

Monthly Indicators



April 2023

Percent changes calculated using year-over-year comparisons.

New Listings were down 30.1 percent for single family homes and 23.1 percent for townhouse-condo properties. Pending Sales decreased 9.9 percent for single family homes and 20.0 percent for townhouse-condo properties.

The Median Sales Price was down 5.0 percent to \$302,000 for single family homes but increased 8.4 percent to \$281,000 for townhouse-condo properties. Days on Market increased 47.5 percent for single family homes and 19.7 percent for townhouse-condo properties.

Housing inventory remains tight nationwide, with only 980,000 units available for sale heading into April, a 5.4% increase from one year earlier, although the number of homes for sale is down compared to the same period in 2019, prior to the pandemic. The lack of existing inventory continues to impact home sales, and with only 2.6 months' supply of homes at last measure, competition for available properties remains strong, especially in certain price categories, with multiple offers occurring on about a third of properties, according to NAR.

Activity Snapshot

- 25.8%	- 4.8%	+ 27.1%
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.

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

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	4-2022	4-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		409	286	- 30.1%	1,324	1,088	- 17.8%
Pending Sales		292	263	- 9.9%	1,128	870	- 22.9%
Sold Listings		277	207	- 25.3%	1,051	689	- 34.4%
Median Sales Price		\$318,000	\$302,000	- 5.0%	\$312,000	\$315,000	+ 1.0%
Avg. Sales Price		\$333,571	\$310,550	- 6.9%	\$323,137	\$319,703	- 1.1%
Pct. of List Price Received		100.3%	98.4%	- 1.9%	99.8%	98.1%	- 1.7%
Days on Market		59	87	+ 47.5%	66	94	+ 42.4%
Affordability Index		96	95	- 1.0%	98	91	- 7.1%
Active Listings		406	501	+ 23.4%	--	--	--
Months Supply		1.5	2.4	+ 60.0%	--	--	--

Townhouse-Condo Market Overview

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

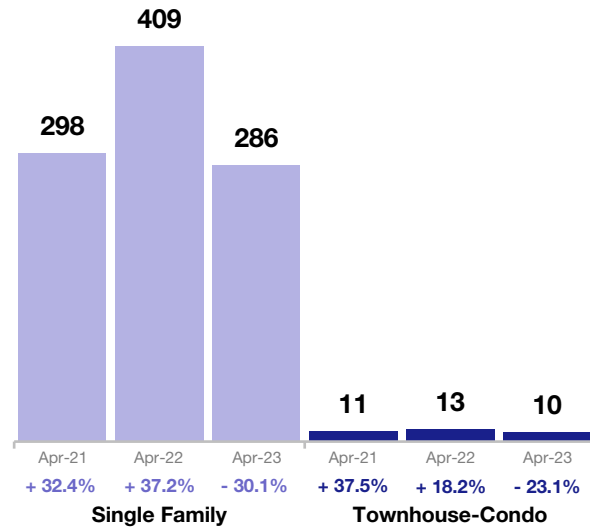


Key Metrics	Historical Sparkbars	4-2022	4-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		13	10	- 23.1%	36	46	+ 27.8%
Pending Sales		10	8	- 20.0%	36	32	- 11.1%
Sold Listings		10	6	- 40.0%	33	24	- 27.3%
Median Sales Price		\$259,200	\$281,000	+ 8.4%	\$251,000	\$271,000	+ 8.0%
Avg. Sales Price		\$290,230	\$305,183	+ 5.2%	\$266,188	\$277,912	+ 4.4%
Pct. of List Price Received		101.5%	98.0%	- 3.4%	100.7%	98.0%	- 2.7%
Days on Market		61	73	+ 19.7%	51	71	+ 39.2%
Affordability Index		118	102	- 13.6%	122	106	- 13.1%
Active Listings		4	20	+ 400.0%	--	--	--
Months Supply		0.4	2.4	+ 500.0%	--	--	--

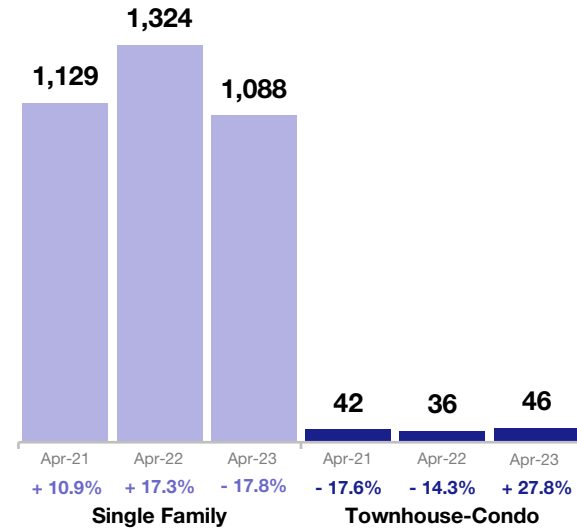
New Listings



April

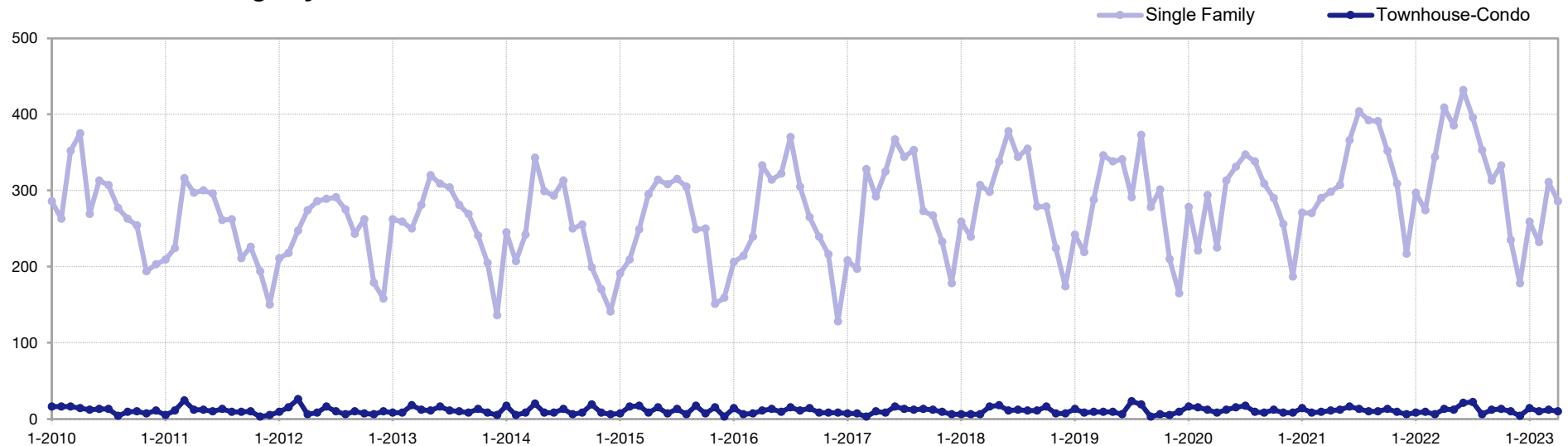


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	385	+25.4%	12	0.0%
Jun-2022	432	+18.0%	21	+31.3%
Jul-2022	396	-2.0%	22	+69.2%
Aug-2022	353	-9.9%	6	-40.0%
Sep-2022	313	-19.9%	12	+20.0%
Oct-2022	333	-5.4%	13	0.0%
Nov-2022	235	-23.9%	10	+11.1%
Dec-2022	178	-18.0%	4	-33.3%
Jan-2023	259	-12.8%	14	+75.0%
Feb-2023	232	-15.3%	10	+11.1%
Mar-2023	311	-9.6%	12	+100.0%
Apr-2023	286	-30.1%	10	-23.1%

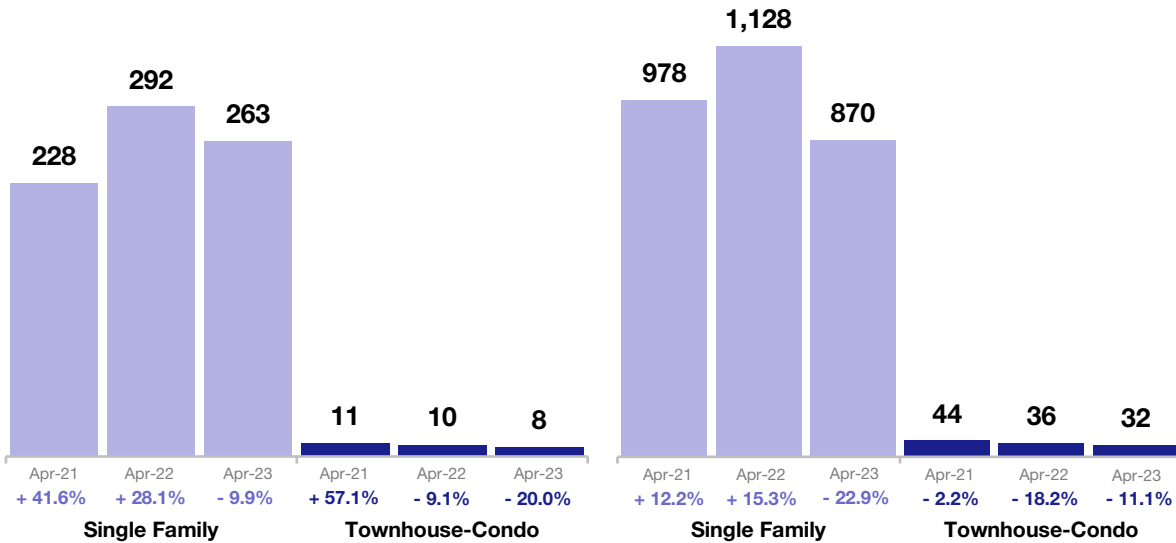
Historical New Listings by Month



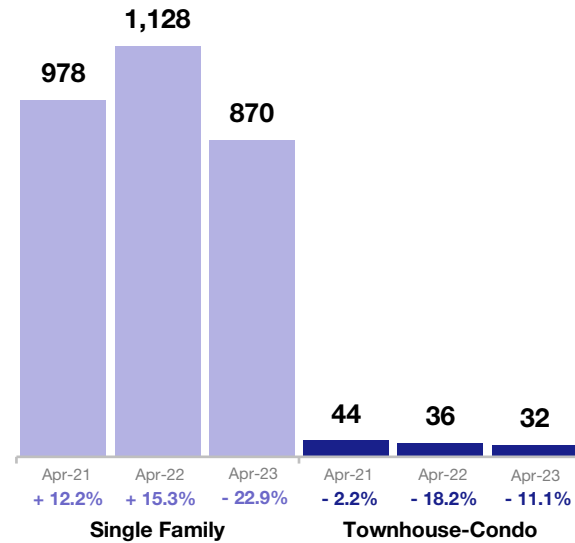
Pending Sales



April

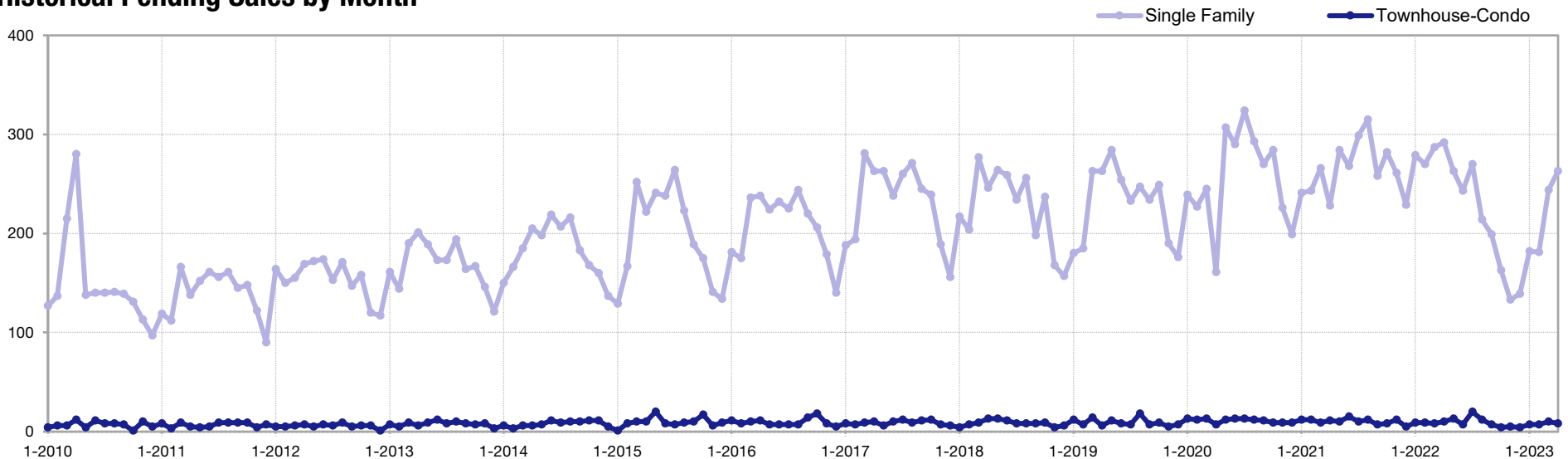


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	263	-7.4%	13	+30.0%
Jun-2022	243	-9.3%	7	-53.3%
Jul-2022	270	-9.7%	20	+100.0%
Aug-2022	214	-32.1%	12	0.0%
Sep-2022	199	-22.9%	7	0.0%
Oct-2022	163	-42.2%	4	-50.0%
Nov-2022	133	-49.0%	5	-58.3%
Dec-2022	139	-39.3%	4	-20.0%
Jan-2023	182	-34.8%	7	-22.2%
Feb-2023	181	-33.0%	7	-22.2%
Mar-2023	244	-15.0%	10	+25.0%
Apr-2023	263	-9.9%	8	-20.0%

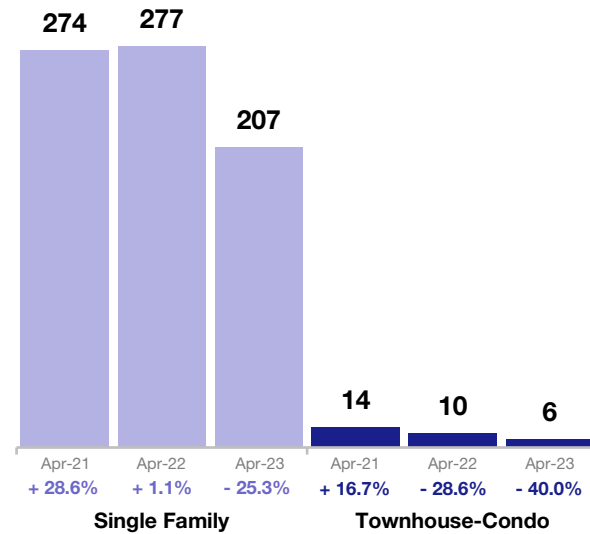
Historical Pending Sales by Month



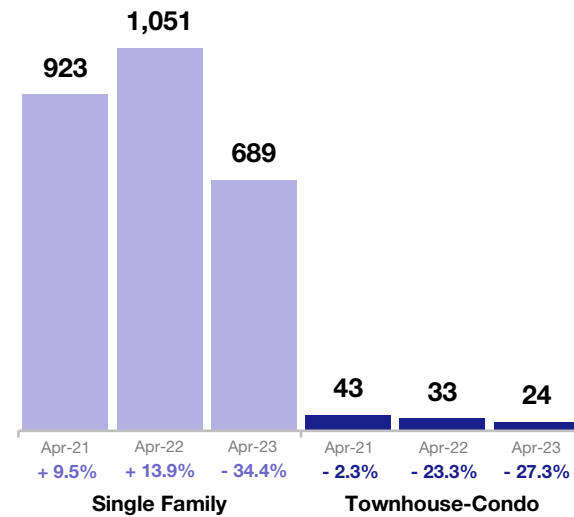
Sold Listings



April

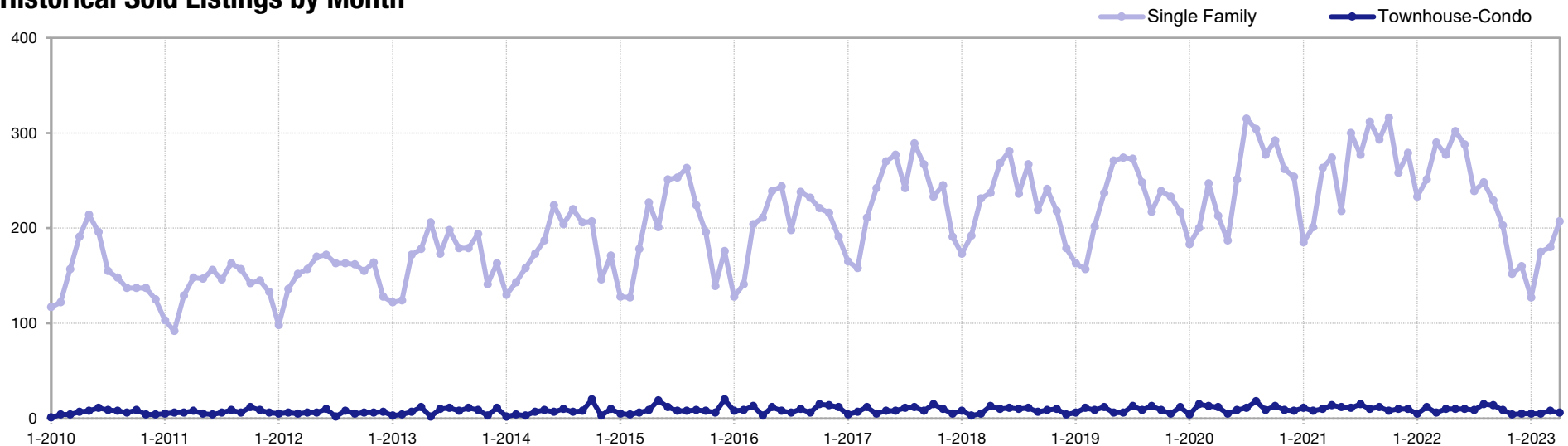


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	302	+38.5%	10	-16.7%
Jun-2022	288	-4.0%	10	-9.1%
Jul-2022	239	-13.7%	9	-40.0%
Aug-2022	248	-20.5%	15	+50.0%
Sep-2022	229	-21.8%	14	+16.7%
Oct-2022	203	-35.8%	9	+12.5%
Nov-2022	152	-41.1%	4	-60.0%
Dec-2022	160	-42.7%	5	-50.0%
Jan-2023	127	-45.5%	5	0.0%
Feb-2023	175	-30.3%	5	-58.3%
Mar-2023	180	-37.9%	8	+33.3%
Apr-2023	207	-25.3%	6	-40.0%

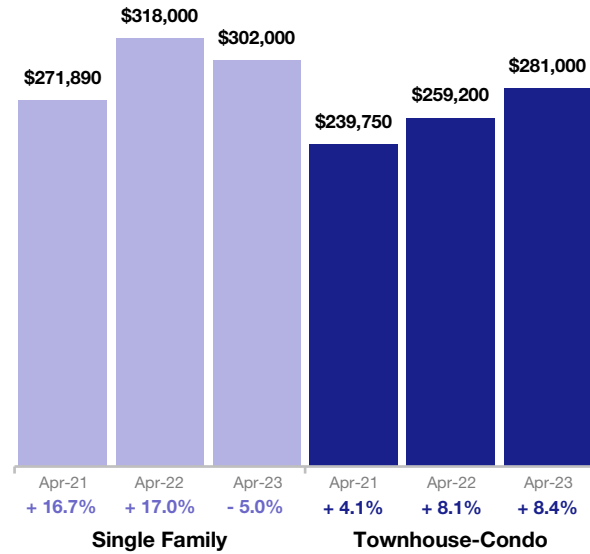
Historical Sold Listings by Month



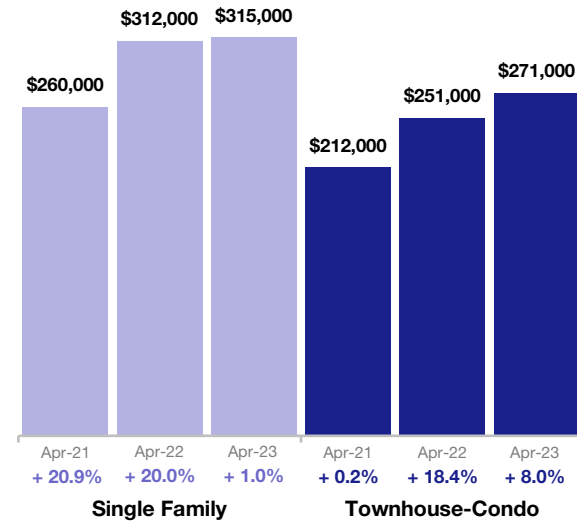
Median Sales Price



April

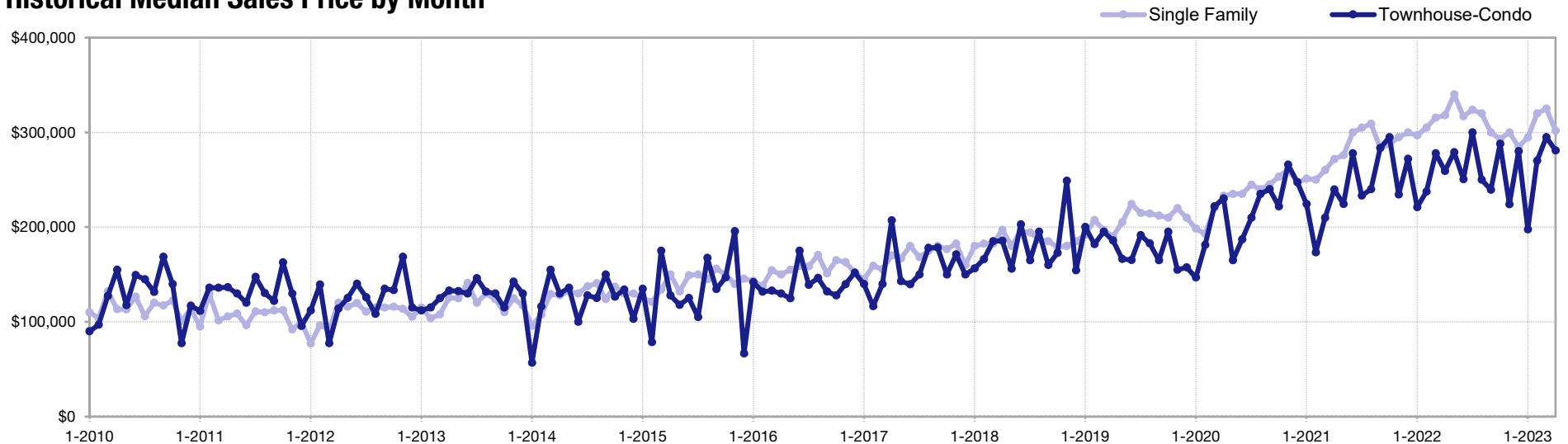


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	\$340,000	+23.2%	\$279,000	+24.3%
Jun-2022	\$317,000	+5.7%	\$250,550	-9.9%
Jul-2022	\$323,785	+6.2%	\$300,000	+28.6%
Aug-2022	\$320,000	+3.6%	\$250,000	+4.2%
Sep-2022	\$300,000	+5.6%	\$239,500	-15.5%
Oct-2022	\$293,071	+1.9%	\$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	\$294,610	-0.7%	\$197,500	-10.6%
Feb-2023	\$320,000	+4.9%	\$270,000	+13.7%
Mar-2023	\$324,900	+3.0%	\$294,995	+6.1%
Apr-2023	\$302,000	-5.0%	\$281,000	+8.4%

Historical Median Sales Price by Month

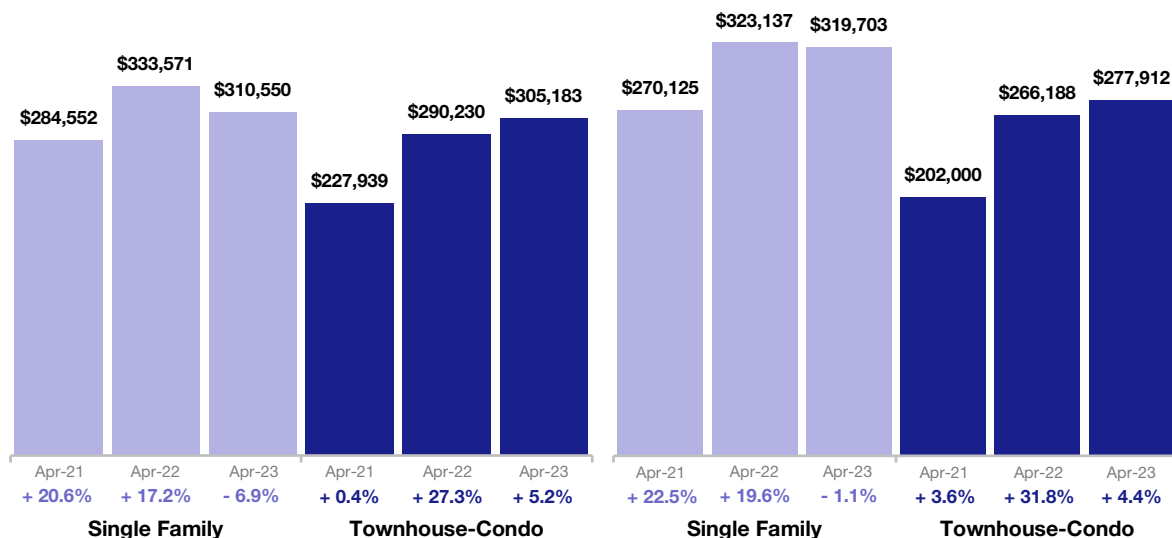


Average Sales Price



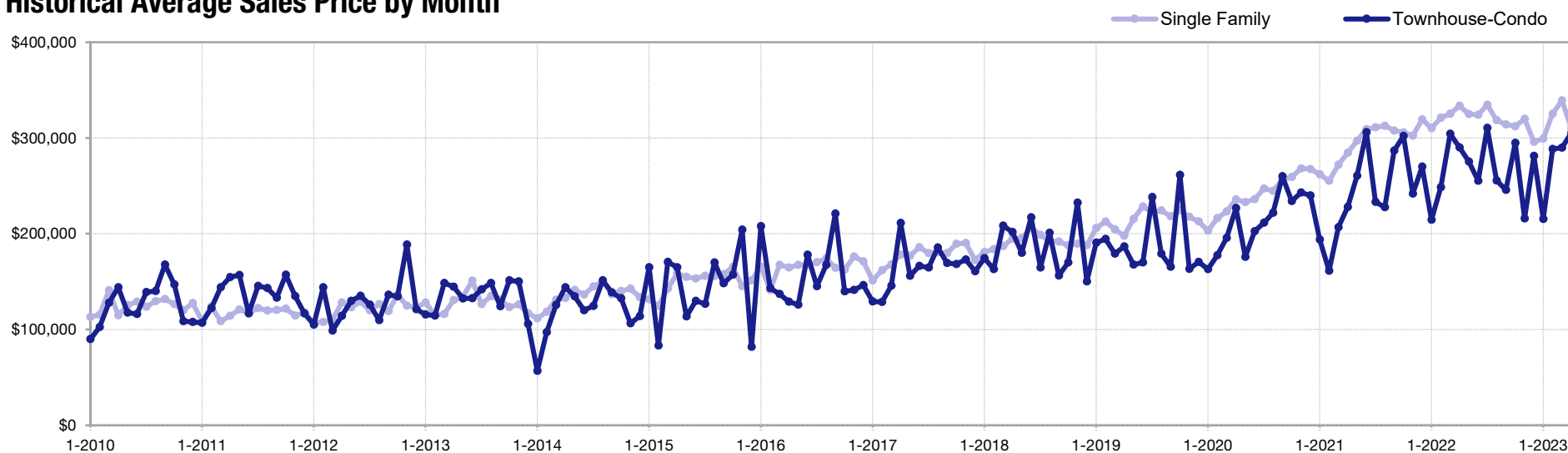
April

Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	\$324,889	+9.3%	\$275,395	+5.7%
Jun-2022	\$324,201	+4.8%	\$255,310	-16.6%
Jul-2022	\$334,790	+7.6%	\$310,611	+33.1%
Aug-2022	\$318,645	+1.9%	\$255,593	+12.2%
Sep-2022	\$314,129	+2.1%	\$245,814	-14.3%
Oct-2022	\$312,155	+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	\$299,278	-3.5%	\$215,500	+0.4%
Feb-2023	\$325,282	+1.3%	\$288,380	+16.0%
Mar-2023	\$339,323	+4.3%	\$289,924	-4.7%
Apr-2023	\$310,550	-6.9%	\$305,183	+5.2%

Historical Average Sales Price by Month

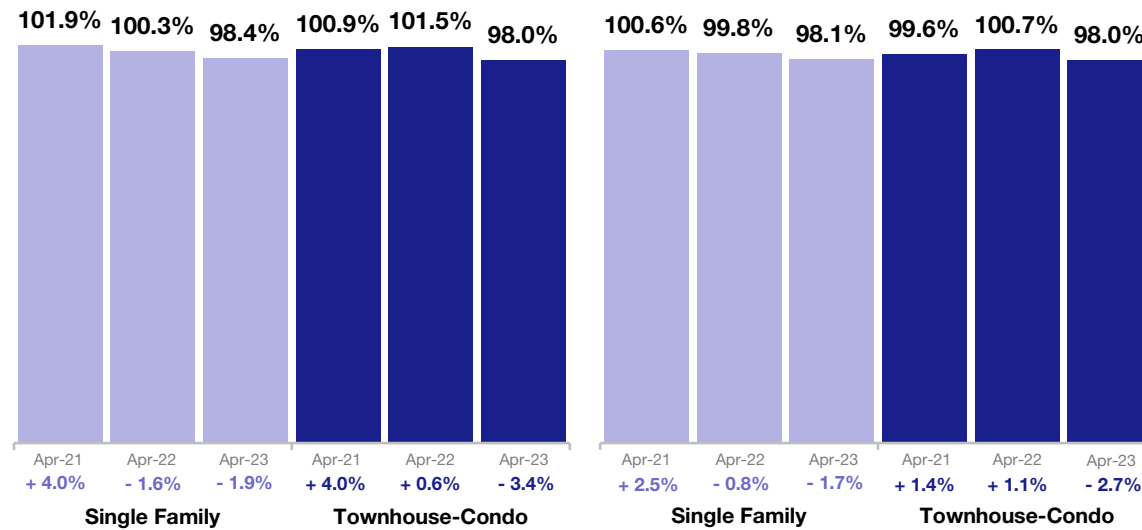


Percent of List Price Received



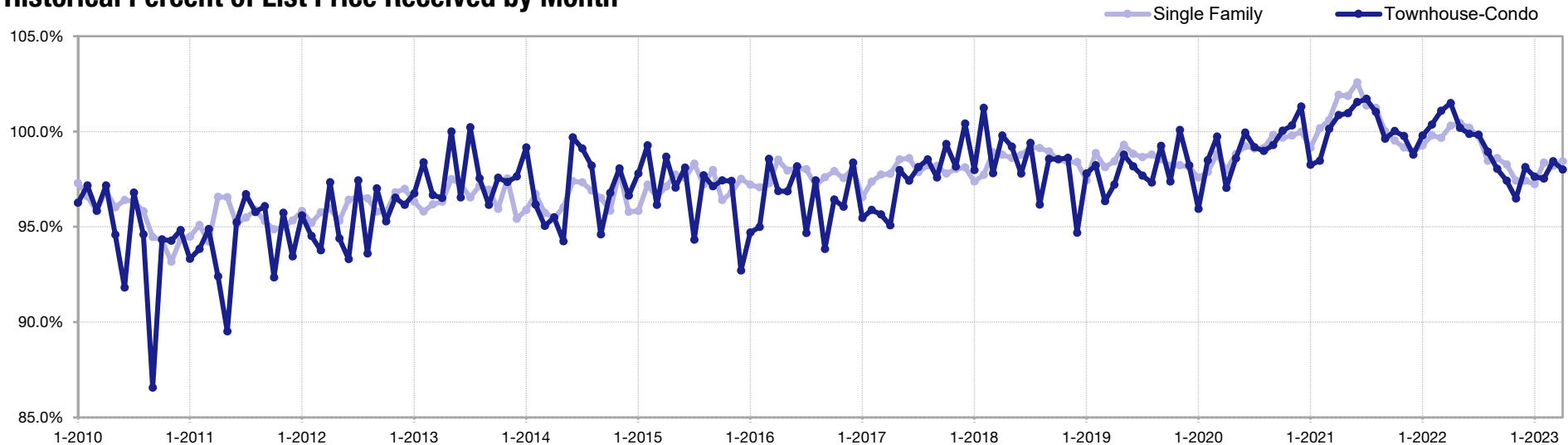
April

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	100.4%	-1.5%	100.2%	-0.8%
Jun-2022	100.2%	-2.3%	99.9%	-1.6%
Jul-2022	99.8%	-1.6%	99.8%	-1.9%
Aug-2022	98.5%	-2.7%	98.9%	-2.1%
Sep-2022	98.6%	-1.4%	98.1%	-1.5%
Oct-2022	98.3%	-1.2%	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%	98.0%	-3.4%

Historical Percent of List Price Received by Month

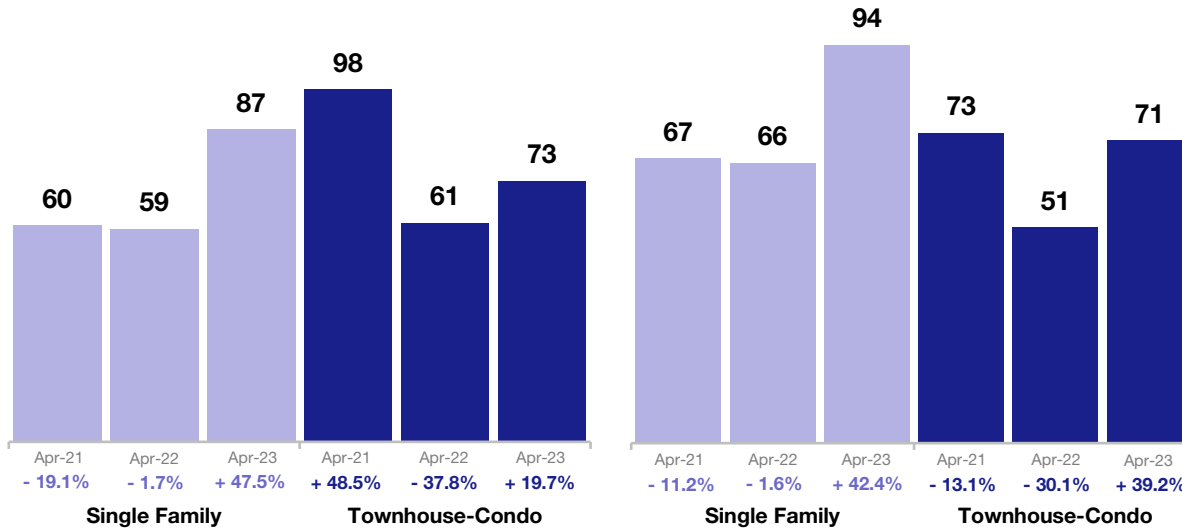


Days on Market Until Sale



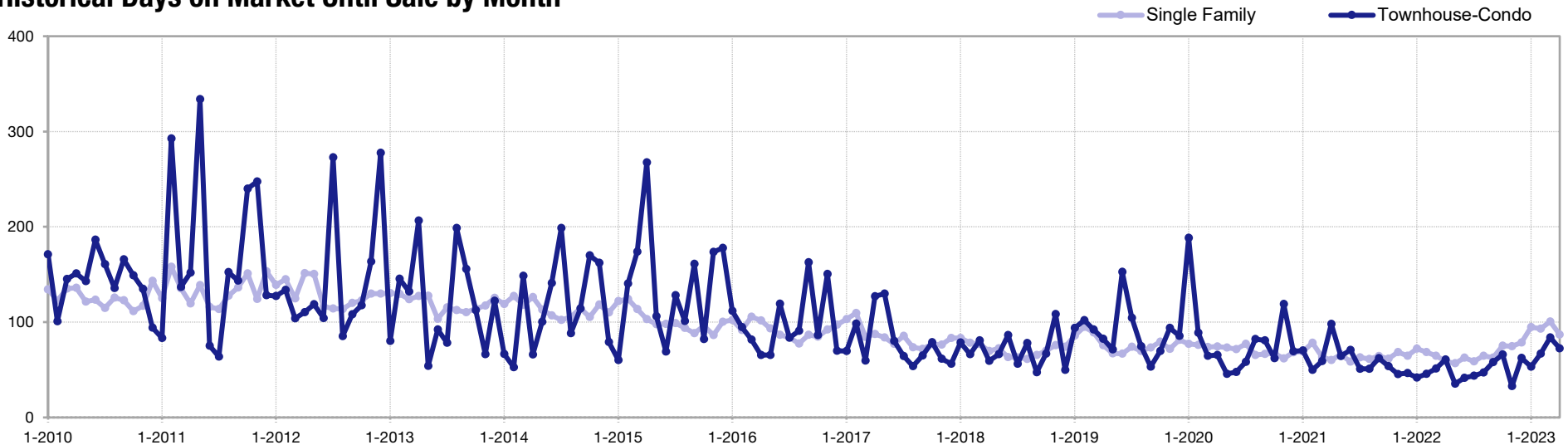
April

Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	57	-13.6%	35	-45.3%
Jun-2022	63	+8.6%	41	-42.3%
Jul-2022	59	-6.3%	44	-13.7%
Aug-2022	65	+6.6%	47	-7.8%
Sep-2022	63	-1.6%	58	-6.5%
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	101	+55.4%	84	+64.7%
Apr-2023	87	+47.5%	73	+19.7%

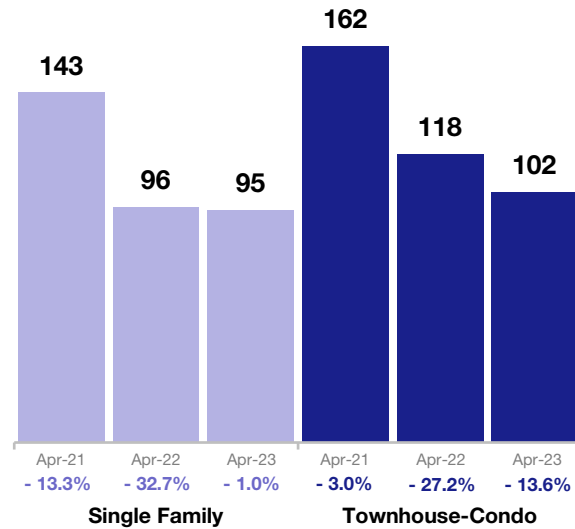
Historical Days on Market Until Sale by Month



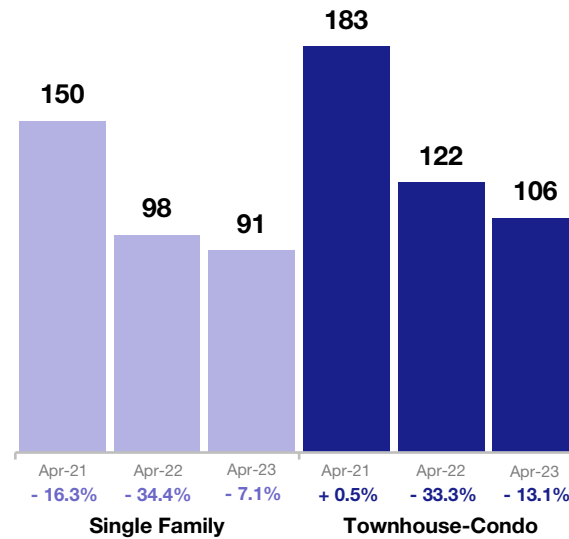
Housing Affordability Index



April

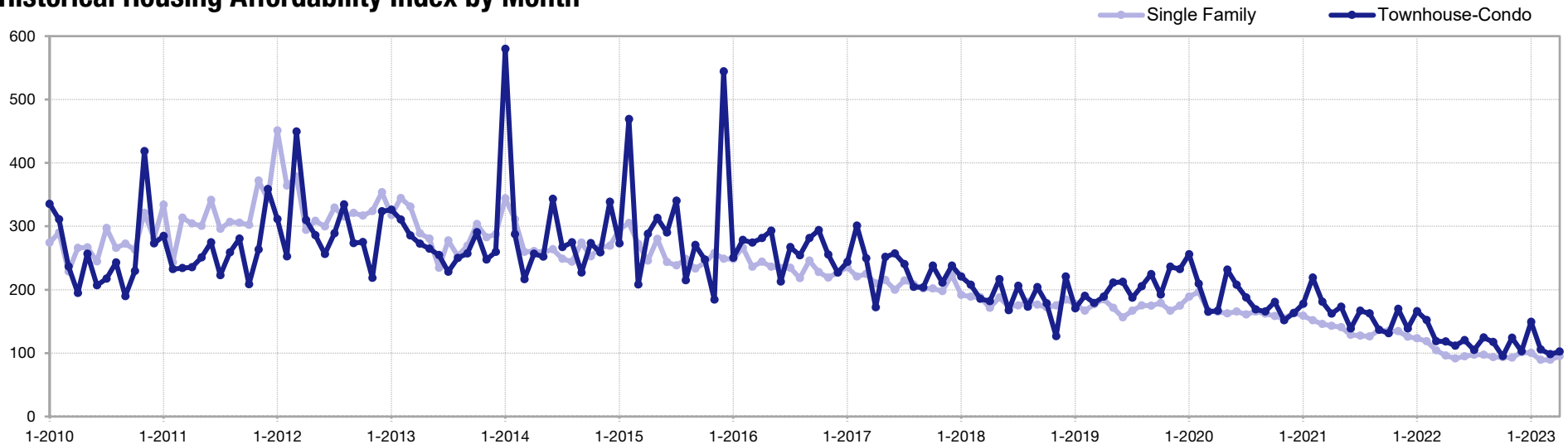


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	92	-34.8%	112	-35.3%
Jun-2022	95	-26.4%	120	-13.7%
Jul-2022	97	-24.2%	105	-37.1%
Aug-2022	97	-23.0%	125	-22.8%
Sep-2022	94	-30.9%	117	-14.0%
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	100	-18.7%	149	-10.2%
Feb-2023	89	-25.2%	106	-30.3%
Mar-2023	89	-14.4%	98	-17.6%
Apr-2023	95	-1.0%	102	-13.6%

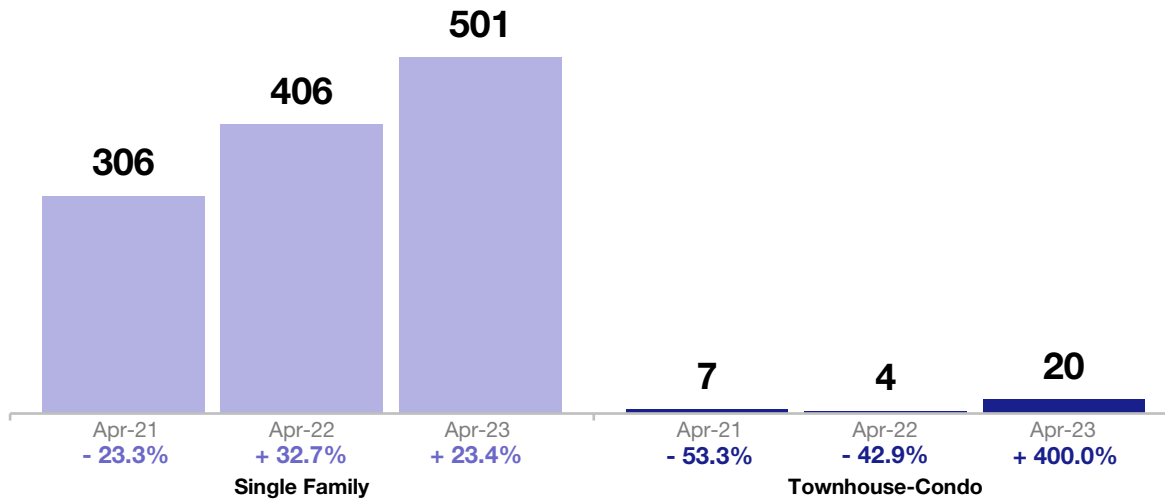
Historical Housing Affordability Index by Month



Inventory of Active Listings

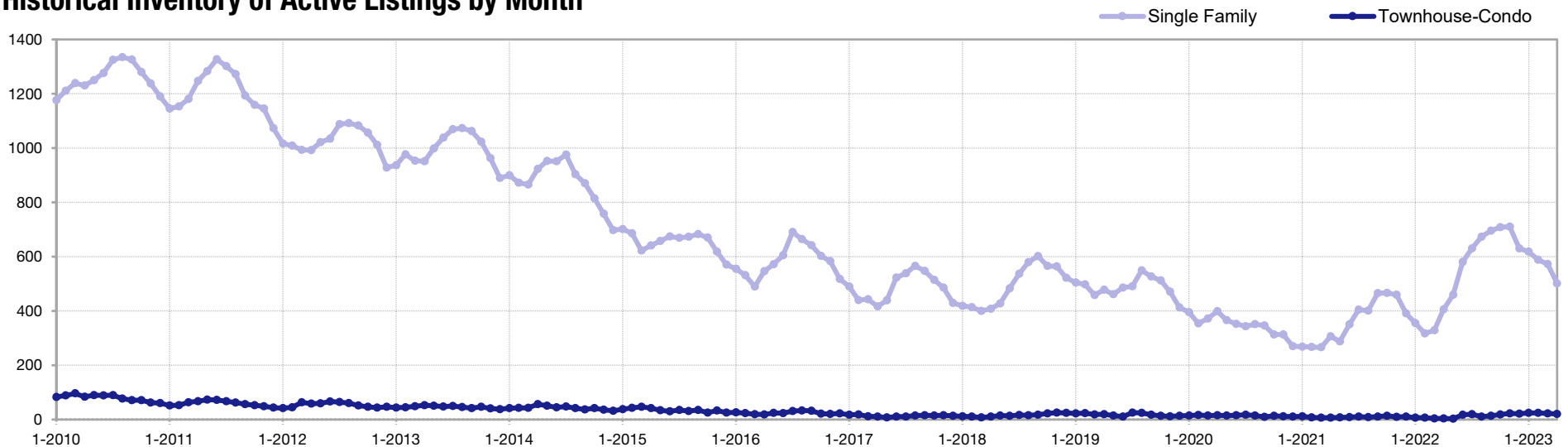


April



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	459	+59.4%	3	-62.5%
Jun-2022	580	+65.7%	17	+88.9%
Jul-2022	630	+55.6%	19	+72.7%
Aug-2022	673	+67.8%	11	+22.2%
Sep-2022	696	+49.7%	13	+18.2%
Oct-2022	708	+51.9%	18	+38.5%
Nov-2022	710	+54.7%	22	+120.0%
Dec-2022	630	+61.1%	21	+90.9%
Jan-2023	618	+74.1%	24	+242.9%
Feb-2023	588	+85.5%	24	+242.9%
Mar-2023	573	+74.2%	22	+450.0%
Apr-2023	501	+23.4%	20	+400.0%

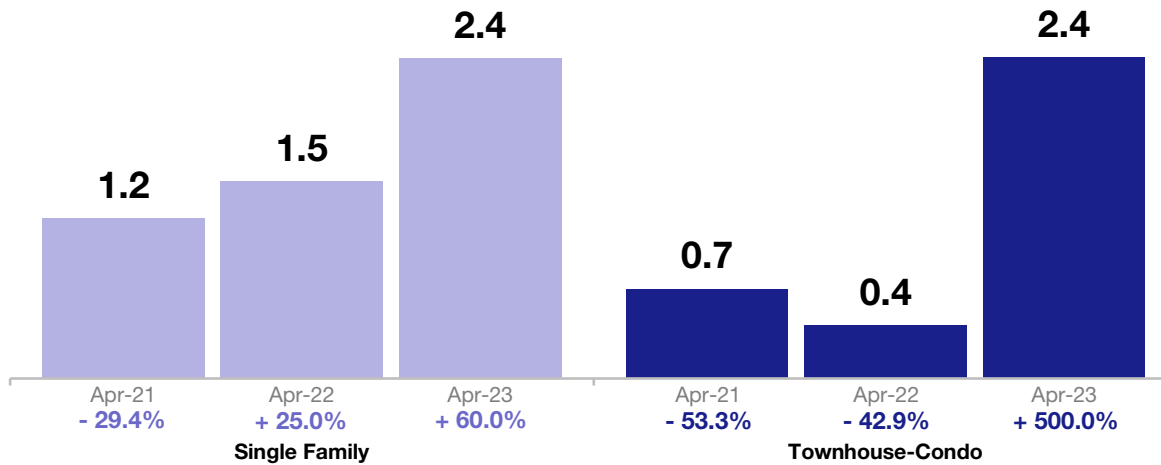
Historical Inventory of Active Listings by Month



Months Supply of Inventory

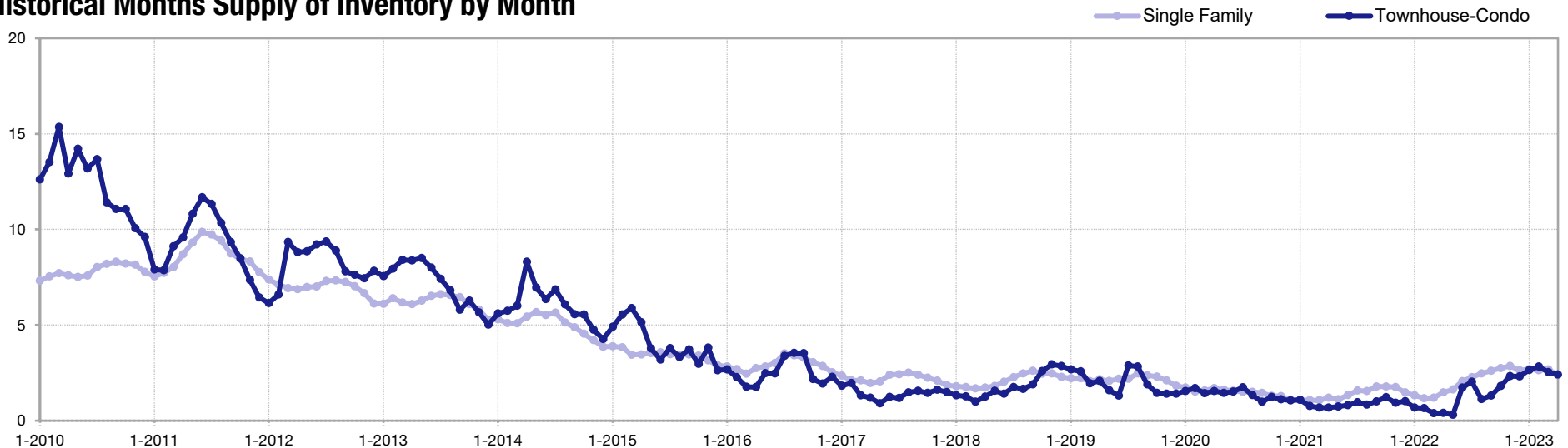


April



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2022	1.6	+45.5%	0.3	-57.1%
Jun-2022	2.1	+61.5%	1.7	+112.5%
Jul-2022	2.3	+43.8%	2.0	+100.0%
Aug-2022	2.5	+66.7%	1.1	+37.5%
Sep-2022	2.6	+44.4%	1.3	+30.0%
Oct-2022	2.7	+50.0%	1.8	+50.0%
Nov-2022	2.8	+64.7%	2.3	+155.6%
Dec-2022	2.6	+73.3%	2.3	+130.0%
Jan-2023	2.7	+107.7%	2.6	+271.4%
Feb-2023	2.6	+116.7%	2.8	+300.0%
Mar-2023	2.7	+125.0%	2.5	+525.0%
Apr-2023	2.4	+60.0%	2.4	+500.0%

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.



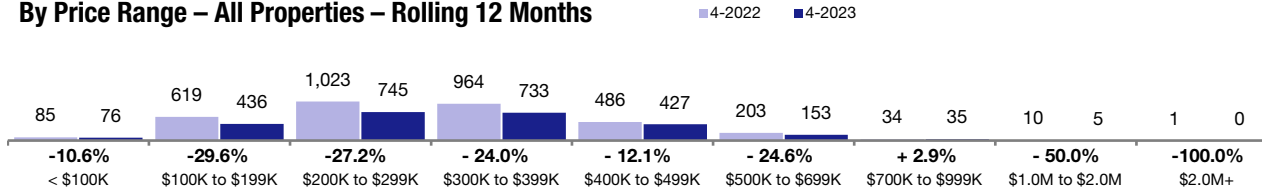
Key Metrics	Historical Sparkbars	4-2022	4-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		422	296	- 29.9%	1,360	1,134	- 16.6%
Pending Sales		302	271	- 10.3%	1,164	902	- 22.5%
Sold Listings		287	213	- 25.8%	1,084	713	- 34.2%
Median Sales Price		\$315,000	\$300,000	- 4.8%	\$305,450	\$310,500	+ 1.7%
Avg. Sales Price		\$332,061	\$310,399	- 6.5%	\$321,403	\$318,294	- 1.0%
Pct. of List Price Received		100.3%	98.4%	- 1.9%	99.8%	98.1%	- 1.7%
Days on Market		59	87	+ 47.5%	65	93	+ 43.1%
Affordability Index		97	96	- 1.0%	100	93	- 7.0%
Active Listings		410	521	+ 27.1%	--	--	--
Months Supply		1.4	2.4	+ 71.4%	--	--	--

Sold Listings

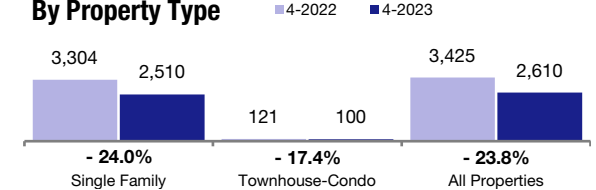
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	4-2022	4-2023	Change	4-2022	4-2023	Change
\$99,999 and Below	84	76	-9.5%	1	0	-100.0%
\$100,000 to \$199,999	593	414	-30.2%	26	22	-15.4%
\$200,000 to \$299,999	957	695	-27.4%	66	50	-24.2%
\$300,000 to \$399,999	942	712	-24.4%	22	21	-4.5%
\$400,000 to \$499,999	484	422	-12.8%	2	5	+150.0%
\$500,000 to \$699,999	201	151	-24.9%	2	2	0.0%
\$700,000 to \$999,999	32	35	+9.4%	2	0	-100.0%
\$1,000,000 to \$1,999,999	10	5	-50.0%	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
All Price Ranges	3,304	2,510	-24.0%	121	100	-17.4%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	3-2023	4-2023	Change	3-2023	4-2023	Change
\$99,999 and Below	3	5	+66.7%	0	0	--
\$100,000 to \$199,999	21	36	+71.4%	1	1	0.0%
\$200,000 to \$299,999	52	59	+13.5%	4	4	0.0%
\$300,000 to \$399,999	54	61	+13.0%	2	0	-100.0%
\$400,000 to \$499,999	37	34	-8.1%	1	0	-100.0%
\$500,000 to \$699,999	9	9	0.0%	0	1	--
\$700,000 to \$999,999	2	3	+50.0%	0	0	--
\$1,000,000 to \$1,999,999	2	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	180	207	+15.0%	8	6	-25.0%

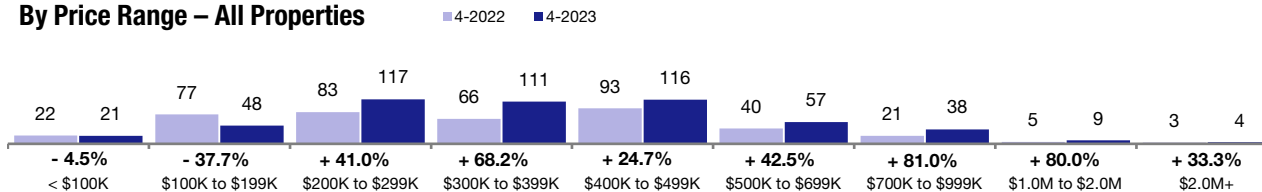
Year to Date

	Single Family			Townhouse-Condo		
	4-2022	4-2023	Change	4-2022	4-2023	Change
\$99,999 and Below	28	16	-42.9%	1	0	-100.0%
\$100,000 to \$199,999	176	109	-38.1%	7	6	-14.3%
\$200,000 to \$299,999	286	196	-31.5%	18	11	-38.9%
\$300,000 to \$399,999	291	206	-29.2%	4	5	+25.0%
\$400,000 to \$499,999	187	113	-39.6%	1	1	0.0%
\$500,000 to \$699,999	62	39	-37.1%	2	1	-50.0%
\$700,000 to \$999,999	16	8	-50.0%	0	0	--
\$1,000,000 to \$1,999,999	4	2	-50.0%	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
All Price Ranges	1,051	689	-34.4%	33	24	-27.3%

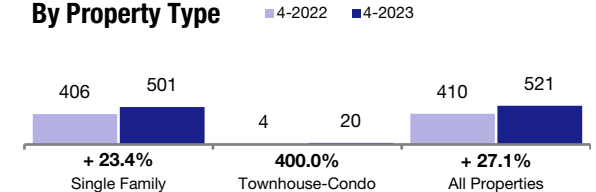
Inventory of Active Listings

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		
	4-2022	4-2023	Change	4-2022	4-2023	Change
\$99,999 and Below	22	21	-4.5%	0	0	--
\$100,000 to \$199,999	75	48	-36.0%	2	0	-100.0%
\$200,000 to \$299,999	82	105	+28.0%	1	12	+1100.0%
\$300,000 to \$399,999	65	107	+64.6%	1	4	+300.0%
\$400,000 to \$499,999	93	112	+20.4%	0	4	--
\$500,000 to \$699,999	40	57	+42.5%	0	0	--
\$700,000 to \$999,999	21	38	+81.0%	0	0	--
\$1,000,000 to \$1,999,999	5	9	+80.0%	0	0	--
\$2,000,000 and Above	3	4	+33.3%	0	0	--
All Price Ranges	406	501	+23.4%	4	20	+400.0%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	3-2023	4-2023	Change	3-2023	4-2023	Change
\$99,999 and Below	19	21	+10.5%	0	0	--
\$100,000 to \$199,999	64	48	-25.0%	0	0	--
\$200,000 to \$299,999	145	105	-27.6%	10	12	+20.0%
\$300,000 to \$399,999	135	107	-20.7%	8	4	-50.0%
\$400,000 to \$499,999	110	112	+1.8%	4	4	0.0%
\$500,000 to \$699,999	55	57	+3.6%	0	0	--
\$700,000 to \$999,999	31	38	+22.6%	0	0	--
\$1,000,000 to \$1,999,999	10	9	-10.0%	0	0	--
\$2,000,000 and Above	4	4	0.0%	0	0	--
All Price Ranges	573	501	-12.6%	22	20	-9.1%

Year to Date

Single Family	Townhouse-Condo
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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 April 2023

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Pueblo County

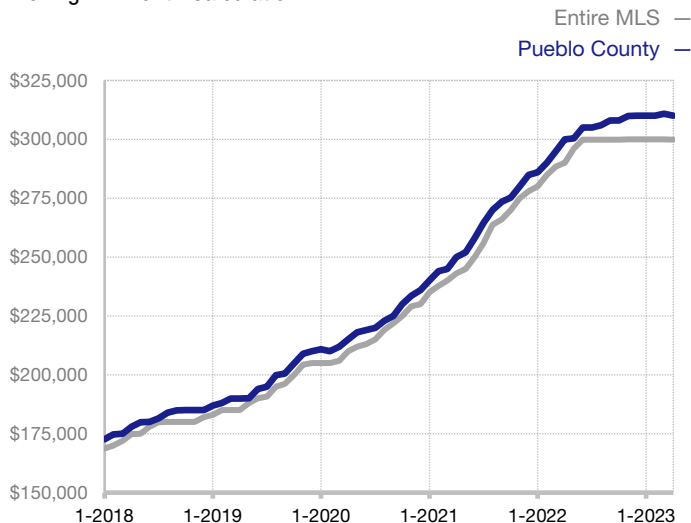
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	407	278	- 31.7%	1,307	1,055	- 19.3%
Sold Listings	272	205	- 24.6%	1,033	676	- 34.6%
Median Sales Price*	\$315,000	\$300,000	- 4.8%	\$311,000	\$313,000	+ 0.6%
Average Sales Price*	\$323,537	\$308,797	- 4.6%	\$319,718	\$318,863	- 0.3%
Percent of List Price Received*	100.4%	98.5%	- 1.9%	99.8%	98.3%	- 1.5%
Days on Market Until Sale	59	87	+ 47.5%	65	93	+ 43.1%
Inventory of Homes for Sale	391	474	+ 21.2%	--	--	--
Months Supply of Inventory	1.4	2.3	+ 64.3%	--	--	--

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

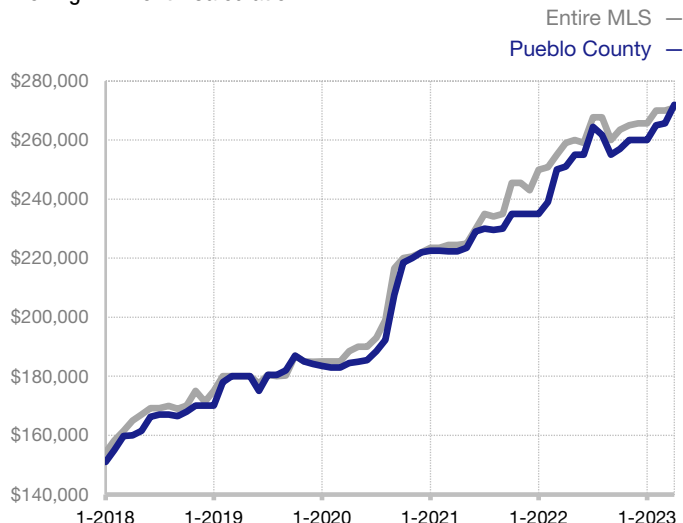
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	12	9	- 25.0%	34	45	+ 32.4%
Sold Listings	10	6	- 40.0%	32	24	- 25.0%
Median Sales Price*	\$259,200	\$281,000	+ 8.4%	\$250,500	\$271,000	+ 8.2%
Average Sales Price*	\$290,230	\$305,183	+ 5.2%	\$266,069	\$277,912	+ 4.5%
Percent of List Price Received*	101.5%	98.0%	- 3.4%	100.7%	98.0%	- 2.7%
Days on Market Until Sale	61	73	+ 19.7%	52	71	+ 36.5%
Inventory of Homes for Sale	4	18	+ 350.0%	--	--	--
Months Supply of Inventory	0.4	2.2	+ 450.0%	--	--	--

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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 April 2023

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Arkansas Valley/Otero County

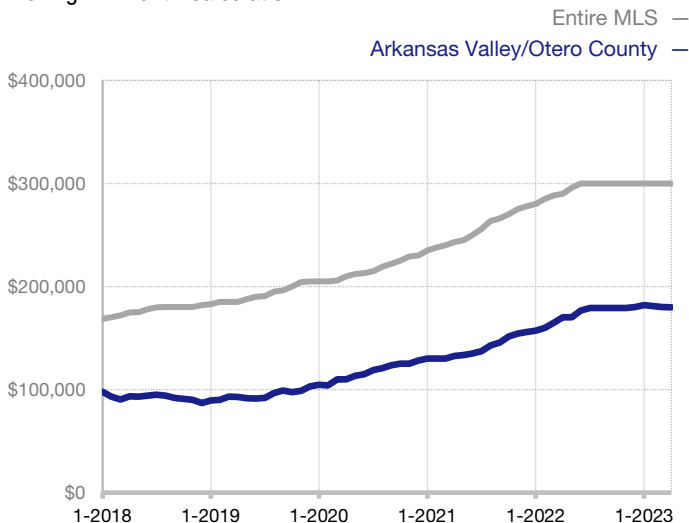
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	52	48	- 7.7%	179	177	- 1.1%
Sold Listings	39	40	+ 2.6%	121	119	- 1.7%
Median Sales Price*	\$180,000	\$163,000	- 9.4%	\$176,800	\$159,000	- 10.1%
Average Sales Price*	\$209,482	\$188,570	- 10.0%	\$190,603	\$180,086	- 5.5%
Percent of List Price Received*	95.7%	94.4%	- 1.4%	94.9%	92.5%	- 2.5%
Days on Market Until Sale	83	117	+ 41.0%	94	104	+ 10.6%
Inventory of Homes for Sale	94	132	+ 40.4%	--	--	--
Months Supply of Inventory	2.8	4.0	+ 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.

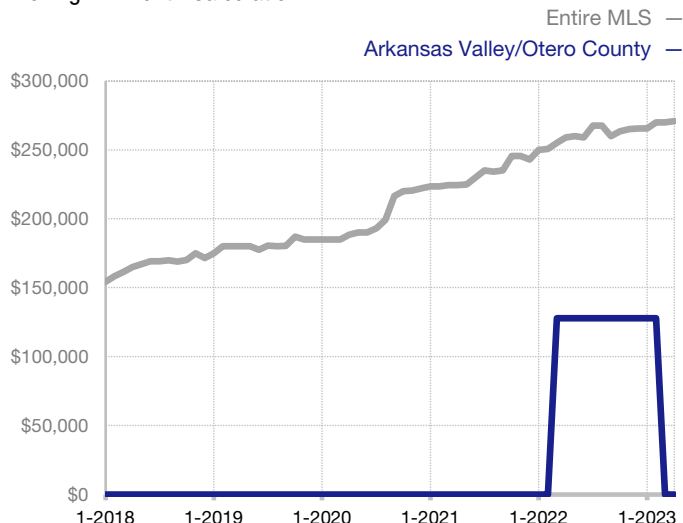
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$128,000	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$128,000	\$0	- 100.0%
Percent of List Price Received*	0.0%	0.0%	--	102.4%	0.0%	- 100.0%
Days on Market Until Sale	0	0	--	298	0	- 100.0%
Inventory of Homes for Sale	0	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 April 2023

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Fowler

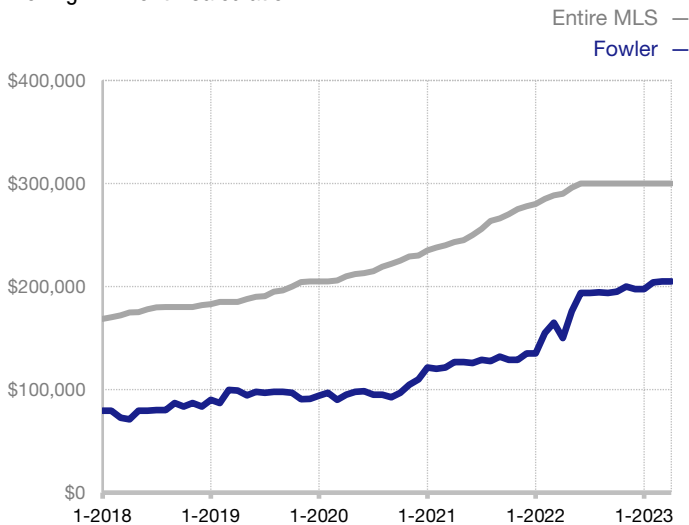
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	5	4	- 20.0%	11	10	- 9.1%
Sold Listings	2	2	0.0%	11	4	- 63.6%
Median Sales Price*	\$220,750	\$155,000	- 29.8%	\$182,000	\$171,500	- 5.8%
Average Sales Price*	\$220,750	\$155,000	- 29.8%	\$185,991	\$174,375	- 6.2%
Percent of List Price Received*	101.6%	89.7%	- 11.7%	100.0%	92.5%	- 7.5%
Days on Market Until Sale	147	229	+ 55.8%	101	141	+ 39.6%
Inventory of Homes for Sale	5	11	+ 120.0%	--	--	--
Months Supply of Inventory	1.8	4.2	+ 133.3%	--	--	--

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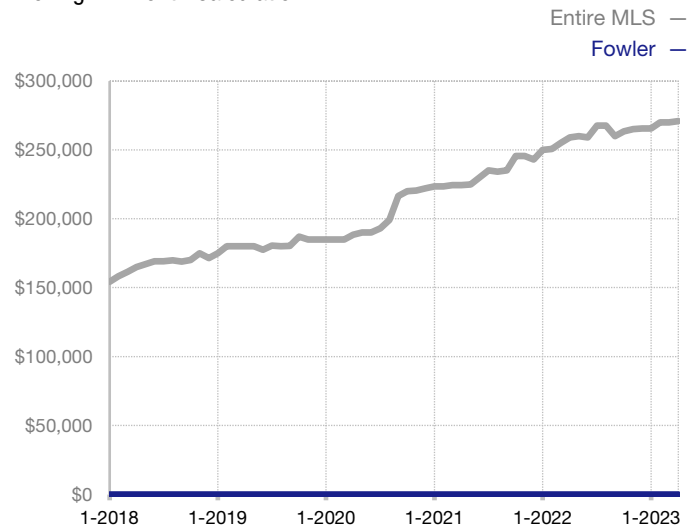
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 April 2023

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Huerfano County

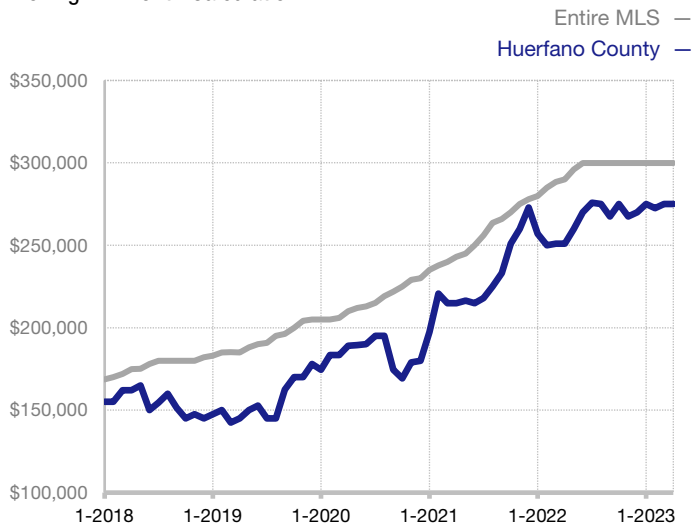
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	12	14	+ 16.7%	36	40	+ 11.1%
Sold Listings	13	5	- 61.5%	34	18	- 47.1%
Median Sales Price*	\$359,000	\$352,000	- 1.9%	\$242,500	\$250,000	+ 3.1%
Average Sales Price*	\$354,154	\$436,500	+ 23.3%	\$310,691	\$291,494	- 6.2%
Percent of List Price Received*	92.4%	97.6%	+ 5.6%	95.6%	94.3%	- 1.4%
Days on Market Until Sale	132	142	+ 7.6%	131	158	+ 20.6%
Inventory of Homes for Sale	32	58	+ 81.3%	--	--	--
Months Supply of Inventory	3.0	9.5	+ 216.7%	--	--	--

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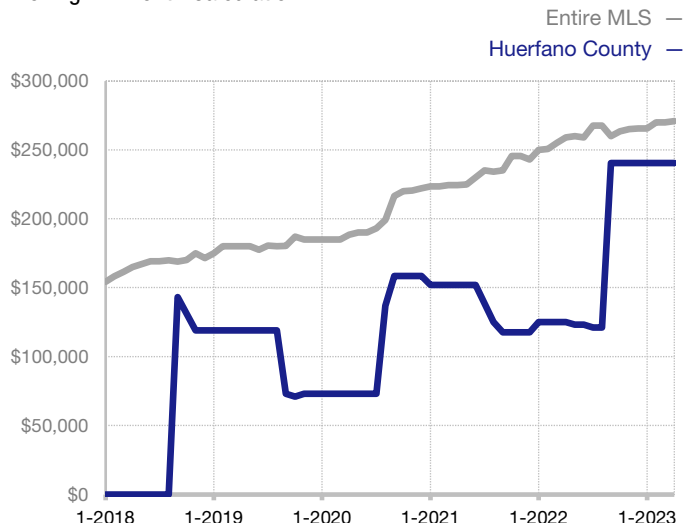
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	1	1	0.0%	1	1	0.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	2	--	--	--	--
Months Supply of Inventory	0.0	2.0	--	--	--	--

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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 April 2023

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La Junta

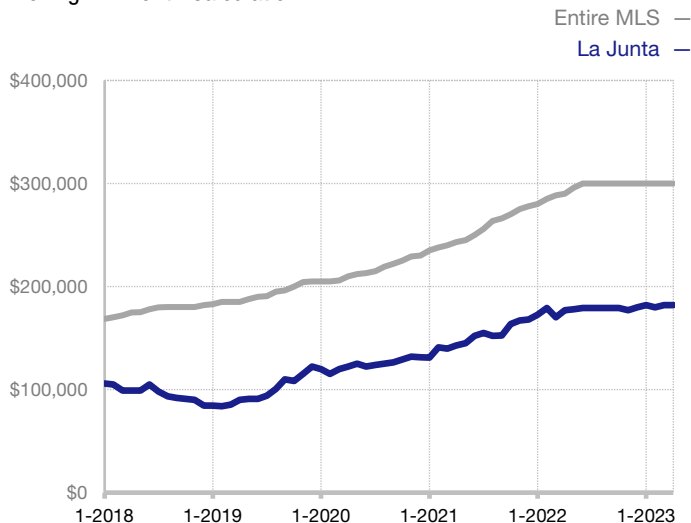
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	12	13	+ 8.3%	38	46	+ 21.1%
Sold Listings	8	6	- 25.0%	29	19	- 34.5%
Median Sales Price*	\$176,900	\$147,250	- 16.8%	\$170,000	\$170,000	0.0%
Average Sales Price*	\$157,600	\$175,750	+ 11.5%	\$161,253	\$184,658	+ 14.5%
Percent of List Price Received*	94.2%	98.0%	+ 4.0%	93.2%	95.8%	+ 2.8%
Days on Market Until Sale	102	109	+ 6.9%	102	80	- 21.6%
Inventory of Homes for Sale	14	27	+ 92.9%	--	--	--
Months Supply of Inventory	1.7	3.9	+ 129.4%	--	--	--

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

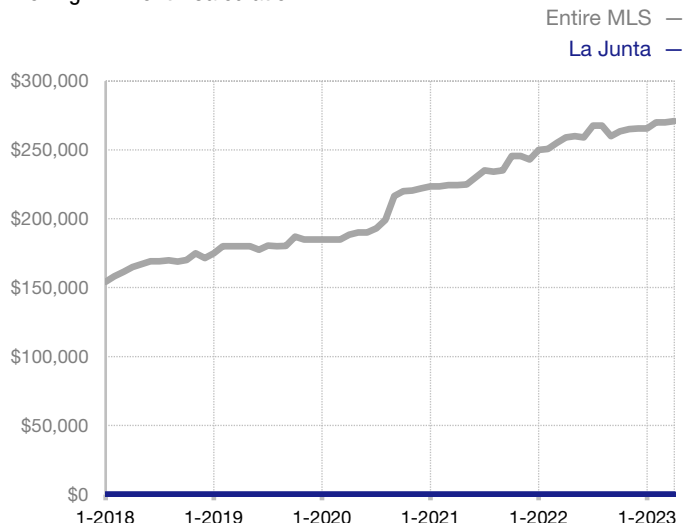
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 April 2023

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Lamar

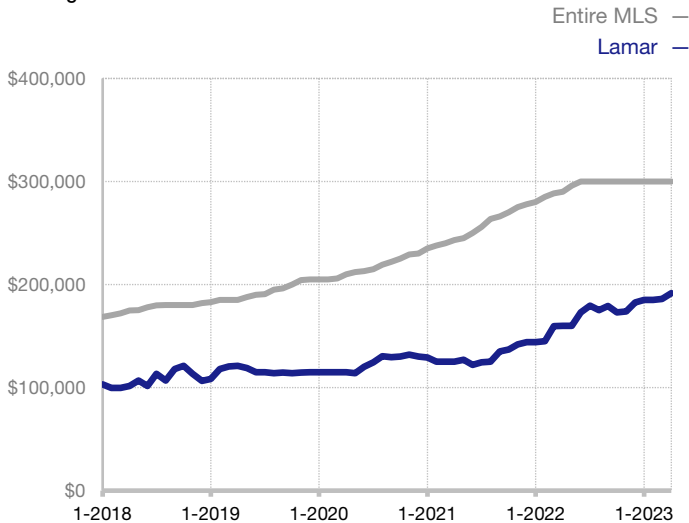
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	7	6	- 14.3%	35	27	- 22.9%
Sold Listings	5	8	+ 60.0%	18	26	+ 44.4%
Median Sales Price*	\$270,000	\$216,250	- 19.9%	\$174,000	\$212,500	+ 22.1%
Average Sales Price*	\$374,800	\$311,063	- 17.0%	\$225,500	\$257,019	+ 14.0%
Percent of List Price Received*	95.8%	94.9%	- 0.9%	95.9%	93.3%	- 2.7%
Days on Market Until Sale	68	106	+ 55.9%	69	109	+ 58.0%
Inventory of Homes for Sale	14	12	- 14.3%	--	--	--
Months Supply of Inventory	2.6	2.0	- 23.1%	--	--	--

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

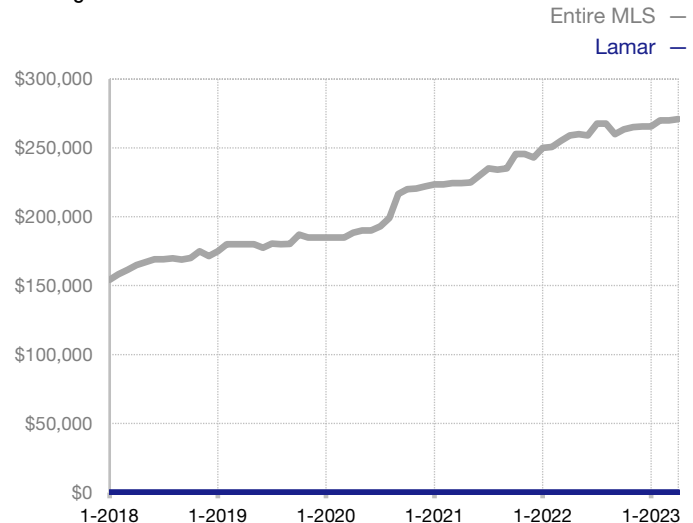
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 April 2023

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Las Animas

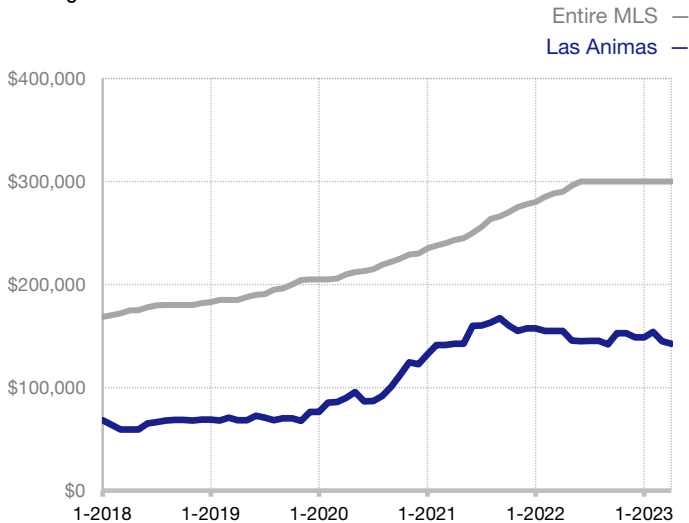
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	3	2	- 33.3%	11	12	+ 9.1%
Sold Listings	2	5	+ 150.0%	10	12	+ 20.0%
Median Sales Price*	\$163,750	\$122,000	- 25.5%	\$133,500	\$97,450	- 27.0%
Average Sales Price*	\$163,750	\$127,600	- 22.1%	\$142,300	\$112,575	- 20.9%
Percent of List Price Received*	94.1%	89.2%	- 5.2%	92.8%	89.9%	- 3.1%
Days on Market Until Sale	147	130	- 11.6%	132	115	- 12.9%
Inventory of Homes for Sale	5	5	0.0%	--	--	--
Months Supply of Inventory	1.4	1.5	+ 7.1%	--	--	--

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

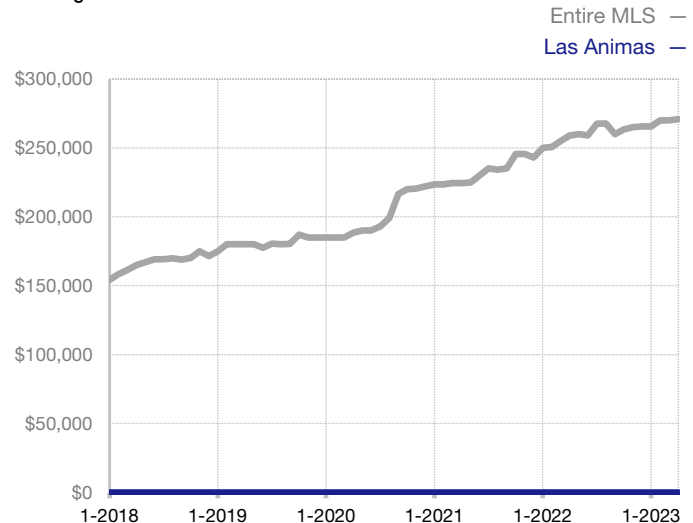
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 April 2023

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Manzanola

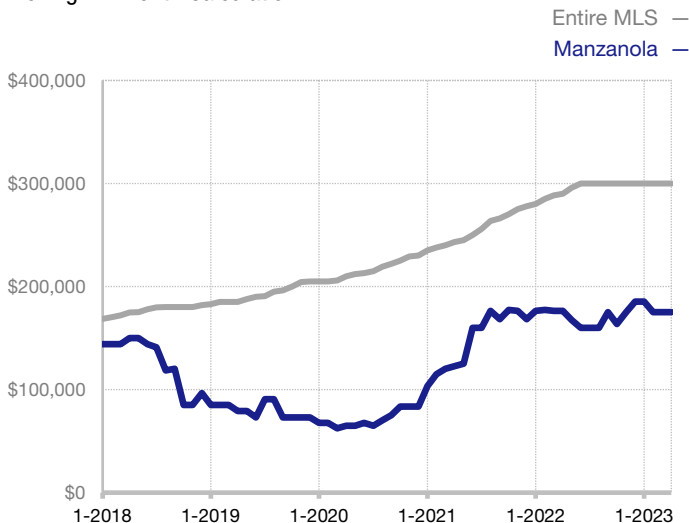
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	0	2	--	4	9	+ 125.0%
Sold Listings	0	2	--	1	3	+ 200.0%
Median Sales Price*	\$0	\$126,500	--	\$380,000	\$52,500	- 86.2%
Average Sales Price*	\$0	\$126,500	--	\$380,000	\$101,833	- 73.2%
Percent of List Price Received*	0.0%	86.2%	--	95.2%	84.4%	- 11.3%
Days on Market Until Sale	0	35	--	59	38	- 35.6%
Inventory of Homes for Sale	2	4	+ 100.0%	--	--	--
Months Supply of Inventory	1.8	2.4	+ 33.3%	--	--	--

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

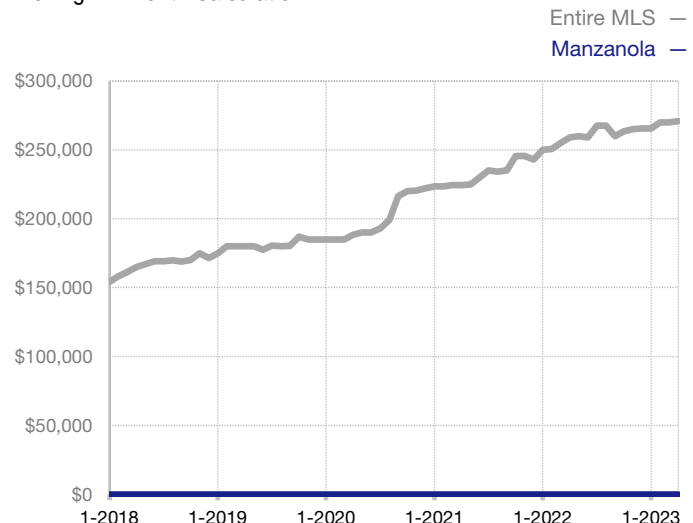
Townhouse/Condo	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 April 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Rocky Ford

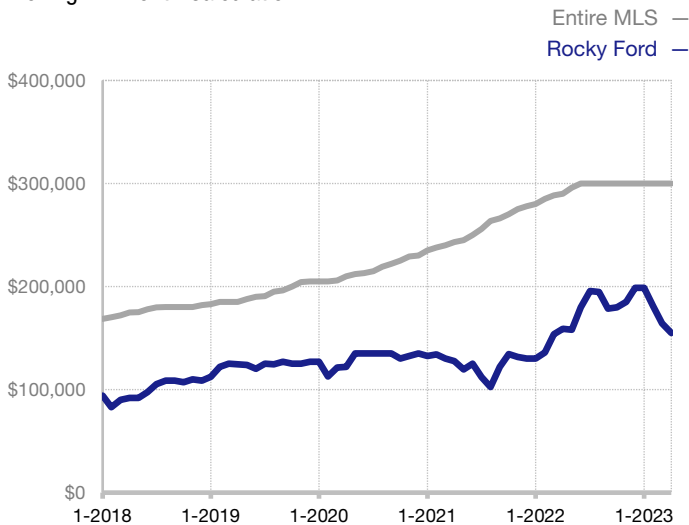
Single Family	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	9	6	- 33.3%	23	23	0.0%
Sold Listings	11	5	- 54.5%	17	17	0.0%
Median Sales Price*	\$177,000	\$135,000	- 23.7%	\$200,000	\$135,000	- 32.5%
Average Sales Price*	\$208,909	\$125,160	- 40.1%	\$240,382	\$124,694	- 48.1%
Percent of List Price Received*	94.3%	96.6%	+ 2.4%	95.4%	93.0%	- 2.5%
Days on Market Until Sale	70	98	+ 40.0%	75	97	+ 29.3%
Inventory of Homes for Sale	12	16	+ 33.3%	--	--	--
Months Supply of Inventory	2.8	4.0	+ 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	April			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 04-2022	Thru 04-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$128,000	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$128,000	\$0	- 100.0%
Percent of List Price Received*	0.0%	0.0%	--	102.4%	0.0%	- 100.0%
Days on Market Until Sale	0	0	--	298	0	- 100.0%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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

