

Local Market Update for November 2022

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

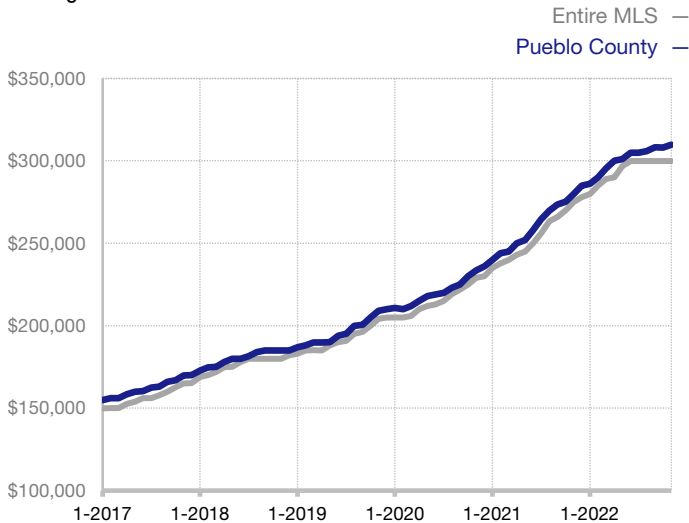
Single Family	November			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 11-2021	Thru 11-2022	Percent Change from Previous Year
Key Metrics						
New Listings	306	229	- 25.2%	3,585	3,673	+ 2.5%
Sold Listings	252	132	- 47.6%	2,856	2,626	- 8.1%
Median Sales Price*	\$292,500	\$299,500	+ 2.4%	\$280,750	\$310,000	+ 10.4%
Average Sales Price*	\$300,391	\$319,152	+ 6.2%	\$294,625	\$322,187	+ 9.4%
Percent of List Price Received*	99.2%	97.6%	- 1.6%	100.7%	99.5%	- 1.2%
Days on Market Until Sale	68	75	+ 10.3%	64	64	0.0%
Inventory of Homes for Sale	437	611	+ 39.8%	--	--	--
Months Supply of Inventory	1.7	2.5	+ 47.1%	--	--	--

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

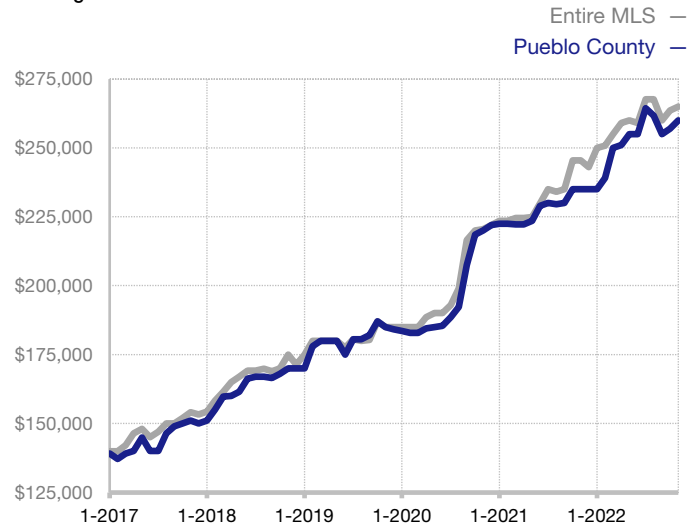
Townhouse/Condo	November			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 11-2021	Thru 11-2022	Percent Change from Previous Year
Key Metrics						
New Listings	9	9	0.0%	122	124	+ 1.6%
Sold Listings	10	4	- 60.0%	117	100	- 14.5%
Median Sales Price*	\$234,450	\$224,000	- 4.5%	\$235,000	\$260,000	+ 10.6%
Average Sales Price*	\$241,880	\$216,125	- 10.6%	\$237,620	\$267,778	+ 12.7%
Percent of List Price Received*	99.8%	96.5%	- 3.3%	100.4%	99.4%	- 1.0%
Days on Market Until Sale	46	33	- 28.3%	63	49	- 22.2%
Inventory of Homes for Sale	10	15	+ 50.0%	--	--	--
Months Supply of Inventory	1.0	1.6	+ 60.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



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Arkansas Valley/Otero County

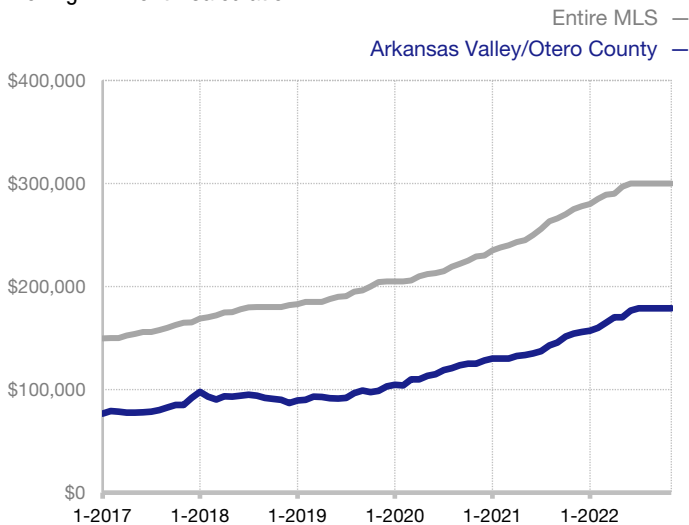
Single Family	November			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 11-2021	Thru 11-2022	Percent Change from Previous Year
Key Metrics						
New Listings	34	38	+ 11.8%	449	545	+ 21.4%
Sold Listings	42	24	- 42.9%	358	371	+ 3.6%
Median Sales Price*	\$145,700	\$146,000	+ 0.2%	\$155,000	\$180,000	+ 16.1%
Average Sales Price*	\$160,805	\$175,419	+ 9.1%	\$168,743	\$201,562	+ 19.4%
Percent of List Price Received*	91.6%	96.7%	+ 5.6%	96.5%	96.2%	- 0.3%
Days on Market Until Sale	82	91	+ 11.0%	86	87	+ 1.2%
Inventory of Homes for Sale	90	143	+ 58.9%	--	--	--
Months Supply of Inventory	2.8	4.2	+ 50.0%	--	--	--

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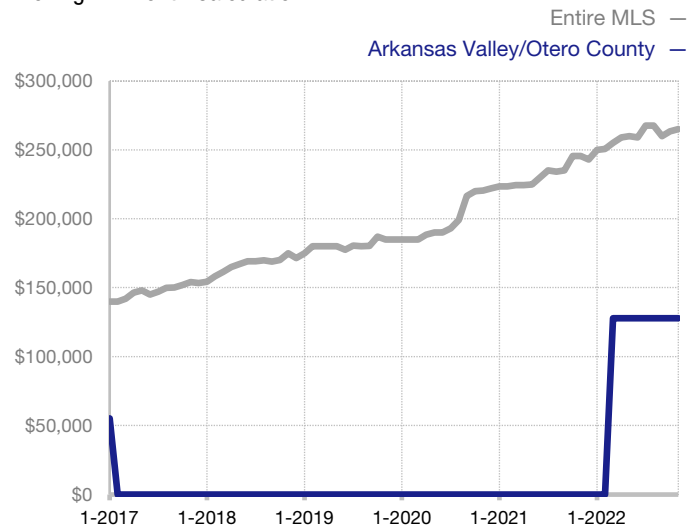
Townhouse/Condo	November			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 11-2021	Thru 11-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$128,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$128,000	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	102.4%	--
Days on Market Until Sale	0	0	--	0	298	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
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Fowler

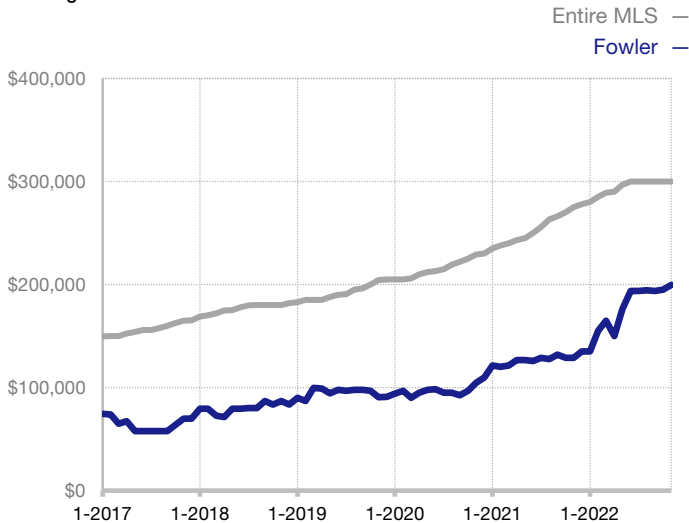
Single Family	November			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 11-2021	Thru 11-2022	Percent Change from Previous Year
Key Metrics						
New Listings	6	3	- 50.0%	46	36	- 21.7%
Sold Listings	2	2	0.0%	38	34	- 10.5%
Median Sales Price*	\$79,500	\$135,500	+ 70.4%	\$132,000	\$197,450	+ 49.6%
Average Sales Price*	\$79,500	\$135,500	+ 70.4%	\$164,516	\$205,253	+ 24.8%
Percent of List Price Received*	83.7%	99.2%	+ 18.5%	97.8%	99.9%	+ 2.1%
Days on Market Until Sale	34	40	+ 17.6%	77	90	+ 16.9%
Inventory of Homes for Sale	7	7	0.0%	--	--	--
Months Supply of Inventory	2.1	2.3	+ 9.5%	--	--	--

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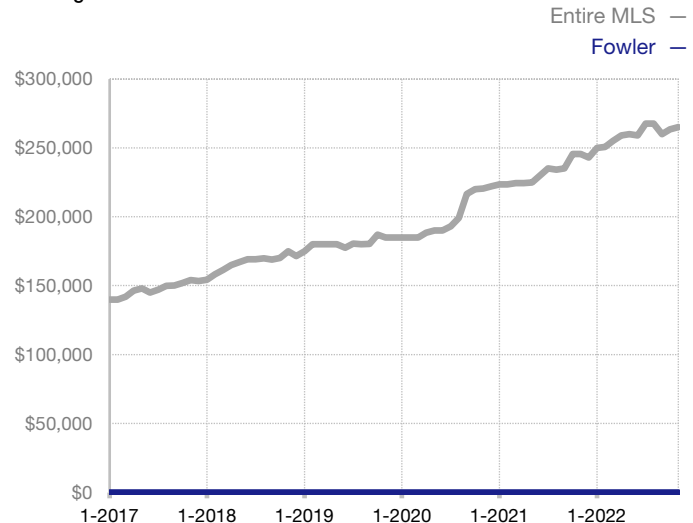
Townhouse/Condo	November			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 11-2021	Thru 11-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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

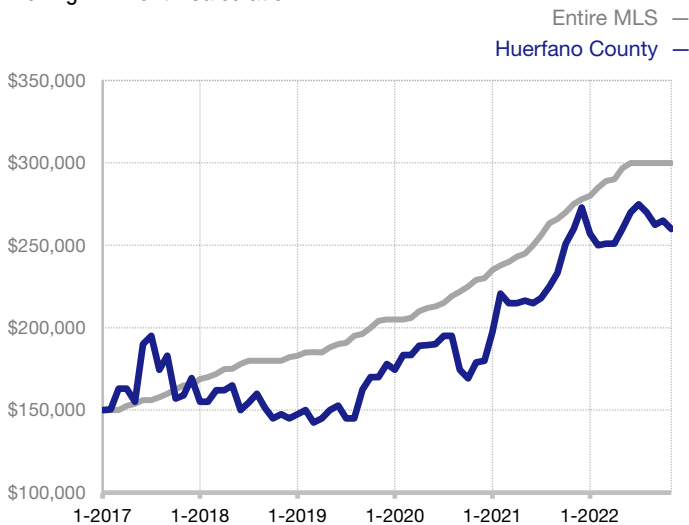
Single Family	November			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 11-2021	Thru 11-2022	Percent Change from Previous Year
Key Metrics						
New Listings	12	5	- 58.3%	145	127	- 12.4%
Sold Listings	12	3	- 75.0%	124	80	- 35.5%
Median Sales Price*	\$278,950	\$240,000	- 14.0%	\$278,950	\$262,500	- 5.9%
Average Sales Price*	\$301,617	\$198,333	- 34.2%	\$298,997	\$324,714	+ 8.6%
Percent of List Price Received*	98.1%	84.1%	- 14.3%	95.9%	95.9%	0.0%
Days on Market Until Sale	107	130	+ 21.5%	147	117	- 20.4%
Inventory of Homes for Sale	35	56	+ 60.0%	--	--	--
Months Supply of Inventory	3.2	7.6	+ 137.5%	--	--	--

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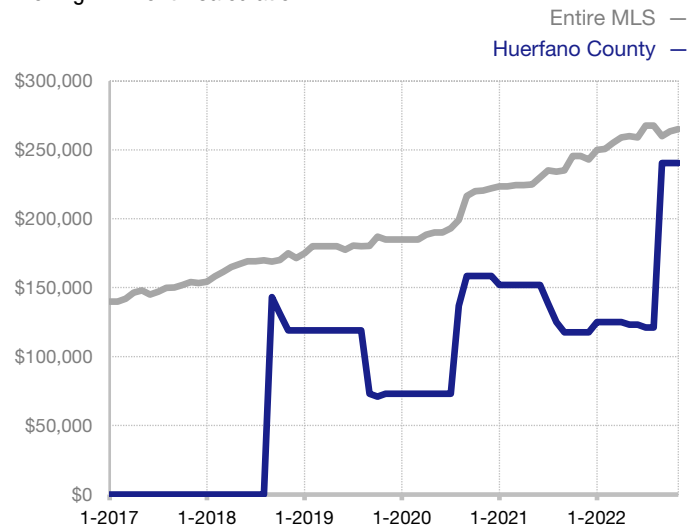
Townhouse/Condo	November			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 11-2021	Thru 11-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	1	--	1	3	+ 200.0%
Sold Listings	0	0	--	2	2	0.0%
Median Sales Price*	\$0	\$0	--	\$117,500	\$240,525	+ 104.7%
Average Sales Price*	\$0	\$0	--	\$117,500	\$240,525	+ 104.7%
Percent of List Price Received*	0.0%	0.0%	--	94.0%	100.4%	+ 6.8%
Days on Market Until Sale	0	0	--	41	48	+ 17.1%
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

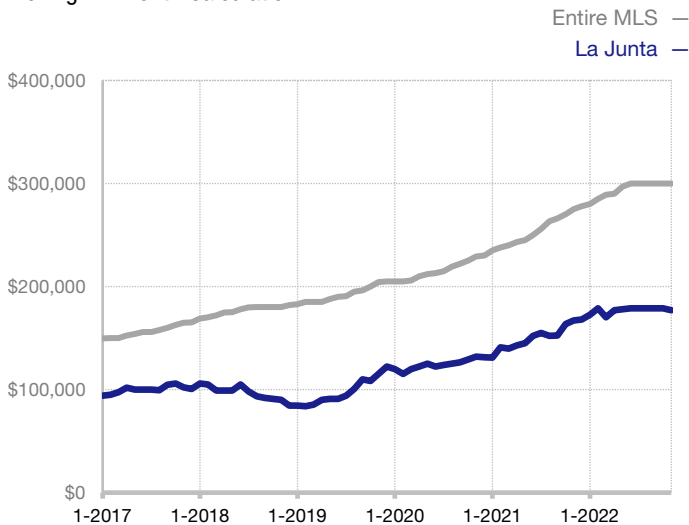
Single Family	November			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 11-2021	Thru 11-2022	Percent Change from Previous Year
Key Metrics						
New Listings	9	3	- 66.7%	100	108	+ 8.0%
Sold Listings	12	7	- 41.7%	84	88	+ 4.8%
Median Sales Price*	\$179,950	\$179,900	- 0.0%	\$168,000	\$178,450	+ 6.2%
Average Sales Price*	\$202,492	\$182,414	- 9.9%	\$181,249	\$203,927	+ 12.5%
Percent of List Price Received*	94.9%	100.2%	+ 5.6%	96.5%	95.4%	- 1.1%
Days on Market Until Sale	84	51	- 39.3%	90	83	- 7.8%
Inventory of Homes for Sale	20	17	- 15.0%	--	--	--
Months Supply of Inventory	2.6	2.0	- 23.1%	--	--	--

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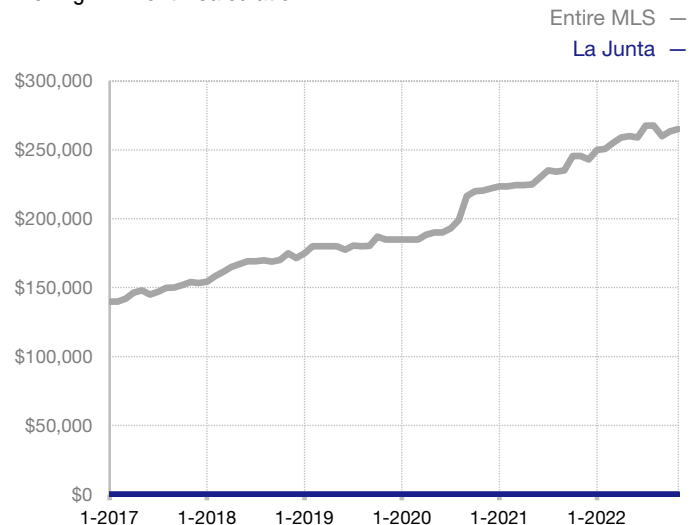
Townhouse/Condo	November			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 11-2021	Thru 11-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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

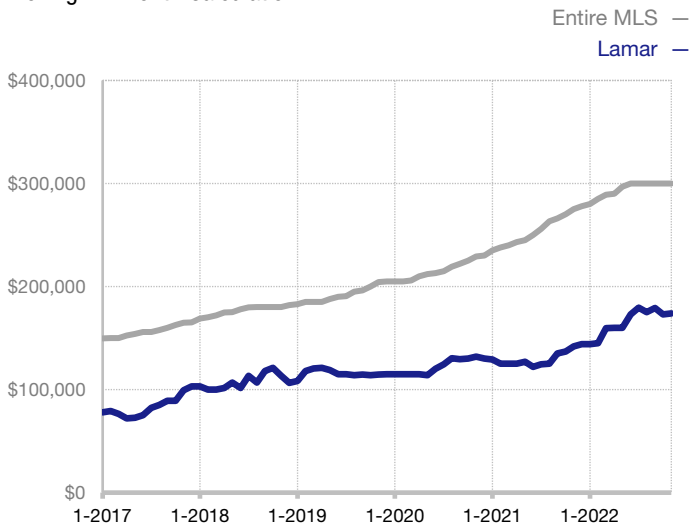
Single Family	November			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 11-2021	Thru 11-2022	Percent Change from Previous Year
Key Metrics						
New Listings	4	8	+ 100.0%	61	90	+ 47.5%
Sold Listings	3	8	+ 166.7%	53	58	+ 9.4%
Median Sales Price*	\$142,000	\$185,000	+ 30.3%	\$144,000	\$174,000	+ 20.8%
Average Sales Price*	\$180,667	\$202,531	+ 12.1%	\$153,923	\$196,239	+ 27.5%
Percent of List Price Received*	97.3%	92.5%	- 4.9%	97.0%	95.7%	- 1.3%
Days on Market Until Sale	37	126	+ 240.5%	78	74	- 5.1%
Inventory of Homes for Sale	8	19	+ 137.5%	--	--	--
Months Supply of Inventory	1.7	3.3	+ 94.1%	--	--	--

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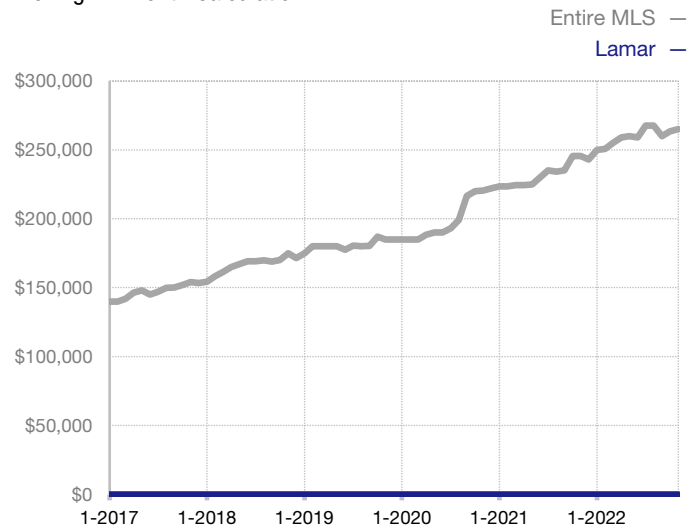
Townhouse/Condo	November			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 11-2021	Thru 11-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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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Rolling 12-Month Calculation



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Las Animas

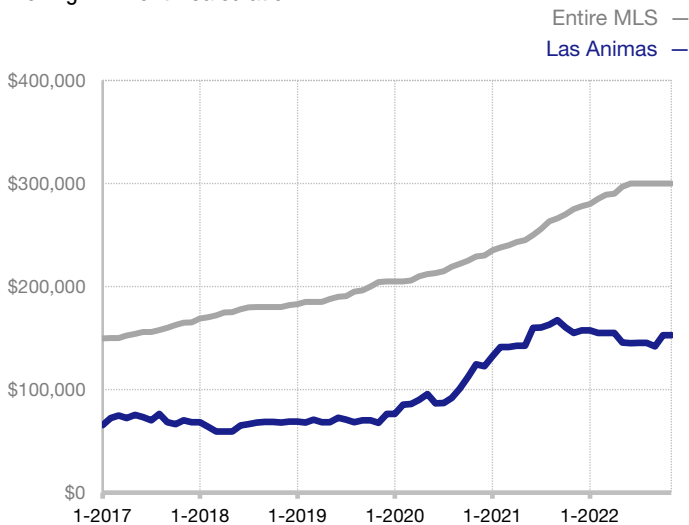
Single Family	November			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 11-2021	Thru 11-2022	Percent Change from Previous Year
Key Metrics						
New Listings	2	2	0.0%	52	50	- 3.8%
Sold Listings	8	2	- 75.0%	37	35	- 5.4%
Median Sales Price*	\$149,600	\$217,500	+ 45.4%	\$157,500	\$145,000	- 7.9%
Average Sales Price*	\$153,900	\$217,500	+ 41.3%	\$165,638	\$161,563	- 2.5%
Percent of List Price Received*	86.8%	102.1%	+ 17.6%	96.5%	94.1%	- 2.5%
Days on Market Until Sale	79	160	+ 102.5%	83	99	+ 19.3%
Inventory of Homes for Sale	11	14	+ 27.3%	--	--	--
Months Supply of Inventory	3.4	4.3	+ 26.5%	--	--	--

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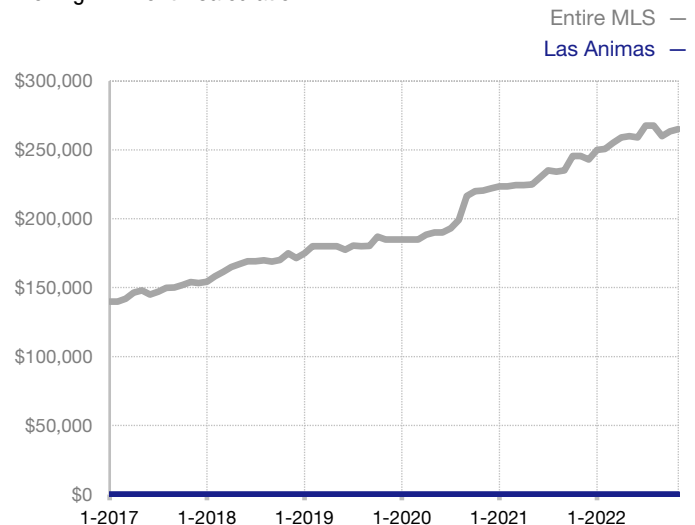
Townhouse/Condo	November			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 11-2021	Thru 11-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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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Manzanola

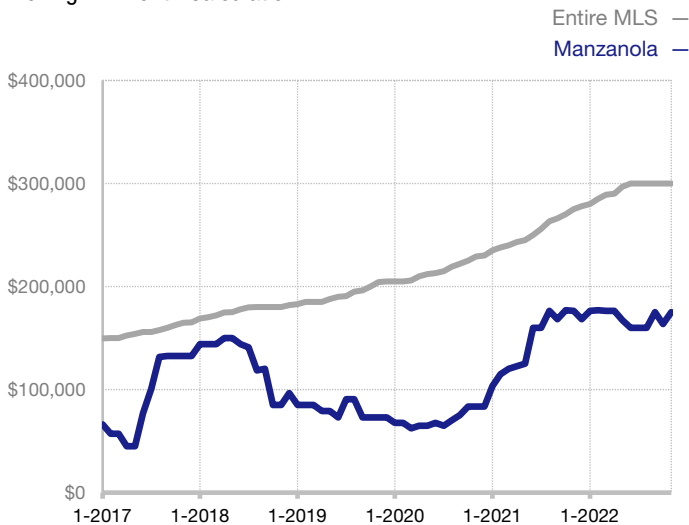
Single Family	November			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 11-2021	Thru 11-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	2	--	9	12	+ 33.3%
Sold Listings	2	0	- 100.0%	10	6	- 40.0%
Median Sales Price*	\$30,000	\$0	- 100.0%	\$176,500	\$235,000	+ 33.1%
Average Sales Price*	\$30,000	\$0	- 100.0%	\$196,611	\$230,833	+ 17.4%
Percent of List Price Received*	54.5%	0.0%	- 100.0%	89.0%	90.9%	+ 2.1%
Days on Market Until Sale	151	0	- 100.0%	127	164	+ 29.1%
Inventory of Homes for Sale	2	2	0.0%	--	--	--
Months Supply of Inventory	1.6	1.4	- 12.5%	--	--	--

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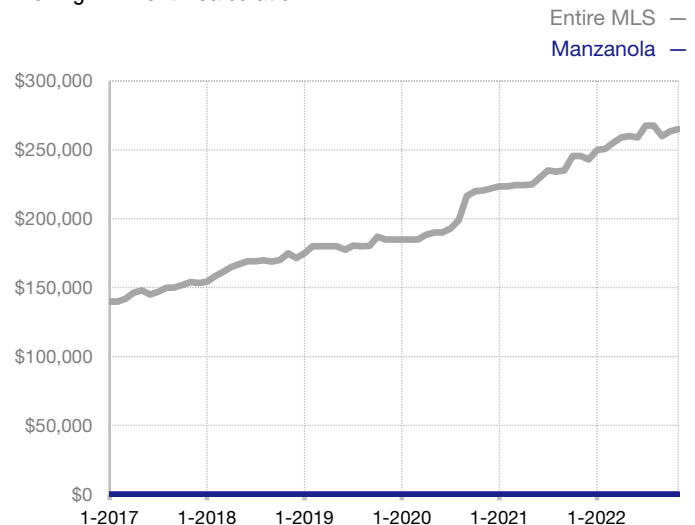
Townhouse/Condo	November			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 11-2021	Thru 11-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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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Rocky Ford

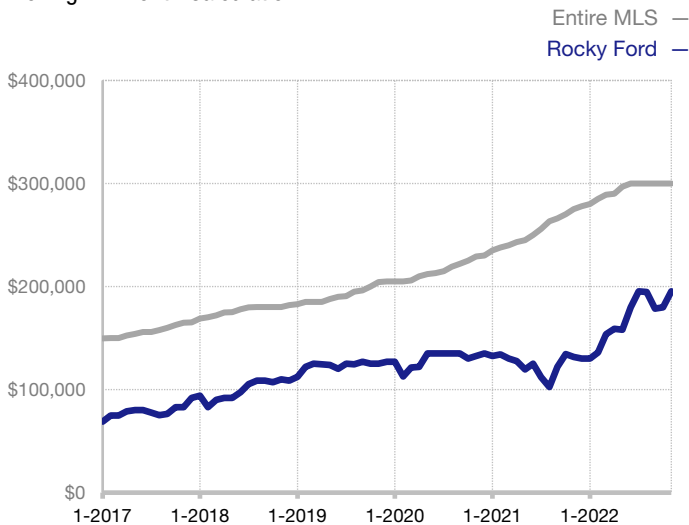
Single Family	November			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 11-2021	Thru 11-2022	Percent Change from Previous Year
Key Metrics						
New Listings	4	2	- 50.0%	47	61	+ 29.8%
Sold Listings	4	0	- 100.0%	48	43	- 10.4%
Median Sales Price*	\$99,000	\$0	- 100.0%	\$130,000	\$204,500	+ 57.3%
Average Sales Price*	\$115,725	\$0	- 100.0%	\$157,154	\$215,244	+ 37.0%
Percent of List Price Received*	97.4%	0.0%	- 100.0%	96.7%	97.2%	+ 0.5%
Days on Market Until Sale	122	0	- 100.0%	95	78	- 17.9%
Inventory of Homes for Sale	8	17	+ 112.5%	--	--	--
Months Supply of Inventory	1.8	3.7	+ 105.6%	--	--	--

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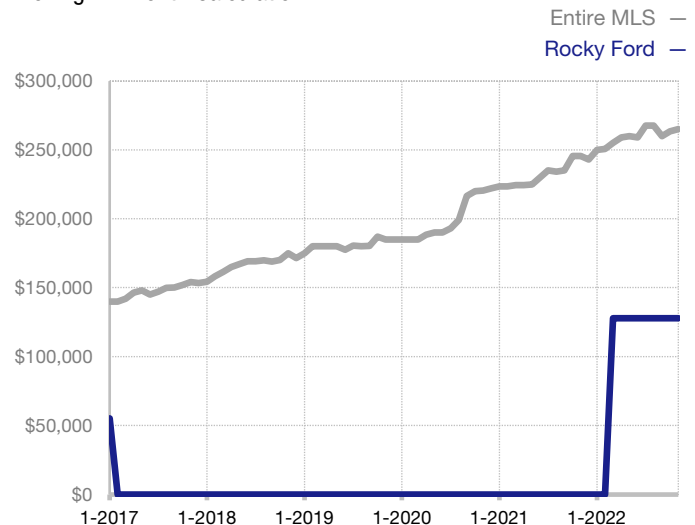
Townhouse/Condo	November			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 11-2021	Thru 11-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$128,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$128,000	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	102.4%	--
Days on Market Until Sale	0	0	--	0	298	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Rolling 12-Month Calculation



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



Monthly Indicators



November 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 24.6 percent for single family homes but increased 11.1 percent for townhouse-condo properties. Pending Sales decreased 43.3 percent for single family homes and 58.3 percent for townhouse-condo properties.

The Median Sales Price was up 1.7 percent to \$300,000 for single family homes but decreased 4.5 percent to \$224,000 for townhouse-condo properties. Days on Market increased 8.7 percent for single family homes but decreased 28.3 percent for townhouse-condo properties.

With home sales down, nationwide housing inventory was at 3.3 months' supply heading into November, up from 2.4 months from this time last year, according to the National Association of REALTORS®. Although buyers have more options to choose from, home prices remain high, and soaring borrowing costs have caused monthly payments to increase significantly, with the average homebuyer paying 77% more on their loan per month compared to the same period a year ago, according to Realtor.com.

Activity Snapshot

- 47.4%	+ 2.4%	+ 42.3%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties

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

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Single Family Market Overview

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



Key Metrics	Historical Sparkbars	11-2021	11-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		309	233	- 24.6%	3,650	3,766	+ 3.2%
Pending Sales		261	148	- 43.3%	2,948	2,628	- 10.9%
Sold Listings		258	137	- 46.9%	2,897	2,674	- 7.7%
Median Sales Price		\$295,000	\$300,000	+ 1.7%	\$282,000	\$311,950	+ 10.6%
Avg. Sales Price		\$302,428	\$318,276	+ 5.2%	\$295,275	\$322,718	+ 9.3%
Pct. of List Price Received		99.2%	97.4%	- 1.8%	100.7%	99.4%	- 1.3%
Days on Market		69	75	+ 8.7%	64	65	+ 1.6%
Affordability Index		135	93	- 31.1%	141	89	- 36.9%
Active Listings		453	643	+ 41.9%	--	--	--
Months Supply		1.7	2.6	+ 52.9%	--	--	--

Townhouse-Condo Market Overview

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

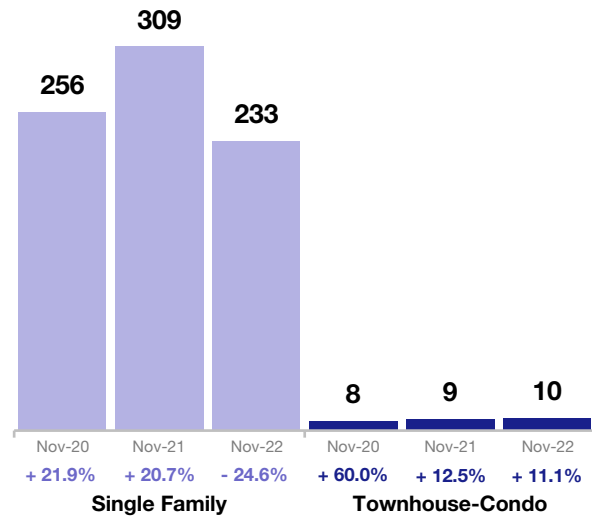


Key Metrics	Historical Sparkbars	11-2021	11-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		9	10	+ 11.1%	125	129	+ 3.2%
Pending Sales		12	5	- 58.3%	118	104	- 11.9%
Sold Listings		10	4	- 60.0%	121	104	- 14.0%
Median Sales Price		\$234,450	\$224,000	- 4.5%	\$235,000	\$260,000	+ 10.6%
Avg. Sales Price		\$241,880	\$216,125	- 10.6%	\$241,620	\$266,167	+ 10.2%
Pct. of List Price Received		99.8%	96.5%	- 3.3%	100.3%	99.5%	- 0.8%
Days on Market		46	33	- 28.3%	63	49	- 22.2%
Affordability Index		170	124	- 27.1%	169	107	- 36.7%
Active Listings		10	16	+ 60.0%	--	--	--
Months Supply		0.9	1.7	+ 88.9%	--	--	--

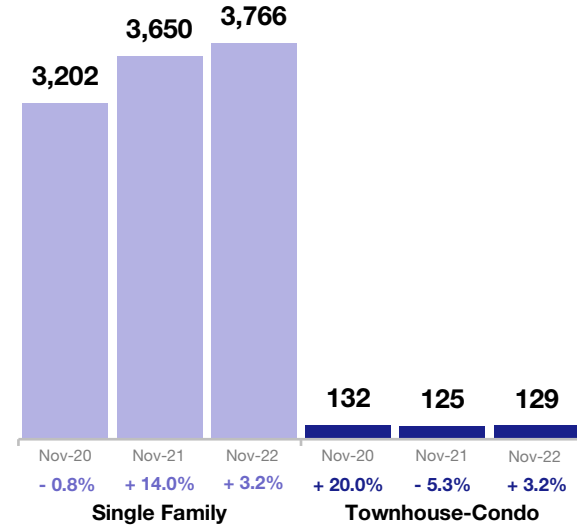
New Listings



November

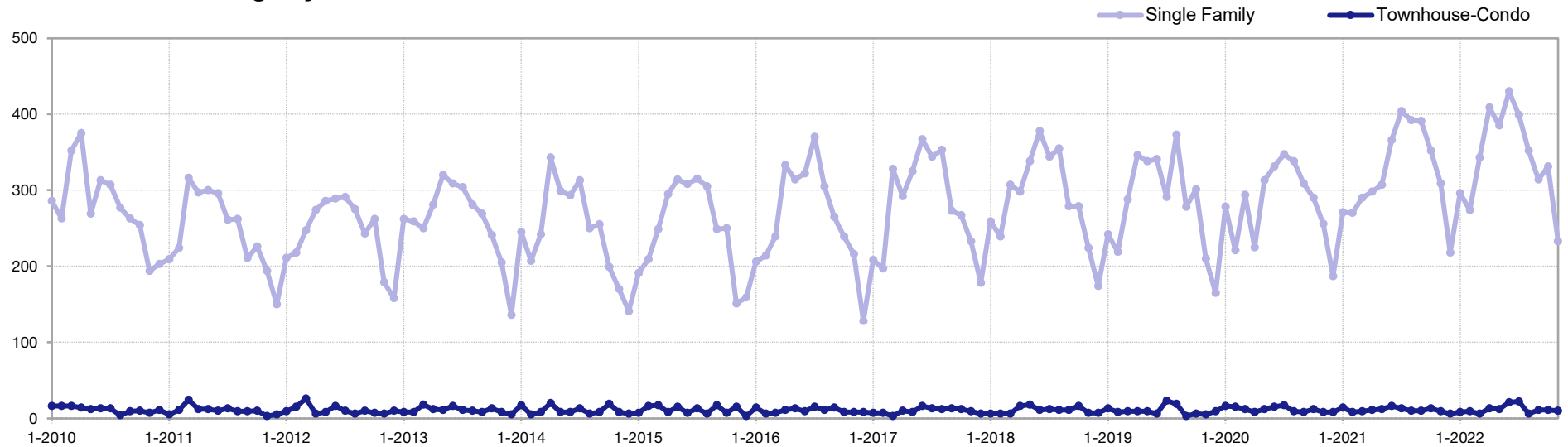


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	218	+16.6%	6	-25.0%
Jan-2022	296	+9.2%	8	-42.9%
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	430	+17.5%	21	+31.3%
Jul-2022	399	-1.2%	22	+69.2%
Aug-2022	352	-10.2%	6	-40.0%
Sep-2022	314	-19.7%	11	+10.0%
Oct-2022	331	-6.0%	11	-15.4%
Nov-2022	233	-24.6%	10	+11.1%

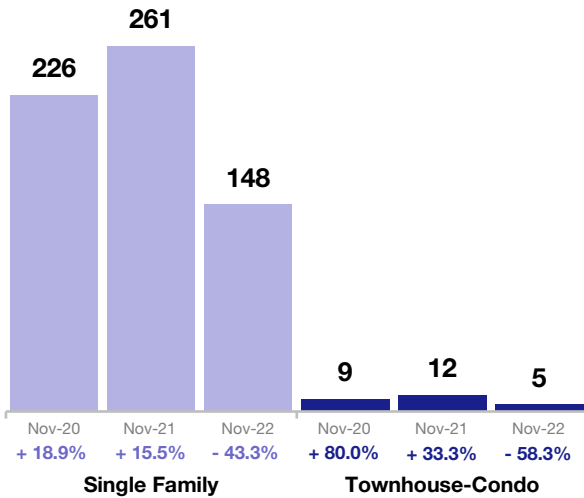
Historical New Listings by Month



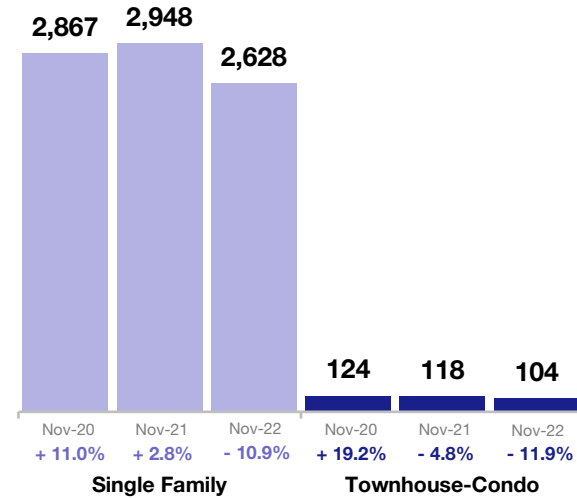
Pending Sales



November

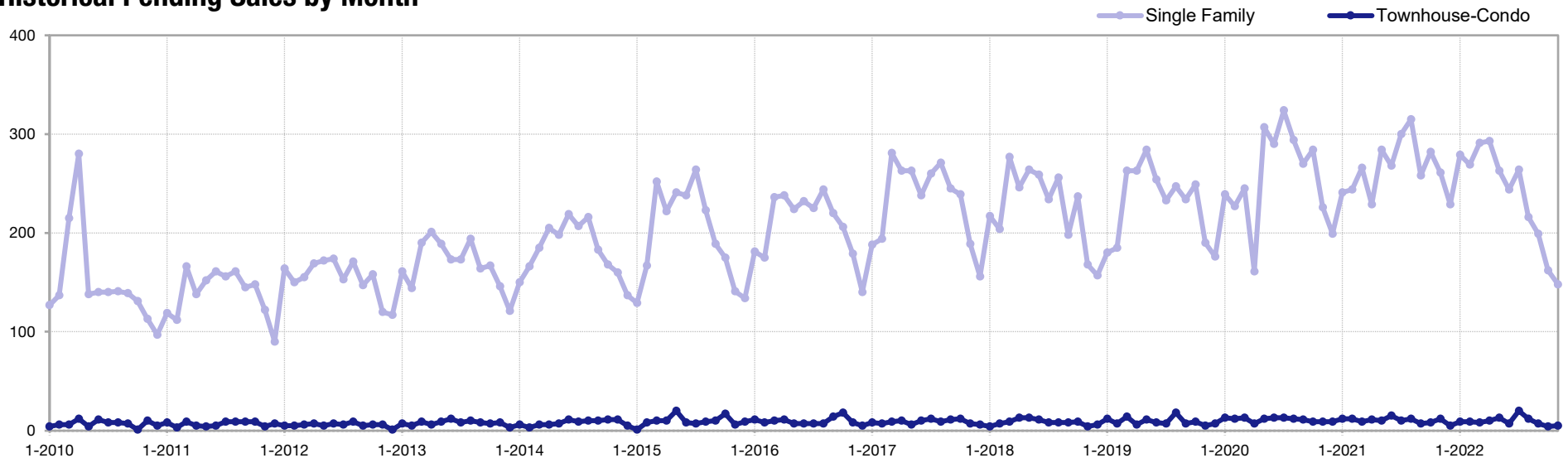


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	229	+15.1%	5	-44.4%
Jan-2022	279	+15.8%	9	-25.0%
Feb-2022	269	+10.2%	9	-25.0%
Mar-2022	291	+9.4%	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	264	-12.0%	20	+100.0%
Aug-2022	216	-31.4%	12	0.0%
Sep-2022	199	-22.9%	7	0.0%
Oct-2022	162	-42.6%	4	-50.0%
Nov-2022	148	-43.3%	5	-58.3%

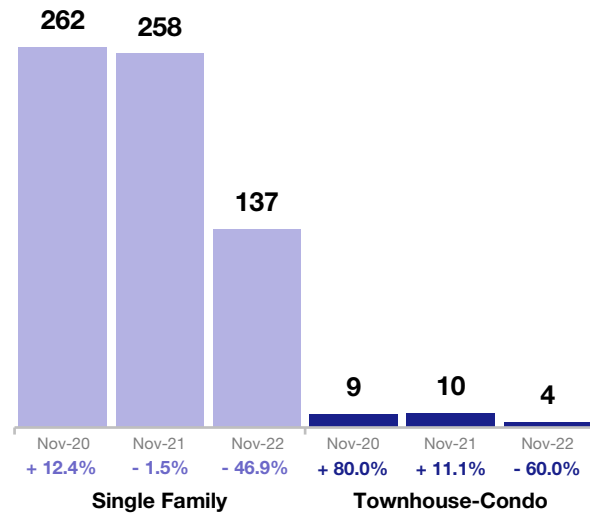
Historical Pending Sales by Month



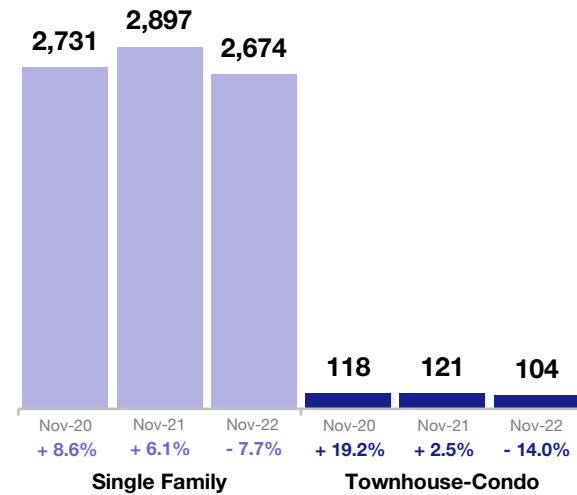
Sold Listings



November

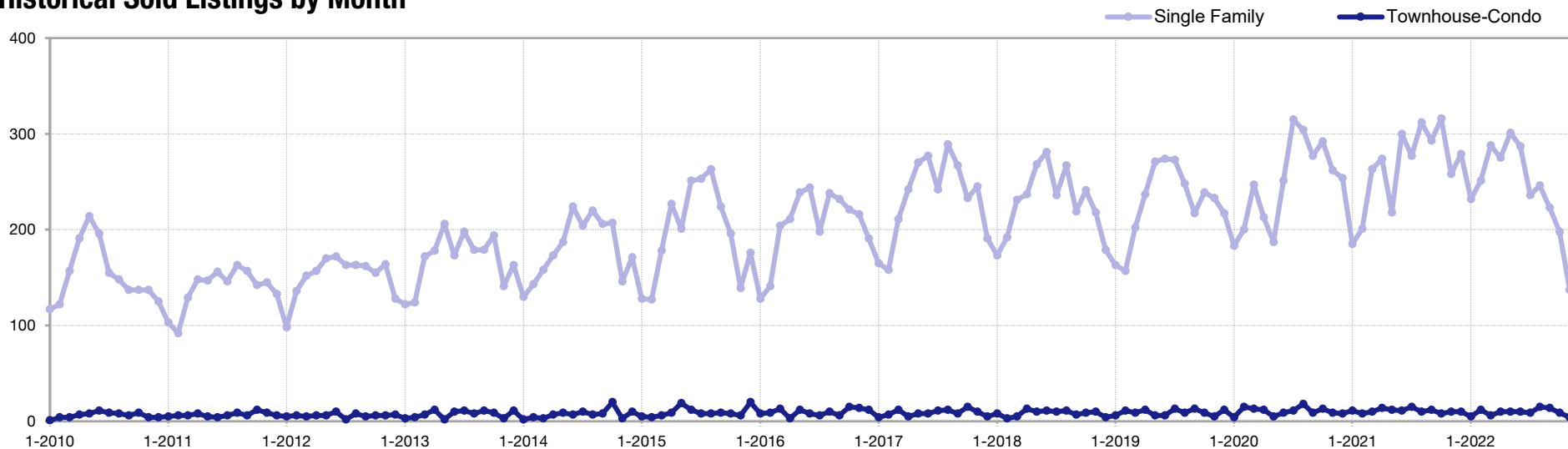


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	279	+9.8%	10	+25.0%
Jan-2022	232	+25.4%	5	-54.5%
Feb-2022	251	+24.9%	12	+50.0%
Mar-2022	288	+9.5%	6	-40.0%
Apr-2022	275	+0.4%	10	-28.6%
May-2022	301	+38.1%	10	-16.7%
Jun-2022	287	-4.3%	10	-9.1%
Jul-2022	236	-14.8%	9	-40.0%
Aug-2022	246	-21.2%	15	+50.0%
Sep-2022	223	-23.9%	14	+16.7%
Oct-2022	198	-37.3%	9	+12.5%
Nov-2022	137	-46.9%	4	-60.0%

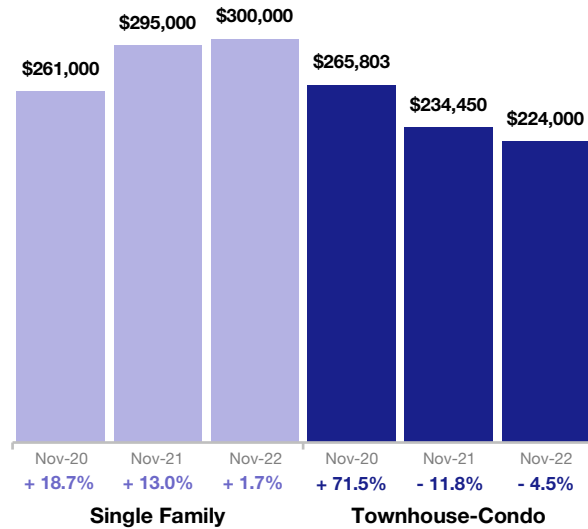
Historical Sold Listings by Month



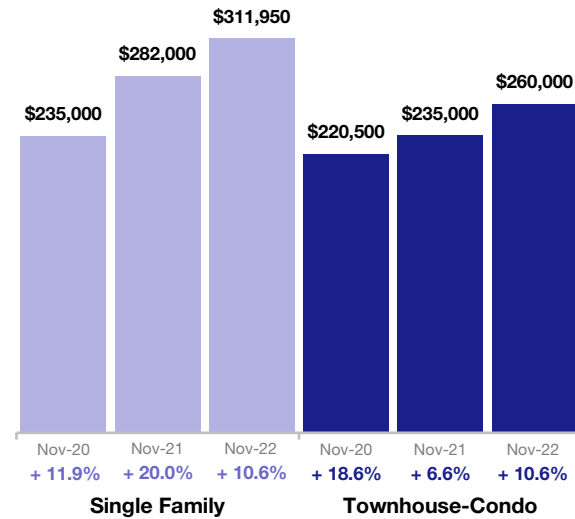
Median Sales Price



November

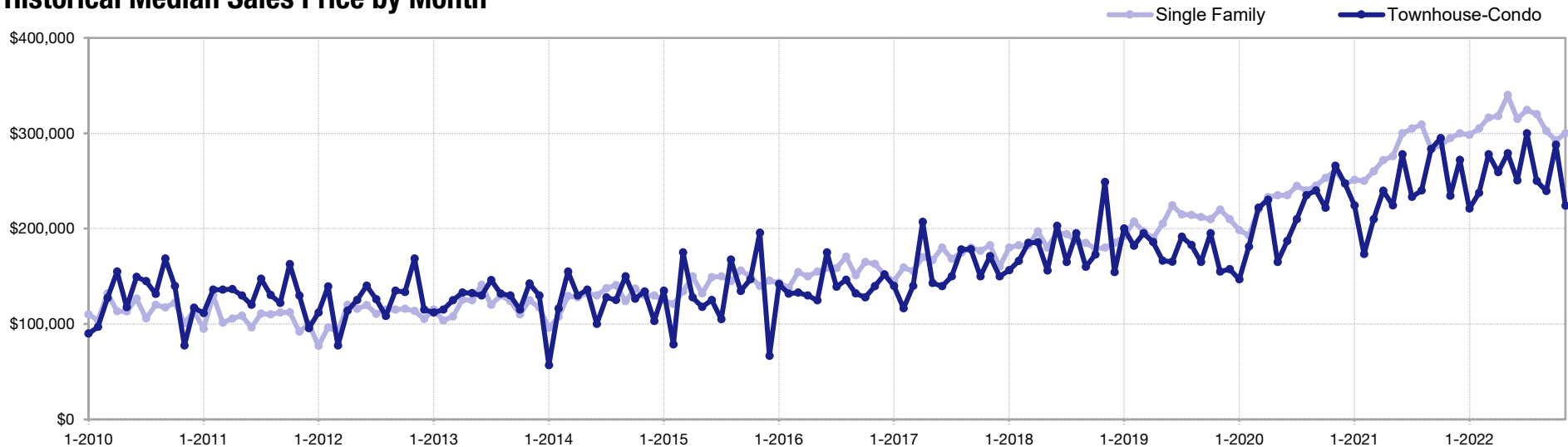


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	\$300,000	+21.5%	\$272,000	+9.9%
Jan-2022	\$298,325	+18.9%	\$221,000	-1.6%
Feb-2022	\$305,000	+22.0%	\$237,500	+36.9%
Mar-2022	\$316,250	+21.6%	\$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	\$324,393	+6.4%	\$300,000	+28.6%
Aug-2022	\$320,000	+3.6%	\$250,000	+4.2%
Sep-2022	\$302,500	+6.5%	\$239,500	-15.5%
Oct-2022	\$292,443	+1.7%	\$287,900	-2.4%
Nov-2022	\$300,000	+1.7%	\$224,000	-4.5%

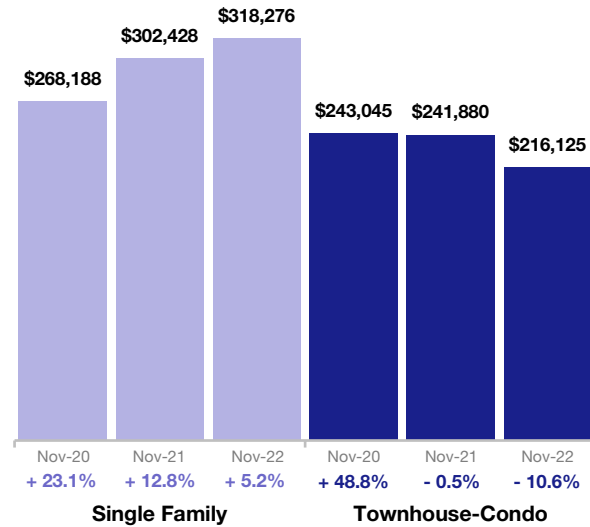
Historical Median Sales Price by Month



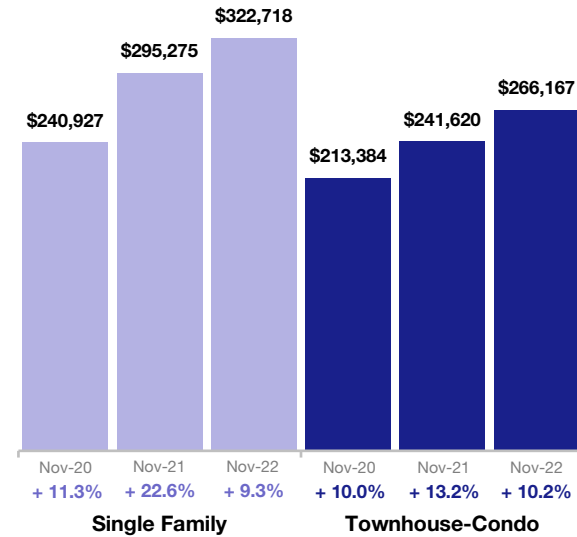
Average Sales Price



November

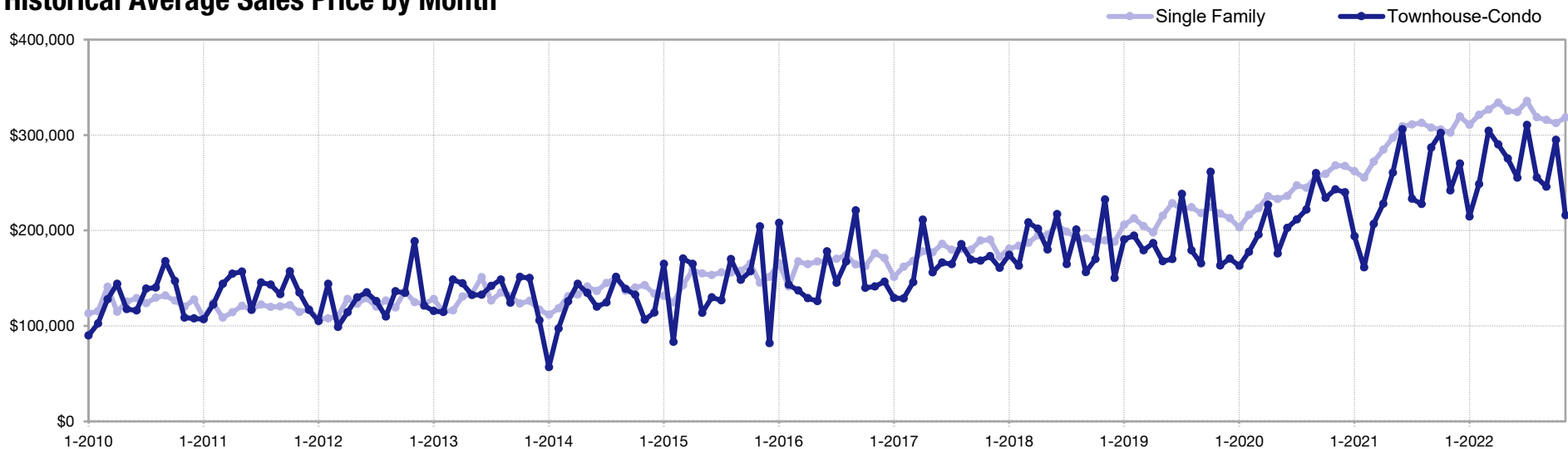


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	\$319,418	+19.4%	\$270,020	+12.5%
Jan-2022	\$310,736	+18.6%	\$214,700	+10.6%
Feb-2022	\$321,016	+25.8%	\$248,575	+54.0%
Mar-2022	\$326,720	+20.1%	\$304,250	+47.1%
Apr-2022	\$333,880	+17.3%	\$290,230	+27.3%
May-2022	\$325,333	+9.5%	\$275,395	+5.7%
Jun-2022	\$324,042	+4.8%	\$255,310	-16.6%
Jul-2022	\$335,476	+7.8%	\$310,611	+33.1%
Aug-2022	\$318,581	+1.9%	\$255,593	+12.2%
Sep-2022	\$315,819	+2.6%	\$245,814	-14.3%
Oct-2022	\$312,472	+2.2%	\$294,978	-2.4%
Nov-2022	\$318,276	+5.2%	\$216,125	-10.6%

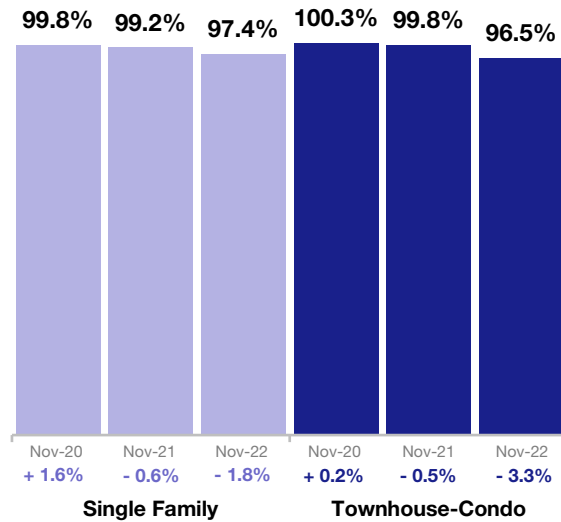
Historical Average Sales Price by Month



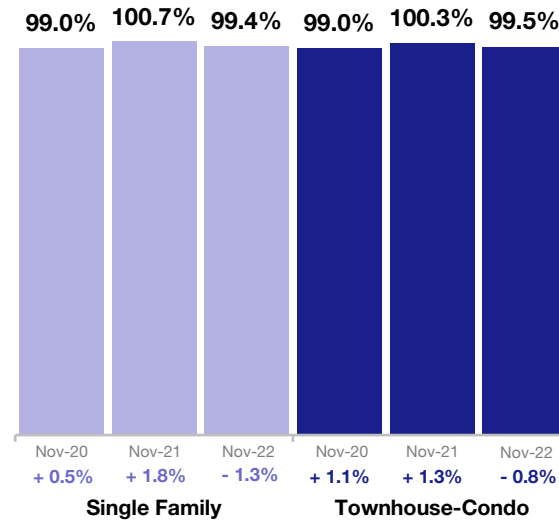
Percent of List Price Received



November

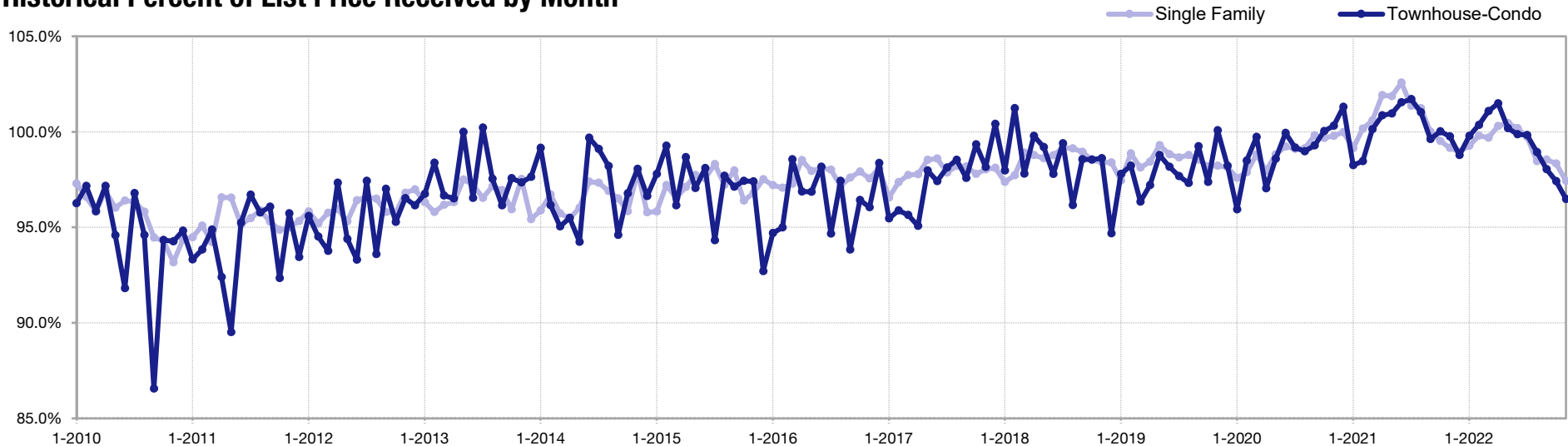


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	98.9%	-1.1%	98.8%	-2.5%
Jan-2022	99.3%	+0.2%	99.8%	+1.5%
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	100.5%	-1.4%	100.2%	-0.8%
Jun-2022	100.2%	-2.3%	99.9%	-1.6%
Jul-2022	99.7%	-1.7%	99.8%	-1.9%
Aug-2022	98.5%	-2.7%	98.9%	-2.1%
Sep-2022	98.5%	-1.5%	98.1%	-1.5%
Oct-2022	98.3%	-1.2%	97.4%	-2.6%
Nov-2022	97.4%	-1.8%	96.5%	-3.3%

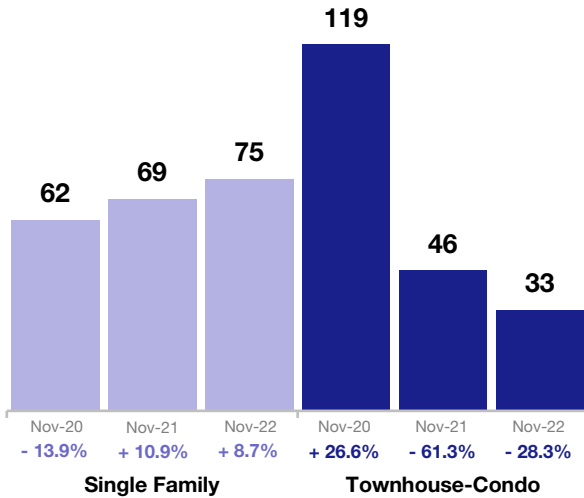
Historical Percent of List Price Received by Month



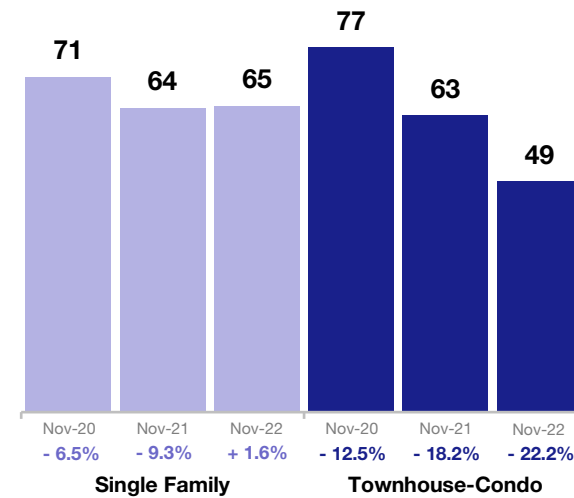
Days on Market Until Sale



November

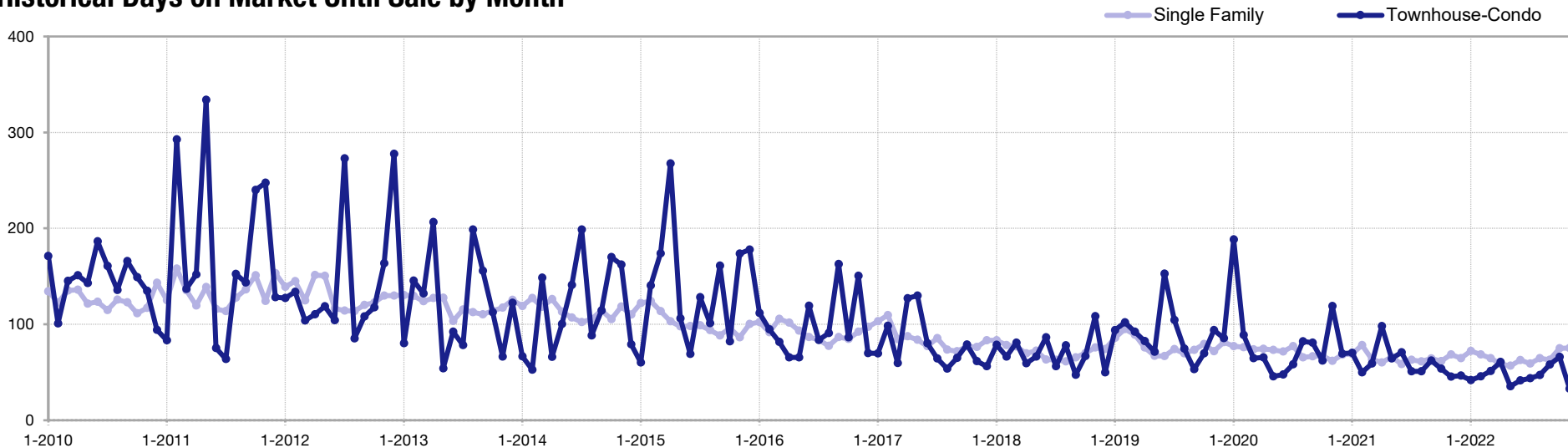


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	65	-4.4%	46	-33.3%
Jan-2022	72	+4.3%	42	-40.0%
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%

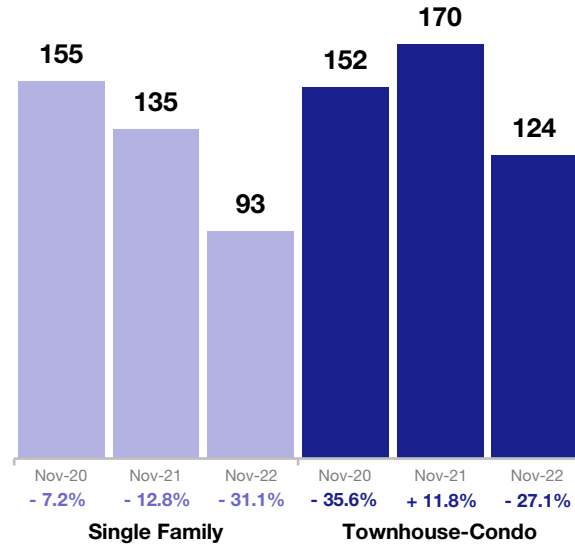
Historical Days on Market Until Sale by Month



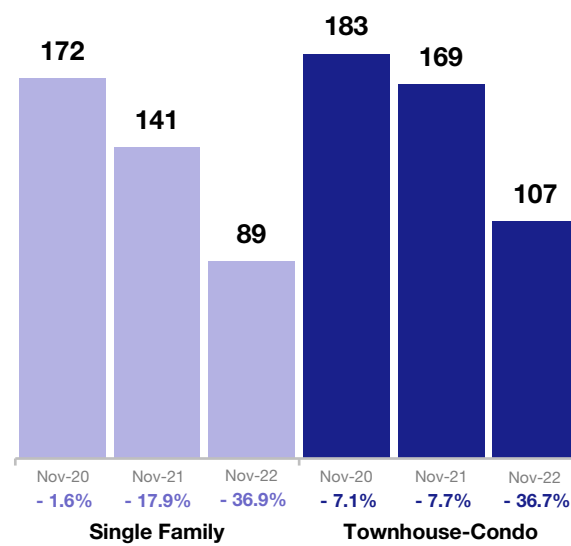
Housing Affordability Index



November

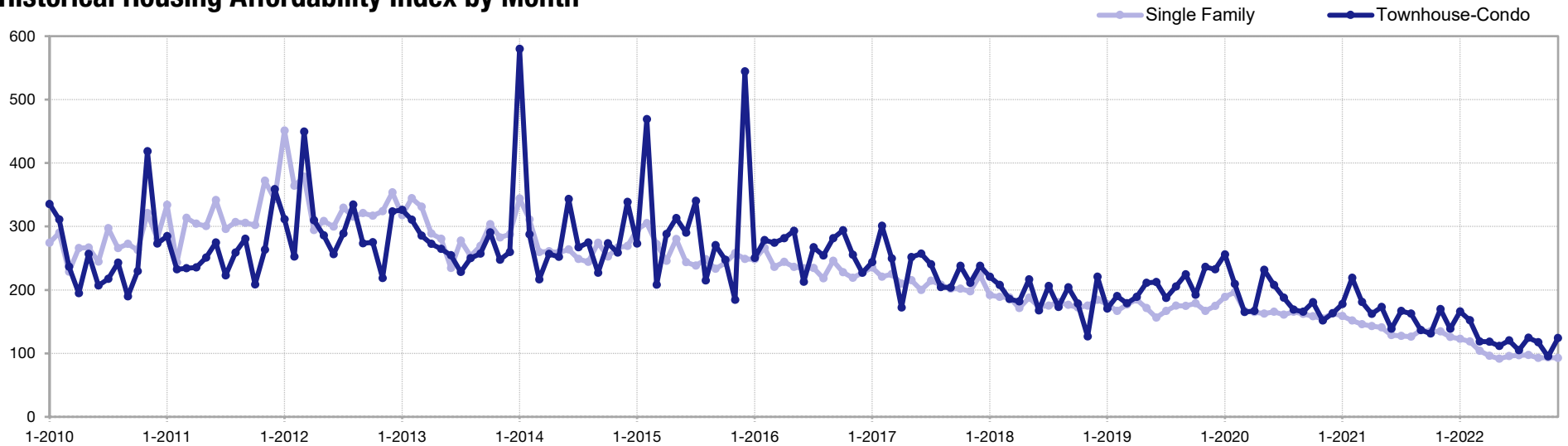


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	126	-22.7%	139	-14.7%
Jan-2022	123	-22.6%	166	-6.2%
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	94	-30.4%	95	-27.5%
Nov-2022	93	-31.1%	124	-27.1%

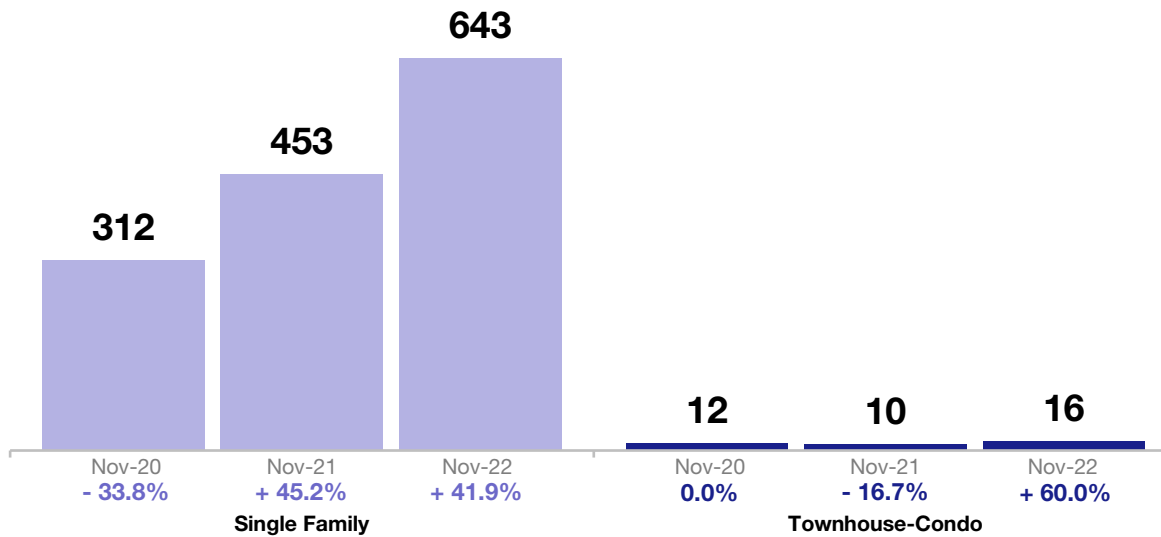
Historical Housing Affordability Index by Month



Inventory of Active Listings

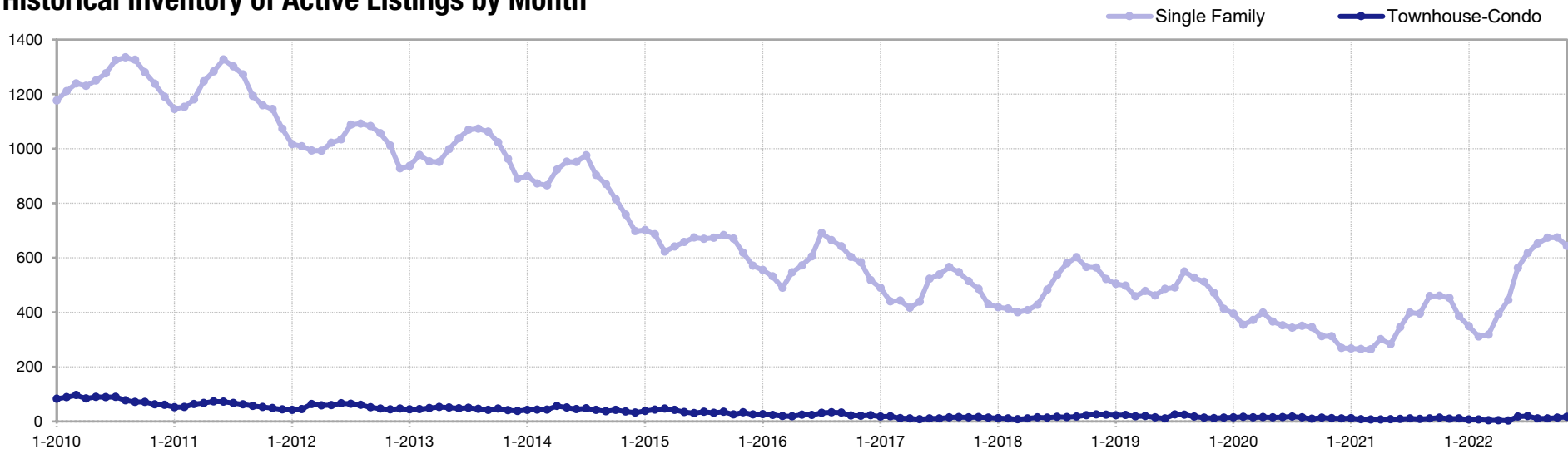


November



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	386	+43.5%	11	0.0%
Jan-2022	349	+30.7%	7	-41.7%
Feb-2022	311	+17.4%	7	-12.5%
Mar-2022	318	+20.5%	4	-42.9%
Apr-2022	392	+30.2%	4	-42.9%
May-2022	445	+57.2%	3	-62.5%
Jun-2022	563	+63.2%	17	+88.9%
Jul-2022	617	+54.6%	19	+72.7%
Aug-2022	652	+65.1%	11	+22.2%
Sep-2022	673	+46.6%	11	0.0%
Oct-2022	674	+46.5%	13	0.0%
Nov-2022	643	+41.9%	16	+60.0%

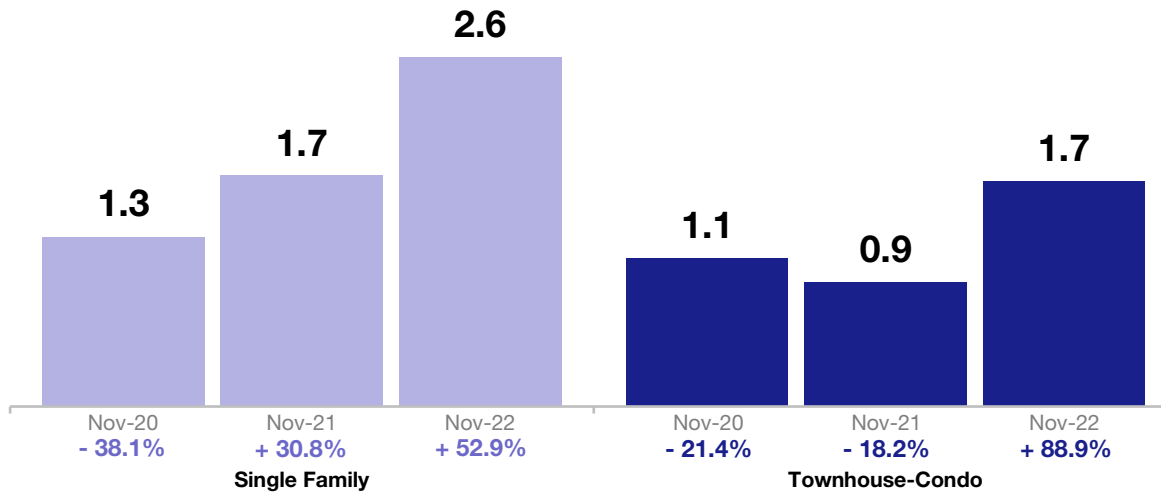
Historical Inventory of Active Listings by Month



Months Supply of Inventory

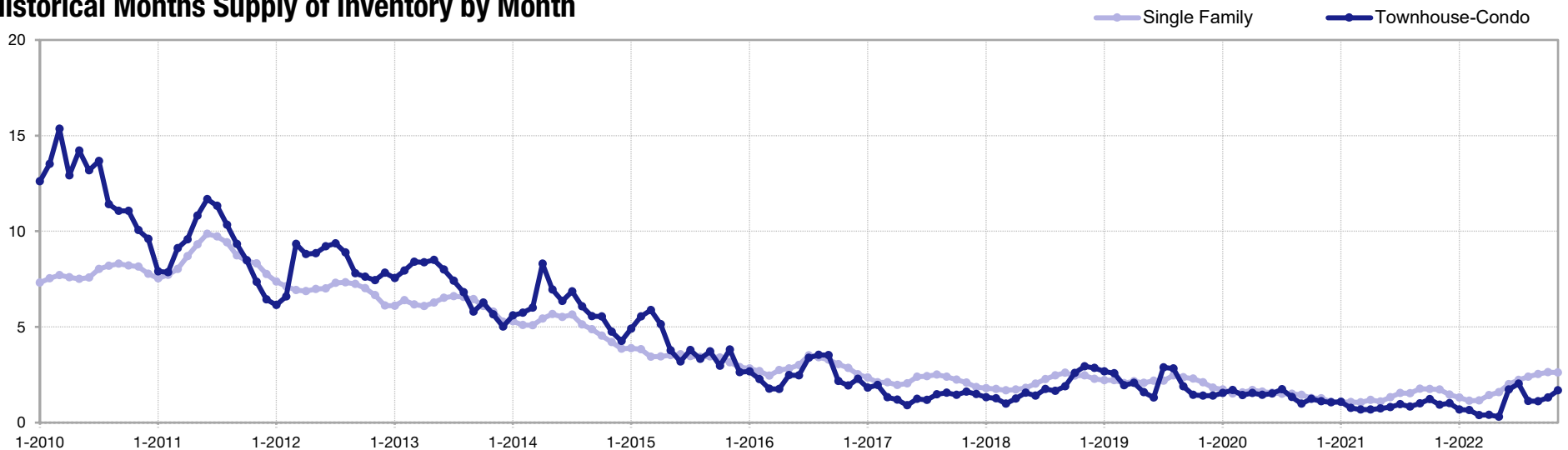


November



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	1.5	+36.4%	1.0	0.0%
Jan-2022	1.3	+18.2%	0.7	-36.4%
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	+46.7%	2.0	+100.0%
Aug-2022	2.4	+60.0%	1.1	+37.5%
Sep-2022	2.5	+38.9%	1.1	+10.0%
Oct-2022	2.6	+52.9%	1.3	+8.3%
Nov-2022	2.6	+52.9%	1.7	+88.9%

Historical Months Supply of Inventory by Month



Total Market Overview

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



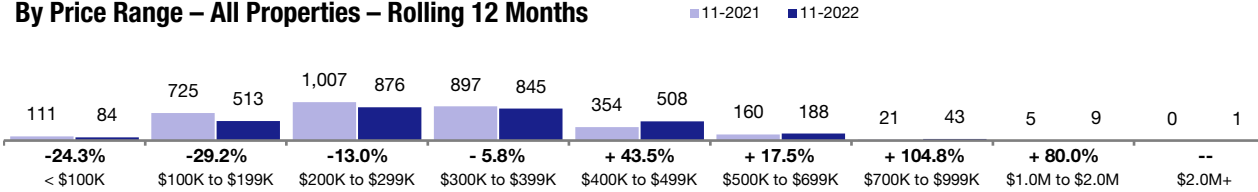
Key Metrics	Historical Sparkbars	11-2021	11-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		318	243	- 23.6%	3,775	3,895	+ 3.2%
Pending Sales		273	153	- 44.0%	3,066	2,732	- 10.9%
Sold Listings		268	141	- 47.4%	3,018	2,778	- 8.0%
Median Sales Price		\$288,000	\$295,000	+ 2.4%	\$279,900	\$308,000	+ 10.0%
Avg. Sales Price		\$300,169	\$315,378	+ 5.1%	\$293,124	\$320,600	+ 9.4%
Pct. of List Price Received		99.2%	97.4%	- 1.8%	100.7%	99.4%	- 1.3%
Days on Market		68	74	+ 8.8%	64	64	0.0%
Affordability Index		138	94	- 31.9%	142	90	- 36.6%
Active Listings		463	659	+ 42.3%	--	--	--
Months Supply		1.7	2.6	+ 52.9%	--	--	--

Sold Listings

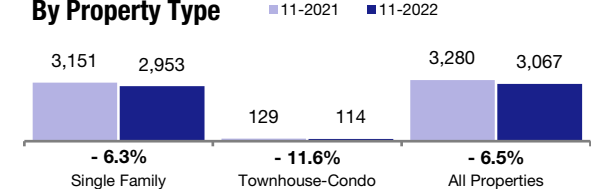
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	11-2021	11-2022	Change	11-2021	11-2022	Change
\$99,999 and Below	107	83	-22.4%	4	1	-75.0%
\$100,000 to \$199,999	690	488	-29.3%	35	25	-28.6%
\$200,000 to \$299,999	938	818	-12.8%	69	58	-15.9%
\$300,000 to \$399,999	879	823	-6.4%	18	22	+22.2%
\$400,000 to \$499,999	353	503	+42.5%	1	5	+400.0%
\$500,000 to \$699,999	160	185	+15.6%	0	3	--
\$700,000 to \$999,999	19	43	+126.3%	2	0	-100.0%
\$1,000,000 to \$1,999,999	5	9	+80.0%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	3,151	2,953	-6.3%	129	114	-11.6%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	10-2022	11-2022	Change	10-2022	11-2022	Change
\$99,999 and Below	7	1	-85.7%	0	0	--
\$100,000 to \$199,999	42	27	-35.7%	1	2	+100.0%
\$200,000 to \$299,999	57	40	-29.8%	4	2	-50.0%
\$300,000 to \$399,999	51	35	-31.4%	3	0	-100.0%
\$400,000 to \$499,999	26	22	-15.4%	1	0	-100.0%
\$500,000 to \$699,999	8	9	+12.5%	0	0	--
\$700,000 to \$999,999	6	3	-50.0%	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	198	137	-30.8%	9	4	-55.6%

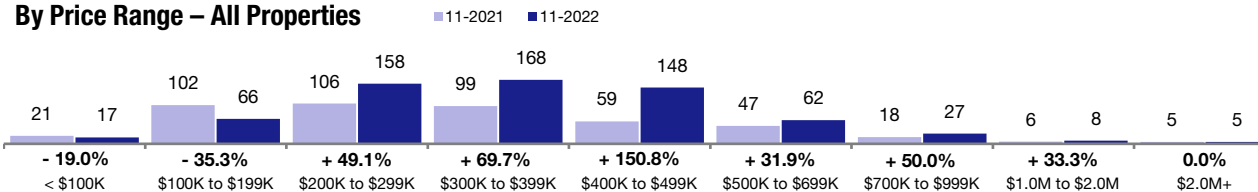
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	11-2021	11-2022	Change	11-2021	11-2022	Change
\$99,999 and Below	95	78	-17.9%	4	1	-75.0%
\$100,000 to \$199,999	611	445	-27.2%	32	22	-31.3%
\$200,000 to \$299,999	863	727	-15.8%	65	55	-15.4%
\$300,000 to \$399,999	819	744	-9.2%	17	18	+5.9%
\$400,000 to \$499,999	334	462	+38.3%	1	5	+400.0%
\$500,000 to \$699,999	154	168	+9.1%	0	3	--
\$700,000 to \$999,999	17	42	+147.1%	2	0	-100.0%
\$1,000,000 to \$1,999,999	4	7	+75.0%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	2,897	2,674	-7.7%	121	104	-14.0%

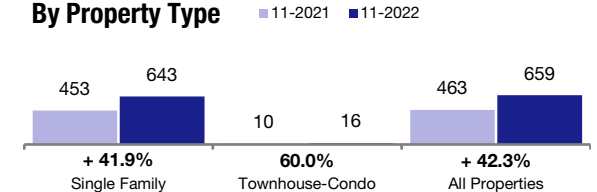
Inventory of Active Listings

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		
	11-2021	11-2022	Change	11-2021	11-2022	Change
\$99,999 and Below	21	17	-19.0%	0	0	--
\$100,000 to \$199,999	101	66	-34.7%	1	0	-100.0%
\$200,000 to \$299,999	104	152	+46.2%	2	6	+200.0%
\$300,000 to \$399,999	97	161	+66.0%	2	7	+250.0%
\$400,000 to \$499,999	55	145	+163.6%	4	3	-25.0%
\$500,000 to \$699,999	47	62	+31.9%	0	0	--
\$700,000 to \$999,999	17	27	+58.8%	1	0	-100.0%
\$1,000,000 to \$1,999,999	6	8	+33.3%	0	0	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
All Price Ranges	453	643	+41.9%	10	16	+60.0%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	10-2022	11-2022	Change	10-2022	11-2022	Change
\$99,999 and Below	18	17	-5.6%	0	0	--
\$100,000 to \$199,999	55	66	+20.0%	1	0	-100.0%
\$200,000 to \$299,999	153	152	-0.7%	3	6	+100.0%
\$300,000 to \$399,999	176	161	-8.5%	6	7	+16.7%
\$400,000 to \$499,999	148	145	-2.0%	3	3	0.0%
\$500,000 to \$699,999	75	62	-17.3%	0	0	--
\$700,000 to \$999,999	36	27	-25.0%	0	0	--
\$1,000,000 to \$1,999,999	8	8	0.0%	0	0	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
All Price Ranges	674	643	-4.6%	13	16	+23.1%

Year to Date

By Price Range	Single Family			Townhouse-Condo		
	11-2021	11-2022	Change	11-2021	11-2022	Change
\$99,999 and Below	95	78	-17.9%	4	1	-75.0%
\$100,000 to \$199,999	611	445	-27.2%	32	22	-31.3%
\$200,000 to \$299,999	863	727	-15.8%	65	55	-15.4%
\$300,000 to \$399,999	819	744	-9.2%	17	18	+5.9%
\$400,000 to \$499,999	334	462	+38.3%	1	5	+400.0%
\$500,000 to \$699,999	154	168	+9.1%	0	3	--
\$700,000 to \$999,999	17	42	+147.1%	2	0	-100.0%
\$1,000,000 to \$1,999,999	4	7	+75.0%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	2,897	2,674	-7.7%	121	104	-14.0%

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.