



LISTING AND SALES SUMMARY

November 2021

<u>All Homes</u>						<u>Existing Homes</u>				
MONTHLY SUMMARY										
	Oct 2021	Nov 2021	% +/-	Nov 2020	% +/-	Oct 2021	Nov 2021	% +/-	Nov 2020	% +/-
SINGLE FAMILY/PATIO HOMES:										
New Listings	1,596	1,201	(24.7)	1,102	9.0	1,460	1,043	(28.6)	939	11.1
Sales	1,641	1,466	(10.7)	1,482	(1.1)	1,546	1,372	(11.3)	1,297	5.8
Avg Sales Price	\$510,180	\$507,507	(0.5)	\$429,163	18.3	\$503,181	\$499,938	(0.6)	\$424,577	17.7
Median Sales Price	\$446,000	\$450,000	0.9	\$380,000	18.4	\$440,000	\$444,950	1.1	\$375,000	18.7
Total Active	1,048	855	(18.4)	675	26.7	809	590	(27.1)	482	22.4
Months Supply	0.6	0.6	1.7	0.5	(24.7)	0.5	0.4	2.4	0.4	3.9
CONDO/TOWNHOMES:										
New Listings	248	198	(20.2)	166	19.3	201	158	(21.4)	150	5.3
Sales	250	229	(8.4)	238	(3.8)	215	206	(4.2)	200	3.0
Avg Sale Price	\$326,622	\$336,208	2.9	\$275,411	22.1	\$318,884	\$326,985	2.5	\$266,299	22.8
Median Sale Price	\$326,272	\$325,000	(0.4)	\$263,100	23.5	\$315,000	\$316,950	0.6	\$256,500	23.6
Total Active	129	115	(10.9)	77	49.4	69	51	(26.1)	38	34.2
Months Supply	0.5	0.5	1.3	0.3	(13.1)	0.3	0.2	6.2	0.2	11.4
CUMULATIVE YTD SUMMARY										
	Jan-Nov 2021			Jan-Nov 2020	% +/-	Jan-Nov 2021			Jan-Nov 2020	% +/-
SINGLE FAMILY/PATIO HOMES:										
New Listings	18,659			17,810	4.8	17,025			15,538	9.6
Sales	16,716			15,961	4.7	15,292			14,047	8.9
Avg Sales Price	\$490,554			\$413,417	18.7	\$485,563			\$407,029	19.3
Volume	\$8,200,100,664			\$6,598,548,737	24.3	\$7,425,229,396			\$5,717,536,363	29.9
CONDO/TOWNHOMES:										
New Listings	2,655			2,559	3.8	2,274			2,130	6.8
Sales	2,469			2,296	7.5	2,101			1,955	7.5
Avg Sales Price	\$325,186			\$271,422	19.8	\$317,232			\$260,274	21.9
Volume	\$802,884,234			\$623,184,912	28.8	\$666,504,432			\$508,835,670	31.0

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November 2020 through November 2021. RSC information may not reflect all real estate activity in the market and is provided as is without warranty or guaranty.

Monthly Sales Activity November 2021

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	1466	79.2	744,006,637	86.9	450,000	507,507	440,000	101.4	14	1348	679,554,555	87.2
El Paso County	1241	67.1	627,462,176	73.3	450,000	505,610	445,000	101.8	11	1146	576,061,094	73.9
Teller County	82	4.4	42,518,185	5.0	490,000	518,514	493,500	99.6	22	72	37,425,085	4.8
Adams	2	0.1	1,175,000	0.1	587,500	587,500	577,500	102.1	8	2	1175000	0.2
Alamosa	1	0.1	168,900	0.0	168,900	168,900	168,900	100.0	23	0	0	0.0
Arapahoe	5	0.3	3,024,333	0.4	630,000	604,866	599,500	103.2	3	5	3,024,333	0.4
Broomfield	1	0.1	800,000	0.1	800,000	800,000	800,000	100.0	24	1	800,000	0.1
Chaffee	1	0.1	1,130,000	0.1	1,130,000	1,130,000	1,250,000	90.4	36	1	1,130,000	0.1
Custer	8	0.4	10,424,000	1.2	660,000	1,303,000	635,000	98.3	70	7	6,984,000	0.9
Denver	3	0.2	1,640,000	0.2	545,000	546,666	550,000	99.7	41	3	1,640,000	0.2
Douglas	12	0.6	13,016,736	1.5	623,668	1,084,728	623,668	100.1	21	12	13,016,736	1.7
Elbert	5	0.3	2,754,900	0.3	599,900	550,980	599,900	97.6	31	4	2504900	0.3
Fremont	16	0.9	6,607,912	0.8	319,500	412,994	319,950	98.5	29	14	5,822,912	0.7
Huerfano	2	0.1	645,900	0.1	322,950	322,950	329,949	98.5	36	2	645,900	0.1
Jefferson	3	0.2	1,731,500	0.2	600,000	577,166	589,000	99.2	29	3	1,731,500	0.2
Larimer	1	0.1	640,000	0.1	640,000	640,000	635,000	100.8	4	1	640,000	0.1
Lincoln	1	0.1	140,000	0.0	140,000	140,000	139,900	100.1	3	1	140,000	0.0
Otero	1	0.1	250,000	0.0	250,000	250,000	250,000	100.0	0	1	250,000	0.0
Park	14	0.8	7,729,495	0.9	464,997	552,106	464,497	97.2	40	12	6,494,495	0.8
Pueblo	67	3.6	22,147,600	2.6	325,000	330,561	324,000	99.8	25	61	20,068,600	2.6
CONDO/TOWNHOME	229	12.4	76,991,720	9.0	325,000	336,208	315,000	102.1	13	216	71,360,320	9.2
El Paso County	216	11.7	71,106,088	8.3	325,000	329,194	315,000	102.2	13	204	66,674,688	8.6
Teller County	3	0.2	1,053,252	0.1	403,752	351,084	389,500	101.2	31	3	1,053,252	0.1
Arapahoe	3	0.2	765,900	0.1	190,000	255,300	193,500	96.8	37	3	765,900	0.1
Denver	2	0.1	2,263,000	0.3	1,131,500	1,131,500	1,175,000	96.3	33	1	1,063,000	0.1
Douglas	1	0.1	480,080	0.1	480,080	480,080	480,080	100.0	0	1	480,080	0.1
Larimer	1	0.1	303,900	0.0	303,900	303,900	295,000	103.0	2	1	303,900	0.0
Pueblo	2	0.1	617,500	0.1	308,750	308,750	309,900	99.7	7	2	617,500	0.1
Summit	1	0.1	402,000	0.0	402,000	402,000	395,000	101.8	5	1	402,000	0.1
INCOME	30	1.6	18,480,624	2.2	601,500	616,020	627,250	98.0	25	21	13,903,499	1.8
VACANT LAND	117	6.3	11,004,580	1.3	69,000	94,056	70,000	94.1	76	79	8,454,230	1.1
El Paso County	42	2.3	5,681,590	0.7	117,500	135,275	120,000	97.6	51	28	4,441,690	0.6
Teller County	37	2.0	2,029,600	0.2	28,500	54,854	29,500	94.6	109	27	1,762,000	0.2
Chaffee	2	0.1	206,340	0.0	103,170	103,170	106,500	96.9	9	2	206,340	0.0
Custer	7	0.4	755,300	0.1	90,000	107,900	109,900	93.6	130	5	622,800	0.1
Douglas	5	0.3	207,800	0.0	23,900	41,560	24,900	98.6	18	4	183,900	0.0
Fremont	5	0.3	485,450	0.1	125,000	97,090	130,000	91.0	127	1	140,000	0.0
Huerfano	1	0.1	20,000	0.0	20,000	20,000	29,900	66.9	173	1	20,000	0.0
Jefferson	1	0.1	6,500	0.0	6,500	6,500	50,000	13.0	30	0	0	0.0
Park	12	0.6	1,284,500	0.1	57,500	107,041	59,999	90.1	42	9	1,030,000	0.1
Pueblo	5	0.3	327,500	0.0	40,000	65,500	49,900	90.9	71	2	47,500	0.0
FARM AND RANCH	1	0.1	2,050,000	0.2	2,050,000	2,050,000	2,390,000	85.8	81	1	2,050,000	0.3

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	7	0.4	3,980,000	0.5	455,000	568,571	499,999	95.5	82	6	3,665,000	0.5
BUSINESS OP	0	0.0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total	1850	100.0	856,513,561	100.0	425,000	462,980	419,950	100.9	18	1671	778,987,604	100.0



Monthly Listing Activity November 2021

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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	857	45.9	658,697,122	59.8	525,000	768,608	1,201	445,000	497,596	252	1,072	42	51
El Paso County	566	30.3	446,549,464	40.5	574,218	788,956	1,014	449,949	505,405	189	900	22	35
Teller County	64	3.4	50,505,566	4.6	539,950	789,149	46	434,500	518,745	18	45	2	4
Adams	1	0.1	369,900	0.0	369,900	369,900	2	447,500	447,500	3	3	0	0
Alamosa	1	0.1	219,000	0.0	219,000	219,000	0	0	0	1	1	0	0
Arapahoe	0	0.0	0	0.0	0	0	4	620,000	601,225	1	5	1	0
Broomfield	1	0.1	2,850,000	0.3	2,850,000	2,850,000	0	0	0	0	0	0	0
Chaffee	0	0.0	0	0.0	0	0	0	0	0	0	0	1	1
Cheyenne	1	0.1	451,000	0.0	451,000	451,000	0	0	0	0	0	0	0
Clear Creek	1	0.1	1,200,000	0.1	1,200,000	1,200,000	1	1,200,000	1,200,000	0	0	0	0
Costilla	2	0.1	662,118	0.1	331,059	331,059	0	0	0	0	0	0	0
Crowley	1	0.1	259,900	0.0	259,900	259,900	1	179,900	179,900	0	0	0	1
Custer	13	0.7	10,133,600	0.9	675,000	779,507	5	475,000	446,960	0	3	1	0
Delta	1	0.1	1,499,000	0.1	1,499,000	1,499,000	1	1,499,000	1,499,000	0	0	0	0
Denver	1	0.1	825,000	0.1	825,000	825,000	3	625,000	616,666	1	3	0	0
Douglas	24	1.3	31,290,900	2.8	874,000	1,303,787	20	665,654	710,660	2	19	4	1
Elbert	11	0.6	8,462,299	0.8	795,000	769,299	4	240,000	573,500	2	5	0	3
Fremont	19	1.0	20,984,197	1.9	685,000	1,104,431	4	351,450	410,200	3	5	4	0
Huerfano	4	0.2	1,788,900	0.2	502,450	447,225	2	249,900	249,900	0	2	0	1
Jefferson	2	0.1	1,775,000	0.2	887,500	887,500	1	535,000	535,000	1	5	1	0
Las Animas	3	0.2	2,044,500	0.2	649,500	681,500	2	140,000	140,000	0	0	0	0
Lincoln	9	0.5	2,277,400	0.2	225,000	253,044	2	374,500	374,500	2	3	1	0
Otero	4	0.2	1,629,900	0.1	332,450	407,475	2	183,500	183,500	1	2	0	0
Park	18	1.0	19,243,800	1.7	672,450	1,069,100	4	534,450	454,725	0	10	2	0
Pueblo	108	5.8	53,046,178	4.8	364,975	491,168	82	349,118	346,994	28	61	3	5
Rio Grande	1	0.1	474,500	0.0	474,500	474,500	0	0	0	0	0	0	0
Saguache	1	0.1	155,000	0.0	155,000	155,000	1	155,000	155,000	0	0	0	0
CONDO/TOWNHOME	114	6.1	50,266,356	4.6	405,087	440,932	198	329,900	338,475	31	191	4	7
El Paso County	97	5.2	40,908,686	3.7	402,490	421,739	183	325,000	326,445	28	179	3	5
Teller County	2	0.1	350,000	0.0	175,000	175,000	2	175,000	175,000	0	1	0	0
Adams	0	0.0	0	0.0	0	0	1	405,000	405,000	0	1	0	0
Arapahoe	2	0.1	1,659,900	0.2	829,950	829,950	4	372,450	607,450	0	2	1	1
Denver	1	0.1	199,900	0.0	199,900	199,900	0	0	0	2	0	0	1
Douglas	10	0.5	6,359,870	0.6	650,000	635,987	7	480,080	516,265	0	5	0	0
Fremont	1	0.1	308,000	0.0	308,000	308,000	0	0	0	0	1	0	0
Jefferson	1	0.1	480,000	0.0	480,000	480,000	1	480,000	480,000	0	0	0	0
Pueblo	0	0.0	0	0.0	0	0	0	0	0	1	2	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
INCOME	24	1.3	18,703,600	1.7	640,450	779,316	28	620,500	656,521	13	23	2	5
VACANT LAND	557	29.8	198,269,157	18	120,000	355,958	104	104,950	185,815	20	80	21	4
El Paso County	235	12.6	85,313,291	7.7	205,000	363,035	44	179,950	224,947	9	32	10	1
Teller County	102	5.5	14,878,574	1.4	45,750	145,868	28	42,000	68,556	5	17	5	2
Archuleta	1	0.1	3,690,000	0.3	3,690,000	3,690,000	0	0	0	0	0	0	0
Chaffee	1	0.1	175,000	0.0	175,000	175,000	0	0	0	0	1	0	0
Cheyenne	1	0.1	25,000	0.0	25,000	25,000	0	0	0	0	0	0	0
Clear Creek	2	0.1	428,999	0.0	214,499	214,499	0	0	0	0	0	0	0
Costilla	3	0.2	59,600	0.0	20,000	19,866	0	0	0	0	1	0	0
Crowley	1	0.1	200,000	0.0	200,000	200,000	0	0	0	0	0	0	0
Custer	26	1.4	2,207,399	0.2	41,000	84,899	7	49,000	86,485	0	3	0	0
Douglas	20	1.1	11,994,798	1.1	84,950	599,739	3	975,000	1,164,300	0	2	2	0
Elbert	14	0.8	5,788,000	0.5	280,000	413,428	1	249,000	249,000	0	0	0	0
Fremont	27	1.4	8,448,345	0.8	53,000	312,901	1	174,900	174,900	2	4	0	0
Grand	1	0.1	70,000	0.0	70,000	70,000	0	0	0	0	1	0	0
Huerfano	7	0.4	4,718,900	0.4	110,000	674,128	0	0	0	0	1	0	0
Jefferson	1	0.1	250,000	0.0	250,000	250,000	0	0	0	0	0	1	0
Larimer	1	0.1	249,999	0.0	249,999	249,999	0	0	0	0	0	0	0
Las Animas	2	0.1	139,900	0.0	69,950	69,950	0	0	0	0	0	0	0
Lincoln	1	0.1	56,995	0.0	56,995	56,995	0	0	0	0	0	0	0
Mesa	1	0.1	89,999	0.0	89,999	89,999	0	0	0	0	0	0	0
Otero	1	0.1	299,900	0.0	299,900	299,900	0	0	0	0	0	0	0
Park	52	2.8	51,805,968	4.7	80,000	996,268	12	36,249	201,358	2	9	1	1
Pueblo	55	2.9	6,133,490	0.6	50,000	111,518	8	69,999	71,124	2	9	2	0
Saguache	1	0.1	245,000	0.0	245,000	245,000	0	0	0	0	0	0	0
Summit	1	0.1	1,000,000	0.1	1,000,000	1,000,000	0	0	0	0	0	0	0
FARM AND RANCH	13	0.7	69,143,000	6.3	3,850,000	5,318,692	2	1,199,500	1,199,500	0	0	2	0
COMMERCIAL	107	5.7	102,070,846	9.3	474,500	953,933	14	1,025,000	1,157,851	3	6	3	1
BUSINESS OP	6	0.3	4,195,000	0.4	237,500	699,166	1	2,200,000	2,200,000	0	0	0	0
RENTALS	188	10.1	366,660	0	1,855	1,950	247	1,800	1,899	5	0	9	34
El Paso County	183	9.8	356,785	0.0	1,860	1,949	242	1,800	1,905	5	0	8	29
Teller County	4	0.2	8,075	0.0	2,050	2,018	4	1,362	1,606	0	0	0	3
Douglas	0	0.0	0	0.0	0	0	0	0	0	0	0	1	1
Fremont	1	0.1	1,800	0.0	1,800	1,800	1	1,800	1,800	0	0	0	0
Summit	0	0.0	0	0.0	0	0	0	0	0	0	0	0	1
Total	1,866	100.0	1,101,711,741	100	390,902	590,413	1,795	399,900	403,128	324	1,372	83	102



Active/Sold Listing Analysis November 2021

Active Listings Analysis Current as of 12/1/21

Single Family	0 - 199999	200000 - 299999	300000 - 399999	400000 - 499999	500000 - 599999	600000 - 799999	800000 - 999999	1000000 - 1999999	2000000 - 99999999
El Paso County	9	14	50	162	77	103	68	49	34
Reductions	1	3	8	40	19	31	10	18	2
% With Reduction	11.10%	21.40%	14.00%	21.60%	19.40%	25.20%	14.70%	34.60%	5.80%
Avg Reduction %	10%	2.60%	3%	-18.50%	2.90%	3.30%	2.70%	5.10%	4%
Teller County	6	10	4	8	10	5	6	11	4
Reductions	1	0	1	1	3	2	0	0	0
% With Reduction	16.60%	0.00%	25.00%	12.50%	30.00%	40%	0.00%	0%	0%
Avg Reduction %	26.50%	0.00%	5.30%	4.20%	3.80%	8%	0.00%	0%	0%
All Counties	56	51	85	203	101	138	87	83	53

Sold Listing Analysis - (November 2021)

Single Family	0 - 199999	200000 - 299999	300000 - 399999	400000 - 499999	500000 - 599999	600000 - 799999	800000 - 999999	1000000 - 1999999	2000000 - 99999999
El Paso County	6	32	289	469	195	169	53	25	3
Teller County	3	4	19	15	18	19	2	1	1
All Counties	26	58	343	504	229	210	58	30	8

Sold Listing Analysis - (October 2021)

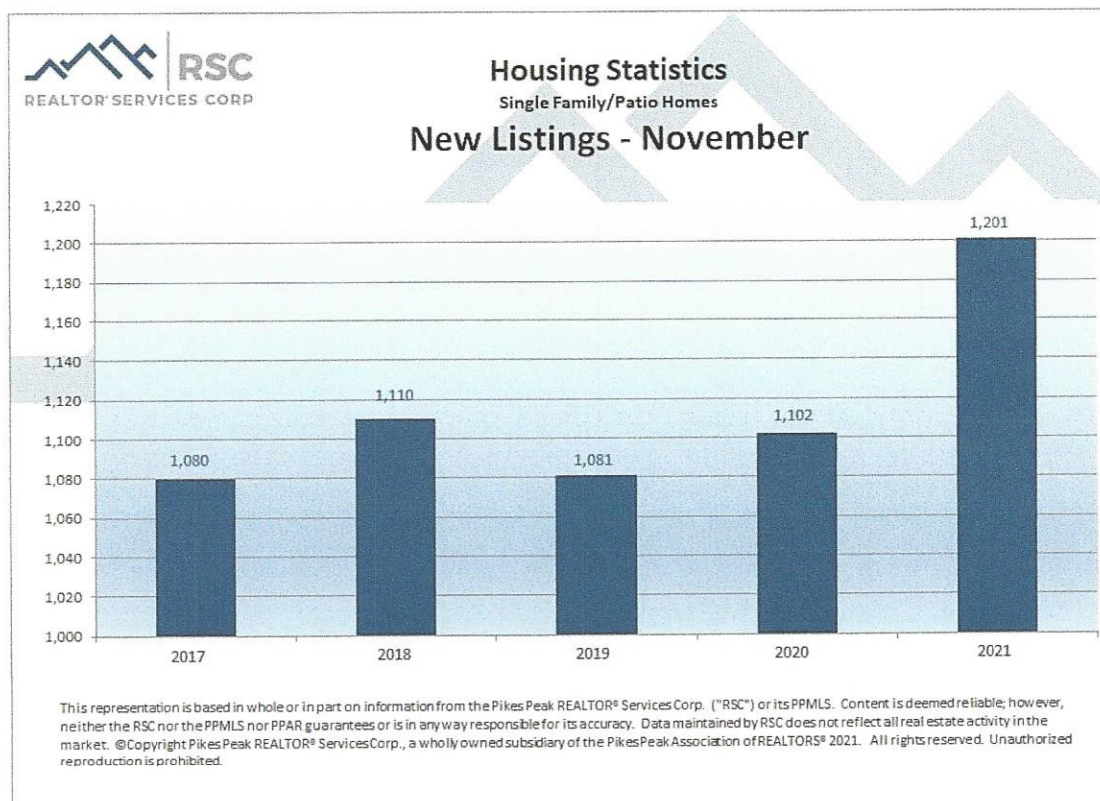
Single Family	0 - 199999	200000 - 299999	300000 - 399999	400000 - 499999	500000 - 599999	600000 - 799999	800000 - 999999	1000000 - 1999999	2000000 - 99999999
El Paso County	4	41	359	495	208	175	50	37	7
Teller County	1	8	20	18	20	17	6	2	0
All Counties	22	80	416	534	240	227	66	47	9

Sold Listing Analysis - (November 2020)

Single Family	0 - 199999	200000 - 299999	300000 - 399999	400000 - 499999	500000 - 599999	600000 - 799999	800000 - 999999	1000000 - 1999999	2000000 - 99999999
El Paso County	8	160	540	281	139	116	31	15	1
Teller County	8	16	18	10	11	9	1	0	0
All Counties	30	201	592	310	164	131	35	16	2

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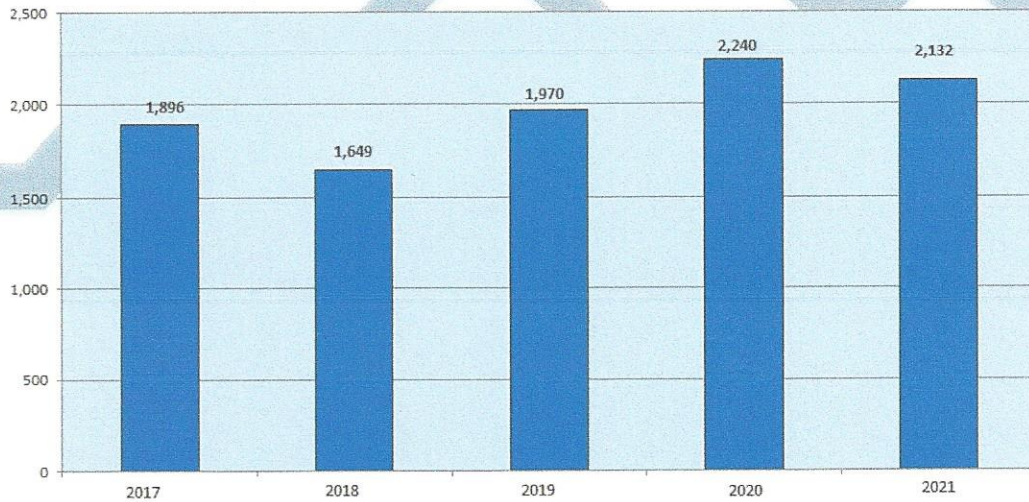
November 2021 Charts



Housing Statistics Single Family/Patio Homes

Total Under Contract - November

(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

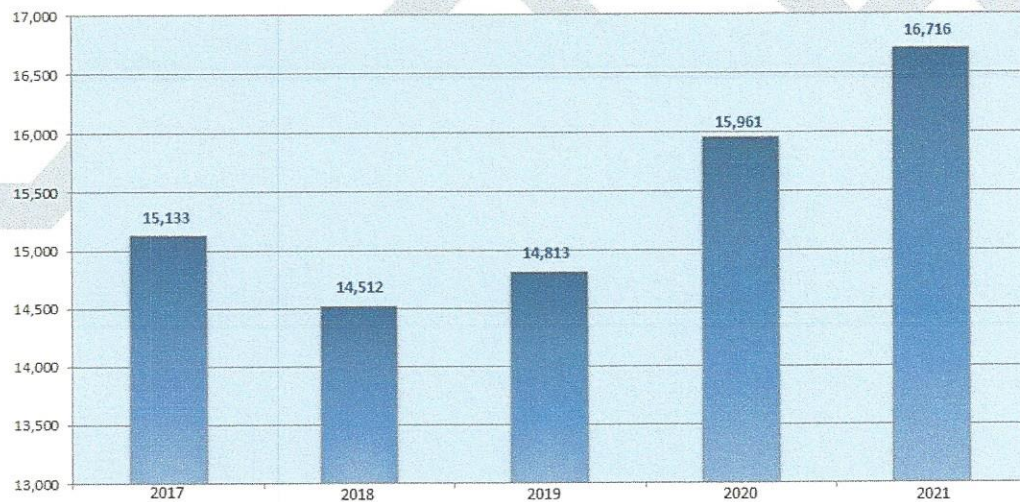


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Housing Statistics

Single Family/Patio Homes

Total Sales YTD - November



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Housing Statistics

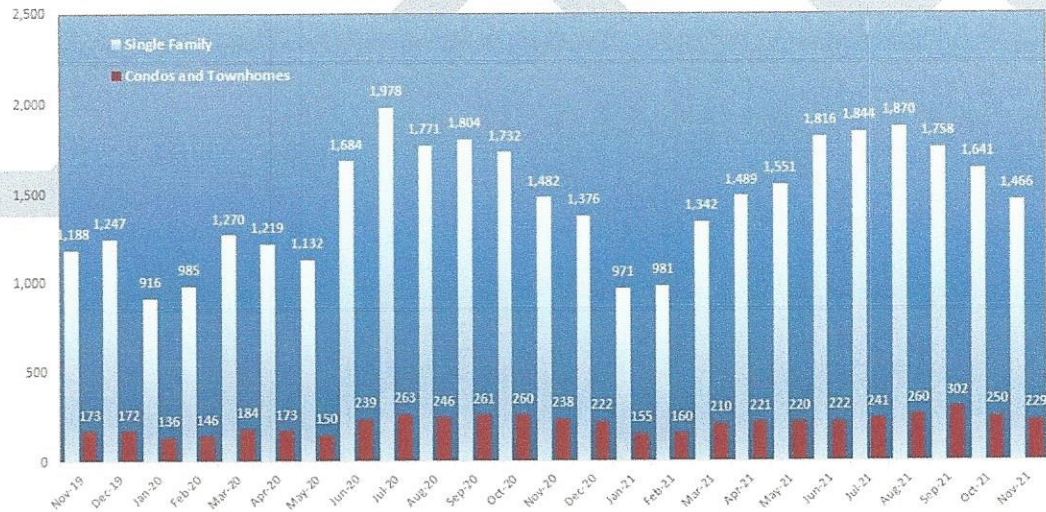
Single Family/Patio Homes

Average and Median Sales Prices



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Housing Statistics Residential Home Sales



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