

Monthly Indicators



October 2017

Percent changes calculated using year-over-year comparisons.

New Listings were up 11.8 percent for single family homes and 37.5 percent for townhouse-condo properties. Pending Sales increased 26.8 percent for single family homes but decreased 44.4 percent for townhouse-condo properties.

The Median Sales Price was up 8.2 percent to \$177,750 for single family homes and 12.3 percent to \$150,000 for townhouse-condo properties. Days on Market decreased 8.2 percent for single family homes and 4.7 percent for condo properties.

Although inventory levels are low in many markets, there has largely been enough listing and building activity, or at least conversation about future activity, to keep prices from skyrocketing toward another bubble. Low affordability has started to become a recent topic of conversation and is definitely worth watching. But with a healthy economy, level of demand and national unemployment rate, sellers are going to be hard-pressed to lower prices.

Activity Snapshot

- 1.7% **+ 10.0%** **- 27.0%**

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

Single Family Market Overview	2
Townhouse-Condo Market Overview	3
New Listings	4
Pending Sales	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Housing Affordability Index	11
Inventory of Active Listings	12
Months Supply of Inventory	13
Total Market Overview	14
Sold Listings and Inventory by Price Range	15
Glossary of Terms	16

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	10-2016	10-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		238	266	+ 11.8%	2,808	2,941	+ 4.7%
Pending Sales		205	260	+ 26.8%	2,182	2,448	+ 12.2%
Sold Listings		222	219	- 1.4%	2,057	2,330	+ 13.3%
Median Sales Price		\$164,250	\$177,750	+ 8.2%	\$155,000	\$169,900	+ 9.6%
Avg. Sales Price		\$162,212	\$189,202	+ 16.6%	\$165,470	\$176,641	+ 6.8%
Pct. of List Price Received		97.9%	97.9%	0.0%	97.7%	98.0%	+ 0.3%
Days on Market		85	78	- 8.2%	91	84	- 7.7%
Affordability Index		229	201	- 12.2%	243	210	- 13.6%
Active Listings		597	438	- 26.6%	--	--	--
Months Supply		3.0	1.9	- 36.7%	--	--	--

Townhouse-Condo Market Overview

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

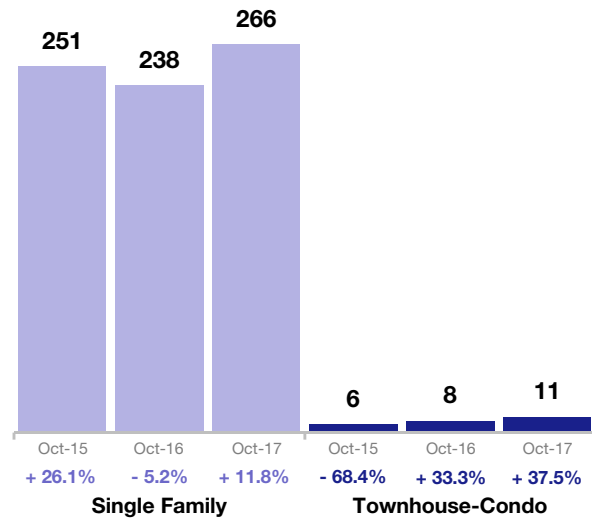


Key Metrics	Historical Sparkbars	10-2016	10-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		8	11	+ 37.5%	107	96	- 10.3%
Pending Sales		18	10	- 44.4%	99	90	- 9.1%
Sold Listings		14	13	- 7.1%	89	85	- 4.5%
Median Sales Price		\$133,556	\$150,000	+ 12.3%	\$136,250	\$150,000	+ 10.1%
Avg. Sales Price		\$141,101	\$169,772	+ 20.3%	\$156,204	\$162,704	+ 4.2%
Pct. of List Price Received		96.7%	99.3%	+ 2.7%	96.5%	97.3%	+ 0.8%
Days on Market		86	82	- 4.7%	94	80	- 14.9%
Affordability Index		282	238	- 15.6%	276	238	- 13.8%
Active Listings		21	13	- 38.1%	--	--	--
Months Supply		2.2	1.4	- 36.4%	--	--	--

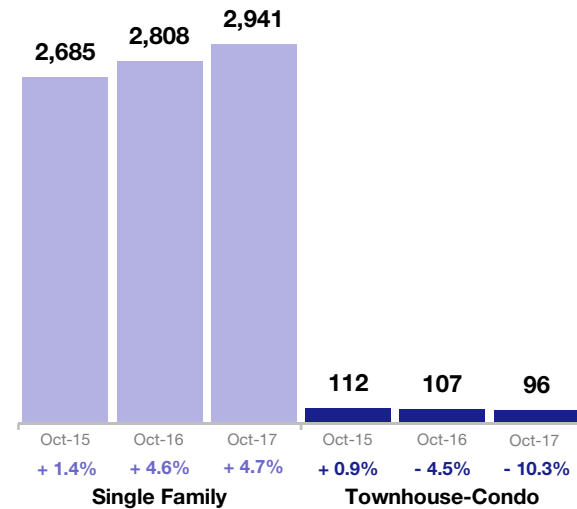
New Listings



October

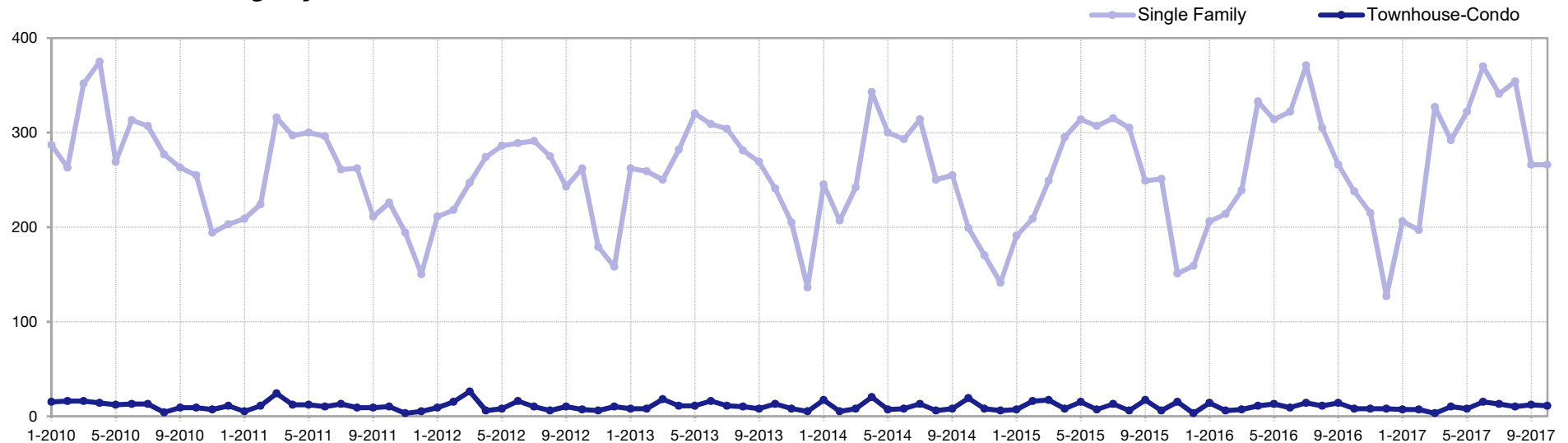


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	292	-12.3%	10	-9.1%
May-2017	322	+2.5%	8	-38.5%
Jun-2017	370	+14.9%	15	+66.7%
Jul-2017	341	-8.1%	13	-7.1%
Aug-2017	354	+16.1%	10	-9.1%
Sep-2017	266	0.0%	12	-14.3%
Oct-2017	266	+11.8%	11	+37.5%

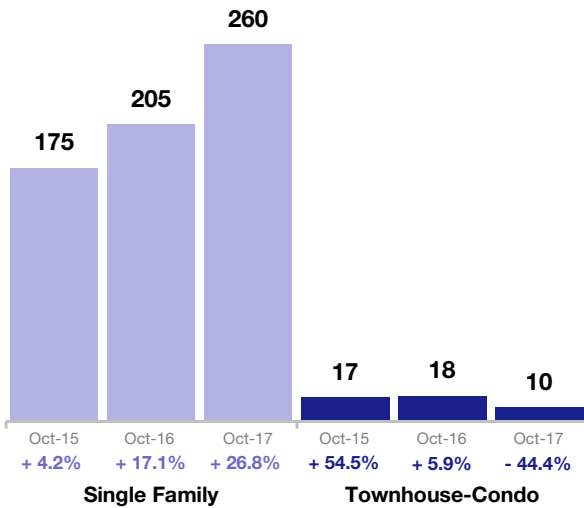
Historical New Listings by Month



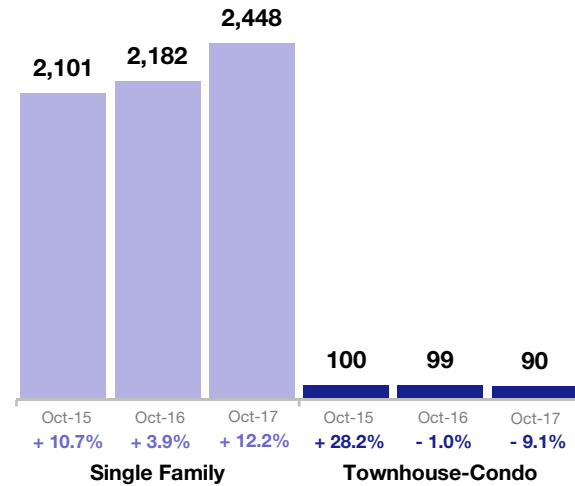
Pending Sales



October

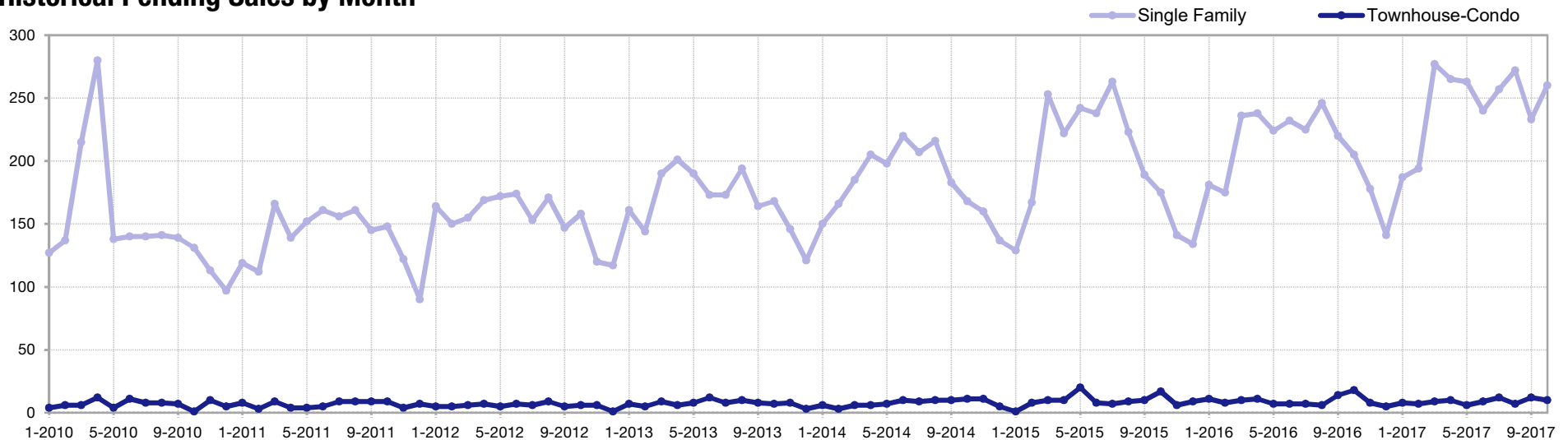


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2016	178	+26.2%	8	+33.3%
Dec-2016	141	+5.2%	5	-44.4%
Jan-2017	187	+3.3%	8	-27.3%
Feb-2017	194	+10.9%	7	-12.5%
Mar-2017	277	+17.4%	9	-10.0%
Apr-2017	265	+11.3%	10	-9.1%
May-2017	263	+17.4%	6	-14.3%
Jun-2017	240	+3.4%	9	+28.6%
Jul-2017	257	+14.2%	12	+71.4%
Aug-2017	272	+10.6%	7	+16.7%
Sep-2017	233	+5.9%	12	-14.3%
Oct-2017	260	+26.8%	10	-44.4%

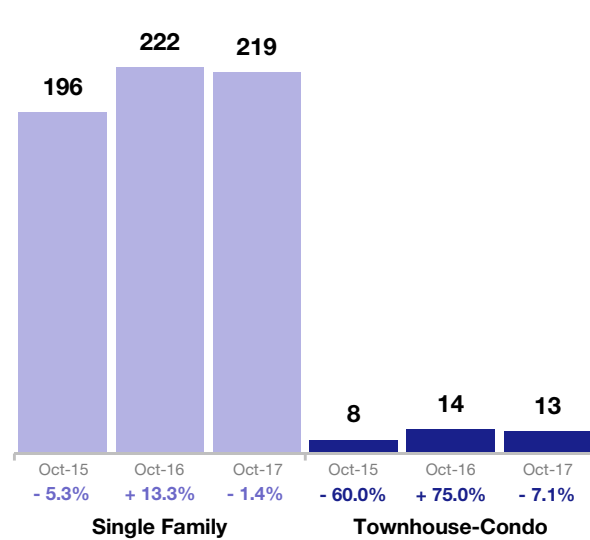
Historical Pending Sales by Month



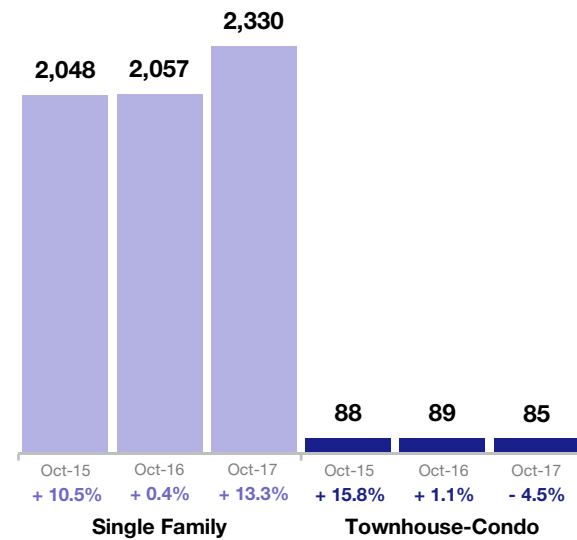
Sold Listings



October

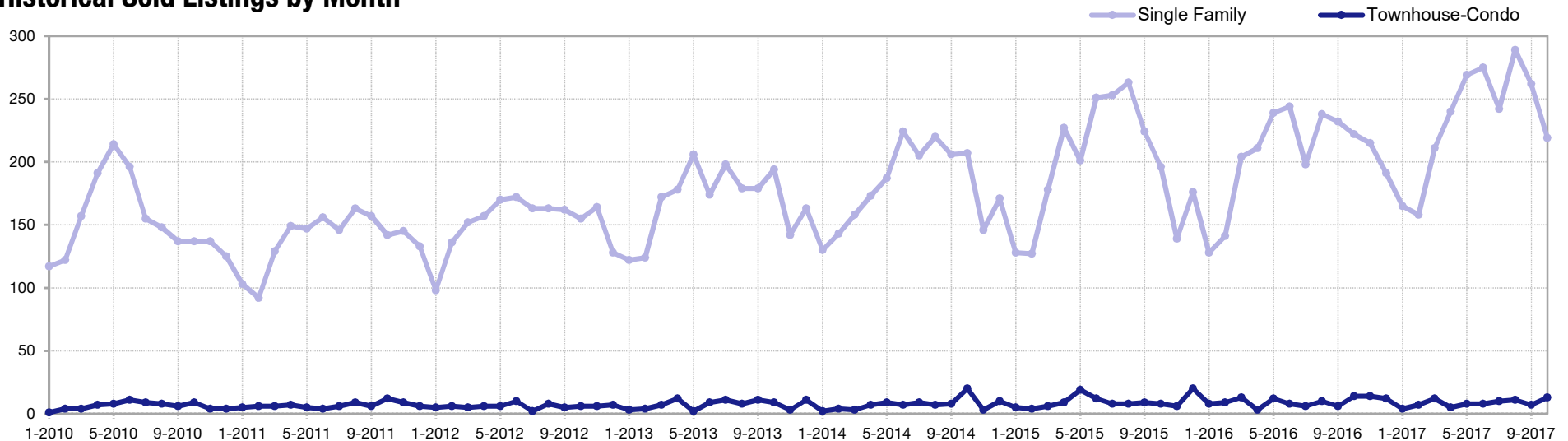


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	242	+22.2%	10	+66.7%
Aug-2017	289	+21.4%	11	+10.0%
Sep-2017	262	+12.9%	7	+16.7%
Oct-2017	219	-1.4%	13	-7.1%

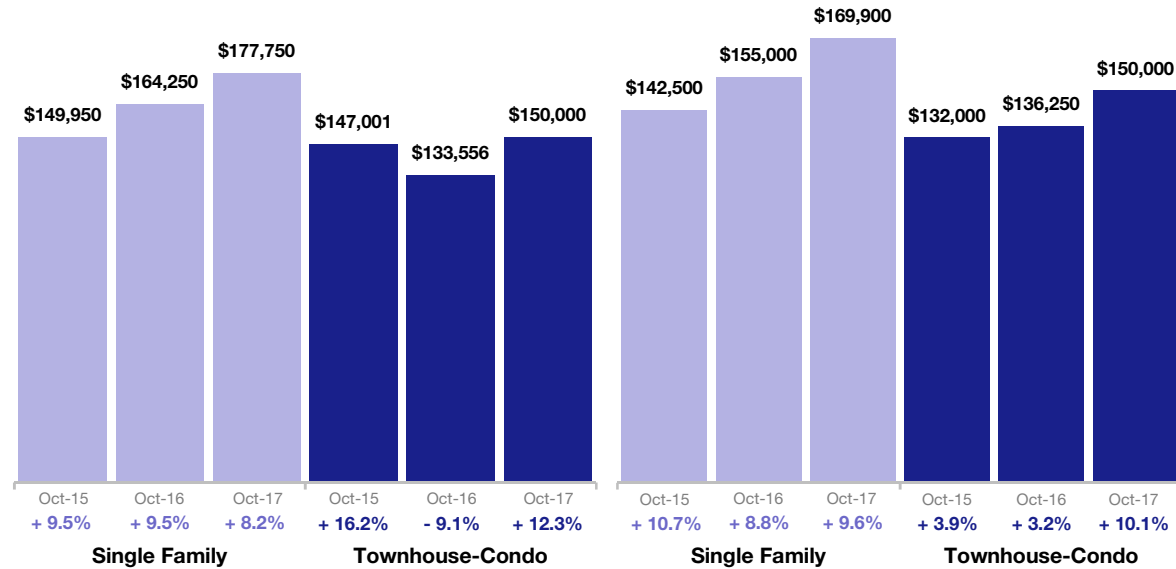
Historical Sold Listings by Month



Median Sales Price

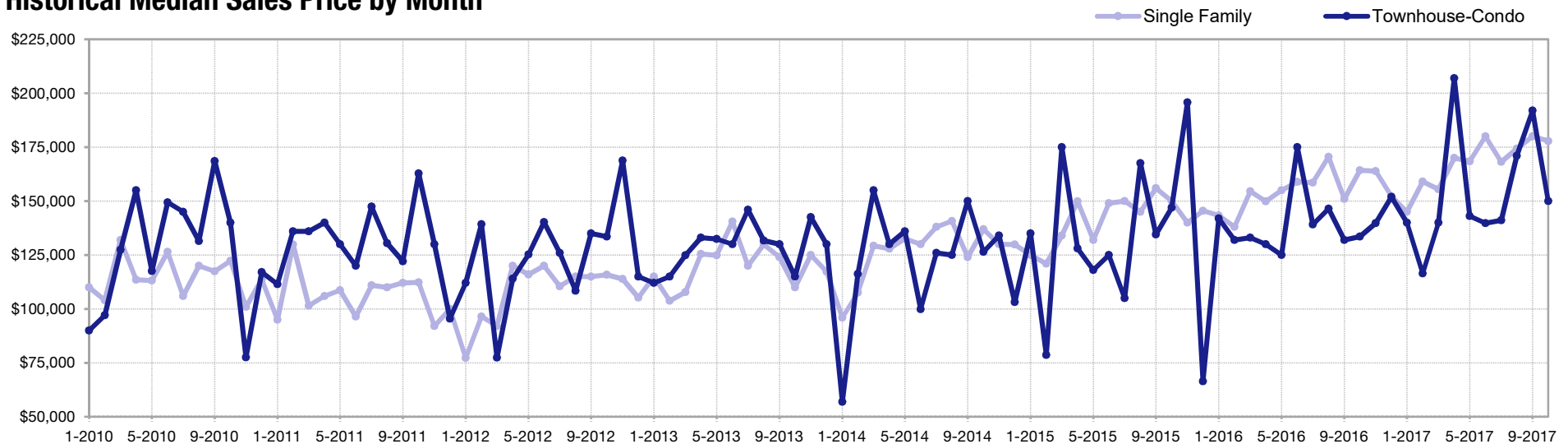


October



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$168,200	+6.1%	\$141,100	+1.4%
Aug-2017	\$174,250	+2.2%	\$171,000	+16.8%
Sep-2017	\$180,000	+19.2%	\$192,000	+45.5%
Oct-2017	\$177,750	+8.2%	\$150,000	+12.3%

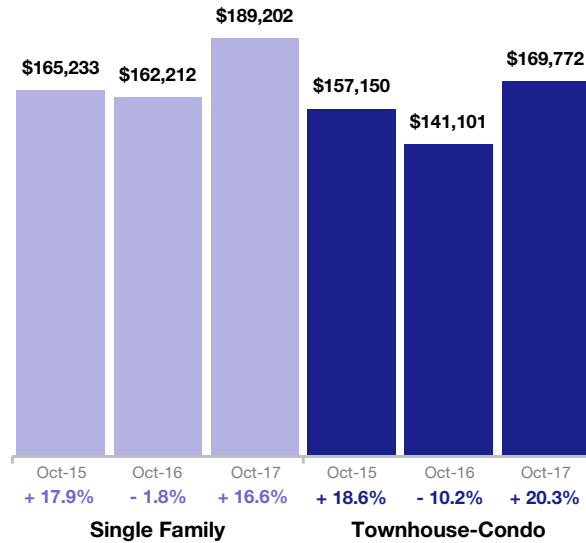
Historical Median Sales Price by Month



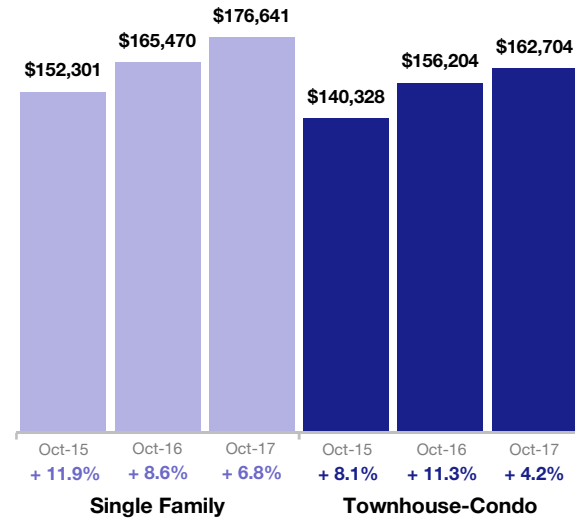
Average Sales Price



October

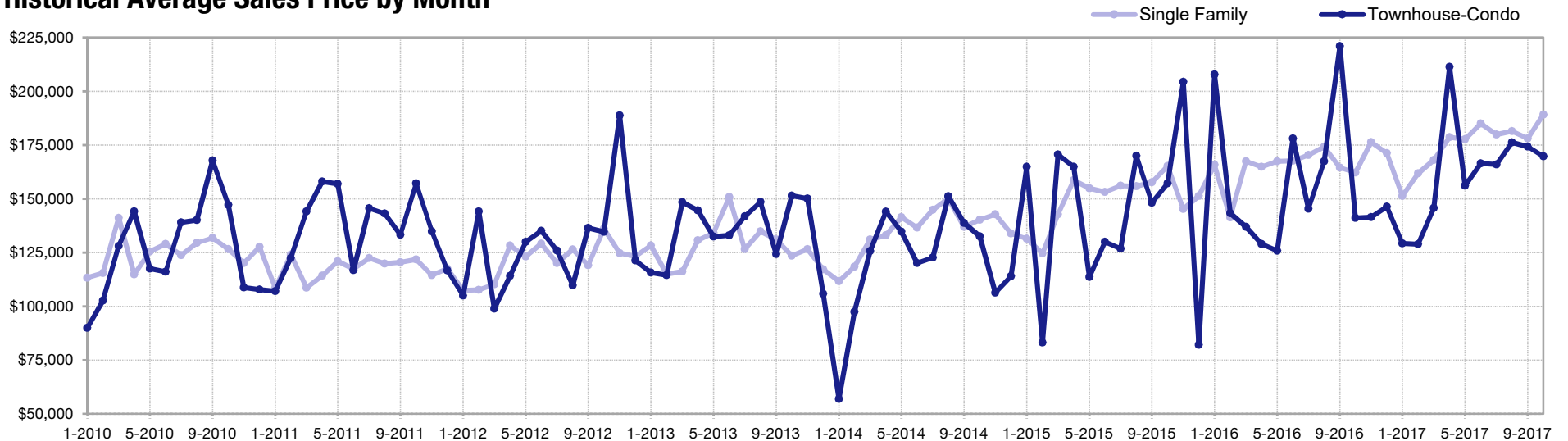


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2016	\$176,397	+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	\$184,982	+10.4%	\$166,425	-6.5%
Jul-2017	\$179,868	+5.6%	\$166,030	+14.3%
Aug-2017	\$181,507	+4.2%	\$176,195	+5.2%
Sep-2017	\$178,087	+8.3%	\$174,286	-21.1%
Oct-2017	\$189,202	+16.6%	\$169,772	+20.3%

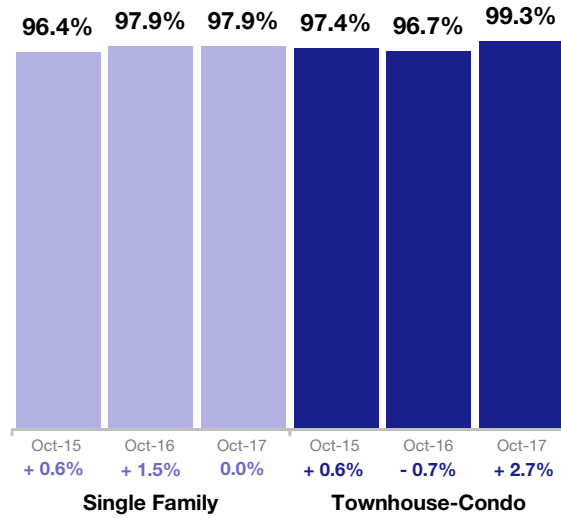
Historical Average Sales Price by Month



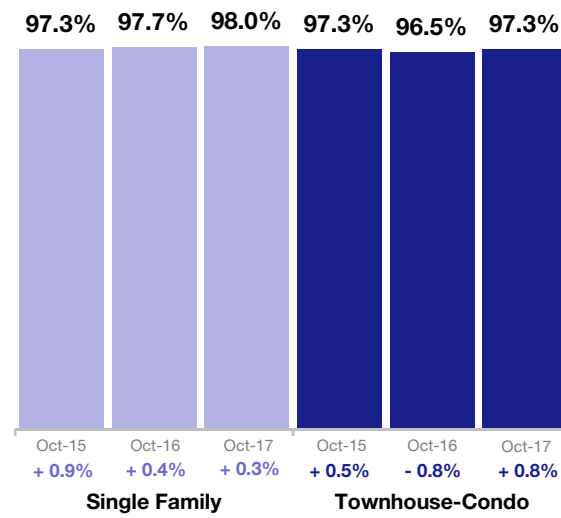
Percent of List Price Received



October

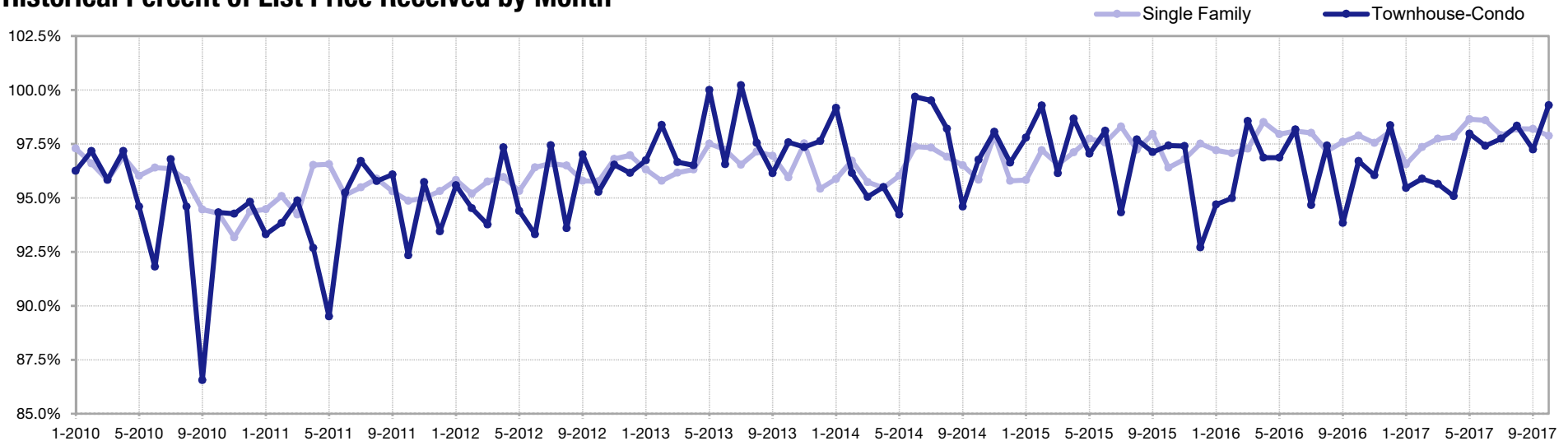


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Aug-2017	98.2%	+1.0%	98.3%	+0.9%
Sep-2017	98.2%	+0.6%	97.2%	+3.6%
Oct-2017	97.9%	0.0%	99.3%	+2.7%

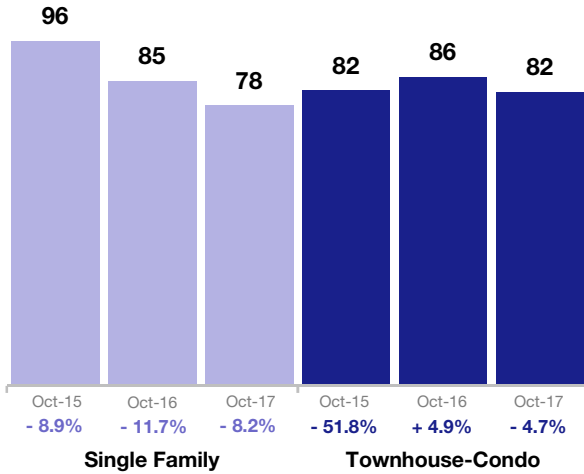
Historical Percent of List Price Received by Month



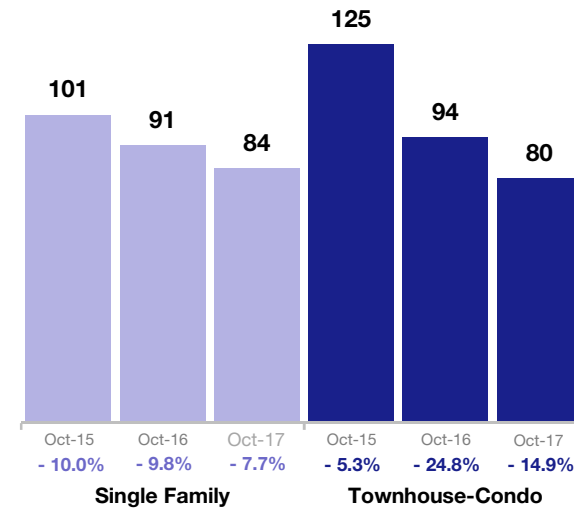
Days on Market Until Sale



October

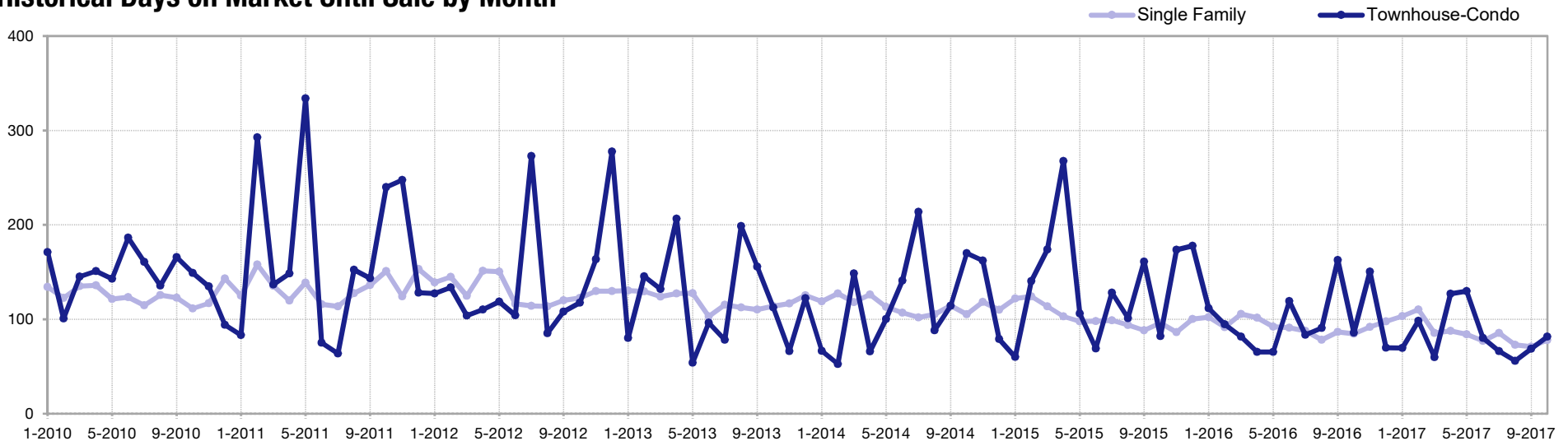


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Aug-2017	73	-6.4%	56	-38.5%
Sep-2017	71	-18.4%	69	-57.7%
Oct-2017	78	-8.2%	82	-4.7%

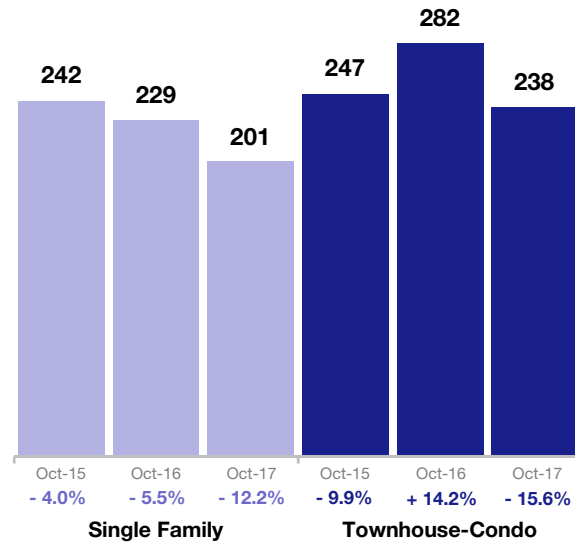
Historical Days on Market Until Sale by Month



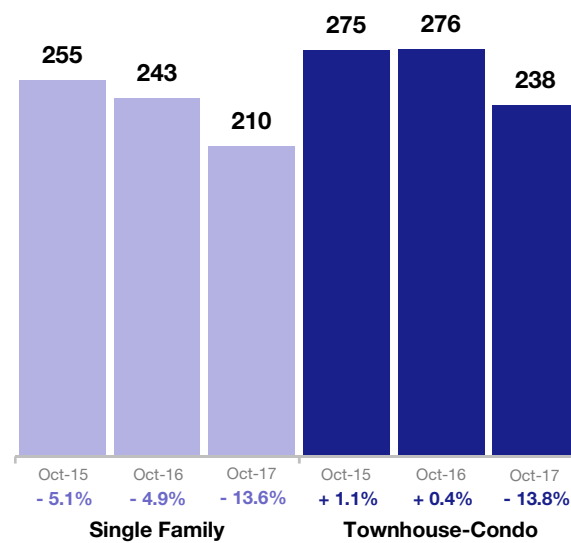
Housing Affordability Index



October

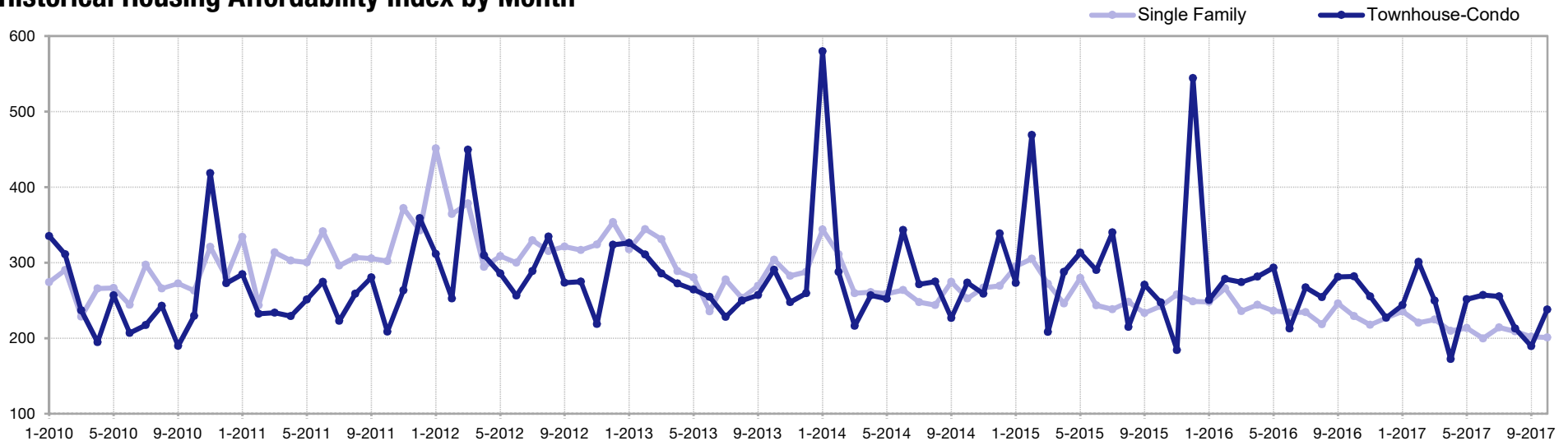


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	214	-8.5%	255	-4.5%
Aug-2017	209	-4.1%	213	-16.1%
Sep-2017	202	-17.9%	189	-32.7%
Oct-2017	201	-12.2%	238	-15.6%

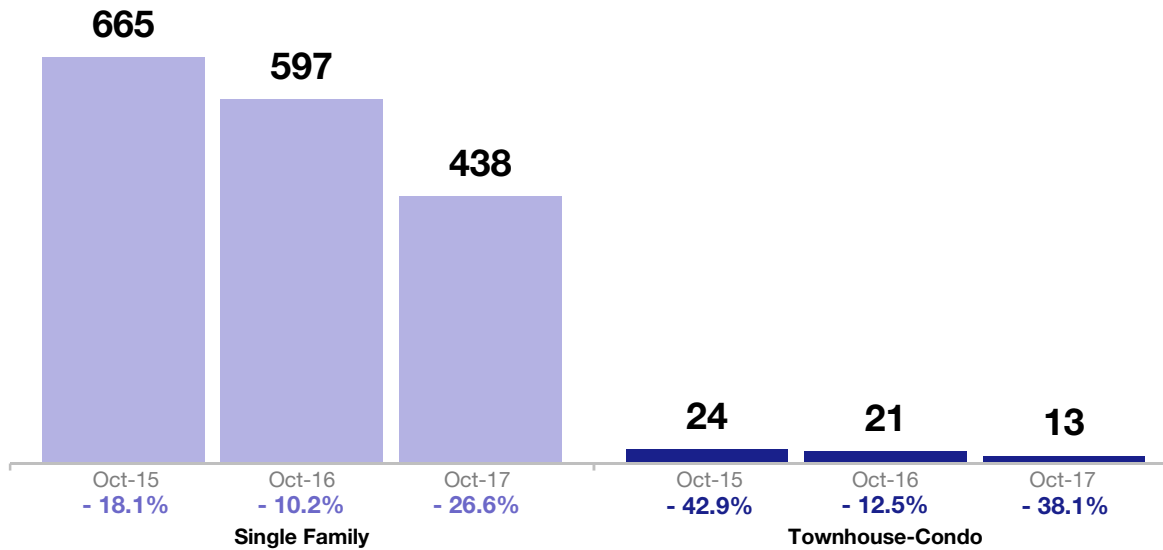
Historical Housing Affordability Index by Month



Inventory of Active Listings

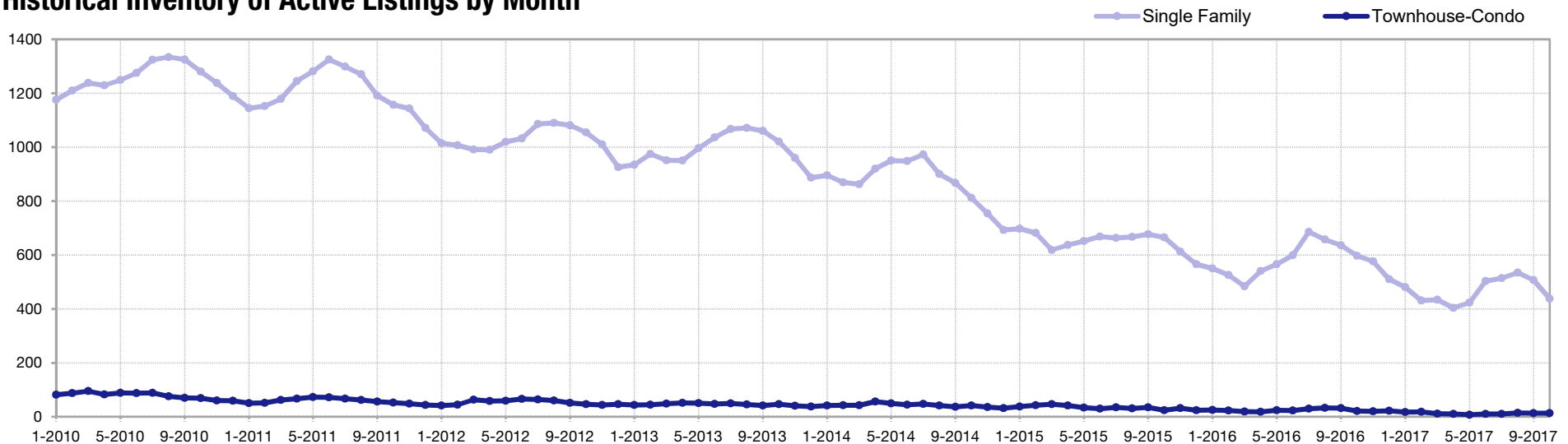


October



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2016	576	-6.0%	20	-37.5%
Dec-2016	510	-9.9%	22	-8.3%
Jan-2017	481	-12.5%	17	-32.0%
Feb-2017	431	-18.1%	18	-21.7%
Mar-2017	434	-10.3%	12	-36.8%
Apr-2017	404	-25.2%	11	-38.9%
May-2017	423	-25.3%	8	-66.7%
Jun-2017	503	-16.0%	11	-52.2%
Jul-2017	514	-25.1%	11	-63.3%
Aug-2017	535	-18.6%	14	-57.6%
Sep-2017	507	-20.3%	13	-59.4%
Oct-2017	438	-26.6%	13	-38.1%

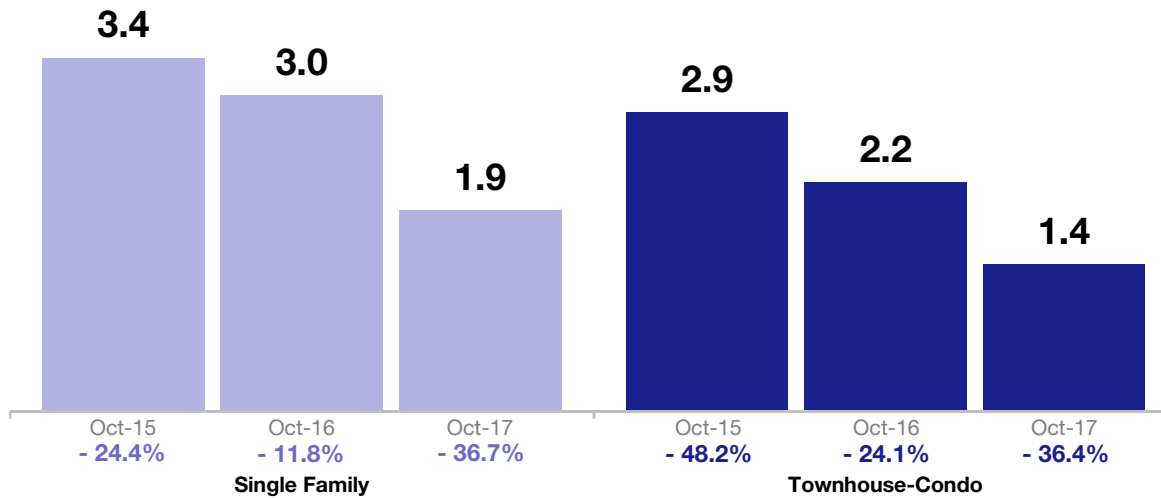
Historical Inventory of Active Listings by Month



Months Supply of Inventory

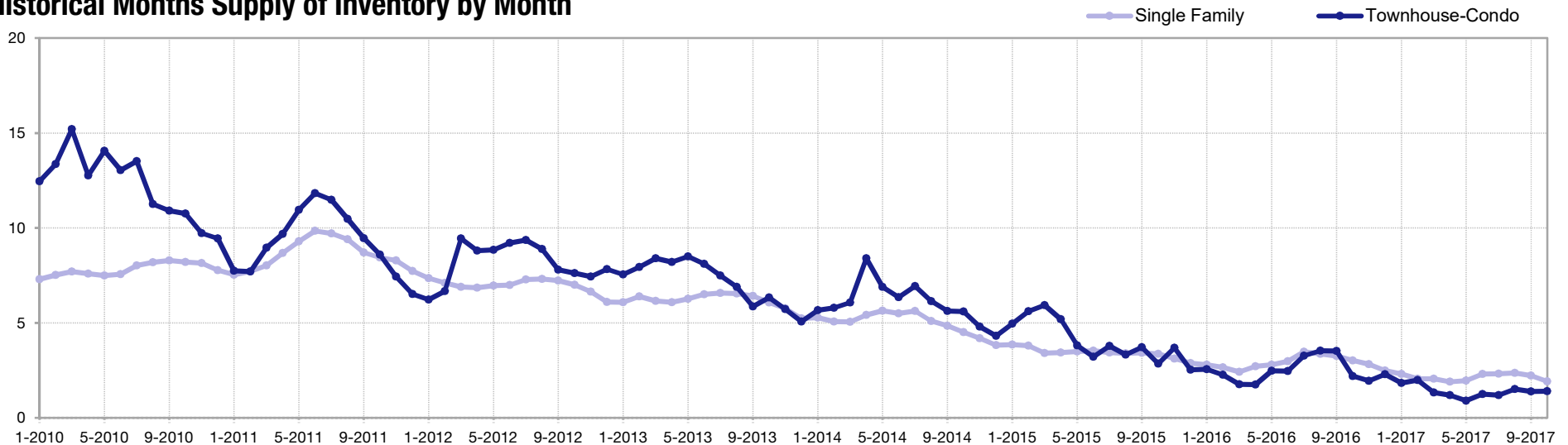


October



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	-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	2.3	-23.3%	1.2	-52.0%
Jul-2017	2.3	-34.3%	1.2	-63.6%
Aug-2017	2.4	-29.4%	1.5	-57.1%
Sep-2017	2.2	-33.3%	1.4	-60.0%
Oct-2017	1.9	-36.7%	1.4	-36.4%

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.



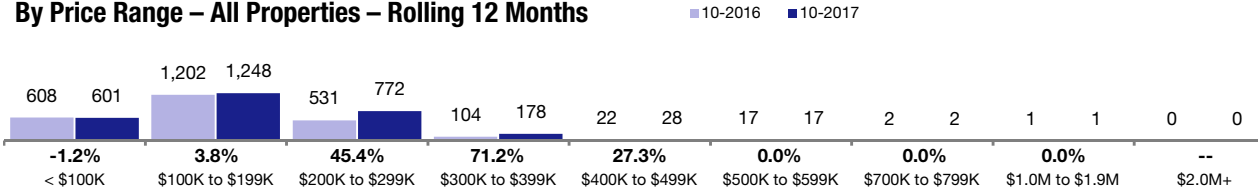
Key Metrics	Historical Sparkbars	10-2016	10-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		246	277	+ 12.6%	2,915	3,037	+ 4.2%
Pending Sales		223	270	+ 21.1%	2,281	2,538	+ 11.3%
Sold Listings		236	232	- 1.7%	2,146	2,415	+ 12.5%
Median Sales Price		\$160,000	\$176,000	+ 10.0%	\$154,000	\$167,500	+ 8.8%
Avg. Sales Price		\$160,960	\$188,109	+ 16.9%	\$165,086	\$176,150	+ 6.7%
Pct. of List Price Received		97.8%	98.0%	+ 0.2%	97.7%	98.0%	+ 0.3%
Days on Market		85	78	- 8.2%	92	84	- 8.7%
Affordability Index		235	203	- 13.6%	244	213	- 12.7%
Active Listings		618	451	- 27.0%	--	--	--
Months Supply		3.0	1.9	- 36.7%	--	--	--

Sold Listings

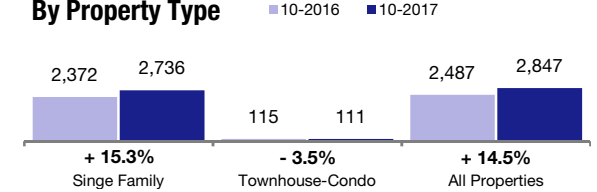
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	10-2016	10-2017	Change	10-2016	10-2017	Change
\$99,999 and Below	574	580	+1.0%	34	21	-38.2%
\$100,000 to \$199,999	1,140	1,181	+3.6%	62	67	+8.1%
\$200,000 to \$299,999	517	753	+45.6%	14	19	+35.7%
\$300,000 to \$399,999	102	174	+70.6%	2	4	+100.0%
\$400,000 to \$499,999	21	28	+33.3%	1	0	-100.0%
\$500,000 to \$699,999	15	17	+13.3%	2	0	-100.0%
\$700,000 to \$999,999	2	2	0.0%	0	0	--
\$1,000,000 to \$1,999,999	1	1	0.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,372	2,736	+15.3%	115	111	-3.5%

Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2017	10-2017	Change	9-2017	10-2017	Change
\$99,999 and Below	55	40	-27.3%	1	0	-100.0%
\$100,000 to \$199,999	94	93	-1.1%	4	11	+175.0%
\$200,000 to \$299,999	99	61	-38.4%	2	1	-50.0%
\$300,000 to \$399,999	11	17	+54.5%	0	1	--
\$400,000 to \$499,999	1	6	+500.0%	0	0	--
\$500,000 to \$699,999	2	2	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	262	219	-16.4%	7	13	+85.7%

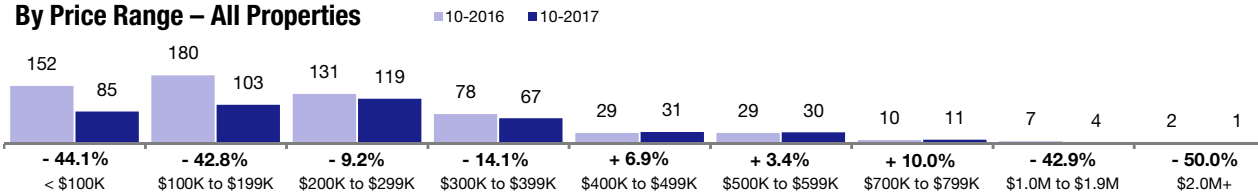
Year to Date

By Price Range	Single Family			Condo		
	10-2016	10-2017	Change	10-2016	10-2017	Change
\$99,999 and Below	478	492	+2.9%	20	14	-30.0%
\$100,000 to \$199,999	989	994	+0.5%	53	51	-3.8%
\$200,000 to \$299,999	464	659	+42.0%	13	16	+23.1%
\$300,000 to \$399,999	88	146	+65.9%	0	4	--
\$400,000 to \$499,999	20	22	+10.0%	1	0	-100.0%
\$500,000 to \$699,999	15	16	+6.7%	2	0	-100.0%
\$700,000 to \$999,999	2	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	--
All Price Ranges	2,057	2,330	+13.3%	89	85	-4.5%

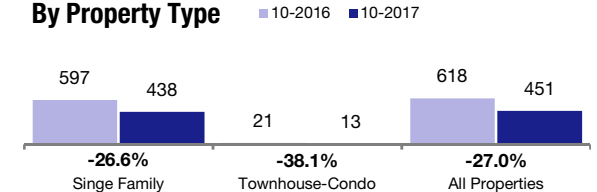
Inventory of Active Listings

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		
	10-2016	10-2017	Change	10-2016	10-2017	Change
\$99,999 and Below	151	85	-43.7%	1	0	-100.0%
\$100,000 to \$199,999	169	97	-42.6%	11	6	-45.5%
\$200,000 to \$299,999	124	117	-5.6%	7	2	-71.4%
\$300,000 to \$399,999	76	62	-18.4%	2	5	+150.0%
\$400,000 to \$499,999	29	31	+6.9%	0	0	--
\$500,000 to \$699,999	29	30	+3.4%	0	0	--
\$700,000 to \$999,999	10	11	+10.0%	0	0	--
\$1,000,000 to \$1,999,999	7	4	-42.9%	0	0	--
\$2,000,000 and Above	2	1	-50.0%	0	0	--
All Price Ranges	597	438	-26.6%	21	13	-38.1%

Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2017	10-2017	Change	9-2017	10-2017	Change
\$99,999 and Below	100	85	-15.0%	0	0	--
\$100,000 to \$199,999	128	97	-24.2%	6	6	0.0%
\$200,000 to \$299,999	129	117	-9.3%	5	2	-60.0%
\$300,000 to \$399,999	73	62	-15.1%	2	5	+150.0%
\$400,000 to \$499,999	31	31	0.0%	0	0	--
\$500,000 to \$699,999	30	30	0.0%	0	0	--
\$700,000 to \$999,999	11	11	0.0%	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	--
All Price Ranges	507	438	-13.6%	13	13	0.0%

Year to Date

By Price Range	Single Family			Condo		
	10-2016	10-2017	Change	10-2016	10-2017	Change
\$99,999 and Below	100	85	-15.0%	0	0	--
\$100,000 to \$199,999	128	97	-24.2%	6	6	0.0%
\$200,000 to \$299,999	129	117	-9.3%	5	2	-60.0%
\$300,000 to \$399,999	73	62	-15.1%	2	5	+150.0%
\$400,000 to \$499,999	31	31	0.0%	0	0	--
\$500,000 to \$699,999	30	30	0.0%	0	0	--
\$700,000 to \$999,999	11	11	0.0%	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	--
All Price Ranges	507	438	-13.6%	13	13	0.0%

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 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 October 2017

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Pueblo County

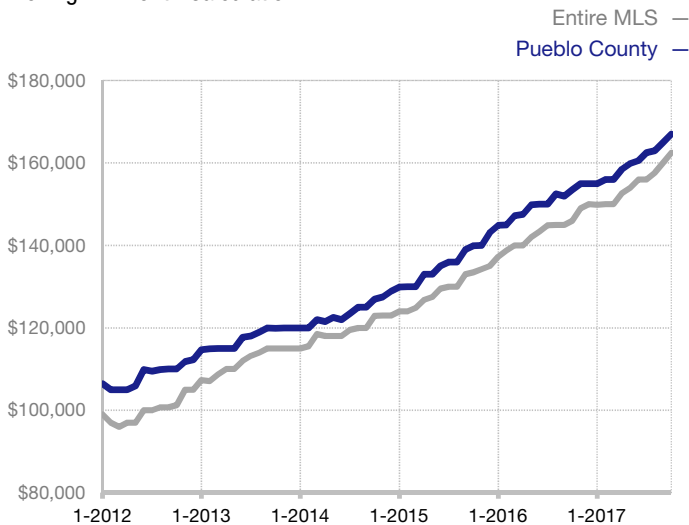
Single Family Key Metrics	October			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 10-2016	Thru 10-2017	Percent Change from Previous Year
New Listings	238	266	+ 11.8%	2,801	2,930	+ 4.6%
Sold Listings	221	221	0.0%	2,062	2,330	+ 13.0%
Median Sales Price*	\$161,740	\$178,000	+ 10.1%	\$155,000	\$169,000	+ 9.0%
Average Sales Price*	\$160,911	\$189,978	+ 18.1%	\$165,627	\$177,143	+ 7.0%
Percent of List Price Received*	97.8%	97.8%	0.0%	97.7%	98.0%	+ 0.3%
Days on Market Until Sale	87	78	- 10.3%	92	84	- 8.7%
Inventory of Homes for Sale	598	432	- 27.8%	--	--	--
Months Supply of Inventory	3.0	1.9	- 36.7%	--	--	--

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

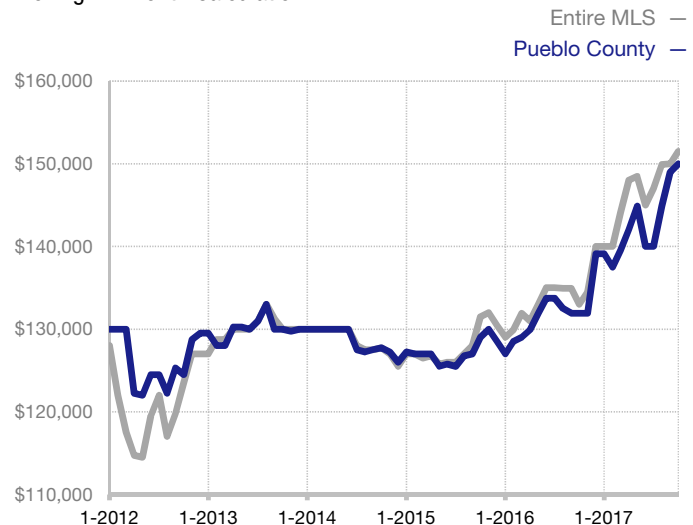
Townhouse-Condo Key Metrics	October			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 10-2016	Thru 10-2017	Percent Change from Previous Year
New Listings	8	11	+ 37.5%	107	92	- 14.0%
Sold Listings	14	12	- 14.3%	89	83	- 6.7%
Median Sales Price*	\$133,556	\$149,950	+ 12.3%	\$136,250	\$150,000	+ 10.1%
Average Sales Price*	\$141,101	\$167,419	+ 18.7%	\$156,204	\$161,408	+ 3.3%
Percent of List Price Received*	96.7%	99.1%	+ 2.5%	96.5%	97.2%	+ 0.7%
Days on Market Until Sale	86	81	- 5.8%	94	81	- 13.8%
Inventory of Homes for Sale	21	13	- 38.1%	--	--	--
Months Supply of Inventory	2.2	1.4	- 36.4%	--	--	--

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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 October 2017

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Arkansas Valley/Otero County

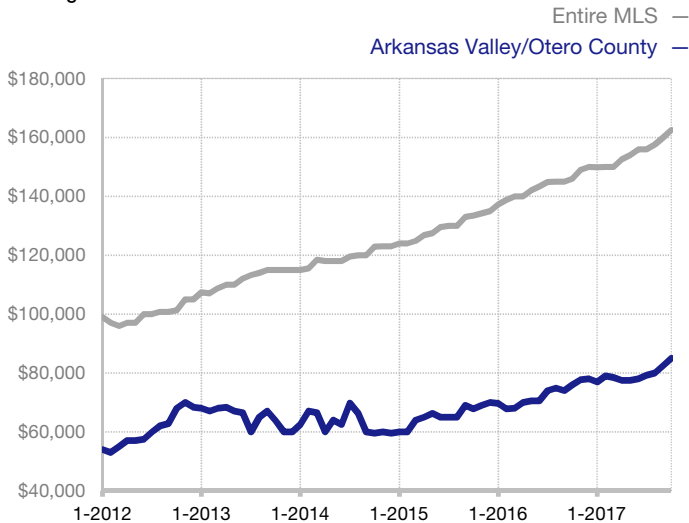
Single Family Key Metrics	October			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 10-2016	Thru 10-2017	Percent Change from Previous Year
New Listings	18	27	+ 50.0%	341	319	- 6.5%
Sold Listings	30	24	- 20.0%	277	259	- 6.5%
Median Sales Price*	\$86,250	\$132,750	+ 53.9%	\$78,000	\$89,500	+ 14.7%
Average Sales Price*	\$91,975	\$143,724	+ 56.3%	\$83,865	\$105,489	+ 25.8%
Percent of List Price Received*	94.9%	94.2%	- 0.7%	94.7%	94.1%	- 0.6%
Days on Market Until Sale	113	132	+ 16.8%	159	139	- 12.6%
Inventory of Homes for Sale	123	79	- 35.8%	--	--	--
Months Supply of Inventory	4.5	3.2	- 28.9%	--	--	--

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

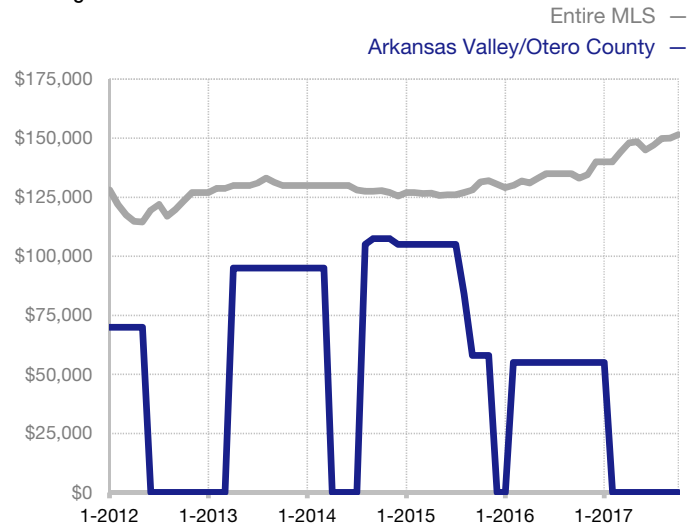
Townhouse-Condo Key Metrics	October			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 10-2016	Thru 10-2017	Percent Change from Previous Year
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$55,000	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$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	--	--	--	--

* 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 October 2017

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Fowler

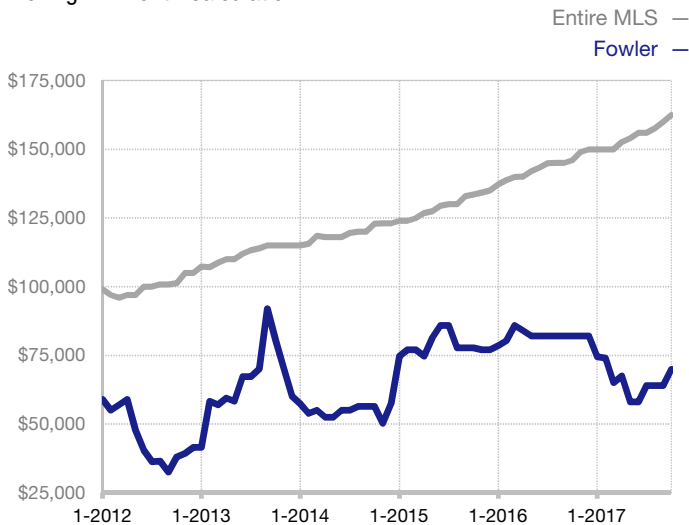
Single Family	October			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 10-2016	Thru 10-2017	Percent Change from Previous Year
Key Metrics						
New Listings	5	5	0.0%	23	23	0.0%
Sold Listings	2	3	+ 50.0%	19	19	0.0%
Median Sales Price*	\$136,500	\$153,000	+ 12.1%	\$82,000	\$69,900	- 14.8%
Average Sales Price*	\$136,500	\$127,667	- 6.5%	\$88,013	\$86,658	- 1.5%
Percent of List Price Received*	80.7%	92.4%	+ 14.5%	94.8%	92.3%	- 2.6%
Days on Market Until Sale	112	181	+ 61.6%	167	121	- 27.5%
Inventory of Homes for Sale	12	7	- 41.7%	--	--	--
Months Supply of Inventory	6.5	3.3	- 49.2%	--	--	--

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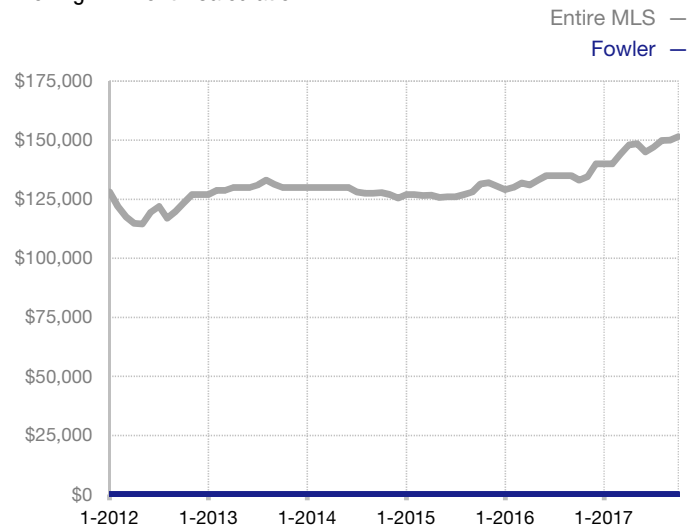
Townhouse-Condo	October			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 10-2016	Thru 10-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 October 2017

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Huerfano County

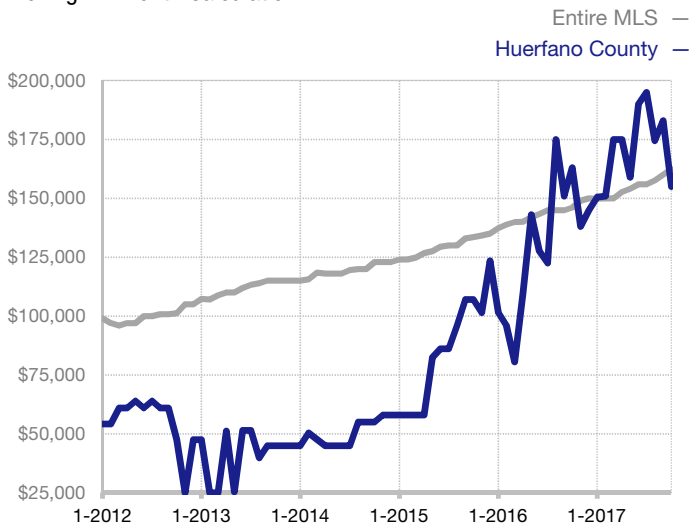
Single Family	October			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 10-2016	Thru 10-2017	Percent Change from Previous Year
Key Metrics						
New Listings	10	3	- 70.0%	80	93	+ 16.3%
Sold Listings	1	3	+ 200.0%	17	27	+ 58.8%
Median Sales Price*	\$265,000	\$131,500	- 50.4%	\$151,000	\$183,000	+ 21.2%
Average Sales Price*	\$265,000	\$123,167	- 53.5%	\$172,676	\$223,541	+ 29.5%
Percent of List Price Received*	96.4%	89.4%	- 7.3%	92.9%	95.9%	+ 3.2%
Days on Market Until Sale	91	111	+ 22.0%	152	165	+ 8.6%
Inventory of Homes for Sale	61	63	+ 3.3%	--	--	--
Months Supply of Inventory	30.5	22.2	- 27.2%	--	--	--

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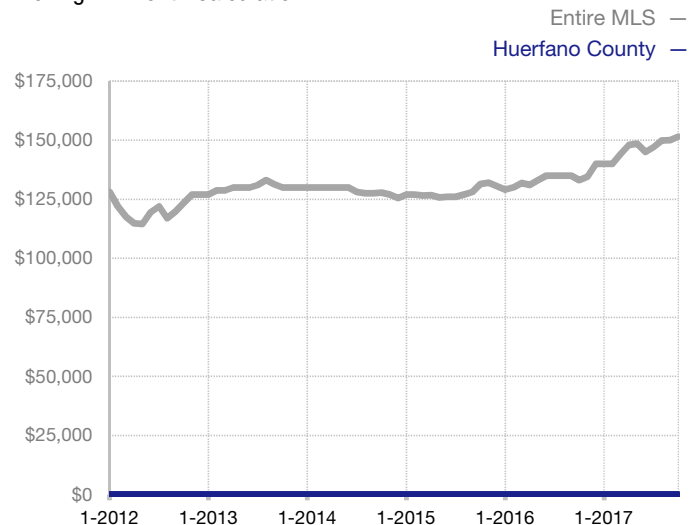
Townhouse-Condo	October			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 10-2016	Thru 10-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	2	1	- 50.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$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 October 2017

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La Junta

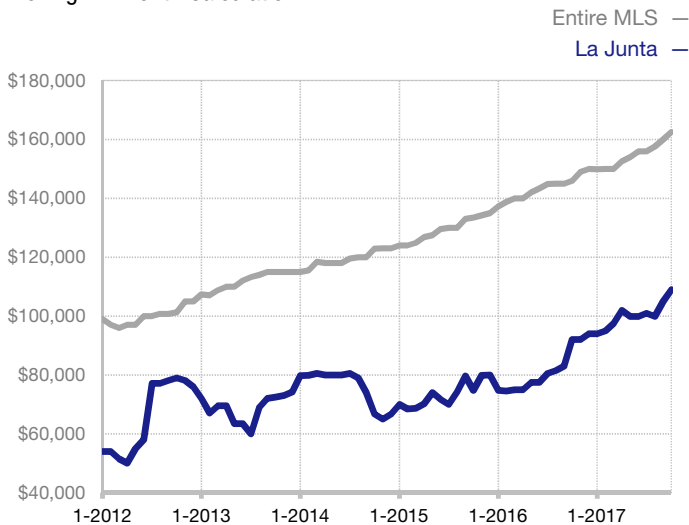
Single Family Key Metrics	October			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 10-2016	Thru 10-2017	Percent Change from Previous Year
New Listings	2	7	+ 250.0%	97	75	- 22.7%
Sold Listings	10	6	- 40.0%	78	68	- 12.8%
Median Sales Price*	\$104,500	\$181,200	+ 73.4%	\$92,000	\$105,500	+ 14.7%
Average Sales Price*	\$97,350	\$180,650	+ 85.6%	\$90,490	\$110,601	+ 22.2%
Percent of List Price Received*	95.4%	97.3%	+ 2.0%	95.7%	92.9%	- 2.9%
Days on Market Until Sale	115	155	+ 34.8%	135	152	+ 12.6%
Inventory of Homes for Sale	30	13	- 56.7%	--	--	--
Months Supply of Inventory	3.9	2.0	- 48.7%	--	--	--

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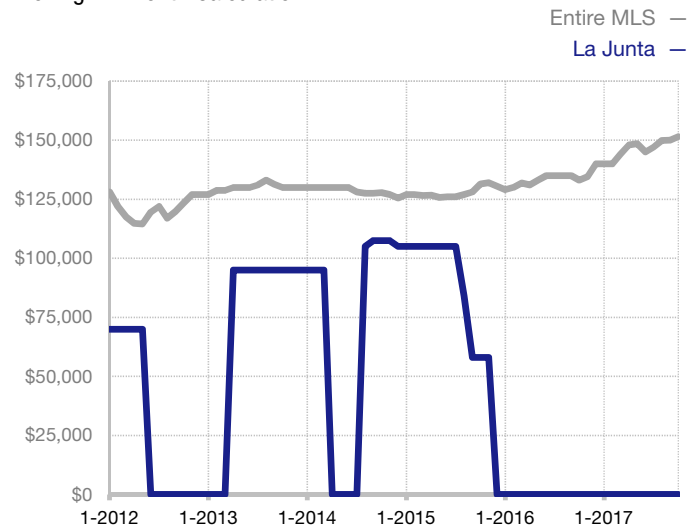
Townhouse-Condo Key Metrics	October			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 10-2016	Thru 10-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

* 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 October 2017

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Las Animas

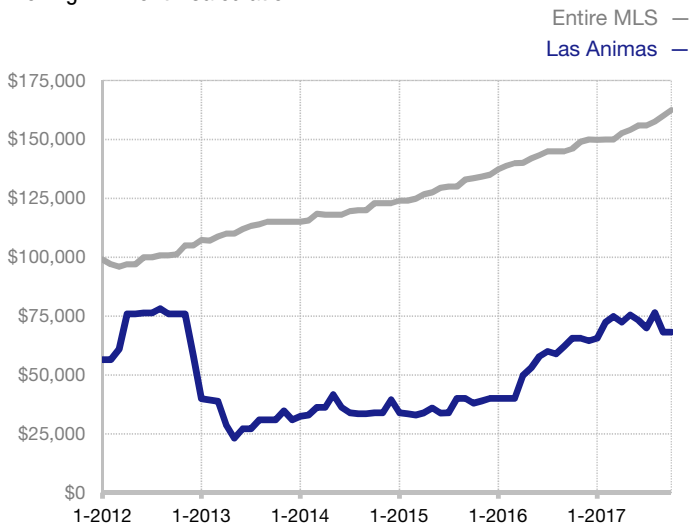
Single Family Key Metrics	October			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 10-2016	Thru 10-2017	Percent Change from Previous Year
New Listings	0	4	--	27	30	+ 11.1%
Sold Listings	1	3	+ 200.0%	22	23	+ 4.5%
Median Sales Price*	\$84,500	\$88,130	+ 4.3%	\$65,585	\$70,000	+ 6.7%
Average Sales Price*	\$84,500	\$88,877	+ 5.2%	\$74,083	\$78,484	+ 5.9%
Percent of List Price Received*	100.0%	92.3%	- 7.7%	99.3%	94.4%	- 4.9%
Days on Market Until Sale	34	66	+ 94.1%	147	108	- 26.5%
Inventory of Homes for Sale	7	9	+ 28.6%	--	--	--
Months Supply of Inventory	2.7	4.1	+ 51.9%	--	--	--

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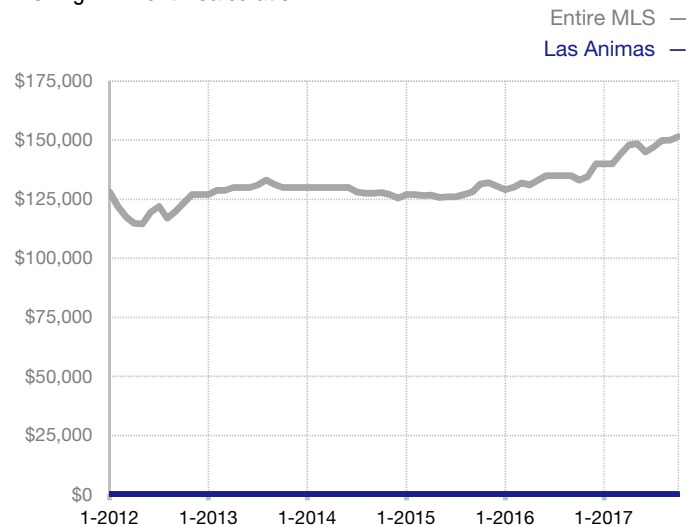
Townhouse-Condo Key Metrics	October			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 10-2016	Thru 10-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

* 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 October 2017

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Manzanola

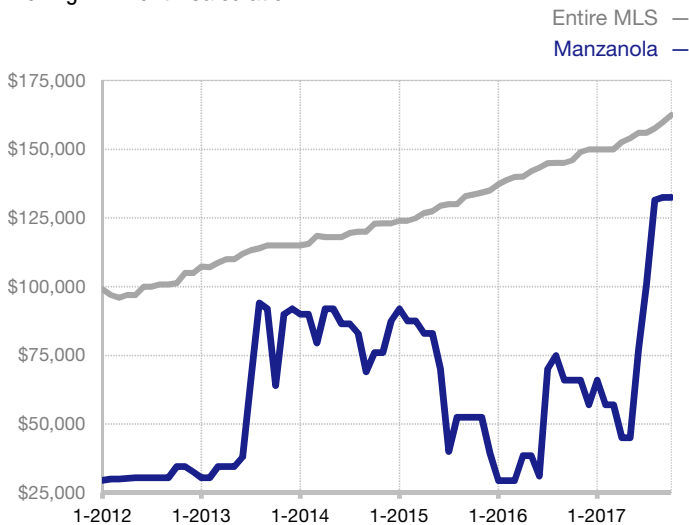
Single Family Key Metrics	October			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 10-2016	Thru 10-2017	Percent Change from Previous Year
New Listings	2	1	- 50.0%	9	16	+ 77.8%
Sold Listings	0	0	--	6	9	+ 50.0%
Median Sales Price*	\$0	\$0	--	\$66,000	\$138,000	+ 109.1%
Average Sales Price*	\$0	\$0	--	\$81,333	\$155,100	+ 90.7%
Percent of List Price Received*	0.0%	0.0%	--	88.4%	97.6%	+ 10.4%
Days on Market Until Sale	0	0	--	144	114	- 20.8%
Inventory of Homes for Sale	5	3	- 40.0%	--	--	--
Months Supply of Inventory	4.2	1.8	- 57.1%	--	--	--

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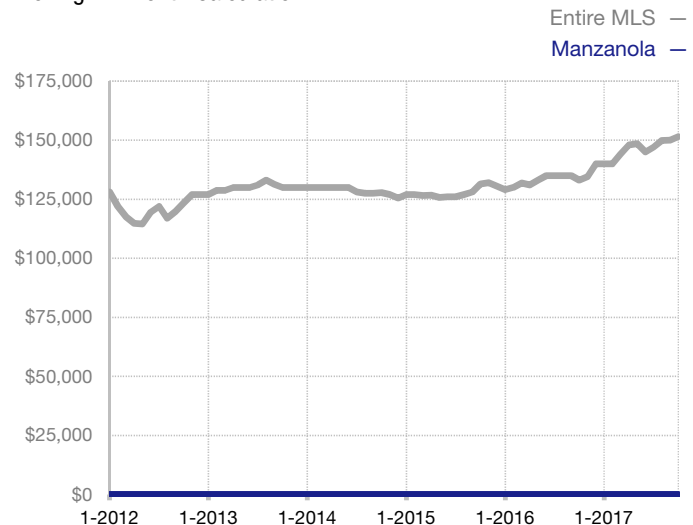
Townhouse-Condo Key Metrics	October			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 10-2016	Thru 10-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

* 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 October 2017

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Rocky Ford

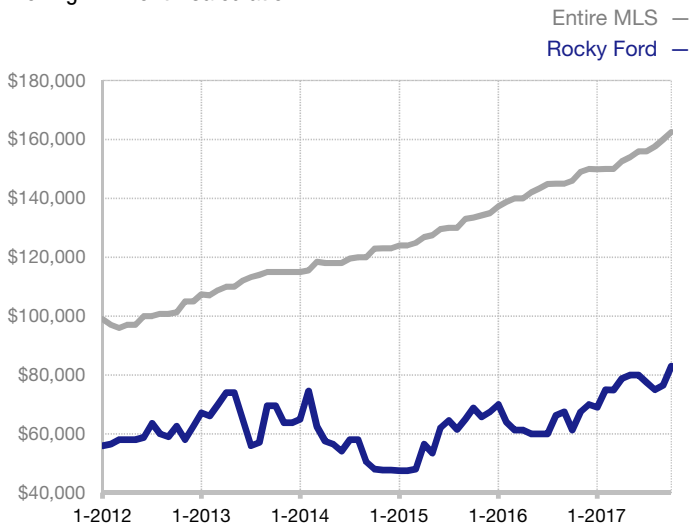
Single Family Key Metrics	October			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 10-2016	Thru 10-2017	Percent Change from Previous Year
New Listings	2	4	+ 100.0%	57	54	- 5.3%
Sold Listings	5	4	- 20.0%	54	40	- 25.9%
Median Sales Price*	\$42,000	\$136,000	+ 223.8%	\$67,500	\$88,500	+ 31.1%
Average Sales Price*	\$83,400	\$186,750	+ 123.9%	\$83,384	\$110,377	+ 32.4%
Percent of List Price Received*	97.8%	93.6%	- 4.3%	94.3%	95.7%	+ 1.5%
Days on Market Until Sale	167	235	+ 40.7%	189	136	- 28.0%
Inventory of Homes for Sale	22	12	- 45.5%	--	--	--
Months Supply of Inventory	4.3	3.1	- 27.9%	--	--	--

* 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	October			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 10-2016	Thru 10-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
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	--	--	--	--

* 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

