

Monthly Indicators



October 2021

Percent changes calculated using year-over-year comparisons.

New Listings were up 19.3 percent for single family homes but remained flat for townhouse-condo properties. Pending Sales increased 7.0 percent for single family homes but remained flat for townhouse-condo properties.

The Median Sales Price was up 13.8 percent to \$288,000 for single family homes and 32.9 percent to \$295,000 for townhouse-condo properties. Days on Market decreased 7.5 percent for single family homes and 12.9 percent for townhouse-condo properties.

As temperatures drop, existing home sales continue to be plentiful, buoyed by strong demand, low interest rates, and a slight uptick in new listings in recent months, according to the National Association of REALTORS®. With interest rates inching upward, and experts expecting further rate increases on the horizon, motivated buyers are hoping to lock in their home purchases to take advantage of what are still historically low rates.

Activity Snapshot

- 3.9%	+ 15.2%	+ 17.8%
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	10-2020	10-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		290	346	+ 19.3%	2,946	3,320	+ 12.7%
Pending Sales		284	304	+ 7.0%	2,643	2,710	+ 2.5%
Sold Listings		292	285	- 2.4%	2,468	2,572	+ 4.2%
Median Sales Price		\$253,000	\$288,000	+ 13.8%	\$233,500	\$281,375	+ 20.5%
Avg. Sales Price		\$259,301	\$304,967	+ 17.6%	\$237,951	\$294,559	+ 23.8%
Pct. of List Price Received		99.7%	99.6%	- 0.1%	98.9%	100.9%	+ 2.0%
Days on Market		67	62	- 7.5%	72	64	- 11.1%
Affordability Index		158	134	- 15.2%	172	137	- 20.3%
Active Listings		307	371	+ 20.8%	--	--	--
Months Supply		1.3	1.4	+ 7.7%	--	--	--

Townhouse-Condo Market Overview

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

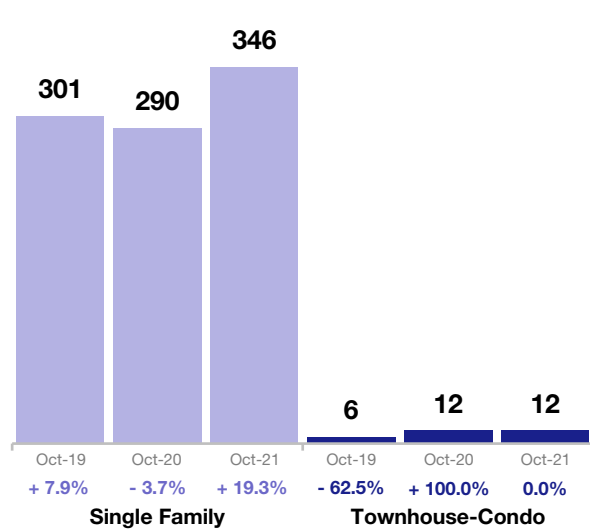


Key Metrics	Historical Sparkbars	10-2020	10-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		12	12	0.0%	124	110	- 11.3%
Pending Sales		9	9	0.0%	115	105	- 8.7%
Sold Listings		13	8	- 38.5%	109	108	- 0.9%
Median Sales Price		\$222,000	\$295,000	+ 32.9%	\$220,000	\$235,500	+ 7.0%
Avg. Sales Price		\$234,262	\$302,188	+ 29.0%	\$210,935	\$244,655	+ 16.0%
Pct. of List Price Received		100.0%	100.0%	0.0%	98.9%	100.4%	+ 1.5%
Days on Market		62	54	- 12.9%	74	66	- 10.8%
Affordability Index		181	131	- 27.6%	182	164	- 9.9%
Active Listings		13	6	- 53.8%	--	--	--
Months Supply		1.2	0.6	- 50.0%	--	--	--

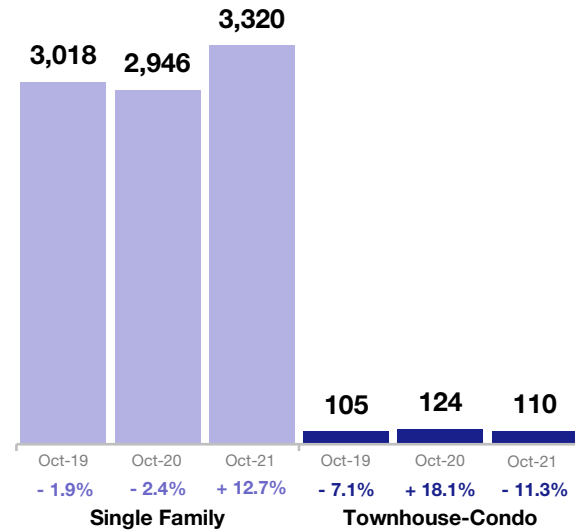
New Listings



October

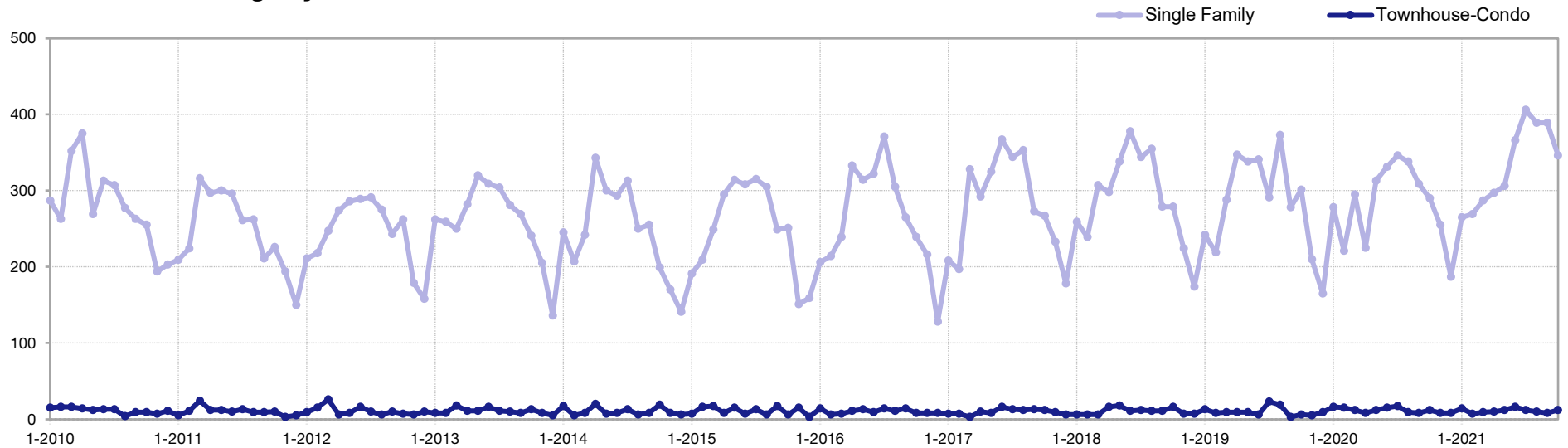


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	255	+21.4%	8	+60.0%
Dec-2020	187	+13.3%	8	-11.1%
Jan-2021	265	-4.7%	14	-12.5%
Feb-2021	269	+21.7%	7	-53.3%
Mar-2021	287	-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	406	+17.3%	12	-29.4%
Aug-2021	389	+15.1%	10	+11.1%
Sep-2021	389	+25.9%	8	0.0%
Oct-2021	346	+19.3%	12	0.0%

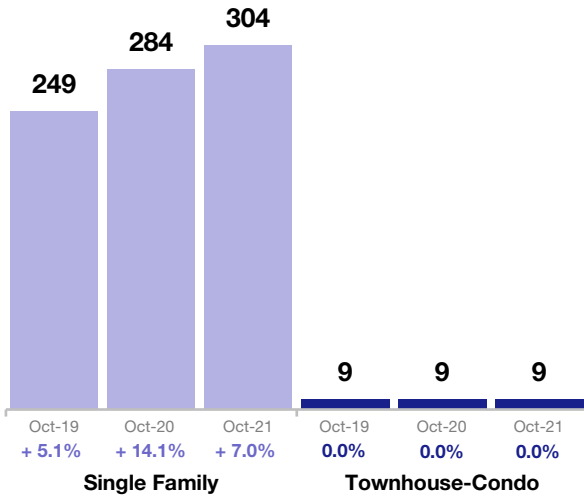
Historical New Listings by Month



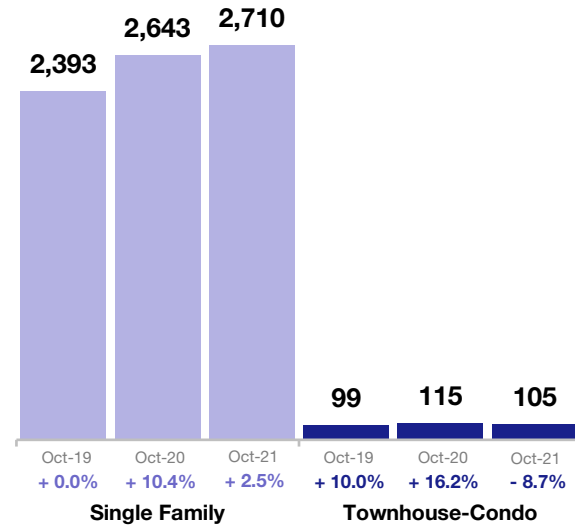
Pending Sales



October

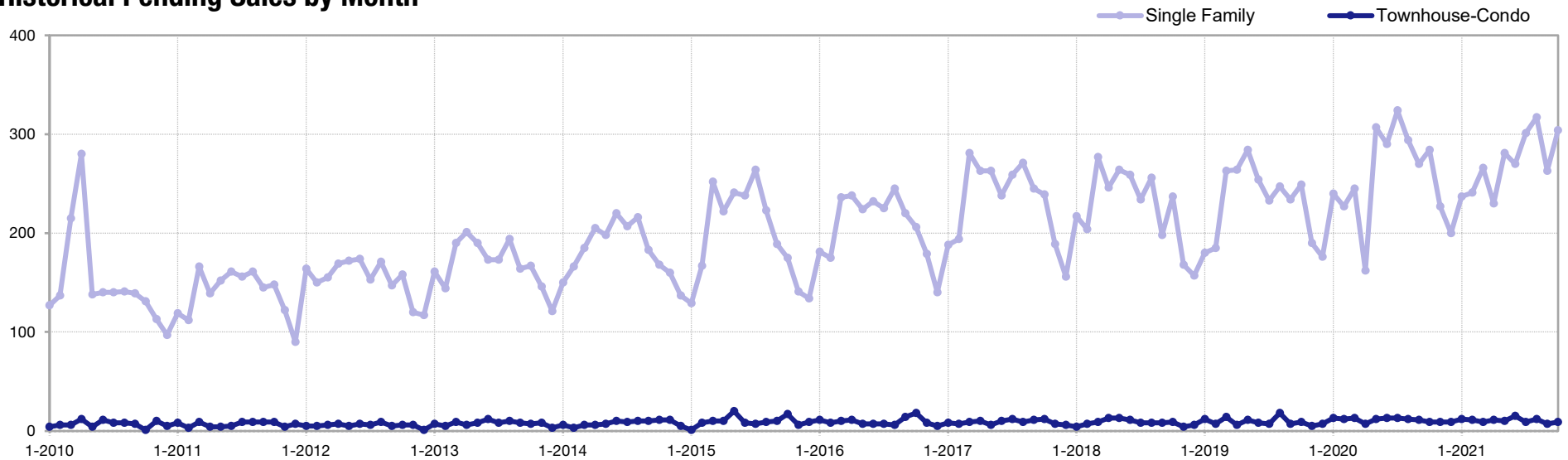


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	227	+19.5%	9	+80.0%
Dec-2020	200	+13.6%	9	+28.6%
Jan-2021	237	-1.3%	12	-7.7%
Feb-2021	241	+6.2%	11	-8.3%
Mar-2021	266	+8.6%	9	-30.8%
Apr-2021	230	+42.0%	11	+57.1%
May-2021	281	-8.5%	10	-16.7%
Jun-2021	270	-6.9%	15	+15.4%
Jul-2021	301	-7.1%	9	-30.8%
Aug-2021	317	+7.8%	12	0.0%
Sep-2021	263	-2.6%	7	-36.4%
Oct-2021	304	+7.0%	9	0.0%

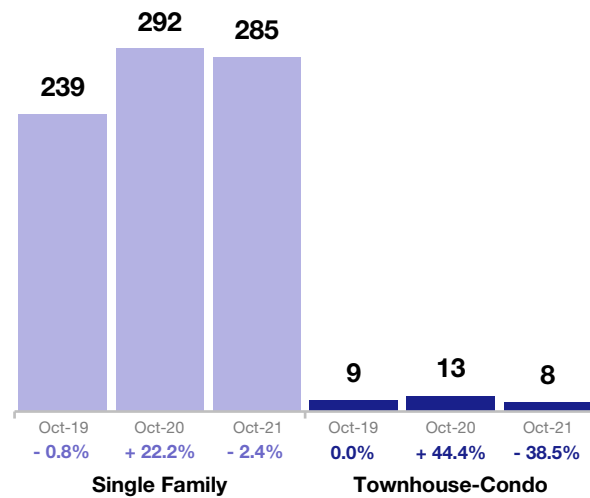
Historical Pending Sales by Month



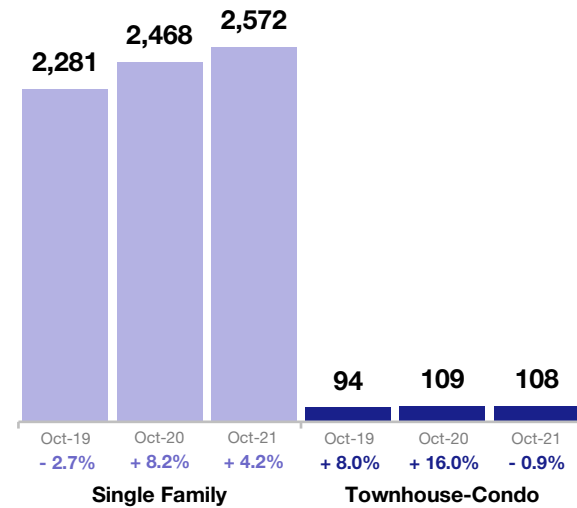
Sold Listings



October

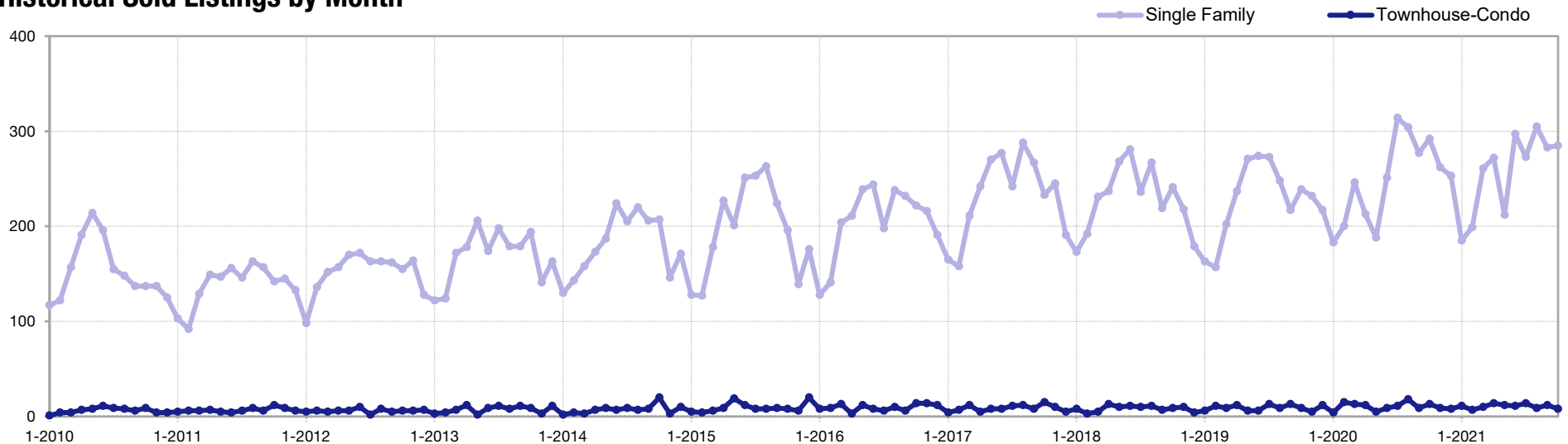


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	262	+12.9%	9	+80.0%
Dec-2020	253	+16.6%	8	-33.3%
Jan-2021	185	+1.1%	11	+175.0%
Feb-2021	199	-0.5%	7	-53.3%
Mar-2021	261	+6.1%	10	-23.1%
Apr-2021	272	+27.7%	14	+16.7%
May-2021	212	+12.8%	12	+140.0%
Jun-2021	297	+18.3%	11	+22.2%
Jul-2021	273	-13.1%	14	+27.3%
Aug-2021	305	+0.3%	9	-50.0%
Sep-2021	283	+2.2%	12	+33.3%
Oct-2021	285	-2.4%	8	-38.5%

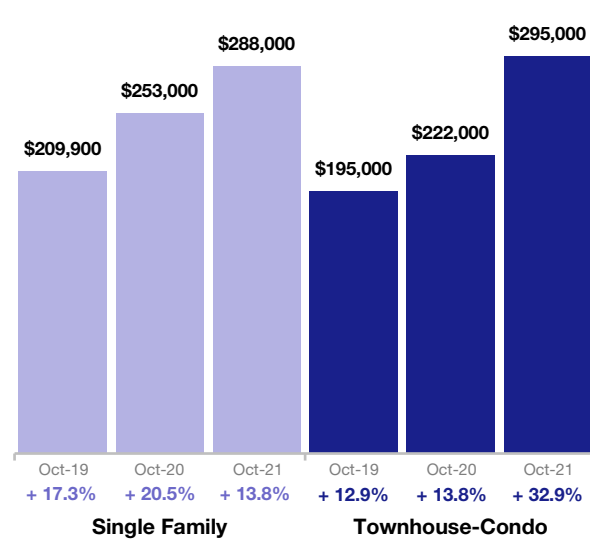
Historical Sold Listings by Month



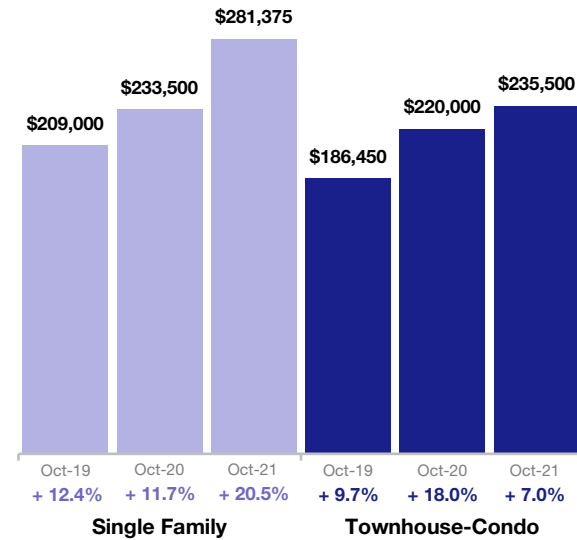
Median Sales Price



October

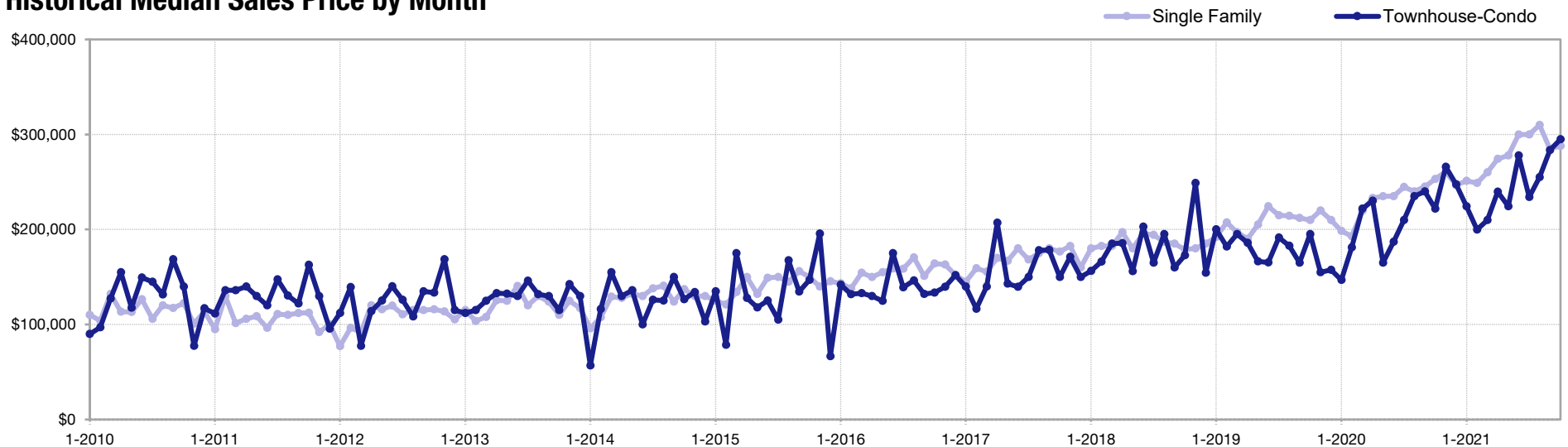


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	\$261,000	+18.7%	\$265,803	+71.5%
Dec-2020	\$246,700	+17.5%	\$247,450	+57.1%
Jan-2021	\$251,000	+26.5%	\$224,500	+53.0%
Feb-2021	\$249,020	+29.0%	\$199,900	+10.4%
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	\$300,000	+22.5%	\$234,100	+11.5%
Aug-2021	\$310,000	+29.2%	\$255,000	+8.5%
Sep-2021	\$284,900	+16.3%	\$283,450	+18.2%
Oct-2021	\$288,000	+13.8%	\$295,000	+32.9%

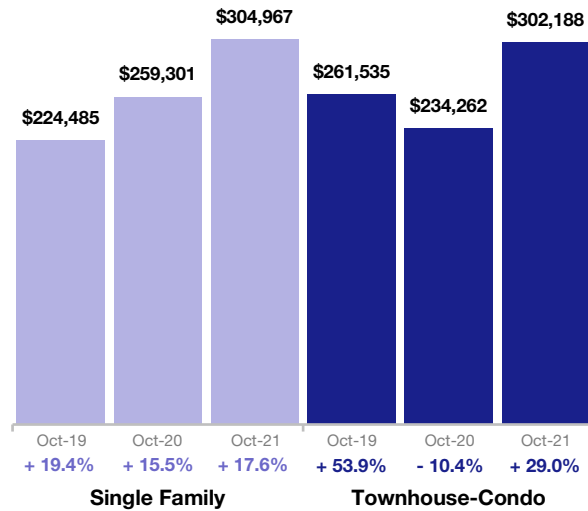
Historical Median Sales Price by Month



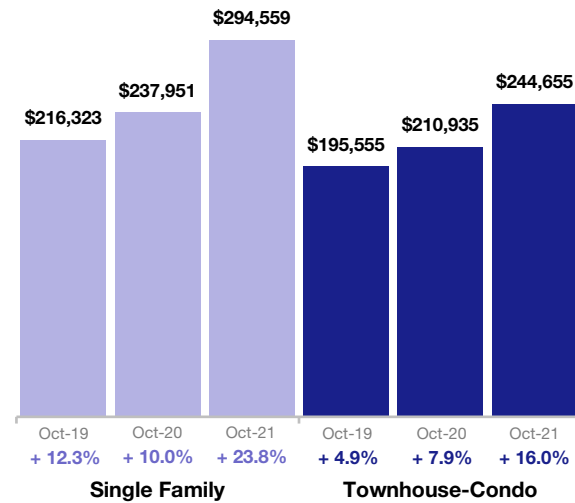
Average Sales Price



October

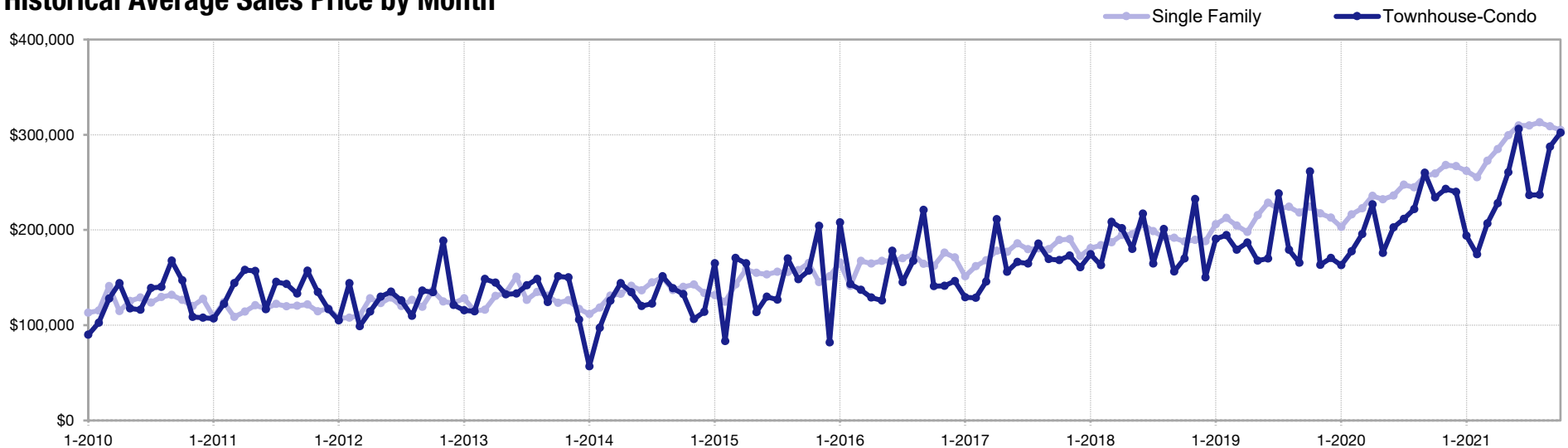


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	\$268,188	+23.4%	\$243,045	+48.8%
Dec-2020	\$266,941	+25.4%	\$240,084	+40.7%
Jan-2021	\$262,111	+29.0%	\$194,092	+19.0%
Feb-2021	\$255,271	+18.0%	\$174,529	-1.6%
Mar-2021	\$272,546	+22.4%	\$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	\$309,625	+31.2%	\$306,038	+51.0%
Jul-2021	\$309,638	+25.1%	\$236,745	+11.8%
Aug-2021	\$313,117	+27.9%	\$236,961	+6.8%
Sep-2021	\$308,710	+20.4%	\$287,399	+10.6%
Oct-2021	\$304,967	+17.6%	\$302,188	+29.0%

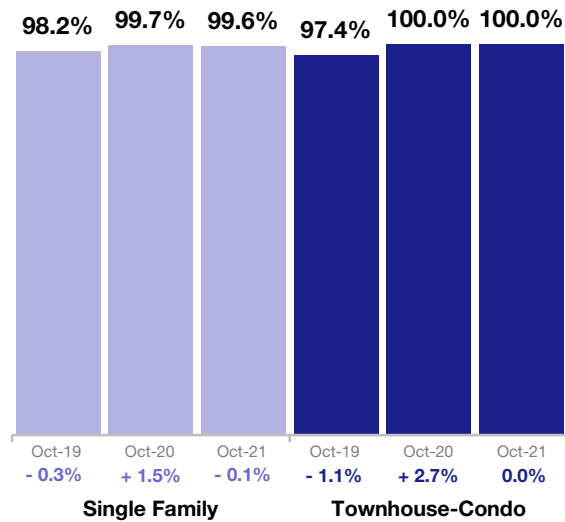
Historical Average Sales Price by Month



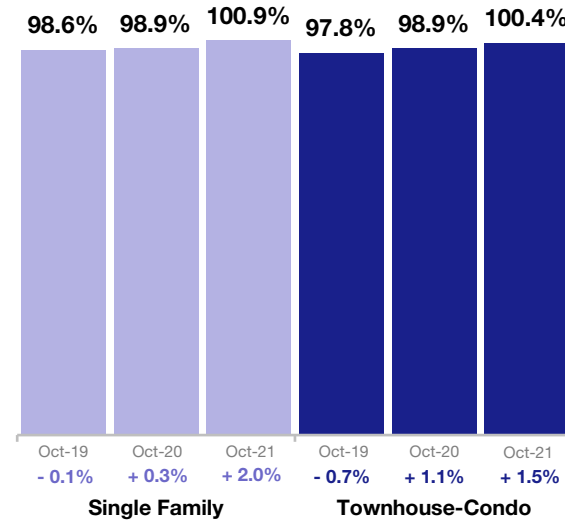
Percent of List Price Received



October

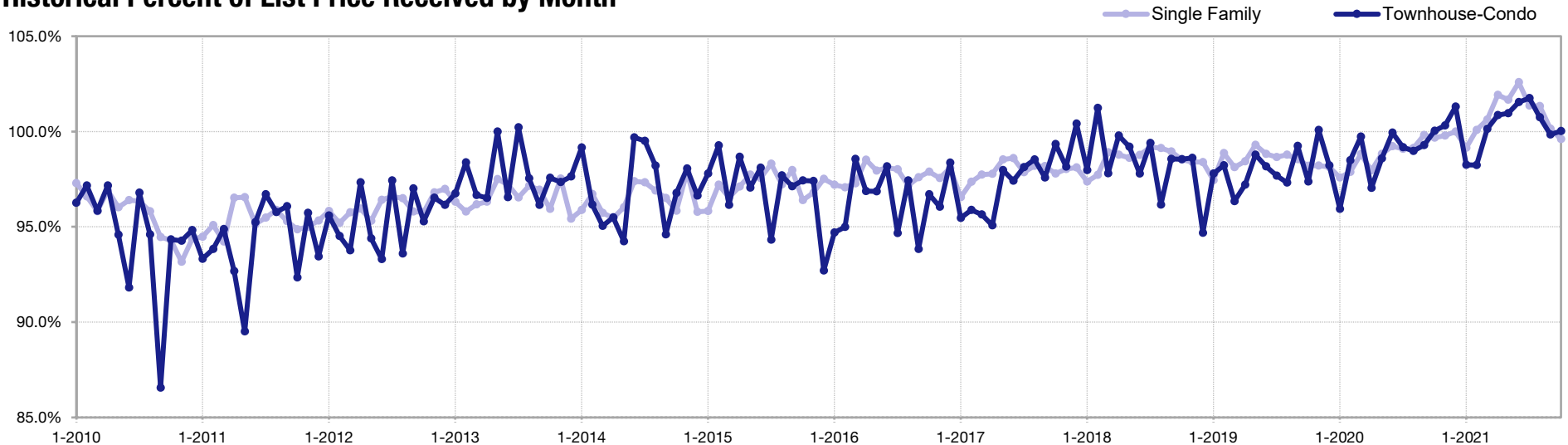


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	99.8%	+1.6%	100.3%	+0.2%
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%	98.2%	-0.3%
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%	101.8%	+2.6%
Aug-2021	101.3%	+2.2%	100.8%	+1.8%
Sep-2021	100.2%	+0.4%	99.8%	+0.5%
Oct-2021	99.6%	-0.1%	100.0%	0.0%

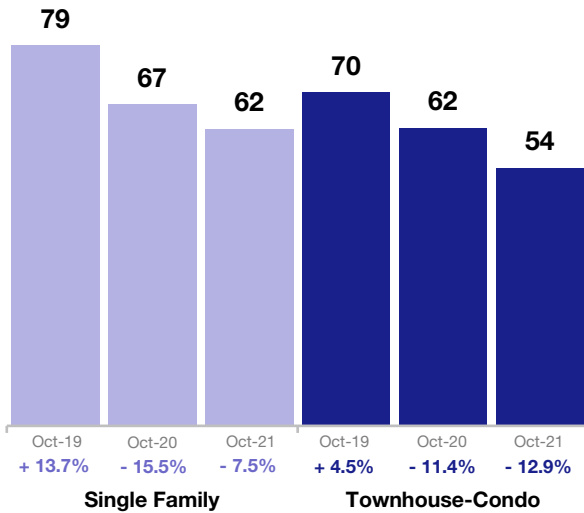
Historical Percent of List Price Received by Month



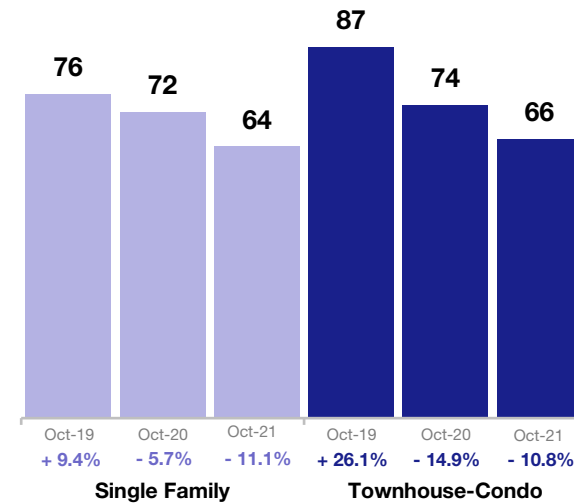
Days on Market Until Sale



October

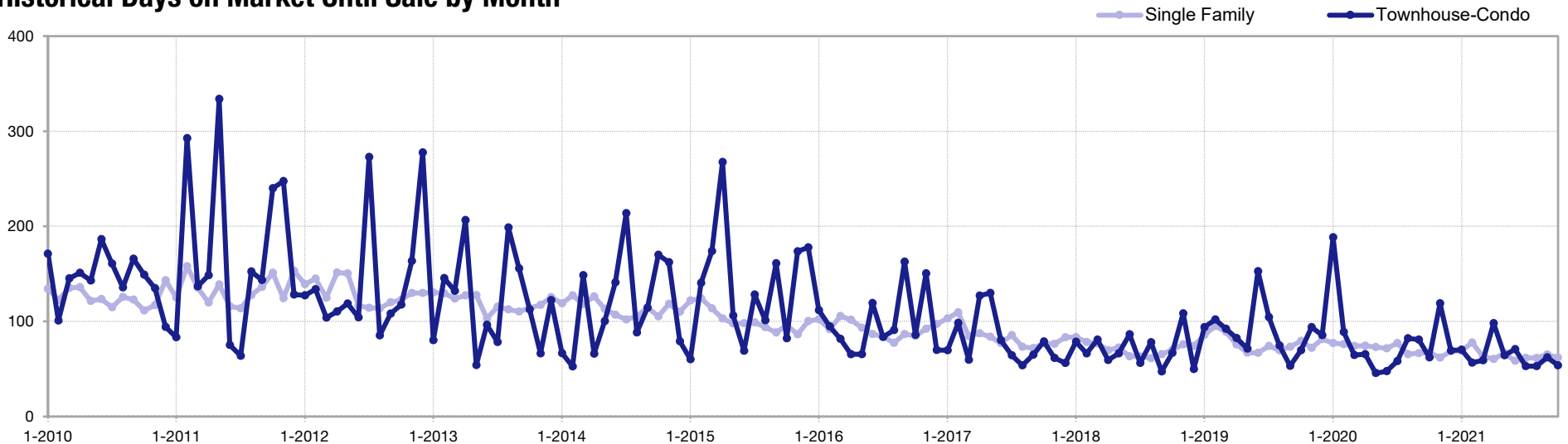


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	62	-13.9%	119	+26.6%
Dec-2020	68	-16.0%	69	-19.8%
Jan-2021	69	-10.4%	70	-63.0%
Feb-2021	78	+2.6%	57	-36.0%
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	61	-20.8%	53	-8.6%
Aug-2021	62	-6.1%	53	-35.4%
Sep-2021	65	-3.0%	62	-23.5%
Oct-2021	62	-7.5%	54	-12.9%

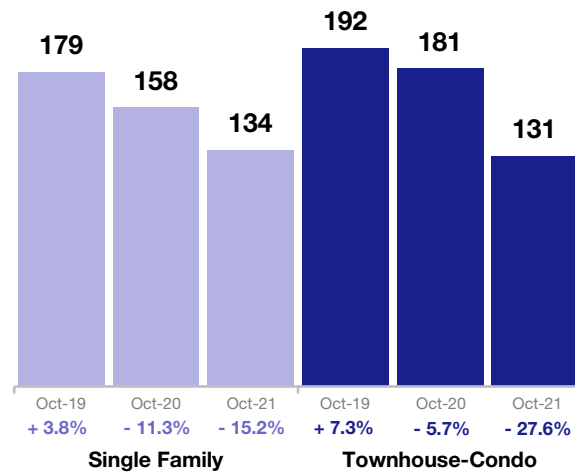
Historical Days on Market Until Sale by Month



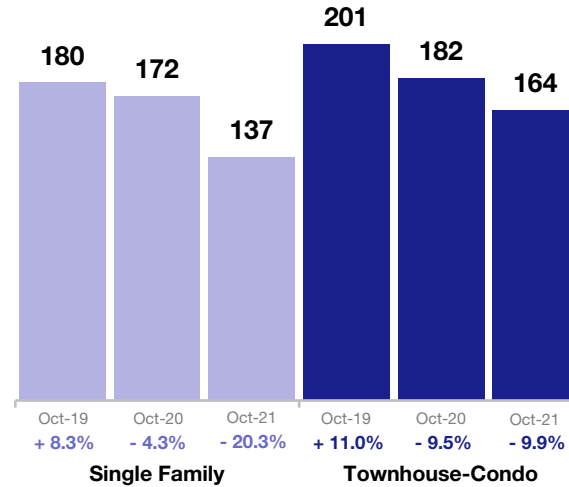
Housing Affordability Index



October

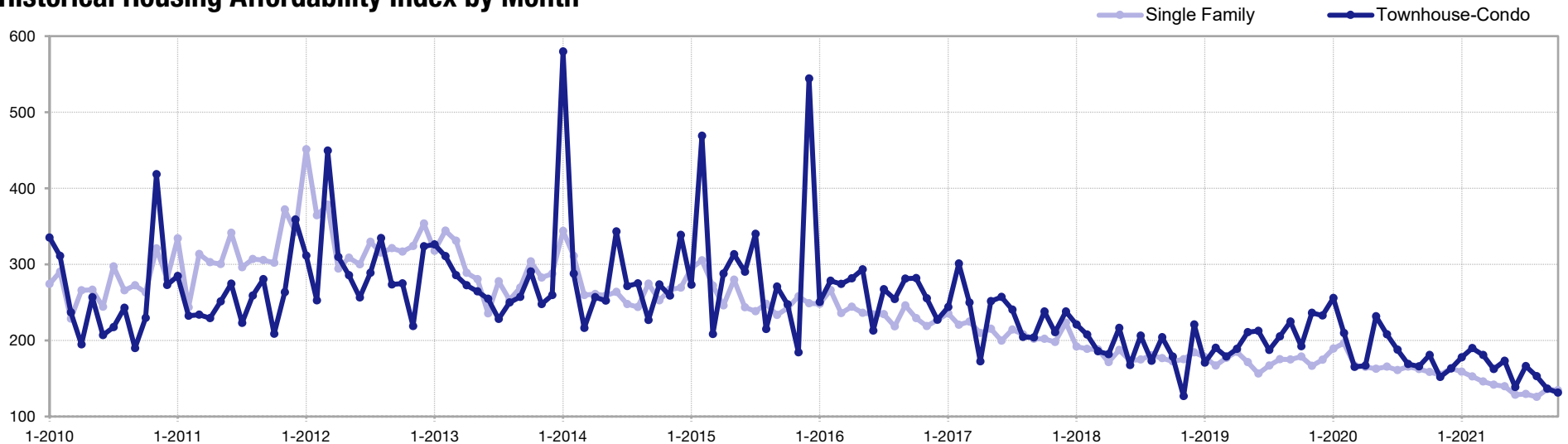


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	155	-7.2%	152	-35.6%
Dec-2020	163	-6.9%	163	-30.0%
Jan-2021	159	-15.9%	177	-30.9%
Feb-2021	152	-22.8%	190	-9.5%
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	130	-19.3%	166	-11.7%
Aug-2021	126	-23.6%	153	-9.5%
Sep-2021	136	-16.0%	136	-18.1%
Oct-2021	134	-15.2%	131	-27.6%

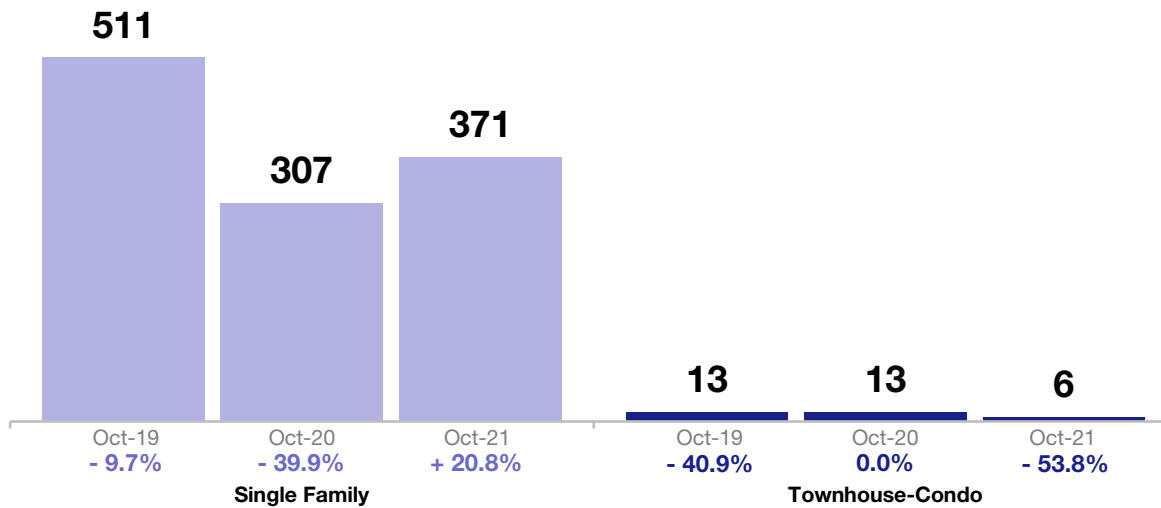
Historical Housing Affordability Index by Month



Inventory of Active Listings

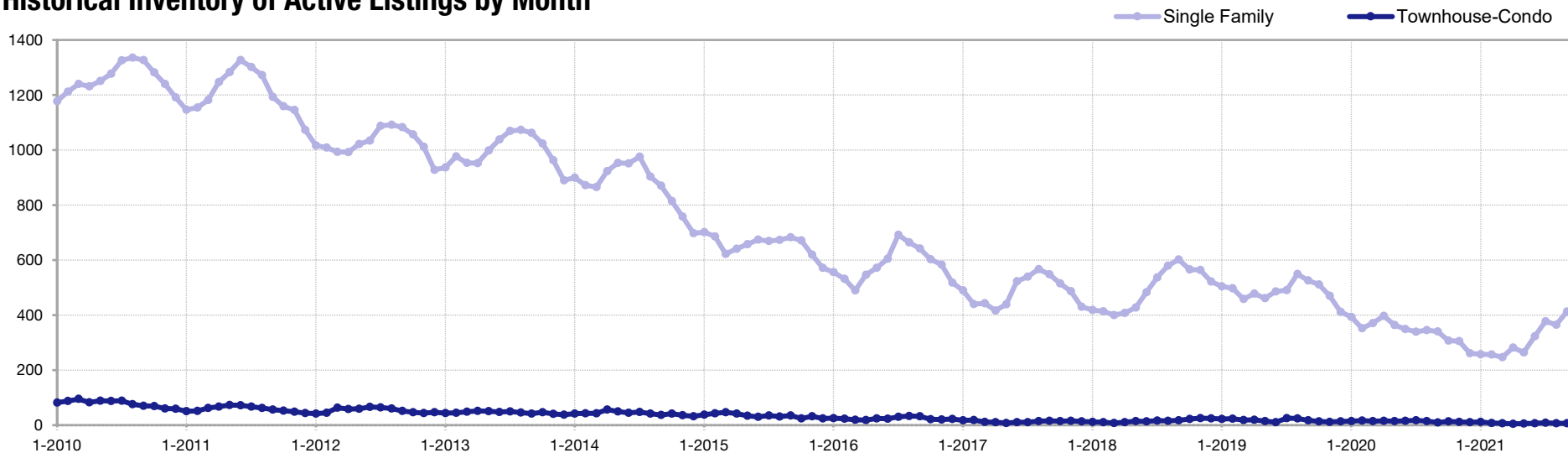


October



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	305	-35.1%	12	0.0%
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	247	-33.4%	7	-50.0%
Apr-2021	282	-29.0%	5	-66.7%
May-2021	264	-27.5%	6	-57.1%
Jun-2021	323	-7.4%	7	-53.3%
Jul-2021	377	+11.2%	9	-47.1%
Aug-2021	365	+5.8%	7	-50.0%
Sep-2021	413	+21.5%	7	-30.0%
Oct-2021	371	+20.8%	6	-53.8%

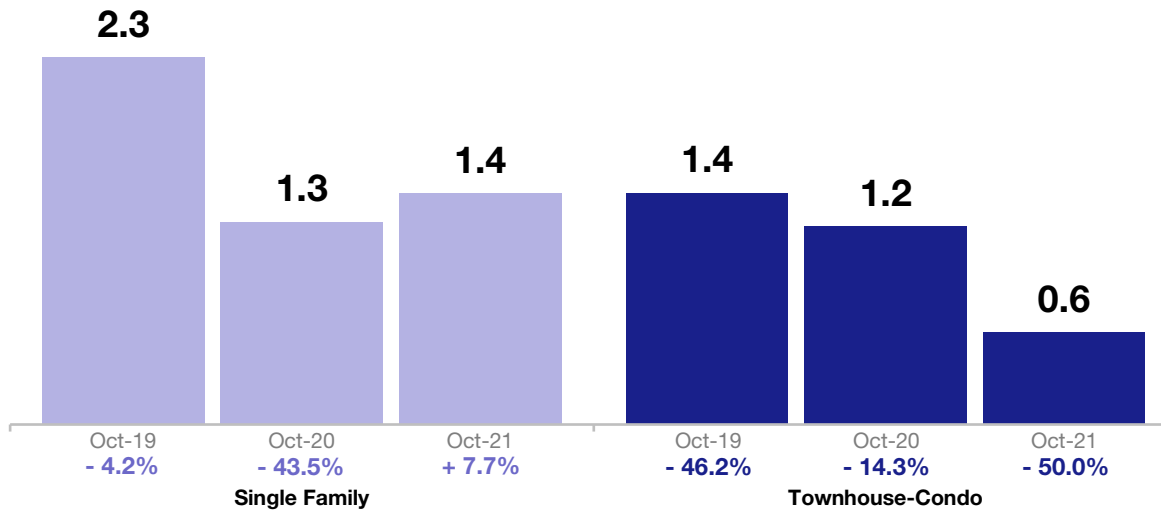
Historical Inventory of Active Listings by Month



Months Supply of Inventory

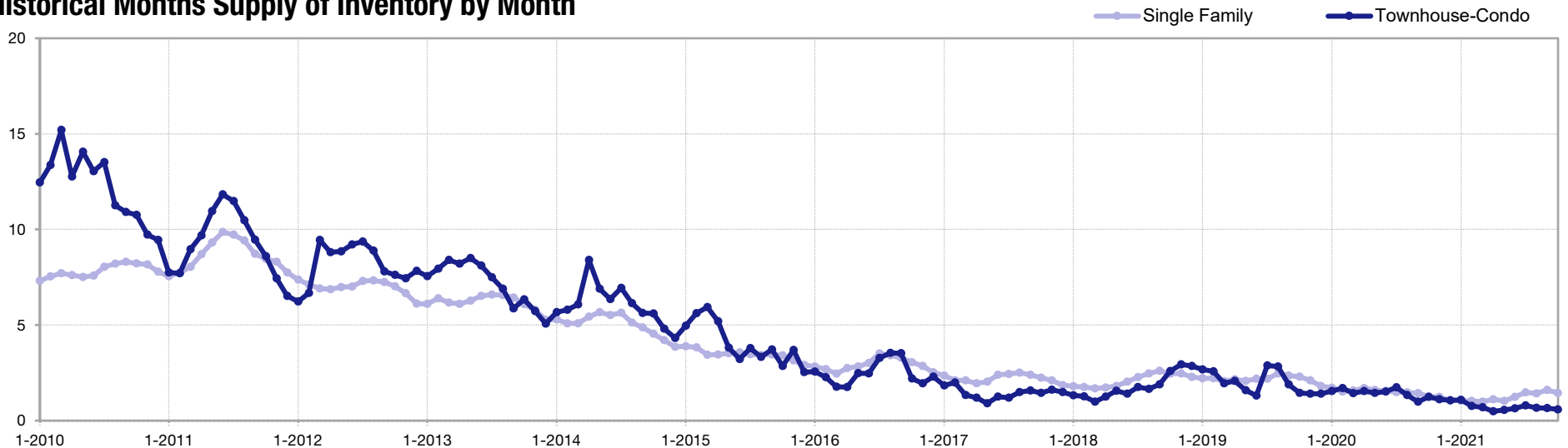


October



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2020	1.2	-42.9%	1.1	-21.4%
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%	0.7	-46.2%
Sep-2021	1.6	+14.3%	0.6	-40.0%
Oct-2021	1.4	+7.7%	0.6	-50.0%

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.



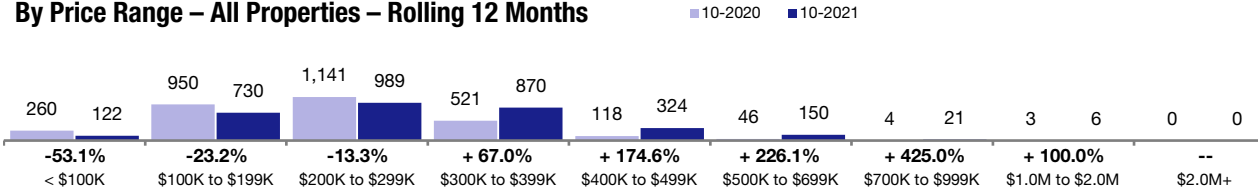
Key Metrics	Historical Sparkbars	10-2020	10-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		302	358	+ 18.5%	3,070	3,430	+ 11.7%
Pending Sales		293	313	+ 6.8%	2,758	2,815	+ 2.1%
Sold Listings		305	293	- 3.9%	2,577	2,680	+ 4.0%
Median Sales Price		\$250,000	\$288,000	+ 15.2%	\$232,000	\$279,300	+ 20.4%
Avg. Sales Price		\$258,233	\$304,891	+ 18.1%	\$236,807	\$292,546	+ 23.5%
Pct. of List Price Received		99.7%	99.6%	- 0.1%	98.9%	100.9%	+ 2.0%
Days on Market		67	62	- 7.5%	72	64	- 11.1%
Affordability Index		160	134	- 16.3%	173	139	- 19.7%
Active Listings		320	377	+ 17.8%	--	--	--
Months Supply		1.3	1.4	+ 7.7%	--	--	--

Sold Listings

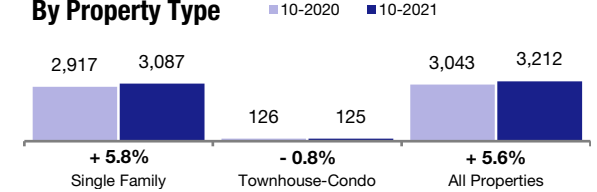
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	10-2020	10-2021	Change	10-2020	10-2021	Change
\$99,999 and Below	254	119	-53.1%	6	3	-50.0%
\$100,000 to \$199,999	899	696	-22.6%	51	34	-33.3%
\$200,000 to \$299,999	1,083	921	-15.0%	58	68	+17.2%
\$300,000 to \$399,999	511	853	+66.9%	10	17	+70.0%
\$400,000 to \$499,999	117	323	+176.1%	1	1	0.0%
\$500,000 to \$699,999	46	150	+226.1%	0	0	--
\$700,000 to \$999,999	4	19	+375.0%	0	2	--
\$1,000,000 to \$1,999,999	3	6	+100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,917	3,087	+5.8%	126	125	-0.8%

Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2021	10-2021	Change	9-2021	10-2021	Change
\$99,999 and Below	8	10	+25.0%	0	0	--
\$100,000 to \$199,999	48	54	+12.5%	1	0	-100.0%
\$200,000 to \$299,999	97	85	-12.4%	7	4	-42.9%
\$300,000 to \$399,999	72	82	+13.9%	3	4	+33.3%
\$400,000 to \$499,999	38	33	-13.2%	1	0	-100.0%
\$500,000 to \$699,999	16	18	+12.5%	0	0	--
\$700,000 to \$999,999	3	2	-33.3%	0	0	--
\$1,000,000 to \$1,999,999	1	1	0.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	283	285	+0.7%	12	8	-33.3%

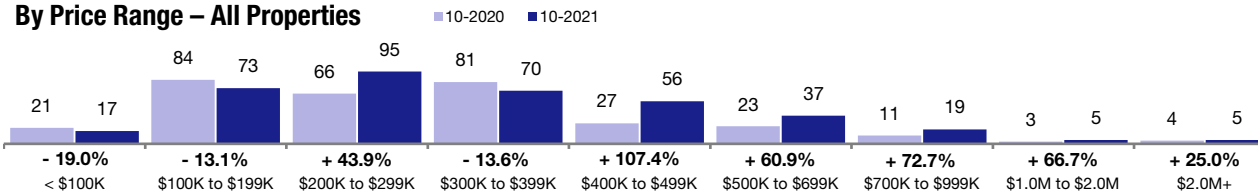
Year to Date

By Price Range	Single Family			Condo		
	10-2020	10-2021	Change	10-2020	10-2021	Change
\$99,999 and Below	206	90	-56.3%	5	3	-40.0%
\$100,000 to \$199,999	749	550	-26.6%	40	28	-30.0%
\$200,000 to \$299,999	902	756	-16.2%	53	60	+13.2%
\$300,000 to \$399,999	461	733	+59.0%	10	14	+40.0%
\$400,000 to \$499,999	104	288	+176.9%	1	1	0.0%
\$500,000 to \$699,999	39	136	+248.7%	0	0	--
\$700,000 to \$999,999	4	15	+275.0%	0	2	--
\$1,000,000 to \$1,999,999	3	4	+33.3%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,468	2,572	+4.2%	109	108	-0.9%

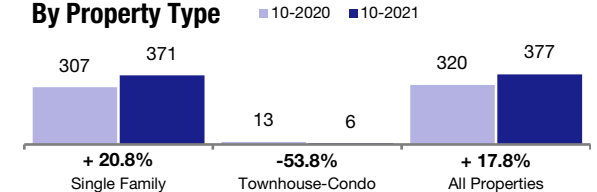
Inventory of Active Listings

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			Condo		
	10-2020	10-2021	Change	10-2020	10-2021	Change
\$99,999 and Below	21	17	-19.0%	0	0	--
\$100,000 to \$199,999	81	72	-11.1%	3	1	-66.7%
\$200,000 to \$299,999	61	91	+49.2%	5	4	-20.0%
\$300,000 to \$399,999	79	70	-11.4%	2	0	-100.0%
\$400,000 to \$499,999	25	55	+120.0%	2	1	-50.0%
\$500,000 to \$699,999	23	37	+60.9%	0	0	--
\$700,000 to \$999,999	10	19	+90.0%	1	0	-100.0%
\$1,000,000 to \$1,999,999	3	5	+66.7%	0	0	--
\$2,000,000 and Above	4	5	+25.0%	0	0	--
All Price Ranges	307	371	+20.8%	13	6	-53.8%

Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2021	10-2021	Change	9-2021	10-2021	Change
\$99,999 and Below	17	17	0.0%	0	0	--
\$100,000 to \$199,999	88	72	-18.2%	0	1	--
\$200,000 to \$299,999	104	91	-12.5%	4	4	0.0%
\$300,000 to \$399,999	76	70	-7.9%	2	0	-100.0%
\$400,000 to \$499,999	62	55	-11.3%	1	1	0.0%
\$500,000 to \$699,999	39	37	-5.1%	0	0	--
\$700,000 to \$999,999	15	19	+26.7%	0	0	--
\$1,000,000 to \$1,999,999	7	5	-28.6%	0	0	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
All Price Ranges	413	371	-10.2%	7	6	-14.3%

Year to Date

By Price Range	Single Family			Condo		
	10-2020	10-2021	Change	10-2020	10-2021	Change
\$99,999 and Below	17	17	0.0%	0	0	--
\$100,000 to \$199,999	88	72	-18.2%	0	1	--
\$200,000 to \$299,999	104	91	-12.5%	4	4	0.0%
\$300,000 to \$399,999	76	70	-7.9%	2	0	-100.0%
\$400,000 to \$499,999	62	55	-11.3%	1	1	0.0%
\$500,000 to \$699,999	39	37	-5.1%	0	0	--
\$700,000 to \$999,999	15	19	+26.7%	0	0	--
\$1,000,000 to \$1,999,999	7	5	-28.6%	0	0	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
All Price Ranges	413	371	-10.2%	7	6	-14.3%

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 October 2021

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Pueblo County

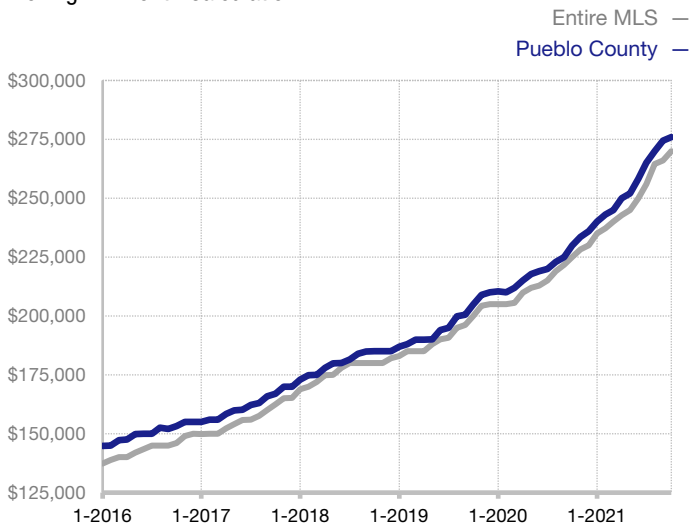
Single Family Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	294	338	+ 15.0%	2,932	3,259	+ 11.2%
Sold Listings	286	284	- 0.7%	2,443	2,541	+ 4.0%
Median Sales Price*	\$254,000	\$287,500	+ 13.2%	\$234,000	\$280,500	+ 19.9%
Average Sales Price*	\$257,733	\$304,063	+ 18.0%	\$237,179	\$294,195	+ 24.0%
Percent of List Price Received*	99.8%	99.6%	- 0.2%	98.9%	100.9%	+ 2.0%
Days on Market Until Sale	67	61	- 9.0%	72	64	- 11.1%
Inventory of Homes for Sale	305	352	+ 15.4%	--	--	--
Months Supply of Inventory	1.3	1.4	+ 7.7%	--	--	--

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

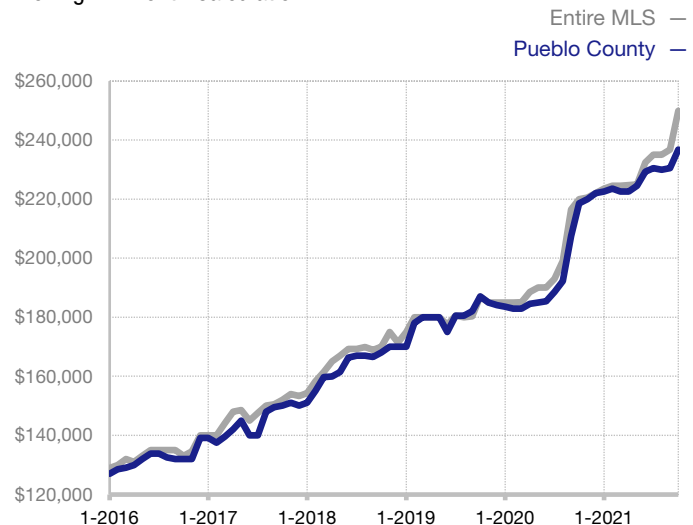
Townhouse/Condo Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	12	12	0.0%	121	107	- 11.6%
Sold Listings	13	8	- 38.5%	107	104	- 2.8%
Median Sales Price*	\$222,000	\$295,000	+ 32.9%	\$220,000	\$235,000	+ 6.8%
Average Sales Price*	\$234,262	\$302,188	+ 29.0%	\$211,261	\$240,271	+ 13.7%
Percent of List Price Received*	100.0%	100.0%	0.0%	98.9%	100.5%	+ 1.6%
Days on Market Until Sale	62	54	- 12.9%	74	67	- 9.5%
Inventory of Homes for Sale	13	6	- 53.8%	--	--	--
Months Supply of Inventory	1.3	0.6	- 53.8%	--	--	--

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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 October 2021

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Arkansas Valley/Otero County

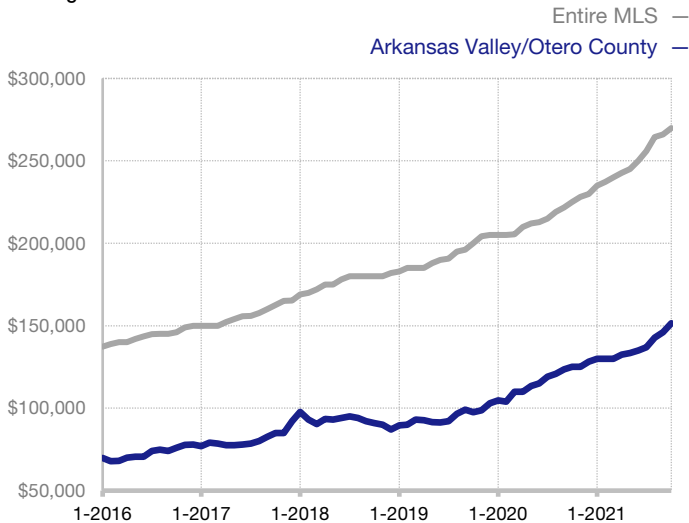
Single Family	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
Key Metrics						
New Listings	52	42	- 19.2%	376	410	+ 9.0%
Sold Listings	39	33	- 15.4%	293	314	+ 7.2%
Median Sales Price*	\$152,000	\$225,000	+ 48.0%	\$125,000	\$155,000	+ 24.0%
Average Sales Price*	\$172,599	\$224,364	+ 30.0%	\$144,659	\$169,792	+ 17.4%
Percent of List Price Received*	98.7%	97.1%	- 1.6%	96.7%	97.1%	+ 0.4%
Days on Market Until Sale	62	106	+ 71.0%	99	86	- 13.1%
Inventory of Homes for Sale	111	76	- 31.5%	--	--	--
Months Supply of Inventory	3.8	2.4	- 36.8%	--	--	--

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

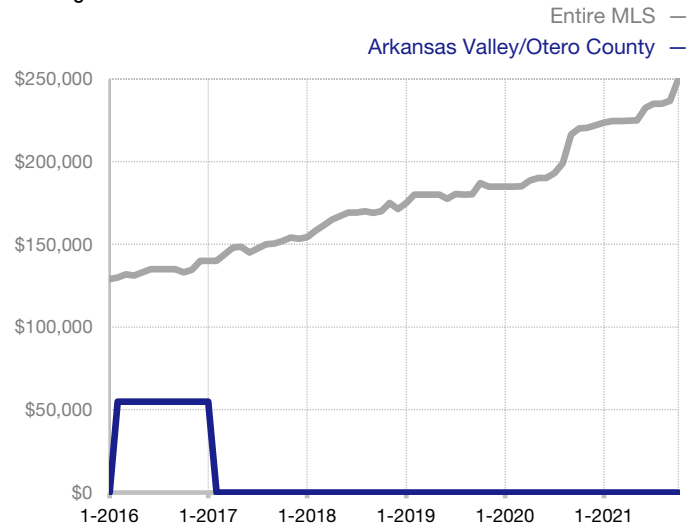
Townhouse/Condo	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	1	--	--	--	--
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 October 2021

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Fowler

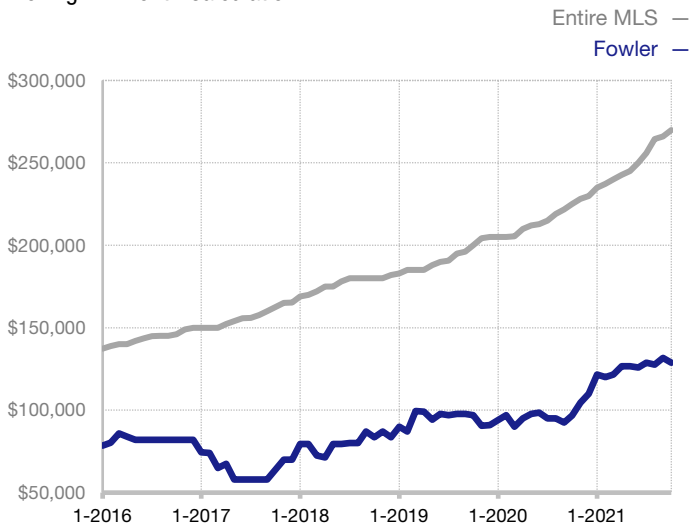
Single Family	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
Key Metrics						
New Listings	4	2	- 50.0%	22	40	+ 81.8%
Sold Listings	1	2	+ 100.0%	17	35	+ 105.9%
Median Sales Price*	\$172,500	\$104,500	- 39.4%	\$120,000	\$135,000	+ 12.5%
Average Sales Price*	\$172,500	\$104,500	- 39.4%	\$134,706	\$168,543	+ 25.1%
Percent of List Price Received*	86.3%	91.7%	+ 6.3%	96.2%	98.7%	+ 2.6%
Days on Market Until Sale	78	66	- 15.4%	109	77	- 29.4%
Inventory of Homes for Sale	7	6	- 14.3%	--	--	--
Months Supply of Inventory	3.5	1.8	- 48.6%	--	--	--

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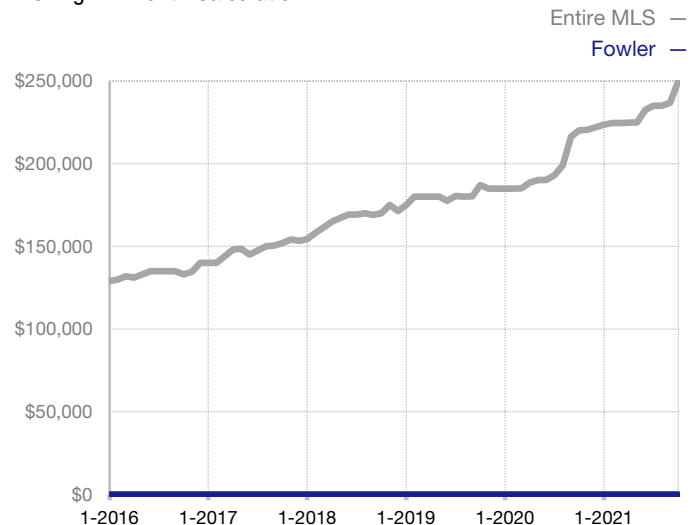
Townhouse/Condo	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 October 2021

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Huerfano County

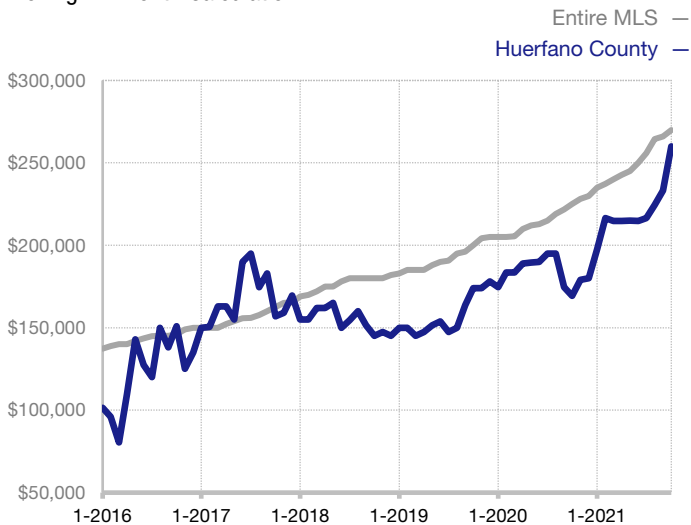
Single Family	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
Key Metrics						
New Listings	9	13	+ 44.4%	115	122	+ 6.1%
Sold Listings	11	13	+ 18.2%	70	102	+ 45.7%
Median Sales Price*	\$154,000	\$288,000	+ 87.0%	\$166,250	\$288,500	+ 73.5%
Average Sales Price*	\$156,409	\$319,069	+ 104.0%	\$271,783	\$301,459	+ 10.9%
Percent of List Price Received*	93.0%	93.0%	0.0%	92.7%	95.3%	+ 2.8%
Days on Market Until Sale	184	96	- 47.8%	171	158	- 7.6%
Inventory of Homes for Sale	55	33	- 40.0%	--	--	--
Months Supply of Inventory	7.9	3.2	- 59.5%	--	--	--

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

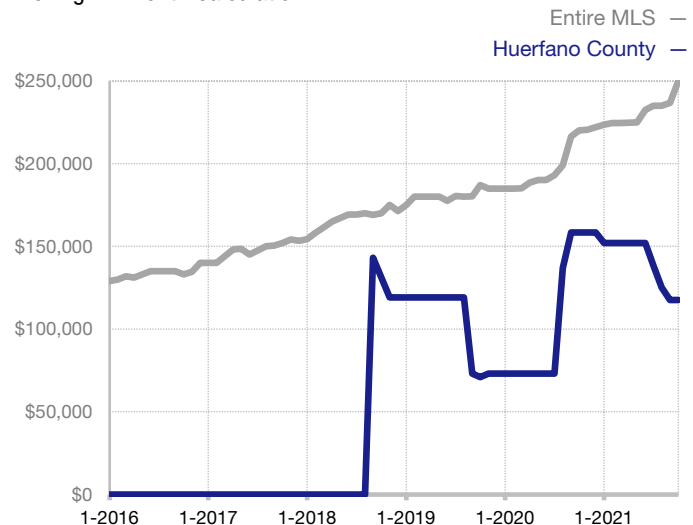
Townhouse/Condo	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	4	1	- 75.0%
Sold Listings	0	0	--	4	2	- 50.0%
Median Sales Price*	\$0	\$0	--	\$158,490	\$117,500	- 25.9%
Average Sales 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	--	--	--	--

* 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 October 2021

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La Junta

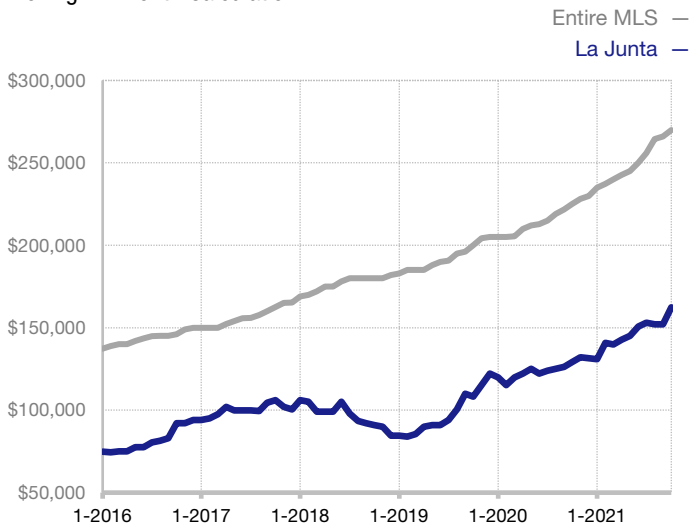
Single Family Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	14	9	- 35.7%	85	90	+ 5.9%
Sold Listings	8	10	+ 25.0%	74	71	- 4.1%
Median Sales Price*	\$147,750	\$292,500	+ 98.0%	\$129,200	\$162,500	+ 25.8%
Average Sales Price*	\$196,694	\$285,650	+ 45.2%	\$140,550	\$177,465	+ 26.3%
Percent of List Price Received*	99.9%	96.5%	- 3.4%	98.5%	96.8%	- 1.7%
Days on Market Until Sale	96	113	+ 17.7%	109	89	- 18.3%
Inventory of Homes for Sale	27	18	- 33.3%	--	--	--
Months Supply of Inventory	3.4	2.6	- 23.5%	--	--	--

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

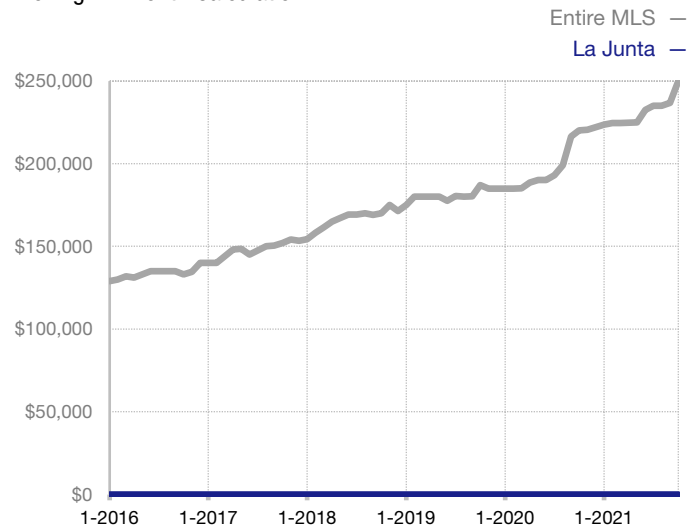
Townhouse/Condo Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 October 2021

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Lamar

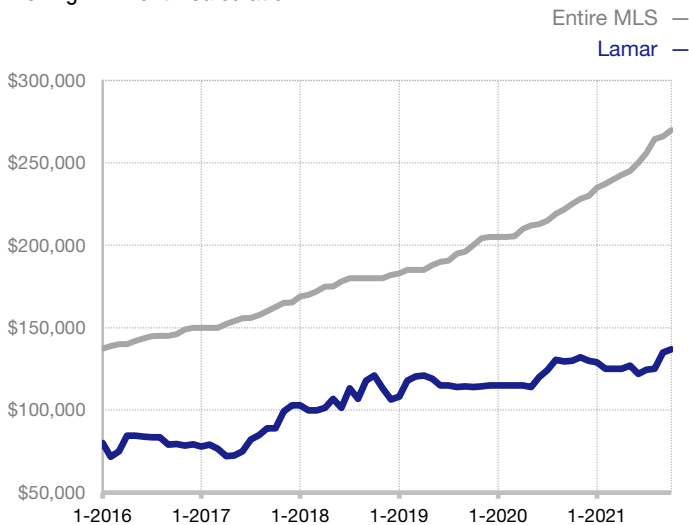
Single Family	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
Key Metrics						
New Listings	3	5	+ 66.7%	44	57	+ 29.5%
Sold Listings	3	6	+ 100.0%	40	50	+ 25.0%
Median Sales Price*	\$169,000	\$205,000	+ 21.3%	\$129,500	\$144,500	+ 11.6%
Average Sales Price*	\$153,667	\$206,667	+ 34.5%	\$144,813	\$152,318	+ 5.2%
Percent of List Price Received*	100.3%	101.9%	+ 1.6%	96.3%	97.0%	+ 0.7%
Days on Market Until Sale	53	84	+ 58.5%	119	80	- 32.8%
Inventory of Homes for Sale	7	4	- 42.9%	--	--	--
Months Supply of Inventory	1.8	0.8	- 55.6%	--	--	--

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

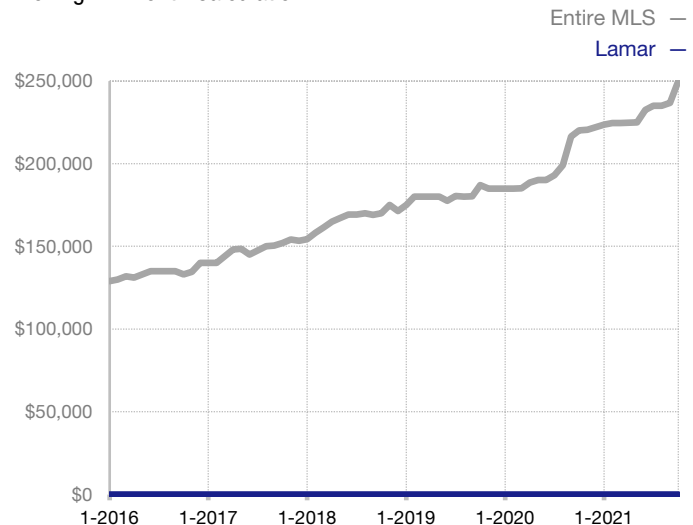
Townhouse/Condo	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 October 2021

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Las Animas

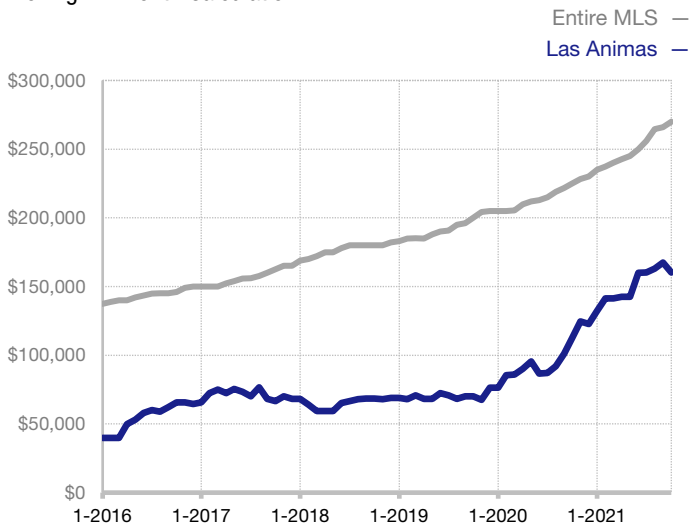
Single Family	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
Key Metrics						
New Listings	3	4	+ 33.3%	32	50	+ 56.3%
Sold Listings	4	2	- 50.0%	25	29	+ 16.0%
Median Sales Price*	\$175,000	\$98,750	- 43.6%	\$120,900	\$163,000	+ 34.8%
Average Sales Price*	\$175,000	\$98,750	- 43.6%	\$140,656	\$168,876	+ 20.1%
Percent of List Price Received*	100.4%	110.8%	+ 10.4%	95.1%	99.2%	+ 4.3%
Days on Market Until Sale	94	102	+ 8.5%	89	85	- 4.5%
Inventory of Homes for Sale	5	8	+ 60.0%	--	--	--
Months Supply of Inventory	2.0	2.8	+ 40.0%	--	--	--

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

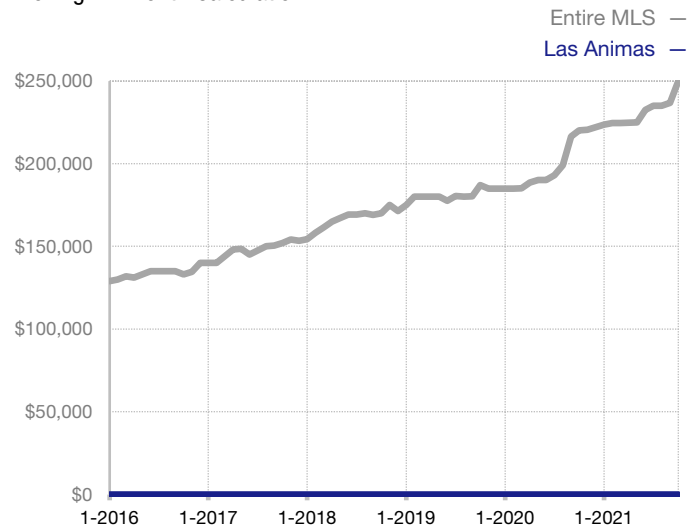
Townhouse/Condo	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 October 2021

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Manzanola

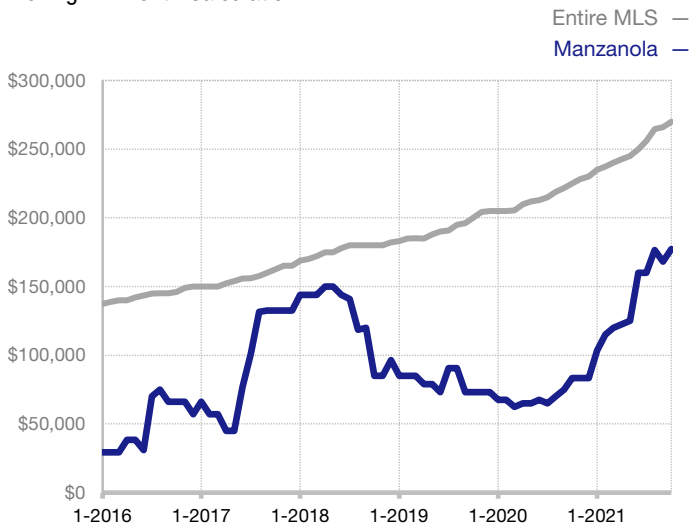
Single Family Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	2	1	- 50.0%	9	8	- 11.1%
Sold Listings	1	1	0.0%	8	8	0.0%
Median Sales Price*	\$125,000	\$250,000	+ 100.0%	\$83,392	\$177,250	+ 112.6%
Average Sales Price*	\$125,000	\$250,000	+ 100.0%	\$89,210	\$217,438	+ 143.7%
Percent of List Price Received*	96.2%	86.2%	- 10.4%	94.8%	93.3%	- 1.6%
Days on Market Until Sale	54	198	+ 266.7%	89	121	+ 36.0%
Inventory of Homes for Sale	5	2	- 60.0%	--	--	--
Months Supply of Inventory	3.1	1.8	- 41.9%	--	--	--

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

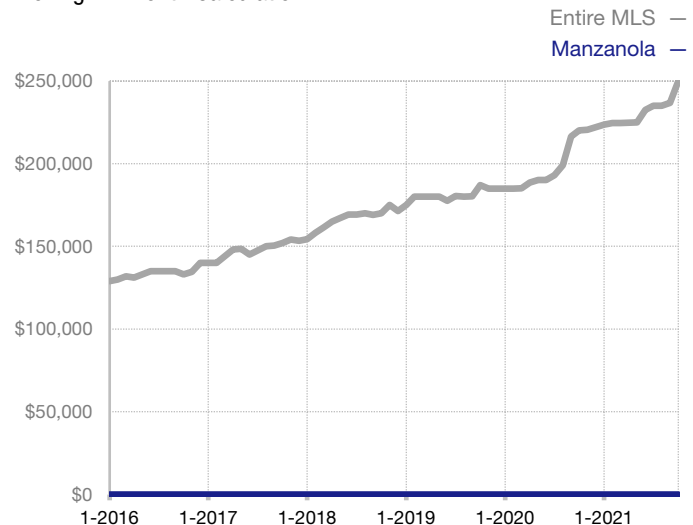
Townhouse/Condo Key Metrics	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 October 2021

A Research Tool Provided by the Colorado Association of REALTORS®



Rocky Ford

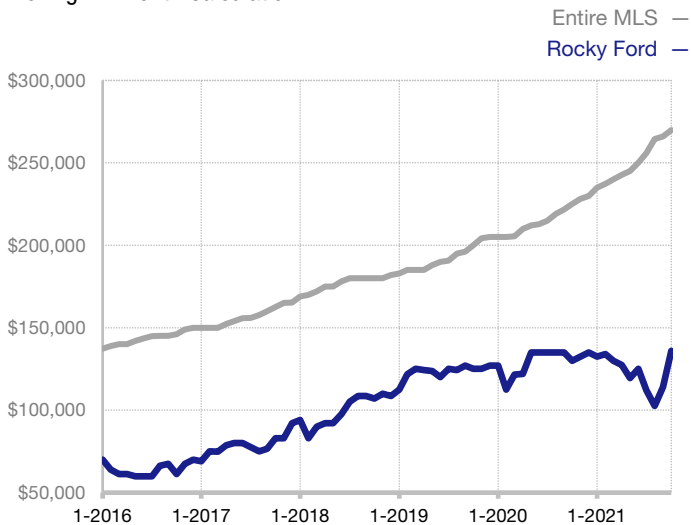
Single Family	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	Percent Change from Previous Year
Key Metrics						
New Listings	7	5	- 28.6%	47	43	- 8.5%
Sold Listings	9	5	- 44.4%	36	43	+ 19.4%
Median Sales Price*	\$80,000	\$200,000	+ 150.0%	\$132,500	\$133,000	+ 0.4%
Average Sales Price*	\$109,111	\$224,100	+ 105.4%	\$134,628	\$161,639	+ 20.1%
Percent of List Price Received*	99.8%	93.5%	- 6.3%	95.8%	96.3%	+ 0.5%
Days on Market Until Sale	57	170	+ 198.2%	117	93	- 20.5%
Inventory of Homes for Sale	10	7	- 30.0%	--	--	--
Months Supply of Inventory	2.8	1.6	- 42.9%	--	--	--

* 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	October			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 10-2020	Thru 10-2021	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	1	--	--	--	--
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

