

Monthly Indicators



November 2021

Percent changes calculated using year-over-year comparisons.

New Listings were up 18.0 percent for single family homes but remained flat for townhouse-condo properties. Pending Sales increased 32.6 percent for single family homes and 11.1 percent for townhouse-condo properties.

The Median Sales Price was up 14.6 percent to \$299,000 for single family homes but decreased 6.0 percent to \$249,900 for townhouse-condo properties. Days on Market increased 8.1 percent for single family homes but decreased 61.3 percent for townhouse-condo properties.

The most recent data from the National Association of REALTORS® reports the median single-family existing home sales price rose 16% in the third quarter of this year to \$363,700, with all four regions of the country experiencing double-digit price growth. In new construction, builder confidence increased in November, surpassing analyst expectations and rising to 83 on the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), the highest level since spring, despite persistent labor and supply chain challenges and a shortage of available lots.

Activity Snapshot

- 16.6% **+ 12.6%** **+ 11.7%**

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
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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	11-2020	11-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		255	301	+ 18.0%	3,200	3,622	+ 13.2%
Pending Sales		227	301	+ 32.6%	2,870	2,974	+ 3.6%
Sold Listings		262	217	- 17.2%	2,730	2,814	+ 3.1%
Median Sales Price		\$261,000	\$299,000	+ 14.6%	\$235,000	\$284,900	+ 21.2%
Avg. Sales Price		\$268,188	\$306,632	+ 14.3%	\$240,853	\$295,866	+ 22.8%
Pct. of List Price Received		99.8%	99.3%	- 0.5%	99.0%	100.8%	+ 1.8%
Days on Market		62	67	+ 8.1%	71	64	- 9.9%
Affordability Index		155	133	- 14.2%	172	140	- 18.6%
Active Listings		305	349	+ 14.4%	--	--	--
Months Supply		1.2	1.4	+ 16.7%	--	--	--

Townhouse-Condo Market Overview

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

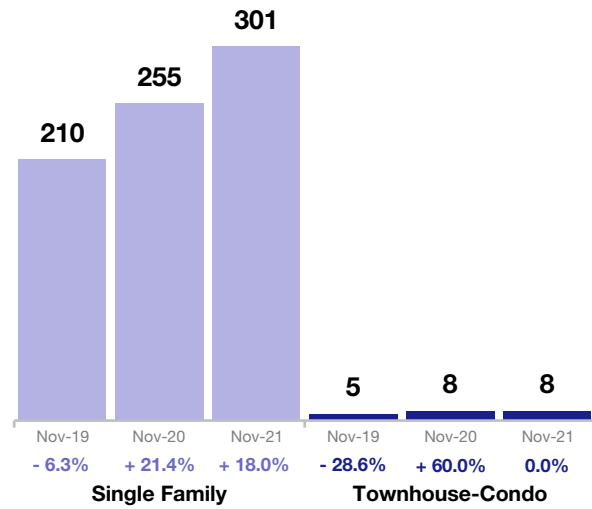


Key Metrics	Historical Sparkbars	11-2020	11-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		8	8	0.0%	132	123	- 6.8%
Pending Sales		9	10	+ 11.1%	124	117	- 5.6%
Sold Listings		9	9	0.0%	118	120	+ 1.7%
Median Sales Price		\$265,803	\$249,900	- 6.0%	\$220,500	\$235,000	+ 6.6%
Avg. Sales Price		\$243,045	\$253,533	+ 4.3%	\$213,384	\$242,554	+ 13.7%
Pct. of List Price Received		100.3%	100.3%	0.0%	99.0%	100.4%	+ 1.4%
Days on Market		119	46	- 61.3%	77	63	- 18.2%
Affordability Index		152	159	+ 4.6%	183	169	- 7.7%
Active Listings		12	5	- 58.3%	--	--	--
Months Supply		1.1	0.5	- 54.5%	--	--	--

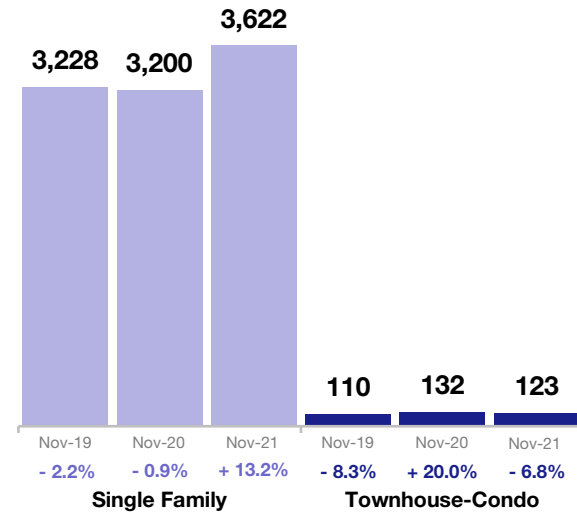
New Listings



November

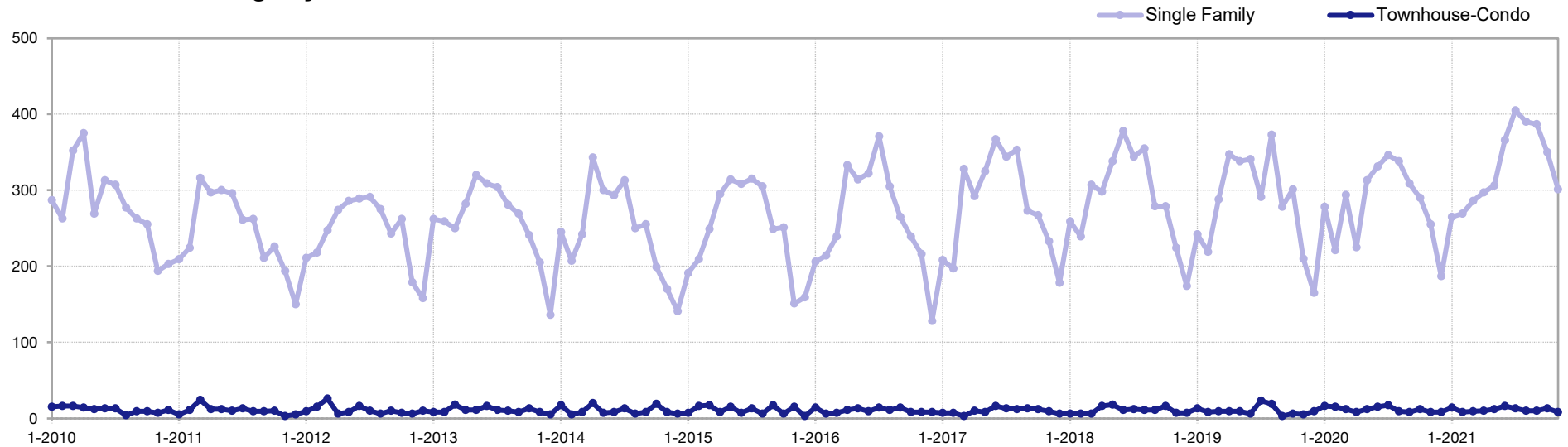


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2020	187	+13.3%	8	-11.1%
Jan-2021	265	-4.7%	14	-12.5%
Feb-2021	269	+21.7%	8	-46.7%
Mar-2021	286	-2.7%	9	-25.0%
Apr-2021	297	+32.0%	10	+25.0%
May-2021	306	-2.2%	12	0.0%
Jun-2021	366	+10.6%	16	+6.7%
Jul-2021	405	+17.1%	13	-23.5%
Aug-2021	390	+15.4%	10	+11.1%
Sep-2021	387	+25.2%	10	+25.0%
Oct-2021	350	+20.7%	13	+8.3%
Nov-2021	301	+18.0%	8	0.0%

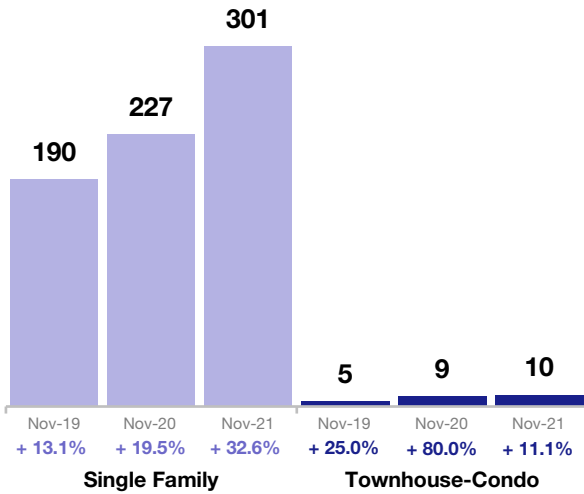
Historical New Listings by Month



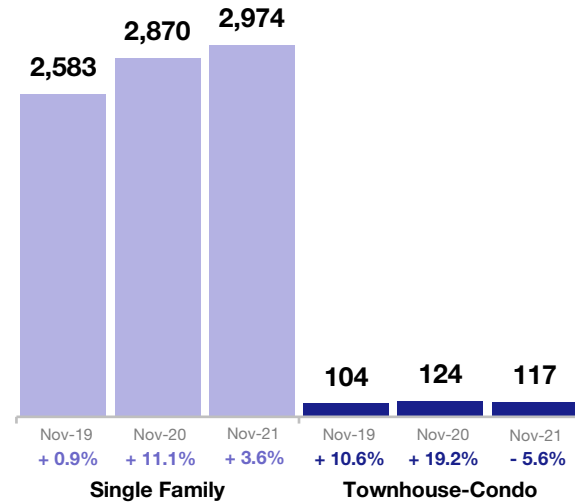
Pending Sales



November

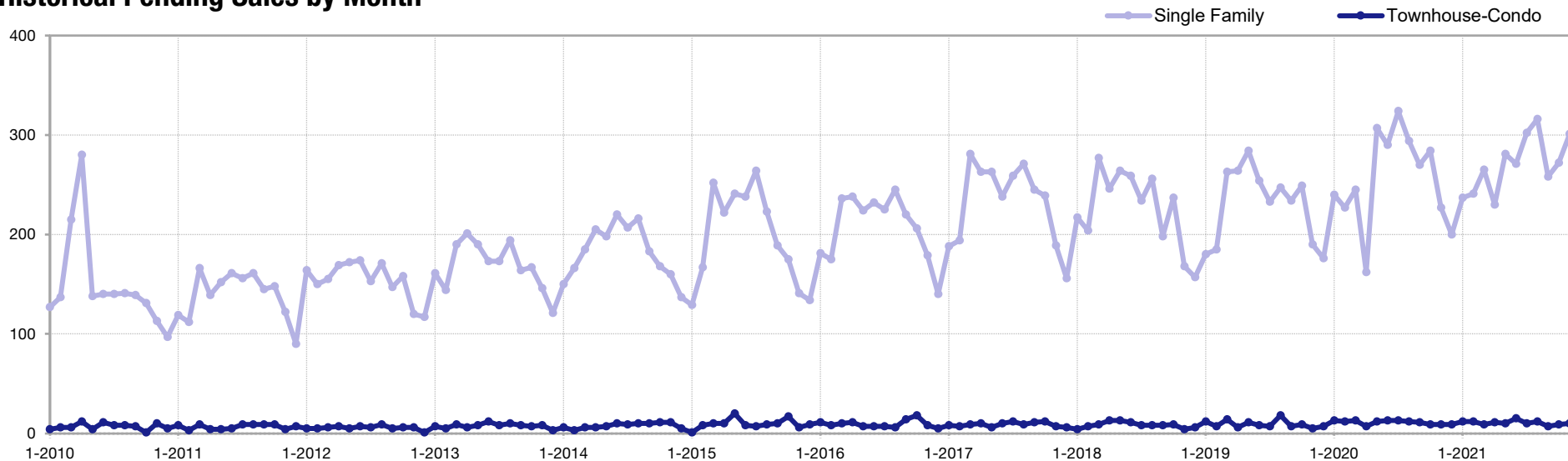


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2020	200	+13.6%	9	+28.6%
Jan-2021	237	-1.3%	12	-7.7%
Feb-2021	241	+6.2%	12	0.0%
Mar-2021	265	+8.2%	9	-30.8%
Apr-2021	230	+42.0%	11	+57.1%
May-2021	281	-8.5%	10	-16.7%
Jun-2021	271	-6.6%	15	+15.4%
Jul-2021	302	-6.8%	10	-23.1%
Aug-2021	316	+7.5%	12	0.0%
Sep-2021	258	-4.4%	7	-36.4%
Oct-2021	272	-4.2%	9	0.0%
Nov-2021	301	+32.6%	10	+11.1%

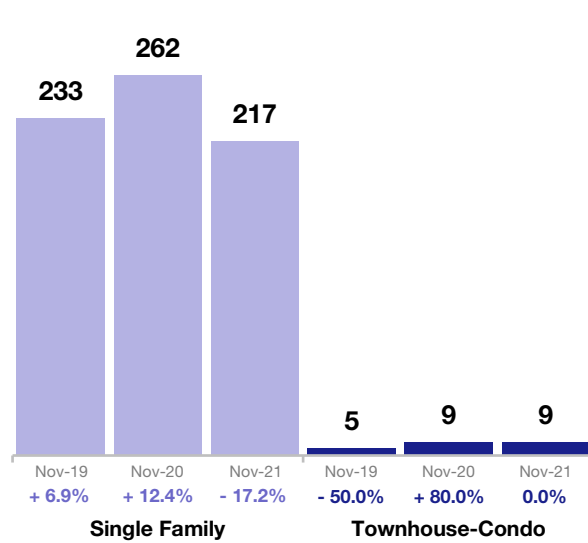
Historical Pending Sales by Month



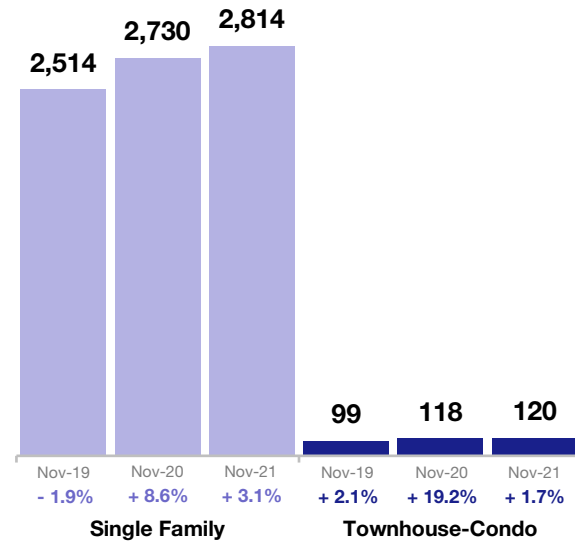
Sold Listings



November

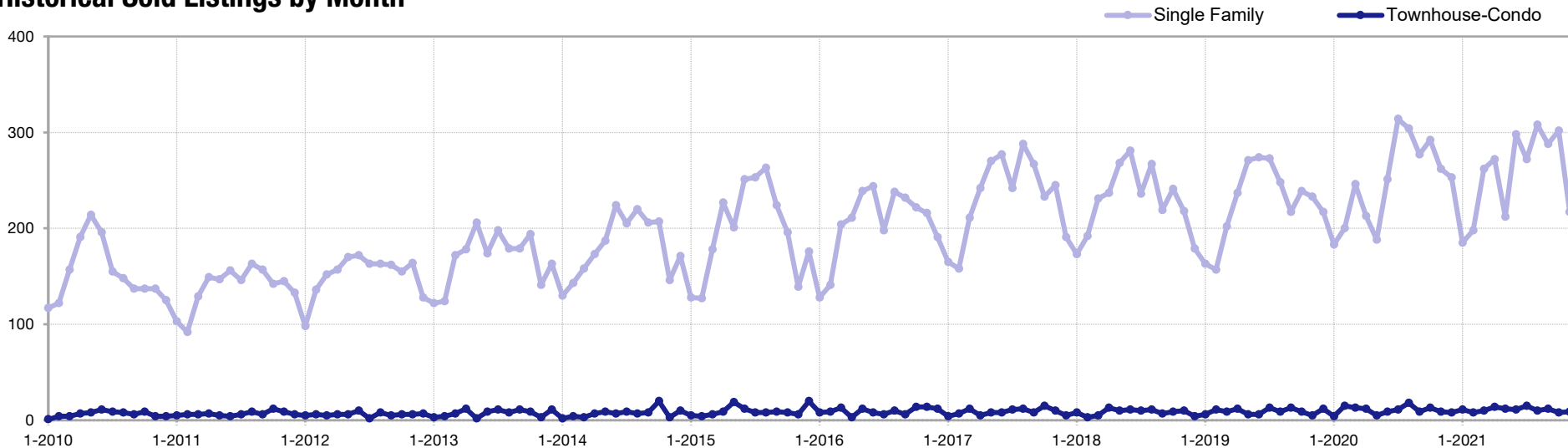


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2020	253	+16.6%	8	-33.3%
Jan-2021	185	+1.1%	11	+175.0%
Feb-2021	198	-1.0%	8	-46.7%
Mar-2021	262	+6.5%	10	-23.1%
Apr-2021	272	+27.7%	14	+16.7%
May-2021	212	+12.8%	12	+140.0%
Jun-2021	298	+18.7%	11	+22.2%
Jul-2021	272	-13.4%	15	+36.4%
Aug-2021	308	+1.3%	10	-44.4%
Sep-2021	288	+4.0%	12	+33.3%
Oct-2021	302	+3.4%	8	-38.5%
Nov-2021	217	-17.2%	9	0.0%

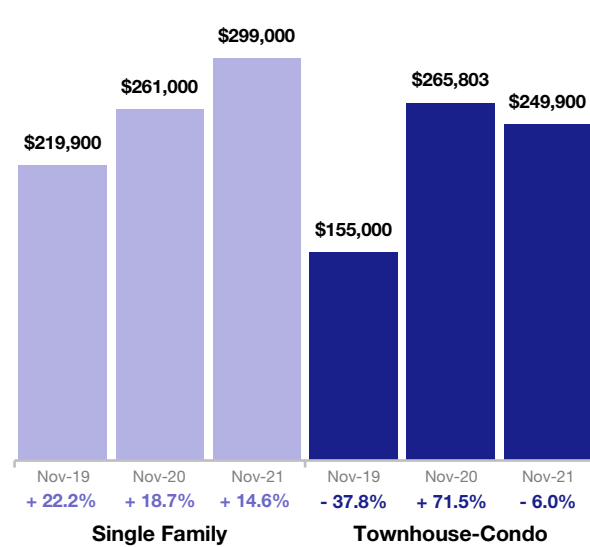
Historical Sold Listings by Month



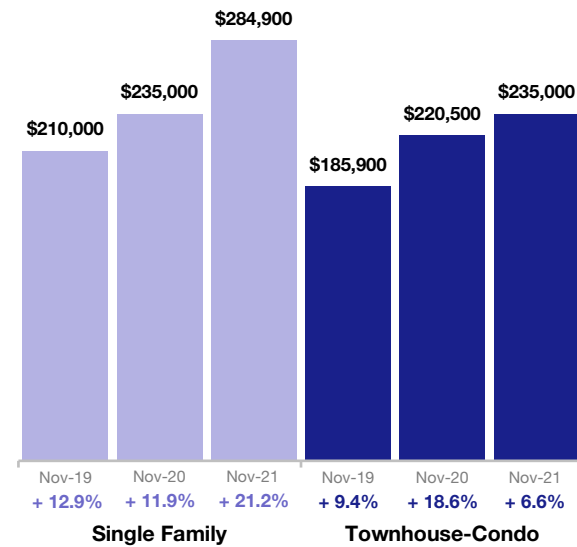
Median Sales Price



November

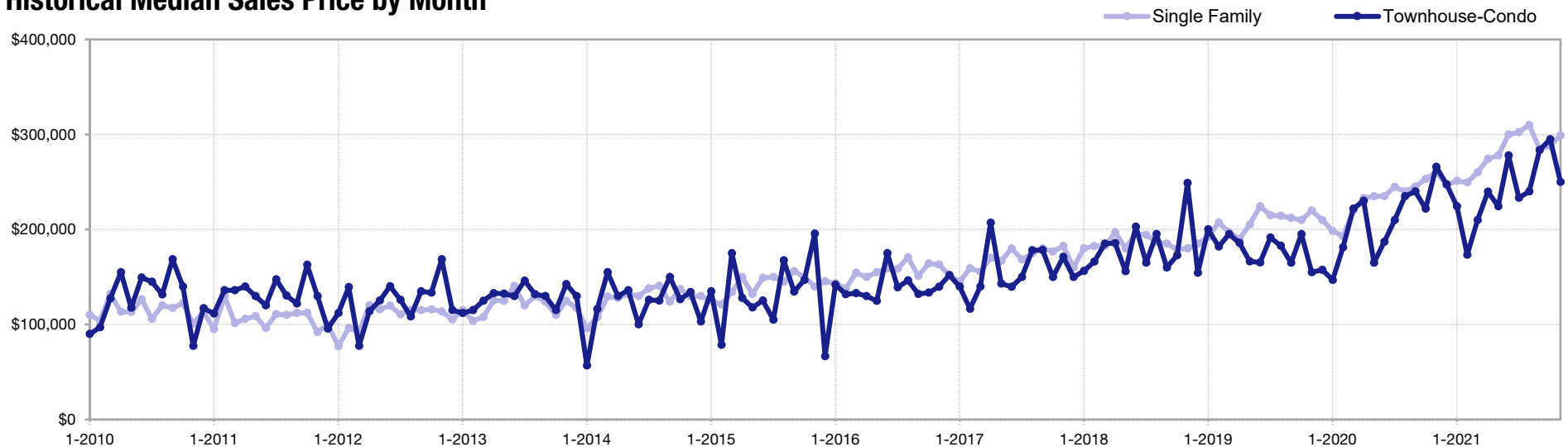


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2020	\$246,700	+17.5%	\$247,450	+57.1%
Jan-2021	\$251,000	+26.5%	\$224,500	+53.0%
Feb-2021	\$249,510	+29.3%	\$173,450	-4.2%
Mar-2021	\$260,000	+18.3%	\$209,950	-5.4%
Apr-2021	\$274,390	+17.8%	\$239,750	+4.1%
May-2021	\$278,000	+18.3%	\$224,500	+36.1%
Jun-2021	\$300,000	+27.7%	\$278,000	+48.7%
Jul-2021	\$302,500	+23.5%	\$233,200	+11.0%
Aug-2021	\$310,000	+29.2%	\$240,000	+2.1%
Sep-2021	\$284,950	+16.3%	\$283,450	+18.2%
Oct-2021	\$288,000	+13.8%	\$295,000	+32.9%
Nov-2021	\$299,000	+14.6%	\$249,900	-6.0%

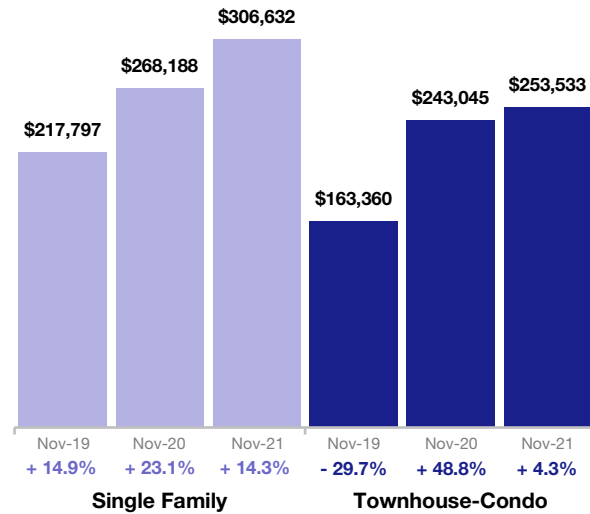
Historical Median Sales Price by Month



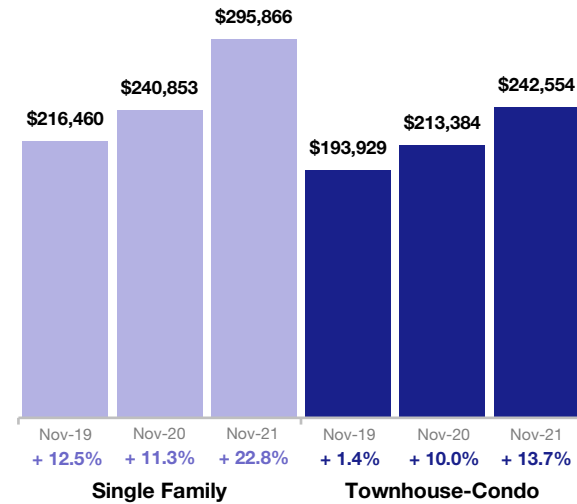
Average Sales Price



November

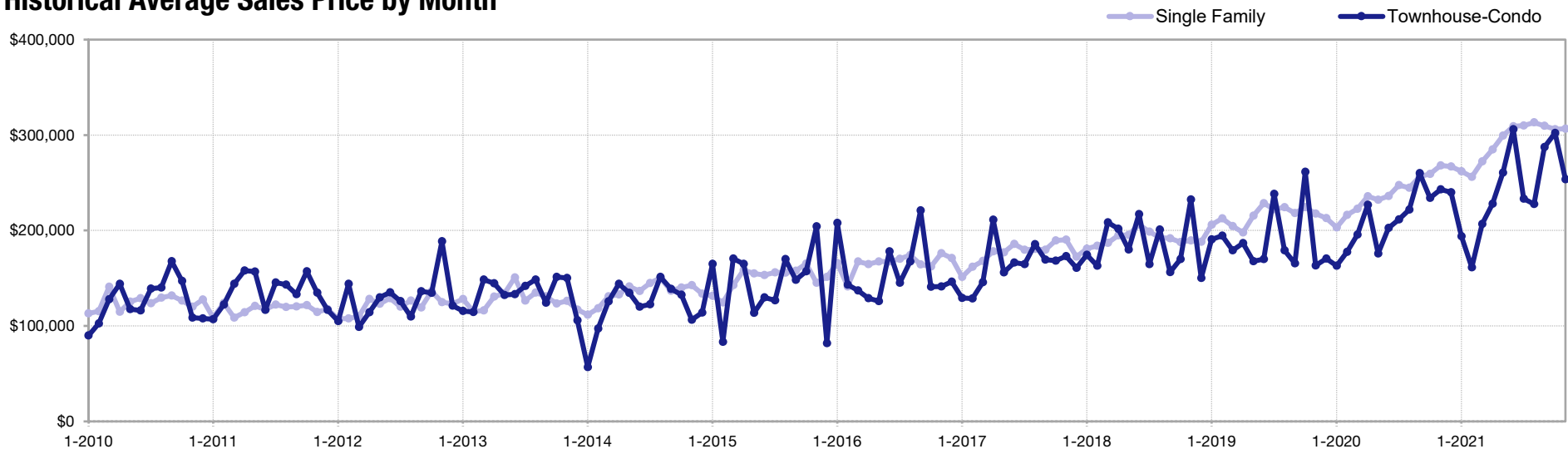


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2020	\$266,941	+25.4%	\$240,084	+40.7%
Jan-2021	\$262,111	+29.0%	\$194,092	+19.0%
Feb-2021	\$256,207	+18.4%	\$161,463	-9.0%
Mar-2021	\$272,383	+22.3%	\$206,815	+5.7%
Apr-2021	\$284,869	+20.7%	\$227,939	+0.4%
May-2021	\$299,280	+28.8%	\$260,574	+48.1%
Jun-2021	\$309,240	+31.0%	\$306,038	+51.0%
Jul-2021	\$310,089	+25.3%	\$233,429	+10.3%
Aug-2021	\$313,207	+27.9%	\$227,765	+2.6%
Sep-2021	\$309,559	+20.8%	\$287,399	+10.6%
Oct-2021	\$305,975	+18.0%	\$302,188	+29.0%
Nov-2021	\$306,632	+14.3%	\$253,533	+4.3%

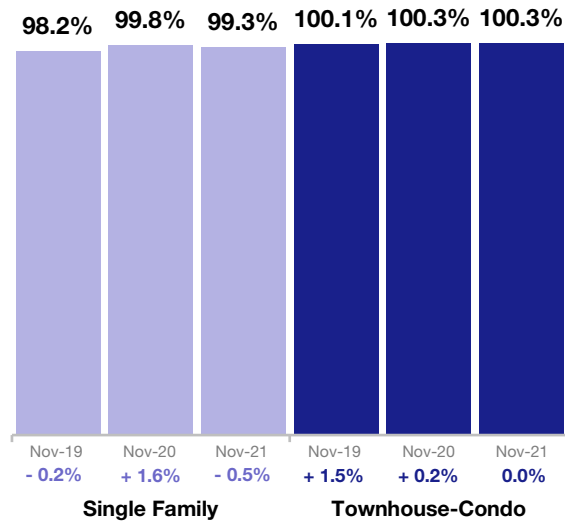
Historical Average Sales Price by Month



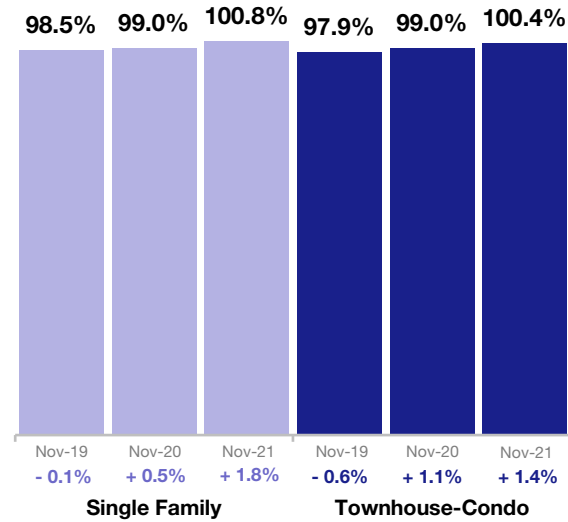
Percent of List Price Received



November

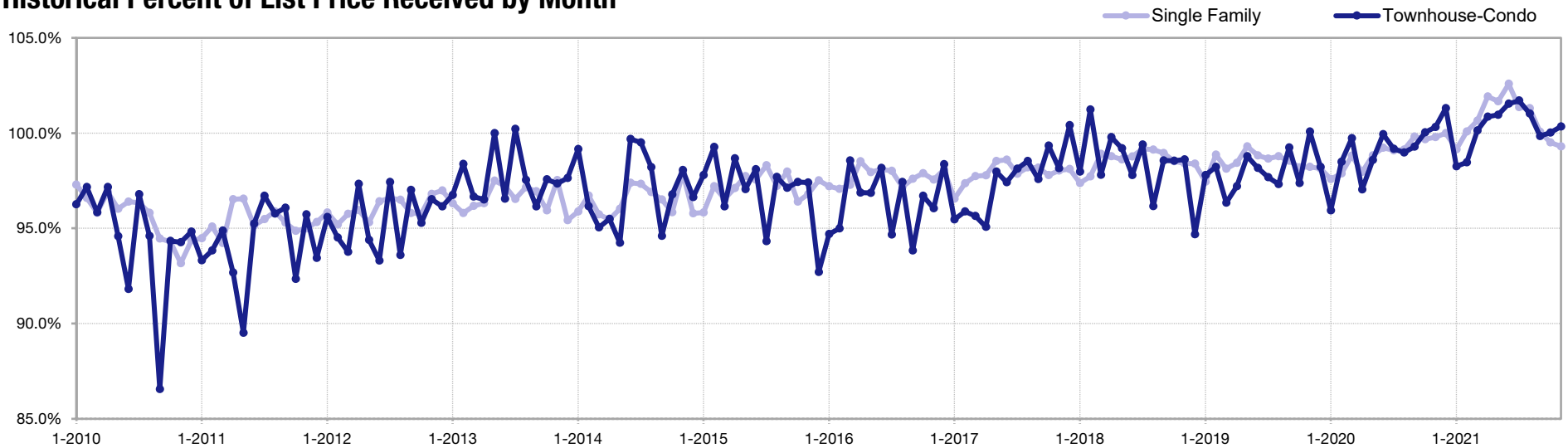


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2020	100.0%	+1.9%	101.3%	+3.2%
Jan-2021	99.1%	+1.5%	98.3%	+2.5%
Feb-2021	100.1%	+2.2%	98.5%	0.0%
Mar-2021	100.6%	+1.8%	100.1%	+0.4%
Apr-2021	101.9%	+4.0%	100.9%	+4.0%
May-2021	101.7%	+2.9%	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	100.1%	+0.3%	99.8%	+0.5%
Oct-2021	99.5%	-0.2%	100.0%	0.0%
Nov-2021	99.3%	-0.5%	100.3%	0.0%

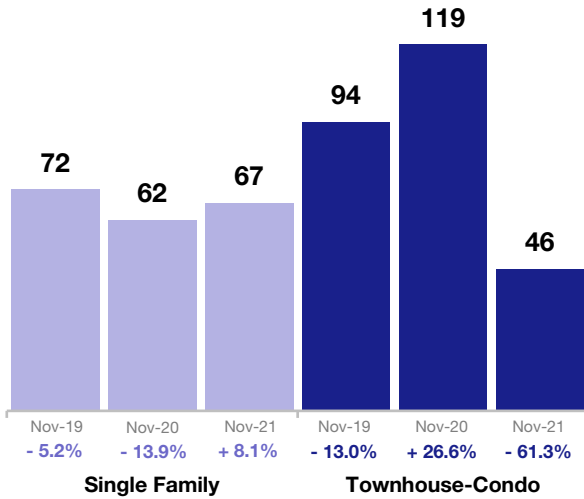
Historical Percent of List Price Received by Month



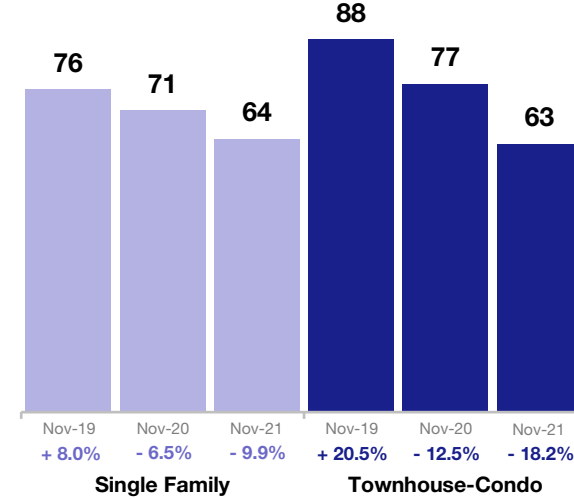
Days on Market Until Sale



November

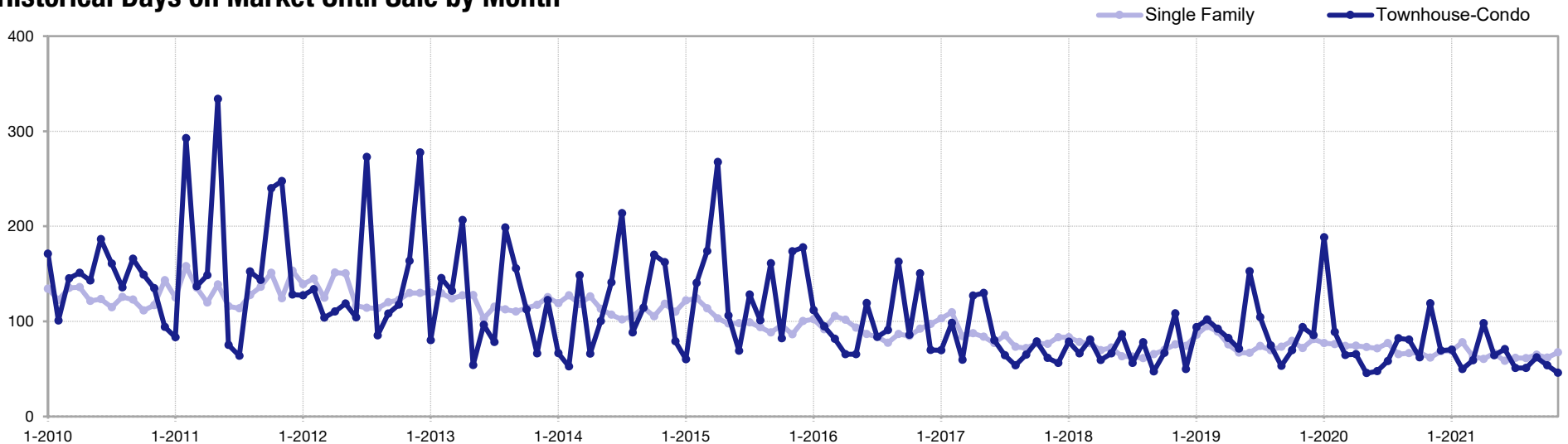


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2020	68	-16.0%	69	-19.8%
Jan-2021	69	-10.4%	70	-63.0%
Feb-2021	78	+2.6%	50	-43.8%
Mar-2021	63	-14.9%	59	-9.2%
Apr-2021	60	-18.9%	98	+48.5%
May-2021	67	-8.2%	64	+39.1%
Jun-2021	58	-18.3%	71	+47.9%
Jul-2021	62	-19.5%	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	67	+8.1%	46	-61.3%

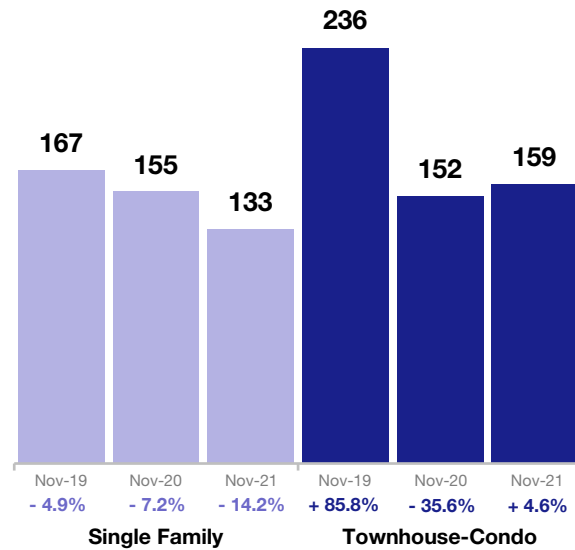
Historical Days on Market Until Sale by Month



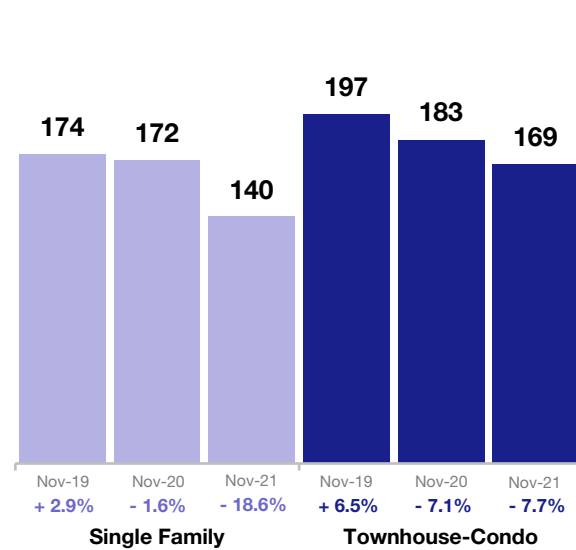
Housing Affordability Index



November

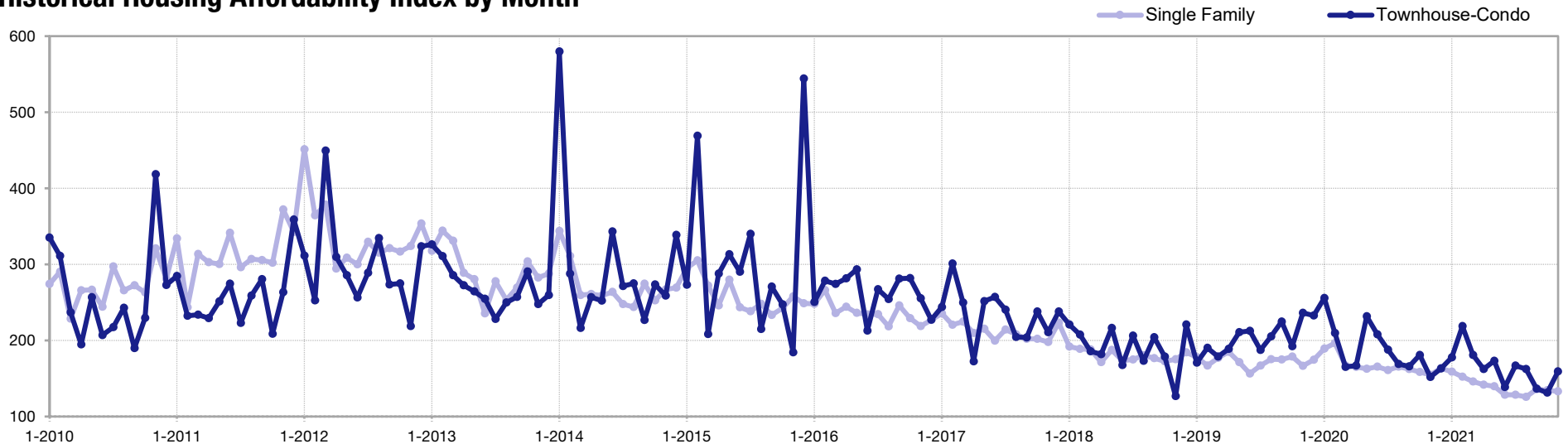


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2020	163	-6.9%	163	-30.0%
Jan-2021	159	-15.9%	177	-30.9%
Feb-2021	152	-22.8%	219	+4.3%
Mar-2021	146	-12.6%	181	+9.7%
Apr-2021	142	-13.9%	162	-3.0%
May-2021	140	-14.1%	173	-25.4%
Jun-2021	129	-21.8%	139	-33.2%
Jul-2021	129	-19.9%	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	133	-14.2%	159	+4.6%

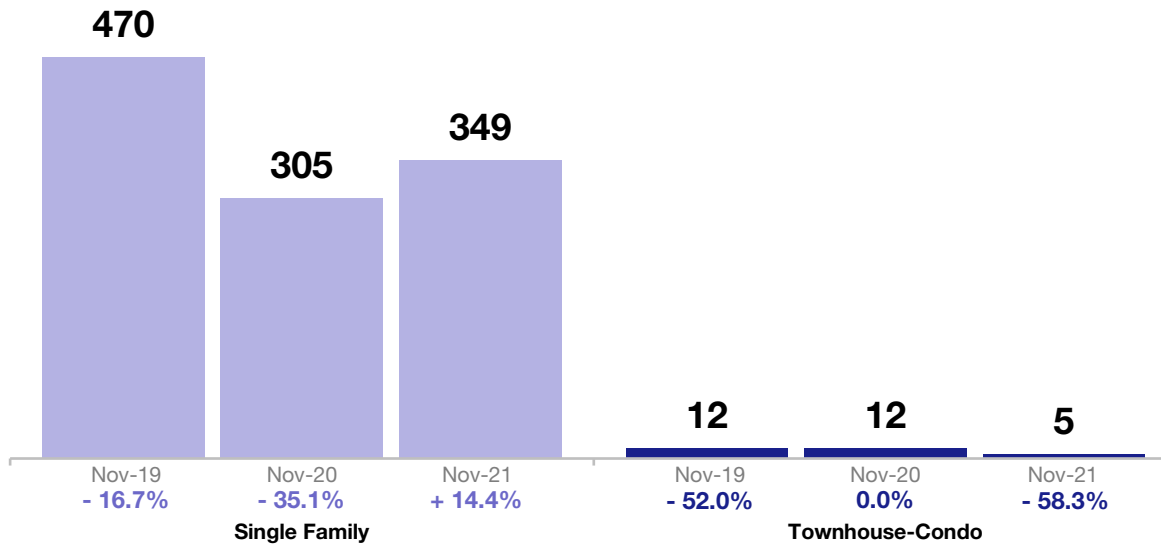
Historical Housing Affordability Index by Month



Inventory of Active Listings

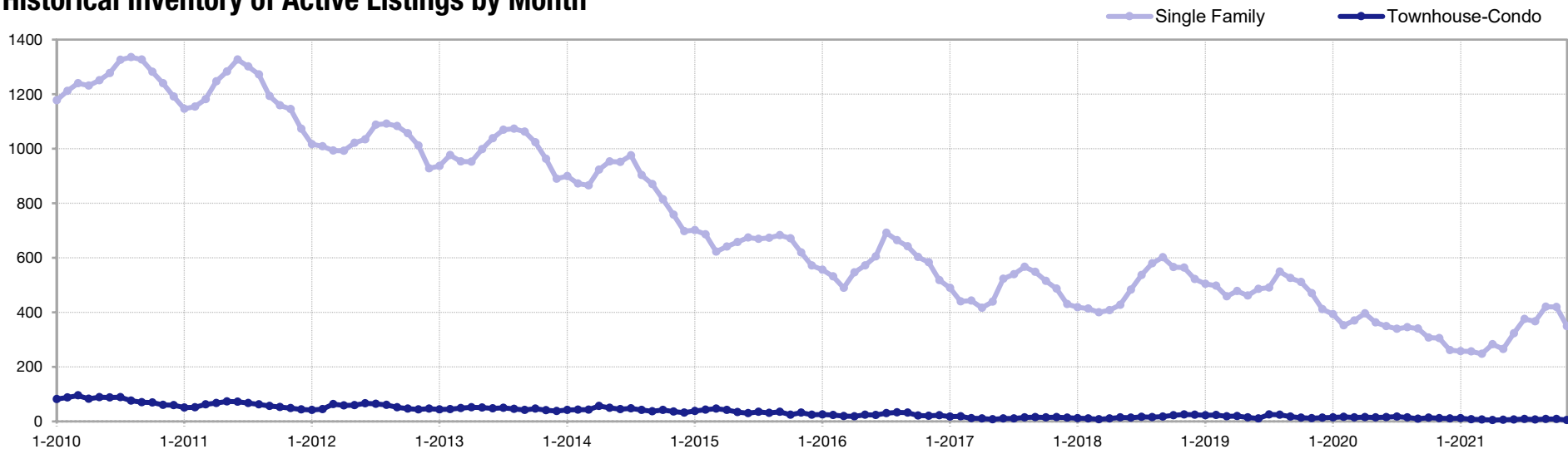


November



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2020	261	-36.7%	11	-15.4%
Jan-2021	257	-34.6%	12	-14.3%
Feb-2021	256	-27.3%	8	-50.0%
Mar-2021	248	-33.0%	7	-50.0%
Apr-2021	283	-28.5%	5	-66.7%
May-2021	265	-27.0%	6	-57.1%
Jun-2021	323	-7.4%	7	-53.3%
Jul-2021	375	+10.6%	9	-47.1%
Aug-2021	367	+6.4%	7	-50.0%
Sep-2021	420	+23.5%	9	-10.0%
Oct-2021	419	+36.5%	9	-30.8%
Nov-2021	349	+14.4%	5	-58.3%

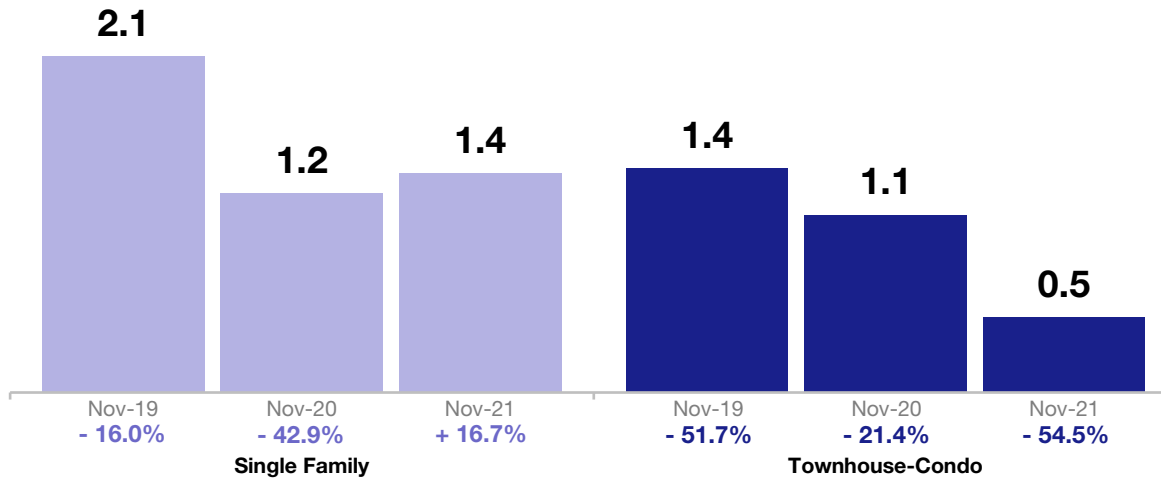
Historical Inventory of Active Listings by Month



Months Supply of Inventory

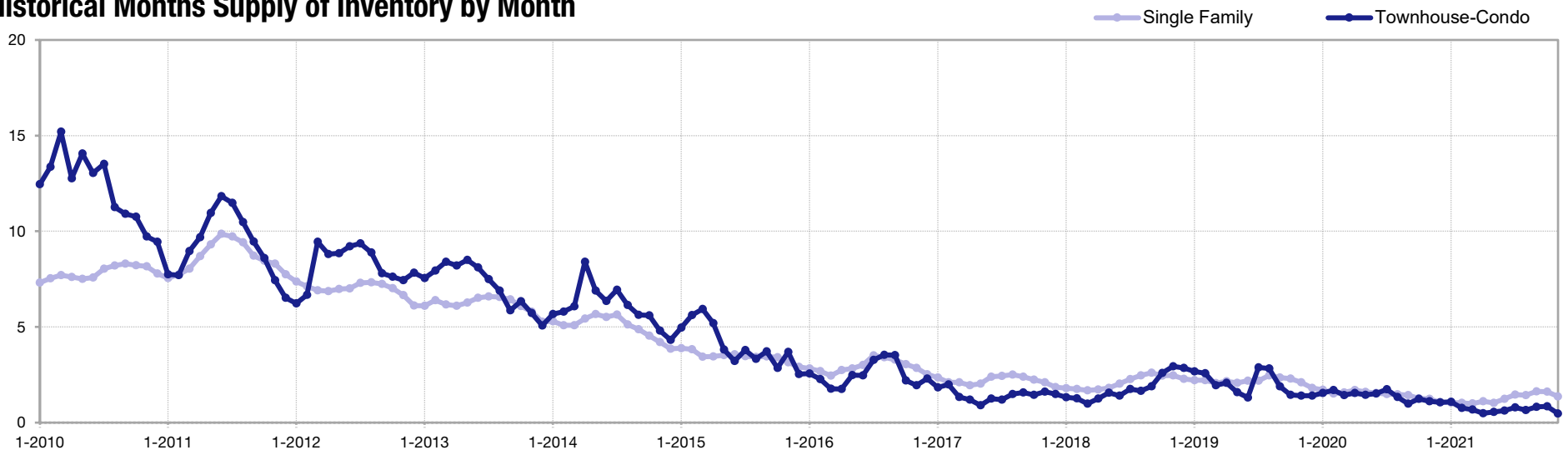


November



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2020	1.0	-44.4%	1.0	-28.6%
Jan-2021	1.0	-41.2%	1.1	-26.7%
Feb-2021	1.0	-33.3%	0.8	-52.9%
Mar-2021	1.0	-37.5%	0.7	-50.0%
Apr-2021	1.1	-35.3%	0.5	-66.7%
May-2021	1.0	-37.5%	0.5	-64.3%
Jun-2021	1.2	-20.0%	0.6	-60.0%
Jul-2021	1.5	0.0%	0.8	-52.9%
Aug-2021	1.4	-6.7%	0.6	-53.8%
Sep-2021	1.6	+14.3%	0.8	-20.0%
Oct-2021	1.6	+23.1%	0.8	-33.3%
Nov-2021	1.4	+16.7%	0.5	-54.5%

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.



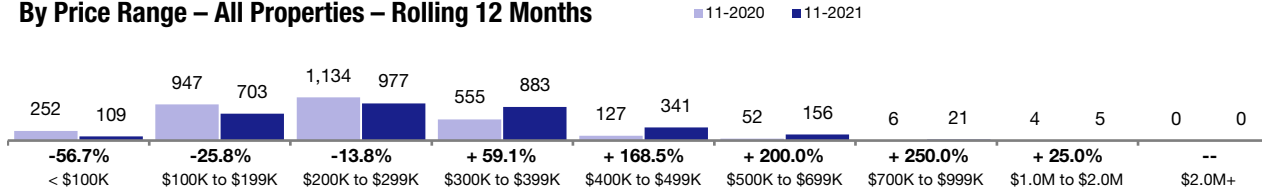
Key Metrics	Historical Sparkbars	11-2020	11-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		263	309	+ 17.5%	3,332	3,745	+ 12.4%
Pending Sales		236	311	+ 31.8%	2,994	3,091	+ 3.2%
Sold Listings		271	226	- 16.6%	2,848	2,934	+ 3.0%
Median Sales Price		\$262,000	\$295,000	+ 12.6%	\$235,000	\$280,000	+ 19.1%
Avg. Sales Price		\$267,353	\$304,517	+ 13.9%	\$239,715	\$293,685	+ 22.5%
Pct. of List Price Received		99.8%	99.3%	- 0.5%	99.0%	100.8%	+ 1.8%
Days on Market		64	67	+ 4.7%	71	64	- 9.9%
Affordability Index		154	135	- 12.3%	172	142	- 17.4%
Active Listings		317	354	+ 11.7%	--	--	--
Months Supply		1.2	1.3	+ 8.3%	--	--	--

Sold Listings

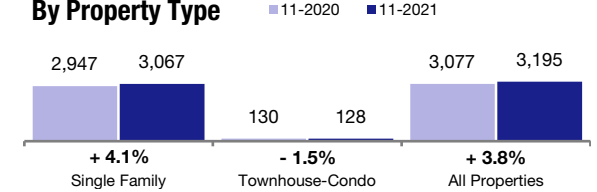
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	11-2020	11-2021	Change	11-2020	11-2021	Change
\$99,999 and Below	247	105	-57.5%	5	4	-20.0%
\$100,000 to \$199,999	895	669	-25.3%	52	34	-34.6%
\$200,000 to \$299,999	1,074	908	-15.5%	60	69	+15.0%
\$300,000 to \$399,999	543	865	+59.3%	12	18	+50.0%
\$400,000 to \$499,999	126	340	+169.8%	1	1	0.0%
\$500,000 to \$699,999	52	156	+200.0%	0	0	--
\$700,000 to \$999,999	6	19	+216.7%	0	2	--
\$1,000,000 to \$1,999,999	4	5	+25.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,947	3,067	+4.1%	130	128	-1.5%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	10-2021	11-2021	Change	10-2021	11-2021	Change
\$99,999 and Below	11	3	-72.7%	0	0	--
\$100,000 to \$199,999	54	38	-29.6%	0	1	--
\$200,000 to \$299,999	92	68	-26.1%	4	5	+25.0%
\$300,000 to \$399,999	87	64	-26.4%	4	3	-25.0%
\$400,000 to \$499,999	35	31	-11.4%	0	0	--
\$500,000 to \$699,999	20	11	-45.0%	0	0	--
\$700,000 to \$999,999	2	2	0.0%	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	302	217	-28.1%	8	9	+12.5%

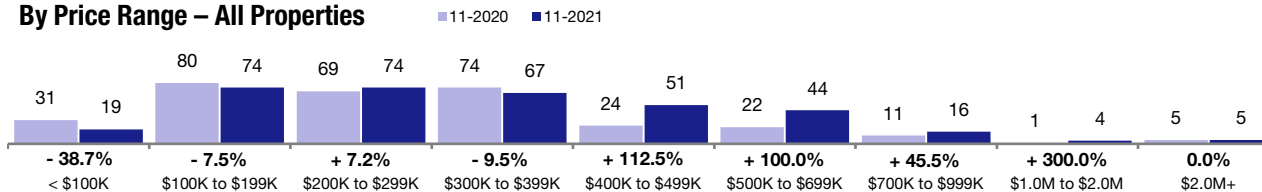
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	11-2020	11-2021	Change	11-2020	11-2021	Change
\$99,999 and Below	223	93	-58.3%	5	4	-20.0%
\$100,000 to \$199,999	816	590	-27.7%	43	31	-27.9%
\$200,000 to \$299,999	992	833	-16.0%	57	65	+14.0%
\$300,000 to \$399,999	521	805	+54.5%	12	17	+41.7%
\$400,000 to \$499,999	121	322	+166.1%	1	1	0.0%
\$500,000 to \$699,999	47	150	+219.1%	0	0	--
\$700,000 to \$999,999	6	17	+183.3%	0	2	--
\$1,000,000 to \$1,999,999	4	4	0.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,730	2,814	+3.1%	118	120	+1.7%

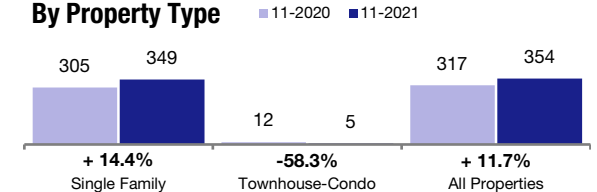
Inventory of Active Listings

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		
	11-2020	11-2021	Change	11-2020	11-2021	Change
\$99,999 and Below	30	19	-36.7%	1	0	-100.0%
\$100,000 to \$199,999	79	73	-7.6%	1	1	0.0%
\$200,000 to \$299,999	65	73	+12.3%	4	1	-75.0%
\$300,000 to \$399,999	71	66	-7.0%	3	1	-66.7%
\$400,000 to \$499,999	22	50	+127.3%	2	1	-50.0%
\$500,000 to \$699,999	22	44	+100.0%	0	0	--
\$700,000 to \$999,999	10	15	+50.0%	1	1	0.0%
\$1,000,000 to \$1,999,999	1	4	+300.0%	0	0	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
All Price Ranges	305	349	+14.4%	12	5	-58.3%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	10-2021	11-2021	Change	10-2021	11-2021	Change
\$99,999 and Below	18	19	+5.6%	0	0	--
\$100,000 to \$199,999	86	73	-15.1%	2	1	-50.0%
\$200,000 to \$299,999	107	73	-31.8%	5	1	-80.0%
\$300,000 to \$399,999	82	66	-19.5%	0	1	--
\$400,000 to \$499,999	60	50	-16.7%	1	1	0.0%
\$500,000 to \$699,999	39	44	+12.8%	0	0	--
\$700,000 to \$999,999	17	15	-11.8%	1	1	0.0%
\$1,000,000 to \$1,999,999	5	4	-20.0%	0	0	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
All Price Ranges	419	349	-16.7%	9	5	-44.4%

Year to Date

By Price Range	Single Family			Townhouse-Condo		
	11-2020	11-2021	Change	11-2020	11-2021	Change
\$99,999 and Below	223	93	-58.3%	5	4	-20.0%
\$100,000 to \$199,999	816	590	-27.7%	43	31	-27.9%
\$200,000 to \$299,999	992	833	-16.0%	57	65	+14.0%
\$300,000 to \$399,999	521	805	+54.5%	12	17	+41.7%
\$400,000 to \$499,999	121	322	+166.1%	1	1	0.0%
\$500,000 to \$699,999	47	150	+219.1%	0	0	--
\$700,000 to \$999,999	6	17	+183.3%	0	2	--
\$1,000,000 to \$1,999,999	4	4	0.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,730	2,814	+3.1%	118	120	+1.7%

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



New Listings	A measure of how much new supply is coming onto the market from sellers.
Pending Sales	A count of all the listings that went into pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
Inventory of Active Listings	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Months Supply of Inventory	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.

Local Market Update for November 2021

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Pueblo County

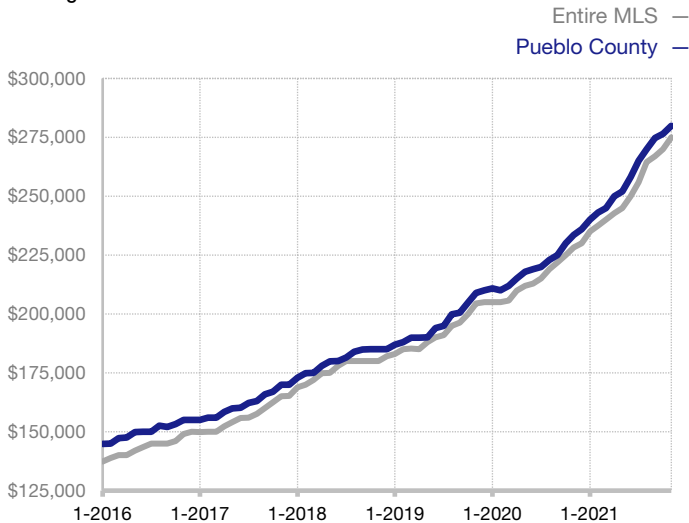
Single Family Key Metrics	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
New Listings	254	297	+ 16.9%	3,185	3,556	+ 11.6%
Sold Listings	260	213	- 18.1%	2,703	2,779	+ 2.8%
Median Sales Price*	\$260,000	\$295,000	+ 13.5%	\$235,000	\$282,750	+ 20.3%
Average Sales Price*	\$265,885	\$303,047	+ 14.0%	\$239,941	\$295,258	+ 23.1%
Percent of List Price Received*	99.8%	99.4%	- 0.4%	99.0%	100.8%	+ 1.8%
Days on Market Until Sale	62	68	+ 9.7%	71	64	- 9.9%
Inventory of Homes for Sale	300	331	+ 10.3%	--	--	--
Months Supply of Inventory	1.2	1.3	+ 8.3%	--	--	--

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

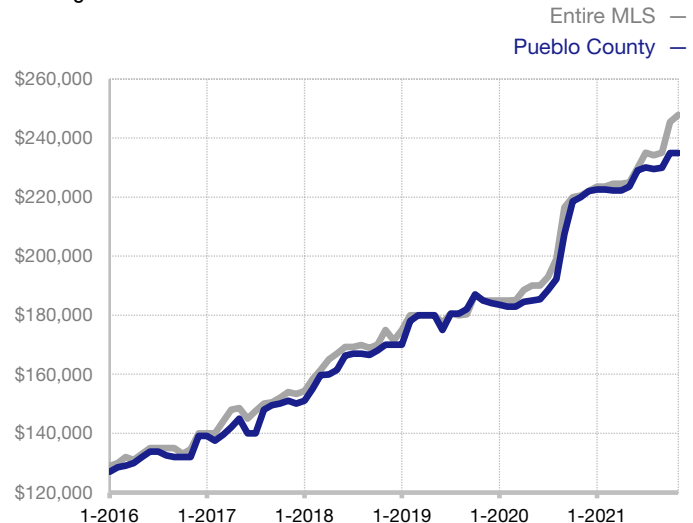
Townhouse/Condo Key Metrics	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
New Listings	8	8	0.0%	129	120	- 7.0%
Sold Listings	8	9	+ 12.5%	115	116	+ 0.9%
Median Sales Price*	\$266,152	\$249,900	- 6.1%	\$221,000	\$235,000	+ 6.3%
Average Sales Price*	\$247,175	\$253,533	+ 2.6%	\$213,760	\$238,552	+ 11.6%
Percent of List Price Received*	100.4%	100.3%	- 0.1%	99.0%	100.5%	+ 1.5%
Days on Market Until Sale	125	46	- 63.2%	78	64	- 17.9%
Inventory of Homes for Sale	12	5	- 58.3%	--	--	--
Months Supply of Inventory	1.1	0.5	- 54.5%	--	--	--

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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 November 2021

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Fowler

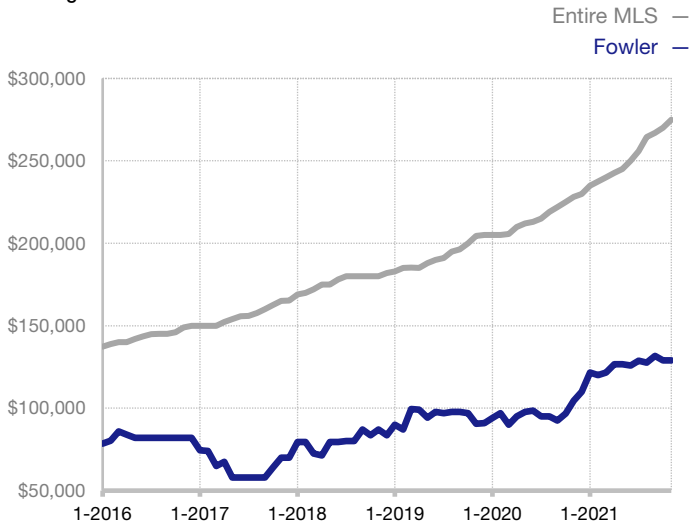
Single Family	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
Key Metrics						
New Listings	5	6	+ 20.0%	27	46	+ 70.4%
Sold Listings	2	2	0.0%	19	38	+ 100.0%
Median Sales Price*	\$95,750	\$79,500	- 17.0%	\$110,000	\$132,000	+ 20.0%
Average Sales Price*	\$95,750	\$79,500	- 17.0%	\$130,605	\$164,516	+ 26.0%
Percent of List Price Received*	97.1%	83.7%	- 13.8%	96.3%	97.8%	+ 1.6%
Days on Market Until Sale	70	34	- 51.4%	105	77	- 26.7%
Inventory of Homes for Sale	11	5	- 54.5%	--	--	--
Months Supply of Inventory	6.1	1.5	- 75.4%	--	--	--

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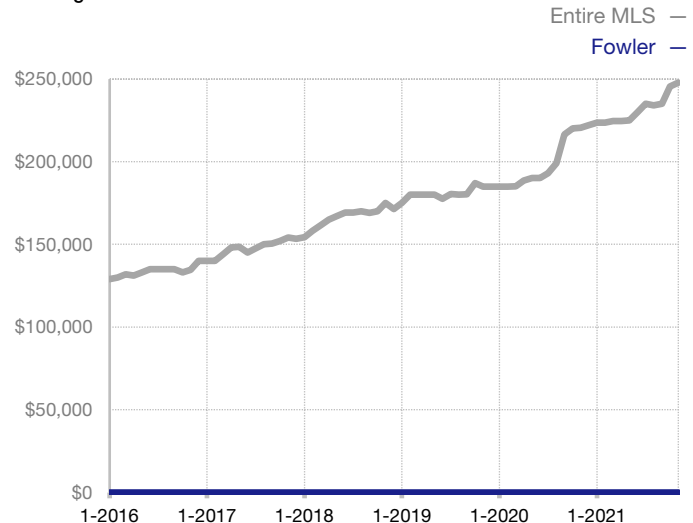
Townhouse/Condo	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for November 2021

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Huerfano County

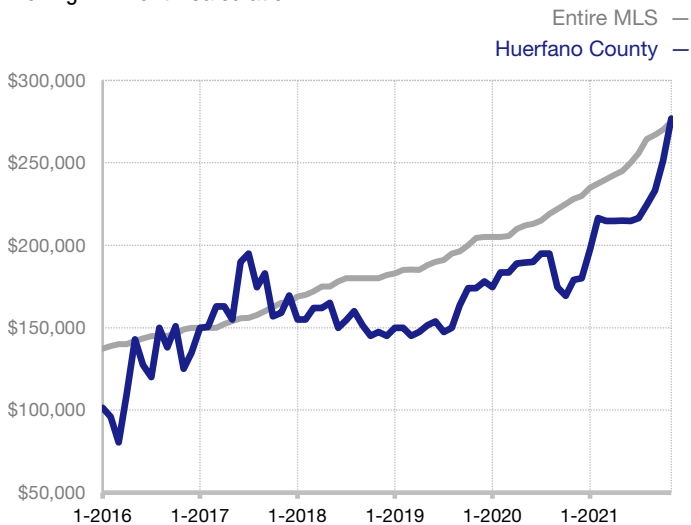
Single Family	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
Key Metrics						
New Listings	9	11	+ 22.2%	124	135	+ 8.9%
Sold Listings	12	11	- 8.3%	82	114	+ 39.0%
Median Sales Price*	\$252,500	\$303,450	+ 20.2%	\$179,000	\$288,000	+ 60.9%
Average Sales Price*	\$321,183	\$330,940	+ 3.0%	\$279,012	\$303,612	+ 8.8%
Percent of List Price Received*	94.5%	98.3%	+ 4.0%	93.0%	95.6%	+ 2.8%
Days on Market Until Sale	152	109	- 28.3%	168	153	- 8.9%
Inventory of Homes for Sale	56	34	- 39.3%	--	--	--
Months Supply of Inventory	7.6	3.3	- 56.6%	--	--	--

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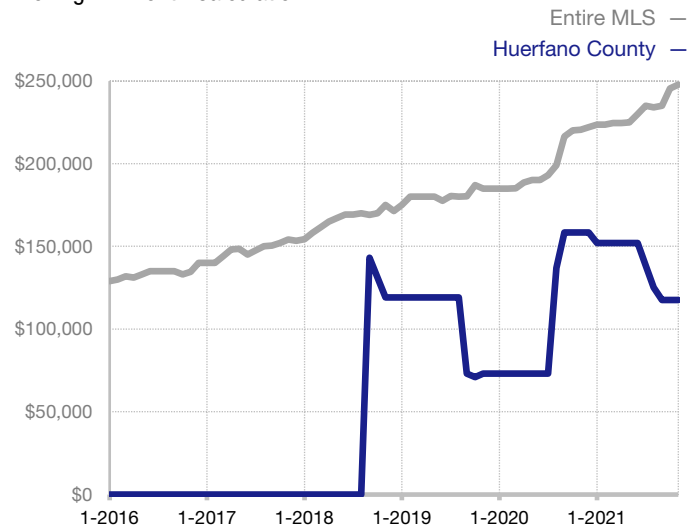
Townhouse/Condo	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	4	1	- 75.0%
Sold Listings	0	0	--	4	2	- 50.0%
Median Sales Price*	\$0	\$0	--	\$158,490	\$117,500	- 25.9%
Average Sales Price*	\$0	\$0	--	\$160,970	\$117,500	- 27.0%
Percent of List Price Received*	0.0%	0.0%	--	101.8%	94.0%	- 7.7%
Days on Market Until Sale	0	0	--	76	41	- 46.1%
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



Local Market Update for November 2021

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La Junta

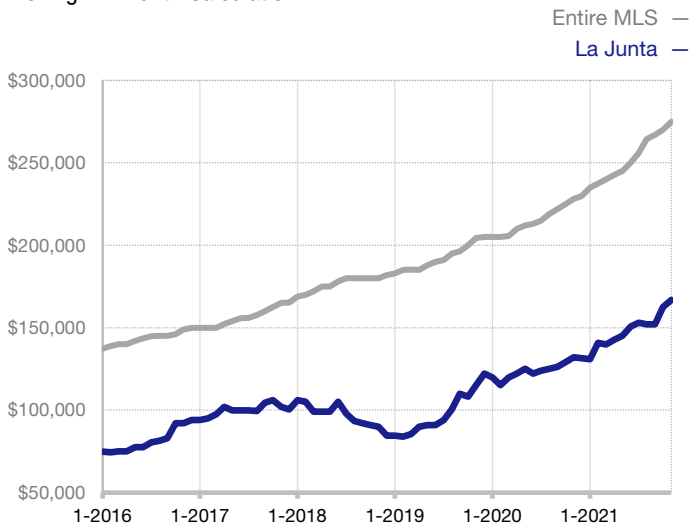
Single Family	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
Key Metrics						
New Listings	6	9	+ 50.0%	91	99	+ 8.8%
Sold Listings	5	11	+ 120.0%	79	82	+ 3.8%
Median Sales Price*	\$192,000	\$180,000	- 6.3%	\$132,000	\$168,000	+ 27.3%
Average Sales Price*	\$173,805	\$212,264	+ 22.1%	\$142,654	\$182,133	+ 27.7%
Percent of List Price Received*	94.3%	94.9%	+ 0.6%	98.2%	96.5%	- 1.7%
Days on Market Until Sale	77	81	+ 5.2%	107	88	- 17.8%
Inventory of Homes for Sale	21	18	- 14.3%	--	--	--
Months Supply of Inventory	2.8	2.4	- 14.3%	--	--	--

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

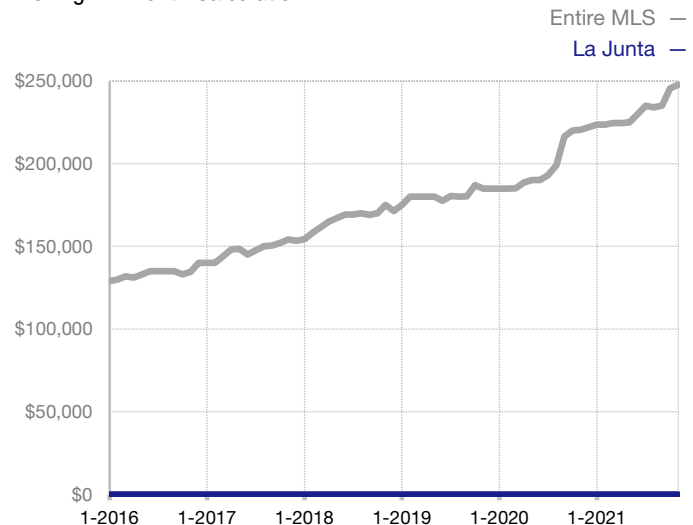
Townhouse/Condo	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for November 2021

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Lamar

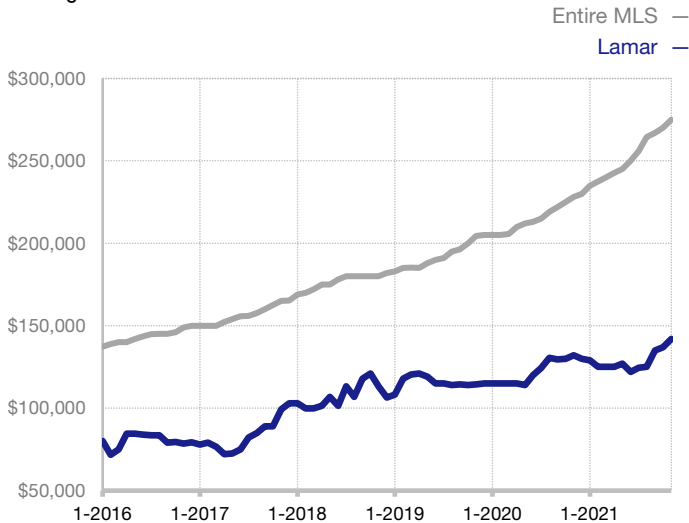
Single Family	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
Key Metrics						
New Listings	3	4	+ 33.3%	47	61	+ 29.8%
Sold Listings	5	3	- 40.0%	45	53	+ 17.8%
Median Sales Price*	\$135,000	\$142,000	+ 5.2%	\$132,000	\$144,000	+ 9.1%
Average Sales Price*	\$132,800	\$180,667	+ 36.0%	\$143,478	\$153,923	+ 7.3%
Percent of List Price Received*	98.6%	97.3%	- 1.3%	96.6%	97.0%	+ 0.4%
Days on Market Until Sale	154	37	- 76.0%	123	78	- 36.6%
Inventory of Homes for Sale	7	7	0.0%	--	--	--
Months Supply of Inventory	1.7	1.5	- 11.8%	--	--	--

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

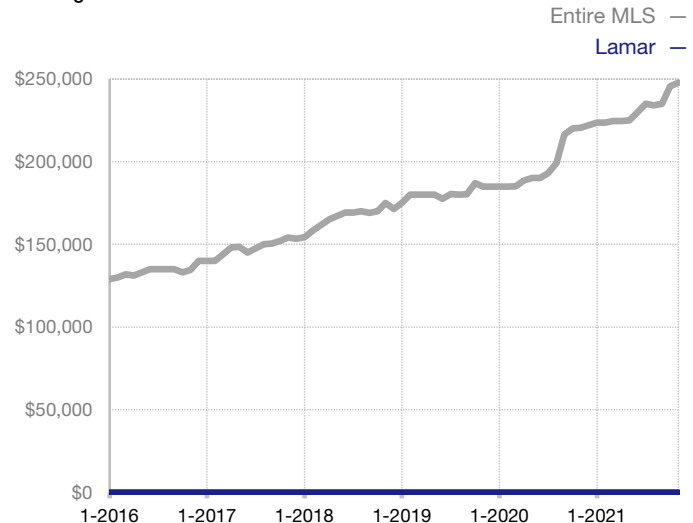
Townhouse/Condo	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for November 2021

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Las Animas

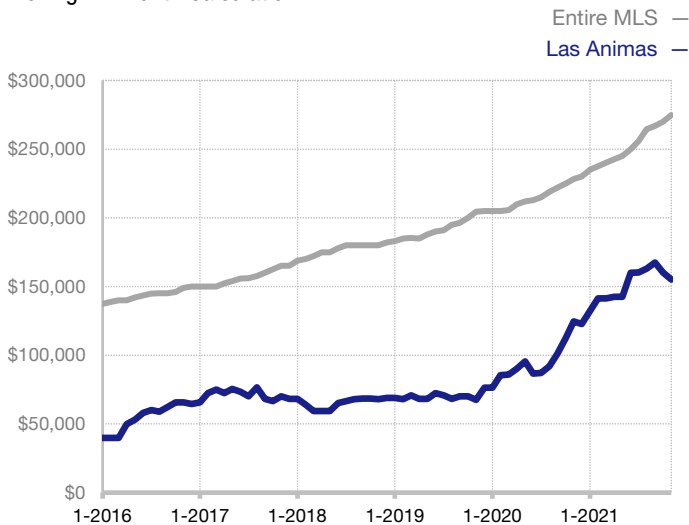
Single Family	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
Key Metrics						
New Listings	2	2	0.0%	34	52	+ 52.9%
Sold Listings	3	7	+ 133.3%	28	36	+ 28.6%
Median Sales Price*	\$192,000	\$145,700	- 24.1%	\$132,250	\$156,250	+ 18.1%
Average Sales Price*	\$237,500	\$144,457	- 39.2%	\$151,032	\$164,128	+ 8.7%
Percent of List Price Received*	92.8%	85.5%	- 7.9%	94.9%	96.6%	+ 1.8%
Days on Market Until Sale	280	76	- 72.9%	109	83	- 23.9%
Inventory of Homes for Sale	5	10	+ 100.0%	--	--	--
Months Supply of Inventory	1.9	3.2	+ 68.4%	--	--	--

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

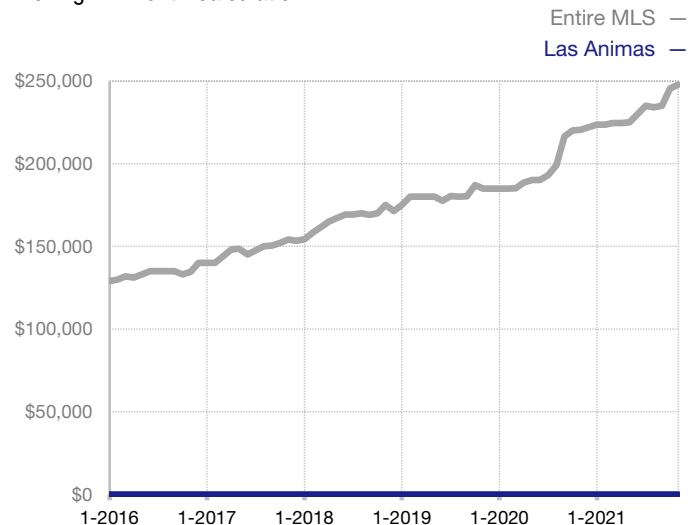
Townhouse/Condo	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for November 2021

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Manzanola

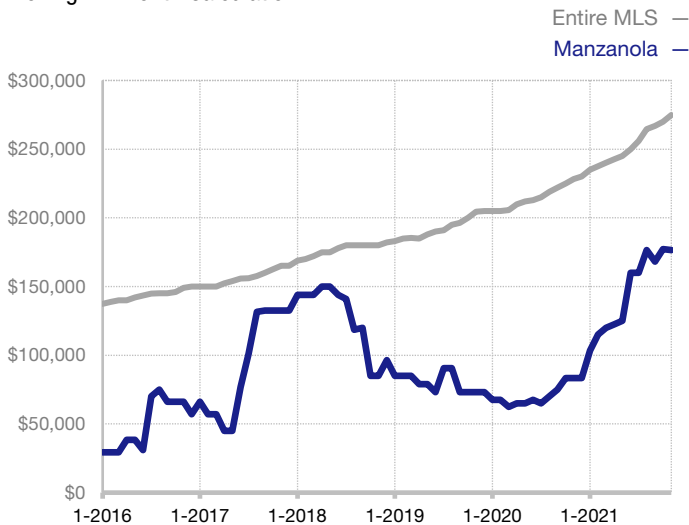
Single Family	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
Key Metrics						
New Listings	1	0	- 100.0%	10	9	- 10.0%
Sold Listings	0	2	--	8	10	+ 25.0%
Median Sales Price*	\$0	\$30,000	--	\$83,392	\$176,500	+ 111.7%
Average Sales Price*	\$0	\$30,000	--	\$89,210	\$196,611	+ 120.4%
Percent of List Price Received*	0.0%	54.5%	--	94.8%	89.0%	- 6.1%
Days on Market Until Sale	0	151	--	89	127	+ 42.7%
Inventory of Homes for Sale	5	1	- 80.0%	--	--	--
Months Supply of Inventory	3.1	0.8	- 74.2%	--	--	--

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

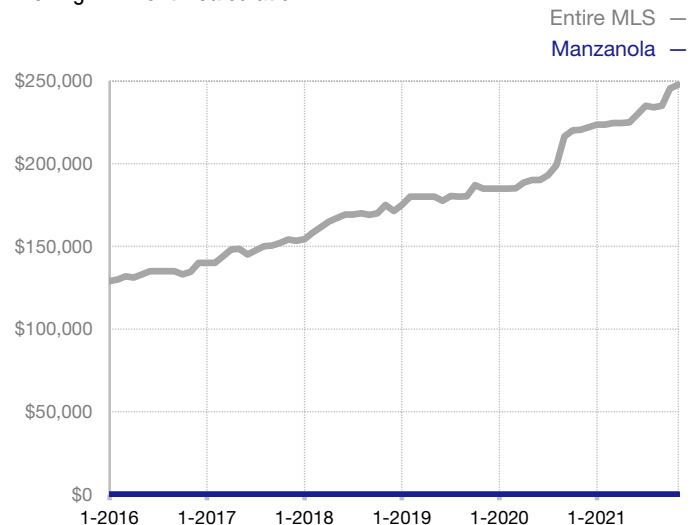
Townhouse/Condo	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for November 2021

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Rocky Ford

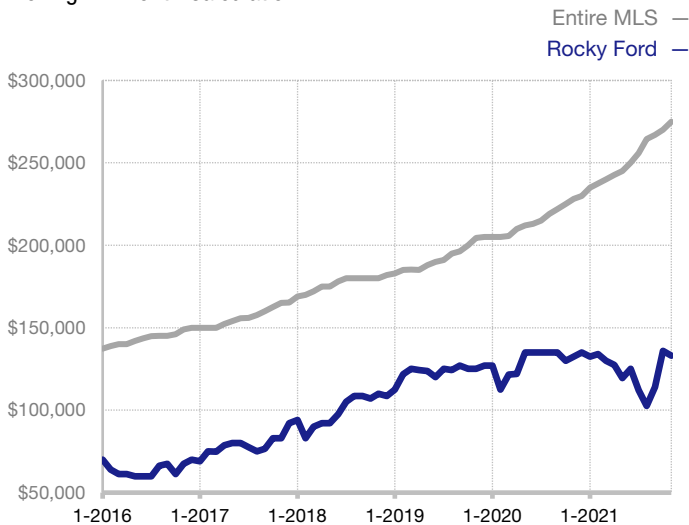
Single Family	November			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
Key Metrics						
New Listings	8	4	- 50.0%	55	47	- 14.5%
Sold Listings	4	4	0.0%	40	47	+ 17.5%
Median Sales Price*	\$123,500	\$99,000	- 19.8%	\$132,500	\$130,000	- 1.9%
Average Sales Price*	\$214,250	\$115,725	- 46.0%	\$142,590	\$157,731	+ 10.6%
Percent of List Price Received*	85.1%	97.4%	+ 14.5%	94.8%	96.4%	+ 1.7%
Days on Market Until Sale	99	122	+ 23.2%	115	96	- 16.5%
Inventory of Homes for Sale	12	7	- 41.7%	--	--	--
Months Supply of Inventory	3.1	1.6	- 48.4%	--	--	--

* 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		
	2020	2021	Percent Change from Previous Year	Thru 11-2020	Thru 11-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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

