

# Local Market Update for March 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Pueblo County

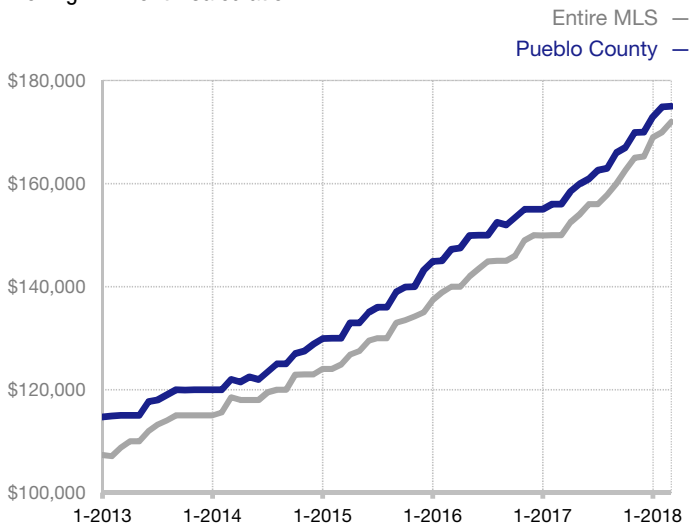
Single Family Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	324	<b>290</b>	- 10.5%	725	<b>775</b>	+ 6.9%
Sold Listings	209	<b>211</b>	+ 1.0%	531	<b>568</b>	+ 7.0%
Median Sales Price*	\$155,511	<b>\$180,000</b>	+ 15.7%	\$150,000	<b>\$181,750</b>	+ 21.2%
Average Sales Price*	\$167,560	<b>\$184,317</b>	+ 10.0%	\$160,813	<b>\$184,285</b>	+ 14.6%
Percent of List Price Received*	97.7%	<b>98.9%</b>	+ 1.2%	97.3%	<b>98.2%</b>	+ 0.9%
Days on Market Until Sale	85	<b>77</b>	- 9.4%	98	<b>80</b>	- 18.4%
Inventory of Homes for Sale	441	<b>319</b>	- 27.7%	--	--	--
Months Supply of Inventory	2.1	<b>1.4</b>	- 33.3%	--	--	--

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

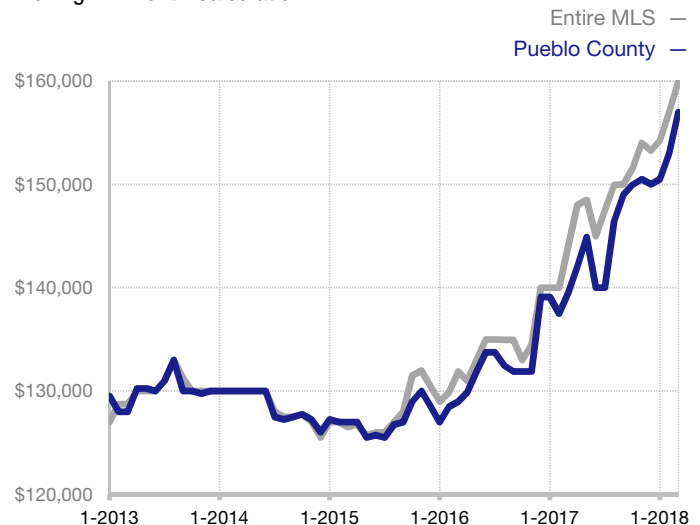
Townhouse-Condo Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	3	<b>6</b>	+ 100.0%	17	<b>18</b>	+ 5.9%
Sold Listings	12	<b>4</b>	- 66.7%	23	<b>14</b>	- 39.1%
Median Sales Price*	\$140,000	<b>\$217,500</b>	+ 55.4%	\$130,000	<b>\$161,450</b>	+ 24.2%
Average Sales Price*	\$145,742	<b>\$214,225</b>	+ 47.0%	\$137,730	<b>\$184,007</b>	+ 33.6%
Percent of List Price Received*	95.6%	<b>97.8%</b>	+ 2.3%	95.7%	<b>98.3%</b>	+ 2.7%
Days on Market Until Sale	60	<b>74</b>	+ 23.3%	73	<b>75</b>	+ 2.7%
Inventory of Homes for Sale	12	<b>6</b>	- 50.0%	--	--	--
Months Supply of Inventory	1.3	<b>0.8</b>	- 38.5%	--	--	--

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

**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

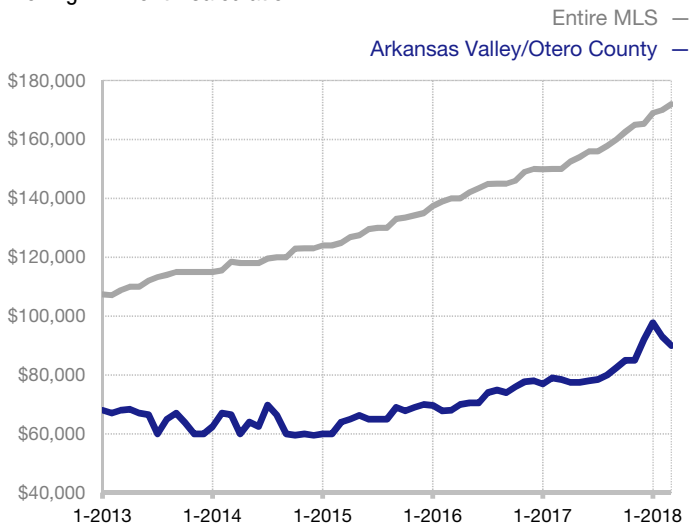
Single Family	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	40	28	- 30.0%	89	82	- 7.9%
Sold Listings	25	29	+ 16.0%	66	62	- 6.1%
Median Sales Price*	\$85,000	<b>\$76,000</b>	- 10.6%	\$75,950	<b>\$76,000</b>	+ 0.1%
Average Sales Price*	\$86,172	<b>\$81,092</b>	- 5.9%	\$95,057	<b>\$88,102</b>	- 7.3%
Percent of List Price Received*	96.2%	<b>93.0%</b>	- 3.3%	94.8%	<b>95.0%</b>	+ 0.2%
Days on Market Until Sale	114	<b>135</b>	+ 18.4%	142	<b>132</b>	- 7.0%
Inventory of Homes for Sale	121	<b>71</b>	- 41.3%	--	--	--
Months Supply of Inventory	4.6	<b>2.7</b>	- 41.3%	--	--	--

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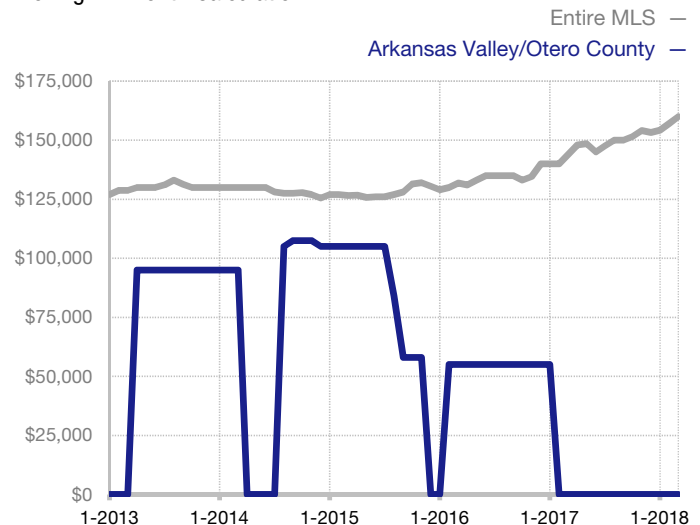
Townhouse-Condo	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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



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



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## Fowler

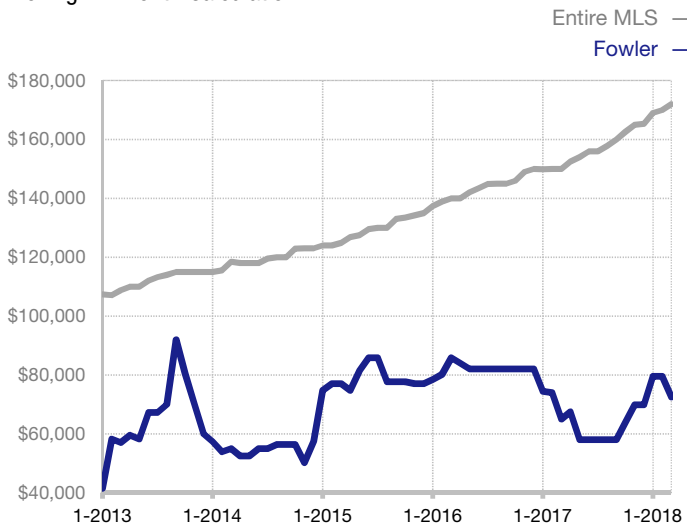
Single Family Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	4	3	- 25.0%	7	7	0.0%
Sold Listings	2	4	+ 100.0%	8	6	- 25.0%
Median Sales Price*	\$91,500	<b>\$63,750</b>	- 30.3%	\$57,000	<b>\$69,250</b>	+ 21.5%
Average Sales Price*	\$91,500	<b>\$65,125</b>	- 28.8%	\$66,325	<b>\$67,750</b>	+ 2.1%
Percent of List Price Received*	96.8%	<b>94.0%</b>	- 2.9%	93.3%	<b>100.5%</b>	+ 7.7%
Days on Market Until Sale	96	<b>68</b>	- 29.2%	99	<b>76</b>	- 23.2%
Inventory of Homes for Sale	9	<b>8</b>	- 11.1%	--	--	--
Months Supply of Inventory	4.3	<b>3.4</b>	- 20.9%	--	--	--

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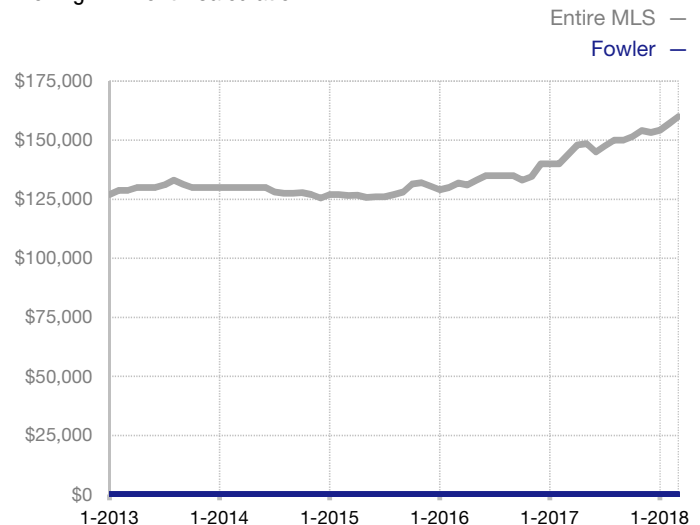
Townhouse-Condo Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$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



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

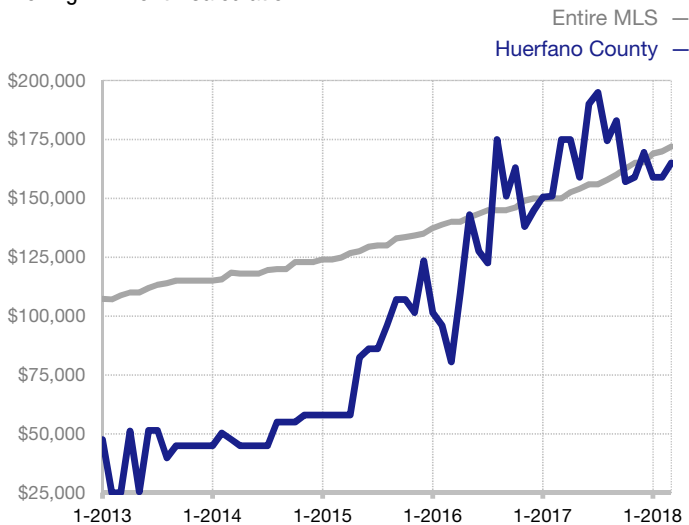
Single Family Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	11	20	+ 81.8%	26	30	+ 15.4%
Sold Listings	1	11	+ 1000.0%	5	18	+ 260.0%
Median Sales Price*	\$729,751	\$200,000	- 72.6%	\$250,000	\$170,000	- 32.0%
Average Sales Price*	\$729,751	\$252,727	- 65.4%	\$319,150	\$208,250	- 34.7%
Percent of List Price Received*	86.0%	94.4%	+ 9.8%	89.5%	94.1%	+ 5.1%
Days on Market Until Sale	309	301	- 2.6%	187	234	+ 25.1%
Inventory of Homes for Sale	48	54	+ 12.5%	--	--	--
Months Supply of Inventory	20.3	13.2	- 35.0%	--	--	--

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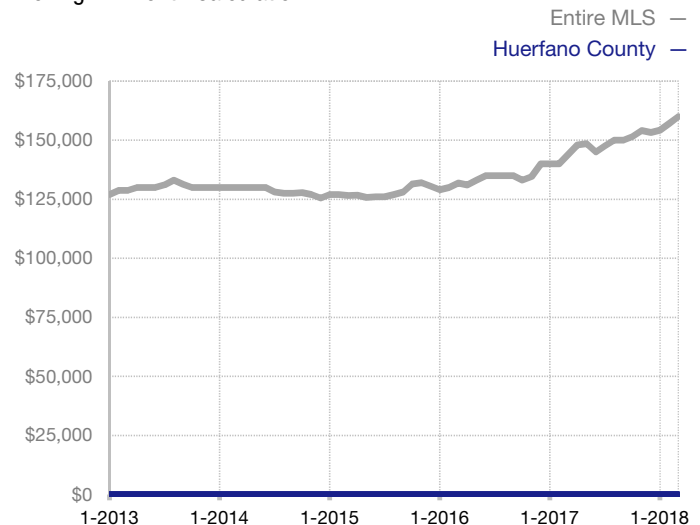
Townhouse-Condo Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	2	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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## La Junta

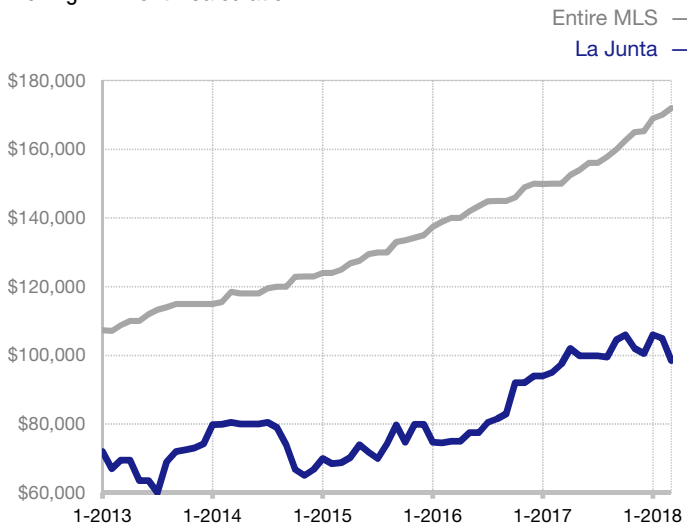
Single Family	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	9	10	+ 11.1%	22	25	+ 13.6%
Sold Listings	11	8	- 27.3%	21	15	- 28.6%
Median Sales Price*	\$118,500	<b>\$75,000</b>	- 36.7%	\$75,000	<b>\$76,000</b>	+ 1.3%
Average Sales Price*	\$99,027	<b>\$70,938</b>	- 28.4%	\$87,510	<b>\$84,117</b>	- 3.9%
Percent of List Price Received*	94.7%	<b>92.7%</b>	- 2.1%	92.8%	<b>95.9%</b>	+ 3.3%
Days on Market Until Sale	123	120	- 2.4%	164	135	- 17.7%
Inventory of Homes for Sale	27	15	- 44.4%	--	--	--
Months Supply of Inventory	3.4	2.3	- 32.4%	--	--	--

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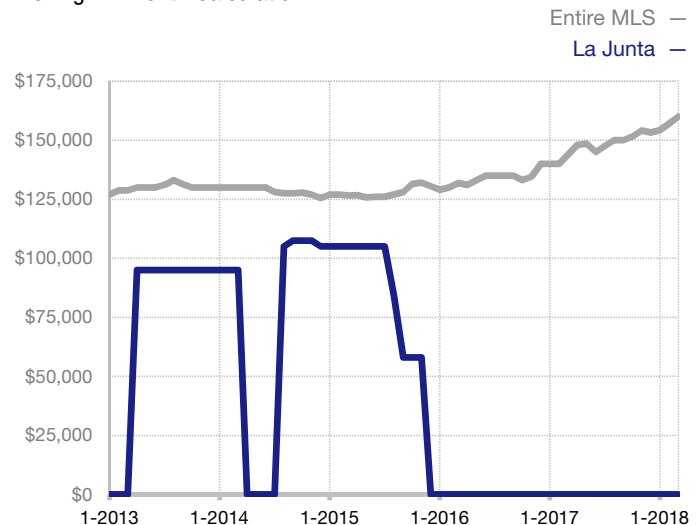
Townhouse-Condo	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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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## Lamar

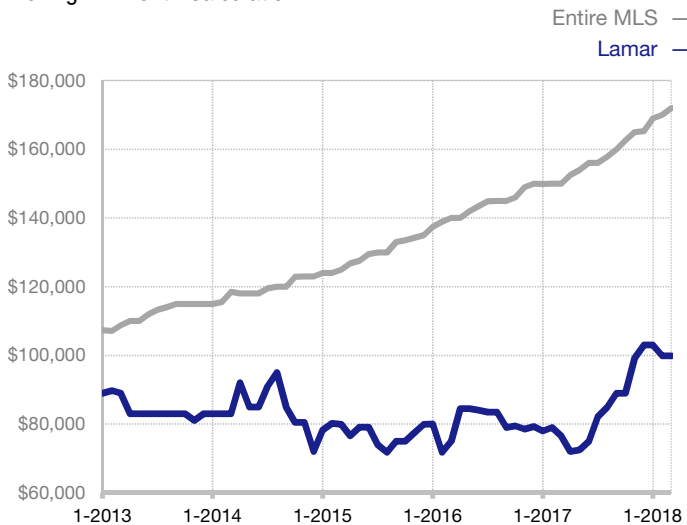
Single Family Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	7	3	- 57.1%	16	9	- 43.8%
Sold Listings	2	4	+ 100.0%	6	10	+ 66.7%
Median Sales Price*	\$95,827	\$101,250	+ 5.7%	\$71,000	\$76,000	+ 7.0%
Average Sales Price*	\$95,827	\$99,750	+ 4.1%	\$88,259	\$86,200	- 2.3%
Percent of List Price Received*	94.7%	91.0%	- 3.9%	93.6%	95.2%	+ 1.7%
Days on Market Until Sale	77	164	+ 113.0%	138	123	- 10.9%
Inventory of Homes for Sale	18	4	- 77.8%	--	--	--
Months Supply of Inventory	4.7	0.9	- 80.9%	--	--	--

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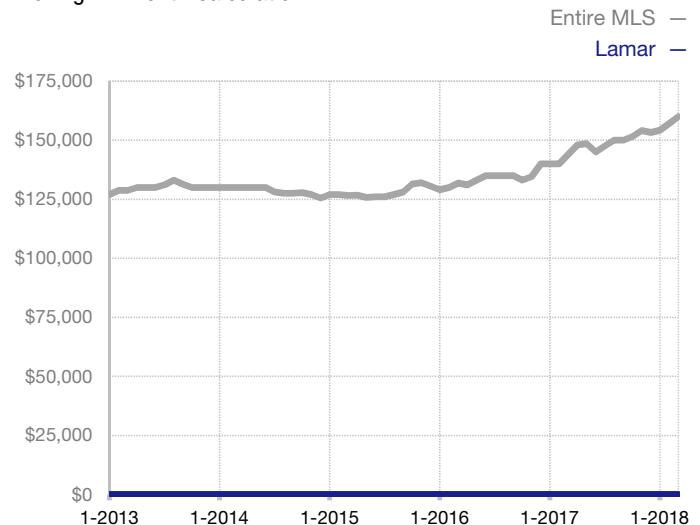
Townhouse-Condo Key Metrics	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

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Rolling 12-Month Calculation



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## Las Animas

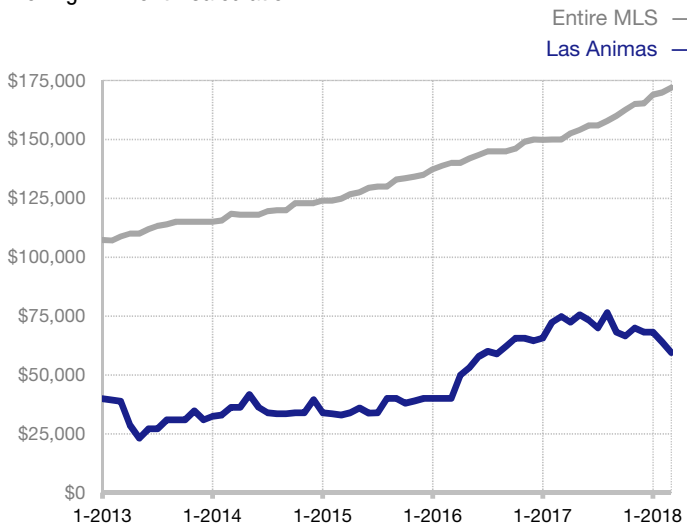
Single Family	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	4	2	- 50.0%	9	6	- 33.3%
Sold Listings	3	4	+ 33.3%	8	4	- 50.0%
Median Sales Price*	\$85,000	<b>\$54,000</b>	- 36.5%	\$83,000	<b>\$54,000</b>	- 34.9%
Average Sales Price*	\$98,500	<b>\$58,375</b>	- 40.7%	\$96,550	<b>\$58,375</b>	- 39.5%
Percent of List Price Received*	96.2%	<b>86.8%</b>	- 9.8%	94.9%	<b>86.8%</b>	- 8.5%
Days on Market Until Sale	79	<b>116</b>	+ 46.8%	121	<b>116</b>	- 4.1%
Inventory of Homes for Sale	10	<b>6</b>	- 40.0%	--	--	--
Months Supply of Inventory	3.7	<b>2.0</b>	- 45.9%	--	--	--

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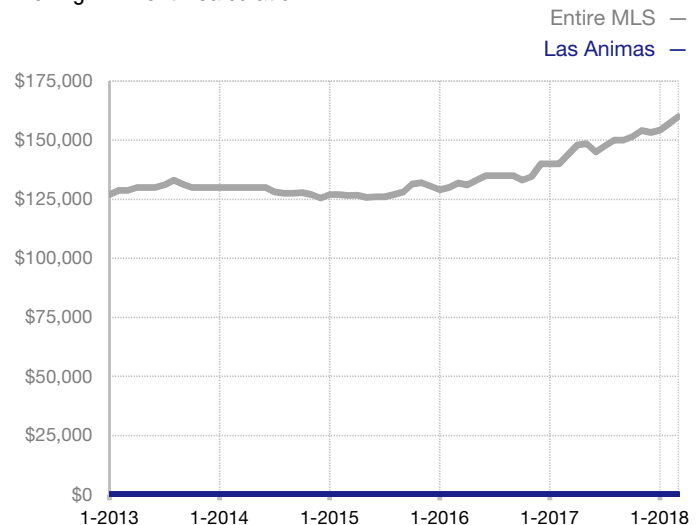
Townhouse-Condo	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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	<b>0.0</b>	--	--	--	--

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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 March 2018

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## Manzanola

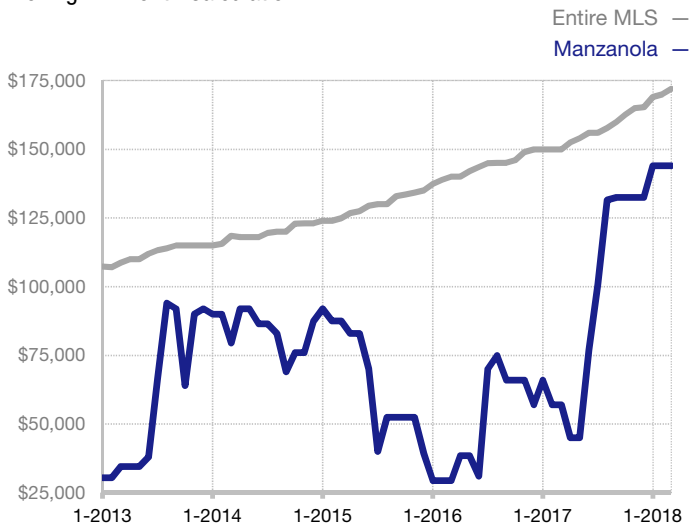
Single Family	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	1	0	- 100.0%	2	2	0.0%
Sold Listings	0	0	--	1	1	0.0%
Median Sales Price*	\$0	\$0	--	\$76,900	\$217,000	+ 182.2%
Average Sales Price*	\$0	\$0	--	\$76,900	\$217,000	+ 182.2%
Percent of List Price Received*	0.0%	0.0%	--	102.7%	120.6%	+ 17.4%
Days on Market Until Sale	0	0	--	161	204	+ 26.7%
Inventory of Homes for Sale	4	1	- 75.0%	--	--	--
Months Supply of Inventory	3.4	0.5	- 85.3%	--	--	--

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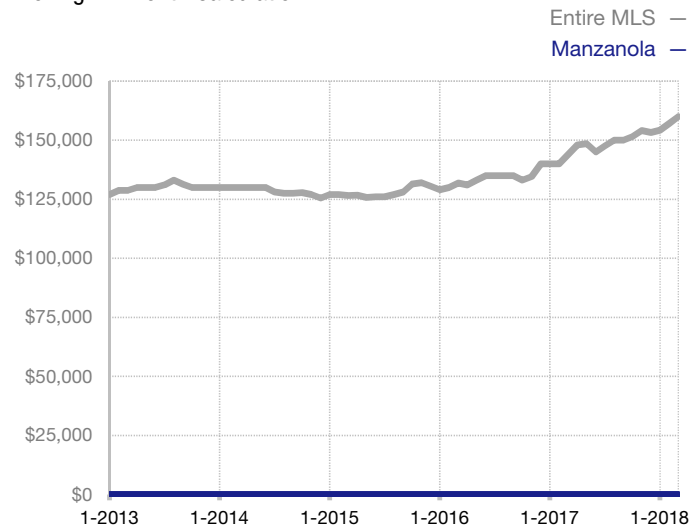
Townhouse-Condo	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$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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## Rocky Ford

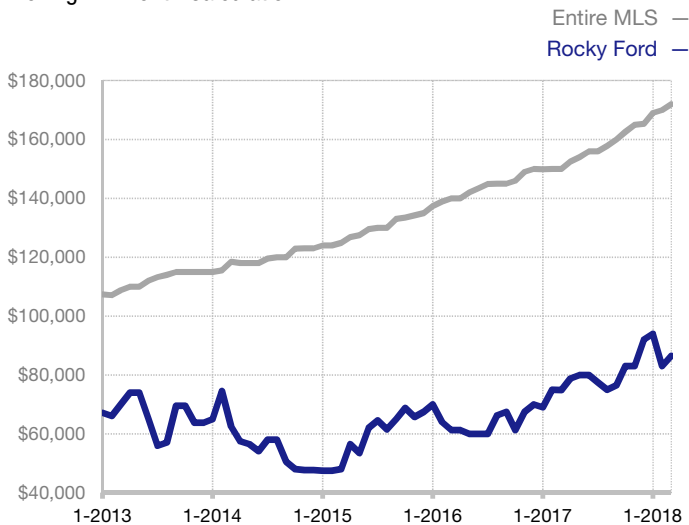
Single Family	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	8	2	- 75.0%	14	13	- 7.1%
Sold Listings	2	5	+ 150.0%	7	15	+ 114.3%
Median Sales Price*	\$51,588	<b>\$62,468</b>	+ 21.1%	\$68,000	<b>\$68,000</b>	0.0%
Average Sales Price*	\$51,588	<b>\$81,434</b>	+ 57.9%	\$92,882	<b>\$81,011</b>	- 12.8%
Percent of List Price Received*	103.9%	<b>91.1%</b>	- 12.3%	99.2%	<b>90.7%</b>	- 8.6%
Days on Market Until Sale	305	<b>139</b>	- 54.4%	186	<b>135</b>	- 27.4%
Inventory of Homes for Sale	19	<b>12</b>	- 36.8%	--	--	--
Months Supply of Inventory	4.1	<b>2.8</b>	- 31.7%	--	--	--

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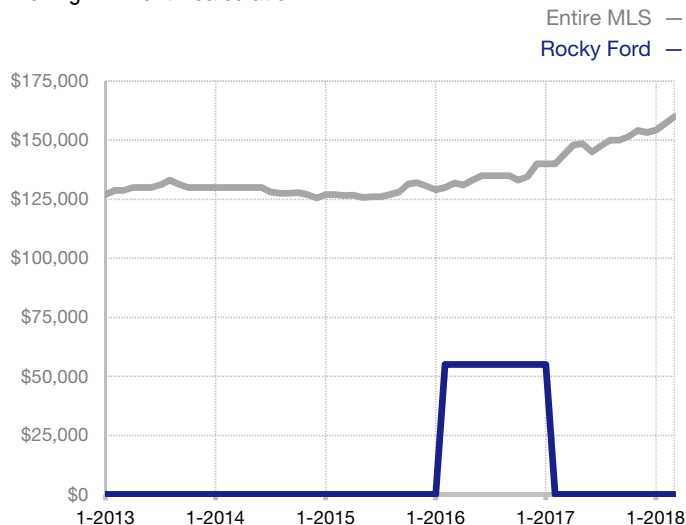
Townhouse-Condo	March			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 03-2017	Thru 03-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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	<b>0.0</b>	--	--	--	--

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



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



# Monthly Indicators



## March 2018

Percent changes calculated using year-over-year comparisons.

New Listings were down 8.8 percent for single family homes but increased 100.0 percent for townhouse-condo properties. Pending Sales increased 3.9 percent for single family homes and 22.2 percent for townhouse-condo properties.

The Median Sales Price was up 15.7 percent to \$179,950 for single family homes and 55.4 percent to \$217,500 for townhouse-condo properties. Days on Market decreased 9.4 percent for single family homes but increased 23.3 percent for townhouse-condo properties.

The Federal Reserve raised its key short-term interest rate by .25 percent in March, citing concerns about inflation. It is the sixth rate increase by the Fed since December 2015, and at least two more rate increases are expected this year. Borrowing money will be more expensive, particularly for home equity loans, credit cards and adjustable rate mortgages, but rising wages and a low national unemployment rate that has been at 4.1 percent for five months in a row would seem to indicate that we are prepared for this. And although mortgage rates have risen to their highest point in four years, they have been quite low for several years.

## Activity Snapshot

<b>- 2.2%</b>	<b>+ 16.1%</b>	<b>- 24.1%</b>
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, 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	3-2017	3-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		328	<b>299</b>	- 8.8%	733	<b>794</b>	+ 8.3%
<b>Pending Sales</b>		280	<b>291</b>	+ 3.9%	662	<b>719</b>	+ 8.6%
<b>Sold Listings</b>		211	<b>214</b>	+ 1.4%	534	<b>574</b>	+ 7.5%
<b>Median Sales Price</b>		\$155,511	<b>\$179,950</b>	+ 15.7%	\$150,500	<b>\$180,000</b>	+ 19.6%
<b>Avg. Sales Price</b>		\$168,015	<b>\$184,131</b>	+ 9.6%	\$161,032	<b>\$183,219</b>	+ 13.8%
<b>Pct. of List Price Received</b>		97.7%	<b>98.8%</b>	+ 1.1%	97.3%	<b>98.0%</b>	+ 0.7%
<b>Days on Market</b>		85	<b>77</b>	- 9.4%	98	<b>80</b>	- 18.4%
<b>Affordability Index</b>		225	<b>191</b>	- 15.1%	232	<b>191</b>	- 17.7%
<b>Active Listings</b>		440	<b>337</b>	- 23.4%	--	<b>--</b>	--
<b>Months Supply</b>		2.1	<b>1.4</b>	- 33.3%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

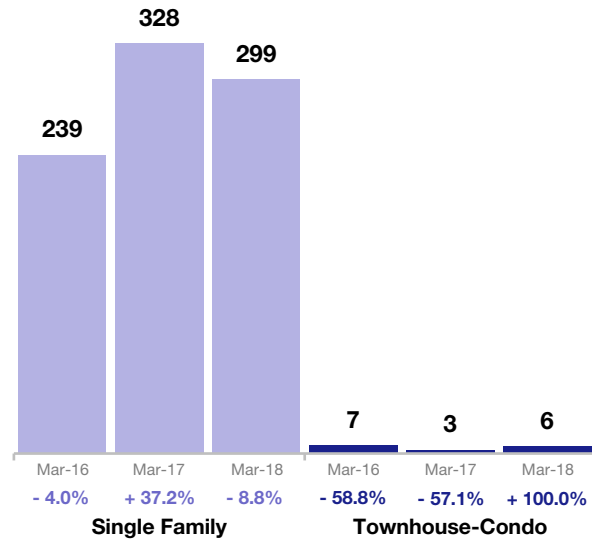


Key Metrics	Historical Sparkbars	3-2017	3-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		3	6	+ 100.0%	17	18	+ 5.9%
<b>Pending Sales</b>		9	11	+ 22.2%	24	21	- 12.5%
<b>Sold Listings</b>		12	4	- 66.7%	23	14	- 39.1%
<b>Median Sales Price</b>		\$140,000	<b>\$217,500</b>	+ 55.4%	\$130,000	<b>\$161,450</b>	+ 24.2%
<b>Avg. Sales Price</b>		\$145,742	<b>\$214,225</b>	+ 47.0%	\$137,730	<b>\$184,007</b>	+ 33.6%
<b>Pct. of List Price Received</b>		95.6%	<b>97.8%</b>	+ 2.3%	95.7%	<b>98.3%</b>	+ 2.7%
<b>Days on Market</b>		60	<b>74</b>	+ 23.3%	73	<b>75</b>	+ 2.7%
<b>Affordability Index</b>		250	<b>158</b>	- 36.8%	269	<b>213</b>	- 20.8%
<b>Active Listings</b>		12	<b>6</b>	- 50.0%	--	--	--
<b>Months Supply</b>		1.3	<b>0.8</b>	- 38.5%	--	--	--

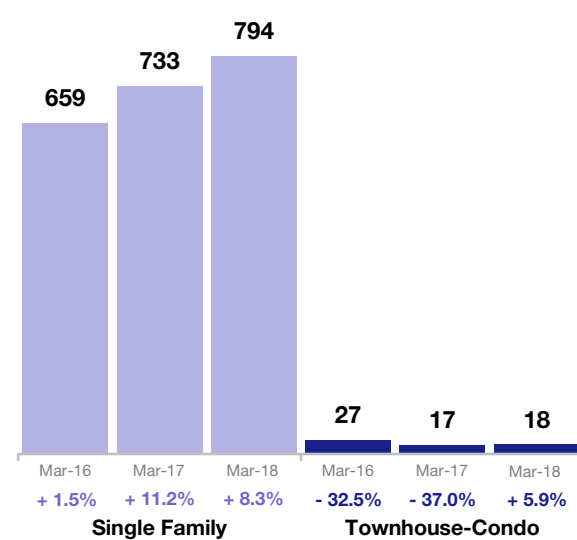
# New Listings



## March

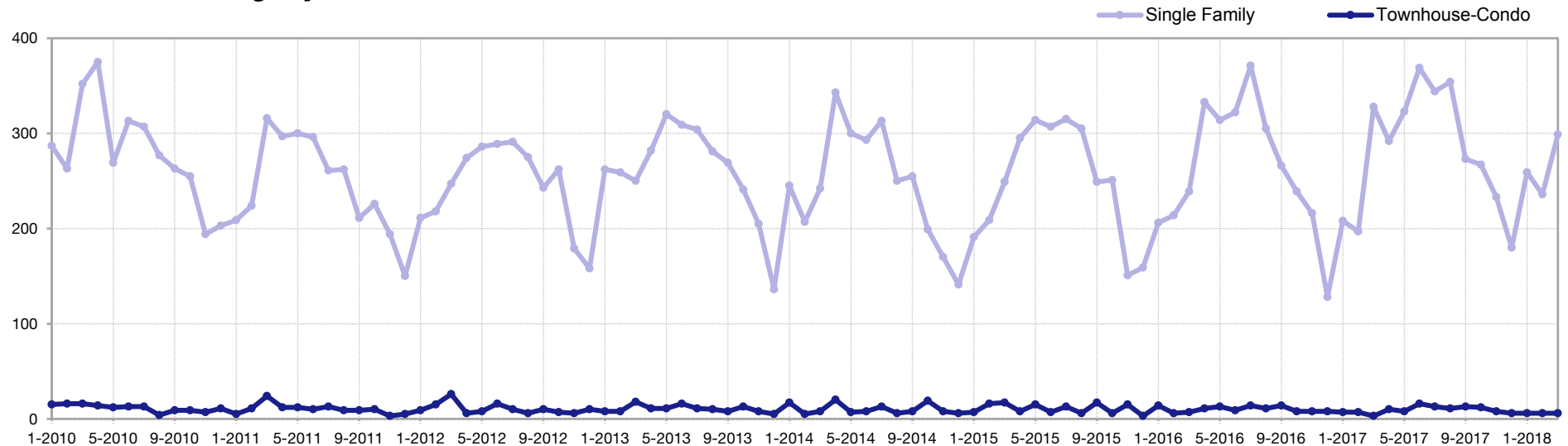


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	292	-12.3%	10	-9.1%
May-2017	323	+2.9%	8	-38.5%
Jun-2017	369	+14.6%	16	+77.8%
Jul-2017	344	-7.3%	13	-7.1%
Aug-2017	354	+16.1%	11	0.0%
Sep-2017	273	+2.6%	13	-7.1%
Oct-2017	267	+11.7%	12	+50.0%
Nov-2017	233	+7.9%	8	0.0%
Dec-2017	180	+40.6%	6	-25.0%
Jan-2018	259	+24.5%	6	-14.3%
Feb-2018	236	+19.8%	6	-14.3%
<b>Mar-2018</b>	<b>299</b>	<b>-8.8%</b>	<b>6</b>	<b>+100.0%</b>

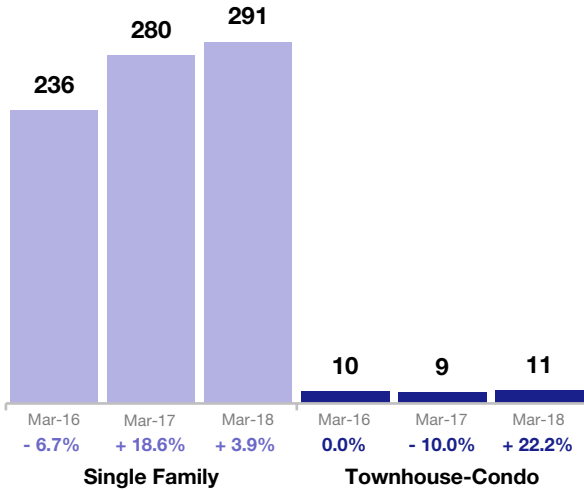
## Historical New Listings by Month



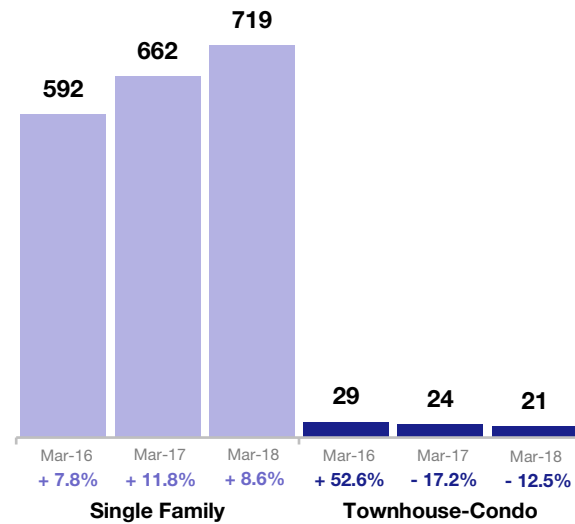
# Pending Sales



## March

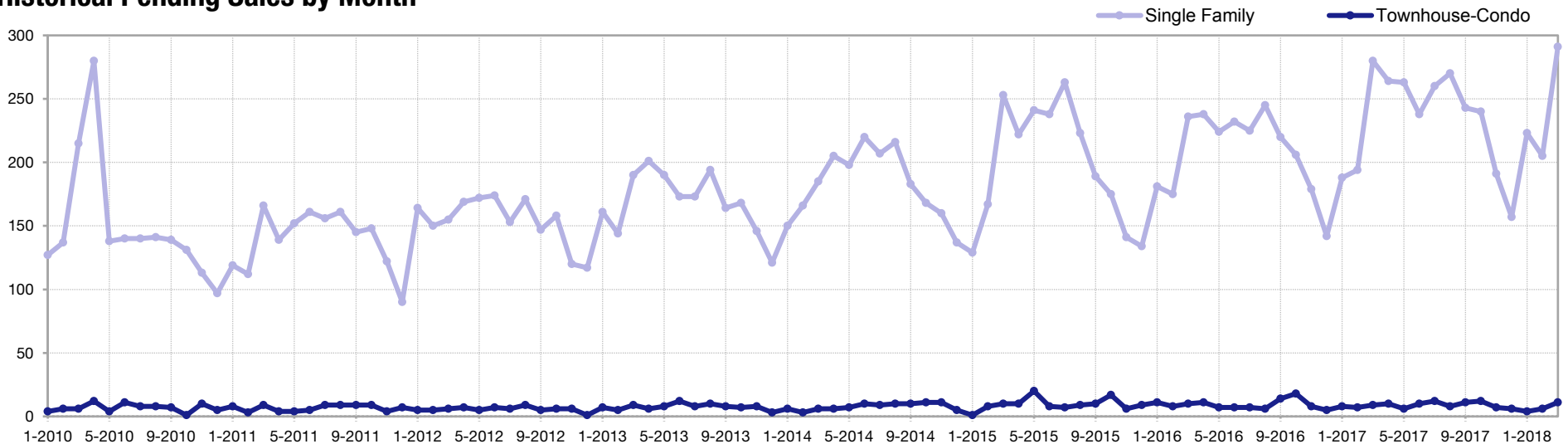


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	264	+10.9%	10	-9.1%
May-2017	263	+17.4%	6	-14.3%
Jun-2017	238	+2.6%	10	+42.9%
Jul-2017	260	+15.6%	12	+71.4%
Aug-2017	270	+10.2%	8	+33.3%
Sep-2017	243	+10.5%	11	-21.4%
Oct-2017	240	+16.5%	12	-33.3%
Nov-2017	191	+6.7%	7	-12.5%
Dec-2017	157	+10.6%	6	+20.0%
Jan-2018	223	+18.6%	4	-50.0%
Feb-2018	205	+5.7%	6	-14.3%
<b>Mar-2018</b>	<b>291</b>	<b>+3.9%</b>	<b>11</b>	<b>+22.2%</b>

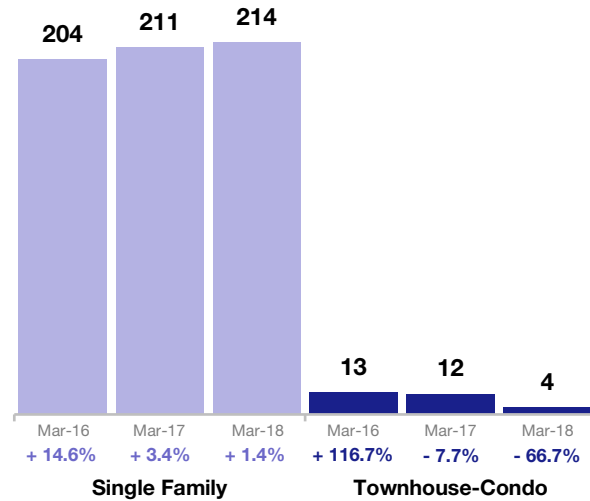
## Historical Pending Sales by Month



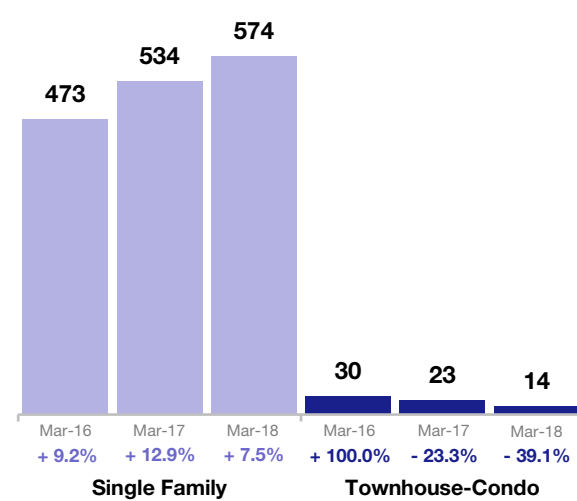
# Sold Listings



## March

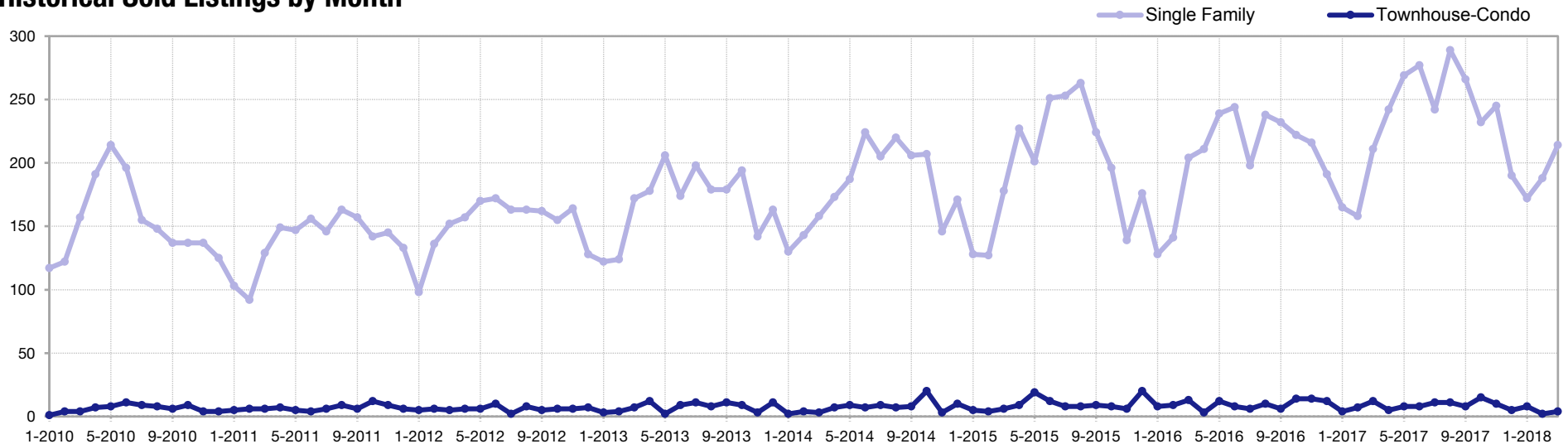


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	242	+14.7%	5	+66.7%
May-2017	269	+12.6%	8	-33.3%
Jun-2017	277	+13.5%	8	0.0%
Jul-2017	242	+22.2%	11	+83.3%
Aug-2017	289	+21.4%	11	+10.0%
Sep-2017	266	+14.7%	8	+33.3%
Oct-2017	232	+4.5%	15	+7.1%
Nov-2017	245	+13.4%	10	-28.6%
Dec-2017	190	-0.5%	5	-58.3%
Jan-2018	172	+4.2%	8	+100.0%
Feb-2018	188	+19.0%	2	-71.4%
<b>Mar-2018</b>	<b>214</b>	<b>+1.4%</b>	<b>4</b>	<b>-66.7%</b>

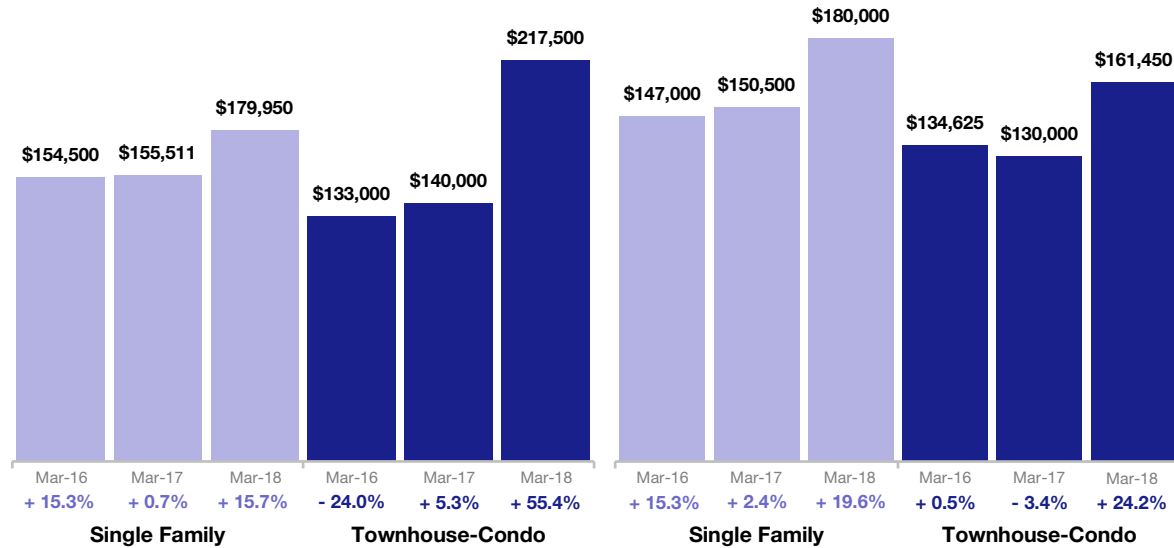
## Historical Sold Listings by Month



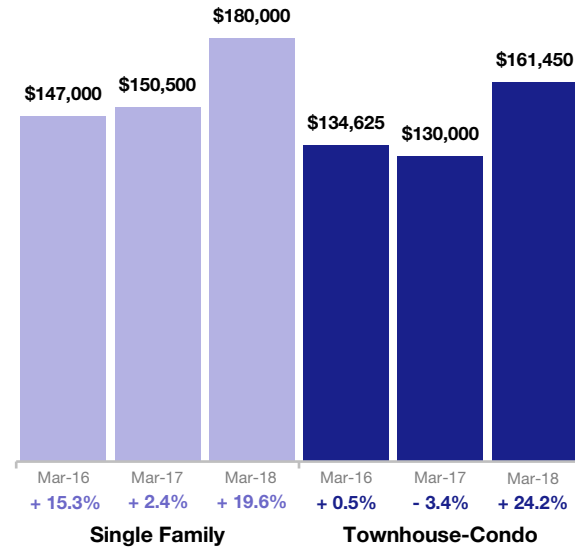
# Median Sales Price



## March

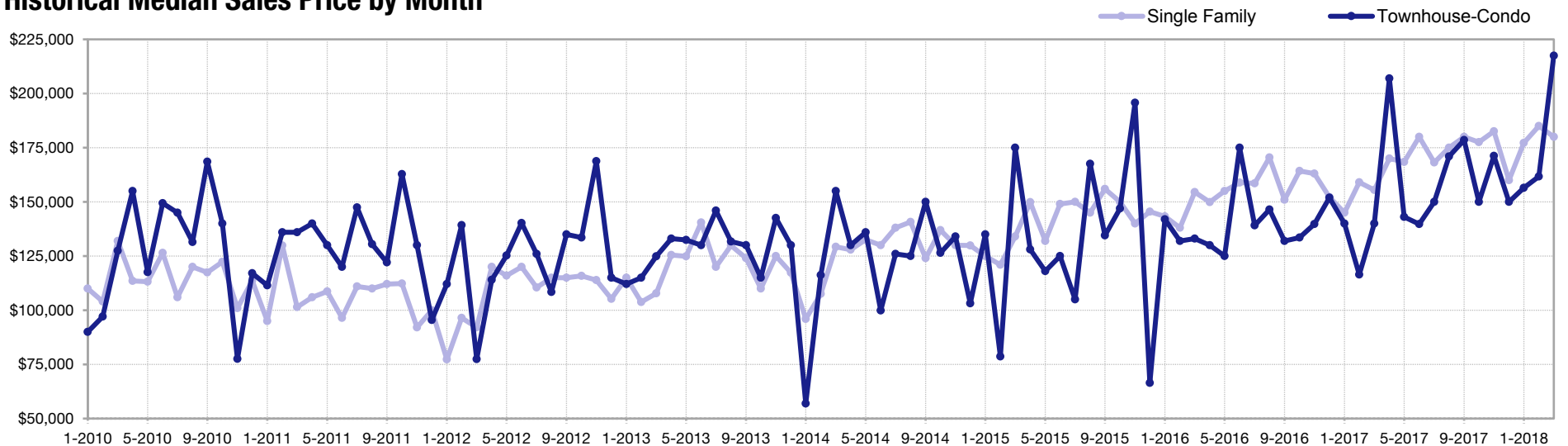


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	\$170,000	+13.4%	\$207,000	+59.2%
May-2017	\$168,450	+8.7%	\$143,000	+14.4%
Jun-2017	\$180,000	+13.2%	\$139,750	-20.1%
Jul-2017	\$168,200	+6.1%	\$150,000	+7.8%
Aug-2017	\$175,000	+2.6%	\$171,000	+16.8%
Sep-2017	\$180,000	+19.2%	\$178,500	+35.2%
Oct-2017	\$177,500	+8.1%	\$150,000	+12.3%
Nov-2017	\$182,500	+12.0%	\$171,250	+22.6%
Dec-2017	\$160,000	+5.2%	\$150,000	-1.3%
Jan-2018	\$177,250	+22.2%	\$156,400	+11.7%
Feb-2018	\$185,000	+16.4%	\$161,750	+38.8%
<b>Mar-2018</b>	<b>\$179,950</b>	<b>+15.7%</b>	<b>\$217,500</b>	<b>+55.4%</b>

## Historical Median Sales Price by Month

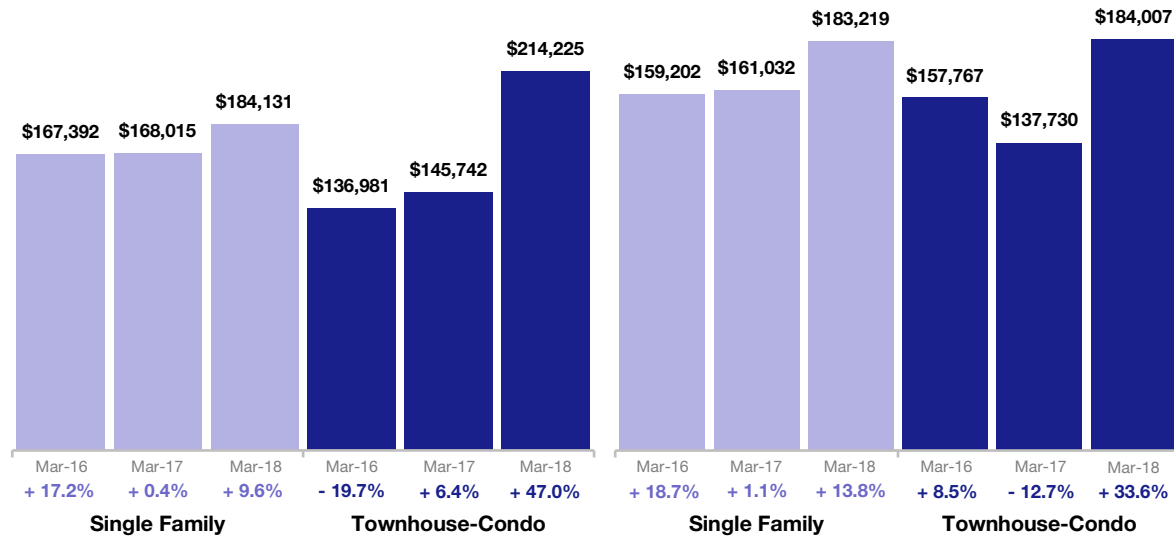




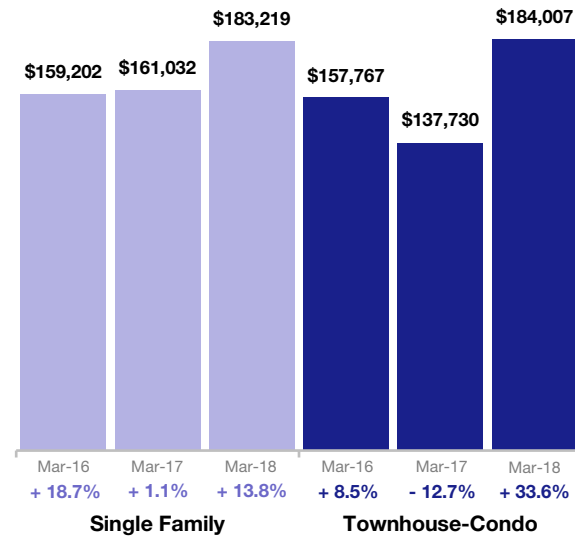
# Average Sales Price



## March

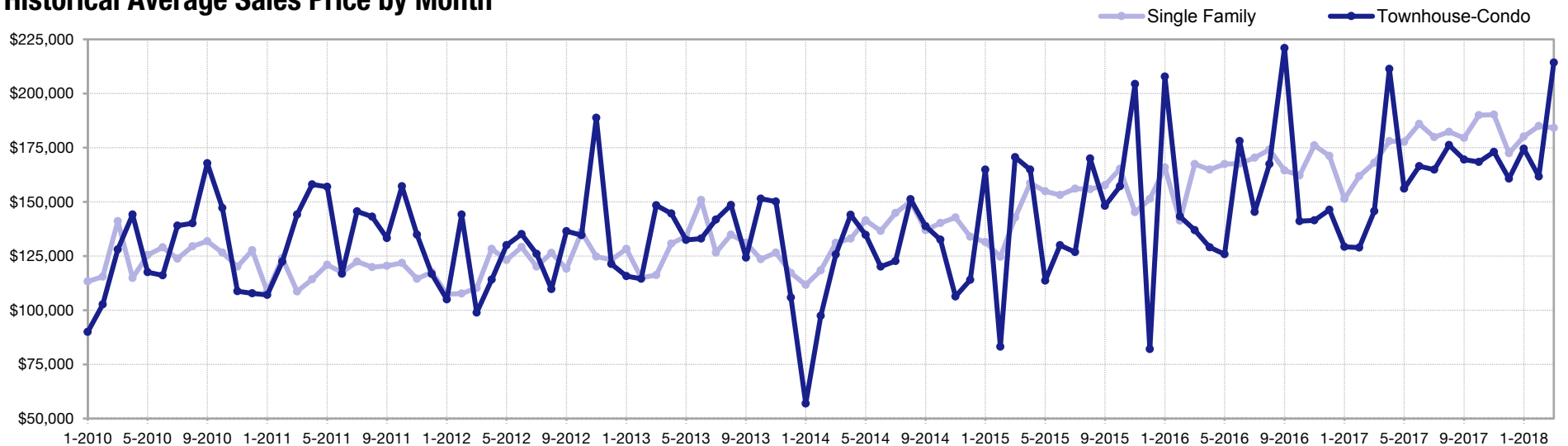


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	\$178,093	+8.1%	\$211,338	+63.8%
May-2017	\$177,661	+6.1%	\$156,063	+24.0%
Jun-2017	\$186,010	+11.0%	\$166,425	-6.5%
Jul-2017	\$179,835	+5.5%	\$164,845	+13.4%
Aug-2017	\$182,372	+4.7%	\$176,195	+5.2%
Sep-2017	\$179,555	+9.1%	\$169,500	-23.3%
Oct-2017	\$190,009	+17.1%	\$168,435	+19.4%
Nov-2017	\$190,226	+8.1%	\$173,065	+22.4%
Dec-2017	\$172,404	+0.7%	\$160,680	+9.8%
Jan-2018	\$180,109	+19.0%	\$174,463	+35.0%
Feb-2018	\$185,026	+14.4%	\$161,750	+25.5%
<b>Mar-2018</b>	<b>\$184,131</b>	<b>+9.6%</b>	<b>\$214,225</b>	<b>+47.0%</b>

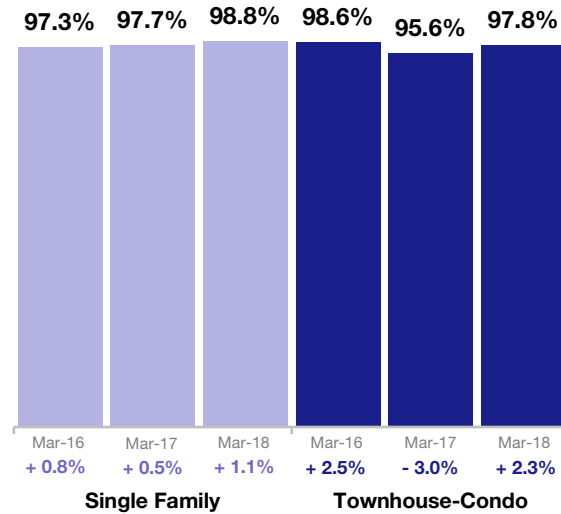
## Historical Average Sales Price by Month



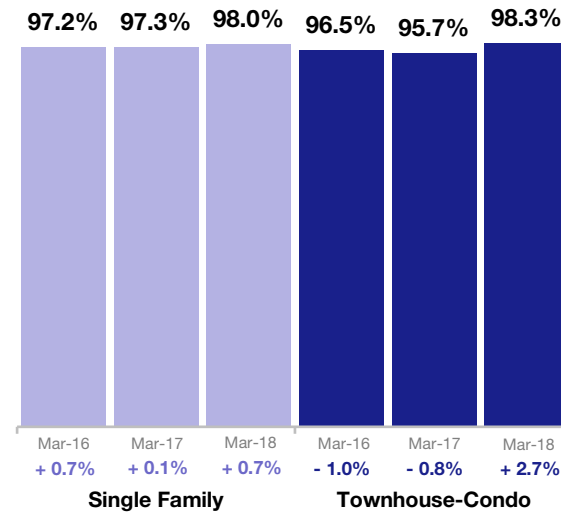
# Percent of List Price Received



## March

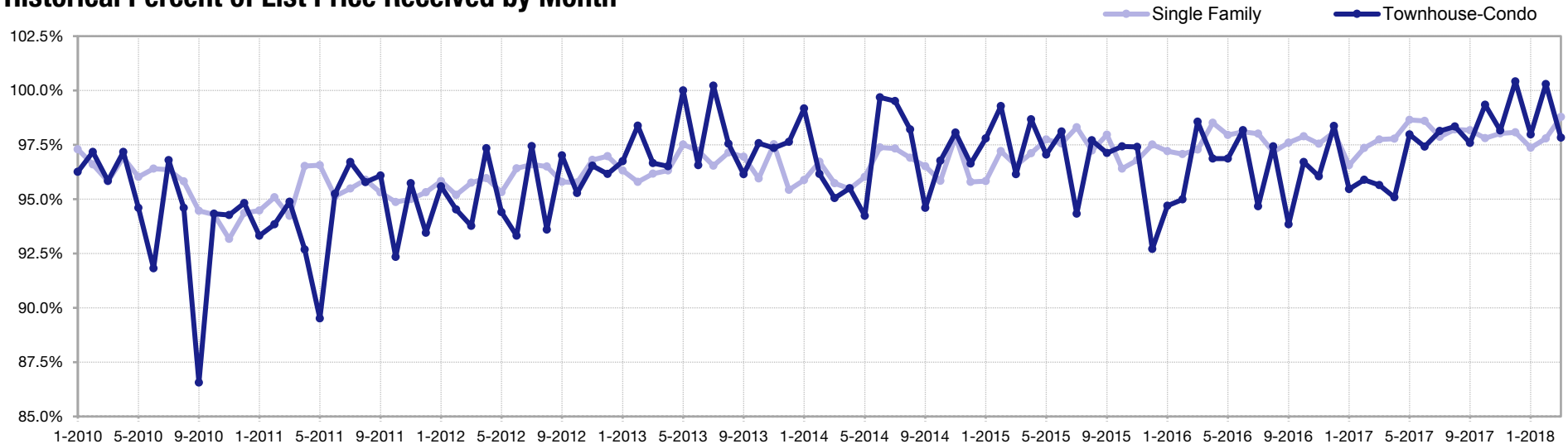


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	97.8%	-0.7%	95.1%	-1.9%
May-2017	98.6%	+0.6%	98.0%	+1.1%
Jun-2017	98.6%	+0.5%	97.4%	-0.8%
Jul-2017	97.9%	-0.1%	98.1%	+3.6%
Aug-2017	98.2%	+1.0%	98.3%	+0.9%
Sep-2017	98.2%	+0.6%	97.6%	+4.1%
Oct-2017	97.8%	-0.1%	99.3%	+2.7%
Nov-2017	98.0%	+0.4%	98.2%	+2.3%
Dec-2017	98.1%	0.0%	100.4%	+2.0%
Jan-2018	97.4%	+0.8%	98.0%	+2.6%
Feb-2018	97.8%	+0.4%	100.3%	+4.6%
<b>Mar-2018</b>	<b>98.8%</b>	<b>+1.1%</b>	<b>97.8%</b>	<b>+2.3%</b>

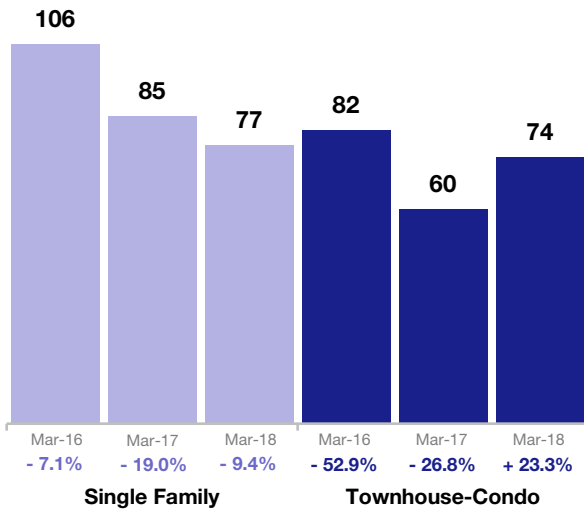
## Historical Percent of List Price Received by Month



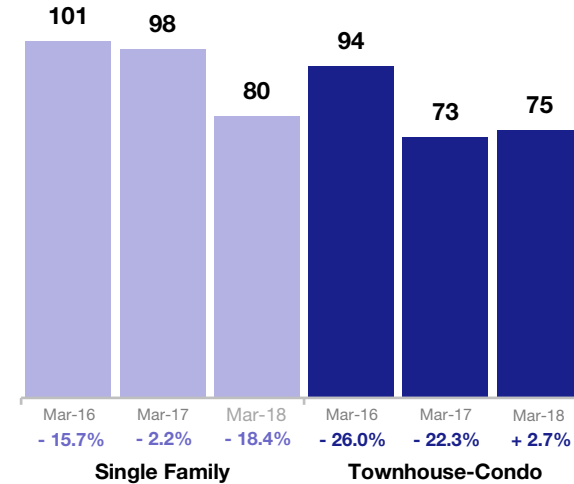
# Days on Market Until Sale



## March

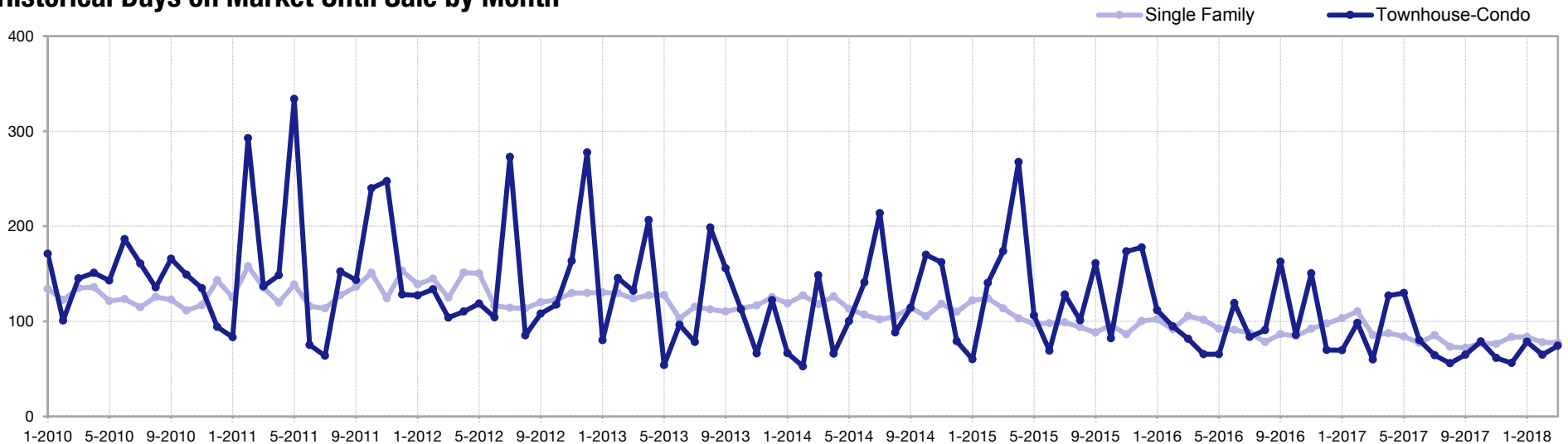


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	88	-13.7%	127	+92.4%
May-2017	84	-8.7%	130	+97.0%
Jun-2017	78	-14.3%	80	-32.8%
Jul-2017	86	-2.3%	64	-23.8%
Aug-2017	73	-6.4%	56	-38.5%
Sep-2017	72	-17.2%	65	-60.1%
Oct-2017	77	-9.4%	79	-8.1%
Nov-2017	76	-17.4%	62	-58.7%
Dec-2017	84	-14.3%	56	-20.0%
Jan-2018	84	-18.4%	79	+12.9%
Feb-2018	78	-29.1%	65	-33.7%
<b>Mar-2018</b>	<b>77</b>	<b>-9.4%</b>	<b>74</b>	<b>+23.3%</b>

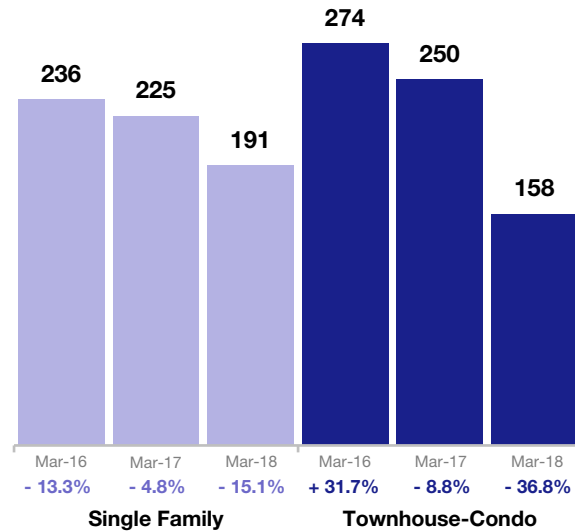
## Historical Days on Market Until Sale by Month



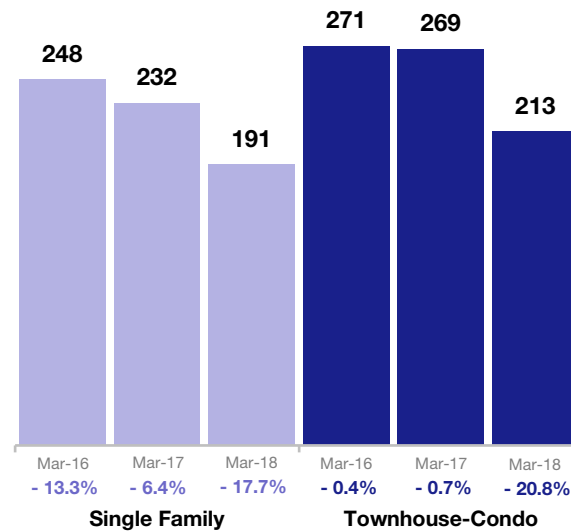
# Housing Affordability Index



## March

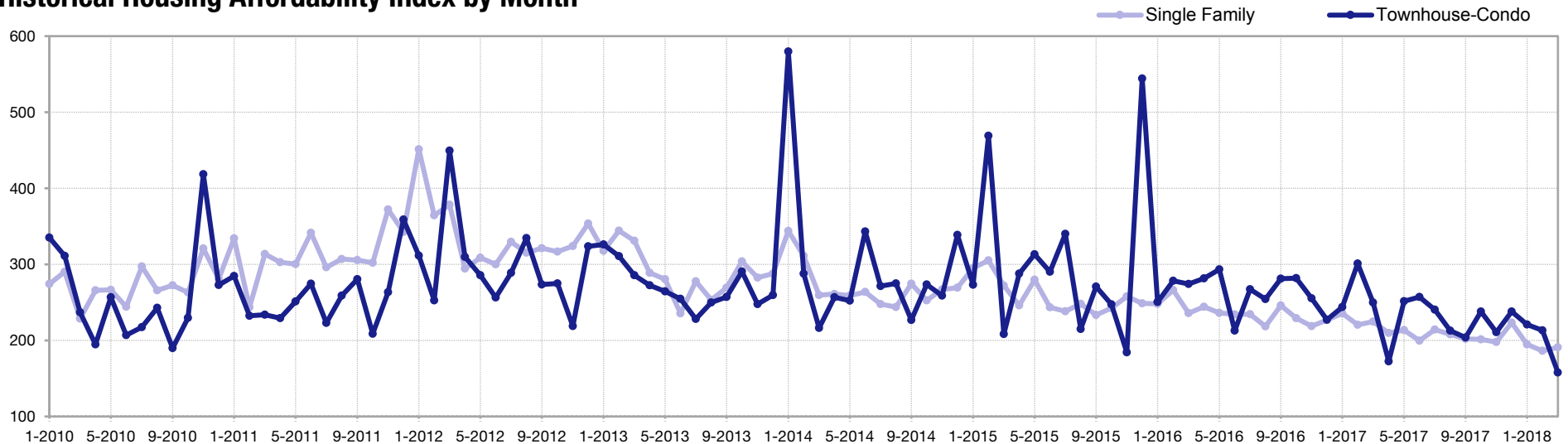


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	210	-13.9%	172	-39.0%
May-2017	214	-9.3%	252	-14.0%
Jun-2017	200	-14.5%	257	+20.7%
Jul-2017	214	-8.5%	240	-10.1%
Aug-2017	208	-4.6%	213	-16.1%
Sep-2017	202	-17.9%	204	-27.4%
Oct-2017	201	-12.2%	238	-15.6%
Nov-2017	198	-9.6%	211	-17.3%
Dec-2017	223	-1.8%	238	+4.8%
Jan-2018	195	-17.0%	221	-9.4%
Feb-2018	186	-15.8%	213	-29.2%
<b>Mar-2018</b>	<b>191</b>	<b>-15.1%</b>	<b>158</b>	<b>-36.8%</b>

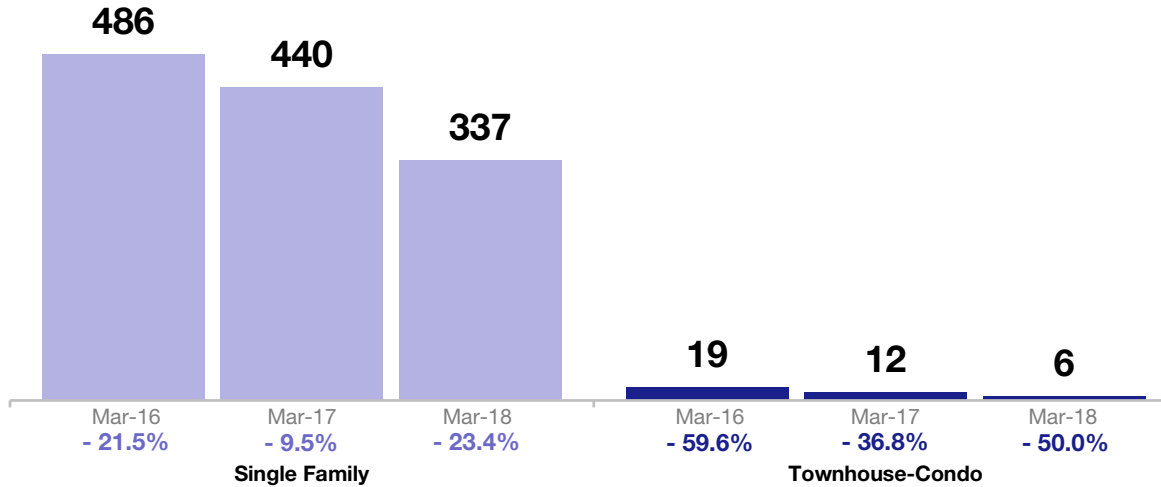
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

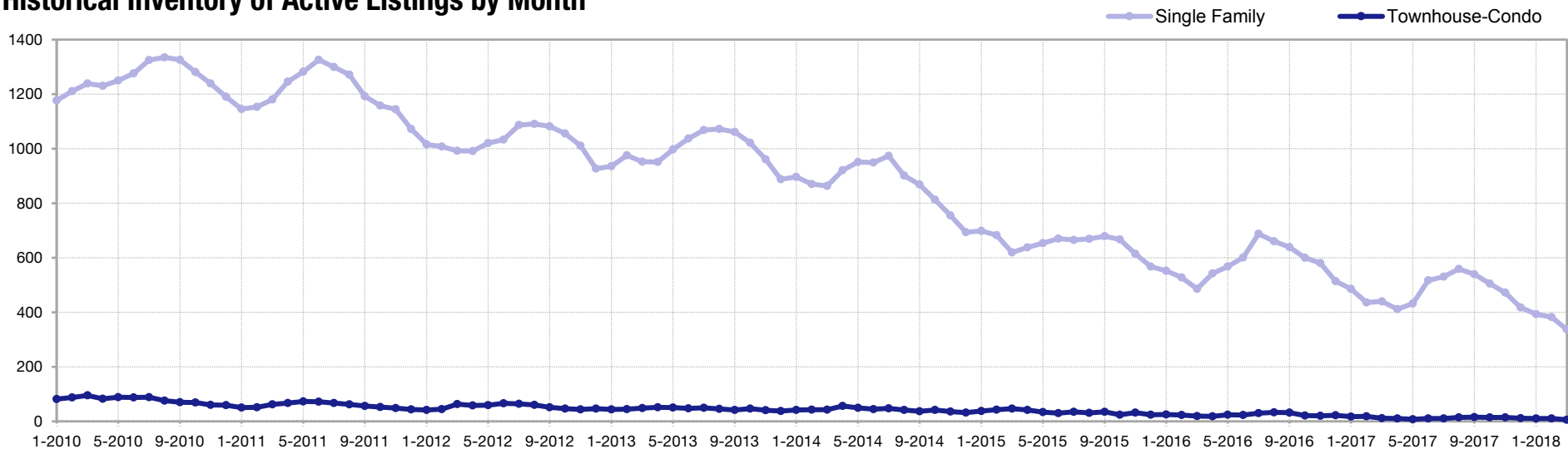


## March



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	412	-24.0%	11	-38.9%
May-2017	432	-23.9%	8	-66.7%
Jun-2017	517	-14.0%	11	-52.2%
Jul-2017	531	-22.8%	11	-63.3%
Aug-2017	559	-15.3%	14	-57.6%
Sep-2017	539	-15.6%	15	-53.1%
Oct-2017	505	-15.8%	14	-33.3%
Nov-2017	472	-18.6%	14	-30.0%
Dec-2017	417	-18.9%	12	-45.5%
Jan-2018	393	-19.1%	11	-35.3%
Feb-2018	382	-12.4%	11	-38.9%
<b>Mar-2018</b>	<b>337</b>	<b>-23.4%</b>	<b>6</b>	<b>-50.0%</b>

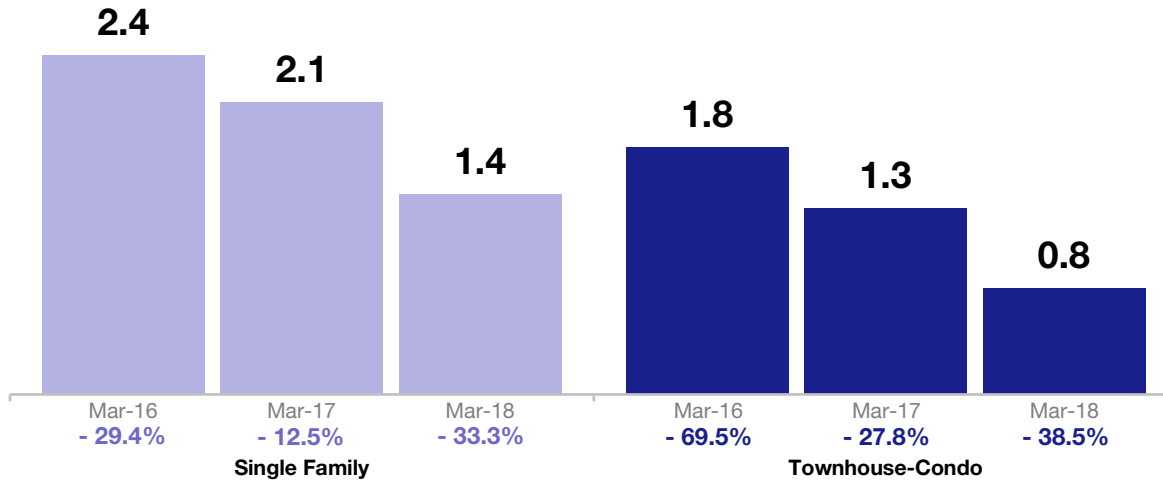
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

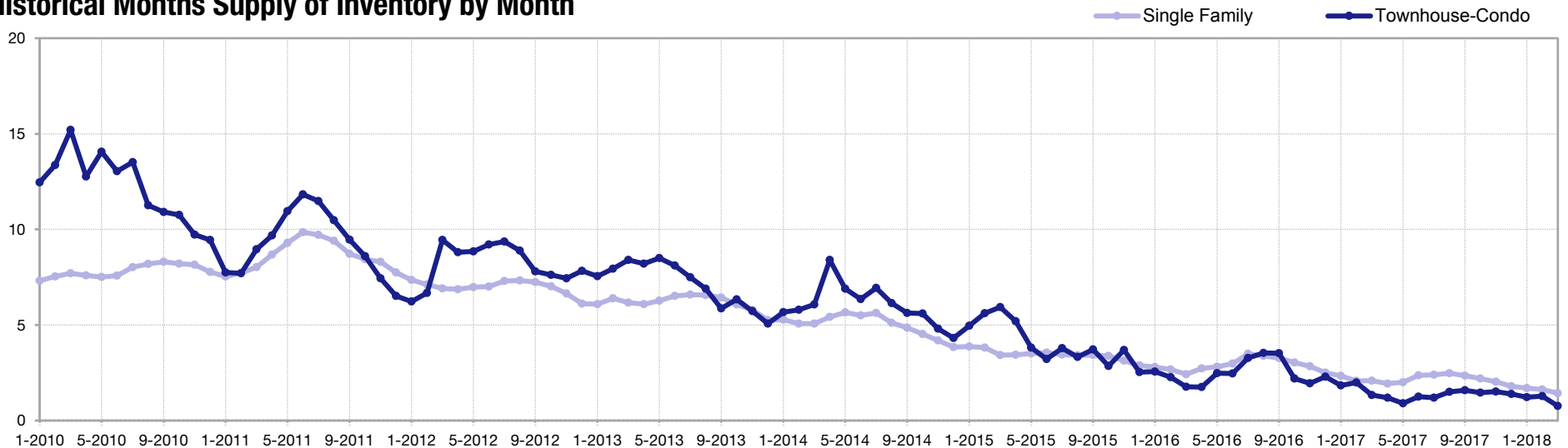


## March



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	1.9	-29.6%	1.2	-33.3%
May-2017	2.0	-28.6%	0.9	-64.0%
Jun-2017	2.4	-20.0%	1.2	-52.0%
Jul-2017	2.4	-31.4%	1.2	-63.6%
Aug-2017	2.5	-26.5%	1.5	-57.1%
Sep-2017	2.4	-27.3%	1.6	-54.3%
Oct-2017	2.2	-26.7%	1.5	-31.8%
Nov-2017	2.0	-28.6%	1.5	-25.0%
Dec-2017	1.8	-28.0%	1.4	-39.1%
Jan-2018	1.7	-26.1%	1.2	-33.3%
Feb-2018	1.6	-23.8%	1.3	-35.0%
<b>Mar-2018</b>	<b>1.4</b>	<b>-33.3%</b>	<b>0.8</b>	<b>-38.5%</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.



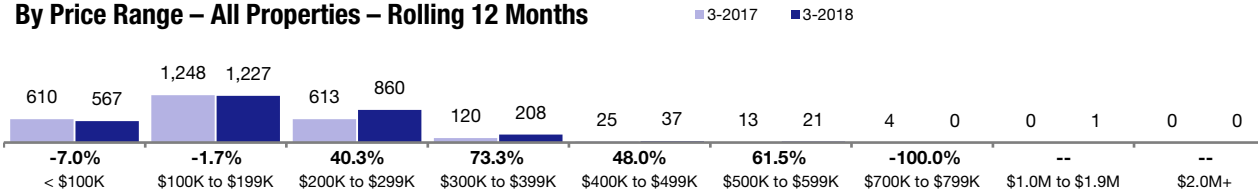
Key Metrics	Historical Sparkbars	3-2017	3-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		331	<b>305</b>	- 7.9%	750	<b>812</b>	+ 8.3%
<b>Pending Sales</b>		289	<b>302</b>	+ 4.5%	686	<b>740</b>	+ 7.9%
<b>Sold Listings</b>		223	<b>218</b>	- 2.2%	557	<b>588</b>	+ 5.6%
<b>Median Sales Price</b>		\$155,000	<b>\$179,950</b>	+ 16.1%	\$150,000	<b>\$179,950</b>	+ 20.0%
<b>Avg. Sales Price</b>		\$166,816	<b>\$184,683</b>	+ 10.7%	\$160,070	<b>\$183,237</b>	+ 14.5%
<b>Pct. of List Price Received</b>		97.6%	<b>98.8%</b>	+ 1.2%	97.2%	<b>98.0%</b>	+ 0.8%
<b>Days on Market</b>		84	<b>77</b>	- 8.3%	97	<b>79</b>	- 18.6%
<b>Affordability Index</b>		225	<b>191</b>	- 15.1%	233	<b>191</b>	- 18.0%
<b>Active Listings</b>		452	<b>343</b>	- 24.1%	--	<b>--</b>	--
<b>Months Supply</b>		2.1	<b>1.4</b>	- 33.3%	--	<b>--</b>	--

# Sold Listings

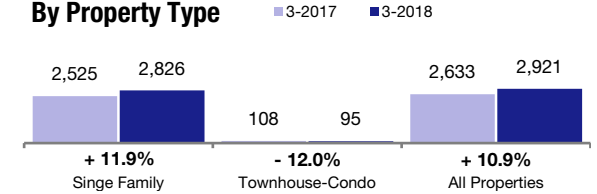
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	3-2017	3-2018	Change	3-2017	3-2018	Change
\$99,999 and Below	582	561	-3.6%	28	6	-78.6%
\$100,000 to \$199,999	1,186	1,160	-2.2%	62	67	+8.1%
\$200,000 to \$299,999	597	842	+41.0%	16	18	+12.5%
\$300,000 to \$399,999	119	204	+71.4%	1	4	+300.0%
\$400,000 to \$499,999	25	37	+48.0%	0	0	--
\$500,000 to \$699,999	12	21	+75.0%	1	0	-100.0%
\$700,000 to \$999,999	4	0	-100.0%	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>2,525</b>	<b>2,826</b>	<b>+11.9%</b>	<b>108</b>	<b>95</b>	<b>-12.0%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	2-2018	3-2018	Change	2-2018	3-2018	Change
\$99,999 and Below	41	35	-14.6%	0	0	--
\$100,000 to \$199,999	66	94	+42.4%	2	2	0.0%
\$200,000 to \$299,999	58	66	+13.8%	0	1	--
\$300,000 to \$399,999	20	17	-15.0%	0	1	--
\$400,000 to \$499,999	2	2	0.0%	0	0	--
\$500,000 to \$699,999	1	0	-100.0%	0	0	--
\$700,000 to \$999,999	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>188</b>	<b>214</b>	<b>+13.8%</b>	<b>2</b>	<b>4</b>	<b>+100.0%</b>

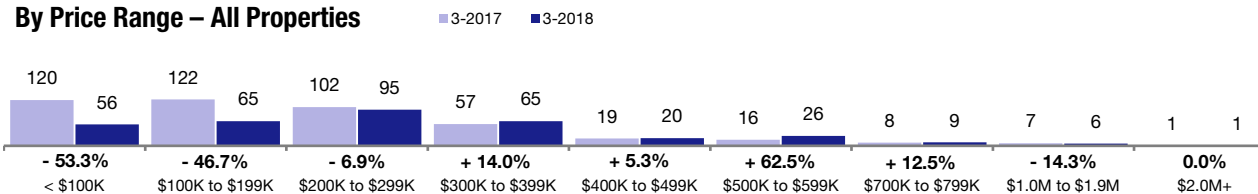
### Year to Date

By Price Range	Single Family			Condo		
	3-2017	3-2018	Change	3-2017	3-2018	Change
\$99,999 and Below	134	121	-9.7%	8	0	-100.0%
\$100,000 to \$199,999	251	218	-13.1%	11	10	-9.1%
\$200,000 to \$299,999	121	177	+46.3%	3	3	0.0%
\$300,000 to \$399,999	25	47	+88.0%	1	1	0.0%
\$400,000 to \$499,999	3	9	+200.0%	0	0	--
\$500,000 to \$699,999	0	2	--	0	0	--
\$700,000 to \$999,999	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>534</b>	<b>574</b>	<b>+7.5%</b>	<b>23</b>	<b>14</b>	<b>-39.1%</b>

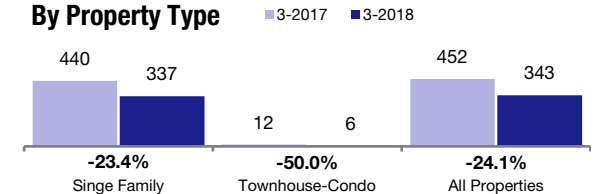
# Inventory of Active Listings

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		
	3-2017	3-2018	Change	3-2017	3-2018	Change
\$99,999 and Below	119	56	-52.9%	1	0	-100.0%
\$100,000 to \$199,999	118	63	-46.6%	4	2	-50.0%
\$200,000 to \$299,999	98	94	-4.1%	4	1	-75.0%
\$300,000 to \$399,999	54	62	+14.8%	3	3	0.0%
\$400,000 to \$499,999	19	20	+5.3%	0	0	--
\$500,000 to \$699,999	16	26	+62.5%	0	0	--
\$700,000 to \$999,999	8	9	+12.5%	0	0	--
\$1,000,000 to \$1,999,999	7	6	-14.3%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>440</b>	<b>337</b>	<b>-23.4%</b>	<b>12</b>	<b>6</b>	<b>-50.0%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	2-2018	3-2018	Change	2-2018	3-2018	Change
\$99,999 and Below	78	56	-28.2%	0	0	--
\$100,000 to \$199,999	78	63	-19.2%	3	2	-33.3%
\$200,000 to \$299,999	101	94	-6.9%	2	1	-50.0%
\$300,000 to \$399,999	68	62	-8.8%	6	3	-50.0%
\$400,000 to \$499,999	18	20	+11.1%	0	0	--
\$500,000 to \$699,999	24	26	+8.3%	0	0	--
\$700,000 to \$999,999	9	9	0.0%	0	0	--
\$1,000,000 to \$1,999,999	5	6	+20.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>382</b>	<b>337</b>	<b>-11.8%</b>	<b>11</b>	<b>6</b>	<b>-45.5%</b>

### Year to Date

By Price Range	Single Family			Condo		
	3-2017	3-2018	Change	3-2017	3-2018	Change
\$99,999 and Below	119	56	-52.9%	1	0	-100.0%
\$100,000 to \$199,999	118	63	-46.6%	4	2	-50.0%
\$200,000 to \$299,999	98	94	-4.1%	4	1	-75.0%
\$300,000 to \$399,999	54	62	+14.8%	3	3	0.0%
\$400,000 to \$499,999	19	20	+5.3%	0	0	--
\$500,000 to \$699,999	16	26	+62.5%	0	0	--
\$700,000 to \$999,999	8	9	+12.5%	0	0	--
\$1,000,000 to \$1,999,999	7	6	-14.3%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>440</b>	<b>337</b>	<b>-23.4%</b>	<b>12</b>	<b>6</b>	<b>-50.0%</b>

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.