

Monthly Indicators



September 2024

Percent changes calculated using year-over-year comparisons.

New Listings were up 12.1 percent for single family homes and 35.7 percent for townhouse-condo properties. Pending Sales increased 21.7 percent for single family homes and 37.5 percent for townhouse-condo properties.

The Median Sales Price was up 5.0 percent to \$315,000 for single family homes and 13.1 percent to \$304,000 for townhouse-condo properties. Days on Market increased 18.4 percent for single family homes and 5.1 percent for townhouse-condo properties.

Amid slower home sales, inventory has continued to grow across the country. According to NAR, there were 1.35 million units for sale heading into September, a 0.7% increase from the previous month and a 22.7% jump from the same time last year. And while monthly existing-home sales were lower than expected this period, NAR Chief Economist Lawrence Yun believes that the rise in inventory, along with lower mortgage rates, should help sales improve in the months ahead.

Activity Snapshot

- 12.4%	+ 7.1%	+ 16.1%
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.

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



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	9-2023	9-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		265	297	+ 12.1%	2,673	2,719	+ 1.7%
Pending Sales		161	196	+ 21.7%	1,831	1,625	- 11.3%
Sold Listings		186	156	- 16.1%	1,789	1,543	- 13.8%
Median Sales Price		\$300,000	\$315,000	+ 5.0%	\$310,000	\$319,950	+ 3.2%
Avg. Sales Price		\$307,045	\$341,216	+ 11.1%	\$318,797	\$327,399	+ 2.7%
Pct. of List Price Received		98.0%	97.8%	- 0.2%	98.4%	98.4%	0.0%
Days on Market		76	90	+ 18.4%	84	91	+ 8.3%
Affordability Index		89	94	+ 5.6%	86	93	+ 8.1%
Active Listings		743	869	+ 17.0%	--	--	--
Months Supply		3.9	5.2	+ 33.3%	--	--	--

Townhouse-Condo Market Overview

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

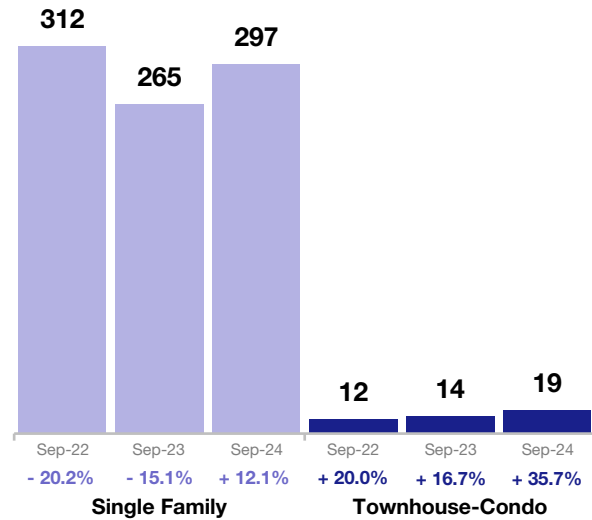


Key Metrics	Historical Sparkbars	9-2023	9-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		14	19	+ 35.7%	112	111	- 0.9%
Pending Sales		8	11	+ 37.5%	69	71	+ 2.9%
Sold Listings		7	13	+ 85.7%	66	67	+ 1.5%
Median Sales Price		\$268,900	\$304,000	+ 13.1%	\$279,700	\$274,000	- 2.0%
Avg. Sales Price		\$253,271	\$317,185	+ 25.2%	\$281,911	\$280,007	- 0.7%
Pct. of List Price Received		98.3%	97.4%	- 0.9%	98.8%	97.3%	- 1.5%
Days on Market		79	83	+ 5.1%	71	85	+ 19.7%
Affordability Index		99	97	- 2.0%	95	108	+ 13.7%
Active Listings		33	32	- 3.0%	--	--	--
Months Supply		4.7	4.4	- 6.4%	--	--	--

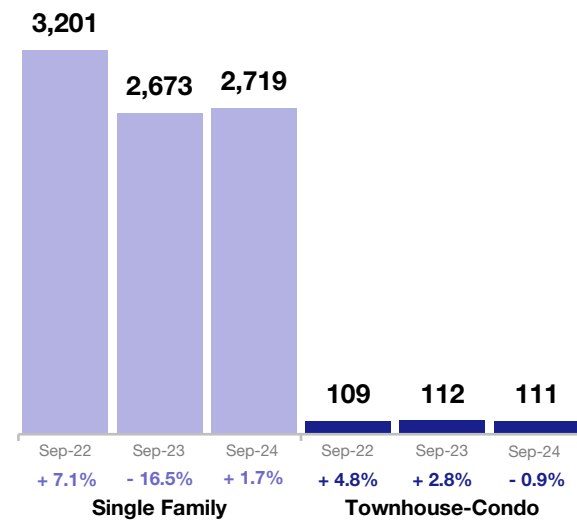
New Listings



September

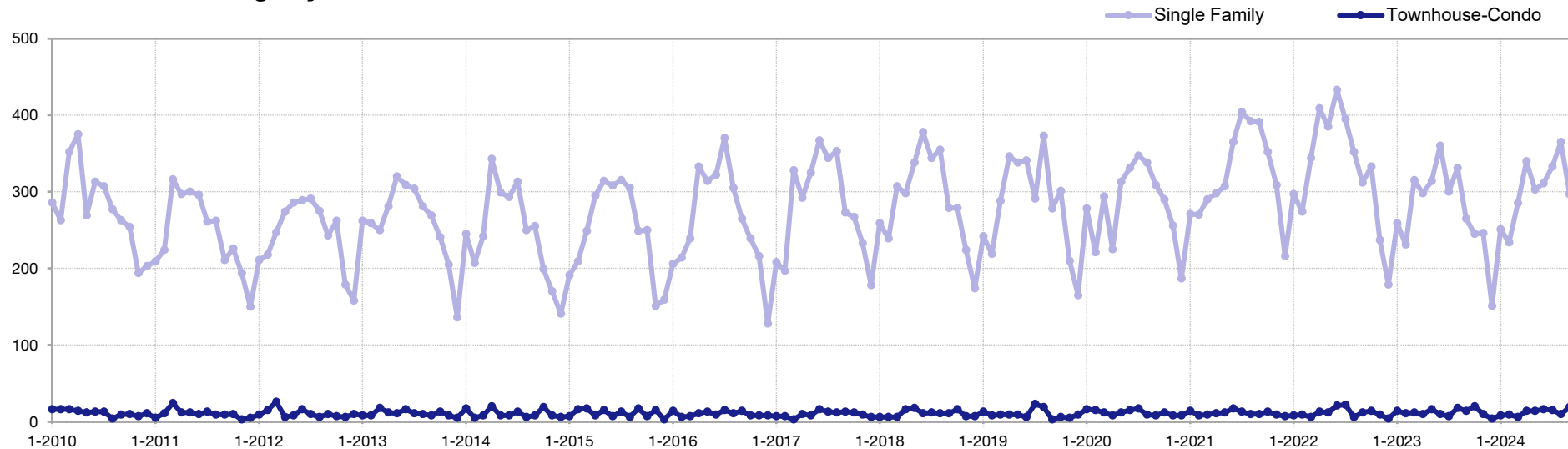


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2023	245	-26.4%	20	+42.9%
Nov-2023	246	+3.8%	10	+11.1%
Dec-2023	151	-15.6%	4	0.0%
Jan-2024	251	-3.1%	8	-42.9%
Feb-2024	234	+1.3%	9	-18.2%
Mar-2024	285	-9.5%	6	-50.0%
Apr-2024	340	+14.1%	14	+40.0%
May-2024	303	-3.5%	14	-12.5%
Jun-2024	311	-13.6%	16	+60.0%
Jul-2024	333	+11.0%	15	+114.3%
Aug-2024	365	+10.3%	10	-44.4%
Sep-2024	297	+12.1%	19	+35.7%

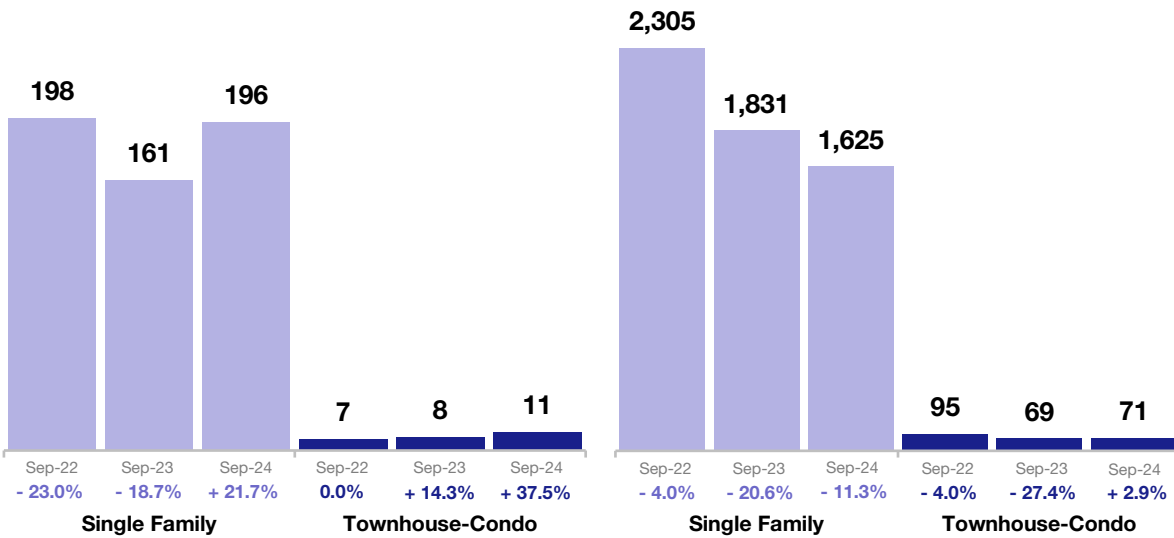
Historical New Listings by Month



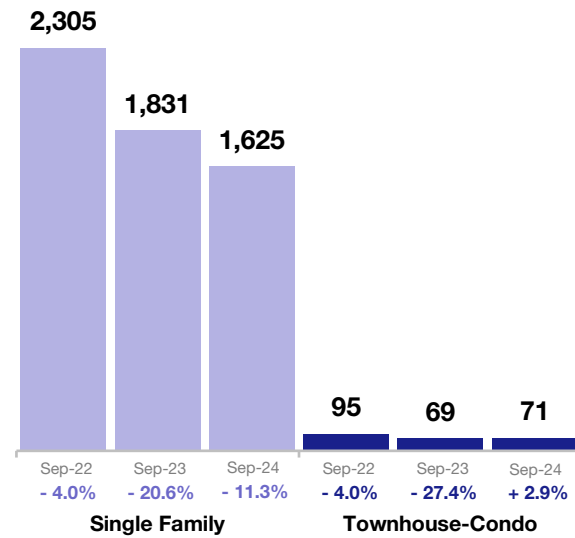
Pending Sales



September

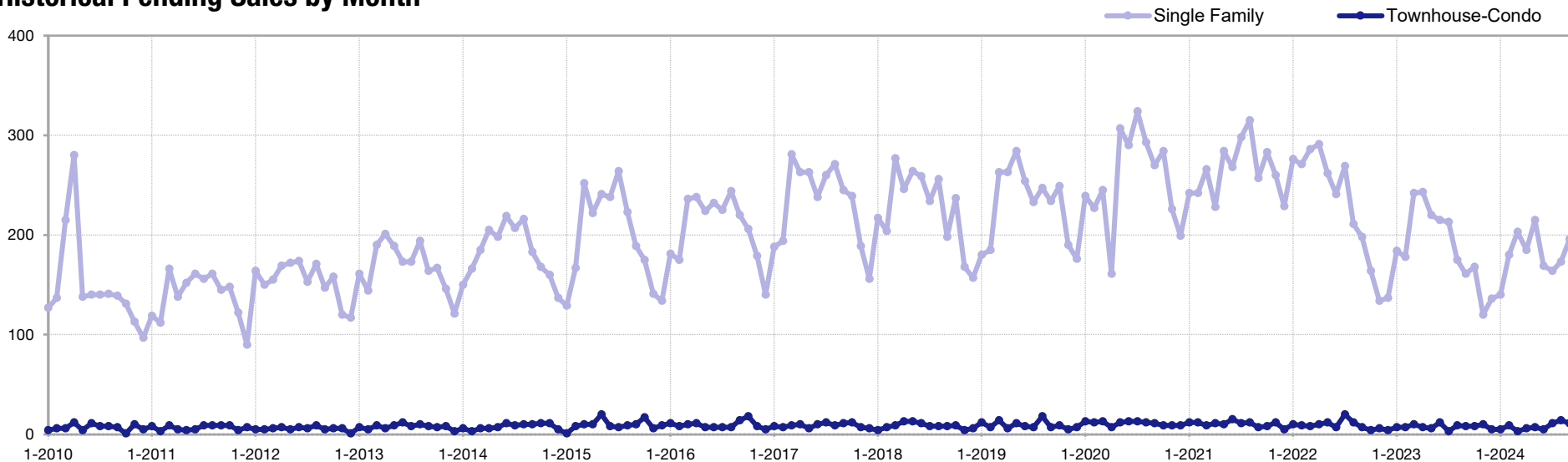


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2023	168	+2.4%	8	+100.0%
Nov-2023	120	-10.4%	10	+66.7%
Dec-2023	136	-0.7%	5	+25.0%
Jan-2024	140	-23.9%	5	-28.6%
Feb-2024	180	+1.1%	9	+28.6%
Mar-2024	203	-16.1%	3	-70.0%
Apr-2024	185	-23.9%	6	-14.3%
May-2024	215	-2.3%	7	+16.7%
Jun-2024	169	-21.4%	5	-58.3%
Jul-2024	164	-23.0%	11	+266.7%
Aug-2024	173	-1.1%	14	+55.6%
Sep-2024	196	+21.7%	11	+37.5%

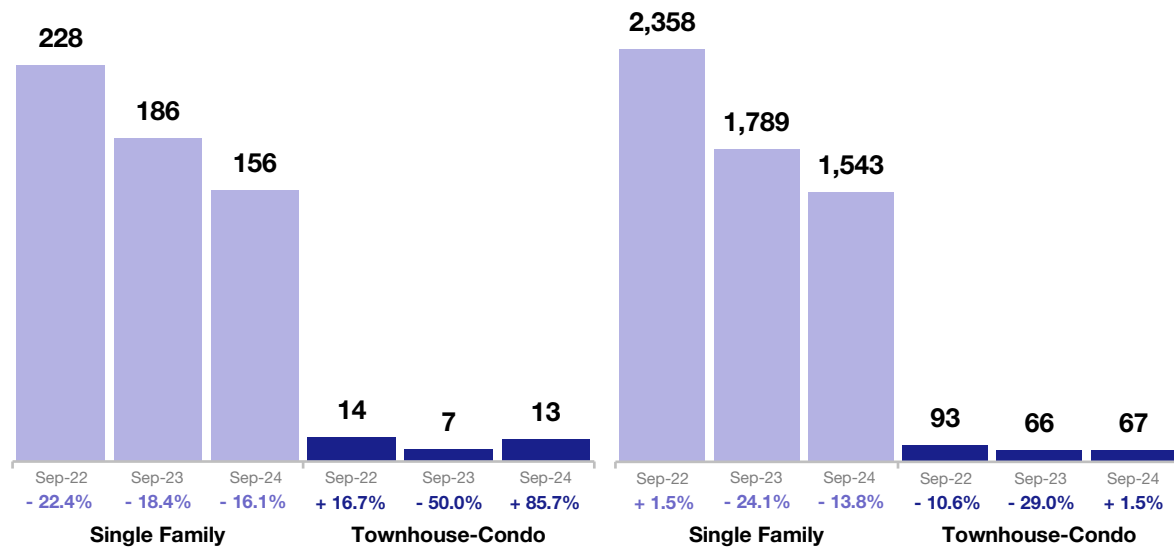
Historical Pending Sales by Month



Sold Listings

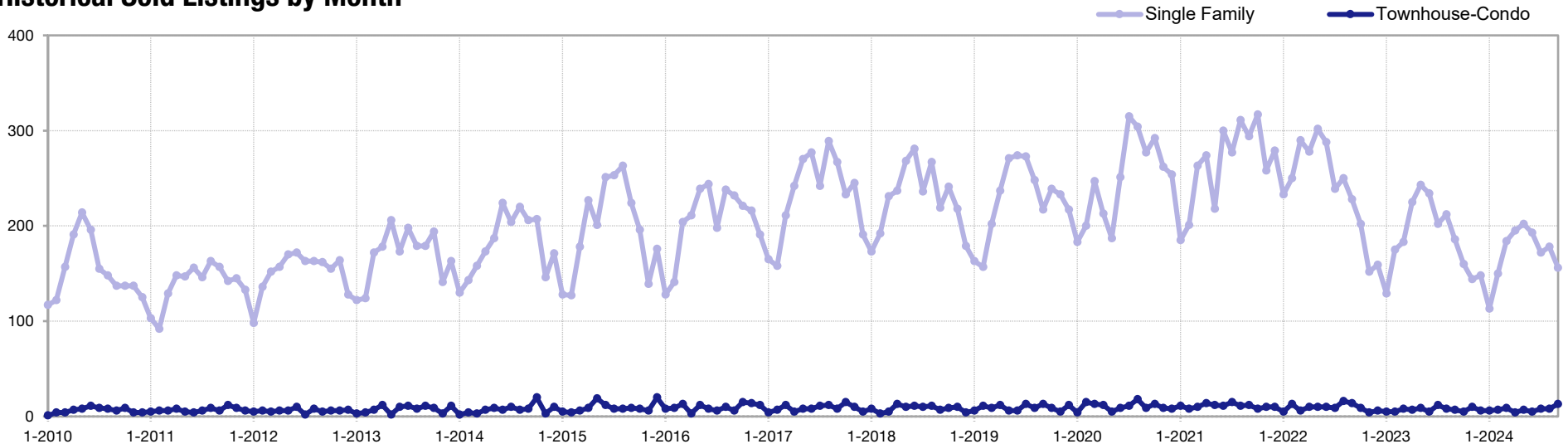


September



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	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	172	-14.9%	8	-33.3%
Aug-2024	178	-16.0%	8	0.0%
Sep-2024	156	-16.1%	13	+85.7%

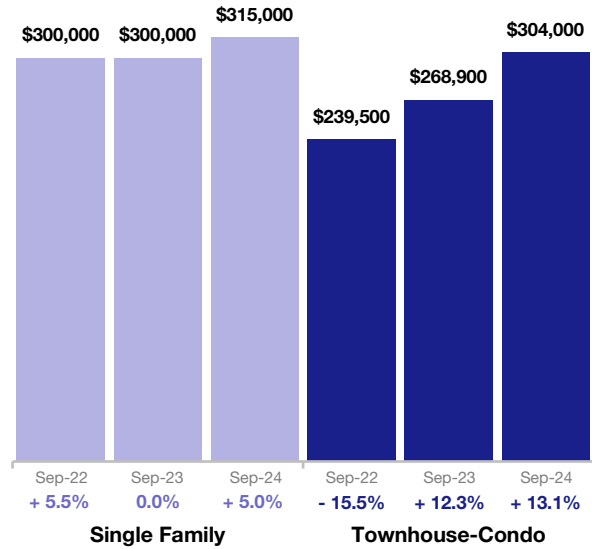
Historical Sold Listings by Month



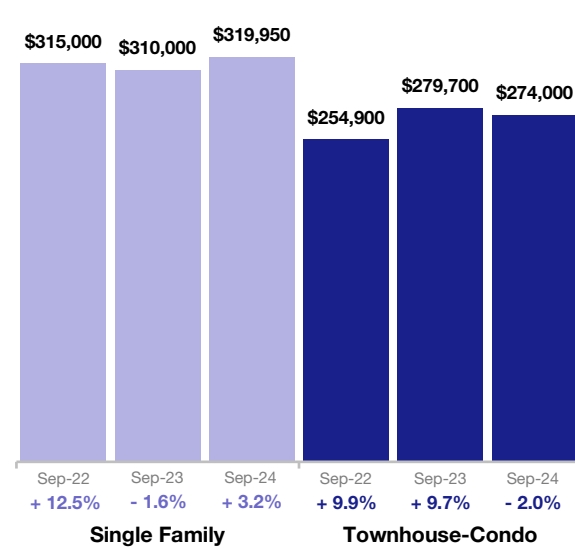
Median Sales Price



September

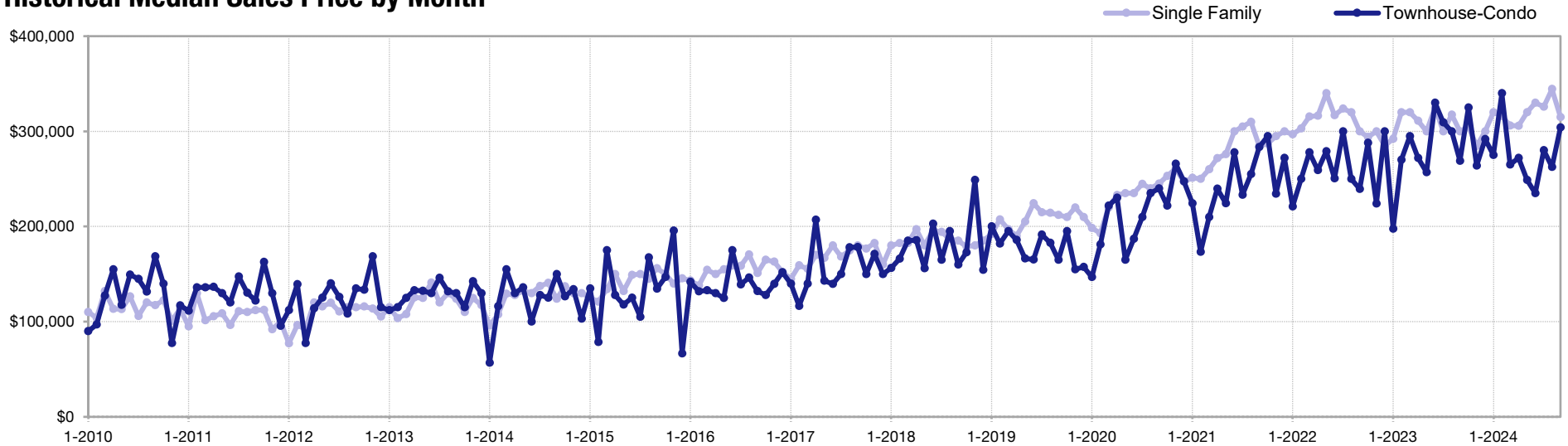


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$316,000	-1.3%	\$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	\$325,750	+8.6%	\$280,000	-9.5%
Aug-2024	\$344,500	+8.5%	\$262,450	-12.5%
Sep-2024	\$315,000	+5.0%	\$304,000	+13.1%

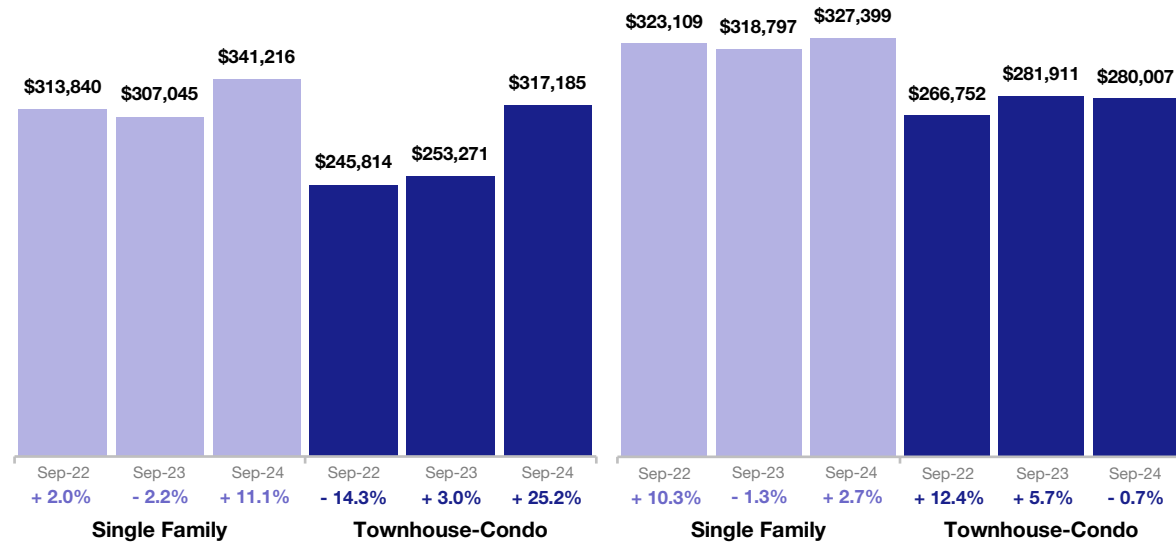
Historical Median Sales Price by Month



Average Sales Price

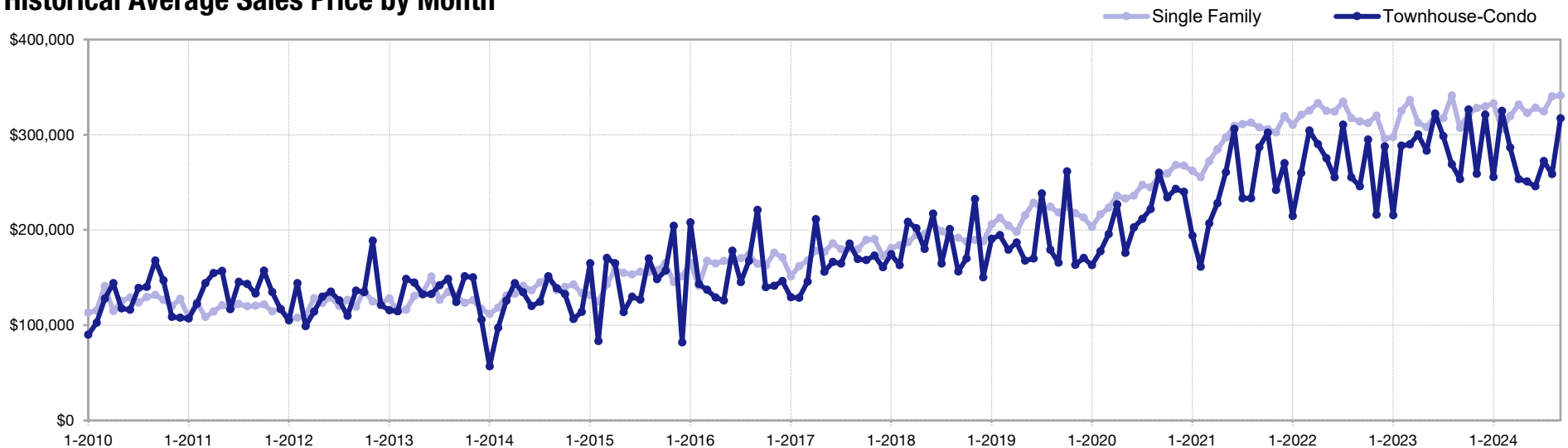


September



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$305,854	-5.9%	\$325,057	+12.7%
Mar-2024	\$319,414	-5.1%	\$286,544	-1.2%
Apr-2024	\$331,607	+6.0%	\$253,475	-15.5%
May-2024	\$322,774	+4.8%	\$250,929	-11.4%
Jun-2024	\$328,440	+2.8%	\$245,900	-23.7%
Jul-2024	\$324,531	+2.3%	\$272,438	-8.8%
Aug-2024	\$340,448	-0.2%	\$258,675	-3.8%
Sep-2024	\$341,216	+11.1%	\$317,185	+25.2%

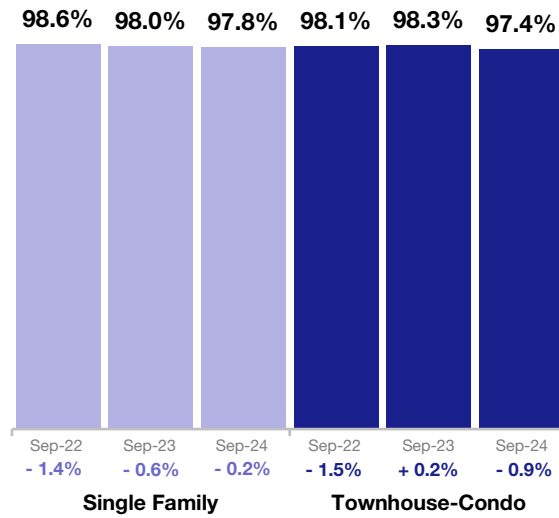
Historical Average Sales Price by Month



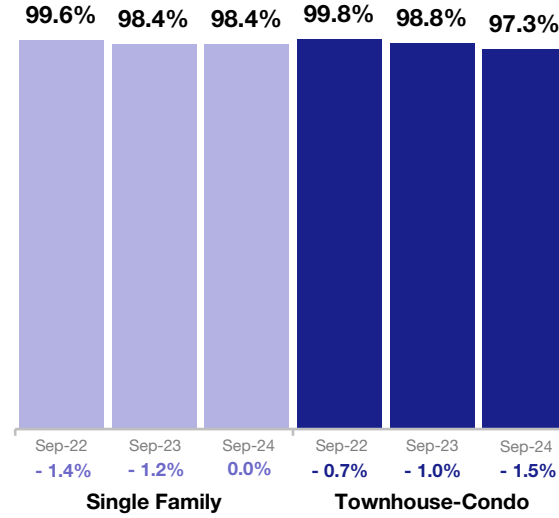
Percent of List Price Received



September

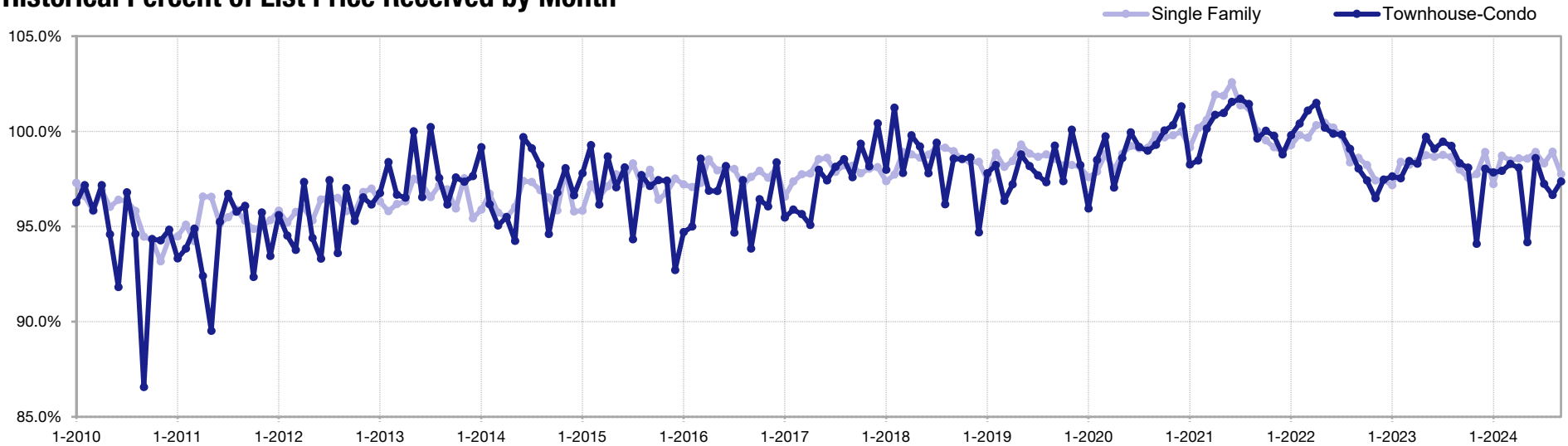


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2023	97.6%	-0.6%	98.1%	+0.7%
Nov-2023	97.8%	+0.4%	94.1%	-2.5%
Dec-2023	98.9%	+1.5%	98.0%	+0.5%
Jan-2024	97.2%	0.0%	97.8%	+0.2%
Feb-2024	98.7%	+0.3%	97.9%	+0.4%
Mar-2024	98.5%	+0.3%	98.3%	-0.1%
Apr-2024	98.6%	+0.2%	98.1%	-0.2%
May-2024	98.6%	-0.1%	94.2%	-5.5%
Jun-2024	98.9%	+0.2%	98.6%	-0.5%
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%

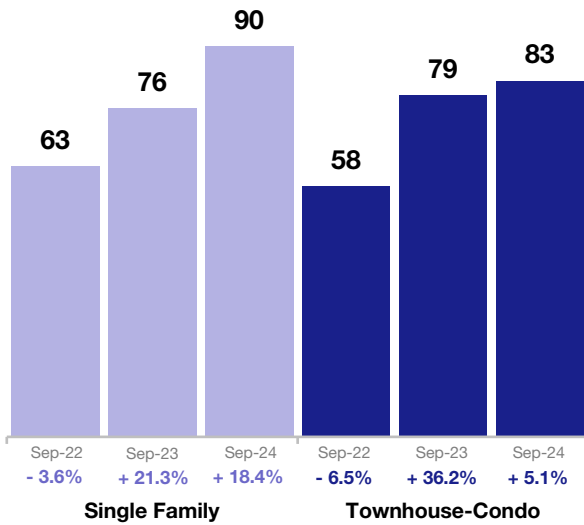
Historical Percent of List Price Received by Month



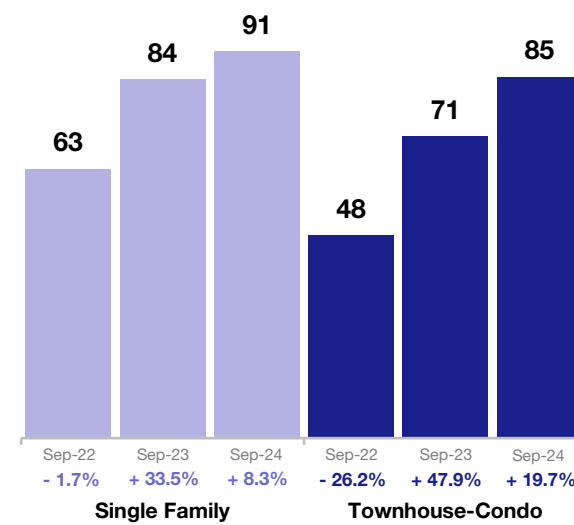
Days on Market Until Sale



September

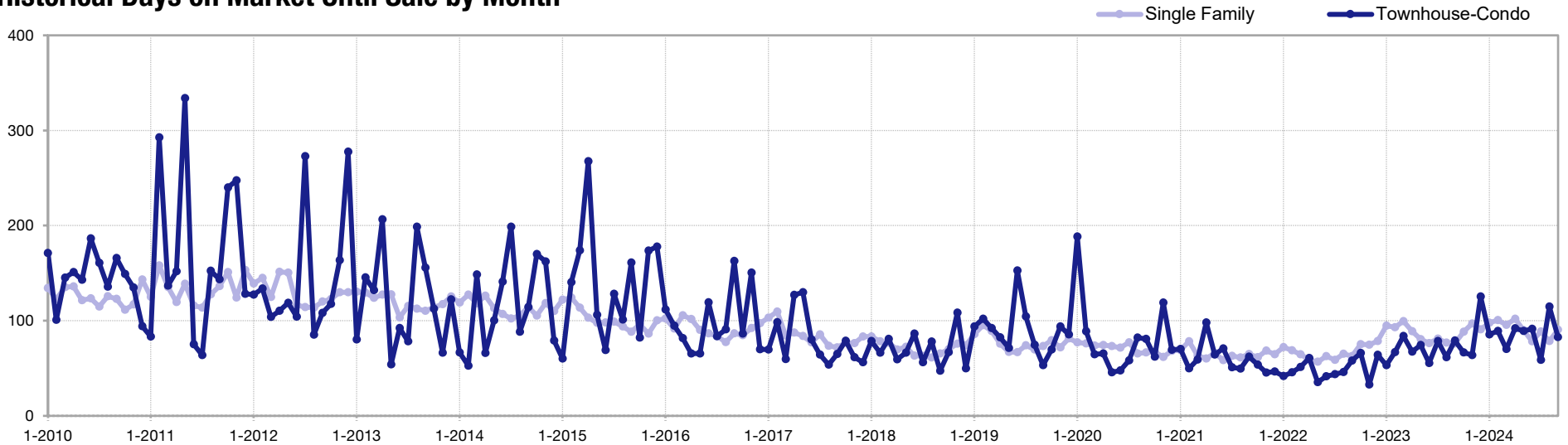


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	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	88	+8.6%	59	-25.3%
Aug-2024	79	+2.6%	115	+85.5%
Sep-2024	90	+18.4%	83	+5.1%

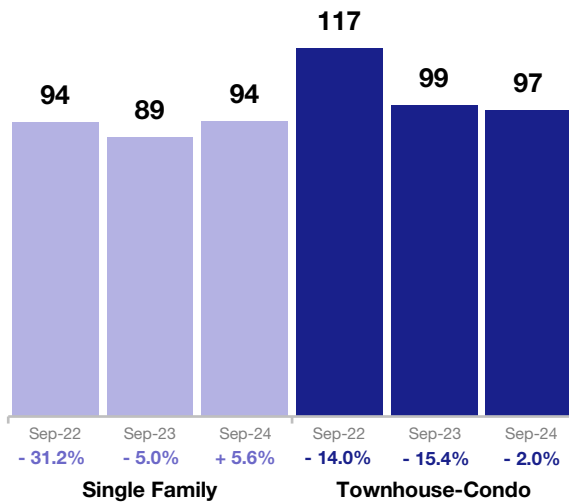
Historical Days on Market Until Sale by Month



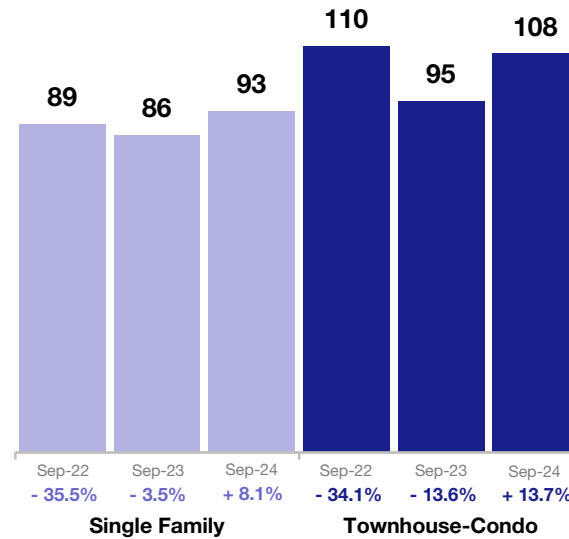
Housing Affordability Index



September

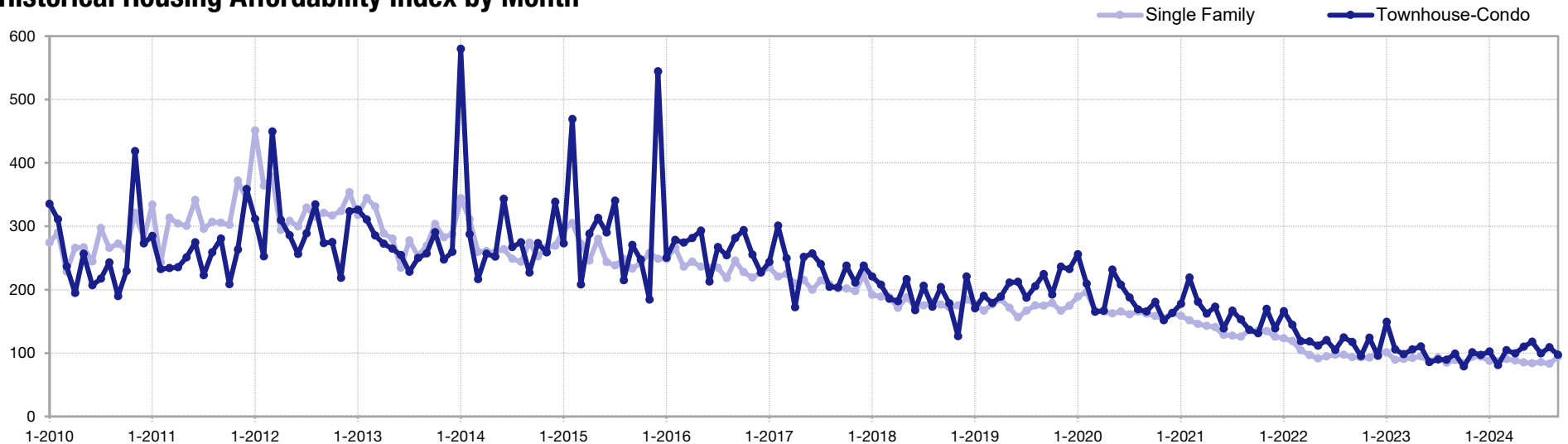


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2023	84	-9.7%	79	-16.8%
Nov-2023	94	+1.1%	101	-18.5%
Dec-2023	94	-6.9%	97	+1.0%
Jan-2024	88	-12.9%	102	-31.5%
Feb-2024	87	-2.2%	81	-23.6%
Mar-2024	90	-1.1%	104	+6.1%
Apr-2024	88	-4.3%	99	-6.6%
May-2024	85	-10.5%	110	-0.9%
Jun-2024	84	-3.4%	118	+37.2%
Jul-2024	86	-7.5%	100	+11.1%
Aug-2024	83	-2.4%	109	+21.1%
Sep-2024	94	+5.6%	97	-2.0%

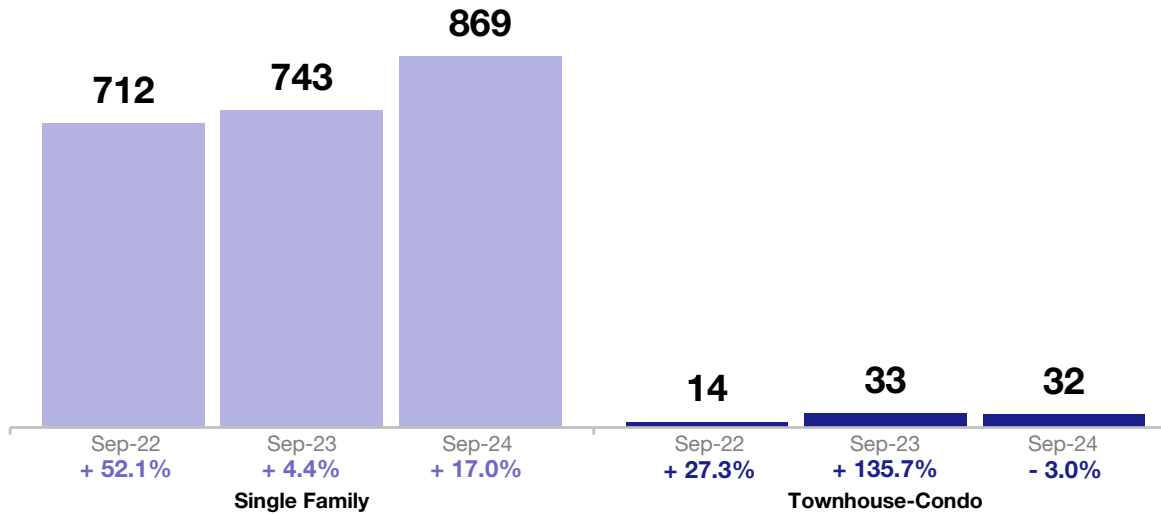
Historical Housing Affordability Index by Month



Inventory of Active Listings

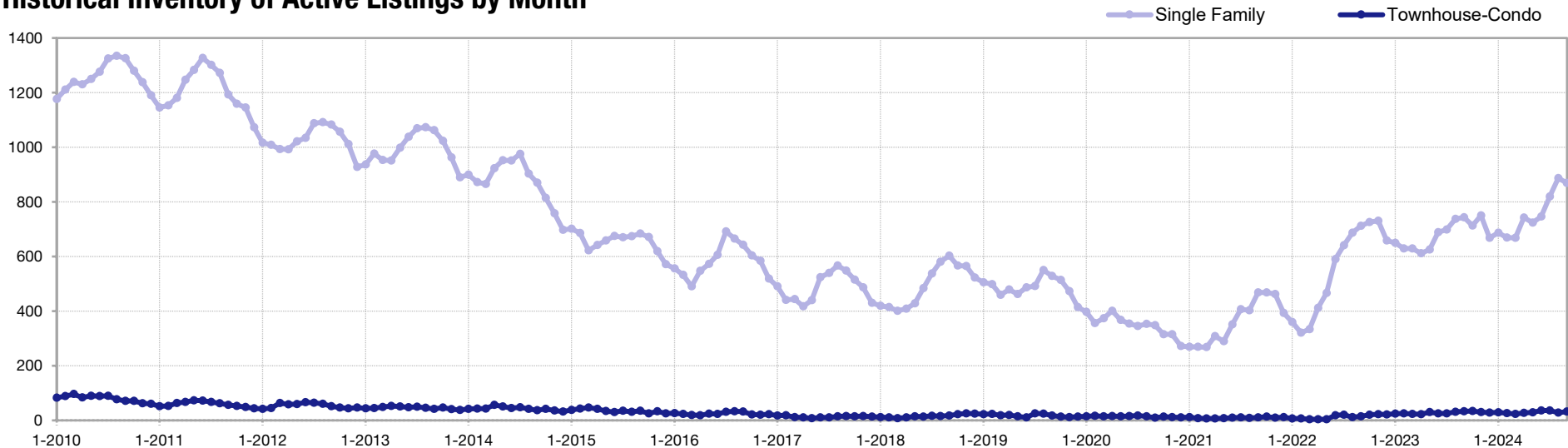


September



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2023	713	-1.8%	34	+70.0%
Nov-2023	750	+2.6%	30	+36.4%
Dec-2023	668	+1.5%	28	+33.3%
Jan-2024	687	+5.7%	29	+20.8%
Feb-2024	669	+6.4%	26	+4.0%
Mar-2024	668	+6.2%	23	0.0%
Apr-2024	742	+21.2%	27	+22.7%
May-2024	724	+15.8%	29	-3.3%
Jun-2024	746	+8.3%	36	+44.0%
Jul-2024	819	+17.3%	36	+44.0%
Aug-2024	887	+20.4%	28	-9.7%
Sep-2024	869	+17.0%	32	-3.0%

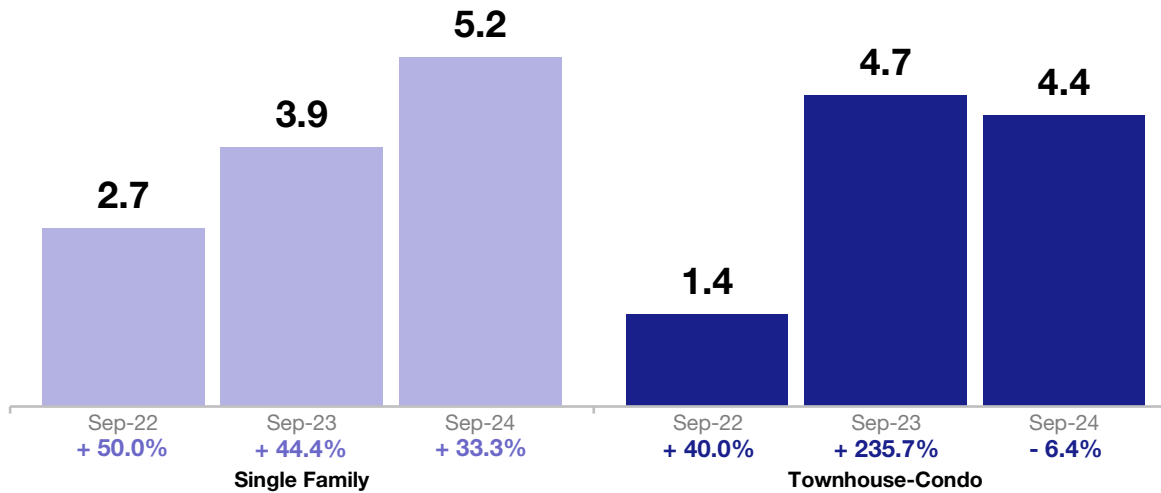
Historical Inventory of Active Listings by Month



Months Supply of Inventory

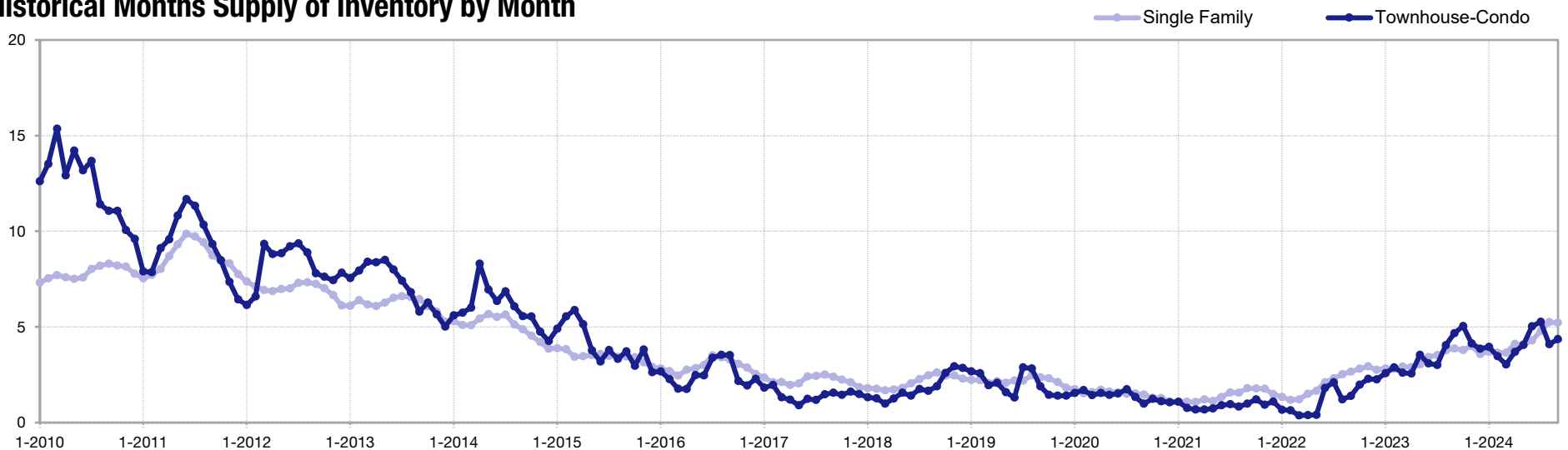


September



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2023	3.8	+35.7%	5.0	+150.0%
Nov-2023	4.0	+37.9%	4.1	+78.3%
Dec-2023	3.6	+28.6%	3.9	+69.6%
Jan-2024	3.7	+32.1%	4.0	+53.8%
Feb-2024	3.6	+28.6%	3.5	+20.7%
Mar-2024	3.6	+24.1%	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	4.3	+26.5%	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	5.2	+33.3%	4.4	-6.4%

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.



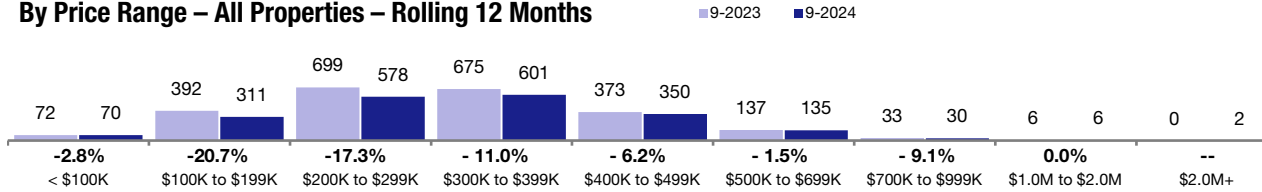
Key Metrics	Historical Sparkbars	9-2023	9-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		279	316	+ 13.3%	2,785	2,830	+ 1.6%
Pending Sales		169	207	+ 22.5%	1,900	1,696	- 10.7%
Sold Listings		193	169	- 12.4%	1,855	1,610	- 13.2%
Median Sales Price		\$294,000	\$315,000	+ 7.1%	\$307,150	\$315,500	+ 2.7%
Avg. Sales Price		\$305,094	\$339,367	+ 11.2%	\$317,484	\$325,426	+ 2.5%
Pct. of List Price Received		98.0%	97.7%	- 0.3%	98.4%	98.4%	0.0%
Days on Market		76	90	+ 18.4%	84	91	+ 8.3%
Affordability Index		91	94	+ 3.3%	87	94	+ 8.0%
Active Listings		776	901	+ 16.1%	--	--	--
Months Supply		3.9	5.2	+ 33.3%	--	--	--

Sold Listings

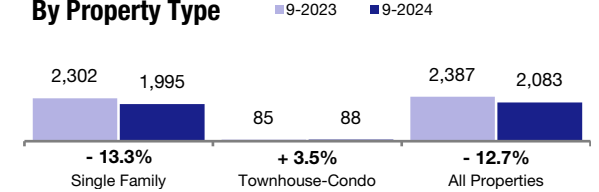
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	9-2023	9-2024	Change	9-2023	9-2024	Change
\$99,999 and Below	72	70	-2.8%	0	0	--
\$100,000 to \$199,999	378	299	-20.9%	14	12	-14.3%
\$200,000 to \$299,999	661	537	-18.8%	38	41	+7.9%
\$300,000 to \$399,999	648	572	-11.7%	27	29	+7.4%
\$400,000 to \$499,999	368	345	-6.3%	5	5	0.0%
\$500,000 to \$699,999	136	134	-1.5%	1	1	0.0%
\$700,000 to \$999,999	33	30	-9.1%	0	0	--
\$1,000,000 to \$1,999,999	6	6	0.0%	0	0	--
\$2,000,000 and Above	0	2	--	0	0	--
All Price Ranges	2,302	1,995	-13.3%	85	88	+3.5%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	8-2024	9-2024	Change	8-2024	9-2024	Change
\$99,999 and Below	6	6	0.0%	0	0	--
\$100,000 to \$199,999	22	24	+9.1%	2	2	0.0%
\$200,000 to \$299,999	41	45	+9.8%	3	4	+33.3%
\$300,000 to \$399,999	50	32	-36.0%	3	5	+66.7%
\$400,000 to \$499,999	41	27	-34.1%	0	1	--
\$500,000 to \$699,999	16	18	+12.5%	0	1	--
\$700,000 to \$999,999	2	2	0.0%	0	0	--
\$1,000,000 to \$1,999,999	0	2	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	178	156	-12.4%	8	13	+62.5%

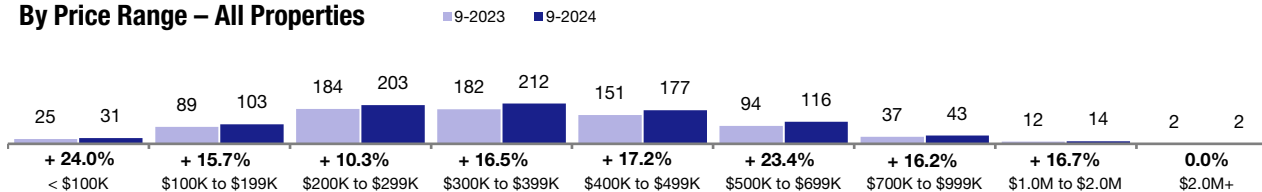
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	9-2023	9-2024	Change	9-2023	9-2024	Change
\$99,999 and Below	55	52	-5.5%	0	0	--
\$100,000 to \$199,999	279	221	-20.8%	10	10	0.0%
\$200,000 to \$299,999	512	408	-20.3%	30	30	0.0%
\$300,000 to \$399,999	515	461	-10.5%	21	23	+9.5%
\$400,000 to \$499,999	287	271	-5.6%	4	3	-25.0%
\$500,000 to \$699,999	113	102	-9.7%	1	1	0.0%
\$700,000 to \$999,999	23	23	0.0%	0	0	--
\$1,000,000 to \$1,999,999	5	4	-20.0%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	1,789	1,543	-13.8%	66	67	+1.5%

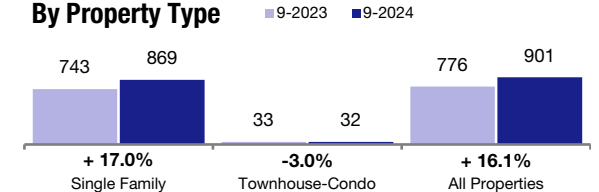
Inventory of Active Listings

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		
	9-2023	9-2024	Change	9-2023	9-2024	Change
\$99,999 and Below	25	31	+24.0%	0	0	--
\$100,000 to \$199,999	86	101	+17.4%	3	2	-33.3%
\$200,000 to \$299,999	170	187	+10.0%	14	16	+14.3%
\$300,000 to \$399,999	172	201	+16.9%	10	11	+10.0%
\$400,000 to \$499,999	146	176	+20.5%	5	1	-80.0%
\$500,000 to \$699,999	93	115	+23.7%	1	1	0.0%
\$700,000 to \$999,999	37	42	+13.5%	0	1	--
\$1,000,000 to \$1,999,999	12	14	+16.7%	0	0	--
\$2,000,000 and Above	2	2	0.0%	0	0	--
All Price Ranges	743	869	+17.0%	33	32	-3.0%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	8-2024	9-2024	Change	8-2024	9-2024	Change
\$99,999 and Below	27	31	+14.8%	0	0	--
\$100,000 to \$199,999	99	101	+2.0%	2	2	0.0%
\$200,000 to \$299,999	179	187	+4.5%	14	16	+14.3%
\$300,000 to \$399,999	217	201	-7.4%	7	11	+57.1%
\$400,000 to \$499,999	194	176	-9.3%	2	1	-50.0%
\$500,000 to \$699,999	107	115	+7.5%	1	1	0.0%
\$700,000 to \$999,999	46	42	-8.7%	2	1	-50.0%
\$1,000,000 to \$1,999,999	15	14	-6.7%	0	0	--
\$2,000,000 and Above	3	2	-33.3%	0	0	--
All Price Ranges	887	869	-2.0%	28	32	+14.3%

Year to Date

Single Family	Townhouse-Condo
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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 September 2024

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Pueblo County

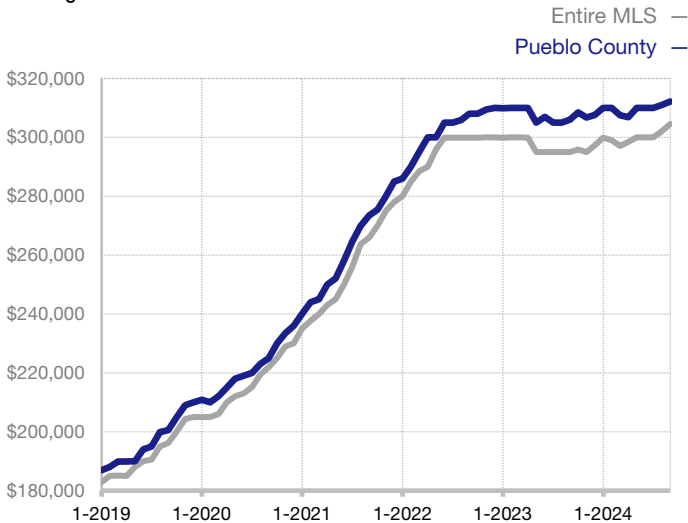
Single Family Key Metrics	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
New Listings	261	293	+ 12.3%	2,618	2,683	+ 2.5%
Sold Listings	182	155	- 14.8%	1,756	1,523	- 13.3%
Median Sales Price*	\$302,000	\$315,000	+ 4.3%	\$310,000	\$318,250	+ 2.7%
Average Sales Price*	\$307,348	\$338,724	+ 10.2%	\$319,203	\$326,560	+ 2.3%
Percent of List Price Received*	97.9%	97.8%	- 0.1%	98.4%	98.4%	0.0%
Days on Market Until Sale	76	90	+ 18.4%	84	90	+ 7.1%
Inventory of Homes for Sale	717	851	+ 18.7%	--	--	--
Months Supply of Inventory	3.8	5.2	+ 36.8%	--	--	--

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

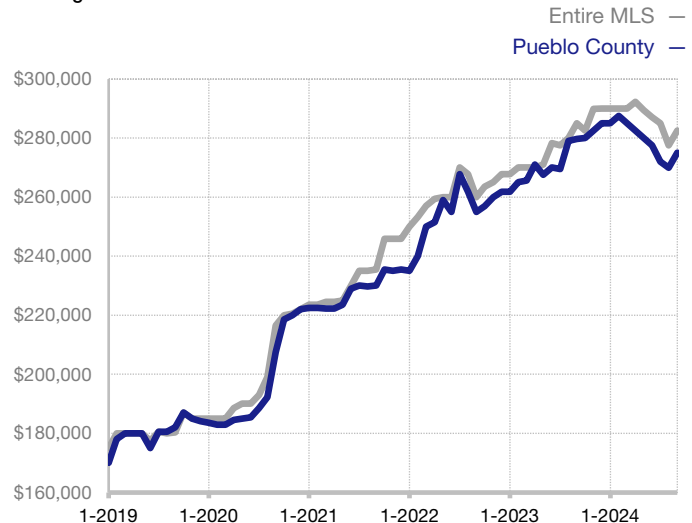
Townhouse/Condo Key Metrics	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
New Listings	12	18	+ 50.0%	107	109	+ 1.9%
Sold Listings	6	13	+ 116.7%	65	66	+ 1.5%
Median Sales Price*	\$264,400	\$304,000	+ 15.0%	\$279,900	\$272,000	- 2.8%
Average Sales Price*	\$250,483	\$317,185	+ 26.6%	\$282,094	\$279,856	- 0.8%
Percent of List Price Received*	98.0%	97.4%	- 0.6%	98.8%	97.2%	- 1.6%
Days on Market Until Sale	76	83	+ 9.2%	70	85	+ 21.4%
Inventory of Homes for Sale	29	31	+ 6.9%	--	--	--
Months Supply of Inventory	4.1	4.4	+ 7.3%	--	--	--

* 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 September 2024

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Arkansas Valley/Otero County

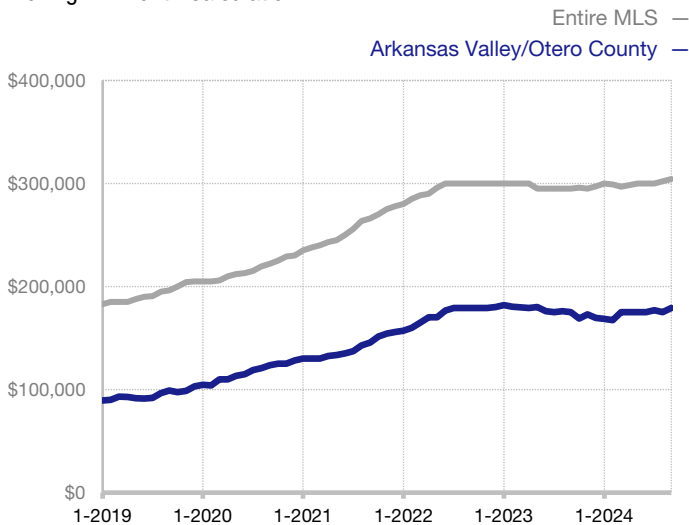
Single Family	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
Key Metrics						
New Listings	51	56	+ 9.8%	433	425	- 1.8%
Sold Listings	17	22	+ 29.4%	264	257	- 2.7%
Median Sales Price*	\$155,000	\$195,000	+ 25.8%	\$167,500	\$177,500	+ 6.0%
Average Sales Price*	\$161,729	\$279,680	+ 72.9%	\$183,377	\$198,069	+ 8.0%
Percent of List Price Received*	92.5%	93.2%	+ 0.8%	93.4%	94.1%	+ 0.7%
Days on Market Until Sale	101	103	+ 2.0%	105	115	+ 9.5%
Inventory of Homes for Sale	181	201	+ 11.0%	--	--	--
Months Supply of Inventory	6.3	6.6	+ 4.8%	--	--	--

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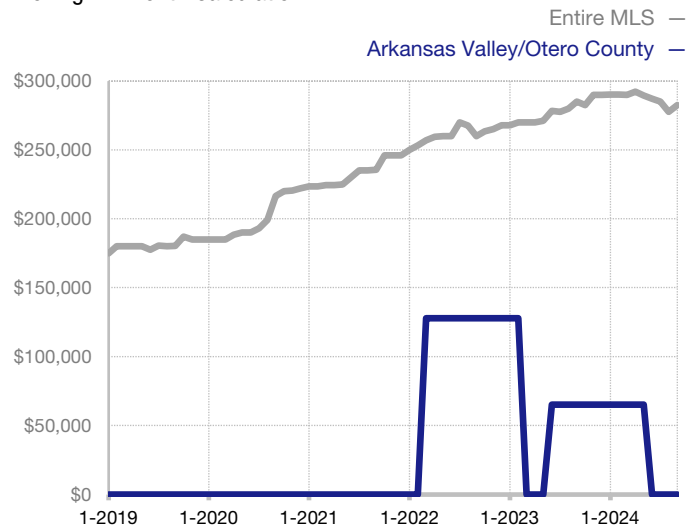
Townhouse/Condo	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$65,000	\$0	- 100.0%
Average Sales Price*	\$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	--	--	--	--

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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 September 2024

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Fowler

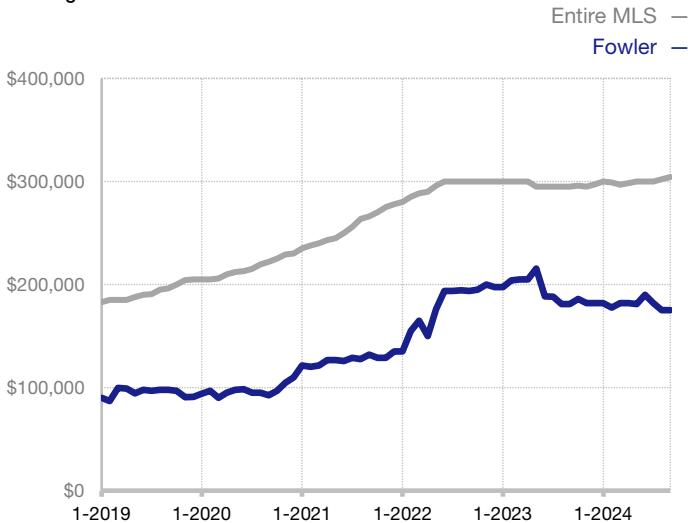
Single Family	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
Key Metrics						
New Listings	2	5	+ 150.0%	24	33	+ 37.5%
Sold Listings	0	0	--	13	17	+ 30.8%
Median Sales Price*	\$0	\$0	--	\$182,000	\$175,000	- 3.8%
Average Sales Price*	\$0	\$0	--	\$192,985	\$171,912	- 10.9%
Percent of List Price Received*	0.0%	0.0%	--	94.0%	94.7%	+ 0.7%
Days on Market Until Sale	0	0	--	150	113	- 24.7%
Inventory of Homes for Sale	9	13	+ 44.4%	--	--	--
Months Supply of Inventory	5.0	4.7	- 6.0%	--	--	--

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

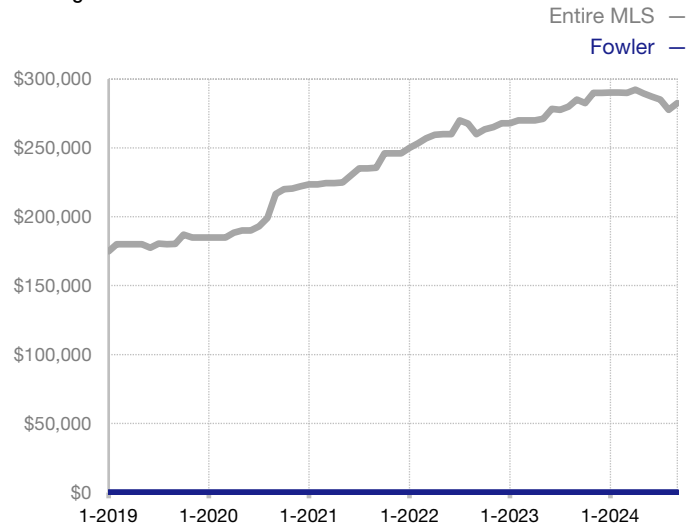
Townhouse/Condo	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 September 2024

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Huerfano County

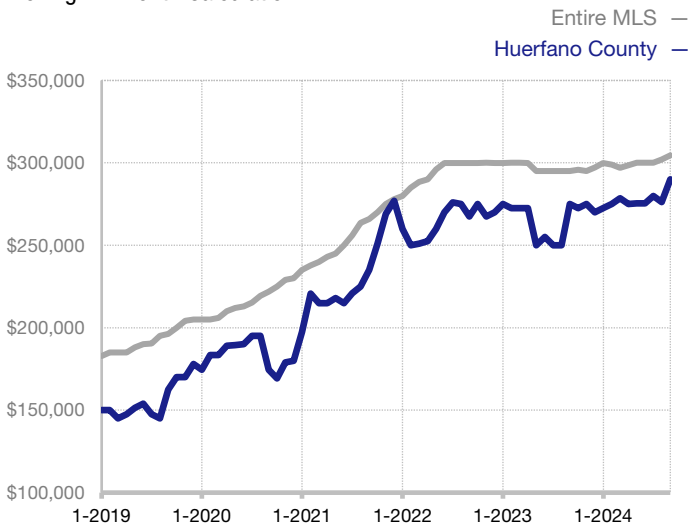
Single Family	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
Key Metrics						
New Listings	13	11	- 15.4%	118	96	- 18.6%
Sold Listings	10	3	- 70.0%	59	53	- 10.2%
Median Sales Price*	\$276,250	\$407,000	+ 47.3%	\$275,000	\$295,000	+ 7.3%
Average Sales Price*	\$324,140	\$286,333	- 11.7%	\$337,696	\$360,401	+ 6.7%
Percent of List Price Received*	95.2%	94.6%	- 0.6%	95.0%	95.4%	+ 0.4%
Days on Market Until Sale	205	307	+ 49.8%	158	167	+ 5.7%
Inventory of Homes for Sale	67	61	- 9.0%	--	--	--
Months Supply of Inventory	11.0	10.0	- 9.1%	--	--	--

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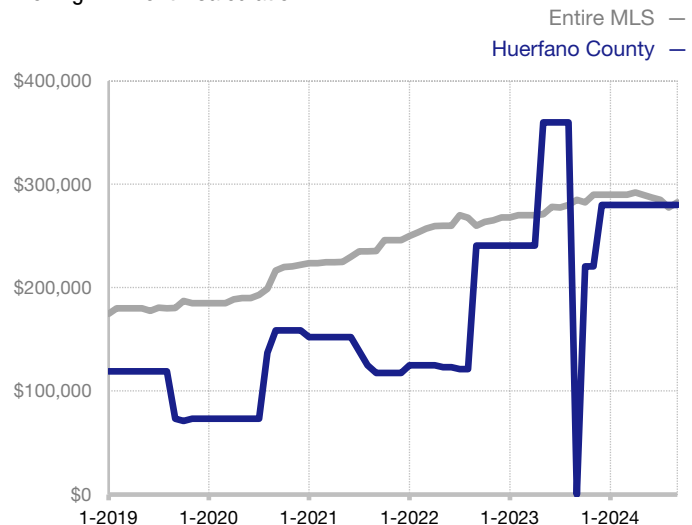
Townhouse/Condo	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	2	1	- 50.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$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	1	1	0.0%	--	--	--
Months Supply of Inventory	0.0	0.7	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for September 2024

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La Junta

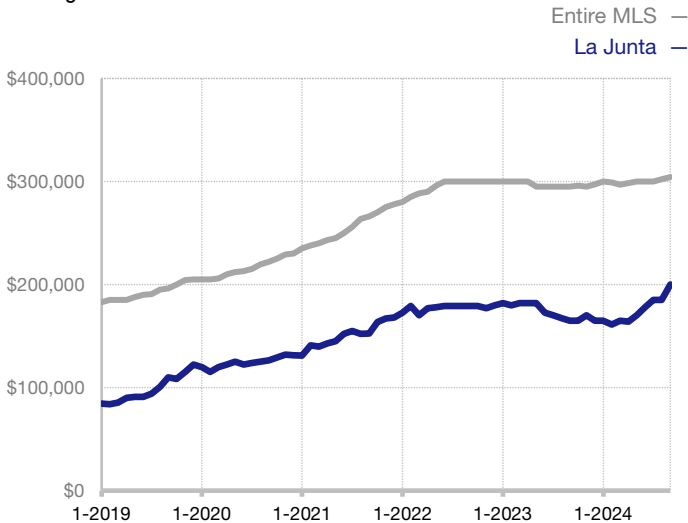
Single Family	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
Key Metrics						
New Listings	14	15	+ 7.1%	118	107	- 9.3%
Sold Listings	4	10	+ 150.0%	58	75	+ 29.3%
Median Sales Price*	\$82,500	\$175,000	+ 112.1%	\$154,250	\$192,500	+ 24.8%
Average Sales Price*	\$78,750	\$193,129	+ 145.2%	\$168,847	\$204,974	+ 21.4%
Percent of List Price Received*	82.6%	93.0%	+ 12.6%	94.1%	92.4%	- 1.8%
Days on Market Until Sale	81	65	- 19.8%	87	115	+ 32.2%
Inventory of Homes for Sale	46	42	- 8.7%	--	--	--
Months Supply of Inventory	7.3	4.9	- 32.9%	--	--	--

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

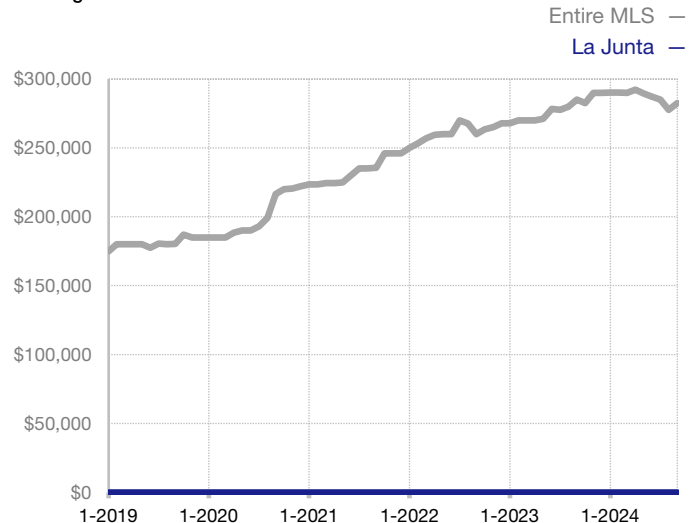
Townhouse/Condo	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 September 2024

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Lamar

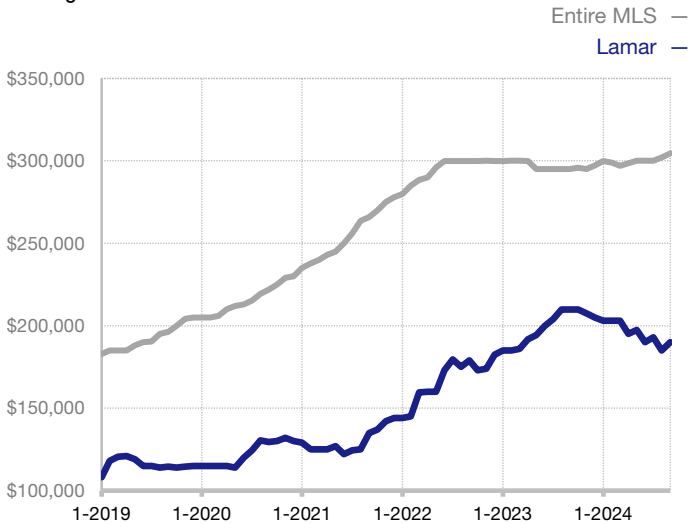
Single Family	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
Key Metrics						
New Listings	10	7	- 30.0%	71	70	- 1.4%
Sold Listings	5	5	0.0%	55	47	- 14.5%
Median Sales Price*	\$155,000	\$225,130	+ 45.2%	\$210,000	\$185,000	- 11.9%
Average Sales Price*	\$176,400	\$197,026	+ 11.7%	\$236,155	\$191,950	- 18.7%
Percent of List Price Received*	99.2%	89.0%	- 10.3%	95.1%	93.2%	- 2.0%
Days on Market Until Sale	94	103	+ 9.6%	95	93	- 2.1%
Inventory of Homes for Sale	23	29	+ 26.1%	--	--	--
Months Supply of Inventory	3.9	5.7	+ 46.2%	--	--	--

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

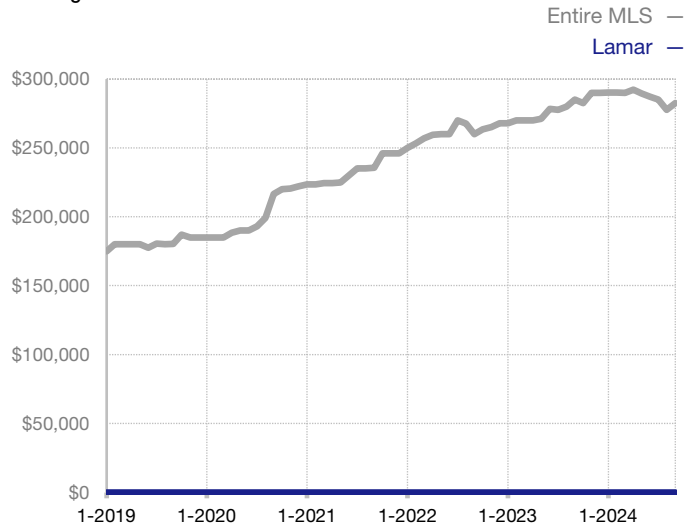
Townhouse/Condo	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 September 2024

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Las Animas

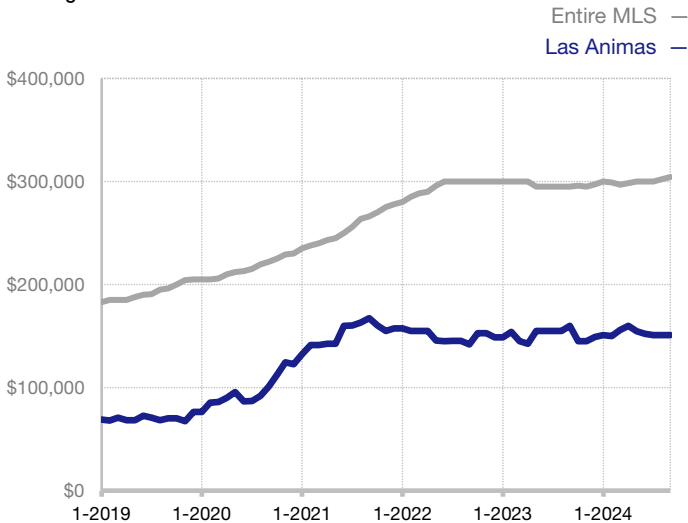
Single Family	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
Key Metrics						
New Listings	4	5	+ 25.0%	36	31	- 13.9%
Sold Listings	2	2	0.0%	21	23	+ 9.5%
Median Sales Price*	\$139,000	\$171,750	+ 23.6%	\$145,000	\$155,000	+ 6.9%
Average Sales Price*	\$139,000	\$171,750	+ 23.6%	\$169,257	\$140,870	- 16.8%
Percent of List Price Received*	98.7%	99.5%	+ 0.8%	93.4%	90.9%	- 2.7%
Days on Market Until Sale	51	95	+ 86.3%	117	105	- 10.3%
Inventory of Homes for Sale	15	12	- 20.0%	--	--	--
Months Supply of Inventory	5.2	4.4	- 15.4%	--	--	--

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

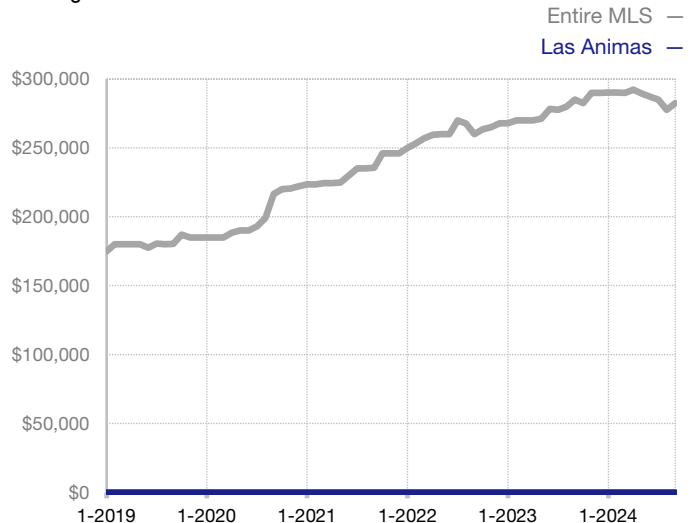
Townhouse/Condo	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 September 2024

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Manzanola

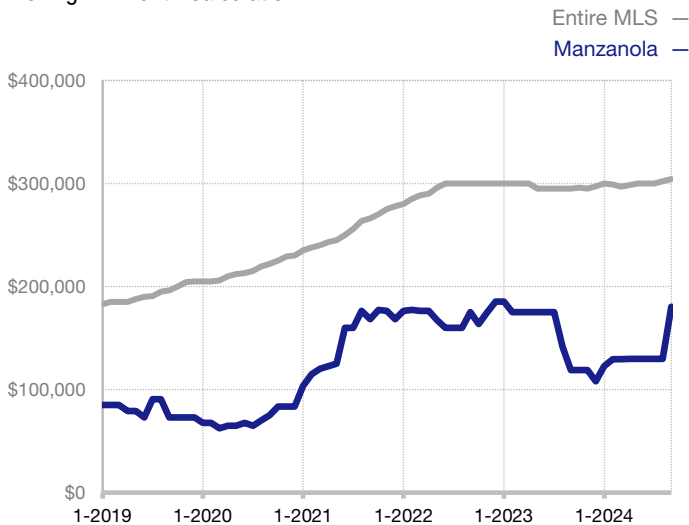
Single Family	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
Key Metrics						
New Listings	0	1	--	12	8	- 33.3%
Sold Listings	1	1	0.0%	6	5	- 16.7%
Median Sales Price*	\$130,000	\$2,000,000	+ 1438.5%	\$81,500	\$129,500	+ 58.9%
Average Sales Price*	\$130,000	\$2,000,000	+ 1438.5%	\$99,750	\$558,200	+ 459.6%
Percent of List Price Received*	92.9%	90.9%	- 2.2%	85.3%	100.3%	+ 17.6%
Days on Market Until Sale	207	146	- 29.5%	93	82	- 11.8%
Inventory of Homes for Sale	3	3	0.0%	--	--	--
Months Supply of Inventory	1.9	2.3	+ 21.1%	--	--	--

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

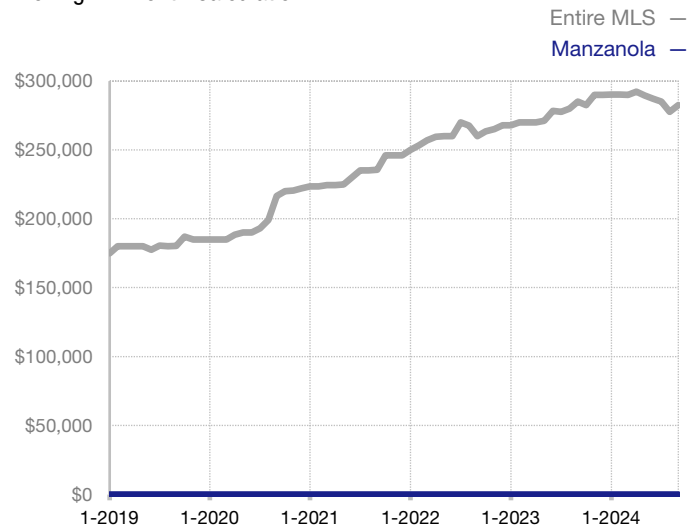
Townhouse/Condo	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 September 2024

A Research Tool Provided by the Colorado Association of REALTORS®



Rocky Ford

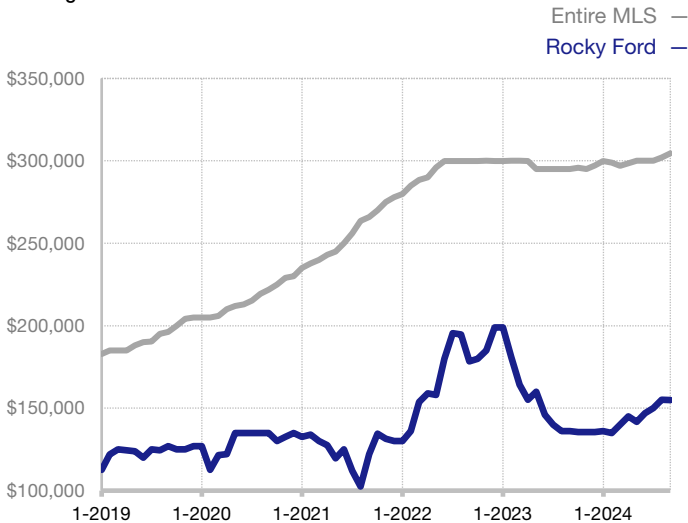
Single Family	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	Percent Change from Previous Year
Key Metrics						
New Listings	4	7	+ 75.0%	55	50	- 9.1%
Sold Listings	1	1	0.0%	34	25	- 26.5%
Median Sales Price*	\$233,000	\$141,500	- 39.3%	\$135,500	\$154,900	+ 14.3%
Average Sales Price*	\$233,000	\$141,500	- 39.3%	\$132,465	\$174,536	+ 31.8%
Percent of List Price Received*	97.1%	97.6%	+ 0.5%	91.7%	95.6%	+ 4.3%
Days on Market Until Sale	47	108	+ 129.8%	87	131	+ 50.6%
Inventory of Homes for Sale	17	28	+ 64.7%	--	--	--
Months Supply of Inventory	4.7	8.6	+ 83.0%	--	--	--

* 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	September			Year to Date		
	2023	2024	Percent Change from Previous Year	Thru 09-2023	Thru 09-2024	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

