

# Monthly Indicators



## July 2024

Percent changes calculated using year-over-year comparisons.

New Listings were up 9.0 percent for single family homes and 114.3 percent for townhouse-condo properties. Pending Sales decreased 16.4 percent for single family homes but increased 200.0 percent for townhouse-condo properties.

The Median Sales Price was up 8.3 percent to \$324,950 for single family homes but decreased 9.5 percent to \$280,000 for townhouse-condo properties. Days on Market increased 11.1 percent for single family homes but decreased 25.3 percent for townhouse-condo properties.

Home prices have maintained their upward trend across much of the country, even as sales slow and inventory improves. According to NAR, the national median existing-home sales price climbed 4.1% year-over-year to \$426,900 as of last measure, an all-time high. Meanwhile, total housing inventory increased 3.1% month-over-month to 1.32 million units heading into July, the highest level since 2020, for a 4.1-month supply at the current sales pace.

## Activity Snapshot

<b>- 18.7%</b>	<b>+ 7.5%</b>	<b>+ 12.2%</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.

Single Family Market Overview	<b>2</b>
Townhouse-Condo Market Overview	<b>3</b>
New Listings	<b>4</b>
Pending Sales	<b>5</b>
Sold Listings	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of List Price Received	<b>9</b>
Days on Market Until Sale	<b>10</b>
Housing Affordability Index	<b>11</b>
Inventory of Active Listings	<b>12</b>
Months Supply of Inventory	<b>13</b>
Total Market Overview	<b>14</b>
Sold Listings and Inventory by Price Range	<b>15</b>
Glossary of Terms	<b>16</b>



# 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	7-2023	7-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>New Listings</b>		301	<b>328</b>	+ 9.0%	2,078	<b>2,047</b>	- 1.5%
<b>Pending Sales</b>		214	<b>179</b>	- 16.4%	1,496	<b>1,272</b>	- 15.0%
<b>Sold Listings</b>		202	<b>166</b>	- 17.8%	1,391	<b>1,198</b>	- 13.9%
<b>Median Sales Price</b>		\$300,000	<b>\$324,950</b>	+ 8.3%	\$310,000	<b>\$315,000</b>	+ 1.6%
<b>Avg. Sales Price</b>		\$317,209	<b>\$325,632</b>	+ 2.7%	\$316,952	<b>\$323,680</b>	+ 2.1%
<b>Pct. of List Price Received</b>		98.8%	<b>98.3%</b>	- 0.5%	98.4%	<b>98.4%</b>	0.0%
<b>Days on Market</b>		81	<b>90</b>	+ 11.1%	87	<b>93</b>	+ 6.9%
<b>Affordability Index</b>		93	<b>86</b>	- 7.5%	90	<b>89</b>	- 1.1%
<b>Active Listings</b>		696	<b>773</b>	+ 11.1%	--	<b>--</b>	--
<b>Months Supply</b>		3.5	<b>4.5</b>	+ 28.6%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

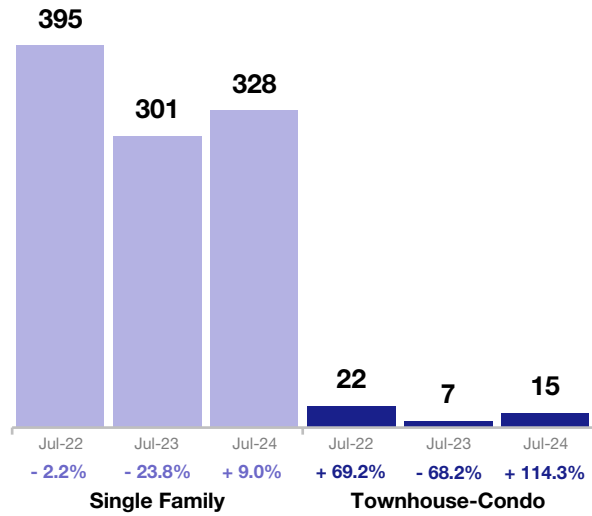


Key Metrics	Historical Sparkbars	7-2023	7-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>New Listings</b>		7	<b>15</b>	+ 114.3%	80	<b>81</b>	+ 1.3%
<b>Pending Sales</b>		3	<b>9</b>	+ 200.0%	52	<b>44</b>	- 15.4%
<b>Sold Listings</b>		12	<b>8</b>	- 33.3%	51	<b>46</b>	- 9.8%
<b>Median Sales Price</b>		\$309,275	<b>\$280,000</b>	- 9.5%	\$279,900	<b>\$270,000</b>	- 3.5%
<b>Avg. Sales Price</b>		\$298,579	<b>\$272,438</b>	- 8.8%	\$287,880	<b>\$273,211</b>	- 5.1%
<b>Pct. of List Price Received</b>		99.4%	<b>97.2%</b>	- 2.2%	98.8%	<b>97.4%</b>	- 1.4%
<b>Days on Market</b>		79	<b>59</b>	- 25.3%	71	<b>80</b>	+ 12.7%
<b>Affordability Index</b>		90	<b>100</b>	+ 11.1%	99	<b>103</b>	+ 4.0%
<b>Active Listings</b>		25	<b>36</b>	+ 44.0%	--	<b>--</b>	--
<b>Months Supply</b>		3.0	<b>5.3</b>	+ 76.7%	--	<b>--</b>	--

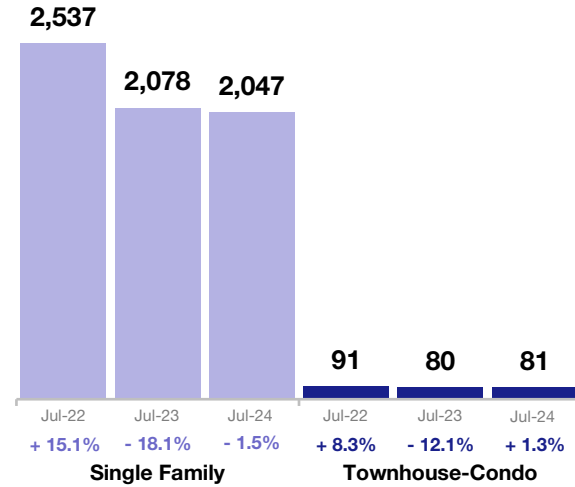
# New Listings



## July

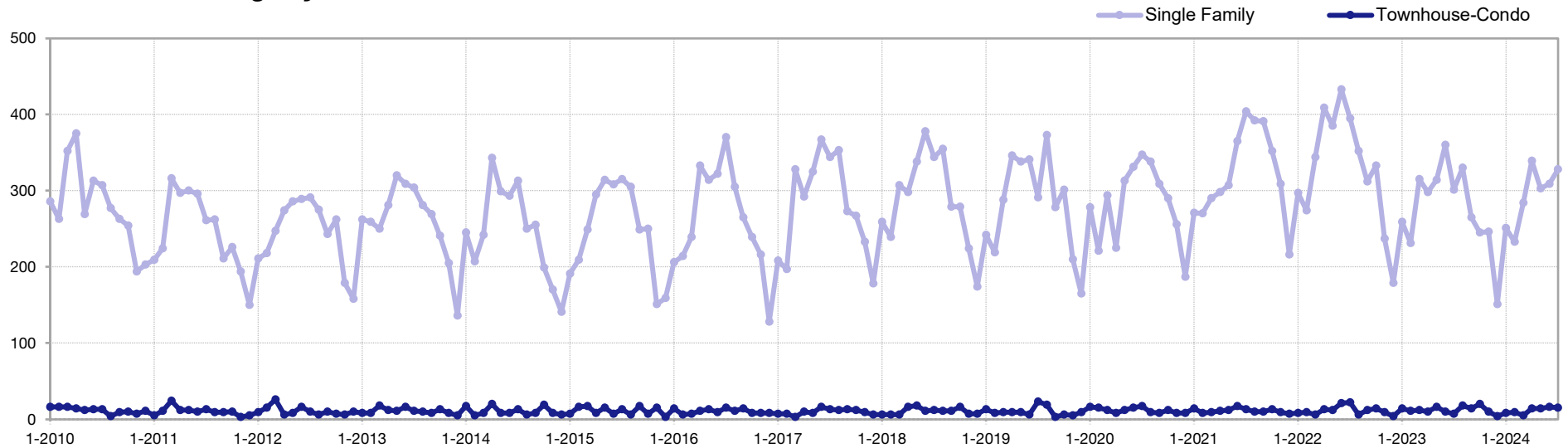


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	246	+3.8%	10	+11.1%
Dec-2023	151	-15.6%	4	0.0%
Jan-2024	251	-3.1%	8	-42.9%
Feb-2024	233	+0.9%	9	-18.2%
Mar-2024	284	-9.8%	5	-58.3%
Apr-2024	339	+13.8%	14	+40.0%
May-2024	303	-3.5%	14	-12.5%
Jun-2024	309	-14.2%	16	+60.0%
<b>Jul-2024</b>	<b>328</b>	<b>+9.0%</b>	<b>15</b>	<b>+114.3%</b>

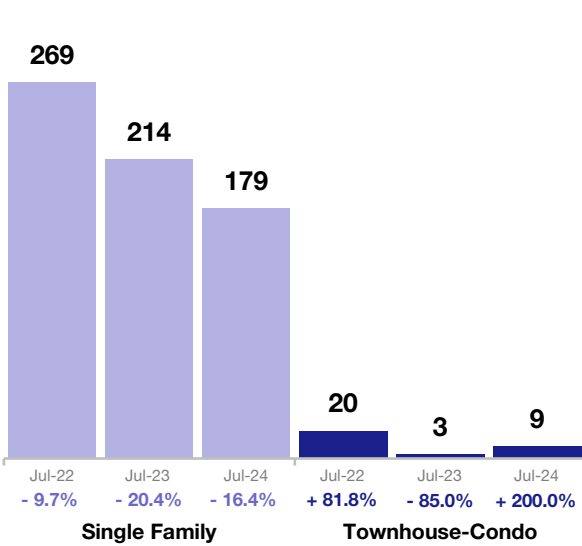
## Historical New Listings by Month



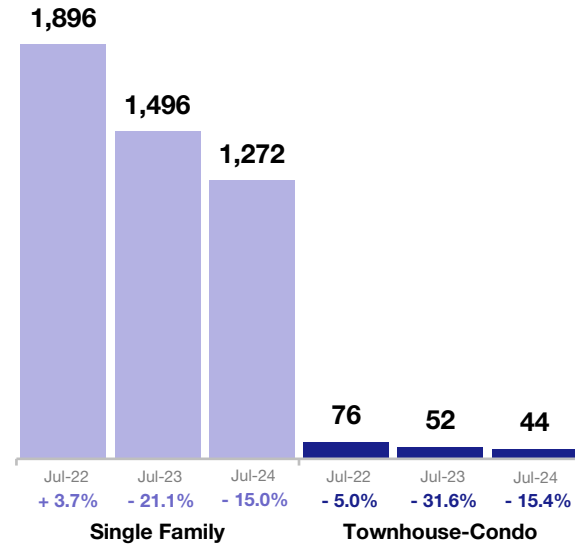
# Pending Sales



## July

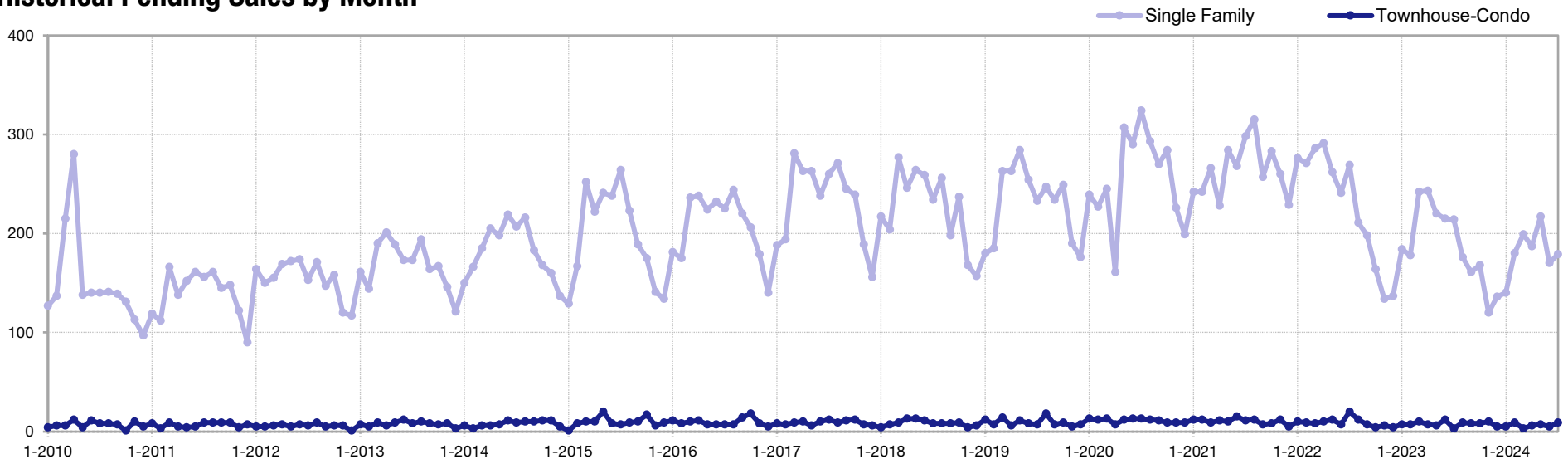


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	120	-10.4%	10	+66.7%
Dec-2023	136	-0.7%	5	+25.0%
Jan-2024	140	-23.9%	5	-28.6%
Feb-2024	180	+1.1%	9	+28.6%
Mar-2024	199	-17.8%	3	-70.0%
Apr-2024	187	-23.0%	6	-14.3%
May-2024	217	-1.4%	7	+16.7%
Jun-2024	170	-20.9%	5	-58.3%
<b>Jul-2024</b>	<b>179</b>	<b>-16.4%</b>	<b>9</b>	<b>+200.0%</b>

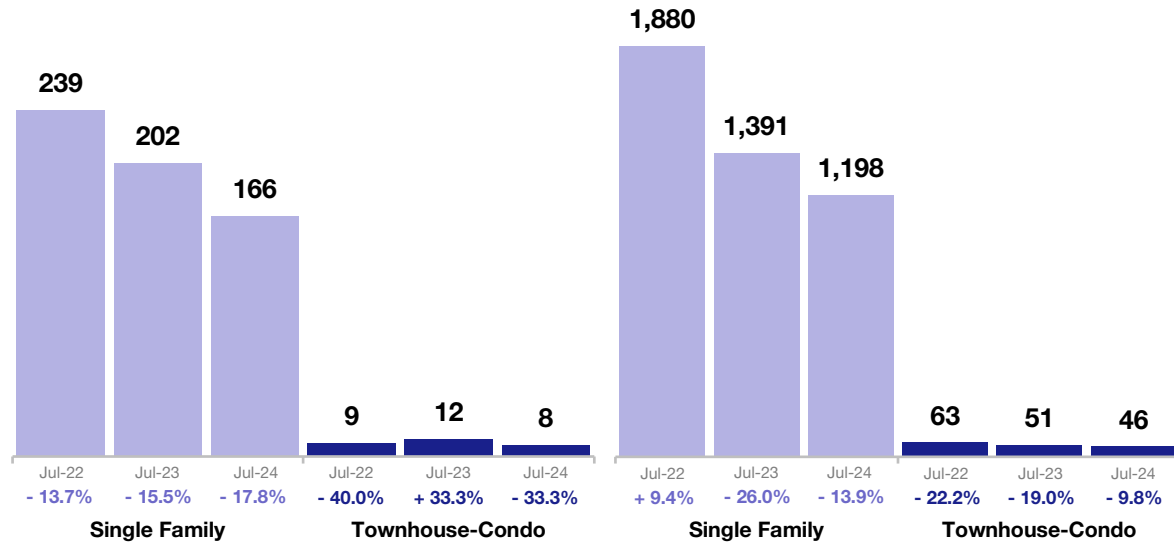
## Historical Pending Sales by Month



# Sold Listings



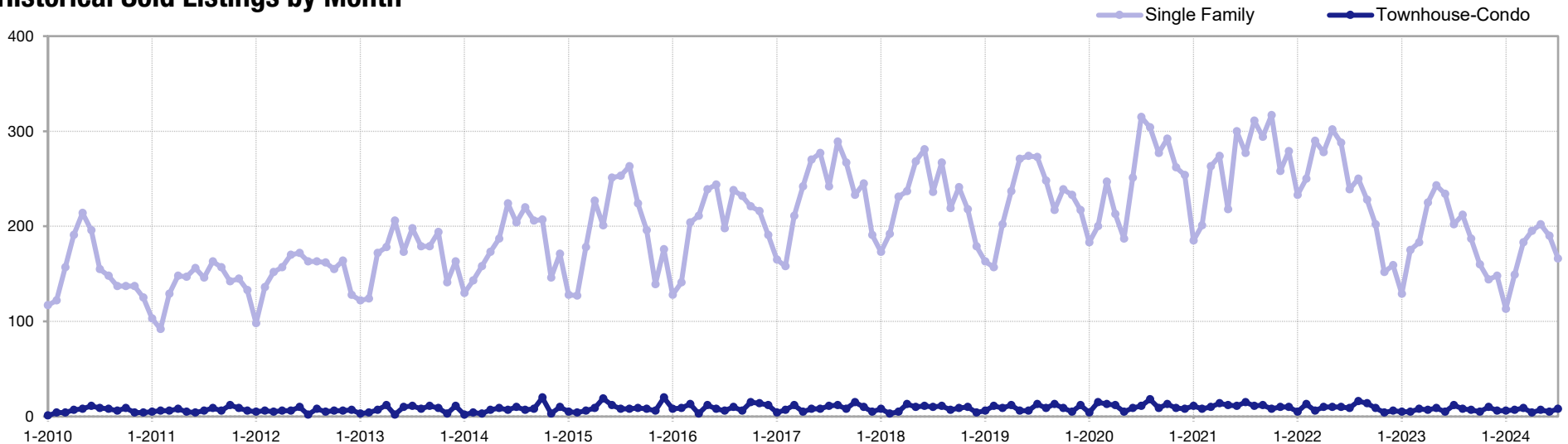
## July



## Year to Date

Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	144	-5.3%	10	+150.0%
Dec-2023	148	-6.9%	6	0.0%
Jan-2024	113	-12.4%	6	+20.0%
Feb-2024	149	-14.9%	7	+40.0%
Mar-2024	183	0.0%	9	+12.5%
Apr-2024	195	-13.3%	4	-42.9%
May-2024	202	-16.9%	7	-22.2%
Jun-2024	190	-18.8%	5	0.0%
<b>Jul-2024</b>	<b>166</b>	<b>-17.8%</b>	<b>8</b>	<b>-33.3%</b>

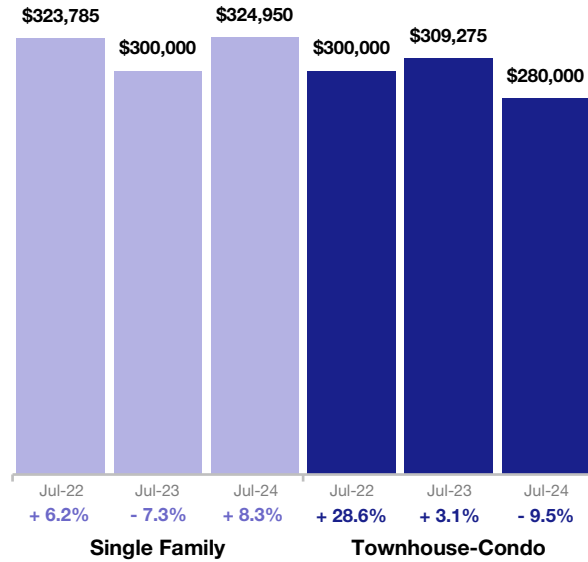
## Historical Sold Listings by Month



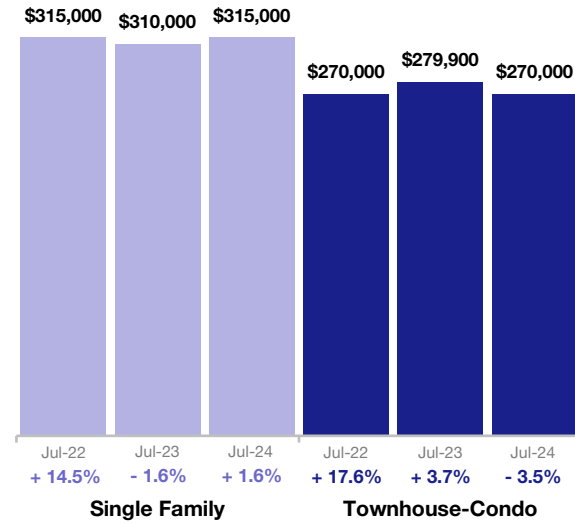
# Median Sales Price



## July

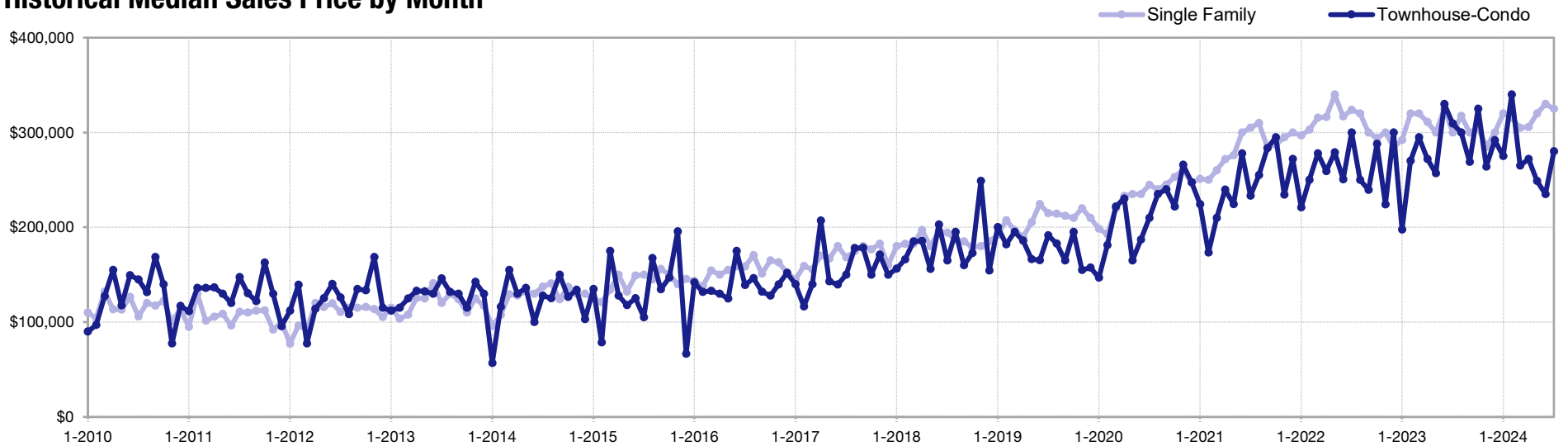


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$284,500	-5.2%	\$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	\$315,500	-1.4%	\$340,000	+25.9%
Mar-2024	\$305,000	-4.7%	\$265,000	-10.2%
Apr-2024	\$305,723	-1.7%	\$271,950	-0.0%
May-2024	\$319,900	+6.6%	\$249,000	-3.1%
Jun-2024	\$330,000	+1.6%	\$235,000	-28.8%
<b>Jul-2024</b>	<b>\$324,950</b>	<b>+8.3%</b>	<b>\$280,000</b>	<b>-9.5%</b>

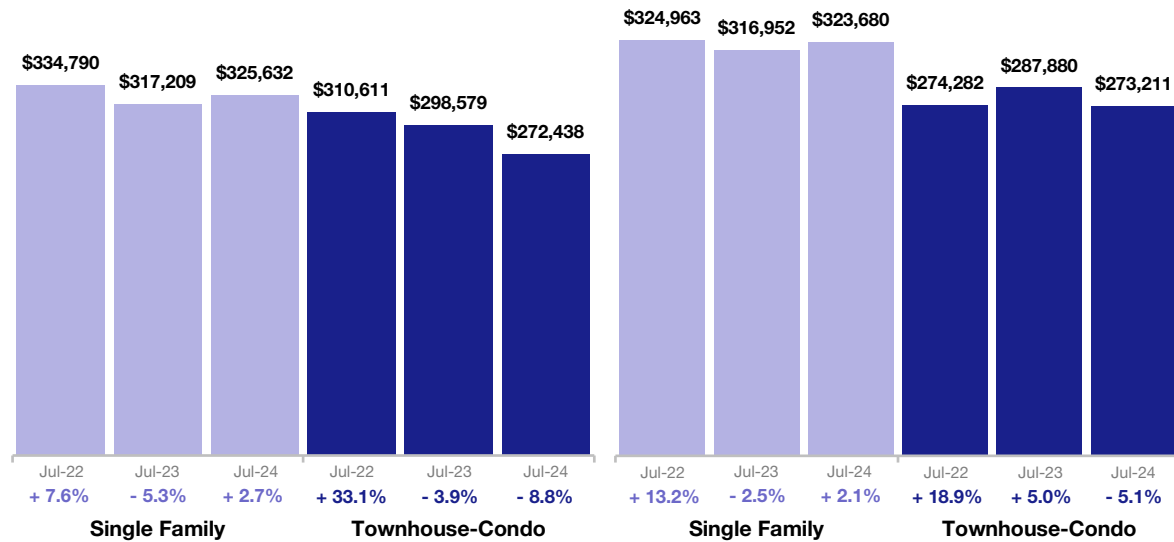
## Historical Median Sales Price by Month



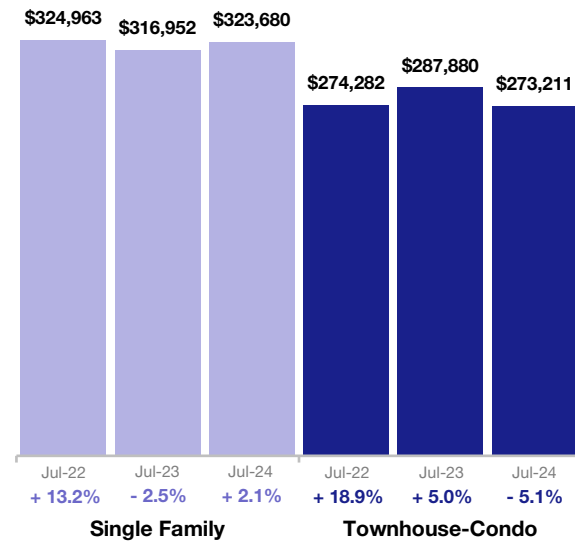
# Average Sales Price



## July

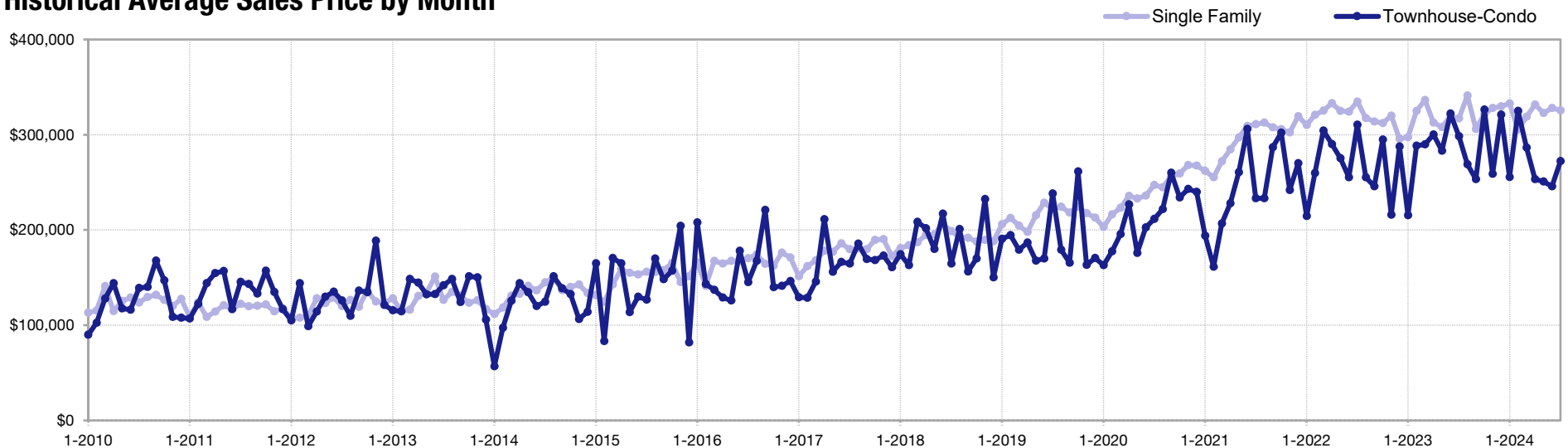


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2023	\$341,200	+7.4%	\$268,919	+5.3%
Sep-2023	\$306,098	-2.5%	\$253,271	+3.0%
Oct-2023	\$321,659	+3.0%	\$326,300	+10.6%
Nov-2023	\$327,941	+2.5%	\$258,895	+19.8%
Dec-2023	\$329,693	+11.5%	\$321,232	+11.7%
Jan-2024	\$332,779	+11.9%	\$255,667	+18.6%
Feb-2024	\$305,454	-6.1%	\$325,057	+12.7%
Mar-2024	\$319,001	-5.2%	\$286,544	-1.2%
Apr-2024	\$331,607	+6.0%	\$253,475	-15.5%
May-2024	\$322,774	+4.8%	\$250,929	-11.4%
Jun-2024	\$328,091	+2.7%	\$245,900	-23.7%
<b>Jul-2024</b>	<b>\$325,632</b>	<b>+2.7%</b>	<b>\$272,438</b>	<b>-8.8%</b>

## Historical Average Sales Price by Month

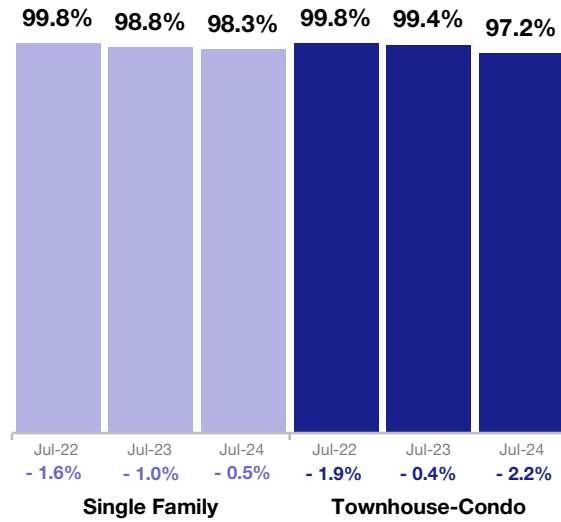




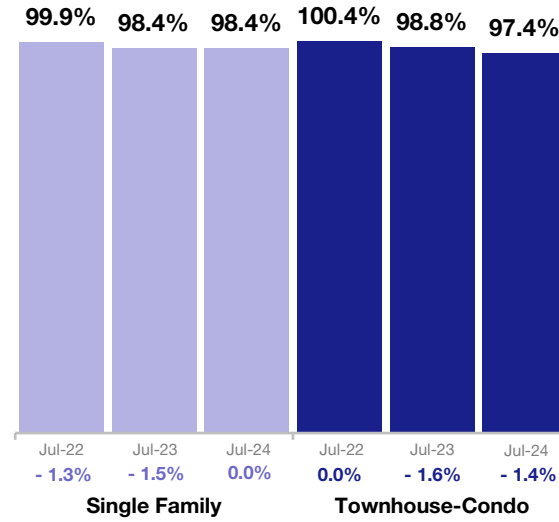
# Percent of List Price Received



## July

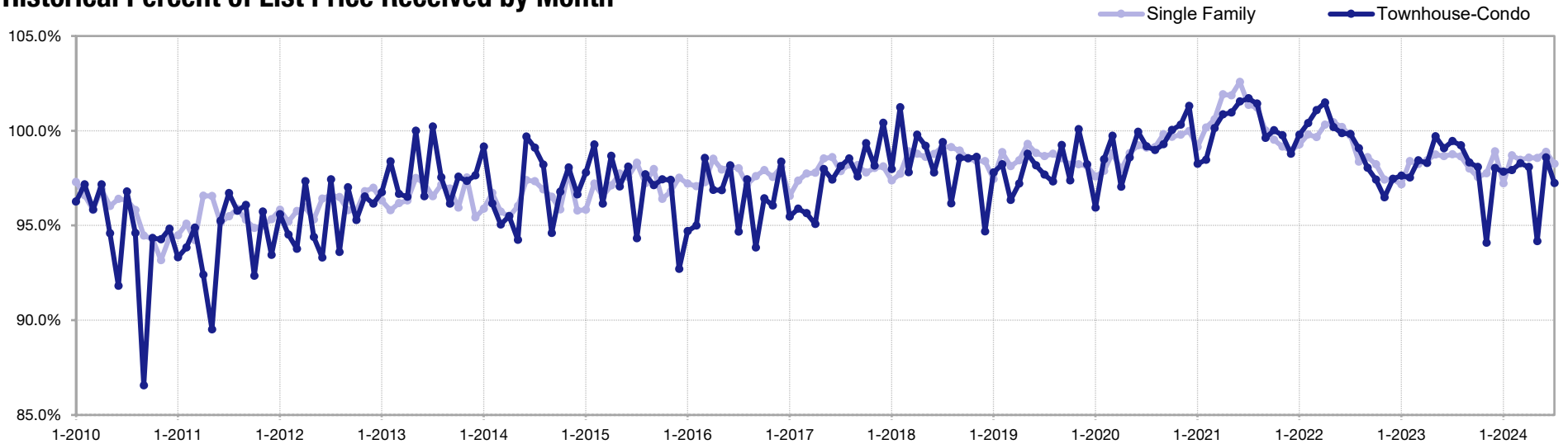


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	97.8%	+0.4%	94.1%	-2.5%
Dec-2023	98.9%	+1.5%	98.0%	+0.5%
Jan-2024	97.2%	0.0%	97.8%	+0.2%
Feb-2024	98.7%	+0.3%	97.9%	+0.4%
Mar-2024	98.5%	+0.3%	98.3%	-0.1%
Apr-2024	98.6%	+0.2%	98.1%	-0.2%
May-2024	98.6%	-0.1%	94.2%	-5.5%
Jun-2024	98.9%	+0.2%	98.6%	-0.5%
<b>Jul-2024</b>	<b>98.3%</b>	<b>-0.5%</b>	<b>97.2%</b>	<b>-2.2%</b>

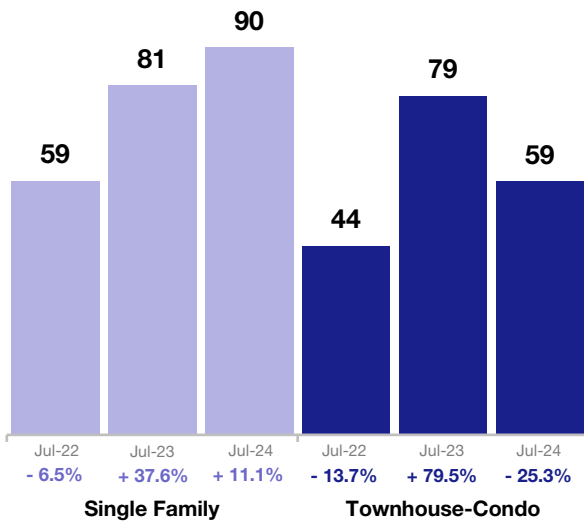
## Historical Percent of List Price Received by Month



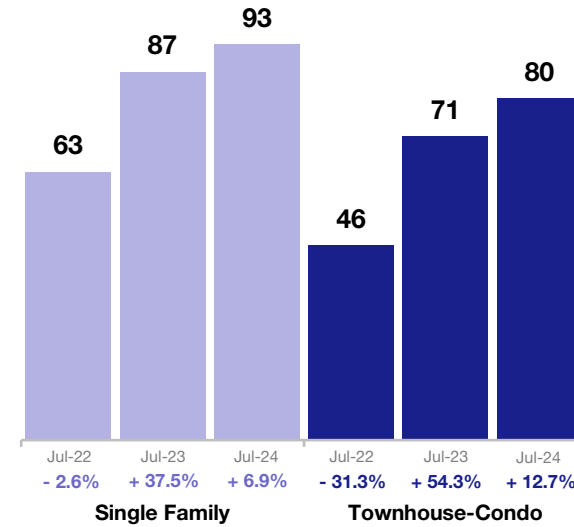
# Days on Market Until Sale



## July

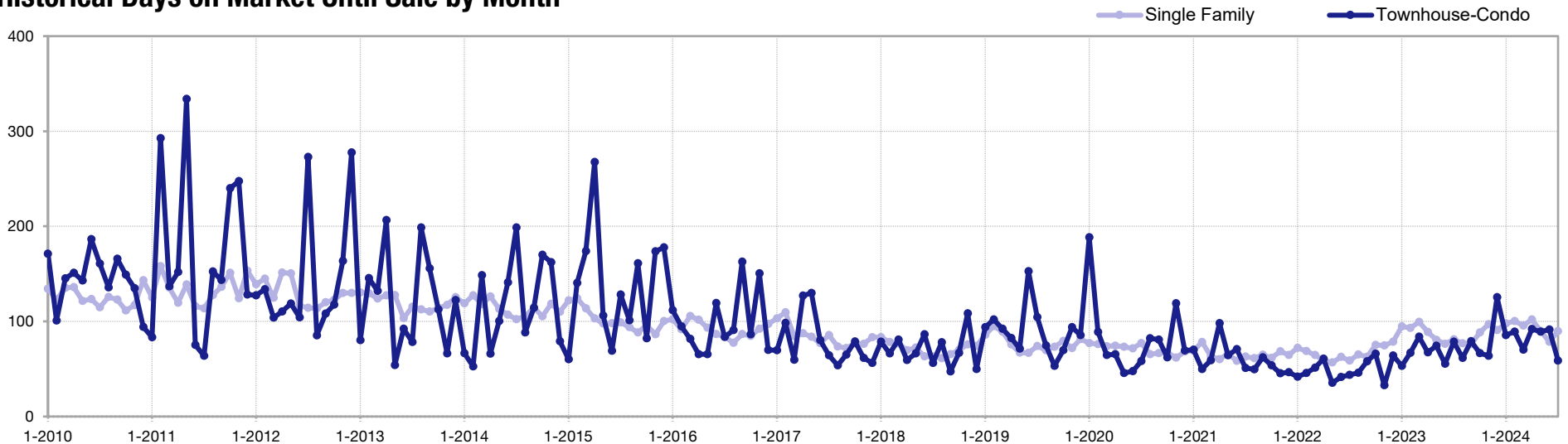


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	97	+29.3%	64	+93.9%
Dec-2023	91	+15.2%	125	+95.3%
Jan-2024	98	+3.2%	86	+62.3%
Feb-2024	100	+7.5%	89	+32.8%
Mar-2024	96	-3.0%	70	-16.7%
Apr-2024	102	+14.6%	92	+37.3%
May-2024	90	+12.5%	89	+20.3%
Jun-2024	78	+2.6%	91	+65.5%
<b>Jul-2024</b>	<b>90</b>	<b>+11.1%</b>	<b>59</b>	<b>-25.3%</b>

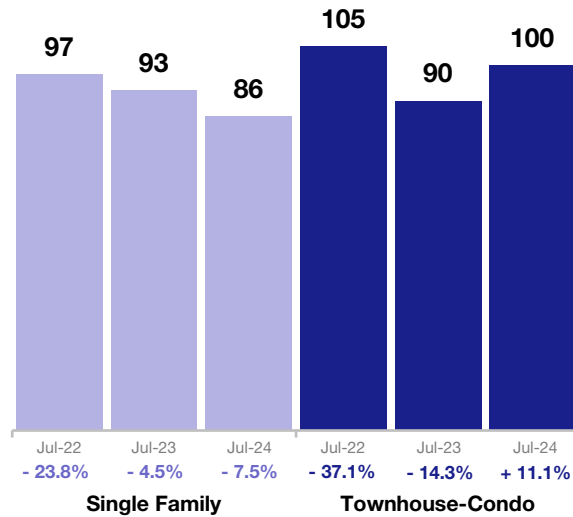
## Historical Days on Market Until Sale by Month



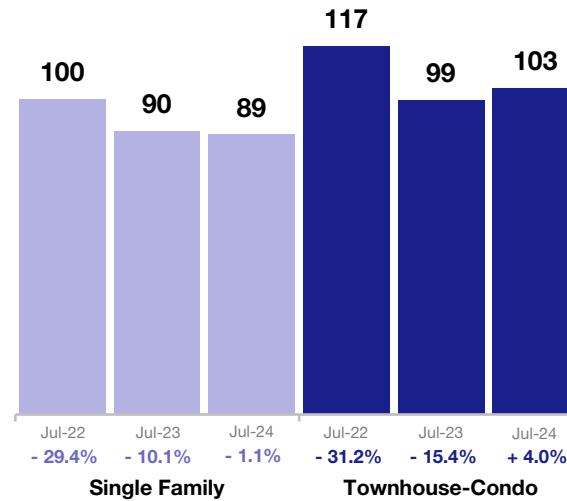
# Housing Affordability Index



## July

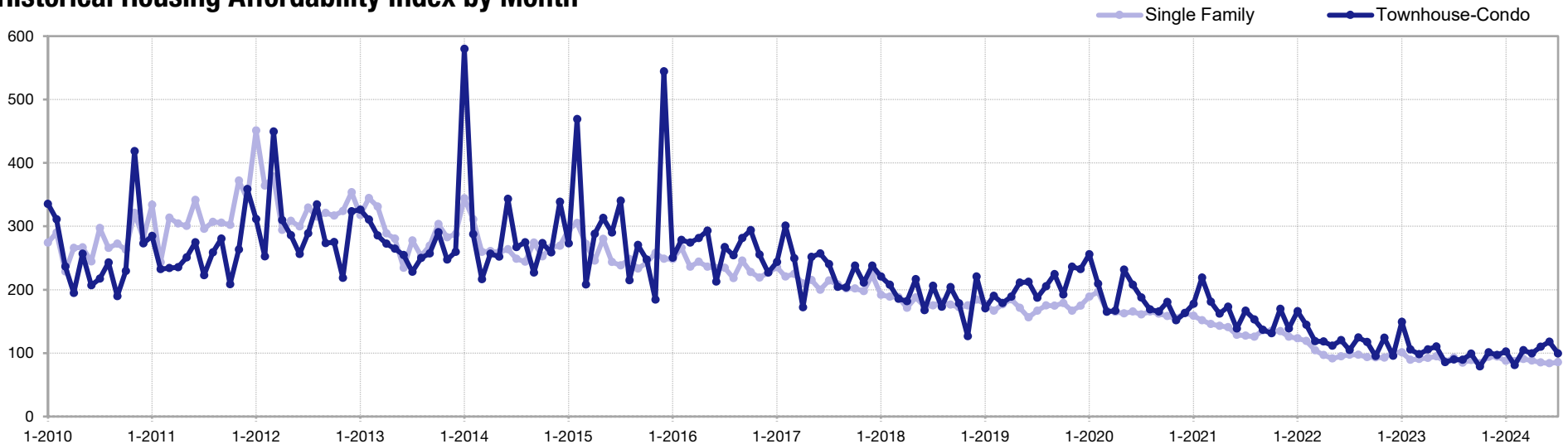


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	87	-2.2%	81	-23.6%
Mar-2024	91	0.0%	104	+6.1%
Apr-2024	88	-4.3%	99	-6.6%
May-2024	85	-10.5%	110	-0.9%
Jun-2024	84	-3.4%	118	+37.2%
<b>Jul-2024</b>	<b>86</b>	<b>-7.5%</b>	<b>100</b>	<b>+11.1%</b>

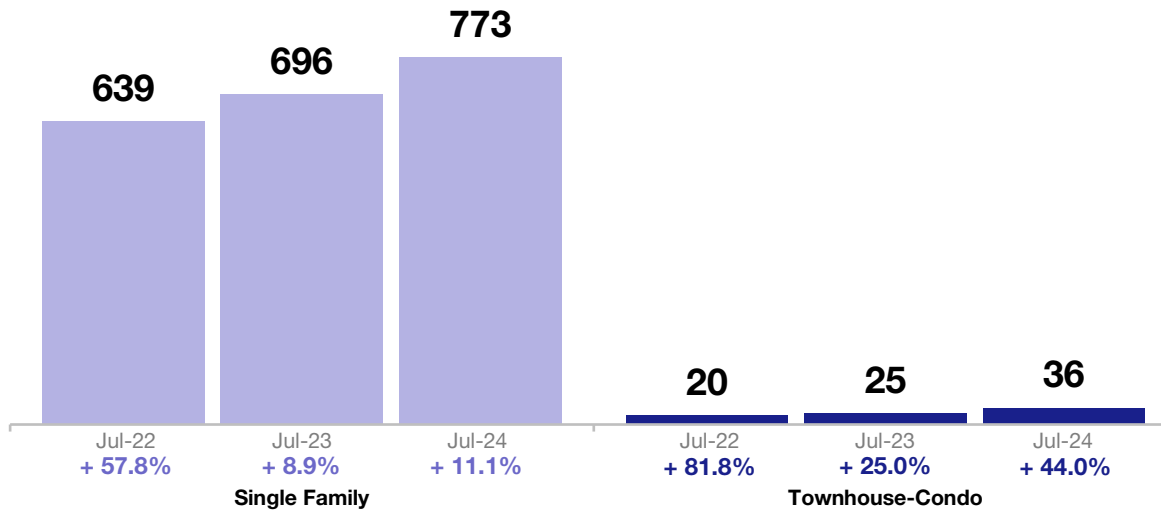
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

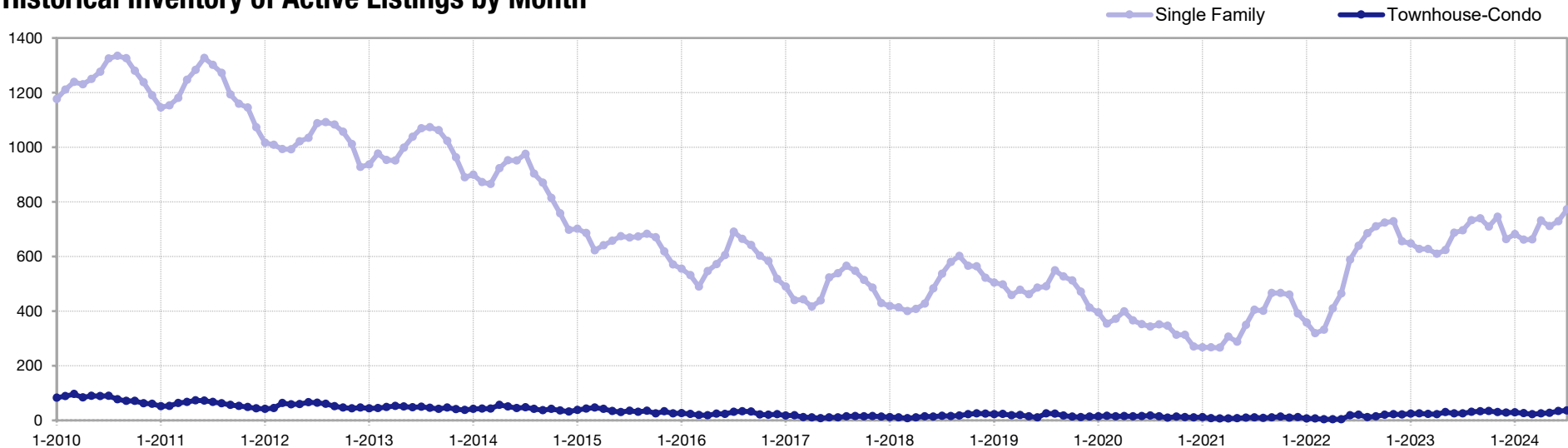


July



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2023	733	+7.0%	31	+158.3%
Sep-2023	739	+4.1%	33	+135.7%
Oct-2023	709	-2.1%	34	+70.0%
Nov-2023	745	+2.2%	30	+36.4%
Dec-2023	663	+1.1%	28	+33.3%
Jan-2024	682	+5.2%	29	+20.8%
Feb-2024	661	+5.4%	26	+4.0%
Mar-2024	662	+5.6%	22	-4.3%
Apr-2024	732	+20.0%	25	+13.6%
May-2024	711	+14.1%	27	-10.0%
Jun-2024	729	+6.1%	34	+36.0%
<b>Jul-2024</b>	<b>773</b>	<b>+11.1%</b>	<b>36</b>	<b>+44.0%</b>

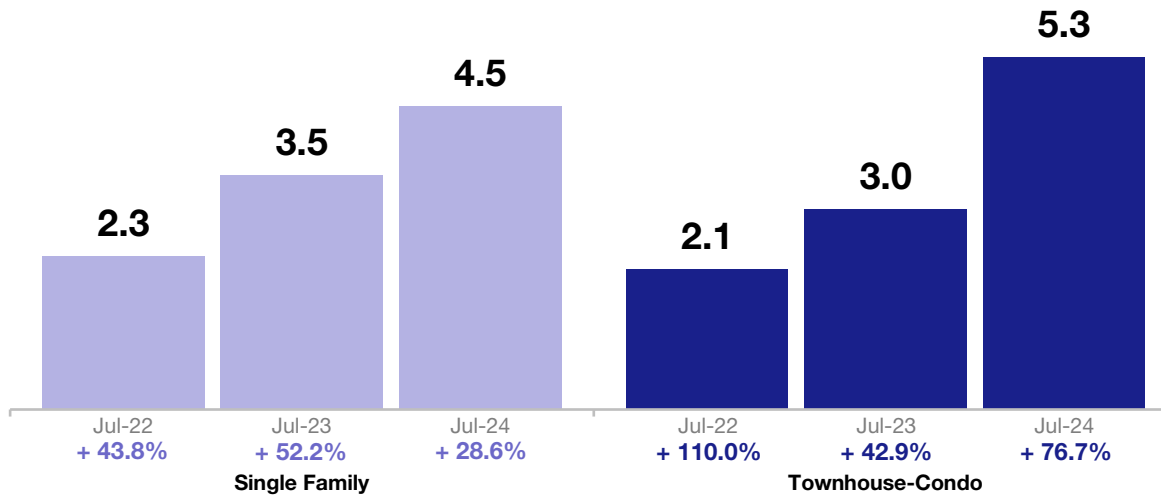
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

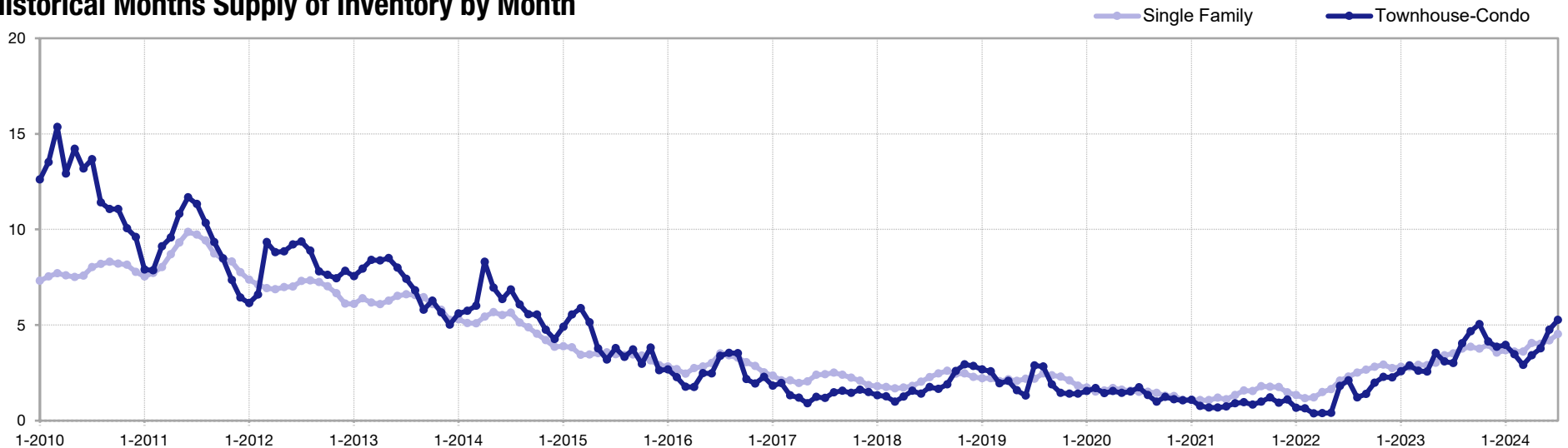


July



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2023	3.8	+52.0%	4.0	+233.3%
Sep-2023	3.9	+44.4%	4.7	+235.7%
Oct-2023	3.8	+35.7%	5.0	+150.0%
Nov-2023	4.0	+37.9%	4.1	+78.3%
Dec-2023	3.5	+29.6%	3.9	+69.6%
Jan-2024	3.7	+32.1%	4.0	+53.8%
Feb-2024	3.6	+28.6%	3.5	+20.7%
Mar-2024	3.6	+24.1%	2.9	+11.5%
Apr-2024	4.0	+37.9%	3.4	+30.8%
May-2024	4.0	+33.3%	3.8	+8.6%
Jun-2024	4.2	+23.5%	4.7	+51.6%
<b>Jul-2024</b>	<b>4.5</b>	<b>+28.6%</b>	<b>5.3</b>	<b>+76.7%</b>

## 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.



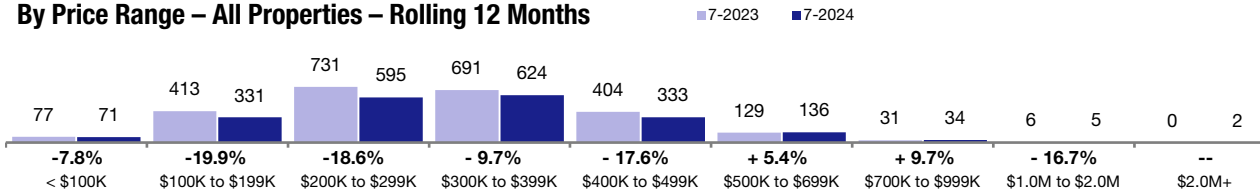
Key Metrics	Historical Sparkbars	7-2023	7-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>New Listings</b>		308	<b>343</b>	+ 11.4%	2,158	<b>2,128</b>	- 1.4%
<b>Pending Sales</b>		217	<b>188</b>	- 13.4%	1,548	<b>1,316</b>	- 15.0%
<b>Sold Listings</b>		214	<b>174</b>	- 18.7%	1,442	<b>1,244</b>	- 13.7%
<b>Median Sales Price</b>		\$300,000	<b>\$322,450</b>	+ 7.5%	\$309,000	<b>\$312,400</b>	+ 1.1%
<b>Avg. Sales Price</b>		\$316,164	<b>\$323,187</b>	+ 2.2%	\$315,923	<b>\$321,812</b>	+ 1.9%
<b>Pct. of List Price Received</b>		98.8%	<b>98.2%</b>	- 0.6%	98.4%	<b>98.4%</b>	0.0%
<b>Days on Market</b>		81	<b>88</b>	+ 8.6%	86	<b>92</b>	+ 7.0%
<b>Affordability Index</b>		93	<b>87</b>	- 6.5%	90	<b>89</b>	- 1.1%
<b>Active Listings</b>		721	<b>809</b>	+ 12.2%	--	<b>--</b>	--
<b>Months Supply</b>		3.5	<b>4.6</b>	+ 31.4%	--	<b>--</b>	--

# Sold Listings

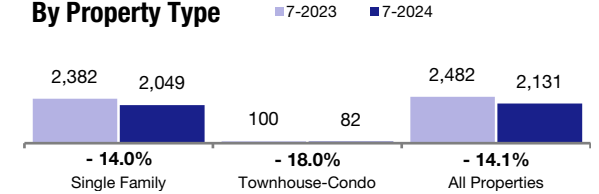
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	7-2023	7-2024	Change	7-2023	7-2024	Change
\$99,999 and Below	77	71	-7.8%	0	0	--
\$100,000 to \$199,999	394	320	-18.8%	19	11	-42.1%
\$200,000 to \$299,999	684	554	-19.0%	47	41	-12.8%
\$300,000 to \$399,999	664	598	-9.9%	27	26	-3.7%
\$400,000 to \$499,999	399	329	-17.5%	5	4	-20.0%
\$500,000 to \$699,999	127	136	+7.1%	2	0	-100.0%
\$700,000 to \$999,999	31	34	+9.7%	0	0	--
\$1,000,000 to \$1,999,999	6	5	-16.7%	0	0	--
\$2,000,000 and Above	0	2	--	0	0	--
<b>All Price Ranges</b>	<b>2,382</b>	<b>2,049</b>	<b>-14.0%</b>	<b>100</b>	<b>82</b>	<b>-18.0%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	6-2024	7-2024	Change	6-2024	7-2024	Change
\$99,999 and Below	4	6	+50.0%	0	0	--
\$100,000 to \$199,999	26	27	+3.8%	1	1	0.0%
\$200,000 to \$299,999	48	43	-10.4%	3	3	0.0%
\$300,000 to \$399,999	66	46	-30.3%	1	4	+300.0%
\$400,000 to \$499,999	29	27	-6.9%	0	0	--
\$500,000 to \$699,999	17	12	-29.4%	0	0	--
\$700,000 to \$999,999	0	5	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>190</b>	<b>166</b>	<b>-12.6%</b>	<b>5</b>	<b>8</b>	<b>+60.0%</b>

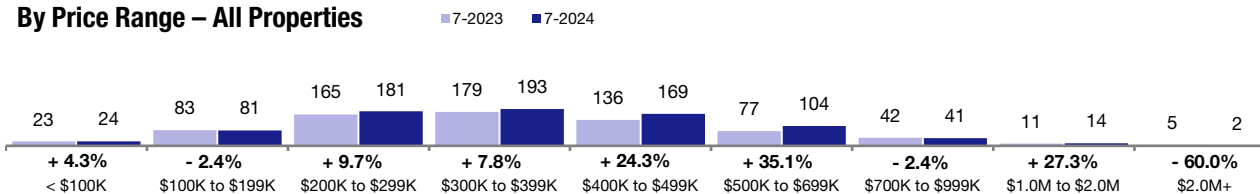
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	7-2023	7-2024	Change	7-2023	7-2024	Change
\$99,999 and Below	41	39	-4.9%	0	0	--
\$100,000 to \$199,999	213	175	-17.8%	7	6	-14.3%
\$200,000 to \$299,999	407	320	-21.4%	23	23	0.0%
\$300,000 to \$399,999	401	373	-7.0%	16	15	-6.3%
\$400,000 to \$499,999	233	201	-13.7%	4	2	-50.0%
\$500,000 to \$699,999	77	68	-11.7%	1	0	-100.0%
\$700,000 to \$999,999	15	19	+26.7%	0	0	--
\$1,000,000 to \$1,999,999	4	2	-50.0%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
<b>All Price Ranges</b>	<b>1,391</b>	<b>1,198</b>	<b>-13.9%</b>	<b>51</b>	<b>46</b>	<b>-9.8%</b>

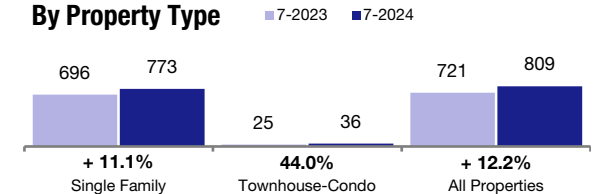
# Inventory of Active Listings

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		
	7-2023	7-2024	Change	7-2023	7-2024	Change
\$99,999 and Below	23	24	+4.3%	0	0	--
\$100,000 to \$199,999	81	80	-1.2%	2	1	-50.0%
\$200,000 to \$299,999	155	166	+7.1%	10	15	+50.0%
\$300,000 to \$399,999	172	179	+4.1%	7	14	+100.0%
\$400,000 to \$499,999	131	166	+26.7%	5	3	-40.0%
\$500,000 to \$699,999	76	103	+35.5%	1	1	0.0%
\$700,000 to \$999,999	42	39	-7.1%	0	2	--
\$1,000,000 to \$1,999,999	11	14	+27.3%	0	0	--
\$2,000,000 and Above	5	2	-60.0%	0	0	--
<b>All Price Ranges</b>	<b>696</b>	<b>773</b>	<b>+11.1%</b>	<b>25</b>	<b>36</b>	<b>+44.0%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	6-2024	7-2024	Change	6-2024	7-2024	Change
\$99,999 and Below	27	24	-11.1%	0	0	--
\$100,000 to \$199,999	71	80	+12.7%	5	1	-80.0%
\$200,000 to \$299,999	153	166	+8.5%	16	15	-6.3%
\$300,000 to \$399,999	159	179	+12.6%	10	14	+40.0%
\$400,000 to \$499,999	161	166	+3.1%	2	3	+50.0%
\$500,000 to \$699,999	109	103	-5.5%	0	1	--
\$700,000 to \$999,999	31	39	+25.8%	1	2	+100.0%
\$1,000,000 to \$1,999,999	16	14	-12.5%	0	0	--
\$2,000,000 and Above	2	2	0.0%	0	0	--
<b>All Price Ranges</b>	<b>729</b>	<b>773</b>	<b>+6.0%</b>	<b>34</b>	<b>36</b>	<b>+5.9%</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 July 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Pueblo County

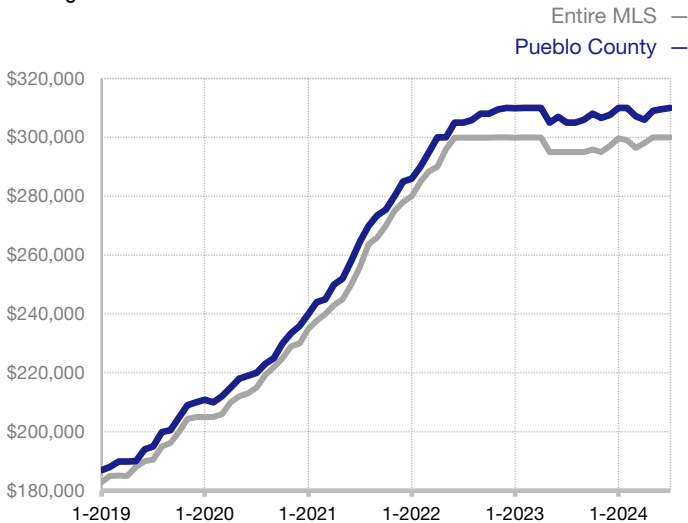
Single Family Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	292	325	+ 11.3%	2,026	2,014	- 0.6%
Sold Listings	201	165	- 17.9%	1,366	1,180	- 13.6%
Median Sales Price*	\$302,000	\$324,900	+ 7.6%	\$311,000	\$315,000	+ 1.3%
Average Sales Price*	\$318,489	\$324,818	+ 2.0%	\$317,345	\$323,410	+ 1.9%
Percent of List Price Received*	98.8%	98.2%	- 0.6%	98.5%	98.4%	- 0.1%
Days on Market Until Sale	81	90	+ 11.1%	86	93	+ 8.1%
Inventory of Homes for Sale	664	755	+ 13.7%	--	--	--
Months Supply of Inventory	3.4	4.5	+ 32.4%	--	--	--

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

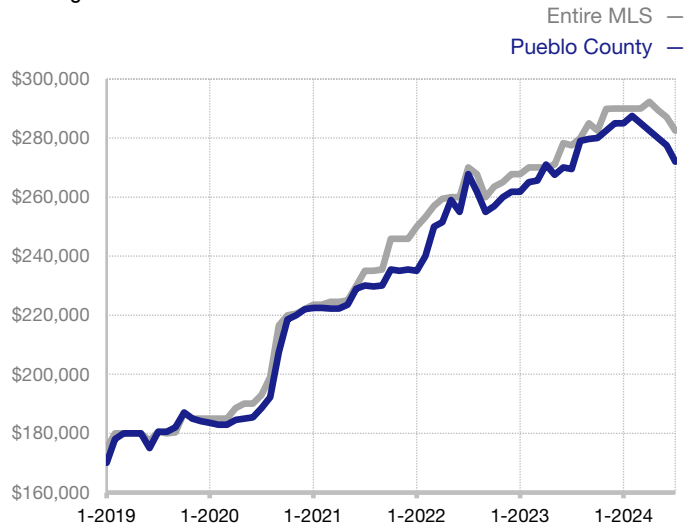
Townhouse/Condo Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	6	15	+ 150.0%	77	80	+ 3.9%
Sold Listings	12	8	- 33.3%	51	45	- 11.8%
Median Sales Price*	\$309,275	\$280,000	- 9.5%	\$279,900	\$270,000	- 3.5%
Average Sales Price*	\$298,579	\$272,438	- 8.8%	\$287,880	\$272,838	- 5.2%
Percent of List Price Received*	99.4%	97.2%	- 2.2%	98.8%	97.3%	- 1.5%
Days on Market Until Sale	79	59	- 25.3%	71	81	+ 14.1%
Inventory of Homes for Sale	22	35	+ 59.1%	--	--	--
Months Supply of Inventory	2.7	5.4	+ 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.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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



# Local Market Update for July 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Arkansas Valley/Otero County

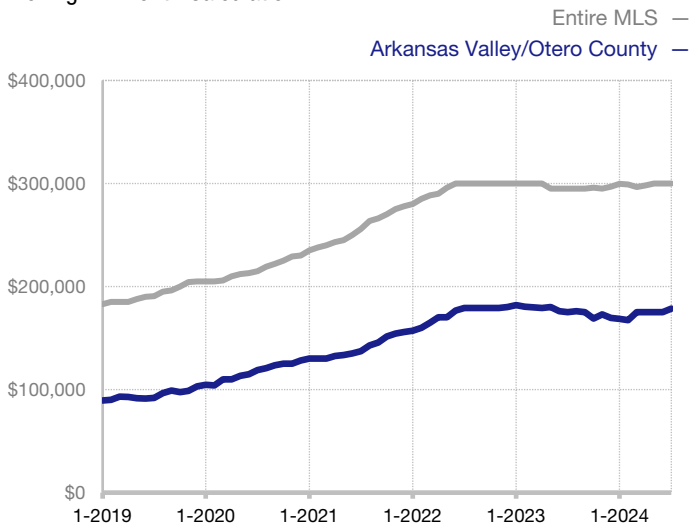
Single Family	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	43	71	+ 65.1%	337	315	- 6.5%
Sold Listings	32	36	+ 12.5%	215	211	- 1.9%
Median Sales Price*	\$172,500	<b>\$184,000</b>	+ 6.7%	\$165,000	<b>\$175,000</b>	+ 6.1%
Average Sales Price*	\$192,763	<b>\$178,500</b>	- 7.4%	\$183,299	<b>\$193,862</b>	+ 5.8%
Percent of List Price Received*	94.7%	<b>95.2%</b>	+ 0.5%	93.2%	<b>94.3%</b>	+ 1.2%
Days on Market Until Sale	105	119	+ 13.3%	108	121	+ 12.0%
Inventory of Homes for Sale	184	178	- 3.3%	--	--	--
Months Supply of Inventory	5.7	5.8	+ 1.8%	--	--	--

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

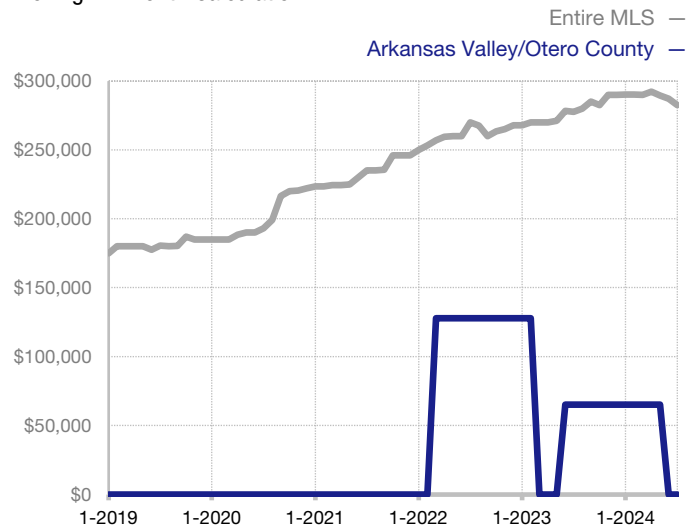
Townhouse/Condo	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	<b>\$0</b>	--	\$65,000	<b>\$0</b>	- 100.0%
Average Sales Price*	\$0	<b>\$0</b>	--	\$65,000	<b>\$0</b>	- 100.0%
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	72.2%	<b>0.0%</b>	- 100.0%
Days on Market Until Sale	0	0	--	71	0	- 100.0%
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 July 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Fowler

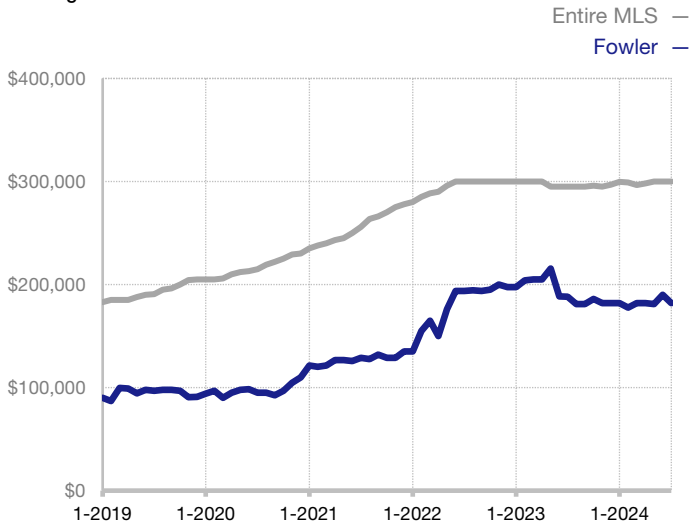
Single Family	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	1	3	+ 200.0%	19	24	+ 26.3%
Sold Listings	4	2	- 50.0%	11	13	+ 18.2%
Median Sales Price*	\$191,500	<b>\$83,000</b>	- 56.7%	\$180,000	<b>\$175,000</b>	- 2.8%
Average Sales Price*	\$184,500	<b>\$83,000</b>	- 55.0%	\$189,500	<b>\$171,462</b>	- 9.5%
Percent of List Price Received*	97.4%	<b>103.9%</b>	+ 6.7%	93.9%	<b>94.4%</b>	+ 0.5%
Days on Market Until Sale	99	<b>68</b>	- 31.3%	150	<b>112</b>	- 25.3%
Inventory of Homes for Sale	10	<b>10</b>	0.0%	--	--	--
Months Supply of Inventory	3.9	<b>3.9</b>	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.

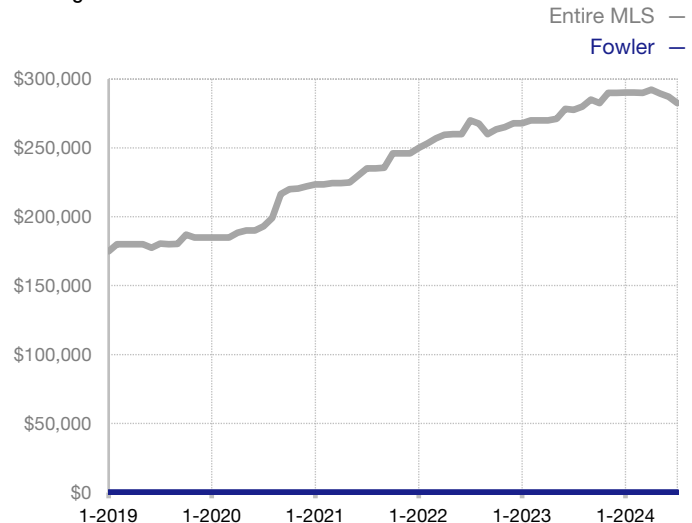
Townhouse/Condo	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<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 July 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Huerfano County

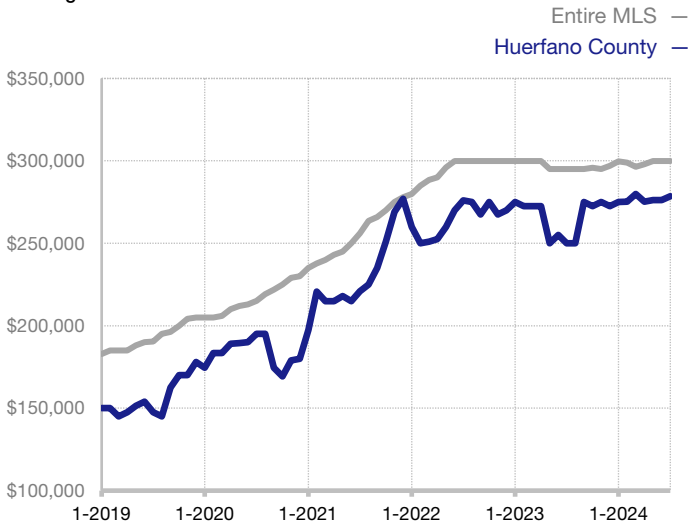
Single Family Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	17	9	- 47.1%	94	78	- 17.0%
Sold Listings	9	5	- 44.4%	40	38	- 5.0%
Median Sales Price*	\$247,875	\$550,000	+ 121.9%	\$250,000	\$310,000	+ 24.0%
Average Sales Price*	\$282,875	\$398,900	+ 41.0%	\$350,342	\$373,180	+ 6.5%
Percent of List Price Received*	92.7%	92.3%	- 0.4%	94.3%	95.3%	+ 1.1%
Days on Market Until Sale	152	133	- 12.5%	153	155	+ 1.3%
Inventory of Homes for Sale	73	67	- 8.2%	--	--	--
Months Supply of Inventory	13.1	10.4	- 20.6%	--	--	--

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

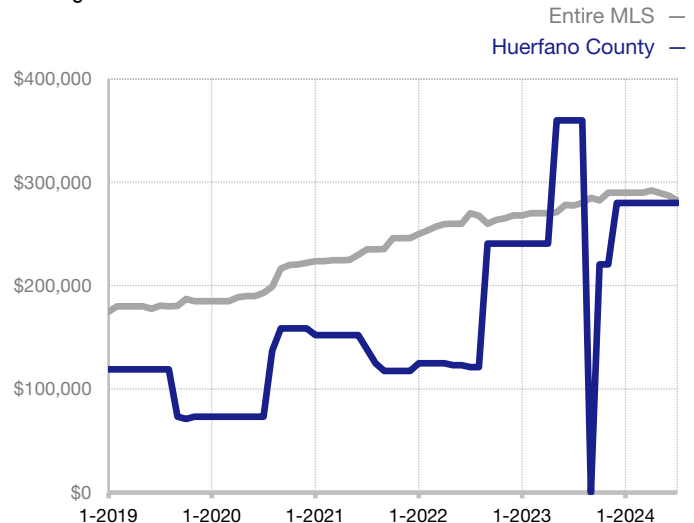
Townhouse/Condo Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	1	0	- 100.0%	2	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	2	0	- 100.0%	--	--	--
Months Supply of Inventory	2.0	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.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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



# Local Market Update for July 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## La Junta

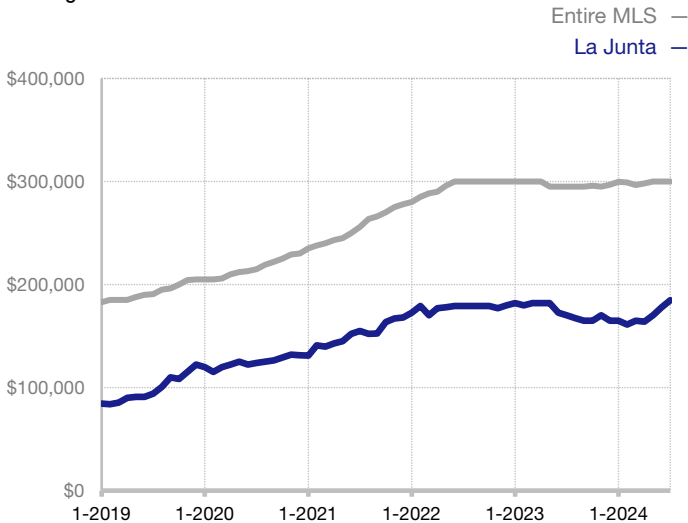
Single Family Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	12	20	+ 66.7%	92	81	- 12.0%
Sold Listings	9	8	- 11.1%	48	60	+ 25.0%
Median Sales Price*	\$170,000	\$219,750	+ 29.3%	\$161,000	\$200,000	+ 24.2%
Average Sales Price*	\$195,933	\$210,813	+ 7.6%	\$172,794	\$207,308	+ 20.0%
Percent of List Price Received*	95.0%	95.6%	+ 0.6%	94.2%	92.0%	- 2.3%
Days on Market Until Sale	121	123	+ 1.7%	89	125	+ 40.4%
Inventory of Homes for Sale	43	39	- 9.3%	--	--	--
Months Supply of Inventory	6.0	4.8	- 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.

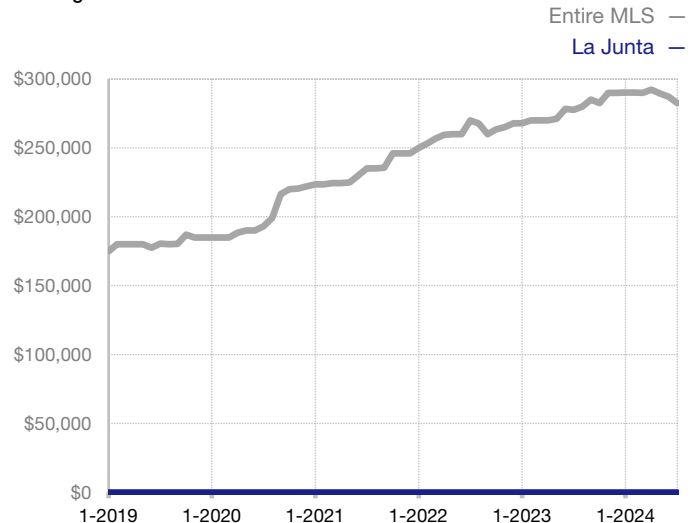
Townhouse/Condo Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 July 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Lamar

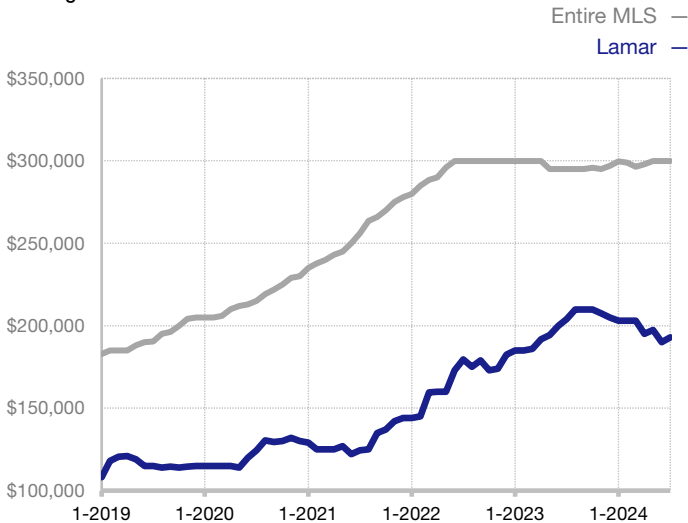
Single Family	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	8	16	+ 100.0%	51	55	+ 7.8%
Sold Listings	5	13	+ 160.0%	41	37	- 9.8%
Median Sales Price*	\$237,000	\$195,000	- 17.7%	\$210,000	\$190,000	- 9.5%
Average Sales Price*	\$251,200	\$223,308	- 11.1%	\$245,744	\$200,419	- 18.4%
Percent of List Price Received*	99.2%	98.8%	- 0.4%	95.3%	95.0%	- 0.3%
Days on Market Until Sale	90	116	+ 28.9%	101	100	- 1.0%
Inventory of Homes for Sale	21	29	+ 38.1%	--	--	--
Months Supply of Inventory	3.9	5.4	+ 38.5%	--	--	--

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

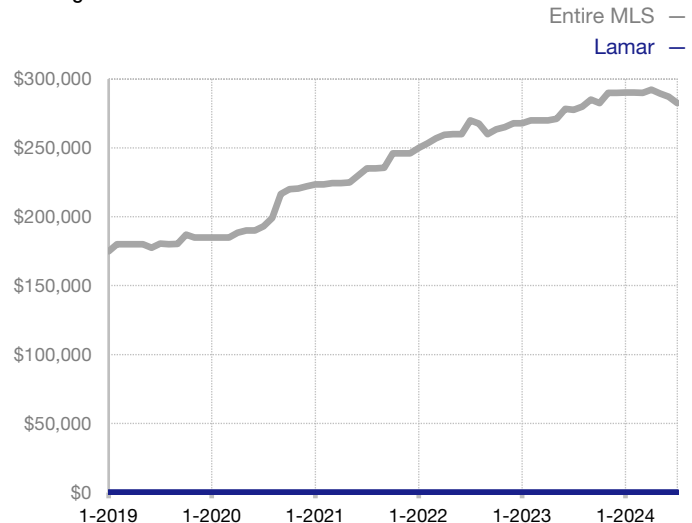
Townhouse/Condo	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$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 July 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Las Animas

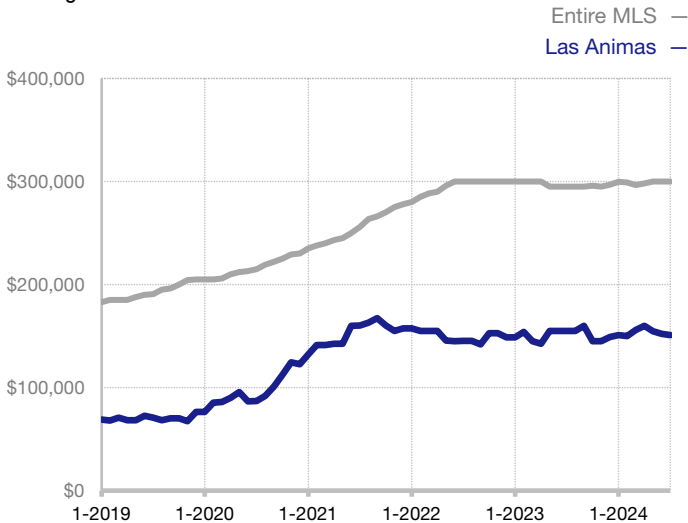
Single Family	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	2	6	+ 200.0%	24	20	- 16.7%
Sold Listings	0	3	--	18	18	0.0%
Median Sales Price*	\$0	<b>\$70,000</b>	--	\$140,000	<b>\$151,500</b>	+ 8.2%
Average Sales Price*	\$0	<b>\$85,333</b>	--	\$166,161	<b>\$134,694</b>	- 18.9%
Percent of List Price Received*	0.0%	<b>77.7%</b>	--	92.6%	<b>89.2%</b>	- 3.7%
Days on Market Until Sale	0	<b>44</b>	--	125	<b>111</b>	- 11.2%
Inventory of Homes for Sale	8	<b>10</b>	+ 25.0%	--	--	--
Months Supply of Inventory	2.3	<b>3.9</b>	+ 69.6%	--	--	--

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

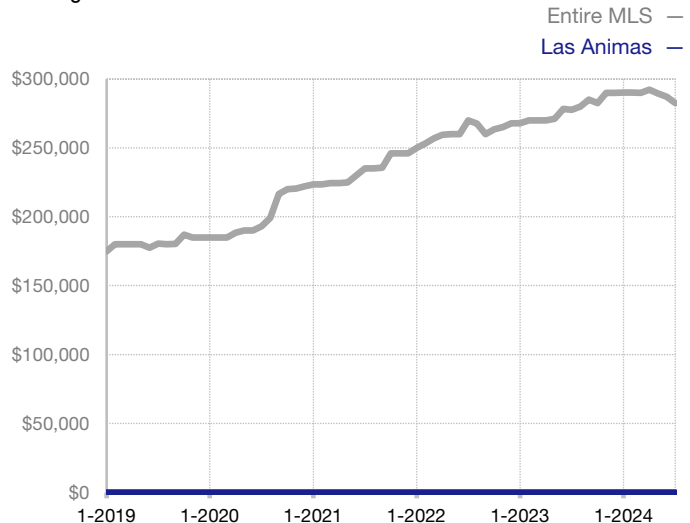
Townhouse/Condo	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<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 July 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Manzanola

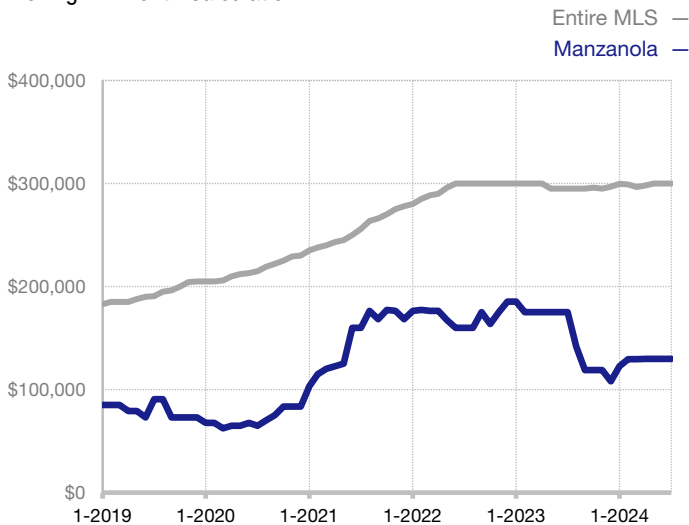
Single Family	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	11	7	- 36.4%
Sold Listings	0	0	--	4	3	- 25.0%
Median Sales Price*	\$0	\$0	--	\$53,750	\$129,500	+ 140.9%
Average Sales Price*	\$0	\$0	--	\$90,125	\$222,333	+ 146.7%
Percent of List Price Received*	0.0%	0.0%	--	80.7%	105.0%	+ 30.1%
Days on Market Until Sale	0	0	--	53	53	0.0%
Inventory of Homes for Sale	4	4	0.0%	--	--	--
Months Supply of Inventory	2.3	3.0	+ 30.4%	--	--	--

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

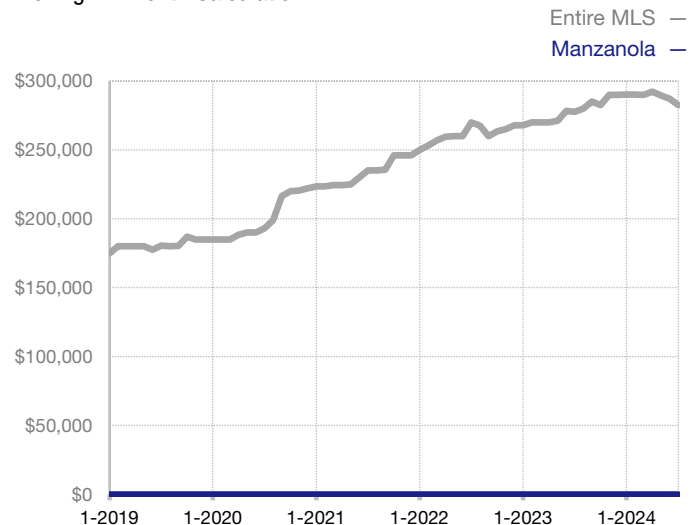
Townhouse/Condo	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$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 July 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Rocky Ford

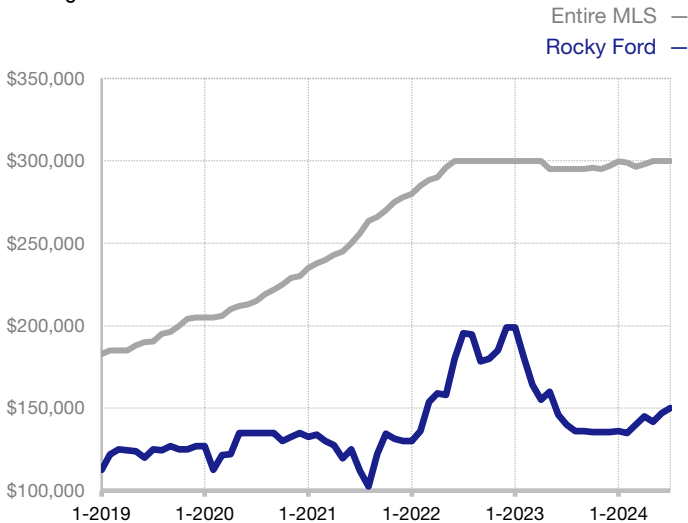
Single Family Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	Percent Change from Previous Year
New Listings	9	7	- 22.2%	48	39	- 18.8%
Sold Listings	5	3	- 40.0%	28	23	- 17.9%
Median Sales Price*	\$135,000	<b>\$101,000</b>	- 25.2%	\$135,500	<b>\$154,900</b>	+ 14.3%
Average Sales Price*	\$112,800	<b>\$112,000</b>	- 0.7%	\$129,993	<b>\$174,039</b>	+ 33.9%
Percent of List Price Received*	89.4%	<b>96.6%</b>	+ 8.1%	90.9%	<b>95.3%</b>	+ 4.8%
Days on Market Until Sale	80	<b>128</b>	+ 60.0%	92	<b>132</b>	+ 43.5%
Inventory of Homes for Sale	26	<b>25</b>	- 3.8%	--	--	--
Months Supply of Inventory	6.8	<b>7.0</b>	+ 2.9%	--	--	--

\* 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 Key Metrics	July			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 07-2023	Thru 07-2024	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

