



LISTING AND SALES SUMMARY

October 2023

<u>All Homes</u>						<u>Existing Homes</u>					
MONTHLY SUMMARY											
	Sep 2023	Oct 2023	% +/-	Oct 2022	% +/-	Sep 2023	Oct 2023	% +/-	Oct 2022	% +/-	
SINGLE FAMILY/PATIO HOMES:											
New Listings	1,243	1,185	(4.7)	1,239	(4.4)	1,135	995	(12.3)	1,116	(10.8)	
Sales	1,008	851	(15.6)	1,100	(22.6)	904	742	(17.9)	997	(25.6)	
Ave. Sales Price	\$540,882	\$556,964	3.0	\$532,488	4.6	\$533,446	\$548,851	2.9	\$519,099	5.7	
Median Sales Price	\$475,000	\$485,000	2.1	\$465,000	4.3	\$468,250	\$476,850	1.8	\$452,000	5.5	
Total Active	2,484	2,505	0.8	2,645	(5.3)	2,049	2,004	(2.2)	2,158	(7.1)	
Months Supply	2.5	2.9	(0.1)	2.4	0.2	2.3	2.7	0.1	2.2	0.3	
CONDO/TOWNHOMES:											
New Listings	186	185	(0.5)	165	12.1	159	152	(4.4)	132	15.2	
Sales	131	128	(2.3)	150	(14.7)	117	97	(17.1)	121	(19.8)	
Ave. Sale Price	\$369,467	\$373,190	1.0	\$367,514	1.5	\$357,413	\$340,653	(4.7)	\$346,874	(1.8)	
Median Sale Price	\$350,000	\$350,000	0.0	\$337,500	3.7	\$335,000	\$326,000	(2.7)	\$315,000	3.5	
Total Active	366	378	3.3	264	43.2	272	280	2.9	178	57.3	
Months Supply	2.8	3.0	(1.4)	1.8	(2.9)	2.3	2.9	(0.2)	1.5	(2.9)	
CUMULATIVE YTD SUMMARY											
	Jan-Oct 2023			Jan-Oct 2022		% +/-	Jan-Oct 2023		Jan-Oct 2022		% +/-
SINGLE FAMILY/PATIO HOMES:											
New Listings	13,406			17,579		(23.7)	12,037		15,782		(23.7)
Sales	10,252			13,475		(23.9)	9,227		12,139		(24.0)
Ave. Sales Price	\$538,064			\$538,839		(0.1)	\$530,158		\$529,418		0.1
Volume	\$5,516,232,128			\$7,260,855,525		(24.0)	\$4,891,767,866		\$6,426,605,102		(23.9)
CONDO/TOWNHOMES:											
New Listings	2,056			2,331		(11.8)	1,738		2,002		(13.2)
Sales	1,503			2,044		(26.5)	1,292		1,713		(24.6)
Ave. Sales Price	\$368,330			\$368,269		0.0	\$350,427		\$352,445		(0.6)
Volume	\$553,599,990			\$752,741,836		(26.5)	\$452,751,684		\$603,738,285		(25.0)

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October 2022 through October 2023. RSC information may not reflect all real estate activity in the market and is provided as is without warranty or guaranty.

Monthly Sales Activity October 2023

2 pages

Category - Listing	# List Sold	% of List	Total Dollar Volume	% of Dollar	Med Sale Price	Avg Sale Price	Med List Price	SP/LP	Avg DOM	# List Co-op	Co-Op Volume	% of Dollar
SINGLE FAMILY/PATIO	851	79.3	473,977,128	87.4	485,000	556,964	485,000	99.0	45	790	440,928,138	87.4
El Paso County	681	63.5	381,958,039	70.4	485,000	560,878	485,000	99.3	43	635	356,707,049	70.7
Teller County	43	4.0	24,027,415	4.4	493,000	558,777	509,900	97.7	37	39	22,653,915	4.5
Adams	3	0.3	1,716,900	0.3	522,000	572,300	499,000	98.7	72	3	1716900	0.3
Arapahoe	6	0.6	3,522,000	0.6	592,500	587,000	587,500	100.0	14	6	3,522,000	0.7
Archuleta	1	0.1	960,000	0.2	960,000	960,000	1,100,000	87.3	108	1	960,000	0.2
Boulder	1	0.1	1,875,000	0.3	1,875,000	1,875,000	1,875,000	100.0	40	1	1,875,000	0.4
Crowley	1	0.1	50,000	0.0	50,000	50,000	45,000	111.1	34	1	50,000	0.0
Custer	2	0.2	1,096,900	0.2	548,450	548,450	562,450	97.2	70	2	1,096,900	0.2
Denver	1	0.1	450,000	0.1	450,000	450,000	457,499	98.4	13	1	450,000	0.1
Douglas	18	1.7	15,429,500	2.8	822,500	857,194	837,000	97.2	38	17	14,904,500	3.0
Elbert	5	0.5	3,144,164	0.6	572,164	628,832	579,000	96.9	31	4	1894164	0.4
Fremont	10	0.9	3,691,000	0.7	360,000	369,100	362,250	96.7	82	10	3,691,000	0.7
Huerfano	2	0.2	615,000	0.1	307,500	307,500	312,500	98.4	47	2	615,000	0.1
Jefferson	3	0.3	1,909,000	0.4	650,000	636,333	650,000	99.1	30	3	1,909,000	0.4
Lincoln	3	0.3	979,000	0.2	340,000	326,333	340,000	98.8	81	3	979000	0.2
Otero	1	0.1	150,000	0.0	150,000	150,000	165,000	90.9	2	1	150,000	0.0
Park	10	0.9	8,408,000	1.6	497,500	840,800	547,000	94.6	111	6	6,295,000	1.2
Pueblo	59	5.5	22,505,210	4.1	350,000	381,444	359,000	97.9	53	54	19,968,710	4.0
Weld	1	0.1	1,490,000	0.3	1,490,000	1,490,000	1,490,000	100.0	0	1	1490000	0.3
CONDO/TOWNHOME	128	11.9	47,768,412	8.8	350,000	373,190	350,000	99.2	42	125	46,995,912	9.3
El Paso County	111	10.3	39,419,339	7.3	338,000	355,129	340,000	99.4	38	108	38,646,839	7.7
Teller County	2	0.2	854,000	0.2	427,000	427,000	424,950	100.4	55	2	854,000	0.2
Adams	1	0.1	550,000	0.1	550,000	550,000	550,000	100.0	77	1	550,000	0.1
Arapahoe	3	0.3	958,000	0.2	320,000	319,333	324,900	98.3	34	3	958000	0.2
Denver	2	0.2	585,522	0.1	292,761	292,761	312,000	92.9	16	2	585,522	0.1
Douglas	8	0.7	5,088,351	0.9	609,925	636,043	625,000	97.8	98	8	5088351	1.0
Jefferson	1	0.1	313,200	0.1	313,200	313,200	314,900	99.5	12	1	313,200	0.1
INCOME	12	1.1	6,851,849	1.3	572,500	570,987	587,500	96.8	42	11	6,476,849	1.3
VACANT LAND	79	7.4	11,337,380	2.1	67,000	143,511	70,000	124.8	121	50	8,496,550	1.7
El Paso County	24	2.2	6,312,250	1.2	126,250	263,010	164,950	88.9	211	13	4,900,750	1.0
Teller County	34	3.2	2,348,430	0.4	31,750	69,071	33,500	172.9	73	22	1,701,600	0.3
Chaffee	1	0.1	675,000	0.1	675,000	675,000	675,000	100.0	48	1	675,000	0.1
Custer	2	0.2	188,000	0.0	94,000	94,000	103,500	94.4	28	2	188,000	0.0
Douglas	2	0.2	630,700	0.1	315,350	315,350	319,950	94.8	147	2	630,700	0.1
Fremont	2	0.2	68,000	0.0	34,000	34,000	55,000	60.2	129	1	45,000	0.0
Park	10	0.9	464,500	0.1	46,000	46,450	54,950	85.6	126	7	310,000	0.1
Pueblo	3	0.3	105,500	0.0	27,000	35,166	27,000	97.9	39	2	45,500	0.0
Weld	1	0.1	545,000	0.1	545,000	545,000	570,000	95.6	19	0	0	0.0
FARM AND RANCH	0	0.0	0	0.0	0	0	0	0.0	0	0	0	0.0

Category - Listing	# List Sold	% of List	Total Dollar Volume	% of Dollar	Med Sale Price	Avg Sale Price	Med List Price	SP/LP	Avg DOM	# List Co-op	Co-Op Volume	% of Dollar
COMMERCIAL	3	0.3	2,470,000	0.5	735,000	823,333	750,000	96.7	58	2	1,735,000	0.3
BUSINESS OP	0	0.0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total	1073	100.0	542,404,769	100.0	450,000	505,503	450,000	100.9	50	978	504,632,449	100.0



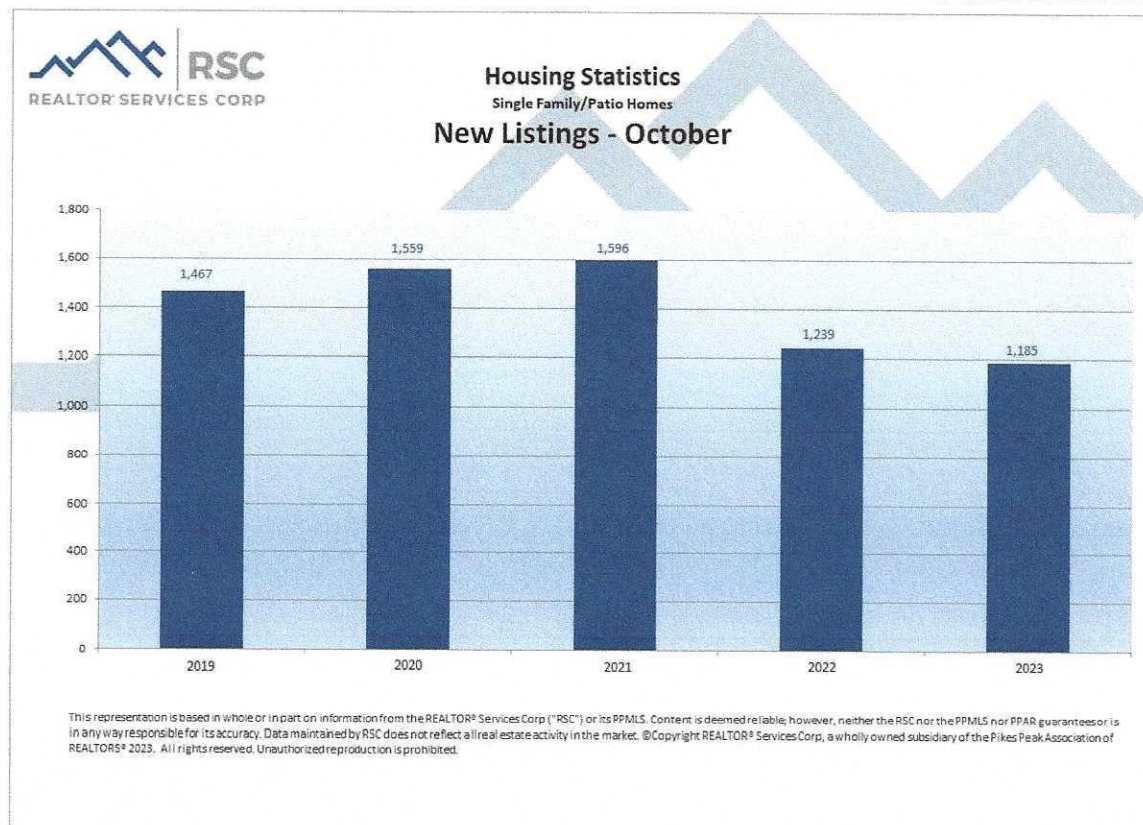
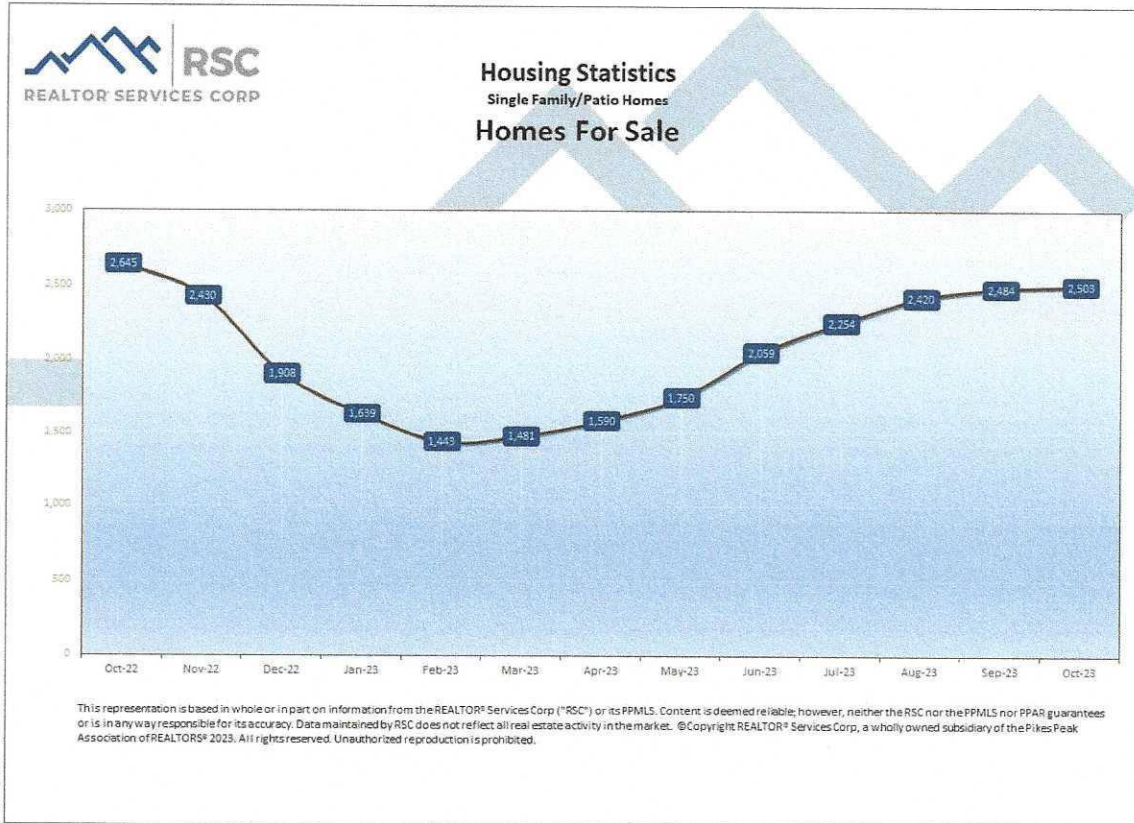
Monthly Listing Activity October 2023

2 pages

Category - Listing	# List Active	% of List	Total Dollar Volume	% of Dollar	Med List Price	Avg List Price	# List New	Med Price	Avg Price New List	BOM	PND	EXP	WTH
SINGLE FAMILY/PATIO	2,503	60.8	1,714,180,644	0	532,385	684,850	1,185	485,000	572,305	234	623	155	104
El Paso County	1,801	43.7	1,257,899,444	0.0	549,275	698,444	915	499,000	592,896	175	499	100	66
Teller County	181	4.4	113,767,522	0.0	539,900	628,549	50	495,000	507,414	21	27	17	8
Adams	9	0.2	5,011,800	0.0	499,000	556,866	7	425,000	537,000	0	1	2	2
Arapahoe	13	0.3	10,281,599	0.0	700,000	790,892	8	529,450	581,099	1	5	0	1
Bent	0	0.0	0	0.0	0	0	0	0	0	0	1	0	0
Chaffee	5	0.1	5,897,000	0.0	955,000	1,179,400	4	687,000	916,750	0	0	0	1
Clear Creek	1	0.0	600,000	0.0	600,000	600,000	0	0	0	0	0	0	0
Conejos	1	0.0	90,000	0.0	90,000	90,000	1	90,000	90,000	0	0	0	0
Crowley	3	0.1	386,000	0.0	99,000	128,666	0	0	0	0	0	0	0
Custer	20	0.5	15,628,699	0.0	699,500	781,434	2	519,450	519,450	0	0	2	0
Delta	1	0.0	460,000	0.0	460,000	460,000	0	0	0	0	0	0	0
Denver	7	0.2	5,387,999	0.0	775,000	769,714	4	872,000	828,500	0	1	1	0
Douglas	74	1.8	88,239,794	0.0	950,000	1,192,429	32	709,000	888,178	2	13	6	9
Elbert	23	0.6	22,390,300	0.0	695,000	973,491	8	454,500	485,425	1	7	1	4
Fremont	51	1.2	35,989,699	0.0	550,000	705,680	22	399,950	454,018	5	12	4	2
Huerfano	5	0.1	4,665,000	0.0	375,000	933,000	3	194,999	211,666	0	1	0	0
Jefferson	3	0.1	3,274,000	0.0	725,000	1,091,333	0	0	0	0	2	1	0
Kit Carson	1	0.0	325,000	0.0	325,000	325,000	0	0	0	0	0	0	0
Larimer	1	0.0	649,500	0.0	649,500	649,500	1	477,900	477,900	0	1	0	0
Las Animas	3	0.1	1,950,000	0.0	540,000	650,000	1	1,050,000	1,050,000	1	0	0	0
Lincoln	6	0.1	1,558,722	0.0	215,000	259,787	0	0	0	2	3	1	0
Moffat	1	0.0	500,000	0.0	500,000	500,000	0	0	0	0	0	0	0
Otero	11	0.3	2,673,800	0.0	235,000	243,072	3	379,000	347,666	0	5	0	1
Park	34	0.8	23,330,289	0.0	511,950	686,184	7	350,000	479,369	5	4	3	0
Pueblo	244	5.9	107,034,477	0.0	406,950	438,665	115	374,000	376,415	21	40	17	10
Routt	0	0.0	0	0.0	0	0	0	0	0	0	1	0	0
Saguache	2	0.0	3,155,000	0.0	1,577,500	1,577,500	1	160,000	160,000	0	0	0	0
Weld	2	0.0	3,035,000	0.0	1,517,500	1,517,500	1	1,490,000	1,490,000	0	0	0	0
CONDO/TOWNHOME	378	9.2	146,796,752	0	350,879	388,351	185	340,000	366,724	30	107	15	19
El Paso County	318	7.7	121,783,598	0.0	348,549	382,967	157	339,900	361,777	30	92	13	17
Teller County	14	0.3	5,421,000	0.0	367,000	387,214	2	340,000	340,000	0	2	1	1
Adams	0	0.0	0	0.0	0	0	0	0	0	0	1	0	0
Arapahoe	5	0.1	1,469,400	0.0	295,000	293,880	1	317,000	317,000	0	2	1	0
Denver	7	0.2	2,985,500	0.0	340,000	426,500	5	340,000	341,999	0	0	0	0
Douglas	15	0.4	8,578,104	0.0	600,000	571,873	6	608,602	617,867	0	7	0	0
Fremont	2	0.0	637,500	0.0	318,750	318,750	1	337,500	337,500	0	0	0	0
Gunnison	1	0.0	350,000	0.0	350,000	350,000	0	0	0	0	0	0	0

Category - Listing	# List Active	% of List	Total Dollar Volume	% of Dollar	Med List Price	Avg List Price	# List New	Med Price	Avg Price New List	BOM	PND	EXP	WTH
Jefferson	1	0.0	389,900	0.0	389,900	389,900	1	389,900	389,900	0	1	0	0
Pueblo	15	0.4	5,181,750	0.0	364,900	345,450	12	342,400	325,283	0	2	0	1
INCOME	99	2.4	77,221,747	0	550,000	780,017	37	508,000	672,944	12	12	12	4
VACANT LAND	975	23.7	251,518,129	0	144,900	257,967	146	165,000	258,757	23	60	41	9
El Paso County	429	10.4	169,867,091	0.0	220,000	395,960	66	269,000	323,606	11	17	20	3
Teller County	203	4.9	23,070,051	0.0	55,000	113,645	37	50,000	140,359	4	25	10	0
Alamosa	1	0.0	49,900	0.0	49,900	49,900	1	49,900	49,900	0	0	0	0
Chaffee	4	0.1	2,659,000	0.0	700,000	664,750	4	700,000	664,750	0	0	0	0
Clear Creek	1	0.0	249,000	0.0	249,000	249,000	0	0	0	0	0	0	0
Conejos	1	0.0	100,000	0.0	100,000	100,000	0	0	0	0	0	0	0
Costilla	2	0.0	96,900	0.0	48,450	48,450	2	48,450	48,450	0	0	0	0
Crowley	2	0.0	455,000	0.0	227,500	227,500	0	0	0	0	0	0	0
Custer	44	1.1	7,018,000	0.0	175,000	159,500	3	194,800	215,900	0	0	0	1
Douglas	39	0.9	13,563,300	0.0	124,900	347,776	4	727,500	669,975	3	1	2	1
Elbert	26	0.6	5,341,400	0.0	182,000	205,438	2	362,500	362,500	1	1	0	0
Fremont	31	0.8	9,430,999	0.0	130,000	304,225	8	149,950	157,212	1	1	1	1
Gunnison	1	0.0	115,000	0.0	115,000	115,000	1	115,000	115,000	0	0	0	0
Huerfano	6	0.1	1,443,900	0.0	76,950	240,650	2	59,450	59,450	0	0	1	0
Jefferson	1	0.0	149,900	0.0	149,900	149,900	0	0	0	0	0	0	0
Larimer	2	0.0	789,900	0.0	394,950	394,950	0	0	0	0	0	0	0
Las Animas	2	0.0	320,000	0.0	160,000	160,000	0	0	0	0	0	0	0
Lincoln	4	0.1	1,186,000	0.0	190,000	296,500	0	0	0	0	0	0	0
Park	68	1.7	8,656,529	0.0	60,000	127,301	11	63,000	186,706	0	11	6	1
Pueblo	103	2.5	6,212,360	0.0	39,000	60,314	5	36,000	164,698	3	4	1	2
Saguache	4	0.1	248,899	0.0	24,949	62,224	0	0	0	0	0	0	0
Summit	1	0.0	495,000	0.0	495,000	495,000	0	0	0	0	0	0	0
FARM AND RANCH	16	0.4	33,075,000	0	1,542,500	2,067,187	3	1,085,000	1,720,000	1	1	1	0
COMMERCIAL	145	3.5	123,719,913	0	525,000	853,240	23	400,000	773,774	3	4	8	5
BUSINESS OP	4	0.1	1,593,900	0	309,500	398,475	0	0	0	0	0	0	0
RENTALS	0	0.0	0	0	0	0	0	0	0	0	0	1	0
El Paso County	0	0.0	0	0.0	0	0	0	0	0	0	0	1	0
Total	4,120	100.0	2,348,106,085	100	449,900	569,928	1,579	450,000	526,700	303	807	233	141

October 2023 Charts

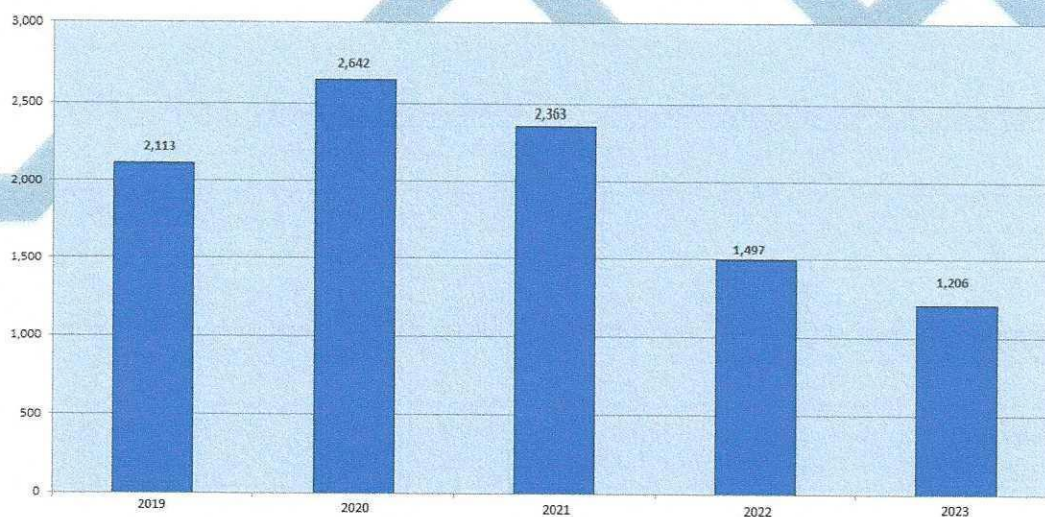


Housing Statistics

Single Family/Patio Homes

Total Under Contract - October

(Total number of listings in PPMLS that are under contract/pending sale)



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Housing Statistics

Single Family/Patio Homes

Average Days on Market

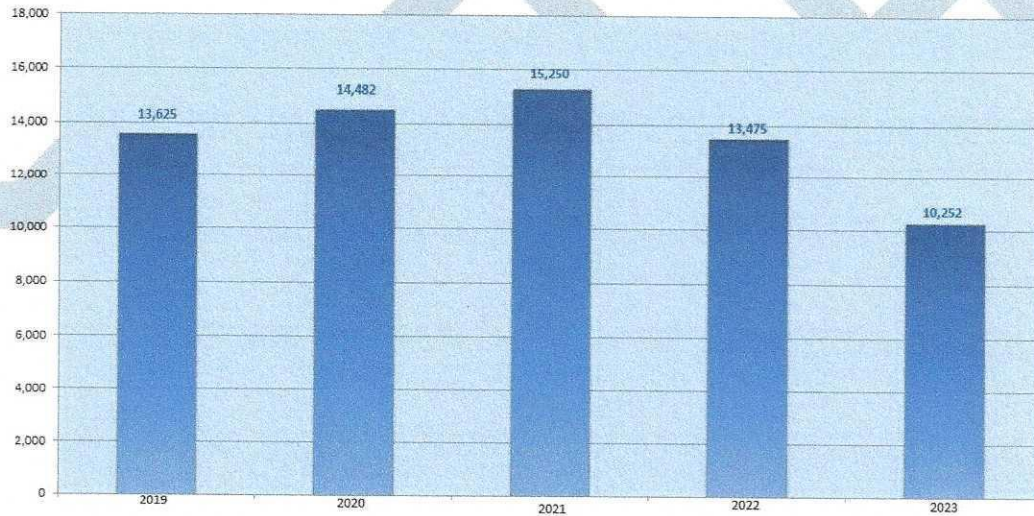


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Housing Statistics

Single Family/Patio Homes

Total Sales YTD - October

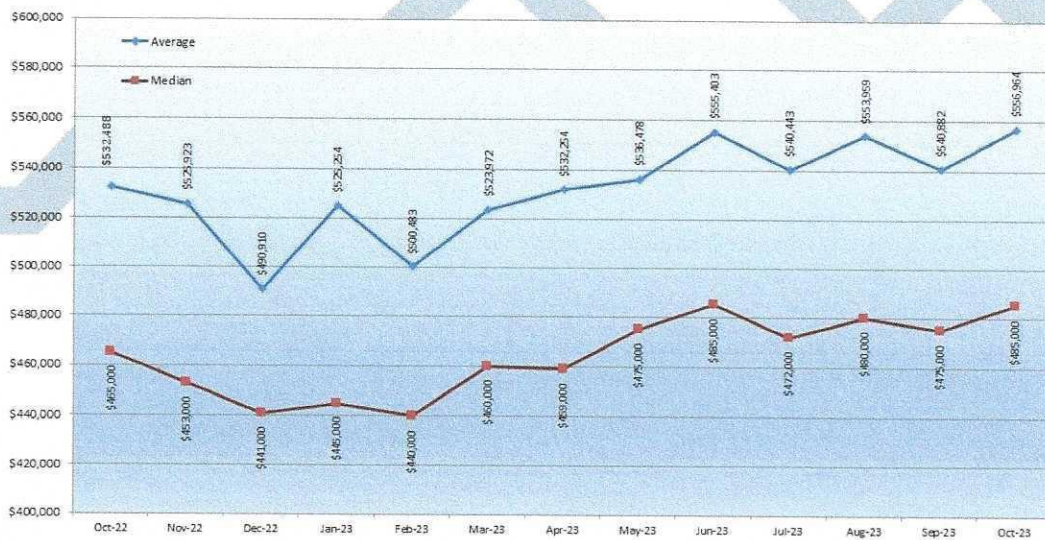


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Housing Statistics

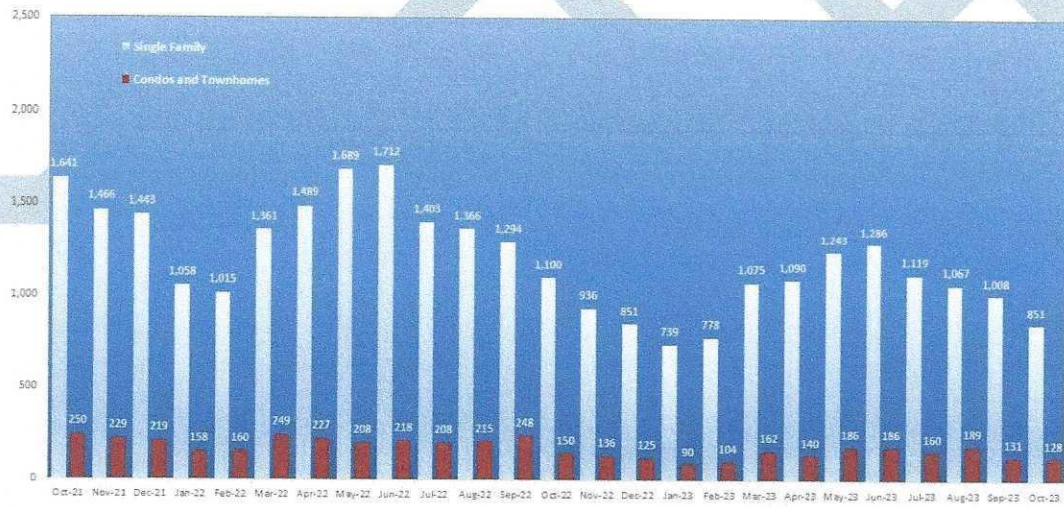
Single Family/Patio Homes

Average and Median Sales Prices



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Housing Statistics Residential Home Sales



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Active/Sold Listing Analysis October 2023

Active Listings Analysis Current as of 11/1/23

Single Family	0 - 199999	200000 - 299999	300000 - 399999	400000 - 499999	500000 - 599999	600000 - 799999	800000 - 999999	1000000 - 1999999	2000000 - 99999999
El Paso County	4	41	246	467	275	385	168	171	47
Reductions	2	27	159	238	126	219	82	45	6
% With Reduction	50.00%	46.30%	46.30%	37.00%	34.90%	37.10%	32.70%	22.80%	12.70%
Avg Reduction %	12%	4.30%	3%	2.10%	2.20%	2.20%	3.20%	3.90%	5%
Teller County	5	14	23	39	28	42	11	18	3
Reductions	0	5	12	18	14	19	5	11	0
% With Reduction	0.00%	35.70%	39.10%	38.40%	35.70%	38%	36.30%	17%	0%
Avg Reduction %	0.00%	5.30%	2.90%	-41.20%	3.60%	3%	3.50%	-73%	0%
All Counties	44	115	353	610	357	501	221	237	71

Sold Listing Analysis - (October 2023)

Single Family	0 - 199999	200000 - 299999	300000 - 399999	400000 - 499999	500000 - 599999	600000 - 799999	800000 - 999999	1000000 - 1999999	2000000 - 99999999
El Paso County	3	14	137	221	125	93	52	35	3
Teller County	4	3	5	11	6	8	3	3	0
All Counties	17	35	167	253	149	116	65	47	4

Sold Listing Analysis - (September 2023)

Single Family	0 - 199999	200000 - 299999	300000 - 399999	400000 - 499999	500000 - 599999	600000 - 799999	800000 - 999999	1000000 - 1999999	2000000 - 99999999
El Paso County	4	26	161	267	145	134	48	46	1
Teller County	1	7	9	6	11	5	6	2	0
All Counties	21	53	200	291	167	158	59	57	2

Sold Listing Analysis - October 2022)

Single Family	0 - 199999	200000 - 299999	300000 - 399999	400000 - 499999	500000 - 599999	600000 - 799999	800000 - 999999	1000000 - 1999999	2000000 - 99999999
El Paso County	4	21	212	273	149	147	54	36	2
Teller County	2	4	11	11	14	13	3	1	2
All Counties	19	44	258	317	177	176	63	39	6

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