

Local Market Update for January 2017

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

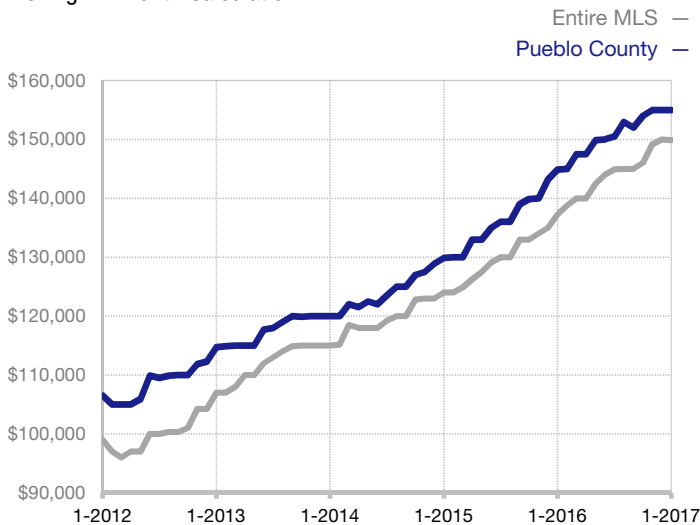
Single Family Key Metrics	January			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 01-2016	Thru 01-2017	Percent Change from Previous Year
New Listings	211	193	- 8.5%	211	193	- 8.5%
Sold Listings	127	155	+ 22.0%	127	155	+ 22.0%
Median Sales Price*	\$146,500	\$142,000	- 3.1%	\$146,500	\$142,000	- 3.1%
Average Sales Price*	\$167,457	\$150,638	- 10.0%	\$167,457	\$150,638	- 10.0%
Percent of List Price Received*	97.3%	96.5%	- 0.8%	97.3%	96.5%	- 0.8%
Days on Market Until Sale	101	100	- 1.0%	101	100	- 1.0%
Inventory of Homes for Sale	555	416	- 25.0%	--	--	--
Months Supply of Inventory	2.8	2.0	- 28.6%	--	--	--

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

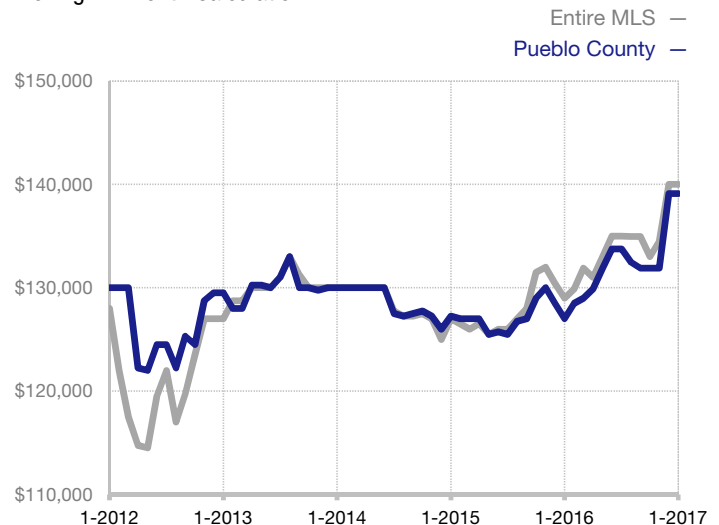
Townhouse-Condo Key Metrics	January			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 01-2016	Thru 01-2017	Percent Change from Previous Year
New Listings	14	7	- 50.0%	14	7	- 50.0%
Sold Listings	8	4	- 50.0%	8	4	- 50.0%
Median Sales Price*	\$141,950	\$140,000	- 1.4%	\$141,950	\$140,000	- 1.4%
Average Sales Price*	\$207,856	\$129,225	- 37.8%	\$207,856	\$129,225	- 37.8%
Percent of List Price Received*	94.7%	95.5%	+ 0.8%	94.7%	95.5%	+ 0.8%
Days on Market Until Sale	112	70	- 37.5%	112	70	- 37.5%
Inventory of Homes for Sale	24	15	- 37.5%	--	--	--
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.

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



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Fowler

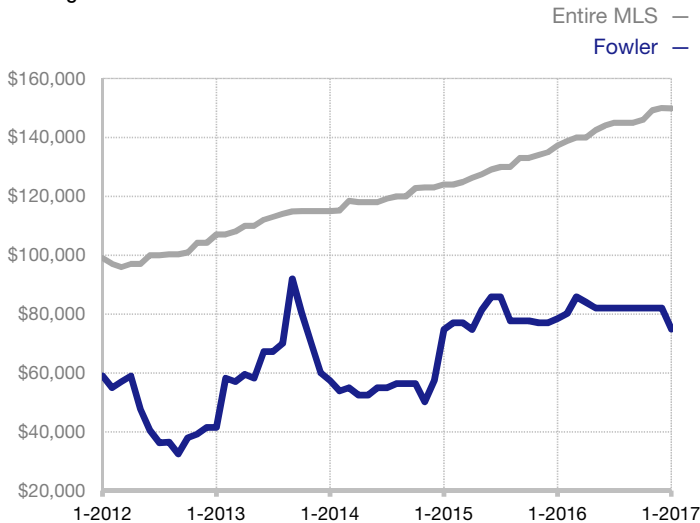
Single Family Key Metrics	January			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 01-2016	Thru 01-2017	Percent Change from Previous Year
New Listings	3	0	- 100.0%	3	0	- 100.0%
Sold Listings	1	3	+ 200.0%	1	3	+ 200.0%
Median Sales Price*	\$86,500	\$56,000	- 35.3%	\$86,500	\$56,000	- 35.3%
Average Sales Price*	\$86,500	\$48,000	- 44.5%	\$86,500	\$48,000	- 44.5%
Percent of List Price Received*	97.7%	90.6%	- 7.3%	97.7%	90.6%	- 7.3%
Days on Market Until Sale	68	72	+ 5.9%	68	72	+ 5.9%
Inventory of Homes for Sale	18	6	- 66.7%	--	--	--
Months Supply of Inventory	10.4	3.1	- 70.2%	--	--	--

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

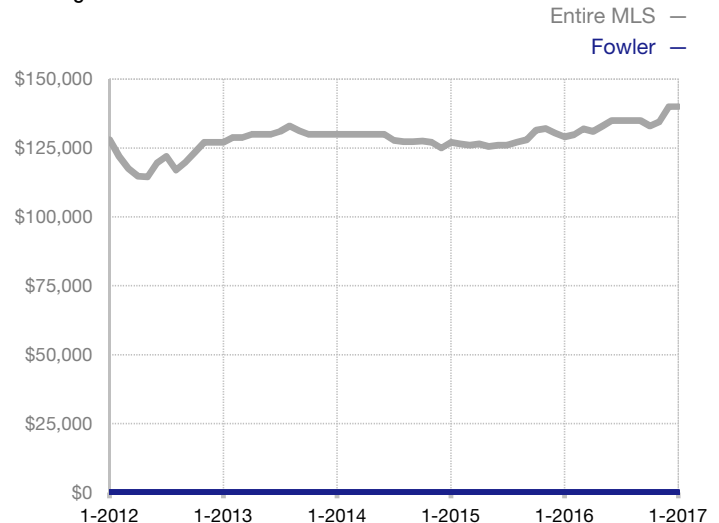
Townhouse-Condo Key Metrics	January			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 01-2016	Thru 01-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



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Huerfano County

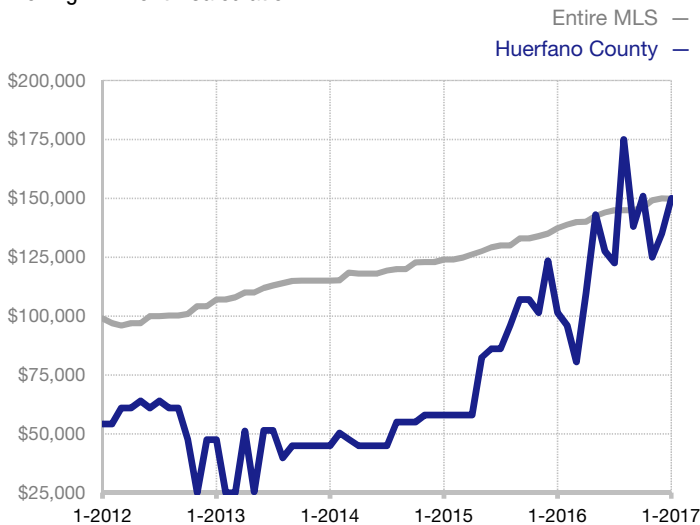
Single Family Key Metrics	January			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 01-2016	Thru 01-2017	Percent Change from Previous Year
New Listings	2	7	+ 250.0%	2	7	+ 250.0%
Sold Listings	2	3	+ 50.0%	2	3	+ 50.0%
Median Sales Price*	\$37,250	\$190,000	+ 410.1%	\$37,250	\$190,000	+ 410.1%
Average Sales Price*	\$37,250	\$185,333	+ 397.5%	\$37,250	\$185,333	+ 397.5%
Percent of List Price Received*	94.8%	91.8%	- 3.2%	94.8%	91.8%	- 3.2%
Days on Market Until Sale	205	122	- 40.5%	205	122	- 40.5%
Inventory of Homes for Sale	23	39	+ 69.6%	--	--	--
Months Supply of Inventory	13.4	16.3	+ 21.6%	--	--	--

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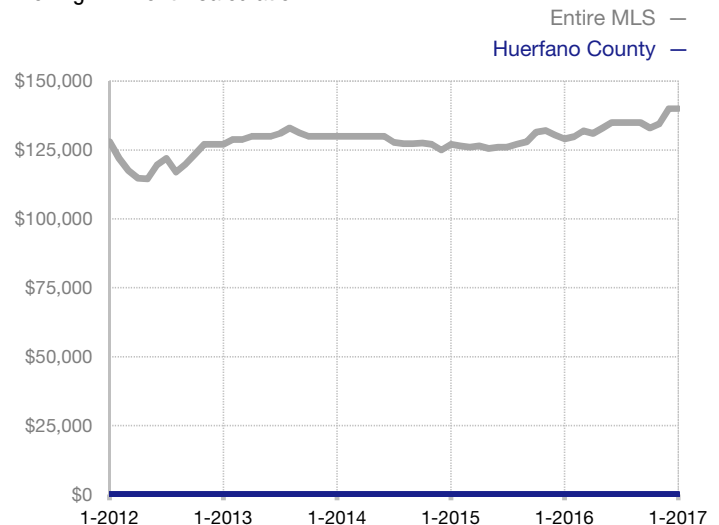
Townhouse-Condo Key Metrics	January			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 01-2016	Thru 01-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	1	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for January 2017

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La Junta

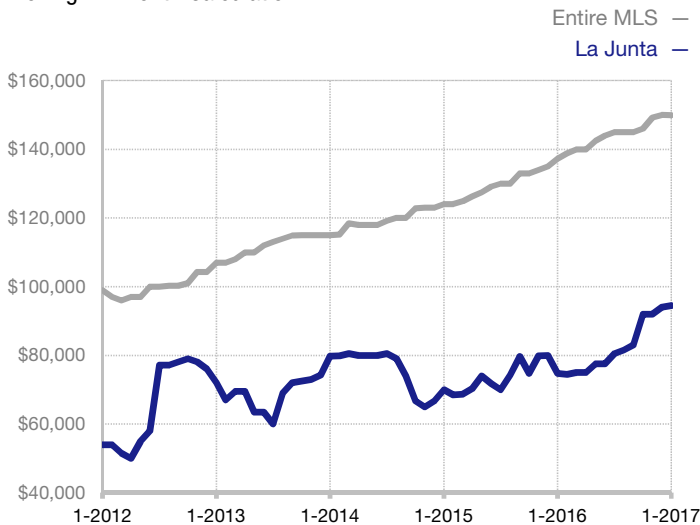
Single Family Key Metrics	January			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 01-2016	Thru 01-2017	Percent Change from Previous Year
New Listings	7	4	- 42.9%	7	4	- 42.9%
Sold Listings	3	2	- 33.3%	3	2	- 33.3%
Median Sales Price*	\$51,500	\$28,125	- 45.4%	\$51,500	\$28,125	- 45.4%
Average Sales Price*	\$46,750	\$28,125	- 39.8%	\$46,750	\$28,125	- 39.8%
Percent of List Price Received*	98.9%	87.1%	- 11.9%	98.9%	87.1%	- 11.9%
Days on Market Until Sale	320	221	- 30.9%	320	221	- 30.9%
Inventory of Homes for Sale	37	22	- 40.5%	--	--	--
Months Supply of Inventory	4.7	3.0	- 36.2%	--	--	--

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

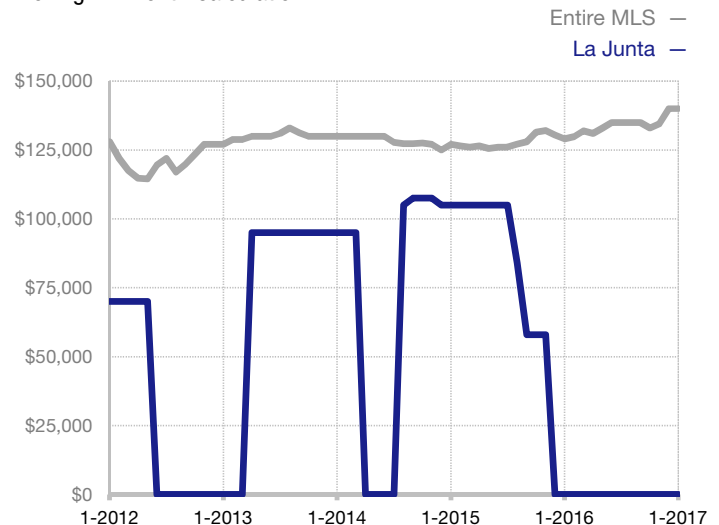
Townhouse-Condo Key Metrics	January			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 01-2016	Thru 01-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Las Animas

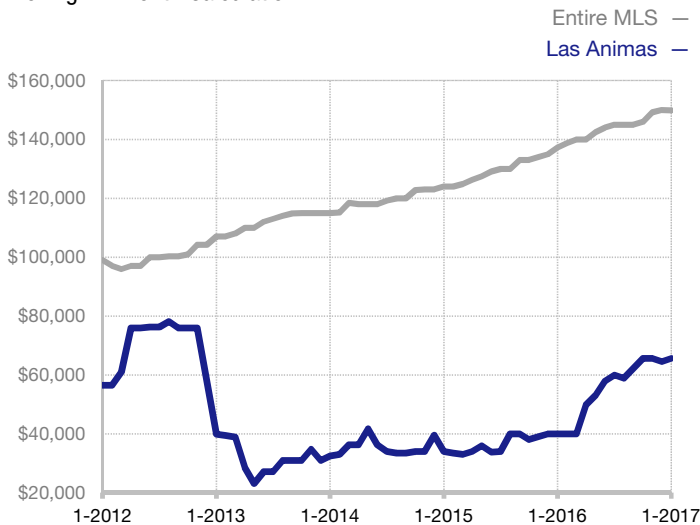
Single Family Key Metrics	January			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 01-2016	Thru 01-2017	Percent Change from Previous Year
New Listings	4	3	- 25.0%	4	3	- 25.0%
Sold Listings	1	2	+ 100.0%	1	2	+ 100.0%
Median Sales Price*	\$57,900	\$82,950	+ 43.3%	\$57,900	\$82,950	+ 43.3%
Average Sales Price*	\$57,900	\$82,950	+ 43.3%	\$57,900	\$82,950	+ 43.3%
Percent of List Price Received*	99.0%	98.8%	- 0.2%	99.0%	98.8%	- 0.2%
Days on Market Until Sale	49	130	+ 165.3%	49	130	+ 165.3%
Inventory of Homes for Sale	8	8	0.0%	--	--	--
Months Supply of Inventory	3.6	3.0	- 16.7%	--	--	--

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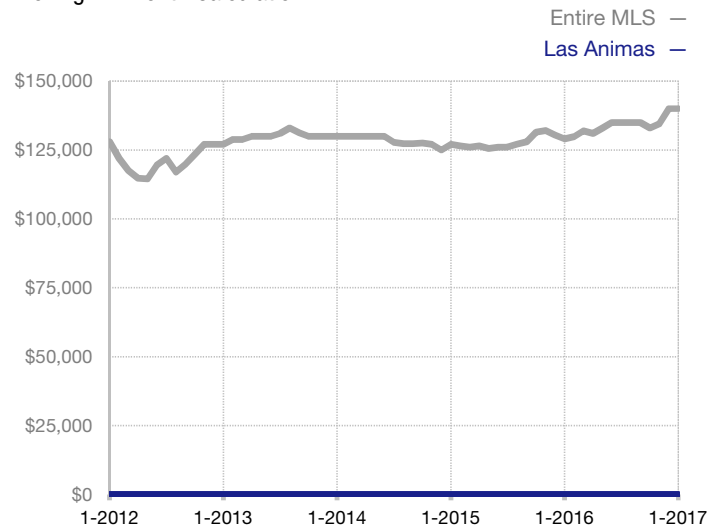
Townhouse-Condo Key Metrics	January			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 01-2016	Thru 01-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Manzanola

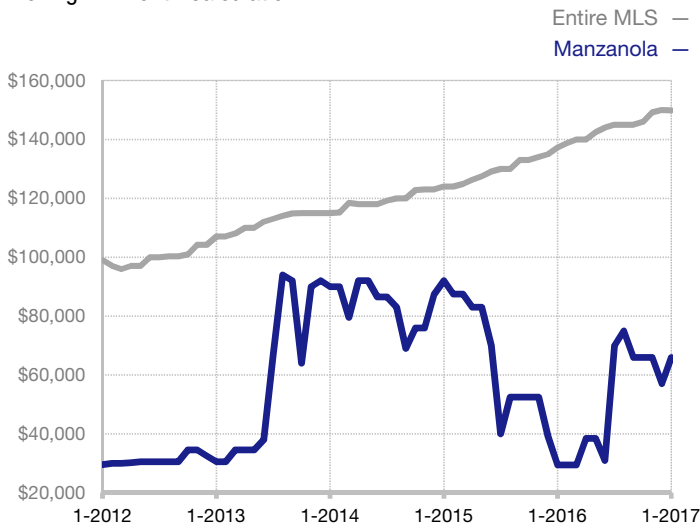
Single Family Key Metrics	January			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 01-2016	Thru 01-2017	Percent Change from Previous Year
New Listings	0	1	--	0	1	--
Sold Listings	0	1	--	0	1	--
Median Sales Price*	\$0	\$76,900	--	\$0	\$76,900	--
Average Sales Price*	\$0	\$76,900	--	\$0	\$76,900	--
Percent of List Price Received*	0.0%	102.7%	--	0.0%	102.7%	--
Days on Market Until Sale	0	161	--	0	161	--
Inventory of Homes for Sale	1	2	+ 100.0%	--	--	--
Months Supply of Inventory	0.6	1.8	+ 200.0%	--	--	--

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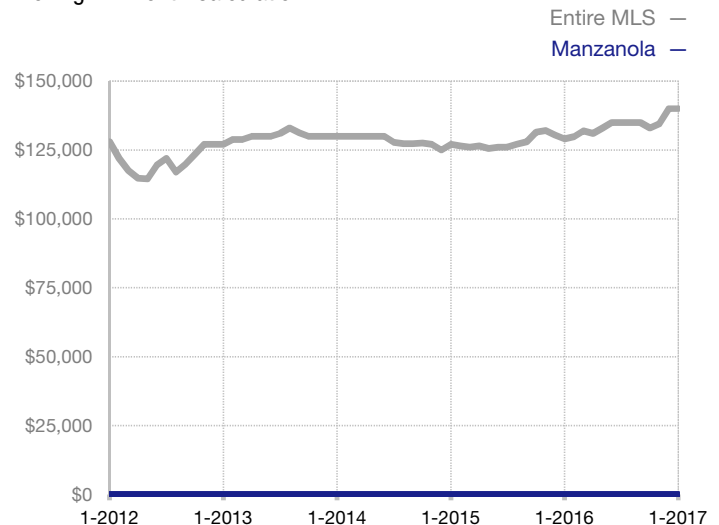
Townhouse-Condo Key Metrics	January			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 01-2016	Thru 01-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
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Median Sales Price – Townhouse-Condo
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Rocky Ford

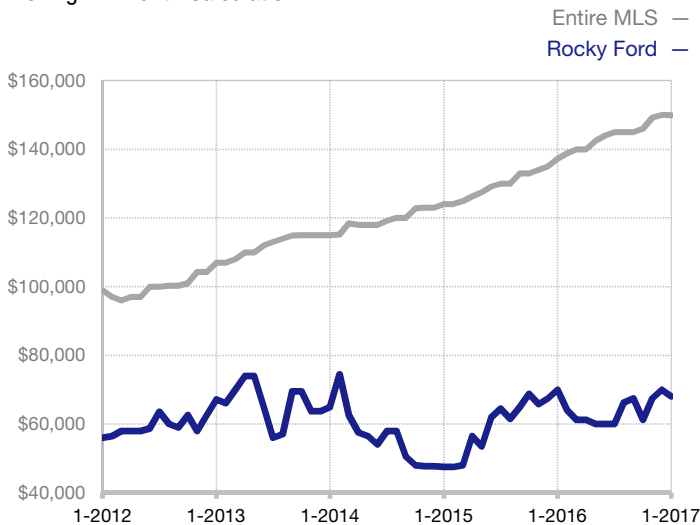
Single Family Key Metrics	January			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 01-2016	Thru 01-2017	Percent Change from Previous Year
New Listings	7	4	- 42.9%	7	4	- 42.9%
Sold Listings	3	1	- 66.7%	3	1	- 66.7%
Median Sales Price*	\$212,650	\$63,500	- 70.1%	\$212,650	\$63,500	- 70.1%
Average Sales Price*	\$153,050	\$63,500	- 58.5%	\$153,050	\$63,500	- 58.5%
Percent of List Price Received*	90.6%	99.2%	+ 9.5%	90.6%	99.2%	+ 9.5%
Days on Market Until Sale	300	50	- 83.3%	300	50	- 83.3%
Inventory of Homes for Sale	35	16	- 54.3%	--	--	--
Months Supply of Inventory	8.2	3.3	- 59.8%	--	--	--

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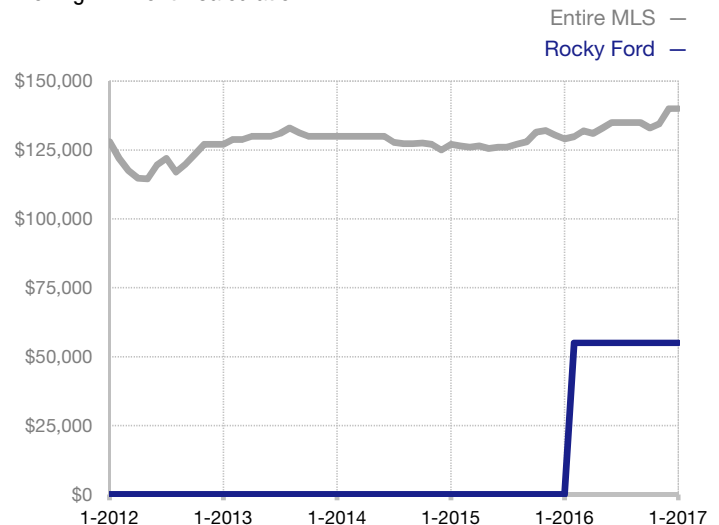
Townhouse-Condo Key Metrics	January			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 01-2016	Thru 01-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
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Arkansas Valley/Otero County

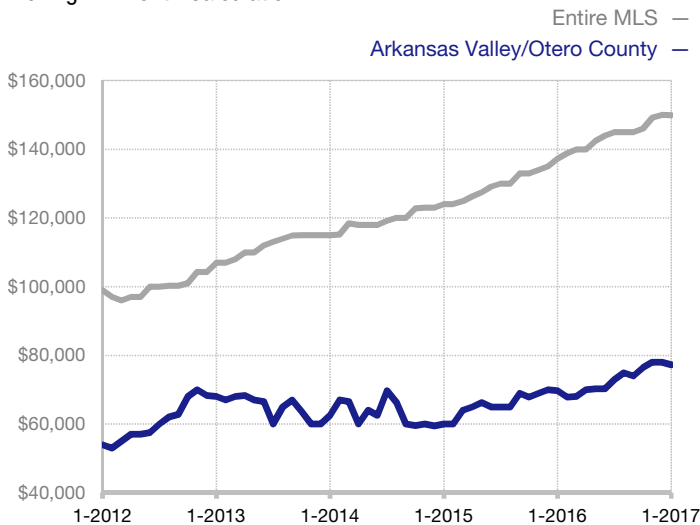
Single Family Key Metrics	January			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 01-2016	Thru 01-2017	Percent Change from Previous Year
New Listings	32	17	- 46.9%	32	17	- 46.9%
Sold Listings	11	15	+ 36.4%	11	15	+ 36.4%
Median Sales Price*	\$86,500	\$70,000	- 19.1%	\$86,500	\$70,000	- 19.1%
Average Sales Price*	\$105,073	\$77,663	- 26.1%	\$105,073	\$77,663	- 26.1%
Percent of List Price Received*	95.4%	93.9%	- 1.6%	95.4%	93.9%	- 1.6%
Days on Market Until Sale	214	167	- 22.0%	214	167	- 22.0%
Inventory of Homes for Sale	159	98	- 38.4%	--	--	--
Months Supply of Inventory	6.2	3.7	- 40.3%	--	--	--

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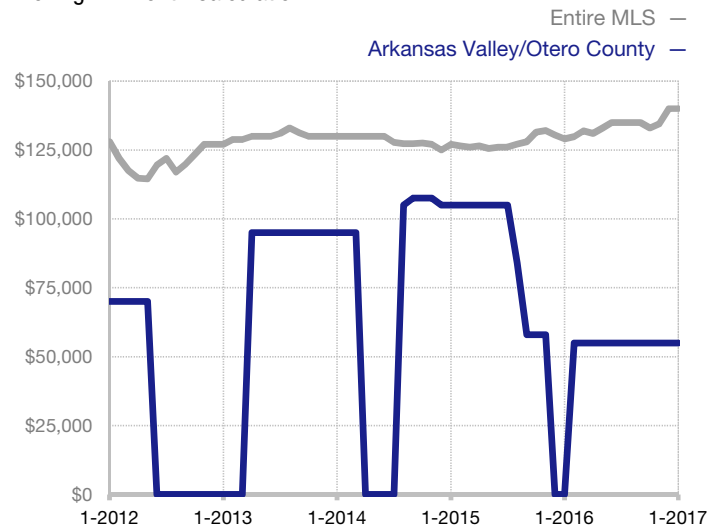
Townhouse-Condo Key Metrics	January			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 01-2016	Thru 01-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Monthly Indicators



January 2017

Percent changes calculated using year-over-year comparisons.

New Listings were down 4.4 percent for single family homes and 50.0 percent for townhouse-condo properties. Pending Sales increased 5.5 percent for single family homes but decreased 27.3 percent for townhouse-condo properties.

The Median Sales Price was up 1.2 percent to \$145,000 for single family homes but decreased 1.4 percent to \$140,000 for townhouse-condo properties. Days on Market remained flat for single family homes but decreased 37.5 percent for condo properties.

In case you missed it, we have a new U.S. president. In his first hour in office, the .25 percentage point rate cut for loans backed by the Federal Housing Administration (FHA) was removed, setting the table for what should be an interesting presidential term for real estate policy. FHA loans tend to be a favorable option for those with limited financial resources. On a brighter note, wages are on the uptick for many Americans, while unemployment rates have remained stable and relatively unchanged for several months. The system is ripe for more home purchasing if there are more homes available to sell.

Activity Snapshot

+ 17.6%	+ 1.1%	- 22.9%
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	1-2016	1-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		206	197	- 4.4%	206	197	- 4.4%
Pending Sales		181	191	+ 5.5%	181	191	+ 5.5%
Sold Listings		128	156	+ 21.9%	128	156	+ 21.9%
Median Sales Price		\$143,250	\$145,000	+ 1.2%	\$143,250	\$145,000	+ 1.2%
Avg. Sales Price		\$165,899	\$152,066	- 8.3%	\$165,899	\$152,066	- 8.3%
Pct. of List Price Received		97.2%	96.6%	- 0.6%	97.2%	96.6%	- 0.6%
Days on Market		102	102	0.0%	102	102	0.0%
Affordability Index		248	235	- 5.2%	248	235	- 5.2%
Active Listings		547	425	- 22.3%	--	--	--
Months Supply		2.8	2.1	- 25.0%	--	--	--

Townhouse-Condo Market Overview

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

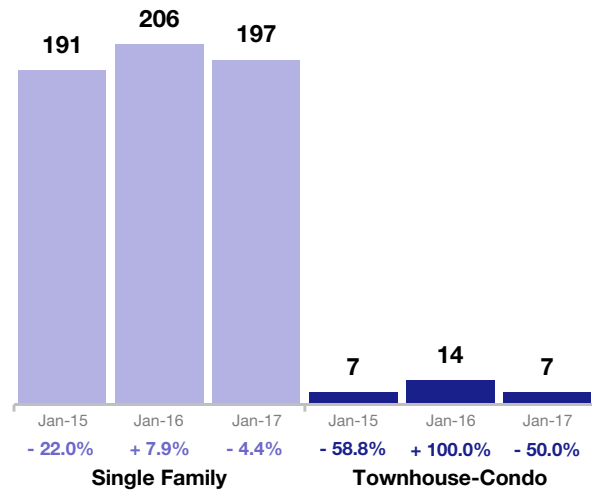


Key Metrics	Historical Sparkbars	1-2016	1-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		14	7	- 50.0%	14	7	- 50.0%
Pending Sales		11	8	- 27.3%	11	8	- 27.3%
Sold Listings		8	4	- 50.0%	8	4	- 50.0%
Median Sales Price		\$141,950	\$140,000	- 1.4%	\$141,950	\$140,000	- 1.4%
Avg. Sales Price		\$207,856	\$129,225	- 37.8%	\$207,856	\$129,225	- 37.8%
Pct. of List Price Received		94.7%	95.5%	+ 0.8%	94.7%	95.5%	+ 0.8%
Days on Market		112	70	- 37.5%	112	70	- 37.5%
Affordability Index		250	244	- 2.4%	250	244	- 2.4%
Active Listings		24	15	- 37.5%	--	--	--
Months Supply		2.5	1.6	- 36.0%	--	--	--

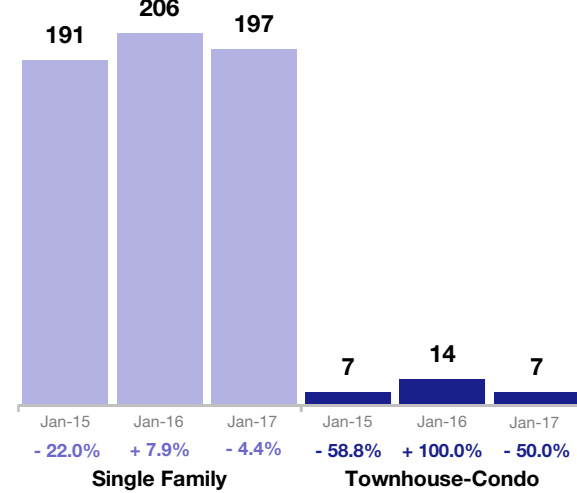
New Listings



January

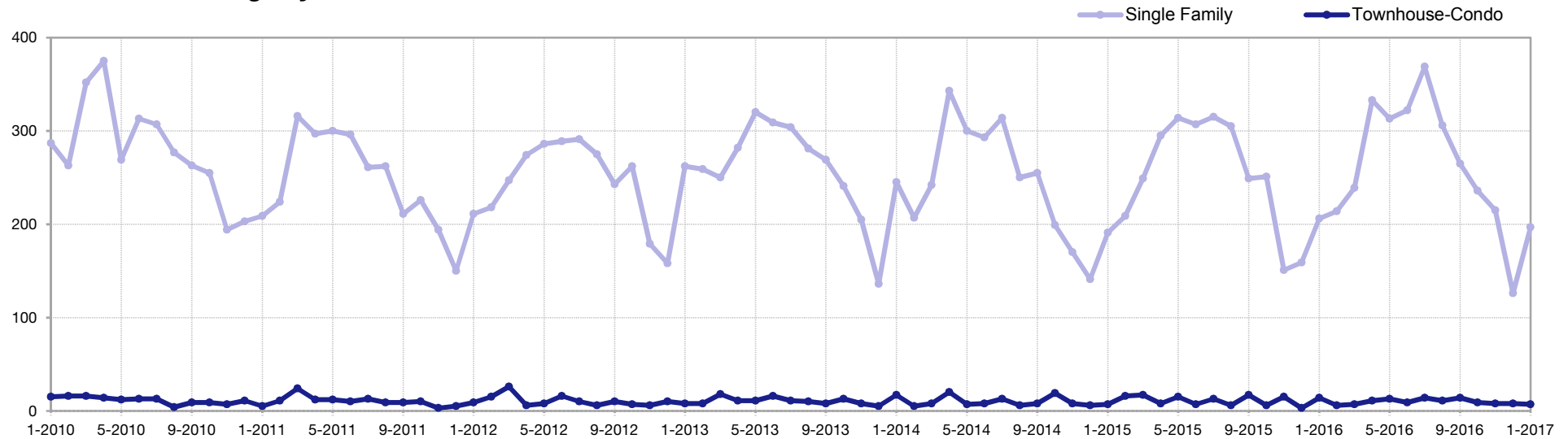


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	214	+2.4%	6	-62.5%
Mar-2016	239	-4.0%	7	-58.8%
Apr-2016	333	+12.9%	11	+37.5%
May-2016	313	-0.3%	13	-13.3%
Jun-2016	322	+4.9%	9	+28.6%
Jul-2016	369	+17.1%	14	+7.7%
Aug-2016	306	+0.3%	11	+83.3%
Sep-2016	265	+6.4%	14	-17.6%
Oct-2016	236	-6.0%	9	+50.0%
Nov-2016	215	+42.4%	8	-46.7%
Dec-2016	126	-20.8%	8	+166.7%
Jan-2017	197	-4.4%	7	-50.0%

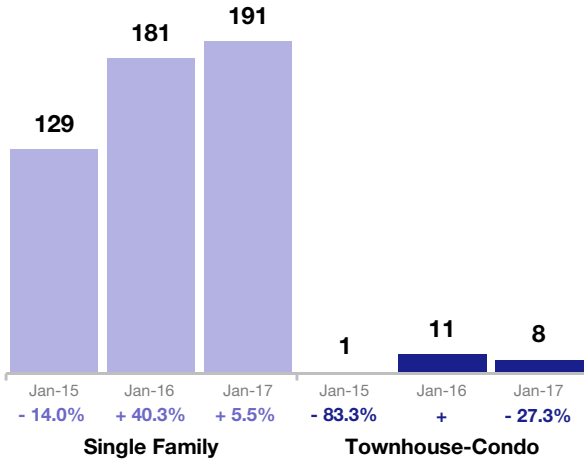
Historical New Listings by Month



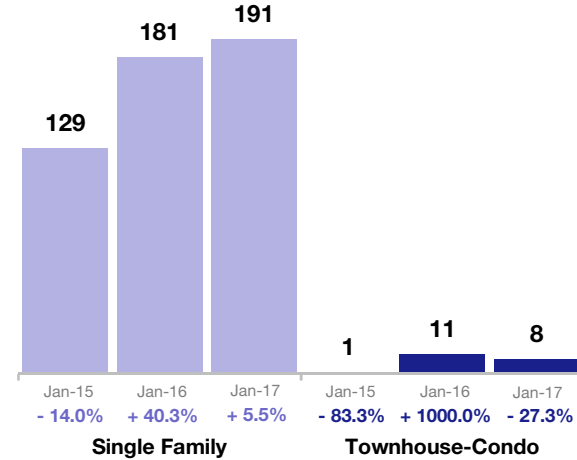
Pending Sales



January

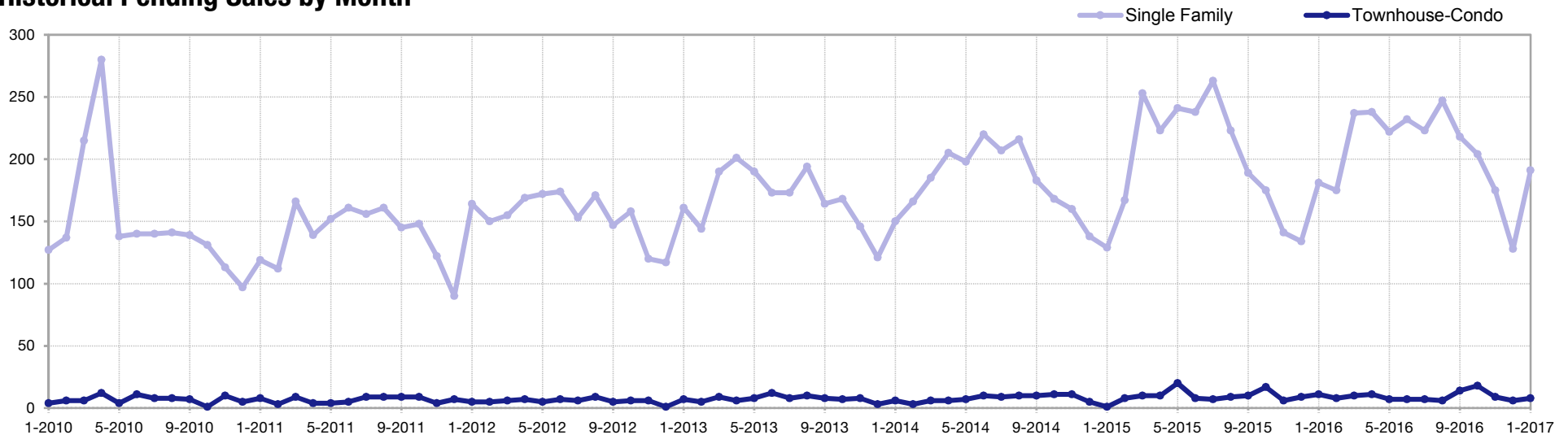


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	175	+4.8%	8	0.0%
Mar-2016	237	-6.3%	10	0.0%
Apr-2016	238	+6.7%	11	+10.0%
May-2016	222	-7.9%	7	-65.0%
Jun-2016	232	-2.5%	7	-12.5%
Jul-2016	223	-15.2%	7	0.0%
Aug-2016	247	+10.8%	6	-33.3%
Sep-2016	218	+15.3%	14	+40.0%
Oct-2016	204	+16.6%	18	+5.9%
Nov-2016	175	+24.1%	9	+50.0%
Dec-2016	128	-4.5%	6	-33.3%
Jan-2017	191	+5.5%	8	-27.3%

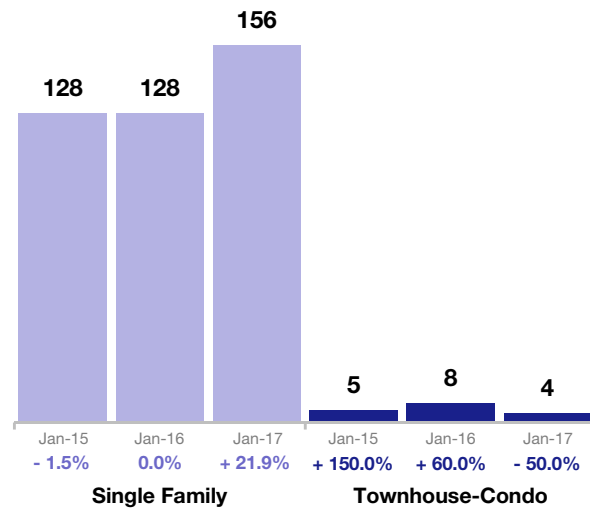
Historical Pending Sales by Month



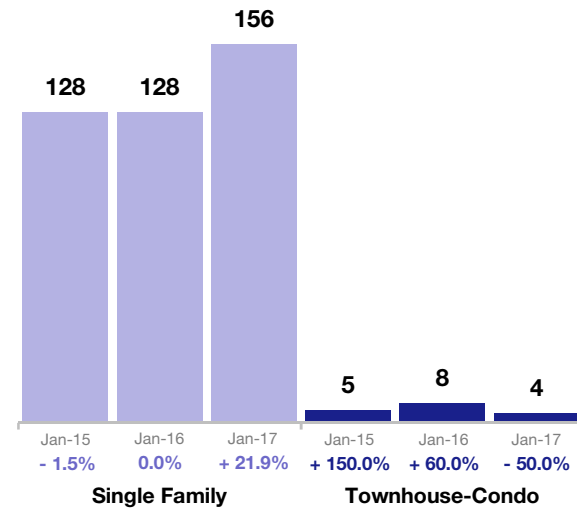
Sold Listings



January

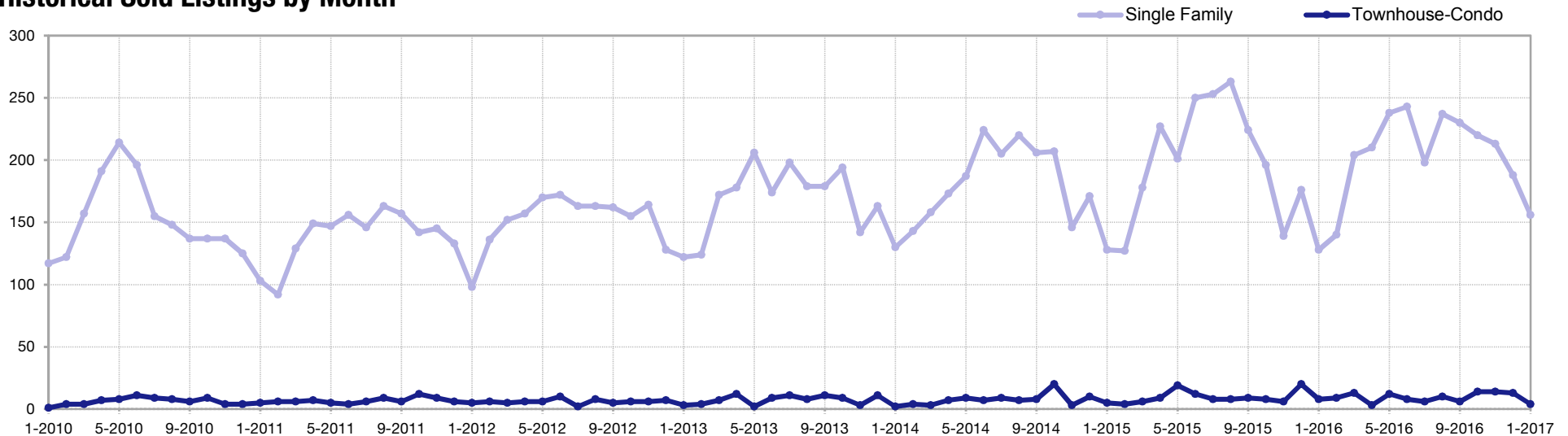


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	140	+10.2%	9	+125.0%
Mar-2016	204	+14.6%	13	+116.7%
Apr-2016	210	-7.5%	3	-66.7%
May-2016	238	+18.4%	12	-36.8%
Jun-2016	243	-2.8%	8	-33.3%
Jul-2016	198	-21.7%	6	-25.0%
Aug-2016	237	-9.9%	10	+25.0%
Sep-2016	230	+2.7%	6	-33.3%
Oct-2016	220	+12.2%	14	+75.0%
Nov-2016	213	+53.2%	14	+133.3%
Dec-2016	188	+6.8%	13	-35.0%
Jan-2017	156	+21.9%	4	-50.0%

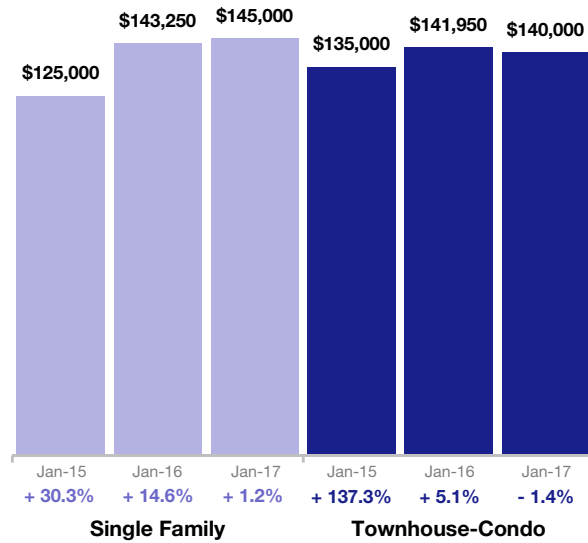
Historical Sold Listings by Month



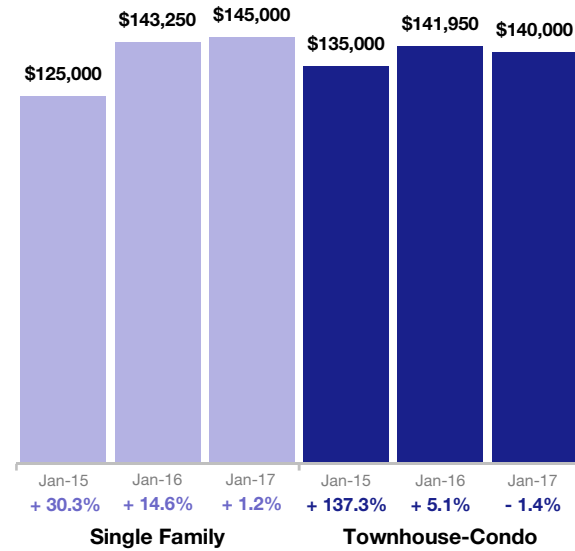
Median Sales Price



January

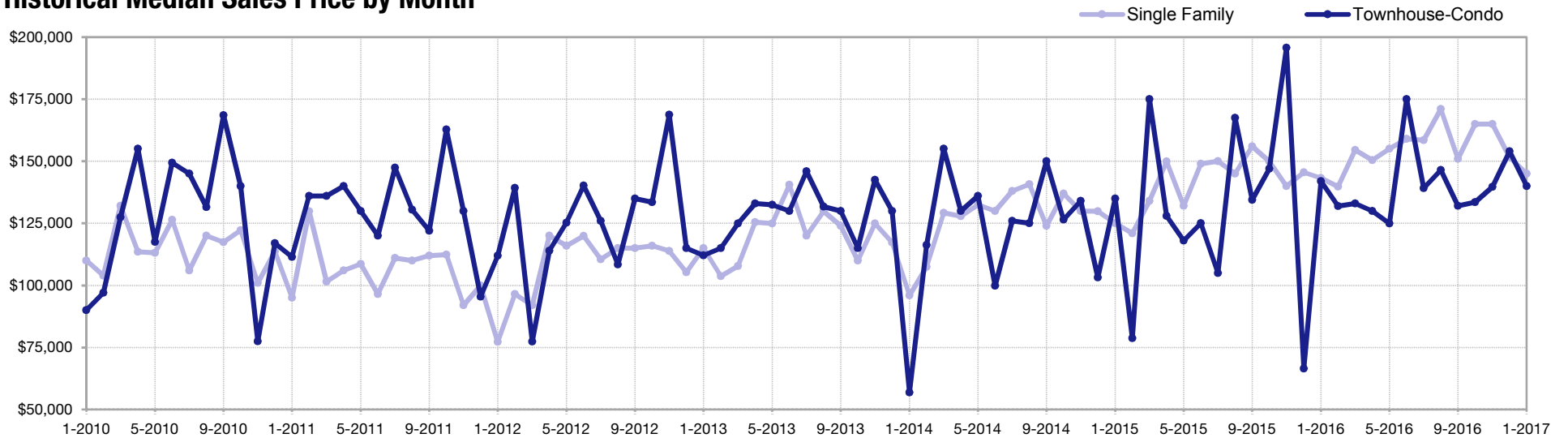


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	\$139,750	+15.5%	\$131,900	+67.6%
Mar-2016	\$154,500	+15.3%	\$133,000	-24.0%
Apr-2016	\$150,450	+0.4%	\$130,000	+1.6%
May-2016	\$155,000	+17.4%	\$124,950	+5.9%
Jun-2016	\$159,000	+6.7%	\$175,000	+40.0%
Jul-2016	\$158,500	+5.7%	\$139,125	+32.5%
Aug-2016	\$171,000	+17.9%	\$146,450	-12.6%
Sep-2016	\$150,950	-3.2%	\$132,000	-1.9%
Oct-2016	\$165,000	+10.0%	\$133,556	-9.1%
Nov-2016	\$164,950	+17.8%	\$139,700	-28.6%
Dec-2016	\$151,573	+4.2%	\$154,000	+131.6%
Jan-2017	\$145,000	+1.2%	\$140,000	-1.4%

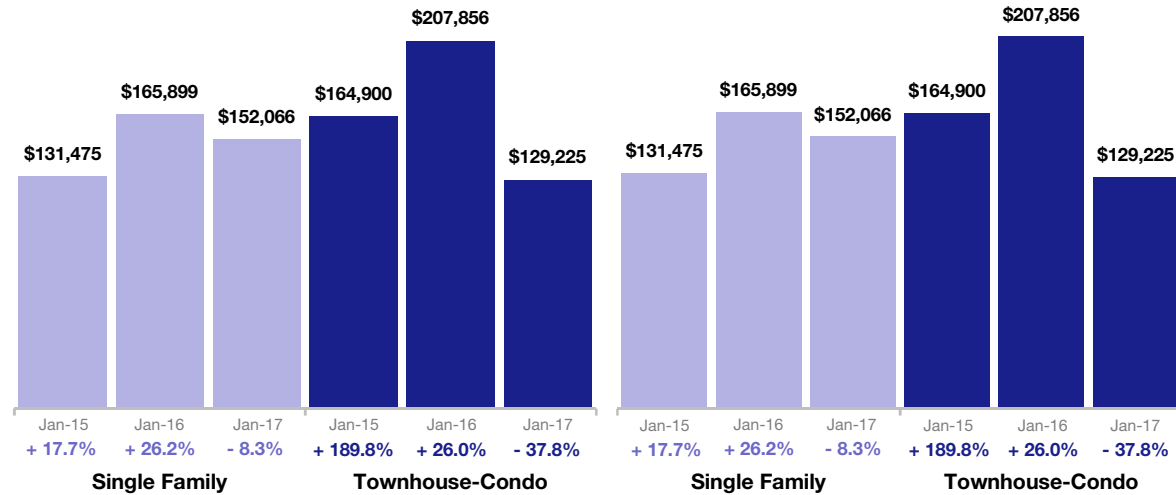
Historical Median Sales Price by Month



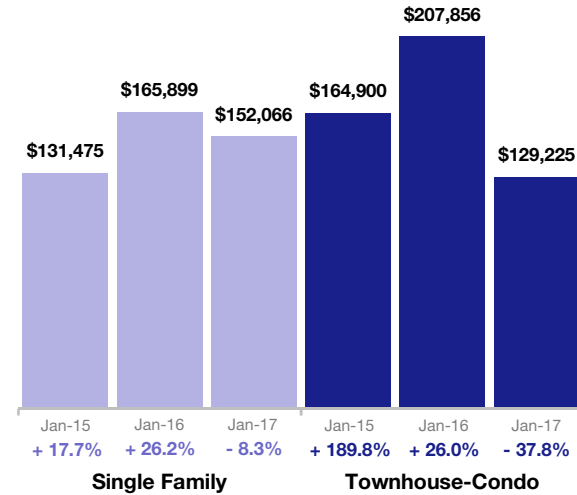
Average Sales Price



January

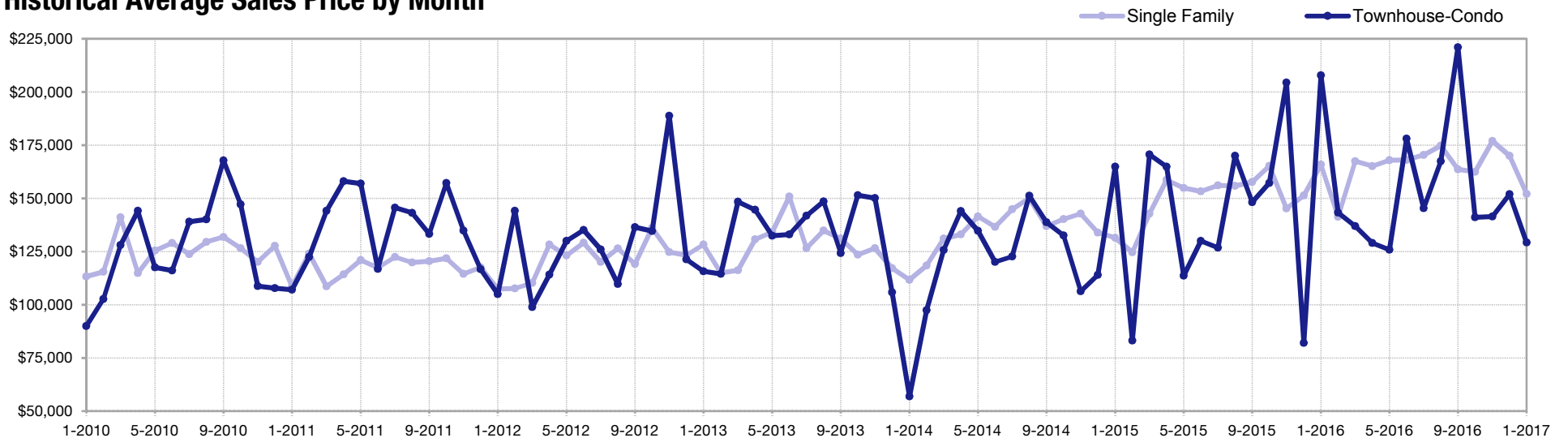


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	\$141,297	+13.4%	\$143,267	+72.2%
Mar-2016	\$167,392	+17.2%	\$136,981	-19.7%
Apr-2016	\$165,067	+4.1%	\$129,033	-21.7%
May-2016	\$167,962	+8.4%	\$125,825	+10.7%
Jun-2016	\$168,074	+9.7%	\$177,988	+37.0%
Jul-2016	\$170,410	+9.2%	\$145,317	+14.5%
Aug-2016	\$174,707	+12.1%	\$167,490	-1.5%
Sep-2016	\$163,703	+3.8%	\$221,000	+49.2%
Oct-2016	\$162,397	-1.7%	\$141,101	-10.2%
Nov-2016	\$176,950	+21.8%	\$141,399	-30.8%
Dec-2016	\$170,040	+12.4%	\$151,985	+85.3%
Jan-2017	\$152,066	-8.3%	\$129,225	-37.8%

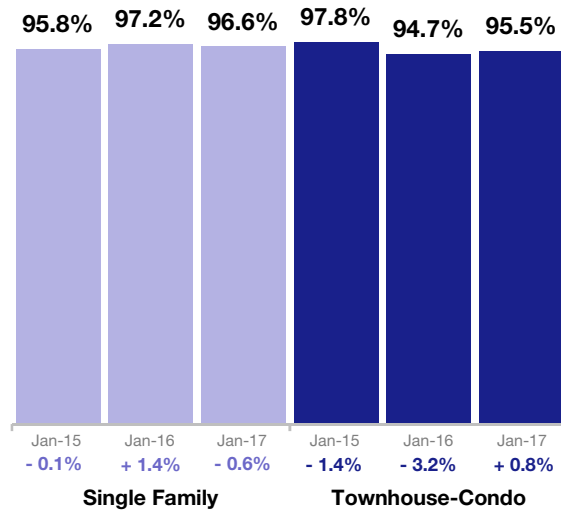
Historical Average Sales Price by Month



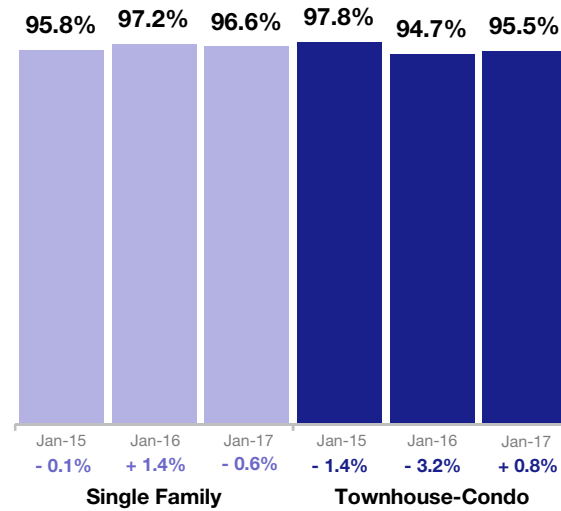
Percent of List Price Received



January

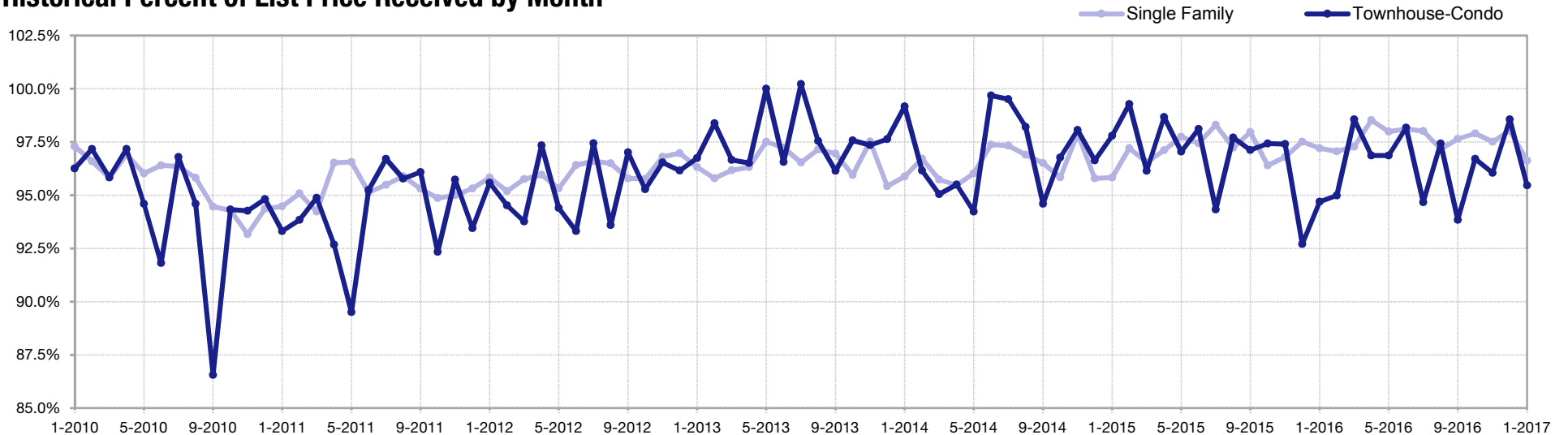


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	97.1%	-0.1%	95.0%	-4.3%
Mar-2016	97.3%	+0.8%	98.6%	+2.5%
Apr-2016	98.5%	+1.4%	96.9%	-1.8%
May-2016	98.0%	+0.3%	96.9%	-0.1%
Jun-2016	98.1%	+0.7%	98.2%	+0.1%
Jul-2016	98.0%	-0.3%	94.7%	+0.4%
Aug-2016	97.2%	0.0%	97.4%	-0.3%
Sep-2016	97.6%	-0.4%	93.8%	-3.4%
Oct-2016	97.9%	+1.6%	96.7%	-0.7%
Nov-2016	97.5%	+0.7%	96.0%	-1.4%
Dec-2016	98.0%	+0.5%	98.6%	+6.4%
Jan-2017	96.6%	-0.6%	95.5%	+0.8%

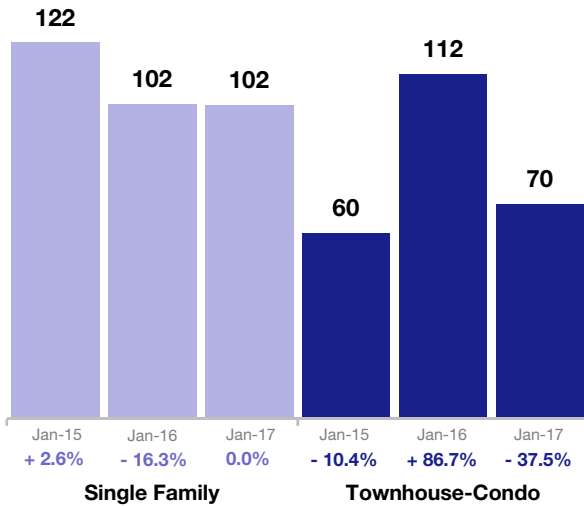
Historical Percent of List Price Received by Month



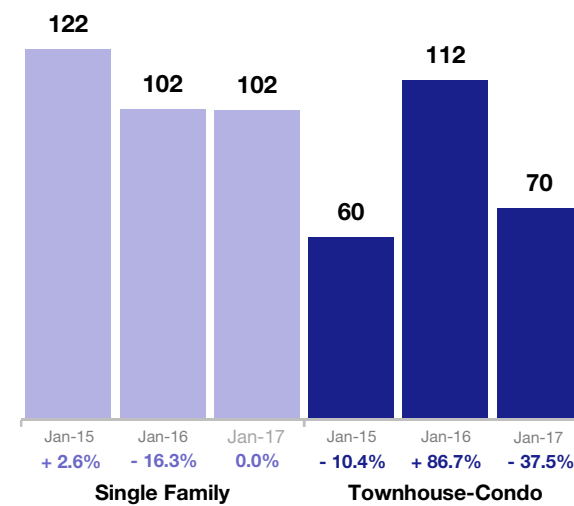
Days on Market Until Sale



January

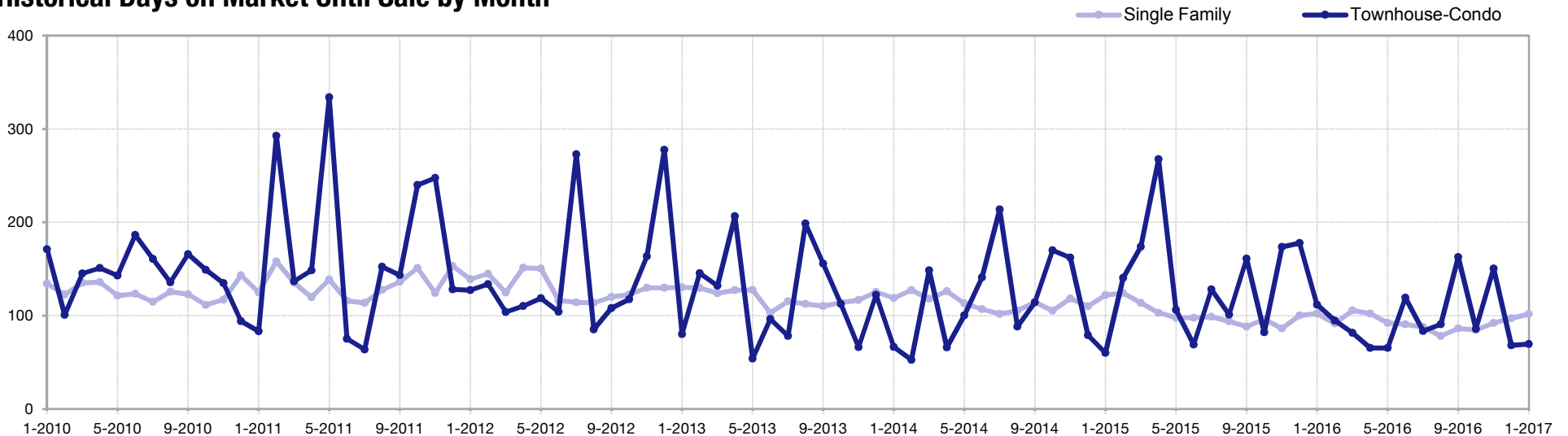


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	92	-25.8%	95	-32.6%
Mar-2016	106	-7.0%	82	-52.9%
Apr-2016	102	-1.0%	66	-75.4%
May-2016	92	-6.1%	66	-37.7%
Jun-2016	91	-7.1%	119	+72.5%
Jul-2016	88	-11.1%	84	-34.4%
Aug-2016	78	-17.0%	91	-9.9%
Sep-2016	86	-2.3%	163	+1.2%
Oct-2016	85	-11.5%	86	+4.9%
Nov-2016	92	+7.0%	150	-13.8%
Dec-2016	97	-3.0%	68	-61.8%
Jan-2017	102	0.0%	70	-37.5%

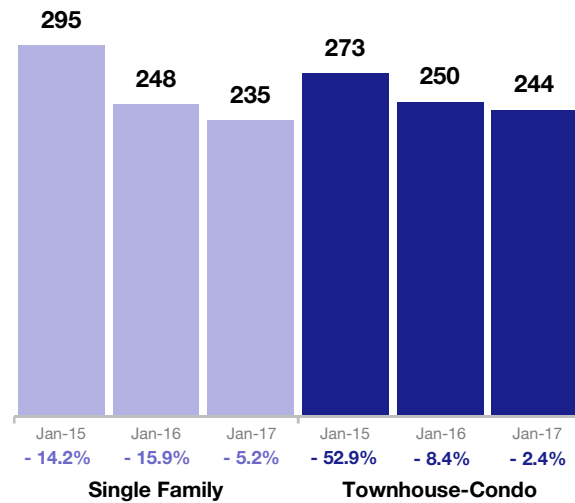
Historical Days on Market Until Sale by Month



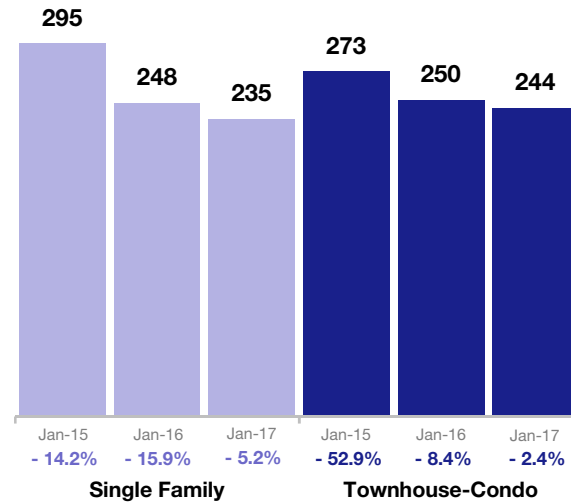
Housing Affordability Index



January

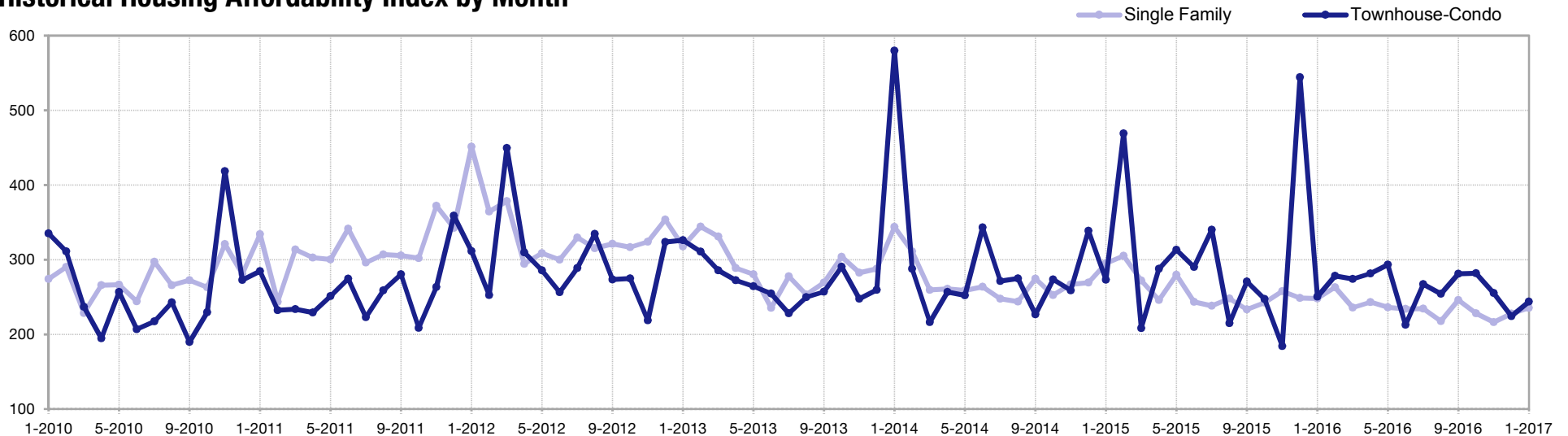


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	263	-13.8%	279	-40.5%
Mar-2016	236	-13.2%	274	+31.7%
Apr-2016	243	-1.2%	282	-2.1%
May-2016	236	-15.7%	293	-6.4%
Jun-2016	234	-4.1%	213	-26.6%
Jul-2016	234	-1.7%	267	-21.5%
Aug-2016	218	-12.1%	254	+18.1%
Sep-2016	246	+5.6%	281	+3.7%
Oct-2016	228	-5.8%	282	+14.2%
Nov-2016	216	-16.3%	255	+38.6%
Dec-2016	228	-8.4%	224	-58.8%
Jan-2017	235	-5.2%	244	-2.4%

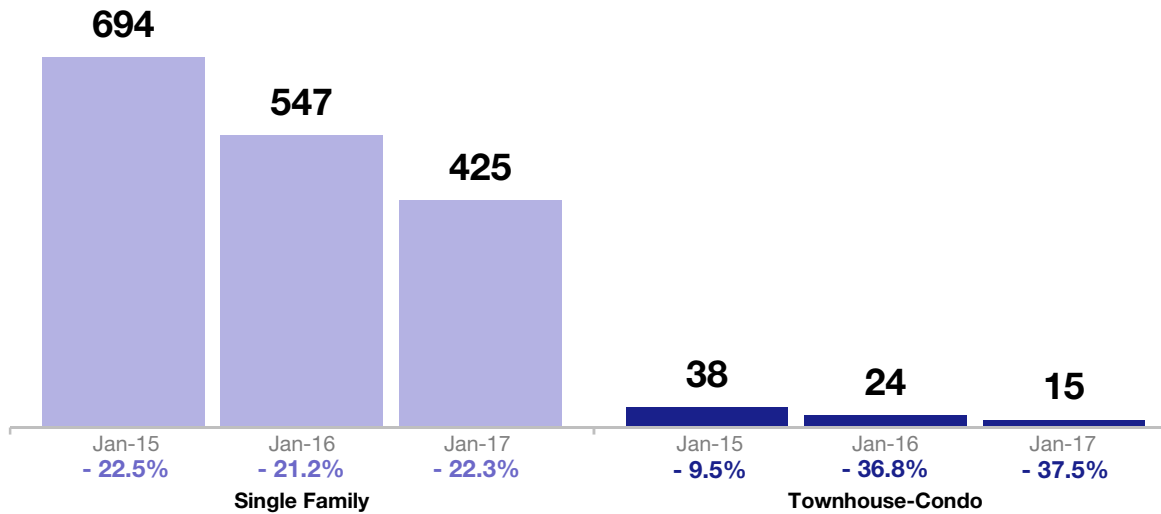
Historical Housing Affordability Index by Month



Inventory of Active Listings

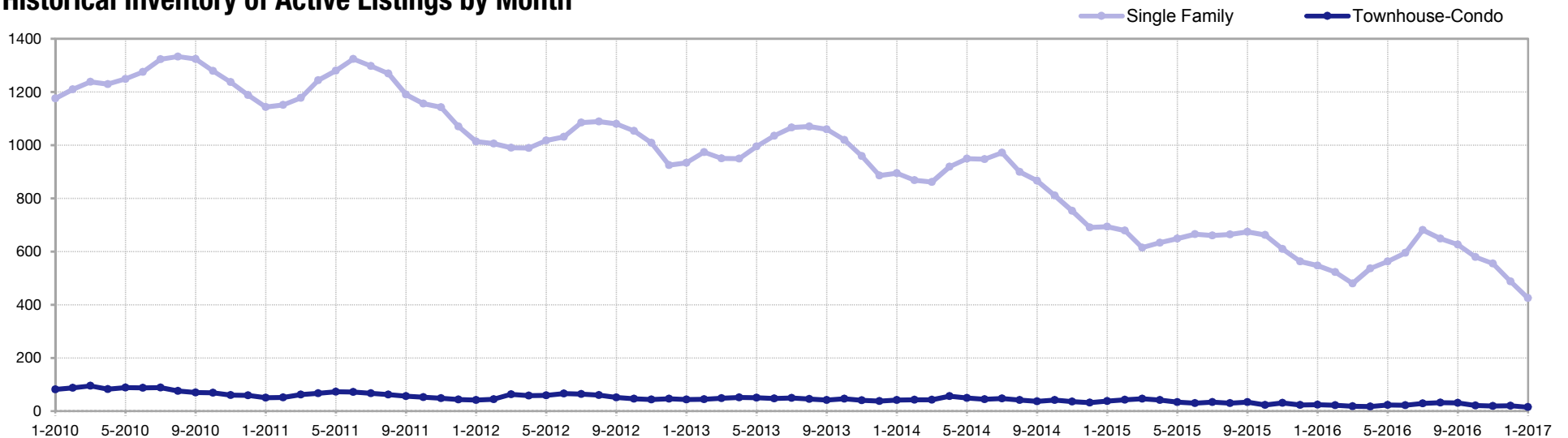


January



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	523	-23.0%	22	-48.8%
Mar-2016	480	-22.0%	18	-61.7%
Apr-2016	536	-15.3%	17	-59.5%
May-2016	563	-13.3%	23	-32.4%
Jun-2016	595	-10.5%	22	-26.7%
Jul-2016	681	+3.2%	29	-14.7%
Aug-2016	649	-2.3%	32	+6.7%
Sep-2016	626	-7.1%	31	-8.8%
Oct-2016	579	-12.5%	21	-8.7%
Nov-2016	555	-9.0%	19	-38.7%
Dec-2016	488	-13.3%	20	-13.0%
Jan-2017	425	-22.3%	15	-37.5%

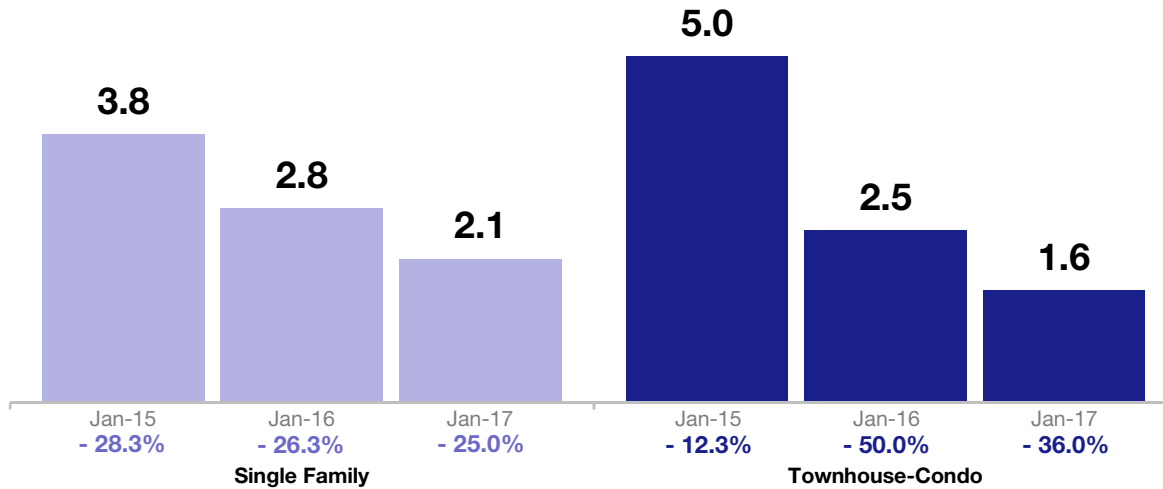
Historical Inventory of Active Listings by Month



Months Supply of Inventory

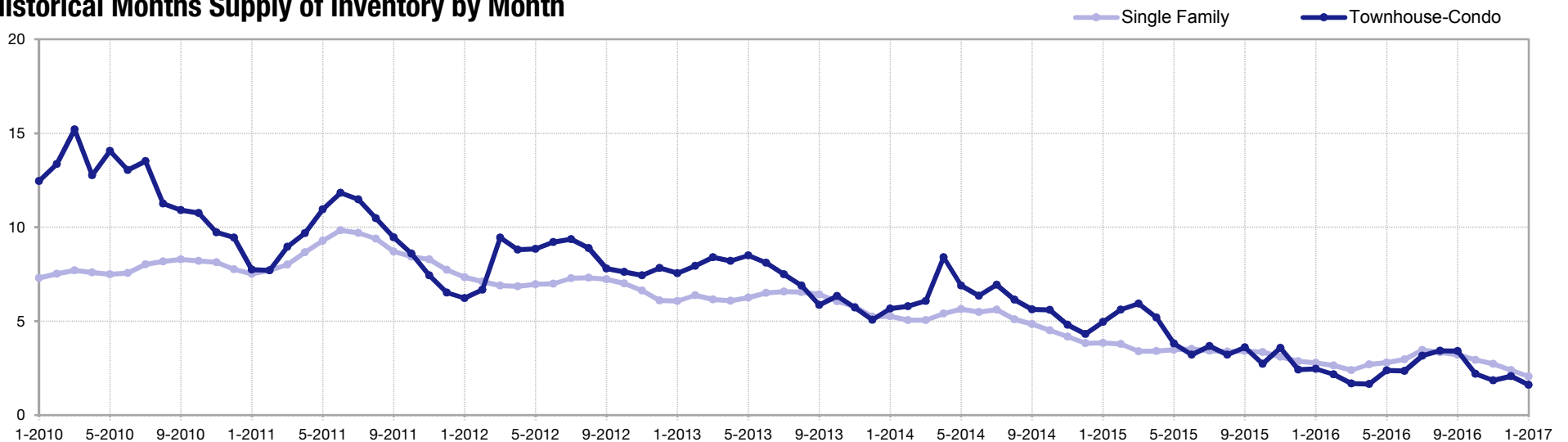


January



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	2.6	-31.6%	2.2	-60.7%
Mar-2016	2.4	-29.4%	1.7	-71.2%
Apr-2016	2.7	-20.6%	1.7	-67.3%
May-2016	2.8	-20.0%	2.4	-36.8%
Jun-2016	3.0	-14.3%	2.4	-25.0%
Jul-2016	3.5	+2.9%	3.2	-13.5%
Aug-2016	3.3	-2.9%	3.4	+6.3%
Sep-2016	3.2	-5.9%	3.4	-5.6%
Oct-2016	2.9	-14.7%	2.2	-18.5%
Nov-2016	2.7	-12.9%	1.9	-47.2%
Dec-2016	2.4	-17.2%	2.1	-12.5%
Jan-2017	2.1	-25.0%	1.6	-36.0%

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.



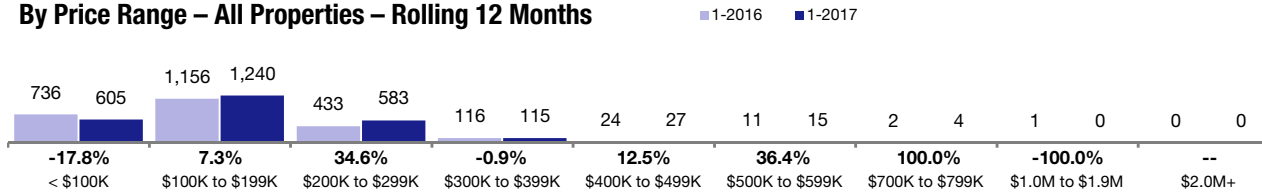
Key Metrics	Historical Sparkbars	1-2016	1-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		220	204	- 7.3%	220	204	- 7.3%
Pending Sales		192	199	+ 3.6%	192	199	+ 3.6%
Sold Listings		136	160	+ 17.6%	136	160	+ 17.6%
Median Sales Price		\$141,950	\$143,500	+ 1.1%	\$141,950	\$143,500	+ 1.1%
Avg. Sales Price		\$168,367	\$151,495	- 10.0%	\$168,367	\$151,495	- 10.0%
Pct. of List Price Received		97.1%	96.6%	- 0.5%	97.1%	96.6%	- 0.5%
Days on Market		103	101	- 1.9%	103	101	- 1.9%
Affordability Index		250	238	- 4.8%	250	238	- 4.8%
Active Listings		571	440	- 22.9%	--	--	--
Months Supply		2.8	2.0	- 28.6%	--	--	--

Sold Listings

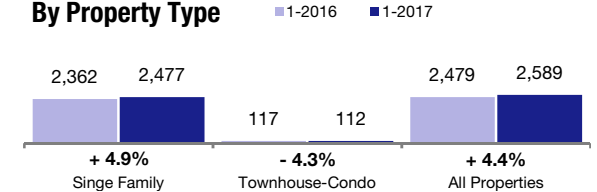
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	1-2016	1-2017	Change	1-2016	1-2017	Change
\$99,999 and Below	697	580	- 16.8%	39	25	- 35.9%
\$100,000 to \$199,999	1,093	1,171	+ 7.1%	63	69	+ 9.5%
\$200,000 to \$299,999	422	566	+ 34.1%	11	17	+ 54.5%
\$300,000 to \$399,999	114	115	+ 0.9%	2	0	- 100.0%
\$400,000 to \$499,999	23	27	+ 17.4%	1	0	- 100.0%
\$500,000 to \$699,999	10	14	+ 40.0%	1	1	0.0%
\$700,000 to \$999,999	2	4	+ 100.0%	0	0	--
\$1,000,000 to \$1,999,999	1	0	- 100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,362	2,477	+ 4.9%	117	112	- 4.3%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2016	1-2017	Change	12-2016	1-2017	Change
\$99,999 and Below	46	52	+ 13.0%	2	1	- 50.0%
\$100,000 to \$199,999	85	63	- 25.9%	10	3	- 70.0%
\$200,000 to \$299,999	41	34	- 17.1%	1	0	- 100.0%
\$300,000 to \$399,999	11	6	- 45.5%	0	0	--
\$400,000 to \$499,999	3	1	- 66.7%	0	0	--
\$500,000 to \$699,999	1	0	- 100.0%	0	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	188	156	- 17.0%	13	4	- 69.2%

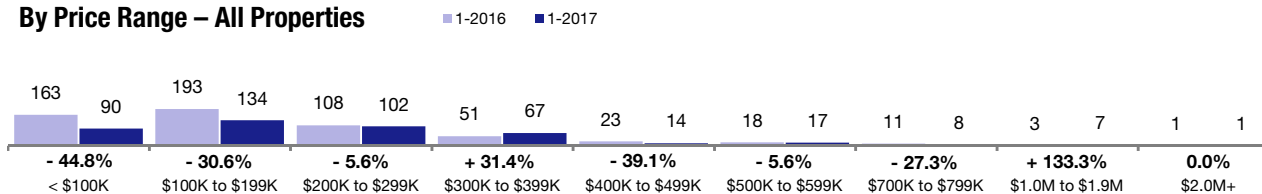
Year to Date

By Price Range	Single Family			Condo		
	1-2016	1-2017	Change	1-2016	1-2017	Change
\$99,999 and Below	35	52	+ 48.6%	3	1	- 66.7%
\$100,000 to \$199,999	60	63	+ 5.0%	3	3	0.0%
\$200,000 to \$299,999	25	34	+ 36.0%	0	0	--
\$300,000 to \$399,999	5	6	+ 20.0%	0	0	--
\$400,000 to \$499,999	0	1	--	1	0	- 100.0%
\$500,000 to \$699,999	2	0	- 100.0%	1	0	- 100.0%
\$700,000 to \$999,999	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	1	0	- 100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	128	156	+ 21.9%	8	4	- 50.0%

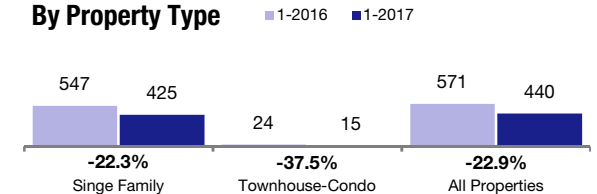
Inventory of Active Listings

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		
	1-2016	1-2017	Change	1-2016	1-2017	Change
\$99,999 and Below	158	88	- 44.3%	5	2	- 60.0%
\$100,000 to \$199,999	183	130	- 29.0%	10	4	- 60.0%
\$200,000 to \$299,999	101	97	- 4.0%	7	5	- 28.6%
\$300,000 to \$399,999	50	63	+ 26.0%	1	4	+ 300.0%
\$400,000 to \$499,999	23	14	- 39.1%	0	0	--
\$500,000 to \$699,999	17	17	0.0%	1	0	- 100.0%
\$700,000 to \$999,999	11	8	- 27.3%	0	0	--
\$1,000,000 to \$1,999,999	3	7	+ 133.3%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	547	425	- 22.3%	24	15	- 37.5%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2016	1-2017	Change	12-2016	1-2017	Change
\$99,999 and Below	121	88	- 27.3%	4	2	- 50.0%
\$100,000 to \$199,999	132	130	- 1.5%	6	4	- 33.3%
\$200,000 to \$299,999	104	97	- 6.7%	6	5	- 16.7%
\$300,000 to \$399,999	72	63	- 12.5%	4	4	0.0%
\$400,000 to \$499,999	22	14	- 36.4%	0	0	--
\$500,000 to \$699,999	19	17	- 10.5%	0	0	--
\$700,000 to \$999,999	10	8	- 20.0%	0	0	--
\$1,000,000 to \$1,999,999	7	7	0.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	488	425	- 12.9%	20	15	- 25.0%

Year to Date

By Price Range	Single Family			Condo		
	1-2016	1-2017	Change	1-2016	1-2017	Change
\$99,999 and Below	121	88	- 27.3%	4	2	- 50.0%
\$100,000 to \$199,999	132	130	- 1.5%	6	4	- 33.3%
\$200,000 to \$299,999	104	97	- 6.7%	6	5	- 16.7%
\$300,000 to \$399,999	72	63	- 12.5%	4	4	0.0%
\$400,000 to \$499,999	22	14	- 36.4%	0	0	--
\$500,000 to \$699,999	19	17	- 10.5%	0	0	--
\$700,000 to \$999,999	10	8	- 20.0%	0	0	--
\$1,000,000 to \$1,999,999	7	7	0.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	488	425	- 12.9%	20	15	- 25.0%

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 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.