

# Monthly Indicators



## April 2018

Percent changes calculated using year-over-year comparisons.

New Listings remained flat for single family homes but increased 40.0 percent for townhouse-condo properties. Pending Sales increased 5.7 percent for single family homes and 10.0 percent for townhouse-condo properties.

The Median Sales Price was up 14.7 percent to \$195,000 for single family homes but decreased 10.1 percent to \$186,000 for townhouse-condo properties. Days on Market decreased 20.5 percent for single family homes and 52.0 percent for townhouse-condo properties.

This winter and spring exhibited unseasonal weather patterns in much of the country. As the seasons change to something more palatable, wages and consumer spending are both up, on average, which should translate positively for the housing market. Being quick with an offer is still the rule of the day as the number of days a home stays on the market drops lower. If that wasn't enough for buyers to mull over with each potential offer, being aware of pending mortgage rate increases is once again in fashion.

## Activity Snapshot

**- 7.7%**      **+ 12.6%**      **- 18.4%**

One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> All Properties
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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.

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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	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		292	<b>292</b>	0.0%	1,025	<b>1,092</b>	+ 6.5%
<b>Pending Sales</b>		264	<b>279</b>	+ 5.7%	926	<b>978</b>	+ 5.6%
<b>Sold Listings</b>		242	<b>216</b>	- 10.7%	776	<b>804</b>	+ 3.6%
<b>Median Sales Price</b>		\$170,000	<b>\$195,000</b>	+ 14.7%	\$158,000	<b>\$184,000</b>	+ 16.5%
<b>Avg. Sales Price</b>		\$178,093	<b>\$193,661</b>	+ 8.7%	\$166,353	<b>\$186,666</b>	+ 12.2%
<b>Pct. of List Price Received</b>		97.8%	<b>98.7%</b>	+ 0.9%	97.4%	<b>98.2%</b>	+ 0.8%
<b>Days on Market</b>		88	<b>70</b>	- 20.5%	95	<b>77</b>	- 18.9%
<b>Affordability Index</b>		210	<b>173</b>	- 17.6%	226	<b>183</b>	- 19.0%
<b>Active Listings</b>		412	<b>335</b>	- 18.7%	--	<b>--</b>	--
<b>Months Supply</b>		1.9	<b>1.4</b>	- 26.3%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

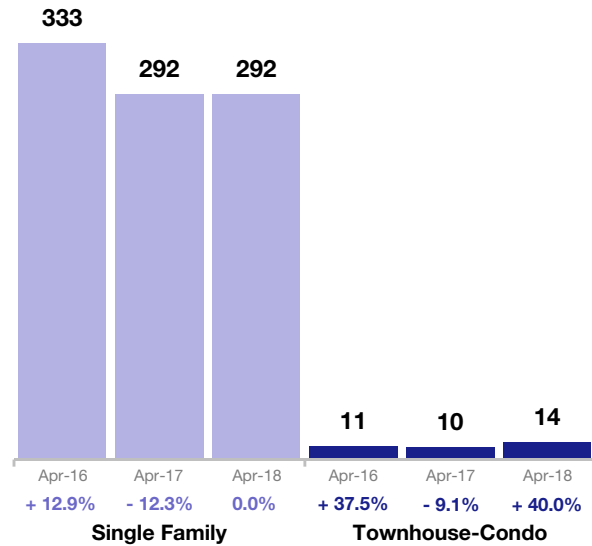


Key Metrics	Historical Sparkbars	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		10	14	+ 40.0%	27	32	+ 18.5%
<b>Pending Sales</b>		10	11	+ 10.0%	34	32	- 5.9%
<b>Sold Listings</b>		5	12	+ 140.0%	28	27	- 3.6%
<b>Median Sales Price</b>		\$207,000	\$186,000	- 10.1%	\$138,750	\$178,000	+ 28.3%
<b>Avg. Sales Price</b>		\$211,338	\$204,650	- 3.2%	\$150,875	\$193,219	+ 28.1%
<b>Pct. of List Price Received</b>		95.1%	99.9%	+ 5.0%	95.6%	99.0%	+ 3.6%
<b>Days on Market</b>		127	61	- 52.0%	83	70	- 15.7%
<b>Affordability Index</b>		172	181	+ 5.2%	257	190	- 26.1%
<b>Active Listings</b>		11	10	- 9.1%	--	--	--
<b>Months Supply</b>		1.2	1.2	0.0%	--	--	--

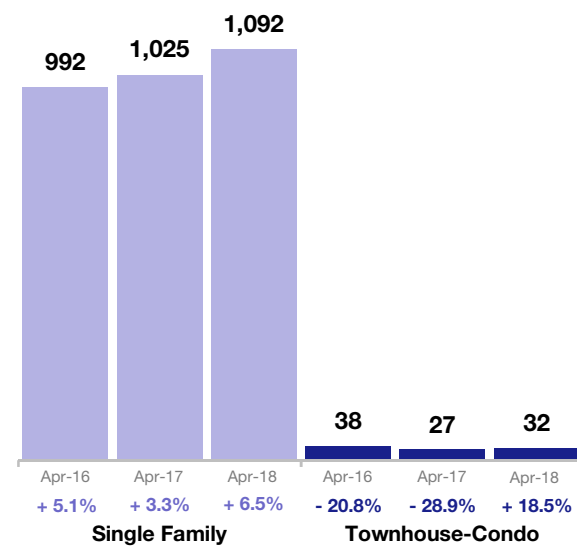
# New Listings



## April

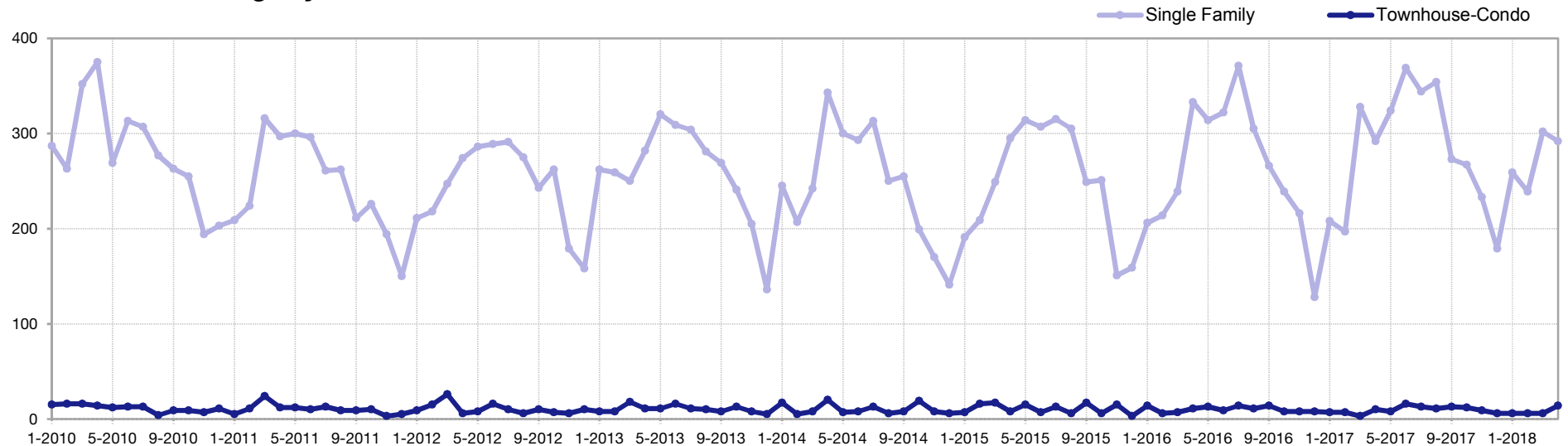


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	324	+3.2%	8	-38.5%
Jun-2017	369	+14.6%	16	+77.8%
Jul-2017	344	-7.3%	13	-7.1%
Aug-2017	354	+16.1%	11	0.0%
Sep-2017	273	+2.6%	13	-7.1%
Oct-2017	267	+11.7%	12	+50.0%
Nov-2017	233	+7.9%	9	+12.5%
Dec-2017	179	+39.8%	6	-25.0%
Jan-2018	259	+24.5%	6	-14.3%
Feb-2018	239	+21.3%	6	-14.3%
Mar-2018	302	-7.9%	6	+100.0%
<b>Apr-2018</b>	<b>292</b>	<b>0.0%</b>	<b>14</b>	<b>+40.0%</b>

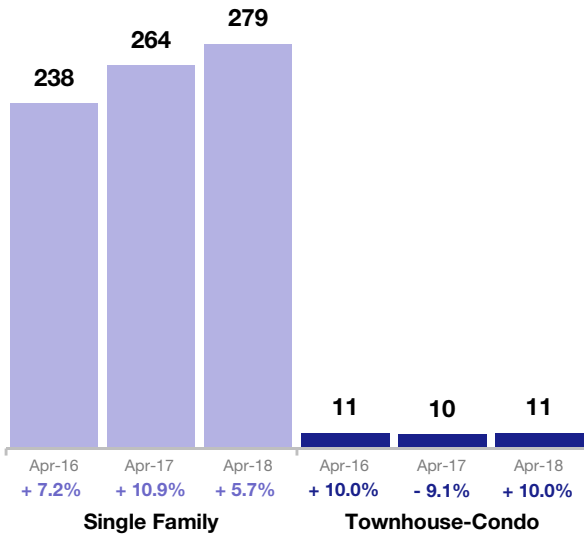
## Historical New Listings by Month



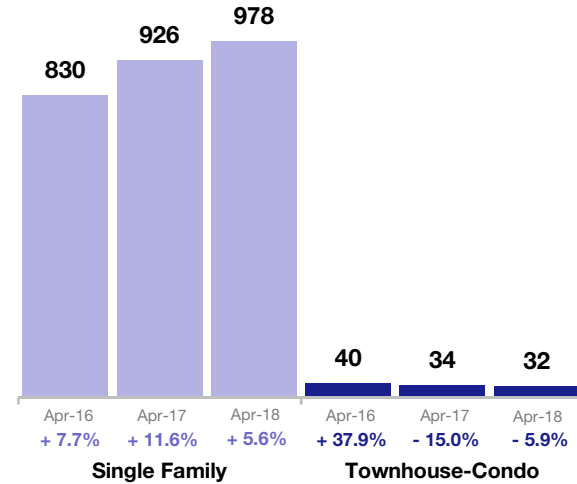
# Pending Sales



## April

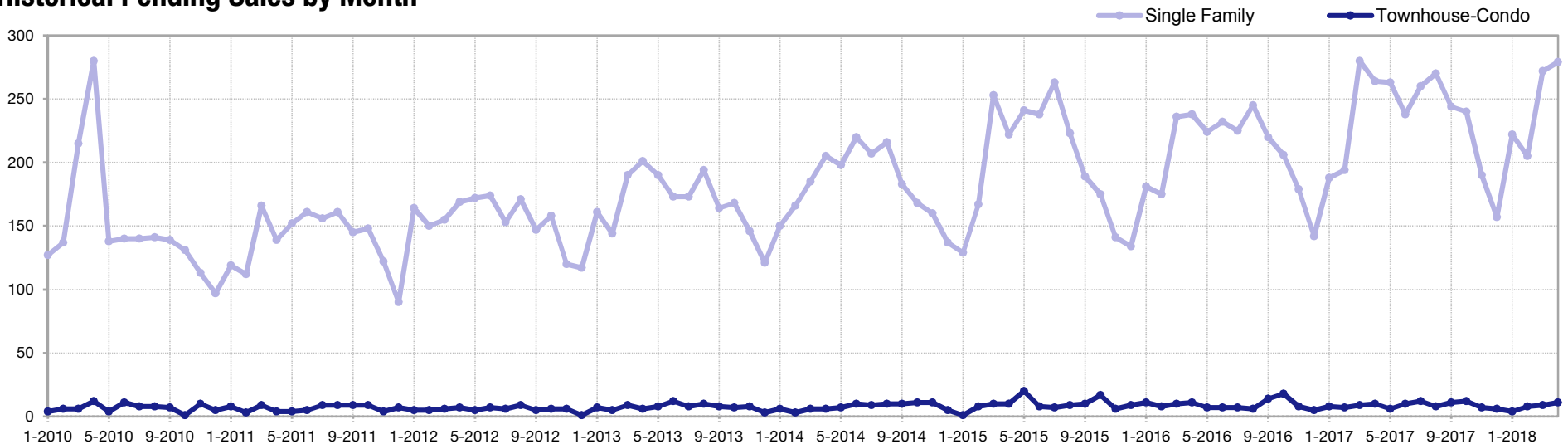


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	263	+17.4%	6	-14.3%
Jun-2017	238	+2.6%	10	+42.9%
Jul-2017	260	+15.6%	12	+71.4%
Aug-2017	270	+10.2%	8	+33.3%
Sep-2017	244	+10.9%	11	-21.4%
Oct-2017	240	+16.5%	12	-33.3%
Nov-2017	190	+6.1%	7	-12.5%
Dec-2017	157	+10.6%	6	+20.0%
Jan-2018	222	+18.1%	4	-50.0%
Feb-2018	205	+5.7%	8	+14.3%
Mar-2018	272	-2.9%	9	0.0%
<b>Apr-2018</b>	<b>279</b>	<b>+5.7%</b>	<b>11</b>	<b>+10.0%</b>

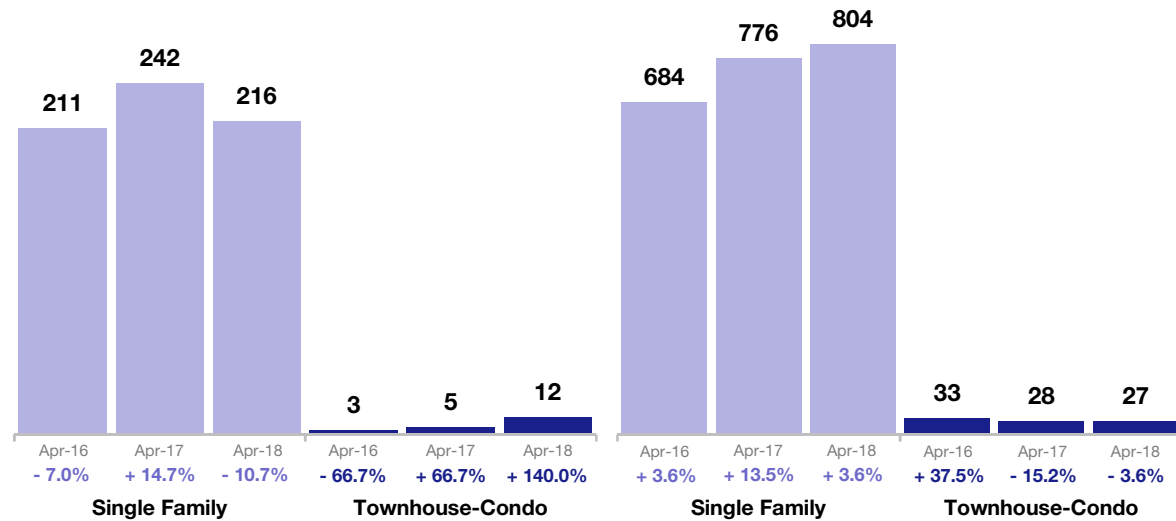
## Historical Pending Sales by Month



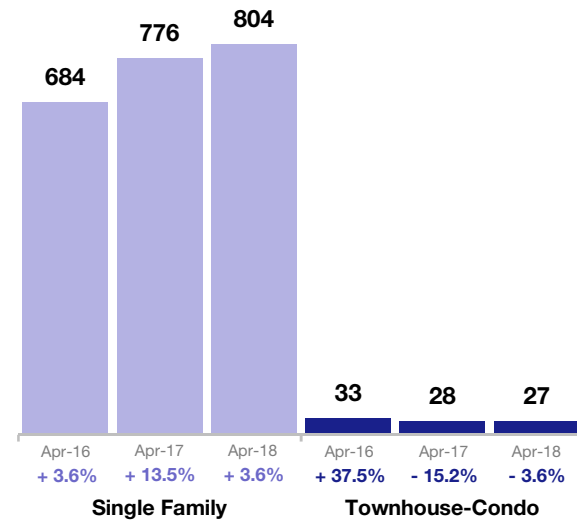
# Sold Listings



## April

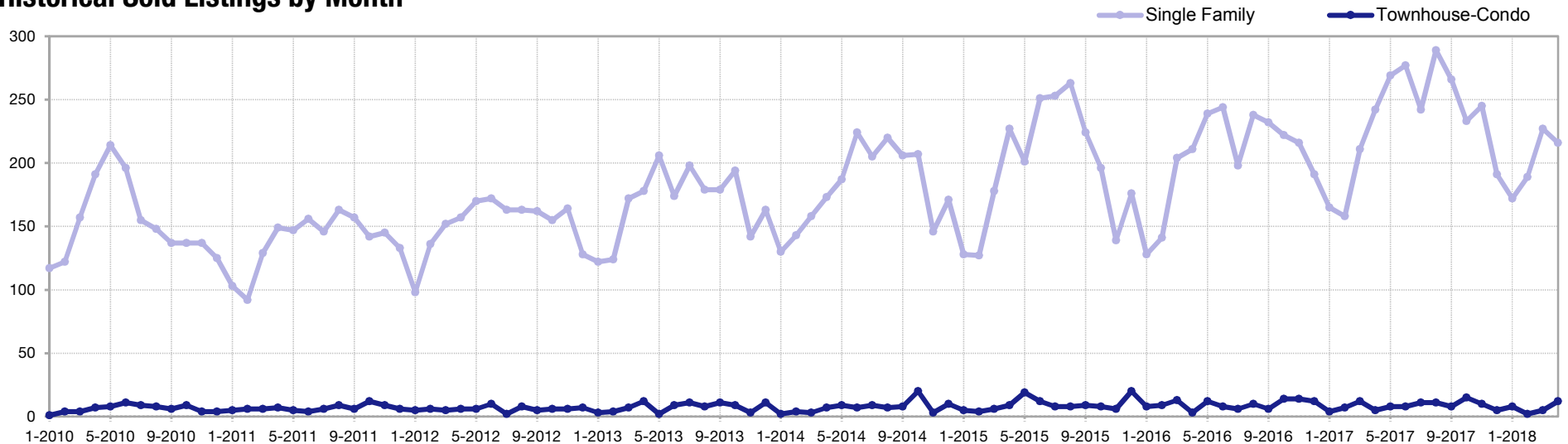


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	269	+12.6%	8	-33.3%
Jun-2017	277	+13.5%	8	0.0%
Jul-2017	242	+22.2%	11	+83.3%
Aug-2017	289	+21.4%	11	+10.0%
Sep-2017	266	+14.7%	8	+33.3%
Oct-2017	233	+5.0%	15	+7.1%
Nov-2017	245	+13.4%	10	-28.6%
Dec-2017	191	0.0%	5	-58.3%
Jan-2018	172	+4.2%	8	+100.0%
Feb-2018	189	+19.6%	2	-71.4%
Mar-2018	227	+7.6%	5	-58.3%
<b>Apr-2018</b>	<b>216</b>	<b>-10.7%</b>	<b>12</b>	<b>+140.0%</b>

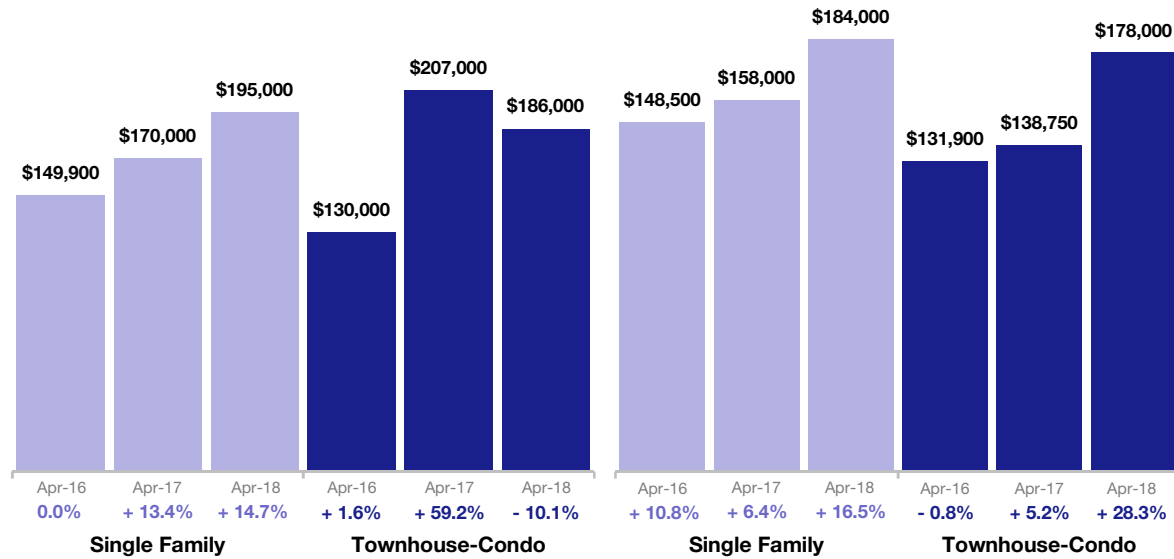
## Historical Sold Listings by Month



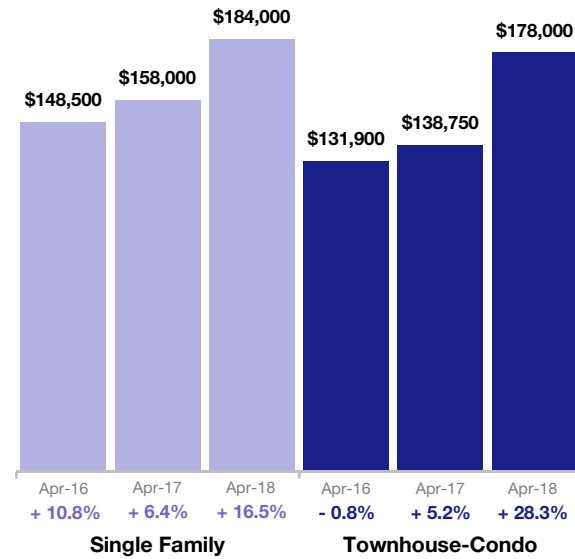
# Median Sales Price



## April

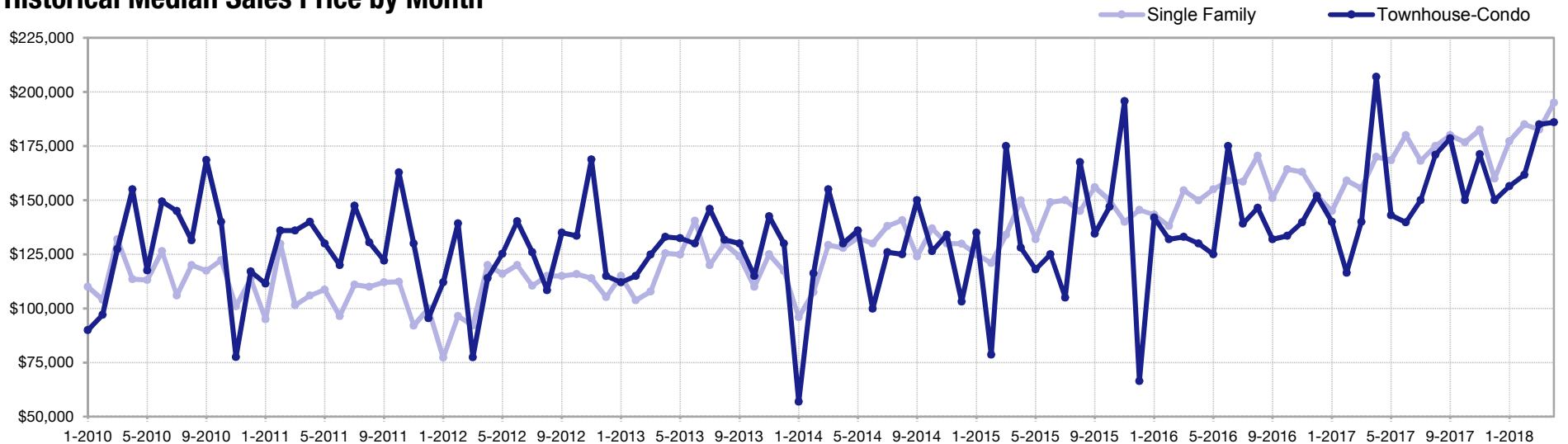


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	\$150,000	+7.8%
Aug-2017	\$175,000	+2.6%	\$171,000	+16.8%
Sep-2017	\$180,000	+19.2%	\$178,500	+35.2%
Oct-2017	\$176,750	+7.6%	\$150,000	+12.3%
Nov-2017	\$182,500	+12.0%	\$171,250	+22.6%
Dec-2017	\$160,000	+5.2%	\$150,000	-1.3%
Jan-2018	\$177,250	+22.2%	\$156,400	+11.7%
Feb-2018	\$185,000	+16.4%	\$161,750	+38.8%
Mar-2018	\$182,500	+17.4%	\$185,000	+32.1%
<b>Apr-2018</b>	<b>\$195,000</b>	<b>+14.7%</b>	<b>\$186,000</b>	<b>-10.1%</b>

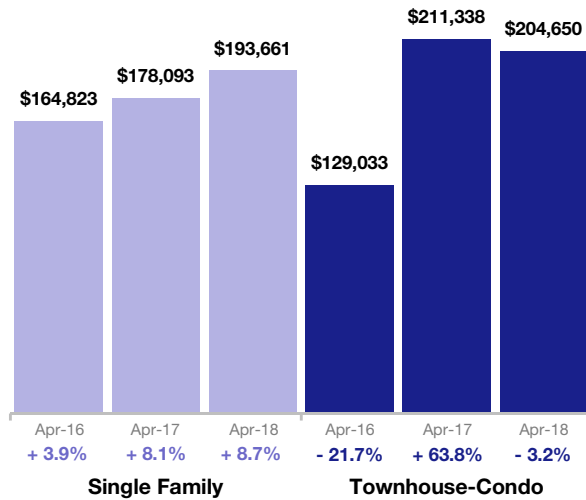
## Historical Median Sales Price by Month



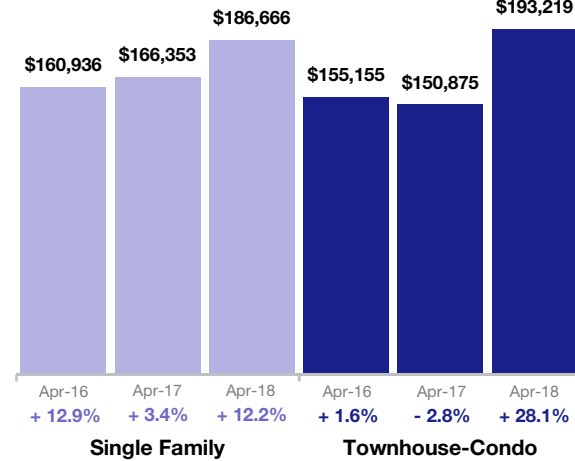
# Average Sales Price



## April

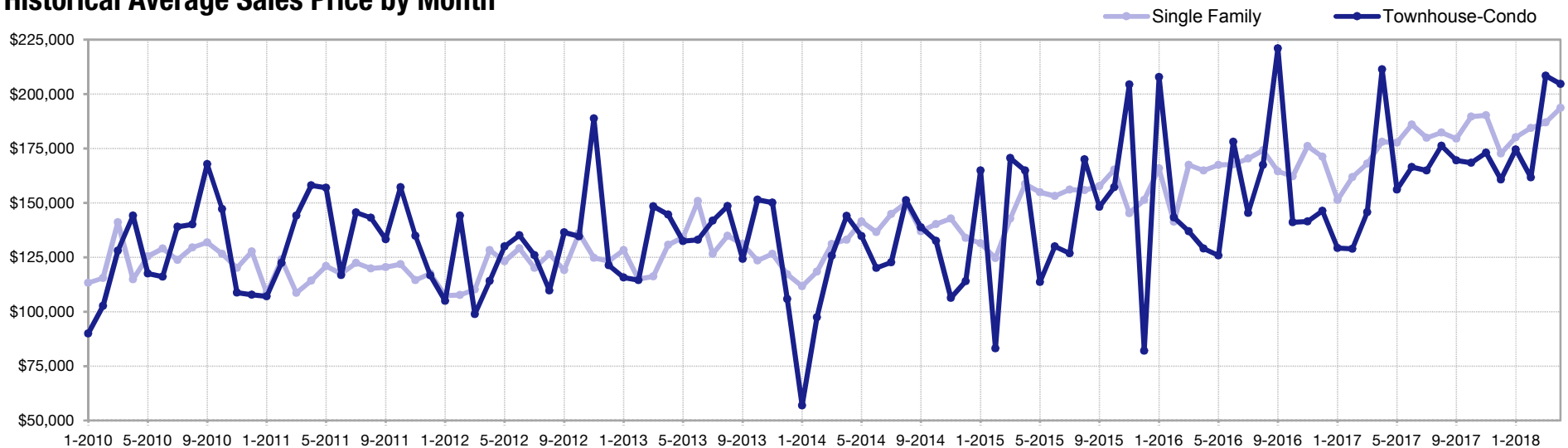


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	\$177,661	+6.1%	\$156,063	+24.0%
Jun-2017	\$186,010	+11.0%	\$166,425	-6.5%
Jul-2017	\$179,835	+5.5%	\$164,845	+13.4%
Aug-2017	\$182,372	+4.7%	\$176,195	+5.2%
Sep-2017	\$179,555	+9.1%	\$169,500	-23.3%
Oct-2017	\$189,582	+16.9%	\$168,435	+19.4%
Nov-2017	\$190,226	+8.1%	\$173,065	+22.4%
Dec-2017	\$172,627	+0.8%	\$160,680	+9.8%
Jan-2018	\$180,109	+19.0%	\$174,463	+35.0%
Feb-2018	\$184,338	+13.9%	\$161,750	+25.5%
Mar-2018	\$186,949	+11.3%	\$208,380	+43.0%
<b>Apr-2018</b>	<b>\$193,661</b>	<b>+8.7%</b>	<b>\$204,650</b>	<b>-3.2%</b>

## Historical Average Sales Price by Month

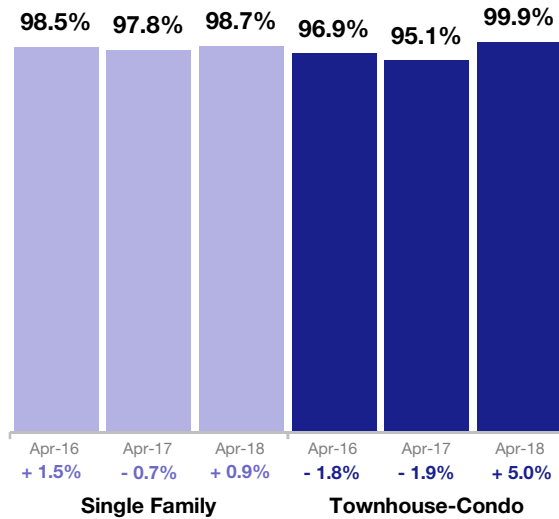




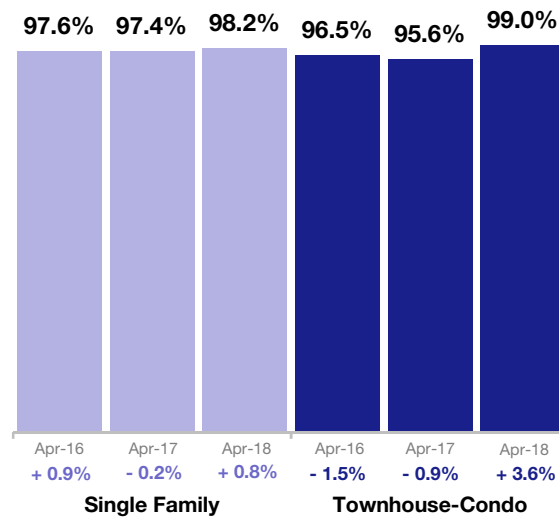
# Percent of List Price Received



## April

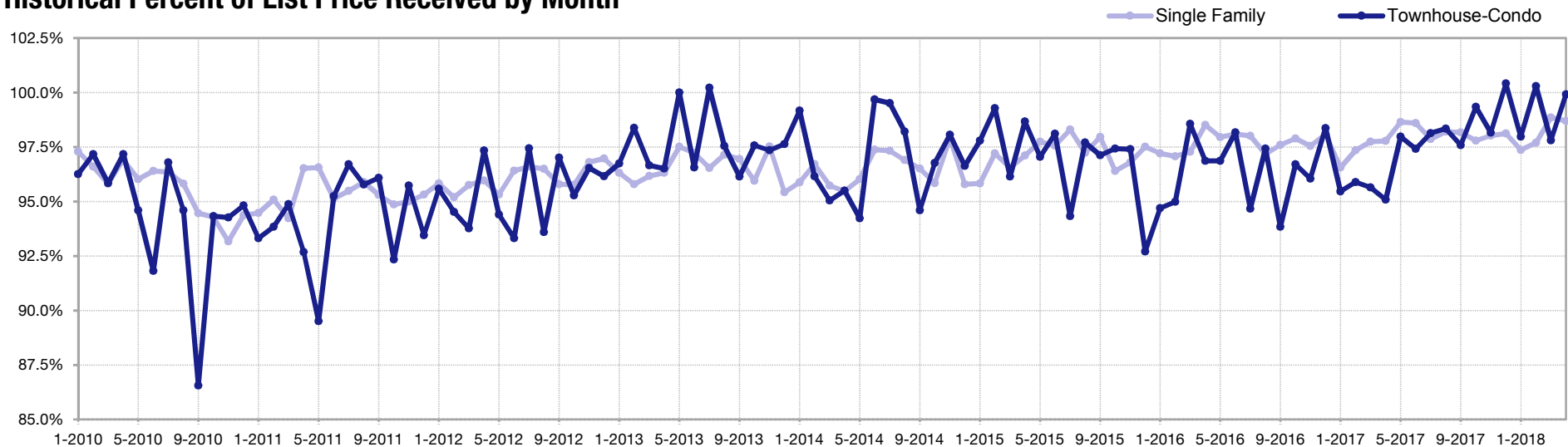


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	98.1%	+3.6%
Aug-2017	98.2%	+1.0%	98.3%	+0.9%
Sep-2017	98.2%	+0.6%	97.6%	+4.1%
Oct-2017	97.8%	-0.1%	99.3%	+2.7%
Nov-2017	98.0%	+0.4%	98.2%	+2.3%
Dec-2017	98.1%	0.0%	100.4%	+2.0%
Jan-2018	97.4%	+0.8%	98.0%	+2.6%
Feb-2018	97.7%	+0.3%	100.3%	+4.6%
Mar-2018	98.9%	+1.2%	97.8%	+2.3%
<b>Apr-2018</b>	<b>98.7%</b>	<b>+0.9%</b>	<b>99.9%</b>	<b>+5.0%</b>

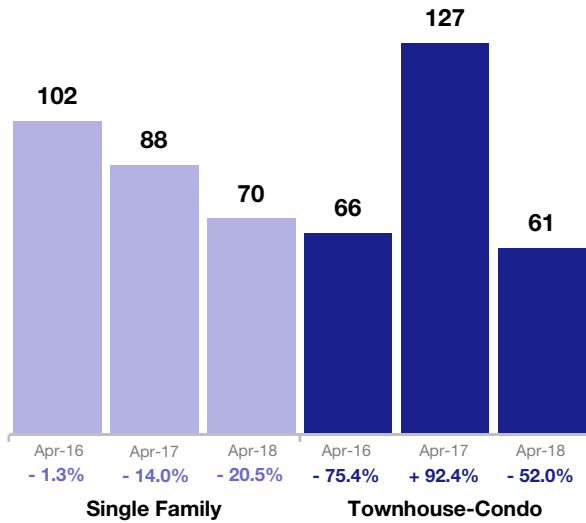
## Historical Percent of List Price Received by Month



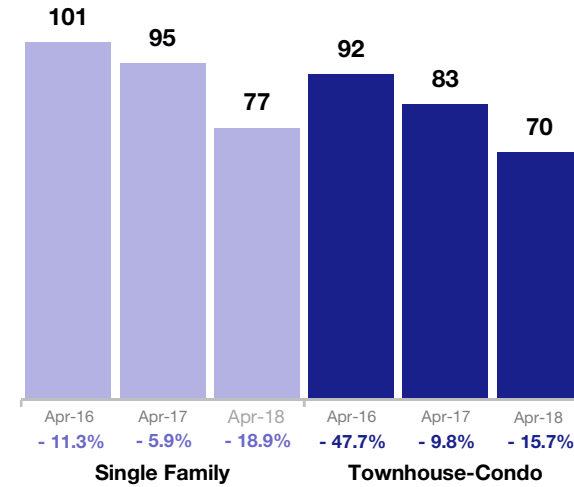
# Days on Market Until Sale



## April

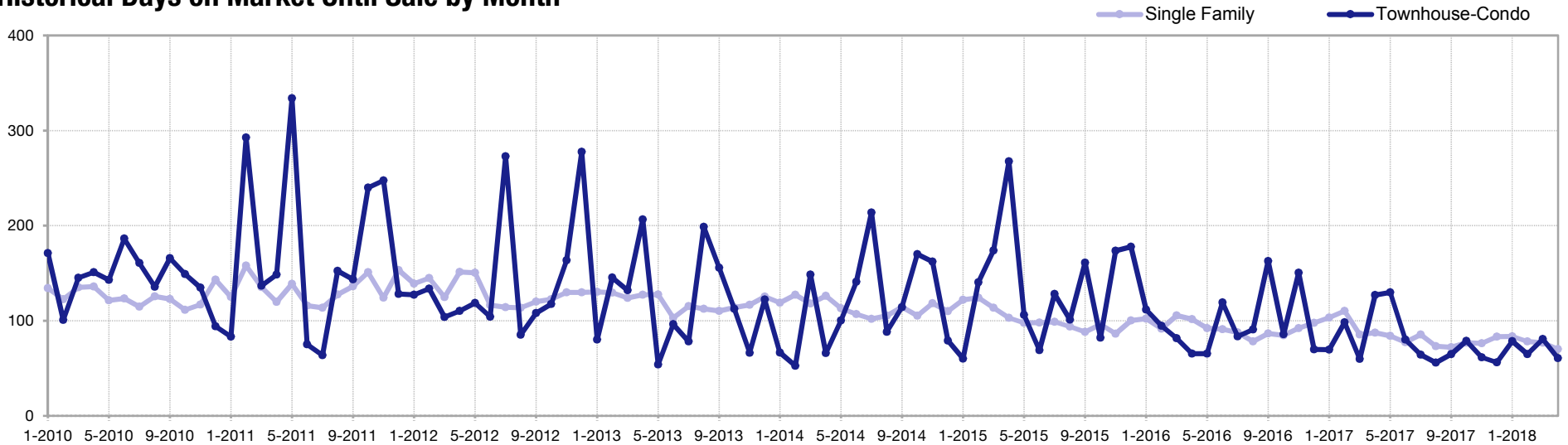


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	84	-8.7%	130	+97.0%
Jun-2017	78	-14.3%	80	-32.8%
Jul-2017	86	-2.3%	64	-23.8%
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	83	-15.3%	56	-20.0%
Jan-2018	84	-18.4%	79	+12.9%
Feb-2018	78	-29.1%	65	-33.7%
Mar-2018	77	-9.4%	81	+35.0%
<b>Apr-2018</b>	<b>70</b>	<b>-20.5%</b>	<b>61</b>	<b>-52.0%</b>

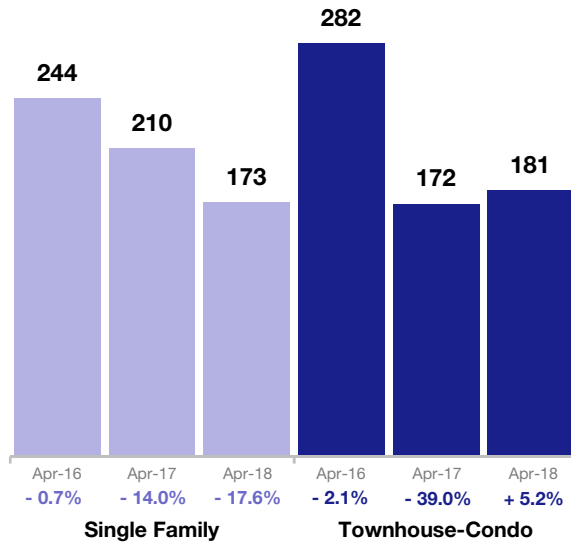
## Historical Days on Market Until Sale by Month



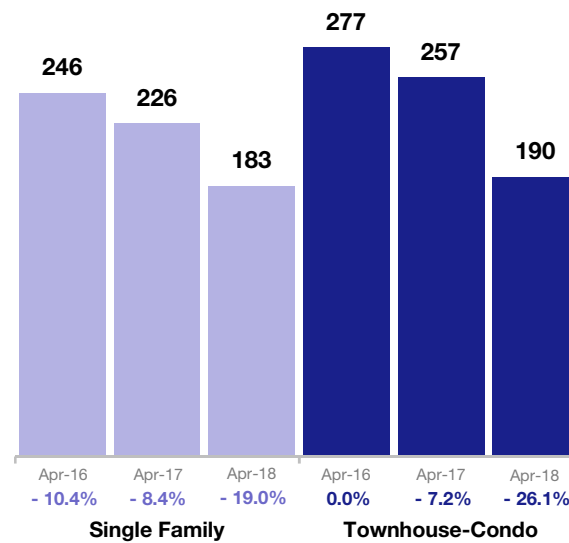
# Housing Affordability Index



## April

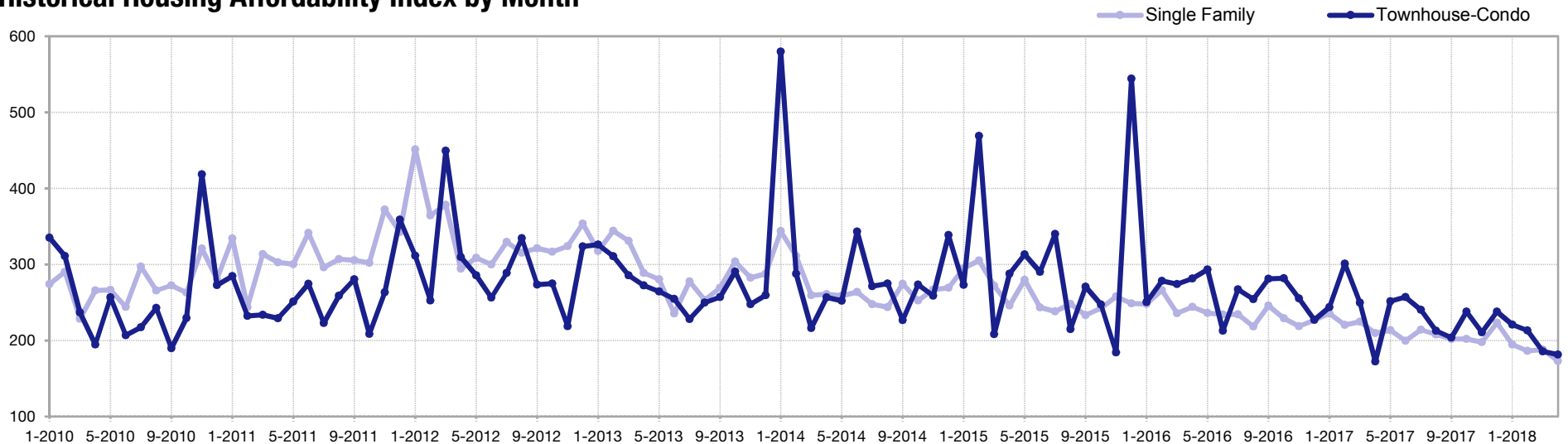


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	214	-9.3%	252	-14.0%
Jun-2017	200	-14.5%	257	+20.7%
Jul-2017	214	-8.5%	240	-10.1%
Aug-2017	208	-4.6%	213	-16.1%
Sep-2017	202	-17.9%	204	-27.4%
Oct-2017	202	-11.8%	238	-15.6%
Nov-2017	198	-9.6%	211	-17.3%
Dec-2017	223	-1.8%	238	+4.8%
Jan-2018	195	-17.0%	221	-9.4%
Feb-2018	186	-15.8%	213	-29.2%
Mar-2018	188	-16.4%	186	-25.6%
<b>Apr-2018</b>	<b>173</b>	<b>-17.6%</b>	<b>181</b>	<b>+5.2%</b>

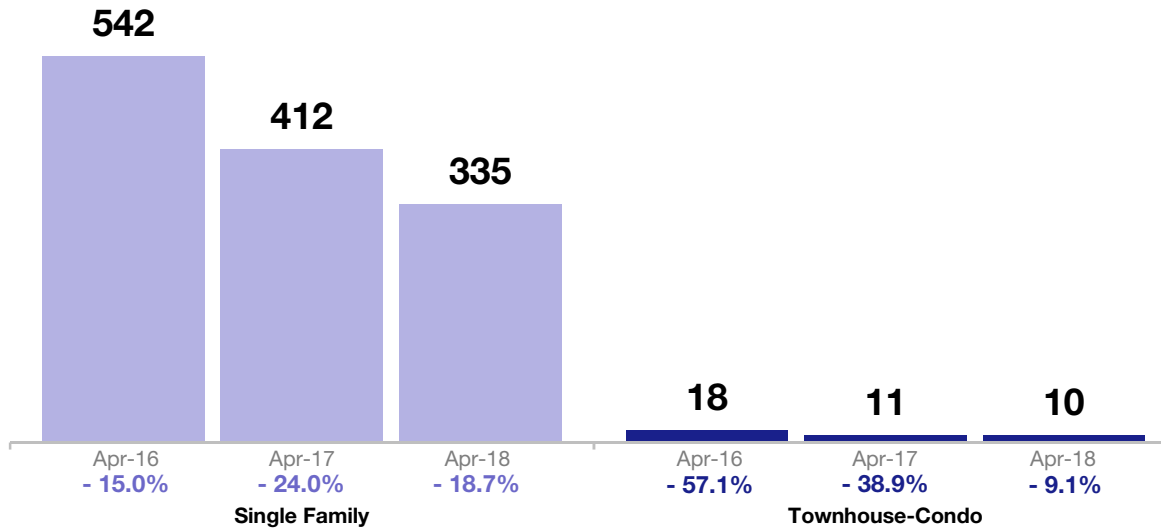
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

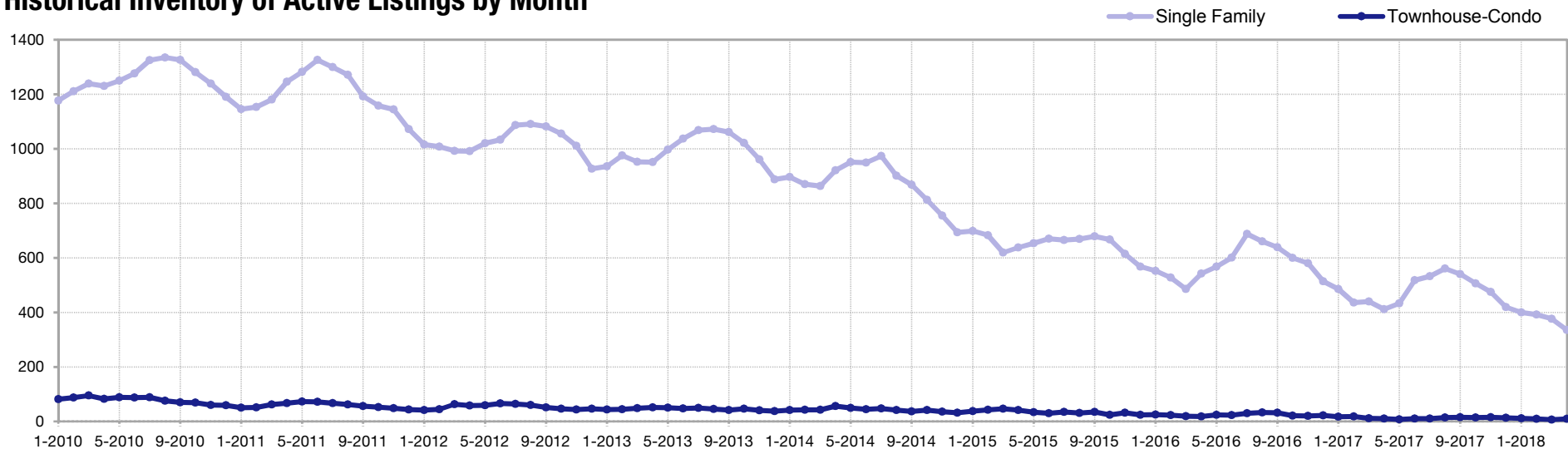


April



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	433	-23.8%	8	-66.7%
Jun-2017	518	-13.8%	11	-52.2%
Jul-2017	533	-22.5%	11	-63.3%
Aug-2017	561	-15.0%	14	-57.6%
Sep-2017	540	-15.5%	15	-53.1%
Oct-2017	506	-15.7%	14	-33.3%
Nov-2017	475	-18.1%	15	-25.0%
Dec-2017	419	-18.5%	13	-40.9%
Jan-2018	400	-17.7%	12	-29.4%
Feb-2018	392	-10.1%	10	-44.4%
Mar-2018	376	-14.5%	7	-41.7%
<b>Apr-2018</b>	<b>335</b>	<b>-18.7%</b>	<b>10</b>	<b>-9.1%</b>

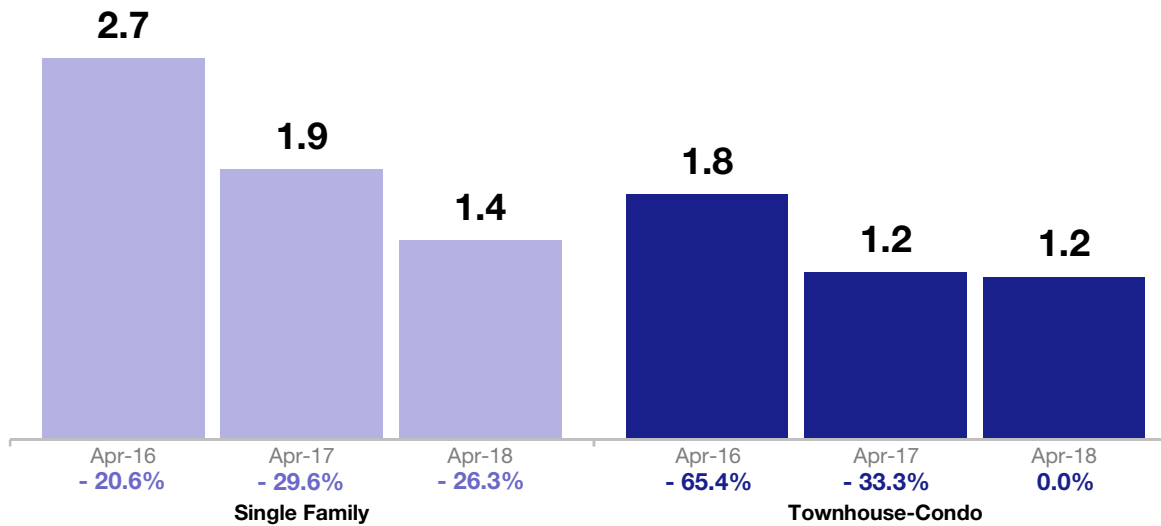
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

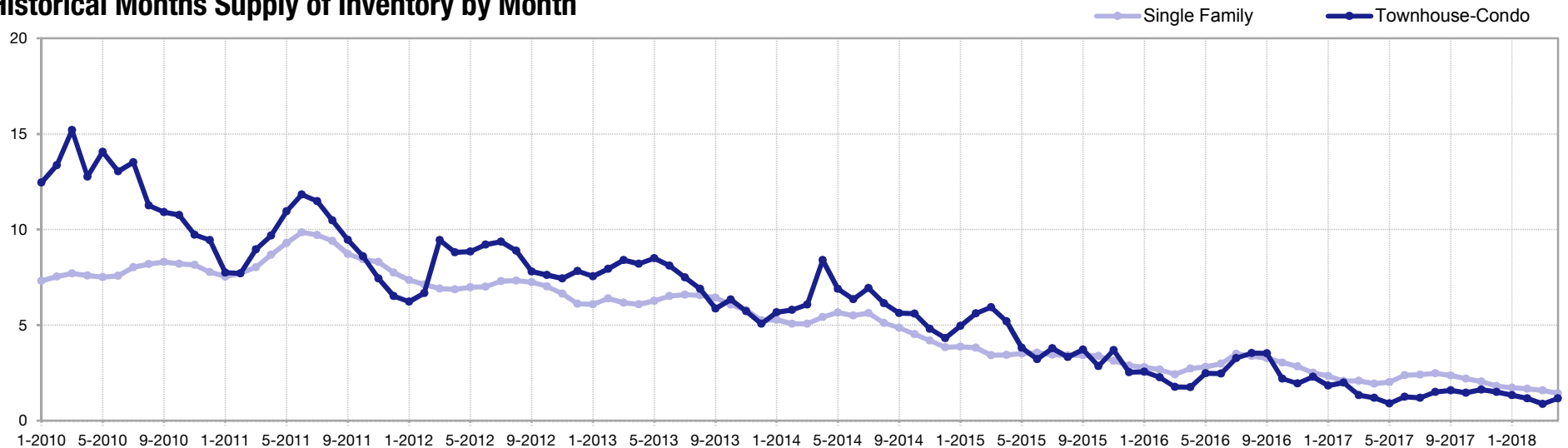


April



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	2.4	-27.3%	1.6	-54.3%
Oct-2017	2.2	-26.7%	1.5	-31.8%
Nov-2017	2.0	-28.6%	1.6	-20.0%
Dec-2017	1.8	-28.0%	1.5	-34.8%
Jan-2018	1.7	-26.1%	1.3	-27.8%
Feb-2018	1.7	-19.0%	1.2	-40.0%
Mar-2018	1.6	-23.8%	0.9	-30.8%
<b>Apr-2018</b>	<b>1.4</b>	<b>-26.3%</b>	<b>1.2</b>	<b>0.0%</b>

## Historical Months Supply of Inventory by Month



# Total Market Overview

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



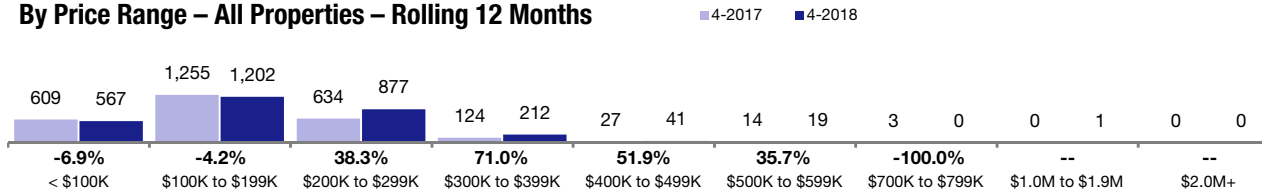
Key Metrics	Historical Sparkbars	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		302	<b>306</b>	+ 1.3%	1,052	<b>1,124</b>	+ 6.8%
<b>Pending Sales</b>		274	<b>290</b>	+ 5.8%	960	<b>1,010</b>	+ 5.2%
<b>Sold Listings</b>		247	<b>228</b>	- 7.7%	804	<b>831</b>	+ 3.4%
<b>Median Sales Price</b>		\$170,000	<b>\$191,500</b>	+ 12.6%	\$157,450	<b>\$183,500</b>	+ 16.5%
<b>Avg. Sales Price</b>		\$178,766	<b>\$194,242</b>	+ 8.7%	\$165,814	<b>\$186,879</b>	+ 12.7%
<b>Pct. of List Price Received</b>		97.7%	<b>98.8%</b>	+ 1.1%	97.4%	<b>98.2%</b>	+ 0.8%
<b>Days on Market</b>		88	<b>70</b>	- 20.5%	95	<b>77</b>	- 18.9%
<b>Affordability Index</b>		210	<b>176</b>	- 16.2%	227	<b>184</b>	- 18.9%
<b>Active Listings</b>		423	<b>345</b>	- 18.4%	--	--	--
<b>Months Supply</b>		1.9	<b>1.4</b>	- 26.3%	--	--	--

# Sold Listings

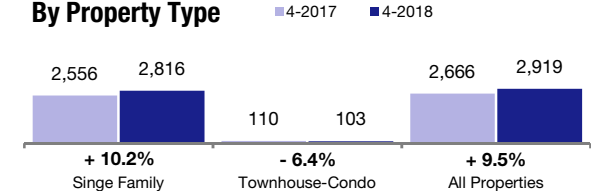
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	581	561	-3.4%	28	6	-78.6%
\$100,000 to \$199,999	1,194	1,127	-5.6%	61	75	+23.0%
\$200,000 to \$299,999	616	860	+39.6%	18	17	-5.6%
\$300,000 to \$399,999	122	208	+70.5%	2	4	+100.0%
\$400,000 to \$499,999	27	40	+48.1%	0	1	--
\$500,000 to \$699,999	13	19	+46.2%	1	0	-100.0%
\$700,000 to \$999,999	3	0	-100.0%	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>2,556</b>	<b>2,816</b>	<b>+10.2%</b>	<b>110</b>	<b>103</b>	<b>-6.4%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2018	4-2018	Change	3-2018	4-2018	Change
\$99,999 and Below	36	45	+25.0%	0	0	--
\$100,000 to \$199,999	100	70	-30.0%	3	9	+200.0%
\$200,000 to \$299,999	70	78	+11.4%	1	1	0.0%
\$300,000 to \$399,999	18	18	0.0%	1	1	0.0%
\$400,000 to \$499,999	2	5	+150.0%	0	1	--
\$500,000 to \$699,999	1	0	-100.0%	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	--
<b>All Price Ranges</b>	<b>227</b>	<b>216</b>	<b>-4.8%</b>	<b>5</b>	<b>12</b>	<b>+140.0%</b>

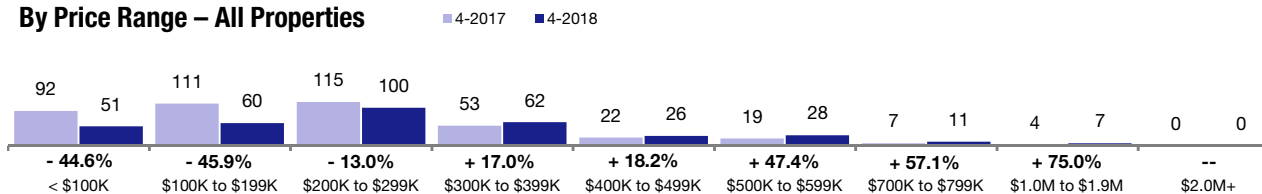
### Year to Date

By Price Range	Single Family			Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	182	168	-7.7%	8	0	-100.0%
\$100,000 to \$199,999	360	294	-18.3%	13	20	+53.8%
\$200,000 to \$299,999	186	259	+39.2%	5	4	-20.0%
\$300,000 to \$399,999	40	66	+65.0%	2	2	0.0%
\$400,000 to \$499,999	5	14	+180.0%	0	1	--
\$500,000 to \$699,999	3	3	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	--
<b>All Price Ranges</b>	<b>776</b>	<b>804</b>	<b>+3.6%</b>	<b>28</b>	<b>27</b>	<b>-3.6%</b>

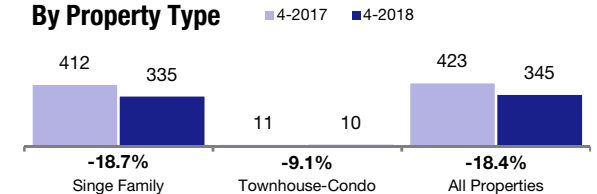
# Inventory of Active Listings

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

## By Price Range – All Properties



## By Property Type



### Year over Year

By Price Range	Single Family			Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	92	51	-44.6%	0	0	--
\$100,000 to \$199,999	105	57	-45.7%	6	3	-50.0%
\$200,000 to \$299,999	112	97	-13.4%	3	3	0.0%
\$300,000 to \$399,999	51	58	+13.7%	2	4	+100.0%
\$400,000 to \$499,999	22	26	+18.2%	0	0	--
\$500,000 to \$699,999	19	28	+47.4%	0	0	--
\$700,000 to \$999,999	7	11	+57.1%	0	0	--
\$1,000,000 to \$1,999,999	4	7	+75.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>412</b>	<b>335</b>	<b>-18.7%</b>	<b>11</b>	<b>10</b>	<b>-9.1%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2018	4-2018	Change	3-2018	4-2018	Change
\$99,999 and Below	67	51	-23.9%	0	0	--
\$100,000 to \$199,999	79	57	-27.8%	3	3	0.0%
\$200,000 to \$299,999	102	97	-4.9%	1	3	+200.0%
\$300,000 to \$399,999	64	58	-9.4%	3	4	+33.3%
\$400,000 to \$499,999	21	26	+23.8%	0	0	--
\$500,000 to \$699,999	27	28	+3.7%	0	0	--
\$700,000 to \$999,999	9	11	+22.2%	0	0	--
\$1,000,000 to \$1,999,999	6	7	+16.7%	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>376</b>	<b>335</b>	<b>-10.9%</b>	<b>7</b>	<b>10</b>	<b>+42.9%</b>

### Year to Date

By Price Range	Single Family			Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	182	168	-7.7%	8	0	-100.0%
\$100,000 to \$199,999	360	294	-18.3%	13	20	+53.8%
\$200,000 to \$299,999	186	259	+39.2%	5	4	-20.0%
\$300,000 to \$399,999	40	66	+65.0%	2	2	0.0%
\$400,000 to \$499,999	5	14	+180.0%	0	1	--
\$500,000 to \$699,999	3	3	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	--
<b>All Price Ranges</b>	<b>776</b>	<b>804</b>	<b>+3.6%</b>	<b>28</b>	<b>27</b>	<b>-3.6%</b>

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

# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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



# Local Market Update for April 2018

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## Pueblo County

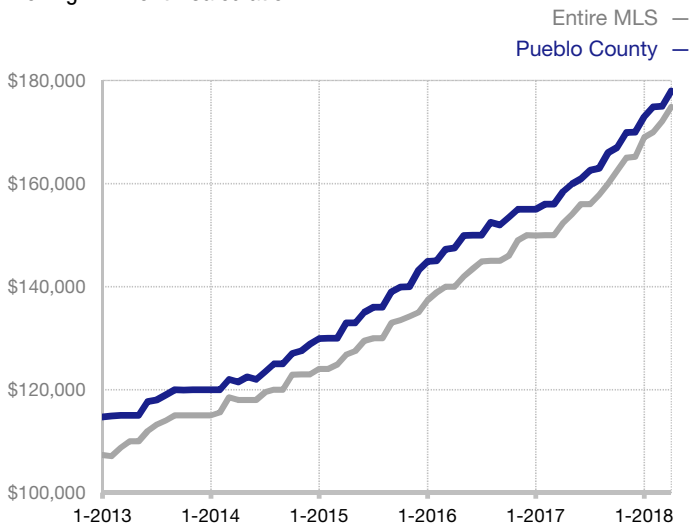
Single Family Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	295	<b>288</b>	- 2.4%	1,020	<b>1,069</b>	+ 4.8%
Sold Listings	240	<b>213</b>	- 11.3%	771	<b>793</b>	+ 2.9%
Median Sales Price*	\$171,250	<b>\$195,000</b>	+ 13.9%	\$157,900	<b>\$184,450</b>	+ 16.8%
Average Sales Price*	\$179,092	<b>\$194,812</b>	+ 8.8%	\$166,503	<b>\$187,478</b>	+ 12.6%
Percent of List Price Received*	97.7%	<b>98.3%</b>	+ 0.6%	97.4%	<b>98.2%</b>	+ 0.8%
Days on Market Until Sale	88	<b>72</b>	- 18.2%	95	<b>77</b>	- 18.9%
Inventory of Homes for Sale	417	<b>321</b>	- 23.0%	--	--	--
Months Supply of Inventory	2.0	<b>1.4</b>	- 30.0%	--	--	--

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

Townhouse-Condo Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	10	<b>14</b>	+ 40.0%	27	<b>32</b>	+ 18.5%
Sold Listings	5	<b>12</b>	+ 140.0%	28	<b>27</b>	- 3.6%
Median Sales Price*	\$207,000	<b>\$186,000</b>	- 10.1%	\$138,750	<b>\$178,000</b>	+ 28.3%
Average Sales Price*	\$211,338	<b>\$204,650</b>	- 3.2%	\$150,875	<b>\$193,219</b>	+ 28.1%
Percent of List Price Received*	95.1%	<b>99.9%</b>	+ 5.0%	95.6%	<b>99.0%</b>	+ 3.6%
Days on Market Until Sale	127	<b>61</b>	- 52.0%	83	<b>70</b>	- 15.7%
Inventory of Homes for Sale	11	<b>10</b>	- 9.1%	--	--	--
Months Supply of Inventory	1.2	<b>1.2</b>	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 April 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Arkansas Valley/Otero County

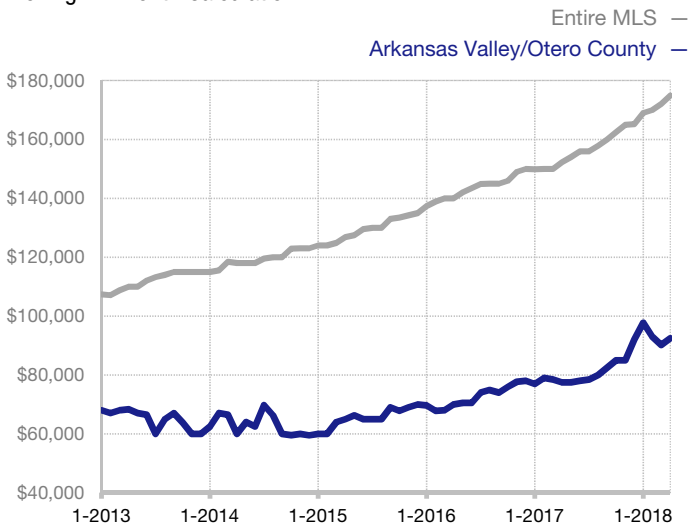
Single Family	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	28	<b>34</b>	+ 21.4%	117	<b>116</b>	- 0.9%
Sold Listings	20	<b>21</b>	+ 5.0%	86	<b>85</b>	- 1.2%
Median Sales Price*	\$77,950	<b>\$95,700</b>	+ 22.8%	\$75,950	<b>\$78,750</b>	+ 3.7%
Average Sales Price*	\$80,253	<b>\$106,777</b>	+ 33.1%	\$91,614	<b>\$93,932</b>	+ 2.5%
Percent of List Price Received*	93.2%	<b>95.8%</b>	+ 2.8%	94.4%	<b>95.3%</b>	+ 1.0%
Days on Market Until Sale	105	<b>128</b>	+ 21.9%	133	<b>132</b>	- 0.8%
Inventory of Homes for Sale	111	<b>67</b>	- 39.6%	--	--	--
Months Supply of Inventory	4.3	<b>2.6</b>	- 39.5%	--	--	--

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

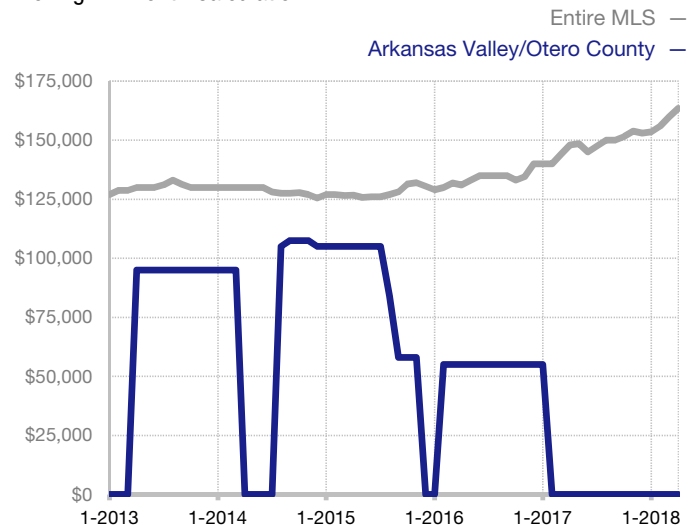
Townhouse-Condo	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	<b>0</b>	--	0	<b>1</b>	--
Sold Listings	0	<b>0</b>	--	0	<b>0</b>	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	<b>0</b>	--	0	<b>0</b>	--
Inventory of Homes for Sale	0	<b>0</b>	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

\* 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 April 2018

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## Fowler

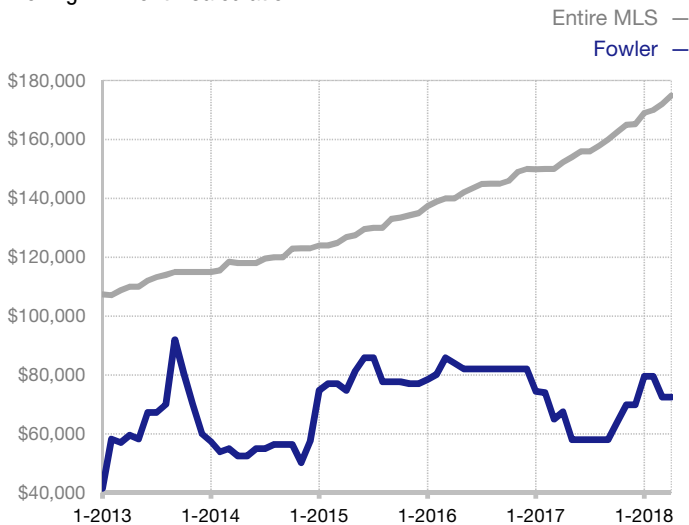
Single Family	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	1	3	+ 200.0%	8	10	+ 25.0%
Sold Listings	4	2	- 50.0%	12	8	- 33.3%
Median Sales Price*	\$75,450	<b>\$95,000</b>	+ 25.9%	\$58,000	<b>\$69,250</b>	+ 19.4%
Average Sales Price*	\$74,600	<b>\$95,000</b>	+ 27.3%	\$69,083	<b>\$74,563</b>	+ 7.9%
Percent of List Price Received*	90.6%	<b>84.2%</b>	- 7.1%	92.4%	<b>96.4%</b>	+ 4.3%
Days on Market Until Sale	141	<b>192</b>	+ 36.2%	113	<b>105</b>	- 7.1%
Inventory of Homes for Sale	10	<b>2</b>	- 80.0%	--	--	--
Months Supply of Inventory	4.6	<b>0.9</b>	- 80.4%	--	--	--

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

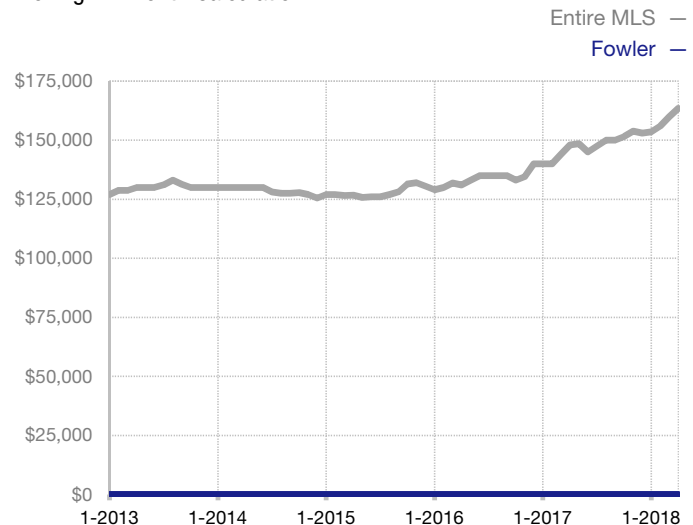
Townhouse-Condo	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

\* 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 April 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Huerfano County

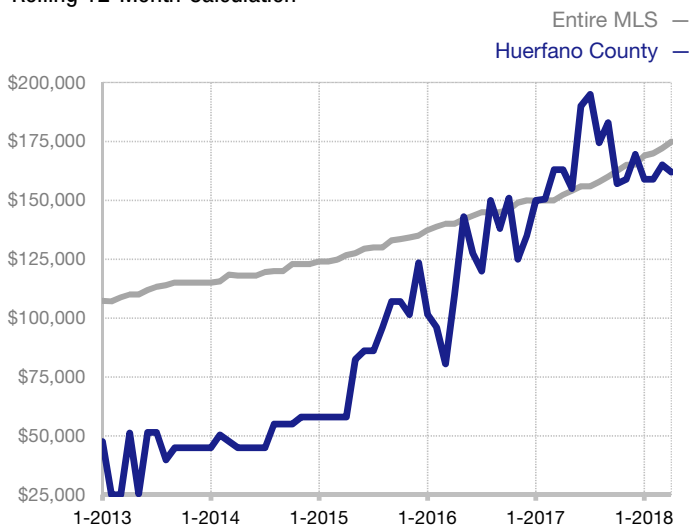
Single Family Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	7	7	0.0%	34	37	+ 8.8%
Sold Listings	2	7	+ 250.0%	7	25	+ 257.1%
Median Sales Price*	\$176,000	<b>\$93,999</b>	- 46.6%	\$250,000	<b>\$170,000</b>	- 32.0%
Average Sales Price*	\$176,000	<b>\$174,143</b>	- 1.1%	\$278,250	<b>\$198,700</b>	- 28.6%
Percent of List Price Received*	94.4%	<b>98.4%</b>	+ 4.2%	90.9%	<b>95.3%</b>	+ 4.8%
Days on Market Until Sale	81	<b>210</b>	+ 159.3%	157	<b>227</b>	+ 44.6%
Inventory of Homes for Sale	49	<b>59</b>	+ 20.4%	--	--	--
Months Supply of Inventory	20.3	<b>13.1</b>	- 35.5%	--	--	--

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

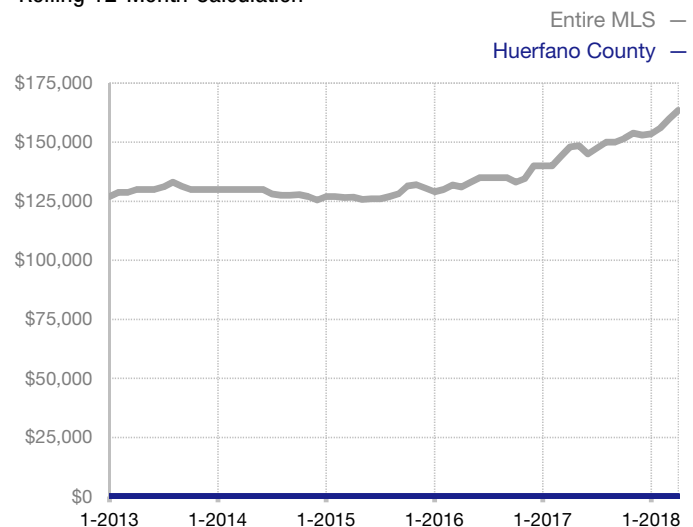
Townhouse-Condo Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	1	0	- 100.0%	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	3	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

\* 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 April 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## La Junta

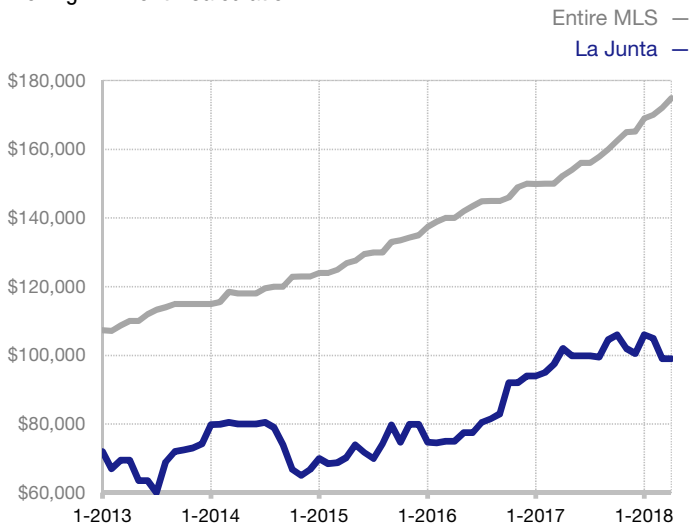
Single Family	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	4	10	+ 150.0%	26	35	+ 34.6%
Sold Listings	4	9	+ 125.0%	25	25	0.0%
Median Sales Price*	\$87,000	\$107,500	+ 23.6%	\$75,000	\$84,900	+ 13.2%
Average Sales Price*	\$95,000	\$116,059	+ 22.2%	\$88,708	\$100,047	+ 12.8%
Percent of List Price Received*	90.6%	100.4%	+ 10.8%	92.5%	97.7%	+ 5.6%
Days on Market Until Sale	57	137	+ 140.4%	147	135	- 8.2%
Inventory of Homes for Sale	24	12	- 50.0%	--	--	--
Months Supply of Inventory	3.1	1.7	- 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.

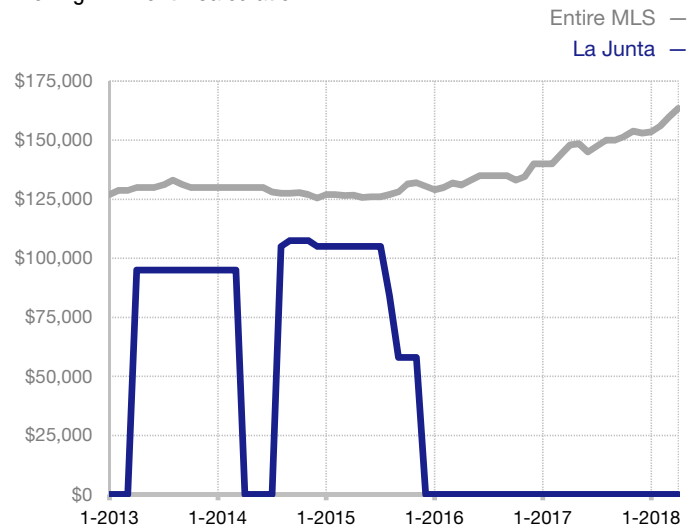
Townhouse-Condo	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

\* 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 April 2018

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## Lamar

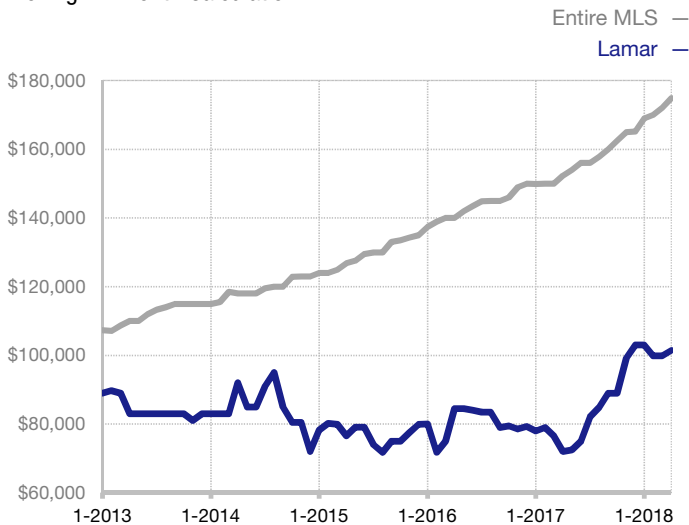
Single Family	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	6	8	+ 33.3%	22	17	- 22.7%
Sold Listings	4	1	- 75.0%	10	11	+ 10.0%
Median Sales Price*	\$71,725	<b>\$47,000</b>	- 34.5%	\$71,000	<b>\$74,000</b>	+ 4.2%
Average Sales Price*	\$74,238	<b>\$47,000</b>	- 36.7%	\$82,650	<b>\$82,636</b>	- 0.0%
Percent of List Price Received*	92.4%	<b>106.8%</b>	+ 15.6%	93.1%	<b>96.2%</b>	+ 3.3%
Days on Market Until Sale	63	100	+ 58.7%	108	121	+ 12.0%
Inventory of Homes for Sale	14	9	- 35.7%	--	--	--
Months Supply of Inventory	3.8	2.3	- 39.5%	--	--	--

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

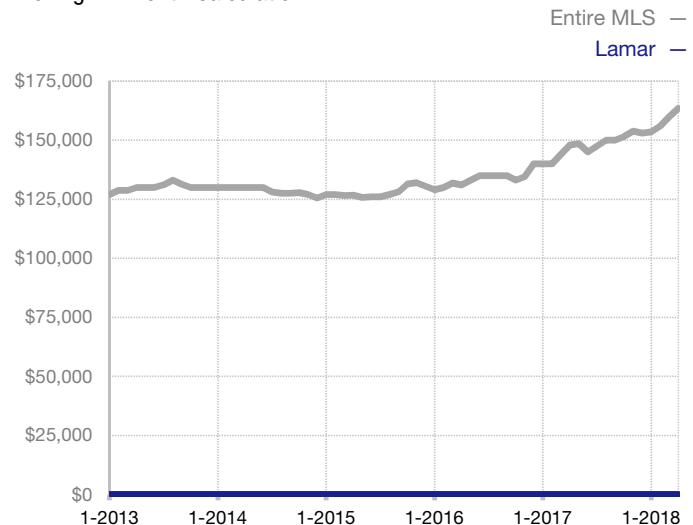
Townhouse-Condo	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	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 April 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Las Animas

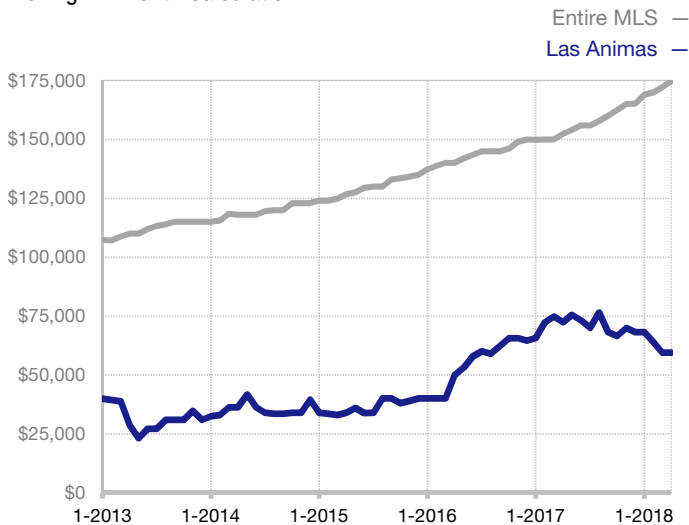
Single Family Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	2	2	0.0%	11	8	- 27.3%
Sold Listings	1	2	+ 100.0%	9	6	- 33.3%
Median Sales Price*	\$27,500	<b>\$15,000</b>	- 45.5%	\$81,000	<b>\$40,000</b>	- 50.6%
Average Sales Price*	\$27,500	<b>\$15,000</b>	- 45.5%	\$88,878	<b>\$49,700</b>	- 44.1%
Percent of List Price Received*	96.5%	<b>51.7%</b>	- 46.4%	95.1%	<b>79.8%</b>	- 16.1%
Days on Market Until Sale	222	<b>88</b>	- 60.4%	133	<b>107</b>	- 19.5%
Inventory of Homes for Sale	6	<b>6</b>	0.0%	--	--	--
Months Supply of Inventory	2.4	<b>1.9</b>	- 20.8%	--	--	--

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

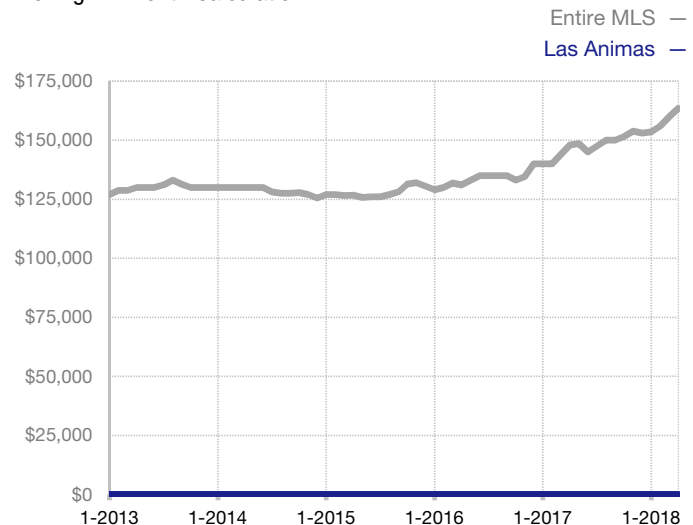
Townhouse-Condo Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

\* 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 April 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Manzanola

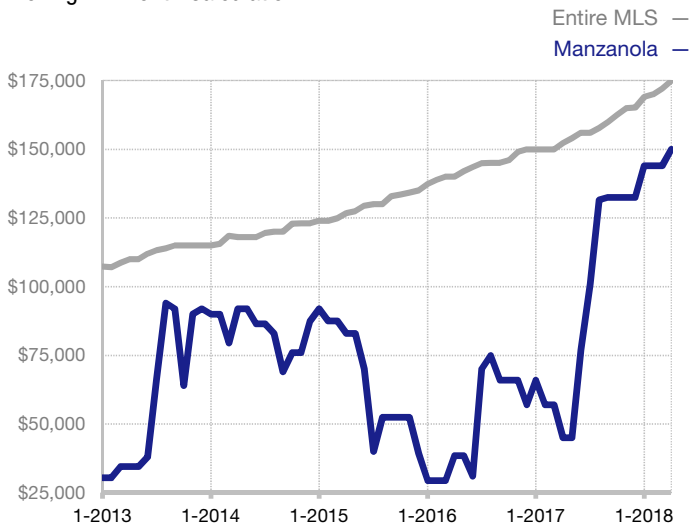
Single Family	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	2	0	- 100.0%	4	2	- 50.0%
Sold Listings	0	1	--	1	2	+ 100.0%
Median Sales Price*	\$0	\$155,000	--	\$76,900	\$186,000	+ 141.9%
Average Sales Price*	\$0	\$155,000	--	\$76,900	\$186,000	+ 141.9%
Percent of List Price Received*	0.0%	96.9%	--	102.7%	108.7%	+ 5.8%
Days on Market Until Sale	0	51	--	161	128	- 20.5%
Inventory of Homes for Sale	5	1	- 80.0%	--	--	--
Months Supply of Inventory	4.2	0.5	- 88.1%	--	--	--

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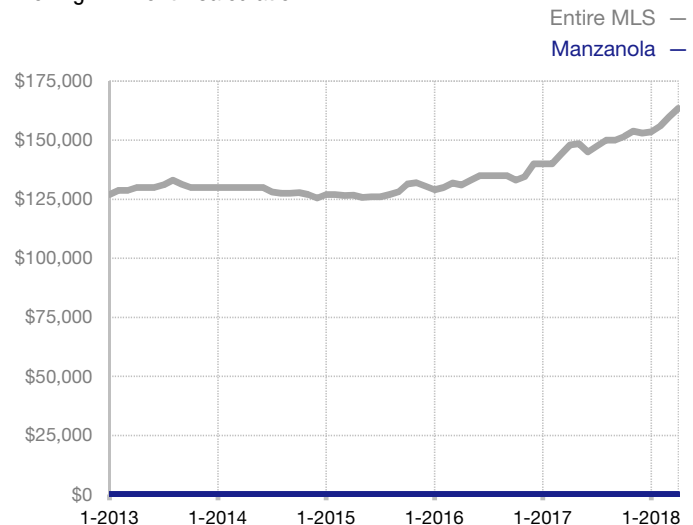
Townhouse-Condo	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

\* 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**  
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# Local Market Update for April 2018

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## Rocky Ford

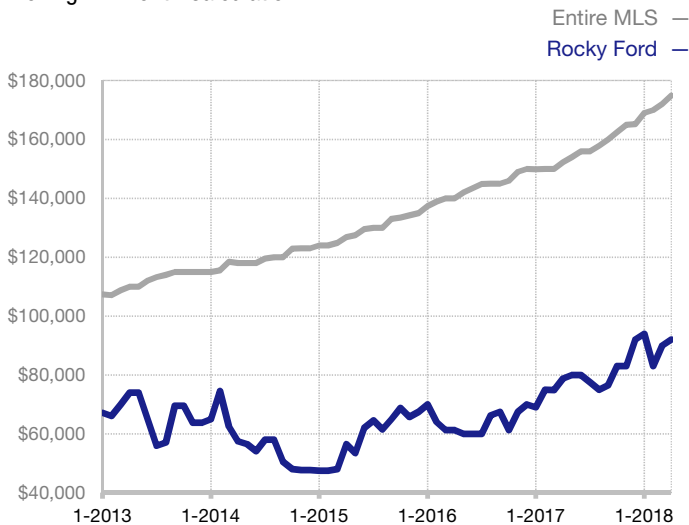
Single Family	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	3	5	+ 66.7%	17	18	+ 5.9%
Sold Listings	3	2	- 33.3%	10	18	+ 80.0%
Median Sales Price*	\$119,500	\$166,250	+ 39.1%	\$79,200	\$78,500	- 0.9%
Average Sales Price*	\$110,400	\$166,250	+ 50.6%	\$98,138	\$91,398	- 6.9%
Percent of List Price Received*	99.1%	98.7%	- 0.4%	99.2%	92.1%	- 7.2%
Days on Market Until Sale	105	137	+ 30.5%	162	141	- 13.0%
Inventory of Homes for Sale	16	12	- 25.0%	--	--	--
Months Supply of Inventory	3.7	2.8	- 24.3%	--	--	--

\* 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	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

\* 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**  
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