

Monthly Indicators



August 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 13.5 percent for single family homes and 50.0 percent for townhouse-condo properties. Pending Sales decreased 23.2 percent for single family homes and 25.0 percent for townhouse-condo properties.

The Median Sales Price was up 3.6 percent to \$320,000 for single family homes and 4.2 percent to \$250,000 for townhouse-condo properties. Days on Market increased 4.9 percent for single family homes but decreased 7.8 percent for townhouse-condo properties.

Inflation, higher interest rates, and fears of a potential recession have taken a toll on buyers and sellers this summer, leading many people to stay on the sidelines to see what will happen with the market. But some experts, including NAR Chief Economist Lawrence Yun, believe the worst of inflation may be over. Although sales prices remain up from this time last year, price growth is expected to moderate in the months ahead as the market continues to shift in a more buyer-friendly direction.

Activity Snapshot

- 24.8%	+ 2.7%	+ 49.9%
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	8-2021	8-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		392	339	- 13.5%	2,597	2,873	+ 10.6%
Pending Sales		314	241	- 23.2%	2,147	2,142	- 0.2%
Sold Listings		312	227	- 27.2%	2,027	2,083	+ 2.8%
Median Sales Price		\$309,000	\$320,000	+ 3.6%	\$280,000	\$315,000	+ 12.5%
Avg. Sales Price		\$312,656	\$318,240	+ 1.8%	\$291,048	\$324,257	+ 11.4%
Pct. of List Price Received		101.2%	98.4%	- 2.8%	101.2%	99.8%	- 1.4%
Days on Market		61	64	+ 4.9%	64	62	- 3.1%
Affordability Index		126	97	- 23.0%	139	99	- 28.8%
Active Listings		390	586	+ 50.3%	--	--	--
Months Supply		1.5	2.2	+ 46.7%	--	--	--

Townhouse-Condo Market Overview

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

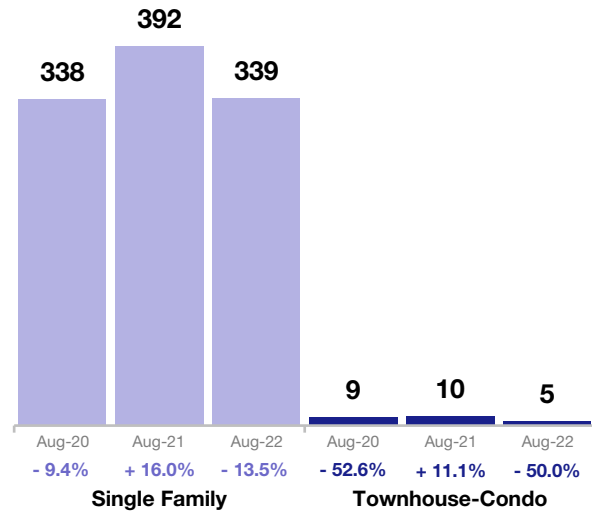


Key Metrics	Historical Sparkbars	8-2021	8-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		10	5	- 50.0%	93	93	0.0%
Pending Sales		12	9	- 25.0%	91	83	- 8.8%
Sold Listings		10	15	+ 50.0%	91	77	- 15.4%
Median Sales Price		\$240,000	\$250,000	+ 4.2%	\$229,500	\$260,000	+ 13.3%
Avg. Sales Price		\$227,765	\$255,593	+ 12.2%	\$230,312	\$269,099	+ 16.8%
Pct. of List Price Received		101.0%	98.9%	- 2.1%	100.5%	100.1%	- 0.4%
Days on Market		51	47	- 7.8%	65	46	- 29.2%
Affordability Index		162	125	- 22.8%	170	120	- 29.4%
Active Listings		9	12	+ 33.3%	--	--	--
Months Supply		0.8	1.2	+ 50.0%	--	--	--

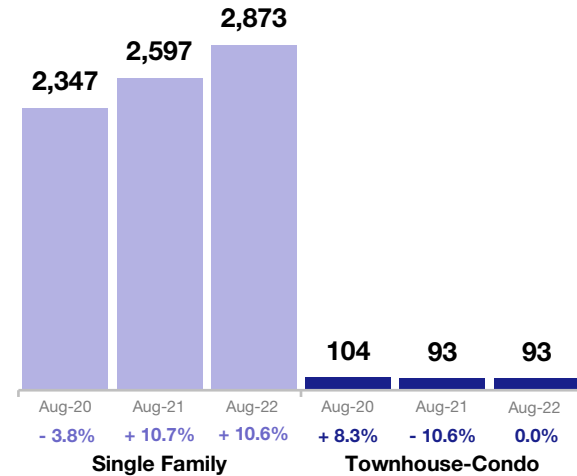
New Listings



August

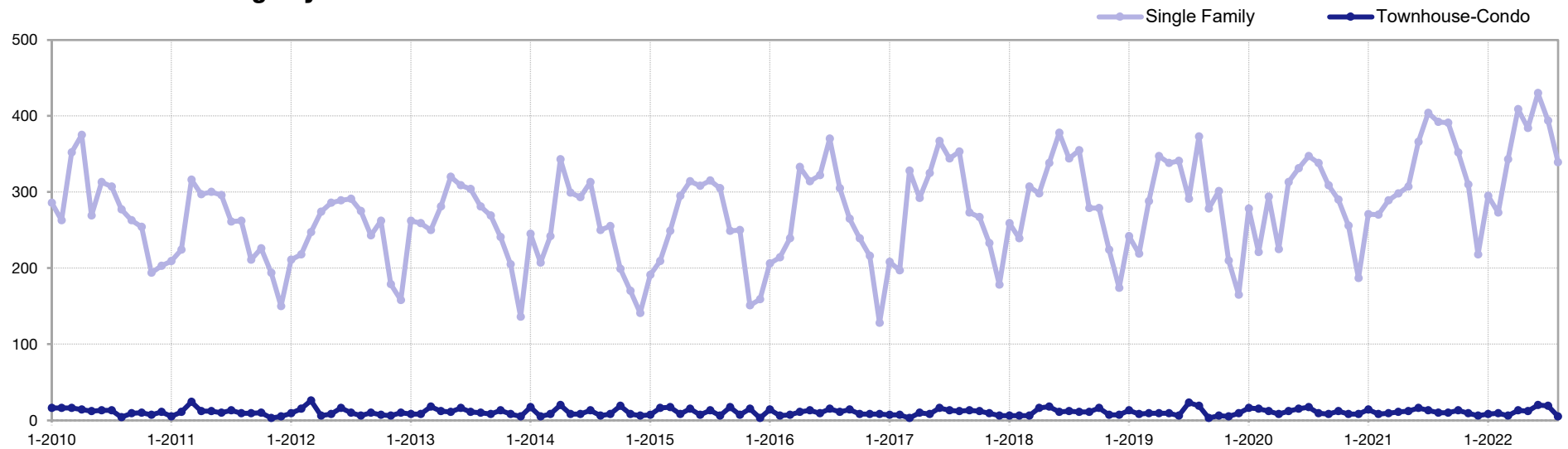


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2021	391	+26.5%	10	+25.0%
Oct-2021	352	+21.4%	13	+8.3%
Nov-2021	310	+21.1%	9	+12.5%
Dec-2021	218	+16.6%	6	-25.0%
Jan-2022	295	+8.9%	8	-42.9%
Feb-2022	273	+1.1%	9	+12.5%
Mar-2022	343	+18.7%	6	-33.3%
Apr-2022	409	+37.2%	13	+18.2%
May-2022	384	+25.1%	12	0.0%
Jun-2022	430	+17.5%	20	+25.0%
Jul-2022	394	-2.5%	19	+46.2%
Aug-2022	339	-13.5%	5	-50.0%

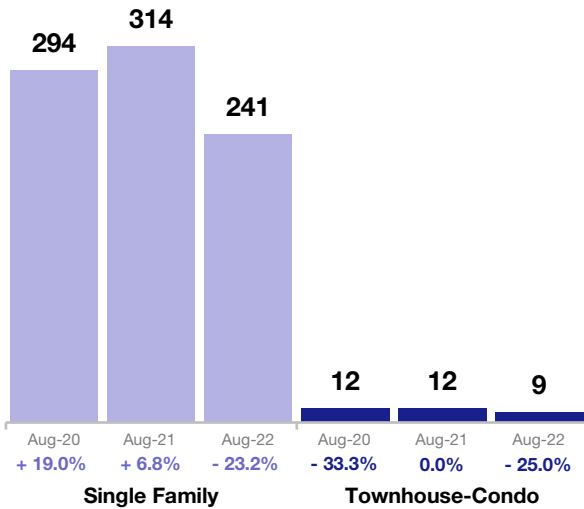
Historical New Listings by Month



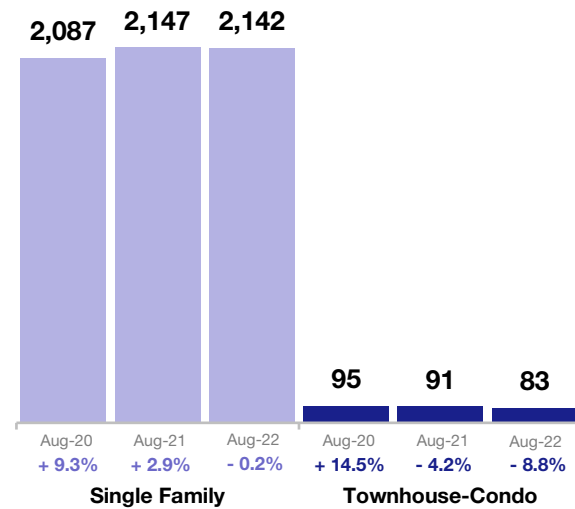
Pending Sales



August

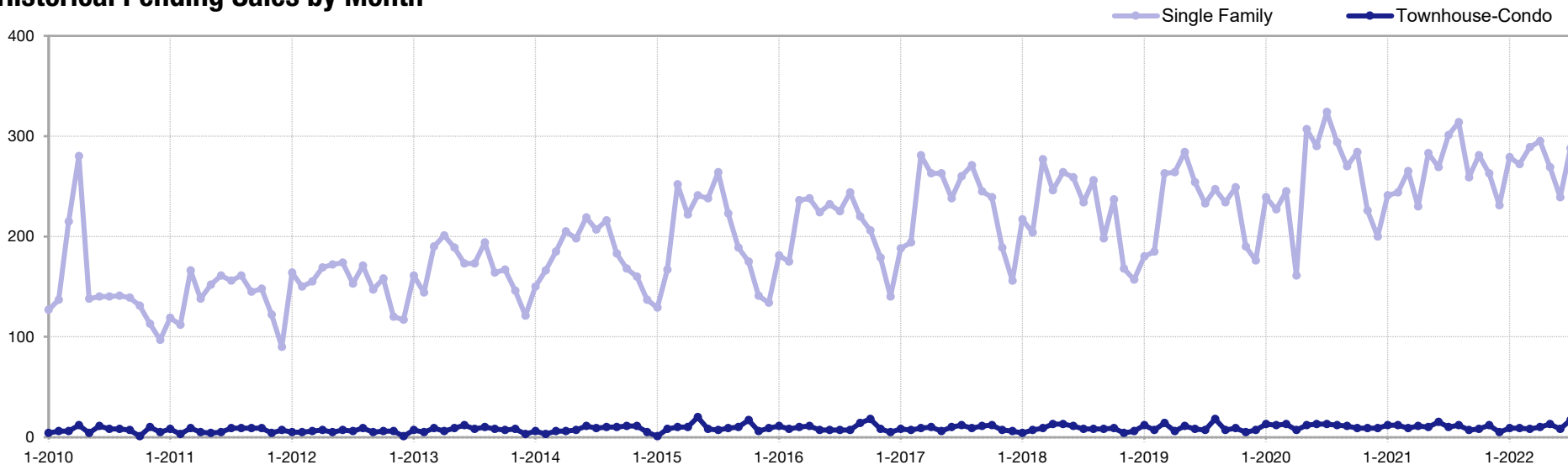


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2021	259	-4.1%	7	-36.4%
Oct-2021	281	-1.1%	8	-11.1%
Nov-2021	263	+16.4%	12	+33.3%
Dec-2021	231	+15.5%	5	-44.4%
Jan-2022	279	+15.8%	9	-25.0%
Feb-2022	272	+11.5%	9	-25.0%
Mar-2022	289	+9.1%	8	-11.1%
Apr-2022	295	+28.3%	10	-9.1%
May-2022	269	-4.9%	13	+30.0%
Jun-2022	239	-11.2%	8	-46.7%
Jul-2022	288	-4.3%	17	+70.0%
Aug-2022	241	-23.2%	9	-25.0%

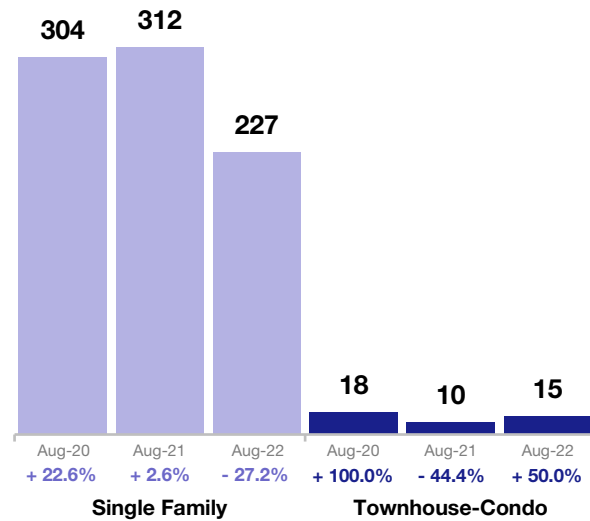
Historical Pending Sales by Month



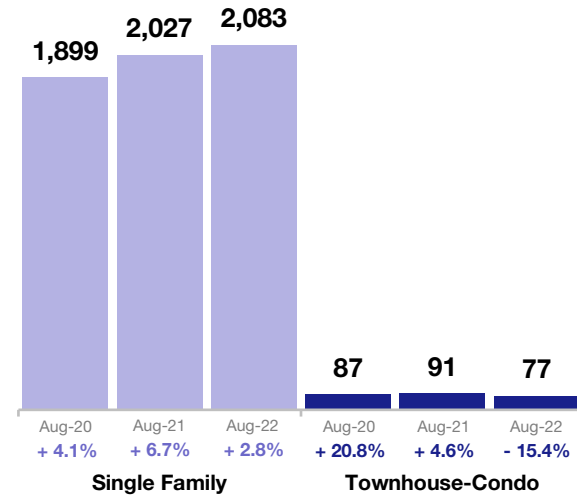
Sold Listings



August

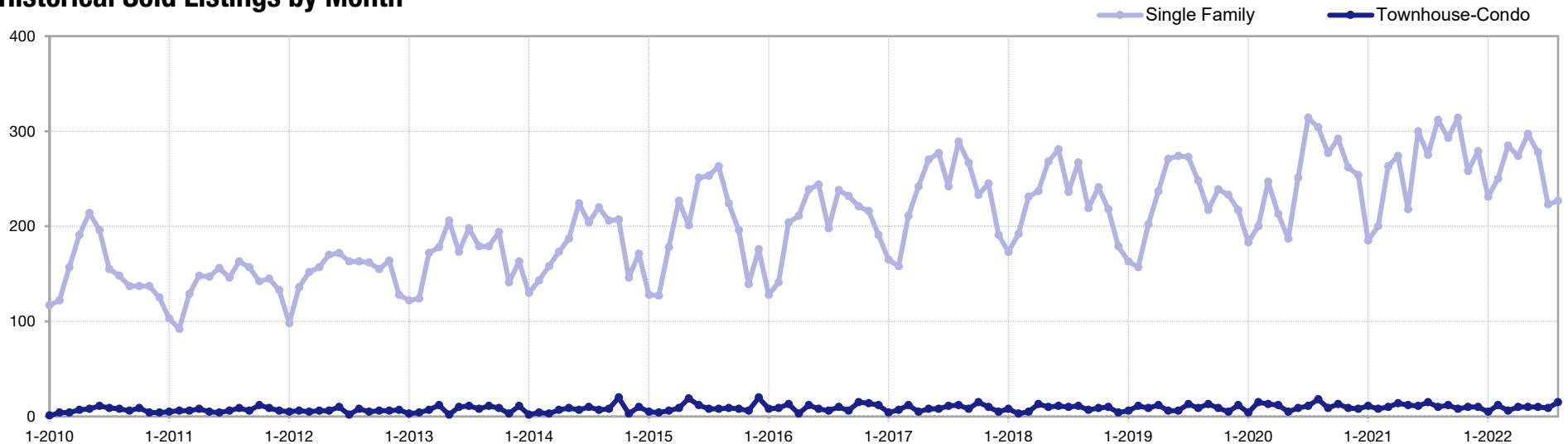


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2021	293	+5.8%	12	+33.3%
Oct-2021	314	+7.5%	8	-38.5%
Nov-2021	258	-1.5%	10	+11.1%
Dec-2021	279	+9.8%	10	+25.0%
Jan-2022	231	+24.9%	5	-54.5%
Feb-2022	250	+25.0%	12	+50.0%
Mar-2022	285	+8.4%	6	-40.0%
Apr-2022	274	0.0%	10	-28.6%
May-2022	297	+36.2%	10	-16.7%
Jun-2022	278	-7.3%	10	-9.1%
Jul-2022	223	-18.9%	9	-40.0%
Aug-2022	227	-27.2%	15	+50.0%

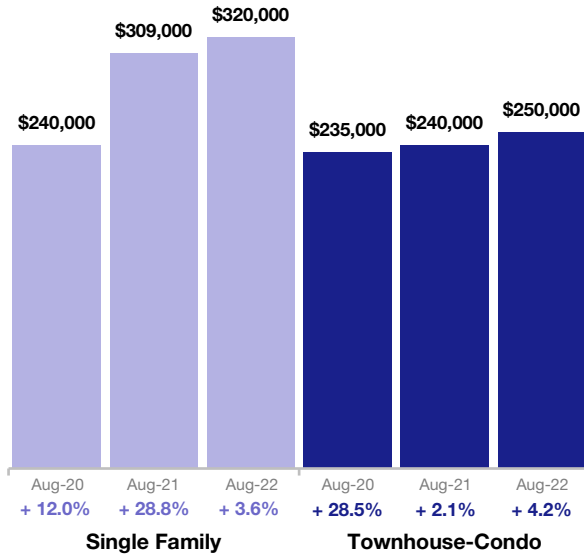
Historical Sold Listings by Month



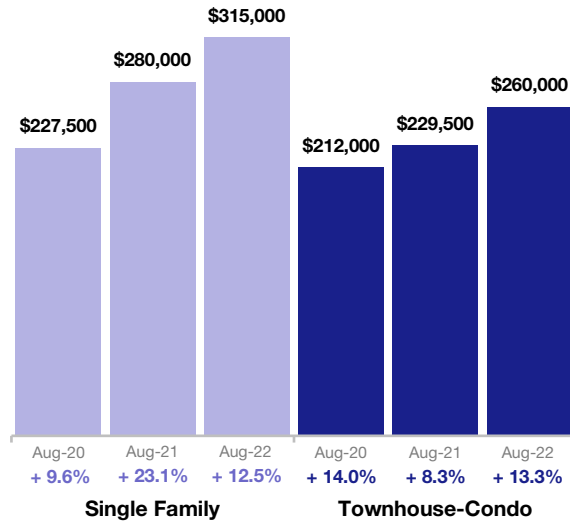
Median Sales Price



August

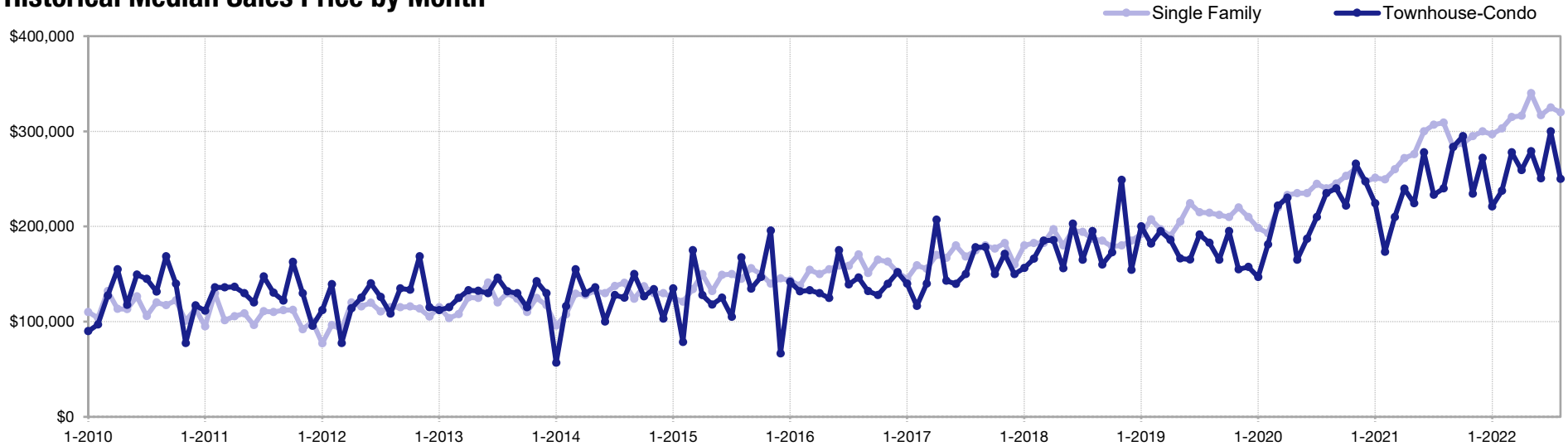


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2021	\$284,000	+15.9%	\$283,450	+18.2%
Oct-2021	\$287,500	+13.6%	\$295,000	+32.9%
Nov-2021	\$295,000	+13.0%	\$234,450	-11.8%
Dec-2021	\$300,000	+21.5%	\$272,000	+9.9%
Jan-2022	\$296,750	+18.2%	\$221,000	-1.6%
Feb-2022	\$303,000	+21.4%	\$237,500	+36.9%
Mar-2022	\$315,000	+21.2%	\$278,000	+32.4%
Apr-2022	\$316,500	+16.4%	\$259,200	+8.1%
May-2022	\$340,000	+23.2%	\$279,000	+24.3%
Jun-2022	\$317,000	+5.7%	\$250,550	-9.9%
Jul-2022	\$325,000	+5.9%	\$300,000	+28.6%
Aug-2022	\$320,000	+3.6%	\$250,000	+4.2%

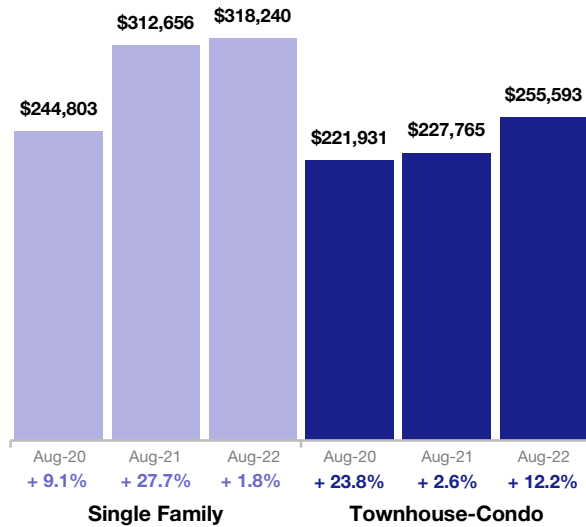
Historical Median Sales Price by Month



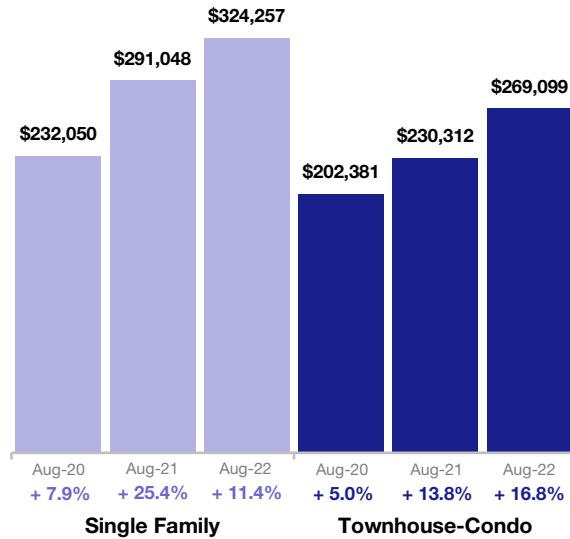
Average Sales Price



August

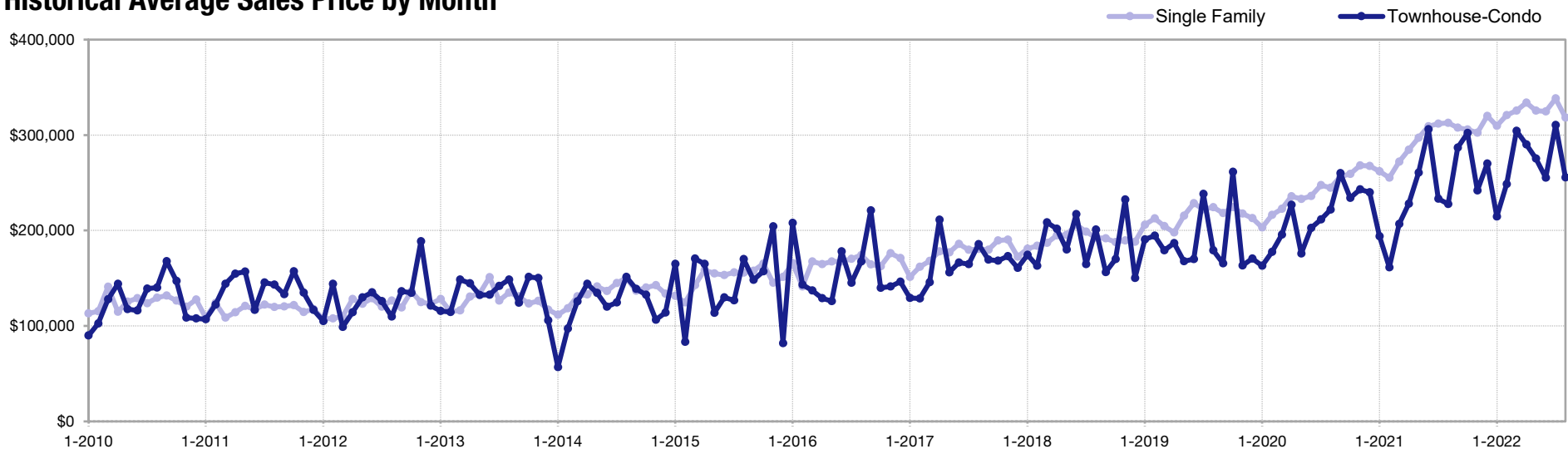


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2021	\$307,703	+20.1%	\$286,774	+10.3%
Oct-2021	\$305,823	+17.9%	\$302,188	+29.0%
Nov-2021	\$302,428	+12.8%	\$241,880	-0.5%
Dec-2021	\$319,939	+19.6%	\$270,020	+12.5%
Jan-2022	\$309,670	+18.1%	\$214,700	+10.6%
Feb-2022	\$320,820	+25.7%	\$248,575	+54.0%
Mar-2022	\$325,686	+19.7%	\$304,250	+47.1%
Apr-2022	\$334,059	+17.4%	\$290,230	+27.3%
May-2022	\$325,460	+9.5%	\$275,395	+5.7%
Jun-2022	\$324,802	+5.0%	\$255,310	-16.6%
Jul-2022	\$338,276	+8.4%	\$310,611	+33.1%
Aug-2022	\$318,240	+1.8%	\$255,593	+12.2%

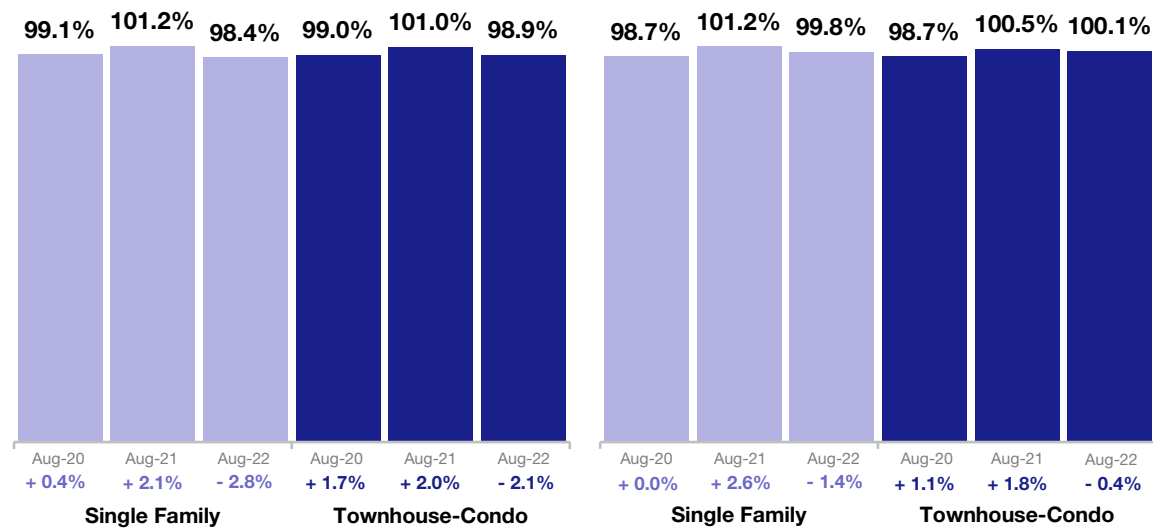
Historical Average Sales Price by Month



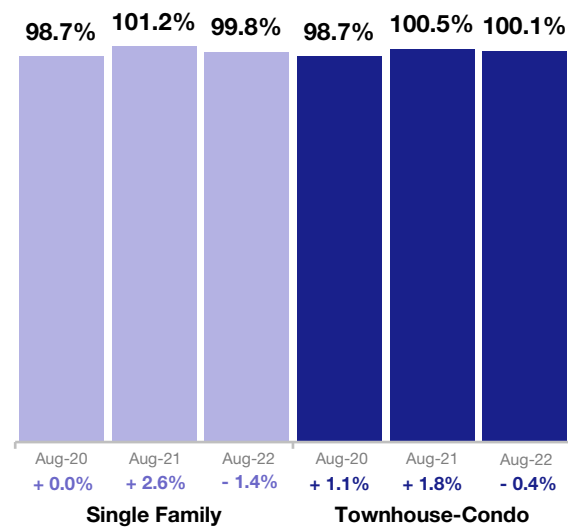
Percent of List Price Received



August

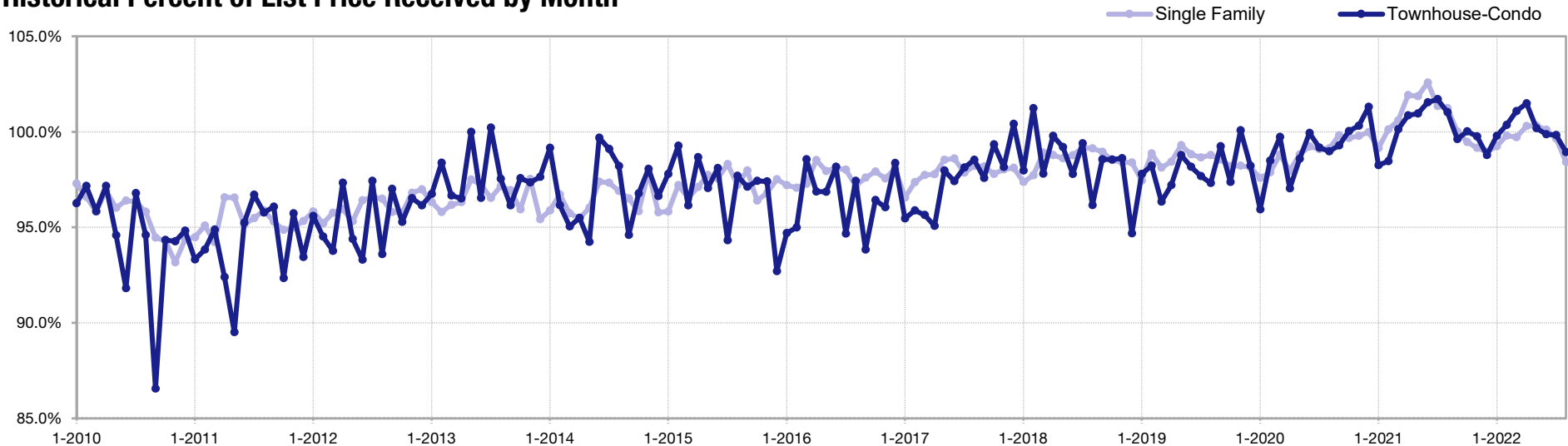


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2021	100.0%	+0.2%	99.6%	+0.3%
Oct-2021	99.5%	-0.2%	100.0%	0.0%
Nov-2021	99.2%	-0.6%	99.8%	-0.5%
Dec-2021	98.9%	-1.1%	98.8%	-2.5%
Jan-2022	99.3%	+0.2%	99.8%	+1.5%
Feb-2022	99.8%	-0.3%	100.4%	+1.9%
Mar-2022	99.7%	-0.9%	101.1%	+1.0%
Apr-2022	100.3%	-1.6%	101.5%	+0.6%
May-2022	100.3%	-1.6%	100.2%	-0.8%
Jun-2022	100.1%	-2.4%	99.9%	-1.6%
Jul-2022	99.7%	-1.7%	99.8%	-1.9%
Aug-2022	98.4%	-2.8%	98.9%	-2.1%

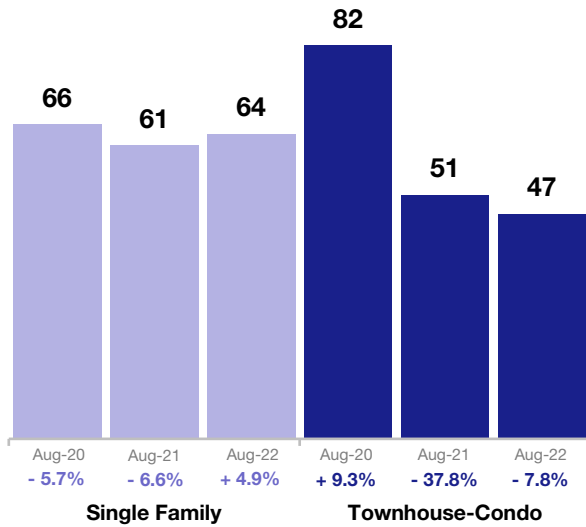
Historical Percent of List Price Received by Month



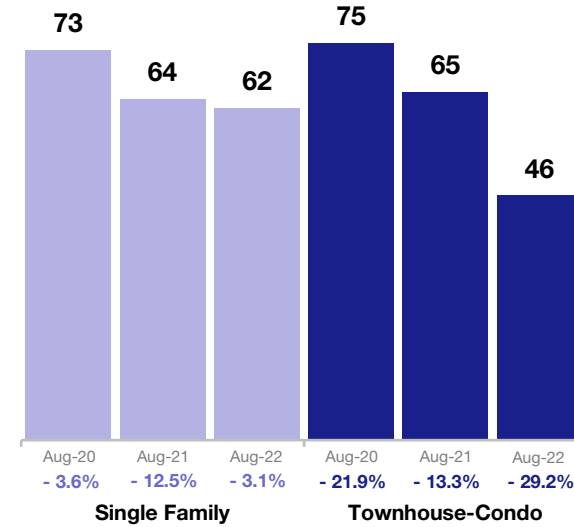
Days on Market Until Sale



August

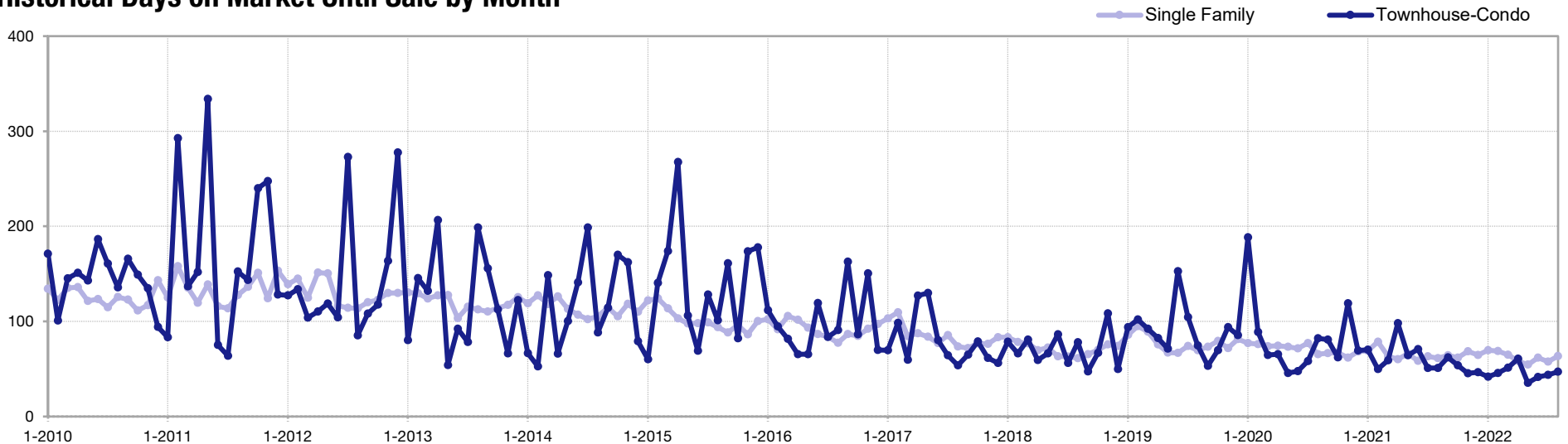


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2021	64	-4.5%	62	-23.5%
Oct-2021	62	-7.5%	54	-12.9%
Nov-2021	69	+11.3%	46	-61.3%
Dec-2021	64	-5.9%	46	-33.3%
Jan-2022	70	+1.4%	42	-40.0%
Feb-2022	69	-11.5%	46	-8.0%
Mar-2022	65	+3.2%	51	-13.6%
Apr-2022	59	-1.7%	61	-37.8%
May-2022	55	-16.7%	35	-45.3%
Jun-2022	62	+6.9%	41	-42.3%
Jul-2022	58	-7.9%	44	-13.7%
Aug-2022	64	+4.9%	47	-7.8%

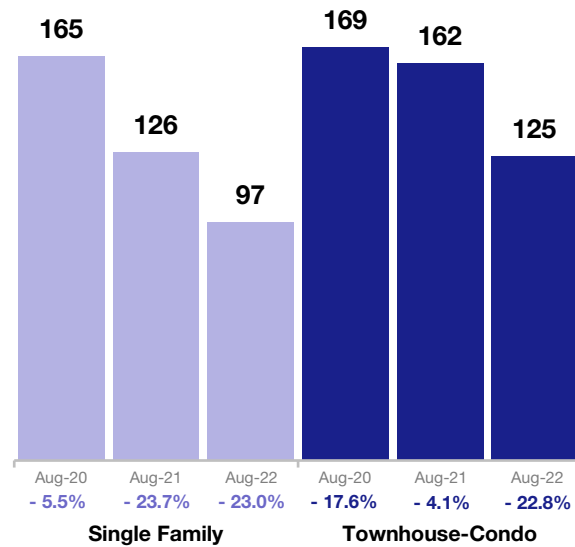
Historical Days on Market Until Sale by Month



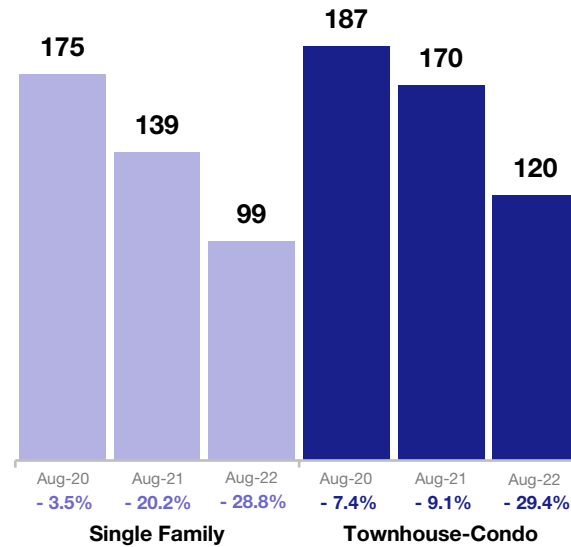
Housing Affordability Index



August

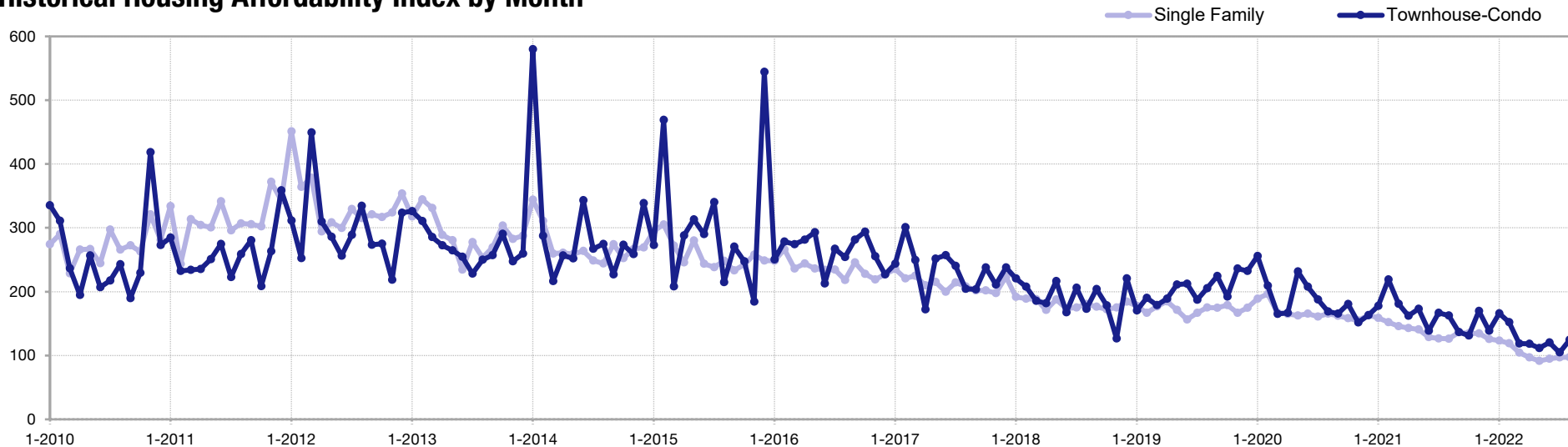


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2021	136	-16.0%	136	-18.1%
Oct-2021	135	-14.6%	131	-27.6%
Nov-2021	135	-12.9%	170	+11.8%
Dec-2021	126	-22.7%	139	-14.7%
Jan-2022	123	-22.6%	166	-6.2%
Feb-2022	119	-21.7%	152	-30.6%
Mar-2022	105	-28.1%	119	-34.3%
Apr-2022	97	-32.2%	118	-27.2%
May-2022	92	-34.8%	112	-35.3%
Jun-2022	95	-26.4%	120	-13.7%
Jul-2022	97	-23.6%	105	-37.1%
Aug-2022	97	-23.0%	125	-22.8%

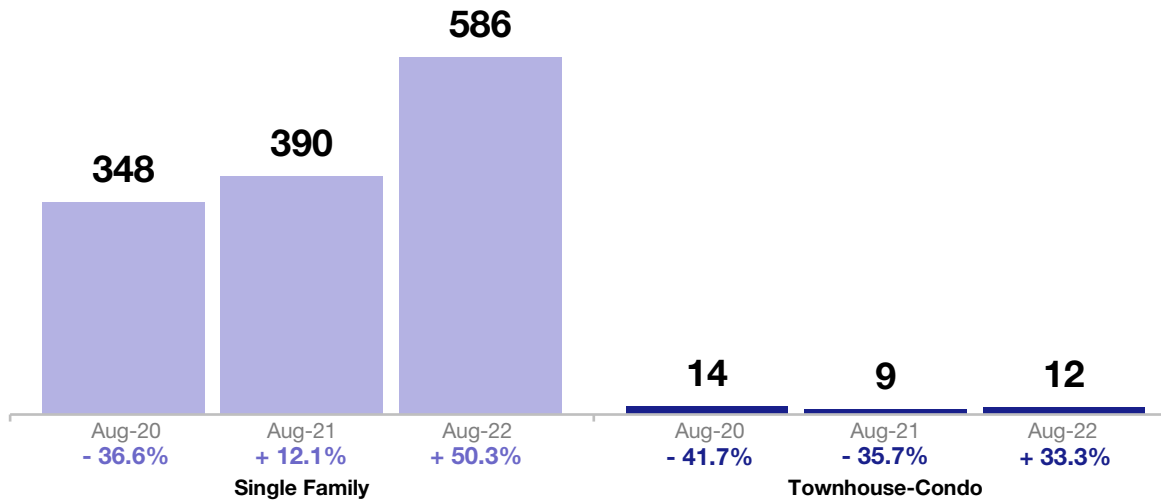
Historical Housing Affordability Index by Month



Inventory of Active Listings

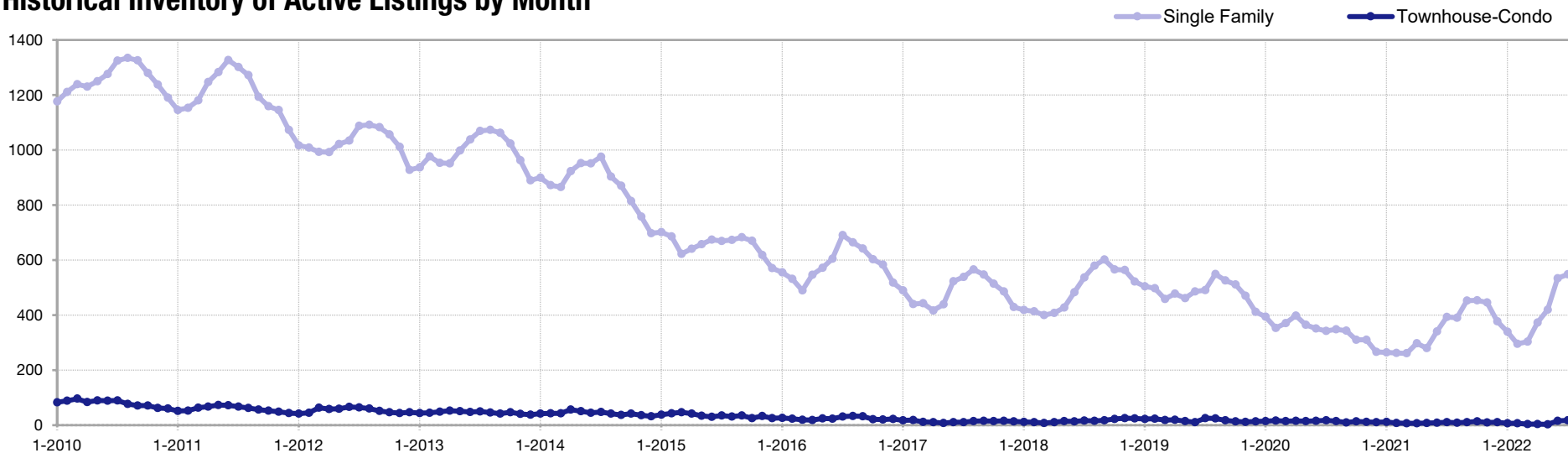


August



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2021	453	+32.1%	11	+10.0%
Oct-2021	454	+46.5%	13	0.0%
Nov-2021	446	+43.9%	10	-16.7%
Dec-2021	377	+41.7%	11	0.0%
Jan-2022	339	+28.4%	7	-41.7%
Feb-2022	295	+12.6%	7	-12.5%
Mar-2022	303	+16.1%	4	-42.9%
Apr-2022	373	+25.6%	4	-42.9%
May-2022	419	+49.6%	3	-62.5%
Jun-2022	534	+57.1%	15	+66.7%
Jul-2022	548	+39.4%	17	+54.5%
Aug-2022	586	+50.3%	12	+33.3%

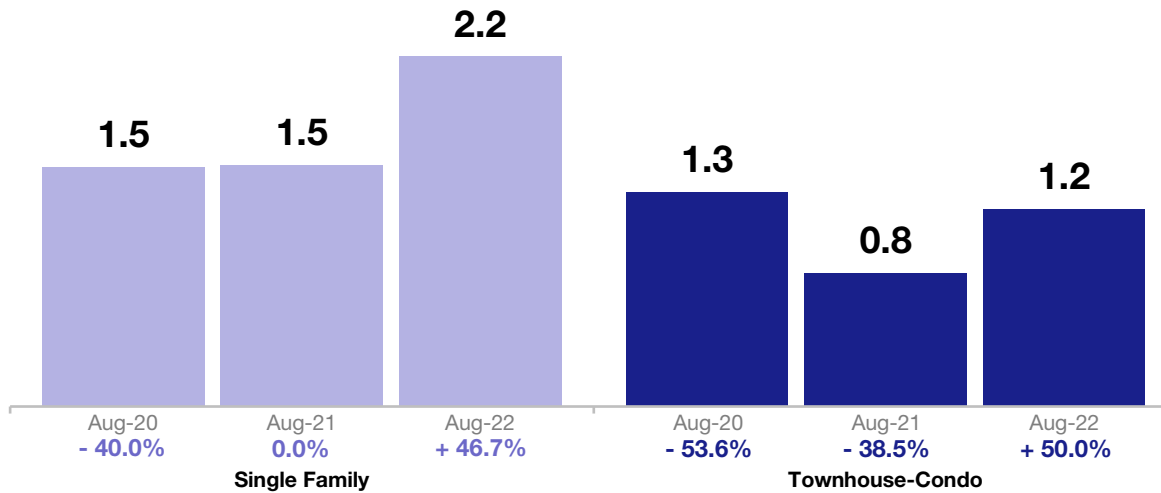
Historical Inventory of Active Listings by Month



Months Supply of Inventory

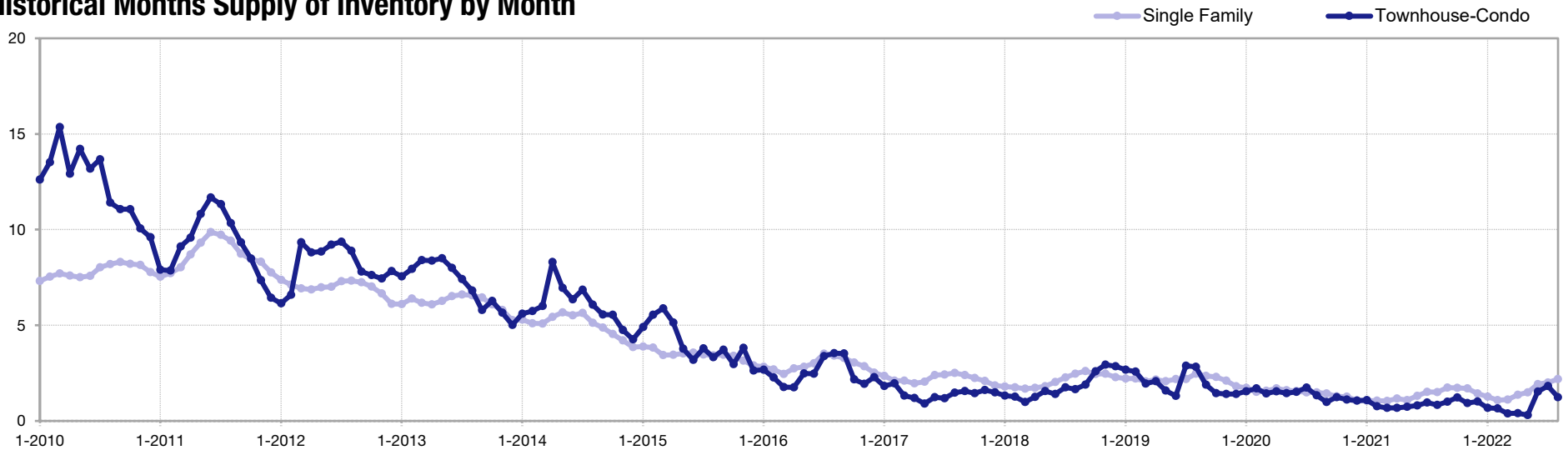


August



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2021	1.7	+21.4%	1.0	0.0%
Oct-2021	1.7	+30.8%	1.2	0.0%
Nov-2021	1.7	+30.8%	0.9	-18.2%
Dec-2021	1.4	+27.3%	1.0	0.0%
Jan-2022	1.3	+18.2%	0.7	-36.4%
Feb-2022	1.1	0.0%	0.7	-12.5%
Mar-2022	1.1	+10.0%	0.4	-42.9%
Apr-2022	1.4	+16.7%	0.4	-42.9%
May-2022	1.5	+36.4%	0.3	-57.1%
Jun-2022	1.9	+46.2%	1.5	+87.5%
Jul-2022	2.0	+33.3%	1.8	+80.0%
Aug-2022	2.2	+46.7%	1.2	+50.0%

Historical Months Supply of Inventory by Month



Total Market Overview

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



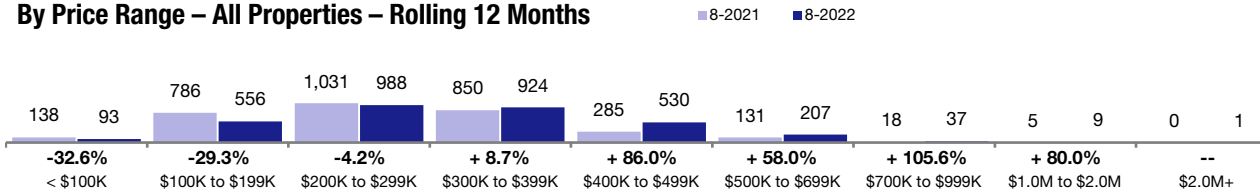
Key Metrics	Historical Sparkbars	8-2021	8-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		402	344	- 14.4%	2,690	2,966	+ 10.3%
Pending Sales		326	250	- 23.3%	2,238	2,225	- 0.6%
Sold Listings		322	242	- 24.8%	2,118	2,160	+ 2.0%
Median Sales Price		\$300,000	\$308,000	+ 2.7%	\$275,000	\$312,000	+ 13.5%
Avg. Sales Price		\$310,020	\$314,325	+ 1.4%	\$288,438	\$322,288	+ 11.7%
Pct. of List Price Received		101.2%	98.5%	- 2.7%	101.2%	99.8%	- 1.4%
Days on Market		61	63	+ 3.3%	64	62	- 3.1%
Affordability Index		130	101	- 22.3%	142	100	- 29.6%
Active Listings		399	598	+ 49.9%	--	--	--
Months Supply		1.5	2.1	+ 40.0%	--	--	--

Sold Listings

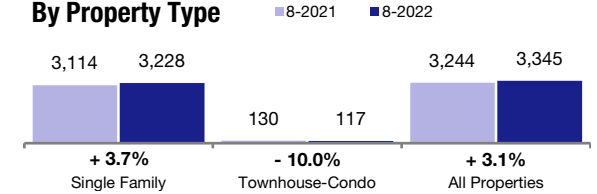
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	8-2021	8-2022	Change	8-2021	8-2022	Change
\$99,999 and Below	134	92	-31.3%	4	1	-75.0%
\$100,000 to \$199,999	746	537	-28.0%	40	19	-52.5%
\$200,000 to \$299,999	961	925	-3.7%	70	63	-10.0%
\$300,000 to \$399,999	837	897	+7.2%	13	27	+107.7%
\$400,000 to \$499,999	284	525	+84.9%	1	5	+400.0%
\$500,000 to \$699,999	131	205	+56.5%	0	2	--
\$700,000 to \$999,999	16	37	+131.3%	2	0	-100.0%
\$1,000,000 to \$1,999,999	5	9	+80.0%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	3,114	3,228	+3.7%	130	117	-10.0%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	7-2022	8-2022	Change	7-2022	8-2022	Change
\$99,999 and Below	7	12	+71.4%	0	0	--
\$100,000 to \$199,999	31	38	+22.6%	0	2	--
\$200,000 to \$299,999	60	56	-6.7%	4	10	+150.0%
\$300,000 to \$399,999	70	62	-11.4%	5	3	-40.0%
\$400,000 to \$499,999	28	42	+50.0%	0	0	--
\$500,000 to \$699,999	21	15	-28.6%	0	0	--
\$700,000 to \$999,999	5	2	-60.0%	0	0	--
\$1,000,000 to \$1,999,999	1	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	223	227	+1.8%	9	15	+66.7%

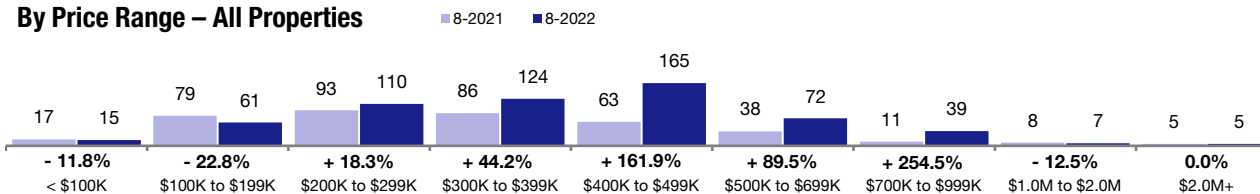
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	8-2021	8-2022	Change	8-2021	8-2022	Change
\$99,999 and Below	72	64	-11.1%	4	1	-75.0%
\$100,000 to \$199,999	453	336	-25.8%	29	13	-55.2%
\$200,000 to \$299,999	585	558	-4.6%	49	44	-10.2%
\$300,000 to \$399,999	585	584	-0.2%	7	13	+85.7%
\$400,000 to \$499,999	218	368	+68.8%	0	4	--
\$500,000 to \$699,999	104	138	+32.7%	0	2	--
\$700,000 to \$999,999	10	29	+190.0%	2	0	-100.0%
\$1,000,000 to \$1,999,999	2	5	+150.0%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	2,027	2,083	+2.8%	91	77	-15.4%

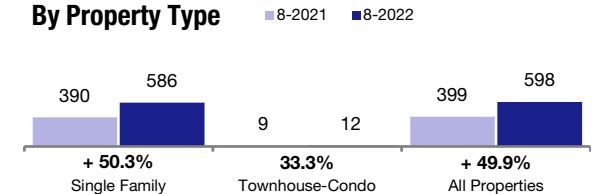
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Townhouse-Condo		
	8-2021	8-2022	Change	8-2021	8-2022	Change
\$99,999 and Below	17	15	-11.8%	0	0	--
\$100,000 to \$199,999	79	59	-25.3%	0	2	--
\$200,000 to \$299,999	89	105	+18.0%	4	5	+25.0%
\$300,000 to \$399,999	85	122	+43.5%	1	2	+100.0%
\$400,000 to \$499,999	60	163	+171.7%	3	2	-33.3%
\$500,000 to \$699,999	38	71	+86.8%	0	1	--
\$700,000 to \$999,999	10	39	+290.0%	1	0	-100.0%
\$1,000,000 to \$1,999,999	8	7	-12.5%	0	0	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
All Price Ranges	390	586	+50.3%	9	12	+33.3%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	7-2022	8-2022	Change	7-2022	8-2022	Change
\$99,999 and Below	19	15	-21.1%	0	0	--
\$100,000 to \$199,999	48	59	+22.9%	2	2	0.0%
\$200,000 to \$299,999	91	105	+15.4%	9	5	-44.4%
\$300,000 to \$399,999	108	122	+13.0%	2	2	0.0%
\$400,000 to \$499,999	163	163	0.0%	3	2	-33.3%
\$500,000 to \$699,999	69	71	+2.9%	1	1	0.0%
\$700,000 to \$999,999	39	39	0.0%	0	0	--
\$1,000,000 to \$1,999,999	6	7	+16.7%	0	0	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
All Price Ranges	548	586	+6.9%	17	12	-29.4%

Year to Date

By Price Range	Single Family			Townhouse-Condo		
	8-2021	8-2022	Change	8-2021	8-2022	Change
\$99,999 and Below	72	64	-11.1%	4	1	-75.0%
\$100,000 to \$199,999	453	336	-25.8%	29	13	-55.2%
\$200,000 to \$299,999	585	558	-4.6%	49	44	-10.2%
\$300,000 to \$399,999	585	584	-0.2%	7	13	+85.7%
\$400,000 to \$499,999	218	368	+68.8%	0	4	--
\$500,000 to \$699,999	104	138	+32.7%	0	2	--
\$700,000 to \$999,999	10	29	+190.0%	2	0	-100.0%
\$1,000,000 to \$1,999,999	2	5	+150.0%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	2,027	2,083	+2.8%	91	77	-15.4%

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 August 2022

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Pueblo County

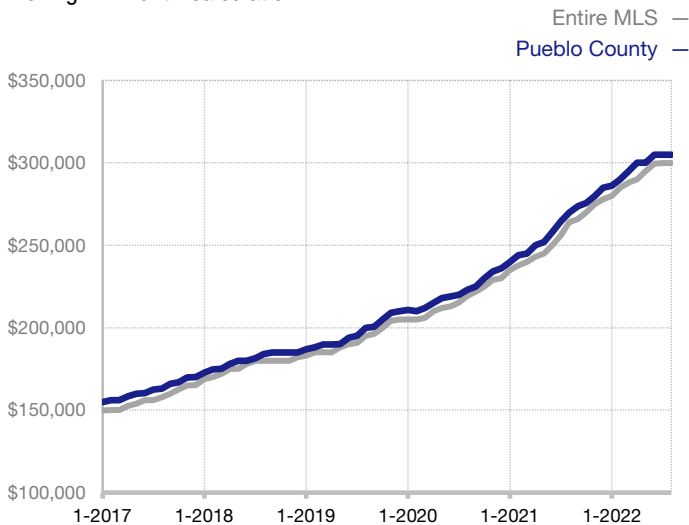
Single Family Key Metrics	August			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 08-2021	Thru 08-2022	Percent Change from Previous Year
New Listings	388	324	- 16.5%	2,546	2,803	+ 10.1%
Sold Listings	303	225	- 25.7%	2,000	2,056	+ 2.8%
Median Sales Price*	\$300,000	\$320,000	+ 6.7%	\$280,000	\$315,000	+ 12.5%
Average Sales Price*	\$311,802	\$320,187	+ 2.7%	\$290,239	\$324,680	+ 11.9%
Percent of List Price Received*	101.2%	98.4%	- 2.8%	101.2%	99.8%	- 1.4%
Days on Market Until Sale	61	63	+ 3.3%	64	62	- 3.1%
Inventory of Homes for Sale	372	555	+ 49.2%	--	--	--
Months Supply of Inventory	1.5	2.1	+ 40.0%	--	--	--

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

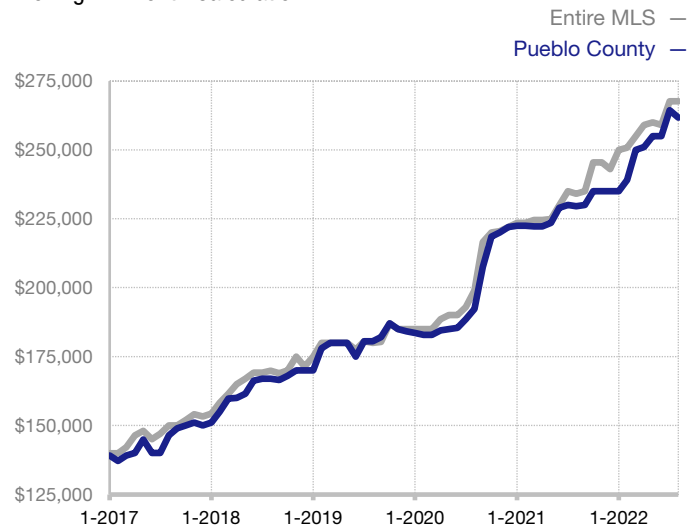
Townhouse/Condo Key Metrics	August			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 08-2021	Thru 08-2022	Percent Change from Previous Year
New Listings	10	4	- 60.0%	90	89	- 1.1%
Sold Listings	9	15	+ 66.7%	87	74	- 14.9%
Median Sales Price*	\$225,000	\$250,000	+ 11.1%	\$229,000	\$260,000	+ 13.5%
Average Sales Price*	\$224,739	\$255,593	+ 13.7%	\$224,413	\$271,076	+ 20.8%
Percent of List Price Received*	100.9%	98.9%	- 2.0%	100.6%	100.1%	- 0.5%
Days on Market Until Sale	51	47	- 7.8%	67	47	- 29.9%
Inventory of Homes for Sale	9	12	+ 33.3%	--	--	--
Months Supply of Inventory	0.9	1.3	+ 44.4%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for August 2022

A Research Tool Provided by the Colorado Association of REALTORS®



Arkansas Valley/Otero County

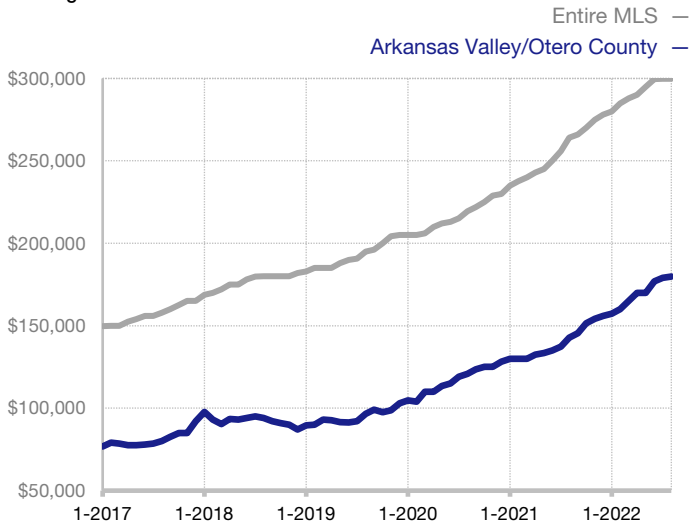
Single Family	August			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 08-2021	Thru 08-2022	Percent Change from Previous Year
Key Metrics						
New Listings	50	50	0.0%	328	389	+ 18.6%
Sold Listings	30	42	+ 40.0%	254	271	+ 6.7%
Median Sales Price*	\$153,750	\$184,250	+ 19.8%	\$141,500	\$180,000	+ 27.2%
Average Sales Price*	\$149,743	\$216,610	+ 44.7%	\$158,748	\$208,997	+ 31.7%
Percent of List Price Received*	97.2%	95.4%	- 1.9%	96.9%	95.8%	- 1.1%
Days on Market Until Sale	47	73	+ 55.3%	86	84	- 2.3%
Inventory of Homes for Sale	96	99	+ 3.1%	--	--	--
Months Supply of Inventory	3.0	2.8	- 6.7%	--	--	--

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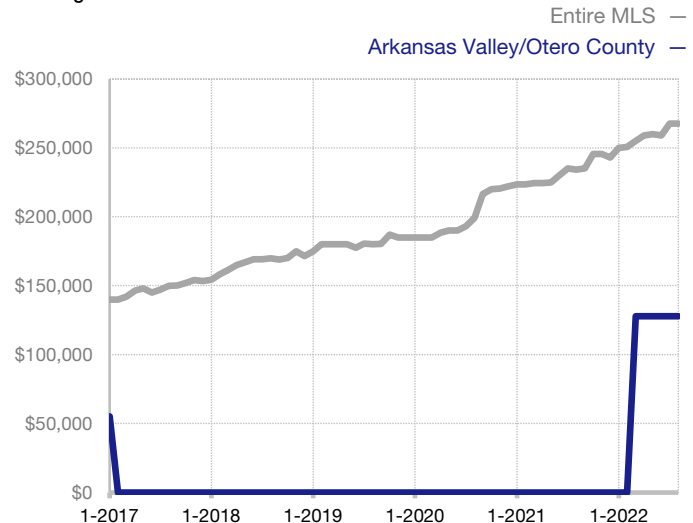
Townhouse/Condo	August			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 08-2021	Thru 08-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$128,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$128,000	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	102.4%	--
Days on Market Until Sale	0	0	--	0	298	--
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 August 2022

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Fowler

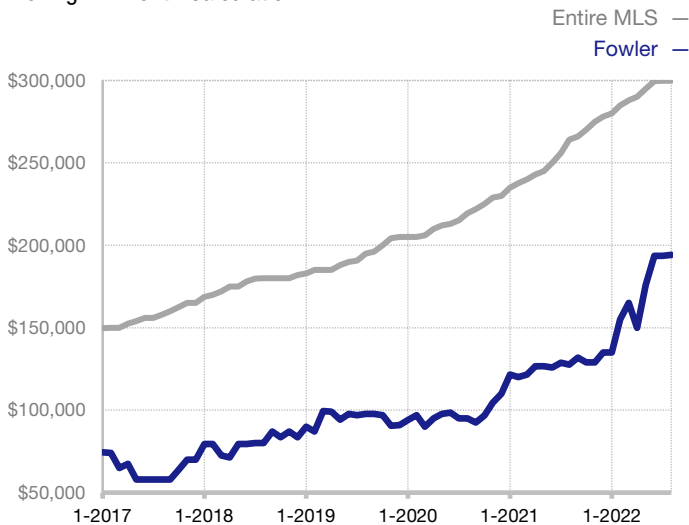
Single Family	August			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 08-2021	Thru 08-2022	Percent Change from Previous Year
Key Metrics						
New Listings	2	3	+ 50.0%	33	28	- 15.2%
Sold Listings	1	8	+ 700.0%	32	27	- 15.6%
Median Sales Price*	\$224,900	\$250,850	+ 11.5%	\$135,500	\$203,000	+ 49.8%
Average Sales Price*	\$224,900	\$237,150	+ 5.4%	\$172,813	\$219,837	+ 27.2%
Percent of List Price Received*	100.0%	97.6%	- 2.4%	99.2%	98.6%	- 0.6%
Days on Market Until Sale	79	70	- 11.4%	78	99	+ 26.9%
Inventory of Homes for Sale	7	5	- 28.6%	--	--	--
Months Supply of Inventory	2.2	1.7	- 22.7%	--	--	--

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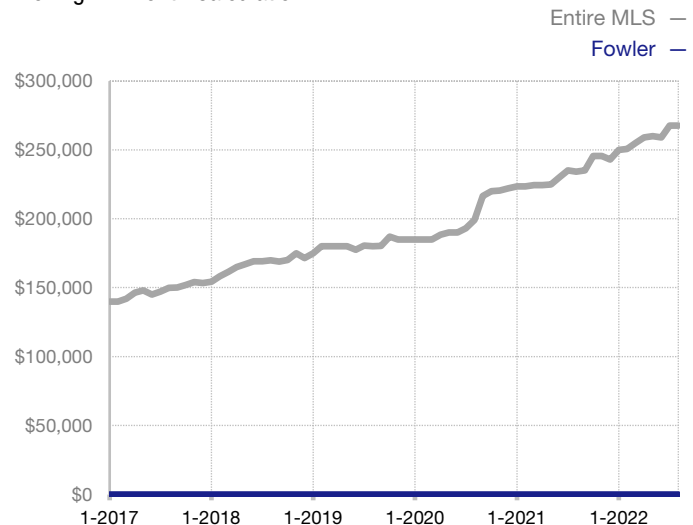
Townhouse/Condo	August			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 08-2021	Thru 08-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 August 2022

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Huerfano County

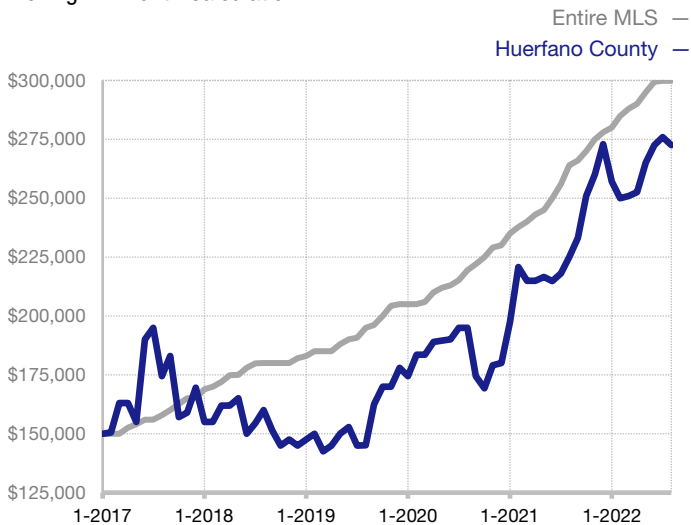
Single Family	August			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 08-2021	Thru 08-2022	Percent Change from Previous Year
Key Metrics						
New Listings	12	21	+ 75.0%	101	101	0.0%
Sold Listings	14	4	- 71.4%	76	62	- 18.4%
Median Sales Price*	\$282,500	\$175,000	- 38.1%	\$279,000	\$272,500	- 2.3%
Average Sales Price*	\$274,132	\$178,750	- 34.8%	\$291,856	\$330,537	+ 13.3%
Percent of List Price Received*	98.4%	94.5%	- 4.0%	95.7%	96.3%	+ 0.6%
Days on Market Until Sale	74	141	+ 90.5%	156	123	- 21.2%
Inventory of Homes for Sale	36	58	+ 61.1%	--	--	--
Months Supply of Inventory	3.6	5.8	+ 61.1%	--	--	--

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

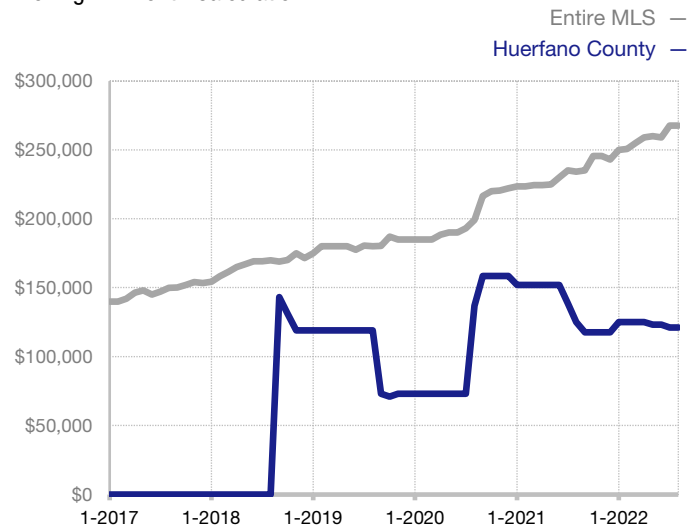
Townhouse/Condo	August			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 08-2021	Thru 08-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	2	+ 100.0%
Sold Listings	0	0	--	2	1	- 50.0%
Median Sales Price*	\$0	\$0	--	\$117,500	\$121,050	+ 3.0%
Average Sales Price*	\$0	\$0	--	\$117,500	\$121,050	+ 3.0%
Percent of List Price Received*	0.0%	0.0%	--	94.0%	100.9%	+ 7.3%
Days on Market Until Sale	0	0	--	41	34	- 17.1%
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 August 2022

A Research Tool Provided by the Colorado Association of REALTORS®



Huerfano County

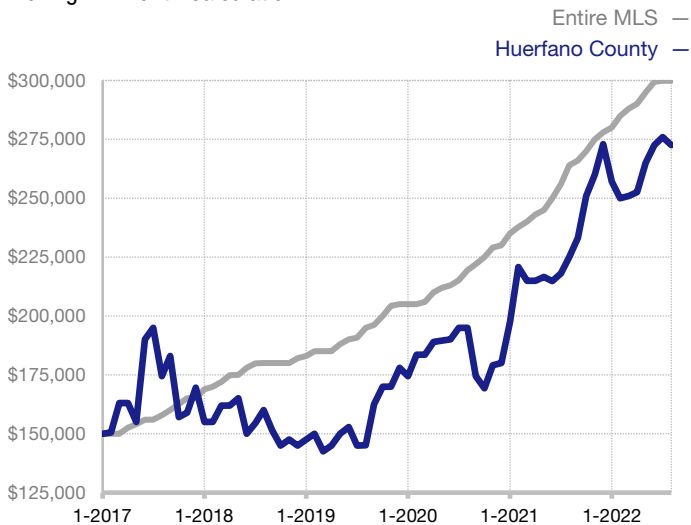
Single Family	August			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 08-2021	Thru 08-2022	Percent Change from Previous Year
Key Metrics						
New Listings	12	21	+ 75.0%	101	101	0.0%
Sold Listings	14	4	- 71.4%	76	62	- 18.4%
Median Sales Price*	\$282,500	\$175,000	- 38.1%	\$279,000	\$272,500	- 2.3%
Average Sales Price*	\$274,132	\$178,750	- 34.8%	\$291,856	\$330,537	+ 13.3%
Percent of List Price Received*	98.4%	94.5%	- 4.0%	95.7%	96.3%	+ 0.6%
Days on Market Until Sale	74	141	+ 90.5%	156	123	- 21.2%
Inventory of Homes for Sale	36	58	+ 61.1%	--	--	--
Months Supply of Inventory	3.6	5.8	+ 61.1%	--	--	--

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

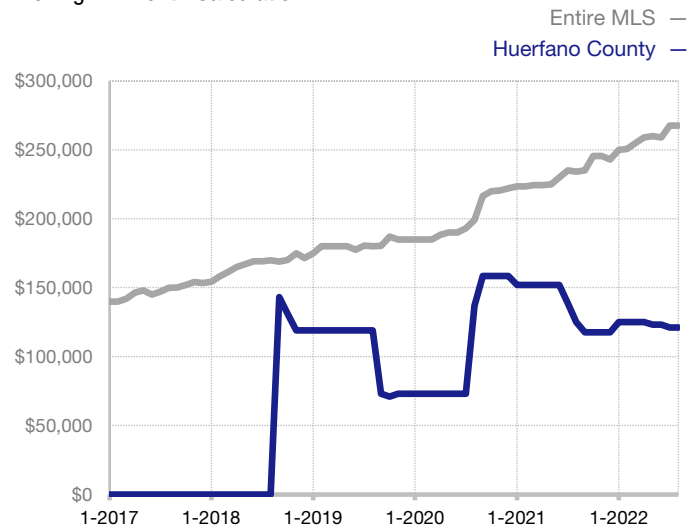
Townhouse/Condo	August			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 08-2021	Thru 08-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	2	+ 100.0%
Sold Listings	0	0	--	2	1	- 50.0%
Median Sales Price*	\$0	\$0	--	\$117,500	\$121,050	+ 3.0%
Average Sales Price*	\$0	\$0	--	\$117,500	\$121,050	+ 3.0%
Percent of List Price Received*	0.0%	0.0%	--	94.0%	100.9%	+ 7.3%
Days on Market Until Sale	0	0	--	41	34	- 17.1%
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 August 2022

A Research Tool Provided by the Colorado Association of REALTORS®



La Junta

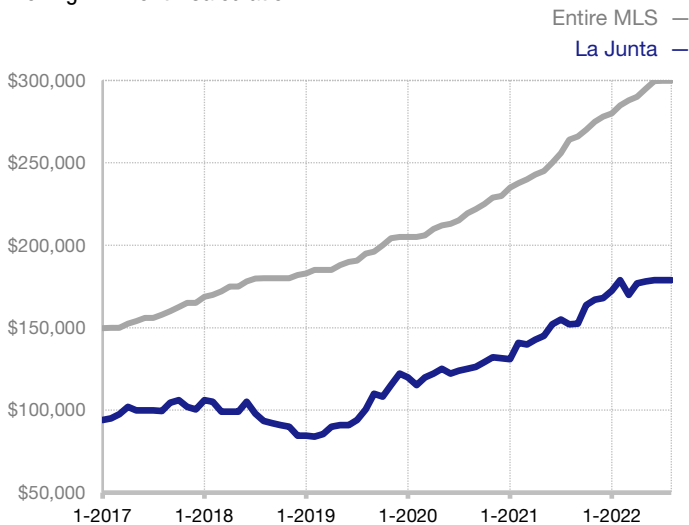
Single Family	August			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 08-2021	Thru 08-2022	Percent Change from Previous Year
Key Metrics						
New Listings	5	13	+ 160.0%	68	84	+ 23.5%
Sold Listings	6	12	+ 100.0%	58	67	+ 15.5%
Median Sales Price*	\$113,500	\$177,500	+ 56.4%	\$155,000	\$176,800	+ 14.1%
Average Sales Price*	\$126,833	\$175,542	+ 38.4%	\$156,353	\$207,696	+ 32.8%
Percent of List Price Received*	91.6%	95.9%	+ 4.7%	96.7%	94.8%	- 2.0%
Days on Market Until Sale	43	81	+ 88.4%	88	85	- 3.4%
Inventory of Homes for Sale	23	14	- 39.1%	--	--	--
Months Supply of Inventory	3.2	1.6	- 50.0%	--	--	--

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

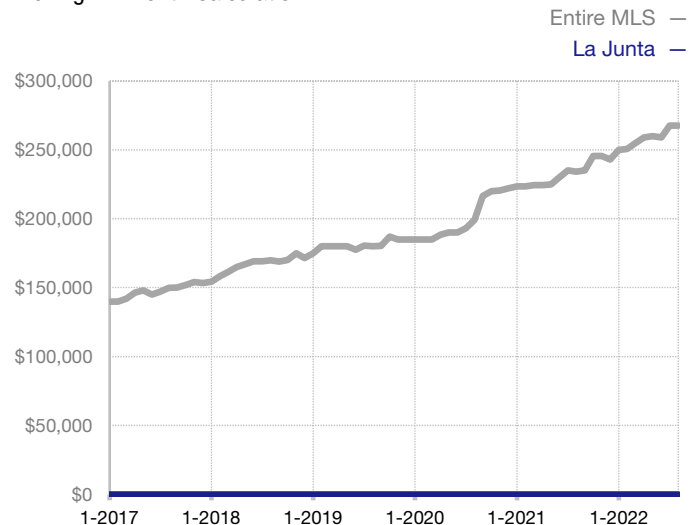
Townhouse/Condo	August			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 08-2021	Thru 08-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 August 2022

A Research Tool Provided by the Colorado Association of REALTORS®



Lamar

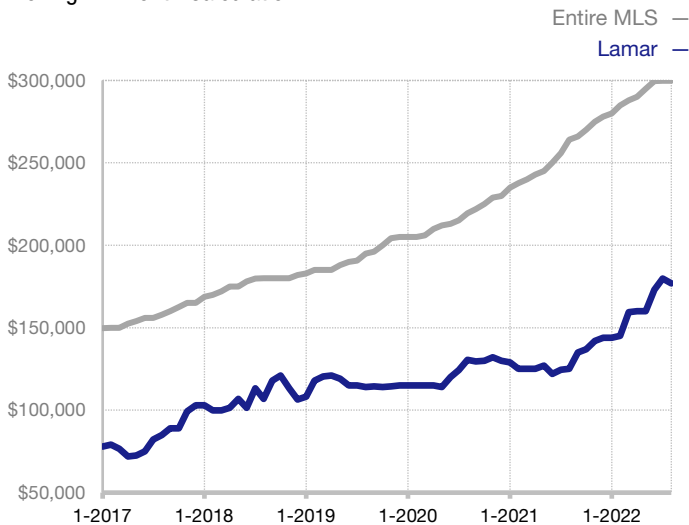
Single Family Key Metrics	August			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 08-2021	Thru 08-2022	Percent Change from Previous Year
New Listings	6	8	+ 33.3%	47	69	+ 46.8%
Sold Listings	2	3	+ 50.0%	35	42	+ 20.0%
Median Sales Price*	\$187,000	\$90,000	- 51.9%	\$119,500	\$177,000	+ 48.1%
Average Sales Price*	\$187,000	\$79,633	- 57.4%	\$138,183	\$199,279	+ 44.2%
Percent of List Price Received*	97.6%	90.7%	- 7.1%	96.1%	96.2%	+ 0.1%
Days on Market Until Sale	28	30	+ 7.1%	82	66	- 19.5%
Inventory of Homes for Sale	6	17	+ 183.3%	--	--	--
Months Supply of Inventory	1.3	2.8	+ 115.4%	--	--	--

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

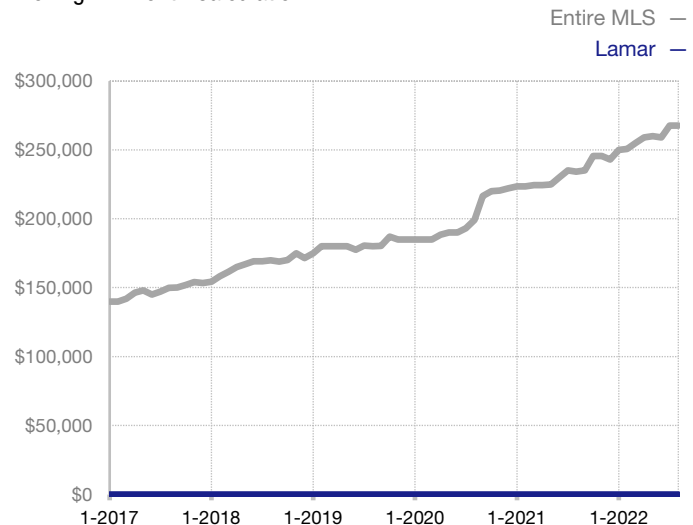
Townhouse/Condo Key Metrics	August			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 08-2021	Thru 08-2022	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for August 2022

A Research Tool Provided by the Colorado Association of REALTORS®



Las Animas

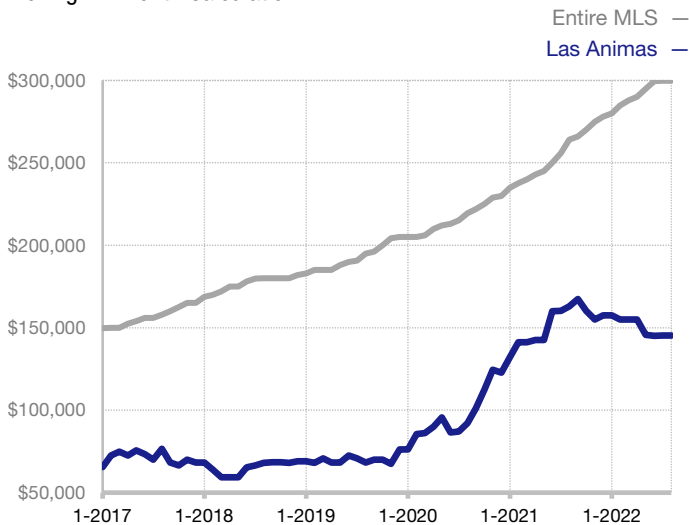
Single Family	August			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 08-2021	Thru 08-2022	Percent Change from Previous Year
Key Metrics						
New Listings	8	7	- 12.5%	38	35	- 7.9%
Sold Listings	7	3	- 57.1%	23	20	- 13.0%
Median Sales Price*	\$145,000	\$64,000	- 55.9%	\$165,000	\$139,000	- 15.8%
Average Sales Price*	\$142,414	\$127,667	- 10.4%	\$170,648	\$150,700	- 11.7%
Percent of List Price Received*	98.9%	87.0%	- 12.0%	97.6%	93.4%	- 4.3%
Days on Market Until Sale	59	33	- 44.1%	84	111	+ 32.1%
Inventory of Homes for Sale	11	8	- 27.3%	--	--	--
Months Supply of Inventory	3.6	2.5	- 30.6%	--	--	--

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

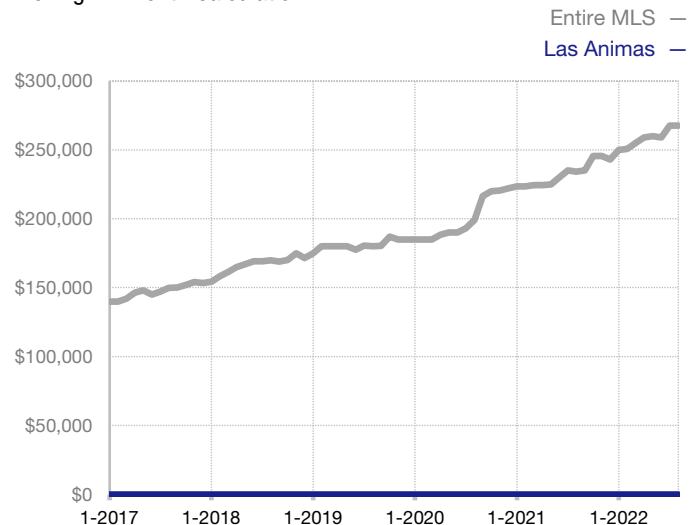
Townhouse/Condo	August			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 08-2021	Thru 08-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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



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Manzanola

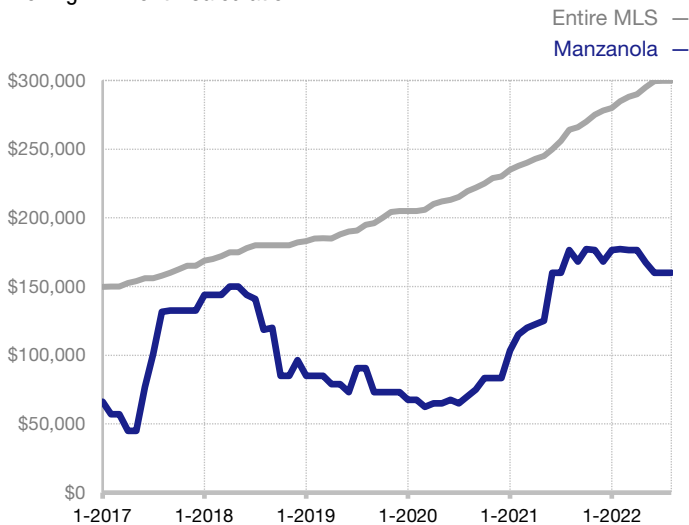
Single Family	August			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 08-2021	Thru 08-2022	Percent Change from Previous Year
Key Metrics						
New Listings	1	1	0.0%	8	8	0.0%
Sold Listings	0	0	--	6	5	- 16.7%
Median Sales Price*	\$0	\$0	--	\$177,250	\$175,000	- 1.3%
Average Sales Price*	\$0	\$0	--	\$221,583	\$208,000	- 6.1%
Percent of List Price Received*	0.0%	0.0%	--	94.4%	89.3%	- 5.4%
Days on Market Until Sale	0	0	--	120	80	- 33.3%
Inventory of Homes for Sale	5	2	- 60.0%	--	--	--
Months Supply of Inventory	4.3	1.4	- 67.4%	--	--	--

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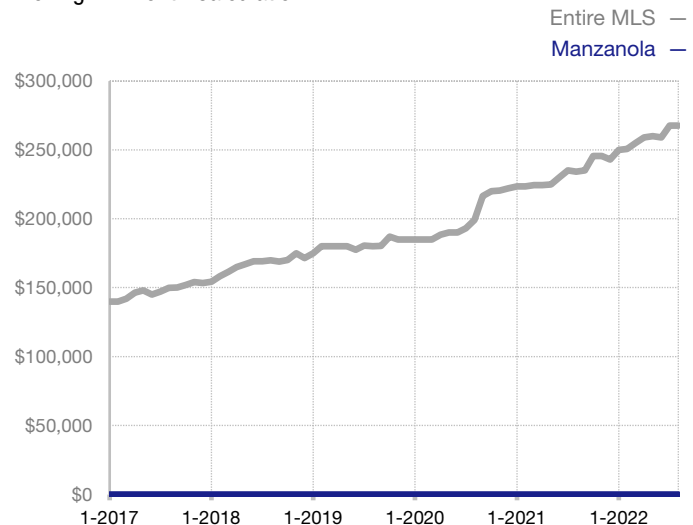
Townhouse/Condo	August			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 08-2021	Thru 08-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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Median Sales Price – Single Family
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Median Sales Price – Townhouse-Condo
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Rocky Ford

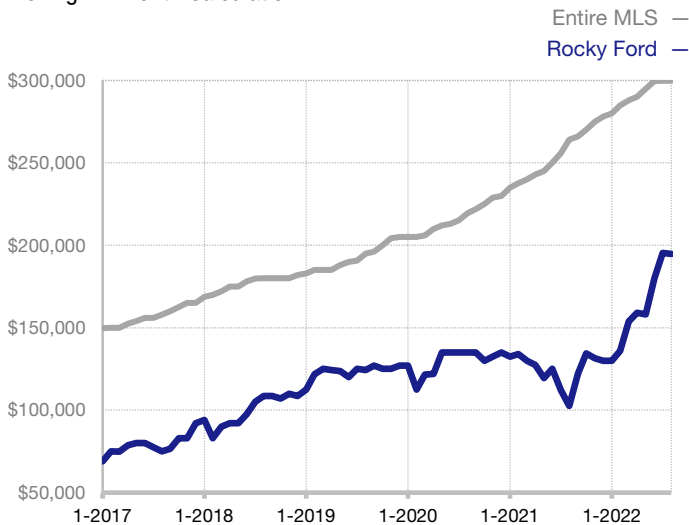
Single Family	August			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 08-2021	Thru 08-2022	Percent Change from Previous Year
Key Metrics						
New Listings	9	5	- 44.4%	35	46	+ 31.4%
Sold Listings	3	4	+ 33.3%	34	34	0.0%
Median Sales Price*	\$220,000	\$202,250	- 8.1%	\$98,750	\$211,750	+ 114.4%
Average Sales Price*	\$204,333	\$211,125	+ 3.3%	\$135,455	\$228,162	+ 68.4%
Percent of List Price Received*	96.8%	98.9%	+ 2.2%	96.3%	97.3%	+ 1.0%
Days on Market Until Sale	57	83	+ 45.6%	85	70	- 17.6%
Inventory of Homes for Sale	10	15	+ 50.0%	--	--	--
Months Supply of Inventory	2.1	3.2	+ 52.4%	--	--	--

* 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	August			Year to Date		
	2021	2022	Percent Change from Previous Year	Thru 08-2021	Thru 08-2022	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$128,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$128,000	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	102.4%	--
Days on Market Until Sale	0	0	--	0	298	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
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