

Monthly Indicators



March 2024

Percent changes calculated using year-over-year comparisons.

New Listings were down 10.8 percent for single family homes and 58.3 percent for townhouse-condo properties. Pending Sales decreased 9.5 percent for single family homes and 50.0 percent for townhouse-condo properties.

The Median Sales Price was down 4.7 percent to \$305,000 for single family homes and 10.2 percent to \$265,000 for townhouse-condo properties. Days on Market decreased 9.1 percent for single family homes and 1.2 percent for townhouse-condo properties.

The recent surge in home sales was likely due to a dip in mortgage rates in December and an increase in housing supply nationwide. According to NAR, total inventory grew 5.9% month-over-month and 10.3% year-over-year to 1.07 million units, for a 2.9 months' supply at the current sales pace. Buyer demand remains robust, and the limited supply of inventory helped push the median existing-home sales price up 5.7% year-over-year to \$384,500, the eighth consecutive month of annual price increases.

Activity Snapshot

- 5.8%

- 4.1%

- 4.0%

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	3-2023	3-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		315	281	- 10.8%	805	763	- 5.2%
Pending Sales		242	219	- 9.5%	604	536	- 11.3%
Sold Listings		183	171	- 6.6%	487	426	- 12.5%
Median Sales Price		\$320,000	\$305,000	- 4.7%	\$315,000	\$311,000	- 1.3%
Avg. Sales Price		\$336,426	\$319,338	- 5.1%	\$322,007	\$318,453	- 1.1%
Pct. of List Price Received		98.2%	98.6%	+ 0.4%	98.0%	98.3%	+ 0.3%
Days on Market		99	90	- 9.1%	96	95	- 1.0%
Affordability Index		91	91	0.0%	92	89	- 3.3%
Active Listings		624	602	- 3.5%	--	--	--
Months Supply		2.9	3.3	+ 13.8%	--	--	--

Townhouse-Condo Market Overview

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

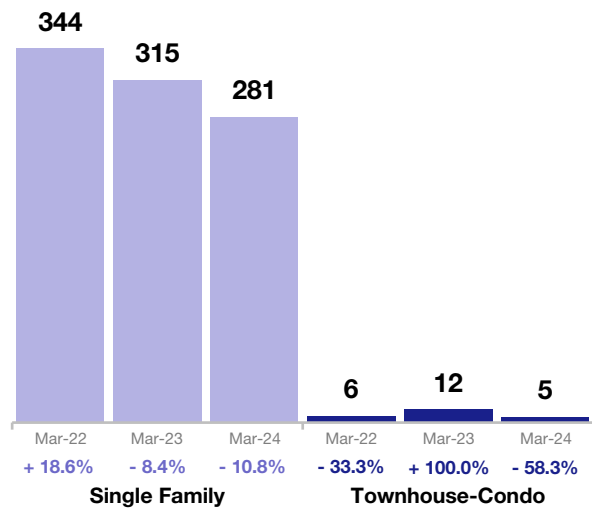


Key Metrics	Historical Sparkbars	3-2023	3-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		12	5	- 58.3%	37	21	- 43.2%
Pending Sales		10	5	- 50.0%	24	18	- 25.0%
Sold Listings		8	9	+ 12.5%	18	21	+ 16.7%
Median Sales Price		\$294,995	\$265,000	- 10.2%	\$267,500	\$280,000	+ 4.7%
Avg. Sales Price		\$289,924	\$286,544	- 1.2%	\$268,822	\$291,824	+ 8.6%
Pct. of List Price Received		98.4%	98.3%	- 0.1%	98.0%	98.2%	+ 0.2%
Days on Market		84	83	- 1.2%	71	88	+ 23.9%
Affordability Index		98	104	+ 6.1%	108	99	- 8.3%
Active Listings		23	19	- 17.4%	--	--	--
Months Supply		2.6	2.5	- 3.8%	--	--	--

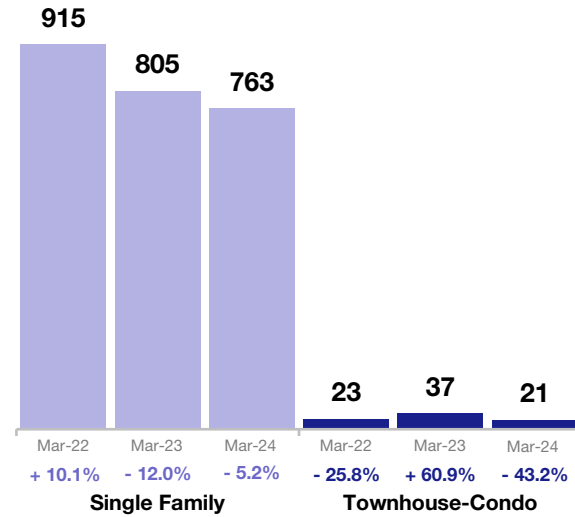
New Listings



March

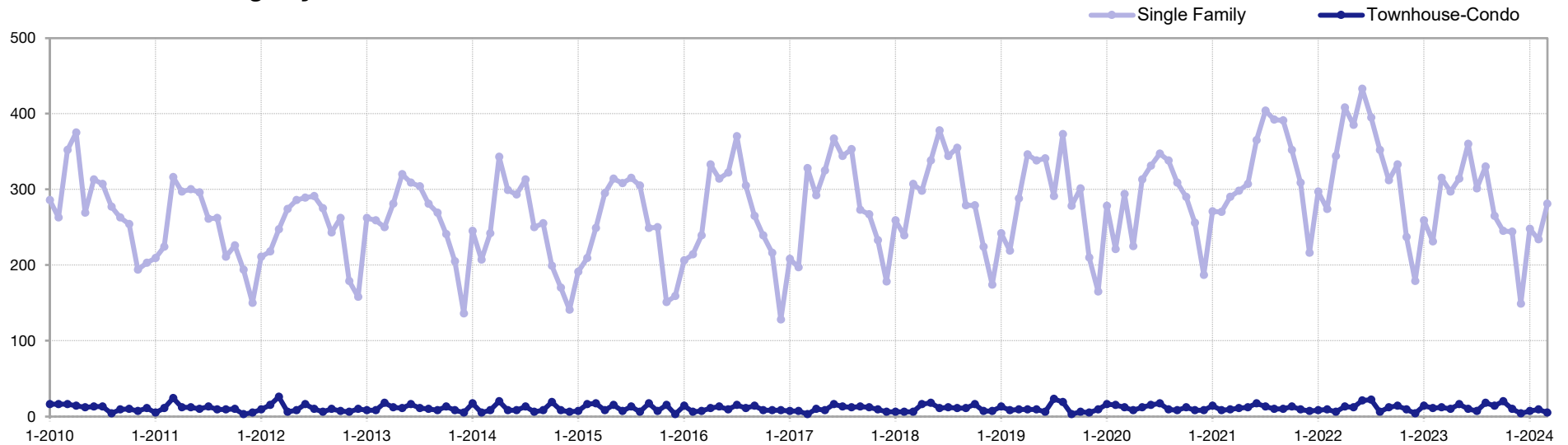


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2023	297	-27.2%	10	-23.1%
May-2023	314	-18.4%	16	+33.3%
Jun-2023	360	-16.9%	10	-52.4%
Jul-2023	301	-23.8%	7	-68.2%
Aug-2023	330	-6.3%	18	+200.0%
Sep-2023	265	-15.1%	14	+16.7%
Oct-2023	245	-26.4%	20	+42.9%
Nov-2023	244	+3.0%	10	+11.1%
Dec-2023	149	-16.8%	4	0.0%
Jan-2024	248	-4.2%	7	-50.0%
Feb-2024	234	+1.3%	9	-18.2%
Mar-2024	281	-10.8%	5	-58.3%

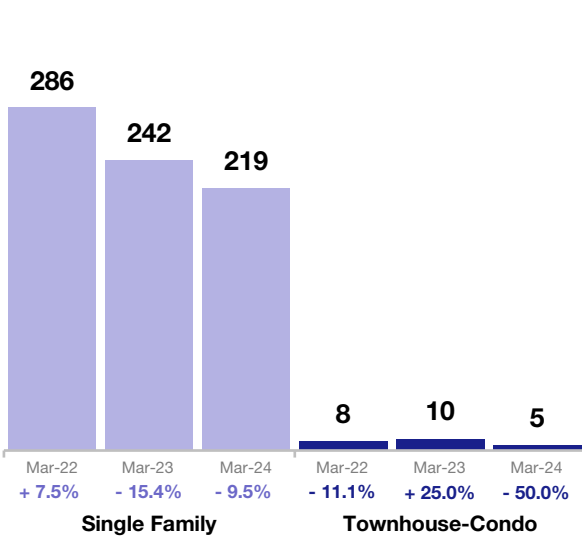
Historical New Listings by Month



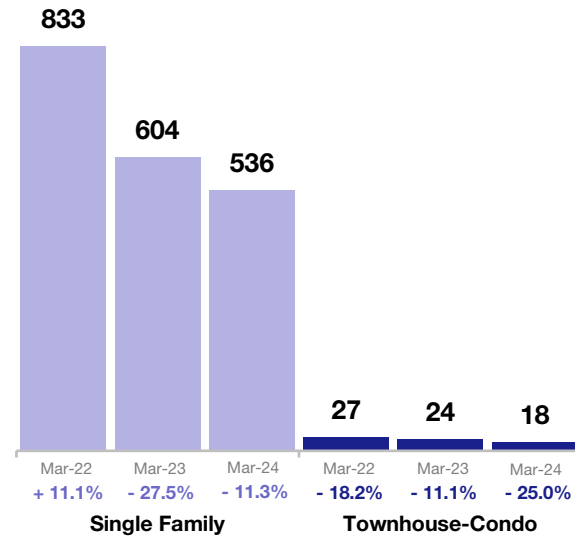
Pending Sales



March

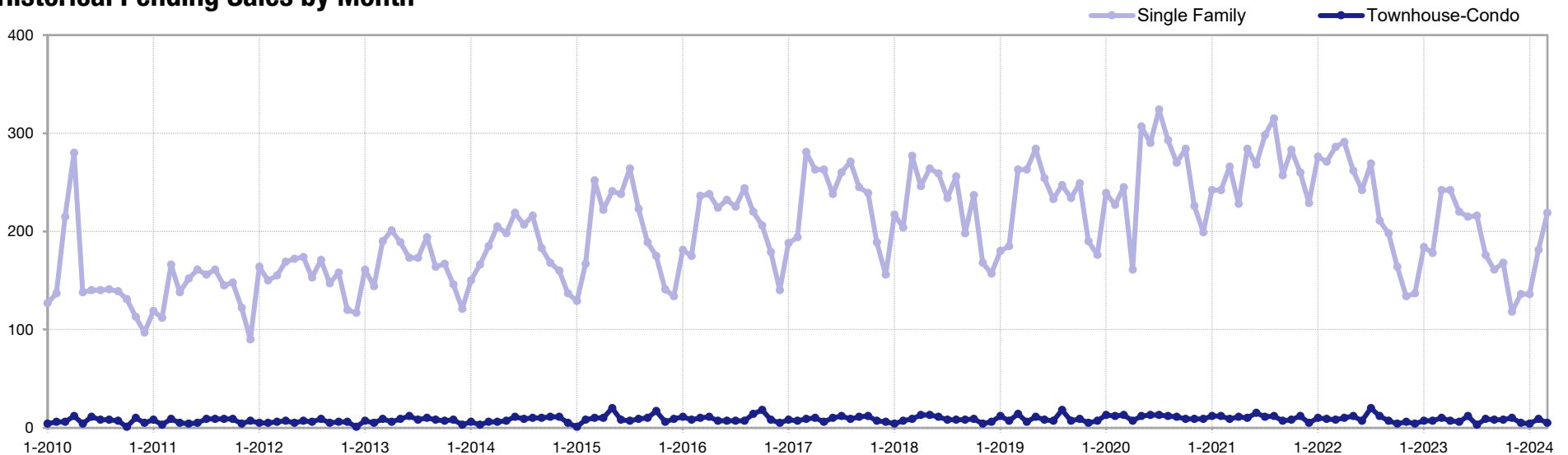


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2023	242	-16.8%	7	-30.0%
May-2023	220	-16.0%	6	-50.0%
Jun-2023	215	-11.2%	12	+71.4%
Jul-2023	216	-19.7%	3	-85.0%
Aug-2023	176	-16.6%	9	-25.0%
Sep-2023	161	-18.7%	8	+14.3%
Oct-2023	168	+2.4%	8	+100.0%
Nov-2023	118	-11.9%	10	+66.7%
Dec-2023	136	-0.7%	5	+25.0%
Jan-2024	136	-26.1%	4	-42.9%
Feb-2024	181	+1.7%	9	+28.6%
Mar-2024	219	-9.5%	5	-50.0%

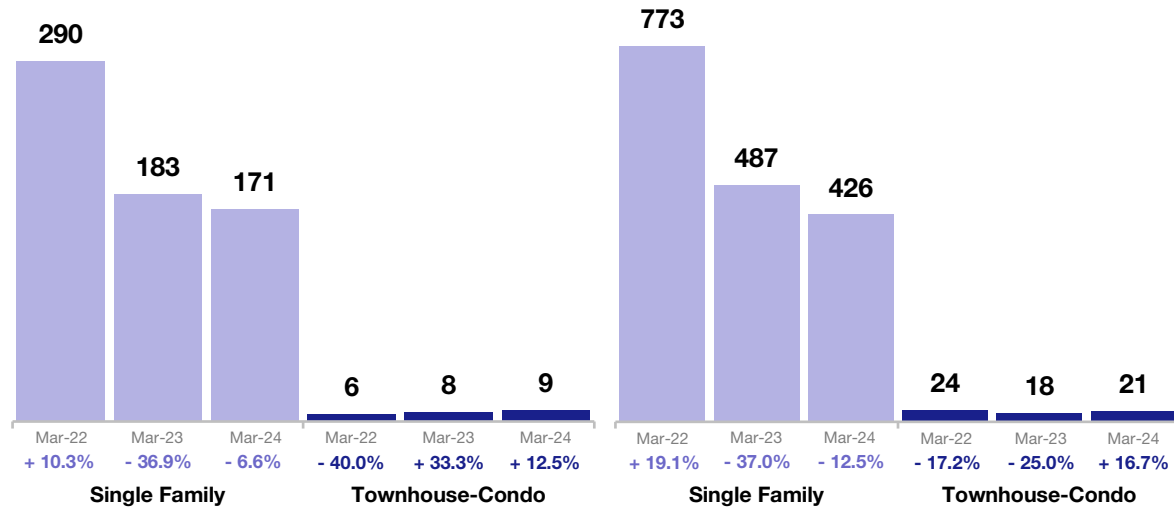
Historical Pending Sales by Month



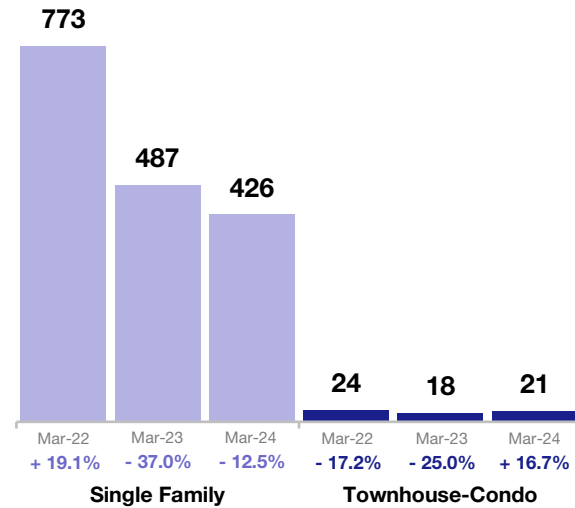
Sold Listings



March

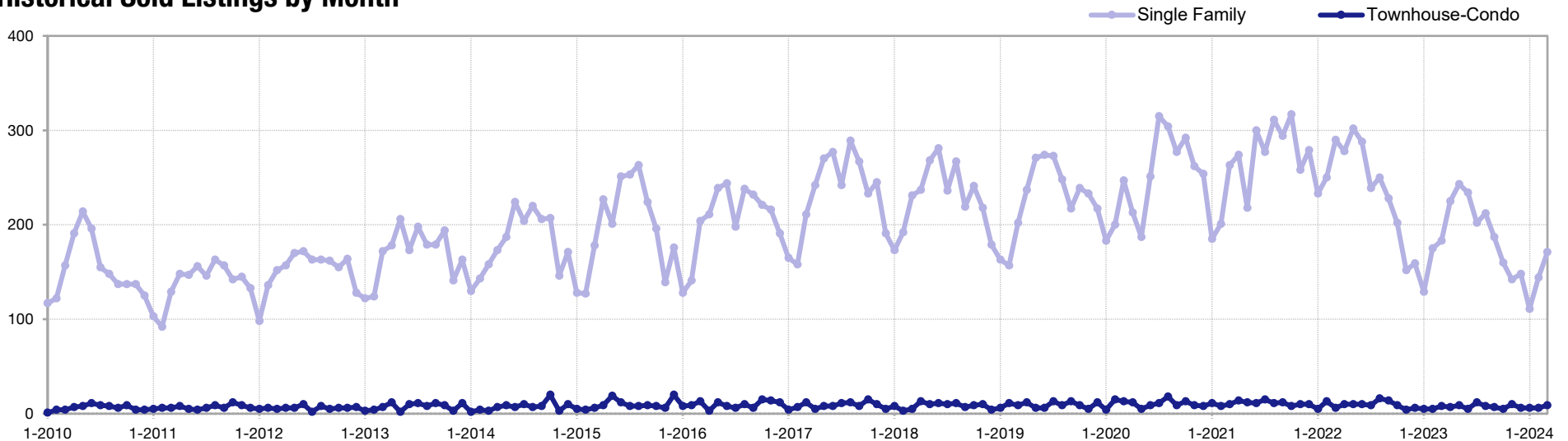


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2023	225	-19.1%	7	-30.0%
May-2023	243	-19.5%	9	-10.0%
Jun-2023	234	-18.8%	5	-50.0%
Jul-2023	202	-15.5%	12	+33.3%
Aug-2023	212	-15.2%	8	-50.0%
Sep-2023	187	-18.0%	7	-50.0%
Oct-2023	160	-20.8%	5	-44.4%
Nov-2023	142	-6.6%	10	+150.0%
Dec-2023	148	-6.9%	6	0.0%
Jan-2024	111	-14.0%	6	+20.0%
Feb-2024	144	-17.7%	6	+20.0%
Mar-2024	171	-6.6%	9	+12.5%

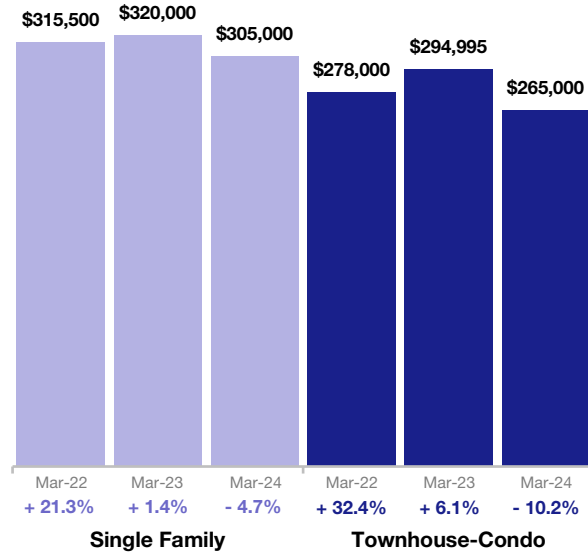
Historical Sold Listings by Month



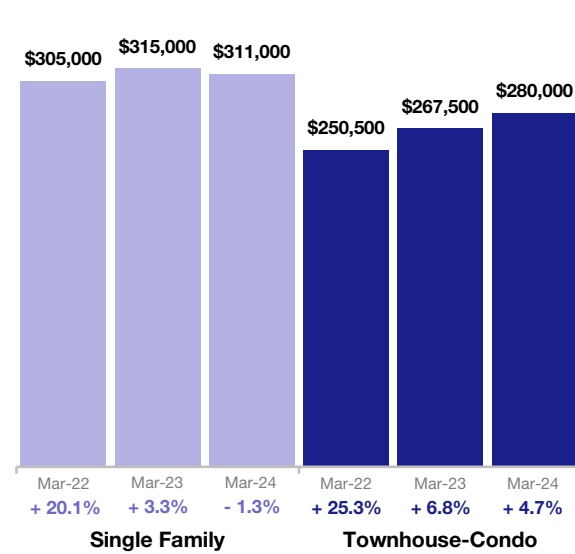
Median Sales Price



March

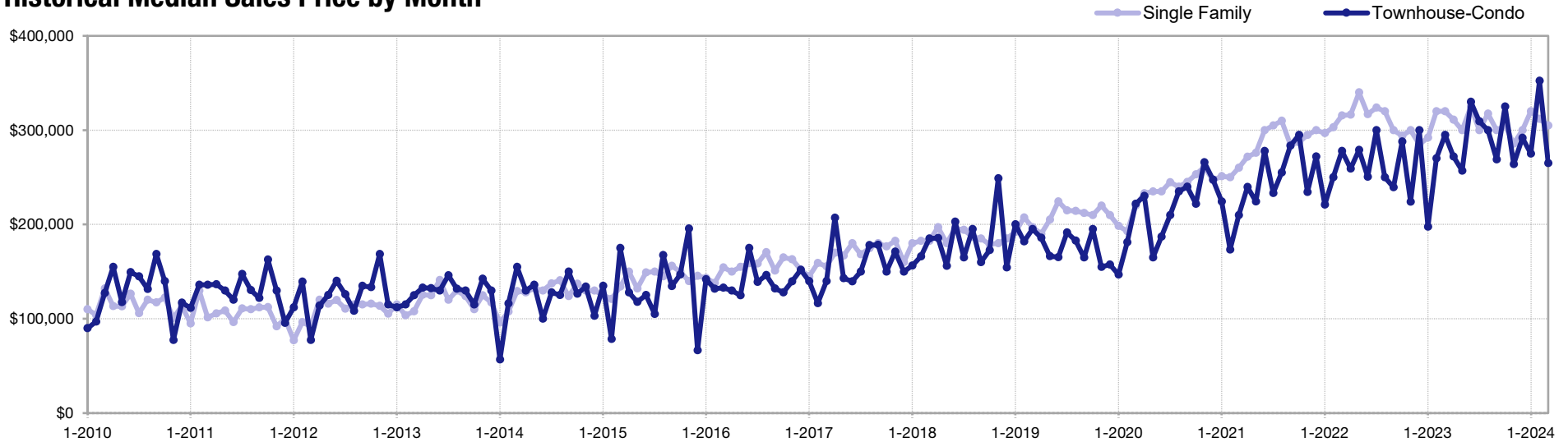


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2023	\$311,000	-1.7%	\$272,000	+4.9%
May-2023	\$300,000	-11.8%	\$257,000	-7.9%
Jun-2023	\$324,950	+2.5%	\$330,000	+31.7%
Jul-2023	\$300,000	-7.3%	\$309,275	+3.1%
Aug-2023	\$317,500	-0.8%	\$300,000	+20.0%
Sep-2023	\$300,000	0.0%	\$268,900	+12.3%
Oct-2023	\$305,000	+3.7%	\$325,000	+12.9%
Nov-2023	\$285,616	-4.8%	\$264,000	+17.9%
Dec-2023	\$300,000	+5.3%	\$291,750	-2.8%
Jan-2024	\$320,000	+9.6%	\$275,000	+39.2%
Feb-2024	\$312,000	-2.5%	\$352,450	+30.5%
Mar-2024	\$305,000	-4.7%	\$265,000	-10.2%

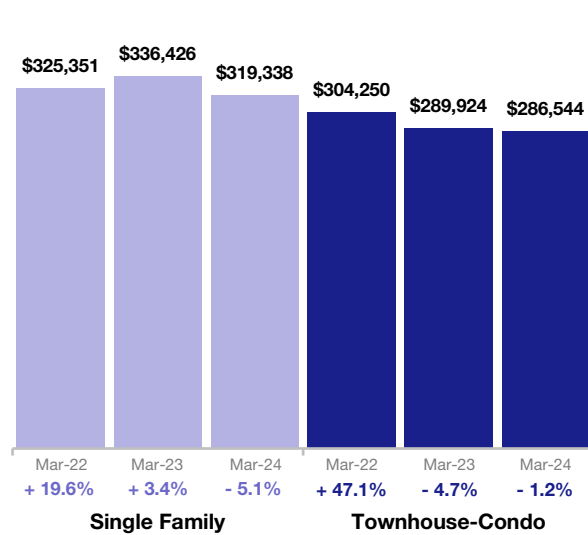
Historical Median Sales Price by Month



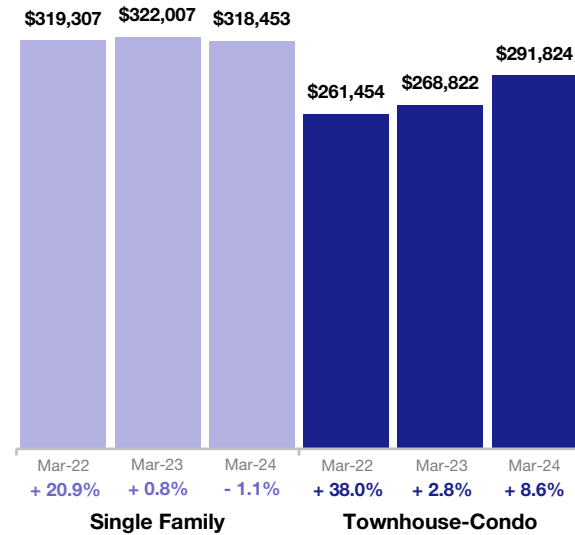
Average Sales Price



March

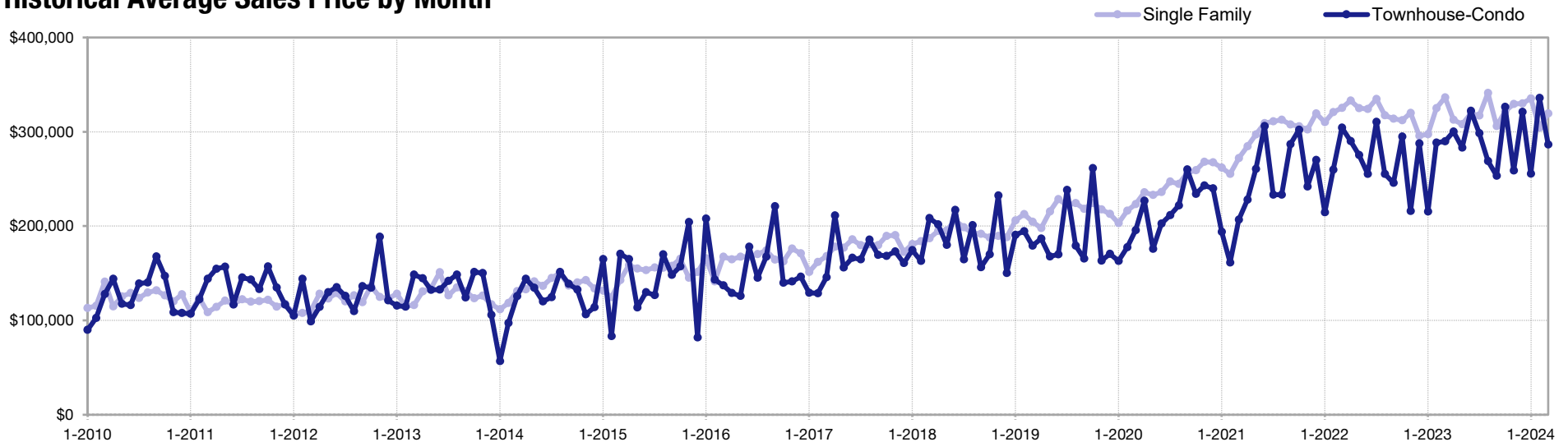


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2023	\$312,761	-6.1%	\$300,086	+3.4%
May-2023	\$308,033	-5.2%	\$283,172	+2.8%
Jun-2023	\$319,527	-1.4%	\$322,200	+26.2%
Jul-2023	\$317,209	-5.3%	\$298,579	-3.9%
Aug-2023	\$341,200	+7.4%	\$268,919	+5.3%
Sep-2023	\$306,098	-2.5%	\$253,271	+3.0%
Oct-2023	\$321,785	+3.0%	\$326,300	+10.6%
Nov-2023	\$329,575	+3.0%	\$258,895	+19.8%
Dec-2023	\$330,104	+11.6%	\$321,232	+11.7%
Jan-2024	\$335,306	+12.7%	\$255,667	+18.6%
Feb-2024	\$304,311	-6.4%	\$335,900	+16.5%
Mar-2024	\$319,338	-5.1%	\$286,544	-1.2%

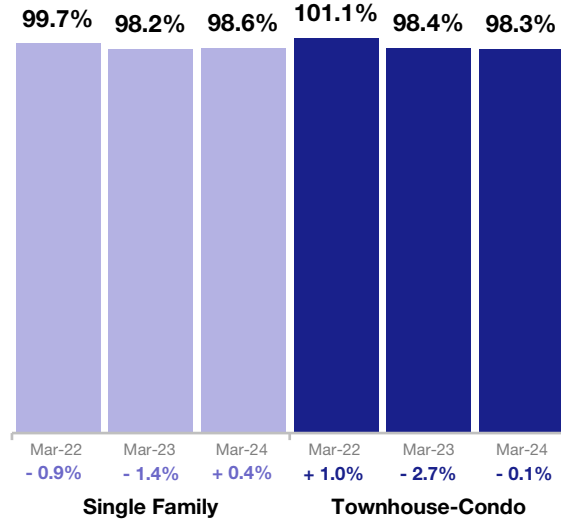
Historical Average Sales Price by Month



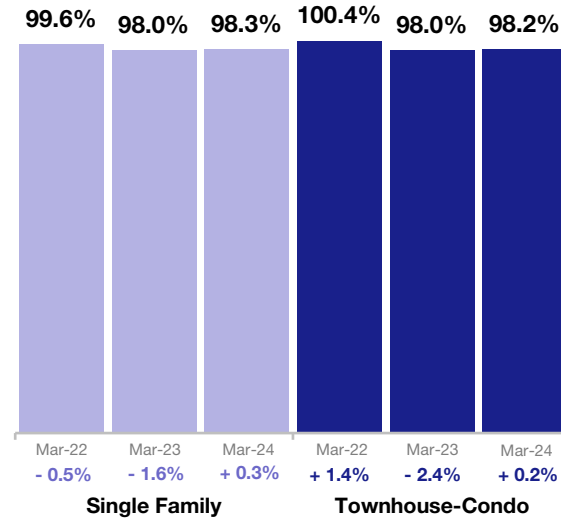
Percent of List Price Received



March

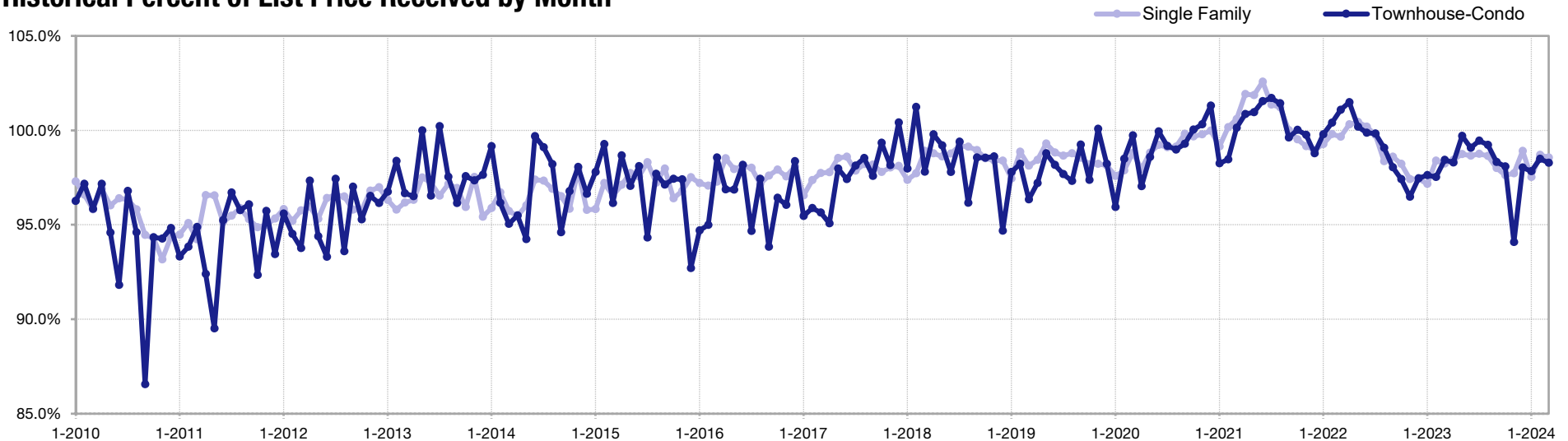


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2023	98.4%	-1.9%	98.3%	-3.2%
May-2023	98.7%	-1.7%	99.7%	-0.5%
Jun-2023	98.7%	-1.5%	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%	98.0%	+0.5%
Jan-2024	97.5%	+0.3%	97.8%	+0.2%
Feb-2024	98.7%	+0.3%	98.5%	+1.0%
Mar-2024	98.6%	+0.4%	98.3%	-0.1%

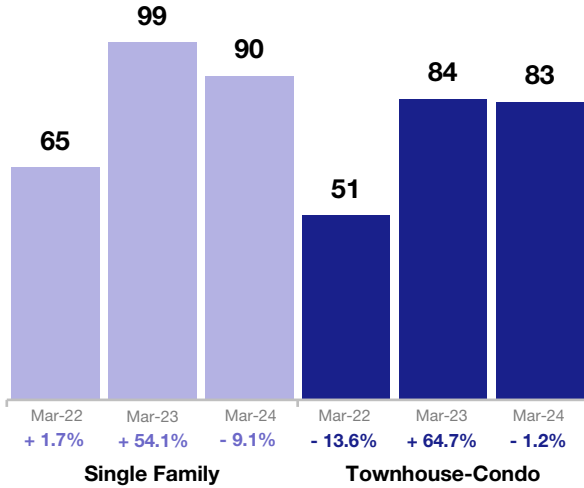
Historical Percent of List Price Received by Month



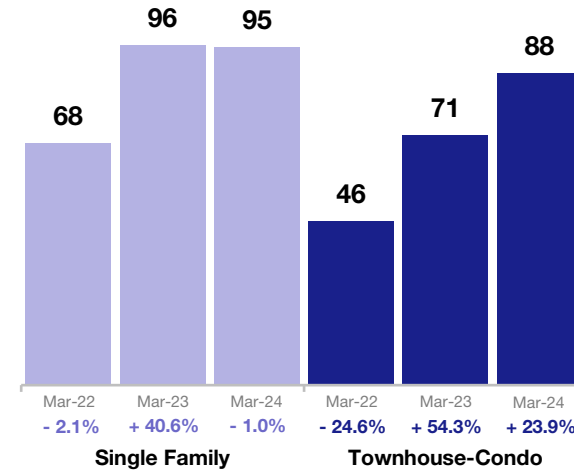
Days on Market Until Sale



March

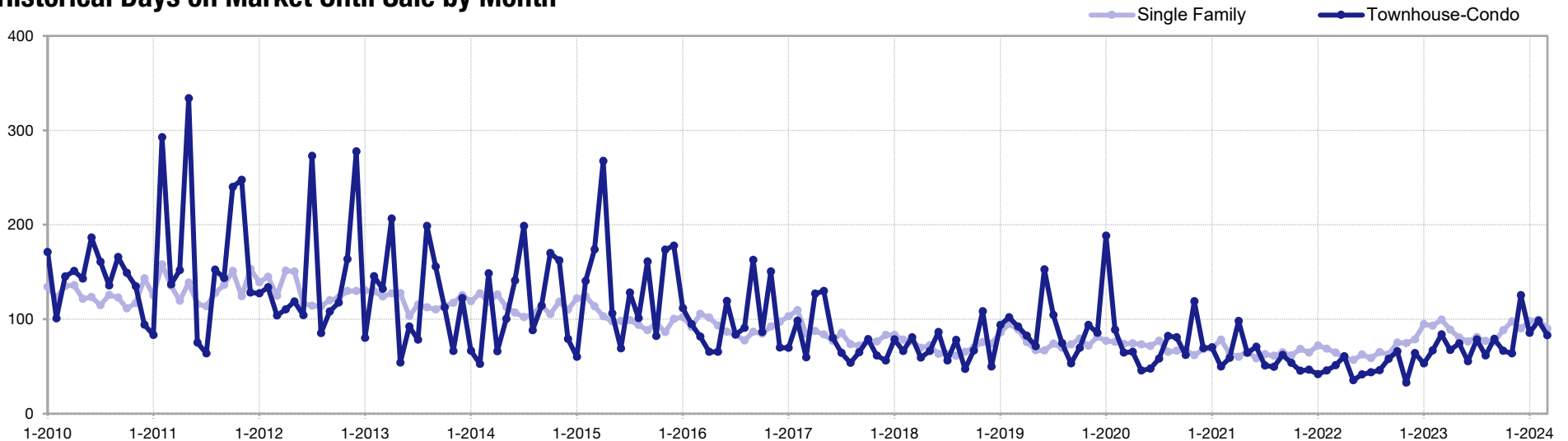


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	88	+17.3%	67	+1.5%
Nov-2023	98	+30.7%	64	+93.9%
Dec-2023	90	+13.9%	125	+95.3%
Jan-2024	98	+3.2%	86	+62.3%
Feb-2024	100	+7.5%	98	+46.3%
Mar-2024	90	-9.1%	83	-1.2%

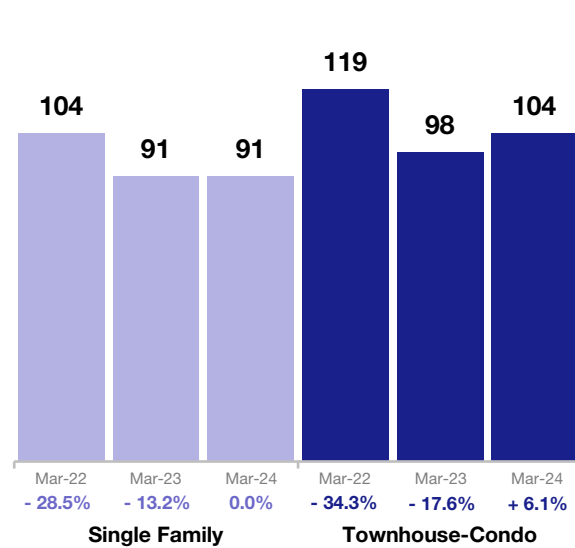
Historical Days on Market Until Sale by Month



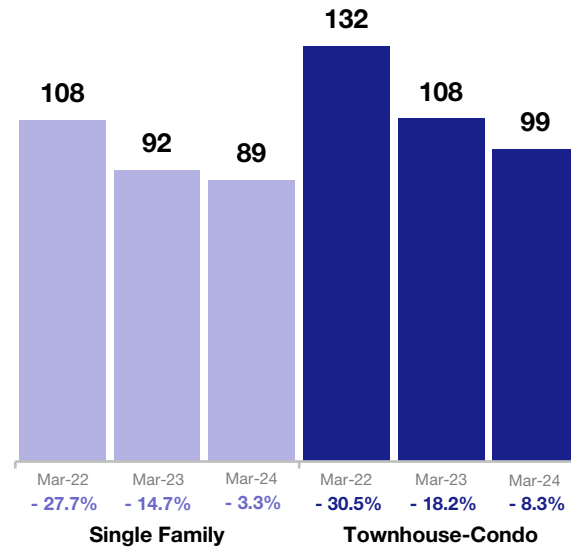
Housing Affordability Index



March

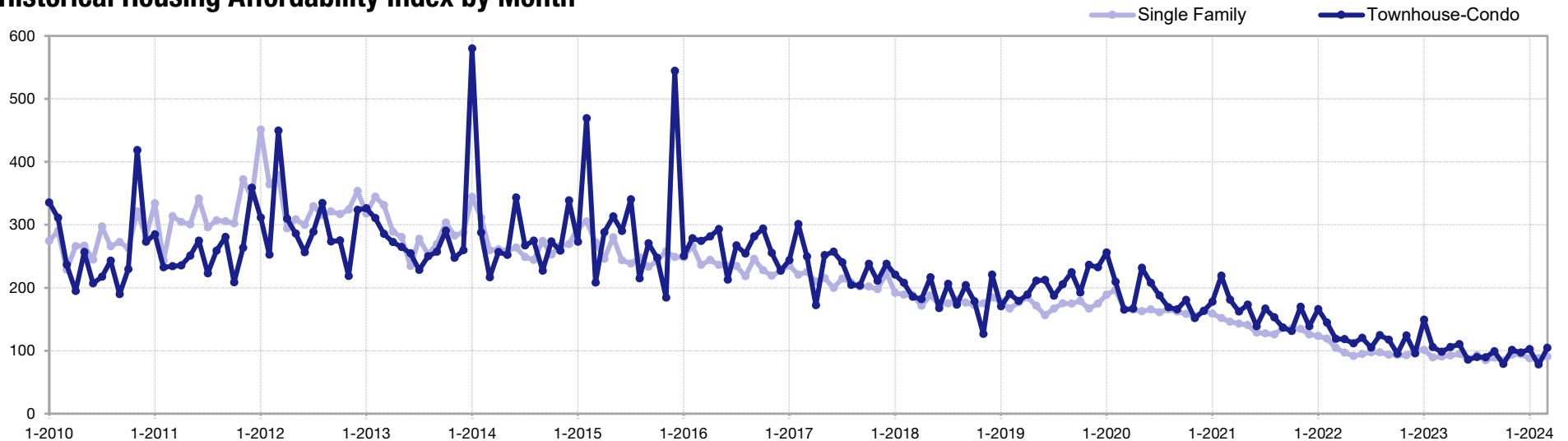


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	85	-12.4%	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%	97	+1.0%
Jan-2024	88	-12.9%	102	-31.5%
Feb-2024	88	-1.1%	78	-26.4%
Mar-2024	91	0.0%	104	+6.1%

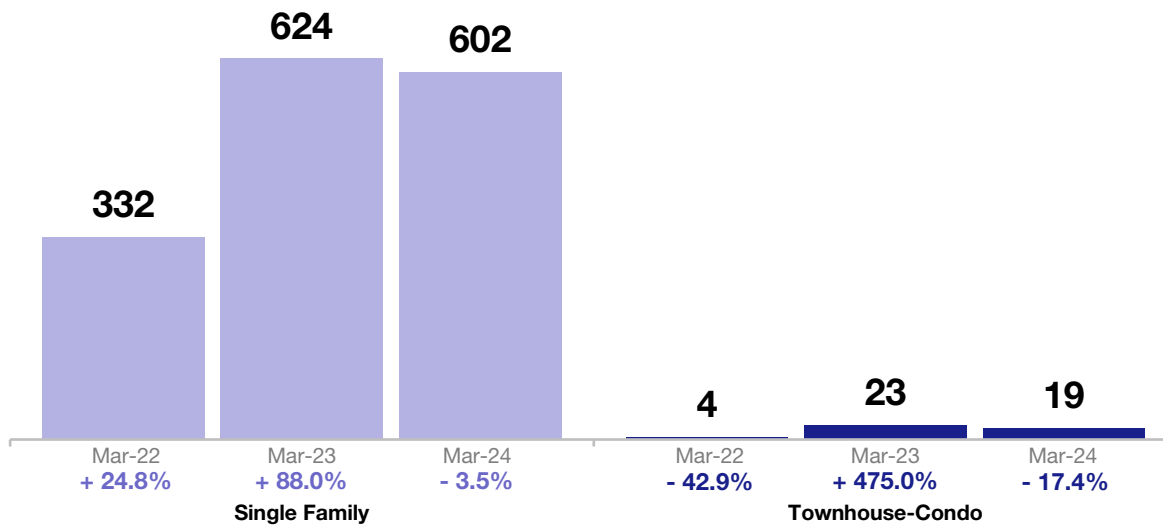
Historical Housing Affordability Index by Month



Inventory of Active Listings

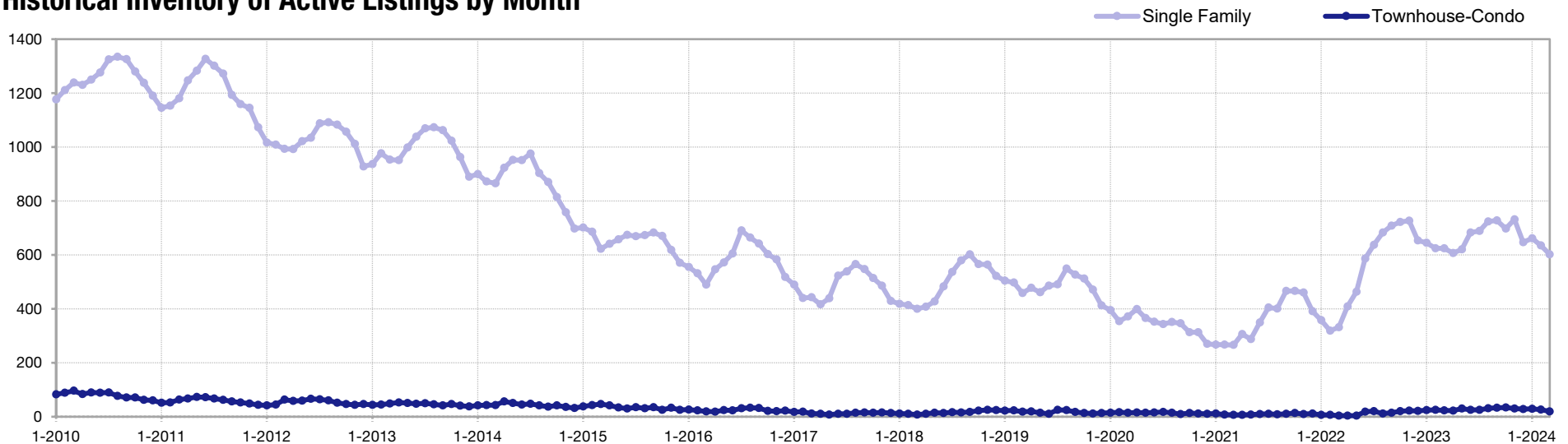


March



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2023	607	+48.4%	22	+450.0%
May-2023	620	+33.9%	30	+650.0%
Jun-2023	683	+16.6%	25	+38.9%
Jul-2023	689	+8.2%	25	+25.0%
Aug-2023	724	+6.0%	31	+158.3%
Sep-2023	728	+2.8%	33	+135.7%
Oct-2023	697	-3.5%	34	+70.0%
Nov-2023	732	+0.7%	30	+36.4%
Dec-2023	647	-1.1%	28	+33.3%
Jan-2024	661	+2.5%	29	+20.8%
Feb-2024	635	+1.8%	26	+4.0%
Mar-2024	602	-3.5%	19	-17.4%

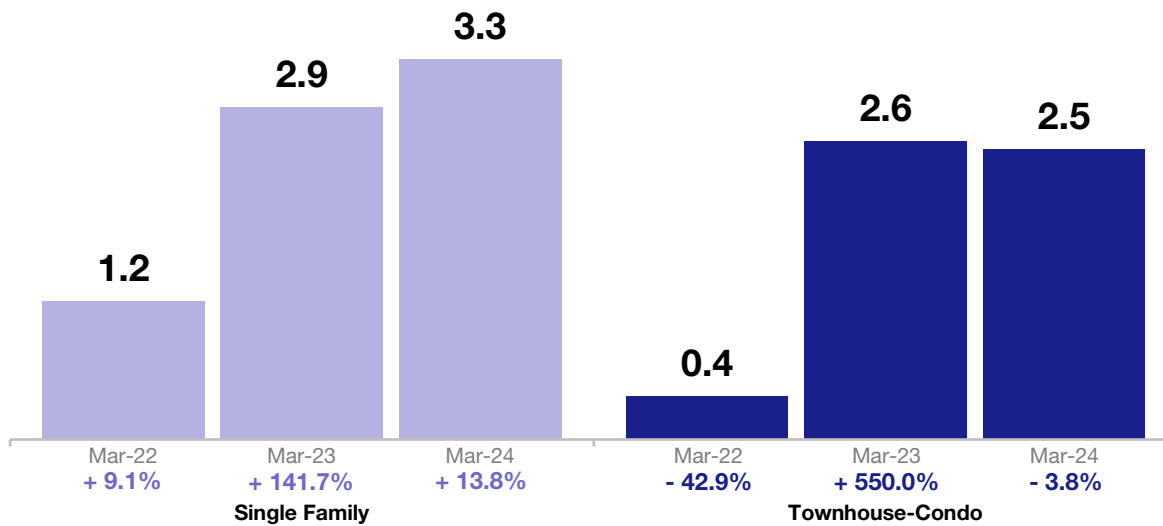
Historical Inventory of Active Listings by Month



Months Supply of Inventory

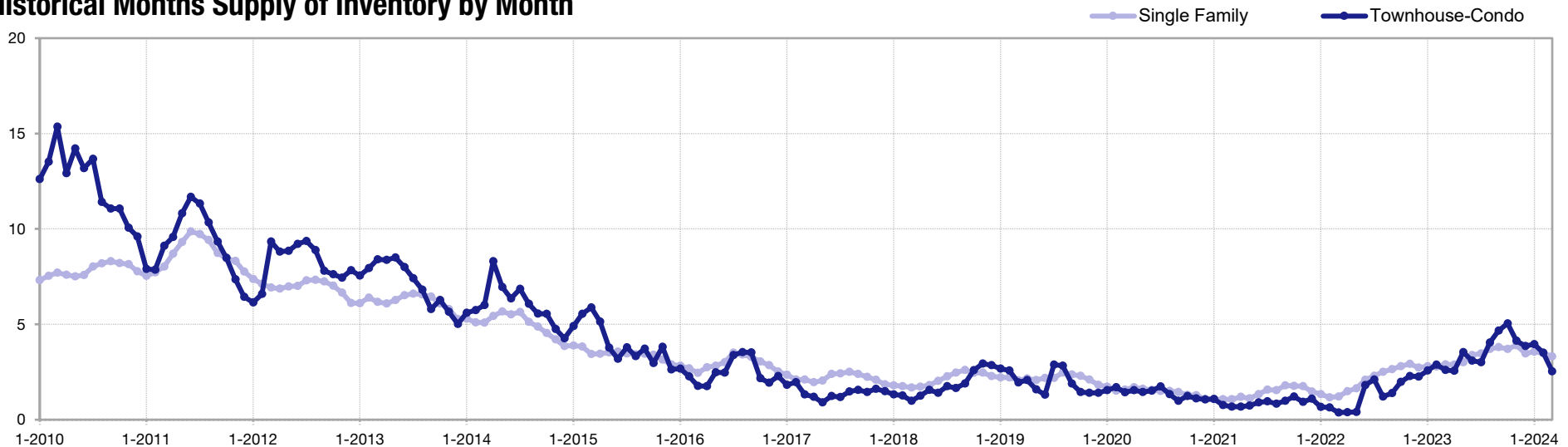


March



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	3.5	+52.2%	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	3.9	+34.5%	4.1	+78.3%
Dec-2023	3.5	+29.6%	3.9	+69.6%
Jan-2024	3.6	+28.6%	4.0	+53.8%
Feb-2024	3.5	+25.0%	3.5	+20.7%
Mar-2024	3.3	+13.8%	2.5	-3.8%

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.



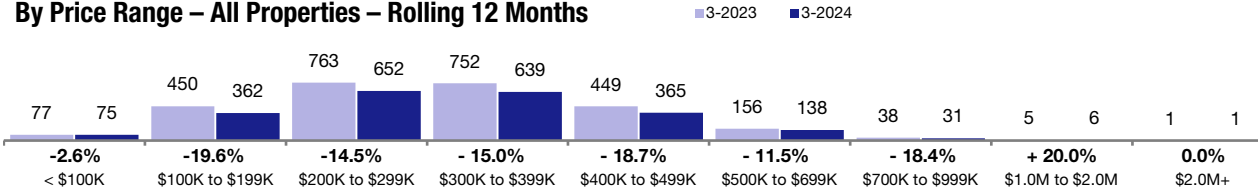
Key Metrics	Historical Sparkbars	3-2023	3-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		327	286	- 12.5%	842	784	- 6.9%
Pending Sales		252	224	- 11.1%	628	554	- 11.8%
Sold Listings		191	180	- 5.8%	505	447	- 11.5%
Median Sales Price		\$315,960	\$303,000	- 4.1%	\$311,000	\$310,000	- 0.3%
Avg. Sales Price		\$334,468	\$317,698	- 5.0%	\$320,107	\$317,199	- 0.9%
Pct. of List Price Received		98.2%	98.5%	+ 0.3%	98.0%	98.3%	+ 0.3%
Days on Market		99	90	- 9.1%	95	95	0.0%
Affordability Index		92	91	- 1.1%	93	89	- 4.3%
Active Listings		647	621	- 4.0%	--	--	--
Months Supply		2.9	3.3	+ 13.8%	--	--	--

Sold Listings

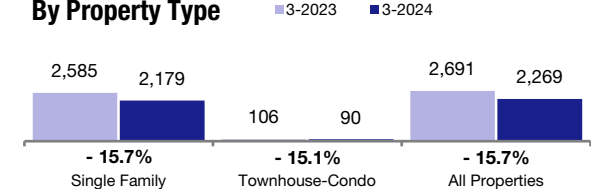
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

Compared to Prior Month

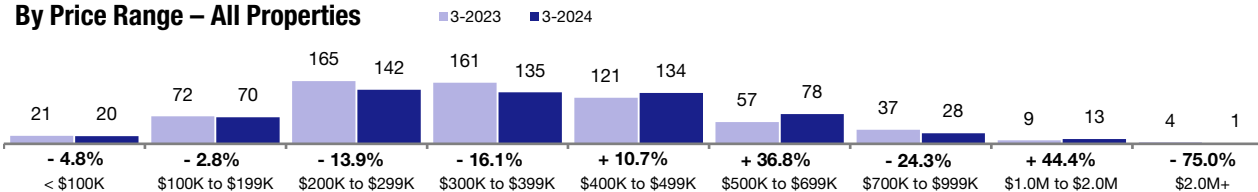
Year to Date

By Price Range	Single Family			Townhouse-Condo			Single Family			Townhouse-Condo			Single Family			Townhouse-Condo		
	3-2023	3-2024	Change	3-2023	3-2024	Change	2-2024	3-2024	Change	2-2024	3-2024	Change	3-2023	3-2024	Change	3-2023	3-2024	Change
\$99,999 and Below	77	75	-2.6%	0	0	--	7	2	-71.4%	0	0	--	11	13	+18.2%	0	0	--
\$100,000 to \$199,999	428	353	-17.5%	22	9	-59.1%	23	34	+47.8%	0	1	--	75	72	-4.0%	5	2	-60.0%
\$200,000 to \$299,999	709	608	-14.2%	54	44	-18.5%	35	46	+31.4%	2	4	+100.0%	141	108	-23.4%	7	10	+42.9%
\$300,000 to \$399,999	729	610	-16.3%	23	29	+26.1%	52	45	-13.5%	3	3	0.0%	145	129	-11.0%	5	7	+40.0%
\$400,000 to \$499,999	444	358	-19.4%	5	7	+40.0%	21	31	+47.6%	1	1	0.0%	79	77	-2.5%	1	2	+100.0%
\$500,000 to \$699,999	154	137	-11.0%	2	1	-50.0%	5	11	+120.0%	0	0	--	29	20	-31.0%	0	0	--
\$700,000 to \$999,999	38	31	-18.4%	0	0	--	1	2	+100.0%	0	0	--	5	6	+20.0%	0	0	--
\$1,000,000 to \$1,999,999	5	6	+20.0%	0	0	--	0	0	--	0	0	--	2	1	-50.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
All Price Ranges	2,585	2,179	-15.7%	106	90	-15.1%	144	171	+18.8%	6	9	+50.0%	487	426	-12.5%	18	21	+16.7%

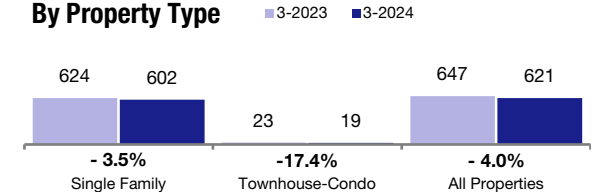
Inventory of Active Listings

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

Compared to Prior Month

Year to Date

By Price Range	Single Family			Townhouse-Condo			Single Family			Townhouse-Condo			Single Family			Townhouse-Condo		
	3-2023	3-2024	Change	3-2023	3-2024	Change	2-2024	3-2024	Change	2-2024	3-2024	Change	3-2023	3-2024	Change	3-2023	3-2024	Change
\$99,999 and Below	21	20	-4.8%	0	0	--	23	20	-13.0%	0	0	--						
\$100,000 to \$199,999	71	67	-5.6%	1	3	+200.0%	71	67	-5.6%	4	3	-25.0%						
\$200,000 to \$299,999	155	134	-13.5%	10	8	-20.0%	152	134	-11.8%	10	8	-20.0%						
\$300,000 to \$399,999	153	127	-17.0%	8	8	0.0%	143	127	-11.2%	12	8	-33.3%						
\$400,000 to \$499,999	117	134	+14.5%	4	0	-100.0%	121	134	+10.7%	0	0	--						
\$500,000 to \$699,999	57	78	+36.8%	0	0	--	82	78	-4.9%	0	0	--						
\$700,000 to \$999,999	37	28	-24.3%	0	0	--	29	28	-3.4%	0	0	--						
\$1,000,000 to \$1,999,999	9	13	+44.4%	0	0	--	13	13	0.0%	0	0	--						
\$2,000,000 and Above	4	1	-75.0%	0	0	--	1	1	0.0%	0	0	--						
All Price Ranges	624	602	-3.5%	23	19	-17.4%	635	602	-5.2%	26	19	-26.9%						

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 March 2024

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Pueblo County

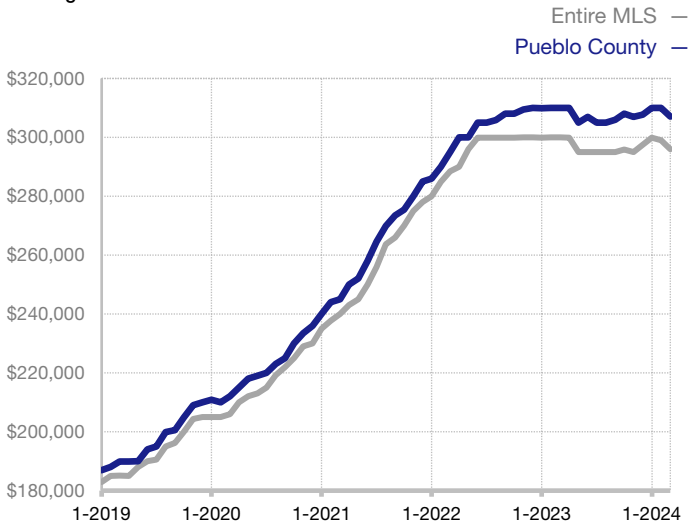
Single Family	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	308	277	- 10.1%	787	747	- 5.1%
Sold Listings	177	170	- 4.0%	477	419	- 12.2%
Median Sales Price*	\$315,960	\$300,000	- 5.1%	\$314,950	\$310,000	- 1.6%
Average Sales Price*	\$334,233	\$316,319	- 5.4%	\$322,296	\$317,528	- 1.5%
Percent of List Price Received*	98.5%	98.3%	- 0.2%	98.2%	98.3%	+ 0.1%
Days on Market Until Sale	98	90	- 8.2%	95	94	- 1.1%
Inventory of Homes for Sale	595	584	- 1.8%	--	--	--
Months Supply of Inventory	2.8	3.3	+ 17.9%	--	--	--

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

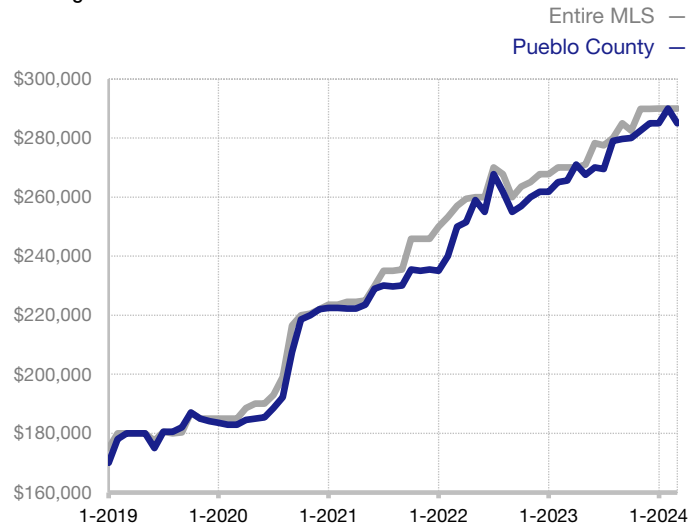
Townhouse/Condo	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	12	5	- 58.3%	37	21	- 43.2%
Sold Listings	8	9	+ 12.5%	18	20	+ 11.1%
Median Sales Price*	\$294,995	\$265,000	- 10.2%	\$267,500	\$275,000	+ 2.8%
Average Sales Price*	\$289,924	\$286,544	- 1.2%	\$268,822	\$291,915	+ 8.6%
Percent of List Price Received*	98.4%	98.3%	- 0.1%	98.0%	98.0%	0.0%
Days on Market Until Sale	84	83	- 1.2%	71	90	+ 26.8%
Inventory of Homes for Sale	23	19	- 17.4%	--	--	--
Months Supply of Inventory	2.7	2.7	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 March 2024

A Research Tool Provided by the Colorado Association of REALTORS®



Arkansas Valley/Otero County

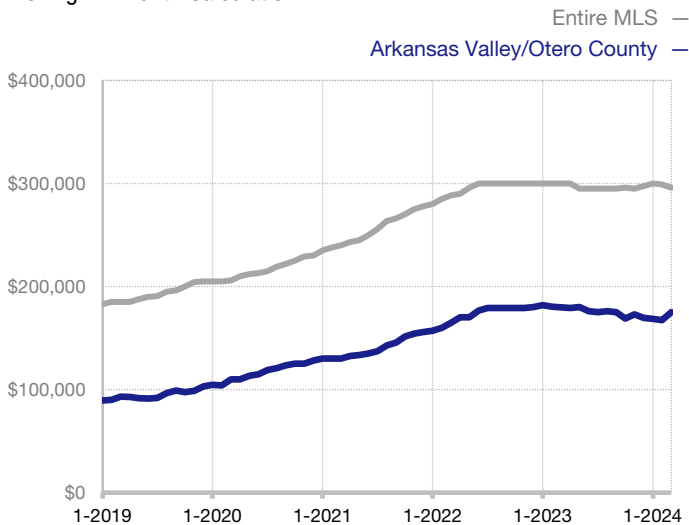
Single Family	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	53	34	- 35.8%	129	114	- 11.6%
Sold Listings	36	43	+ 19.4%	79	85	+ 7.6%
Median Sales Price*	\$110,500	\$188,000	+ 70.1%	\$159,000	\$175,000	+ 10.1%
Average Sales Price*	\$147,358	\$203,112	+ 37.8%	\$175,790	\$186,708	+ 6.2%
Percent of List Price Received*	88.2%	94.3%	+ 6.9%	91.6%	93.7%	+ 2.3%
Days on Market Until Sale	95	129	+ 35.8%	97	119	+ 22.7%
Inventory of Homes for Sale	146	140	- 4.1%	--	--	--
Months Supply of Inventory	4.4	4.4	0.0%	--	--	--

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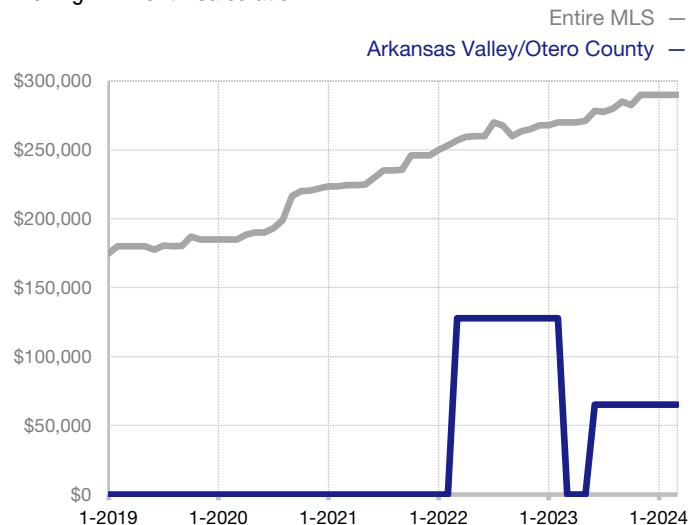
Townhouse/Condo	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	1	0	- 100.0%	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$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	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for March 2024

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La Junta

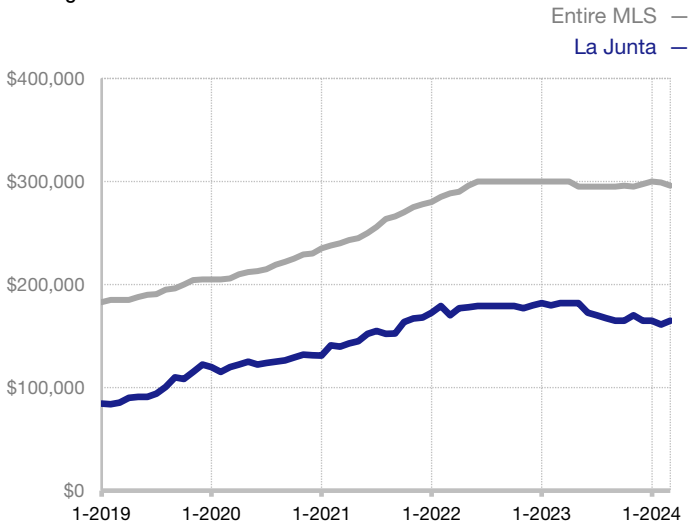
Single Family	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	15	6	- 60.0%	33	28	- 15.2%
Sold Listings	5	12	+ 140.0%	13	19	+ 46.2%
Median Sales Price*	\$159,000	\$192,500	+ 21.1%	\$225,000	\$175,000	- 22.2%
Average Sales Price*	\$172,100	\$198,375	+ 15.3%	\$188,769	\$177,974	- 5.7%
Percent of List Price Received*	89.5%	90.2%	+ 0.8%	94.9%	88.5%	- 6.7%
Days on Market Until Sale	69	113	+ 63.8%	67	109	+ 62.7%
Inventory of Homes for Sale	25	36	+ 44.0%	--	--	--
Months Supply of Inventory	3.5	4.7	+ 34.3%	--	--	--

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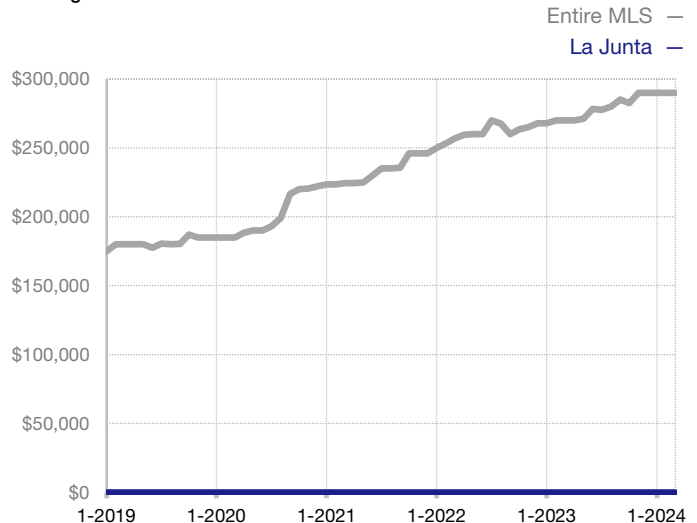
Townhouse/Condo	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for March 2024

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Huerfano County

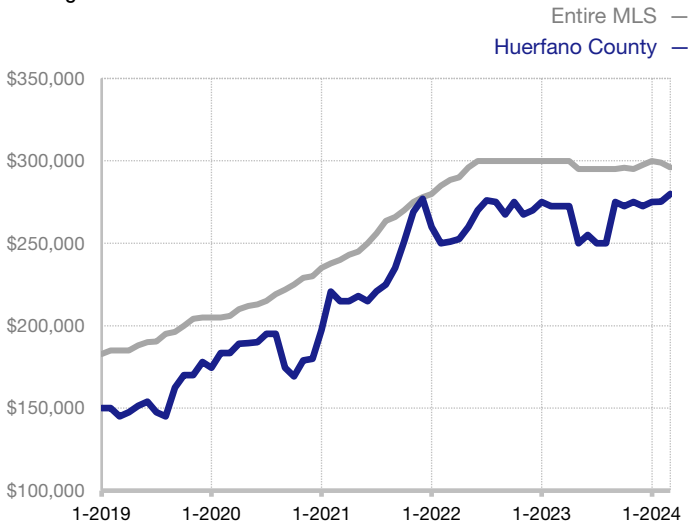
Single Family Key Metrics	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
New Listings	8	15	+ 87.5%	28	25	- 10.7%
Sold Listings	4	5	+ 25.0%	14	15	+ 7.1%
Median Sales Price*	\$164,750	\$340,000	+ 106.4%	\$175,000	\$295,000	+ 68.6%
Average Sales Price*	\$197,350	\$401,000	+ 103.2%	\$228,164	\$305,497	+ 33.9%
Percent of List Price Received*	95.0%	91.9%	- 3.3%	93.8%	98.1%	+ 4.6%
Days on Market Until Sale	166	126	- 24.1%	155	130	- 16.1%
Inventory of Homes for Sale	61	53	- 13.1%	--	--	--
Months Supply of Inventory	8.9	8.0	- 10.1%	--	--	--

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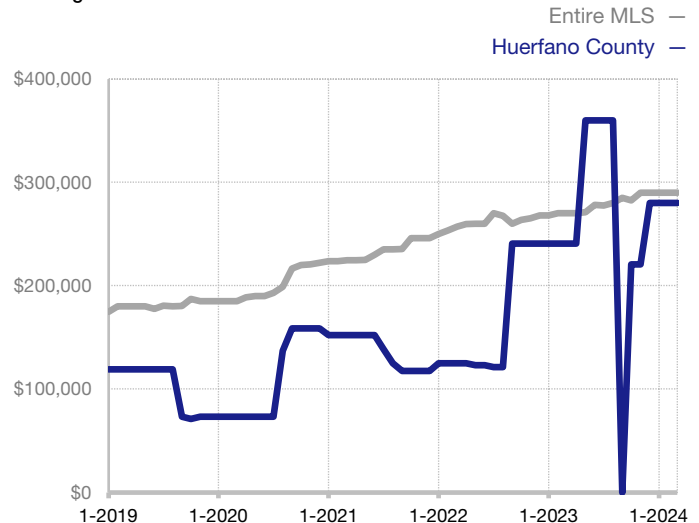
Townhouse/Condo Key Metrics	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	1	1	0.0%	--	--	--
Months Supply of Inventory	1.0	0.7	- 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 March 2024

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Lamar

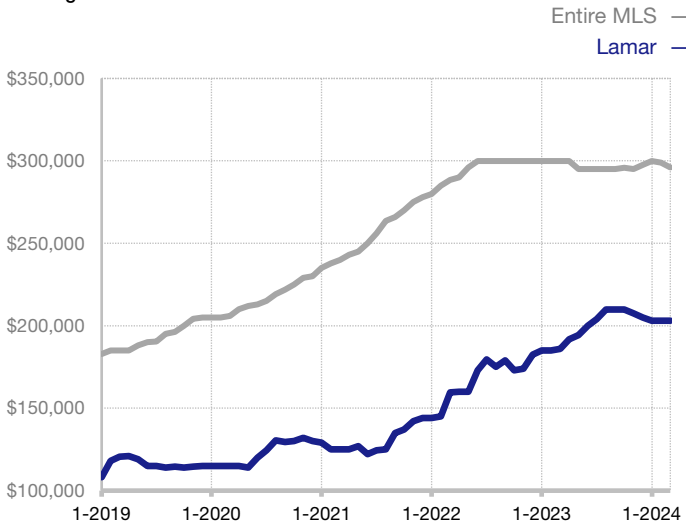
Single Family	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	8	8	0.0%	21	13	- 38.1%
Sold Listings	8	6	- 25.0%	18	12	- 33.3%
Median Sales Price*	\$200,000	\$195,500	- 2.3%	\$200,000	\$180,000	- 10.0%
Average Sales Price*	\$244,625	\$208,500	- 14.8%	\$233,000	\$186,750	- 19.8%
Percent of List Price Received*	90.8%	91.0%	+ 0.2%	92.6%	92.9%	+ 0.3%
Days on Market Until Sale	91	178	+ 95.6%	110	119	+ 8.2%
Inventory of Homes for Sale	14	10	- 28.6%	--	--	--
Months Supply of Inventory	2.4	1.9	- 20.8%	--	--	--

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

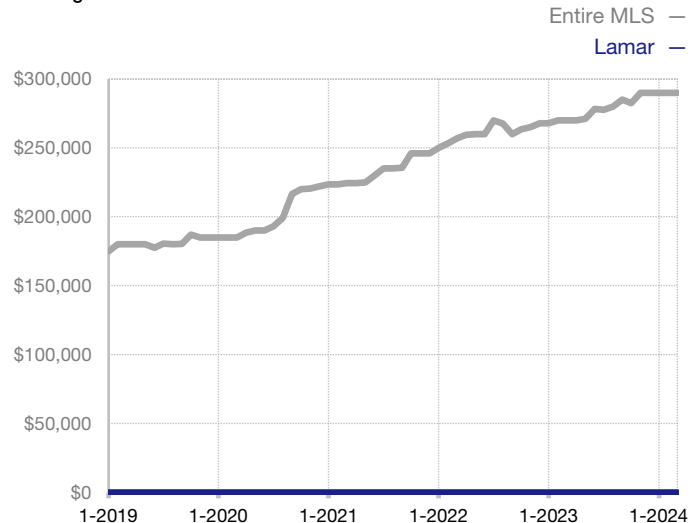
Townhouse/Condo	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for March 2024

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Las Animas

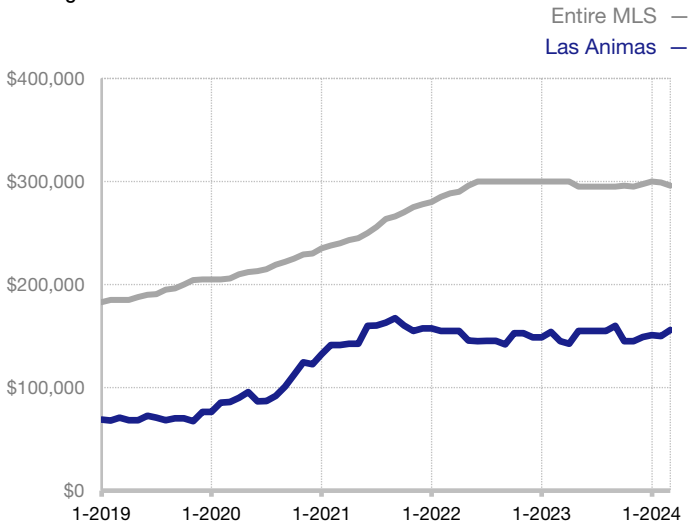
Single Family	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	4	2	- 50.0%	10	5	- 50.0%
Sold Listings	3	4	+ 33.3%	7	9	+ 28.6%
Median Sales Price*	\$58,000	\$165,000	+ 184.5%	\$79,900	\$174,000	+ 117.8%
Average Sales Price*	\$62,633	\$151,500	+ 141.9%	\$101,843	\$147,833	+ 45.2%
Percent of List Price Received*	89.6%	92.4%	+ 3.1%	90.4%	89.7%	- 0.8%
Days on Market Until Sale	54	190	+ 251.9%	104	139	+ 33.7%
Inventory of Homes for Sale	8	8	0.0%	--	--	--
Months Supply of Inventory	2.6	2.7	+ 3.8%	--	--	--

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

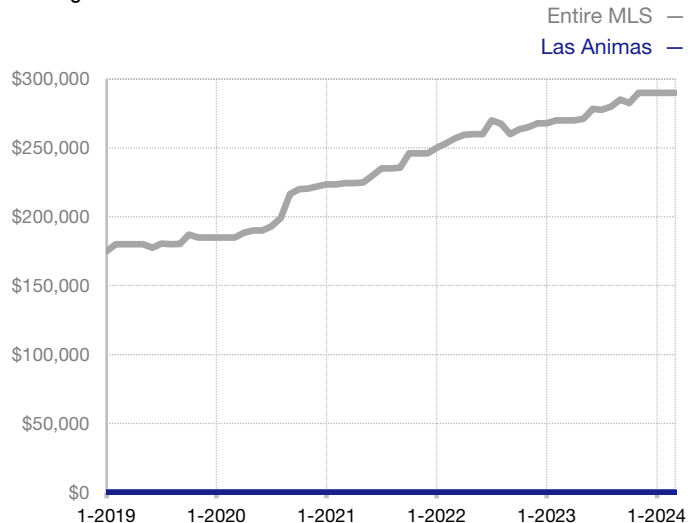
Townhouse/Condo	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for March 2024

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Manzanola

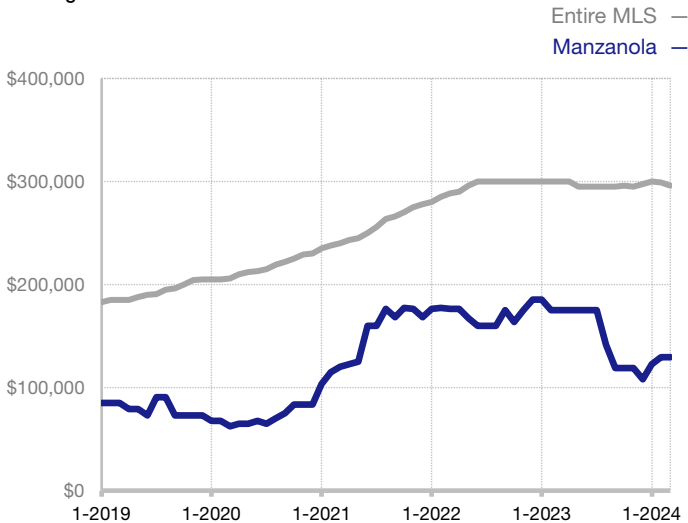
Single Family	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	4	1	- 75.0%	7	3	- 57.1%
Sold Listings	0	0	--	1	3	+ 200.0%
Median Sales Price*	\$0	\$0	--	\$52,500	\$129,500	+ 146.7%
Average Sales Price*	\$0	\$0	--	\$52,500	\$222,333	+ 323.5%
Percent of List Price Received*	0.0%	0.0%	--	80.8%	105.0%	+ 30.0%
Days on Market Until Sale	0	0	--	45	53	+ 17.8%
Inventory of Homes for Sale	5	2	- 60.0%	--	--	--
Months Supply of Inventory	3.1	1.3	- 58.1%	--	--	--

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

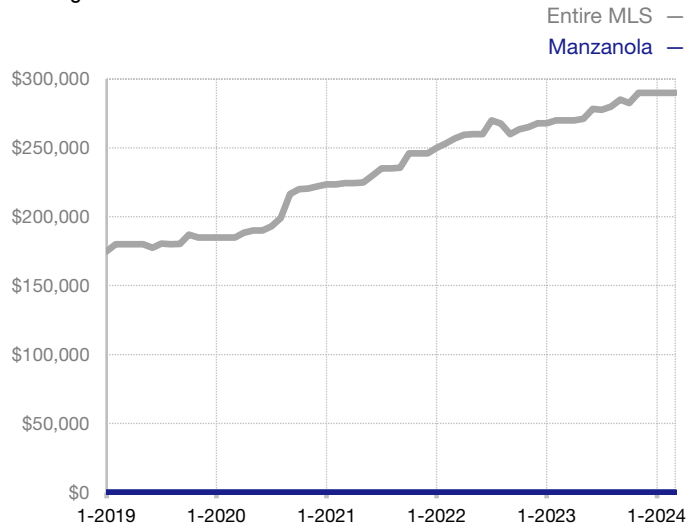
Townhouse/Condo	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for March 2024

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Rocky Ford

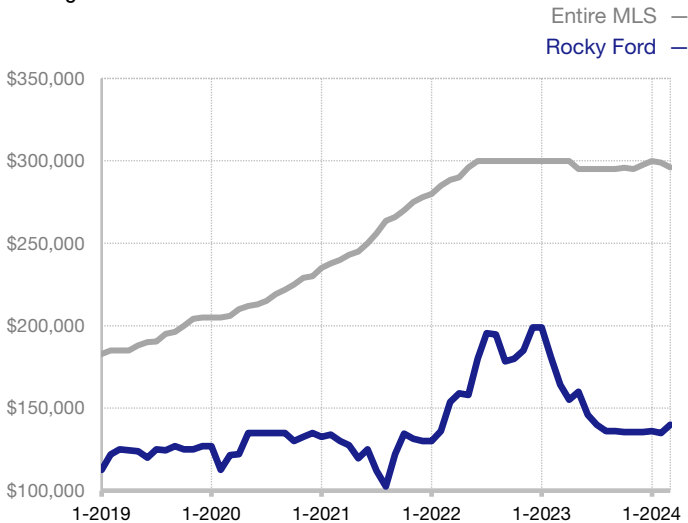
Single Family	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	3	5	+ 66.7%	17	19	+ 11.8%
Sold Listings	7	8	+ 14.3%	12	13	+ 8.3%
Median Sales Price*	\$106,000	\$192,500	+ 81.6%	\$135,500	\$197,000	+ 45.4%
Average Sales Price*	\$110,143	\$202,725	+ 84.1%	\$124,500	\$205,977	+ 65.4%
Percent of List Price Received*	88.9%	101.9%	+ 14.6%	91.5%	98.8%	+ 8.0%
Days on Market Until Sale	69	142	+ 105.8%	97	153	+ 57.7%
Inventory of Homes for Sale	16	18	+ 12.5%	--	--	--
Months Supply of Inventory	3.6	4.4	+ 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.

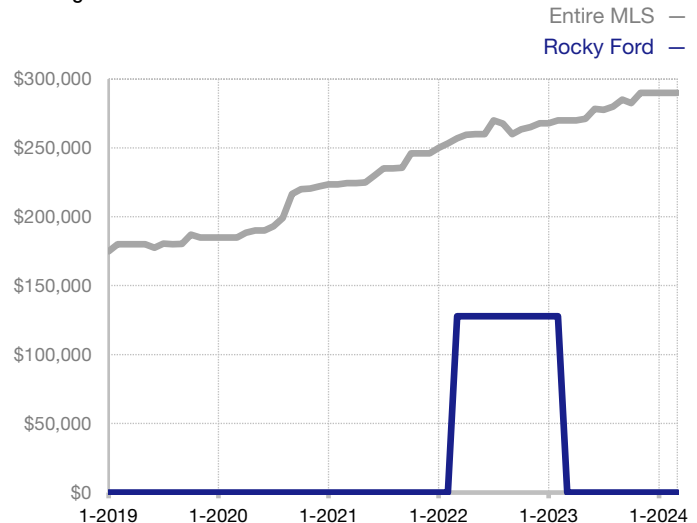
Townhouse/Condo	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for March 2024

A Research Tool Provided by the Colorado Association of REALTORS®



Fowler

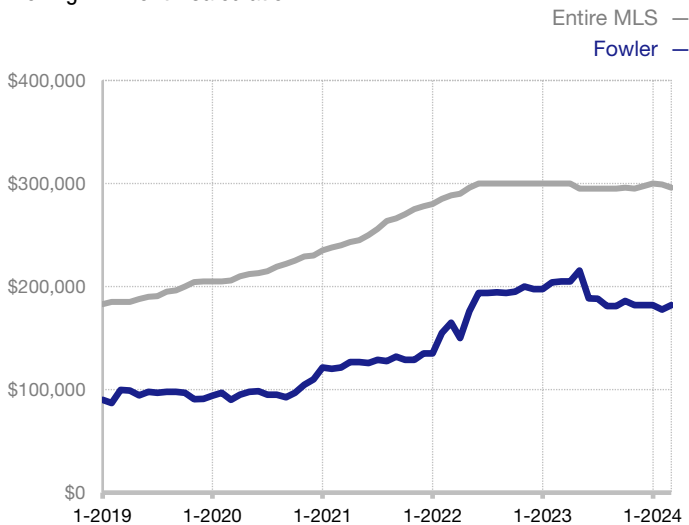
Single Family	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	2	5	+ 150.0%	6	13	+ 116.7%
Sold Listings	0	5	--	2	8	+ 300.0%
Median Sales Price*	\$0	\$205,000	--	\$193,750	\$185,000	- 4.5%
Average Sales Price*	\$0	\$212,000	--	\$193,750	\$196,250	+ 1.3%
Percent of List Price Received*	0.0%	99.0%	--	95.3%	95.3%	0.0%
Days on Market Until Sale	0	137	--	52	125	+ 140.4%
Inventory of Homes for Sale	10	10	0.0%	--	--	--
Months Supply of Inventory	3.8	3.7	- 2.6%	--	--	--

* 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	March			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 03-2023	Thru 03-2024	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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

