



LISTING AND SALES SUMMARY
March 2023

MONTHLY SUMMARY	<u>All Homes</u>					<u>Existing Homes</u>					
	Feb 2023	Mar 2023	% +/-	Mar 2022	% +/-	Feb 2023	Mar 2023	% +/-	Mar 2022	% +/-	
SINGLE FAMILY/PATIO HOMES:											
New Listings	976	1,414	44.9	1,834	(22.9)	870	1,287	47.9	1,585	(18.8)	
Sales	778	1,075	38.2	1,361	(21.0)	712	963	35.3	1,205	(20.1)	
Ave. Sales Price	\$500,483	\$523,972	4.7	\$539,684	(2.9)	\$491,140	\$510,386	3.9	\$527,168	(3.2)	
Median Sales Price	\$440,000	\$460,000	4.5	\$475,000	(3.2)	\$430,000	\$450,000	4.7	\$465,000	(3.2)	
Total Active	1,443	1,480	2.6	705	109.9	1,071	1,130	5.5	536	110.8	
Months Supply	1.9	1.4	0.1	0.5	(5.2)	1.5	1.2	0.2	0.4	(5.5)	
CONDO/TOWNHOMES:											
New Listings	162	204	25.9	234	(12.8)	145	169	16.6	208	(18.8)	
Sales	104	162	55.8	249	(34.9)	92	148	60.9	204	(27.5)	
Ave. Sale Price	\$359,350	\$356,192	(0.9)	\$381,852	(6.7)	\$339,094	\$348,089	2.7	\$368,992	(5.7)	
Median Sale Price	\$336,250	\$340,000	1.1	\$365,000	(6.8)	\$329,500	\$335,000	1.7	\$350,000	(4.3)	
Total Active	225	236	4.9	74	218.9	141	163	15.6	46	254.3	
Months Supply	2.2	1.5	0.1	0.3	(6.3)	1.5	1.1	0.3	0.2	(9.3)	
CUMULATIVE YTD SUMMARY											
	Jan-Mar 2023			Jan-Mar 2022		Jan-Mar 2023			Jan-Mar 2022		% +/-
SINGLE FAMILY/PATIO HOMES:											
New Listings	3,350			4,196		3,009			3,715		(19.0)
Sales	2,591			3,432		2,310			3,095		(25.4)
Ave. Sales Price	\$517,434			\$518,710		\$503,301			\$509,616		(1.2)
Volume	\$1,340,671,494			\$1,780,212,720		\$1,162,625,310			\$1,577,261,520		(26.3)
CONDO/TOWNHOMES:											
New Listings	550			640		448			541		(17.2)
Sales	356			568		315			449		(29.8)
Ave. Sales Price	\$352,000			\$362,976		\$337,920			\$346,904		(2.6)
Volume	\$125,312,000			\$206,170,368		\$106,444,800			\$155,759,896		(31.7)

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March 2022 through March 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 March 2023

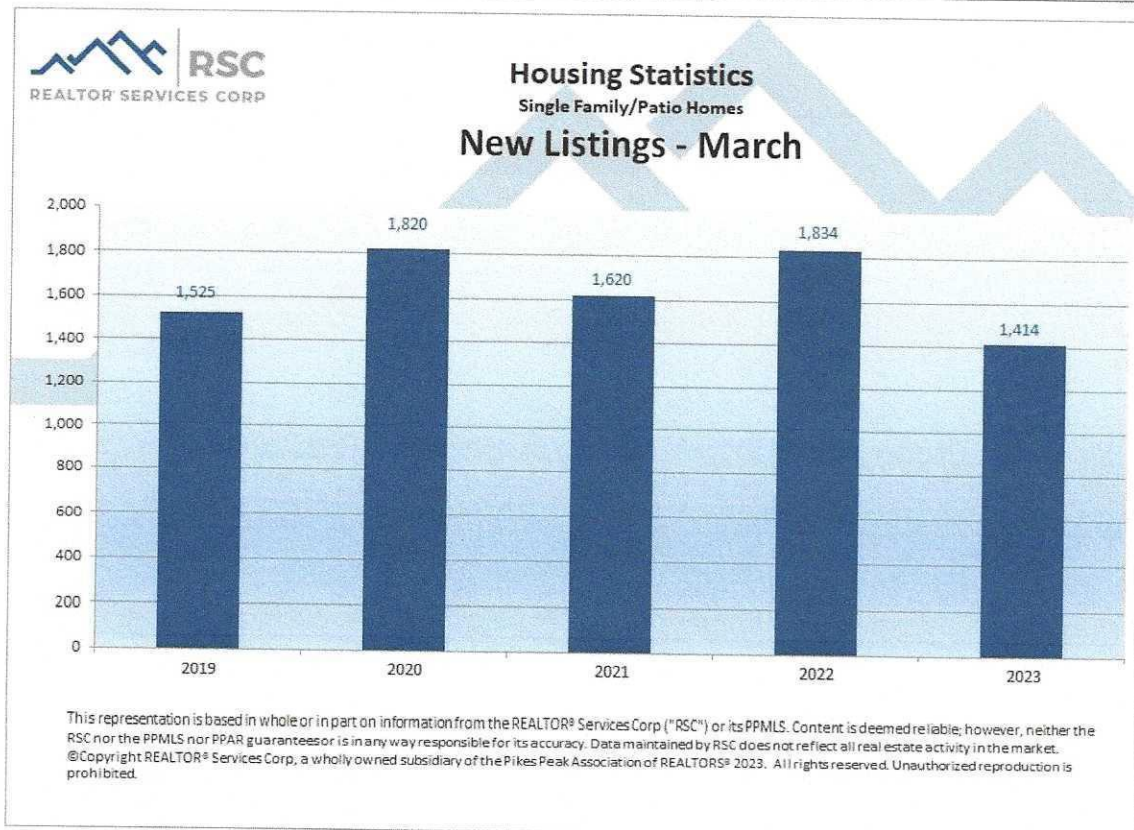
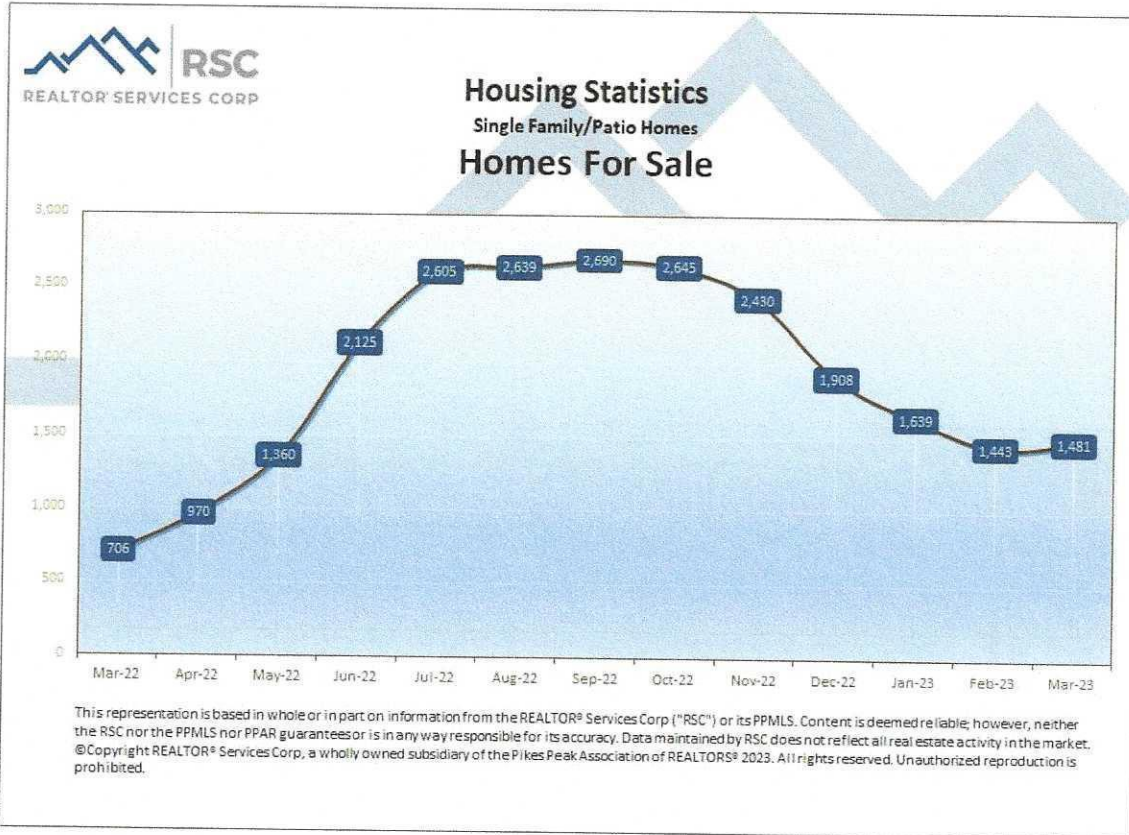
2 pages

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	1075	80.8	563,270,500	86.9	460,000	523,972	465,000	99.0	48	987	521,609,443	88
El Paso County	894	67.2	469,125,599	72.4	463,750	524,748	467,082	99.3	45	828	437,506,087	73.8
Teller County	39	2.9	22,772,635	3.5	550,000	583,913	550,000	98.2	84	35	20,712,340	3.5
Adams	4	0.3	2,333,900	0.4	485,000	583,475	482,500	100.0	50	4	2333900	0.4
Arapahoe	4	0.3	2,381,500	0.4	562,500	595,375	571,950	98.6	42	4	2,381,500	0.4
Broomfield	1	0.1	1,000,676	0.2	1,000,676	1,000,676	1,050,000	95.3	20	1	1,000,676	0.2
Crowley	1	0.1	97,000	0.0	97,000	97,000	99,900	97.1	33	1	97,000	0.0
Custer	4	0.3	1,745,000	0.3	372,500	436,250	436,500	87.8	125	3	1,065,000	0.2
Douglas	20	1.5	20,220,000	3.1	668,750	1,011,000	669,950	98.6	57	19	19,578,000	3.3
Elbert	7	0.5	3,755,900	0.6	525,000	536,557	525,000	95.1	84	4	2,699,000	0.5
Fremont	13	1.0	5,682,350	0.9	360,000	437,103	365,000	98.9	86	12	5,182,450	0.9
Huerfano	2	0.2	419,500	0.1	209,750	209,750	202,450	103.1	15	2	419500	0.1
Jefferson	2	0.2	1,903,000	0.3	951,500	951,500	992,500	95.9	6	2	1,903,000	0.3
Larimer	3	0.2	2,018,380	0.3	692,280	672,793	692,280	100.0	0	3	2,018,380	0.3
Las Animas	2	0.2	655,000	0.1	327,500	327,500	337,500	95.4	103	2	655,000	0.1
Lincoln	1	0.1	750,000	0.1	750,000	750,000	1,126,000	66.6	125	0	0	0.0
Otero	1	0.1	95,000	0.0	95,000	95,000	99,900	95.1	7	1	95,000	0.0
Park	4	0.3	1,919,000	0.3	457,000	479,750	475,000	96.8	80	3	1,084,000	0.2
Prowers	1	0.1	150,000	0.0	150,000	150,000	175,000	85.7	102	1	150,000	0.0
Pueblo	71	5.3	25,796,160	4.0	340,000	363,326	349,000	98.9	47	61	22278710	3.8
Weld	1	0.1	449,900	0.1	449,900	449,900	449,900	100.0	115	1	449,900	0.1
CONDO/TOWNHOME	162	12.2	57,703,216	8.9	340,000	356,192	340,000	99.5	31	149	53,016,292	8.9
El Paso County	146	11.0	50,861,816	7.8	335,000	348,368	335,000	99.6	32	133	46,174,892	7.8
Teller County	2	0.2	910,000	0.1	455,000	455,000	457,500	99.5	29	2	910,000	0.2
Adams	1	0.1	300,000	0.0	300,000	300,000	320,000	93.8	69	1	300,000	0.1
Arapahoe	3	0.2	1,291,500	0.2	392,500	430,500	385,000	100.4	5	3	1291500	0.2
Denver	1	0.1	454,000	0.1	454,000	454,000	449,000	101.1	24	1	454,000	0.1
Douglas	5	0.4	2,566,000	0.4	488,000	513,200	484,900	99.0	26	5	2566000	0.4
Jefferson	1	0.1	410,000	0.1	410,000	410,000	424,900	96.5	13	1	410,000	0.1
Pueblo	3	0.2	909,900	0.1	290,000	303,300	290,000	100.3	16	3	909900	0.2
INCOME	13	1.0	7,127,000	1.1	501,000	548,230	497,900	97.0	21	12	6,807,000	1.1
VACANT LAND	75	5.6	15,570,874	2.4	90,000	207,611	99,900	93.5	101	44	9,938,349	1.7
El Paso County	29	2.2	7,545,374	1.2	185,000	260,185	195,000	90.4	139	19	5,469,999	0.9
Teller County	22	1.7	2,947,050	0.5	32,650	133,956	37,200	90.5	80	10	2,488,550	0.4
Custer	6	0.5	1,014,900	0.2	165,000	169,150	175,000	97.1	138	5	988,900	0.2
Douglas	2	0.2	2,240,900	0.3	1,120,450	1,120,450	1,252,950	94.7	5	0	0	0.0
Elbert	1	0.1	175,000	0.0	175,000	175,000	185,000	94.6	21	1	175,000	0.0
Fremont	5	0.4	233,400	0.0	43,000	46,680	43,000	98.8	50	4	128,400	0.0
Park	9	0.7	1,199,250	0.2	87,500	133,250	89,500	107.1	57	4	472,500	0.1
Pueblo	1	0.1	215,000	0.0	215,000	215,000	274,900	78.2	145	1	215,000	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	6	0.5	4,425,000	0.7	300,000	737,500	366,000	81.9	89	4	1,430,000	0.2
BUSINESS OP	0	0.0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total	1331	100.0	648,096,590	100.0	437,700	486,924	439,800	98.7	49	1196	592,801,084	100.0

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	68	2.5	60,583,099	3.8	627,500	890,927	43	569,000	603,953	12	15	1	10
VACANT LAND	778	28.9	218,043,458	13.6	150,000	280,261	149	105,000	193,609	22	60	31	4
El Paso County	340	12.6	138,058,784	8.6	213,950	406,055	47	200,000	347,453	10	13	13	2
Teller County	134	5.0	17,998,106	1.1	57,500	134,314	43	30,000	77,102	7	18	5	2
Arapahoe	1	0.0	449,000	0.0	449,000	449,000	1	449,000	449,000	0	0	0	0
Archuleta	1	0.0	365,000	0.0	365,000	365,000	0	0	0	0	0	0	0
Chaffee	2	0.1	259,800	0.0	129,900	129,900	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
Costilla	4	0.1	199,895	0.0	44,997	49,973	0	0	0	0	0	0	0
Crowley	1	0.0	99,000	0.0	99,000	99,000	0	0	0	0	0	0	0
Custer	53	2.0	8,821,600	0.6	175,000	166,445	7	139,000	153,400	0	5	0	0
Douglas	31	1.2	15,700,600	1.0	210,000	506,470	5	64,900	64,040	0	2	0	0
Elbert	29	1.1	6,497,800	0.4	190,000	224,062	5	399,900	363,760	0	1	1	0
Fremont	31	1.2	10,108,288	0.6	92,750	326,073	15	49,900	200,573	2	6	0	0
Huerfano	6	0.2	1,266,750	0.1	33,625	211,125	1	170,000	170,000	0	0	0	0
Jefferson	1	0.0	349,000	0.0	349,000	349,000	1	349,000	349,000	0	0	0	0
Kit Carson	1	0.0	39,900	0.0	39,900	39,900	0	0	0	0	0	0	0
La Plata	1	0.0	149,995	0.0	149,995	149,995	0	0	0	0	0	0	0
Las Animas	1	0.0	140,000	0.0	140,000	140,000	1	140,000	140,000	0	0	1	0
Lincoln	0	0.0	0	0.0	0	0	0	0	0	0	1	1	0
Park	45	1.7	10,485,398	0.7	80,000	233,008	16	44,250	74,424	1	11	2	0
Pueblo	92	3.4	5,971,542	0.4	39,900	64,908	6	69,500	88,650	2	2	8	0
Saguache	2	0.1	339,000	0.0	169,500	169,500	1	150,000	150,000	0	0	0	0
Summit	1	0.0	495,000	0.0	495,000	495,000	0	0	0	0	0	0	0
Washington	0	0.0	0	0.0	0	0	0	0	0	0	1	0	0
FARM AND RANCH	13	0.5	29,768,000	1.9	1,349,000	2,289,846	2	4,837,000	4,837,000	0	1	0	0
COMMERCIAL	117	4.3	136,052,093	8.5	750,000	1,162,838	33	525,000	843,466	7	5	4	3
BUSINESS OP	0	0.0	0	0	0	0	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	2,693	100.0	1,601,991,082	100	460,000	594,872	1,845	460,000	537,689	371	1,152	114	109

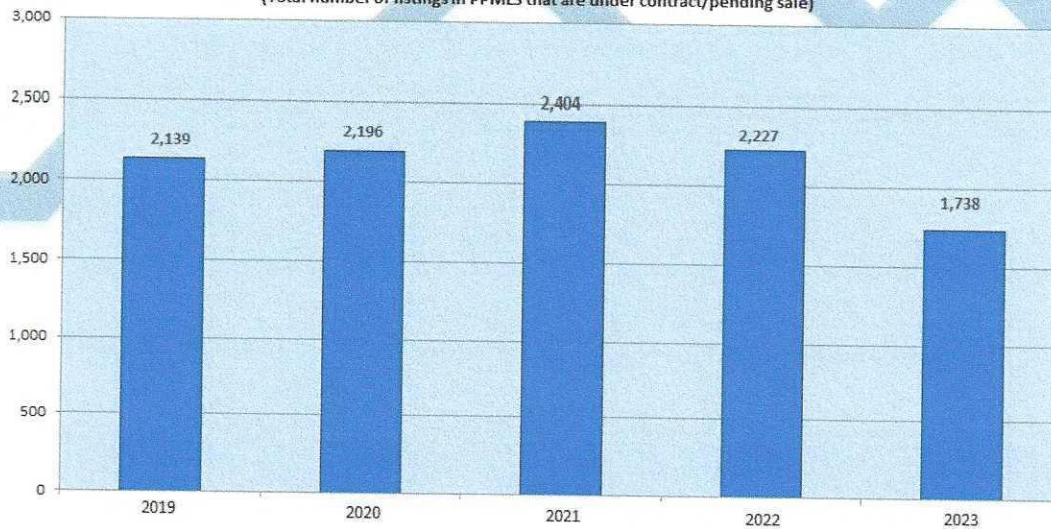
March 2023 Charts





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 Average Days on Market

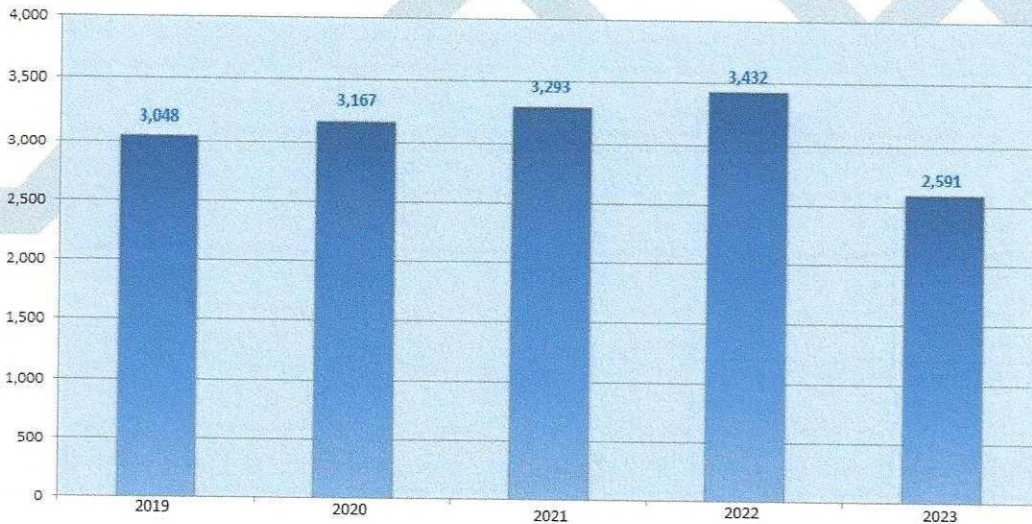


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Housing Statistics

Single Family/Patio Homes

Total Sales YTD - March



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Housing Statistics

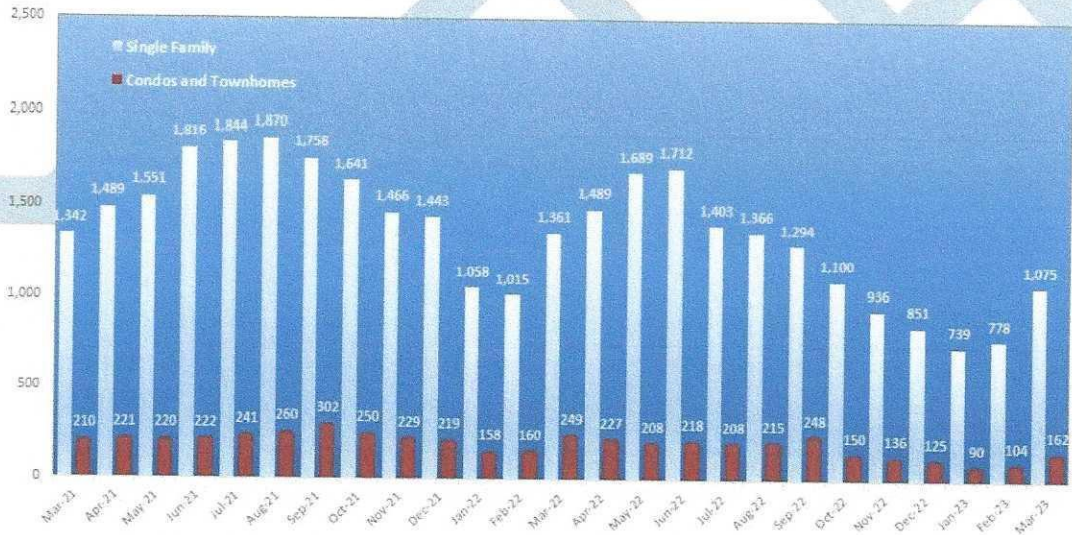
Single Family/Patio Homes

Average and Median Sales Prices



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Housing Statistics Residential Home Sales



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Active/Sold Listing Analysis

March 2023

Active Listings Analysis Current as of 4/3/23

Single Family	0 - 199999	200000 - 299999	300000 - 399999	400000 - 499999	500000 - 599999	600000 - 799999	800000 - 999999	1000000 - 1999999	2000000 - 99999999
El Paso County	0	23	95	209	218	237	108	108	23
Reductions	0	9	45	73	57	68	33	21	0
% With Reduction	0.00%	26.00%	35.70%	26.70%	21.50%	24.00%	23.10%	16.60%	0.00%
Avg Reduction %	0%	5.00%	3%	2.00%	3.00%	3.30%	1.90%	2.70%	0%
Teller County	1	8	10	16	15	19	15	13	4
Reductions	0	0	3	5	6	3	1	2	0
% With Reduction	0.00%	0.00%	30.00%	25.00%	33.30%	16%	6.60%	15%	0%
Avg Reduction %	0.00%	0.00%	9.50%	2.50%	5.10%	2%	3.90%	5%	0%
All Counties	32	92	183	273	266	296	140	154	47

Sold Listing Analysis - (March 2023)

Single Family	0 - 199999	200000 - 299999	300000 - 399999	400000 - 499999	500000 - 599999	600000 - 799999	800000 - 999999	1000000 - 1999999	2000000 - 99999999
El Paso County	1	23	210	286	154	144	43	33	0
Teller County	1	2	3	10	8	9	3	3	0
All Counties	10	55	245	319	177	172	52	43	2

Sold Listing Analysis - (February 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	29	173	219	92	78	24	24	0
Teller County	0	1	6	5	4	2	0	3	0
All Counties	16	43	210	240	110	97	30	31	1

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	165	457	207	184	65	34	4
Teller County	2	2	7	9	11	8	3	4	1
All Counties	22	48	215	493	232	221	72	50	7

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