

# Monthly Indicators



## September 2023

Percent changes calculated using year-over-year comparisons.

New Listings were down 17.3 percent for single family homes and 8.3 percent for townhouse-condo properties. Pending Sales decreased 6.0 percent for single family homes but increased 14.3 percent for townhouse-condo properties.

The Median Sales Price was down 2.0 percent to \$294,000 for single family homes but increased 12.5 percent to \$269,450 for townhouse-condo properties. Days on Market increased 20.6 percent for single family homes and 53.4 percent for townhouse-condo properties.

Prices have continued to increase this fall despite softening home sales nationwide, as a lack of inventory has kept the market competitive for prospective buyers, sparking bidding wars and causing homes to sell for above asking price in some areas. Heading into September there were only 1.1 million units available for sale, 0.9% fewer than a month ago and 14.1% fewer than the same period last year, according to NAR. As a result, the U.S. median existing-home sales price rose 3.9% year-over-year to \$407,100, marking the third consecutive month that the median sales price topped \$400,000.

## Activity Snapshot

<b>- 28.0%</b>	<b>- 3.0%</b>	<b>- 4.7%</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	9-2022	9-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		312	258	- 17.3%	3,203	2,663	- 16.9%
Pending Sales		199	187	- 6.0%	2,310	1,860	- 19.5%
Sold Listings		229	169	- 26.2%	2,359	1,768	- 25.1%
Median Sales Price		\$300,000	\$294,000	- 2.0%	\$315,000	\$309,900	- 1.6%
Avg. Sales Price		\$314,129	\$305,952	- 2.6%	\$323,221	\$318,986	- 1.3%
Pct. of List Price Received		98.6%	98.1%	- 0.5%	99.7%	98.4%	- 1.3%
Days on Market		63	76	+ 20.6%	63	84	+ 33.3%
Affordability Index		94	91	- 3.2%	89	86	- 3.4%
Active Listings		707	659	- 6.8%	--	--	--
Months Supply		2.6	3.5	+ 34.6%	--	--	--

# Townhouse-Condo Market Overview

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

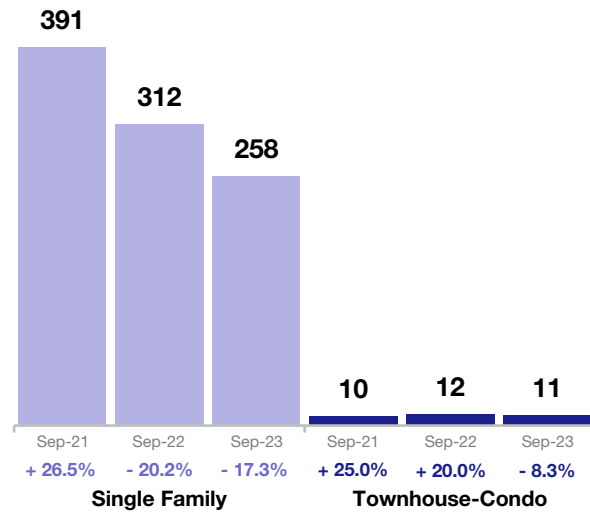


Key Metrics	Historical Sparkbars	9-2022	9-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		12	11	- 8.3%	109	108	- 0.9%
Pending Sales		7	8	+ 14.3%	95	69	- 27.4%
Sold Listings		14	6	- 57.1%	93	65	- 30.1%
Median Sales Price		\$239,500	\$269,450	+ 12.5%	\$254,900	\$279,900	+ 9.8%
Avg. Sales Price		\$245,814	\$272,983	+ 11.1%	\$266,752	\$284,171	+ 6.5%
Pct. of List Price Received		98.1%	99.2%	+ 1.1%	99.8%	98.9%	- 0.9%
Days on Market		58	89	+ 53.4%	48	72	+ 50.0%
Affordability Index		117	99	- 15.4%	110	95	- 13.6%
Active Listings		14	28	+ 100.0%	--	--	--
Months Supply		1.4	4.0	+ 185.7%	--	--	--

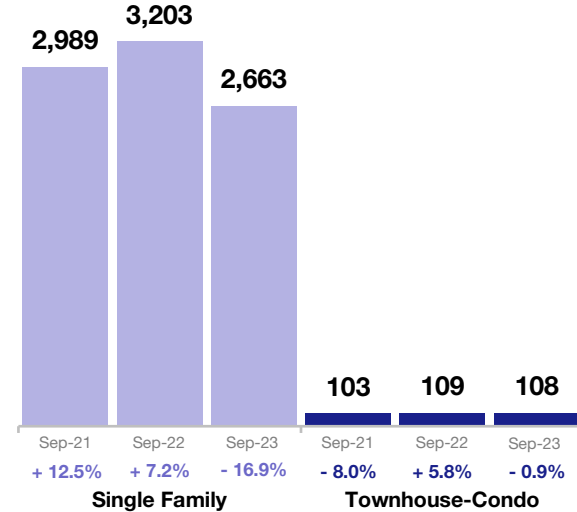
# New Listings



## September

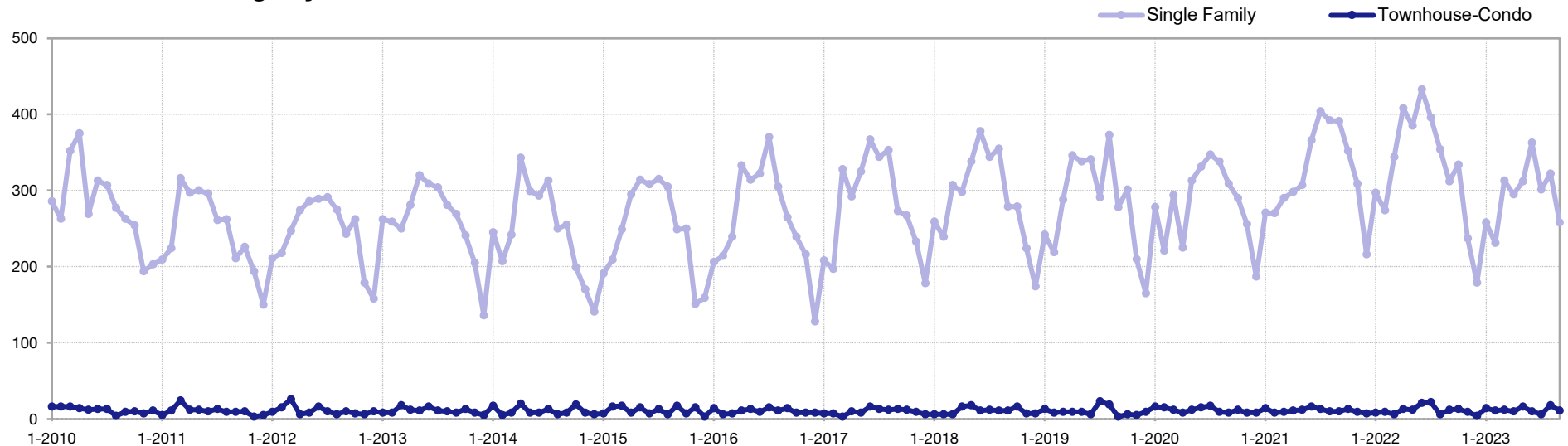


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2022	334	-5.1%	13	0.0%
Nov-2022	237	-23.3%	9	0.0%
Dec-2022	179	-17.1%	4	-42.9%
Jan-2023	258	-13.1%	14	+75.0%
Feb-2023	231	-15.7%	11	+22.2%
Mar-2023	313	-9.0%	12	+100.0%
Apr-2023	295	-27.7%	10	-23.1%
May-2023	312	-19.0%	16	+33.3%
Jun-2023	363	-16.2%	10	-52.4%
Jul-2023	301	-24.0%	6	-72.7%
Aug-2023	322	-9.0%	18	+200.0%
Sep-2023	258	-17.3%	11	-8.3%

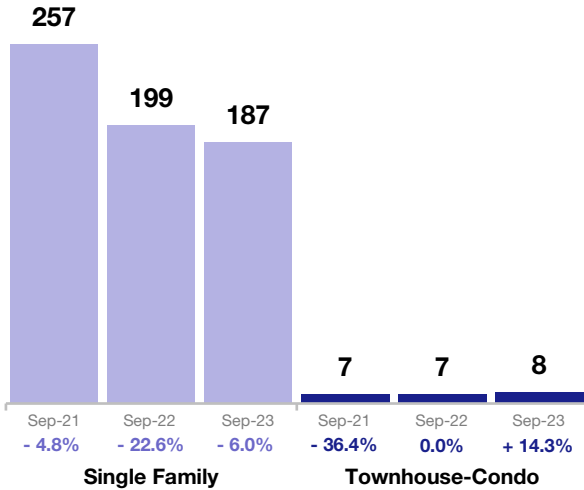
## Historical New Listings by Month



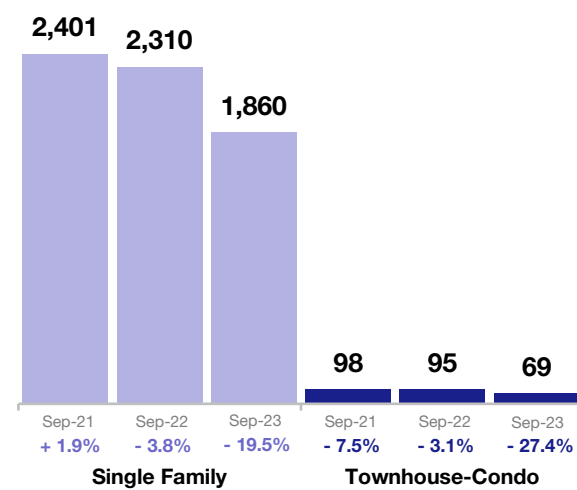
# Pending Sales



## September

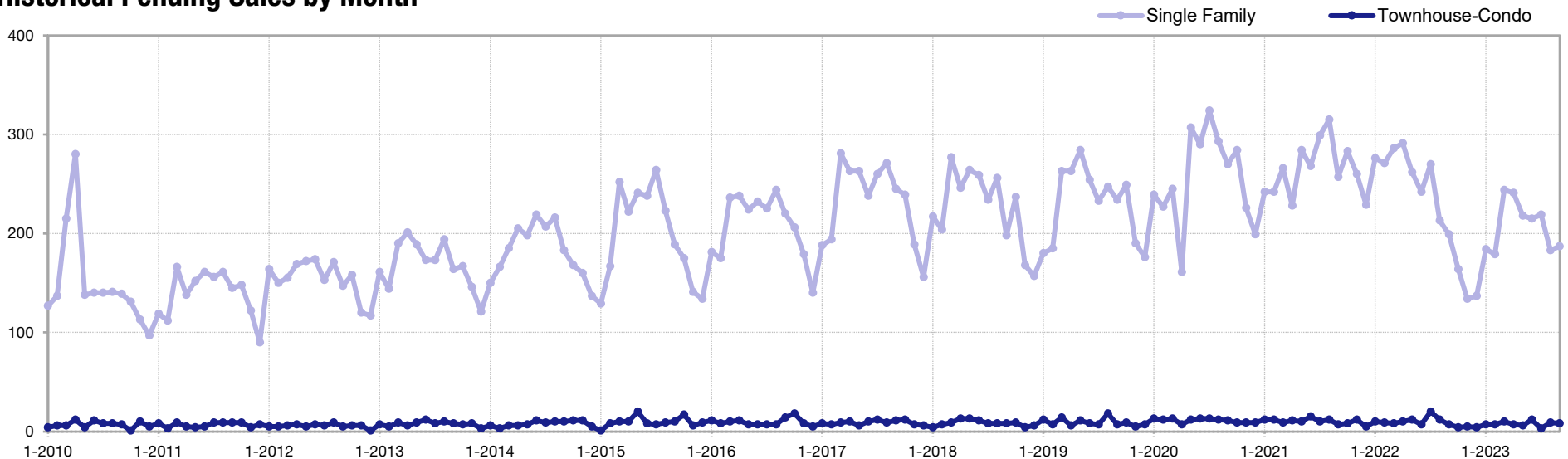


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2022	164	-42.0%	4	-50.0%
Nov-2022	134	-48.5%	5	-58.3%
Dec-2022	137	-40.2%	4	-20.0%
Jan-2023	184	-33.3%	7	-30.0%
Feb-2023	179	-33.9%	7	-22.2%
Mar-2023	244	-14.7%	10	+25.0%
Apr-2023	241	-17.2%	7	-30.0%
May-2023	218	-16.8%	6	-50.0%
Jun-2023	215	-11.2%	12	+71.4%
Jul-2023	219	-18.9%	3	-85.0%
Aug-2023	183	-14.1%	9	-25.0%
Sep-2023	187	-6.0%	8	+14.3%

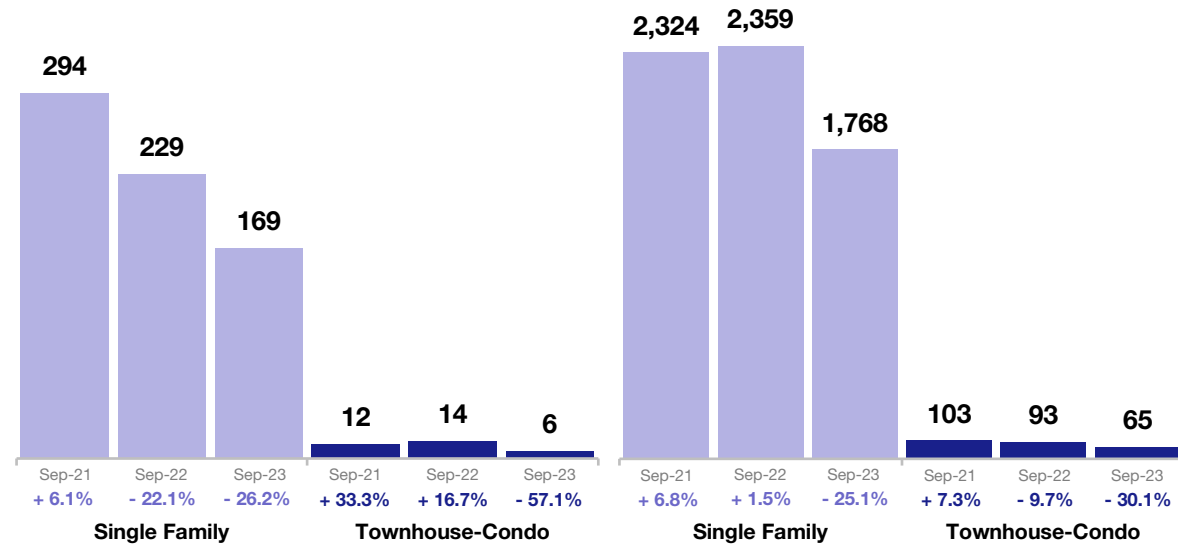
## Historical Pending Sales by Month



# Sold Listings

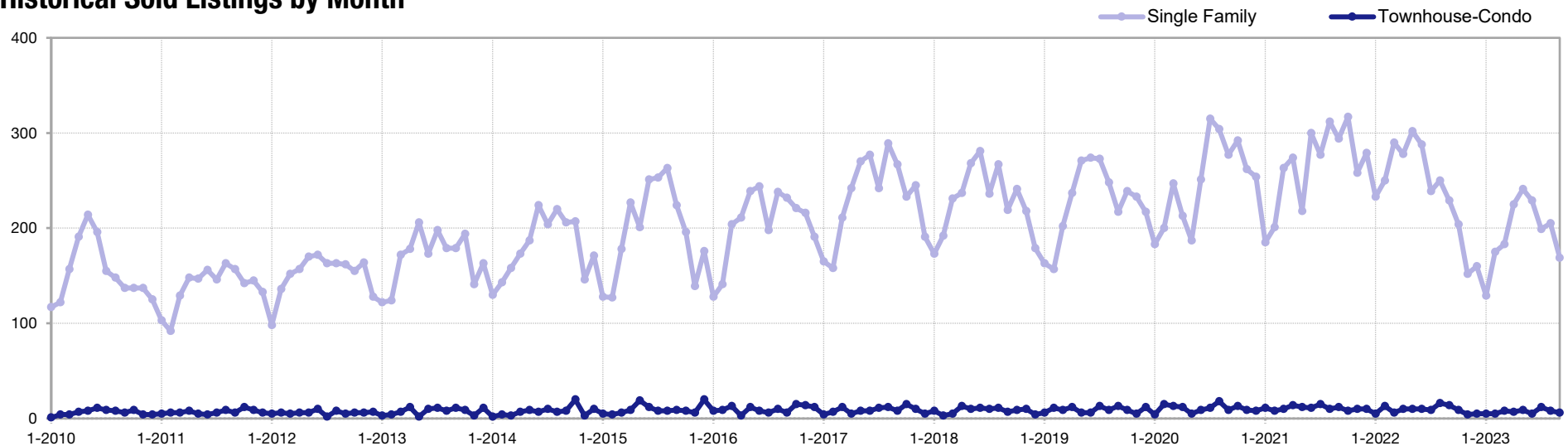


## September



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2022	204	-35.6%	9	+12.5%
Nov-2022	152	-41.1%	4	-60.0%
Dec-2022	160	-42.7%	5	-50.0%
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	241	-20.2%	9	-10.0%
Jun-2023	229	-20.5%	5	-50.0%
Jul-2023	199	-16.7%	12	+33.3%
Aug-2023	205	-18.0%	8	-50.0%
Sep-2023	169	-26.2%	6	-57.1%

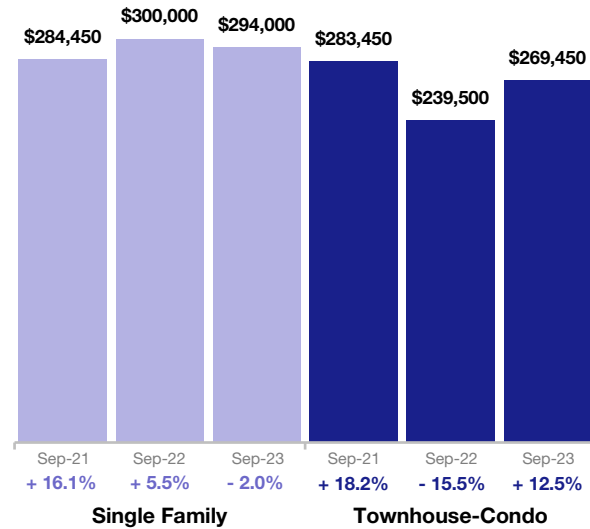
## Historical Sold Listings by Month



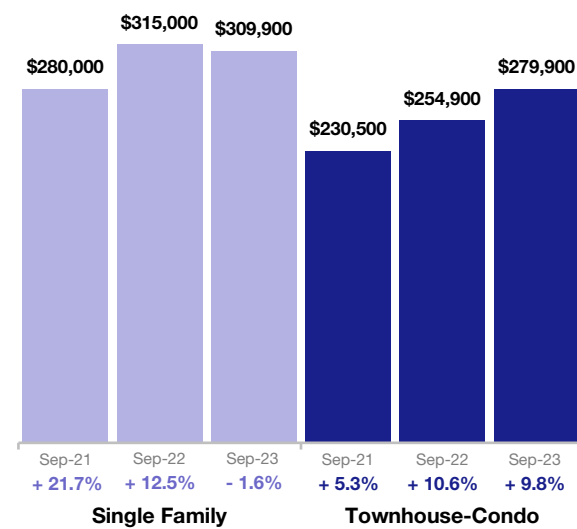
# Median Sales Price



## September

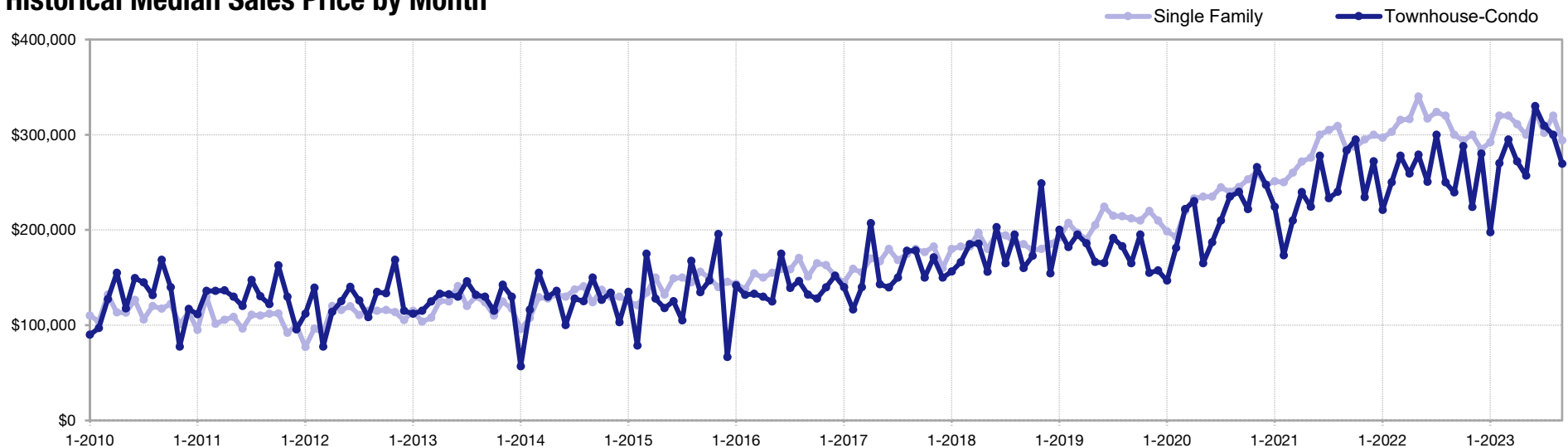


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2022	\$294,036	+2.5%	\$287,900	-2.4%
Nov-2022	\$300,000	+1.7%	\$224,000	-4.5%
Dec-2022	\$285,000	-5.0%	\$280,000	+2.9%
Jan-2023	\$291,993	-1.6%	\$197,500	-10.6%
Feb-2023	\$320,000	+5.6%	\$270,000	+8.0%
Mar-2023	\$320,000	+1.4%	\$294,995	+6.1%
Apr-2023	\$311,000	-1.7%	\$272,000	+4.9%
May-2023	\$300,000	-11.8%	\$257,000	-7.9%
Jun-2023	\$324,900	+2.5%	\$330,000	+31.7%
Jul-2023	\$302,000	-6.7%	\$309,275	+3.1%
Aug-2023	\$320,000	0.0%	\$300,000	+20.0%
Sep-2023	\$294,000	-2.0%	\$269,450	+12.5%

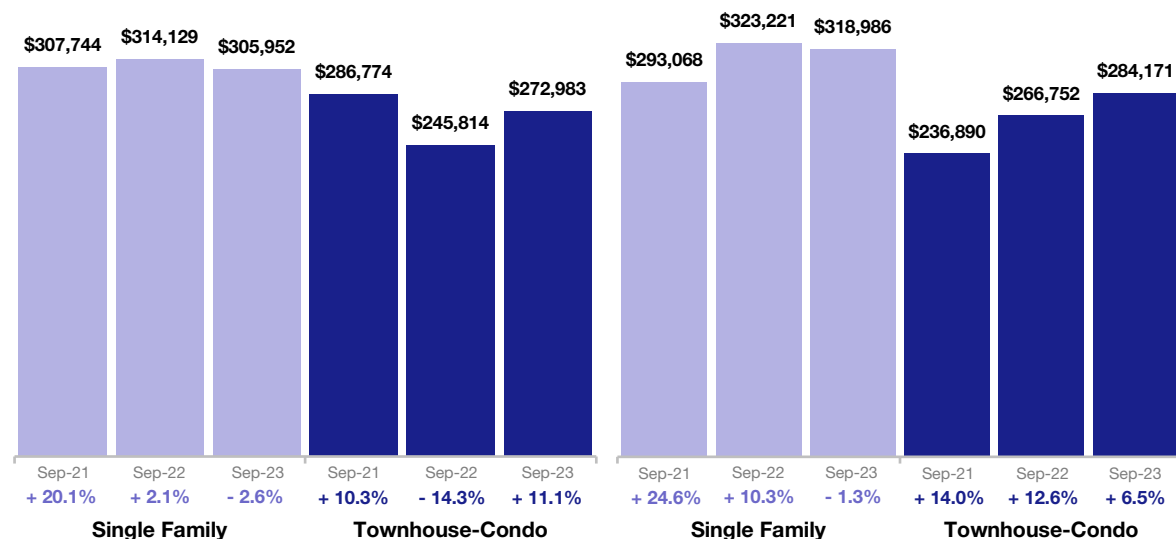
## Historical Median Sales Price by Month



# Average Sales Price

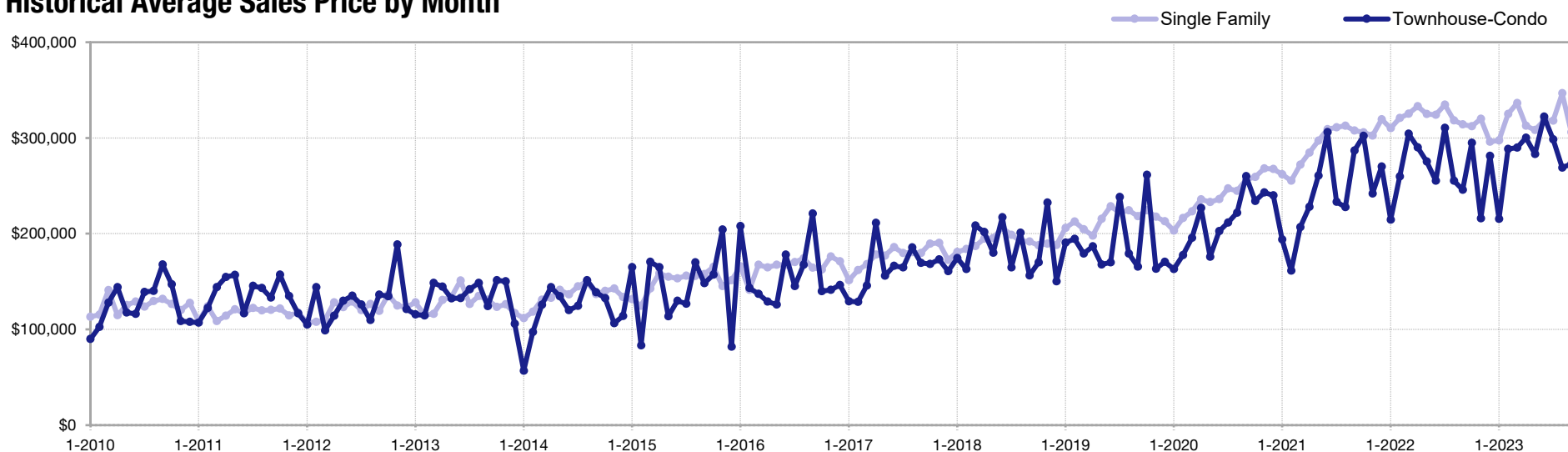


## September



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2022	\$312,218	+2.1%	\$294,978	-2.4%
Nov-2022	\$320,004	+5.8%	\$216,125	-10.6%
Dec-2022	\$295,883	-7.4%	\$281,180	+4.1%
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	\$308,188	-5.1%	\$283,172	+2.8%
Jun-2023	\$318,185	-1.9%	\$322,200	+26.2%
Jul-2023	\$317,975	-5.0%	\$298,579	-3.9%
Aug-2023	\$346,619	+8.8%	\$268,919	+5.3%
Sep-2023	\$305,952	-2.6%	\$272,983	+11.1%

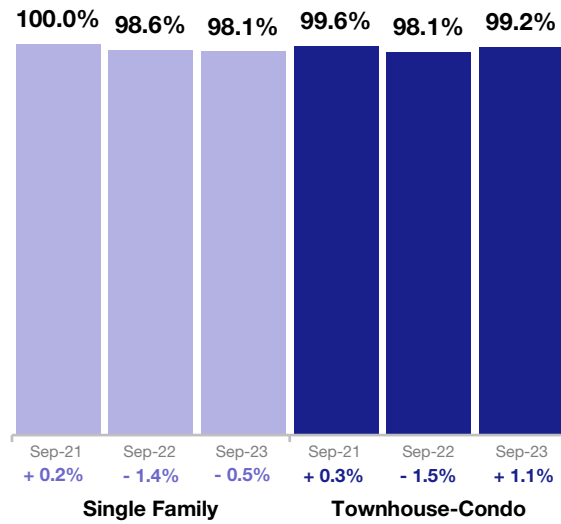
## Historical Average Sales Price by Month



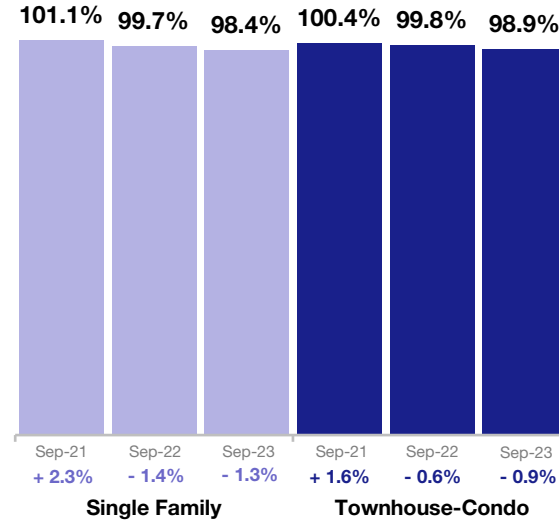
# Percent of List Price Received



## September

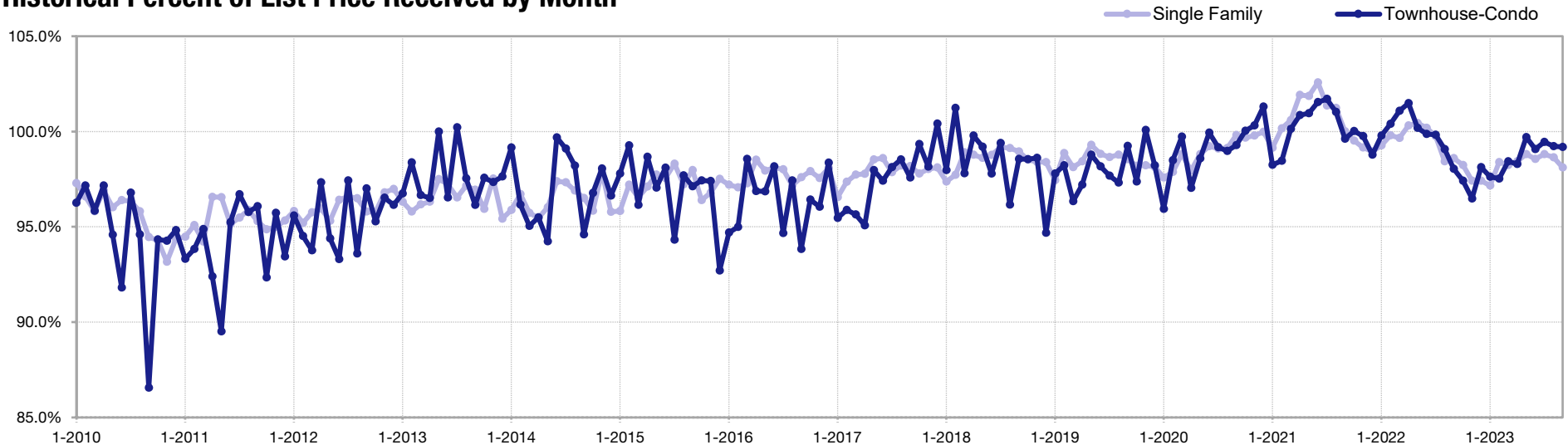


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2022	98.2%	-1.3%	97.4%	-2.6%
Nov-2022	97.4%	-1.8%	96.5%	-3.3%
Dec-2022	97.4%	-1.5%	98.1%	-0.7%
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	98.8%	-1.6%	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	98.1%	-0.5%	99.2%	+1.1%

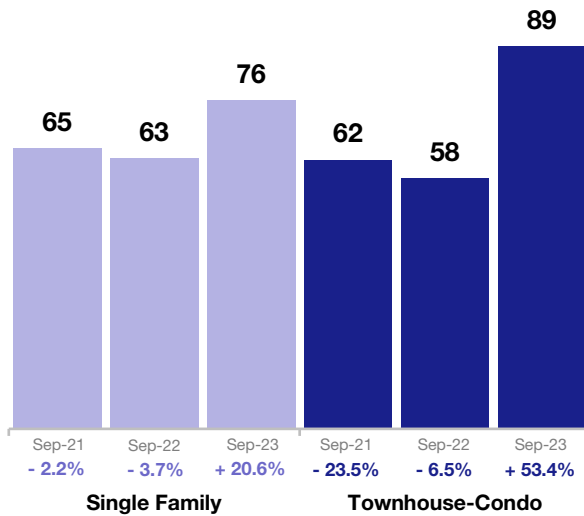
## Historical Percent of List Price Received by Month



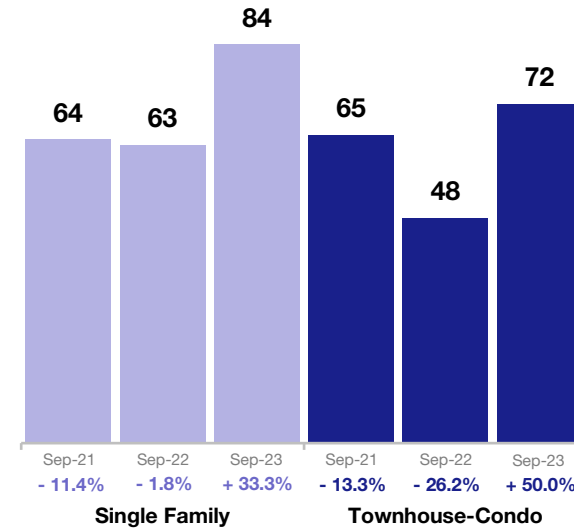
# Days on Market Until Sale



## September

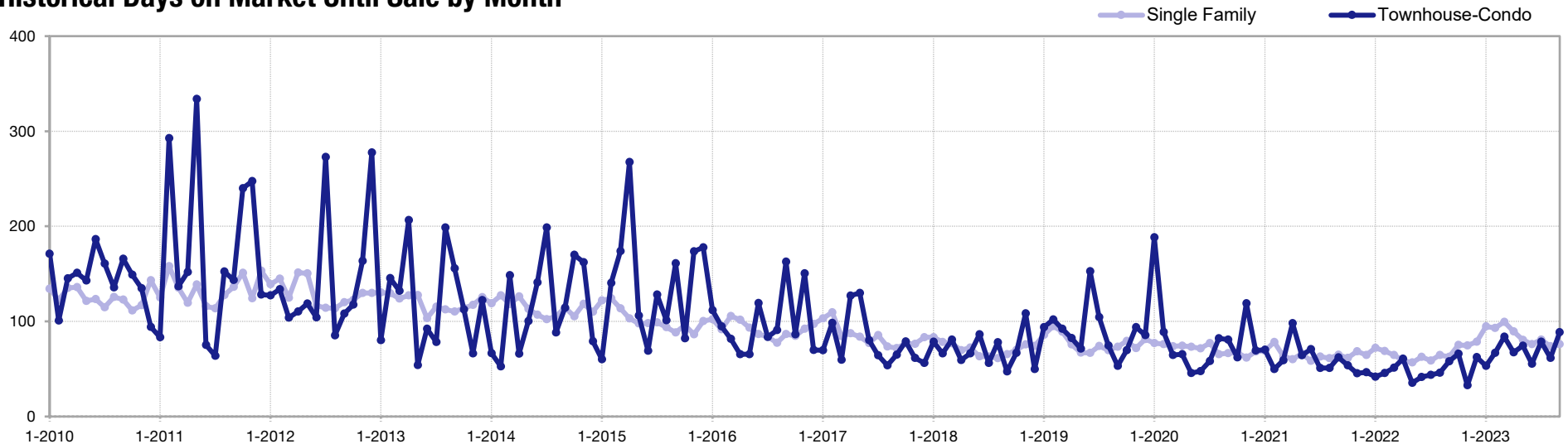


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2022	75	+21.0%	66	+22.2%
Nov-2022	75	+8.7%	33	-28.3%
Dec-2022	79	+21.5%	62	+34.8%
Jan-2023	95	+31.9%	53	+26.2%
Feb-2023	93	+34.8%	67	+45.7%
Mar-2023	99	+52.3%	84	+64.7%
Apr-2023	89	+50.8%	67	+9.8%
May-2023	81	+42.1%	74	+111.4%
Jun-2023	76	+20.6%	55	+34.1%
Jul-2023	81	+37.3%	79	+79.5%
Aug-2023	74	+13.8%	62	+34.8%
Sep-2023	76	+20.6%	89	+53.4%

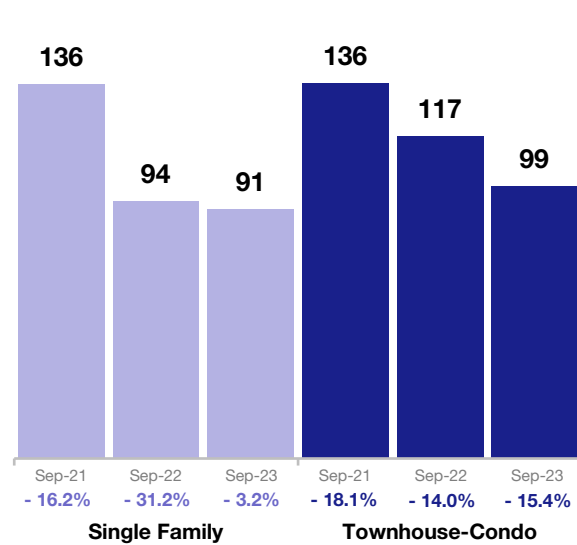
## Historical Days on Market Until Sale by Month



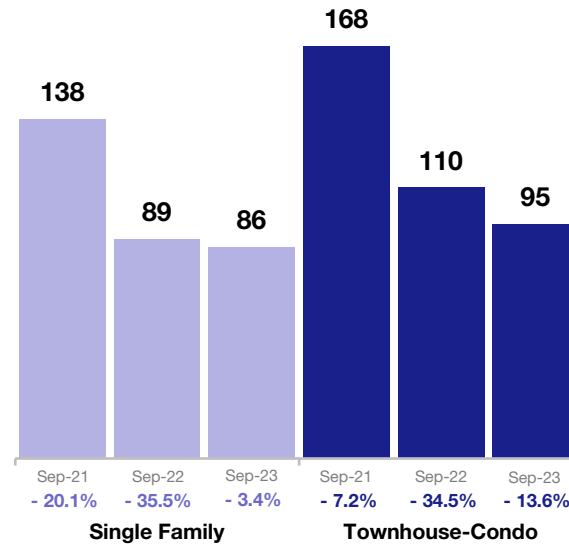
# Housing Affordability Index



## September

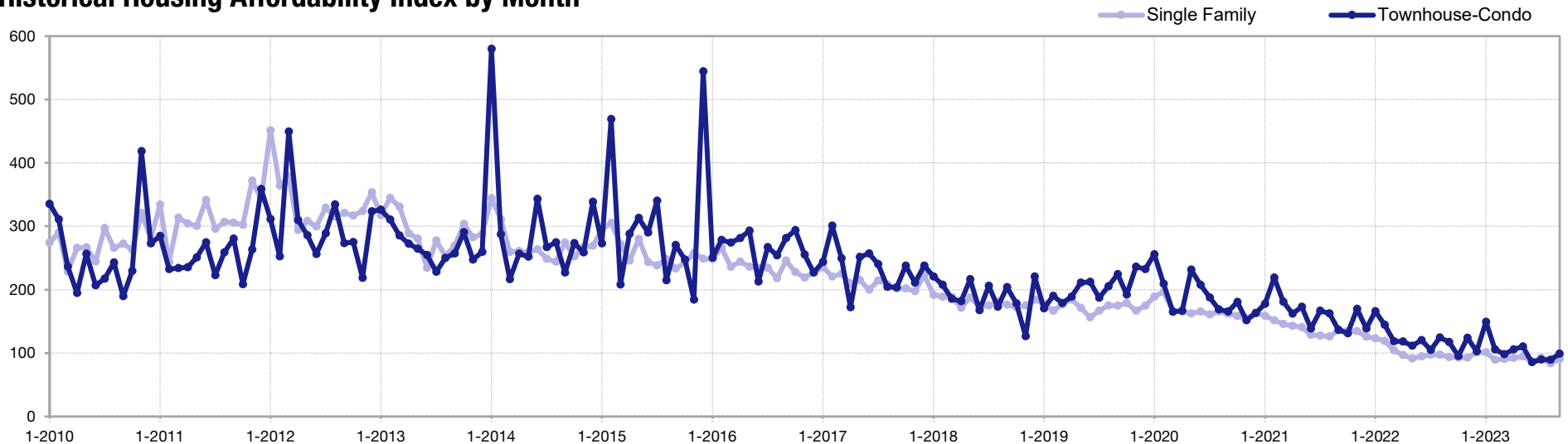


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2022	93	-31.1%	95	-27.5%
Nov-2022	93	-31.1%	124	-27.1%
Dec-2022	101	-19.8%	103	-25.9%
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	92	-5.2%	90	-14.3%
Aug-2023	84	-13.4%	90	-28.0%
Sep-2023	91	-3.2%	99	-15.4%

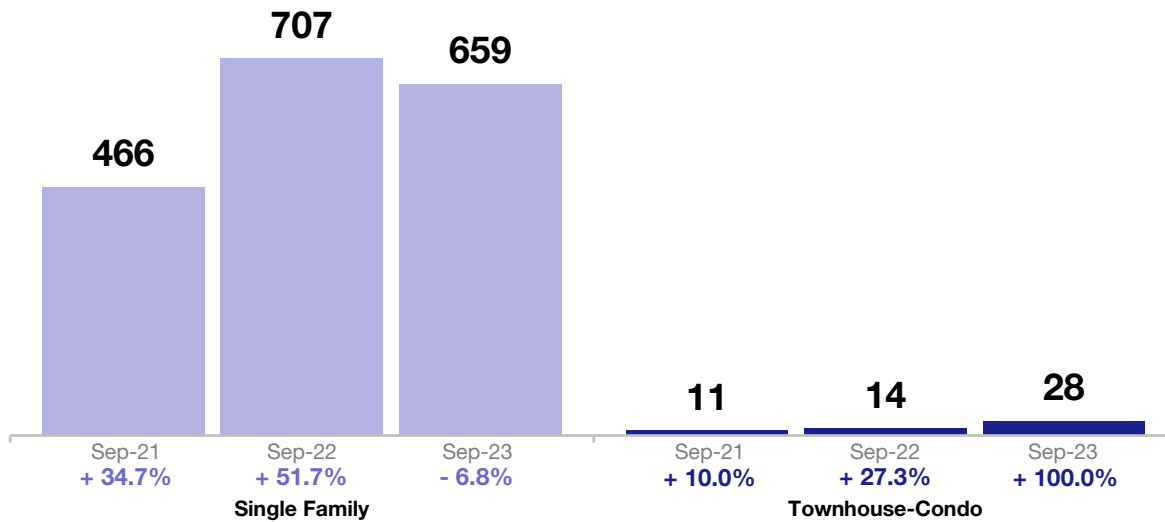
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

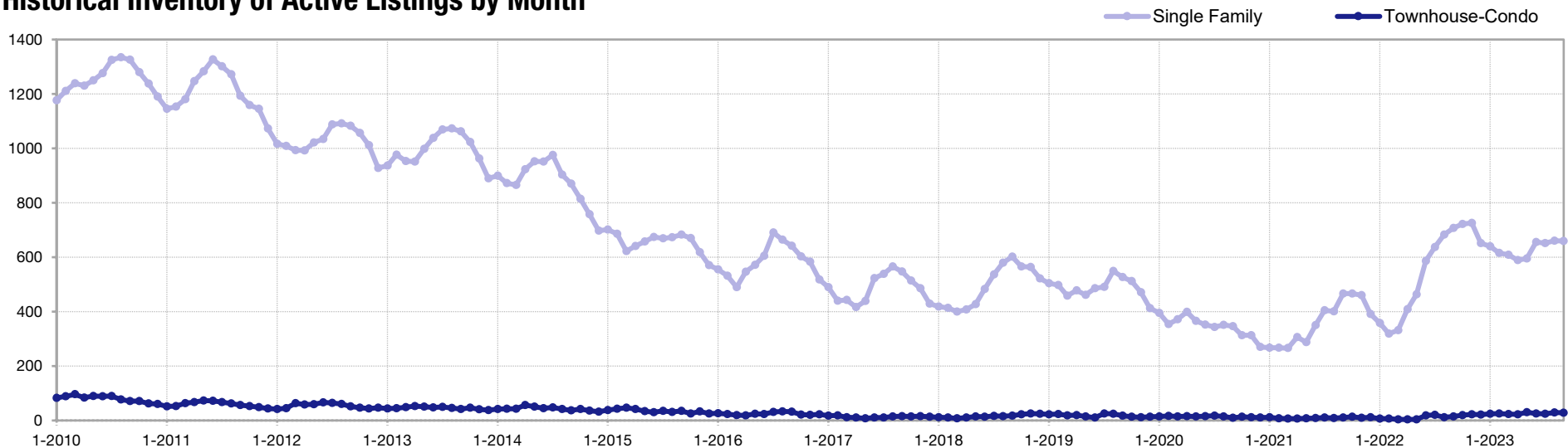


## September



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2022	722	+54.9%	19	+46.2%
Nov-2022	726	+57.8%	22	+120.0%
Dec-2022	652	+66.8%	21	+75.0%
Jan-2023	640	+78.8%	24	+242.9%
Feb-2023	616	+93.1%	25	+257.1%
Mar-2023	609	+83.4%	23	+475.0%
Apr-2023	589	+44.0%	22	+450.0%
May-2023	595	+28.5%	30	+650.0%
Jun-2023	656	+11.9%	25	+38.9%
Jul-2023	652	+2.4%	24	+20.0%
Aug-2023	660	-3.4%	29	+141.7%
Sep-2023	659	-6.8%	28	+100.0%

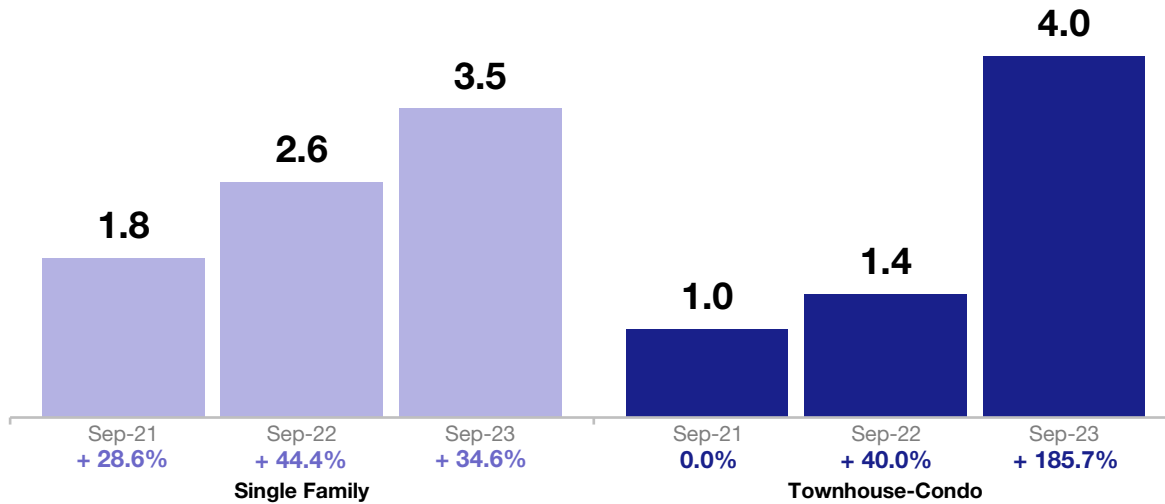
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

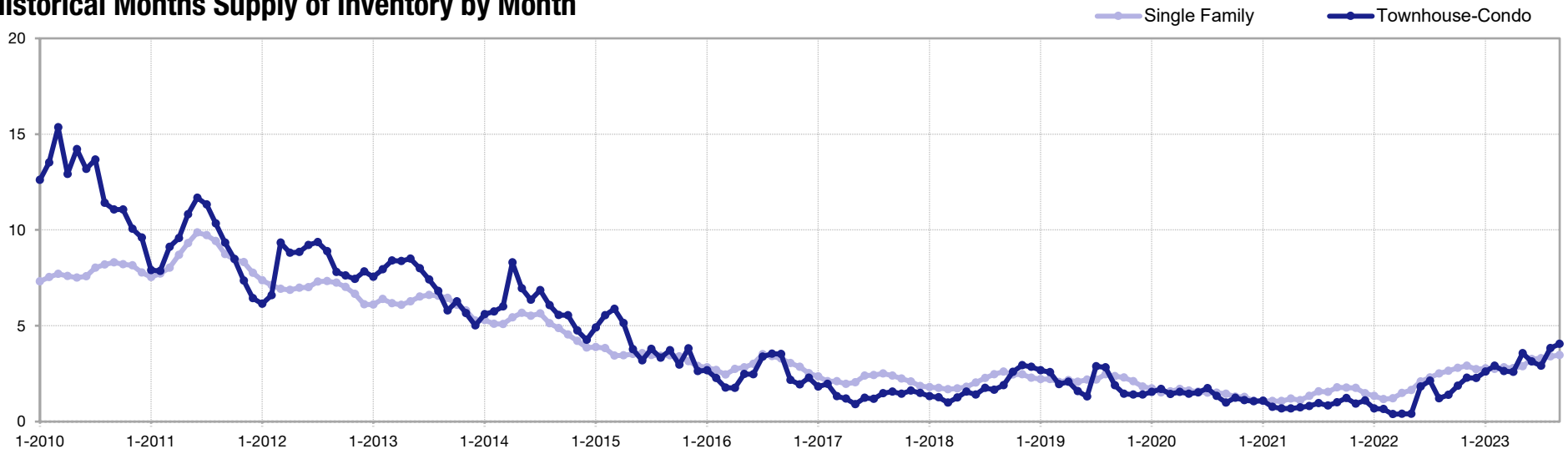


## September



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2022	2.8	+55.6%	1.9	+58.3%
Nov-2022	2.9	+61.1%	2.3	+155.6%
Dec-2022	2.7	+80.0%	2.3	+109.1%
Jan-2023	2.8	+115.4%	2.6	+271.4%
Feb-2023	2.7	+125.0%	2.9	+383.3%
Mar-2023	2.8	+133.3%	2.6	+550.0%
Apr-2023	2.8	+86.7%	2.6	+550.0%
May-2023	2.9	+81.3%	3.6	+800.0%
Jun-2023	3.3	+57.1%	3.1	+72.2%
Jul-2023	3.3	+43.5%	2.9	+38.1%
Aug-2023	3.4	+36.0%	3.8	+216.7%
Sep-2023	3.5	+34.6%	4.0	+185.7%

## 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.



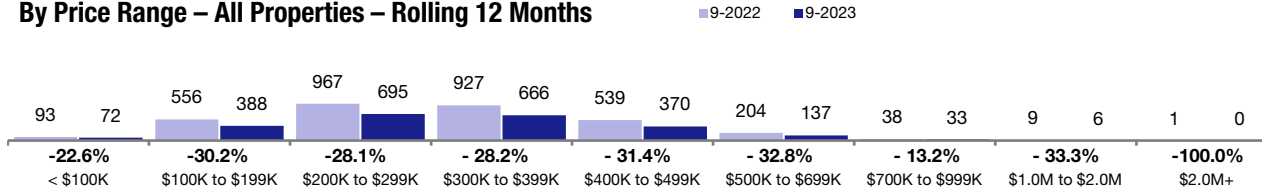
Key Metrics	Historical Sparkbars	9-2022	9-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		324	269	- 17.0%	3,312	2,771	- 16.3%
Pending Sales		206	195	- 5.3%	2,405	1,929	- 19.8%
Sold Listings		243	175	- 28.0%	2,452	1,833	- 25.2%
Median Sales Price		\$299,000	\$290,000	- 3.0%	\$310,000	\$306,750	- 1.0%
Avg. Sales Price		\$310,193	\$304,822	- 1.7%	\$321,078	\$317,750	- 1.0%
Pct. of List Price Received		98.6%	98.1%	- 0.5%	99.7%	98.4%	- 1.3%
Days on Market		62	77	+ 24.2%	63	84	+ 33.3%
Affordability Index		94	92	- 2.1%	91	87	- 4.4%
Active Listings		721	687	- 4.7%	--	--	--
Months Supply		2.6	3.5	+ 34.6%	--	--	--

# Sold Listings

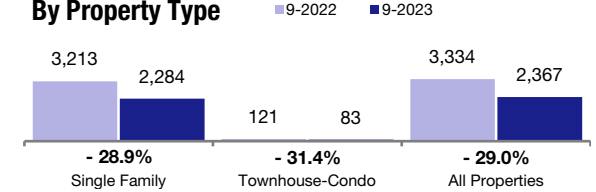
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	9-2022	9-2023	Change	9-2022	9-2023	Change
\$99,999 and Below	92	72	-21.7%	1	0	-100.0%
\$100,000 to \$199,999	532	375	-29.5%	24	13	-45.8%
\$200,000 to \$299,999	905	657	-27.4%	62	38	-38.7%
\$300,000 to \$399,999	900	640	-28.9%	27	26	-3.7%
\$400,000 to \$499,999	535	365	-31.8%	4	5	+25.0%
\$500,000 to \$699,999	201	136	-32.3%	3	1	-66.7%
\$700,000 to \$999,999	38	33	-13.2%	0	0	--
\$1,000,000 to \$1,999,999	9	6	-33.3%	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>3,213</b>	<b>2,284</b>	<b>-28.9%</b>	<b>121</b>	<b>83</b>	<b>-31.4%</b>

### Compared to Prior Month

	Single Family			Townhouse-Condo		
	8-2023	9-2023	Change	8-2023	9-2023	Change
	6	8	+33.3%	0	0	--
	29	31	+6.9%	2	0	-100.0%
	53	47	-11.3%	2	5	+150.0%
	55	48	-12.7%	4	1	-75.0%
	32	20	-37.5%	0	0	--
	23	13	-43.5%	0	0	--
	6	2	-66.7%	0	0	--
	1	0	-100.0%	0	0	--
	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>205</b>	<b>169</b>	<b>-17.6%</b>	<b>8</b>	<b>6</b>	<b>-25.0%</b>

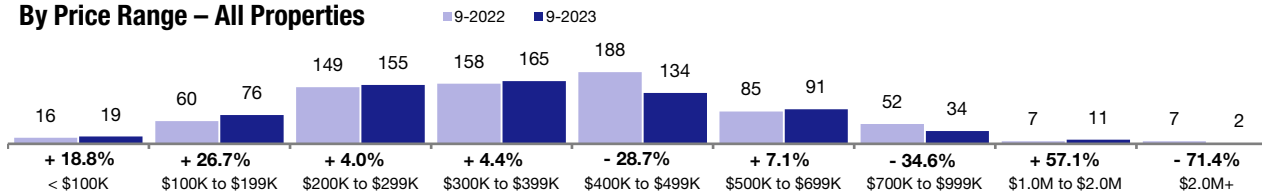
### Year to Date

	Single Family			Townhouse-Condo		
	9-2022	9-2023	Change	9-2022	9-2023	Change
	72	55	-23.6%	1	0	-100.0%
	383	276	-27.9%	19	9	-52.6%
	635	507	-20.2%	50	30	-40.0%
	662	505	-23.7%	16	21	+31.3%
	416	284	-31.7%	4	4	0.0%
	151	113	-25.2%	3	1	-66.7%
	33	23	-30.3%	0	0	--
	6	5	-16.7%	0	0	--
	1	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>2,359</b>	<b>1,768</b>	<b>-25.1%</b>	<b>93</b>	<b>65</b>	<b>-30.1%</b>

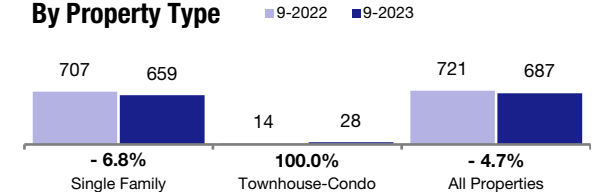
# Inventory of Active Listings

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		
	9-2022	9-2023	Change	9-2022	9-2023	Change
\$99,999 and Below	16	19	+18.8%	0	0	--
\$100,000 to \$199,999	58	73	+25.9%	2	3	+50.0%
\$200,000 to \$299,999	145	144	-0.7%	4	11	+175.0%
\$300,000 to \$399,999	152	155	+2.0%	6	10	+66.7%
\$400,000 to \$499,999	186	131	-29.6%	2	3	+50.0%
\$500,000 to \$699,999	85	90	+5.9%	0	1	--
\$700,000 to \$999,999	52	34	-34.6%	0	0	--
\$1,000,000 to \$1,999,999	7	11	+57.1%	0	0	--
\$2,000,000 and Above	7	2	-71.4%	0	0	--
<b>All Price Ranges</b>	<b>707</b>	<b>659</b>	<b>-6.8%</b>	<b>14</b>	<b>28</b>	<b>+100.0%</b>

### Compared to Prior Month

	Single Family			Townhouse-Condo		
	8-2023	9-2023	Change	8-2023	9-2023	Change
	22	19	-13.6%	0	0	--
	70	73	+4.3%	2	3	+50.0%
	139	144	+3.6%	11	11	0.0%
	151	155	+2.6%	11	10	-9.1%
	134	131	-2.2%	4	3	-25.0%
	90	90	0.0%	1	1	0.0%
	42	34	-19.0%	0	0	--
	10	11	+10.0%	0	0	--
	2	2	0.0%	0	0	--
<b>All Price Ranges</b>	<b>660</b>	<b>659</b>	<b>-0.2%</b>	<b>29</b>	<b>28</b>	<b>-3.4%</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 September 2023

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## Pueblo County

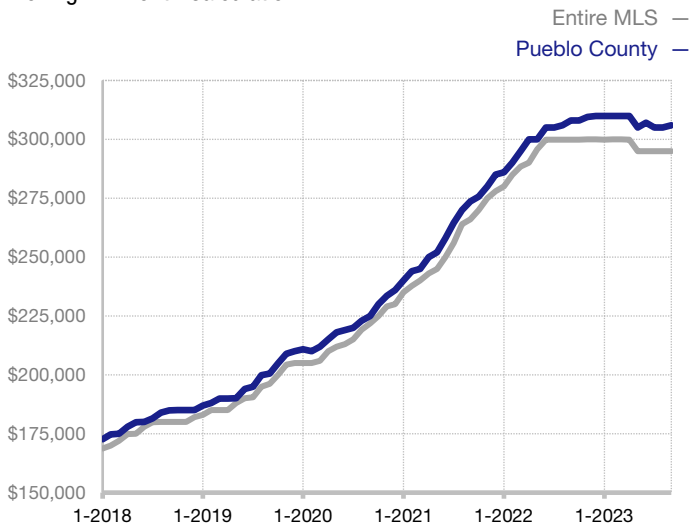
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	300	256	- 14.7%	3,119	2,605	- 16.5%
Sold Listings	220	168	- 23.6%	2,320	1,736	- 25.2%
Median Sales Price*	\$297,000	\$299,000	+ 0.7%	\$315,000	\$310,000	- 1.6%
Average Sales Price*	\$309,437	\$308,113	- 0.4%	\$323,241	\$319,375	- 1.2%
Percent of List Price Received*	98.6%	98.0%	- 0.6%	99.7%	98.4%	- 1.3%
Days on Market Until Sale	63	76	+ 20.6%	63	84	+ 33.3%
Inventory of Homes for Sale	675	639	- 5.3%	--	--	--
Months Supply of Inventory	2.6	3.4	+ 30.8%	--	--	--

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

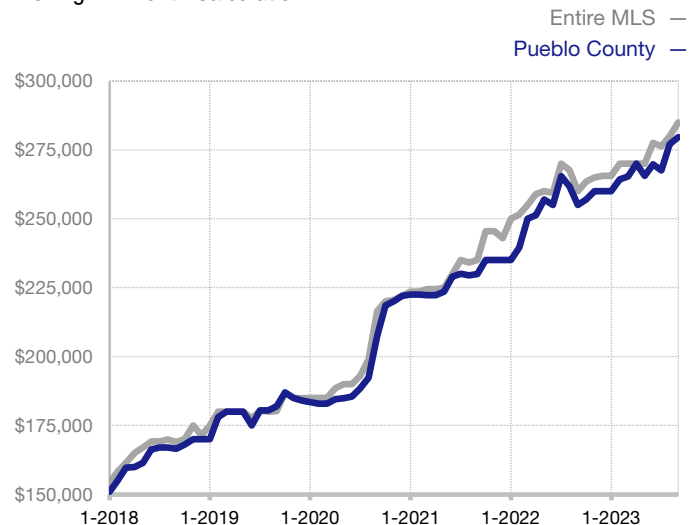
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	12	10	- 16.7%	105	105	0.0%
Sold Listings	13	5	- 61.5%	89	64	- 28.1%
Median Sales Price*	\$239,000	\$268,900	+ 12.5%	\$254,900	\$282,450	+ 10.8%
Average Sales Price*	\$246,069	\$273,580	+ 11.2%	\$268,589	\$284,393	+ 5.9%
Percent of List Price Received*	97.6%	99.0%	+ 1.4%	99.7%	98.8%	- 0.9%
Days on Market Until Sale	59	86	+ 45.8%	48	71	+ 47.9%
Inventory of Homes for Sale	14	26	+ 85.7%	--	--	--
Months Supply of Inventory	1.4	3.8	+ 171.4%	--	--	--

\* 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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Fowler

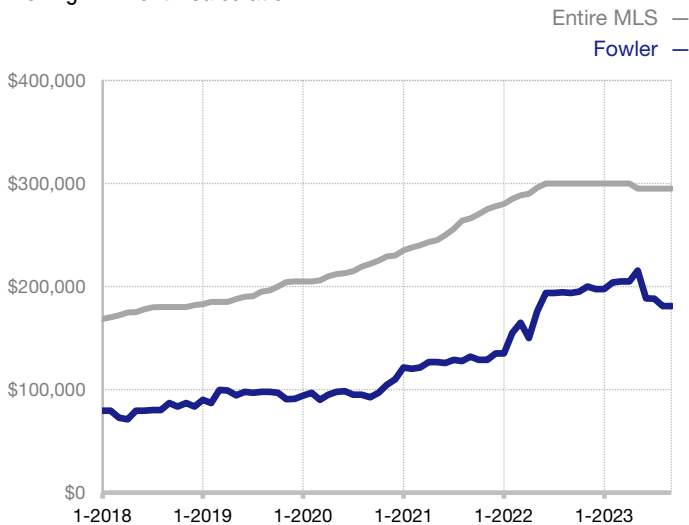
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	4	2	- 50.0%	32	24	- 25.0%
Sold Listings	4	0	- 100.0%	31	13	- 58.1%
Median Sales Price*	\$175,250	\$0	- 100.0%	\$199,900	\$182,000	- 9.0%
Average Sales Price*	\$177,875	\$0	- 100.0%	\$214,423	\$192,985	- 10.0%
Percent of List Price Received*	106.7%	0.0%	- 100.0%	99.7%	94.0%	- 5.7%
Days on Market Until Sale	68	0	- 100.0%	95	150	+ 57.9%
Inventory of Homes for Sale	9	10	+ 11.1%	--	--	--
Months Supply of Inventory	2.8	5.6	+ 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.

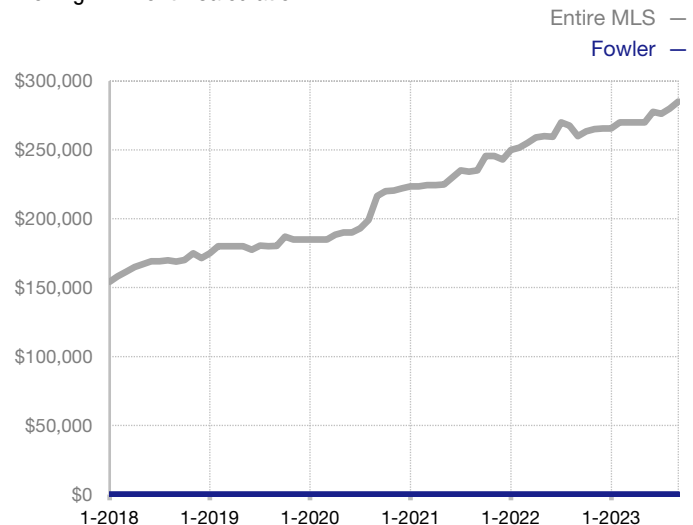
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 September 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Huerfano County

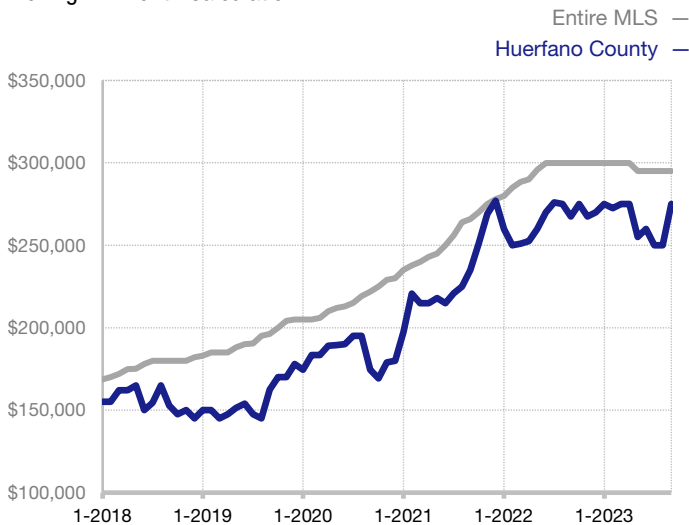
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	11	10	- 9.1%	116	112	- 3.4%
Sold Listings	8	9	+ 12.5%	75	57	- 24.0%
Median Sales Price*	\$207,450	\$275,500	+ 32.8%	\$270,000	\$275,000	+ 1.9%
Average Sales Price*	\$317,038	\$326,822	+ 3.1%	\$325,948	\$342,003	+ 4.9%
Percent of List Price Received*	97.5%	95.4%	- 2.2%	96.4%	94.8%	- 1.7%
Days on Market Until Sale	113	184	+ 62.8%	118	156	+ 32.2%
Inventory of Homes for Sale	62	59	- 4.8%	--	--	--
Months Supply of Inventory	6.6	10.0	+ 51.5%	--	--	--

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

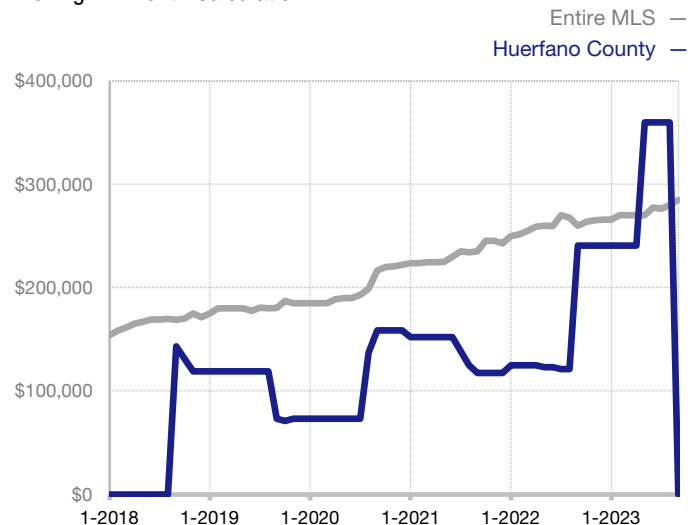
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	0	0	--	2	2	0.0%
Sold Listings	1	0	- 100.0%	2	0	- 100.0%
Median Sales Price*	\$360,000	\$0	- 100.0%	\$240,525	\$0	- 100.0%
Average Sales Price*	\$360,000	\$0	- 100.0%	\$240,525	\$0	- 100.0%
Percent of List Price Received*	100.0%	0.0%	- 100.0%	100.4%	0.0%	- 100.0%
Days on Market Until Sale	61	0	- 100.0%	48	0	- 100.0%
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 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## La Junta

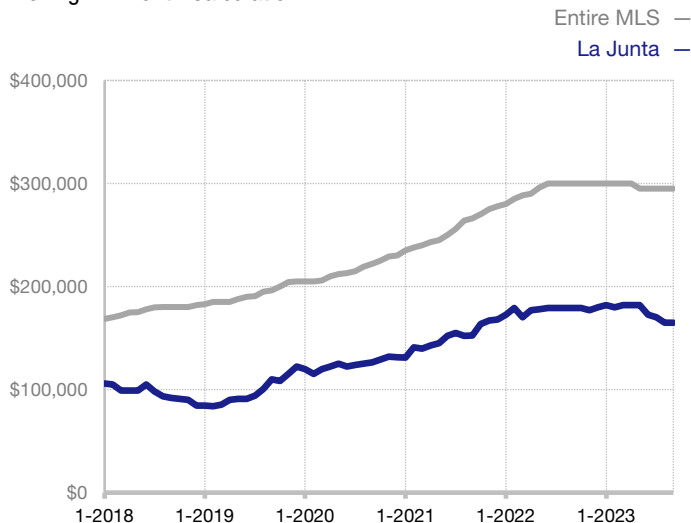
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	12	14	+ 16.7%	96	118	+ 22.9%
Sold Listings	8	4	- 50.0%	75	57	- 24.0%
Median Sales Price*	\$160,000	\$82,500	- 48.4%	\$175,000	\$149,500	- 14.6%
Average Sales Price*	\$191,750	\$78,750	- 58.9%	\$205,995	\$168,826	- 18.0%
Percent of List Price Received*	95.4%	82.6%	- 13.4%	94.8%	94.0%	- 0.8%
Days on Market Until Sale	87	81	- 6.9%	85	86	+ 1.2%
Inventory of Homes for Sale	21	41	+ 95.2%	--	--	--
Months Supply of Inventory	2.3	6.6	+ 187.0%	--	--	--

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

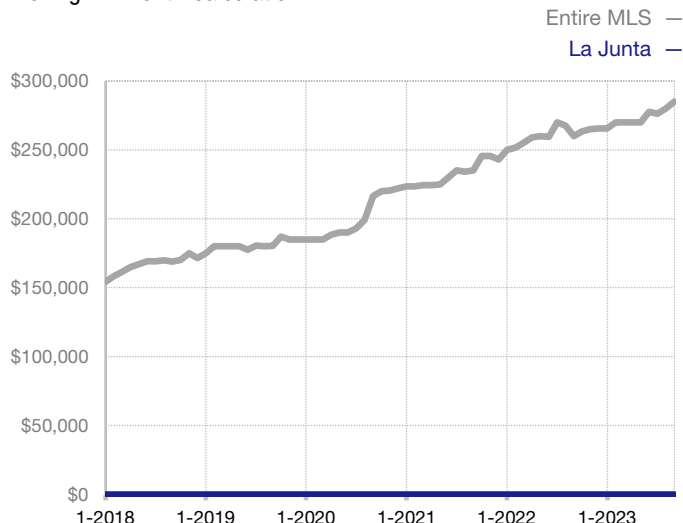
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 September 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Lamar

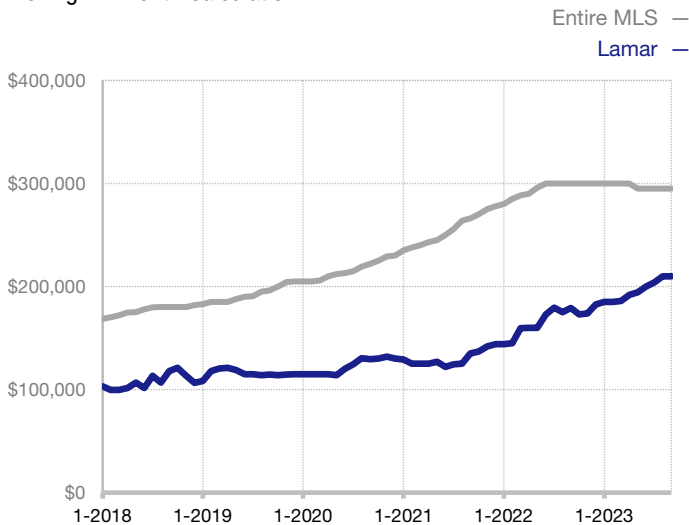
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	7	9	+ 28.6%	77	69	- 10.4%
Sold Listings	4	5	+ 25.0%	48	55	+ 14.6%
Median Sales Price*	\$232,500	\$155,000	- 33.3%	\$177,000	\$210,000	+ 18.6%
Average Sales Price*	\$240,476	\$176,400	- 26.6%	\$197,586	\$236,155	+ 19.5%
Percent of List Price Received*	97.9%	99.2%	+ 1.3%	96.3%	95.1%	- 1.2%
Days on Market Until Sale	74	94	+ 27.0%	66	95	+ 43.9%
Inventory of Homes for Sale	19	21	+ 10.5%	--	--	--
Months Supply of Inventory	3.3	3.5	+ 6.1%	--	--	--

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

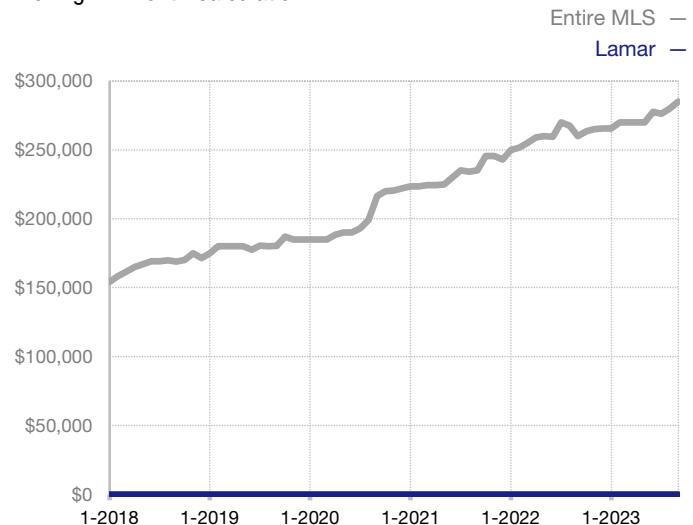
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 September 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Las Animas

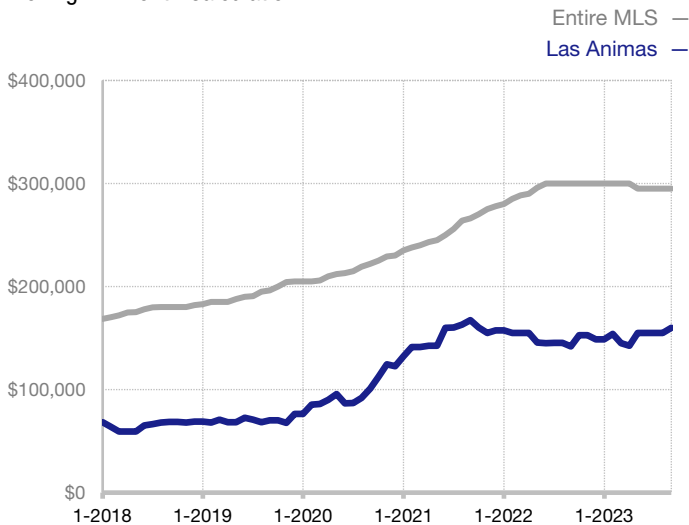
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	5	4	- 20.0%	40	35	- 12.5%
Sold Listings	7	2	- 71.4%	27	21	- 22.2%
Median Sales Price*	\$152,700	\$139,000	- 9.0%	\$140,000	\$145,000	+ 3.6%
Average Sales Price*	\$141,100	\$139,000	- 1.5%	\$148,211	\$169,257	+ 14.2%
Percent of List Price Received*	88.1%	98.7%	+ 12.0%	92.1%	93.4%	+ 1.4%
Days on Market Until Sale	65	51	- 21.5%	99	117	+ 18.2%
Inventory of Homes for Sale	9	11	+ 22.2%	--	--	--
Months Supply of Inventory	2.6	3.8	+ 46.2%	--	--	--

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

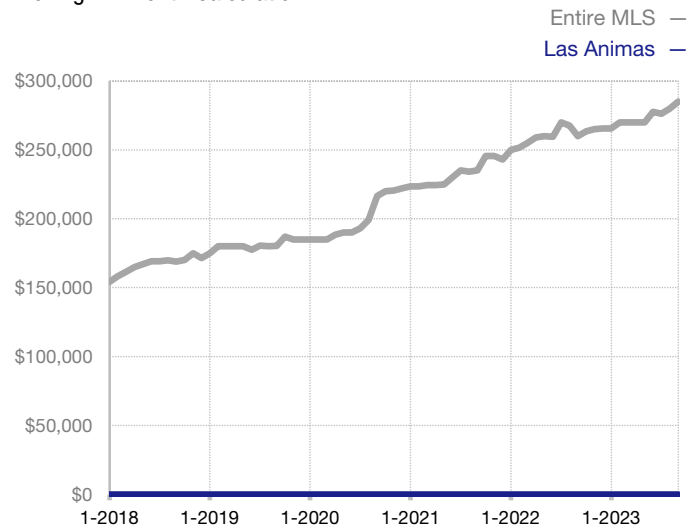
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 September 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Manzanola

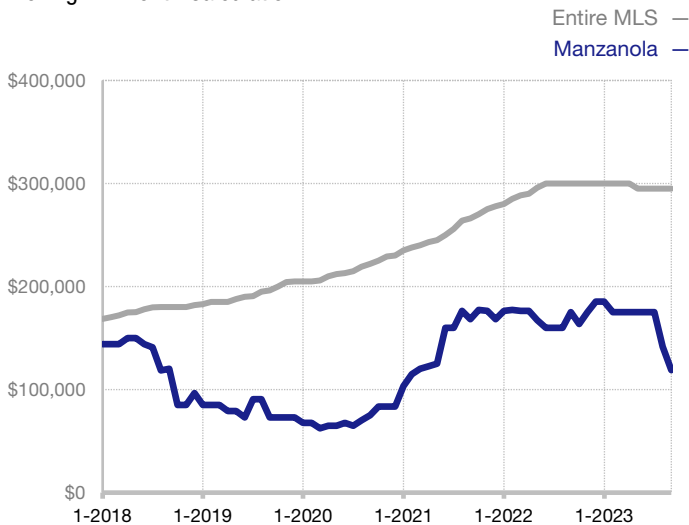
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	0	0	--	8	12	+ 50.0%
Sold Listings	1	1	0.0%	6	6	0.0%
Median Sales Price*	\$345,000	\$130,000	- 62.3%	\$235,000	\$81,500	- 65.3%
Average Sales Price*	\$345,000	\$130,000	- 62.3%	\$230,833	\$99,750	- 56.8%
Percent of List Price Received*	98.9%	92.9%	- 6.1%	90.9%	85.3%	- 6.2%
Days on Market Until Sale	583	207	- 64.5%	164	93	- 43.3%
Inventory of Homes for Sale	3	1	- 66.7%	--	--	--
Months Supply of Inventory	2.1	0.6	- 71.4%	--	--	--

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

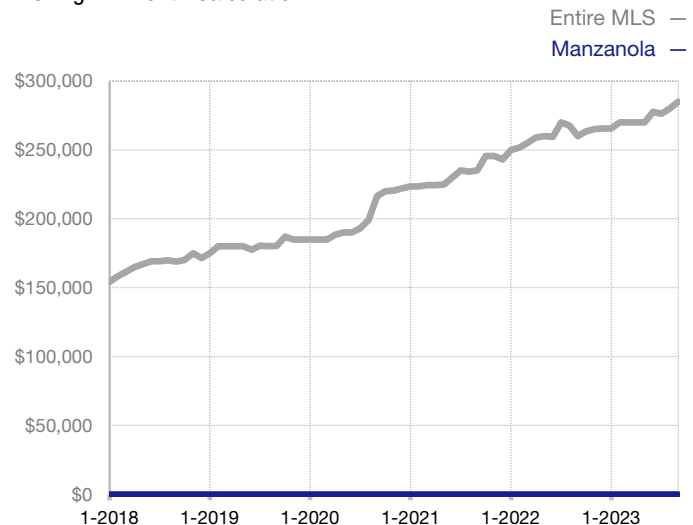
Townhouse/Condo	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 September 2023

A Research Tool Provided by the Colorado Association of REALTORS®



## Rocky Ford

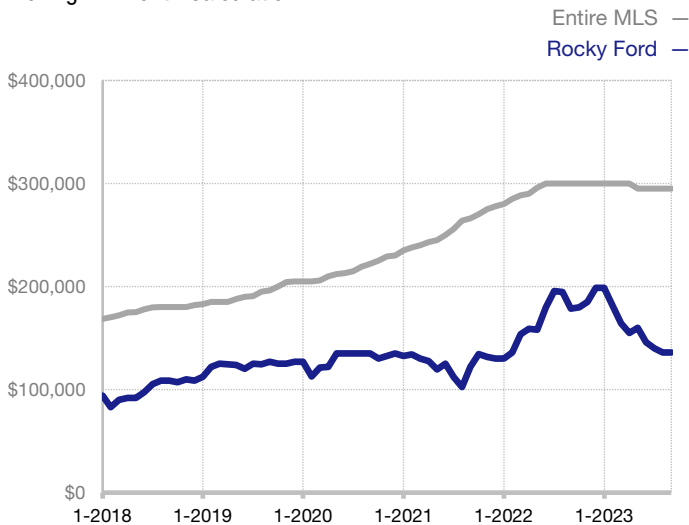
Single Family	September			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	9	4	- 55.6%	55	55	0.0%
Sold Listings	5	1	- 80.0%	39	34	- 12.8%
Median Sales Price*	\$164,000	<b>\$233,000</b>	+ 42.1%	\$204,500	<b>\$135,500</b>	- 33.7%
Average Sales Price*	\$162,800	<b>\$233,000</b>	+ 43.1%	\$219,782	<b>\$132,465</b>	- 39.7%
Percent of List Price Received*	92.4%	<b>97.1%</b>	+ 5.1%	96.7%	<b>91.7%</b>	- 5.2%
Days on Market Until Sale	104	47	- 54.8%	74	87	+ 17.6%
Inventory of Homes for Sale	17	17	0.0%	--	--	--
Months Supply of Inventory	3.6	4.7	+ 30.6%	--	--	--

\* 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		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 09-2022	Thru 09-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	<b>\$0</b>	--	\$128,000	<b>\$0</b>	- 100.0%
Average Sales Price*	\$0	<b>\$0</b>	--	\$128,000	<b>\$0</b>	- 100.0%
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	102.4%	<b>0.0%</b>	- 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

