

Local Market Update for June 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

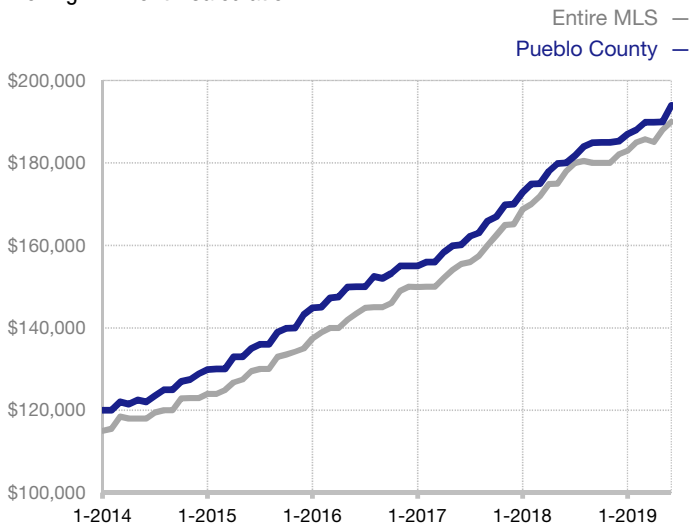
Single Family Key Metrics	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
New Listings	366	319	- 12.8%	1,779	1,723	- 3.1%
Sold Listings	277	241	- 13.0%	1,359	1,239	- 8.8%
Median Sales Price*	\$196,000	\$224,450	+ 14.5%	\$186,470	\$204,050	+ 9.4%
Average Sales Price*	\$208,133	\$226,099	+ 8.6%	\$193,185	\$211,701	+ 9.6%
Percent of List Price Received*	98.8%	99.0%	+ 0.2%	98.4%	98.7%	+ 0.3%
Days on Market Until Sale	64	67	+ 4.7%	74	77	+ 4.1%
Inventory of Homes for Sale	462	367	- 20.6%	--	--	--
Months Supply of Inventory	2.0	1.7	- 15.0%	--	--	--

* 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	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
New Listings	11	6	- 45.5%	62	51	- 17.7%
Sold Listings	10	6	- 40.0%	49	47	- 4.1%
Median Sales Price*	\$222,750	\$165,350	- 25.8%	\$169,900	\$185,000	+ 8.9%
Average Sales Price*	\$224,805	\$170,142	- 24.3%	\$195,883	\$181,680	- 7.3%
Percent of List Price Received*	97.9%	98.2%	+ 0.3%	98.9%	97.7%	- 1.2%
Days on Market Until Sale	91	153	+ 68.1%	73	99	+ 35.6%
Inventory of Homes for Sale	13	11	- 15.4%	--	--	--
Months Supply of Inventory	1.5	1.4	- 6.7%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for June 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Arkansas Valley/Otero County

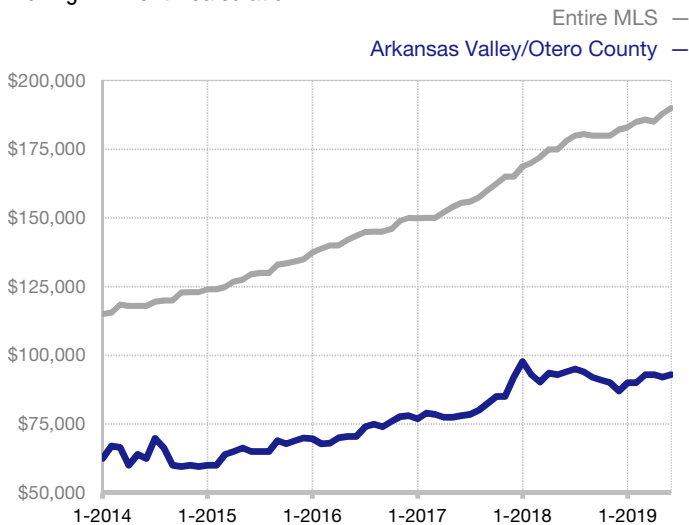
Single Family	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
Key Metrics						
New Listings	36	38	+ 5.6%	197	212	+ 7.6%
Sold Listings	33	27	- 18.2%	149	171	+ 14.8%
Median Sales Price*	\$84,000	\$90,000	+ 7.1%	\$84,000	\$93,750	+ 11.6%
Average Sales Price*	\$106,244	\$98,961	- 6.9%	\$100,286	\$113,139	+ 12.8%
Percent of List Price Received*	96.8%	95.5%	- 1.3%	95.8%	94.7%	- 1.1%
Days on Market Until Sale	125	79	- 36.8%	124	102	- 17.7%
Inventory of Homes for Sale	101	75	- 25.7%	--	--	--
Months Supply of Inventory	3.9	2.7	- 30.8%	--	--	--

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

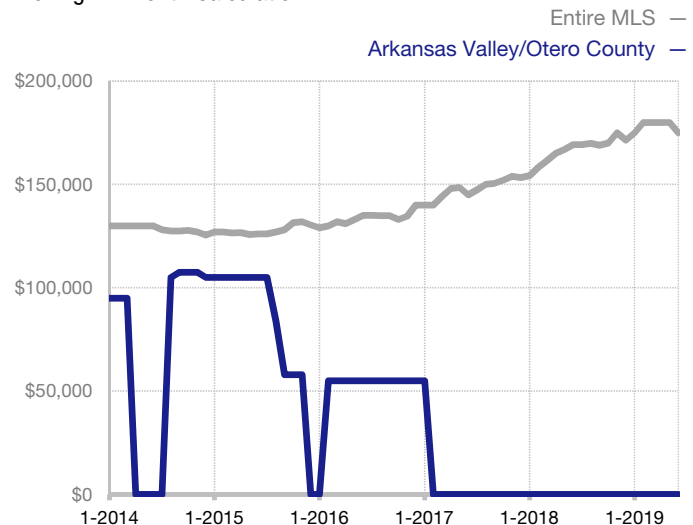
Townhouse-Condo	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	1	--	1	1	0.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	1	1	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 June 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Fowler

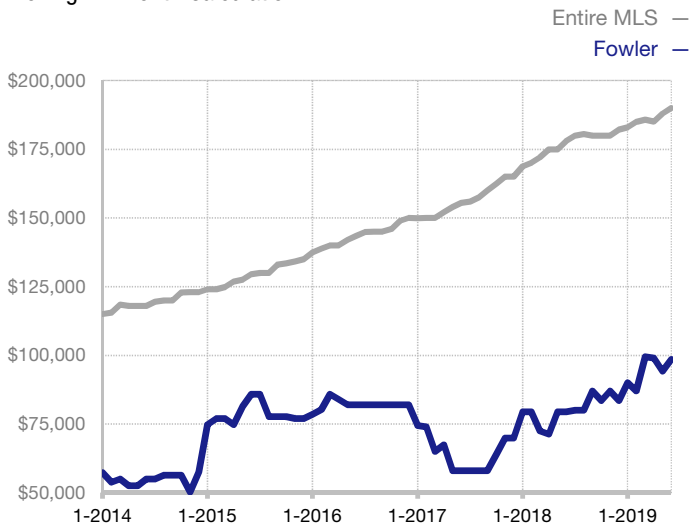
Single Family	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
Key Metrics						
New Listings	2	4	+ 100.0%	18	19	+ 5.6%
Sold Listings	6	1	- 83.3%	19	20	+ 5.3%
Median Sales Price*	\$79,500	\$97,000	+ 22.0%	\$72,500	\$90,000	+ 24.1%
Average Sales Price*	\$89,958	\$97,000	+ 7.8%	\$86,181	\$109,724	+ 27.3%
Percent of List Price Received*	99.0%	97.1%	- 1.9%	98.4%	96.9%	- 1.5%
Days on Market Until Sale	130	56	- 56.9%	117	83	- 29.1%
Inventory of Homes for Sale	6	3	- 50.0%	--	--	--
Months Supply of Inventory	2.0	0.9	- 55.0%	--	--	--

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

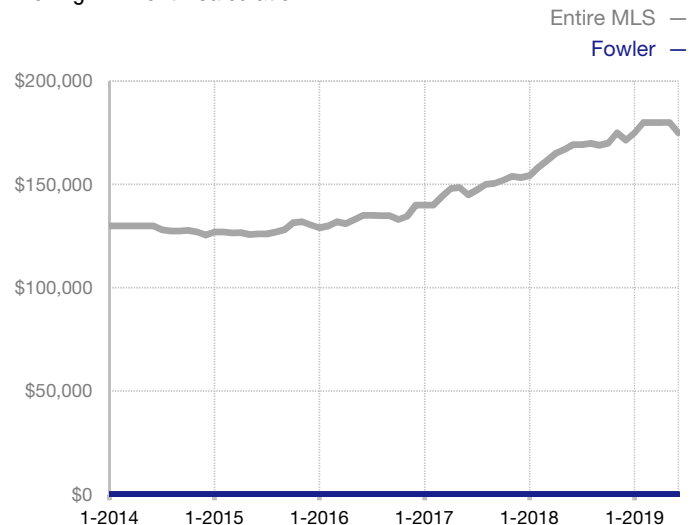
Townhouse-Condo	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for June 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Huerfano County

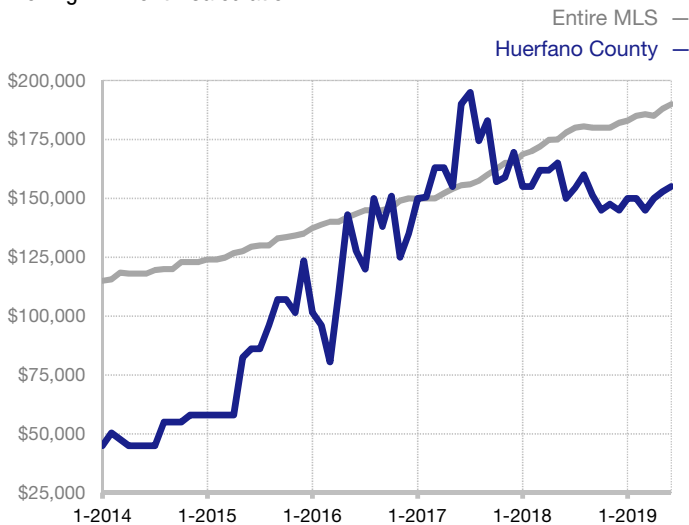
Single Family Key Metrics	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
New Listings	22	20	- 9.1%	76	69	- 9.2%
Sold Listings	6	2	- 66.7%	43	35	- 18.6%
Median Sales Price*	\$99,500	\$153,175	+ 53.9%	\$150,000	\$168,500	+ 12.3%
Average Sales Price*	\$127,167	\$153,175	+ 20.5%	\$201,779	\$228,178	+ 13.1%
Percent of List Price Received*	86.5%	97.2%	+ 12.4%	93.6%	94.2%	+ 0.6%
Days on Market Until Sale	157	66	- 58.0%	193	238	+ 23.3%
Inventory of Homes for Sale	84	66	- 21.4%	--	--	--
Months Supply of Inventory	16.5	10.7	- 35.2%	--	--	--

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

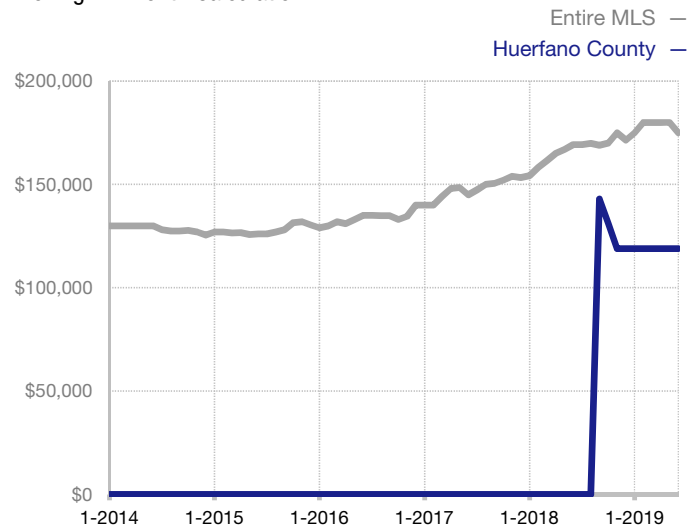
Townhouse-Condo Key Metrics	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
New Listings	1	0	- 100.0%	2	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for June 2019

A Research Tool Provided by the Colorado Association of REALTORS®



La Junta

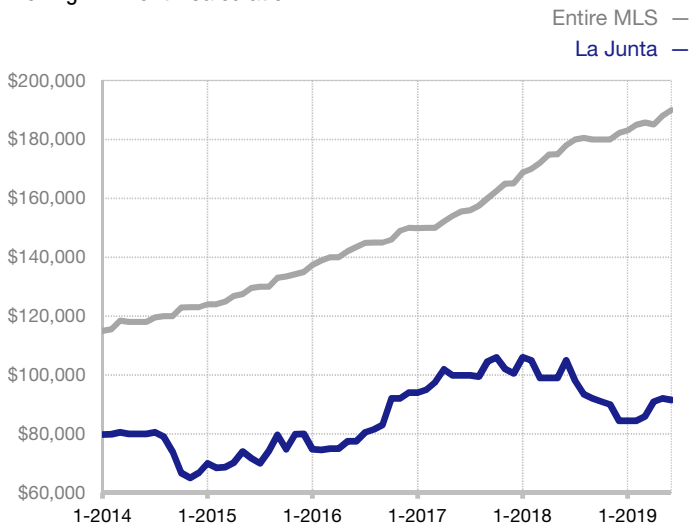
Single Family Key Metrics	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
New Listings	8	8	0.0%	57	45	- 21.1%
Sold Listings	3	6	+ 100.0%	35	40	+ 14.3%
Median Sales Price*	\$126,500	\$112,688	- 10.9%	\$86,000	\$125,000	+ 45.3%
Average Sales Price*	\$129,467	\$110,954	- 14.3%	\$100,402	\$121,504	+ 21.0%
Percent of List Price Received*	101.2%	96.7%	- 4.4%	97.2%	95.6%	- 1.6%
Days on Market Until Sale	62	86	+ 38.7%	120	109	- 9.2%
Inventory of Homes for Sale	25	18	- 28.0%	--	--	--
Months Supply of Inventory	3.7	2.6	- 29.7%	--	--	--

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

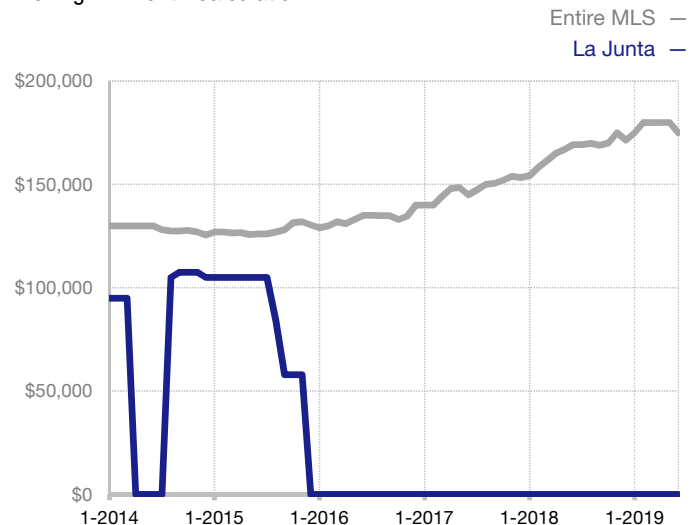
Townhouse-Condo Key Metrics	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 June 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Lamar

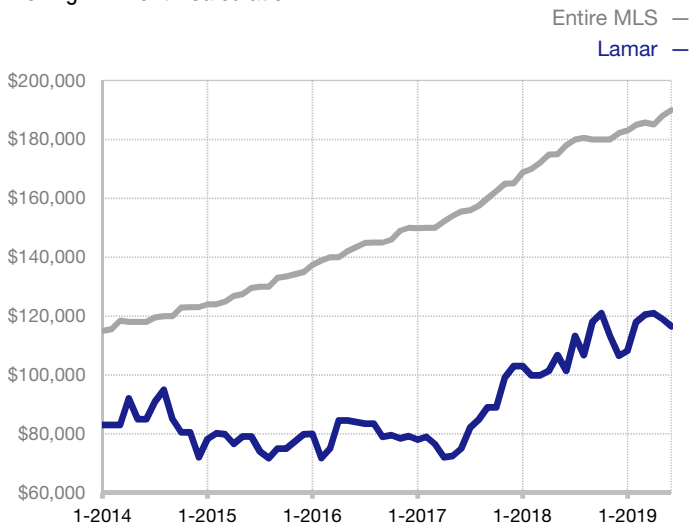
Single Family Key Metrics	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
New Listings	6	9	+ 50.0%	31	37	+ 19.4%
Sold Listings	6	6	0.0%	20	30	+ 50.0%
Median Sales Price*	\$94,500	\$88,500	- 6.3%	\$89,000	\$115,000	+ 29.2%
Average Sales Price*	\$119,833	\$89,333	- 25.5%	\$107,650	\$130,314	+ 21.1%
Percent of List Price Received*	93.7%	98.5%	+ 5.1%	96.1%	94.6%	- 1.6%
Days on Market Until Sale	176	65	- 63.1%	128	108	- 15.6%
Inventory of Homes for Sale	14	9	- 35.7%	--	--	--
Months Supply of Inventory	3.8	1.9	- 50.0%	--	--	--

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

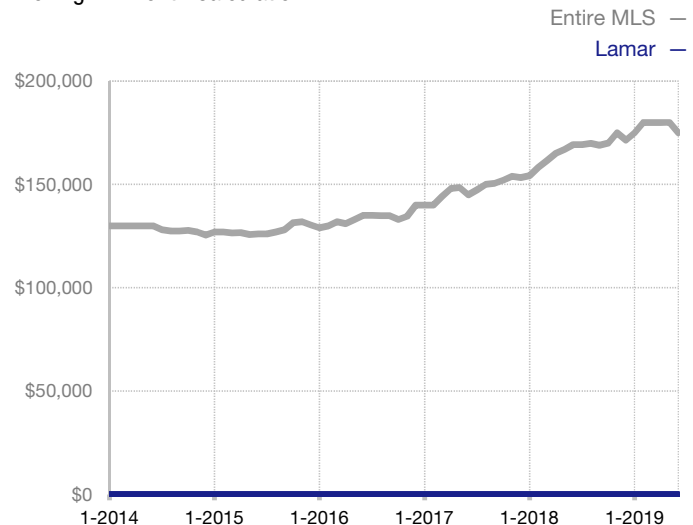
Townhouse-Condo Key Metrics	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 June 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Las Animas

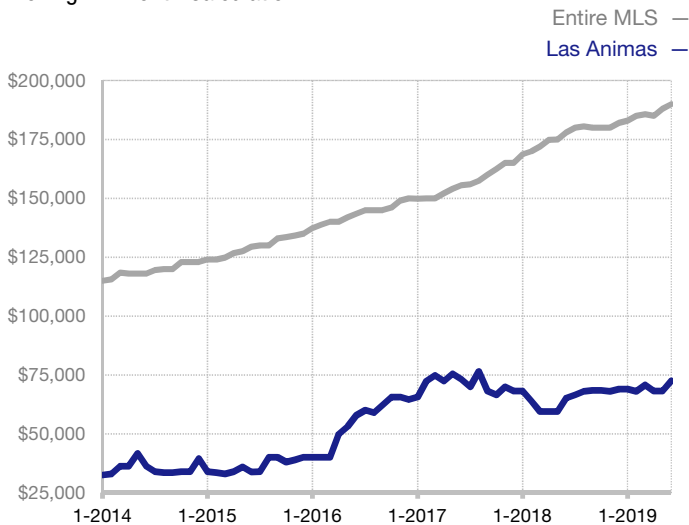
Single Family	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
Key Metrics						
New Listings	1	2	+ 100.0%	12	19	+ 58.3%
Sold Listings	3	6	+ 100.0%	11	20	+ 81.8%
Median Sales Price*	\$78,000	\$100,000	+ 28.2%	\$63,500	\$76,250	+ 20.1%
Average Sales Price*	\$88,000	\$106,792	+ 21.4%	\$64,550	\$81,208	+ 25.8%
Percent of List Price Received*	101.7%	90.5%	- 11.0%	88.3%	93.4%	+ 5.8%
Days on Market Until Sale	136	61	- 55.1%	106	87	- 17.9%
Inventory of Homes for Sale	7	4	- 42.9%	--	--	--
Months Supply of Inventory	2.4	1.3	- 45.8%	--	--	--

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

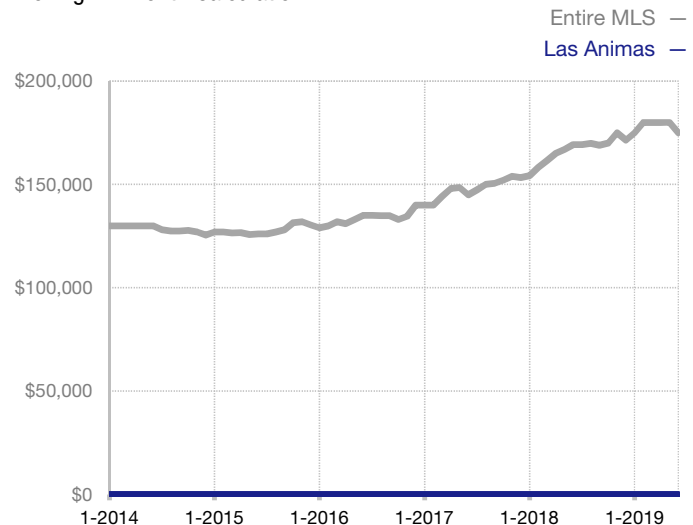
Townhouse-Condo	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for June 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Manzanola

Single Family	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
Key Metrics						
New Listings	1	0	- 100.0%	4	6	+ 50.0%
Sold Listings	1	0	- 100.0%	3	7	+ 133.3%
Median Sales Price*	\$85,000	\$0	- 100.0%	\$155,000	\$114,900	- 25.9%
Average Sales Price*	\$85,000	\$0	- 100.0%	\$152,333	\$157,757	+ 3.6%
Percent of List Price Received*	100.0%	0.0%	- 100.0%	105.8%	93.8%	- 11.3%
Days on Market Until Sale	73	0	- 100.0%	109	106	- 2.8%
Inventory of Homes for Sale	2	2	0.0%	--	--	--
Months Supply of Inventory	1.1	0.8	- 27.3%	--	--	--

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

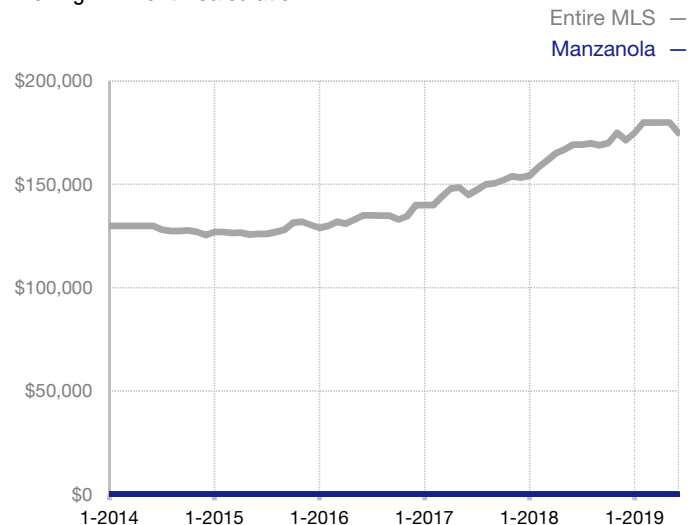
Townhouse-Condo	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for June 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Rocky Ford

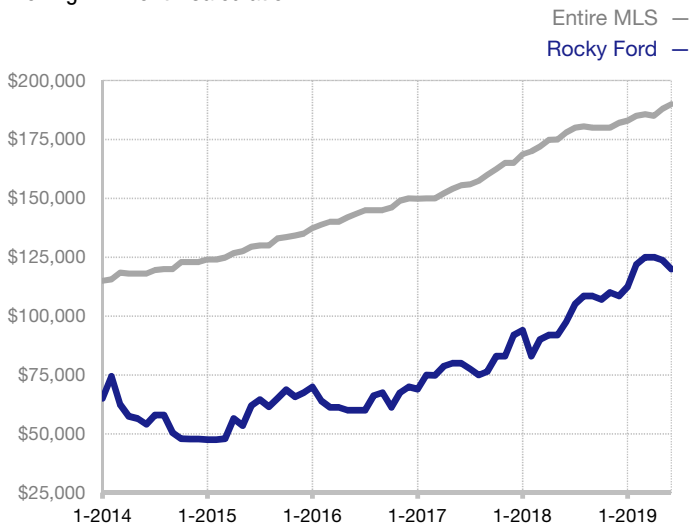
Single Family	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
Key Metrics						
New Listings	7	4	- 42.9%	30	31	+ 3.3%
Sold Listings	6	4	- 33.3%	27	24	- 11.1%
Median Sales Price*	\$133,500	\$71,982	- 46.1%	\$97,500	\$94,030	- 3.6%
Average Sales Price*	\$139,917	\$82,116	- 41.3%	\$106,988	\$111,622	+ 4.3%
Percent of List Price Received*	95.0%	93.9%	- 1.2%	93.1%	96.5%	+ 3.7%
Days on Market Until Sale	88	148	+ 68.2%	137	111	- 19.0%
Inventory of Homes for Sale	17	10	- 41.2%	--	--	--
Months Supply of Inventory	4.0	2.7	- 32.5%	--	--	--

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

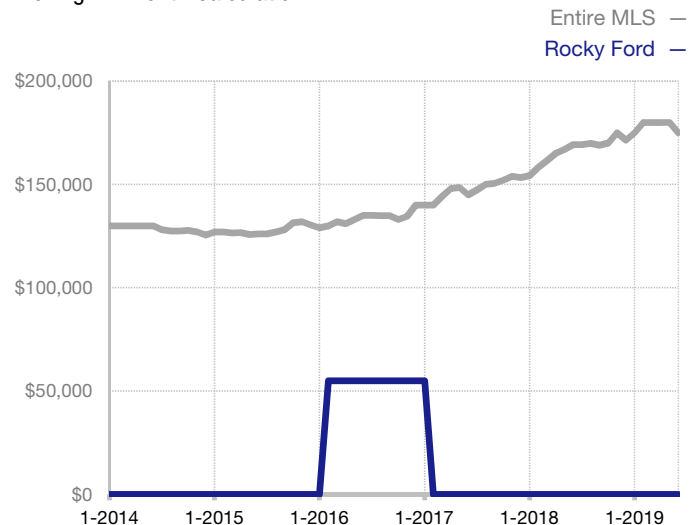
Townhouse-Condo	June			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 06-2018	Thru 06-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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



Monthly Indicators



June 2019

Percent changes calculated using year-over-year comparisons.

New Listings were down 12.2 percent for single family homes and 45.5 percent for townhouse-condo properties. Pending Sales increased 13.2 percent for single family homes but decreased 27.3 percent for townhouse-condo properties.

The Median Sales Price was up 13.6 percent to \$224,900 for single family homes but decreased 18.5 percent to \$165,350 for townhouse-condo properties. Days on Market increased 6.3 percent for single family homes and 77.9 percent for townhouse-condo properties.

In terms of relative balance between buyer and seller interests, residential real estate markets across the country are performing well within an economic expansion that will become the longest in U.S. history in July. However, there are signs of a slowing economy. The Federal Reserve considers 2.0 percent a healthy inflation rate, but the U.S. is expected to remain below that this year. The Fed has received pressure from the White House to cut rates in order to spur further economic activity, and the possibility of a rate reduction in 2019 is definitely in play following a string of increases over the last several years.

Activity Snapshot

- 15.2%	+ 12.6%	- 15.4%
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 composed 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	6-2018	6-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		378	332	- 12.2%	1,818	1,762	- 3.1%
Pending Sales		258	292	+ 13.2%	1,467	1,452	- 1.0%
Sold Listings		279	240	- 14.0%	1,380	1,259	- 8.8%
Median Sales Price		\$198,000	\$224,900	+ 13.6%	\$187,000	\$204,000	+ 9.1%
Avg. Sales Price		\$206,903	\$227,028	+ 9.7%	\$192,805	\$211,242	+ 9.6%
Pct. of List Price Received		98.8%	98.9%	+ 0.1%	98.5%	98.6%	+ 0.1%
Days on Market		63	67	+ 6.3%	73	78	+ 6.8%
Affordability Index		172	156	- 9.3%	182	172	- 5.5%
Active Listings		479	404	- 15.7%	--	--	--
Months Supply		2.0	1.9	- 5.0%	--	--	--

Townhouse-Condo Market Overview

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

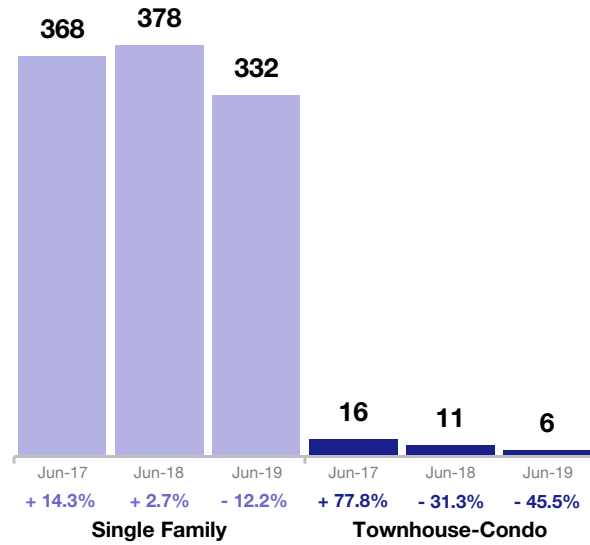


Key Metrics	Historical Sparkbars	6-2018	6-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		11	6	- 45.5%	63	53	- 15.9%
Pending Sales		11	8	- 27.3%	57	55	- 3.5%
Sold Listings		11	6	- 45.5%	50	49	- 2.0%
Median Sales Price		\$203,000	\$165,350	- 18.5%	\$168,450	\$185,000	+ 9.8%
Avg. Sales Price		\$217,095	\$170,142	- 21.6%	\$194,765	\$182,356	- 6.4%
Pct. of List Price Received		97.8%	98.2%	+ 0.4%	98.8%	97.7%	- 1.1%
Days on Market		86	153	+ 77.9%	72	97	+ 34.7%
Affordability Index		167	212	+ 26.9%	202	190	- 5.9%
Active Listings		13	12	- 7.7%	--	--	--
Months Supply		1.4	1.4	0.0%	--	--	--

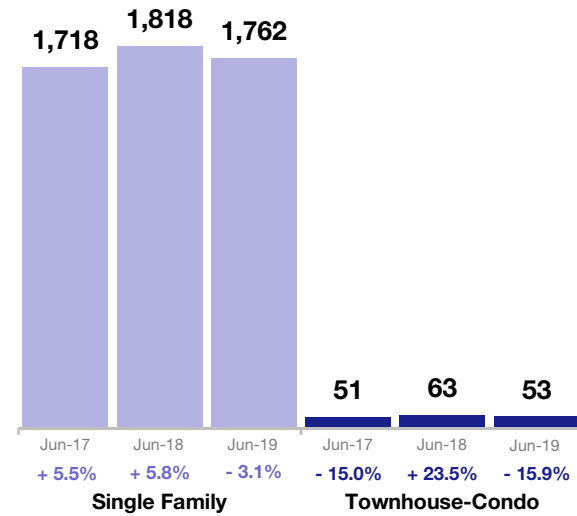
New Listings



June

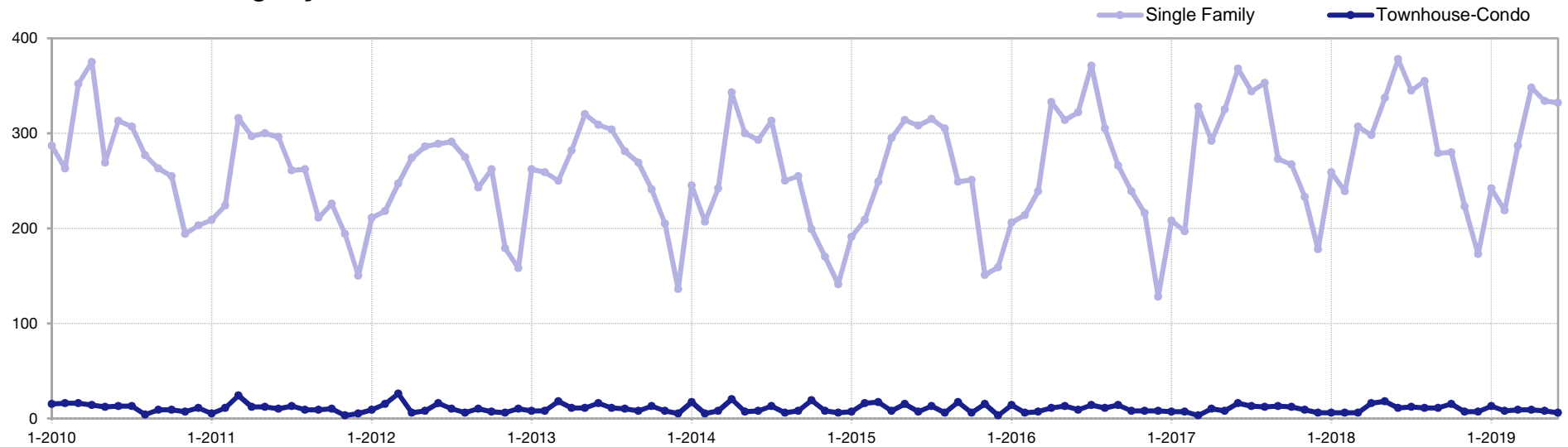


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2018	345	+0.3%	12	-7.7%
Aug-2018	355	+0.6%	11	-8.3%
Sep-2018	279	+2.2%	11	-15.4%
Oct-2018	280	+4.9%	15	+25.0%
Nov-2018	223	-4.3%	7	-22.2%
Dec-2018	173	-2.8%	7	+16.7%
Jan-2019	242	-6.6%	13	+116.7%
Feb-2019	219	-8.4%	8	+33.3%
Mar-2019	287	-6.5%	9	+50.0%
Apr-2019	348	+16.8%	9	-43.8%
May-2019	334	-0.9%	8	-55.6%
Jun-2019	332	-12.2%	6	-45.5%

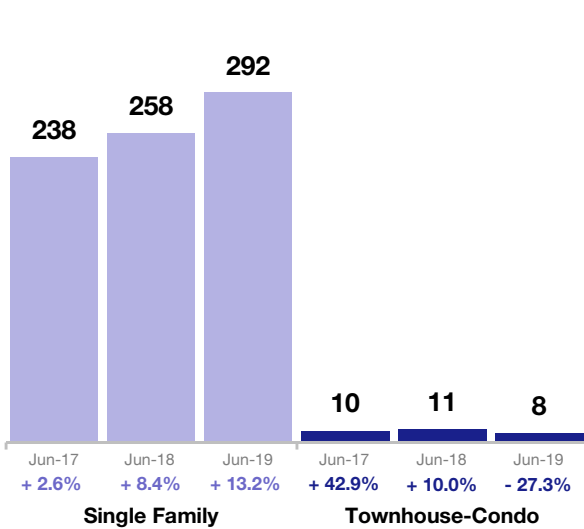
Historical New Listings by Month



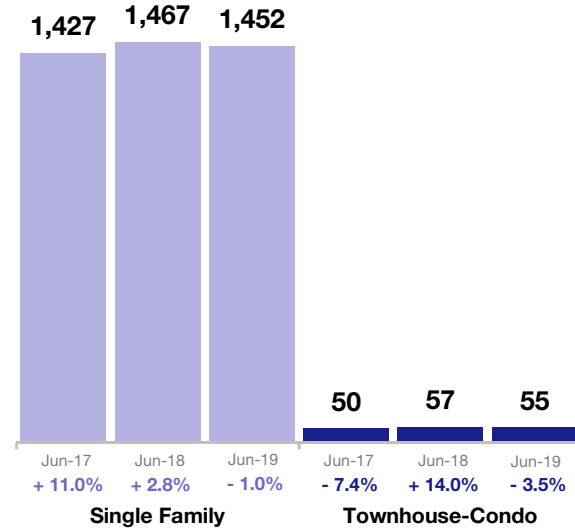
Pending Sales



June

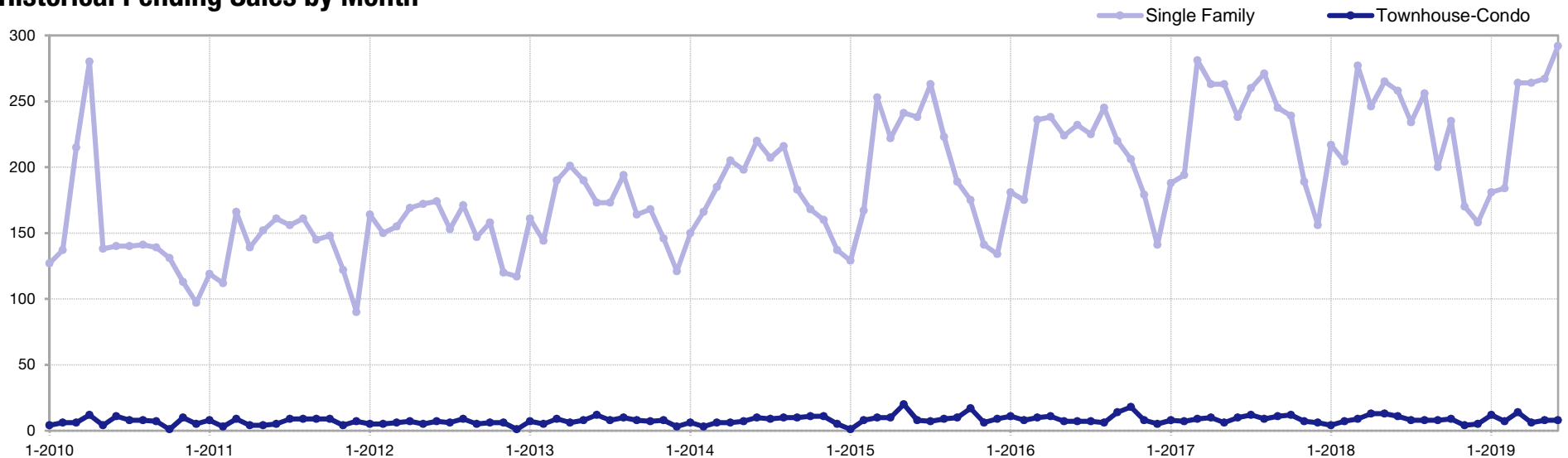


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2018	234	-10.0%	8	-33.3%
Aug-2018	256	-5.5%	8	-11.1%
Sep-2018	200	-18.4%	8	-27.3%
Oct-2018	235	-1.7%	9	-25.0%
Nov-2018	170	-10.1%	4	-42.9%
Dec-2018	158	+1.3%	5	-16.7%
Jan-2019	181	-16.6%	12	+200.0%
Feb-2019	184	-9.8%	7	0.0%
Mar-2019	264	-4.7%	14	+55.6%
Apr-2019	264	+7.3%	6	-53.8%
May-2019	267	+0.8%	8	-38.5%
Jun-2019	292	+13.2%	8	-27.3%

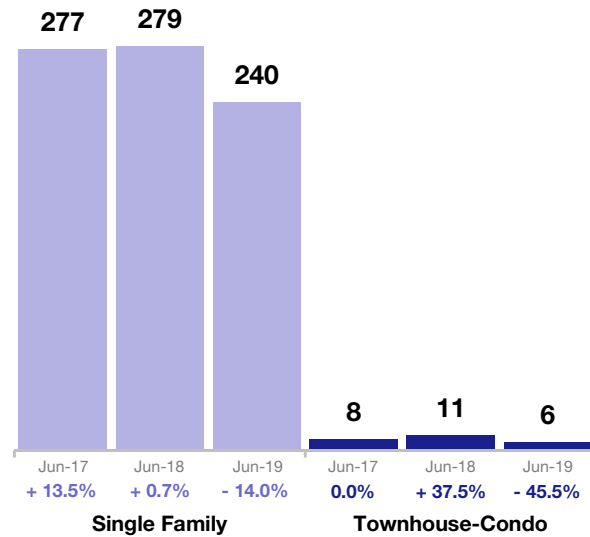
Historical Pending Sales by Month



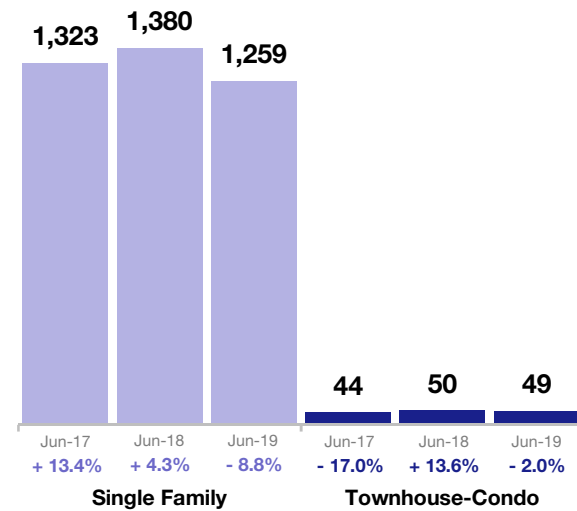
Sold Listings



June

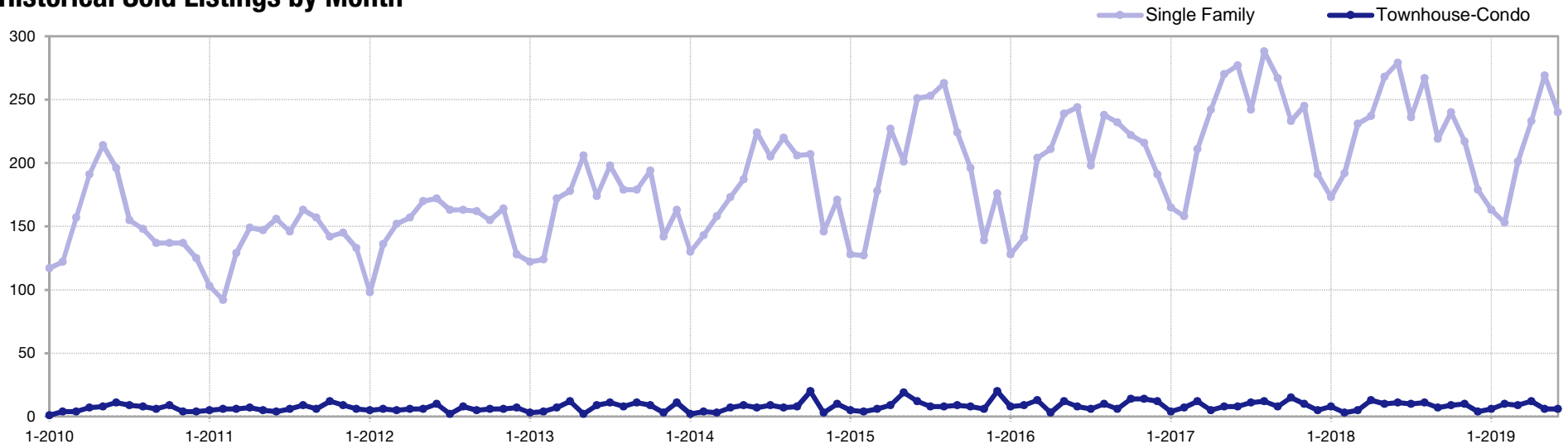


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2018	236	-2.5%	10	-9.1%
Aug-2018	267	-7.3%	11	-8.3%
Sep-2018	219	-18.0%	7	-12.5%
Oct-2018	240	+3.0%	9	-40.0%
Nov-2018	217	-11.4%	10	0.0%
Dec-2018	179	-6.3%	4	-20.0%
Jan-2019	163	-5.8%	6	-25.0%
Feb-2019	153	-20.3%	10	+233.3%
Mar-2019	201	-13.0%	9	+80.0%
Apr-2019	233	-1.7%	12	-7.7%
May-2019	269	+0.4%	6	-40.0%
Jun-2019	240	-14.0%	6	-45.5%

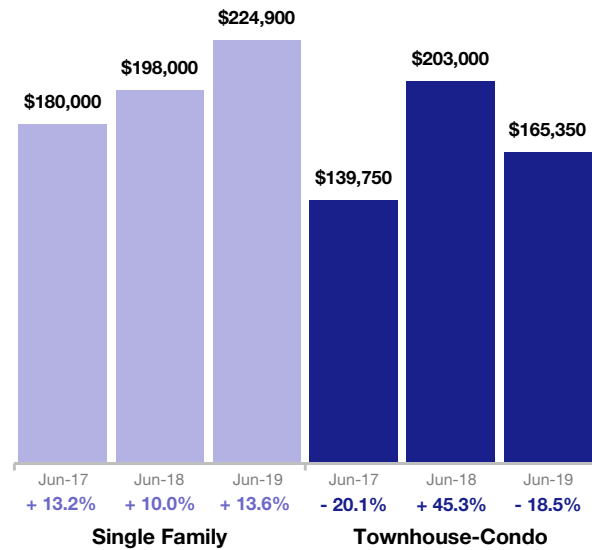
Historical Sold Listings by Month



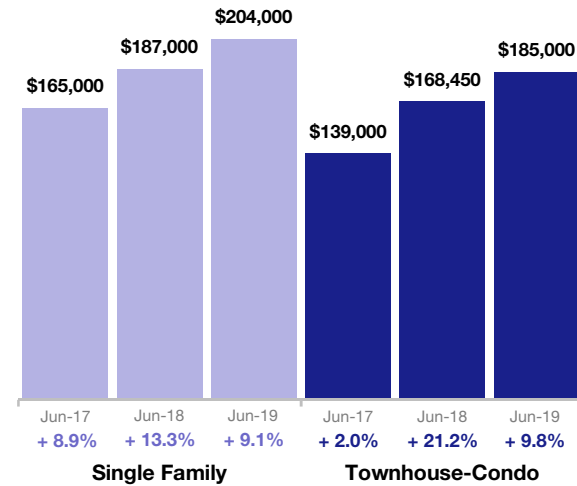
Median Sales Price



June

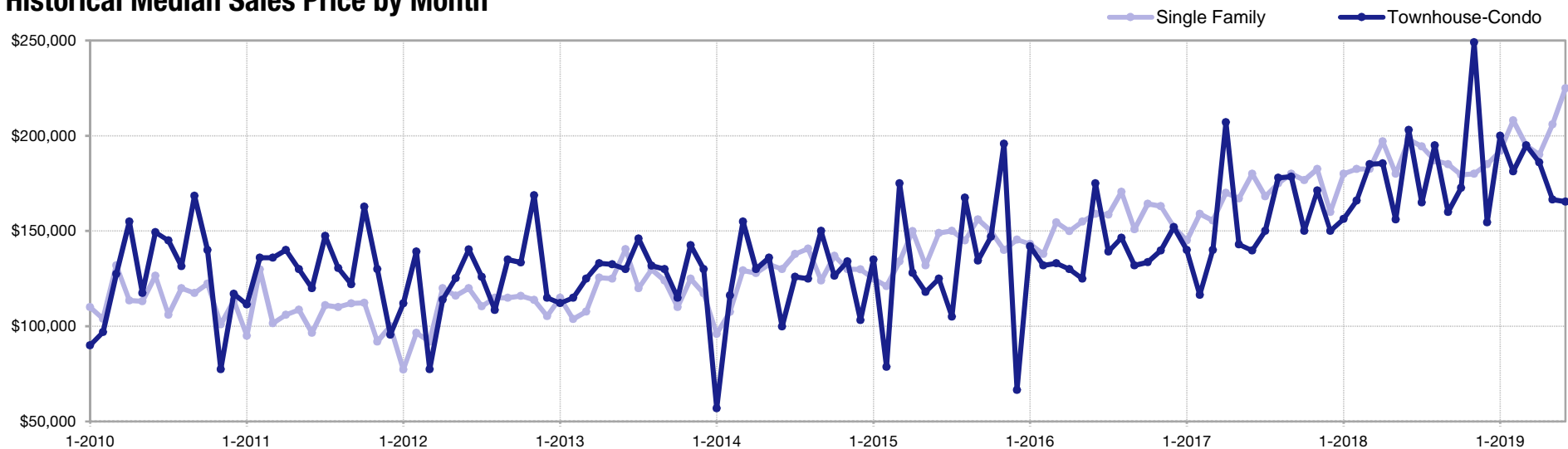


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2018	\$194,400	+15.6%	\$165,000	+10.0%
Aug-2018	\$187,000	+6.9%	\$195,000	+9.6%
Sep-2018	\$185,000	+2.8%	\$159,900	-10.4%
Oct-2018	\$179,501	+1.6%	\$172,700	+15.1%
Nov-2018	\$180,000	-1.4%	\$249,000	+45.4%
Dec-2018	\$185,000	+15.6%	\$154,450	+3.0%
Jan-2019	\$192,000	+6.7%	\$200,000	+27.9%
Feb-2019	\$208,000	+14.0%	\$181,250	+9.2%
Mar-2019	\$195,000	+6.8%	\$195,000	+5.4%
Apr-2019	\$190,000	-3.6%	\$186,000	+0.3%
May-2019	\$206,000	+14.4%	\$166,500	+6.7%
Jun-2019	\$224,900	+13.6%	\$165,350	-18.5%

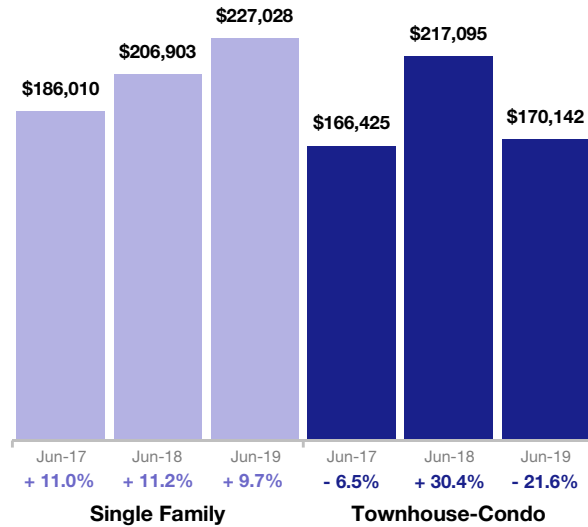
Historical Median Sales Price by Month



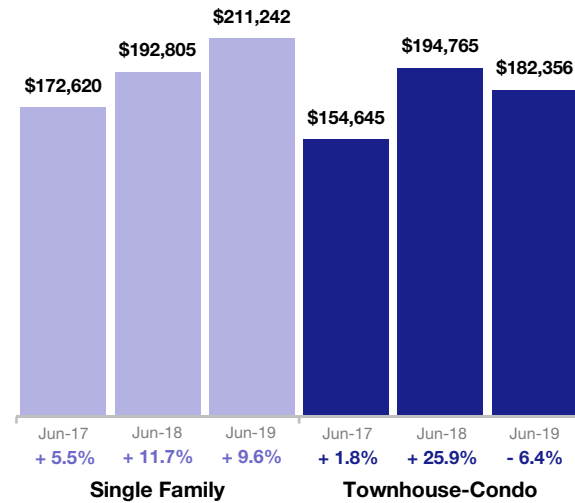
Average Sales Price



June

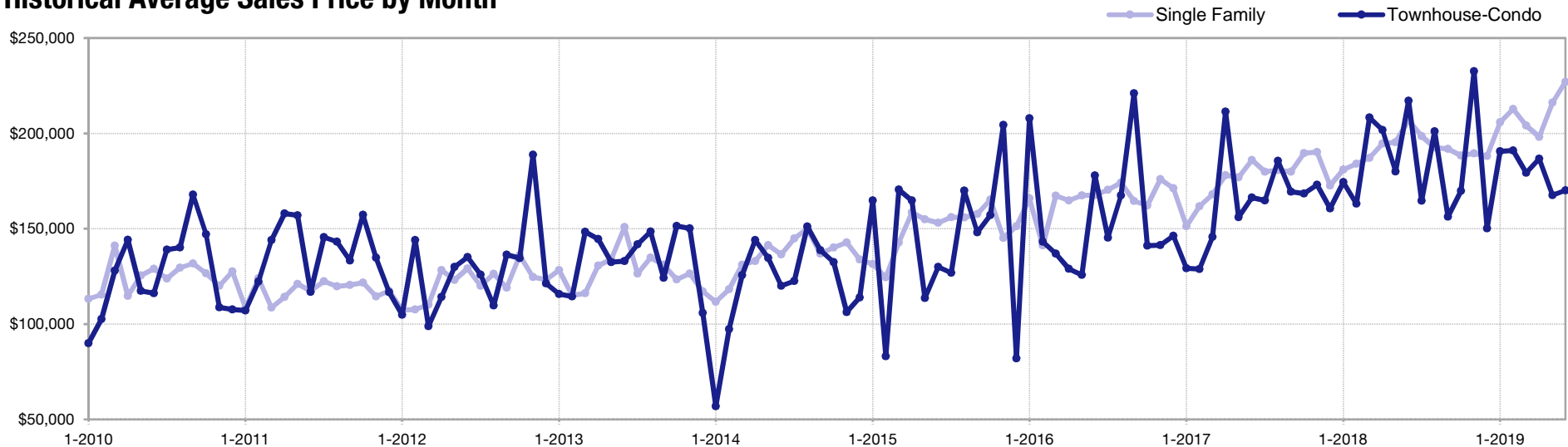


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2018	\$198,602	+10.4%	\$164,650	-0.1%
Aug-2018	\$192,602	+6.6%	\$201,027	+8.3%
Sep-2018	\$191,813	+6.7%	\$156,293	-7.8%
Oct-2018	\$188,436	-0.6%	\$169,889	+0.9%
Nov-2018	\$189,443	-0.4%	\$232,540	+34.4%
Dec-2018	\$188,060	+8.9%	\$150,225	-6.5%
Jan-2019	\$205,813	+13.7%	\$190,667	+9.3%
Feb-2019	\$212,836	+15.6%	\$191,010	+17.1%
Mar-2019	\$204,184	+9.1%	\$179,322	-13.9%
Apr-2019	\$198,202	+1.8%	\$186,708	-7.5%
May-2019	\$216,169	+10.7%	\$167,683	-6.9%
Jun-2019	\$227,028	+9.7%	\$170,142	-21.6%

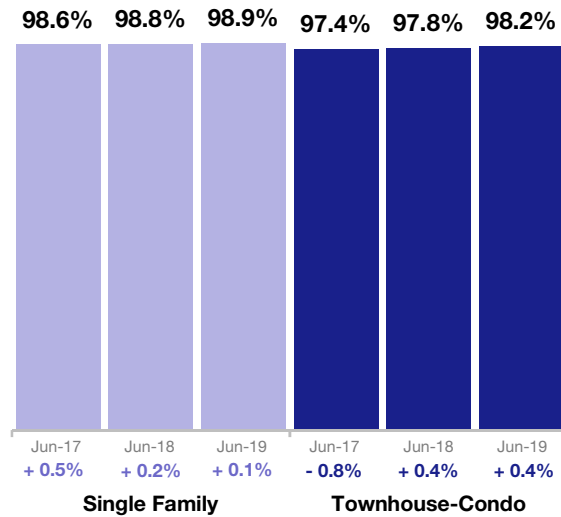
Historical Average Sales Price by Month



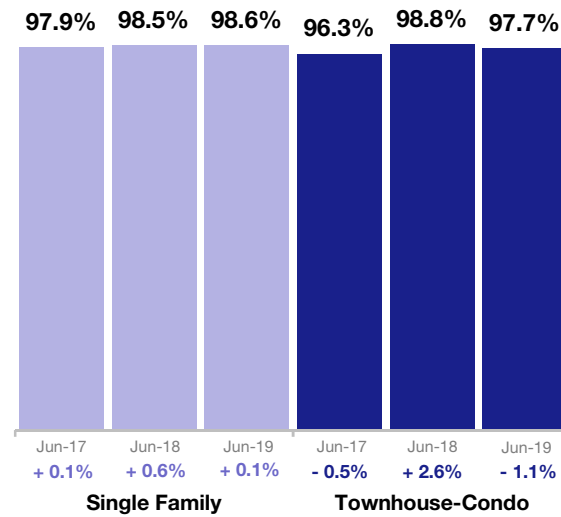
Percent of List Price Received



June

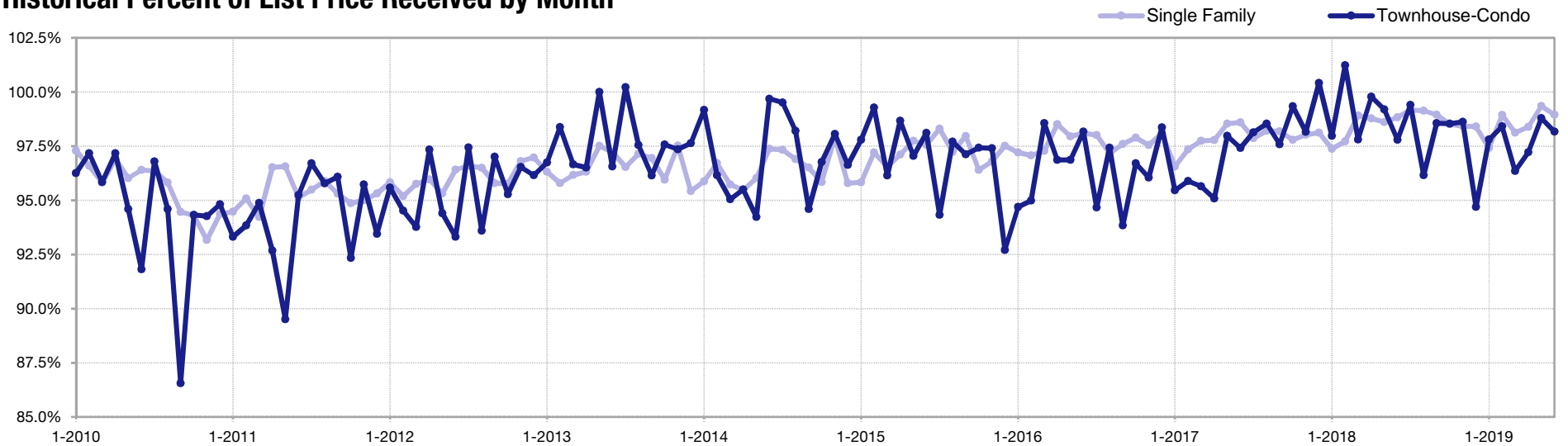


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2018	99.2%	+1.3%	99.4%	+1.3%
Aug-2018	99.1%	+0.9%	96.2%	-2.3%
Sep-2018	99.0%	+0.8%	98.6%	+1.0%
Oct-2018	98.5%	+0.7%	98.5%	-0.8%
Nov-2018	98.4%	+0.4%	98.6%	+0.4%
Dec-2018	98.4%	+0.3%	94.7%	-5.7%
Jan-2019	97.4%	0.0%	97.8%	-0.2%
Feb-2019	98.9%	+1.2%	98.4%	-2.8%
Mar-2019	98.1%	-0.8%	96.4%	-1.4%
Apr-2019	98.4%	-0.4%	97.2%	-2.6%
May-2019	99.4%	+0.8%	98.8%	-0.4%
Jun-2019	98.9%	+0.1%	98.2%	+0.4%

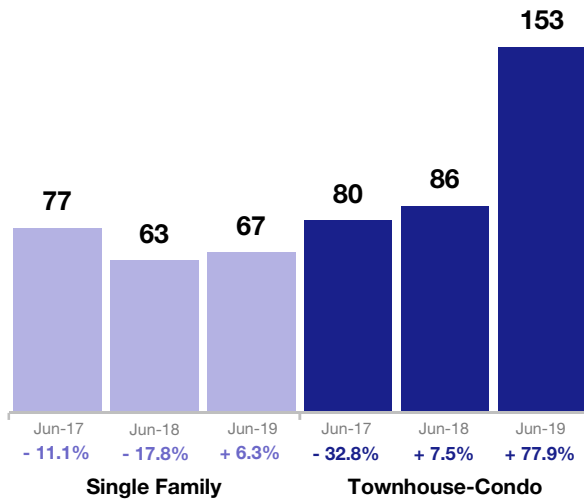
Historical Percent of List Price Received by Month



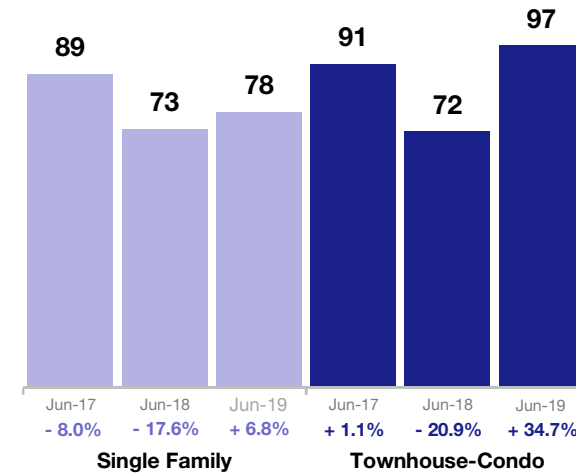
Days on Market Until Sale



June

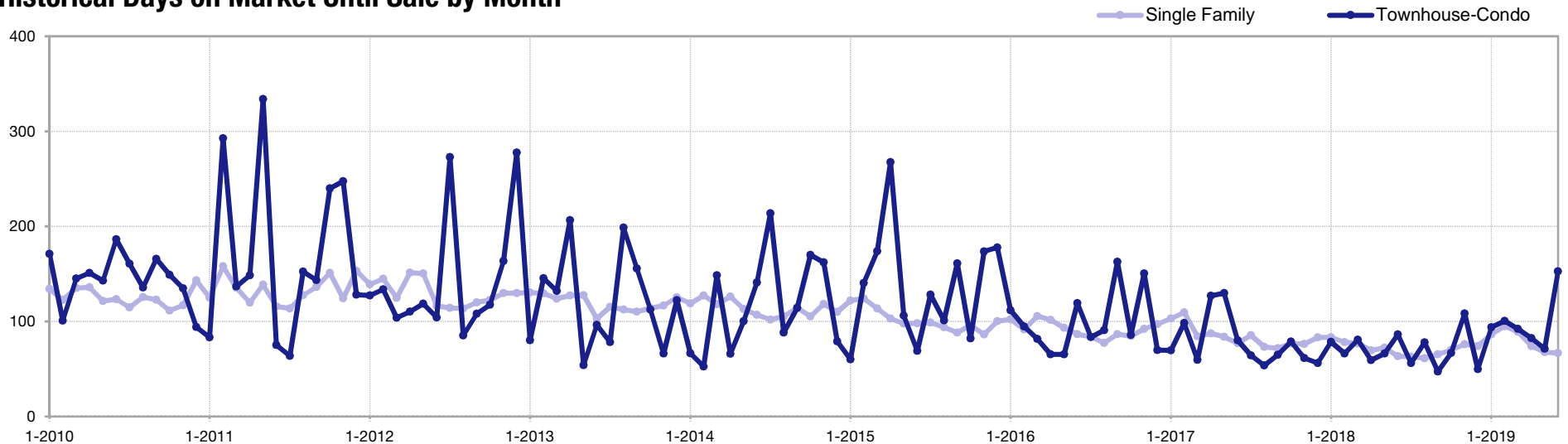


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2018	63	-26.7%	56	-12.5%
Aug-2018	61	-16.4%	78	+44.4%
Sep-2018	65	-9.7%	47	-27.7%
Oct-2018	70	-9.1%	67	-15.2%
Nov-2018	76	0.0%	108	+74.2%
Dec-2018	74	-10.8%	50	-10.7%
Jan-2019	86	+3.6%	94	+19.0%
Feb-2019	95	+21.8%	101	+53.0%
Mar-2019	89	+15.6%	92	+13.6%
Apr-2019	74	+5.7%	82	+39.0%
May-2019	68	-5.6%	71	+7.6%
Jun-2019	67	+6.3%	153	+77.9%

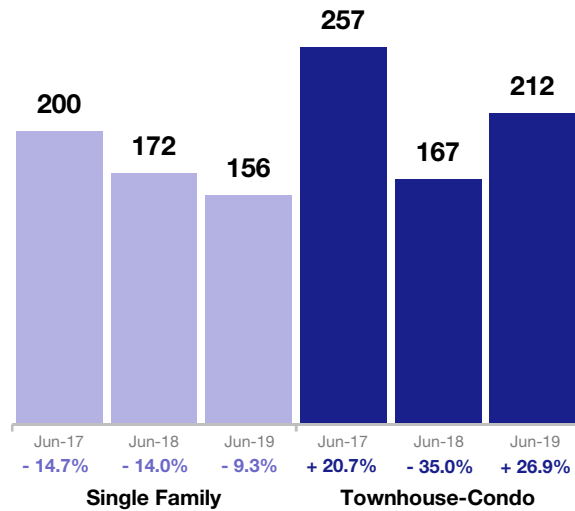
Historical Days on Market Until Sale by Month



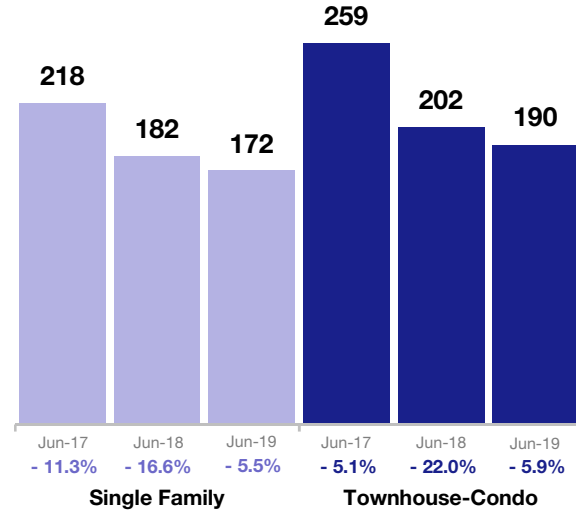
Housing Affordability Index



June

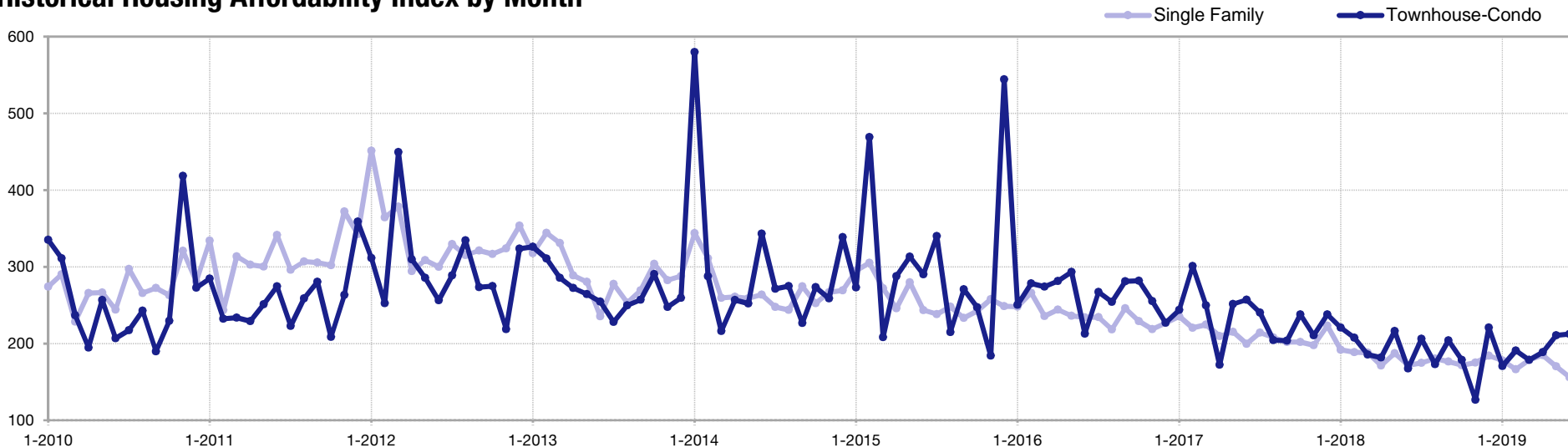


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2018	175	-18.2%	206	-14.2%
Aug-2018	181	-13.0%	173	-15.2%
Sep-2018	176	-12.9%	204	0.0%
Oct-2018	172	-14.9%	179	-24.8%
Nov-2018	175	-11.6%	127	-39.8%
Dec-2018	184	-17.5%	221	-7.1%
Jan-2019	178	-7.3%	171	-22.6%
Feb-2019	166	-12.2%	191	-8.2%
Mar-2019	179	-4.8%	179	-3.8%
Apr-2019	185	+8.2%	189	+3.8%
May-2019	170	-9.6%	211	-2.3%
Jun-2019	156	-9.3%	212	+26.9%

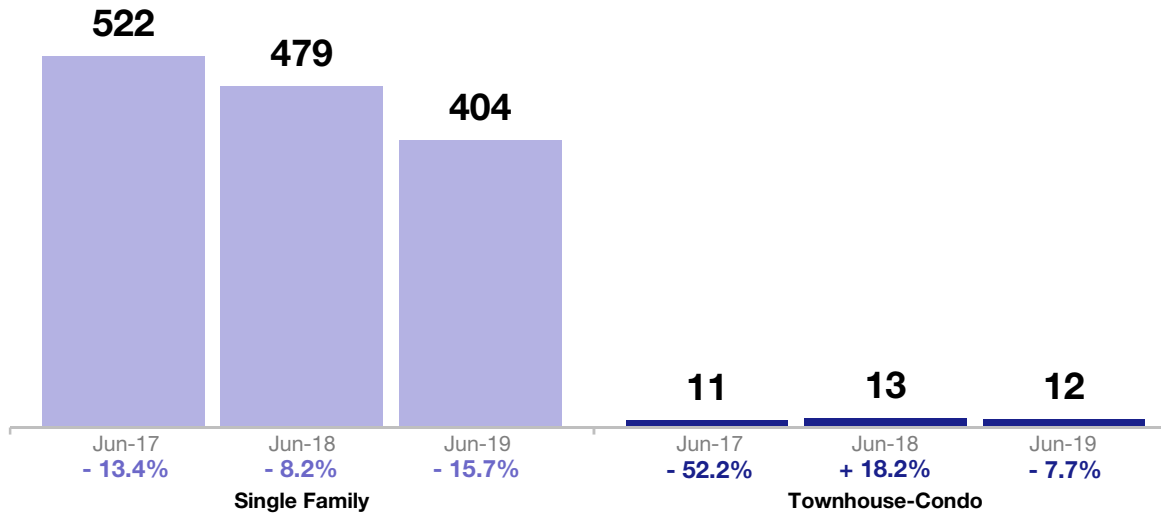
Historical Housing Affordability Index by Month



Inventory of Active Listings

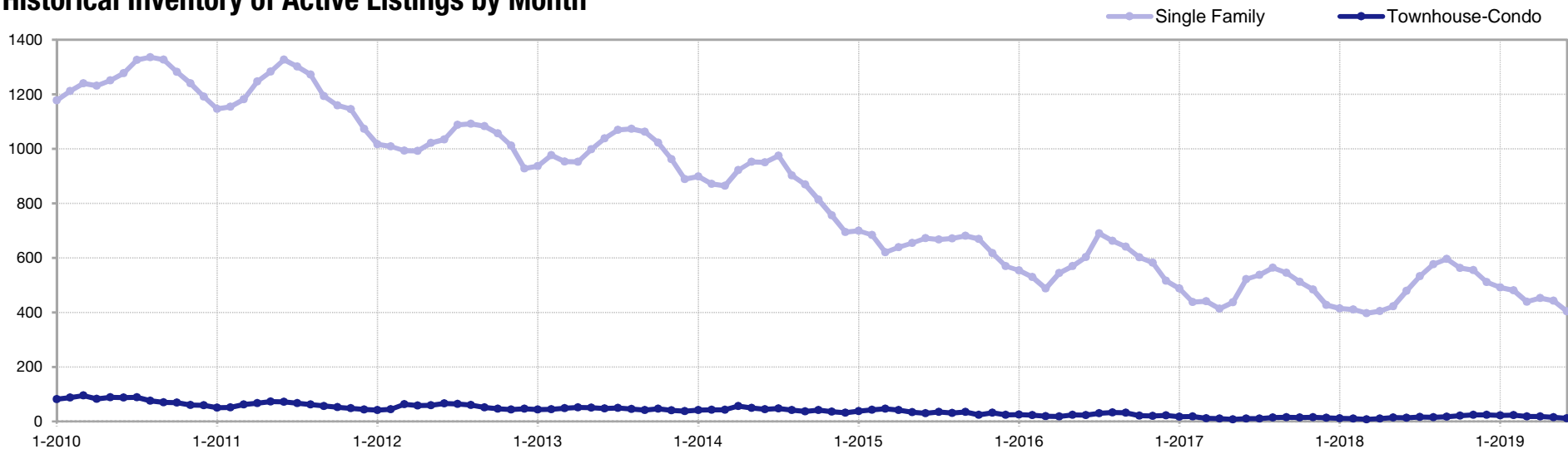


June



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2018	533	-0.7%	16	+45.5%
Aug-2018	576	+2.1%	15	+7.1%
Sep-2018	596	+9.4%	17	+13.3%
Oct-2018	563	+10.0%	21	+50.0%
Nov-2018	555	+14.7%	24	+60.0%
Dec-2018	511	+19.7%	24	+84.6%
Jan-2019	492	+18.6%	22	+83.3%
Feb-2019	481	+17.0%	23	+109.1%
Mar-2019	439	+10.6%	18	+125.0%
Apr-2019	453	+11.9%	18	+63.6%
May-2019	443	+5.0%	15	+7.1%
Jun-2019	404	-15.7%	12	-7.7%

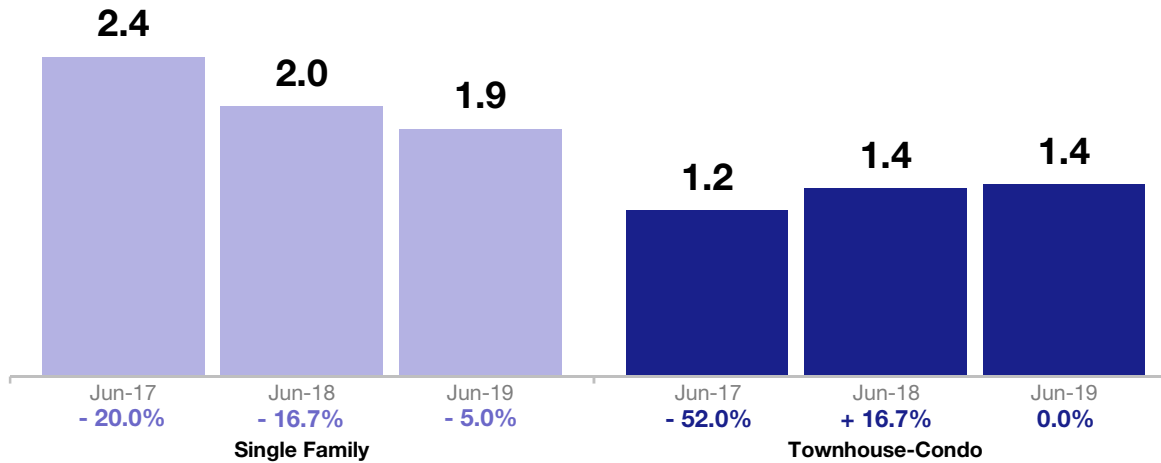
Historical Inventory of Active Listings by Month



Months Supply of Inventory

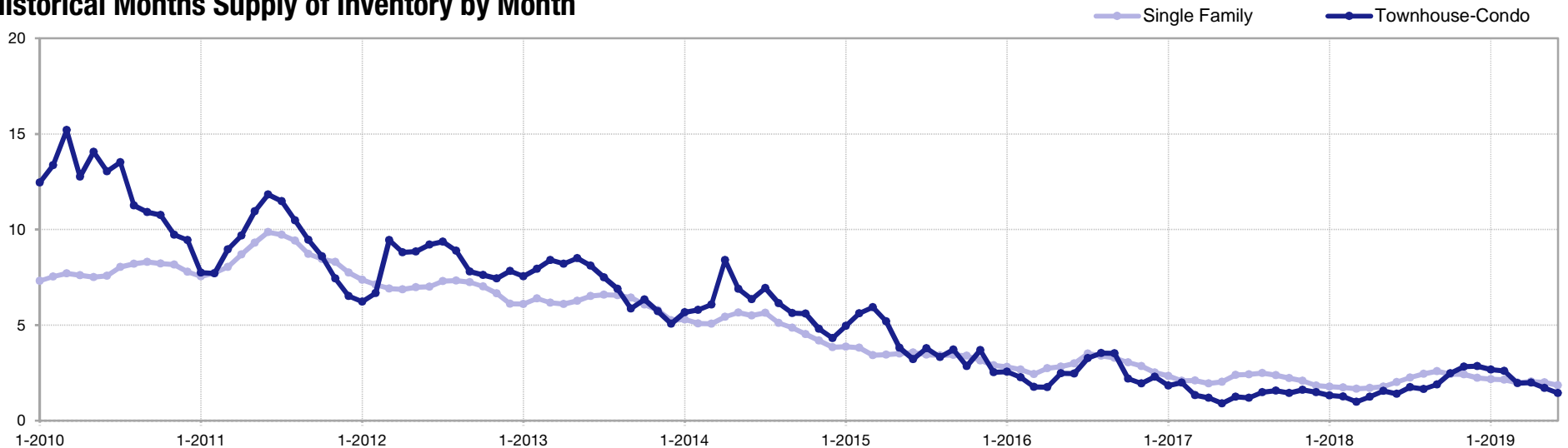


June



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2018	2.3	-4.2%	1.7	+41.7%
Aug-2018	2.5	0.0%	1.7	+13.3%
Sep-2018	2.6	+8.3%	1.9	+18.8%
Oct-2018	2.4	+9.1%	2.5	+78.6%
Nov-2018	2.4	+14.3%	2.8	+75.0%
Dec-2018	2.2	+22.2%	2.9	+93.3%
Jan-2019	2.2	+22.2%	2.7	+107.7%
Feb-2019	2.1	+23.5%	2.6	+100.0%
Mar-2019	2.0	+17.6%	2.0	+100.0%
Apr-2019	2.0	+17.6%	2.0	+66.7%
May-2019	2.0	+11.1%	1.7	+6.3%
Jun-2019	1.9	-5.0%	1.4	0.0%

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.



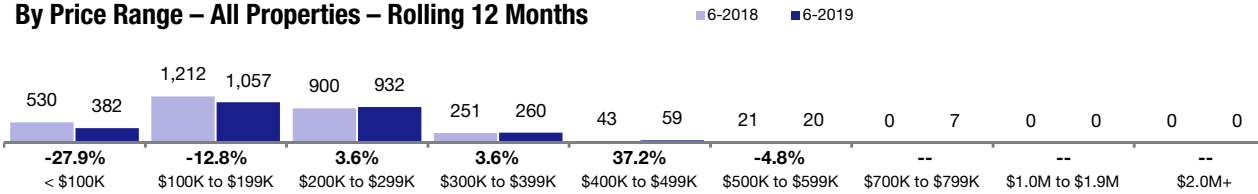
Key Metrics	Historical Sparkbars	6-2018	6-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		389	338	- 13.1%	1,881	1,815	- 3.5%
Pending Sales		269	300	+ 11.5%	1,524	1,507	- 1.1%
Sold Listings		290	246	- 15.2%	1,430	1,308	- 8.5%
Median Sales Price		\$198,500	\$223,500	+ 12.6%	\$186,440	\$202,000	+ 8.3%
Avg. Sales Price		\$207,289	\$225,635	+ 8.9%	\$192,874	\$210,159	+ 9.0%
Pct. of List Price Received		98.8%	98.9%	+ 0.1%	98.5%	98.6%	+ 0.1%
Days on Market		64	69	+ 7.8%	73	79	+ 8.2%
Affordability Index		171	157	- 8.2%	182	174	- 4.4%
Active Listings		492	416	- 15.4%	--	--	--
Months Supply		2.0	1.8	- 10.0%	--	--	--

Sold Listings

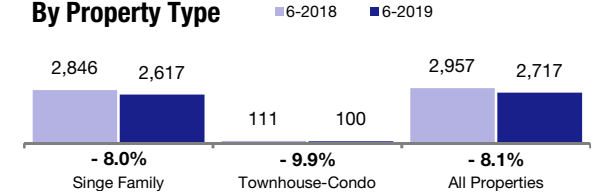
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	6-2018	6-2019	Change	6-2018	6-2019	Change
\$99,999 and Below	526	375	-28.7%	4	7	+75.0%
\$100,000 to \$199,999	1,134	997	-12.1%	78	60	-23.1%
\$200,000 to \$299,999	881	902	+2.4%	19	30	+57.9%
\$300,000 to \$399,999	242	257	+6.2%	9	3	-66.7%
\$400,000 to \$499,999	42	59	+40.5%	1	0	-100.0%
\$500,000 to \$699,999	21	20	-4.8%	0	0	--
\$700,000 to \$999,999	0	7	--	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	2,846	2,617	-8.0%	111	100	-9.9%

Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2019	6-2019	Change	5-2019	6-2019	Change
\$99,999 and Below	19	29	+52.6%	0	0	--
\$100,000 to \$199,999	111	66	-40.5%	4	3	-25.0%
\$200,000 to \$299,999	97	94	-3.1%	2	3	+50.0%
\$300,000 to \$399,999	30	40	+33.3%	0	0	--
\$400,000 to \$499,999	10	5	-50.0%	0	0	--
\$500,000 to \$699,999	0	4	--	0	0	--
\$700,000 to \$999,999	2	2	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	269	240	-10.8%	6	6	0.0%

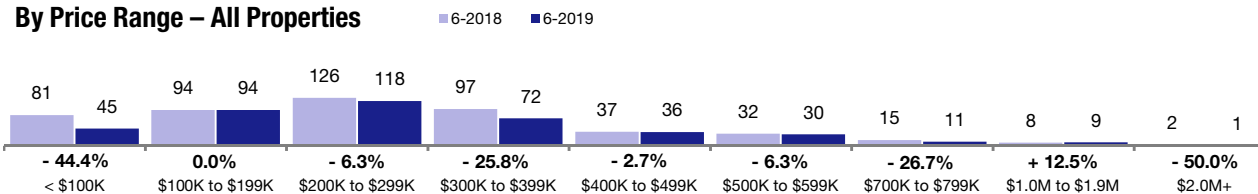
Year to Date

By Price Range	Single Family			Condo		
	6-2018	6-2019	Change	6-2018	6-2019	Change
\$99,999 and Below	235	158	-32.8%	0	4	--
\$100,000 to \$199,999	534	451	-15.5%	35	27	-22.9%
\$200,000 to \$299,999	441	457	+3.6%	6	17	+183.3%
\$300,000 to \$399,999	141	136	-3.5%	8	1	-87.5%
\$400,000 to \$499,999	21	37	+76.2%	1	0	-100.0%
\$500,000 to \$699,999	8	13	+62.5%	0	0	--
\$700,000 to \$999,999	0	7	--	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	1,380	1,259	-8.8%	50	49	-2.0%

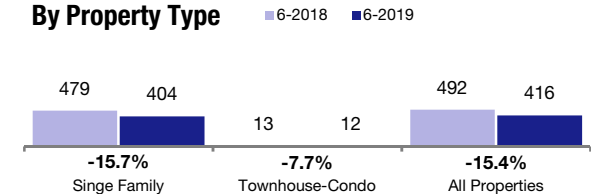
Inventory of Active Listings

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		
	6-2018	6-2019	Change	6-2018	6-2019	Change
\$99,999 and Below	81	44	-45.7%	0	1	--
\$100,000 to \$199,999	92	93	+1.1%	2	1	-50.0%
\$200,000 to \$299,999	119	112	-5.9%	7	6	-14.3%
\$300,000 to \$399,999	93	70	-24.7%	4	2	-50.0%
\$400,000 to \$499,999	37	35	-5.4%	0	1	--
\$500,000 to \$699,999	32	29	-9.4%	0	1	--
\$700,000 to \$999,999	15	11	-26.7%	0	0	--
\$1,000,000 to \$1,999,999	8	9	+12.5%	0	0	--
\$2,000,000 and Above	2	1	-50.0%	0	0	--
All Price Ranges	479	404	-15.7%	13	12	-7.7%

Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2019	6-2019	Change	5-2019	6-2019	Change
\$99,999 and Below	55	44	-20.0%	0	1	--
\$100,000 to \$199,999	100	93	-7.0%	7	1	-85.7%
\$200,000 to \$299,999	126	112	-11.1%	5	6	+20.0%
\$300,000 to \$399,999	84	70	-16.7%	1	2	+100.0%
\$400,000 to \$499,999	30	35	+16.7%	1	1	0.0%
\$500,000 to \$699,999	27	29	+7.4%	1	1	0.0%
\$700,000 to \$999,999	11	11	0.0%	0	0	--
\$1,000,000 to \$1,999,999	9	9	0.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	443	404	-8.8%	15	12	-20.0%

Year to Date

By Price Range	Single Family			Condo		
	6-2018	6-2019	Change	6-2018	6-2019	Change
\$99,999 and Below	235	158	-32.8%	0	4	--
\$100,000 to \$199,999	534	451	-15.5%	35	27	-22.9%
\$200,000 to \$299,999	441	457	+3.6%	6	17	+183.3%
\$300,000 to \$399,999	141	136	-3.5%	8	1	-87.5%
\$400,000 to \$499,999	21	37	+76.2%	1	0	-100.0%
\$500,000 to \$699,999	8	13	+62.5%	0	0	--
\$700,000 to \$999,999	0	7	--	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	1,380	1,259	-8.8%	50	49	-2.0%

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.