



LISTING AND SALES SUMMARY
December 2021

MONTHLY SUMMARY	<u>All Homes</u>					<u>Existing Homes</u>				
	Nov 2021	Dec 2021	% +/-	Dec 2020	% +/-	Nov 2021	Dec 2021	% +/-	Nov 2020	% +/-
SINGLE FAMILY/PATIO HOMES:										
New Listings	1,201	995	(17.2)	939	6.0	1,043	886	(15.1)	700	26.6
Sales	1,466	1,443	(1.6)	1,376	4.9	1,372	1,309	(4.6)	1,078	21.4
Avg Sales Price	\$507,507	\$505,852	(0.3)	\$437,365	15.7	\$499,938	\$494,245	(1.1)	\$352,408	40.2
Median Sales Price	\$450,000	\$450,000	0.0	\$379,999	18.4	\$444,950	\$440,000	(1.1)	\$320,000	37.5
Total Active	855	659	(22.9)	530	24.3	590	425	(28.0)	934	(54.5)
Months Supply	0.6	0.5	14.6	0.4	5.0	0.4	0.3	6.1	0.9	(2.5)
CONDO/TOWNHOMES:										
New Listings	198	140	(29.3)	161	(13.0)	158	107	(32.3)	92	16.3
Sales	229	219	(4.4)	222	(1.4)	206	175	(15.0)	140	25.0
Avg Sale Price	\$336,208	\$351,825	4.6	\$295,153	19.2	\$326,985	\$335,894	2.7	\$235,570	42.6
Median Sale Price	\$325,000	\$335,000	3.1	\$290,000	15.5	\$316,950	\$322,000	1.6	\$225,000	43.1
Total Active	115	89	(22.6)	68	30.9	51	38	(25.5)	69	(44.9)
Months Supply	0.5	0.4	5.2	0.3	(22.9)	0.2	0.2	1.7	0.5	(1.8)
CUMULATIVE YTD SUMMARY										
	Jan-Dec 2021			Jan-Dec 2020		Jan-Dec 2021			Jan-Dec 2020	
SINGLE FAMILY/PATIO HOMES:										
New Listings	19,654			18,747		17,911			16,304	
Sales	18,159			17,337		16,601			14,092	
Avg Sales Price	\$491,768			\$415,329		\$486,245			\$356,738	
Volume	\$8,930,015,112			\$7,200,558,873		\$8,072,153,245			\$5,027,151,896	
CONDO/TOWNHOMES:										
New Listings	2,795			2,720		2,381			2,123	
Sales	2,688			2,517		2,276			1,994	
Avg Sales Price	\$327,364			\$273,427		\$318,676			\$237,753	
Volume	\$879,954,432			\$688,215,759		\$725,306,576			\$474,079,482	

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Monthly Sales Activity December 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	1443	80.7	729,945,851	86.1	450,000	505,852	445,000	101.1	16	1307	662,515,905	87.3
El Paso County	1212	67.8	622,967,404	73.5	455,000	513,999	449,900	101.4	13	1099	565,187,861	74.5
Teller County	64	3.6	31,328,057	3.7	447,500	489,500	440,000	100.0	25	57	27,302,454	3.6
Adams	8	0.4	3,929,395	0.5	451,247	491,174	446,247	98.8	31	8	3929395	0.5
Arapahoe	7	0.4	3,942,750	0.5	532,500	563,250	540,000	102.9	9	7	3,942,750	0.5
Cheyenne	1	0.1	125,000	0.0	125,000	125,000	125,000	100.0	38	0	0	0.0
Clear Creek	1	0.1	1,330,000	0.2	1,330,000	1,330,000	1,400,000	95.0	110	1	1,330,000	0.2
Custer	8	0.4	3,548,900	0.4	441,950	443,612	454,950	95.0	34	7	3,073,900	0.4
Denver	3	0.2	1,545,000	0.2	450,000	515,000	400,000	109.7	3	3	1,545,000	0.2
Douglas	26	1.5	20,017,380	2.4	647,500	769,899	655,000	100.1	22	25	19,382,380	2.6
Elbert	8	0.4	4,880,679	0.6	630,000	610,084	642,375	96.9	57	8	4,880,679	0.6
Fremont	11	0.6	4,105,500	0.5	300,000	373,227	299,900	96.9	47	10	3820500	0.5
Huerfano	3	0.2	802,850	0.1	309,000	267,616	324,900	97.5	29	3	802,850	0.1
Jefferson	3	0.2	2,365,000	0.3	710,000	788,333	730,000	97.2	15	3	2,365,000	0.3
Larimer	1	0.1	467,500	0.1	467,500	467,500	435,000	107.5	5	1	467,500	0.1
Lincoln	1	0.1	158,000	0.0	158,000	158,000	158,000	100.0	155	0	0	0.0
Otero	3	0.2	633,000	0.1	179,000	211,000	179,500	98.6	23	3	633,000	0.1
Park	9	0.5	4,591,000	0.5	390,000	510,111	390,000	98.3	111	7	3,141,000	0.4
Pueblo	73	4.1	22,613,436	2.7	278,000	309,773	284,900	98.9	24	64	20,116,636	2.7
Weld	1	0.1	595,000	0.1	595,000	595,000	619,900	96.0	35	1	595,000	0.1
CONDO/TOWNHOME	219	12.2	77,049,736	9.1	335,000	351,825	333,900	101.3	16	190	64,287,113	8.5
El Paso County	195	10.9	68,327,911	8.1	335,000	350,399	329,000	101.4	16	168	56,128,036	7.4
Teller County	2	0.1	787,348	0.1	393,674	393,674	399,500	98.4	66	1	424,500	0.1
Adams	3	0.2	1,230,000	0.1	425,000	410,000	405,000	103.8	2	3	1,230,000	0.2
Arapahoe	3	0.2	950,000	0.1	327,000	316,666	309,000	102.2	5	3	950,000	0.1
Denver	2	0.1	506,900	0.1	253,450	253,450	274,900	89.7	30	2	506,900	0.1
Douglas	7	0.4	3,165,177	0.4	455,000	452,168	439,000	102.3	4	7	3165177	0.4
Fremont	2	0.1	594,500	0.1	297,250	297,250	302,750	98.2	29	2	594,500	0.1
Jefferson	2	0.1	866,000	0.1	433,000	433,000	425,000	101.7	4	2	866,000	0.1
Pueblo	3	0.2	621,900	0.1	199,900	207,300	199,900	99.4	10	2	422,000	0.1
INCOME	24	1.3	13,684,187	1.6	527,500	570,174	527,500	98.4	20	19	10,089,187	1.3
VACANT LAND	91	5.1	17,255,029	2.0	75,000	189,615	75,000	94.5	121	66	13,946,519	1.8
El Paso County	37	2.1	8,297,900	1.0	165,000	224,267	170,000	97.4	123	27	6,149,400	0.8
Teller County	24	1.3	1,762,119	0.2	29,999	73,421	32,749	93.4	112	18	1,548,619	0.2
Custer	2	0.1	208,000	0.0	104,000	104,000	114,450	89.7	85	1	43,000	0.0
Costilla	1	0.1	10,000	0.0	10,000	10,000	10,000	100.0	268	1	10,000	0.0
Douglas	2	0.1	394,900	0.0	197,450	197,450	196,450	100.3	113	1	377,000	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
Elbert	1	0.1	1,750,000	0.2	1,750,000	1,750,000	1,861,000	94.0	139	1	1,750,000	0.2
Fremont	6	0.3	723,000	0.1	119,250	120,500	133,000	94.9	50	4	308,000	0.0
Grand	1	0.1	52,000	0.0	52,000	52,000	55,999	92.9	60	1	52,000	0.0
Huerfano	2	0.1	285,000	0.0	142,500	142,500	176,950	81.1	163	0	0	0.0
Park	11	0.6	3,581,610	0.4	34,500	325,600	39,999	89.6	174	8	3,518,000	0.5
Pueblo	4	0.2	190,500	0.0	35,750	47,625	37,250	92.2	104	4	190,500	0.0
FARM AND RANCH	1	0.1	825,000	0.1	825,000	825,000	825,000	100.0	38	1	825,000	0.1
COMMERCIAL	10	0.6	8,769,202	1.0	521,000	876,920	509,500	92.7	171	8	7,219,202	1.0
BUSINESS OP	0	0.0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total	1788	100.0	847,529,005	100.0	430,000	474,009	425,000	100.7	22	1591	758,882,926	100.0



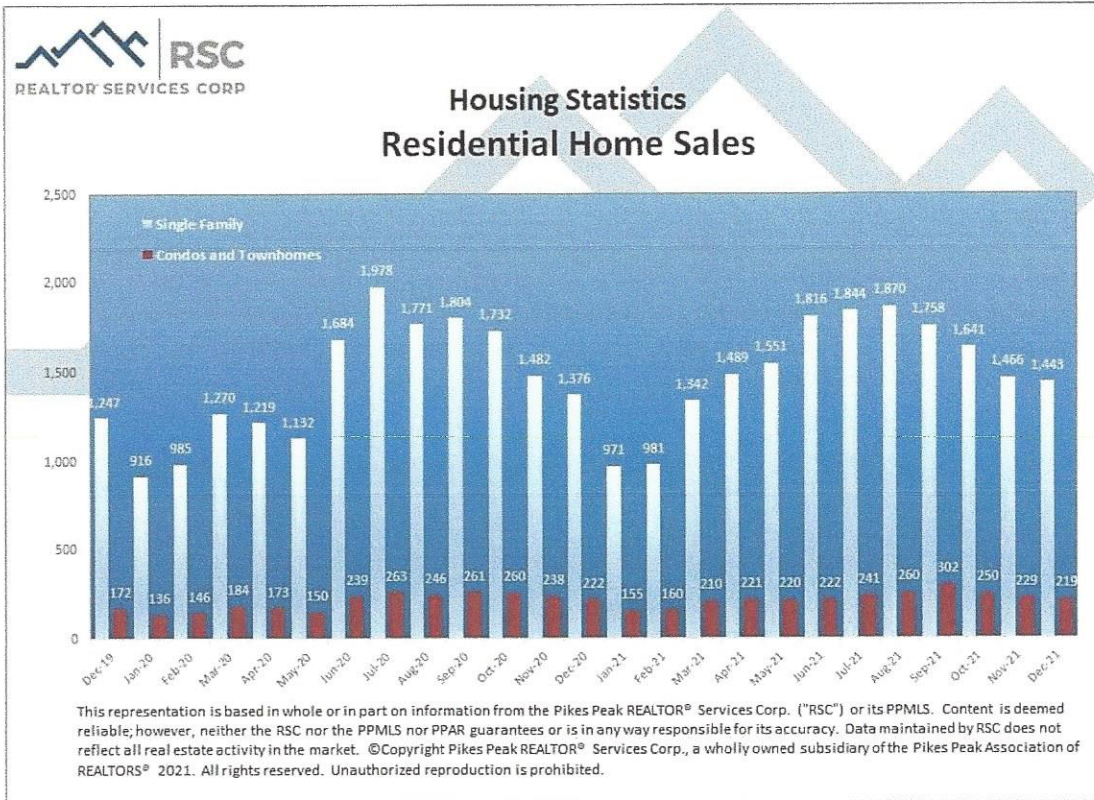
Monthly Listing Activity December 2021

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	660	44.2	514,468,932	58.6	529,450	779,498	995	442,500	494,806	190	942	99	53
El Paso County	422	28.3	343,886,196	39.2	587,016	814,896	819	449,900	502,684	137	792	60	33
Teller County	58	3.9	40,039,241	4.6	507,495	690,331	56	440,000	480,807	18	46	7	2
Adams	1	0.1	470,000	0.1	470,000	470,000	2	456,247	456,247	0	1	0	0
Alamosa	0	0.0	0	0.0	0	0	0	0	0	0	1	0	0
Arapahoe	1	0.1	497,900	0.1	497,900	497,900	5	500,000	555,580	0	3	1	1
Cheyenne	1	0.1	451,000	0.1	451,000	451,000	0	0	0	0	0	0	0
Clear Creek	0	0.0	0	0.0	0	0	0	0	0	0	1	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	0	0	0	0	0	0	0
Custer	9	0.6	7,748,800	0.9	775,000	860,977	3	459,900	501,300	2	2	0	0
Delta	1	0.1	1,499,000	0.2	1,499,000	1,499,000	0	0	0	0	0	0	0
Denver	2	0.1	1,420,000	0.2	710,000	710,000	1	595,000	595,000	0	0	0	0
Douglas	14	0.9	23,477,477	2.7	1,449,500	1,676,962	10	787,500	863,480	4	16	3	1
Elbert	8	0.5	6,230,400	0.7	591,450	778,800	5	499,900	659,560	0	6	4	0
Fremont	25	1.7	21,330,600	2.4	449,000	853,224	19	329,900	397,300	3	9	1	1
Huerfano	3	0.2	927,900	0.1	215,000	309,300	1	153,900	153,900	0	1	0	0
Jefferson	2	0.1	1,617,500	0.2	808,750	808,750	1	637,500	637,500	0	1	0	0
Larimer	0	0.0	0	0.0	0	0	1	435,000	435,000	0	1	1	0
Las Animas	2	0.1	1,395,000	0.2	697,500	697,500	1	124,900	124,900	0	0	2	0
Lincoln	8	0.5	1,718,700	0.2	180,000	214,837	3	175,000	241,000	1	3	1	0
Otero	3	0.2	1,204,900	0.1	239,900	401,633	0	0	0	1	1	1	0
Park	11	0.7	11,816,000	1.3	750,000	1,074,181	4	637,500	683,000	2	5	5	2
Pueblo	84	5.6	47,186,800	5.4	381,612	561,747	62	339,950	364,302	22	51	13	13
Rio Grande	1	0.1	474,500	0.1	474,500	474,500	0	0	0	0	0	0	0
Saguache	1	0.1	155,000	0.0	155,000	155,000	0	0	0	0	0	0	0
Weld	0	0.0	0	0.0	0	0	2	522,500	522,500	0	2	0	0
CONDO/TOWNHOME	89	6.0	41,453,493	4.7	439,900	465,769	140	350,000	378,905	30	160	7	8
El Paso County	71	4.8	30,857,957	3.5	436,325	434,619	129	349,900	371,261	25	149	5	7
Teller County	5	0.3	1,399,000	0.2	225,000	279,800	3	335,000	319,666	0	1	1	0
Adams	0	0.0	0	0.0	0	0	1	409,000	409,000	0	1	0	0
Arapahoe	1	0.1	1,419,900	0.2	1,419,900	1,419,900	1	309,000	309,000	0	2	0	0
Denver	0	0.0	0	0.0	0	0	1	1,150,000	1,150,000	1	2	1	1
Douglas	10	0.7	6,571,736	0.7	651,695	657,173	3	525,000	495,000	3	3	0	0
Fremont	0	0.0	0	0.0	0	0	0	0	0	0	1	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
Grand	1	0.1	705,000	0.1	705,000	705,000	1	705,000	705,000	0	0	0	0
Jefferson	0	0.0	0	0.0	0	0	0	0	0	0	1	0	0
Pueblo	1	0.1	499,900	0.1	499,900	499,900	1	137,000	137,000	1	0	0	0
INCOME	22	1.5	13,878,022	1.6	530,000	630,819	21	475,000	512,910	9	19	5	3
VACANT LAND	448	30.0	169,422,022	19.3	124,950	378,174	107	154,900	206,066	15	73	73	27
El Paso County	194	13.0	66,104,889	7.5	184,950	340,746	54	227,000	241,724	12	35	31	18
Teller County	70	4.7	13,376,436	1.5	65,000	191,091	23	32,000	86,826	1	17	19	2
Archuleta	1	0.1	3,690,000	0.4	3,690,000	3,690,000	0	0	0	0	0	0	0
Boulder	1	0.1	149,000	0.0	149,000	149,000	1	149,000	149,000	0	0	0	0
Chaffee	1	0.1	175,000	0.0	175,000	175,000	0	0	0	0	0	0	0
Clear Creek	1	0.1	249,000	0.0	249,000	249,000	0	0	0	0	0	0	1
Costilla	3	0.2	59,600	0.0	20,000	19,866	0	0	0	0	0	0	0
Crowley	1	0.1	200,000	0.0	200,000	200,000	0	0	0	0	0	0	0
Custer	25	1.7	1,714,399	0.2	40,000	68,575	2	134,500	134,500	0	1	2	0
Douglas	16	1.1	12,157,322	1.4	265,000	759,832	5	300,000	383,824	0	3	2	0
Elbert	8	0.5	2,320,000	0.3	275,000	290,000	1	1,950,000	1,950,000	0	2	1	0
Fremont	20	1.3	8,310,845	0.9	48,500	415,542	3	129,000	311,333	1	4	2	1
Grand	1	0.1	70,000	0.0	70,000	70,000	0	0	0	1	0	0	1
Huerfano	6	0.4	4,398,900	0.5	92,500	733,150	0	0	0	0	1	0	0
Jefferson	1	0.1	250,000	0.0	250,000	250,000	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	84,999	0.0	84,999	84,999	0	0	0	0	0	0	0
Otero	0	0.0	0	0.0	0	0	0	0	0	0	0	1	0
Park	46	3.1	50,471,347	5.7	92,749	1,097,203	12	30,000	51,490	0	9	5	2
Pueblo	47	3.1	4,198,390	0.5	45,000	89,327	6	44,000	193,333	0	1	10	2
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	9	0.6	58,124,000	6.6	3,950,000	6,458,222	2	320,000	320,000	1	2	1	1
COMMERCIAL	91	6.1	78,276,106	8.9	450,000	860,176	10	267,500	324,480	6	5	14	1
BUSINESS OP	4	0.3	2,225,000	0.3	237,500	556,250	0	0	0	0	2	1	0
RENTALS	170	11.4	331,265	0	1,947	1,948	203	1,895	1,872	5	0	27	30
El Paso County	165	11.1	325,190	0.0	1,950	1,970	196	1,900	1,887	4	0	26	27
Teller County	4	0.3	4,075	0.0	1,162	1,018	5	1,250	1,170	1	0	1	3
Pueblo	1	0.1	2,000	0.0	2,000	2,000	2	2,175	2,175	0	0	0	0
Total	1,493	100.0	878,178,840	100	389,000	588,197	1,478	399,250	394,089	256	1,203	227	123

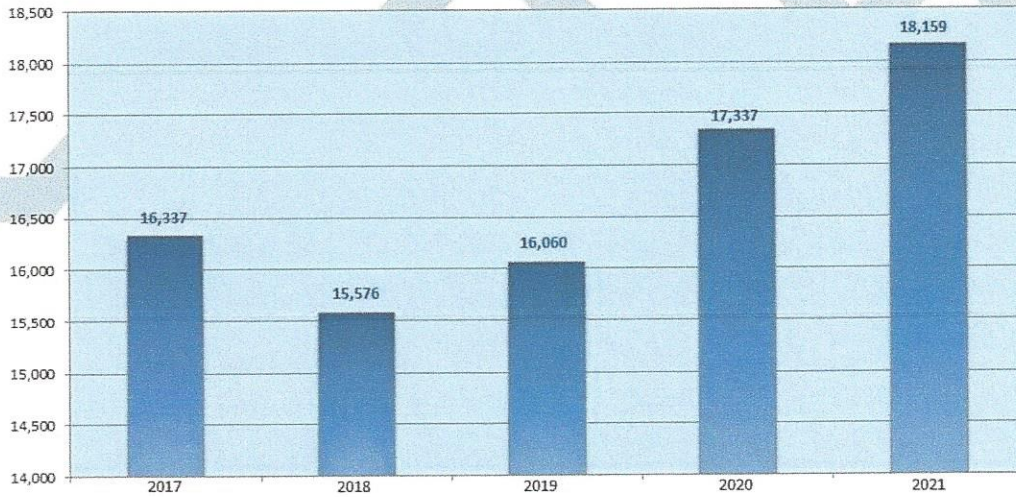
December 2021 Charts



Housing Statistics

Single Family/Patio Homes

Total Sales YTD - December



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Housing Statistics

Single Family/Patio Homes

Average Days on Market



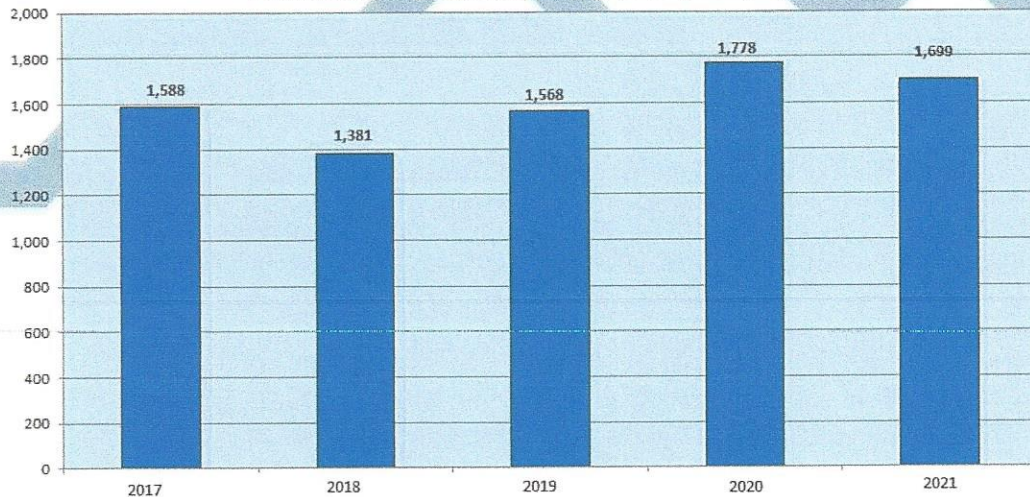
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Housing Statistics Single Family/Patio Homes

Total Under Contract - December

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

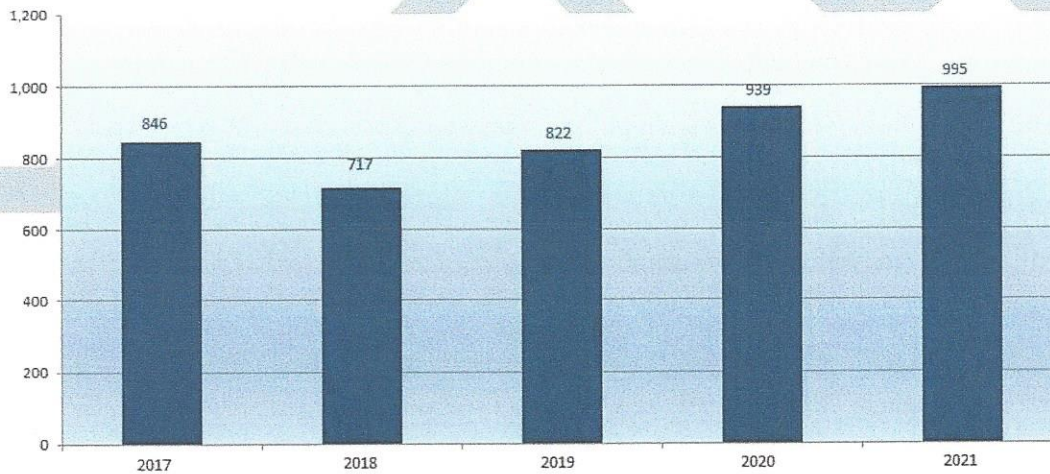


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Housing Statistics Single Family/Patio Homes

New Listings - December

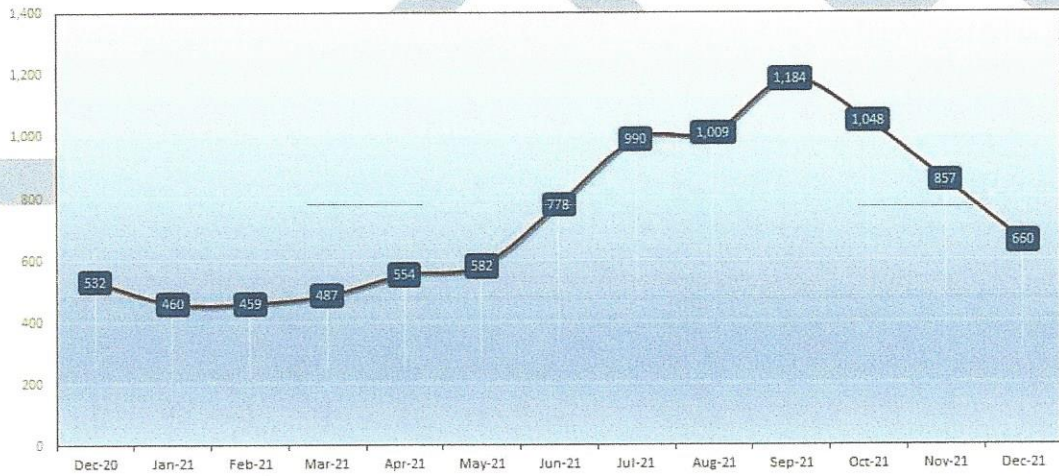


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Housing Statistics

Single Family/Patio Homes

Homes For Sale



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Active/Sold Listing Analysis December 2021

Active Listings Analysis Current as of 1/3/22

Single Family	0 - 199999	200000 - 299999	300000 - 399999	400000 - 499999	500000 - 599999	600000 - 799999	800000 - 999999	1000000 - 1999999	2000000 - 99999999
El Paso County	3	10	37	109	61	75	62	41	25
Reductions	0	2	3	13	12	8	3	3	0
% With Reduction	0.00%	20.00%	8.10%	11.00%	18.00%	9.30%	4.80%	7.30%	0.00%
Avg Reduction %	0%	4.20%	3%	3.00%	2.60%	3.60%	1.70%	2.40%	0%
Teller County	5	3	7	12	8	5	5	11	1
Reductions	0	1	1	2	1	1	0	0	0
% With Reduction	0.00%	33.30%	14.20%	8.30%	12.50%	20%	0.00%	0%	0%
Avg Reduction %	0.00%	1.30%	5.70%	3.30%	1.70%	20%	0.00%	0%	0%
All Counties	35	39	71	148	79	99	81	71	37

Sold Listing Analysis - (December 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	42	280	419	206	167	57	34	3
Teller County	4	8	12	15	9	11	2	3	0
All Counties	27	79	327	462	229	210	64	41	4

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	290	468	195	169	53	25	3
Teller County	3	4	19	15	18	19	2	1	1
All Counties	26	58	344	503	229	210	58	30	8

Sold Listing Analysis - (December 2020)

Single Family	0 - 199999	200000 - 299999	300000 - 399999	400000 - 499999	500000 - 599999	600000 - 799999	800000 - 999999	1000000 - 1999999	2000000 - 99999999
El Paso County	10	151	506	243	119	97	30	14	3
Teller County	5	13	14	9	13	6	2	1	0
All Counties	44	187	550	270	143	108	42	26	5

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