

Monthly Indicators



December 2018

Percent changes calculated using year-over-year comparisons.

New Listings were down 5.1 percent for single family homes but remained flat for townhouse-condo properties. Pending Sales increased 15.9 percent for single family homes but decreased 16.7 percent for townhouse-condo properties.

The Median Sales Price was up 15.6 percent to \$185,000 for single family homes and 3.0 percent to \$154,450 for townhouse-condo properties. Days on Market decreased 10.8 percent for single family homes and 10.7 percent for townhouse-condo properties.

Unemployment rates remained remarkably low again in 2018, and wages continued to improve for many U.S. households. It is generally good for all parties involved in real estate transactions when wages grow, but the percentage of increase, on average, has not kept pace with home price increases. This created an affordability crux in the second half of 2018. Housing affordability will remain an important storyline in 2019.

Activity Snapshot

- 14.8%	+ 13.9%	+ 4.6%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties

Residential real estate activity in Pueblo County, comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Single Family Market Overview

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



Key Metrics	Historical Sparkbars	12-2017	12-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		178	169	- 5.1%	3,366	3,461	+ 2.8%
Pending Sales		157	182	+ 15.9%	2,788	2,733	- 2.0%
Sold Listings		191	163	- 14.7%	2,789	2,714	- 2.7%
Median Sales Price		\$160,000	\$185,000	+ 15.6%	\$170,000	\$185,300	+ 9.0%
Avg. Sales Price		\$172,627	\$188,493	+ 9.2%	\$177,729	\$192,379	+ 8.2%
Pct. of List Price Received		98.1%	98.5%	+ 0.4%	98.0%	98.6%	+ 0.6%
Days on Market		83	74	- 10.8%	83	70	- 15.7%
Affordability Index		223	184	- 17.5%	210	184	- 12.4%
Active Listings		425	434	+ 2.1%	--	--	--
Months Supply		1.8	1.9	+ 5.6%	--	--	--

Townhouse-Condo Market Overview

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

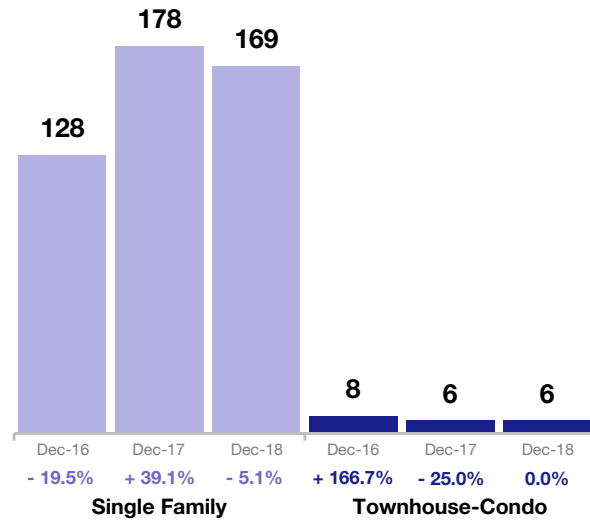


Key Metrics	Historical Sparkbars	12-2017	12-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		6	6	0.0%	116	125	+ 7.8%
Pending Sales		6	5	- 16.7%	107	97	- 9.3%
Sold Listings		5	4	- 20.0%	105	101	- 3.8%
Median Sales Price		\$150,000	\$154,450	+ 3.0%	\$152,000	\$170,000	+ 11.8%
Avg. Sales Price		\$160,680	\$150,225	- 6.5%	\$164,394	\$189,558	+ 15.3%
Pct. of List Price Received		100.4%	94.7%	- 5.7%	97.7%	98.4%	+ 0.7%
Days on Market		56	50	- 10.7%	76	72	- 5.3%
Affordability Index		238	221	- 7.1%	235	201	- 14.5%
Active Listings		13	24	+ 84.6%	--	--	--
Months Supply		1.5	2.9	+ 93.3%	--	--	--

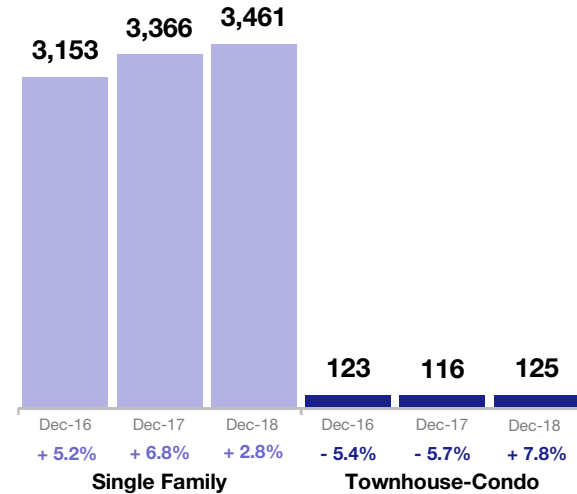
New Listings



December

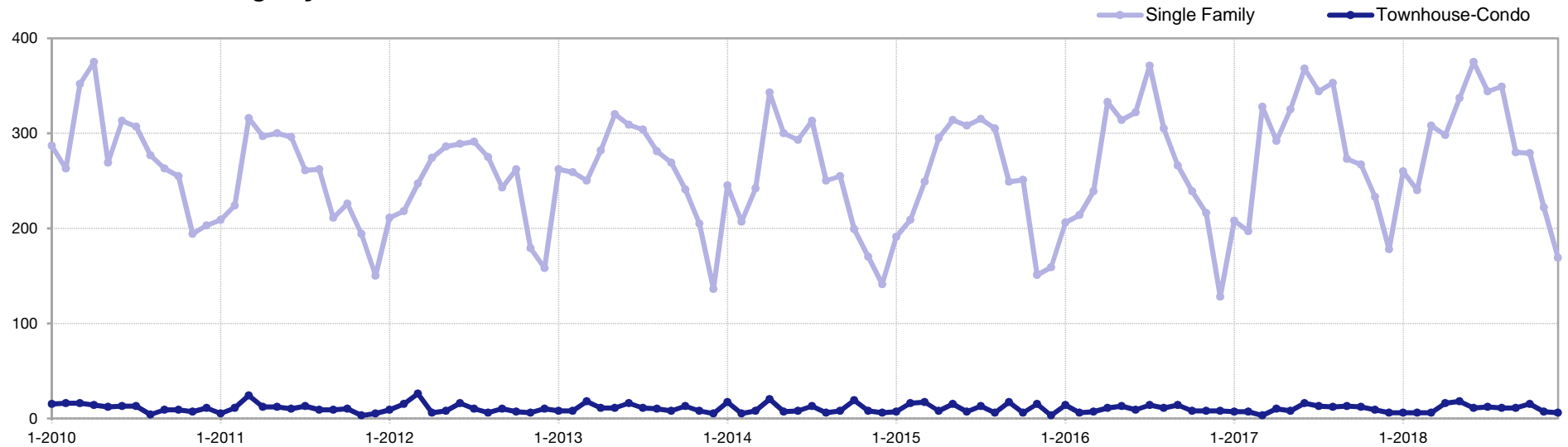


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2018	260	+25.0%	6	-14.3%
Feb-2018	240	+21.8%	6	-14.3%
Mar-2018	308	-6.1%	6	+100.0%
Apr-2018	298	+2.1%	16	+60.0%
May-2018	337	+3.7%	18	+125.0%
Jun-2018	375	+1.9%	11	-31.3%
Jul-2018	344	0.0%	12	-7.7%
Aug-2018	349	-1.1%	11	-8.3%
Sep-2018	280	+2.6%	11	-15.4%
Oct-2018	279	+4.5%	15	+25.0%
Nov-2018	222	-4.7%	7	-22.2%
Dec-2018	169	-5.1%	6	0.0%

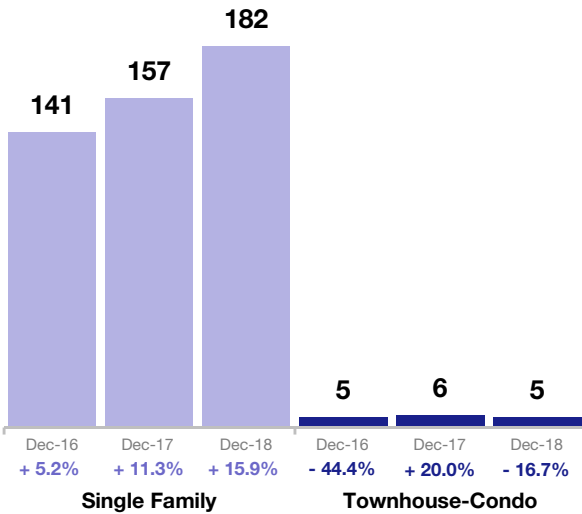
Historical New Listings by Month



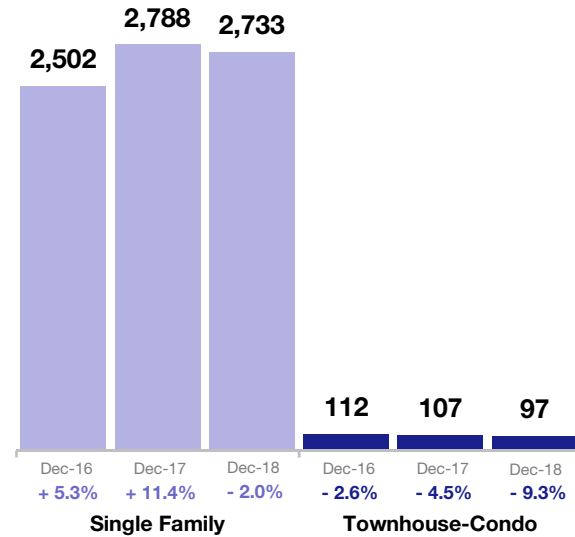
Pending Sales



December

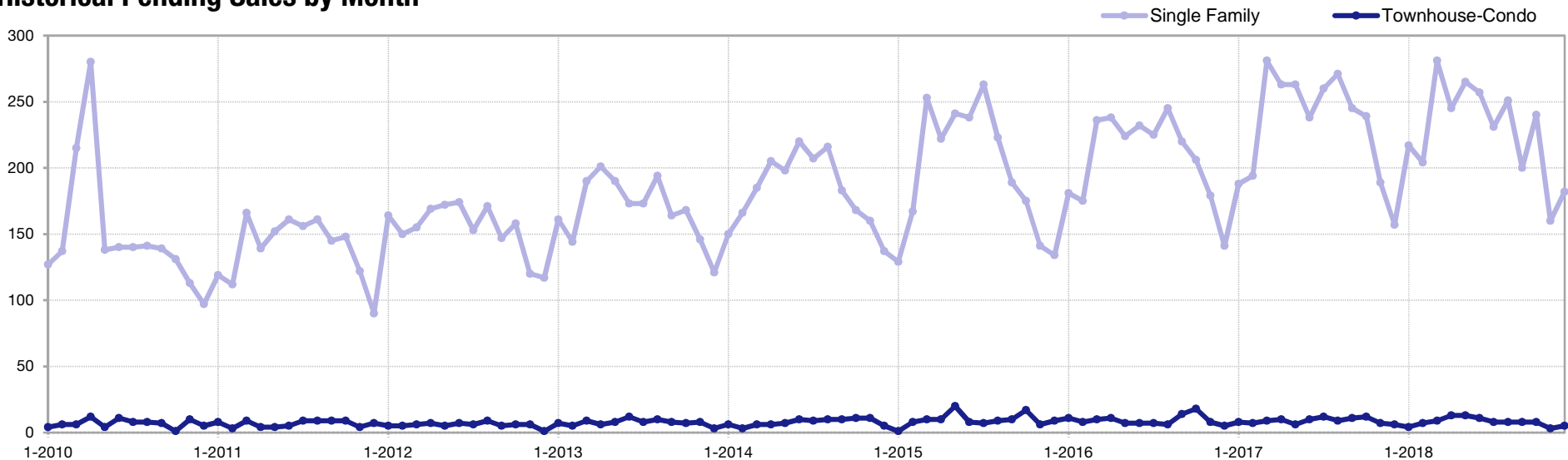


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2018	217	+15.4%	4	-50.0%
Feb-2018	204	+5.2%	7	0.0%
Mar-2018	281	0.0%	9	0.0%
Apr-2018	245	-6.8%	13	+30.0%
May-2018	265	+0.8%	13	+116.7%
Jun-2018	257	+8.0%	11	+10.0%
Jul-2018	231	-11.2%	8	-33.3%
Aug-2018	251	-7.4%	8	-11.1%
Sep-2018	200	-18.4%	8	-27.3%
Oct-2018	240	+0.4%	8	-33.3%
Nov-2018	160	-15.3%	3	-57.1%
Dec-2018	182	+15.9%	5	-16.7%

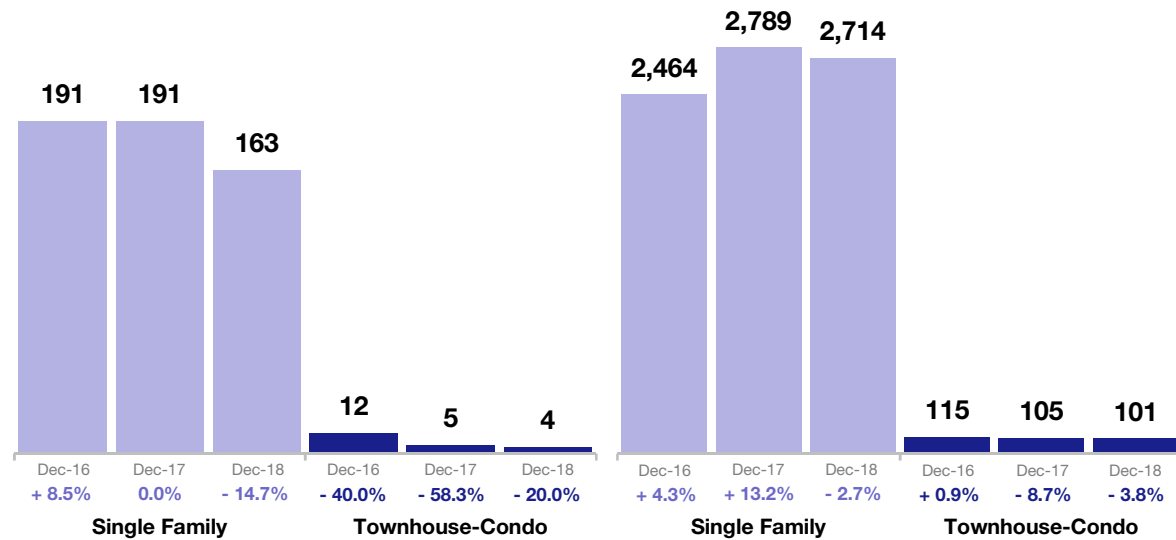
Historical Pending Sales by Month



Sold Listings

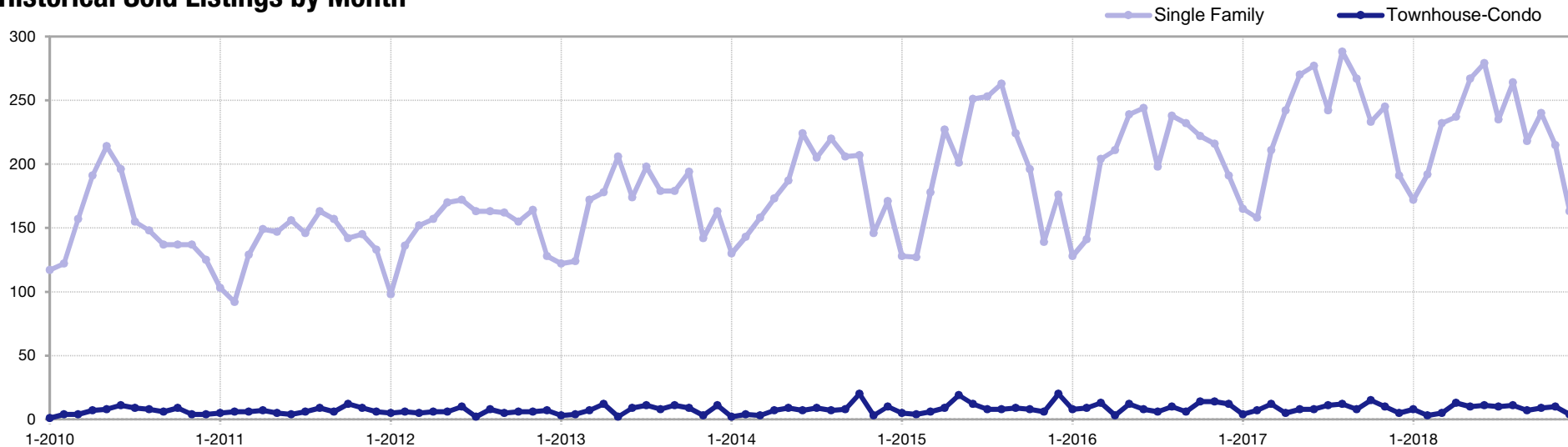


December



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2018	172	+4.2%	8	+100.0%
Feb-2018	192	+21.5%	3	-57.1%
Mar-2018	232	+10.0%	5	-58.3%
Apr-2018	237	-2.1%	13	+160.0%
May-2018	267	-1.1%	10	+25.0%
Jun-2018	279	+0.7%	11	+37.5%
Jul-2018	235	-2.9%	10	-9.1%
Aug-2018	264	-8.3%	11	-8.3%
Sep-2018	218	-18.4%	7	-12.5%
Oct-2018	240	+3.0%	9	-40.0%
Nov-2018	215	-12.2%	10	0.0%
Dec-2018	163	-14.7%	4	-20.0%

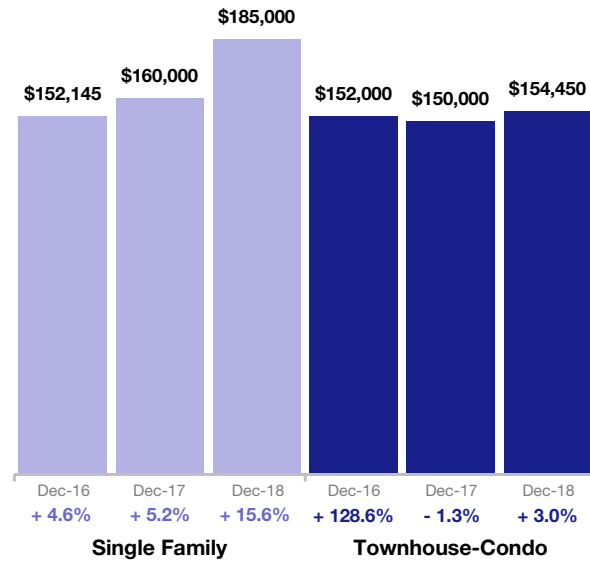
Historical Sold Listings by Month



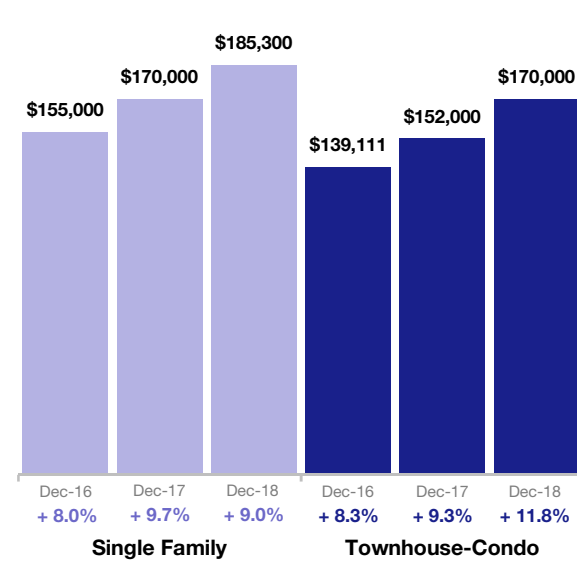
Median Sales Price



December

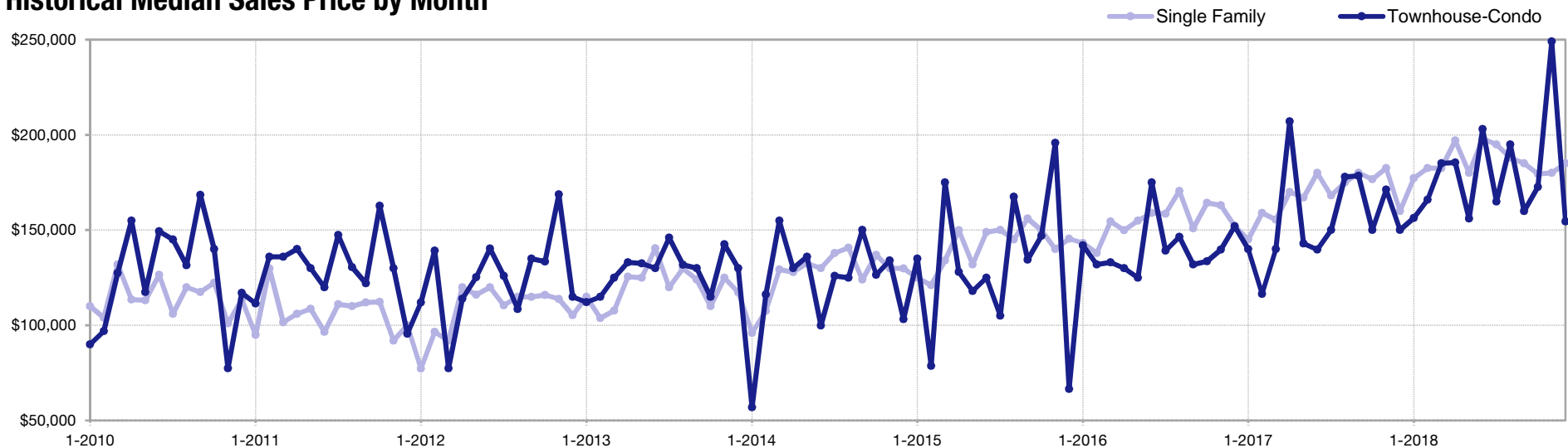


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2018	\$177,250	+22.2%	\$156,400	+11.7%
Feb-2018	\$182,500	+14.8%	\$166,000	+42.5%
Mar-2018	\$182,500	+17.4%	\$185,000	+32.1%
Apr-2018	\$197,000	+15.9%	\$185,500	-10.4%
May-2018	\$180,000	+7.8%	\$156,000	+9.1%
Jun-2018	\$198,000	+10.0%	\$203,000	+45.3%
Jul-2018	\$194,900	+15.9%	\$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%

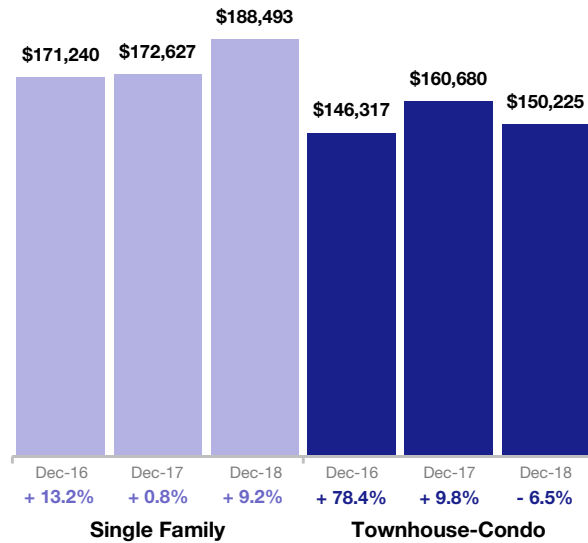
Historical Median Sales Price by Month



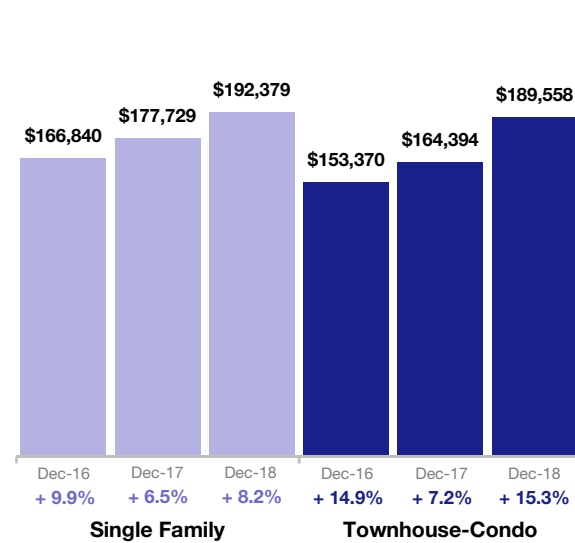
Average Sales Price



December

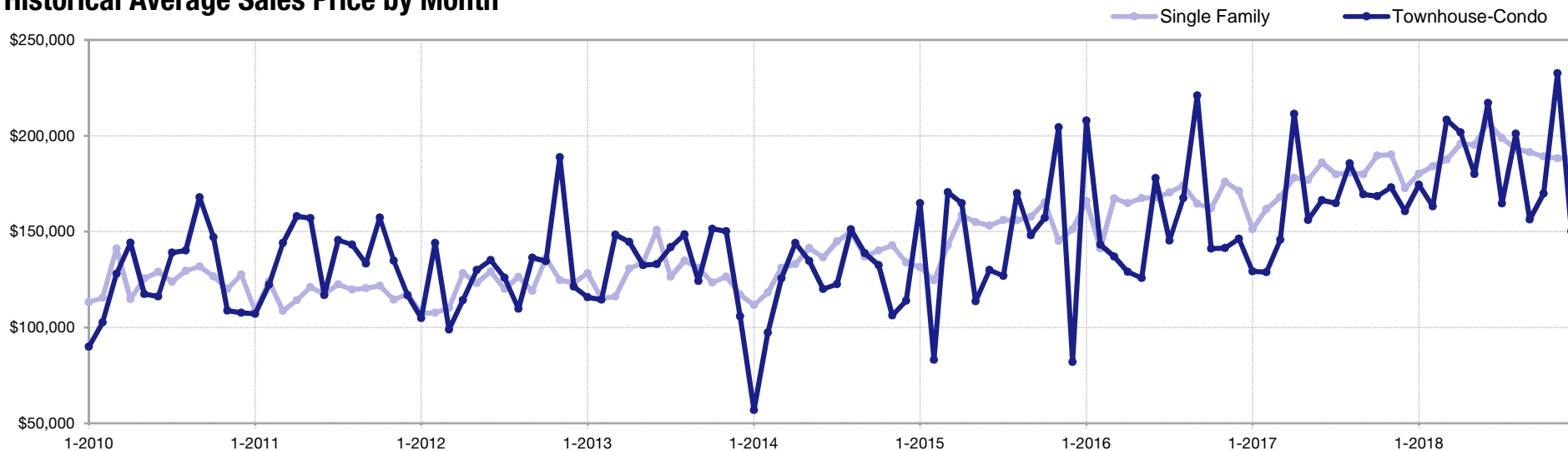


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2018	\$180,109	+19.0%	\$174,463	+35.0%
Feb-2018	\$184,071	+13.8%	\$163,167	+26.6%
Mar-2018	\$187,558	+11.6%	\$208,380	+43.0%
Apr-2018	\$195,809	+9.9%	\$201,754	-4.5%
May-2018	\$195,167	+10.3%	\$180,030	+15.4%
Jun-2018	\$206,903	+11.2%	\$217,095	+30.4%
Jul-2018	\$198,788	+10.5%	\$164,650	-0.1%
Aug-2018	\$193,086	+6.9%	\$201,027	+8.3%
Sep-2018	\$191,388	+6.4%	\$156,293	-7.8%
Oct-2018	\$189,247	-0.2%	\$169,889	+0.9%
Nov-2018	\$188,315	-1.0%	\$232,540	+34.4%
Dec-2018	\$188,493	+9.2%	\$150,225	-6.5%

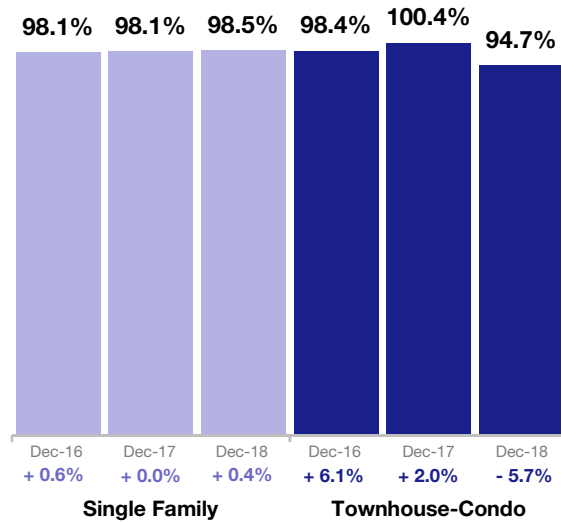
Historical Average Sales Price by Month



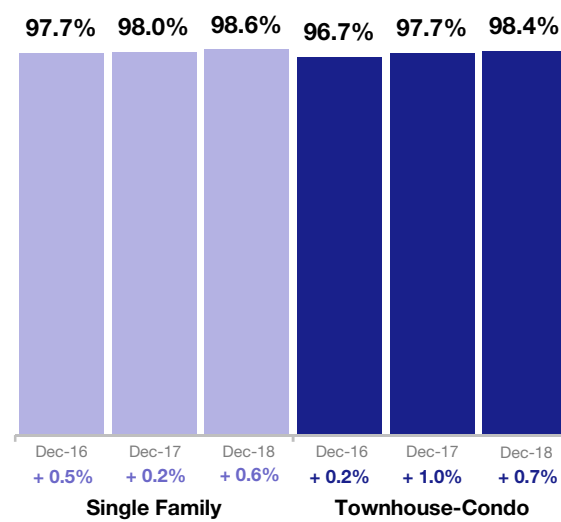
Percent of List Price Received



December

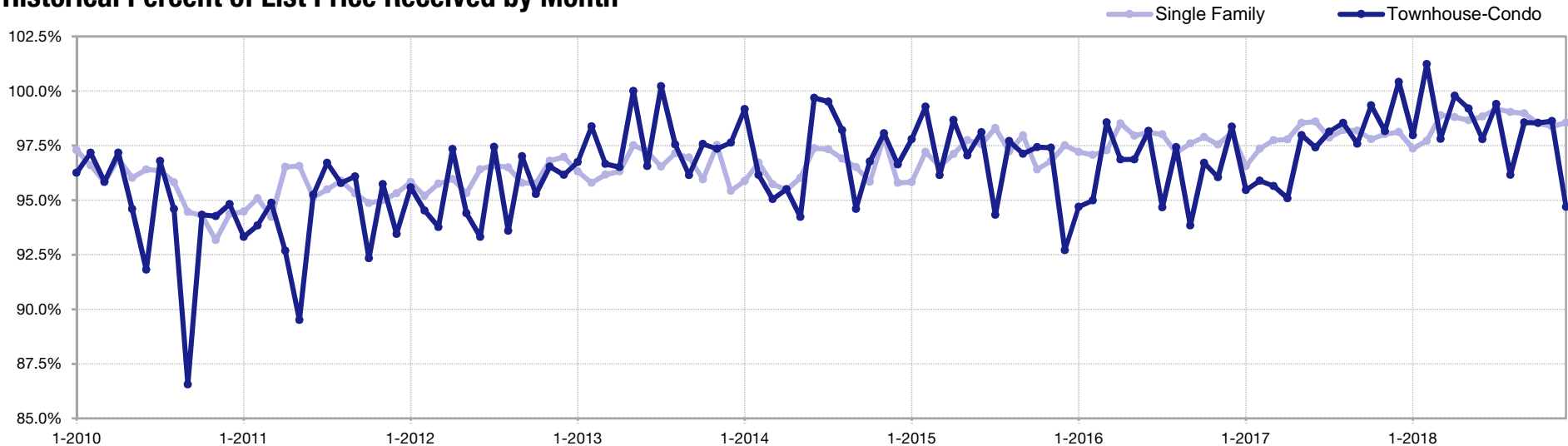


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2018	97.4%	+0.8%	98.0%	+2.6%
Feb-2018	97.7%	+0.3%	101.2%	+5.5%
Mar-2018	98.9%	+1.2%	97.8%	+2.3%
Apr-2018	98.8%	+1.0%	99.8%	+4.9%
May-2018	98.7%	+0.2%	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	99.0%	+0.8%	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	98.5%	+0.4%	94.7%	-5.7%

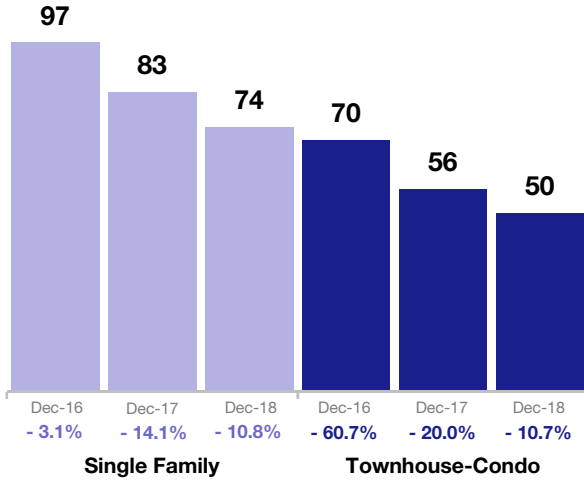
Historical Percent of List Price Received by Month



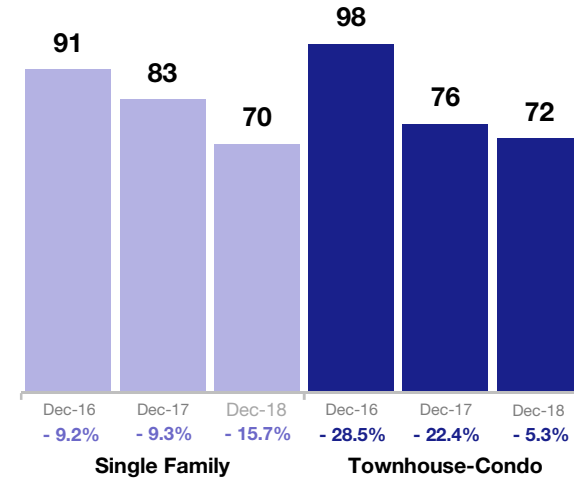
Days on Market Until Sale



December

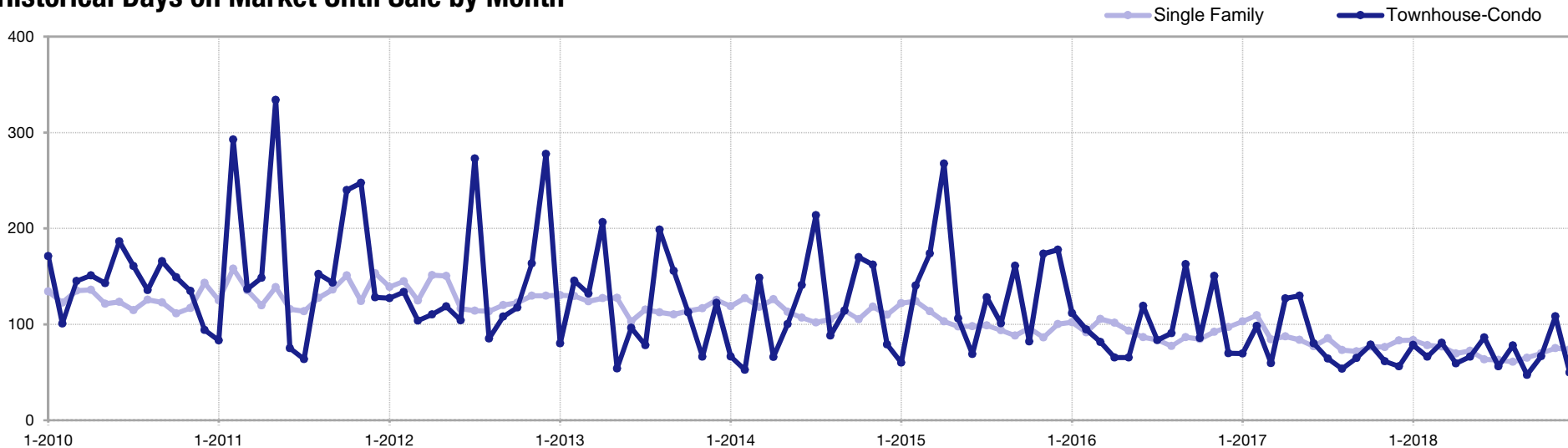


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2018	84	-18.4%	79	+12.9%
Feb-2018	78	-28.4%	66	-32.7%
Mar-2018	77	-8.3%	81	+35.0%
Apr-2018	70	-20.5%	59	-53.5%
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%

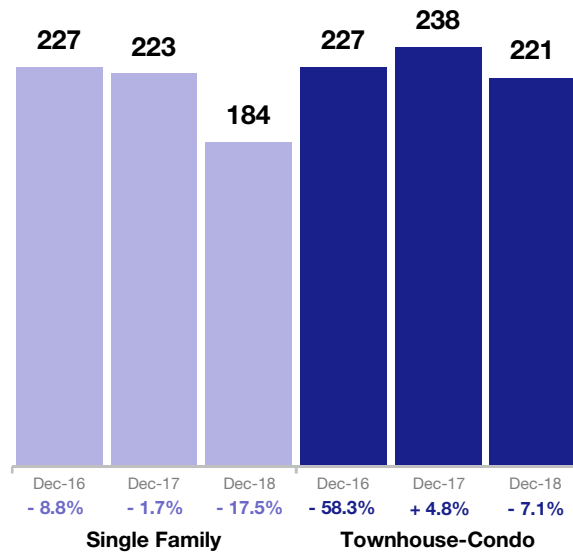
Historical Days on Market Until Sale by Month



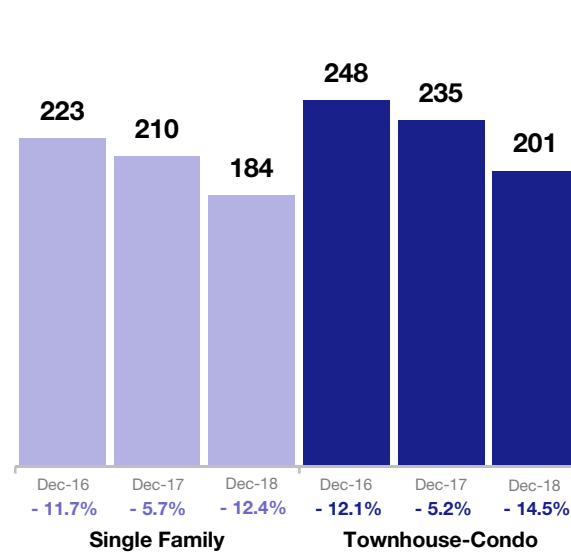
Housing Affordability Index



December

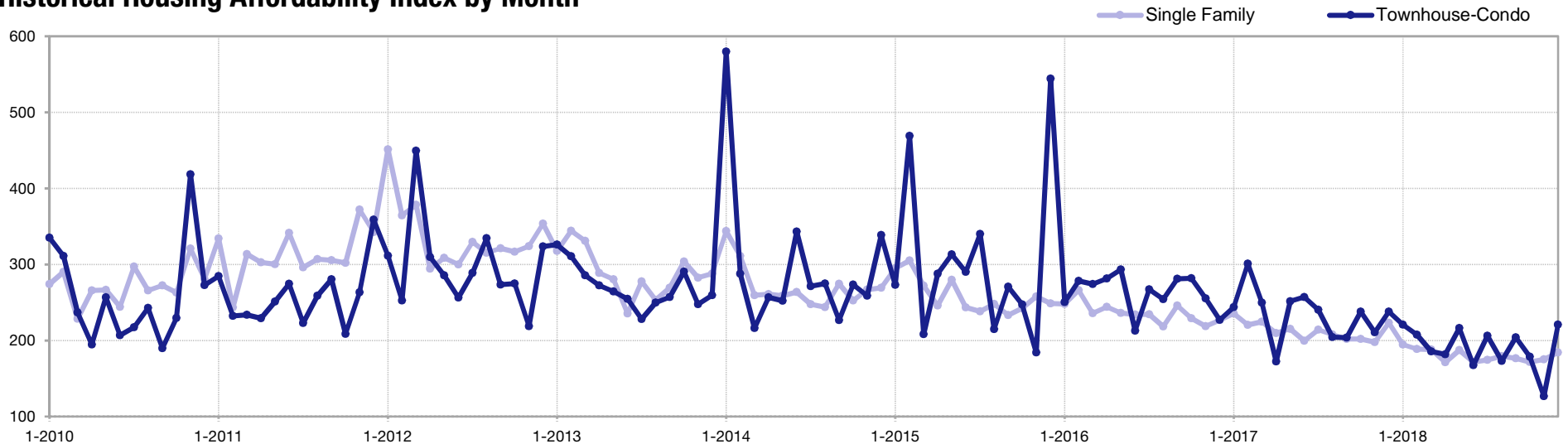


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2018	195	-17.0%	221	-9.4%
Feb-2018	189	-14.5%	208	-30.9%
Mar-2018	188	-16.4%	186	-25.6%
Apr-2018	171	-18.6%	182	+5.8%
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%

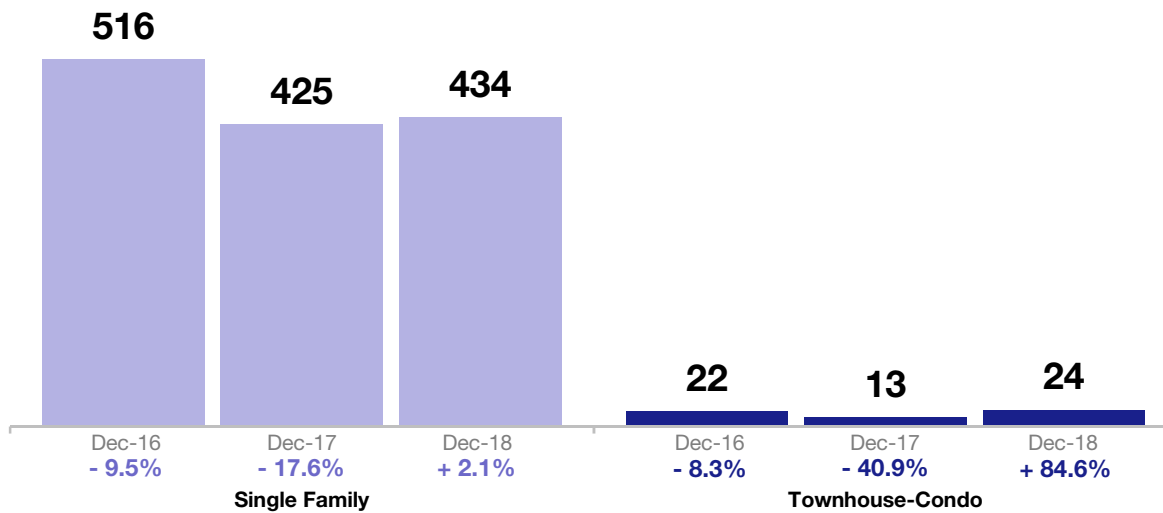
Historical Housing Affordability Index by Month



Inventory of Active Listings

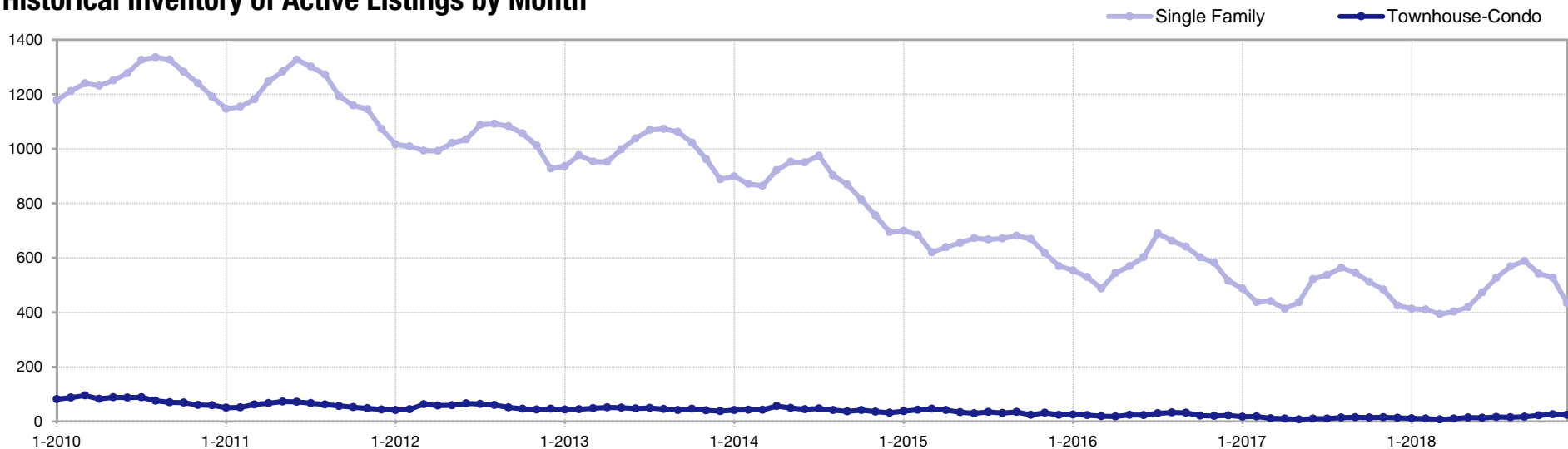


December



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2018	414	-15.2%	12	-29.4%
Feb-2018	411	-6.2%	11	-38.9%
Mar-2018	394	-10.7%	8	-33.3%
Apr-2018	403	-2.7%	11	0.0%
May-2018	419	-4.1%	14	+75.0%
Jun-2018	473	-9.4%	13	+18.2%
Jul-2018	527	-1.9%	16	+45.5%
Aug-2018	569	+0.9%	15	+7.1%
Sep-2018	588	+7.9%	17	+13.3%
Oct-2018	542	+5.9%	22	+57.1%
Nov-2018	528	+9.1%	26	+73.3%
Dec-2018	434	+2.1%	24	+84.6%

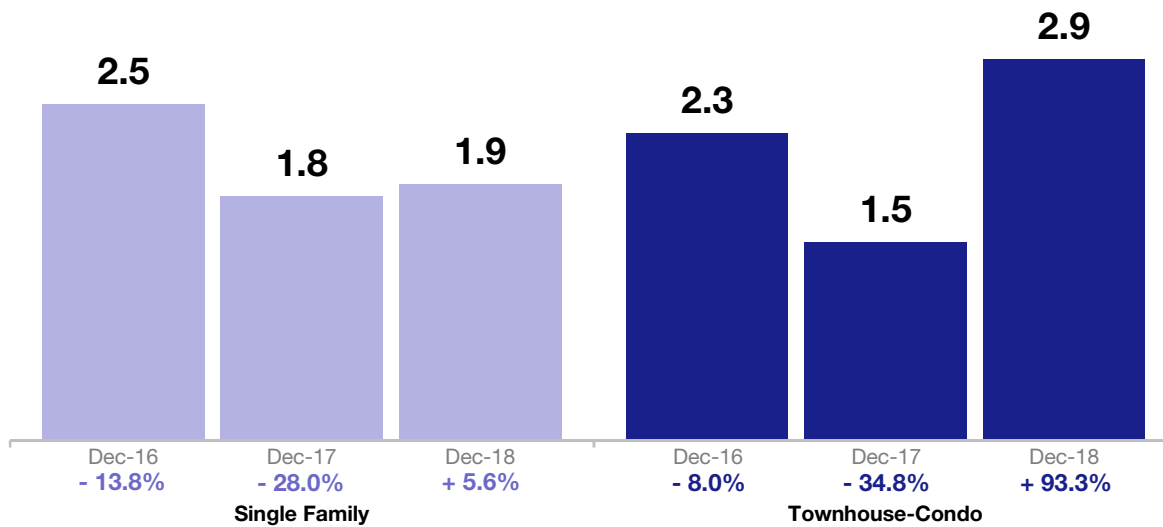
Historical Inventory of Active Listings by Month



Months Supply of Inventory

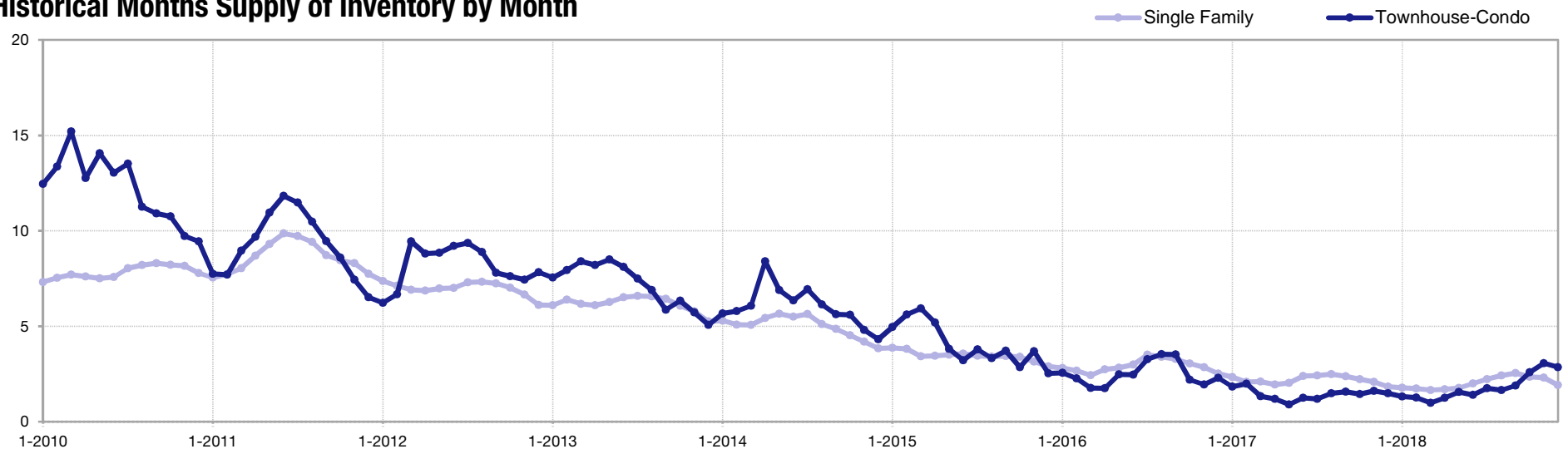


December



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2018	1.8	-21.7%	1.3	-27.8%
Feb-2018	1.7	-19.0%	1.3	-35.0%
Mar-2018	1.7	-19.0%	1.0	-23.1%
Apr-2018	1.7	-10.5%	1.2	0.0%
May-2018	1.8	-10.0%	1.6	+77.8%
Jun-2018	2.0	-16.7%	1.4	+16.7%
Jul-2018	2.2	-8.3%	1.7	+41.7%
Aug-2018	2.4	-4.0%	1.7	+13.3%
Sep-2018	2.6	+8.3%	1.9	+18.8%
Oct-2018	2.3	+4.5%	2.6	+85.7%
Nov-2018	2.3	+9.5%	3.1	+93.8%
Dec-2018	1.9	+5.6%	2.9	+93.3%

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.



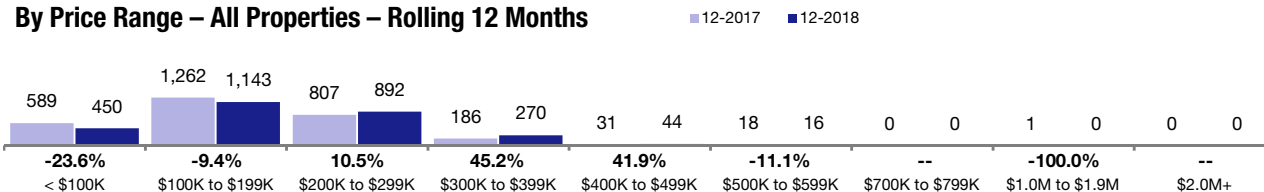
Key Metrics	Historical Sparkbars	12-2017	12-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		184	175	- 4.9%	3,482	3,586	+ 3.0%
Pending Sales		163	187	+ 14.7%	2,895	2,830	- 2.2%
Sold Listings		196	167	- 14.8%	2,894	2,815	- 2.7%
Median Sales Price		\$160,000	\$182,300	+ 13.9%	\$169,000	\$185,000	+ 9.5%
Avg. Sales Price		\$172,322	\$187,577	+ 8.9%	\$177,245	\$192,277	+ 8.5%
Pct. of List Price Received		98.2%	98.5%	+ 0.3%	98.0%	98.6%	+ 0.6%
Days on Market		83	73	- 12.0%	83	70	- 15.7%
Affordability Index		223	187	- 16.1%	211	184	- 12.8%
Active Listings		438	458	+ 4.6%	--	--	--
Months Supply		1.8	2.0	+ 11.1%	--	--	--

Sold Listings

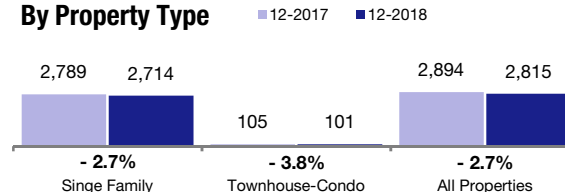
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

Compared to Prior Month

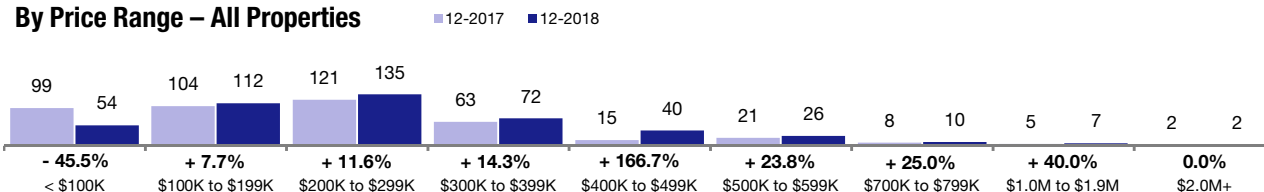
Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	12-2017	12-2018	Change	12-2017	12-2018	Change	11-2018	12-2018	Change	11-2018	12-2018	Change	12-2017	12-2018	Change	12-2017	12-2018	Change
\$99,999 and Below	575	447	- 22.3%	14	3	- 78.6%	29	28	- 3.4%	0	0	--	575	447	- 22.3%	14	3	- 78.6%
\$100,000 to \$199,999	1,194	1,075	- 10.0%	68	68	0.0%	102	60	- 41.2%	3	4	+ 33.3%	1,194	1,075	- 10.0%	68	68	0.0%
\$200,000 to \$299,999	788	873	+ 10.8%	19	19	0.0%	59	62	+ 5.1%	6	0	- 100.0%	788	873	+ 10.8%	19	19	0.0%
\$300,000 to \$399,999	182	260	+ 42.9%	4	10	+ 150.0%	19	10	- 47.4%	1	0	- 100.0%	182	260	+ 42.9%	4	10	+ 150.0%
\$400,000 to \$499,999	31	43	+ 38.7%	0	1	--	6	1	- 83.3%	0	0	--	31	43	+ 38.7%	0	1	--
\$500,000 to \$699,999	18	16	- 11.1%	0	0	--	0	2	--	0	0	--	18	16	- 11.1%	0	0	--
\$700,000 to \$999,999	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	1	0	- 100.0%	0	0	--	0	0	--	0	0	--	1	0	- 100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
All Price Ranges	2,789	2,714	- 2.7%	105	101	- 3.8%	215	163	- 24.2%	10	4	- 60.0%	2,789	2,714	- 2.7%	105	101	- 3.8%

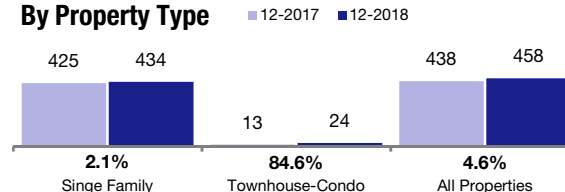
Inventory of Active Listings

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

Compared to Prior Month

Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family		Condo	
	12-2017	12-2018	Change	12-2017	12-2018	Change	11-2018	12-2018	Change	11-2018	12-2018	Change				
\$99,999 and Below	99	53	- 46.5%	0	1	--	69	53	- 23.2%	1	1	0.0%				
\$100,000 to \$199,999	98	102	+ 4.1%	6	10	+ 66.7%	114	102	- 10.5%	9	10	+ 11.1%				
\$200,000 to \$299,999	119	125	+ 5.0%	2	10	+ 400.0%	150	125	- 16.7%	12	10	- 16.7%				
\$300,000 to \$399,999	58	70	+ 20.7%	5	2	- 60.0%	88	70	- 20.5%	2	2	0.0%				
\$400,000 to \$499,999	15	40	+ 166.7%	0	0	--	50	40	- 20.0%	0	0	--				
\$500,000 to \$699,999	21	25	+ 19.0%	0	1	--	33	25	- 24.2%	2	1	- 50.0%				
\$700,000 to \$999,999	8	10	+ 25.0%	0	0	--	14	10	- 28.6%	0	0	--				
\$1,000,000 to \$1,999,999	5	7	+ 40.0%	0	0	--	7	7	0.0%	0	0	--				
\$2,000,000 and Above	2	2	0.0%	0	0	--	3	2	- 33.3%	0	0	--				
All Price Ranges	425	434	+ 2.1%	13	24	+ 84.6%	528	434	- 17.8%	26	24	- 7.7%				

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

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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.

Local Market Update for December 2018

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Pueblo County

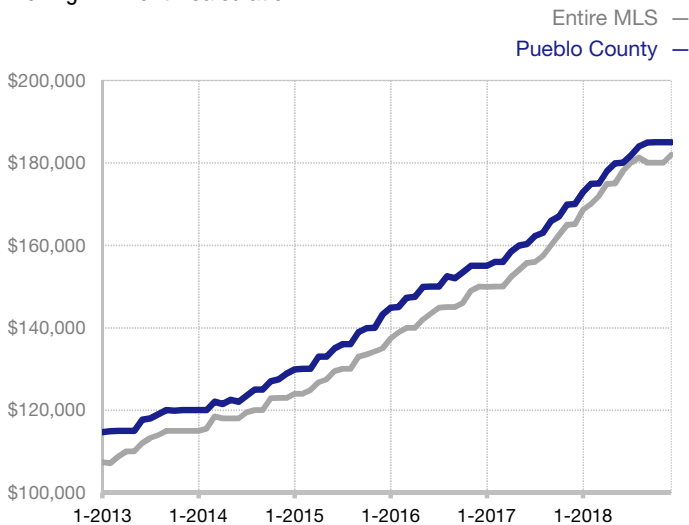
Single Family Key Metrics	December			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 12-2017	Thru 12-2018	Percent Change from Previous Year
New Listings	172	164	- 4.7%	3,353	3,377	+ 0.7%
Sold Listings	188	160	- 14.9%	2,786	2,678	- 3.9%
Median Sales Price*	\$161,062	\$182,400	+ 13.2%	\$170,000	\$185,000	+ 8.8%
Average Sales Price*	\$172,557	\$190,165	+ 10.2%	\$178,193	\$193,024	+ 8.3%
Percent of List Price Received*	98.0%	98.7%	+ 0.7%	98.0%	98.6%	+ 0.6%
Days on Market Until Sale	83	75	- 9.6%	83	71	- 14.5%
Inventory of Homes for Sale	423	399	- 5.7%	--	--	--
Months Supply of Inventory	1.8	1.8	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	December			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 12-2017	Thru 12-2018	Percent Change from Previous Year
New Listings	6	5	- 16.7%	109	119	+ 9.2%
Sold Listings	4	3	- 25.0%	101	98	- 3.0%
Median Sales Price*	\$149,250	\$164,900	+ 10.5%	\$150,000	\$170,000	+ 13.3%
Average Sales Price*	\$152,125	\$159,633	+ 4.9%	\$162,743	\$190,729	+ 17.2%
Percent of List Price Received*	100.5%	94.9%	- 5.6%	97.6%	98.4%	+ 0.8%
Days on Market Until Sale	48	40	- 16.7%	76	72	- 5.3%
Inventory of Homes for Sale	12	23	+ 91.7%	--	--	--
Months Supply of Inventory	1.4	2.8	+ 100.0%	--	--	--

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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 December 2018

A Research Tool Provided by the Colorado Association of REALTORS®



Arkansas Valley/Otero County

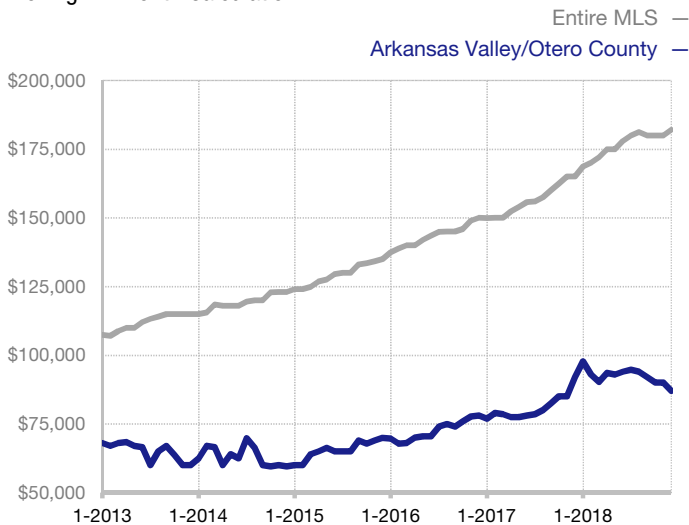
Single Family	December			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 12-2017	Thru 12-2018	Percent Change from Previous Year
Key Metrics						
New Listings	27	20	- 25.9%	366	397	+ 8.5%
Sold Listings	29	16	- 44.8%	314	305	- 2.9%
Median Sales Price*	\$98,000	\$72,000	- 26.5%	\$92,000	\$87,000	- 5.4%
Average Sales Price*	\$125,317	\$93,713	- 25.2%	\$107,111	\$106,713	- 0.4%
Percent of List Price Received*	94.8%	96.0%	+ 1.3%	94.3%	94.8%	+ 0.5%
Days on Market Until Sale	130	110	- 15.4%	136	113	- 16.9%
Inventory of Homes for Sale	96	99	+ 3.1%	--	--	--
Months Supply of Inventory	3.7	3.9	+ 5.4%	--	--	--

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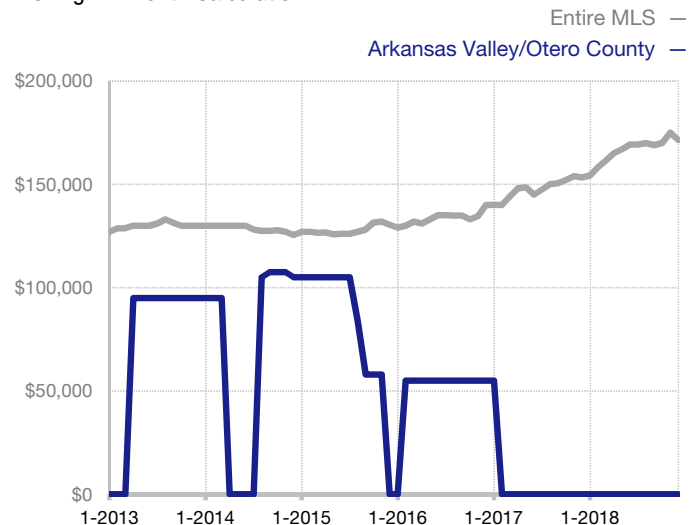
Townhouse-Condo	December			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 12-2017	Thru 12-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	1	0.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	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 December 2018

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Fowler

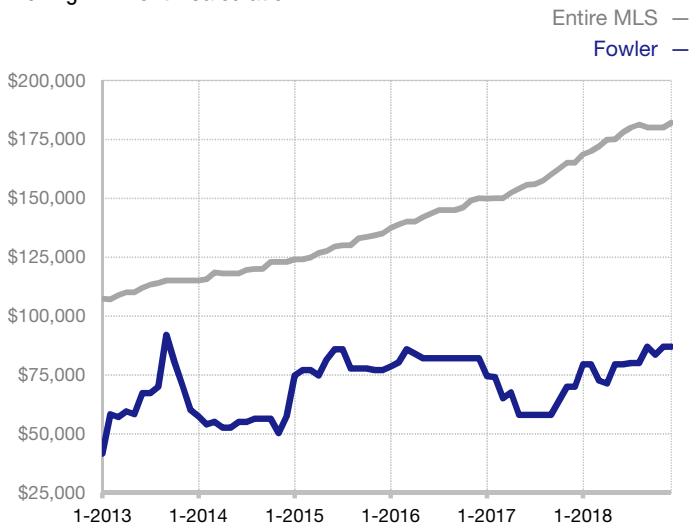
Single Family	December			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 12-2017	Thru 12-2018	Percent Change from Previous Year
Key Metrics						
New Listings	1	4	+ 300.0%	25	42	+ 68.0%
Sold Listings	1	5	+ 400.0%	21	35	+ 66.7%
Median Sales Price*	\$70,000	\$76,500	+ 9.3%	\$69,900	\$87,000	+ 24.5%
Average Sales Price*	\$70,000	\$97,780	+ 39.7%	\$84,374	\$123,153	+ 46.0%
Percent of List Price Received*	100.1%	93.2%	- 6.9%	92.8%	97.3%	+ 4.8%
Days on Market Until Sale	79	63	- 20.3%	115	93	- 19.1%
Inventory of Homes for Sale	10	8	- 20.0%	--	--	--
Months Supply of Inventory	4.3	2.3	- 46.5%	--	--	--

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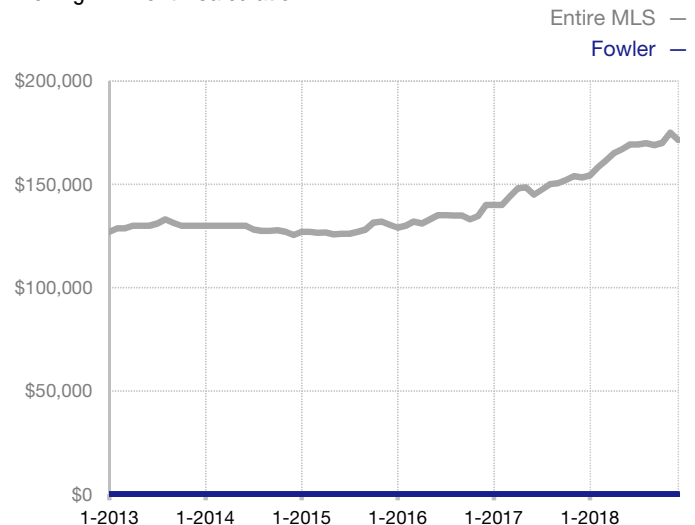
Townhouse-Condo	December			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 12-2017	Thru 12-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 December 2018

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Huerfano County

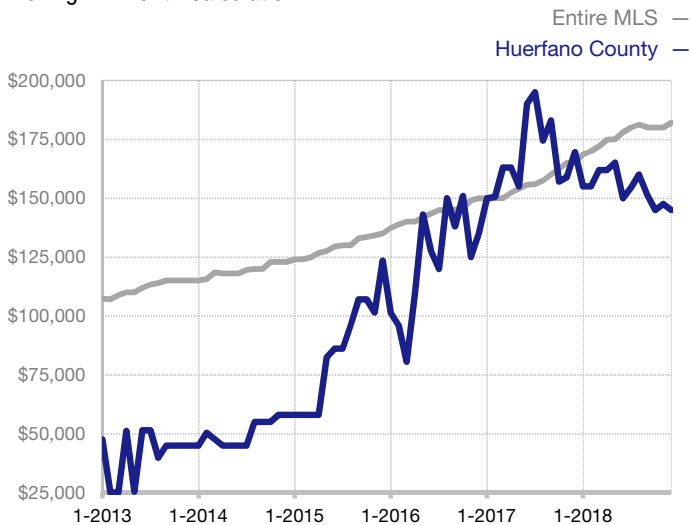
Single Family Key Metrics	December			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 12-2017	Thru 12-2018	Percent Change from Previous Year
New Listings	5	3	- 40.0%	109	130	+ 19.3%
Sold Listings	3	1	- 66.7%	36	82	+ 127.8%
Median Sales Price*	\$225,000	\$75,000	- 66.7%	\$169,500	\$145,000	- 14.5%
Average Sales Price*	\$192,000	\$75,000	- 60.9%	\$211,211	\$192,898	- 8.7%
Percent of List Price Received*	95.3%	78.9%	- 17.2%	95.7%	93.1%	- 2.7%
Days on Market Until Sale	136	90	- 33.8%	159	164	+ 3.1%
Inventory of Homes for Sale	65	69	+ 6.2%	--	--	--
Months Supply of Inventory	21.7	10.1	- 53.5%	--	--	--

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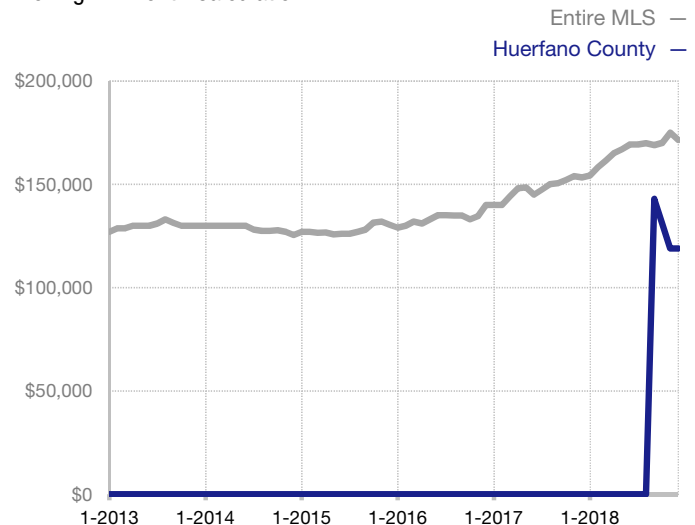
Townhouse-Condo Key Metrics	December			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 12-2017	Thru 12-2018	Percent Change from Previous Year
New Listings	0	0	--	1	3	+ 200.0%
Sold Listings	0	0	--	0	3	--
Median Sales Price*	\$0	\$0	--	\$0	\$119,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$110,300	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	97.7%	--
Days on Market Until Sale	0	0	--	0	112	--
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



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



Local Market Update for December 2018

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La Junta

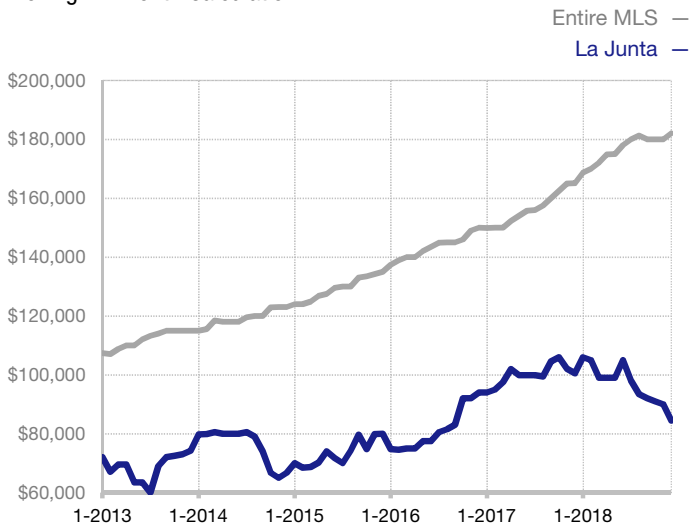
Single Family Key Metrics	December			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 12-2017	Thru 12-2018	Percent Change from Previous Year
New Listings	4	3	- 25.0%	87	103	+ 18.4%
Sold Listings	10	4	- 60.0%	86	77	- 10.5%
Median Sales Price*	\$102,500	\$65,000	- 36.6%	\$100,500	\$84,400	- 16.0%
Average Sales Price*	\$144,250	\$86,633	- 39.9%	\$112,623	\$101,695	- 9.7%
Percent of List Price Received*	96.9%	103.4%	+ 6.7%	94.1%	95.6%	+ 1.6%
Days on Market Until Sale	154	138	- 10.4%	147	113	- 23.1%
Inventory of Homes for Sale	17	22	+ 29.4%	--	--	--
Months Supply of Inventory	2.4	3.4	+ 41.7%	--	--	--

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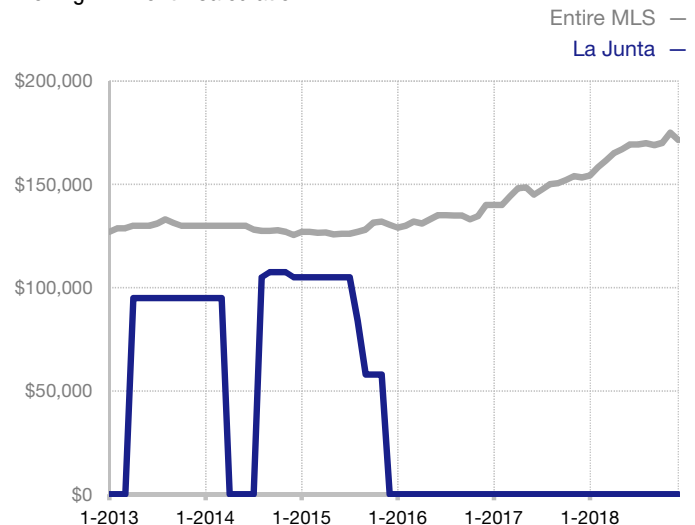
Townhouse-Condo Key Metrics	December			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 12-2017	Thru 12-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 December 2018

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Lamar

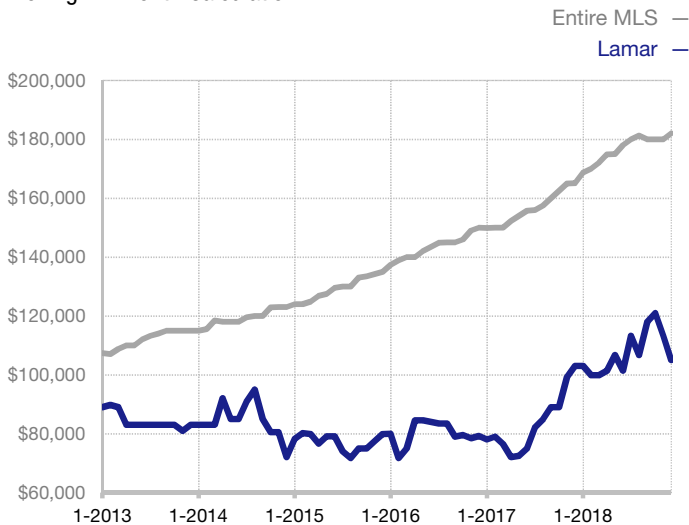
Single Family	December			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 12-2017	Thru 12-2018	Percent Change from Previous Year
Key Metrics						
New Listings	3	2	- 33.3%	53	57	+ 7.5%
Sold Listings	3	2	- 33.3%	47	45	- 4.3%
Median Sales Price*	\$170,000	\$88,500	- 47.9%	\$103,000	\$105,000	+ 1.9%
Average Sales Price*	\$170,000	\$88,500	- 47.9%	\$107,911	\$113,269	+ 5.0%
Percent of List Price Received*	93.3%	90.0%	- 3.5%	93.9%	95.2%	+ 1.4%
Days on Market Until Sale	119	160	+ 34.5%	132	104	- 21.2%
Inventory of Homes for Sale	9	14	+ 55.6%	--	--	--
Months Supply of Inventory	2.3	3.7	+ 60.9%	--	--	--

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

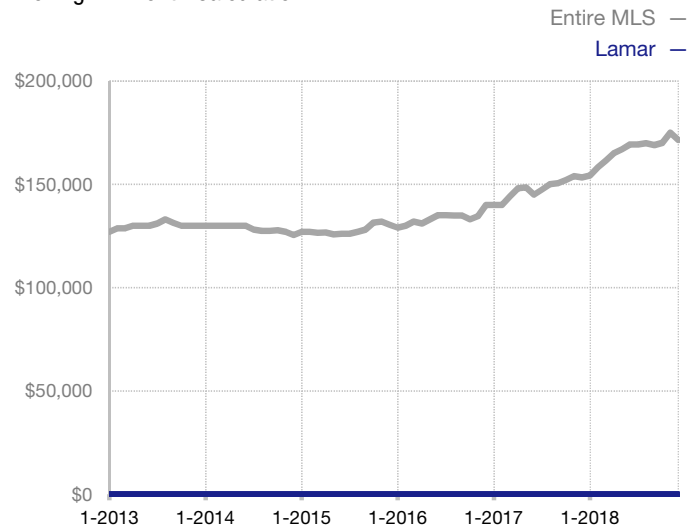
Townhouse-Condo	December			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 12-2017	Thru 12-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 December 2018

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Las Animas

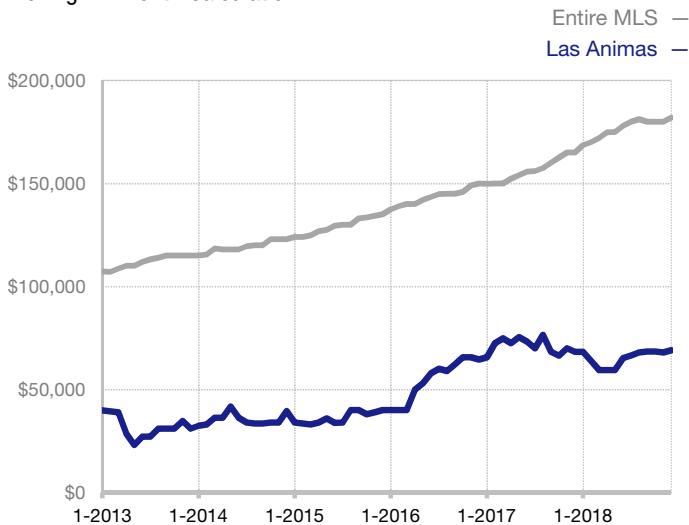
Single Family	December			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 12-2017	Thru 12-2018	Percent Change from Previous Year
Key Metrics						
New Listings	3	2	- 33.3%	34	32	- 5.9%
Sold Listings	6	0	- 100.0%	34	26	- 23.5%
Median Sales Price*	\$52,000	\$0	- 100.0%	\$68,250	\$69,000	+ 1.1%
Average Sales Price*	\$83,500	\$0	- 100.0%	\$79,783	\$87,900	+ 10.2%
Percent of List Price Received*	92.3%	0.0%	- 100.0%	94.2%	92.3%	- 2.0%
Days on Market Until Sale	91	0	- 100.0%	112	102	- 8.9%
Inventory of Homes for Sale	9	9	0.0%	--	--	--
Months Supply of Inventory	3.2	3.1	- 3.1%	--	--	--

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

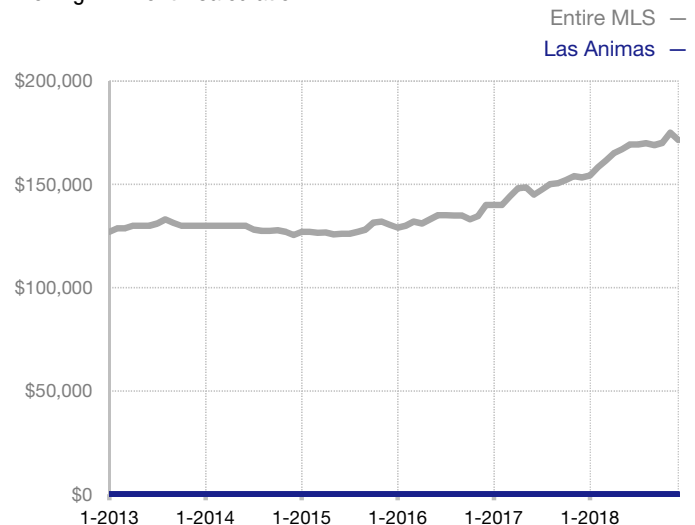
Townhouse-Condo	December			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 12-2017	Thru 12-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 December 2018

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Manzanola

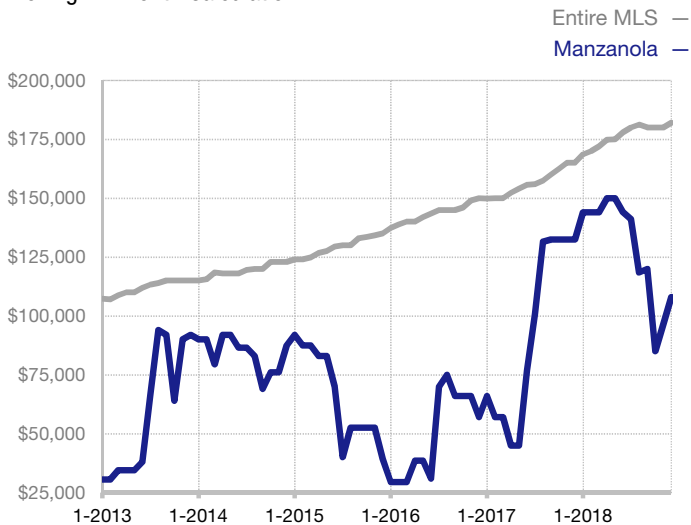
Single Family	December			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 12-2017	Thru 12-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	16	13	- 18.8%
Sold Listings	1	0	- 100.0%	14	7	- 50.0%
Median Sales Price*	\$55,000	\$0	- 100.0%	\$132,500	\$108,000	- 18.5%
Average Sales Price*	\$55,000	\$0	- 100.0%	\$137,914	\$120,000	- 13.0%
Percent of List Price Received*	88.0%	0.0%	- 100.0%	95.4%	97.5%	+ 2.2%
Days on Market Until Sale	80	0	- 100.0%	102	138	+ 35.3%
Inventory of Homes for Sale	2	5	+ 150.0%	--	--	--
Months Supply of Inventory	1.0	3.6	+ 260.0%	--	--	--

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

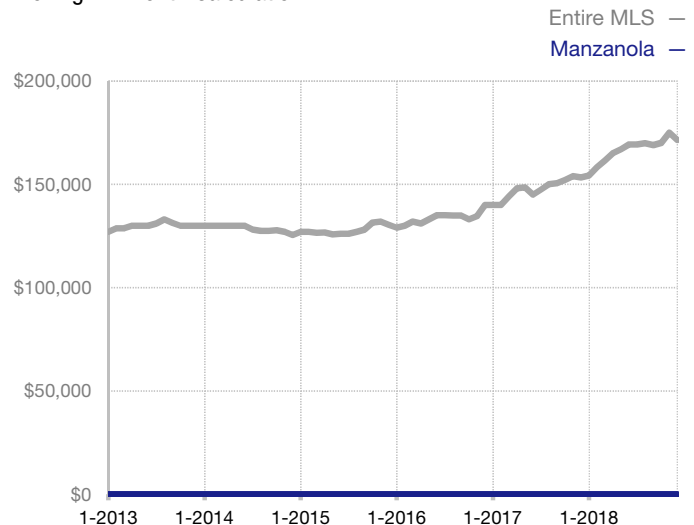
Townhouse-Condo	December			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 12-2017	Thru 12-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 December 2018

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Rocky Ford

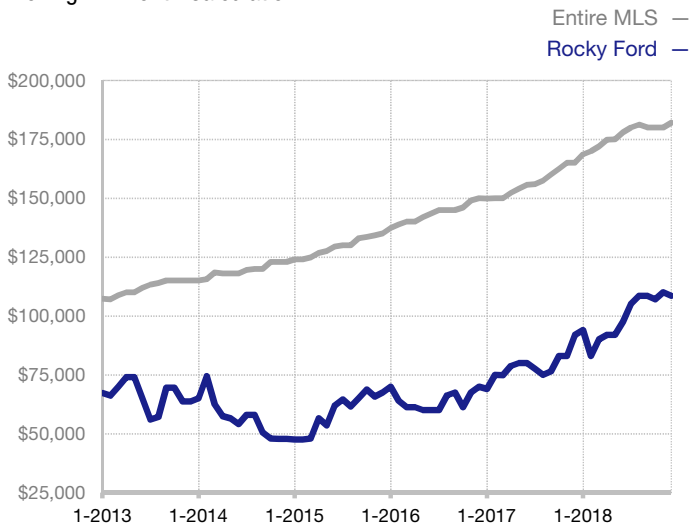
Single Family	December			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 12-2017	Thru 12-2018	Percent Change from Previous Year
Key Metrics						
New Listings	4	8	+ 100.0%	62	58	- 6.5%
Sold Listings	1	3	+ 200.0%	44	48	+ 9.1%
Median Sales Price*	\$125,000	\$49,900	- 60.1%	\$92,000	\$108,500	+ 17.9%
Average Sales Price*	\$125,000	\$72,300	- 42.2%	\$109,451	\$117,021	+ 6.9%
Percent of List Price Received*	92.6%	96.5%	+ 4.2%	95.2%	93.6%	- 1.7%
Days on Market Until Sale	69	93	+ 34.8%	133	123	- 7.5%
Inventory of Homes for Sale	16	13	- 18.8%	--	--	--
Months Supply of Inventory	4.4	3.3	- 25.0%	--	--	--

* 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	December			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 12-2017	Thru 12-2018	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

