



LISTING AND SALES SUMMARY
March 2022

MONTHLY SUMMARY	<u>All Homes</u>					<u>Existing Homes</u>				
	Feb 2022	Mar 2022	% +/-	Mar 2021	% +/-	Feb 2022	Mar 2022	% +/-	Mar 2021	% +/-
SINGLE FAMILY/PATIO HOMES:										
New Listings	1,186	1,834	54.6	1,620	13.2	1,076	1,585	47.3	1,402	13.1
Sales	1,015	1,361	34.1	1,342	1.4	925	1,205	30.3	1,187	1.5
Ave. Sales Price	\$514,757	\$539,684	4.8	\$472,931	14.1	\$507,283	\$527,168	3.9	\$467,228	12.8
Median Sales Price	\$465,000	\$475,000	2.2	\$410,000	15.9	\$458,500	\$465,000	1.4	\$400,000	16.3
Total Active	487	705	44.8	462	52.6	327	536	63.9	348	54.0
Months Supply	0.5	0.5	1.3	0.3	37.2	0.4	0.4	2.1	0.3	35.6
CONDO/TOWNHOMES:										
New Listings	199	234	17.6	254	(7.9)	165	208	26.1	199	4.5
Sales	160	249	55.6	210	18.6	128	204	59.4	167	22.2
Ave. Sale Price	\$353,683	\$381,852	8.0	\$326,829	16.8	\$337,327	\$368,992	9.4	\$315,826	16.8
Median Sale Price	\$362,500	\$365,000	0.7	\$303,145	20.4	\$341,875	\$350,000	2.4	\$287,000	22.0
Total Active	63	74	17.5	93	(20.4)	34	46	35.3	56	(17.9)
Months Supply	0.4	0.3	0.3	0.4	(1.1)	0.3	0.2	0.6	0.3	(0.8)
CUMULATIVE YTD SUMMARY										
	Jan-Mar 2022		Jan-Mar 2021		% +/-	Jan-Mar 2022		Jan-Mar 2021		% +/-
SINGLE FAMILY/PATIO HOMES:										
New Listings	4,196		4,079		2.9	3,715		3,485		6.6
Sales	3,432		3,293		4.2	3,095		2,873		7.7
Ave. Sales Price	\$518,710		\$455,734		13.8	\$509,616		\$447,204		14.0
Volume	\$1,780,212,720		\$1,500,732,062		18.6	\$1,577,261,520		\$1,284,817,092		22.8
CONDO/TOWNHOMES:										
New Listings	640		608		5.3	541		494		9.5
Sales	568		525		8.2	449		408		10.0
Ave. Sales Price	\$362,976		\$306,811		18.3	\$346,904		\$293,190		18.3
Volume	\$206,170,368		\$161,075,775		28.0	\$155,759,896		\$119,621,520		30.2

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Monthly Sales Activity March 2022

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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	1361	77.2	734,511,006	84.7	475,000	539,684	455,000	103.5	14	1220	665,458,055	85.6
El Paso County	1141	64.7	618,038,533	71.3	480,000	541,663	459,900	104.1	11	1023	560,596,084	72.1
Teller County	47	2.7	28,692,702	3.3	520,000	610,483	500,000	100.9	22	40	24,704,100	3.2
Arapahoe	2	0.1	1,275,000	0.1	637,500	637,500	619,950	102.9	6	2	1275000	0.2
Broomfield	1	0.1	542,750	0.1	542,750	542,750	524,970	103.4	3	1	542,750	0.1
Costilla	1	0.1	200,000	0.0	200,000	200,000	204,118	98.0	260	0	0	0.0
Custer	7	0.4	3,022,818	0.3	367,500	431,831	349,900	98.5	49	6	2,822,818	0.4
Denver	1	0.1	445,000	0.1	445,000	445,000	433,000	102.8	1	1	445,000	0.1
Douglas	30	1.7	28,782,257	3.3	761,290	959,408	737,500	101.7	33	26	24,790,757	3.2
Elbert	9	0.5	6,017,000	0.7	625,000	668,555	625,000	100.2	47	9	6,017,000	0.8
Fremont	18	1.0	7,930,900	0.9	371,000	440,605	387,400	100.1	24	18	7,930,900	1.0
Huerfano	2	0.1	756,000	0.1	378,000	378,000	387,000	98.5	204	2	756000	0.1
Jefferson	1	0.1	715,000	0.1	715,000	715,000	599,900	119.2	4	1	715,000	0.1
Lincoln	3	0.2	561,000	0.1	148,000	187,000	149,900	97.0	98	3	561,000	0.1
Otero	1	0.1	98,000	0.0	98,000	98,000	100,000	98.0	76	1	98,000	0.0
Park	7	0.4	4,384,500	0.5	500,000	626,357	499,900	99.4	75	7	4384500	0.6
Pueblo	89	5.0	32,359,546	3.7	371,629	363,590	360,000	99.6	27	79	29,129,146	3.7
Weld	1	0.1	690,000	0.1	690,000	690,000	685,000	100.7	3	1	690,000	0.1
CONDO/TOWNHOME	249	14.1	95,081,200	11.0	365,000	381,852	350,000	102.8	17	225	86,373,989	11.1
El Paso County	220	12.5	80,783,056	9.3	356,500	367,195	345,000	102.9	14	200	73,510,326	9.5
Teller County	17	1.0	6,475,659	0.7	377,750	380,921	350,000	101.1	48	14	5,461,178	0.7
Arapahoe	3	0.2	2,210,000	0.3	420,000	736,666	394,900	104.6	31	3	2,210,000	0.3
Denver	2	0.1	1,705,000	0.2	852,500	852,500	785,000	105.9	1	1	1285000	0.2
Douglas	6	0.3	3,529,485	0.4	557,164	588,247	550,117	103.7	48	6	3,529,485	0.5
Jefferson	1	0.1	378,000	0.0	378,000	378,000	370,000	102.2	4	1	378000	0.0
INCOME	22	1.2	13,007,000	1.5	577,500	591,227	597,000	99.4	83	19	10,998,000	1.4
VACANT LAND	122	6.9	19,400,381	2.2	112,750	159,019	113,050	96.8	126	76	11,299,100	1.5
El Paso County	62	3.5	12,739,700	1.5	163,000	205,479	175,000	96.8	146	33	6,375,300	0.8
Teller County	35	2.0	2,449,331	0.3	47,000	69,980	45,000	97.5	103	23	1,835,450	0.2
Custer	1	0.1	167,000	0.0	167,000	167,000	172,500	96.8	106	1	167,000	0.0
Douglas	2	0.1	385,000	0.0	192,500	192,500	192,500	100.0	47	1	335,000	0.0
Elbert	1	0.1	135,000	0.0	135,000	135,000	135,000	100.0	14	1	135,000	0.0
Fremont	6	0.3	475,600	0.1	48,175	79,266	48,175	97.7	210	6	475,600	0.1
Otero	1	0.1	299,900	0.0	299,900	299,900	299,900	100.0	19	1	299,900	0.0
Park	11	0.6	2,357,350	0.3	47,500	214,304	40,000	94.1	77	7	1,284,350	0.2
Pueblo	3	0.2	391,500	0.0	30,000	130,500	30,000	91.9	130	3	391,500	0.1
FARM AND RANCH	1	0.1	215,000	0.0	215,000	215,000	240,000	89.6	36	1	215,000	0.0
COMMERCIAL	7	0.4	4,854,900	0.6	620,000	693,557	699,900	97.6	132	5	3,159,900	0.4
BUSINESS OP	1	0.1	225,000	0.0	225,000	225,000	300,000	75.0	548	1	225,000	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
Total	1763	100.0	867,294,487	100.0	450,000	491,942	430,000	102.9	24	1547	777,729,044	100.0



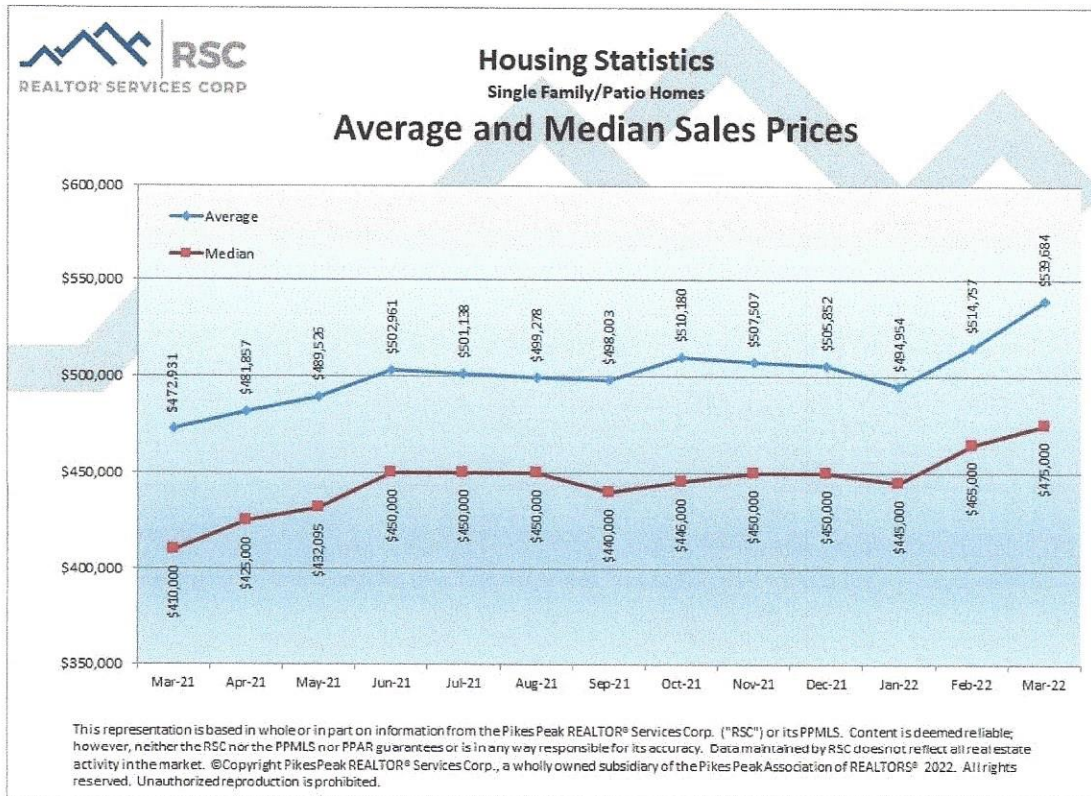
Monthly Listing Activity March 2022

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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	706	45.2	548,127,137	60.3	540,567	776,384	1,834	476,111	566,019	204	1,341	29	39
El Paso County	506	32.4	380,540,541	41.8	550,000	752,056	1,580	481,036	564,538	146	1153	16	26
Teller County	48	3.1	33,549,598	3.7	473,750	698,949	62	437,000	481,472	11	40	2	1
Adams	1	0.1	530,000	0.1	530,000	530,000	2	460,000	460,000	0	2	0	0
Alamosa	0	0.0	0	0.0	0	0	0	0	0	1	1	0	0
Arapahoe	1	0.1	550,000	0.1	550,000	550,000	5	575,000	595,380	0	4	0	1
Broomfield	1	0.1	659,900	0.1	659,900	659,900	1	659,900	659,900	0	0	0	0
Chaffee	0	0.0	0	0.0	0	0	1	899,000	899,000	0	0	0	1
Cheyenne	0	0.0	0	0.0	0	0	1	150,000	150,000	0	1	0	0
Costilla	1	0.1	589,900	0.1	589,900	589,900	1	589,900	589,900	0	0	0	0
Crowley	1	0.1	230,000	0.0	230,000	230,000	0	0	0	0	0	1	0
Custer	8	0.5	10,272,700	1.1	887,450	1,284,087	5	349,000	372,580	0	3	1	0
Delta	1	0.1	1,499,000	0.2	1,499,000	1,499,000	0	0	0	0	0	0	0
Denver	1	0.1	500,000	0.1	500,000	500,000	1	2,200,000	2,200,000	1	1	1	0
Douglas	15	1.0	22,196,399	2.4	1,375,000	1,479,759	37	850,000	1,159,902	5	28	2	2
Elbert	11	0.7	15,605,500	1.7	845,000	1,418,681	13	819,000	794,376	0	6	1	0
Fremont	17	1.1	19,631,200	2.2	514,500	1,154,776	12	327,500	362,550	6	14	2	0
Huerfano	4	0.3	1,306,900	0.1	182,500	326,725	3	150,000	169,000	1	1	0	0
Jefferson	3	0.2	6,349,900	0.7	980,000	2,116,633	1	869,900	869,900	1	0	0	0
Kit Carson	1	0.1	355,000	0.0	355,000	355,000	1	50,000	50,000	0	0	0	0
Las Animas	3	0.2	2,074,800	0.2	799,900	691,600	1	789,000	789,000	1	2	0	0
Lincoln	1	0.1	165,000	0.0	165,000	165,000	0	0	0	0	1	0	0
Otero	1	0.1	450,000	0.0	450,000	450,000	2	417,500	417,500	0	2	0	1
Park	18	1.2	23,954,650	2.6	737,500	1,330,813	9	689,900	1,294,766	3	6	0	0
Pueblo	61	3.9	25,311,249	2.8	412,000	414,938	93	367,000	347,334	28	72	3	6
Summit	0	0.0	0	0.0	0	0	0	0	0	0	0	0	1
Weld	1	0.1	1,600,000	0.2	1,600,000	1,600,000	3	415,000	466,633	0	4	0	0
Yuma	1	0.1	204,900	0.0	204,900	204,900	0	0	0	0	0	0	0
CONDO/TOWNHOME	74	4.7	32,514,603	3.6	418,750	439,386	234	345,000	356,219	32	189	2	8
El Paso County	67	4.3	28,029,219	3.1	400,000	418,346	220	342,450	353,301	29	170	2	6
Teller County	1	0.1	215,000	0.0	215,000	215,000	7	461,274	393,661	0	10	0	1
Adams	0	0.0	0	0.0	0	0	1	360,000	360,000	0	0	0	0
Denver	0	0.0	0	0.0	0	0	0	0	0	1	1	0	0
Douglas	6	0.4	4,270,384	0.5	710,308	711,730	5	400,000	454,698	2	7	0	0
Jefferson	0	0.0	0	0.0	0	0	1	240,000	240,000	0	1	0	0
Pueblo	0	0.0	0	0.0	0	0	0	0	0	0	0	0	1
INCOME	28	1.8	18,993,599	2.1	500,000	678,342	38	520,000	614,249	11	24	2	4

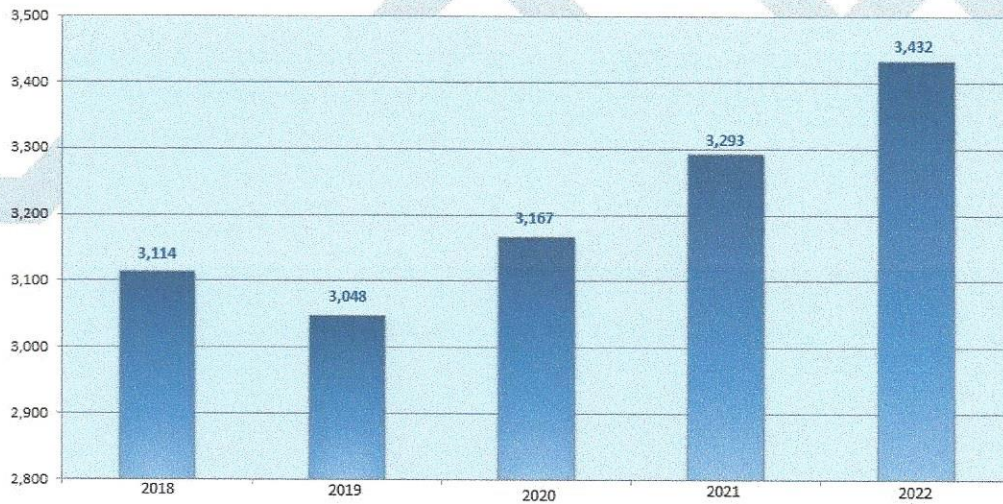
Category - Listing	# List Active	% of List	Total Dollar Volume	% of Dollar	Med List Price	Avg List Price	# List New	Med Price	Avg Price New List	BOM	PND	EXP	WTH
VACANT LAND	480	30.7	184,124,865	20.2	132,500	383,593	170	150,000	211,848	27	101	20	11
El Paso County	211	13.5	84,169,968	9.3	210,000	398,909	71	248,000	307,741	14	45	6	2
Teller County	83	5.3	15,271,456	1.7	63,000	183,993	50	52,500	125,416	8	26	2	2
Alamosa	1	0.1	90,000	0.0	90,000	90,000	1	90,000	90,000	0	0	0	0
Archuleta	1	0.1	3,690,000	0.4	3,690,000	3,690,000	0	0	0	0	0	0	0
Baca	1	0.1	1,162,525	0.1	1,162,525	1,162,525	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	0
Costilla	0	0.0	0	0.0	0	0	0	0	0	0	0	3	0
Custer	17	1.1	1,193,400	0.1	42,000	70,200	0	0	0	0	2	1	1
Douglas	18	1.2	12,479,822	1.4	265,000	693,323	5	79,990	122,938	0	1	1	1
Elbert	19	1.2	5,025,000	0.6	225,000	264,473	9	190,000	277,777	0	4	1	0
Fremont	20	1.3	6,683,010	0.7	64,107	334,150	7	72,630	100,732	2	8	2	0
Huerfano	6	0.4	3,799,900	0.4	92,500	633,316	1	56,000	56,000	0	1	0	0
Jefferson	4	0.3	3,409,399	0.4	779,700	852,349	1	999,500	999,500	0	0	0	1
Kit Carson	1	0.1	66,000	0.0	66,000	66,000	1	66,000	66,000	0	0	0	0
Las Animas	2	0.1	264,900	0.0	132,450	132,450	0	0	0	0	0	1	0
Lincoln	2	0.1	806,995	0.1	403,497	403,497	0	0	0	0	0	0	0
Park	33	2.1	41,291,000	4.5	75,000	1,251,242	12	49,000	183,541	2	9	0	4
Pueblo	58	3.7	3,227,490	0.4	44,000	55,646	12	30,000	55,000	1	5	3	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	9	0.6	61,669,500	6.8	3,950,000	6,852,166	2	5,199,750	5,199,750	0	1	1	0
COMMERCIAL	80	5.1	61,664,383	6.8	442,500	770,804	14	375,000	491,201	5	3	5	0
BUSINESS OP	4	0.3	2,250,000	0.2	200,000	562,500	1	1,750,000	1,750,000	0	0	0	0
RENTALS	180	11.5	369,435	0	2,025	2,052	263	1,900	1,963	7	0	4	31
El Paso County	178	11.4	366,090	0.0	2,025	2,056	254	1,900	1,982	7	0	4	29
Teller County	1	0.1	1,150	0.0	1,150	1,150	6	1,100	1,180	0	0	0	1
Douglas	1	0.1	2,195	0.0	2,195	2,195	1	2,195	2,195	0	0	0	0
Pueblo	0	0.0	0	0.0	0	0	2	1,672	1,672	0	0	0	1
Total	1,561	100.0	909,713,522	100	390,000	582,776	2,556	435,000	469,614	286	1,659	63	93

March 2022 Charts





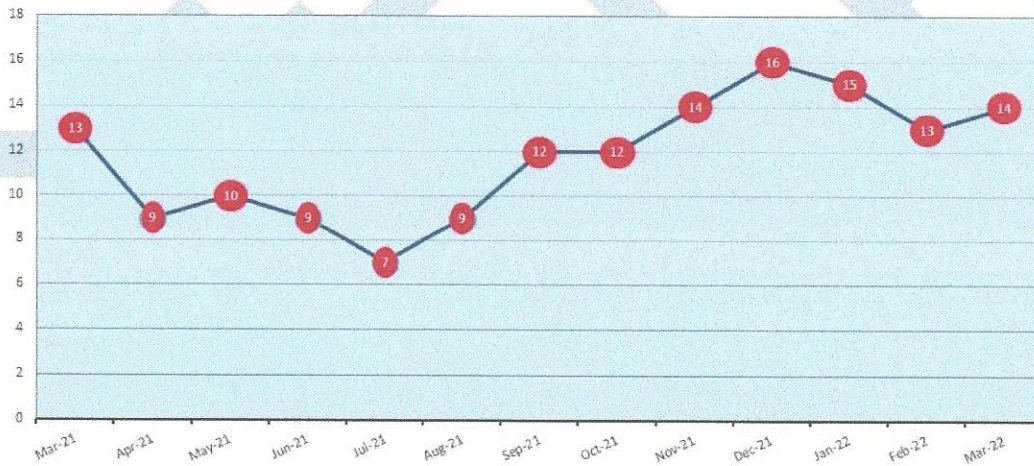
Housing Statistics Single Family/Patio Homes Total Sales YTD - March



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Housing Statistics Single Family/Patio Homes Average Days on Market

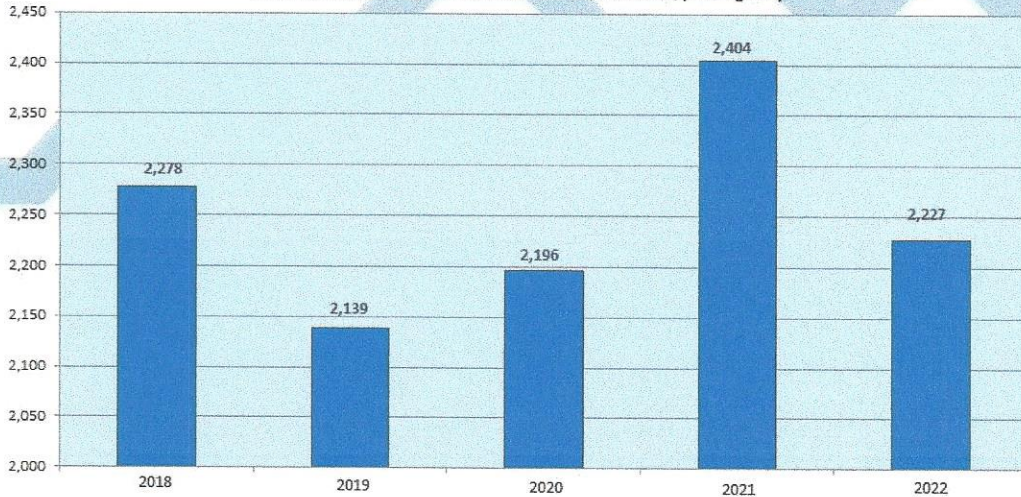


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Housing Statistics Single Family/Patio Homes Total Under Contract - March

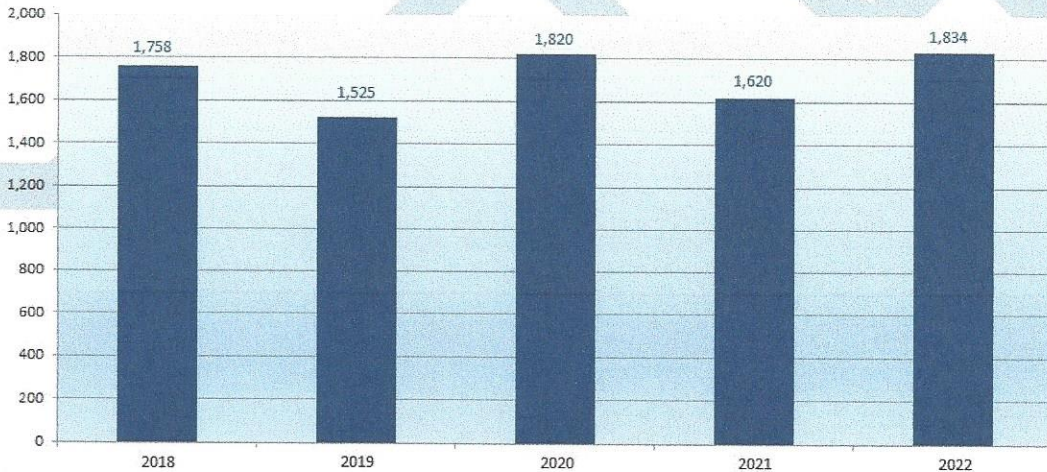
(Total number of listings in PPMLS that are under contract/pending sale)



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Housing Statistics Single Family/Patio Homes New Listings - March

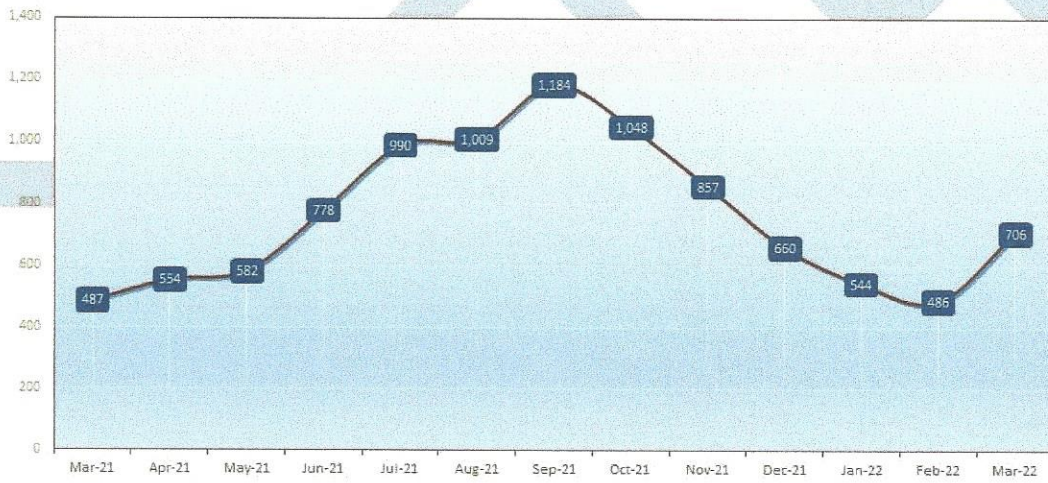


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Housing Statistics

Single Family/Patio Homes

Homes For Sale



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Active/Sold Listing Analysis March 2022

Active Listings Analysis Current as of 4/1/22

Single Family	0 - 199999	200000 - 299999	300000 - 399999	400000 - 499999	500000 - 599999	600000 - 799999	800000 - 999999	1000000 - 1999999	2000000 - 99999999
El Paso County	5	10	59	137	72	89	57	63	19
Reductions	1	2	4	9	6	8	10	15	0
% With Reduction	20.00%	10.00%	5.00%	6.50%	6.90%	8.90%	14.00%	20.60%	0.00%
Avg Reduction %	5%	4.30%	2%	1.80%	2.30%	2.70%	7.70%	-11.20%	0%
Teller County	4	9	9	3	3	4	7	7	2
Reductions	0	1	1	0	0	0	0	0	0
% With Reduction	0.00%	11.10%	11.10%	0.00%	0.00%	0%	0.00%	0%	0%
Avg Reduction %	0.00%	3.50%	90.50%	0.00%	0.00%	0%	0.00%	0%	0%
All Counties	29	32	85	166	88	110	78	88	35

Sold Listing Analysis - (March 2022)

Single Family	0 - 199999	200000 - 299999	300000 - 399999	400000 - 499999	500000 - 599999	600000 - 799999	800000 - 999999	1000000 - 1999999	2000000 - 99999999
El Paso County	3	21	166	457	207	184	65	34	4
Teller County	2	2	7	9	11	8	3	4	1
All Counties	22	48	216	493	232	221	72	50	7

Sold Listing Analysis - (February 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	24	151	312	158	133	46	18	2
Teller County	2	3	5	9	7	8	3	0	1
All Counties	23	46	198	334	179	152	57	23	3

Sold Listing Analysis - March 2021)

Single Family	0 - 199999	200000 - 299999	300000 - 399999	400000 - 499999	500000 - 599999	600000 - 799999	800000 - 999999	1000000 - 1999999	2000000 - 99999999
El Paso County	8	74	426	327	154	85	42	27	4
Teller County	4	11	13	13	9	4	5	1	2
All Counties	28	110	462	363	181	100	53	38	6

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