

Monthly Indicators



March 2017

Percent changes calculated using year-over-year comparisons.

New Listings were up 33.9 percent for single family homes but decreased 57.1 percent for townhouse-condo properties. Pending Sales increased 24.9 percent for single family homes but decreased 30.0 percent for townhouse-condo properties.

The Median Sales Price was up 0.7 percent to \$155,511 for single family homes but decreased 2.3 percent to \$130,000 for townhouse-condo properties. Days on Market decreased 18.9 percent for single family homes and 20.7 percent for condo properties.

The U.S. economy has improved for several quarters in a row, which has helped wage growth and retail consumption increase in year-over-year comparisons. Couple that with an unemployment rate that has been holding steady or dropping both nationally and in many localities, and consumer confidence is on the rise. As the economy improves, home sales tend to go up. It isn't much more complex than that right now. Rising mortgage rates could slow growth eventually, but rate increases should be thought of as little more than a byproduct of a stronger economy and stronger demand.

Activity Snapshot

- 2.8%

+ 3.5%

- 23.9%

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	3-2016	3-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		239	320	+ 33.9%	659	715	+ 8.5%
Pending Sales		237	296	+ 24.9%	593	675	+ 13.8%
Sold Listings		204	200	- 2.0%	472	521	+ 10.4%
Median Sales Price		\$154,500	\$155,511	+ 0.7%	\$148,000	\$150,000	+ 1.4%
Avg. Sales Price		\$167,392	\$167,996	+ 0.4%	\$159,247	\$160,550	+ 0.8%
Pct. of List Price Received		97.3%	97.8%	+ 0.5%	97.2%	97.3%	+ 0.1%
Days on Market		106	86	- 18.9%	101	99	- 2.0%
Affordability Index		236	225	- 4.7%	246	233	- 5.3%
Active Listings		480	366	- 23.8%	--	--	--
Months Supply		2.4	1.8	- 25.0%	--	--	--

Townhouse-Condo Market Overview

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

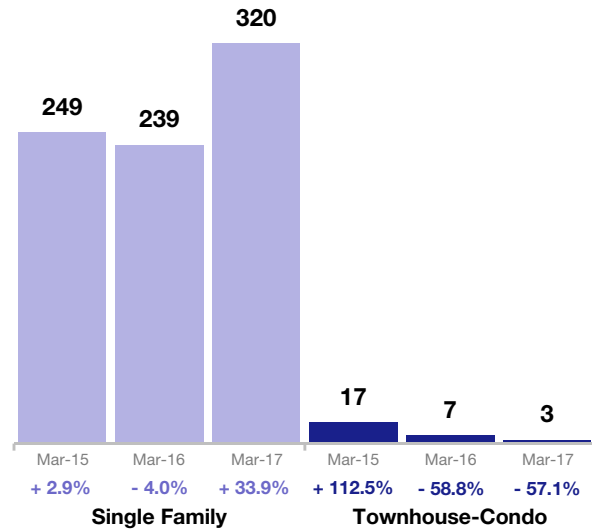


Key Metrics	Historical Sparkbars	3-2016	3-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		7	3	- 57.1%	27	17	- 37.0%
Pending Sales		10	7	- 30.0%	29	20	- 31.0%
Sold Listings		13	11	- 15.4%	30	22	- 26.7%
Median Sales Price		\$133,000	\$130,000	- 2.3%	\$134,625	\$130,000	- 3.4%
Avg. Sales Price		\$136,981	\$145,355	+ 6.1%	\$157,767	\$137,173	- 13.1%
Pct. of List Price Received		98.6%	95.3%	- 3.3%	96.5%	95.5%	- 1.0%
Days on Market		82	65	- 20.7%	94	77	- 18.1%
Affordability Index		274	269	- 1.8%	271	269	- 0.7%
Active Listings		18	13	- 27.8%	--	--	--
Months Supply		1.7	1.4	- 17.6%	--	--	--

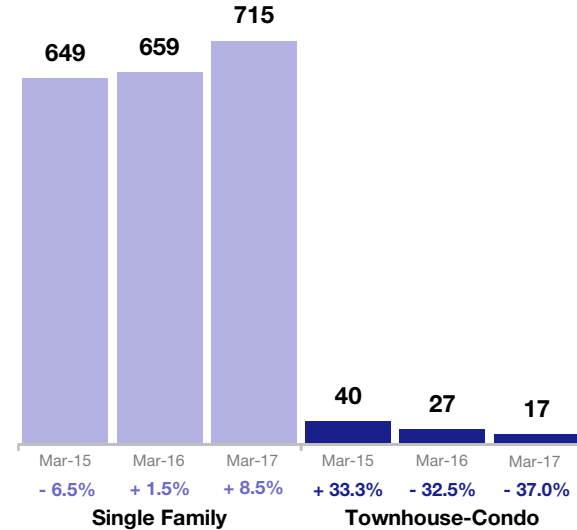
New Listings



March

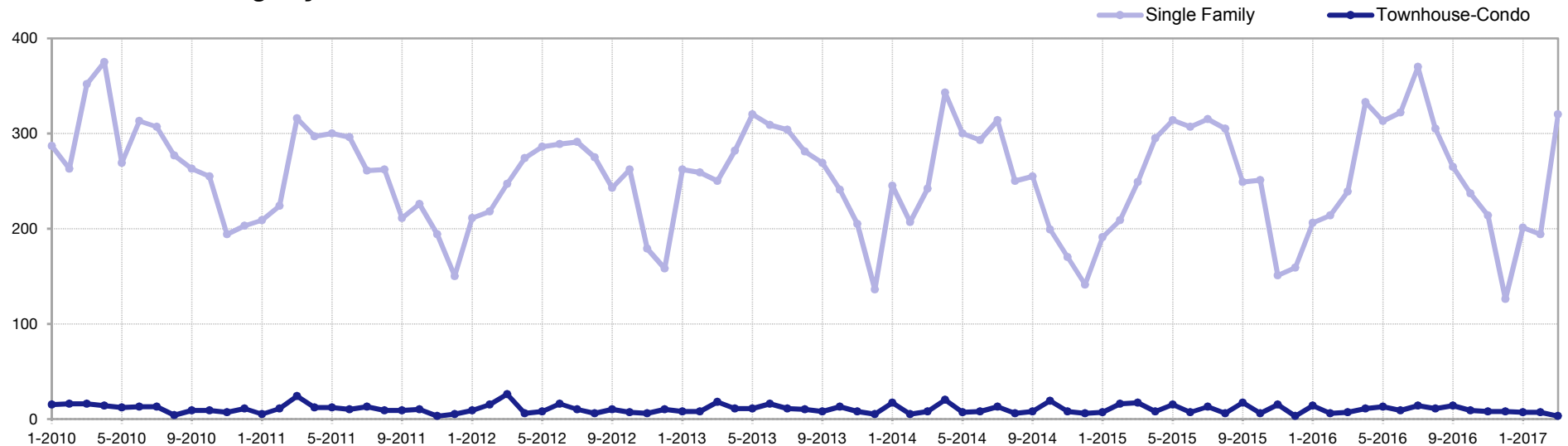


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2016	333	+12.9%	11	+37.5%
May-2016	313	-0.3%	13	-13.3%
Jun-2016	322	+4.9%	9	+28.6%
Jul-2016	370	+17.5%	14	+7.7%
Aug-2016	305	0.0%	11	+83.3%
Sep-2016	265	+6.4%	14	-17.6%
Oct-2016	237	-5.6%	9	+50.0%
Nov-2016	214	+41.7%	8	-46.7%
Dec-2016	126	-20.8%	8	+166.7%
Jan-2017	201	-2.4%	7	-50.0%
Feb-2017	194	-9.3%	7	+16.7%
Mar-2017	320	+33.9%	3	-57.1%

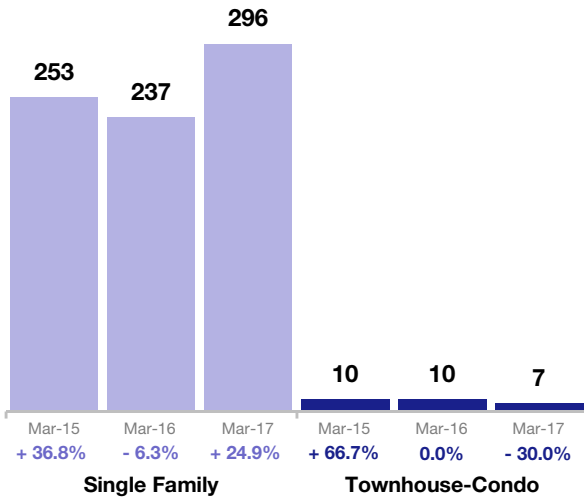
Historical New Listings by Month



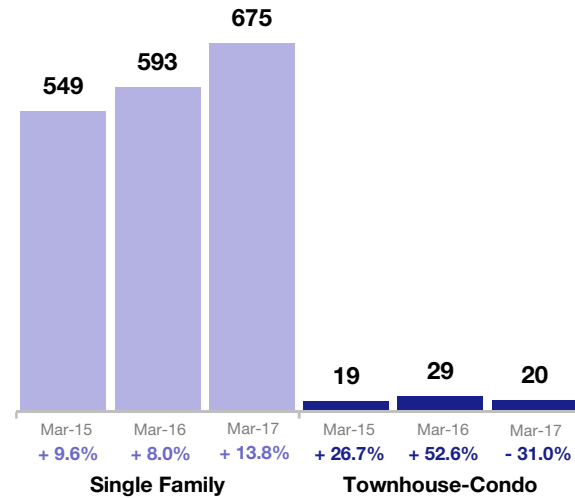
Pending Sales



March

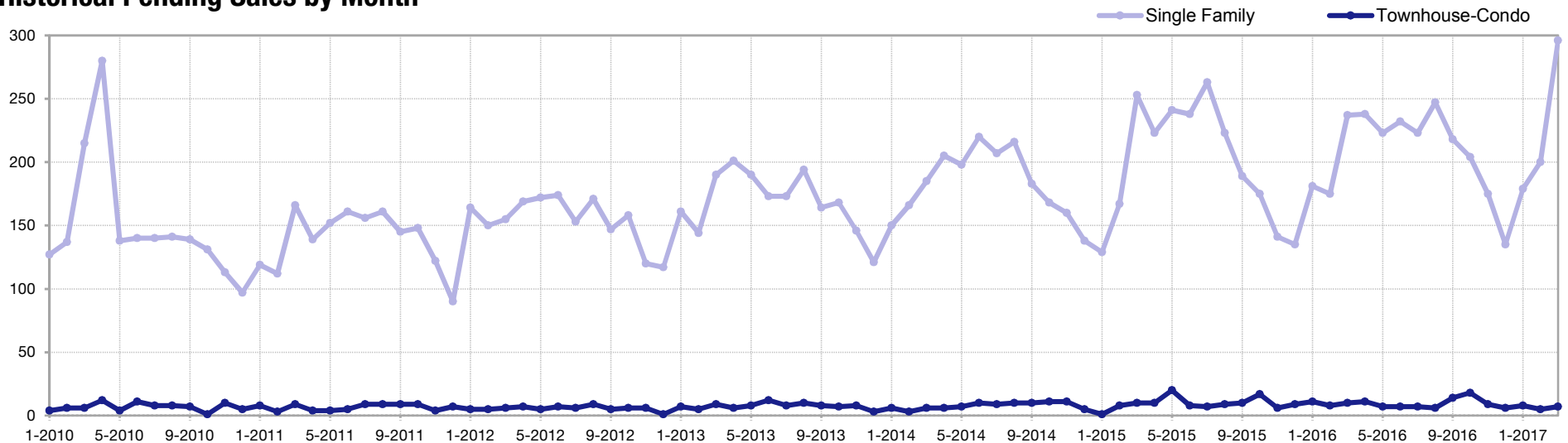


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2016	238	+6.7%	11	+10.0%
May-2016	223	-7.5%	7	-65.0%
Jun-2016	232	-2.5%	7	-12.5%
Jul-2016	223	-15.2%	7	0.0%
Aug-2016	247	+10.8%	6	-33.3%
Sep-2016	218	+15.3%	14	+40.0%
Oct-2016	204	+16.6%	18	+5.9%
Nov-2016	175	+24.1%	9	+50.0%
Dec-2016	135	0.0%	6	-33.3%
Jan-2017	179	-1.1%	8	-27.3%
Feb-2017	200	+14.3%	5	-37.5%
Mar-2017	296	+24.9%	7	-30.0%

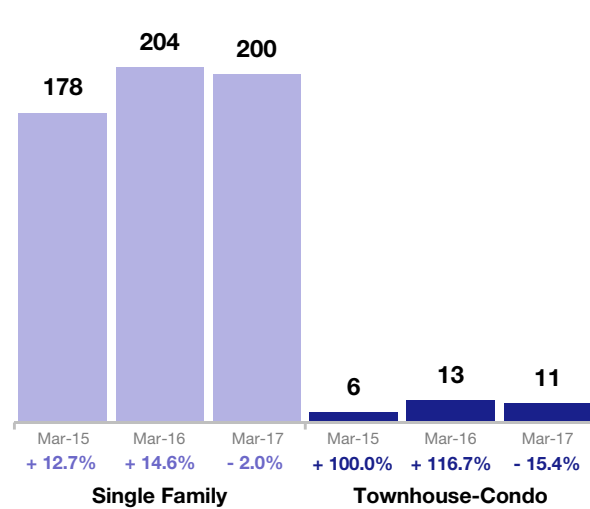
Historical Pending Sales by Month



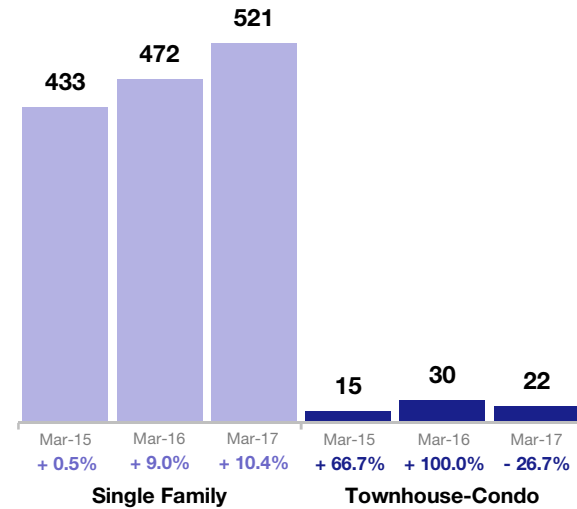
Sold Listings



March

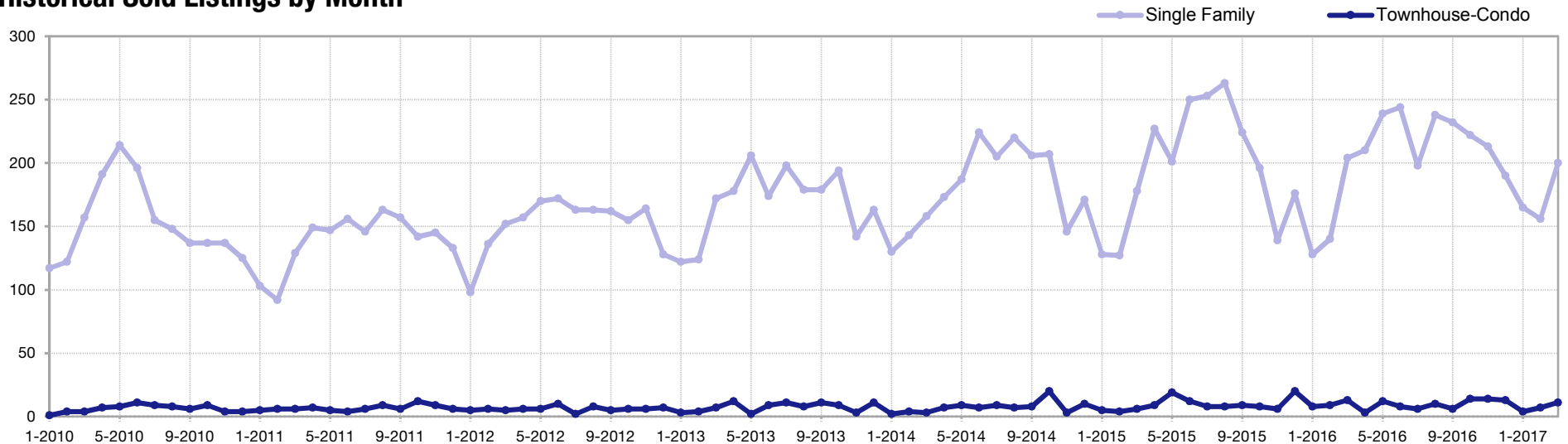


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2016	210	-7.5%	3	-66.7%
May-2016	239	+18.9%	12	-36.8%
Jun-2016	244	-2.4%	8	-33.3%
Jul-2016	198	-21.7%	6	-25.0%
Aug-2016	238	-9.5%	10	+25.0%
Sep-2016	232	+3.6%	6	-33.3%
Oct-2016	222	+13.3%	14	+75.0%
Nov-2016	213	+53.2%	14	+133.3%
Dec-2016	190	+8.0%	13	-35.0%
Jan-2017	165	+28.9%	4	-50.0%
Feb-2017	156	+11.4%	7	-22.2%
Mar-2017	200	-2.0%	11	-15.4%

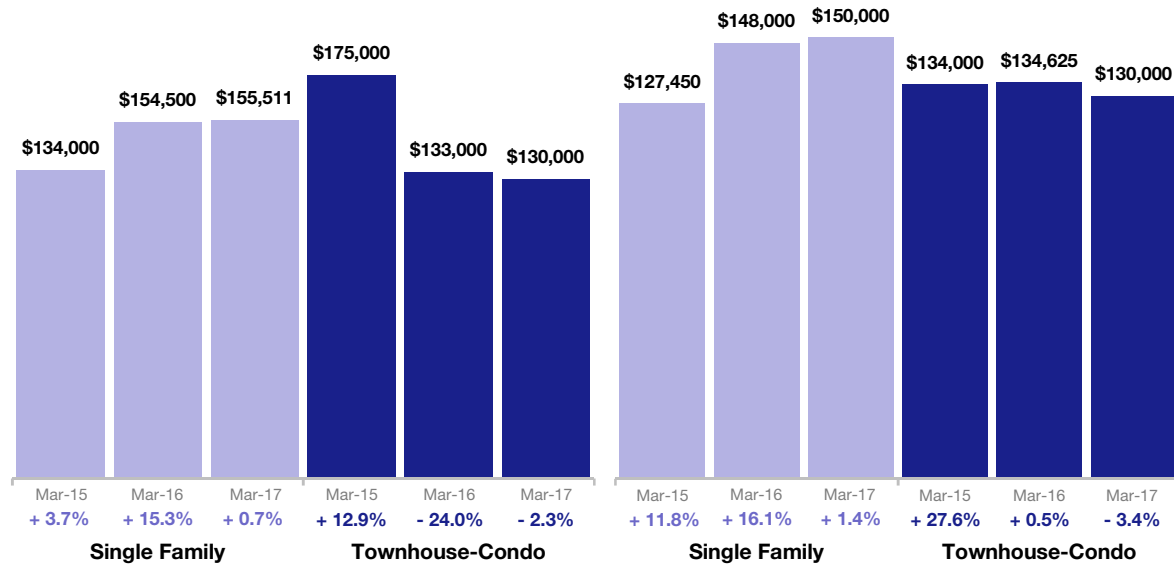
Historical Sold Listings by Month



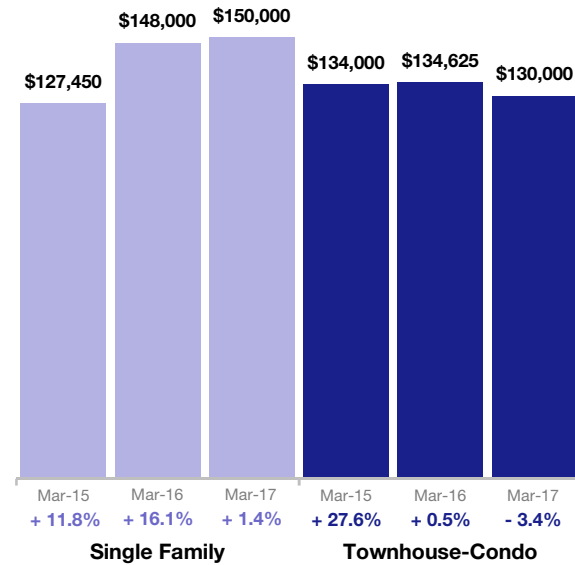
Median Sales Price



March

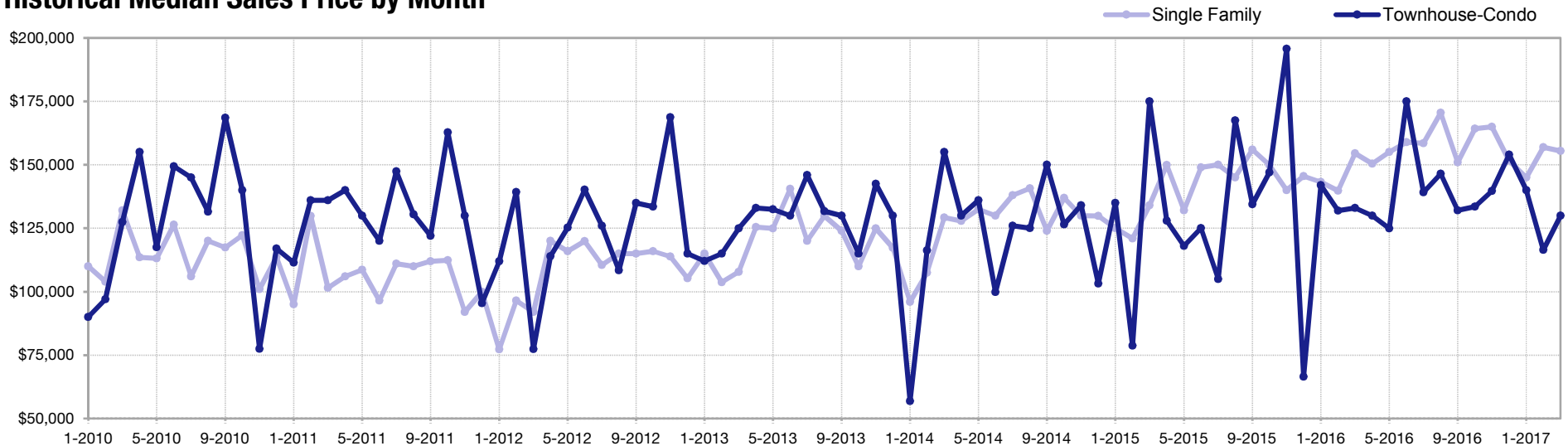


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2016	\$150,450	+0.4%	\$130,000	+1.6%
May-2016	\$155,000	+17.4%	\$124,950	+5.9%
Jun-2016	\$158,950	+6.7%	\$175,000	+40.0%
Jul-2016	\$158,500	+5.7%	\$139,125	+32.5%
Aug-2016	\$170,500	+17.6%	\$146,450	-12.6%
Sep-2016	\$150,950	-3.2%	\$132,000	-1.9%
Oct-2016	\$164,250	+9.5%	\$133,556	-9.1%
Nov-2016	\$164,950	+17.8%	\$139,700	-28.6%
Dec-2016	\$151,573	+4.2%	\$154,000	+131.6%
Jan-2017	\$145,000	+1.2%	\$140,000	-1.4%
Feb-2017	\$156,950	+12.3%	\$116,500	-11.7%
Mar-2017	\$155,511	+0.7%	\$130,000	-2.3%

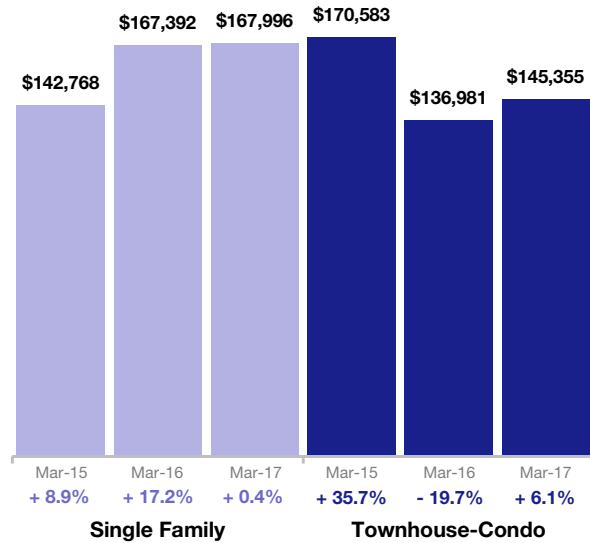
Historical Median Sales Price by Month



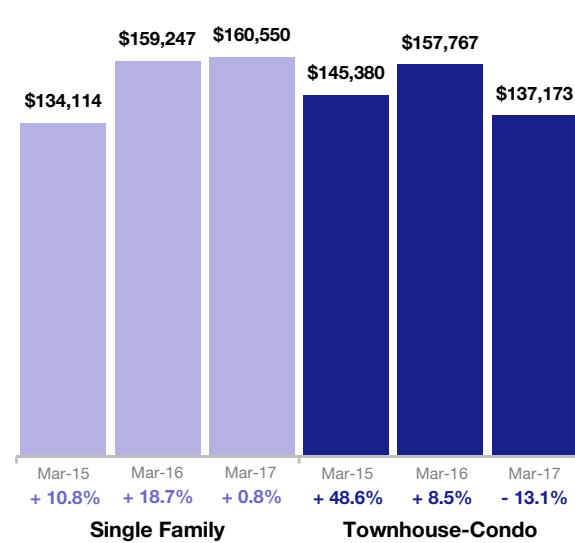
Average Sales Price



March

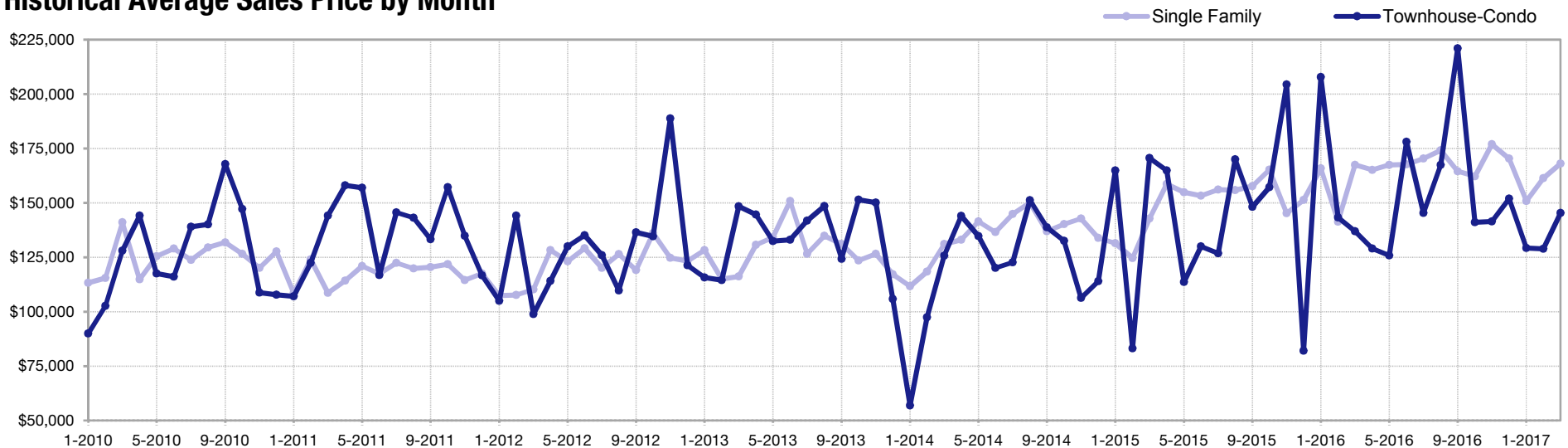


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2016	\$165,067	+4.1%	\$129,033	-21.7%
May-2016	\$167,468	+8.1%	\$125,825	+10.7%
Jun-2016	\$167,621	+9.4%	\$177,988	+37.0%
Jul-2016	\$170,410	+9.2%	\$145,317	+14.5%
Aug-2016	\$174,154	+11.7%	\$167,490	-1.5%
Sep-2016	\$164,512	+4.3%	\$221,000	+49.2%
Oct-2016	\$162,212	-1.8%	\$141,101	-10.2%
Nov-2016	\$176,950	+21.8%	\$141,399	-30.8%
Dec-2016	\$170,371	+12.6%	\$151,985	+85.3%
Jan-2017	\$150,785	-9.1%	\$129,225	-37.8%
Feb-2017	\$161,380	+14.2%	\$128,857	-10.1%
Mar-2017	\$167,996	+0.4%	\$145,355	+6.1%

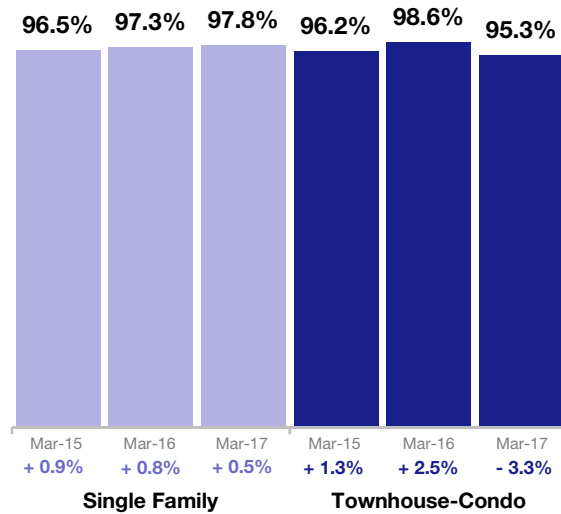
Historical Average Sales Price by Month



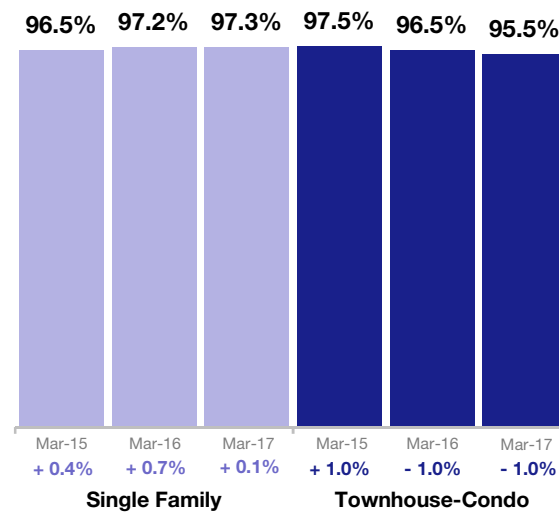
Percent of List Price Received



March

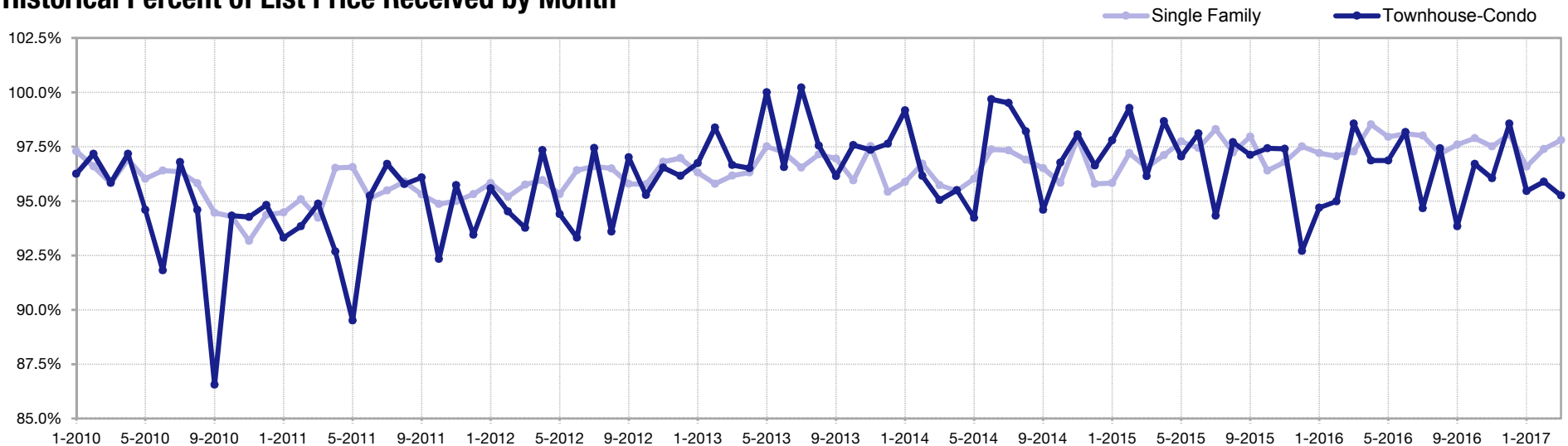


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2016	98.5%	+1.4%	96.9%	-1.8%
May-2016	98.0%	+0.3%	96.9%	-0.1%
Jun-2016	98.1%	+0.7%	98.2%	+0.1%
Jul-2016	98.0%	-0.3%	94.7%	+0.4%
Aug-2016	97.2%	0.0%	97.4%	-0.3%
Sep-2016	97.6%	-0.4%	93.8%	-3.4%
Oct-2016	97.9%	+1.6%	96.7%	-0.7%
Nov-2016	97.5%	+0.7%	96.0%	-1.4%
Dec-2016	98.1%	+0.6%	98.6%	+6.4%
Jan-2017	96.6%	-0.6%	95.5%	+0.8%
Feb-2017	97.4%	+0.3%	95.9%	+0.9%
Mar-2017	97.8%	+0.5%	95.3%	-3.3%

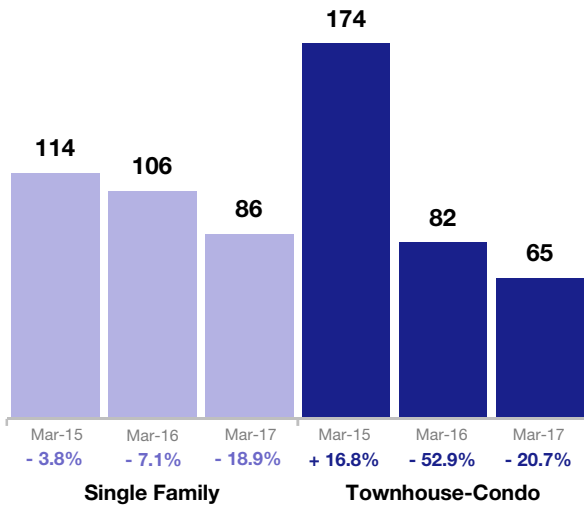
Historical Percent of List Price Received by Month



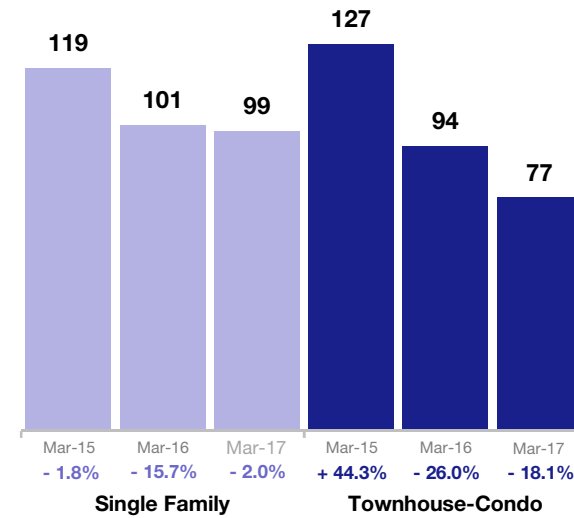
Days on Market Until Sale



March

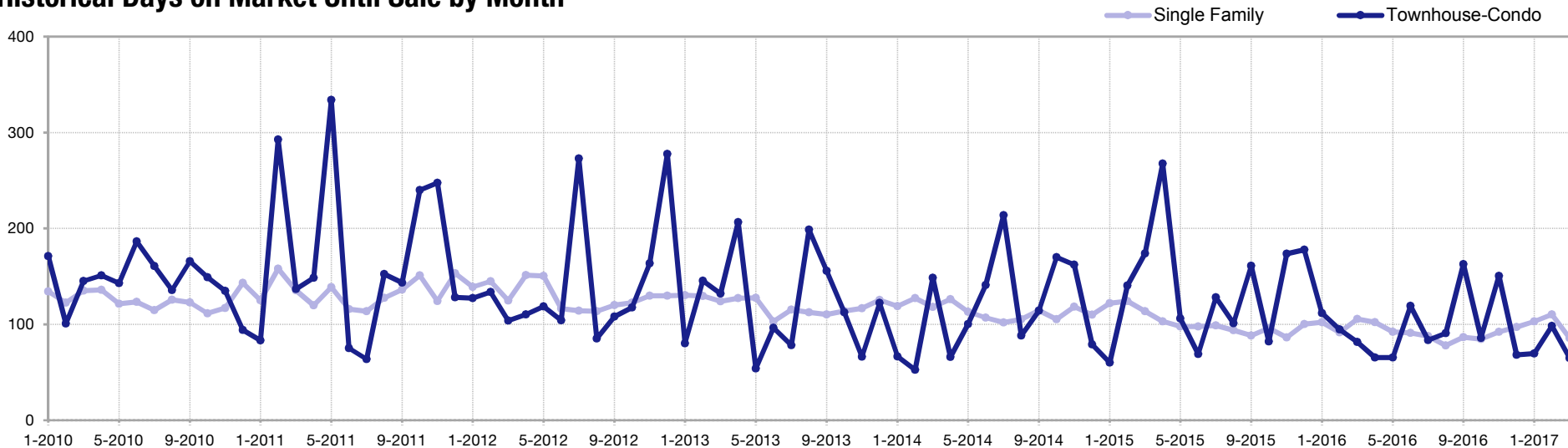


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2016	102	-1.0%	66	-75.4%
May-2016	92	-6.1%	66	-37.7%
Jun-2016	91	-7.1%	119	+72.5%
Jul-2016	88	-11.1%	84	-34.4%
Aug-2016	78	-17.0%	91	-9.9%
Sep-2016	87	-1.1%	163	+1.2%
Oct-2016	85	-11.5%	86	+4.9%
Nov-2016	92	+7.0%	150	-13.8%
Dec-2016	97	-3.0%	68	-61.8%
Jan-2017	103	+1.0%	70	-37.5%
Feb-2017	110	+19.6%	98	+3.2%
Mar-2017	86	-18.9%	65	-20.7%

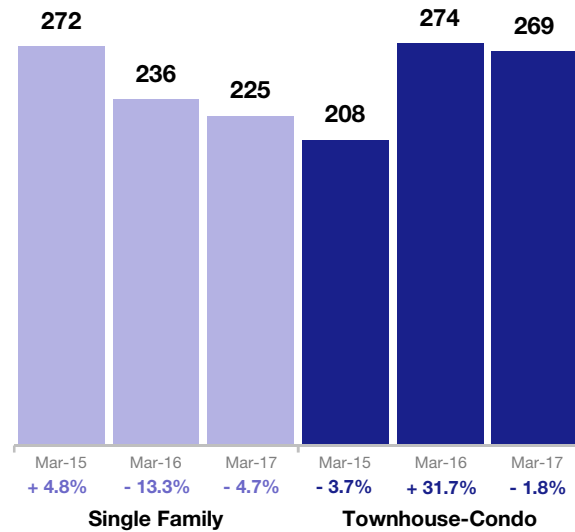
Historical Days on Market Until Sale by Month



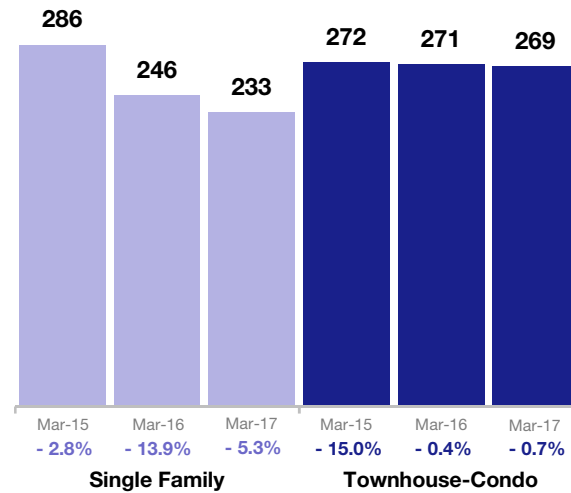
Housing Affordability Index



March

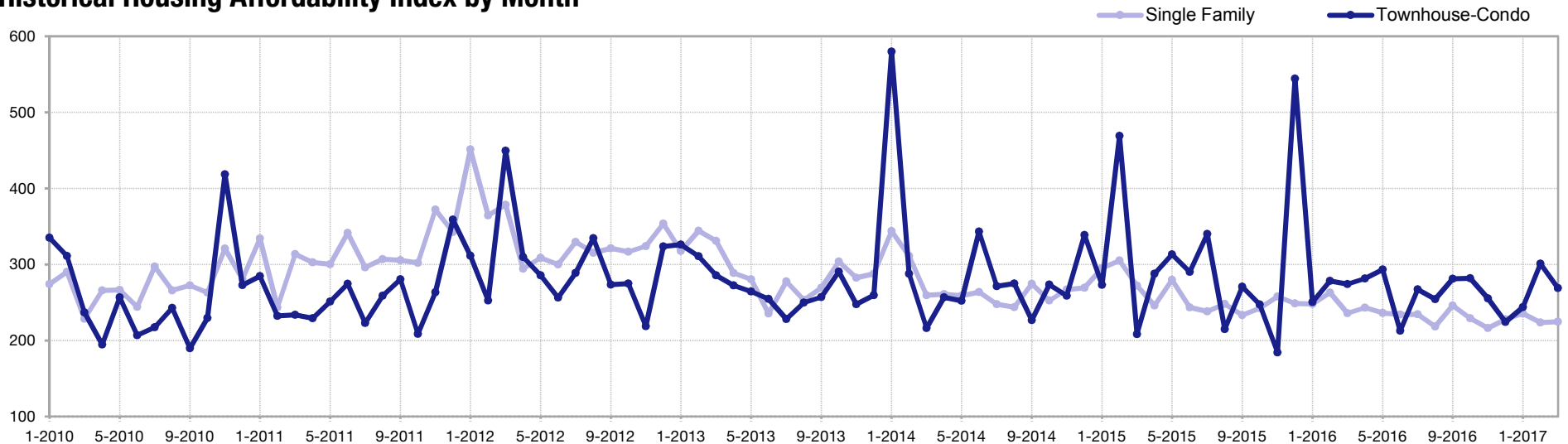


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2016	243	-1.2%	282	-2.1%
May-2016	236	-15.7%	293	-6.4%
Jun-2016	234	-4.1%	213	-26.6%
Jul-2016	234	-1.7%	267	-21.5%
Aug-2016	218	-12.1%	254	+18.1%
Sep-2016	246	+5.6%	281	+3.7%
Oct-2016	229	-5.4%	282	+14.2%
Nov-2016	216	-16.3%	255	+38.6%
Dec-2016	228	-8.4%	224	-58.8%
Jan-2017	235	-5.2%	244	-2.4%
Feb-2017	224	-14.8%	301	+7.9%
Mar-2017	225	-4.7%	269	-1.8%

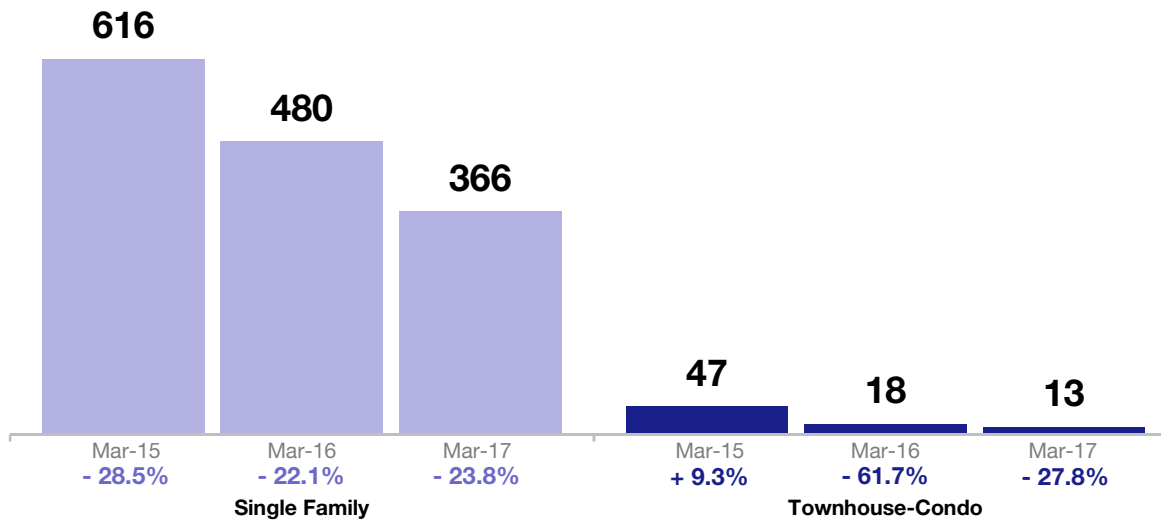
Historical Housing Affordability Index by Month



Inventory of Active Listings

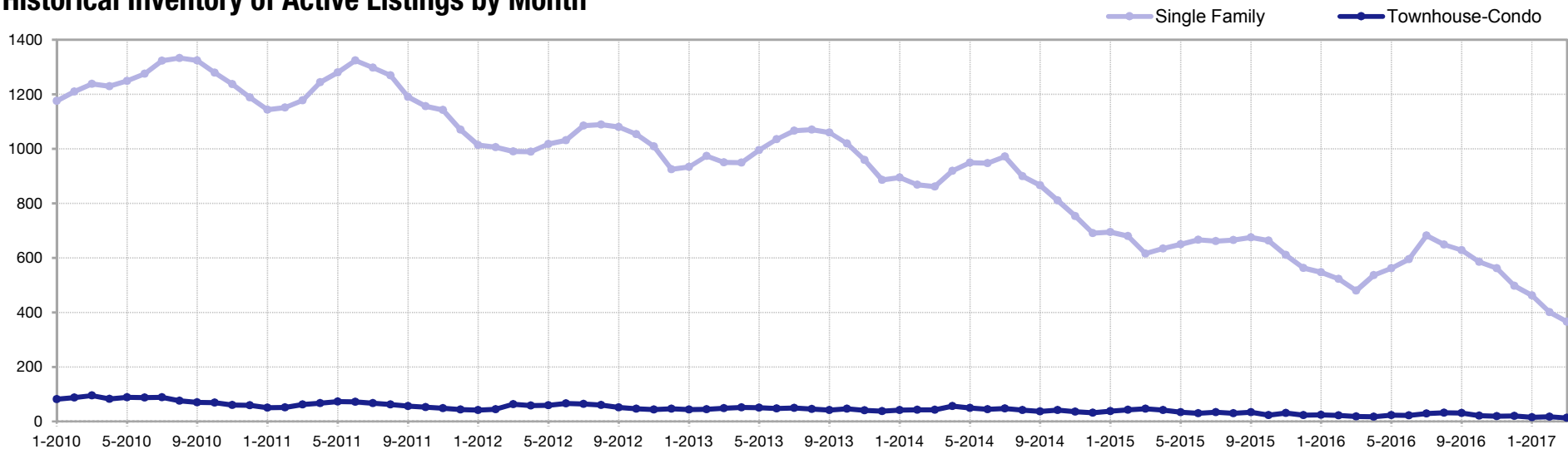


March



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2016	536	-15.5%	17	-59.5%
May-2016	562	-13.5%	23	-32.4%
Jun-2016	595	-10.7%	22	-26.7%
Jul-2016	682	+3.2%	29	-14.7%
Aug-2016	649	-2.4%	32	+6.7%
Sep-2016	628	-7.0%	31	-8.8%
Oct-2016	585	-11.8%	21	-8.7%
Nov-2016	562	-8.0%	19	-38.7%
Dec-2016	497	-11.7%	20	-13.0%
Jan-2017	462	-15.5%	15	-37.5%
Feb-2017	401	-23.3%	17	-22.7%
Mar-2017	366	-23.8%	13	-27.8%

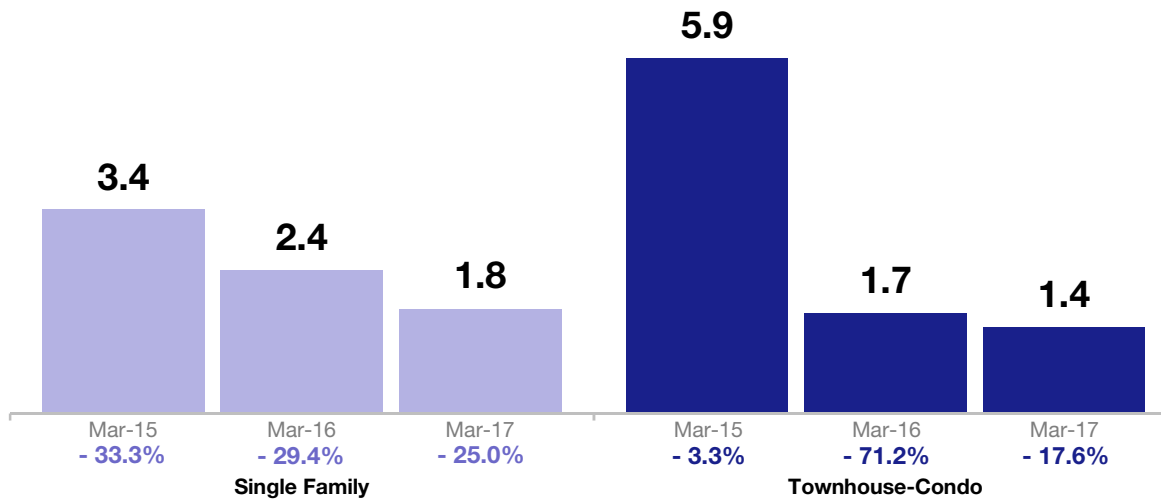
Historical Inventory of Active Listings by Month



Months Supply of Inventory

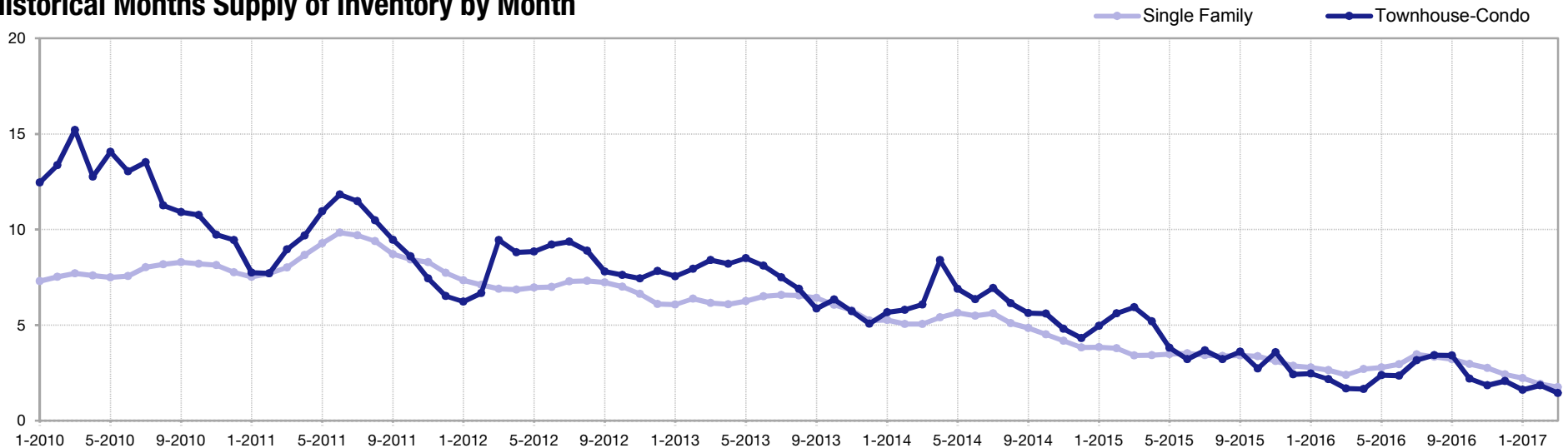


March



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2016	2.7	-20.6%	1.7	-67.3%
May-2016	2.8	-20.0%	2.4	-36.8%
Jun-2016	3.0	-14.3%	2.4	-25.0%
Jul-2016	3.5	+2.9%	3.2	-13.5%
Aug-2016	3.3	-2.9%	3.4	+6.3%
Sep-2016	3.2	-5.9%	3.4	-5.6%
Oct-2016	3.0	-11.8%	2.2	-18.5%
Nov-2016	2.8	-9.7%	1.9	-47.2%
Dec-2016	2.4	-17.2%	2.1	-12.5%
Jan-2017	2.2	-21.4%	1.6	-36.0%
Feb-2017	1.9	-26.9%	1.9	-13.6%
Mar-2017	1.8	-25.0%	1.4	-17.6%

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.



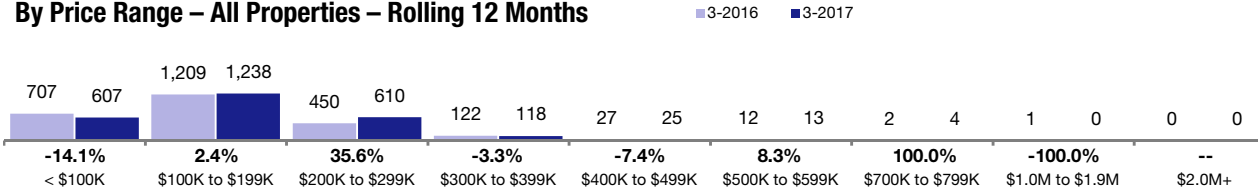
Key Metrics	Historical Sparkbars	3-2016	3-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		246	323	+ 31.3%	686	732	+ 6.7%
Pending Sales		247	303	+ 22.7%	622	695	+ 11.7%
Sold Listings		217	211	- 2.8%	502	543	+ 8.2%
Median Sales Price		\$150,000	\$155,250	+ 3.5%	\$145,153	\$148,500	+ 2.3%
Avg. Sales Price		\$165,570	\$166,810	+ 0.7%	\$159,159	\$159,601	+ 0.3%
Pct. of List Price Received		97.4%	97.7%	+ 0.3%	97.1%	97.2%	+ 0.1%
Days on Market		104	85	- 18.3%	100	98	- 2.0%
Affordability Index		243	225	- 7.4%	251	235	- 6.4%
Active Listings		498	379	- 23.9%	--	--	--
Months Supply		2.4	1.7	- 29.2%	--	--	--

Sold Listings

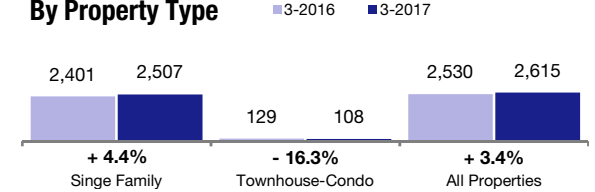
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

Compared to Prior Month

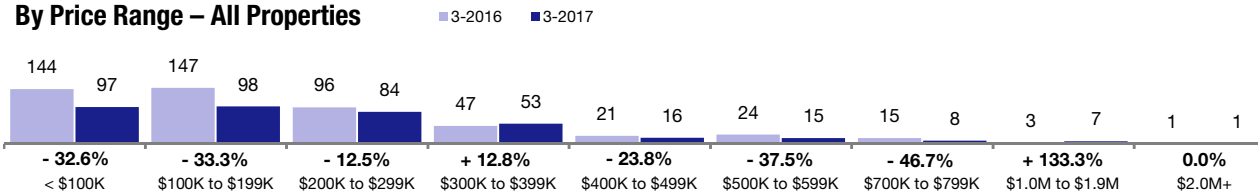
Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	3-2016	3-2017	Change	3-2016	3-2017	Change	2-2017	3-2017	Change	2-2017	3-2017	Change	3-2016	3-2017	Change	3-2016	3-2017	Change
\$99,999 and Below	668	579	-13.3%	39	28	-28.2%	41	36	-12.2%	3	4	+33.3%	119	132	+10.9%	7	8	+14.3%
\$100,000 to \$199,999	1,134	1,177	+3.8%	75	61	-18.7%	73	104	+42.5%	3	4	+33.3%	240	245	+2.1%	18	10	-44.4%
\$200,000 to \$299,999	439	593	+35.1%	11	17	+54.5%	34	48	+41.2%	1	2	+100.0%	82	117	+42.7%	3	3	0.0%
\$300,000 to \$399,999	120	117	-2.5%	2	1	-50.0%	7	11	+57.1%	0	1	--	22	24	+9.1%	0	1	--
\$400,000 to \$499,999	26	25	-3.8%	1	0	-100.0%	1	1	0.0%	0	0	--	4	3	-25.0%	1	0	-100.0%
\$500,000 to \$699,999	11	12	+9.1%	1	1	0.0%	0	0	--	0	0	--	4	0	-100.0%	1	0	-100.0%
\$700,000 to \$999,999	2	4	+100.0%	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	1	0	-100.0%	0	0	--	0	0	--	0	0	--	1	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
All Price Ranges	2,401	2,507	+4.4%	129	108	-16.3%	156	200	+28.2%	7	11	+57.1%	472	521	+10.4%	30	22	-26.7%

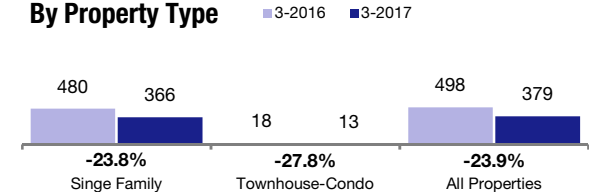
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

Compared to Prior Month

Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family		Condo	
	3-2016	3-2017	Change	3-2016	3-2017	Change	2-2017	3-2017	Change	2-2017	3-2017	Change				
\$99,999 and Below	141	96	-31.9%	3	1	-66.7%	100	96	-4.0%	4	1	-75.0%				
\$100,000 to \$199,999	140	93	-33.6%	7	5	-28.6%	121	93	-23.1%	5	5	0.0%				
\$200,000 to \$299,999	90	81	-10.0%	6	3	-50.0%	79	81	+2.5%	4	3	-25.0%				
\$300,000 to \$399,999	46	49	+6.5%	1	4	+300.0%	57	49	-14.0%	4	4	0.0%				
\$400,000 to \$499,999	21	16	-23.8%	0	0	--	12	16	+33.3%	0	0	--				
\$500,000 to \$699,999	23	15	-34.8%	1	0	-100.0%	17	15	-11.8%	0	0	--				
\$700,000 to \$999,999	15	8	-46.7%	0	0	--	7	8	+14.3%	0	0	--				
\$1,000,000 to \$1,999,999	3	7	+133.3%	0	0	--	7	7	0.0%	0	0	--				
\$2,000,000 and Above	1	1	0.0%	0	0	--	1	1	0.0%	0	0	--				
All Price Ranges	480	366	-23.8%	18	13	-27.8%	401	366	-8.7%	17	13	-23.5%				

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 March 2017

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Pueblo County

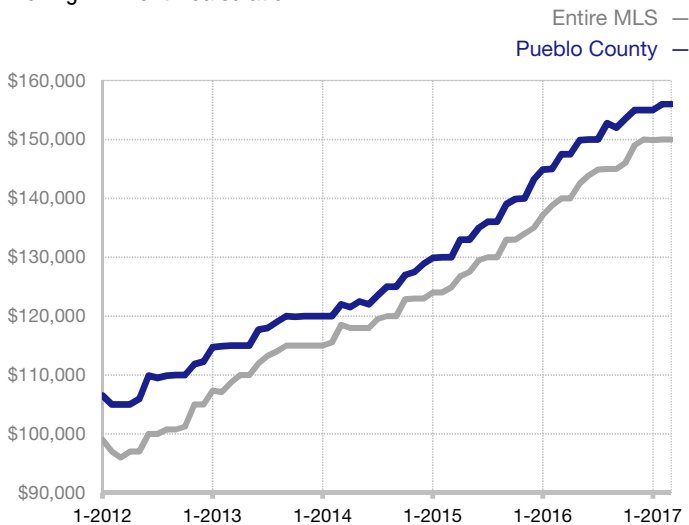
Single Family Key Metrics	March			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 03-2016	Thru 03-2017	Percent Change from Previous Year
New Listings	240	316	+ 31.7%	663	708	+ 6.8%
Sold Listings	204	196	- 3.9%	472	516	+ 9.3%
Median Sales Price*	\$154,500	\$155,500	+ 0.6%	\$148,000	\$149,000	+ 0.7%
Average Sales Price*	\$167,392	\$166,209	- 0.7%	\$159,565	\$159,800	+ 0.1%
Percent of List Price Received*	97.3%	97.8%	+ 0.5%	97.2%	97.3%	+ 0.1%
Days on Market Until Sale	106	85	- 19.8%	101	98	- 3.0%
Inventory of Homes for Sale	483	362	- 25.1%	--	--	--
Months Supply of Inventory	2.4	1.7	- 29.2%	--	--	--

* 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	March			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 03-2016	Thru 03-2017	Percent Change from Previous Year
New Listings	7	3	- 57.1%	27	17	- 37.0%
Sold Listings	13	10	- 23.1%	30	21	- 30.0%
Median Sales Price*	\$133,000	\$141,000	+ 6.0%	\$134,625	\$130,000	- 3.4%
Average Sales Price*	\$136,981	\$151,400	+ 10.5%	\$157,767	\$139,662	- 11.5%
Percent of List Price Received*	98.6%	94.8%	- 3.9%	96.5%	95.3%	- 1.2%
Days on Market Until Sale	82	68	- 17.1%	94	79	- 16.0%
Inventory of Homes for Sale	18	13	- 27.8%	--	--	--
Months Supply of Inventory	1.7	1.5	- 11.8%	--	--	--

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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 March 2017

A Research Tool Provided by the Colorado Association of REALTORS®



Arkansas Valley/Otero County

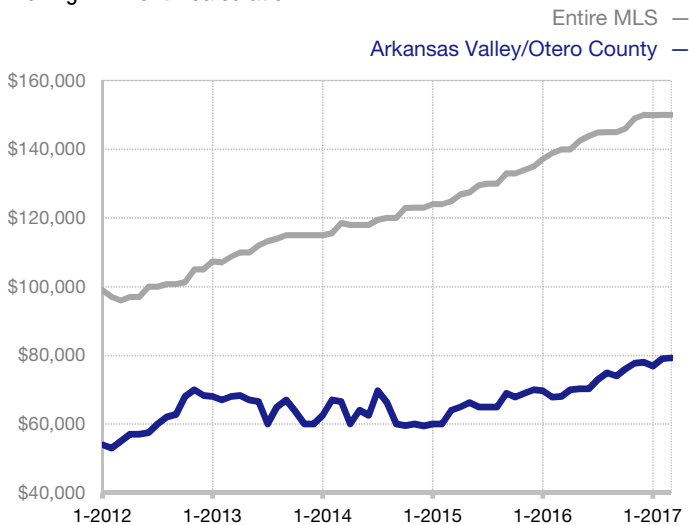
Single Family	March			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 03-2016	Thru 03-2017	Percent Change from Previous Year
Key Metrics						
New Listings	31	39	+ 25.8%	85	87	+ 2.4%
Sold Listings	25	23	- 8.0%	63	62	- 1.6%
Median Sales Price*	\$87,500	\$100,000	+ 14.3%	\$70,000	\$77,200	+ 10.3%
Average Sales Price*	\$90,996	\$89,637	- 1.5%	\$79,063	\$96,171	+ 21.6%
Percent of List Price Received*	96.2%	96.7%	+ 0.5%	94.6%	94.9%	+ 0.3%
Days on Market Until Sale	177	119	- 32.8%	176	143	- 18.8%
Inventory of Homes for Sale	140	101	- 27.9%	--	--	--
Months Supply of Inventory	5.3	3.9	- 26.4%	--	--	--

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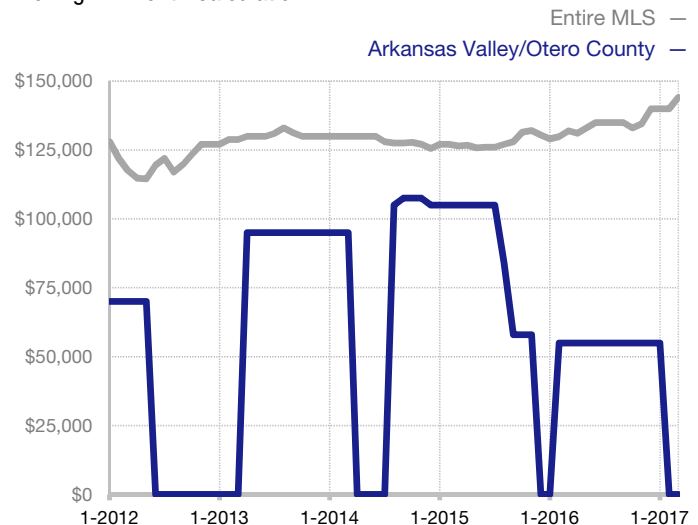
Townhouse-Condo	March			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 03-2016	Thru 03-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$55,000	\$0	- 100.0%
Average Sales Price*	\$0	\$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



Local Market Update for March 2017

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Fowler

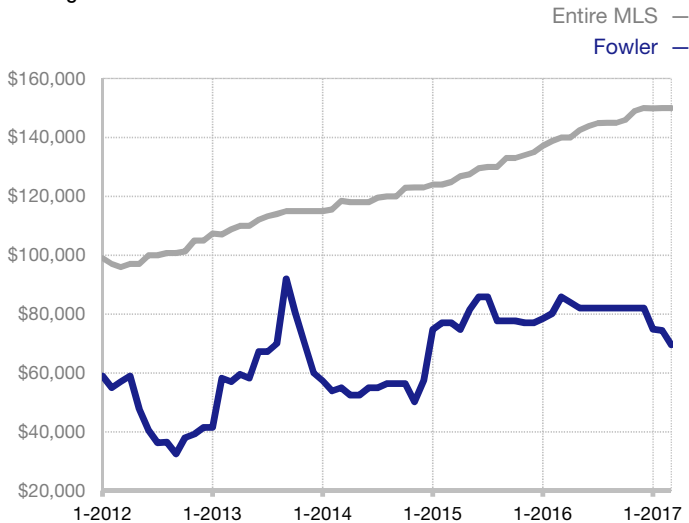
Single Family	March			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 03-2016	Thru 03-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	4	--	3	7	+ 133.3%
Sold Listings	2	2	0.0%	4	7	+ 75.0%
Median Sales Price*	\$116,524	\$91,500	- 21.5%	\$106,250	\$58,000	- 45.4%
Average Sales Price*	\$116,524	\$91,500	- 21.5%	\$110,512	\$69,943	- 36.7%
Percent of List Price Received*	98.8%	96.8%	- 2.0%	97.0%	93.0%	- 4.1%
Days on Market Until Sale	168	96	- 42.9%	156	88	- 43.6%
Inventory of Homes for Sale	8	7	- 12.5%	--	--	--
Months Supply of Inventory	4.6	3.5	- 23.9%	--	--	--

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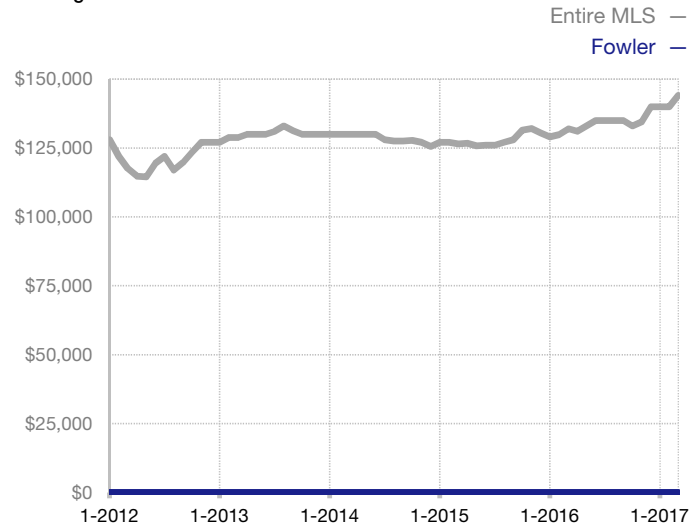
Townhouse-Condo	March			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 03-2016	Thru 03-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 March 2017

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Huerfano County

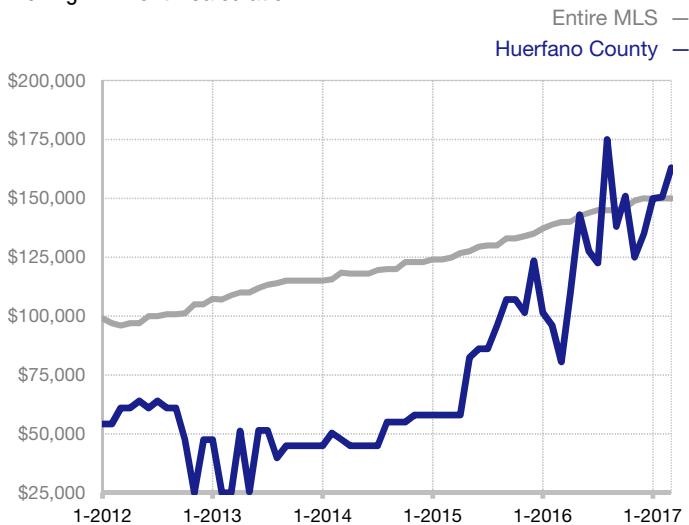
Single Family Key Metrics	March			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 03-2016	Thru 03-2017	Percent Change from Previous Year
New Listings	12	10	- 16.7%	19	25	+ 31.6%
Sold Listings	1	1	0.0%	3	5	+ 66.7%
Median Sales Price*	\$57,500	\$729,751	+ 1169.1%	\$55,000	\$250,000	+ 354.5%
Average Sales Price*	\$57,500	\$729,751	+ 1169.1%	\$44,000	\$319,150	+ 625.3%
Percent of List Price Received*	100.0%	86.0%	- 14.0%	96.5%	89.5%	- 7.3%
Days on Market Until Sale	207	309	+ 49.3%	205	187	- 8.8%
Inventory of Homes for Sale	37	43	+ 16.2%	--	--	--
Months Supply of Inventory	21.6	18.9	- 12.5%	--	--	--

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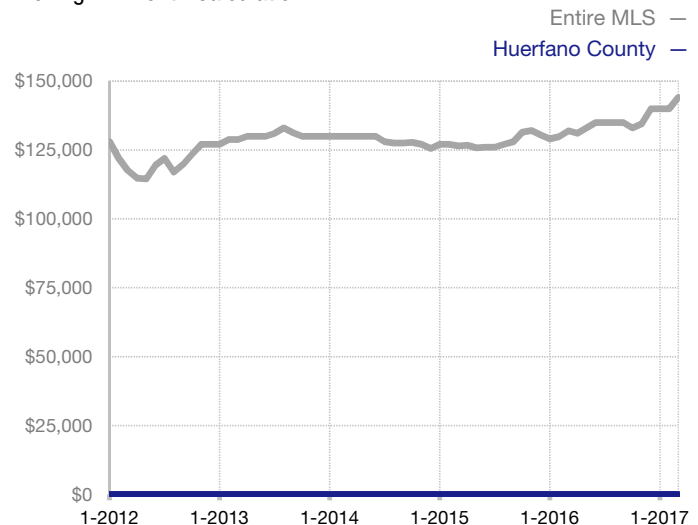
Townhouse-Condo Key Metrics	March			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 03-2016	Thru 03-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	1	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for March 2017

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La Junta

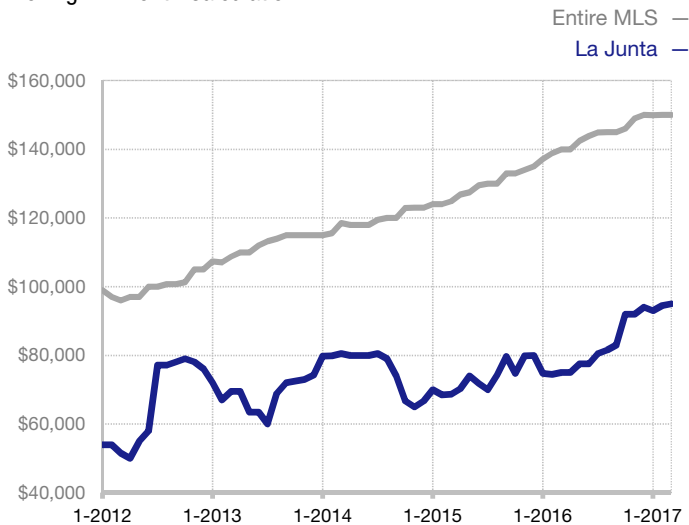
Single Family Key Metrics	March			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 03-2016	Thru 03-2017	Percent Change from Previous Year
New Listings	13	9	- 30.8%	26	22	- 15.4%
Sold Listings	6	11	+ 83.3%	16	20	+ 25.0%
Median Sales Price*	\$96,000	\$118,500	+ 23.4%	\$64,875	\$72,500	+ 11.8%
Average Sales Price*	\$95,650	\$99,027	+ 3.5%	\$68,520	\$83,010	+ 21.1%
Percent of List Price Received*	94.2%	94.7%	+ 0.5%	93.4%	92.7%	- 0.7%
Days on Market Until Sale	199	123	- 38.2%	189	162	- 14.3%
Inventory of Homes for Sale	37	23	- 37.8%	--	--	--
Months Supply of Inventory	4.8	3.0	- 37.5%	--	--	--

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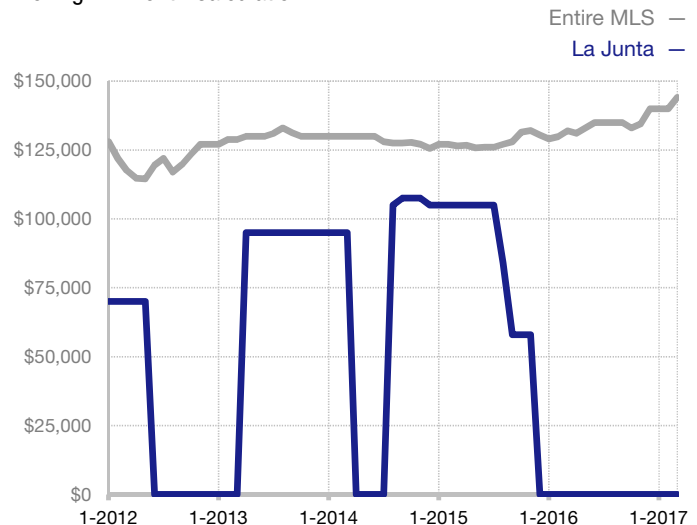
Townhouse-Condo Key Metrics	March			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 03-2016	Thru 03-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 March 2017

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Las Animas

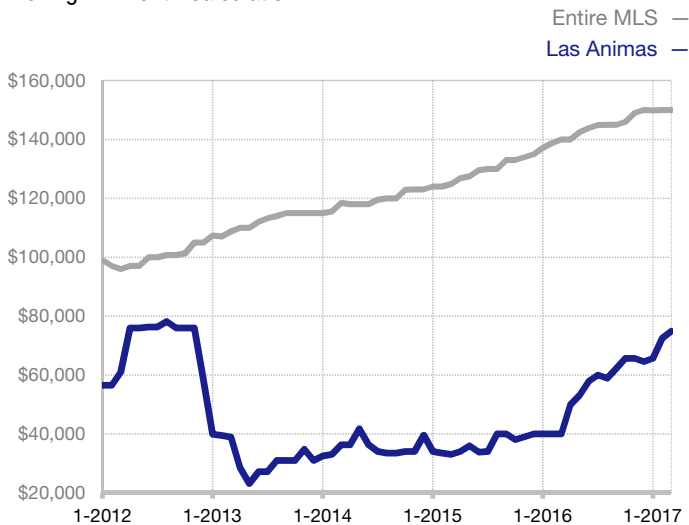
Single Family	March			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 03-2016	Thru 03-2017	Percent Change from Previous Year
Key Metrics						
New Listings	4	4	0.0%	11	9	- 18.2%
Sold Listings	0	3	--	4	8	+ 100.0%
Median Sales Price*	\$0	\$85,000	--	\$41,450	\$83,000	+ 100.2%
Average Sales Price*	\$0	\$98,500	--	\$43,100	\$96,550	+ 124.0%
Percent of List Price Received*	0.0%	96.2%	--	104.6%	94.9%	- 9.3%
Days on Market Until Sale	0	79	--	136	121	- 11.0%
Inventory of Homes for Sale	13	8	- 38.5%	--	--	--
Months Supply of Inventory	5.6	3.0	- 46.4%	--	--	--

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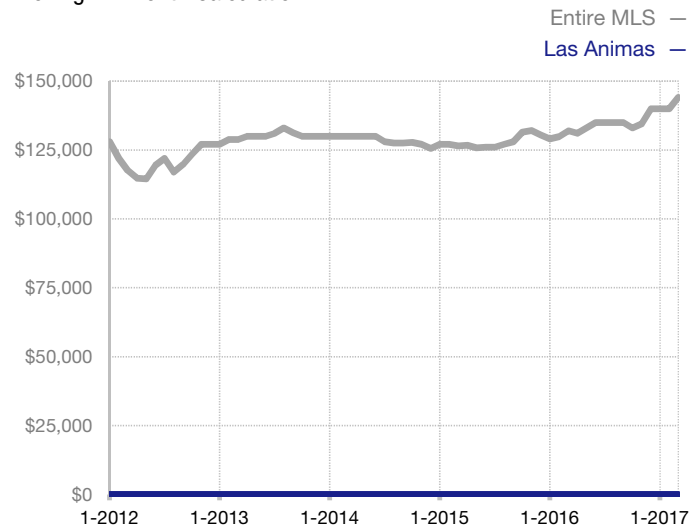
Townhouse-Condo	March			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 03-2016	Thru 03-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 March 2017

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Manzanola

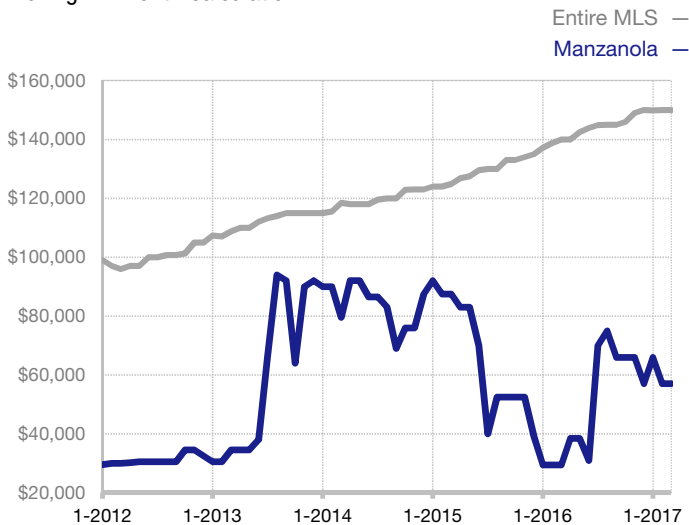
Single Family	March			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 03-2016	Thru 03-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	1	--	1	2	+ 100.0%
Sold Listings	0	0	--	1	1	0.0%
Median Sales Price*	\$0	\$0	--	\$75,000	\$76,900	+ 2.5%
Average Sales Price*	\$0	\$0	--	\$75,000	\$76,900	+ 2.5%
Percent of List Price Received*	0.0%	0.0%	--	93.8%	102.7%	+ 9.5%
Days on Market Until Sale	0	0	--	91	161	+ 76.9%
Inventory of Homes for Sale	2	4	+ 100.0%	--	--	--
Months Supply of Inventory	1.3	3.4	+ 161.5%	--	--	--

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

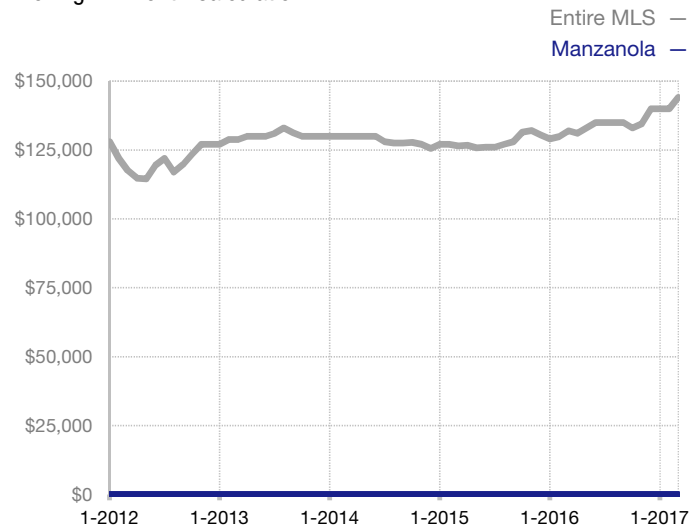
Townhouse-Condo	March			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 03-2016	Thru 03-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 March 2017

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Rocky Ford

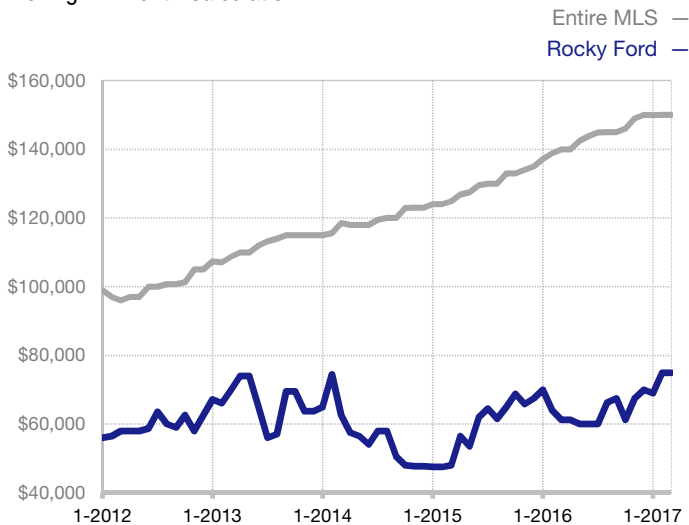
Single Family	March			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 03-2016	Thru 03-2017	Percent Change from Previous Year
Key Metrics						
New Listings	4	8	+ 100.0%	13	14	+ 7.7%
Sold Listings	5	2	- 60.0%	13	7	- 46.2%
Median Sales Price*	\$60,000	\$51,588	- 14.0%	\$49,500	\$68,000	+ 37.4%
Average Sales Price*	\$87,690	\$51,588	- 41.2%	\$90,854	\$92,882	+ 2.2%
Percent of List Price Received*	94.5%	103.9%	+ 9.9%	92.3%	99.2%	+ 7.5%
Days on Market Until Sale	128	305	+ 138.3%	199	186	- 6.5%
Inventory of Homes for Sale	28	15	- 46.4%	--	--	--
Months Supply of Inventory	6.5	3.3	- 49.2%	--	--	--

* 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	March			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 03-2016	Thru 03-2017	Percent Change from Previous Year
Key Metrics						
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

