



LISTING AND SALES SUMMARY

July 2023

MONTHLY SUMMARY						Existing Homes					
	<u>Jun 2023</u>	<u>Jul 2023</u>	<u>% +/-</u>	<u>Jul 2022</u>	<u>% +/-</u>	<u>Jun 2023</u>	<u>Jul 2023</u>	<u>% +/-</u>	<u>Jul 2022</u>	<u>% +/-</u>	
SINGLE FAMILY/PATIO HOMES:											
New Listings	1,695	1,464	(13.6)	2,087	(29.9)	1,546	1,316	(14.9)	1,887	(30.3)	
Sales	1,286	1,119	(13.0)	1,403	(20.2)	1,154	1,030	(10.7)	1,274	(19.2)	
Ave. Sales Price	\$555,403	\$540,443	(2.7)	\$557,250	(3.0)	\$549,735	\$534,813	(2.7)	\$549,667	(2.7)	
Median Sales Price	\$485,000	\$472,000	(2.7)	\$482,500	(2.2)	\$482,250	\$465,000	(3.6)	\$475,000	(2.1)	
Total Active	2,059	2,254	9.5	2,551	(11.6)	1,678	1,830	9.1	2,091	(12.5)	
Months Supply	1.6	2.0	(0.7)	1.8	0.6	1.5	1.8	(0.8)	1.6	0.7	
CONDO/TOWNHOMES:											
New Listings	234	224	(4.3)	270	(17.0)	198	200	1.0	241	(17.0)	
Sales	213	160	(24.9)	208	(23.1)	181	139	(23.2)	175	(20.6)	
Ave. Sale Price	\$409,919	\$364,619	(11.1)	\$374,320	(2.6)	\$398,600	\$347,609	(12.8)	\$356,638	(2.5)	
Median Sale Price	\$355,000	\$342,500	(3.5)	\$352,500	(2.8)	\$335,000	\$330,000	(1.5)	\$337,000	(2.1)	
Total Active	285	302	6.0	234	29.1	185	215	16.2	172	25.0	
Months Supply	1.3	1.9	(0.2)	1.1	(1.3)	1.0	1.5	(0.7)	1.0	(1.2)	
CUMULATIVE YTD SUMMARY											
	<u>Jan-Jul 2023</u>	<u>Jan-Jul 2022</u>	<u>% +/-</u>			<u>Jan-Jul 2023</u>	<u>Jan-Jul 2022</u>	<u>% +/-</u>			
SINGLE FAMILY/PATIO HOMES:											
New Listings	9,585	13,047	(26.5)			8,645	11,670	(25.9)			
Sales	7,327	9,718	(24.6)			6,583	8,717	(24.5)			
Ave. Sales Price	\$533,106	\$542,862	(1.8)			\$524,331	\$534,474	(1.9)			
Volume	\$3,906,067,662	\$5,275,532,916	(26.0)			\$3,451,670,973	\$4,659,009,858	(25.9)			
CONDO/TOWNHOMES:											
New Listings	1,455	1,710	(14.9)			1,219	1,476	(17.4)			
Sales	1,055	1,430	(26.2)			918	1,189	(22.8)			
Ave. Sales Price	\$369,155	\$370,269	(0.3)			\$352,660	\$354,951	(0.6)			
Volume	\$389,458,525	\$529,484,670	(26.4)			\$323,741,880	\$422,036,739	(23.3)			

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Active/Sold Listing Analysis

July 2023

Active Listings Analysis Current as of 8/1/23

Single Family	0 - 199999	200000 - 299999	300000 - 399999	400000 - 499999	500000 - 599999	600000 - 799999	800000 - 999999	1000000 - 1999999	2000000 - 99999999
El Paso County	4	20	187	365	318	344	192	167	39
Reductions	1	9	111	187	179	187	71	45	7
% With Reduction	25.00%	35.00%	40.10%	38.30%	41.10%	36.60%	31.70%	22.70%	15.30%
Avg Reduction %	7%	6.90%	3%	1.80%	2.10%	2.80%	3.60%	4.40%	3%

Teller County	9	10	16	30	19	37	21	19	7
Reductions	2	2	7	17	8	14	11	8	2
% With Reduction	11.10%	20.00%	31.20%	46.60%	36.80%	32%	47.60%	37%	29%
Avg Reduction %	-105.00%	4.80%	4.40%	2.90%	2.70%	3%	4.10%	16%	5%

All Counties	40	89	282	469	379	445	251	236	68
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Sold Listing Analysis - (July 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	16	163	328	158	148	47	37	5
Teller County	7	5	10	6	11	11	3	0	1
All Counties	30	52	208	358	183	177	56	48	8

Sold Listing Analysis - (June 2023)

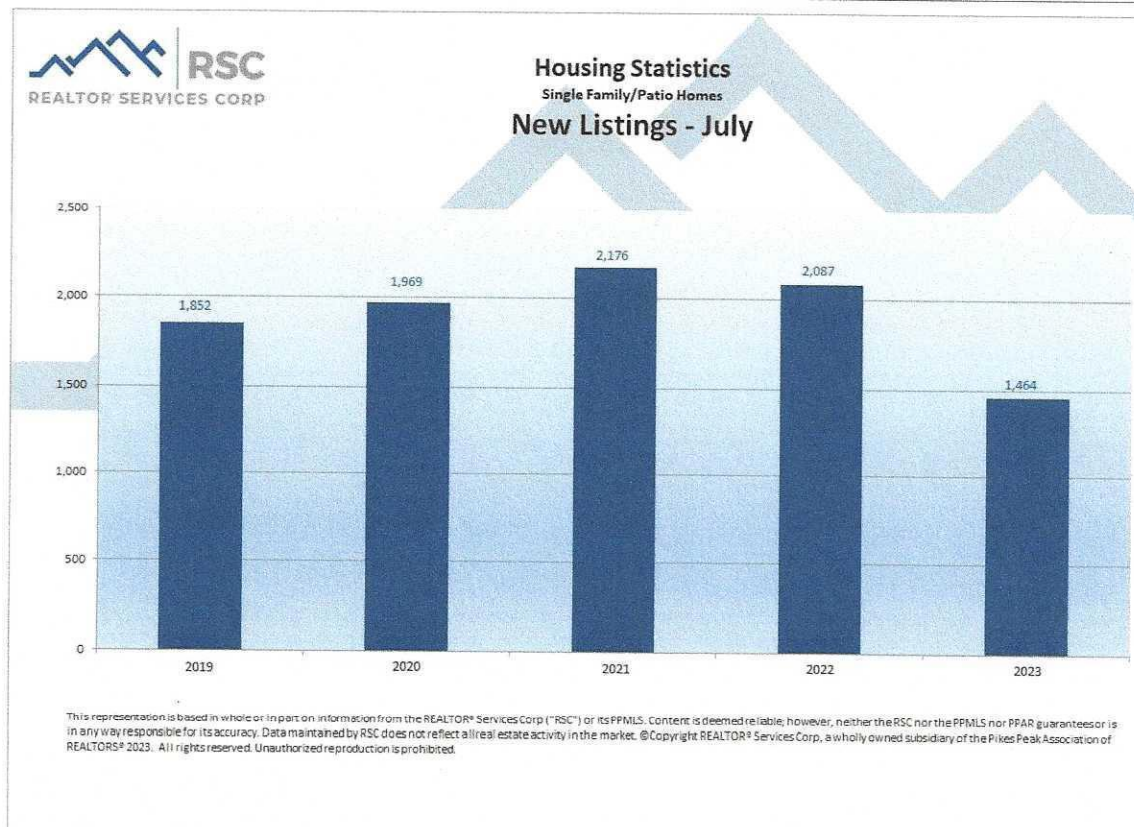
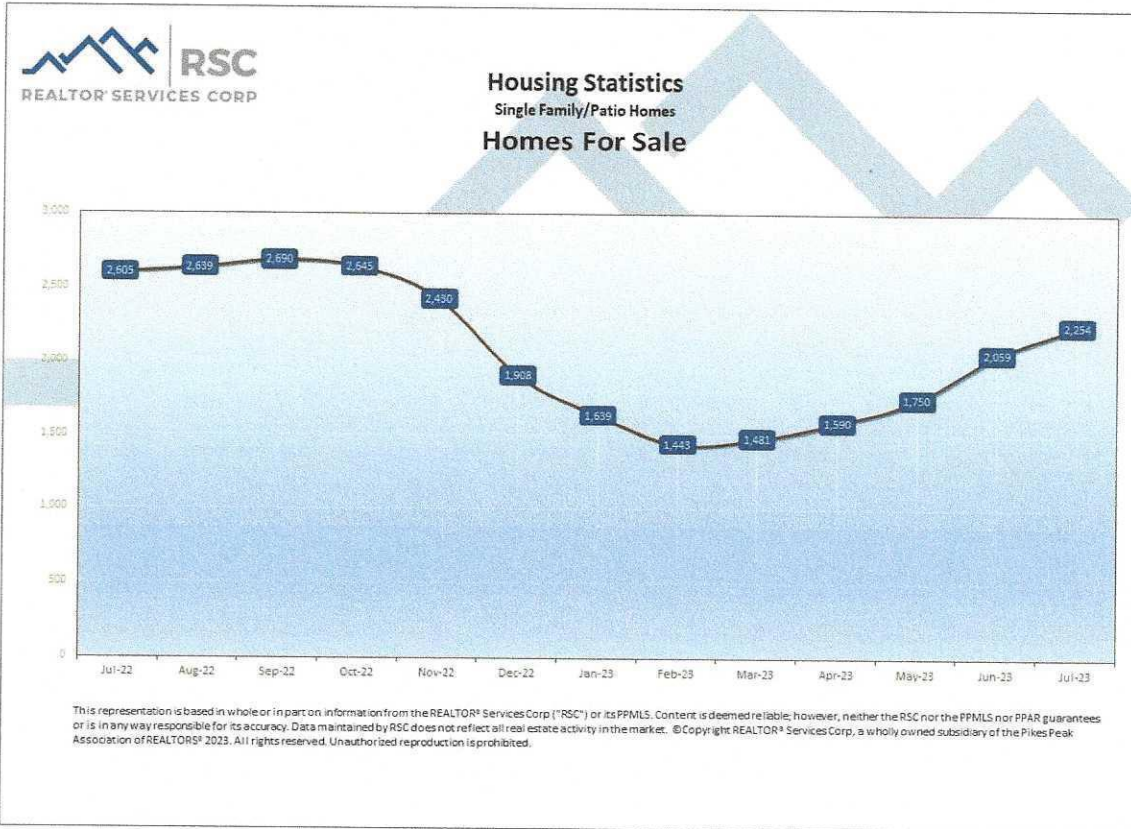
Single Family	0 - 199999	200000 - 299999	300000 - 399999	400000 - 499999	500000 - 599999	600000 - 799999	800000 - 999999	1000000 - 1999999	2000000 - 99999999
El Paso County	4	18	191	338	209	180	65	54	3
Teller County	2	4	11	11	15	19	3	7	0
All Counties	17	47	245	375	235	218	75	69	4

Sold Listing Analysis - July 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	187	438	204	210	70	56	6
Teller County	0	8	13	13	16	15	6	0	0
All Counties	9	54	229	472	234	246	86	64	7

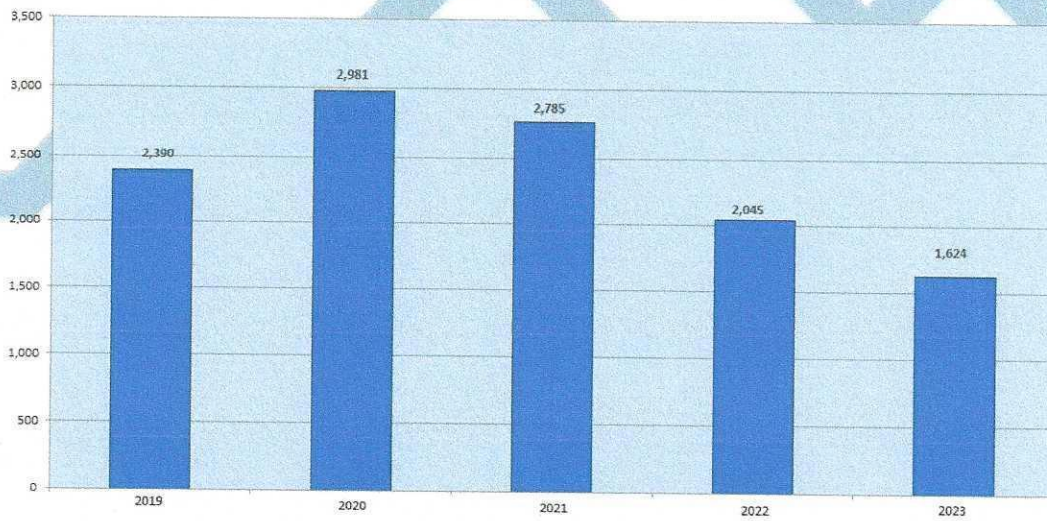
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July 2023 Charts



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

(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

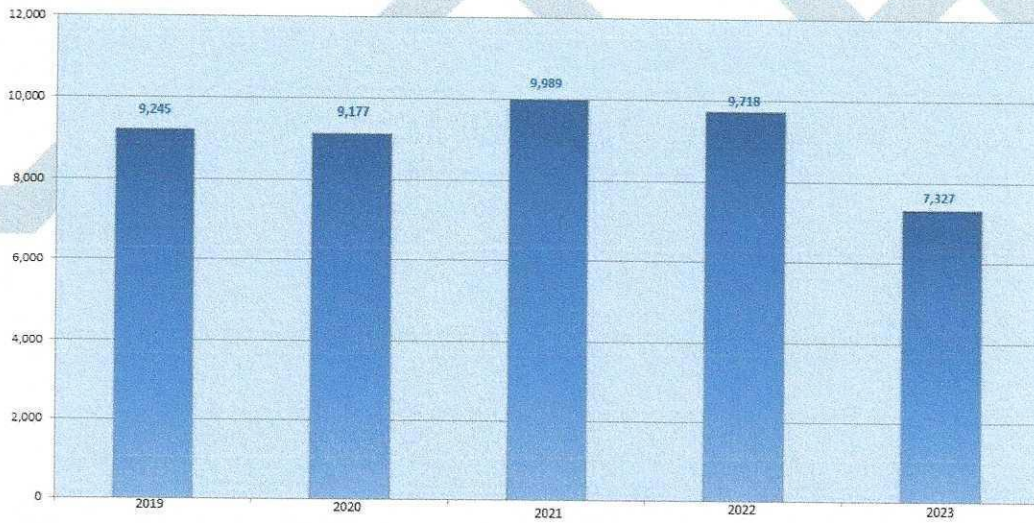


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Housing Statistics

Single Family/Patio Homes

Total Sales YTD - July

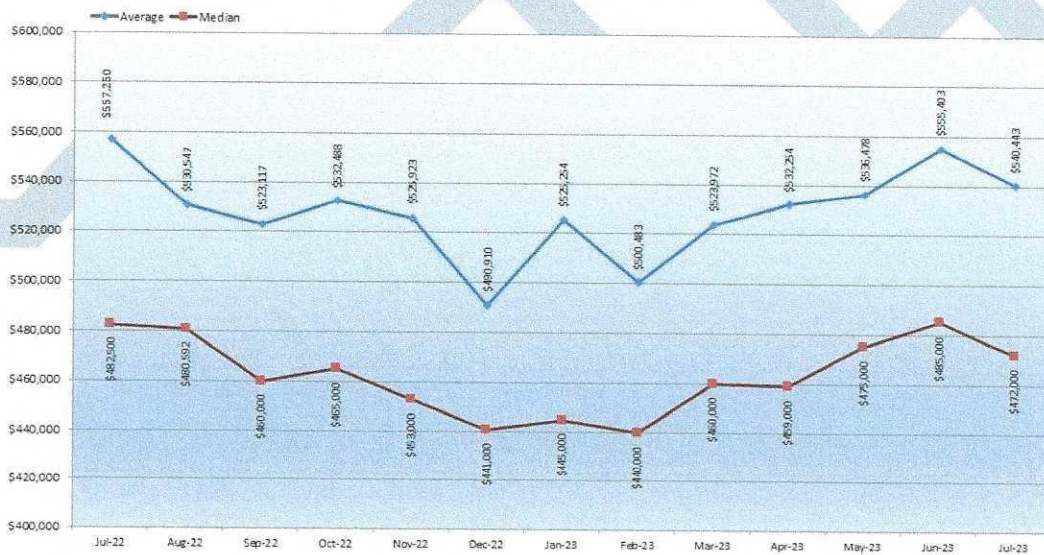


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Housing Statistics

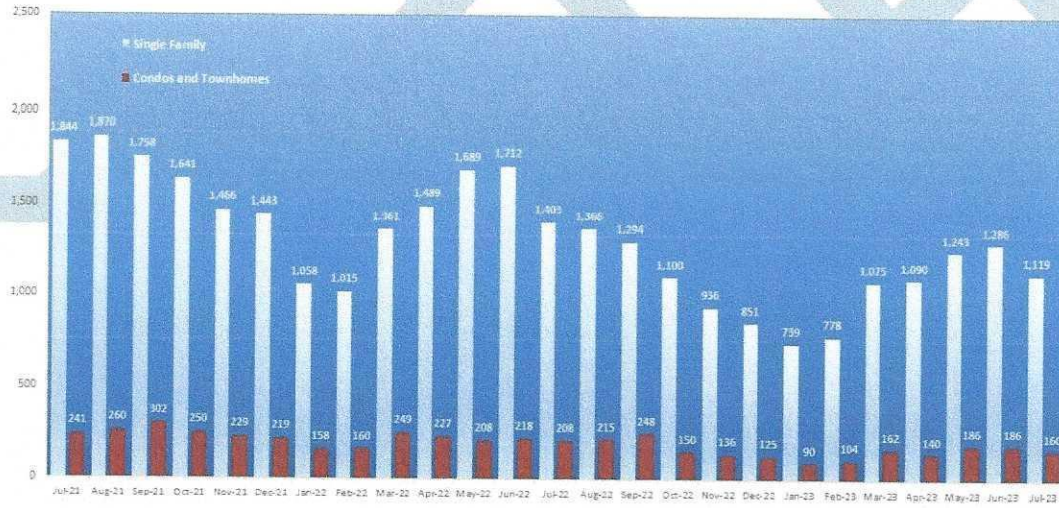
Single Family/Patio Homes

Average and Median Sales Prices



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Housing Statistics Residential Home Sales



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Monthly Sales Activity July 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	1119	81.3	604,756,724	88.1	472,000	540,443	475,000	99.4	27	1044	559,999,477	88.5
El Paso County	905	65.7	497,951,617	72.5	476,000	550,222	478,500	99.7	24	845	464,223,230	73.4
Teller County	54	3.9	28,371,674	4.1	467,450	525,401	491,000	98.2	31	50	27,311,674	4.3
Adams	3	0.2	1,649,900	0.2	505,000	549,966	499,000	100.4	5	3	1649900	0.3
Arapahoe	4	0.3	1,907,500	0.3	473,750	476,875	474,950	100.9	25	4	1,907,500	0.3
Broomfield	2	0.1	1,605,000	0.2	802,500	802,500	827,500	97.2	22	2	1,605,000	0.3
Chaffee	1	0.1	3,200,000	0.5	3,200,000	3,200,000	3,200,000	100.0	120	0	0	0.0
Clear Creek	1	0.1	540,000	0.1	540,000	540,000	540,000	100.0	0	1	540,000	0.1
Custer	6	0.4	4,544,960	0.7	570,480	757,493	597,500	97.2	78	5	4,004,000	0.6
Denver	1	0.1	575,000	0.1	575,000	575,000	585,000	98.3	21	1	575,000	0.1
Douglas	21	1.5	16,568,300	2.4	755,000	788,966	765,000	98.3	16	21	16,568,300	2.6
Elbert	10	0.7	6,310,523	0.9	535,000	631,052	537,500	98.4	43	10	6310523	1.0
Fremont	14	1.0	6,430,000	0.9	383,500	459,285	387,450	97.7	52	12	5,562,000	0.9
Huerfano	1	0.1	150,000	0.0	150,000	150,000	150,000	100.0	254	1	150,000	0.0
Jefferson	3	0.2	2,755,000	0.4	655,000	918,333	690,000	97.1	25	3	2,755,000	0.4
Kit Carson	1	0.1	107,000	0.0	107,000	107,000	120,000	89.2	236	1	107000	0.0
Las Animas	1	0.1	315,000	0.0	315,000	315,000	300,000	105.0	15	0	0	0.0
Lincoln	2	0.1	707,500	0.1	353,750	353,750	357,500	95.6	24	2	707,500	0.1
Otero	3	0.2	316,000	0.0	110,000	105,333	115,000	85.6	65	3	316,000	0.0
Park	3	0.2	4,515,000	0.7	730,000	1,505,000	675,000	98.9	47	2	1165000	0.2
Pueblo	83	6.0	26,236,750	3.8	315,000	316,105	299,900	98.9	43	78	24,541,850	3.9
CONDO/TOWNHOME	160	11.6	58,339,069	8.5	342,500	364,619	342,500	99.5	26	150	54,482,229	8.6
El Paso County	139	10.1	49,405,487	7.2	335,000	355,435	340,000	99.6	25	131	46,297,647	7.3
Teller County	4	0.3	1,544,000	0.2	395,000	386,000	410,000	96.4	20	2	795,000	0.1
Adams	1	0.1	500,000	0.1	500,000	500,000	500,000	100.0	0	1	500,000	0.1
Arapahoe	4	0.3	1,514,000	0.2	372,500	378,500	367,250	99.9	5	4	1514000	0.2
Denver	4	0.3	1,340,000	0.2	255,000	335,000	255,000	99.6	1	4	1,340,000	0.2
Douglas	5	0.4	3,029,082	0.4	611,513	605,816	610,000	99.3	118	5	3029082	0.5
Fremont	1	0.1	239,500	0.0	239,500	239,500	239,500	100.0	14	1	239,500	0.0
Jefferson	1	0.1	437,000	0.1	437,000	437,000	445,000	98.2	26	1	437000	0.1
Pueblo	1	0.1	330,000	0.0	330,000	330,000	334,900	98.5	22	1	330,000	0.1
INCOME	11	0.8	8,044,900	1.2	644,000	731,354	650,000	97.0	30	11	8,044,900	1.3
VACANT LAND	83	6.0	12,775,951	1.9	75,100	153,927	84,900	131.4	88	56	9,276,500	1.5
El Paso County	27	2.0	7,131,600	1.0	210,000	264,133	199,000	99.8	84	20	4,996,600	0.8
Teller County	22	1.6	2,319,021	0.3	63,500	105,410	68,650	115.3	94	14	1,749,500	0.3
Chaffee	1	0.1	169,000	0.0	169,000	169,000	179,000	94.4	33	1	169,000	0.0
Costilla	1	0.1	80,000	0.0	80,000	80,000	84,900	94.2	201	1	80,000	0.0
Custer	5	0.4	607,400	0.1	47,000	121,480	41,900	102.7	299	3	520,900	0.1
Douglas	1	0.1	55,000	0.0	55,000	55,000	64,900	84.7	114	1	55,000	0.0
Elbert	2	0.1	550,000	0.1	275,000	275,000	293,750	89.4	64	1	475,000	0.1
Fremont	9	0.7	636,000	0.1	36,000	70,666	36,000	98.8	6	8	538,000	0.1

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
Park	12	0.9	1,184,430	0.2	34,715	98,702	31,000	294.1	68	6	685,500	0.1
Pueblo	3	0.2	43,500	0.0	11,500	14,500	12,500	98.6	48	1	7,000	0.0
FARM AND RANCH	0	0.0	0	0.0	0	0	0	0.0	0	0	0	0.0
COMMERCIAL	3	0.2	2,355,000	0.3	565,000	785,000	625,000	90.9	61	2	955,000	0.2
BUSINESS OP	1	0.1	220,000	0.0	220,000	220,000	225,000	97.8	20	0	0	0.0
Total	1377	100.0	686,491,644	100.0	450,000	498,541	450,000	101.3	31	1263	632,758,106	100.0

Monthly Listing Activity July 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	2,254	59.8	1,612,355,136	0	567,186	715,330	1,464	490,000	579,014	314	827	63	112
El Paso County	1,634	43.3	1,166,742,366	0.0	579,000	714,040	1,145	490,999	582,438	242	665	32	82
Teller County	167	4.4	120,631,846	0.0	610,000	722,346	90	520,950	565,356	22	40	5	7
Adams	3	0.1	2,027,900	0.0	520,000	675,966	3	729,900	749,300	1	1	0	2
Arapahoe	7	0.2	6,492,000	0.0	925,000	927,428	6	650,000	727,333	0	4	0	0
Archuleta	1	0.0	1,100,000	0.0	1,100,000	1,100,000	0	0	0	0	0	0	0
Bent	0	0.0	0	0.0	0	0	1	157,000	157,000	0	1	0	0
Boulder	1	0.0	1,375,000	0.0	1,375,000	1,375,000	1	1,875,000	1,875,000	0	0	0	0
Chaffee	5	0.1	5,238,500	0.0	985,000	1,047,700	2	792,000	792,000	0	0	0	0
Clear Creek	1	0.0	600,000	0.0	600,000	600,000	2	570,000	570,000	0	1	0	0
Costilla	1	0.0	1,070,000	0.0	1,070,000	1,070,000	0	0	0	0	1	1	0
Crowley	4	0.1	974,000	0.0	257,000	243,500	0	0	0	1	0	0	0
Custer	21	0.6	16,912,699	0.0	599,900	805,366	9	595,000	657,066	0	4	3	1
Delta	1	0.0	485,000	0.0	485,000	485,000	1	485,000	485,000	0	0	0	0
Denver	2	0.1	1,367,000	0.0	683,500	683,500	2	683,500	683,500	0	0	1	2
Douglas	55	1.5	69,084,250	0.0	998,000	1,256,077	38	862,500	967,851	6	20	2	3
Elbert	27	0.7	31,102,500	0.0	799,000	1,151,944	6	657,350	778,950	4	6	3	2
Fremont	51	1.4	34,206,547	0.0	510,000	670,716	25	475,000	539,466	4	11	1	2
Gilpin	1	0.0	1,050,000	0.0	1,050,000	1,050,000	0	0	0	1	0	0	0
Grand	0	0.0	0	0.0	0	0	0	0	0	0	1	0	0
Huerfano	7	0.2	1,799,900	0.0	189,900	257,128	5	375,000	409,000	1	1	0	1
Jefferson	8	0.2	10,343,400	0.0	975,000	1,292,925	7	595,000	681,285	0	2	0	1
Kit Carson	0	0.0	0	0.0	0	0	0	0	0	1	0	0	0
Larimer	2	0.1	1,239,000	0.0	619,500	619,500	0	0	0	0	0	0	0
Las Animas	1	0.0	549,900	0.0	549,900	549,900	1	549,900	549,900	0	0	0	0
Lincoln	4	0.1	1,381,750	0.0	372,500	345,437	1	375,000	375,000	0	3	1	2
Moffat	1	0.0	550,000	0.0	550,000	550,000	1	550,000	550,000	0	0	0	0
Otero	6	0.2	1,490,900	0.0	216,500	248,483	1	235,000	235,000	0	1	0	0
Park	36	1.0	29,501,500	0.0	512,500	819,486	5	449,000	505,800	3	2	2	1
Pueblo	202	5.4	88,579,178	0.0	393,975	438,510	109	350,000	376,679	28	63	12	6
Routt	1	0.0	12,545,000	0.0	12,545,000	#####	0	0	0	0	0	0	0
Saguache	1	0.0	2,995,000	0.0	2,995,000	2,995,000	1	2,995,000	2,995,000	0	0	0	0
Sedgwick	1	0.0	250,000	0.0	250,000	250,000	1	250,000	250,000	0	0	0	0
Weld	1	0.0	475,000	0.0	475,000	475,000	1	475,000	475,000	0	0	0	0
Yuma	1	0.0	195,000	0.0	195,000	195,000	0	0	0	0	0	0	0
CONDO/TOWNHOME	302	8.0	125,629,608	0	385,000	415,992	224	345,000	370,625	30	140	3	8
El Paso County	254	6.7	101,300,930	0.0	375,000	398,822	196	344,999	365,156	25	121	3	6
Teller County	13	0.3	5,370,800	0.0	385,000	413,138	5	359,900	351,940	1	8	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
Adams	1	0.0	585,911	0.0	585,911	585,911	1	585,911	585,911	0	0	0	0
Arapahoe	2	0.1	795,000	0.0	397,500	397,500	3	365,000	381,666	1	3	0	1
Denver	5	0.1	1,842,900	0.0	334,900	368,580	8	297,450	346,237	2	1	0	0
Douglas	19	0.5	12,113,467	0.0	650,000	637,550	7	562,000	546,857	0	3	0	0
Fremont	0	0.0	0	0.0	0	0	1	320,000	320,000	1	2	0	0
Garfield	0	0.0	0	0.0	0	0	0	0	0	0	1	0	0
Jefferson	2	0.1	835,000	0.0	417,500	417,500	1	340,000	340,000	0	0	0	0
Larimer	1	0.0	451,000	0.0	451,000	451,000	1	451,000	451,000	0	0	0	0
Pueblo	4	0.1	1,509,600	0.0	399,900	377,400	1	249,900	249,900	0	1	0	1
Summit	1	0.0	825,000	0.0	825,000	825,000	0	0	0	0	0	0	0
INCOME	97	2.6	76,012,451	0	575,000	783,633	42	532,500	758,535	8	19	6	6
VACANT LAND	956	25.4	241,137,534	0	146,000	252,235	248	99,250	230,917	22	78	44	13
El Paso County	413	11.0	153,258,750	0.0	210,000	371,086	103	210,000	375,447	9	24	16	5
Teller County	196	5.2	22,497,930	0.0	49,999	114,785	49	49,900	94,264	7	22	10	6
Arapahoe	1	0.0	350,000	0.0	350,000	350,000	0	0	0	0	0	0	0
Archuleta	1	0.0	365,000	0.0	365,000	365,000	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	1	0.0	25,000	0.0	25,000	25,000	0	0	0	0	1	0	0
Crowley	0	0.0	0	0.0	0	0	0	0	0	0	0	1	0
Custer	46	1.2	7,332,100	0.0	175,000	159,393	6	84,900	109,933	0	5	1	2
Douglas	45	1.2	19,451,080	0.0	124,900	432,246	8	147,200	241,787	2	0	0	0
Elbert	25	0.7	4,822,300	0.0	180,000	192,892	6	264,500	274,500	1	3	2	0
Fremont	28	0.7	9,501,750	0.0	98,750	339,348	9	36,000	73,555	1	7	0	0
Huerfano	8	0.2	1,630,000	0.0	65,000	203,750	5	55,000	49,000	0	1	0	0
Jefferson	1	0.0	149,900	0.0	149,900	149,900	0	0	0	0	0	0	0
Kit Carson	1	0.0	33,500	0.0	33,500	33,500	0	0	0	0	0	0	0
Larimer	3	0.1	944,000	0.0	245,000	314,666	1	110,000	110,000	0	0	0	0
Las Animas	1	0.0	140,000	0.0	140,000	140,000	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	74	2.0	8,792,224	0.0	58,500	118,813	28	62,000	123,671	1	13	0	0
Pueblo	102	2.7	9,123,100	0.0	40,000	89,442	30	45,000	155,166	1	2	14	0
Saguache	3	0.1	220,900	0.0	19,900	73,633	2	15,950	15,950	0	0	0	0
Summit	1	0.0	495,000	0.0	495,000	495,000	0	0	0	0	0	0	0
Weld	1	0.0	570,000	0.0	570,000	570,000	1	570,000	570,000	0	0	0	0
FARM AND RANCH	20	0.5	32,844,400	0	1,037,500	1,642,220	4	745,750	866,625	1	0	2	0
COMMERCIAL	139	3.7	144,490,598	0	730,000	1,039,500	21	600,000	779,323	2	2	0	5
BUSINESS OP	3	0.1	1,119,000	0	369,000	373,000	0	0	0	0	0	1	0
RENTALS	0	0.0	0	0	0	0	0	0	0	0	0	0	0
Total	3,771	100.0	2,233,588,727	100	474,900	592,306	2,003	449,988	519,049	377	1,066	119	144