

# Local Market Update for August 2017

A Research Tool Provided by the Colorado Association of REALTORS®



## Pueblo County

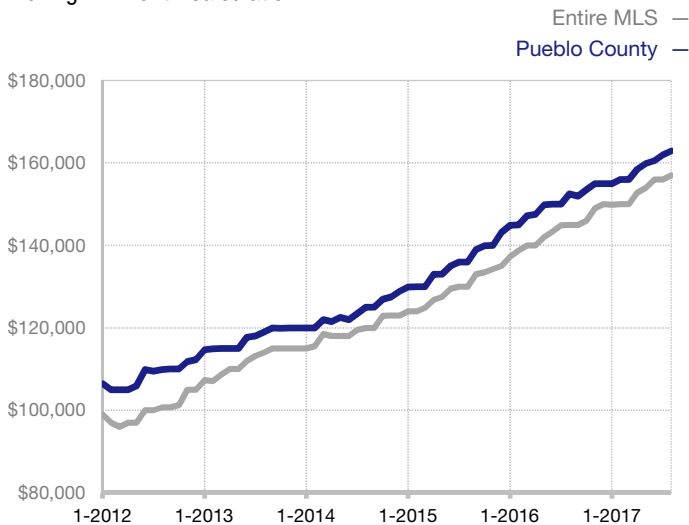
Single Family Key Metrics	August			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 08-2016	Thru 08-2017	Percent Change from Previous Year
New Listings	303	<b>349</b>	+ 15.2%	2,300	<b>2,390</b>	+ 3.9%
Sold Listings	239	<b>266</b>	+ 11.3%	1,610	<b>1,817</b>	+ 12.9%
Median Sales Price*	\$170,000	<b>\$171,500</b>	+ 0.9%	\$155,000	<b>\$166,000</b>	+ 7.1%
Average Sales Price*	\$174,493	<b>\$181,112</b>	+ 3.8%	\$166,369	<b>\$174,712</b>	+ 5.0%
Percent of List Price Received*	97.2%	<b>97.9%</b>	+ 0.7%	97.7%	<b>97.9%</b>	+ 0.2%
Days on Market Until Sale	78	<b>75</b>	- 3.8%	93	<b>87</b>	- 6.5%
Inventory of Homes for Sale	648	<b>469</b>	- 27.6%	--	--	--
Months Supply of Inventory	3.3	<b>2.1</b>	- 36.4%	--	--	--

\* 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 Key Metrics	August			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 08-2016	Thru 08-2017	Percent Change from Previous Year
New Listings	11	<b>9</b>	- 18.2%	85	<b>68</b>	- 20.0%
Sold Listings	10	<b>9</b>	- 10.0%	69	<b>63</b>	- 8.7%
Median Sales Price*	\$146,450	<b>\$185,000</b>	+ 26.3%	\$139,000	<b>\$148,000</b>	+ 6.5%
Average Sales Price*	\$167,490	<b>\$185,517</b>	+ 10.8%	\$153,633	<b>\$160,863</b>	+ 4.7%
Percent of List Price Received*	97.4%	<b>99.3%</b>	+ 2.0%	96.7%	<b>97.0%</b>	+ 0.3%
Days on Market Until Sale	91	<b>51</b>	- 44.0%	90	<b>82</b>	- 8.9%
Inventory of Homes for Sale	33	<b>10</b>	- 69.7%	--	--	--
Months Supply of Inventory	3.5	<b>1.1</b>	- 68.6%	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



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## Arkansas Valley/Otero County

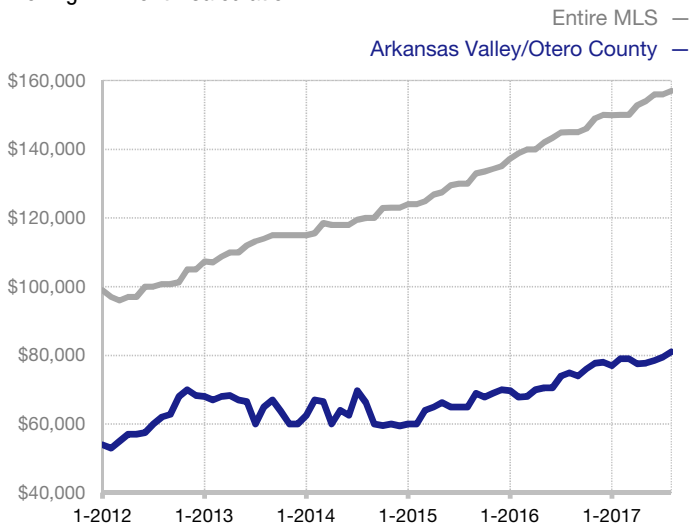
Single Family	August			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 08-2016	Thru 08-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	50	37	- 26.0%	294	268	- 8.8%
Sold Listings	41	31	- 24.4%	215	210	- 2.3%
Median Sales Price*	\$80,000	\$137,000	+ 71.3%	\$77,500	\$81,750	+ 5.5%
Average Sales Price*	\$81,041	\$150,665	+ 85.9%	\$82,891	\$100,718	+ 21.5%
Percent of List Price Received*	95.8%	94.4%	- 1.5%	95.0%	94.1%	- 0.9%
Days on Market Until Sale	161	148	- 8.1%	167	143	- 14.4%
Inventory of Homes for Sale	133	94	- 29.3%	--	--	--
Months Supply of Inventory	4.7	3.7	- 21.3%	--	--	--

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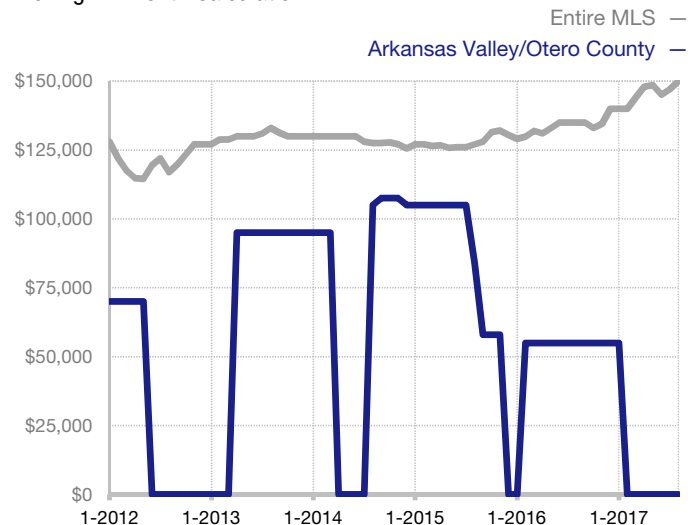
Townhouse-Condo	August			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 08-2016	Thru 08-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$55,000	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$55,000	\$0	- 100.0%
Percent of List Price Received*	0.0%	0.0%	--	91.8%	0.0%	- 100.0%
Days on Market Until Sale	0	0	--	656	0	- 100.0%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



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## Fowler

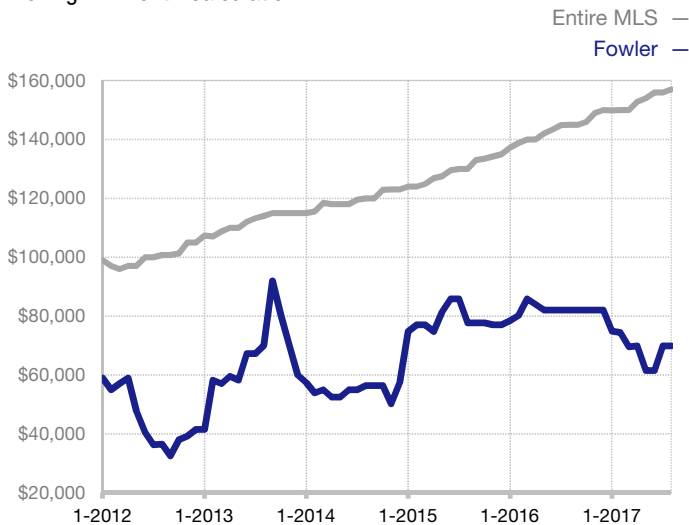
Single Family	August			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 08-2016	Thru 08-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	4	3	- 25.0%	17	17	0.0%
Sold Listings	1	1	0.0%	13	15	+ 15.4%
Median Sales Price*	\$78,000	<b>\$230,000</b>	+ 194.9%	\$82,000	<b>\$69,900</b>	- 14.8%
Average Sales Price*	\$78,000	<b>\$230,000</b>	+ 194.9%	\$86,288	<b>\$81,500</b>	- 5.5%
Percent of List Price Received*	95.1%	<b>92.0%</b>	- 3.3%	96.3%	<b>92.1%</b>	- 4.4%
Days on Market Until Sale	124	<b>167</b>	+ 34.7%	200	<b>104</b>	- 48.0%
Inventory of Homes for Sale	9	<b>9</b>	0.0%	--	--	--
Months Supply of Inventory	5.1	<b>4.3</b>	- 15.7%	--	--	--

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

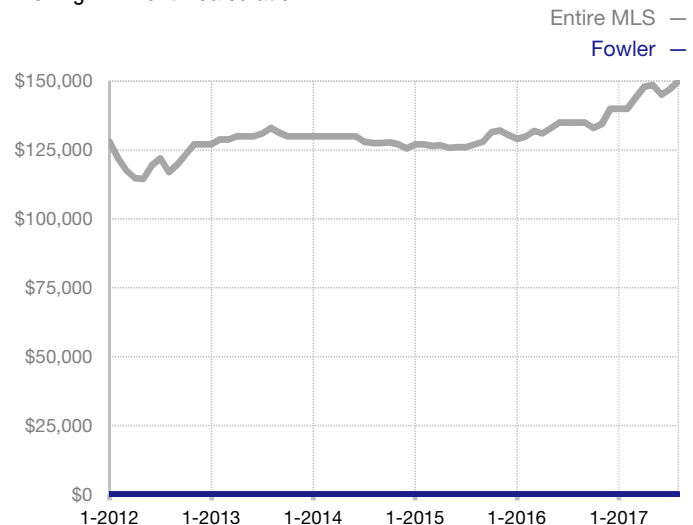
Townhouse-Condo	August			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 08-2016	Thru 08-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



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## Huerfano County

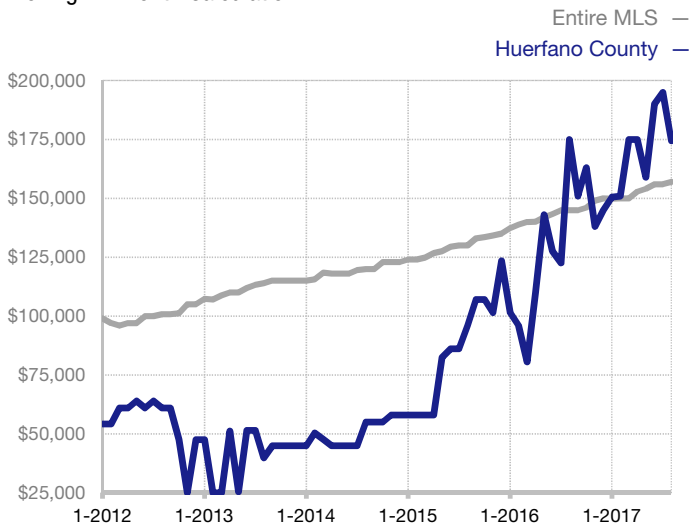
Single Family Key Metrics	August			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 08-2016	Thru 08-2017	Percent Change from Previous Year
New Listings	6	14	+ 133.3%	65	87	+ 33.8%
Sold Listings	3	1	- 66.7%	13	22	+ 69.2%
Median Sales Price*	\$250,000	\$154,000	- 38.4%	\$125,000	\$220,000	+ 76.0%
Average Sales Price*	\$323,000	\$154,000	- 52.3%	\$166,115	\$246,766	+ 48.6%
Percent of List Price Received*	93.8%	96.9%	+ 3.3%	92.1%	97.1%	+ 5.4%
Days on Market Until Sale	112	288	+ 157.1%	163	182	+ 11.7%
Inventory of Homes for Sale	55	74	+ 34.5%	--	--	--
Months Supply of Inventory	29.1	26.9	- 7.6%	--	--	--

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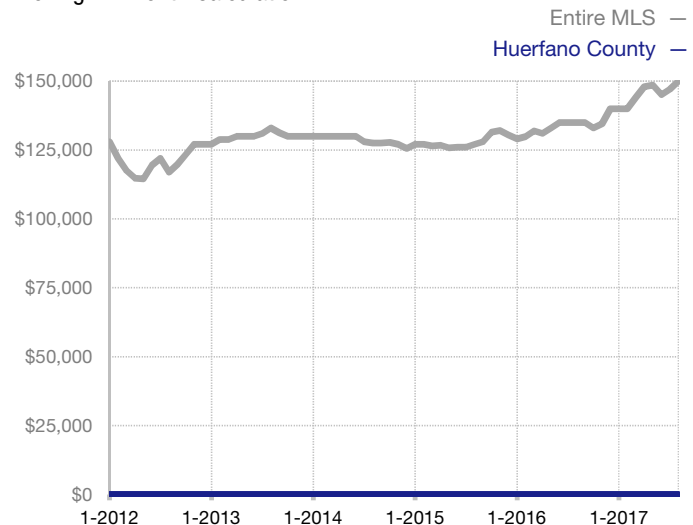
Townhouse-Condo Key Metrics	August			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 08-2016	Thru 08-2017	Percent Change from Previous Year
New Listings	0	0	--	1	1	0.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	1	2	+ 100.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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## La Junta

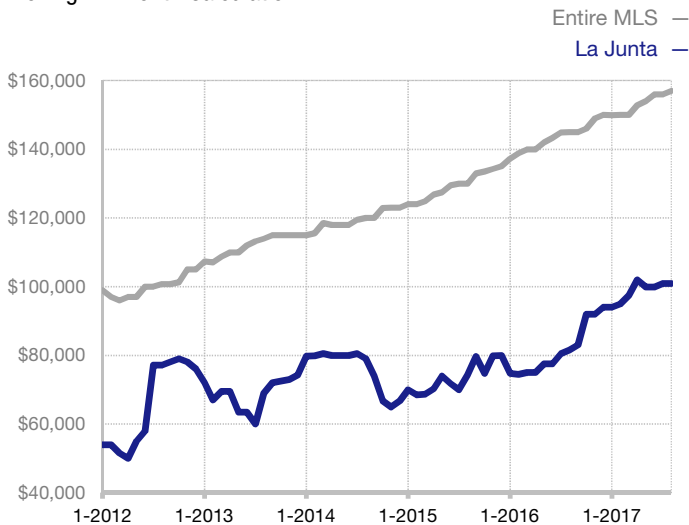
Single Family Key Metrics	August			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 08-2016	Thru 08-2017	Percent Change from Previous Year
New Listings	14	10	- 28.6%	88	62	- 29.5%
Sold Listings	15	7	- 53.3%	60	53	- 11.7%
Median Sales Price*	\$115,000	\$168,000	+ 46.1%	\$91,000	\$92,000	+ 1.1%
Average Sales Price*	\$90,467	\$150,143	+ 66.0%	\$88,806	\$99,237	+ 11.7%
Percent of List Price Received*	96.8%	92.5%	- 4.4%	95.9%	92.5%	- 3.5%
Days on Market Until Sale	106	169	+ 59.4%	141	154	+ 9.2%
Inventory of Homes for Sale	33	14	- 57.6%	--	--	--
Months Supply of Inventory	4.0	2.0	- 50.0%	--	--	--

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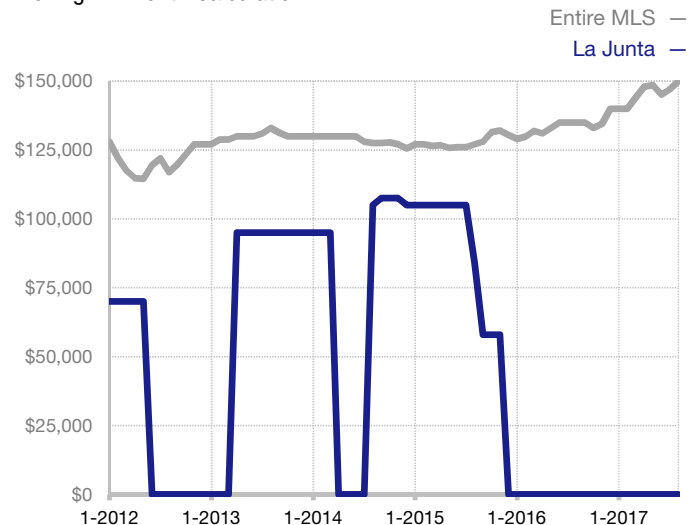
Townhouse-Condo Key Metrics	August			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 08-2016	Thru 08-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

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## Las Animas

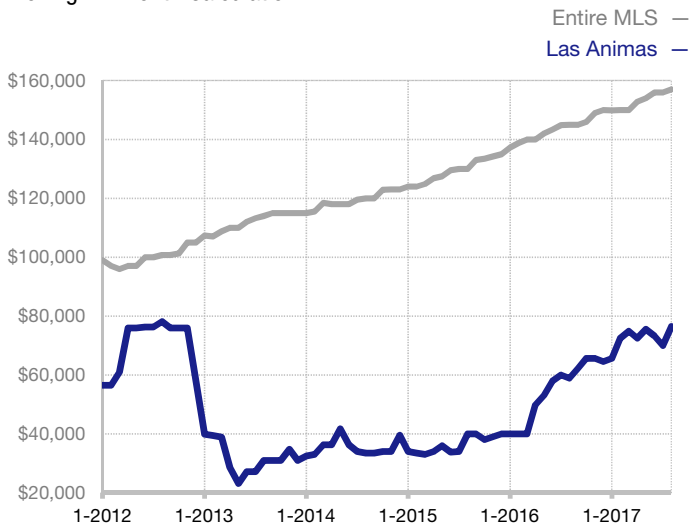
Single Family	August			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 08-2016	Thru 08-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	1	5	+ 400.0%	22	23	+ 4.5%
Sold Listings	6	2	- 66.7%	17	19	+ 11.8%
Median Sales Price*	\$59,250	\$100,750	+ 70.0%	\$60,000	\$70,000	+ 16.7%
Average Sales Price*	\$70,742	\$100,750	+ 42.4%	\$63,307	\$78,347	+ 23.8%
Percent of List Price Received*	101.3%	98.5%	- 2.8%	100.6%	94.5%	- 6.1%
Days on Market Until Sale	236	113	- 52.1%	164	117	- 28.7%
Inventory of Homes for Sale	5	10	+ 100.0%	--	--	--
Months Supply of Inventory	2.0	4.4	+ 120.0%	--	--	--

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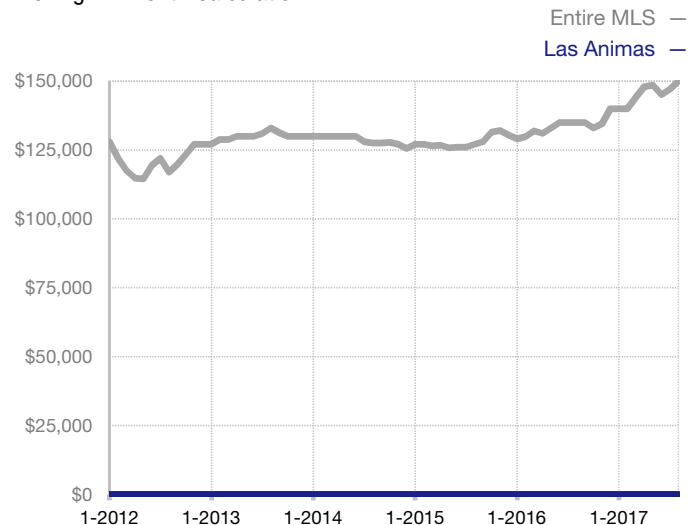
Townhouse-Condo	August			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 08-2016	Thru 08-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$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	--	--	--	--

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## Manzanola

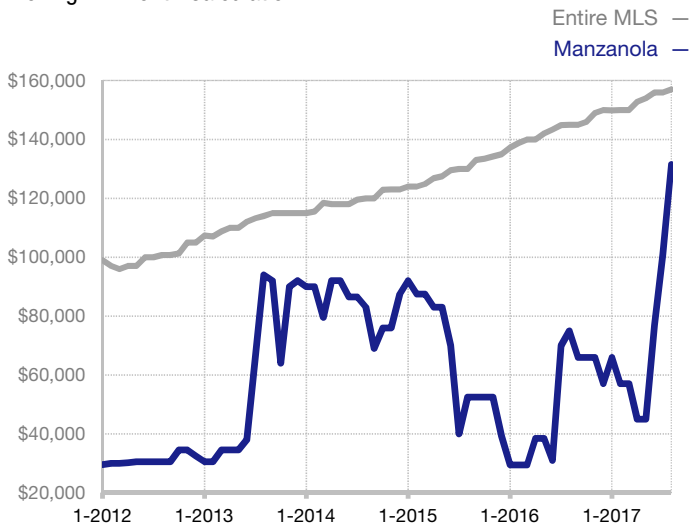
Single Family	August			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 08-2016	Thru 08-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	1	1	0.0%	6	11	+ 83.3%
Sold Listings	0	2	--	4	7	+ 75.0%
Median Sales Price*	\$0	\$257,000	--	\$93,500	\$150,000	+ 60.4%
Average Sales Price*	\$0	\$257,000	--	\$99,500	\$165,557	+ 66.4%
Percent of List Price Received*	0.0%	99.8%	--	92.6%	97.9%	+ 5.7%
Days on Market Until Sale	0	218	--	71	132	+ 85.9%
Inventory of Homes for Sale	3	3	0.0%	--	--	--
Months Supply of Inventory	2.1	1.8	- 14.3%	--	--	--

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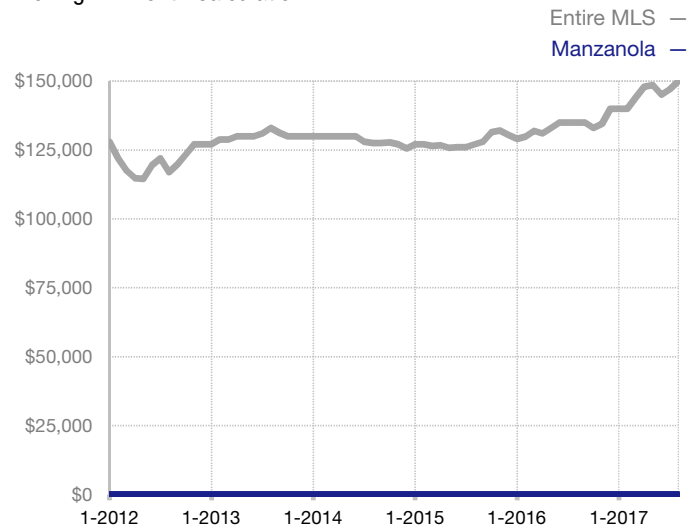
Townhouse-Condo	August			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 08-2016	Thru 08-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$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	--	--	--	--

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## Rocky Ford

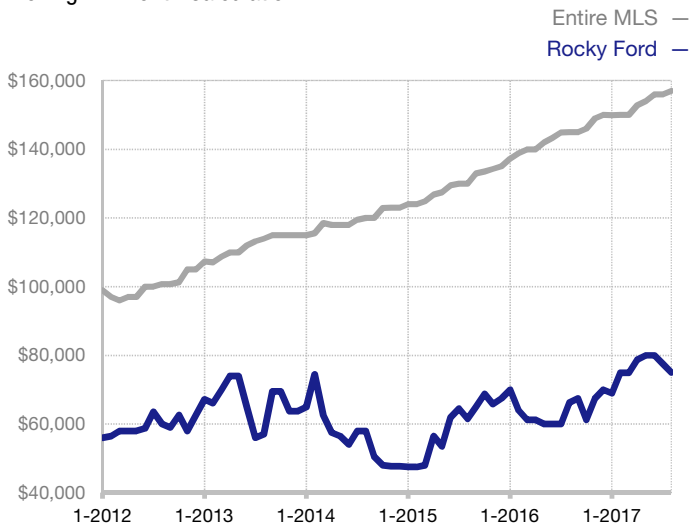
Single Family	August			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 08-2016	Thru 08-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	6	4	- 33.3%	48	47	- 2.1%
Sold Listings	9	5	- 44.4%	44	32	- 27.3%
Median Sales Price*	\$80,000	<b>\$65,000</b>	- 18.8%	\$67,500	<b>\$71,750</b>	+ 6.3%
Average Sales Price*	\$78,778	<b>\$76,280</b>	- 3.2%	\$80,581	<b>\$93,752</b>	+ 16.3%
Percent of List Price Received*	94.2%	<b>92.3%</b>	- 2.0%	93.2%	<b>96.2%</b>	+ 3.2%
Days on Market Until Sale	229	<b>70</b>	- 69.4%	183	<b>129</b>	- 29.5%
Inventory of Homes for Sale	22	<b>19</b>	- 13.6%	--	--	--
Months Supply of Inventory	4.1	<b>4.7</b>	+ 14.6%	--	--	--

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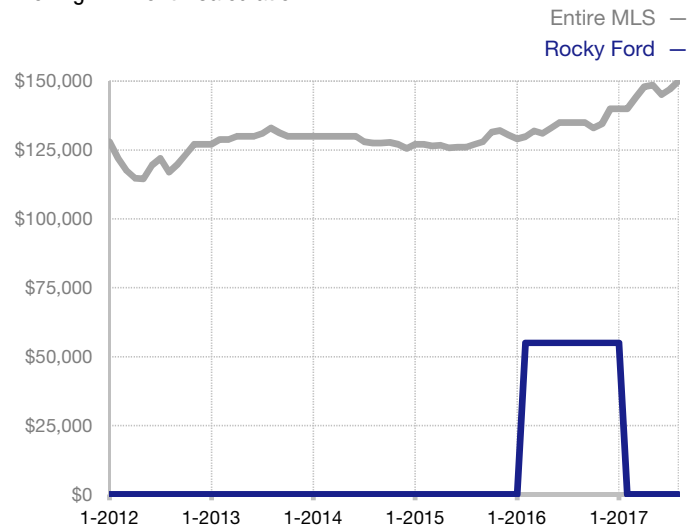
Townhouse-Condo	August			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 08-2016	Thru 08-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	<b>\$0</b>	--	\$55,000	<b>\$0</b>	- 100.0%
Average Sales Price*	\$0	<b>\$0</b>	--	\$55,000	<b>\$0</b>	- 100.0%
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	91.8%	<b>0.0%</b>	- 100.0%
Days on Market Until Sale	0	0	--	656	0	- 100.0%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation





# Monthly Indicators



## August 2017

Percent changes calculated using year-over-year comparisons.

New Listings were up 14.8 percent for single family homes but decreased 9.1 percent for townhouse-condo properties. Pending Sales increased 26.4 percent for single family homes and 33.3 percent for townhouse-condo properties.

The Median Sales Price was up 1.5 percent to \$173,000 for single family homes and 26.3 percent to \$185,000 for townhouse-condo properties. Days on Market decreased 5.1 percent for single family homes and 44.0 percent for condo properties.

The prevailing trends lasted through summer. This was expected, since there have not been any major changes in the economy that would affect housing. Factors such as wage growth, unemployment and mortgage rates have all been stable. Every locality has its unique challenges, but the whole of residential real estate is in good shape. Recent manufacturing data is showing demand for housing construction materials and supplies, which may help lift the ongoing low inventory situation in 2018.

## Activity Snapshot

<b>+ 10.5%</b>	<b>+ 2.4%</b>	<b>- 29.2%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> All Properties

Residential real estate activity in Pueblo County, comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Pending Sales	<b>5</b>
Sold Listings	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of List Price Received	<b>9</b>
Days on Market Until Sale	<b>10</b>
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# Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	8-2016	8-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		305	<b>350</b>	+ 14.8%	2,304	<b>2,402</b>	+ 4.3%
<b>Pending Sales</b>		246	<b>311</b>	+ 26.4%	1,757	<b>1,985</b>	+ 13.0%
<b>Sold Listings</b>		238	<b>265</b>	+ 11.3%	1,603	<b>1,819</b>	+ 13.5%
<b>Median Sales Price</b>		\$170,500	<b>\$173,000</b>	+ 1.5%	\$155,000	<b>\$166,605</b>	+ 7.5%
<b>Avg. Sales Price</b>		\$174,154	<b>\$177,787</b>	+ 2.1%	\$166,060	<b>\$174,178</b>	+ 4.9%
<b>Pct. of List Price Received</b>		97.2%	<b>98.0%</b>	+ 0.8%	97.7%	<b>97.9%</b>	+ 0.2%
<b>Days on Market</b>		78	<b>74</b>	- 5.1%	93	<b>87</b>	- 6.5%
<b>Affordability Index</b>		218	<b>210</b>	- 3.7%	240	<b>218</b>	- 9.2%
<b>Active Listings</b>		655	<b>474</b>	- 27.6%	--	<b>--</b>	--
<b>Months Supply</b>		3.4	<b>2.1</b>	- 38.2%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

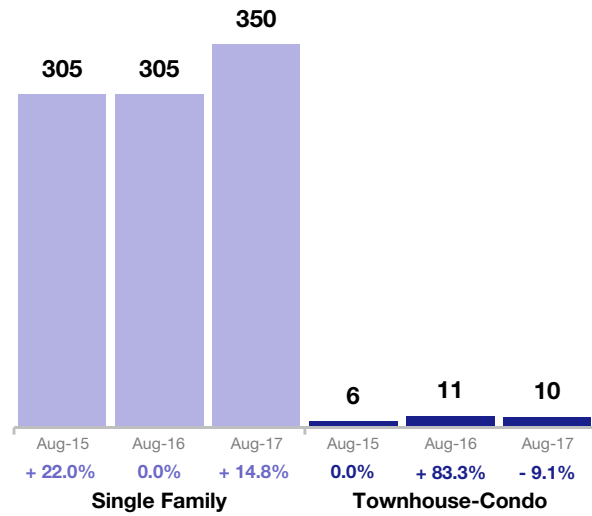


Key Metrics	Historical Sparkbars	8-2016	8-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		11	10	- 9.1%	85	71	- 16.5%
<b>Pending Sales</b>		6	8	+ 33.3%	67	67	0.0%
<b>Sold Listings</b>		10	9	- 10.0%	69	63	- 8.7%
<b>Median Sales Price</b>		\$146,450	<b>\$185,000</b>	+ 26.3%	\$139,000	<b>\$148,000</b>	+ 6.5%
<b>Avg. Sales Price</b>		\$167,490	<b>\$185,517</b>	+ 10.8%	\$153,633	<b>\$160,863</b>	+ 4.7%
<b>Pct. of List Price Received</b>		97.4%	<b>99.3%</b>	+ 2.0%	96.7%	<b>97.0%</b>	+ 0.3%
<b>Days on Market</b>		91	<b>51</b>	- 44.0%	90	<b>82</b>	- 8.9%
<b>Affordability Index</b>		254	<b>197</b>	- 22.4%	268	<b>246</b>	- 8.2%
<b>Active Listings</b>		33	<b>13</b>	- 60.6%	--	--	--
<b>Months Supply</b>		3.5	<b>1.4</b>	- 60.0%	--	--	--

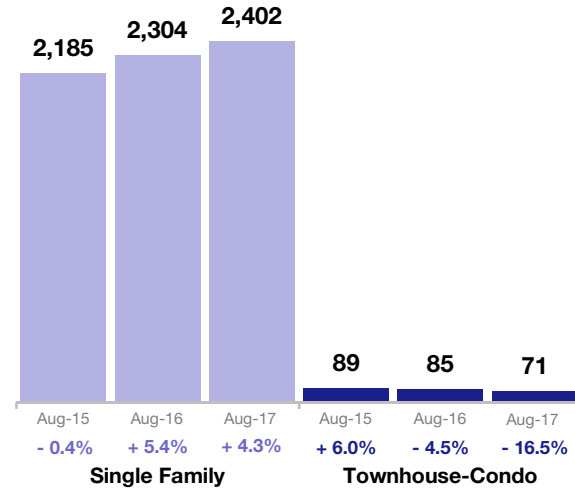
# New Listings



## August

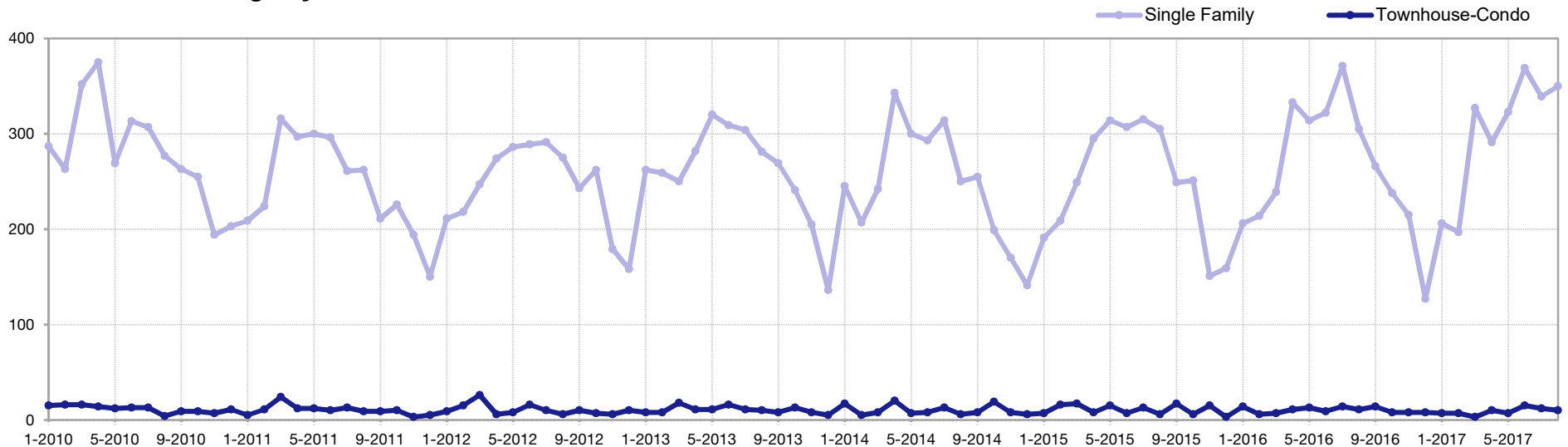


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2016	266	+6.8%	14	-17.6%
Oct-2016	238	-5.2%	8	+33.3%
Nov-2016	215	+42.4%	8	-46.7%
Dec-2016	127	-20.1%	8	+166.7%
Jan-2017	206	0.0%	7	-50.0%
Feb-2017	197	-7.9%	7	+16.7%
Mar-2017	327	+36.8%	3	-57.1%
Apr-2017	291	-12.6%	10	-9.1%
May-2017	323	+2.9%	7	-46.2%
Jun-2017	369	+14.6%	15	+66.7%
Jul-2017	339	-8.6%	12	-14.3%
<b>Aug-2017</b>	<b>350</b>	<b>+14.8%</b>	<b>10</b>	<b>-9.1%</b>

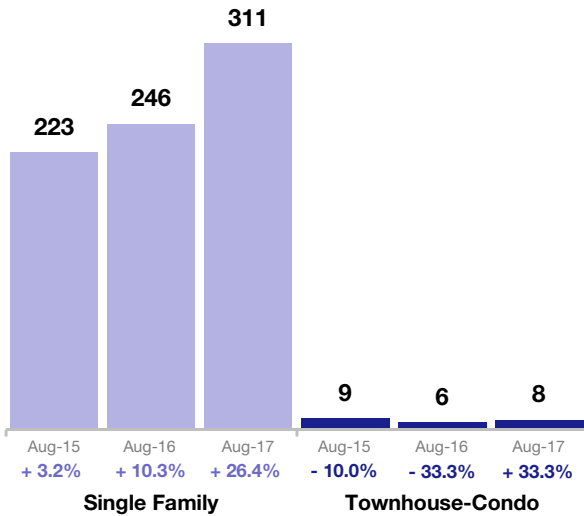
## Historical New Listings by Month



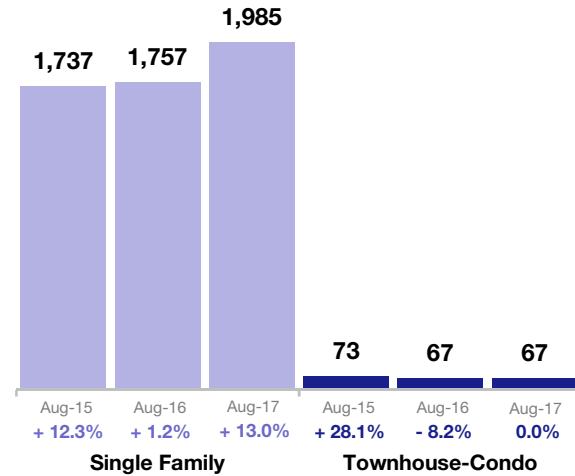
# Pending Sales



## August

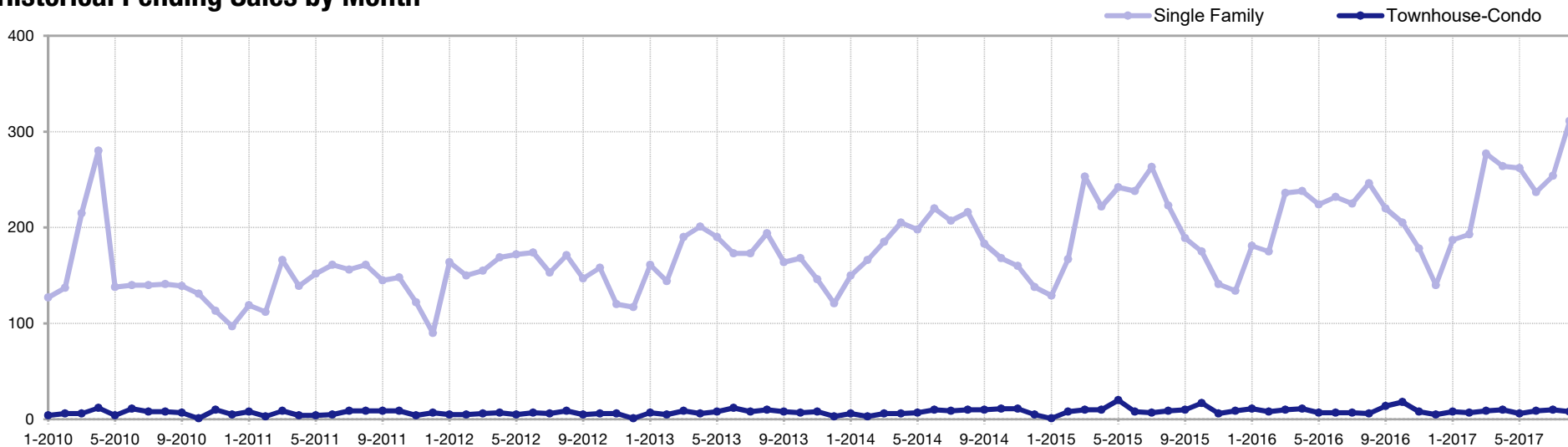


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2016	220	+16.4%	14	+40.0%
Oct-2016	205	+17.1%	18	+5.9%
Nov-2016	178	+26.2%	8	+33.3%
Dec-2016	140	+4.5%	5	-44.4%
Jan-2017	187	+3.3%	8	-27.3%
Feb-2017	193	+10.3%	7	-12.5%
Mar-2017	277	+17.4%	9	-10.0%
Apr-2017	264	+10.9%	10	-9.1%
May-2017	262	+17.0%	6	-14.3%
Jun-2017	237	+2.2%	9	+28.6%
Jul-2017	254	+12.9%	10	+42.9%
<b>Aug-2017</b>	<b>311</b>	<b>+26.4%</b>	<b>8</b>	<b>+33.3%</b>

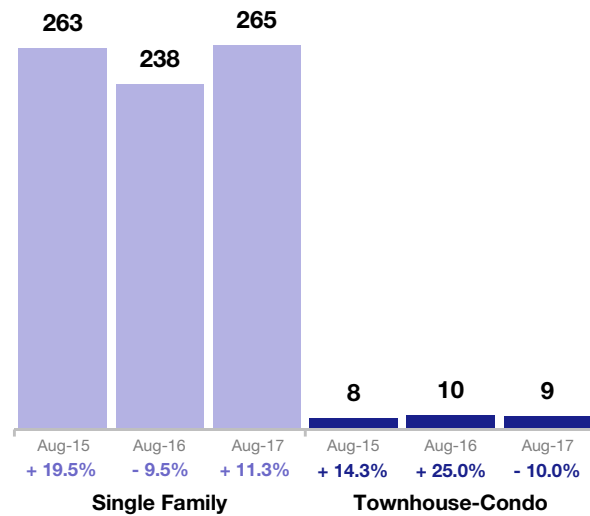
## Historical Pending Sales by Month



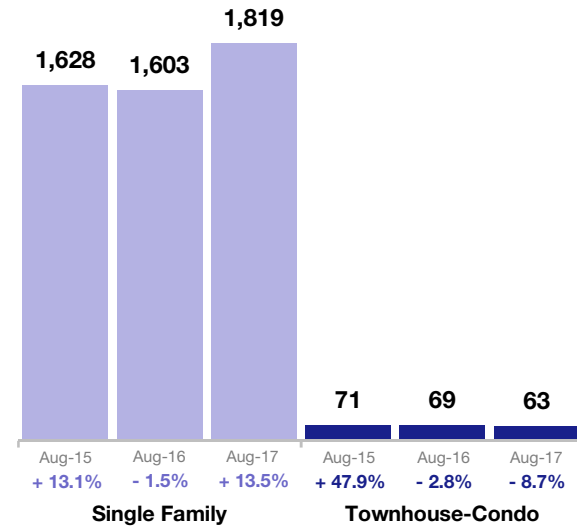
# Sold Listings



## August

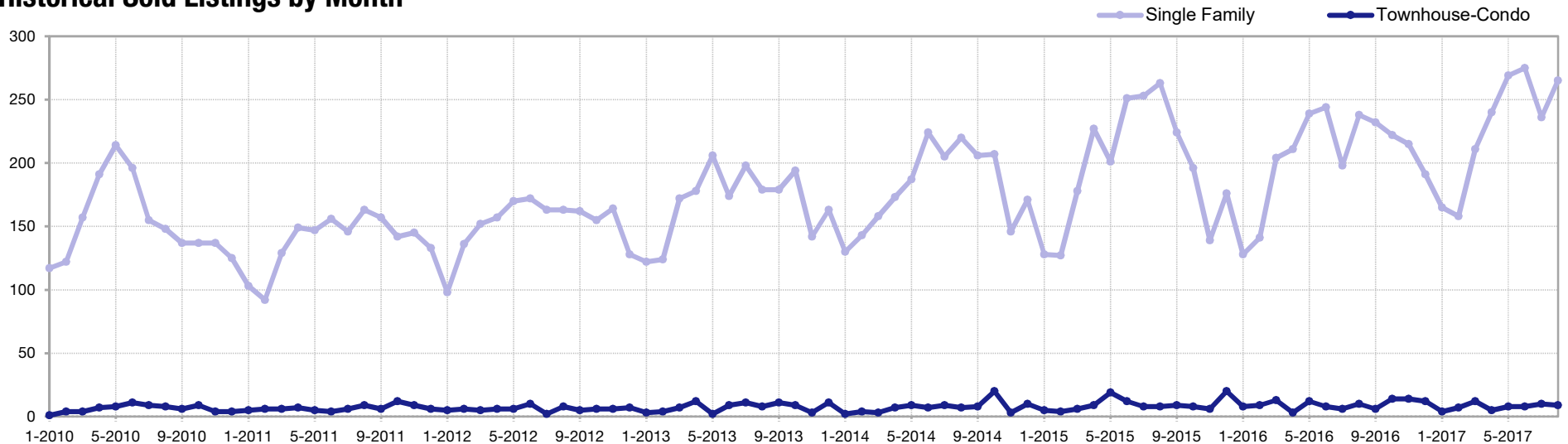


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2016	232	+3.6%	6	-33.3%
Oct-2016	222	+13.3%	14	+75.0%
Nov-2016	215	+54.7%	14	+133.3%
Dec-2016	191	+8.5%	12	-40.0%
Jan-2017	165	+28.9%	4	-50.0%
Feb-2017	158	+12.1%	7	-22.2%
Mar-2017	211	+3.4%	12	-7.7%
Apr-2017	240	+13.7%	5	+66.7%
May-2017	269	+12.6%	8	-33.3%
Jun-2017	275	+12.7%	8	0.0%
Jul-2017	236	+19.2%	10	+66.7%
<b>Aug-2017</b>	<b>265</b>	<b>+11.3%</b>	<b>9</b>	<b>-10.0%</b>

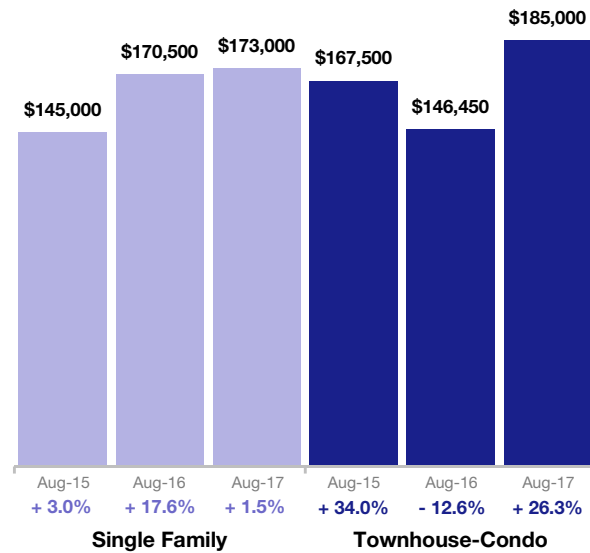
## Historical Sold Listings by Month



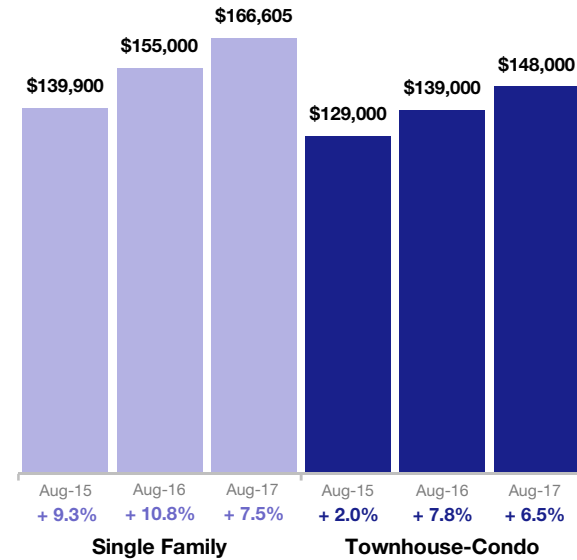
# Median Sales Price



## August

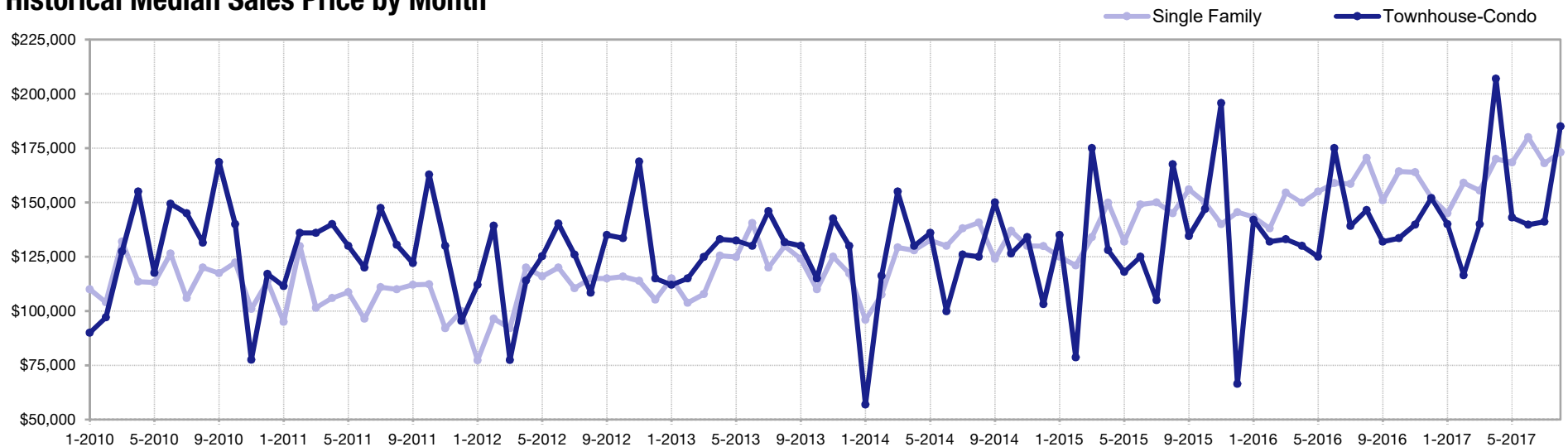


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2016	\$150,950	-3.2%	\$132,000	-1.9%
Oct-2016	\$164,250	+9.5%	\$133,556	-9.1%
Nov-2016	\$163,950	+17.1%	\$139,700	-28.6%
Dec-2016	\$152,145	+4.6%	\$152,000	+128.6%
Jan-2017	\$145,000	+1.2%	\$140,000	-1.4%
Feb-2017	\$159,000	+15.2%	\$116,500	-11.7%
Mar-2017	\$155,511	+0.7%	\$140,000	+5.3%
Apr-2017	\$170,000	+13.4%	\$207,000	+59.2%
May-2017	\$168,450	+8.7%	\$143,000	+14.4%
Jun-2017	\$180,000	+13.2%	\$139,750	-20.1%
Jul-2017	\$168,000	+6.0%	\$141,100	+1.4%
<b>Aug-2017</b>	<b>\$173,000</b>	<b>+1.5%</b>	<b>\$185,000</b>	<b>+26.3%</b>

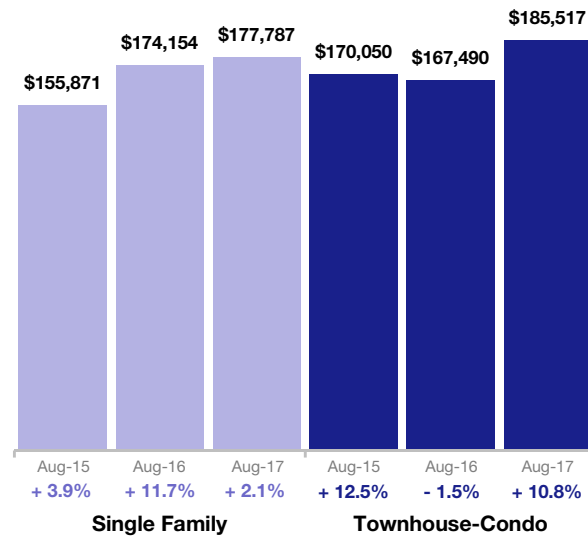
## Historical Median Sales Price by Month



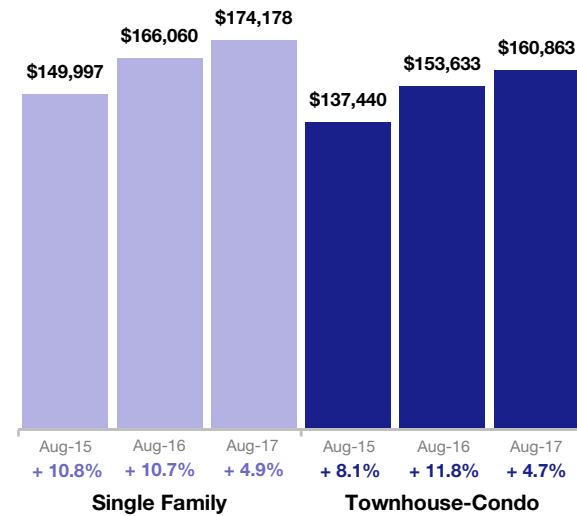
# Average Sales Price



## August

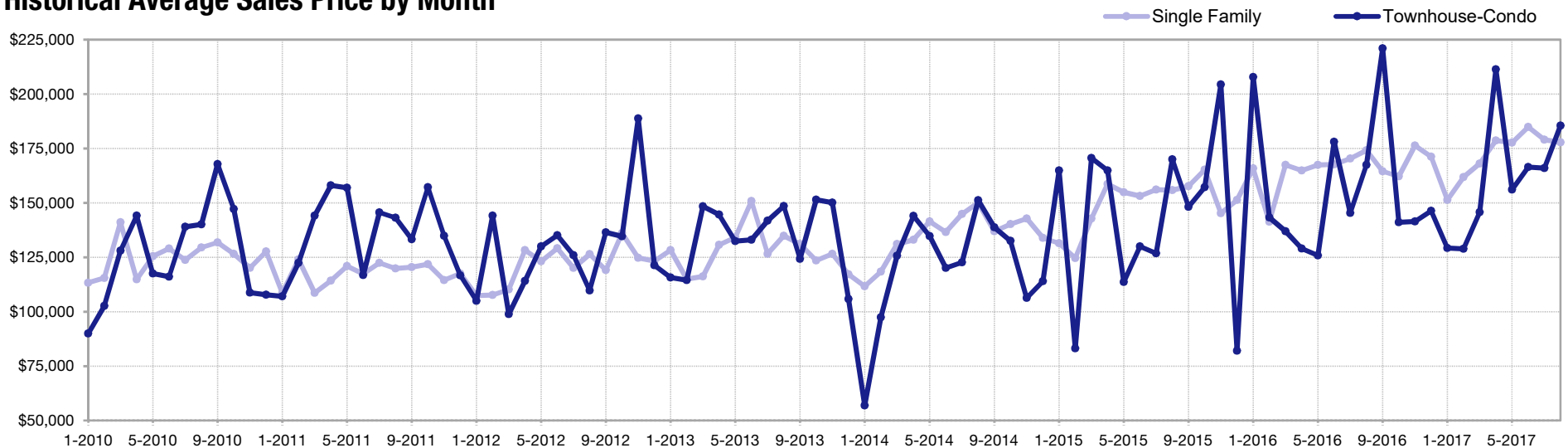


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2016	\$164,512	+4.3%	\$221,000	+49.2%
Oct-2016	\$162,212	-1.8%	\$141,101	-10.2%
Nov-2016	\$176,366	+21.4%	\$141,399	-30.8%
Dec-2016	\$171,240	+13.2%	\$146,317	+78.4%
Jan-2017	\$151,364	-8.8%	\$129,225	-37.8%
Feb-2017	\$161,805	+14.5%	\$128,857	-10.1%
Mar-2017	\$168,015	+0.4%	\$145,742	+6.4%
Apr-2017	\$178,606	+8.4%	\$211,338	+63.8%
May-2017	\$177,661	+6.1%	\$156,063	+24.0%
Jun-2017	\$184,876	+10.3%	\$166,425	-6.5%
Jul-2017	\$178,978	+5.0%	\$166,030	+14.3%
<b>Aug-2017</b>	<b>\$177,787</b>	<b>+2.1%</b>	<b>\$185,517</b>	<b>+10.8%</b>

## Historical Average Sales Price by Month

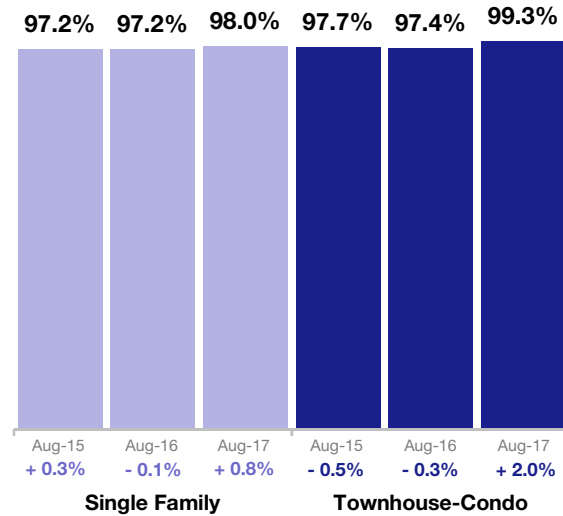




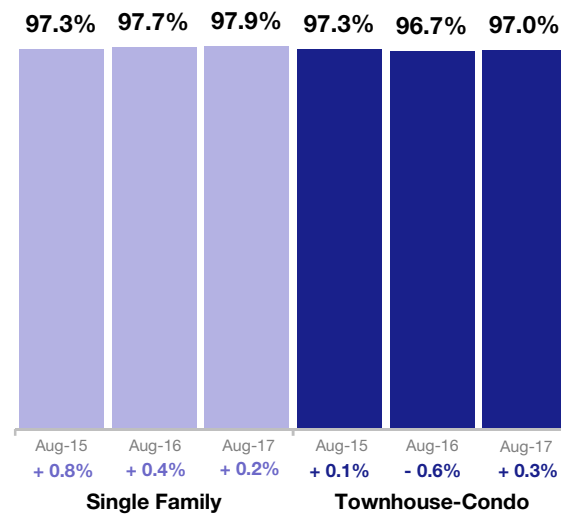
# Percent of List Price Received



## August

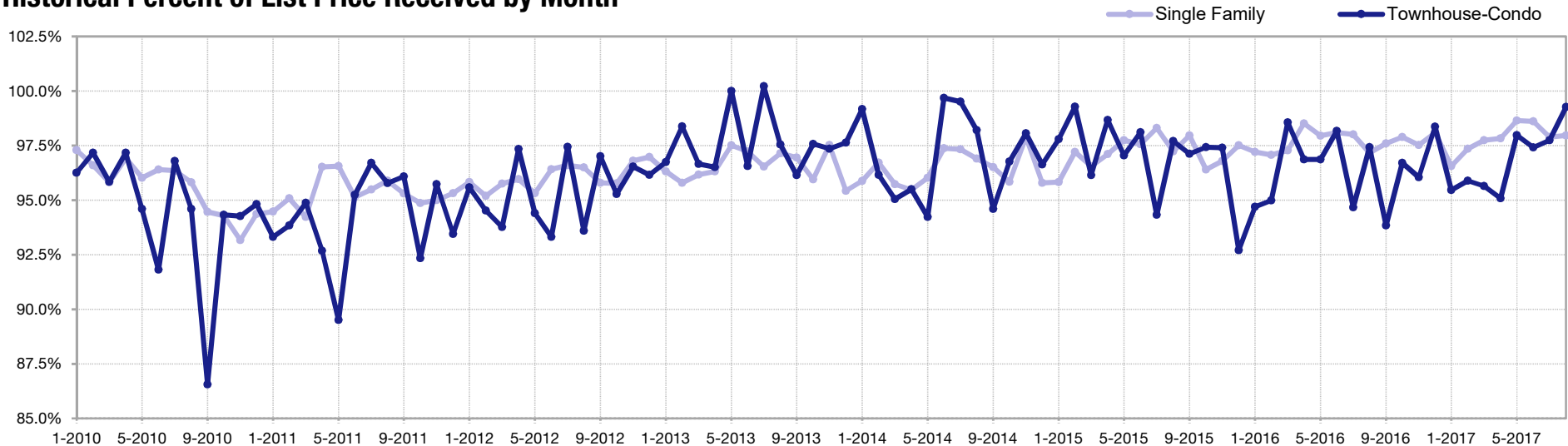


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2016	97.6%	-0.4%	93.8%	-3.4%
Oct-2016	97.9%	+1.6%	96.7%	-0.7%
Nov-2016	97.5%	+0.7%	96.0%	-1.4%
Dec-2016	98.1%	+0.6%	98.4%	+6.1%
Jan-2017	96.6%	-0.6%	95.5%	+0.8%
Feb-2017	97.4%	+0.3%	95.9%	+0.9%
Mar-2017	97.7%	+0.4%	95.6%	-3.0%
Apr-2017	97.8%	-0.7%	95.1%	-1.9%
May-2017	98.6%	+0.6%	98.0%	+1.1%
Jun-2017	98.6%	+0.5%	97.4%	-0.8%
Jul-2017	97.9%	-0.1%	97.7%	+3.2%
<b>Aug-2017</b>	<b>98.0%</b>	<b>+0.8%</b>	<b>99.3%</b>	<b>+2.0%</b>

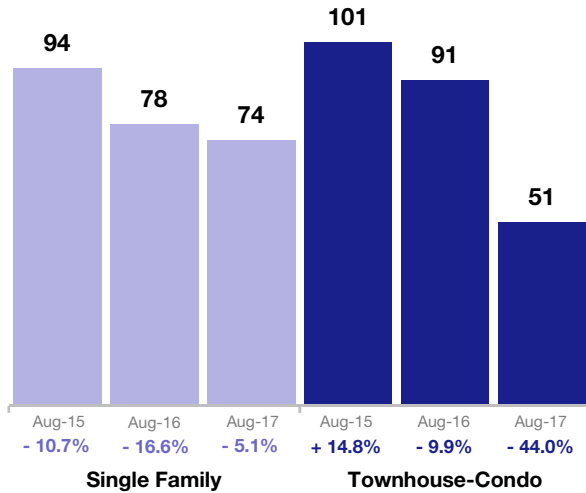
## Historical Percent of List Price Received by Month



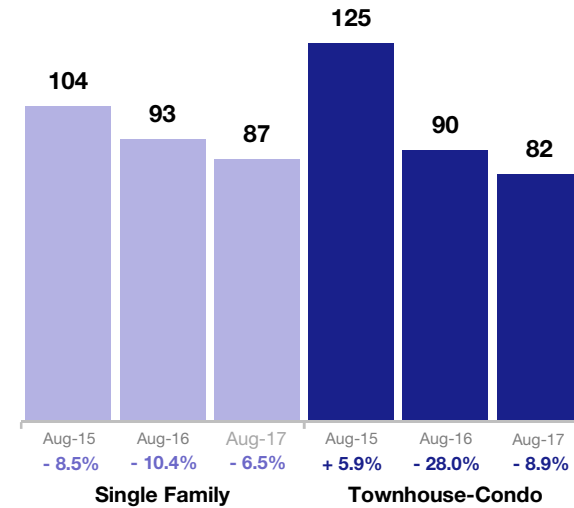
# Days on Market Until Sale



## August

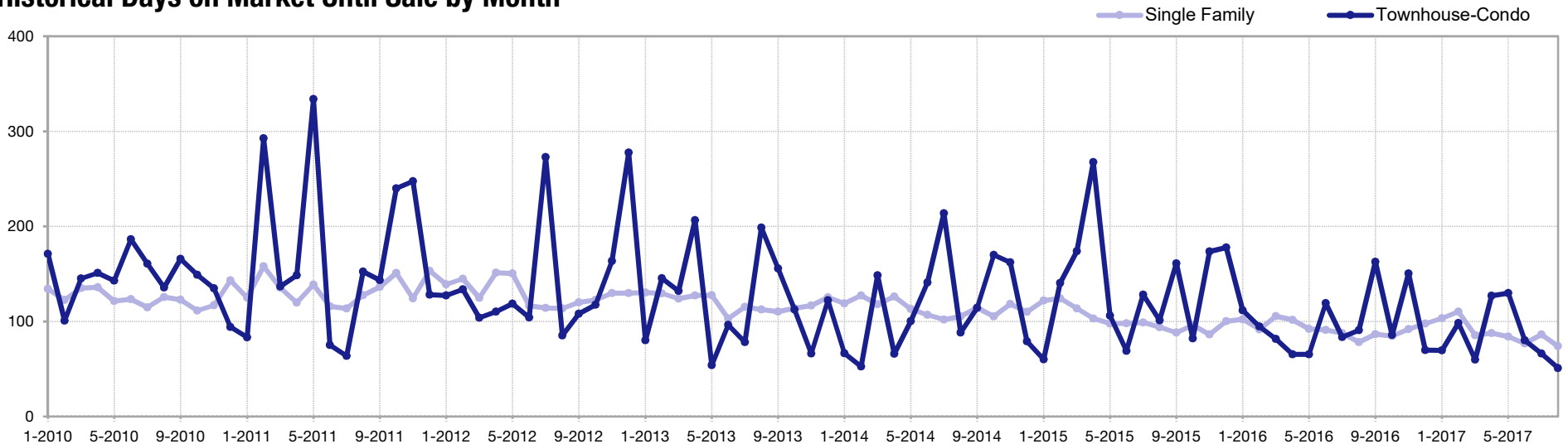


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2016	87	-1.1%	163	+1.2%
Oct-2016	85	-11.5%	86	+4.9%
Nov-2016	92	+7.0%	150	-13.8%
Dec-2016	98	-2.0%	70	-60.7%
Jan-2017	103	+1.0%	70	-37.5%
Feb-2017	110	+19.6%	98	+3.2%
Mar-2017	85	-19.8%	60	-26.8%
Apr-2017	88	-13.7%	127	+92.4%
May-2017	84	-8.7%	130	+97.0%
Jun-2017	77	-15.4%	80	-32.8%
Jul-2017	86	-2.3%	66	-21.4%
<b>Aug-2017</b>	<b>74</b>	<b>-5.1%</b>	<b>51</b>	<b>-44.0%</b>

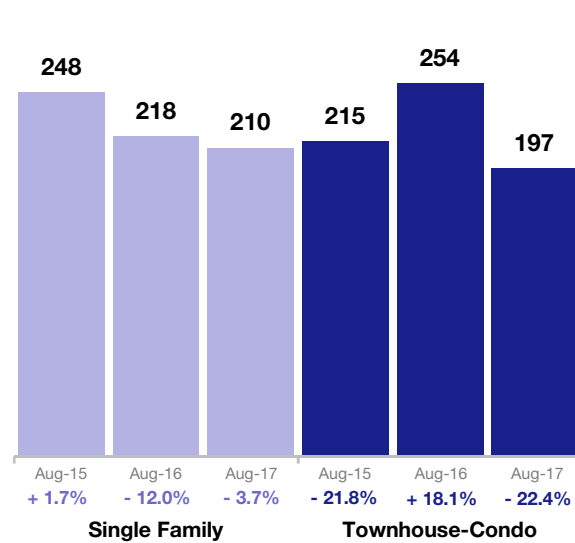
## Historical Days on Market Until Sale by Month



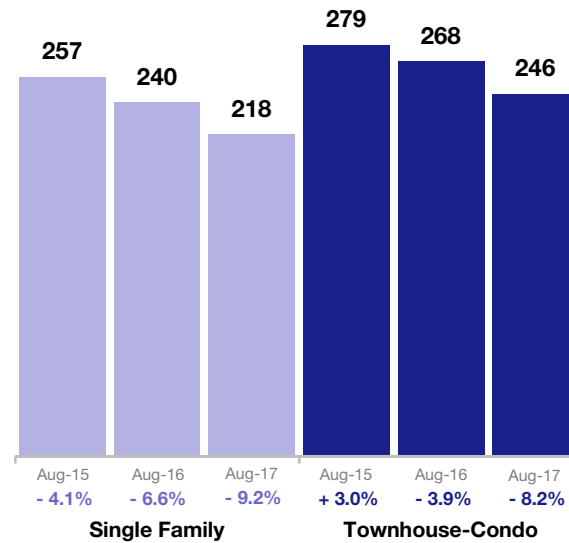
# Housing Affordability Index



## August

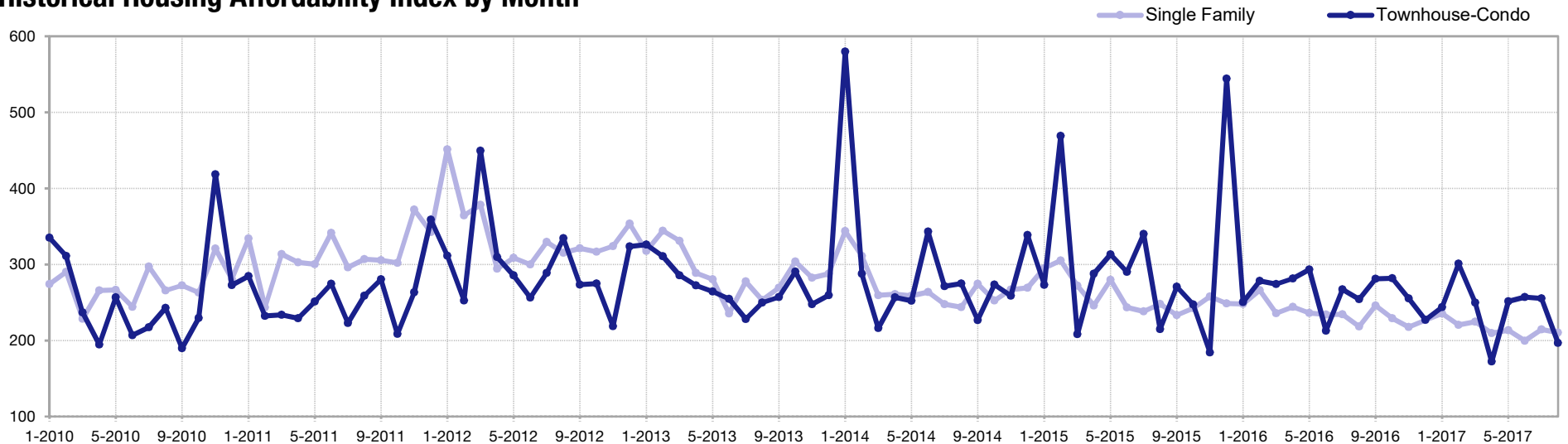


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2016	246	+5.6%	281	+3.7%
Oct-2016	229	-5.4%	282	+14.2%
Nov-2016	218	-15.5%	255	+38.6%
Dec-2016	227	-8.8%	227	-58.3%
Jan-2017	235	-5.2%	244	-2.4%
Feb-2017	221	-16.9%	301	+7.9%
Mar-2017	225	-4.7%	250	-8.8%
Apr-2017	210	-13.9%	172	-39.0%
May-2017	214	-9.3%	252	-14.0%
Jun-2017	200	-14.5%	257	+20.7%
Jul-2017	215	-8.1%	255	-4.5%
<b>Aug-2017</b>	<b>210</b>	<b>-3.7%</b>	<b>197</b>	<b>-22.4%</b>

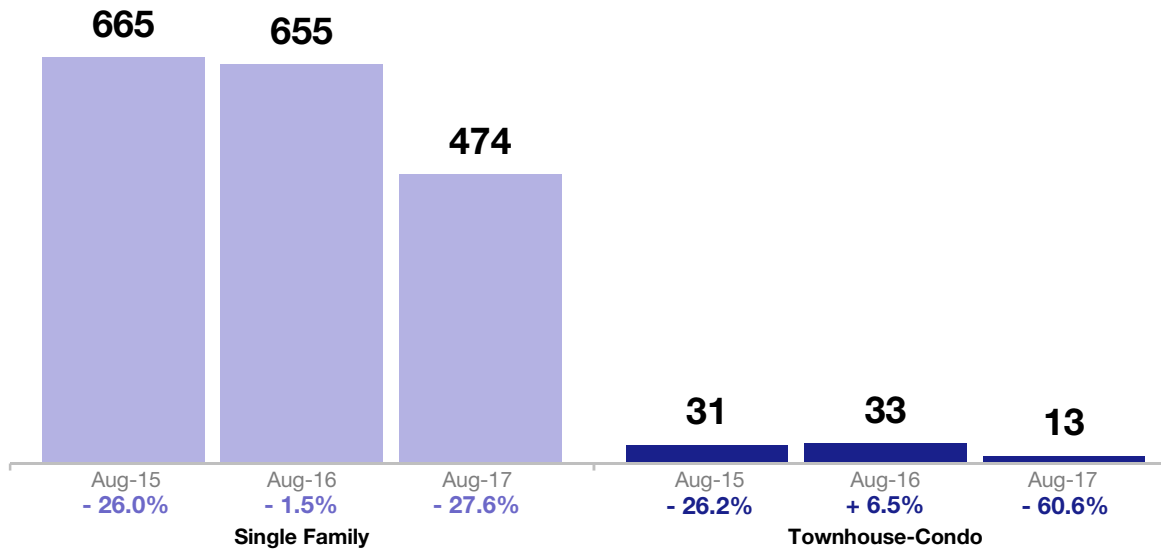
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

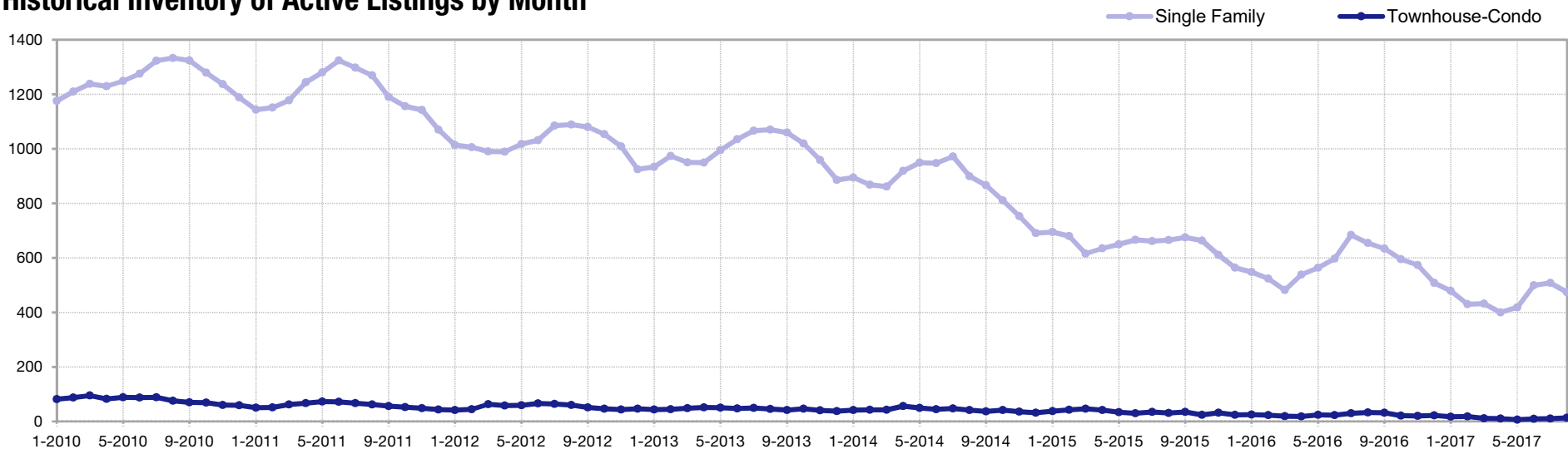


## August



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2016	634	-6.1%	32	-8.6%
Oct-2016	595	-10.3%	21	-12.5%
Nov-2016	574	-6.1%	20	-37.5%
Dec-2016	508	-9.9%	22	-8.3%
Jan-2017	479	-12.6%	17	-32.0%
Feb-2017	430	-17.9%	18	-21.7%
Mar-2017	432	-10.4%	12	-36.8%
Apr-2017	400	-25.7%	11	-38.9%
May-2017	418	-25.9%	7	-70.8%
Jun-2017	499	-16.4%	10	-56.5%
Jul-2017	508	-25.7%	11	-63.3%
<b>Aug-2017</b>	<b>474</b>	<b>-27.6%</b>	<b>13</b>	<b>-60.6%</b>

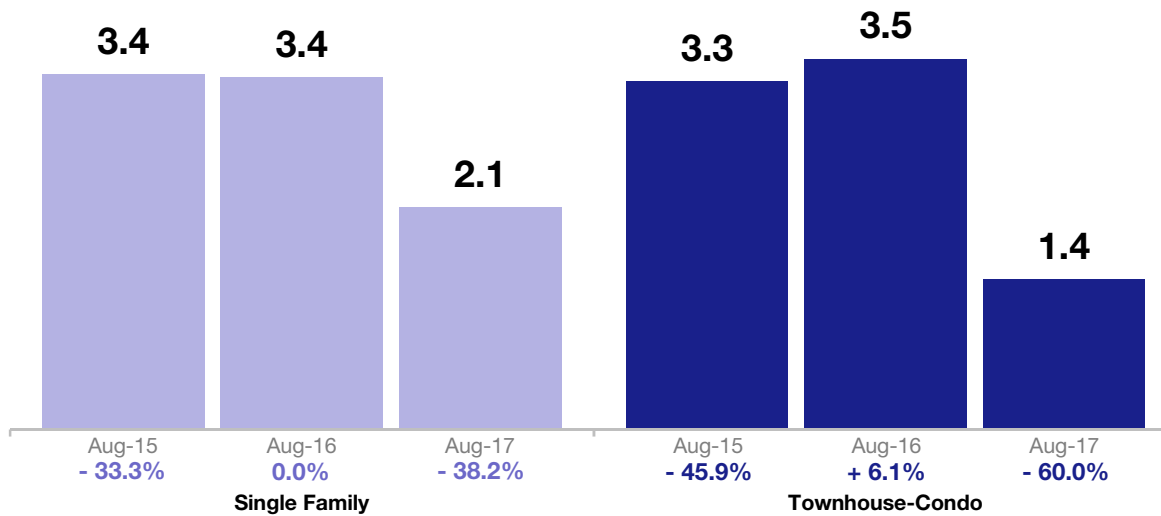
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

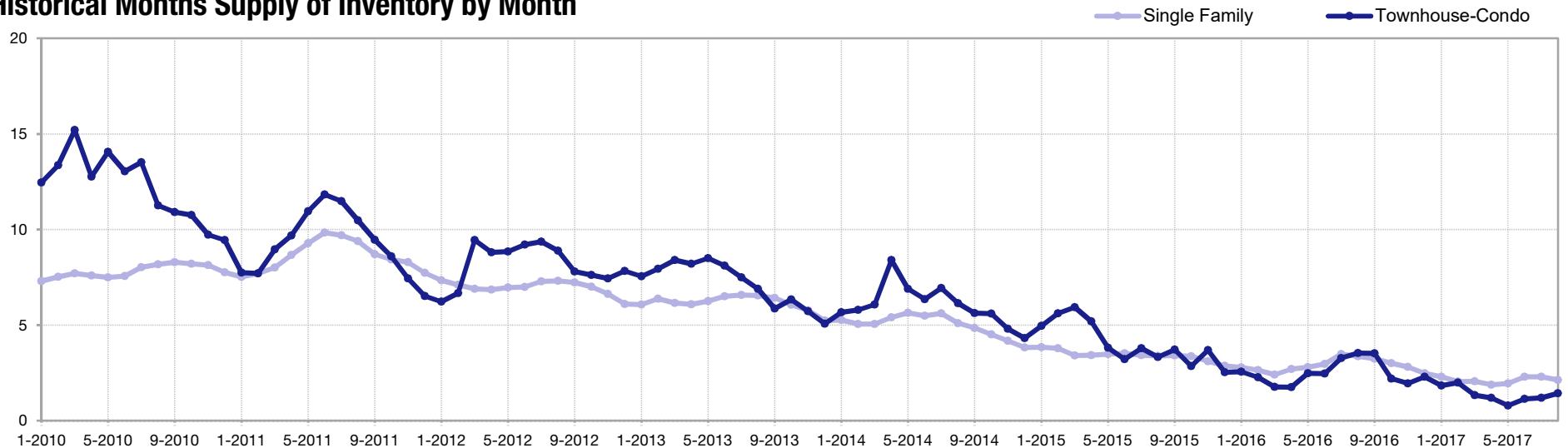


## August



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2016	3.2	-5.9%	3.5	-5.4%
Oct-2016	3.0	-11.8%	2.2	-24.1%
Nov-2016	2.8	-9.7%	2.0	-45.9%
Dec-2016	2.5	-13.8%	2.3	-8.0%
Jan-2017	2.3	-17.9%	1.8	-30.8%
Feb-2017	2.1	-19.2%	2.0	-13.0%
Mar-2017	2.1	-12.5%	1.3	-27.8%
Apr-2017	1.9	-29.6%	1.2	-33.3%
May-2017	1.9	-32.1%	0.8	-68.0%
Jun-2017	2.3	-23.3%	1.1	-56.0%
Jul-2017	2.3	-34.3%	1.2	-63.6%
<b>Aug-2017</b>	<b>2.1</b>	<b>-38.2%</b>	<b>1.4</b>	<b>-60.0%</b>

## Historical Months Supply of Inventory by Month



# Total Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



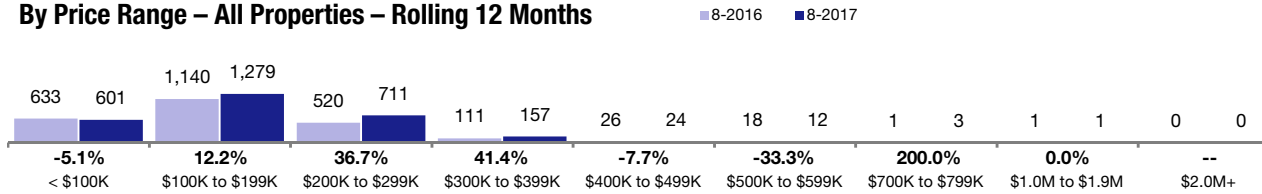
Key Metrics	Historical Sparkbars	8-2016	8-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		316	<b>360</b>	+ 13.9%	2,389	<b>2,473</b>	+ 3.5%
<b>Pending Sales</b>		252	<b>319</b>	+ 26.6%	1,824	<b>2,052</b>	+ 12.5%
<b>Sold Listings</b>		248	<b>274</b>	+ 10.5%	1,672	<b>1,882</b>	+ 12.6%
<b>Median Sales Price</b>		\$169,950	<b>\$174,000</b>	+ 2.4%	\$154,000	<b>\$165,000</b>	+ 7.1%
<b>Avg. Sales Price</b>		\$173,885	<b>\$178,042</b>	+ 2.4%	\$165,547	<b>\$173,731</b>	+ 4.9%
<b>Pct. of List Price Received</b>		97.2%	<b>98.0%</b>	+ 0.8%	97.7%	<b>97.9%</b>	+ 0.2%
<b>Days on Market</b>		79	<b>73</b>	- 7.6%	93	<b>86</b>	- 7.5%
<b>Affordability Index</b>		219	<b>209</b>	- 4.6%	242	<b>221</b>	- 8.7%
<b>Active Listings</b>		688	<b>487</b>	- 29.2%	--	<b>--</b>	--
<b>Months Supply</b>		3.4	<b>2.1</b>	- 38.2%	--	<b>--</b>	--

# Sold Listings

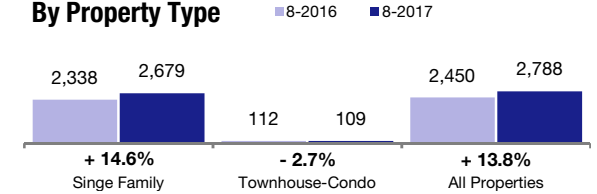
Actual sales that have closed in a given month.



## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	8-2016	8-2017	Change	8-2016	8-2017	Change
\$99,999 and Below	598	579	-3.2%	35	22	-37.1%
\$100,000 to \$199,999	1,081	1,214	+12.3%	59	65	+10.2%
\$200,000 to \$299,999	506	693	+37.0%	14	18	+28.6%
\$300,000 to \$399,999	109	154	+41.3%	2	3	+50.0%
\$400,000 to \$499,999	25	24	-4.0%	1	0	-100.0%
\$500,000 to \$699,999	17	11	-35.3%	1	1	0.0%
\$700,000 to \$999,999	1	3	+200.0%	0	0	--
\$1,000,000 to \$1,999,999	1	1	0.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>2,338</b>	<b>2,679</b>	<b>+14.6%</b>	<b>112</b>	<b>109</b>	<b>-2.7%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2017	8-2017	Change	7-2017	8-2017	Change
\$99,999 and Below	56	57	+1.8%	1	1	0.0%
\$100,000 to \$199,999	90	112	+24.4%	6	4	-33.3%
\$200,000 to \$299,999	68	73	+7.4%	3	4	+33.3%
\$300,000 to \$399,999	17	18	+5.9%	0	0	--
\$400,000 to \$499,999	2	3	+50.0%	0	0	--
\$500,000 to \$699,999	3	2	-33.3%	0	0	--
\$700,000 to \$999,999	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>236</b>	<b>265</b>	<b>+12.3%</b>	<b>10</b>	<b>9</b>	<b>-10.0%</b>

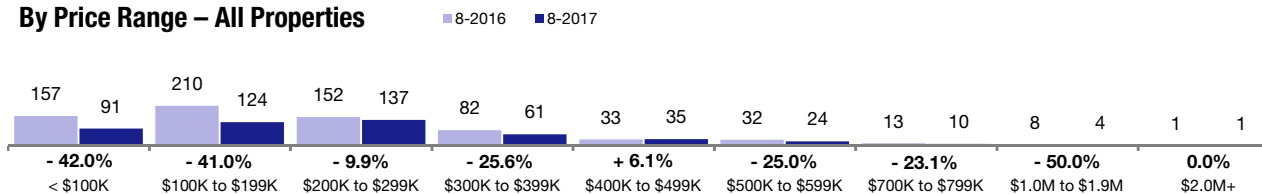
### Year to Date

By Price Range	Single Family			Condo		
	8-2016	8-2017	Change	8-2016	8-2017	Change
\$99,999 and Below	383	396	+3.4%	17	12	-29.4%
\$100,000 to \$199,999	756	794	+5.0%	39	35	-10.3%
\$200,000 to \$299,999	354	489	+38.1%	11	13	+18.2%
\$300,000 to \$399,999	76	114	+50.0%	0	3	--
\$400,000 to \$499,999	17	15	-11.8%	1	0	-100.0%
\$500,000 to \$699,999	15	10	-33.3%	1	0	-100.0%
\$700,000 to \$999,999	1	0	-100.0%	0	0	--
\$1,000,000 to \$1,999,999	1	1	0.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>1,603</b>	<b>1,819</b>	<b>+13.5%</b>	<b>69</b>	<b>63</b>	<b>-8.7%</b>

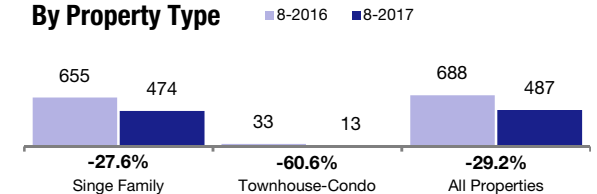
# Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

## By Price Range – All Properties



## By Property Type



### Year over Year

By Price Range	Single Family			Condo		
	8-2016	8-2017	Change	8-2016	8-2017	Change
\$99,999 and Below	148	91	-38.5%	9	0	-100.0%
\$100,000 to \$199,999	200	117	-41.5%	10	7	-30.0%
\$200,000 to \$299,999	141	132	-6.4%	11	5	-54.5%
\$300,000 to \$399,999	80	60	-25.0%	2	1	-50.0%
\$400,000 to \$499,999	33	35	+6.1%	0	0	--
\$500,000 to \$699,999	31	24	-22.6%	1	0	-100.0%
\$700,000 to \$999,999	13	10	-23.1%	0	0	--
\$1,000,000 to \$1,999,999	8	4	-50.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>655</b>	<b>474</b>	<b>-27.6%</b>	<b>33</b>	<b>13</b>	<b>-60.6%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2017	8-2017	Change	7-2017	8-2017	Change
\$99,999 and Below	92	91	-1.1%	1	0	-100.0%
\$100,000 to \$199,999	145	117	-19.3%	6	7	+16.7%
\$200,000 to \$299,999	139	132	-5.0%	4	5	+25.0%
\$300,000 to \$399,999	60	60	0.0%	0	1	--
\$400,000 to \$499,999	32	35	+9.4%	0	0	--
\$500,000 to \$699,999	23	24	+4.3%	0	0	--
\$700,000 to \$999,999	12	10	-16.7%	0	0	--
\$1,000,000 to \$1,999,999	4	4	0.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>508</b>	<b>474</b>	<b>-6.7%</b>	<b>11</b>	<b>13</b>	<b>+18.2%</b>

### Year to Date

By Price Range	Single Family			Condo		
	8-2016	8-2017	Change	8-2016	8-2017	Change
\$99,999 and Below	383	396	+3.4%	17	12	-29.4%
\$100,000 to \$199,999	756	794	+5.0%	39	35	-10.3%
\$200,000 to \$299,999	354	489	+38.1%	11	13	+18.2%
\$300,000 to \$399,999	76	114	+50.0%	0	3	--
\$400,000 to \$499,999	17	15	-11.8%	1	0	-100.0%
\$500,000 to \$699,999	15	10	-33.3%	1	0	-100.0%
\$700,000 to \$999,999	1	0	-100.0%	0	0	--
\$1,000,000 to \$1,999,999	1	1	0.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>1,603</b>	<b>1,819</b>	<b>+13.5%</b>	<b>69</b>	<b>63</b>	<b>-8.7%</b>

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	A count of all the listings that went into pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and average income by county.
<b>Inventory of Active Listings</b>	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
<b>Months Supply of Inventory</b>	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.