

Monthly Indicators



December 2024

Percent changes calculated using year-over-year comparisons.

New Listings were up 23.8 percent for single family homes and 25.0 percent for townhouse-condo properties. Pending Sales decreased 11.0 percent for single family homes and 20.0 percent for townhouse-condo properties.

The Median Sales Price was down 0.3 percent to \$299,000 for single family homes and 16.2 percent to \$244,500 for townhouse-condo properties. Days on Market increased 14.3 percent for single family homes but decreased 37.6 percent for townhouse-condo properties.

Total housing inventory stood at 1.33 million units heading into December, a 2.9% decrease from the previous month but a 17.7% increase year-over-year, for a 3.8-month supply at the current sales pace. Inventory remains below the 5 – 6 months' supply of a balanced market, and the limited number of homes for sale continues to put upward pressure on sales prices nationwide, with NAR reporting a median existing-home price of \$406,100, a 4.7% increase from one year earlier.

Activity Snapshot

- 5.2%	- 1.7%	+ 13.0%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties

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

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Single Family Market Overview

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



Key Metrics	Historical Sparkbars	12-2023	12-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		151	187	+ 23.8%	3,316	3,422	+ 3.2%
Pending Sales		136	121	- 11.0%	2,255	2,037	- 9.7%
Sold Listings		148	142	- 4.1%	2,241	2,041	- 8.9%
Median Sales Price		\$300,000	\$299,000	- 0.3%	\$306,300	\$316,500	+ 3.3%
Avg. Sales Price		\$329,693	\$307,098	- 6.9%	\$320,304	\$323,762	+ 1.1%
Pct. of List Price Received		98.9%	96.4%	- 2.5%	98.3%	98.2%	- 0.1%
Days on Market		91	104	+ 14.3%	86	91	+ 5.8%
Affordability Index		117	116	- 0.9%	115	110	- 4.3%
Active Listings		672	756	+ 12.5%	--	--	--
Months Supply		3.6	4.4	+ 22.2%	--	--	--

Townhouse-Condo Market Overview

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

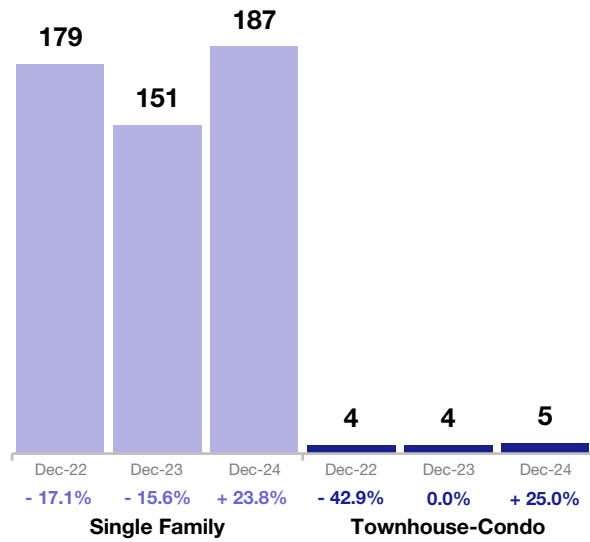


Key Metrics	Historical Sparkbars	12-2023	12-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		4	5	+ 25.0%	146	138	- 5.5%
Pending Sales		5	4	- 20.0%	92	84	- 8.7%
Sold Listings		6	4	- 33.3%	87	86	- 1.1%
Median Sales Price		\$291,750	\$244,500	- 16.2%	\$285,000	\$271,350	- 4.8%
Avg. Sales Price		\$321,232	\$251,625	- 21.7%	\$284,529	\$286,173	+ 0.6%
Pct. of List Price Received		98.0%	98.7%	+ 0.7%	98.1%	97.5%	- 0.6%
Days on Market		125	78	- 37.6%	74	83	+ 12.2%
Affordability Index		95	111	+ 16.8%	97	100	+ 3.1%
Active Listings		28	35	+ 25.0%	--	--	--
Months Supply		3.9	4.9	+ 25.6%	--	--	--

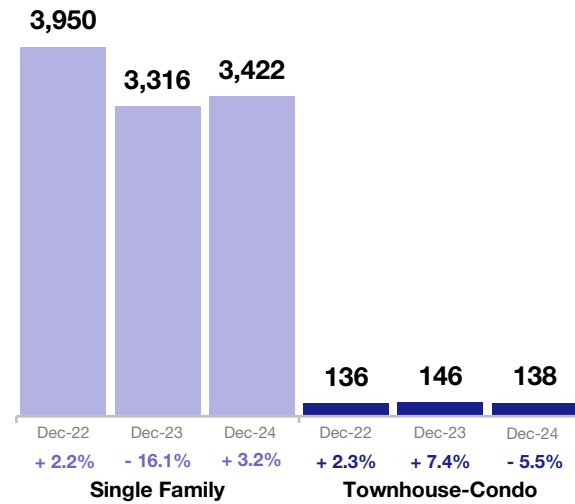
New Listings



December

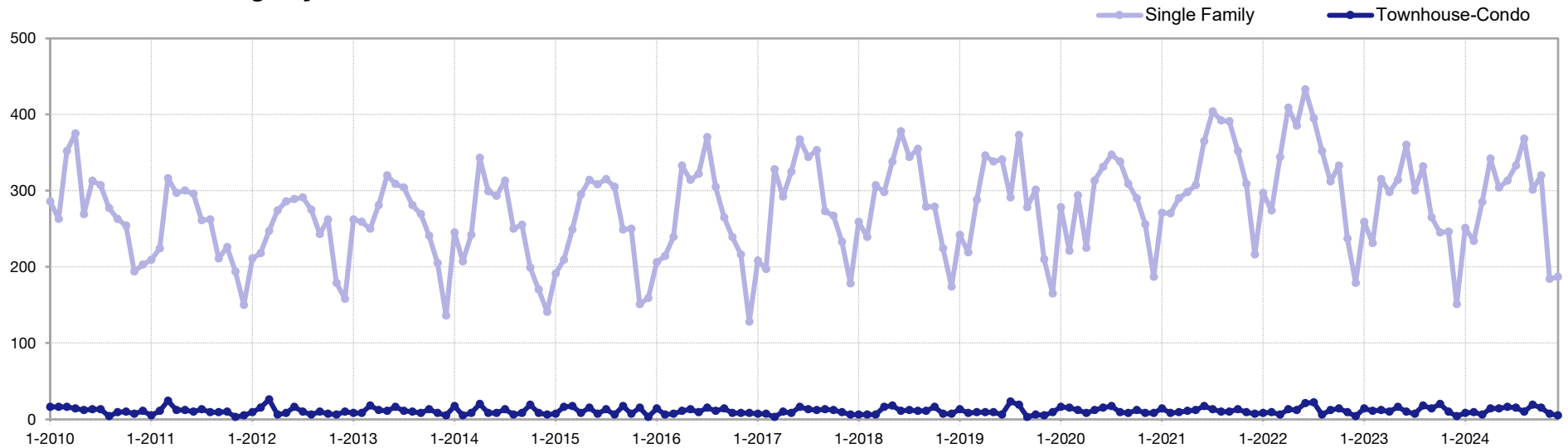


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2024	251	-3.1%	8	-42.9%
Feb-2024	234	+1.3%	9	-18.2%
Mar-2024	285	-9.5%	6	-50.0%
Apr-2024	342	+14.8%	14	+40.0%
May-2024	304	-3.2%	14	-12.5%
Jun-2024	313	-13.1%	16	+60.0%
Jul-2024	333	+11.0%	15	+114.3%
Aug-2024	368	+10.8%	10	-44.4%
Sep-2024	301	+13.6%	19	+35.7%
Oct-2024	320	+30.6%	15	-25.0%
Nov-2024	184	-25.2%	7	-30.0%
Dec-2024	187	+23.8%	5	+25.0%

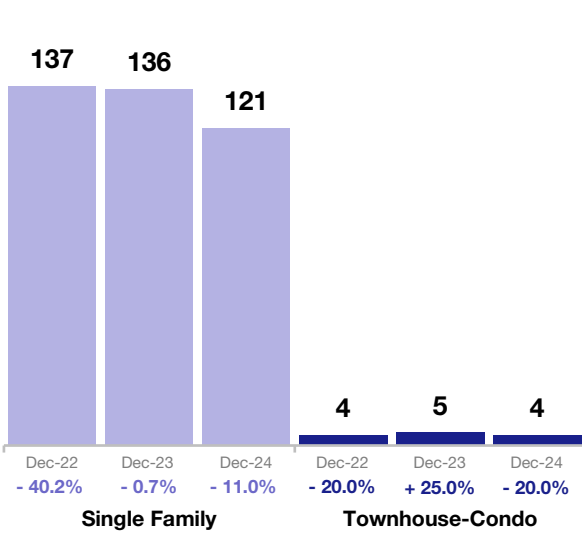
Historical New Listings by Month



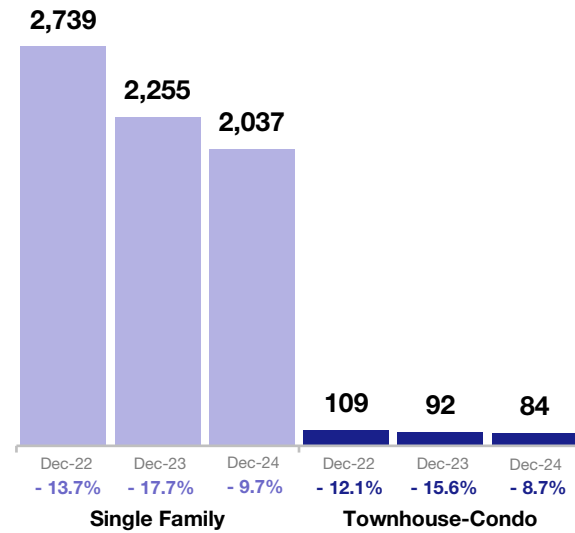
Pending Sales



December

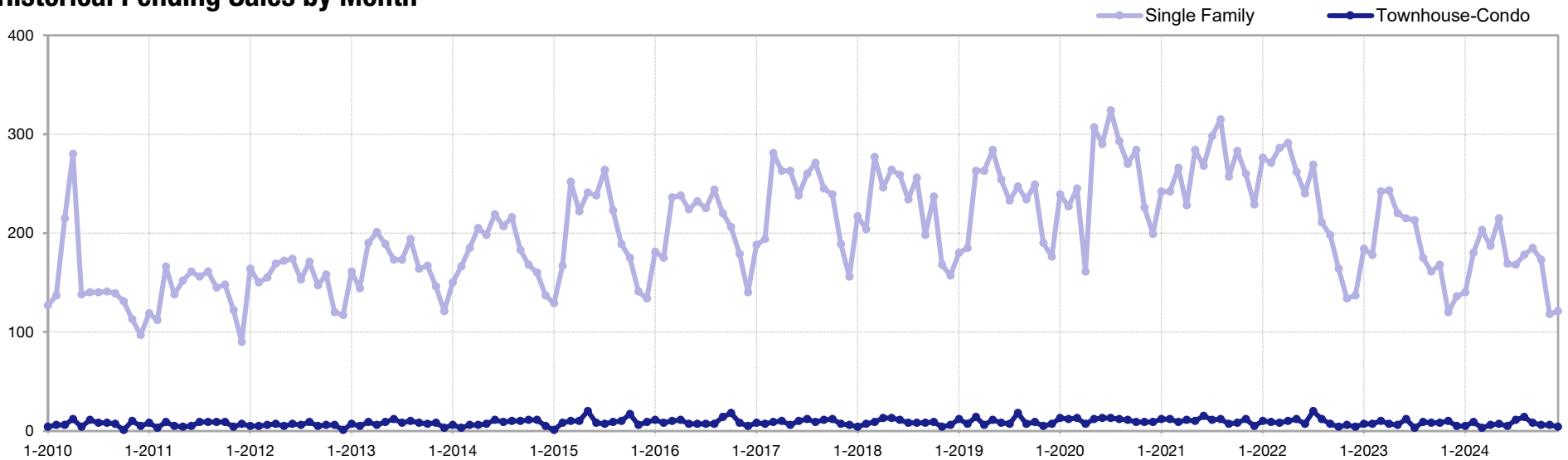


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2024	140	-23.9%	5	-28.6%
Feb-2024	180	+1.1%	9	+28.6%
Mar-2024	203	-16.1%	3	-70.0%
Apr-2024	187	-23.0%	6	-14.3%
May-2024	215	-2.3%	7	+16.7%
Jun-2024	169	-21.4%	5	-58.3%
Jul-2024	168	-21.1%	11	+266.7%
Aug-2024	178	+1.7%	14	+55.6%
Sep-2024	185	+14.9%	8	0.0%
Oct-2024	173	+3.0%	6	-25.0%
Nov-2024	118	-1.7%	6	-40.0%
Dec-2024	121	-11.0%	4	-20.0%

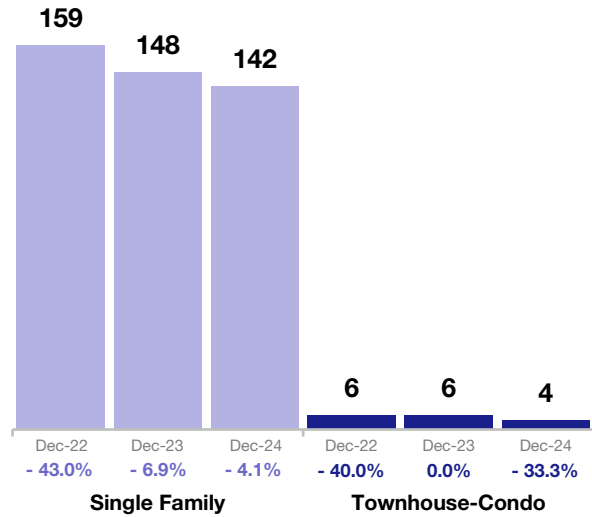
Historical Pending Sales by Month



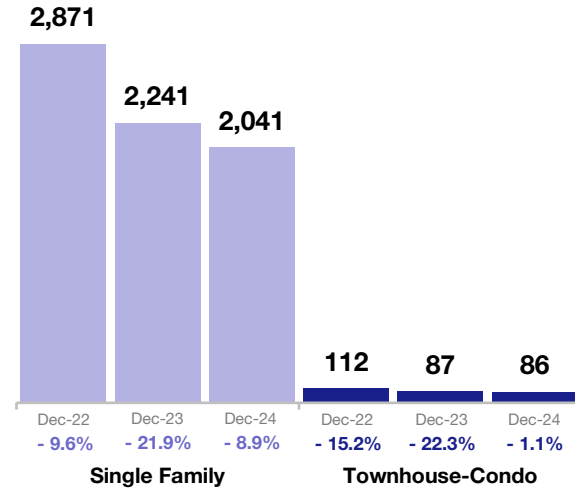
Sold Listings



December

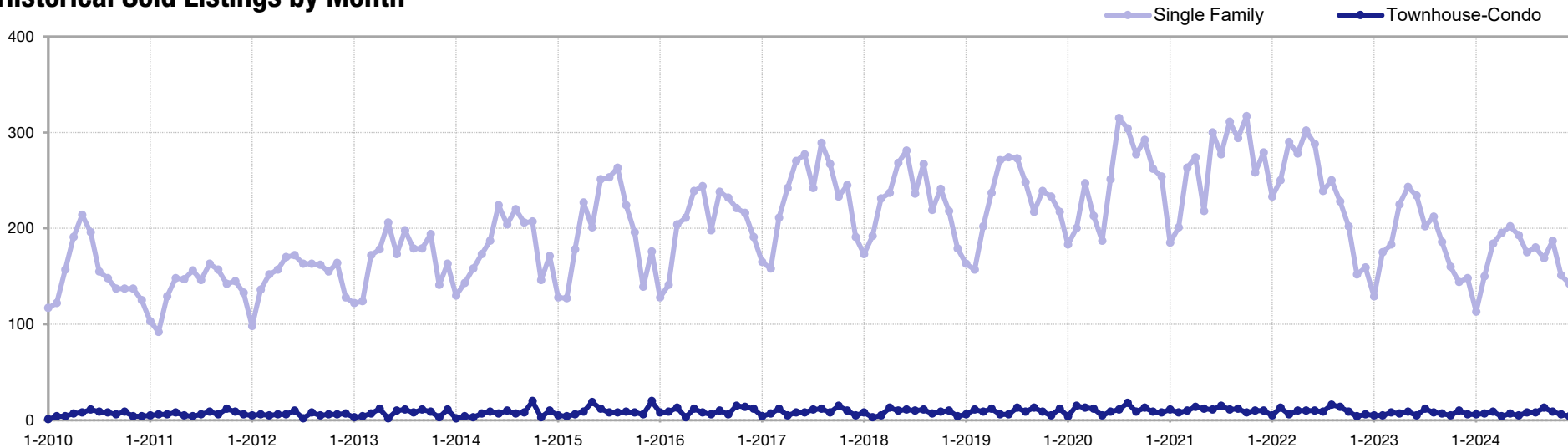


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2024	113	-12.4%	6	+20.0%
Feb-2024	150	-14.3%	7	+40.0%
Mar-2024	184	+0.5%	9	+12.5%
Apr-2024	195	-13.3%	4	-42.9%
May-2024	202	-16.9%	7	-22.2%
Jun-2024	193	-17.5%	5	0.0%
Jul-2024	175	-13.4%	8	-33.3%
Aug-2024	180	-15.1%	8	0.0%
Sep-2024	169	-9.1%	13	+85.7%
Oct-2024	187	+16.9%	9	+80.0%
Nov-2024	151	+4.9%	6	-40.0%
Dec-2024	142	-4.1%	4	-33.3%

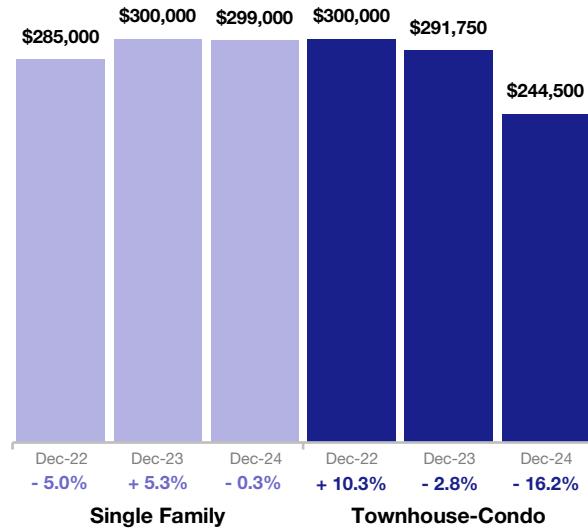
Historical Sold Listings by Month



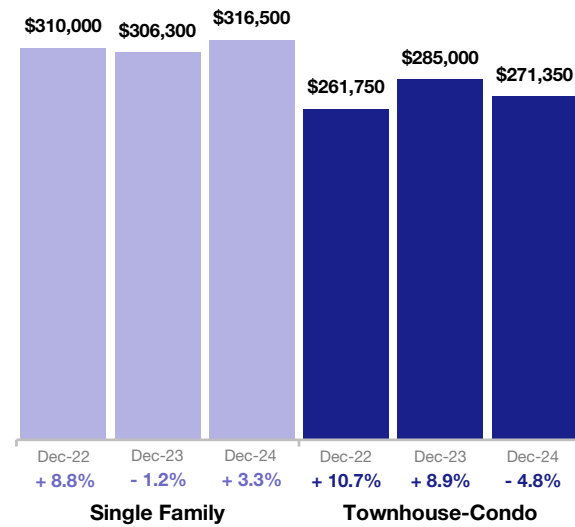
Median Sales Price



December

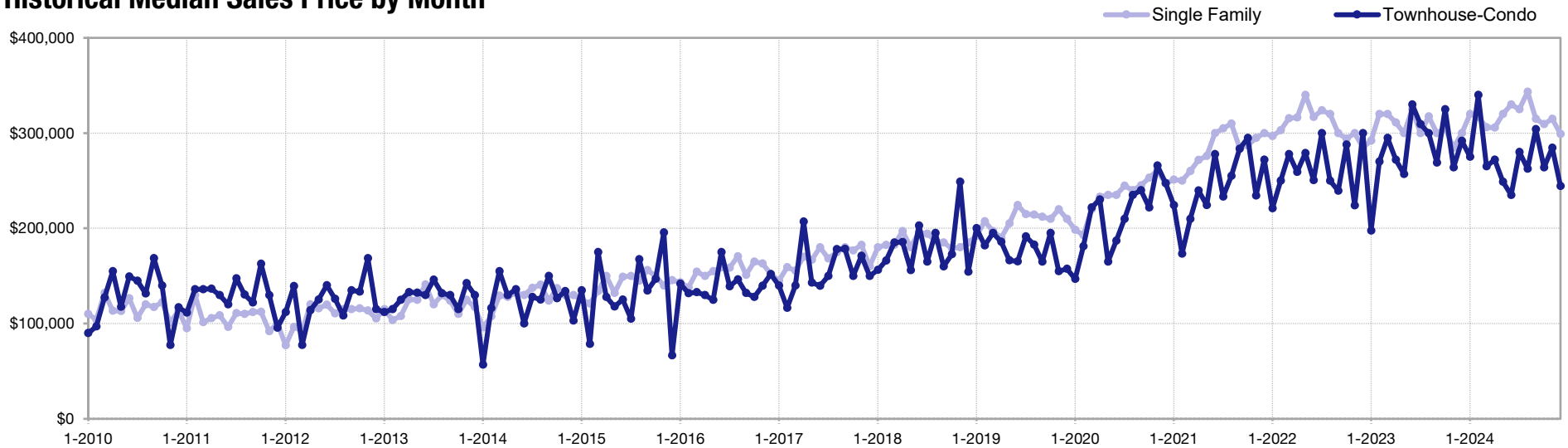


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2024	\$320,000	+9.6%	\$275,000	+39.2%
Feb-2024	\$317,000	-0.9%	\$340,000	+25.9%
Mar-2024	\$306,000	-4.4%	\$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%
Jul-2024	\$325,000	+8.3%	\$280,000	-9.5%
Aug-2024	\$343,445	+8.2%	\$262,450	-12.5%
Sep-2024	\$315,000	+5.0%	\$304,000	+13.1%
Oct-2024	\$309,500	+1.5%	\$264,000	-18.8%
Nov-2024	\$314,900	+10.7%	\$284,500	+7.8%
Dec-2024	\$299,000	-0.3%	\$244,500	-16.2%

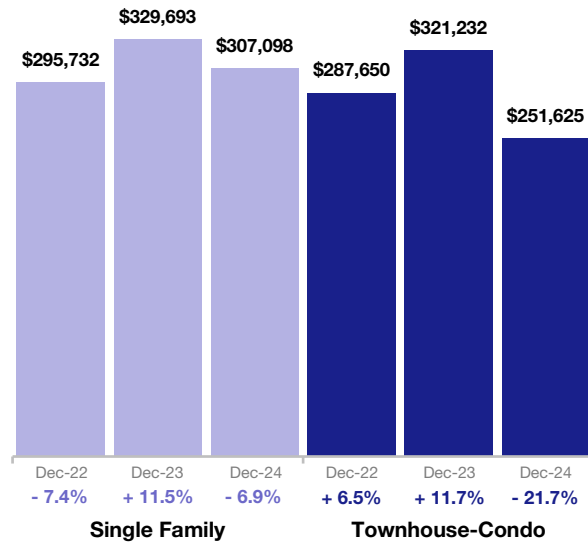
Historical Median Sales Price by Month



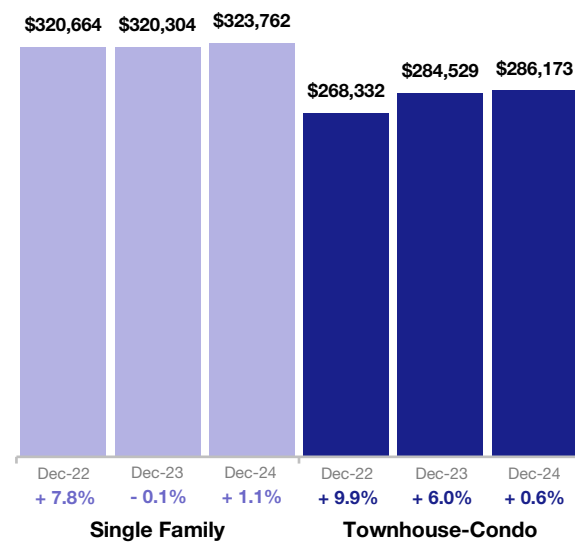
Average Sales Price



December

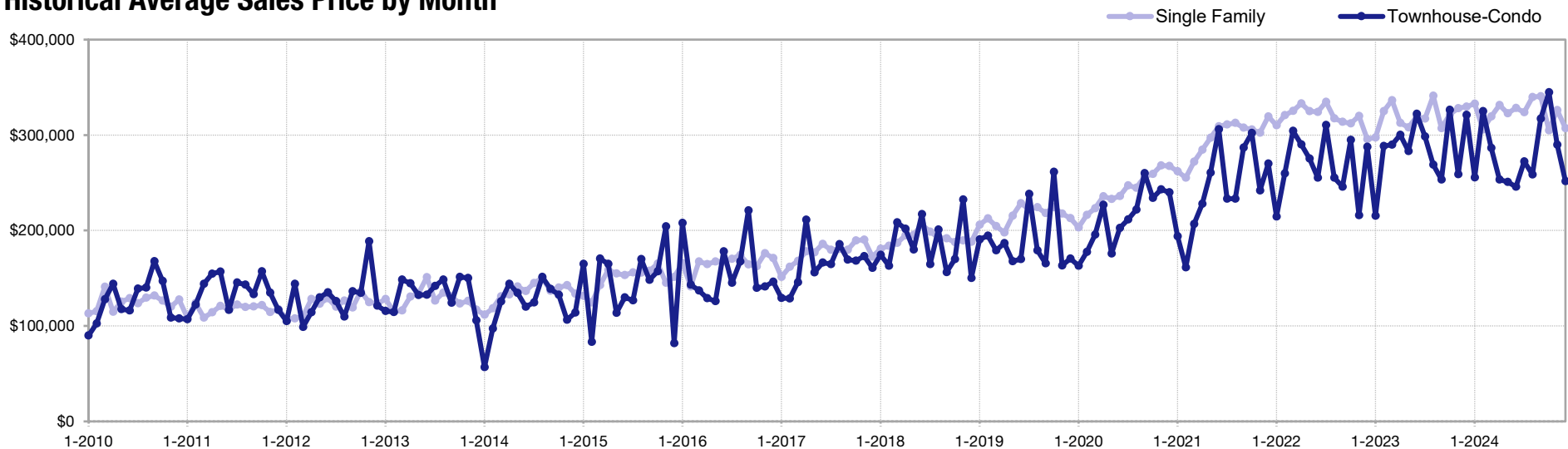


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2024	\$332,779	+11.9%	\$255,667	+18.6%
Feb-2024	\$305,887	-5.9%	\$325,057	+12.7%
Mar-2024	\$319,417	-5.1%	\$286,544	-1.2%
Apr-2024	\$331,505	+6.0%	\$253,475	-15.5%
May-2024	\$322,774	+4.8%	\$250,929	-11.4%
Jun-2024	\$328,440	+2.8%	\$245,900	-23.7%
Jul-2024	\$323,842	+2.1%	\$272,438	-8.8%
Aug-2024	\$339,777	-0.4%	\$258,675	-3.8%
Sep-2024	\$340,581	+10.9%	\$317,185	+25.2%
Oct-2024	\$304,896	-5.2%	\$344,878	+5.7%
Nov-2024	\$326,078	-0.6%	\$290,000	+12.0%
Dec-2024	\$307,098	-6.9%	\$251,625	-21.7%

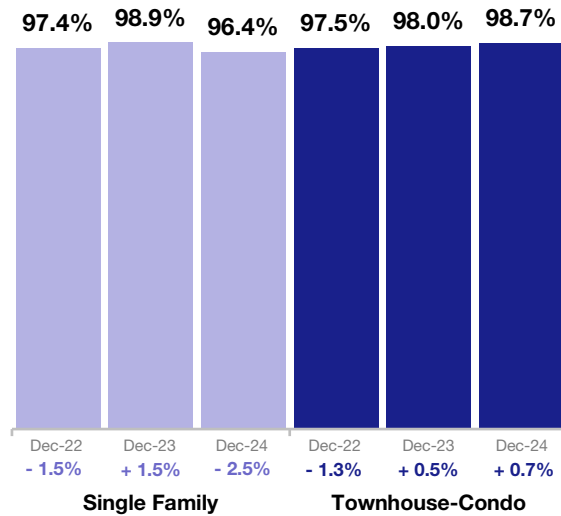
Historical Average Sales Price by Month



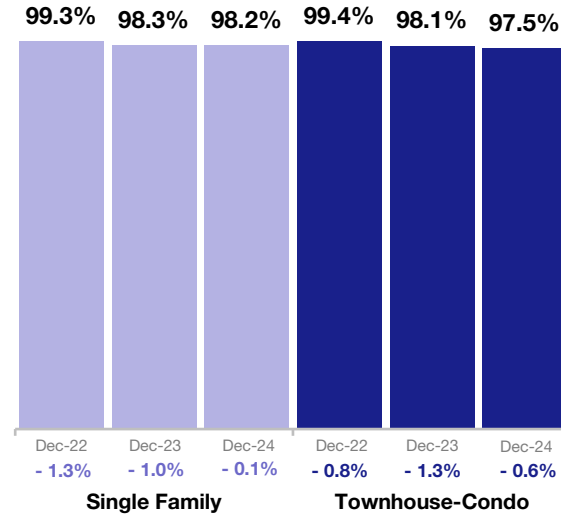
Percent of List Price Received



December

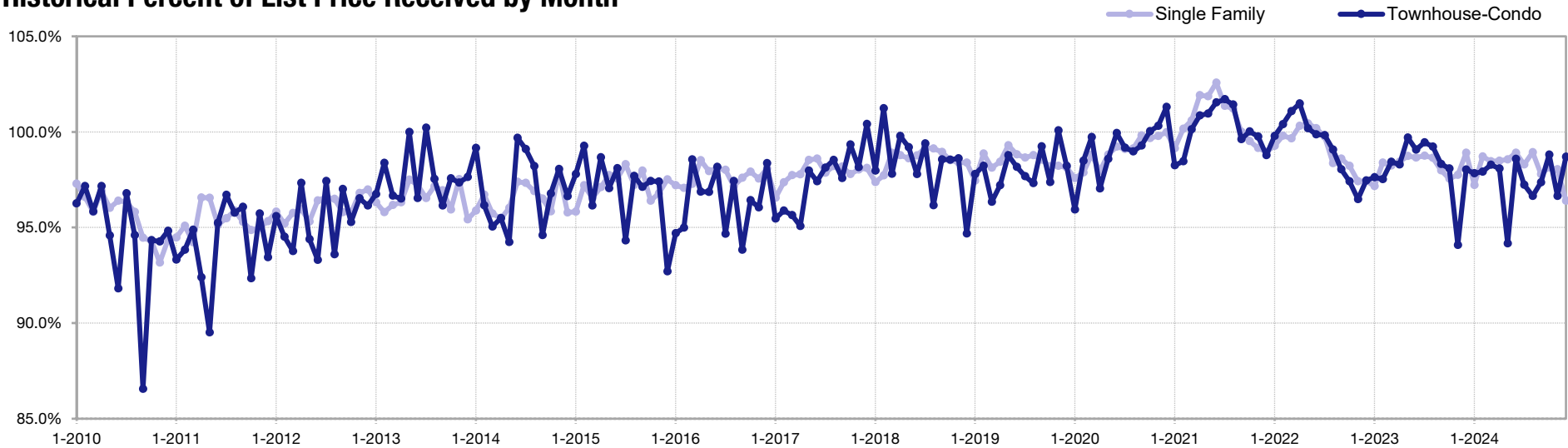


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	98.5%	+0.1%	98.1%	-0.2%
May-2024	98.6%	-0.1%	94.2%	-5.5%
Jun-2024	98.9%	+0.2%	98.6%	-0.5%
Jul-2024	98.3%	-0.5%	97.2%	-2.2%
Aug-2024	98.9%	+0.3%	96.7%	-2.5%
Sep-2024	97.8%	-0.2%	97.4%	-0.9%
Oct-2024	98.1%	+0.5%	98.8%	+0.7%
Nov-2024	98.0%	+0.2%	96.6%	+2.7%
Dec-2024	96.4%	-2.5%	98.7%	+0.7%

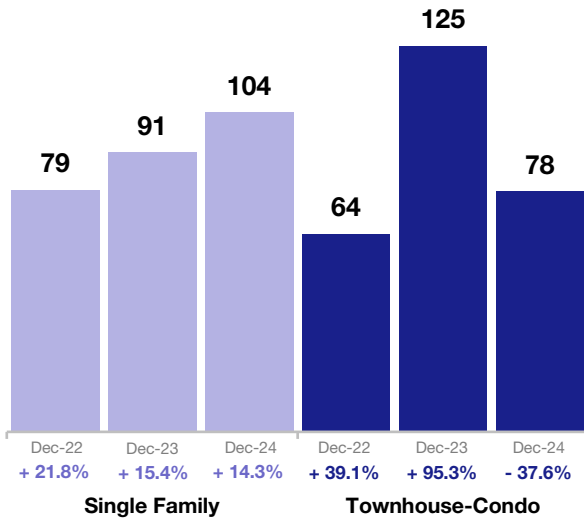
Historical Percent of List Price Received by Month



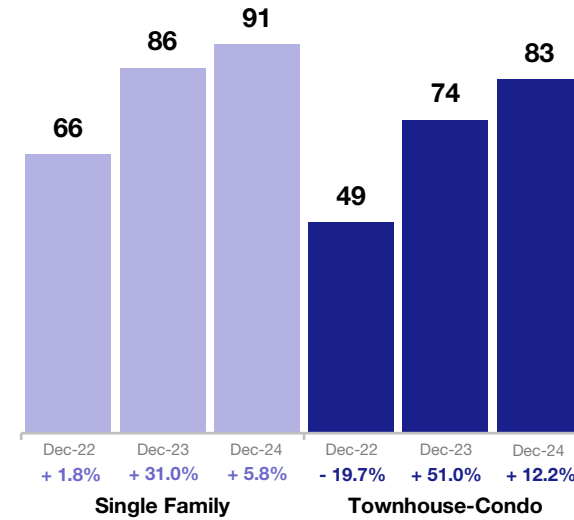
Days on Market Until Sale



December

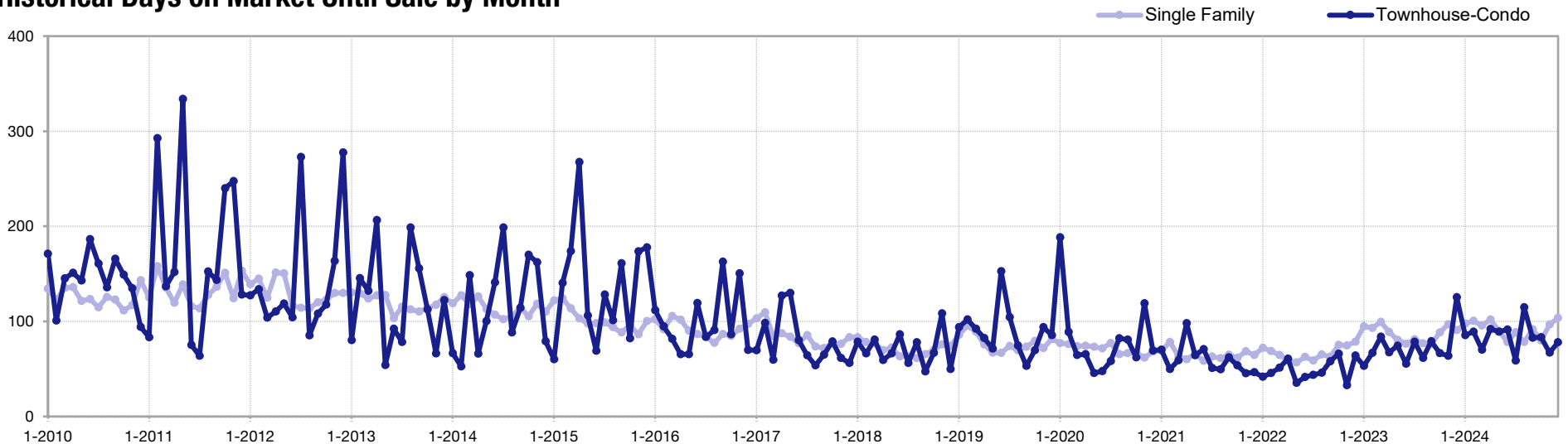


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2024	98	+3.2%	86	+62.3%
Feb-2024	101	+8.6%	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%
Jul-2024	89	+9.9%	59	-25.3%
Aug-2024	78	+1.3%	115	+85.5%
Sep-2024	92	+21.1%	83	+5.1%
Oct-2024	80	-9.1%	83	+23.9%
Nov-2024	97	0.0%	67	+4.7%
Dec-2024	104	+14.3%	78	-37.6%

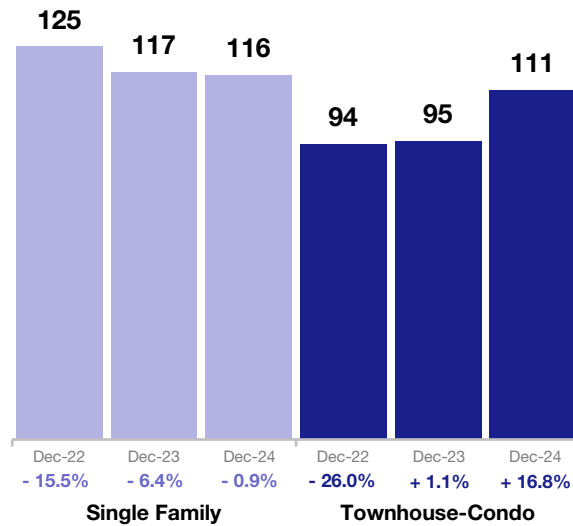
Historical Days on Market Until Sale by Month



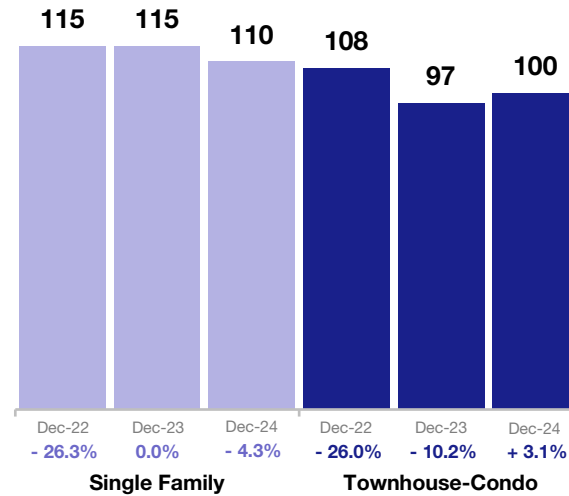
Housing Affordability Index



December

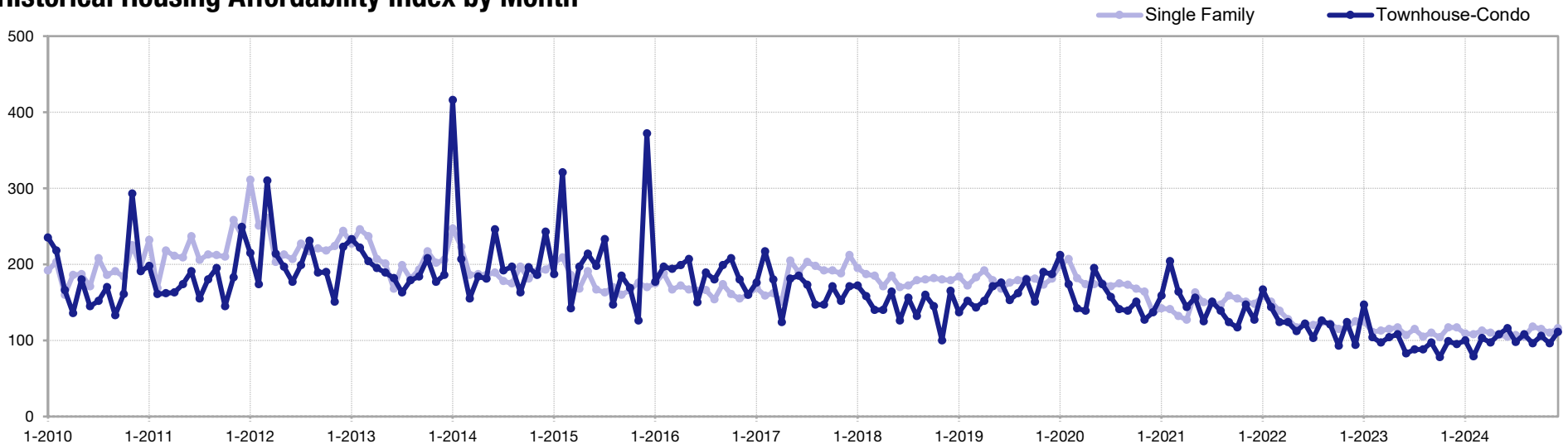


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2024	109	-12.8%	100	-32.0%
Feb-2024	108	-2.7%	79	-24.0%
Mar-2024	113	0.0%	103	+6.2%
Apr-2024	110	-4.3%	97	-6.7%
May-2024	107	-8.5%	108	0.0%
Jun-2024	105	-1.9%	116	+39.8%
Jul-2024	107	-7.0%	98	+11.4%
Aug-2024	105	0.0%	108	+22.7%
Sep-2024	118	+7.3%	96	-1.0%
Oct-2024	115	+10.6%	106	+35.9%
Nov-2024	110	-6.0%	96	-3.0%
Dec-2024	116	-0.9%	111	+16.8%

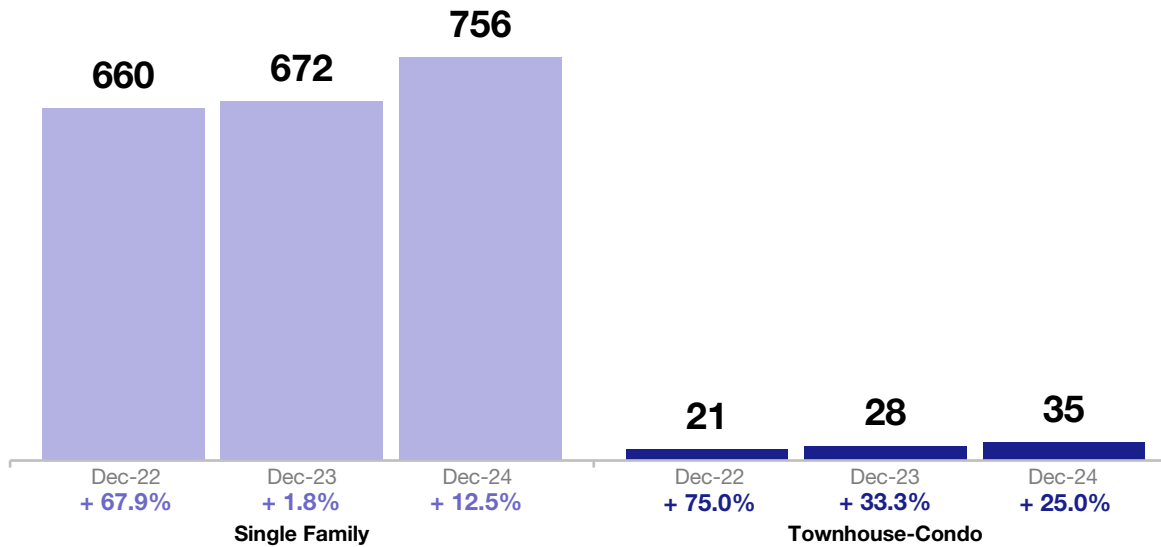
Historical Housing Affordability Index by Month



Inventory of Active Listings

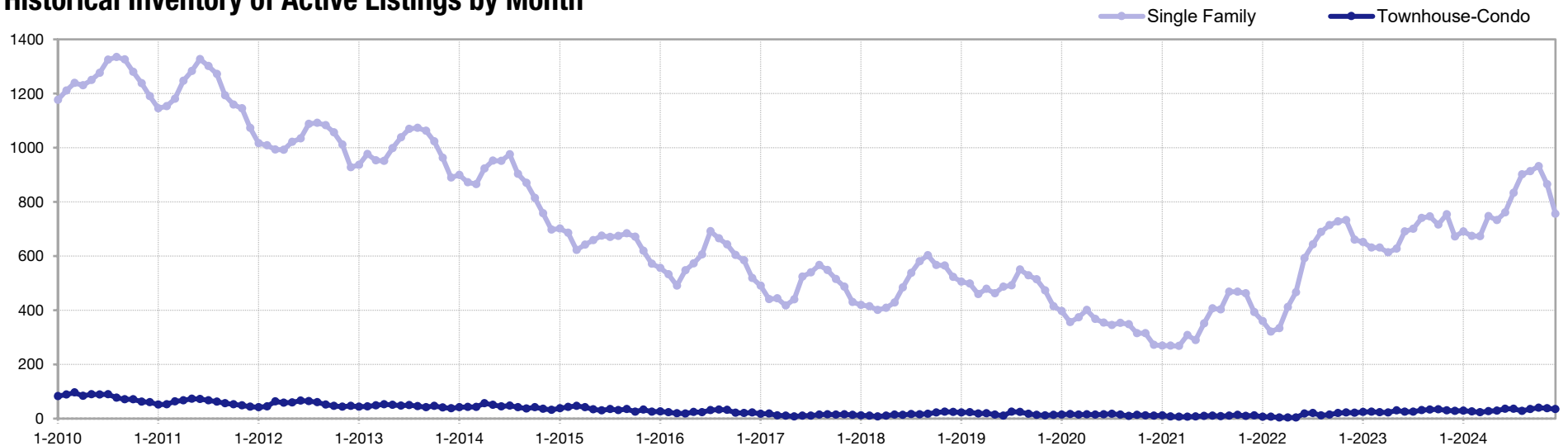


December



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2024	691	+6.0%	29	+20.8%
Feb-2024	674	+6.8%	26	+4.0%
Mar-2024	673	+6.7%	23	0.0%
Apr-2024	747	+21.7%	27	+22.7%
May-2024	733	+16.9%	29	-3.3%
Jun-2024	761	+10.1%	36	+44.0%
Jul-2024	833	+19.0%	36	+44.0%
Aug-2024	901	+21.8%	28	-9.7%
Sep-2024	913	+22.4%	35	+6.1%
Oct-2024	932	+30.2%	40	+17.6%
Nov-2024	865	+14.7%	38	+26.7%
Dec-2024	756	+12.5%	35	+25.0%

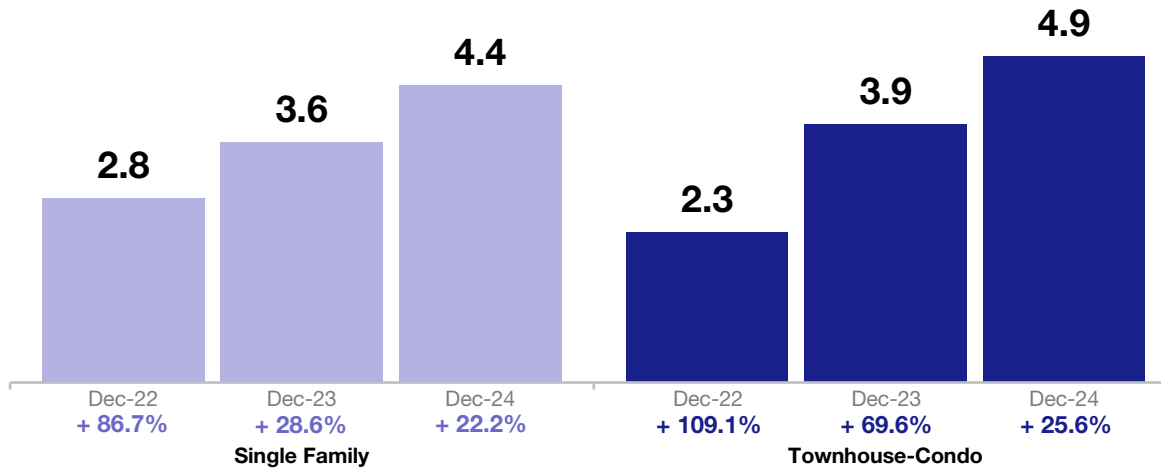
Historical Inventory of Active Listings by Month



Months Supply of Inventory

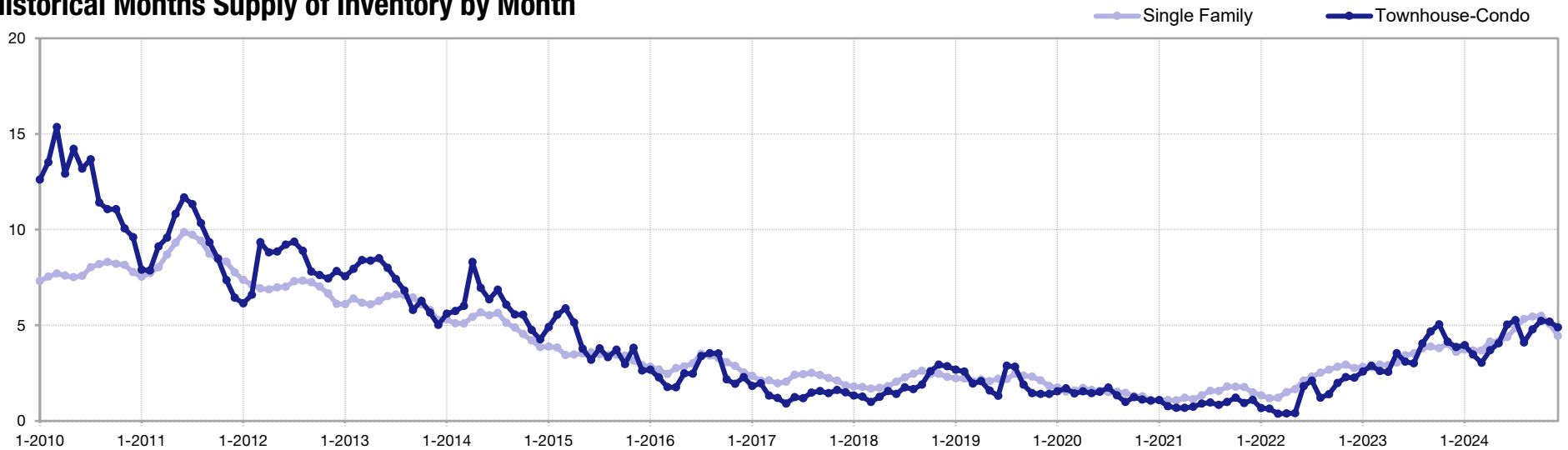


December



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2024	3.7	+32.1%	4.0	+53.8%
Feb-2024	3.7	+32.1%	3.5	+20.7%
Mar-2024	3.7	+27.6%	3.0	+15.4%
Apr-2024	4.1	+41.4%	3.7	+42.3%
May-2024	4.1	+36.7%	4.0	+14.3%
Jun-2024	4.4	+29.4%	5.0	+61.3%
Jul-2024	4.8	+37.1%	5.3	+76.7%
Aug-2024	5.3	+39.5%	4.1	+2.5%
Sep-2024	5.4	+38.5%	4.8	+2.1%
Oct-2024	5.5	+44.7%	5.2	+4.0%
Nov-2024	5.1	+27.5%	5.2	+26.8%
Dec-2024	4.4	+22.2%	4.9	+25.6%

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.



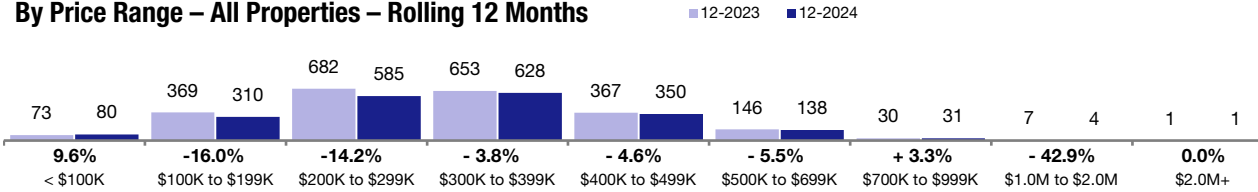
Key Metrics	Historical Sparkbars	12-2023	12-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		155	192	+ 23.9%	3,462	3,560	+ 2.8%
Pending Sales		141	125	- 11.3%	2,347	2,121	- 9.6%
Sold Listings		154	146	- 5.2%	2,328	2,127	- 8.6%
Median Sales Price		\$300,000	\$295,000	- 1.7%	\$305,000	\$313,750	+ 2.9%
Avg. Sales Price		\$329,361	\$305,568	- 7.2%	\$318,965	\$322,240	+ 1.0%
Pct. of List Price Received		98.9%	96.5%	- 2.4%	98.3%	98.2%	- 0.1%
Days on Market		92	103	+ 12.0%	85	91	+ 7.1%
Affordability Index		117	118	+ 0.9%	115	111	- 3.5%
Active Listings		700	791	+ 13.0%	--	--	--
Months Supply		3.6	4.5	+ 25.0%	--	--	--

Sold Listings

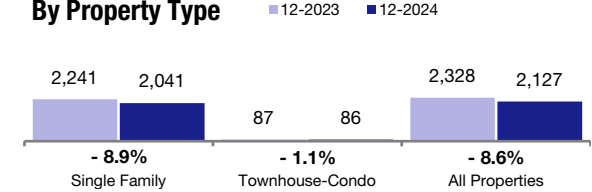
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	12-2023	12-2024	Change	12-2023	12-2024	Change
\$99,999 and Below	73	80	+ 9.6%	0	0	--
\$100,000 to \$199,999	357	300	- 16.0%	12	10	- 16.7%
\$200,000 to \$299,999	641	541	- 15.6%	41	44	+ 7.3%
\$300,000 to \$399,999	626	602	- 3.8%	27	26	- 3.7%
\$400,000 to \$499,999	361	346	- 4.2%	6	4	- 33.3%
\$500,000 to \$699,999	145	137	- 5.5%	1	1	0.0%
\$700,000 to \$999,999	30	30	0.0%	0	1	--
\$1,000,000 to \$1,999,999	7	4	- 42.9%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	2,241	2,041	- 8.9%	87	86	- 1.1%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	11-2024	12-2024	Change	11-2024	12-2024	Change
\$99,999 and Below	7	10	+ 42.9%	0	0	--
\$100,000 to \$199,999	24	19	- 20.8%	0	0	--
\$200,000 to \$299,999	38	44	+ 15.8%	4	4	0.0%
\$300,000 to \$399,999	36	41	+ 13.9%	2	0	- 100.0%
\$400,000 to \$499,999	30	16	- 46.7%	0	0	--
\$500,000 to \$699,999	13	9	- 30.8%	0	0	--
\$700,000 to \$999,999	3	3	0.0%	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	151	142	- 6.0%	6	4	- 33.3%

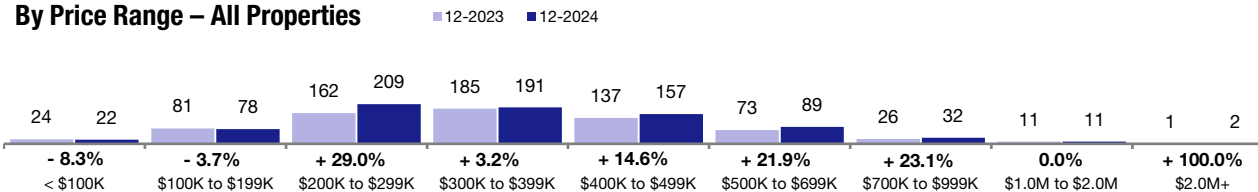
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	12-2023	12-2024	Change	12-2023	12-2024	Change
\$99,999 and Below	73	80	+ 9.6%	0	0	--
\$100,000 to \$199,999	357	300	- 16.0%	12	10	- 16.7%
\$200,000 to \$299,999	641	541	- 15.6%	41	44	+ 7.3%
\$300,000 to \$399,999	626	602	- 3.8%	27	26	- 3.7%
\$400,000 to \$499,999	361	346	- 4.2%	6	4	- 33.3%
\$500,000 to \$699,999	145	137	- 5.5%	1	1	0.0%
\$700,000 to \$999,999	30	30	0.0%	0	1	--
\$1,000,000 to \$1,999,999	7	4	- 42.9%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	2,241	2,041	- 8.9%	87	86	- 1.1%

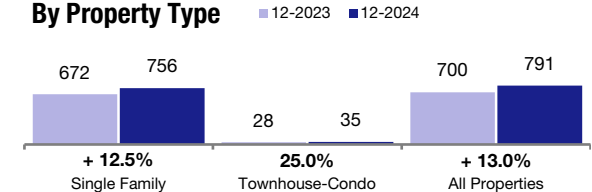
Inventory of Active Listings

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		
	12-2023	12-2024	Change	12-2023	12-2024	Change
\$99,999 and Below	24	22	- 8.3%	0	0	--
\$100,000 to \$199,999	79	75	- 5.1%	2	3	+ 50.0%
\$200,000 to \$299,999	151	193	+ 27.8%	11	16	+ 45.5%
\$300,000 to \$399,999	171	180	+ 5.3%	14	11	- 21.4%
\$400,000 to \$499,999	136	154	+ 13.2%	1	3	+ 200.0%
\$500,000 to \$699,999	73	88	+ 20.5%	0	1	--
\$700,000 to \$999,999	26	31	+ 19.2%	0	1	--
\$1,000,000 to \$1,999,999	11	11	0.0%	0	0	--
\$2,000,000 and Above	1	2	+ 100.0%	0	0	--
All Price Ranges	672	756	+ 12.5%	28	35	+ 25.0%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	11-2024	12-2024	Change	11-2024	12-2024	Change
\$99,999 and Below	27	22	- 18.5%	0	0	--
\$100,000 to \$199,999	92	75	- 18.5%	2	3	+ 50.0%
\$200,000 to \$299,999	209	193	- 7.7%	18	16	- 11.1%
\$300,000 to \$399,999	207	180	- 13.0%	13	11	- 15.4%
\$400,000 to \$499,999	166	154	- 7.2%	3	3	0.0%
\$500,000 to \$699,999	112	88	- 21.4%	1	1	0.0%
\$700,000 to \$999,999	37	31	- 16.2%	1	1	0.0%
\$1,000,000 to \$1,999,999	14	11	- 21.4%	0	0	--
\$2,000,000 and Above	1	2	+ 100.0%	0	0	--
All Price Ranges	865	756	- 12.6%	38	35	- 7.9%

Year to Date

By Price Range	Single Family			Townhouse-Condo		
	12-2023	12-2024	Change	12-2023	12-2024	Change
\$99,999 and Below	27	22	- 18.5%	0	0	--
\$100,000 to \$199,999	92	75	- 18.5%	2	3	+ 50.0%
\$200,000 to \$299,999	209	193	- 7.7%	18	16	- 11.1%
\$300,000 to \$399,999	207	180	- 13.0%	13	11	- 15.4%
\$400,000 to \$499,999	166	154	- 7.2%	3	3	0.0%
\$500,000 to \$699,999	112	88	- 21.4%	1	1	0.0%
\$700,000 to \$999,999	37	31	- 16.2%	1	1	0.0%
\$1,000,000 to \$1,999,999	14	11	- 21.4%	0	0	--
\$2,000,000 and Above	1	2	+ 100.0%	0	0	--
All Price Ranges	865	756	- 12.6%	38	35	- 7.9%

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

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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

Local Market Update for December 2024

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Pueblo County

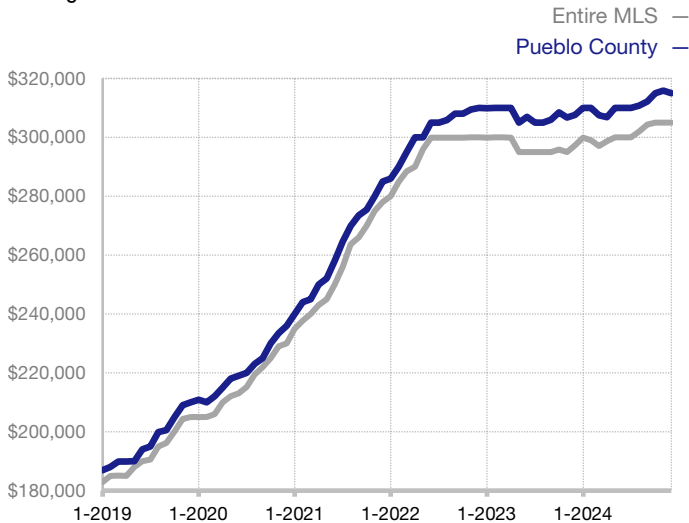
Single Family	December			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 12-2023	Thru 12-2024	Percent Change from Previous Year
Key Metrics						
New Listings	150	184	+ 22.7%	3,249	3,382	+ 4.1%
Sold Listings	144	141	- 2.1%	2,200	2,019	- 8.2%
Median Sales Price*	\$300,000	\$297,450	- 0.8%	\$307,600	\$315,000	+ 2.4%
Average Sales Price*	\$340,415	\$307,156	- 9.8%	\$321,299	\$323,206	+ 0.6%
Percent of List Price Received*	99.0%	96.4%	- 2.6%	98.4%	98.2%	- 0.2%
Days on Market Until Sale	91	104	+ 14.3%	86	91	+ 5.8%
Inventory of Homes for Sale	655	746	+ 13.9%	--	--	--
Months Supply of Inventory	3.6	4.4	+ 22.2%	--	--	--

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

Townhouse/Condo	December			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 12-2023	Thru 12-2024	Percent Change from Previous Year
Key Metrics						
New Listings	4	5	+ 25.0%	140	136	- 2.9%
Sold Listings	4	4	0.0%	84	84	0.0%
Median Sales Price*	\$289,750	\$244,500	- 15.6%	\$285,000	\$270,000	- 5.3%
Average Sales Price*	\$297,125	\$251,625	- 15.3%	\$282,680	\$279,237	- 1.2%
Percent of List Price Received*	99.5%	98.7%	- 0.8%	98.2%	97.4%	- 0.8%
Days on Market Until Sale	86	78	- 9.3%	70	83	+ 18.6%
Inventory of Homes for Sale	26	34	+ 30.8%	--	--	--
Months Supply of Inventory	3.7	4.9	+ 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.

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for December 2024

A Research Tool Provided by the Colorado Association of REALTORS®



Arkansas Valley/Otero County

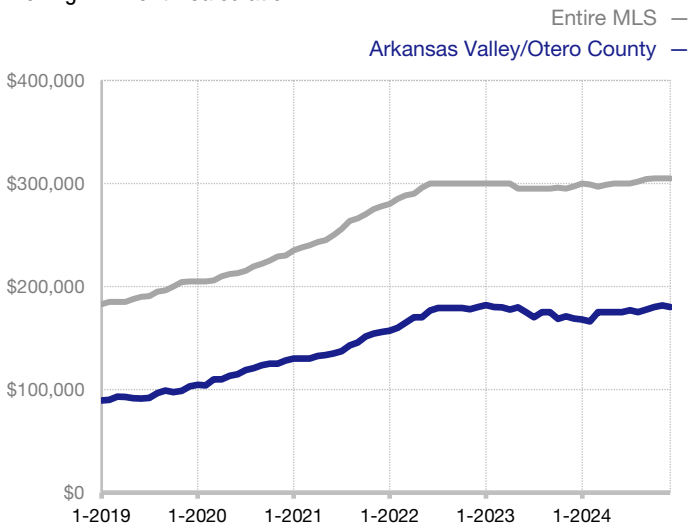
Single Family	December			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 12-2023	Thru 12-2024	Percent Change from Previous Year
Key Metrics						
New Listings	24	33	+ 37.5%	559	531	- 5.0%
Sold Listings	29	23	- 20.7%	375	338	- 9.9%
Median Sales Price*	\$209,000	\$175,000	- 16.3%	\$169,000	\$180,000	+ 6.5%
Average Sales Price*	\$213,936	\$198,878	- 7.0%	\$185,989	\$197,459	+ 6.2%
Percent of List Price Received*	92.1%	96.9%	+ 5.2%	93.5%	94.5%	+ 1.1%
Days on Market Until Sale	108	103	- 4.6%	106	121	+ 14.2%
Inventory of Homes for Sale	171	195	+ 14.0%	--	--	--
Months Supply of Inventory	5.5	6.9	+ 25.5%	--	--	--

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

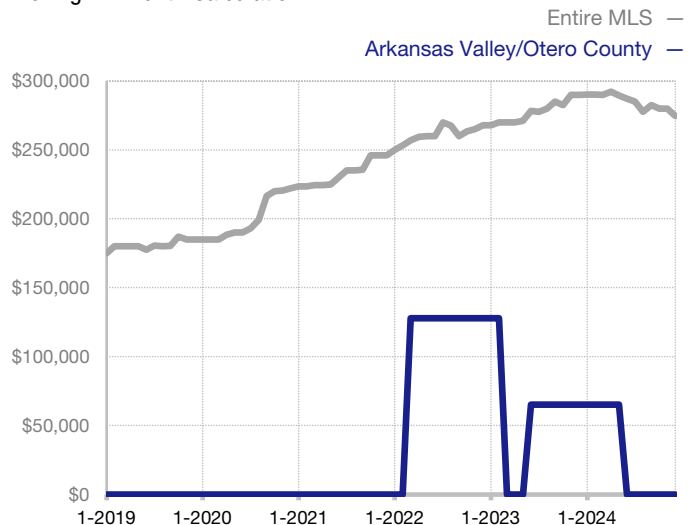
Townhouse/Condo	December			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 12-2023	Thru 12-2024	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$65,000	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$65,000	\$0	- 100.0%
Percent of List Price Received*	0.0%	0.0%	--	72.2%	0.0%	- 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 December 2024

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Fowler

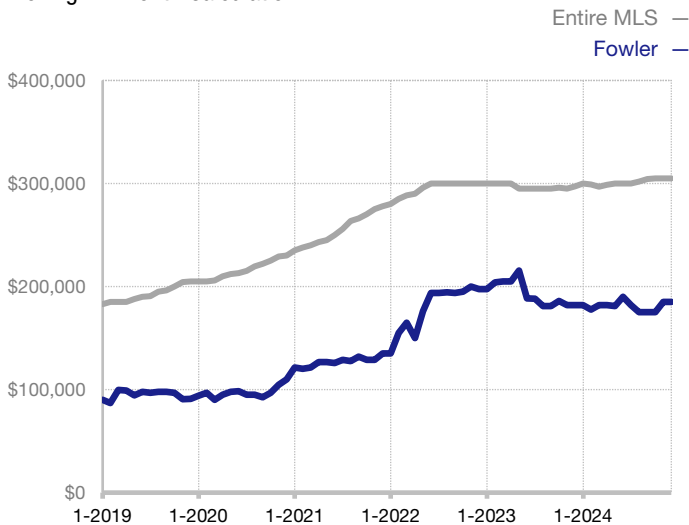
Single Family	December			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 12-2023	Thru 12-2024	Percent Change from Previous Year
Key Metrics						
New Listings	1	2	+ 100.0%	32	39	+ 21.9%
Sold Listings	0	2	--	21	25	+ 19.0%
Median Sales Price*	\$0	\$187,000	--	\$182,000	\$185,000	+ 1.6%
Average Sales Price*	\$0	\$187,000	--	\$183,081	\$177,380	- 3.1%
Percent of List Price Received*	0.0%	95.2%	--	92.8%	94.6%	+ 1.9%
Days on Market Until Sale	0	68	--	153	110	- 28.1%
Inventory of Homes for Sale	8	11	+ 37.5%	--	--	--
Months Supply of Inventory	3.4	4.4	+ 29.4%	--	--	--

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

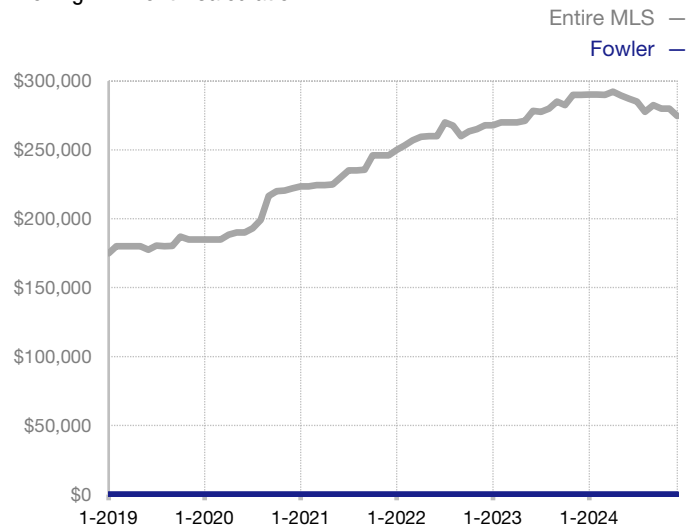
Townhouse/Condo	December			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 12-2023	Thru 12-2024	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for December 2024

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Huerfano County

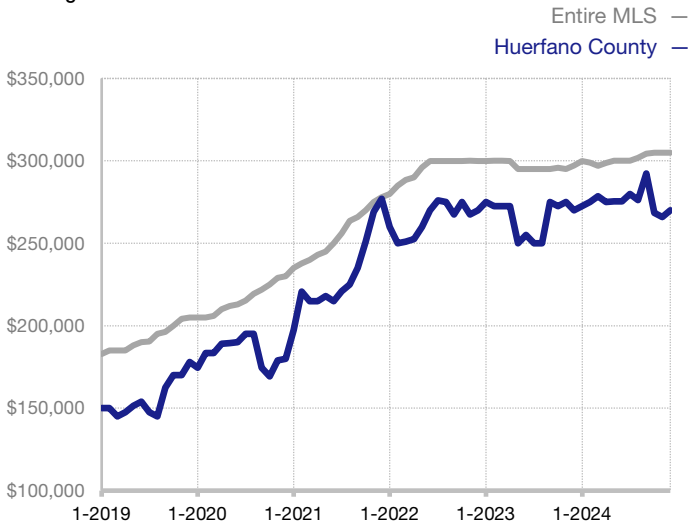
Single Family	December			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 12-2023	Thru 12-2024	Percent Change from Previous Year
Key Metrics						
New Listings	4	3	- 25.0%	146	106	- 27.4%
Sold Listings	4	4	0.0%	79	68	- 13.9%
Median Sales Price*	\$174,250	\$163,000	- 6.5%	\$270,000	\$270,000	0.0%
Average Sales Price*	\$175,372	\$175,250	- 0.1%	\$324,656	\$339,752	+ 4.6%
Percent of List Price Received*	94.1%	95.3%	+ 1.3%	94.4%	94.7%	+ 0.3%
Days on Market Until Sale	251	143	- 43.0%	152	186	+ 22.4%
Inventory of Homes for Sale	63	47	- 25.4%	--	--	--
Months Supply of Inventory	9.6	8.3	- 13.5%	--	--	--

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

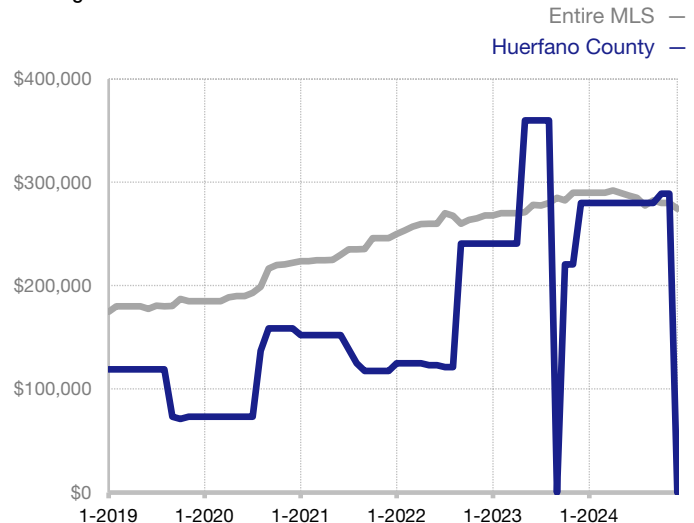
Townhouse/Condo	December			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 12-2023	Thru 12-2024	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	3	1	- 66.7%
Sold Listings	1	0	- 100.0%	3	0	- 100.0%
Median Sales Price*	\$289,000	\$0	- 100.0%	\$280,000	\$0	- 100.0%
Average Sales Price*	\$289,000	\$0	- 100.0%	\$243,333	\$0	- 100.0%
Percent of List Price Received*	90.3%	0.0%	- 100.0%	96.0%	0.0%	- 100.0%
Days on Market Until Sale	251	0	- 100.0%	227	0	- 100.0%
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	0.7	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 December 2024

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La Junta

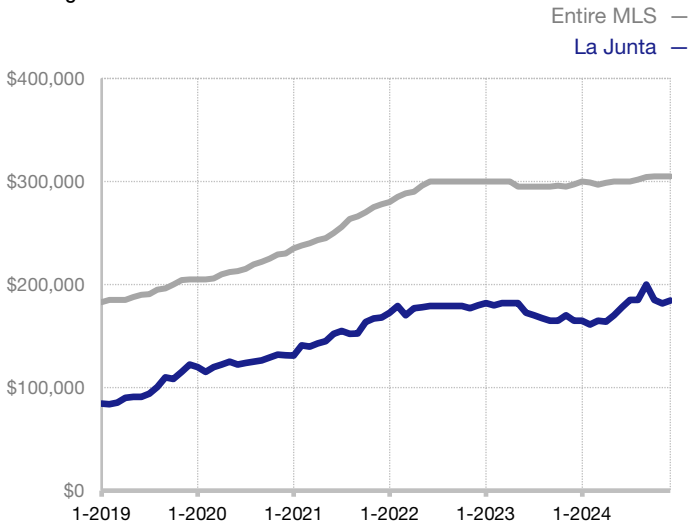
Single Family	December			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 12-2023	Thru 12-2024	Percent Change from Previous Year
Key Metrics						
New Listings	3	4	+ 33.3%	150	126	- 16.0%
Sold Listings	8	6	- 25.0%	85	94	+ 10.6%
Median Sales Price*	\$131,500	\$166,750	+ 26.8%	\$165,000	\$184,500	+ 11.8%
Average Sales Price*	\$134,500	\$185,083	+ 37.6%	\$176,057	\$200,550	+ 13.9%
Percent of List Price Received*	89.2%	97.0%	+ 8.7%	94.0%	93.1%	- 1.0%
Days on Market Until Sale	96	102	+ 6.3%	95	123	+ 29.5%
Inventory of Homes for Sale	50	40	- 20.0%	--	--	--
Months Supply of Inventory	7.1	5.1	- 28.2%	--	--	--

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

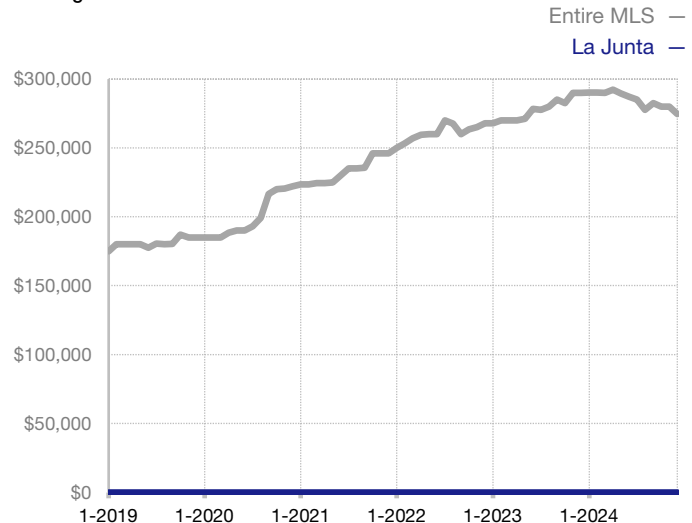
Townhouse/Condo	December			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 12-2023	Thru 12-2024	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for December 2024

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Lamar

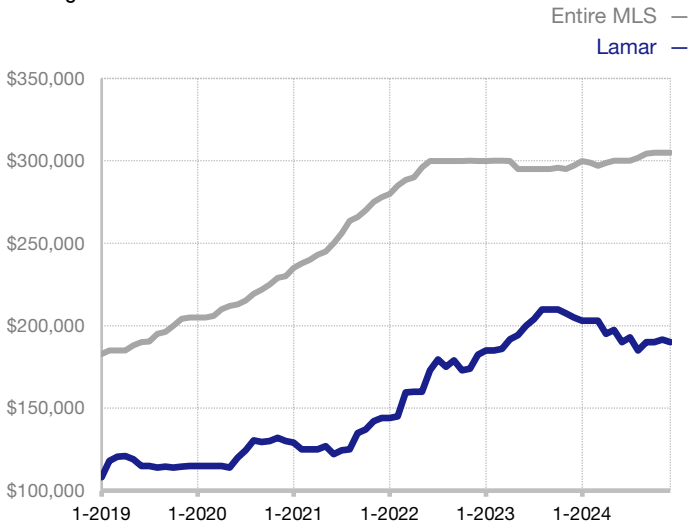
Key Metrics	December			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 12-2023	Thru 12-2024	Percent Change from Previous Year
New Listings	3	8	+ 166.7%	82	87	+ 6.1%
Sold Listings	3	3	0.0%	69	58	- 15.9%
Median Sales Price*	\$219,500	\$175,000	- 20.3%	\$205,000	\$190,000	- 7.3%
Average Sales Price*	\$234,883	\$179,000	- 23.8%	\$230,901	\$196,607	- 14.9%
Percent of List Price Received*	97.3%	99.3%	+ 2.1%	95.5%	93.9%	- 1.7%
Days on Market Until Sale	75	93	+ 24.0%	91	96	+ 5.5%
Inventory of Homes for Sale	16	32	+ 100.0%	--	--	--
Months Supply of Inventory	2.8	6.6	+ 135.7%	--	--	--

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

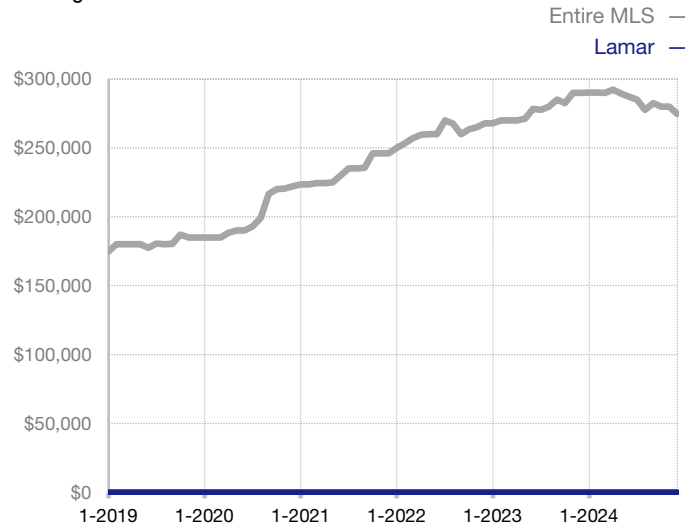
Key Metrics	December			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 12-2023	Thru 12-2024	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price 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 December 2024

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Las Animas

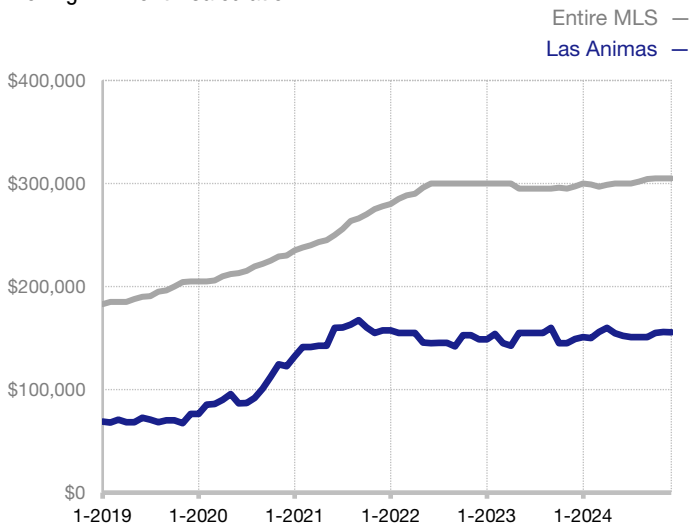
Single Family	December			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 12-2023	Thru 12-2024	Percent Change from Previous Year
Key Metrics						
New Listings	3	1	- 66.7%	45	42	- 6.7%
Sold Listings	3	0	- 100.0%	31	26	- 16.1%
Median Sales Price*	\$160,000	\$0	- 100.0%	\$149,000	\$155,500	+ 4.4%
Average Sales Price*	\$188,667	\$0	- 100.0%	\$163,110	\$144,673	- 11.3%
Percent of List Price Received*	92.4%	0.0%	- 100.0%	91.8%	91.5%	- 0.3%
Days on Market Until Sale	66	0	- 100.0%	111	102	- 8.1%
Inventory of Homes for Sale	14	17	+ 21.4%	--	--	--
Months Supply of Inventory	5.0	6.5	+ 30.0%	--	--	--

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

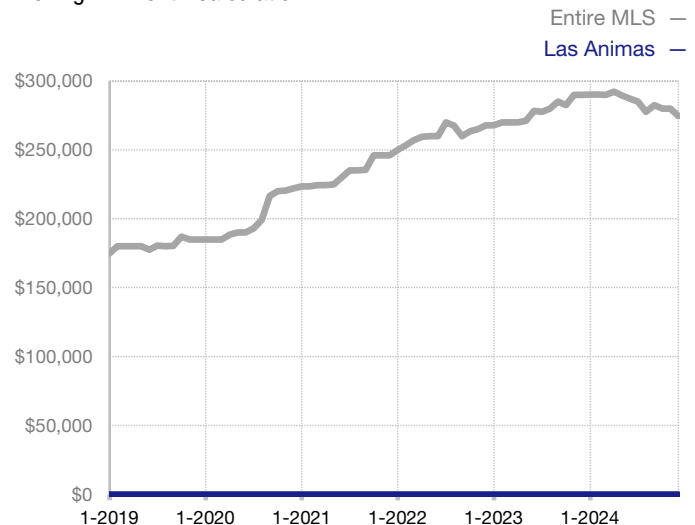
Townhouse/Condo	December			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 12-2023	Thru 12-2024	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for December 2024

A Research Tool Provided by the Colorado Association of REALTORS®



Manzanola

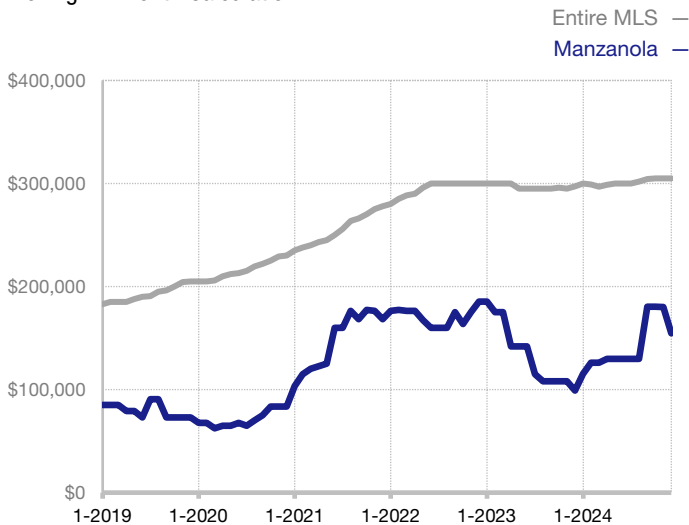
Single Family	December			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 12-2023	Thru 12-2024	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	16	11	- 31.3%
Sold Listings	1	0	- 100.0%	10	6	- 40.0%
Median Sales Price*	\$385,000	\$0	- 100.0%	\$99,000	\$154,750	+ 56.3%
Average Sales Price*	\$385,000	\$0	- 100.0%	\$135,450	\$495,167	+ 265.6%
Percent of List Price Received*	98.7%	0.0%	- 100.0%	89.7%	100.2%	+ 11.7%
Days on Market Until Sale	225	0	- 100.0%	93	76	- 18.3%
Inventory of Homes for Sale	0	3	--	--	--	--
Months Supply of Inventory	0.0	2.5	--	--	--	--

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

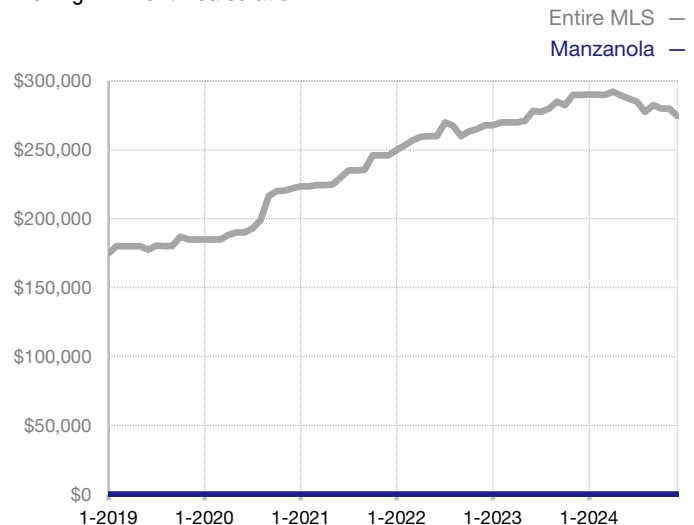
Townhouse/Condo	December			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 12-2023	Thru 12-2024	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for December 2024

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Rocky Ford

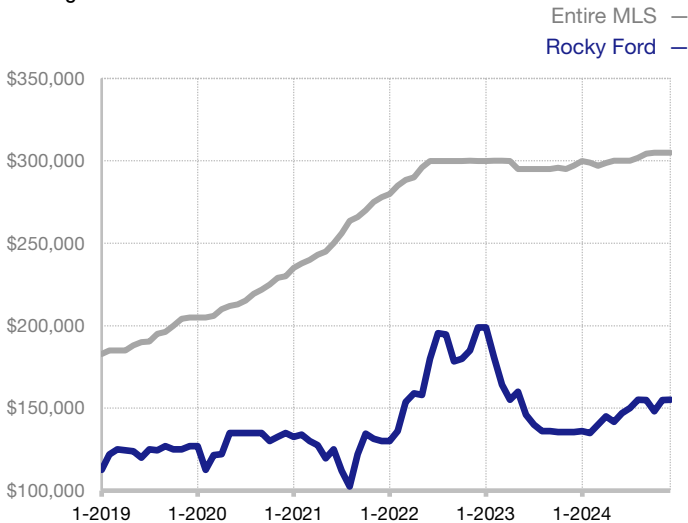
Single Family	December			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 12-2023	Thru 12-2024	Percent Change from Previous Year
Key Metrics						
New Listings	2	6	+ 200.0%	68	62	- 8.8%
Sold Listings	3	4	+ 33.3%	48	37	- 22.9%
Median Sales Price*	\$200,000	\$165,000	- 17.5%	\$135,500	\$155,000	+ 14.4%
Average Sales Price*	\$212,667	\$203,975	- 4.1%	\$152,450	\$179,765	+ 17.9%
Percent of List Price Received*	89.3%	97.8%	+ 9.5%	92.1%	96.1%	+ 4.3%
Days on Market Until Sale	179	157	- 12.3%	99	142	+ 43.4%
Inventory of Homes for Sale	16	22	+ 37.5%	--	--	--
Months Supply of Inventory	4.0	7.1	+ 77.5%	--	--	--

* 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	December			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 12-2023	Thru 12-2024	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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

