

# Monthly Indicators



## April 2024

Percent changes calculated using year-over-year comparisons.

New Listings were up 12.4 percent for single family homes and 30.0 percent for townhouse-condo properties. Pending Sales decreased 13.2 percent for single family homes but remained flat for townhouse-condo properties.

The Median Sales Price was down 3.5 percent to \$300,000 for single family homes but increased 0.7 percent to \$274,000 for townhouse-condo properties. Days on Market increased 12.4 percent for single family homes and 79.1 percent for townhouse-condo properties.

Warmer temperatures appear to have helped bring some sellers back to the market, providing additional options to home shoppers during the spring buying season. Total inventory was up 4.7% month-over-month and 14.4% year-over-year, for a 3.2 months' supply at the current sales pace, according to NAR. Nevertheless, demand continues to outpace supply and properties are selling quickly, with the typical home spending 33 days on market nationwide, down from 38 days the month before.

## Activity Snapshot

**- 19.8%**      **- 0.3%**      **+ 10.3%**

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
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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	4-2023	4-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>New Listings</b>		298	<b>335</b>	+ 12.4%	1,103	<b>1,101</b>	- 0.2%
<b>Pending Sales</b>		243	<b>211</b>	- 13.2%	847	<b>731</b>	- 13.7%
<b>Sold Listings</b>		225	<b>183</b>	- 18.7%	712	<b>621</b>	- 12.8%
<b>Median Sales Price</b>		\$311,000	<b>\$300,000</b>	- 3.5%	\$314,900	<b>\$310,000</b>	- 1.6%
<b>Avg. Sales Price</b>		\$312,761	<b>\$324,818</b>	+ 3.9%	\$319,081	<b>\$319,925</b>	+ 0.3%
<b>Pct. of List Price Received</b>		98.4%	<b>98.4%</b>	0.0%	98.1%	<b>98.3%</b>	+ 0.2%
<b>Days on Market</b>		89	<b>100</b>	+ 12.4%	94	<b>98</b>	+ 4.3%
<b>Affordability Index</b>		92	<b>90</b>	- 2.2%	91	<b>87</b>	- 4.4%
<b>Active Listings</b>		608	<b>673</b>	+ 10.7%	--	<b>--</b>	--
<b>Months Supply</b>		2.9	<b>3.8</b>	+ 31.0%	--	<b>--</b>	--

# Townhouse-Condo Market Overview



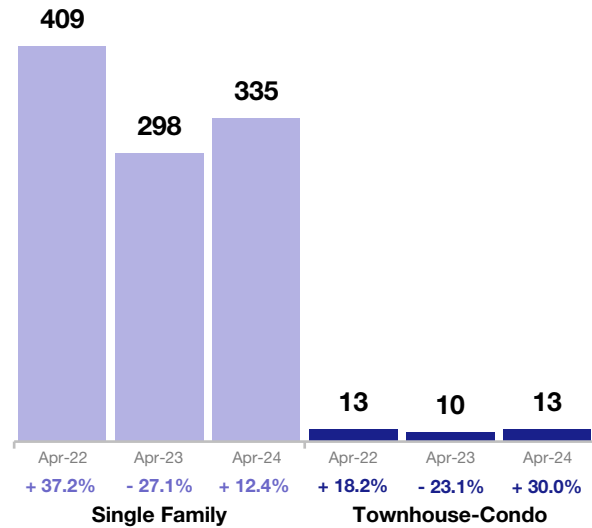
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	4-2023	4-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>New Listings</b>		10	13	+ 30.0%	47	34	- 27.7%
<b>Pending Sales</b>		7	7	0.0%	31	23	- 25.8%
<b>Sold Listings</b>		7	3	- 57.1%	25	24	- 4.0%
<b>Median Sales Price</b>		\$272,000	\$274,000	+ 0.7%	\$270,000	\$277,000	+ 2.6%
<b>Avg. Sales Price</b>		\$300,086	\$287,967	- 4.0%	\$277,576	\$291,342	+ 5.0%
<b>Pct. of List Price Received</b>		98.3%	97.4%	- 0.9%	98.1%	98.1%	0.0%
<b>Days on Market</b>		67	120	+ 79.1%	70	87	+ 24.3%
<b>Affordability Index</b>		106	99	- 6.6%	106	97	- 8.5%
<b>Active Listings</b>		22	22	0.0%	--	--	--
<b>Months Supply</b>		2.6	3.1	+ 19.2%	--	--	--

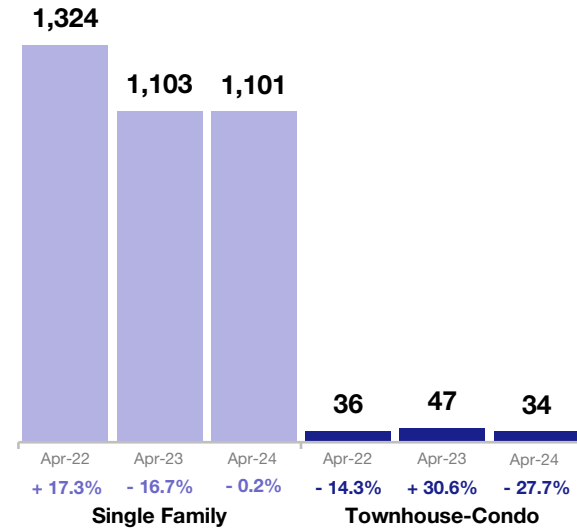
# New Listings



## April

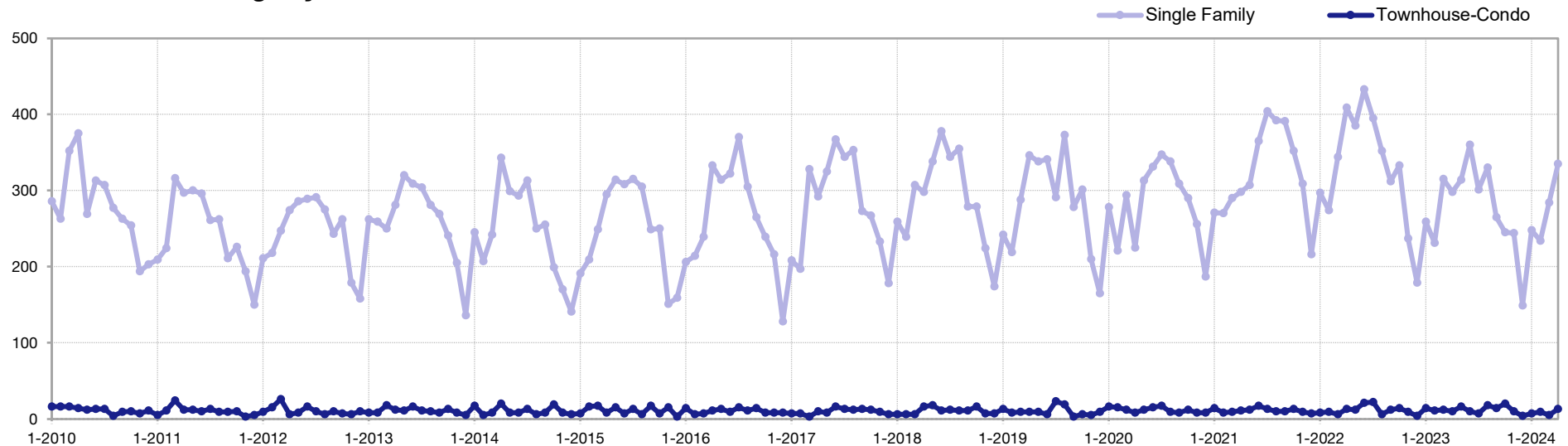


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	284	-9.8%	5	-58.3%
<b>Apr-2024</b>	<b>335</b>	<b>+12.4%</b>	<b>13</b>	<b>+30.0%</b>

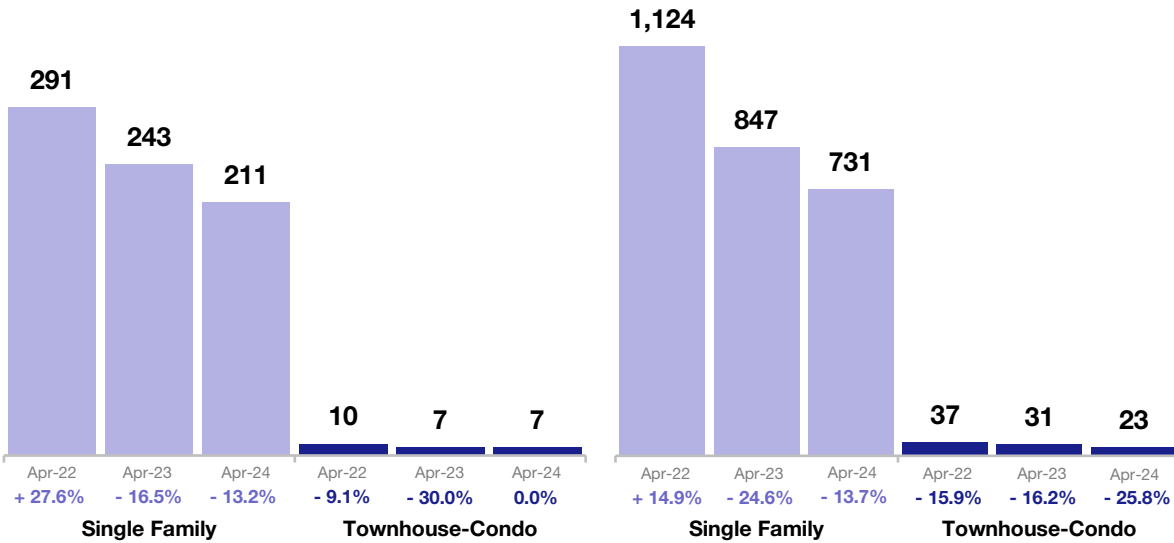
## Historical New Listings by Month



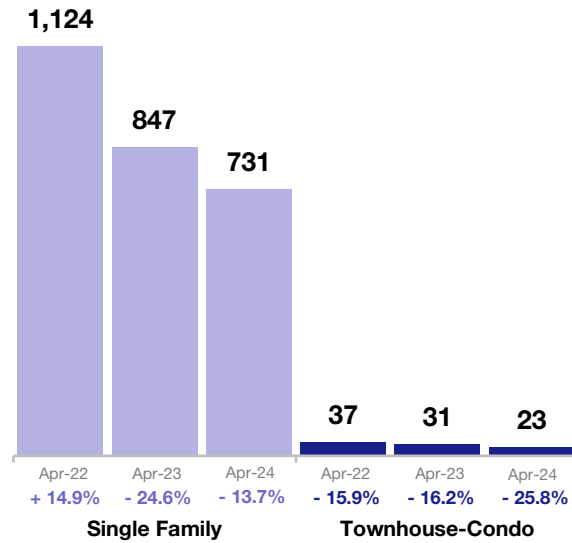
# Pending Sales



## April

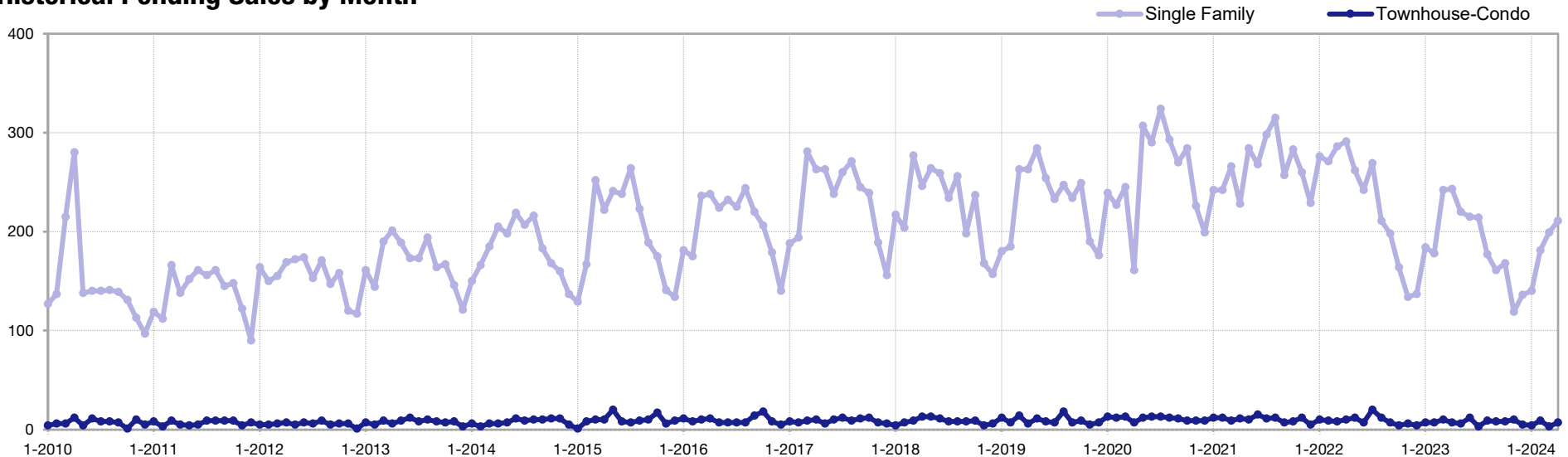


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2023	220	-16.0%	6	-50.0%
Jun-2023	215	-11.2%	12	+71.4%
Jul-2023	214	-20.4%	3	-85.0%
Aug-2023	177	-16.1%	9	-25.0%
Sep-2023	161	-18.7%	8	+14.3%
Oct-2023	168	+2.4%	8	+100.0%
Nov-2023	119	-11.2%	10	+66.7%
Dec-2023	136	-0.7%	5	+25.0%
Jan-2024	140	-23.9%	4	-42.9%
Feb-2024	181	+1.7%	9	+28.6%
Mar-2024	199	-17.8%	3	-70.0%
<b>Apr-2024</b>	<b>211</b>	<b>-13.2%</b>	<b>7</b>	<b>0.0%</b>

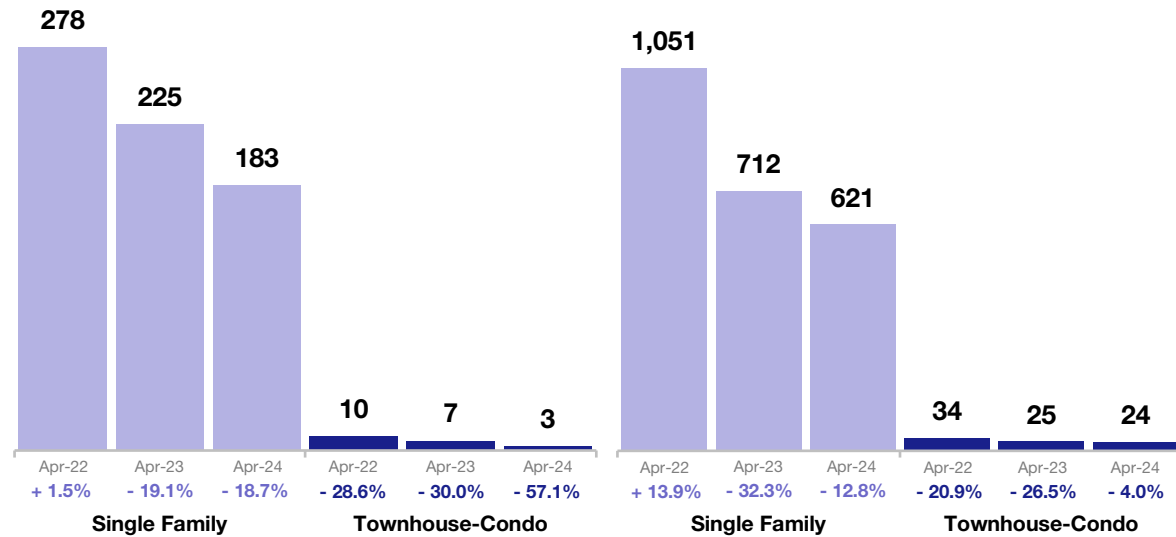
## Historical Pending Sales by Month



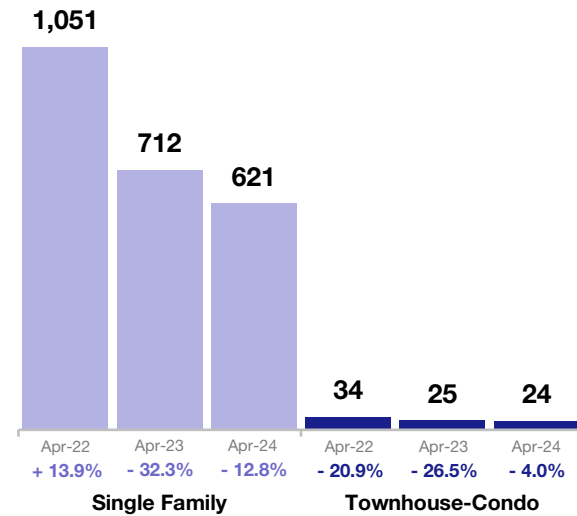
# Sold Listings



## April

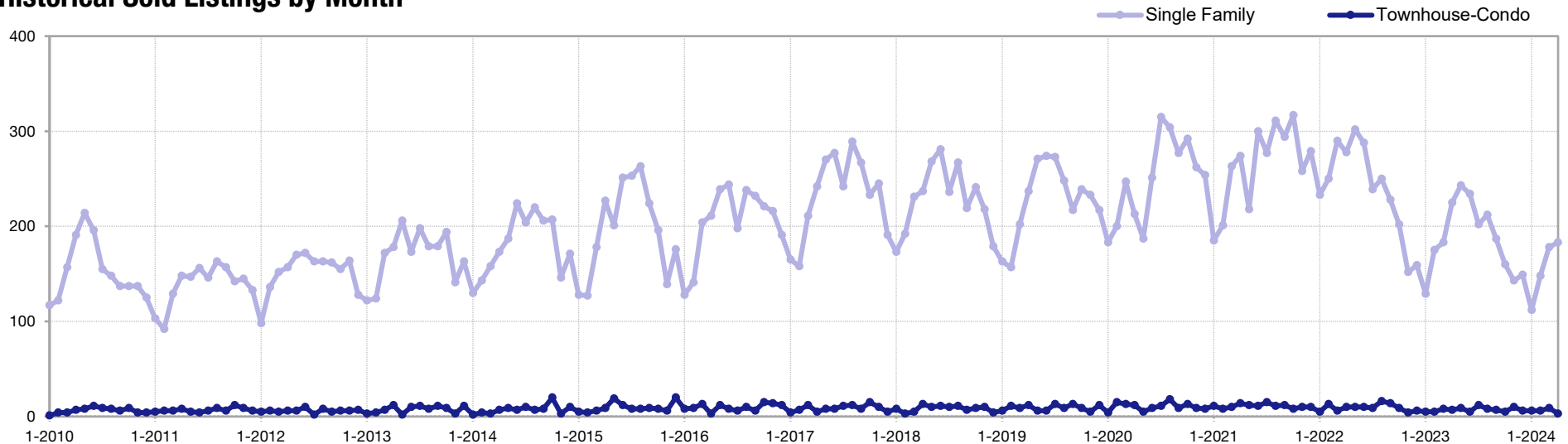


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	143	-5.9%	10	+150.0%
Dec-2023	149	-6.3%	6	0.0%
Jan-2024	112	-13.2%	6	+20.0%
Feb-2024	148	-15.4%	6	+20.0%
Mar-2024	178	-2.7%	9	+12.5%
<b>Apr-2024</b>	<b>183</b>	<b>-18.7%</b>	<b>3</b>	<b>-57.1%</b>

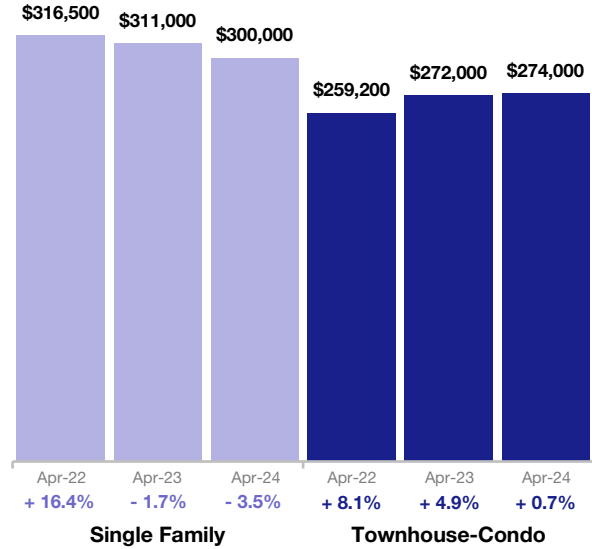
## Historical Sold Listings by Month



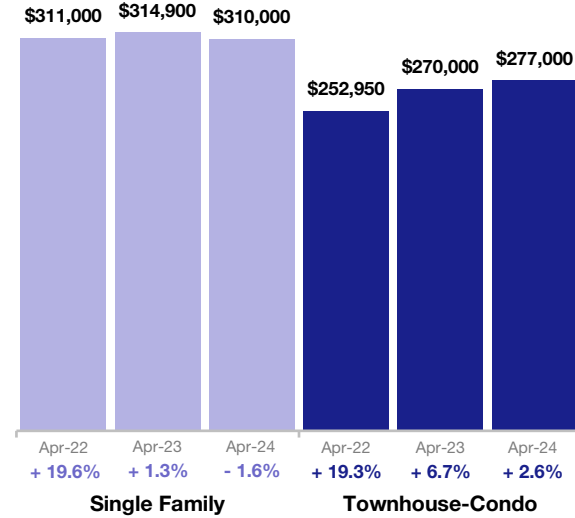
# Median Sales Price



## April

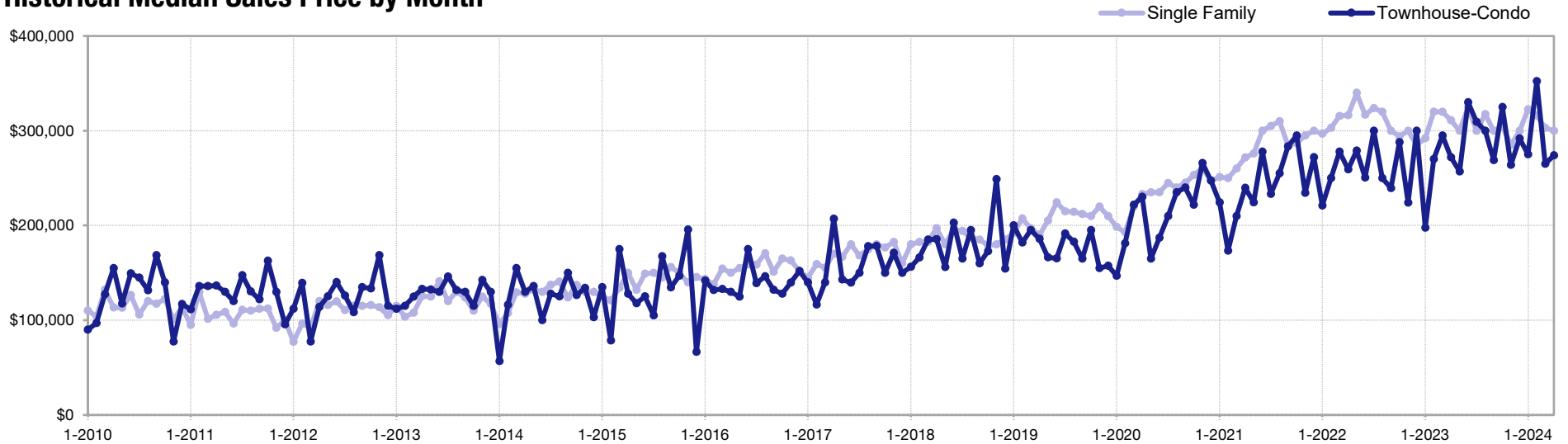


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$285,000	-5.0%	\$264,000	+17.9%
Dec-2023	\$300,000	+5.3%	\$291,750	-2.8%
Jan-2024	\$322,500	+10.4%	\$275,000	+39.2%
Feb-2024	\$316,000	-1.3%	\$352,450	+30.5%
Mar-2024	\$303,000	-5.3%	\$265,000	-10.2%
<b>Apr-2024</b>	<b>\$300,000</b>	<b>-3.5%</b>	<b>\$274,000</b>	<b>+0.7%</b>

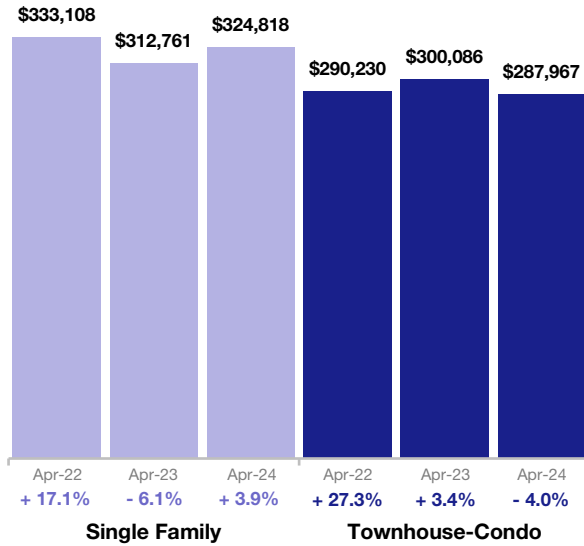
## Historical Median Sales Price by Month



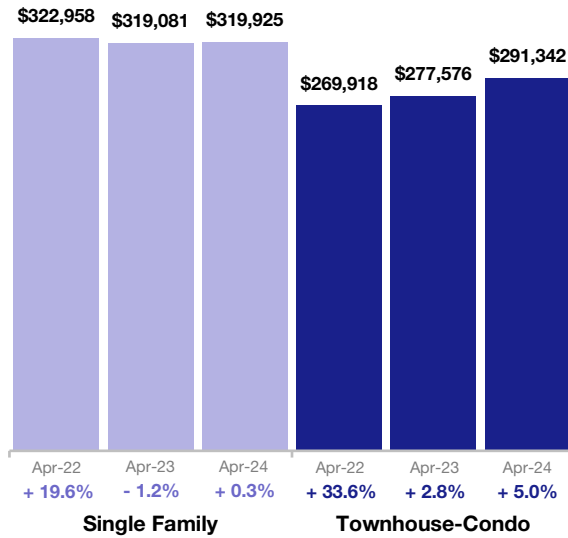
# Average Sales Price



## April

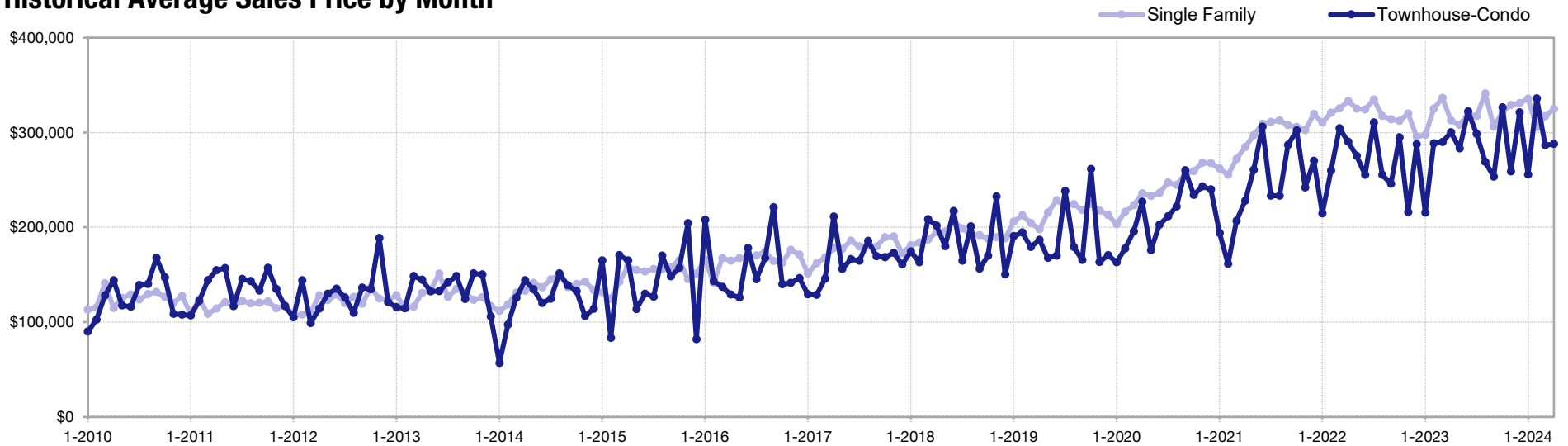


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$328,948	+2.8%	\$258,895	+19.8%
Dec-2023	\$330,915	+11.9%	\$321,232	+11.7%
Jan-2024	\$335,527	+12.8%	\$255,667	+18.6%
Feb-2024	\$305,389	-6.1%	\$335,900	+16.5%
Mar-2024	\$317,083	-5.7%	\$286,544	-1.2%
<b>Apr-2024</b>	<b>\$324,818</b>	<b>+3.9%</b>	<b>\$287,967</b>	<b>-4.0%</b>

## Historical Average Sales Price by Month

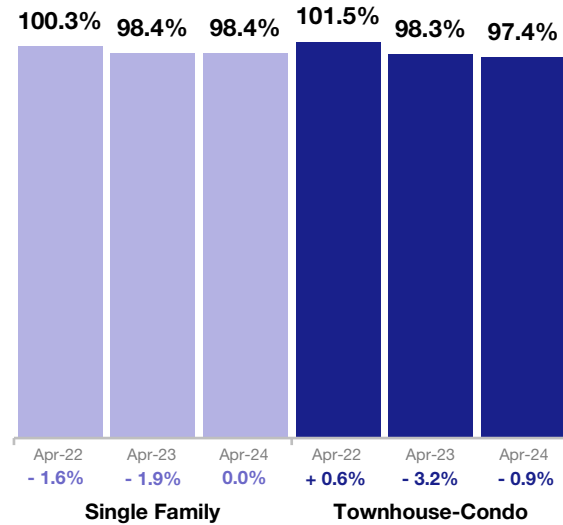




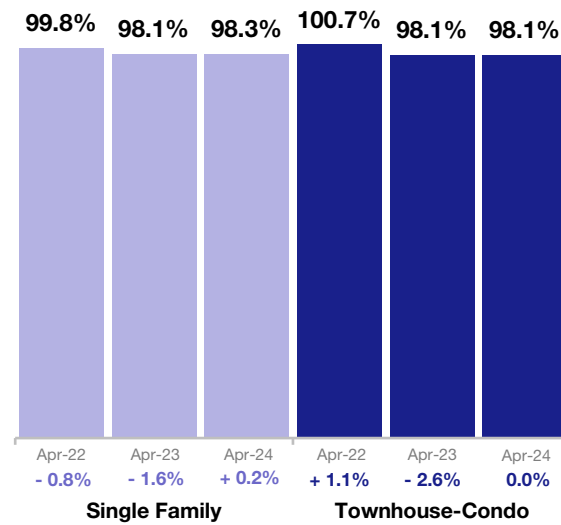
# Percent of List Price Received



## April

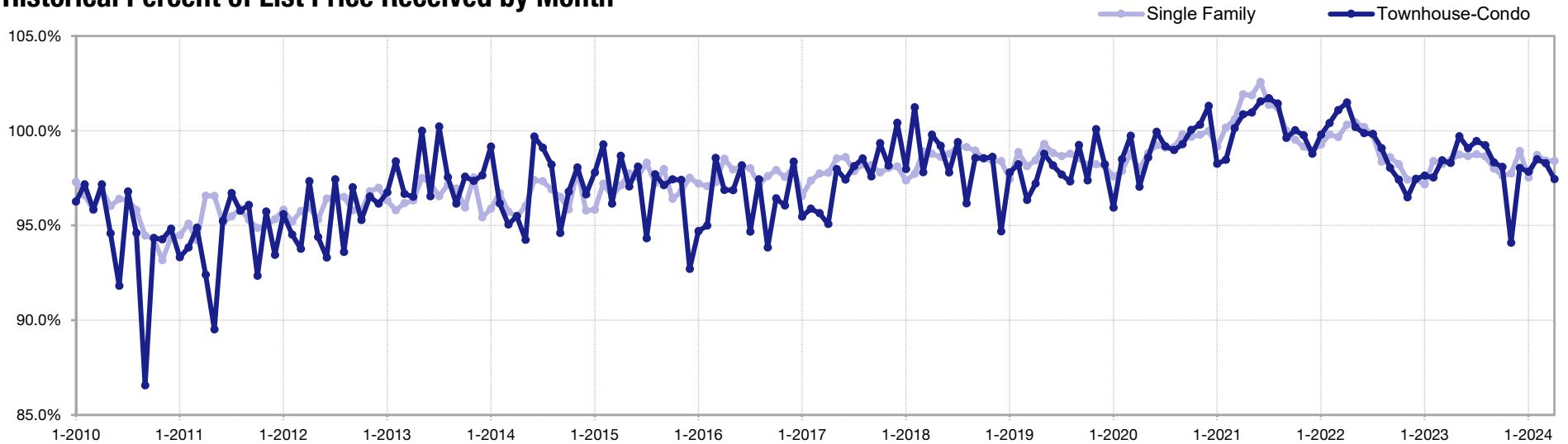


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	98.4%	+0.2%	98.3%	-0.1%
<b>Apr-2024</b>	<b>98.4%</b>	<b>0.0%</b>	<b>97.4%</b>	<b>-0.9%</b>

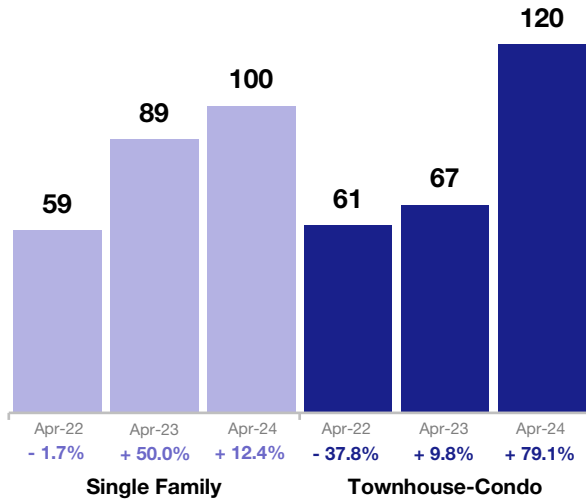
## Historical Percent of List Price Received by Month



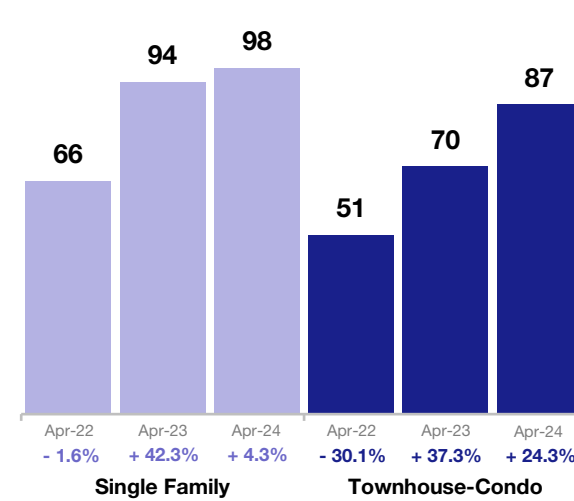
# Days on Market Until Sale



## April

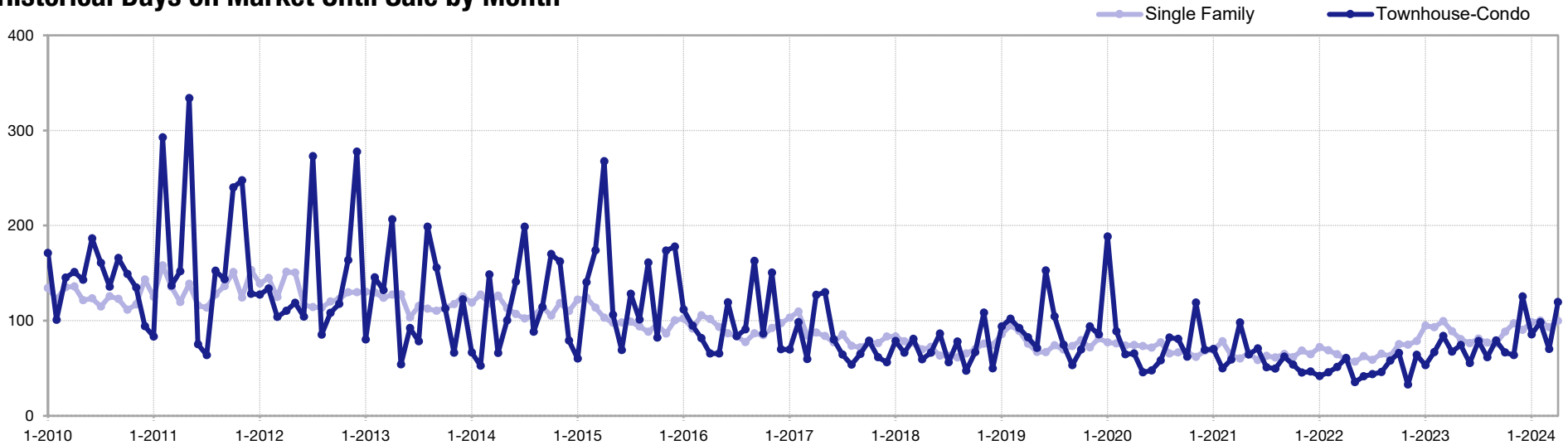


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	97	+29.3%	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	93	-6.1%	70	-16.7%
<b>Apr-2024</b>	<b>100</b>	<b>+12.4%</b>	<b>120</b>	<b>+79.1%</b>

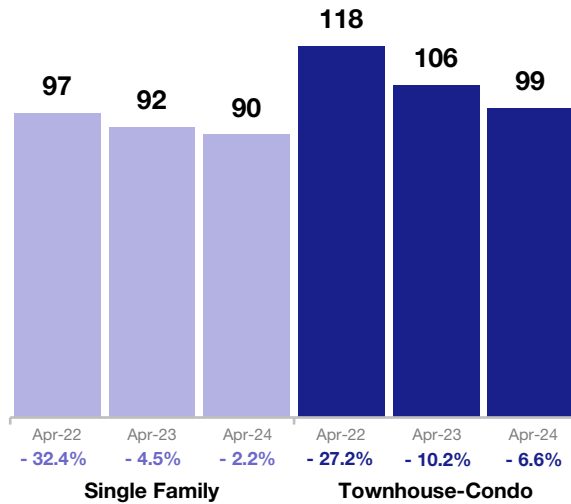
## Historical Days on Market Until Sale by Month



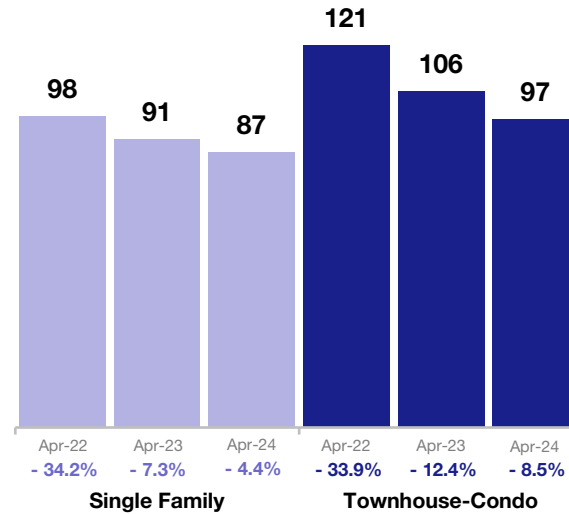
# Housing Affordability Index



## April

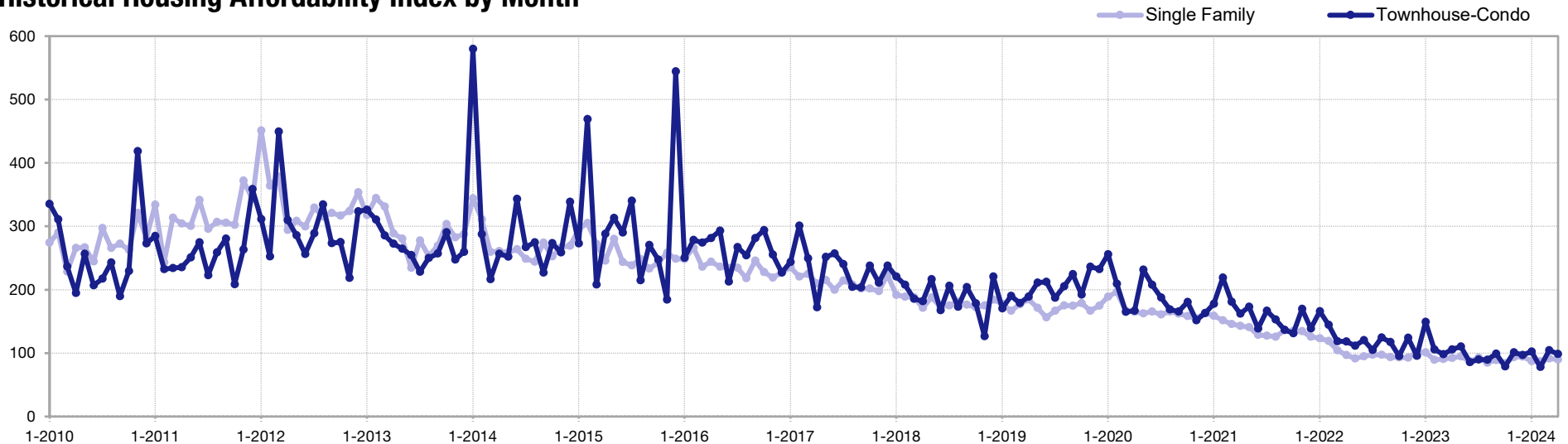


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	87	-13.9%	102	-31.5%
Feb-2024	87	-2.2%	78	-26.4%
Mar-2024	91	0.0%	104	+6.1%
<b>Apr-2024</b>	<b>90</b>	<b>-2.2%</b>	<b>99</b>	<b>-6.6%</b>

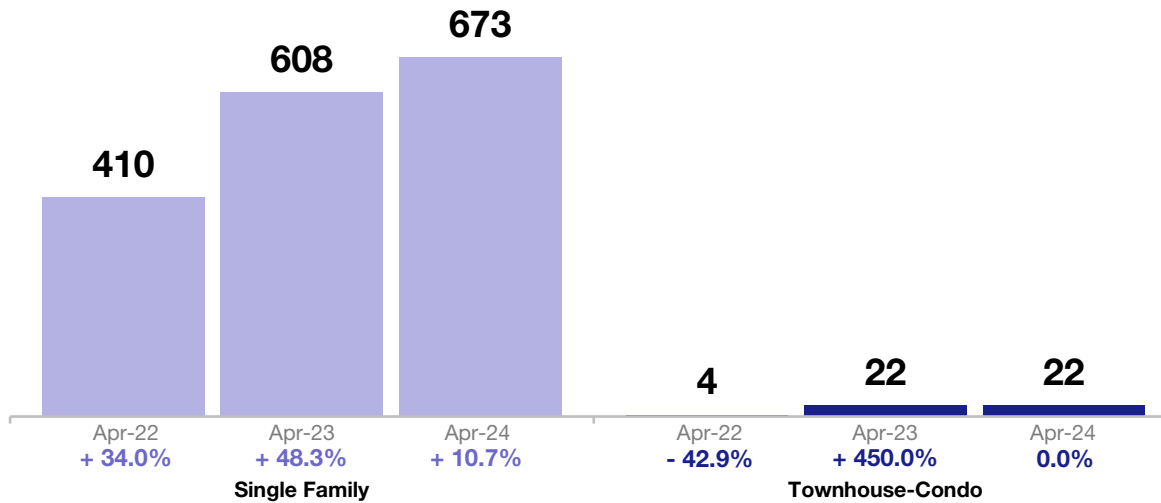
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

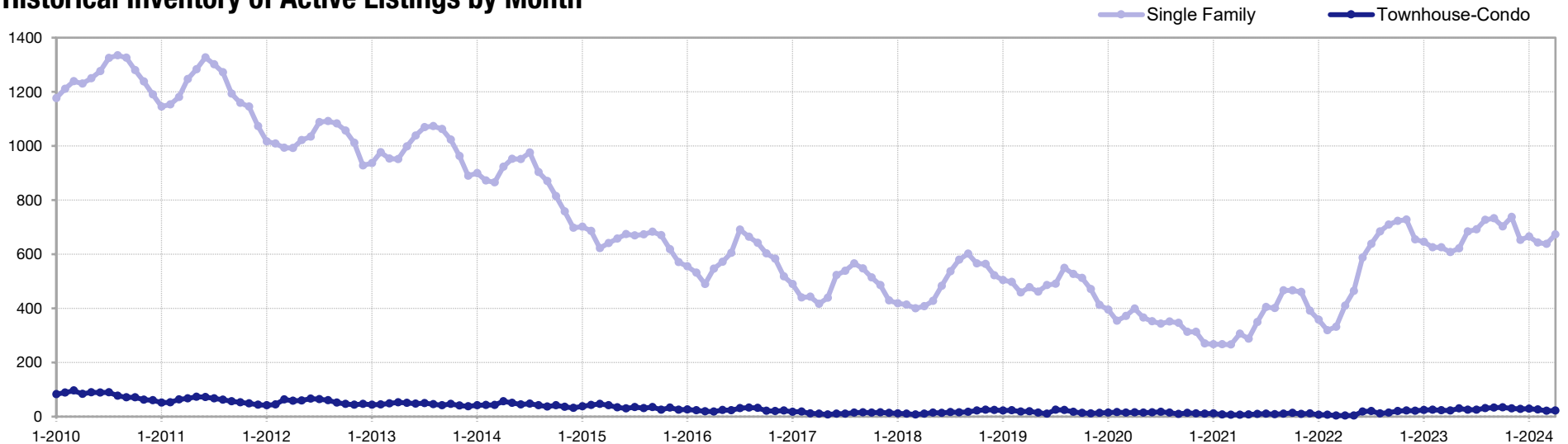


## April



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2023	621	+33.8%	30	+650.0%
Jun-2023	684	+16.5%	25	+38.9%
Jul-2023	692	+8.5%	25	+25.0%
Aug-2023	727	+6.3%	31	+158.3%
Sep-2023	733	+3.4%	33	+135.7%
Oct-2023	702	-2.9%	34	+70.0%
Nov-2023	737	+1.2%	30	+36.4%
Dec-2023	653	-0.3%	28	+33.3%
Jan-2024	665	+2.9%	29	+20.8%
Feb-2024	643	+2.9%	26	+4.0%
Mar-2024	638	+2.1%	21	-8.7%
<b>Apr-2024</b>	<b>673</b>	<b>+10.7%</b>	<b>22</b>	<b>0.0%</b>

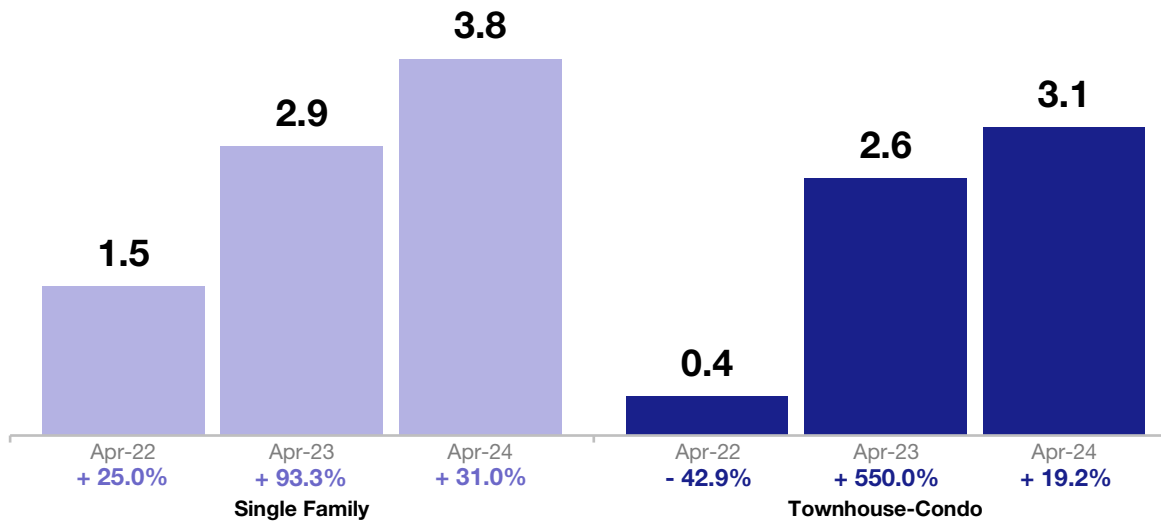
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

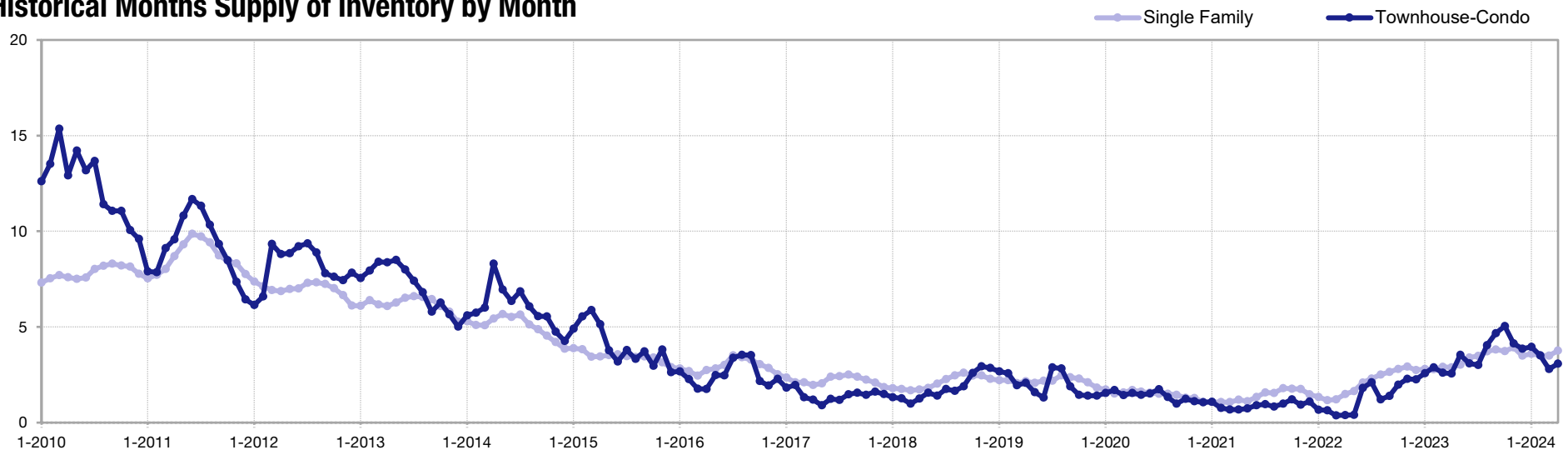


## April



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	3.5	+20.7%	2.8	+7.7%
<b>Apr-2024</b>	<b>3.8</b>	<b>+31.0%</b>	<b>3.1</b>	<b>+19.2%</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.



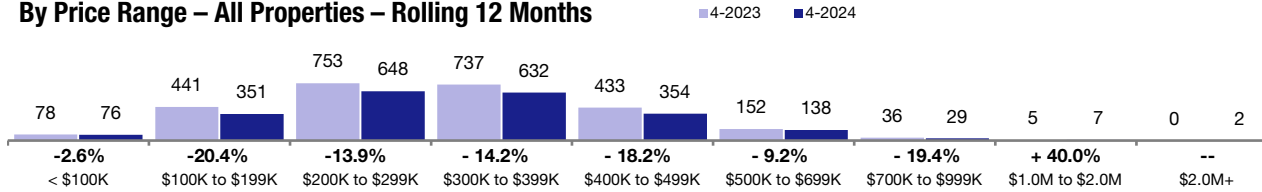
Key Metrics	Historical Sparkbars	4-2023	4-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>New Listings</b>		308	<b>348</b>	+ 13.0%	1,150	<b>1,135</b>	- 1.3%
<b>Pending Sales</b>		250	<b>218</b>	- 12.8%	878	<b>754</b>	- 14.1%
<b>Sold Listings</b>		232	<b>186</b>	- 19.8%	737	<b>645</b>	- 12.5%
<b>Median Sales Price</b>		\$301,000	<b>\$299,950</b>	- 0.3%	\$309,600	<b>\$307,000</b>	- 0.8%
<b>Avg. Sales Price</b>		\$312,378	<b>\$324,224</b>	+ 3.8%	\$317,671	<b>\$318,860</b>	+ 0.4%
<b>Pct. of List Price Received</b>		98.4%	<b>98.4%</b>	0.0%	98.1%	<b>98.3%</b>	+ 0.2%
<b>Days on Market</b>		88	<b>100</b>	+ 13.6%	93	<b>97</b>	+ 4.3%
<b>Affordability Index</b>		95	<b>90</b>	- 5.3%	93	<b>88</b>	- 5.4%
<b>Active Listings</b>		630	<b>695</b>	+ 10.3%	--	<b>--</b>	--
<b>Months Supply</b>		2.9	<b>3.7</b>	+ 27.6%	--	<b>--</b>	--

# Sold Listings

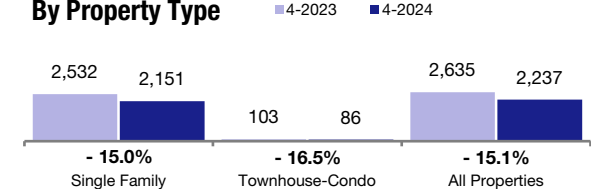
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	4-2023	4-2024	Change	4-2023	4-2024	Change
\$99,999 and Below	78	76	-2.6%	0	0	--
\$100,000 to \$199,999	419	343	-18.1%	22	8	-63.6%
\$200,000 to \$299,999	701	607	-13.4%	52	41	-21.2%
\$300,000 to \$399,999	715	602	-15.8%	22	30	+36.4%
\$400,000 to \$499,999	428	347	-18.9%	5	7	+40.0%
\$500,000 to \$699,999	150	138	-8.0%	2	0	-100.0%
\$700,000 to \$999,999	36	29	-19.4%	0	0	--
\$1,000,000 to \$1,999,999	5	7	+40.0%	0	0	--
\$2,000,000 and Above	0	2	--	0	0	--
<b>All Price Ranges</b>	<b>2,532</b>	<b>2,151</b>	<b>-15.0%</b>	<b>103</b>	<b>86</b>	<b>-16.5%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	3-2024	4-2024	Change	3-2024	4-2024	Change
\$99,999 and Below	3	6	+100.0%	0	0	--
\$100,000 to \$199,999	35	27	-22.9%	1	0	-100.0%
\$200,000 to \$299,999	48	58	+20.8%	4	2	-50.0%
\$300,000 to \$399,999	47	54	+14.9%	3	1	-66.7%
\$400,000 to \$499,999	32	24	-25.0%	1	0	-100.0%
\$500,000 to \$699,999	11	10	-9.1%	0	0	--
\$700,000 to \$999,999	2	2	0.0%	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
<b>All Price Ranges</b>	<b>178</b>	<b>183</b>	<b>+2.8%</b>	<b>9</b>	<b>3</b>	<b>-66.7%</b>

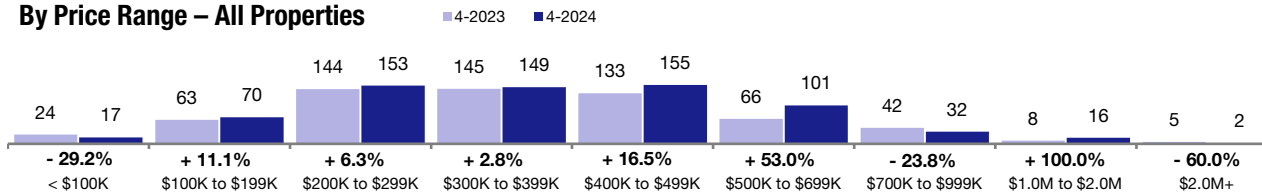
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	4-2023	4-2024	Change	4-2023	4-2024	Change
\$99,999 and Below	17	20	+17.6%	0	0	--
\$100,000 to \$199,999	113	100	-11.5%	6	2	-66.7%
\$200,000 to \$299,999	204	169	-17.2%	12	12	0.0%
\$300,000 to \$399,999	211	187	-11.4%	5	8	+60.0%
\$400,000 to \$499,999	118	104	-11.9%	1	2	+100.0%
\$500,000 to \$699,999	38	30	-21.1%	1	0	-100.0%
\$700,000 to \$999,999	9	8	-11.1%	0	0	--
\$1,000,000 to \$1,999,999	2	2	0.0%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
<b>All Price Ranges</b>	<b>712</b>	<b>621</b>	<b>-12.8%</b>	<b>25</b>	<b>24</b>	<b>-4.0%</b>

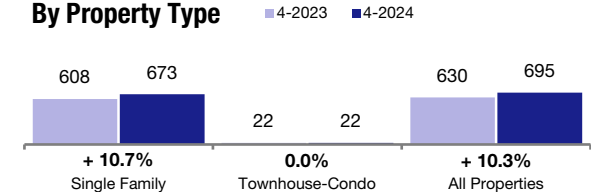
# Inventory of Active Listings

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

## By Price Range – All Properties



## By Property Type



### Year over Year

By Price Range	Single Family			Townhouse-Condo		
	4-2023	4-2024	Change	4-2023	4-2024	Change
\$99,999 and Below	24	17	-29.2%	0	0	--
\$100,000 to \$199,999	61	67	+9.8%	2	3	+50.0%
\$200,000 to \$299,999	133	142	+6.8%	11	11	0.0%
\$300,000 to \$399,999	141	141	0.0%	4	8	+100.0%
\$400,000 to \$499,999	128	155	+21.1%	5	0	-100.0%
\$500,000 to \$699,999	66	101	+53.0%	0	0	--
\$700,000 to \$999,999	42	32	-23.8%	0	0	--
\$1,000,000 to \$1,999,999	8	16	+100.0%	0	0	--
\$2,000,000 and Above	5	2	-60.0%	0	0	--
<b>All Price Ranges</b>	<b>608</b>	<b>673</b>	<b>+10.7%</b>	<b>22</b>	<b>22</b>	<b>0.0%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	3-2024	4-2024	Change	3-2024	4-2024	Change
\$99,999 and Below	20	17	-15.0%	0	0	--
\$100,000 to \$199,999	72	67	-6.9%	4	3	-25.0%
\$200,000 to \$299,999	145	142	-2.1%	8	11	+37.5%
\$300,000 to \$399,999	136	141	+3.7%	9	8	-11.1%
\$400,000 to \$499,999	139	155	+11.5%	0	0	--
\$500,000 to \$699,999	83	101	+21.7%	0	0	--
\$700,000 to \$999,999	30	32	+6.7%	0	0	--
\$1,000,000 to \$1,999,999	12	16	+33.3%	0	0	--
\$2,000,000 and Above	1	2	+100.0%	0	0	--
<b>All Price Ranges</b>	<b>638</b>	<b>673</b>	<b>+5.5%</b>	<b>21</b>	<b>22</b>	<b>+4.8%</b>

### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	4-2023	4-2024	Change	4-2023	4-2024	Change
\$99,999 and Below	17	20	+17.6%	0	0	--
\$100,000 to \$199,999	113	100	-11.5%	6	2	-66.7%
\$200,000 to \$299,999	204	169	-17.2%	12	12	0.0%
\$300,000 to \$399,999	211	187	-11.4%	5	8	+60.0%
\$400,000 to \$499,999	118	104	-11.9%	1	2	+100.0%
\$500,000 to \$699,999	38	30	-21.1%	1	0	-100.0%
\$700,000 to \$999,999	9	8	-11.1%	0	0	--
\$1,000,000 to \$1,999,999	2	2	0.0%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
<b>All Price Ranges</b>	<b>712</b>	<b>621</b>	<b>-12.8%</b>	<b>25</b>	<b>24</b>	<b>-4.0%</b>

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 April 2024

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## Pueblo County

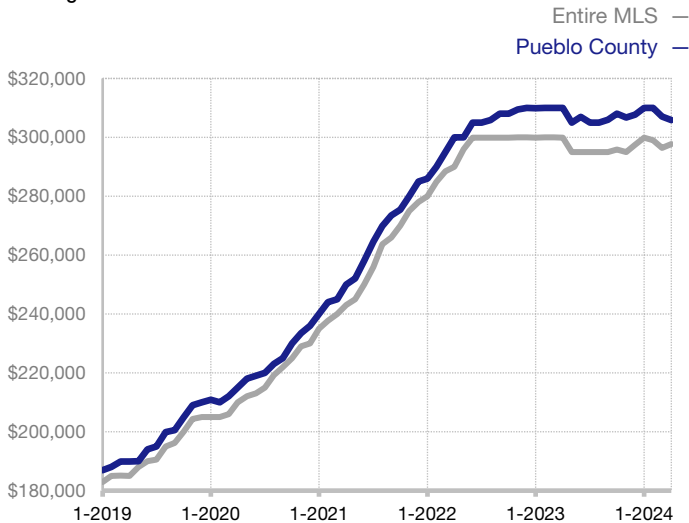
Single Family	April			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 04-2023	Thru 04-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	292	<b>333</b>	+ 14.0%	1,079	<b>1,083</b>	+ 0.4%
Sold Listings	222	<b>181</b>	- 18.5%	699	<b>611</b>	- 12.6%
Median Sales Price*	\$310,500	<b>\$299,900</b>	- 3.4%	\$313,503	<b>\$305,862</b>	- 2.4%
Average Sales Price*	\$311,647	<b>\$323,866</b>	+ 3.9%	\$318,909	<b>\$318,822</b>	- 0.0%
Percent of List Price Received*	98.5%	<b>98.4%</b>	- 0.1%	98.3%	<b>98.3%</b>	0.0%
Days on Market Until Sale	89	<b>100</b>	+ 12.4%	93	<b>97</b>	+ 4.3%
Inventory of Homes for Sale	582	<b>659</b>	+ 13.2%	--	--	--
Months Supply of Inventory	2.8	<b>3.7</b>	+ 32.1%	--	--	--

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

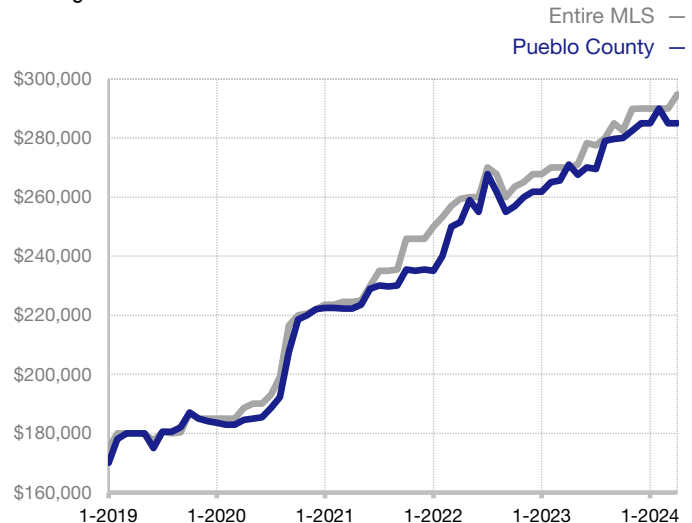
Townhouse/Condo	April			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 04-2023	Thru 04-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	9	<b>13</b>	+ 44.4%	46	<b>34</b>	- 26.1%
Sold Listings	7	<b>3</b>	- 57.1%	25	<b>23</b>	- 8.0%
Median Sales Price*	\$272,000	<b>\$274,000</b>	+ 0.7%	\$270,000	<b>\$274,000</b>	+ 1.5%
Average Sales Price*	\$300,086	<b>\$287,967</b>	- 4.0%	\$277,576	<b>\$291,400</b>	+ 5.0%
Percent of List Price Received*	98.3%	<b>97.4%</b>	- 0.9%	98.1%	<b>97.9%</b>	- 0.2%
Days on Market Until Sale	67	<b>120</b>	+ 79.1%	70	<b>89</b>	+ 27.1%
Inventory of Homes for Sale	21	<b>22</b>	+ 4.8%	--	--	--
Months Supply of Inventory	2.5	<b>3.2</b>	+ 28.0%	--	--	--

\* 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 April 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Arkansas Valley/Otero County

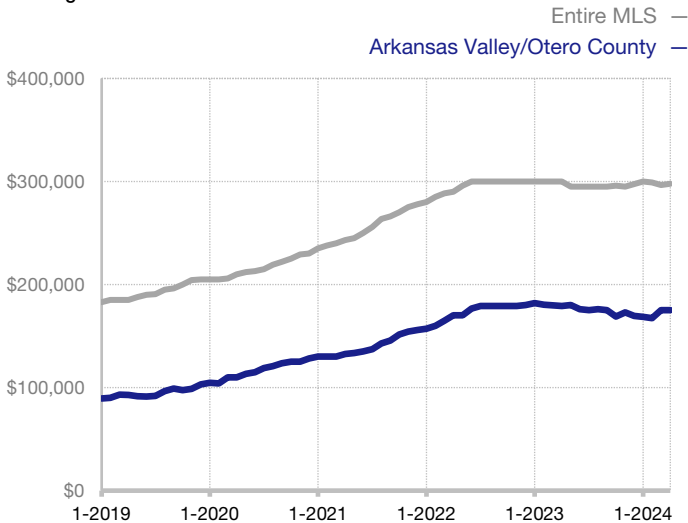
Single Family	April			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 04-2023	Thru 04-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	49	41	- 16.3%	178	155	- 12.9%
Sold Listings	42	22	- 47.6%	121	107	- 11.6%
Median Sales Price*	\$149,750	<b>\$164,000</b>	+ 9.5%	\$155,000	<b>\$174,000</b>	+ 12.3%
Average Sales Price*	\$181,781	<b>\$193,136</b>	+ 6.2%	\$177,869	<b>\$188,030</b>	+ 5.7%
Percent of List Price Received*	93.6%	<b>93.3%</b>	- 0.3%	92.3%	<b>93.6%</b>	+ 1.4%
Days on Market Until Sale	115	<b>123</b>	+ 7.0%	103	<b>120</b>	+ 16.5%
Inventory of Homes for Sale	139	<b>130</b>	- 6.5%	--	--	--
Months Supply of Inventory	4.1	<b>4.3</b>	+ 4.9%	--	--	--

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

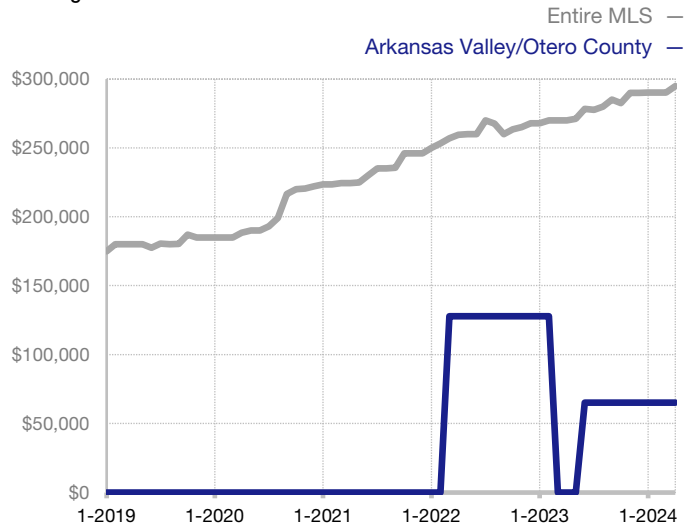
Townhouse/Condo	April			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 04-2023	Thru 04-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
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 April 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Fowler

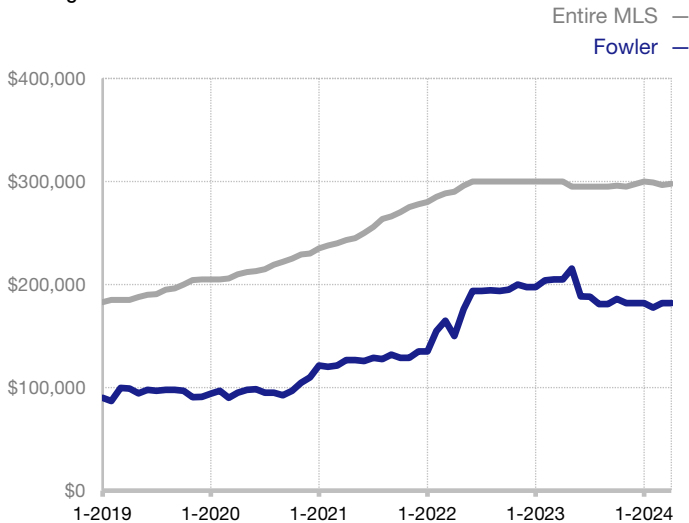
Single Family Key Metrics	April			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 04-2023	Thru 04-2024	Percent Change from Previous Year
New Listings	4	2	- 50.0%	10	15	+ 50.0%
Sold Listings	2	2	0.0%	4	10	+ 150.0%
Median Sales Price*	\$155,000	\$145,000	- 6.5%	\$171,500	\$185,000	+ 7.9%
Average Sales Price*	\$155,000	\$145,000	- 6.5%	\$174,375	\$186,000	+ 6.7%
Percent of List Price Received*	89.7%	78.5%	- 12.5%	92.5%	91.9%	- 0.6%
Days on Market Until Sale	229	151	- 34.1%	141	130	- 7.8%
Inventory of Homes for Sale	13	9	- 30.8%	--	--	--
Months Supply of Inventory	4.9	3.3	- 32.7%	--	--	--

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

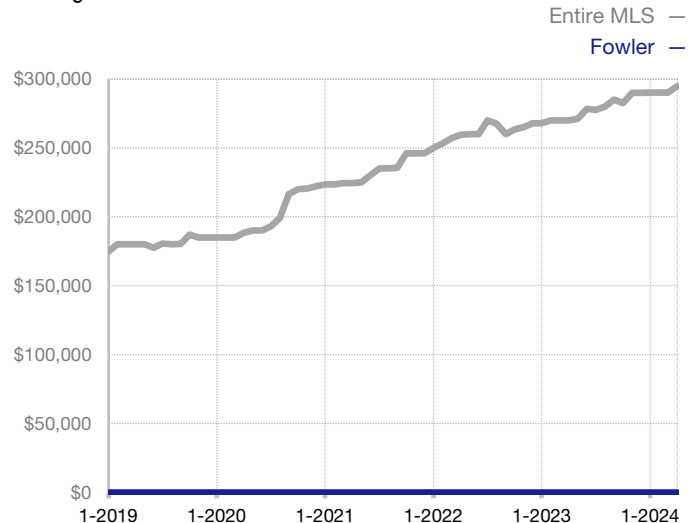
Townhouse/Condo Key Metrics	April			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 04-2023	Thru 04-2024	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 April 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Huerfano County

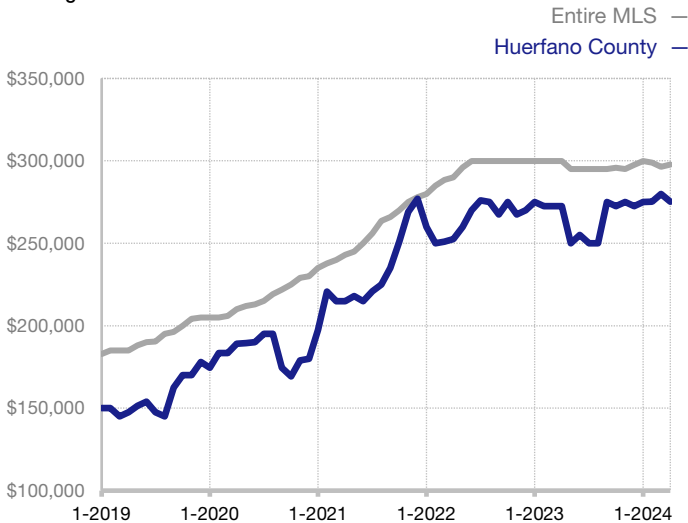
Single Family Key Metrics	April			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 04-2023	Thru 04-2024	Percent Change from Previous Year
New Listings	14	11	- 21.4%	42	36	- 14.3%
Sold Listings	5	4	- 20.0%	19	19	0.0%
Median Sales Price*	\$352,000	<b>\$212,750</b>	- 39.6%	\$250,000	<b>\$266,000</b>	+ 6.4%
Average Sales Price*	\$436,500	<b>\$273,875</b>	- 37.3%	\$282,989	<b>\$298,839</b>	+ 5.6%
Percent of List Price Received*	97.6%	<b>95.8%</b>	- 1.8%	94.8%	<b>97.6%</b>	+ 3.0%
Days on Market Until Sale	142	<b>180</b>	+ 26.8%	152	<b>140</b>	- 7.9%
Inventory of Homes for Sale	66	<b>58</b>	- 12.1%	--	--	--
Months Supply of Inventory	10.7	<b>8.8</b>	- 17.8%	--	--	--

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

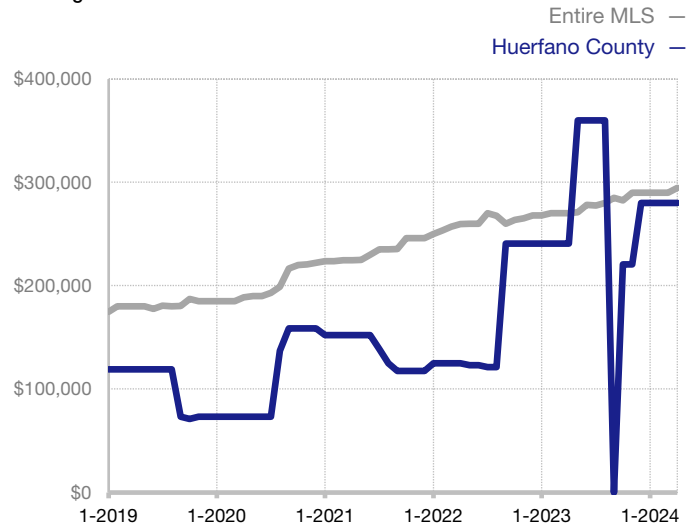
Townhouse/Condo Key Metrics	April			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 04-2023	Thru 04-2024	Percent Change from Previous Year
New Listings	1	0	- 100.0%	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<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	2	<b>1</b>	- 50.0%	--	--	--
Months Supply of Inventory	2.0	<b>0.7</b>	- 65.0%	--	--	--

\* 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 April 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## La Junta

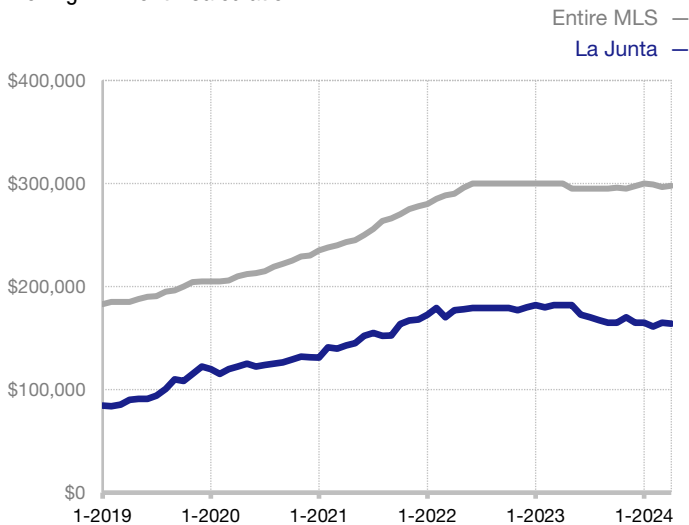
Single Family	April			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 04-2023	Thru 04-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	14	6	- 57.1%	47	34	- 27.7%
Sold Listings	6	9	+ 50.0%	19	28	+ 47.4%
Median Sales Price*	\$147,250	<b>\$133,000</b>	- 9.7%	\$170,000	<b>\$158,000</b>	- 7.1%
Average Sales Price*	\$175,750	<b>\$202,833</b>	+ 15.4%	\$184,658	<b>\$185,964</b>	+ 0.7%
Percent of List Price Received*	98.0%	<b>90.1%</b>	- 8.1%	95.8%	<b>89.0%</b>	- 7.1%
Days on Market Until Sale	109	<b>146</b>	+ 33.9%	80	<b>121</b>	+ 51.3%
Inventory of Homes for Sale	26	<b>25</b>	- 3.8%	--	--	--
Months Supply of Inventory	3.8	<b>3.2</b>	- 15.8%	--	--	--

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

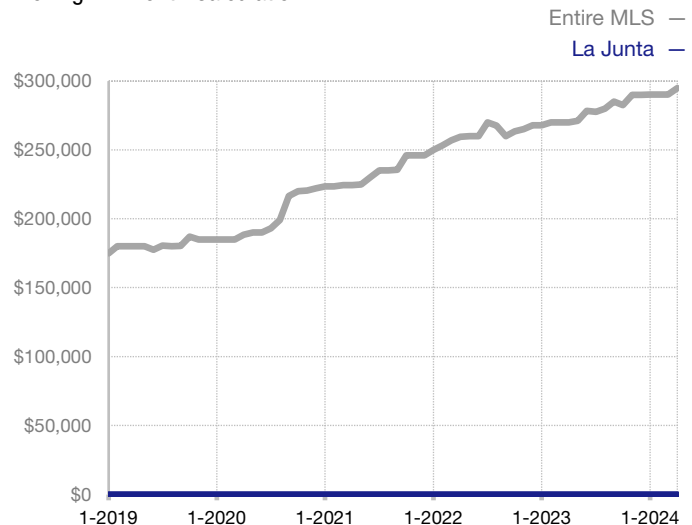
Townhouse/Condo	April			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 04-2023	Thru 04-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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 April 2024

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## Lamar

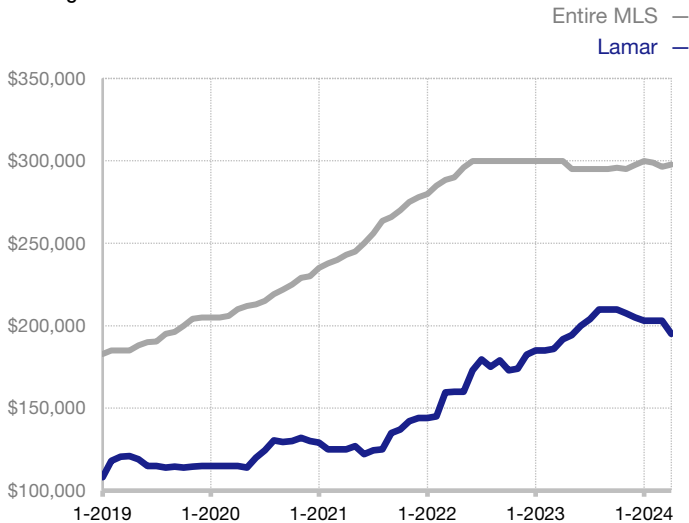
Single Family	April			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 04-2023	Thru 04-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	6	4	- 33.3%	27	17	- 37.0%
Sold Listings	8	4	- 50.0%	26	16	- 38.5%
Median Sales Price*	\$216,250	<b>\$187,500</b>	- 13.3%	\$212,500	<b>\$182,500</b>	- 14.1%
Average Sales Price*	\$311,063	<b>\$175,125</b>	- 43.7%	\$257,019	<b>\$183,844</b>	- 28.5%
Percent of List Price Received*	94.9%	<b>98.4%</b>	+ 3.7%	93.3%	<b>94.3%</b>	+ 1.1%
Days on Market Until Sale	106	<b>81</b>	- 23.6%	109	<b>110</b>	+ 0.9%
Inventory of Homes for Sale	12	<b>14</b>	+ 16.7%	--	--	--
Months Supply of Inventory	2.0	<b>2.8</b>	+ 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.

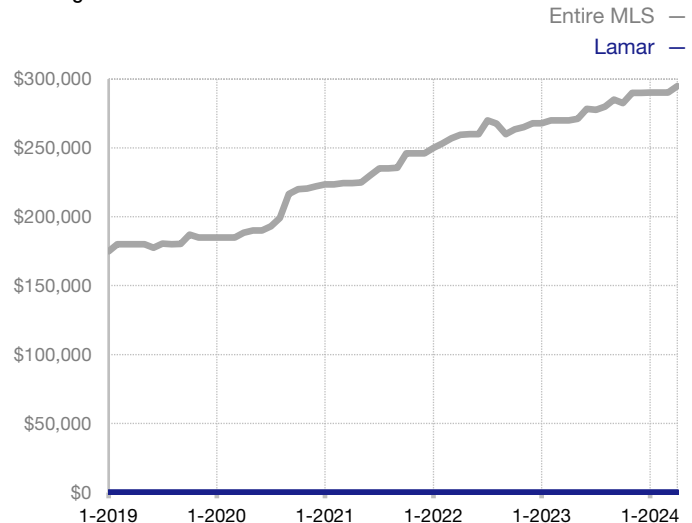
Townhouse/Condo	April			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 04-2023	Thru 04-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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 April 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Las Animas

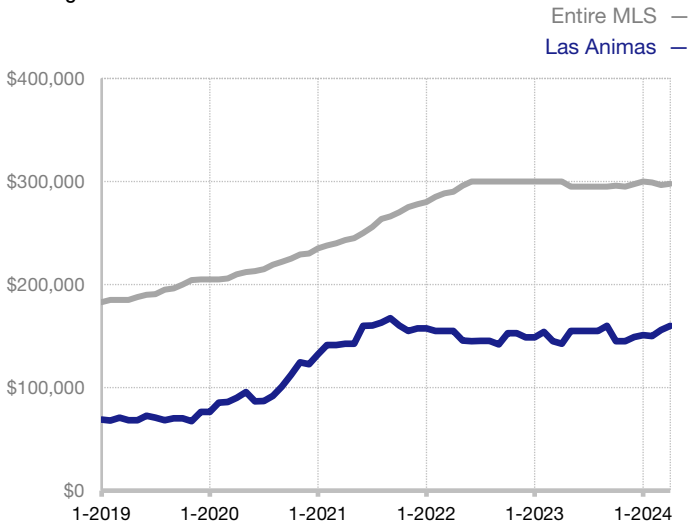
Single Family	April			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 04-2023	Thru 04-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	2	3	+ 50.0%	12	8	- 33.3%
Sold Listings	5	1	- 80.0%	12	10	- 16.7%
Median Sales Price*	\$122,000	<b>\$169,000</b>	+ 38.5%	\$97,450	<b>\$171,500</b>	+ 76.0%
Average Sales Price*	\$127,600	<b>\$169,000</b>	+ 32.4%	\$112,575	<b>\$149,950</b>	+ 33.2%
Percent of List Price Received*	89.2%	<b>102.4%</b>	+ 14.8%	89.9%	<b>91.0%</b>	+ 1.2%
Days on Market Until Sale	130	<b>63</b>	- 51.5%	115	<b>131</b>	+ 13.9%
Inventory of Homes for Sale	5	<b>6</b>	+ 20.0%	--	--	--
Months Supply of Inventory	1.5	<b>2.3</b>	+ 53.3%	--	--	--

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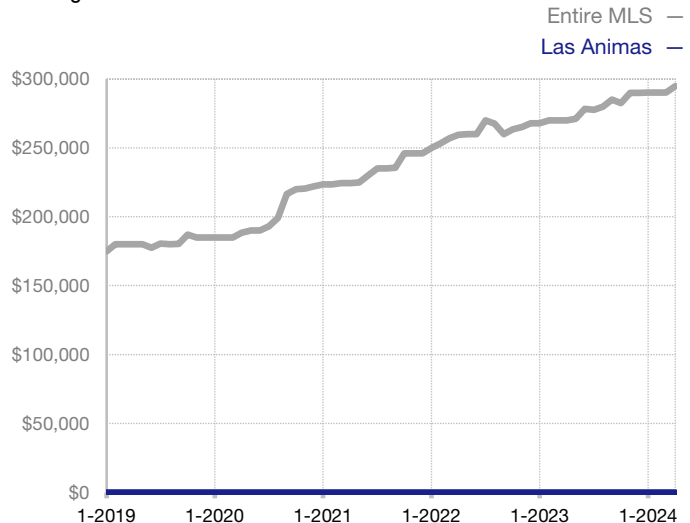
Townhouse/Condo	April			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 04-2023	Thru 04-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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>	--	--	--	--

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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 April 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Manzanola

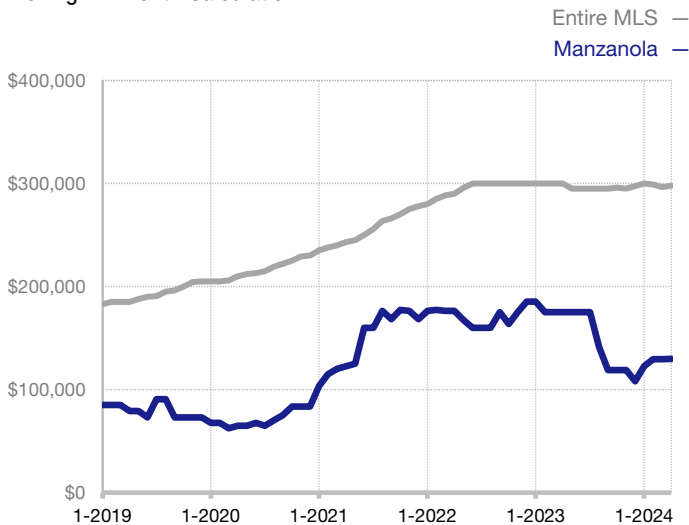
Single Family	April			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 04-2023	Thru 04-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	2	2	0.0%	9	5	- 44.4%
Sold Listings	3	0	- 100.0%	4	3	- 25.0%
Median Sales Price*	\$55,000	\$0	- 100.0%	\$53,750	\$129,500	+ 140.9%
Average Sales Price*	\$102,667	\$0	- 100.0%	\$90,125	\$222,333	+ 146.7%
Percent of List Price Received*	80.7%	0.0%	- 100.0%	80.7%	105.0%	+ 30.1%
Days on Market Until Sale	55	0	- 100.0%	53	53	0.0%
Inventory of Homes for Sale	4	4	0.0%	--	--	--
Months Supply of Inventory	2.2	3.0	+ 36.4%	--	--	--

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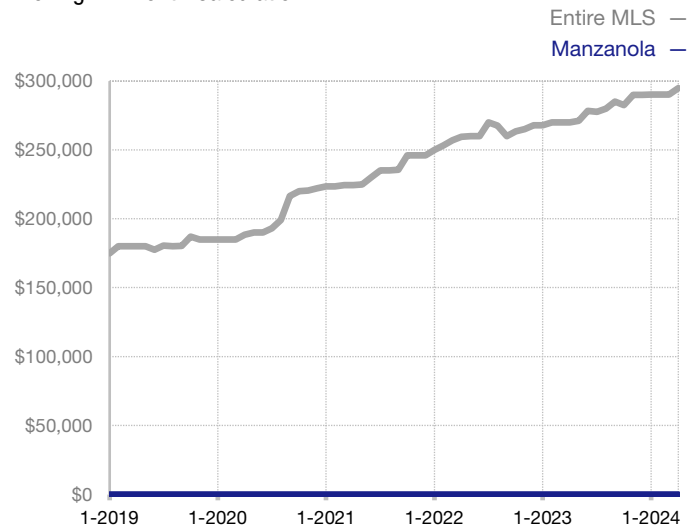
Townhouse/Condo	April			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 04-2023	Thru 04-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$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 April 2024

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## Rocky Ford

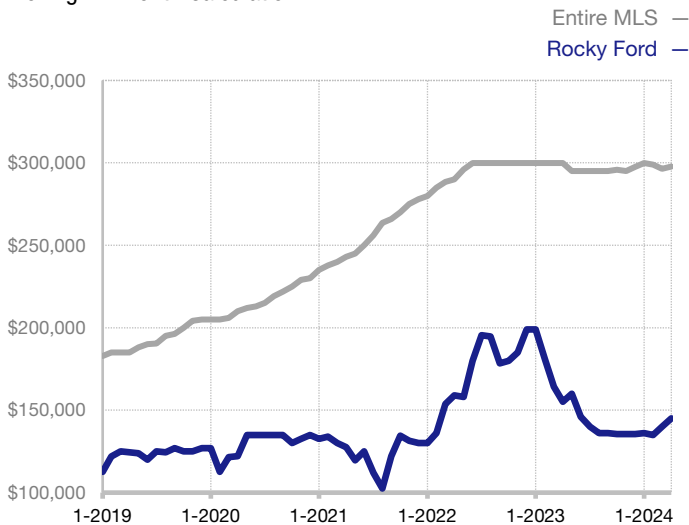
Single Family	April			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 04-2023	Thru 04-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	6	5	- 16.7%	23	24	+ 4.3%
Sold Listings	5	1	- 80.0%	17	14	- 17.6%
Median Sales Price*	\$135,000	\$115,000	- 14.8%	\$135,000	\$192,500	+ 42.6%
Average Sales Price*	\$125,160	\$115,000	- 8.1%	\$124,694	\$199,479	+ 60.0%
Percent of List Price Received*	96.6%	100.0%	+ 3.5%	93.0%	98.9%	+ 6.3%
Days on Market Until Sale	98	88	- 10.2%	97	148	+ 52.6%
Inventory of Homes for Sale	20	21	+ 5.0%	--	--	--
Months Supply of Inventory	5.0	5.6	+ 12.0%	--	--	--

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Townhouse/Condo	April			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 04-2023	Thru 04-2024	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**  
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**Median Sales Price – Townhouse-Condo**  
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