

Local Market Update for March 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

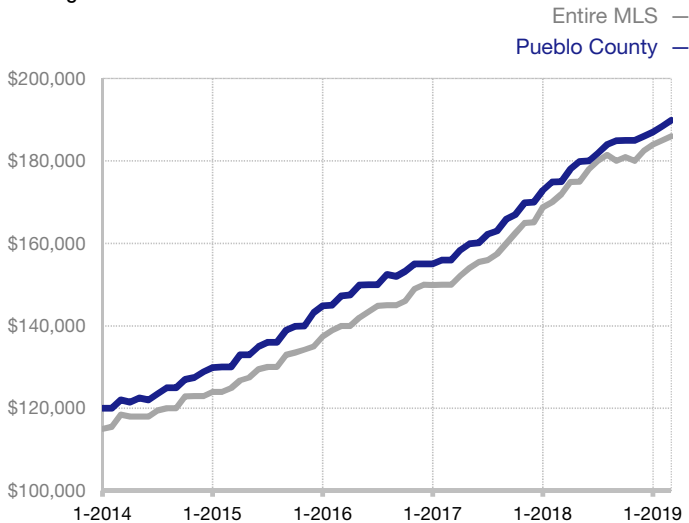
Single Family Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	298	277	- 7.0%	788	725	- 8.0%
Sold Listings	227	180	- 20.7%	588	481	- 18.2%
Median Sales Price*	\$182,500	\$200,000	+ 9.6%	\$181,750	\$200,000	+ 10.0%
Average Sales Price*	\$186,875	\$204,312	+ 9.3%	\$184,967	\$208,158	+ 12.5%
Percent of List Price Received*	99.0%	98.4%	- 0.6%	98.2%	98.3%	+ 0.1%
Days on Market Until Sale	77	81	+ 5.2%	79	85	+ 7.6%
Inventory of Homes for Sale	384	343	- 10.7%	--	--	--
Months Supply of Inventory	1.6	1.6	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.

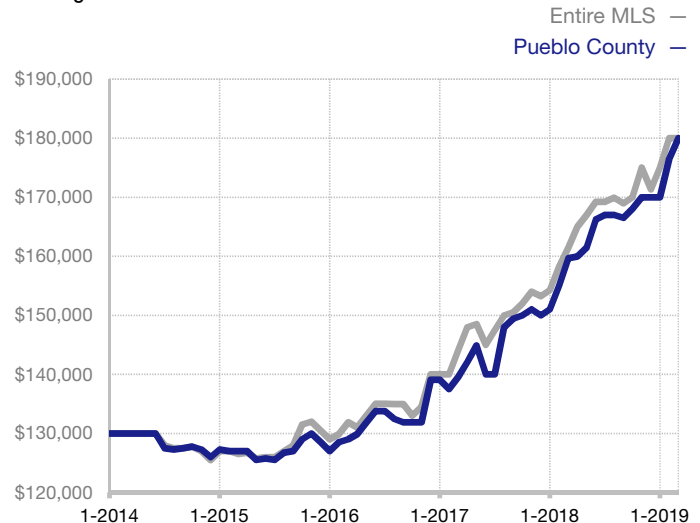
Townhouse-Condo Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	6	7	+ 16.7%	18	27	+ 50.0%
Sold Listings	5	8	+ 60.0%	16	23	+ 43.8%
Median Sales Price*	\$185,000	\$212,000	+ 14.6%	\$164,450	\$192,000	+ 16.8%
Average Sales Price*	\$208,380	\$194,500	- 6.7%	\$182,944	\$192,613	+ 5.3%
Percent of List Price Received*	97.8%	95.9%	- 1.9%	98.5%	97.6%	- 0.9%
Days on Market Until Sale	81	81	0.0%	77	94	+ 22.1%
Inventory of Homes for Sale	8	18	+ 125.0%	--	--	--
Months Supply of Inventory	1.0	2.1	+ 110.0%	--	--	--

* 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



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Arkansas Valley/Otero County

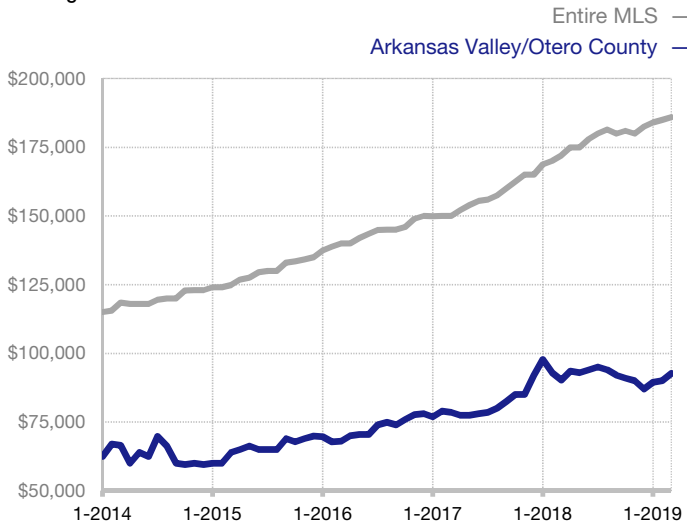
Single Family	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
Key Metrics						
New Listings	28	30	+ 7.1%	82	101	+ 23.2%
Sold Listings	31	30	- 3.2%	64	68	+ 6.3%
Median Sales Price*	\$79,500	\$113,700	+ 43.0%	\$77,000	\$99,500	+ 29.2%
Average Sales Price*	\$85,293	\$117,160	+ 37.4%	\$89,917	\$116,402	+ 29.5%
Percent of List Price Received*	93.4%	94.1%	+ 0.7%	95.2%	94.1%	- 1.2%
Days on Market Until Sale	137	93	- 32.1%	133	96	- 27.8%
Inventory of Homes for Sale	88	91	+ 3.4%	--	--	--
Months Supply of Inventory	3.4	3.5	+ 2.9%	--	--	--

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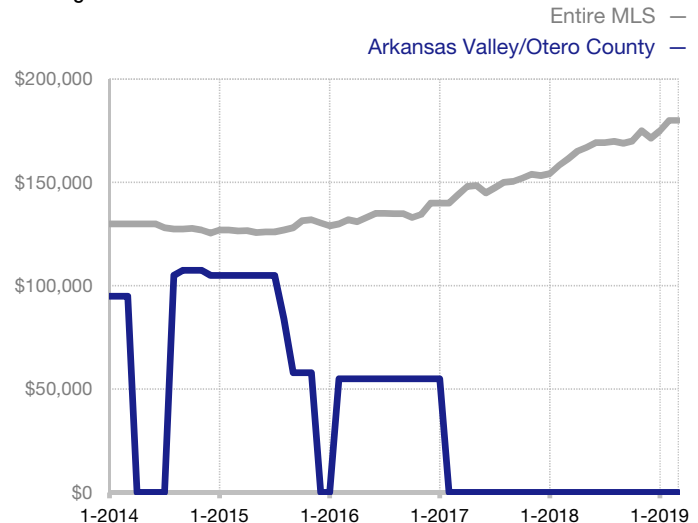
Townhouse-Condo	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



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Fowler

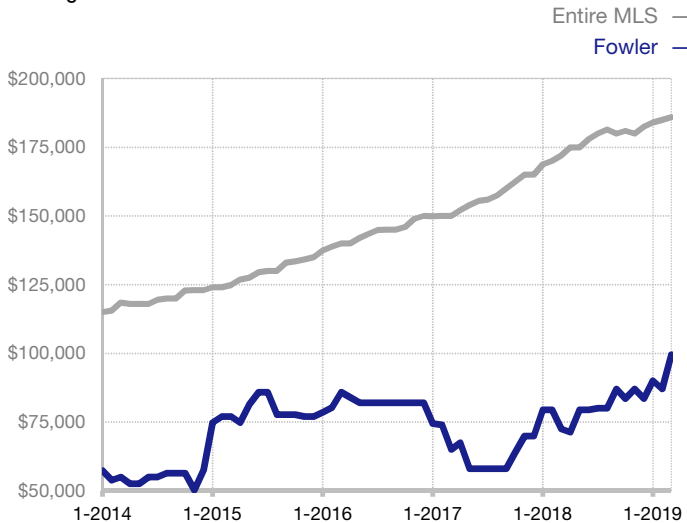
Single Family	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
Key Metrics						
New Listings	3	4	+ 33.3%	7	9	+ 28.6%
Sold Listings	4	4	0.0%	6	11	+ 83.3%
Median Sales Price*	\$63,750	\$170,000	+ 166.7%	\$69,250	\$99,500	+ 43.7%
Average Sales Price*	\$65,125	\$207,200	+ 218.2%	\$67,750	\$127,053	+ 87.5%
Percent of List Price Received*	94.0%	98.4%	+ 4.7%	100.5%	98.8%	- 1.7%
Days on Market Until Sale	68	97	+ 42.6%	76	86	+ 13.2%
Inventory of Homes for Sale	8	3	- 62.5%	--	--	--
Months Supply of Inventory	3.4	0.8	- 76.5%	--	--	--

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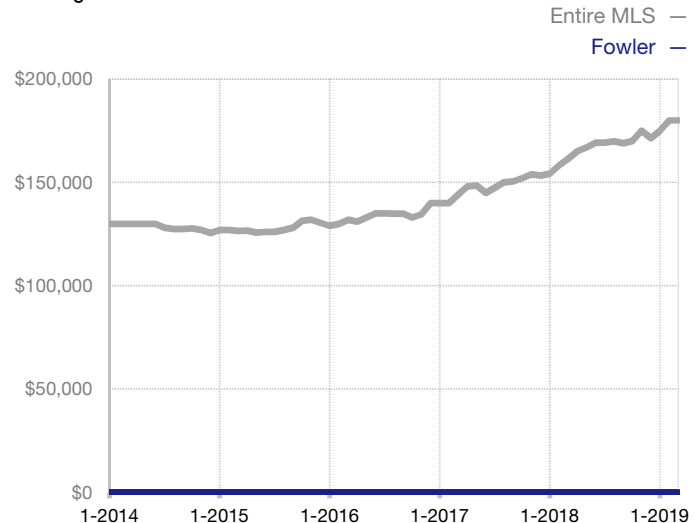
Townhouse-Condo	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
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Huerfano County

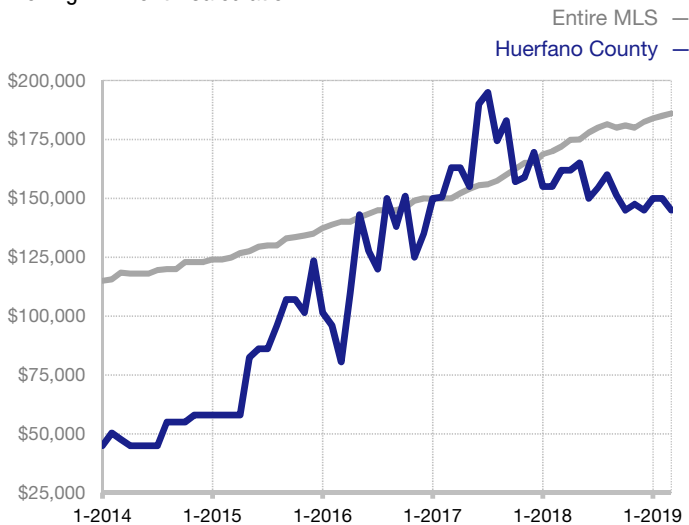
Single Family Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	21	6	- 71.4%	31	20	- 35.5%
Sold Listings	12	10	- 16.7%	21	20	- 4.8%
Median Sales Price*	\$262,500	\$158,250	- 39.7%	\$170,000	\$152,500	- 10.3%
Average Sales Price*	\$340,000	\$189,820	- 44.2%	\$248,905	\$193,010	- 22.5%
Percent of List Price Received*	94.6%	92.7%	- 2.0%	94.0%	95.3%	+ 1.4%
Days on Market Until Sale	288	227	- 21.2%	218	228	+ 4.6%
Inventory of Homes for Sale	62	52	- 16.1%	--	--	--
Months Supply of Inventory	14.3	7.7	- 46.2%	--	--	--

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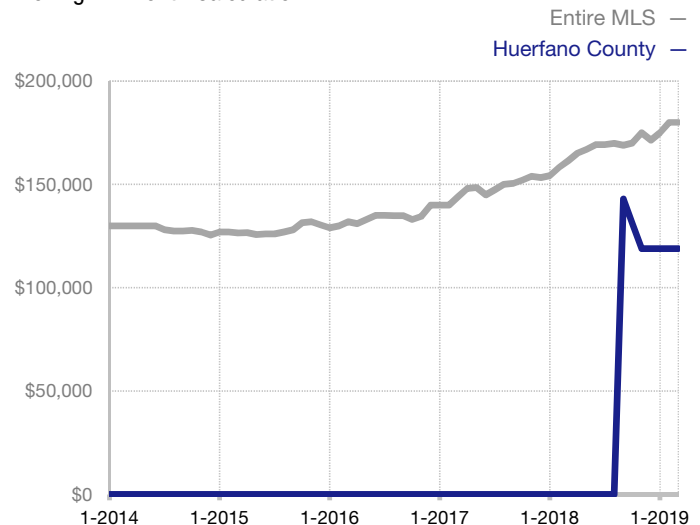
Townhouse-Condo Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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La Junta

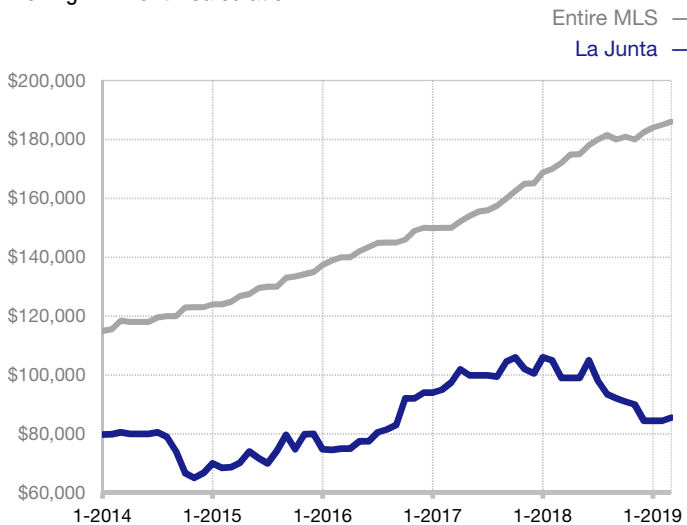
Single Family Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	10	10	0.0%	25	19	- 24.0%
Sold Listings	9	9	0.0%	16	17	+ 6.3%
Median Sales Price*	\$76,000	\$135,000	+ 77.6%	\$80,450	\$138,398	+ 72.0%
Average Sales Price*	\$84,711	\$116,022	+ 37.0%	\$91,041	\$120,006	+ 31.8%
Percent of List Price Received*	93.5%	92.6%	- 1.0%	96.2%	95.0%	- 1.2%
Days on Market Until Sale	121	99	- 18.2%	134	114	- 14.9%
Inventory of Homes for Sale	17	20	+ 17.6%	--	--	--
Months Supply of Inventory	2.5	3.0	+ 20.0%	--	--	--

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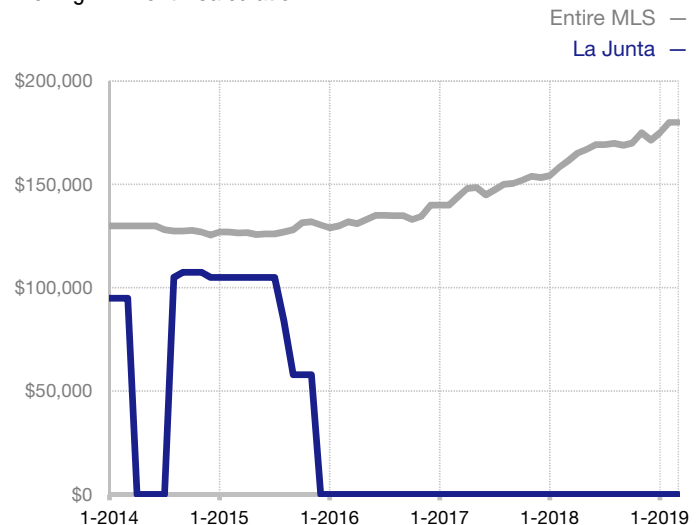
Townhouse-Condo Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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Local Market Update for March 2019

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Lamar

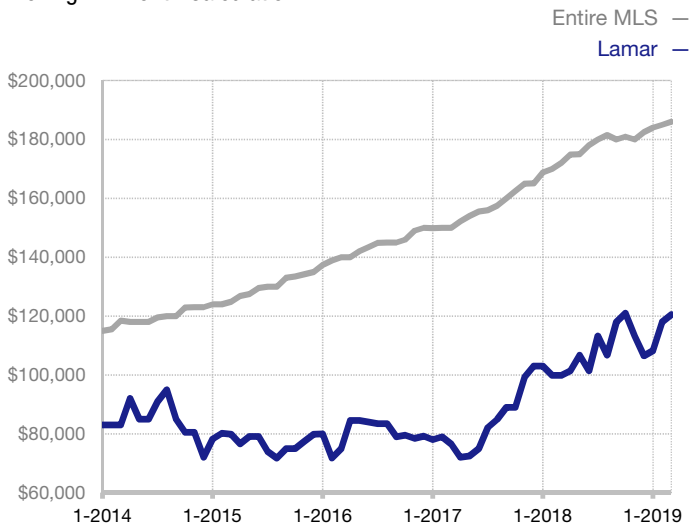
Single Family	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
Key Metrics						
New Listings	3	5	+ 66.7%	9	14	+ 55.6%
Sold Listings	4	1	- 75.0%	10	8	- 20.0%
Median Sales Price*	\$101,250	\$220,000	+ 117.3%	\$76,000	\$184,250	+ 142.4%
Average Sales Price*	\$99,750	\$220,000	+ 120.6%	\$86,200	\$153,000	+ 77.5%
Percent of List Price Received*	91.0%	96.5%	+ 6.0%	95.2%	93.9%	- 1.4%
Days on Market Until Sale	164	142	- 13.4%	123	82	- 33.3%
Inventory of Homes for Sale	5	12	+ 140.0%	--	--	--
Months Supply of Inventory	1.2	3.3	+ 175.0%	--	--	--

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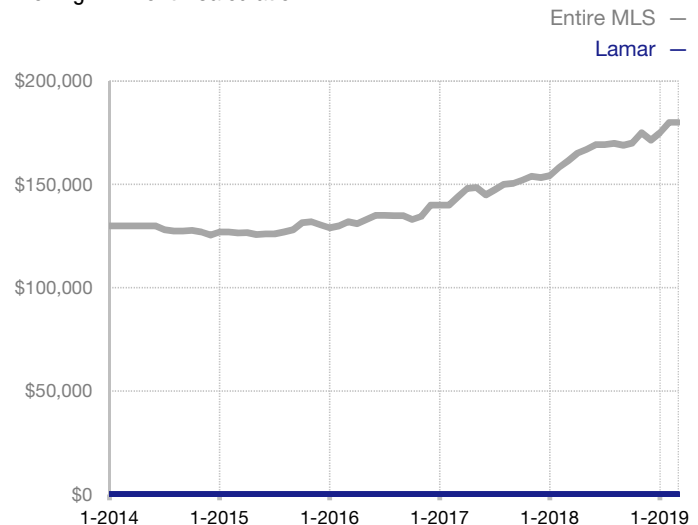
Townhouse-Condo	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Las Animas

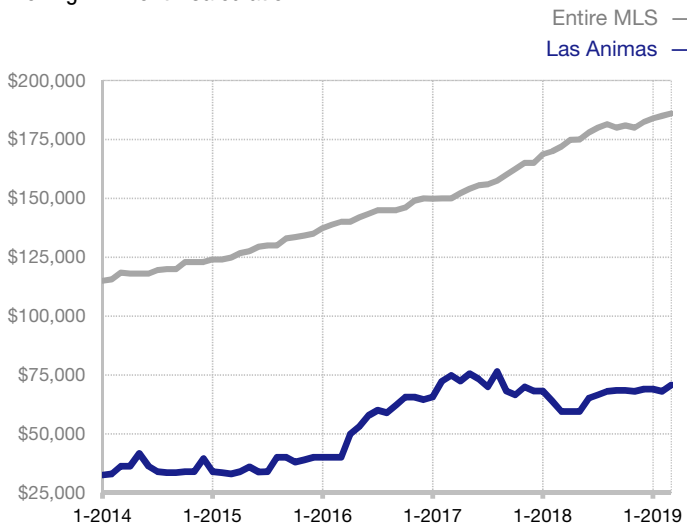
Single Family	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
Key Metrics						
New Listings	2	4	+ 100.0%	6	11	+ 83.3%
Sold Listings	4	3	- 25.0%	4	7	+ 75.0%
Median Sales Price*	\$54,000	\$104,900	+ 94.3%	\$54,000	\$67,500	+ 25.0%
Average Sales Price*	\$58,375	\$91,800	+ 57.3%	\$58,375	\$75,986	+ 30.2%
Percent of List Price Received*	86.8%	97.9%	+ 12.8%	86.8%	95.7%	+ 10.3%
Days on Market Until Sale	116	58	- 50.0%	116	84	- 27.6%
Inventory of Homes for Sale	9	10	+ 11.1%	--	--	--
Months Supply of Inventory	3.0	3.8	+ 26.7%	--	--	--

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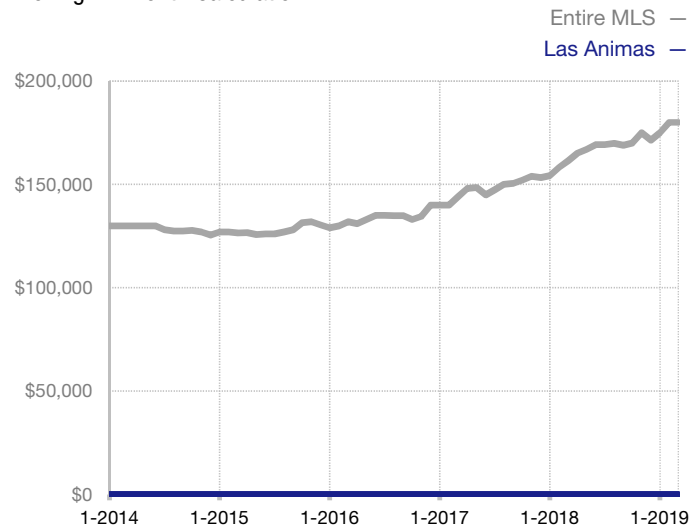
Townhouse-Condo	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Manzanola

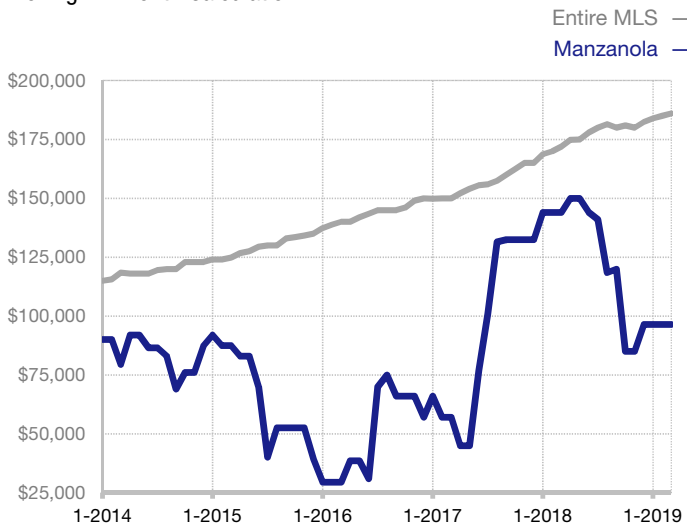
Single Family Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	0	2	--	2	6	+ 200.0%
Sold Listings	0	4	--	1	5	+ 400.0%
Median Sales Price*	\$0	\$92,450	--	\$217,000	\$114,900	- 47.1%
Average Sales Price*	\$0	\$119,825	--	\$217,000	\$139,860	- 35.5%
Percent of List Price Received*	0.0%	90.8%	--	120.6%	92.2%	- 23.5%
Days on Market Until Sale	0	103	--	204	116	- 43.1%
Inventory of Homes for Sale	2	5	+ 150.0%	--	--	--
Months Supply of Inventory	1.0	2.5	+ 150.0%	--	--	--

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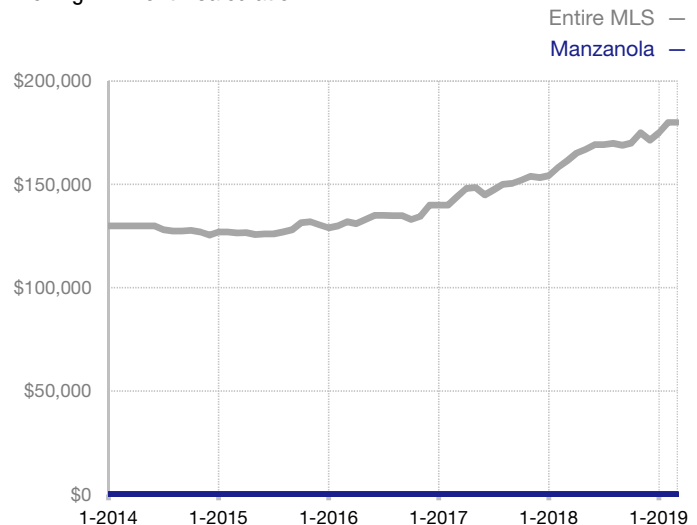
Townhouse-Condo Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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Rocky Ford

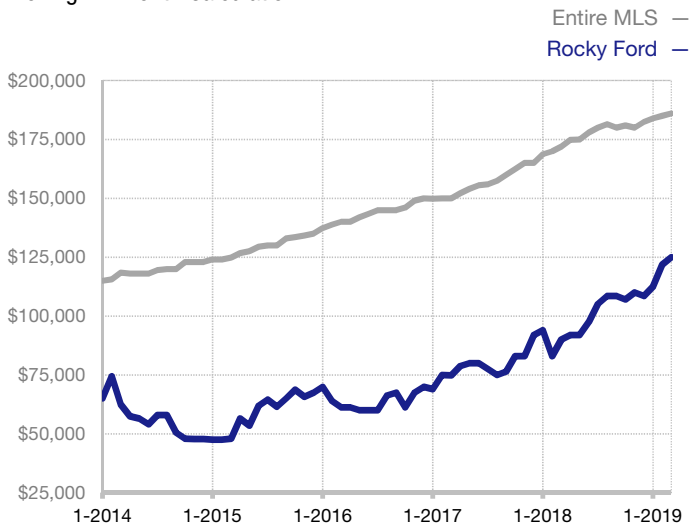
Single Family Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	2	2	0.0%	13	21	+ 61.5%
Sold Listings	6	3	- 50.0%	16	7	- 56.3%
Median Sales Price*	\$79,984	\$80,000	+ 0.0%	\$72,000	\$125,000	+ 73.6%
Average Sales Price*	\$84,111	\$72,369	- 14.0%	\$82,042	\$115,301	+ 40.5%
Percent of List Price Received*	92.6%	101.0%	+ 9.1%	91.2%	96.9%	+ 6.3%
Days on Market Until Sale	154	69	- 55.2%	141	59	- 58.2%
Inventory of Homes for Sale	13	14	+ 7.7%	--	--	--
Months Supply of Inventory	2.9	4.3	+ 48.3%	--	--	--

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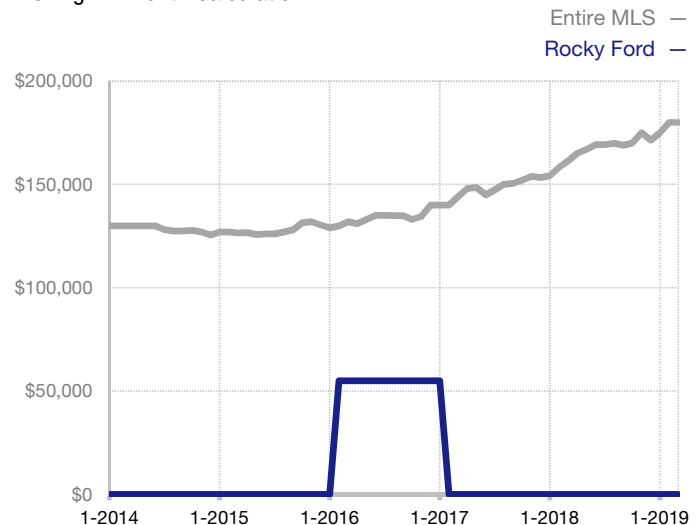
Townhouse-Condo Key Metrics	March			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 03-2018	Thru 03-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Monthly Indicators



March 2019

Percent changes calculated using year-over-year comparisons.

New Listings were down 9.1 percent for single family homes but increased 33.3 percent for townhouse-condo properties. Pending Sales increased 5.0 percent for single family homes and 33.3 percent for townhouse-condo properties.

The Median Sales Price was up 9.6 percent to \$200,000 for single family homes and 14.6 percent to \$212,000 for townhouse-condo properties. Days on Market increased 11.7 percent for single family homes but remained flat for townhouse-condo properties.

The Federal Reserve recently announced that no further interest rate hikes are planned for 2019. Given the fact that the federal funds rate has increased nine times over the past three years, this was welcome news for U.S. consumers, which carry an approximate average of \$6,000 in revolving credit card debt per household. Fed actions also tend to affect mortgage rates, so the pause in rate hikes was also welcome news to the residential real estate industry.

Activity Snapshot

- 18.6%	+ 9.6%	- 3.5%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties

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

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Single Family Market Overview

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



Key Metrics	Historical Sparkbars	3-2018	3-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		307	279	- 9.1%	806	740	- 8.2%
Pending Sales		278	292	+ 5.0%	699	651	- 6.9%
Sold Listings		232	185	- 20.3%	597	496	- 16.9%
Median Sales Price		\$182,500	\$200,000	+ 9.6%	\$180,000	\$200,000	+ 11.1%
Avg. Sales Price		\$187,558	\$203,355	+ 8.4%	\$184,521	\$207,278	+ 12.3%
Pct. of List Price Received		98.9%	98.1%	- 0.8%	98.1%	98.1%	0.0%
Days on Market		77	86	+ 11.7%	79	88	+ 11.4%
Affordability Index		188	174	- 7.4%	191	174	- 8.9%
Active Listings		396	372	- 6.1%	--	--	--
Months Supply		1.7	1.7	0.0%	--	--	--

Townhouse-Condo Market Overview

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

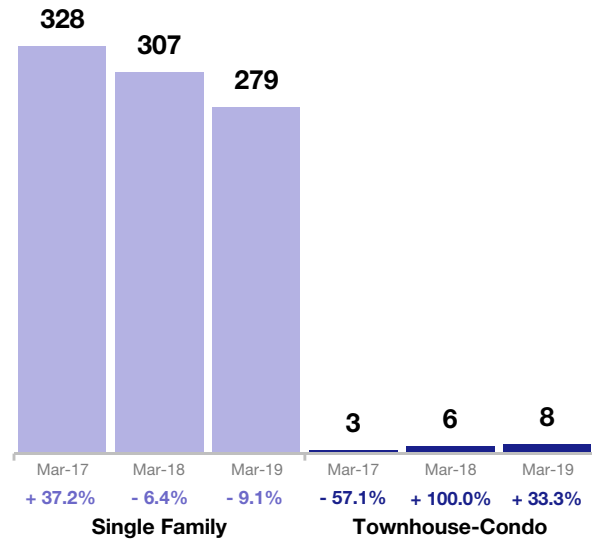


Key Metrics	Historical Sparkbars	3-2018	3-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		6	8	+ 33.3%	18	28	+ 55.6%
Pending Sales		9	12	+ 33.3%	20	31	+ 55.0%
Sold Listings		5	8	+ 60.0%	16	24	+ 50.0%
Median Sales Price		\$185,000	\$212,000	+ 14.6%	\$164,450	\$190,000	+ 15.5%
Avg. Sales Price		\$208,380	\$194,500	- 6.7%	\$182,944	\$192,088	+ 5.0%
Pct. of List Price Received		97.8%	95.9%	- 1.9%	98.5%	97.4%	- 1.1%
Days on Market		81	81	0.0%	77	92	+ 19.5%
Affordability Index		186	164	- 11.8%	209	183	- 12.4%
Active Listings		8	18	+ 125.0%	--	--	--
Months Supply		1.0	2.0	+ 100.0%	--	--	--

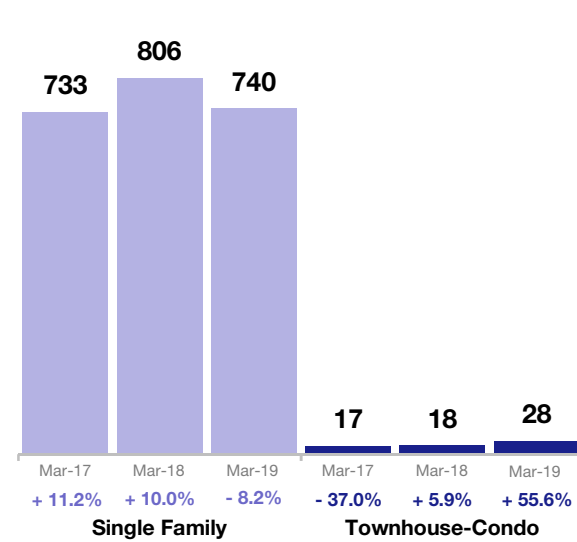
New Listings



March

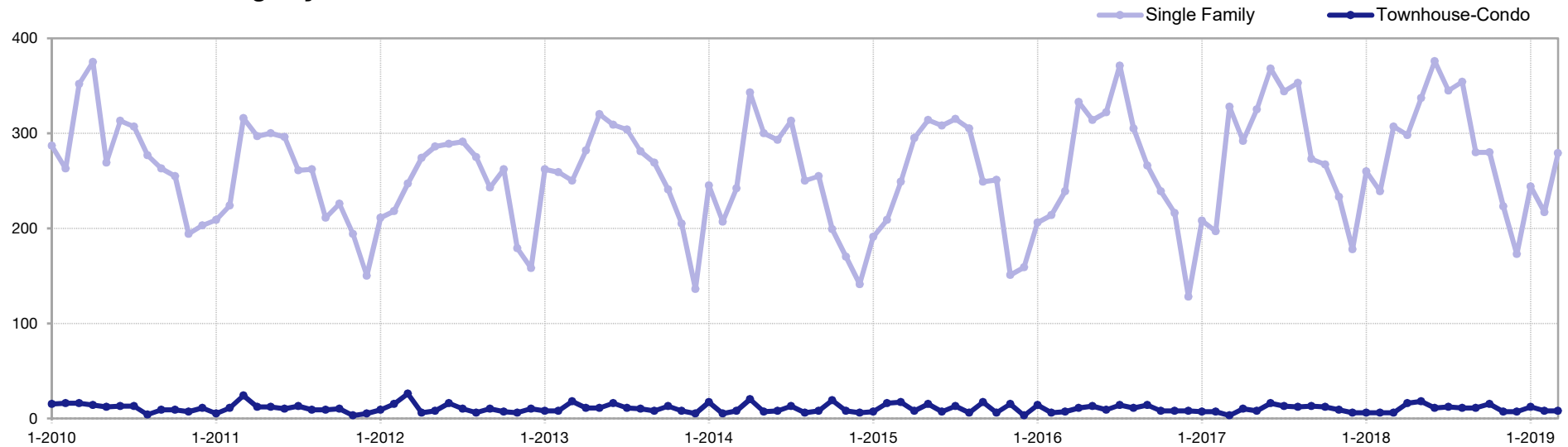


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2018	298	+2.1%	16	+60.0%
May-2018	337	+3.7%	18	+125.0%
Jun-2018	376	+2.2%	11	-31.3%
Jul-2018	345	+0.3%	12	-7.7%
Aug-2018	354	+0.3%	11	-8.3%
Sep-2018	280	+2.6%	11	-15.4%
Oct-2018	280	+4.9%	15	+25.0%
Nov-2018	223	-4.3%	7	-22.2%
Dec-2018	173	-2.8%	7	+16.7%
Jan-2019	244	-6.2%	12	+100.0%
Feb-2019	217	-9.2%	8	+33.3%
Mar-2019	279	-9.1%	8	+33.3%

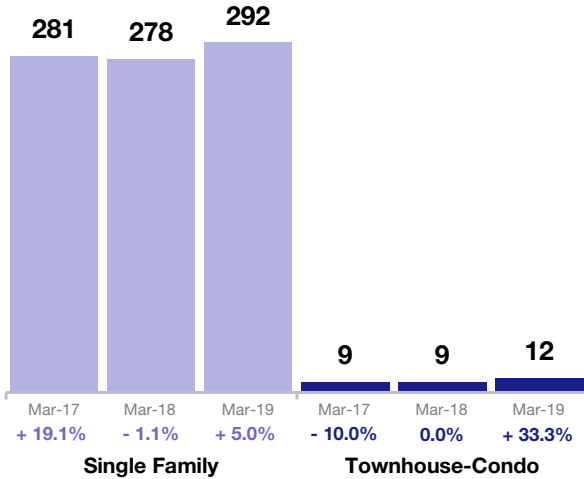
Historical New Listings by Month



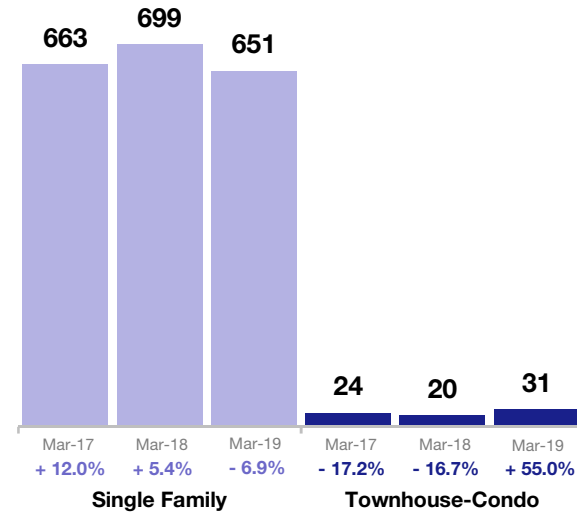
Pending Sales



March

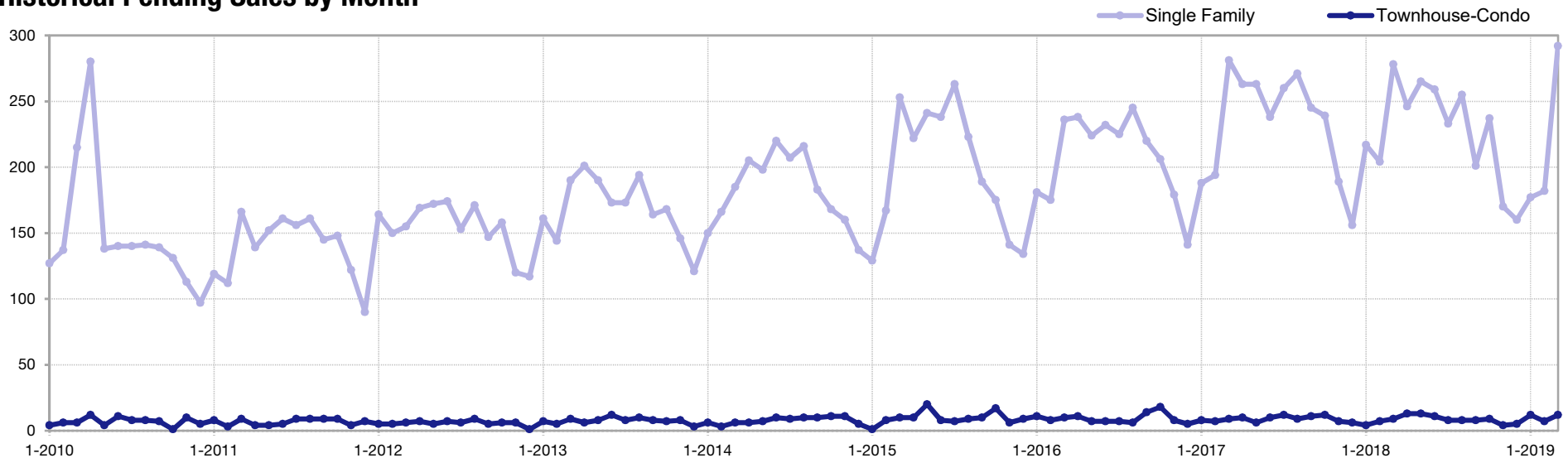


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2018	246	-6.5%	13	+30.0%
May-2018	265	+0.8%	13	+116.7%
Jun-2018	259	+8.8%	11	+10.0%
Jul-2018	233	-10.4%	8	-33.3%
Aug-2018	255	-5.9%	8	-11.1%
Sep-2018	201	-18.0%	8	-27.3%
Oct-2018	237	-0.8%	9	-25.0%
Nov-2018	170	-10.1%	4	-42.9%
Dec-2018	160	+2.6%	5	-16.7%
Jan-2019	177	-18.4%	12	+200.0%
Feb-2019	182	-10.8%	7	0.0%
Mar-2019	292	+5.0%	12	+33.3%

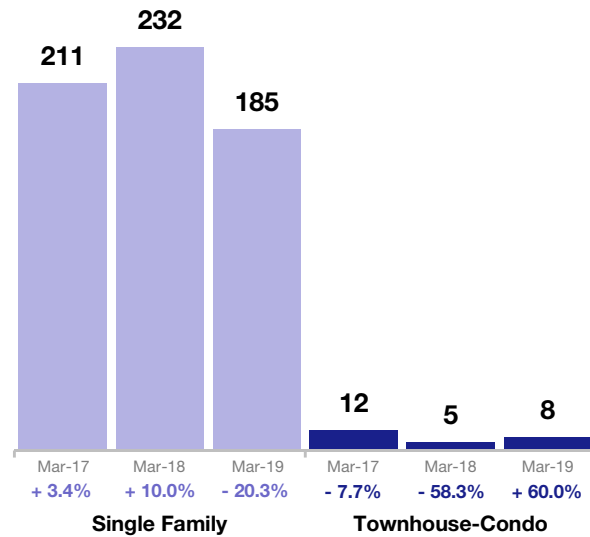
Historical Pending Sales by Month



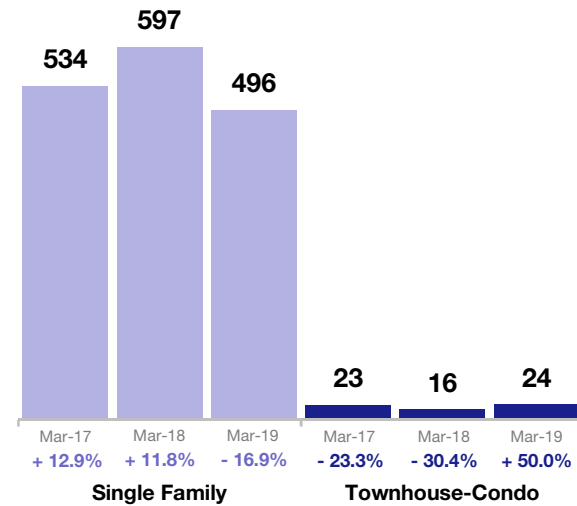
Sold Listings



March

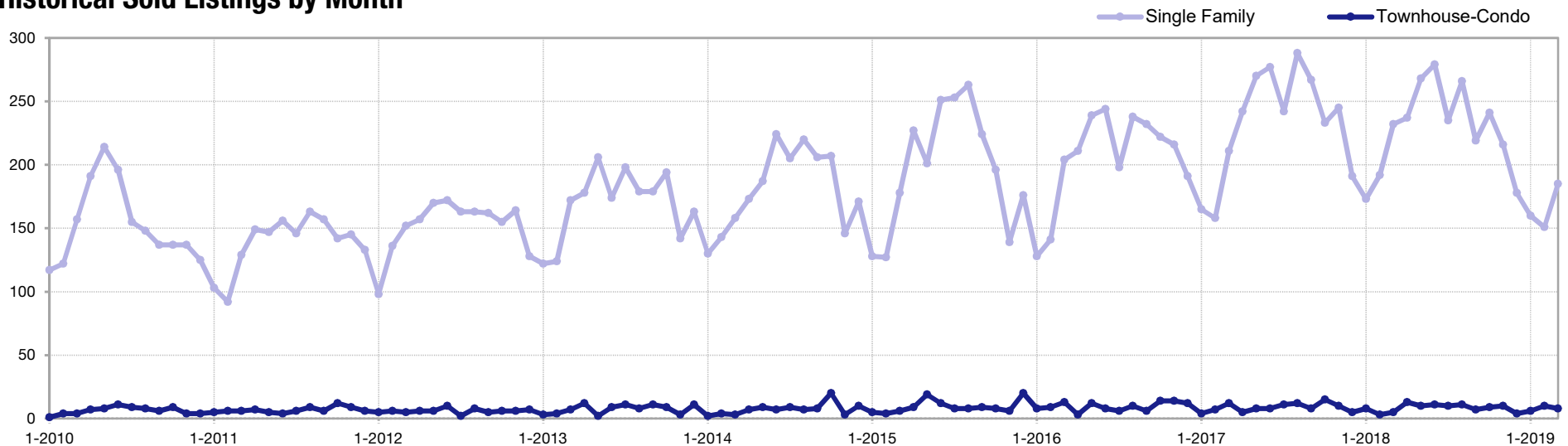


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2018	237	-2.1%	13	+160.0%
May-2018	268	-0.7%	10	+25.0%
Jun-2018	279	+0.7%	11	+37.5%
Jul-2018	235	-2.9%	10	-9.1%
Aug-2018	266	-7.6%	11	-8.3%
Sep-2018	219	-18.0%	7	-12.5%
Oct-2018	241	+3.4%	9	-40.0%
Nov-2018	216	-11.8%	10	0.0%
Dec-2018	178	-6.8%	4	-20.0%
Jan-2019	160	-7.5%	6	-25.0%
Feb-2019	151	-21.4%	10	+233.3%
Mar-2019	185	-20.3%	8	+60.0%

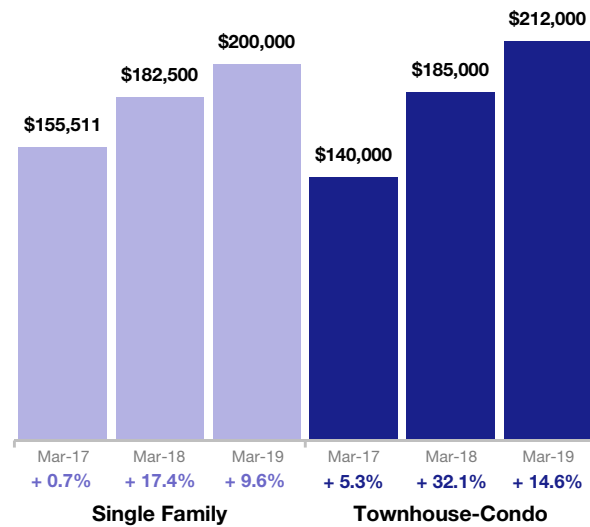
Historical Sold Listings by Month



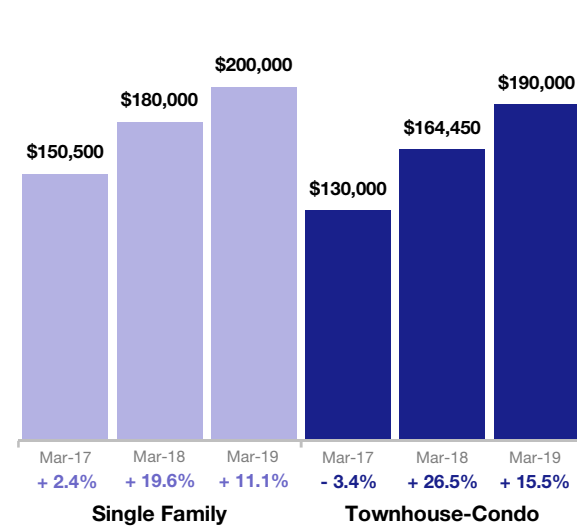
Median Sales Price



March

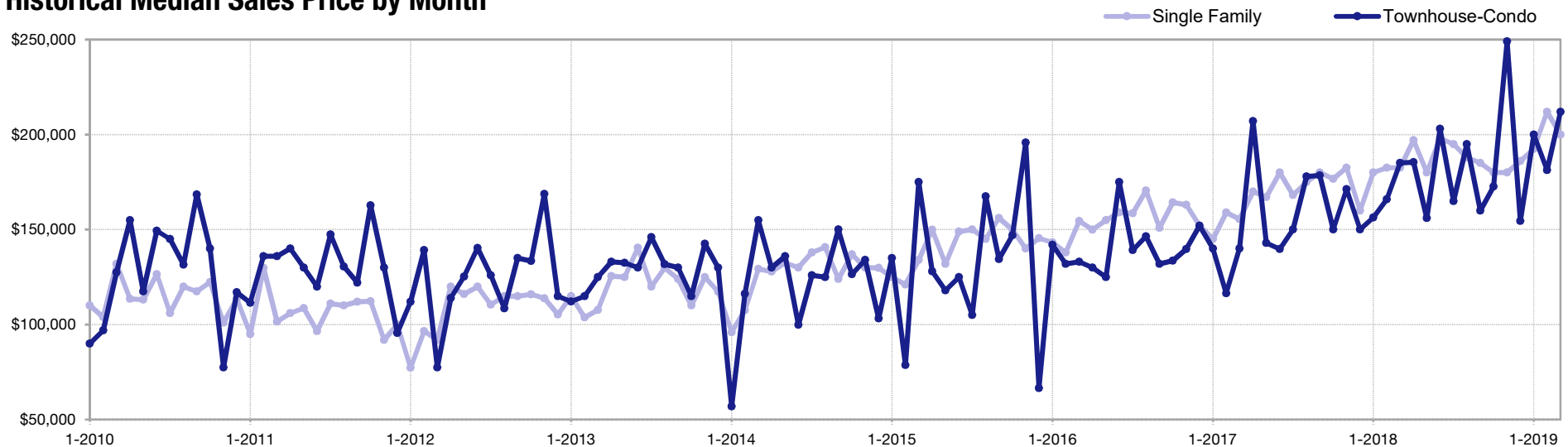


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-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	\$180,000	+1.8%	\$172,700	+15.1%
Nov-2018	\$180,000	-1.4%	\$249,000	+45.4%
Dec-2018	\$186,000	+16.3%	\$154,450	+3.0%
Jan-2019	\$192,500	+6.9%	\$200,000	+27.9%
Feb-2019	\$212,000	+16.2%	\$181,250	+9.2%
Mar-2019	\$200,000	+9.6%	\$212,000	+14.6%

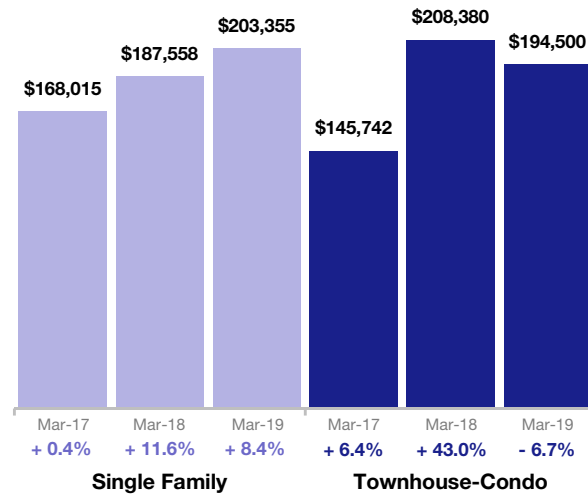
Historical Median Sales Price by Month



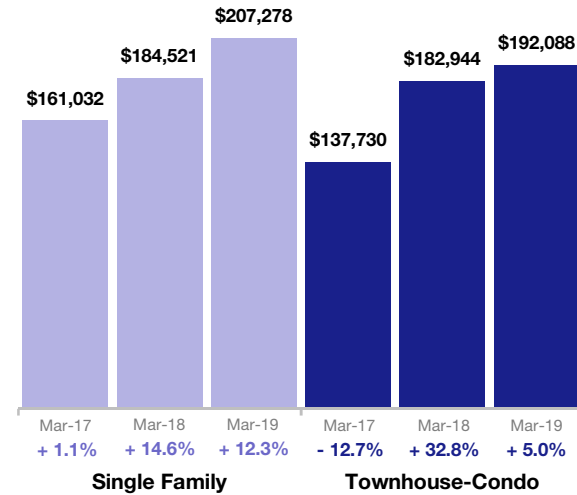
Average Sales Price



March

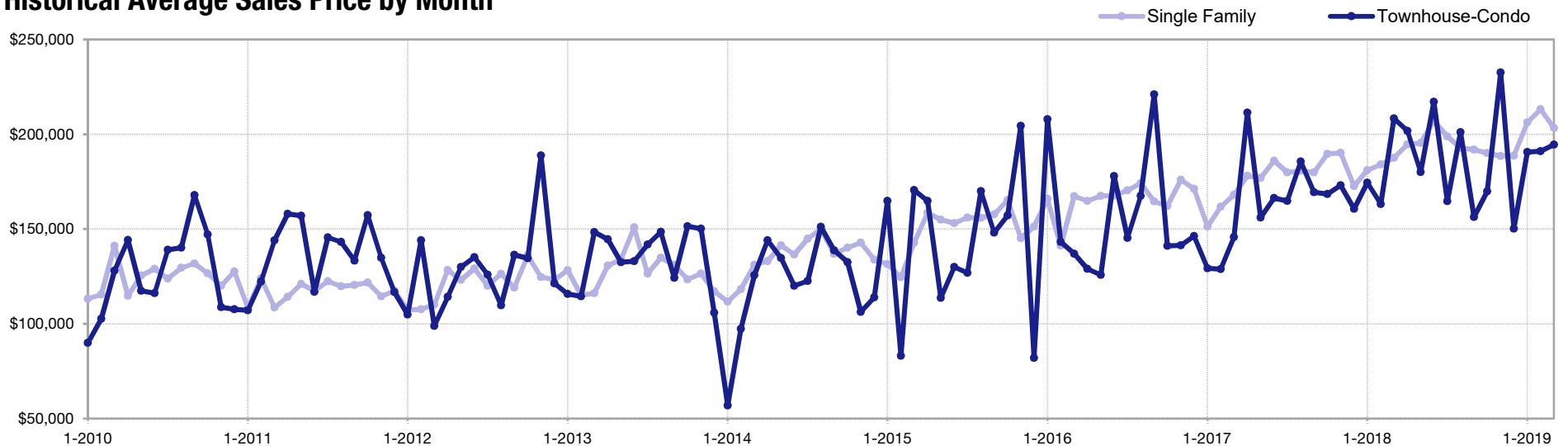


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2018	\$194,720	+9.3%	\$201,754	-4.5%
May-2018	\$195,297	+10.4%	\$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	\$192,856	+6.7%	\$201,027	+8.3%
Sep-2018	\$191,813	+6.7%	\$156,293	-7.8%
Oct-2018	\$190,061	+0.3%	\$169,889	+0.9%
Nov-2018	\$188,482	-0.9%	\$232,540	+34.4%
Dec-2018	\$188,611	+9.3%	\$150,225	-6.5%
Jan-2019	\$206,277	+14.0%	\$190,667	+9.3%
Feb-2019	\$213,145	+15.8%	\$191,010	+17.1%
Mar-2019	\$203,355	+8.4%	\$194,500	-6.7%

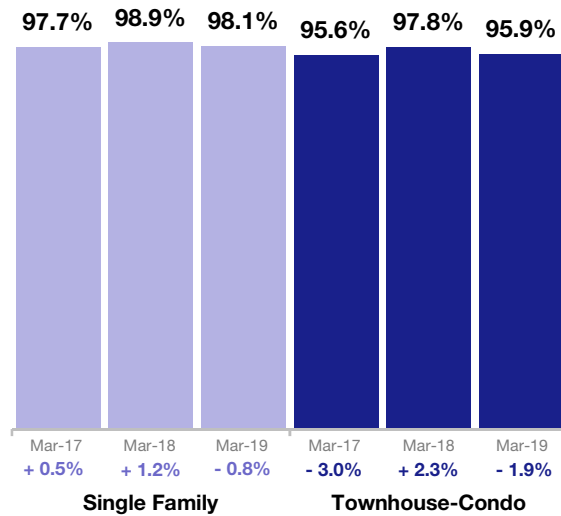
Historical Average Sales Price by Month



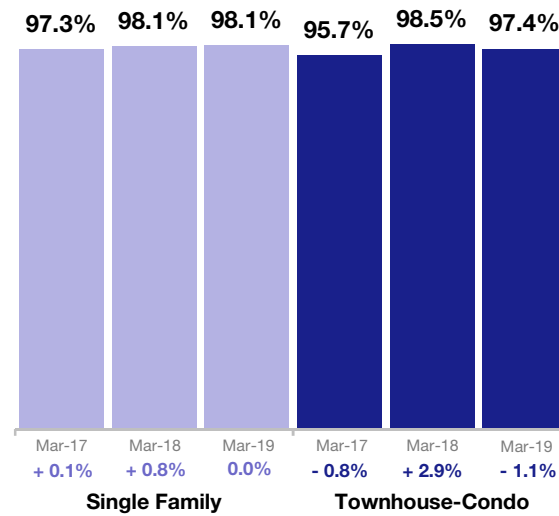
Percent of List Price Received



March

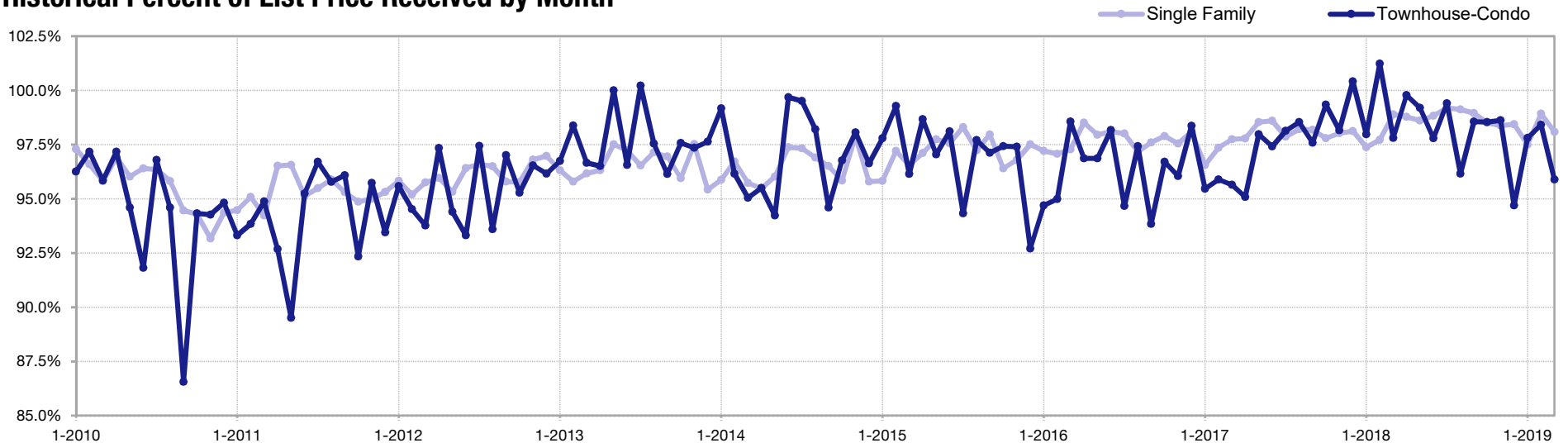


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2018	98.8%	+1.0%	99.8%	+4.9%
May-2018	98.6%	+0.1%	99.2%	+1.2%
Jun-2018	98.8%	+0.2%	97.8%	+0.4%
Jul-2018	99.2%	+1.3%	99.4%	+1.3%
Aug-2018	99.1%	+0.9%	96.2%	-2.3%
Sep-2018	99.0%	+0.8%	98.6%	+1.0%
Oct-2018	98.5%	+0.7%	98.5%	-0.8%
Nov-2018	98.4%	+0.4%	98.6%	+0.4%
Dec-2018	98.4%	+0.3%	94.7%	-5.7%
Jan-2019	97.5%	+0.1%	97.8%	-0.2%
Feb-2019	98.9%	+1.2%	98.4%	-2.8%
Mar-2019	98.1%	-0.8%	95.9%	-1.9%

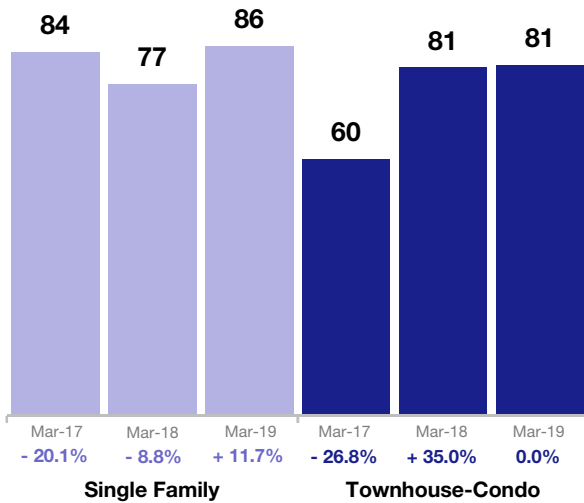
Historical Percent of List Price Received by Month



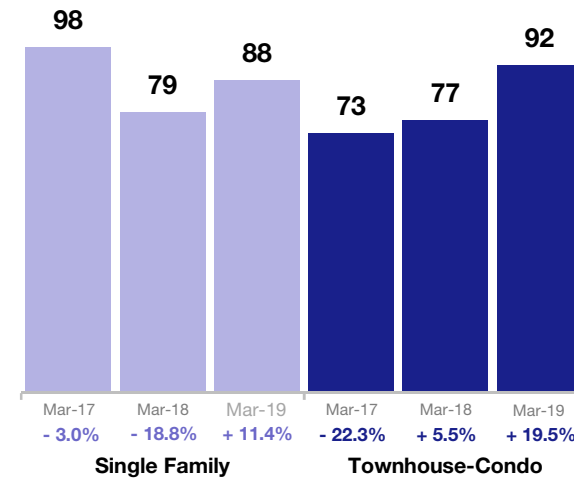
Days on Market Until Sale



March

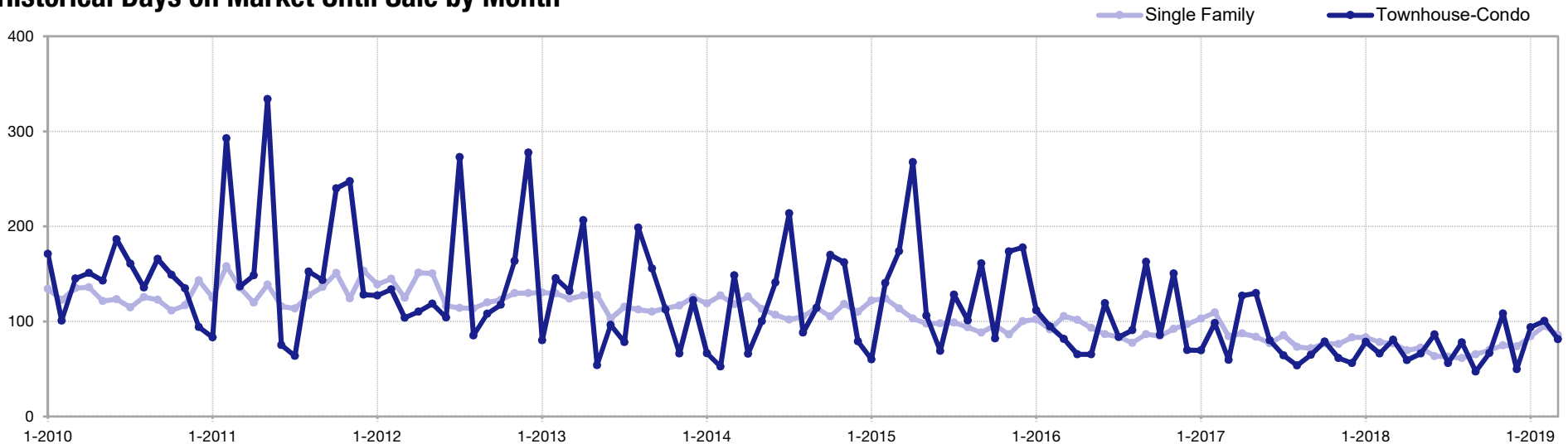


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-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%
Jan-2019	85	+2.4%	94	+19.0%
Feb-2019	95	+21.8%	101	+53.0%
Mar-2019	86	+11.7%	81	0.0%

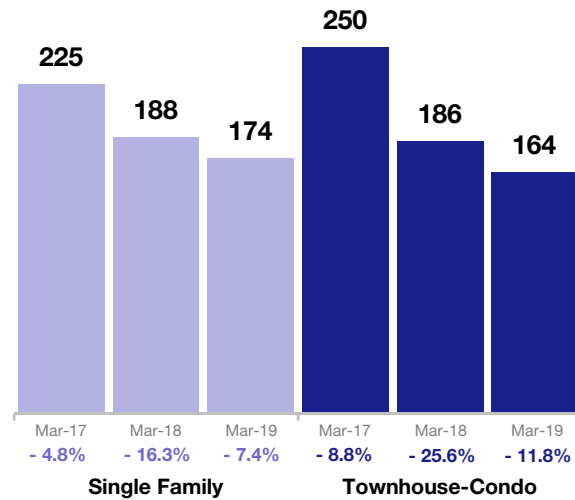
Historical Days on Market Until Sale by Month



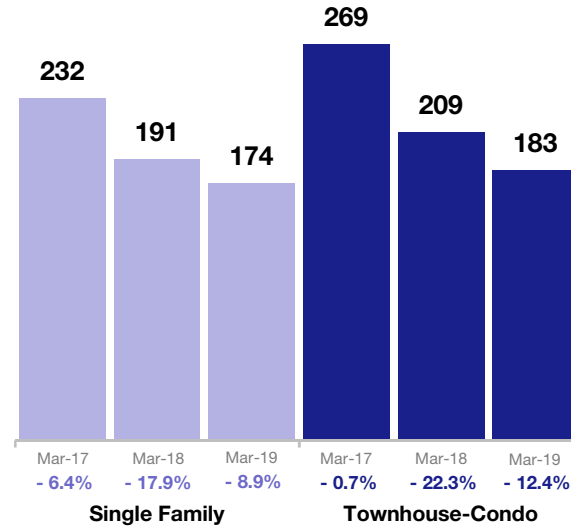
Housing Affordability Index



March

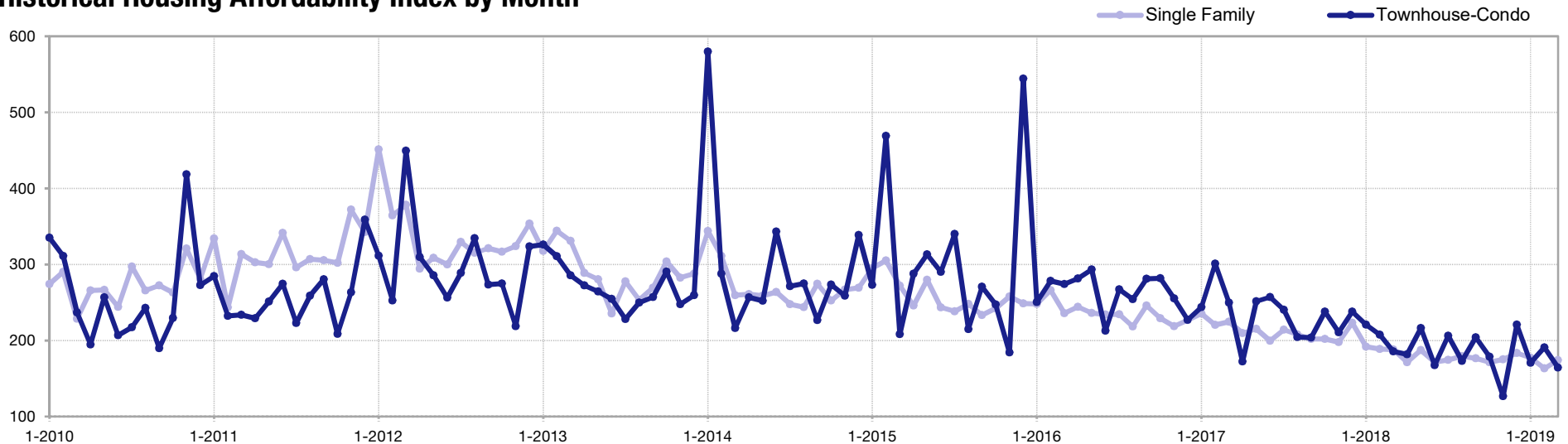


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-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	171	-15.3%	179	-24.8%
Nov-2018	175	-11.6%	127	-39.8%
Dec-2018	183	-17.9%	221	-7.1%
Jan-2019	177	-7.8%	171	-22.6%
Feb-2019	163	-13.8%	191	-8.2%
Mar-2019	174	-7.4%	164	-11.8%

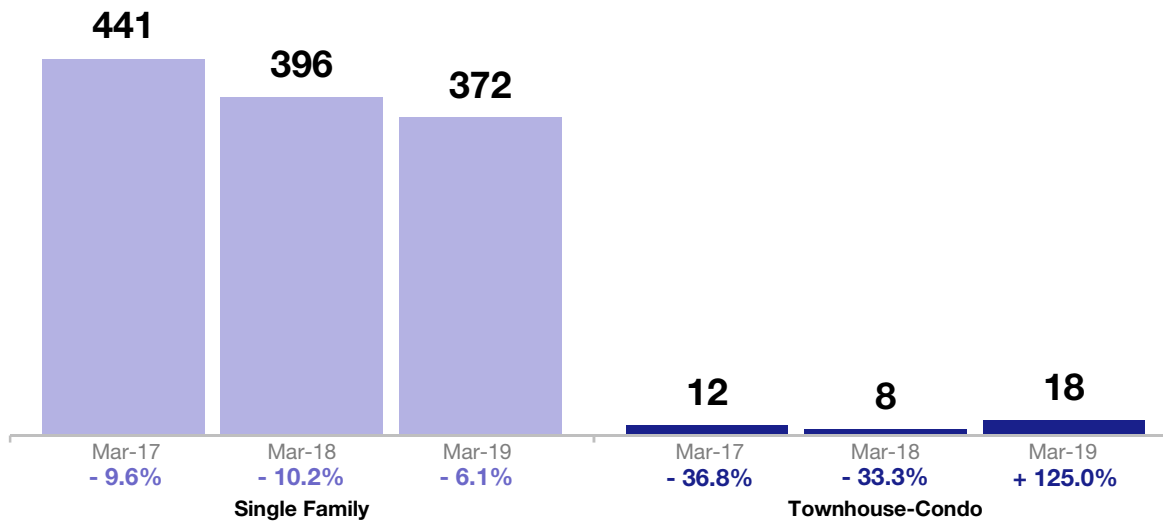
Historical Housing Affordability Index by Month



Inventory of Active Listings

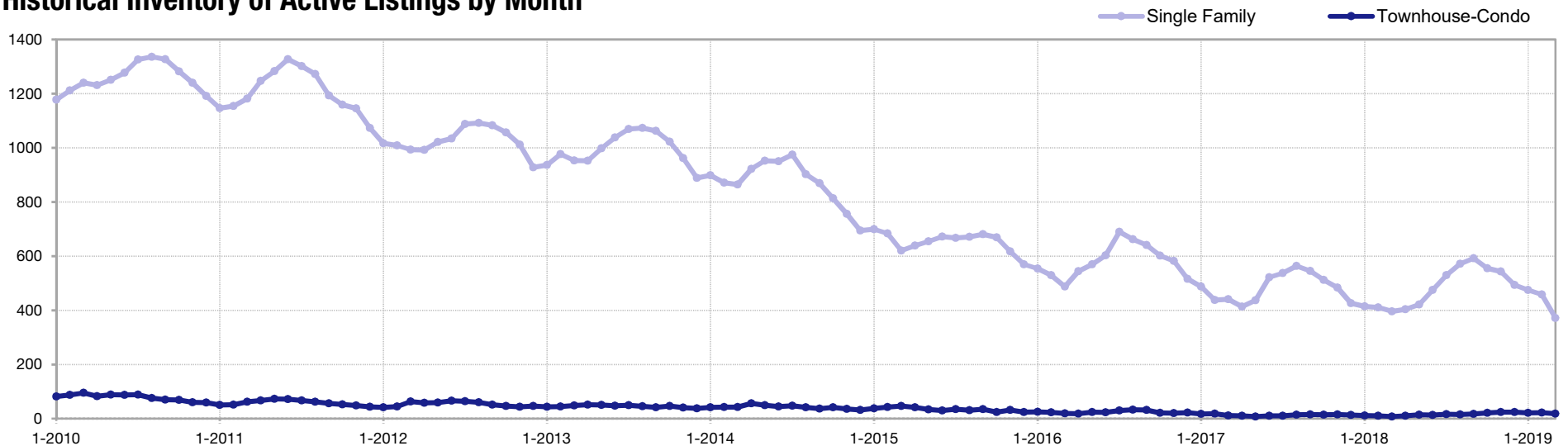


March



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2018	404	-2.4%	11	0.0%
May-2018	421	-3.7%	14	+75.0%
Jun-2018	475	-9.0%	13	+18.2%
Jul-2018	530	-1.3%	16	+45.5%
Aug-2018	572	+1.4%	15	+7.1%
Sep-2018	592	+8.6%	17	+13.3%
Oct-2018	555	+8.4%	21	+50.0%
Nov-2018	543	+12.2%	24	+60.0%
Dec-2018	494	+16.0%	24	+84.6%
Jan-2019	475	+14.5%	21	+75.0%
Feb-2019	458	+11.4%	22	+100.0%
Mar-2019	372	-6.1%	18	+125.0%

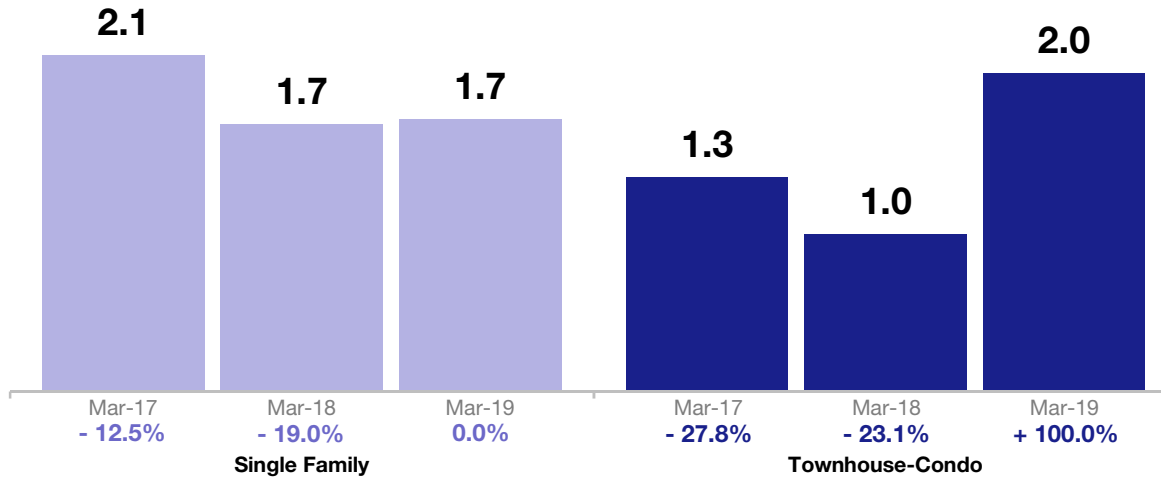
Historical Inventory of Active Listings by Month



Months Supply of Inventory

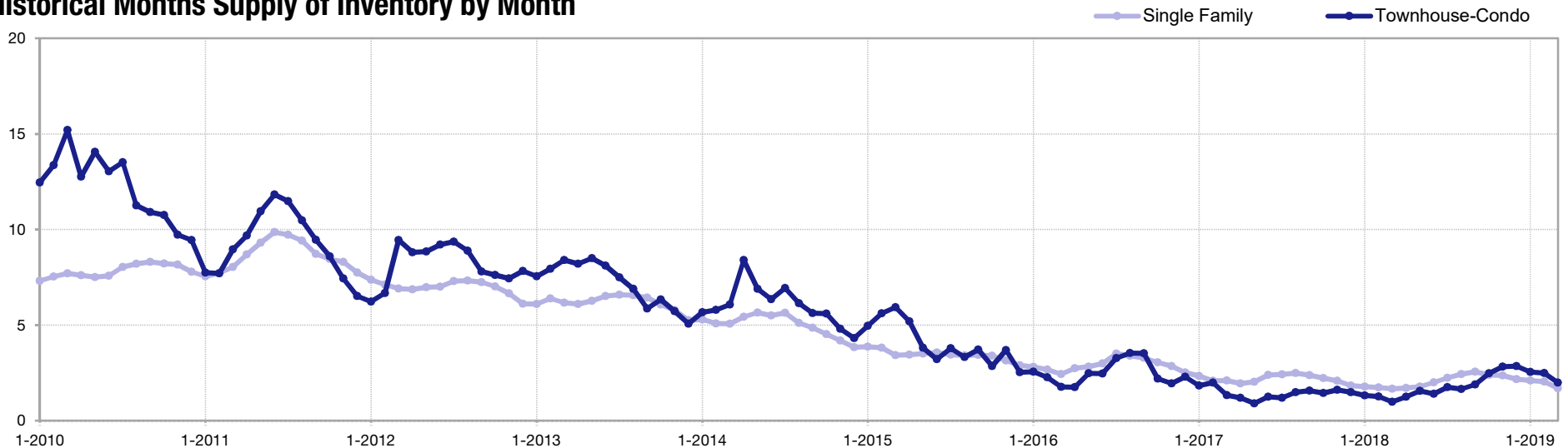


March



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-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	2.4	+9.1%	2.5	+78.6%
Nov-2018	2.4	+14.3%	2.8	+75.0%
Dec-2018	2.2	+22.2%	2.9	+93.3%
Jan-2019	2.1	+16.7%	2.5	+92.3%
Feb-2019	2.0	+17.6%	2.5	+92.3%
Mar-2019	1.7	0.0%	2.0	+100.0%

Historical Months Supply of Inventory by Month



Total Market Overview

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



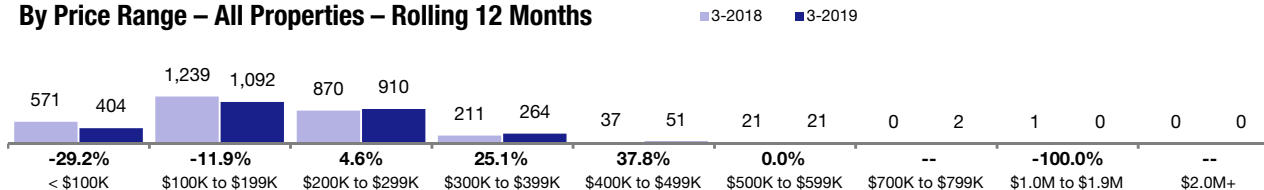
Key Metrics	Historical Sparkbars	3-2018	3-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		313	287	- 8.3%	824	768	- 6.8%
Pending Sales		287	304	+ 5.9%	719	682	- 5.1%
Sold Listings		237	193	- 18.6%	613	520	- 15.2%
Median Sales Price		\$182,500	\$200,000	+ 9.6%	\$180,000	\$200,000	+ 11.1%
Avg. Sales Price		\$187,997	\$202,988	+ 8.0%	\$184,480	\$206,577	+ 12.0%
Pct. of List Price Received		98.9%	98.0%	- 0.9%	98.1%	98.1%	0.0%
Days on Market		77	86	+ 11.7%	79	88	+ 11.4%
Affordability Index		188	174	- 7.4%	191	174	- 8.9%
Active Listings		404	390	- 3.5%	--	--	--
Months Supply		1.6	1.7	+ 6.3%	--	--	--

Sold Listings

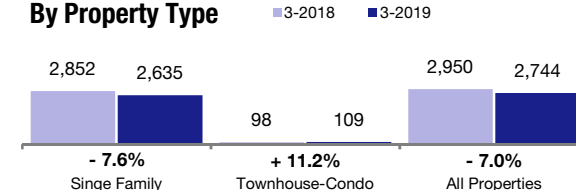
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

Compared to Prior Month

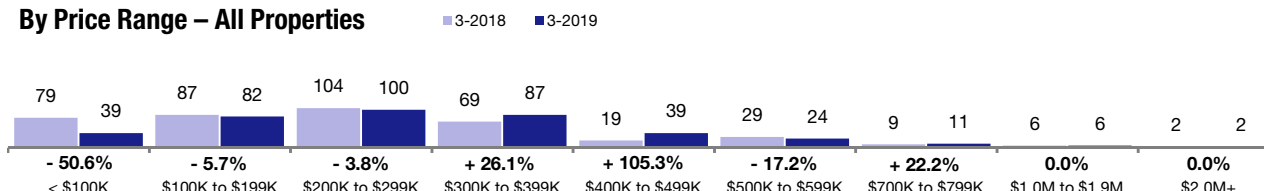
Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	3-2018	3-2019	Change	3-2018	3-2019	Change	2-2019	3-2019	Change	2-2019	3-2019	Change	3-2018	3-2019	Change	3-2018	3-2019	Change
\$99,999 and Below	565	399	-29.4%	6	5	-16.7%	22	27	+22.7%	1	1	0.0%	124	72	-41.9%	0	2	--
\$100,000 to \$199,999	1,170	1,024	-12.5%	69	68	-1.4%	47	65	+38.3%	6	3	-50.0%	227	173	-23.8%	12	12	0.0%
\$200,000 to \$299,999	851	885	+4.0%	19	25	+31.6%	61	69	+13.1%	2	4	+100.0%	184	183	-0.5%	3	9	+200.0%
\$300,000 to \$399,999	207	254	+22.7%	4	10	+150.0%	10	18	+80.0%	1	0	-100.0%	50	42	-16.0%	1	1	0.0%
\$400,000 to \$499,999	37	50	+35.1%	0	1	--	8	3	-62.5%	0	0	--	9	16	+77.8%	0	0	--
\$500,000 to \$699,999	21	21	0.0%	0	0	--	3	2	-33.3%	0	0	--	3	8	+166.7%	0	0	--
\$700,000 to \$999,999	0	2	--	0	0	--	0	1	--	0	0	--	0	2	--	0	0	--
\$1,000,000 to \$1,999,999	1	0	-100.0%	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
All Price Ranges	2,852	2,635	-7.6%	98	109	+11.2%	151	185	+22.5%	10	8	-20.0%	597	496	-16.9%	16	24	+50.0%

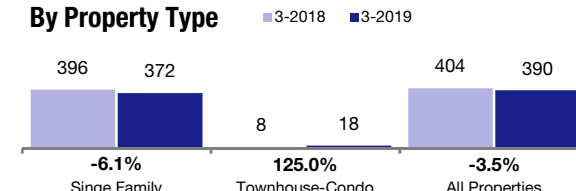
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

Compared to Prior Month

Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family		Condo	
	3-2018	3-2019	Change	3-2018	3-2019	Change	2-2019	3-2019	Change	2-2019	3-2019	Change				
\$99,999 and Below	79	39	-50.6%	0	0	--	57	39	-31.6%	0	0	--				
\$100,000 to \$199,999	83	72	-13.3%	4	10	+150.0%	106	72	-32.1%	14	10	-28.6%				
\$200,000 to \$299,999	103	94	-8.7%	1	6	+500.0%	127	94	-26.0%	4	6	+50.0%				
\$300,000 to \$399,999	66	86	+30.3%	3	1	-66.7%	81	86	+6.2%	3	1	-66.7%				
\$400,000 to \$499,999	19	39	+105.3%	0	0	--	42	39	-7.1%	0	0	--				
\$500,000 to \$699,999	29	23	-20.7%	0	1	--	24	23	-4.2%	1	1	0.0%				
\$700,000 to \$999,999	9	11	+22.2%	0	0	--	12	11	-8.3%	0	0	--				
\$1,000,000 to \$1,999,999	6	6	0.0%	0	0	--	7	6	-14.3%	0	0	--				
\$2,000,000 and Above	2	2	0.0%	0	0	--	2	2	0.0%	0	0	--				
All Price Ranges	396	372	-6.1%	8	18	+125.0%	458	372	-18.8%	22	18	-18.2%				

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



New Listings	A measure of how much new supply is coming onto the market from sellers.
Pending Sales	A count of all the listings that went into pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
Inventory of Active Listings	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Months Supply of Inventory	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.