

# Monthly Indicators



## January 2024

Percent changes calculated using year-over-year comparisons.

New Listings were down 5.4 percent for single family homes and 50.0 percent for townhouse-condo properties. Pending Sales decreased 16.8 percent for single family homes and 42.9 percent for townhouse-condo properties.

The Median Sales Price was up 10.4 percent to \$322,500 for single family homes and 39.2 percent to \$275,000 for townhouse-condo properties. Days on Market increased 4.2 percent for single family homes and 62.3 percent for townhouse-condo properties.

Despite tepid sales activity, the persistent shortage of housing supply has helped prop up home values nationwide, with the median existing-home price rising 4.4% year-over-year to \$382,600, according to NAR. Total unsold inventory was at 1 million units heading into January, an 11.5% decline from the previous month, for a 3.2 months' supply at the current sales pace. Nationally, listing activity has started to pick up, and with mortgage rates stabilizing and housing completions on the rise, inventory is expected to improve in the coming months.

## Activity Snapshot

<b>- 17.9%</b>	<b>+ 8.5%</b>	<b>- 4.3%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> All Properties

Residential real estate activity in Pueblo County composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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# Single Family Market Overview

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



Key Metrics	Historical Sparkbars	1-2023	1-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		259	245	- 5.4%	259	245	- 5.4%
Pending Sales		184	153	- 16.8%	184	153	- 16.8%
Sold Listings		129	104	- 19.4%	129	104	- 19.4%
Median Sales Price		\$291,993	\$322,500	+ 10.4%	\$291,993	\$322,500	+ 10.4%
Avg. Sales Price		\$297,413	\$334,847	+ 12.6%	\$297,413	\$334,847	+ 12.6%
Pct. of List Price Received		97.2%	97.7%	+ 0.5%	97.2%	97.7%	+ 0.5%
Days on Market		95	99	+ 4.2%	95	99	+ 4.2%
Affordability Index		101	87	- 13.9%	101	87	- 13.9%
Active Listings		644	611	- 5.1%	--	--	--
Months Supply		2.8	3.3	+ 17.9%	--	--	--

# Townhouse-Condo Market Overview

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

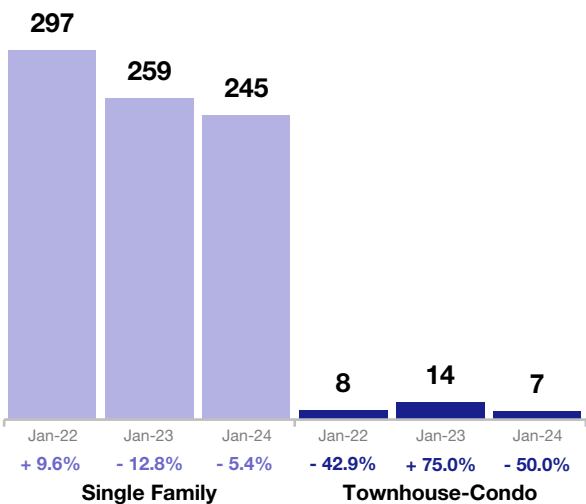


Key Metrics	Historical Sparkbars	1-2023	1-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		14	7	- 50.0%	14	7	- 50.0%
Pending Sales		7	4	- 42.9%	7	4	- 42.9%
Sold Listings		5	6	+ 20.0%	5	6	+ 20.0%
Median Sales Price		\$197,500	\$275,000	+ 39.2%	\$197,500	\$275,000	+ 39.2%
Avg. Sales Price		\$215,500	\$255,667	+ 18.6%	\$215,500	\$255,667	+ 18.6%
Pct. of List Price Received		97.6%	97.8%	+ 0.2%	97.6%	97.8%	+ 0.2%
Days on Market		53	86	+ 62.3%	53	86	+ 62.3%
Affordability Index		149	102	- 31.5%	149	102	- 31.5%
Active Listings		24	28	+ 16.7%	--	--	--
Months Supply		2.6	3.8	+ 46.2%	--	--	--

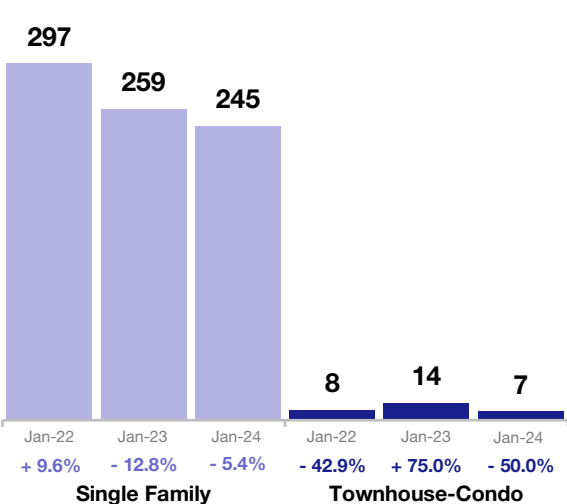
# New Listings



## January

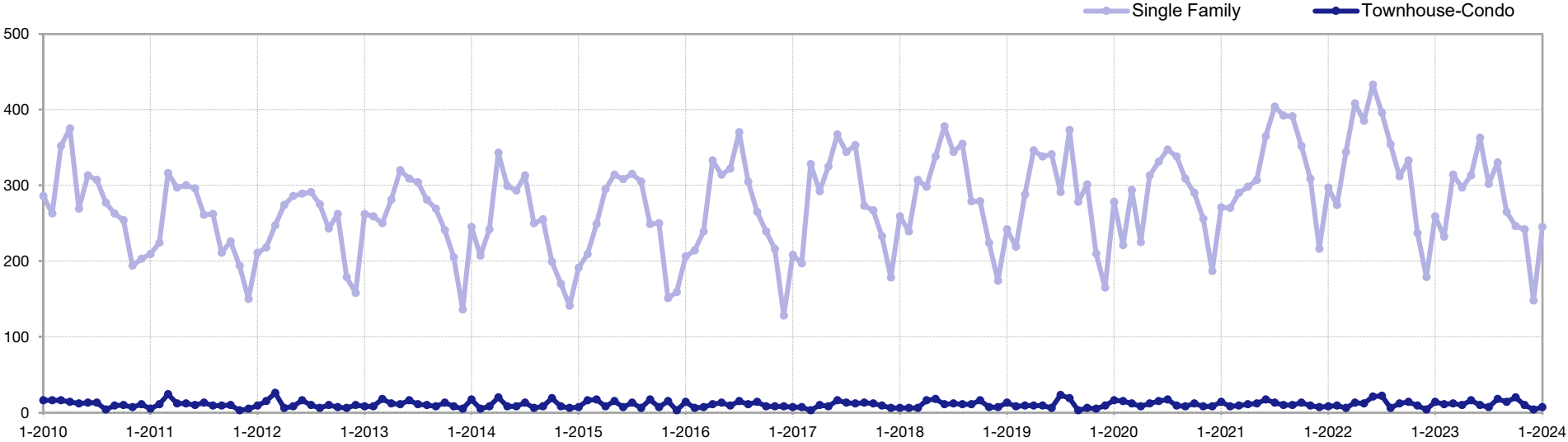


## Year to Date

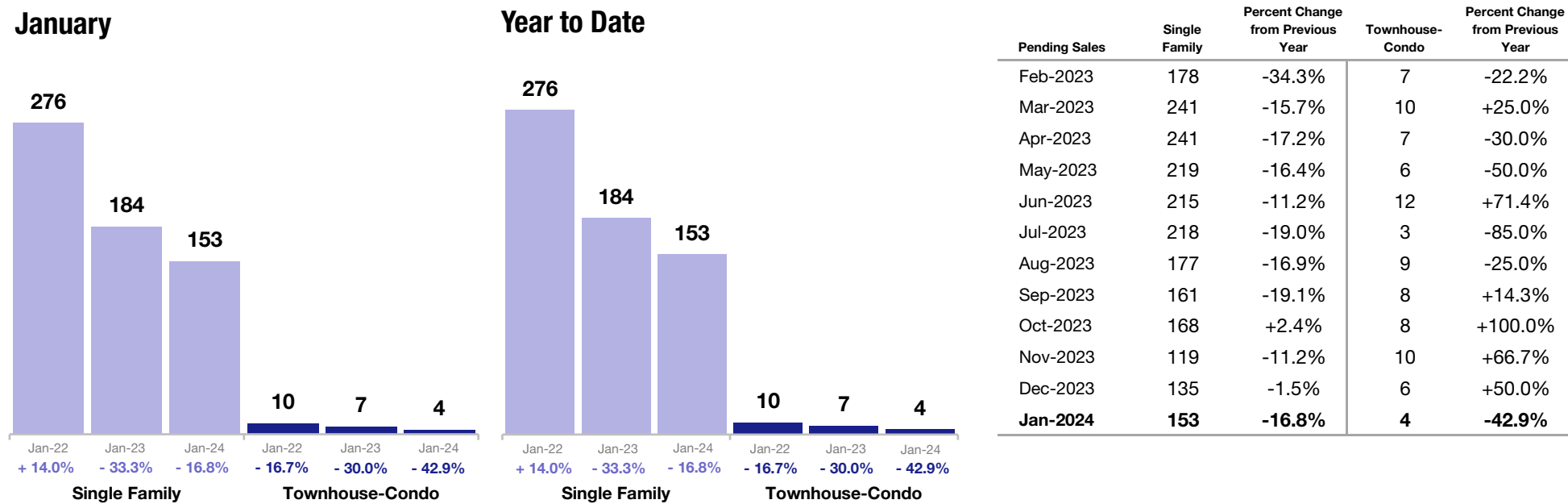


New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2023	232	-15.3%	11	+22.2%
Mar-2023	314	-8.7%	12	+100.0%
Apr-2023	297	-27.2%	10	-23.1%
May-2023	313	-18.7%	16	+33.3%
Jun-2023	363	-16.2%	10	-52.4%
Jul-2023	302	-23.7%	7	-68.2%
Aug-2023	330	-6.8%	18	+200.0%
Sep-2023	265	-15.1%	14	+16.7%
Oct-2023	246	-26.1%	20	+42.9%
Nov-2023	242	+2.1%	10	+11.1%
Dec-2023	148	-17.3%	4	0.0%
Jan-2024	245	-5.4%	7	-50.0%

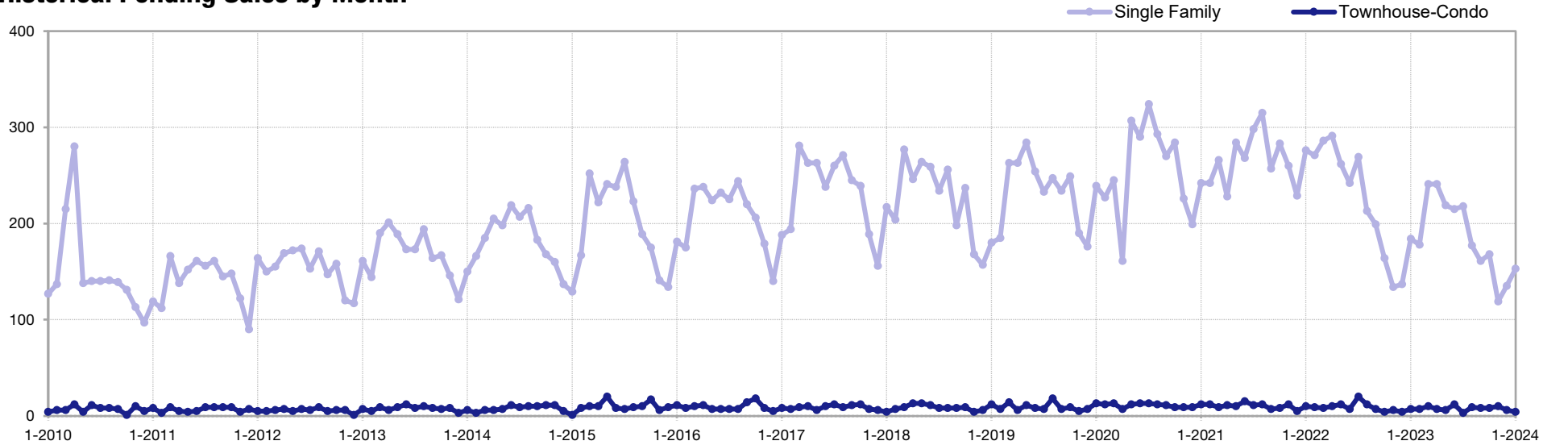
## Historical New Listings by Month



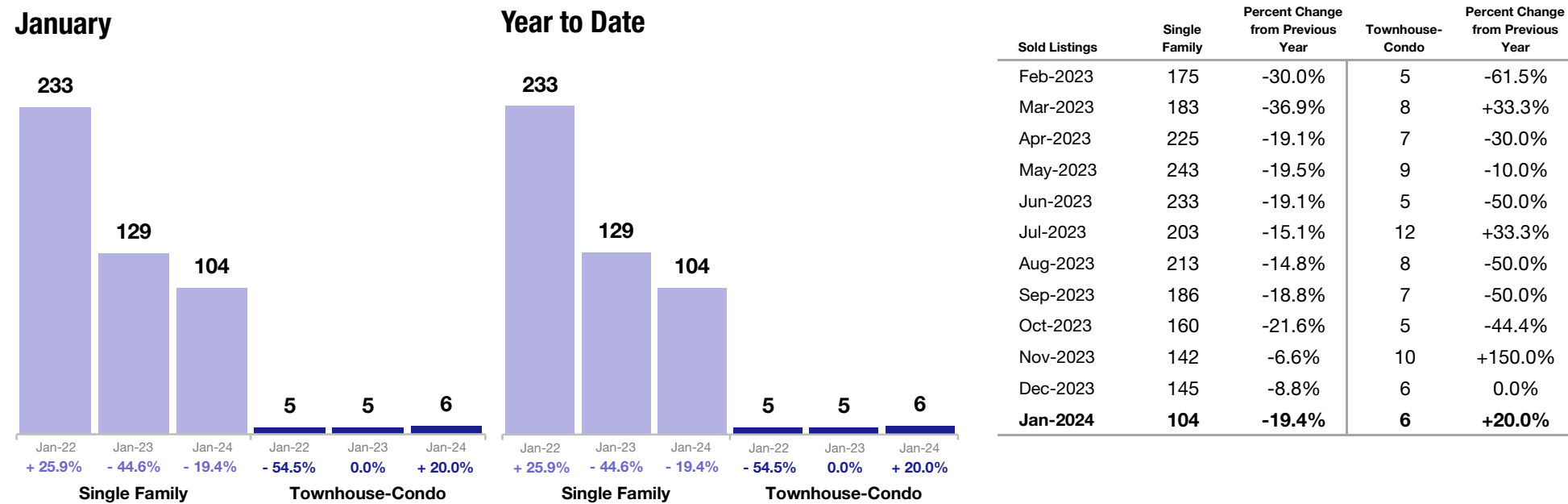
# Pending Sales



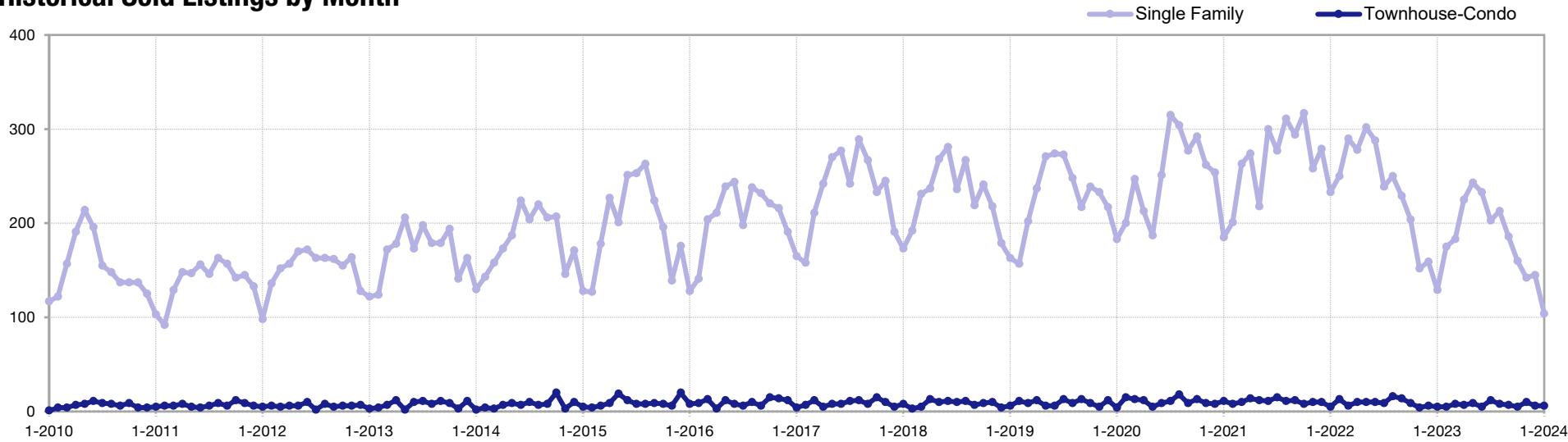
## Historical Pending Sales by Month



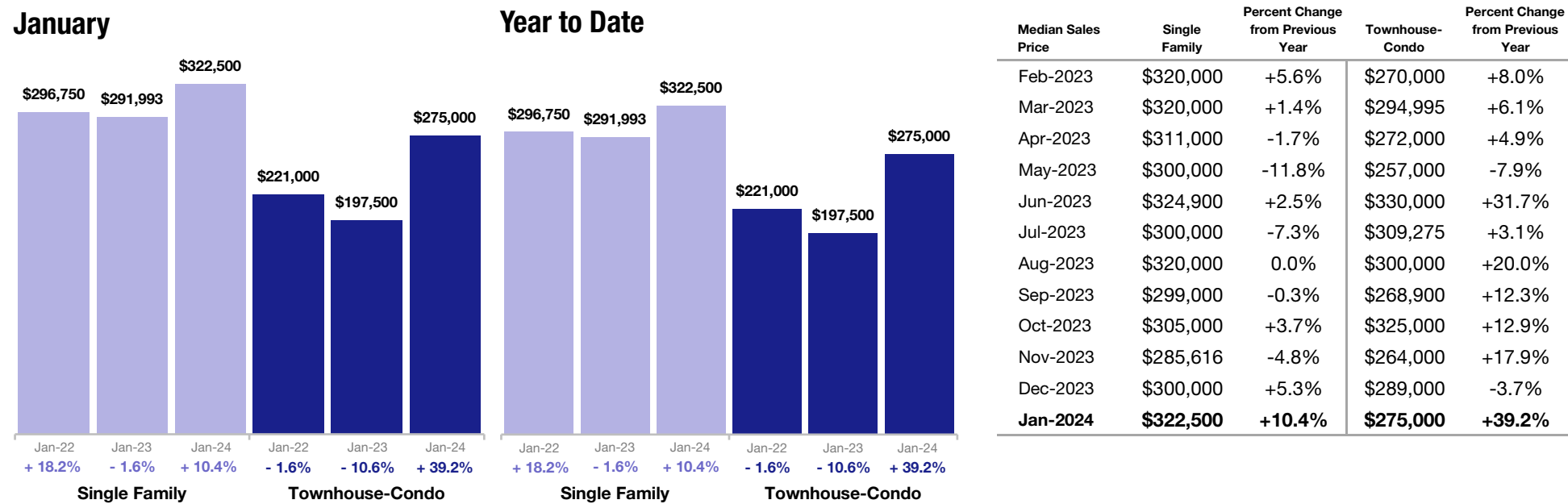
# Sold Listings



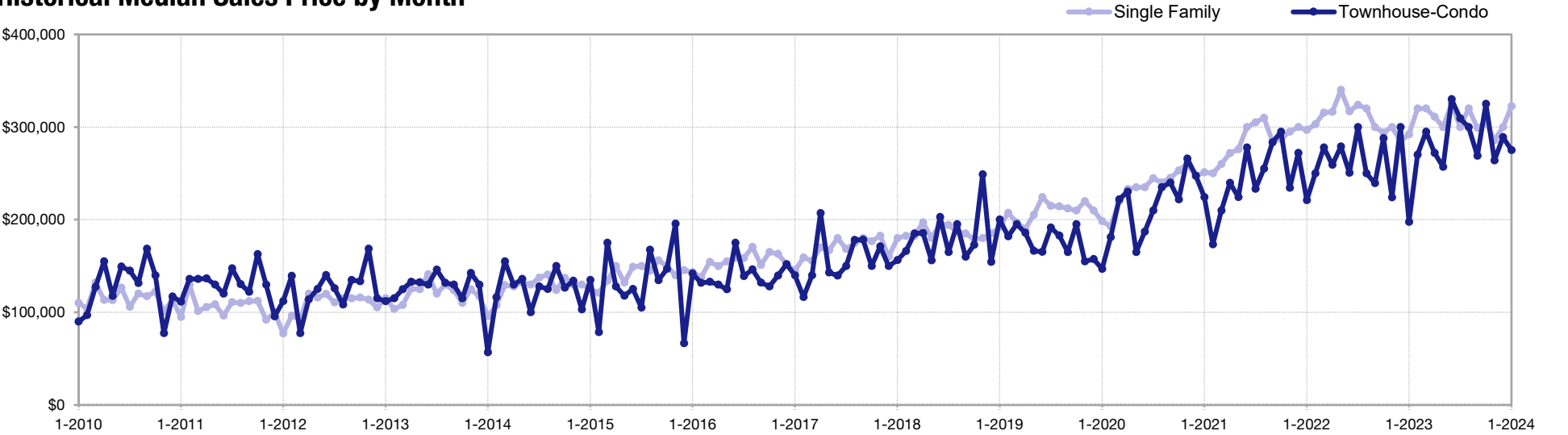
## Historical Sold Listings by Month



# Median Sales Price



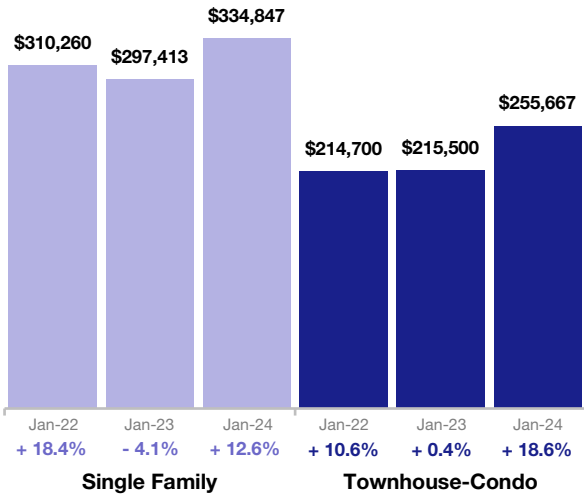
## Historical Median Sales Price by Month



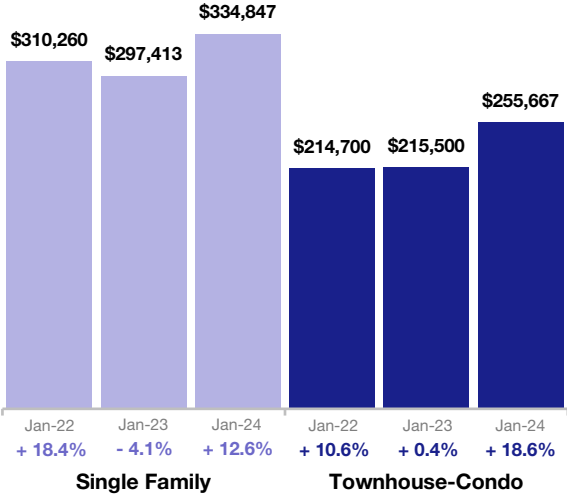
# Average Sales Price



## January

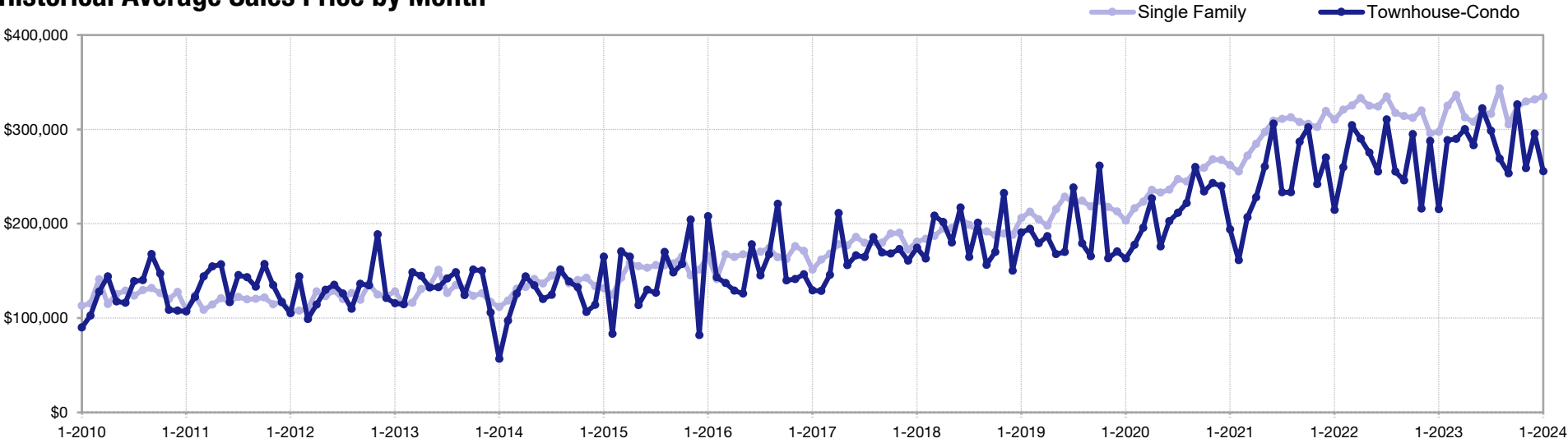


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$305,217	-2.8%	\$253,271	+3.0%
Oct-2023	\$323,924	+3.7%	\$326,300	+10.6%
Nov-2023	\$329,575	+3.0%	\$258,895	+19.8%
Dec-2023	\$331,746	+12.2%	\$295,500	+2.7%
Jan-2024	\$334,847	+12.6%	\$255,667	+18.6%

## Historical Average Sales Price by Month

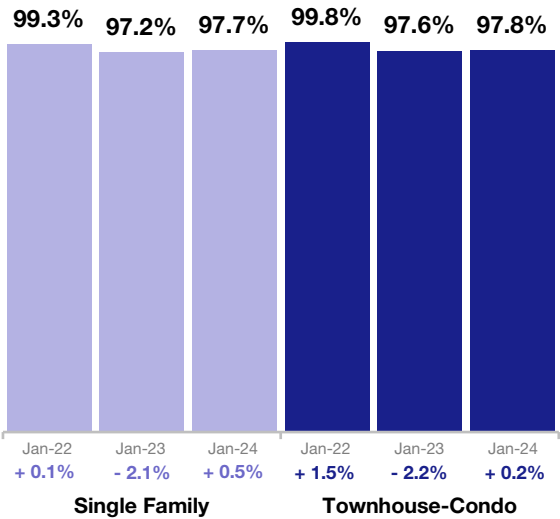




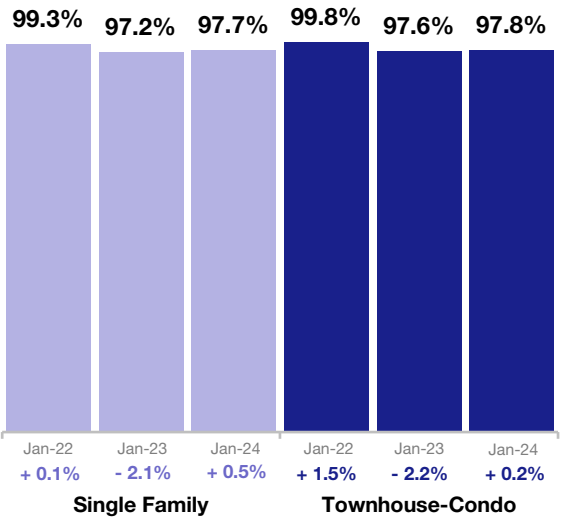
# Percent of List Price Received



## January

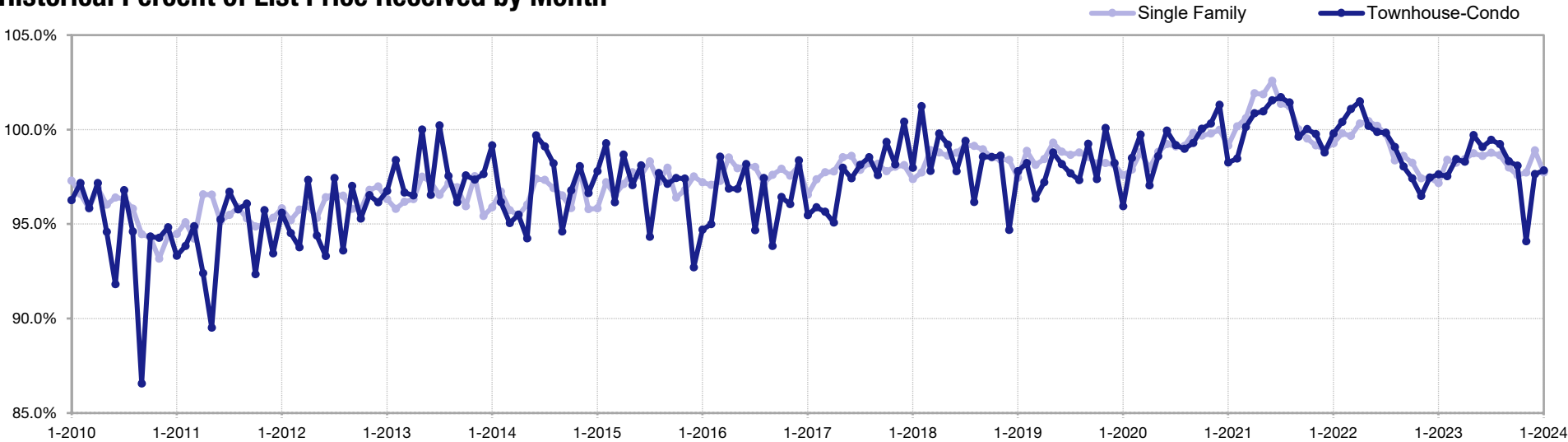


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	97.6%	-0.6%	98.1%	+0.7%
Nov-2023	97.7%	+0.3%	94.1%	-2.5%
Dec-2023	98.9%	+1.5%	97.6%	+0.1%
Jan-2024	97.7%	+0.5%	97.8%	+0.2%

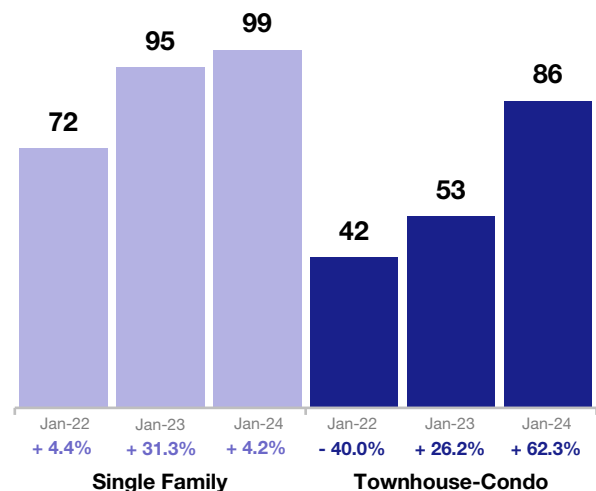
## Historical Percent of List Price Received by Month



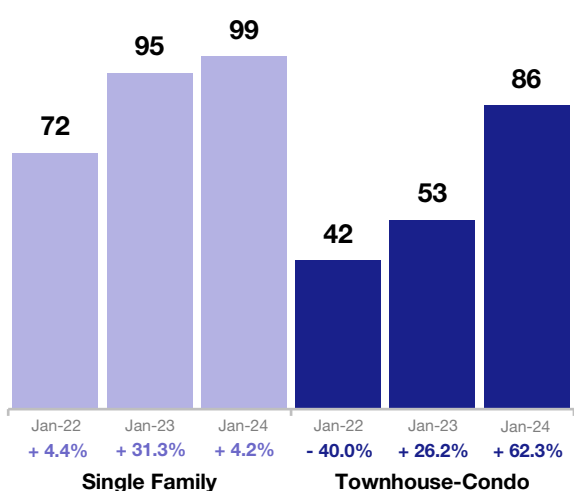
# Days on Market Until Sale



## January

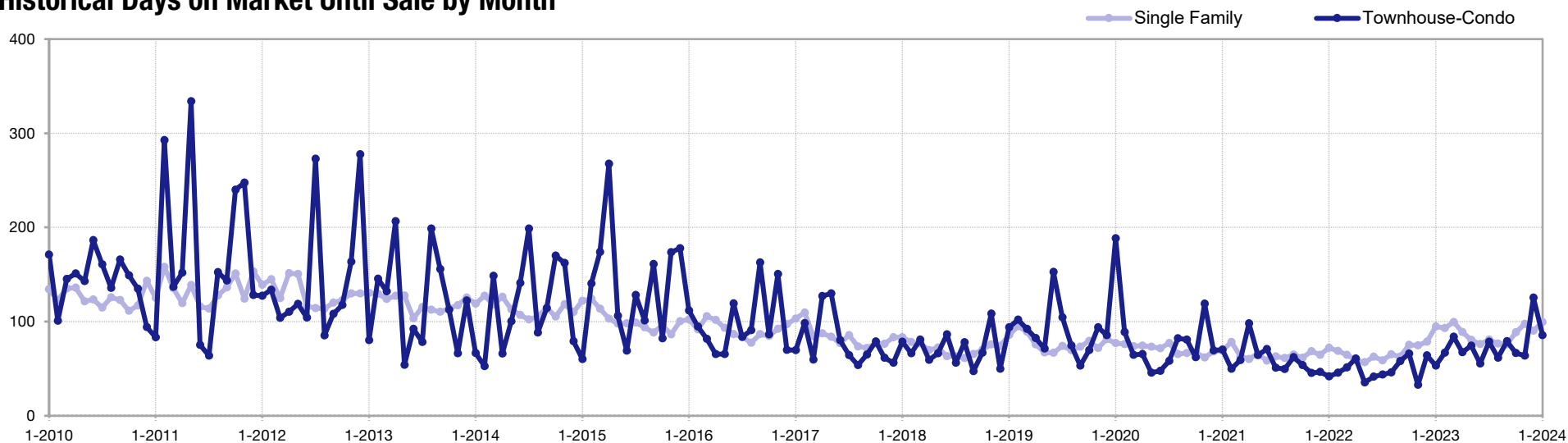


## Year to Date

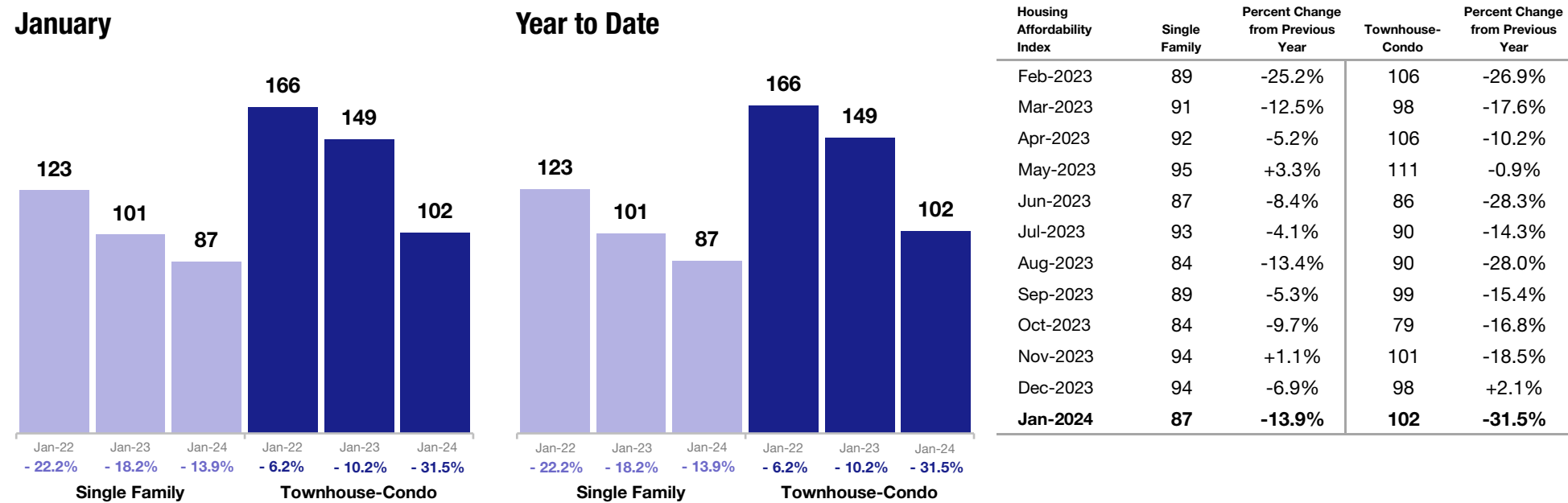


Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2023	93	+34.8%	67	+45.7%
Mar-2023	99	+52.3%	84	+64.7%
Apr-2023	89	+50.8%	67	+9.8%
May-2023	80	+40.4%	74	+111.4%
Jun-2023	76	+20.6%	55	+34.1%
Jul-2023	81	+37.3%	79	+79.5%
Aug-2023	77	+18.5%	62	+34.8%
Sep-2023	76	+20.6%	79	+36.2%
Oct-2023	89	+18.7%	67	+1.5%
Nov-2023	98	+30.7%	64	+93.9%
Dec-2023	90	+13.9%	125	+95.3%
Jan-2024	99	+4.2%	86	+62.3%

## Historical Days on Market Until Sale by Month

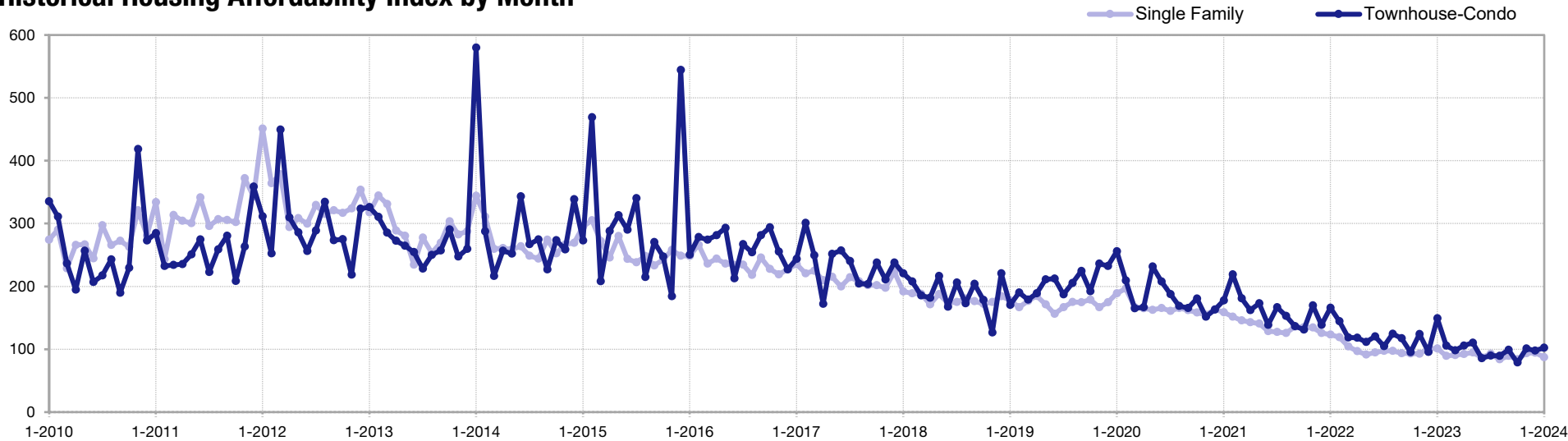


# Housing Affordability Index



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	84	-9.7%	79	-16.8%
Nov-2023	94	+1.1%	101	-18.5%
Dec-2023	94	-6.9%	98	+2.1%
Jan-2024	87	-13.9%	102	-31.5%

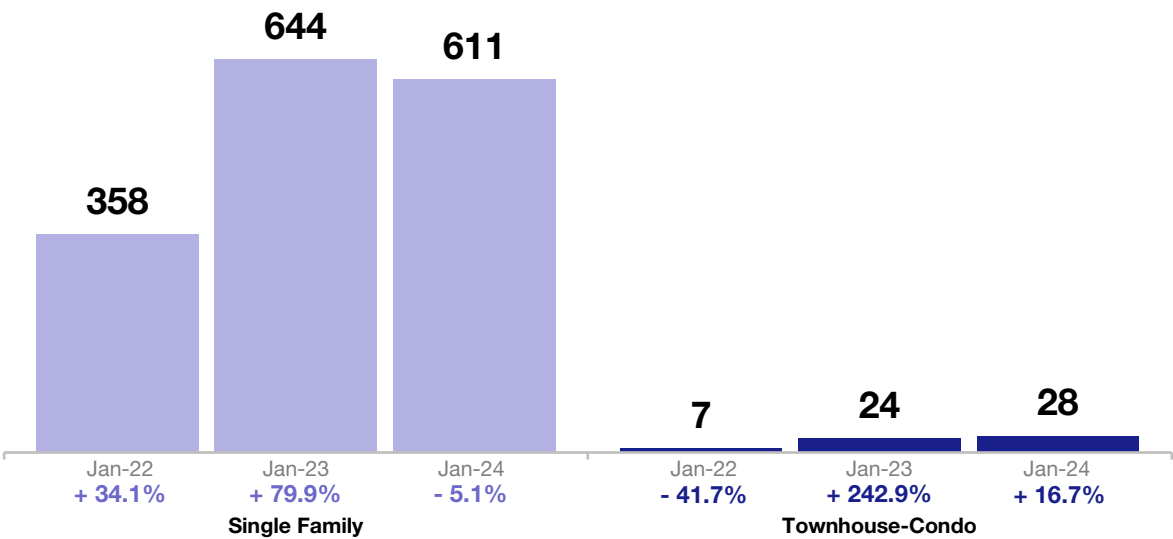
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

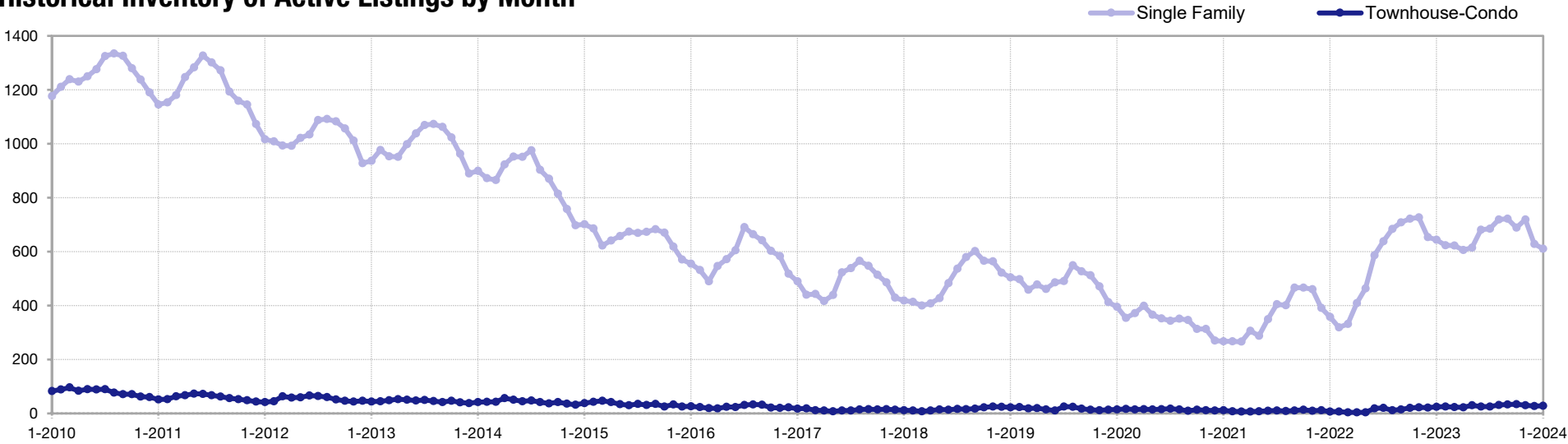


## January



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2023	623	+95.3%	25	+257.1%
Mar-2023	622	+87.3%	23	+475.0%
Apr-2023	606	+48.2%	22	+450.0%
May-2023	615	+32.8%	30	+650.0%
Jun-2023	681	+16.2%	25	+38.9%
Jul-2023	685	+7.4%	25	+25.0%
Aug-2023	719	+5.1%	31	+158.3%
Sep-2023	722	+2.0%	33	+135.7%
Oct-2023	689	-4.6%	34	+70.0%
Nov-2023	719	-1.1%	30	+36.4%
Dec-2023	628	-4.0%	27	+28.6%
Jan-2024	611	-5.1%	28	+16.7%

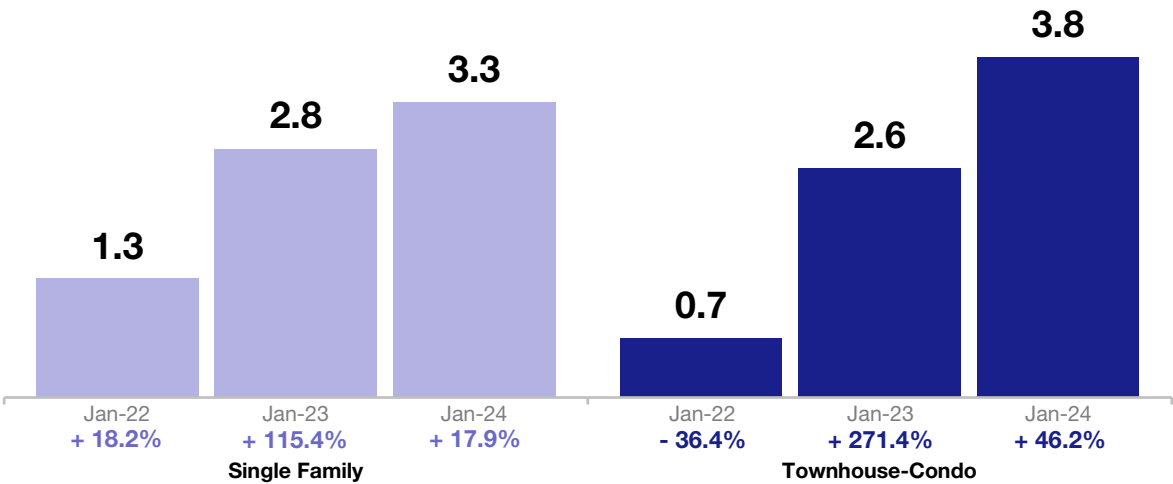
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

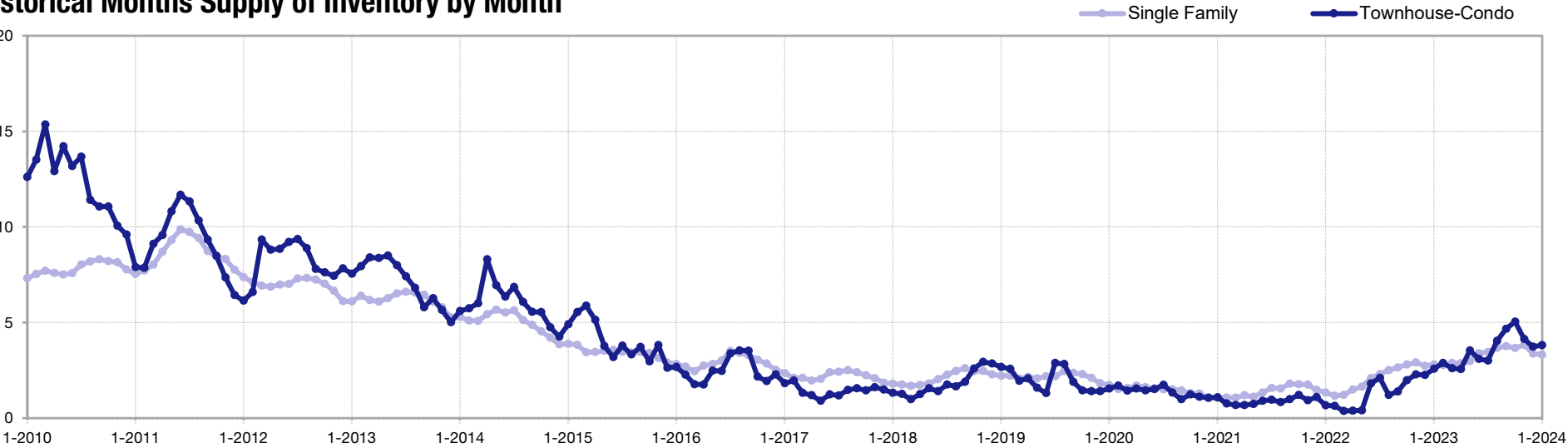


## January



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2023	2.8	+133.3%	2.9	+383.3%
Mar-2023	2.9	+141.7%	2.6	+550.0%
Apr-2023	2.9	+93.3%	2.6	+550.0%
May-2023	3.0	+87.5%	3.5	+775.0%
Jun-2023	3.4	+61.9%	3.1	+72.2%
Jul-2023	3.4	+47.8%	3.0	+42.9%
Aug-2023	3.7	+48.0%	4.0	+233.3%
Sep-2023	3.8	+46.2%	4.7	+235.7%
Oct-2023	3.7	+32.1%	5.0	+150.0%
Nov-2023	3.8	+31.0%	4.1	+78.3%
Dec-2023	3.4	+25.9%	3.7	+60.9%
Jan-2024	3.3	+17.9%	3.8	+46.2%

## 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.



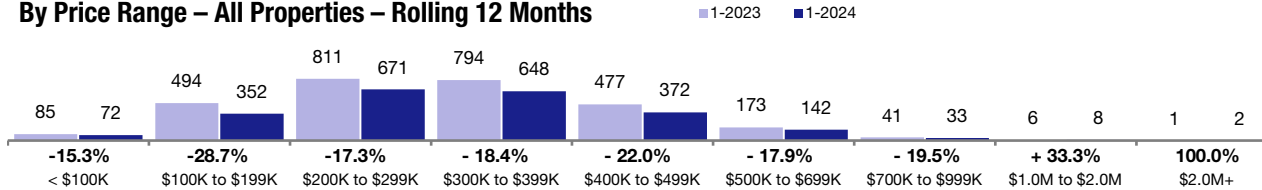
Key Metrics	Historical Sparkbars	1-2023	1-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		273	252	- 7.7%	273	252	- 7.7%
Pending Sales		191	157	- 17.8%	191	157	- 17.8%
Sold Listings		134	110	- 17.9%	134	110	- 17.9%
Median Sales Price		\$290,000	\$314,750	+ 8.5%	\$290,000	\$314,750	+ 8.5%
Avg. Sales Price		\$294,357	\$330,528	+ 12.3%	\$294,357	\$330,528	+ 12.3%
Pct. of List Price Received		97.2%	97.7%	+ 0.5%	97.2%	97.7%	+ 0.5%
Days on Market		93	99	+ 6.5%	93	99	+ 6.5%
Affordability Index		102	89	- 12.7%	102	89	- 12.7%
Active Listings		668	639	- 4.3%	--	--	--
Months Supply		2.8	3.3	+ 17.9%	--	--	--

# Sold Listings

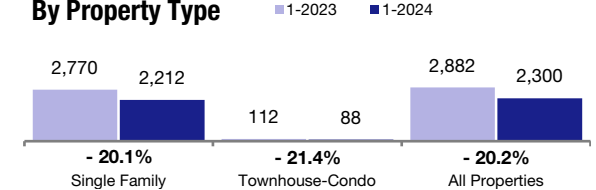
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	1-2023	1-2024	Change	1-2023	1-2024	Change
\$99,999 and Below	85	72	-15.3%	0	0	--
\$100,000 to \$199,999	469	342	-27.1%	25	10	-60.0%
\$200,000 to \$299,999	754	627	-16.8%	57	44	-22.8%
\$300,000 to \$399,999	772	621	-19.6%	22	27	+22.7%
\$400,000 to \$499,999	472	367	-22.2%	5	5	0.0%
\$500,000 to \$699,999	170	141	-17.1%	3	1	-66.7%
\$700,000 to \$999,999	41	33	-19.5%	0	0	--
\$1,000,000 to \$1,999,999	6	8	+33.3%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	1	--
<b>All Price Ranges</b>	<b>2,770</b>	<b>2,212</b>	<b>-20.1%</b>	<b>112</b>	<b>88</b>	<b>-21.4%</b>

### Compared to Prior Month

	Single Family			Townhouse-Condo		
	12-2023	1-2024	Change	12-2023	1-2024	Change
	5	4	-20.0%	0	0	--
	24	14	-41.7%	0	1	--
	42	25	-40.5%	4	4	0.0%
	29	30	+3.4%	1	1	0.0%
	30	25	-16.7%	0	0	--
	12	2	-83.3%	0	0	--
	2	3	+50.0%	0	0	--
	1	1	0.0%	0	0	--
	0	0	--	1	0	-100.0%
<b>All Price Ranges</b>	<b>145</b>	<b>104</b>	<b>-28.3%</b>	<b>6</b>	<b>6</b>	<b>0.0%</b>

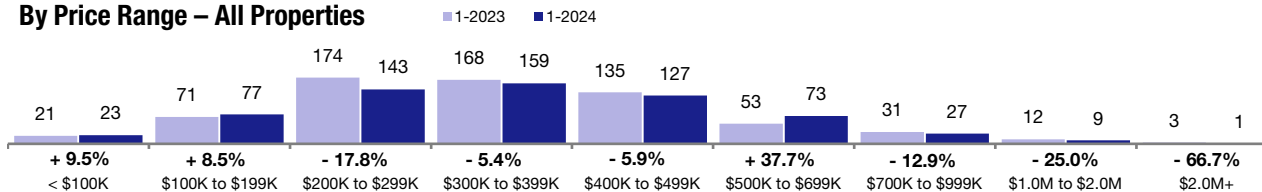
### Year to Date

	Single Family			Townhouse-Condo		
	1-2023	1-2024	Change	1-2023	1-2024	Change
	5	4	-20.0%	0	0	--
	28	14	-50.0%	3	1	-66.7%
	37	25	-32.4%	1	4	+300.0%
	34	30	-11.8%	1	1	0.0%
	16	25	+56.3%	0	0	--
	8	2	-75.0%	0	0	--
	1	3	+200.0%	0	0	--
	0	1	--	0	0	--
	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>129</b>	<b>104</b>	<b>-19.4%</b>	<b>5</b>	<b>6</b>	<b>+20.0%</b>

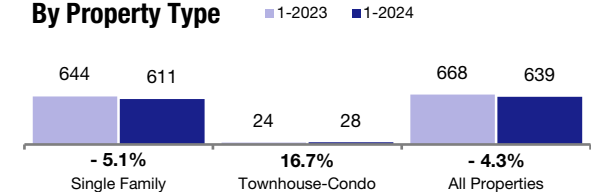
# Inventory of Active Listings

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

## By Price Range – All Properties



## By Property Type



### Year over Year

By Price Range	Single Family			Townhouse-Condo		
	1-2023	1-2024	Change	1-2023	1-2024	Change
\$99,999 and Below	21	23	+9.5%	0	0	--
\$100,000 to \$199,999	69	74	+7.2%	2	3	+50.0%
\$200,000 to \$299,999	165	132	-20.0%	9	11	+22.2%
\$300,000 to \$399,999	158	146	-7.6%	10	13	+30.0%
\$400,000 to \$499,999	133	127	-4.5%	2	0	-100.0%
\$500,000 to \$699,999	52	72	+38.5%	1	1	0.0%
\$700,000 to \$999,999	31	27	-12.9%	0	0	--
\$1,000,000 to \$1,999,999	12	9	-25.0%	0	0	--
\$2,000,000 and Above	3	1	-66.7%	0	0	--
<b>All Price Ranges</b>	<b>644</b>	<b>611</b>	<b>-5.1%</b>	<b>24</b>	<b>28</b>	<b>+16.7%</b>

### Compared to Prior Month

	Single Family			Townhouse-Condo		
	12-2023	1-2024	Change	12-2023	1-2024	Change
	20	23	+15.0%	0	0	--
	76	74	-2.6%	2	3	+50.0%
	145	132	-9.0%	10	11	+10.0%
	164	146	-11.0%	14	13	-7.1%
	122	127	+4.1%	1	0	-100.0%
	66	72	+9.1%	0	1	--
	24	27	+12.5%	0	0	--
	10	9	-10.0%	0	0	--
	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>628</b>	<b>611</b>	<b>-2.7%</b>	<b>27</b>	<b>28</b>	<b>+3.7%</b>

### Year to Date

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

# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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



# Local Market Update for January 2024

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## Pueblo County

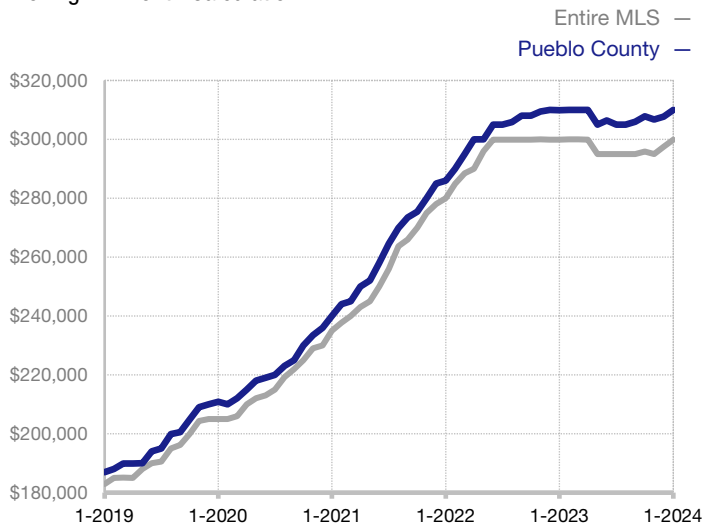
Single Family	January			Year to Date		
Key Metrics	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	256	243	- 5.1%	256	243	- 5.1%
Sold Listings	126	100	- 20.6%	126	100	- 20.6%
Median Sales Price*	\$290,997	\$322,500	+ 10.8%	\$290,997	\$322,500	+ 10.8%
Average Sales Price*	\$296,149	\$337,861	+ 14.1%	\$296,149	\$337,861	+ 14.1%
Percent of List Price Received*	97.2%	97.7%	+ 0.5%	97.2%	97.7%	+ 0.5%
Days on Market Until Sale	94	94	0.0%	94	94	0.0%
Inventory of Homes for Sale	615	597	- 2.9%	--	--	--
Months Supply of Inventory	2.7	3.3	+ 22.2%	--	--	--

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

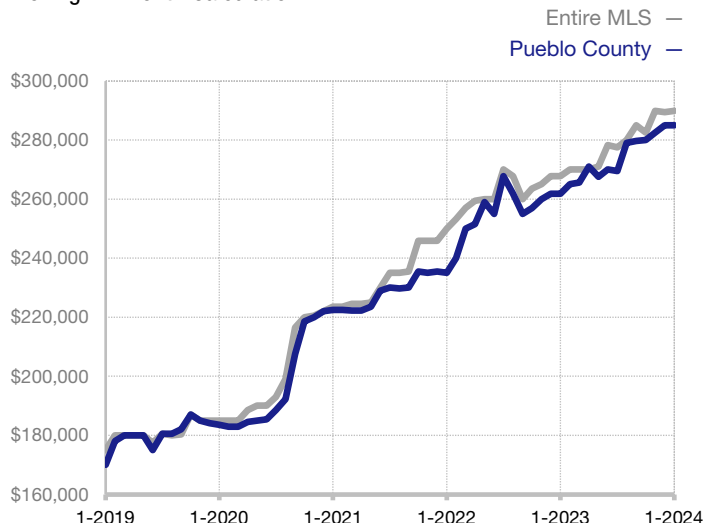
Townhouse/Condo	January			Year to Date		
Key Metrics	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	14	7	- 50.0%	14	7	- 50.0%
Sold Listings	5	5	0.0%	5	5	0.0%
Median Sales Price*	\$197,500	\$270,000	+ 36.7%	\$197,500	\$270,000	+ 36.7%
Average Sales Price*	\$215,500	\$248,800	+ 15.5%	\$215,500	\$248,800	+ 15.5%
Percent of List Price Received*	97.6%	96.8%	- 0.8%	97.6%	96.8%	- 0.8%
Days on Market Until Sale	53	92	+ 73.6%	53	92	+ 73.6%
Inventory of Homes for Sale	24	26	+ 8.3%	--	--	--
Months Supply of Inventory	2.7	3.7	+ 37.0%	--	--	--

\* 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 January 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Arkansas Valley/Otero County

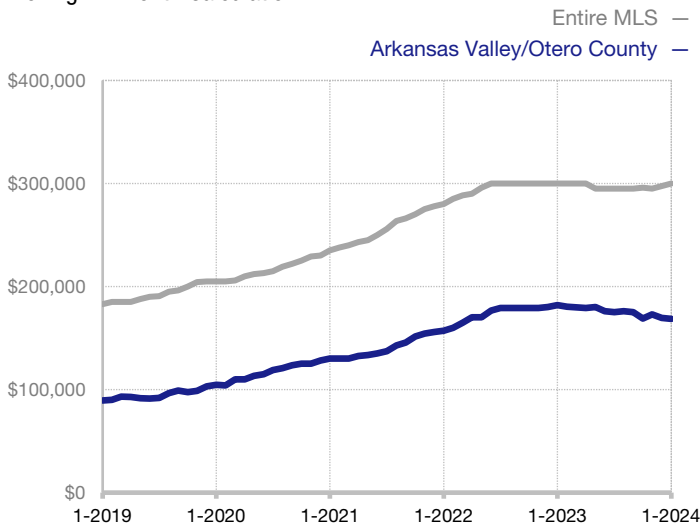
Single Family	January			Year to Date		
Key Metrics	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	39	38	- 2.6%	39	38	- 2.6%
Sold Listings	21	17	- 19.0%	21	17	- 19.0%
Median Sales Price*	\$225,000	\$150,000	- 33.3%	\$225,000	\$150,000	- 33.3%
Average Sales Price*	\$217,238	\$176,088	- 18.9%	\$217,238	\$176,088	- 18.9%
Percent of List Price Received*	93.8%	93.5%	- 0.3%	93.8%	93.5%	- 0.3%
Days on Market Until Sale	104	100	- 3.8%	104	100	- 3.8%
Inventory of Homes for Sale	141	140	- 0.7%	--	--	--
Months Supply of Inventory	4.2	4.5	+ 7.1%	--	--	--

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

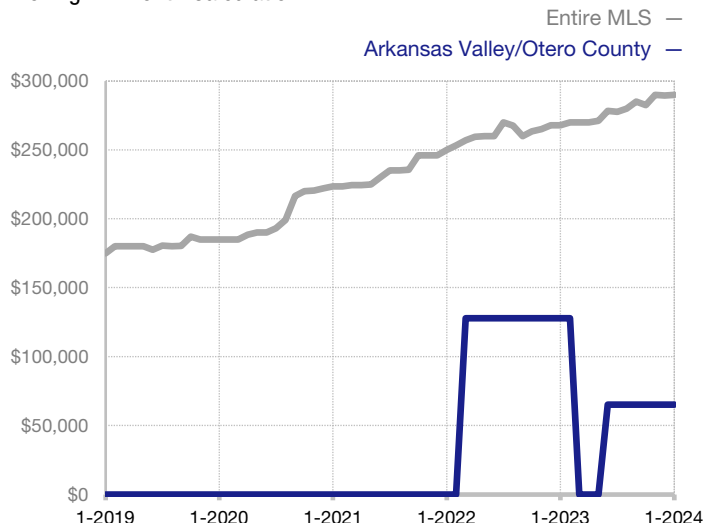
Townhouse/Condo	January			Year to Date		
Key Metrics	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 January 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Fowler

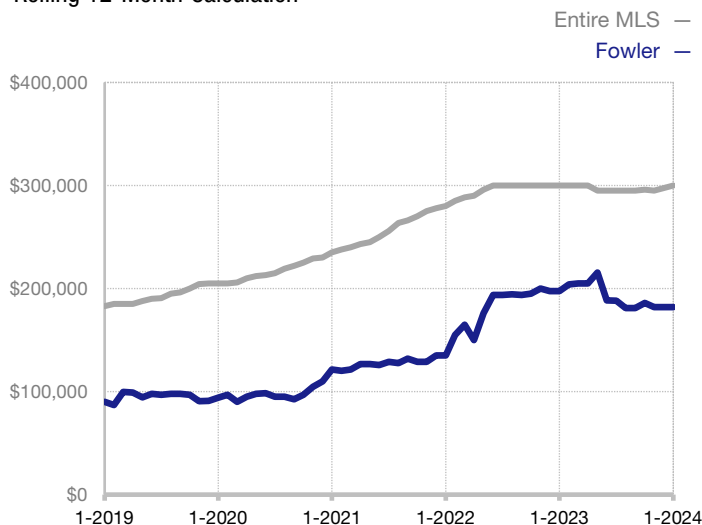
Single Family	January			Year to Date		
Key Metrics	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	3	3	0.0%	3	3	0.0%
Sold Listings	1	1	0.0%	1	1	0.0%
Median Sales Price*	\$120,000	\$175,000	+ 45.8%	\$120,000	\$175,000	+ 45.8%
Average Sales Price*	\$120,000	\$175,000	+ 45.8%	\$120,000	\$175,000	+ 45.8%
Percent of List Price Received*	93.4%	83.3%	- 10.8%	93.4%	83.3%	- 10.8%
Days on Market Until Sale	70	184	+ 162.9%	70	184	+ 162.9%
Inventory of Homes for Sale	10	5	- 50.0%	--	--	--
Months Supply of Inventory	3.5	2.1	- 40.0%	--	--	--

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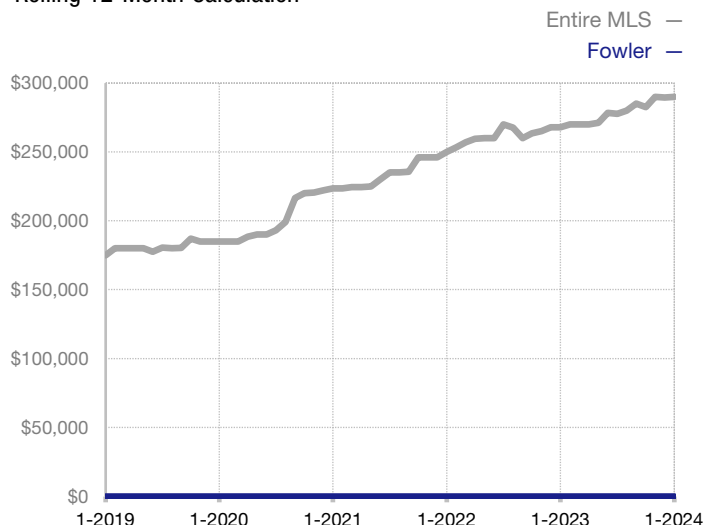
Townhouse/Condo	January			Year to Date		
Key Metrics	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 January 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Huerfano County

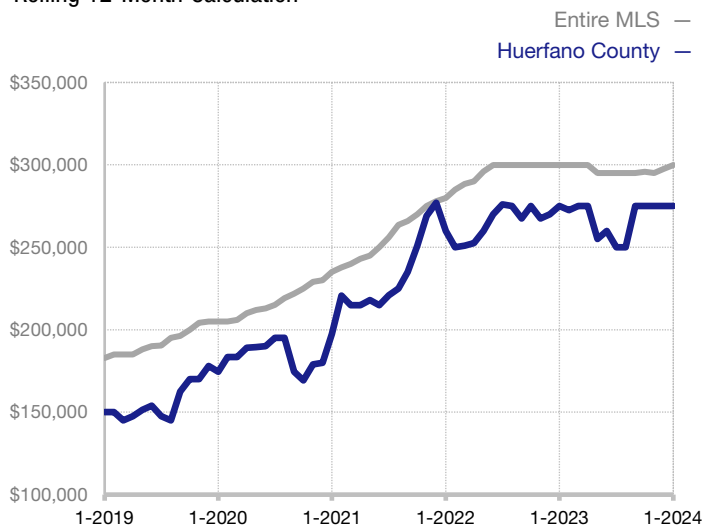
Single Family	January			Year to Date		
Key Metrics	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	9	5	- 44.4%	9	5	- 44.4%
Sold Listings	4	7	+ 75.0%	4	7	+ 75.0%
Median Sales Price*	\$144,950	<b>\$253,000</b>	+ 74.5%	\$144,950	<b>\$253,000</b>	+ 74.5%
Average Sales Price*	\$251,725	<b>\$276,493</b>	+ 9.8%	\$251,725	<b>\$276,493</b>	+ 9.8%
Percent of List Price Received*	95.3%	<b>101.7%</b>	+ 6.7%	95.3%	<b>101.7%</b>	+ 6.7%
Days on Market Until Sale	107	<b>129</b>	+ 20.6%	107	<b>129</b>	+ 20.6%
Inventory of Homes for Sale	61	<b>52</b>	- 14.8%	--	--	--
Months Supply of Inventory	8.4	<b>7.7</b>	- 8.3%	--	--	--

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

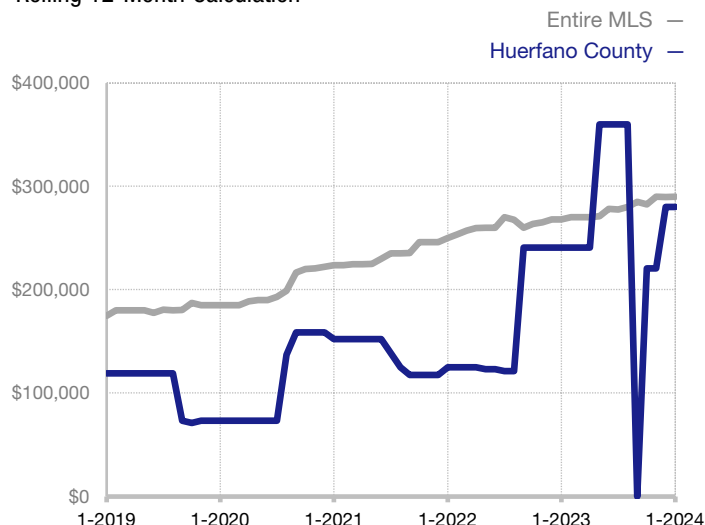
Townhouse/Condo	January			Year to Date		
Key Metrics	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	1	<b>1</b>	0.0%	--	--	--
Months Supply of Inventory	1.0	<b>0.7</b>	- 30.0%	--	--	--

\* 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 January 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## La Junta

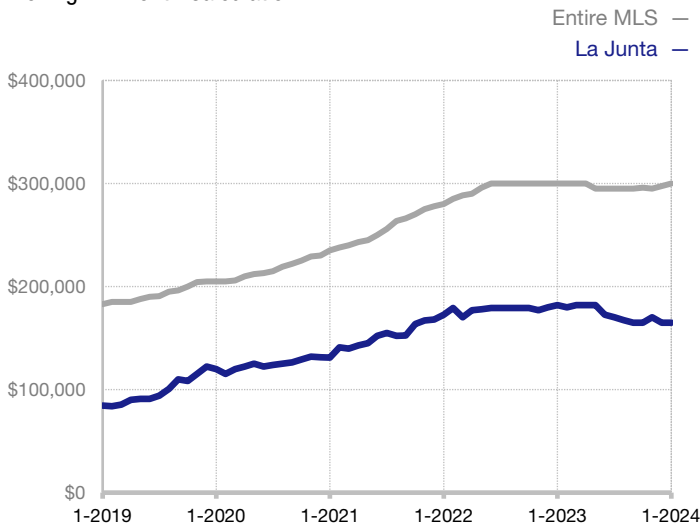
Single Family	January			Year to Date		
Key Metrics	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	10	11	+ 10.0%	10	11	+ 10.0%
Sold Listings	5	2	- 60.0%	5	2	- 60.0%
Median Sales Price*	\$226,000	\$225,000	- 0.4%	\$226,000	\$225,000	- 0.4%
Average Sales Price*	\$204,700	\$225,000	+ 9.9%	\$204,700	\$225,000	+ 9.9%
Percent of List Price Received*	97.5%	89.7%	- 8.0%	97.5%	89.7%	- 8.0%
Days on Market Until Sale	69	156	+ 126.1%	69	156	+ 126.1%
Inventory of Homes for Sale	21	45	+ 114.3%	--	--	--
Months Supply of Inventory	2.8	6.6	+ 135.7%	--	--	--

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

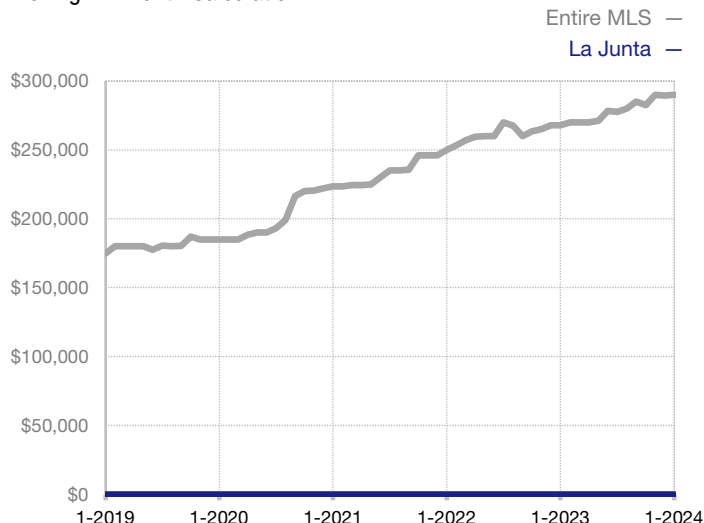
Townhouse/Condo	January			Year to Date		
Key Metrics	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 January 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Lamar

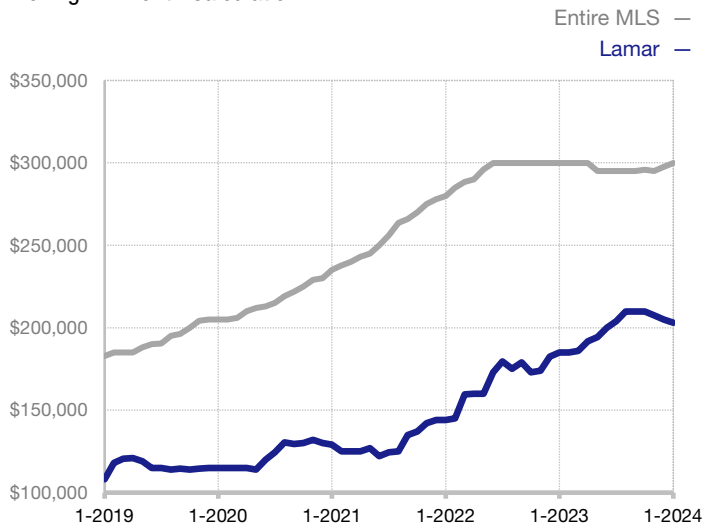
Single Family	January			Year to Date		
Key Metrics	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	6	4	- 33.3%	6	4	- 33.3%
Sold Listings	4	2	- 50.0%	4	2	- 50.0%
Median Sales Price*	\$282,250	<b>\$137,500</b>	- 51.3%	\$282,250	<b>\$137,500</b>	- 51.3%
Average Sales Price*	\$276,125	<b>\$137,500</b>	- 50.2%	\$276,125	<b>\$137,500</b>	- 50.2%
Percent of List Price Received*	89.4%	<b>96.6%</b>	+ 8.1%	89.4%	<b>96.6%</b>	+ 8.1%
Days on Market Until Sale	107	<b>92</b>	- 14.0%	107	<b>92</b>	- 14.0%
Inventory of Homes for Sale	15	<b>12</b>	- 20.0%	--	--	--
Months Supply of Inventory	2.6	<b>2.1</b>	- 19.2%	--	--	--

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

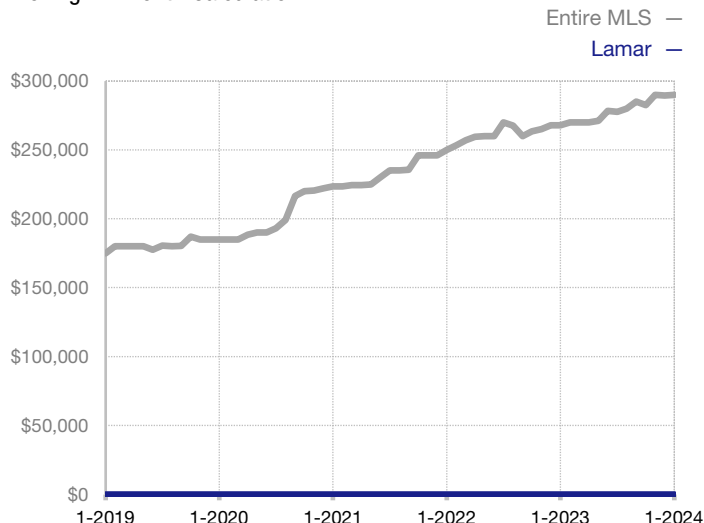
Townhouse/Condo	January			Year to Date		
Key Metrics	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

\* 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 January 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Las Animas

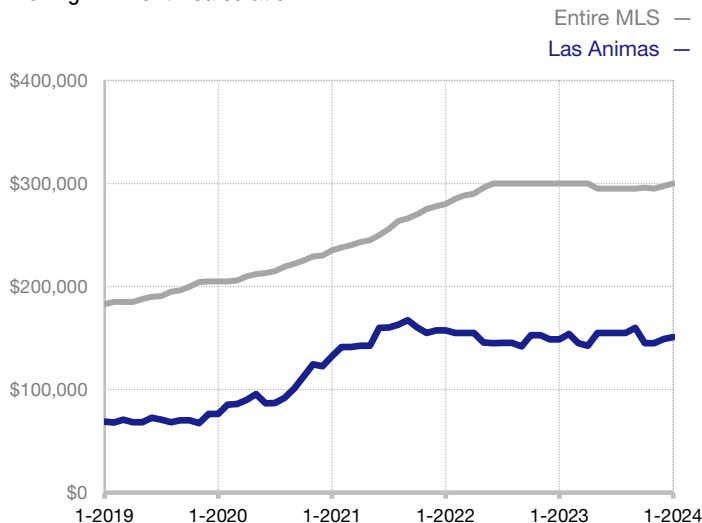
Single Family	January			Year to Date		
Key Metrics	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	4	0	- 100.0%	4	0	- 100.0%
Sold Listings	2	2	0.0%	2	2	0.0%
Median Sales Price*	\$135,000	<b>\$202,000</b>	+ 49.6%	\$135,000	<b>\$202,000</b>	+ 49.6%
Average Sales Price*	\$135,000	<b>\$202,000</b>	+ 49.6%	\$135,000	<b>\$202,000</b>	+ 49.6%
Percent of List Price Received*	96.7%	<b>95.1%</b>	- 1.7%	96.7%	<b>95.1%</b>	- 1.7%
Days on Market Until Sale	127	<b>108</b>	- 15.0%	127	<b>108</b>	- 15.0%
Inventory of Homes for Sale	12	<b>10</b>	- 16.7%	--	--	--
Months Supply of Inventory	3.8	<b>3.5</b>	- 7.9%	--	--	--

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

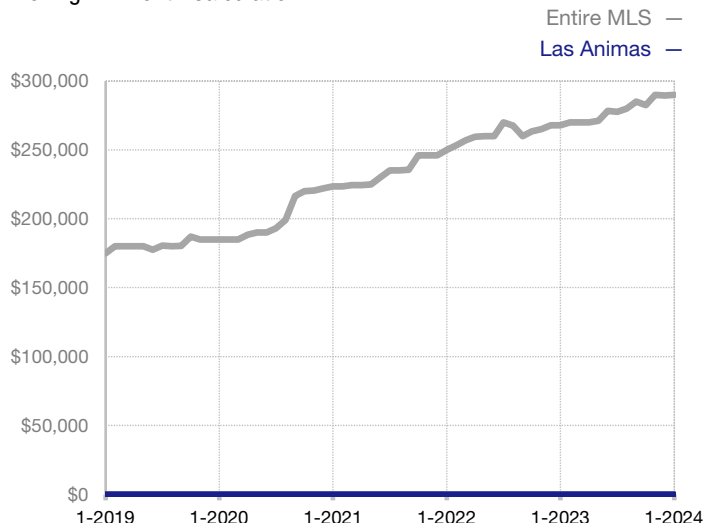
Townhouse/Condo	January			Year to Date		
Key Metrics	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

\* 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 January 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Manzanola

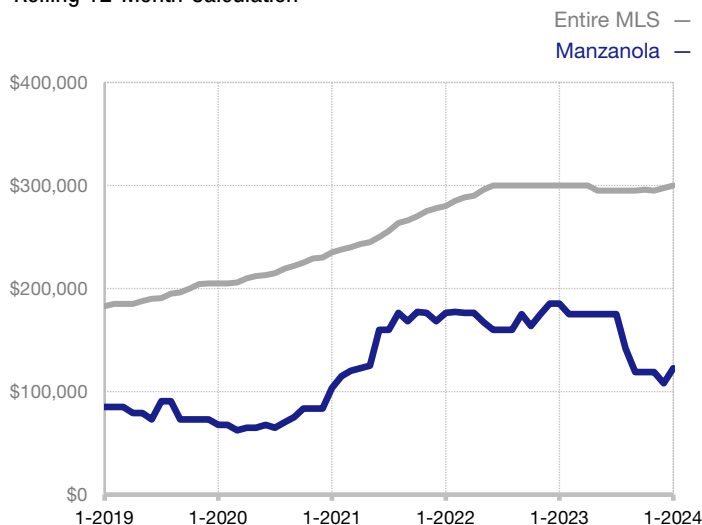
Single Family	January			Year to Date		
Key Metrics	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	3	0	- 100.0%	3	0	- 100.0%
Sold Listings	0	2	--	0	2	--
Median Sales Price*	\$0	\$126,000	--	\$0	\$126,000	--
Average Sales Price*	\$0	\$126,000	--	\$0	\$126,000	--
Percent of List Price Received*	0.0%	101.5%	--	0.0%	101.5%	--
Days on Market Until Sale	0	66	--	0	66	--
Inventory of Homes for Sale	2	0	- 100.0%	--	--	--
Months Supply of Inventory	1.3	0.0	- 100.0%	--	--	--

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

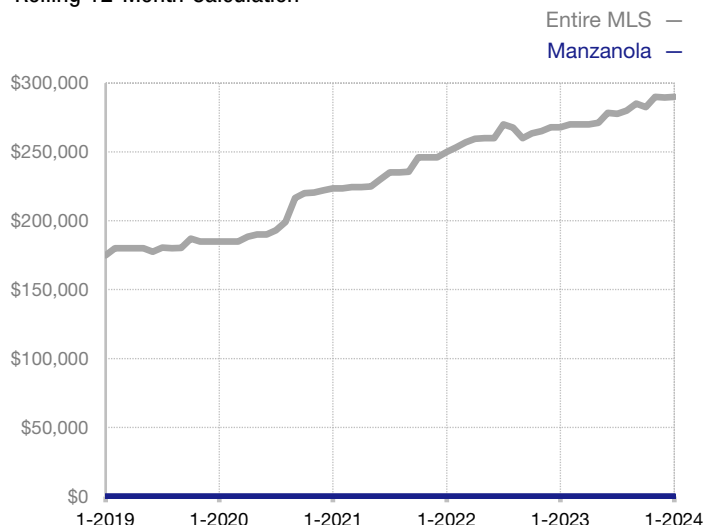
Townhouse/Condo	January			Year to Date		
Key Metrics	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 January 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Rocky Ford

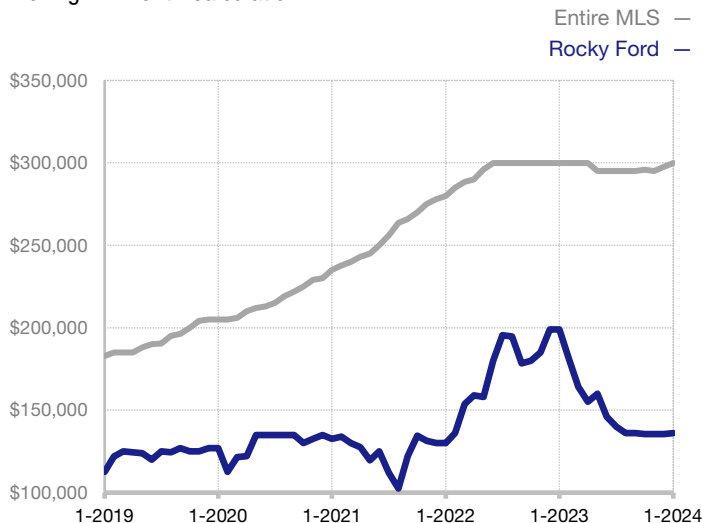
Single Family	January			Year to Date		
Key Metrics	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	8	8	0.0%	8	8	0.0%
Sold Listings	2	3	+ 50.0%	2	3	+ 50.0%
Median Sales Price*	\$136,000	<b>\$235,000</b>	+ 72.8%	\$136,000	<b>\$235,000</b>	+ 72.8%
Average Sales Price*	\$136,000	<b>\$204,167</b>	+ 50.1%	\$136,000	<b>\$204,167</b>	+ 50.1%
Percent of List Price Received*	91.0%	<b>94.3%</b>	+ 3.6%	91.0%	<b>94.3%</b>	+ 3.6%
Days on Market Until Sale	157	<b>99</b>	- 36.9%	157	<b>99</b>	- 36.9%
Inventory of Homes for Sale	17	<b>15</b>	- 11.8%	--	--	--
Months Supply of Inventory	4.3	<b>3.7</b>	- 14.0%	--	--	--

\* 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	January			Year to Date		
Key Metrics	2023	2024	Percent Change from Previous Year	Thru 01-2023	Thru 01-2024	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

\* 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

