

# Monthly Indicators



## October 2015

Percent changes calculated using year-over-year comparisons.

New Listings were up 25.1 percent for single family homes but decreased 68.4 percent for townhouse-condo properties. Pending Sales increased 7.2 percent for single family homes but decreased 36.4 percent for townhouse-condo properties.

The Median Sales Price was up 9.5 percent to \$150,000 for single family homes and 11.1 percent to \$140,500 for townhouse-condo properties. Days on Market decreased 9.5 percent for single family homes and 50.0 percent for condo properties.

Interest rates are an area to pay attention to as rate hikes are widely expected before the year ends. The Federal Reserve Bank has skipped two opportunities to raise rates this fall, but the final meeting in December will likely include a minor rate hike. Although we are headed into a slower time of year, as housing activity goes, there are still many nuggets of optimism to mine from monthly figures.

## Activity Snapshot

**- 24.7%**    **+ 10.4%**    **- 6.9%**

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
--	---	--

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	10-2014	10-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
<b>New Listings</b>		199	<b>249</b>	+ 25.1%	2,648	<b>2,689</b>	+ 1.5%
<b>Pending Sales</b>		166	<b>178</b>	+ 7.2%	1,895	<b>2,002</b>	+ 5.6%
<b>Sold Listings</b>		207	<b>165</b>	- 20.3%	1,851	<b>1,879</b>	+ 1.5%
<b>Median Sales Price</b>		\$137,000	<b>\$150,000</b>	+ 9.5%	\$128,888	<b>\$143,900</b>	+ 11.6%
<b>Avg. Sales Price</b>		\$140,206	<b>\$167,914</b>	+ 19.8%	\$136,145	<b>\$152,081</b>	+ 11.7%
<b>Pct. of List Price Received</b>		95.8%	<b>96.7%</b>	+ 0.9%	96.4%	<b>97.4%</b>	+ 1.0%
<b>Days on Market</b>		105	<b>95</b>	- 9.5%	113	<b>100</b>	- 11.5%
<b>Affordability Index</b>		253	<b>242</b>	- 4.3%	268	<b>253</b>	- 5.6%
<b>Active Listings</b>		808	<b>755</b>	- 6.6%	--	--	--
<b>Months Supply</b>		4.5	<b>4.1</b>	- 8.9%	--	--	--

# Townhouse-Condo Market Overview

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

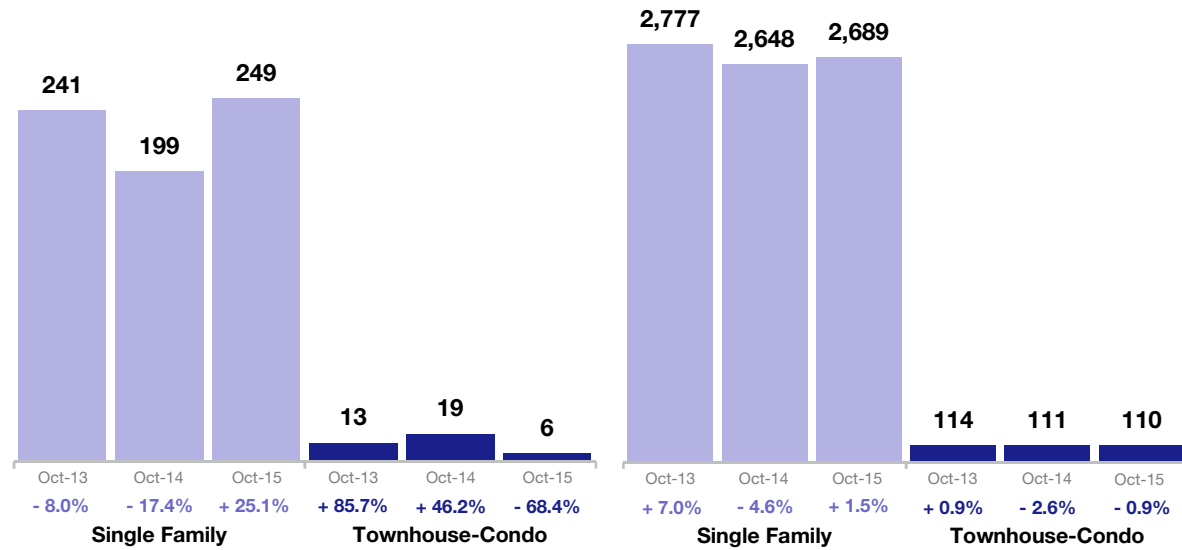


Key Metrics	Historical Sparkbars	10-2014	10-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
<b>New Listings</b>		19	6	- 68.4%	111	110	- 0.9%
<b>Pending Sales</b>		11	7	- 36.4%	78	85	+ 9.0%
<b>Sold Listings</b>		20	6	- 70.0%	76	79	+ 3.9%
<b>Median Sales Price</b>		\$126,500	\$140,500	+ 11.1%	\$127,000	\$132,000	+ 3.9%
<b>Avg. Sales Price</b>		\$132,515	\$135,467	+ 2.2%	\$129,795	\$139,550	+ 7.5%
<b>Pct. of List Price Received</b>		96.8%	97.6%	+ 0.8%	96.8%	97.2%	+ 0.4%
<b>Days on Market</b>		170	85	- 50.0%	132	118	- 10.6%
<b>Affordability Index</b>		274	259	- 5.5%	272	275	+ 1.1%
<b>Active Listings</b>		42	36	- 14.3%	--	--	--
<b>Months Supply</b>		5.6	4.7	- 16.1%	--	--	--

# New Listings

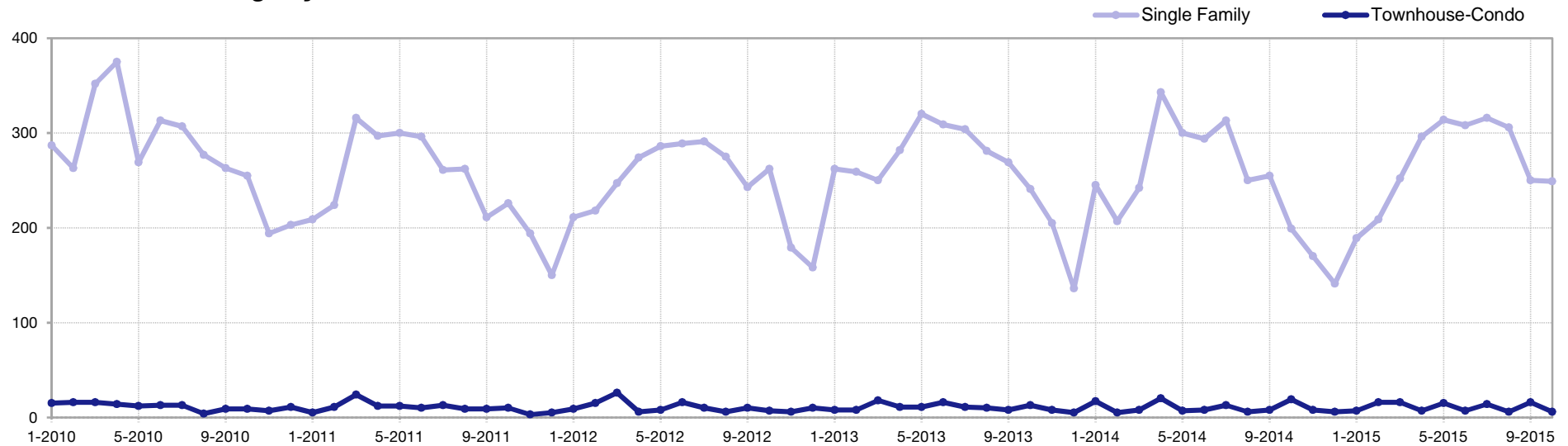


## October



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2014	170	-17.1%	8	0.0%
Dec-2014	141	+3.7%	6	+20.0%
Jan-2015	189	-22.9%	7	-58.8%
Feb-2015	209	+1.0%	16	+220.0%
Mar-2015	252	+4.1%	16	+100.0%
Apr-2015	296	-13.7%	7	-65.0%
May-2015	314	+4.7%	15	+114.3%
Jun-2015	308	+4.8%	7	-12.5%
Jul-2015	316	+1.0%	14	+7.7%
Aug-2015	306	+22.4%	6	0.0%
Sep-2015	250	-2.0%	16	+100.0%
<b>Oct-2015</b>	<b>249</b>	<b>+25.1%</b>	<b>6</b>	<b>-68.4%</b>

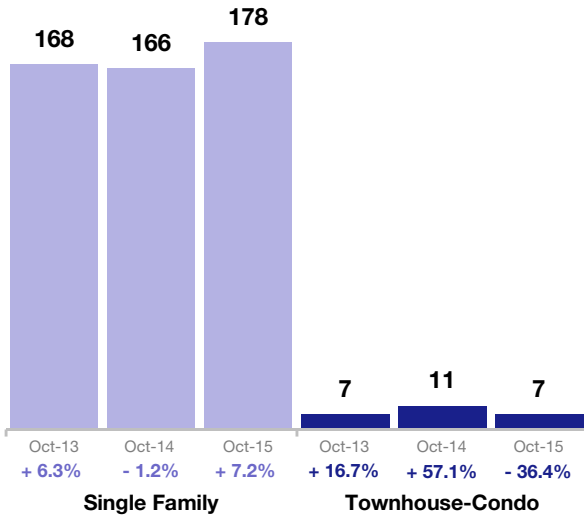
## Historical New Listings by Month



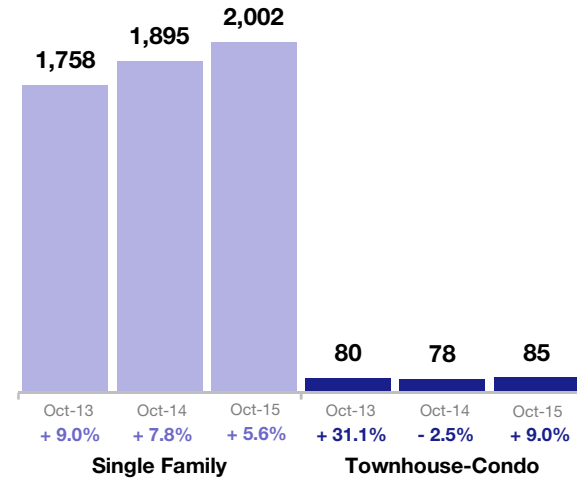
# Pending Sales



## October

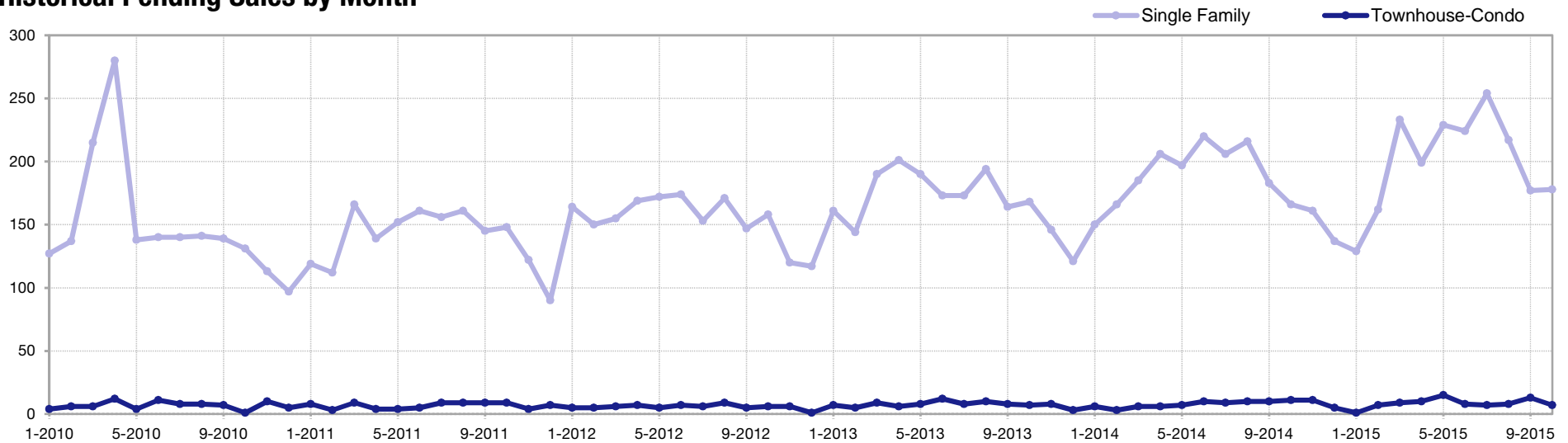


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2014	161	+10.3%	11	+37.5%
Dec-2014	137	+13.2%	5	+66.7%
Jan-2015	129	-14.0%	1	-83.3%
Feb-2015	162	-2.4%	7	+133.3%
Mar-2015	233	+25.9%	9	+50.0%
Apr-2015	199	-3.4%	10	+66.7%
May-2015	229	+16.2%	15	+114.3%
Jun-2015	224	+1.8%	8	-20.0%
Jul-2015	254	+23.3%	7	-22.2%
Aug-2015	217	+0.5%	8	-20.0%
Sep-2015	177	-3.3%	13	+30.0%
<b>Oct-2015</b>	<b>178</b>	<b>+7.2%</b>	<b>7</b>	<b>-36.4%</b>

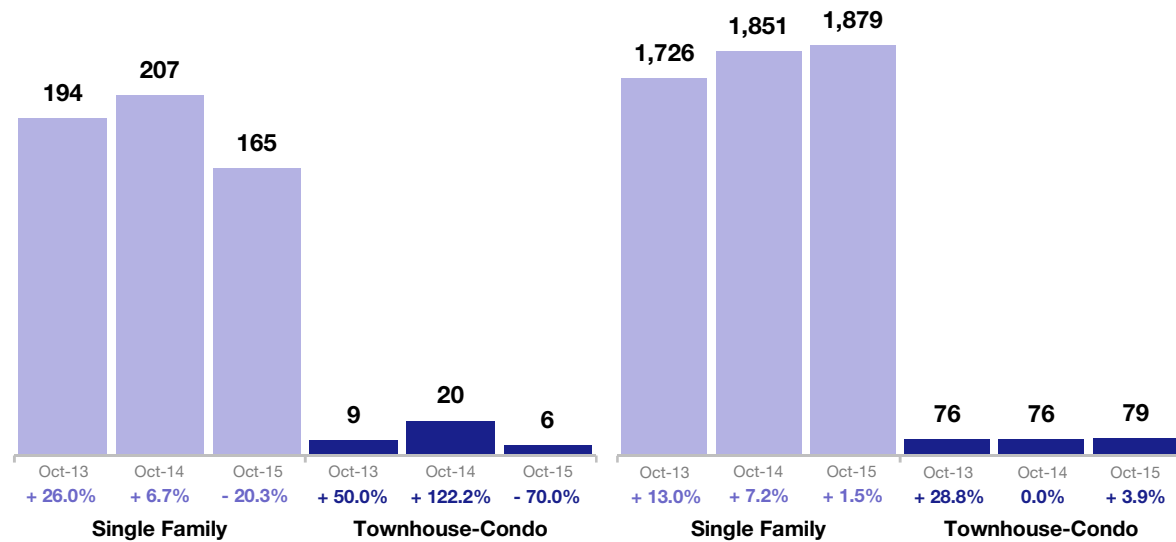
## Historical Pending Sales by Month



# Sold Listings

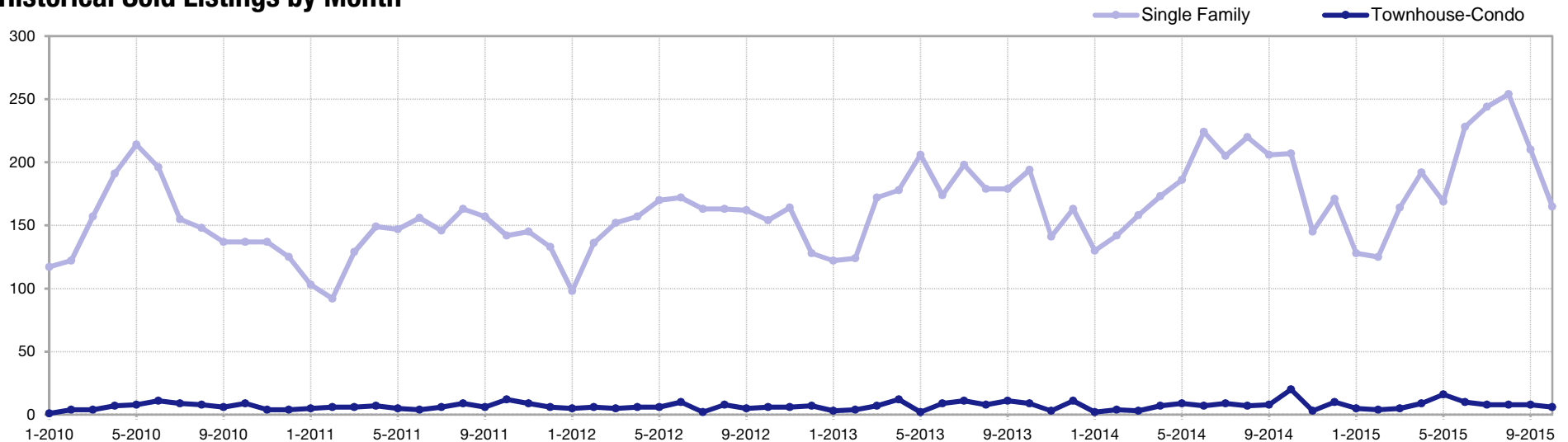


## October



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2014	145	+2.8%	3	0.0%
Dec-2014	171	+4.9%	10	-9.1%
Jan-2015	128	-1.5%	5	+150.0%
Feb-2015	125	-12.0%	4	0.0%
Mar-2015	164	+3.8%	5	+66.7%
Apr-2015	192	+11.0%	9	+28.6%
May-2015	169	-9.1%	16	+77.8%
Jun-2015	228	+1.8%	10	+42.9%
Jul-2015	244	+19.0%	8	-11.1%
Aug-2015	254	+15.5%	8	+14.3%
Sep-2015	210	+1.9%	8	0.0%
<b>Oct-2015</b>	<b>165</b>	<b>-20.3%</b>	<b>6</b>	<b>-70.0%</b>

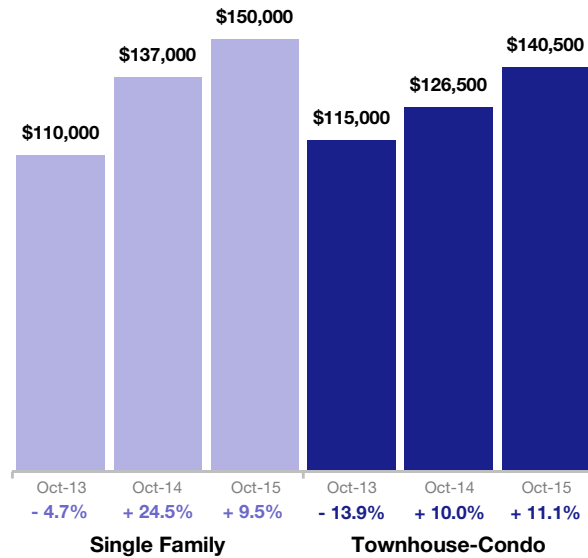
## Historical Sold Listings by Month



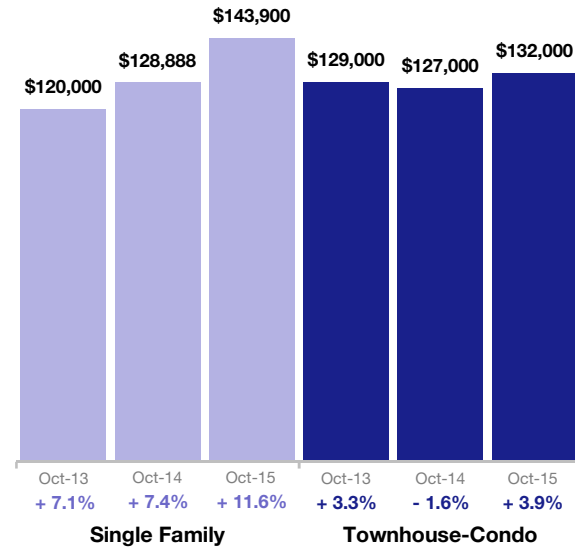
# Median Sales Price



## October

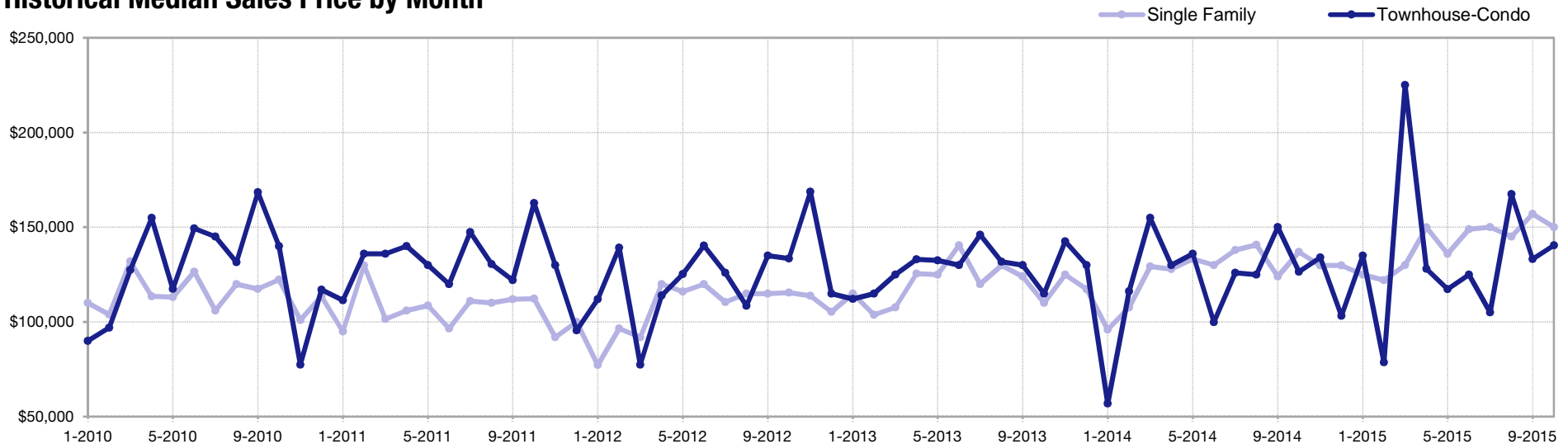


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2014	\$129,900	+3.9%	\$134,000	-6.0%
Dec-2014	\$129,900	+10.7%	\$103,200	-20.6%
Jan-2015	\$125,000	+30.3%	\$135,000	+137.3%
Feb-2015	\$122,000	+13.2%	\$78,700	-32.3%
Mar-2015	\$130,000	+0.6%	\$225,000	+45.2%
Apr-2015	\$149,950	+17.2%	\$128,000	-1.5%
May-2015	\$136,000	+2.1%	\$117,250	-13.8%
Jun-2015	\$149,000	+14.6%	\$125,000	+25.1%
Jul-2015	\$150,000	+8.7%	\$105,000	-16.7%
Aug-2015	\$145,000	+3.0%	\$167,500	+34.0%
Sep-2015	\$157,000	+26.6%	\$133,250	-11.2%
<b>Oct-2015</b>	<b>\$150,000</b>	<b>+9.5%</b>	<b>\$140,500</b>	<b>+11.1%</b>

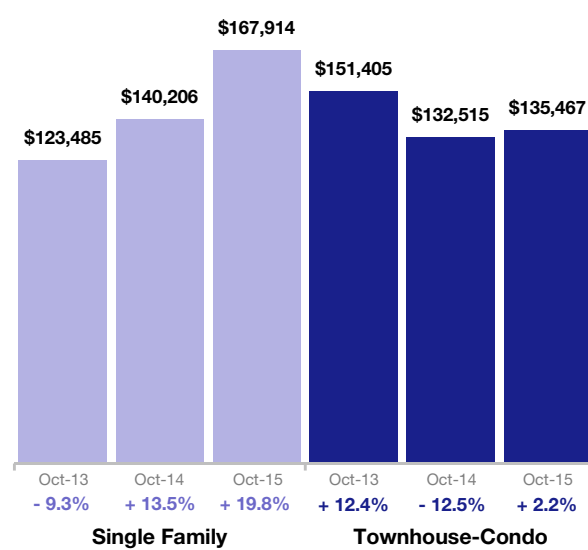
## Historical Median Sales Price by Month



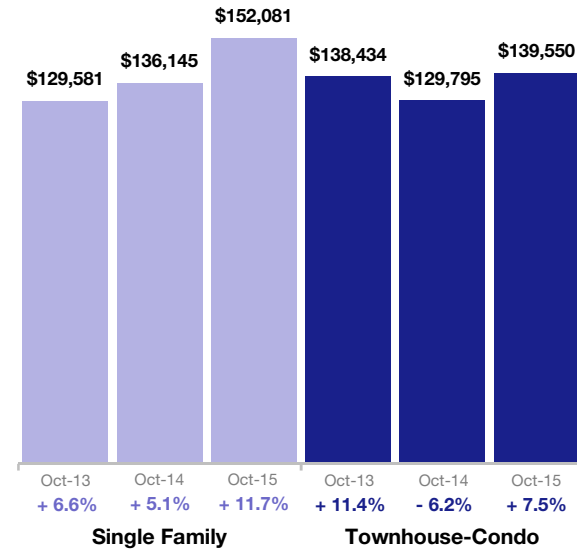
# Average Sales Price



## October

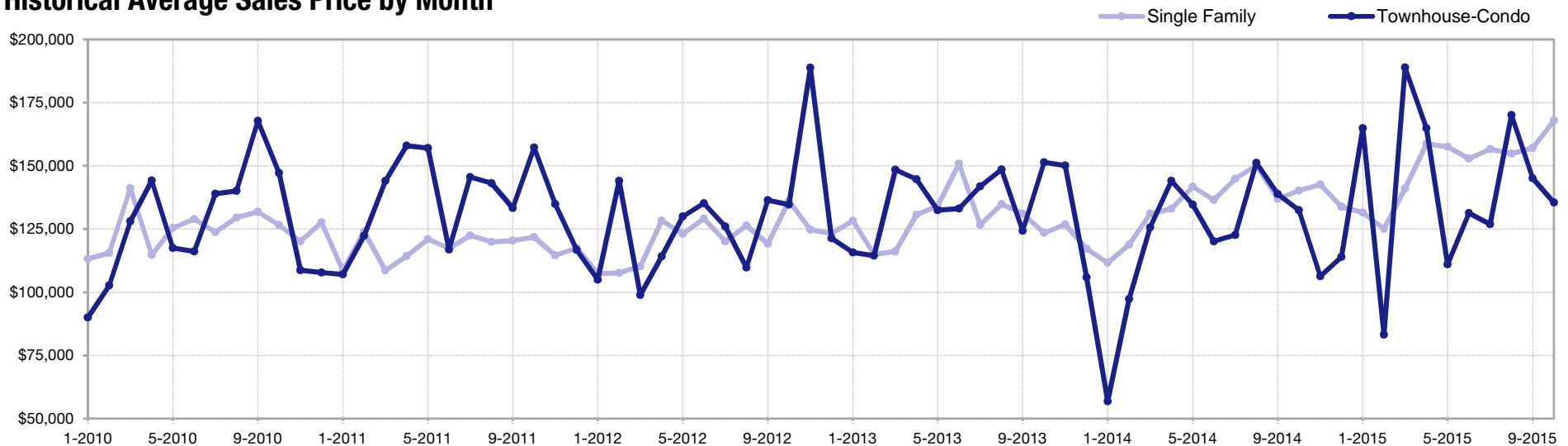


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2014	\$142,656	+12.5%	\$106,333	-29.2%
Dec-2014	\$133,846	+14.2%	\$113,980	+7.7%
Jan-2015	\$131,475	+17.7%	\$164,900	+189.8%
Feb-2015	\$125,054	+5.3%	\$83,175	-14.6%
Mar-2015	\$140,991	+7.6%	\$188,900	+50.3%
Apr-2015	\$158,692	+19.3%	\$164,856	+14.5%
May-2015	\$157,592	+11.2%	\$111,025	-17.6%
Jun-2015	\$152,825	+11.9%	\$131,357	+9.4%
Jul-2015	\$156,575	+8.1%	\$126,875	+3.5%
Aug-2015	\$154,804	+3.1%	\$170,050	+12.5%
Sep-2015	\$156,997	+14.6%	\$145,113	+4.5%
<b>Oct-2015</b>	<b>\$167,914</b>	<b>+19.8%</b>	<b>\$135,467</b>	<b>+2.2%</b>

## Historical Average Sales Price by Month

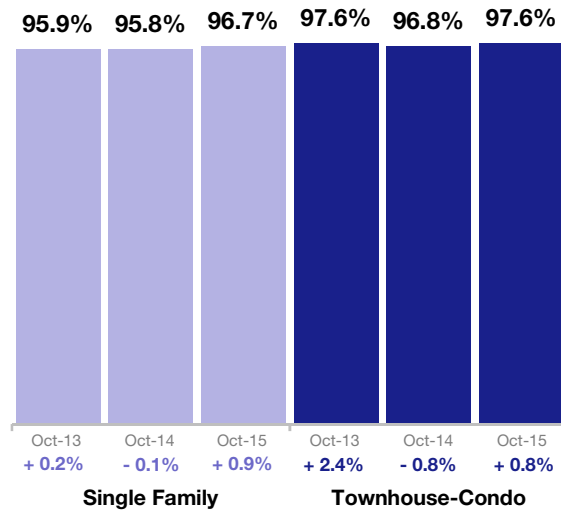




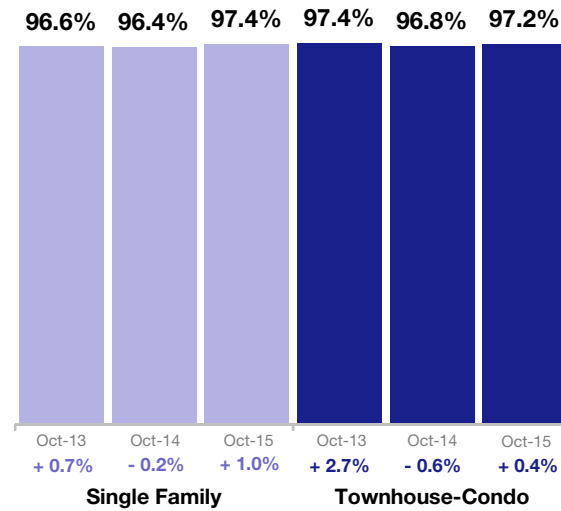
# Percent of List Price Received



## October

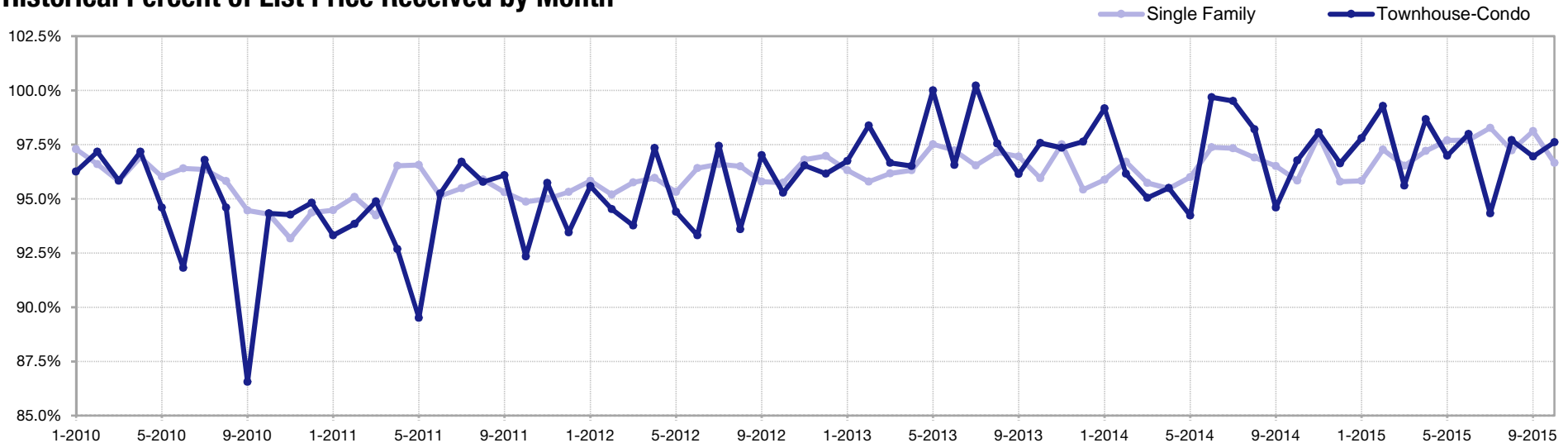


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2014	97.9%	+0.4%	98.1%	+0.7%
Dec-2014	95.8%	+0.4%	96.6%	-1.0%
Jan-2015	95.8%	-0.1%	97.8%	-1.4%
Feb-2015	97.3%	+0.6%	99.3%	+3.2%
Mar-2015	96.5%	+0.8%	95.6%	+0.6%
Apr-2015	97.2%	+1.8%	98.7%	+3.4%
May-2015	97.7%	+1.8%	97.0%	+3.0%
Jun-2015	97.7%	+0.3%	98.0%	-1.7%
Jul-2015	98.3%	+1.0%	94.3%	-5.2%
Aug-2015	97.2%	+0.3%	97.7%	-0.5%
Sep-2015	98.1%	+1.7%	96.9%	+2.4%
<b>Oct-2015</b>	<b>96.7%</b>	<b>+0.9%</b>	<b>97.6%</b>	<b>+0.8%</b>

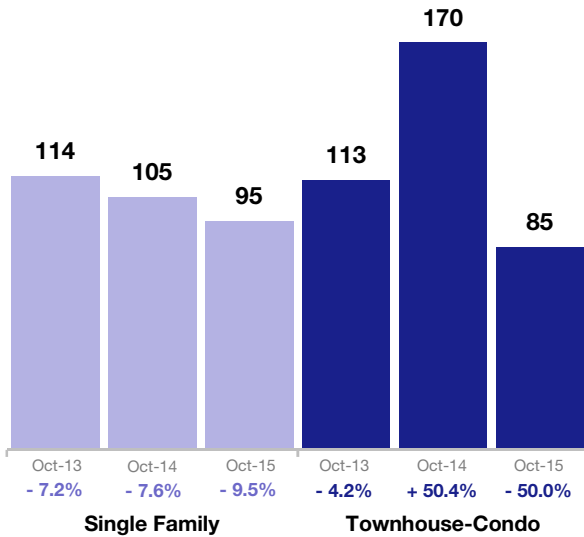
## Historical Percent of List Price Received by Month



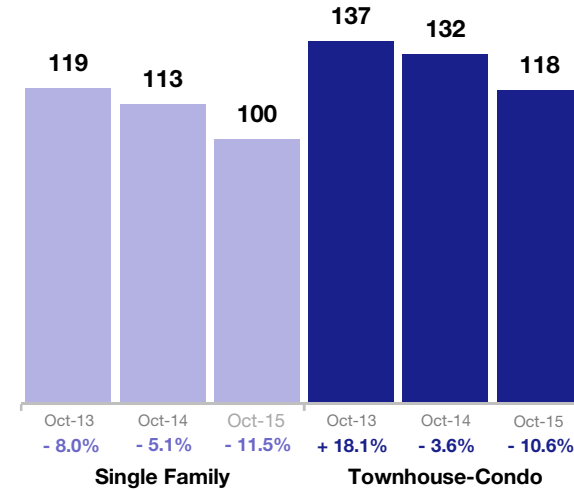
# Days on Market Until Sale



## October

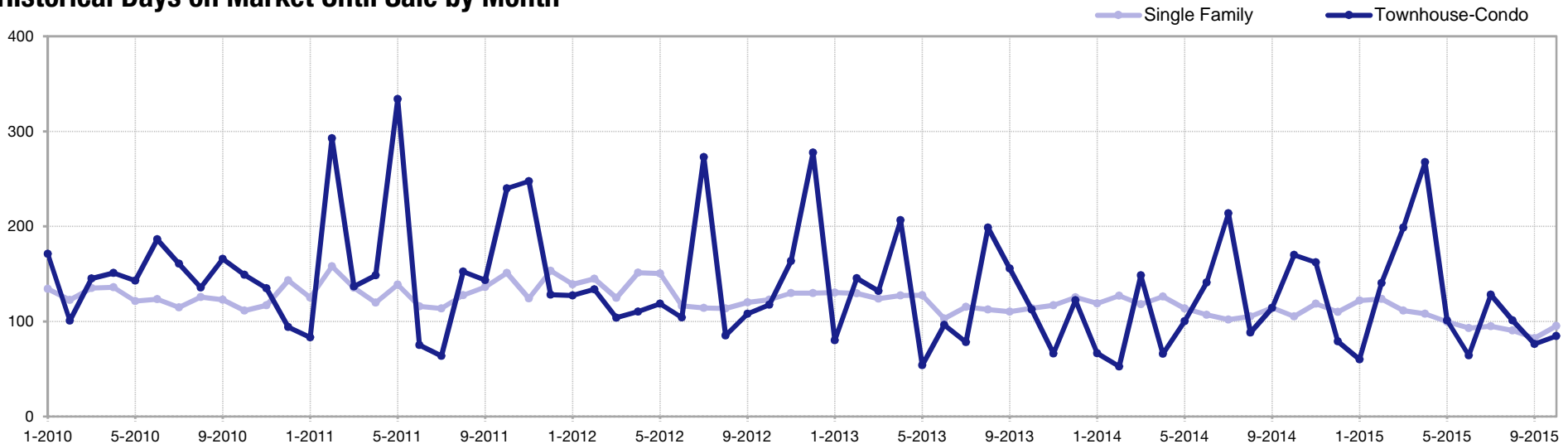


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2014	119	+1.7%	162	+145.5%
Dec-2014	110	-12.7%	79	-35.2%
Jan-2015	122	+2.5%	60	-10.4%
Feb-2015	124	-2.4%	141	+166.0%
Mar-2015	112	-5.1%	199	+33.6%
Apr-2015	108	-14.3%	268	+306.1%
May-2015	100	-12.3%	101	+1.0%
Jun-2015	93	-13.1%	64	-54.6%
Jul-2015	95	-6.9%	128	-40.2%
Aug-2015	91	-13.3%	101	+14.8%
Sep-2015	82	-28.7%	76	-33.3%
<b>Oct-2015</b>	<b>95</b>	<b>-9.5%</b>	<b>85</b>	<b>-50.0%</b>

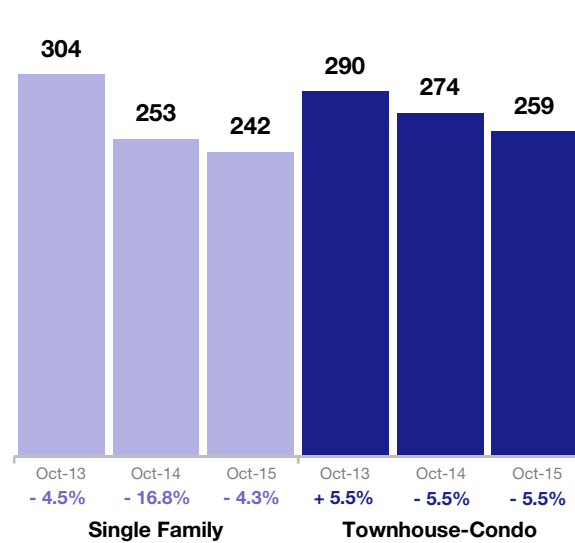
## Historical Days on Market Until Sale by Month



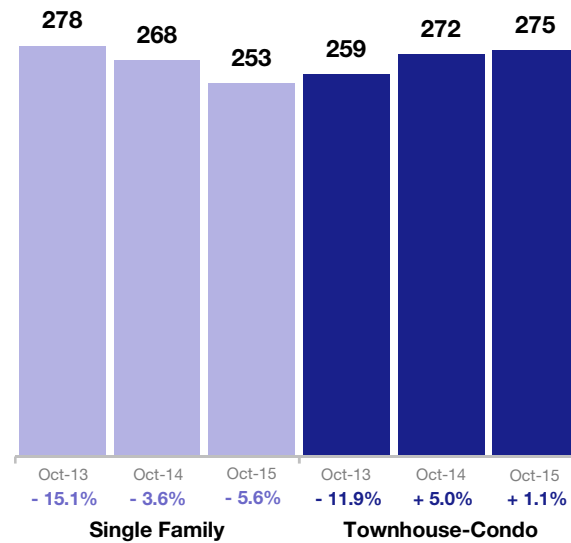
# Housing Affordability Index



## October

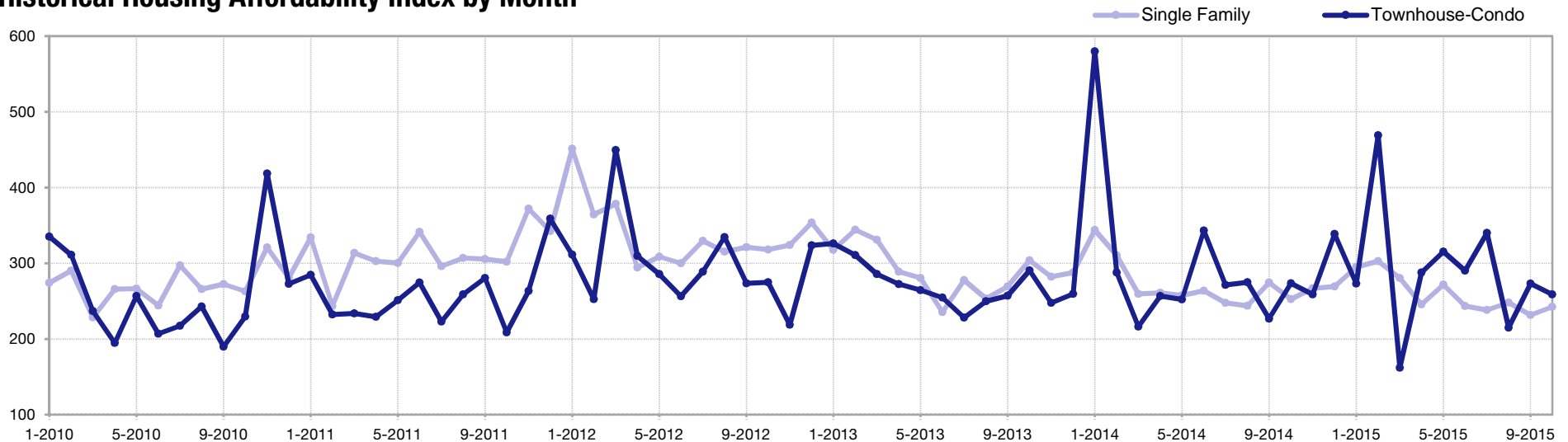


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2014	267	-5.3%	259	+4.4%
Dec-2014	269	-6.6%	339	+30.4%
Jan-2015	295	-14.2%	273	-52.9%
Feb-2015	303	-2.6%	469	+62.8%
Mar-2015	280	+7.7%	162	-25.0%
Apr-2015	246	-5.7%	288	+12.1%
May-2015	272	+5.8%	315	+25.0%
Jun-2015	244	-7.6%	290	-15.5%
Jul-2015	238	-4.0%	340	+25.5%
Aug-2015	248	+1.6%	215	-21.8%
Sep-2015	232	-15.3%	273	+20.3%
<b>Oct-2015</b>	<b>242</b>	<b>-4.3%</b>	<b>259</b>	<b>-5.5%</b>

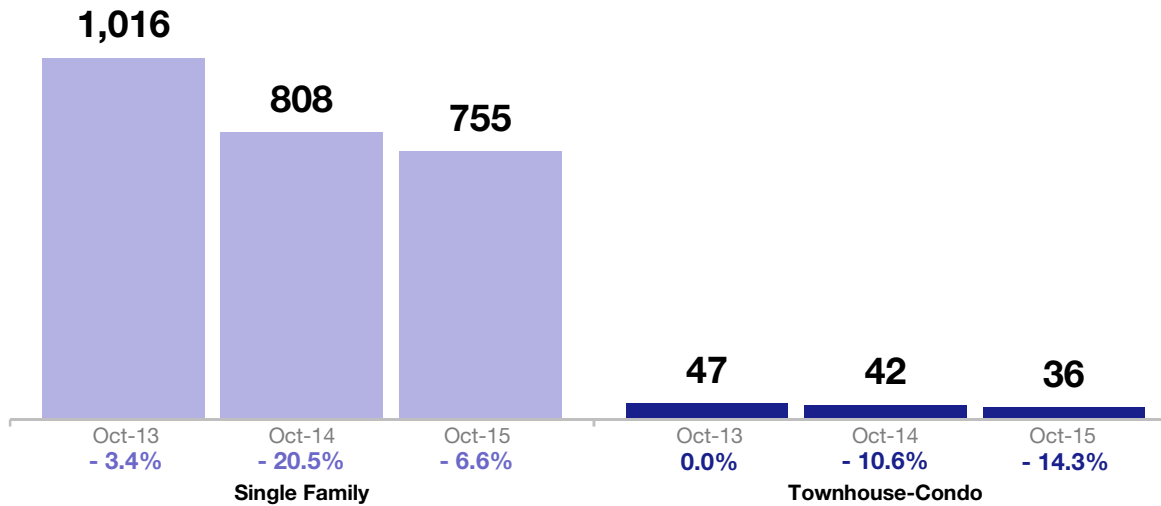
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

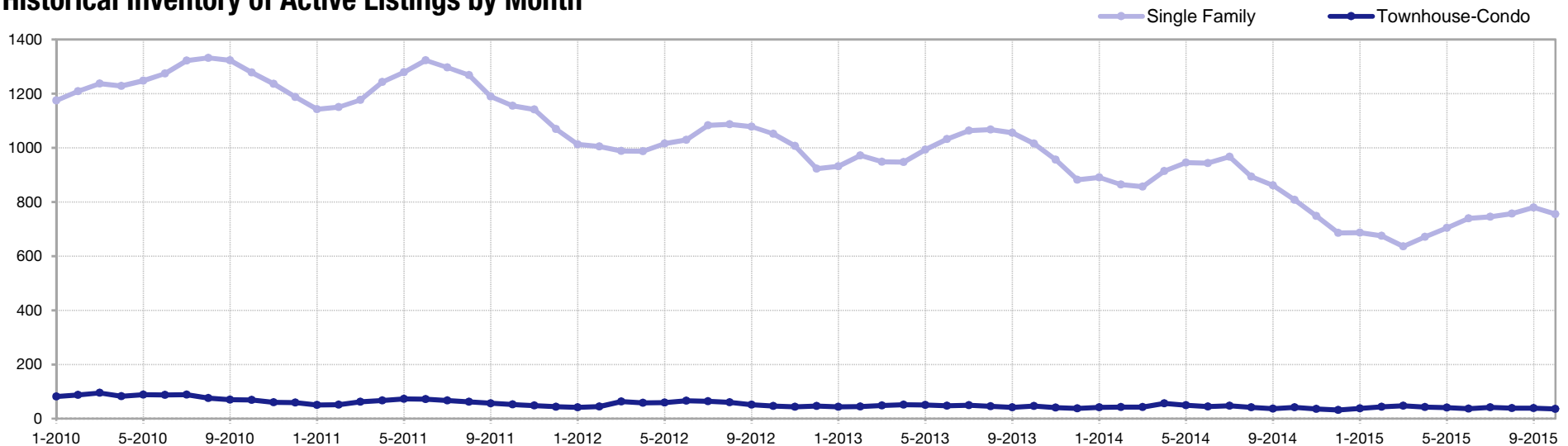


## October



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2014	748	-21.8%	36	-12.2%
Dec-2014	686	-22.2%	32	-15.8%
Jan-2015	687	-22.9%	38	-9.5%
Feb-2015	675	-21.9%	44	+2.3%
Mar-2015	636	-25.8%	48	+11.6%
Apr-2015	671	-26.6%	43	-23.2%
May-2015	704	-25.5%	41	-18.0%
Jun-2015	739	-21.6%	37	-17.8%
Jul-2015	745	-23.0%	42	-12.5%
Aug-2015	757	-15.3%	39	-7.1%
Sep-2015	779	-9.5%	39	+5.4%
<b>Oct-2015</b>	<b>755</b>	<b>-6.6%</b>	<b>36</b>	<b>-14.3%</b>

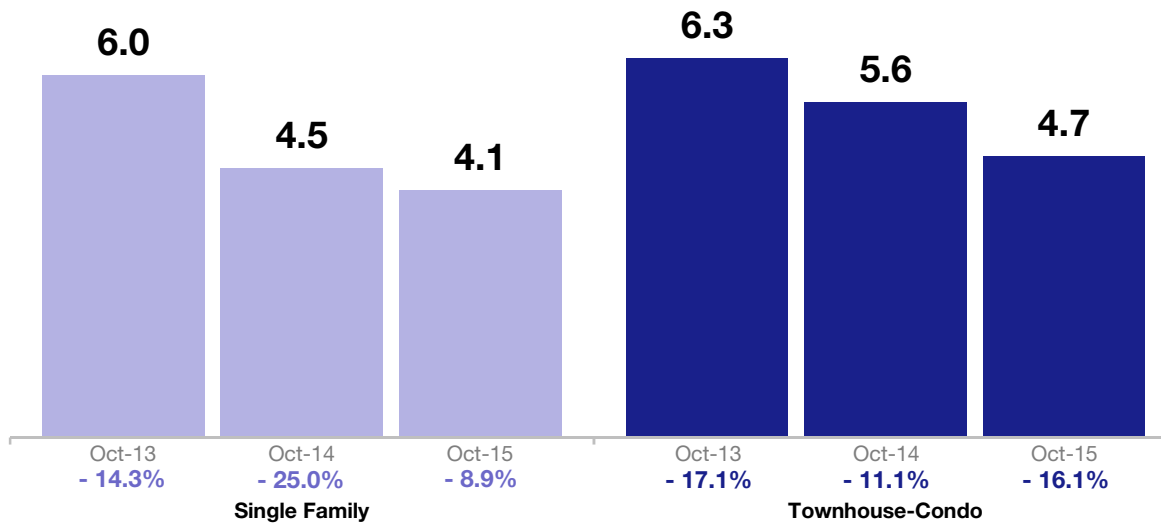
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

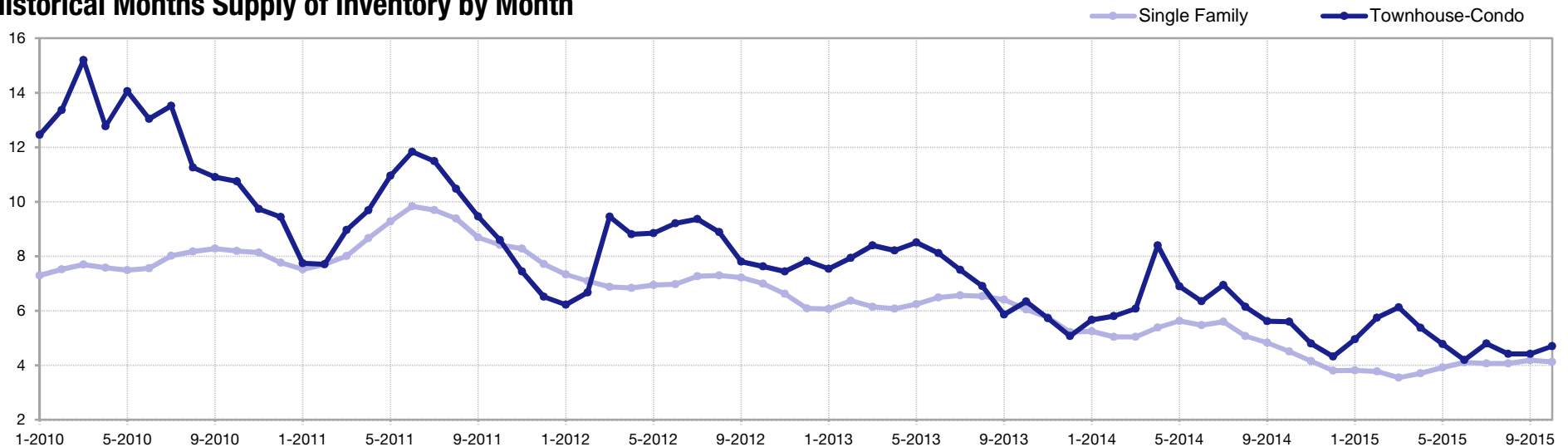


## October



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2014	4.2	-27.6%	4.8	-15.8%
Dec-2014	3.8	-26.9%	4.3	-15.7%
Jan-2015	3.8	-26.9%	5.0	-12.3%
Feb-2015	3.8	-24.0%	5.7	-1.7%
Mar-2015	3.5	-30.0%	6.1	0.0%
Apr-2015	3.7	-31.5%	5.4	-35.7%
May-2015	3.9	-30.4%	4.8	-30.4%
Jun-2015	4.1	-25.5%	4.2	-34.4%
Jul-2015	4.1	-26.8%	4.8	-30.4%
Aug-2015	4.1	-19.6%	4.4	-27.9%
Sep-2015	4.2	-12.5%	4.4	-21.4%
<b>Oct-2015</b>	<b>4.1</b>	<b>-8.9%</b>	<b>4.7</b>	<b>-16.1%</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.



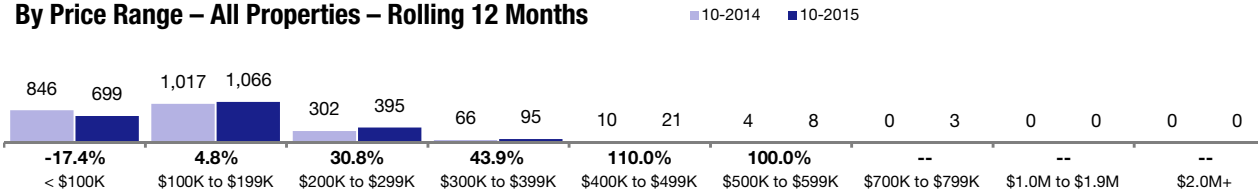
Key Metrics	Historical Sparkbars	10-2014	10-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
<b>New Listings</b>		218	<b>255</b>	+ 17.0%	2,759	<b>2,799</b>	+ 1.4%
<b>Pending Sales</b>		177	<b>185</b>	+ 4.5%	1,973	<b>2,087</b>	+ 5.8%
<b>Sold Listings</b>		227	<b>171</b>	- 24.7%	1,927	<b>1,958</b>	+ 1.6%
<b>Median Sales Price</b>		\$135,900	<b>\$150,000</b>	+ 10.4%	\$128,250	<b>\$141,400</b>	+ 10.3%
<b>Avg. Sales Price</b>		\$139,522	<b>\$166,776</b>	+ 19.5%	\$135,894	<b>\$151,575</b>	+ 11.5%
<b>Pct. of List Price Received</b>		95.9%	<b>96.7%</b>	+ 0.8%	96.4%	<b>97.4%</b>	+ 1.0%
<b>Days on Market</b>		111	<b>95</b>	- 14.4%	113	<b>100</b>	- 11.5%
<b>Affordability Index</b>		255	<b>242</b>	- 5.1%	270	<b>257</b>	- 4.8%
<b>Active Listings</b>		850	<b>791</b>	- 6.9%	--	--	--
<b>Months Supply</b>		4.5	<b>4.2</b>	- 6.7%	--	--	--

# Sold Listings

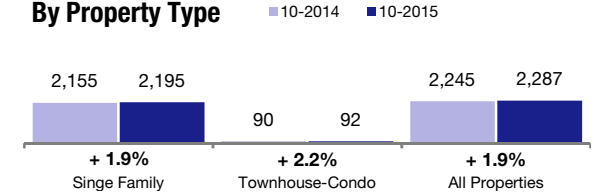
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	10-2014	10-2015	Change	10-2014	10-2015	Change
\$99,999 and Below	822	673	-18.1%	24	26	+8.3%
\$100,000 to \$199,999	957	1,011	+5.6%	60	55	-8.3%
\$200,000 to \$299,999	297	384	+29.3%	5	11	+120.0%
\$300,000 to \$399,999	65	95	+46.2%	1	0	-100.0%
\$400,000 to \$499,999	10	21	+110.0%	0	0	--
\$500,000 to \$699,999	4	8	+100.0%	0	0	--
\$700,000 to \$999,999	0	3	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>2,155</b>	<b>2,195</b>	<b>+1.9%</b>	<b>90</b>	<b>92</b>	<b>+2.2%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2015	10-2015	Change	9-2015	10-2015	Change
\$99,999 and Below	54	44	-18.5%	2	2	0.0%
\$100,000 to \$199,999	98	66	-32.7%	5	4	-20.0%
\$200,000 to \$299,999	51	38	-25.5%	1	0	-100.0%
\$300,000 to \$399,999	6	11	+83.3%	0	0	--
\$400,000 to \$499,999	0	5	--	0	0	--
\$500,000 to \$699,999	1	1	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>210</b>	<b>165</b>	<b>-21.4%</b>	<b>8</b>	<b>6</b>	<b>-25.0%</b>

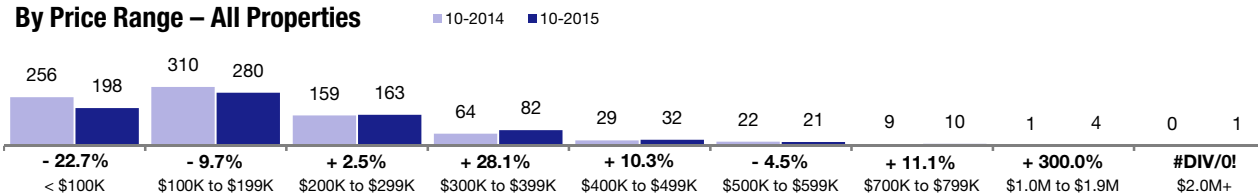
### Year to Date

By Price Range	Single Family			Condo		
	10-2014	10-2015	Change	10-2014	10-2015	Change
\$99,999 and Below	691	563	-18.5%	19	20	+5.3%
\$100,000 to \$199,999	826	870	+5.3%	51	49	-3.9%
\$200,000 to \$299,999	261	327	+25.3%	5	10	+100.0%
\$300,000 to \$399,999	60	89	+48.3%	1	0	-100.0%
\$400,000 to \$499,999	9	20	+122.2%	0	0	--
\$500,000 to \$699,999	4	8	+100.0%	0	0	--
\$700,000 to \$999,999	0	2	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>1,851</b>	<b>1,879</b>	<b>+1.5%</b>	<b>76</b>	<b>79</b>	<b>+3.9%</b>

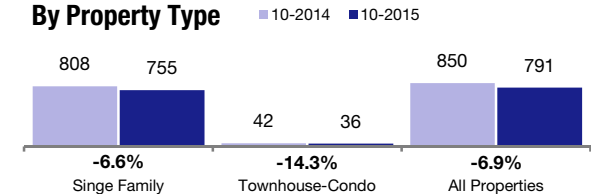
# Inventory of Active Listings

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		
	10-2014	10-2015	Change	10-2014	10-2015	Change
\$99,999 and Below	243	183	-24.7%	13	15	+15.4%
\$100,000 to \$199,999	293	265	-9.6%	17	15	-11.8%
\$200,000 to \$299,999	150	160	+6.7%	9	3	-66.7%
\$300,000 to \$399,999	61	80	+31.1%	3	2	-33.3%
\$400,000 to \$499,999	29	32	+10.3%	0	0	--
\$500,000 to \$699,999	22	20	-9.1%	0	1	--
\$700,000 to \$999,999	9	10	+11.1%	0	0	--
\$1,000,000 to \$1,999,999	1	4	+300.0%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
<b>All Price Ranges</b>	<b>808</b>	<b>755</b>	<b>-6.6%</b>	<b>42</b>	<b>36</b>	<b>-14.3%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2015	10-2015	Change	9-2015	10-2015	Change
\$99,999 and Below	212	183	-13.7%	16	15	-6.3%
\$100,000 to \$199,999	262	265	+1.1%	19	15	-21.1%
\$200,000 to \$299,999	159	160	+0.6%	2	3	+50.0%
\$300,000 to \$399,999	84	80	-4.8%	2	2	0.0%
\$400,000 to \$499,999	30	32	+6.7%	0	0	--
\$500,000 to \$699,999	18	20	+11.1%	0	1	--
\$700,000 to \$999,999	10	10	0.0%	0	0	--
\$1,000,000 to \$1,999,999	3	4	+33.3%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>779</b>	<b>755</b>	<b>-3.1%</b>	<b>39</b>	<b>36</b>	<b>-7.7%</b>

### Year to Date

By Price Range	Single Family			Condo		
	10-2014	10-2015	Change	10-2014	10-2015	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®



<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 average 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 October 2015

A Research Tool Provided by the Colorado Association of REALTORS®



## Pueblo County

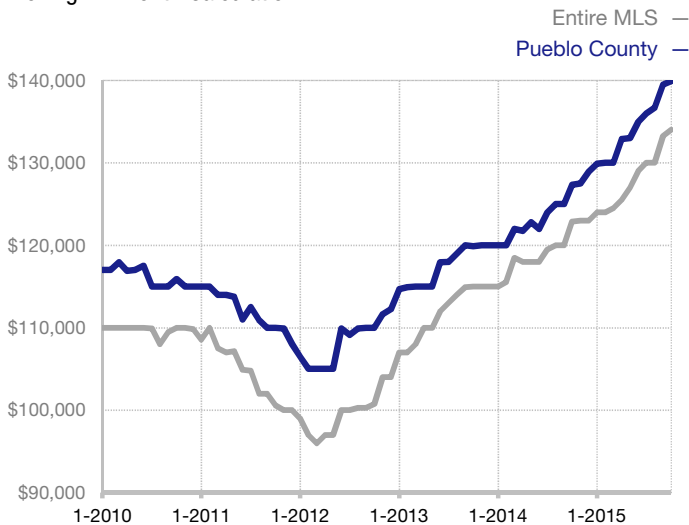
Single Family Key Metrics	October			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 10-2014	Thru 10-2015	Percent Change from Previous Year
New Listings	197	245	+ 24.4%	2,640	2,679	+ 1.5%
Sold Listings	204	164	- 19.6%	1,857	1,877	+ 1.1%
Median Sales Price*	\$137,250	\$149,950	+ 9.3%	\$128,688	\$143,500	+ 11.5%
Average Sales Price*	\$140,838	\$166,751	+ 18.4%	\$136,221	\$152,135	+ 11.7%
Percent of List Price Received*	95.8%	96.7%	+ 0.9%	96.5%	97.4%	+ 0.9%
Days on Market Until Sale	106	94	- 11.3%	113	100	- 11.5%
Inventory of Homes for Sale	805	751	- 6.7%	--	--	--
Months Supply of Inventory	4.5	4.1	- 8.9%	--	--	--

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

Townhouse-Condo Key Metrics	October			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 10-2014	Thru 10-2015	Percent Change from Previous Year
New Listings	19	6	- 68.4%	110	109	- 0.9%
Sold Listings	20	5	- 75.0%	76	78	+ 2.6%
Median Sales Price*	\$126,500	\$131,000	+ 3.6%	\$127,000	\$131,500	+ 3.5%
Average Sales Price*	\$132,515	\$128,080	- 3.3%	\$129,795	\$139,129	+ 7.2%
Percent of List Price Received*	96.8%	96.8%	0.0%	96.8%	97.2%	+ 0.4%
Days on Market Until Sale	170	81	- 52.4%	132	118	- 10.6%
Inventory of Homes for Sale	41	36	- 12.2%	--	--	--
Months Supply of Inventory	5.5	4.7	- 14.5%	--	--	--

\* 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 2015

A Research Tool Provided by the Colorado Association of REALTORS®



## Arkansas Valley/Otero County

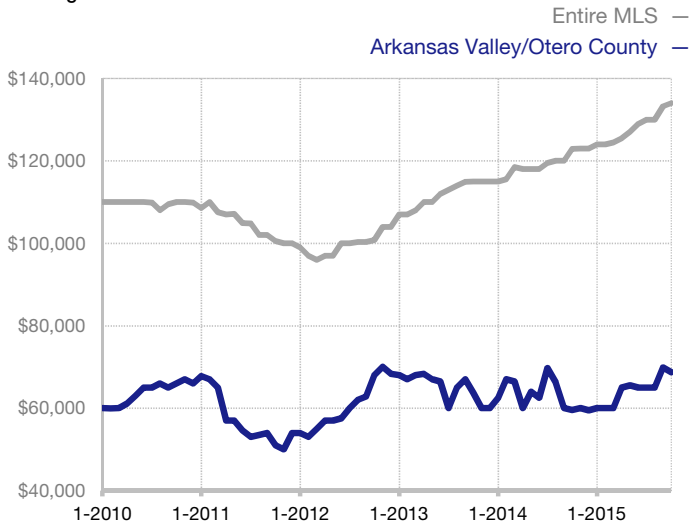
Single Family Key Metrics	October			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 10-2014	Thru 10-2015	Percent Change from Previous Year
New Listings	30	41	+ 36.7%	398	357	- 10.3%
Sold Listings	24	28	+ 16.7%	233	250	+ 7.3%
Median Sales Price*	\$45,500	\$56,500	+ 24.2%	\$60,000	\$70,250	+ 17.1%
Average Sales Price*	\$83,917	\$73,685	- 12.2%	\$79,591	\$82,638	+ 3.8%
Percent of List Price Received*	90.7%	92.8%	+ 2.3%	91.8%	93.0%	+ 1.3%
Days on Market Until Sale	219	164	- 25.1%	169	189	+ 11.8%
Inventory of Homes for Sale	232	181	- 22.0%	--	--	--
Months Supply of Inventory	10.3	7.3	- 29.1%	--	--	--

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

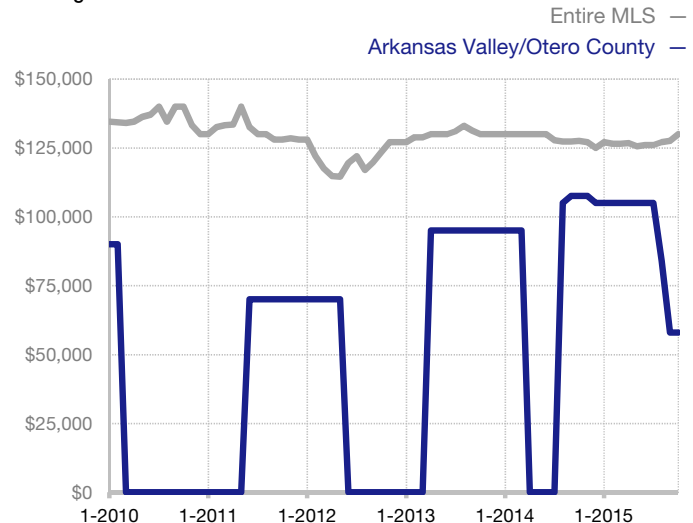
Townhouse-Condo Key Metrics	October			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 10-2014	Thru 10-2015	Percent Change from Previous Year
New Listings	0	0	--	4	0	- 100.0%
Sold Listings	0	0	--	2	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$107,500	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$107,500	\$0	- 100.0%
Percent of List Price Received*	0.0%	0.0%	--	88.2%	0.0%	- 100.0%
Days on Market Until Sale	0	0	--	52	0	- 100.0%
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	1.0	1.0	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 2015

A Research Tool Provided by the Colorado Association of REALTORS®



## Fowler

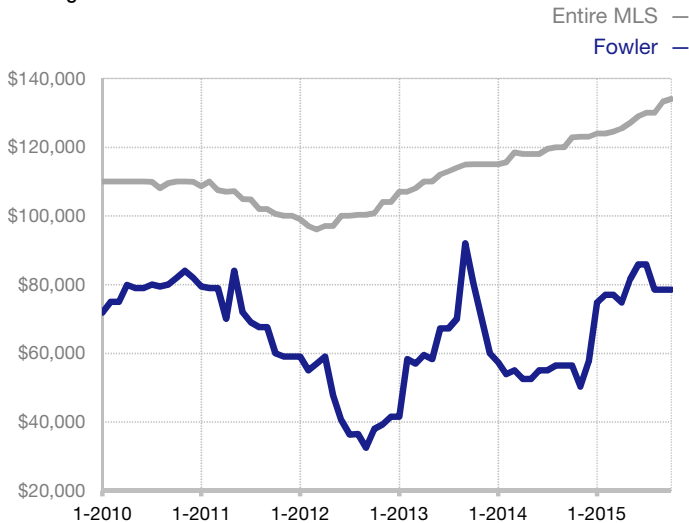
Single Family	October			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 10-2014	Thru 10-2015	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	2	2	0.0%	21	28	+ 33.3%
Sold Listings	1	1	0.0%	16	13	- 18.8%
Median Sales Price*	\$39,000	<b>\$30,000</b>	- 23.1%	\$57,500	<b>\$78,500</b>	+ 36.5%
Average Sales Price*	\$39,000	<b>\$30,000</b>	- 23.1%	\$68,371	<b>\$74,130</b>	+ 8.4%
Percent of List Price Received*	88.6%	<b>85.7%</b>	- 3.3%	91.4%	<b>93.1%</b>	+ 1.9%
Days on Market Until Sale	64	95	+ 48.4%	152	239	+ 57.2%
Inventory of Homes for Sale	14	17	+ 21.4%	--	--	--
Months Supply of Inventory	7.0	12.5	+ 78.6%	--	--	--

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

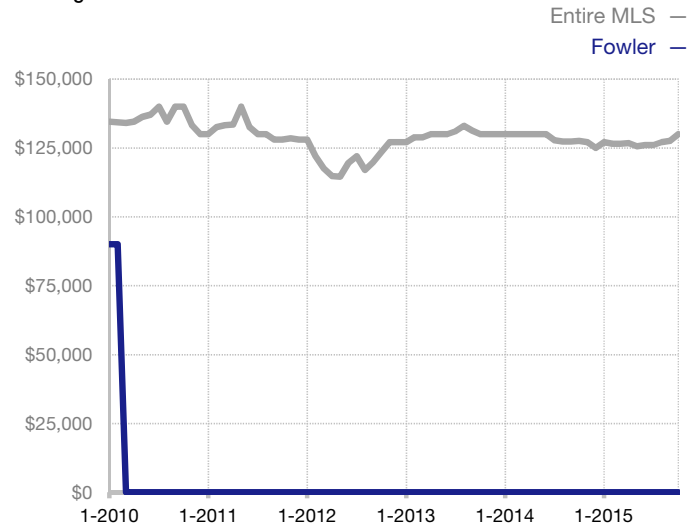
Townhouse-Condo	October			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 10-2014	Thru 10-2015	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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 October 2015

A Research Tool Provided by the Colorado Association of REALTORS®



## Huerfano County

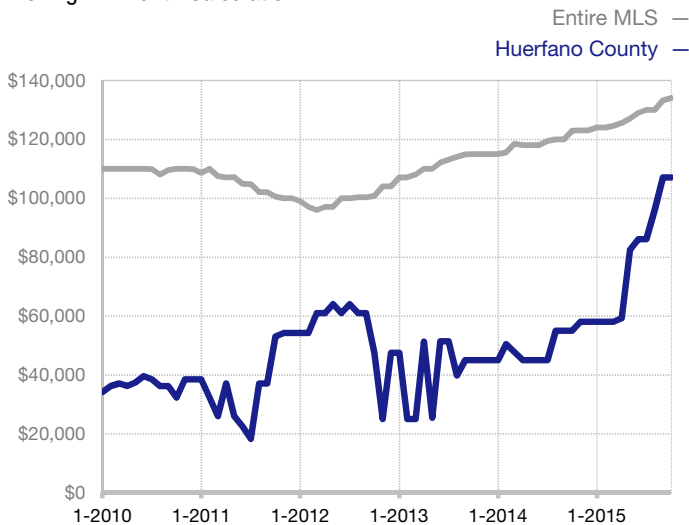
Single Family Key Metrics	October			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 10-2014	Thru 10-2015	Percent Change from Previous Year
New Listings	1	2	+ 100.0%	20	17	- 15.0%
Sold Listings	0	0	--	10	6	- 40.0%
Median Sales Price*	\$0	\$0	--	\$56,500	\$143,000	+ 153.1%
Average Sales Price*	\$0	\$0	--	\$72,227	\$155,417	+ 115.2%
Percent of List Price Received*	0.0%	0.0%	--	90.2%	95.7%	+ 6.1%
Days on Market Until Sale	0	0	--	147	134	- 8.8%
Inventory of Homes for Sale	13	17	+ 30.8%	--	--	--
Months Supply of Inventory	8.3	13.2	+ 59.0%	--	--	--

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

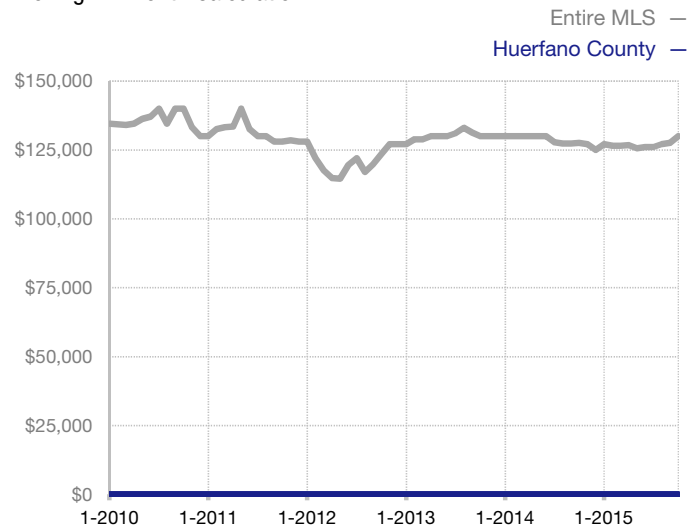
Townhouse-Condo Key Metrics	October			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 10-2014	Thru 10-2015	Percent Change from Previous Year
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 2015

A Research Tool Provided by the Colorado Association of REALTORS®



## La Junta

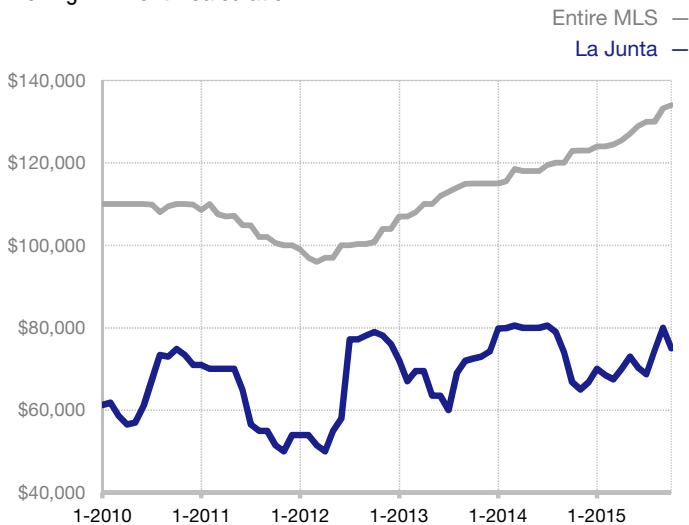
Single Family Key Metrics	October			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 10-2014	Thru 10-2015	Percent Change from Previous Year
New Listings	9	13	+ 44.4%	127	105	- 17.3%
Sold Listings	10	11	+ 10.0%	84	80	- 4.8%
Median Sales Price*	\$37,500	<b>\$41,000</b>	+ 9.3%	\$67,000	<b>\$80,000</b>	+ 19.4%
Average Sales Price*	\$73,690	<b>\$52,573</b>	- 28.7%	\$90,482	<b>\$89,505</b>	- 1.1%
Percent of List Price Received*	91.2%	<b>95.7%</b>	+ 4.9%	92.6%	<b>94.0%</b>	+ 1.5%
Days on Market Until Sale	197	<b>167</b>	- 15.2%	160	<b>158</b>	- 1.3%
Inventory of Homes for Sale	61	<b>43</b>	- 29.5%	--	--	--
Months Supply of Inventory	7.7	<b>5.3</b>	- 31.2%	--	--	--

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

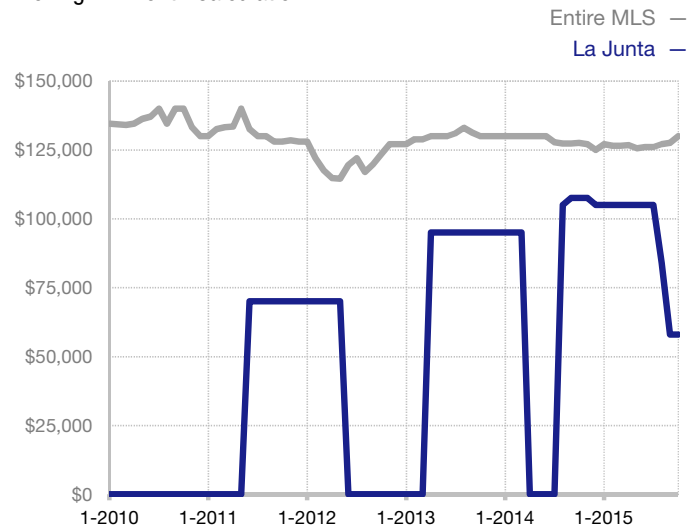
Townhouse-Condo Key Metrics	October			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 10-2014	Thru 10-2015	Percent Change from Previous Year
New Listings	0	0	--	3	0	- 100.0%
Sold Listings	0	0	--	2	0	- 100.0%
Median Sales Price*	\$0	<b>\$0</b>	--	\$107,500	<b>\$0</b>	- 100.0%
Average Sales Price*	\$0	<b>\$0</b>	--	\$107,500	<b>\$0</b>	- 100.0%
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	88.2%	<b>0.0%</b>	- 100.0%
Days on Market Until Sale	0	0	--	52	0	- 100.0%
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 October 2015

A Research Tool Provided by the Colorado Association of REALTORS®



## Las Animas

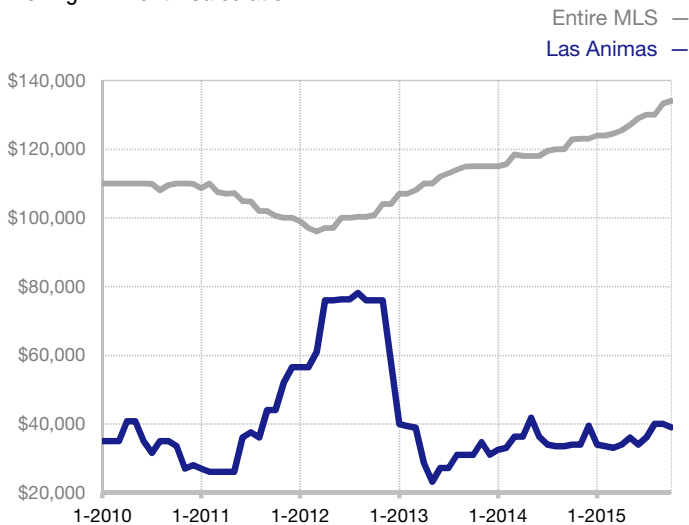
Single Family	October			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 10-2014	Thru 10-2015	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	2	--	27	17	- 37.0%
Sold Listings	2	2	0.0%	20	13	- 35.0%
Median Sales Price*	\$135,000	<b>\$36,500</b>	- 73.0%	\$39,500	<b>\$39,000</b>	- 1.3%
Average Sales Price*	\$135,000	<b>\$36,500</b>	- 73.0%	\$64,575	<b>\$42,956</b>	- 33.5%
Percent of List Price Received*	87.5%	<b>91.5%</b>	+ 4.6%	84.9%	<b>94.3%</b>	+ 11.1%
Days on Market Until Sale	287	<b>143</b>	- 50.2%	161	<b>179</b>	+ 11.2%
Inventory of Homes for Sale	11	<b>6</b>	- 45.5%	--	--	--
Months Supply of Inventory	4.5	<b>2.5</b>	- 44.4%	--	--	--

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

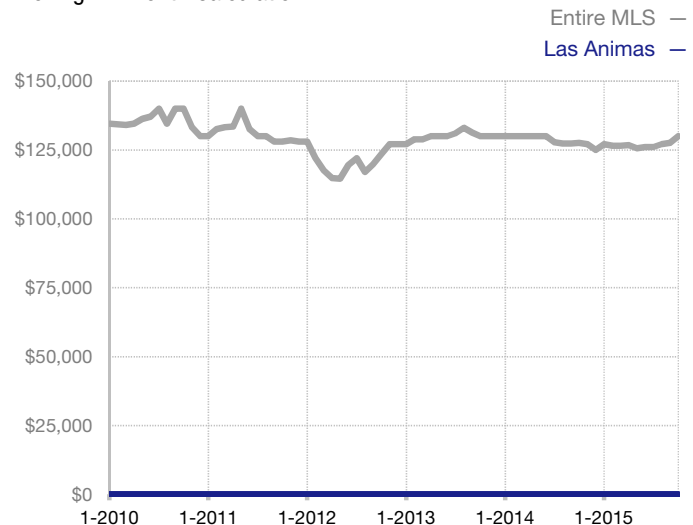
Townhouse-Condo	October			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 10-2014	Thru 10-2015	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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 October 2015

A Research Tool Provided by the Colorado Association of REALTORS®



## Manzanola

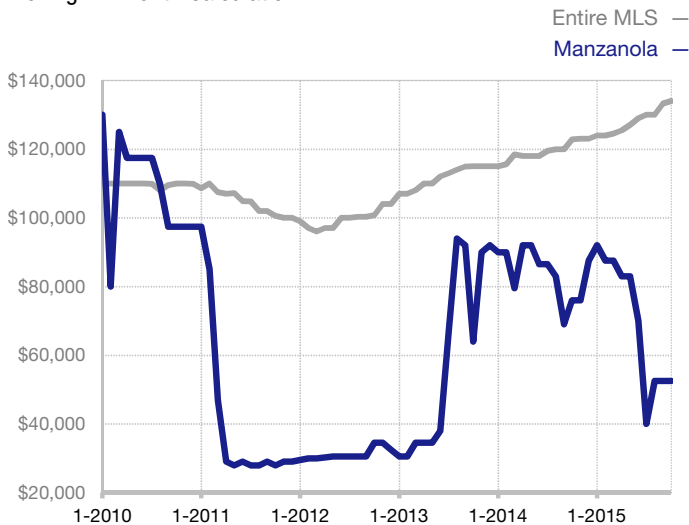
Single Family Key Metrics	October			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 10-2014	Thru 10-2015	Percent Change from Previous Year
New Listings	0	0	--	10	7	- 30.0%
Sold Listings	0	0	--	6	10	+ 66.7%
Median Sales Price*	\$0	\$0	--	\$76,000	\$39,250	- 48.4%
Average Sales Price*	\$0	\$0	--	\$84,167	\$67,230	- 20.1%
Percent of List Price Received*	0.0%	0.0%	--	90.6%	91.5%	+ 1.0%
Days on Market Until Sale	0	0	--	212	324	+ 52.8%
Inventory of Homes for Sale	5	2	- 60.0%	--	--	--
Months Supply of Inventory	3.3	1.2	- 63.6%	--	--	--

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

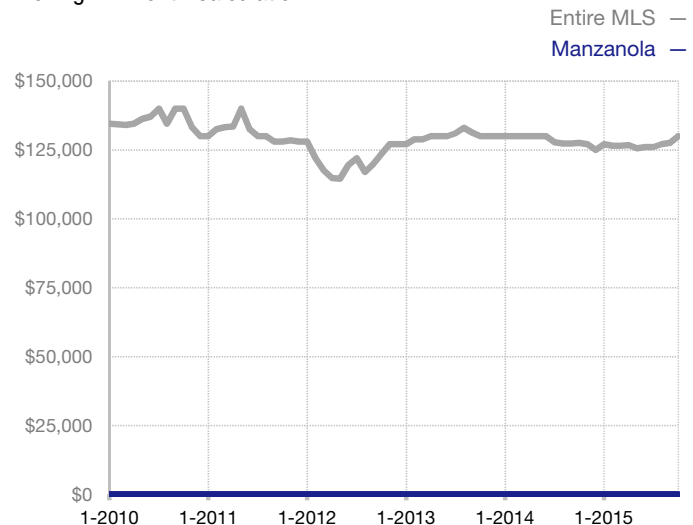
Townhouse-Condo Key Metrics	October			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 10-2014	Thru 10-2015	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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



# Local Market Update for October 2015

A Research Tool Provided by the Colorado Association of REALTORS®



## Rocky Ford

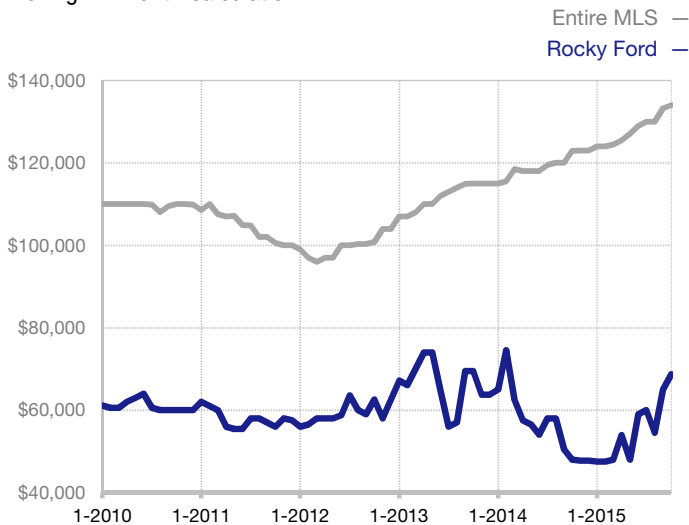
Single Family Key Metrics	October			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 10-2014	Thru 10-2015	Percent Change from Previous Year
New Listings	7	5	- 28.6%	62	56	- 9.7%
Sold Listings	4	5	+ 25.0%	33	39	+ 18.2%
Median Sales Price*	\$64,000	<b>\$130,000</b>	+ 103.1%	\$47,500	<b>\$70,000</b>	+ 47.4%
Average Sales Price*	\$58,900	<b>\$122,080</b>	+ 107.3%	\$60,090	<b>\$83,510</b>	+ 39.0%
Percent of List Price Received*	97.3%	<b>91.7%</b>	- 5.8%	91.3%	<b>92.3%</b>	+ 1.1%
Days on Market Until Sale	206	<b>93</b>	- 54.9%	195	<b>200</b>	+ 2.6%
Inventory of Homes for Sale	48	<b>36</b>	- 25.0%	--	--	--
Months Supply of Inventory	14.3	<b>9.0</b>	- 37.1%	--	--	--

\* 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		
	2014	2015	Percent Change from Previous Year	Thru 10-2014	Thru 10-2015	Percent Change from Previous Year
New Listings	0	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	1	<b>1</b>	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

