

# Monthly Indicators



## September 2021

Percent changes calculated using year-over-year comparisons.

New Listings were up 23.9 percent for single family homes but remained flat for townhouse-condo properties. Pending Sales increased 5.9 percent for single family homes but decreased 27.3 percent for townhouse-condo properties.

The Median Sales Price was up 15.5 percent to \$283,000 for single family homes and 18.2 percent to \$283,450 for townhouse-condo properties. Days on Market decreased 3.0 percent for single family homes and 23.5 percent for townhouse-condo properties.

There are signs the market may be shifting, however. New listings have continued to hit the market, bucking seasonality trends commonly seen in the fall, a time when listing and sales activity typically slows as children return to school. As inventory increases, competition for homes may soften, and could even bring a moderation in sales prices, which, after 114 months of year-over-year gains, would be music to the ears of homebuyers throughout the country.

## Activity Snapshot

<b>- 5.2%</b>	<b>+ 15.5%</b>	<b>+ 6.0%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> All Properties

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

Single Family Market Overview	<b>2</b>
Townhouse-Condo Market Overview	<b>3</b>
New Listings	<b>4</b>
Pending Sales	<b>5</b>
Sold Listings	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of List Price Received	<b>9</b>
Days on Market Until Sale	<b>10</b>
Housing Affordability Index	<b>11</b>
Inventory of Active Listings	<b>12</b>
Months Supply of Inventory	<b>13</b>
Total Market Overview	<b>14</b>
Sold Listings and Inventory by Price Range	<b>15</b>
Glossary of Terms	<b>16</b>

# 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	9-2020	9-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		309	<b>383</b>	+ 23.9%	2,656	<b>2,963</b>	+ 11.6%
<b>Pending Sales</b>		270	<b>286</b>	+ 5.9%	2,359	<b>2,429</b>	+ 3.0%
<b>Sold Listings</b>		277	<b>259</b>	- 6.5%	2,176	<b>2,260</b>	+ 3.9%
<b>Median Sales Price</b>		\$245,000	<b>\$283,000</b>	+ 15.5%	\$230,000	<b>\$280,000</b>	+ 21.7%
<b>Avg. Sales Price</b>		\$256,312	<b>\$307,695</b>	+ 20.0%	\$235,084	<b>\$293,040</b>	+ 24.7%
<b>Pct. of List Price Received</b>		99.8%	<b>100.3%</b>	+ 0.5%	98.8%	<b>101.1%</b>	+ 2.3%
<b>Days on Market</b>		67	<b>65</b>	- 3.0%	72	<b>64</b>	- 11.1%
<b>Affordability Index</b>		162	<b>137</b>	- 15.4%	173	<b>138</b>	- 20.2%
<b>Active Listings</b>		340	<b>366</b>	+ 7.6%	--	<b>--</b>	--
<b>Months Supply</b>		1.4	<b>1.4</b>	0.0%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

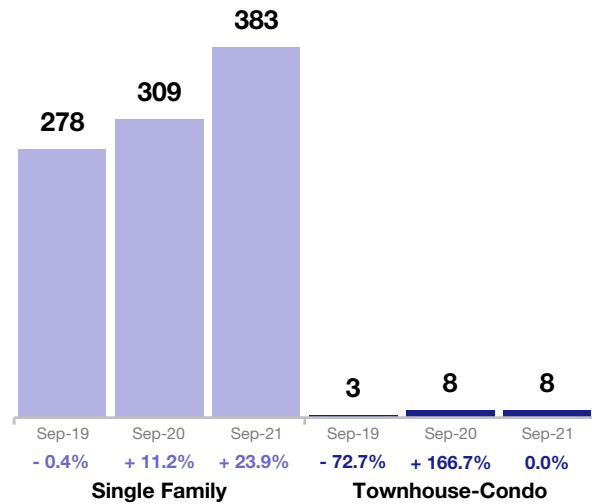


Key Metrics	Historical Sparkbars	9-2020	9-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		8	8	0.0%	112	98	- 12.5%
<b>Pending Sales</b>		11	8	- 27.3%	106	97	- 8.5%
<b>Sold Listings</b>		9	12	+ 33.3%	96	100	+ 4.2%
<b>Median Sales Price</b>		\$239,900	\$283,450	+ 18.2%	\$219,000	\$234,100	+ 6.9%
<b>Avg. Sales Price</b>		\$259,933	\$287,399	+ 10.6%	\$207,777	\$240,052	+ 15.5%
<b>Pct. of List Price Received</b>		99.3%	99.8%	+ 0.5%	98.8%	100.4%	+ 1.6%
<b>Days on Market</b>		81	62	- 23.5%	75	66	- 12.0%
<b>Affordability Index</b>		166	136	- 18.1%	181	165	- 8.8%
<b>Active Listings</b>		10	5	- 50.0%	--	--	--
<b>Months Supply</b>		1.0	0.5	- 50.0%	--	--	--

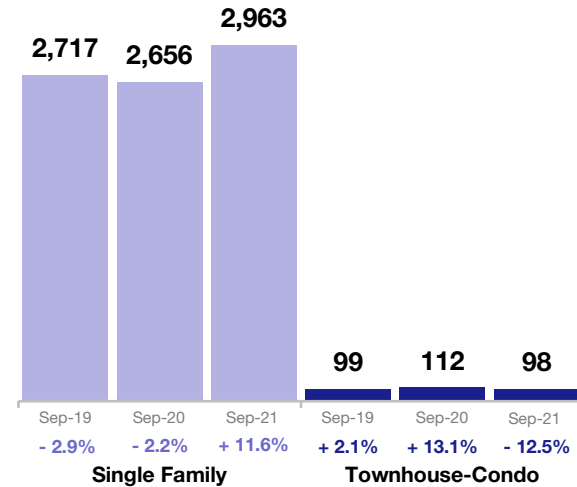
# New Listings



## September

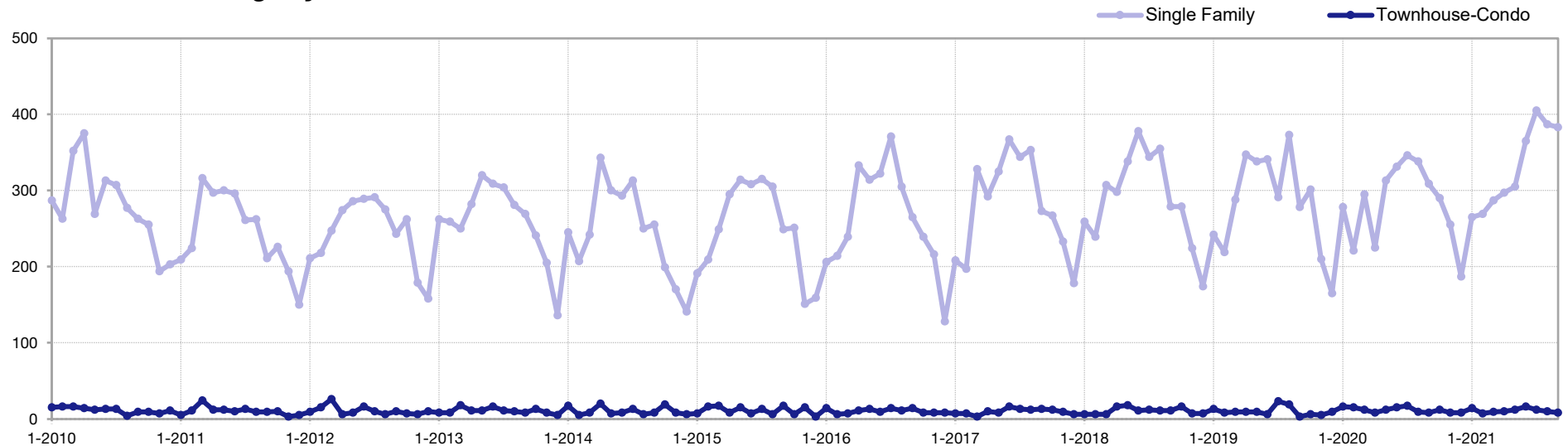


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	290	-3.7%	12	+100.0%
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	305	-2.6%	12	0.0%
Jun-2021	365	+10.3%	16	+6.7%
Jul-2021	405	+17.1%	12	-29.4%
Aug-2021	387	+14.5%	10	+11.1%
<b>Sep-2021</b>	<b>383</b>	<b>+23.9%</b>	<b>8</b>	<b>0.0%</b>

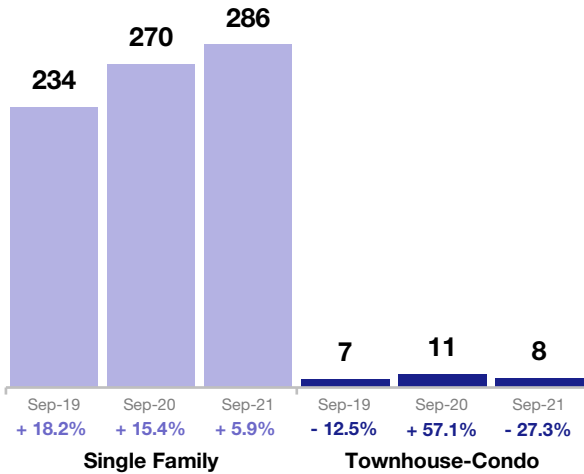
## Historical New Listings by Month



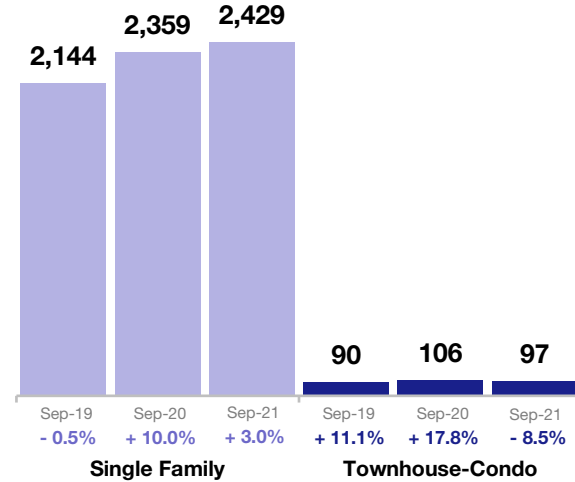
# Pending Sales



## September

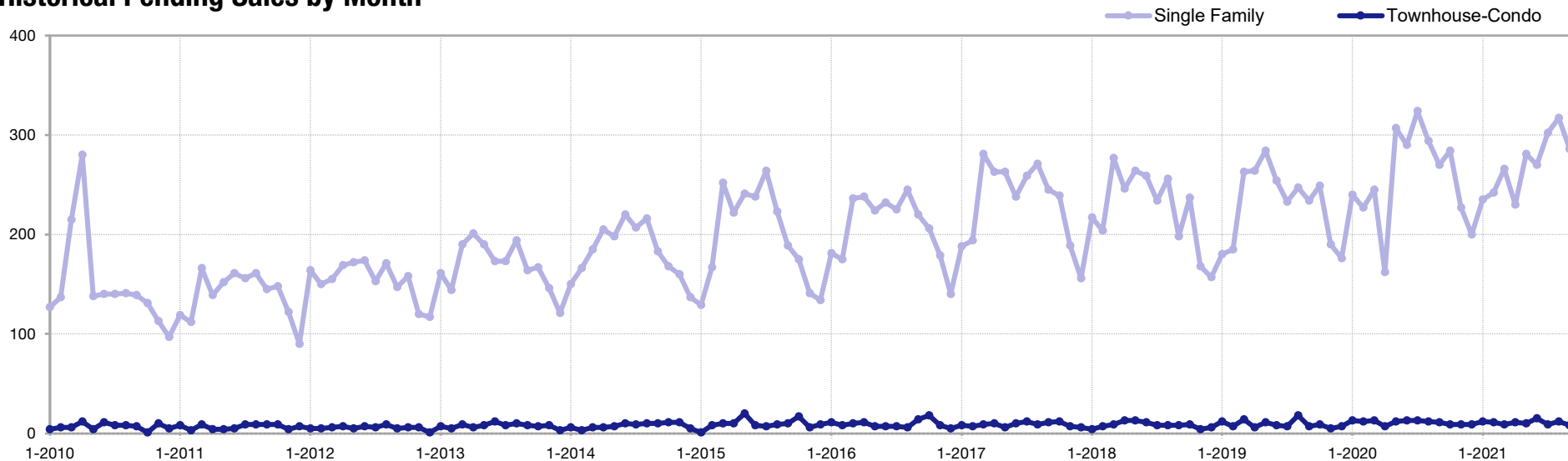


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	284	+14.1%	9	0.0%
Nov-2020	227	+19.5%	9	+80.0%
Dec-2020	200	+13.6%	9	+28.6%
Jan-2021	235	-2.1%	12	-7.7%
Feb-2021	242	+6.6%	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	302	-6.8%	9	-30.8%
Aug-2021	317	+7.8%	12	0.0%
<b>Sep-2021</b>	<b>286</b>	<b>+5.9%</b>	<b>8</b>	<b>-27.3%</b>

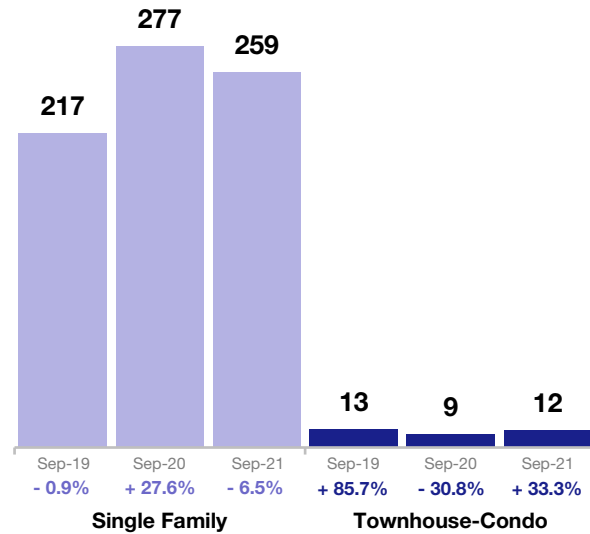
## Historical Pending Sales by Month



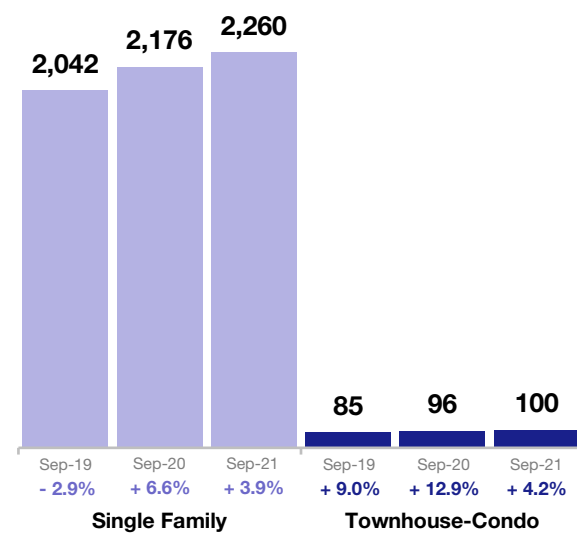
# Sold Listings



## September

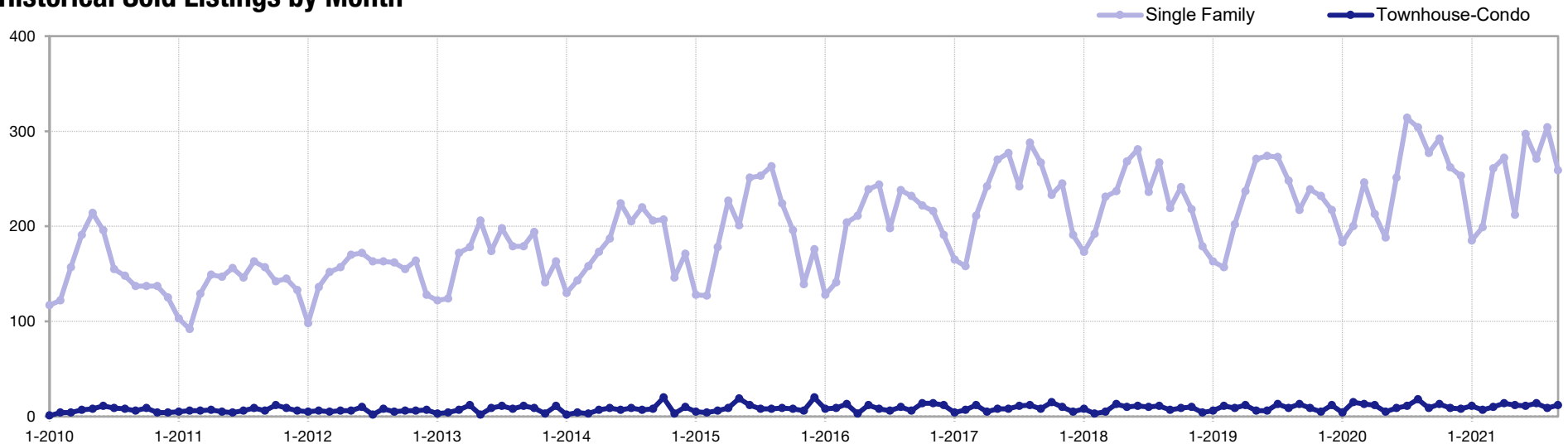


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	292	+22.2%	13	+44.4%
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	271	-13.7%	14	+27.3%
Aug-2021	304	0.0%	9	-50.0%
<b>Sep-2021</b>	<b>259</b>	<b>-6.5%</b>	<b>12</b>	<b>+33.3%</b>

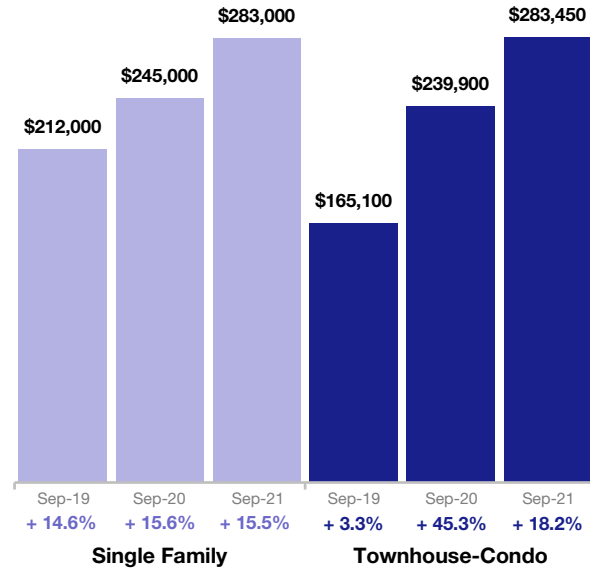
## Historical Sold Listings by Month



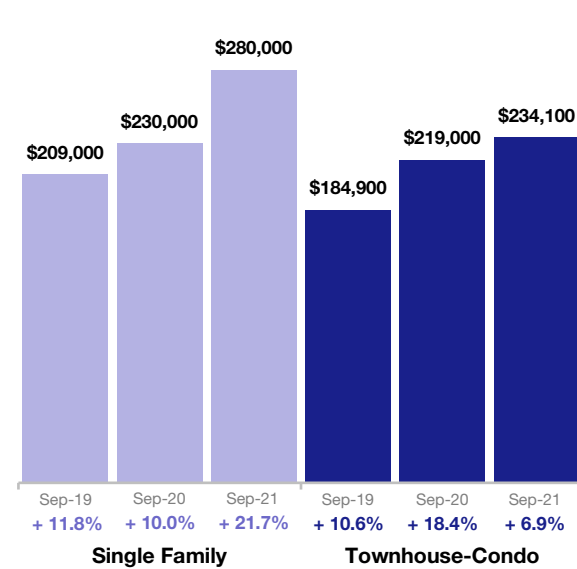
# Median Sales Price



## September

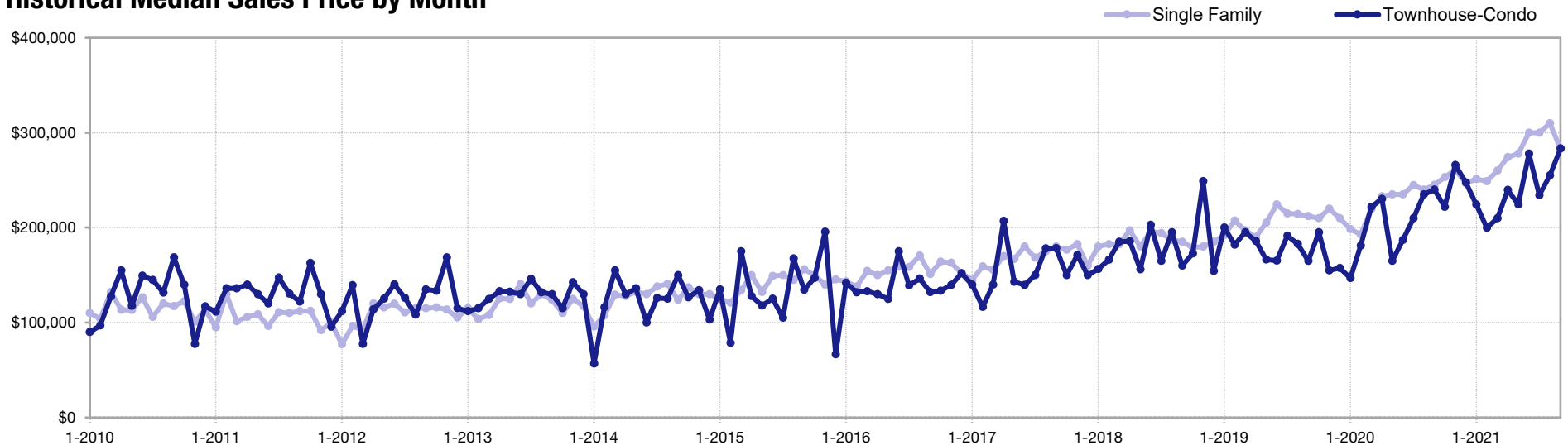


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	\$253,000	+20.5%	\$222,000	+13.8%
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%
<b>Sep-2021</b>	<b>\$283,000</b>	<b>+15.5%</b>	<b>\$283,450</b>	<b>+18.2%</b>

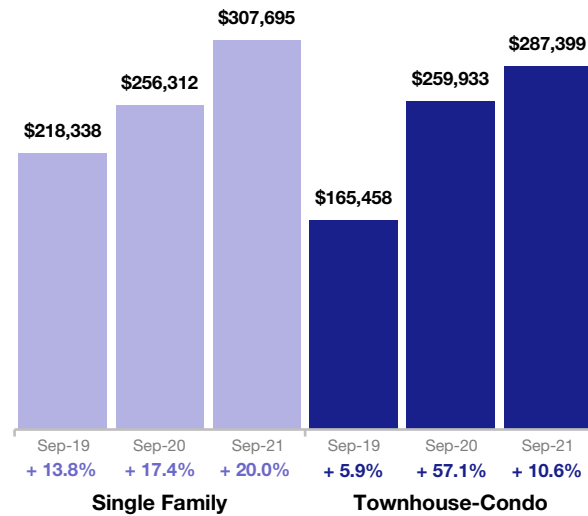
## Historical Median Sales Price by Month



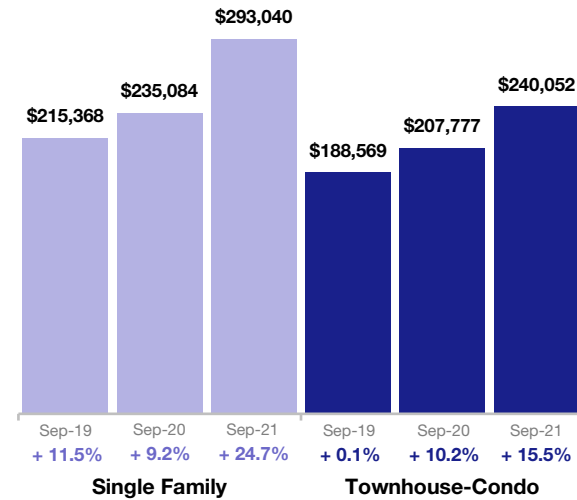
# Average Sales Price



## September

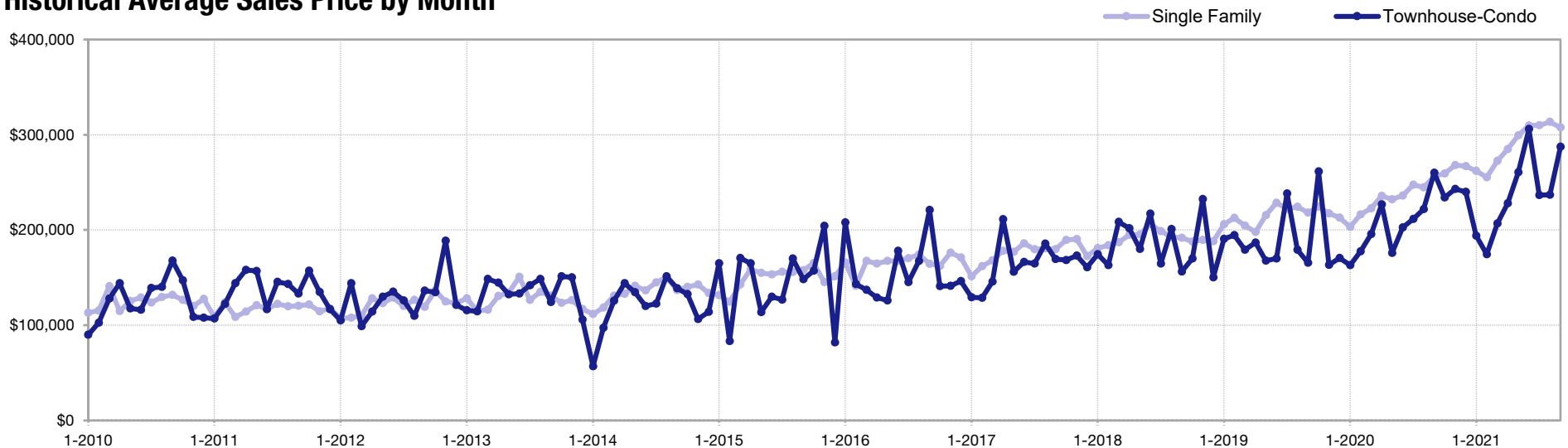


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	\$259,301	+15.5%	\$234,262	-10.4%
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	\$309,622	+31.2%	\$306,038	+51.0%
Jul-2021	\$309,857	+25.2%	\$236,745	+11.8%
Aug-2021	\$313,460	+28.0%	\$236,961	+6.8%
<b>Sep-2021</b>	<b>\$307,695</b>	<b>+20.0%</b>	<b>\$287,399</b>	<b>+10.6%</b>

## Historical Average Sales Price by Month

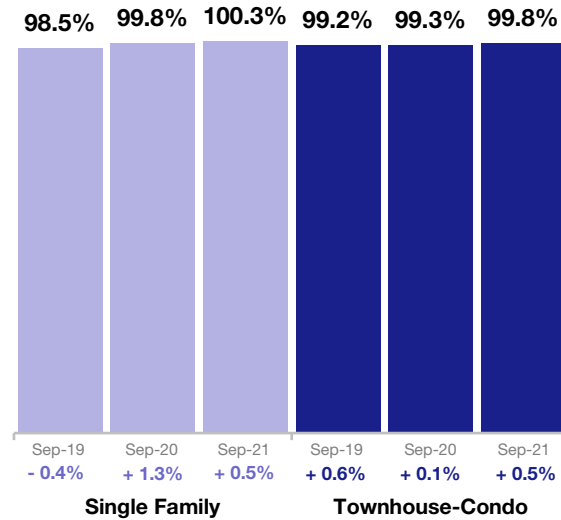




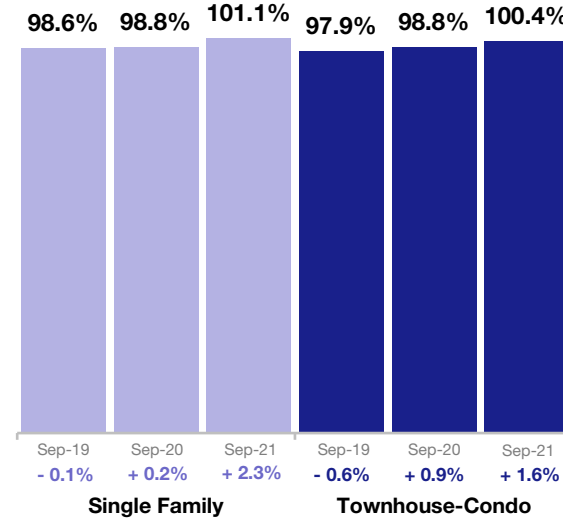
# Percent of List Price Received



## September

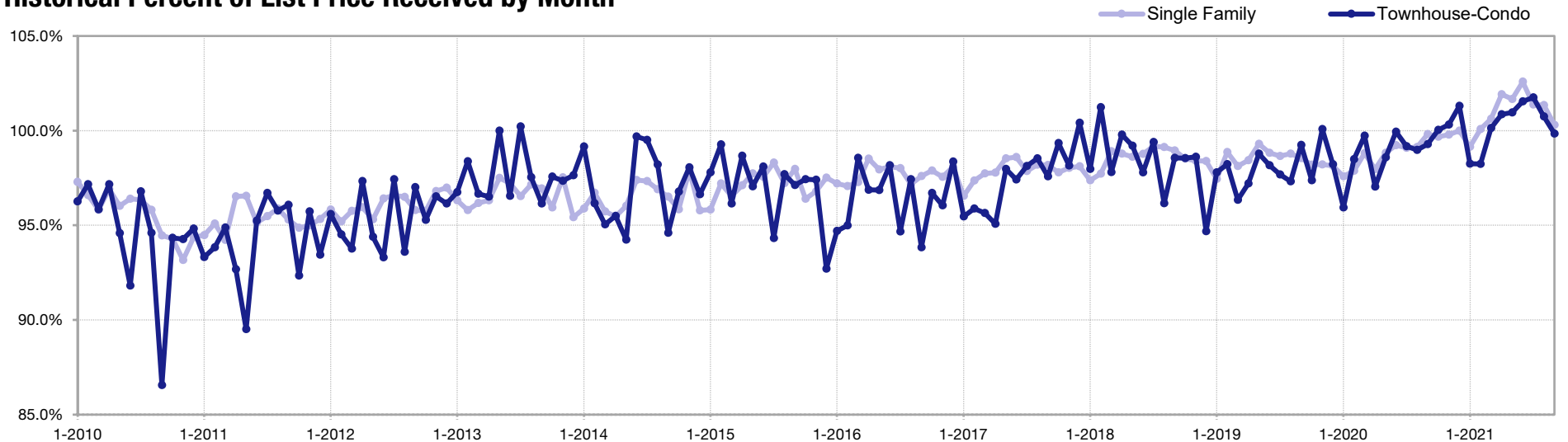


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	99.7%	+1.5%	100.0%	+2.7%
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%
<b>Sep-2021</b>	<b>100.3%</b>	<b>+0.5%</b>	<b>99.8%</b>	<b>+0.5%</b>

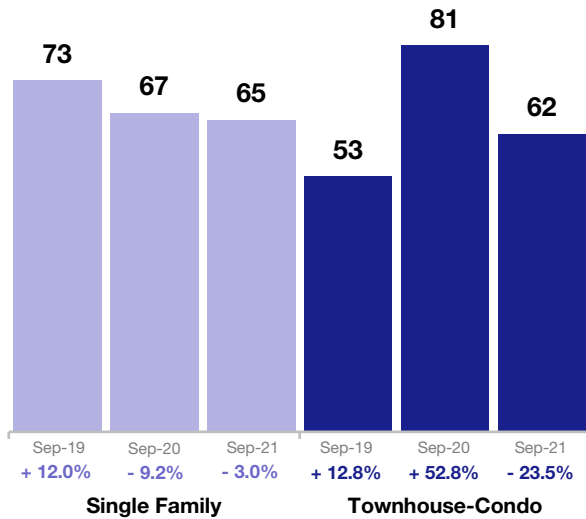
## Historical Percent of List Price Received by Month



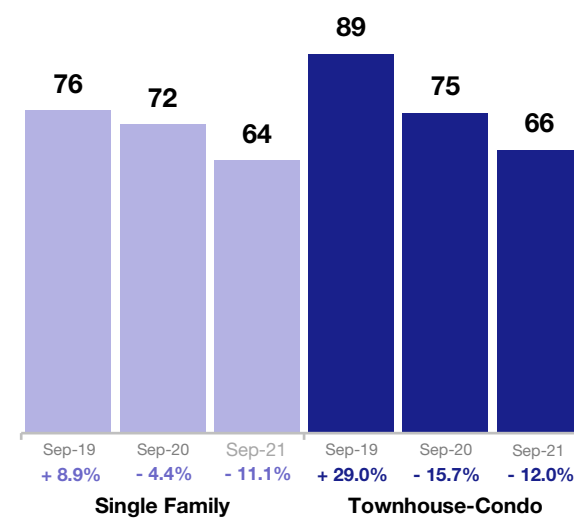
# Days on Market Until Sale



## September

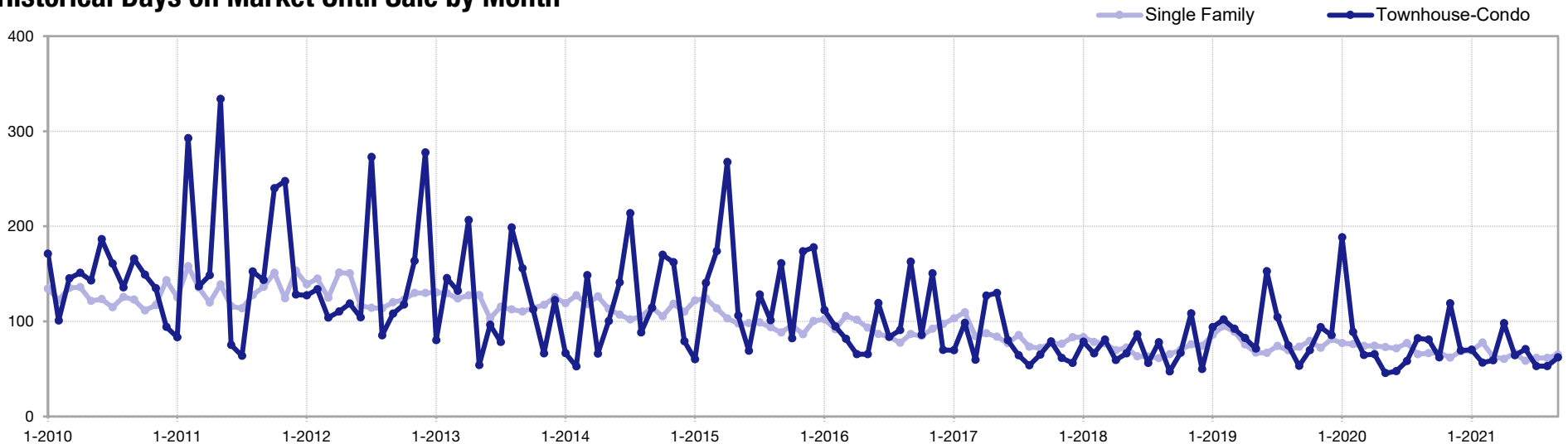


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	67	-15.2%	62	-11.4%
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	62	-19.5%	53	-8.6%
Aug-2021	62	-6.1%	53	-35.4%
<b>Sep-2021</b>	<b>65</b>	<b>-3.0%</b>	<b>62</b>	<b>-23.5%</b>

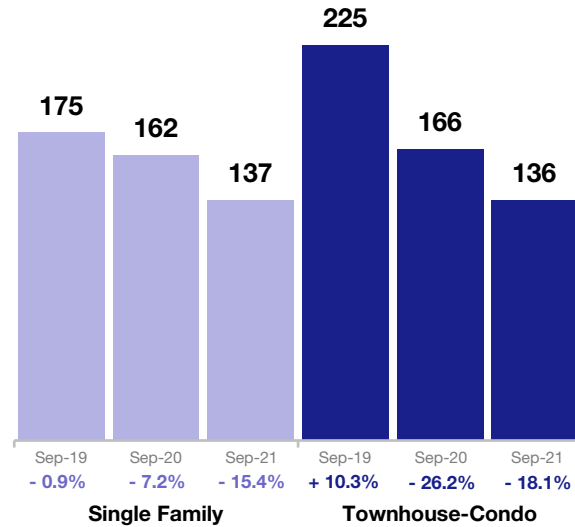
## Historical Days on Market Until Sale by Month



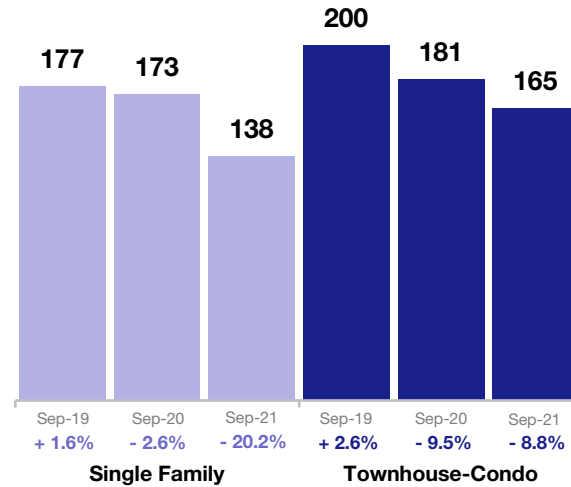
# Housing Affordability Index



## September

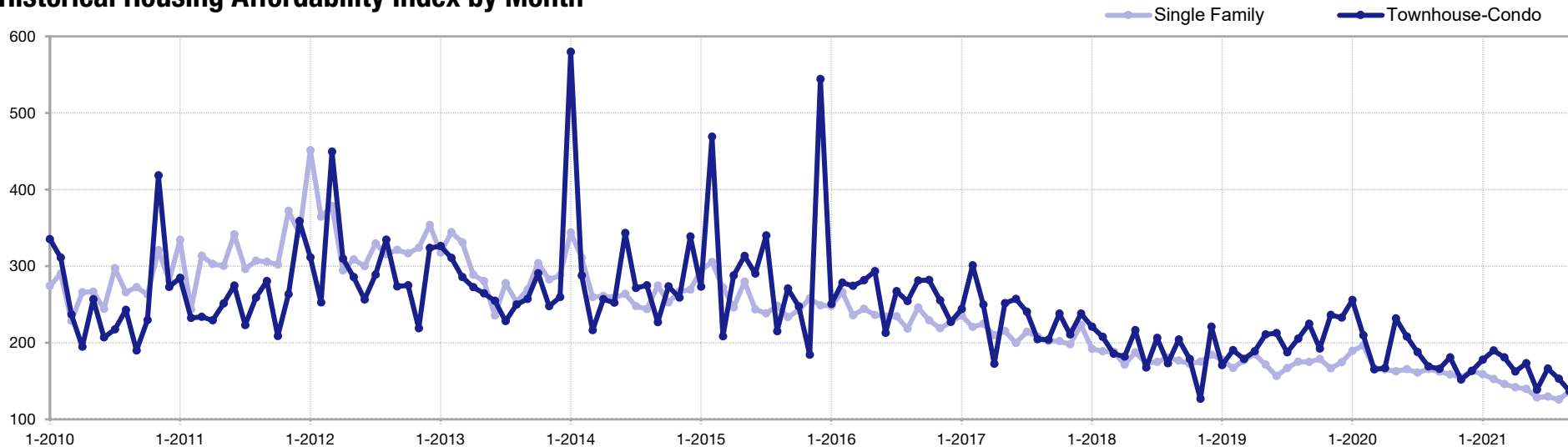


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	158	-11.7%	181	-5.7%
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%
<b>Sep-2021</b>	<b>137</b>	<b>-15.4%</b>	<b>136</b>	<b>-18.1%</b>

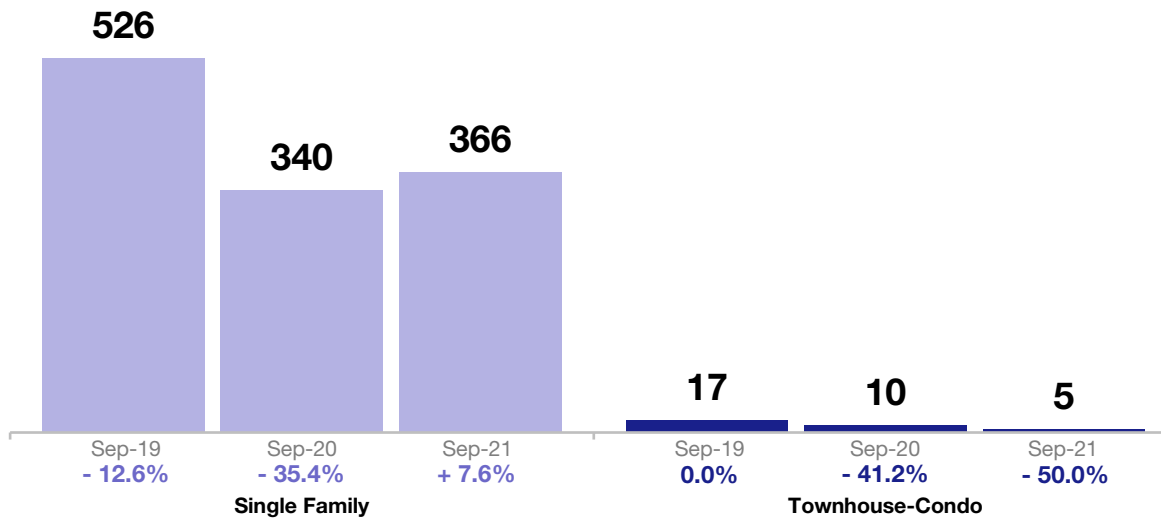
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

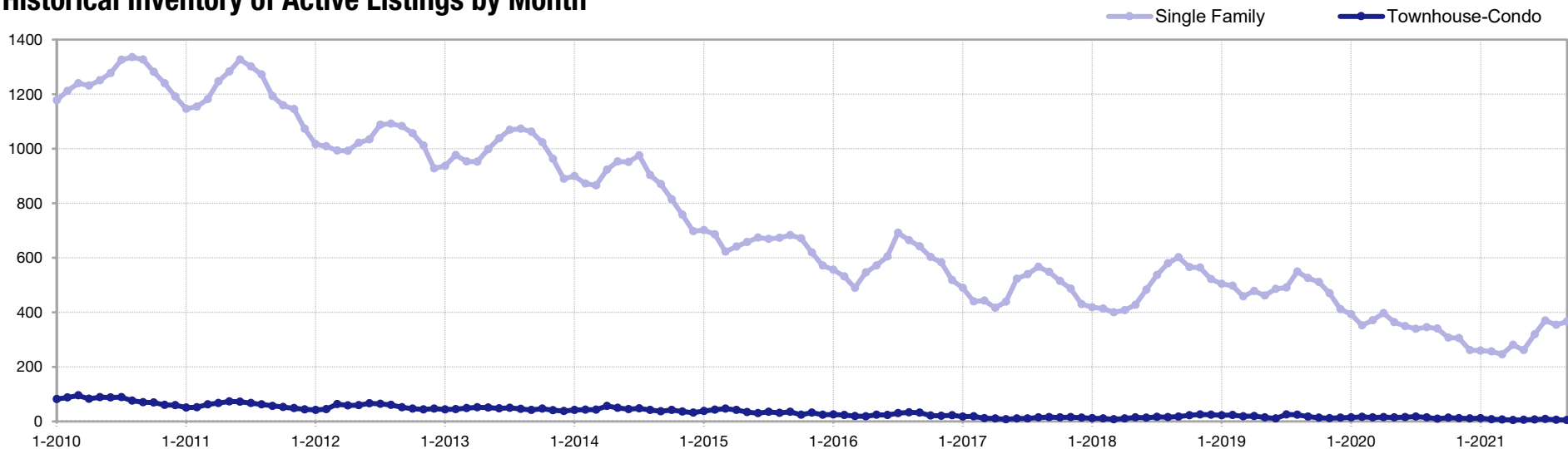


## September



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	307	-39.9%	13	0.0%
Nov-2020	305	-35.1%	12	0.0%
Dec-2020	261	-36.7%	11	-15.4%
Jan-2021	259	-34.1%	12	-14.3%
Feb-2021	256	-27.3%	8	-50.0%
Mar-2021	246	-33.7%	7	-50.0%
Apr-2021	281	-29.2%	5	-66.7%
May-2021	261	-28.3%	6	-57.1%
Jun-2021	319	-8.6%	7	-53.3%
Jul-2021	370	+9.1%	9	-47.1%
Aug-2021	354	+2.6%	6	-57.1%
<b>Sep-2021</b>	<b>366</b>	<b>+7.6%</b>	<b>5</b>	<b>-50.0%</b>

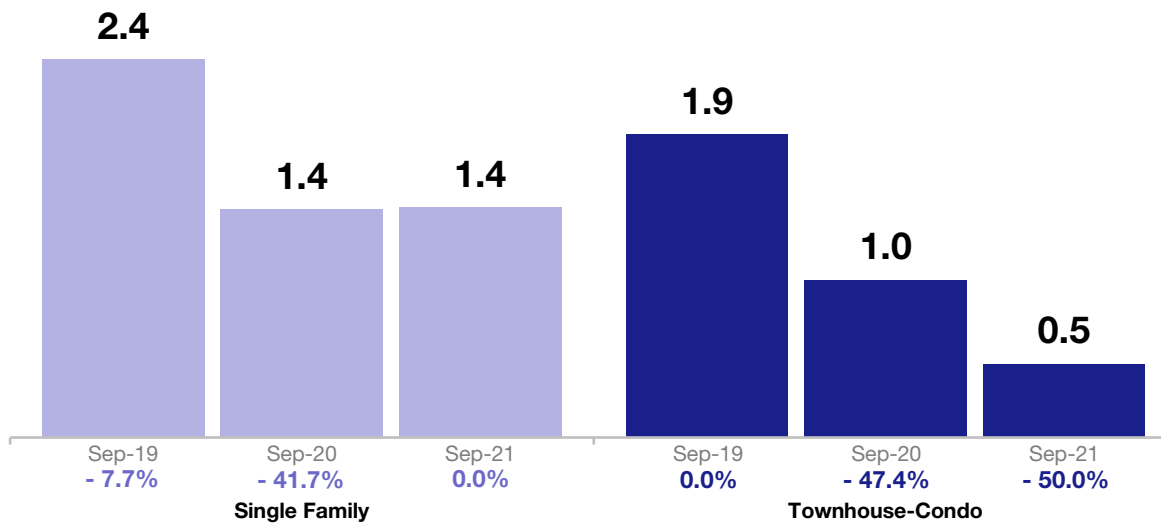
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory



## September



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	1.3	-43.5%	1.2	-14.3%
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	1.4	-6.7%	0.8	-52.9%
Aug-2021	1.4	-6.7%	0.6	-53.8%
Sep-2021	1.4	0.0%	0.5	-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.



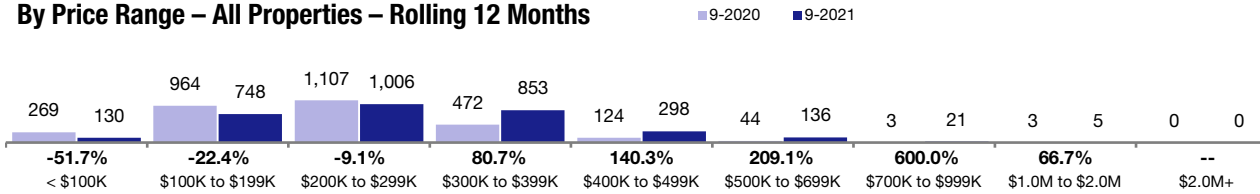
Key Metrics	Historical Sparkbars	9-2020	9-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		317	<b>391</b>	+ 23.3%	2,768	<b>3,061</b>	+ 10.6%
<b>Pending Sales</b>		281	<b>294</b>	+ 4.6%	2,465	<b>2,526</b>	+ 2.5%
<b>Sold Listings</b>		286	<b>271</b>	- 5.2%	2,272	<b>2,360</b>	+ 3.9%
<b>Median Sales Price</b>		\$245,000	<b>\$283,000</b>	+ 15.5%	\$229,900	<b>\$276,650</b>	+ 20.3%
<b>Avg. Sales Price</b>		\$256,426	<b>\$306,797</b>	+ 19.6%	\$233,930	<b>\$290,794</b>	+ 24.3%
<b>Pct. of List Price Received</b>		99.8%	<b>100.3%</b>	+ 0.5%	98.8%	<b>101.1%</b>	+ 2.3%
<b>Days on Market</b>		67	<b>65</b>	- 3.0%	73	<b>64</b>	- 12.3%
<b>Affordability Index</b>		162	<b>137</b>	- 15.4%	173	<b>140</b>	- 19.1%
<b>Active Listings</b>		350	<b>371</b>	+ 6.0%	--	<b>--</b>	--
<b>Months Supply</b>		1.4	<b>1.4</b>	0.0%	--	<b>--</b>	--

# Sold Listings

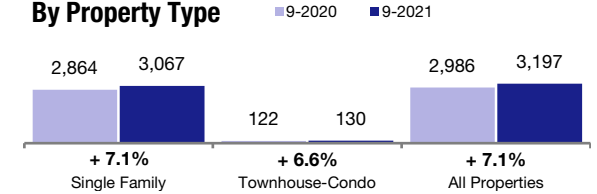
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	9-2020	9-2021	Change	9-2020	9-2021	Change
\$99,999 and Below	263	127	-51.7%	6	3	-50.0%
\$100,000 to \$199,999	911	711	-22.0%	53	37	-30.2%
\$200,000 to \$299,999	1,054	935	-11.3%	53	71	+34.0%
\$300,000 to \$399,999	464	837	+80.4%	8	16	+100.0%
\$400,000 to \$499,999	123	297	+141.5%	1	1	0.0%
\$500,000 to \$699,999	43	136	+216.3%	1	0	-100.0%
\$700,000 to \$999,999	3	19	+533.3%	0	2	--
\$1,000,000 to \$1,999,999	3	5	+66.7%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>2,864</b>	<b>3,067</b>	<b>+7.1%</b>	<b>122</b>	<b>130</b>	<b>+6.6%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	8-2021	9-2021	Change	8-2021	9-2021	Change
\$99,999 and Below	8	7	-12.5%	0	0	--
\$100,000 to \$199,999	54	46	-14.8%	2	1	-50.0%
\$200,000 to \$299,999	83	90	+8.4%	7	7	0.0%
\$300,000 to \$399,999	90	64	-28.9%	0	3	--
\$400,000 to \$499,999	44	35	-20.5%	0	1	--
\$500,000 to \$699,999	21	13	-38.1%	0	0	--
\$700,000 to \$999,999	4	3	-25.0%	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>304</b>	<b>259</b>	<b>-14.8%</b>	<b>9</b>	<b>12</b>	<b>+33.3%</b>

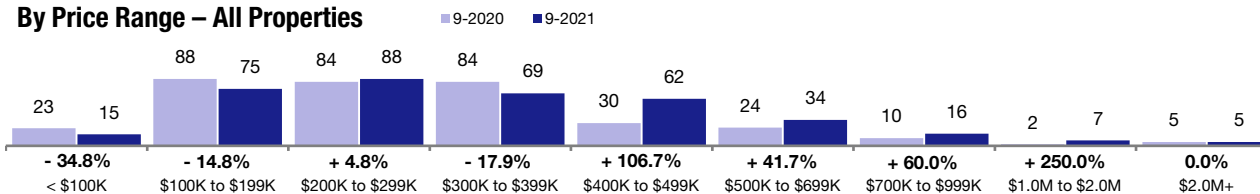
### Year to Date

By Price Range	Single Family			Condo		
	9-2020	9-2021	Change	9-2020	9-2021	Change
\$99,999 and Below	187	79	-57.8%	5	3	-40.0%
\$100,000 to \$199,999	678	494	-27.1%	37	28	-24.3%
\$200,000 to \$299,999	794	662	-16.6%	46	56	+21.7%
\$300,000 to \$399,999	386	642	+66.3%	7	10	+42.9%
\$400,000 to \$499,999	94	252	+168.1%	1	1	0.0%
\$500,000 to \$699,999	32	115	+259.4%	0	0	--
\$700,000 to \$999,999	2	13	+550.0%	0	2	--
\$1,000,000 to \$1,999,999	3	3	0.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>2,176</b>	<b>2,260</b>	<b>+3.9%</b>	<b>96</b>	<b>100</b>	<b>+4.2%</b>

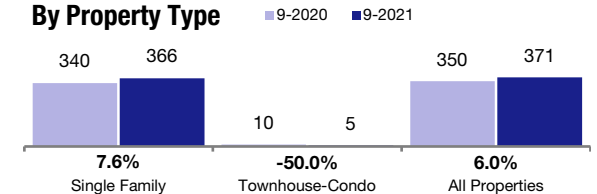
# Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

## By Price Range – All Properties



## By Property Type



### Year over Year

By Price Range	Single Family			Condo		
	9-2020	9-2021	Change	9-2020	9-2021	Change
\$99,999 and Below	23	15	-34.8%	0	0	--
\$100,000 to \$199,999	86	75	-12.8%	2	0	-100.0%
\$200,000 to \$299,999	82	85	+3.7%	2	3	+50.0%
\$300,000 to \$399,999	80	68	-15.0%	4	1	-75.0%
\$400,000 to \$499,999	28	61	+117.9%	2	1	-50.0%
\$500,000 to \$699,999	24	34	+41.7%	0	0	--
\$700,000 to \$999,999	10	16	+60.0%	0	0	--
\$1,000,000 to \$1,999,999	2	7	+250.0%	0	0	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
<b>All Price Ranges</b>	<b>340</b>	<b>366</b>	<b>+7.6%</b>	<b>10</b>	<b>5</b>	<b>-50.0%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	8-2021	9-2021	Change	8-2021	9-2021	Change
\$99,999 and Below	16	15	-6.3%	0	0	--
\$100,000 to \$199,999	71	75	+5.6%	0	0	--
\$200,000 to \$299,999	82	85	+3.7%	4	3	-25.0%
\$300,000 to \$399,999	72	68	-5.6%	0	1	--
\$400,000 to \$499,999	51	61	+19.6%	1	1	0.0%
\$500,000 to \$699,999	38	34	-10.5%	0	0	--
\$700,000 to \$999,999	11	16	+45.5%	1	0	-100.0%
\$1,000,000 to \$1,999,999	8	7	-12.5%	0	0	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
<b>All Price Ranges</b>	<b>354</b>	<b>366</b>	<b>+3.4%</b>	<b>6</b>	<b>5</b>	<b>-16.7%</b>

### Year to Date

By Price Range	Single Family			Condo		
	9-2020	9-2021	Change	9-2020	9-2021	Change
\$99,999 and Below	187	79	-57.8%	5	3	-40.0%
\$100,000 to \$199,999	678	494	-27.1%	37	28	-24.3%
\$200,000 to \$299,999	794	662	-16.6%	46	56	+21.7%
\$300,000 to \$399,999	386	642	+66.3%	7	10	+42.9%
\$400,000 to \$499,999	94	252	+168.1%	1	1	0.0%
\$500,000 to \$699,999	32	115	+259.4%	0	0	--
\$700,000 to \$999,999	2	13	+550.0%	0	2	--
\$1,000,000 to \$1,999,999	3	3	0.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>2,176</b>	<b>2,260</b>	<b>+3.9%</b>	<b>96</b>	<b>100</b>	<b>+4.2%</b>

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

# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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



# Local Market Update for September 2021

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## Pueblo County

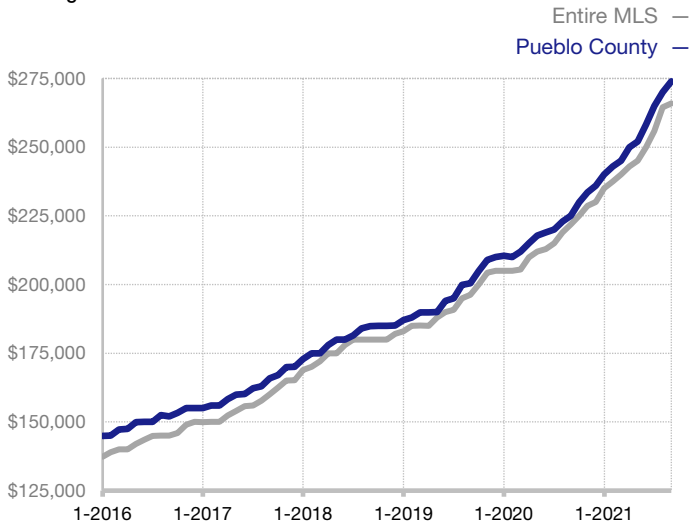
Single Family	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	305	<b>381</b>	+ 24.9%	2,638	<b>2,910</b>	+ 10.3%
Sold Listings	274	<b>254</b>	- 7.3%	2,157	<b>2,230</b>	+ 3.4%
Median Sales Price*	\$247,500	<b>\$284,450</b>	+ 14.9%	\$230,000	<b>\$280,000</b>	+ 21.7%
Average Sales Price*	\$256,866	<b>\$309,064</b>	+ 20.3%	\$234,452	<b>\$292,724</b>	+ 24.9%
Percent of List Price Received*	99.9%	<b>100.3%</b>	+ 0.4%	98.8%	<b>101.1%</b>	+ 2.3%
Days on Market Until Sale	67	<b>65</b>	- 3.0%	72	<b>64</b>	- 11.1%
Inventory of Homes for Sale	332	<b>350</b>	+ 5.4%	--	--	--
Months Supply of Inventory	1.4	<b>1.4</b>	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.

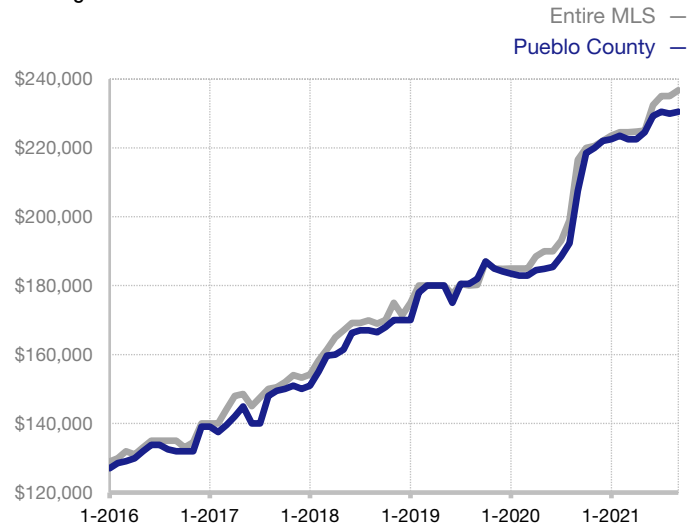
Townhouse/Condo	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	7	<b>8</b>	+ 14.3%	109	<b>95</b>	- 12.8%
Sold Listings	9	<b>12</b>	+ 33.3%	94	<b>96</b>	+ 2.1%
Median Sales Price*	\$239,900	<b>\$283,450</b>	+ 18.2%	\$219,000	<b>\$231,850</b>	+ 5.9%
Average Sales Price*	\$259,933	<b>\$287,399</b>	+ 10.6%	\$208,080	<b>\$235,111</b>	+ 13.0%
Percent of List Price Received*	99.3%	<b>99.8%</b>	+ 0.5%	98.8%	<b>100.5%</b>	+ 1.7%
Days on Market Until Sale	81	<b>62</b>	- 23.5%	76	<b>68</b>	- 10.5%
Inventory of Homes for Sale	9	<b>5</b>	- 44.4%	--	--	--
Months Supply of Inventory	0.9	<b>0.5</b>	- 44.4%	--	--	--

\* 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 September 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Arkansas Valley/Otero County

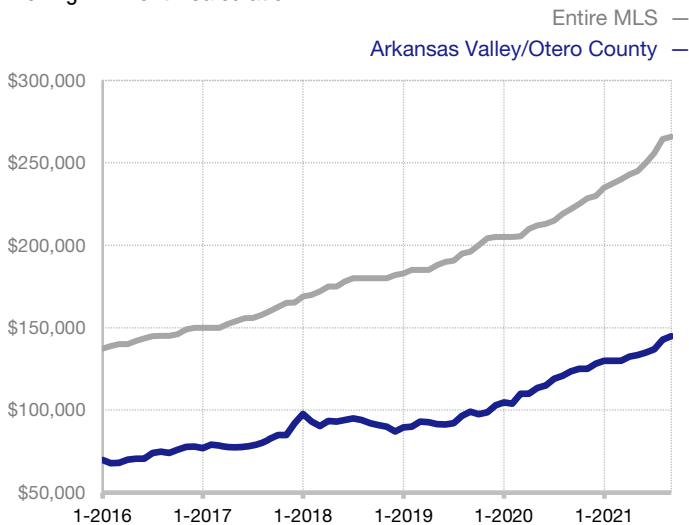
Single Family Key Metrics	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
New Listings	46	42	- 8.7%	324	365	+ 12.7%
Sold Listings	26	24	- 7.7%	254	278	+ 9.4%
Median Sales Price*	\$151,750	\$175,000	+ 15.3%	\$125,000	\$146,000	+ 16.8%
Average Sales Price*	\$168,238	\$193,179	+ 14.8%	\$140,369	\$161,684	+ 15.2%
Percent of List Price Received*	98.9%	99.5%	+ 0.6%	96.4%	97.2%	+ 0.8%
Days on Market Until Sale	91	64	- 29.7%	105	83	- 21.0%
Inventory of Homes for Sale	100	82	- 18.0%	--	--	--
Months Supply of Inventory	3.5	2.6	- 25.7%	--	--	--

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

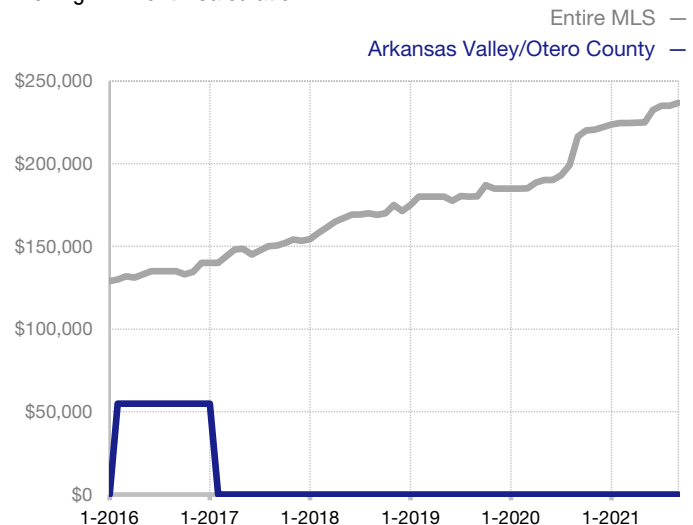
Townhouse/Condo Key Metrics	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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



# Local Market Update for September 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Fowler

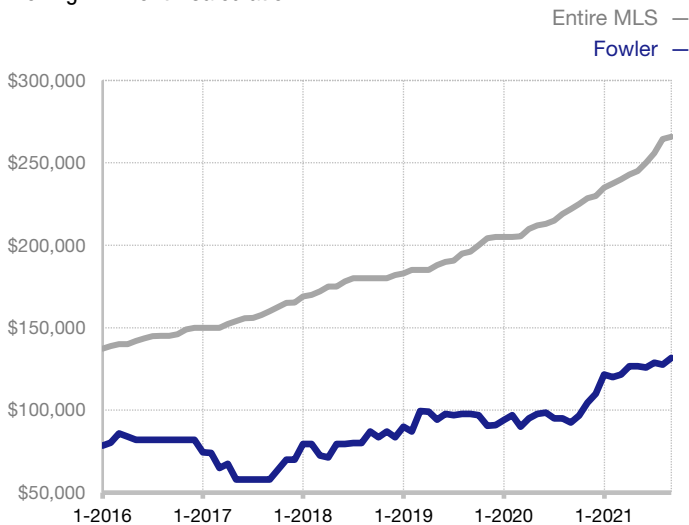
Single Family	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	2	5	+ 150.0%	18	38	+ 111.1%
Sold Listings	1	1	0.0%	16	33	+ 106.3%
Median Sales Price*	\$120,000	\$160,000	+ 33.3%	\$115,000	\$136,000	+ 18.3%
Average Sales Price*	\$120,000	\$160,000	+ 33.3%	\$132,344	\$172,424	+ 30.3%
Percent of List Price Received*	100.8%	94.1%	- 6.6%	96.9%	99.1%	+ 2.3%
Days on Market Until Sale	338	49	- 85.5%	111	77	- 30.6%
Inventory of Homes for Sale	6	8	+ 33.3%	--	--	--
Months Supply of Inventory	3.0	2.5	- 16.7%	--	--	--

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

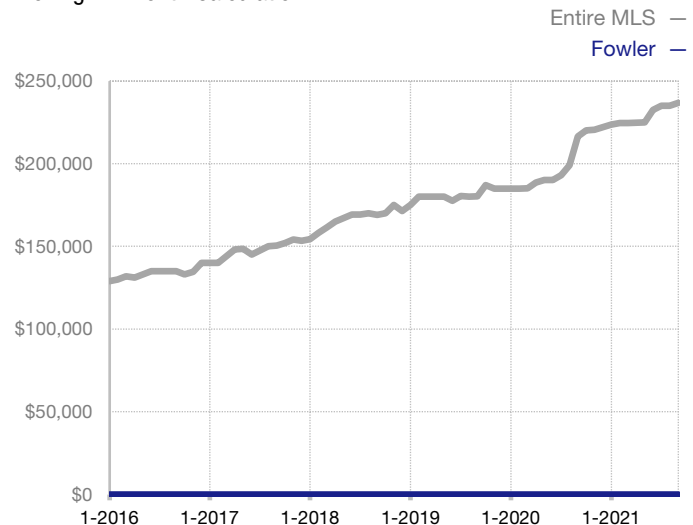
Townhouse/Condo	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

\* 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 September 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Huerfano County

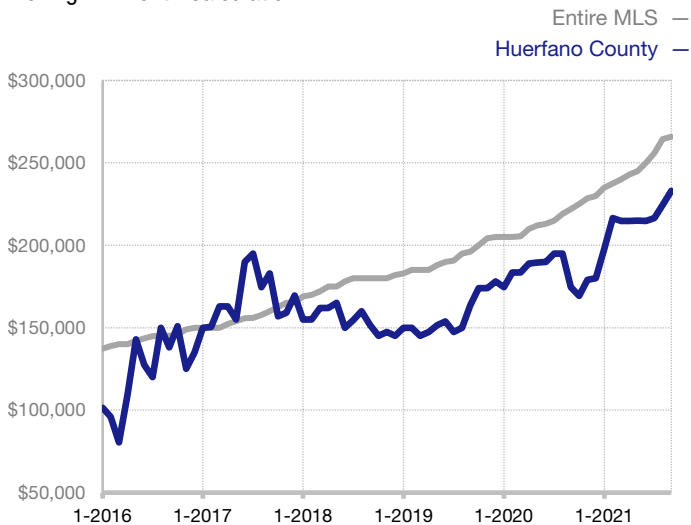
Single Family	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	14	14	0.0%	106	109	+ 2.8%
Sold Listings	12	18	+ 50.0%	59	89	+ 50.8%
Median Sales Price*	\$98,000	\$297,500	+ 203.6%	\$167,500	\$289,000	+ 72.5%
Average Sales Price*	\$167,033	\$313,517	+ 87.7%	\$293,293	\$298,887	+ 1.9%
Percent of List Price Received*	91.1%	96.2%	+ 5.6%	92.7%	95.7%	+ 3.2%
Days on Market Until Sale	171	192	+ 12.3%	168	168	0.0%
Inventory of Homes for Sale	64	31	- 51.6%	--	--	--
Months Supply of Inventory	9.8	3.1	- 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.

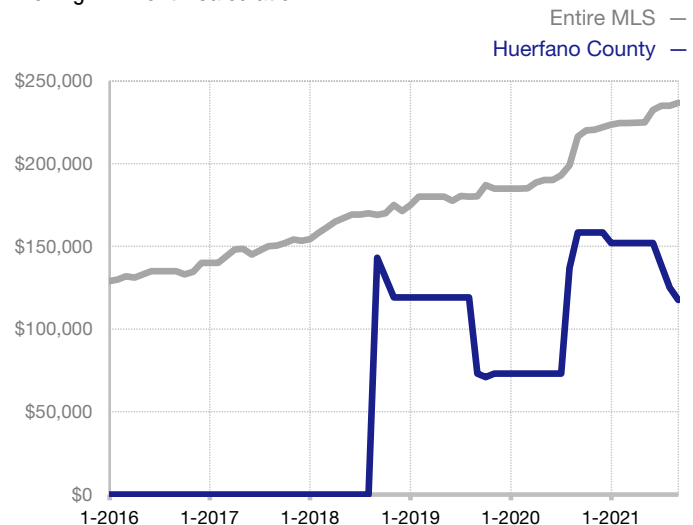
Townhouse/Condo	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	4	1	- 75.0%
Sold Listings	1	0	- 100.0%	4	2	- 50.0%
Median Sales Price*	\$205,000	\$0	- 100.0%	\$158,490	\$117,500	- 25.9%
Average Sales Price*	\$205,000	\$0	- 100.0%	\$160,970	\$117,500	- 27.0%
Percent of List Price Received*	108.5%	0.0%	- 100.0%	101.8%	94.0%	- 7.7%
Days on Market Until Sale	85	0	- 100.0%	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 September 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## La Junta

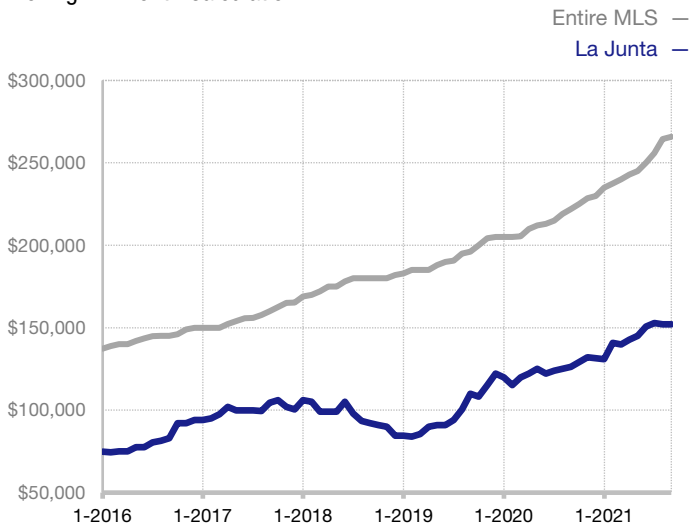
Single Family Key Metrics	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
New Listings	7	13	+ 85.7%	71	81	+ 14.1%
Sold Listings	7	4	- 42.9%	66	61	- 7.6%
Median Sales Price*	\$149,500	\$158,000	+ 5.7%	\$126,250	\$153,000	+ 21.2%
Average Sales Price*	\$136,611	\$217,500	+ 59.2%	\$133,744	\$159,730	+ 19.4%
Percent of List Price Received*	103.5%	98.0%	- 5.3%	98.4%	96.8%	- 1.6%
Days on Market Until Sale	106	67	- 36.8%	110	86	- 21.8%
Inventory of Homes for Sale	16	19	+ 18.8%	--	--	--
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.

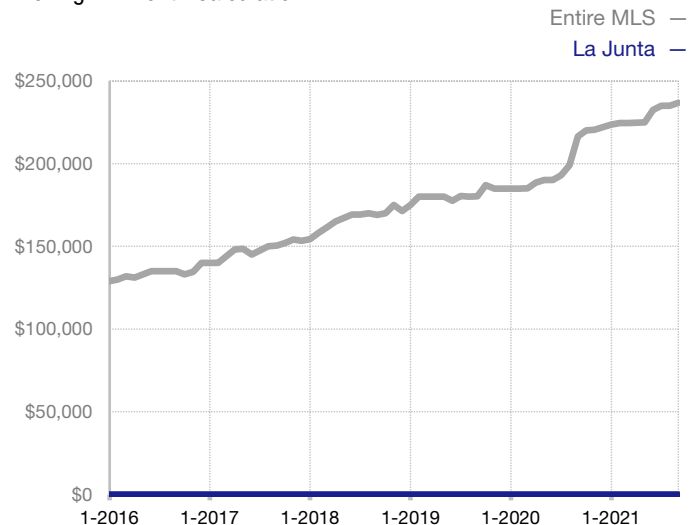
Townhouse/Condo Key Metrics	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 September 2021

A Research Tool Provided by the Colorado Association of REALTORS®



## Lamar

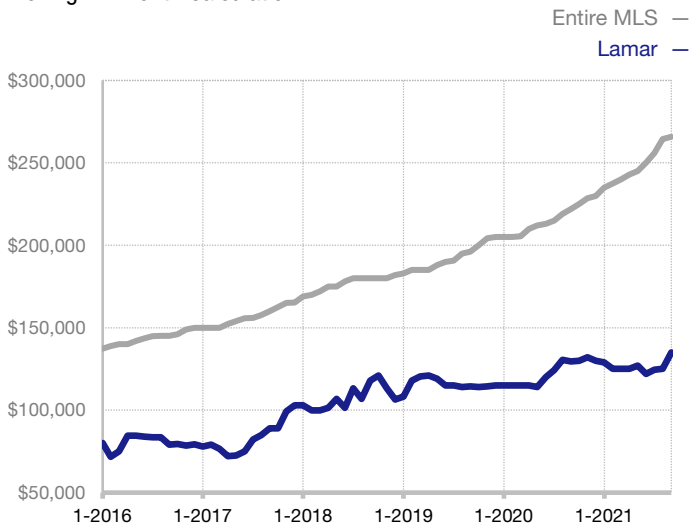
Single Family	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	3	5	+ 66.7%	41	52	+ 26.8%
Sold Listings	7	9	+ 28.6%	37	44	+ 18.9%
Median Sales Price*	\$130,000	<b>\$170,000</b>	+ 30.8%	\$129,000	<b>\$136,000</b>	+ 5.4%
Average Sales Price*	\$149,500	<b>\$171,056</b>	+ 14.4%	\$144,095	<b>\$144,907</b>	+ 0.6%
Percent of List Price Received*	95.1%	<b>97.4%</b>	+ 2.4%	96.0%	<b>96.4%</b>	+ 0.4%
Days on Market Until Sale	107	<b>72</b>	- 32.7%	125	<b>80</b>	- 36.0%
Inventory of Homes for Sale	8	<b>5</b>	- 37.5%	--	--	--
Months Supply of Inventory	2.0	<b>1.1</b>	- 45.0%	--	--	--

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

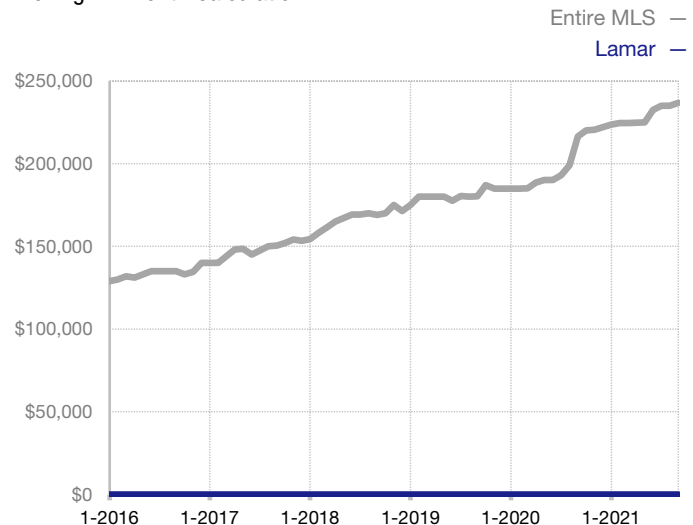
Townhouse/Condo	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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

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



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



# Local Market Update for September 2021

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## Las Animas

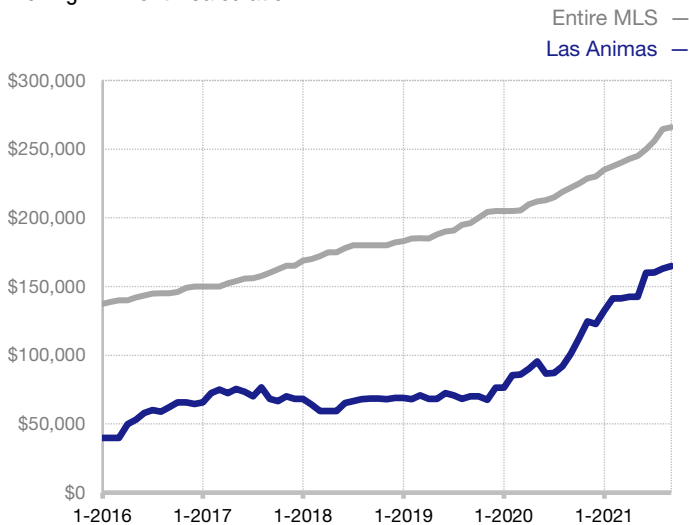
Single Family	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	2	7	+ 250.0%	29	44	+ 51.7%
Sold Listings	5	3	- 40.0%	21	26	+ 23.8%
Median Sales Price*	\$110,000	\$155,000	+ 40.9%	\$105,000	\$164,000	+ 56.2%
Average Sales Price*	\$187,500	\$185,000	- 1.3%	\$134,114	\$172,304	+ 28.5%
Percent of List Price Received*	94.6%	104.1%	+ 10.0%	94.1%	98.3%	+ 4.5%
Days on Market Until Sale	94	74	- 21.3%	88	83	- 5.7%
Inventory of Homes for Sale	5	14	+ 180.0%	--	--	--
Months Supply of Inventory	2.0	4.8	+ 140.0%	--	--	--

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

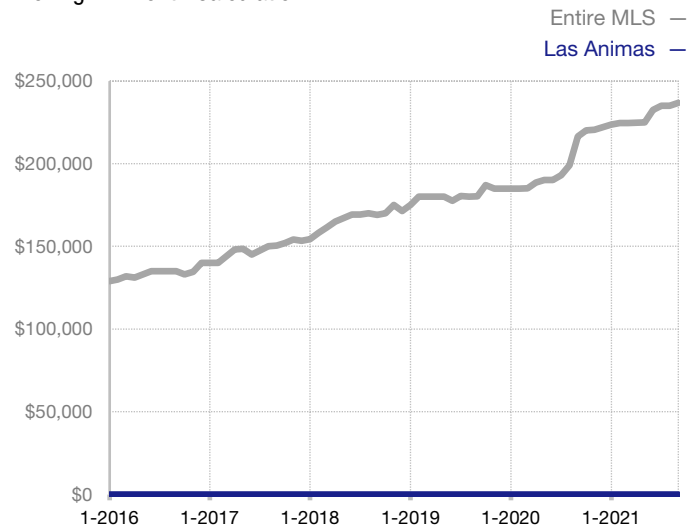
Townhouse/Condo	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

\* 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 September 2021

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## Manzanola

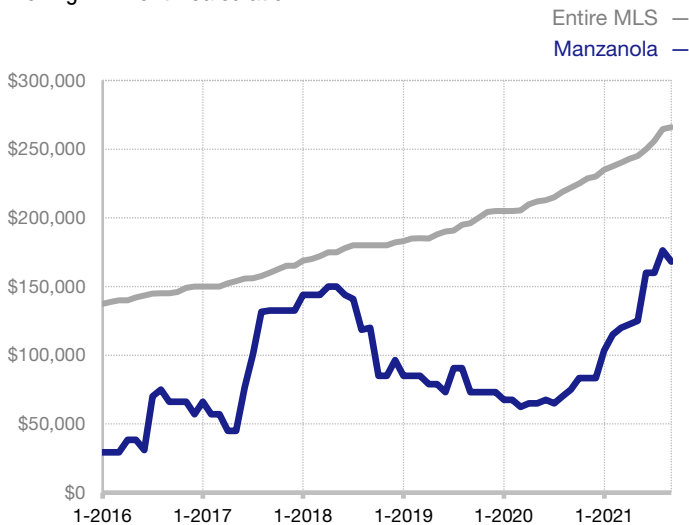
Single Family	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	7	7	0.0%
Sold Listings	0	1	--	7	7	0.0%
Median Sales Price*	\$0	\$160,000	--	\$80,000	\$176,500	+ 120.6%
Average Sales Price*	\$0	\$160,000	--	\$84,098	\$212,786	+ 153.0%
Percent of List Price Received*	0.0%	94.1%	--	94.7%	94.3%	- 0.4%
Days on Market Until Sale	0	51	--	94	110	+ 17.0%
Inventory of Homes for Sale	3	1	- 66.7%	--	--	--
Months Supply of Inventory	1.9	0.9	- 52.6%	--	--	--

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

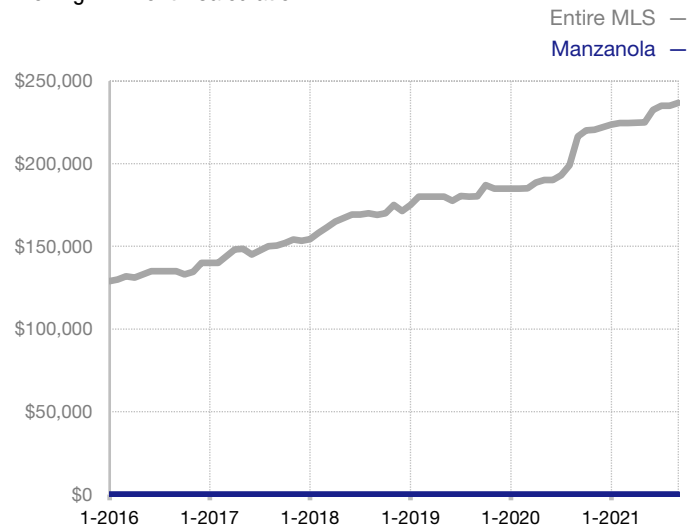
Townhouse/Condo	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

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



**Median Sales Price – Townhouse-Condo**  
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# Local Market Update for September 2021

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## Rocky Ford

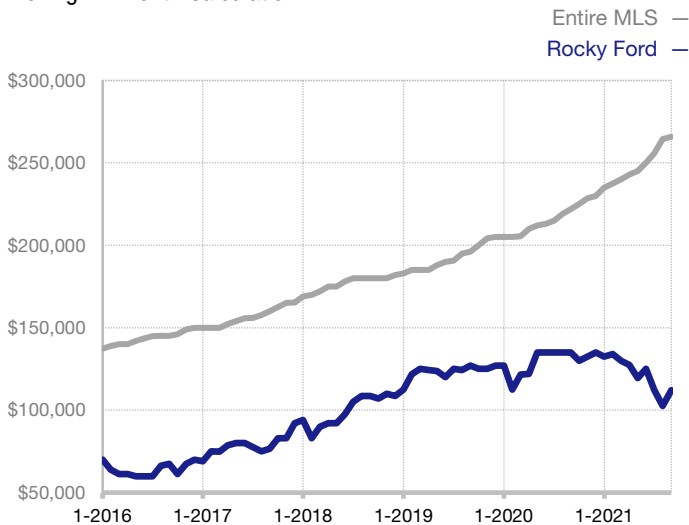
Single Family	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	7	3	- 57.1%	40	37	- 7.5%
Sold Listings	0	3	--	27	37	+ 37.0%
Median Sales Price*	\$0	\$200,000	--	\$135,000	\$110,000	- 18.5%
Average Sales Price*	\$0	\$219,000	--	\$143,133	\$142,229	- 0.6%
Percent of List Price Received*	0.0%	101.4%	--	94.5%	96.8%	+ 2.4%
Days on Market Until Sale	0	67	--	137	84	- 38.7%
Inventory of Homes for Sale	14	8	- 42.9%	--	--	--
Months Supply of Inventory	4.4	1.7	- 61.4%	--	--	--

\* 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	September			Year to Date		
	2020	2021	Percent Change from Previous Year	Thru 09-2020	Thru 09-2021	Percent Change from Previous Year
<b>Key Metrics</b>						
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**  
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