

Monthly Indicators



July 2015

Percent changes calculated using year-over-year comparisons.

New Listings were up 0.3 percent for single family homes and 7.7 percent for townhouse-condo properties. Pending Sales increased 25.1 percent for single family homes but decreased 22.2 percent for townhouse-condo properties.

The Median Sales Price was up 8.7 percent to \$150,000 for single family homes but decreased 48.4 percent to \$65,000 for townhouse-condo properties. Days on Market decreased 2.0 percent for single family homes and 34.6 percent for condo properties.

Ever since the Great Recession ended in about June 2009, the market has strengthened to once again become a cornerstone of the national economy. Better lending standards, lower oil prices and higher wages are a few of the catalysts for positive change. Many trends continue to reveal a stable housing market. Federal Reserve Chair, Janet Yellen, has predicted a fine-tuning of monetary policy by the end of the year. It is widely believed that interest rates will go up before the year is over, an indicator that the housing market is ready for such a move.

Activity Snapshot

+ 19.2%	+ 10.3%	- 34.1%
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	7-2014	7-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
New Listings		312	313	+ 0.3%	1,943	1,877	- 3.4%
Pending Sales		207	259	+ 25.1%	1,332	1,495	+ 12.2%
Sold Listings		205	248	+ 21.0%	1,218	1,351	+ 10.9%
Median Sales Price		\$138,000	\$150,000	+ 8.7%	\$127,100	\$139,000	+ 9.4%
Avg. Sales Price		\$144,899	\$156,998	+ 8.3%	\$132,805	\$148,611	+ 11.9%
Pct. of List Price Received		97.3%	98.3%	+ 1.0%	96.4%	97.4%	+ 1.0%
Days on Market		102	100	- 2.0%	115	105	- 8.7%
Affordability Index		248	238	- 4.0%	269	257	- 4.5%
Active Listings		961	630	- 34.4%	--	--	--
Months Supply		5.6	3.3	- 41.1%	--	--	--

Townhouse-Condo Market Overview



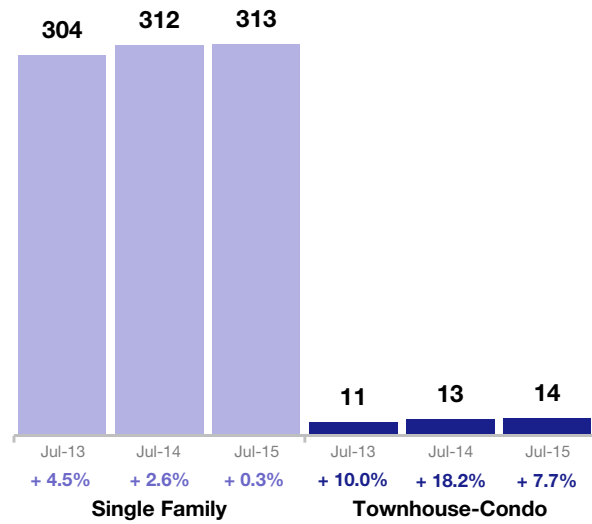
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	7-2014	7-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
New Listings		13	14	+ 7.7%	78	83	+ 6.4%
Pending Sales		9	7	- 22.2%	47	63	+ 34.0%
Sold Listings		9	7	- 22.2%	41	61	+ 48.8%
Median Sales Price		\$126,000	\$65,000	- 48.4%	\$127,000	\$126,500	- 0.4%
Avg. Sales Price		\$122,622	\$124,286	+ 1.4%	\$123,054	\$133,719	+ 8.7%
Pct. of List Price Received		99.5%	93.8%	- 5.7%	97.0%	97.2%	+ 0.2%
Days on Market		214	140	- 34.6%	124	130	+ 4.8%
Affordability Index		271	550	+ 103.0%	269	282	+ 4.8%
Active Listings		48	35	- 27.1%	--	--	--
Months Supply		6.9	3.9	- 43.5%	--	--	--

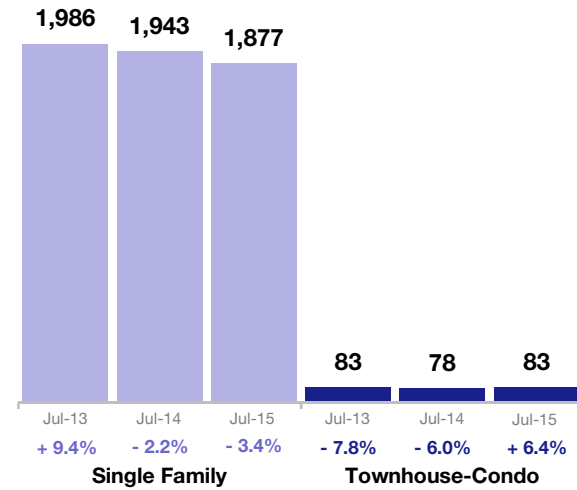
New Listings



July

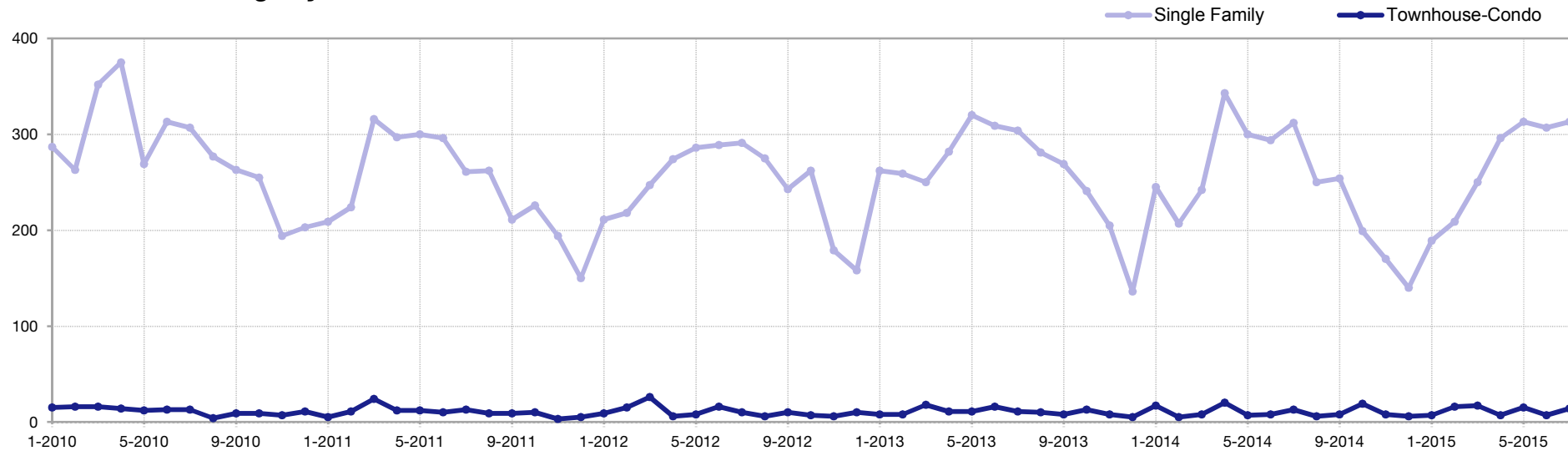


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2014	250	-11.0%	6	-40.0%
Sep-2014	254	-5.6%	8	0.0%
Oct-2014	199	-17.4%	19	+46.2%
Nov-2014	170	-17.1%	8	0.0%
Dec-2014	140	+2.9%	6	+20.0%
Jan-2015	189	-22.9%	7	-58.8%
Feb-2015	209	+1.0%	16	+220.0%
Mar-2015	250	+3.3%	17	+112.5%
Apr-2015	296	-13.7%	7	-65.0%
May-2015	313	+4.3%	15	+114.3%
Jun-2015	307	+4.4%	7	-12.5%
Jul-2015	313	+0.3%	14	+7.7%

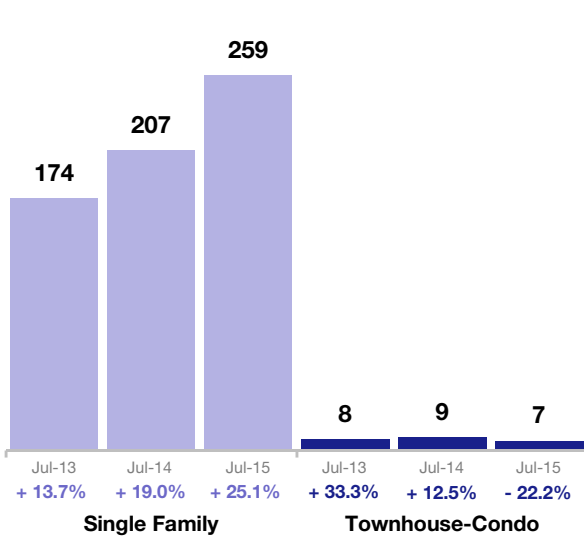
Historical New Listings by Month



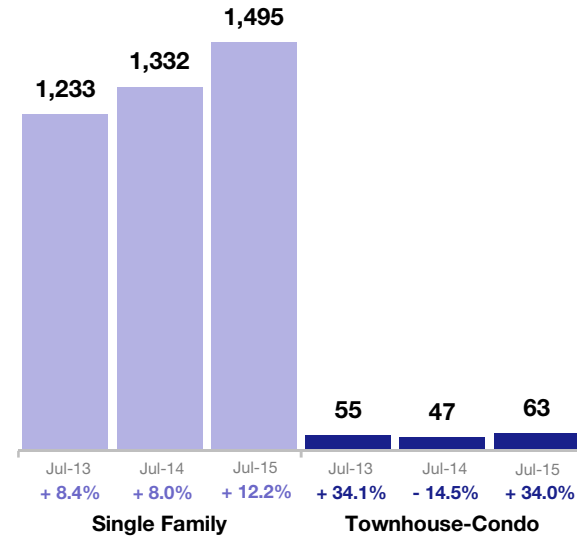
Pending Sales



July

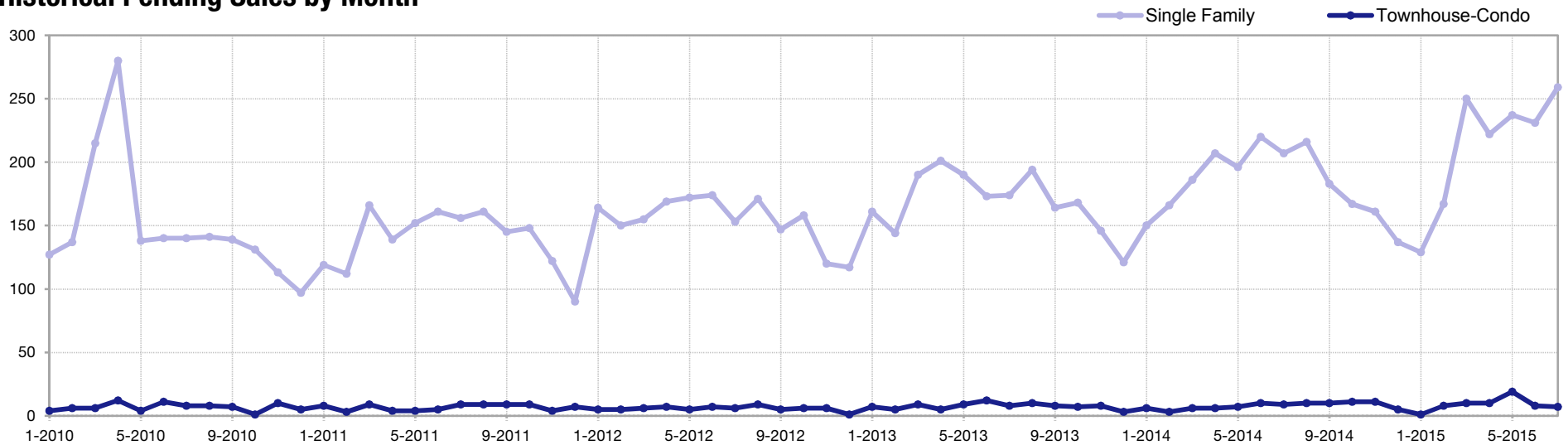


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2014	216	+11.3%	10	0.0%
Sep-2014	183	+11.6%	10	+25.0%
Oct-2014	167	-0.6%	11	+57.1%
Nov-2014	161	+10.3%	11	+37.5%
Dec-2014	137	+13.2%	5	+66.7%
Jan-2015	129	-14.0%	1	-83.3%
Feb-2015	167	+0.6%	8	+166.7%
Mar-2015	250	+34.4%	10	+66.7%
Apr-2015	222	+7.2%	10	+66.7%
May-2015	237	+20.9%	19	+171.4%
Jun-2015	231	+5.0%	8	-20.0%
Jul-2015	259	+25.1%	7	-22.2%

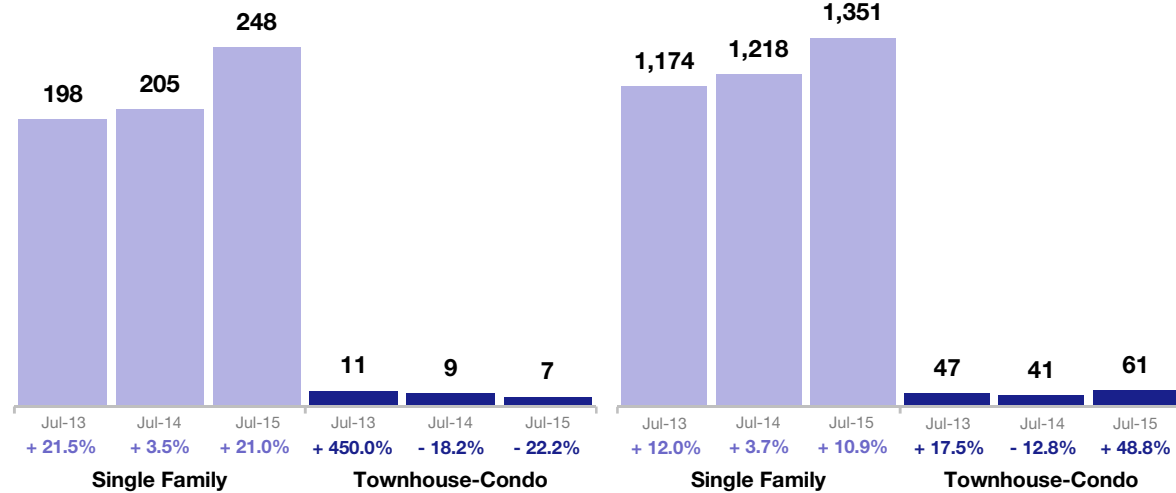
Historical Pending Sales by Month



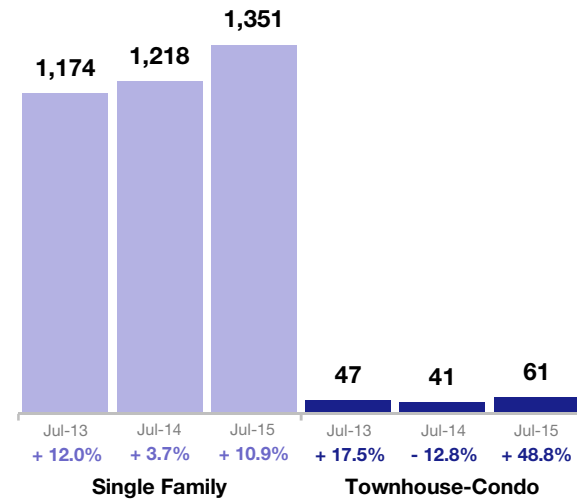
Sold Listings



July

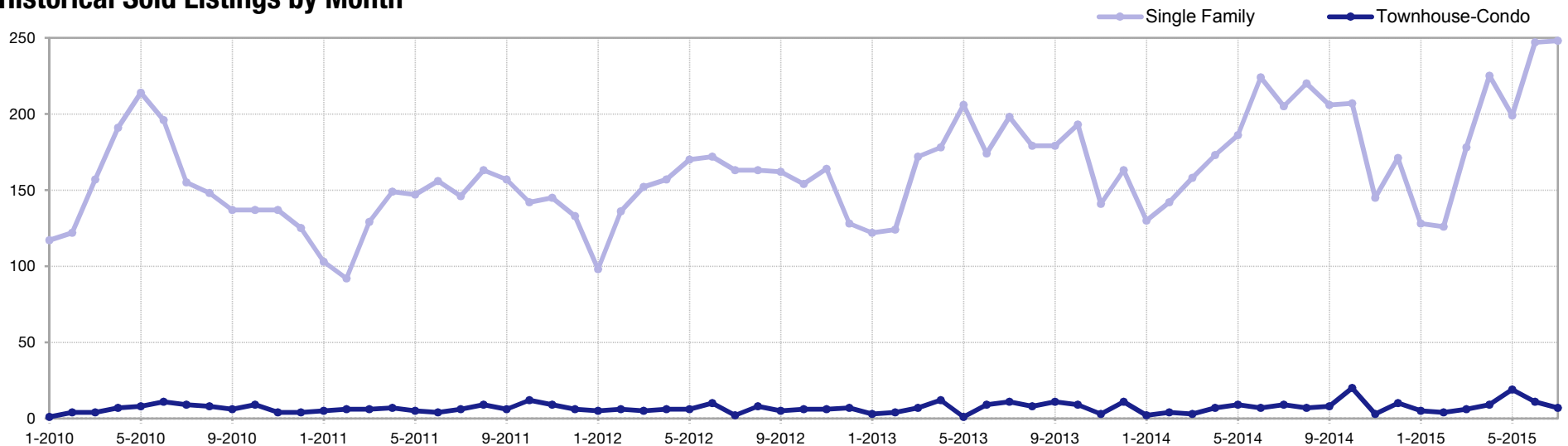


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2014	220	+22.9%	7	-12.5%
Sep-2014	206	+15.1%	8	-27.3%
Oct-2014	207	+7.3%	20	+122.2%
Nov-2014	145	+2.8%	3	0.0%
Dec-2014	171	+4.9%	10	-9.1%
Jan-2015	128	-1.5%	5	+150.0%
Feb-2015	126	-11.3%	4	0.0%
Mar-2015	178	+12.7%	6	+100.0%
Apr-2015	225	+30.1%	9	+28.6%
May-2015	199	+7.0%	19	+111.1%
Jun-2015	247	+10.3%	11	+57.1%
Jul-2015	248	+21.0%	7	-22.2%

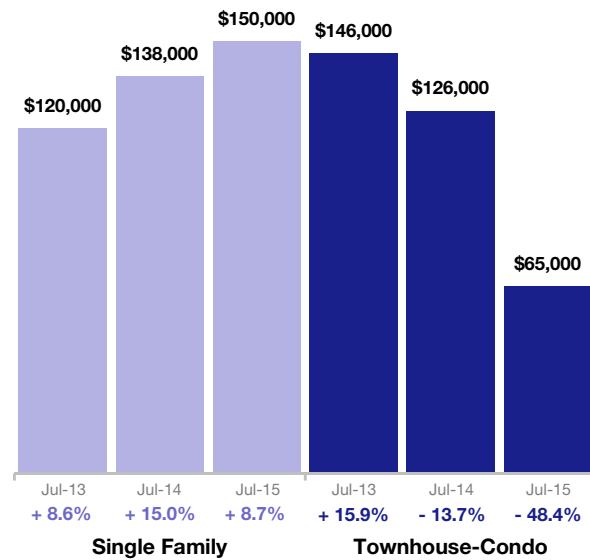
Historical Sold Listings by Month



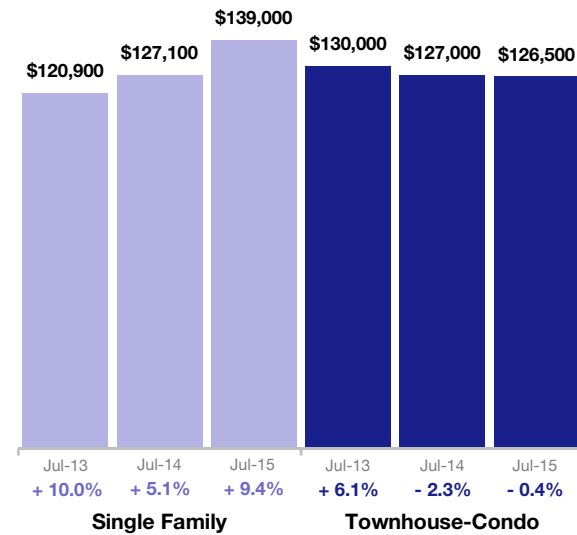
Median Sales Price



July

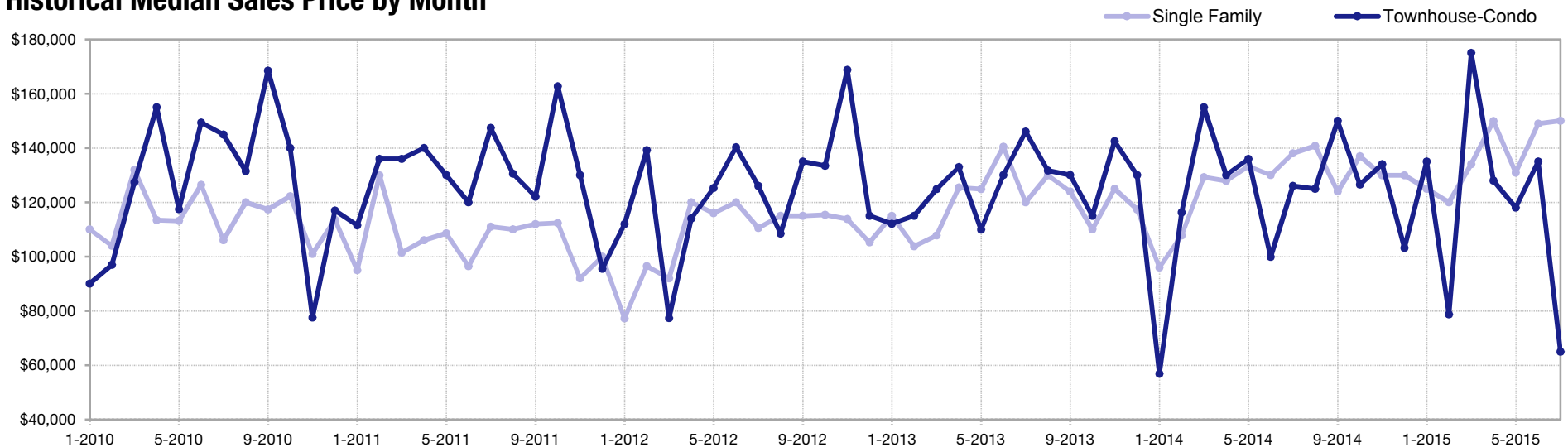


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2014	\$140,750	+8.4%	\$125,000	-5.1%
Sep-2014	\$124,000	0.0%	\$150,000	+15.4%
Oct-2014	\$137,000	+24.5%	\$126,500	+10.0%
Nov-2014	\$129,900	+3.9%	\$134,000	-6.0%
Dec-2014	\$129,900	+10.7%	\$103,200	-20.6%
Jan-2015	\$125,000	+30.3%	\$135,000	+137.3%
Feb-2015	\$120,000	+11.4%	\$78,700	-32.3%
Mar-2015	\$134,000	+3.7%	\$175,000	+12.9%
Apr-2015	\$149,900	+17.2%	\$128,000	-1.5%
May-2015	\$130,899	-1.8%	\$118,000	-13.2%
Jun-2015	\$149,000	+14.6%	\$135,000	+35.1%
Jul-2015	\$150,000	+8.7%	\$65,000	-48.4%

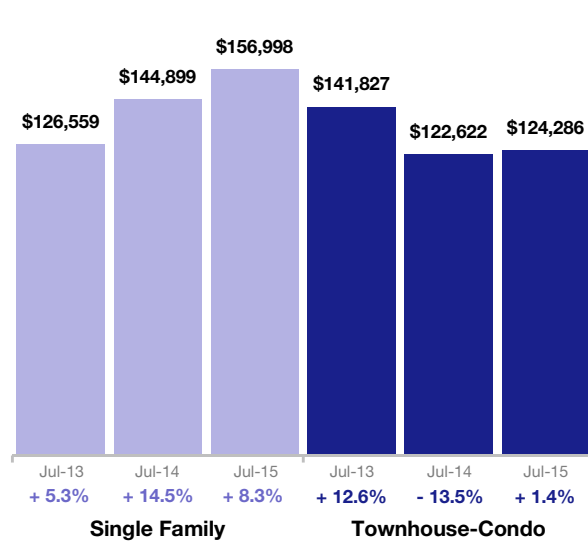
Historical Median Sales Price by Month



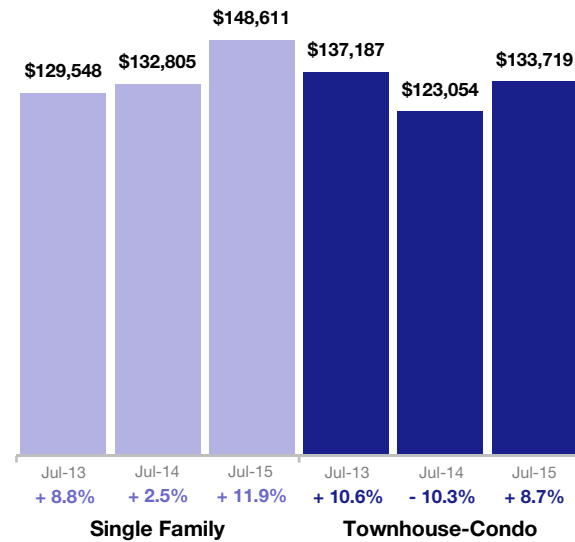
Average Sales Price



July

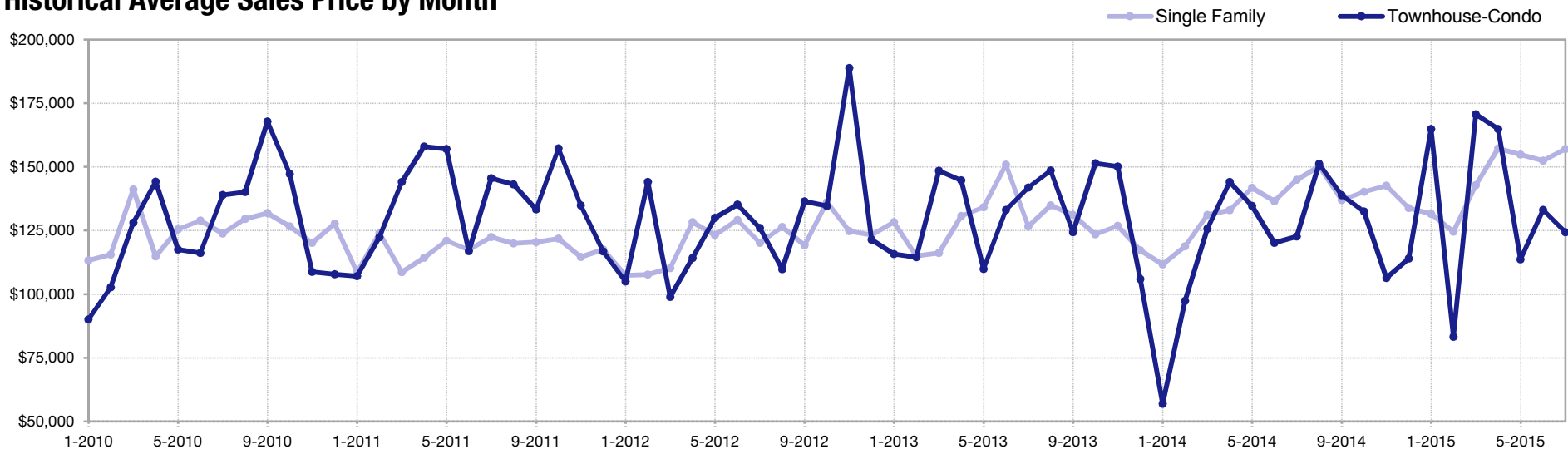


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2014	\$150,092	+11.3%	\$151,200	+1.8%
Sep-2014	\$136,962	+4.5%	\$138,813	+11.7%
Oct-2014	\$140,206	+13.6%	\$132,515	-12.5%
Nov-2014	\$142,656	+12.5%	\$106,333	-29.2%
Dec-2014	\$133,846	+14.2%	\$113,980	+7.7%
Jan-2015	\$131,475	+17.7%	\$164,900	+189.8%
Feb-2015	\$124,538	+4.9%	\$83,175	-14.6%
Mar-2015	\$142,768	+8.9%	\$170,583	+35.7%
Apr-2015	\$157,281	+18.3%	\$164,856	+14.5%
May-2015	\$154,860	+9.2%	\$113,626	-15.7%
Jun-2015	\$152,437	+11.7%	\$133,051	+10.8%
Jul-2015	\$156,998	+8.3%	\$124,286	+1.4%

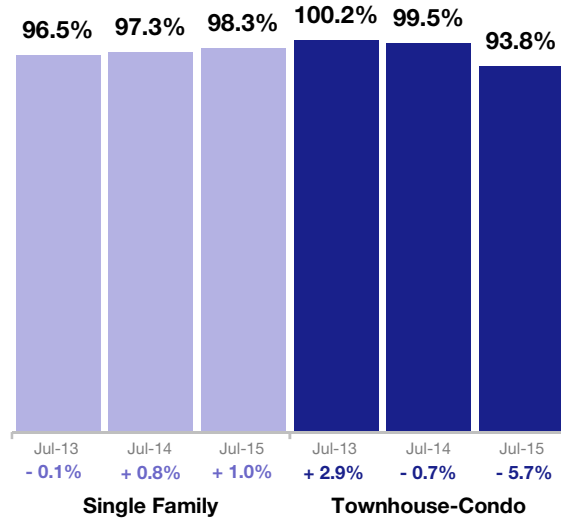
Historical Average Sales Price by Month



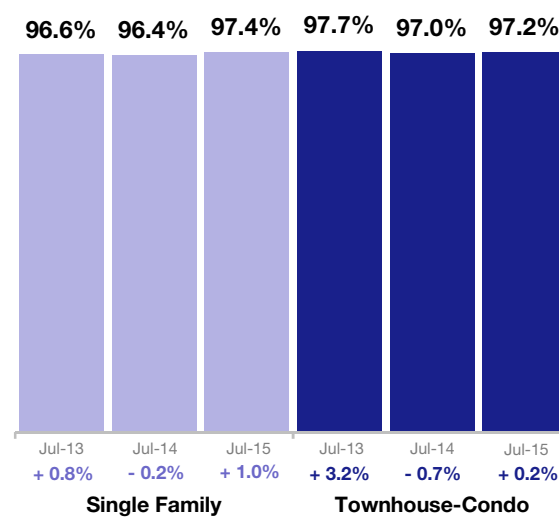
Percent of List Price Received



July

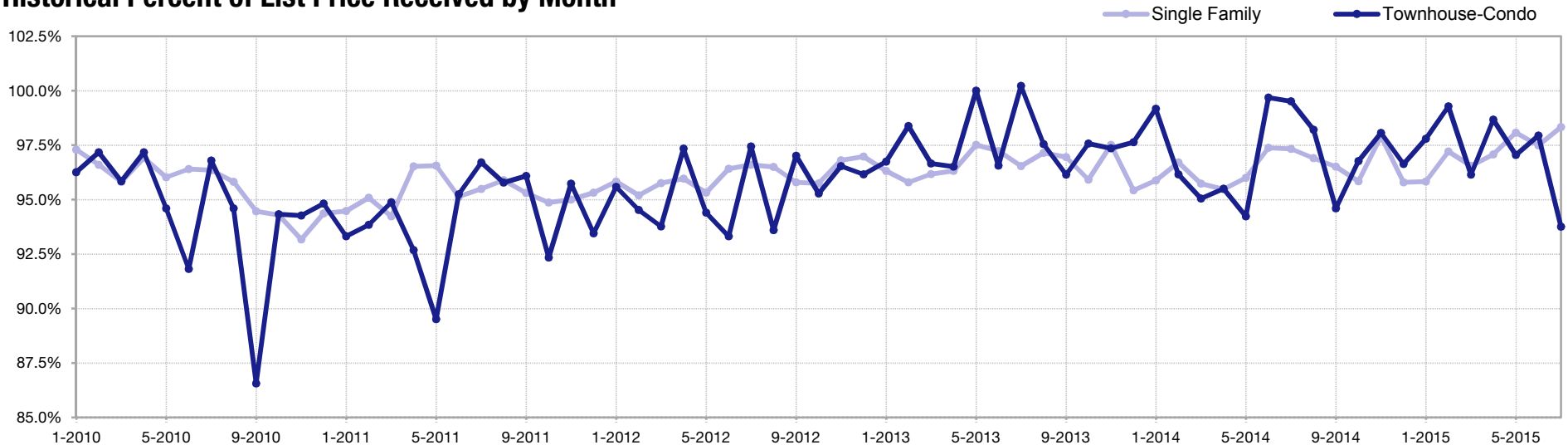


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2014	96.9%	-0.2%	98.2%	+0.7%
Sep-2014	96.5%	-0.4%	94.6%	-1.6%
Oct-2014	95.8%	-0.1%	96.8%	-0.8%
Nov-2014	97.9%	+0.4%	98.1%	+0.7%
Dec-2014	95.8%	+0.4%	96.6%	-1.0%
Jan-2015	95.8%	-0.1%	97.8%	-1.4%
Feb-2015	97.2%	+0.5%	99.3%	+3.2%
Mar-2015	96.5%	+0.8%	96.2%	+1.3%
Apr-2015	97.1%	+1.7%	98.7%	+3.4%
May-2015	98.1%	+2.2%	97.0%	+3.0%
Jun-2015	97.5%	+0.1%	97.9%	-1.8%
Jul-2015	98.3%	+1.0%	93.8%	-5.7%

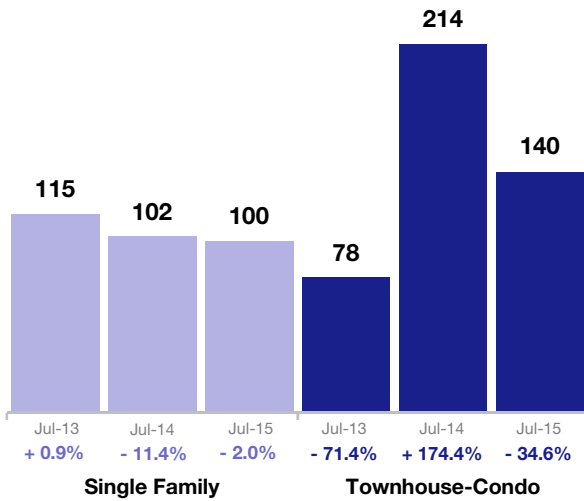
Historical Percent of List Price Received by Month



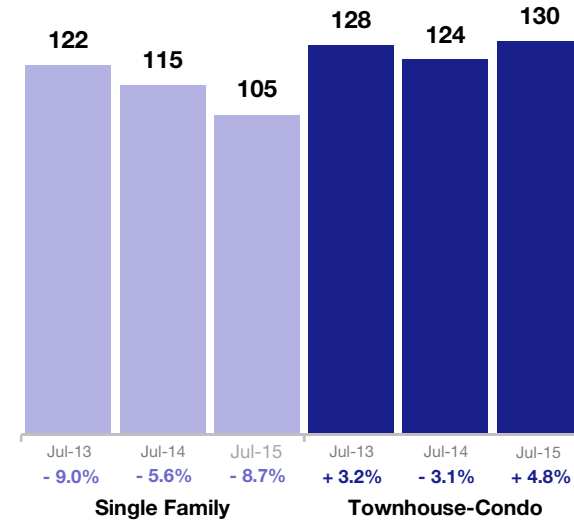
Days on Market Until Sale



July

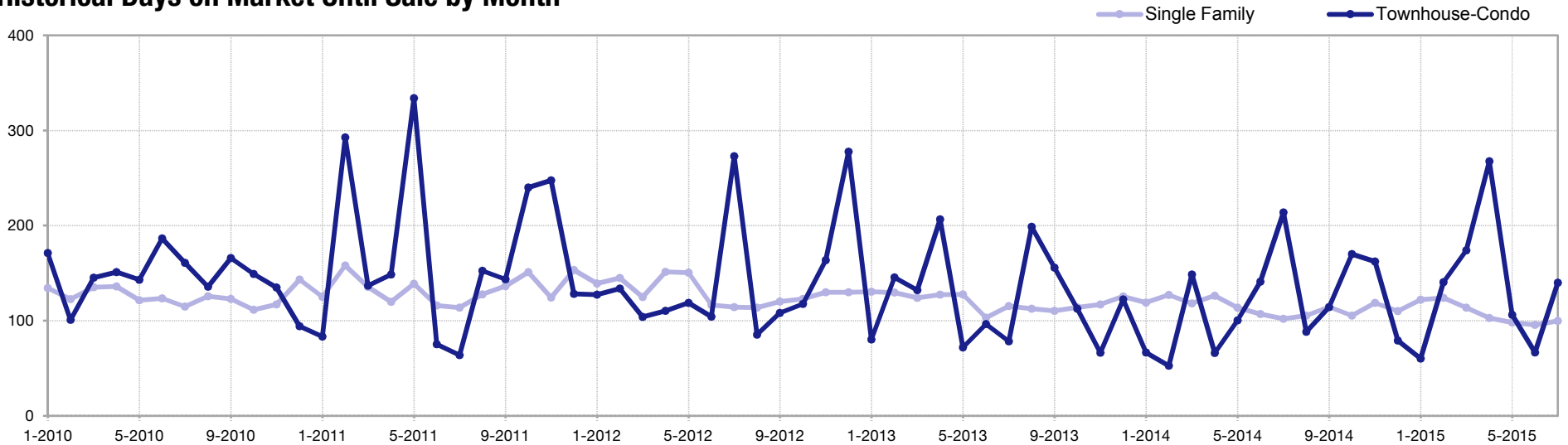


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2014	105	-6.3%	88	-55.8%
Sep-2014	115	+4.5%	114	-26.9%
Oct-2014	105	-7.9%	170	+50.4%
Nov-2014	119	+1.7%	162	+145.5%
Dec-2014	110	-12.7%	79	-35.2%
Jan-2015	122	+2.5%	60	-10.4%
Feb-2015	124	-2.4%	141	+166.0%
Mar-2015	114	-3.4%	174	+16.8%
Apr-2015	103	-18.3%	268	+306.1%
May-2015	98	-14.0%	106	+6.0%
Jun-2015	95	-11.2%	67	-52.5%
Jul-2015	100	-2.0%	140	-34.6%

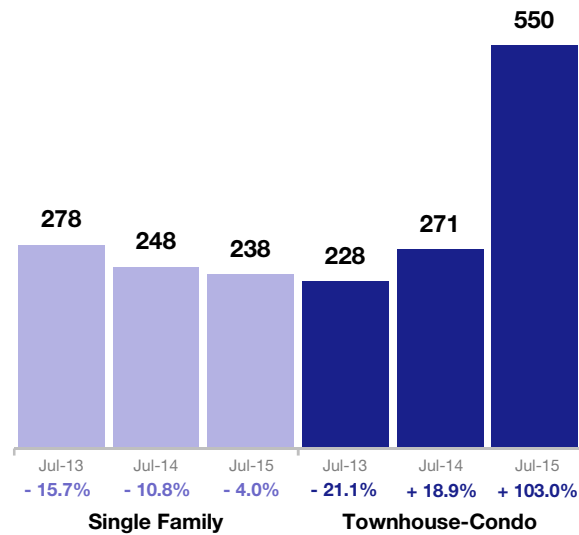
Historical Days on Market Until Sale by Month



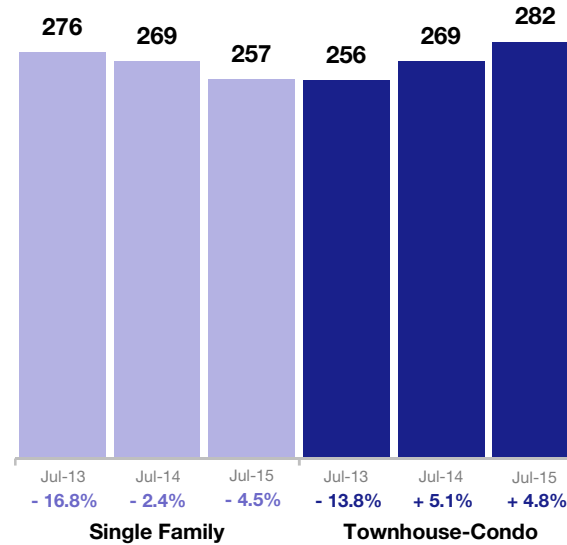
Housing Affordability Index



July

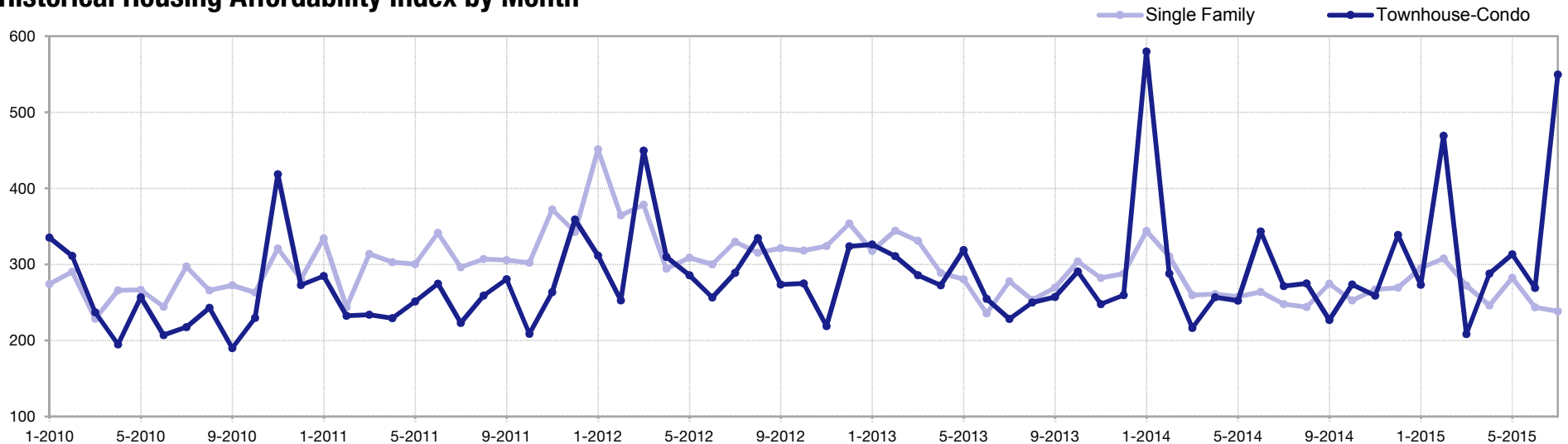


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2014	244	-3.6%	275	+10.0%
Sep-2014	274	+1.9%	227	-11.7%
Oct-2014	253	-16.8%	274	-5.5%
Nov-2014	267	-5.3%	259	+4.4%
Dec-2014	269	-6.6%	339	+30.4%
Jan-2015	295	-14.2%	273	-52.9%
Feb-2015	308	-1.0%	469	+62.8%
Mar-2015	272	+4.6%	208	-3.7%
Apr-2015	246	-5.7%	288	+12.1%
May-2015	282	+9.7%	313	+24.2%
Jun-2015	244	-7.6%	269	-21.6%
Jul-2015	238	-4.0%	550	+103.0%

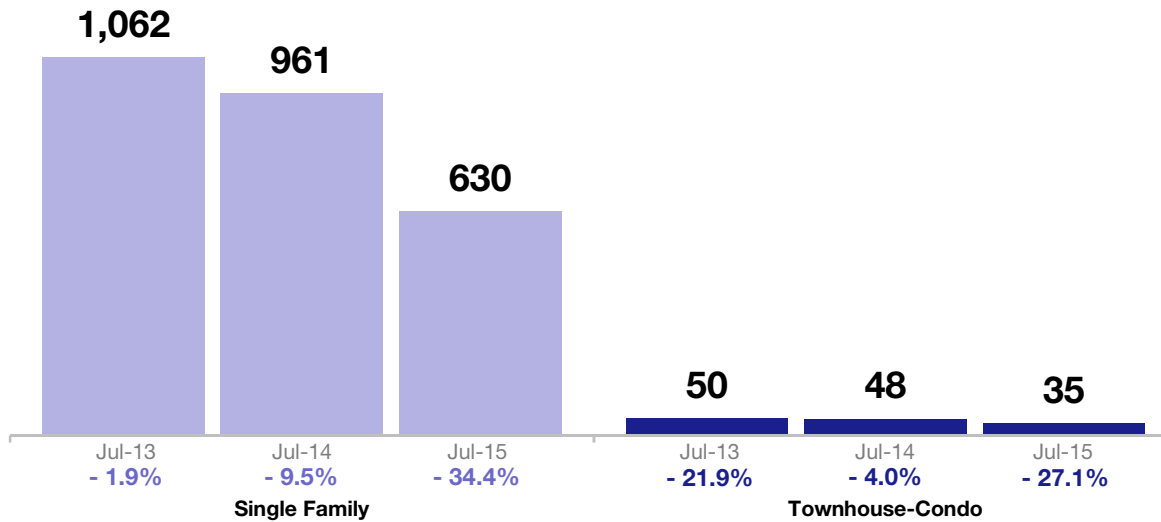
Historical Housing Affordability Index by Month



Inventory of Active Listings

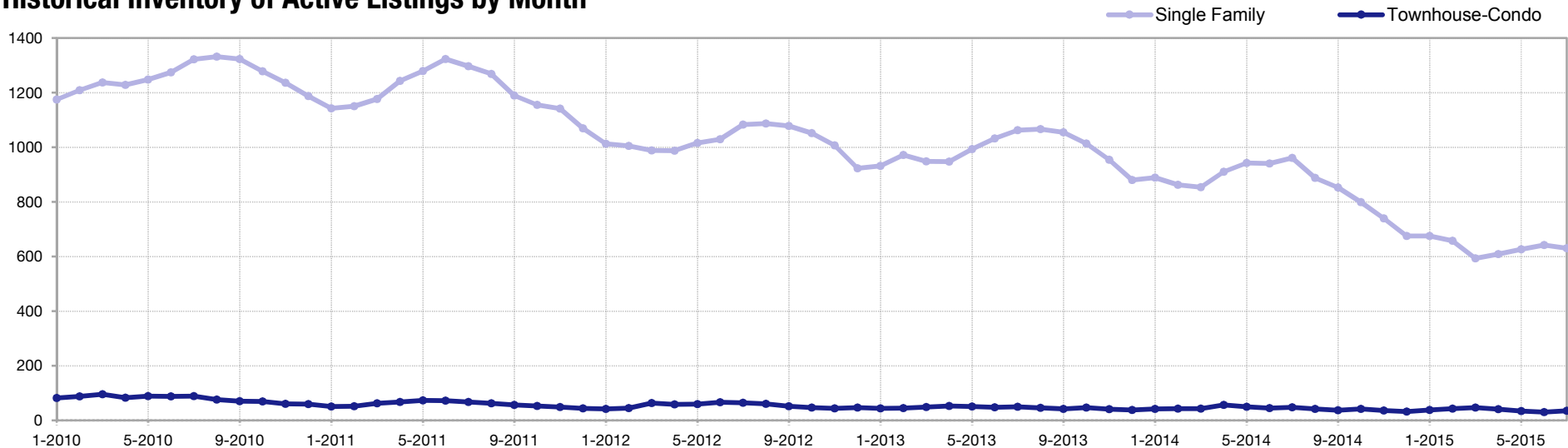


July



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2014	888	-16.7%	42	-8.7%
Sep-2014	853	-19.1%	37	-11.9%
Oct-2014	799	-21.2%	42	-10.6%
Nov-2014	739	-22.5%	36	-12.2%
Dec-2014	675	-23.3%	32	-15.8%
Jan-2015	675	-24.1%	38	-9.5%
Feb-2015	657	-23.8%	43	0.0%
Mar-2015	593	-30.6%	47	+9.3%
Apr-2015	609	-33.1%	41	-26.8%
May-2015	626	-33.5%	34	-32.0%
Jun-2015	642	-31.7%	30	-33.3%
Jul-2015	630	-34.4%	35	-27.1%

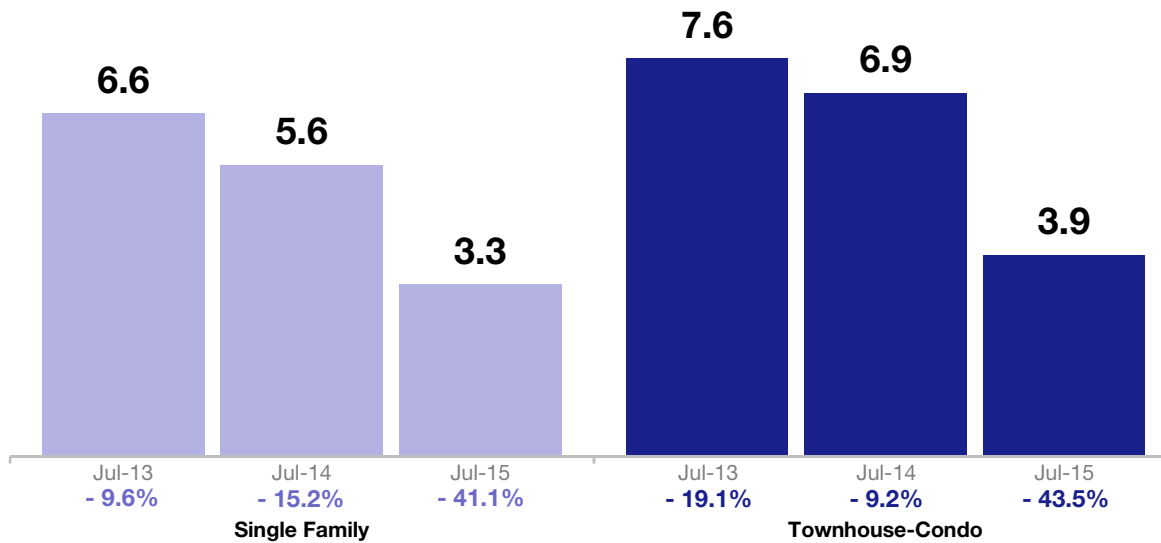
Historical Inventory of Active Listings by Month



Months Supply of Inventory

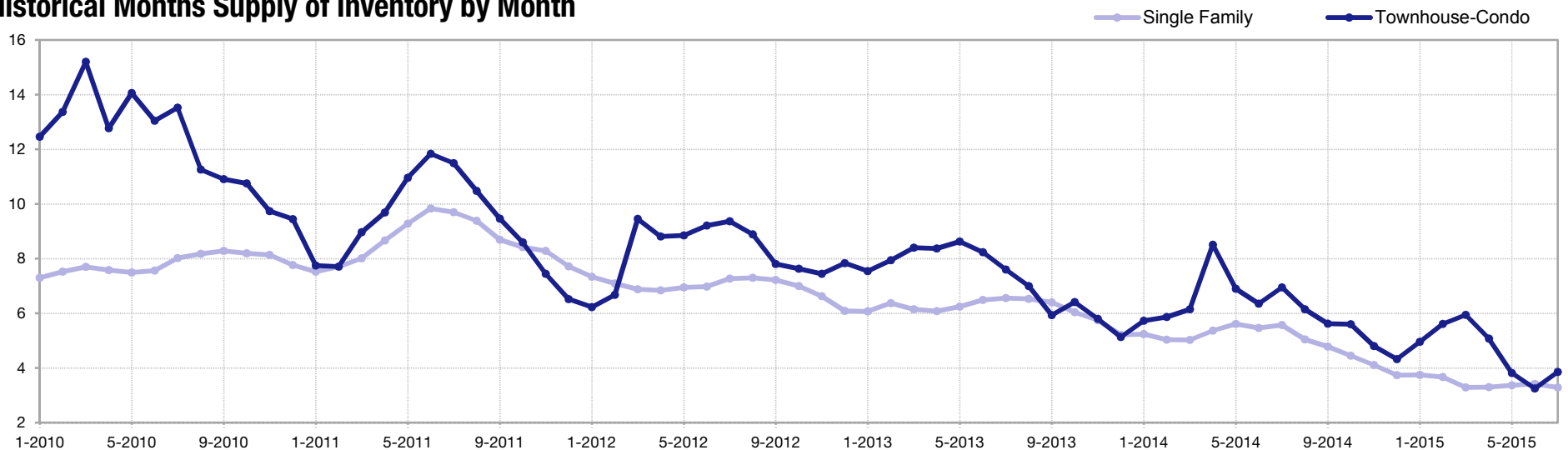


July



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2014	5.0	-23.1%	6.1	-12.9%
Sep-2014	4.8	-25.0%	5.6	-5.1%
Oct-2014	4.4	-26.7%	5.6	-12.5%
Nov-2014	4.1	-28.1%	4.8	-17.2%
Dec-2014	3.7	-28.8%	4.3	-15.7%
Jan-2015	3.7	-28.8%	5.0	-12.3%
Feb-2015	3.7	-26.0%	5.6	-5.1%
Mar-2015	3.3	-34.0%	5.9	-3.3%
Apr-2015	3.3	-38.9%	5.1	-40.0%
May-2015	3.4	-39.3%	3.8	-44.9%
Jun-2015	3.4	-38.2%	3.2	-50.0%
Jul-2015	3.3	-41.1%	3.9	-43.5%

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.



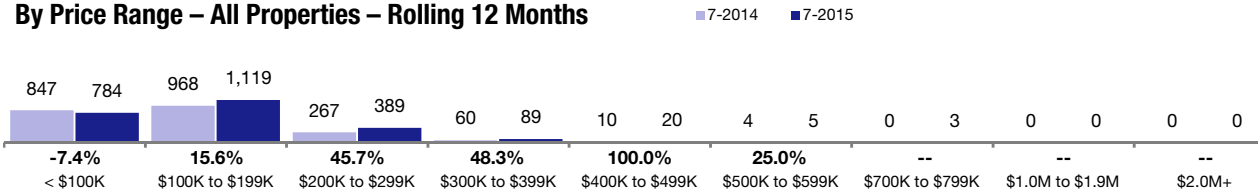
Key Metrics	Historical Sparkbars	7-2014	7-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
New Listings		325	327	+ 0.6%	2,021	1,960	- 3.0%
Pending Sales		216	266	+ 23.1%	1,379	1,558	+ 13.0%
Sold Listings		214	255	+ 19.2%	1,259	1,412	+ 12.2%
Median Sales Price		\$136,000	\$150,000	+ 10.3%	\$127,000	\$137,000	+ 7.9%
Avg. Sales Price		\$143,962	\$156,100	+ 8.4%	\$132,488	\$147,966	+ 11.7%
Pct. of List Price Received		97.4%	98.2%	+ 0.8%	96.5%	97.3%	+ 0.8%
Days on Market		107	101	- 5.6%	115	106	- 7.8%
Affordability Index		251	238	- 5.2%	269	261	- 3.0%
Active Listings		1,009	665	- 34.1%	--	--	--
Months Supply		5.6	3.3	- 41.1%	--	--	--

Sold Listings

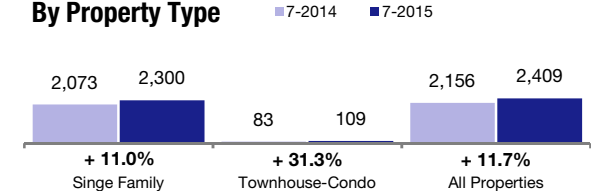
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	7-2014	7-2015	Change	7-2014	7-2015	Change
\$99,999 and Below	822	756	-8.0%	25	28	+12.0%
\$100,000 to \$199,999	918	1,050	+14.4%	50	69	+38.0%
\$200,000 to \$299,999	259	378	+45.9%	8	11	+37.5%
\$300,000 to \$399,999	60	88	+46.7%	0	1	--
\$400,000 to \$499,999	10	20	+100.0%	0	0	--
\$500,000 to \$699,999	4	5	+25.0%	0	0	--
\$700,000 to \$999,999	0	3	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,073	2,300	+11.0%	83	109	+31.3%

Compared to Prior Month

By Price Range	Single Family			Condo		
	6-2015	7-2015	Change	6-2015	7-2015	Change
\$99,999 and Below	71	68	-4.2%	2	4	+100.0%
\$100,000 to \$199,999	116	119	+2.6%	9	2	-77.8%
\$200,000 to \$299,999	44	43	-2.3%	0	1	--
\$300,000 to \$399,999	15	14	-6.7%	0	0	--
\$400,000 to \$499,999	1	4	+300.0%	0	0	--
\$500,000 to \$699,999	0	0	--	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	--
All Price Ranges	247	248	+0.4%	11	7	-36.4%

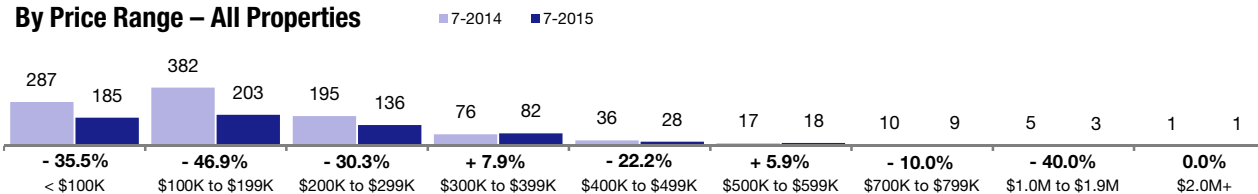
Year to Date

By Price Range	Single Family			Condo		
	7-2014	7-2015	Change	7-2014	7-2015	Change
\$99,999 and Below	467	422	-9.6%	13	16	+23.1%
\$100,000 to \$199,999	550	633	+15.1%	25	37	+48.0%
\$200,000 to \$299,999	154	214	+39.0%	3	8	+166.7%
\$300,000 to \$399,999	40	62	+55.0%	0	0	--
\$400,000 to \$499,999	4	14	+250.0%	0	0	--
\$500,000 to \$699,999	3	4	+33.3%	0	0	--
\$700,000 to \$999,999	0	2	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	1,218	1,351	+10.9%	41	61	+48.8%

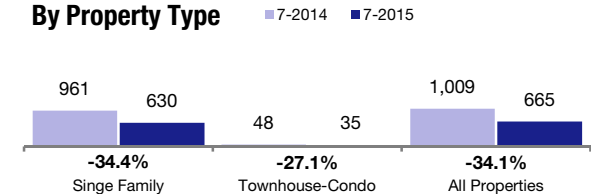
Inventory of Active Listings

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		
	7-2014	7-2015	Change	7-2014	7-2015	Change
\$99,999 and Below	278	171	-38.5%	9	14	+55.6%
\$100,000 to \$199,999	352	189	-46.3%	30	14	-53.3%
\$200,000 to \$299,999	190	130	-31.6%	5	6	+20.0%
\$300,000 to \$399,999	72	81	+12.5%	4	1	-75.0%
\$400,000 to \$499,999	36	28	-22.2%	0	0	--
\$500,000 to \$699,999	17	18	+5.9%	0	0	--
\$700,000 to \$999,999	10	9	-10.0%	0	0	--
\$1,000,000 to \$1,999,999	5	3	-40.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	961	630	-34.4%	48	35	-27.1%

Compared to Prior Month

By Price Range	Single Family			Condo		
	6-2015	7-2015	Change	6-2015	7-2015	Change
\$99,999 and Below	184	171	-7.1%	12	14	+16.7%
\$100,000 to \$199,999	182	189	+3.8%	11	14	+27.3%
\$200,000 to \$299,999	142	130	-8.5%	6	6	0.0%
\$300,000 to \$399,999	75	81	+8.0%	1	1	0.0%
\$400,000 to \$499,999	31	28	-9.7%	0	0	--
\$500,000 to \$699,999	17	18	+5.9%	0	0	--
\$700,000 to \$999,999	8	9	+12.5%	0	0	--
\$1,000,000 to \$1,999,999	2	3	+50.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	642	630	-1.9%	30	35	+16.7%

Year to Date

By Price Range	Single Family			Condo		
	7-2014	7-2015	Change	7-2014	7-2015	Change
\$99,999 and Below	184	171	-7.1%	12	14	+16.7%
\$100,000 to \$199,999	182	189	+3.8%	11	14	+27.3%
\$200,000 to \$299,999	142	130	-8.5%	6	6	0.0%
\$300,000 to \$399,999	75	81	+8.0%	1	1	0.0%
\$400,000 to \$499,999	31	28	-9.7%	0	0	--
\$500,000 to \$699,999	17	18	+5.9%	0	0	--
\$700,000 to \$999,999	8	9	+12.5%	0	0	--
\$1,000,000 to \$1,999,999	2	3	+50.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	642	630	-1.9%	30	35	+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

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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 average 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 July 2015

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Pueblo County

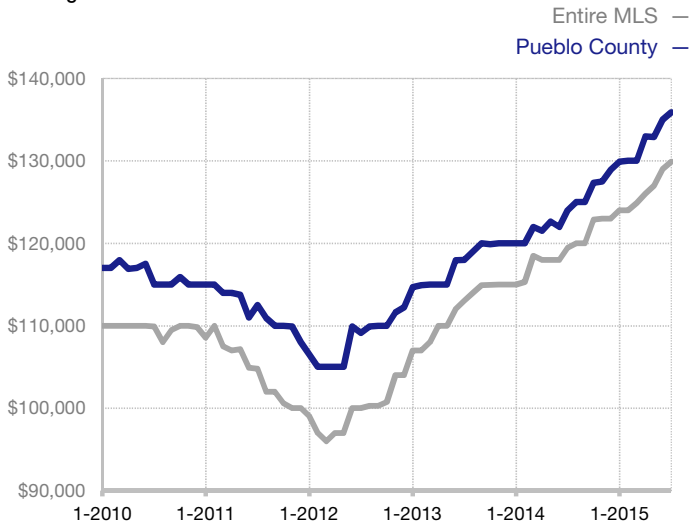
Single Family Key Metrics	July			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 07-2014	Thru 07-2015	Percent Change from Previous Year
New Listings	311	315	+ 1.3%	1,946	1,876	- 3.6%
Sold Listings	209	247	+ 18.2%	1,225	1,343	+ 9.6%
Median Sales Price*	\$137,000	\$150,000	+ 9.5%	\$127,000	\$138,650	+ 9.2%
Average Sales Price*	\$144,248	\$156,866	+ 8.7%	\$132,318	\$148,749	+ 12.4%
Percent of List Price Received*	97.3%	98.3%	+ 1.0%	96.5%	97.4%	+ 0.9%
Days on Market Until Sale	103	100	- 2.9%	115	106	- 7.8%
Inventory of Homes for Sale	966	638	- 34.0%	--	--	--
Months Supply of Inventory	5.6	3.3	- 41.1%	--	--	--

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

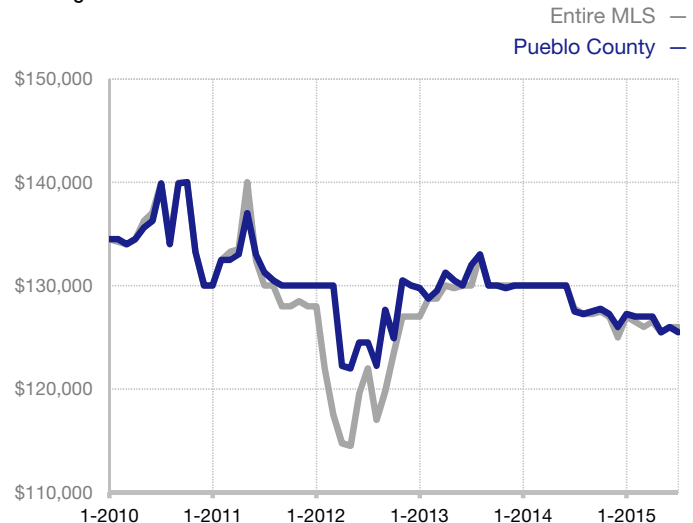
Townhouse-Condo Key Metrics	July			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 07-2014	Thru 07-2015	Percent Change from Previous Year
New Listings	13	13	0.0%	78	82	+ 5.1%
Sold Listings	9	7	- 22.2%	41	61	+ 48.8%
Median Sales Price*	\$126,000	\$65,000	- 48.4%	\$127,000	\$126,500	- 0.4%
Average Sales Price*	\$122,622	\$124,286	+ 1.4%	\$123,054	\$133,719	+ 8.7%
Percent of List Price Received*	99.5%	93.8%	- 5.7%	97.0%	97.2%	+ 0.2%
Days on Market Until Sale	214	140	- 34.6%	124	130	+ 4.8%
Inventory of Homes for Sale	48	34	- 29.2%	--	--	--
Months Supply of Inventory	6.9	3.7	- 46.4%	--	--	--

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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 July 2015

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Arkansas Valley/Otero County

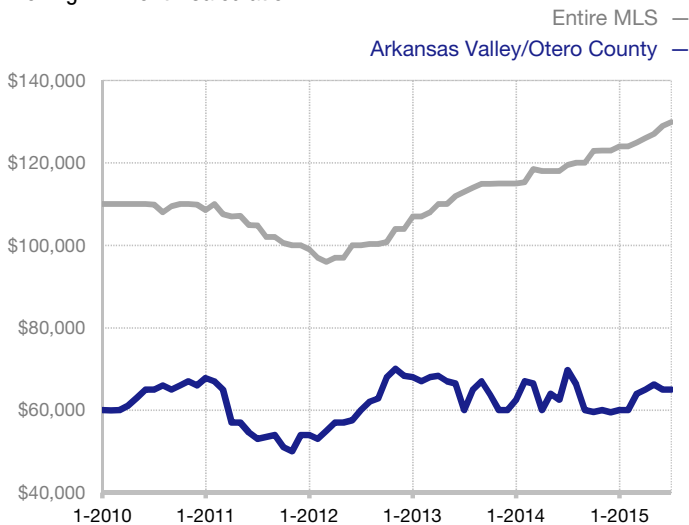
Single Family Key Metrics	July			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 07-2014	Thru 07-2015	Percent Change from Previous Year
New Listings	52	42	- 19.2%	283	246	- 13.1%
Sold Listings	26	25	- 3.8%	146	164	+ 12.3%
Median Sales Price*	\$88,500	\$69,900	- 21.0%	\$66,750	\$70,000	+ 4.9%
Average Sales Price*	\$85,292	\$86,380	+ 1.3%	\$78,012	\$82,313	+ 5.5%
Percent of List Price Received*	91.7%	94.9%	+ 3.5%	92.0%	92.8%	+ 0.9%
Days on Market Until Sale	197	185	- 6.1%	170	192	+ 12.9%
Inventory of Homes for Sale	255	192	- 24.7%	--	--	--
Months Supply of Inventory	12.2	7.7	- 36.9%	--	--	--

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

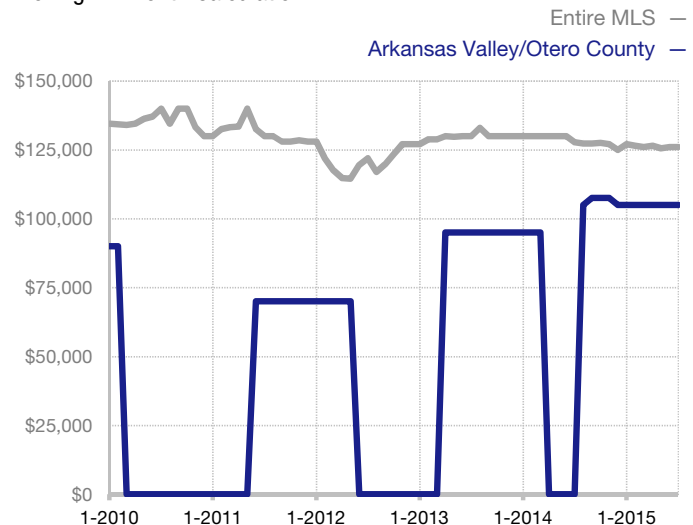
Townhouse-Condo Key Metrics	July			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 07-2014	Thru 07-2015	Percent Change from Previous Year
New Listings	2	0	- 100.0%	4	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	3	1	- 66.7%	--	--	--
Months Supply of Inventory	0.0	1.0	--	--	--	--

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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 July 2015

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Fowler

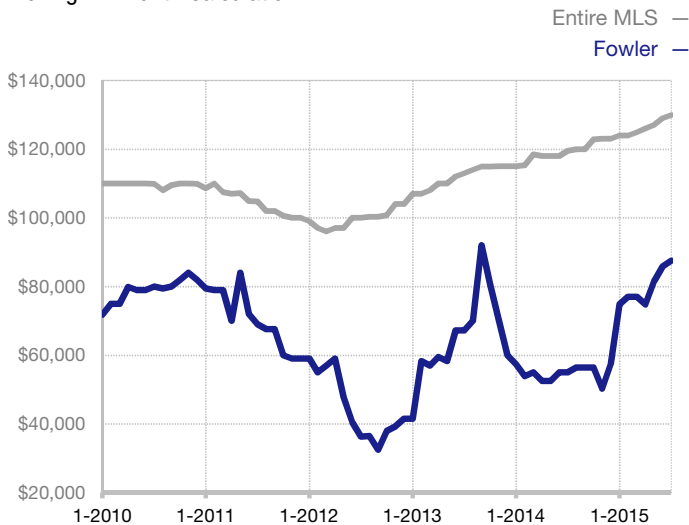
Single Family Key Metrics	July			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 07-2014	Thru 07-2015	Percent Change from Previous Year
New Listings	0	5	--	16	18	+ 12.5%
Sold Listings	2	1	- 50.0%	11	7	- 36.4%
Median Sales Price*	\$55,750	\$118,790	+ 113.1%	\$45,450	\$85,900	+ 89.0%
Average Sales Price*	\$55,750	\$118,790	+ 113.1%	\$62,221	\$76,741	+ 23.3%
Percent of List Price Received*	80.0%	100.0%	+ 25.0%	90.1%	95.9%	+ 6.4%
Days on Market Until Sale	41	116	+ 182.9%	141	272	+ 92.9%
Inventory of Homes for Sale	18	15	- 16.7%	--	--	--
Months Supply of Inventory	9.4	11.8	+ 25.5%	--	--	--

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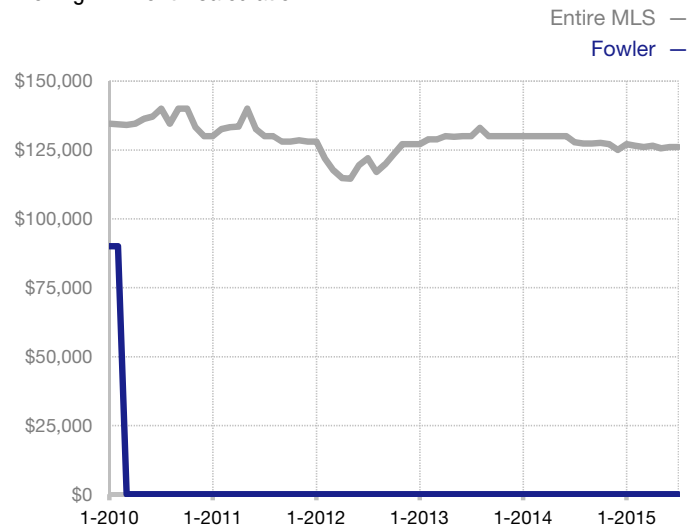
Townhouse-Condo Key Metrics	July			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 07-2014	Thru 07-2015	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 July 2015

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La Junta

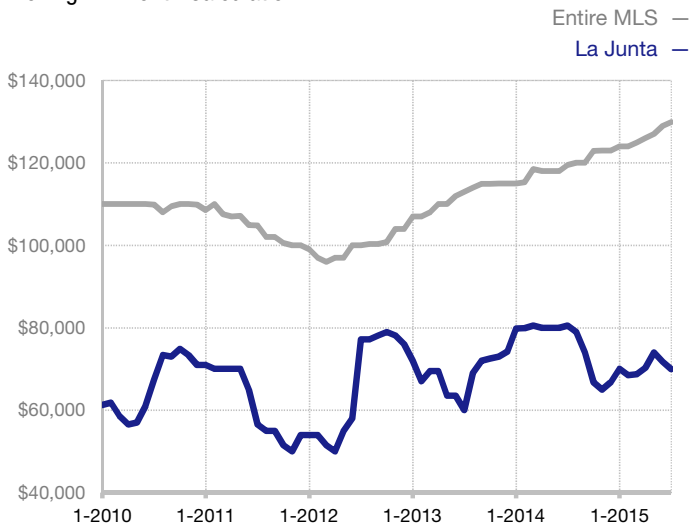
Single Family Key Metrics	July			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 07-2014	Thru 07-2015	Percent Change from Previous Year
New Listings	12	13	+ 8.3%	87	71	- 18.4%
Sold Listings	10	6	- 40.0%	47	54	+ 14.9%
Median Sales Price*	\$90,750	\$65,950	- 27.3%	\$79,000	\$80,000	+ 1.3%
Average Sales Price*	\$86,260	\$89,300	+ 3.5%	\$90,055	\$91,385	+ 1.5%
Percent of List Price Received*	92.5%	93.6%	+ 1.2%	93.0%	93.8%	+ 0.9%
Days on Market Until Sale	215	157	- 27.0%	188	150	- 20.2%
Inventory of Homes for Sale	73	42	- 42.5%	--	--	--
Months Supply of Inventory	11.2	4.7	- 58.0%	--	--	--

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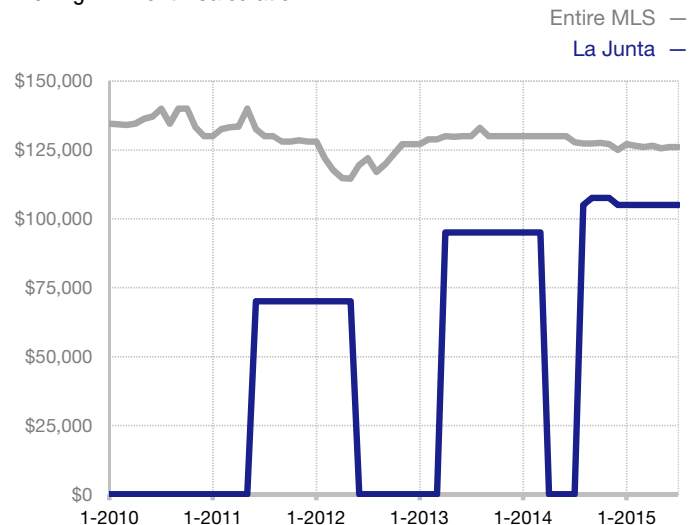
Townhouse-Condo Key Metrics	July			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 07-2014	Thru 07-2015	Percent Change from Previous Year
New Listings	2	0	- 100.0%	3	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	0	- 100.0%	--	--	--
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 July 2015

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Huerfano County

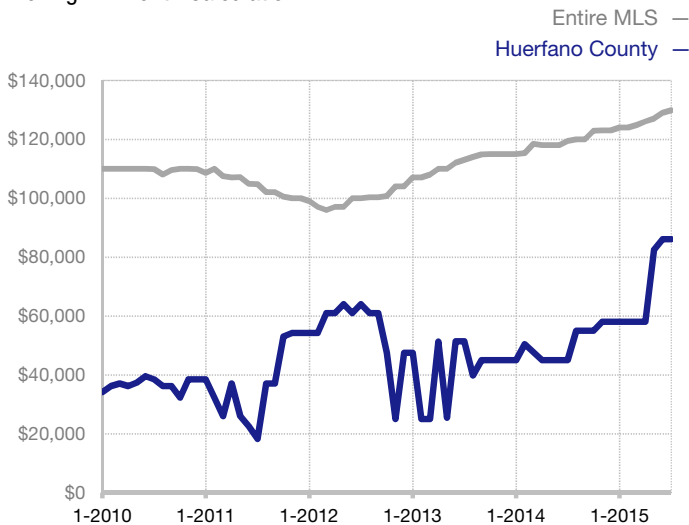
Single Family Key Metrics	July			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 07-2014	Thru 07-2015	Percent Change from Previous Year
New Listings	1	1	0.0%	13	11	- 15.4%
Sold Listings	0	0	--	6	7	+ 16.7%
Median Sales Price*	\$0	\$0	--	\$51,500	\$107,000	+ 107.8%
Average Sales Price*	\$0	\$0	--	\$76,358	\$114,429	+ 49.9%
Percent of List Price Received*	0.0%	0.0%	--	88.0%	91.8%	+ 4.3%
Days on Market Until Sale	0	0	--	113	193	+ 70.8%
Inventory of Homes for Sale	11	7	- 36.4%	--	--	--
Months Supply of Inventory	7.3	4.0	- 45.2%	--	--	--

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

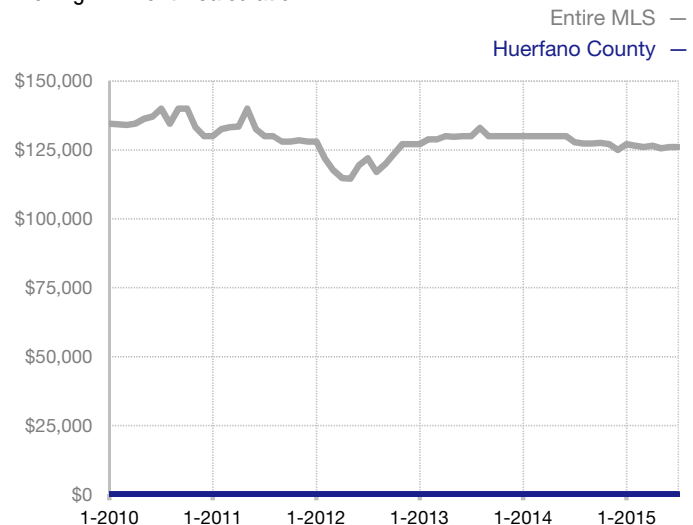
Townhouse-Condo Key Metrics	July			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 07-2014	Thru 07-2015	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 July 2015

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Las Animas

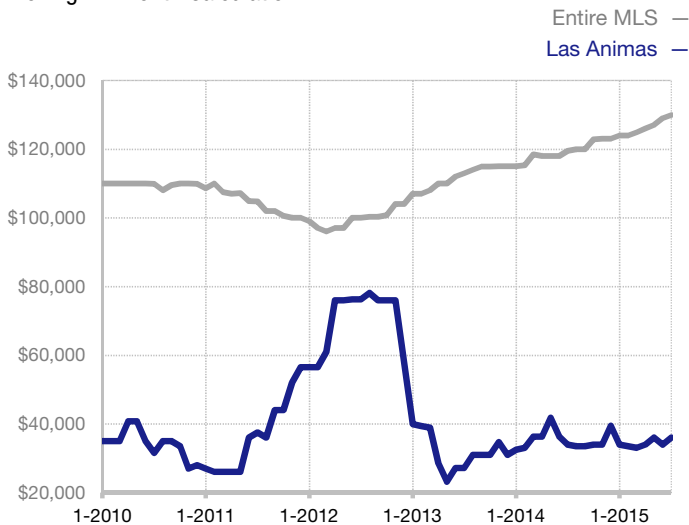
Single Family Key Metrics	July			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 07-2014	Thru 07-2015	Percent Change from Previous Year
New Listings	10	1	- 90.0%	25	13	- 48.0%
Sold Listings	3	0	- 100.0%	16	8	- 50.0%
Median Sales Price*	\$25,000	\$0	- 100.0%	\$39,000	\$35,800	- 8.2%
Average Sales Price*	\$33,867	\$0	- 100.0%	\$59,906	\$34,622	- 42.2%
Percent of List Price Received*	78.2%	0.0%	- 100.0%	84.5%	92.9%	+ 9.9%
Days on Market Until Sale	117	0	- 100.0%	132	161	+ 22.0%
Inventory of Homes for Sale	20	10	- 50.0%	--	--	--
Months Supply of Inventory	8.6	4.4	- 48.8%	--	--	--

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

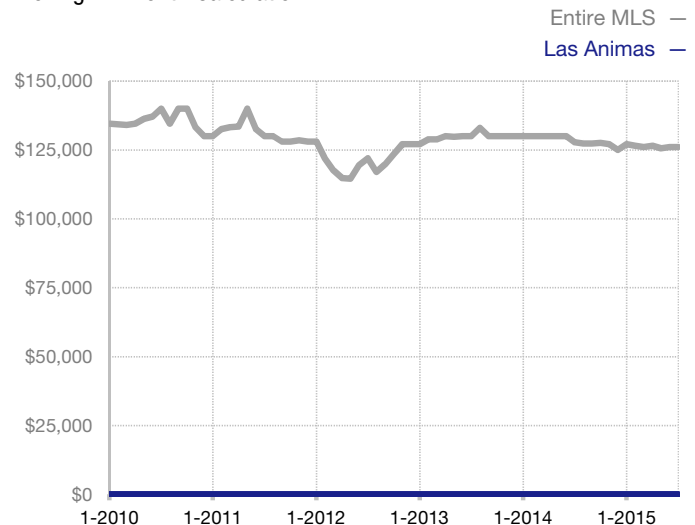
Townhouse-Condo Key Metrics	July			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 07-2014	Thru 07-2015	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 July 2015

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Manzanola

Single Family Key Metrics	July			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 07-2014	Thru 07-2015	Percent Change from Previous Year
New Listings	1	1	0.0%	9	7	- 22.2%
Sold Listings	0	2	--	3	6	+ 100.0%
Median Sales Price*	\$0	\$18,200	--	\$83,000	\$39,250	- 52.7%
Average Sales Price*	\$0	\$18,200	--	\$124,000	\$64,150	- 48.3%
Percent of List Price Received*	0.0%	95.7%	--	96.4%	92.0%	- 4.6%
Days on Market Until Sale	0	255	--	229	351	+ 53.3%
Inventory of Homes for Sale	13	4	- 69.2%	--	--	--
Months Supply of Inventory	13.0	2.2	- 83.1%	--	--	--

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

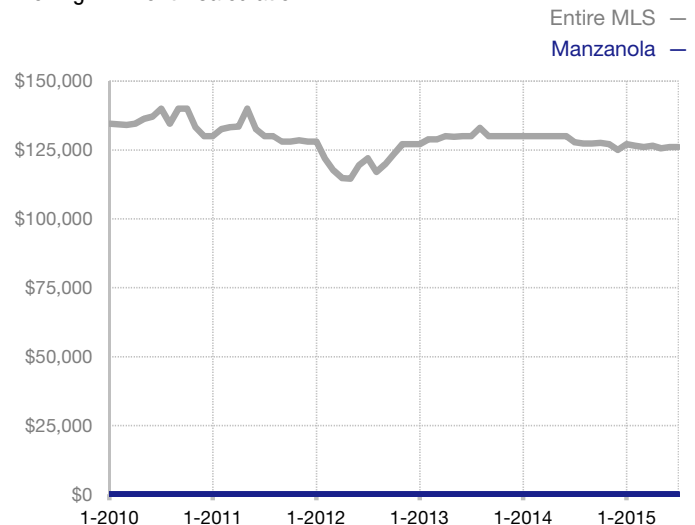
Townhouse-Condo Key Metrics	July			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 07-2014	Thru 07-2015	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 July 2015

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Rocky Ford

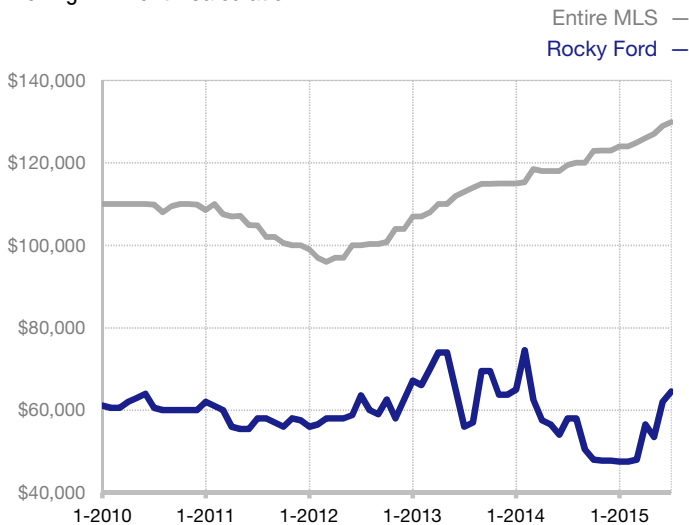
Single Family Key Metrics	July			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 07-2014	Thru 07-2015	Percent Change from Previous Year
New Listings	11	5	- 54.5%	43	30	- 30.2%
Sold Listings	2	2	0.0%	19	25	+ 31.6%
Median Sales Price*	\$76,000	\$153,200	+ 101.6%	\$38,500	\$76,900	+ 99.7%
Average Sales Price*	\$76,000	\$153,200	+ 101.6%	\$58,105	\$93,200	+ 60.4%
Percent of List Price Received*	87.0%	99.4%	+ 14.3%	89.9%	92.4%	+ 2.8%
Days on Market Until Sale	195	265	+ 35.9%	165	225	+ 36.4%
Inventory of Homes for Sale	46	28	- 39.1%	--	--	--
Months Supply of Inventory	12.3	7.0	- 43.1%	--	--	--

* 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	July			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 07-2014	Thru 07-2015	Percent Change from Previous Year
New Listings	0	0	--	1	0	- 100.0%
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	1	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

