

Local Market Update for December 2017

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

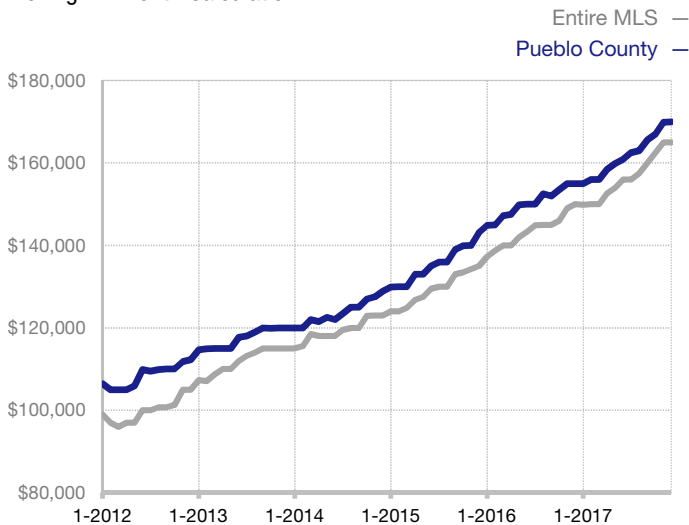
Single Family Key Metrics	December			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 12-2016	Thru 12-2017	Percent Change from Previous Year
New Listings	129	167	+ 29.5%	3,145	3,340	+ 6.2%
Sold Listings	189	179	- 5.3%	2,464	2,761	+ 12.1%
Median Sales Price*	\$152,145	\$160,000	+ 5.2%	\$155,000	\$170,000	+ 9.7%
Average Sales Price*	\$172,007	\$171,411	- 0.3%	\$167,083	\$178,315	+ 6.7%
Percent of List Price Received*	98.1%	98.0%	- 0.1%	97.7%	98.0%	+ 0.3%
Days on Market Until Sale	98	83	- 15.3%	93	83	- 10.8%
Inventory of Homes for Sale	519	363	- 30.1%	--	--	--
Months Supply of Inventory	2.5	1.6	- 36.0%	--	--	--

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

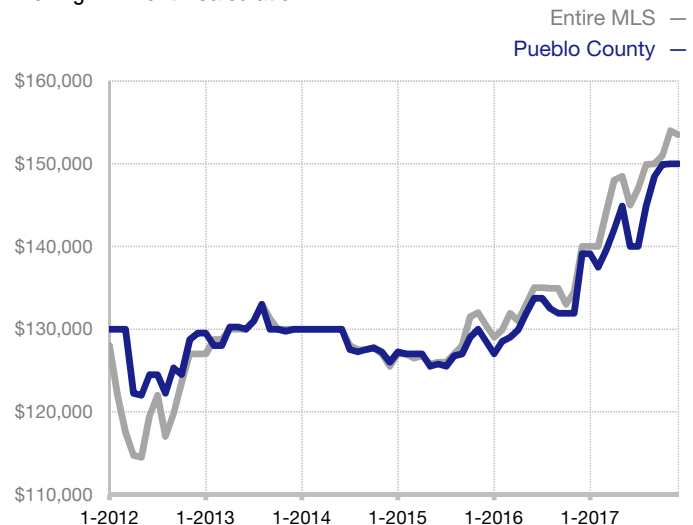
Townhouse-Condo Key Metrics	December			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 12-2016	Thru 12-2017	Percent Change from Previous Year
New Listings	8	6	- 25.0%	123	105	- 14.6%
Sold Listings	12	3	- 75.0%	115	97	- 15.7%
Median Sales Price*	\$152,000	\$148,500	- 2.3%	\$139,111	\$150,000	+ 7.8%
Average Sales Price*	\$146,317	\$152,833	+ 4.5%	\$153,370	\$161,552	+ 5.3%
Percent of List Price Received*	98.4%	99.5%	+ 1.1%	96.7%	97.4%	+ 0.7%
Days on Market Until Sale	70	49	- 30.0%	98	77	- 21.4%
Inventory of Homes for Sale	22	10	- 54.5%	--	--	--
Months Supply of Inventory	2.3	1.2	- 47.8%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



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Fowler

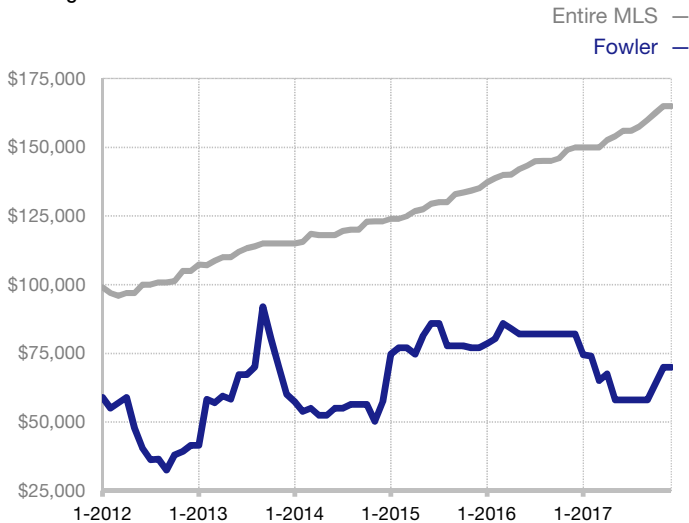
Single Family	December			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 12-2016	Thru 12-2017	Percent Change from Previous Year
Key Metrics						
New Listings	2	1	- 50.0%	28	25	- 10.7%
Sold Listings	1	1	0.0%	21	21	0.0%
Median Sales Price*	\$74,900	\$70,000	- 6.5%	\$82,000	\$69,900	- 14.8%
Average Sales Price*	\$74,900	\$70,000	- 6.5%	\$85,900	\$84,374	- 1.8%
Percent of List Price Received*	85.6%	100.1%	+ 16.9%	94.7%	92.8%	- 2.0%
Days on Market Until Sale	94	79	- 16.0%	163	115	- 29.4%
Inventory of Homes for Sale	12	9	- 25.0%	--	--	--
Months Supply of Inventory	6.9	3.9	- 43.5%	--	--	--

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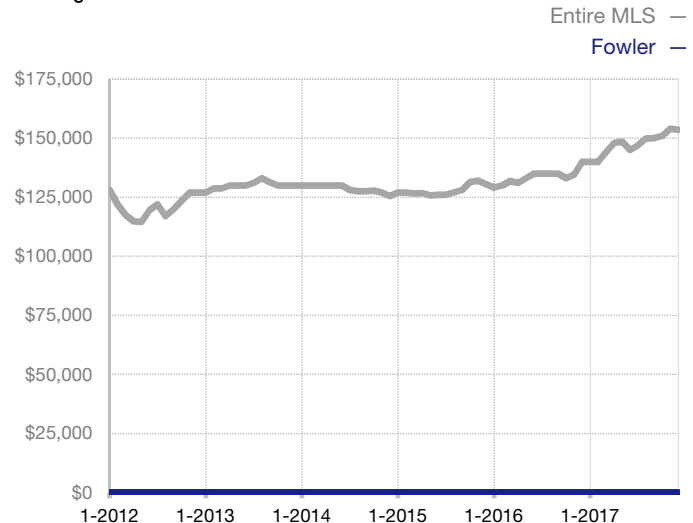
Townhouse-Condo	December			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 12-2016	Thru 12-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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



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Huerfano County

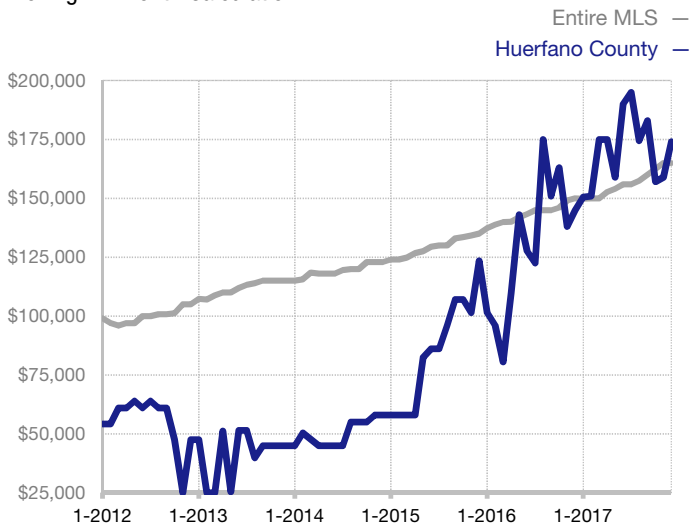
Single Family	December			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 12-2016	Thru 12-2017	Percent Change from Previous Year
Key Metrics						
New Listings	3	5	+ 66.7%	89	104	+ 16.9%
Sold Listings	4	2	- 50.0%	24	35	+ 45.8%
Median Sales Price*	\$147,500	\$248,000	+ 68.1%	\$145,000	\$174,000	+ 20.0%
Average Sales Price*	\$184,375	\$248,000	+ 34.5%	\$164,420	\$214,960	+ 30.7%
Percent of List Price Received*	90.6%	95.8%	+ 5.7%	92.8%	95.8%	+ 3.2%
Days on Market Until Sale	141	131	- 7.1%	148	159	+ 7.4%
Inventory of Homes for Sale	41	57	+ 39.0%	--	--	--
Months Supply of Inventory	17.1	19.5	+ 14.0%	--	--	--

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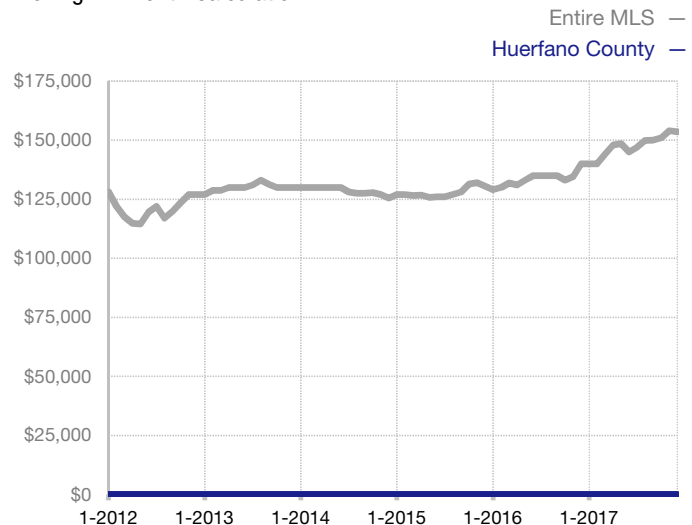
Townhouse-Condo	December			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 12-2016	Thru 12-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	2	1	- 50.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



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La Junta

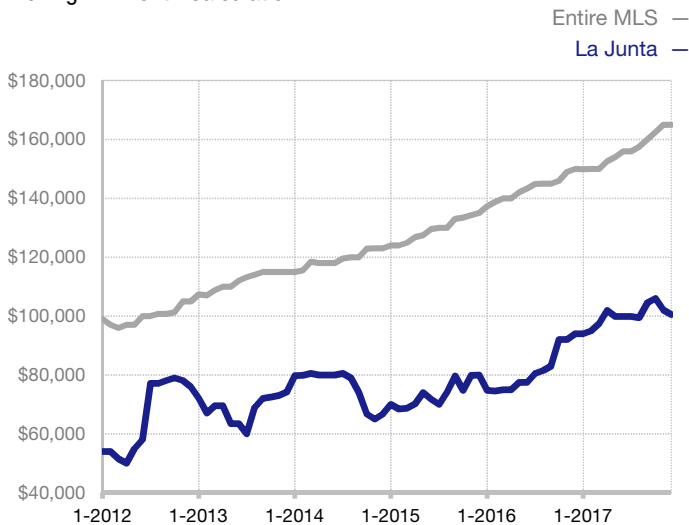
Single Family	December			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 12-2016	Thru 12-2017	Percent Change from Previous Year
Key Metrics						
New Listings	3	4	+ 33.3%	104	87	- 16.3%
Sold Listings	5	10	+ 100.0%	89	86	- 3.4%
Median Sales Price*	\$134,000	\$102,500	- 23.5%	\$94,000	\$100,500	+ 6.9%
Average Sales Price*	\$117,880	\$144,250	+ 22.4%	\$100,332	\$112,623	+ 12.3%
Percent of List Price Received*	95.2%	96.9%	+ 1.8%	95.6%	94.1%	- 1.6%
Days on Market Until Sale	165	154	- 6.7%	144	147	+ 2.1%
Inventory of Homes for Sale	27	15	- 44.4%	--	--	--
Months Supply of Inventory	3.6	2.1	- 41.7%	--	--	--

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

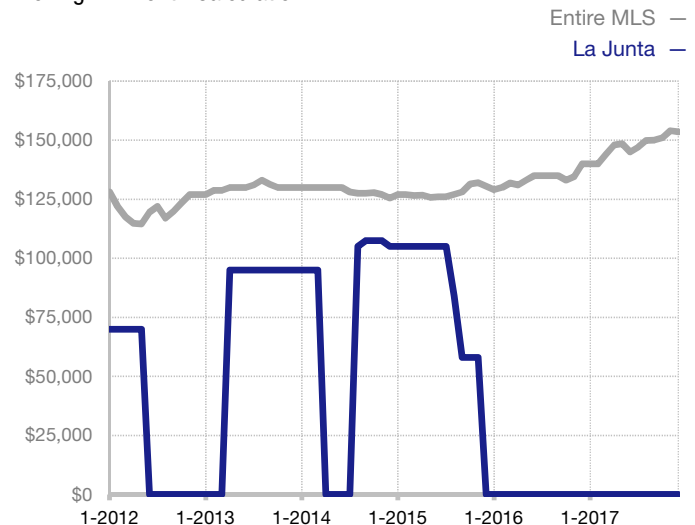
Townhouse-Condo	December			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 12-2016	Thru 12-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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Rolling 12-Month Calculation



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La Junta

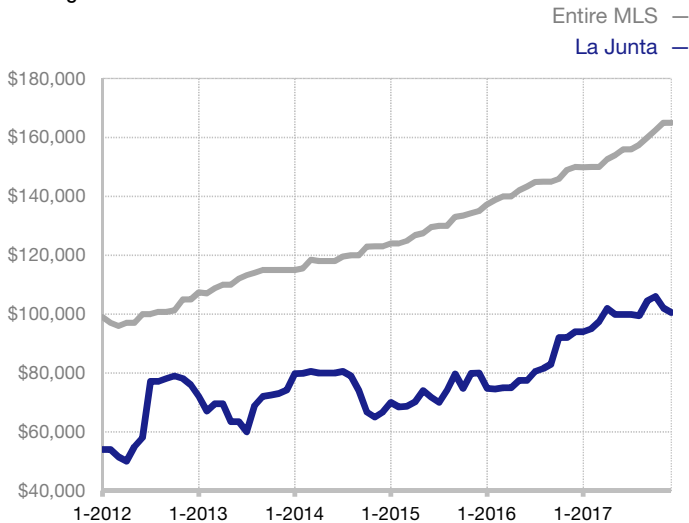
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	2016	2017	Percent Change from Previous Year	Thru 12-2016	Thru 12-2017	Percent Change from Previous Year
Key Metrics						
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Sold Listings	5	10	+ 100.0%	89	86	- 3.4%
Median Sales Price*	\$134,000	\$102,500	- 23.5%	\$94,000	\$100,500	+ 6.9%
Average Sales Price*	\$117,880	\$144,250	+ 22.4%	\$100,332	\$112,623	+ 12.3%
Percent of List Price Received*	95.2%	96.9%	+ 1.8%	95.6%	94.1%	- 1.6%
Days on Market Until Sale	165	154	- 6.7%	144	147	+ 2.1%
Inventory of Homes for Sale	27	15	- 44.4%	--	--	--
Months Supply of Inventory	3.6	2.1	- 41.7%	--	--	--

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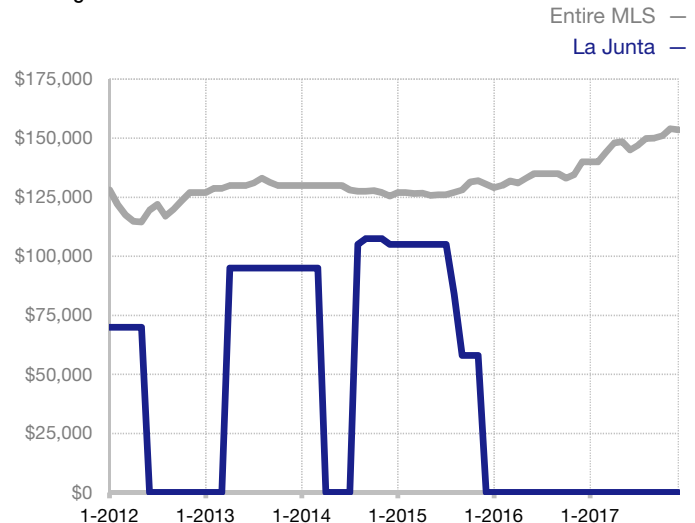
Townhouse-Condo	December			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 12-2016	Thru 12-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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Las Animas

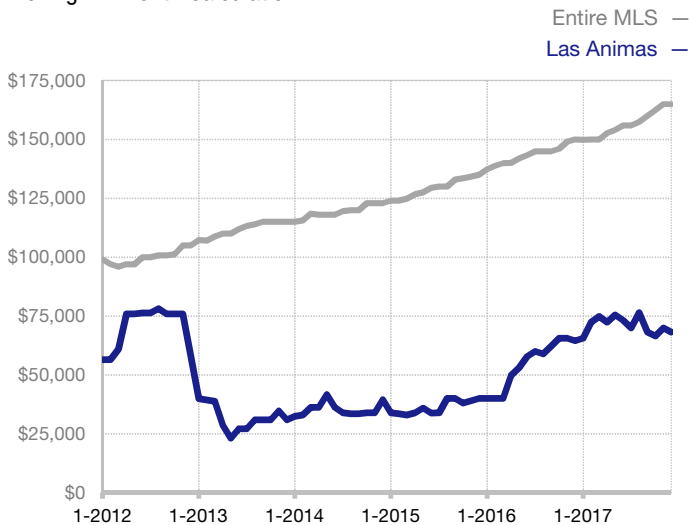
Single Family	December			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 12-2016	Thru 12-2017	Percent Change from Previous Year
Key Metrics						
New Listings	3	3	0.0%	32	34	+ 6.3%
Sold Listings	1	6	+ 500.0%	23	34	+ 47.8%
Median Sales Price*	\$62,500	\$52,000	- 16.8%	\$64,500	\$68,250	+ 5.8%
Average Sales Price*	\$62,500	\$83,500	+ 33.6%	\$73,579	\$79,783	+ 8.4%
Percent of List Price Received*	100.0%	92.3%	- 7.7%	99.3%	94.2%	- 5.1%
Days on Market Until Sale	89	91	+ 2.2%	145	112	- 22.8%
Inventory of Homes for Sale	8	8	0.0%	--	--	--
Months Supply of Inventory	3.1	2.8	- 9.7%	--	--	--

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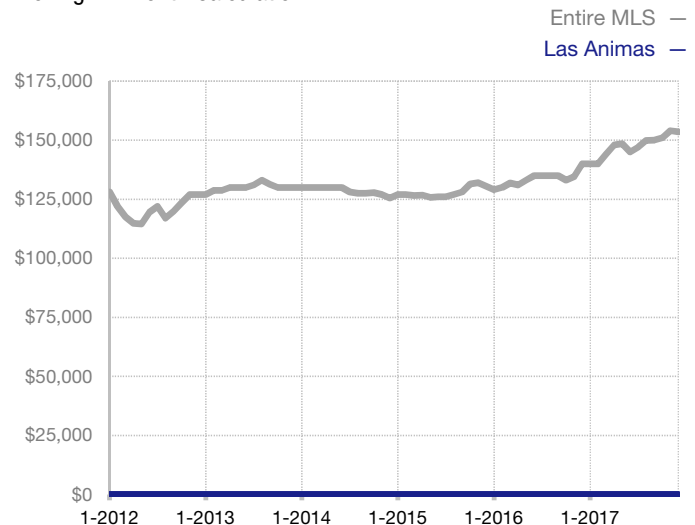
Townhouse-Condo	December			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 12-2016	Thru 12-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
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Manzanola

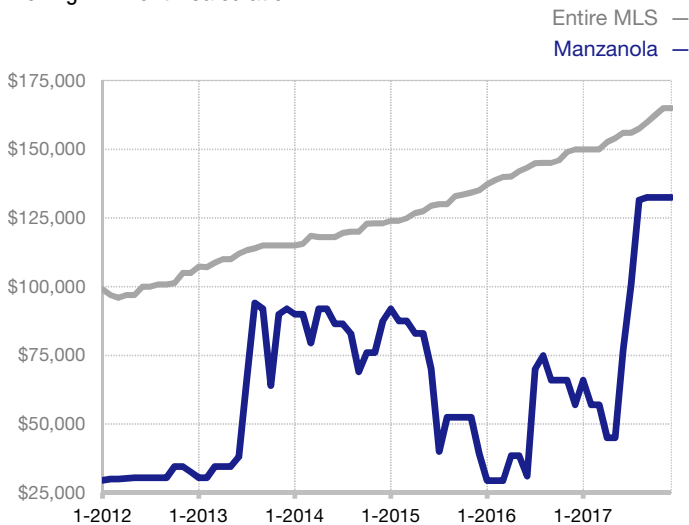
Single Family	December			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 12-2016	Thru 12-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	9	16	+ 77.8%
Sold Listings	1	1	0.0%	7	14	+ 100.0%
Median Sales Price*	\$15,000	\$55,000	+ 266.7%	\$57,000	\$132,500	+ 132.5%
Average Sales Price*	\$15,000	\$55,000	+ 266.7%	\$71,857	\$137,914	+ 91.9%
Percent of List Price Received*	60.0%	88.0%	+ 46.7%	84.3%	95.4%	+ 13.2%
Days on Market Until Sale	36	80	+ 122.2%	128	102	- 20.3%
Inventory of Homes for Sale	3	2	- 33.3%	--	--	--
Months Supply of Inventory	2.6	1.0	- 61.5%	--	--	--

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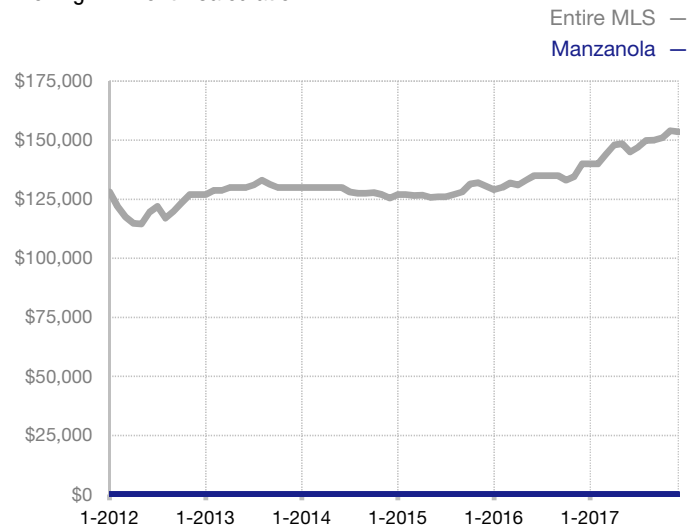
Townhouse-Condo	December			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 12-2016	Thru 12-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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Rocky Ford

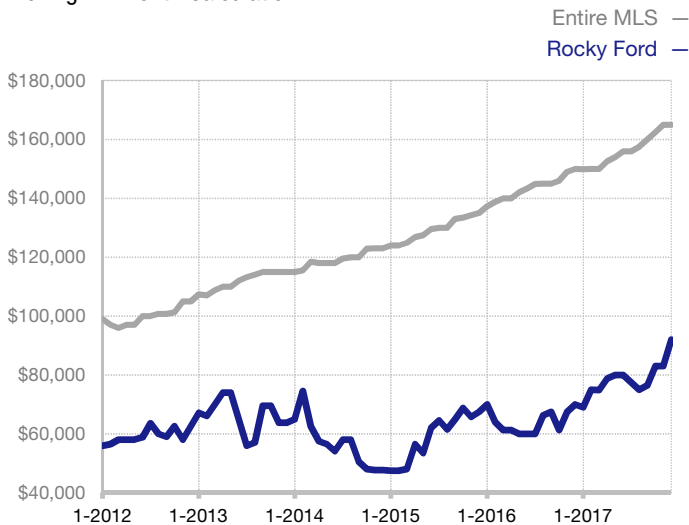
Single Family	December			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 12-2016	Thru 12-2017	Percent Change from Previous Year
Key Metrics						
New Listings	1	4	+ 300.0%	61	62	+ 1.6%
Sold Listings	6	1	- 83.3%	61	44	- 27.9%
Median Sales Price*	\$71,500	\$125,000	+ 74.8%	\$70,000	\$92,000	+ 31.4%
Average Sales Price*	\$77,159	\$125,000	+ 62.0%	\$84,175	\$109,451	+ 30.0%
Percent of List Price Received*	94.1%	92.6%	- 1.6%	94.4%	95.2%	+ 0.8%
Days on Market Until Sale	123	69	- 43.9%	184	134	- 27.2%
Inventory of Homes for Sale	17	13	- 23.5%	--	--	--
Months Supply of Inventory	3.3	3.5	+ 6.1%	--	--	--

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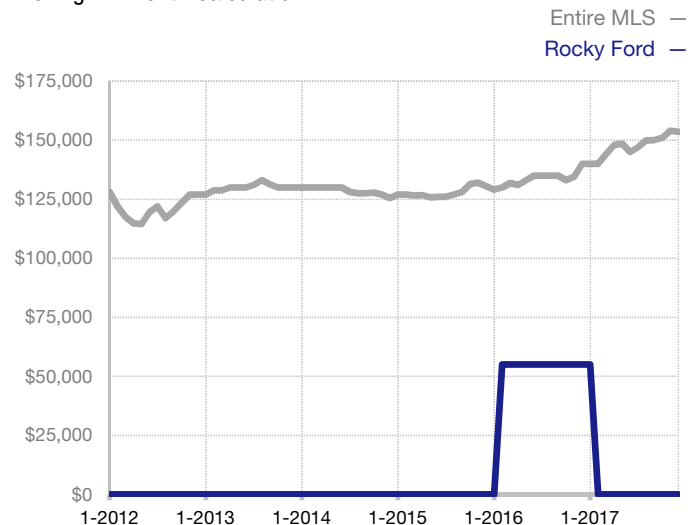
Townhouse-Condo	December			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 12-2016	Thru 12-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$55,000	\$0	- 100.0%
Average Sales Price*	\$0	\$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	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Monthly Indicators



December 2017

Percent changes calculated using year-over-year comparisons.

New Listings were up 40.2 percent for single family homes but decreased 25.0 percent for townhouse-condo properties. Pending Sales increased 21.3 percent for single family homes and 40.0 percent for townhouse-condo properties.

The Median Sales Price was up 5.2 percent to \$160,000 for single family homes and 9.7 percent to \$166,750 for townhouse-condo properties. Days on Market decreased 16.3 percent for single family homes and 14.3 percent for condo properties.

Unemployment rates have remained low throughout 2017, and wages have shown improvement, though not always to levels that match home price increases. Yet housing demand remained incredibly strong in 2017, even in the face of higher mortgage rates that are likely to increase further in 2018. Home building and selling professionals are both cautiously optimistic for the year ahead. Housing and economic indicators give reason for this optimism, with or without new federal tax legislation.

Activity Snapshot

- 9.4%	+ 5.2%	- 27.9%
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	12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		127	178	+ 40.2%	3,150	3,359	+ 6.6%
Pending Sales		141	171	+ 21.3%	2,500	2,799	+ 12.0%
Sold Listings		191	180	- 5.8%	2,463	2,761	+ 12.1%
Median Sales Price		\$152,145	\$160,000	+ 5.2%	\$155,000	\$170,000	+ 9.7%
Avg. Sales Price		\$171,240	\$171,670	+ 0.3%	\$166,868	\$177,847	+ 6.6%
Pct. of List Price Received		98.1%	98.2%	+ 0.1%	97.7%	98.0%	+ 0.3%
Days on Market		98	82	- 16.3%	92	83	- 9.8%
Affordability Index		227	223	- 1.8%	223	210	- 5.8%
Active Listings		513	375	- 26.9%	--	--	--
Months Supply		2.5	1.6	- 36.0%	--	--	--

Townhouse-Condo Market Overview

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

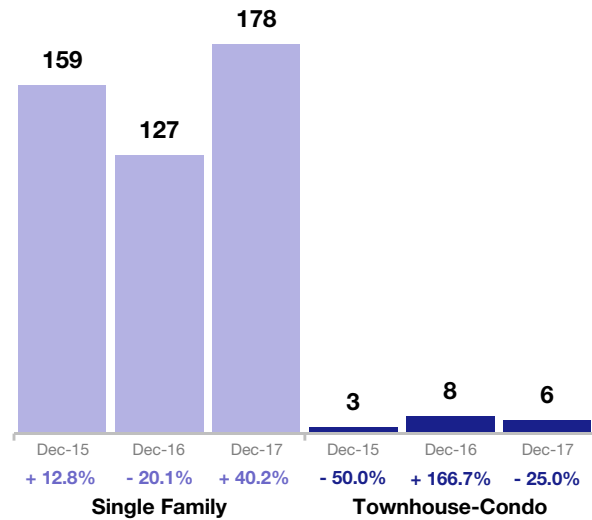


Key Metrics	Historical Sparkbars	12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		8	6	- 25.0%	123	112	- 8.9%
Pending Sales		5	7	+ 40.0%	112	105	- 6.3%
Sold Listings		12	4	- 66.7%	115	101	- 12.2%
Median Sales Price		\$152,000	\$166,750	+ 9.7%	\$139,111	\$151,000	+ 8.5%
Avg. Sales Price		\$146,317	\$163,350	+ 11.6%	\$153,370	\$163,316	+ 6.5%
Pct. of List Price Received		98.4%	99.7%	+ 1.3%	96.7%	97.5%	+ 0.8%
Days on Market		70	60	- 14.3%	98	77	- 21.4%
Affordability Index		227	214	- 5.7%	248	236	- 4.8%
Active Listings		22	11	- 50.0%	--	--	--
Months Supply		2.3	1.3	- 43.5%	--	--	--

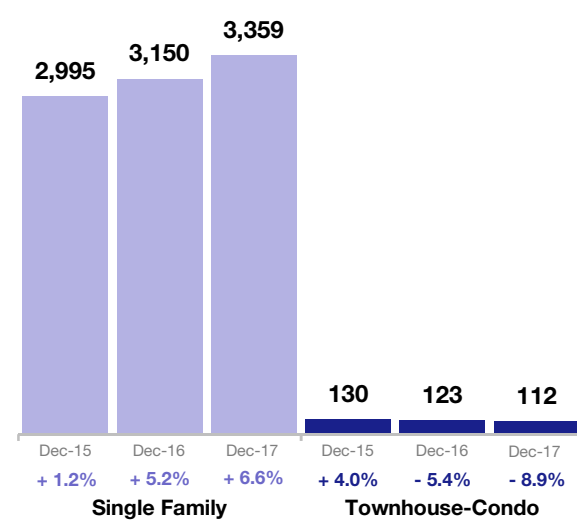
New Listings



December

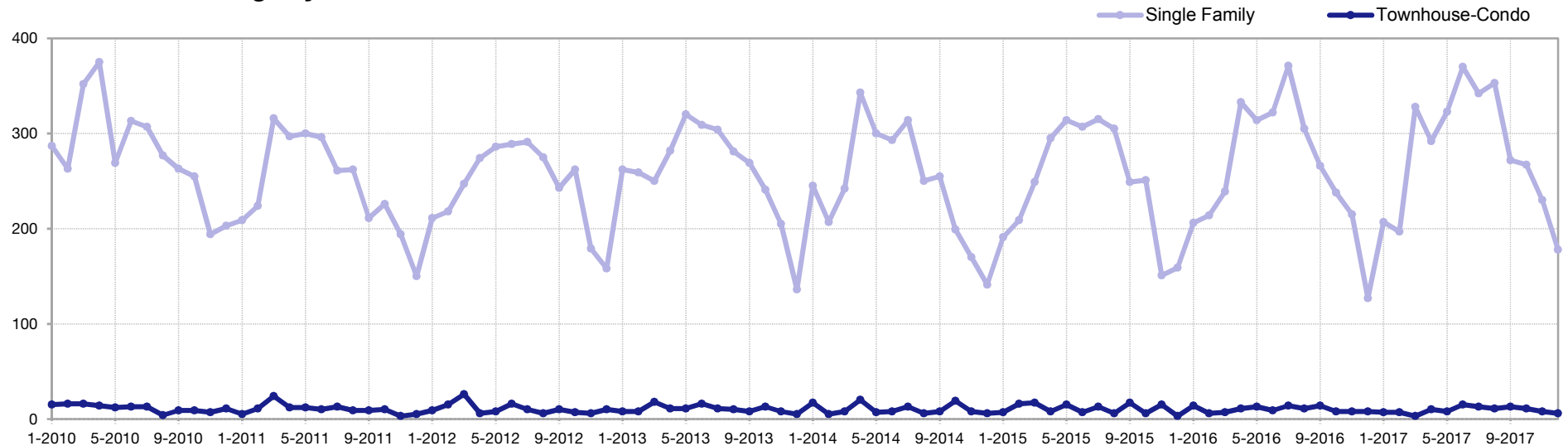


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2017	207	+0.5%	7	-50.0%
Feb-2017	197	-7.9%	7	+16.7%
Mar-2017	328	+37.2%	3	-57.1%
Apr-2017	292	-12.3%	10	-9.1%
May-2017	323	+2.9%	8	-38.5%
Jun-2017	370	+14.9%	15	+66.7%
Jul-2017	342	-7.8%	13	-7.1%
Aug-2017	353	+15.7%	11	0.0%
Sep-2017	272	+2.3%	13	-7.1%
Oct-2017	267	+12.2%	11	+37.5%
Nov-2017	230	+7.0%	8	0.0%
Dec-2017	178	+40.2%	6	-25.0%

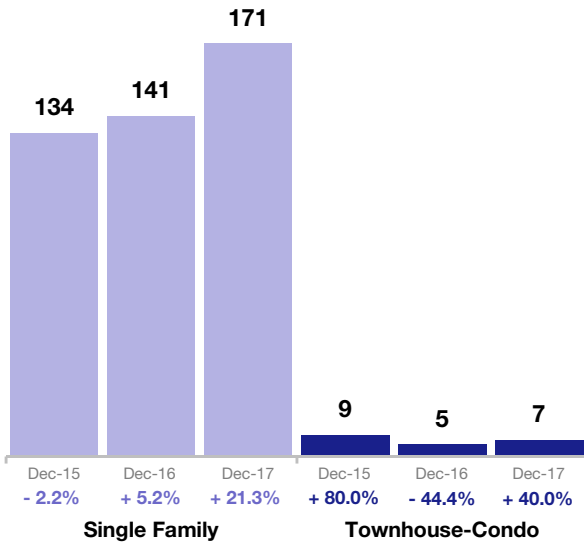
Historical New Listings by Month



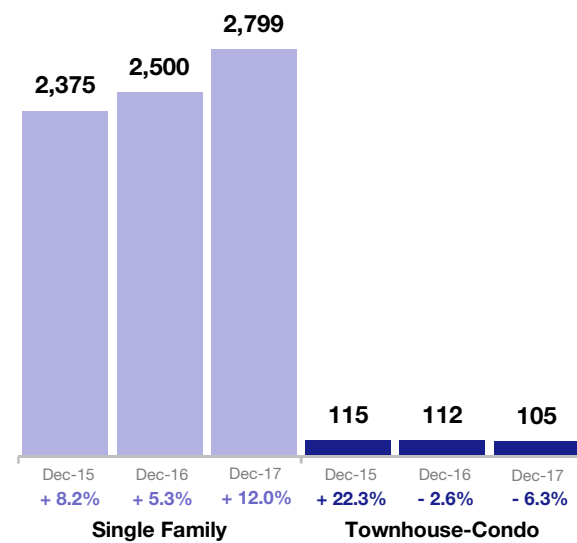
Pending Sales



December

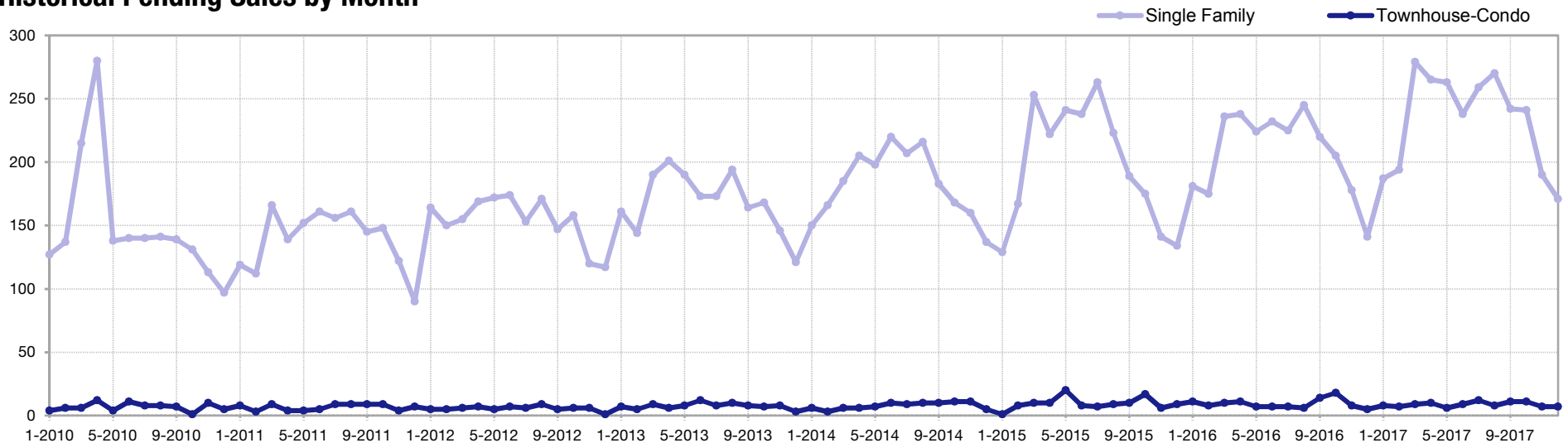


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2017	187	+3.3%	8	-27.3%
Feb-2017	194	+10.9%	7	-12.5%
Mar-2017	279	+18.2%	9	-10.0%
Apr-2017	265	+11.3%	10	-9.1%
May-2017	263	+17.4%	6	-14.3%
Jun-2017	238	+2.6%	9	+28.6%
Jul-2017	259	+15.1%	12	+71.4%
Aug-2017	270	+10.2%	8	+33.3%
Sep-2017	242	+10.0%	11	-21.4%
Oct-2017	241	+17.6%	11	-38.9%
Nov-2017	190	+6.7%	7	-12.5%
Dec-2017	171	+21.3%	7	+40.0%

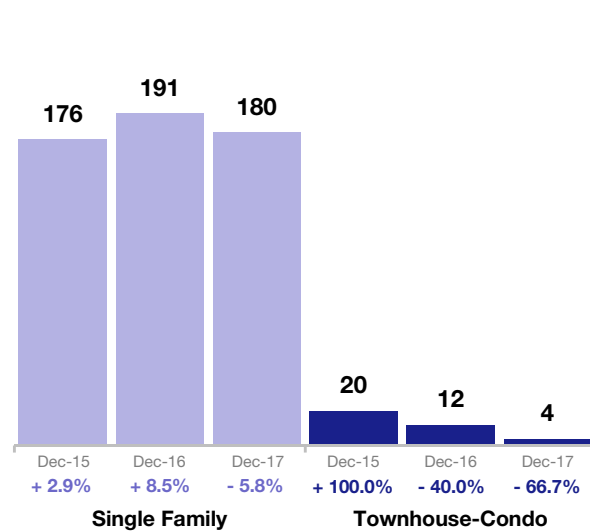
Historical Pending Sales by Month



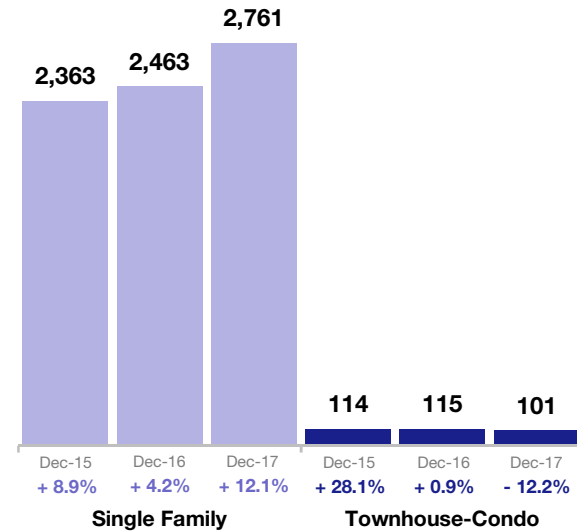
Sold Listings



December

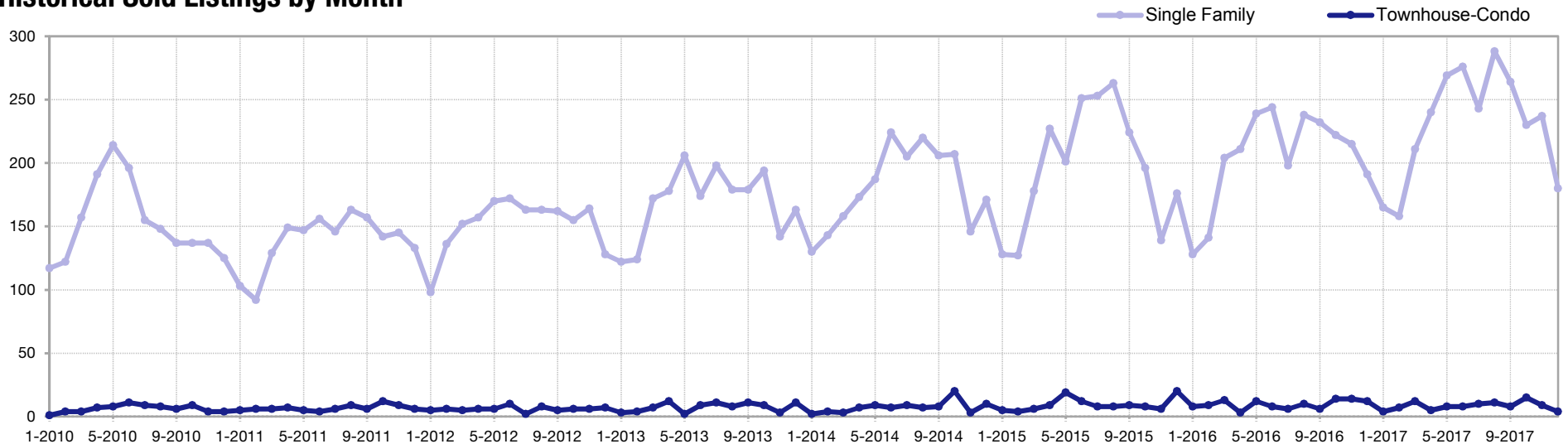


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2017	165	+28.9%	4	-50.0%
Feb-2017	158	+12.1%	7	-22.2%
Mar-2017	211	+3.4%	12	-7.7%
Apr-2017	240	+13.7%	5	+66.7%
May-2017	269	+12.6%	8	-33.3%
Jun-2017	276	+13.1%	8	0.0%
Jul-2017	243	+22.7%	10	+66.7%
Aug-2017	288	+21.0%	11	+10.0%
Sep-2017	264	+13.8%	8	+33.3%
Oct-2017	230	+3.6%	15	+7.1%
Nov-2017	237	+10.2%	9	-35.7%
Dec-2017	180	-5.8%	4	-66.7%

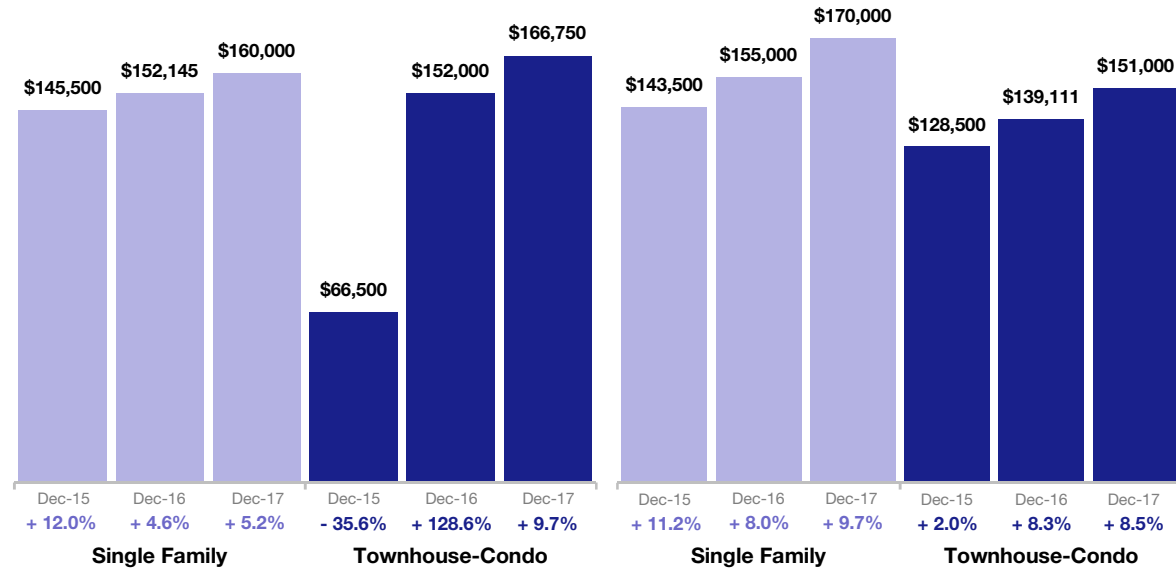
Historical Sold Listings by Month



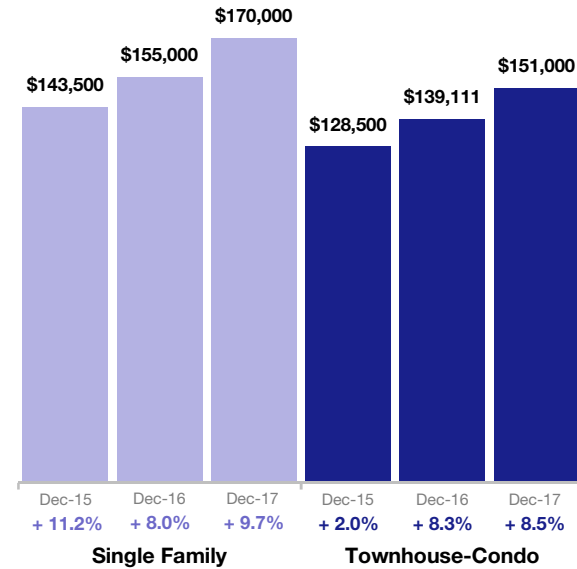
Median Sales Price



December

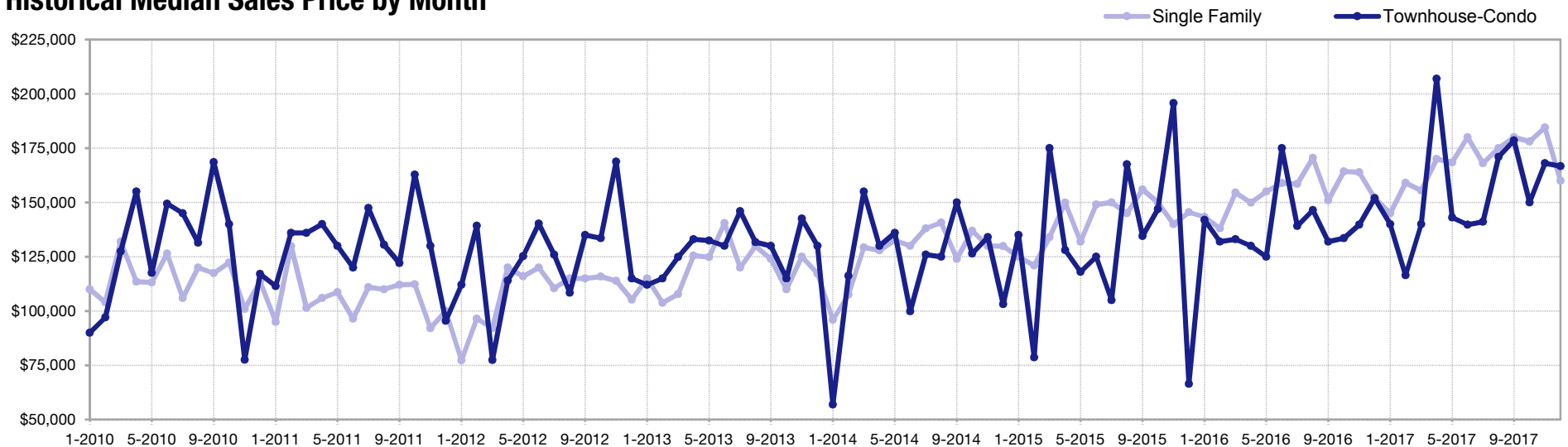


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2017	\$145,000	+1.2%	\$140,000	-1.4%
Feb-2017	\$159,000	+15.2%	\$116,500	-11.7%
Mar-2017	\$155,511	+0.7%	\$140,000	+5.3%
Apr-2017	\$170,000	+13.4%	\$207,000	+59.2%
May-2017	\$168,450	+8.7%	\$143,000	+14.4%
Jun-2017	\$180,000	+13.2%	\$139,750	-20.1%
Jul-2017	\$168,100	+6.1%	\$141,100	+1.4%
Aug-2017	\$175,000	+2.6%	\$171,000	+16.8%
Sep-2017	\$180,000	+19.2%	\$178,500	+35.2%
Oct-2017	\$178,000	+8.4%	\$150,000	+12.3%
Nov-2017	\$184,500	+12.5%	\$168,000	+20.3%
Dec-2017	\$160,000	+5.2%	\$166,750	+9.7%

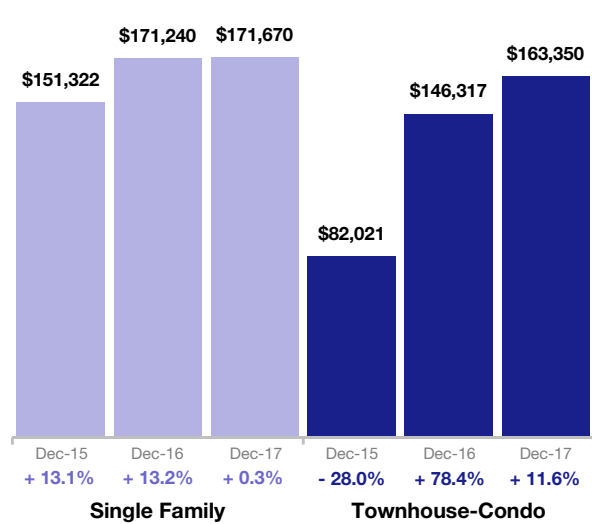
Historical Median Sales Price by Month



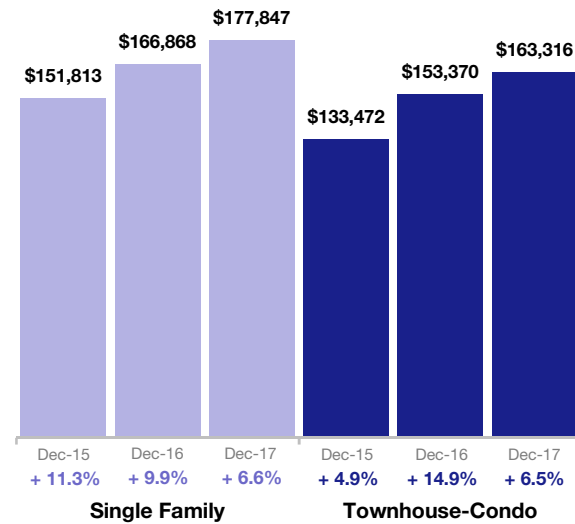
Average Sales Price



December

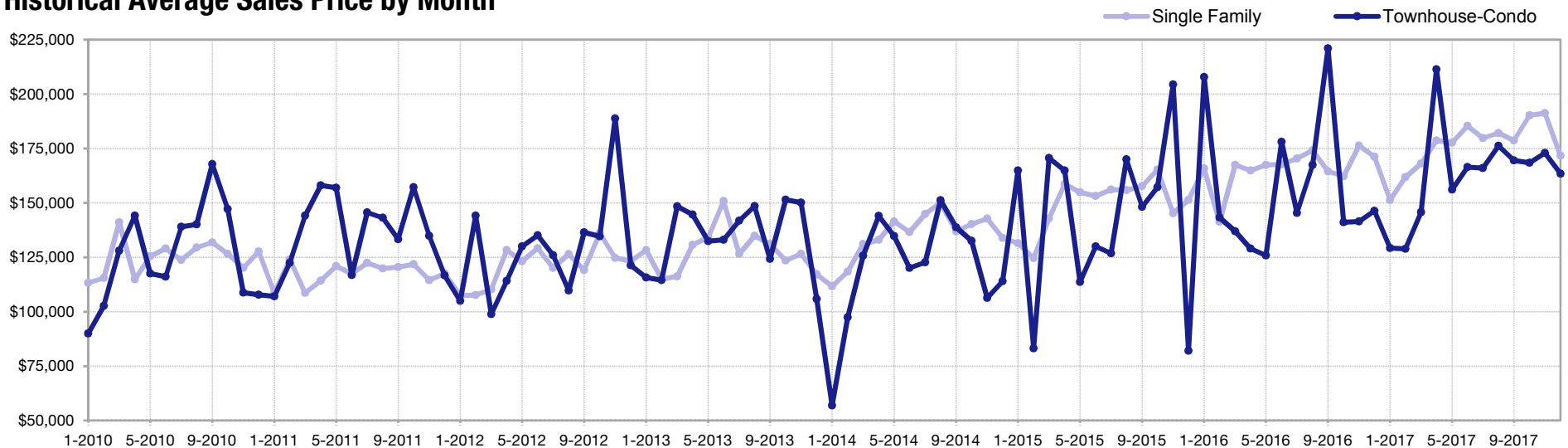


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2017	\$151,364	-8.8%	\$129,225	-37.8%
Feb-2017	\$161,805	+14.5%	\$128,857	-10.1%
Mar-2017	\$168,015	+0.4%	\$145,742	+6.4%
Apr-2017	\$178,606	+8.4%	\$211,338	+63.8%
May-2017	\$177,661	+6.1%	\$156,063	+24.0%
Jun-2017	\$185,417	+10.6%	\$166,425	-6.5%
Jul-2017	\$179,724	+5.5%	\$166,030	+14.3%
Aug-2017	\$182,017	+4.5%	\$176,195	+5.2%
Sep-2017	\$178,670	+8.6%	\$169,500	-23.3%
Oct-2017	\$190,227	+17.3%	\$168,435	+19.4%
Nov-2017	\$191,210	+8.4%	\$172,906	+22.3%
Dec-2017	\$171,670	+0.3%	\$163,350	+11.6%

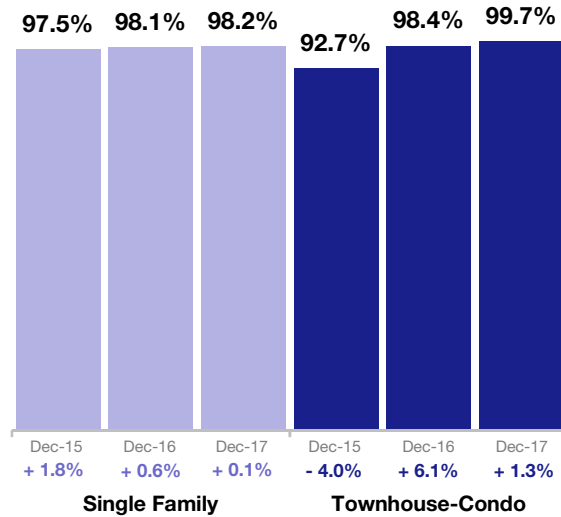
Historical Average Sales Price by Month



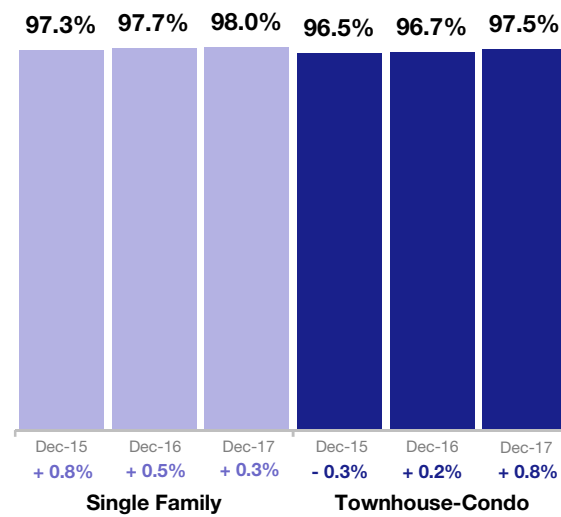
Percent of List Price Received



December

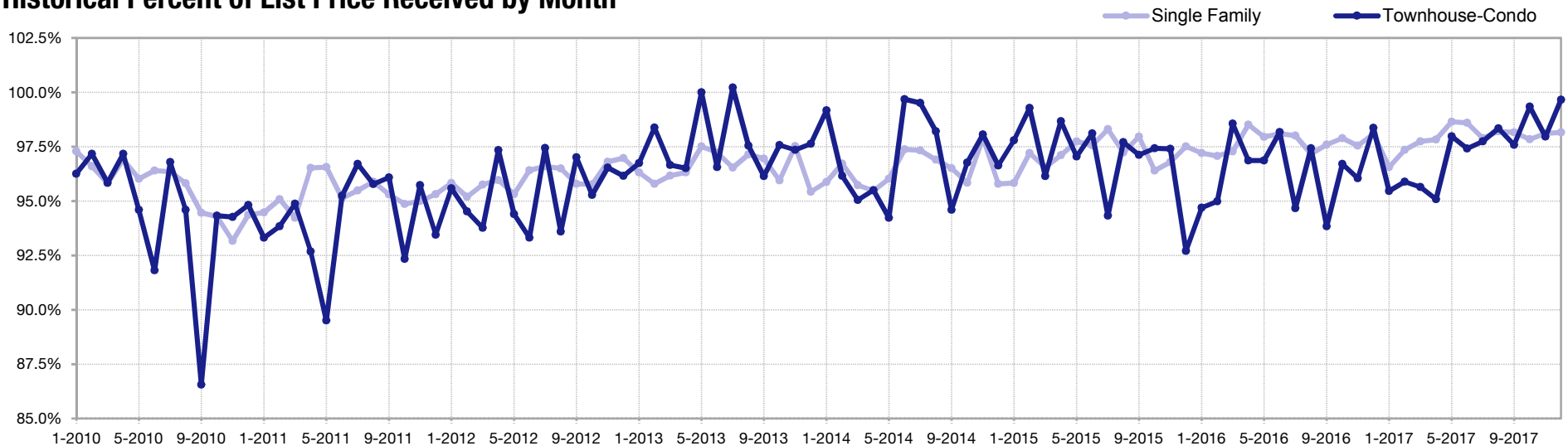


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2017	96.6%	-0.6%	95.5%	+0.8%
Feb-2017	97.4%	+0.3%	95.9%	+0.9%
Mar-2017	97.7%	+0.4%	95.6%	-3.0%
Apr-2017	97.8%	-0.7%	95.1%	-1.9%
May-2017	98.6%	+0.6%	98.0%	+1.1%
Jun-2017	98.6%	+0.5%	97.4%	-0.8%
Jul-2017	97.9%	-0.1%	97.7%	+3.2%
Aug-2017	98.2%	+1.0%	98.3%	+0.9%
Sep-2017	98.2%	+0.6%	97.6%	+4.1%
Oct-2017	97.8%	-0.1%	99.3%	+2.7%
Nov-2017	98.1%	+0.6%	98.0%	+2.1%
Dec-2017	98.2%	+0.1%	99.7%	+1.3%

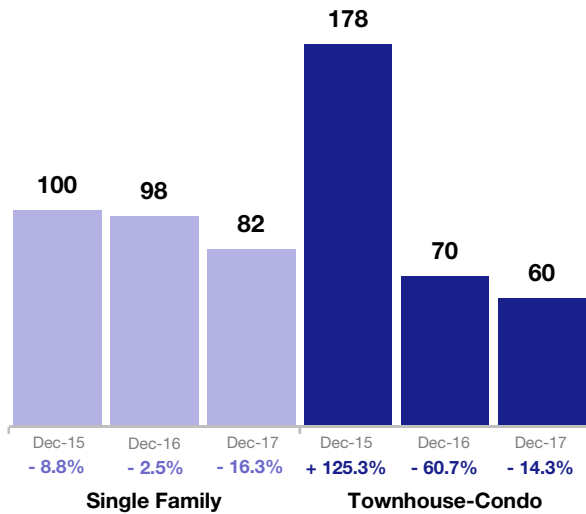
Historical Percent of List Price Received by Month



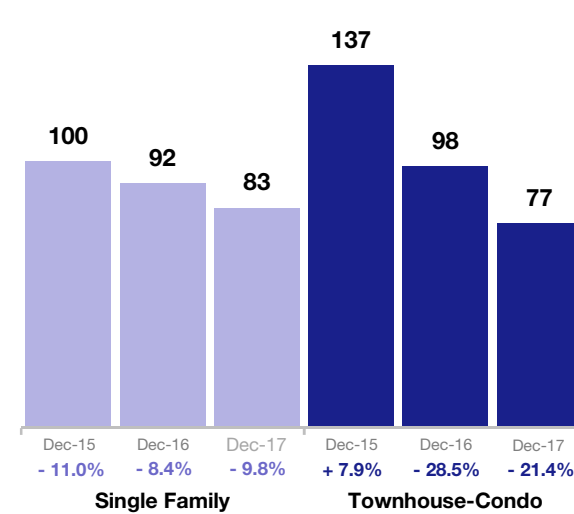
Days on Market Until Sale



December

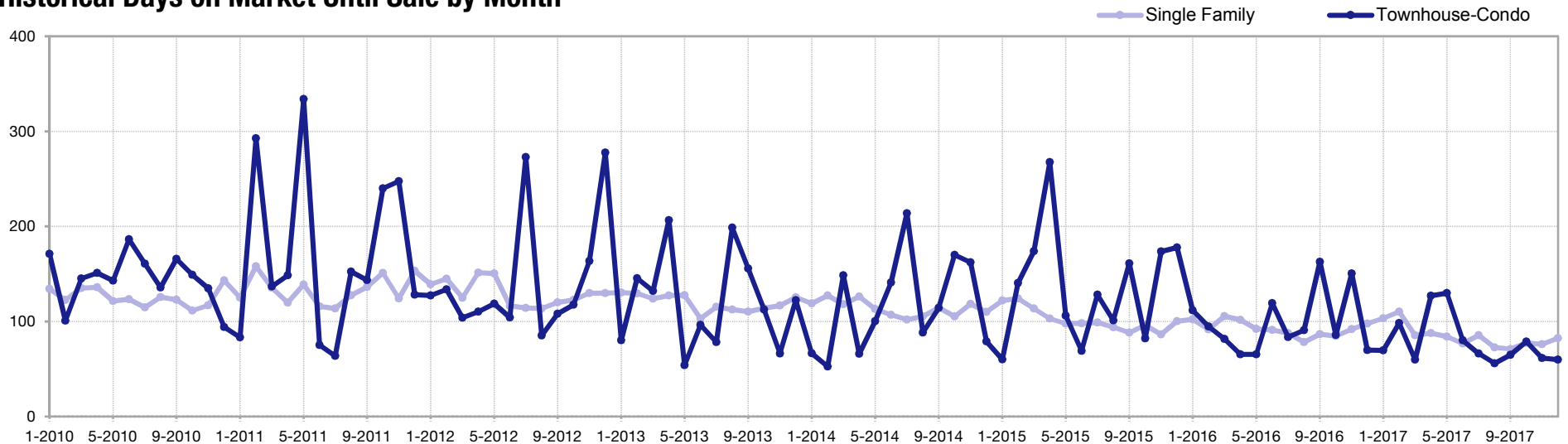


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2017	103	+1.0%	70	-37.5%
Feb-2017	110	+19.6%	98	+3.2%
Mar-2017	85	-19.8%	60	-26.8%
Apr-2017	88	-13.7%	127	+92.4%
May-2017	84	-8.7%	130	+97.0%
Jun-2017	77	-15.4%	80	-32.8%
Jul-2017	85	-3.4%	66	-21.4%
Aug-2017	73	-6.4%	56	-38.5%
Sep-2017	71	-18.4%	65	-60.1%
Oct-2017	78	-8.2%	79	-8.1%
Nov-2017	76	-17.4%	61	-59.3%
Dec-2017	82	-16.3%	60	-14.3%

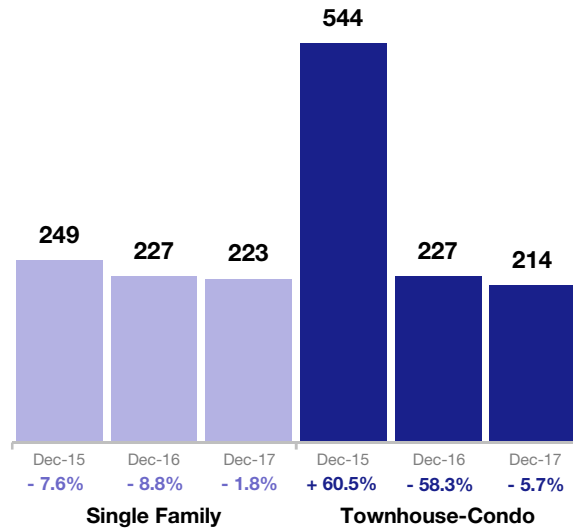
Historical Days on Market Until Sale by Month



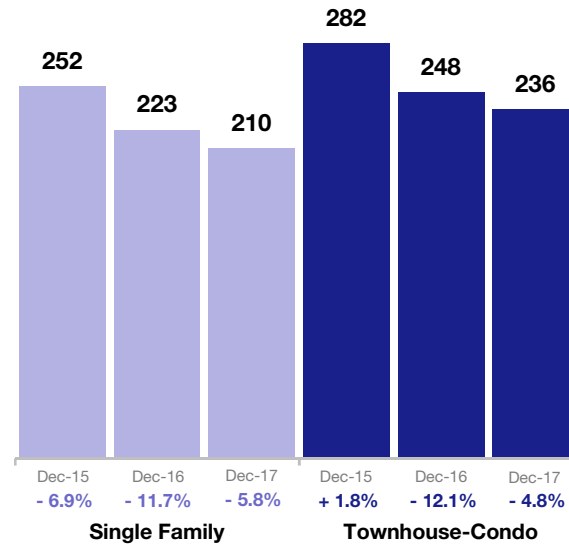
Housing Affordability Index



December

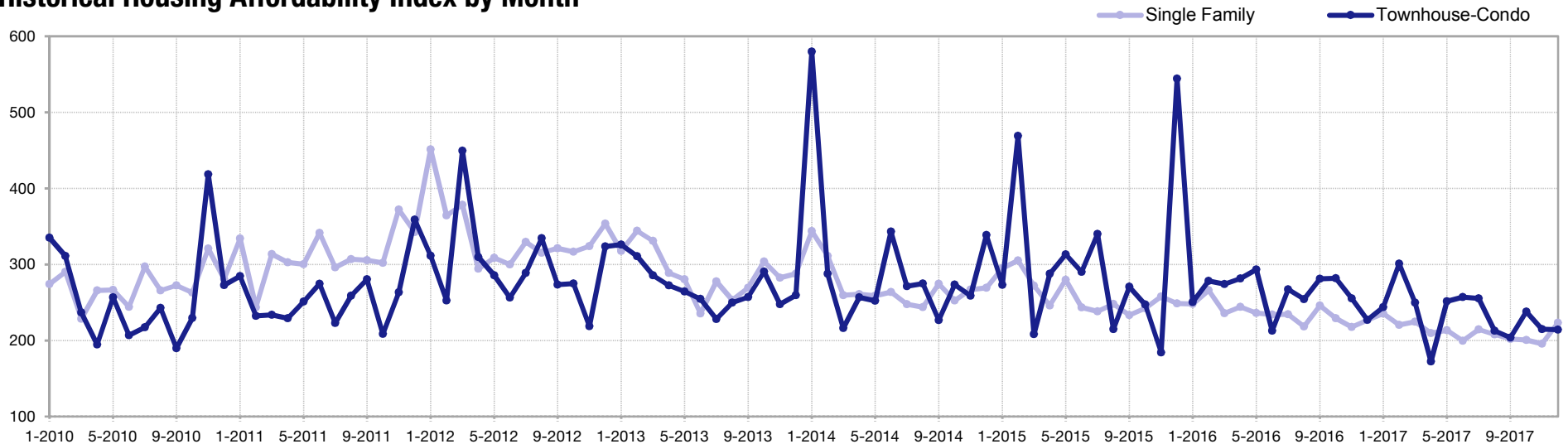


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2017	235	-5.2%	244	-2.4%
Feb-2017	221	-16.9%	301	+7.9%
Mar-2017	225	-4.7%	250	-8.8%
Apr-2017	210	-13.9%	172	-39.0%
May-2017	214	-9.3%	252	-14.0%
Jun-2017	200	-14.5%	257	+20.7%
Jul-2017	214	-8.5%	255	-4.5%
Aug-2017	208	-4.6%	213	-16.1%
Sep-2017	202	-17.9%	204	-27.4%
Oct-2017	201	-12.2%	238	-15.6%
Nov-2017	196	-10.1%	215	-15.7%
Dec-2017	223	-1.8%	214	-5.7%

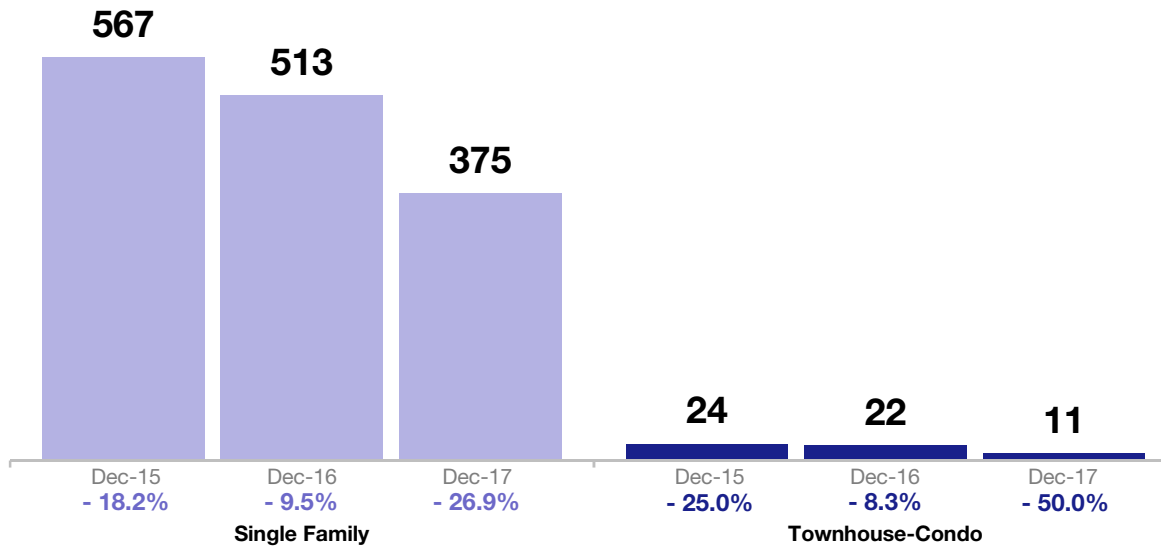
Historical Housing Affordability Index by Month



Inventory of Active Listings

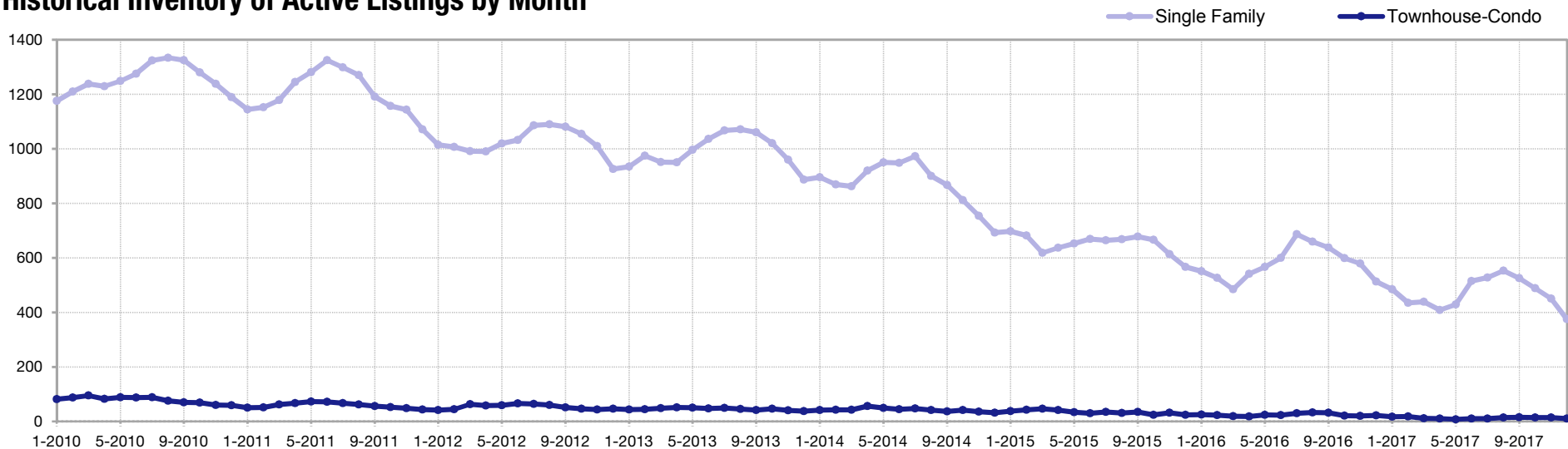


December



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2017	485	-12.0%	17	-32.0%
Feb-2017	435	-17.5%	18	-21.7%
Mar-2017	439	-9.5%	12	-36.8%
Apr-2017	409	-24.4%	11	-38.9%
May-2017	429	-24.3%	8	-66.7%
Jun-2017	515	-14.2%	11	-52.2%
Jul-2017	528	-23.1%	11	-63.3%
Aug-2017	553	-16.1%	14	-57.6%
Sep-2017	526	-17.6%	15	-53.1%
Oct-2017	489	-18.4%	14	-33.3%
Nov-2017	451	-22.1%	14	-30.0%
Dec-2017	375	-26.9%	11	-50.0%

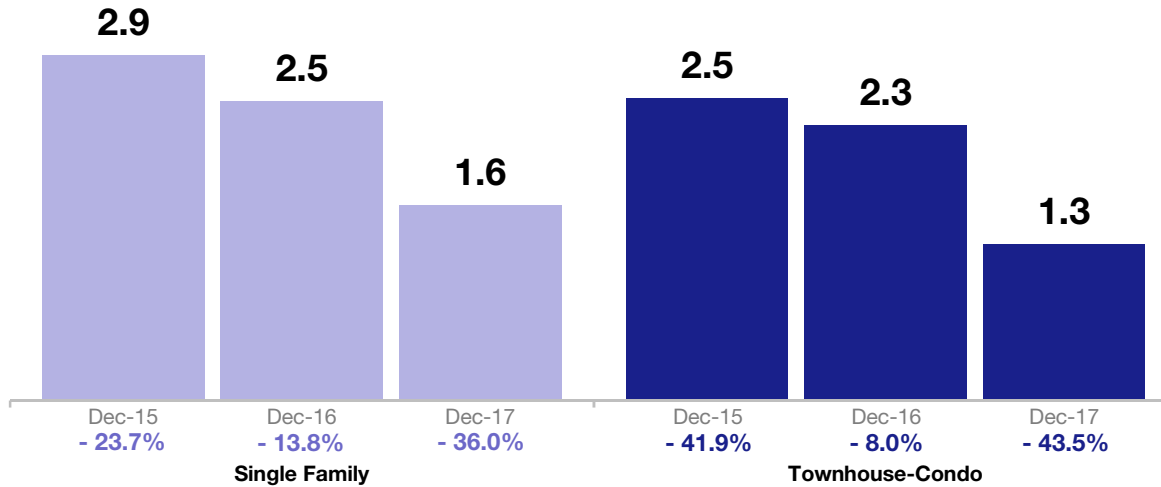
Historical Inventory of Active Listings by Month



Months Supply of Inventory

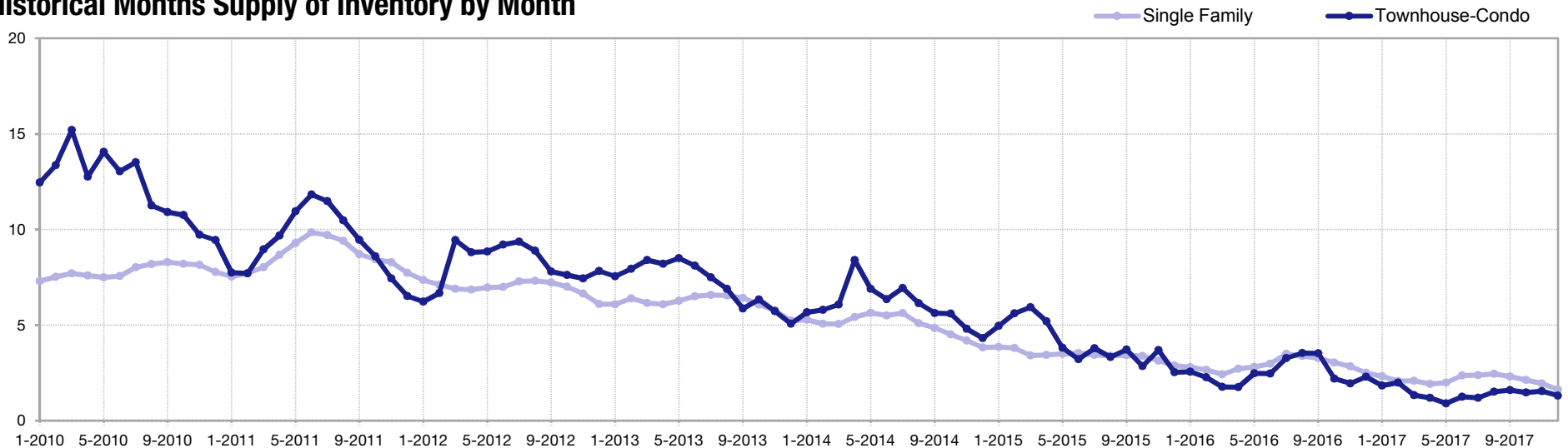


December



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2017	2.3	-17.9%	1.8	-30.8%
Feb-2017	2.1	-22.2%	2.0	-13.0%
Mar-2017	2.1	-12.5%	1.3	-27.8%
Apr-2017	1.9	-29.6%	1.2	-33.3%
May-2017	2.0	-28.6%	0.9	-64.0%
Jun-2017	2.4	-20.0%	1.2	-52.0%
Jul-2017	2.4	-31.4%	1.2	-63.6%
Aug-2017	2.4	-29.4%	1.5	-57.1%
Sep-2017	2.3	-30.3%	1.6	-54.3%
Oct-2017	2.1	-30.0%	1.5	-31.8%
Nov-2017	2.0	-28.6%	1.5	-25.0%
Dec-2017	1.6	-36.0%	1.3	-43.5%

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.



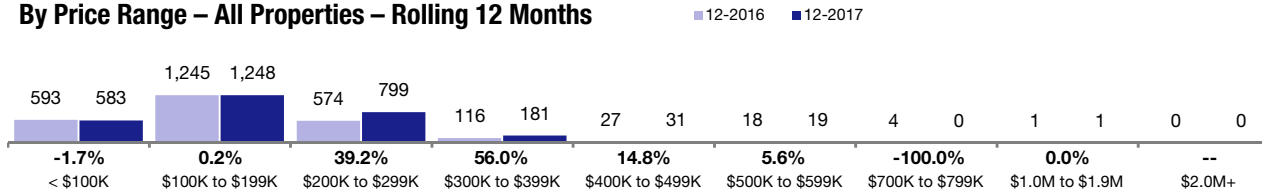
Key Metrics	Historical Sparkbars	12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		135	184	+ 36.3%	3,273	3,471	+ 6.0%
Pending Sales		146	178	+ 21.9%	2,612	2,904	+ 11.2%
Sold Listings		203	184	- 9.4%	2,578	2,862	+ 11.0%
Median Sales Price		\$152,145	\$160,000	+ 5.2%	\$155,000	\$169,000	+ 9.0%
Avg. Sales Price		\$169,767	\$171,489	+ 1.0%	\$166,265	\$177,334	+ 6.7%
Pct. of List Price Received		98.1%	98.2%	+ 0.1%	97.7%	98.0%	+ 0.3%
Days on Market		96	82	- 14.6%	92	83	- 9.8%
Affordability Index		227	223	- 1.8%	223	211	- 5.4%
Active Listings		535	386	- 27.9%	--	--	--
Months Supply		2.5	1.6	- 36.0%	--	--	--

Sold Listings

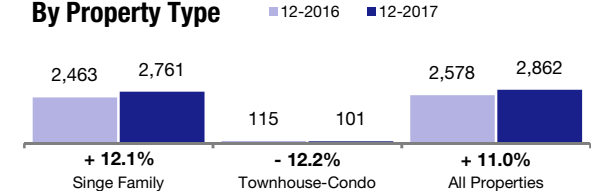
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	12-2016	12-2017	Change	12-2016	12-2017	Change
\$99,999 and Below	566	569	+ 0.5%	27	14	- 48.1%
\$100,000 to \$199,999	1,176	1,183	+ 0.6%	69	65	- 5.8%
\$200,000 to \$299,999	558	781	+ 40.0%	16	18	+ 12.5%
\$300,000 to \$399,999	116	177	+ 52.6%	0	4	--
\$400,000 to \$499,999	26	31	+ 19.2%	1	0	- 100.0%
\$500,000 to \$699,999	16	19	+ 18.8%	2	0	- 100.0%
\$700,000 to \$999,999	4	0	- 100.0%	0	0	--
\$1,000,000 to \$1,999,999	1	1	0.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,463	2,761	+ 12.1%	115	101	- 12.2%

Compared to Prior Month

By Price Range	Single Family			Condo		
	11-2017	12-2017	Change	11-2017	12-2017	Change
\$99,999 and Below	36	39	+ 8.3%	0	0	--
\$100,000 to \$199,999	107	78	- 27.1%	7	4	- 42.9%
\$200,000 to \$299,999	68	50	- 26.5%	2	0	- 100.0%
\$300,000 to \$399,999	17	11	- 35.3%	0	0	--
\$400,000 to \$499,999	6	2	- 66.7%	0	0	--
\$500,000 to \$699,999	3	0	- 100.0%	0	0	--
\$700,000 to \$999,999	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	237	180	- 24.1%	9	4	- 55.6%

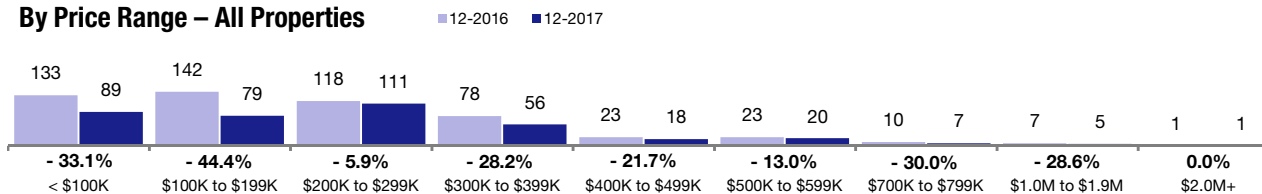
Year to Date

By Price Range	Single Family			Condo		
	12-2016	12-2017	Change	12-2016	12-2017	Change
\$99,999 and Below	566	569	+ 0.5%	27	14	- 48.1%
\$100,000 to \$199,999	1,176	1,183	+ 0.6%	69	65	- 5.8%
\$200,000 to \$299,999	558	781	+ 40.0%	16	18	+ 12.5%
\$300,000 to \$399,999	116	177	+ 52.6%	0	4	--
\$400,000 to \$499,999	26	31	+ 19.2%	1	0	- 100.0%
\$500,000 to \$699,999	16	19	+ 18.8%	2	0	- 100.0%
\$700,000 to \$999,999	4	0	- 100.0%	0	0	--
\$1,000,000 to \$1,999,999	1	1	0.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,463	2,761	+ 12.1%	115	101	- 12.2%

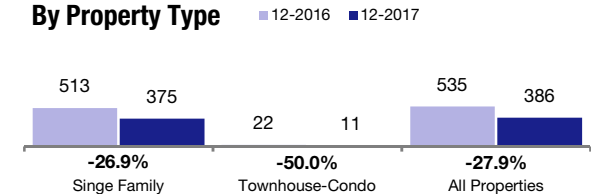
Inventory of Active Listings

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		
	12-2016	12-2017	Change	12-2016	12-2017	Change
\$99,999 and Below	129	89	- 31.0%	4	0	- 100.0%
\$100,000 to \$199,999	135	75	- 44.4%	7	4	- 42.9%
\$200,000 to \$299,999	111	109	- 1.8%	7	2	- 71.4%
\$300,000 to \$399,999	74	51	- 31.1%	4	5	+ 25.0%
\$400,000 to \$499,999	23	18	- 21.7%	0	0	--
\$500,000 to \$699,999	23	20	- 13.0%	0	0	--
\$700,000 to \$999,999	10	7	- 30.0%	0	0	--
\$1,000,000 to \$1,999,999	7	5	- 28.6%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	513	375	- 26.9%	22	11	- 50.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	11-2017	12-2017	Change	11-2017	12-2017	Change
\$99,999 and Below	97	89	- 8.2%	0	0	--
\$100,000 to \$199,999	110	75	- 31.8%	6	4	- 33.3%
\$200,000 to \$299,999	119	109	- 8.4%	3	2	- 33.3%
\$300,000 to \$399,999	59	51	- 13.6%	5	5	0.0%
\$400,000 to \$499,999	26	18	- 30.8%	0	0	--
\$500,000 to \$699,999	24	20	- 16.7%	0	0	--
\$700,000 to \$999,999	10	7	- 30.0%	0	0	--
\$1,000,000 to \$1,999,999	5	5	0.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	451	375	- 16.9%	14	11	- 21.4%

Year to Date

By Price Range	Single Family			Condo		
	12-2016	12-2017	Change	12-2016	12-2017	Change
\$99,999 and Below	129	89	- 31.0%	4	0	- 100.0%
\$100,000 to \$199,999	135	75	- 44.4%	7	4	- 42.9%
\$200,000 to \$299,999	111	109	- 1.8%	7	2	- 71.4%
\$300,000 to \$399,999	74	51	- 31.1%	4	5	+ 25.0%
\$400,000 to \$499,999	23	18	- 21.7%	0	0	--
\$500,000 to \$699,999	23	20	- 13.0%	0	0	--
\$700,000 to \$999,999	10	7	- 30.0%	0	0	--
\$1,000,000 to \$1,999,999	7	5	- 28.6%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	513	375	- 26.9%	22	11	- 50.0%

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

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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