

# Monthly Indicators



## June 2024

Percent changes calculated using year-over-year comparisons.

New Listings were down 15.6 percent for single family homes but increased 40.0 percent for townhouse-condo properties. Pending Sales decreased 12.6 percent for single family homes and 58.3 percent for townhouse-condo properties.

The Median Sales Price was up 1.6 percent to \$330,000 for single family homes but decreased 28.8 percent to \$235,000 for townhouse-condo properties. Days on Market increased 1.3 percent for single family homes and 65.5 percent for townhouse-condo properties.

Nationally, total housing inventory grew 6.7% month-over-month to 1.28 million units heading into June, for a 3.7 months' supply at the current sales pace, according to NAR. However, the increase in supply has yet to temper home prices, which have continued to rise nationwide. At last measure, the median existing-home price climbed to \$419,300, a 5.8% increase from the same period last year and a record high for the month.

## Activity Snapshot

<b>- 22.2%</b>	<b>+ 0.5%</b>	<b>+ 2.3%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> All Properties

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

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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	6-2023	6-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>New Listings</b>		360	<b>304</b>	- 15.6%	1,777	<b>1,715</b>	- 3.5%
<b>Pending Sales</b>		215	<b>188</b>	- 12.6%	1,282	<b>1,106</b>	- 13.7%
<b>Sold Listings</b>		234	<b>181</b>	- 22.6%	1,189	<b>1,022</b>	- 14.0%
<b>Median Sales Price</b>		\$324,950	<b>\$330,000</b>	+ 1.6%	\$314,453	<b>\$315,000</b>	+ 0.2%
<b>Avg. Sales Price</b>		\$319,527	<b>\$329,048</b>	+ 3.0%	\$316,909	<b>\$323,761</b>	+ 2.2%
<b>Pct. of List Price Received</b>		98.7%	<b>98.6%</b>	- 0.1%	98.4%	<b>98.4%</b>	0.0%
<b>Days on Market</b>		76	<b>77</b>	+ 1.3%	88	<b>93</b>	+ 5.7%
<b>Affordability Index</b>		87	<b>84</b>	- 3.4%	90	<b>88</b>	- 2.2%
<b>Active Listings</b>		686	<b>695</b>	+ 1.3%	--	<b>--</b>	--
<b>Months Supply</b>		3.4	<b>4.0</b>	+ 17.6%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

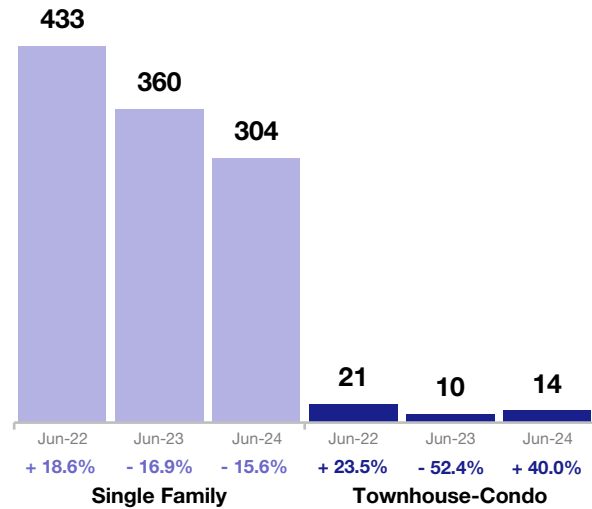


Key Metrics	Historical Sparkbars	6-2023	6-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>New Listings</b>		10	14	+ 40.0%	73	63	- 13.7%
<b>Pending Sales</b>		12	5	- 58.3%	49	34	- 30.6%
<b>Sold Listings</b>		5	5	0.0%	39	37	- 5.1%
<b>Median Sales Price</b>		\$330,000	\$235,000	- 28.8%	\$272,000	\$270,000	- 0.7%
<b>Avg. Sales Price</b>		\$322,200	\$245,900	- 23.7%	\$284,588	\$273,735	- 3.8%
<b>Pct. of List Price Received</b>		99.1%	98.6%	- 0.5%	98.6%	97.5%	- 1.1%
<b>Days on Market</b>		55	91	+ 65.5%	69	86	+ 24.6%
<b>Affordability Index</b>		86	118	+ 37.2%	104	103	- 1.0%
<b>Active Listings</b>		25	32	+ 28.0%	--	--	--
<b>Months Supply</b>		3.1	4.5	+ 45.2%	--	--	--

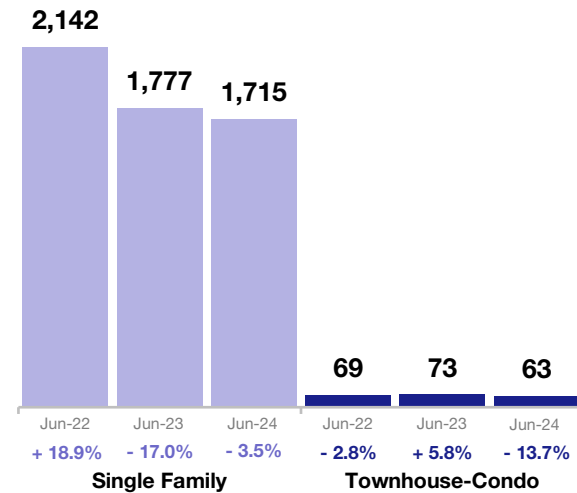
# New Listings



## June

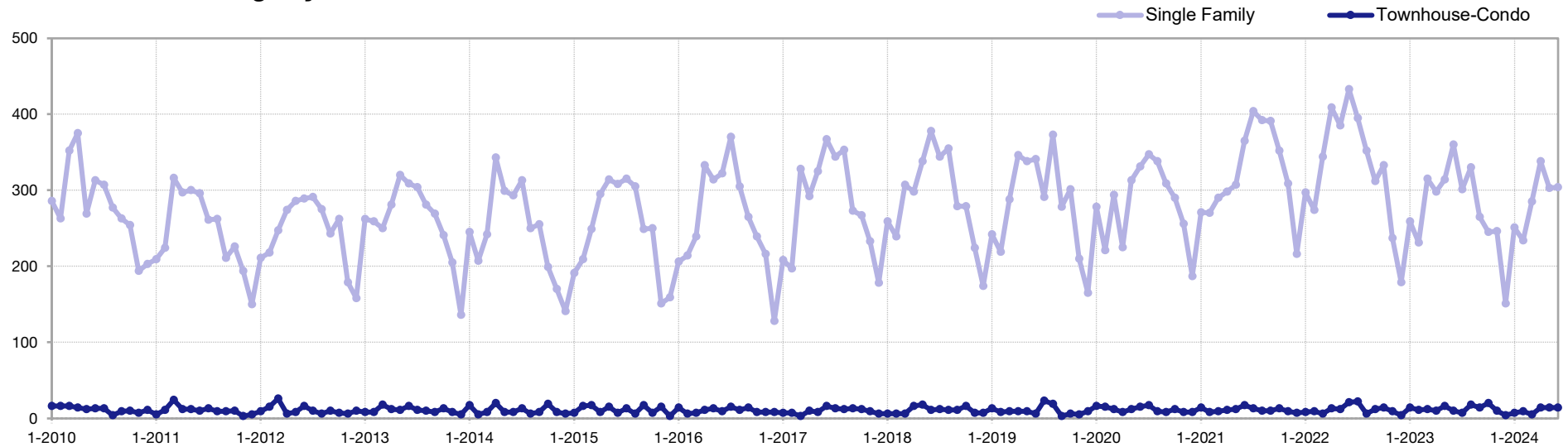


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	246	+3.8%	10	+11.1%
Dec-2023	151	-15.6%	4	0.0%
Jan-2024	251	-3.1%	7	-50.0%
Feb-2024	234	+1.3%	9	-18.2%
Mar-2024	285	-9.5%	5	-58.3%
Apr-2024	338	+13.4%	14	+40.0%
May-2024	303	-3.5%	14	-12.5%
<b>Jun-2024</b>	<b>304</b>	<b>-15.6%</b>	<b>14</b>	<b>+40.0%</b>

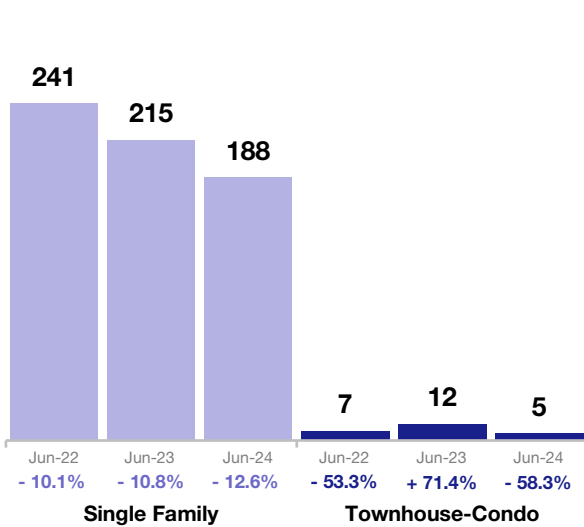
## Historical New Listings by Month



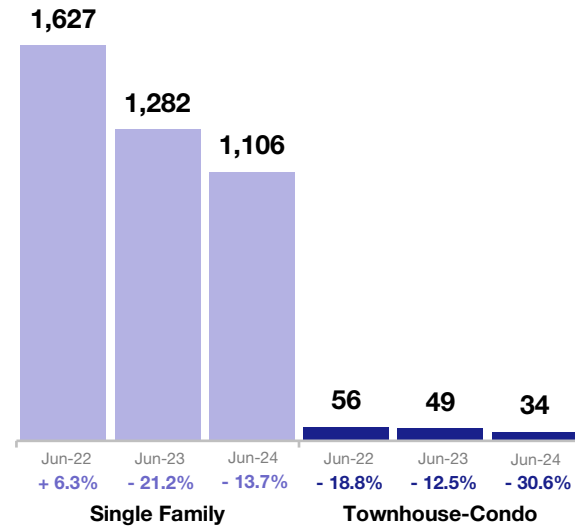
# Pending Sales



## June

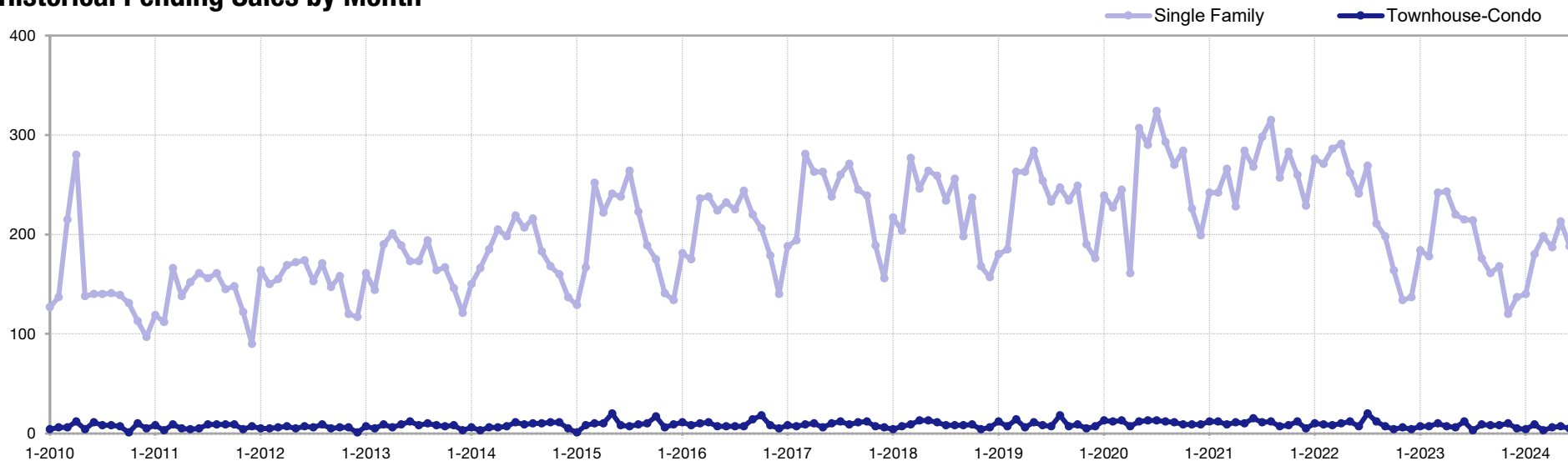


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2023	214	-20.4%	3	-85.0%
Aug-2023	176	-16.6%	9	-25.0%
Sep-2023	161	-18.7%	8	+14.3%
Oct-2023	168	+2.4%	8	+100.0%
Nov-2023	120	-10.4%	10	+66.7%
Dec-2023	137	0.0%	5	+25.0%
Jan-2024	140	-23.9%	4	-42.9%
Feb-2024	180	+1.1%	9	+28.6%
Mar-2024	198	-18.2%	3	-70.0%
Apr-2024	187	-23.0%	6	-14.3%
May-2024	213	-3.2%	7	+16.7%
<b>Jun-2024</b>	<b>188</b>	<b>-12.6%</b>	<b>5</b>	<b>-58.3%</b>

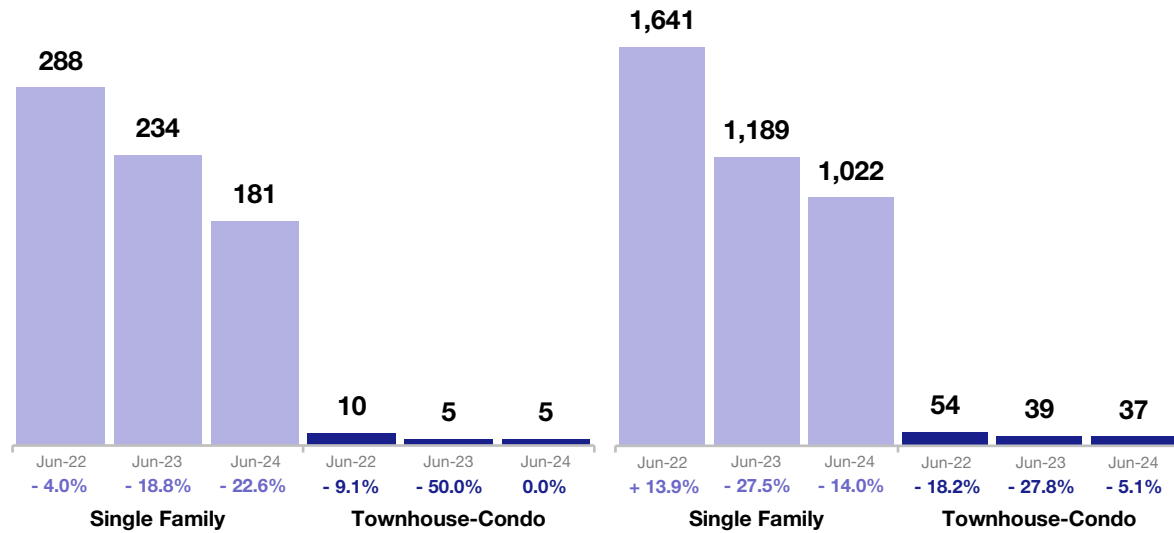
## Historical Pending Sales by Month



# Sold Listings



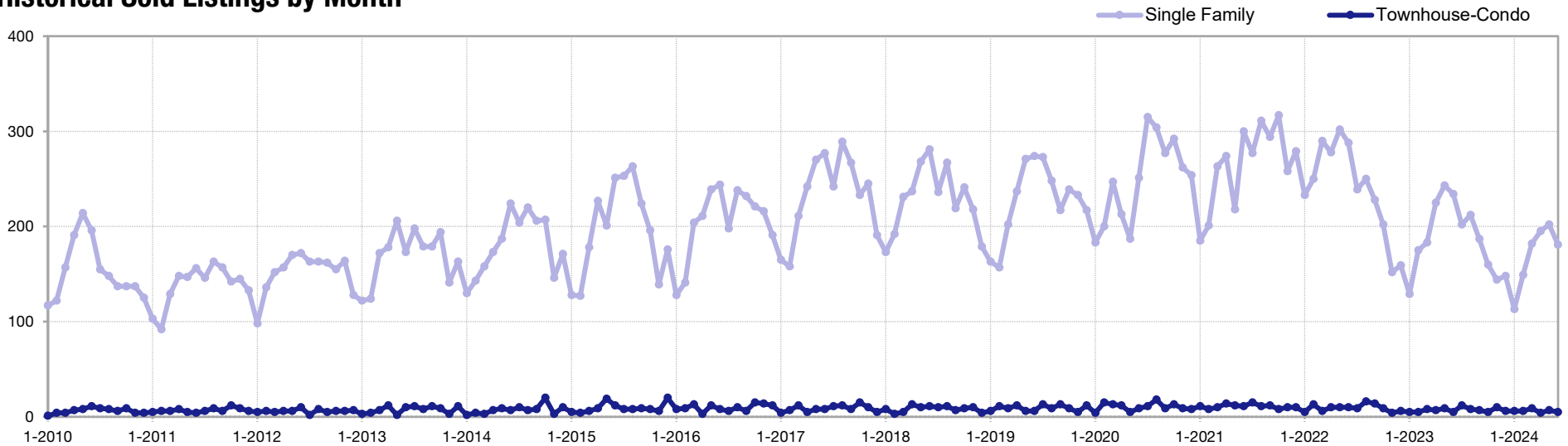
## June



## Year to Date

Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	144	-5.3%	10	+150.0%
Dec-2023	148	-6.9%	6	0.0%
Jan-2024	113	-12.4%	6	+20.0%
Feb-2024	149	-14.9%	6	+20.0%
Mar-2024	182	-0.5%	9	+12.5%
Apr-2024	195	-13.3%	4	-42.9%
May-2024	202	-16.9%	7	-22.2%
<b>Jun-2024</b>	<b>181</b>	<b>-22.6%</b>	<b>5</b>	<b>0.0%</b>

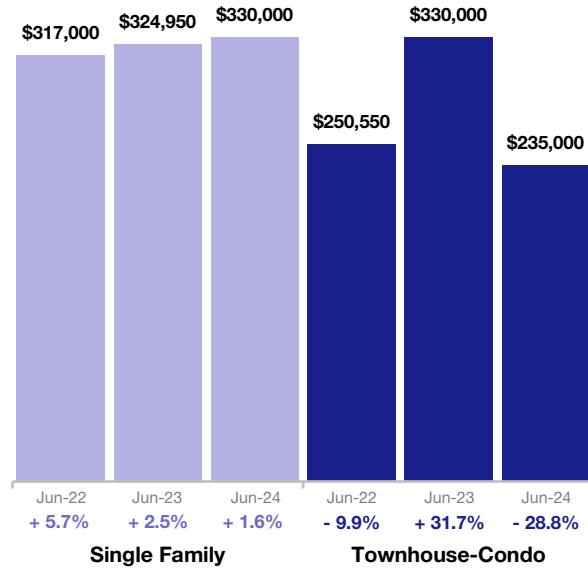
## Historical Sold Listings by Month



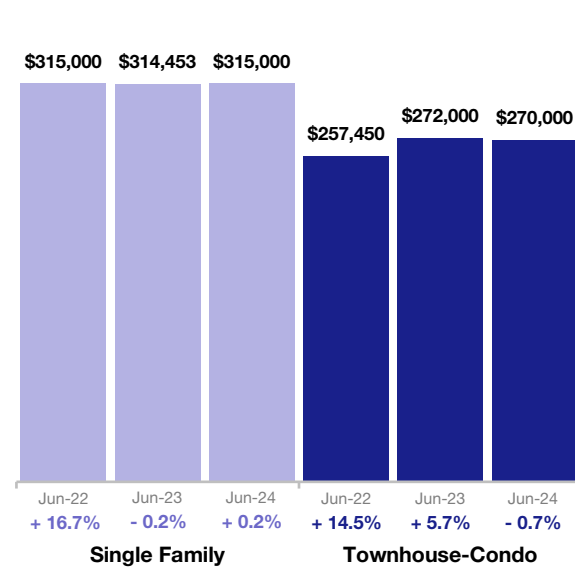
# Median Sales Price



## June

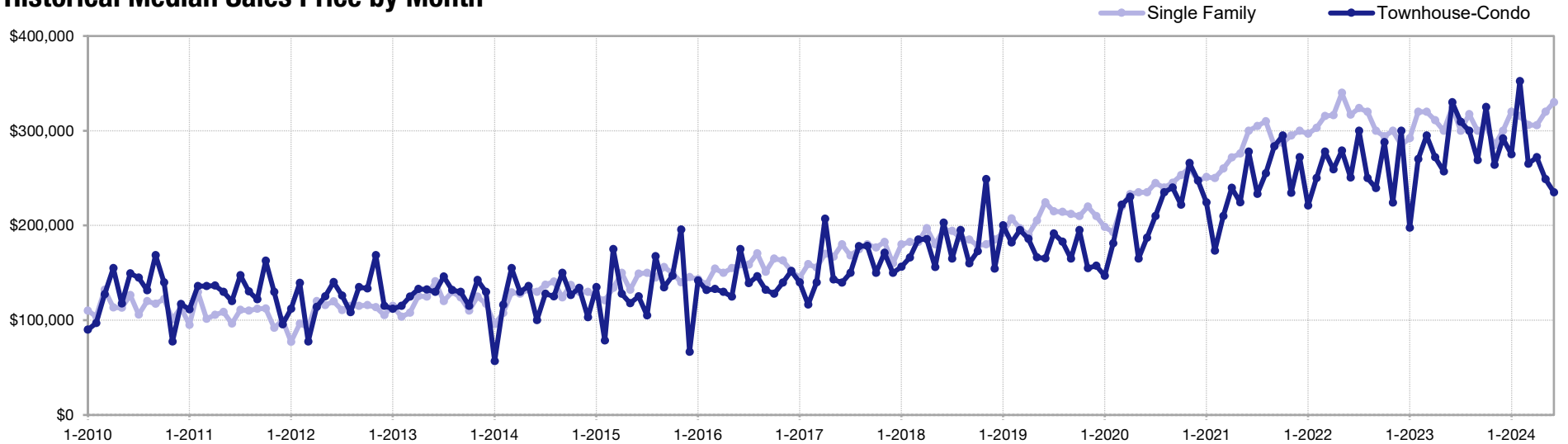


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$284,500	-5.2%	\$264,000	+17.9%
Dec-2023	\$300,000	+5.3%	\$291,750	-2.8%
Jan-2024	\$320,000	+9.6%	\$275,000	+39.2%
Feb-2024	\$315,500	-1.4%	\$352,450	+30.5%
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%
<b>Jun-2024</b>	<b>\$330,000</b>	<b>+1.6%</b>	<b>\$235,000</b>	<b>-28.8%</b>

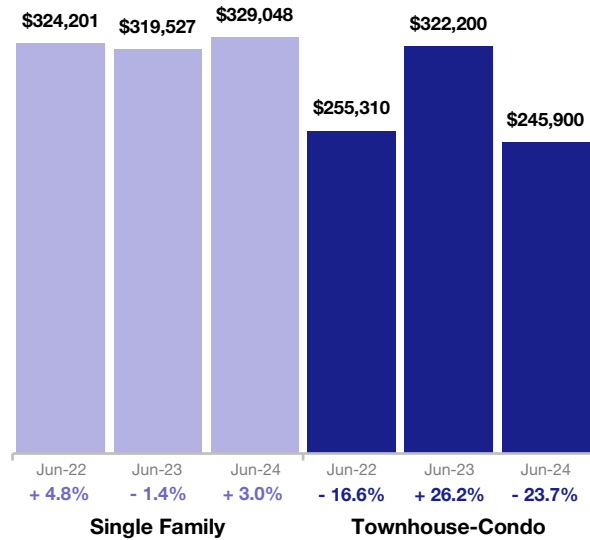
## Historical Median Sales Price by Month



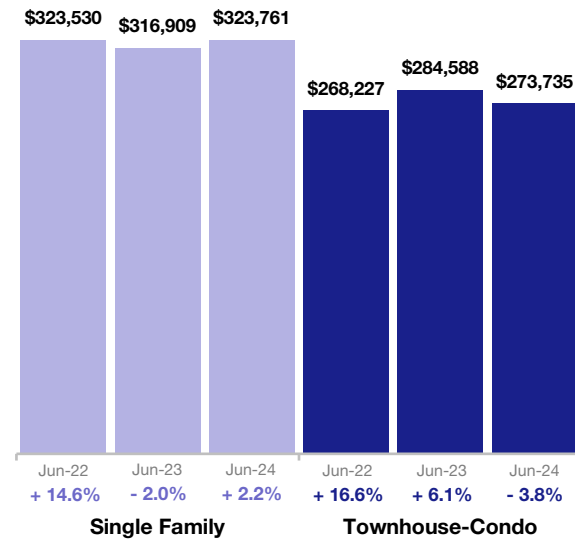
# Average Sales Price



## June

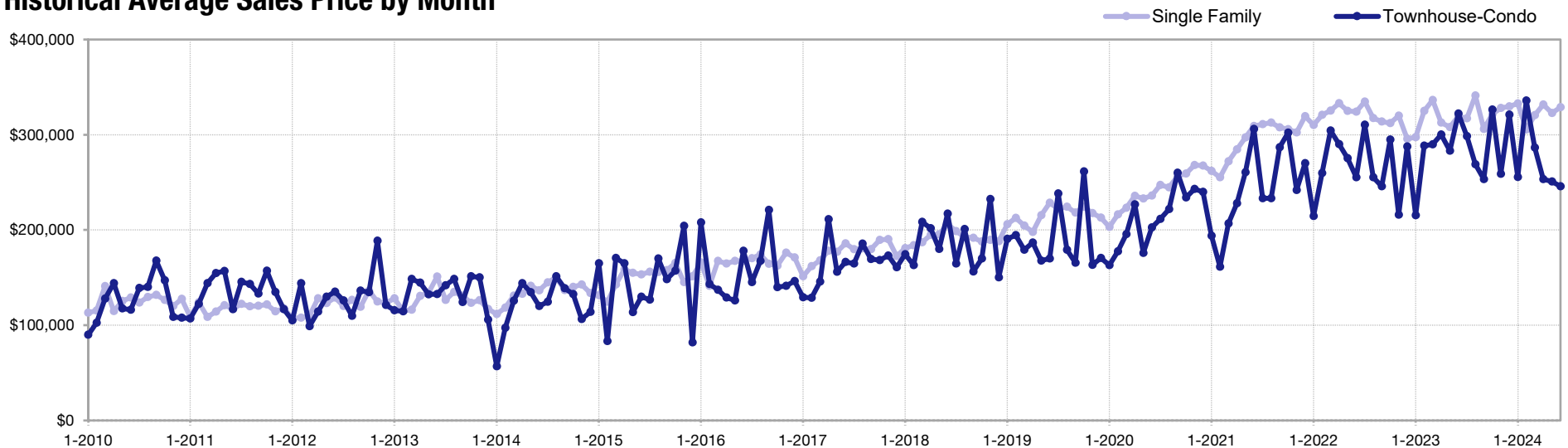


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$321,659	+3.0%	\$326,300	+10.6%
Nov-2023	\$327,941	+2.5%	\$258,895	+19.8%
Dec-2023	\$329,693	+11.5%	\$321,232	+11.7%
Jan-2024	\$332,779	+11.9%	\$255,667	+18.6%
Feb-2024	\$305,454	-6.1%	\$335,900	+16.5%
Mar-2024	\$320,479	-4.7%	\$286,544	-1.2%
Apr-2024	\$331,607	+6.0%	\$253,475	-15.5%
May-2024	\$322,774	+4.8%	\$250,929	-11.4%
<b>Jun-2024</b>	<b>\$329,048</b>	<b>+3.0%</b>	<b>\$245,900</b>	<b>-23.7%</b>

## Historical Average Sales Price by Month

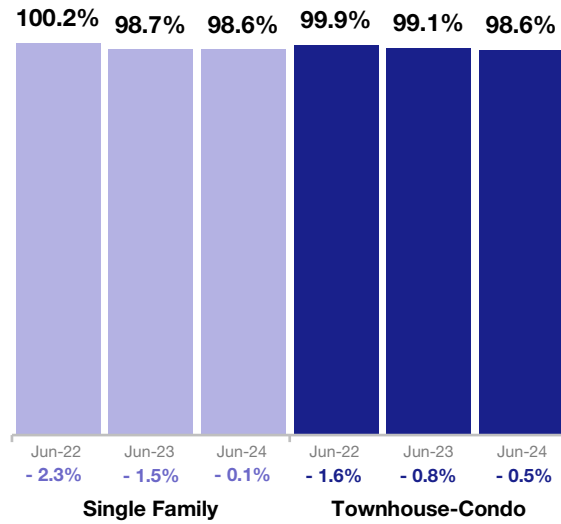




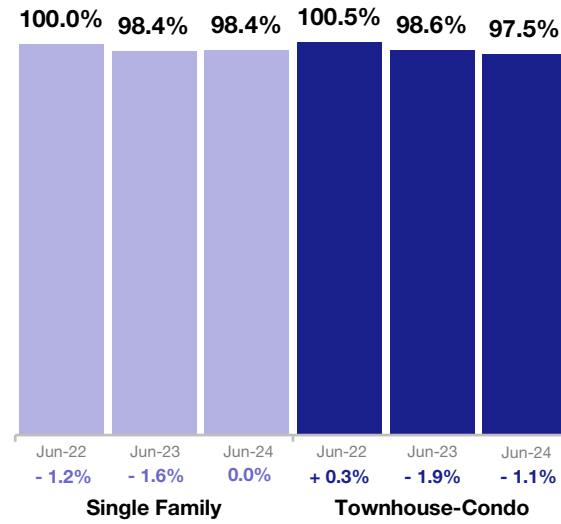
# Percent of List Price Received



## June

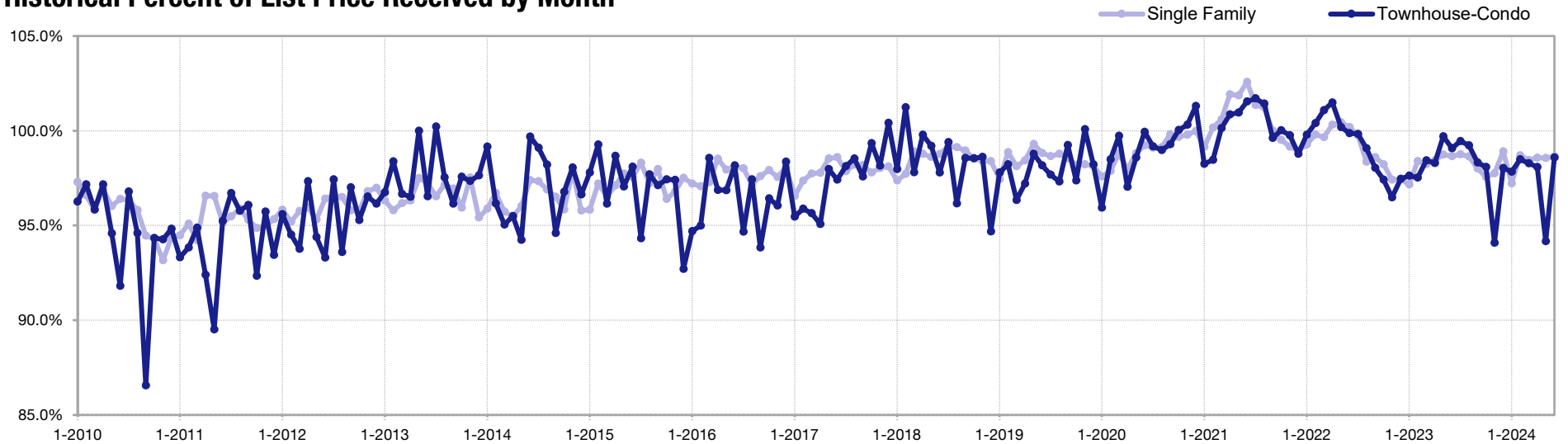


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	97.8%	+0.4%	94.1%	-2.5%
Dec-2023	98.9%	+1.5%	98.0%	+0.5%
Jan-2024	97.2%	0.0%	97.8%	+0.2%
Feb-2024	98.7%	+0.3%	98.5%	+1.0%
Mar-2024	98.5%	+0.3%	98.3%	-0.1%
Apr-2024	98.6%	+0.2%	98.1%	-0.2%
May-2024	98.6%	-0.1%	94.2%	-5.5%
<b>Jun-2024</b>	<b>98.6%</b>	<b>-0.1%</b>	<b>98.6%</b>	<b>-0.5%</b>

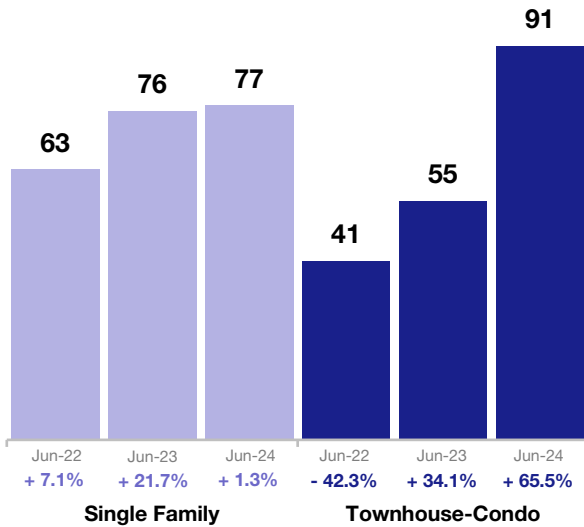
## Historical Percent of List Price Received by Month



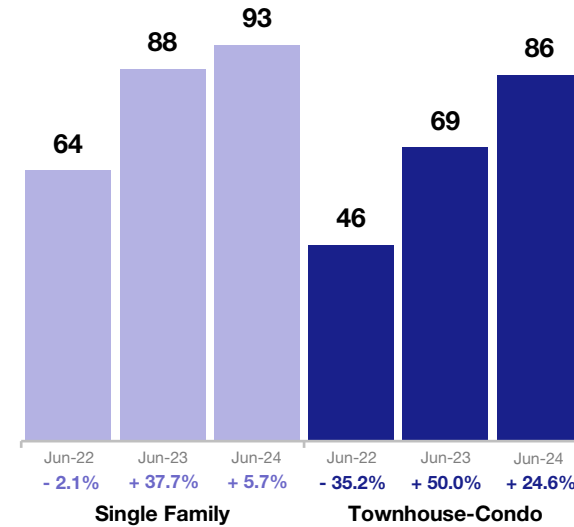
# Days on Market Until Sale



## June

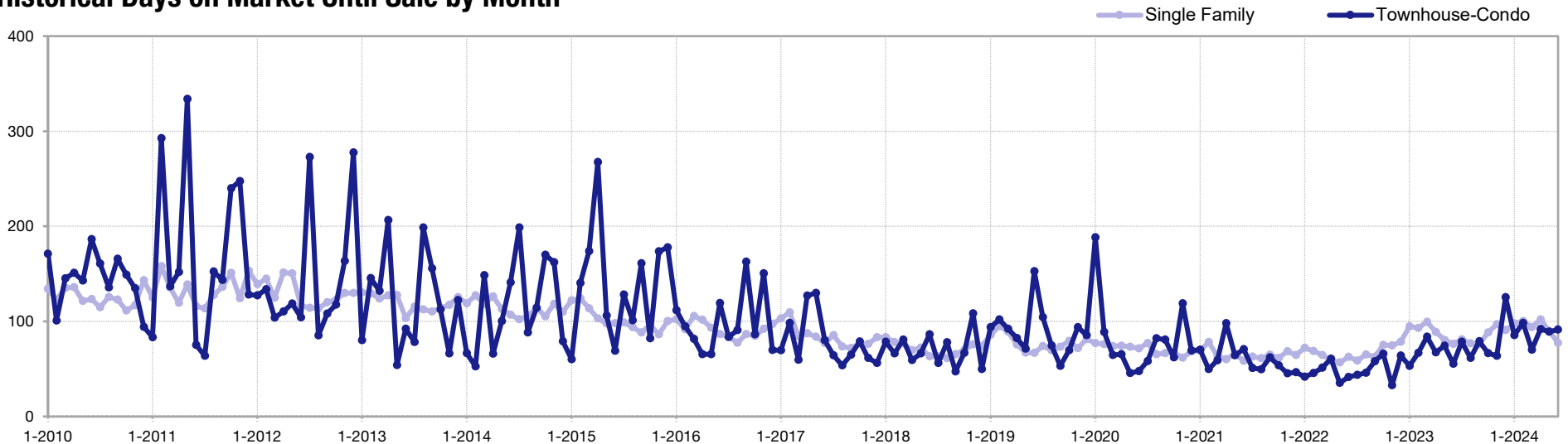


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	91	+15.2%	125	+95.3%
Jan-2024	98	+3.2%	86	+62.3%
Feb-2024	100	+7.5%	98	+46.3%
Mar-2024	94	-5.1%	70	-16.7%
Apr-2024	102	+14.6%	92	+37.3%
May-2024	90	+12.5%	89	+20.3%
<b>Jun-2024</b>	<b>77</b>	<b>+1.3%</b>	<b>91</b>	<b>+65.5%</b>

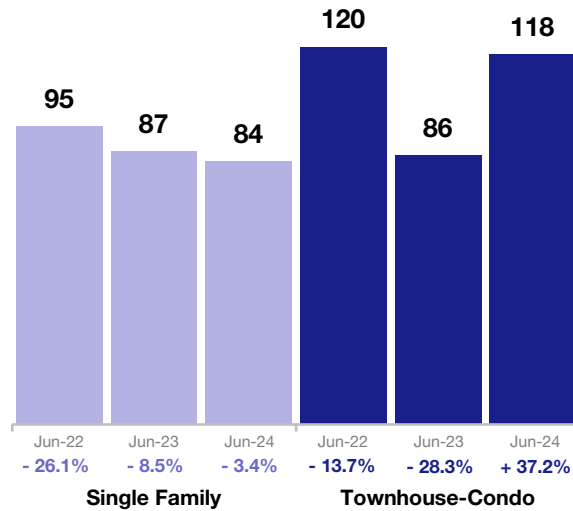
## Historical Days on Market Until Sale by Month



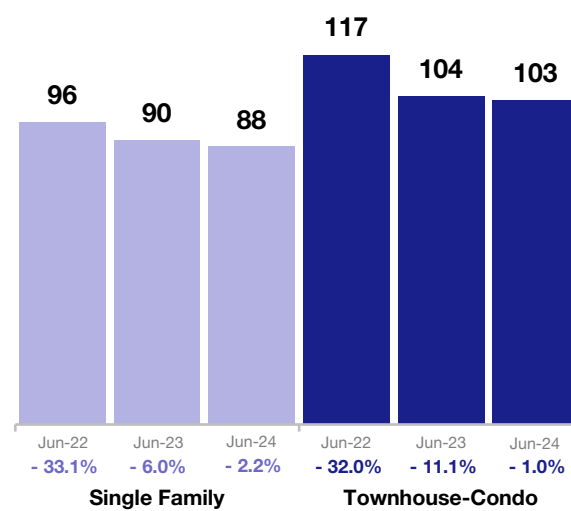
# Housing Affordability Index



## June

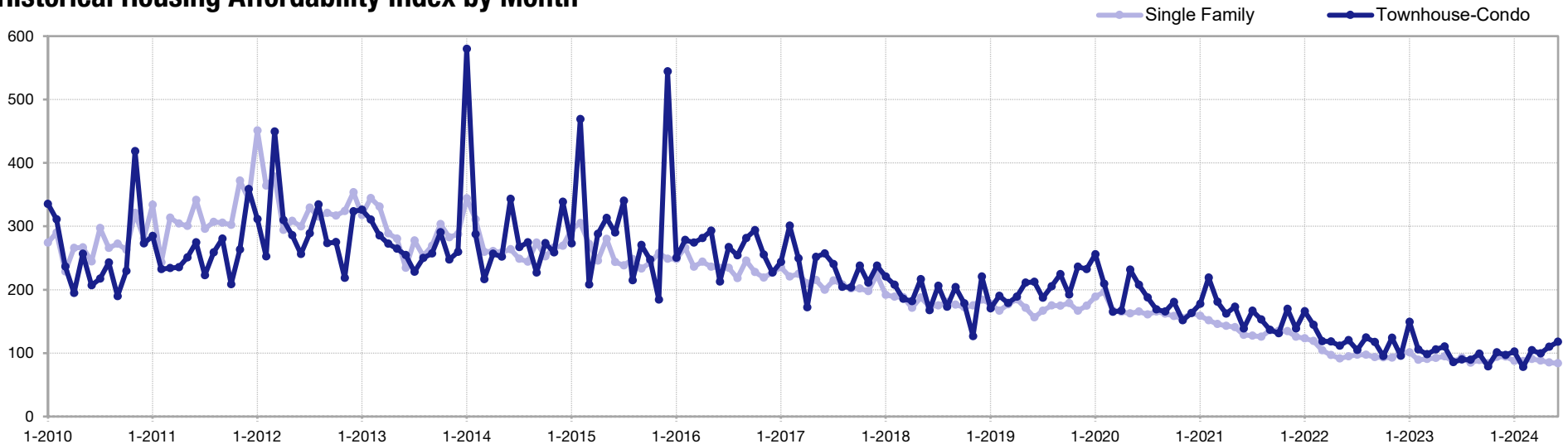


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2023	93	-4.1%	90	-14.3%
Aug-2023	85	-12.4%	90	-28.0%
Sep-2023	89	-5.3%	99	-15.4%
Oct-2023	84	-9.7%	79	-16.8%
Nov-2023	94	+1.1%	101	-18.5%
Dec-2023	94	-6.9%	97	+1.0%
Jan-2024	88	-12.9%	102	-31.5%
Feb-2024	87	-2.2%	78	-26.4%
Mar-2024	90	-1.1%	104	+6.1%
Apr-2024	88	-4.3%	99	-6.6%
May-2024	85	-10.5%	110	-0.9%
<b>Jun-2024</b>	<b>84</b>	<b>-3.4%</b>	<b>118</b>	<b>+37.2%</b>

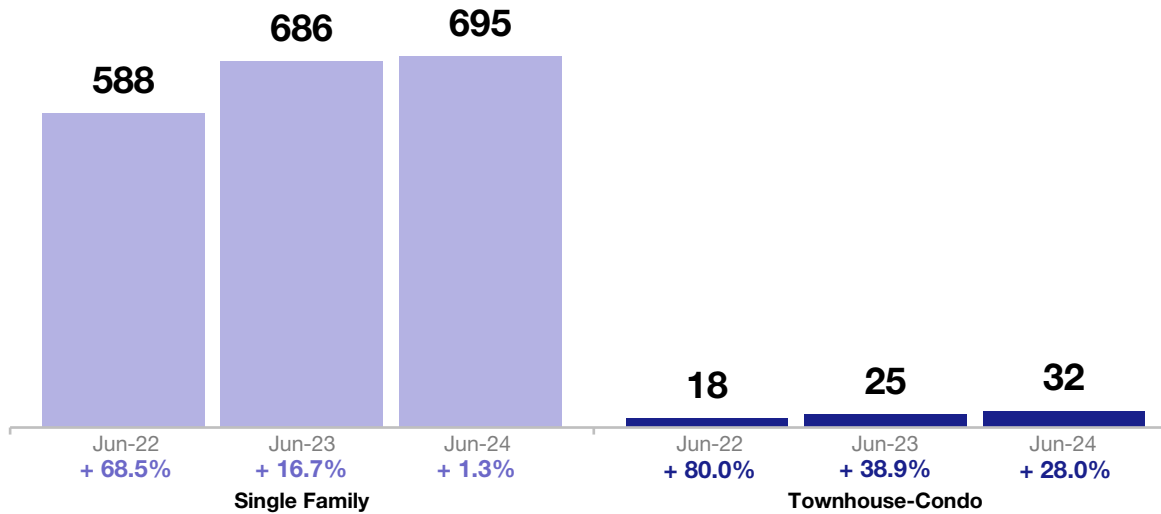
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

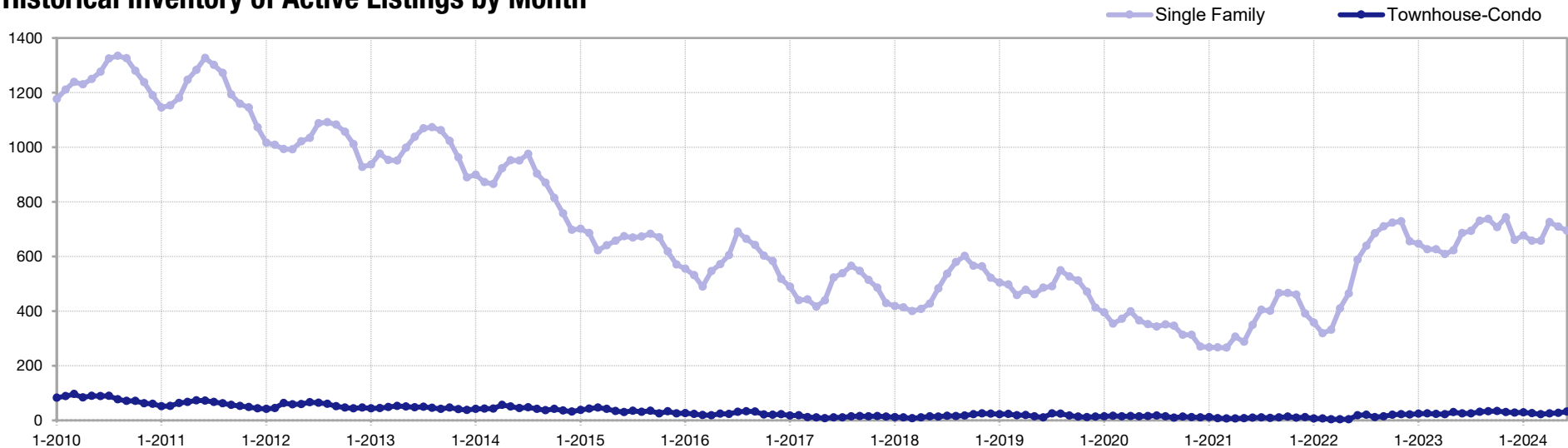


June



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2023	694	+8.6%	25	+25.0%
Aug-2023	731	+6.7%	31	+158.3%
Sep-2023	737	+3.8%	33	+135.7%
Oct-2023	707	-2.3%	34	+70.0%
Nov-2023	743	+1.9%	30	+36.4%
Dec-2023	660	+0.6%	28	+33.3%
Jan-2024	677	+4.6%	29	+20.8%
Feb-2024	657	+5.0%	26	+4.0%
Mar-2024	657	+5.0%	22	-4.3%
Apr-2024	726	+19.2%	25	+13.6%
May-2024	709	+14.0%	27	-10.0%
<b>Jun-2024</b>	<b>695</b>	<b>+1.3%</b>	<b>32</b>	<b>+28.0%</b>

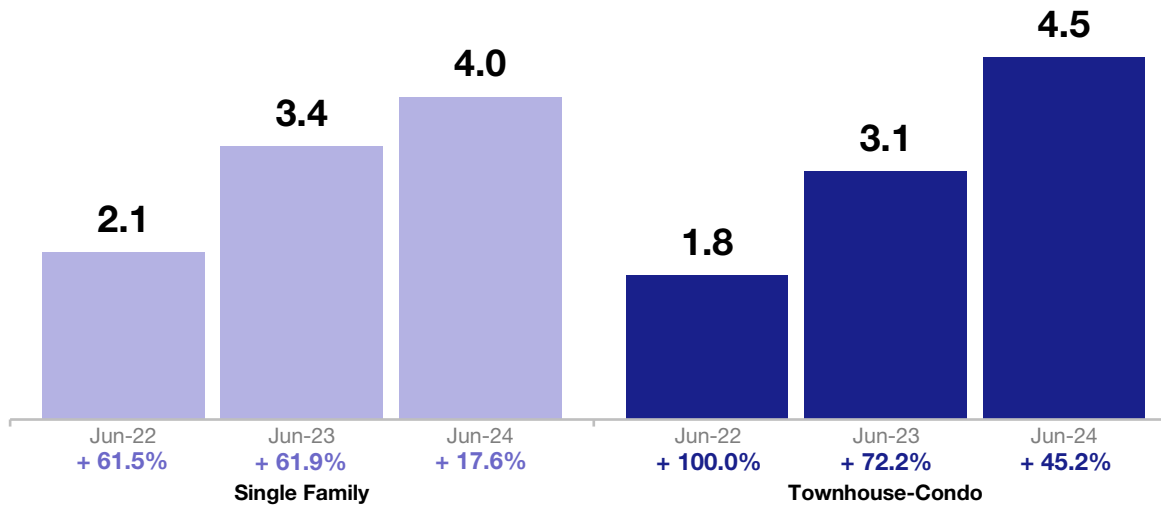
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

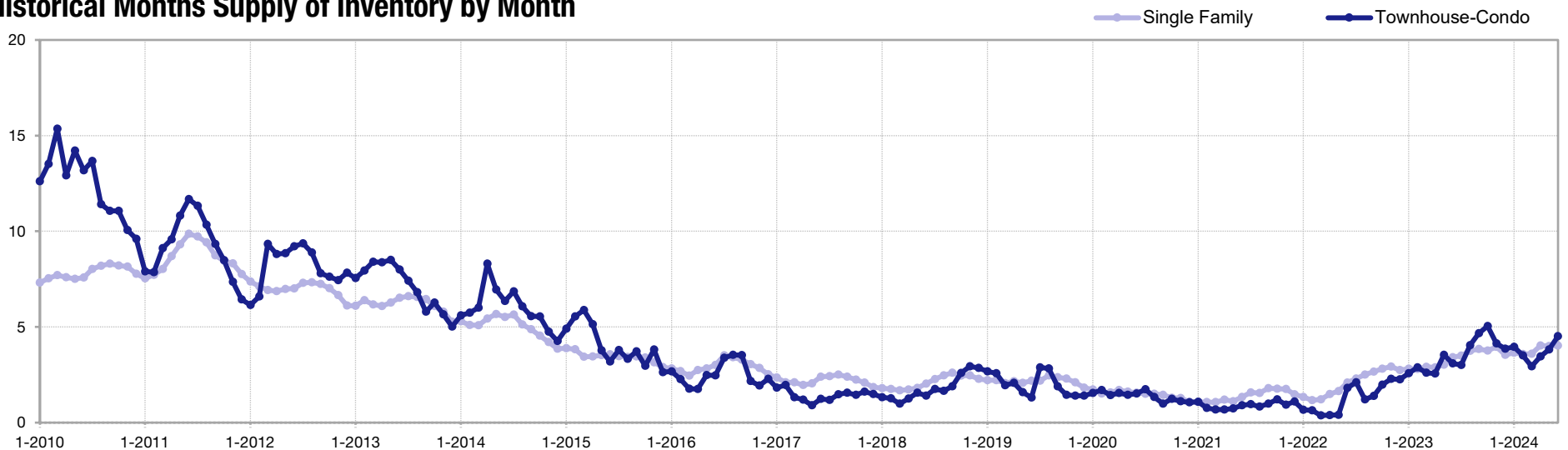


June



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2023	3.5	+52.2%	3.0	+42.9%
Aug-2023	3.7	+48.0%	4.0	+233.3%
Sep-2023	3.8	+40.7%	4.7	+235.7%
Oct-2023	3.8	+35.7%	5.0	+150.0%
Nov-2023	4.0	+37.9%	4.1	+78.3%
Dec-2023	3.5	+29.6%	3.9	+69.6%
Jan-2024	3.6	+28.6%	4.0	+53.8%
Feb-2024	3.6	+28.6%	3.5	+20.7%
Mar-2024	3.6	+24.1%	2.9	+11.5%
Apr-2024	4.0	+37.9%	3.4	+30.8%
May-2024	4.0	+33.3%	3.8	+8.6%
<b>Jun-2024</b>	<b>4.0</b>	<b>+17.6%</b>	<b>4.5</b>	<b>+45.2%</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.



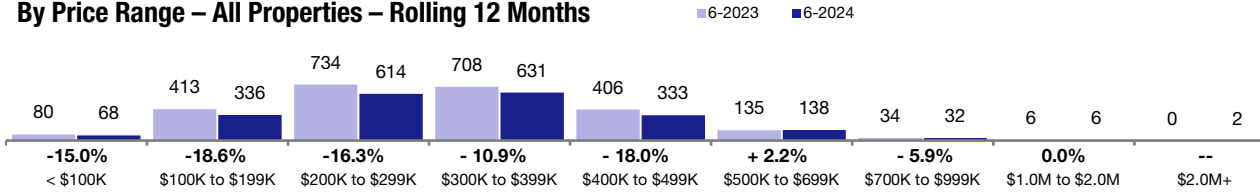
Key Metrics	Historical Sparkbars	6-2023	6-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>New Listings</b>		370	<b>318</b>	- 14.1%	1,850	<b>1,778</b>	- 3.9%
<b>Pending Sales</b>		227	<b>193</b>	- 15.0%	1,331	<b>1,140</b>	- 14.4%
<b>Sold Listings</b>		239	<b>186</b>	- 22.2%	1,228	<b>1,059</b>	- 13.8%
<b>Median Sales Price</b>		\$325,000	<b>\$326,500</b>	+ 0.5%	\$310,000	<b>\$311,000</b>	+ 0.3%
<b>Avg. Sales Price</b>		\$319,583	<b>\$326,813</b>	+ 2.3%	\$315,881	<b>\$322,011</b>	+ 1.9%
<b>Pct. of List Price Received</b>		98.7%	<b>98.6%</b>	- 0.1%	98.4%	<b>98.4%</b>	0.0%
<b>Days on Market</b>		76	<b>78</b>	+ 2.6%	87	<b>93</b>	+ 6.9%
<b>Affordability Index</b>		87	<b>85</b>	- 2.3%	91	<b>89</b>	- 2.2%
<b>Active Listings</b>		711	<b>727</b>	+ 2.3%	--	<b>--</b>	--
<b>Months Supply</b>		3.4	<b>4.0</b>	+ 17.6%	--	<b>--</b>	--

# Sold Listings

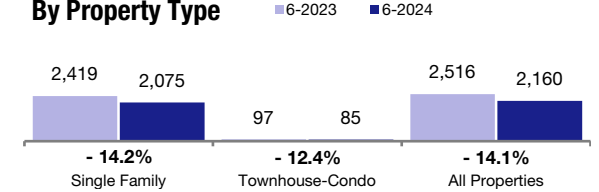
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	6-2023	6-2024	Change	6-2023	6-2024	Change
\$99,999 and Below	80	68	-15.0%	0	0	--
\$100,000 to \$199,999	394	326	-17.3%	19	10	-47.4%
\$200,000 to \$299,999	688	572	-16.9%	46	42	-8.7%
\$300,000 to \$399,999	682	603	-11.6%	26	28	+7.7%
\$400,000 to \$499,999	402	328	-18.4%	4	5	+25.0%
\$500,000 to \$699,999	133	138	+3.8%	2	0	-100.0%
\$700,000 to \$999,999	34	32	-5.9%	0	0	--
\$1,000,000 to \$1,999,999	6	6	0.0%	0	0	--
\$2,000,000 and Above	0	2	--	0	0	--
<b>All Price Ranges</b>	<b>2,419</b>	<b>2,075</b>	<b>-14.2%</b>	<b>97</b>	<b>85</b>	<b>-12.4%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	5-2024	6-2024	Change	5-2024	6-2024	Change
\$99,999 and Below	6	3	-50.0%	0	0	--
\$100,000 to \$199,999	22	26	+18.2%	1	1	0.0%
\$200,000 to \$299,999	58	47	-19.0%	4	3	-25.0%
\$300,000 to \$399,999	70	61	-12.9%	2	1	-50.0%
\$400,000 to \$499,999	34	27	-20.6%	0	0	--
\$500,000 to \$699,999	8	16	+100.0%	0	0	--
\$700,000 to \$999,999	4	1	-75.0%	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>202</b>	<b>181</b>	<b>-10.4%</b>	<b>7</b>	<b>5</b>	<b>-28.6%</b>

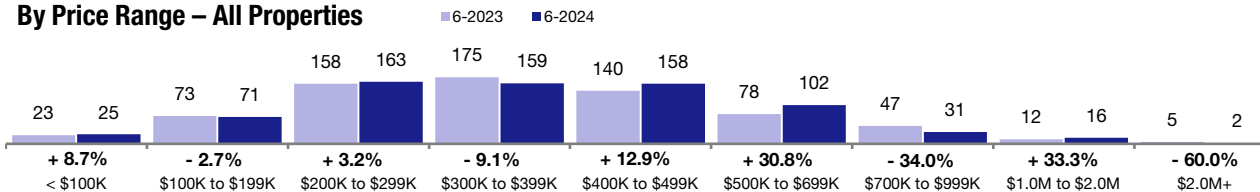
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	6-2023	6-2024	Change	6-2023	6-2024	Change
\$99,999 and Below	36	31	-13.9%	0	0	--
\$100,000 to \$199,999	180	148	-17.8%	7	5	-28.6%
\$200,000 to \$299,999	345	276	-20.0%	18	19	+5.6%
\$300,000 to \$399,999	345	322	-6.7%	10	11	+10.0%
\$400,000 to \$499,999	205	172	-16.1%	3	2	-33.3%
\$500,000 to \$699,999	62	55	-11.3%	1	0	-100.0%
\$700,000 to \$999,999	13	15	+15.4%	0	0	--
\$1,000,000 to \$1,999,999	3	2	-33.3%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
<b>All Price Ranges</b>	<b>1,189</b>	<b>1,022</b>	<b>-14.0%</b>	<b>39</b>	<b>37</b>	<b>-5.1%</b>

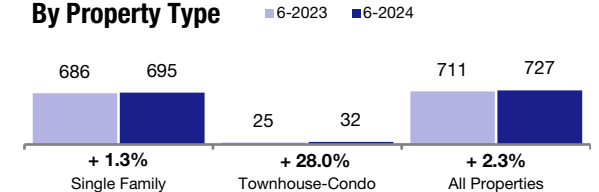
# Inventory of Active Listings

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		
	6-2023	6-2024	Change	6-2023	6-2024	Change
\$99,999 and Below	23	25	+8.7%	0	0	--
\$100,000 to \$199,999	71	66	-7.0%	2	5	+150.0%
\$200,000 to \$299,999	148	149	+0.7%	10	14	+40.0%
\$300,000 to \$399,999	167	149	-10.8%	8	10	+25.0%
\$400,000 to \$499,999	136	156	+14.7%	4	2	-50.0%
\$500,000 to \$699,999	77	102	+32.5%	1	0	-100.0%
\$700,000 to \$999,999	47	30	-36.2%	0	1	--
\$1,000,000 to \$1,999,999	12	16	+33.3%	0	0	--
\$2,000,000 and Above	5	2	-60.0%	0	0	--
<b>All Price Ranges</b>	<b>686</b>	<b>695</b>	<b>+1.3%</b>	<b>25</b>	<b>32</b>	<b>+28.0%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	5-2024	6-2024	Change	5-2024	6-2024	Change
\$99,999 and Below	25	25	0.0%	0	0	--
\$100,000 to \$199,999	65	66	+1.5%	4	5	+25.0%
\$200,000 to \$299,999	140	149	+6.4%	9	14	+55.6%
\$300,000 to \$399,999	156	149	-4.5%	12	10	-16.7%
\$400,000 to \$499,999	165	156	-5.5%	2	2	0.0%
\$500,000 to \$699,999	109	102	-6.4%	0	0	--
\$700,000 to \$999,999	31	30	-3.2%	0	1	--
\$1,000,000 to \$1,999,999	15	16	+6.7%	0	0	--
\$2,000,000 and Above	3	2	-33.3%	0	0	--
<b>All Price Ranges</b>	<b>709</b>	<b>695</b>	<b>-2.0%</b>	<b>27</b>	<b>32</b>	<b>+18.5%</b>

### Year to Date

Single Family	Townhouse-Condo
---------------	-----------------

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

# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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



# Local Market Update for June 2024

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## Pueblo County

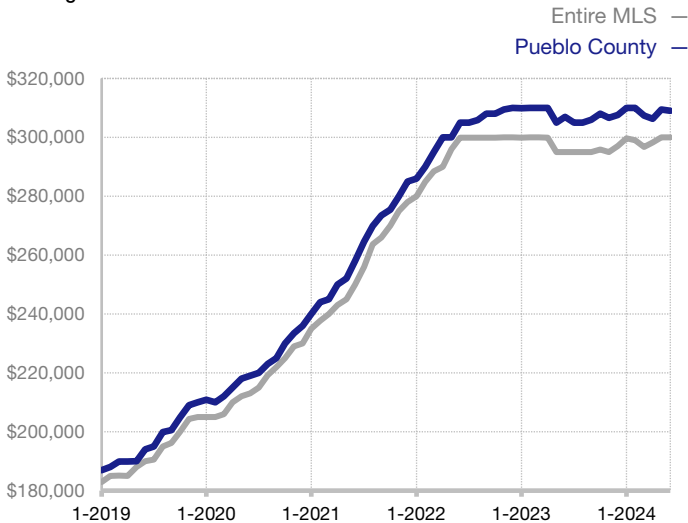
Single Family	June			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 06-2023	Thru 06-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	348	294	- 15.5%	1,734	1,684	- 2.9%
Sold Listings	229	176	- 23.1%	1,165	1,004	- 13.8%
Median Sales Price*	\$325,000	\$326,500	+ 0.5%	\$314,950	\$312,500	- 0.8%
Average Sales Price*	\$320,542	\$325,885	+ 1.7%	\$317,147	\$323,161	+ 1.9%
Percent of List Price Received*	98.7%	98.7%	0.0%	98.4%	98.4%	0.0%
Days on Market Until Sale	76	77	+ 1.3%	87	93	+ 6.9%
Inventory of Homes for Sale	653	677	+ 3.7%	--	--	--
Months Supply of Inventory	3.3	4.0	+ 21.2%	--	--	--

\* 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	June			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 06-2023	Thru 06-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	9	13	+ 44.4%	71	62	- 12.7%
Sold Listings	5	5	0.0%	39	36	- 7.7%
Median Sales Price*	\$330,000	\$235,000	- 28.8%	\$272,000	\$270,000	- 0.7%
Average Sales Price*	\$322,200	\$245,900	- 23.7%	\$284,588	\$273,283	- 4.0%
Percent of List Price Received*	99.1%	98.6%	- 0.5%	98.6%	97.3%	- 1.3%
Days on Market Until Sale	55	91	+ 65.5%	69	87	+ 26.1%
Inventory of Homes for Sale	23	31	+ 34.8%	--	--	--
Months Supply of Inventory	2.9	4.6	+ 58.6%	--	--	--

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

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



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



# Local Market Update for June 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Arkansas Valley/Otero County

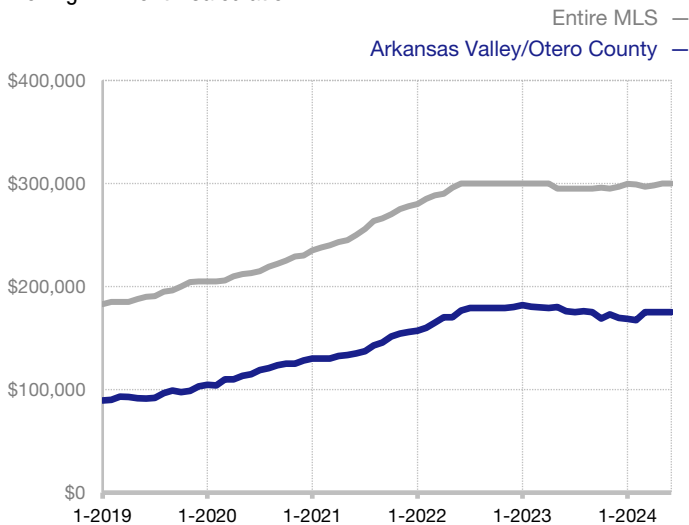
Single Family	June			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 06-2023	Thru 06-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	70	35	- 50.0%	294	243	- 17.3%
Sold Listings	31	32	+ 3.2%	183	175	- 4.4%
Median Sales Price*	\$169,000	\$159,500	- 5.6%	\$163,000	\$174,000	+ 6.7%
Average Sales Price*	\$168,613	\$193,063	+ 14.5%	\$181,644	\$197,023	+ 8.5%
Percent of List Price Received*	92.7%	95.0%	+ 2.5%	92.9%	94.1%	+ 1.3%
Days on Market Until Sale	106	127	+ 19.8%	108	121	+ 12.0%
Inventory of Homes for Sale	177	139	- 21.5%	--	--	--
Months Supply of Inventory	5.4	4.6	- 14.8%	--	--	--

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

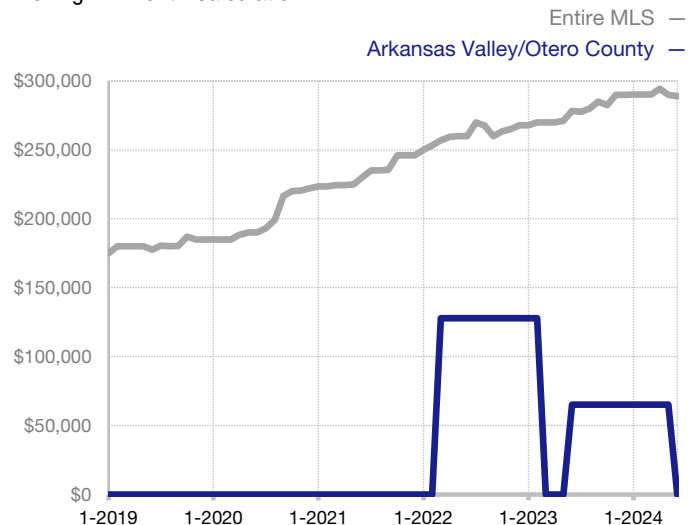
Townhouse/Condo	June			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 06-2023	Thru 06-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	1	0	- 100.0%	1	0	- 100.0%
Median Sales Price*	\$65,000	\$0	- 100.0%	\$65,000	\$0	- 100.0%
Average Sales Price*	\$65,000	\$0	- 100.0%	\$65,000	\$0	- 100.0%
Percent of List Price Received*	72.2%	0.0%	- 100.0%	72.2%	0.0%	- 100.0%
Days on Market Until Sale	71	0	- 100.0%	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 June 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Fowler

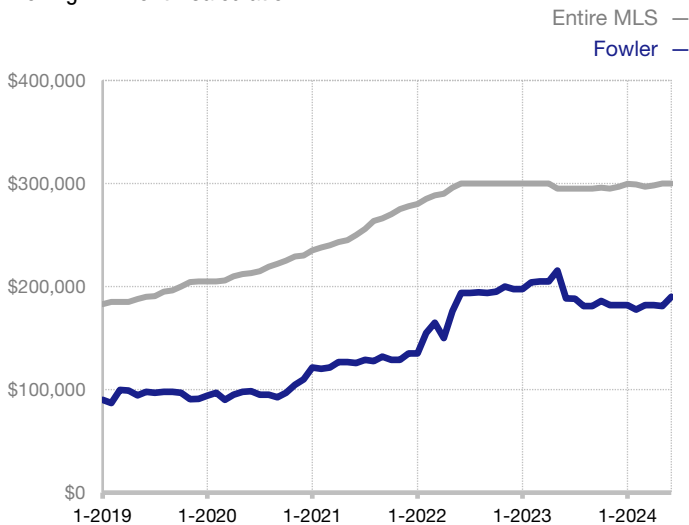
Single Family	June			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 06-2023	Thru 06-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	4	2	- 50.0%	18	21	+ 16.7%
Sold Listings	2	1	- 50.0%	7	11	+ 57.1%
Median Sales Price*	\$174,500	<b>\$203,000</b>	+ 16.3%	\$180,000	<b>\$195,000</b>	+ 8.3%
Average Sales Price*	\$174,500	<b>\$203,000</b>	+ 16.3%	\$192,357	<b>\$187,545</b>	- 2.5%
Percent of List Price Received*	88.1%	<b>100.0%</b>	+ 13.5%	91.9%	<b>92.7%</b>	+ 0.9%
Days on Market Until Sale	204	<b>22</b>	- 89.2%	180	<b>121</b>	- 32.8%
Inventory of Homes for Sale	10	<b>13</b>	+ 30.0%	--	--	--
Months Supply of Inventory	4.4	<b>4.7</b>	+ 6.8%	--	--	--

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

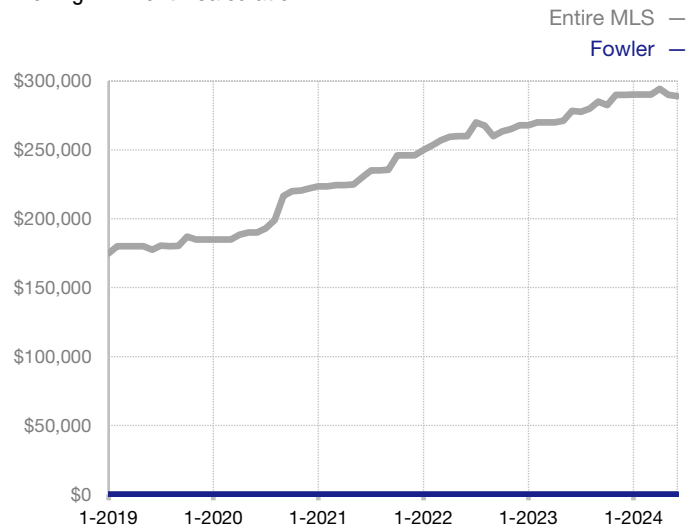
Townhouse/Condo	June			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 06-2023	Thru 06-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<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 June 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Huerfano County

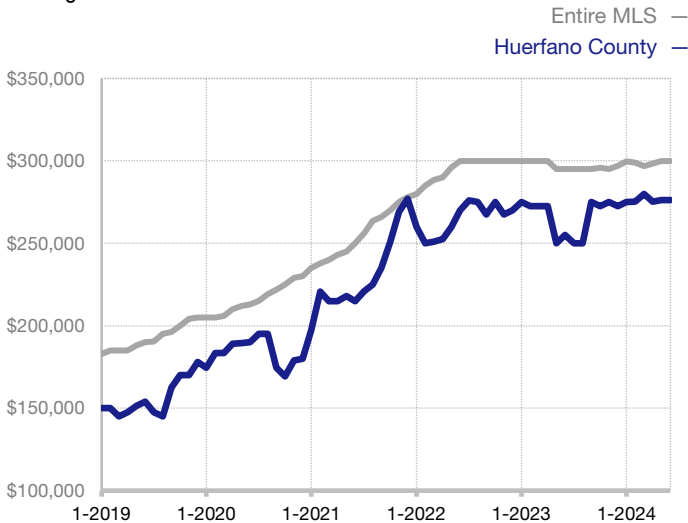
Single Family	June			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 06-2023	Thru 06-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	17	21	+ 23.5%	77	69	- 10.4%
Sold Listings	4	4	0.0%	31	33	+ 6.5%
Median Sales Price*	\$725,000	<b>\$291,000</b>	- 59.9%	\$250,000	<b>\$295,000</b>	+ 18.0%
Average Sales Price*	\$902,500	<b>\$359,250</b>	- 60.2%	\$369,929	<b>\$369,283</b>	- 0.2%
Percent of List Price Received*	95.7%	<b>86.0%</b>	- 10.1%	94.8%	<b>95.7%</b>	+ 0.9%
Days on Market Until Sale	174	313	+ 79.9%	154	159	+ 3.2%
Inventory of Homes for Sale	80	69	- 13.8%	--	--	--
Months Supply of Inventory	14.5	10.2	- 29.7%	--	--	--

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

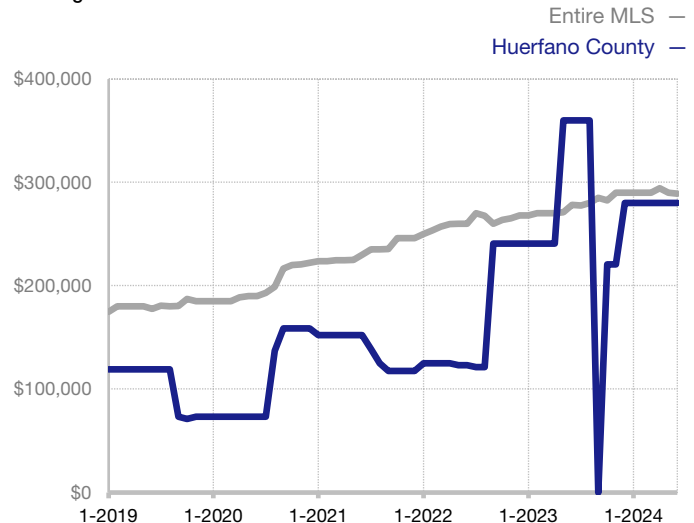
Townhouse/Condo	June			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 06-2023	Thru 06-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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	2	0	- 100.0%	--	--	--
Months Supply of Inventory	2.0	0.0	- 100.0%	--	--	--

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

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



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



# Local Market Update for June 2024

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## La Junta

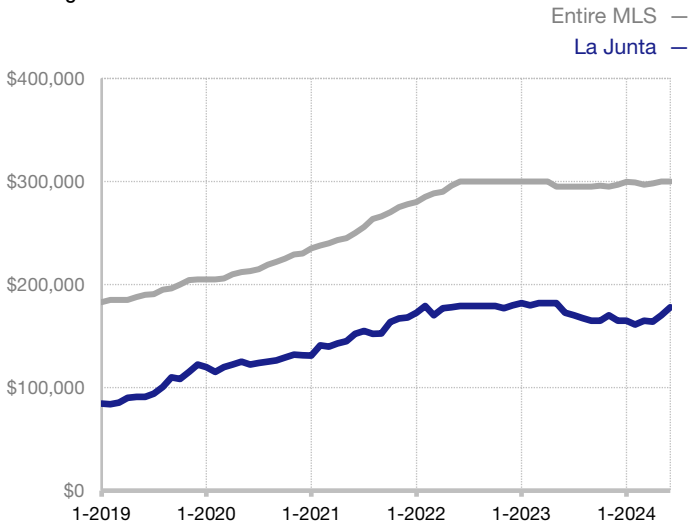
Single Family Key Metrics	June			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 06-2023	Thru 06-2024	Percent Change from Previous Year
New Listings	24	7	- 70.8%	80	61	- 23.8%
Sold Listings	9	10	+ 11.1%	39	52	+ 33.3%
Median Sales Price*	\$98,000	<b>\$184,825</b>	+ 88.6%	\$149,500	<b>\$187,500</b>	+ 25.4%
Average Sales Price*	\$134,667	<b>\$194,620</b>	+ 44.5%	\$167,454	<b>\$206,768</b>	+ 23.5%
Percent of List Price Received*	91.6%	<b>93.0%</b>	+ 1.5%	94.0%	<b>91.5%</b>	- 2.7%
Days on Market Until Sale	70	<b>126</b>	+ 80.0%	82	<b>125</b>	+ 52.4%
Inventory of Homes for Sale	42	<b>27</b>	- 35.7%	--	--	--
Months Supply of Inventory	6.0	<b>3.3</b>	- 45.0%	--	--	--

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

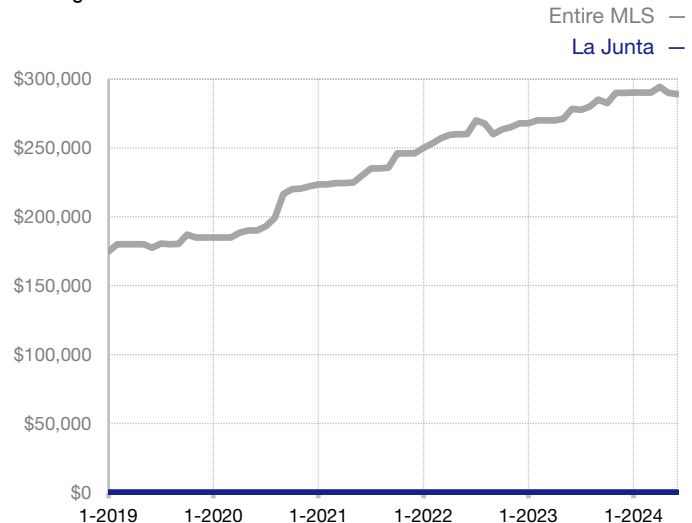
Townhouse/Condo Key Metrics	June			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 06-2023	Thru 06-2024	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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

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



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



# Local Market Update for June 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Lamar

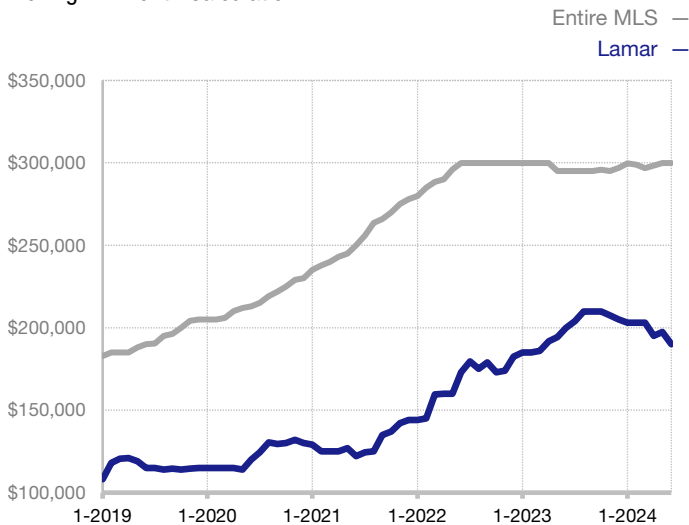
Single Family	June			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 06-2023	Thru 06-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	9	8	- 11.1%	43	39	- 9.3%
Sold Listings	5	4	- 20.0%	36	24	- 33.3%
Median Sales Price*	\$202,000	<b>\$110,000</b>	- 45.5%	\$204,500	<b>\$180,000</b>	- 12.0%
Average Sales Price*	\$210,200	<b>\$158,250</b>	- 24.7%	\$244,986	<b>\$188,021</b>	- 23.3%
Percent of List Price Received*	98.4%	<b>87.1%</b>	- 11.5%	94.7%	<b>92.9%</b>	- 1.9%
Days on Market Until Sale	107	<b>47</b>	- 56.1%	102	<b>91</b>	- 10.8%
Inventory of Homes for Sale	19	<b>19</b>	0.0%	--	--	--
Months Supply of Inventory	3.2	<b>4.0</b>	+ 25.0%	--	--	--

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

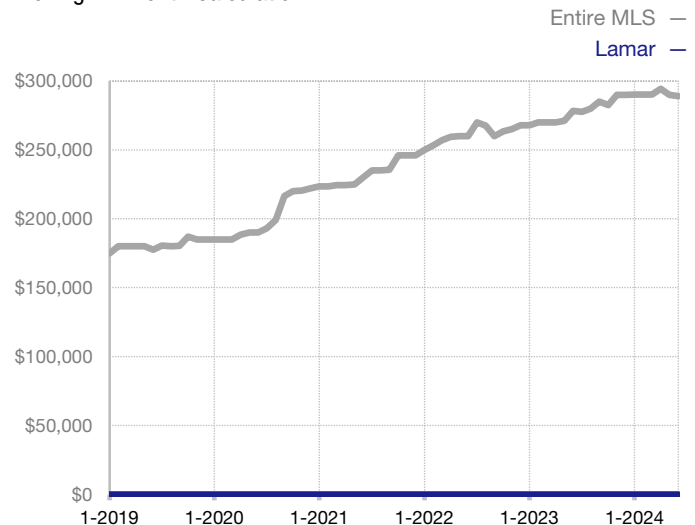
Townhouse/Condo	June			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 06-2023	Thru 06-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<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 June 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Las Animas

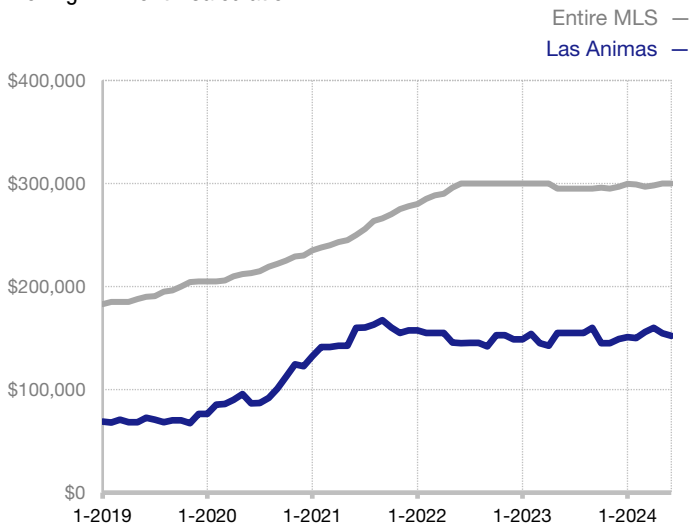
Single Family	June			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 06-2023	Thru 06-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	4	3	- 25.0%	22	14	- 36.4%
Sold Listings	2	2	0.0%	18	15	- 16.7%
Median Sales Price*	\$162,500	<b>\$142,000</b>	- 12.6%	\$140,000	<b>\$156,000</b>	+ 11.4%
Average Sales Price*	\$162,500	<b>\$142,000</b>	- 12.6%	\$166,161	<b>\$144,567</b>	- 13.0%
Percent of List Price Received*	97.7%	<b>100.4%</b>	+ 2.8%	92.6%	<b>91.5%</b>	- 1.2%
Days on Market Until Sale	165	<b>209</b>	+ 26.7%	125	<b>124</b>	- 0.8%
Inventory of Homes for Sale	11	<b>10</b>	- 9.1%	--	--	--
Months Supply of Inventory	3.2	<b>3.9</b>	+ 21.9%	--	--	--

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

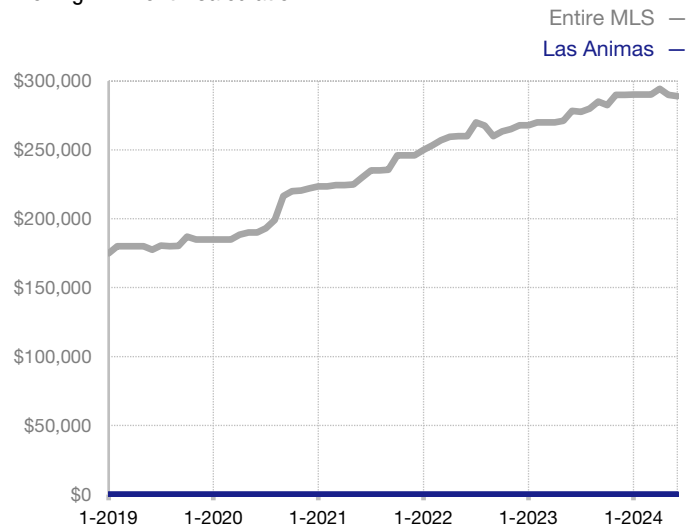
Townhouse/Condo	June			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 06-2023	Thru 06-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<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 June 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Manzanola

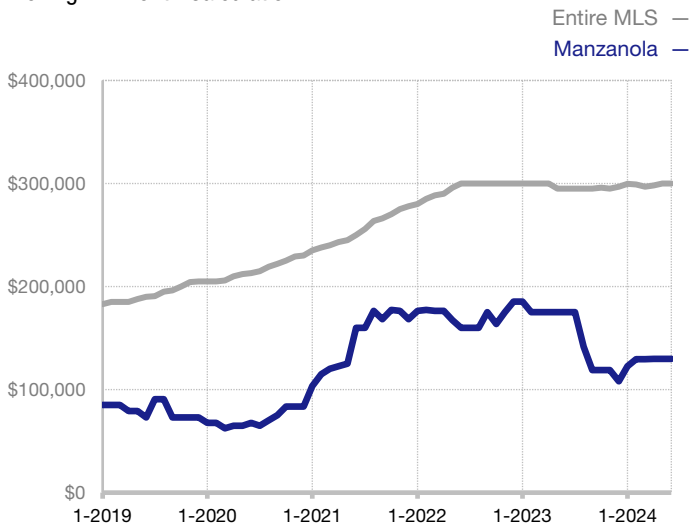
Single Family	June			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 06-2023	Thru 06-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	11	7	- 36.4%
Sold Listings	0	0	--	4	3	- 25.0%
Median Sales Price*	\$0	\$0	--	\$53,750	\$129,500	+ 140.9%
Average Sales Price*	\$0	\$0	--	\$90,125	\$222,333	+ 146.7%
Percent of List Price Received*	0.0%	0.0%	--	80.7%	105.0%	+ 30.1%
Days on Market Until Sale	0	0	--	53	53	0.0%
Inventory of Homes for Sale	5	4	- 20.0%	--	--	--
Months Supply of Inventory	2.8	3.0	+ 7.1%	--	--	--

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

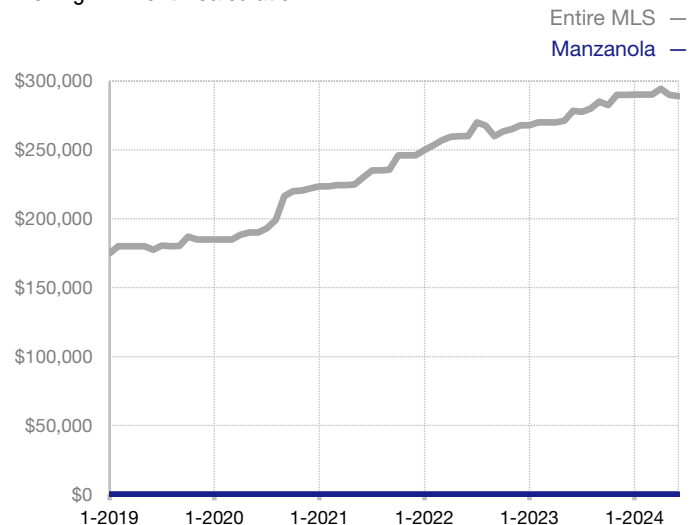
Townhouse/Condo	June			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 06-2023	Thru 06-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$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 June 2024

A Research Tool Provided by the Colorado Association of REALTORS®



## Rocky Ford

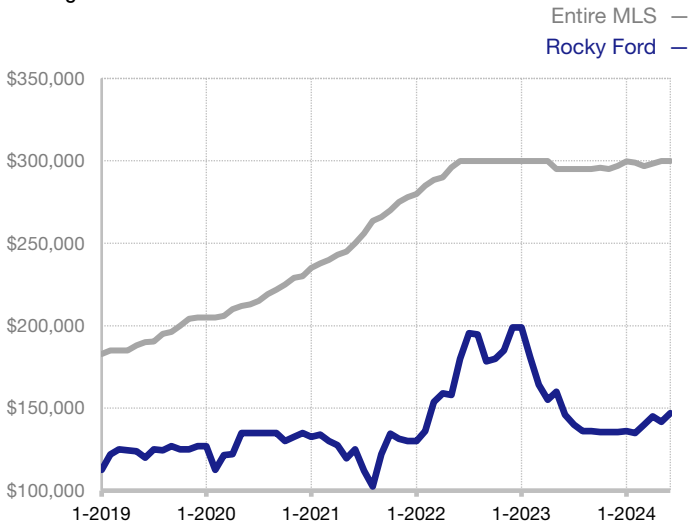
Single Family	June			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 06-2023	Thru 06-2024	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	10	6	- 40.0%	39	32	- 17.9%
Sold Listings	4	3	- 25.0%	23	20	- 13.0%
Median Sales Price*	\$105,000	<b>\$154,900</b>	+ 47.5%	\$136,000	<b>\$158,500</b>	+ 16.5%
Average Sales Price*	\$151,250	<b>\$122,967</b>	- 18.7%	\$133,730	<b>\$183,345</b>	+ 37.1%
Percent of List Price Received*	86.6%	<b>90.2%</b>	+ 4.2%	91.2%	<b>95.1%</b>	+ 4.3%
Days on Market Until Sale	79	<b>96</b>	+ 21.5%	95	<b>132</b>	+ 38.9%
Inventory of Homes for Sale	22	<b>20</b>	- 9.1%	--	--	--
Months Supply of Inventory	5.6	<b>5.3</b>	- 5.4%	--	--	--

\* 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	June			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 06-2023	Thru 06-2024	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

