## **Local Market Update for March 2023**





Not all agents are the same!

## **Costilla County**

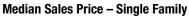
Contact the REALTORS® of Central Colorado or the Pagosa Springs Area Association of REALTORS® for more detailed local statistics or to find a REALTOR® in the area.

| Single Family                   | March     |           |                                      | Year to Date |              |                                      |  |
|---------------------------------|-----------|-----------|--------------------------------------|--------------|--------------|--------------------------------------|--|
| Key Metrics                     | 2022      | 2023      | Percent Change<br>from Previous Year | Thru 03-2022 | Thru 03-2023 | Percent Change<br>from Previous Year |  |
| New Listings                    | 6         | 9         | + 50.0%                              | 16           | 15           | - 6.3%                               |  |
| Sold Listings                   | 5         | 4         | - 20.0%                              | 9            | 9            | 0.0%                                 |  |
| Median Sales Price*             | \$200,000 | \$191,000 | - 4.5%                               | \$200,000    | \$160,000    | - 20.0%                              |  |
| Average Sales Price*            | \$243,900 | \$239,625 | - 1.8%                               | \$239,642    | \$249,044    | + 3.9%                               |  |
| Percent of List Price Received* | 97.3%     | 94.7%     | - 2.7%                               | 94.8%        | 93.7%        | - 1.2%                               |  |
| Days on Market Until Sale       | 111       | 92        | - 17.1%                              | 108          | 108          | 0.0%                                 |  |
| Inventory of Homes for Sale     | 21        | 32        | + 52.4%                              |              |              |                                      |  |
| Months Supply of Inventory      | 4.2       | 6.1       | + 45.2%                              |              |              |                                      |  |

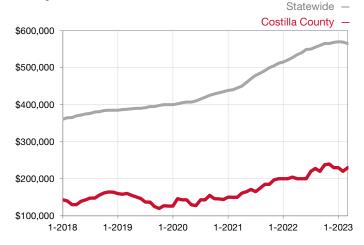
<sup>\*</sup> Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

| Townhouse/Condo                 | March |      |                                      | Year to Date |              |                                      |  |
|---------------------------------|-------|------|--------------------------------------|--------------|--------------|--------------------------------------|--|
| Key Metrics                     | 2022  | 2023 | Percent Change<br>from Previous Year | Thru 03-2022 | Thru 03-2023 | Percent Change<br>from Previous Year |  |
| New Listings                    | 0     | 0    |                                      | 0            | 0            |                                      |  |
| Sold Listings                   | 0     | 0    |                                      | 0            | 0            |                                      |  |
| Median Sales Price*             | \$0   | \$0  |                                      | \$0          | \$0          |                                      |  |
| Average Sales Price*            | \$0   | \$0  |                                      | \$0          | \$0          |                                      |  |
| Percent of List Price Received* | 0.0%  | 0.0% |                                      | 0.0%         | 0.0%         |                                      |  |
| Days on Market Until Sale       | 0     | 0    |                                      | 0            | 0            |                                      |  |
| Inventory of Homes for Sale     | 0     | 0    |                                      |              |              |                                      |  |
| Months Supply of Inventory      | 0.0   | 0.0  |                                      |              |              |                                      |  |

<sup>\*</sup> Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.



Rolling 12-Month Calculation



## Median Sales Price - Townhouse-Condo

Rolling 12-Month Calculation

