

Local Market Update for February 2018

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

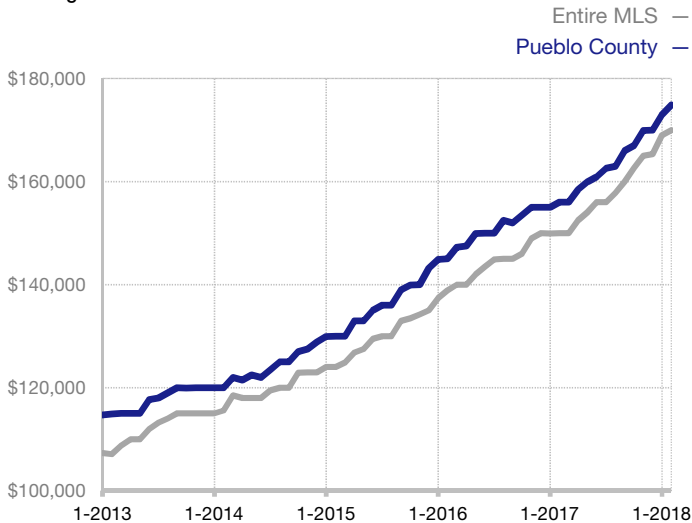
Single Family Key Metrics	February			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 02-2017	Thru 02-2018	Percent Change from Previous Year
New Listings	197	225	+ 14.2%	401	479	+ 19.5%
Sold Listings	157	168	+ 7.0%	322	341	+ 5.9%
Median Sales Price*	\$159,000	\$185,000	+ 16.4%	\$145,562	\$181,500	+ 24.7%
Average Sales Price*	\$163,663	\$186,106	+ 13.7%	\$156,433	\$184,103	+ 17.7%
Percent of List Price Received*	97.5%	98.1%	+ 0.6%	97.0%	97.7%	+ 0.7%
Days on Market Until Sale	109	80	- 26.6%	105	82	- 21.9%
Inventory of Homes for Sale	438	324	- 26.0%	--	--	--
Months Supply of Inventory	2.1	1.4	- 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.

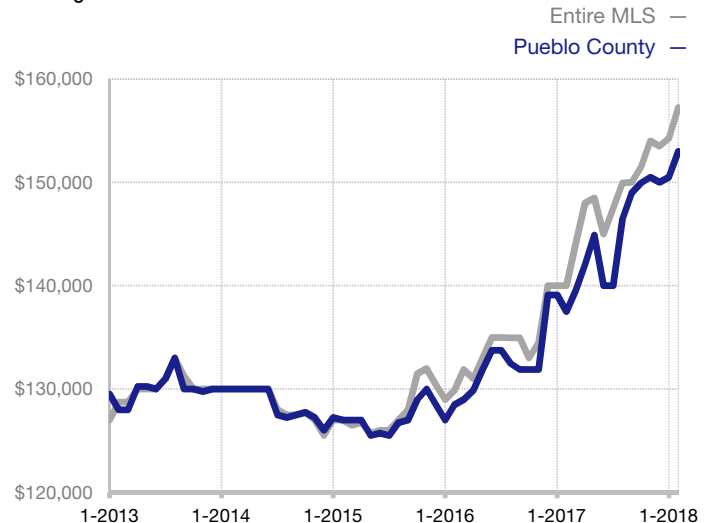
Townhouse-Condo Key Metrics	February			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 02-2017	Thru 02-2018	Percent Change from Previous Year
New Listings	7	6	- 14.3%	14	12	- 14.3%
Sold Listings	7	1	- 85.7%	11	8	- 27.3%
Median Sales Price*	\$116,500	\$166,500	+ 42.9%	\$130,000	\$156,400	+ 20.3%
Average Sales Price*	\$128,857	\$166,500	+ 29.2%	\$128,991	\$167,150	+ 29.6%
Percent of List Price Received*	95.9%	102.5%	+ 6.9%	95.7%	98.5%	+ 2.9%
Days on Market Until Sale	98	44	- 55.1%	90	74	- 17.8%
Inventory of Homes for Sale	18	9	- 50.0%	--	--	--
Months Supply of Inventory	2.0	1.1	- 45.0%	--	--	--

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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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Arkansas Valley/Otero County

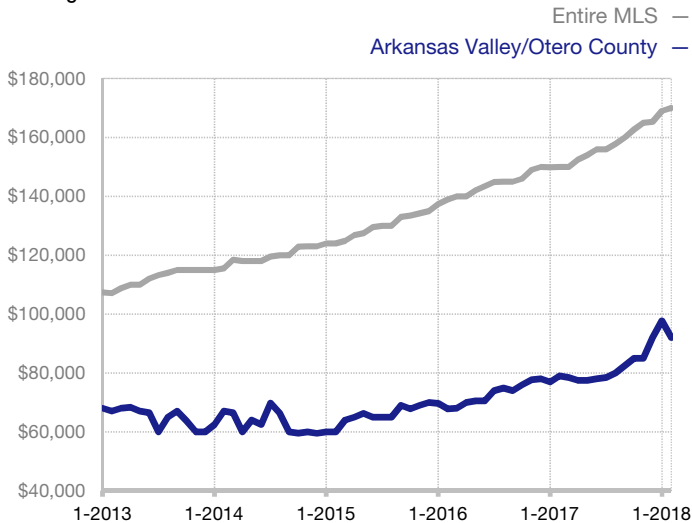
Single Family Key Metrics	February			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 02-2017	Thru 02-2018	Percent Change from Previous Year
New Listings	31	22	- 29.0%	49	53	+ 8.2%
Sold Listings	20	13	- 35.0%	41	32	- 22.0%
Median Sales Price*	\$108,050	\$61,200	- 43.4%	\$72,000	\$75,500	+ 4.9%
Average Sales Price*	\$128,388	\$75,785	- 41.0%	\$100,474	\$93,770	- 6.7%
Percent of List Price Received*	93.9%	92.5%	- 1.5%	93.9%	96.8%	+ 3.1%
Days on Market Until Sale	158	140	- 11.4%	159	129	- 18.9%
Inventory of Homes for Sale	115	69	- 40.0%	--	--	--
Months Supply of Inventory	4.4	2.7	- 38.6%	--	--	--

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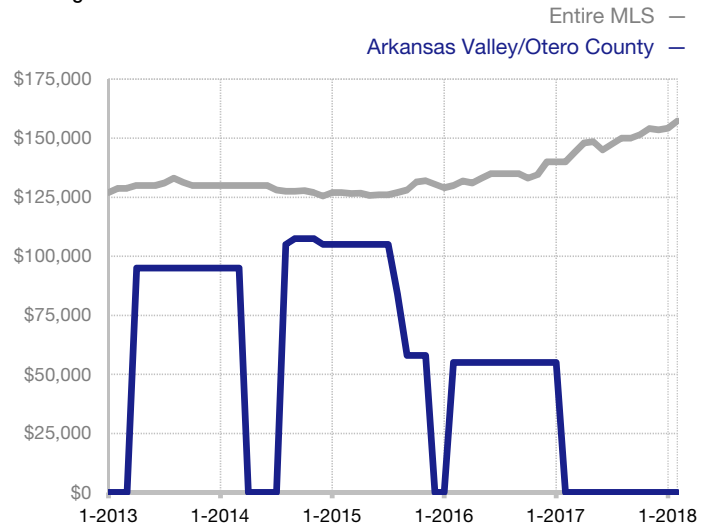
Townhouse-Condo Key Metrics	February			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 02-2017	Thru 02-2018	Percent Change from Previous Year
New Listings	0	1	--	0	1	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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



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Fowler

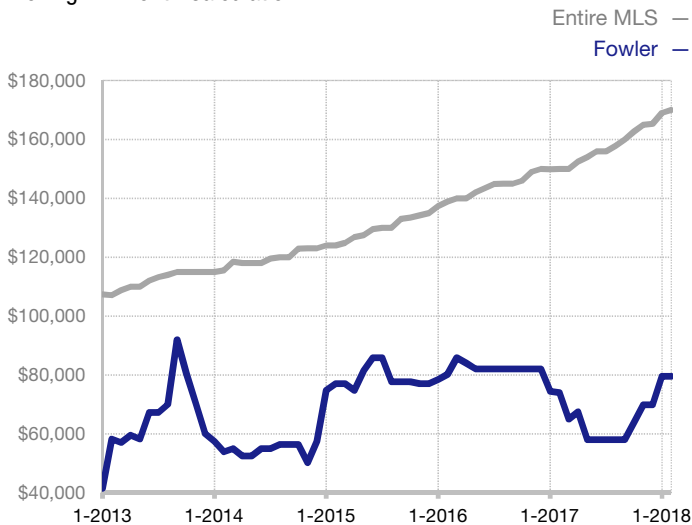
Single Family	February			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 02-2017	Thru 02-2018	Percent Change from Previous Year
Key Metrics						
New Listings	3	2	- 33.3%	3	4	+ 33.3%
Sold Listings	2	0	- 100.0%	6	2	- 66.7%
Median Sales Price*	\$81,300	\$0	- 100.0%	\$55,500	\$73,000	+ 31.5%
Average Sales Price*	\$81,300	\$0	- 100.0%	\$57,933	\$73,000	+ 26.0%
Percent of List Price Received*	92.9%	0.0%	- 100.0%	92.2%	113.5%	+ 23.1%
Days on Market Until Sale	103	0	- 100.0%	100	92	- 8.0%
Inventory of Homes for Sale	11	7	- 36.4%	--	--	--
Months Supply of Inventory	5.3	3.3	- 37.7%	--	--	--

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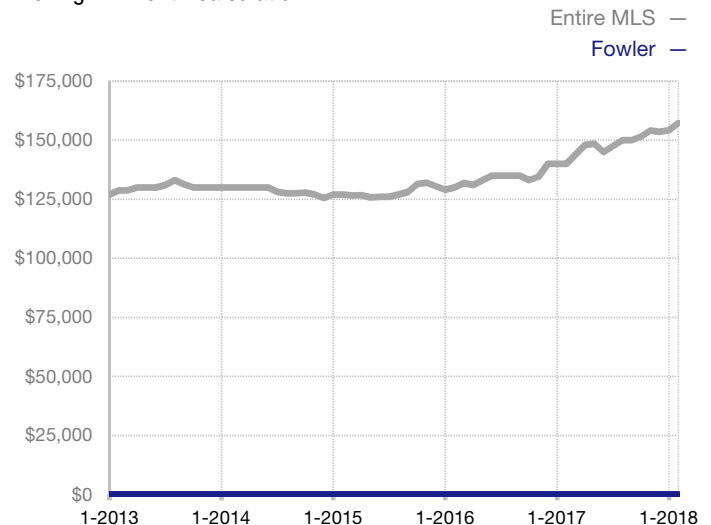
Townhouse-Condo	February			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 02-2017	Thru 02-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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Huerfano County

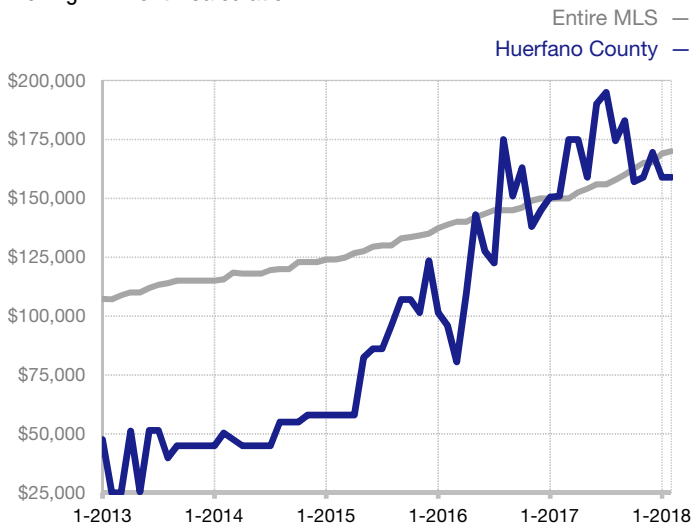
Single Family	February			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 02-2017	Thru 02-2018	Percent Change from Previous Year
Key Metrics						
New Listings	9	6	- 33.3%	15	10	- 33.3%
Sold Listings	1	3	+ 200.0%	4	7	+ 75.0%
Median Sales Price*	\$310,000	\$170,000	- 45.2%	\$220,000	\$101,000	- 54.1%
Average Sales Price*	\$310,000	\$151,417	- 51.2%	\$216,500	\$138,357	- 36.1%
Percent of List Price Received*	86.1%	94.2%	+ 9.4%	90.3%	93.7%	+ 3.8%
Days on Market Until Sale	260	150	- 42.3%	157	128	- 18.5%
Inventory of Homes for Sale	47	46	- 2.1%	--	--	--
Months Supply of Inventory	19.9	14.2	- 28.6%	--	--	--

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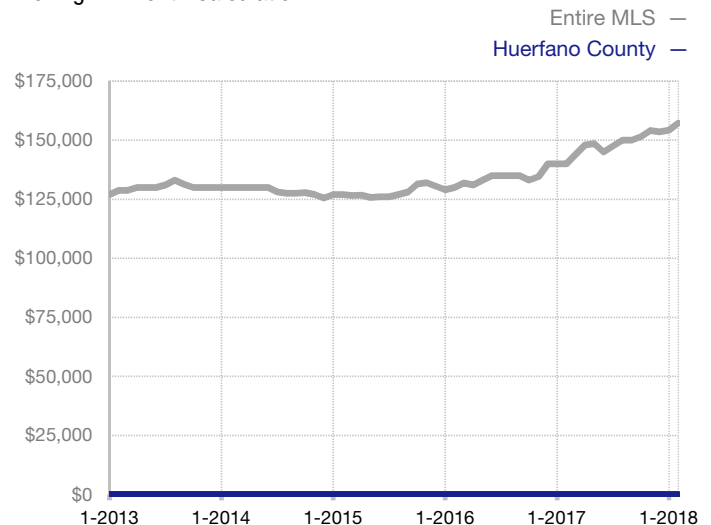
Townhouse-Condo	February			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 02-2017	Thru 02-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	2	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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La Junta

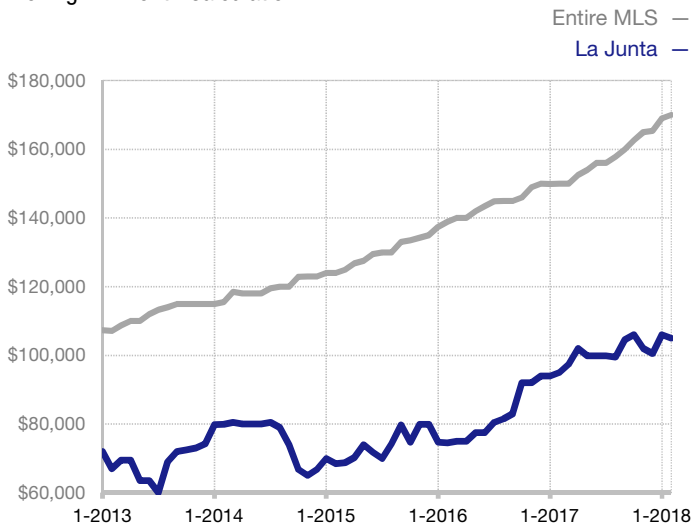
Single Family Key Metrics	February			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 02-2017	Thru 02-2018	Percent Change from Previous Year
New Listings	9	6	- 33.3%	13	15	+ 15.4%
Sold Listings	5	3	- 40.0%	10	7	- 30.0%
Median Sales Price*	\$67,000	\$75,000	+ 11.9%	\$51,500	\$105,000	+ 103.9%
Average Sales Price*	\$88,780	\$80,400	- 9.4%	\$74,840	\$99,179	+ 32.5%
Percent of List Price Received*	92.6%	92.9%	+ 0.3%	90.7%	99.6%	+ 9.8%
Days on Market Until Sale	212	218	+ 2.8%	209	152	- 27.3%
Inventory of Homes for Sale	26	16	- 38.5%	--	--	--
Months Supply of Inventory	3.5	2.3	- 34.3%	--	--	--

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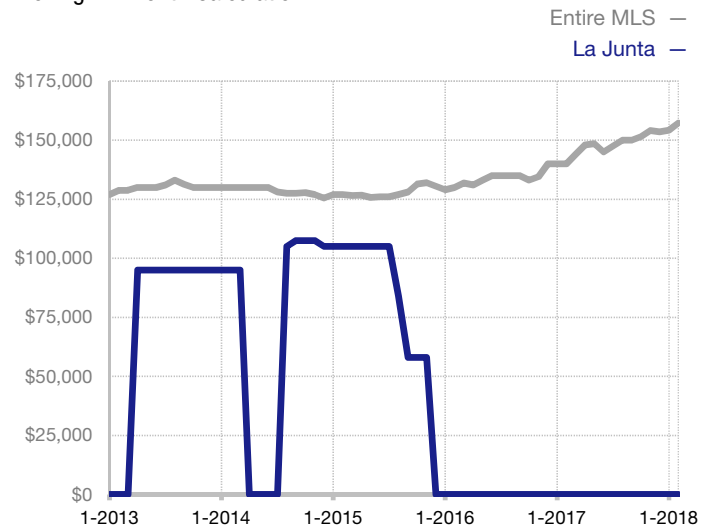
Townhouse-Condo Key Metrics	February			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 02-2017	Thru 02-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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Las Animas

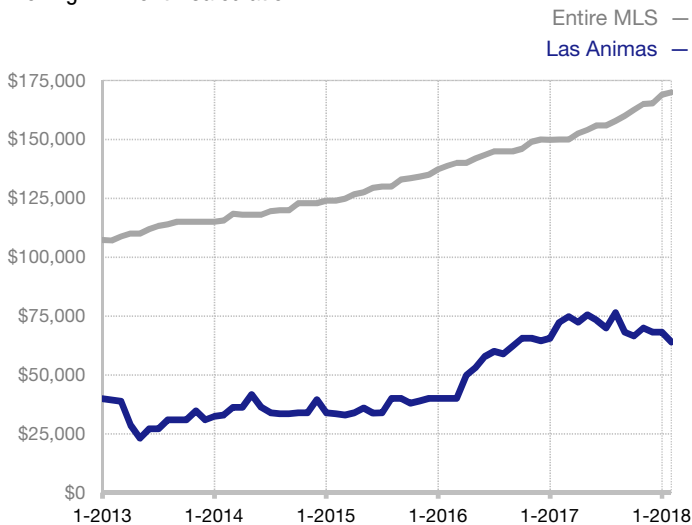
Single Family	February			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 02-2017	Thru 02-2018	Percent Change from Previous Year
Key Metrics						
New Listings	2	2	0.0%	5	4	- 20.0%
Sold Listings	3	0	- 100.0%	5	0	- 100.0%
Median Sales Price*	\$81,000	\$0	- 100.0%	\$81,000	\$0	- 100.0%
Average Sales Price*	\$103,667	\$0	- 100.0%	\$95,380	\$0	- 100.0%
Percent of List Price Received*	90.9%	0.0%	- 100.0%	94.1%	0.0%	- 100.0%
Days on Market Until Sale	158	0	- 100.0%	147	0	- 100.0%
Inventory of Homes for Sale	9	6	- 33.3%	--	--	--
Months Supply of Inventory	3.4	2.1	- 38.2%	--	--	--

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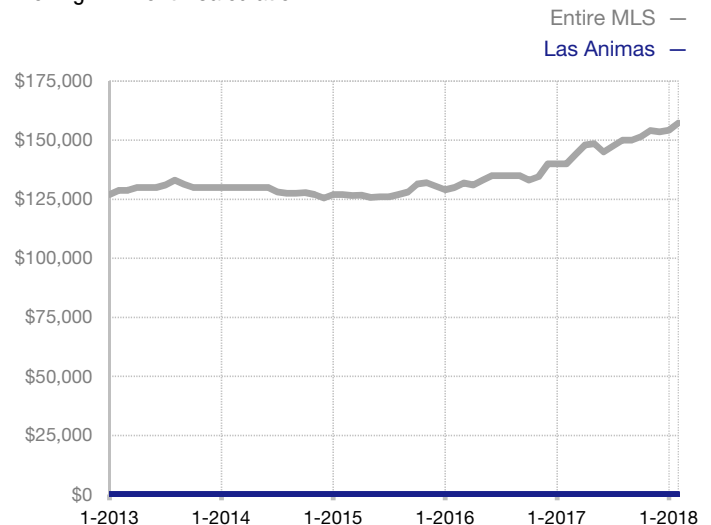
Townhouse-Condo	February			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 02-2017	Thru 02-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Lamar

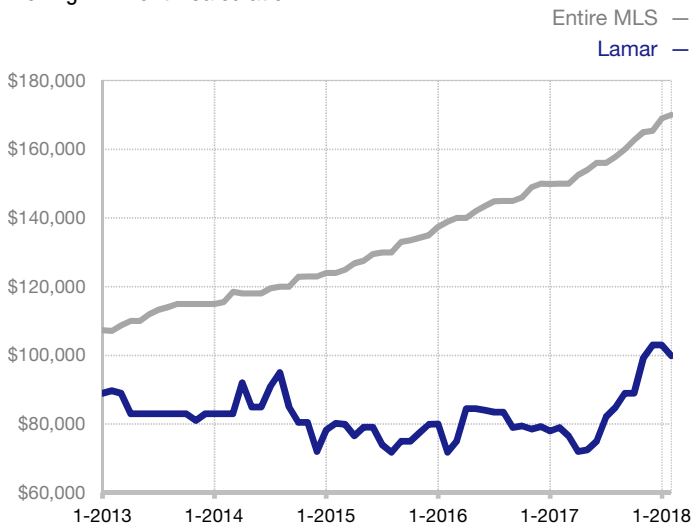
Single Family	February			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 02-2017	Thru 02-2018	Percent Change from Previous Year
Key Metrics						
New Listings	6	2	- 66.7%	9	6	- 33.3%
Sold Listings	1	3	+ 200.0%	4	6	+ 50.0%
Median Sales Price*	\$46,000	\$45,000	- 2.2%	\$71,000	\$56,000	- 21.1%
Average Sales Price*	\$46,000	\$43,000	- 6.5%	\$84,475	\$77,167	- 8.7%
Percent of List Price Received*	94.1%	99.3%	+ 5.5%	93.0%	97.9%	+ 5.3%
Days on Market Until Sale	73	68	- 6.8%	168	95	- 43.5%
Inventory of Homes for Sale	18	5	- 72.2%	--	--	--
Months Supply of Inventory	4.4	1.2	- 72.7%	--	--	--

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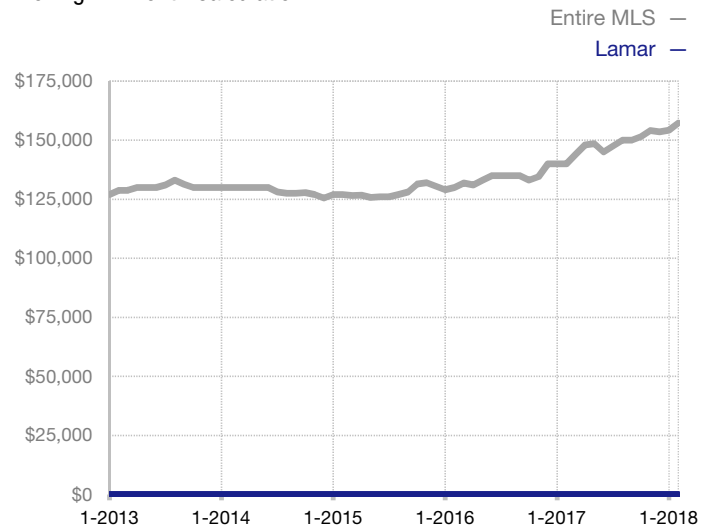
Townhouse-Condo	February			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 02-2017	Thru 02-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Rolling 12-Month Calculation



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Manzanola

Single Family Key Metrics	February			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 02-2017	Thru 02-2018	Percent Change from Previous Year
New Listings	0	1	--	1	1	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	3	0	- 100.0%	--	--	--
Months Supply of Inventory	2.6	0.0	- 100.0%	--	--	--

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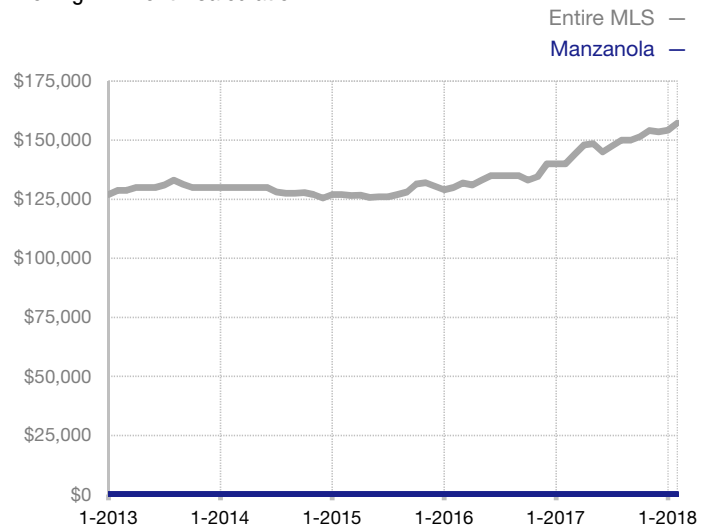
Townhouse-Condo Key Metrics	February			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 02-2017	Thru 02-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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Median Sales Price – Single Family
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Rocky Ford

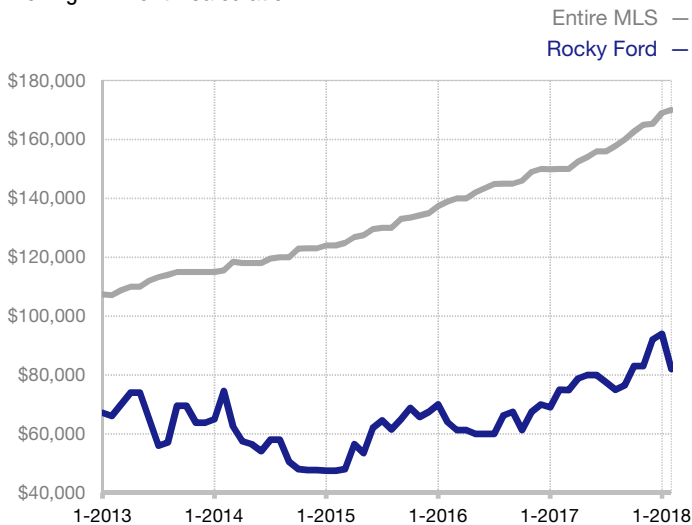
Single Family	February			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 02-2017	Thru 02-2018	Percent Change from Previous Year
Key Metrics						
New Listings	1	3	+ 200.0%	6	11	+ 83.3%
Sold Listings	3	6	+ 100.0%	5	9	+ 80.0%
Median Sales Price*	\$138,000	\$51,500	- 62.7%	\$77,500	\$68,000	- 12.3%
Average Sales Price*	\$135,333	\$83,167	- 38.5%	\$109,400	\$77,556	- 29.1%
Percent of List Price Received*	95.9%	90.0%	- 6.2%	97.4%	89.4%	- 8.2%
Days on Market Until Sale	199	148	- 25.6%	139	133	- 4.3%
Inventory of Homes for Sale	15	14	- 6.7%	--	--	--
Months Supply of Inventory	3.1	3.5	+ 12.9%	--	--	--

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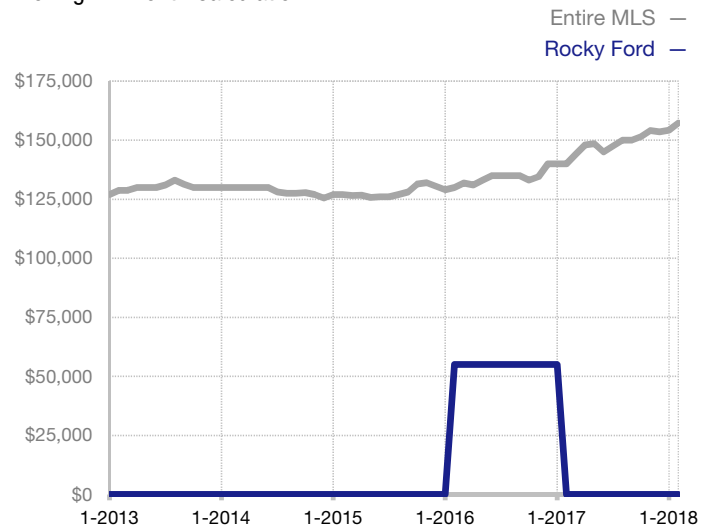
Townhouse-Condo	February			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 02-2017	Thru 02-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Monthly Indicators



February 2018

Percent changes calculated using year-over-year comparisons.

New Listings were up 17.3 percent for single family homes but decreased 14.3 percent for townhouse-condo properties. Pending Sales increased 23.7 percent for single family homes and 14.3 percent for townhouse-condo properties.

The Median Sales Price was up 13.2 percent to \$180,000 for single family homes and 42.9 percent to \$166,500 for townhouse-condo properties. Days on Market decreased 28.2 percent for single family homes and 55.1 percent for townhouse-condo properties.

In February, prevailing mortgage rates continued to rise. This has a notable impact on housing affordability and can leave consumers choosing between higher payments or lower-priced homes. According to the Mortgage Bankers Association, the average rate for 30-year fixed-rate mortgages with a 20 percent down payment that qualify for backing by Fannie Mae and Freddie Mac rose to its highest level since January 2014. A 4.5 or 4.6 percent rate might not seem high to those with extensive real estate experience, but it is newly high for many potential first-time home buyers. Upward rate pressure is likely to continue as long as the economy fares well.

Activity Snapshot

+ 4.2%	+ 16.6%	- 24.0%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties

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

Single Family Market Overview	2
Townhouse-Condo Market Overview	3
New Listings	4
Pending Sales	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Housing Affordability Index	11
Inventory of Active Listings	12
Months Supply of Inventory	13
Total Market Overview	14
Sold Listings and Inventory by Price Range	15
Glossary of Terms	16

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	2-2017	2-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		197	231	+ 17.3%	405	489	+ 20.7%
Pending Sales		194	240	+ 23.7%	382	452	+ 18.3%
Sold Listings		158	171	+ 8.2%	323	344	+ 6.5%
Median Sales Price		\$159,000	\$180,000	+ 13.2%	\$148,000	\$180,000	+ 21.6%
Avg. Sales Price		\$161,805	\$184,538	+ 14.0%	\$156,471	\$182,441	+ 16.6%
Pct. of List Price Received		97.4%	97.8%	+ 0.4%	96.9%	97.6%	+ 0.7%
Days on Market		110	79	- 28.2%	107	81	- 24.3%
Affordability Index		221	192	- 13.1%	237	192	- 19.0%
Active Listings		436	336	- 22.9%	--	--	--
Months Supply		2.1	1.4	- 33.3%	--	--	--

Townhouse-Condo Market Overview

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

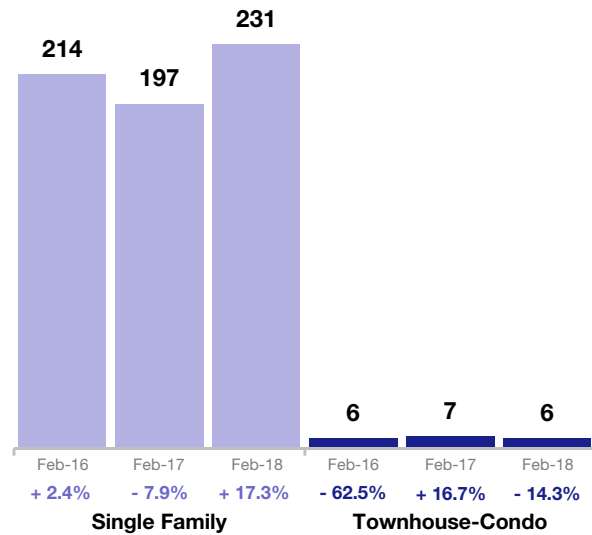


Key Metrics	Historical Sparkbars	2-2017	2-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		7	6	- 14.3%	14	12	- 14.3%
Pending Sales		7	8	+ 14.3%	15	12	- 20.0%
Sold Listings		7	1	- 85.7%	11	8	- 27.3%
Median Sales Price		\$116,500	\$166,500	+ 42.9%	\$130,000	\$156,400	+ 20.3%
Avg. Sales Price		\$128,857	\$166,500	+ 29.2%	\$128,991	\$167,150	+ 29.6%
Pct. of List Price Received		95.9%	102.5%	+ 6.9%	95.7%	98.5%	+ 2.9%
Days on Market		98	44	- 55.1%	90	74	- 17.8%
Affordability Index		301	207	- 31.2%	270	221	- 18.1%
Active Listings		18	9	- 50.0%	--	--	--
Months Supply		2.0	1.1	- 45.0%	--	--	--

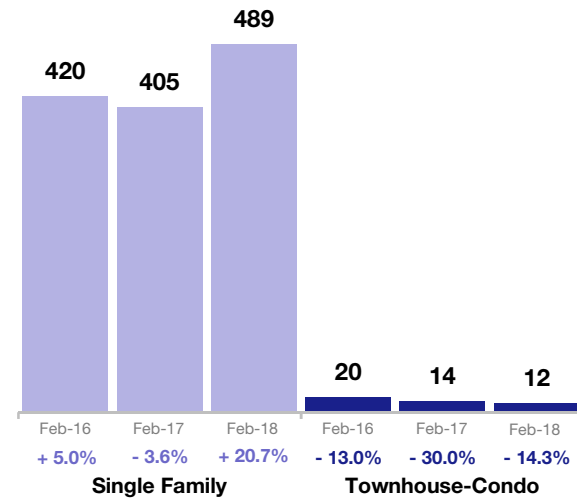
New Listings



February

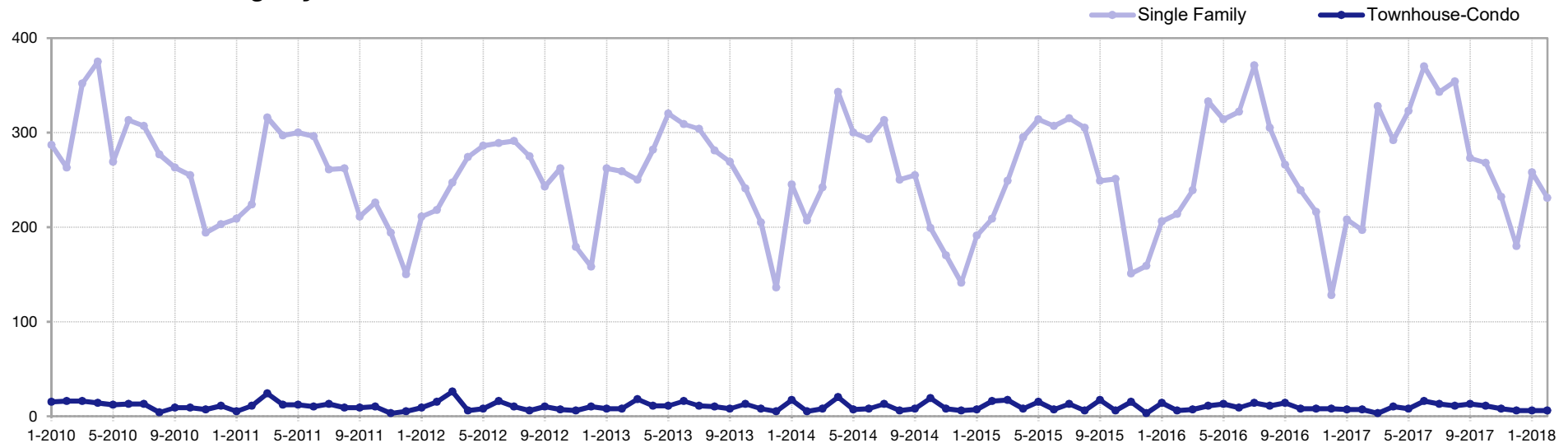


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	328	+37.2%	3	-57.1%
Apr-2017	292	-12.3%	10	-9.1%
May-2017	323	+2.9%	8	-38.5%
Jun-2017	370	+14.9%	16	+77.8%
Jul-2017	343	-7.5%	13	-7.1%
Aug-2017	354	+16.1%	11	0.0%
Sep-2017	273	+2.6%	13	-7.1%
Oct-2017	268	+12.1%	11	+37.5%
Nov-2017	232	+7.4%	8	0.0%
Dec-2017	180	+40.6%	6	-25.0%
Jan-2018	258	+24.0%	6	-14.3%
Feb-2018	231	+17.3%	6	-14.3%

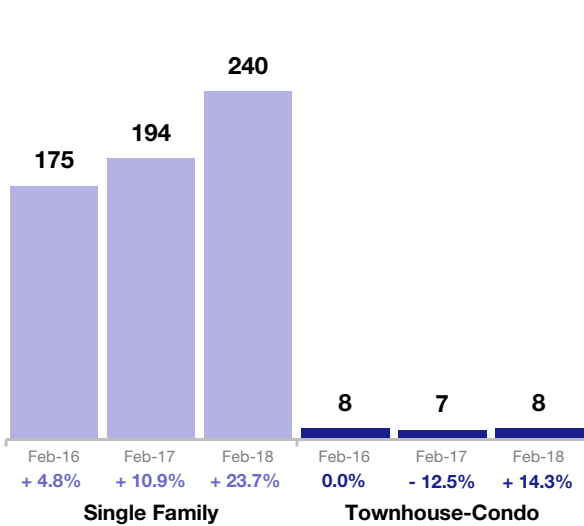
Historical New Listings by Month



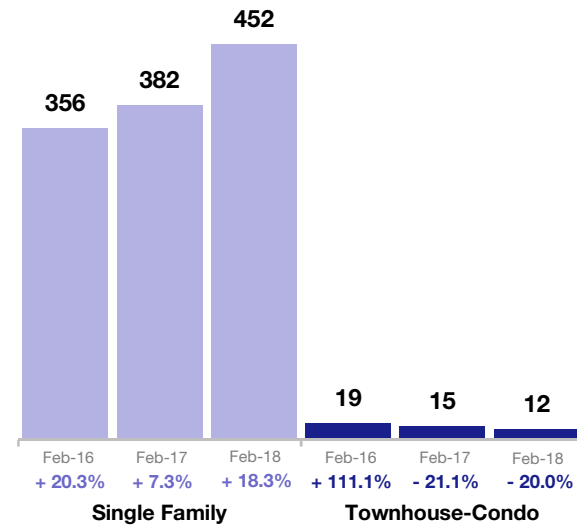
Pending Sales



February

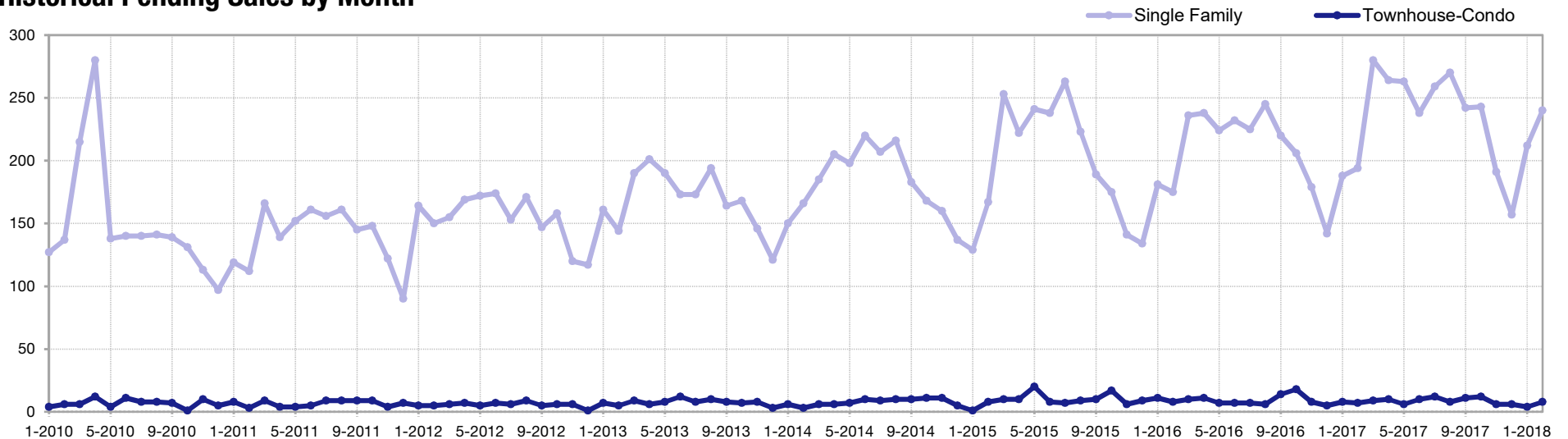


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	280	+18.6%	9	-10.0%
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	259	+15.1%	12	+71.4%
Aug-2017	270	+10.2%	8	+33.3%
Sep-2017	242	+10.0%	11	-21.4%
Oct-2017	243	+18.0%	12	-33.3%
Nov-2017	191	+6.7%	6	-25.0%
Dec-2017	157	+10.6%	6	+20.0%
Jan-2018	212	+12.8%	4	-50.0%
Feb-2018	240	+23.7%	8	+14.3%

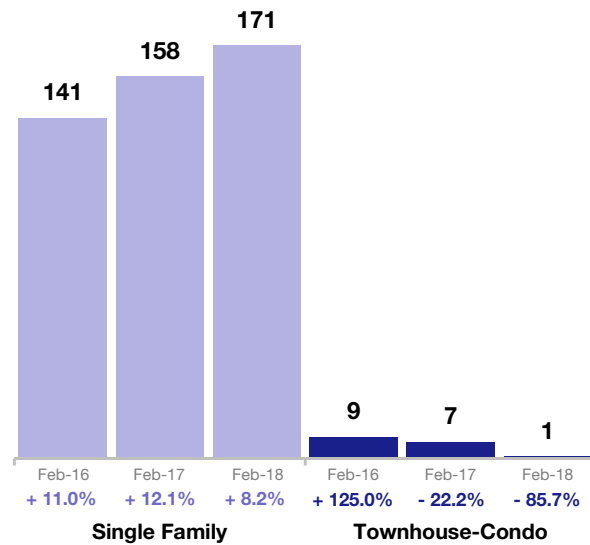
Historical Pending Sales by Month



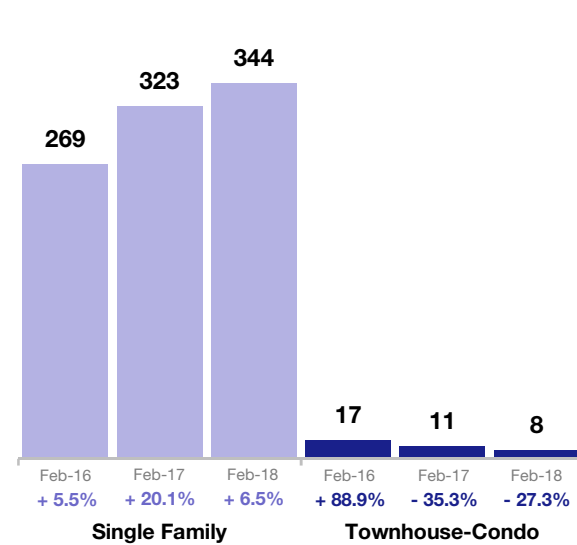
Sold Listings



February

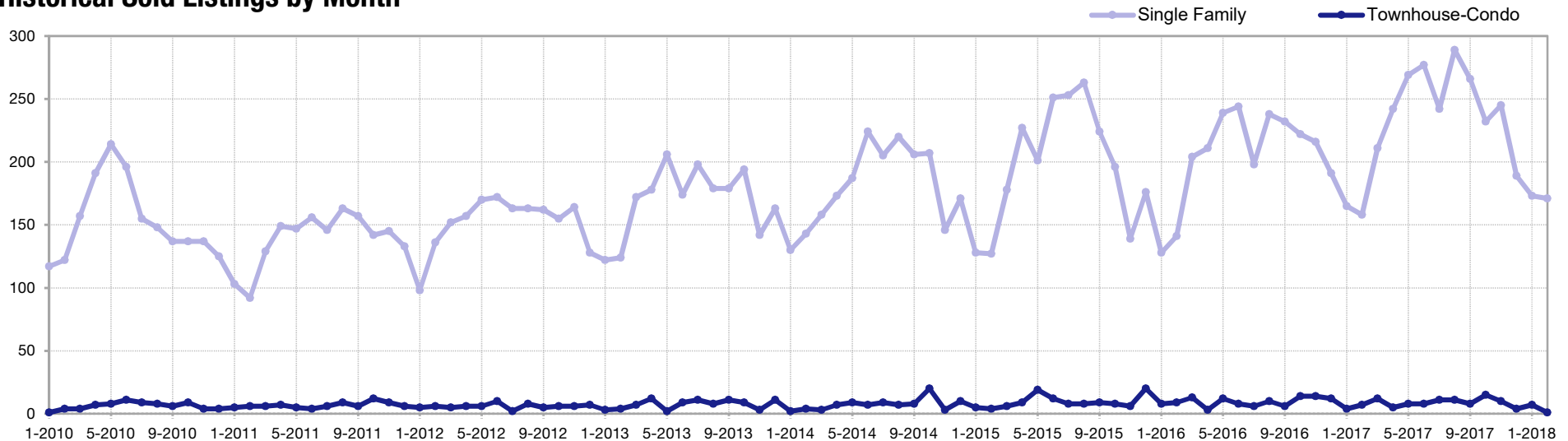


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	211	+3.4%	12	-7.7%
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	189	-1.0%	4	-66.7%
Jan-2018	173	+4.8%	7	+75.0%
Feb-2018	171	+8.2%	1	-85.7%

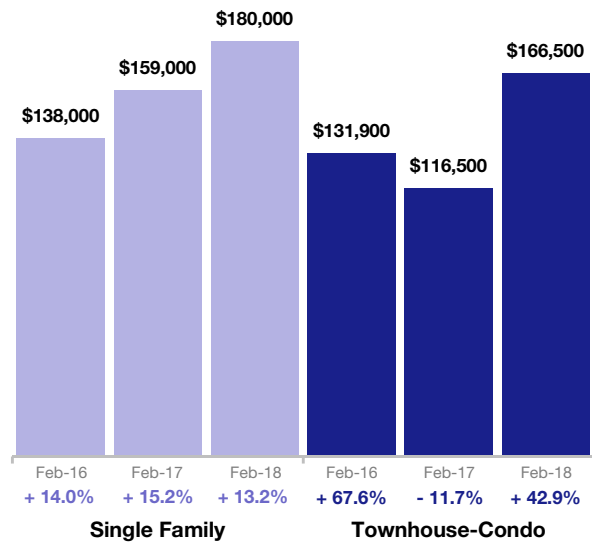
Historical Sold Listings by Month



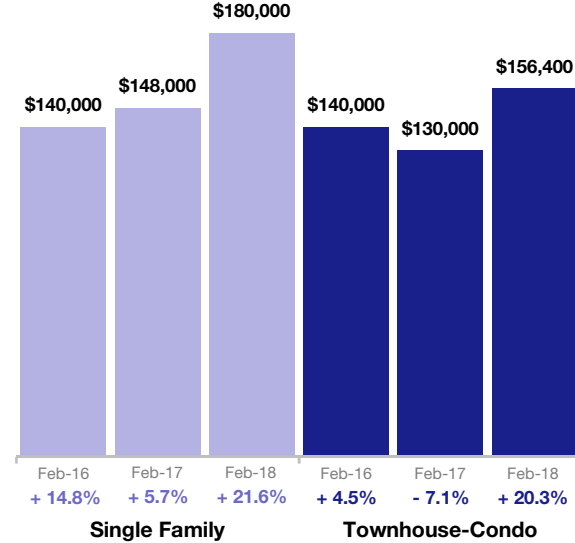
Median Sales Price



February

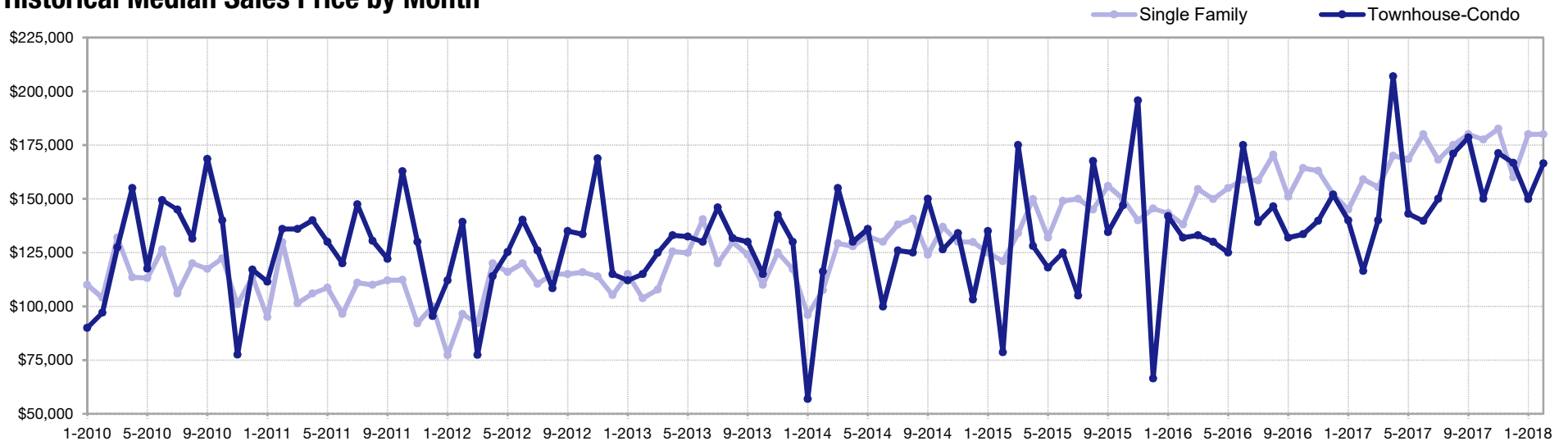


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	\$155,511	+0.7%	\$140,000	+5.3%
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%	\$166,750	+9.7%
Jan-2018	\$180,000	+24.1%	\$149,900	+7.1%
Feb-2018	\$180,000	+13.2%	\$166,500	+42.9%

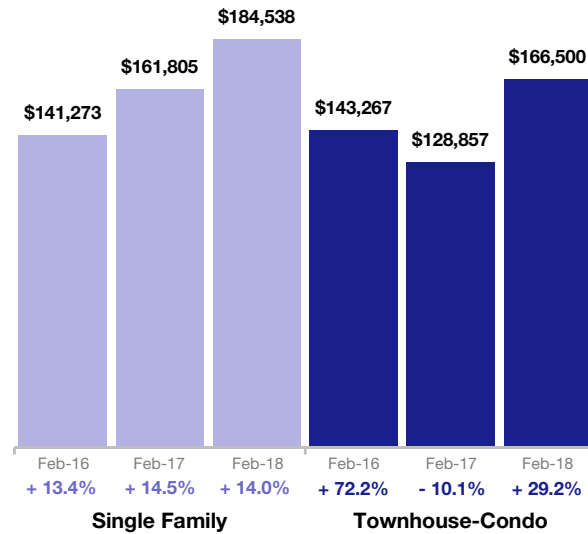
Historical Median Sales Price by Month



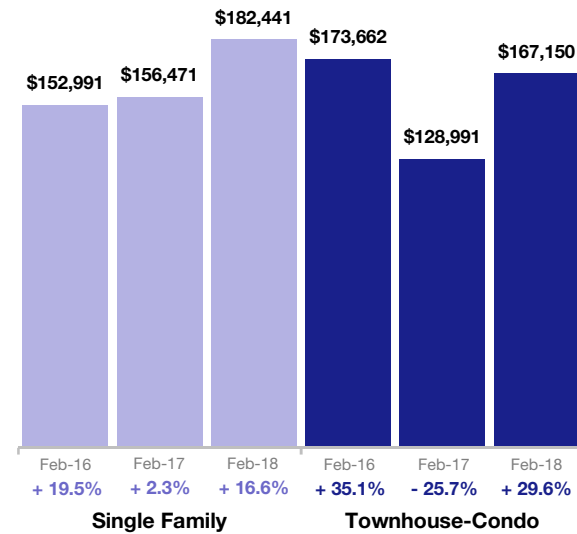
Average Sales Price



February

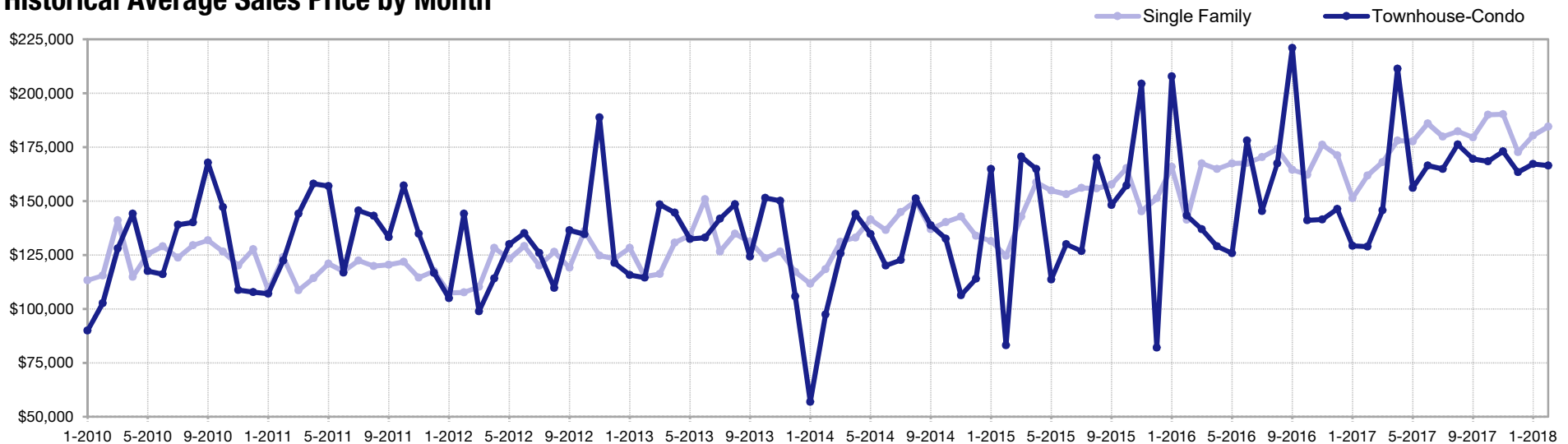


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	\$168,015	+0.4%	\$145,742	+6.4%
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	\$172,686	+0.8%	\$163,350	+11.6%
Jan-2018	\$180,369	+19.2%	\$167,243	+29.4%
Feb-2018	\$184,538	+14.0%	\$166,500	+29.2%

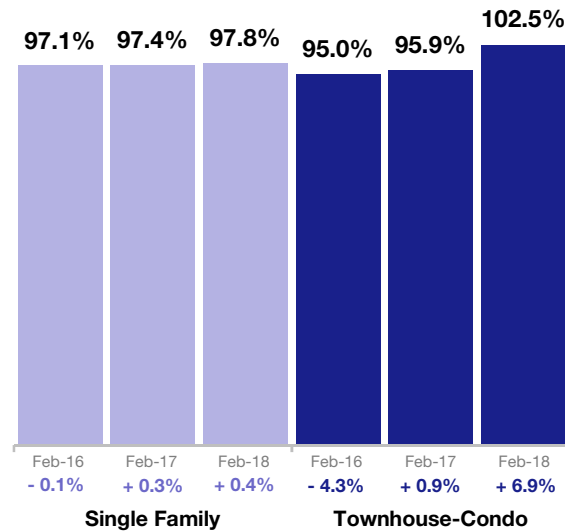
Historical Average Sales Price by Month



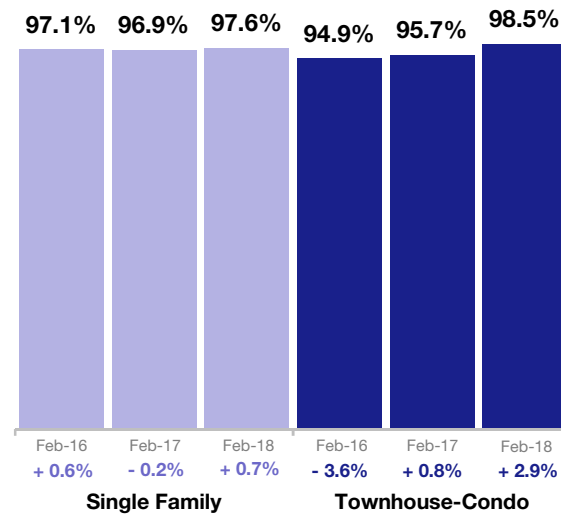
Percent of List Price Received



February

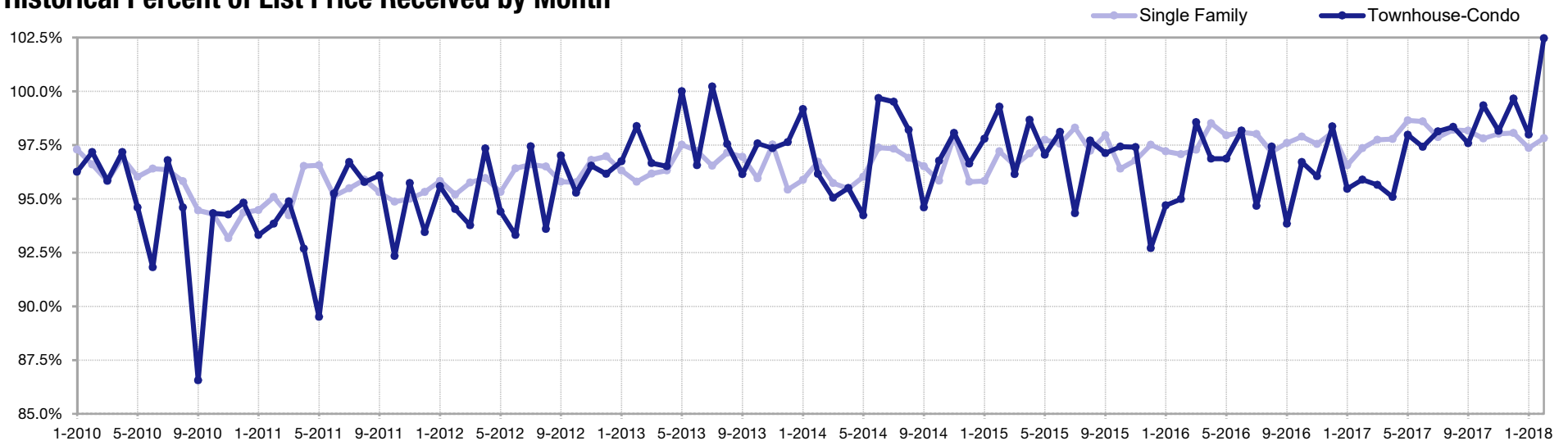


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	97.7%	+0.4%	95.6%	-3.0%
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%	99.7%	+1.3%
Jan-2018	97.4%	+0.8%	98.0%	+2.6%
Feb-2018	97.8%	+0.4%	102.5%	+6.9%

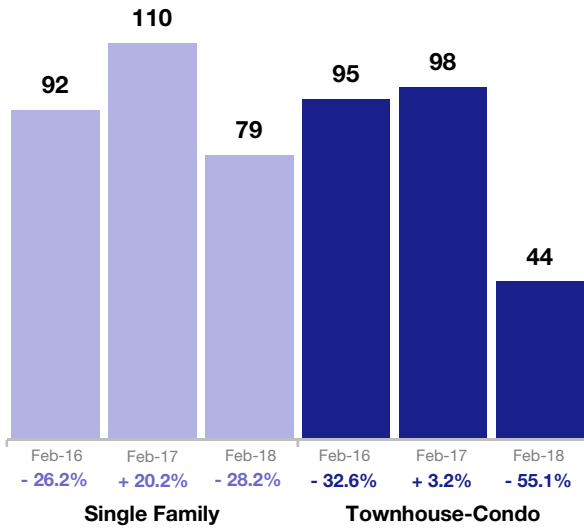
Historical Percent of List Price Received by Month



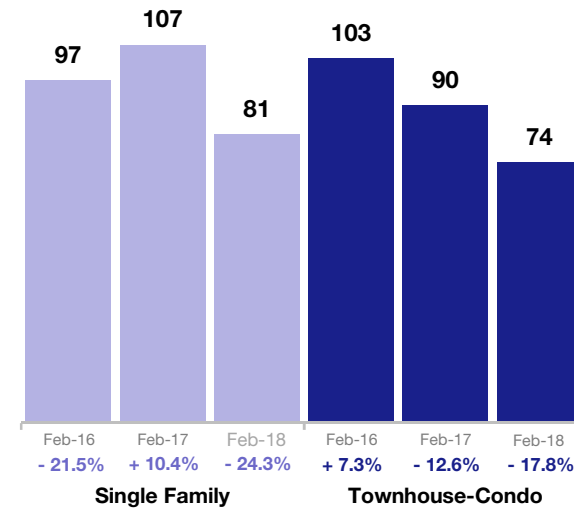
Days on Market Until Sale



February

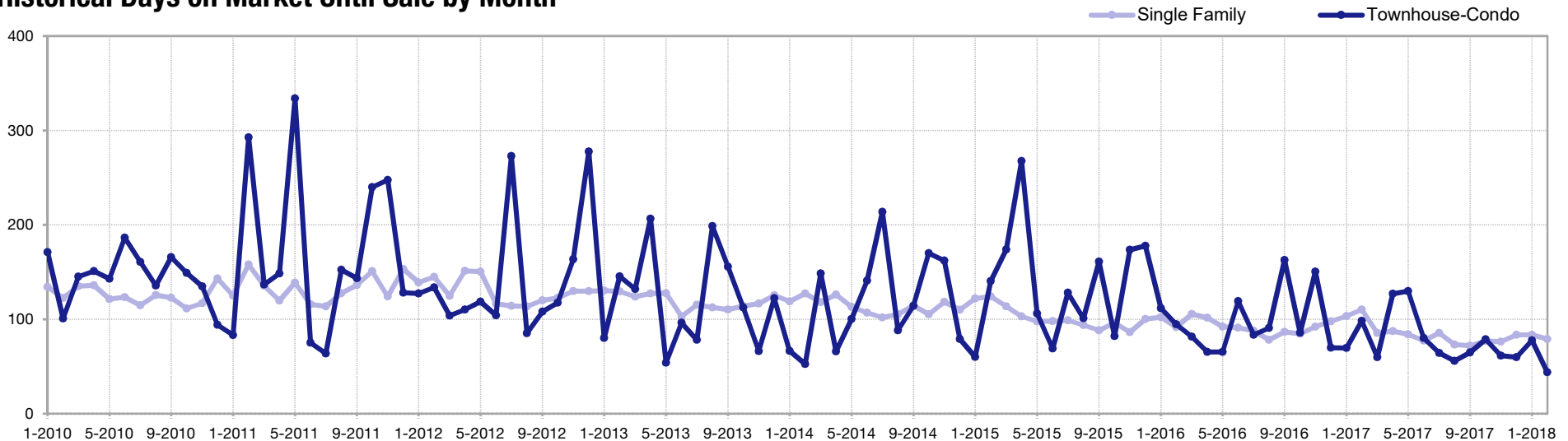


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	85	-19.8%	60	-26.8%
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%	60	-14.3%
Jan-2018	84	-18.4%	78	+11.4%
Feb-2018	79	-28.2%	44	-55.1%

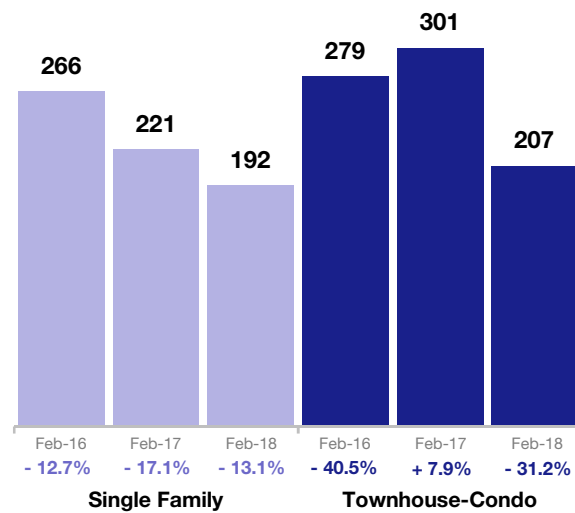
Historical Days on Market Until Sale by Month



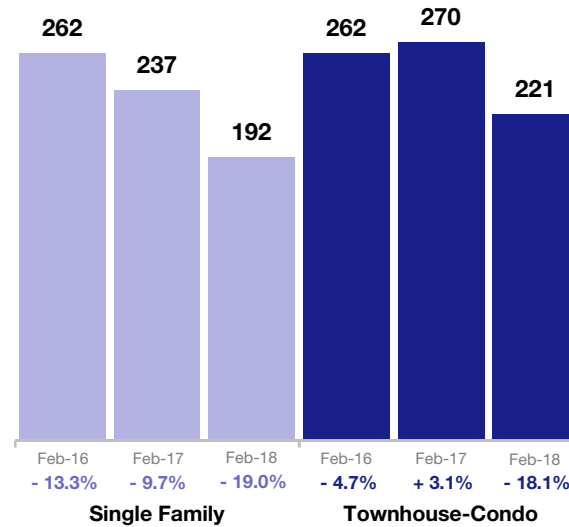
Housing Affordability Index



February

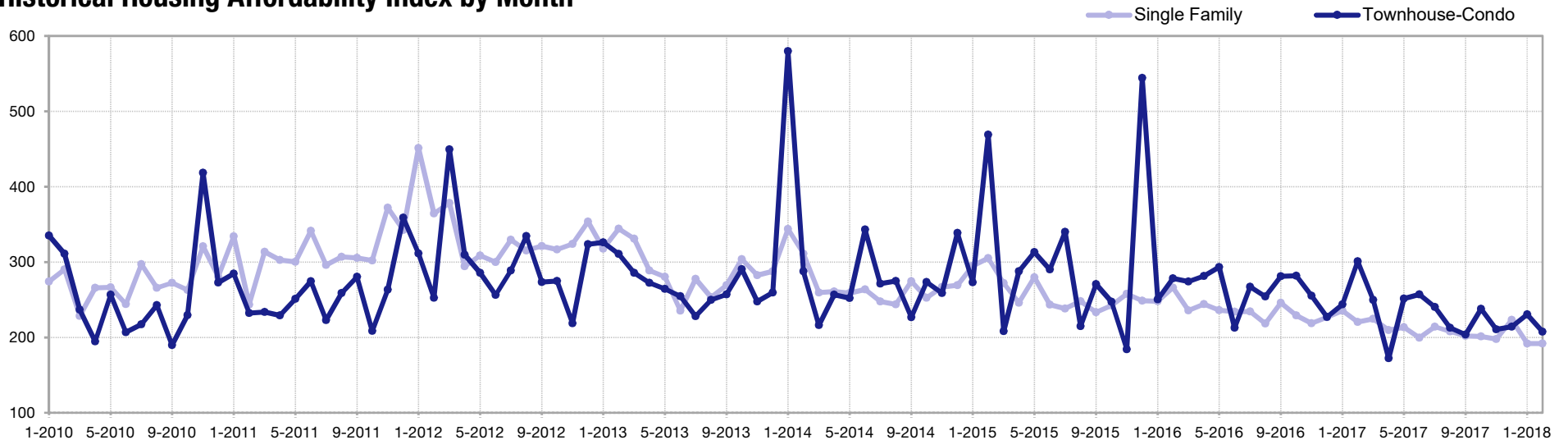


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	225	-4.7%	250	-8.8%
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%	214	-5.7%
Jan-2018	192	-18.3%	230	-5.7%
Feb-2018	192	-13.1%	207	-31.2%

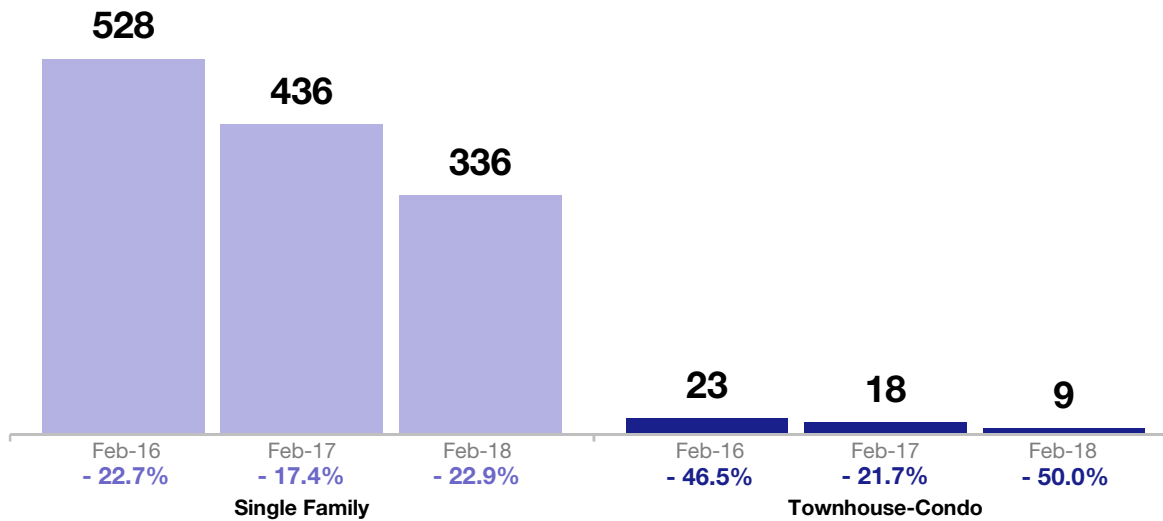
Historical Housing Affordability Index by Month



Inventory of Active Listings

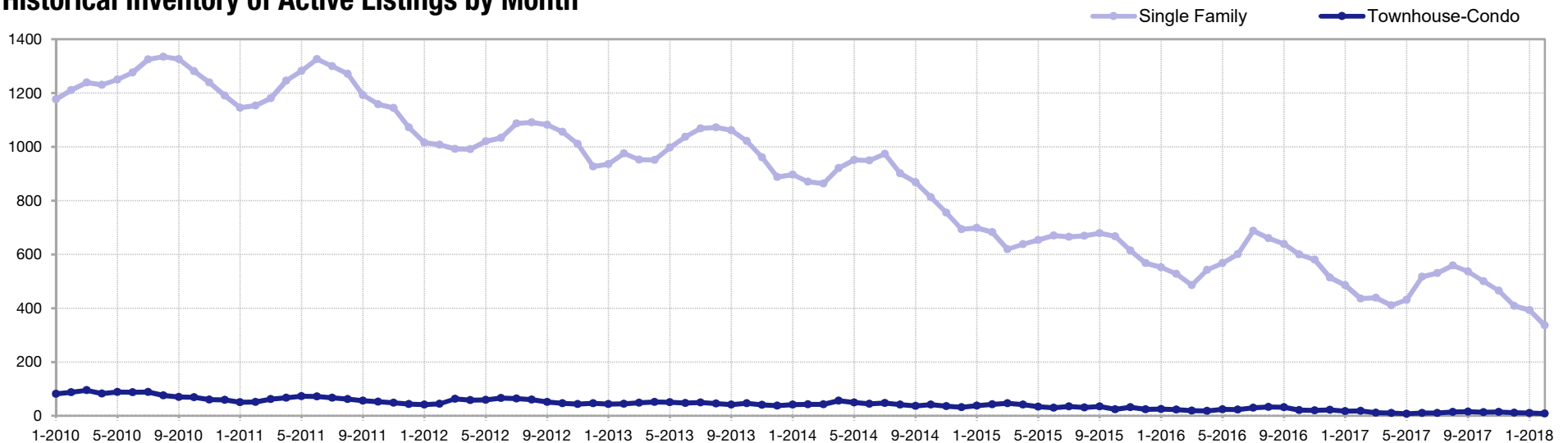


February



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	439	-9.7%	12	-36.8%
Apr-2017	411	-24.2%	11	-38.9%
May-2017	431	-24.1%	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	536	-16.1%	15	-53.1%
Oct-2017	500	-16.7%	13	-38.1%
Nov-2017	465	-19.8%	14	-30.0%
Dec-2017	409	-20.4%	12	-45.5%
Jan-2018	393	-19.1%	11	-35.3%
Feb-2018	336	-22.9%	9	-50.0%

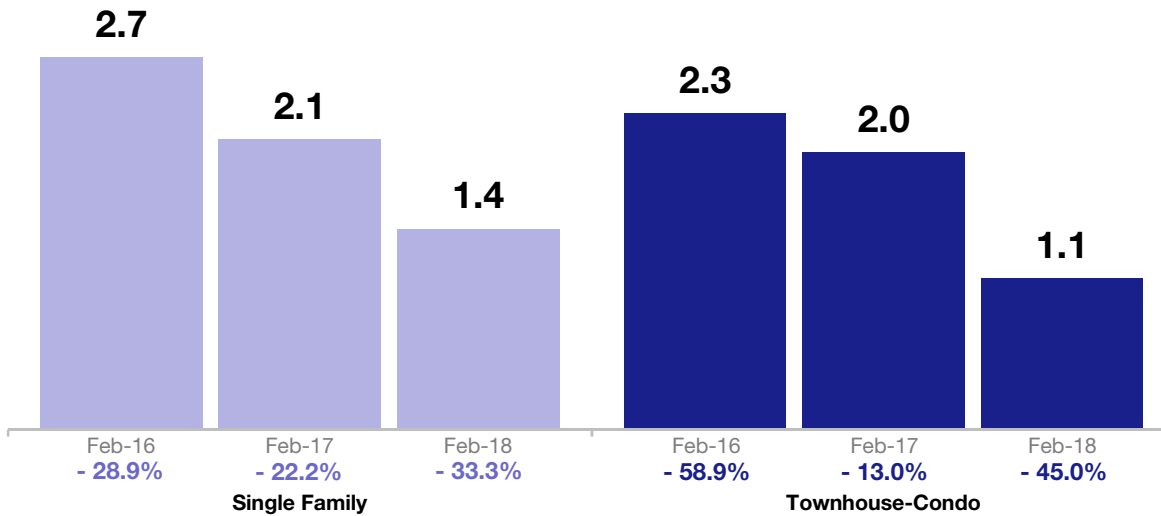
Historical Inventory of Active Listings by Month



Months Supply of Inventory

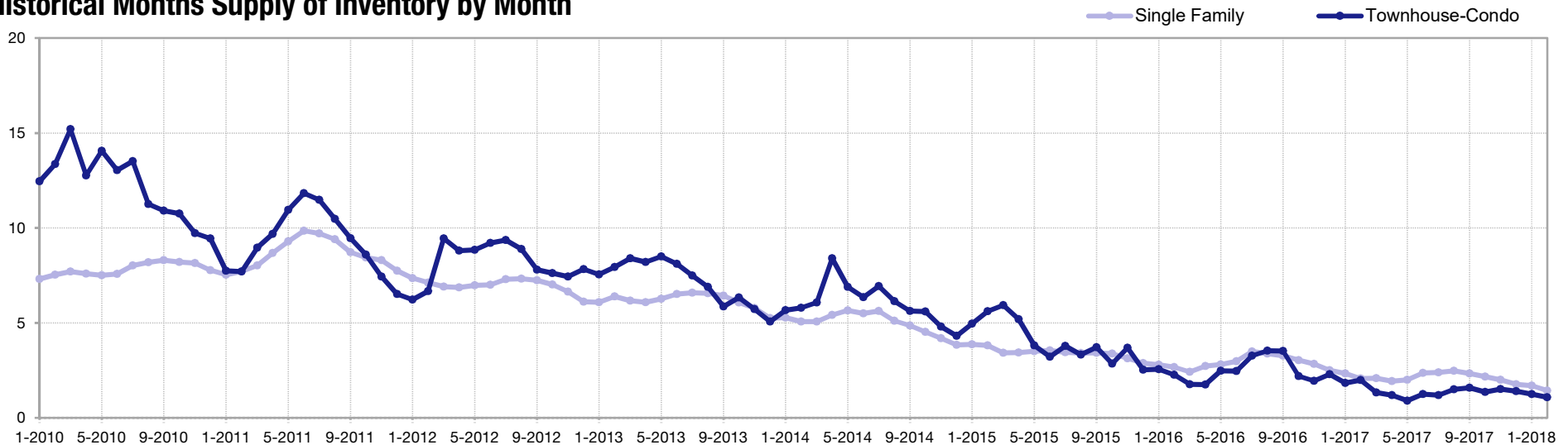


February



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	2.1	-12.5%	1.3	-27.8%
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	2.3	-30.3%	1.6	-54.3%
Oct-2017	2.2	-26.7%	1.4	-36.4%
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	1.4	-33.3%	1.1	-45.0%

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.



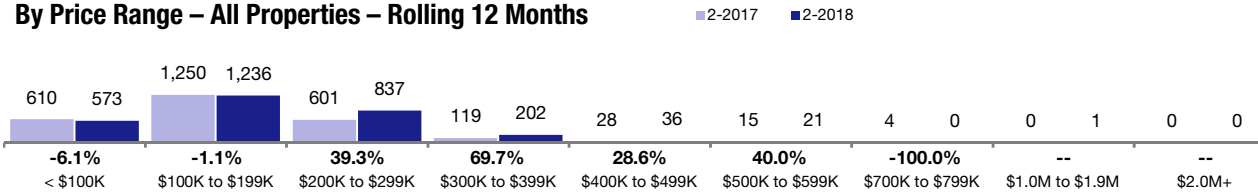
Key Metrics	Historical Sparkbars	2-2017	2-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		204	237	+ 16.2%	419	501	+ 19.6%
Pending Sales		201	248	+ 23.4%	397	464	+ 16.9%
Sold Listings		165	172	+ 4.2%	334	352	+ 5.4%
Median Sales Price		\$154,000	\$179,500	+ 16.6%	\$145,062	\$179,000	+ 23.4%
Avg. Sales Price		\$160,407	\$184,433	+ 15.0%	\$155,566	\$182,094	+ 17.1%
Pct. of List Price Received		97.3%	97.8%	+ 0.5%	96.9%	97.6%	+ 0.7%
Days on Market		110	79	- 28.2%	106	81	- 23.6%
Affordability Index		228	192	- 15.8%	242	193	- 20.2%
Active Listings		454	345	- 24.0%	--	--	--
Months Supply		2.1	1.4	- 33.3%	--	--	--

Sold Listings

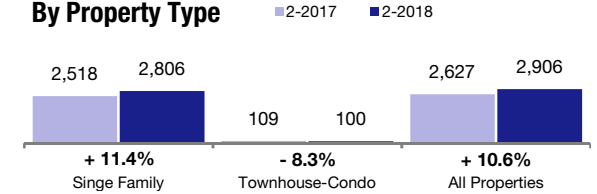
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	2-2017	2-2018	Change	2-2017	2-2018	Change
\$99,999 and Below	584	563	-3.6%	26	10	-61.5%
\$100,000 to \$199,999	1,184	1,168	-1.4%	66	68	+3.0%
\$200,000 to \$299,999	585	819	+40.0%	16	18	+12.5%
\$300,000 to \$399,999	119	198	+66.4%	0	4	--
\$400,000 to \$499,999	28	36	+28.6%	0	0	--
\$500,000 to \$699,999	14	21	+50.0%	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	--
All Price Ranges	2,518	2,806	+11.4%	109	100	-8.3%

Compared to Prior Month

By Price Range	Single Family			Condo		
	1-2018	2-2018	Change	1-2018	2-2018	Change
\$99,999 and Below	45	39	-13.3%	0	0	--
\$100,000 to \$199,999	58	61	+5.2%	6	1	-83.3%
\$200,000 to \$299,999	54	49	-9.3%	1	0	-100.0%
\$300,000 to \$399,999	10	19	+90.0%	0	0	--
\$400,000 to \$499,999	5	2	-60.0%	0	0	--
\$500,000 to \$699,999	1	1	0.0%	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	--
All Price Ranges	173	171	-1.2%	7	1	-85.7%

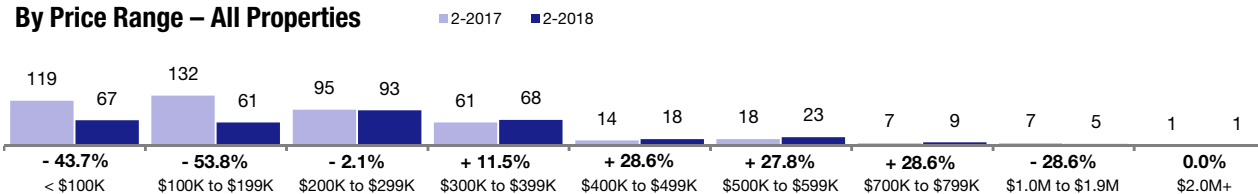
Year to Date

By Price Range	Single Family			Condo		
	2-2017	2-2018	Change	2-2017	2-2018	Change
\$99,999 and Below	95	84	-11.6%	4	0	-100.0%
\$100,000 to \$199,999	143	119	-16.8%	6	7	+16.7%
\$200,000 to \$299,999	70	103	+47.1%	1	1	0.0%
\$300,000 to \$399,999	13	29	+123.1%	0	0	--
\$400,000 to \$499,999	2	7	+250.0%	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	--
All Price Ranges	323	344	+6.5%	11	8	-27.3%

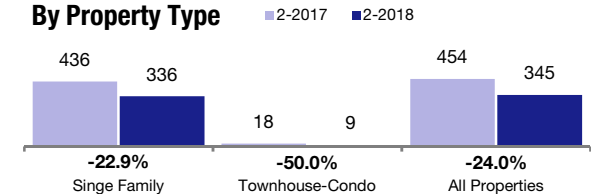
Inventory of Active Listings

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		
	2-2017	2-2018	Change	2-2017	2-2018	Change
\$99,999 and Below	115	67	-41.7%	4	0	-100.0%
\$100,000 to \$199,999	127	59	-53.5%	5	2	-60.0%
\$200,000 to \$299,999	90	91	+1.1%	5	2	-60.0%
\$300,000 to \$399,999	57	63	+10.5%	4	5	+25.0%
\$400,000 to \$499,999	14	18	+28.6%	0	0	--
\$500,000 to \$699,999	18	23	+27.8%	0	0	--
\$700,000 to \$999,999	7	9	+28.6%	0	0	--
\$1,000,000 to \$1,999,999	7	5	-28.6%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	436	336	-22.9%	18	9	-50.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	1-2018	2-2018	Change	1-2018	2-2018	Change
\$99,999 and Below	79	67	-15.2%	0	0	--
\$100,000 to \$199,999	85	59	-30.6%	5	2	-60.0%
\$200,000 to \$299,999	117	91	-22.2%	1	2	+100.0%
\$300,000 to \$399,999	58	63	+8.6%	5	5	0.0%
\$400,000 to \$499,999	19	18	-5.3%	0	0	--
\$500,000 to \$699,999	20	23	+15.0%	0	0	--
\$700,000 to \$999,999	9	9	0.0%	0	0	--
\$1,000,000 to \$1,999,999	5	5	0.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	393	336	-14.5%	11	9	-18.2%

Year to Date

By Price Range	Single Family			Condo		
	2-2017	2-2018	Change	2-2017	2-2018	Change
\$99,999 and Below	95	84	-11.6%	4	0	-100.0%
\$100,000 to \$199,999	143	119	-16.8%	6	7	+16.7%
\$200,000 to \$299,999	70	103	+47.1%	1	1	0.0%
\$300,000 to \$399,999	13	29	+123.1%	0	0	--
\$400,000 to \$499,999	2	7	+250.0%	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	--
All Price Ranges	323	344	+6.5%	11	8	-27.3%

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.