

# Local Market Update for October 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Pueblo County

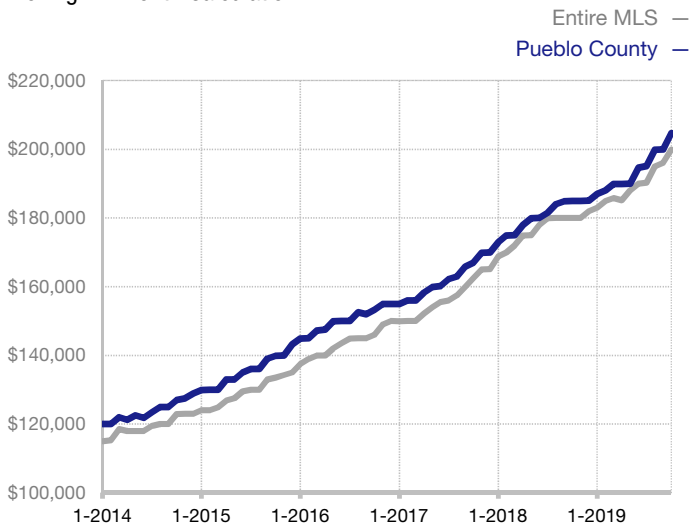
Single Family Key Metrics	October			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	274	280	+ 2.2%	3,009	2,940	- 2.3%
Sold Listings	243	211	- 13.2%	2,312	2,203	- 4.7%
Median Sales Price*	\$181,000	\$211,000	+ 16.6%	\$186,000	\$209,500	+ 12.6%
Average Sales Price*	\$192,598	\$224,824	+ 16.7%	\$193,378	\$216,280	+ 11.8%
Percent of List Price Received*	98.5%	98.0%	- 0.5%	98.6%	98.6%	0.0%
Days on Market Until Sale	72	80	+ 11.1%	70	75	+ 7.1%
Inventory of Homes for Sale	524	414	- 21.0%	--	--	--
Months Supply of Inventory	2.3	1.9	- 17.4%	--	--	--

\* 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	October			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	13	6	- 53.8%	108	101	- 6.5%
Sold Listings	9	7	- 22.2%	85	87	+ 2.4%
Median Sales Price*	\$172,700	\$195,000	+ 12.9%	\$169,900	\$185,000	+ 8.9%
Average Sales Price*	\$169,889	\$263,044	+ 54.8%	\$186,907	\$193,854	+ 3.7%
Percent of List Price Received*	98.5%	97.3%	- 1.2%	98.5%	97.9%	- 0.6%
Days on Market Until Sale	67	76	+ 13.4%	69	89	+ 29.0%
Inventory of Homes for Sale	20	11	- 45.0%	--	--	--
Months Supply of Inventory	2.4	1.3	- 45.8%	--	--	--

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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

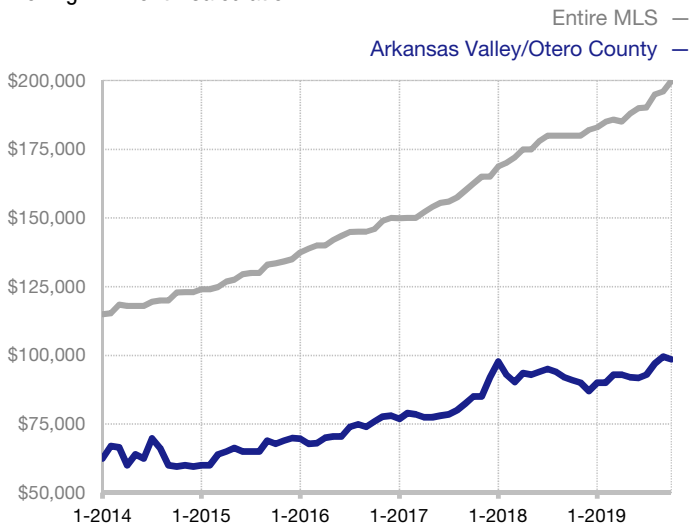
Single Family Key Metrics	October			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	44	34	- 22.7%	346	374	+ 8.1%
Sold Listings	28	29	+ 3.6%	267	289	+ 8.2%
Median Sales Price*	\$121,000	\$97,000	- 19.8%	\$88,200	\$103,750	+ 17.6%
Average Sales Price*	\$124,385	\$168,506	+ 35.5%	\$109,746	\$125,881	+ 14.7%
Percent of List Price Received*	93.7%	91.9%	- 1.9%	95.0%	95.0%	0.0%
Days on Market Until Sale	94	121	+ 28.7%	115	103	- 10.4%
Inventory of Homes for Sale	117	90	- 23.1%	--	--	--
Months Supply of Inventory	4.4	3.2	- 27.3%	--	--	--

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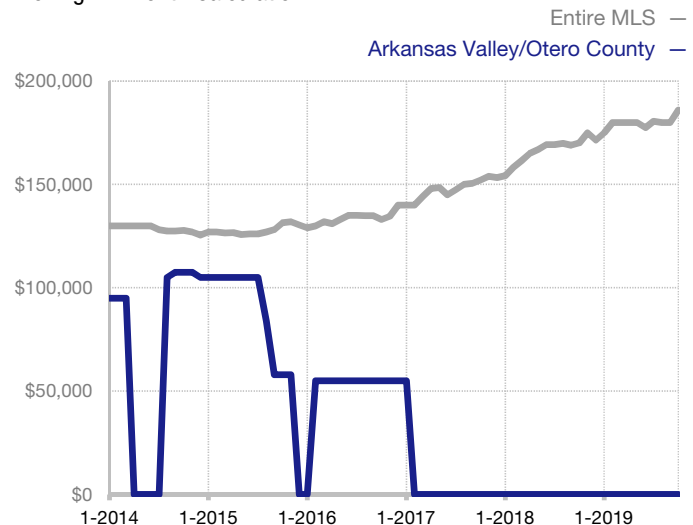
Townhouse-Condo Key Metrics	October			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	0	0	--	1	1	0.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	1	--	--	--	--
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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## Fowler

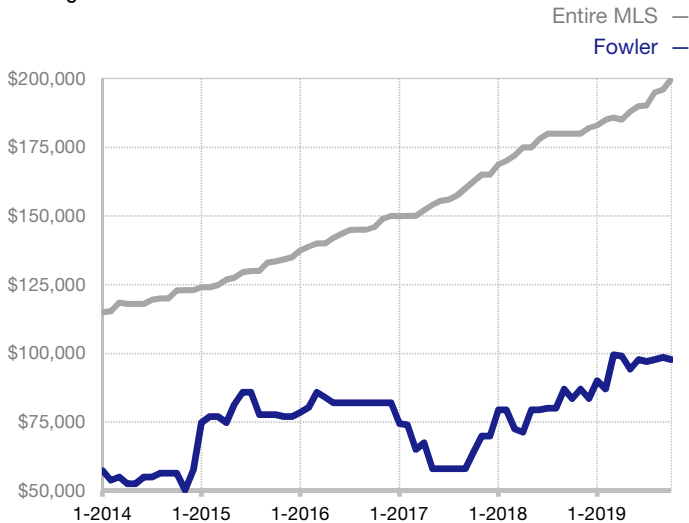
Single Family Key Metrics	October			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	6	5	- 16.7%	33	35	+ 6.1%
Sold Listings	0	1	--	25	31	+ 24.0%
Median Sales Price*	\$0	\$60,000	--	\$87,000	\$99,500	+ 14.4%
Average Sales Price*	\$0	\$60,000	--	\$132,978	\$131,628	- 1.0%
Percent of List Price Received*	0.0%	96.0%	--	98.5%	96.3%	- 2.2%
Days on Market Until Sale	0	65	--	106	77	- 27.4%
Inventory of Homes for Sale	6	8	+ 33.3%	--	--	--
Months Supply of Inventory	2.1	2.3	+ 9.5%	--	--	--

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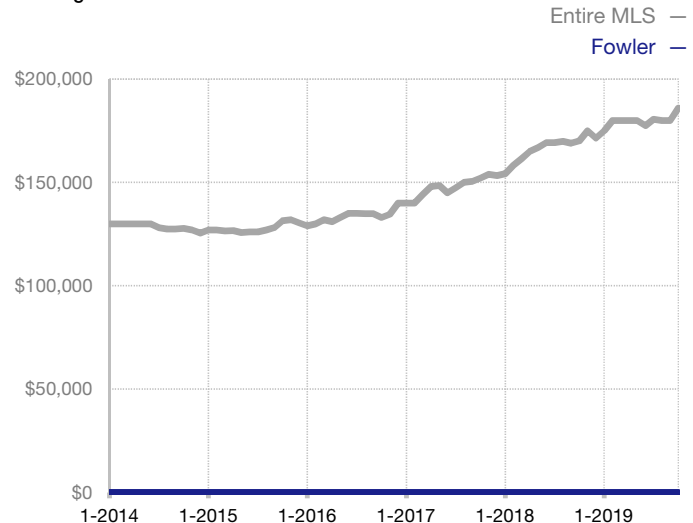
Townhouse-Condo Key Metrics	October			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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Rolling 12-Month Calculation



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## Huerfano County

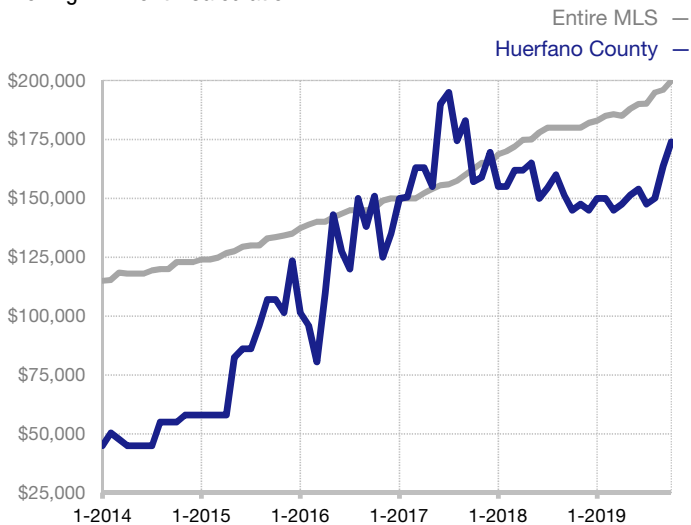
Single Family Key Metrics	October			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	7	10	+ 42.9%	123	110	- 10.6%
Sold Listings	9	5	- 44.4%	77	72	- 6.5%
Median Sales Price*	\$119,900	\$189,000	+ 57.6%	\$145,000	\$178,000	+ 22.8%
Average Sales Price*	\$124,867	\$217,200	+ 73.9%	\$191,917	\$214,332	+ 11.7%
Percent of List Price Received*	84.7%	95.0%	+ 12.2%	93.3%	93.8%	+ 0.5%
Days on Market Until Sale	136	128	- 5.9%	167	214	+ 28.1%
Inventory of Homes for Sale	78	57	- 26.9%	--	--	--
Months Supply of Inventory	11.0	8.9	- 19.1%	--	--	--

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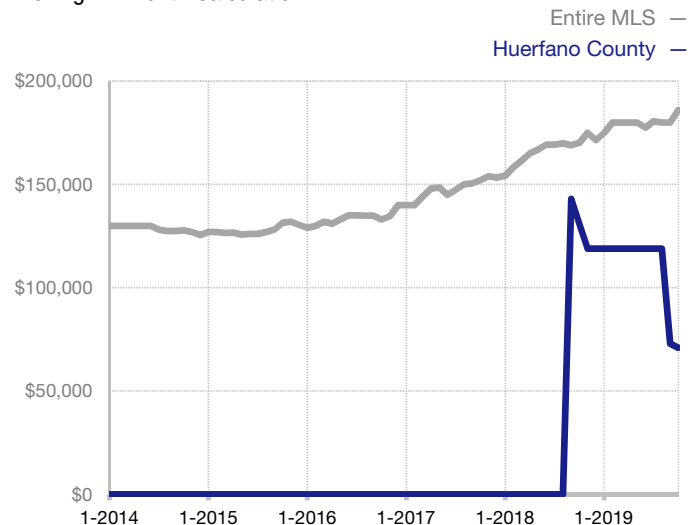
Townhouse-Condo Key Metrics	October			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	0	0	--	3	1	- 66.7%
Sold Listings	1	0	- 100.0%	2	1	- 50.0%
Median Sales Price*	\$119,000	\$0	- 100.0%	\$131,000	\$73,000	- 44.3%
Average Sales Price*	\$119,000	\$0	- 100.0%	\$131,000	\$73,000	- 44.3%
Percent of List Price Received*	99.2%	0.0%	- 100.0%	97.3%	97.3%	0.0%
Days on Market Until Sale	154	0	- 100.0%	122	52	- 57.4%
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	1.0	0.0	- 100.0%	--	--	--

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## La Junta

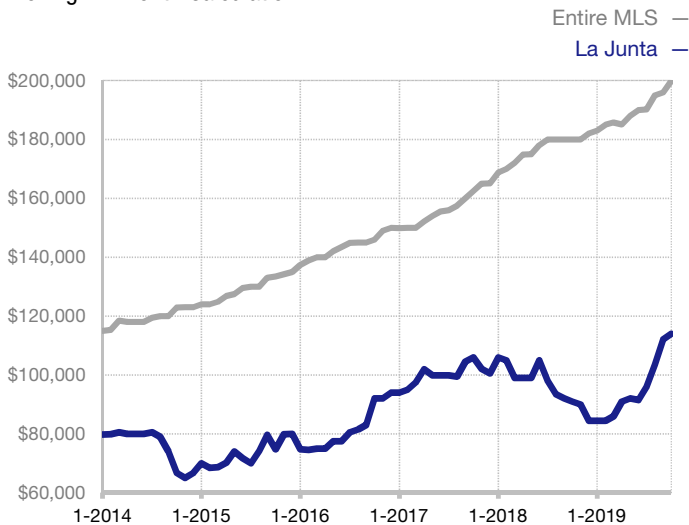
Single Family Key Metrics	October			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	8	8	0.0%	94	89	- 5.3%
Sold Listings	6	5	- 16.7%	68	70	+ 2.9%
Median Sales Price*	\$137,150	<b>\$140,000</b>	+ 2.1%	\$85,500	<b>\$125,000</b>	+ 46.2%
Average Sales Price*	\$159,217	<b>\$173,780</b>	+ 9.1%	\$104,749	<b>\$128,584</b>	+ 22.8%
Percent of List Price Received*	89.2%	<b>92.5%</b>	+ 3.7%	95.8%	<b>96.2%</b>	+ 0.4%
Days on Market Until Sale	135	<b>214</b>	+ 58.5%	111	<b>126</b>	+ 13.5%
Inventory of Homes for Sale	29	<b>19</b>	- 34.5%	--	--	--
Months Supply of Inventory	4.2	<b>2.8</b>	- 33.3%	--	--	--

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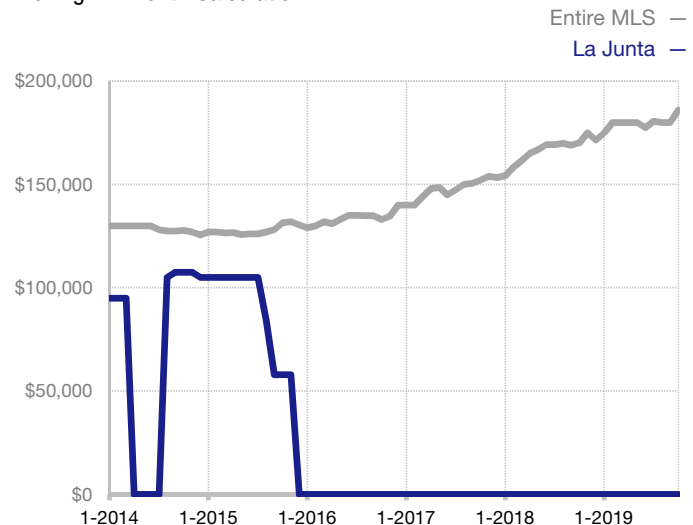
Townhouse-Condo Key Metrics	October			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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Rolling 12-Month Calculation



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## Lamar

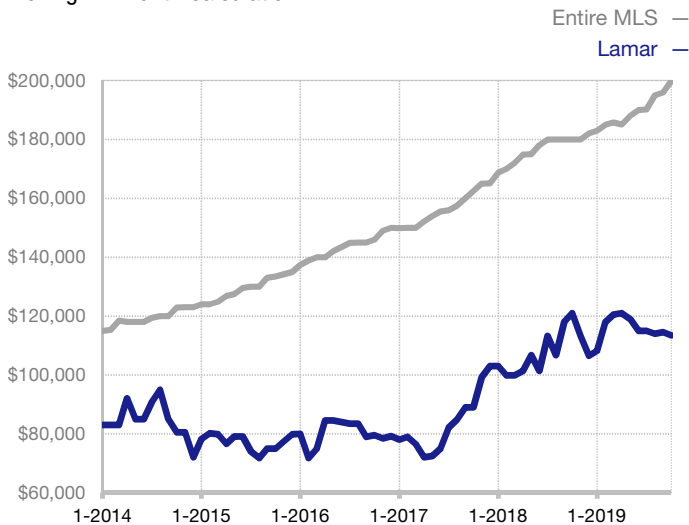
Single Family	October			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	9	6	- 33.3%	53	60	+ 13.2%
Sold Listings	5	3	- 40.0%	40	50	+ 25.0%
Median Sales Price*	\$140,000	<b>\$90,000</b>	- 35.7%	\$113,250	<b>\$114,500</b>	+ 1.1%
Average Sales Price*	\$133,580	<b>\$112,000</b>	- 16.2%	\$120,748	<b>\$125,049</b>	+ 3.6%
Percent of List Price Received*	94.7%	<b>88.0%</b>	- 7.1%	95.8%	<b>94.6%</b>	- 1.3%
Days on Market Until Sale	69	112	+ 62.3%	105	97	- 7.6%
Inventory of Homes for Sale	14	19	+ 35.7%	--	--	--
Months Supply of Inventory	3.6	4.1	+ 13.9%	--	--	--

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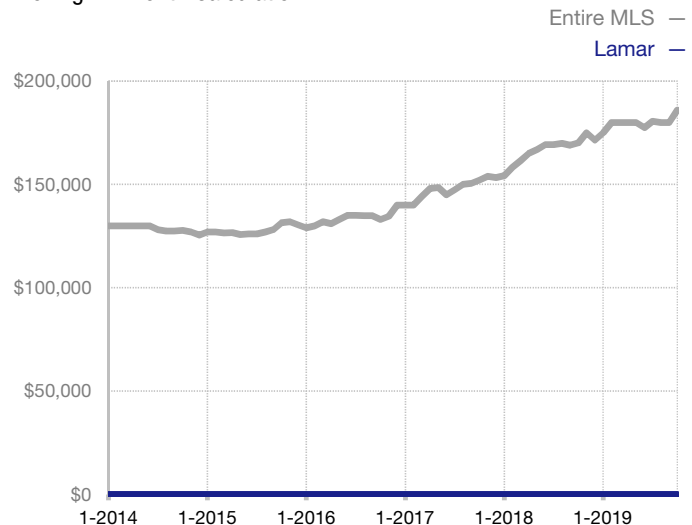
Townhouse-Condo	October			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Rolling 12-Month Calculation



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## Las Animas

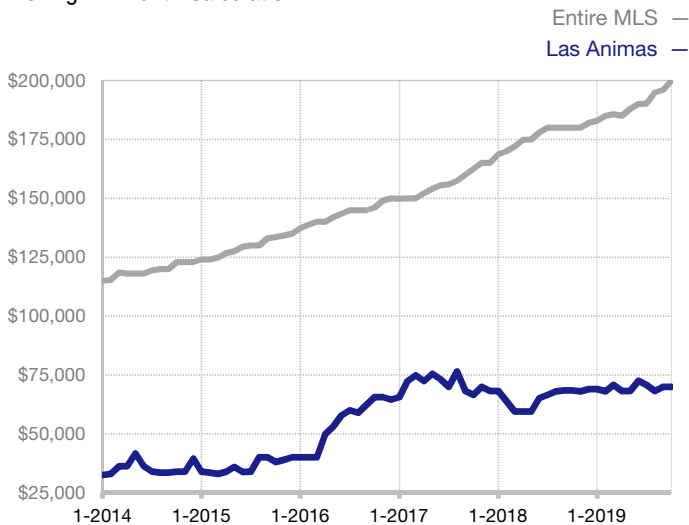
Single Family Key Metrics	October			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	5	4	- 20.0%	27	34	+ 25.9%
Sold Listings	4	4	0.0%	25	27	+ 8.0%
Median Sales Price*	\$103,500	<b>\$68,000</b>	- 34.3%	\$68,500	<b>\$67,500</b>	- 1.5%
Average Sales Price*	\$122,500	<b>\$76,250</b>	- 37.8%	\$88,542	<b>\$80,187</b>	- 9.4%
Percent of List Price Received*	96.9%	<b>87.5%</b>	- 9.7%	92.2%	<b>92.9%</b>	+ 0.8%
Days on Market Until Sale	56	<b>51</b>	- 8.9%	105	<b>86</b>	- 18.1%
Inventory of Homes for Sale	10	<b>5</b>	- 50.0%	--	--	--
Months Supply of Inventory	2.9	<b>1.8</b>	- 37.9%	--	--	--

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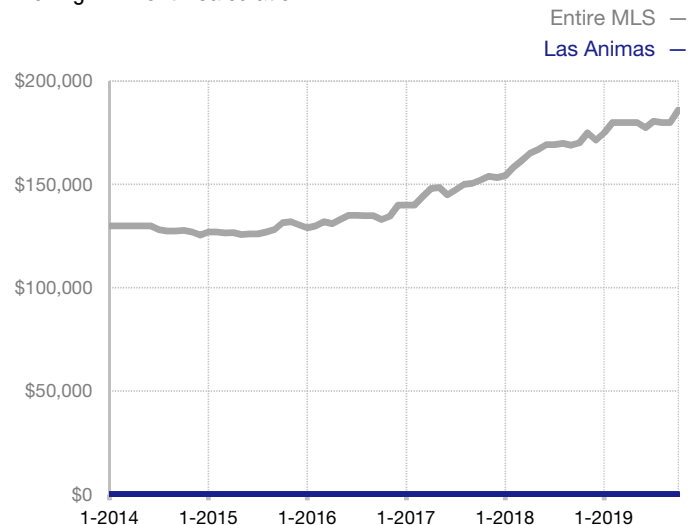
Townhouse-Condo Key Metrics	October			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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## Manzanola

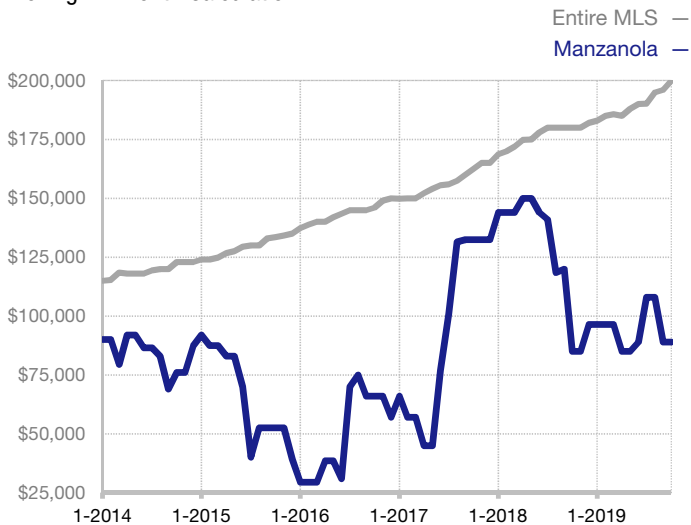
Single Family Key Metrics	October			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	0	1	--	11	8	- 27.3%
Sold Listings	3	1	- 66.7%	6	10	+ 66.7%
Median Sales Price*	\$65,000	<b>\$65,000</b>	0.0%	\$120,000	<b>\$92,450</b>	- 23.0%
Average Sales Price*	\$91,667	<b>\$65,000</b>	- 29.1%	\$122,000	<b>\$153,430</b>	+ 25.8%
Percent of List Price Received*	91.4%	<b>94.2%</b>	+ 3.1%	98.6%	<b>92.0%</b>	- 6.7%
Days on Market Until Sale	189	<b>197</b>	+ 4.2%	149	<b>156</b>	+ 4.7%
Inventory of Homes for Sale	4	<b>1</b>	- 75.0%	--	--	--
Months Supply of Inventory	2.2	<b>0.6</b>	- 72.7%	--	--	--

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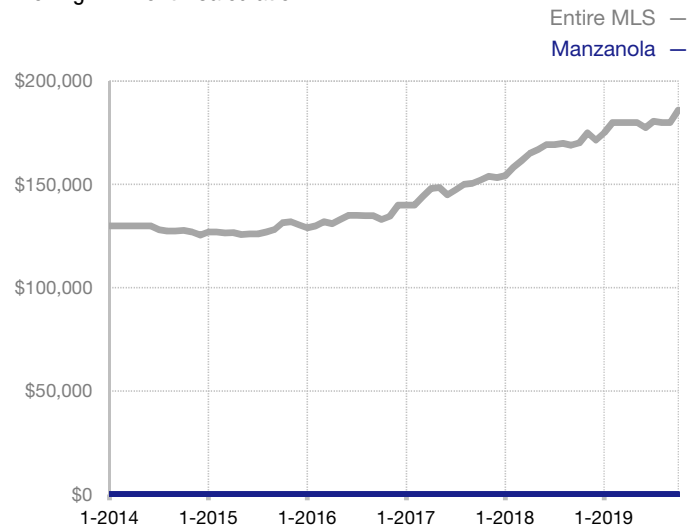
Townhouse-Condo Key Metrics	October			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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Rolling 12-Month Calculation



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## Rocky Ford

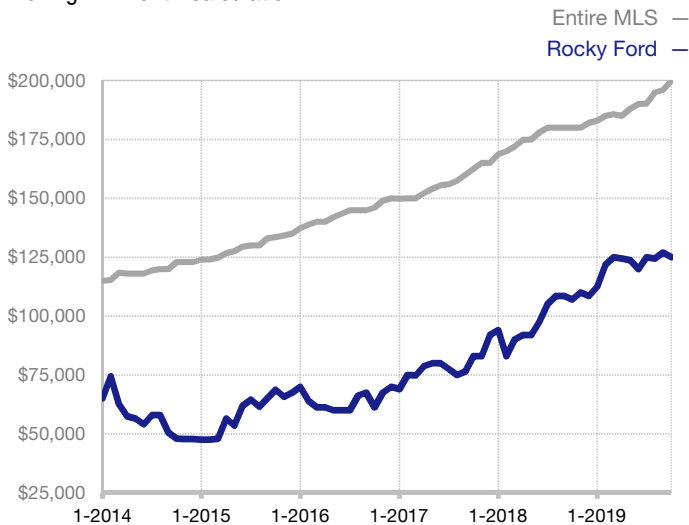
Single Family Key Metrics	October			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	5	4	- 20.0%	47	51	+ 8.5%
Sold Listings	5	4	- 20.0%	41	42	+ 2.4%
Median Sales Price*	\$150,000	<b>\$108,000</b>	- 28.0%	\$110,000	<b>\$127,000</b>	+ 15.5%
Average Sales Price*	\$160,940	<b>\$126,500</b>	- 21.4%	\$123,174	<b>\$132,379</b>	+ 7.5%
Percent of List Price Received*	96.1%	<b>90.2%</b>	- 6.1%	93.8%	<b>96.0%</b>	+ 2.3%
Days on Market Until Sale	79	<b>99</b>	+ 25.3%	119	<b>104</b>	- 12.6%
Inventory of Homes for Sale	16	<b>10</b>	- 37.5%	--	--	--
Months Supply of Inventory	4.3	<b>2.4</b>	- 44.2%	--	--	--

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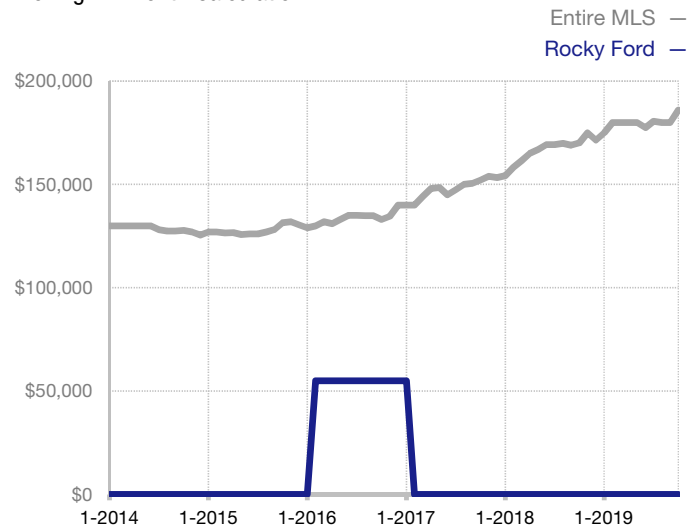
Townhouse-Condo Key Metrics	October			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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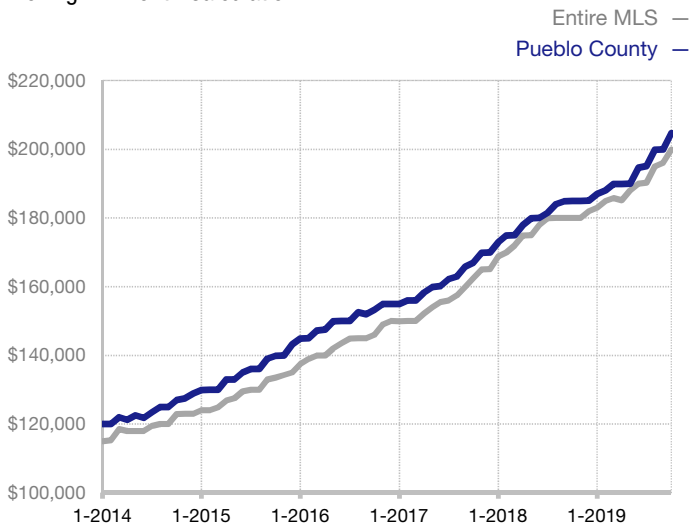
Single Family Key Metrics	October			Year to Date		
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New Listings	274	280	+ 2.2%	3,009	2,940	- 2.3%
Sold Listings	243	211	- 13.2%	2,312	2,203	- 4.7%
Median Sales Price*	\$181,000	\$211,000	+ 16.6%	\$186,000	\$209,500	+ 12.6%
Average Sales Price*	\$192,598	\$224,824	+ 16.7%	\$193,378	\$216,280	+ 11.8%
Percent of List Price Received*	98.5%	98.0%	- 0.5%	98.6%	98.6%	0.0%
Days on Market Until Sale	72	80	+ 11.1%	70	75	+ 7.1%
Inventory of Homes for Sale	524	414	- 21.0%	--	--	--
Months Supply of Inventory	2.3	1.9	- 17.4%	--	--	--

\* 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	October			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 10-2018	Thru 10-2019	Percent Change from Previous Year
New Listings	13	6	- 53.8%	108	101	- 6.5%
Sold Listings	9	7	- 22.2%	85	87	+ 2.4%
Median Sales Price*	\$172,700	\$195,000	+ 12.9%	\$169,900	\$185,000	+ 8.9%
Average Sales Price*	\$169,889	\$263,044	+ 54.8%	\$186,907	\$193,854	+ 3.7%
Percent of List Price Received*	98.5%	97.3%	- 1.2%	98.5%	97.9%	- 0.6%
Days on Market Until Sale	67	76	+ 13.4%	69	89	+ 29.0%
Inventory of Homes for Sale	20	11	- 45.0%	--	--	--
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.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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



# Local Market Update for October 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Pueblo County

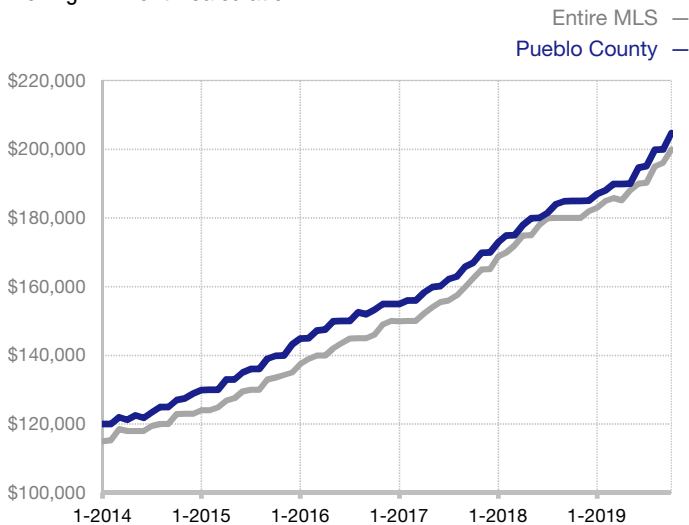
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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
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## Pueblo County

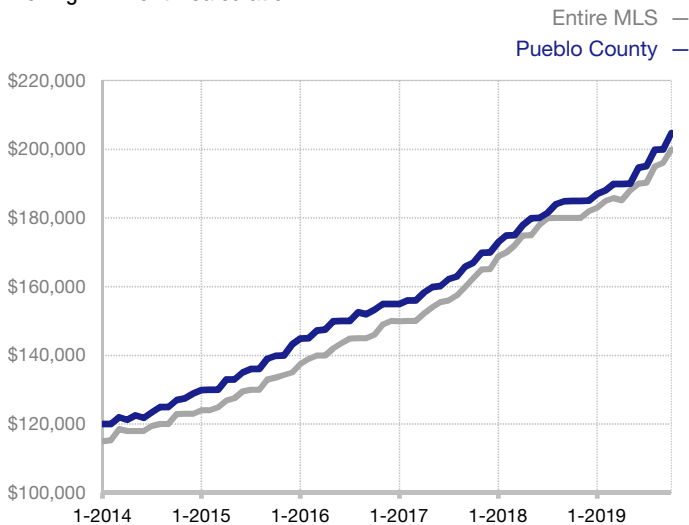
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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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



# Monthly Indicators



## October 2019

Percent changes calculated using year-over-year comparisons.

New Listings were up 5.0 percent for single family homes but decreased 62.5 percent for townhouse-condo properties. Pending Sales increased 16.9 percent for single family homes and 11.1 percent for townhouse-condo properties.

The Median Sales Price was up 17.9 percent to \$211,000 for single family homes and 12.9 percent to \$195,000 for townhouse-condo properties. Days on Market increased 15.7 percent for single family homes and 13.4 percent for townhouse-condo properties.

As we begin the slower time of year for home sales, historically low mortgage rates will continue to support buyer demand and may create additional lift to home prices as excellent affordability gives buyers the ability to offer more to secure their dream home. Throughout much of the country, the continued low level of housing inventory also continues to constrain sales activity from where it would likely be in a balanced market.

## Activity Snapshot

**- 11.2%**    **+ 17.9%**    **- 21.6%**

One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> 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	<b>2</b>
Townhouse-Condo Market Overview	<b>3</b>
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Sold Listings	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of List Price Received	<b>9</b>
Days on Market Until Sale	<b>10</b>
Housing Affordability Index	<b>11</b>
Inventory of Active Listings	<b>12</b>
Months Supply of Inventory	<b>13</b>
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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	10-2018	10-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		280	<b>294</b>	+ 5.0%	3,079	<b>3,019</b>	- 1.9%
<b>Pending Sales</b>		236	<b>276</b>	+ 16.9%	2,394	<b>2,407</b>	+ 0.5%
<b>Sold Listings</b>		241	<b>215</b>	- 10.8%	2,345	<b>2,246</b>	- 4.2%
<b>Median Sales Price</b>		\$179,001	<b>\$211,000</b>	+ 17.9%	\$186,000	<b>\$209,000</b>	+ 12.4%
<b>Avg. Sales Price</b>		\$187,935	<b>\$224,646</b>	+ 19.5%	\$192,695	<b>\$215,885</b>	+ 12.0%
<b>Pct. of List Price Received</b>		98.5%	<b>98.0%</b>	- 0.5%	98.6%	<b>98.6%</b>	0.0%
<b>Days on Market</b>		70	<b>81</b>	+ 15.7%	70	<b>76</b>	+ 8.6%
<b>Affordability Index</b>		172	<b>178</b>	+ 3.5%	166	<b>180</b>	+ 8.4%
<b>Active Listings</b>		565	<b>449</b>	- 20.5%	--	<b>--</b>	--
<b>Months Supply</b>		2.4	<b>2.0</b>	- 16.7%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

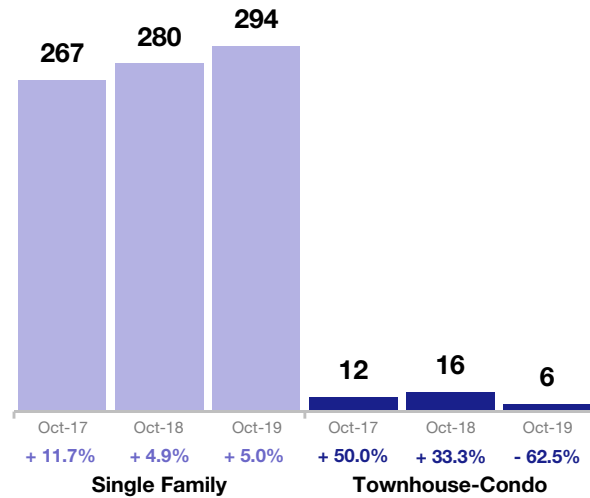


Key Metrics	Historical Sparkbars	10-2018	10-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		16	6	- 62.5%	113	104	- 8.0%
<b>Pending Sales</b>		9	10	+ 11.1%	90	99	+ 10.0%
<b>Sold Listings</b>		9	7	- 22.2%	87	91	+ 4.6%
<b>Median Sales Price</b>		\$172,700	\$195,000	+ 12.9%	\$169,900	\$185,000	+ 8.9%
<b>Avg. Sales Price</b>		\$169,889	\$263,044	+ 54.8%	\$186,426	\$194,327	+ 4.2%
<b>Pct. of List Price Received</b>		98.5%	97.3%	- 1.2%	98.5%	97.8%	- 0.7%
<b>Days on Market</b>		67	76	+ 13.4%	69	88	+ 27.5%
<b>Affordability Index</b>		179	192	+ 7.3%	181	203	+ 12.2%
<b>Active Listings</b>		22	11	- 50.0%	--	--	--
<b>Months Supply</b>		2.6	1.3	- 50.0%	--	--	--

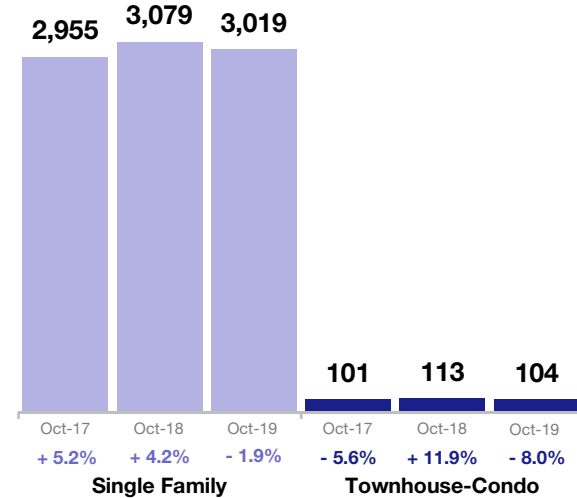
# New Listings



## October

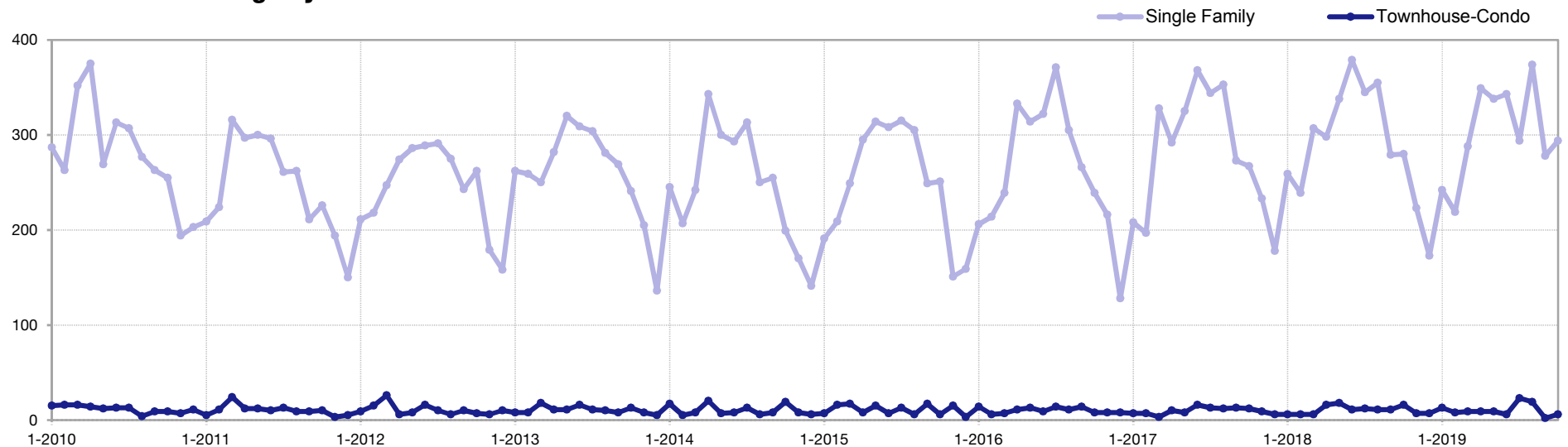


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	288	-6.2%	9	+50.0%
Apr-2019	349	+17.1%	9	-43.8%
May-2019	338	0.0%	9	-50.0%
Jun-2019	343	-9.5%	6	-45.5%
Jul-2019	294	-14.8%	23	+91.7%
Aug-2019	374	+5.4%	19	+72.7%
Sep-2019	278	-0.4%	2	-81.8%
<b>Oct-2019</b>	<b>294</b>	<b>+5.0%</b>	<b>6</b>	<b>-62.5%</b>

## Historical New Listings by Month

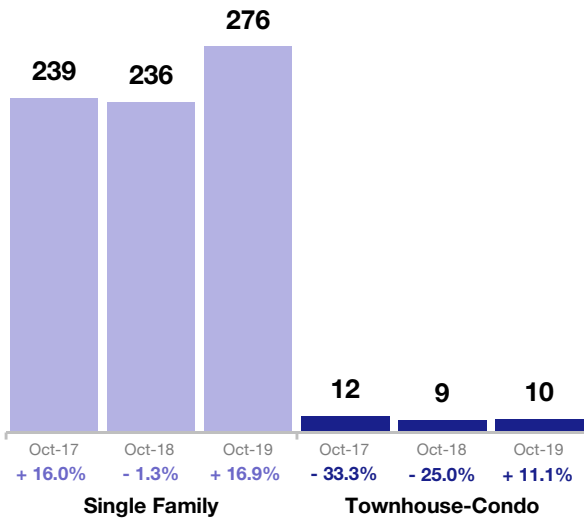




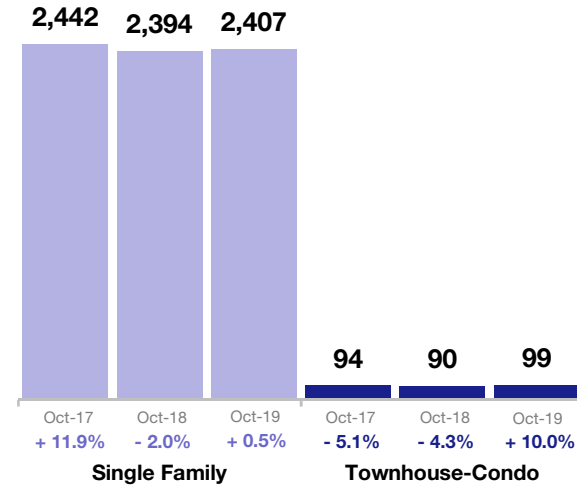
# Pending Sales



## October

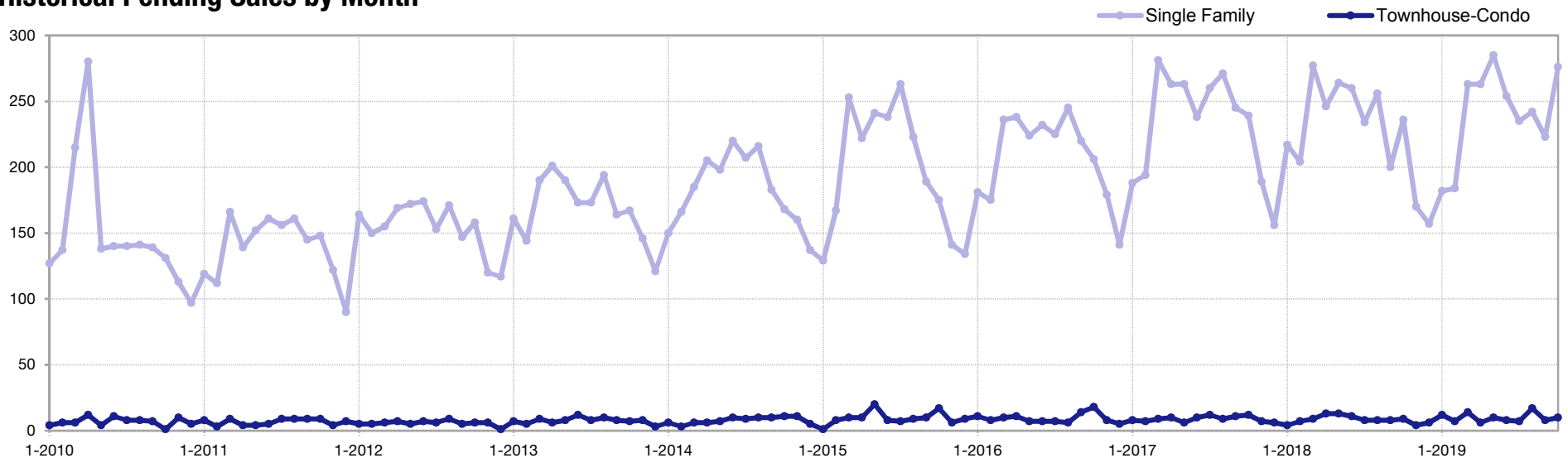


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	170	-10.1%	4	-42.9%
Dec-2018	157	+0.6%	6	0.0%
Jan-2019	182	-16.1%	12	+200.0%
Feb-2019	184	-9.8%	7	0.0%
Mar-2019	263	-5.1%	14	+55.6%
Apr-2019	263	+6.9%	6	-53.8%
May-2019	285	+8.0%	10	-23.1%
Jun-2019	254	-2.3%	8	-27.3%
Jul-2019	235	+0.4%	7	-12.5%
Aug-2019	242	-5.5%	17	+112.5%
Sep-2019	223	+11.5%	8	0.0%
<b>Oct-2019</b>	<b>276</b>	<b>+16.9%</b>	<b>10</b>	<b>+11.1%</b>

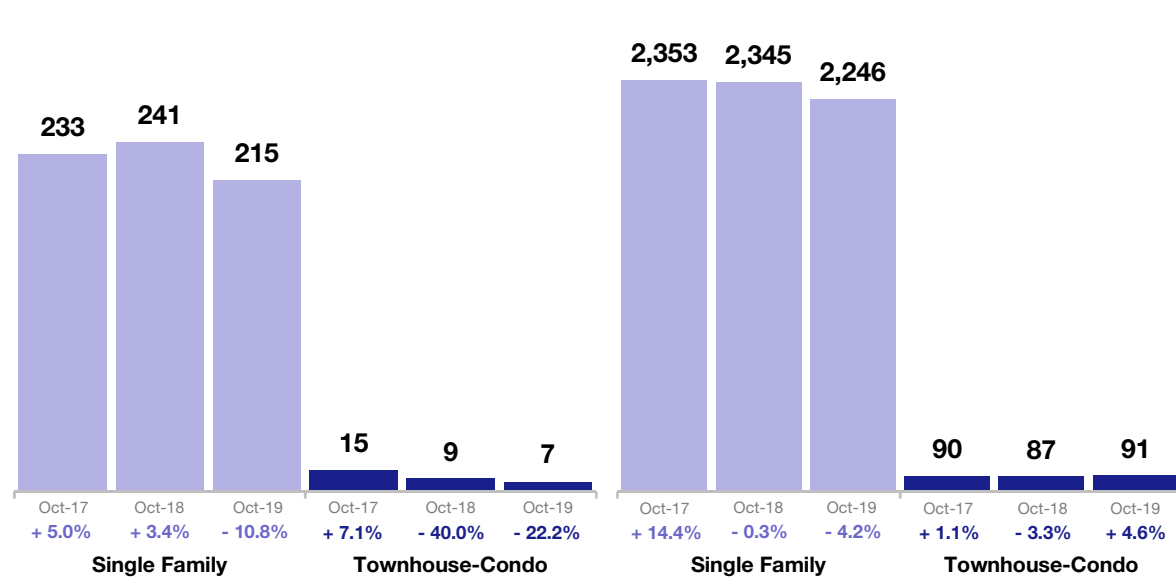
## Historical Pending Sales by Month



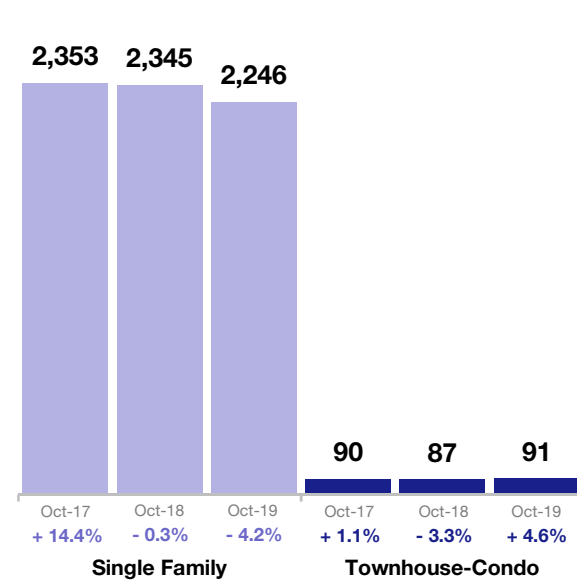
# Sold Listings



## October

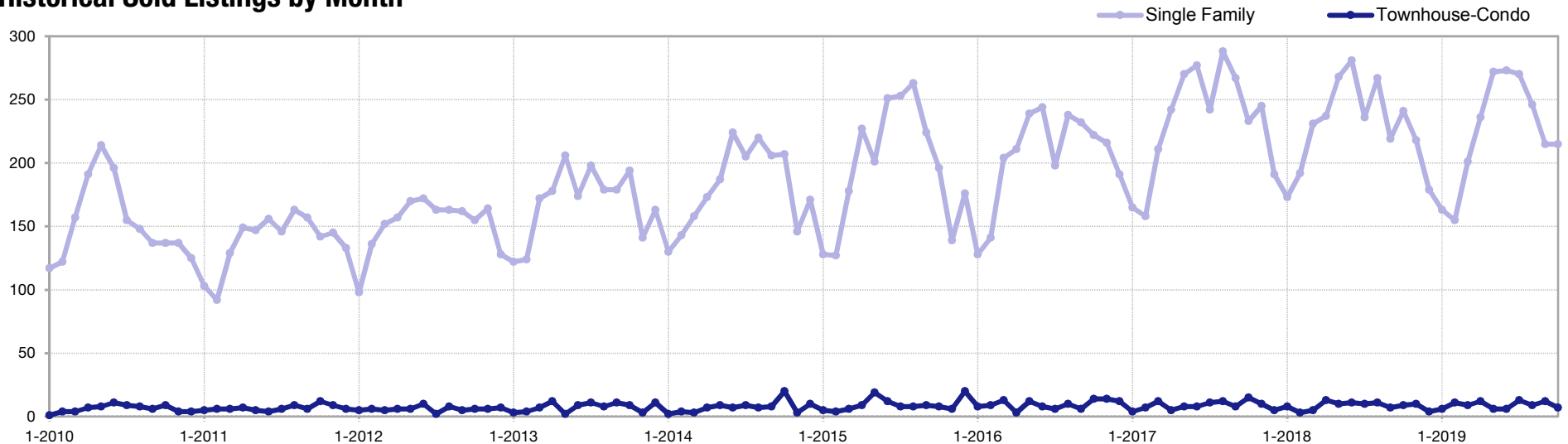


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	218	-11.0%	10	0.0%
Dec-2018	179	-6.3%	4	-20.0%
Jan-2019	163	-5.8%	6	-25.0%
Feb-2019	155	-19.3%	11	+266.7%
Mar-2019	201	-13.0%	9	+80.0%
Apr-2019	236	-0.4%	12	-7.7%
May-2019	272	+1.5%	6	-40.0%
Jun-2019	273	-2.8%	6	-45.5%
Jul-2019	270	+14.4%	13	+30.0%
Aug-2019	246	-7.9%	9	-18.2%
Sep-2019	215	-1.8%	12	+71.4%
<b>Oct-2019</b>	<b>215</b>	<b>-10.8%</b>	<b>7</b>	<b>-22.2%</b>

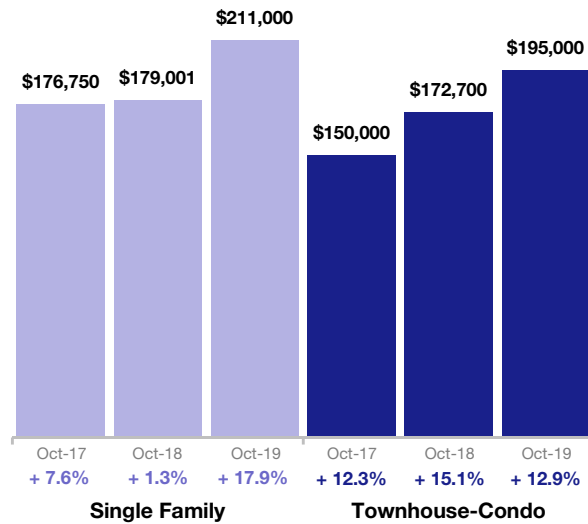
## Historical Sold Listings by Month



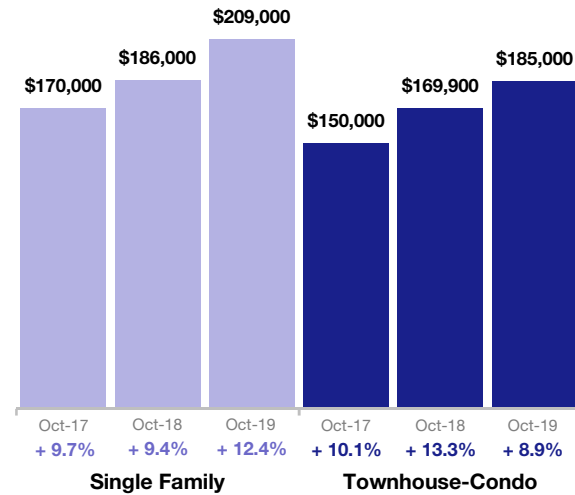
# Median Sales Price



## October

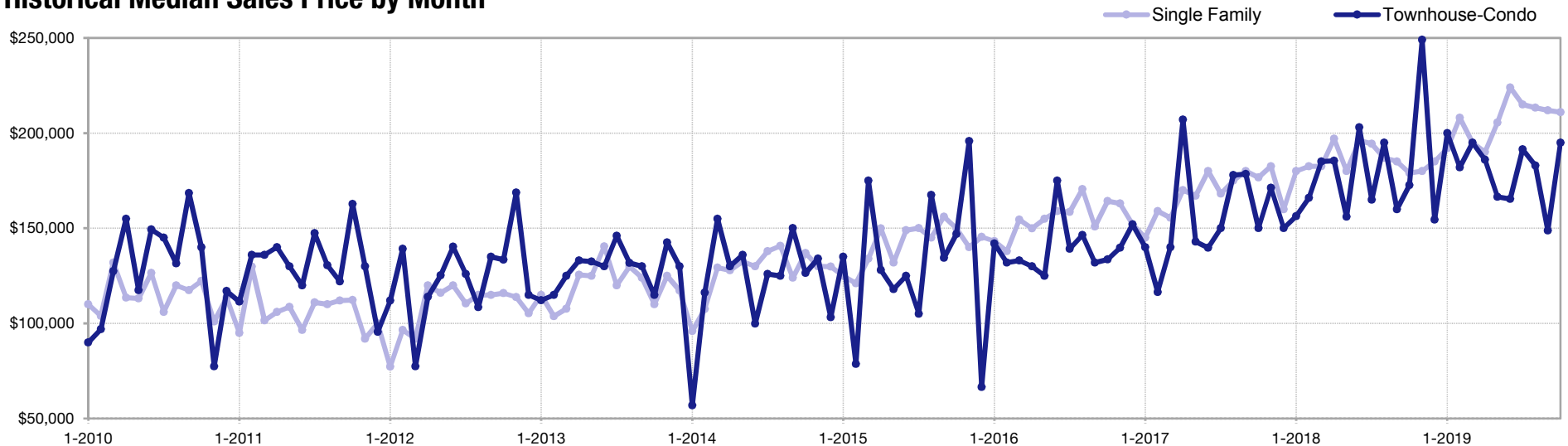


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	\$182,000	+9.6%
Mar-2019	\$195,000	+6.8%	\$195,000	+5.4%
Apr-2019	\$190,000	-3.6%	\$186,000	+0.3%
May-2019	\$205,500	+14.2%	\$166,500	+6.7%
Jun-2019	\$224,000	+14.3%	\$165,350	-18.5%
Jul-2019	\$215,000	+10.6%	\$191,500	+16.1%
Aug-2019	\$213,325	+14.1%	\$182,900	-6.2%
Sep-2019	\$212,000	+14.6%	\$148,800	-6.9%
<b>Oct-2019</b>	<b>\$211,000</b>	<b>+17.9%</b>	<b>\$195,000</b>	<b>+12.9%</b>

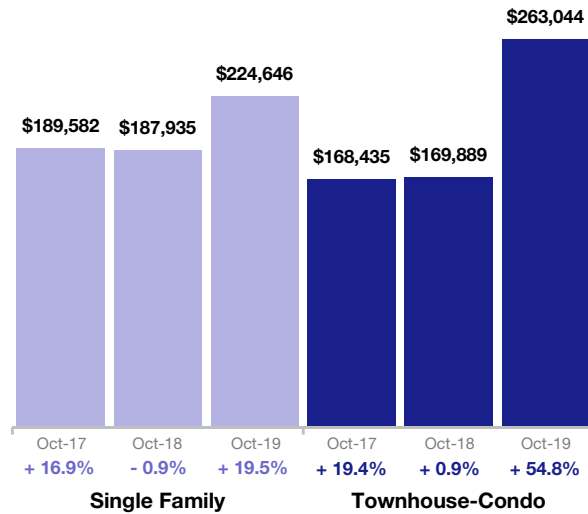
## Historical Median Sales Price by Month



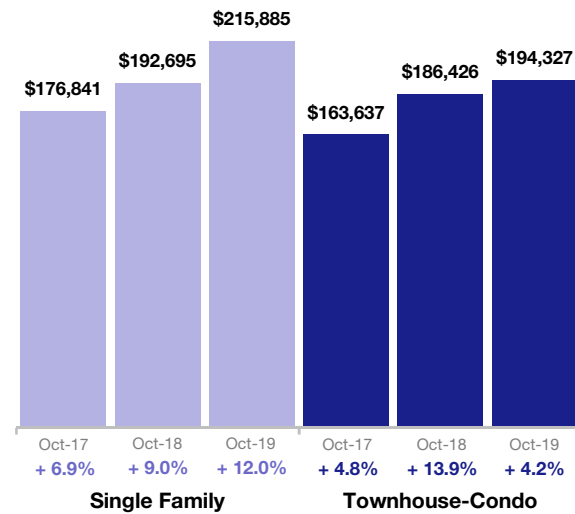
# Average Sales Price



## October

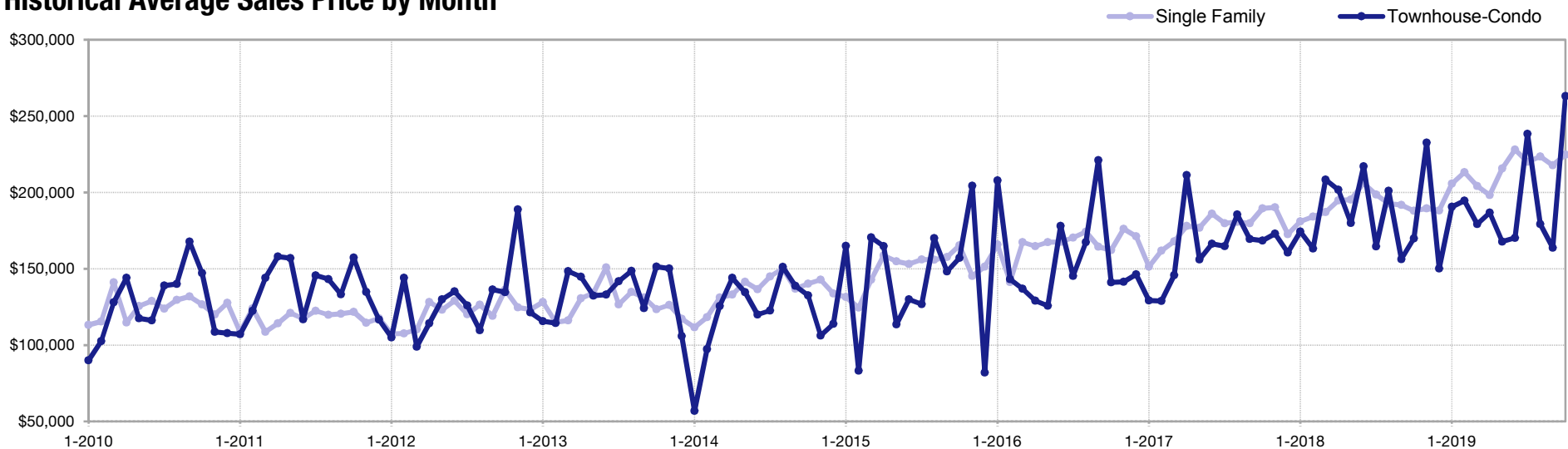


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	\$189,537	-0.4%	\$232,540	+34.4%
Dec-2018	\$188,060	+8.9%	\$150,225	-6.5%
Jan-2019	\$205,816	+13.7%	\$190,667	+9.3%
Feb-2019	\$213,202	+15.8%	\$194,555	+19.2%
Mar-2019	\$204,184	+9.1%	\$179,322	-13.9%
Apr-2019	\$198,234	+1.8%	\$186,708	-7.5%
May-2019	\$215,726	+10.5%	\$167,683	-6.9%
Jun-2019	\$228,055	+10.6%	\$170,142	-21.6%
Jul-2019	\$220,103	+10.8%	\$238,338	+44.8%
Aug-2019	\$223,447	+16.0%	\$179,283	-10.8%
Sep-2019	\$217,803	+13.5%	\$163,754	+4.8%
<b>Oct-2019</b>	<b>\$224,646</b>	<b>+19.5%</b>	<b>\$263,044</b>	<b>+54.8%</b>

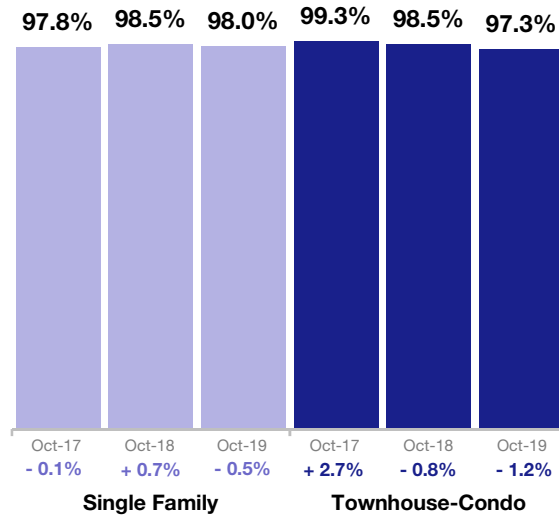
## Historical Average Sales Price by Month



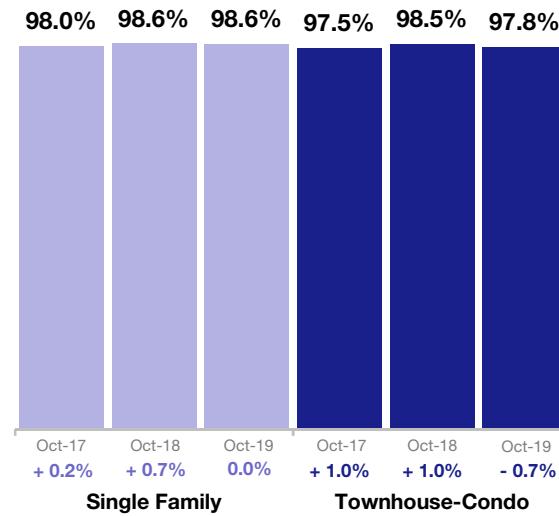
# Percent of List Price Received



## October

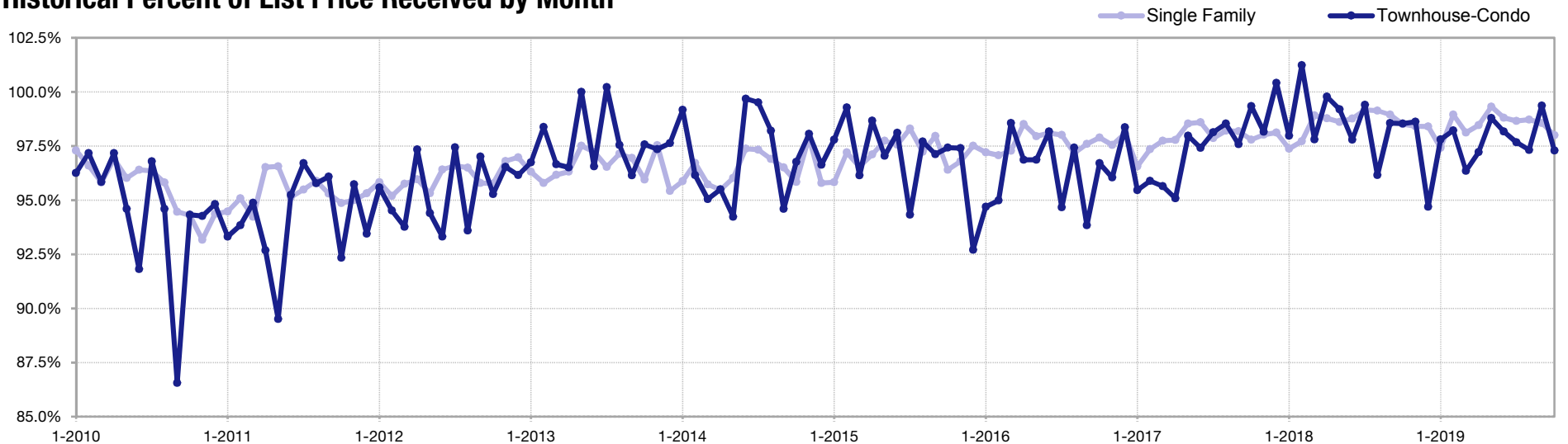


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	98.2%	-3.0%
Mar-2019	98.1%	-0.8%	96.4%	-1.4%
Apr-2019	98.5%	-0.3%	97.2%	-2.6%
May-2019	99.3%	+0.7%	98.8%	-0.4%
Jun-2019	98.8%	0.0%	98.2%	+0.4%
Jul-2019	98.7%	-0.5%	97.7%	-1.7%
Aug-2019	98.7%	-0.4%	97.3%	+1.1%
Sep-2019	98.6%	-0.4%	99.4%	+0.8%
<b>Oct-2019</b>	<b>98.0%</b>	<b>-0.5%</b>	<b>97.3%</b>	<b>-1.2%</b>

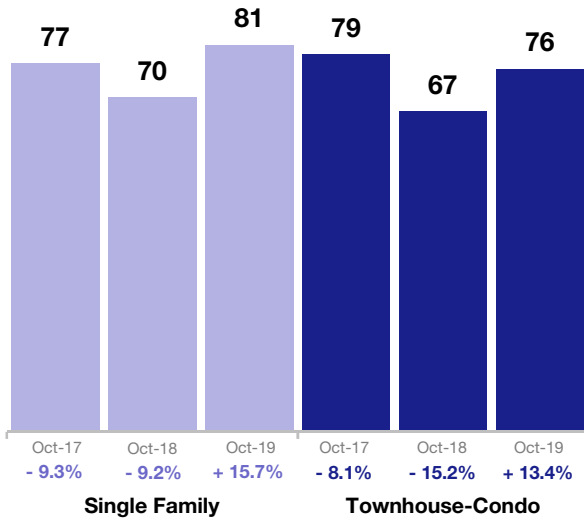
## Historical Percent of List Price Received by Month



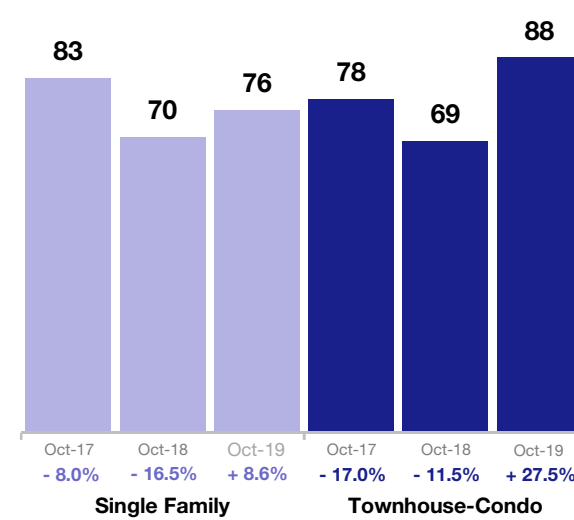
# Days on Market Until Sale



## October

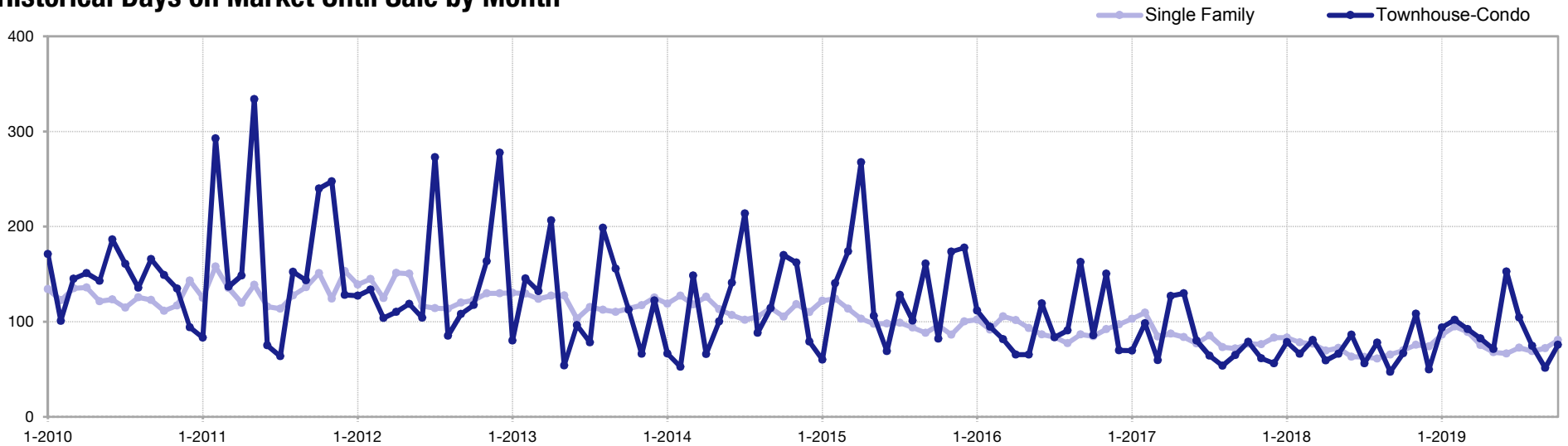


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	102	+54.5%
Mar-2019	89	+15.6%	92	+13.6%
Apr-2019	75	+7.1%	82	+39.0%
May-2019	68	-5.6%	71	+7.6%
Jun-2019	66	+4.8%	153	+77.9%
Jul-2019	73	+15.9%	104	+85.7%
Aug-2019	69	+13.1%	75	-3.8%
Sep-2019	72	+10.8%	52	+10.6%
<b>Oct-2019</b>	<b>81</b>	<b>+15.7%</b>	<b>76</b>	<b>+13.4%</b>

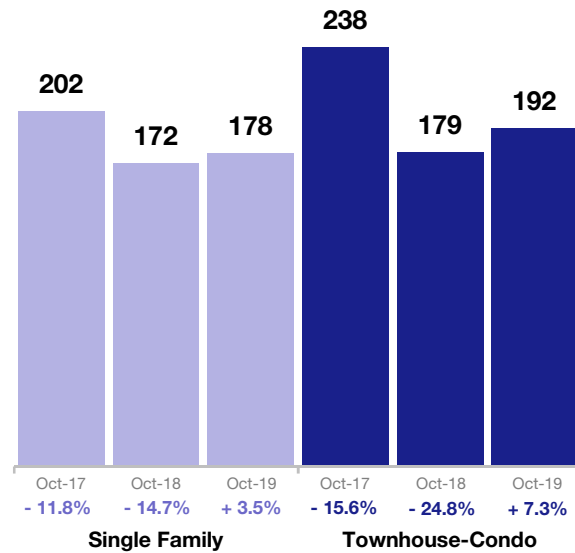
## Historical Days on Market Until Sale by Month



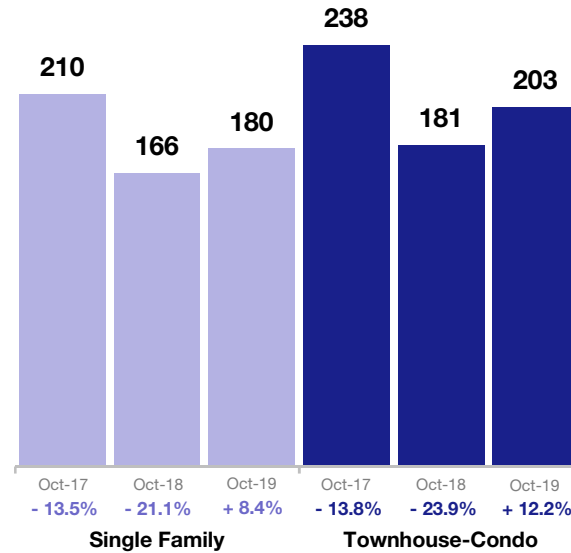
# Housing Affordability Index



## October

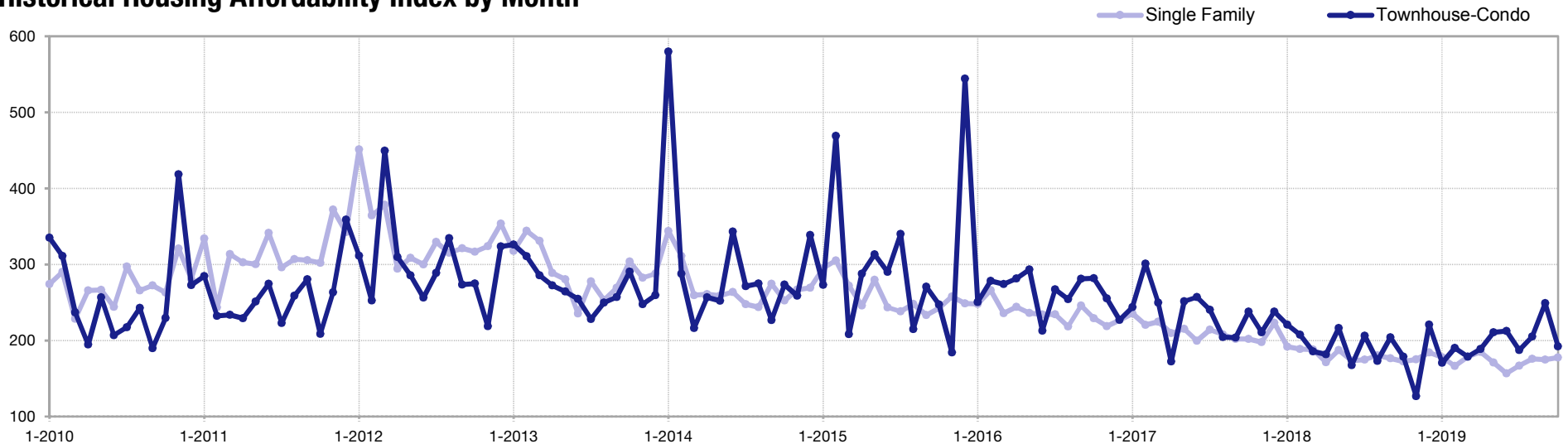


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	190	-8.7%
Mar-2019	179	-4.8%	179	-3.8%
Apr-2019	185	+8.2%	189	+3.8%
May-2019	171	-9.0%	211	-2.3%
Jun-2019	157	-9.2%	212	+26.9%
Jul-2019	167	-4.6%	187	-9.2%
Aug-2019	176	-2.8%	205	+18.5%
Sep-2019	175	-0.6%	249	+22.1%
<b>Oct-2019</b>	<b>178</b>	<b>+3.5%</b>	<b>192</b>	<b>+7.3%</b>

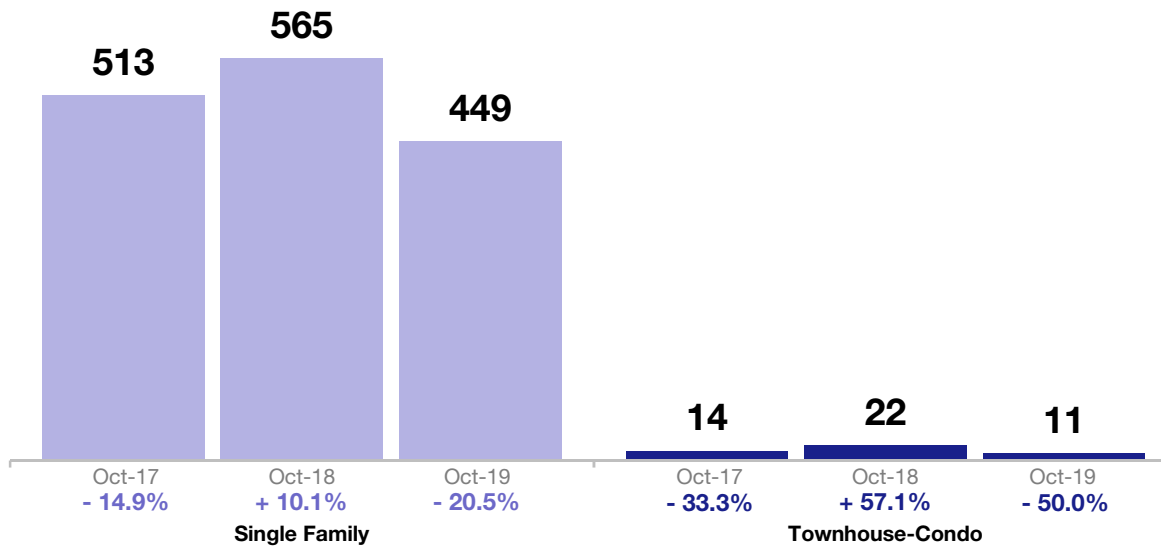
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

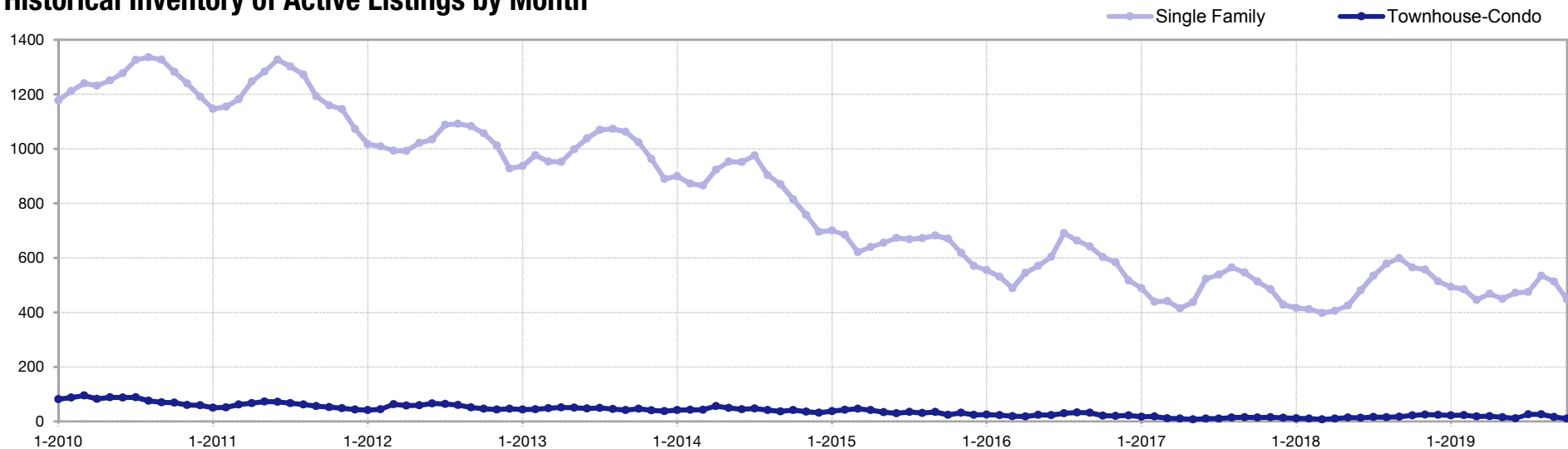


## October



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	557	+14.8%	25	+66.7%
Dec-2018	514	+20.1%	24	+84.6%
Jan-2019	494	+18.8%	22	+83.3%
Feb-2019	485	+17.7%	23	+109.1%
Mar-2019	446	+12.1%	18	+125.0%
Apr-2019	468	+15.3%	19	+72.7%
May-2019	450	+5.9%	15	+7.1%
Jun-2019	472	-1.9%	12	-7.7%
Jul-2019	475	-11.2%	26	+62.5%
Aug-2019	535	-7.4%	26	+73.3%
Sep-2019	513	-14.4%	16	-5.9%
<b>Oct-2019</b>	<b>449</b>	<b>-20.5%</b>	<b>11</b>	<b>-50.0%</b>

## Historical Inventory of Active Listings by Month

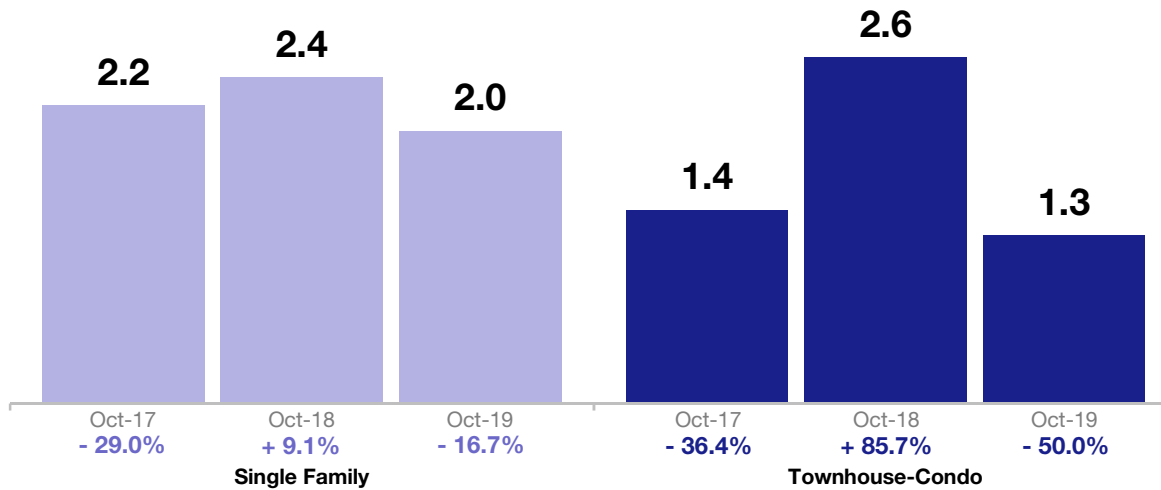




# Months Supply of Inventory

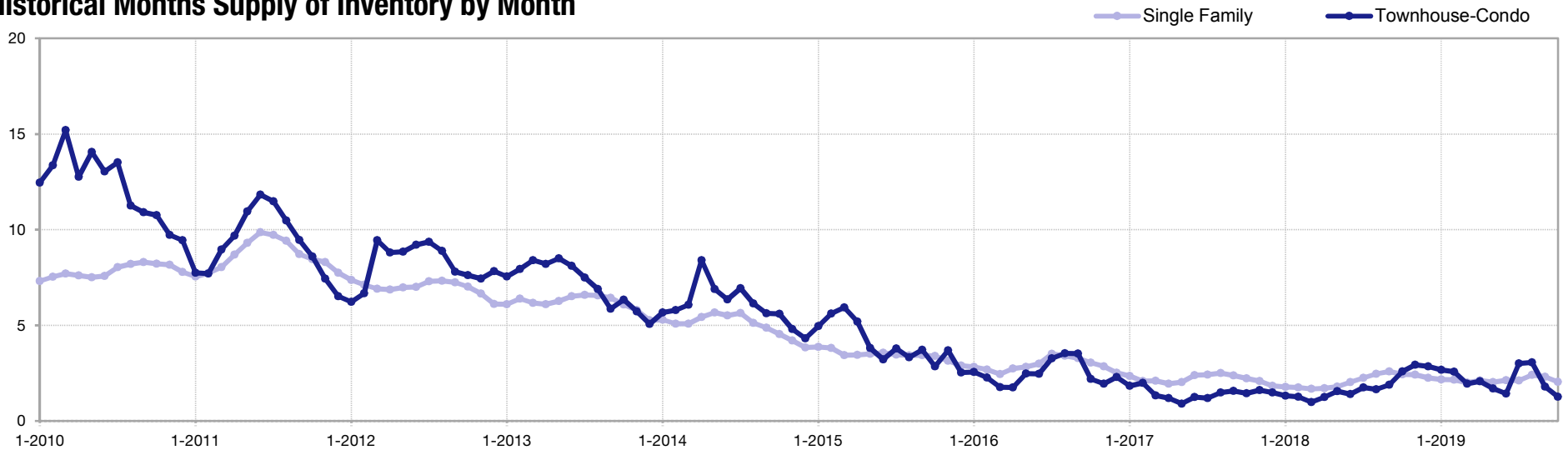


## October



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	2.4	+14.3%	2.9	+81.3%
Dec-2018	2.2	+22.2%	2.9	+93.3%
Jan-2019	2.2	+22.2%	2.7	+107.7%
Feb-2019	2.2	+29.4%	2.6	+100.0%
Mar-2019	2.0	+17.6%	1.9	+90.0%
Apr-2019	2.1	+23.5%	2.1	+75.0%
May-2019	2.0	+11.1%	1.7	+6.3%
Jun-2019	2.1	+5.0%	1.4	0.0%
Jul-2019	2.1	-8.7%	3.0	+76.5%
Aug-2019	2.4	-4.0%	3.1	+82.4%
Sep-2019	2.3	-11.5%	1.8	-5.3%
<b>Oct-2019</b>	<b>2.0</b>	<b>-16.7%</b>	<b>1.3</b>	<b>-50.0%</b>

## 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	10-2018	10-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		296	<b>300</b>	+ 1.4%	3,192	<b>3,123</b>	- 2.2%
<b>Pending Sales</b>		245	<b>286</b>	+ 16.7%	2,484	<b>2,506</b>	+ 0.9%
<b>Sold Listings</b>		250	<b>222</b>	- 11.2%	2,432	<b>2,337</b>	- 3.9%
<b>Median Sales Price</b>		\$178,450	<b>\$210,450</b>	+ 17.9%	\$185,000	<b>\$206,552</b>	+ 11.6%
<b>Avg. Sales Price</b>		\$187,285	<b>\$225,857</b>	+ 20.6%	\$192,470	<b>\$215,045</b>	+ 11.7%
<b>Pct. of List Price Received</b>		98.5%	<b>98.0%</b>	- 0.5%	98.6%	<b>98.5%</b>	- 0.1%
<b>Days on Market</b>		70	<b>81</b>	+ 15.7%	70	<b>76</b>	+ 8.6%
<b>Affordability Index</b>		173	<b>178</b>	+ 2.9%	167	<b>182</b>	+ 9.0%
<b>Active Listings</b>		587	<b>460</b>	- 21.6%	--	<b>--</b>	--
<b>Months Supply</b>		2.4	<b>2.0</b>	- 16.7%	--	<b>--</b>	--

# Sold Listings

Actual sales that have closed in a given month.



## By Price Range – All Properties – Rolling 12 Months

■ 10-2018 ■ 10-2019

0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
#NAME? < \$100K	#NAME? \$100K to \$199K	#NAME? \$200K to \$299K	#NAME? \$300K to \$399K	#NAME? \$400K to \$499K	#NAME? \$500K to \$599K	#NAME? \$700K to \$799K	#NAME? \$1.0M to \$1.9M	#NAME? \$2.0M+							

## By Property Type

■ 10-2018 ■ 10-2019

0	0	0	0	0	0
#NAME? Single Family	#NAME? Townhouse-Condo	#NAME? All Properties			

### Rolling 12 Months

### Compared to Prior Month

### Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	10-2018	10-2019	Change	10-2018	10-2019	Change	9-2019	10-2019	Change	9-2019	10-2019	Change	10-2018	10-2019	Change	10-2018	10-2019	Change
\$99,999 and Below	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
\$100,000 to \$199,999	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
\$200,000 to \$299,999	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
\$300,000 to \$399,999	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
\$400,000 to \$499,999	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
\$500,000 to \$699,999	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
\$700,000 to \$999,999	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
\$1,000,000 to \$1,999,999	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
\$2,000,000 and Above	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
All Price Ranges	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?

# Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

## By Price Range – All Properties

■ 10-2018 ■ 10-2019

0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
#NAME? < \$100K	#NAME? \$100K to \$199K	#NAME? \$200K to \$299K	#NAME? \$300K to \$399K	#NAME? \$400K to \$499K	#NAME? \$500K to \$599K	#NAME? \$700K to \$799K	#NAME? \$1.0M to \$1.9M	#NAME? \$2.0M+							

## By Property Type

■ 10-2018 ■ 10-2019

0	0	0	0	0	0
#NAME? Single Family	#NAME? Townhouse-Condo	#NAME? All Properties			

### Year over Year

### Compared to Prior Month

### Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	10-2018	10-2019	Change	10-2018	10-2019	Change	9-2019	10-2019	Change	9-2019	10-2019	Change	10-2018	10-2019	Change	10-2018	10-2019	Change
\$99,999 and Below	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
\$100,000 to \$199,999	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
\$200,000 to \$299,999	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
\$300,000 to \$399,999	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
\$400,000 to \$499,999	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
\$500,000 to \$699,999	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
\$700,000 to \$999,999	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
\$1,000,000 to \$1,999,999	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
\$2,000,000 and Above	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?
All Price Ranges	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?	#NAME?

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®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	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.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	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.
<b>Inventory of Active Listings</b>	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.
<b>Months Supply of Inventory</b>	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.