

# Monthly Indicators



## December 2023

Percent changes calculated using year-over-year comparisons.

New Listings were down 17.3 percent for single family homes and 50.0 percent for townhouse-condo properties. Pending Sales increased 8.8 percent for single family homes and 75.0 percent for townhouse-condo properties.

The Median Sales Price was up 5.3 percent to \$300,000 for single family homes but decreased 3.7 percent to \$289,000 for townhouse-condo properties. Days on Market increased 11.4 percent for single family homes and 95.3 percent for townhouse-condo properties.

Low levels of inventory continue to impact U.S. home sales, offering few options for aspiring buyers to choose from. Going into December there were 1.13 million units for sale, down 1.7% from the previous month but up 0.9% from the same period last year, for a 3.5 months' supply at the current sales pace. As a result, sales prices remain high nationwide, with NAR reporting the median existing-home price rose 4% annually to \$387,600 as of last measure, the fifth consecutive month of year-over-year price gains. Homebuyer demand is picking up, and without a significant increase in supply, experts believe home prices will likely remain elevated for some time to come.

## Activity Snapshot

<b>- 11.5%</b>	<b>+ 5.2%</b>	<b>- 9.5%</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.

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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	12-2022	12-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		179	148	- 17.3%	3,952	3,308	- 16.3%
Pending Sales		137	149	+ 8.8%	2,744	2,269	- 17.3%
Sold Listings		159	140	- 11.9%	2,874	2,229	- 22.4%
Median Sales Price		\$285,000	\$300,000	+ 5.3%	\$310,000	\$307,150	- 0.9%
Avg. Sales Price		\$295,732	\$331,483	+ 12.1%	\$320,676	\$320,753	+ 0.0%
Pct. of List Price Received		97.4%	98.9%	+ 1.5%	99.3%	98.3%	- 1.0%
Days on Market		79	88	+ 11.4%	65	86	+ 32.3%
Affordability Index		101	94	- 6.9%	93	92	- 1.1%
Active Listings		653	588	- 10.0%	--	--	--
Months Supply		2.7	3.2	+ 18.5%	--	--	--

# Townhouse-Condo Market Overview

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

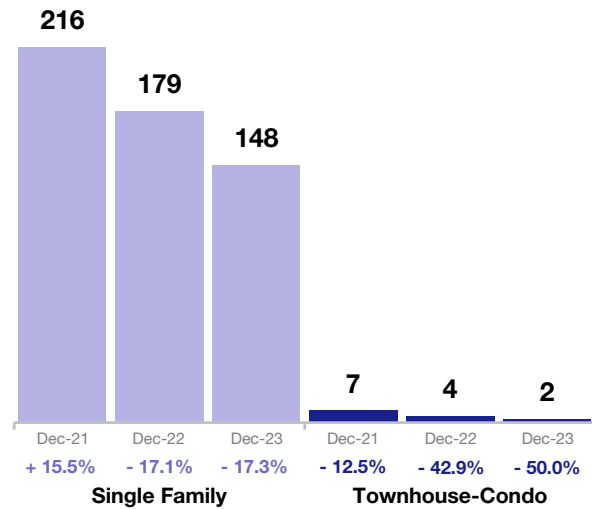


Key Metrics	Historical Sparkbars	12-2022	12-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		4	2	- 50.0%	136	142	+ 4.4%
Pending Sales		4	7	+ 75.0%	109	93	- 14.7%
Sold Listings		6	6	0.0%	112	87	- 22.3%
Median Sales Price		\$300,000	\$289,000	- 3.7%	\$261,750	\$285,000	+ 8.9%
Avg. Sales Price		\$287,650	\$295,500	+ 2.7%	\$268,332	\$282,606	+ 5.3%
Pct. of List Price Received		97.5%	97.6%	+ 0.1%	99.4%	98.1%	- 1.3%
Days on Market		64	125	+ 95.3%	49	74	+ 51.0%
Affordability Index		96	98	+ 2.1%	110	99	- 10.0%
Active Listings		21	22	+ 4.8%	--	--	--
Months Supply		2.3	3.0	+ 30.4%	--	--	--

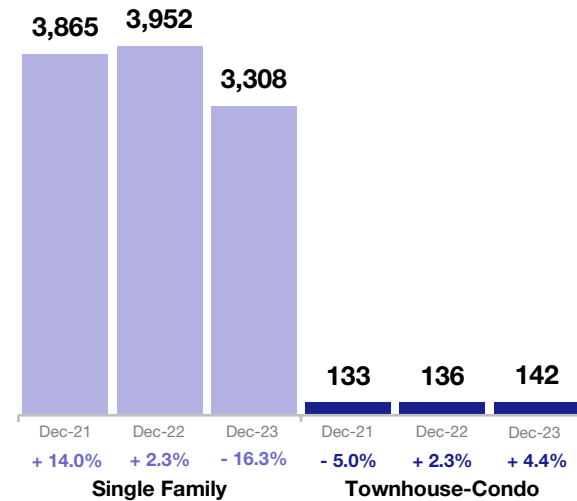
# New Listings



## December

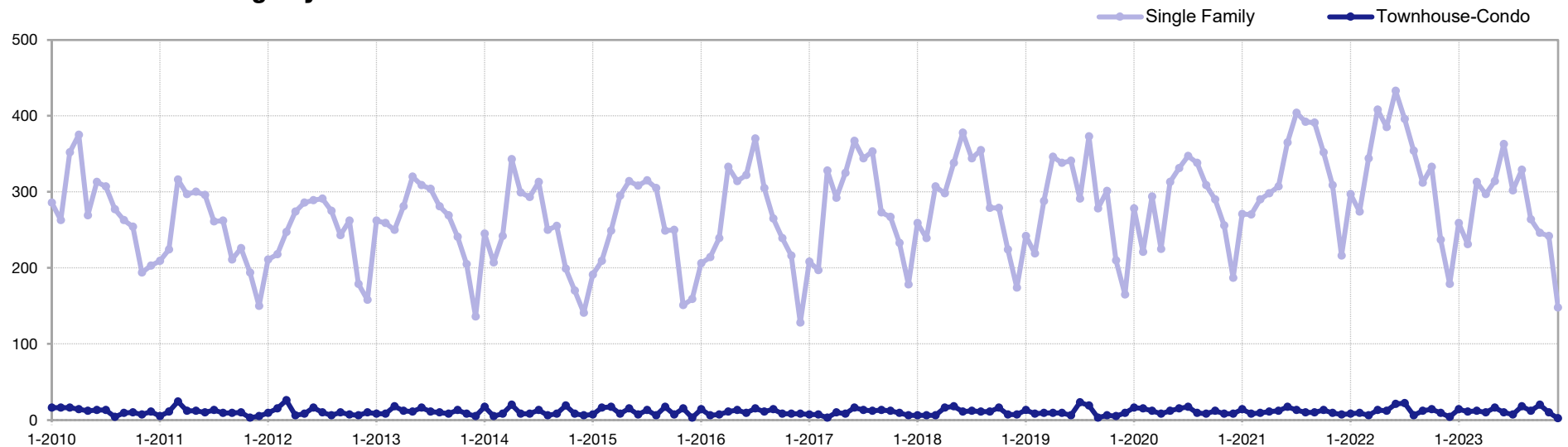


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2023	259	-12.8%	14	+75.0%
Feb-2023	231	-15.7%	11	+22.2%
Mar-2023	313	-9.0%	12	+100.0%
Apr-2023	297	-27.2%	10	-23.1%
May-2023	314	-18.4%	16	+33.3%
Jun-2023	363	-16.2%	10	-52.4%
Jul-2023	302	-23.7%	7	-68.2%
Aug-2023	329	-7.1%	18	+200.0%
Sep-2023	264	-15.4%	12	0.0%
Oct-2023	246	-26.1%	20	+42.9%
Nov-2023	242	+2.1%	10	+11.1%
Dec-2023	148	-17.3%	2	-50.0%

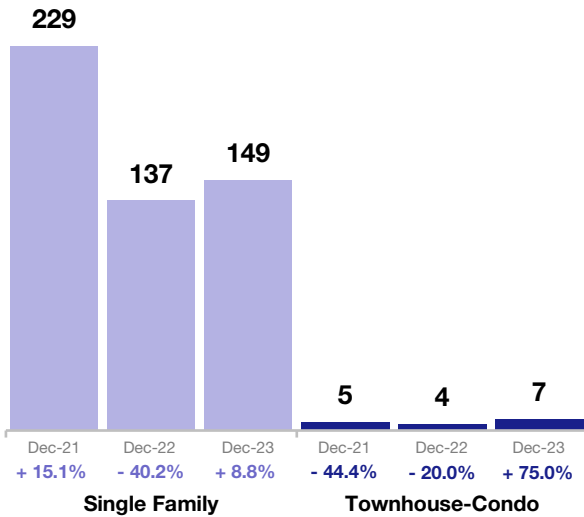
## Historical New Listings by Month



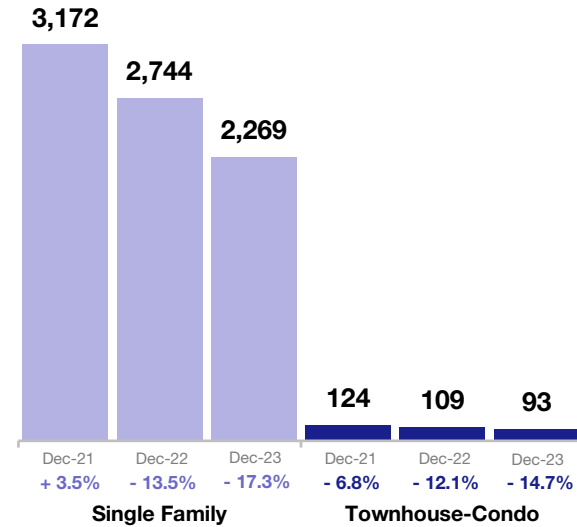
# Pending Sales



## December

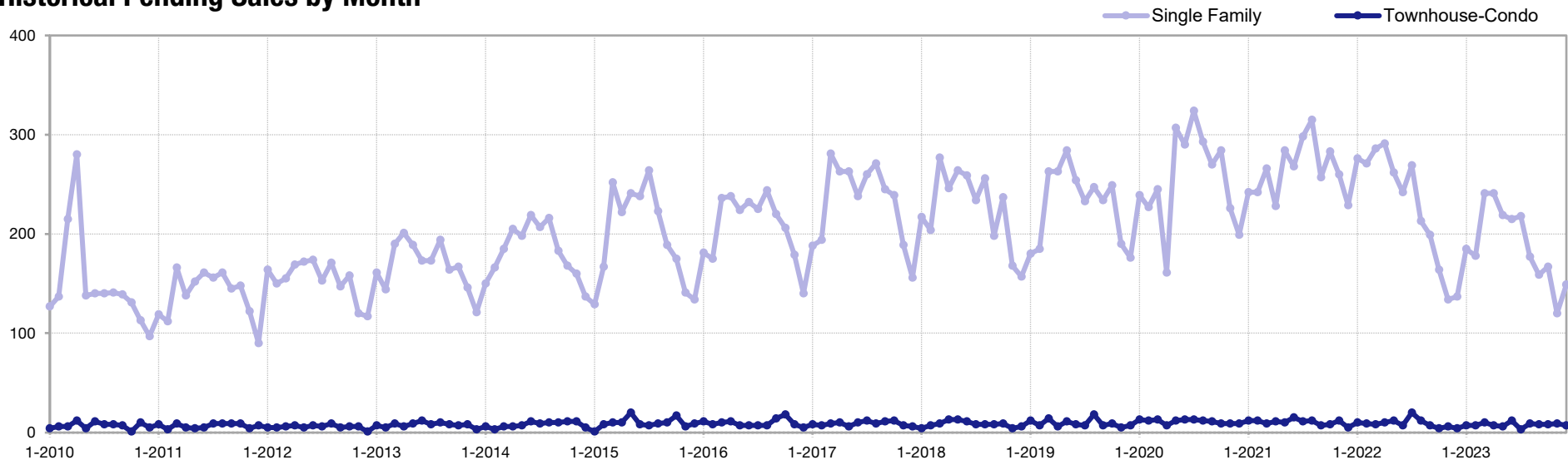


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2023	185	-33.0%	7	-30.0%
Feb-2023	178	-34.3%	7	-22.2%
Mar-2023	241	-15.7%	10	+25.0%
Apr-2023	241	-17.2%	7	-30.0%
May-2023	219	-16.4%	6	-50.0%
Jun-2023	215	-11.2%	12	+71.4%
Jul-2023	218	-19.0%	3	-85.0%
Aug-2023	177	-16.9%	9	-25.0%
Sep-2023	159	-20.1%	8	+14.3%
Oct-2023	167	+1.8%	8	+100.0%
Nov-2023	120	-10.4%	9	+50.0%
<b>Dec-2023</b>	<b>149</b>	<b>+8.8%</b>	<b>7</b>	<b>+75.0%</b>

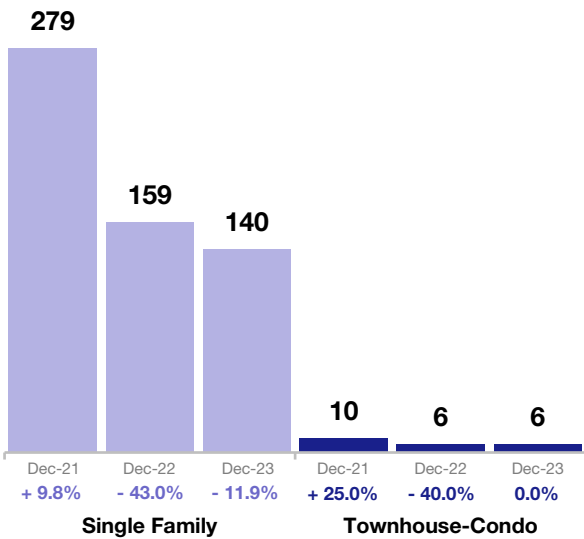
## Historical Pending Sales by Month



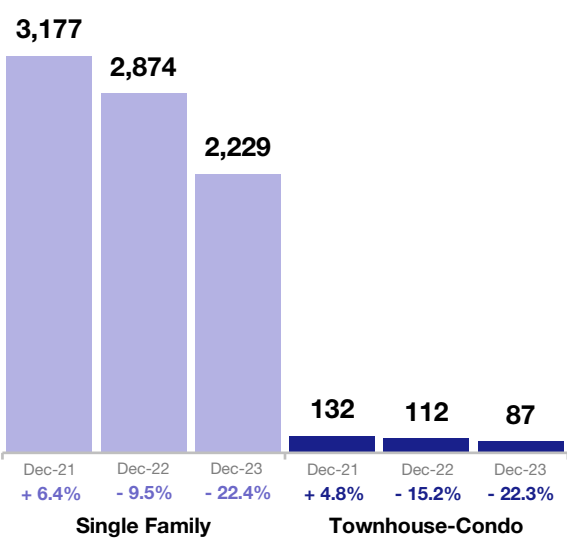
# Sold Listings



## December

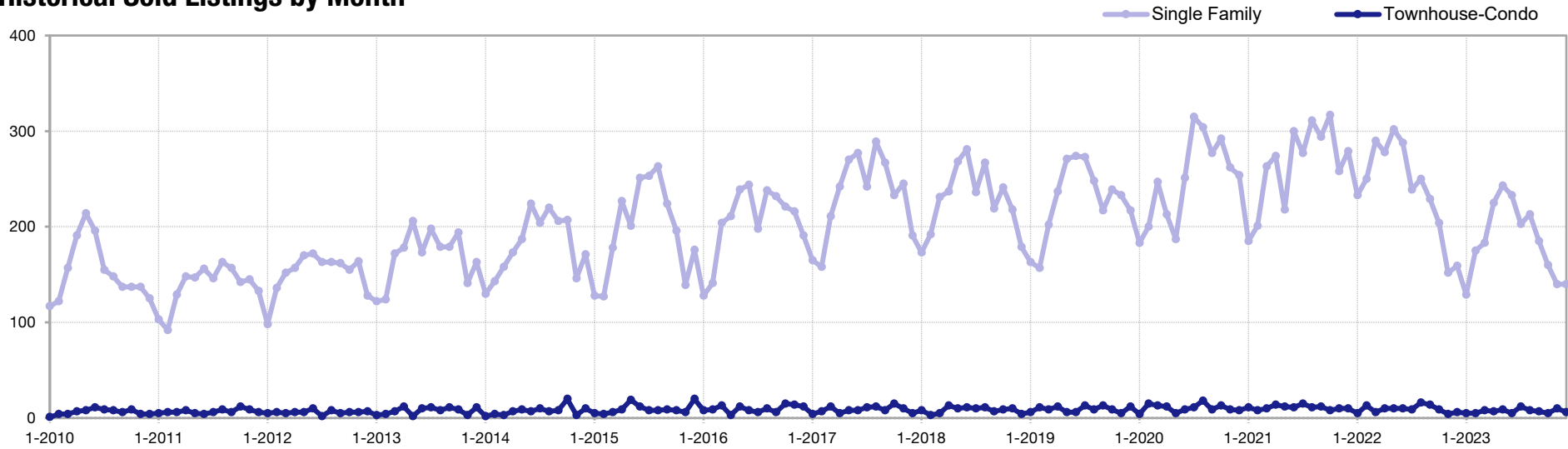


## Year to Date

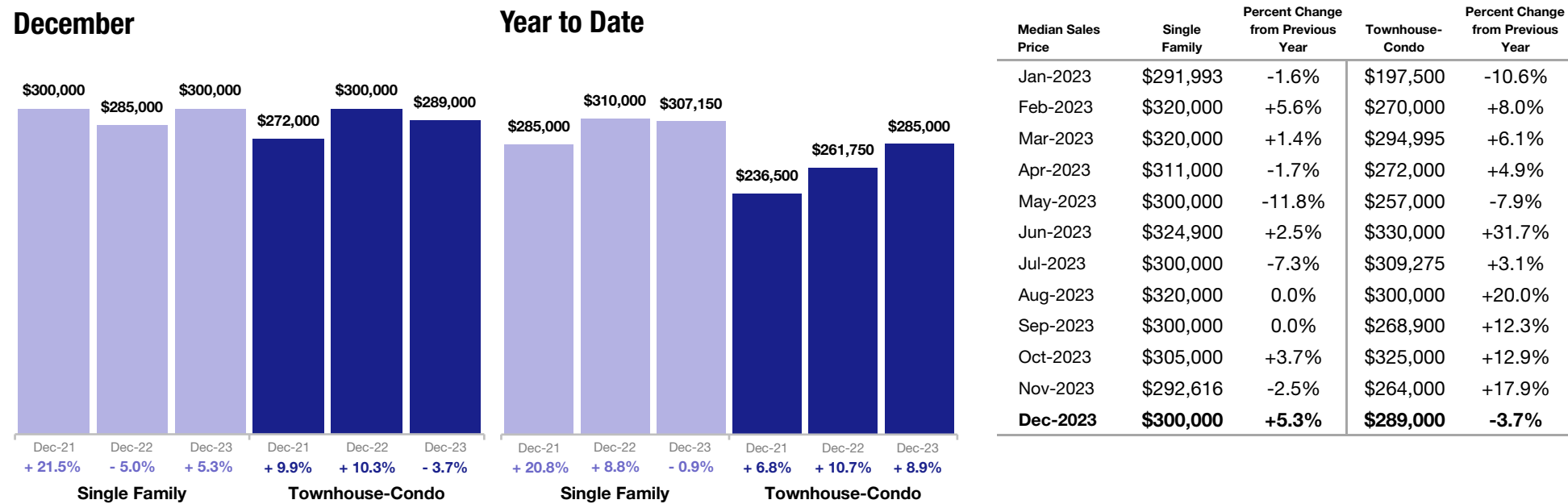


Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2023	129	-44.6%	5	0.0%
Feb-2023	175	-30.0%	5	-61.5%
Mar-2023	183	-36.9%	8	+33.3%
Apr-2023	225	-19.1%	7	-30.0%
May-2023	243	-19.5%	9	-10.0%
Jun-2023	233	-19.1%	5	-50.0%
Jul-2023	203	-15.1%	12	+33.3%
Aug-2023	213	-14.8%	8	-50.0%
Sep-2023	185	-19.2%	7	-50.0%
Oct-2023	160	-21.6%	5	-44.4%
Nov-2023	140	-7.9%	10	+150.0%
Dec-2023	140	-11.9%	6	0.0%

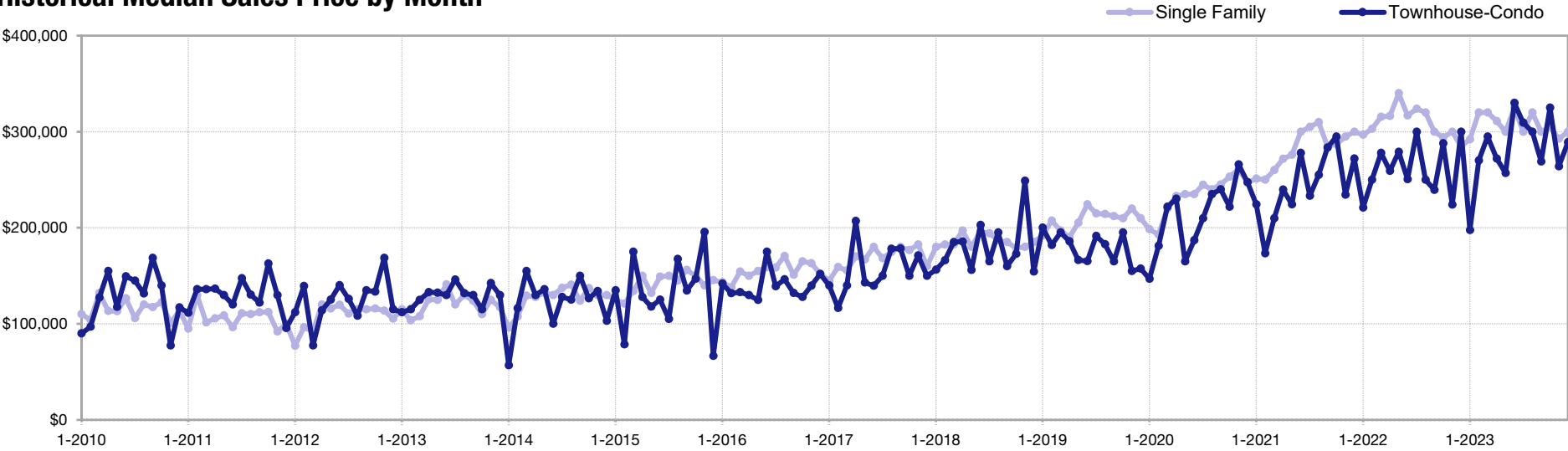
## Historical Sold Listings by Month



# Median Sales Price



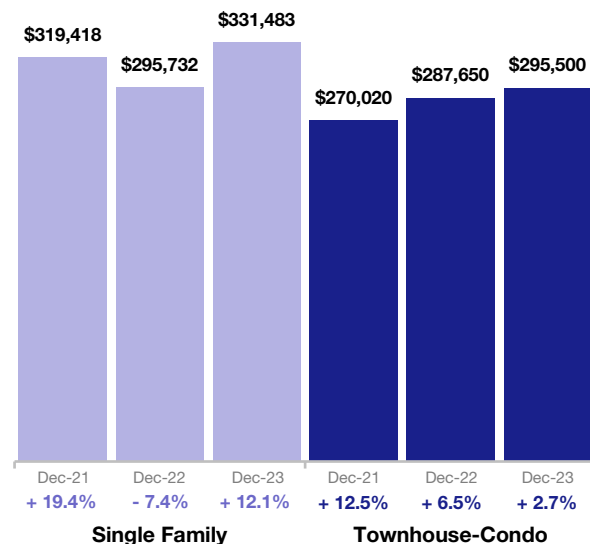
## Historical Median Sales Price by Month



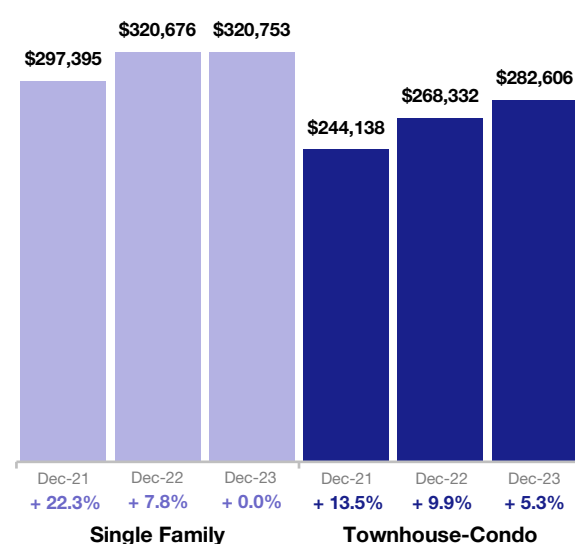
# Average Sales Price



## December

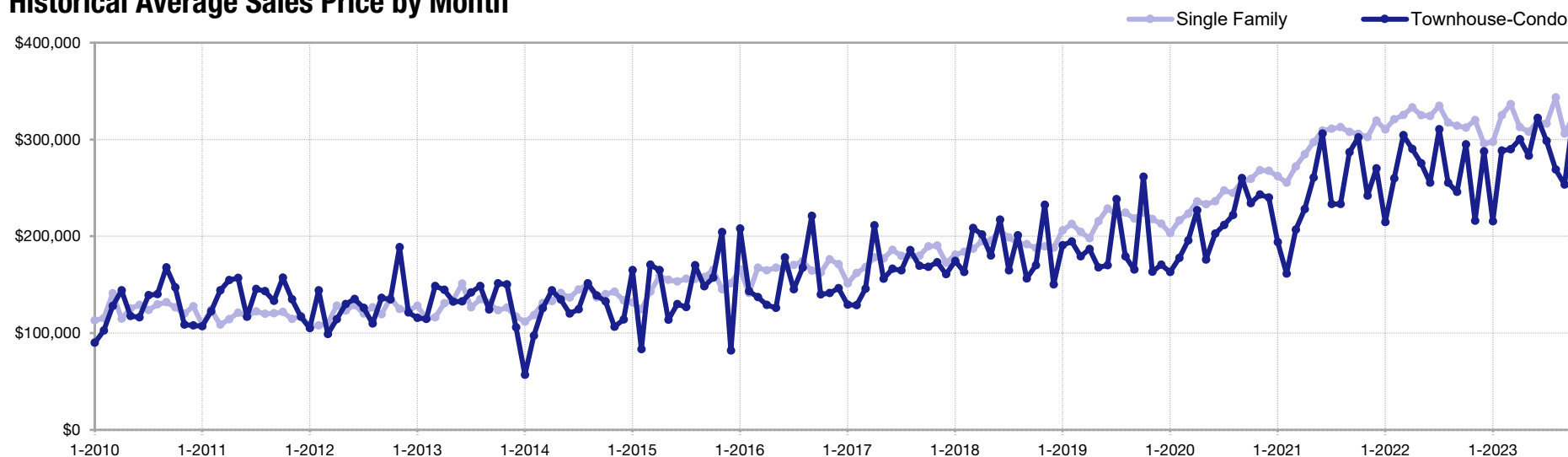


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2023	\$297,413	-4.1%	\$215,500	+0.4%
Feb-2023	\$325,139	+1.4%	\$288,380	+11.0%
Mar-2023	\$336,426	+3.4%	\$289,924	-4.7%
Apr-2023	\$312,761	-6.1%	\$300,086	+3.4%
May-2023	\$308,033	-5.2%	\$283,172	+2.8%
Jun-2023	\$318,916	-1.6%	\$322,200	+26.2%
Jul-2023	\$316,508	-5.5%	\$298,579	-3.9%
Aug-2023	\$343,307	+8.1%	\$268,919	+5.3%
Sep-2023	\$306,165	-2.5%	\$253,271	+3.0%
Oct-2023	\$323,924	+3.7%	\$326,300	+10.6%
Nov-2023	\$331,247	+3.5%	\$258,895	+19.8%
<b>Dec-2023</b>	<b>\$331,483</b>	<b>+12.1%</b>	<b>\$295,500</b>	<b>+2.7%</b>

## Historical Average Sales Price by Month

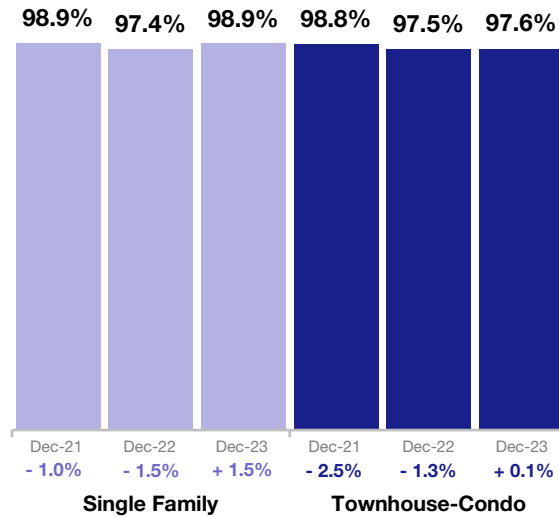




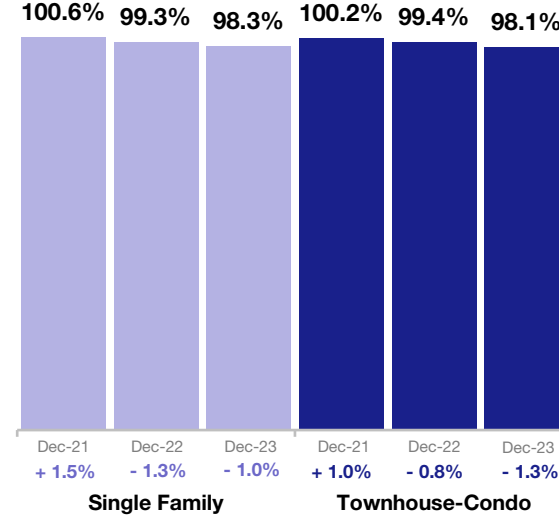
# Percent of List Price Received



## December

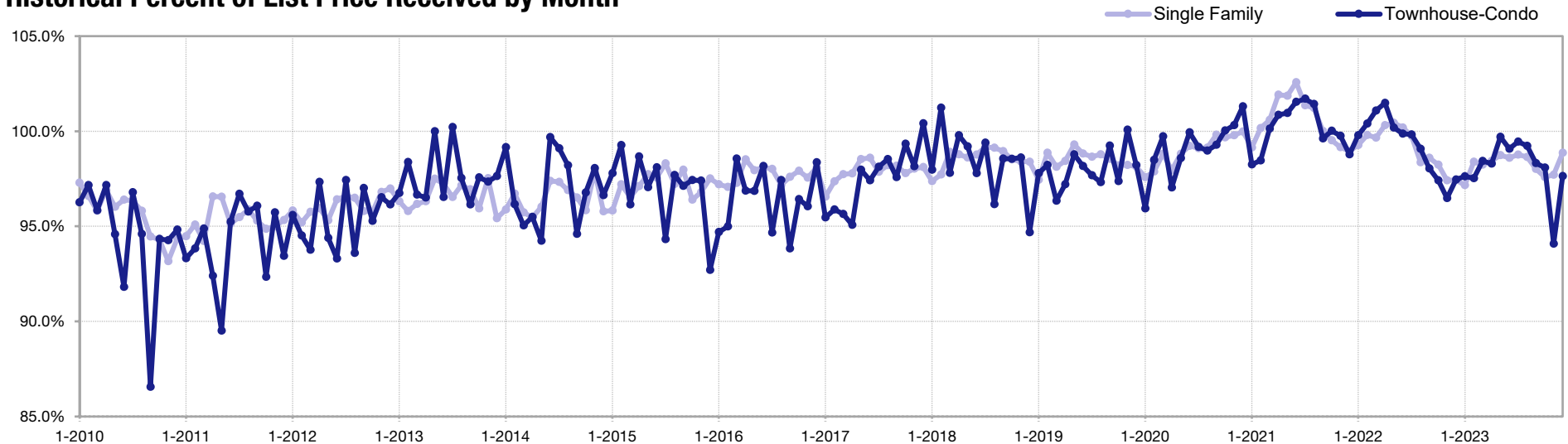


## Year to Date

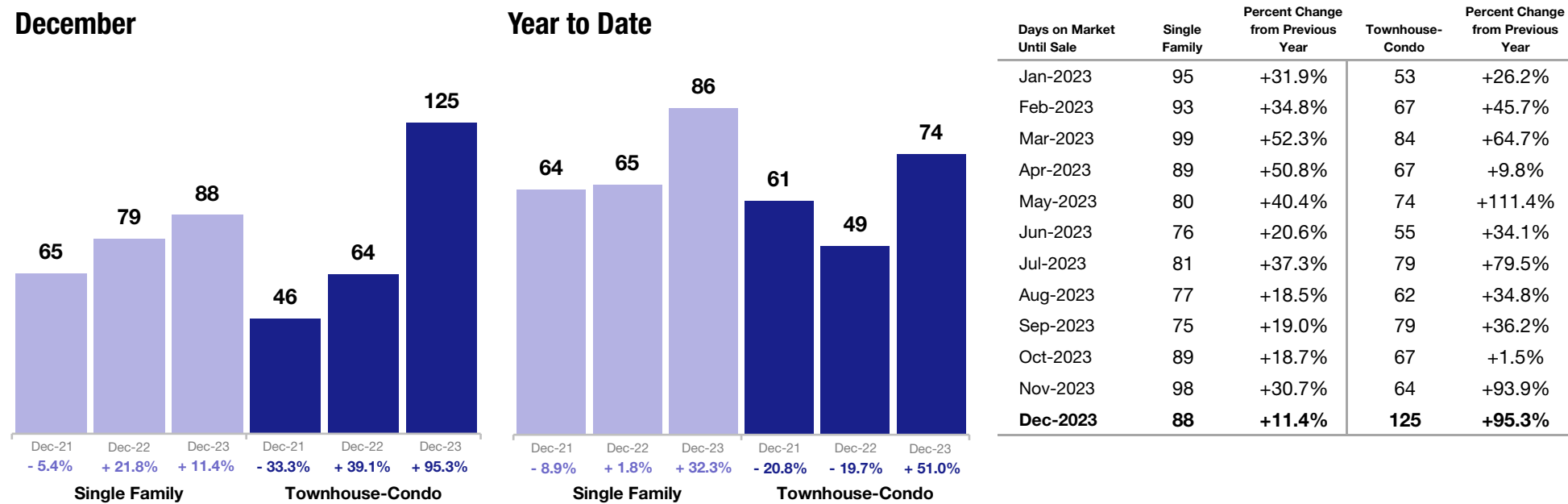


Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2023	97.2%	-2.1%	97.6%	-2.2%
Feb-2023	98.4%	-1.4%	97.5%	-2.9%
Mar-2023	98.2%	-1.5%	98.4%	-2.7%
Apr-2023	98.4%	-1.9%	98.3%	-3.2%
May-2023	98.7%	-1.7%	99.7%	-0.5%
Jun-2023	98.6%	-1.6%	99.1%	-0.8%
Jul-2023	98.8%	-1.0%	99.4%	-0.4%
Aug-2023	98.6%	+0.2%	99.2%	+0.1%
Sep-2023	98.0%	-0.6%	98.3%	+0.2%
Oct-2023	97.6%	-0.6%	98.1%	+0.7%
Nov-2023	97.7%	+0.3%	94.1%	-2.5%
<b>Dec-2023</b>	<b>98.9%</b>	<b>+1.5%</b>	<b>97.6%</b>	<b>+0.1%</b>

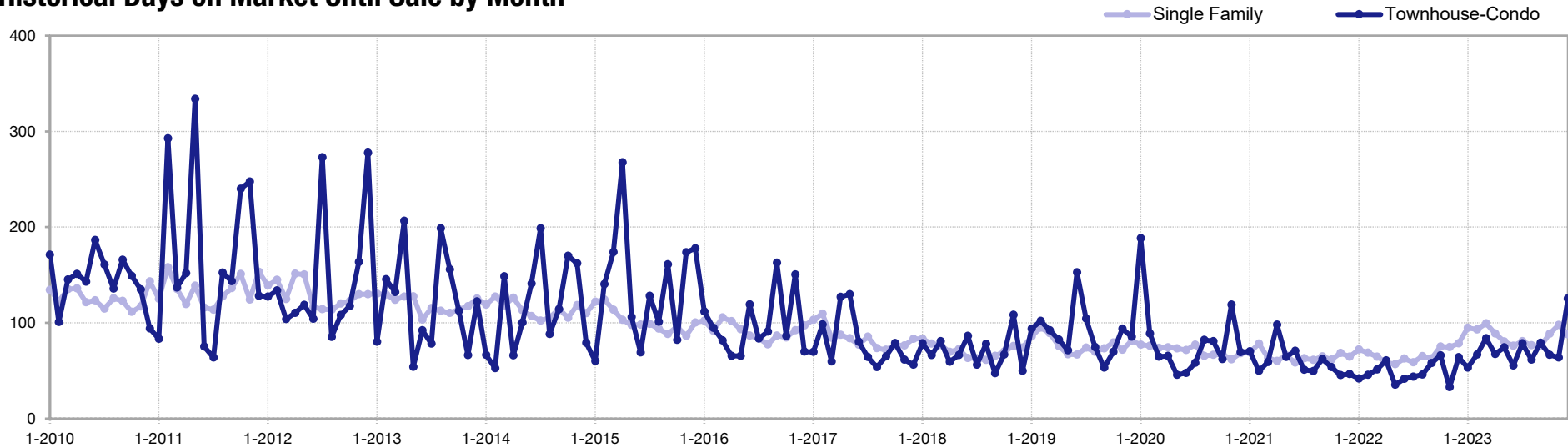
## Historical Percent of List Price Received by Month



# Days on Market Until Sale



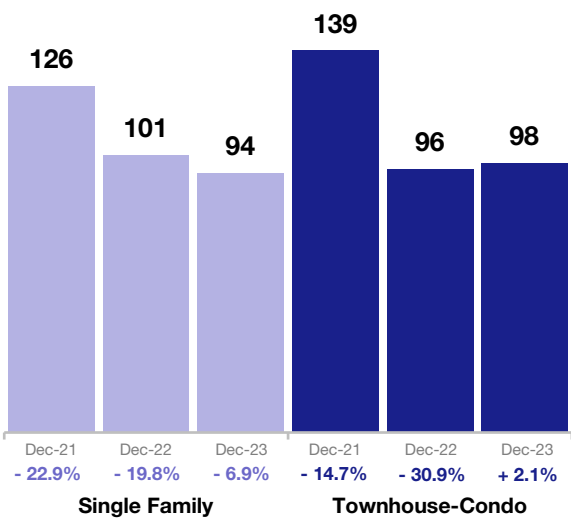
## Historical Days on Market Until Sale by Month



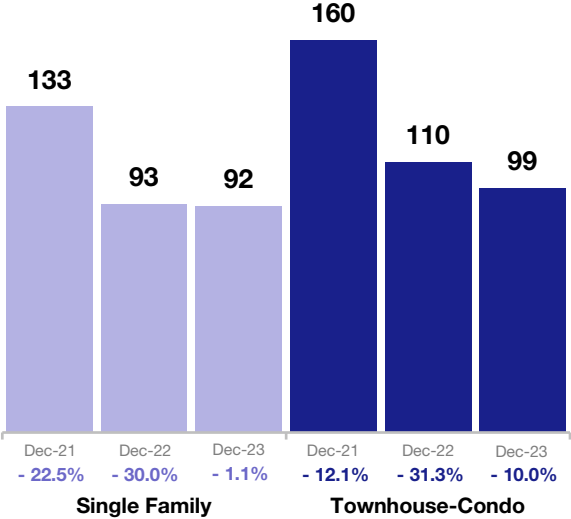
# Housing Affordability Index



## December

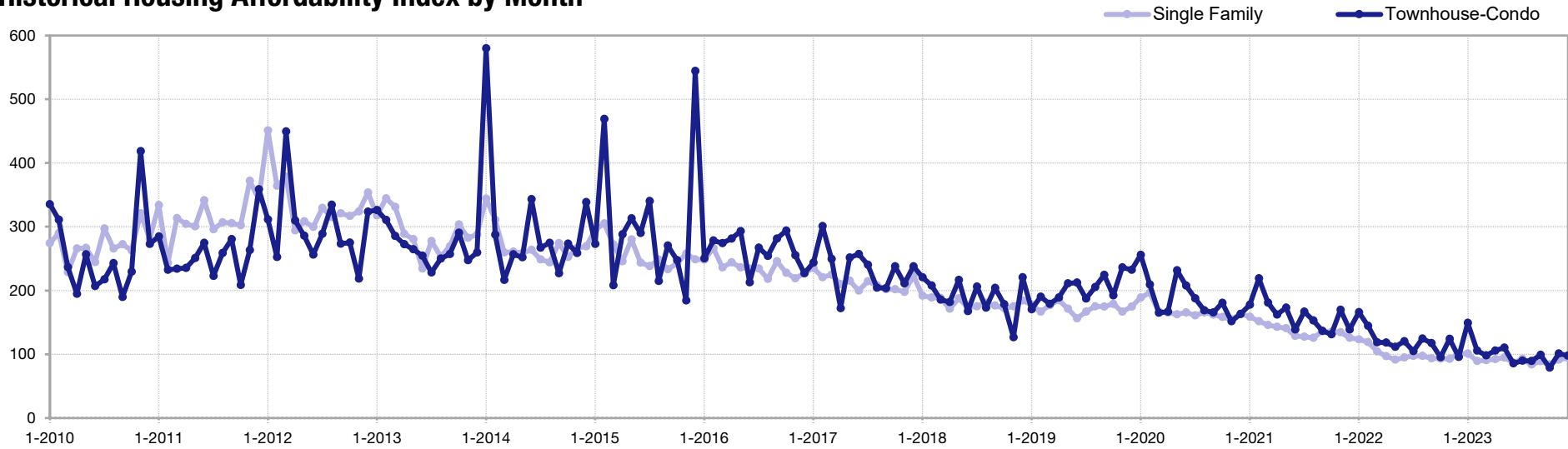


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2023	101	-17.9%	149	-10.2%
Feb-2023	89	-25.2%	106	-26.9%
Mar-2023	91	-12.5%	98	-17.6%
Apr-2023	92	-5.2%	106	-10.2%
May-2023	95	+3.3%	111	-0.9%
Jun-2023	87	-8.4%	86	-28.3%
Jul-2023	93	-4.1%	90	-14.3%
Aug-2023	84	-13.4%	90	-28.0%
Sep-2023	89	-5.3%	99	-15.4%
Oct-2023	84	-9.7%	79	-16.8%
Nov-2023	91	-2.2%	101	-18.5%
Dec-2023	94	-6.9%	98	+2.1%

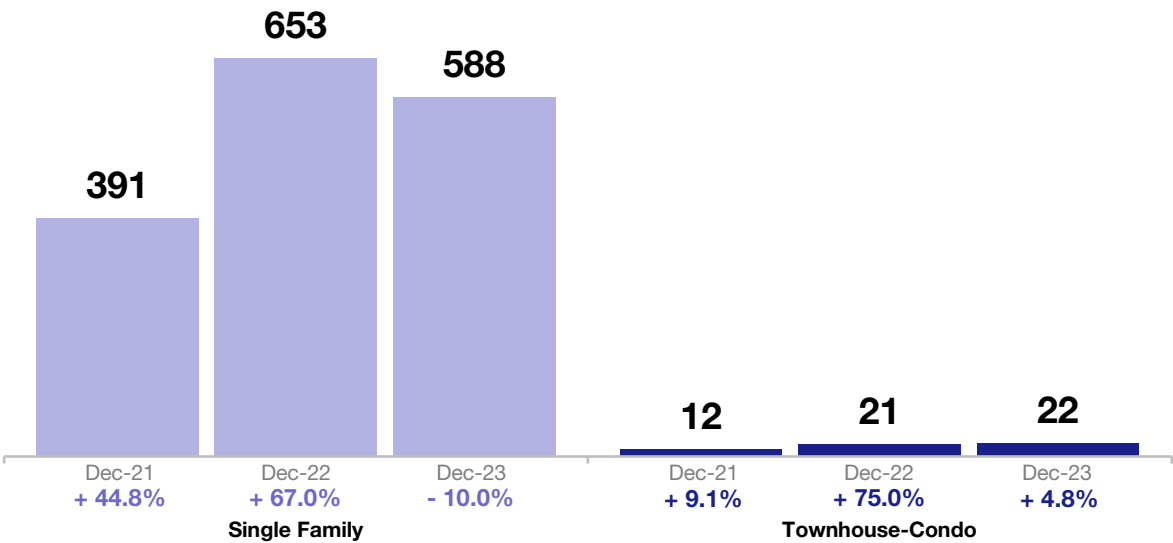
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

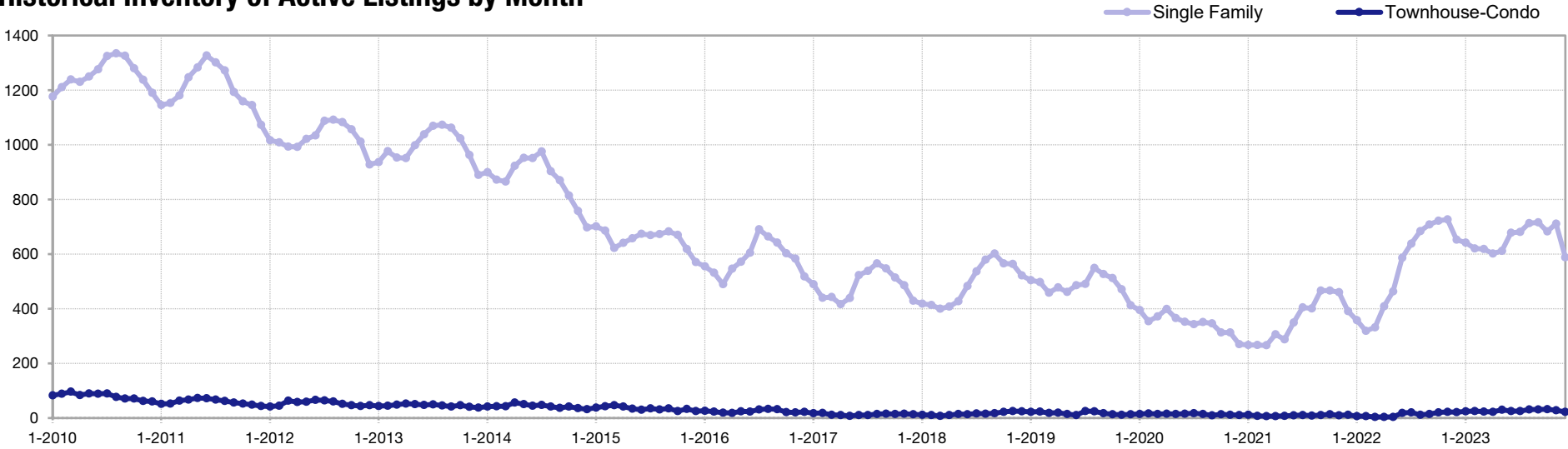


## December



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2023	642	+79.3%	24	+242.9%
Feb-2023	620	+94.4%	25	+257.1%
Mar-2023	618	+86.1%	23	+475.0%
Apr-2023	602	+47.2%	22	+450.0%
May-2023	612	+32.2%	30	+650.0%
Jun-2023	678	+15.7%	25	+38.9%
Jul-2023	681	+6.7%	25	+25.0%
Aug-2023	713	+4.2%	31	+158.3%
Sep-2023	716	+1.1%	31	+121.4%
Oct-2023	683	-5.4%	32	+60.0%
Nov-2023	711	-2.2%	28	+27.3%
Dec-2023	588	-10.0%	22	+4.8%

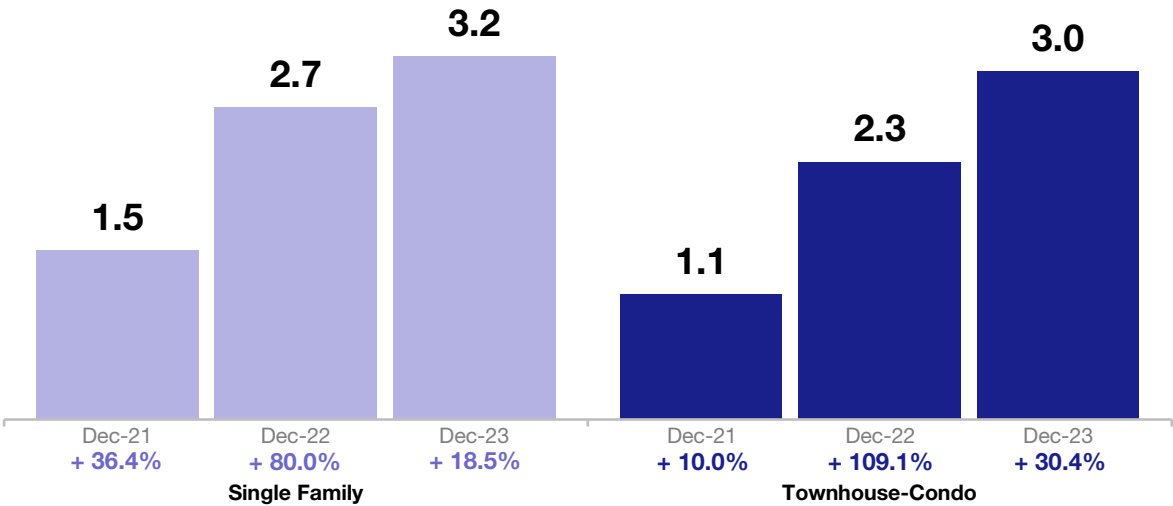
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

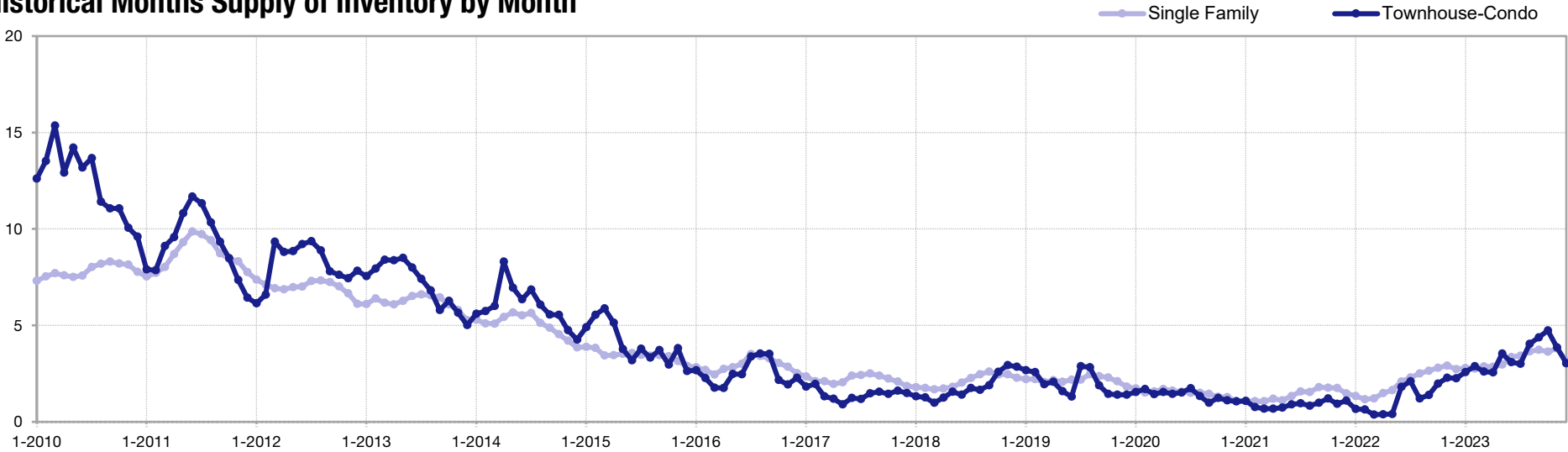


## December



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2023	2.8	+115.4%	2.6	+271.4%
Feb-2023	2.8	+133.3%	2.9	+383.3%
Mar-2023	2.9	+141.7%	2.6	+550.0%
Apr-2023	2.8	+86.7%	2.6	+550.0%
May-2023	3.0	+87.5%	3.5	+775.0%
Jun-2023	3.4	+61.9%	3.1	+72.2%
Jul-2023	3.4	+47.8%	3.0	+42.9%
Aug-2023	3.6	+44.0%	4.0	+233.3%
Sep-2023	3.7	+42.3%	4.4	+214.3%
Oct-2023	3.6	+28.6%	4.7	+135.0%
Nov-2023	3.8	+31.0%	3.9	+69.6%
Dec-2023	3.2	+18.5%	3.0	+30.4%

## 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.



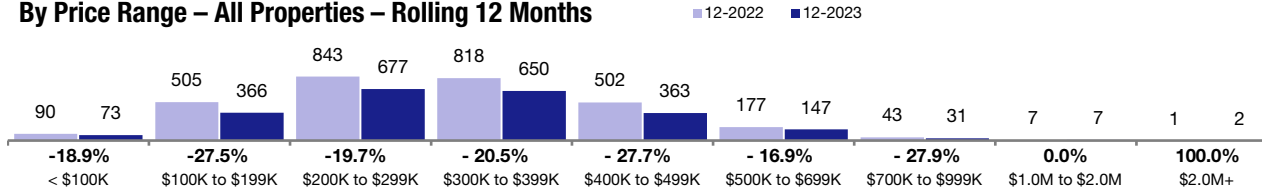
Key Metrics	Historical Sparkbars	12-2022	12-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		183	150	- 18.0%	4,088	3,450	- 15.6%
Pending Sales		141	156	+ 10.6%	2,853	2,362	- 17.2%
Sold Listings		165	146	- 11.5%	2,986	2,316	- 22.4%
Median Sales Price		\$285,000	\$299,950	+ 5.2%	\$305,000	\$305,000	0.0%
Avg. Sales Price		\$295,438	\$330,234	+ 11.8%	\$318,711	\$319,334	+ 0.2%
Pct. of List Price Received		97.4%	98.8%	+ 1.4%	99.3%	98.3%	- 1.0%
Days on Market		78	90	+ 15.4%	65	85	+ 30.8%
Affordability Index		101	94	- 6.9%	94	93	- 1.1%
Active Listings		674	610	- 9.5%	--	--	--
Months Supply		2.7	3.2	+ 18.5%	--	--	--

# Sold Listings

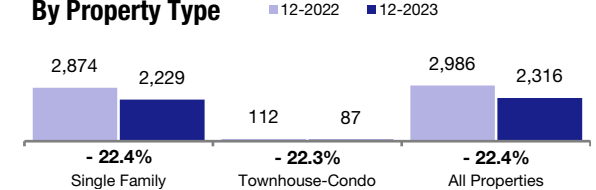
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	12-2022	12-2023	Change	12-2022	12-2023	Change
\$99,999 and Below	89	73	-18.0%	1	0	-100.0%
\$100,000 to \$199,999	482	354	-26.6%	23	12	-47.8%
\$200,000 to \$299,999	785	636	-19.0%	58	41	-29.3%
\$300,000 to \$399,999	796	623	-21.7%	22	27	+22.7%
\$400,000 to \$499,999	497	358	-28.0%	5	5	0.0%
\$500,000 to \$699,999	174	146	-16.1%	3	1	-66.7%
\$700,000 to \$999,999	43	31	-27.9%	0	0	--
\$1,000,000 to \$1,999,999	7	7	0.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	1	--
<b>All Price Ranges</b>	<b>2,874</b>	<b>2,229</b>	<b>-22.4%</b>	<b>112</b>	<b>87</b>	<b>-22.3%</b>

### Compared to Prior Month

	Single Family			Townhouse-Condo		
	11-2023	12-2023	Change	11-2023	12-2023	Change
	4	5	+25.0%	0	0	--
	27	24	-11.1%	2	0	-100.0%
	40	40	0.0%	6	4	-33.3%
	38	27	-28.9%	2	1	-50.0%
	20	30	+50.0%	0	0	--
	7	11	+57.1%	0	0	--
	3	2	-33.3%	0	0	--
	0	1	--	0	0	--
	1	0	-100.0%	0	1	--
<b>All Price Ranges</b>	<b>140</b>	<b>140</b>	<b>0.0%</b>	<b>10</b>	<b>6</b>	<b>-40.0%</b>

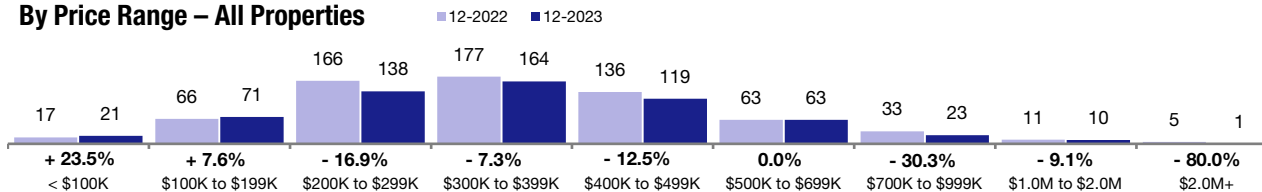
### Year to Date

	Single Family			Townhouse-Condo		
	12-2022	12-2023	Change	12-2022	12-2023	Change
	89	73	-18.0%	1	0	-100.0%
	482	354	-26.6%	23	12	-47.8%
	785	636	-19.0%	58	41	-29.3%
	796	623	-21.7%	22	27	+22.7%
	497	358	-28.0%	5	5	0.0%
	174	146	-16.1%	3	1	-66.7%
	43	31	-27.9%	0	0	--
	7	7	0.0%	0	0	--
	1	1	0.0%	0	1	--
<b>All Price Ranges</b>	<b>2,874</b>	<b>2,229</b>	<b>-22.4%</b>	<b>112</b>	<b>87</b>	<b>-22.3%</b>

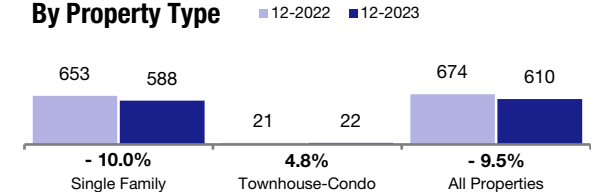
# Inventory of Active Listings

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		
	12-2022	12-2023	Change	12-2022	12-2023	Change
\$99,999 and Below	17	21	+23.5%	0	0	--
\$100,000 to \$199,999	64	69	+7.8%	2	2	0.0%
\$200,000 to \$299,999	160	130	-18.8%	6	8	+33.3%
\$300,000 to \$399,999	168	153	-8.9%	9	11	+22.2%
\$400,000 to \$499,999	132	118	-10.6%	4	1	-75.0%
\$500,000 to \$699,999	63	63	0.0%	0	0	--
\$700,000 to \$999,999	33	23	-30.3%	0	0	--
\$1,000,000 to \$1,999,999	11	10	-9.1%	0	0	--
\$2,000,000 and Above	5	1	-80.0%	0	0	--
<b>All Price Ranges</b>	<b>653</b>	<b>588</b>	<b>-10.0%</b>	<b>21</b>	<b>22</b>	<b>+4.8%</b>

### Compared to Prior Month

	Single Family			Townhouse-Condo		
	11-2023	12-2023	Change	11-2023	12-2023	Change
	23	21	-8.7%	0	0	--
	88	69	-21.6%	3	2	-33.3%
	161	130	-19.3%	13	8	-38.5%
	163	153	-6.1%	11	11	0.0%
	148	118	-20.3%	1	1	0.0%
	83	63	-24.1%	0	0	--
	32	23	-28.1%	0	0	--
	12	10	-16.7%	0	0	--
	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>711</b>	<b>588</b>	<b>-17.3%</b>	<b>28</b>	<b>22</b>	<b>-21.4%</b>

### Year to Date

Single Family	Townhouse-Condo
---------------	-----------------

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

# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



<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.



# Local Market Update for December 2023

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## Pueblo County

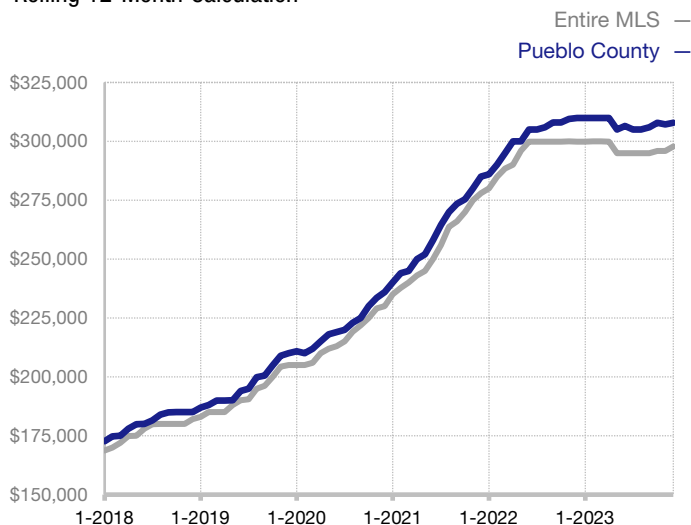
Single Family	December			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	175	146	- 16.6%	3,855	3,236	- 16.1%
Sold Listings	158	136	- 13.9%	2,820	2,186	- 22.5%
Median Sales Price*	\$284,950	\$300,000	+ 5.3%	\$309,950	\$307,900	- 0.7%
Average Sales Price*	\$295,103	\$342,894	+ 16.2%	\$320,131	\$321,417	+ 0.4%
Percent of List Price Received*	97.4%	99.0%	+ 1.6%	99.4%	98.4%	- 1.0%
Days on Market Until Sale	78	89	+ 14.1%	65	86	+ 32.3%
Inventory of Homes for Sale	626	572	- 8.6%	--	--	--
Months Supply of Inventory	2.7	3.1	+ 14.8%	--	--	--

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

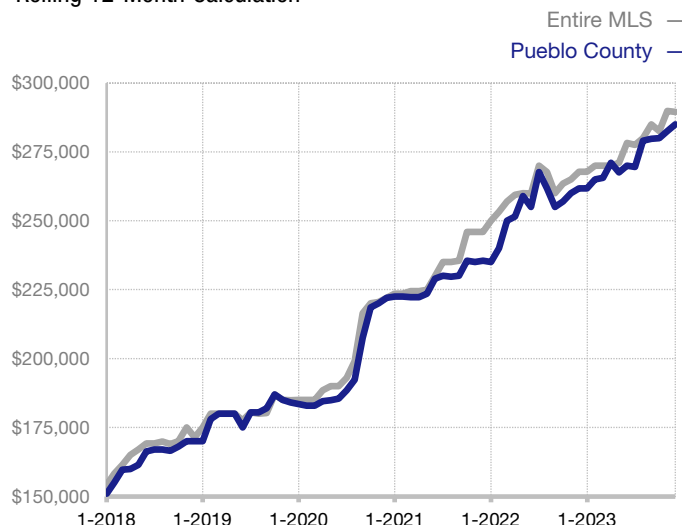
Townhouse/Condo	December			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	4	2	- 50.0%	132	137	+ 3.8%
Sold Listings	6	4	- 33.3%	108	84	- 22.2%
Median Sales Price*	\$300,000	\$289,750	- 3.4%	\$261,750	\$285,000	+ 8.9%
Average Sales Price*	\$287,650	\$297,125	+ 3.3%	\$269,904	\$282,680	+ 4.7%
Percent of List Price Received*	97.5%	99.5%	+ 2.1%	99.3%	98.2%	- 1.1%
Days on Market Until Sale	64	86	+ 34.4%	50	70	+ 40.0%
Inventory of Homes for Sale	21	21	0.0%	--	--	--
Months Supply of Inventory	2.3	3.0	+ 30.4%	--	--	--

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

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



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



# Local Market Update for December 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Arkansas Valley/Otero County

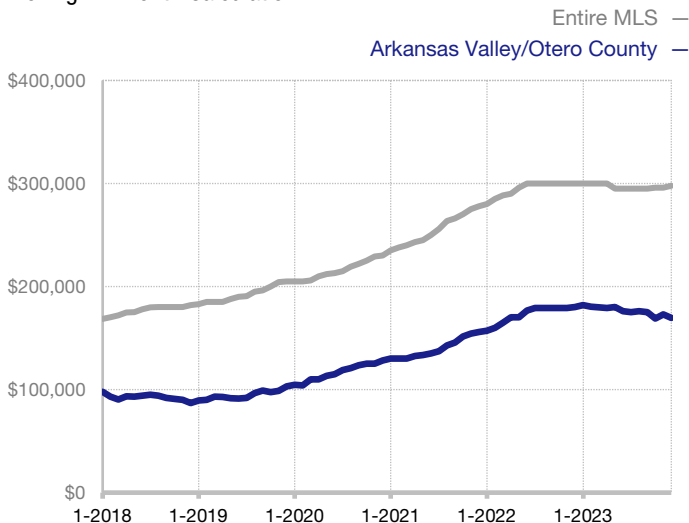
Single Family	December			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	23	23	0.0%	575	559	- 2.8%
Sold Listings	27	29	+ 7.4%	402	374	- 7.0%
Median Sales Price*	\$210,000	\$209,000	- 0.5%	\$180,000	\$169,500	- 5.8%
Average Sales Price*	\$203,819	\$213,936	+ 5.0%	\$200,209	\$186,352	- 6.9%
Percent of List Price Received*	96.9%	92.1%	- 5.0%	96.1%	93.5%	- 2.7%
Days on Market Until Sale	92	108	+ 17.4%	87	106	+ 21.8%
Inventory of Homes for Sale	139	154	+ 10.8%	--	--	--
Months Supply of Inventory	4.1	4.9	+ 19.5%	--	--	--

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

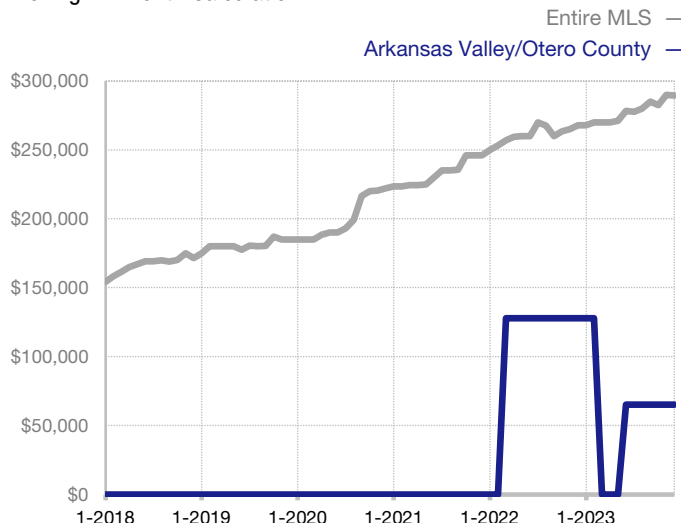
Townhouse/Condo	December			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	1	1	0.0%
Median Sales Price*	\$0	\$0	--	\$128,000	\$65,000	- 49.2%
Average Sales Price*	\$0	\$0	--	\$128,000	\$65,000	- 49.2%
Percent of List Price Received*	0.0%	0.0%	--	102.4%	72.2%	- 29.5%
Days on Market Until Sale	0	0	--	298	71	- 76.2%
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 December 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Fowler

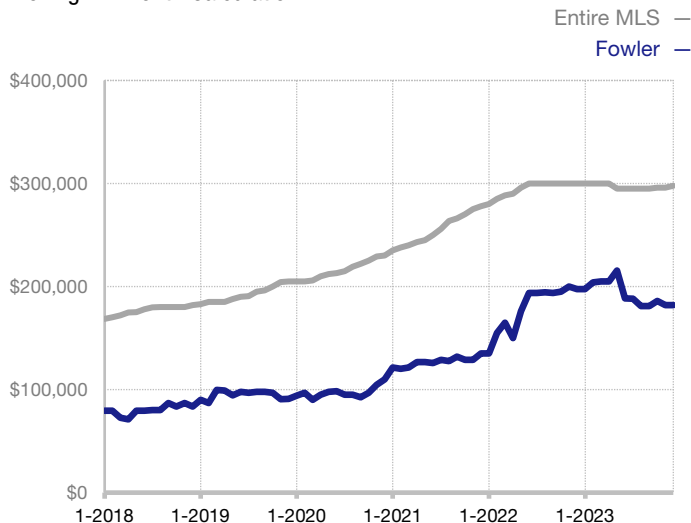
Single Family	December			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	1	1	0.0%	38	32	- 15.8%
Sold Listings	2	0	- 100.0%	36	21	- 41.7%
Median Sales Price*	\$175,750	\$0	- 100.0%	\$197,450	\$182,000	- 7.8%
Average Sales Price*	\$175,750	\$0	- 100.0%	\$203,614	\$183,081	- 10.1%
Percent of List Price Received*	101.3%	0.0%	- 100.0%	99.9%	92.8%	- 7.1%
Days on Market Until Sale	91	0	- 100.0%	90	153	+ 70.0%
Inventory of Homes for Sale	9	5	- 44.4%	--	--	--
Months Supply of Inventory	3.0	2.1	- 30.0%	--	--	--

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

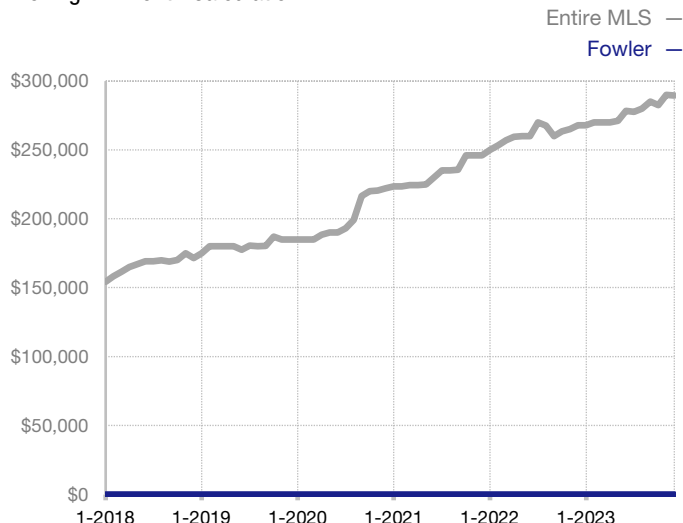
Townhouse/Condo	December			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

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



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



# Local Market Update for December 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Huerfano County

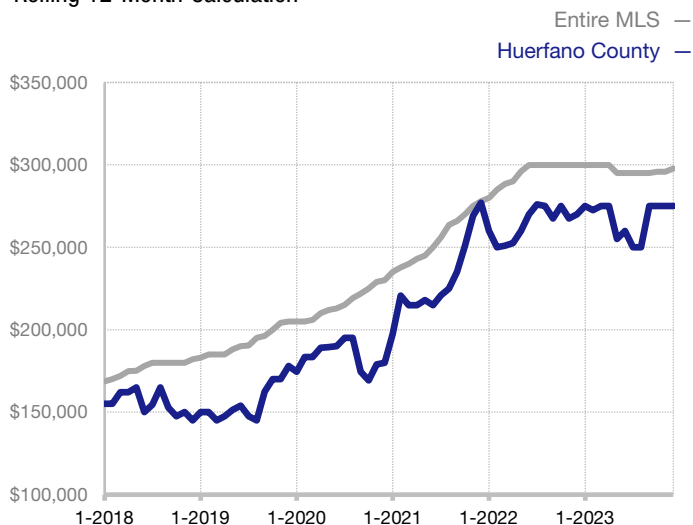
Single Family	December			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	5	4	- 20.0%	137	142	+ 3.6%
Sold Listings	3	4	+ 33.3%	89	78	- 12.4%
Median Sales Price*	\$156,000	\$138,500	- 11.2%	\$270,000	\$275,000	+ 1.9%
Average Sales Price*	\$192,167	\$150,496	- 21.7%	\$357,040	\$328,155	- 8.1%
Percent of List Price Received*	100.1%	92.1%	- 8.0%	95.9%	94.2%	- 1.8%
Days on Market Until Sale	262	251	- 4.2%	120	154	+ 28.3%
Inventory of Homes for Sale	60	57	- 5.0%	--	--	--
Months Supply of Inventory	8.1	8.8	+ 8.6%	--	--	--

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

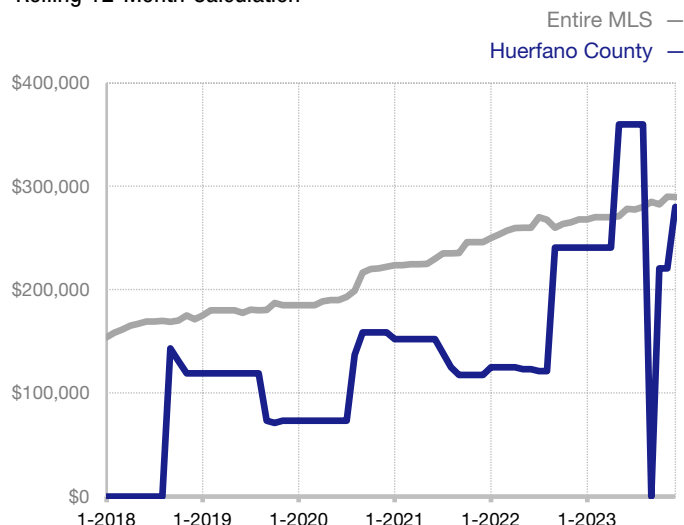
Townhouse/Condo	December			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	0	0	--	3	3	0.0%
Sold Listings	0	1	--	2	3	+ 50.0%
Median Sales Price*	\$0	\$289,000	--	\$240,525	\$280,000	+ 16.4%
Average Sales Price*	\$0	\$289,000	--	\$240,525	\$243,333	+ 1.2%
Percent of List Price Received*	0.0%	90.3%	--	100.4%	96.0%	- 4.4%
Days on Market Until Sale	0	251	--	48	227	+ 372.9%
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	1.0	0.7	- 30.0%	--	--	--

\* 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 December 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## La Junta

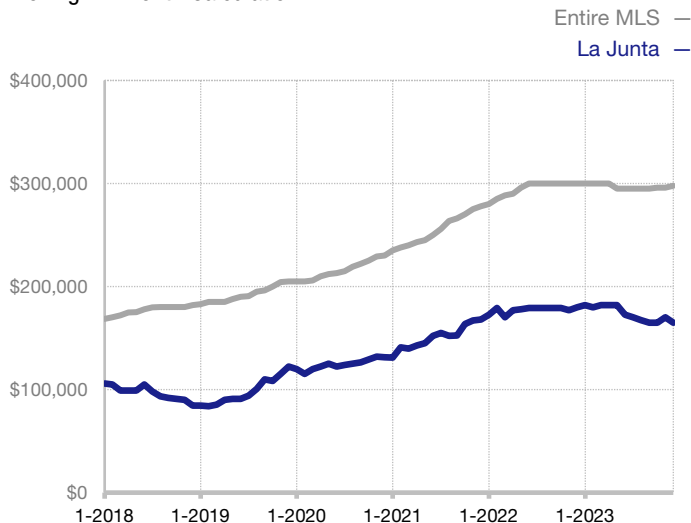
Single Family	December			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	7	3	- 57.1%	115	150	+ 30.4%
Sold Listings	5	8	+ 60.0%	93	85	- 8.6%
Median Sales Price*	\$225,000	<b>\$131,500</b>	- 41.6%	\$179,900	<b>\$165,000</b>	- 8.3%
Average Sales Price*	\$211,600	<b>\$134,500</b>	- 36.4%	\$204,339	<b>\$176,057</b>	- 13.8%
Percent of List Price Received*	92.0%	<b>89.2%</b>	- 3.0%	95.2%	<b>94.0%</b>	- 1.3%
Days on Market Until Sale	87	96	+ 10.3%	83	95	+ 14.5%
Inventory of Homes for Sale	15	46	+ 206.7%	--	--	--
Months Supply of Inventory	1.9	6.5	+ 242.1%	--	--	--

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

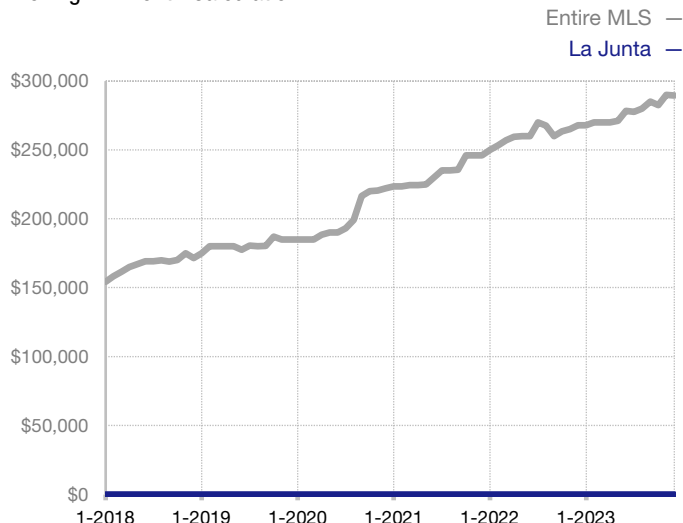
Townhouse/Condo	December			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

\* 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 December 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Lamar

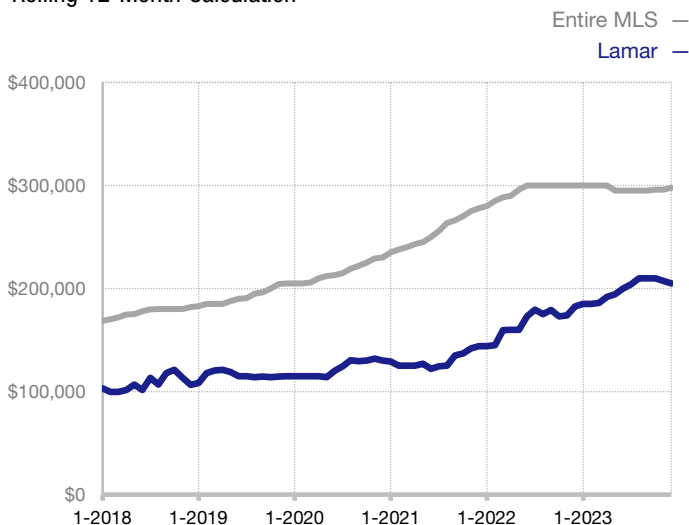
Single Family	December			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	1	3	+ 200.0%	94	82	- 12.8%
Sold Listings	6	3	- 50.0%	64	69	+ 7.8%
Median Sales Price*	\$210,000	<b>\$219,500</b>	+ 4.5%	\$182,500	<b>\$205,000</b>	+ 12.3%
Average Sales Price*	\$245,000	<b>\$234,883</b>	- 4.1%	\$200,810	<b>\$230,901</b>	+ 15.0%
Percent of List Price Received*	99.3%	<b>97.3%</b>	- 2.0%	96.0%	<b>95.5%</b>	- 0.5%
Days on Market Until Sale	110	<b>75</b>	- 31.8%	77	<b>91</b>	+ 18.2%
Inventory of Homes for Sale	19	<b>17</b>	- 10.5%	--	--	--
Months Supply of Inventory	3.3	<b>3.0</b>	- 9.1%	--	--	--

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

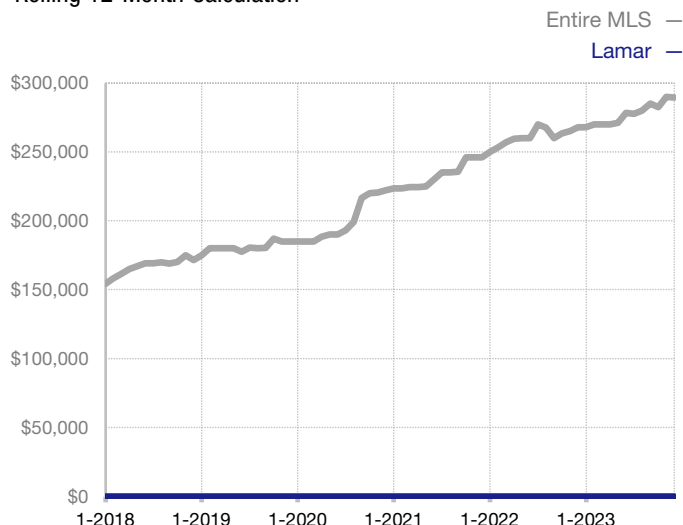
Townhouse/Condo	December			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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

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



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



# Local Market Update for December 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Las Animas

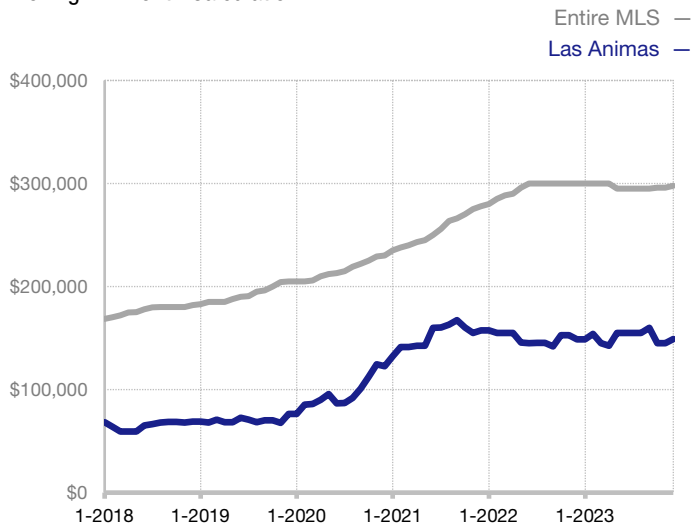
Single Family	December			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	3	3	0.0%	53	44	- 17.0%
Sold Listings	3	3	0.0%	38	31	- 18.4%
Median Sales Price*	\$225,000	\$160,000	- 28.9%	\$148,850	\$149,000	+ 0.1%
Average Sales Price*	\$189,667	\$188,667	- 0.5%	\$163,782	\$163,110	- 0.4%
Percent of List Price Received*	100.2%	92.4%	- 7.8%	94.6%	91.8%	- 3.0%
Days on Market Until Sale	57	66	+ 15.8%	95	111	+ 16.8%
Inventory of Homes for Sale	12	12	0.0%	--	--	--
Months Supply of Inventory	3.8	4.3	+ 13.2%	--	--	--

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

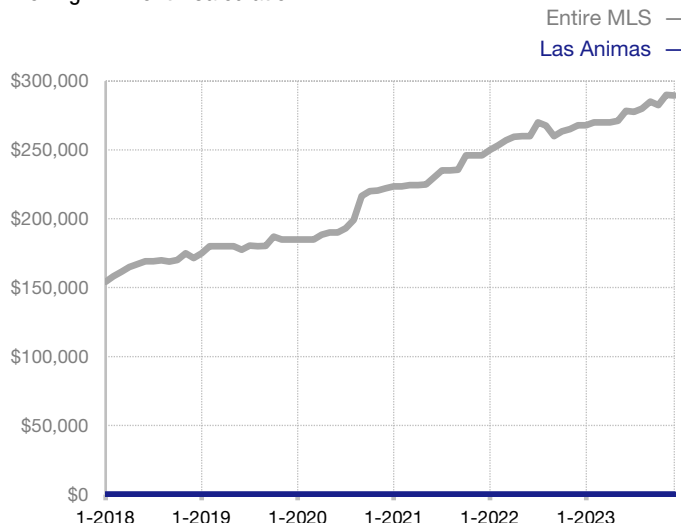
Townhouse/Condo	December			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

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



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



# Local Market Update for December 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Manzanola

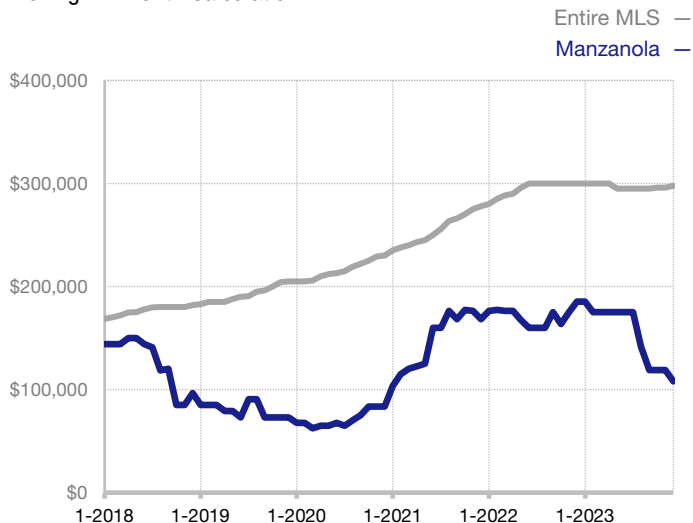
Single Family	December			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	0	0	--	12	15	+ 25.0%
Sold Listings	2	1	- 50.0%	8	9	+ 12.5%
Median Sales Price*	\$185,500	<b>\$385,000</b>	+ 107.5%	\$185,500	<b>\$108,000</b>	- 41.8%
Average Sales Price*	\$185,500	<b>\$385,000</b>	+ 107.5%	\$219,500	<b>\$144,944</b>	- 34.0%
Percent of List Price Received*	100.5%	<b>98.7%</b>	- 1.8%	93.3%	<b>88.6%</b>	- 5.0%
Days on Market Until Sale	83	<b>225</b>	+ 171.1%	144	<b>100</b>	- 30.6%
Inventory of Homes for Sale	3	<b>0</b>	- 100.0%	--	--	--
Months Supply of Inventory	1.9	<b>0.0</b>	- 100.0%	--	--	--

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

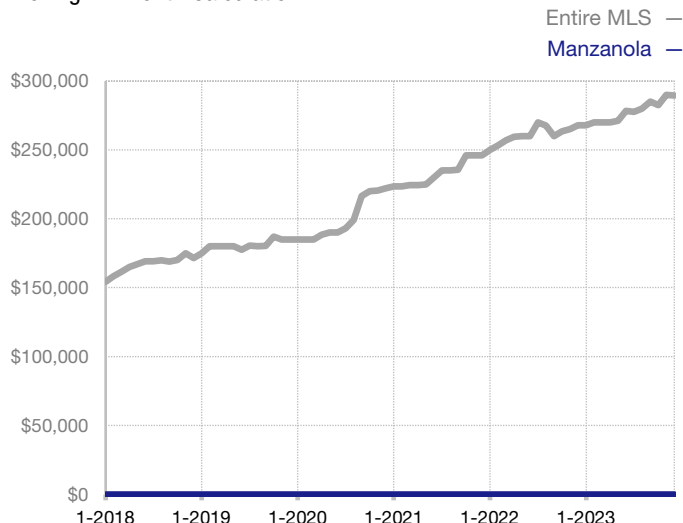
Townhouse/Condo	December			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</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	<b>0</b>	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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

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



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





# Local Market Update for December 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Rocky Ford

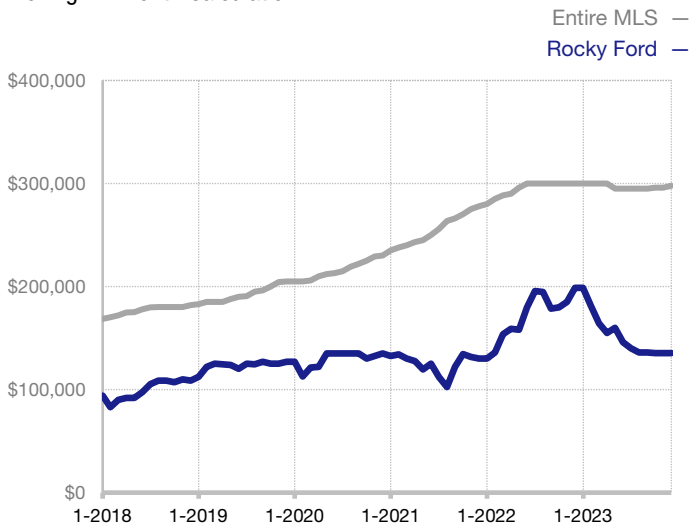
Single Family	December			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	3	2	- 33.3%	65	68	+ 4.6%
Sold Listings	3	3	0.0%	48	48	0.0%
Median Sales Price*	\$198,000	\$200,000	+ 1.0%	\$199,000	\$135,500	- 31.9%
Average Sales Price*	\$191,867	\$212,667	+ 10.8%	\$210,771	\$152,450	- 27.7%
Percent of List Price Received*	100.0%	89.3%	- 10.7%	97.5%	92.1%	- 5.5%
Days on Market Until Sale	96	179	+ 86.5%	77	99	+ 28.6%
Inventory of Homes for Sale	15	15	0.0%	--	--	--
Months Supply of Inventory	3.8	3.8	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.

Townhouse/Condo	December			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$128,000	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$128,000	\$0	- 100.0%
Percent of List Price Received*	0.0%	0.0%	--	102.4%	0.0%	- 100.0%
Days on Market Until Sale	0	0	--	298	0	- 100.0%
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

