

# Local Market Update for February 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Pueblo County

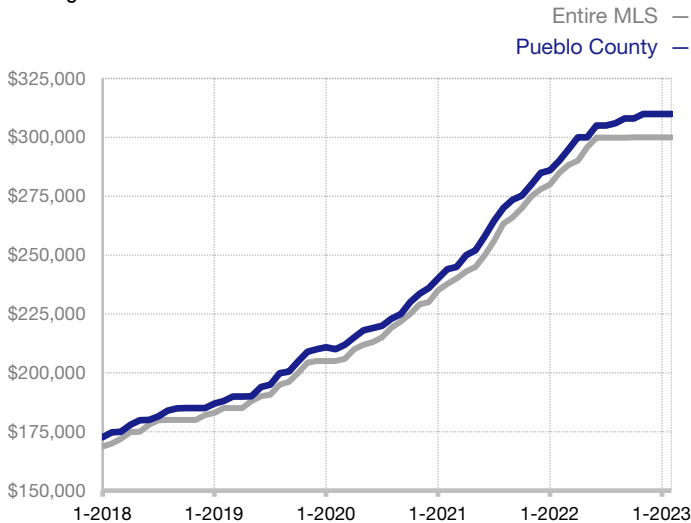
Single Family Key Metrics	February			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
New Listings	271	216	- 20.3%	561	469	- 16.4%
Sold Listings	249	161	- 35.3%	477	282	- 40.9%
Median Sales Price*	\$308,000	\$320,000	+ 3.9%	\$300,000	\$305,950	+ 2.0%
Average Sales Price*	\$323,675	\$330,220	+ 2.0%	\$316,736	\$316,429	- 0.1%
Percent of List Price Received*	99.8%	98.6%	- 1.2%	99.6%	98.0%	- 1.6%
Days on Market Until Sale	69	87	+ 26.1%	70	89	+ 27.1%
Inventory of Homes for Sale	300	503	+ 67.7%	--	--	--
Months Supply of Inventory	1.1	2.3	+ 109.1%	--	--	--

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

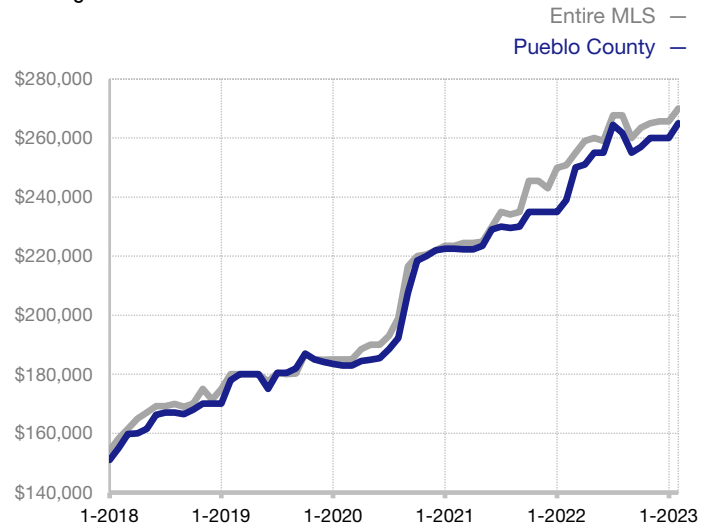
Townhouse/Condo Key Metrics	February			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
New Listings	8	10	+ 25.0%	16	23	+ 43.8%
Sold Listings	11	5	- 54.5%	16	10	- 37.5%
Median Sales Price*	\$225,000	\$270,000	+ 20.0%	\$223,500	\$236,950	+ 6.0%
Average Sales Price*	\$246,627	\$288,380	+ 16.9%	\$236,650	\$251,940	+ 6.5%
Percent of List Price Received*	100.0%	97.5%	- 2.5%	100.0%	97.6%	- 2.4%
Days on Market Until Sale	49	67	+ 36.7%	46	60	+ 30.4%
Inventory of Homes for Sale	7	20	+ 185.7%	--	--	--
Months Supply of Inventory	0.7	2.4	+ 242.9%	--	--	--

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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

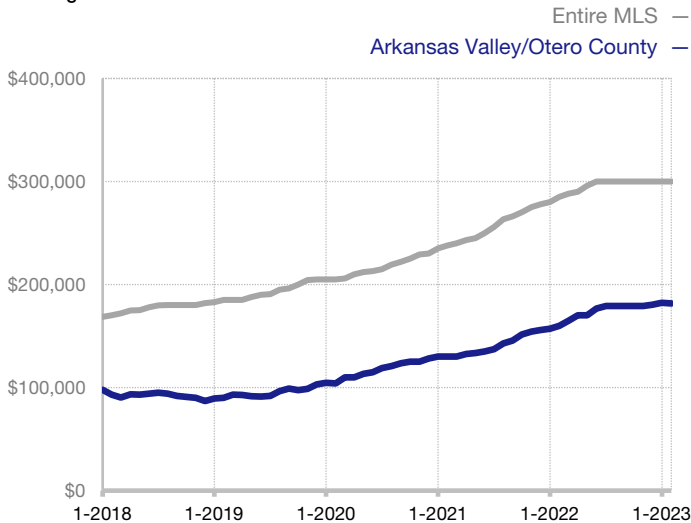
Single Family	February			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	34	<b>34</b>	0.0%	69	<b>73</b>	+ 5.8%
Sold Listings	28	<b>22</b>	- 21.4%	49	<b>43</b>	- 12.2%
Median Sales Price*	\$186,825	<b>\$174,500</b>	- 6.6%	\$180,000	<b>\$185,000</b>	+ 2.8%
Average Sales Price*	\$183,816	<b>\$182,750</b>	- 0.6%	\$173,893	<b>\$199,593</b>	+ 14.8%
Percent of List Price Received*	92.2%	<b>94.9%</b>	+ 2.9%	93.0%	<b>94.4%</b>	+ 1.5%
Days on Market Until Sale	104	<b>94</b>	- 9.6%	96	<b>99</b>	+ 3.1%
Inventory of Homes for Sale	74	<b>124</b>	+ 67.6%	--	--	--
Months Supply of Inventory	2.3	<b>3.8</b>	+ 65.2%	--	--	--

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

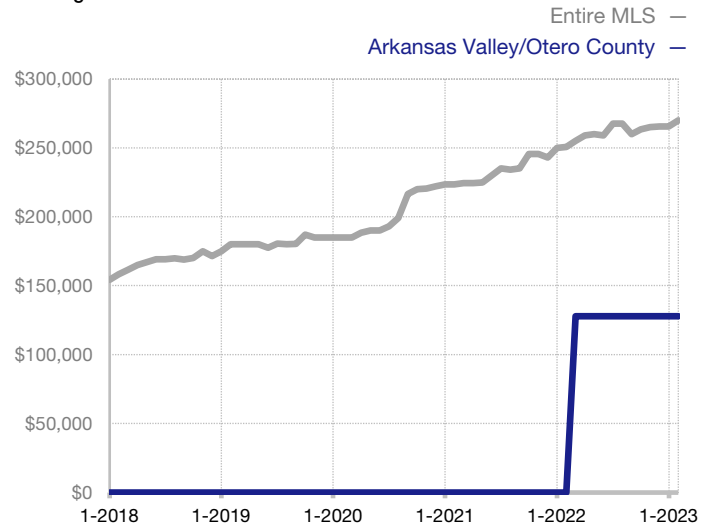
Townhouse/Condo	February			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	<b>0</b>	--	0	<b>0</b>	--
Sold Listings	0	<b>0</b>	--	0	<b>0</b>	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</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	<b>0</b>	--	0	<b>0</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



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## Fowler

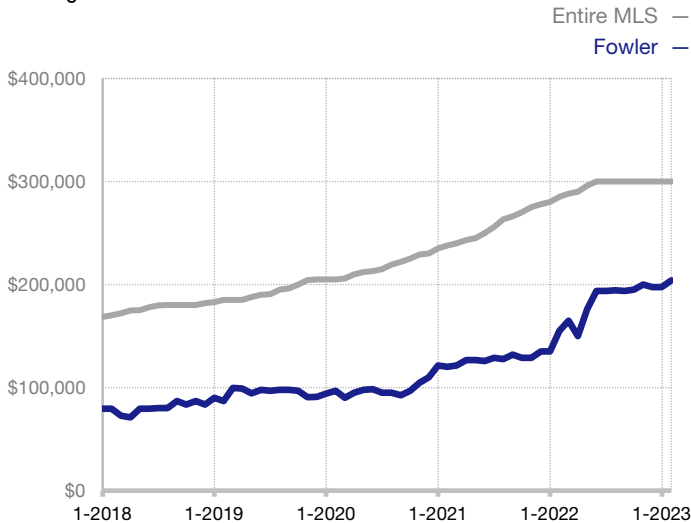
Single Family	February			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	1	--	2	4	+ 100.0%
Sold Listings	3	1	- 66.7%	6	2	- 66.7%
Median Sales Price*	\$190,000	<b>\$267,500</b>	+ 40.8%	\$186,000	<b>\$193,750</b>	+ 4.2%
Average Sales Price*	\$190,633	<b>\$267,500</b>	+ 40.3%	\$182,067	<b>\$193,750</b>	+ 6.4%
Percent of List Price Received*	98.5%	<b>97.3%</b>	- 1.2%	99.3%	<b>95.3%</b>	- 4.0%
Days on Market Until Sale	81	<b>34</b>	- 58.0%	79	<b>52</b>	- 34.2%
Inventory of Homes for Sale	2	<b>10</b>	+ 400.0%	--	--	--
Months Supply of Inventory	0.7	<b>3.8</b>	+ 442.9%	--	--	--

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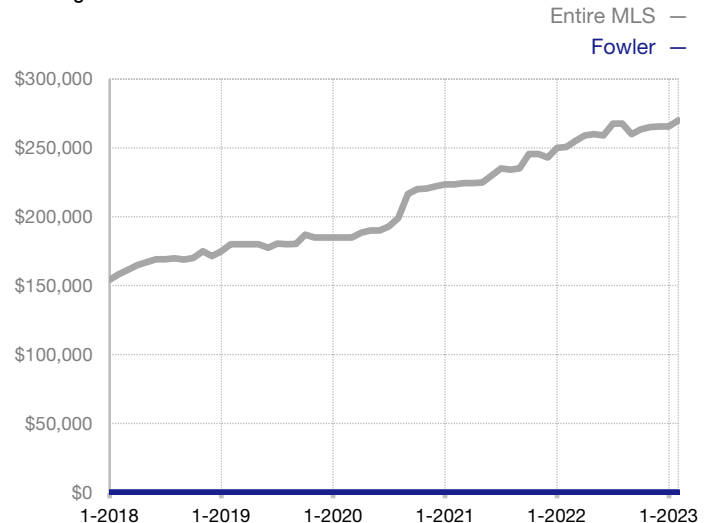
Townhouse/Condo	February			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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



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## Huerfano County

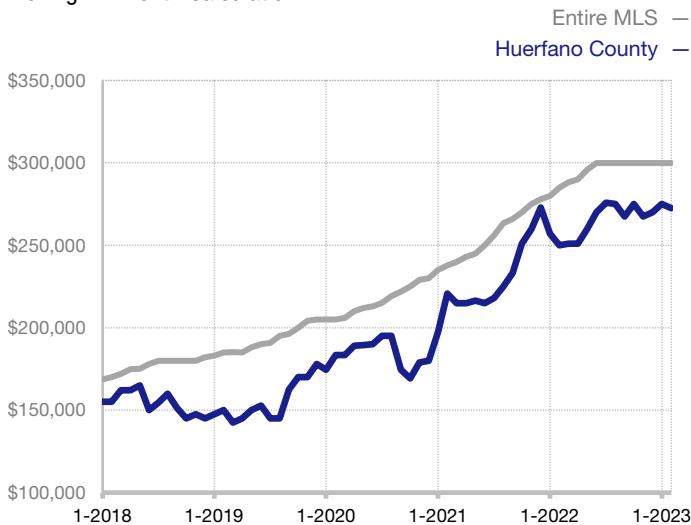
Single Family	February			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	7	11	+ 57.1%	14	20	+ 42.9%
Sold Listings	5	6	+ 20.0%	11	10	- 9.1%
Median Sales Price*	\$231,000	\$250,000	+ 8.2%	\$231,000	\$215,000	- 6.9%
Average Sales Price*	\$296,300	\$233,000	- 21.4%	\$281,545	\$240,490	- 14.6%
Percent of List Price Received*	96.3%	91.9%	- 4.6%	97.2%	93.3%	- 4.0%
Days on Market Until Sale	140	180	+ 28.6%	127	151	+ 18.9%
Inventory of Homes for Sale	30	54	+ 80.0%	--	--	--
Months Supply of Inventory	2.9	7.4	+ 155.2%	--	--	--

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

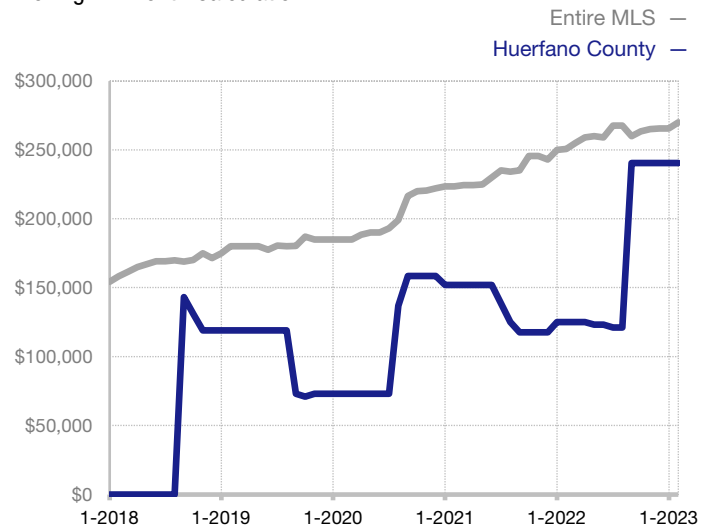
Townhouse/Condo	February			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$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	1	--	--	--	--
Months Supply of Inventory	0.0	1.0	--	--	--	--

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Rolling 12-Month Calculation



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## La Junta

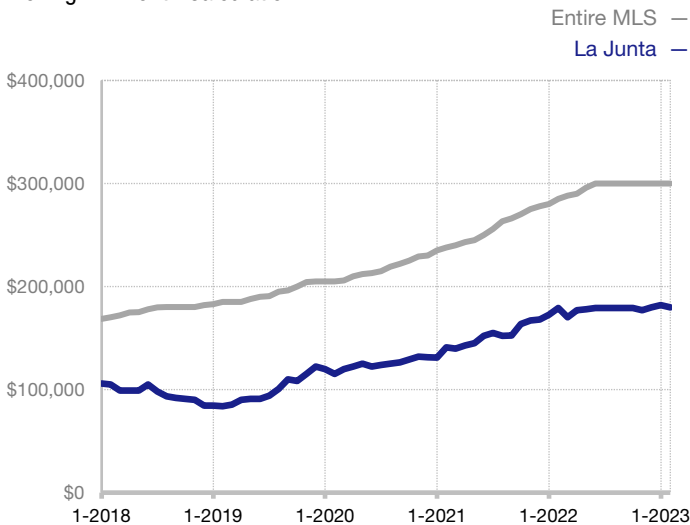
Single Family Key Metrics	February			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
New Listings	6	8	+ 33.3%	13	18	+ 38.5%
Sold Listings	9	3	- 66.7%	16	8	- 50.0%
Median Sales Price*	\$187,650	\$170,000	- 9.4%	\$186,825	\$225,500	+ 20.7%
Average Sales Price*	\$180,450	\$190,000	+ 5.3%	\$175,409	\$199,188	+ 13.6%
Percent of List Price Received*	92.0%	99.4%	+ 8.0%	91.7%	98.2%	+ 7.1%
Days on Market Until Sale	90	61	- 32.2%	106	66	- 37.7%
Inventory of Homes for Sale	11	20	+ 81.8%	--	--	--
Months Supply of Inventory	1.4	2.8	+ 100.0%	--	--	--

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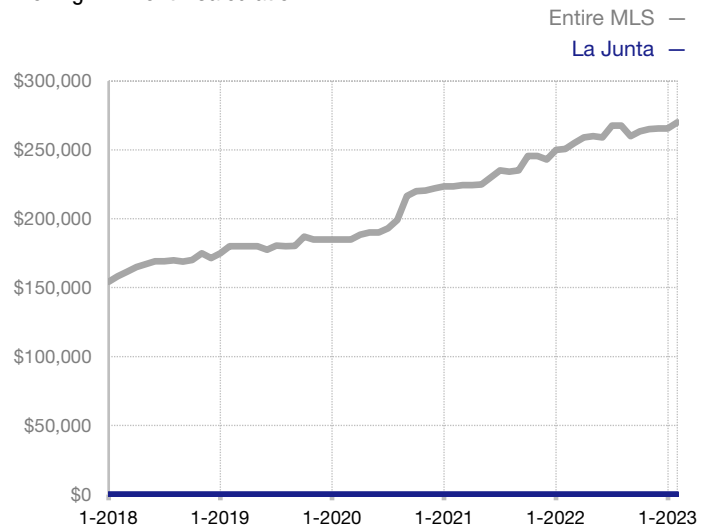
Townhouse/Condo Key Metrics	February			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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## Las Animas

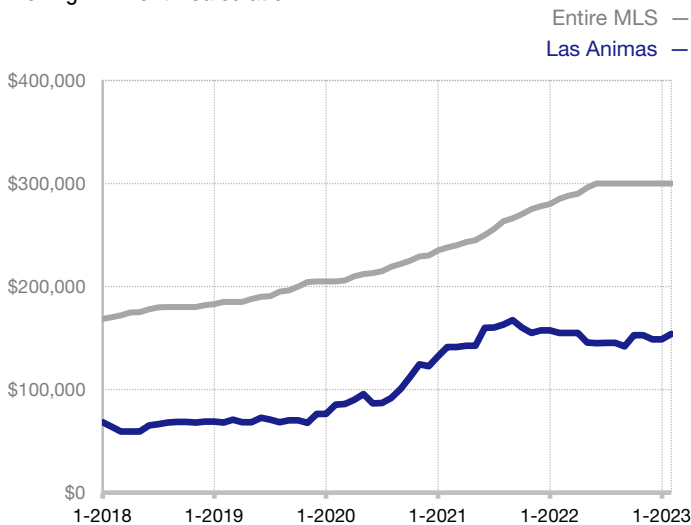
Single Family	February			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	4	2	- 50.0%	5	6	+ 20.0%
Sold Listings	2	2	0.0%	4	4	0.0%
Median Sales Price*	\$30,000	<b>\$127,500</b>	+ 325.0%	\$34,500	<b>\$135,000</b>	+ 291.3%
Average Sales Price*	\$30,000	<b>\$127,500</b>	+ 325.0%	\$70,750	<b>\$131,250</b>	+ 85.5%
Percent of List Price Received*	98.3%	<b>85.5%</b>	- 13.0%	86.1%	<b>91.1%</b>	+ 5.8%
Days on Market Until Sale	20	<b>155</b>	+ 675.0%	32	<b>141</b>	+ 340.6%
Inventory of Homes for Sale	6	<b>10</b>	+ 66.7%	--	--	--
Months Supply of Inventory	1.8	<b>3.2</b>	+ 77.8%	--	--	--

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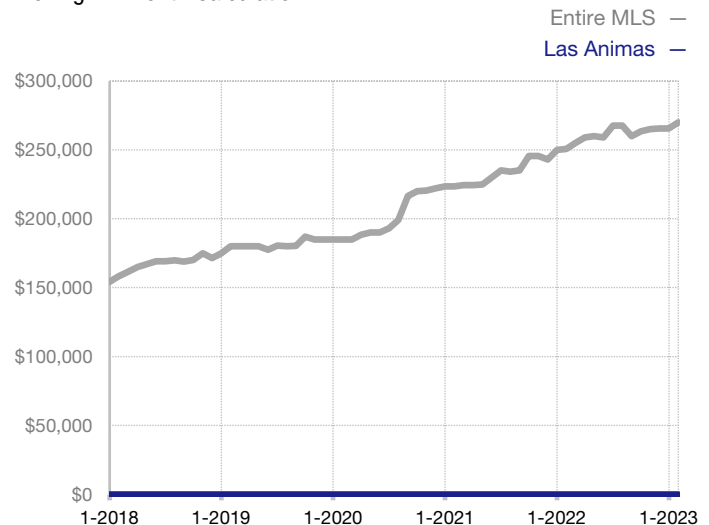
Townhouse/Condo	February			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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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Rolling 12-Month Calculation



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## Manzanola

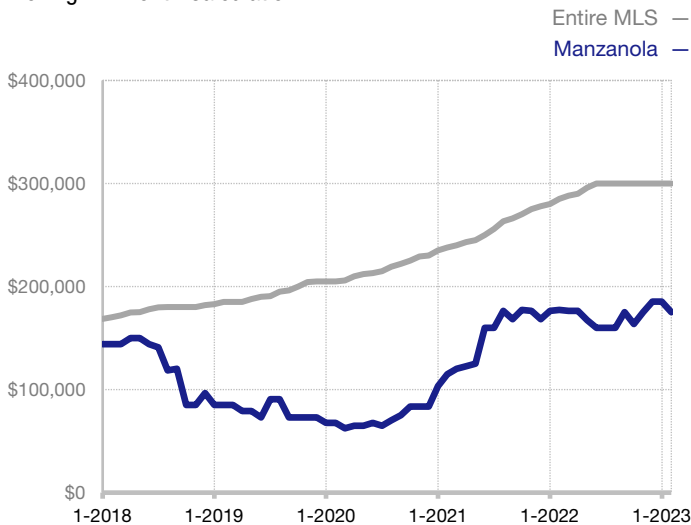
Single Family	February			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	3	0	- 100.0%	3	3	0.0%
Sold Listings	0	1	--	0	1	--
Median Sales Price*	\$0	\$52,500	--	\$0	\$52,500	--
Average Sales Price*	\$0	\$52,500	--	\$0	\$52,500	--
Percent of List Price Received*	0.0%	80.8%	--	0.0%	80.8%	--
Days on Market Until Sale	0	45	--	0	45	--
Inventory of Homes for Sale	5	1	- 80.0%	--	--	--
Months Supply of Inventory	3.9	0.7	- 82.1%	--	--	--

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

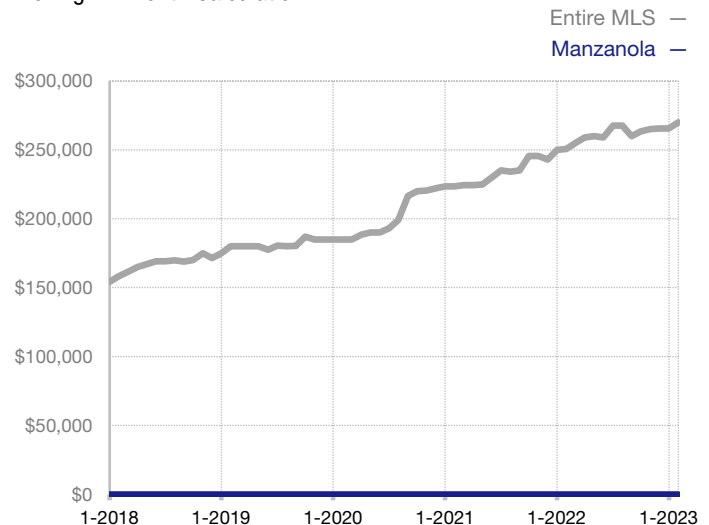
Townhouse/Condo	February			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$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	--	--	--	--

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Rolling 12-Month Calculation



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## Rocky Ford

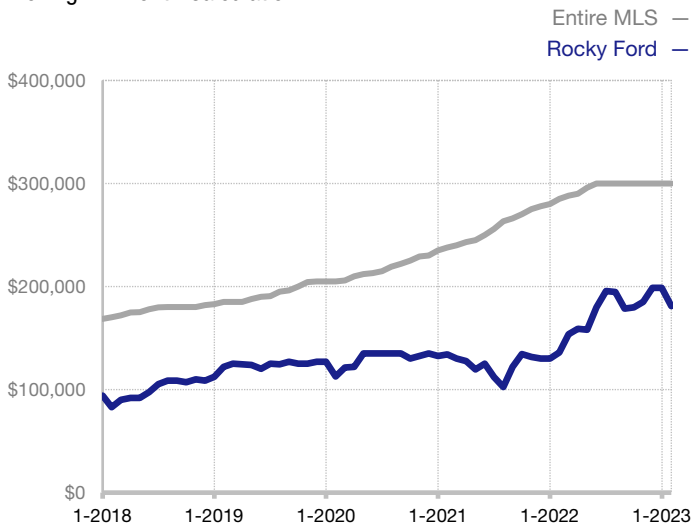
Single Family	February			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	3	6	+ 100.0%	5	13	+ 160.0%
Sold Listings	1	3	+ 200.0%	3	5	+ 66.7%
Median Sales Price*	\$607,000	\$150,000	- 75.3%	\$236,500	\$150,000	- 36.6%
Average Sales Price*	\$607,000	\$150,333	- 75.2%	\$321,500	\$144,600	- 55.0%
Percent of List Price Received*	99.7%	97.9%	- 1.8%	98.5%	95.2%	- 3.4%
Days on Market Until Sale	73	123	+ 68.5%	89	136	+ 52.8%
Inventory of Homes for Sale	6	17	+ 183.3%	--	--	--
Months Supply of Inventory	1.5	4.1	+ 173.3%	--	--	--

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

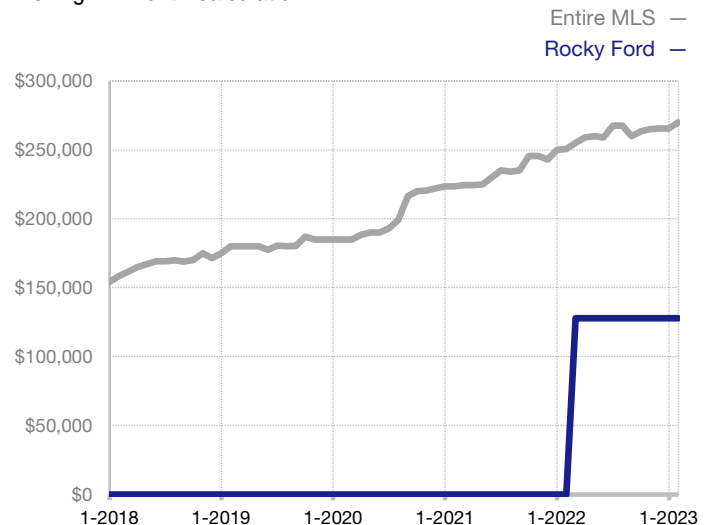
Townhouse/Condo	February			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 02-2022	Thru 02-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$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	--	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
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# Monthly Indicators



## February 2023

Percent changes calculated using year-over-year comparisons.

New Listings were down 17.5 percent for single family homes but increased 11.1 percent for townhouse-condo properties. Pending Sales decreased 26.7 percent for single family homes but remained flat for townhouse-condo properties.

The Median Sales Price was up 4.9 percent to \$320,000 for single family homes and 13.7 percent to \$270,000 for townhouse-condo properties. Days on Market increased 29.0 percent for single family homes and 45.7 percent for townhouse-condo properties.

With buyer demand down from peak levels, home price growth has continued to slow nationwide, although prices remain up from a year ago. Sellers have been increasingly cutting prices and offering sales incentives in an attempt to attract buyers, who have continued to struggle with affordability challenges this winter. The slight decline in mortgage rates earlier this year convinced some buyers to come off the sidelines, but with rates ticking up again in recent weeks, buyers are once again pulling back, causing sales activity to remain down heading into spring.

## Activity Snapshot

<b>- 36.1%</b>	<b>+ 6.2%</b>	<b>+ 72.4%</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>
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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>
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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	2-2022	2-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
<b>New Listings</b>		274	<b>226</b>	- 17.5%	570	<b>486</b>	- 14.7%
<b>Pending Sales</b>		270	<b>198</b>	- 26.7%	549	<b>379</b>	- 31.0%
<b>Sold Listings</b>		251	<b>163</b>	- 35.1%	484	<b>287</b>	- 40.7%
<b>Median Sales Price</b>		\$305,000	<b>\$320,000</b>	+ 4.9%	\$300,000	<b>\$305,000</b>	+ 1.7%
<b>Avg. Sales Price</b>		\$321,016	<b>\$326,177</b>	+ 1.6%	\$315,838	<b>\$314,586</b>	- 0.4%
<b>Pct. of List Price Received</b>		99.8%	<b>98.4%</b>	- 1.4%	99.5%	<b>97.9%</b>	- 1.6%
<b>Days on Market</b>		69	<b>89</b>	+ 29.0%	70	<b>90</b>	+ 28.6%
<b>Affordability Index</b>		119	<b>89</b>	- 25.2%	121	<b>94</b>	- 22.3%
<b>Active Listings</b>		315	<b>534</b>	+ 69.5%	--	<b>--</b>	--
<b>Months Supply</b>		1.2	<b>2.4</b>	+ 100.0%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

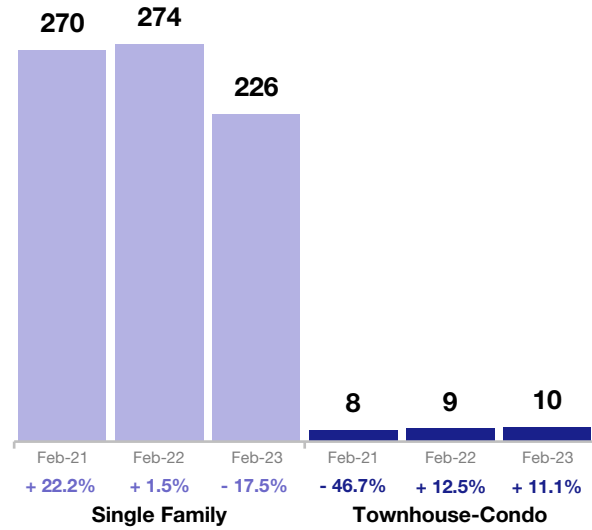


Key Metrics	Historical Sparkbars	2-2022	2-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
<b>New Listings</b>		9	10	+ 11.1%	17	23	+ 35.3%
<b>Pending Sales</b>		9	9	0.0%	18	15	- 16.7%
<b>Sold Listings</b>		12	5	- 58.3%	17	10	- 41.2%
<b>Median Sales Price</b>		\$237,500	\$270,000	+ 13.7%	\$225,000	\$236,950	+ 5.3%
<b>Avg. Sales Price</b>		\$248,575	\$288,380	+ 16.0%	\$238,612	\$251,940	+ 5.6%
<b>Pct. of List Price Received</b>		100.4%	97.5%	- 2.9%	100.2%	97.6%	- 2.6%
<b>Days on Market</b>		46	67	+ 45.7%	44	60	+ 36.4%
<b>Affordability Index</b>		152	106	- 30.3%	161	121	- 24.8%
<b>Active Listings</b>		7	21	+ 200.0%	--	--	--
<b>Months Supply</b>		0.7	2.5	+ 257.1%	--	--	--

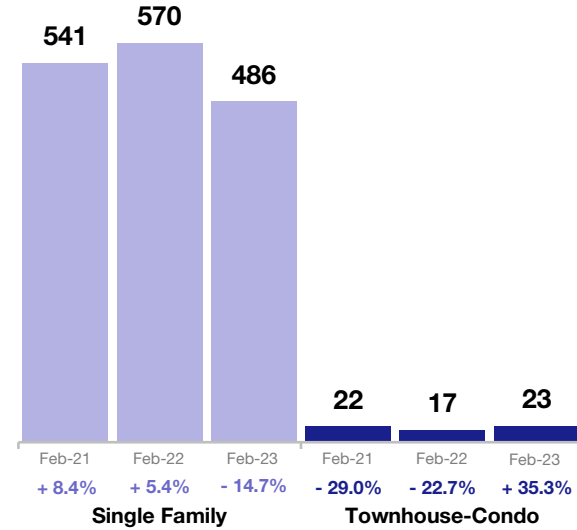
# New Listings



## February

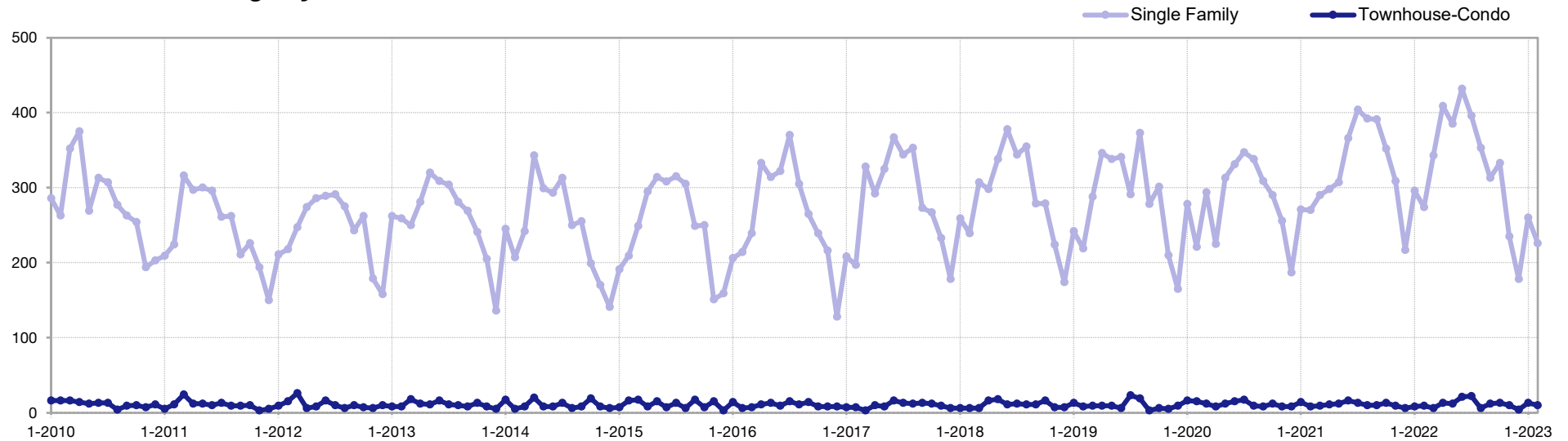


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	313	-19.9%	12	+20.0%
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	260	-12.2%	13	+62.5%
<b>Feb-2023</b>	<b>226</b>	<b>-17.5%</b>	<b>10</b>	<b>+11.1%</b>

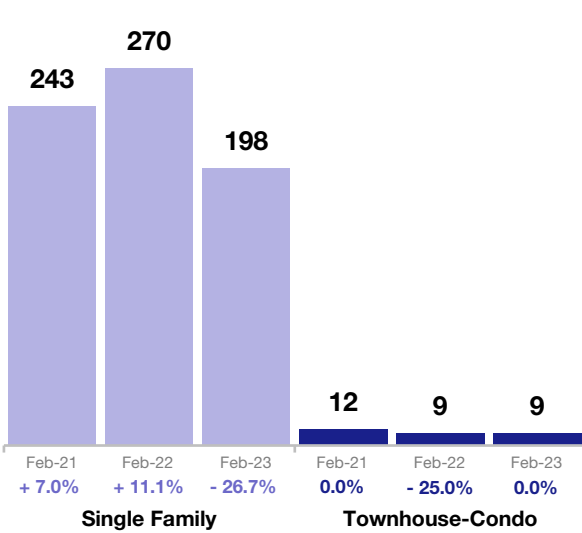
## Historical New Listings by Month



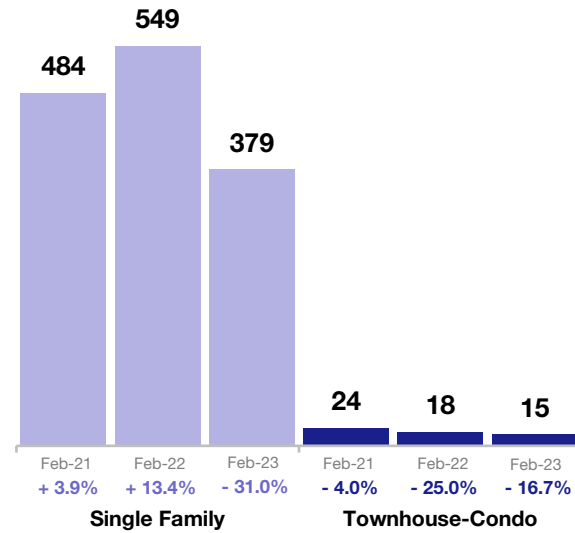
# Pending Sales



## February

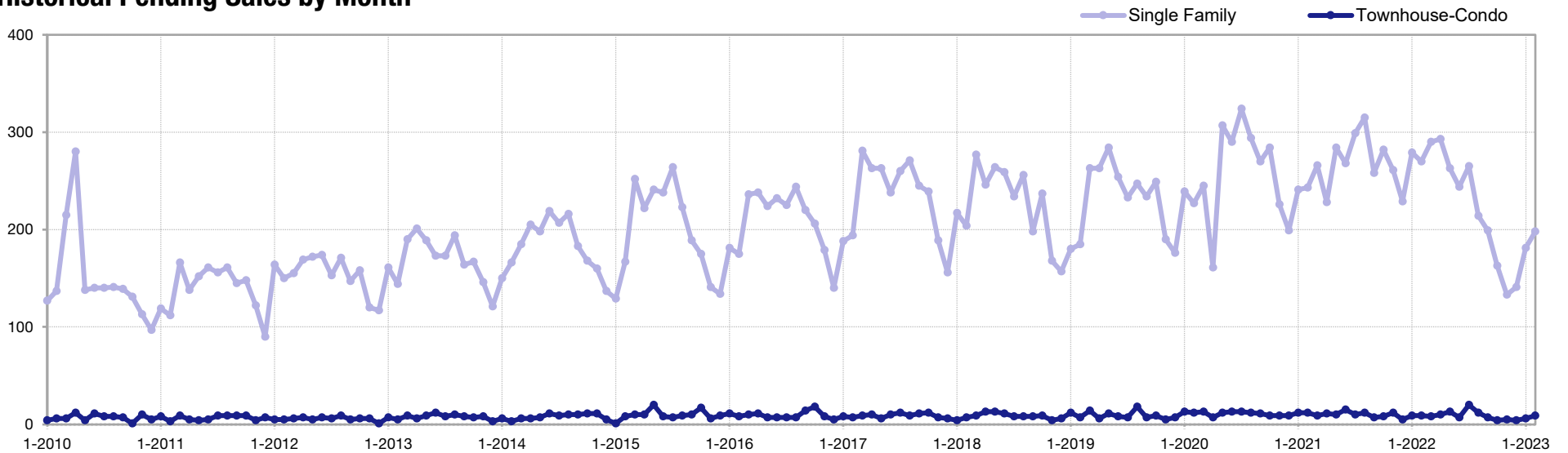


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2022	290	+9.0%	8	-11.1%
Apr-2022	293	+28.5%	10	-9.1%
May-2022	263	-7.4%	13	+30.0%
Jun-2022	244	-9.0%	7	-53.3%
Jul-2022	265	-11.4%	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	141	-38.4%	4	-20.0%
Jan-2023	181	-35.1%	6	-33.3%
<b>Feb-2023</b>	<b>198</b>	<b>-26.7%</b>	<b>9</b>	<b>0.0%</b>

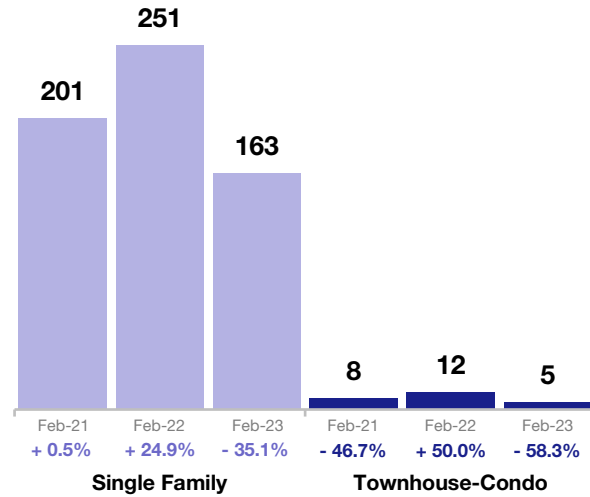
## Historical Pending Sales by Month



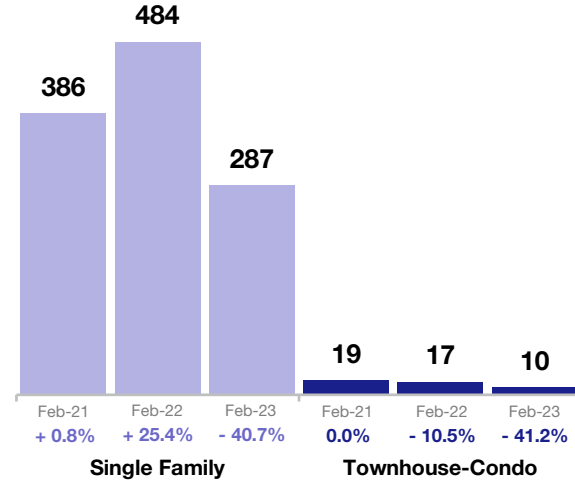
# Sold Listings



## February

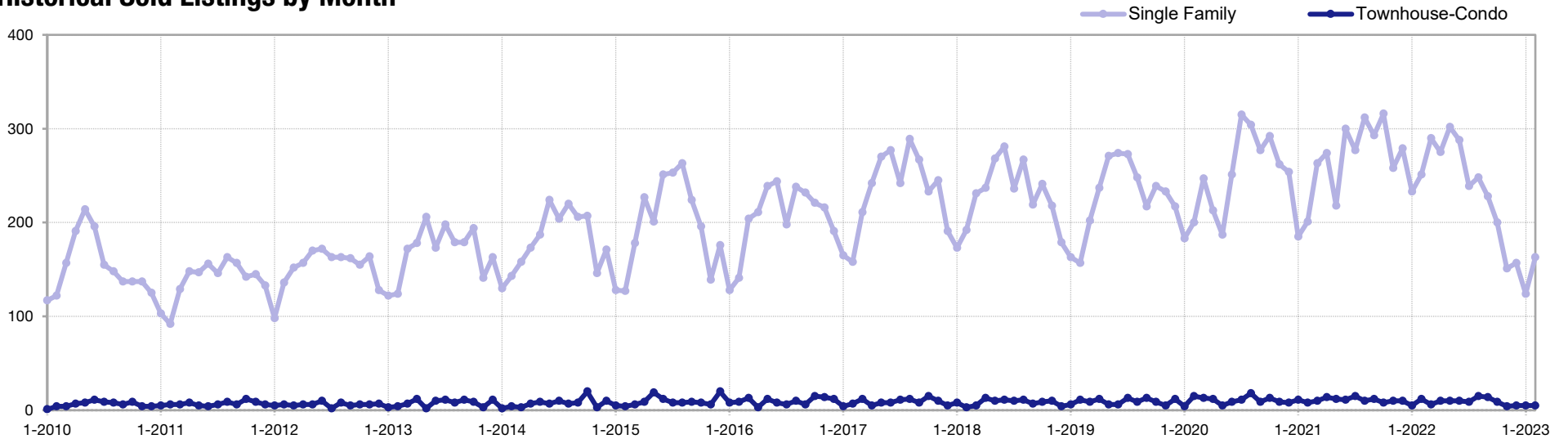


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	288	-4.0%	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	151	-41.5%	4	-60.0%
Dec-2022	157	-43.7%	5	-50.0%
Jan-2023	124	-46.8%	5	0.0%
<b>Feb-2023</b>	<b>163</b>	<b>-35.1%</b>	<b>5</b>	<b>-58.3%</b>

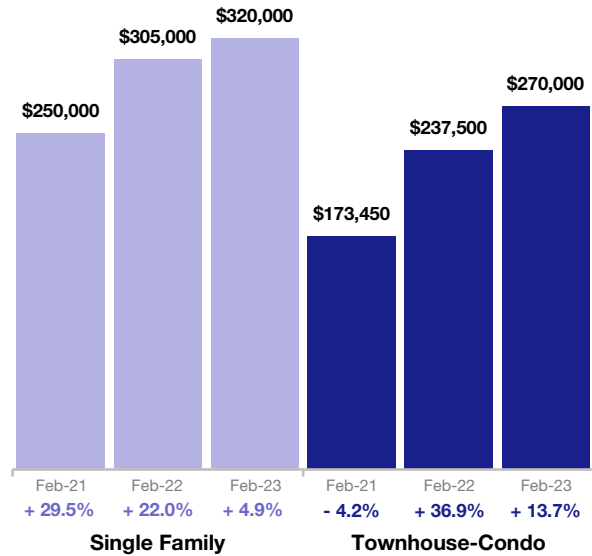
## Historical Sold Listings by Month



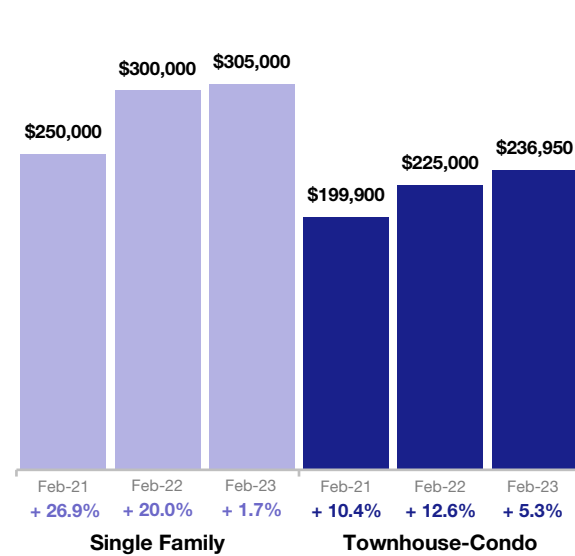
# Median Sales Price



## February

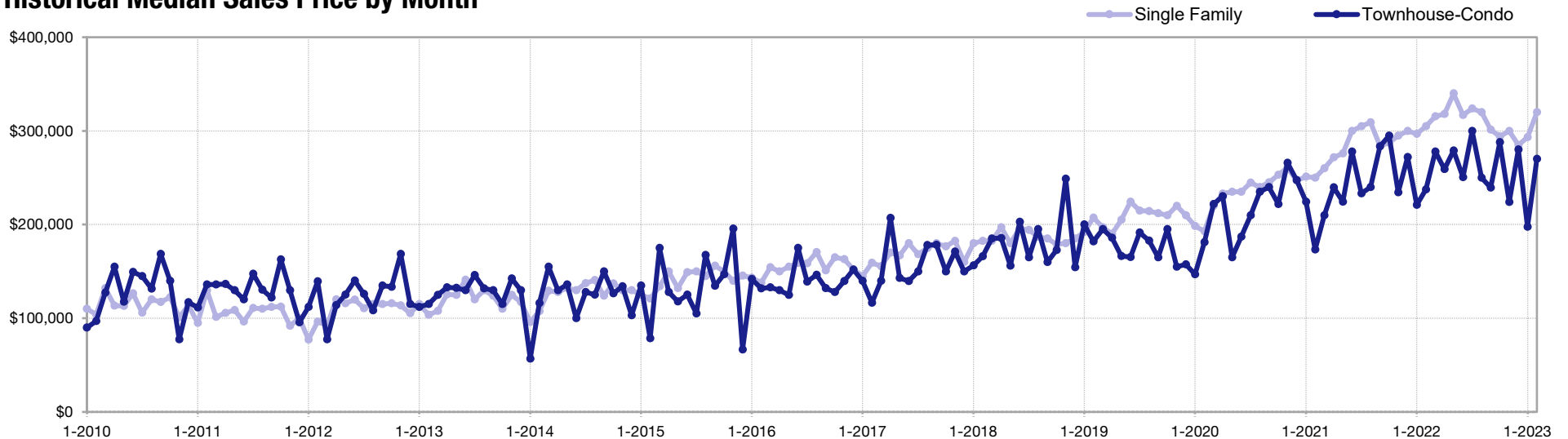


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$317,000	+5.7%	\$250,550	-9.9%
Jul-2022	\$323,785	+6.2%	\$300,000	+28.6%
Aug-2022	\$320,000	+3.6%	\$250,000	+4.2%
Sep-2022	\$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%
<b>Feb-2023</b>	<b>\$320,000</b>	<b>+4.9%</b>	<b>\$270,000</b>	<b>+13.7%</b>

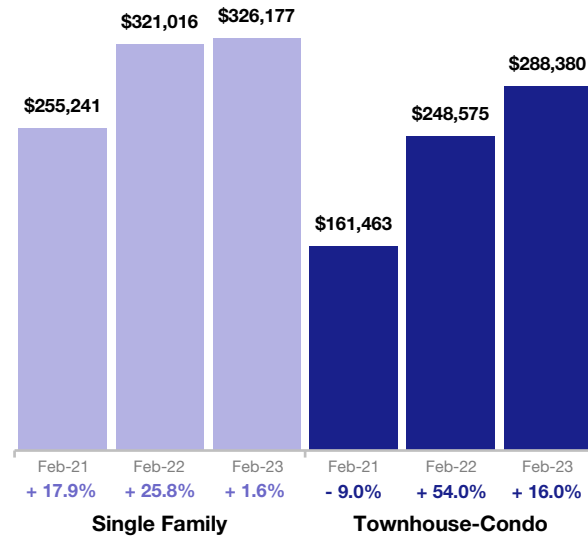
## Historical Median Sales Price by Month



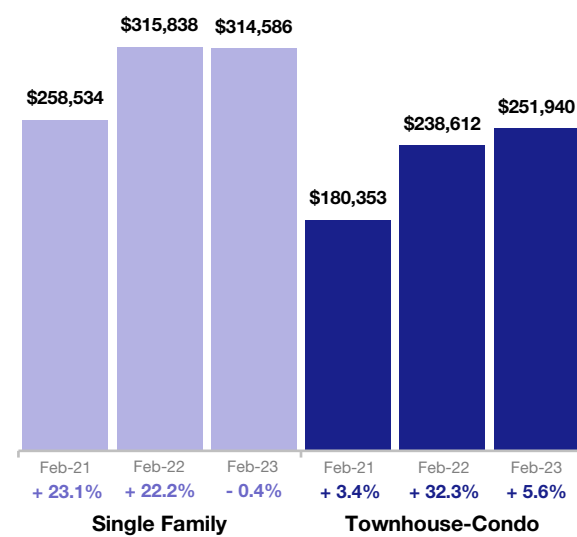
# Average Sales Price



## February

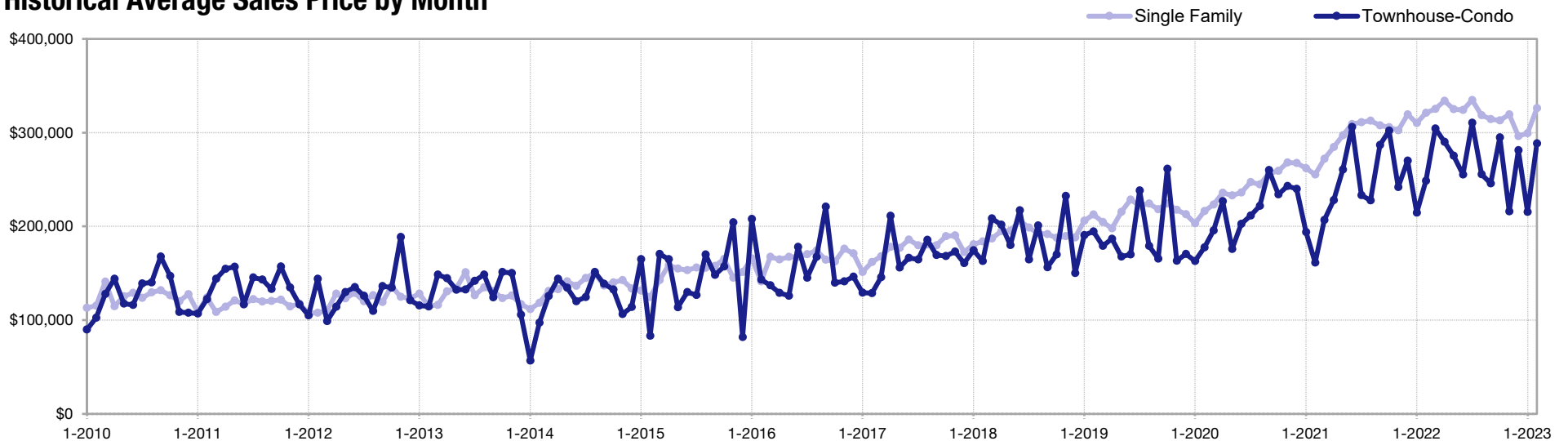


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$324,201	+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	\$319,441	+5.6%	\$216,125	-10.6%
Dec-2022	\$296,410	-7.2%	\$281,180	+4.1%
Jan-2023	\$299,348	-3.5%	\$215,500	+0.4%
<b>Feb-2023</b>	<b>\$326,177</b>	<b>+1.6%</b>	<b>\$288,380</b>	<b>+16.0%</b>

## Historical Average Sales Price by Month

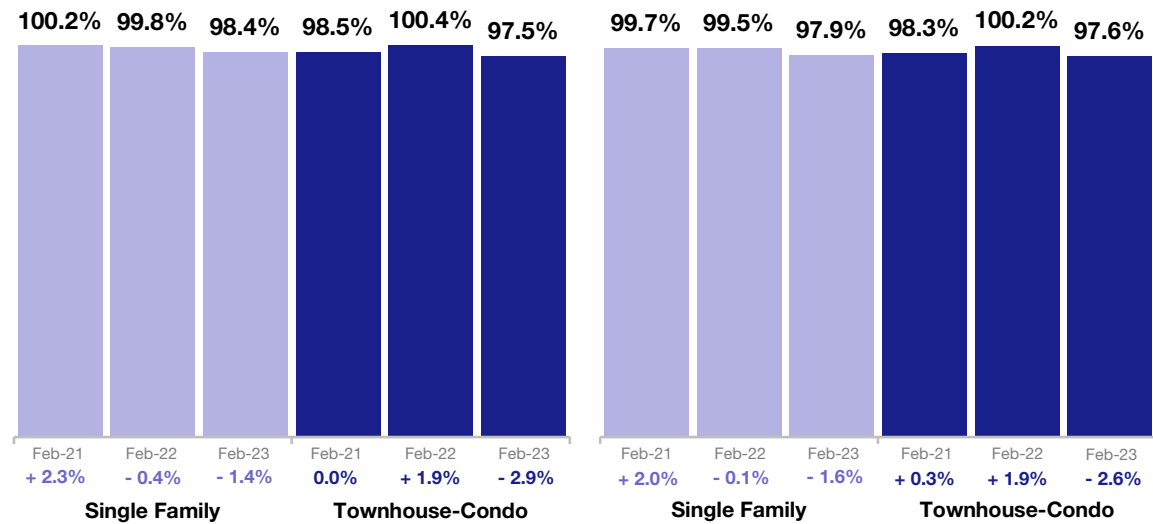




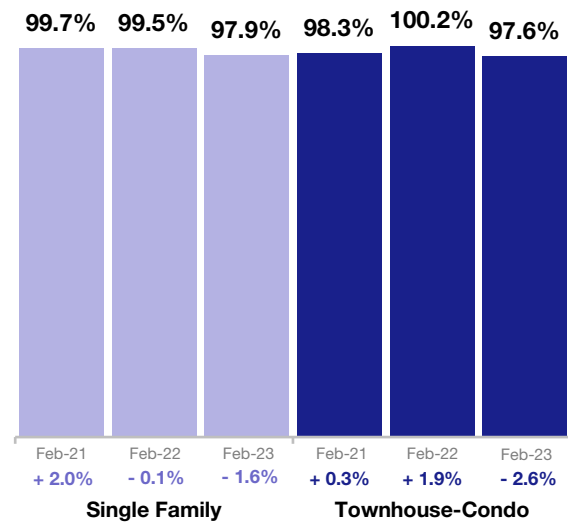
# Percent of List Price Received



## February

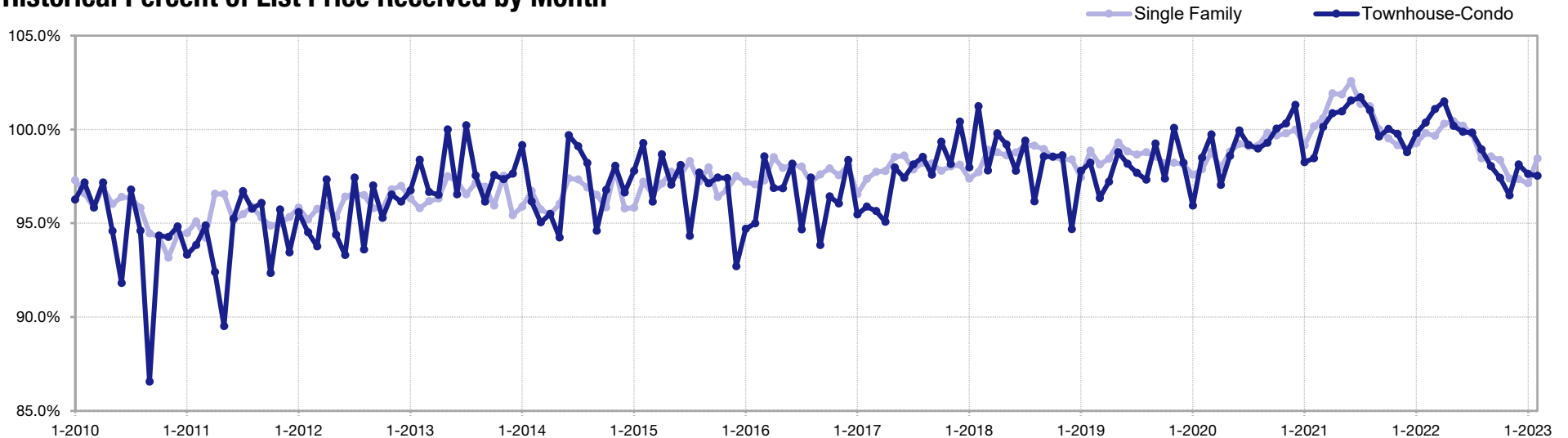


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	97.4%	-1.5%	98.1%	-0.7%
Jan-2023	97.1%	-2.2%	97.6%	-2.2%
<b>Feb-2023</b>	<b>98.4%</b>	<b>-1.4%</b>	<b>97.5%</b>	<b>-2.9%</b>

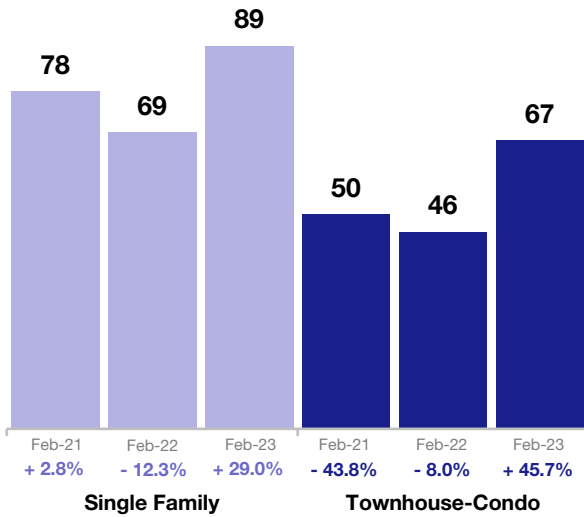
## Historical Percent of List Price Received by Month



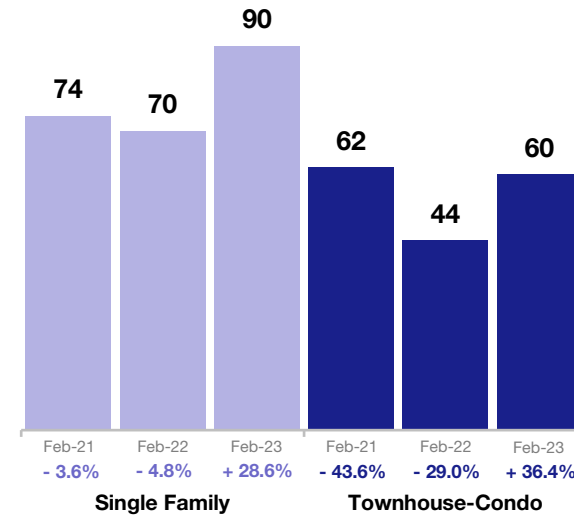
# Days on Market Until Sale



## February

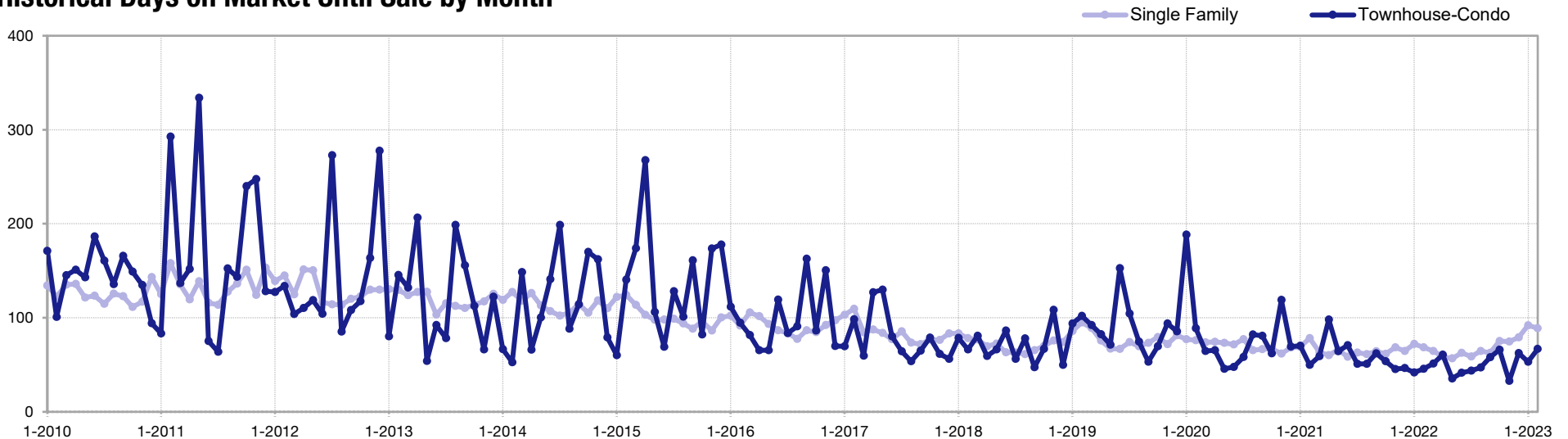


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	92	+27.8%	53	+26.2%
<b>Feb-2023</b>	<b>89</b>	<b>+29.0%</b>	<b>67</b>	<b>+45.7%</b>

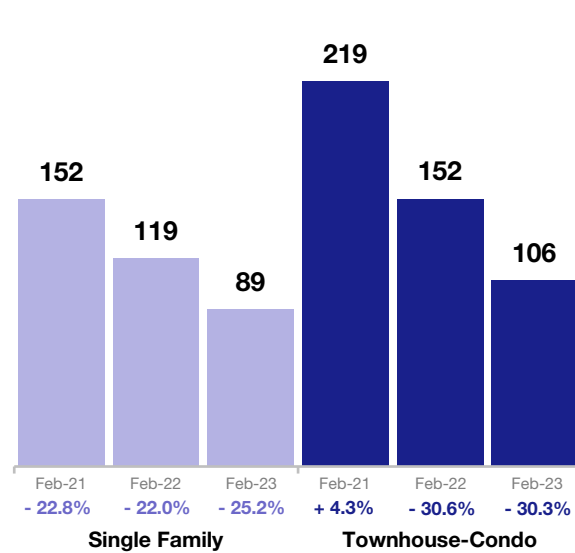
## Historical Days on Market Until Sale by Month



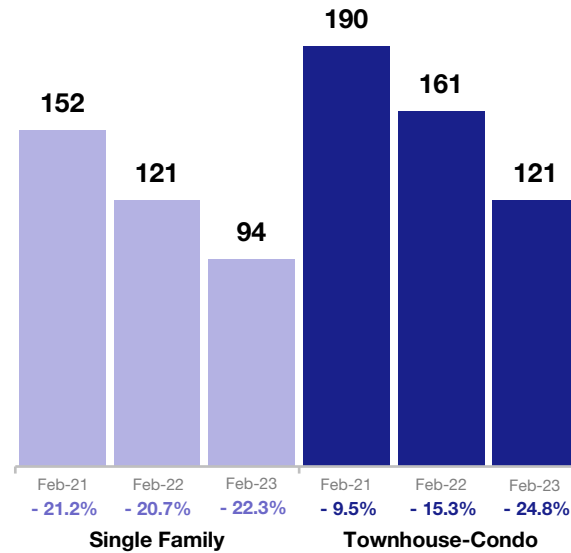
# Housing Affordability Index



## February

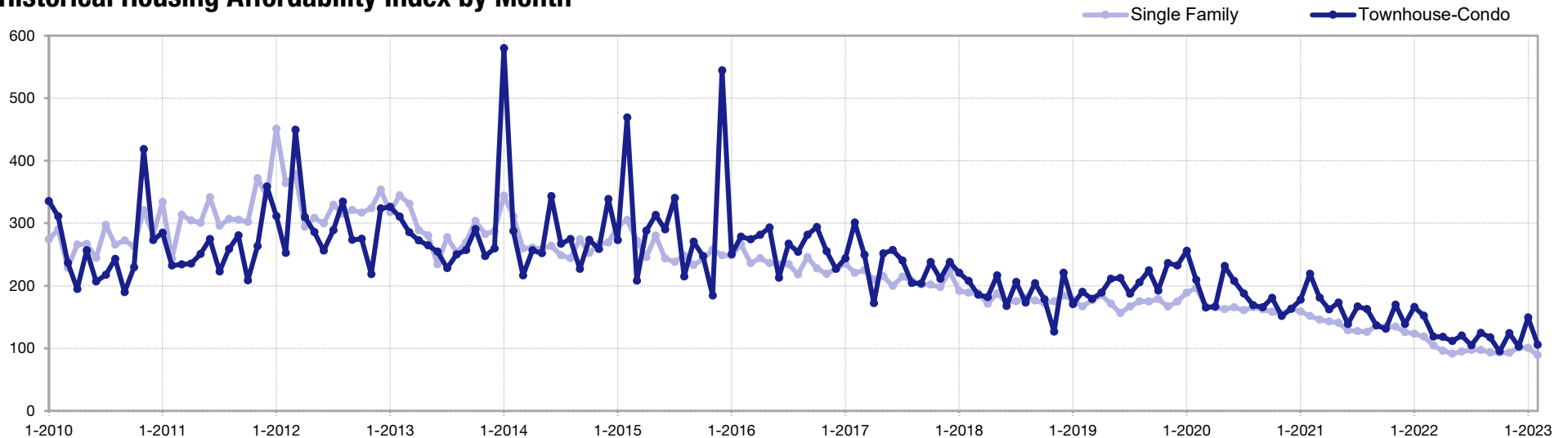


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	95	-26.4%	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%
<b>Feb-2023</b>	<b>89</b>	<b>-25.2%</b>	<b>106</b>	<b>-30.3%</b>

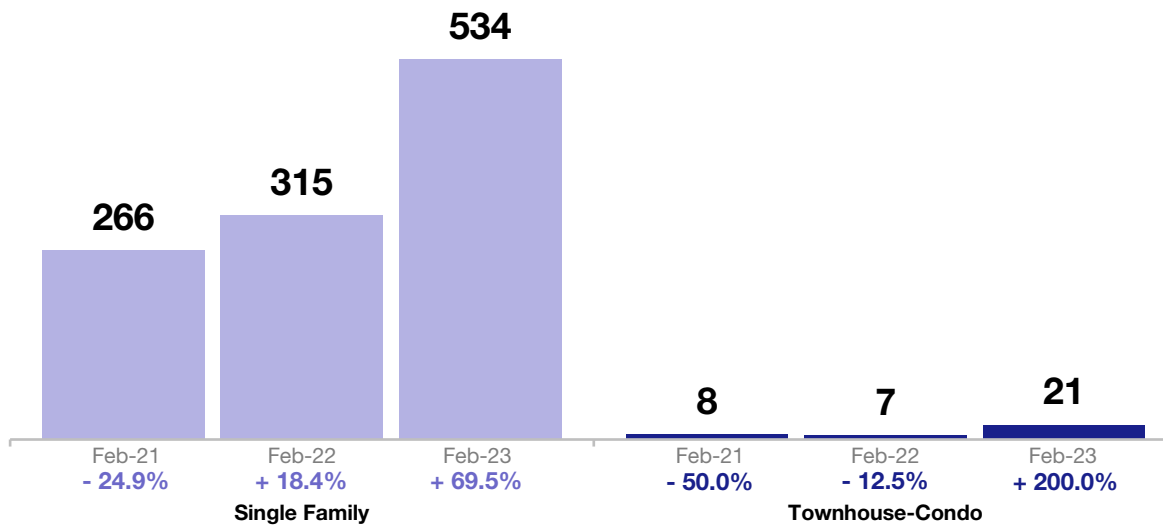
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

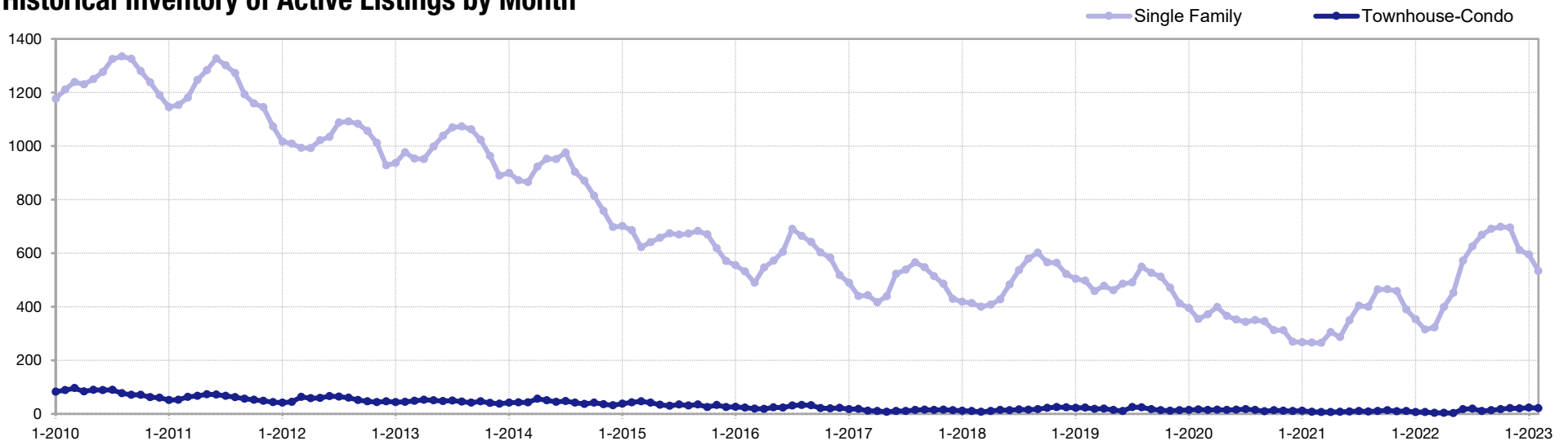


## February



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2022	323	+21.9%	4	-42.9%
Apr-2022	399	+30.8%	4	-42.9%
May-2022	452	+57.5%	3	-62.5%
Jun-2022	572	+63.9%	17	+88.9%
Jul-2022	625	+54.7%	19	+72.7%
Aug-2022	668	+67.0%	11	+22.2%
Sep-2022	691	+48.9%	13	+18.2%
Oct-2022	698	+50.1%	17	+30.8%
Nov-2022	696	+52.0%	21	+110.0%
Dec-2022	612	+56.9%	20	+81.8%
Jan-2023	595	+68.6%	23	+228.6%
<b>Feb-2023</b>	<b>534</b>	<b>+69.5%</b>	<b>21</b>	<b>+200.0%</b>

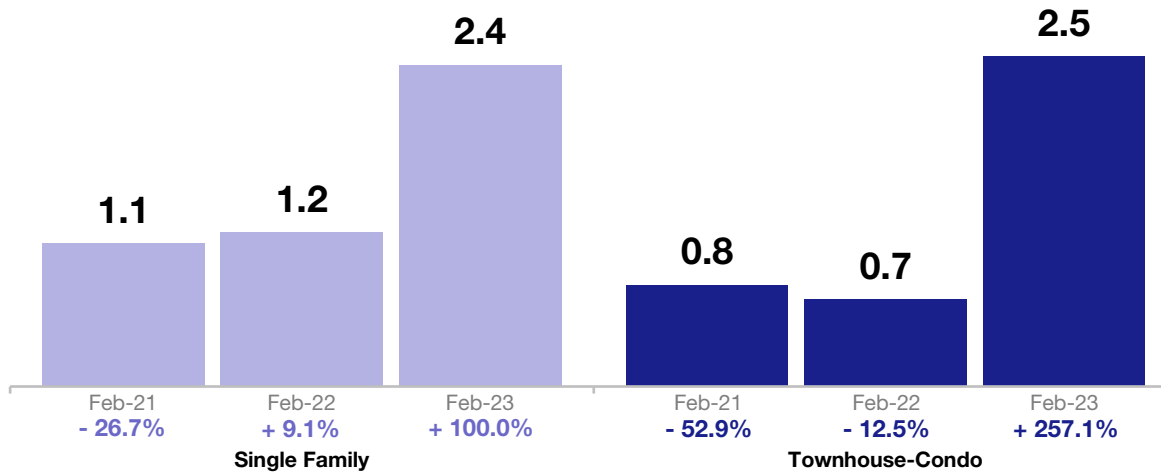
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

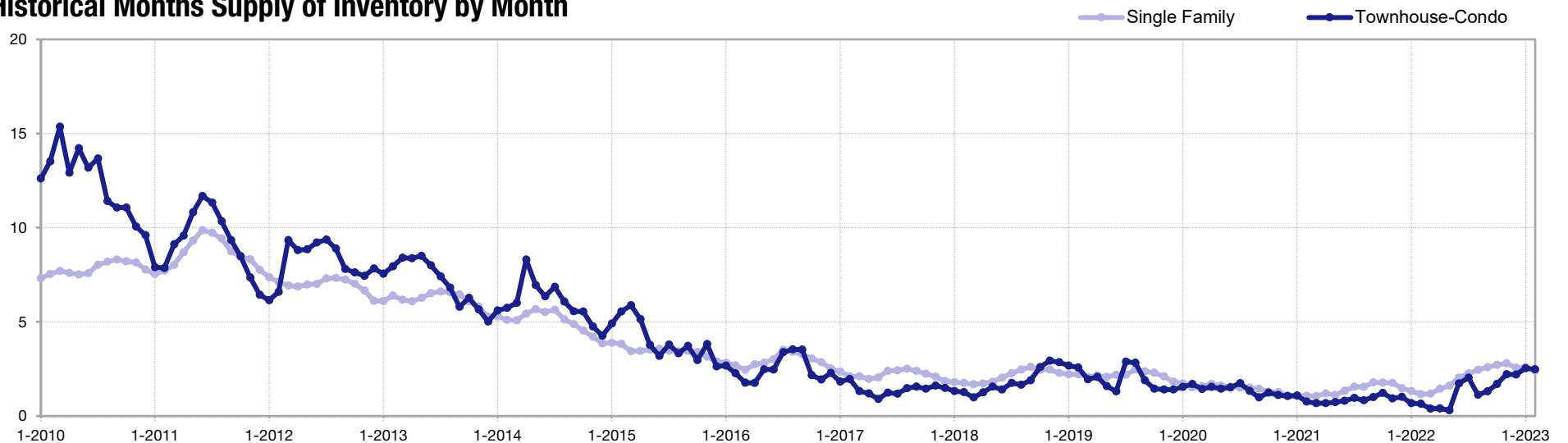


## February



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2022	1.2	+9.1%	0.4	-42.9%
Apr-2022	1.5	+25.0%	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%	1.3	+30.0%
Oct-2022	2.7	+50.0%	1.7	+41.7%
Nov-2022	2.8	+64.7%	2.2	+144.4%
Dec-2022	2.6	+73.3%	2.2	+120.0%
Jan-2023	2.6	+100.0%	2.5	+257.1%
<b>Feb-2023</b>	<b>2.4</b>	<b>+100.0%</b>	<b>2.5</b>	<b>+257.1%</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.



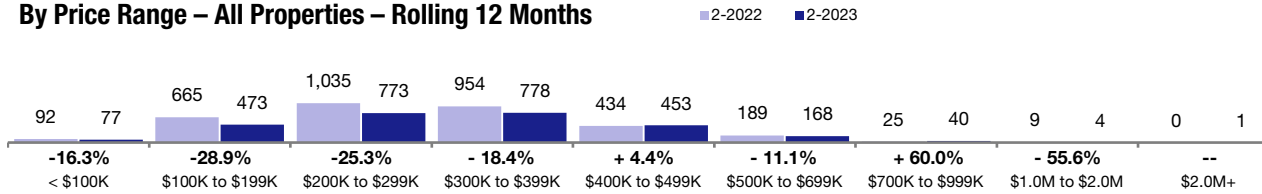
Key Metrics	Historical Sparkbars	2-2022	2-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
<b>New Listings</b>		283	<b>236</b>	- 16.6%	587	<b>509</b>	- 13.3%
<b>Pending Sales</b>		279	<b>207</b>	- 25.8%	567	<b>394</b>	- 30.5%
<b>Sold Listings</b>		263	<b>168</b>	- 36.1%	501	<b>297</b>	- 40.7%
<b>Median Sales Price</b>		\$300,000	<b>\$318,500</b>	+ 6.2%	\$299,000	<b>\$305,000</b>	+ 2.0%
<b>Avg. Sales Price</b>		\$317,711	<b>\$325,052</b>	+ 2.3%	\$313,218	<b>\$312,476</b>	- 0.2%
<b>Pct. of List Price Received</b>		99.8%	<b>98.4%</b>	- 1.4%	99.6%	<b>97.9%</b>	- 1.7%
<b>Days on Market</b>		68	<b>88</b>	+ 29.4%	69	<b>89</b>	+ 29.0%
<b>Affordability Index</b>		121	<b>90</b>	- 25.6%	121	<b>94</b>	- 22.3%
<b>Active Listings</b>		322	<b>555</b>	+ 72.4%	--	<b>--</b>	--
<b>Months Supply</b>		1.1	<b>2.4</b>	+ 118.2%	--	<b>--</b>	--

# Sold Listings

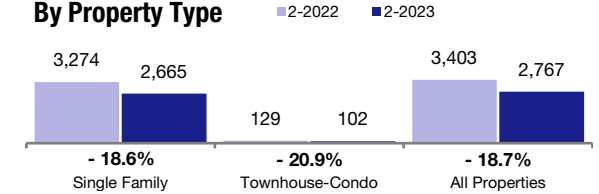
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	2-2022	2-2023	Change	2-2022	2-2023	Change
\$99,999 and Below	91	77	-15.4%	1	0	-100.0%
\$100,000 to \$199,999	631	451	-28.5%	34	22	-35.3%
\$200,000 to \$299,999	967	722	-25.3%	68	51	-25.0%
\$300,000 to \$399,999	932	756	-18.9%	22	22	0.0%
\$400,000 to \$499,999	432	449	+3.9%	2	4	+100.0%
\$500,000 to \$699,999	189	165	-12.7%	0	3	--
\$700,000 to \$999,999	23	40	+73.9%	2	0	-100.0%
\$1,000,000 to \$1,999,999	9	4	-55.6%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
<b>All Price Ranges</b>	<b>3,274</b>	<b>2,665</b>	<b>-18.6%</b>	<b>129</b>	<b>102</b>	<b>-20.9%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	1-2023	2-2023	Change	1-2023	2-2023	Change
\$99,999 and Below	5	2	-60.0%	0	0	--
\$100,000 to \$199,999	26	25	-3.8%	3	1	-66.7%
\$200,000 to \$299,999	36	46	+27.8%	1	2	+100.0%
\$300,000 to \$399,999	32	52	+62.5%	1	2	+100.0%
\$400,000 to \$499,999	16	23	+43.8%	0	0	--
\$500,000 to \$699,999	8	13	+62.5%	0	0	--
\$700,000 to \$999,999	1	2	+100.0%	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>124</b>	<b>163</b>	<b>+31.5%</b>	<b>5</b>	<b>5</b>	<b>0.0%</b>

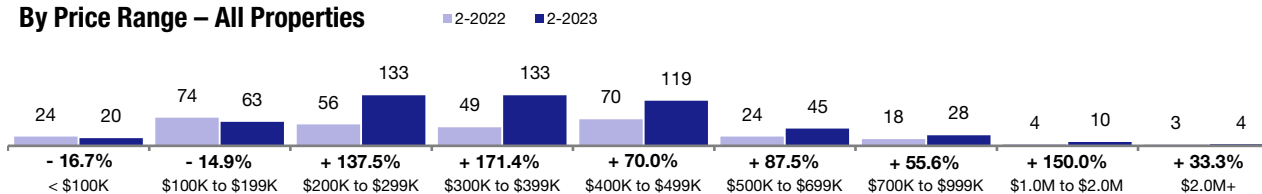
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	2-2022	2-2023	Change	2-2022	2-2023	Change
\$99,999 and Below	17	7	-58.8%	1	0	-100.0%
\$100,000 to \$199,999	80	51	-36.3%	5	4	-20.0%
\$200,000 to \$299,999	141	82	-41.8%	9	3	-66.7%
\$300,000 to \$399,999	123	84	-31.7%	1	3	+200.0%
\$400,000 to \$499,999	84	39	-53.6%	1	0	-100.0%
\$500,000 to \$699,999	30	21	-30.0%	0	0	--
\$700,000 to \$999,999	6	3	-50.0%	0	0	--
\$1,000,000 to \$1,999,999	3	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>484</b>	<b>287</b>	<b>-40.7%</b>	<b>17</b>	<b>10</b>	<b>-41.2%</b>

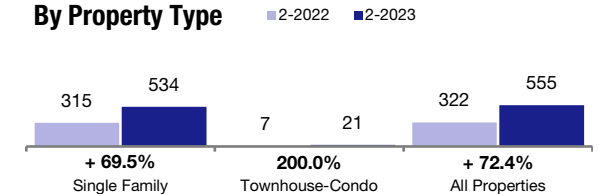
# Inventory of Active Listings

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		
	2-2022	2-2023	Change	2-2022	2-2023	Change
\$99,999 and Below	24	20	-16.7%	0	0	--
\$100,000 to \$199,999	74	63	-14.9%	0	0	--
\$200,000 to \$299,999	53	127	+139.6%	3	6	+100.0%
\$300,000 to \$399,999	49	123	+151.0%	0	10	--
\$400,000 to \$499,999	67	115	+71.6%	3	4	+33.3%
\$500,000 to \$699,999	24	44	+83.3%	0	1	--
\$700,000 to \$999,999	17	28	+64.7%	1	0	-100.0%
\$1,000,000 to \$1,999,999	4	10	+150.0%	0	0	--
\$2,000,000 and Above	3	4	+33.3%	0	0	--
<b>All Price Ranges</b>	<b>315</b>	<b>534</b>	<b>+69.5%</b>	<b>7</b>	<b>21</b>	<b>+200.0%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	1-2023	2-2023	Change	1-2023	2-2023	Change
\$99,999 and Below	20	20	0.0%	0	0	--
\$100,000 to \$199,999	67	63	-6.0%	2	0	-100.0%
\$200,000 to \$299,999	153	127	-17.0%	8	6	-25.0%
\$300,000 to \$399,999	139	123	-11.5%	10	10	0.0%
\$400,000 to \$499,999	127	115	-9.4%	2	4	+100.0%
\$500,000 to \$699,999	46	44	-4.3%	1	1	0.0%
\$700,000 to \$999,999	26	28	+7.7%	0	0	--
\$1,000,000 to \$1,999,999	12	10	-16.7%	0	0	--
\$2,000,000 and Above	5	4	-20.0%	0	0	--
<b>All Price Ranges</b>	<b>595</b>	<b>534</b>	<b>-10.3%</b>	<b>23</b>	<b>21</b>	<b>-8.7%</b>

### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	2-2022	2-2023	Change	2-2022	2-2023	Change
\$99,999 and Below	17	7	-58.8%	1	0	-100.0%
\$100,000 to \$199,999	80	51	-36.3%	5	4	-20.0%
\$200,000 to \$299,999	141	82	-41.8%	9	3	-66.7%
\$300,000 to \$399,999	123	84	-31.7%	1	3	+200.0%
\$400,000 to \$499,999	84	39	-53.6%	1	0	-100.0%
\$500,000 to \$699,999	30	21	-30.0%	0	0	--
\$700,000 to \$999,999	6	3	-50.0%	0	0	--
\$1,000,000 to \$1,999,999	3	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>484</b>	<b>287</b>	<b>-40.7%</b>	<b>17</b>	<b>10</b>	<b>-41.2%</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.