

Monthly Indicators



October 2016

Percent changes calculated using year-over-year comparisons.

New Listings were down 7.9 percent for single family homes but increased 33.3 percent for townhouse-condo properties. Pending Sales increased 31.0 percent for single family homes but decreased 11.8 percent for townhouse-condo properties.

The Median Sales Price was up 9.5 percent to \$164,250 for single family homes but decreased 7.3 percent to \$139,111 for townhouse-condo properties. Days on Market decreased 11.5 percent for single family homes but increased 1.1 percent for condo properties.

Builder confidence is as high as it has been in more than a decade, yet the pace of economic growth has been slow enough to cause pause. A low number of first-time buyer purchases and a looming demographic shift also seem to be curbing the desire to start new single-family construction projects. As older Americans retire and downsize, single-family listings are expected to rise. The waiting is the hardest part.

Activity Snapshot

+ 10.4% **+ 6.7%** **- 16.1%**

One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties
--	---	--

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

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	10-2015	10-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		252	232	- 7.9%	2,688	2,797	+ 4.1%
Pending Sales		174	228	+ 31.0%	2,019	2,189	+ 8.4%
Sold Listings		186	200	+ 7.5%	1,912	2,021	+ 5.7%
Median Sales Price		\$149,950	\$164,250	+ 9.5%	\$143,900	\$155,000	+ 7.7%
Avg. Sales Price		\$165,604	\$160,891	- 2.8%	\$152,084	\$165,488	+ 8.8%
Pct. of List Price Received		96.6%	97.9%	+ 1.3%	97.4%	97.7%	+ 0.3%
Days on Market		96	85	- 11.5%	100	91	- 9.0%
Affordability Index		242	229	- 5.4%	253	243	- 4.0%
Active Listings		781	651	- 16.6%	--	--	--
Months Supply		4.2	3.3	- 21.4%	--	--	--

Townhouse-Condo Market Overview

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

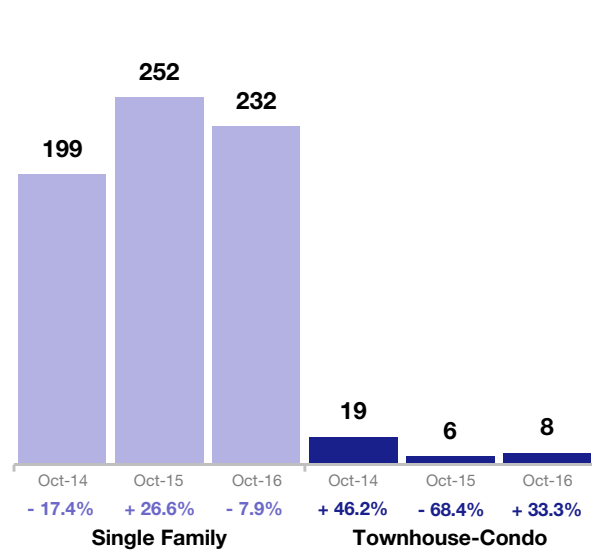


Key Metrics	Historical Sparkbars	10-2015	10-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		6	8	+ 33.3%	111	107	- 3.6%
Pending Sales		17	15	- 11.8%	93	96	+ 3.2%
Sold Listings		7	13	+ 85.7%	80	88	+ 10.0%
Median Sales Price		\$150,000	\$139,111	- 7.3%	\$132,000	\$137,625	+ 4.3%
Avg. Sales Price		\$159,029	\$140,348	- 11.7%	\$141,561	\$156,264	+ 10.4%
Pct. of List Price Received		96.9%	95.8%	- 1.1%	97.2%	96.4%	- 0.8%
Days on Market		89	90	+ 1.1%	118	95	- 19.5%
Affordability Index		242	270	+ 11.6%	275	273	- 0.7%
Active Listings		31	30	- 3.2%	--	--	--
Months Supply		4.0	3.2	- 20.0%	--	--	--

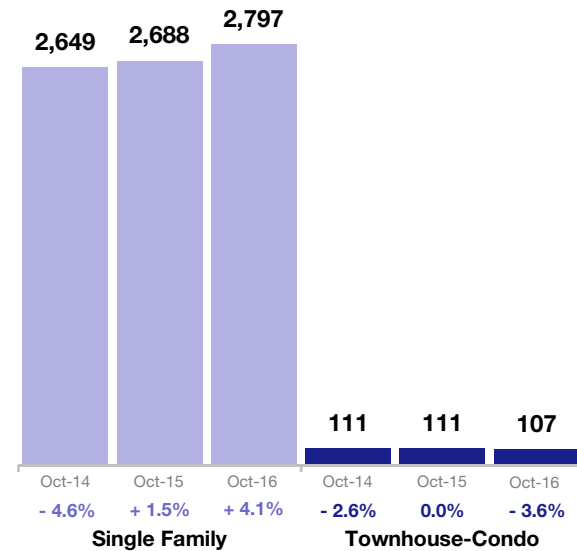
New Listings



October

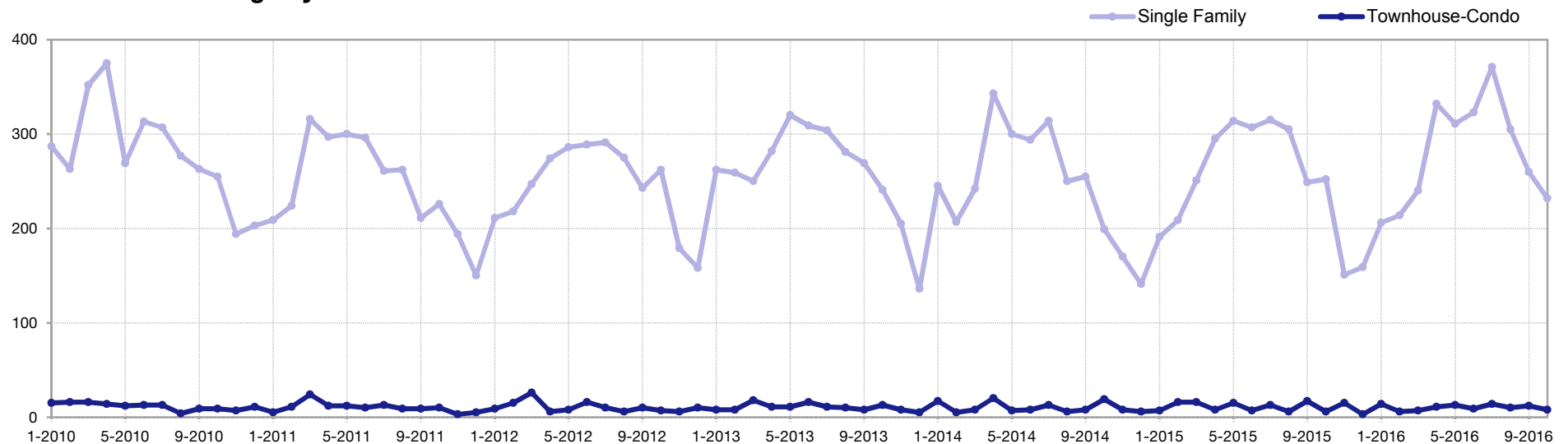


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2015	151	-11.2%	15	+87.5%
Dec-2015	159	+12.8%	3	-50.0%
Jan-2016	206	+7.9%	14	+100.0%
Feb-2016	214	+2.4%	6	-62.5%
Mar-2016	240	-4.4%	7	-56.3%
Apr-2016	332	+12.5%	11	+37.5%
May-2016	311	-1.0%	13	-13.3%
Jun-2016	323	+5.2%	9	+28.6%
Jul-2016	371	+17.8%	14	+7.7%
Aug-2016	305	0.0%	10	+66.7%
Sep-2016	260	+4.4%	12	-29.4%
Oct-2016	232	-7.9%	8	+33.3%

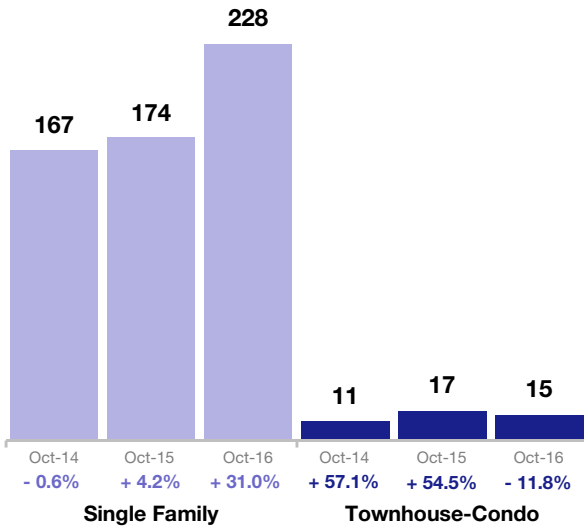
Historical New Listings by Month



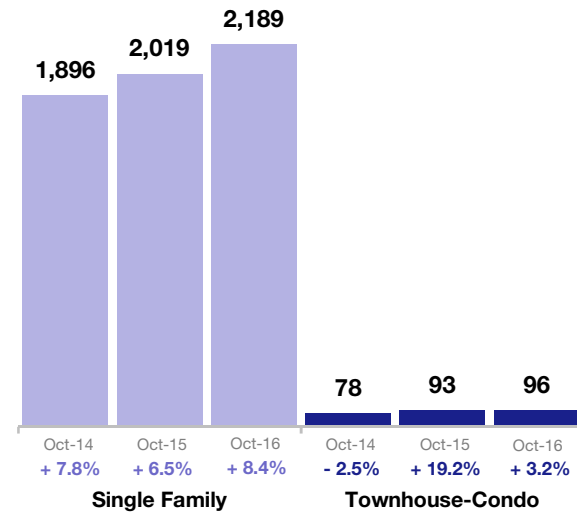
Pending Sales



October

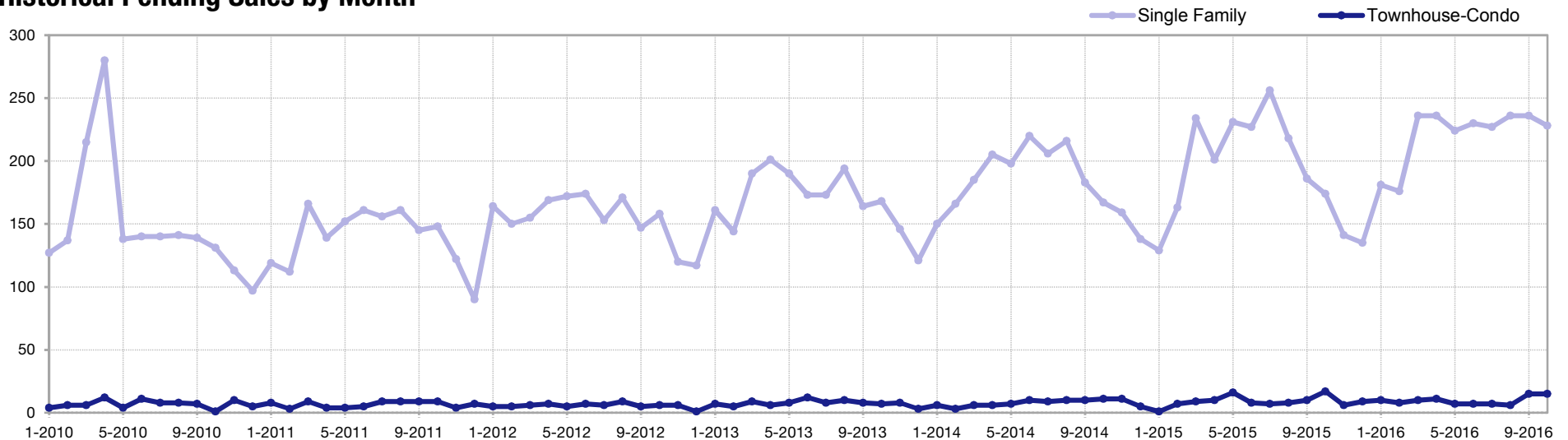


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2015	141	-11.3%	6	-45.5%
Dec-2015	135	-2.2%	9	+80.0%
Jan-2016	181	+40.3%	10	+900.0%
Feb-2016	176	+8.0%	8	+14.3%
Mar-2016	236	+0.9%	10	+11.1%
Apr-2016	236	+17.4%	11	+10.0%
May-2016	224	-3.0%	7	-56.3%
Jun-2016	230	+1.3%	7	-12.5%
Jul-2016	227	-11.3%	7	0.0%
Aug-2016	236	+8.3%	6	-25.0%
Sep-2016	236	+26.9%	15	+50.0%
Oct-2016	228	+31.0%	15	-11.8%

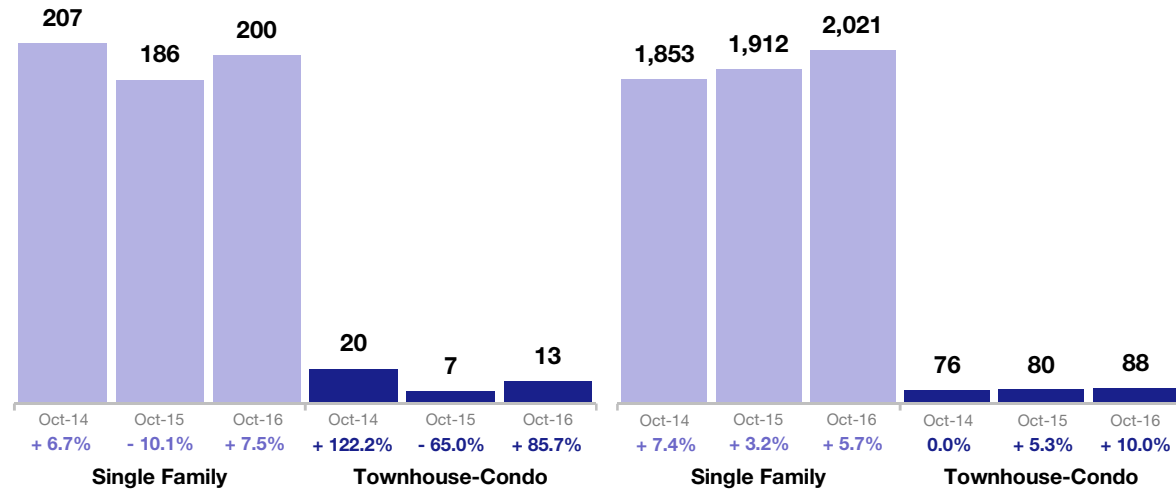
Historical Pending Sales by Month



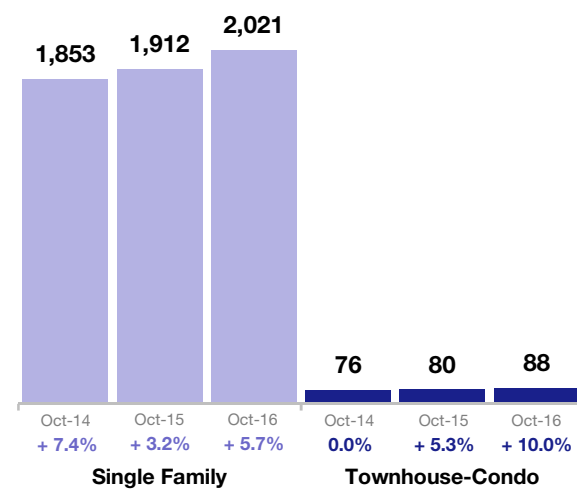
Sold Listings



October

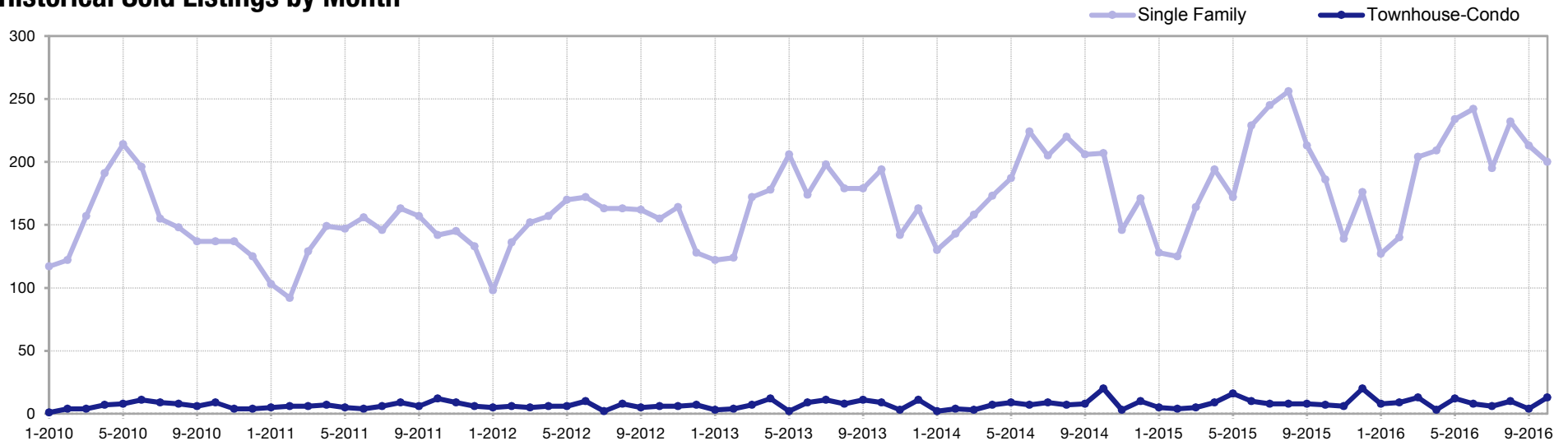


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2015	139	-4.8%	6	+100.0%
Dec-2015	176	+2.9%	20	+100.0%
Jan-2016	127	-0.8%	8	+60.0%
Feb-2016	140	+12.0%	9	+125.0%
Mar-2016	204	+24.4%	13	+160.0%
Apr-2016	209	+7.7%	3	-66.7%
May-2016	234	+36.0%	12	-25.0%
Jun-2016	242	+5.7%	8	-20.0%
Jul-2016	195	-20.4%	6	-25.0%
Aug-2016	232	-9.4%	10	+25.0%
Sep-2016	213	0.0%	4	-50.0%
Oct-2016	200	+7.5%	13	+85.7%

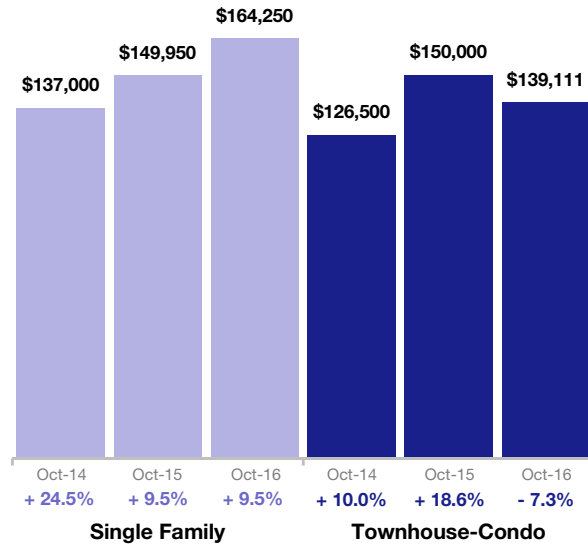
Historical Sold Listings by Month



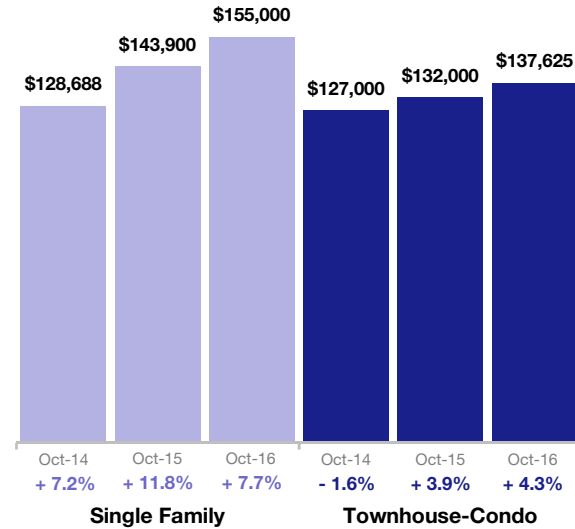
Median Sales Price



October

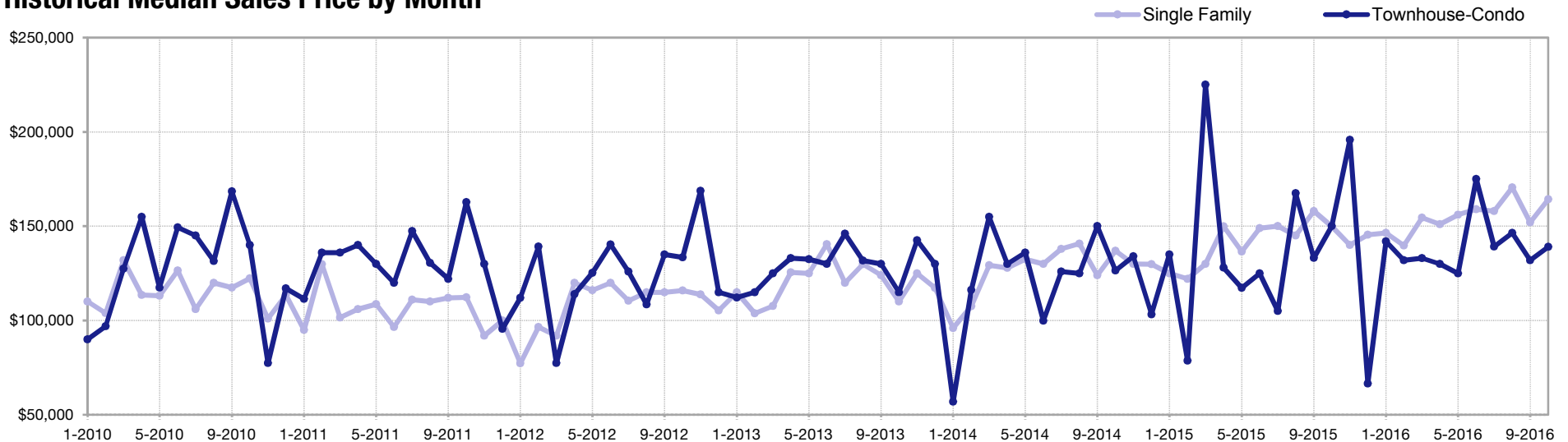


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2015	\$140,000	+7.7%	\$195,750	+46.1%
Dec-2015	\$145,500	+12.0%	\$66,500	-35.6%
Jan-2016	\$146,500	+17.2%	\$141,950	+5.1%
Feb-2016	\$139,750	+14.5%	\$131,900	+67.6%
Mar-2016	\$154,500	+18.8%	\$133,000	-40.9%
Apr-2016	\$151,000	+0.7%	\$130,000	+1.6%
May-2016	\$156,000	+14.3%	\$124,950	+6.6%
Jun-2016	\$159,000	+6.7%	\$175,000	+40.0%
Jul-2016	\$158,000	+5.3%	\$139,125	+32.5%
Aug-2016	\$170,500	+17.6%	\$146,450	-12.6%
Sep-2016	\$152,000	-3.8%	\$132,000	-0.9%
Oct-2016	\$164,250	+9.5%	\$139,111	-7.3%

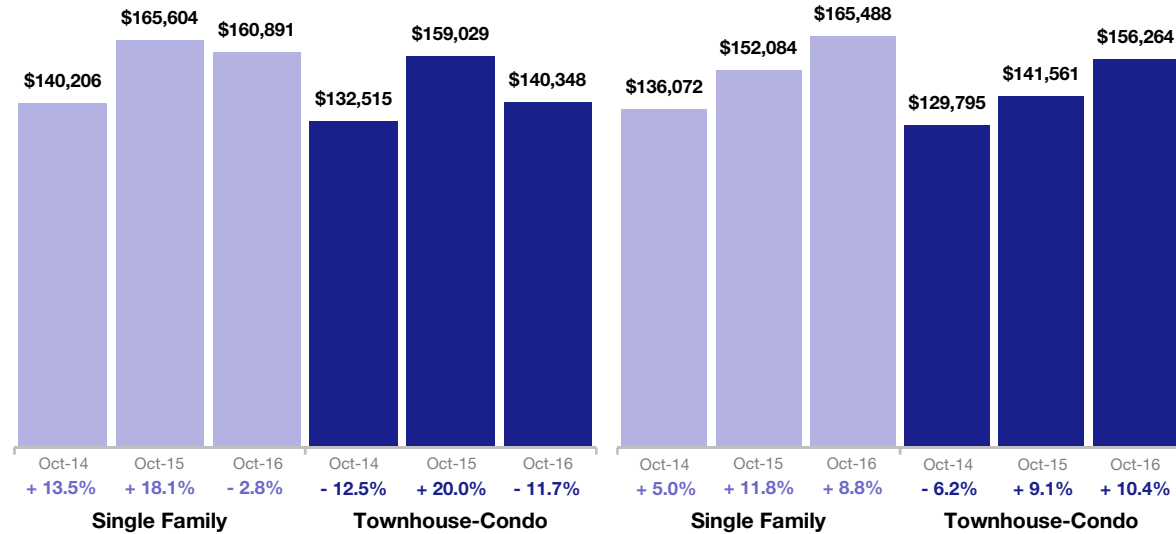
Historical Median Sales Price by Month



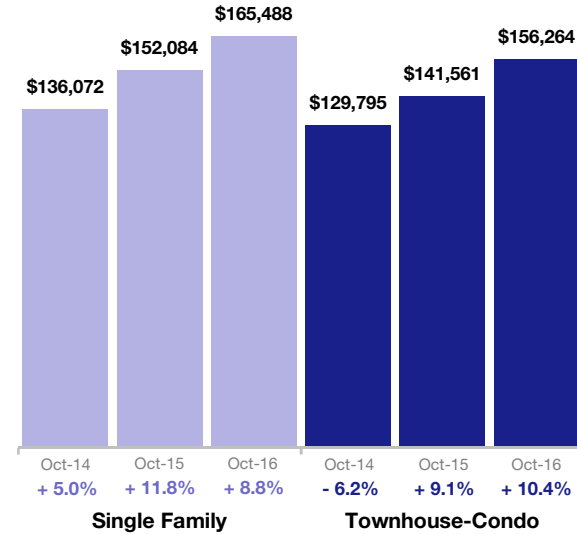
Average Sales Price



October

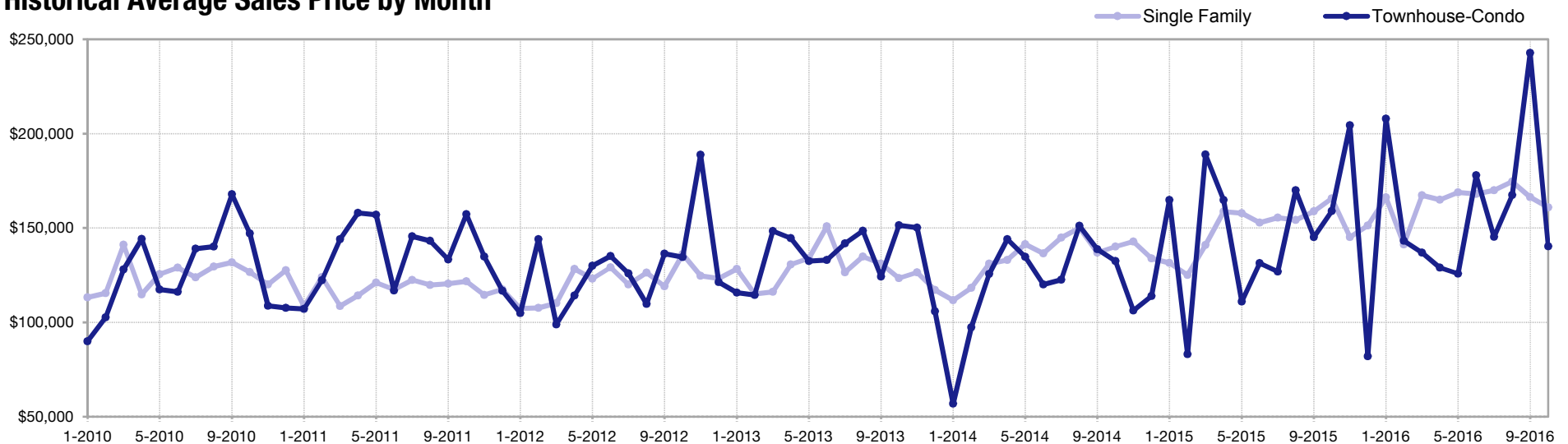


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2015	\$145,248	+1.7%	\$204,417	+92.2%
Dec-2015	\$151,322	+13.1%	\$82,021	-28.0%
Jan-2016	\$166,232	+26.4%	\$207,856	+26.0%
Feb-2016	\$141,297	+13.0%	\$143,267	+72.2%
Mar-2016	\$167,392	+18.7%	\$136,981	-27.5%
Apr-2016	\$165,024	+4.0%	\$129,033	-21.7%
May-2016	\$168,841	+7.0%	\$125,825	+13.3%
Jun-2016	\$167,992	+9.9%	\$177,988	+35.5%
Jul-2016	\$169,955	+9.3%	\$145,317	+14.5%
Aug-2016	\$174,569	+13.2%	\$167,490	-1.5%
Sep-2016	\$166,424	+4.7%	\$242,750	+67.3%
Oct-2016	\$160,891	-2.8%	\$140,348	-11.7%

Historical Average Sales Price by Month

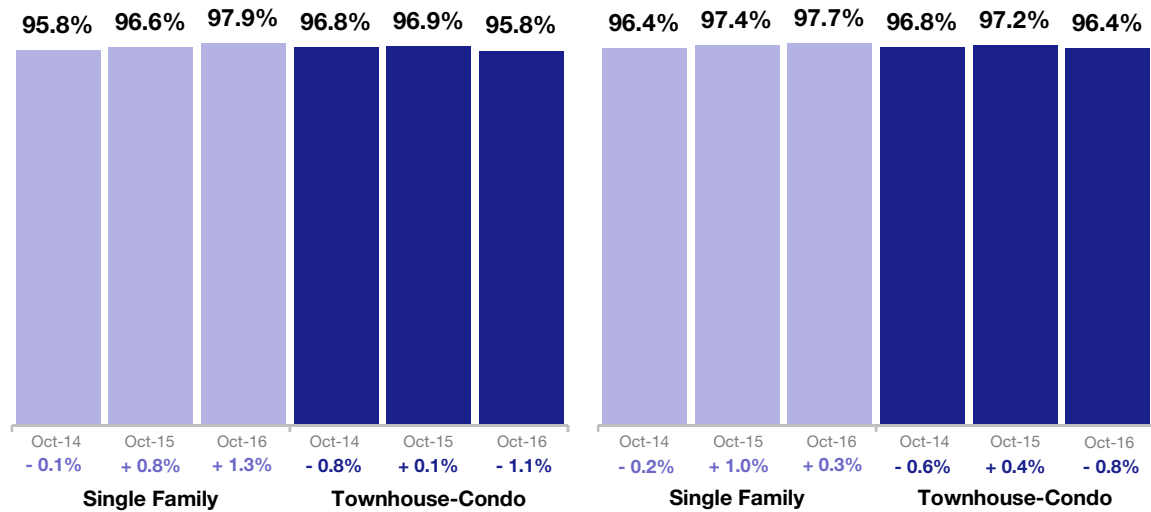


Percent of List Price Received



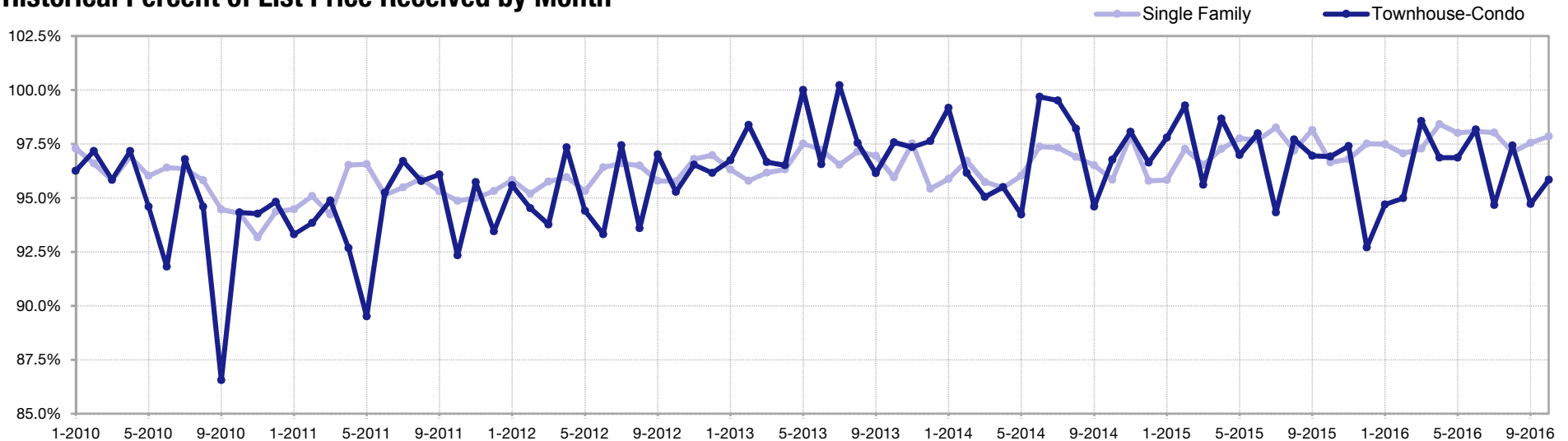
October

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2015	96.8%	-1.1%	97.4%	-0.7%
Dec-2015	97.5%	+1.8%	92.7%	-4.0%
Jan-2016	97.5%	+1.8%	94.7%	-3.2%
Feb-2016	97.1%	-0.2%	95.0%	-4.3%
Mar-2016	97.3%	+0.8%	98.6%	+3.1%
Apr-2016	98.4%	+1.1%	96.9%	-1.8%
May-2016	98.0%	+0.2%	96.9%	-0.1%
Jun-2016	98.1%	+0.4%	98.2%	+0.2%
Jul-2016	98.0%	-0.3%	94.7%	+0.4%
Aug-2016	97.1%	-0.1%	97.4%	-0.3%
Sep-2016	97.6%	-0.5%	94.7%	-2.3%
Oct-2016	97.9%	+1.3%	95.8%	-1.1%

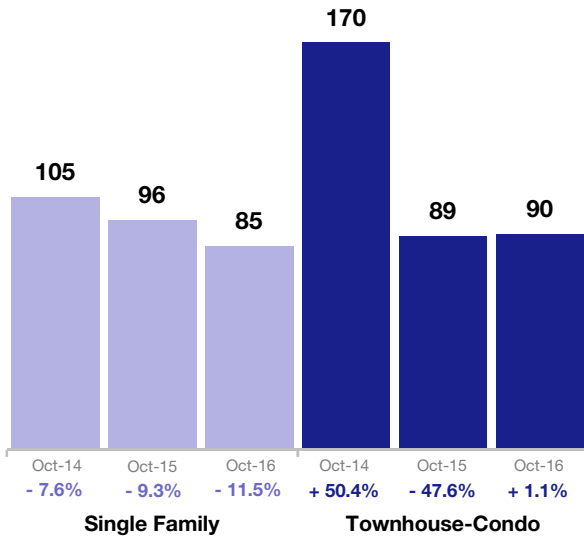
Historical Percent of List Price Received by Month



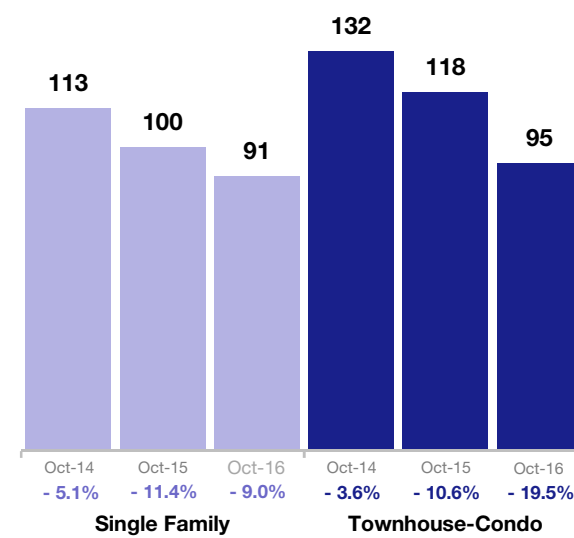
Days on Market Until Sale



October

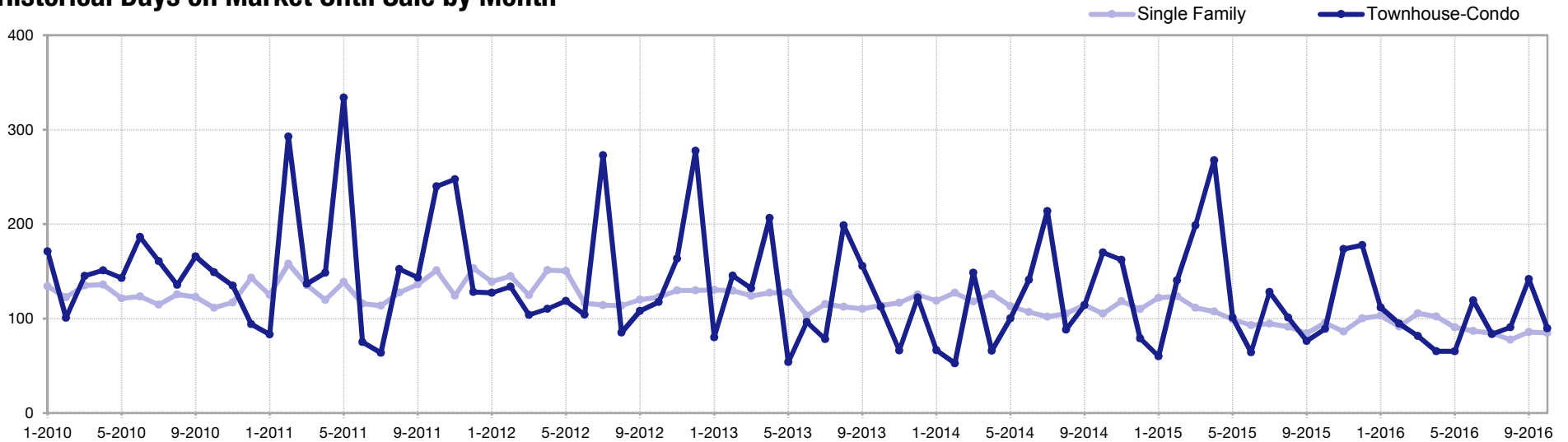


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2015	86	-27.1%	174	+7.4%
Dec-2015	100	-9.1%	178	+125.3%
Jan-2016	103	-15.6%	112	+86.7%
Feb-2016	92	-25.8%	95	-32.6%
Mar-2016	106	-5.4%	82	-58.8%
Apr-2016	102	-5.6%	66	-75.4%
May-2016	91	-8.1%	66	-34.7%
Jun-2016	87	-6.5%	119	+85.9%
Jul-2016	85	-10.5%	84	-34.4%
Aug-2016	78	-14.3%	91	-9.9%
Sep-2016	86	+2.4%	142	+86.8%
Oct-2016	85	-11.5%	90	+1.1%

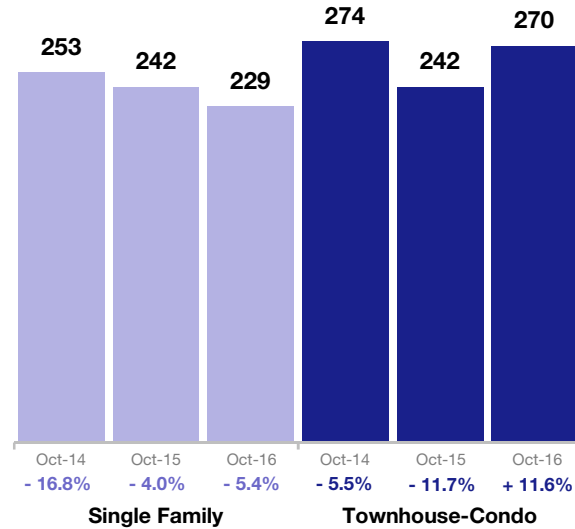
Historical Days on Market Until Sale by Month



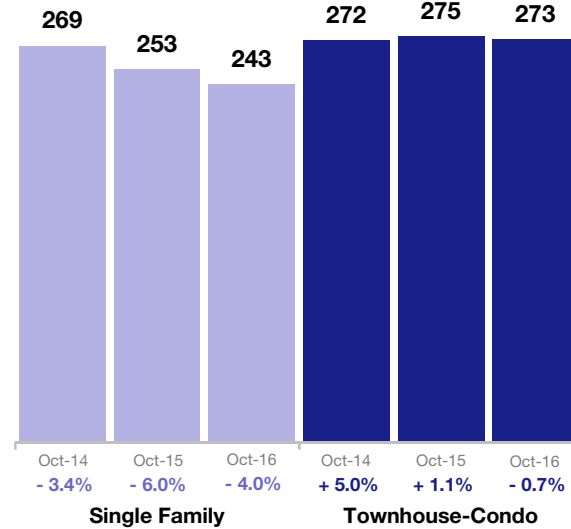
Housing Affordability Index



October

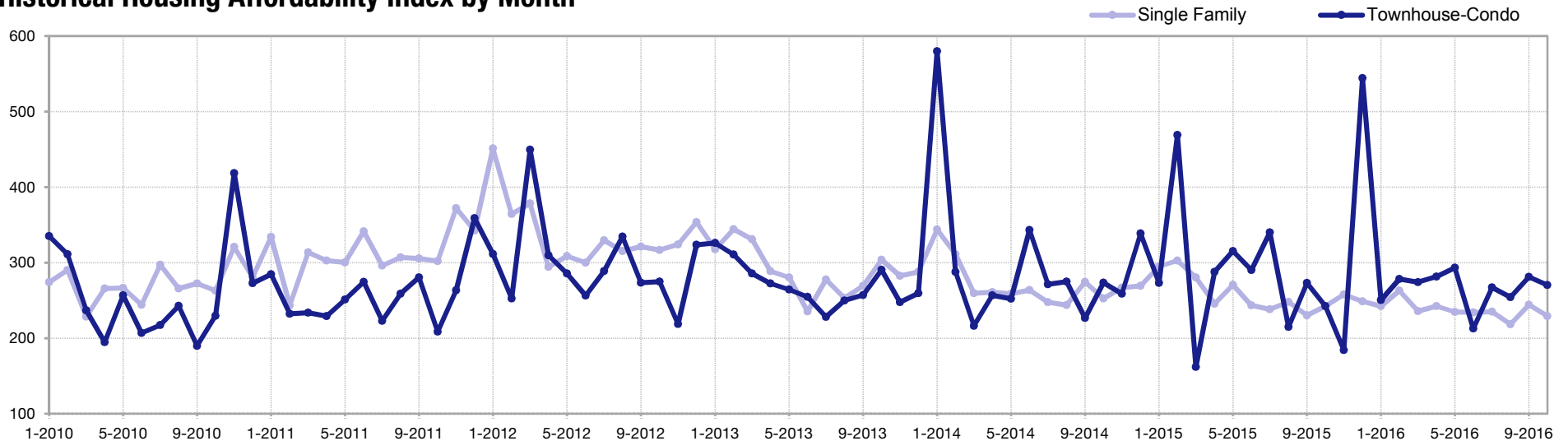


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2015	258	-3.4%	184	-29.0%
Dec-2015	249	-7.4%	544	+60.5%
Jan-2016	243	-17.6%	250	-8.4%
Feb-2016	263	-13.2%	279	-40.5%
Mar-2016	236	-15.7%	274	+69.1%
Apr-2016	242	-1.6%	282	-2.1%
May-2016	235	-13.3%	293	-7.0%
Jun-2016	234	-4.1%	213	-26.6%
Jul-2016	235	-1.3%	267	-21.5%
Aug-2016	218	-12.1%	254	+18.1%
Sep-2016	244	+6.1%	281	+2.9%
Oct-2016	229	-5.4%	270	+11.6%

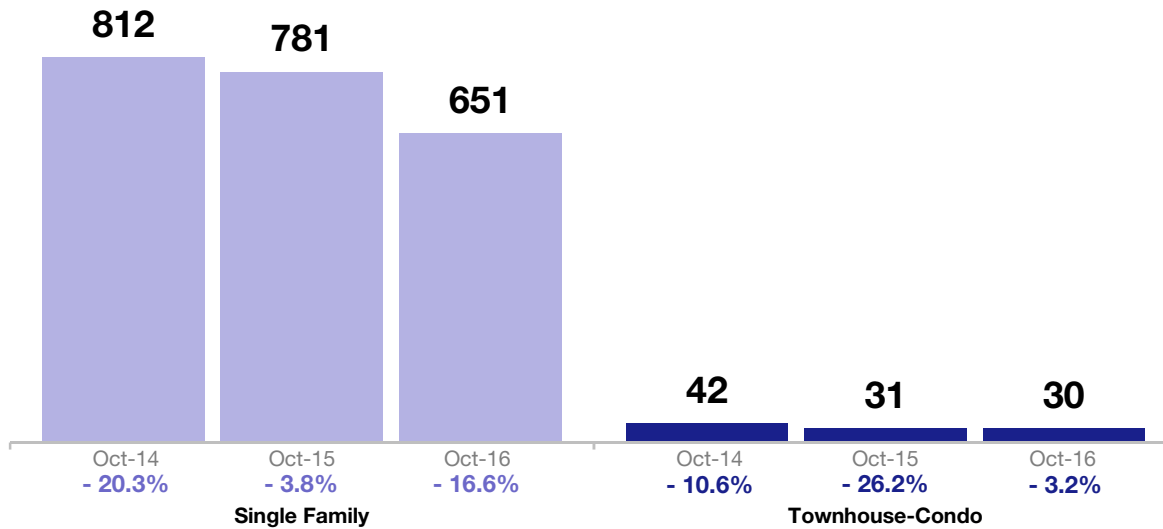
Historical Housing Affordability Index by Month



Inventory of Active Listings

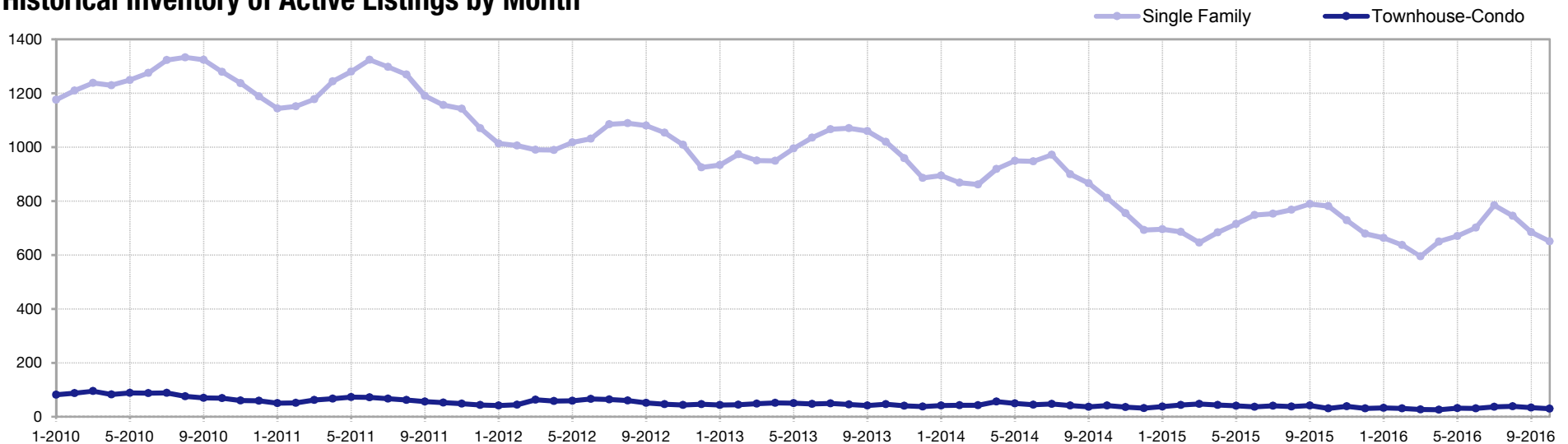


October



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2015	729	-3.4%	39	+8.3%
Dec-2015	679	-2.0%	31	-3.1%
Jan-2016	663	-4.7%	33	-13.2%
Feb-2016	637	-7.1%	31	-29.5%
Mar-2016	595	-7.9%	27	-43.8%
Apr-2016	650	-5.0%	26	-40.9%
May-2016	670	-6.3%	32	-22.0%
Jun-2016	701	-6.3%	31	-16.2%
Jul-2016	784	+4.1%	37	-9.8%
Aug-2016	745	-3.0%	39	+2.6%
Sep-2016	685	-13.2%	34	-19.0%
Oct-2016	651	-16.6%	30	-3.2%

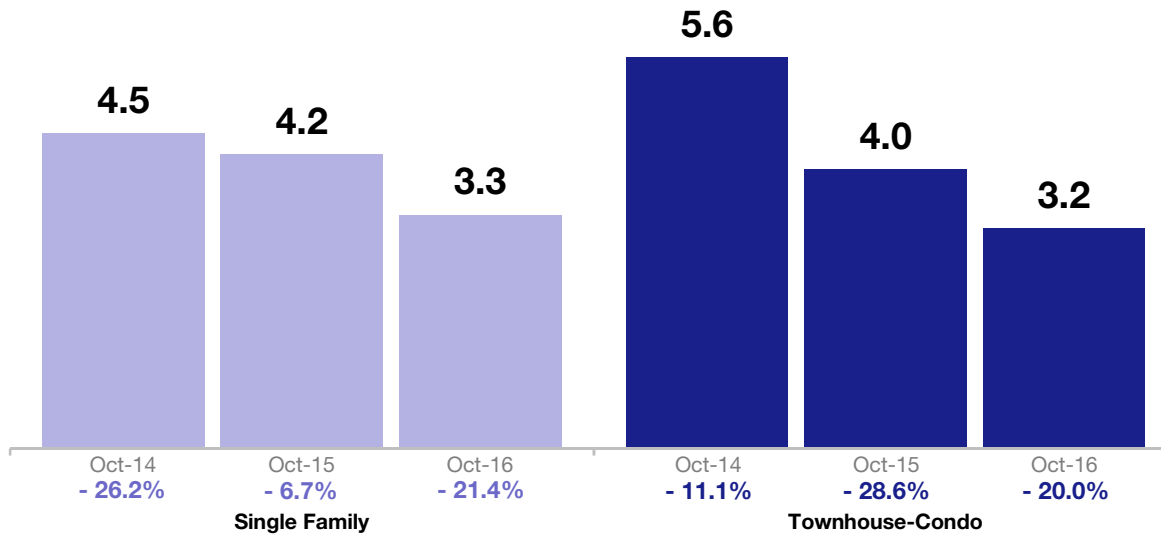
Historical Inventory of Active Listings by Month



Months Supply of Inventory

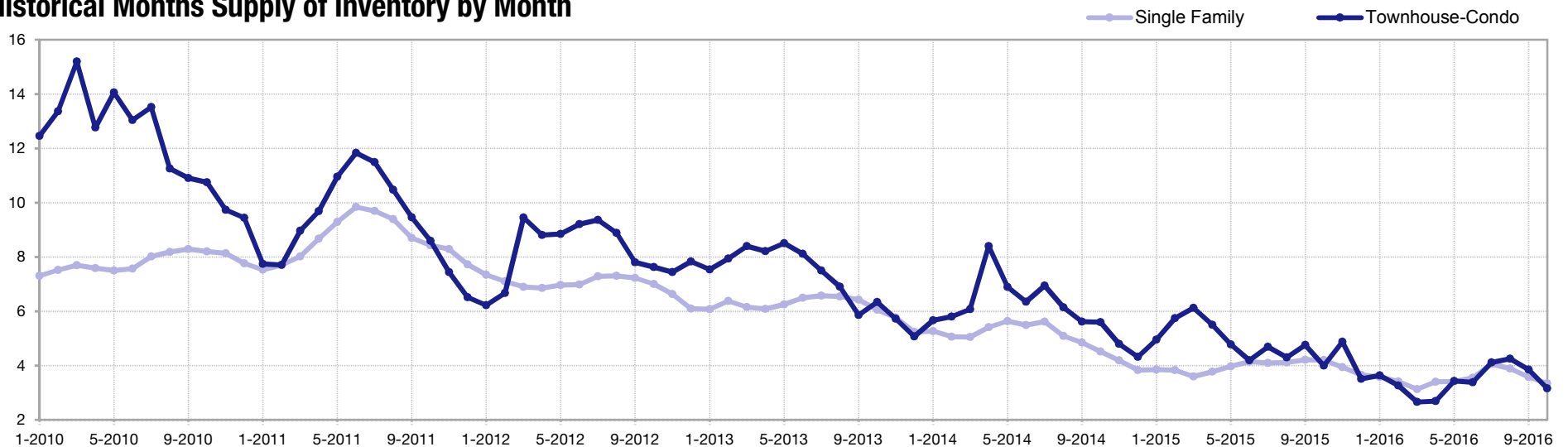


October



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2015	3.9	-7.1%	4.9	+2.1%
Dec-2015	3.7	-2.6%	3.5	-18.6%
Jan-2016	3.6	-7.7%	3.6	-28.0%
Feb-2016	3.4	-10.5%	3.3	-42.1%
Mar-2016	3.1	-13.9%	2.7	-55.7%
Apr-2016	3.4	-10.5%	2.7	-50.9%
May-2016	3.4	-15.0%	3.4	-29.2%
Jun-2016	3.5	-14.6%	3.4	-19.0%
Jul-2016	4.1	0.0%	4.1	-12.8%
Aug-2016	3.9	-4.9%	4.3	0.0%
Sep-2016	3.6	-14.3%	3.8	-20.8%
Oct-2016	3.3	-21.4%	3.2	-20.0%

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.



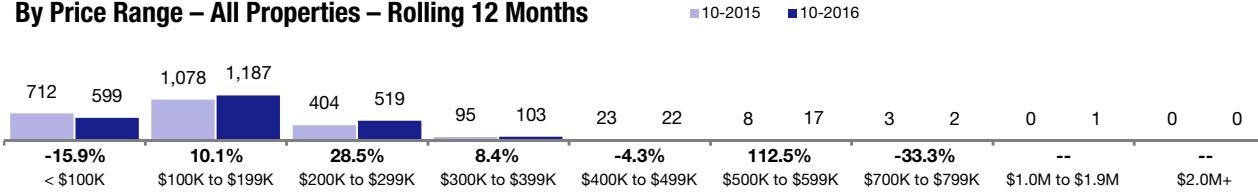
Key Metrics	Historical Sparkbars	10-2015	10-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		258	240	- 7.0%	2,799	2,904	+ 3.8%
Pending Sales		191	243	+ 27.2%	2,112	2,285	+ 8.2%
Sold Listings		193	213	+ 10.4%	1,992	2,109	+ 5.9%
Median Sales Price		\$150,000	\$160,000	+ 6.7%	\$141,400	\$154,700	+ 9.4%
Avg. Sales Price		\$165,365	\$159,637	- 3.5%	\$151,661	\$165,103	+ 8.9%
Pct. of List Price Received		96.7%	97.7%	+ 1.0%	97.4%	97.7%	+ 0.3%
Days on Market		95	85	- 10.5%	101	91	- 9.9%
Affordability Index		242	235	- 2.9%	257	243	- 5.4%
Active Listings		812	681	- 16.1%	--	--	--
Months Supply		4.2	3.3	- 21.4%	--	--	--

Sold Listings

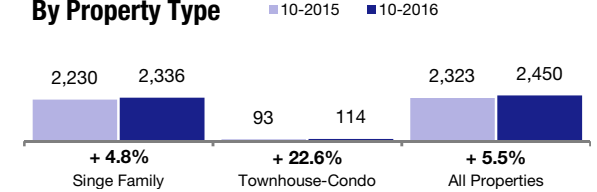
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	10-2015	10-2016	Change	10-2015	10-2016	Change
\$99,999 and Below	686	565	-17.6%	26	34	+30.8%
\$100,000 to \$199,999	1,023	1,126	+10.1%	55	61	+10.9%
\$200,000 to \$299,999	392	505	+28.8%	12	14	+16.7%
\$300,000 to \$399,999	95	101	+6.3%	0	2	--
\$400,000 to \$499,999	23	21	-8.7%	0	1	--
\$500,000 to \$699,999	8	15	+87.5%	0	2	--
\$700,000 to \$999,999	3	2	-33.3%	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,230	2,336	+4.8%	93	114	+22.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2016	10-2016	Change	9-2016	10-2016	Change
\$99,999 and Below	41	46	+12.2%	0	2	--
\$100,000 to \$199,999	112	100	-10.7%	3	10	+233.3%
\$200,000 to \$299,999	52	47	-9.6%	0	1	--
\$300,000 to \$399,999	5	5	0.0%	0	0	--
\$400,000 to \$499,999	1	2	+100.0%	0	0	--
\$500,000 to \$699,999	1	0	-100.0%	1	0	-100.0%
\$700,000 to \$999,999	1	0	-100.0%	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	213	200	-6.1%	4	13	+225.0%

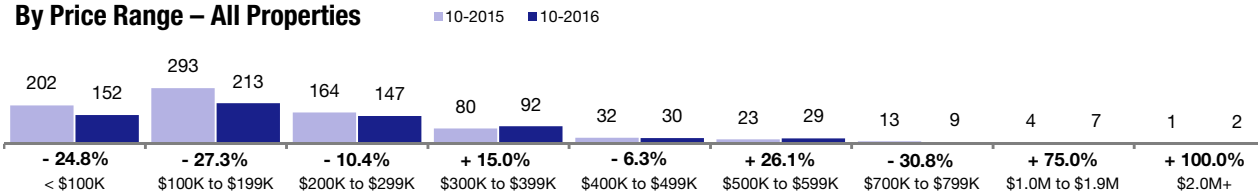
Year to Date

By Price Range	Single Family			Condo		
	10-2015	10-2016	Change	10-2015	10-2016	Change
\$99,999 and Below	576	469	-18.6%	20	20	0.0%
\$100,000 to \$199,999	881	975	+10.7%	49	52	+6.1%
\$200,000 to \$299,999	335	452	+34.9%	11	13	+18.2%
\$300,000 to \$399,999	89	87	-2.2%	0	0	--
\$400,000 to \$499,999	22	20	-9.1%	0	1	--
\$500,000 to \$699,999	8	15	+87.5%	0	2	--
\$700,000 to \$999,999	2	2	0.0%	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	1,912	2,021	+5.7%	80	88	+10.0%

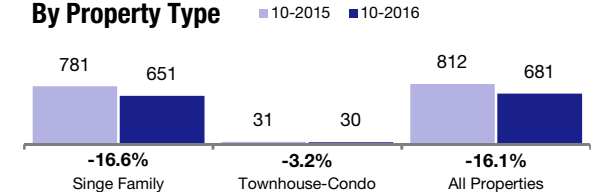
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Condo		
	10-2015	10-2016	Change	10-2015	10-2016	Change
\$99,999 and Below	195	148	-24.1%	7	4	-42.9%
\$100,000 to \$199,999	277	198	-28.5%	16	15	-6.3%
\$200,000 to \$299,999	160	139	-13.1%	4	8	+100.0%
\$300,000 to \$399,999	77	89	+15.6%	3	3	0.0%
\$400,000 to \$499,999	32	30	-6.3%	0	0	--
\$500,000 to \$699,999	22	29	+31.8%	1	0	-100.0%
\$700,000 to \$999,999	13	9	-30.8%	0	0	--
\$1,000,000 to \$1,999,999	4	7	+75.0%	0	0	--
\$2,000,000 and Above	1	2	+100.0%	0	0	--
All Price Ranges	781	651	-16.6%	31	30	-3.2%

Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2016	10-2016	Change	9-2016	10-2016	Change
\$99,999 and Below	144	148	+2.8%	5	4	-20.0%
\$100,000 to \$199,999	209	198	-5.3%	17	15	-11.8%
\$200,000 to \$299,999	154	139	-9.7%	9	8	-11.1%
\$300,000 to \$399,999	94	89	-5.3%	3	3	0.0%
\$400,000 to \$499,999	38	30	-21.1%	0	0	--
\$500,000 to \$699,999	27	29	+7.4%	0	0	--
\$700,000 to \$999,999	11	9	-18.2%	0	0	--
\$1,000,000 to \$1,999,999	7	7	0.0%	0	0	--
\$2,000,000 and Above	1	2	+100.0%	0	0	--
All Price Ranges	685	651	-5.0%	34	30	-11.8%

Year to Date

By Price Range	Single Family			Condo		
	10-2015	10-2016	Change	10-2015	10-2016	Change
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 2016

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

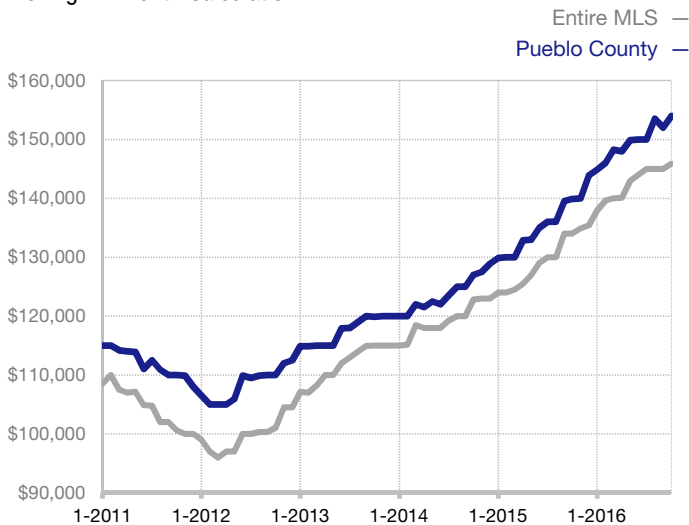
Single Family Key Metrics	October			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 10-2015	Thru 10-2016	Percent Change from Previous Year
New Listings	251	232	- 7.6%	2,698	2,790	+ 3.4%
Sold Listings	187	199	+ 6.4%	1,923	2,026	+ 5.4%
Median Sales Price*	\$149,900	\$161,740	+ 7.9%	\$143,500	\$155,000	+ 8.0%
Average Sales Price*	\$165,199	\$159,439	- 3.5%	\$152,163	\$165,648	+ 8.9%
Percent of List Price Received*	96.7%	97.8%	+ 1.1%	97.4%	97.7%	+ 0.3%
Days on Market Until Sale	95	88	- 7.4%	100	91	- 9.0%
Inventory of Homes for Sale	788	651	- 17.4%	--	--	--
Months Supply of Inventory	4.2	3.3	- 21.4%	--	--	--

* 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 Key Metrics	October			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 10-2015	Thru 10-2016	Percent Change from Previous Year
New Listings	6	7	+ 16.7%	111	106	- 4.5%
Sold Listings	7	13	+ 85.7%	80	88	+ 10.0%
Median Sales Price*	\$150,000	\$139,111	- 7.3%	\$132,000	\$137,625	+ 4.3%
Average Sales Price*	\$159,029	\$140,348	- 11.7%	\$141,561	\$156,264	+ 10.4%
Percent of List Price Received*	96.9%	95.8%	- 1.1%	97.2%	96.4%	- 0.8%
Days on Market Until Sale	89	90	+ 1.1%	118	95	- 19.5%
Inventory of Homes for Sale	31	29	- 6.5%	--	--	--
Months Supply of Inventory	4.0	3.1	- 22.5%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for October 2016

A Research Tool Provided by the Colorado Association of REALTORS®



Arkansas Valley/Otero County

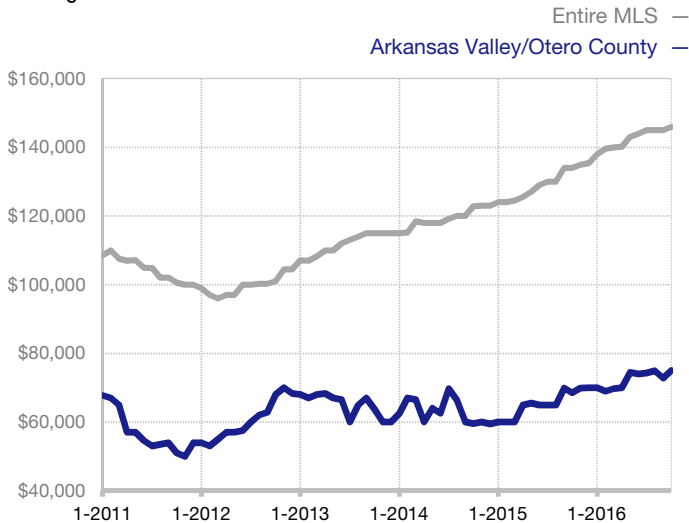
Single Family Key Metrics	October			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 10-2015	Thru 10-2016	Percent Change from Previous Year
New Listings	43	17	- 60.5%	360	338	- 6.1%
Sold Listings	32	27	- 15.6%	255	268	+ 5.1%
Median Sales Price*	\$56,500	\$88,000	+ 55.8%	\$70,000	\$77,250	+ 10.4%
Average Sales Price*	\$73,338	\$93,602	+ 27.6%	\$82,258	\$82,968	+ 0.9%
Percent of List Price Received*	93.0%	95.0%	+ 2.2%	93.0%	94.6%	+ 1.7%
Days on Market Until Sale	155	118	- 23.9%	187	160	- 14.4%
Inventory of Homes for Sale	192	116	- 39.6%	--	--	--
Months Supply of Inventory	7.6	4.4	- 42.1%	--	--	--

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

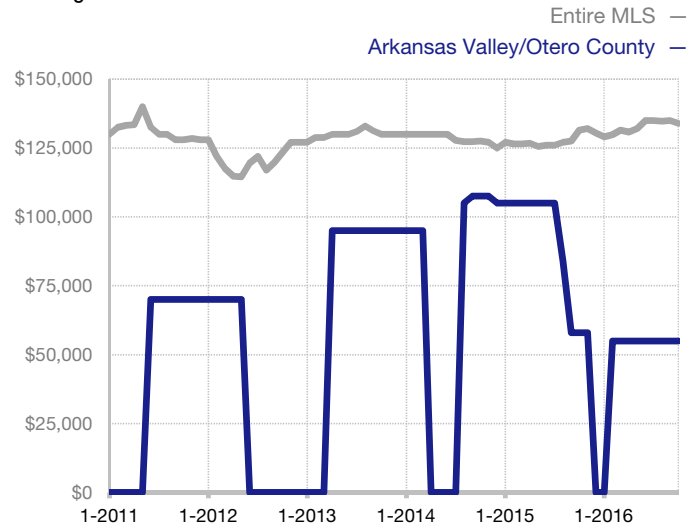
Townhouse-Condo Key Metrics	October			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 10-2015	Thru 10-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$55,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$55,000	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	91.8%	--
Days on Market Until Sale	0	0	--	0	656	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	1.0	0.0	- 100.0%	--	--	--

* 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 2016

A Research Tool Provided by the Colorado Association of REALTORS®



Fowler

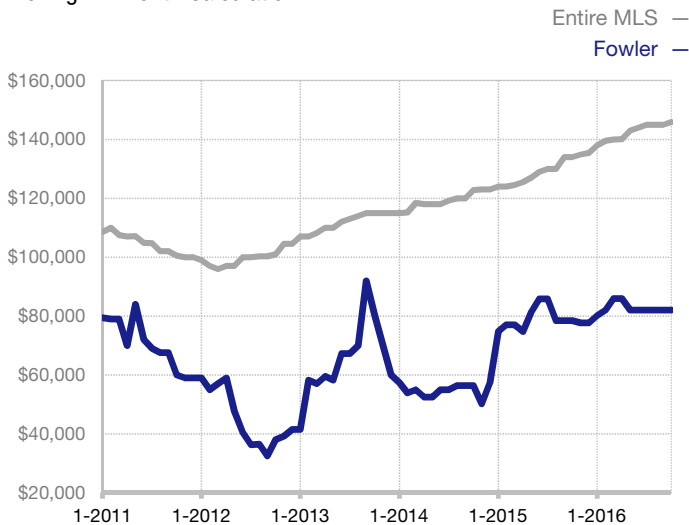
Single Family	October			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 10-2015	Thru 10-2016	Percent Change from Previous Year
Key Metrics						
New Listings	2	5	+ 150.0%	29	23	- 20.7%
Sold Listings	3	2	- 33.3%	15	19	+ 26.7%
Median Sales Price*	\$30,000	\$136,500	+ 355.0%	\$78,500	\$82,000	+ 4.5%
Average Sales Price*	\$44,500	\$136,500	+ 206.7%	\$71,146	\$88,013	+ 23.7%
Percent of List Price Received*	90.3%	80.7%	- 10.6%	93.1%	94.8%	+ 1.8%
Days on Market Until Sale	100	112	+ 12.0%	220	167	- 24.1%
Inventory of Homes for Sale	20	11	- 45.0%	--	--	--
Months Supply of Inventory	12.9	6.0	- 53.5%	--	--	--

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

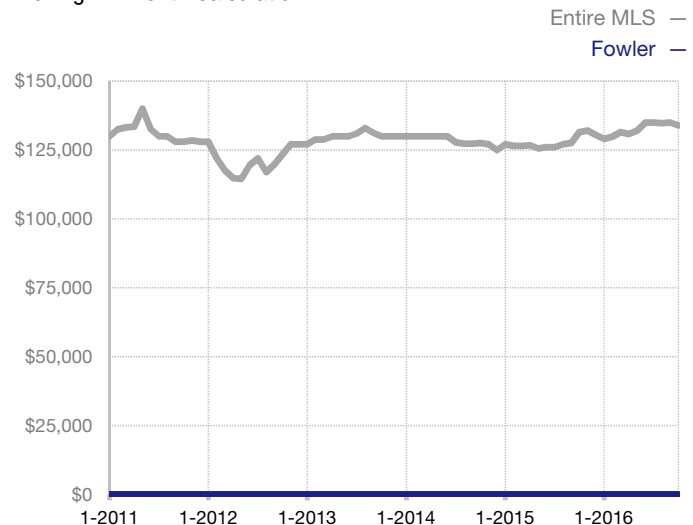
Townhouse-Condo	October			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 10-2015	Thru 10-2016	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 2016

A Research Tool Provided by the Colorado Association of REALTORS®



Huerfano County

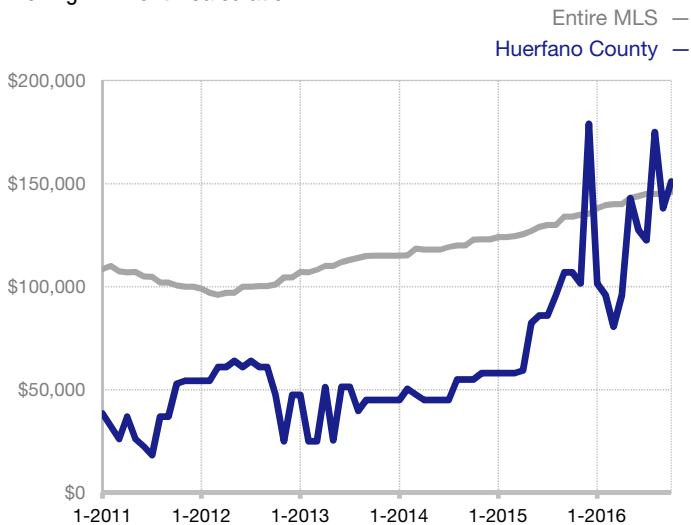
Single Family Key Metrics	October			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 10-2015	Thru 10-2016	Percent Change from Previous Year
New Listings	3	4	+ 33.3%	25	71	+ 184.0%
Sold Listings	0	1	--	6	16	+ 166.7%
Median Sales Price*	\$0	\$265,000	--	\$143,000	\$138,000	- 3.5%
Average Sales Price*	\$0	\$265,000	--	\$155,417	\$164,844	+ 6.1%
Percent of List Price Received*	0.0%	96.4%	--	95.7%	92.5%	- 3.3%
Days on Market Until Sale	0	91	--	134	158	+ 17.9%
Inventory of Homes for Sale	24	53	+ 120.8%	--	--	--
Months Supply of Inventory	18.7	27.9	+ 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.

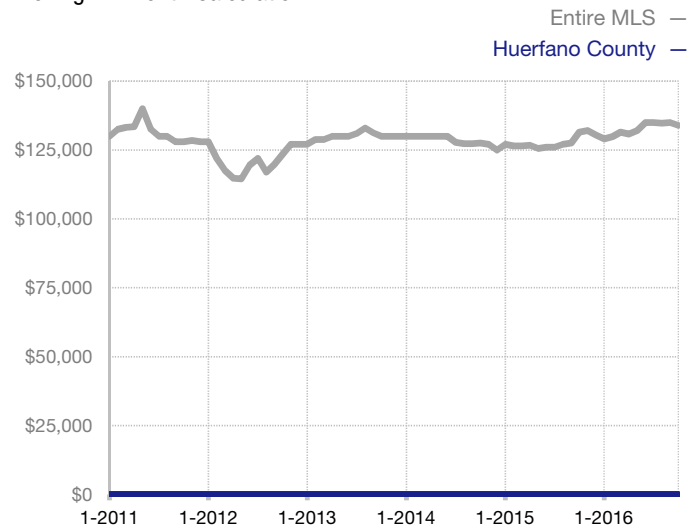
Townhouse-Condo Key Metrics	October			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 10-2015	Thru 10-2016	Percent Change from Previous Year
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

* 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 2016

A Research Tool Provided by the Colorado Association of REALTORS®



La Junta

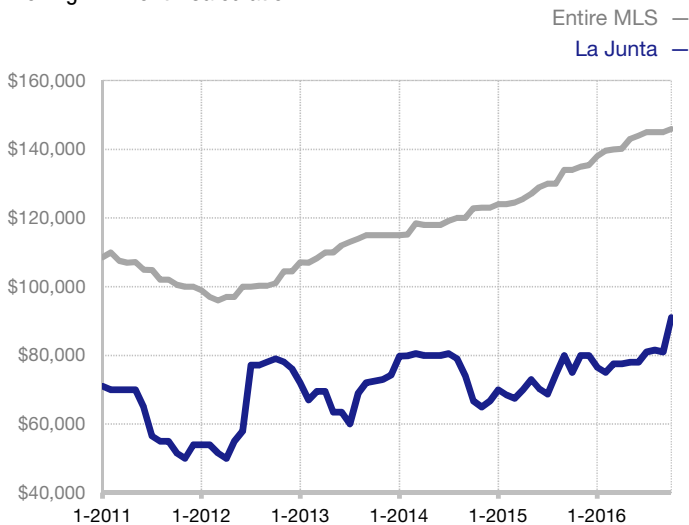
Single Family Key Metrics	October			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 10-2015	Thru 10-2016	Percent Change from Previous Year
New Listings	13	2	- 84.6%	105	96	- 8.6%
Sold Listings	12	10	- 16.7%	82	77	- 6.1%
Median Sales Price*	\$41,750	\$104,500	+ 150.3%	\$80,000	\$92,000	+ 15.0%
Average Sales Price*	\$61,067	\$97,350	+ 59.4%	\$89,610	\$90,302	+ 0.8%
Percent of List Price Received*	95.3%	95.4%	+ 0.1%	94.0%	95.6%	+ 1.7%
Days on Market Until Sale	161	115	- 28.6%	155	134	- 13.5%
Inventory of Homes for Sale	47	30	- 36.2%	--	--	--
Months Supply of Inventory	5.7	3.9	- 31.6%	--	--	--

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

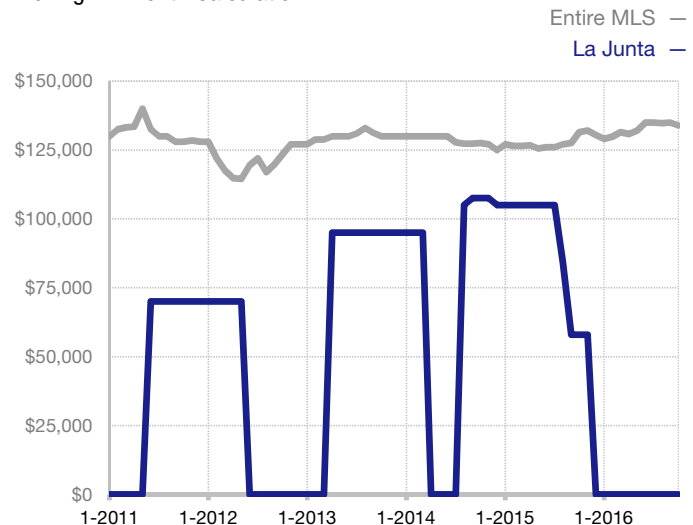
Townhouse-Condo Key Metrics	October			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 10-2015	Thru 10-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 2016

A Research Tool Provided by the Colorado Association of REALTORS®



Las Animas

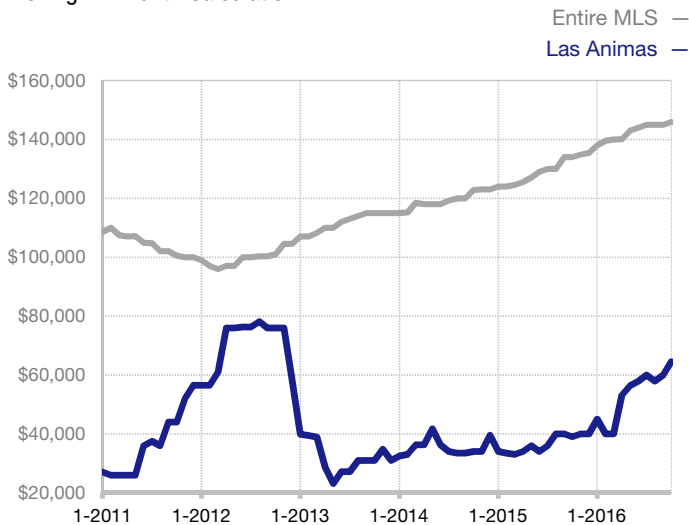
Single Family	October			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 10-2015	Thru 10-2016	Percent Change from Previous Year
Key Metrics						
New Listings	2	0	- 100.0%	17	27	+ 58.8%
Sold Listings	2	1	- 50.0%	13	21	+ 61.5%
Median Sales Price*	\$36,500	\$84,500	+ 131.5%	\$39,000	\$64,500	+ 65.4%
Average Sales Price*	\$36,500	\$84,500	+ 131.5%	\$42,956	\$72,372	+ 68.5%
Percent of List Price Received*	91.5%	100.0%	+ 9.3%	94.3%	99.6%	+ 5.6%
Days on Market Until Sale	143	34	- 76.2%	179	117	- 34.6%
Inventory of Homes for Sale	8	4	- 50.0%	--	--	--
Months Supply of Inventory	3.4	1.6	- 52.9%	--	--	--

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

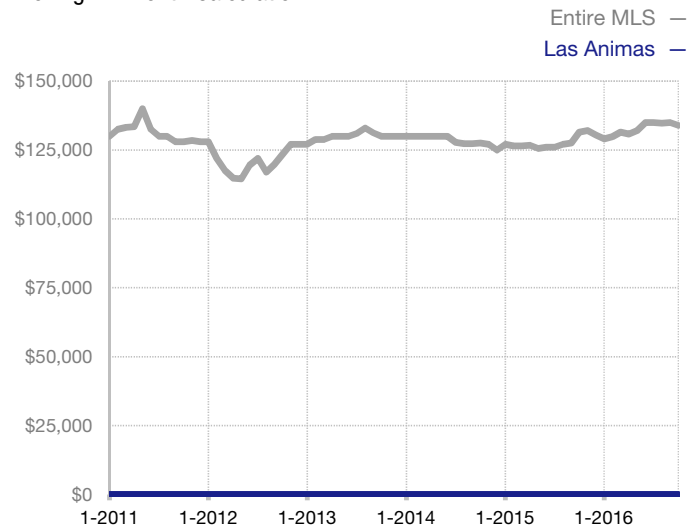
Townhouse-Condo	October			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 10-2015	Thru 10-2016	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 2016

A Research Tool Provided by the Colorado Association of REALTORS®



Manzanola

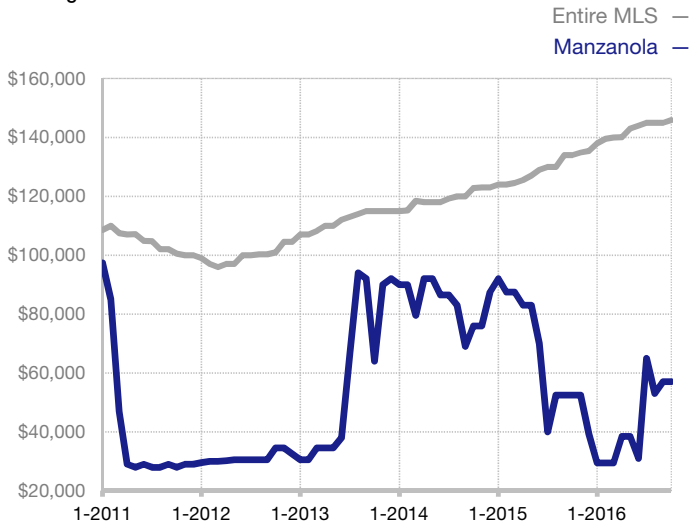
Single Family Key Metrics	October			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 10-2015	Thru 10-2016	Percent Change from Previous Year
New Listings	0	2	--	6	9	+ 50.0%
Sold Listings	0	0	--	10	5	- 50.0%
Median Sales Price*	\$0	\$0	--	\$39,250	\$57,000	+ 45.2%
Average Sales Price*	\$0	\$0	--	\$67,230	\$61,600	- 8.4%
Percent of List Price Received*	0.0%	0.0%	--	91.5%	86.0%	- 6.0%
Days on Market Until Sale	0	0	--	324	164	- 49.4%
Inventory of Homes for Sale	1	4	+ 300.0%	--	--	--
Months Supply of Inventory	0.6	3.2	+ 433.3%	--	--	--

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

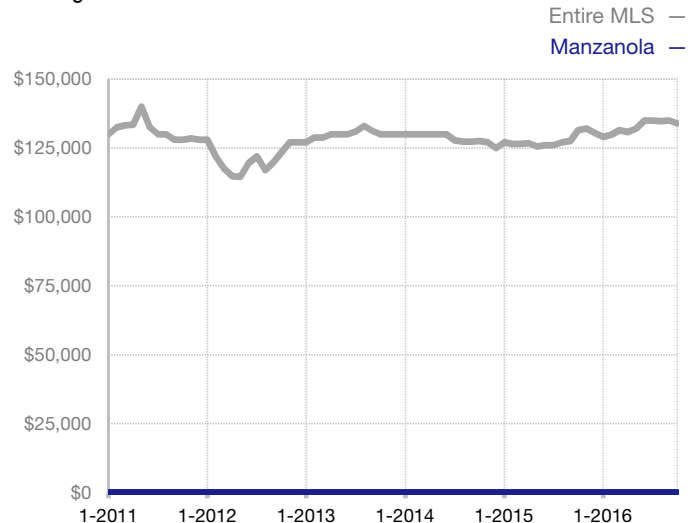
Townhouse-Condo Key Metrics	October			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 10-2015	Thru 10-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 2016

A Research Tool Provided by the Colorado Association of REALTORS®



Rocky Ford

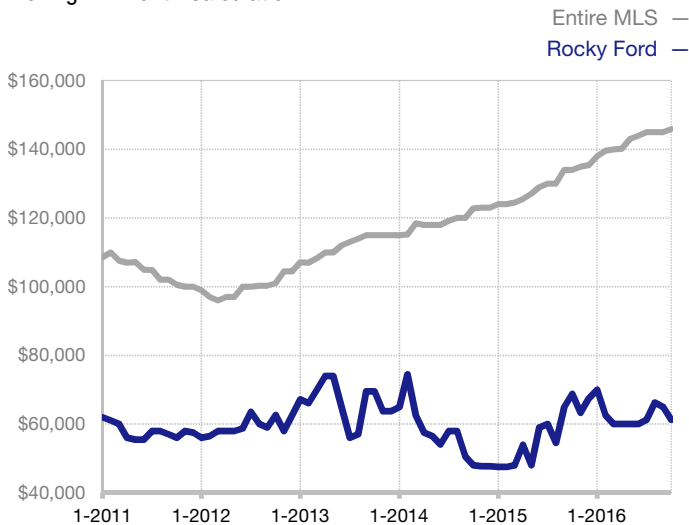
Single Family Key Metrics	October			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 10-2015	Thru 10-2016	Percent Change from Previous Year
New Listings	5	1	- 80.0%	56	56	0.0%
Sold Listings	5	4	- 20.0%	39	52	+ 33.3%
Median Sales Price*	\$130,000	\$86,000	- 33.8%	\$70,000	\$67,500	- 3.6%
Average Sales Price*	\$122,080	\$99,250	- 18.7%	\$83,510	\$81,534	- 2.4%
Percent of List Price Received*	91.7%	97.2%	+ 6.0%	92.3%	93.7%	+ 1.5%
Days on Market Until Sale	93	197	+ 111.8%	200	192	- 4.0%
Inventory of Homes for Sale	36	19	- 47.2%	--	--	--
Months Supply of Inventory	9.0	3.8	- 57.8%	--	--	--

* 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	October			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 10-2015	Thru 10-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$55,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$55,000	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	91.8%	--
Days on Market Until Sale	0	0	--	0	656	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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

