



LISTING AND SALES SUMMARY

November 2023

<u>All Homes</u>						<u>Existing Homes</u>					
MONTHLY SUMMARY											
	Oct 2023	Nov 2023	% +/-	Nov 2022	% +/-	Oct 2023	Nov 2023	% +/-	Nov 2022	% +/-	
SINGLE FAMILY/PATIO HOMES:											
New Listings	1,185	895	(24.5)	953	(6.1)	995	761	(23.5)	824	(7.6)	
Sales	851	715	(16.0)	936	(23.6)	742	647	(12.8)	815	(20.6)	
Ave. Sales Price	\$556,964	\$554,784	(0.4)	\$525,923	5.5	\$548,851	\$549,333	0.1	\$507,200	8.3	
Median Sales Price	\$485,000	\$466,535	(3.8)	\$453,000	3.0	\$476,850	\$460,000	(3.5)	\$437,000	5.3	
Total Active	2,505	2,397	(4.3)	2,430	(1.4)	2,004	1,868	(6.8)	1,954	(4.4)	
Months Supply	2.9	3.4	0.3	2.6	0.1	2.7	2.9	0.5	2.4	0.2	
CONDO/TOWNHOMES:											
New Listings	185	148	(20.0)	143	3.5	152	137	(9.9)	118	16.1	
Sales	128	108	(15.6)	136	(20.6)	97	98	1.0	103	(4.9)	
Ave. Sale Price	\$373,190	\$375,948	0.7	\$368,724	2.0	\$340,653	\$364,212	6.9	\$333,420	9.2	
Median Sale Price	\$350,000	\$335,800	(4.1)	\$350,000	(4.1)	\$326,000	\$333,500	2.3	\$319,900	4.3	
Total Active	378	373	(1.3)	262	42.4	280	285	1.8	171	66.7	
Months Supply	3.0	3.5	0.1	1.9	(2.1)	2.9	2.9	1.7	1.7	(13.7)	
CUMULATIVE YTD SUMMARY											
	Jan-Nov 2023			Jan-Nov 2022		% +/-	Jan-Nov 2023		Jan-Nov 2022		% +/-
SINGLE FAMILY/PATIO HOMES:											
New Listings	14,301			18,524		(22.8)	12,798		16,602		(22.9)
Sales	10,967			14,410		(23.9)	9,874		12,954		(23.8)
Ave. Sales Price	\$539,155			\$538,007		0.2	\$531,416		\$528,020		0.6
Volume	\$5,912,912,885			\$7,752,680,870		(23.7)	\$5,247,201,584		\$6,839,971,080		(23.3)
CONDO/TOWNHOMES:											
New Listings	2,202			2,476		(11.1)	1,873		2,119		(11.6)
Sales	1,611			2,180		(26.1)	1,390		1,816		(23.5)
Ave. Sales Price	\$368,841			\$368,297		0.1	\$351,399		\$351,366		0.0
Volume	\$594,202,851			\$802,887,460		(26.0)	\$488,444,610		\$638,080,656		(23.5)

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November 2022 through November 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 November 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	715	79.1	396,671,096	86.9	466,535	554,784	475,000	100.5	40	651	358,876,205	87.1
El Paso County	576	63.7	312,669,958	68.5	475,000	542,829	475,000	99.0	37	523	278,068,935	67.5
Teller County	39	4.3	18,751,560	4.1	425,000	480,809	435,000	132.0	48	36	17,763,550	4.3
Adams	3	0.3	1,757,000	0.4	500,000	585,666	525,000	97.6	30	3	1,757,000	0.4
Alamosa	1	0.1	207,500	0.0	207,500	207,500	240,000	86.5	13	1	207,500	0.1
Arapahoe	4	0.4	1,878,000	0.4	444,000	469,500	470,000	97.7	15	4	1,878,000	0.5
Chaffee	1	0.1	600,000	0.1	600,000	600,000	615,000	97.6	210	1	600,000	0.1
Custer	2	0.2	900,500	0.2	450,250	450,250	460,000	97.8	147	2	900,500	0.2
Denver	1	0.1	688,000	0.2	688,000	688,000	850,000	80.9	47	1	688,000	0.2
Douglas	14	1.5	13,440,000	2.9	767,500	960,000	769,999	99.7	30	14	13,440,000	3.3
Elbert	7	0.8	4,169,600	0.9	491,000	595,657	480,000	99.7	25	7	4,169,600	1.0
Fremont	13	1.4	6,408,738	1.4	430,000	492,979	450,000	96.7	46	12	5,978,738	1.5
Huerfano	1	0.1	190,000	0.0	190,000	190,000	194,999	97.4	4	1	190,000	0.0
Jefferson	1	0.1	1,355,000	0.3	1,355,000	1,355,000	1,500,000	90.3	181	1	1,355,000	0.3
Lincoln	1	0.1	157,000	0.0	157,000	157,000	163,900	95.8	6	1	157,000	0.0
Otero	2	0.2	254,400	0.1	127,200	127,200	125,450	101.3	19	2	254,400	0.1
Park	5	0.6	3,654,000	0.8	375,000	730,800	475,000	91.0	130	4	3,422,000	0.8
Pueblo	43	4.8	18,589,840	4.1	330,000	432,321	334,000	97.2	53	37	17,045,982	4.1
Routt	1	0.1	11,000,000	2.4	11,000,000	#####	#####	87.7	114	1	11,000,000	2.7
CONDO/TOWNHOME	108	11.9	40,602,467	8.9	335,800	375,948	339,950	98.9	31	102	38,179,817	9.3
El Paso County	100	11.1	37,201,977	8.1	334,500	372,019	339,900	98.8	28	94	34,779,327	8.4
Adams	1	0.1	395,000	0.1	395,000	395,000	395,000	100.0	5	1	395,000	0.1
Arapahoe	1	0.1	238,000	0.1	238,000	238,000	240,000	99.2	31	1	238,000	0.1
Douglas	2	0.2	1,366,990	0.3	683,495	683,495	697,500	98.0	243	2	1,366,990	0.3
Jefferson	1	0.1	355,000	0.1	355,000	355,000	350,000	101.4	5	1	355,000	0.1
Pueblo	3	0.3	1,045,500	0.2	319,000	348,500	319,900	99.5	16	3	1,045,500	0.3
INCOME	7	0.8	3,563,000	0.8	500,000	509,000	500,000	98.8	33	5	2,588,000	0.6
VACANT LAND	70	7.7	12,355,498	2.7	69,000	176,507	75,000	116.9	118	58	11,497,998	2.8
El Paso County	17	1.9	4,928,500	1.1	195,000	289,911	190,000	99.9	129	15	4,608,500	1.1
Teller County	25	2.8	2,678,998	0.6	50,000	107,159	53,900	114.7	74	18	2,389,498	0.6
Custer	2	0.2	86,000	0.0	43,000	43,000	49,900	84.1	132	2	86,000	0.0
Douglas	2	0.2	1,420,000	0.3	710,000	710,000	797,500	89.0	300	2	1,420,000	0.3
Elbert	1	0.1	140,000	0.0	140,000	140,000	140,000	100.0	347	1	140,000	0.0
Fremont	2	0.2	235,000	0.1	117,500	117,500	132,450	88.8	171	2	235,000	0.1
Park	13	1.4	2,570,000	0.6	150,000	197,692	150,000	176.2	117	10	2,322,000	0.6
Pueblo	8	0.9	297,000	0.1	33,750	37,125	36,750	88.3	143	8	297,000	0.1
FARM AND RANCH	0	0.0	0	0.0	0	0	0	0.0	0	0	0	0.0
COMMERCIAL	4	0.4	3,513,600	0.8	811,800	878,400	874,500	92.2	147	2	1,040,000	0.3
BUSINESS OP	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
Total	904	100.0	456,705,661	100.0	444,950	505,205	448,000	101.5	45	818	412,182,020	100.0



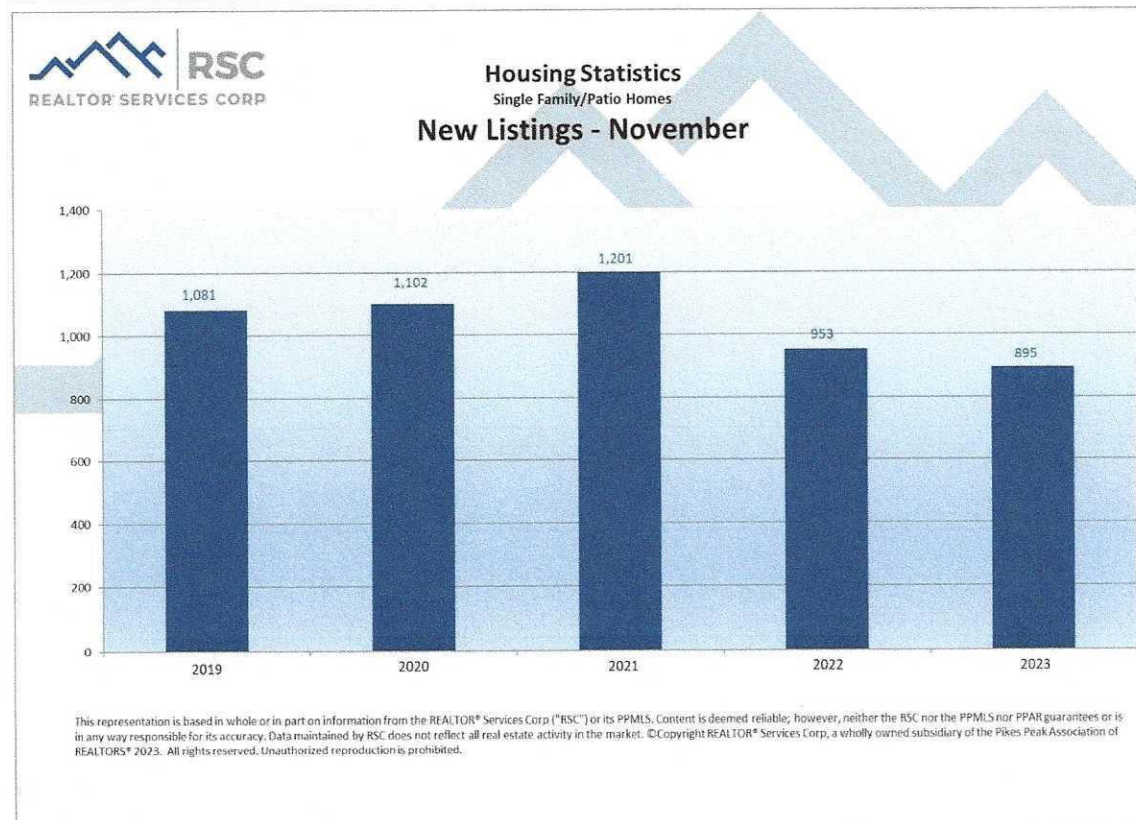
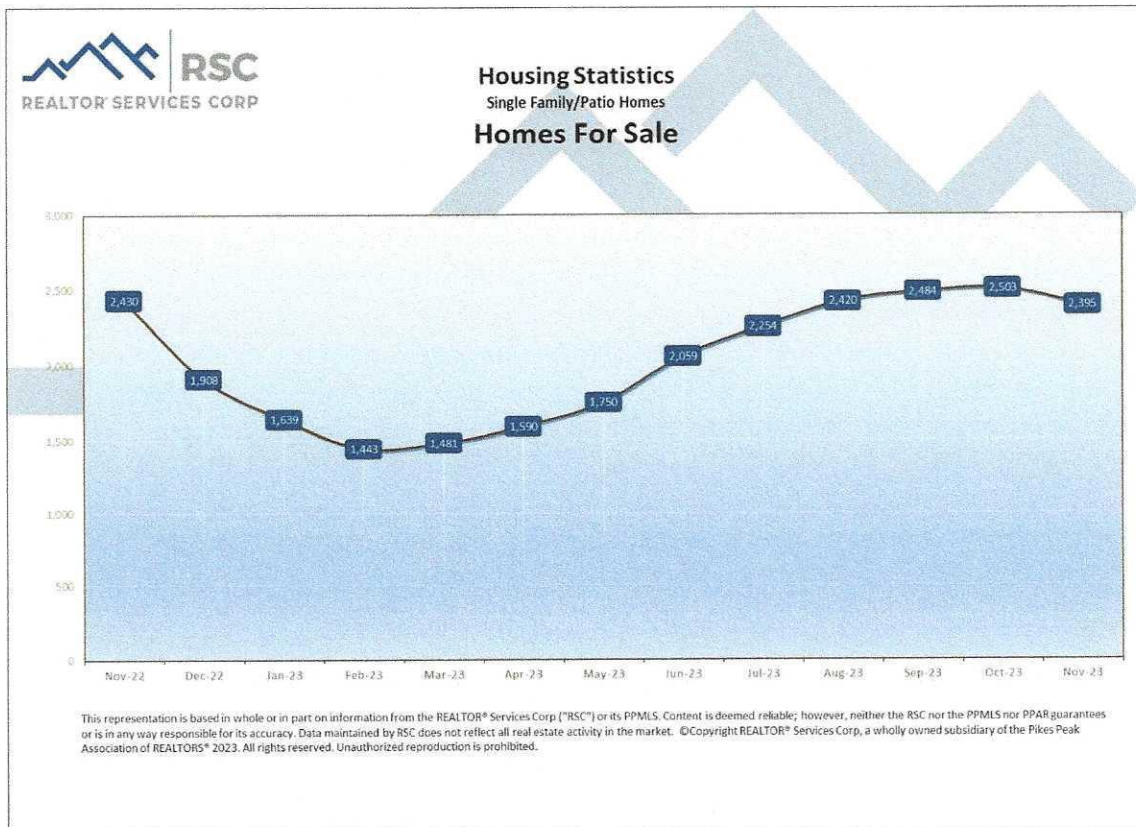
Monthly Listing Activity November 2023

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	2,395	59.8	1,583,047,525	0	519,995	660,980	895	463,315	552,050	228	538	135	118
El Paso County	1,756	43.9	1,181,285,883	0.0	534,450	672,714	714	469,950	537,800	178	428	88	76
Teller County	144	3.6	91,388,587	0.0	547,000	634,642	24	545,000	657,716	10	25	8	8
Adams	5	0.1	3,494,800	0.0	625,000	698,960	2	6,184,450	6,184,450	3	3	0	1
Arapahoe	8	0.2	5,502,800	0.0	574,900	687,850	4	490,000	482,500	2	4	4	2
Chaffee	3	0.1	3,139,000	0.0	955,000	1,046,333	1	290,000	290,000	0	1	1	0
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	0	0	0	0	0	0	0
Crowley	4	0.1	494,000	0.0	104,500	123,500	1	110,000	110,000	0	0	0	0
Custer	22	0.5	17,493,599	0.0	689,450	795,163	4	614,900	694,925	0	0	1	1
Delta	1	0.0	460,000	0.0	460,000	460,000	0	0	0	0	0	0	0
Denver	3	0.1	1,774,000	0.0	609,000	591,333	0	0	0	0	2	2	2
Douglas	62	1.5	78,873,100	0.0	892,500	1,272,146	15	709,000	1,095,133	4	16	9	5
Elbert	25	0.6	24,849,100	0.0	765,000	993,964	12	987,500	1,002,487	3	6	3	2
Fremont	57	1.4	31,494,348	0.0	439,900	552,532	20	423,049	477,872	4	4	3	3
Huerfano	7	0.2	5,095,000	0.0	275,000	727,857	0	0	0	0	0	1	0
Jefferson	3	0.1	1,973,000	0.0	649,000	657,666	2	489,800	489,800	0	1	0	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	600,000	0.0	600,000	600,000	0	0	0	0	0	0	0
Las Animas	3	0.1	1,825,000	0.0	540,000	608,333	1	235,000	235,000	0	0	0	0
Lincoln	5	0.1	1,244,722	0.0	170,000	248,944	1	163,900	163,900	1	2	0	0
Moffat	1	0.0	500,000	0.0	500,000	500,000	0	0	0	0	0	0	0
Otero	6	0.1	1,502,000	0.0	237,000	250,333	0	0	0	1	0	2	2
Park	30	0.7	21,150,600	0.0	519,500	705,020	2	484,500	484,500	2	7	0	0
Pueblo	241	6.0	101,198,486	0.0	387,000	419,910	91	350,000	395,381	19	39	13	16
Saguache	1	0.0	2,995,000	0.0	2,995,000	2,995,000	0	0	0	0	0	0	0
Weld	3	0.1	3,510,000	0.0	625,000	1,170,000	1	490,000	490,000	0	0	0	0
Yuma	1	0.0	189,500	0.0	189,500	189,500	0	0	0	1	0	0	0
CONDO/TOWNHOME	373	9.3	141,592,844	0	349,000	379,605	148	345,000	367,574	26	77	11	18
El Paso County	310	7.7	116,022,140	0.0	345,000	374,264	134	343,500	364,715	24	74	9	16
Teller County	15	0.4	5,750,000	0.0	350,000	383,333	3	350,000	352,666	0	0	0	0
Arapahoe	8	0.2	2,301,300	0.0	293,750	287,662	5	292,500	299,680	0	1	0	0
Boulder	1	0.0	528,000	0.0	528,000	528,000	1	528,000	528,000	0	0	0	0
Clear Creek	1	0.0	329,900	0.0	329,900	329,900	1	329,900	329,900	0	0	0	0
Denver	6	0.1	2,015,000	0.0	322,500	335,833	0	0	0	0	1	0	0
Douglas	16	0.4	9,200,204	0.0	597,000	575,012	2	682,500	682,500	1	0	0	1
Fremont	2	0.0	637,500	0.0	318,750	318,750	0	0	0	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	350,000	350,000	0	1	0	0
Pueblo	12	0.3	4,068,900	0.0	364,900	339,075	1	399,900	399,900	1	0	2	1
INCOME	109	2.7	77,017,074	0	526,000	706,578	38	521,036	581,962	5	8	5	9
VACANT LAND	953	23.8	240,910,485	0	140,000	252,791	112	99,500	245,400	19	46	47	14
El Paso County	418	10.4	165,374,936	0.0	215,000	395,633	35	260,000	499,868	5	11	17	5
Teller County	200	5.0	21,934,751	0.0	49,250	109,673	28	37,450	52,742	4	17	6	1
Alamosa	1	0.0	49,900	0.0	49,900	49,900	0	0	0	0	0	0	0
Chaffee	4	0.1	2,659,000	0.0	700,000	664,750	0	0	0	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	75,000	0.0	75,000	75,000	0	0	0	0	0	0	0
Costilla	2	0.0	96,900	0.0	48,450	48,450	0	0	0	0	0	0	0
Crowley	3	0.1	565,000	0.0	110,000	188,333	1	110,000	110,000	0	0	0	0
Custer	47	1.2	7,506,800	0.0	175,000	159,719	4	84,950	91,950	1	1	0	0
Douglas	37	0.9	12,158,700	0.0	129,900	328,613	6	164,900	217,450	1	2	2	1
Elbert	26	0.6	6,965,400	0.0	185,250	267,900	4	599,500	612,000	1	0	3	1
Fremont	24	0.6	4,040,899	0.0	59,900	168,370	2	174,450	174,450	1	2	1	4
Gunnison	1	0.0	115,000	0.0	115,000	115,000	0	0	0	0	0	0	0
Huerfano	8	0.2	1,632,900	0.0	94,500	204,112	2	94,500	94,500	0	0	0	0
Larimer	2	0.0	789,900	0.0	394,950	394,950	0	0	0	0	0	1	0
Las Animas	2	0.0	315,000	0.0	157,500	157,500	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	62	1.5	6,993,740	0.0	59,500	112,802	11	25,000	58,252	1	10	3	2
Pueblo	105	2.6	7,457,760	0.0	39,900	71,026	18	85,750	161,916	5	3	13	0
Saguache	4	0.1	248,899	0.0	24,949	62,224	1	189,000	189,000	0	0	1	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	30,975,000	0	1,067,500	1,935,937	1	1,050,000	1,050,000	0	0	3	0
COMMERCIAL	151	3.8	126,393,320	0	525,000	837,041	18	497,000	738,434	4	4	4	3
BUSINESS OP	5	0.1	2,788,900	0	369,000	557,780	1	1,195,000	1,195,000	0	0	0	0
RENTALS	0	0.0	0	0	0	0	0	0	0	0	0	0	0
Total	4,002	100.0	2,202,725,148	100	445,000	550,406	1,213	439,230	505,871	282	673	205	162

November 2023 Charts

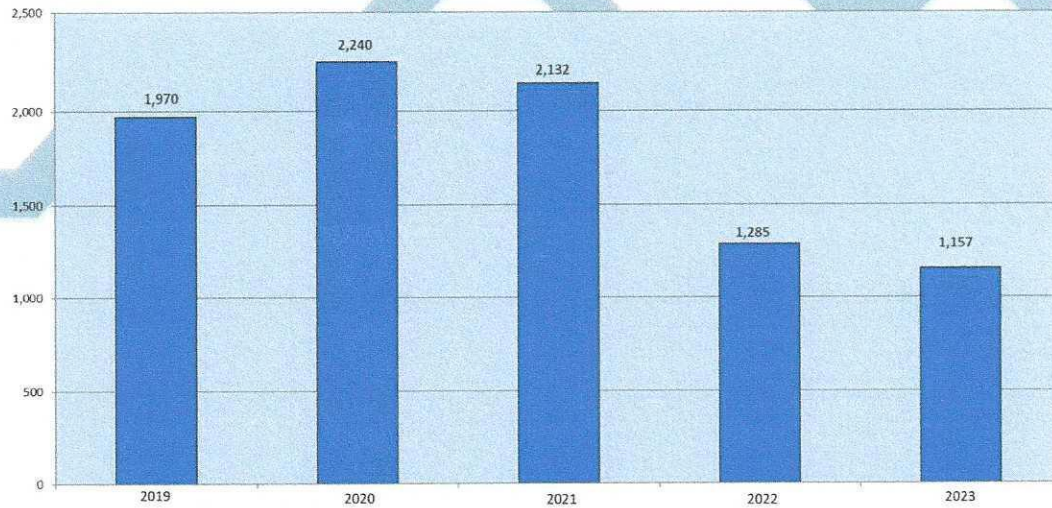


Housing Statistics

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

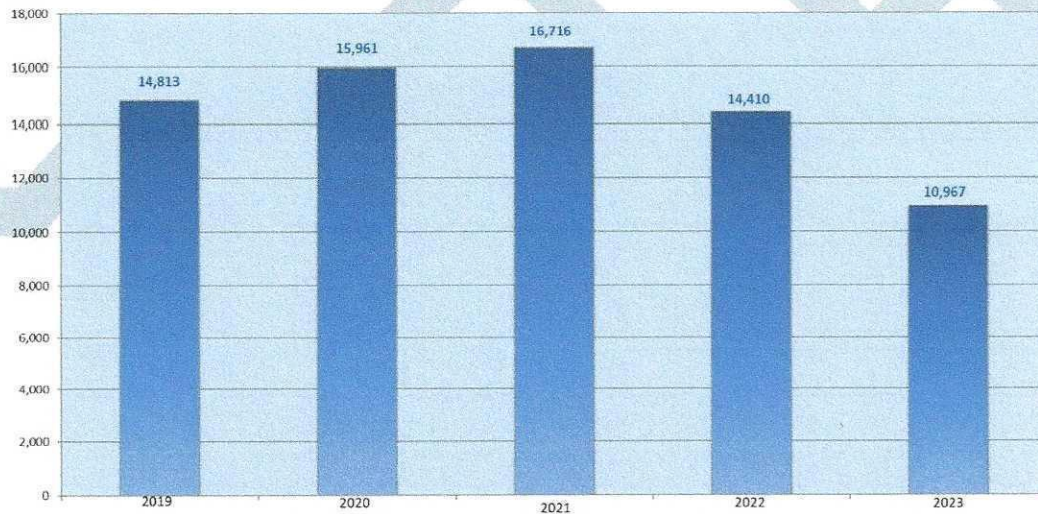
Single Family/Patio Homes

Average Days on Market



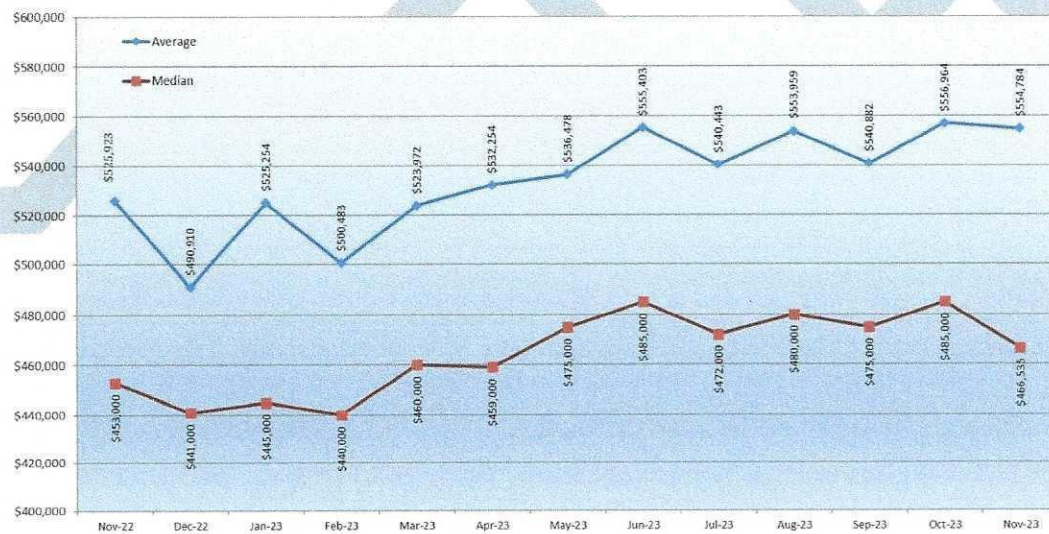
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Housing Statistics Single Family/Patio Homes Total Sales YTD - November



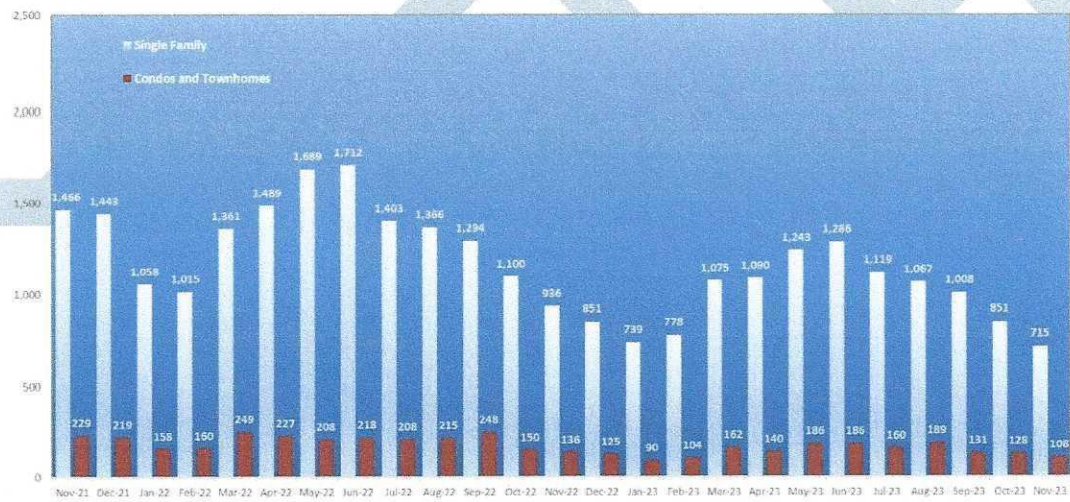
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Housing Statistics Single Family/Patio Homes Average and Median Sales Prices



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Housing Statistics Residential Home Sales



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Active/Sold Listing Analysis November 2023

Active Listings Analysis Current as of 12/1/23

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	251	494	284	346	142	160	39
Reductions	1	24	143	214	117	166	35	31	2
% With Reduction	25.00%	41.40%	44.60%	35.80%	32.70%	36.40%	18.30%	18.70%	5.10%
Avg Reduction %	26%	4.50%	2%	2.40%	2.60%	2.10%	2.70%	3.90%	7%
Teller County	5	10	19	30	22	31	9	18	1
Reductions	1	1	5	9	3	18	4	7	0
% With Reduction	20.00%	10.00%	21.00%	26.60%	13.60%	45%	33.30%	17%	0%
Avg Reduction %	9.30%	3.20%	2.00%	5.00%	2.50%	3%	1.60%	2%	0%
All Counties	43	117	366	614	354	448	180	221	58

Sold Listing Analysis - (November 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	30	112	179	119	67	35	28	2
Teller County	3	7	7	6	4	9	2	1	0
All Counties	15	53	142	201	134	87	42	35	6

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 - November 2022)

Single Family	0 - 199999	200000 - 299999	300000 - 399999	400000 - 499999	500000 - 599999	600000 - 799999	800000 - 999999	1000000 - 1999999	2000000 - 99999999
El Paso County	2	29	203	249	117	113	39	36	1
Teller County	3	3	7	8	6	7	1	2	1
All Counties	22	49	229	272	135	136	45	43	4

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