices skyrocket and vacancy rates remain at near-record low.

## Activity Snapshot

<b>- 2.6%</b>	<b>+ 21.1%</b>	<b>- 14.7%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> All Properties

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

Single Family Market Overview	<b>2</b>
Townhouse-Condo Market Overview	<b>3</b>
New Listings	<b>4</b>
Pending Sales	<b>5</b>
Sold Listings	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of List Price Received	<b>9</b>
Days on Market Until Sale	<b>10</b>
Housing Affordability Index	<b>11</b>
Inventory of Active Listings	<b>12</b>
Months Supply of Inventory	<b>13</b>
Total Market Overview	<b>14</b>
Sold Listings and Inventory by Price Range	<b>15</b>
Glossary of Terms	<b>16</b>

# 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	3-2021	3-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
<b>New Listings</b>		289	<b>332</b>	+ 14.9%	830	<b>897</b>	+ 8.1%
<b>Pending Sales</b>		267	<b>318</b>	+ 19.1%	752	<b>871</b>	+ 15.8%
<b>Sold Listings</b>		263	<b>260</b>	- 1.1%	648	<b>733</b>	+ 13.1%
<b>Median Sales Price</b>		\$260,000	<b>\$310,000</b>	+ 19.2%	\$254,500	<b>\$300,000</b>	+ 17.9%
<b>Avg. Sales Price</b>		\$272,108	<b>\$325,188</b>	+ 19.5%	\$264,056	<b>\$317,610</b>	+ 20.3%
<b>Pct. of List Price Received</b>		100.6%	<b>99.6%</b>	- 1.0%	100.0%	<b>99.6%</b>	- 0.4%
<b>Days on Market</b>		63	<b>66</b>	+ 4.8%	70	<b>68</b>	- 2.9%
<b>Affordability Index</b>		146	<b>106</b>	- 27.4%	149	<b>110</b>	- 26.2%
<b>Active Listings</b>		258	<b>223</b>	- 13.6%	--	<b>--</b>	--
<b>Months Supply</b>		1.0	<b>0.8</b>	- 20.0%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

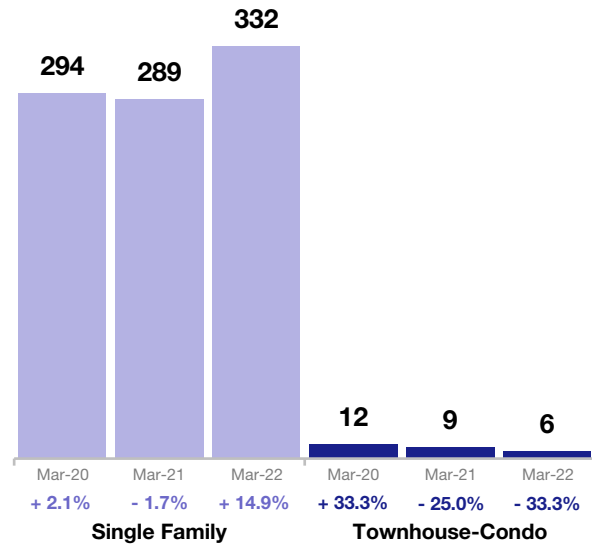


Key Metrics	Historical Sparkbars	3-2021	3-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
<b>New Listings</b>		9	6	- 33.3%	31	23	- 25.8%
<b>Pending Sales</b>		9	9	0.0%	33	26	- 21.2%
<b>Sold Listings</b>		10	6	- 40.0%	29	23	- 20.7%
<b>Median Sales Price</b>		\$209,950	\$278,000	+ 32.4%	\$200,000	\$250,000	+ 25.0%
<b>Avg. Sales Price</b>		\$206,815	\$304,250	+ 47.1%	\$189,478	\$255,735	+ 35.0%
<b>Pct. of List Price Received</b>		100.1%	101.1%	+ 1.0%	99.0%	100.4%	+ 1.4%
<b>Days on Market</b>		59	51	- 13.6%	61	46	- 24.6%
<b>Affordability Index</b>		181	119	- 34.3%	190	132	- 30.5%
<b>Active Listings</b>		7	3	- 57.1%	--	--	--
<b>Months Supply</b>		0.7	0.3	- 57.1%	--	--	--

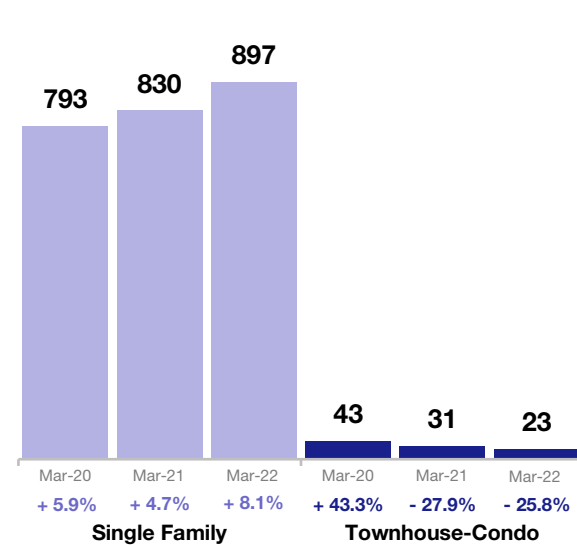
# New Listings



## March

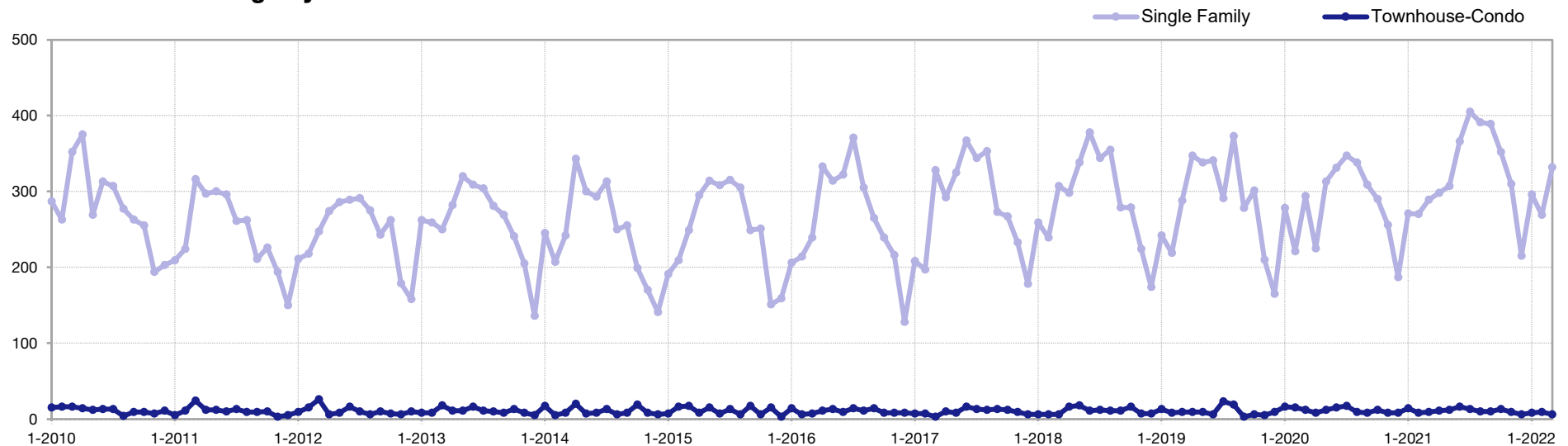


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	298	+32.4%	11	+37.5%
May-2021	307	-1.9%	12	0.0%
Jun-2021	366	+10.6%	16	+6.7%
Jul-2021	405	+16.7%	13	-23.5%
Aug-2021	391	+15.7%	10	+11.1%
Sep-2021	389	+25.9%	10	+25.0%
Oct-2021	352	+21.4%	13	+8.3%
Nov-2021	310	+21.1%	9	+12.5%
Dec-2021	215	+15.0%	6	-25.0%
Jan-2022	296	+9.2%	8	-42.9%
Feb-2022	269	-0.4%	9	+12.5%
<b>Mar-2022</b>	<b>332</b>	<b>+14.9%</b>	<b>6</b>	<b>-33.3%</b>

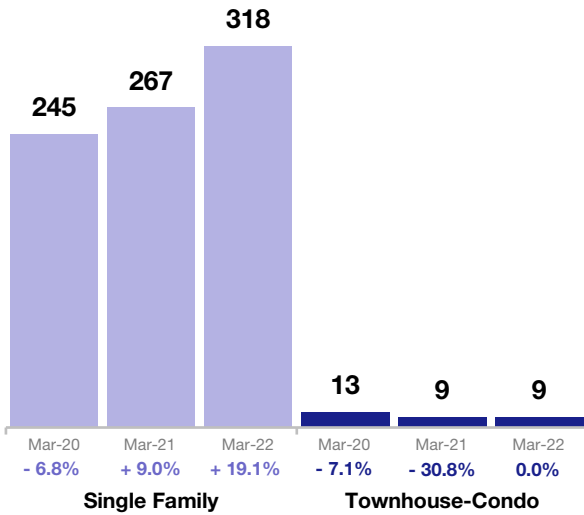
## Historical New Listings by Month



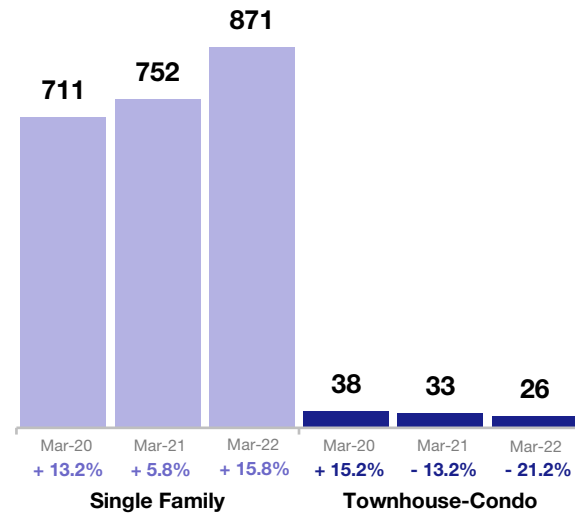
# Pending Sales



## March

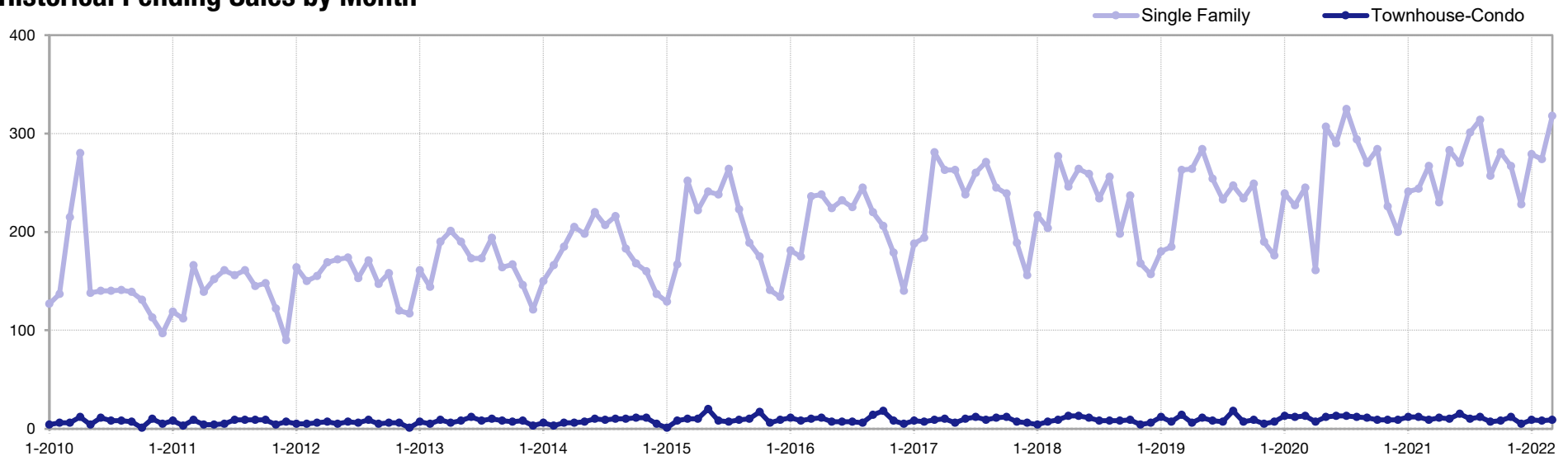


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	230	+42.9%	11	+57.1%
May-2021	283	-7.8%	10	-16.7%
Jun-2021	270	-6.9%	15	+15.4%
Jul-2021	301	-7.4%	10	-23.1%
Aug-2021	314	+6.8%	12	0.0%
Sep-2021	257	-4.8%	7	-36.4%
Oct-2021	281	-1.1%	8	-11.1%
Nov-2021	267	+18.1%	12	+33.3%
Dec-2021	228	+14.0%	5	-44.4%
Jan-2022	279	+15.8%	9	-25.0%
Feb-2022	274	+12.3%	8	-33.3%
<b>Mar-2022</b>	<b>318</b>	<b>+19.1%</b>	<b>9</b>	<b>0.0%</b>

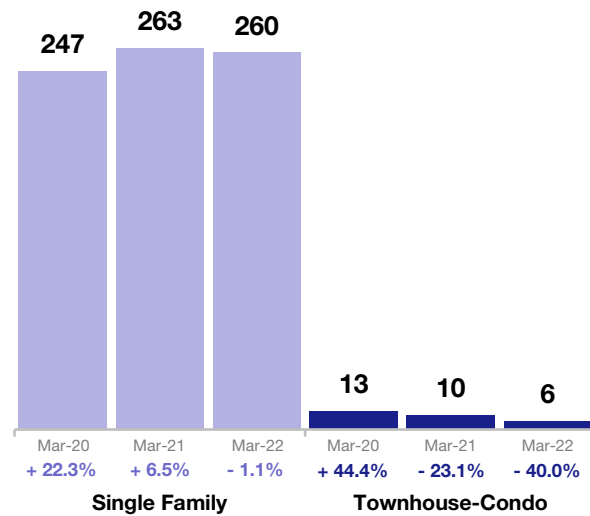
## Historical Pending Sales by Month



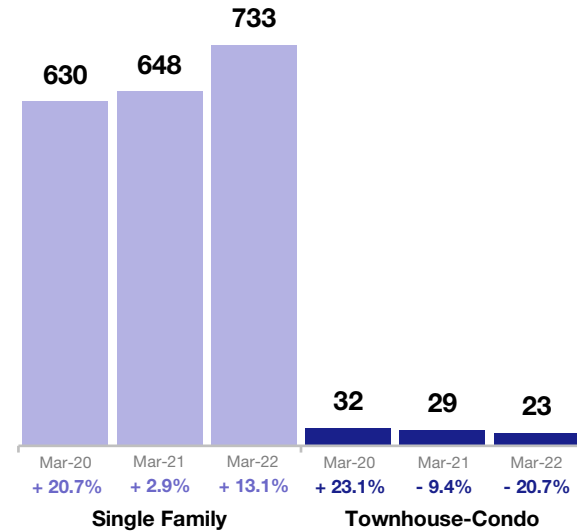
# Sold Listings



## March

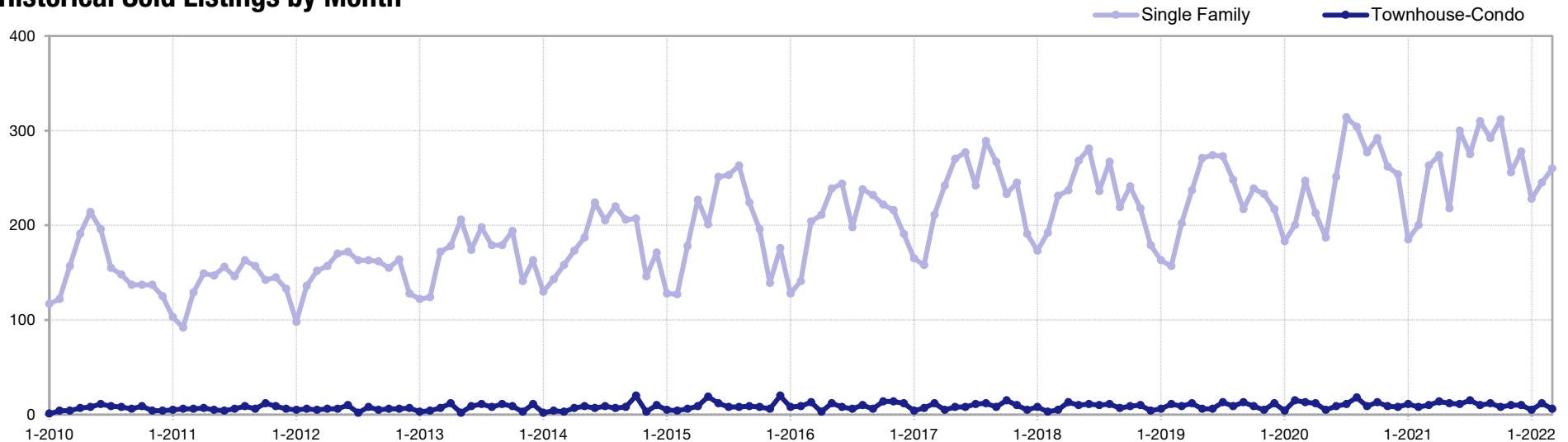


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	274	+28.6%	14	+16.7%
May-2021	218	+16.6%	12	+140.0%
Jun-2021	300	+19.5%	11	+22.2%
Jul-2021	275	-12.4%	15	+36.4%
Aug-2021	310	+2.0%	10	-44.4%
Sep-2021	292	+5.4%	12	+33.3%
Oct-2021	312	+6.8%	8	-38.5%
Nov-2021	256	-2.3%	10	+11.1%
Dec-2021	278	+9.4%	10	+25.0%
Jan-2022	228	+23.2%	5	-54.5%
Feb-2022	245	+22.5%	12	+50.0%
<b>Mar-2022</b>	<b>260</b>	<b>-1.1%</b>	<b>6</b>	<b>-40.0%</b>

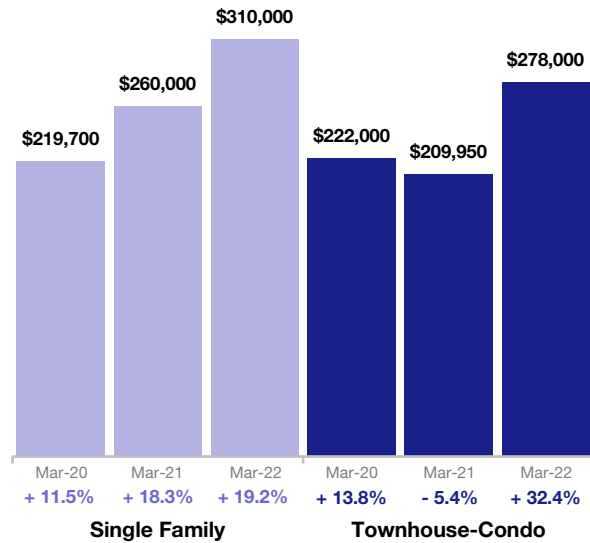
## Historical Sold Listings by Month



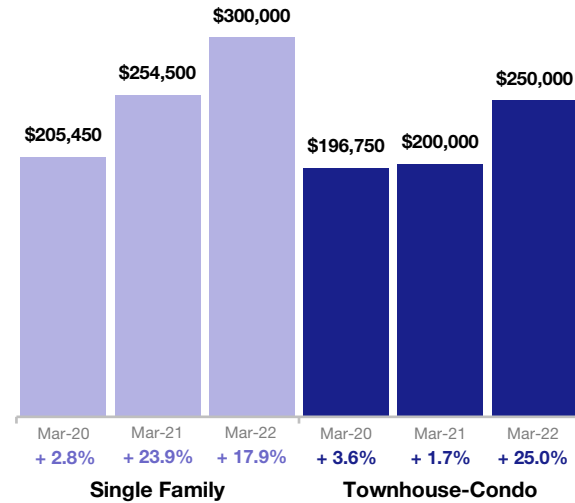
# Median Sales Price



## March

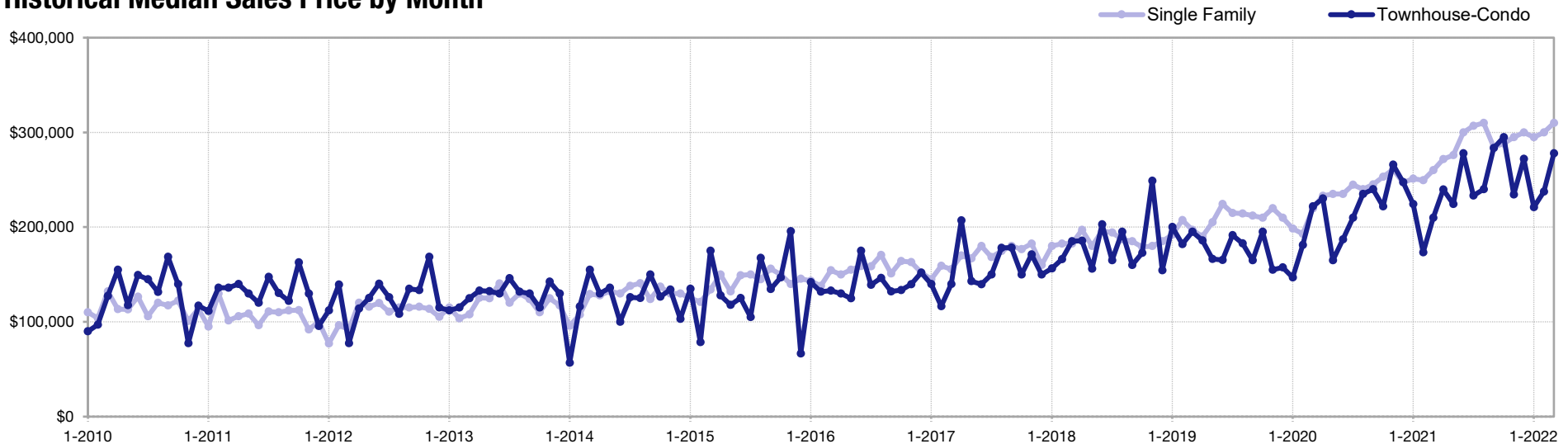


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	\$271,890	+16.7%	\$239,750	+4.1%
May-2021	\$275,950	+17.4%	\$224,500	+36.1%
Jun-2021	\$300,000	+27.7%	\$278,000	+48.7%
Jul-2021	\$307,000	+25.4%	\$233,200	+11.0%
Aug-2021	\$310,000	+29.2%	\$240,000	+2.1%
Sep-2021	\$284,450	+16.1%	\$283,450	+18.2%
Oct-2021	\$288,250	+13.9%	\$295,000	+32.9%
Nov-2021	\$295,000	+13.0%	\$234,450	-11.8%
Dec-2021	\$300,000	+21.5%	\$272,000	+9.9%
Jan-2022	\$295,000	+17.5%	\$221,000	-1.6%
Feb-2022	\$300,000	+20.2%	\$237,500	+36.9%
<b>Mar-2022</b>	<b>\$310,000</b>	<b>+19.2%</b>	<b>\$278,000</b>	<b>+32.4%</b>

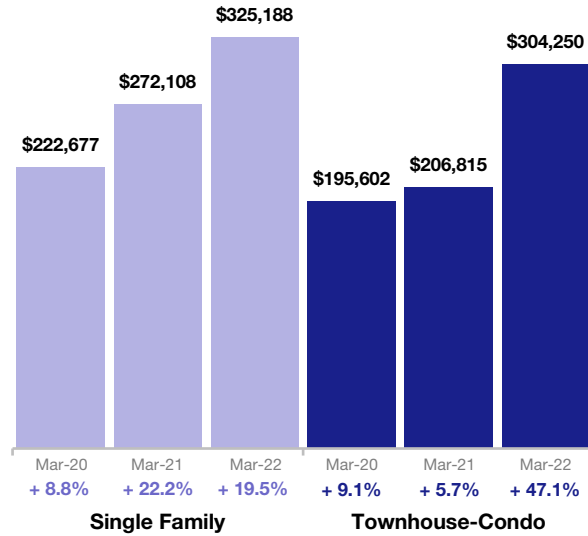
## Historical Median Sales Price by Month



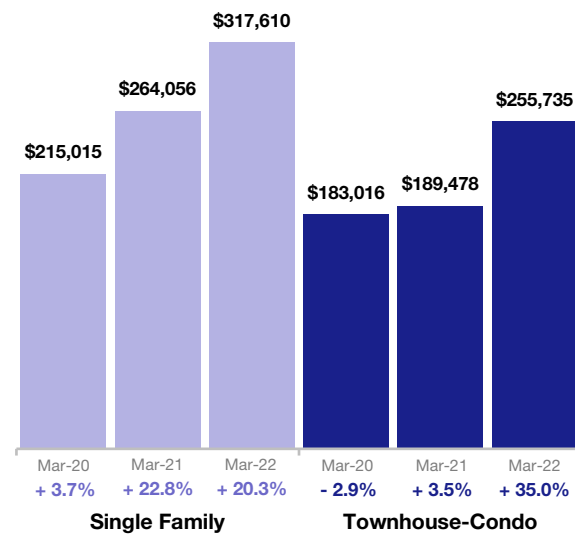
# Average Sales Price



## March

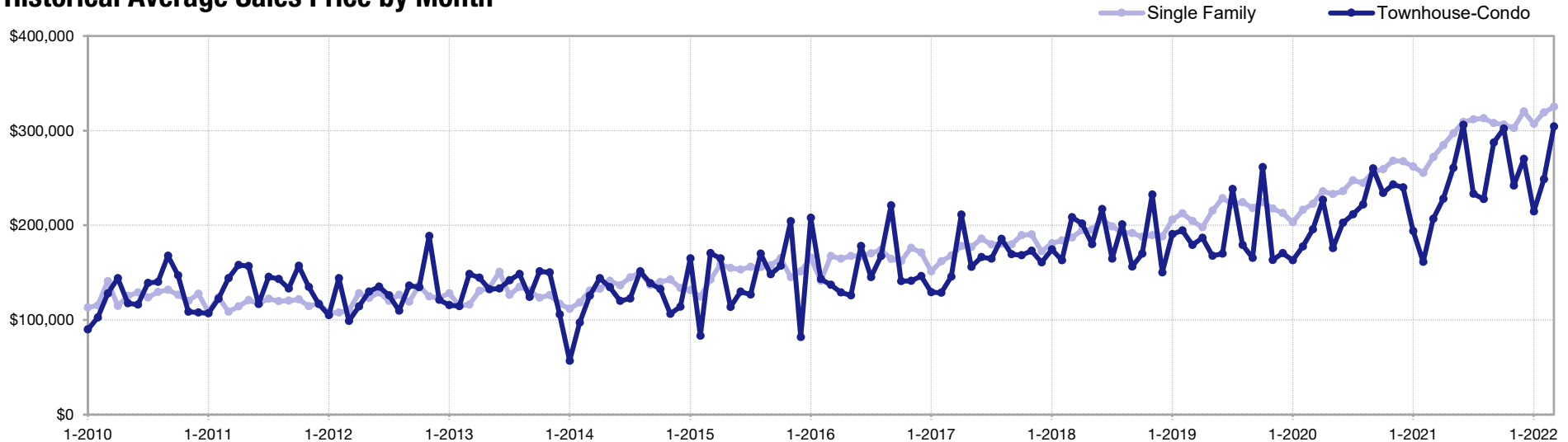


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	\$284,552	+20.6%	\$227,939	+0.4%
May-2021	\$297,117	+27.6%	\$260,574	+48.1%
Jun-2021	\$309,228	+31.0%	\$306,038	+51.0%
Jul-2021	\$311,962	+26.1%	\$233,429	+10.3%
Aug-2021	\$313,089	+27.9%	\$227,765	+2.6%
Sep-2021	\$308,089	+20.2%	\$287,399	+10.6%
Oct-2021	\$306,197	+18.1%	\$302,188	+29.0%
Nov-2021	\$302,777	+12.9%	\$241,880	-0.5%
Dec-2021	\$320,200	+19.7%	\$270,020	+12.5%
Jan-2022	\$307,244	+17.2%	\$214,700	+10.6%
Feb-2022	\$319,214	+25.1%	\$248,575	+54.0%
<b>Mar-2022</b>	<b>\$325,188</b>	<b>+19.5%</b>	<b>\$304,250</b>	<b>+47.1%</b>

## Historical Average Sales Price by Month

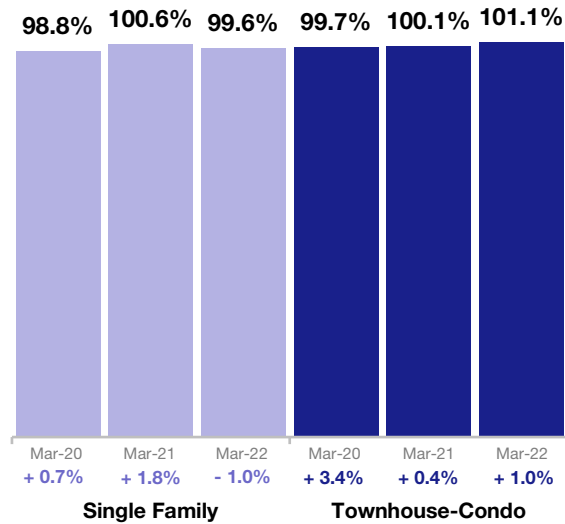




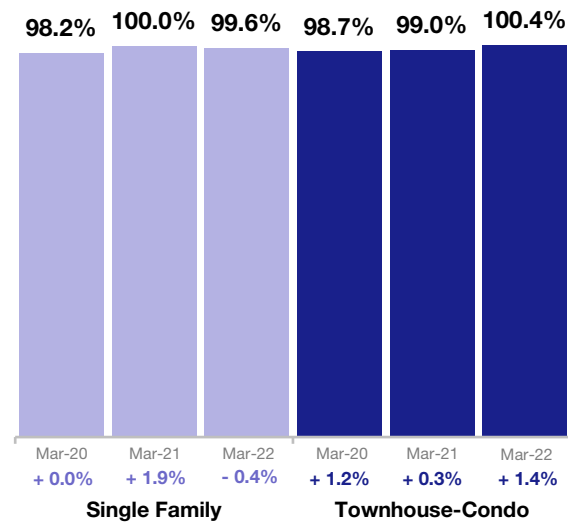
# Percent of List Price Received



## March

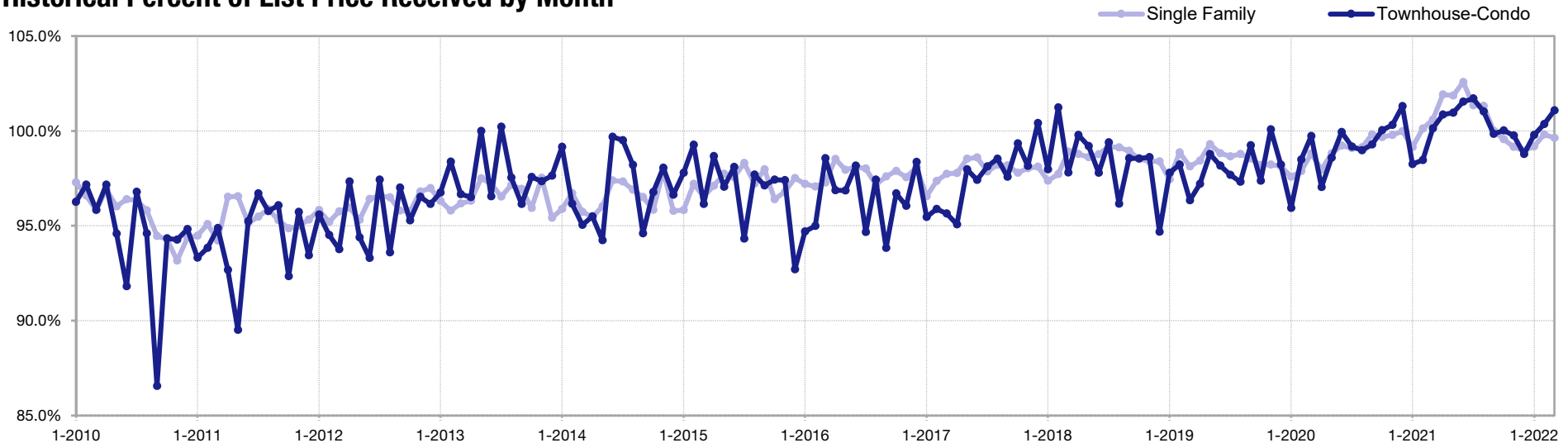


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	101.9%	+4.0%	100.9%	+4.0%
May-2021	101.9%	+3.1%	101.0%	+2.4%
Jun-2021	102.6%	+3.4%	101.5%	+1.6%
Jul-2021	101.4%	+2.3%	101.7%	+2.5%
Aug-2021	101.3%	+2.2%	101.0%	+2.0%
Sep-2021	100.0%	+0.2%	99.8%	+0.5%
Oct-2021	99.6%	-0.1%	100.0%	0.0%
Nov-2021	99.2%	-0.6%	99.8%	-0.5%
Dec-2021	99.0%	-1.0%	98.8%	-2.5%
Jan-2022	99.2%	+0.1%	99.8%	+1.5%
Feb-2022	99.8%	-0.3%	100.4%	+1.9%
<b>Mar-2022</b>	<b>99.6%</b>	<b>-1.0%</b>	<b>101.1%</b>	<b>+1.0%</b>

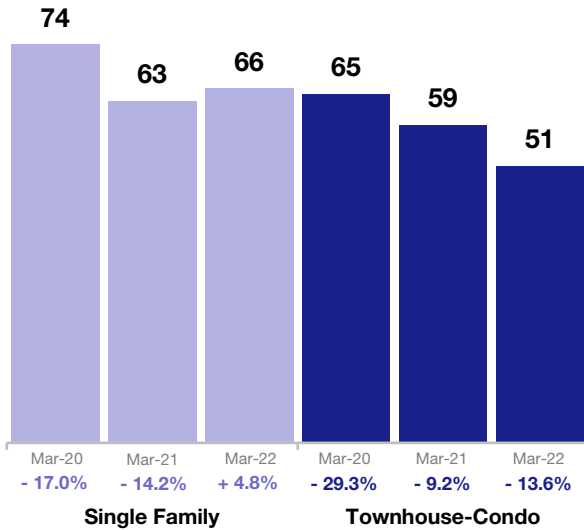
## Historical Percent of List Price Received by Month



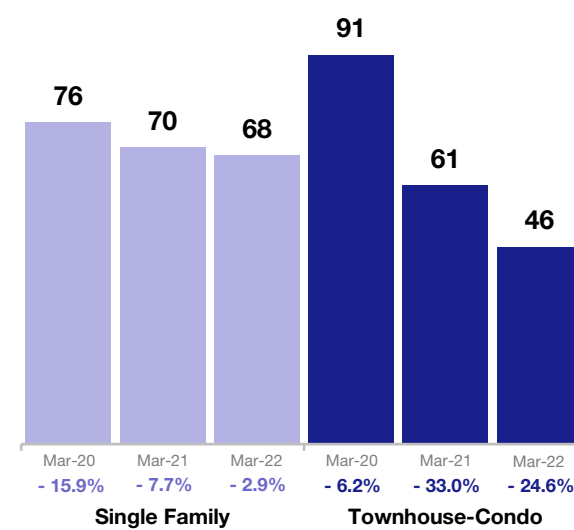
# Days on Market Until Sale



## March

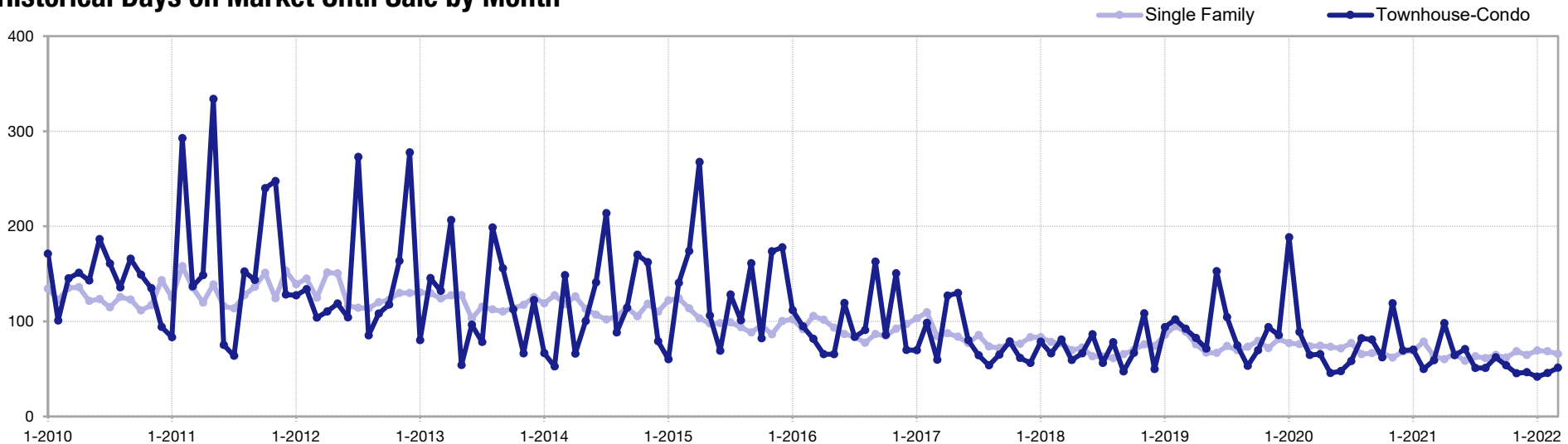


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	60	-18.9%	98	+48.5%
May-2021	66	-9.6%	64	+39.1%
Jun-2021	58	-18.3%	71	+47.9%
Jul-2021	63	-18.2%	51	-12.1%
Aug-2021	61	-7.6%	51	-37.8%
Sep-2021	65	-3.0%	62	-23.5%
Oct-2021	62	-7.5%	54	-12.9%
Nov-2021	68	+9.7%	46	-61.3%
Dec-2021	65	-4.4%	46	-33.3%
Jan-2022	69	0.0%	42	-40.0%
Feb-2022	69	-11.5%	46	-8.0%
<b>Mar-2022</b>	<b>66</b>	<b>+4.8%</b>	<b>51</b>	<b>-13.6%</b>

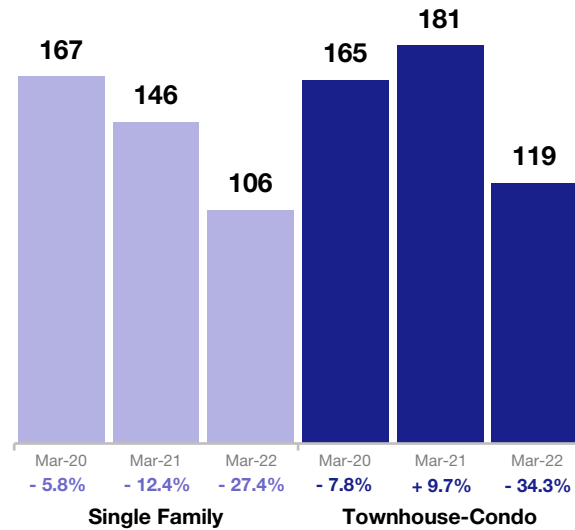
## Historical Days on Market Until Sale by Month



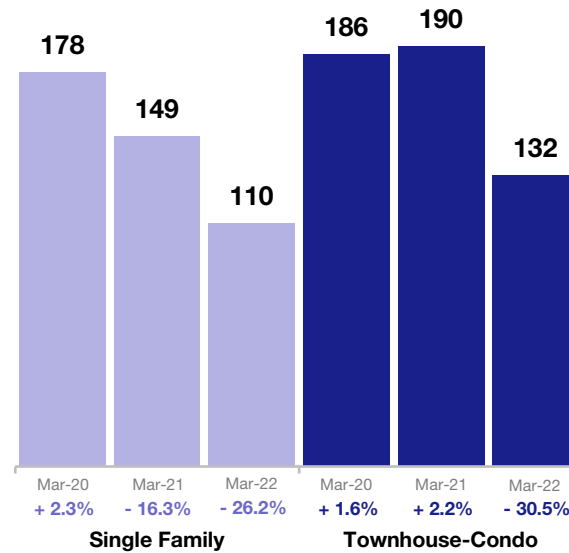
# Housing Affordability Index



## March

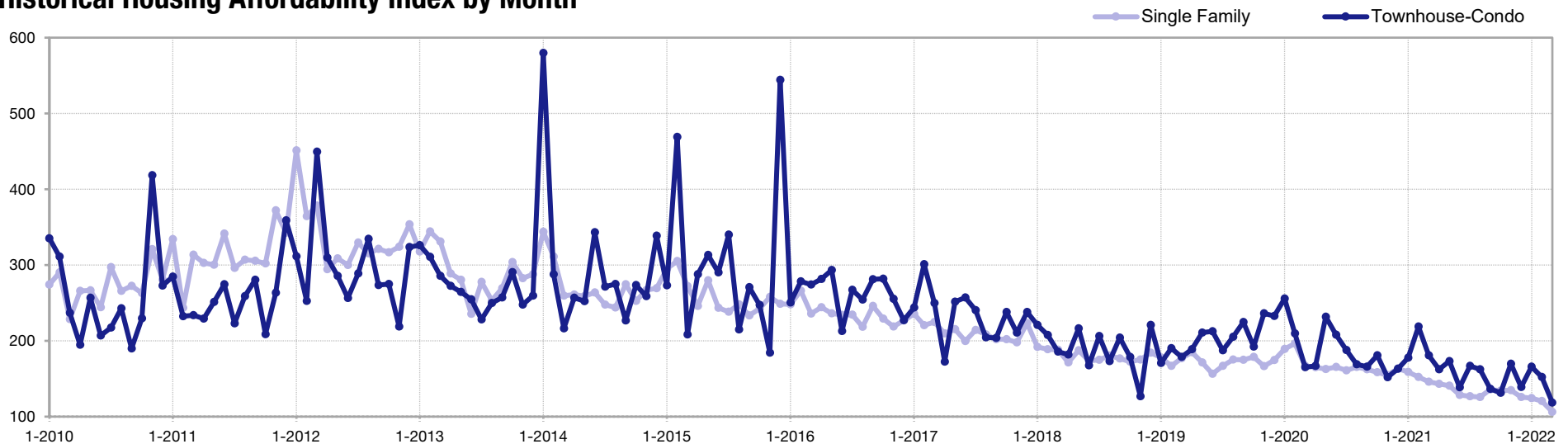


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	143	-13.3%	162	-3.0%
May-2021	141	-13.5%	173	-25.4%
Jun-2021	129	-21.8%	139	-33.2%
Jul-2021	127	-21.1%	167	-11.2%
Aug-2021	126	-23.6%	162	-4.1%
Sep-2021	136	-16.0%	136	-18.1%
Oct-2021	134	-15.2%	131	-27.6%
Nov-2021	135	-12.9%	170	+11.8%
Dec-2021	126	-22.7%	139	-14.7%
Jan-2022	124	-22.0%	166	-6.2%
Feb-2022	121	-20.4%	152	-30.6%
<b>Mar-2022</b>	<b>106</b>	<b>-27.4%</b>	<b>119</b>	<b>-34.3%</b>

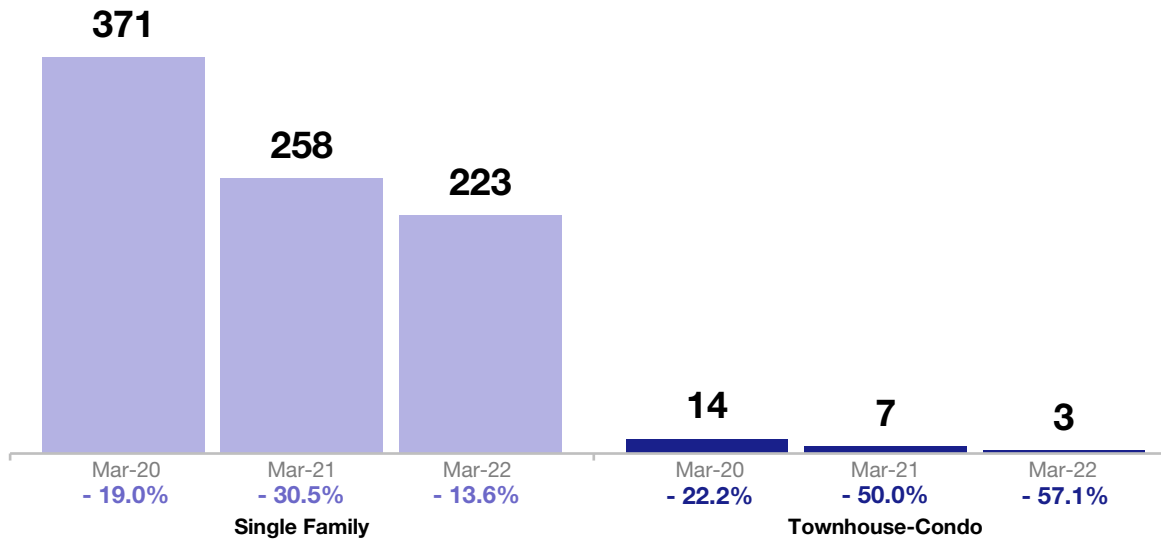
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

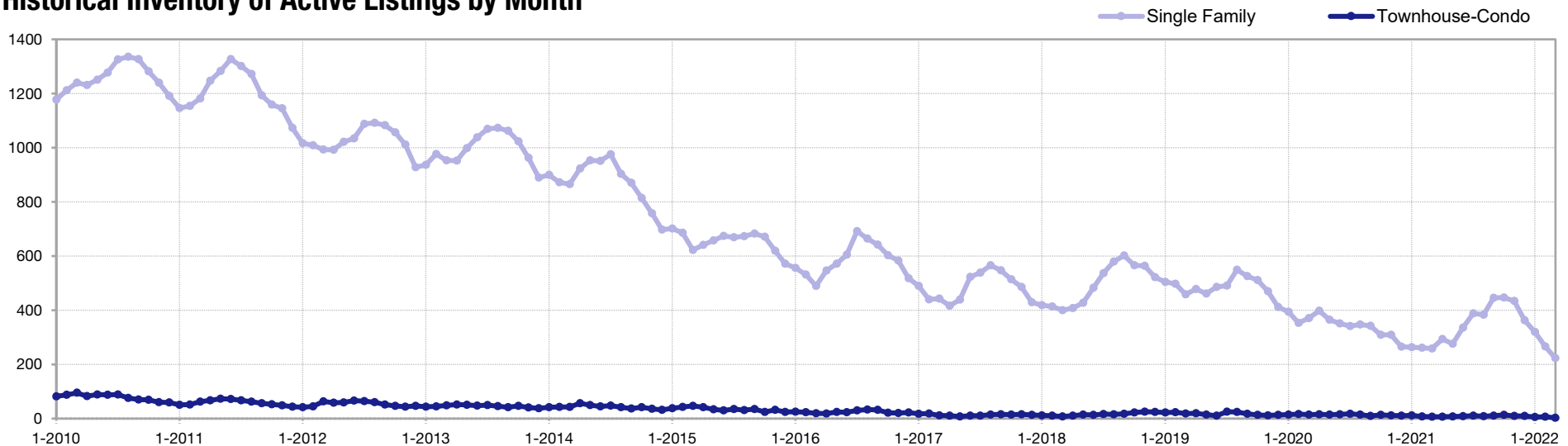


## March



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	294	-26.1%	7	-53.3%
May-2021	276	-24.4%	8	-42.9%
Jun-2021	335	-4.6%	9	-40.0%
Jul-2021	388	+13.8%	11	-35.3%
Aug-2021	383	+10.4%	9	-35.7%
Sep-2021	446	+30.4%	11	+10.0%
Oct-2021	447	+44.7%	13	0.0%
Nov-2021	434	+40.5%	10	-16.7%
Dec-2021	363	+37.0%	10	-9.1%
Jan-2022	320	+21.7%	6	-50.0%
Feb-2022	266	+1.9%	7	-12.5%
<b>Mar-2022</b>	<b>223</b>	<b>-13.6%</b>	<b>3</b>	<b>-57.1%</b>

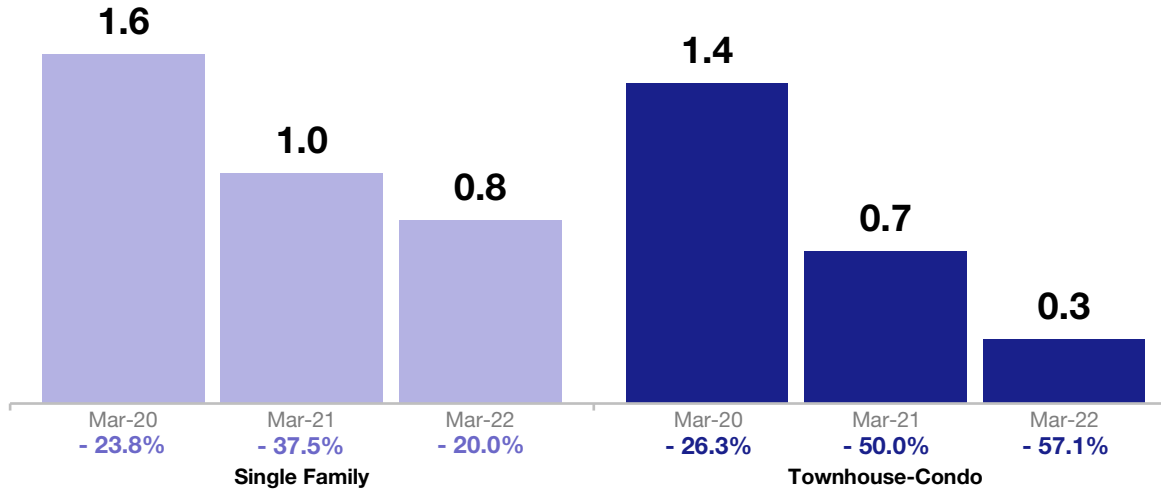
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory



## March



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2021	1.2	-29.4%	0.7	-53.3%
May-2021	1.1	-31.3%	0.7	-50.0%
Jun-2021	1.3	-18.8%	0.8	-46.7%
Jul-2021	1.5	0.0%	1.0	-41.2%
Aug-2021	1.5	0.0%	0.8	-38.5%
Sep-2021	1.7	+21.4%	1.0	0.0%
Oct-2021	1.7	+30.8%	1.2	0.0%
Nov-2021	1.7	+30.8%	0.9	-18.2%
Dec-2021	1.4	+27.3%	0.9	-10.0%
Jan-2022	1.2	+9.1%	0.6	-45.5%
Feb-2022	1.0	0.0%	0.7	-12.5%
<b>Mar-2022</b>	<b>0.8</b>	<b>-20.0%</b>	<b>0.3</b>	<b>-57.1%</b>

## 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.



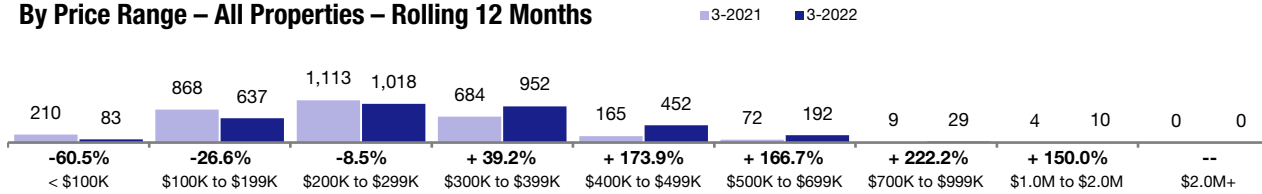
Key Metrics	Historical Sparkbars	3-2021	3-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
<b>New Listings</b>		298	<b>338</b>	+ 13.4%	861	<b>920</b>	+ 6.9%
<b>Pending Sales</b>		276	<b>327</b>	+ 18.5%	785	<b>897</b>	+ 14.3%
<b>Sold Listings</b>		273	<b>266</b>	- 2.6%	677	<b>756</b>	+ 11.7%
<b>Median Sales Price</b>		\$255,900	<b>\$309,950</b>	+ 21.1%	\$250,000	<b>\$300,000</b>	+ 20.0%
<b>Avg. Sales Price</b>		\$269,716	<b>\$324,716</b>	+ 20.4%	\$260,862	<b>\$315,727</b>	+ 21.0%
<b>Pct. of List Price Received</b>		100.6%	<b>99.7%</b>	- 0.9%	100.0%	<b>99.6%</b>	- 0.4%
<b>Days on Market</b>		63	<b>65</b>	+ 3.2%	69	<b>67</b>	- 2.9%
<b>Affordability Index</b>		148	<b>106</b>	- 28.4%	152	<b>110</b>	- 27.6%
<b>Active Listings</b>		265	<b>226</b>	- 14.7%	--	--	--
<b>Months Supply</b>		1.0	<b>0.8</b>	- 20.0%	--	--	--

# Sold Listings

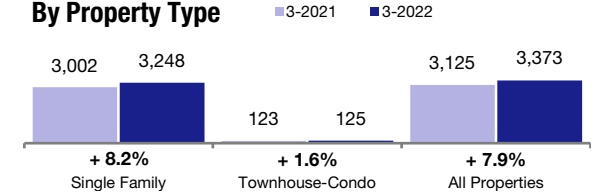
Actual sales that have closed in a given month.



## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	3-2021	3-2022	Change	3-2021	3-2022	Change
\$99,999 and Below	206	82	-60.2%	4	1	-75.0%
\$100,000 to \$199,999	823	606	-26.4%	45	31	-31.1%
\$200,000 to \$299,999	1,053	954	-9.4%	60	64	+6.7%
\$300,000 to \$399,999	671	928	+38.3%	13	24	+84.6%
\$400,000 to \$499,999	164	450	+174.4%	1	2	+100.0%
\$500,000 to \$699,999	72	191	+165.3%	0	1	--
\$700,000 to \$999,999	9	27	+200.0%	0	2	--
\$1,000,000 to \$1,999,999	4	10	+150.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>3,002</b>	<b>3,248</b>	<b>+8.2%</b>	<b>123</b>	<b>125</b>	<b>+1.6%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	2-2022	3-2022	Change	2-2022	3-2022	Change
\$99,999 and Below	8	4	-50.0%	0	0	--
\$100,000 to \$199,999	38	43	+13.2%	4	1	-75.0%
\$200,000 to \$299,999	73	73	0.0%	7	2	-71.4%
\$300,000 to \$399,999	62	78	+25.8%	0	2	--
\$400,000 to \$499,999	43	41	-4.7%	1	0	-100.0%
\$500,000 to \$699,999	16	16	0.0%	0	1	--
\$700,000 to \$999,999	3	4	+33.3%	0	0	--
\$1,000,000 to \$1,999,999	2	1	-50.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>245</b>	<b>260</b>	<b>+6.1%</b>	<b>12</b>	<b>6</b>	<b>-50.0%</b>

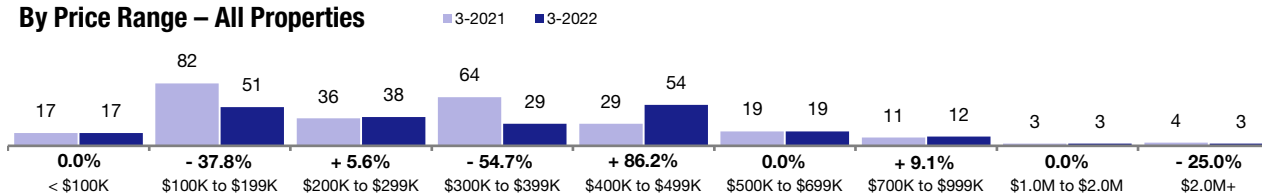
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	3-2021	3-2022	Change	3-2021	3-2022	Change
\$99,999 and Below	39	21	-46.2%	4	1	-75.0%
\$100,000 to \$199,999	168	122	-27.4%	10	6	-40.0%
\$200,000 to \$299,999	204	214	+4.9%	15	11	-26.7%
\$300,000 to \$399,999	166	198	+19.3%	0	3	--
\$400,000 to \$499,999	46	120	+160.9%	0	1	--
\$500,000 to \$699,999	24	44	+83.3%	0	1	--
\$700,000 to \$999,999	1	10	+900.0%	0	0	--
\$1,000,000 to \$1,999,999	0	4	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>648</b>	<b>733</b>	<b>+13.1%</b>	<b>29</b>	<b>23</b>	<b>-20.7%</b>

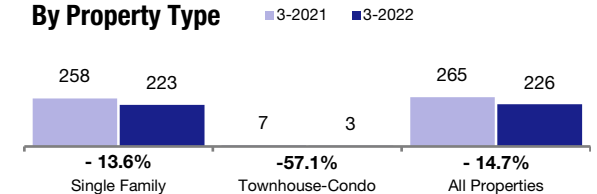
# Inventory of Active Listings

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		
	3-2021	3-2022	Change	3-2021	3-2022	Change
\$99,999 and Below	17	17	0.0%	0	0	--
\$100,000 to \$199,999	81	51	-37.0%	1	0	-100.0%
\$200,000 to \$299,999	35	38	+8.6%	1	0	-100.0%
\$300,000 to \$399,999	63	29	-54.0%	1	0	-100.0%
\$400,000 to \$499,999	26	52	+100.0%	3	2	-33.3%
\$500,000 to \$699,999	19	18	-5.3%	0	1	--
\$700,000 to \$999,999	10	12	+20.0%	1	0	-100.0%
\$1,000,000 to \$1,999,999	3	3	0.0%	0	0	--
\$2,000,000 and Above	4	3	-25.0%	0	0	--
<b>All Price Ranges</b>	<b>258</b>	<b>223</b>	<b>-13.6%</b>	<b>7</b>	<b>3</b>	<b>-57.1%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	2-2022	3-2022	Change	2-2022	3-2022	Change
\$99,999 and Below	20	17	-15.0%	0	0	--
\$100,000 to \$199,999	66	51	-22.7%	0	0	--
\$200,000 to \$299,999	44	38	-13.6%	3	0	-100.0%
\$300,000 to \$399,999	37	29	-21.6%	0	0	--
\$400,000 to \$499,999	55	52	-5.5%	3	2	-33.3%
\$500,000 to \$699,999	22	18	-18.2%	0	1	--
\$700,000 to \$999,999	15	12	-20.0%	1	0	-100.0%
\$1,000,000 to \$1,999,999	4	3	-25.0%	0	0	--
\$2,000,000 and Above	3	3	0.0%	0	0	--
<b>All Price Ranges</b>	<b>266</b>	<b>223</b>	<b>-16.2%</b>	<b>7</b>	<b>3</b>	<b>-57.1%</b>

### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	3-2021	3-2022	Change	3-2021	3-2022	Change
\$99,999 and Below	39	21	-46.2%	4	1	-75.0%
\$100,000 to \$199,999	168	122	-27.4%	10	6	-40.0%
\$200,000 to \$299,999	204	214	+4.9%	15	11	-26.7%
\$300,000 to \$399,999	166	198	+19.3%	0	3	--
\$400,000 to \$499,999	46	120	+160.9%	0	1	--
\$500,000 to \$699,999	24	44	+83.3%	0	1	--
\$700,000 to \$999,999	1	10	+900.0%	0	0	--
\$1,000,000 to \$1,999,999	0	4	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>648</b>	<b>733</b>	<b>+13.1%</b>	<b>29</b>	<b>23</b>	<b>-20.7%</b>

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®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	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.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	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.
<b>Inventory of Active Listings</b>	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.
<b>Months Supply of Inventory</b>	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.