



LISTING AND SALES SUMMARY

August 2023

<u>All Homes</u>						<u>Existing Homes</u>					
MONTHLY SUMMARY											
	Jul 2023	Aug 2023	% +/-	Aug 2022	% +/-	Jul 2023	Aug 2023	% +/-	Aug 2022	% +/-	
SINGLE FAMILY/PATIO HOMES:											
New Listings	1,464	1,407	(3.9)	1,801	(21.9)	1,316	1,278	(2.9)	1,644	(22.3)	
Sales	1,119	1,067	(4.6)	1,366	(21.9)	1,030	998	(3.1)	1,231	(18.9)	
Ave. Sales Price	\$540,443	\$553,959	2.5	\$530,547	4.4	\$534,813	\$551,408	3.1	\$517,498	6.6	
Median Sales Price	\$472,000	\$480,000	1.7	\$480,592	(0.1)	\$465,000	\$475,000	2.2	\$470,000	1.1	
Total Active	2,254	2,420	7.4	2,639	(8.3)	1,830	1,972	7.8	2,187	(9.8)	
Months Supply	2.0	2.3	(1.6)	1.9	0.4	1.8	2.0	(2.5)	1.8	0.5	
CONDO/TOWNHOMES:											
New Listings	224	230	2.7	253	(9.1)	200	208	4.0	213	(2.3)	
Sales	160	189	18.1	215	(12.1)	139	160	15.1	183	(12.6)	
Ave. Sale Price	\$364,619	\$361,131	(1.0)	\$361,372	(0.1)	\$347,609	\$340,184	(2.1)	\$346,386	(1.8)	
Median Sale Price	\$342,500	\$347,500	1.5	\$350,000	(0.7)	\$330,000	\$332,250	0.7	\$340,000	(2.3)	
Total Active	302	352	16.6	229	53.7	215	264	22.8	154	71.4	
Months Supply	1.9	1.9	0.9	1.1	(4.4)	1.5	1.7	1.5	0.8	(5.7)	
CUMULATIVE YTD SUMMARY											
	Jan-Aug 2023			Jan-Aug 2022		% +/-	Jan-Aug 2023		Jan-Aug 2022		% +/-
SINGLE FAMILY/PATIO HOMES:											
New Listings	10,987			14,849		(26.0)	9,914		13,313		(25.5)
Sales	8,395			11,083		(24.3)	7,582		9,948		(23.8)
Ave. Sales Price	\$535,764			\$541,372		(1.0)	\$527,904		\$532,373		(0.8)
Volume	\$4,497,738,780			\$6,000,025,876		(25.0)	\$4,002,568,128		\$5,296,046,604		(24.4)
CONDO/TOWNHOMES:											
New Listings	1,685			1,959		(14.0)	1,427		1,687		(15.4)
Sales	1,243			1,645		(24.4)	1,077		1,372		(21.5)
Ave. Sales Price	\$367,753			\$369,107		(0.4)	\$350,582		\$353,808		(0.9)
Volume	\$457,116,979			\$607,181,015		(24.7)	\$377,576,814		\$485,424,576		(22.2)

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Monthly Sales Activity August 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	1067	77.6	591,075,214	86.4	480,000	553,959	485,000	99.6	29	971	540,220,832	86.9
El Paso County	856	62.3	476,872,845	69.7	480,000	557,094	485,000	99.4	27	786	439,049,467	70.6
Teller County	60	4.4	37,153,348	5.4	555,000	619,222	552,500	103.9	47	47	30,418,144	4.9
Arapahoe	3	0.2	1,287,000	0.2	448,000	429,000	440,000	102.0	19	3	1287000	0.2
Clear Creek	1	0.1	960,000	0.1	960,000	960,000	998,000	96.2	48	1	960,000	0.2
Costilla	1	0.1	470,000	0.1	470,000	470,000	495,900	94.8	131	1	470,000	0.1
Custer	3	0.2	1,619,000	0.2	590,000	539,666	599,900	98.1	46	2	1,019,000	0.2
Douglas	25	1.8	22,594,300	3.3	797,500	903,772	820,000	99.5	34	24	21,835,300	3.5
Elbert	5	0.4	3,934,225	0.6	570,000	786,845	570,000	96.7	50	5	3,934,225	0.6
Fremont	16	1.2	10,506,006	1.5	432,500	656,625	429,235	99.8	49	15	8,906,006	1.4
Grand	1	0.1	328,500	0.0	328,500	328,500	335,000	98.1	16	1	328,500	0.1
Jefferson	3	0.2	2,118,000	0.3	675,000	706,000	689,000	99.3	8	3	2118000	0.3
Larimer	1	0.1	512,000	0.1	512,000	512,000	512,000	100.0	0	1	512,000	0.1
Lincoln	2	0.1	577,000	0.1	288,500	288,500	290,000	98.7	51	1	380,000	0.1
Otero	1	0.1	182,000	0.0	182,000	182,000	189,900	95.8	77	1	182,000	0.0
Park	8	0.6	3,306,000	0.5	375,000	413,250	387,500	95.9	44	4	1744000	0.3
Pueblo	80	5.8	28,274,990	4.1	342,500	353,437	349,900	98.9	29	75	26,697,190	4.3
Weld	1	0.1	380,000	0.1	380,000	380,000	370,000	102.7	3	1	380,000	0.1
CONDO/TOWNHOME	189	13.7	68,253,775	10.0	347,500	361,131	350,000	99.4	30	173	61,885,173	10.0
El Paso County	163	11.9	57,072,225	8.3	340,000	350,136	340,000	99.5	27	147	50,703,623	8.2
Teller County	5	0.4	1,962,500	0.3	392,500	392,500	379,900	97.9	31	5	1,962,500	0.3
Arapahoe	4	0.3	1,330,000	0.2	340,000	332,500	342,500	100.5	24	4	1,330,000	0.2
Denver	2	0.1	572,500	0.1	286,250	286,250	290,000	99.0	7	2	572500	0.1
Douglas	10	0.7	5,588,650	0.8	550,000	558,865	552,500	99.5	83	10	5,588,650	0.9
Garfield	1	0.1	541,000	0.1	541,000	541,000	539,000	100.4	8	1	541000	0.1
Jefferson	3	0.2	1,046,000	0.2	315,000	348,666	340,000	93.3	25	3	1,046,000	0.2
Pueblo	1	0.1	140,900	0.0	140,900	140,900	145,000	97.2	79	1	140900	0.0
INCOME	18	1.3	10,000,000	1.5	512,000	555,555	520,000	97.8	37	17	9,640,000	1.6
VACANT LAND	98	7.1	13,598,850	2.0	83,500	138,763	89,499	111.7	66	64	9,626,240	1.5
El Paso County	27	2.0	7,165,840	1.0	210,000	265,401	225,000	95.2	107	21	5,503,840	0.9
Teller County	44	3.2	3,818,810	0.6	48,000	86,791	44,500	134.1	50	27	2,647,700	0.4
Custer	3	0.2	220,000	0.0	65,000	73,333	69,000	94.4	38	2	155,000	0.0
Douglas	2	0.1	539,200	0.1	269,600	269,600	290,450	91.1	95	1	14,200	0.0
Elbert	1	0.1	160,000	0.0	160,000	160,000	175,000	91.4	47	1	160,000	0.0
Fremont	5	0.4	670,000	0.1	125,000	134,000	125,000	95.4	41	4	525,000	0.1
Huerfano	3	0.2	114,000	0.0	33,000	38,000	55,000	88.0	36	0	0	0.0
Park	11	0.8	847,000	0.1	71,000	77,000	75,000	92.6	59	6	556,500	0.1
Pueblo	2	0.1	64,000	0.0	32,000	32,000	39,250	81.7	39	2	64,000	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	1,379,500	0.2	372,500	459,833	395,000	93.1	266	1	215,000	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
BUSINESS OP	0	0.0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total	1375	100.0	684,307,339	100.0	440,000	497,678	440,000	100.4	32	1226	621,587,245	100.0



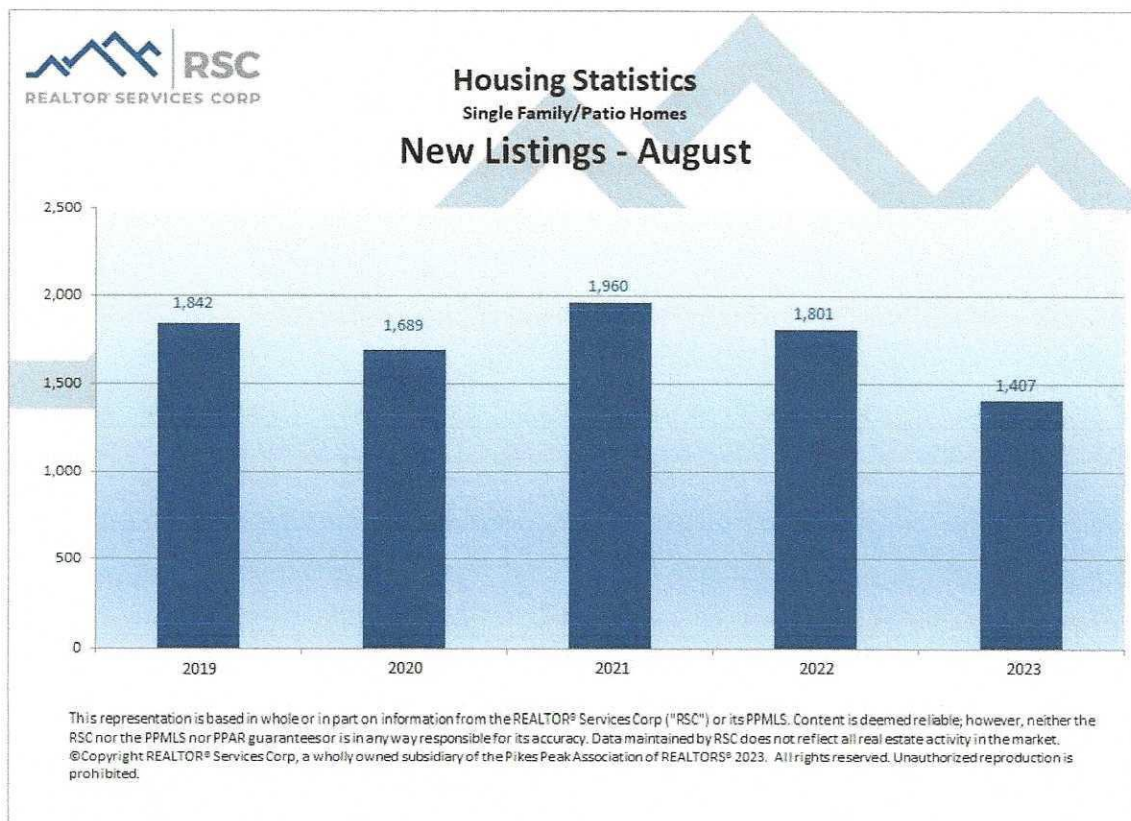
Monthly Listing Activity August 2023

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	2,420	60.2	1,705,302,476	0	550,685	704,670	1,407	495,000	584,072	309	757	91	100
El Paso County	1,733	43.1	1,216,949,822	0.0	564,900	702,221	1,080	495,000	592,939	240	619	59	67
Teller County	190	4.7	129,793,586	0.0	556,450	683,124	84	499,900	533,732	29	45	3	5
Adams	3	0.1	2,255,333	0.0	699,000	751,777	2	635,166	635,166	0	0	0	0
Arapahoe	16	0.4	11,949,800	0.0	690,000	746,862	10	687,500	665,280	1	2	0	0
Archuleta	1	0.0	1,100,000	0.0	1,100,000	1,100,000	0	0	0	0	0	0	0
Boulder	2	0.0	3,200,000	0.0	1,600,000	1,600,000	0	0	0	0	0	0	0
Chaffee	5	0.1	5,744,000	0.0	985,000	1,148,800	2	1,114,500	1,114,500	1	1	0	0
Clear Creek	1	0.0	600,000	0.0	600,000	600,000	0	0	0	0	0	0	0
Costilla	1	0.0	1,070,000	0.0	1,070,000	1,070,000	0	0	0	0	0	0	0
Crowley	3	0.1	424,000	0.0	140,000	141,333	2	142,000	142,000	0	1	1	1
Custer	24	0.6	18,469,299	0.0	602,450	769,554	18	499,950	571,400	1	3	1	0
Delta	1	0.0	485,000	0.0	485,000	485,000	0	0	0	0	0	0	0
Denver	4	0.1	2,508,999	0.0	574,500	627,249	4	725,000	717,249	0	0	0	1
Douglas	61	1.5	79,853,450	0.0	949,950	1,309,072	28	870,000	1,121,075	6	16	2	5
Elbert	31	0.8	32,984,049	0.0	749,000	1,064,001	14	749,000	760,178	2	6	1	2
Fremont	53	1.3	34,870,649	0.0	499,750	657,936	20	438,950	491,015	5	5	2	2
Gilpin	0	0.0	0	0.0	0	0	0	0	0	0	0	1	0
Huerfano	6	0.1	1,536,900	0.0	232,450	256,150	1	275,000	275,000	0	0	1	0
Jefferson	8	0.2	9,792,400	0.0	834,500	1,224,050	2	742,500	742,500	1	1	1	0
La Plata	0	0.0	0	0.0	0	0	0	0	0	0	0	1	0
Larimer	2	0.0	1,189,000	0.0	594,500	594,500	1	512,000	512,000	0	0	0	0
Las Animas	1	0.0	540,000	0.0	540,000	540,000	0	0	0	0	0	0	0
Lincoln	5	0.1	1,885,900	0.0	370,000	377,180	3	282,000	355,666	1	1	1	0
Moffat	1	0.0	550,000	0.0	550,000	550,000	0	0	0	0	0	0	0
Montezuma	1	0.0	510,000	0.0	510,000	510,000	1	510,000	510,000	0	0	0	0
Otero	5	0.1	1,277,000	0.0	235,000	255,400	2	155,000	155,000	0	0	0	2
Park	36	0.9	30,534,199	0.0	512,500	848,172	10	474,500	652,900	0	7	2	1
Pueblo	220	5.5	97,702,140	0.0	409,450	444,100	121	379,900	405,651	22	50	15	14
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	0	0	0	0	0	0	0
Weld	3	0.1	1,791,950	0.0	667,000	597,316	2	683,475	683,475	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	352	8.8	141,421,902	0	374,950	401,766	230	350,000	371,903	38	126	14	16
El Paso County	299	7.4	115,764,875	0.0	365,000	387,173	203	350,000	369,549	34	110	10	15
Teller County	17	0.4	7,229,677	0.0	385,000	425,275	10	369,950	410,067	2	2	1	1
Adams	1	0.0	575,000	0.0	575,000	575,000	0	0	0	0	0	0	0
Arapahoe	3	0.1	1,153,900	0.0	324,900	384,633	4	311,950	324,724	0	4	2	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
Denver	4	0.1	1,628,900	0.0	427,450	407,225	2	332,000	332,000	0	1	0	0
Douglas	19	0.5	11,846,000	0.0	625,000	623,473	4	527,500	522,975	1	4	0	0
Fremont	1	0.0	310,000	0.0	310,000	310,000	0	0	0	1	0	0	0
Jefferson	0	0.0	0	0.0	0	0	2	302,450	302,450	0	4	0	0
Larimer	0	0.0	0	0.0	0	0	0	0	0	0	1	0	0
Pueblo	8	0.2	2,913,550	0.0	364,900	364,193	5	364,900	351,750	0	0	0	0
Summit	0	0.0	0	0.0	0	0	0	0	0	0	0	1	0
INCOME	98	2.4	75,426,596	0	596,950	769,659	42	489,450	590,059	9	16	3	6
VACANT LAND	984	24.5	249,692,015	0	144,900	253,752	192	112,500	218,961	15	82	51	6
El Paso County	439	10.9	163,641,606	0.0	201,250	372,759	80	212,400	378,969	6	25	13	3
Teller County	201	5.0	23,028,090	0.0	49,999	114,567	62	45,000	78,352	3	35	5	3
Arapahoe	1	0.0	350,000	0.0	350,000	350,000	0	0	0	0	0	0	0
Archuleta	0	0.0	0	0.0	0	0	0	0	0	0	0	1	0
Chaffee	1	0.0	675,000	0.0	675,000	675,000	1	675,000	675,000	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	0	0	0
Custer	44	1.1	6,847,200	0.0	175,000	155,618	5	94,900	139,760	0	3	1	0
Douglas	40	1.0	17,549,475	0.0	152,200	438,736	4	654,700	666,675	0	2	3	0
Elbert	23	0.6	4,489,800	0.0	180,000	195,208	0	0	0	2	0	3	0
Fremont	29	0.7	9,527,300	0.0	89,900	328,527	10	54,900	89,140	2	2	1	0
Huerfano	7	0.2	1,699,900	0.0	120,000	242,842	1	179,900	179,900	0	2	1	0
Jefferson	1	0.0	149,900	0.0	149,900	149,900	0	0	0	0	0	0	0
Larimer	3	0.1	905,000	0.0	245,000	301,666	0	0	0	0	0	0	0
Las Animas	2	0.0	334,000	0.0	167,000	167,000	1	194,000	194,000	0	0	2	0
Lincoln	4	0.1	1,186,000	0.0	190,000	296,500	0	0	0	0	0	0	0
Park	77	1.9	9,212,045	0.0	59,900	119,636	13	29,999	72,865	0	9	2	0
Pueblo	105	2.6	9,078,800	0.0	39,000	86,464	14	33,450	41,585	2	3	19	0
Saguache	4	0.1	248,899	0.0	24,949	62,224	1	29,999	29,999	0	0	0	0
Summit	1	0.0	495,000	0.0	495,000	495,000	0	0	0	0	0	0	0
Weld	0	0.0	0	0.0	0	0	0	0	0	0	1	0	0
FARM AND RANCH	18	0.4	33,662,177	0	1,237,500	1,870,120	1	4,750,000	4,750,000	0	0	1	1
COMMERCIAL	144	3.6	150,820,534	0	725,000	1,047,364	23	525,000	1,004,127	5	5	6	2
BUSINESS OP	5	0.1	2,093,900	0	369,000	418,780	3	124,900	326,466	0	0	0	0
RENTALS	0	0.0	0	0	0	0	0	0	0	0	0	0	0
Total	4,021	100.0	2,358,419,600	100	465,182	586,525	1,898	450,000	528,438	376	986	166	131

August 2023 Charts

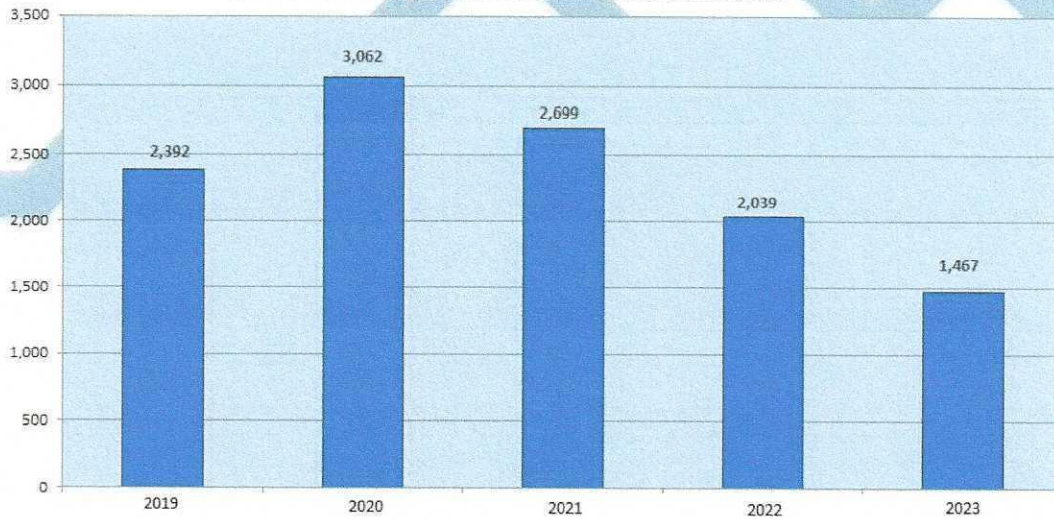


Housing Statistics

Single Family/Patio Homes

Total Under Contract - August

(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

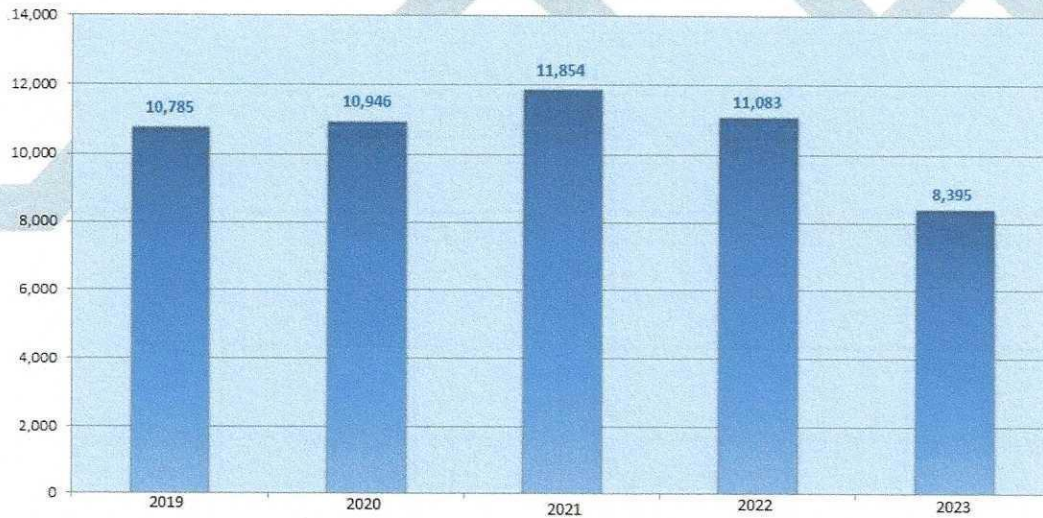


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Housing Statistics

Single Family/Patio Homes

Total Sales YTD - August



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Housing Statistics

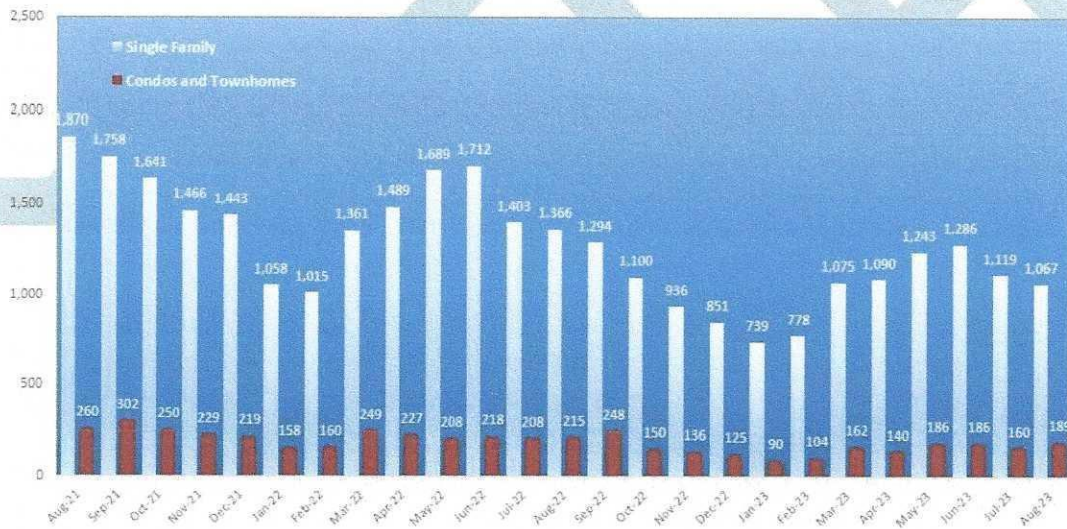
Single Family/Patio Homes

Average and Median Sales Prices



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Housing Statistics Residential Home Sales



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Active/Sold Listing Analysis August 2023

Active Listings Analysis Current as of 9/1/23

Single Family	0 - 199999	200000 - 299999	300000 - 399999	400000 - 499999	500000 - 599999	600000 - 799999	800000 - 999999	1000000 - 1999999	2000000 - 99999999
El Paso County	4	26	203	416	337	361	177	168	44
Reductions	0	24	131	205	223	213	101	47	6
% With Reduction	0.00%	46.10%	46.30%	38.20%	50.10%	43.20%	40.10%	22.60%	13.60%
Avg Reduction %	0%	5.00%	2%	-1.70%	2.30%	2.20%	2.10%	3.30%	4%
Teller County	6	11	21	42	28	47	12	17	7
Reductions	2	10	9	28	4	31	7	3	2
% With Reduction	16.60%	54.50%	28.50%	50.00%	10.70%	53%	41.60%	18%	29%
Avg Reduction %	4.60%	3.80%	3.80%	-24.70%	-200.00%	3%	3.70%	8%	3%
All Counties	37	99	291	555	412	487	233	238	73

Sold Listing Analysis - (August 2023)

Single Family	0 - 199999	200000 - 299999	300000 - 399999	400000 - 499999	500000 - 599999	600000 - 799999	800000 - 999999	1000000 - 1999999	2000000 - 99999999
El Paso County	6	28	177	249	161	136	58	35	6
Teller County	3	1	7	10	14	12	8	5	0
All Counties	25	46	226	279	193	167	76	48	8

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 - August 2022)

Single Family	0 - 199999	200000 - 299999	300000 - 399999	400000 - 499999	500000 - 599999	600000 - 799999	800000 - 999999	1000000 - 1999999	2000000 - 99999999
El Paso County	5	23	224	344	213	208	55	41	2
Teller County	3	10	8	14	20	16	7	0	1
All Counties	26	65	263	391	256	245	69	47	3

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