

Monthly Indicators



October 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 7.1 percent for single family homes and 15.4 percent for townhouse-condo properties. Pending Sales decreased 37.7 percent for single family homes and 50.0 percent for townhouse-condo properties.

The Median Sales Price was up 0.9 percent to \$290,000 for single family homes but decreased 2.4 percent to \$287,900 for townhouse-condo properties. Days on Market increased 19.4 percent for single family homes and 22.2 percent for townhouse-condo properties.

The US housing market is undergoing a major shift, and affordability continues to be an obstacle for buyers and sellers. Mortgage rates have doubled since March, and home prices remain elevated due to a limited supply of homes, although price gains are slowing at a quickening pace. As a result, many homeowners are waiting until market conditions improve to sell their home, while other sellers are increasingly cutting prices and offering concessions to attract a greater number of buyers.

Activity Snapshot

- 39.2%	+ 0.9%	+ 38.1%
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.

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Single Family Market Overview

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



Key Metrics	Historical Sparkbars	10-2021	10-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		352	327	- 7.1%	3,340	3,526	+ 5.6%
Pending Sales		281	175	- 37.7%	2,685	2,493	- 7.2%
Sold Listings		316	188	- 40.5%	2,639	2,517	- 4.6%
Median Sales Price		\$287,500	\$290,000	+ 0.9%	\$280,000	\$313,950	+ 12.1%
Avg. Sales Price		\$305,746	\$303,528	- 0.7%	\$294,576	\$322,201	+ 9.4%
Pct. of List Price Received		99.5%	98.4%	- 1.1%	100.9%	99.6%	- 1.3%
Days on Market		62	74	+ 19.4%	64	64	0.0%
Affordability Index		135	94	- 30.4%	138	87	- 37.0%
Active Listings		460	640	+ 39.1%	--	--	--
Months Supply		1.7	2.5	+ 47.1%	--	--	--

Townhouse-Condo Market Overview

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

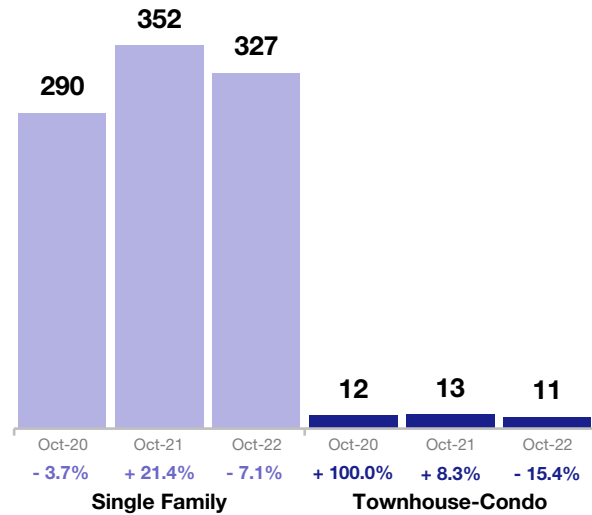


Key Metrics	Historical Sparkbars	10-2021	10-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		13	11	- 15.4%	116	119	+ 2.6%
Pending Sales		8	4	- 50.0%	106	99	- 6.6%
Sold Listings		8	9	+ 12.5%	111	100	- 9.9%
Median Sales Price		\$295,000	\$287,900	- 2.4%	\$235,000	\$260,000	+ 10.6%
Avg. Sales Price		\$302,188	\$294,978	- 2.4%	\$241,596	\$268,169	+ 11.0%
Pct. of List Price Received		100.0%	97.4%	- 2.6%	100.4%	99.6%	- 0.8%
Days on Market		54	66	+ 22.2%	64	49	- 23.4%
Affordability Index		131	95	- 27.5%	165	105	- 36.4%
Active Listings		13	13	0.0%	--	--	--
Months Supply		1.2	1.3	+ 8.3%	--	--	--

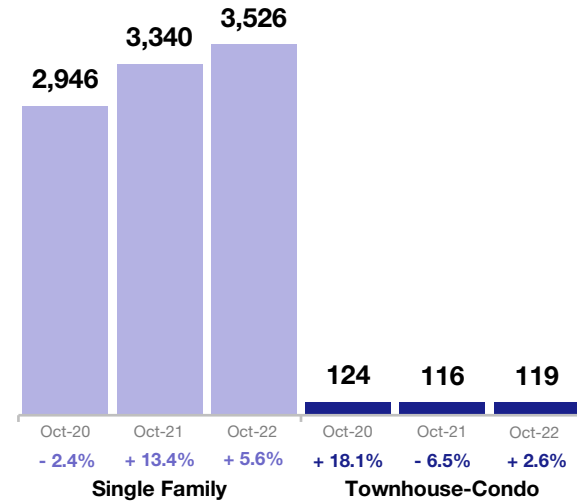
New Listings



October

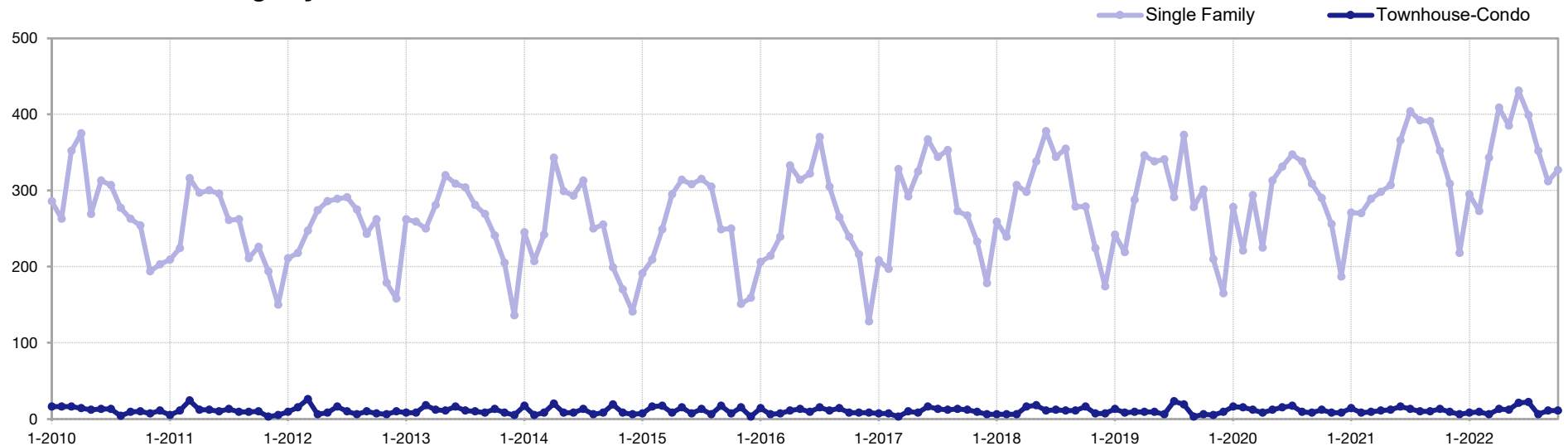


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	309	+20.7%	9	+12.5%
Dec-2021	218	+16.6%	6	-25.0%
Jan-2022	295	+8.9%	8	-42.9%
Feb-2022	273	+1.1%	9	+12.5%
Mar-2022	343	+18.7%	6	-33.3%
Apr-2022	409	+37.2%	13	+18.2%
May-2022	385	+25.4%	12	0.0%
Jun-2022	431	+17.8%	21	+31.3%
Jul-2022	399	-1.2%	22	+69.2%
Aug-2022	352	-10.2%	6	-40.0%
Sep-2022	312	-20.2%	11	+10.0%
Oct-2022	327	-7.1%	11	-15.4%

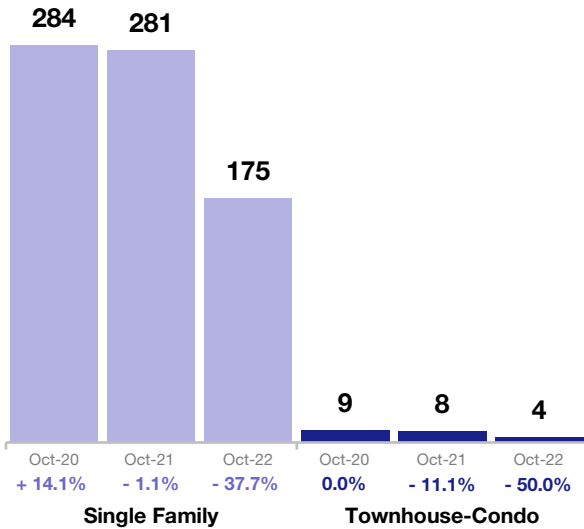
Historical New Listings by Month



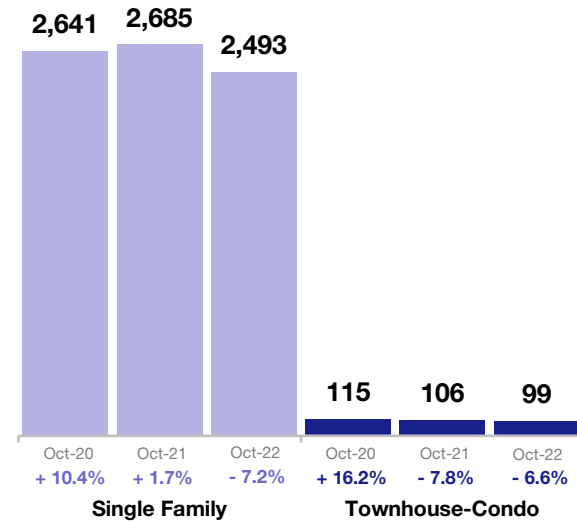
Pending Sales



October

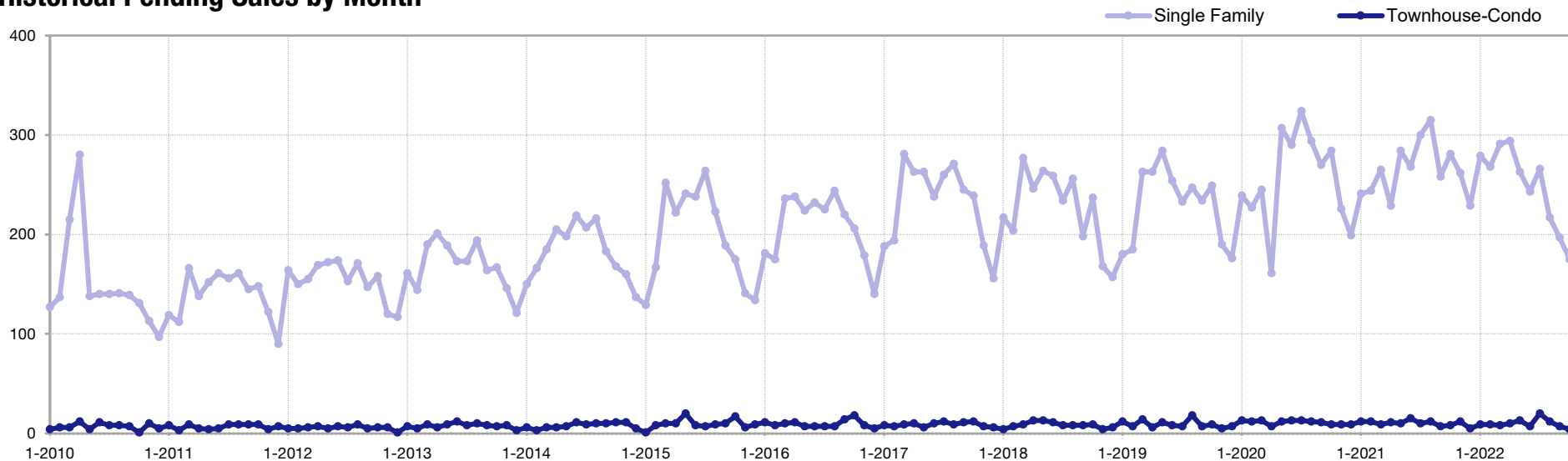


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	262	+15.9%	12	+33.3%
Dec-2021	229	+15.1%	5	-44.4%
Jan-2022	279	+15.8%	9	-25.0%
Feb-2022	268	+9.8%	9	-25.0%
Mar-2022	291	+9.8%	8	-11.1%
Apr-2022	294	+28.4%	10	-9.1%
May-2022	263	-7.4%	13	+30.0%
Jun-2022	243	-9.3%	7	-53.3%
Jul-2022	266	-11.3%	20	+100.0%
Aug-2022	217	-31.1%	12	0.0%
Sep-2022	197	-23.6%	7	0.0%
Oct-2022	175	-37.7%	4	-50.0%

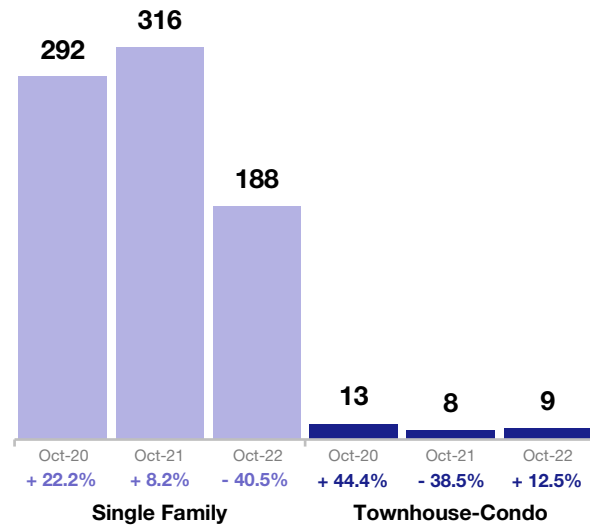
Historical Pending Sales by Month



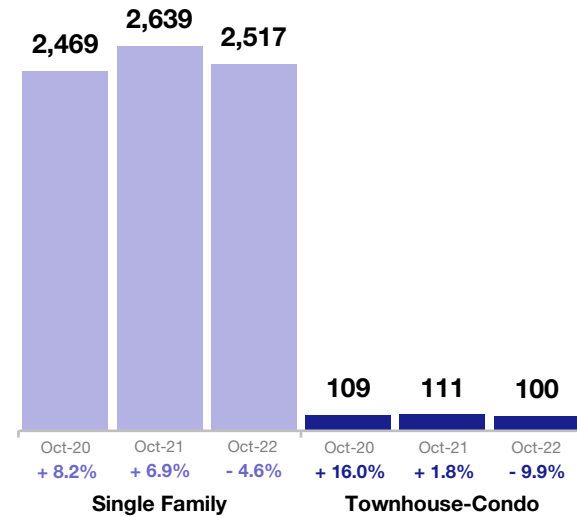
Sold Listings



October

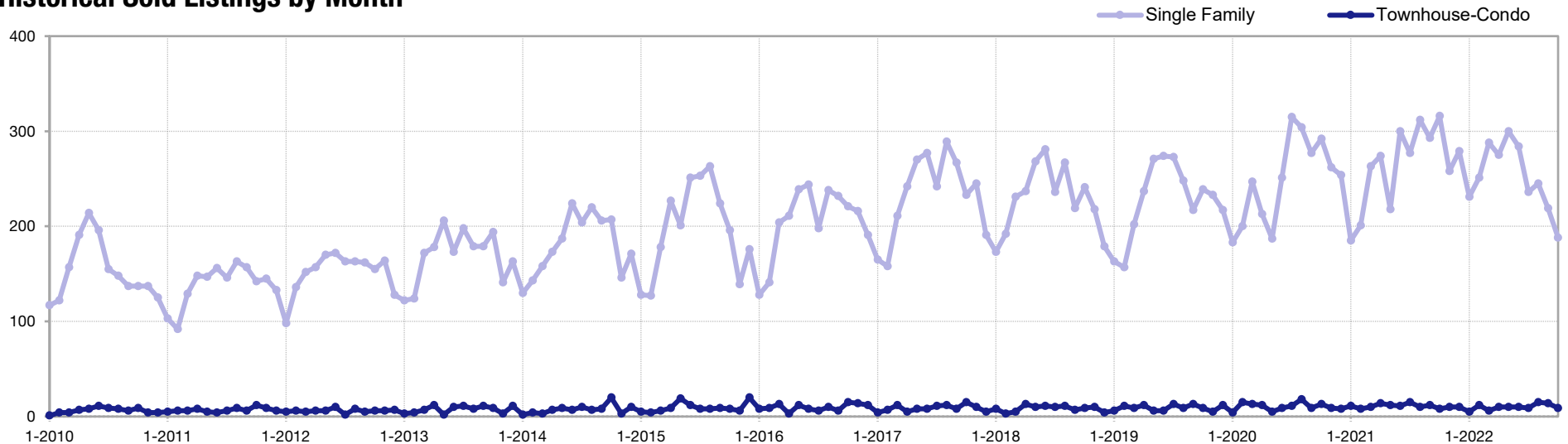


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	258	-1.5%	10	+11.1%
Dec-2021	279	+9.8%	10	+25.0%
Jan-2022	231	+24.9%	5	-54.5%
Feb-2022	251	+24.9%	12	+50.0%
Mar-2022	288	+9.5%	6	-40.0%
Apr-2022	275	+0.4%	10	-28.6%
May-2022	300	+37.6%	10	-16.7%
Jun-2022	284	-5.3%	10	-9.1%
Jul-2022	236	-14.8%	9	-40.0%
Aug-2022	245	-21.5%	15	+50.0%
Sep-2022	219	-25.3%	14	+16.7%
Oct-2022	188	-40.5%	9	+12.5%

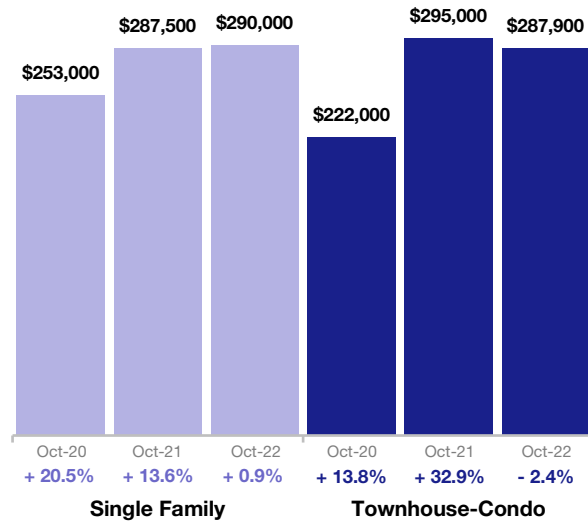
Historical Sold Listings by Month



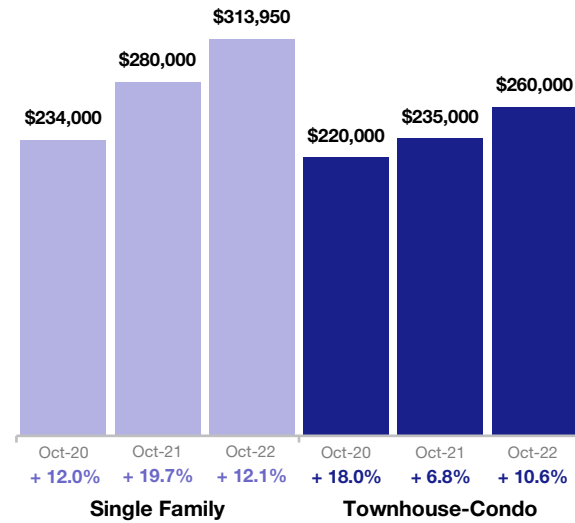
Median Sales Price



October

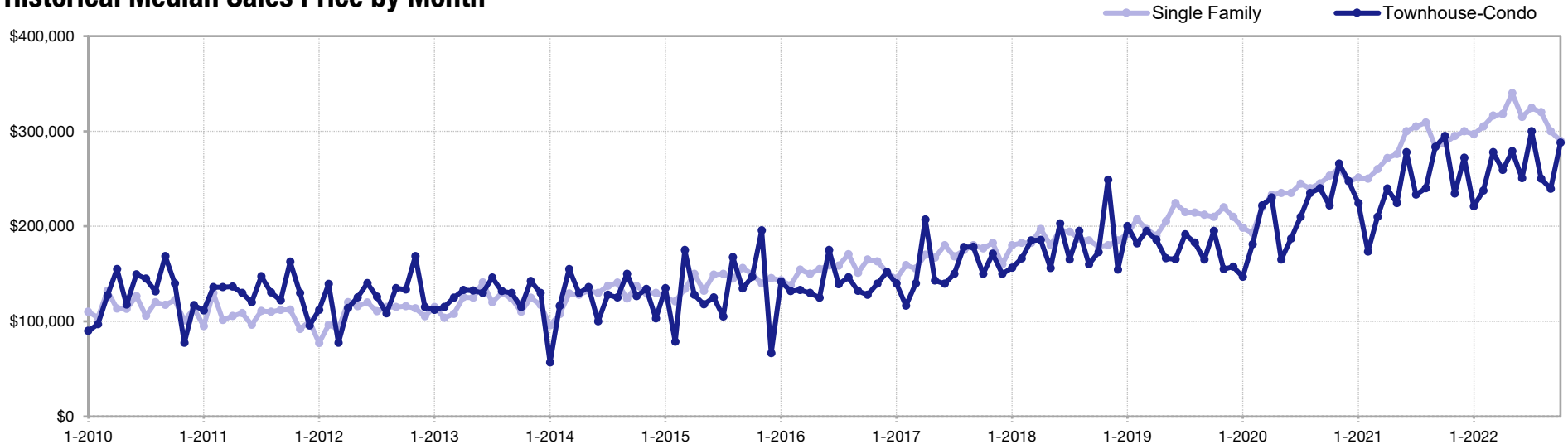


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	\$295,000	+13.0%	\$234,450	-11.8%
Dec-2021	\$300,000	+21.5%	\$272,000	+9.9%
Jan-2022	\$296,750	+18.2%	\$221,000	-1.6%
Feb-2022	\$305,000	+22.0%	\$237,500	+36.9%
Mar-2022	\$316,250	+21.6%	\$278,000	+32.4%
Apr-2022	\$318,000	+17.0%	\$259,200	+8.1%
May-2022	\$340,000	+23.2%	\$279,000	+24.3%
Jun-2022	\$315,000	+5.0%	\$250,550	-9.9%
Jul-2022	\$324,393	+6.4%	\$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	\$290,000	+0.9%	\$287,900	-2.4%

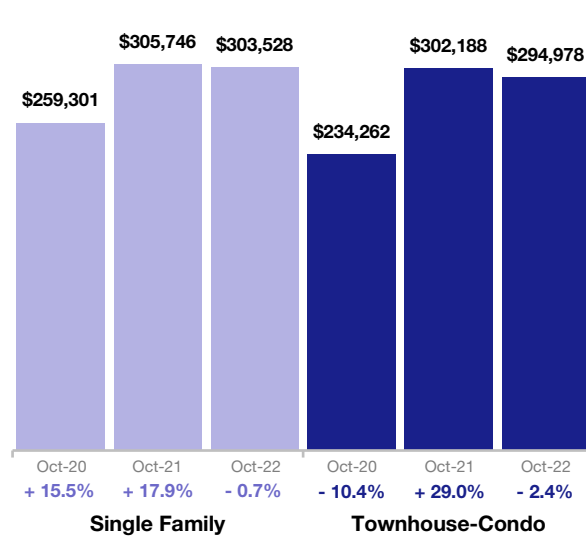
Historical Median Sales Price by Month



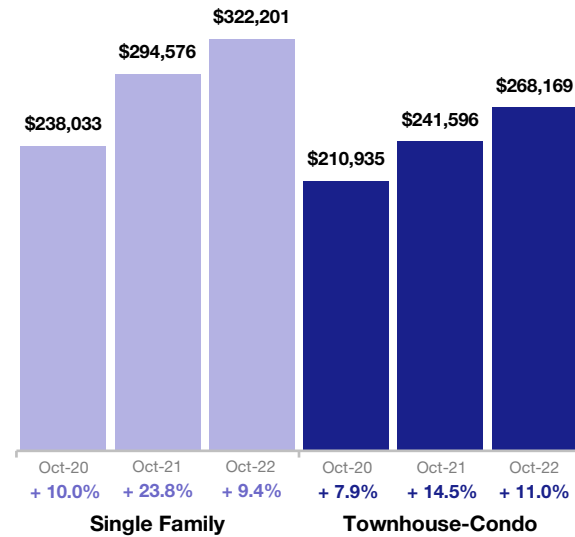
Average Sales Price



October

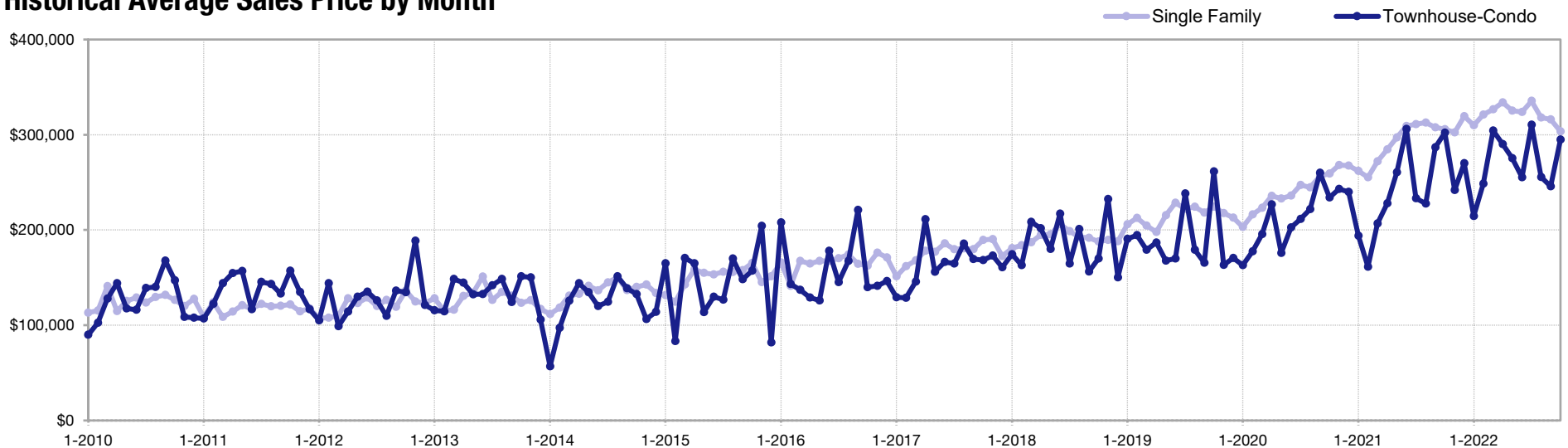


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	\$302,428	+12.8%	\$241,880	-0.5%
Dec-2021	\$319,418	+19.4%	\$270,020	+12.5%
Jan-2022	\$310,025	+18.3%	\$214,700	+10.6%
Feb-2022	\$321,016	+25.8%	\$248,575	+54.0%
Mar-2022	\$326,720	+20.1%	\$304,250	+47.1%
Apr-2022	\$333,880	+17.3%	\$290,230	+27.3%
May-2022	\$325,167	+9.4%	\$275,395	+5.7%
Jun-2022	\$323,910	+4.7%	\$255,310	-16.6%
Jul-2022	\$335,476	+7.8%	\$310,611	+33.1%
Aug-2022	\$317,960	+1.7%	\$255,593	+12.2%
Sep-2022	\$315,981	+2.7%	\$245,814	-14.3%
Oct-2022	\$303,528	-0.7%	\$294,978	-2.4%

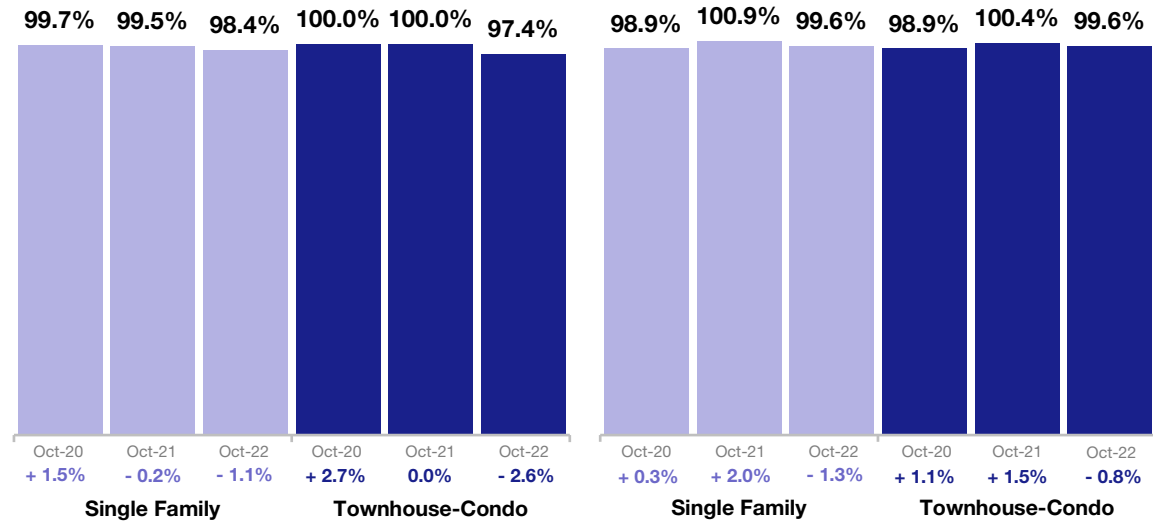
Historical Average Sales Price by Month



Percent of List Price Received

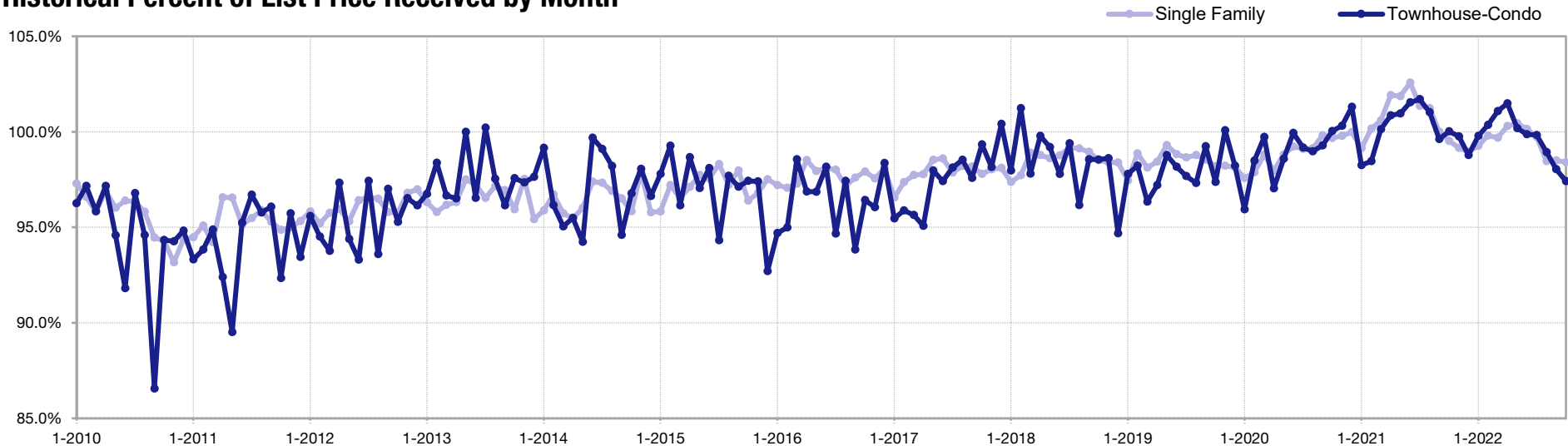


October



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	99.2%	-0.6%	99.8%	-0.5%
Dec-2021	98.9%	-1.1%	98.8%	-2.5%
Jan-2022	99.3%	+0.2%	99.8%	+1.5%
Feb-2022	99.8%	-0.4%	100.4%	+1.9%
Mar-2022	99.7%	-0.9%	101.1%	+1.0%
Apr-2022	100.3%	-1.6%	101.5%	+0.6%
May-2022	100.4%	-1.5%	100.2%	-0.8%
Jun-2022	100.2%	-2.3%	99.9%	-1.6%
Jul-2022	99.7%	-1.7%	99.8%	-1.9%
Aug-2022	98.5%	-2.7%	98.9%	-2.1%
Sep-2022	98.5%	-1.5%	98.1%	-1.5%
Oct-2022	98.4%	-1.1%	97.4%	-2.6%

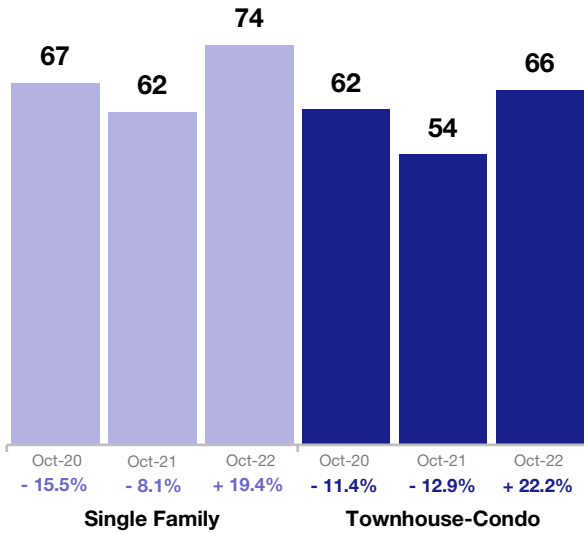
Historical Percent of List Price Received by Month



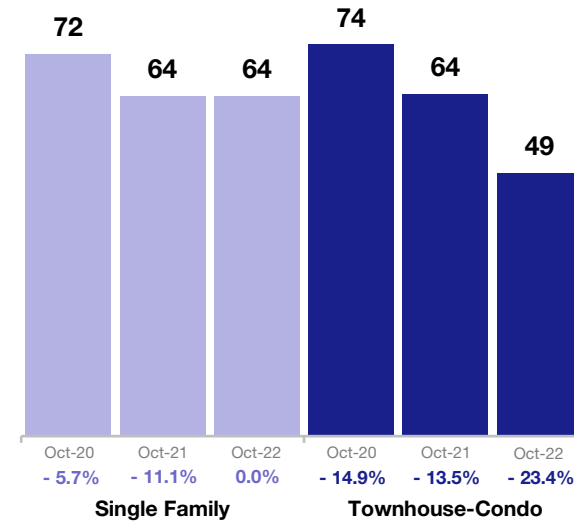
Days on Market Until Sale



October

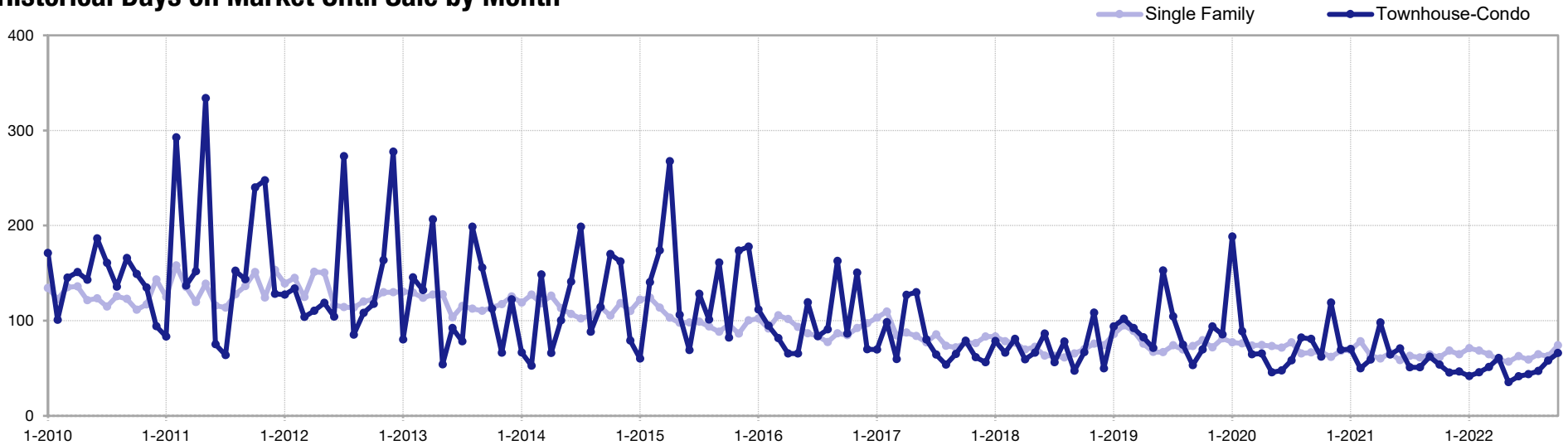


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	69	+11.3%	46	-61.3%
Dec-2021	65	-4.4%	46	-33.3%
Jan-2022	71	+2.9%	42	-40.0%
Feb-2022	69	-11.5%	46	-8.0%
Mar-2022	65	+3.2%	51	-13.6%
Apr-2022	59	-1.7%	61	-37.8%
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	74	+19.4%	66	+22.2%

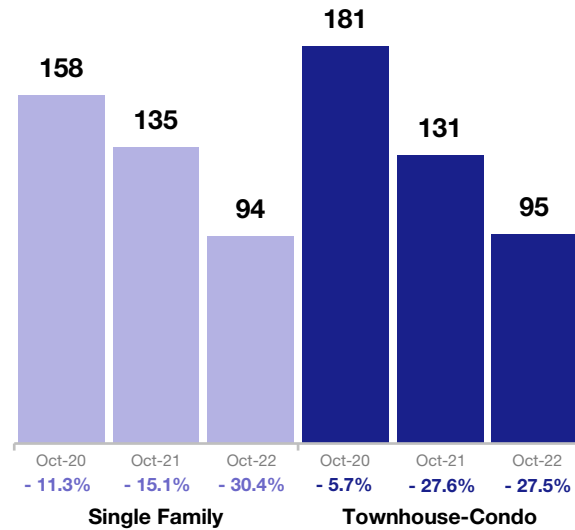
Historical Days on Market Until Sale by Month



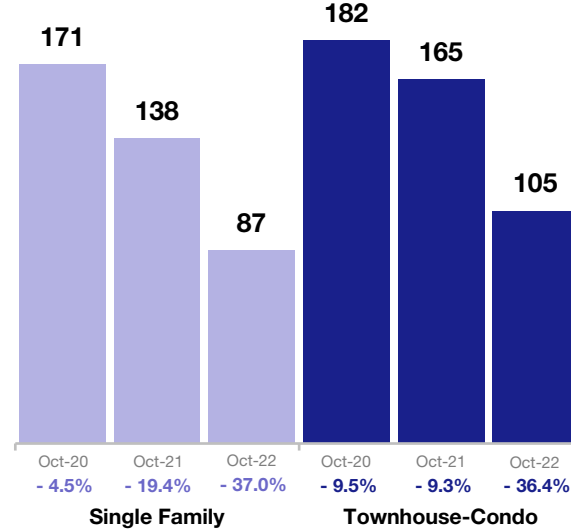
Housing Affordability Index



October

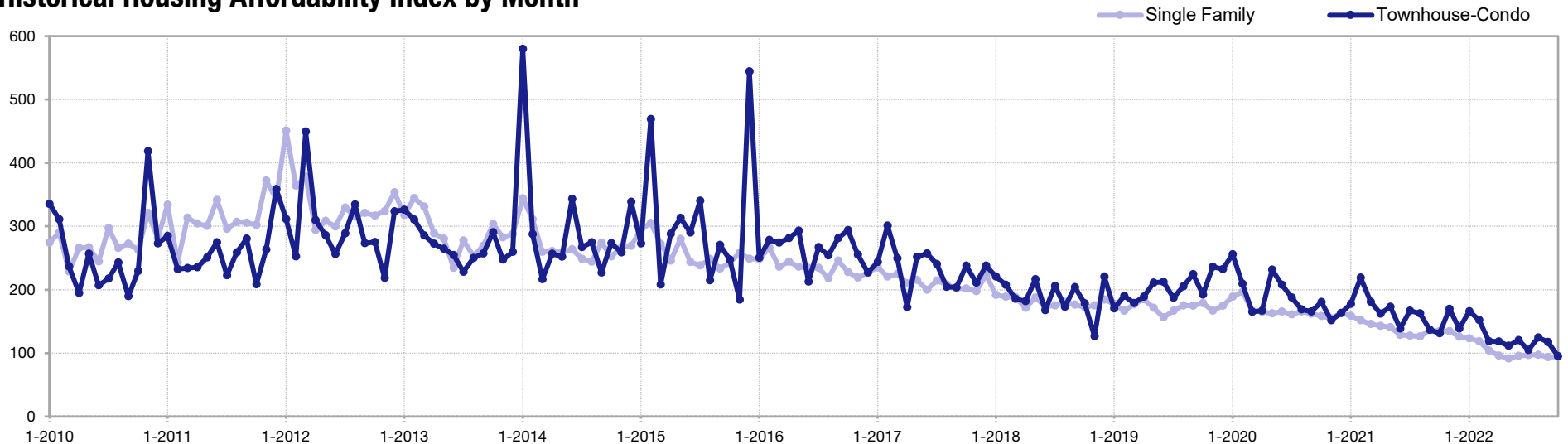


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	135	-12.9%	170	+11.8%
Dec-2021	126	-22.7%	139	-14.7%
Jan-2022	123	-22.6%	166	-6.2%
Feb-2022	119	-21.7%	152	-30.6%
Mar-2022	104	-28.8%	119	-34.3%
Apr-2022	96	-32.9%	118	-27.2%
May-2022	92	-34.8%	112	-35.3%
Jun-2022	96	-25.6%	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	94	-30.4%	95	-27.5%

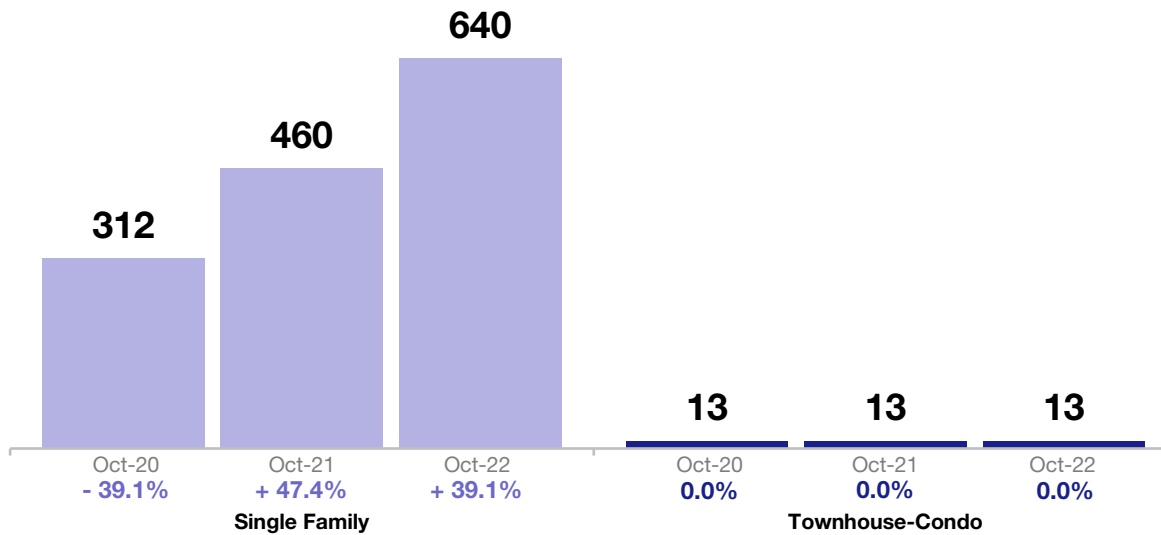
Historical Housing Affordability Index by Month



Inventory of Active Listings

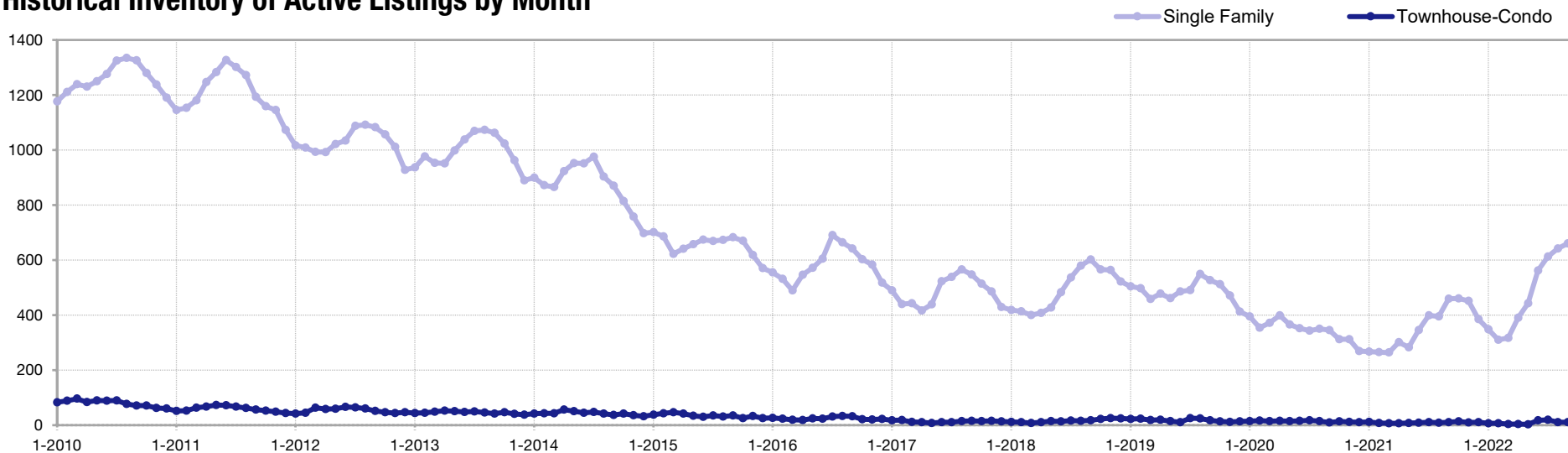


October



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	452	+44.9%	10	-16.7%
Dec-2021	385	+43.1%	11	0.0%
Jan-2022	348	+30.3%	7	-41.7%
Feb-2022	310	+17.0%	7	-12.5%
Mar-2022	317	+20.1%	4	-42.9%
Apr-2022	390	+29.6%	4	-42.9%
May-2022	443	+56.5%	3	-62.5%
Jun-2022	562	+62.9%	17	+88.9%
Jul-2022	613	+53.6%	19	+72.7%
Aug-2022	642	+62.5%	11	+22.2%
Sep-2022	660	+43.8%	11	0.0%
Oct-2022	640	+39.1%	13	0.0%

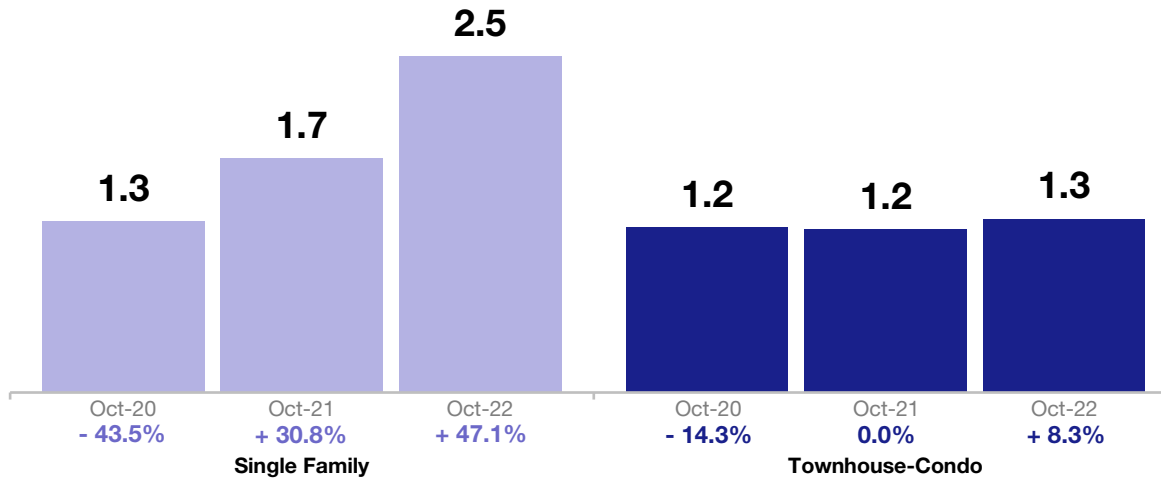
Historical Inventory of Active Listings by Month



Months Supply of Inventory

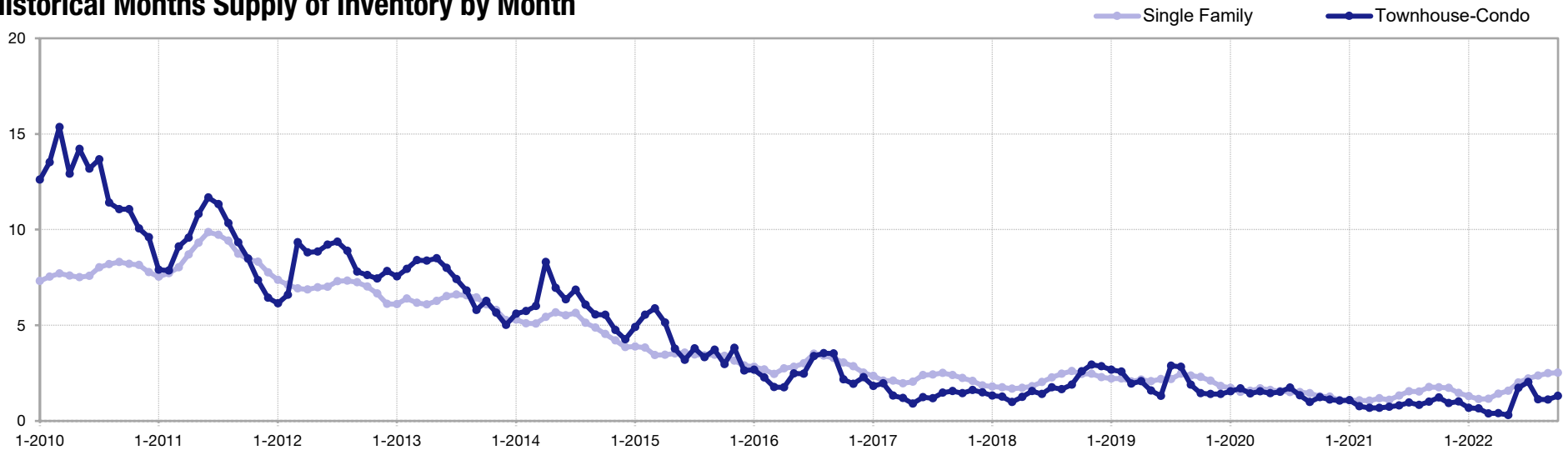


October



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2021	1.7	+30.8%	0.9	-18.2%
Dec-2021	1.5	+36.4%	1.0	0.0%
Jan-2022	1.3	+18.2%	0.7	-36.4%
Feb-2022	1.1	0.0%	0.7	-12.5%
Mar-2022	1.2	+9.1%	0.4	-42.9%
Apr-2022	1.4	+16.7%	0.4	-42.9%
May-2022	1.6	+45.5%	0.3	-57.1%
Jun-2022	2.0	+53.8%	1.7	+112.5%
Jul-2022	2.2	+46.7%	2.0	+100.0%
Aug-2022	2.4	+60.0%	1.1	+37.5%
Sep-2022	2.5	+38.9%	1.1	+10.0%
Oct-2022	2.5	+47.1%	1.3	+8.3%

Historical Months Supply of Inventory by Month



Total Market Overview

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



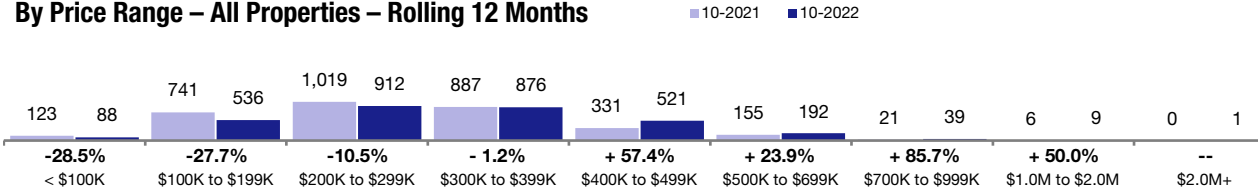
Key Metrics	Historical Sparkbars	10-2021	10-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		365	338	- 7.4%	3,456	3,645	+ 5.5%
Pending Sales		289	179	- 38.1%	2,791	2,592	- 7.1%
Sold Listings		324	197	- 39.2%	2,750	2,617	- 4.8%
Median Sales Price		\$287,500	\$290,000	+ 0.9%	\$278,000	\$309,000	+ 11.2%
Avg. Sales Price		\$305,659	\$303,137	- 0.8%	\$292,438	\$320,135	+ 9.5%
Pct. of List Price Received		99.5%	98.4%	- 1.1%	100.9%	99.6%	- 1.3%
Days on Market		61	74	+ 21.3%	64	63	- 1.6%
Affordability Index		135	94	- 30.4%	139	89	- 36.0%
Active Listings		473	653	+ 38.1%	--	--	--
Months Supply		1.7	2.5	+ 47.1%	--	--	--

Sold Listings

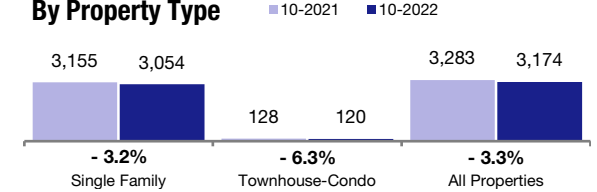
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	10-2021	10-2022	Change	10-2021	10-2022	Change
\$99,999 and Below	119	87	-26.9%	4	1	-75.0%
\$100,000 to \$199,999	705	511	-27.5%	36	25	-30.6%
\$200,000 to \$299,999	951	851	-10.5%	68	61	-10.3%
\$300,000 to \$399,999	870	851	-2.2%	17	25	+47.1%
\$400,000 to \$499,999	330	516	+56.4%	1	5	+400.0%
\$500,000 to \$699,999	155	189	+21.9%	0	3	--
\$700,000 to \$999,999	19	39	+105.3%	2	0	-100.0%
\$1,000,000 to \$1,999,999	6	9	+50.0%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	3,155	3,054	-3.2%	128	120	-6.3%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	9-2022	10-2022	Change	9-2022	10-2022	Change
\$99,999 and Below	6	7	+16.7%	0	0	--
\$100,000 to \$199,999	35	41	+17.1%	6	1	-83.3%
\$200,000 to \$299,999	66	54	-18.2%	5	4	-20.0%
\$300,000 to \$399,999	61	50	-18.0%	2	3	+50.0%
\$400,000 to \$499,999	36	24	-33.3%	0	1	--
\$500,000 to \$699,999	11	8	-27.3%	1	0	-100.0%
\$700,000 to \$999,999	3	3	0.0%	0	0	--
\$1,000,000 to \$1,999,999	1	1	0.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	219	188	-14.2%	14	9	-35.7%

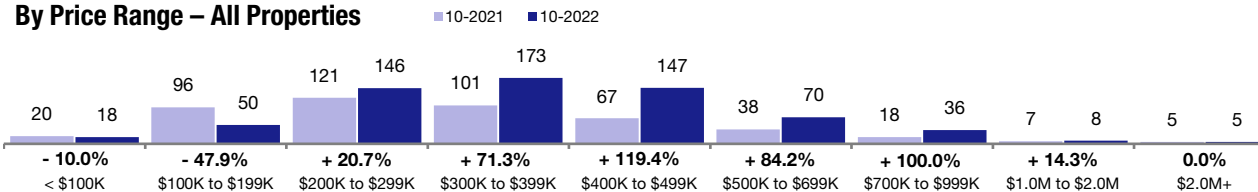
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	10-2021	10-2022	Change	10-2021	10-2022	Change
\$99,999 and Below	90	77	-14.4%	4	1	-75.0%
\$100,000 to \$199,999	559	416	-25.6%	30	20	-33.3%
\$200,000 to \$299,999	786	683	-13.1%	60	53	-11.7%
\$300,000 to \$399,999	750	703	-6.3%	14	18	+28.6%
\$400,000 to \$499,999	294	435	+48.0%	1	5	+400.0%
\$500,000 to \$699,999	141	159	+12.8%	0	3	--
\$700,000 to \$999,999	15	36	+140.0%	2	0	-100.0%
\$1,000,000 to \$1,999,999	4	7	+75.0%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	2,639	2,517	-4.6%	111	100	-9.9%

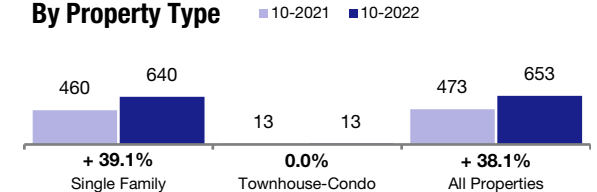
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Townhouse-Condo		
	10-2021	10-2022	Change	10-2021	10-2022	Change
\$99,999 and Below	20	18	-10.0%	0	0	--
\$100,000 to \$199,999	94	49	-47.9%	2	1	-50.0%
\$200,000 to \$299,999	116	143	+23.3%	5	3	-40.0%
\$300,000 to \$399,999	100	167	+67.0%	1	6	+500.0%
\$400,000 to \$499,999	63	144	+128.6%	4	3	-25.0%
\$500,000 to \$699,999	38	70	+84.2%	0	0	--
\$700,000 to \$999,999	17	36	+111.8%	1	0	-100.0%
\$1,000,000 to \$1,999,999	7	8	+14.3%	0	0	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
All Price Ranges	460	640	+39.1%	13	13	0.0%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	9-2022	10-2022	Change	9-2022	10-2022	Change
\$99,999 and Below	14	18	+28.6%	0	0	--
\$100,000 to \$199,999	56	49	-12.5%	1	1	0.0%
\$200,000 to \$299,999	128	143	+11.7%	4	3	-25.0%
\$300,000 to \$399,999	138	167	+21.0%	4	6	+50.0%
\$400,000 to \$499,999	179	144	-19.6%	2	3	+50.0%
\$500,000 to \$699,999	82	70	-14.6%	0	0	--
\$700,000 to \$999,999	49	36	-26.5%	0	0	--
\$1,000,000 to \$1,999,999	7	8	+14.3%	0	0	--
\$2,000,000 and Above	7	5	-28.6%	0	0	--
All Price Ranges	660	640	-3.0%	11	13	+18.2%

Year to Date

Property Type	10-2021	10-2022	% Change
Single Family	460	640	+39.1%
Townhouse-Condo	13	13	0.0%
All Properties	473	653	+38.1%

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

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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

Local Market Update for October 2022

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Pueblo County

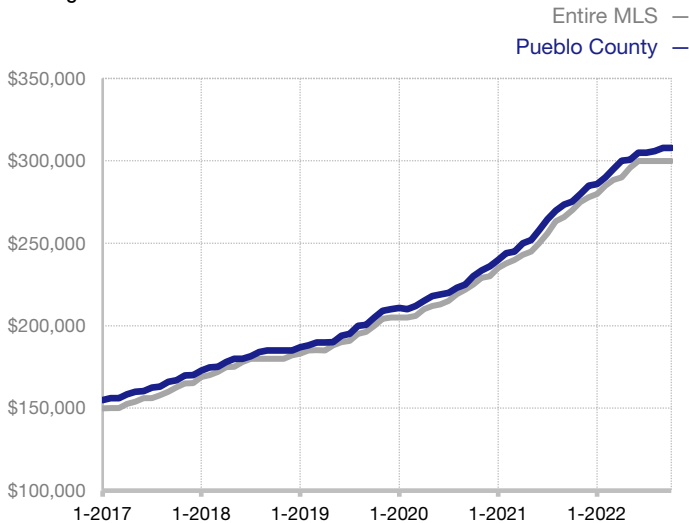
Single Family Key Metrics	October			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 10-2021	Thru 10-2022	Percent Change from Previous Year
New Listings	343	323	- 5.8%	3,278	3,437	+ 4.9%
Sold Listings	315	181	- 42.5%	2,604	2,475	- 5.0%
Median Sales Price*	\$287,000	\$291,815	+ 1.7%	\$280,000	\$311,000	+ 11.1%
Average Sales Price*	\$304,939	\$296,327	- 2.8%	\$294,067	\$321,796	+ 9.4%
Percent of List Price Received*	99.5%	98.4%	- 1.1%	100.9%	99.6%	- 1.3%
Days on Market Until Sale	61	73	+ 19.7%	64	63	- 1.6%
Inventory of Homes for Sale	441	610	+ 38.3%	--	--	--
Months Supply of Inventory	1.7	2.4	+ 41.2%	--	--	--

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

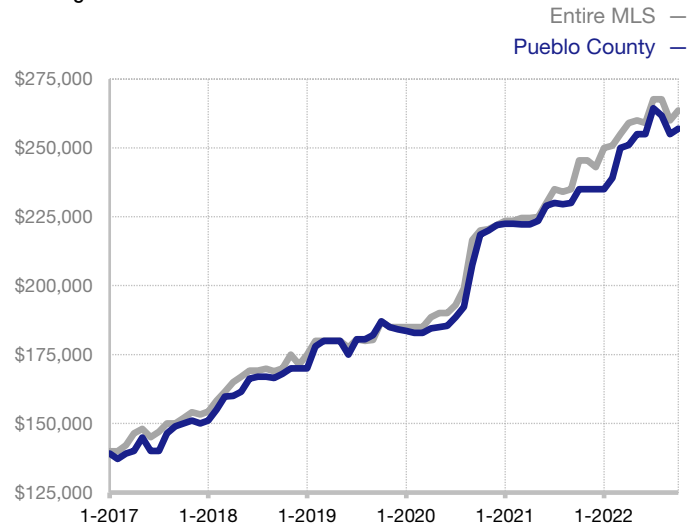
Townhouse/Condo Key Metrics	October			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 10-2021	Thru 10-2022	Percent Change from Previous Year
New Listings	13	11	- 15.4%	113	115	+ 1.8%
Sold Listings	8	9	+ 12.5%	107	96	- 10.3%
Median Sales Price*	\$295,000	\$287,900	- 2.4%	\$235,000	\$260,000	+ 10.6%
Average Sales Price*	\$302,188	\$294,978	- 2.4%	\$237,221	\$269,930	+ 13.8%
Percent of List Price Received*	100.0%	97.4%	- 2.6%	100.5%	99.5%	- 1.0%
Days on Market Until Sale	54	66	+ 22.2%	65	50	- 23.1%
Inventory of Homes for Sale	13	13	0.0%	--	--	--
Months Supply of Inventory	1.3	1.3	0.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for October 2022

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Arkansas Valley/Otero County

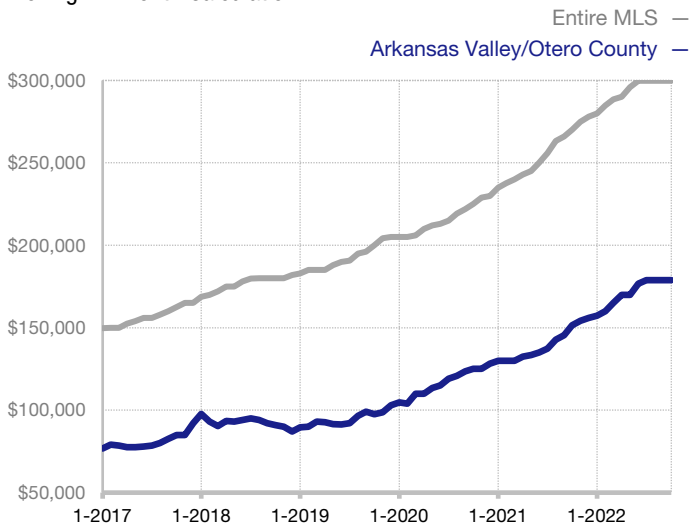
Single Family	October			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 10-2021	Thru 10-2022	Percent Change from Previous Year
Key Metrics						
New Listings	43	64	+ 48.8%	415	506	+ 21.9%
Sold Listings	34	27	- 20.6%	316	347	+ 9.8%
Median Sales Price*	\$212,500	\$182,000	- 14.4%	\$155,000	\$180,000	+ 16.1%
Average Sales Price*	\$223,459	\$169,246	- 24.3%	\$169,773	\$203,370	+ 19.8%
Percent of List Price Received*	97.0%	98.4%	+ 1.4%	97.1%	96.1%	- 1.0%
Days on Market Until Sale	107	83	- 22.4%	86	86	0.0%
Inventory of Homes for Sale	90	142	+ 57.8%	--	--	--
Months Supply of Inventory	2.9	4.0	+ 37.9%	--	--	--

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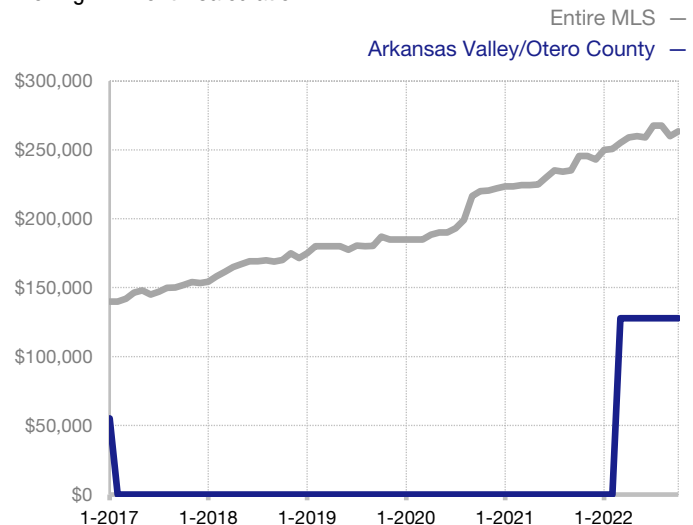
Townhouse/Condo	October			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 10-2021	Thru 10-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$128,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$128,000	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	102.4%	--
Days on Market Until Sale	0	0	--	0	298	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for October 2022

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Fowler

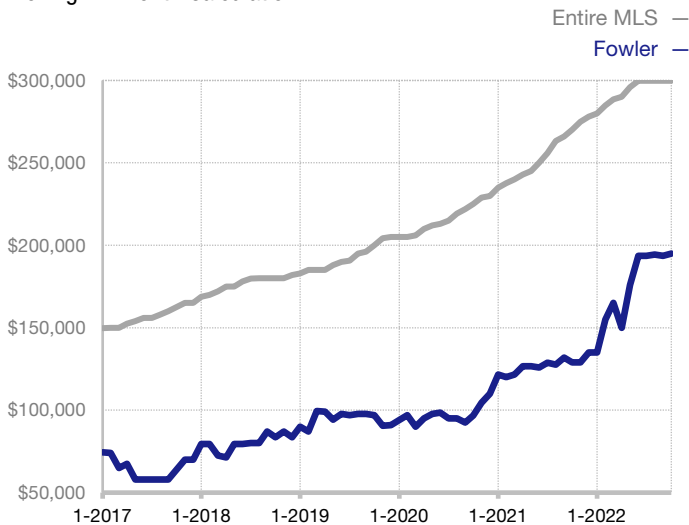
Single Family	October			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 10-2021	Thru 10-2022	Percent Change from Previous Year
Key Metrics						
New Listings	2	2	0.0%	40	33	- 17.5%
Sold Listings	3	1	- 66.7%	36	32	- 11.1%
Median Sales Price*	\$129,000	\$60,500	- 53.1%	\$135,500	\$197,450	+ 45.7%
Average Sales Price*	\$134,200	\$60,500	- 54.9%	\$169,239	\$209,613	+ 23.9%
Percent of List Price Received*	92.8%	106.7%	+ 15.0%	98.6%	99.9%	+ 1.3%
Days on Market Until Sale	97	40	- 58.8%	79	93	+ 17.7%
Inventory of Homes for Sale	7	7	0.0%	--	--	--
Months Supply of Inventory	2.1	2.3	+ 9.5%	--	--	--

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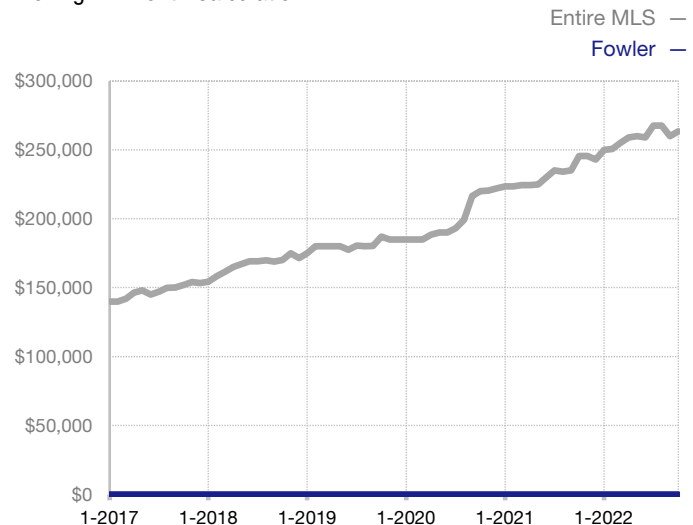
Townhouse/Condo	October			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 10-2021	Thru 10-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for October 2022

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Huerfano County

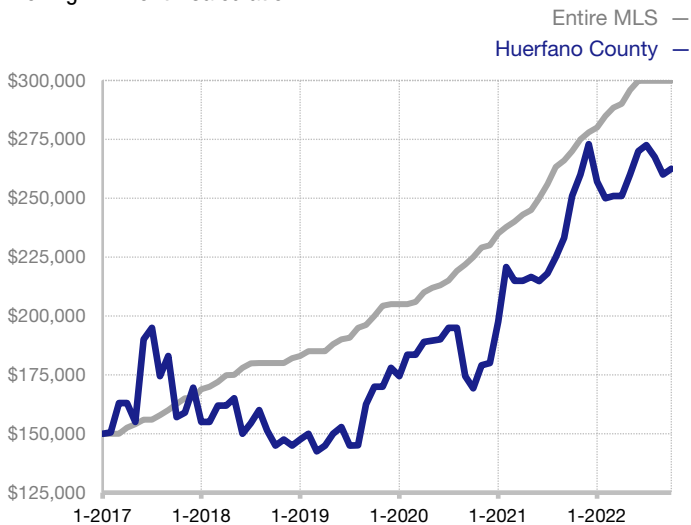
Single Family Key Metrics	October			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 10-2021	Thru 10-2022	Percent Change from Previous Year
New Listings	16	9	- 43.8%	133	121	- 9.0%
Sold Listings	17	4	- 76.5%	112	76	- 32.1%
Median Sales Price*	\$251,000	\$330,000	+ 31.5%	\$278,500	\$262,500	- 5.7%
Average Sales Price*	\$321,053	\$412,250	+ 28.4%	\$298,716	\$329,712	+ 10.4%
Percent of List Price Received*	95.2%	96.9%	+ 1.8%	95.7%	96.3%	+ 0.6%
Days on Market Until Sale	91	62	- 31.9%	151	118	- 21.9%
Inventory of Homes for Sale	34	61	+ 79.4%	--	--	--
Months Supply of Inventory	3.1	7.5	+ 141.9%	--	--	--

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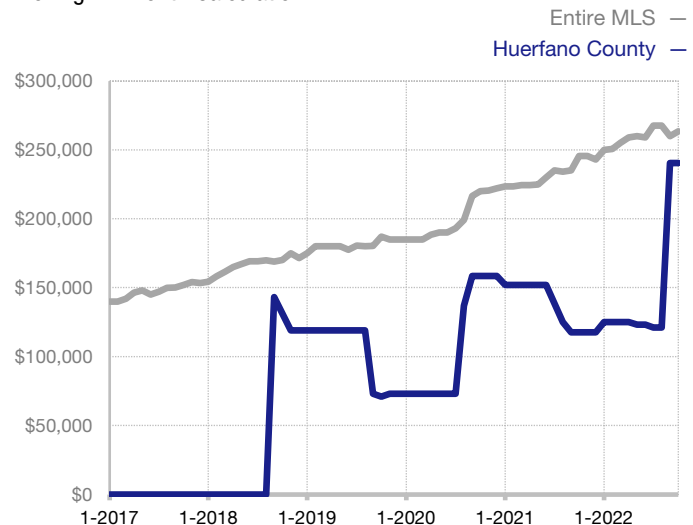
Townhouse/Condo Key Metrics	October			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 10-2021	Thru 10-2022	Percent Change from Previous Year
New Listings	0	0	--	1	2	+ 100.0%
Sold Listings	0	0	--	2	2	0.0%
Median Sales Price*	\$0	\$0	--	\$117,500	\$240,525	+ 104.7%
Average Sales Price*	\$0	\$0	--	\$117,500	\$240,525	+ 104.7%
Percent of List Price Received*	0.0%	0.0%	--	94.0%	100.4%	+ 6.8%
Days on Market Until Sale	0	0	--	41	48	+ 17.1%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for October 2022

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La Junta

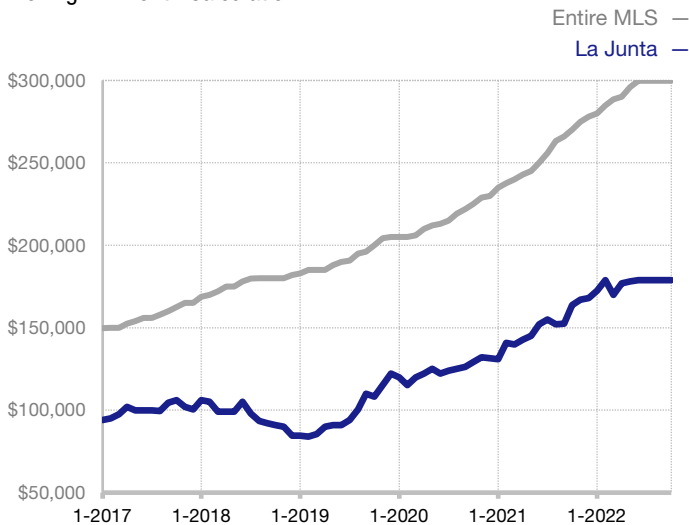
Single Family	October			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 10-2021	Thru 10-2022	Percent Change from Previous Year
Key Metrics						
New Listings	10	9	- 10.0%	91	105	+ 15.4%
Sold Listings	10	6	- 40.0%	72	81	+ 12.5%
Median Sales Price*	\$292,500	\$200,000	- 31.6%	\$163,750	\$177,000	+ 8.1%
Average Sales Price*	\$285,650	\$203,167	- 28.9%	\$177,708	\$205,786	+ 15.8%
Percent of List Price Received*	96.5%	96.6%	+ 0.1%	96.8%	95.0%	- 1.9%
Days on Market Until Sale	113	89	- 21.2%	90	86	- 4.4%
Inventory of Homes for Sale	20	20	0.0%	--	--	--
Months Supply of Inventory	2.9	2.3	- 20.7%	--	--	--

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

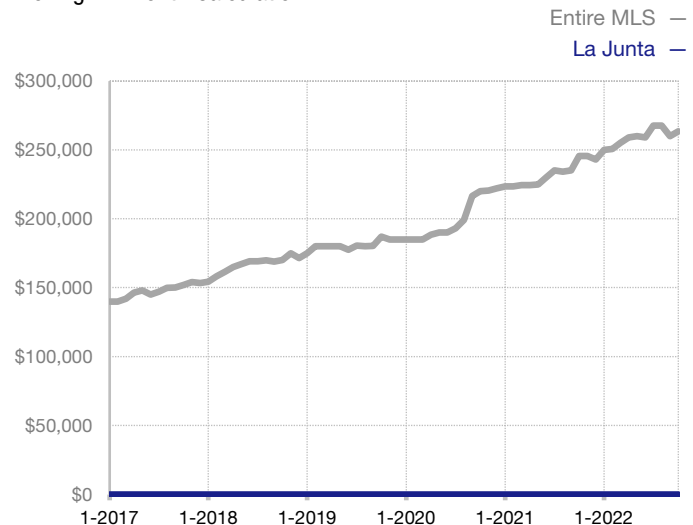
Townhouse/Condo	October			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 10-2021	Thru 10-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for October 2022

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Lamar

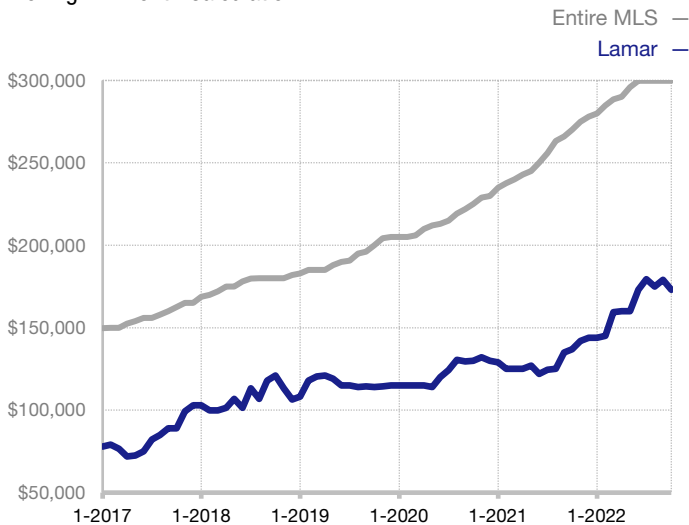
Single Family	October			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 10-2021	Thru 10-2022	Percent Change from Previous Year
Key Metrics						
New Listings	5	6	+ 20.0%	57	82	+ 43.9%
Sold Listings	6	2	- 66.7%	50	50	0.0%
Median Sales Price*	\$205,000	\$138,750	- 32.3%	\$144,500	\$174,000	+ 20.4%
Average Sales Price*	\$206,667	\$138,750	- 32.9%	\$152,318	\$195,232	+ 28.2%
Percent of List Price Received*	101.9%	93.4%	- 8.3%	97.0%	96.2%	- 0.8%
Days on Market Until Sale	84	51	- 39.3%	80	65	- 18.8%
Inventory of Homes for Sale	5	19	+ 280.0%	--	--	--
Months Supply of Inventory	1.0	3.5	+ 250.0%	--	--	--

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

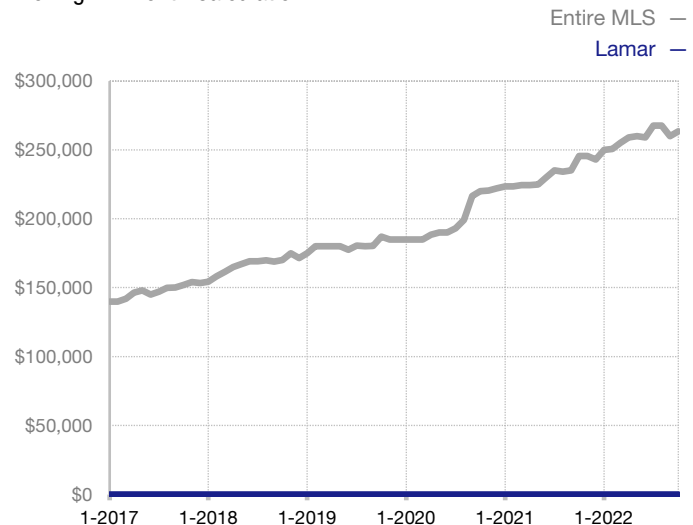
Townhouse/Condo	October			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 10-2021	Thru 10-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for October 2022

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Las Animas

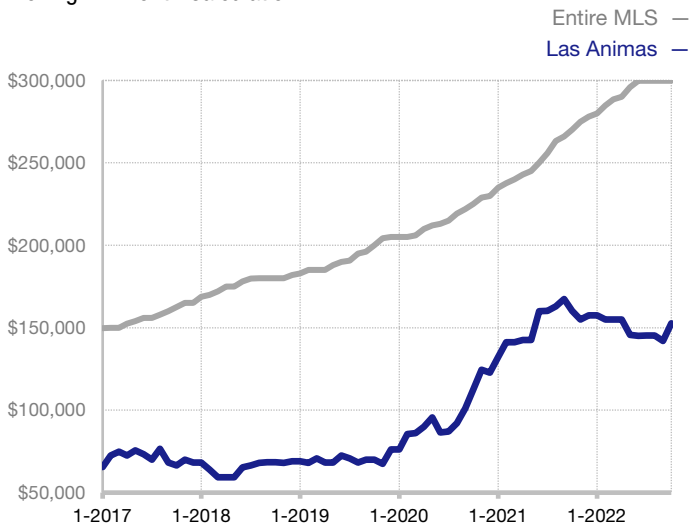
Single Family	October			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 10-2021	Thru 10-2022	Percent Change from Previous Year
Key Metrics						
New Listings	4	8	+ 100.0%	50	48	- 4.0%
Sold Listings	2	6	+ 200.0%	29	33	+ 13.8%
Median Sales Price*	\$98,750	\$201,000	+ 103.5%	\$163,000	\$145,000	- 11.0%
Average Sales Price*	\$98,750	\$203,000	+ 105.6%	\$168,876	\$158,173	- 6.3%
Percent of List Price Received*	110.8%	100.5%	- 9.3%	99.2%	93.6%	- 5.6%
Days on Market Until Sale	102	78	- 23.5%	85	95	+ 11.8%
Inventory of Homes for Sale	10	15	+ 50.0%	--	--	--
Months Supply of Inventory	3.5	4.0	+ 14.3%	--	--	--

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

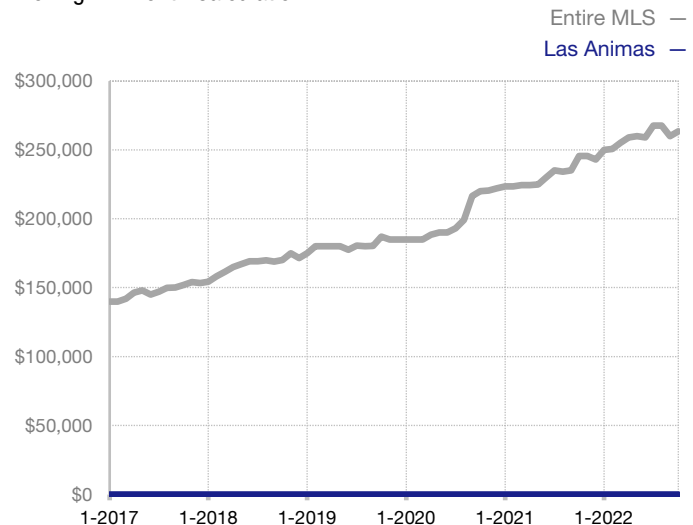
Townhouse/Condo	October			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 10-2021	Thru 10-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for October 2022

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Manzanola

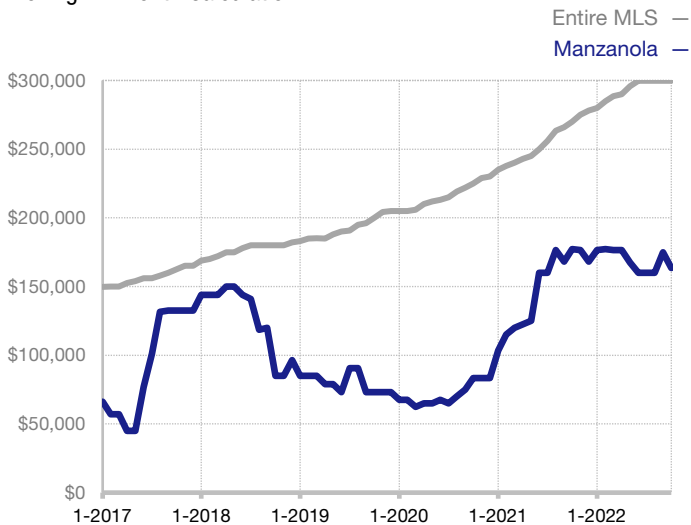
Single Family	October			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 10-2021	Thru 10-2022	Percent Change from Previous Year
Key Metrics						
New Listings	1	2	+ 100.0%	9	10	+ 11.1%
Sold Listings	1	0	- 100.0%	8	6	- 25.0%
Median Sales Price*	\$250,000	\$0	- 100.0%	\$177,250	\$235,000	+ 32.6%
Average Sales Price*	\$250,000	\$0	- 100.0%	\$217,438	\$230,833	+ 6.2%
Percent of List Price Received*	86.2%	0.0%	- 100.0%	93.3%	90.9%	- 2.6%
Days on Market Until Sale	198	0	- 100.0%	121	164	+ 35.5%
Inventory of Homes for Sale	2	2	0.0%	--	--	--
Months Supply of Inventory	1.8	1.3	- 27.8%	--	--	--

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

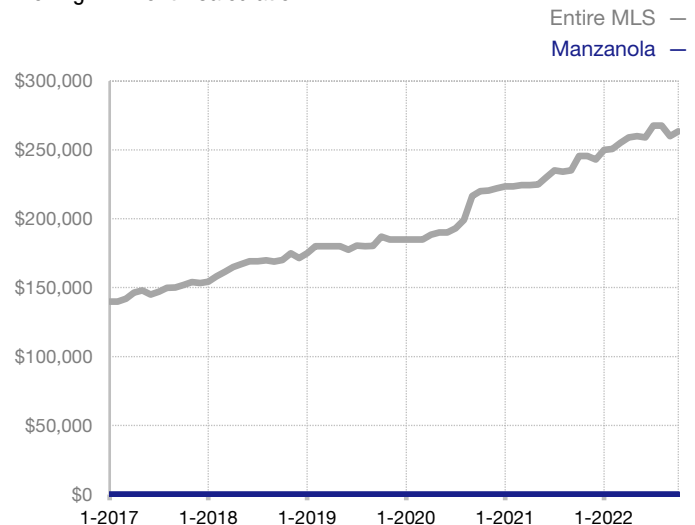
Townhouse/Condo	October			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 10-2021	Thru 10-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for October 2022

A Research Tool Provided by the Colorado Association of REALTORS®



Rocky Ford

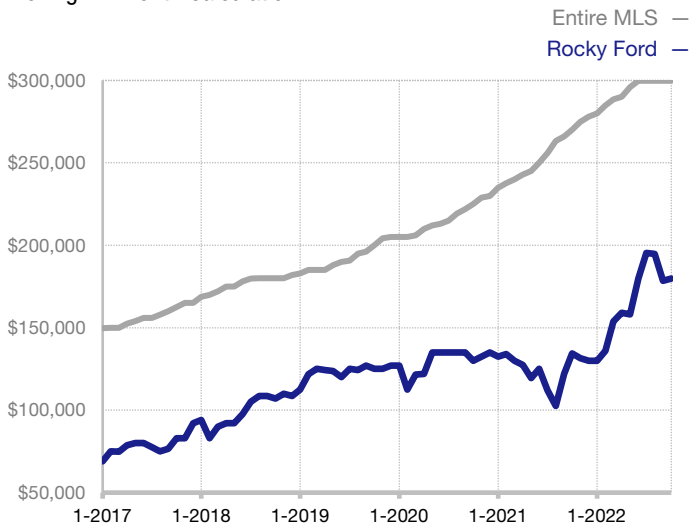
Single Family	October			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 10-2021	Thru 10-2022	Percent Change from Previous Year
Key Metrics						
New Listings	5	5	0.0%	43	59	+ 37.2%
Sold Listings	5	4	- 20.0%	44	43	- 2.3%
Median Sales Price*	\$200,000	\$200,000	0.0%	\$131,500	\$204,500	+ 55.5%
Average Sales Price*	\$224,100	\$171,000	- 23.7%	\$160,920	\$215,244	+ 33.8%
Percent of List Price Received*	93.5%	101.6%	+ 8.7%	96.6%	97.2%	+ 0.6%
Days on Market Until Sale	170	111	- 34.7%	92	78	- 15.2%
Inventory of Homes for Sale	7	17	+ 142.9%	--	--	--
Months Supply of Inventory	1.6	3.7	+ 131.3%	--	--	--

* 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	October			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 10-2021	Thru 10-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$128,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$128,000	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	102.4%	--
Days on Market Until Sale	0	0	--	0	298	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
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

