

Chaffee County Housing Market

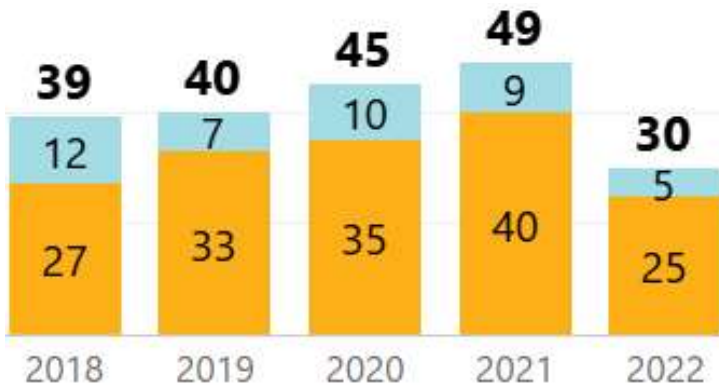
The cooling the Chaffee County market saw in October continued into November. The number of closings in November dipped both month over month and year over year. Additionally, the number of homes pending sale decreased 7% year over year and 10% month over month. On the bright side, sellers brought 27% more listings to the market than last year, giving buyers more options. Homes are staying on the market longer as buyers take longer to compare their options and make a choice.

Median home prices held strong in November. More than half of the newly listed homes that came on the market this month were priced at \$600,000 or above, with 15% priced at \$1M or more. Pricing homes correctly and making competitive offers will be key in this shifting market, making it more important than ever for buyers and sellers to use the expertise of their local REALTORS®. In November, buyers asserted their negotiating power, which resulted in homes closing for a median of 5.9% less than the original list price.

145 Active Listings	\$637,577 Average Closed Price	30 Closed Listings	32 Median Days in MLS
33 New Listings	\$551,000 Median Closed Price	28 Pending Listings	21 Weeks of Inventory

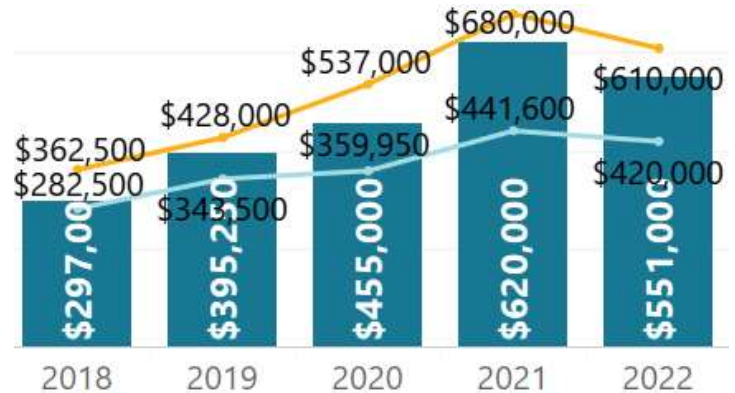
Closed Listings

-39% Year Over Year | -39% Month Over Month



Median Closed Prices

-11% Year Over Year | -6% Month Over Month



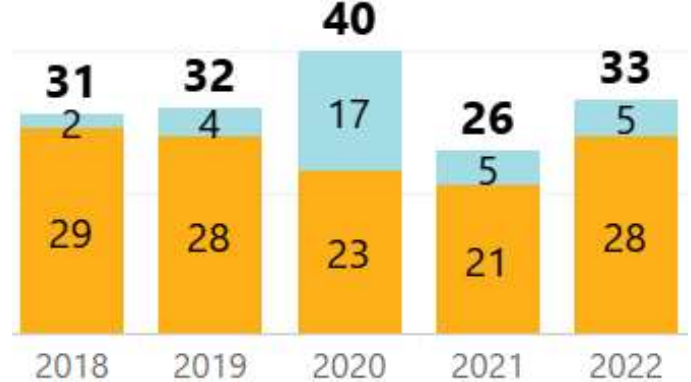
Median Days in MLS

+16 Days Year Over Year | -1 Day Month Over Month



New Listings

+27% Year Over Year | -18% Month Over Month



Condo/Townhome/Multi-Family Single-Family Residence

November 2022

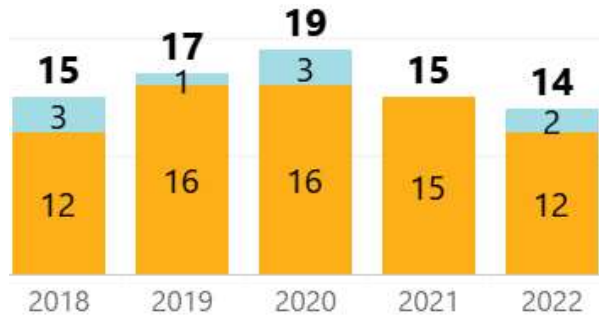
Chaffee County



Buena Vista Housing Market

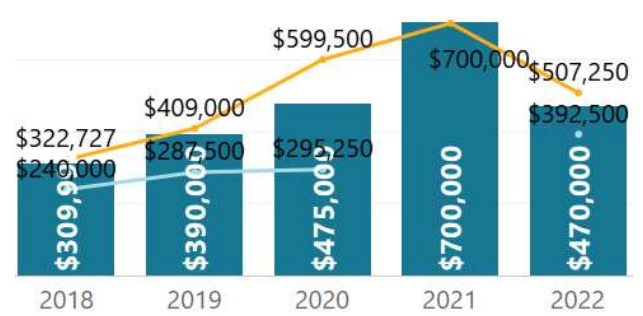
Homes Closed

-7% Year Over Year | -30% Month Over Month



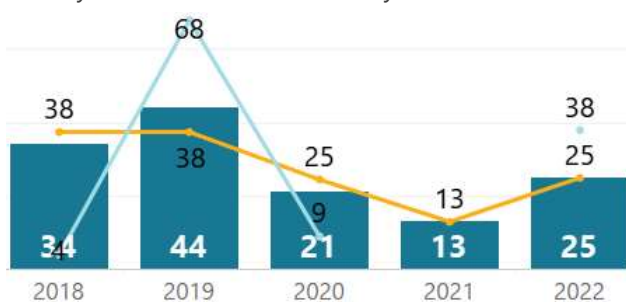
Median Closed Price

-33% Year Over Year | -11% Month Over Month



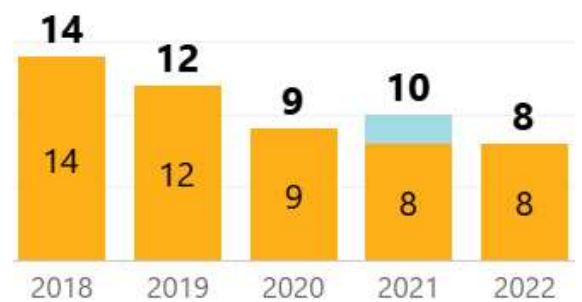
Median Days in MLS

+12 Days Year Over Year | -8 Days Month Over Month



New Listings

-20% Year Over Year | -50% Month Over Month



Salida Housing Market

Homes Closed

-68% Year Over Year | -63% Month Over Month



Median Closed Price

-1% Year Over Year | -25% Month Over Month



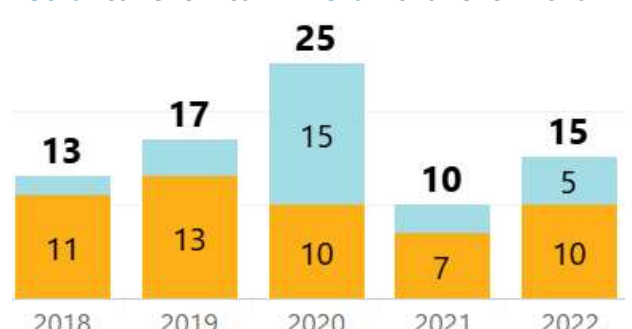
Median Days in MLS

0 Days Year Over Year | +13 Days Month Over Month



New Listings

+50% Year Over Year | -29% Month Over Month



Condo/Townhome/Multi-Family Single-Family Residence