

Monthly Indicators



February 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 2.2 percent for single family homes but remained flat for townhouse-condo properties. Pending Sales increased 20.9 percent for single family homes but decreased 25.0 percent for townhouse-condo properties.

The Median Sales Price was up 20.6 percent to \$301,000 for single family homes and 29.7 percent to \$225,000 for townhouse-condo properties. Days on Market decreased 10.3 percent for single family homes and 6.0 percent for townhouse-condo properties.

Inventory was at an all-time low of 860,000 as February began, down 17% from a year ago and equivalent to 1.6 months supply. According to Lawrence Yun, Chief Economist at the National Association of REALTORS®, much of the current housing supply is concentrated at the upper end of the market, where inventory is increasing, while homes priced at the lower end of the market are quickly disappearing, leaving many first-time buyers behind. The shortage of homes is boosting demand even further, and with bidding wars common in many markets, it's no surprise sales prices continue to soar.

Activity Snapshot

+ 14.4%	+ 22.4%	- 15.6%
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	2-2021	2-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		270	264	- 2.2%	541	560	+ 3.5%
Pending Sales		244	295	+ 20.9%	485	571	+ 17.7%
Sold Listings		200	227	+ 13.5%	385	453	+ 17.7%
Median Sales Price		\$249,510	\$301,000	+ 20.6%	\$250,000	\$299,900	+ 20.0%
Avg. Sales Price		\$255,267	\$323,704	+ 26.8%	\$258,556	\$314,509	+ 21.6%
Pct. of List Price Received		100.1%	100.0%	- 0.1%	99.7%	99.6%	- 0.1%
Days on Market		78	70	- 10.3%	74	70	- 5.4%
Affordability Index		152	120	- 21.1%	152	121	- 20.4%
Active Listings		261	223	- 14.6%	--	--	--
Months Supply		1.0	0.8	- 20.0%	--	--	--

Townhouse-Condo Market Overview

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

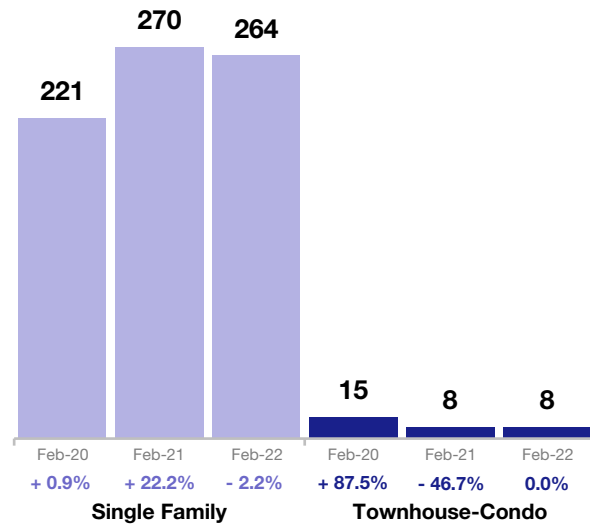


Key Metrics	Historical Sparkbars	2-2021	2-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		8	8	0.0%	22	16	- 27.3%
Pending Sales		12	9	- 25.0%	24	18	- 25.0%
Sold Listings		8	11	+ 37.5%	19	16	- 15.8%
Median Sales Price		\$173,450	\$225,000	+ 29.7%	\$199,900	\$223,500	+ 11.8%
Avg. Sales Price		\$161,463	\$244,264	+ 51.3%	\$180,353	\$235,025	+ 30.3%
Pct. of List Price Received		98.5%	100.4%	+ 1.9%	98.3%	100.2%	+ 1.9%
Days on Market		50	47	- 6.0%	62	45	- 27.4%
Affordability Index		219	161	- 26.5%	190	162	- 14.7%
Active Listings		8	4	- 50.0%	--	--	--
Months Supply		0.8	0.4	- 50.0%	--	--	--

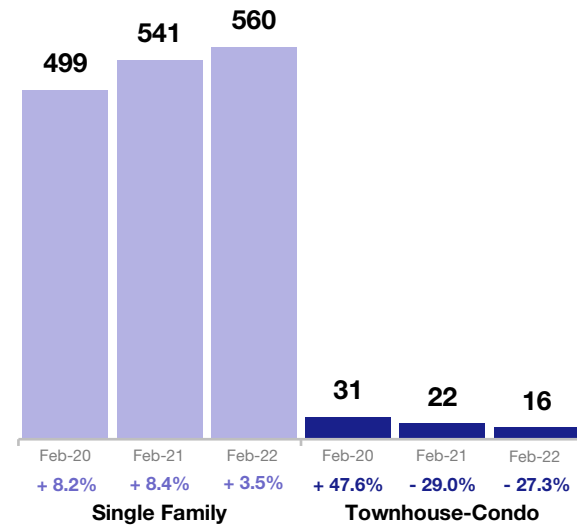
New Listings



February

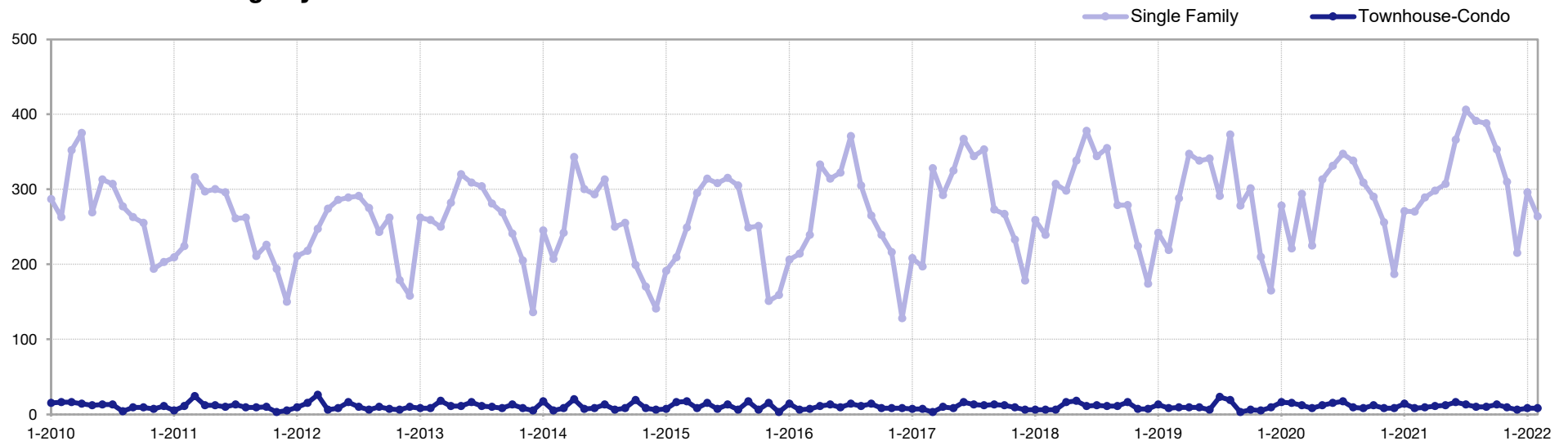


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2021	289	-1.7%	9	-25.0%
Apr-2021	298	+32.4%	11	+37.5%
May-2021	307	-1.9%	12	0.0%
Jun-2021	366	+10.6%	16	+6.7%
Jul-2021	406	+17.0%	13	-23.5%
Aug-2021	391	+15.7%	10	+11.1%
Sep-2021	388	+25.6%	10	+25.0%
Oct-2021	353	+21.7%	13	+8.3%
Nov-2021	310	+21.1%	9	+12.5%
Dec-2021	215	+15.0%	6	-25.0%
Jan-2022	296	+9.2%	8	-42.9%
Feb-2022	264	-2.2%	8	0.0%

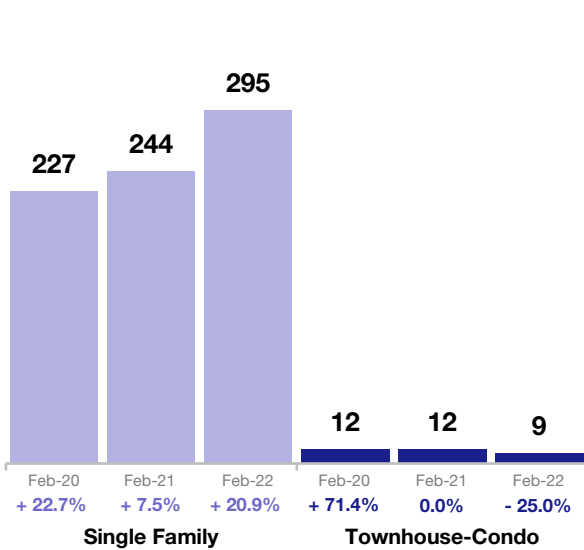
Historical New Listings by Month



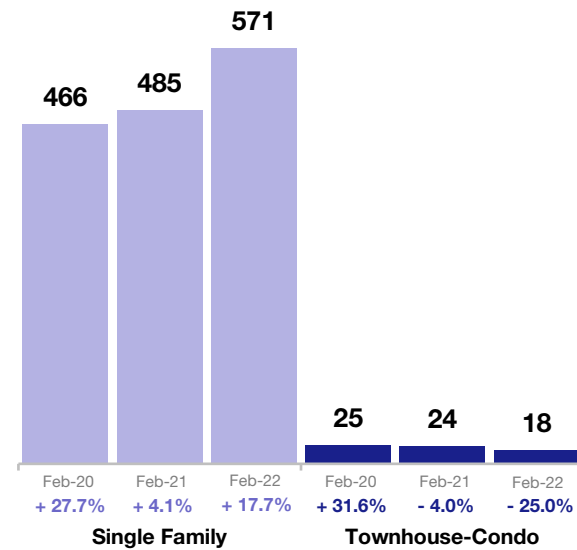
Pending Sales



February

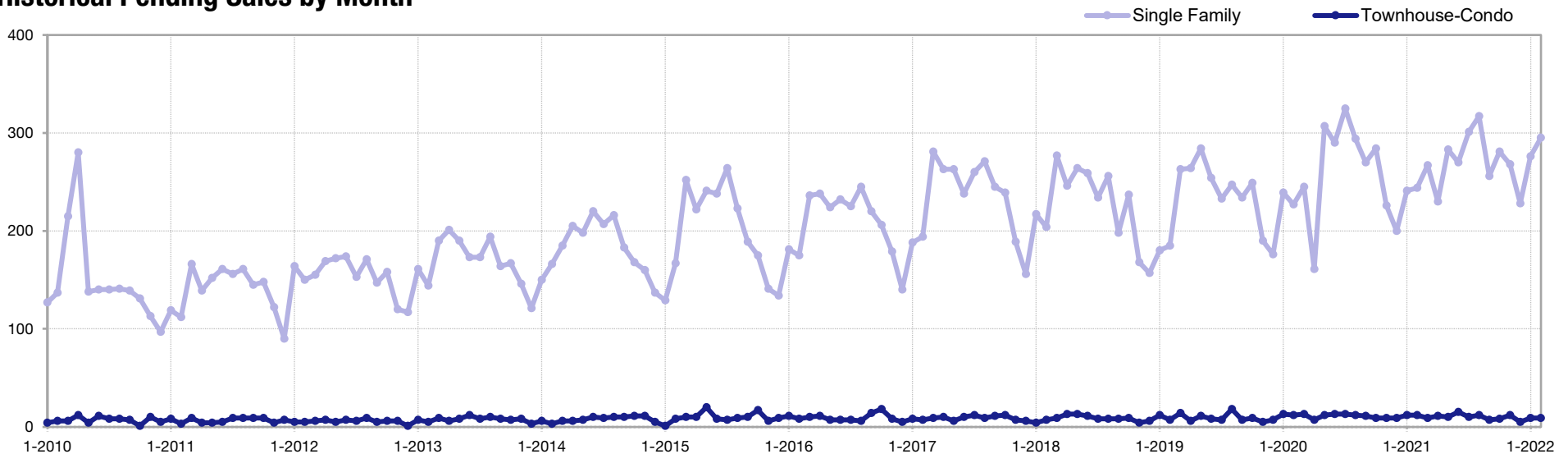


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2021	267	+9.0%	9	-30.8%
Apr-2021	230	+42.9%	11	+57.1%
May-2021	283	-7.8%	10	-16.7%
Jun-2021	270	-6.9%	15	+15.4%
Jul-2021	301	-7.4%	10	-23.1%
Aug-2021	317	+7.8%	12	0.0%
Sep-2021	256	-5.2%	7	-36.4%
Oct-2021	281	-1.1%	8	-11.1%
Nov-2021	268	+18.6%	12	+33.3%
Dec-2021	228	+14.0%	5	-44.4%
Jan-2022	276	+14.5%	9	-25.0%
Feb-2022	295	+20.9%	9	-25.0%

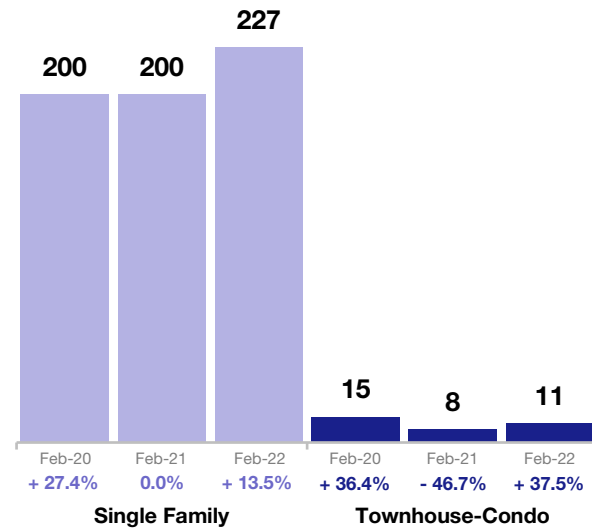
Historical Pending Sales by Month



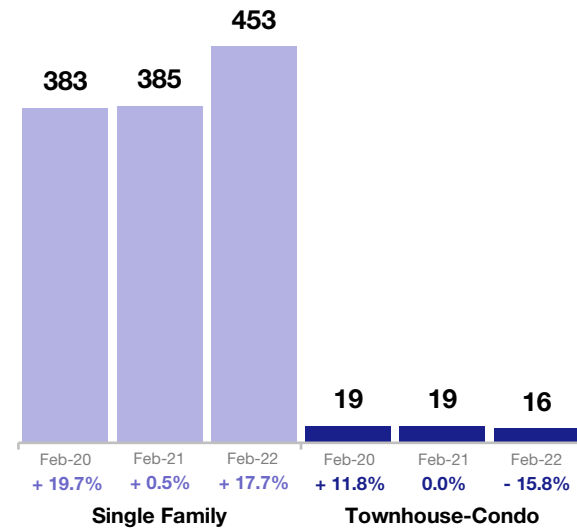
Sold Listings



February

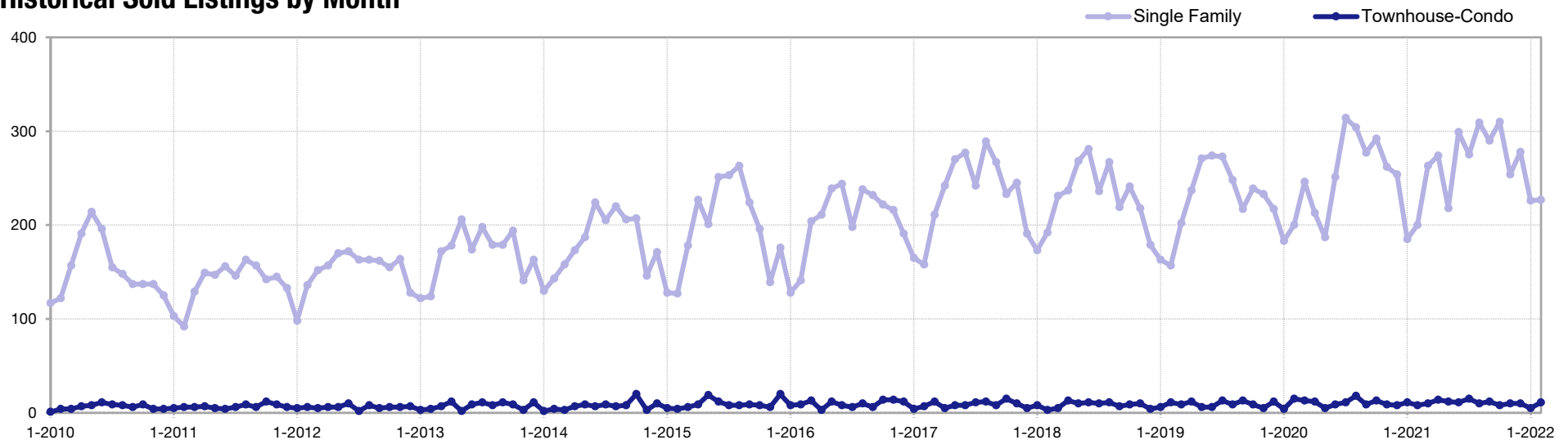


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2021	263	+6.9%	10	-23.1%
Apr-2021	274	+28.6%	14	+16.7%
May-2021	218	+16.6%	12	+140.0%
Jun-2021	299	+19.1%	11	+22.2%
Jul-2021	275	-12.4%	15	+36.4%
Aug-2021	309	+1.6%	10	-44.4%
Sep-2021	290	+4.7%	12	+33.3%
Oct-2021	310	+6.2%	8	-38.5%
Nov-2021	254	-3.1%	10	+11.1%
Dec-2021	278	+9.4%	10	+25.0%
Jan-2022	226	+22.2%	5	-54.5%
Feb-2022	227	+13.5%	11	+37.5%

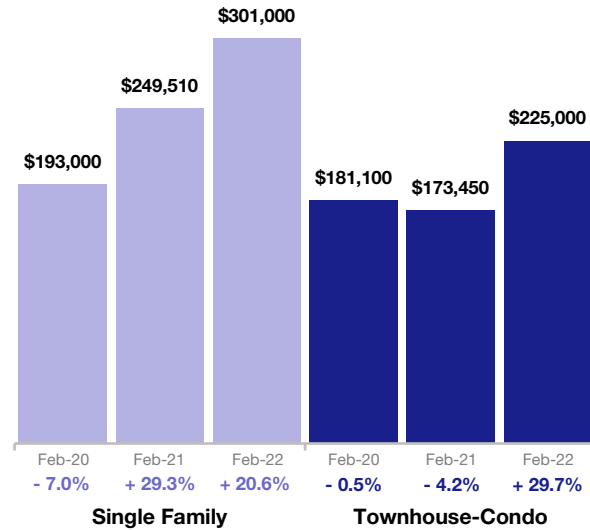
Historical Sold Listings by Month



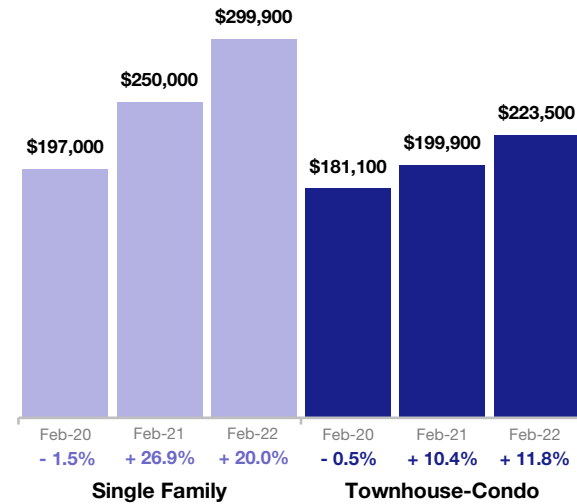
Median Sales Price



February

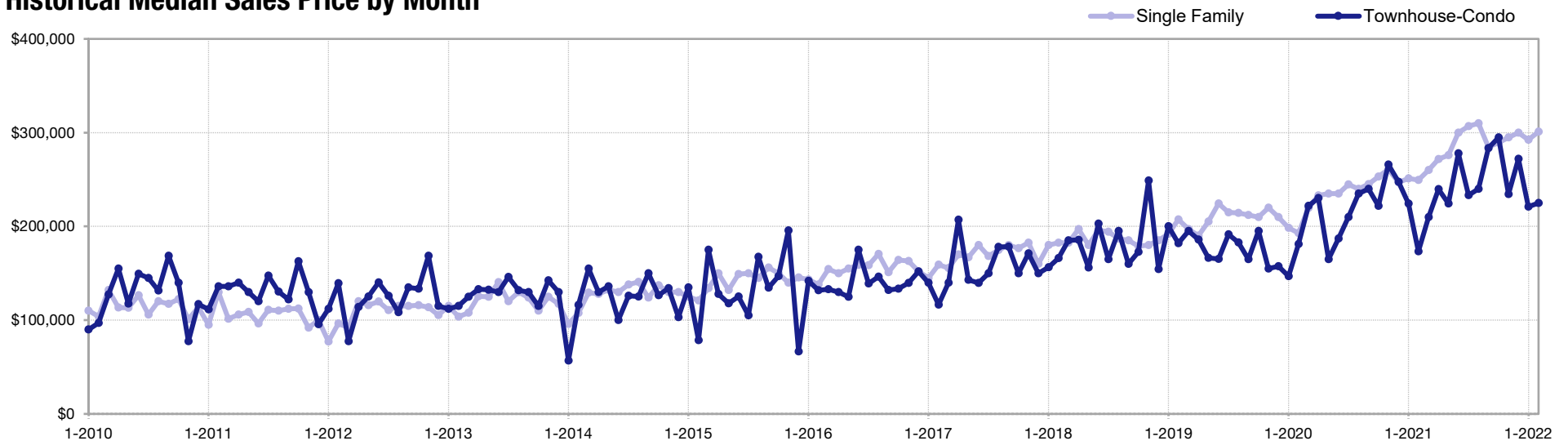


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2021	\$260,000	+18.3%	\$209,950	-5.4%
Apr-2021	\$271,890	+16.7%	\$239,750	+4.1%
May-2021	\$275,950	+17.4%	\$224,500	+36.1%
Jun-2021	\$300,000	+27.7%	\$278,000	+48.7%
Jul-2021	\$307,000	+25.4%	\$233,200	+11.0%
Aug-2021	\$310,000	+29.2%	\$240,000	+2.1%
Sep-2021	\$284,450	+16.1%	\$283,450	+18.2%
Oct-2021	\$289,200	+14.3%	\$295,000	+32.9%
Nov-2021	\$295,000	+13.0%	\$234,450	-11.8%
Dec-2021	\$300,000	+21.5%	\$272,000	+9.9%
Jan-2022	\$292,508	+16.5%	\$221,000	-1.6%
Feb-2022	\$301,000	+20.6%	\$225,000	+29.7%

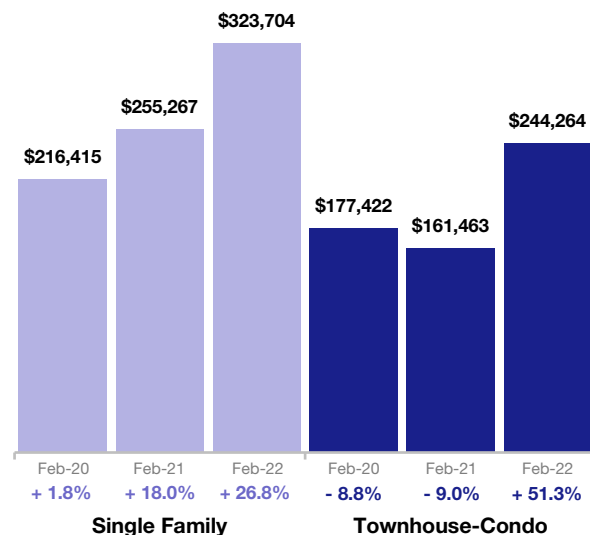
Historical Median Sales Price by Month



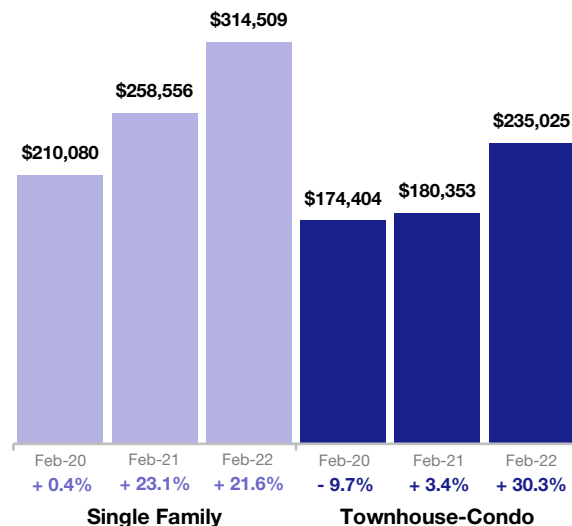
Average Sales Price



February

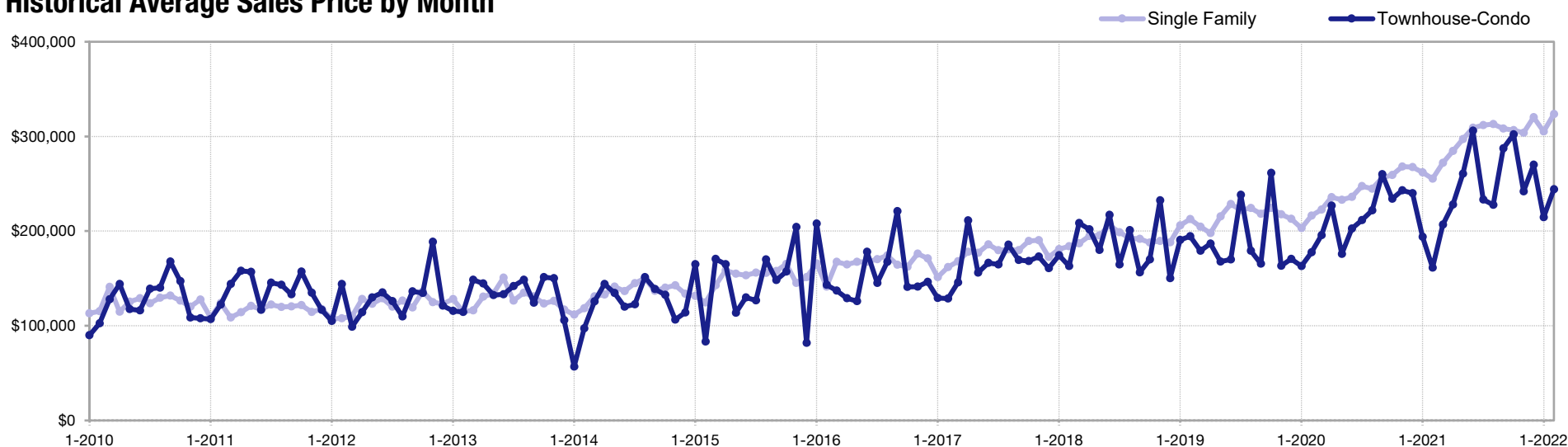


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2021	\$272,108	+22.2%	\$206,815	+5.7%
Apr-2021	\$284,552	+20.6%	\$227,939	+0.4%
May-2021	\$297,117	+27.6%	\$260,574	+48.1%
Jun-2021	\$309,050	+30.9%	\$306,038	+51.0%
Jul-2021	\$311,962	+26.1%	\$233,429	+10.3%
Aug-2021	\$313,041	+27.9%	\$227,765	+2.6%
Sep-2021	\$308,386	+20.3%	\$287,399	+10.6%
Oct-2021	\$306,592	+18.2%	\$302,188	+29.0%
Nov-2021	\$303,842	+13.3%	\$241,880	-0.5%
Dec-2021	\$320,200	+19.7%	\$270,020	+12.5%
Jan-2022	\$305,273	+16.5%	\$214,700	+10.6%
Feb-2022	\$323,704	+26.8%	\$244,264	+51.3%

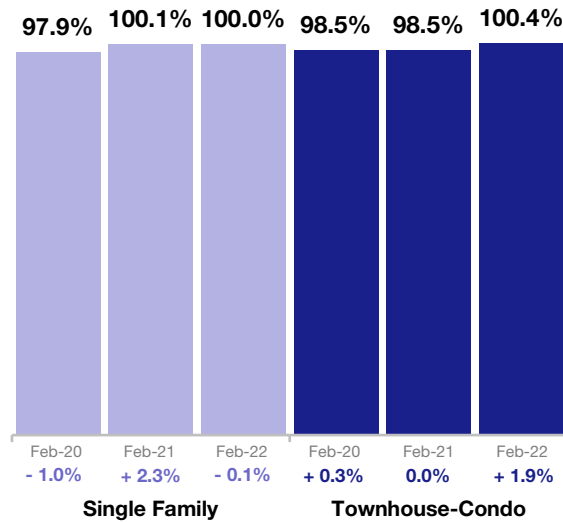
Historical Average Sales Price by Month



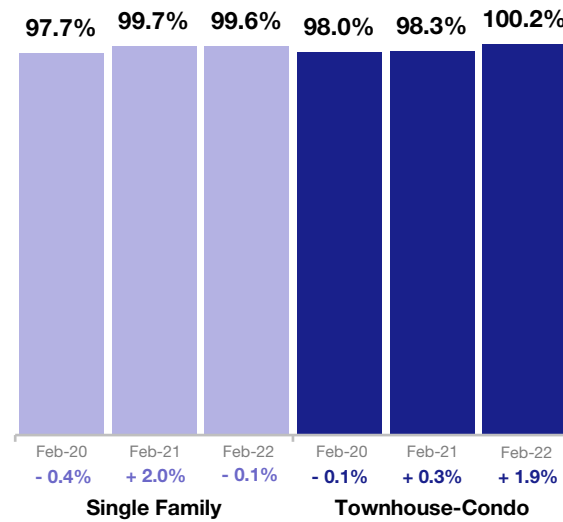
Percent of List Price Received



February

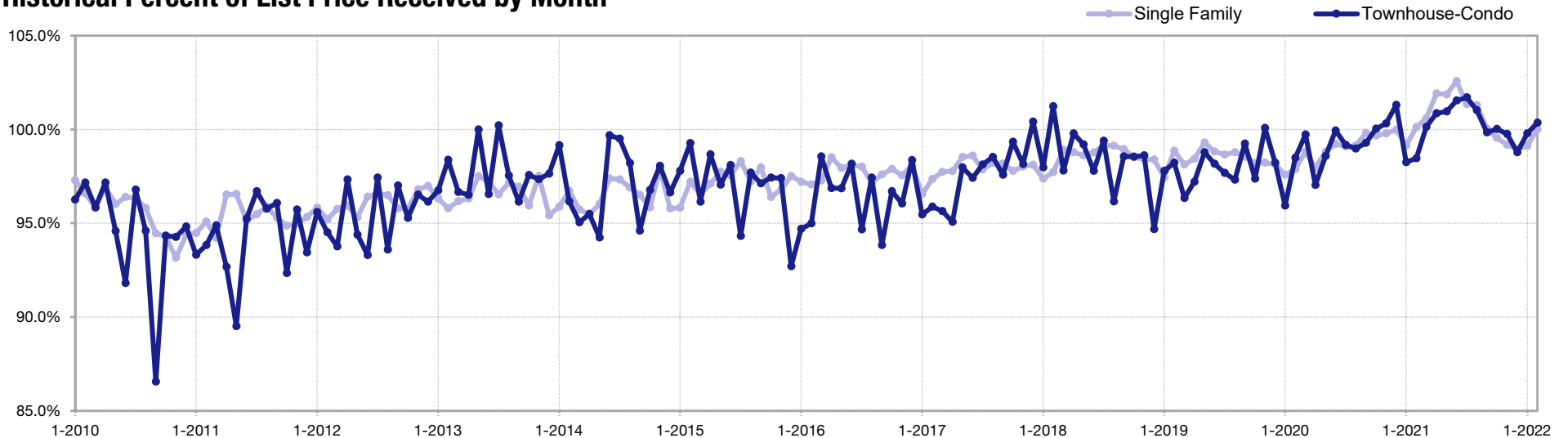


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2021	100.6%	+1.8%	100.1%	+0.4%
Apr-2021	101.9%	+4.0%	100.9%	+4.0%
May-2021	101.9%	+3.1%	101.0%	+2.4%
Jun-2021	102.6%	+3.4%	101.5%	+1.6%
Jul-2021	101.4%	+2.3%	101.7%	+2.5%
Aug-2021	101.3%	+2.2%	101.0%	+2.0%
Sep-2021	100.0%	+0.2%	99.8%	+0.5%
Oct-2021	99.6%	-0.1%	100.0%	0.0%
Nov-2021	99.2%	-0.6%	99.8%	-0.5%
Dec-2021	99.0%	-1.0%	98.8%	-2.5%
Jan-2022	99.1%	0.0%	99.8%	+1.5%
Feb-2022	100.0%	-0.1%	100.4%	+1.9%

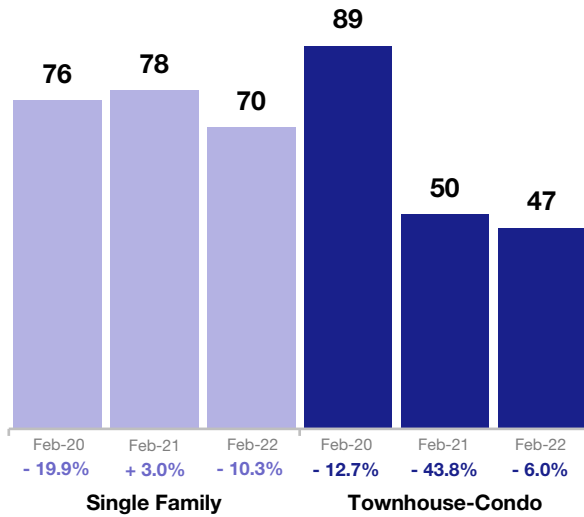
Historical Percent of List Price Received by Month



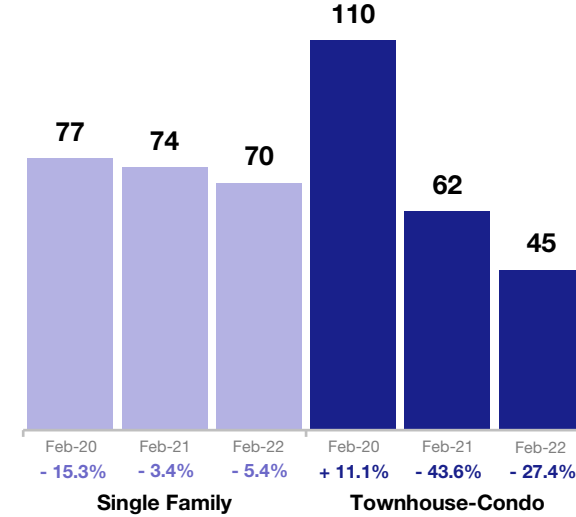
Days on Market Until Sale



February

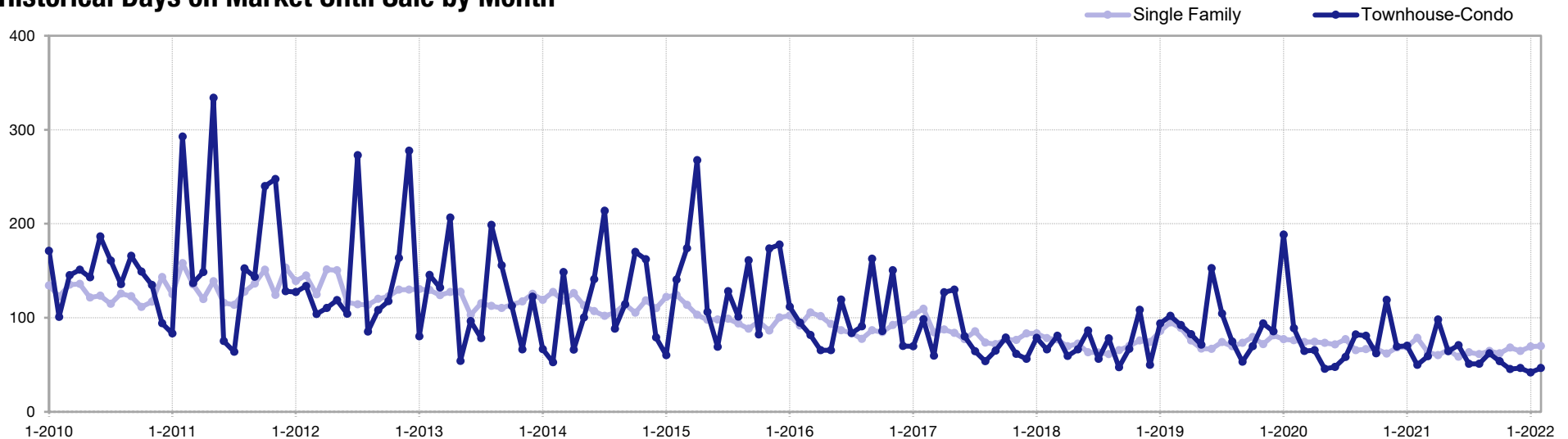


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2021	63	-14.9%	59	-9.2%
Apr-2021	60	-18.9%	98	+48.5%
May-2021	66	-9.6%	64	+39.1%
Jun-2021	58	-18.3%	71	+47.9%
Jul-2021	63	-18.2%	51	-12.1%
Aug-2021	61	-7.6%	51	-37.8%
Sep-2021	65	-3.0%	62	-23.5%
Oct-2021	62	-7.5%	54	-12.9%
Nov-2021	68	+9.7%	46	-61.3%
Dec-2021	65	-4.4%	46	-33.3%
Jan-2022	69	0.0%	42	-40.0%
Feb-2022	70	-10.3%	47	-6.0%

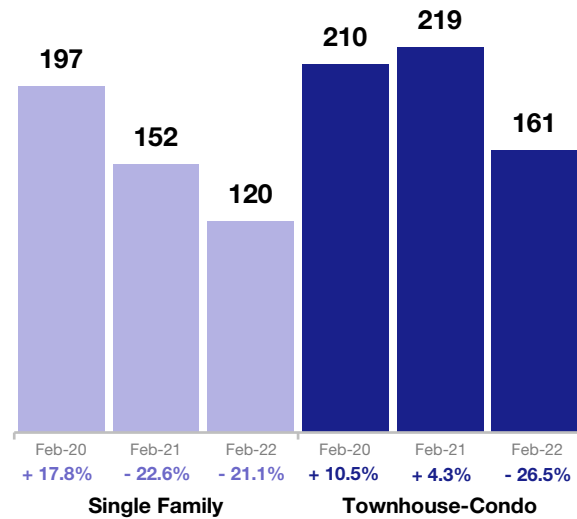
Historical Days on Market Until Sale by Month



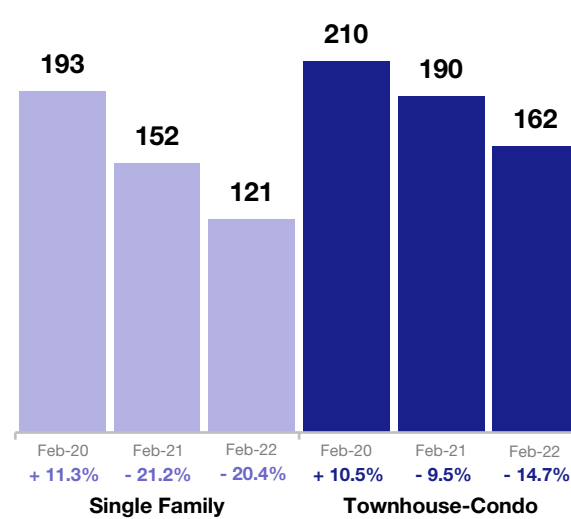
Housing Affordability Index



February

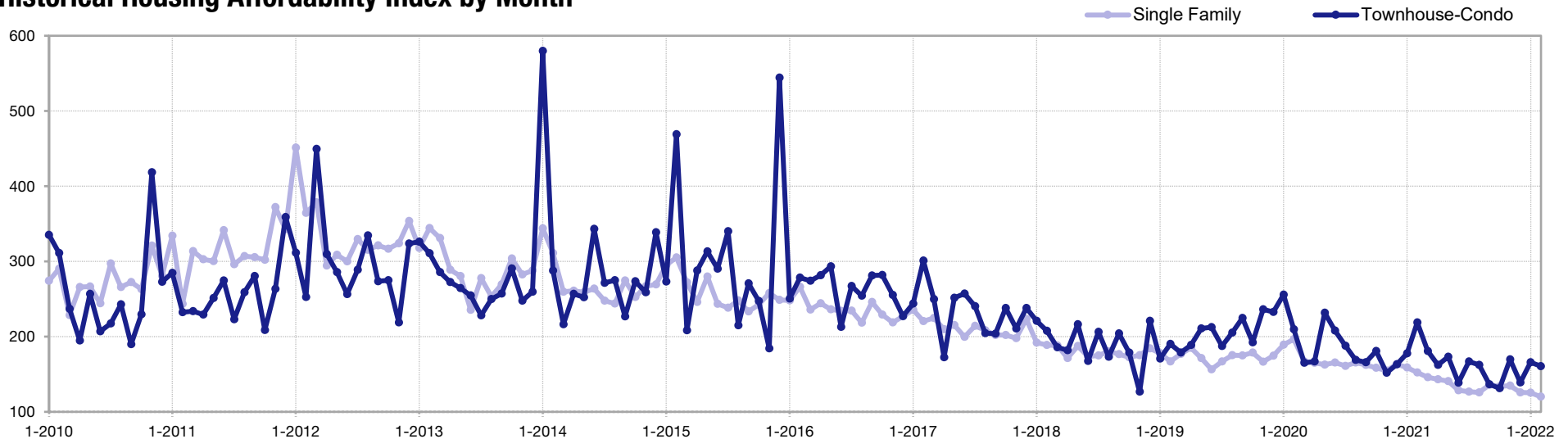


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2021	146	-12.6%	181	+9.7%
Apr-2021	143	-13.3%	162	-3.0%
May-2021	141	-13.5%	173	-25.4%
Jun-2021	129	-21.8%	139	-33.2%
Jul-2021	127	-21.1%	167	-11.2%
Aug-2021	126	-23.6%	162	-4.1%
Sep-2021	136	-16.0%	136	-18.1%
Oct-2021	134	-15.2%	131	-27.6%
Nov-2021	135	-12.9%	170	+11.8%
Dec-2021	126	-22.7%	139	-14.7%
Jan-2022	125	-21.4%	166	-6.2%
Feb-2022	120	-21.1%	161	-26.5%

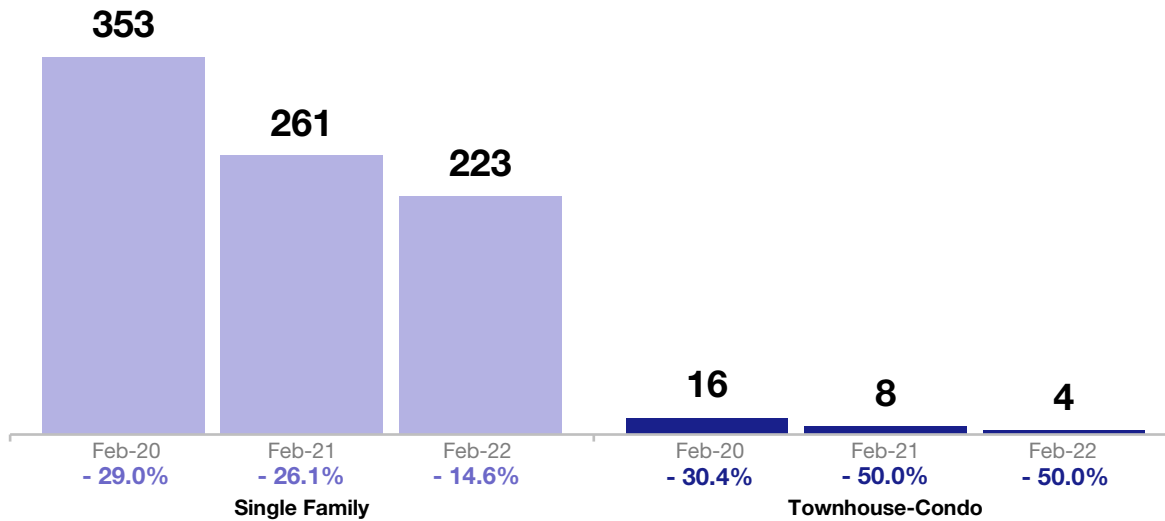
Historical Housing Affordability Index by Month



Inventory of Active Listings

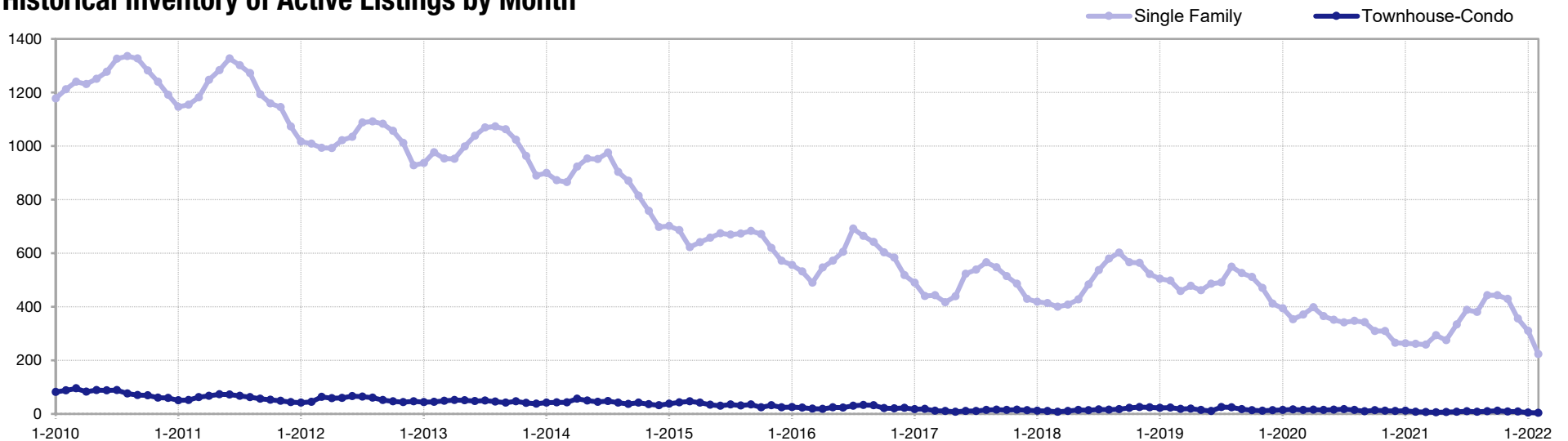


February



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2021	258	-30.5%	7	-50.0%
Apr-2021	294	-26.1%	6	-60.0%
May-2021	275	-24.7%	7	-50.0%
Jun-2021	334	-4.8%	8	-46.7%
Jul-2021	388	+13.8%	10	-41.2%
Aug-2021	380	+9.5%	8	-42.9%
Sep-2021	443	+29.5%	10	0.0%
Oct-2021	443	+43.4%	12	-7.7%
Nov-2021	429	+38.8%	9	-25.0%
Dec-2021	356	+34.3%	9	-18.2%
Jan-2022	310	+17.9%	5	-58.3%
Feb-2022	223	-14.6%	4	-50.0%

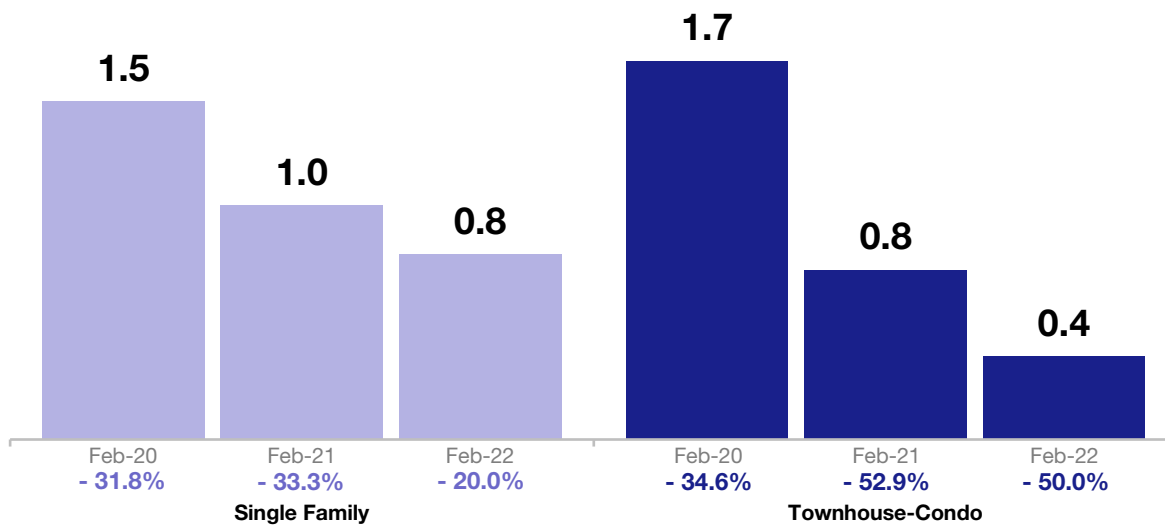
Historical Inventory of Active Listings by Month



Months Supply of Inventory

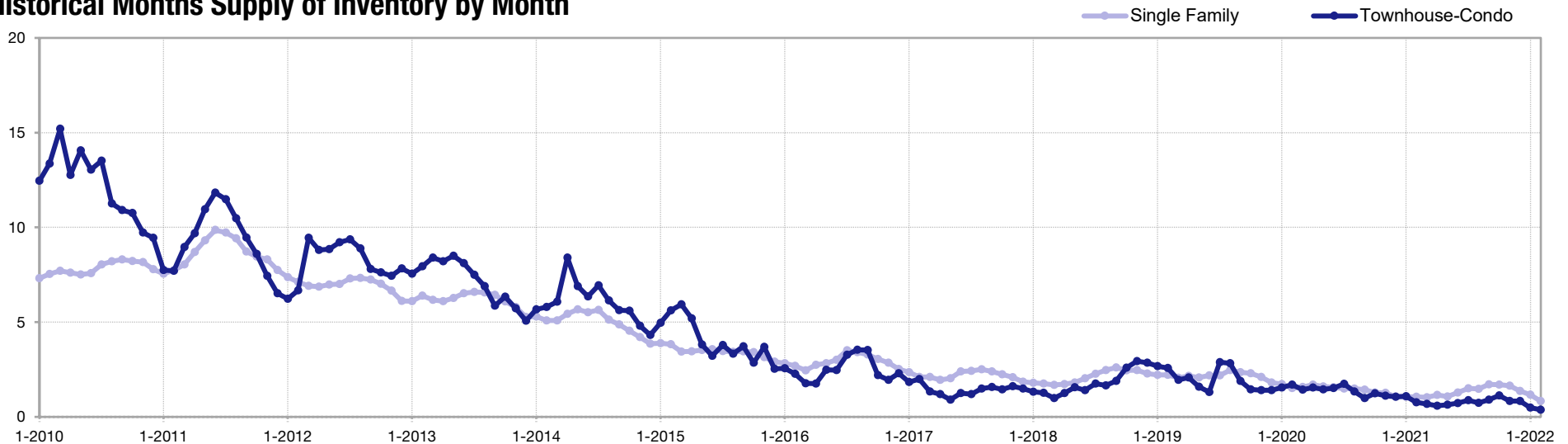


February



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2021	1.0	-37.5%	0.7	-50.0%
Apr-2021	1.2	-29.4%	0.6	-60.0%
May-2021	1.1	-31.3%	0.6	-57.1%
Jun-2021	1.3	-18.8%	0.7	-53.3%
Jul-2021	1.5	0.0%	0.9	-47.1%
Aug-2021	1.5	0.0%	0.7	-46.2%
Sep-2021	1.7	+21.4%	0.9	-10.0%
Oct-2021	1.7	+30.8%	1.1	-8.3%
Nov-2021	1.6	+23.1%	0.8	-27.3%
Dec-2021	1.4	+27.3%	0.8	-20.0%
Jan-2022	1.2	+9.1%	0.5	-54.5%
Feb-2022	0.8	-20.0%	0.4	-50.0%

Historical Months Supply of Inventory by Month



Total Market Overview

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



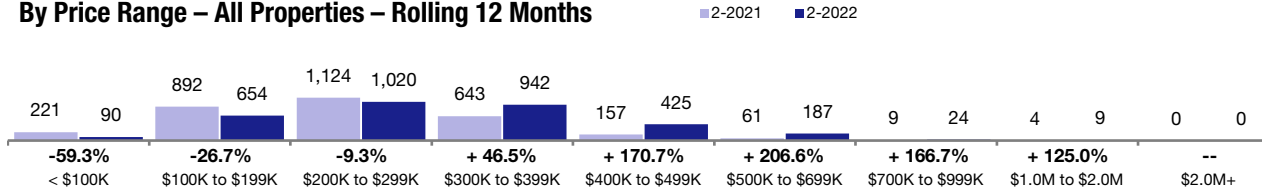
Key Metrics	Historical Sparkbars	2-2021	2-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		278	272	- 2.2%	563	576	+ 2.3%
Pending Sales		256	304	+ 18.8%	509	589	+ 15.7%
Sold Listings		208	238	+ 14.4%	404	469	+ 16.1%
Median Sales Price		\$245,000	\$299,950	+ 22.4%	\$245,450	\$295,000	+ 20.2%
Avg. Sales Price		\$251,659	\$320,032	+ 27.2%	\$254,878	\$311,797	+ 22.3%
Pct. of List Price Received		100.1%	100.0%	- 0.1%	99.6%	99.6%	0.0%
Days on Market		77	69	- 10.4%	73	69	- 5.5%
Affordability Index		155	121	- 21.9%	155	123	- 20.6%
Active Listings		269	227	- 15.6%	--	--	--
Months Supply		1.0	0.8	- 20.0%	--	--	--

Sold Listings

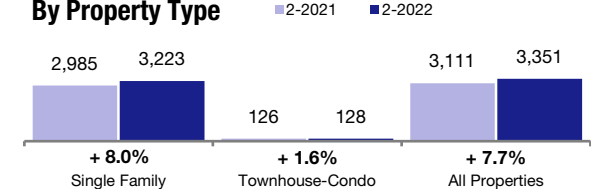
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	2-2021	2-2022	Change	2-2021	2-2022	Change
\$99,999 and Below	217	89	-59.0%	4	1	-75.0%
\$100,000 to \$199,999	845	620	-26.6%	47	34	-27.7%
\$200,000 to \$299,999	1,063	953	-10.3%	61	67	+9.8%
\$300,000 to \$399,999	630	920	+46.0%	13	22	+69.2%
\$400,000 to \$499,999	156	423	+171.2%	1	2	+100.0%
\$500,000 to \$699,999	61	187	+206.6%	0	0	--
\$700,000 to \$999,999	9	22	+144.4%	0	2	--
\$1,000,000 to \$1,999,999	4	9	+125.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,985	3,223	+8.0%	126	128	+1.6%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	1-2022	2-2022	Change	1-2022	2-2022	Change
	9	6	-33.3%	1	0	-100.0%
	41	32	-22.0%	1	4	+300.0%
	68	71	+4.4%	2	6	+200.0%
	57	59	+3.5%	1	0	-100.0%
	36	38	+5.6%	0	1	--
	12	16	+33.3%	0	0	--
	2	3	+50.0%	0	0	--
	1	2	+100.0%	0	0	--
	0	0	--	0	0	--
All Price Ranges	226	227	+0.4%	5	11	+120.0%

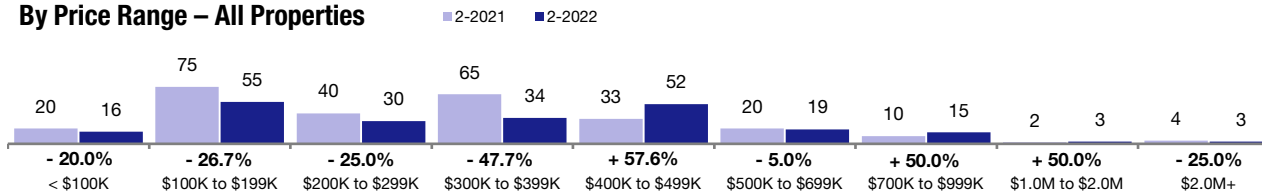
Year to Date

	Single Family			Townhouse-Condo		
	2-2021	2-2022	Change	2-2021	2-2022	Change
	26	15	-42.3%	4	1	-75.0%
	103	73	-29.1%	6	5	-16.7%
	127	139	+9.4%	9	8	-11.1%
	89	116	+30.3%	0	1	--
	27	74	+174.1%	0	1	--
	12	28	+133.3%	0	0	--
	1	5	+400.0%	0	0	--
	0	3	--	0	0	--
	0	0	--	0	0	--
All Price Ranges	385	453	+17.7%	19	16	-15.8%

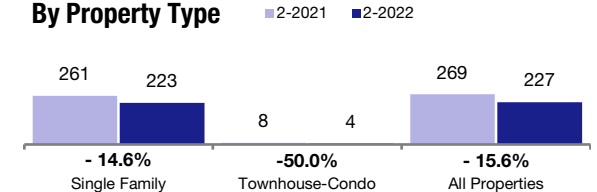
Inventory of Active Listings

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		
	2-2021	2-2022	Change	2-2021	2-2022	Change
\$99,999 and Below	20	16	-20.0%	0	0	--
\$100,000 to \$199,999	73	55	-24.7%	2	0	-100.0%
\$200,000 to \$299,999	38	28	-26.3%	2	2	0.0%
\$300,000 to \$399,999	64	34	-46.9%	1	0	-100.0%
\$400,000 to \$499,999	31	51	+64.5%	2	1	-50.0%
\$500,000 to \$699,999	20	19	-5.0%	0	0	--
\$700,000 to \$999,999	9	14	+55.6%	1	1	0.0%
\$1,000,000 to \$1,999,999	2	3	+50.0%	0	0	--
\$2,000,000 and Above	4	3	-25.0%	0	0	--
All Price Ranges	261	223	-14.6%	8	4	-50.0%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	1-2022	2-2022	Change	1-2022	2-2022	Change
	16	16	0.0%	0	0	--
	67	55	-17.9%	0	0	--
	72	28	-61.1%	1	2	+100.0%
	56	34	-39.3%	0	0	--
	49	51	+4.1%	3	1	-66.7%
	24	19	-20.8%	0	0	--
	17	14	-17.6%	1	1	0.0%
	5	3	-40.0%	0	0	--
	4	3	-25.0%	0	0	--
All Price Ranges	310	223	-28.1%	5	4	-20.0%

Year to Date

Single Family	Townhouse-Condo
---------------	-----------------

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

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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 February 2022

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Pueblo County

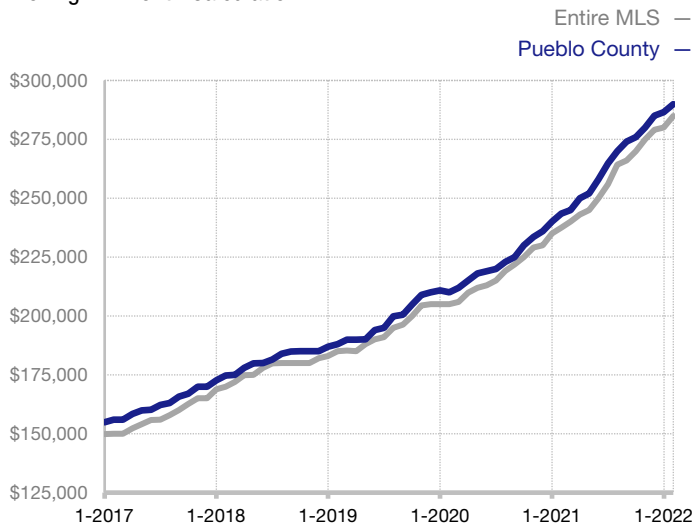
Single Family	February			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	266	261	- 1.9%	536	551	+ 2.8%
Sold Listings	199	226	+ 13.6%	384	447	+ 16.4%
Median Sales Price*	\$249,020	\$311,500	+ 25.1%	\$250,000	\$300,000	+ 20.0%
Average Sales Price*	\$253,786	\$327,698	+ 29.1%	\$258,723	\$315,993	+ 22.1%
Percent of List Price Received*	100.1%	100.0%	- 0.1%	99.7%	99.6%	- 0.1%
Days on Market Until Sale	79	70	- 11.4%	74	69	- 6.8%
Inventory of Homes for Sale	257	205	- 20.2%	--	--	--
Months Supply of Inventory	1.0	0.8	- 20.0%	--	--	--

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

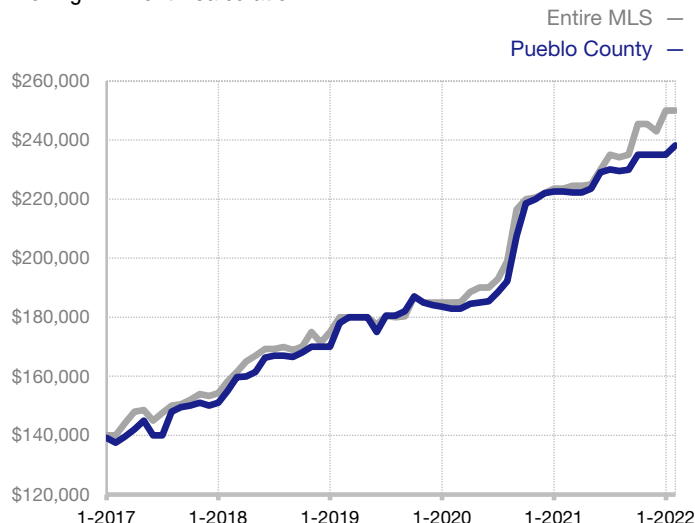
Townhouse/Condo	February			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	8	7	- 12.5%	22	15	- 31.8%
Sold Listings	8	10	+ 25.0%	18	15	- 16.7%
Median Sales Price*	\$173,450	\$223,500	+ 28.9%	\$205,950	\$222,000	+ 7.8%
Average Sales Price*	\$161,463	\$241,690	+ 49.7%	\$184,262	\$232,693	+ 26.3%
Percent of List Price Received*	98.5%	100.0%	+ 1.5%	98.9%	99.9%	+ 1.0%
Days on Market Until Sale	50	50	0.0%	63	47	- 25.4%
Inventory of Homes for Sale	8	4	- 50.0%	--	--	--
Months Supply of Inventory	0.8	0.4	- 50.0%	--	--	--

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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 February 2022

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Arkansas Valley/Otero County

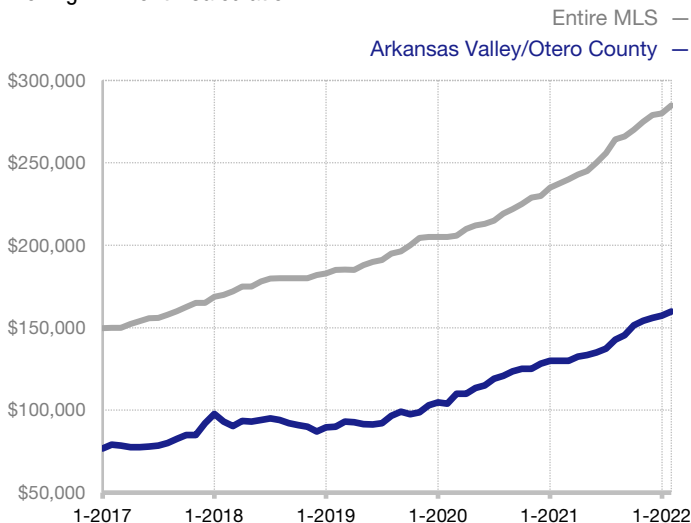
Single Family	February			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	36	34	- 5.6%	68	68	0.0%
Sold Listings	33	28	- 15.2%	61	49	- 19.7%
Median Sales Price*	\$120,000	\$188,000	+ 56.7%	\$130,000	\$180,000	+ 38.5%
Average Sales Price*	\$132,388	\$184,168	+ 39.1%	\$140,638	\$174,094	+ 23.8%
Percent of List Price Received*	94.7%	92.3%	- 2.5%	96.7%	93.1%	- 3.7%
Days on Market Until Sale	95	104	+ 9.5%	97	96	- 1.0%
Inventory of Homes for Sale	80	69	- 13.8%	--	--	--
Months Supply of Inventory	2.6	2.1	- 19.2%	--	--	--

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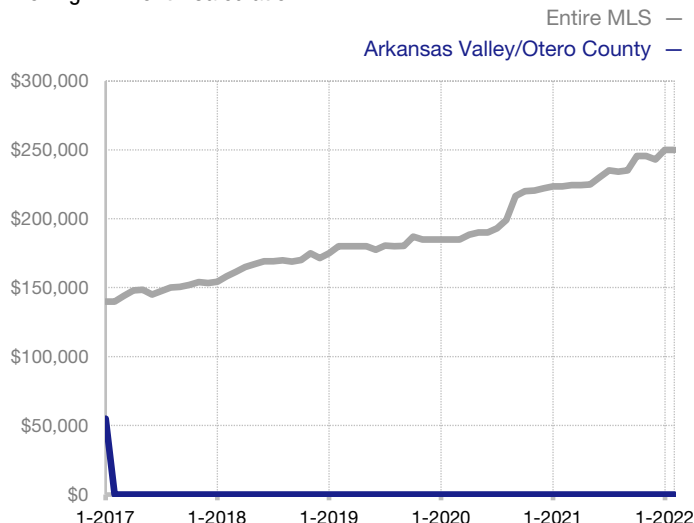
Townhouse/Condo	February			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 February 2022

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Fowler

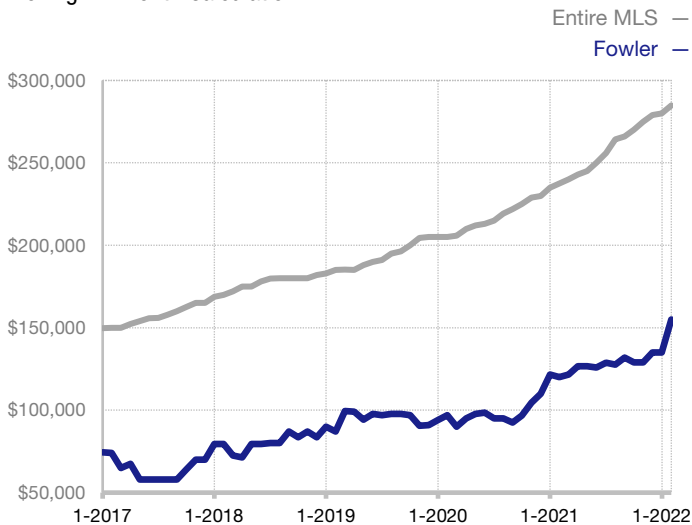
Single Family	February			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	6	0	- 100.0%	11	2	- 81.8%
Sold Listings	6	3	- 50.0%	11	6	- 45.5%
Median Sales Price*	\$91,900	\$190,000	+ 106.7%	\$126,552	\$186,000	+ 47.0%
Average Sales Price*	\$114,800	\$190,633	+ 66.1%	\$141,396	\$182,067	+ 28.8%
Percent of List Price Received*	96.0%	98.5%	+ 2.6%	96.8%	99.3%	+ 2.6%
Days on Market Until Sale	90	81	- 10.0%	87	79	- 9.2%
Inventory of Homes for Sale	5	2	- 60.0%	--	--	--
Months Supply of Inventory	1.9	0.7	- 63.2%	--	--	--

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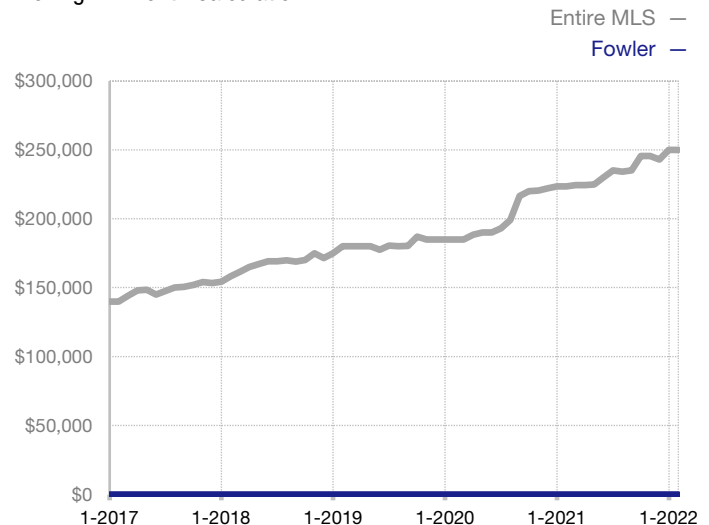
Townhouse/Condo	February			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 February 2022

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Huerfano County

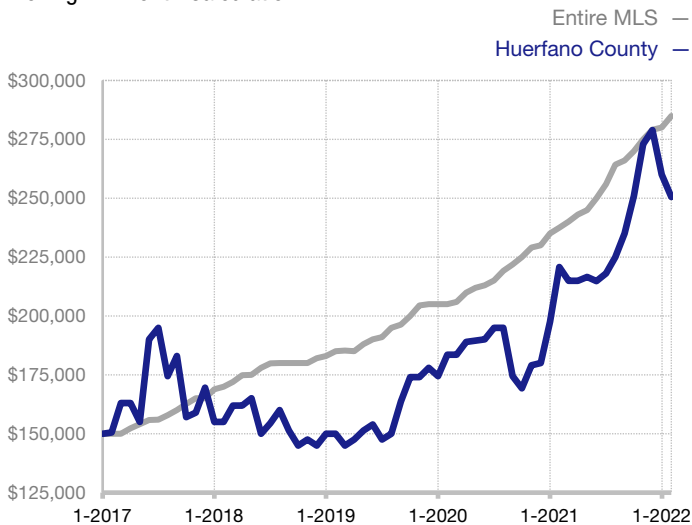
Single Family	February			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	5	7	+ 40.0%	12	13	+ 8.3%
Sold Listings	13	5	- 61.5%	21	11	- 47.6%
Median Sales Price*	\$347,000	\$231,000	- 33.4%	\$315,900	\$231,000	- 26.9%
Average Sales Price*	\$341,223	\$296,300	- 13.2%	\$319,610	\$281,545	- 11.9%
Percent of List Price Received*	94.8%	96.3%	+ 1.6%	95.3%	97.2%	+ 2.0%
Days on Market Until Sale	133	140	+ 5.3%	157	127	- 19.1%
Inventory of Homes for Sale	35	28	- 20.0%	--	--	--
Months Supply of Inventory	4.2	2.8	- 33.3%	--	--	--

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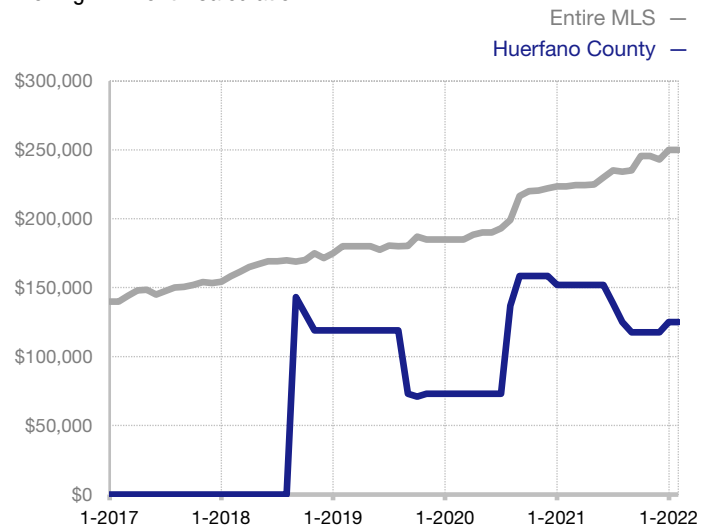
Townhouse/Condo	February			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$110,000	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$110,000	\$0	- 100.0%
Percent of List Price Received*	0.0%	0.0%	--	88.0%	0.0%	- 100.0%
Days on Market Until Sale	0	0	--	31	0	- 100.0%
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 February 2022

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La Junta

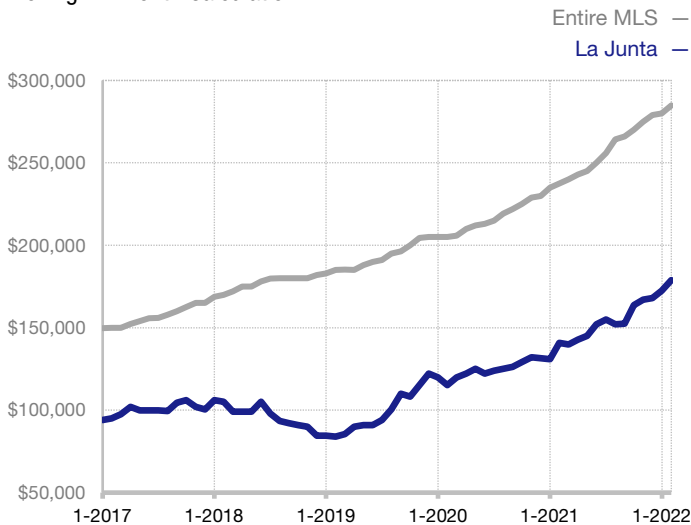
Single Family	February			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	4	6	+ 50.0%	11	12	+ 9.1%
Sold Listings	8	9	+ 12.5%	15	16	+ 6.7%
Median Sales Price*	\$164,750	\$197,500	+ 19.9%	\$153,000	\$190,500	+ 24.5%
Average Sales Price*	\$171,750	\$181,544	+ 5.7%	\$155,300	\$176,025	+ 13.3%
Percent of List Price Received*	95.5%	92.6%	- 3.0%	96.9%	92.0%	- 5.1%
Days on Market Until Sale	116	90	- 22.4%	108	106	- 1.9%
Inventory of Homes for Sale	13	9	- 30.8%	--	--	--
Months Supply of Inventory	1.7	1.1	- 35.3%	--	--	--

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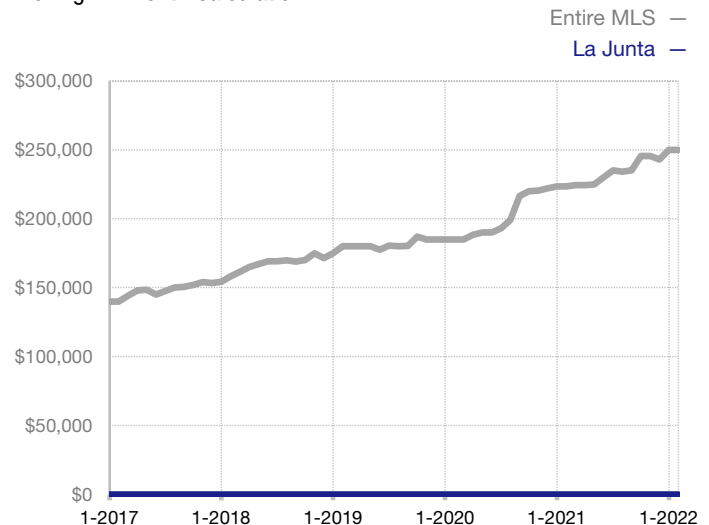
Townhouse/Condo	February			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 February 2022

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Lamar

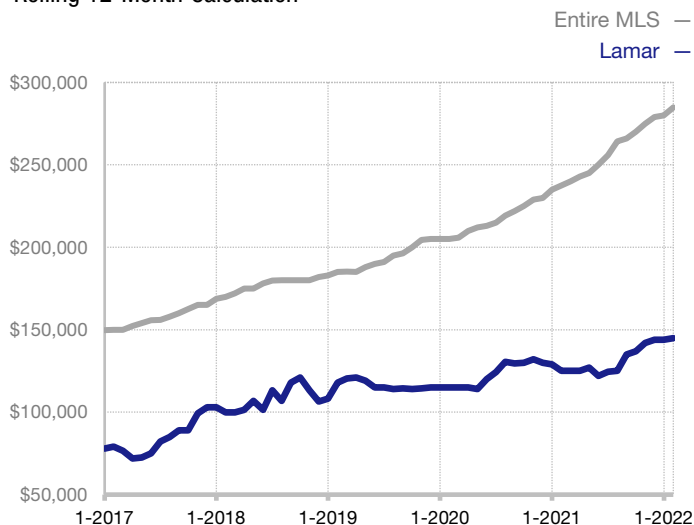
Single Family	February			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	6	10	+ 66.7%	12	21	+ 75.0%
Sold Listings	3	4	+ 33.3%	5	4	- 20.0%
Median Sales Price*	\$36,000	\$144,500	+ 301.4%	\$88,000	\$144,500	+ 64.2%
Average Sales Price*	\$52,000	\$165,750	+ 218.8%	\$90,201	\$165,750	+ 83.8%
Percent of List Price Received*	88.0%	98.9%	+ 12.4%	95.0%	98.9%	+ 4.1%
Days on Market Until Sale	241	71	- 70.5%	157	71	- 54.8%
Inventory of Homes for Sale	3	14	+ 366.7%	--	--	--
Months Supply of Inventory	0.7	2.7	+ 285.7%	--	--	--

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

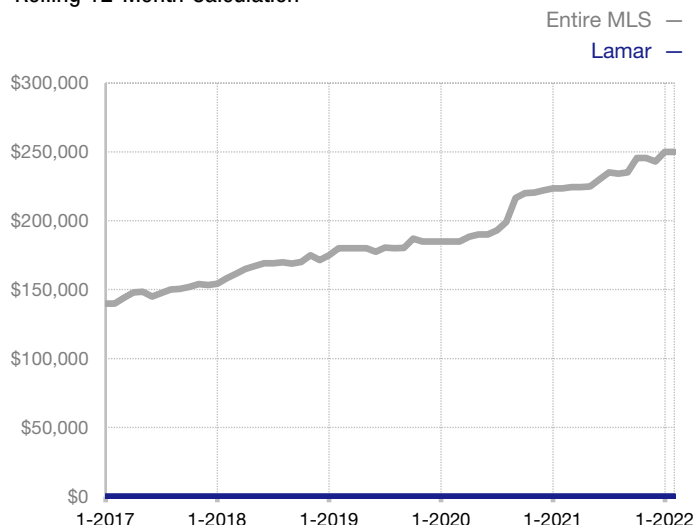
Townhouse/Condo	February			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 February 2022

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Las Animas

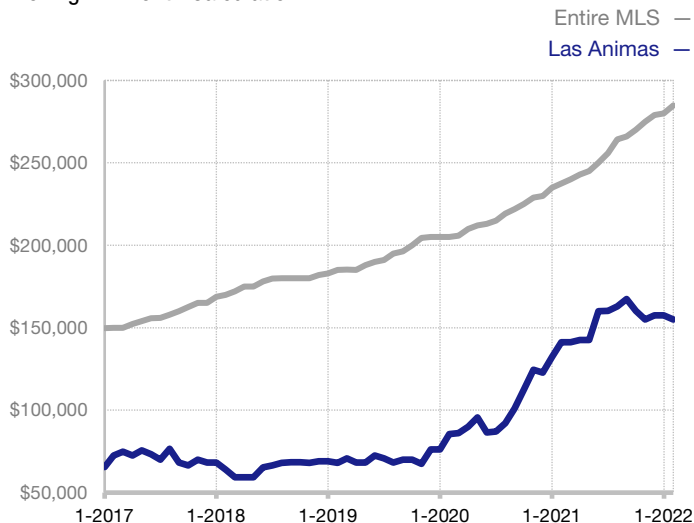
Single Family	February			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	4	4	0.0%	9	5	- 44.4%
Sold Listings	2	2	0.0%	4	4	0.0%
Median Sales Price*	\$163,750	\$30,000	- 81.7%	\$163,750	\$34,500	- 78.9%
Average Sales Price*	\$163,750	\$30,000	- 81.7%	\$136,875	\$70,750	- 48.3%
Percent of List Price Received*	97.8%	98.3%	+ 0.5%	98.3%	86.1%	- 12.4%
Days on Market Until Sale	48	20	- 58.3%	52	32	- 38.5%
Inventory of Homes for Sale	6	6	0.0%	--	--	--
Months Supply of Inventory	2.3	1.8	- 21.7%	--	--	--

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

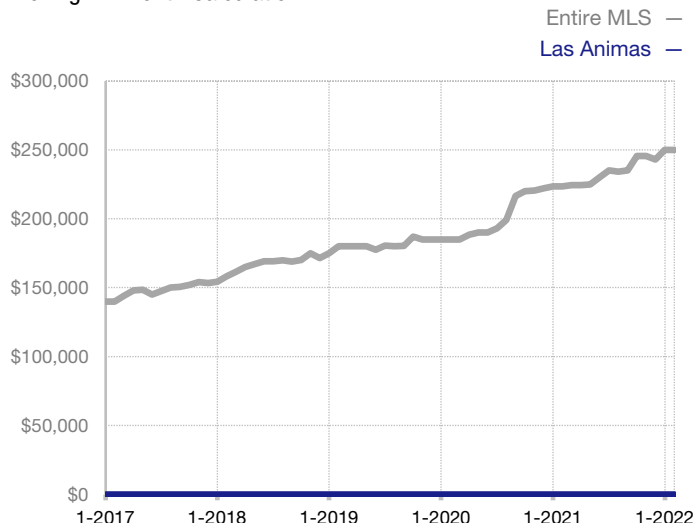
Townhouse/Condo	February			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 February 2022

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Manzanola

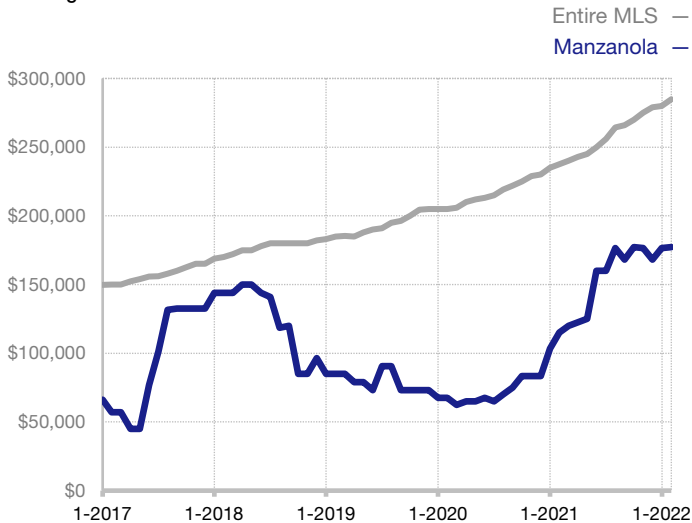
Single Family	February			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	1	3	+ 200.0%	1	3	+ 200.0%
Sold Listings	1	0	- 100.0%	2	0	- 100.0%
Median Sales Price*	\$115,000	\$0	- 100.0%	\$137,500	\$0	- 100.0%
Average Sales Price*	\$115,000	\$0	- 100.0%	\$137,500	\$0	- 100.0%
Percent of List Price Received*	95.8%	0.0%	- 100.0%	90.0%	0.0%	- 100.0%
Days on Market Until Sale	130	0	- 100.0%	111	0	- 100.0%
Inventory of Homes for Sale	2	5	+ 150.0%	--	--	--
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.

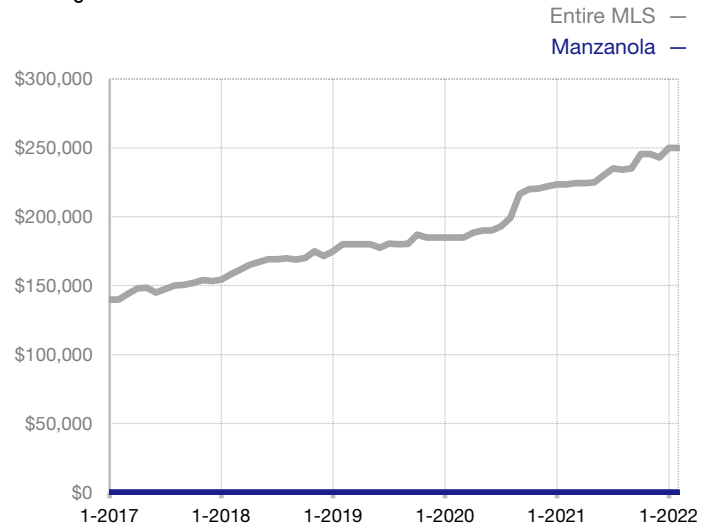
Townhouse/Condo	February			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 February 2022

A Research Tool Provided by the Colorado Association of REALTORS®



Rocky Ford

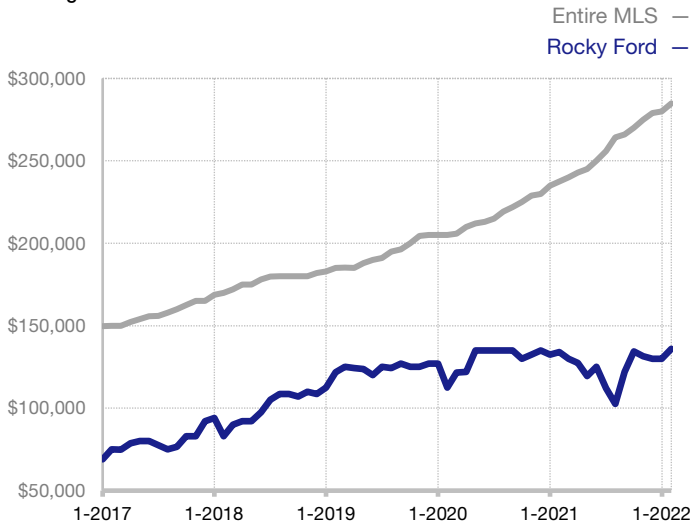
Single Family	February			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	Percent Change from Previous Year
New Listings	4	3	- 25.0%	8	5	- 37.5%
Sold Listings	7	1	- 85.7%	12	3	- 75.0%
Median Sales Price*	\$85,000	\$607,000	+ 614.1%	\$87,700	\$236,500	+ 169.7%
Average Sales Price*	\$125,357	\$607,000	+ 384.2%	\$124,925	\$321,500	+ 157.4%
Percent of List Price Received*	91.9%	99.7%	+ 8.5%	95.9%	98.5%	+ 2.7%
Days on Market Until Sale	123	73	- 40.7%	107	89	- 16.8%
Inventory of Homes for Sale	13	5	- 61.5%	--	--	--
Months Supply of Inventory	2.9	1.3	- 55.2%	--	--	--

* 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	February			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 02-2021	Thru 02-2022	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

