

Monthly Indicators



January 2018

Percent changes calculated using year-over-year comparisons.

New Listings were up 23.6 percent for single family homes but decreased 14.3 percent for townhouse-condo properties. Pending Sales increased 21.3 percent for single family homes but decreased 37.5 percent for townhouse-condo properties.

The Median Sales Price was up 24.1 percent to \$180,000 for single family homes and 8.4 percent to \$151,800 for townhouse-condo properties. Days on Market decreased 20.4 percent for single family homes but increased 11.4 percent for townhouse-condo properties.

Whatever external forces are placed upon residential real estate markets across the country – whether they are related to tax legislation, mortgage rates, employment situation changes, new family formations, the availability of new construction and the like – the appetite for home buying remains strong enough to drive prices upward in virtually all markets across the country. New sales are not necessarily following that trend, but monthly increases are expected until at least late summer.

Activity Snapshot

- 0.6%	+ 20.2%	- 26.4%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings 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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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	1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		208	257	+ 23.6%	208	257	+ 23.6%
Pending Sales		188	228	+ 21.3%	188	228	+ 21.3%
Sold Listings		165	161	- 2.4%	165	161	- 2.4%
Median Sales Price		\$145,000	\$180,000	+ 24.1%	\$145,000	\$180,000	+ 24.1%
Avg. Sales Price		\$151,364	\$180,017	+ 18.9%	\$151,364	\$180,017	+ 18.9%
Pct. of List Price Received		96.6%	97.2%	+ 0.6%	96.6%	97.2%	+ 0.6%
Days on Market		103	82	- 20.4%	103	82	- 20.4%
Affordability Index		235	192	- 18.3%	235	192	- 18.3%
Active Listings		486	360	- 25.9%	--	--	--
Months Supply		2.3	1.6	- 30.4%	--	--	--

Townhouse-Condo Market Overview

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

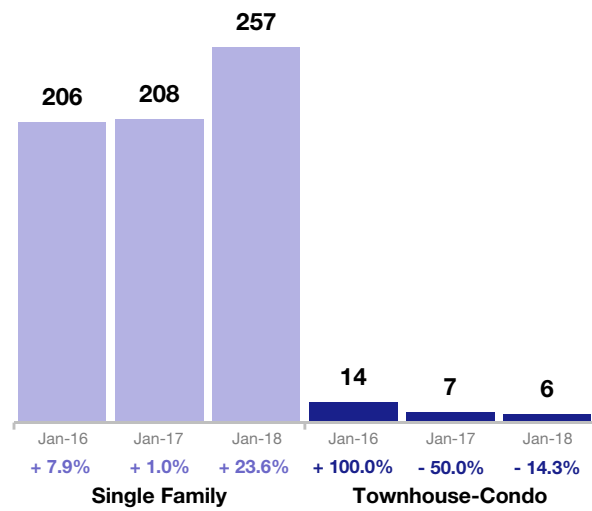


Key Metrics	Historical Sparkbars	1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		7	6	- 14.3%	7	6	- 14.3%
Pending Sales		8	5	- 37.5%	8	5	- 37.5%
Sold Listings		4	7	+ 75.0%	4	7	+ 75.0%
Median Sales Price		\$140,000	\$151,800	+ 8.4%	\$140,000	\$151,800	+ 8.4%
Avg. Sales Price		\$129,225	\$168,071	+ 30.1%	\$129,225	\$168,071	+ 30.1%
Pct. of List Price Received		95.5%	98.5%	+ 3.1%	95.5%	98.5%	+ 3.1%
Days on Market		70	78	+ 11.4%	70	78	+ 11.4%
Affordability Index		244	228	- 6.6%	244	228	- 6.6%
Active Listings		17	10	- 41.2%	--	--	--
Months Supply		1.8	1.1	- 38.9%	--	--	--

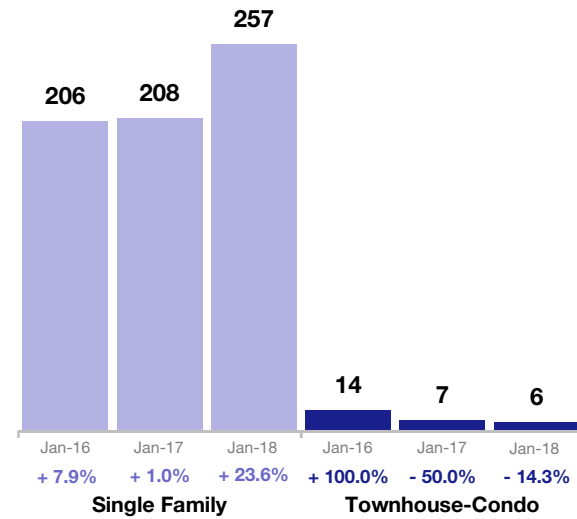
New Listings



January

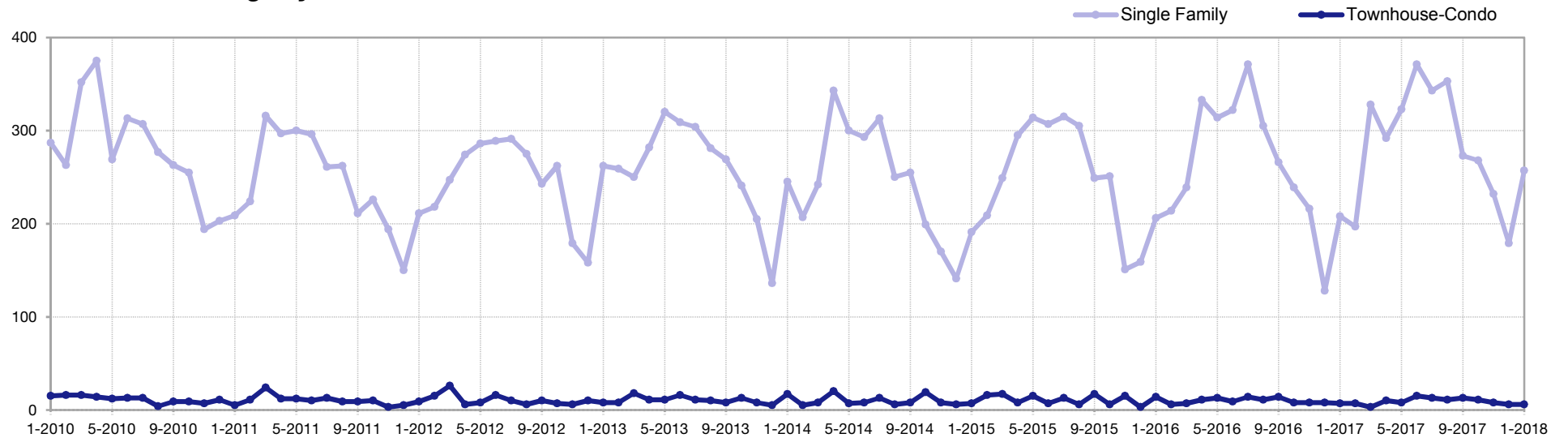


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	197	-7.9%	7	+16.7%
Mar-2017	328	+37.2%	3	-57.1%
Apr-2017	292	-12.3%	10	-9.1%
May-2017	323	+2.9%	8	-38.5%
Jun-2017	371	+15.2%	15	+66.7%
Jul-2017	343	-7.5%	13	-7.1%
Aug-2017	353	+15.7%	11	0.0%
Sep-2017	273	+2.6%	13	-7.1%
Oct-2017	268	+12.1%	11	+37.5%
Nov-2017	232	+7.4%	8	0.0%
Dec-2017	179	+39.8%	6	-25.0%
Jan-2018	257	+23.6%	6	-14.3%

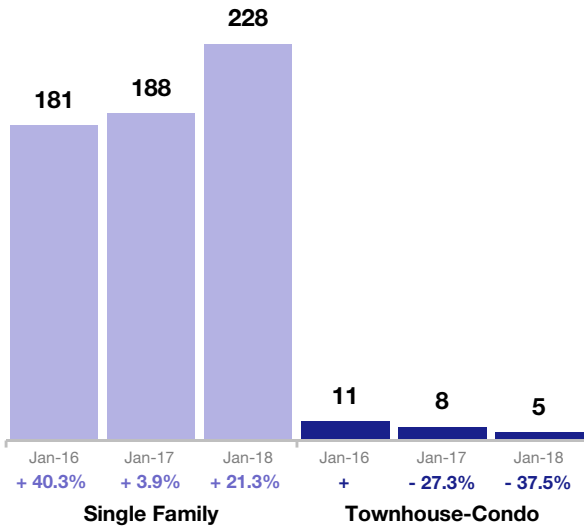
Historical New Listings by Month



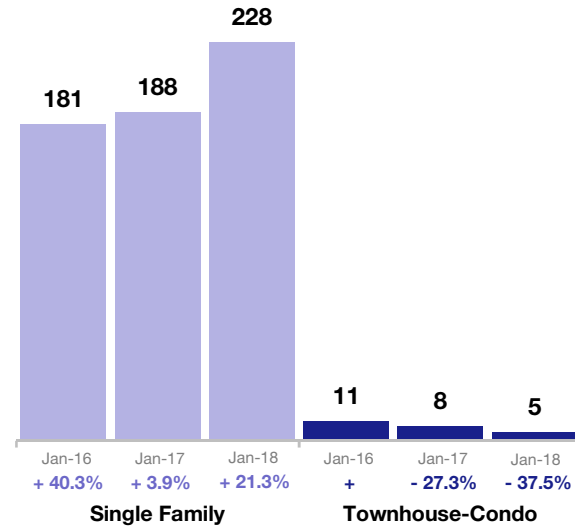
Pending Sales



January

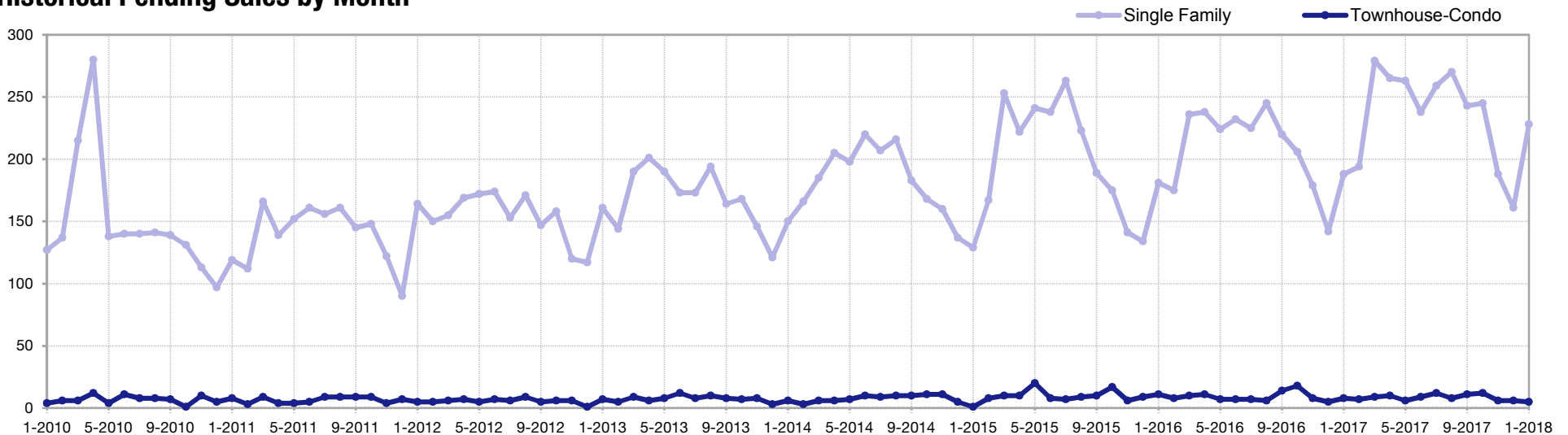


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	194	+10.9%	7	-12.5%
Mar-2017	279	+18.2%	9	-10.0%
Apr-2017	265	+11.3%	10	-9.1%
May-2017	263	+17.4%	6	-14.3%
Jun-2017	238	+2.6%	9	+28.6%
Jul-2017	259	+15.1%	12	+71.4%
Aug-2017	270	+10.2%	8	+33.3%
Sep-2017	243	+10.5%	11	-21.4%
Oct-2017	245	+18.9%	12	-33.3%
Nov-2017	188	+5.0%	6	-25.0%
Dec-2017	161	+13.4%	6	+20.0%
Jan-2018	228	+21.3%	5	-37.5%

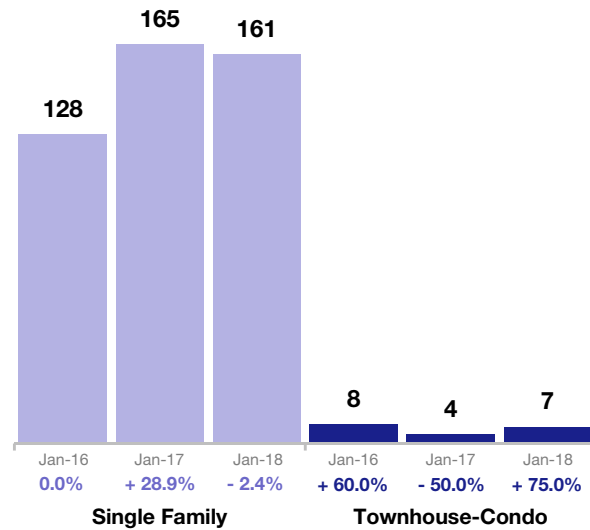
Historical Pending Sales by Month



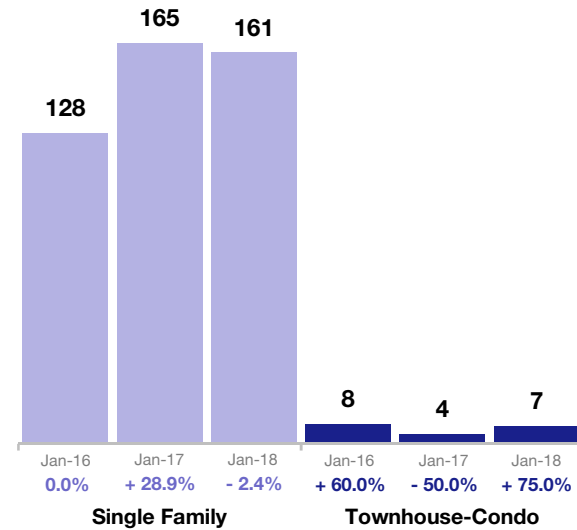
Sold Listings



January

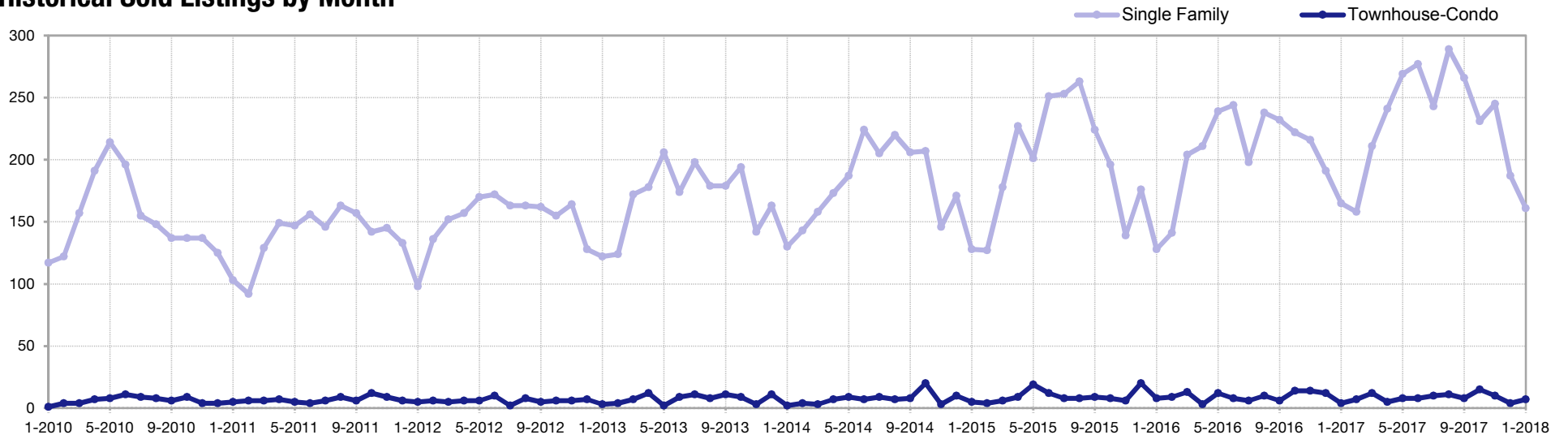


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	158	+12.1%	7	-22.2%
Mar-2017	211	+3.4%	12	-7.7%
Apr-2017	241	+14.2%	5	+66.7%
May-2017	269	+12.6%	8	-33.3%
Jun-2017	277	+13.5%	8	0.0%
Jul-2017	243	+22.7%	10	+66.7%
Aug-2017	289	+21.4%	11	+10.0%
Sep-2017	266	+14.7%	8	+33.3%
Oct-2017	231	+4.1%	15	+7.1%
Nov-2017	245	+13.4%	10	-28.6%
Dec-2017	187	-2.1%	4	-66.7%
Jan-2018	161	-2.4%	7	+75.0%

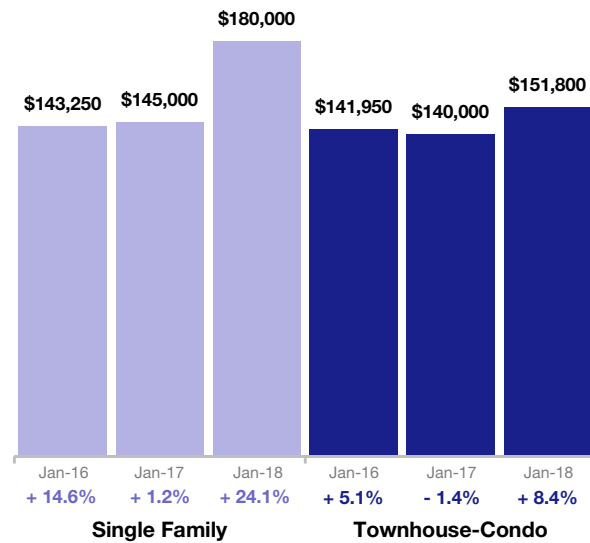
Historical Sold Listings by Month



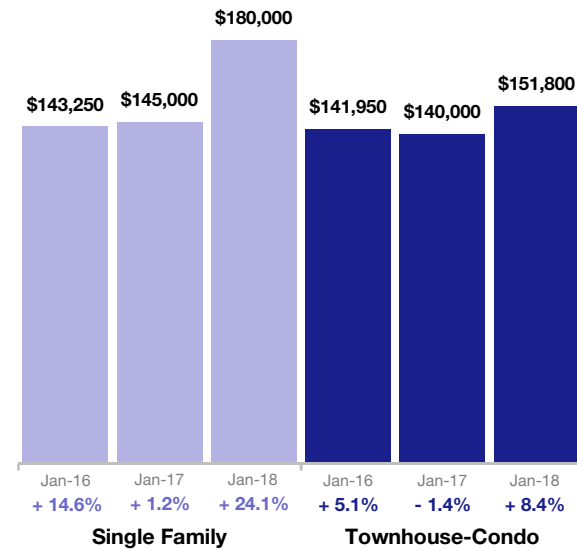
Median Sales Price



January

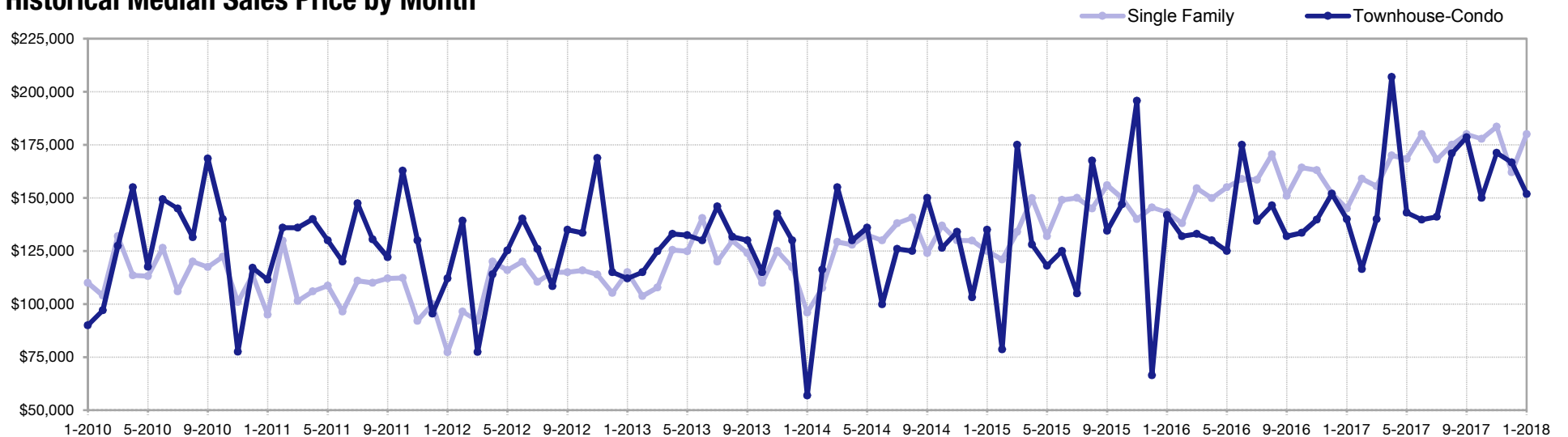


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$168,100	+6.1%	\$141,100	+1.4%
Aug-2017	\$175,000	+2.6%	\$171,000	+16.8%
Sep-2017	\$180,000	+19.2%	\$178,500	+35.2%
Oct-2017	\$177,750	+8.2%	\$150,000	+12.3%
Nov-2017	\$183,500	+12.6%	\$171,250	+22.6%
Dec-2017	\$162,124	+6.6%	\$166,750	+9.7%
Jan-2018	\$180,000	+24.1%	\$151,800	+8.4%

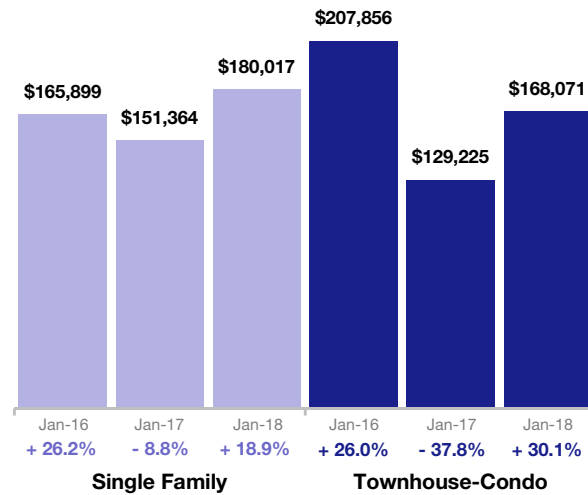
Historical Median Sales Price by Month



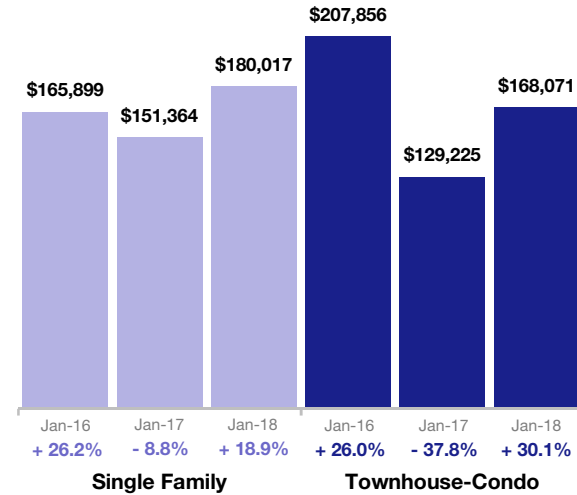
Average Sales Price



January

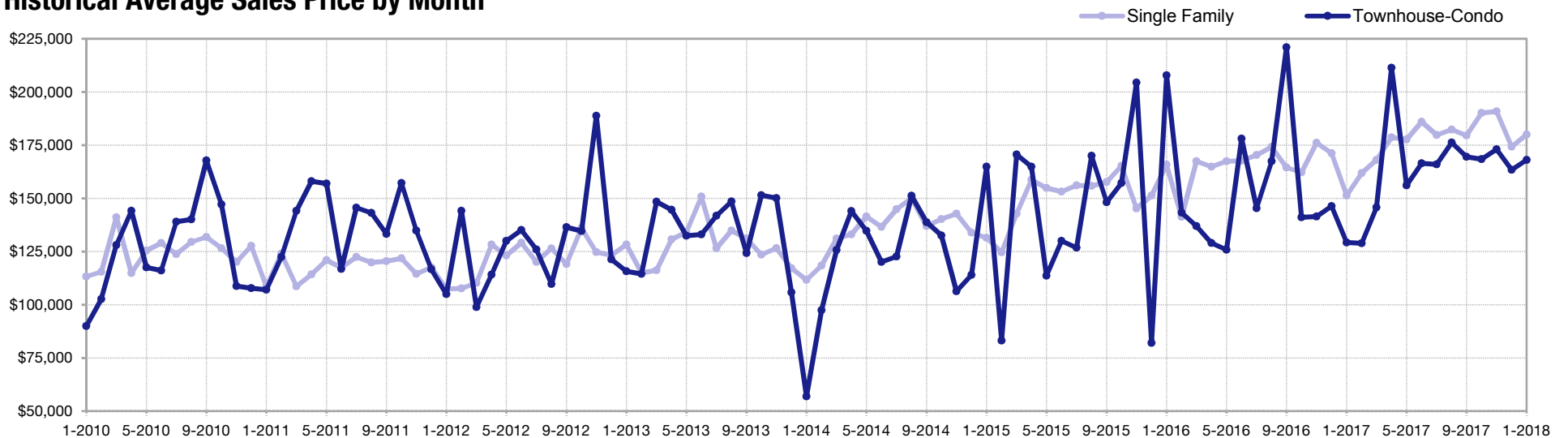


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	\$161,805	+14.5%	\$128,857	-10.1%
Mar-2017	\$168,015	+0.4%	\$145,742	+6.4%
Apr-2017	\$178,645	+8.4%	\$211,338	+63.8%
May-2017	\$177,661	+6.1%	\$156,063	+24.0%
Jun-2017	\$186,010	+11.0%	\$166,425	-6.5%
Jul-2017	\$179,724	+5.5%	\$166,030	+14.3%
Aug-2017	\$182,372	+4.7%	\$176,195	+5.2%
Sep-2017	\$179,555	+9.1%	\$169,500	-23.3%
Oct-2017	\$190,161	+17.2%	\$168,435	+19.4%
Nov-2017	\$190,861	+8.4%	\$173,065	+22.4%
Dec-2017	\$174,204	+1.7%	\$163,350	+11.6%
Jan-2018	\$180,017	+18.9%	\$168,071	+30.1%

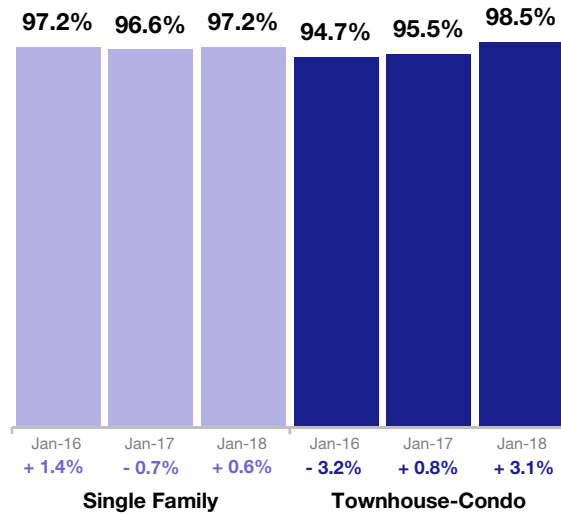
Historical Average Sales Price by Month



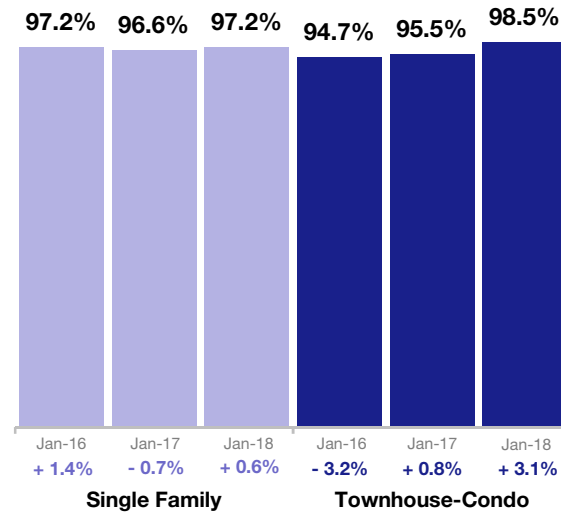
Percent of List Price Received



January

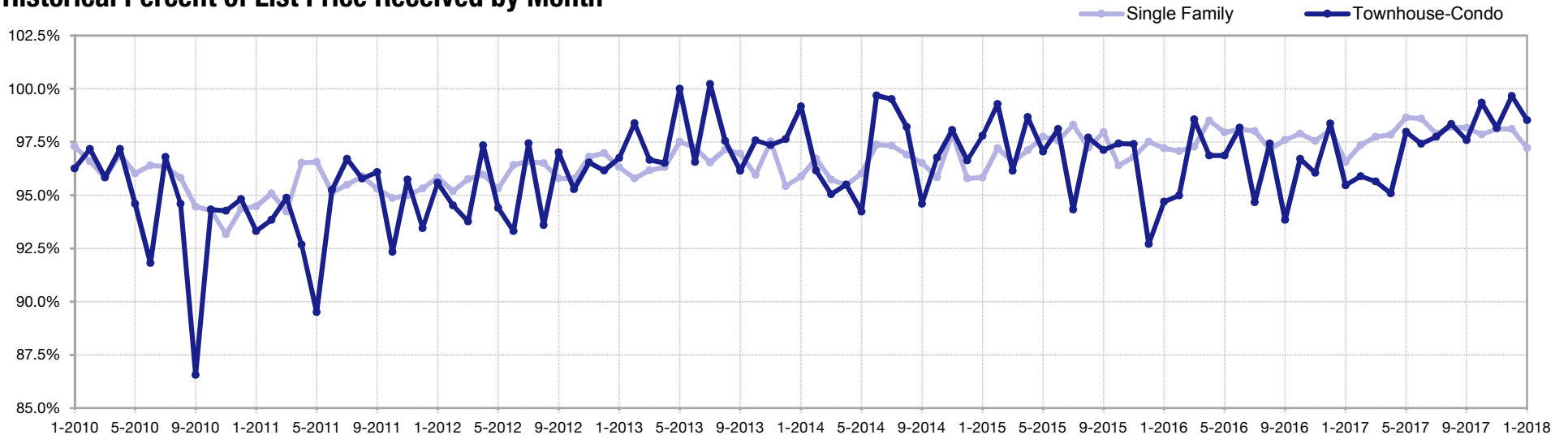


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Aug-2017	98.2%	+1.0%	98.3%	+0.9%
Sep-2017	98.2%	+0.6%	97.6%	+4.1%
Oct-2017	97.9%	0.0%	99.3%	+2.7%
Nov-2017	98.1%	+0.5%	98.2%	+2.3%
Dec-2017	98.1%	0.0%	99.7%	+1.3%
Jan-2018	97.2%	+0.6%	98.5%	+3.1%

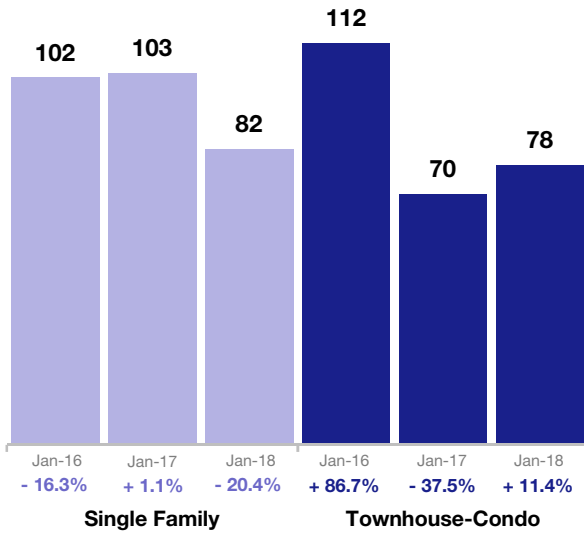
Historical Percent of List Price Received by Month



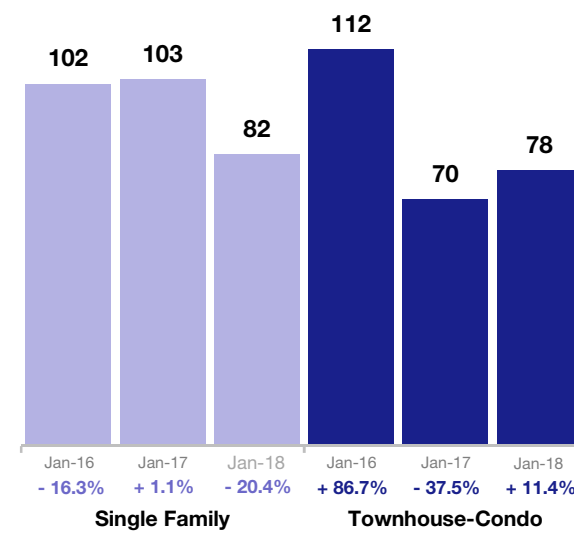
Days on Market Until Sale



January

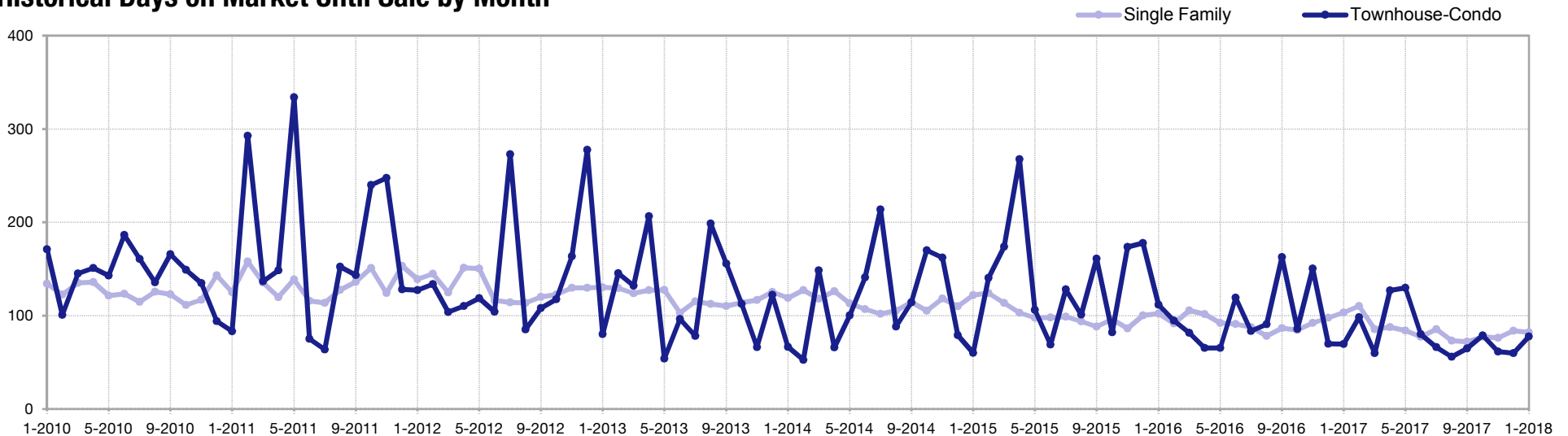


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	78	-14.3%	80	-32.8%
Jul-2017	85	-3.4%	66	-21.4%
Aug-2017	73	-6.4%	56	-38.5%
Sep-2017	72	-17.2%	65	-60.1%
Oct-2017	77	-9.4%	79	-8.1%
Nov-2017	76	-17.4%	62	-58.7%
Dec-2017	84	-14.3%	60	-14.3%
Jan-2018	82	-20.4%	78	+11.4%

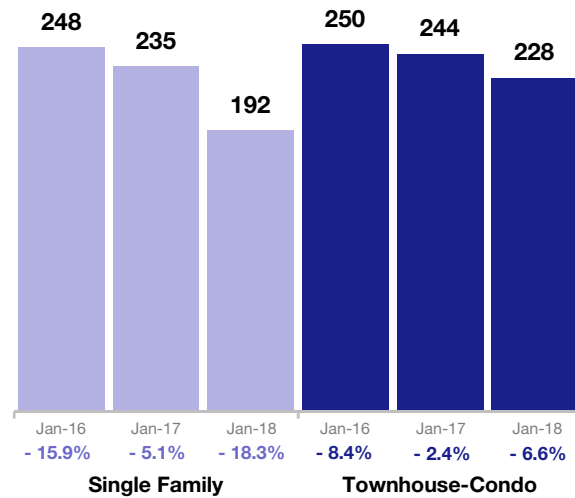
Historical Days on Market Until Sale by Month



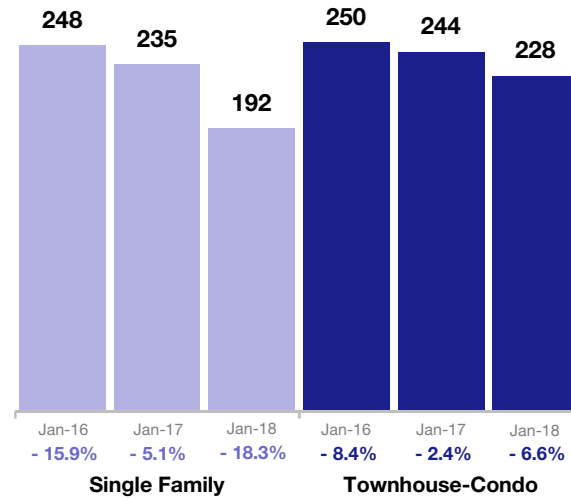
Housing Affordability Index



January

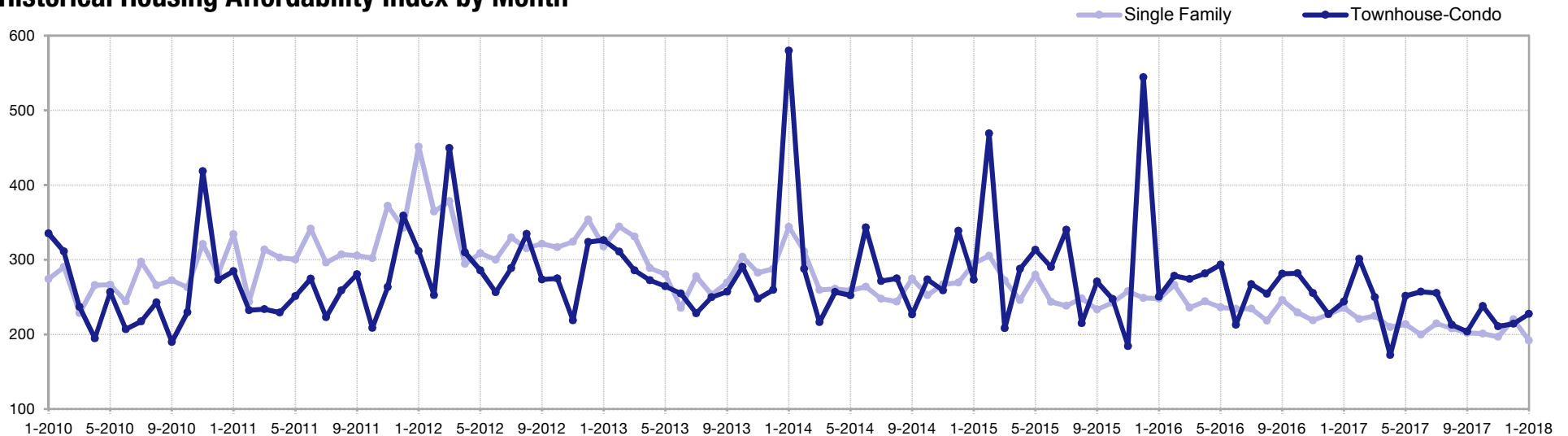


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	214	-8.5%	255	-4.5%
Aug-2017	208	-4.6%	213	-16.1%
Sep-2017	202	-17.9%	204	-27.4%
Oct-2017	201	-12.2%	238	-15.6%
Nov-2017	197	-10.0%	211	-17.3%
Dec-2017	220	-3.1%	214	-5.7%
Jan-2018	192	-18.3%	228	-6.6%

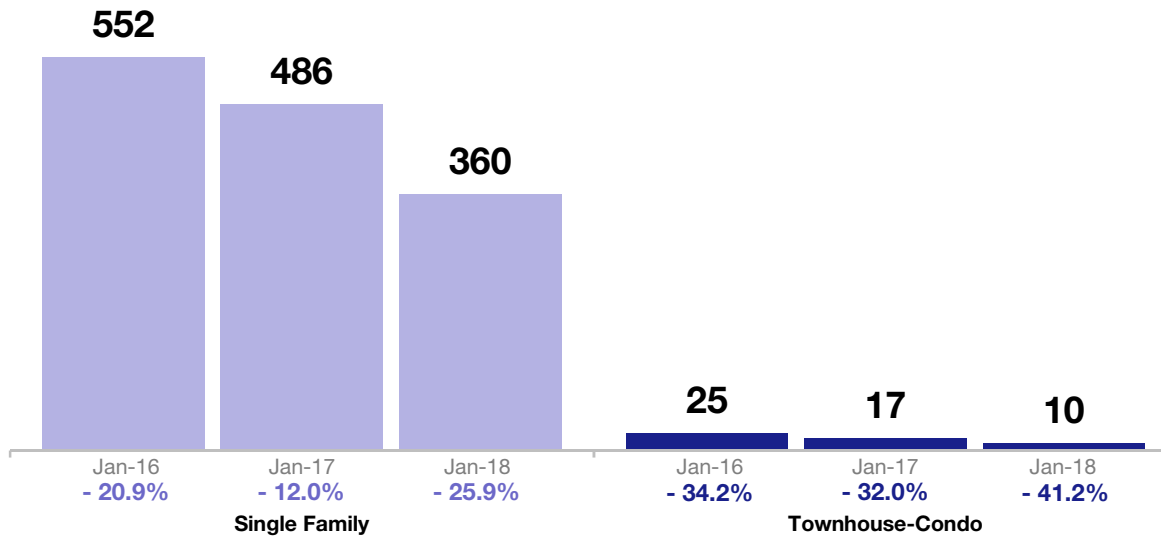
Historical Housing Affordability Index by Month



Inventory of Active Listings

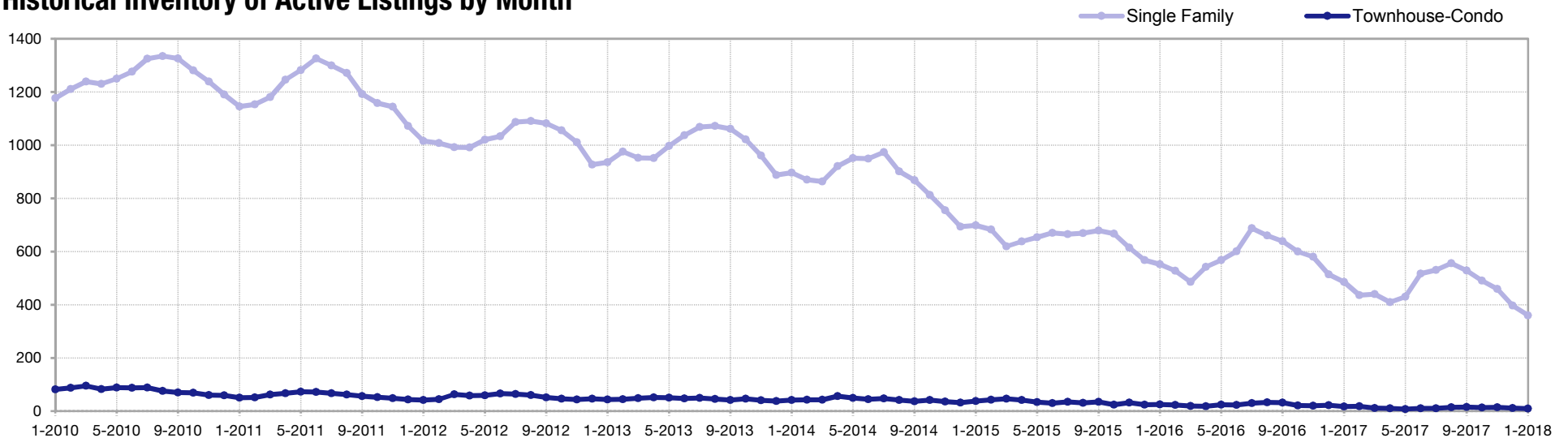


January



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	436	-17.4%	18	-21.7%
Mar-2017	440	-9.5%	12	-36.8%
Apr-2017	410	-24.4%	11	-38.9%
May-2017	430	-24.3%	8	-66.7%
Jun-2017	517	-14.0%	11	-52.2%
Jul-2017	531	-22.8%	11	-63.3%
Aug-2017	556	-15.8%	14	-57.6%
Sep-2017	529	-17.2%	15	-53.1%
Oct-2017	491	-18.2%	13	-38.1%
Nov-2017	459	-20.9%	14	-30.0%
Dec-2017	397	-22.8%	12	-45.5%
Jan-2018	360	-25.9%	10	-41.2%

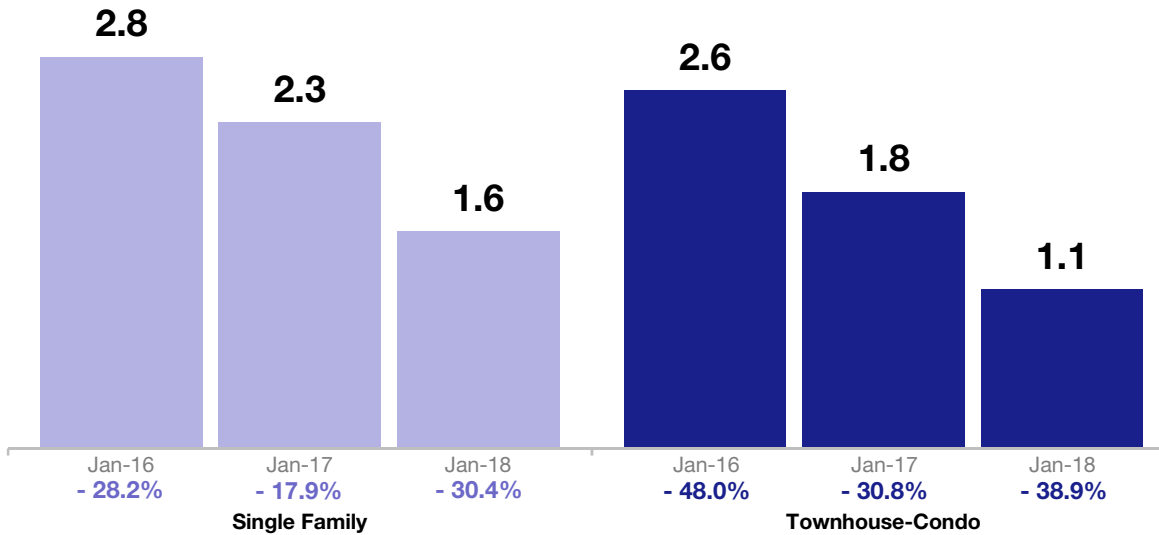
Historical Inventory of Active Listings by Month



Months Supply of Inventory

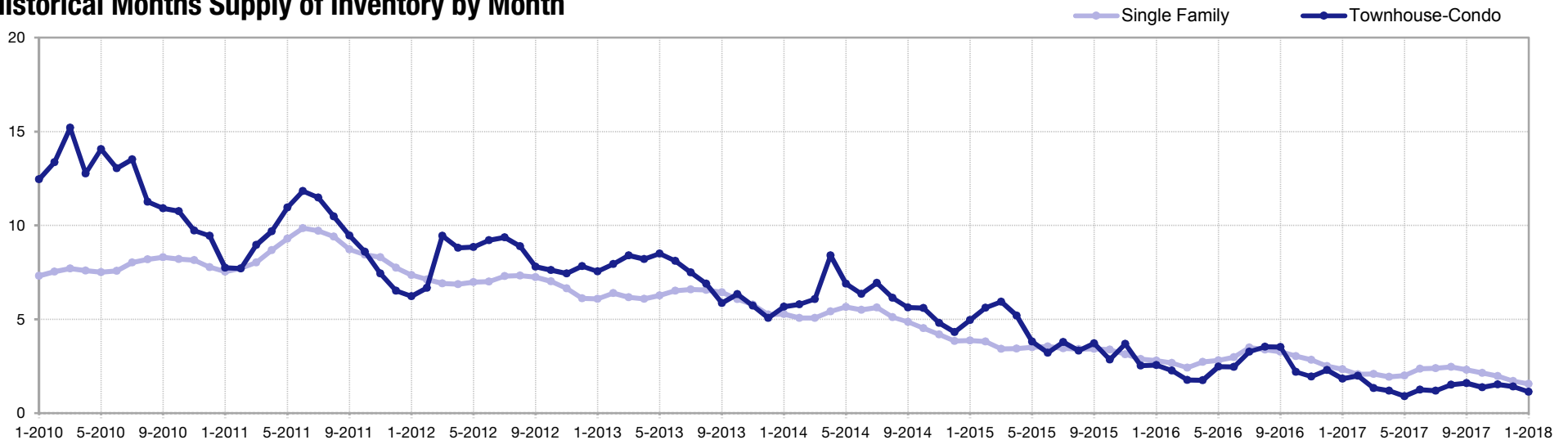


January



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	2.1	-22.2%	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	2.0	-28.6%	0.9	-64.0%
Jun-2017	2.4	-20.0%	1.2	-52.0%
Jul-2017	2.4	-31.4%	1.2	-63.6%
Aug-2017	2.5	-26.5%	1.5	-57.1%
Sep-2017	2.3	-30.3%	1.6	-54.3%
Oct-2017	2.1	-30.0%	1.4	-36.4%
Nov-2017	2.0	-28.6%	1.5	-25.0%
Dec-2017	1.7	-32.0%	1.4	-39.1%
Jan-2018	1.6	-30.4%	1.1	-38.9%

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.



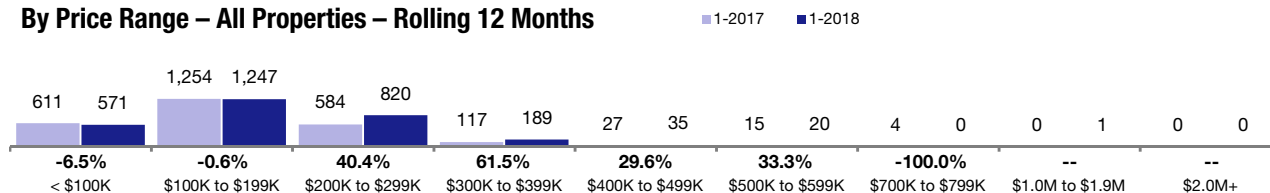
Key Metrics	Historical Sparkbars	1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		215	263	+ 22.3%	215	263	+ 22.3%
Pending Sales		196	233	+ 18.9%	196	233	+ 18.9%
Sold Listings		169	168	- 0.6%	169	168	- 0.6%
Median Sales Price		\$145,000	\$174,250	+ 20.2%	\$145,000	\$174,250	+ 20.2%
Avg. Sales Price		\$150,840	\$179,519	+ 19.0%	\$150,840	\$179,519	+ 19.0%
Pct. of List Price Received		96.5%	97.3%	+ 0.8%	96.5%	97.3%	+ 0.8%
Days on Market		103	82	- 20.4%	103	82	- 20.4%
Affordability Index		235	198	- 15.7%	235	198	- 15.7%
Active Listings		503	370	- 26.4%	--	--	--
Months Supply		2.3	1.5	- 34.8%	--	--	--

Sold Listings

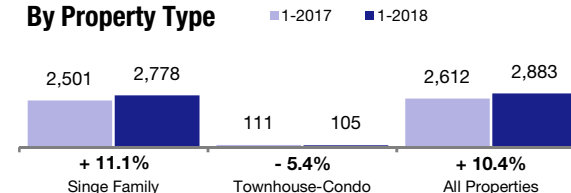
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

Compared to Prior Month

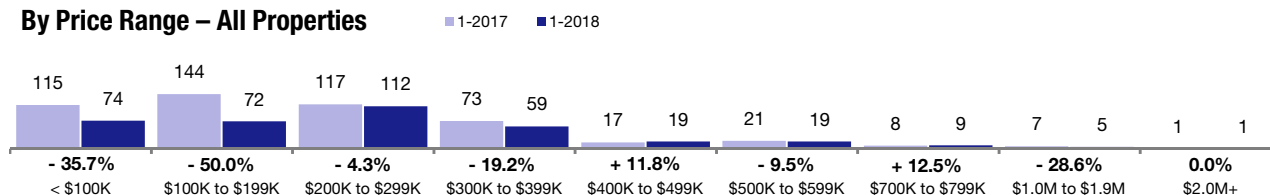
Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	1-2017	1-2018	Change	1-2017	1-2018	Change	12-2017	1-2018	Change	12-2017	1-2018	Change	1-2017	1-2018	Change	1-2017	1-2018	Change
\$99,999 and Below	586	558	-4.8%	25	13	-48.0%	40	41	+2.5%	0	0	--	54	41	-24.1%	1	0	-100.0%
\$100,000 to \$199,999	1,185	1,178	-0.6%	69	69	0.0%	80	56	-30.0%	4	6	+50.0%	69	56	-18.8%	3	6	+100.0%
\$200,000 to \$299,999	568	801	+41.0%	16	19	+18.8%	51	50	-2.0%	0	1	--	35	50	+42.9%	0	1	--
\$300,000 to \$399,999	117	185	+58.1%	0	4	--	14	8	-42.9%	0	0	--	6	8	+33.3%	0	0	--
\$400,000 to \$499,999	27	35	+29.6%	0	0	--	2	5	+150.0%	0	0	--	1	5	+400.0%	0	0	--
\$500,000 to \$699,999	14	20	+42.9%	1	0	-100.0%	0	1	--	0	0	--	0	1	--	0	0	--
\$700,000 to \$999,999	4	0	-100.0%	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
All Price Ranges	2,501	2,778	+11.1%	111	105	-5.4%	187	161	-13.9%	4	7	+75.0%	165	161	-2.4%	4	7	+75.0%

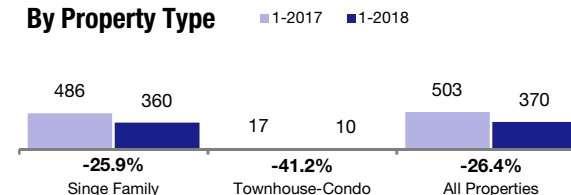
Inventory of Active Listings

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

Compared to Prior Month

Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family		Condo	
	1-2017	1-2018	Change	1-2017	1-2018	Change	12-2017	1-2018	Change	12-2017	1-2018	Change				
\$99,999 and Below	113	74	-34.5%	2	0	-100.0%	89	74	-16.9%	0	0	--				
\$100,000 to \$199,999	139	68	-51.1%	5	4	-20.0%	87	68	-21.8%	5	4	-20.0%				
\$200,000 to \$299,999	111	111	0.0%	6	1	-83.3%	111	111	0.0%	2	1	-50.0%				
\$300,000 to \$399,999	69	54	-21.7%	4	5	+25.0%	58	54	-6.9%	5	5	0.0%				
\$400,000 to \$499,999	17	19	+11.8%	0	0	--	17	19	+11.8%	0	0	--				
\$500,000 to \$699,999	21	19	-9.5%	0	0	--	21	19	-9.5%	0	0	--				
\$700,000 to \$999,999	8	9	+12.5%	0	0	--	8	9	+12.5%	0	0	--				
\$1,000,000 to \$1,999,999	7	5	-28.6%	0	0	--	5	5	0.0%	0	0	--				
\$2,000,000 and Above	1	1	0.0%	0	0	--	1	1	0.0%	0	0	--				
All Price Ranges	486	360	-25.9%	17	10	-41.2%	397	360	-9.3%	12	10	-16.7%				

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®



New Listings	A measure of how much new supply is coming onto the market from sellers.
Pending Sales	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.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	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 median income by county.
Inventory of Active Listings	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.
Months Supply of Inventory	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.

Local Market Update for January 2018

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Pueblo County

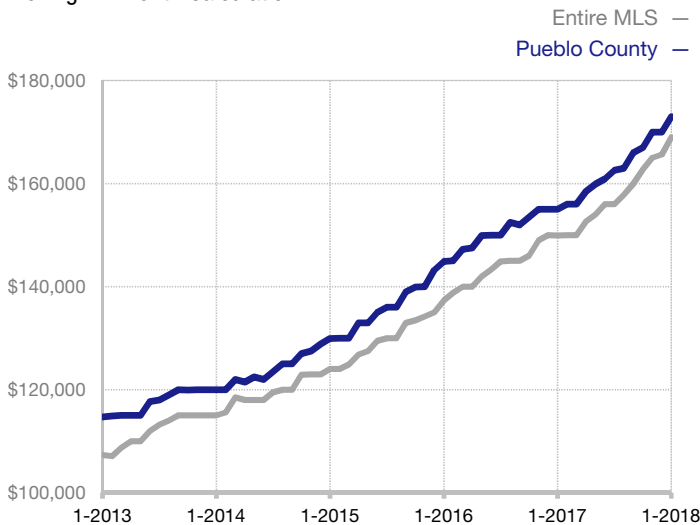
Single Family Key Metrics	January			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 01-2017	Thru 01-2018	Percent Change from Previous Year
New Listings	204	253	+ 24.0%	204	253	+ 24.0%
Sold Listings	165	161	- 2.4%	165	161	- 2.4%
Median Sales Price*	\$142,000	\$180,000	+ 26.8%	\$142,000	\$180,000	+ 26.8%
Average Sales Price*	\$149,554	\$181,941	+ 21.7%	\$149,554	\$181,941	+ 21.7%
Percent of List Price Received*	96.5%	97.2%	+ 0.7%	96.5%	97.2%	+ 0.7%
Days on Market Until Sale	102	82	- 19.6%	102	82	- 19.6%
Inventory of Homes for Sale	488	346	- 29.1%	--	--	--
Months Supply of Inventory	2.3	1.5	- 34.8%	--	--	--

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

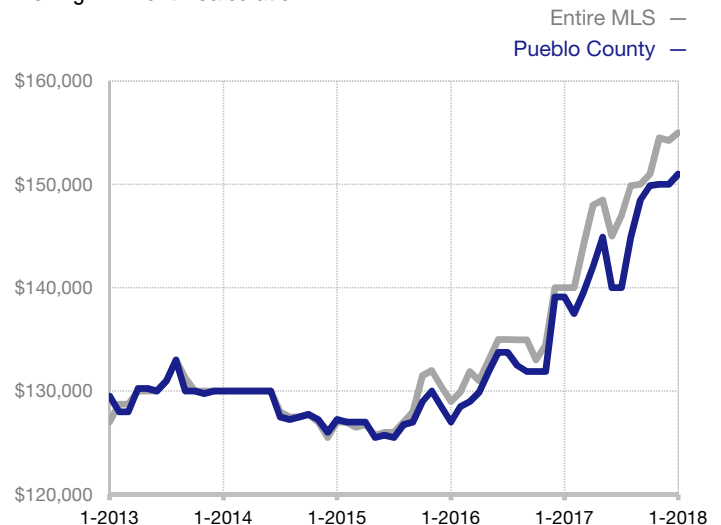
Townhouse-Condo Key Metrics	January			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 01-2017	Thru 01-2018	Percent Change from Previous Year
New Listings	7	6	- 14.3%	7	6	- 14.3%
Sold Listings	4	7	+ 75.0%	4	7	+ 75.0%
Median Sales Price*	\$140,000	\$151,800	+ 8.4%	\$140,000	\$151,800	+ 8.4%
Average Sales Price*	\$129,225	\$168,071	+ 30.1%	\$129,225	\$168,071	+ 30.1%
Percent of List Price Received*	95.5%	98.5%	+ 3.1%	95.5%	98.5%	+ 3.1%
Days on Market Until Sale	70	78	+ 11.4%	70	78	+ 11.4%
Inventory of Homes for Sale	17	10	- 41.2%	--	--	--
Months Supply of Inventory	1.8	1.2	- 33.3%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for January 2018

A Research Tool Provided by the Colorado Association of REALTORS®



Arkansas Valley/Otero County

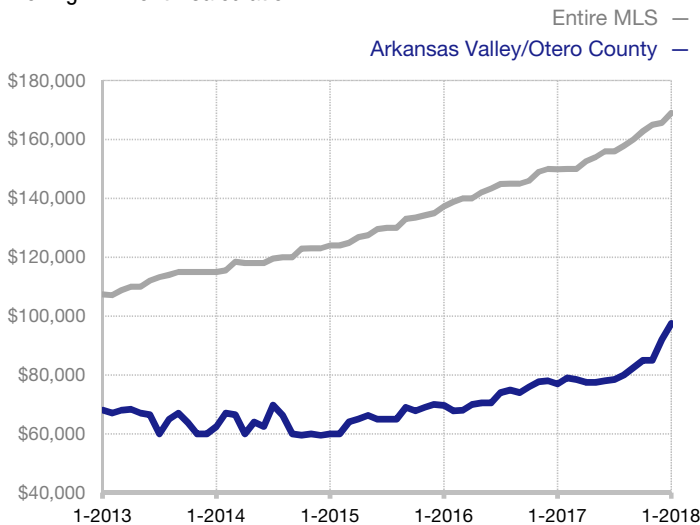
Single Family	January			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 01-2017	Thru 01-2018	Percent Change from Previous Year
Key Metrics						
New Listings	18	31	+ 72.2%	18	31	+ 72.2%
Sold Listings	21	18	- 14.3%	21	18	- 14.3%
Median Sales Price*	\$63,500	\$79,000	+ 24.4%	\$63,500	\$79,000	+ 24.4%
Average Sales Price*	\$73,890	\$101,247	+ 37.0%	\$73,890	\$101,247	+ 37.0%
Percent of List Price Received*	94.0%	99.7%	+ 6.1%	94.0%	99.7%	+ 6.1%
Days on Market Until Sale	160	117	- 26.9%	160	117	- 26.9%
Inventory of Homes for Sale	115	77	- 33.0%	--	--	--
Months Supply of Inventory	4.3	3.0	- 30.2%	--	--	--

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

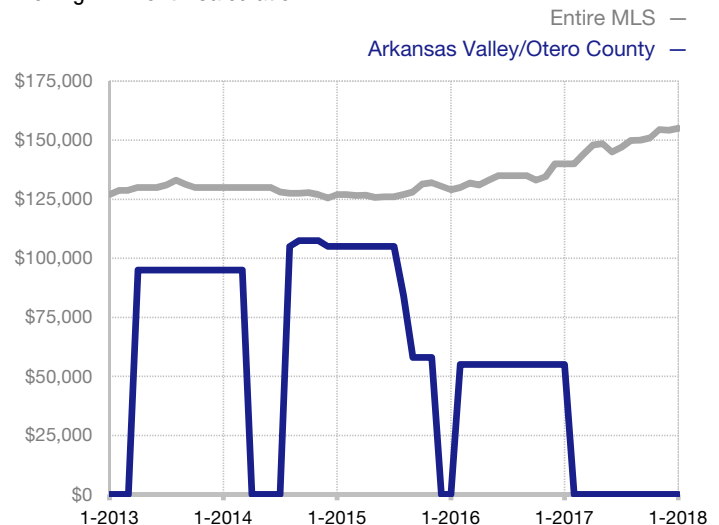
Townhouse-Condo	January			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 01-2017	Thru 01-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for January 2018

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Fowler

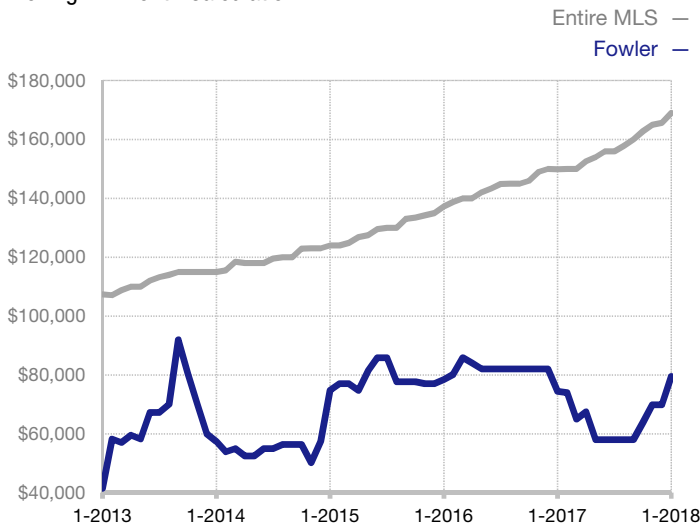
Single Family	January			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 01-2017	Thru 01-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	2	--	0	2	--
Sold Listings	4	2	- 50.0%	4	2	- 50.0%
Median Sales Price*	\$48,500	\$73,000	+ 50.5%	\$48,500	\$73,000	+ 50.5%
Average Sales Price*	\$46,250	\$73,000	+ 57.8%	\$46,250	\$73,000	+ 57.8%
Percent of List Price Received*	91.8%	113.5%	+ 23.6%	91.8%	113.5%	+ 23.6%
Days on Market Until Sale	99	92	- 7.1%	99	92	- 7.1%
Inventory of Homes for Sale	8	9	+ 12.5%	--	--	--
Months Supply of Inventory	4.0	4.3	+ 7.5%	--	--	--

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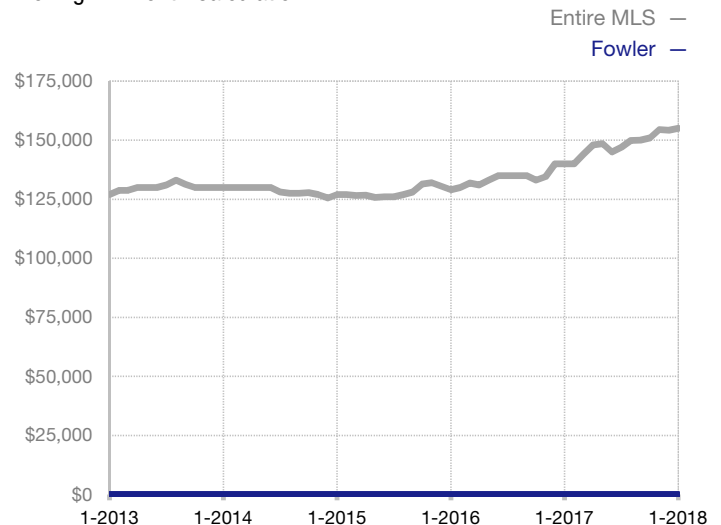
Townhouse-Condo	January			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 01-2017	Thru 01-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for January 2018

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Huerfano County

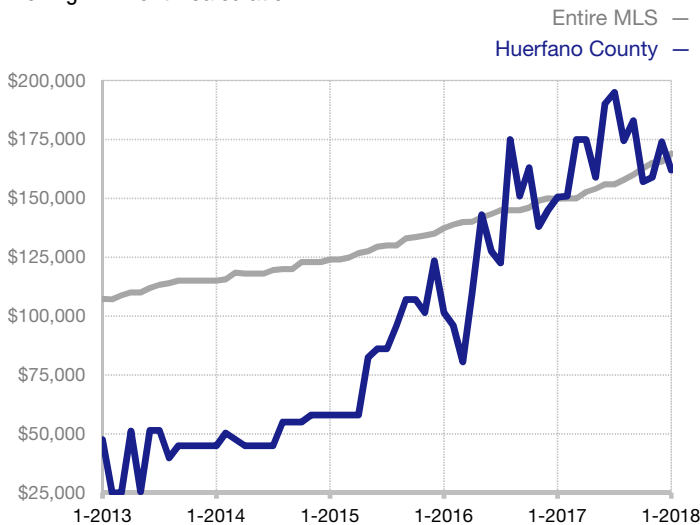
Single Family Key Metrics	January			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 01-2017	Thru 01-2018	Percent Change from Previous Year
New Listings	6	4	- 33.3%	6	4	- 33.3%
Sold Listings	3	4	+ 33.3%	3	4	+ 33.3%
Median Sales Price*	\$190,000	\$92,125	- 51.5%	\$190,000	\$92,125	- 51.5%
Average Sales Price*	\$185,333	\$128,563	- 30.6%	\$185,333	\$128,563	- 30.6%
Percent of List Price Received*	91.8%	93.3%	+ 1.6%	91.8%	93.3%	+ 1.6%
Days on Market Until Sale	122	111	- 9.0%	122	111	- 9.0%
Inventory of Homes for Sale	43	54	+ 25.6%	--	--	--
Months Supply of Inventory	17.2	18.0	+ 4.7%	--	--	--

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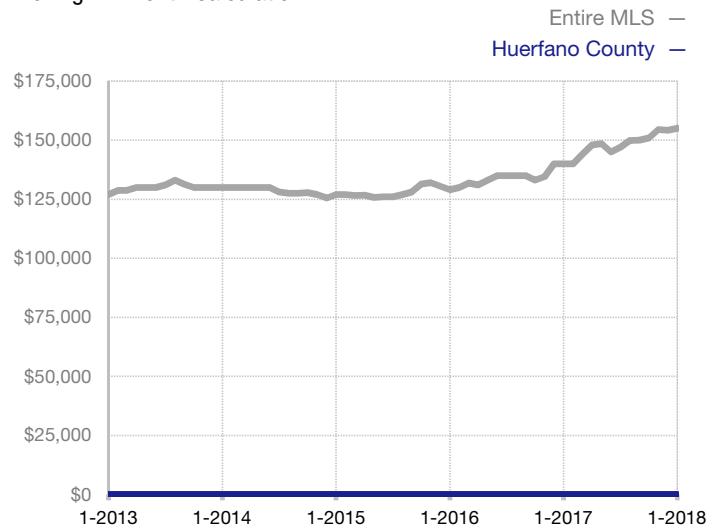
Townhouse-Condo Key Metrics	January			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 01-2017	Thru 01-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	2	1	- 50.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for January 2018

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La Junta

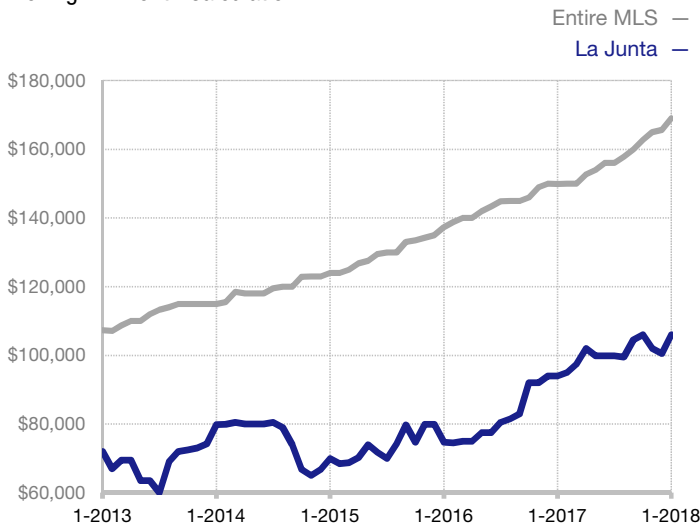
Single Family Key Metrics	January			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 01-2017	Thru 01-2018	Percent Change from Previous Year
New Listings	4	9	+ 125.0%	4	9	+ 125.0%
Sold Listings	5	4	- 20.0%	5	4	- 20.0%
Median Sales Price*	\$35,000	\$129,500	+ 270.0%	\$35,000	\$129,500	+ 270.0%
Average Sales Price*	\$60,900	\$113,263	+ 86.0%	\$60,900	\$113,263	+ 86.0%
Percent of List Price Received*	88.8%	104.6%	+ 17.8%	88.8%	104.6%	+ 17.8%
Days on Market Until Sale	205	103	- 49.8%	205	103	- 49.8%
Inventory of Homes for Sale	26	18	- 30.8%	--	--	--
Months Supply of Inventory	3.4	2.5	- 26.5%	--	--	--

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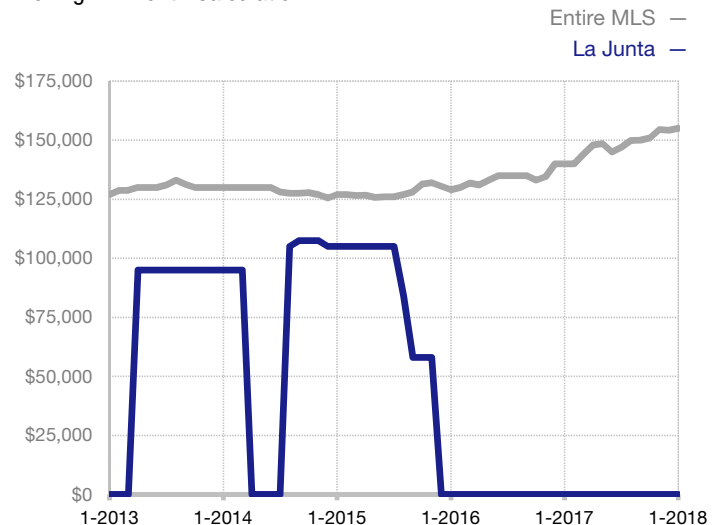
Townhouse-Condo Key Metrics	January			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 01-2017	Thru 01-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for January 2018

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Las Animas

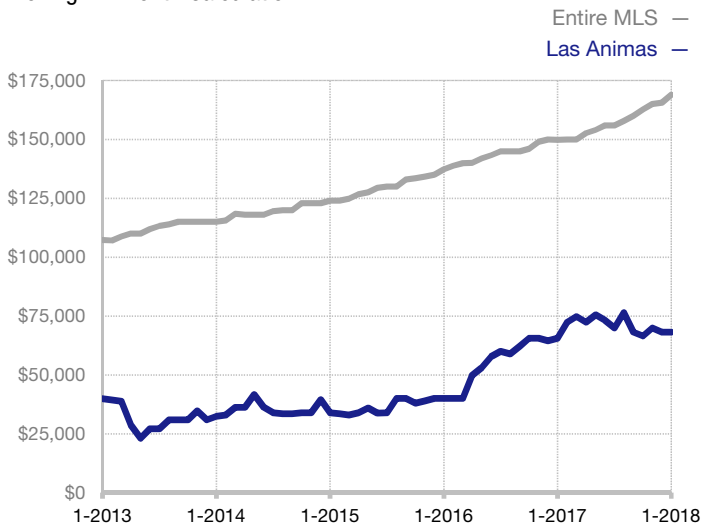
Single Family	January			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 01-2017	Thru 01-2018	Percent Change from Previous Year
Key Metrics						
New Listings	3	2	- 33.3%	3	2	- 33.3%
Sold Listings	2	0	- 100.0%	2	0	- 100.0%
Median Sales Price*	\$82,950	\$0	- 100.0%	\$82,950	\$0	- 100.0%
Average Sales Price*	\$82,950	\$0	- 100.0%	\$82,950	\$0	- 100.0%
Percent of List Price Received*	98.8%	0.0%	- 100.0%	98.8%	0.0%	- 100.0%
Days on Market Until Sale	130	0	- 100.0%	130	0	- 100.0%
Inventory of Homes for Sale	10	8	- 20.0%	--	--	--
Months Supply of Inventory	3.8	2.8	- 26.3%	--	--	--

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

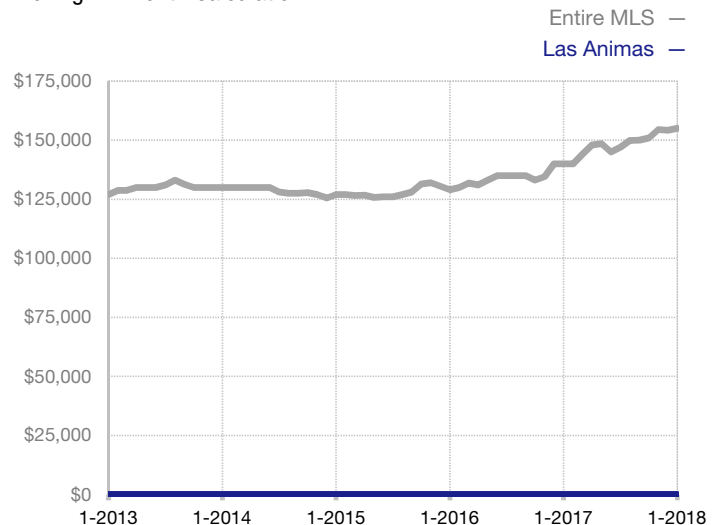
Townhouse-Condo	January			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 01-2017	Thru 01-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for January 2018

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Manzanola

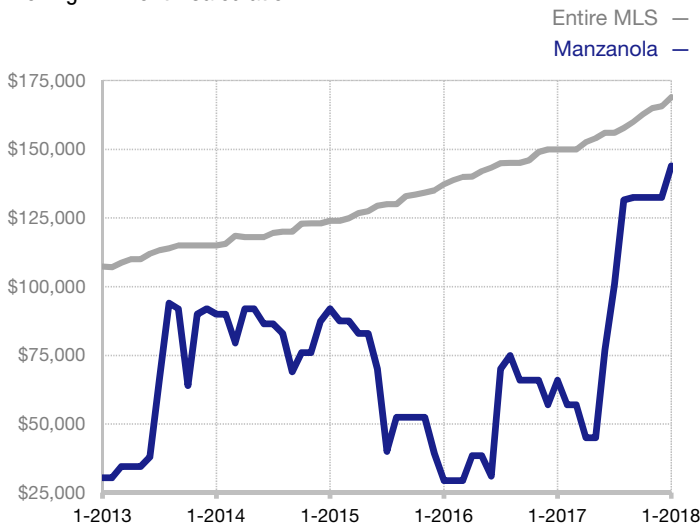
Single Family	January			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 01-2017	Thru 01-2018	Percent Change from Previous Year
Key Metrics						
New Listings	1	0	- 100.0%	1	0	- 100.0%
Sold Listings	1	1	0.0%	1	1	0.0%
Median Sales Price*	\$76,900	\$217,000	+ 182.2%	\$76,900	\$217,000	+ 182.2%
Average Sales Price*	\$76,900	\$217,000	+ 182.2%	\$76,900	\$217,000	+ 182.2%
Percent of List Price Received*	102.7%	120.6%	+ 17.4%	102.7%	120.6%	+ 17.4%
Days on Market Until Sale	161	204	+ 26.7%	161	204	+ 26.7%
Inventory of Homes for Sale	4	1	- 75.0%	--	--	--
Months Supply of Inventory	3.5	0.5	- 85.7%	--	--	--

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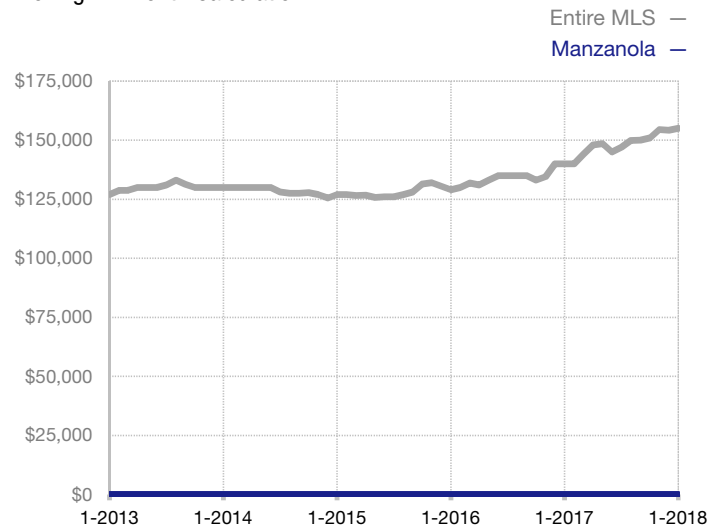
Townhouse-Condo	January			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 01-2017	Thru 01-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for January 2018

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Rocky Ford

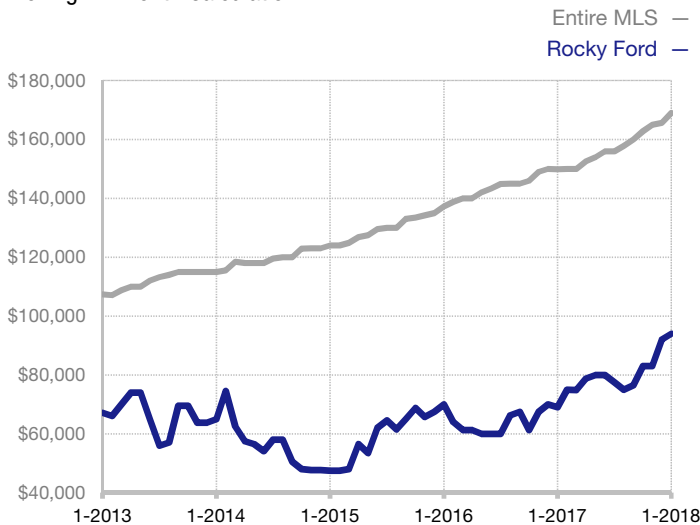
Single Family	January			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 01-2017	Thru 01-2018	Percent Change from Previous Year
Key Metrics						
New Listings	5	8	+ 60.0%	5	8	+ 60.0%
Sold Listings	2	3	+ 50.0%	2	3	+ 50.0%
Median Sales Price*	\$70,500	\$76,000	+ 7.8%	\$70,500	\$76,000	+ 7.8%
Average Sales Price*	\$70,500	\$66,333	- 5.9%	\$70,500	\$66,333	- 5.9%
Percent of List Price Received*	99.6%	88.1%	- 11.5%	99.6%	88.1%	- 11.5%
Days on Market Until Sale	49	103	+ 110.2%	49	103	+ 110.2%
Inventory of Homes for Sale	19	13	- 31.6%	--	--	--
Months Supply of Inventory	3.8	3.5	- 7.9%	--	--	--

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Townhouse-Condo	January			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 01-2017	Thru 01-2018	Percent Change from Previous Year
Key Metrics						
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	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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

