

Monthly Indicators



October 2023

Percent changes calculated using year-over-year comparisons.

New Listings were down 27.3 percent for single family homes but increased 42.9 percent for townhouse-condo properties. Pending Sales increased 9.1 percent for single family homes and 100.0 percent for townhouse-condo properties.

The Median Sales Price was up 5.4 percent to \$310,000 for single family homes and 12.9 percent to \$325,000 for townhouse-condo properties. Days on Market increased 16.0 percent for single family homes and 1.5 percent for townhouse-condo properties.

Total housing inventory going into October was at 1.13 million units, up 2.7% from the previous month but down 8.1% compared to the same time last year, for a 3.4 months' supply at the current sales pace, according to NAR. The shortage of homes for sale is making it harder for buyers to find a home to purchase while at the same time pushing sales prices higher nationwide, with the median existing-home sales price rising 2.8% annually to \$394,300, the third consecutive month of year-over-year price increases.

Activity Snapshot

- 31.0%	+ 5.8%	- 8.4%
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	10-2022	10-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		333	242	- 27.3%	3,536	2,908	- 17.8%
Pending Sales		164	179	+ 9.1%	2,473	2,005	- 18.9%
Sold Listings		204	142	- 30.4%	2,563	1,930	- 24.7%
Median Sales Price		\$294,036	\$310,000	+ 5.4%	\$313,950	\$309,950	- 1.3%
Avg. Sales Price		\$312,218	\$325,592	+ 4.3%	\$322,264	\$319,292	- 0.9%
Pct. of List Price Received		98.2%	97.4%	- 0.8%	99.5%	98.3%	- 1.2%
Days on Market		75	87	+ 16.0%	64	84	+ 31.3%
Affordability Index		93	83	- 10.8%	87	83	- 4.6%
Active Listings		722	649	- 10.1%	--	--	--
Months Supply		2.8	3.5	+ 25.0%	--	--	--

Townhouse-Condo Market Overview

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

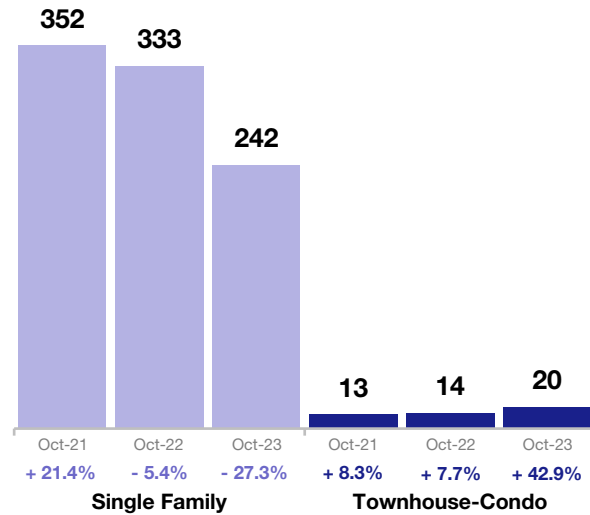


Key Metrics	Historical Sparkbars	10-2022	10-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		14	20	+ 42.9%	123	129	+ 4.9%
Pending Sales		4	8	+ 100.0%	99	77	- 22.2%
Sold Listings		9	5	- 44.4%	102	71	- 30.4%
Median Sales Price		\$287,900	\$325,000	+ 12.9%	\$260,000	\$285,000	+ 9.6%
Avg. Sales Price		\$294,978	\$326,300	+ 10.6%	\$269,243	\$285,037	+ 5.9%
Pct. of List Price Received		97.4%	98.1%	+ 0.7%	99.6%	98.7%	- 0.9%
Days on Market		66	67	+ 1.5%	49	71	+ 44.9%
Affordability Index		95	79	- 16.8%	105	90	- 14.3%
Active Listings		20	31	+ 55.0%	--	--	--
Months Supply		2.0	4.6	+ 130.0%	--	--	--

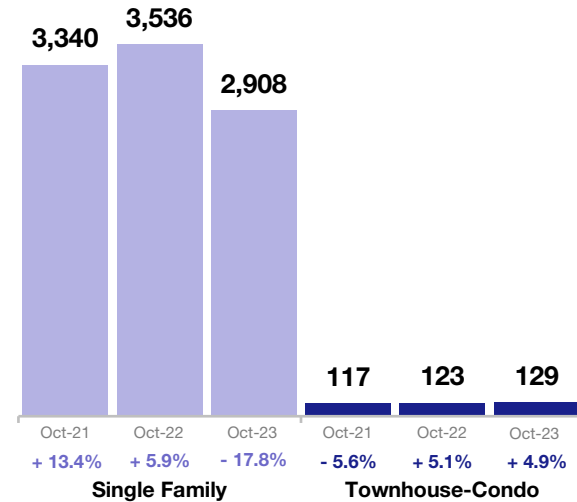
New Listings



October

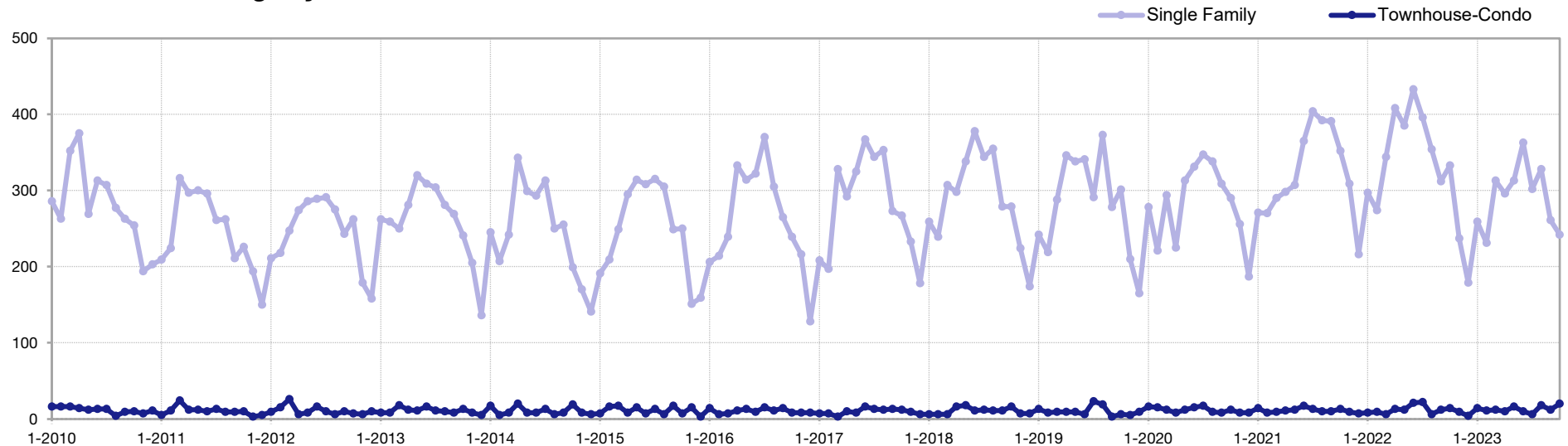


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2022	237	-23.3%	9	0.0%
Dec-2022	179	-17.1%	4	-42.9%
Jan-2023	259	-12.8%	14	+75.0%
Feb-2023	231	-15.7%	11	+22.2%
Mar-2023	313	-9.0%	12	+100.0%
Apr-2023	296	-27.5%	10	-23.1%
May-2023	313	-18.7%	16	+33.3%
Jun-2023	363	-16.2%	10	-52.4%
Jul-2023	302	-23.7%	6	-72.7%
Aug-2023	328	-7.3%	18	+200.0%
Sep-2023	261	-16.3%	12	0.0%
Oct-2023	242	-27.3%	20	+42.9%

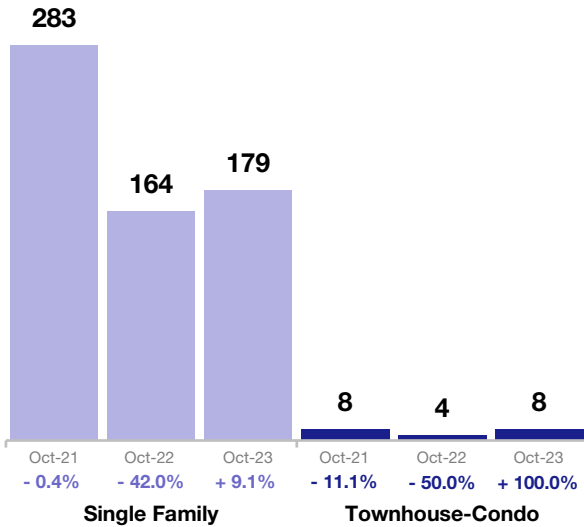
Historical New Listings by Month



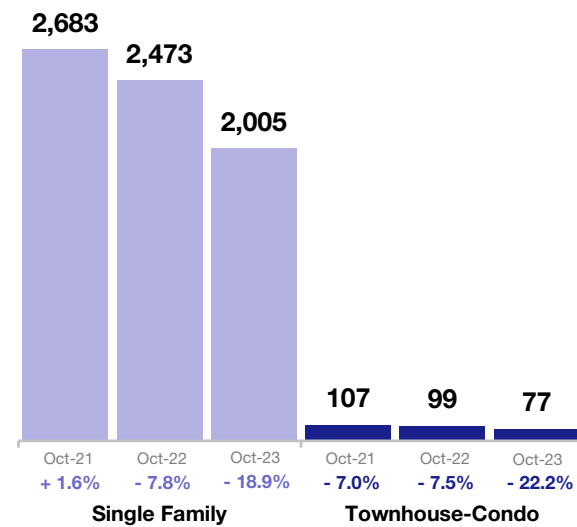
Pending Sales



October

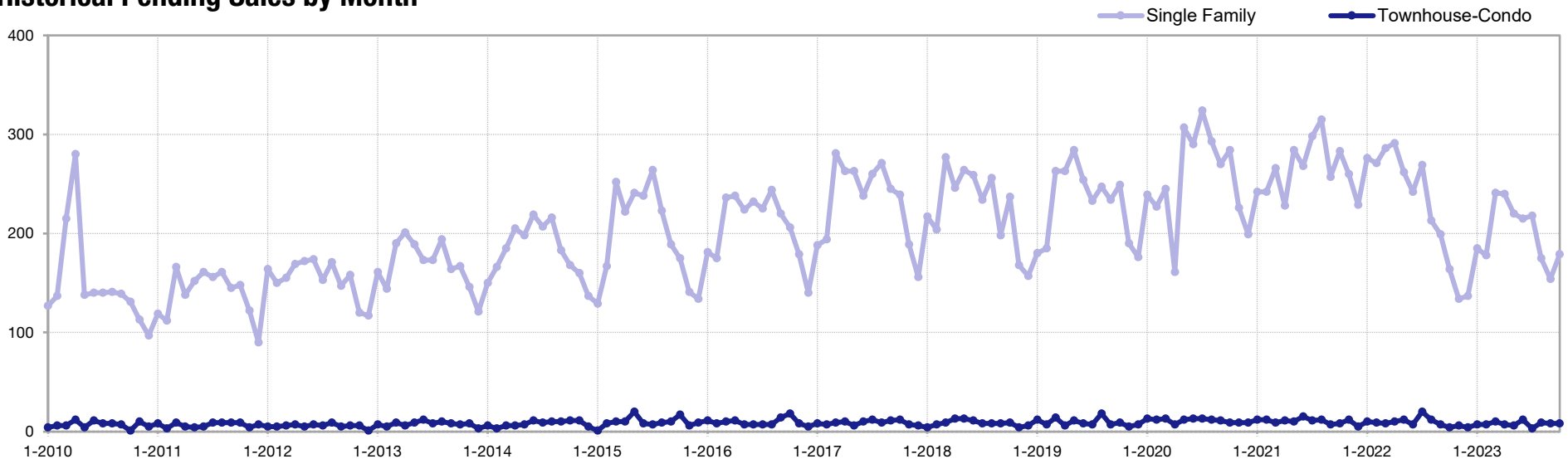


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2022	134	-48.5%	6	-50.0%
Dec-2022	137	-40.2%	4	-20.0%
Jan-2023	185	-33.0%	7	-30.0%
Feb-2023	178	-34.3%	7	-22.2%
Mar-2023	241	-15.7%	10	+25.0%
Apr-2023	240	-17.5%	7	-30.0%
May-2023	220	-16.0%	6	-50.0%
Jun-2023	215	-11.2%	12	+71.4%
Jul-2023	218	-19.0%	3	-85.0%
Aug-2023	175	-17.8%	9	-25.0%
Sep-2023	154	-22.6%	8	+14.3%
Oct-2023	179	+9.1%	8	+100.0%

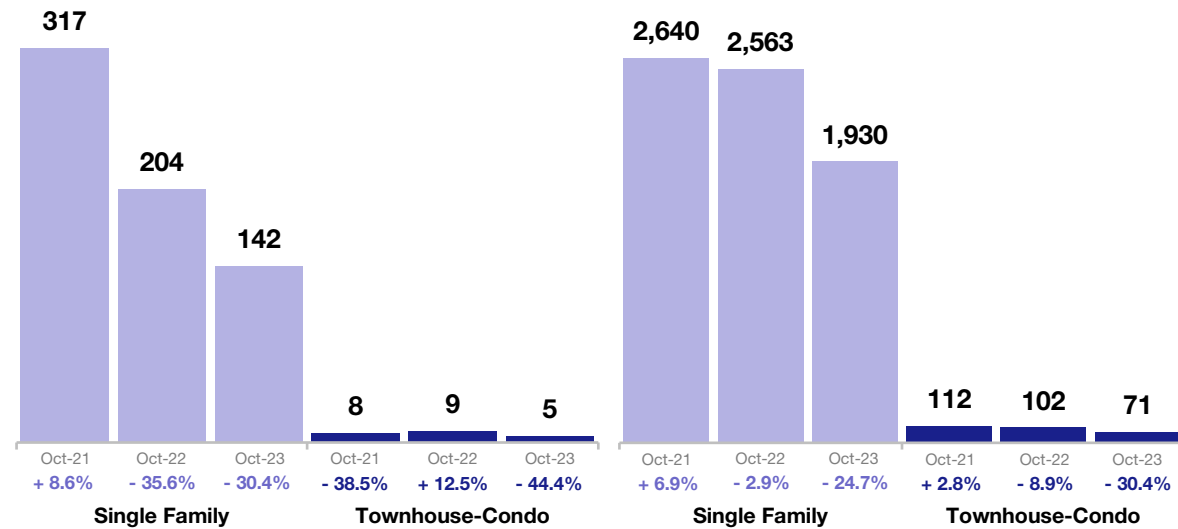
Historical Pending Sales by Month



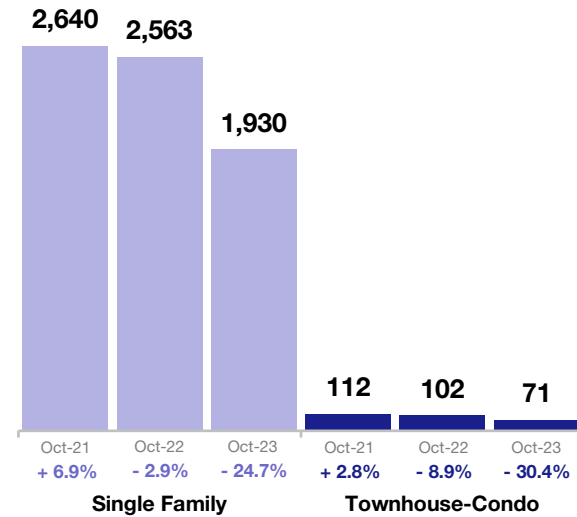
Sold Listings



October

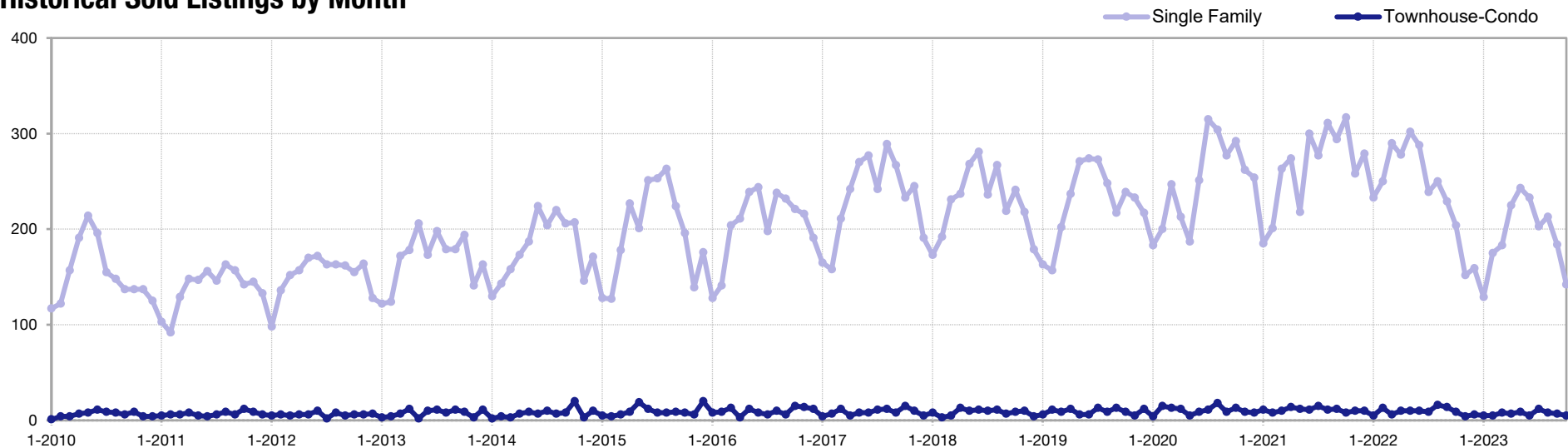


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2022	152	-41.1%	4	-60.0%
Dec-2022	159	-43.0%	6	-40.0%
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	243	-19.5%	9	-10.0%
Jun-2023	233	-19.1%	5	-50.0%
Jul-2023	203	-15.1%	12	+33.3%
Aug-2023	213	-14.8%	8	-50.0%
Sep-2023	184	-19.7%	7	-50.0%
Oct-2023	142	-30.4%	5	-44.4%

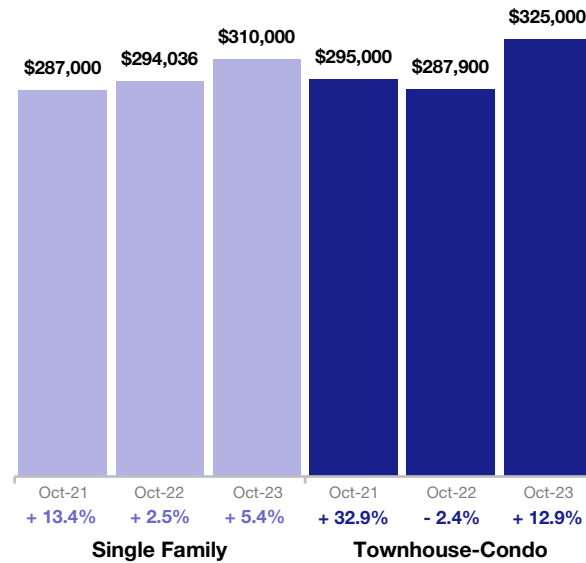
Historical Sold Listings by Month



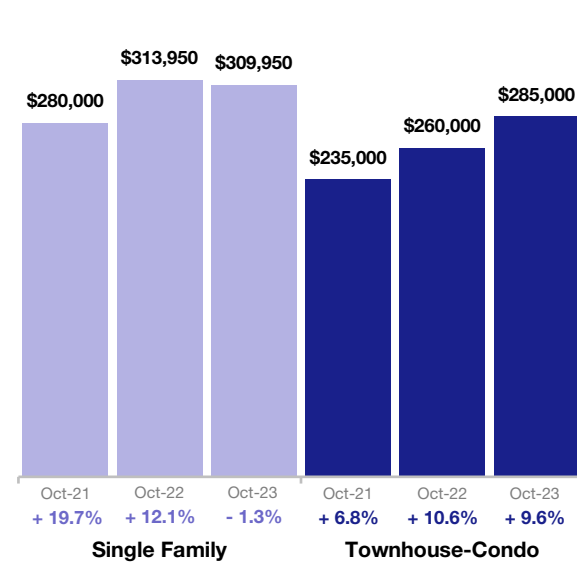
Median Sales Price



October

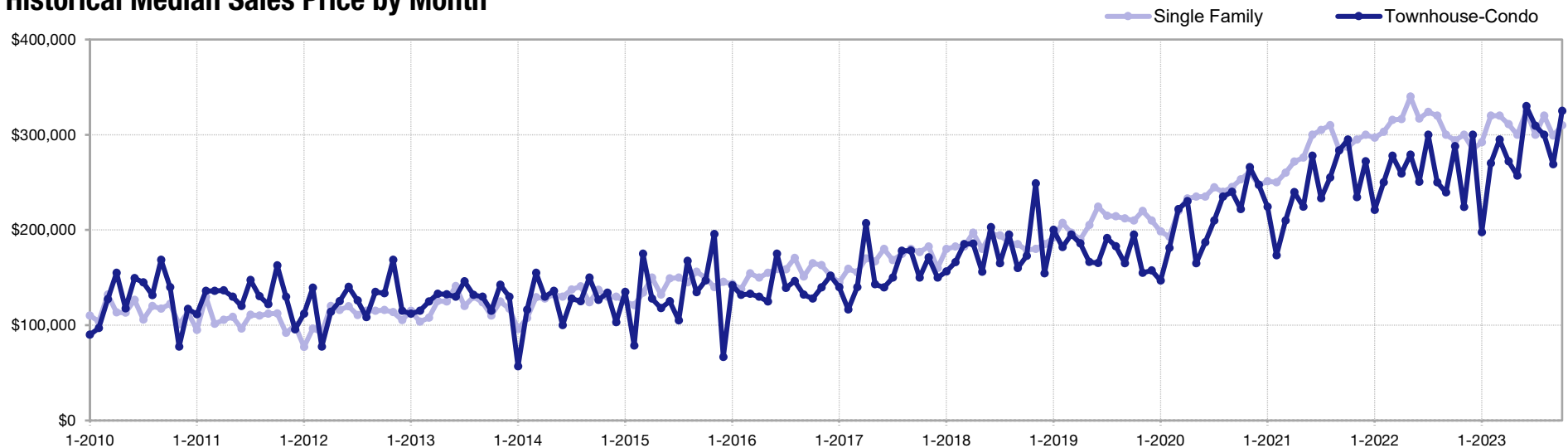


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2022	\$300,000	+1.7%	\$224,000	-4.5%
Dec-2022	\$285,000	-5.0%	\$300,000	+10.3%
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	\$300,000	-7.3%	\$309,275	+3.1%
Aug-2023	\$320,000	0.0%	\$300,000	+20.0%
Sep-2023	\$299,000	-0.3%	\$268,900	+12.3%
Oct-2023	\$310,000	+5.4%	\$325,000	+12.9%

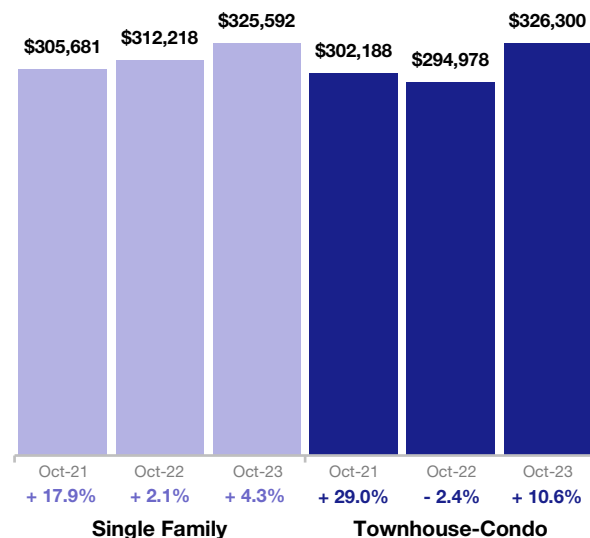
Historical Median Sales Price by Month



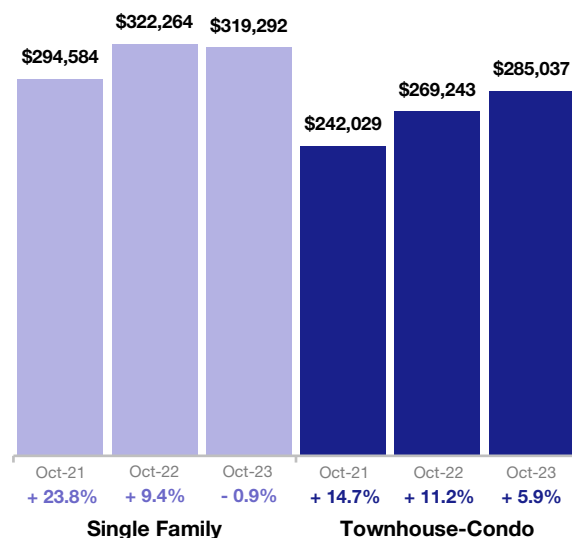
Average Sales Price



October

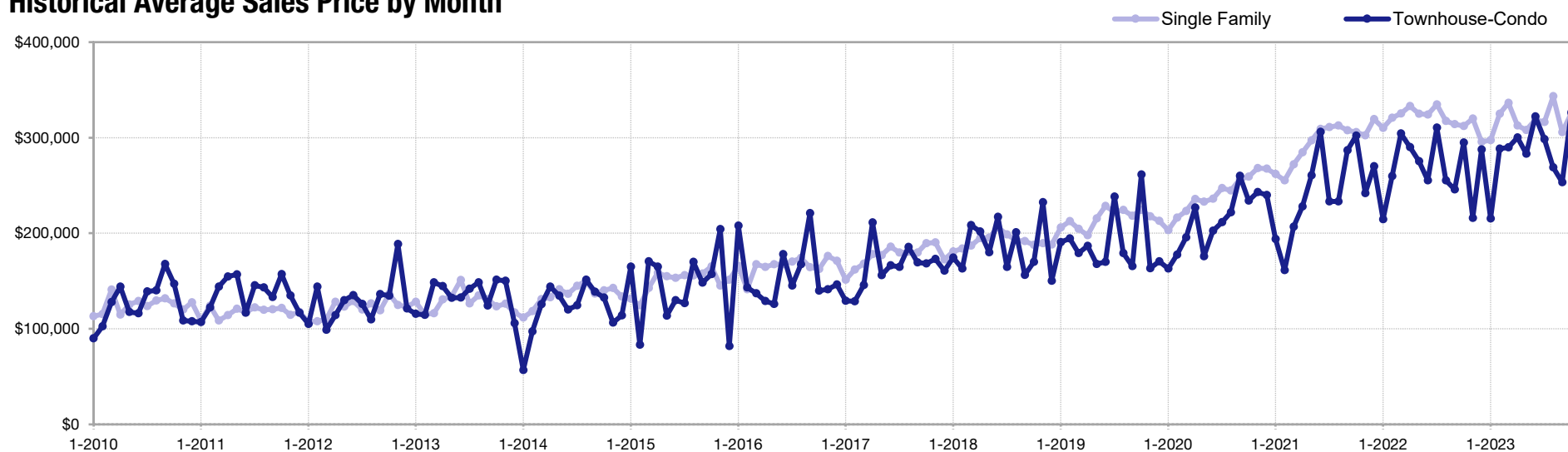


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2022	\$320,004	+5.8%	\$216,125	-10.6%
Dec-2022	\$295,732	-7.4%	\$287,650	+6.5%
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	\$308,033	-5.2%	\$283,172	+2.8%
Jun-2023	\$318,916	-1.6%	\$322,200	+26.2%
Jul-2023	\$316,508	-5.5%	\$298,579	-3.9%
Aug-2023	\$343,307	+8.1%	\$268,919	+5.3%
Sep-2023	\$305,899	-2.6%	\$253,271	+3.0%
Oct-2023	\$325,592	+4.3%	\$326,300	+10.6%

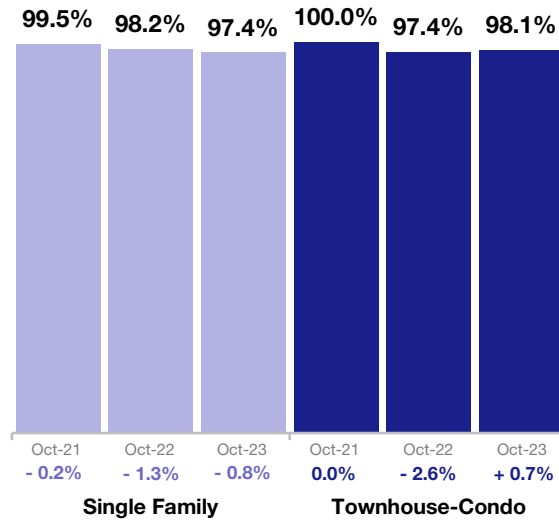
Historical Average Sales Price by Month



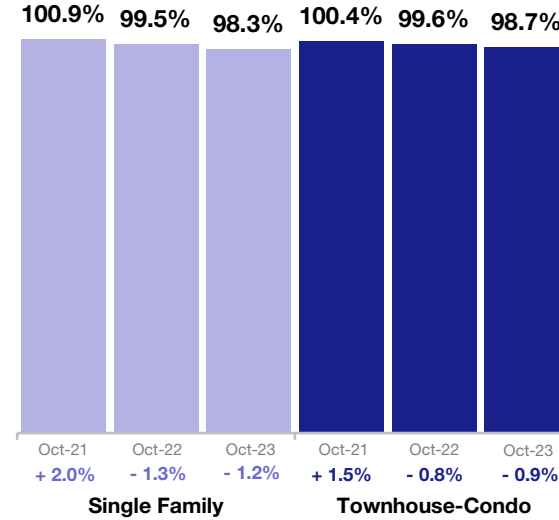
Percent of List Price Received



October

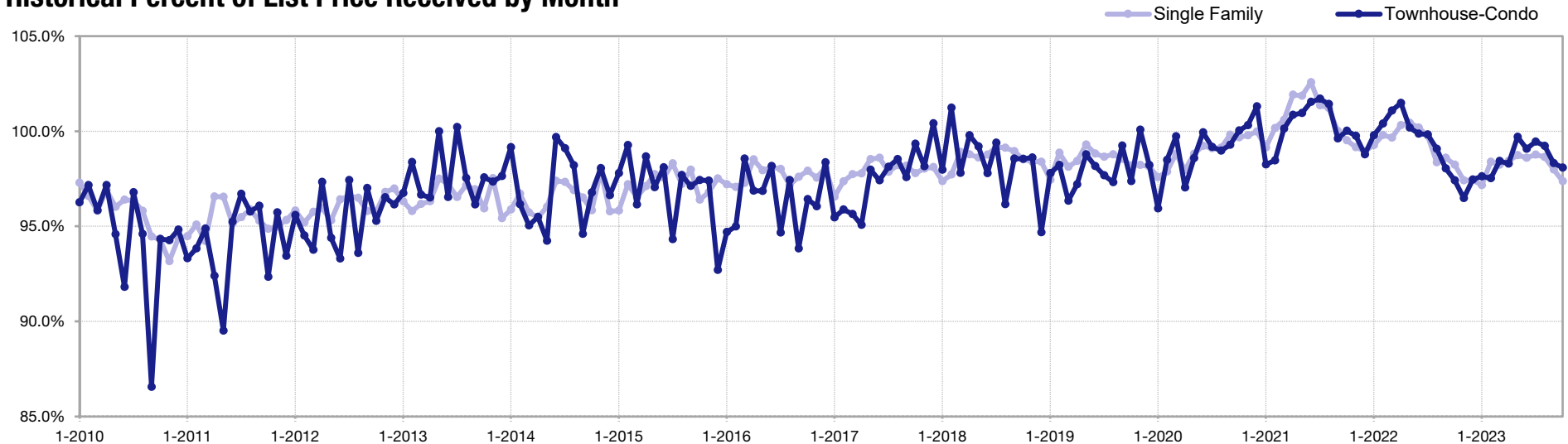


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2022	97.4%	-1.8%	96.5%	-3.3%
Dec-2022	97.4%	-1.5%	97.5%	-1.3%
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	98.7%	-1.7%	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	98.0%	-0.6%	98.3%	+0.2%
Oct-2023	97.4%	-0.8%	98.1%	+0.7%

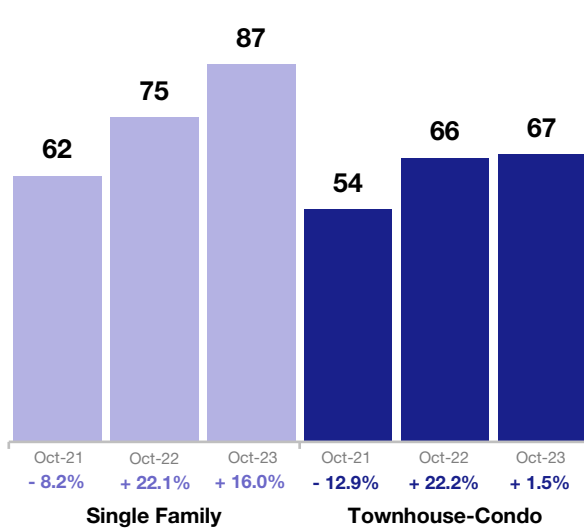
Historical Percent of List Price Received by Month



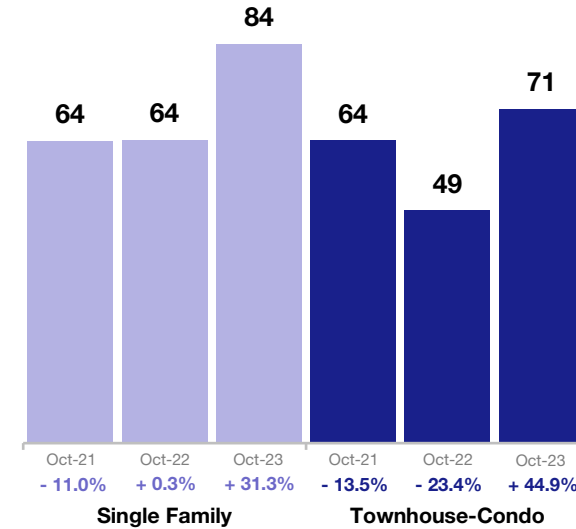
Days on Market Until Sale



October

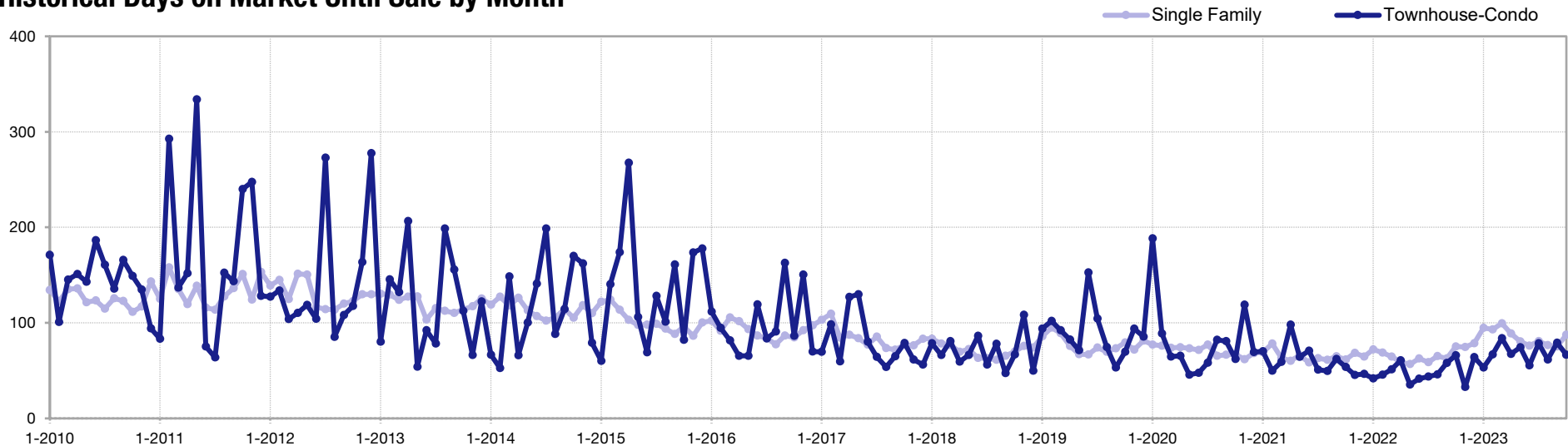


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2022	75	+8.7%	33	-28.3%
Dec-2022	79	+21.5%	64	+39.1%
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	80	+40.4%	74	+111.4%
Jun-2023	76	+20.6%	55	+34.1%
Jul-2023	81	+37.3%	79	+79.5%
Aug-2023	77	+18.5%	62	+34.8%
Sep-2023	75	+19.0%	79	+36.2%
Oct-2023	87	+16.0%	67	+1.5%

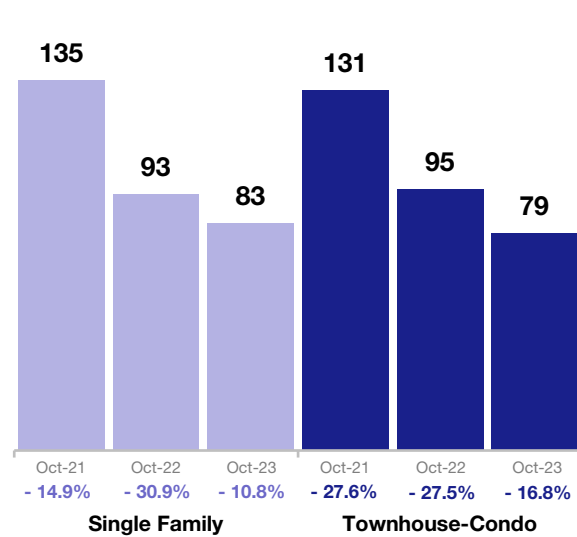
Historical Days on Market Until Sale by Month



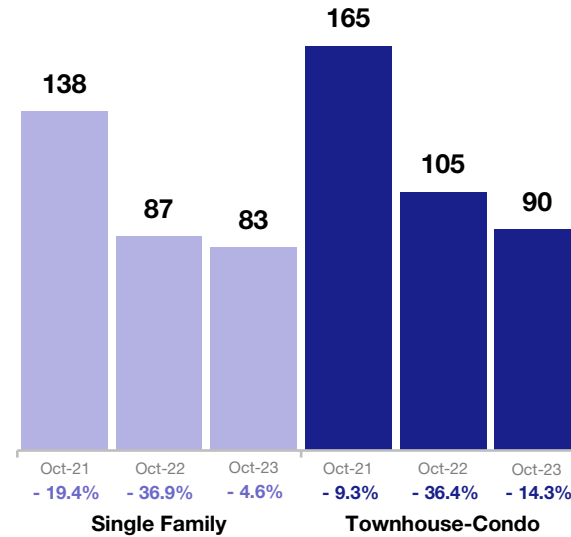
Housing Affordability Index



October

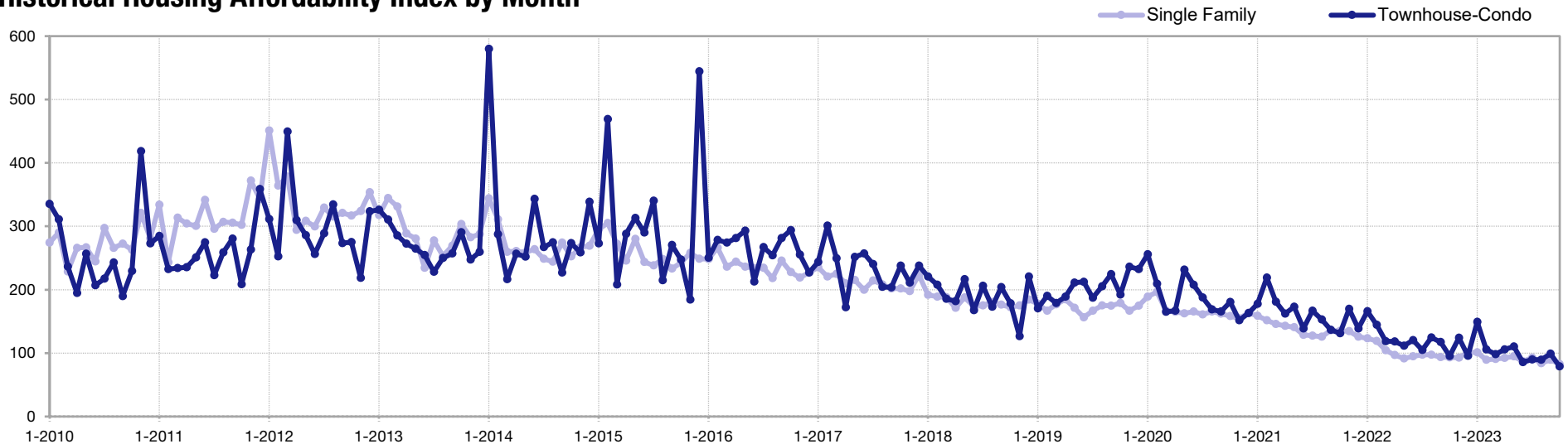


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2022	93	-31.1%	124	-27.1%
Dec-2022	101	-19.8%	96	-30.9%
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	93	-4.1%	90	-14.3%
Aug-2023	84	-13.4%	90	-28.0%
Sep-2023	89	-5.3%	99	-15.4%
Oct-2023	83	-10.8%	79	-16.8%

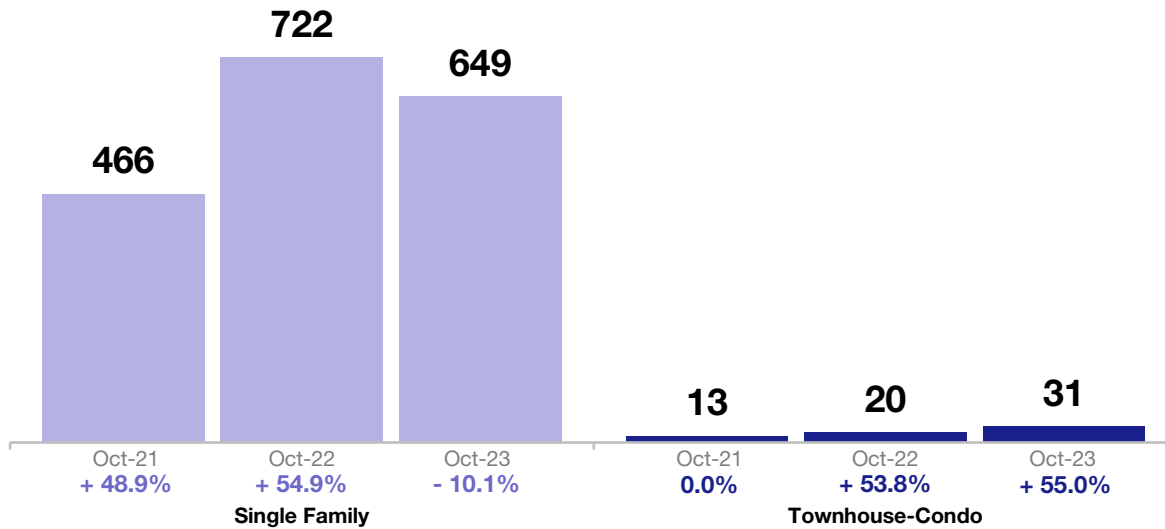
Historical Housing Affordability Index by Month



Inventory of Active Listings

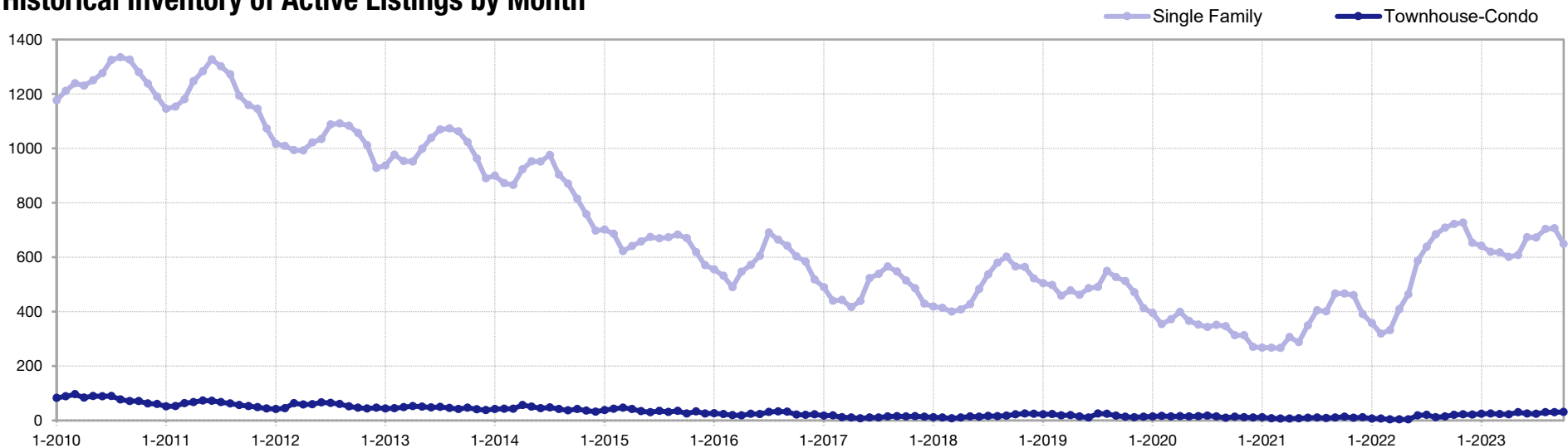


October



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2022	727	+58.0%	22	+120.0%
Dec-2022	653	+67.0%	21	+75.0%
Jan-2023	642	+79.3%	24	+242.9%
Feb-2023	619	+94.0%	25	+257.1%
Mar-2023	617	+85.8%	23	+475.0%
Apr-2023	601	+46.9%	22	+450.0%
May-2023	608	+31.3%	30	+650.0%
Jun-2023	673	+14.8%	25	+38.9%
Jul-2023	672	+5.3%	24	+20.0%
Aug-2023	703	+2.8%	30	+150.0%
Sep-2023	706	-0.3%	30	+114.3%
Oct-2023	649	-10.1%	31	+55.0%

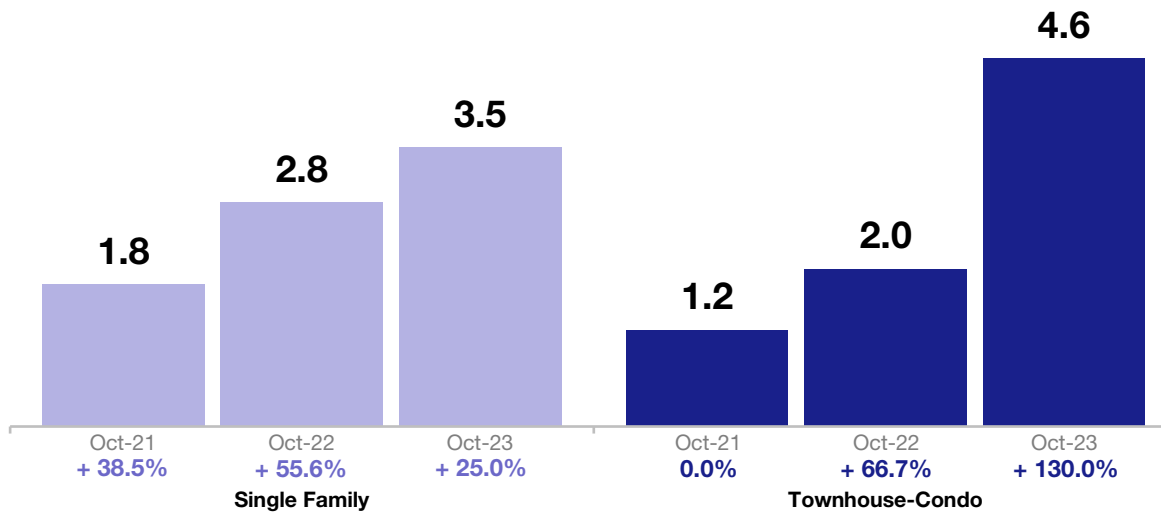
Historical Inventory of Active Listings by Month



Months Supply of Inventory

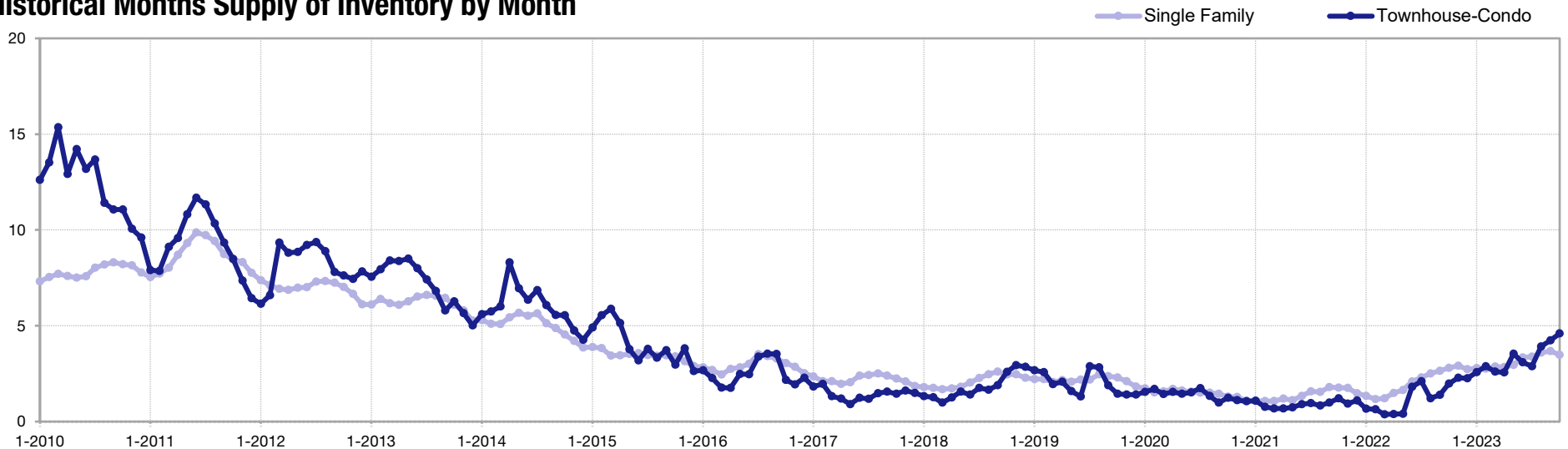


October



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-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	2.8	+133.3%	2.9	+383.3%
Mar-2023	2.9	+141.7%	2.6	+550.0%
Apr-2023	2.8	+86.7%	2.6	+550.0%
May-2023	2.9	+81.3%	3.5	+775.0%
Jun-2023	3.3	+57.1%	3.1	+72.2%
Jul-2023	3.4	+47.8%	2.9	+38.1%
Aug-2023	3.6	+44.0%	3.9	+225.0%
Sep-2023	3.7	+42.3%	4.2	+200.0%
Oct-2023	3.5	+25.0%	4.6	+130.0%

Historical Months Supply of Inventory by Month



Total Market Overview

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



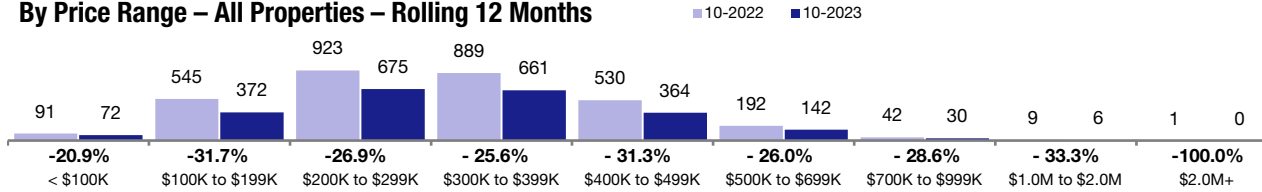
Key Metrics	Historical Sparkbars	10-2022	10-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		347	262	- 24.5%	3,659	3,037	- 17.0%
Pending Sales		168	187	+ 11.3%	2,572	2,082	- 19.1%
Sold Listings		213	147	- 31.0%	2,665	2,001	- 24.9%
Median Sales Price		\$293,071	\$310,000	+ 5.8%	\$309,000	\$306,900	- 0.7%
Avg. Sales Price		\$311,490	\$325,616	+ 4.5%	\$320,233	\$318,075	- 0.7%
Pct. of List Price Received		98.2%	97.4%	- 0.8%	99.5%	98.3%	- 1.2%
Days on Market		75	87	+ 16.0%	64	84	+ 31.3%
Affordability Index		93	83	- 10.8%	89	84	- 5.6%
Active Listings		742	680	- 8.4%	--	--	--
Months Supply		2.8	3.5	+ 25.0%	--	--	--

Sold Listings

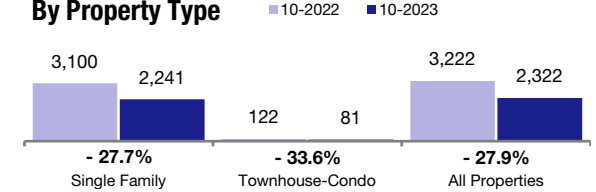
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	10-2022	10-2023	Change	10-2022	10-2023	Change
\$99,999 and Below	90	72	-20.0%	1	0	-100.0%
\$100,000 to \$199,999	520	359	-31.0%	25	13	-48.0%
\$200,000 to \$299,999	861	640	-25.7%	62	35	-43.5%
\$300,000 to \$399,999	863	634	-26.5%	26	27	+3.8%
\$400,000 to \$499,999	525	359	-31.6%	5	5	0.0%
\$500,000 to \$699,999	189	141	-25.4%	3	1	-66.7%
\$700,000 to \$999,999	42	30	-28.6%	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	--
All Price Ranges	3,100	2,241	-27.7%	122	81	-33.6%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	9-2023	10-2023	Change	9-2023	10-2023	Change
	8	8	0.0%	0	0	--
	35	22	-37.1%	1	0	-100.0%
	49	36	-26.5%	5	1	-80.0%
	55	39	-29.1%	1	3	+200.0%
	21	21	0.0%	0	1	--
	13	13	0.0%	0	0	--
	3	2	-33.3%	0	0	--
	0	1	--	0	0	--
	0	0	--	0	0	--
All Price Ranges	184	142	-22.8%	7	5	-28.6%

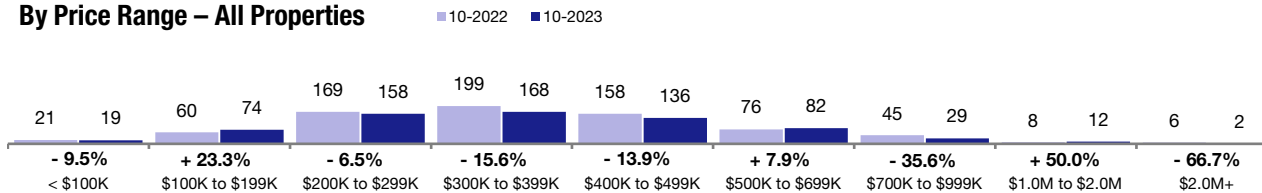
Year to Date

	Single Family			Townhouse-Condo		
	10-2022	10-2023	Change	10-2022	10-2023	Change
	80	63	-21.3%	1	0	-100.0%
	425	302	-28.9%	20	10	-50.0%
	693	548	-20.9%	54	31	-42.6%
	715	553	-22.7%	19	24	+26.3%
	444	306	-31.1%	5	5	0.0%
	159	126	-20.8%	3	1	-66.7%
	39	26	-33.3%	0	0	--
	7	6	-14.3%	0	0	--
	1	0	-100.0%	0	0	--
All Price Ranges	2,563	1,930	-24.7%	102	71	-30.4%

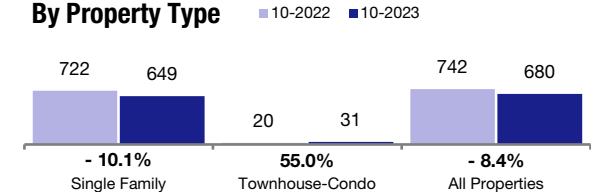
Inventory of Active Listings

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		
	10-2022	10-2023	Change	10-2022	10-2023	Change
\$99,999 and Below	21	19	-9.5%	0	0	--
\$100,000 to \$199,999	57	74	+29.8%	3	0	-100.0%
\$200,000 to \$299,999	165	147	-10.9%	4	11	+175.0%
\$300,000 to \$399,999	189	151	-20.1%	10	17	+70.0%
\$400,000 to \$499,999	155	133	-14.2%	3	3	0.0%
\$500,000 to \$699,999	76	82	+7.9%	0	0	--
\$700,000 to \$999,999	45	29	-35.6%	0	0	--
\$1,000,000 to \$1,999,999	8	12	+50.0%	0	0	--
\$2,000,000 and Above	6	2	-66.7%	0	0	--
All Price Ranges	722	649	-10.1%	20	31	+55.0%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	9-2023	10-2023	Change	9-2023	10-2023	Change
	21	19	-9.5%	0	0	--
	80	74	-7.5%	3	0	-100.0%
	162	147	-9.3%	12	11	-8.3%
	164	151	-7.9%	10	17	+70.0%
	135	133	-1.5%	4	3	-25.0%
	93	82	-11.8%	1	0	-100.0%
	37	29	-21.6%	0	0	--
	12	12	0.0%	0	0	--
	2	2	0.0%	0	0	--
All Price Ranges	706	649	-8.1%	30	31	+3.3%

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 October 2023

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Pueblo County

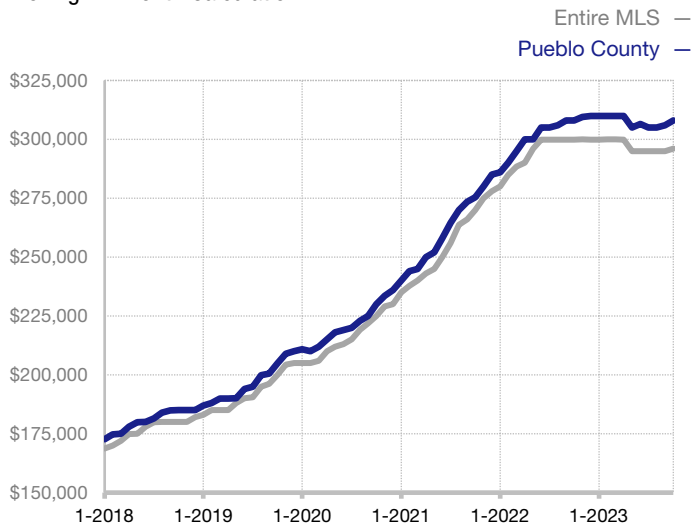
Single Family	October			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	329	235	- 28.6%	3,448	2,843	- 17.5%
Sold Listings	195	140	- 28.2%	2,515	1,894	- 24.7%
Median Sales Price*	\$295,000	\$310,000	+ 5.1%	\$311,000	\$310,000	- 0.3%
Average Sales Price*	\$302,895	\$325,399	+ 7.4%	\$321,662	\$319,385	- 0.7%
Percent of List Price Received*	98.3%	97.6%	- 0.7%	99.6%	98.4%	- 1.2%
Days on Market Until Sale	75	87	+ 16.0%	64	84	+ 31.3%
Inventory of Homes for Sale	692	625	- 9.7%	--	--	--
Months Supply of Inventory	2.7	3.4	+ 25.9%	--	--	--

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

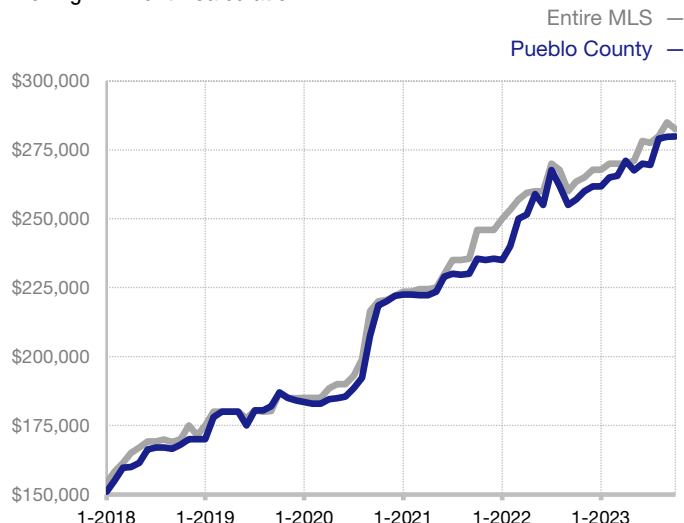
Townhouse/Condo	October			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	14	20	+ 42.9%	119	126	+ 5.9%
Sold Listings	9	5	- 44.4%	98	70	- 28.6%
Median Sales Price*	\$287,900	\$325,000	+ 12.9%	\$260,000	\$287,500	+ 10.6%
Average Sales Price*	\$294,978	\$326,300	+ 10.6%	\$271,012	\$285,252	+ 5.3%
Percent of List Price Received*	97.4%	98.1%	+ 0.7%	99.5%	98.7%	- 0.8%
Days on Market Until Sale	66	67	+ 1.5%	50	70	+ 40.0%
Inventory of Homes for Sale	20	29	+ 45.0%	--	--	--
Months Supply of Inventory	2.0	4.4	+ 120.0%	--	--	--

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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 2023

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Arkansas Valley/Otero County

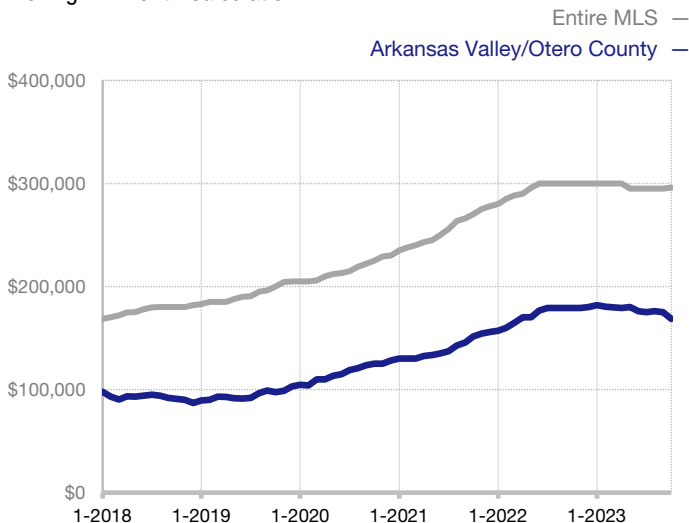
Single Family	October			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	65	54	- 16.9%	510	486	- 4.7%
Sold Listings	27	41	+ 51.9%	348	304	- 12.6%
Median Sales Price*	\$182,000	\$153,000	- 15.9%	\$180,000	\$165,000	- 8.3%
Average Sales Price*	\$169,246	\$190,822	+ 12.7%	\$202,133	\$184,359	- 8.8%
Percent of List Price Received*	98.4%	95.3%	- 3.2%	95.9%	93.6%	- 2.4%
Days on Market Until Sale	83	111	+ 33.7%	86	105	+ 22.1%
Inventory of Homes for Sale	157	161	+ 2.5%	--	--	--
Months Supply of Inventory	4.4	5.4	+ 22.7%	--	--	--

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

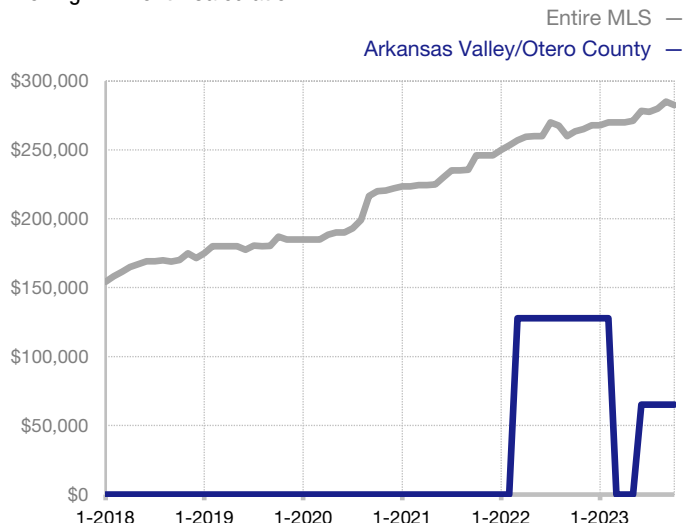
Townhouse/Condo	October			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	1	1	0.0%
Median Sales Price*	\$0	\$0	--	\$128,000	\$65,000	- 49.2%
Average Sales Price*	\$0	\$0	--	\$128,000	\$65,000	- 49.2%
Percent of List Price Received*	0.0%	0.0%	--	102.4%	72.2%	- 29.5%
Days on Market Until Sale	0	0	--	298	71	- 76.2%
Inventory of Homes for Sale	0	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 2023

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Fowler

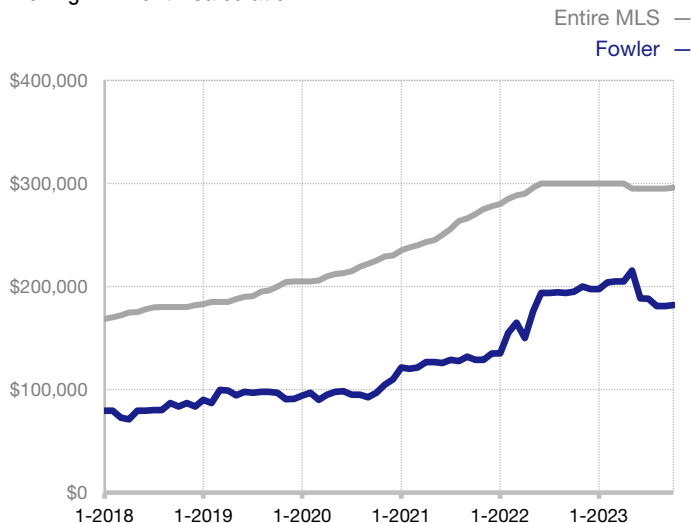
Single Family	October			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	2	6	+ 200.0%	34	30	- 11.8%
Sold Listings	1	2	+ 100.0%	32	15	- 53.1%
Median Sales Price*	\$60,500	\$187,000	+ 209.1%	\$197,450	\$182,000	- 7.8%
Average Sales Price*	\$60,500	\$187,000	+ 209.1%	\$209,613	\$192,187	- 8.3%
Percent of List Price Received*	106.7%	96.6%	- 9.5%	99.9%	94.4%	- 5.5%
Days on Market Until Sale	40	109	+ 172.5%	93	144	+ 54.8%
Inventory of Homes for Sale	10	8	- 20.0%	--	--	--
Months Supply of Inventory	3.2	4.2	+ 31.3%	--	--	--

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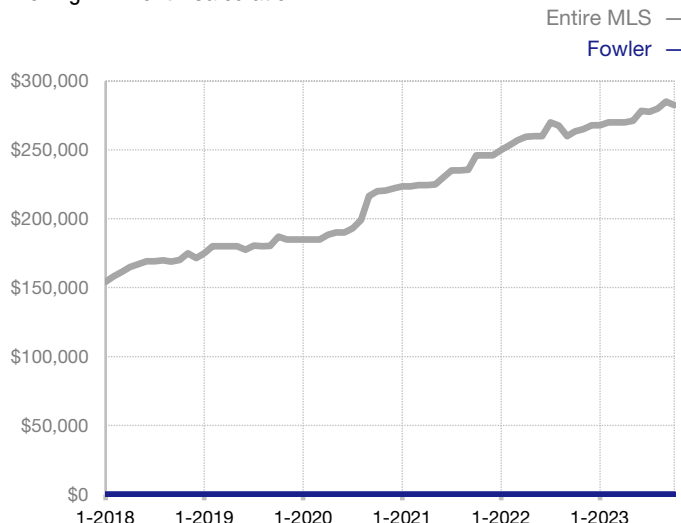
Townhouse/Condo	October			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 October 2023

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Huerfano County

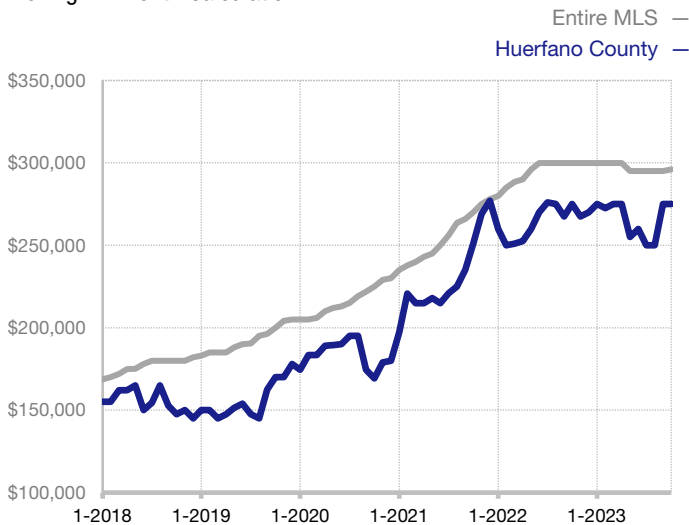
Single Family	October			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	10	13	+ 30.0%	126	127	+ 0.8%
Sold Listings	6	9	+ 50.0%	81	67	- 17.3%
Median Sales Price*	\$345,000	\$325,000	- 5.8%	\$275,000	\$275,000	0.0%
Average Sales Price*	\$948,167	\$328,194	- 65.4%	\$372,038	\$339,521	- 8.7%
Percent of List Price Received*	93.3%	91.2%	- 2.3%	96.1%	94.3%	- 1.9%
Days on Market Until Sale	83	134	+ 61.4%	115	156	+ 35.7%
Inventory of Homes for Sale	64	64	0.0%	--	--	--
Months Supply of Inventory	7.5	10.2	+ 36.0%	--	--	--

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

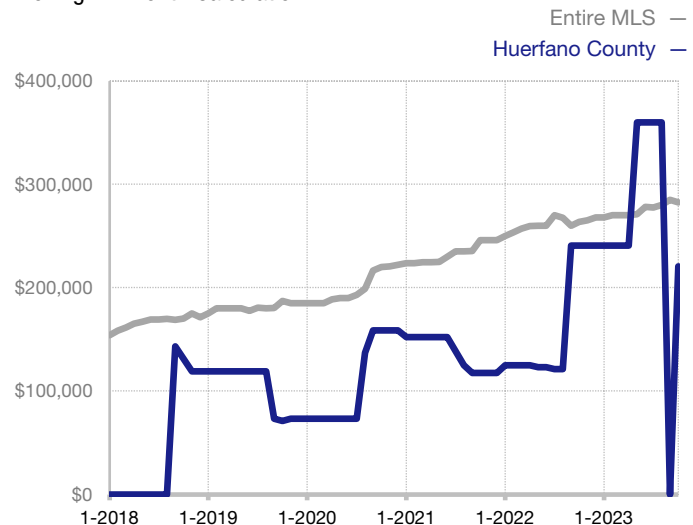
Townhouse/Condo	October			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	0	0	--	2	2	0.0%
Sold Listings	0	2	--	2	2	0.0%
Median Sales Price*	\$0	\$220,500	--	\$240,525	\$220,500	- 8.3%
Average Sales Price*	\$0	\$220,500	--	\$240,525	\$220,500	- 8.3%
Percent of List Price Received*	0.0%	98.8%	--	100.4%	98.8%	- 1.6%
Days on Market Until Sale	0	216	--	48	216	+ 350.0%
Inventory of Homes for Sale	0	1	--	--	--	--
Months Supply of Inventory	0.0	0.5	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for October 2023

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La Junta

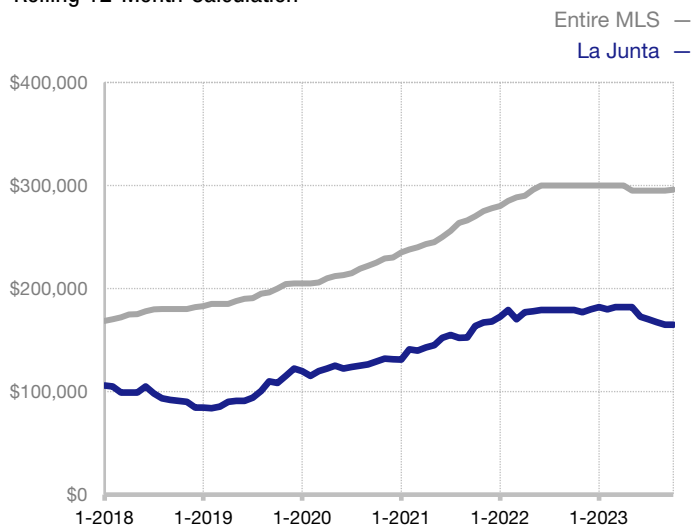
Single Family	October			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	9	15	+ 66.7%	105	133	+ 26.7%
Sold Listings	6	11	+ 83.3%	81	69	- 14.8%
Median Sales Price*	\$200,000	\$200,000	0.0%	\$177,000	\$163,000	- 7.9%
Average Sales Price*	\$203,167	\$209,974	+ 3.4%	\$205,786	\$175,403	- 14.8%
Percent of List Price Received*	96.6%	94.5%	- 2.2%	95.0%	94.2%	- 0.8%
Days on Market Until Sale	89	119	+ 33.7%	86	92	+ 7.0%
Inventory of Homes for Sale	22	46	+ 109.1%	--	--	--
Months Supply of Inventory	2.5	6.8	+ 172.0%	--	--	--

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

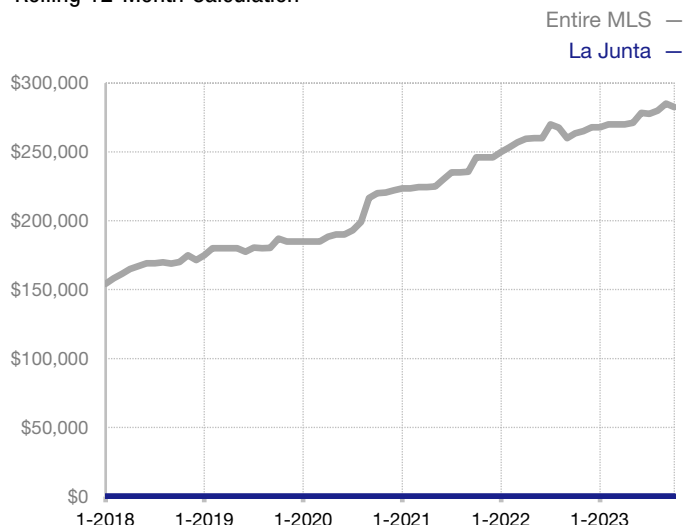
Townhouse/Condo	October			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 October 2023

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Lamar

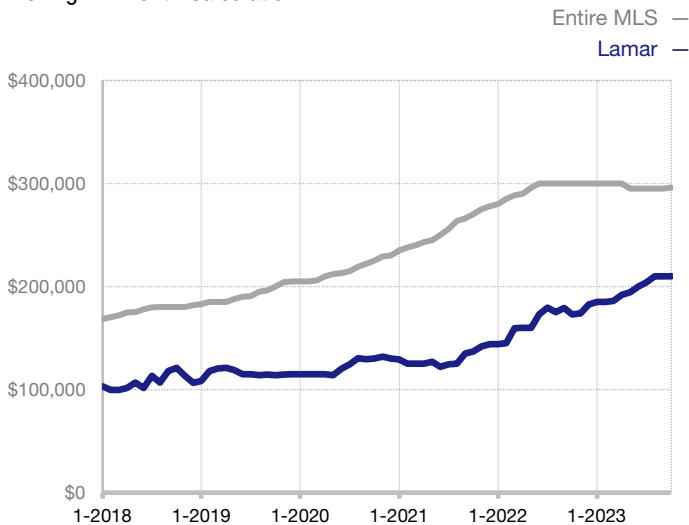
Single Family	October			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	6	2	- 66.7%	83	71	- 14.5%
Sold Listings	2	3	+ 50.0%	50	58	+ 16.0%
Median Sales Price*	\$138,750	\$169,000	+ 21.8%	\$174,000	\$207,500	+ 19.3%
Average Sales Price*	\$138,750	\$154,000	+ 11.0%	\$195,232	\$231,905	+ 18.8%
Percent of List Price Received*	93.4%	100.7%	+ 7.8%	96.2%	95.4%	- 0.8%
Days on Market Until Sale	51	48	- 5.9%	65	93	+ 43.1%
Inventory of Homes for Sale	21	16	- 23.8%	--	--	--
Months Supply of Inventory	3.9	2.7	- 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.

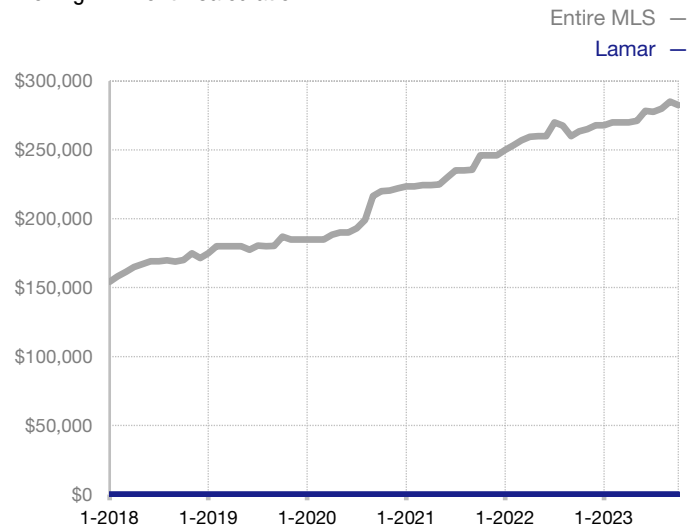
Townhouse/Condo	October			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 October 2023

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Las Animas

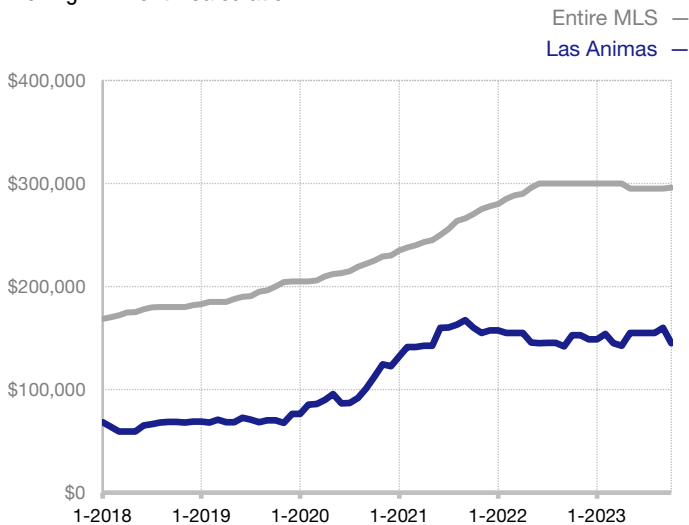
Single Family	October			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	8	4	- 50.0%	48	39	- 18.8%
Sold Listings	6	5	- 16.7%	33	26	- 21.2%
Median Sales Price*	\$201,000	\$139,000	- 30.8%	\$145,000	\$142,000	- 2.1%
Average Sales Price*	\$203,000	\$151,000	- 25.6%	\$158,173	\$165,746	+ 4.8%
Percent of List Price Received*	100.5%	91.8%	- 8.7%	93.6%	93.0%	- 0.6%
Days on Market Until Sale	78	133	+ 70.5%	95	120	+ 26.3%
Inventory of Homes for Sale	15	13	- 13.3%	--	--	--
Months Supply of Inventory	4.0	4.6	+ 15.0%	--	--	--

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

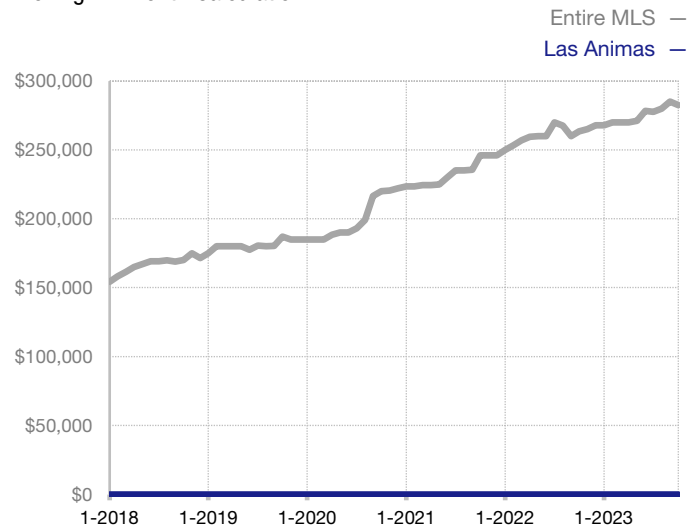
Townhouse/Condo	October			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 October 2023

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Manzanola

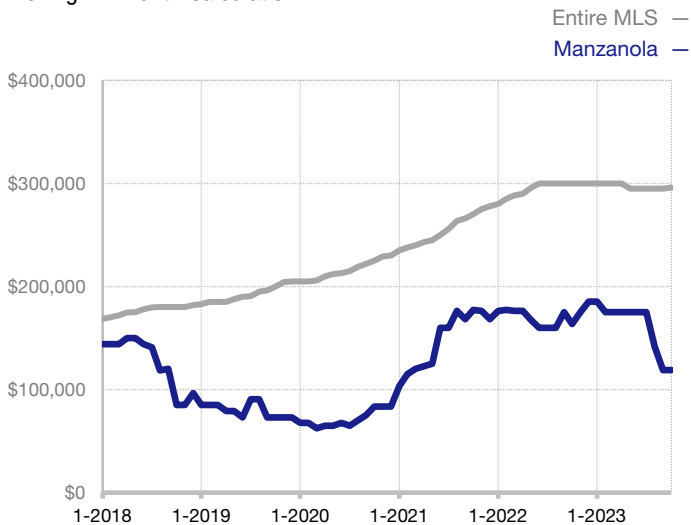
Single Family	October			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	2	0	- 100.0%	10	12	+ 20.0%
Sold Listings	0	0	--	6	6	0.0%
Median Sales Price*	\$0	\$0	--	\$235,000	\$81,500	- 65.3%
Average Sales Price*	\$0	\$0	--	\$230,833	\$99,750	- 56.8%
Percent of List Price Received*	0.0%	0.0%	--	90.9%	85.3%	- 6.2%
Days on Market Until Sale	0	0	--	164	93	- 43.3%
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--
Months Supply of Inventory	1.3	0.6	- 53.8%	--	--	--

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

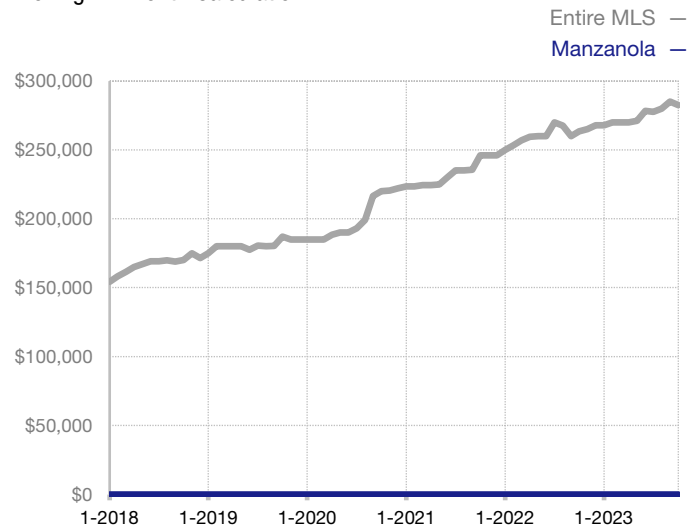
Townhouse/Condo	October			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 October 2023

A Research Tool Provided by the Colorado Association of REALTORS®



Rocky Ford

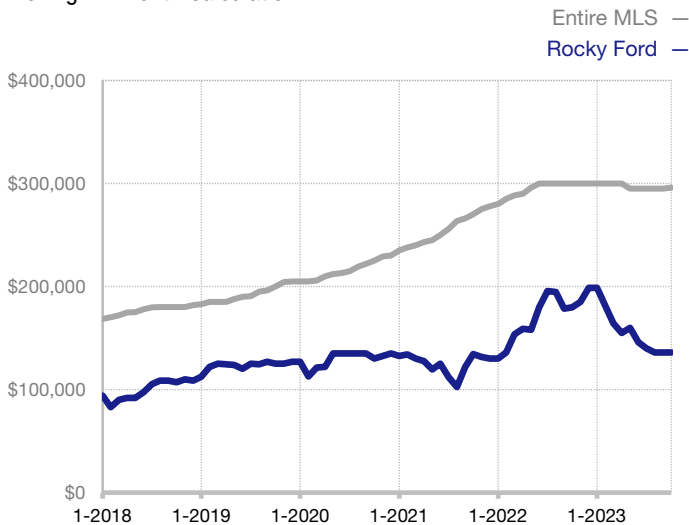
Single Family	October			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	Percent Change from Previous Year
New Listings	5	3	- 40.0%	60	58	- 3.3%
Sold Listings	4	8	+ 100.0%	43	42	- 2.3%
Median Sales Price*	\$200,000	\$180,250	- 9.9%	\$204,500	\$135,500	- 33.7%
Average Sales Price*	\$171,000	\$194,125	+ 13.5%	\$215,244	\$144,210	- 33.0%
Percent of List Price Received*	101.6%	94.7%	- 6.8%	97.2%	92.3%	- 5.0%
Days on Market Until Sale	111	132	+ 18.9%	78	95	+ 21.8%
Inventory of Homes for Sale	19	13	- 31.6%	--	--	--
Months Supply of Inventory	4.1	3.3	- 19.5%	--	--	--

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

Townhouse/Condo	October			Year to Date		
Key Metrics	2022	2023	Percent Change from Previous Year	Thru 10-2022	Thru 10-2023	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	--	--	--	--

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