

Local Market Update for April 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

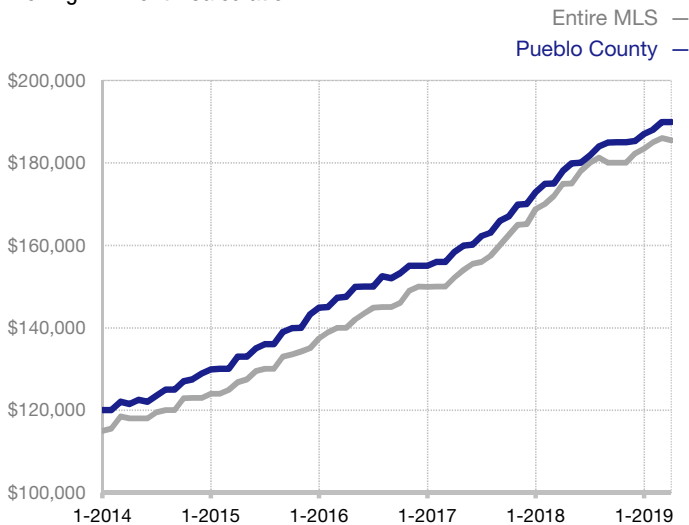
Single Family Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	293	334	+ 14.0%	1,080	1,065	- 1.4%
Sold Listings	236	210	- 11.0%	823	708	- 14.0%
Median Sales Price*	\$196,000	\$190,000	- 3.1%	\$184,950	\$196,000	+ 6.0%
Average Sales Price*	\$196,646	\$200,617	+ 2.0%	\$188,166	\$205,818	+ 9.4%
Percent of List Price Received*	98.5%	98.6%	+ 0.1%	98.3%	98.4%	+ 0.1%
Days on Market Until Sale	71	74	+ 4.2%	77	83	+ 7.8%
Inventory of Homes for Sale	397	376	- 5.3%	--	--	--
Months Supply of Inventory	1.7	1.7	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.

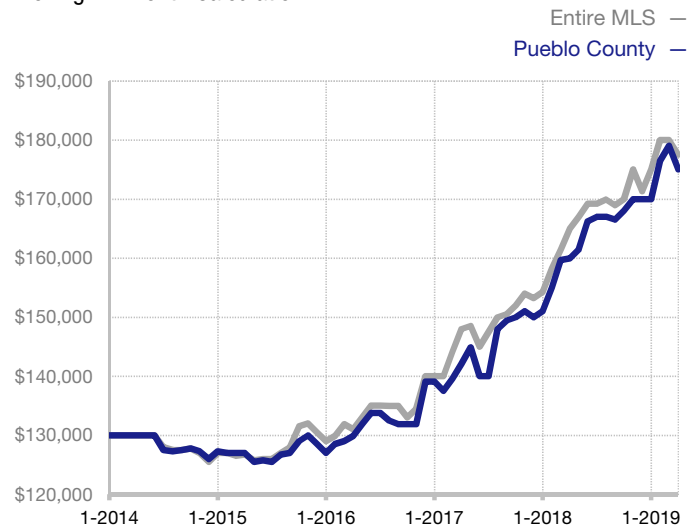
Townhouse-Condo Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	16	9	- 43.8%	34	37	+ 8.8%
Sold Listings	13	10	- 23.1%	29	34	+ 17.2%
Median Sales Price*	\$185,500	\$180,000	- 3.0%	\$167,000	\$186,000	+ 11.4%
Average Sales Price*	\$201,754	\$183,200	- 9.2%	\$191,376	\$185,882	- 2.9%
Percent of List Price Received*	99.8%	96.9%	- 2.9%	99.1%	97.5%	- 1.6%
Days on Market Until Sale	59	90	+ 52.5%	69	95	+ 37.7%
Inventory of Homes for Sale	11	17	+ 54.5%	--	--	--
Months Supply of Inventory	1.3	2.0	+ 53.8%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



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Arkansas Valley/Otero County

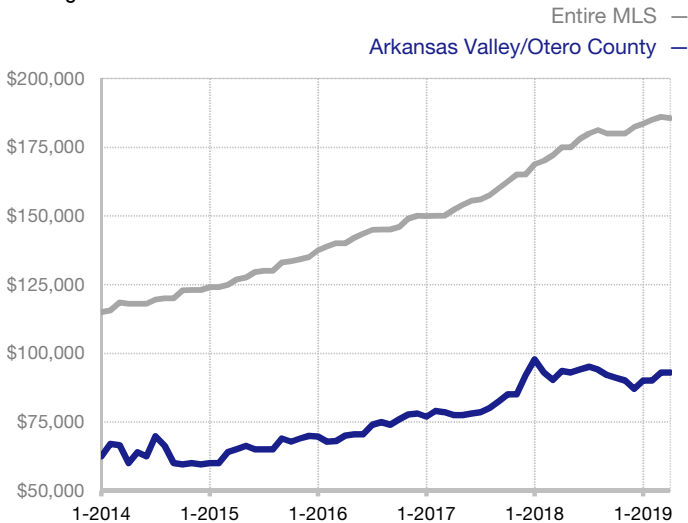
Single Family	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
Key Metrics						
New Listings	37	33	- 10.8%	119	134	+ 12.6%
Sold Listings	25	32	+ 28.0%	89	107	+ 20.2%
Median Sales Price*	\$116,200	\$93,000	- 20.0%	\$79,750	\$98,750	+ 23.8%
Average Sales Price*	\$112,435	\$116,060	+ 3.2%	\$96,059	\$117,652	+ 22.5%
Percent of List Price Received*	96.1%	93.9%	- 2.3%	95.4%	94.2%	- 1.3%
Days on Market Until Sale	122	111	- 9.0%	130	102	- 21.5%
Inventory of Homes for Sale	89	83	- 6.7%	--	--	--
Months Supply of Inventory	3.4	3.0	- 11.8%	--	--	--

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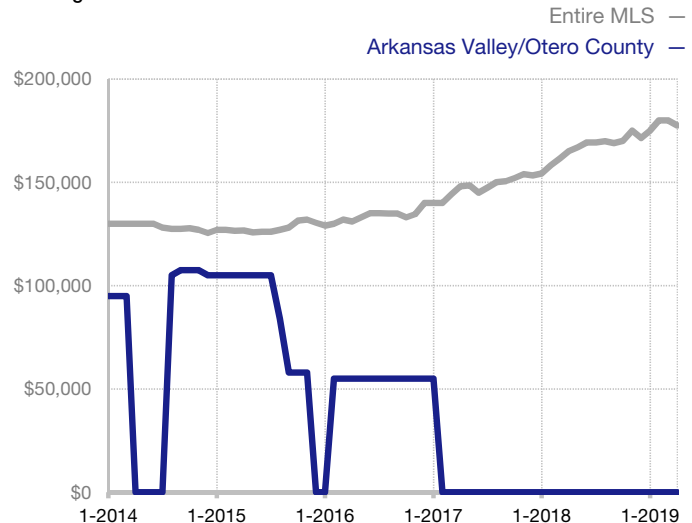
Townhouse-Condo	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$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	1	0	- 100.0%	--	--	--
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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Rolling 12-Month Calculation



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Fowler

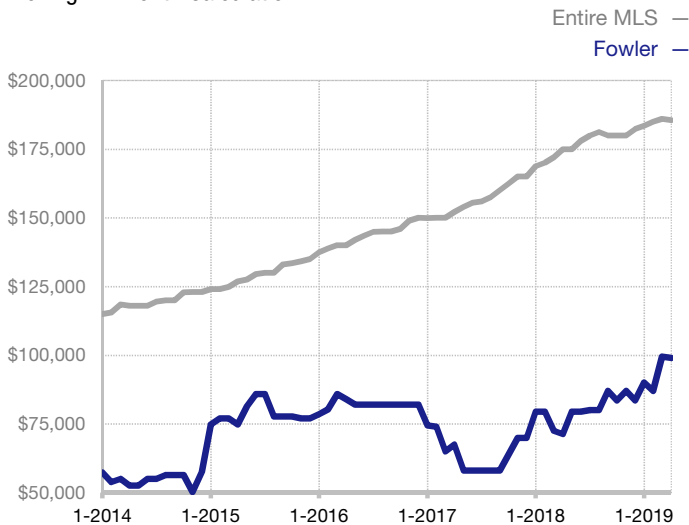
Single Family Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	4	3	- 25.0%	11	12	+ 9.1%
Sold Listings	3	3	0.0%	9	15	+ 66.7%
Median Sales Price*	\$60,000	\$85,000	+ 41.7%	\$66,000	\$90,000	+ 36.4%
Average Sales Price*	\$82,667	\$83,500	+ 1.0%	\$72,722	\$116,506	+ 60.2%
Percent of List Price Received*	85.9%	92.9%	+ 8.1%	95.6%	97.4%	+ 1.9%
Days on Market Until Sale	189	45	- 76.2%	114	90	- 21.1%
Inventory of Homes for Sale	4	3	- 25.0%	--	--	--
Months Supply of Inventory	1.8	0.8	- 55.6%	--	--	--

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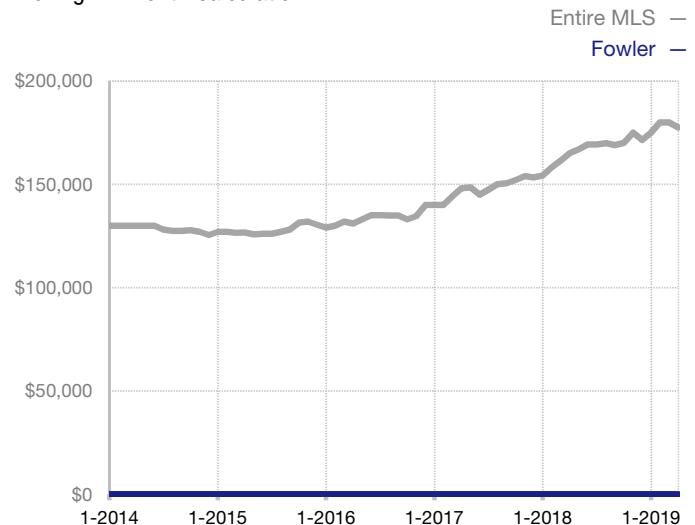
Townhouse-Condo Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
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Huerfano County

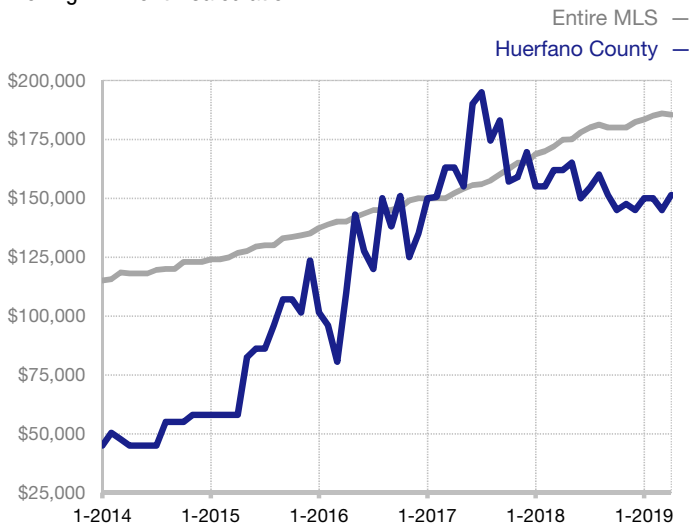
Single Family Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	9	16	+ 77.8%	40	36	- 10.0%
Sold Listings	8	7	- 12.5%	29	27	- 6.9%
Median Sales Price*	\$147,000	\$285,000	+ 93.9%	\$170,000	\$170,000	0.0%
Average Sales Price*	\$181,250	\$349,929	+ 93.1%	\$230,241	\$233,693	+ 1.5%
Percent of List Price Received*	98.4%	91.3%	- 7.2%	95.2%	94.2%	- 1.1%
Days on Market Until Sale	184	326	+ 77.2%	209	253	+ 21.1%
Inventory of Homes for Sale	65	58	- 10.8%	--	--	--
Months Supply of Inventory	13.4	8.7	- 35.1%	--	--	--

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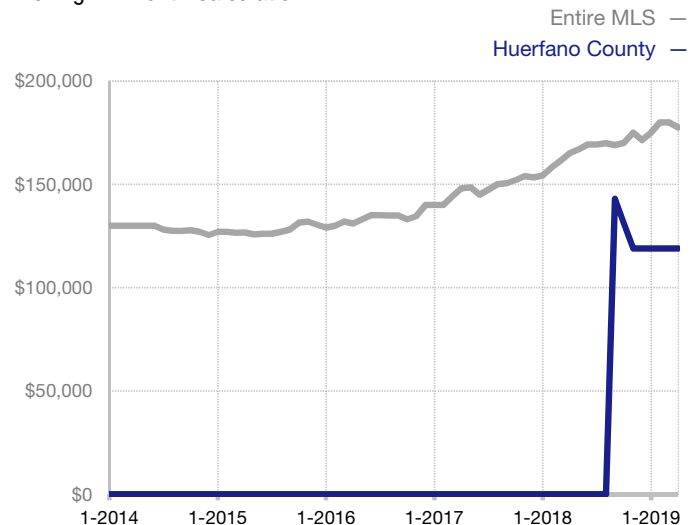
Townhouse-Condo Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

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La Junta

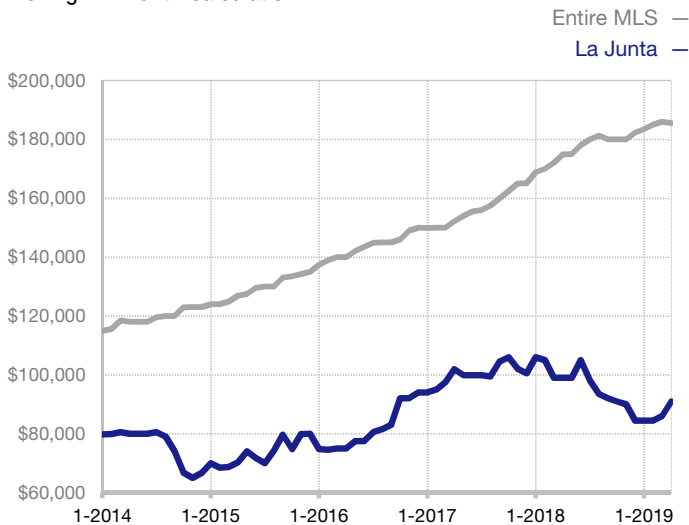
Single Family Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	10	10	0.0%	35	29	- 17.1%
Sold Listings	9	6	- 33.3%	25	24	- 4.0%
Median Sales Price*	\$107,500	\$127,000	+ 18.1%	\$84,900	\$135,000	+ 59.0%
Average Sales Price*	\$116,059	\$131,000	+ 12.9%	\$100,047	\$123,091	+ 23.0%
Percent of List Price Received*	100.4%	91.9%	- 8.5%	97.7%	94.2%	- 3.6%
Days on Market Until Sale	137	121	- 11.7%	135	112	- 17.0%
Inventory of Homes for Sale	19	18	- 5.3%	--	--	--
Months Supply of Inventory	2.7	2.8	+ 3.7%	--	--	--

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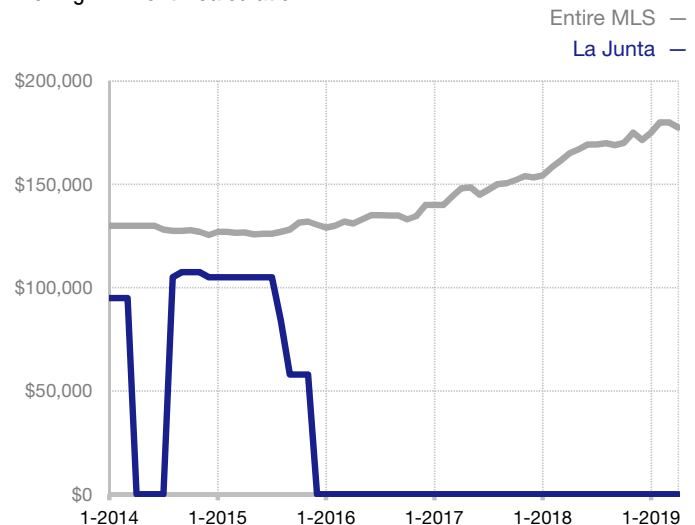
Townhouse-Condo Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

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Lamar

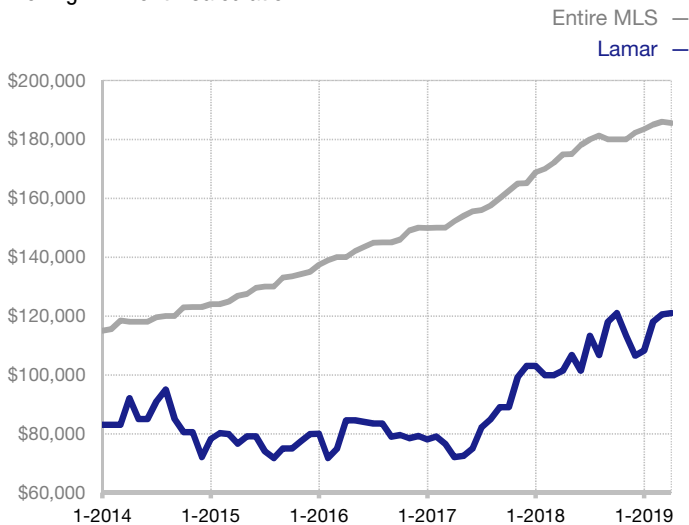
Single Family Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	8	5	- 37.5%	17	20	+ 17.6%
Sold Listings	1	8	+ 700.0%	11	18	+ 63.6%
Median Sales Price*	\$47,000	\$137,062	+ 191.6%	\$74,000	\$183,750	+ 148.3%
Average Sales Price*	\$47,000	\$136,690	+ 190.8%	\$82,636	\$143,640	+ 73.8%
Percent of List Price Received*	106.8%	92.5%	- 13.4%	96.2%	93.4%	- 2.9%
Days on Market Until Sale	100	153	+ 53.0%	121	118	- 2.5%
Inventory of Homes for Sale	10	11	+ 10.0%	--	--	--
Months Supply of Inventory	2.5	2.5	0.0%	--	--	--

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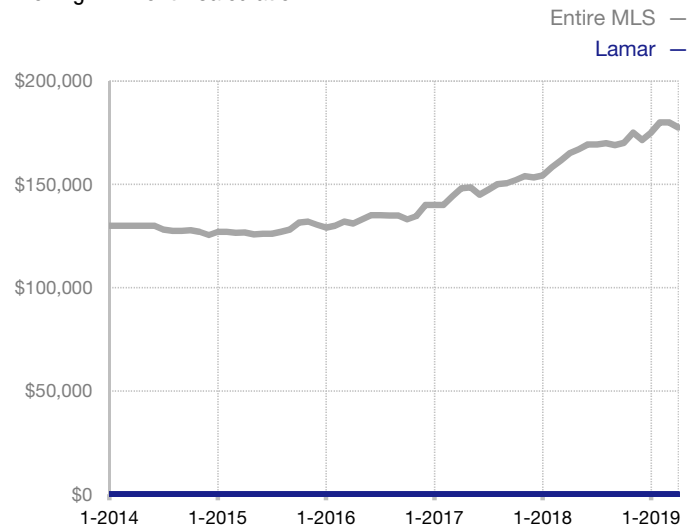
Townhouse-Condo Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

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Las Animas

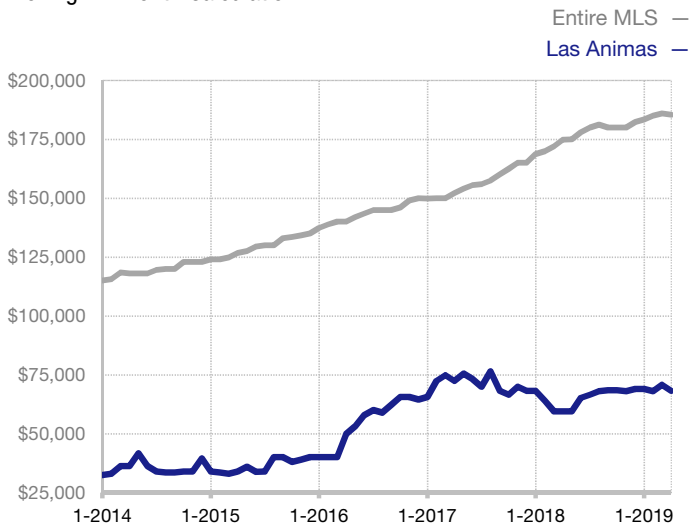
Single Family	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
Key Metrics						
New Listings	2	3	+ 50.0%	8	14	+ 75.0%
Sold Listings	2	3	+ 50.0%	6	10	+ 66.7%
Median Sales Price*	\$15,000	\$55,000	+ 266.7%	\$40,000	\$62,500	+ 56.3%
Average Sales Price*	\$15,000	\$53,000	+ 253.3%	\$49,700	\$69,090	+ 39.0%
Percent of List Price Received*	51.7%	93.9%	+ 81.6%	79.8%	95.1%	+ 19.2%
Days on Market Until Sale	88	88	0.0%	107	85	- 20.6%
Inventory of Homes for Sale	8	7	- 12.5%	--	--	--
Months Supply of Inventory	2.6	2.6	0.0%	--	--	--

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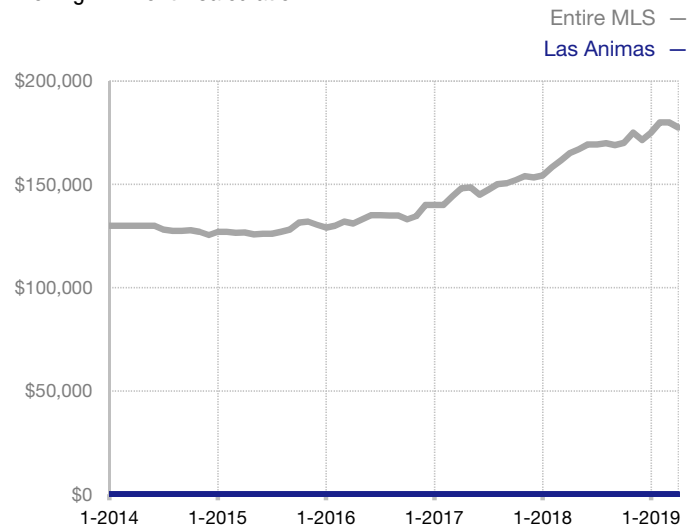
Townhouse-Condo	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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Manzanola

Single Family	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
Key Metrics						
New Listings	1	0	- 100.0%	3	6	+ 100.0%
Sold Listings	1	0	- 100.0%	2	5	+ 150.0%
Median Sales Price*	\$155,000	\$0	- 100.0%	\$186,000	\$114,900	- 38.2%
Average Sales Price*	\$155,000	\$0	- 100.0%	\$186,000	\$139,860	- 24.8%
Percent of List Price Received*	96.9%	0.0%	- 100.0%	108.7%	92.2%	- 15.2%
Days on Market Until Sale	51	0	- 100.0%	128	116	- 9.4%
Inventory of Homes for Sale	2	3	+ 50.0%	--	--	--
Months Supply of Inventory	1.1	1.4	+ 27.3%	--	--	--

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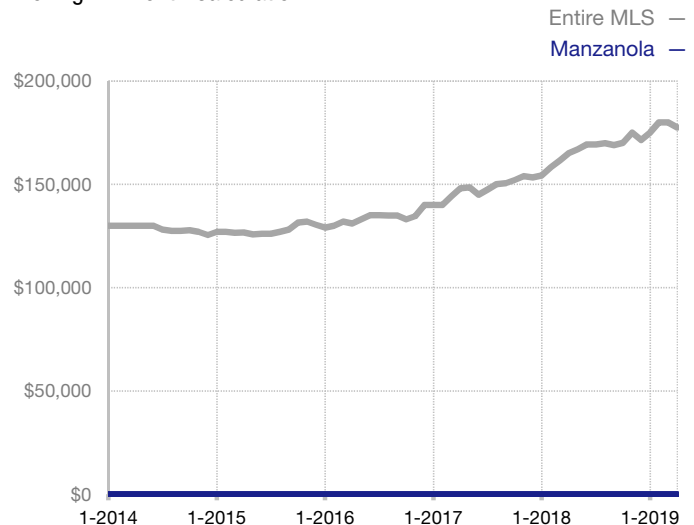
Townhouse-Condo	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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Median Sales Price – Single Family
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Rocky Ford

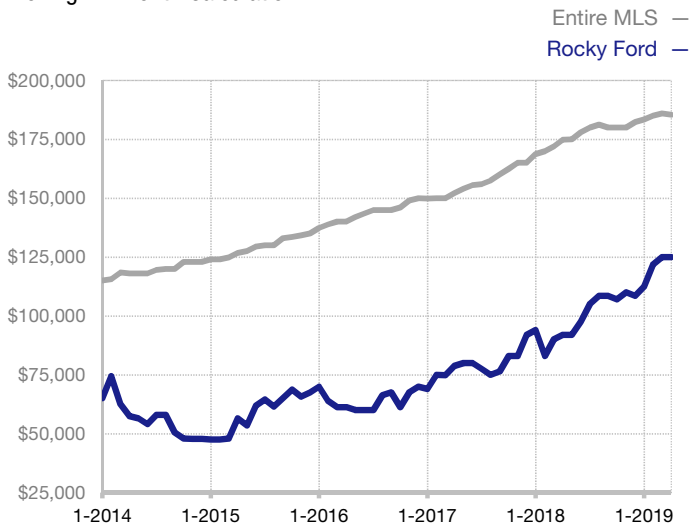
Single Family Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	6	3	- 50.0%	19	24	+ 26.3%
Sold Listings	2	8	+ 300.0%	18	15	- 16.7%
Median Sales Price*	\$166,250	\$142,000	- 14.6%	\$78,500	\$129,000	+ 64.3%
Average Sales Price*	\$166,250	\$131,613	- 20.8%	\$91,398	\$124,001	+ 35.7%
Percent of List Price Received*	98.7%	97.2%	- 1.5%	92.1%	97.1%	+ 5.4%
Days on Market Until Sale	137	112	- 18.2%	141	87	- 38.3%
Inventory of Homes for Sale	16	15	- 6.3%	--	--	--
Months Supply of Inventory	3.7	4.0	+ 8.1%	--	--	--

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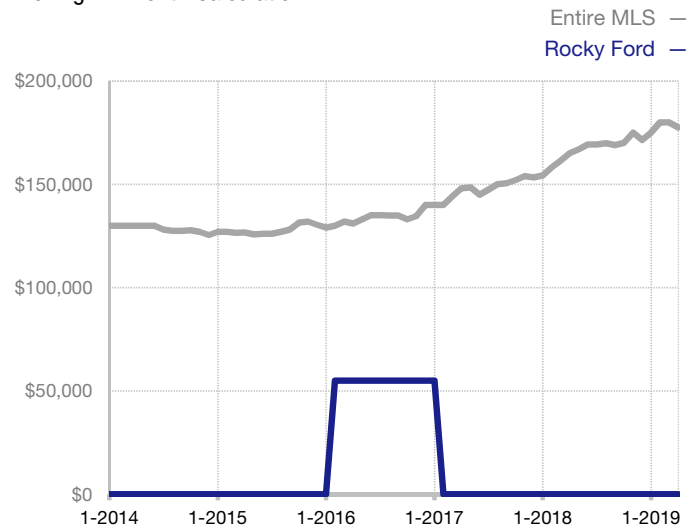
Townhouse-Condo Key Metrics	April			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 04-2018	Thru 04-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Monthly Indicators



April 2019

Percent changes calculated using year-over-year comparisons.

New Listings were up 14.8 percent for single family homes but decreased 43.8 percent for townhouse-condo properties. Pending Sales increased 19.1 percent for single family homes but decreased 53.8 percent for townhouse-condo properties.

The Median Sales Price was down 3.6 percent to \$190,000 for single family homes and 0.3 percent to \$185,000 for townhouse-condo properties. Days on Market increased 7.1 percent for single family homes and 44.1 percent for townhouse-condo properties.

Although hiring and wage gains have been below expectations, the national unemployment rate held firm at 3.8 percent. A historically low unemployment rate can provide reassurance to wary consumers. But in order for sales to increase on a grand scale, buyers will need more spending power, or sellers will need to reduce prices to land where buyers are most active. Neither situation is likely to occur in 2019, and yet inventory is straining to keep pace in the most competitive price ranges.

Activity Snapshot

- 10.8%	- 2.6%	+ 1.7%
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.

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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	4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		298	342	+ 14.8%	1,103	1,086	- 1.5%
Pending Sales		246	293	+ 19.1%	944	909	- 3.7%
Sold Listings		237	212	- 10.5%	833	726	- 12.8%
Median Sales Price		\$197,000	\$190,000	- 3.6%	\$184,000	\$195,000	+ 6.0%
Avg. Sales Price		\$194,720	\$199,000	+ 2.2%	\$187,275	\$204,823	+ 9.4%
Pct. of List Price Received		98.8%	98.5%	- 0.3%	98.3%	98.3%	0.0%
Days on Market		70	75	+ 7.1%	77	85	+ 10.4%
Affordability Index		171	185	+ 8.2%	183	180	- 1.6%
Active Listings		405	406	+ 0.2%	--	--	--
Months Supply		1.7	1.9	+ 11.8%	--	--	--

Townhouse-Condo Market Overview

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

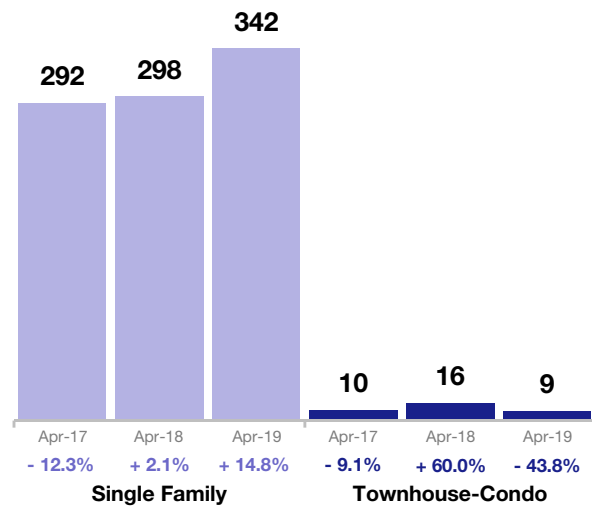


Key Metrics	Historical Sparkbars	4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		16	9	- 43.8%	34	38	+ 11.8%
Pending Sales		13	6	- 53.8%	33	39	+ 18.2%
Sold Listings		13	11	- 15.4%	29	36	+ 24.1%
Median Sales Price		\$185,500	\$185,000	- 0.3%	\$167,000	\$186,000	+ 11.4%
Avg. Sales Price		\$201,754	\$186,227	- 7.7%	\$191,376	\$186,569	- 2.5%
Pct. of List Price Received		99.8%	97.3%	- 2.5%	99.1%	97.4%	- 1.7%
Days on Market		59	85	+ 44.1%	69	93	+ 34.8%
Affordability Index		182	190	+ 4.4%	202	189	- 6.4%
Active Listings		11	17	+ 54.5%	--	--	--
Months Supply		1.2	1.9	+ 58.3%	--	--	--

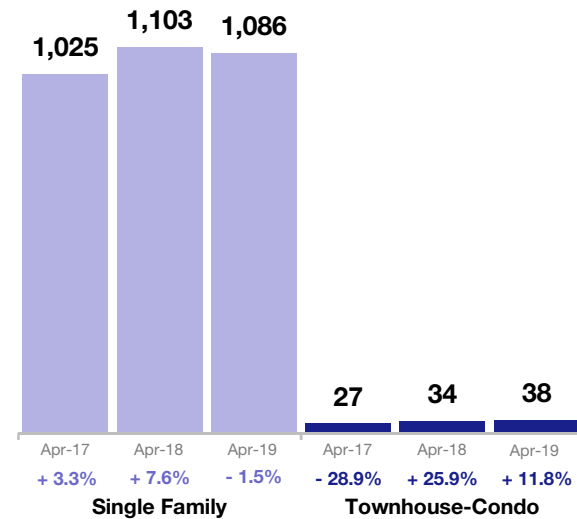
New Listings



April

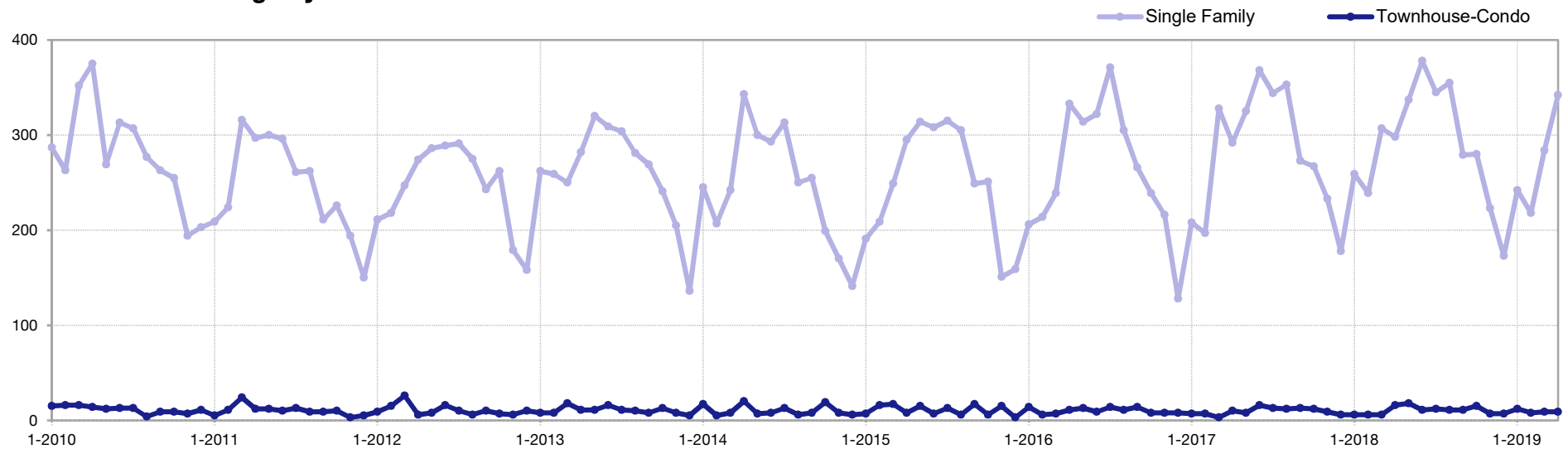


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	337	+3.7%	18	+125.0%
Jun-2018	378	+2.7%	11	-31.3%
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%	12	+100.0%
Feb-2019	218	-8.8%	8	+33.3%
Mar-2019	284	-7.5%	9	+50.0%
Apr-2019	342	+14.8%	9	-43.8%

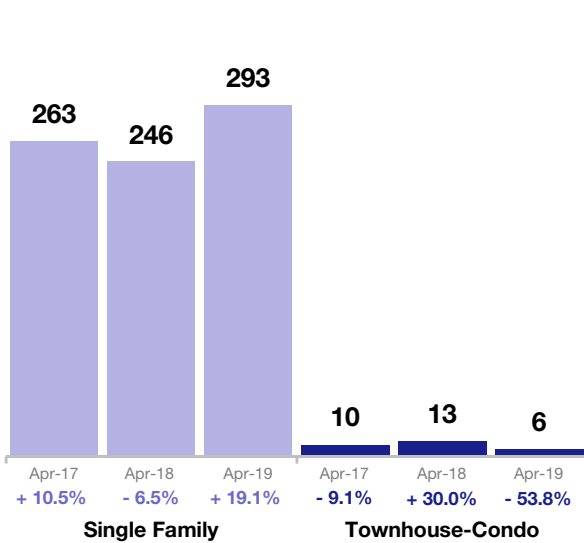
Historical New Listings by Month



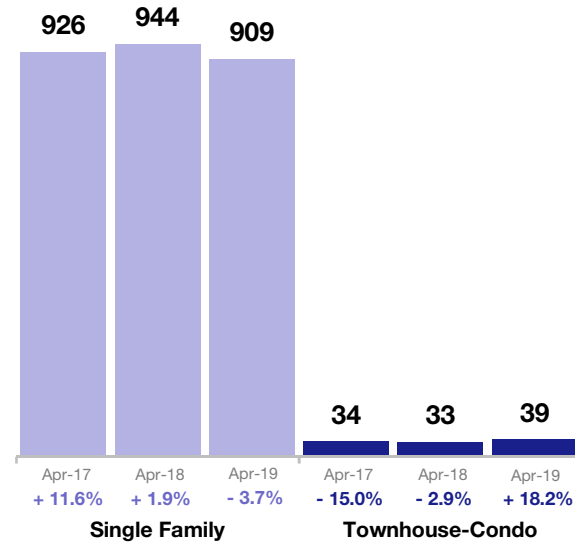
Pending Sales



April

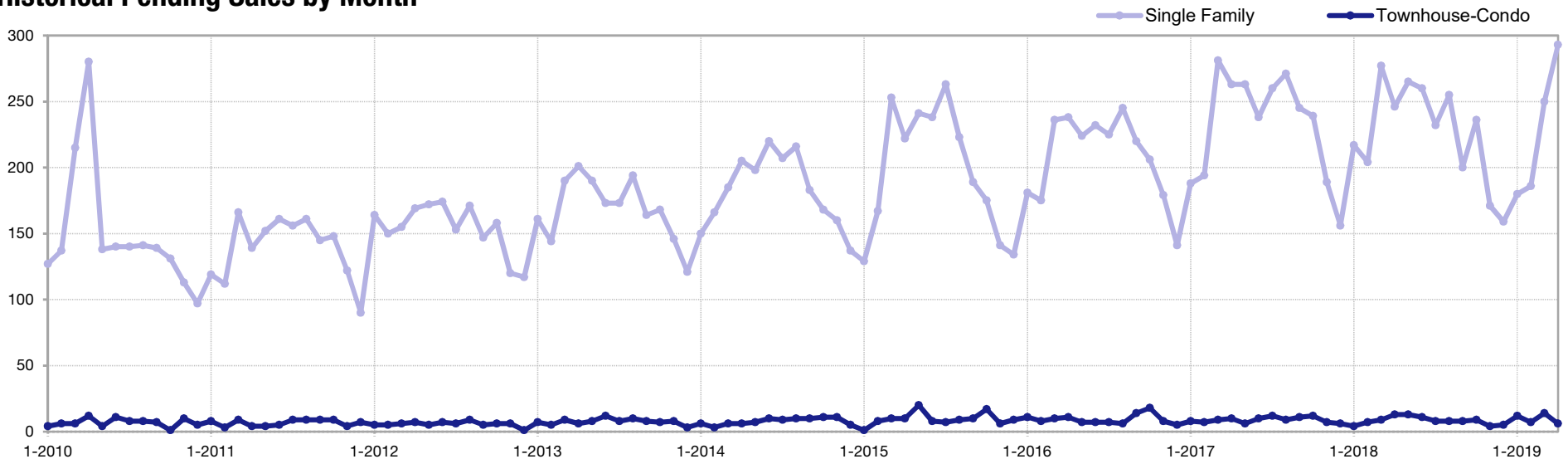


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	265	+0.8%	13	+116.7%
Jun-2018	260	+9.2%	11	+10.0%
Jul-2018	232	-10.8%	8	-33.3%
Aug-2018	255	-5.9%	8	-11.1%
Sep-2018	200	-18.4%	8	-27.3%
Oct-2018	236	-1.3%	9	-25.0%
Nov-2018	171	-9.5%	4	-42.9%
Dec-2018	159	+1.9%	5	-16.7%
Jan-2019	180	-17.1%	12	+200.0%
Feb-2019	186	-8.8%	7	0.0%
Mar-2019	250	-9.7%	14	+55.6%
Apr-2019	293	+19.1%	6	-53.8%

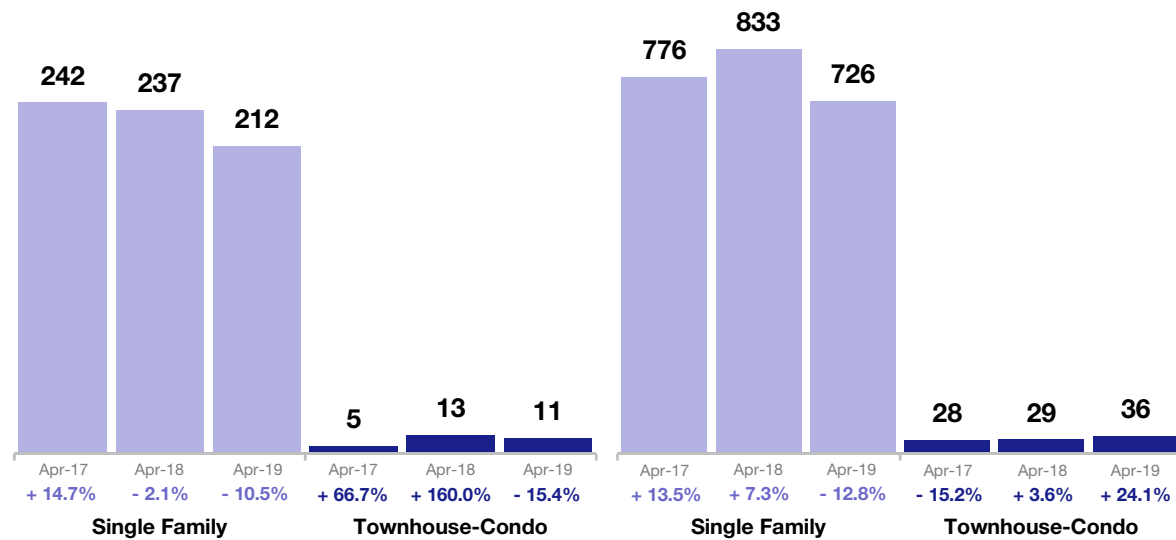
Historical Pending Sales by Month



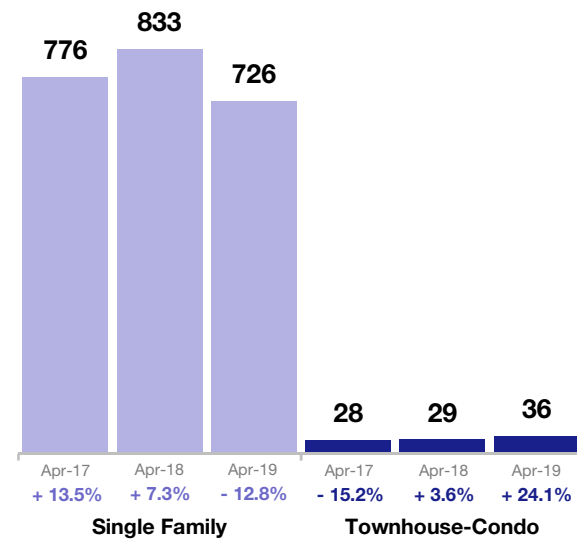
Sold Listings



April

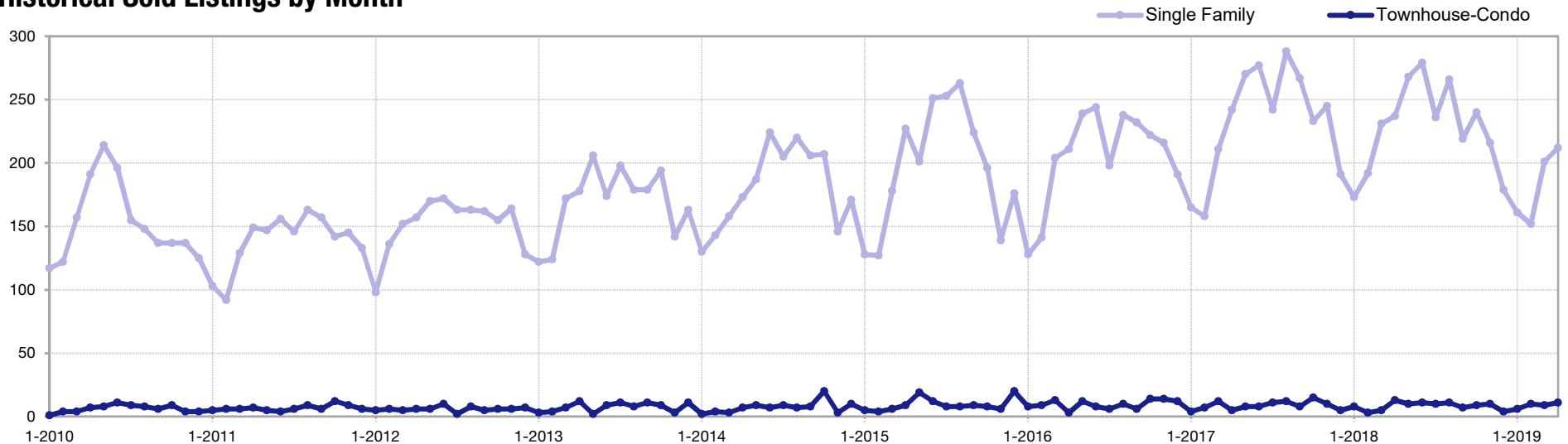


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	268	-0.7%	10	+25.0%
Jun-2018	279	+0.7%	11	+37.5%
Jul-2018	236	-2.5%	10	-9.1%
Aug-2018	266	-7.6%	11	-8.3%
Sep-2018	219	-18.0%	7	-12.5%
Oct-2018	240	+3.0%	9	-40.0%
Nov-2018	216	-11.8%	10	0.0%
Dec-2018	179	-6.3%	4	-20.0%
Jan-2019	161	-6.9%	6	-25.0%
Feb-2019	152	-20.8%	10	+233.3%
Mar-2019	201	-13.0%	9	+80.0%
Apr-2019	212	-10.5%	11	-15.4%

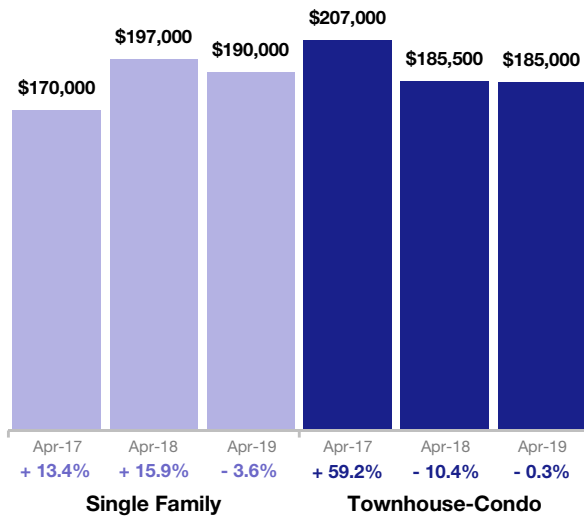
Historical Sold Listings by Month



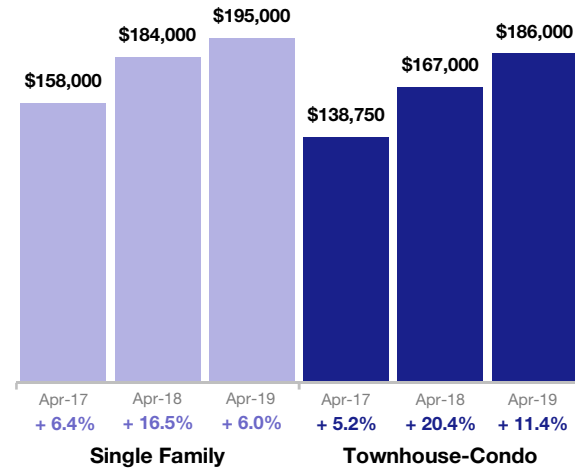
Median Sales Price



April



Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	\$180,000	+7.8%	\$156,000	+9.1%
Jun-2018	\$198,000	+10.0%	\$203,000	+45.3%
Jul-2018	\$194,400	+15.6%	\$165,000	+10.0%
Aug-2018	\$188,000	+7.4%	\$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	\$210,000	+15.1%	\$181,250	+9.2%
Mar-2019	\$195,000	+6.8%	\$195,000	+5.4%
Apr-2019	\$190,000	-3.6%	\$185,000	-0.3%

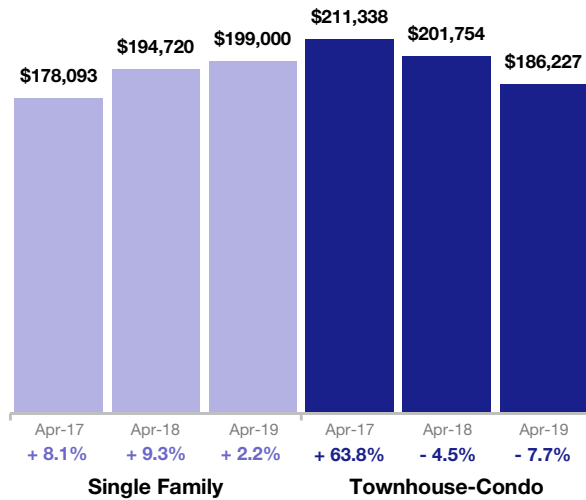
Historical Median Sales Price by Month



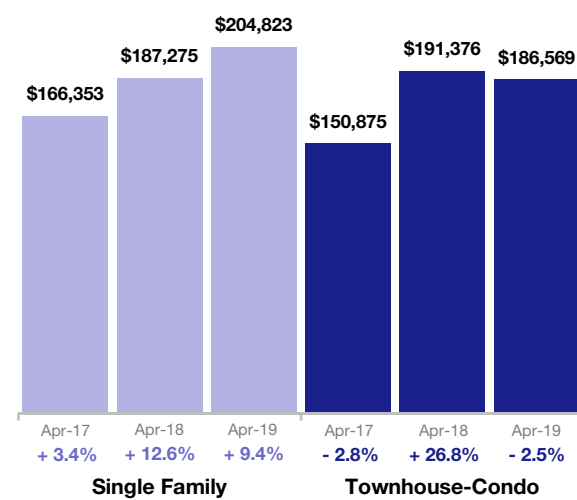
Average Sales Price



April

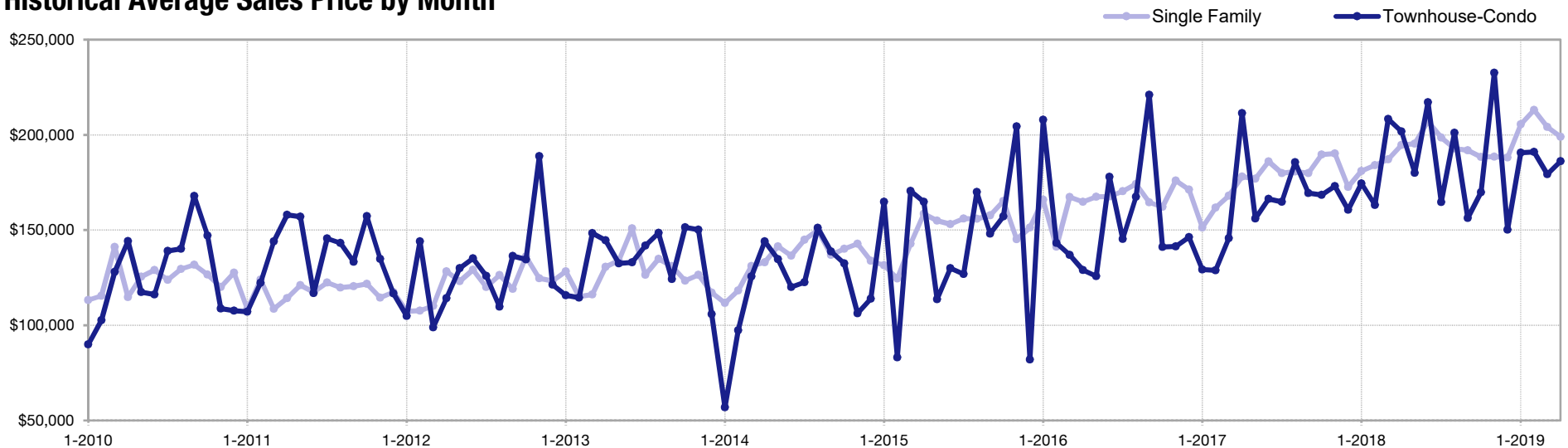


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	\$195,297	+10.4%	\$180,030	+15.4%
Jun-2018	\$206,903	+11.2%	\$217,095	+30.4%
Jul-2018	\$198,602	+10.4%	\$164,650	-0.1%
Aug-2018	\$192,856	+6.7%	\$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	\$188,482	-0.9%	\$232,540	+34.4%
Dec-2018	\$188,060	+8.9%	\$150,225	-6.5%
Jan-2019	\$205,490	+13.6%	\$190,667	+9.3%
Feb-2019	\$213,084	+15.8%	\$191,010	+17.1%
Mar-2019	\$204,184	+9.1%	\$179,322	-13.9%
Apr-2019	\$199,000	+2.2%	\$186,227	-7.7%

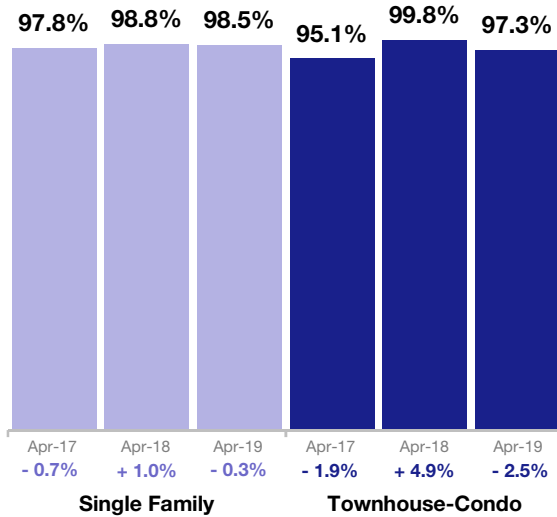
Historical Average Sales Price by Month



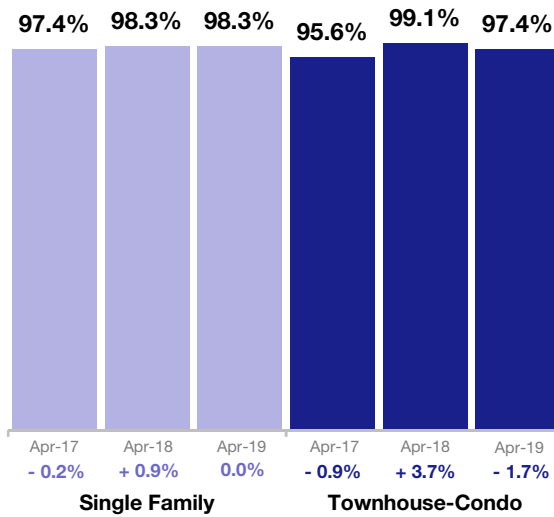
Percent of List Price Received



April

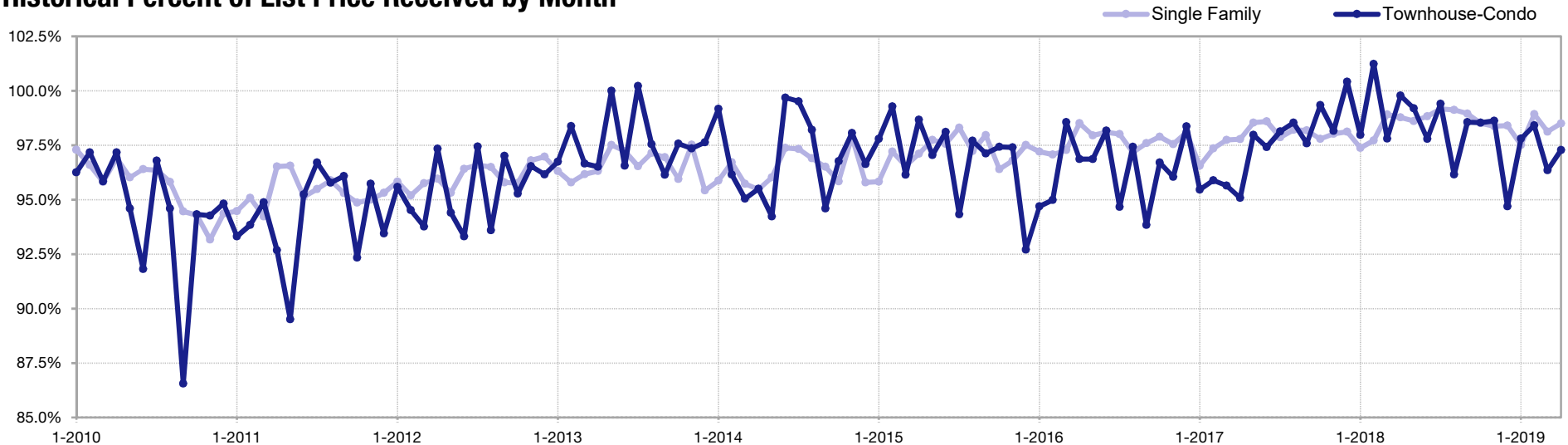


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	98.6%	+0.1%	99.2%	+1.2%
Jun-2018	98.8%	+0.2%	97.8%	+0.4%
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	97.5%	+0.1%	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	98.5%	-0.3%	97.3%	-2.5%

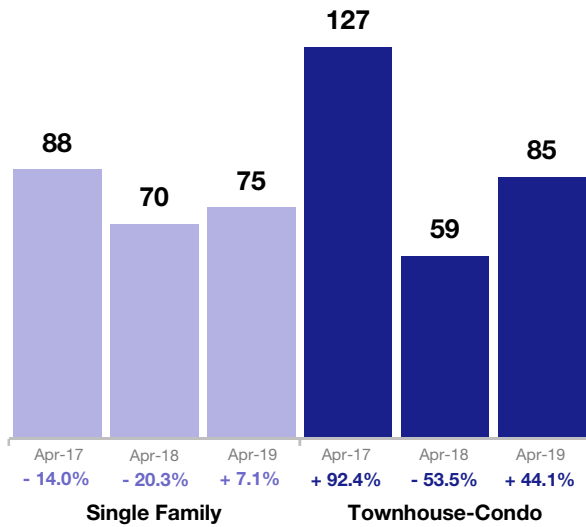
Historical Percent of List Price Received by Month



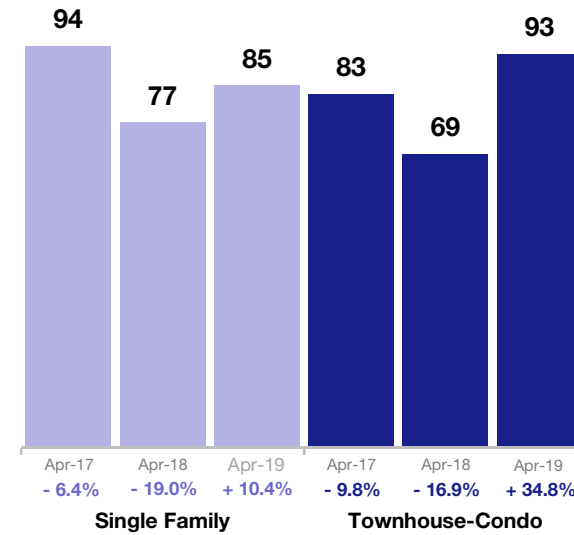
Days on Market Until Sale



April

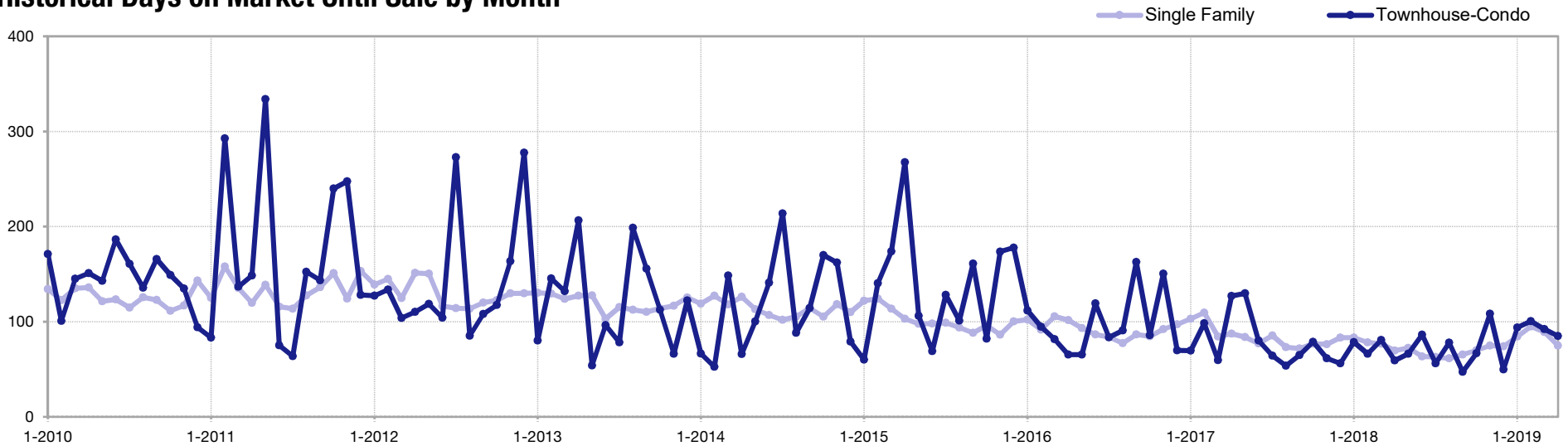


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	72	-14.3%	66	-49.2%
Jun-2018	63	-18.2%	86	+7.5%
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	75	-1.3%	108	+74.2%
Dec-2018	74	-10.8%	50	-10.7%
Jan-2019	84	+1.2%	94	+19.0%
Feb-2019	95	+21.8%	101	+53.0%
Mar-2019	89	+15.6%	92	+13.6%
Apr-2019	75	+7.1%	85	+44.1%

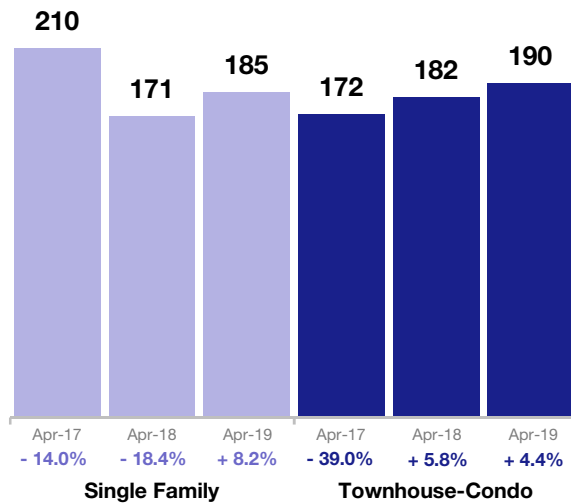
Historical Days on Market Until Sale by Month



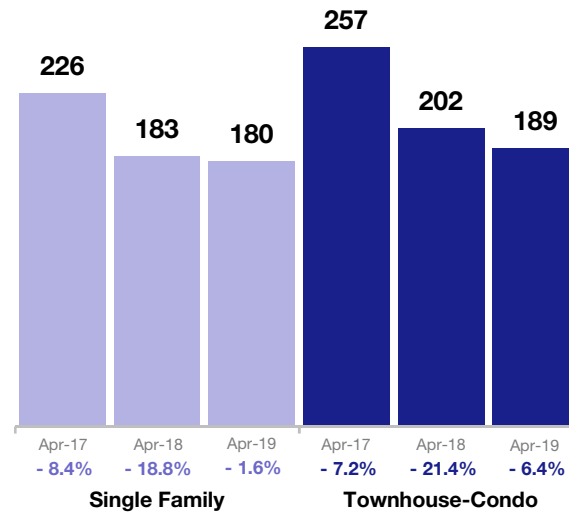
Housing Affordability Index



April

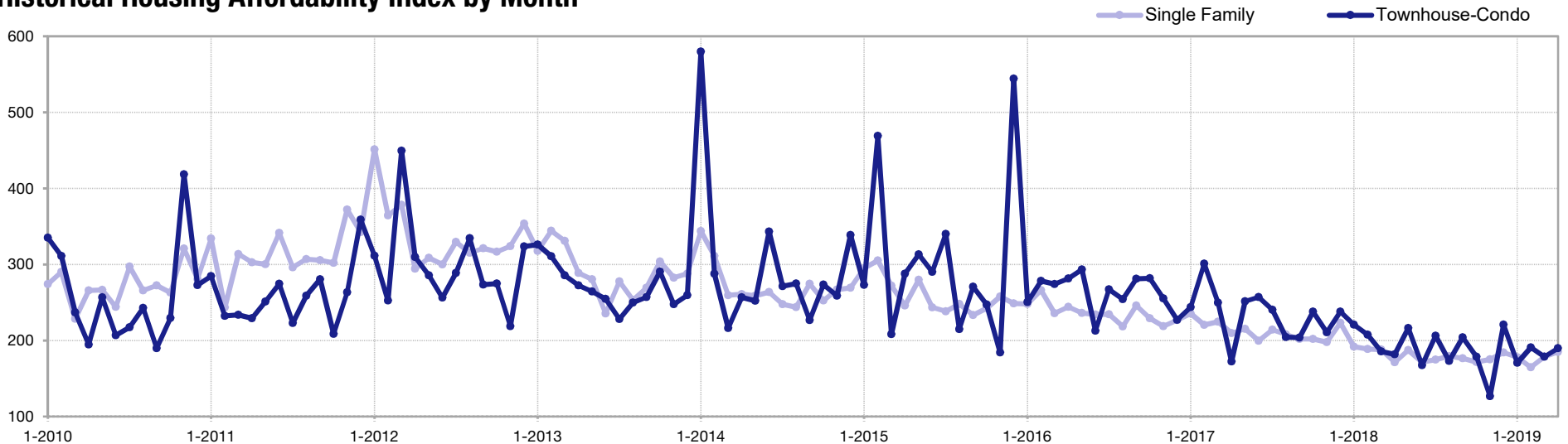


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	188	-12.6%	216	-14.3%
Jun-2018	172	-14.0%	167	-35.0%
Jul-2018	175	-18.2%	206	-14.2%
Aug-2018	180	-13.5%	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	165	-12.7%	191	-8.2%
Mar-2019	179	-4.8%	179	-3.8%
Apr-2019	185	+8.2%	190	+4.4%

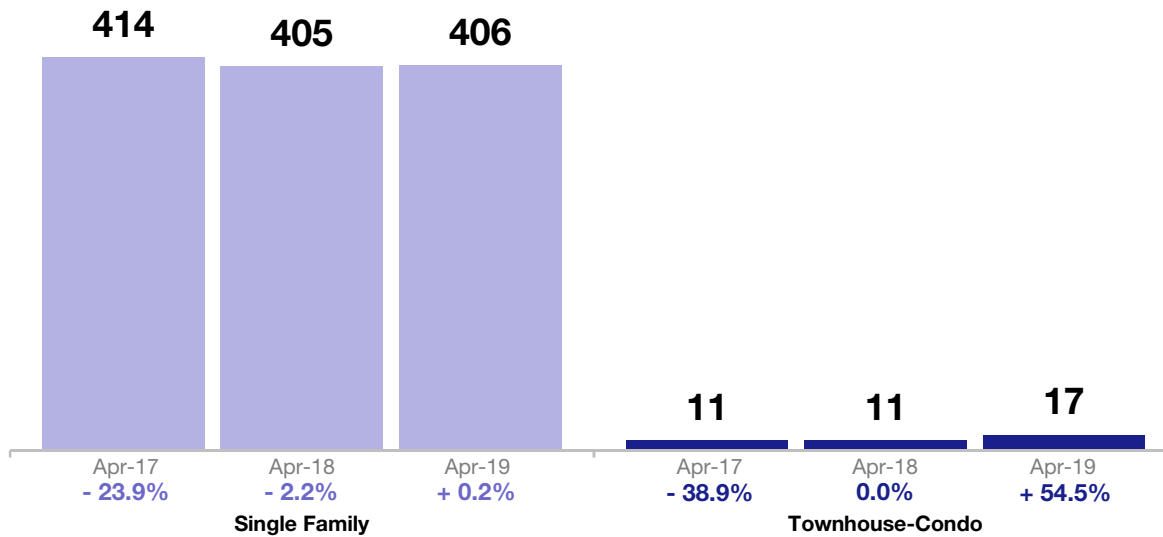
Historical Housing Affordability Index by Month



Inventory of Active Listings

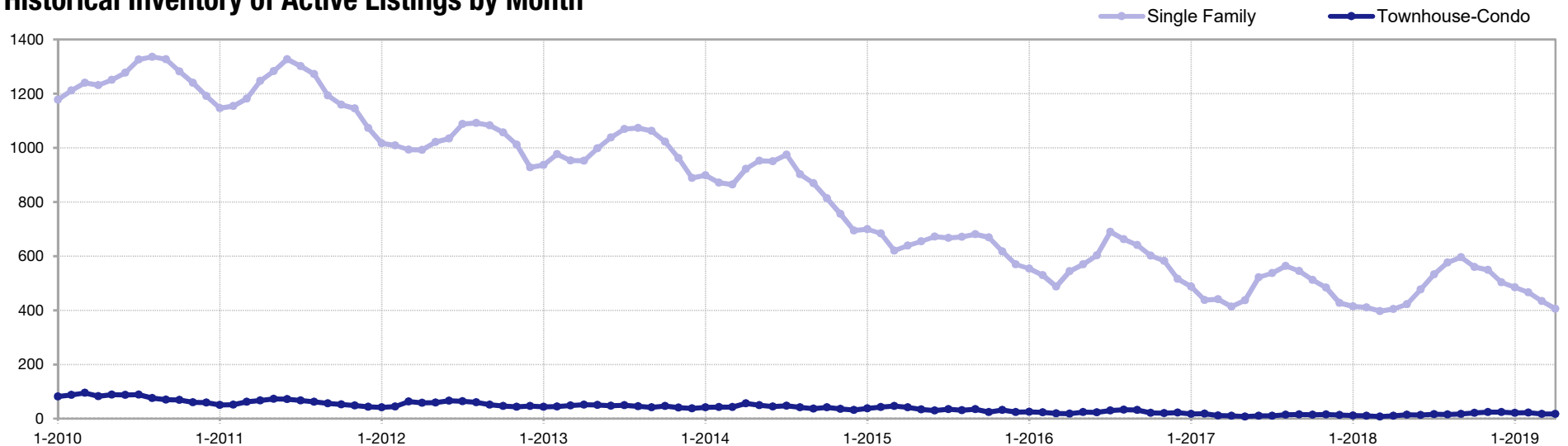


April



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	422	-3.4%	14	+75.0%
Jun-2018	477	-8.6%	13	+18.2%
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	560	+9.4%	21	+50.0%
Nov-2018	549	+13.4%	24	+60.0%
Dec-2018	503	+17.8%	24	+84.6%
Jan-2019	485	+16.9%	21	+75.0%
Feb-2019	466	+13.4%	22	+100.0%
Mar-2019	434	+9.3%	17	+112.5%
Apr-2019	406	+0.2%	17	+54.5%

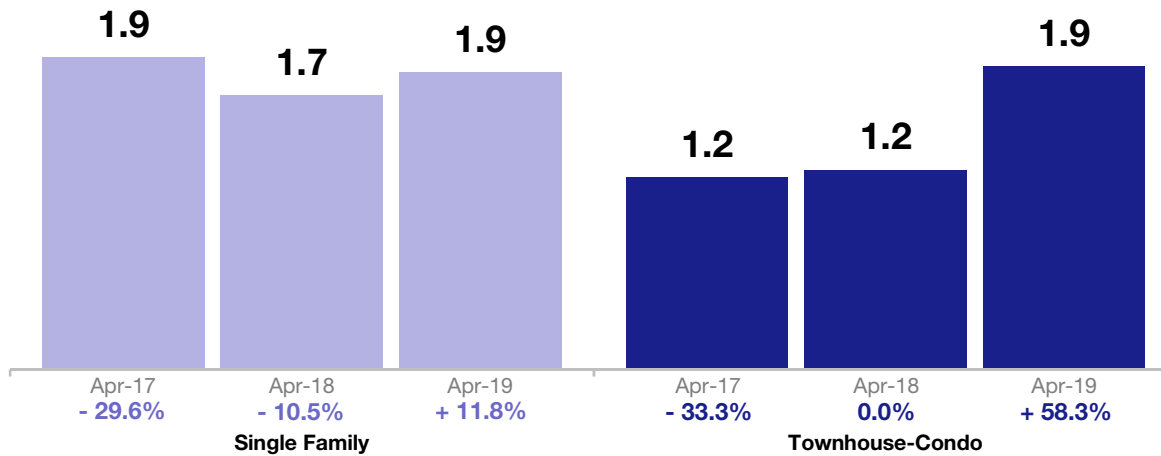
Historical Inventory of Active Listings by Month



Months Supply of Inventory

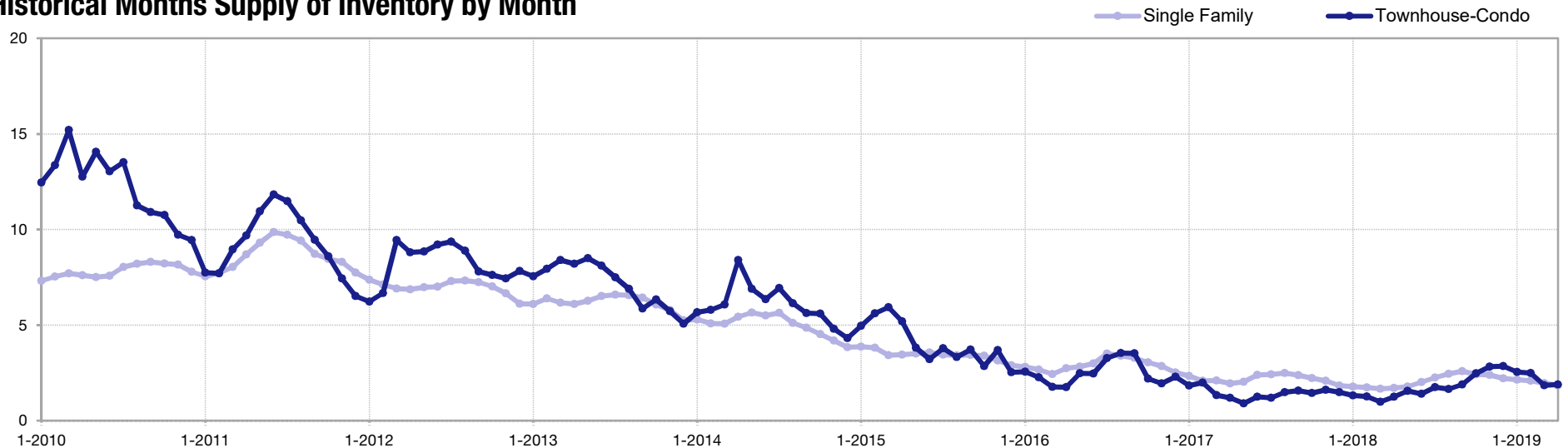


April



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	1.8	-10.0%	1.6	+77.8%
Jun-2018	2.0	-16.7%	1.4	+16.7%
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	2.1	+16.7%	2.5	+92.3%
Feb-2019	2.1	+23.5%	2.5	+92.3%
Mar-2019	2.0	+17.6%	1.9	+90.0%
Apr-2019	1.9	+11.8%	1.9	+58.3%

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.



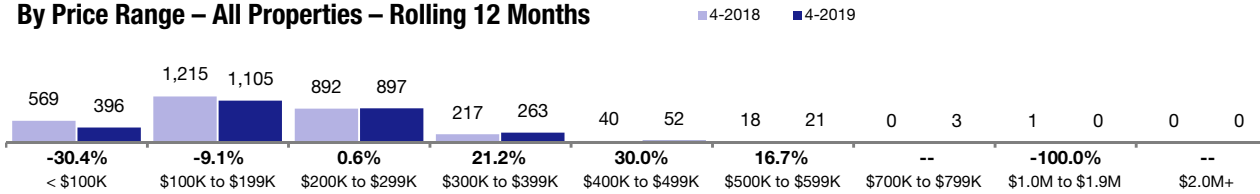
Key Metrics	Historical Sparkbars	4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		314	351	+ 11.8%	1,137	1,124	- 1.1%
Pending Sales		259	299	+ 15.4%	977	948	- 3.0%
Sold Listings		250	223	- 10.8%	862	762	- 11.6%
Median Sales Price		\$195,000	\$189,900	- 2.6%	\$184,000	\$195,000	+ 6.0%
Avg. Sales Price		\$195,087	\$198,370	+ 1.7%	\$187,413	\$203,961	+ 8.8%
Pct. of List Price Received		98.8%	98.4%	- 0.4%	98.3%	98.2%	- 0.1%
Days on Market		69	76	+ 10.1%	76	86	+ 13.2%
Affordability Index		173	185	+ 6.9%	183	180	- 1.6%
Active Listings		416	423	+ 1.7%	--	--	--
Months Supply		1.7	1.9	+ 11.8%	--	--	--

Sold Listings

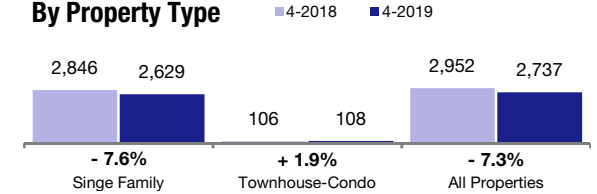
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	4-2018	4-2019	Change	4-2018	4-2019	Change
\$99,999 and Below	563	389	-30.9%	6	7	+16.7%
\$100,000 to \$199,999	1,138	1,040	-8.6%	77	65	-15.6%
\$200,000 to \$299,999	874	870	-0.5%	18	27	+50.0%
\$300,000 to \$399,999	213	254	+19.2%	4	9	+125.0%
\$400,000 to \$499,999	39	52	+33.3%	1	0	-100.0%
\$500,000 to \$699,999	18	21	+16.7%	0	0	--
\$700,000 to \$999,999	0	3	--	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	2,846	2,629	-7.6%	106	108	+1.9%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2019	4-2019	Change	3-2019	4-2019	Change
\$99,999 and Below	29	32	+10.3%	2	1	-50.0%
\$100,000 to \$199,999	73	83	+13.7%	3	7	+133.3%
\$200,000 to \$299,999	72	70	-2.8%	4	3	-25.0%
\$300,000 to \$399,999	20	20	0.0%	0	0	--
\$400,000 to \$499,999	4	5	+25.0%	0	0	--
\$500,000 to \$699,999	2	1	-50.0%	0	0	--
\$700,000 to \$999,999	1	1	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	201	212	+5.5%	9	11	+22.2%

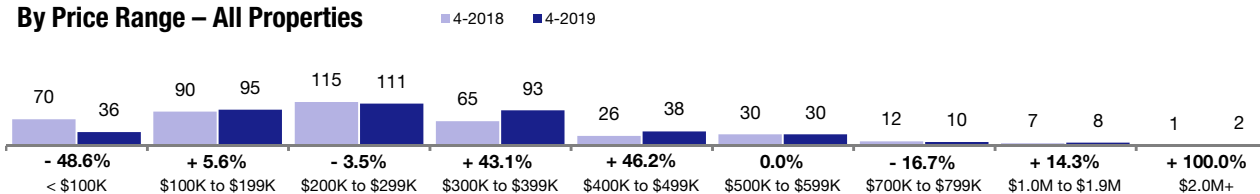
Year to Date

By Price Range	Single Family			Condo		
	4-2018	4-2019	Change	4-2018	4-2019	Change
\$99,999 and Below	170	107	-37.1%	0	4	--
\$100,000 to \$199,999	304	265	-12.8%	22	19	-13.6%
\$200,000 to \$299,999	272	256	-5.9%	4	12	+200.0%
\$300,000 to \$399,999	71	64	-9.9%	2	1	-50.0%
\$400,000 to \$499,999	13	22	+69.2%	1	0	-100.0%
\$500,000 to \$699,999	3	9	+200.0%	0	0	--
\$700,000 to \$999,999	0	3	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	833	726	-12.8%	29	36	+24.1%

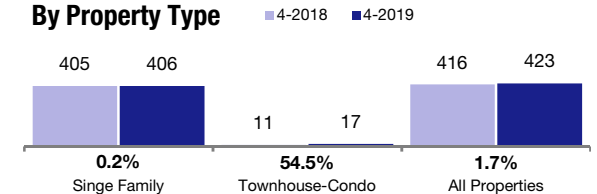
Inventory of Active Listings

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		
	4-2018	4-2019	Change	4-2018	4-2019	Change
\$99,999 and Below	70	36	-48.6%	0	0	--
\$100,000 to \$199,999	87	89	+2.3%	3	6	+100.0%
\$200,000 to \$299,999	111	101	-9.0%	4	10	+150.0%
\$300,000 to \$399,999	61	93	+52.5%	4	0	-100.0%
\$400,000 to \$499,999	26	38	+46.2%	0	0	--
\$500,000 to \$699,999	30	29	-3.3%	0	1	--
\$700,000 to \$999,999	12	10	-16.7%	0	0	--
\$1,000,000 to \$1,999,999	7	8	+14.3%	0	0	--
\$2,000,000 and Above	1	2	+100.0%	0	0	--
All Price Ranges	405	406	+0.2%	11	17	+54.5%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2019	4-2019	Change	3-2019	4-2019	Change
\$99,999 and Below	47	36	-23.4%	0	0	--
\$100,000 to \$199,999	96	89	-7.3%	10	6	-40.0%
\$200,000 to \$299,999	111	101	-9.0%	5	10	+100.0%
\$300,000 to \$399,999	92	93	+1.1%	1	0	-100.0%
\$400,000 to \$499,999	40	38	-5.0%	0	0	--
\$500,000 to \$699,999	26	29	+11.5%	1	1	0.0%
\$700,000 to \$999,999	13	10	-23.1%	0	0	--
\$1,000,000 to \$1,999,999	7	8	+14.3%	0	0	--
\$2,000,000 and Above	2	2	0.0%	0	0	--
All Price Ranges	434	406	-6.5%	17	17	0.0%

Year to Date

By Price Range	Single Family			Condo		
	4-2018	4-2019	Change	4-2018	4-2019	Change
\$99,999 and Below	170	107	-37.1%	0	4	--
\$100,000 to \$199,999	304	265	-12.8%	22	19	-13.6%
\$200,000 to \$299,999	272	256	-5.9%	4	12	+200.0%
\$300,000 to \$399,999	71	64	-9.9%	2	1	-50.0%
\$400,000 to \$499,999	13	22	+69.2%	1	0	-100.0%
\$500,000 to \$699,999	3	9	+200.0%	0	0	--
\$700,000 to \$999,999	0	3	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	833	726	-12.8%	29	36	+24.1%

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.