

Local Market Update for February 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

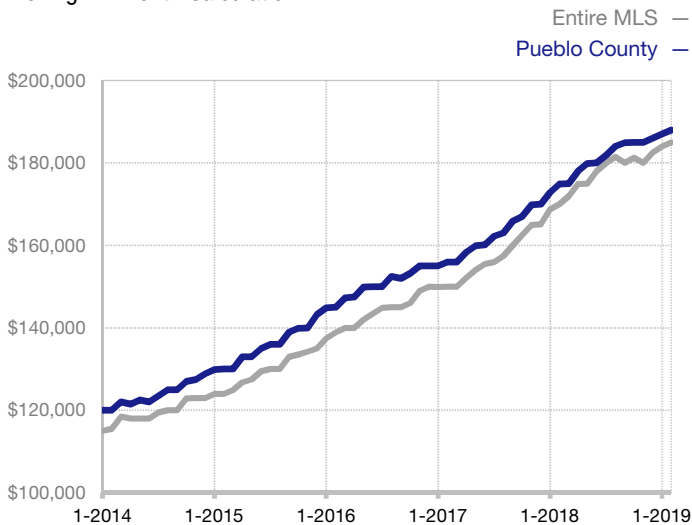
Single Family Key Metrics	February			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 02-2018	Thru 02-2019	Percent Change from Previous Year
New Listings	234	204	- 12.8%	490	441	- 10.0%
Sold Listings	189	136	- 28.0%	361	292	- 19.1%
Median Sales Price*	\$185,000	\$212,000	+ 14.6%	\$181,500	\$200,000	+ 10.2%
Average Sales Price*	\$185,457	\$214,195	+ 15.5%	\$183,767	\$209,106	+ 13.8%
Percent of List Price Received*	98.0%	99.0%	+ 1.0%	97.7%	98.2%	+ 0.5%
Days on Market Until Sale	79	92	+ 16.5%	81	88	+ 8.6%
Inventory of Homes for Sale	407	394	- 3.2%	--	--	--
Months Supply of Inventory	1.7	1.8	+ 5.9%	--	--	--

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

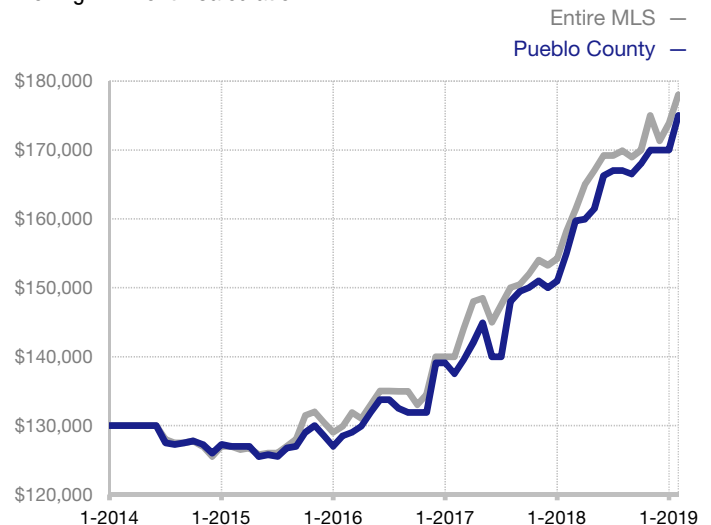
Townhouse-Condo Key Metrics	February			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 02-2018	Thru 02-2019	Percent Change from Previous Year
New Listings	6	6	0.0%	12	18	+ 50.0%
Sold Listings	3	9	+ 200.0%	11	14	+ 27.3%
Median Sales Price*	\$166,000	\$180,500	+ 8.7%	\$162,900	\$181,250	+ 11.3%
Average Sales Price*	\$163,167	\$177,011	+ 8.5%	\$171,382	\$182,650	+ 6.6%
Percent of List Price Received*	101.2%	98.4%	- 2.8%	98.9%	98.6%	- 0.3%
Days on Market Until Sale	66	95	+ 43.9%	75	98	+ 30.7%
Inventory of Homes for Sale	11	19	+ 72.7%	--	--	--
Months Supply of Inventory	1.3	2.3	+ 76.9%	--	--	--

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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

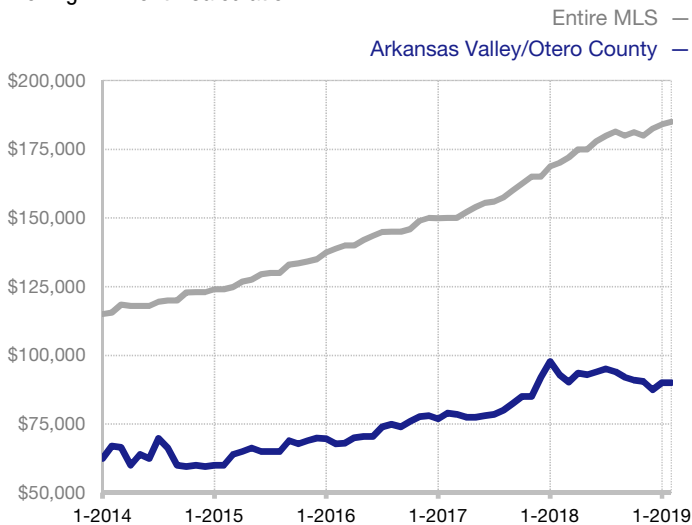
Single Family	February			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 02-2018	Thru 02-2019	Percent Change from Previous Year
Key Metrics						
New Listings	23	27	+ 17.4%	54	71	+ 31.5%
Sold Listings	14	20	+ 42.9%	33	37	+ 12.1%
Median Sales Price*	\$64,600	\$73,500	+ 13.8%	\$76,000	\$90,285	+ 18.8%
Average Sales Price*	\$78,229	\$100,259	+ 28.2%	\$94,262	\$114,893	+ 21.9%
Percent of List Price Received*	93.1%	94.1%	+ 1.1%	96.8%	93.9%	- 3.0%
Days on Market Until Sale	140	93	- 33.6%	129	97	- 24.8%
Inventory of Homes for Sale	89	98	+ 10.1%	--	--	--
Months Supply of Inventory	3.5	3.8	+ 8.6%	--	--	--

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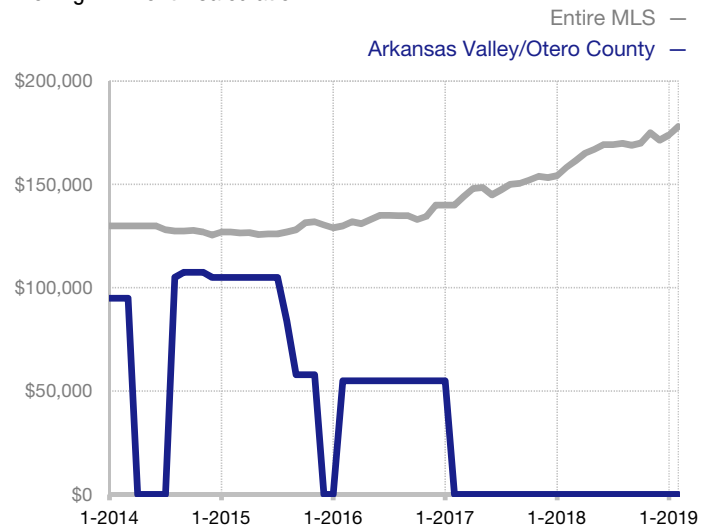
Townhouse-Condo	February			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 02-2018	Thru 02-2019	Percent Change from Previous Year
Key Metrics						
New Listings	1	0	- 100.0%	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$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

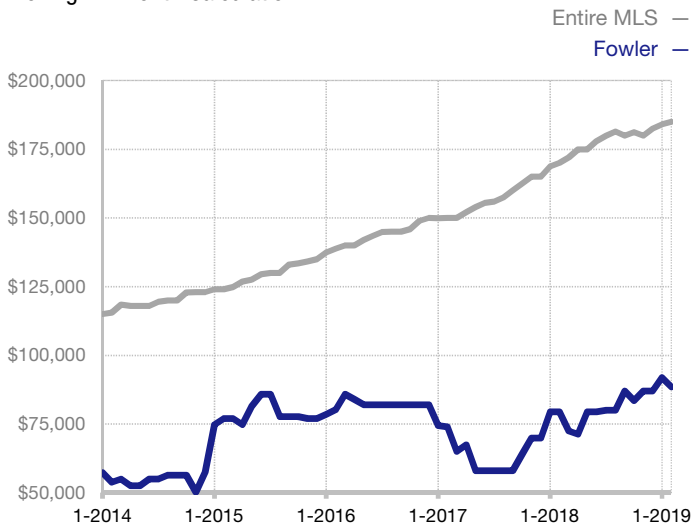
Single Family Key Metrics	February			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 02-2018	Thru 02-2019	Percent Change from Previous Year
New Listings	2	2	0.0%	4	5	+ 25.0%
Sold Listings	0	6	--	2	7	+ 250.0%
Median Sales Price*	\$0	\$82,750	--	\$73,000	\$86,000	+ 17.8%
Average Sales Price*	\$0	\$79,797	--	\$73,000	\$81,255	+ 11.3%
Percent of List Price Received*	0.0%	98.9%	--	113.5%	99.1%	- 12.7%
Days on Market Until Sale	0	84	--	92	80	- 13.0%
Inventory of Homes for Sale	9	4	- 55.6%	--	--	--
Months Supply of Inventory	4.2	1.1	- 73.8%	--	--	--

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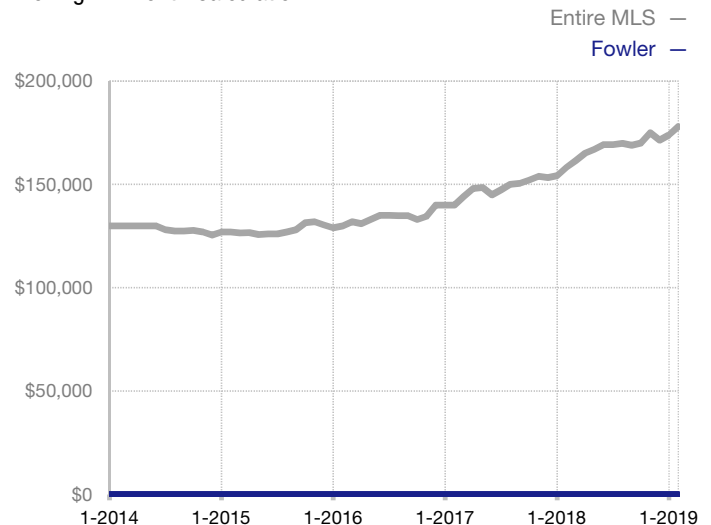
Townhouse-Condo Key Metrics	February			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 02-2018	Thru 02-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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
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Huerfano County

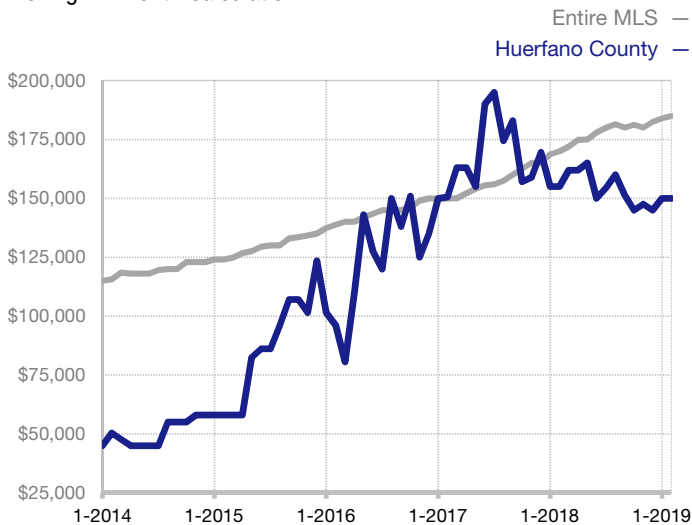
Single Family Key Metrics	February			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 02-2018	Thru 02-2019	Percent Change from Previous Year
New Listings	6	7	+ 16.7%	10	12	+ 20.0%
Sold Listings	3	7	+ 133.3%	9	10	+ 11.1%
Median Sales Price*	\$170,000	\$155,000	- 8.8%	\$101,000	\$152,500	+ 51.0%
Average Sales Price*	\$151,417	\$212,857	+ 40.6%	\$127,444	\$196,200	+ 53.9%
Percent of List Price Received*	94.2%	97.5%	+ 3.5%	93.3%	97.8%	+ 4.8%
Days on Market Until Sale	150	258	+ 72.0%	124	228	+ 83.9%
Inventory of Homes for Sale	55	52	- 5.5%	--	--	--
Months Supply of Inventory	16.1	7.5	- 53.4%	--	--	--

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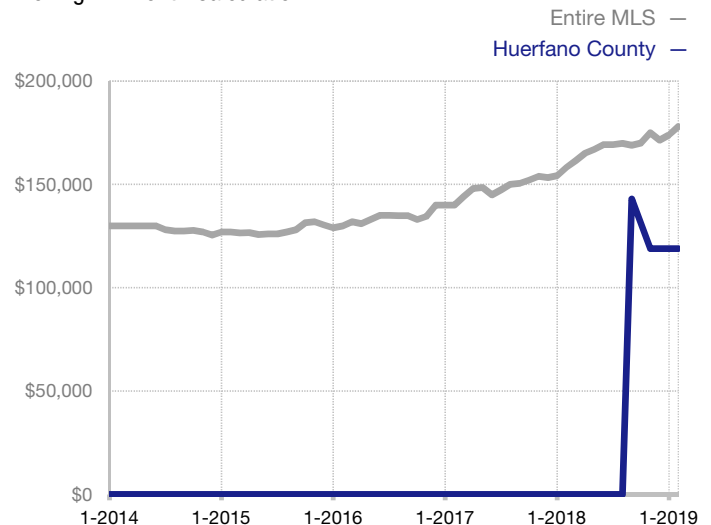
Townhouse-Condo Key Metrics	February			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 02-2018	Thru 02-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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

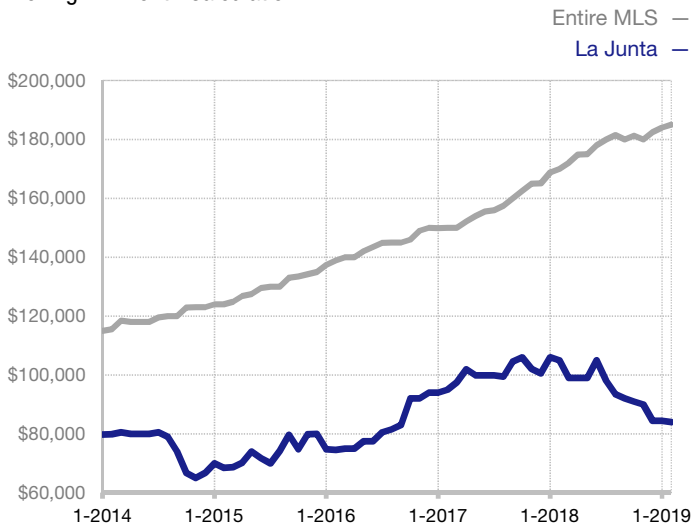
Single Family Key Metrics	February			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 02-2018	Thru 02-2019	Percent Change from Previous Year
New Listings	6	5	- 16.7%	15	9	- 40.0%
Sold Listings	3	2	- 33.3%	7	7	0.0%
Median Sales Price*	\$75,000	\$40,000	- 46.7%	\$105,000	\$117,450	+ 11.9%
Average Sales Price*	\$80,400	\$40,000	- 50.2%	\$99,179	\$121,317	+ 22.3%
Percent of List Price Received*	92.9%	98.2%	+ 5.7%	99.6%	97.9%	- 1.7%
Days on Market Until Sale	218	67	- 69.3%	152	126	- 17.1%
Inventory of Homes for Sale	16	20	+ 25.0%	--	--	--
Months Supply of Inventory	2.3	3.0	+ 30.4%	--	--	--

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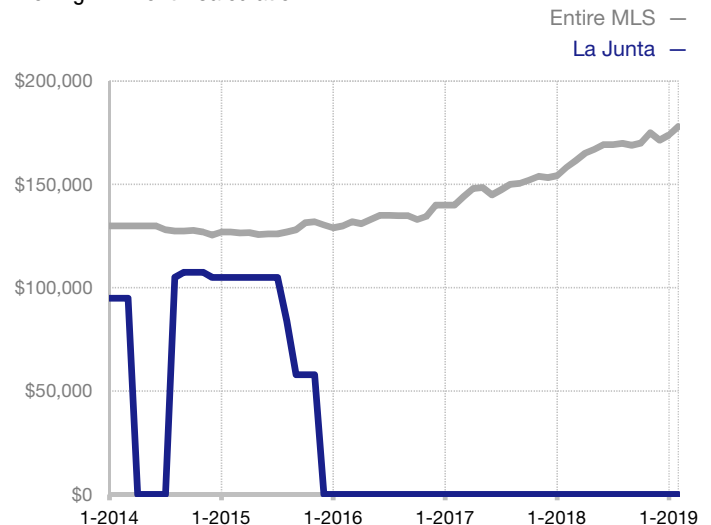
Townhouse-Condo Key Metrics	February			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 02-2018	Thru 02-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 February 2019

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Lamar

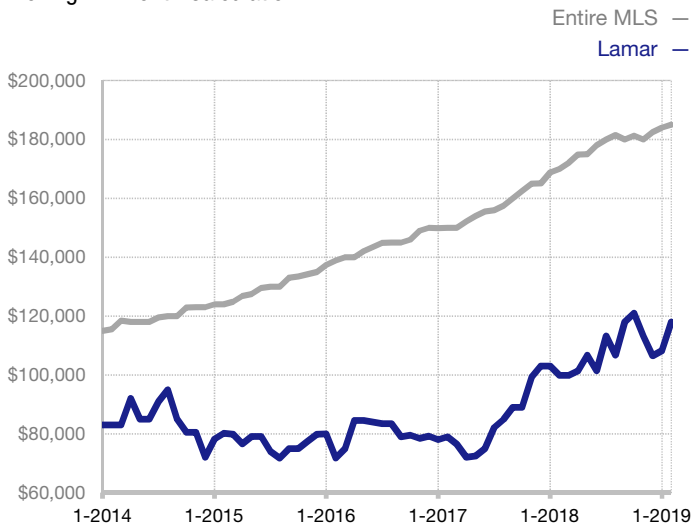
Single Family	February			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 02-2018	Thru 02-2019	Percent Change from Previous Year
Key Metrics						
New Listings	2	3	+ 50.0%	6	9	+ 50.0%
Sold Listings	3	4	+ 33.3%	6	7	+ 16.7%
Median Sales Price*	\$45,000	\$118,250	+ 162.8%	\$56,000	\$177,500	+ 217.0%
Average Sales Price*	\$43,000	\$115,000	+ 167.4%	\$77,167	\$143,429	+ 85.9%
Percent of List Price Received*	99.3%	95.8%	- 3.5%	97.9%	93.5%	- 4.5%
Days on Market Until Sale	68	42	- 38.2%	95	73	- 23.2%
Inventory of Homes for Sale	6	12	+ 100.0%	--	--	--
Months Supply of Inventory	1.5	3.1	+ 106.7%	--	--	--

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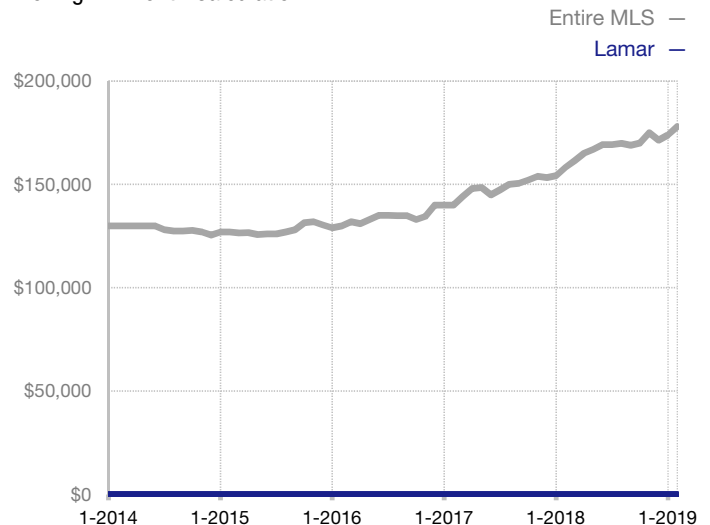
Townhouse-Condo	February			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 02-2018	Thru 02-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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

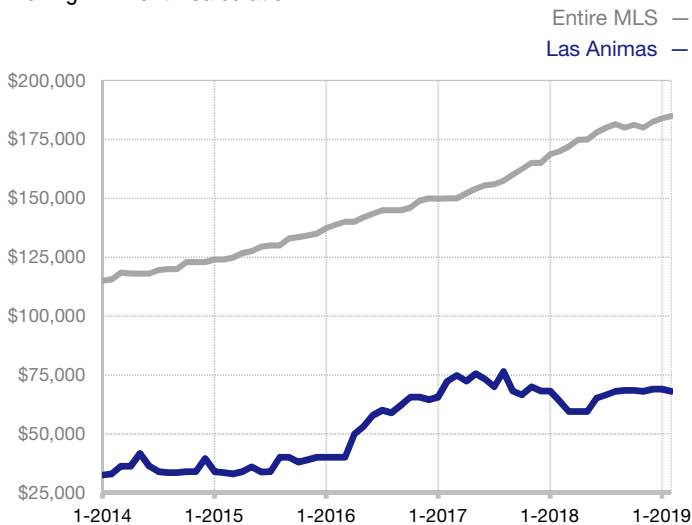
Single Family Key Metrics	February			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 02-2018	Thru 02-2019	Percent Change from Previous Year
New Listings	2	3	+ 50.0%	4	7	+ 75.0%
Sold Listings	0	2	--	0	4	--
Median Sales Price*	\$0	\$63,750	--	\$0	\$63,750	--
Average Sales Price*	\$0	\$63,750	--	\$0	\$64,125	--
Percent of List Price Received*	0.0%	93.7%	--	0.0%	94.0%	--
Days on Market Until Sale	0	140	--	0	104	--
Inventory of Homes for Sale	9	9	0.0%	--	--	--
Months Supply of Inventory	3.1	3.3	+ 6.5%	--	--	--

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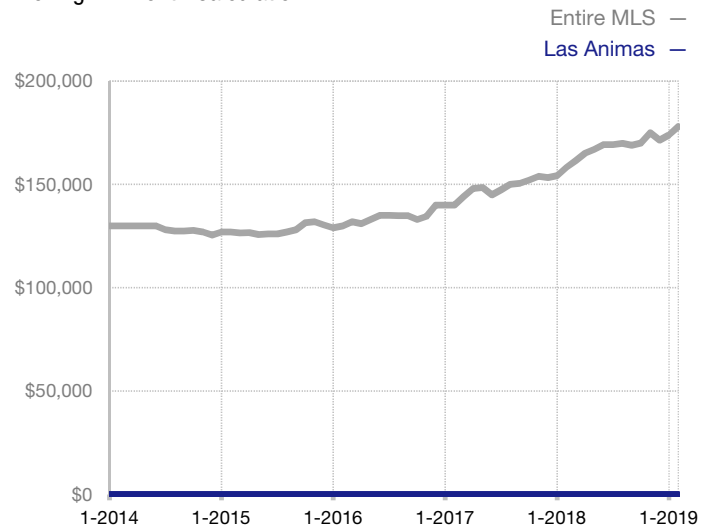
Townhouse-Condo Key Metrics	February			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 02-2018	Thru 02-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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
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Local Market Update for February 2019

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Manzanola

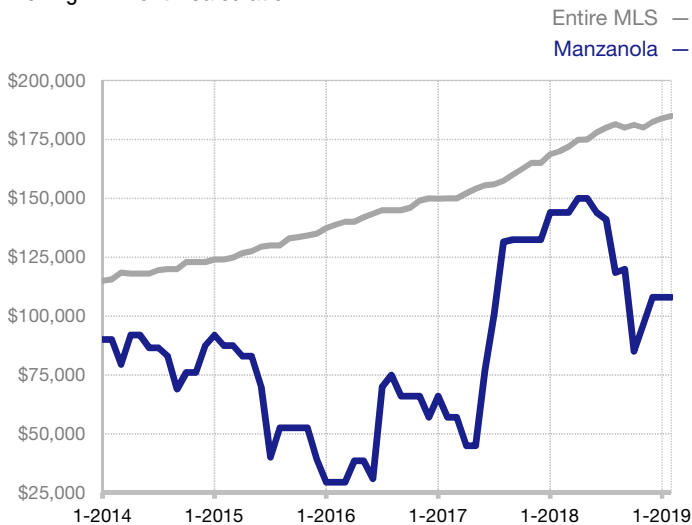
Single Family Key Metrics	February			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 02-2018	Thru 02-2019	Percent Change from Previous Year
New Listings	2	2	0.0%	2	4	+ 100.0%
Sold Listings	0	0	--	1	1	0.0%
Median Sales Price*	\$0	\$0	--	\$217,000	\$220,000	+ 1.4%
Average Sales Price*	\$0	\$0	--	\$217,000	\$220,000	+ 1.4%
Percent of List Price Received*	0.0%	0.0%	--	120.6%	97.8%	- 18.9%
Days on Market Until Sale	0	0	--	204	167	- 18.1%
Inventory of Homes for Sale	2	4	+ 100.0%	--	--	--
Months Supply of Inventory	1.0	2.9	+ 190.0%	--	--	--

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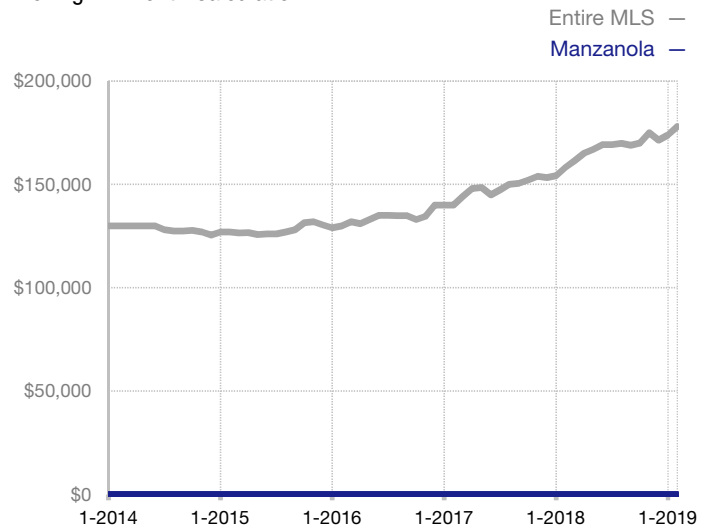
Townhouse-Condo Key Metrics	February			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 02-2018	Thru 02-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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
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Rocky Ford

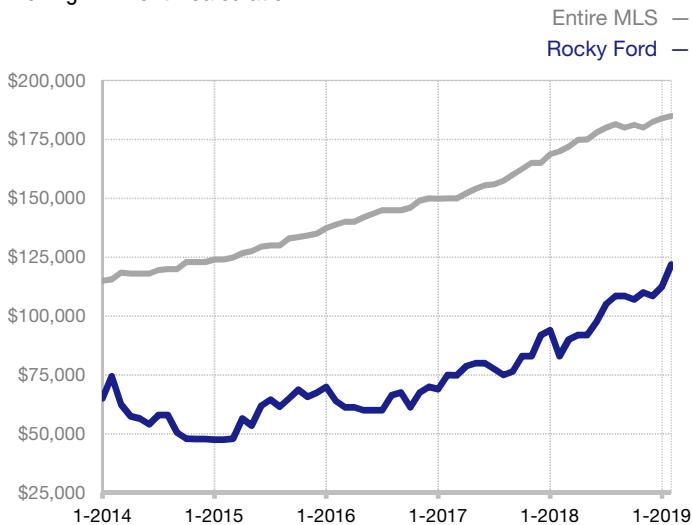
Single Family Key Metrics	February			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 02-2018	Thru 02-2019	Percent Change from Previous Year
New Listings	3	5	+ 66.7%	11	19	+ 72.7%
Sold Listings	7	1	- 85.7%	10	4	- 60.0%
Median Sales Price*	\$68,000	\$223,000	+ 227.9%	\$72,000	\$153,500	+ 113.2%
Average Sales Price*	\$87,000	\$223,000	+ 156.3%	\$80,800	\$147,500	+ 82.5%
Percent of List Price Received*	91.4%	101.8%	+ 11.4%	90.4%	93.9%	+ 3.9%
Days on Market Until Sale	148	45	- 69.6%	133	52	- 60.9%
Inventory of Homes for Sale	13	19	+ 46.2%	--	--	--
Months Supply of Inventory	3.2	5.4	+ 68.8%	--	--	--

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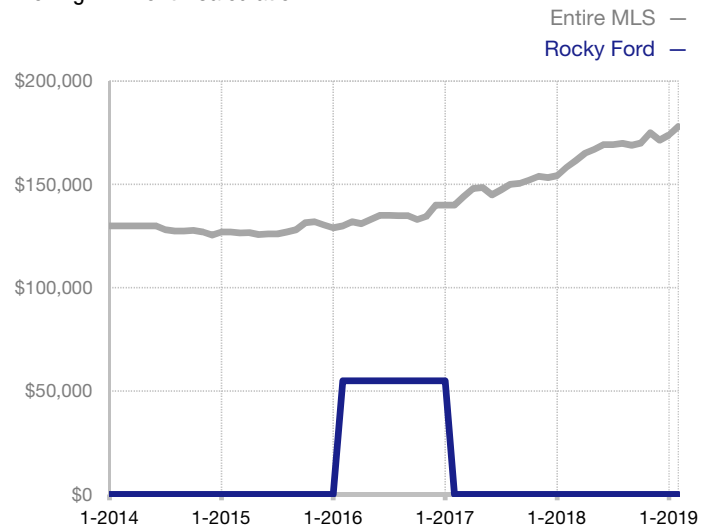
Townhouse-Condo Key Metrics	February			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 02-2018	Thru 02-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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



February 2019

Percent changes calculated using year-over-year comparisons.

New Listings were down 12.6 percent for single family homes but remained flat for townhouse-condo properties. Pending Sales decreased 4.4 percent for single family homes but increased 28.6 percent for townhouse-condo properties.

The Median Sales Price was up 13.2 percent to \$206,500 for single family homes and 8.7 percent to \$180,500 for townhouse-condo properties. Days on Market increased 21.8 percent for single family homes and 43.9 percent for townhouse-condo properties.

The National Association of REALTORS® recently reported that national existing-home sales were down slightly during January 2019 and that pending sales were up in year-over-year comparisons. It is worth noting that some softening of sales was anticipated, as was a positive sales bounce during January 2019 after a slow end to 2018. Weather-related events have hampered some of the necessary machinations of making home sales during February 2019, yet buyers have shown determination toward achieving their homeownership goals.

Activity Snapshot

- 22.6%	+ 13.9%	+ 5.5%
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	2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		239	209	- 12.6%	499	452	- 9.4%
Pending Sales		204	195	- 4.4%	421	373	- 11.4%
Sold Listings		192	142	- 26.0%	365	302	- 17.3%
Median Sales Price		\$182,500	\$206,500	+ 13.2%	\$180,000	\$199,950	+ 11.1%
Avg. Sales Price		\$184,071	\$210,535	+ 14.4%	\$182,590	\$208,279	+ 14.1%
Pct. of List Price Received		97.7%	98.9%	+ 1.2%	97.6%	98.2%	+ 0.6%
Days on Market		78	95	+ 21.8%	81	89	+ 9.9%
Affordability Index		189	168	- 11.1%	191	173	- 9.4%
Active Listings		411	426	+ 3.6%	--	--	--
Months Supply		1.7	1.9	+ 11.8%	--	--	--

Townhouse-Condo Market Overview

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

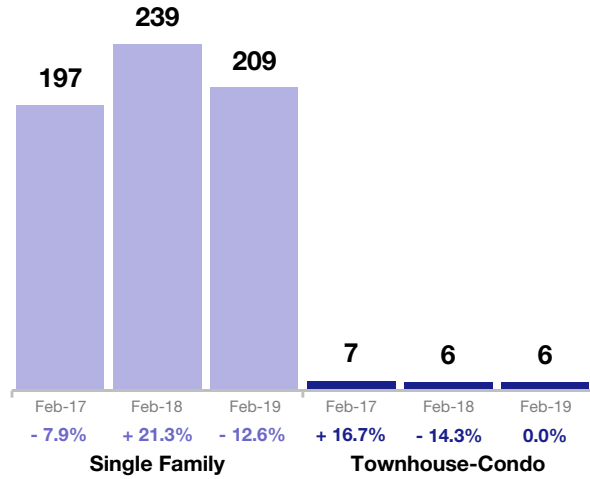


Key Metrics	Historical Sparkbars	2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		6	6	0.0%	12	18	+ 50.0%
Pending Sales		7	9	+ 28.6%	11	20	+ 81.8%
Sold Listings		3	9	+ 200.0%	11	14	+ 27.3%
Median Sales Price		\$166,000	\$180,500	+ 8.7%	\$162,900	\$181,250	+ 11.3%
Avg. Sales Price		\$163,167	\$177,011	+ 8.5%	\$171,382	\$182,650	+ 6.6%
Pct. of List Price Received		101.2%	98.4%	- 2.8%	98.9%	98.6%	- 0.3%
Days on Market		66	95	+ 43.9%	75	98	+ 30.7%
Affordability Index		208	192	- 7.7%	212	191	- 9.9%
Active Listings		11	19	+ 72.7%	--	--	--
Months Supply		1.3	2.2	+ 69.2%	--	--	--

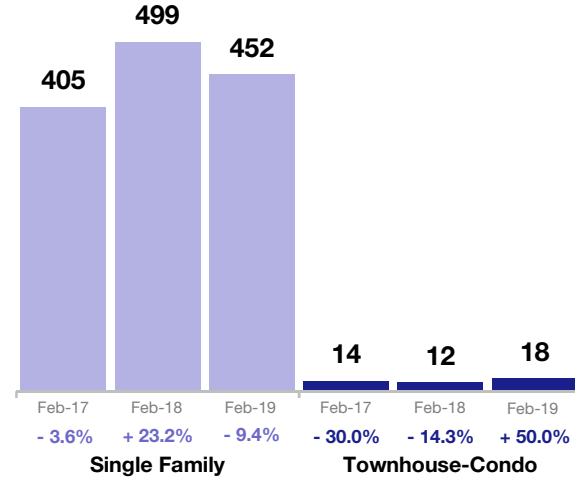
New Listings



February

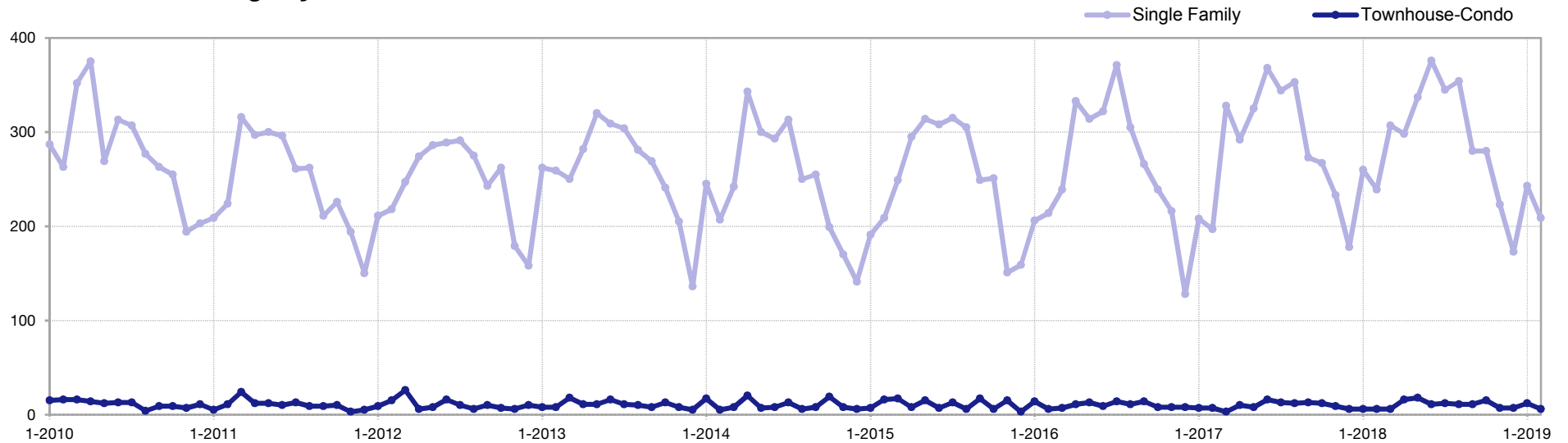


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2018	307	-6.4%	6	+100.0%
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	243	-6.5%	12	+100.0%
Feb-2019	209	-12.6%	6	0.0%

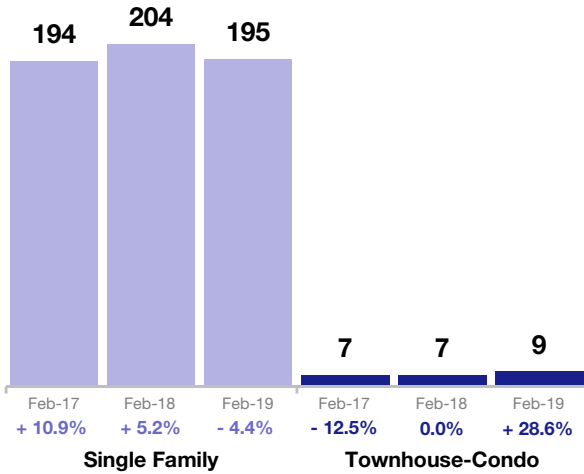
Historical New Listings by Month



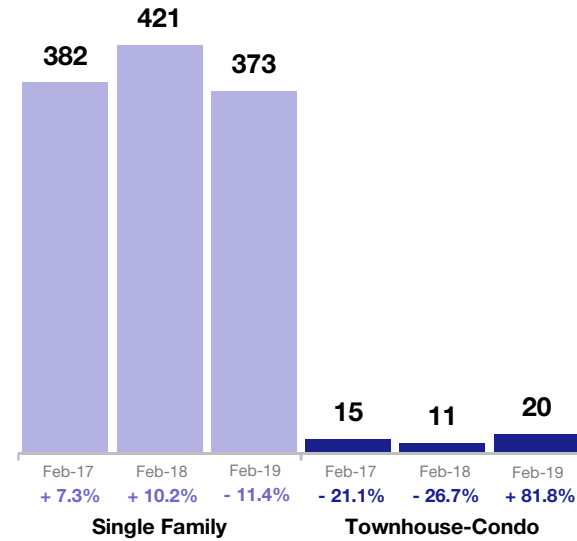
Pending Sales



February

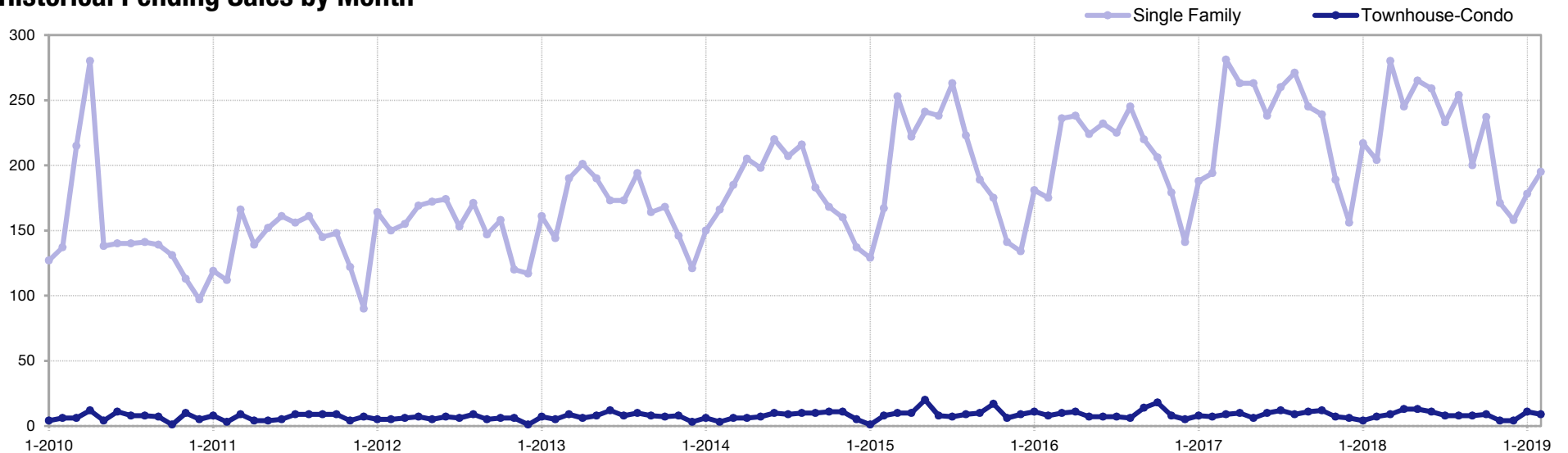


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2018	280	-0.4%	9	0.0%
Apr-2018	245	-6.8%	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	254	-6.3%	8	-11.1%
Sep-2018	200	-18.4%	8	-27.3%
Oct-2018	237	-0.8%	9	-25.0%
Nov-2018	171	-9.5%	4	-42.9%
Dec-2018	158	+1.3%	4	-33.3%
Jan-2019	178	-18.0%	11	+175.0%
Feb-2019	195	-4.4%	9	+28.6%

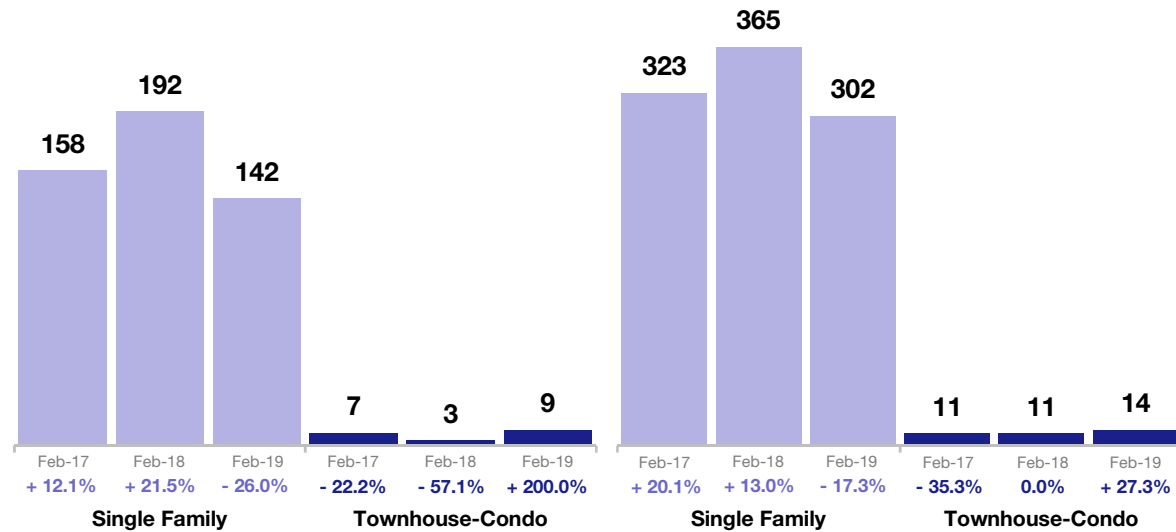
Historical Pending Sales by Month



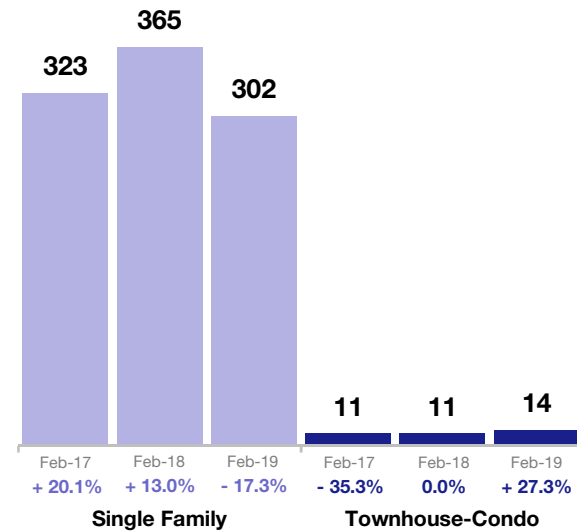
Sold Listings



February

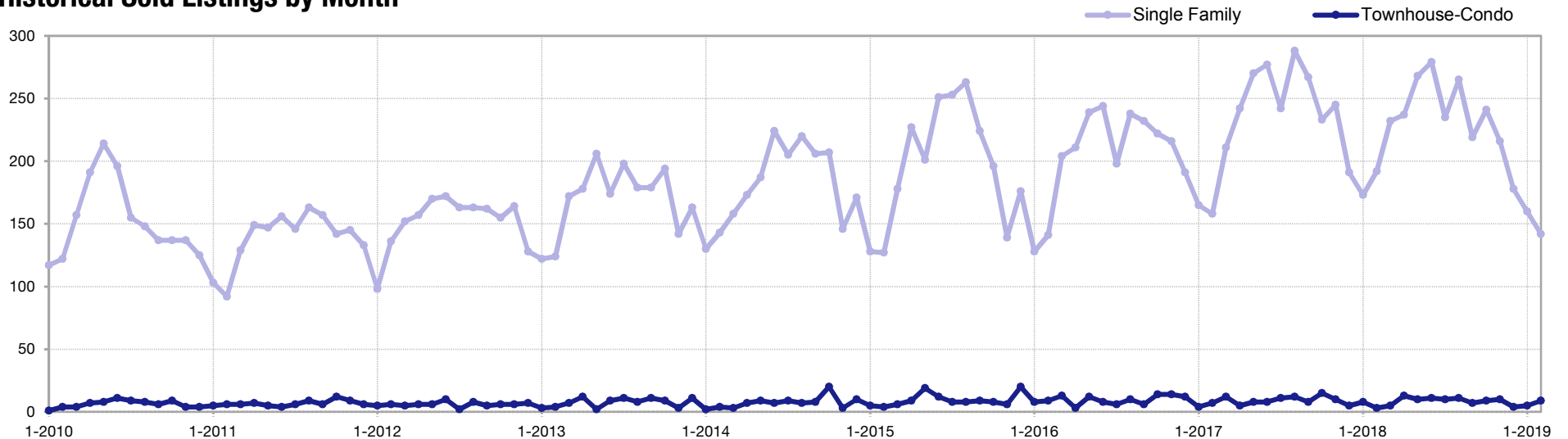


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2018	232	+10.0%	5	-58.3%
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	265	-8.0%	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%	5	-37.5%
Feb-2019	142	-26.0%	9	+200.0%

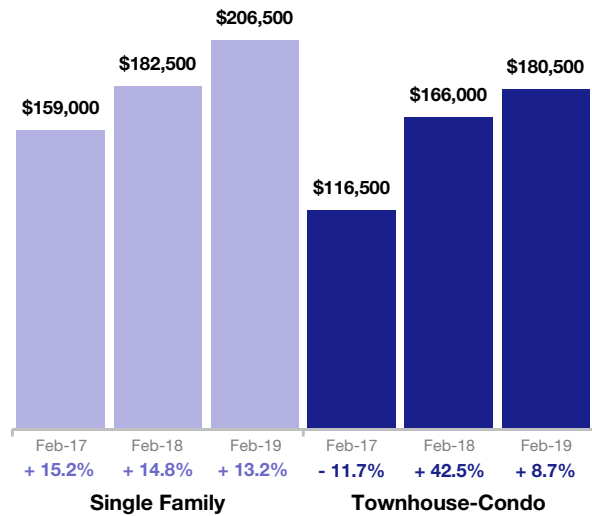
Historical Sold Listings by Month



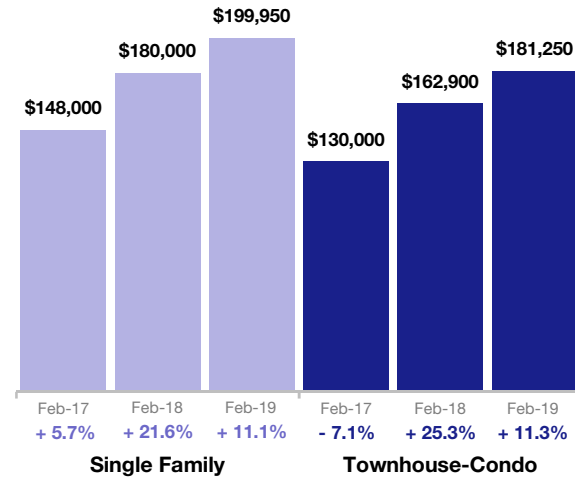
Median Sales Price



February

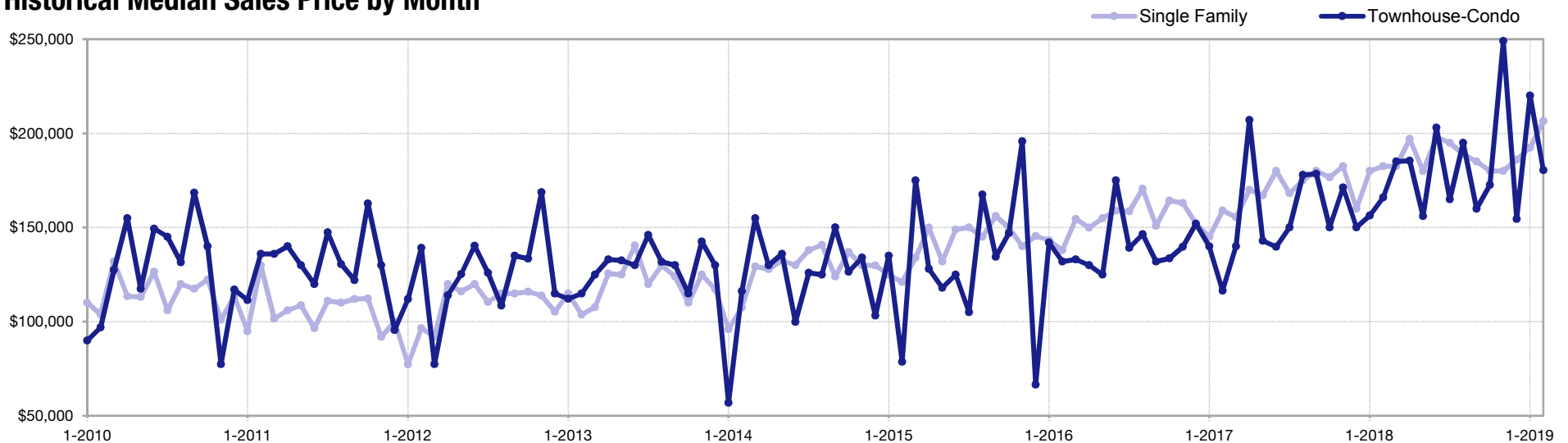


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2018	\$182,500	+17.4%	\$185,000	+32.1%
Apr-2018	\$197,000	+15.9%	\$185,500	-10.4%
May-2018	\$180,000	+7.8%	\$156,000	+9.1%
Jun-2018	\$198,000	+10.0%	\$203,000	+45.3%
Jul-2018	\$194,900	+15.9%	\$165,000	+10.0%
Aug-2018	\$188,950	+8.0%	\$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%	\$220,000	+40.7%
Feb-2019	\$206,500	+13.2%	\$180,500	+8.7%

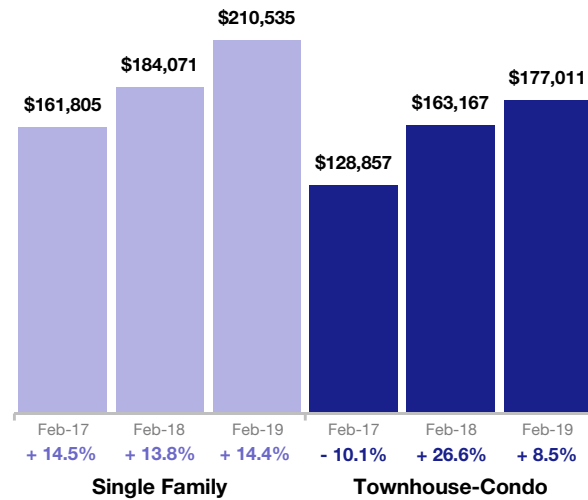
Historical Median Sales Price by Month



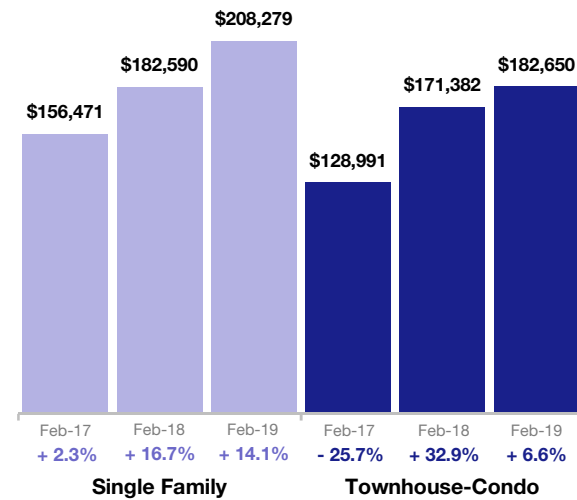
Average Sales Price



February

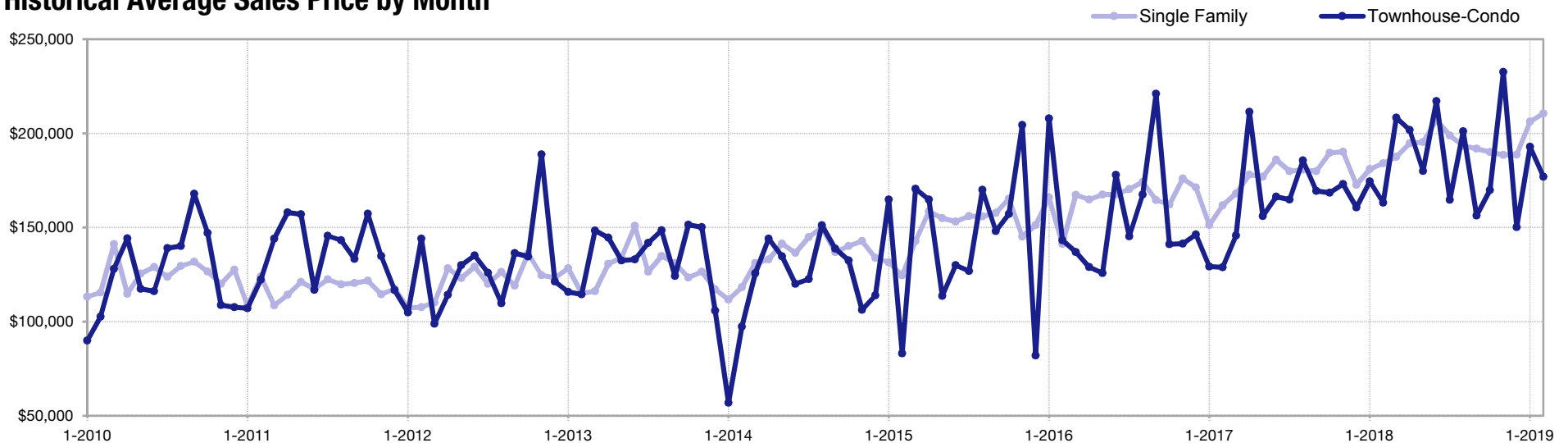


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2018	\$187,558	+11.6%	\$208,380	+43.0%
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	\$193,340	+7.0%	\$201,027	+8.3%
Sep-2018	\$191,861	+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%	\$192,800	+10.5%
Feb-2019	\$210,535	+14.4%	\$177,011	+8.5%

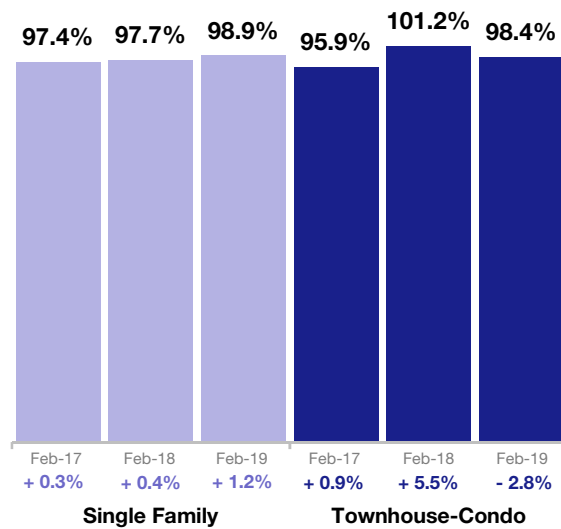
Historical Average Sales Price by Month



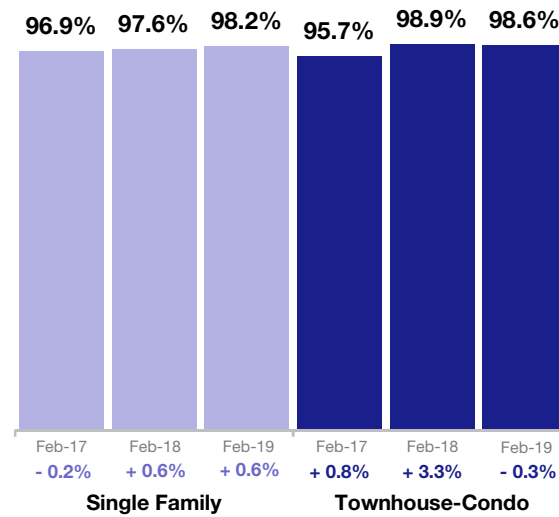
Percent of List Price Received



February

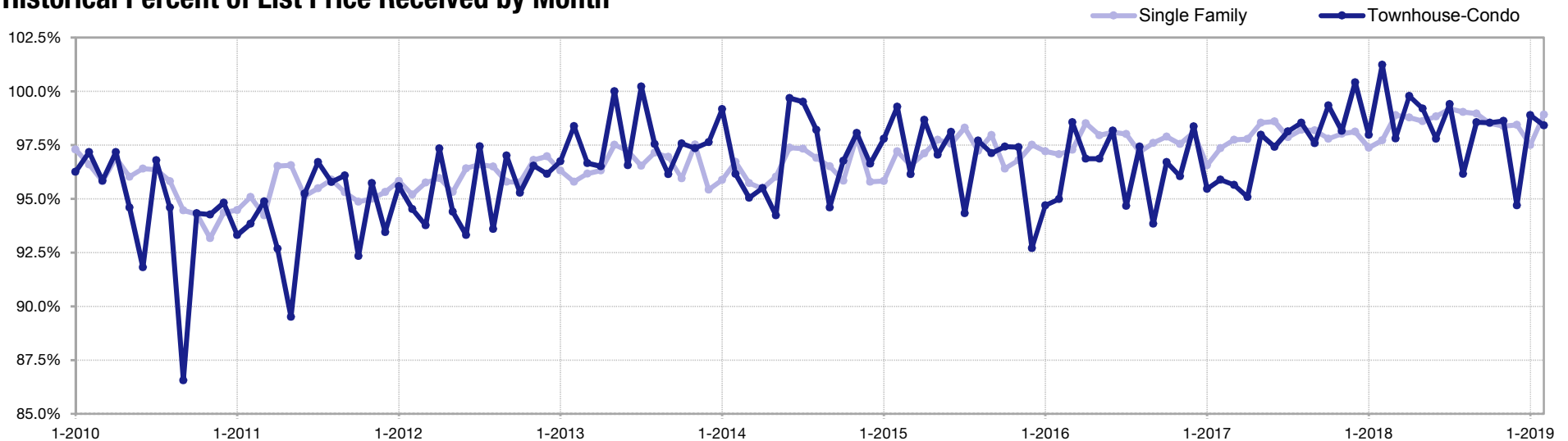


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2018	98.9%	+1.2%	97.8%	+2.3%
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	99.0%	+0.8%	96.2%	-2.3%
Sep-2018	99.0%	+0.8%	98.6%	+1.0%
Oct-2018	98.5%	+0.7%	98.5%	-0.8%
Nov-2018	98.4%	+0.4%	98.6%	+0.4%
Dec-2018	98.4%	+0.3%	94.7%	-5.7%
Jan-2019	97.5%	+0.1%	98.9%	+0.9%
Feb-2019	98.9%	+1.2%	98.4%	-2.8%

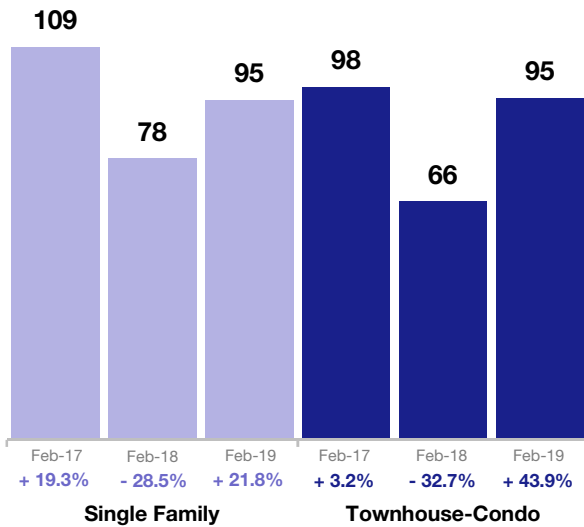
Historical Percent of List Price Received by Month



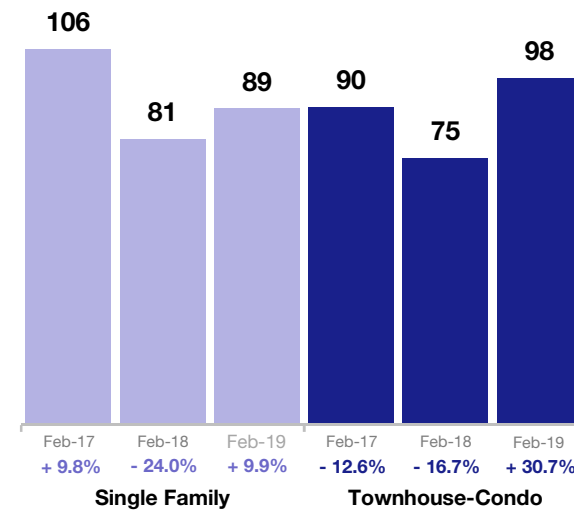
Days on Market Until Sale



February

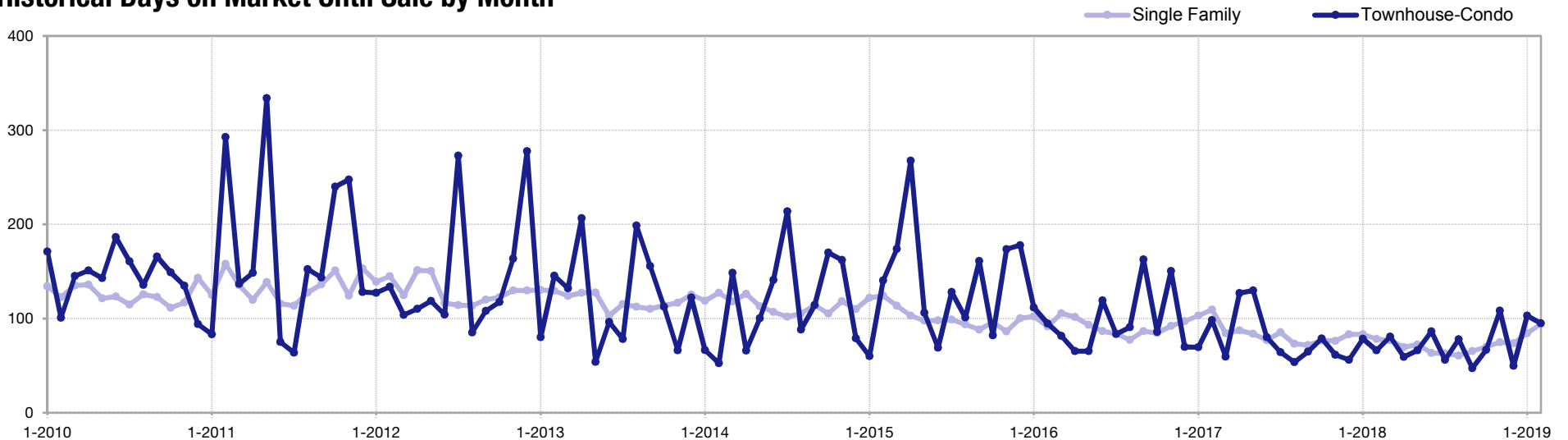


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2018	77	-8.3%	81	+35.0%
Apr-2018	70	-20.5%	59	-53.5%
May-2018	72	-14.3%	66	-49.2%
Jun-2018	63	-18.2%	86	+7.5%
Jul-2018	63	-26.7%	56	-12.5%
Aug-2018	61	-16.4%	78	+44.4%
Sep-2018	65	-9.7%	47	-27.7%
Oct-2018	70	-9.1%	67	-15.2%
Nov-2018	75	-1.3%	108	+74.2%
Dec-2018	74	-10.8%	50	-10.7%
Jan-2019	85	+2.4%	103	+30.4%
Feb-2019	95	+21.8%	95	+43.9%

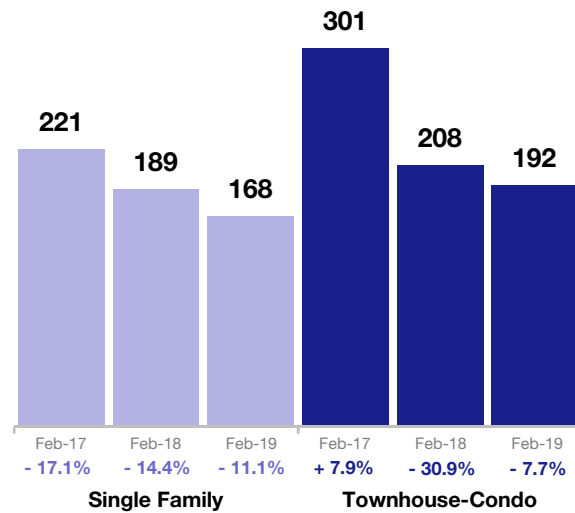
Historical Days on Market Until Sale by Month



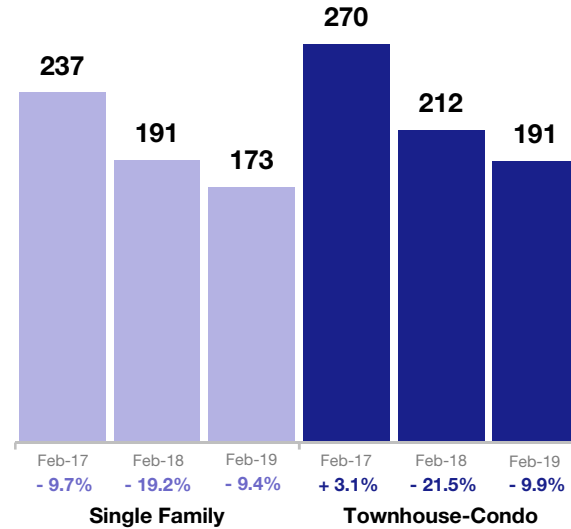
Housing Affordability Index



February

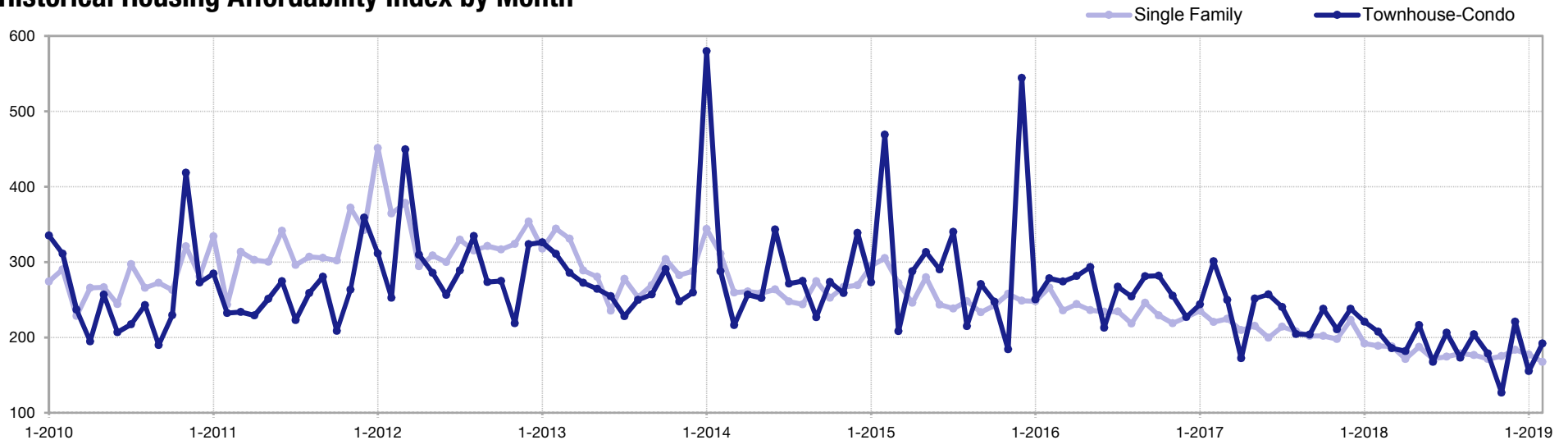


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2018	188	-16.4%	186	-25.6%
Apr-2018	171	-18.6%	182	+5.8%
May-2018	188	-12.6%	216	-14.3%
Jun-2018	172	-14.0%	167	-35.0%
Jul-2018	175	-18.2%	206	-14.2%
Aug-2018	179	-13.9%	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%	155	-29.9%
Feb-2019	168	-11.1%	192	-7.7%

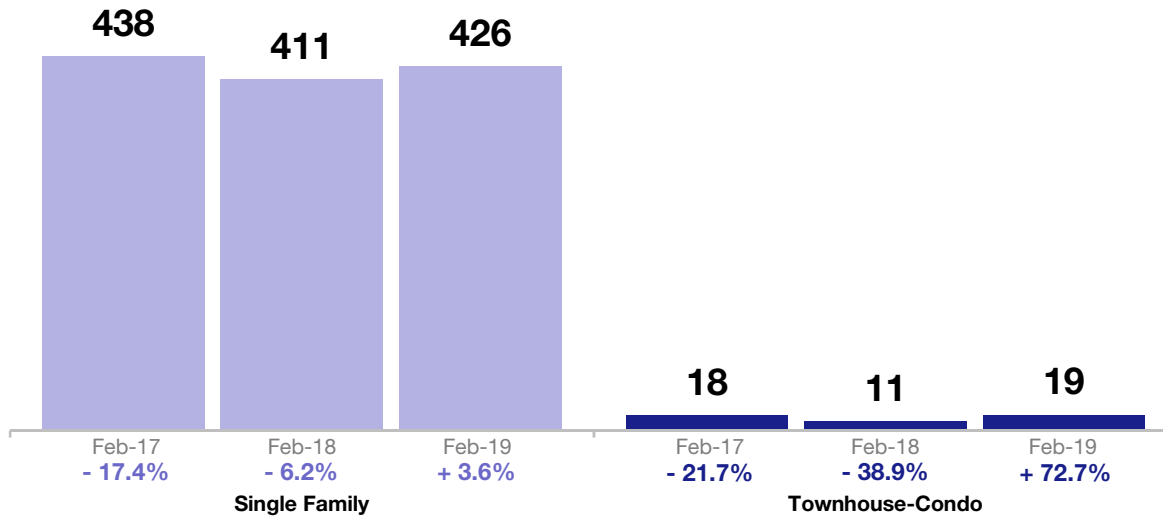
Historical Housing Affordability Index by Month



Inventory of Active Listings

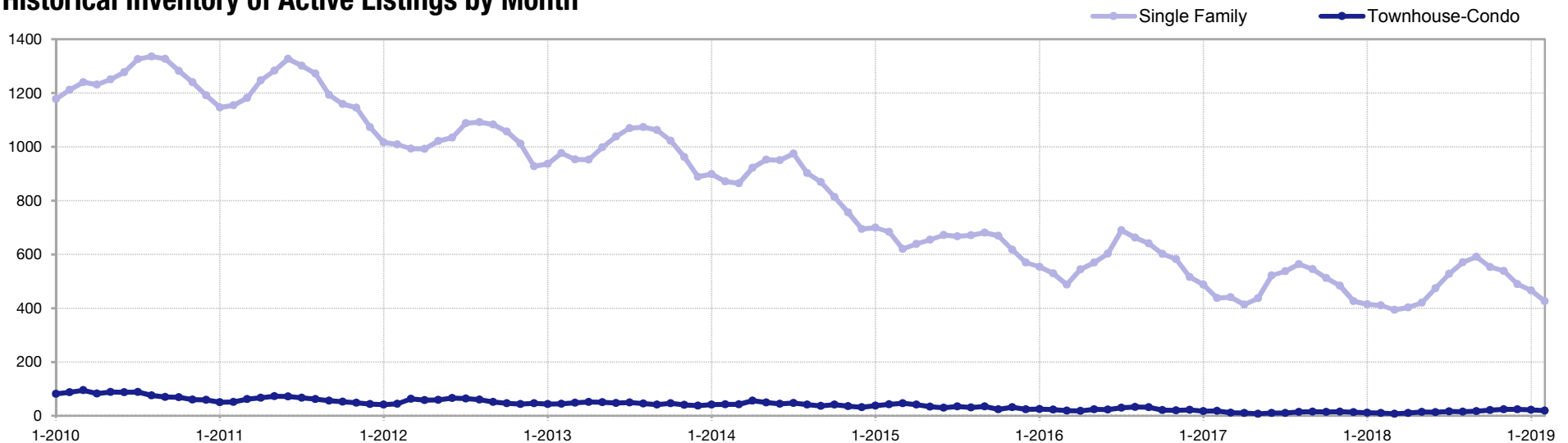


February



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2018	394	-10.7%	8	-33.3%
Apr-2018	403	-2.7%	11	0.0%
May-2018	420	-3.9%	14	+75.0%
Jun-2018	474	-9.2%	13	+18.2%
Jul-2018	528	-1.7%	16	+45.5%
Aug-2018	571	+1.2%	15	+7.1%
Sep-2018	591	+8.4%	17	+13.3%
Oct-2018	553	+8.0%	21	+50.0%
Nov-2018	538	+11.2%	24	+60.0%
Dec-2018	490	+15.0%	24	+84.6%
Jan-2019	466	+12.3%	22	+83.3%
Feb-2019	426	+3.6%	19	+72.7%

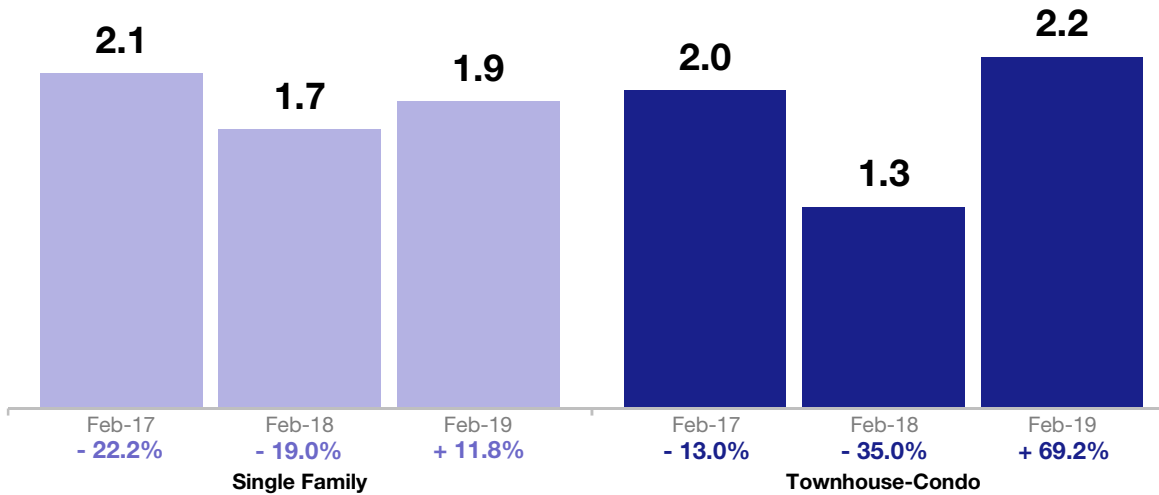
Historical Inventory of Active Listings by Month



Months Supply of Inventory

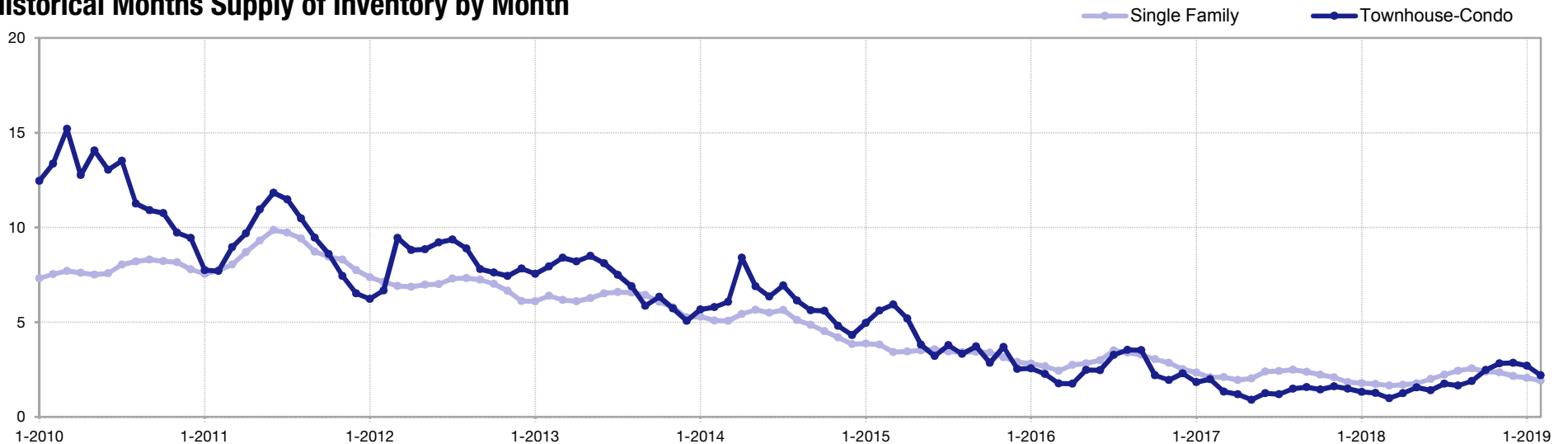


February



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2018	1.7	-19.0%	1.0	-23.1%
Apr-2018	1.7	-10.5%	1.2	0.0%
May-2018	1.8	-10.0%	1.6	+77.8%
Jun-2018	2.0	-16.7%	1.4	+16.7%
Jul-2018	2.2	-8.3%	1.7	+41.7%
Aug-2018	2.4	-4.0%	1.7	+13.3%
Sep-2018	2.6	+8.3%	1.9	+18.8%
Oct-2018	2.4	+9.1%	2.5	+78.6%
Nov-2018	2.3	+9.5%	2.8	+75.0%
Dec-2018	2.1	+16.7%	2.9	+93.3%
Jan-2019	2.1	+16.7%	2.7	+107.7%
Feb-2019	1.9	+11.8%	2.2	+69.2%

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.



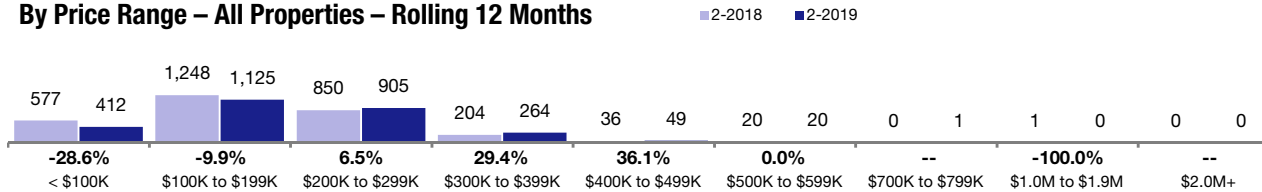
Key Metrics	Historical Sparkbars	2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		245	215	- 12.2%	511	470	- 8.0%
Pending Sales		211	204	- 3.3%	432	393	- 9.0%
Sold Listings		195	151	- 22.6%	376	316	- 16.0%
Median Sales Price		\$179,000	\$203,900	+ 13.9%	\$179,000	\$198,750	+ 11.0%
Avg. Sales Price		\$183,750	\$208,537	+ 13.5%	\$182,262	\$207,144	+ 13.7%
Pct. of List Price Received		97.8%	98.9%	+ 1.1%	97.6%	98.2%	+ 0.6%
Days on Market		78	95	+ 21.8%	81	90	+ 11.1%
Affordability Index		193	170	- 11.9%	193	174	- 9.8%
Active Listings		422	445	+ 5.5%	--	--	--
Months Supply		1.7	1.9	+ 11.8%	--	--	--

Sold Listings

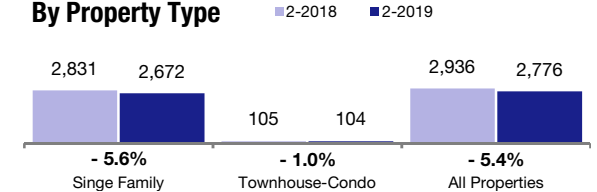
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	2-2018	2-2019	Change	2-2018	2-2019	Change
\$99,999 and Below	567	408	-28.0%	10	4	-60.0%
\$100,000 to \$199,999	1,177	1,058	-10.1%	71	67	-5.6%
\$200,000 to \$299,999	830	883	+6.4%	20	22	+10.0%
\$300,000 to \$399,999	200	254	+27.0%	4	10	+150.0%
\$400,000 to \$499,999	36	48	+33.3%	0	1	--
\$500,000 to \$699,999	20	20	0.0%	0	0	--
\$700,000 to \$999,999	0	1	--	0	0	--
\$1,000,000 to \$1,999,999	1	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,831	2,672	-5.6%	105	104	-1.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	1-2019	2-2019	Change	1-2019	2-2019	Change
\$99,999 and Below	23	22	-4.3%	0	1	--
\$100,000 to \$199,999	61	45	-26.2%	2	6	+200.0%
\$200,000 to \$299,999	53	56	+5.7%	3	2	-33.3%
\$300,000 to \$399,999	14	9	-35.7%	0	0	--
\$400,000 to \$499,999	5	7	+40.0%	0	0	--
\$500,000 to \$699,999	3	3	0.0%	0	0	--
\$700,000 to \$999,999	1	0	-100.0%	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	160	142	-11.3%	5	9	+80.0%

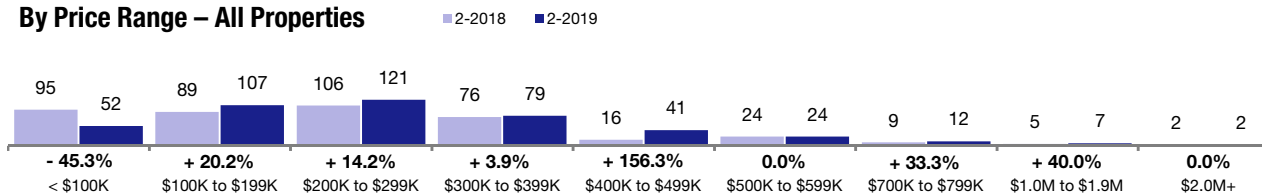
Year to Date

By Price Range	Single Family			Condo		
	2-2018	2-2019	Change	2-2018	2-2019	Change
\$99,999 and Below	87	45	-48.3%	0	1	--
\$100,000 to \$199,999	126	106	-15.9%	9	8	-11.1%
\$200,000 to \$299,999	112	109	-2.7%	2	5	+150.0%
\$300,000 to \$399,999	31	23	-25.8%	0	0	--
\$400,000 to \$499,999	7	12	+71.4%	0	0	--
\$500,000 to \$699,999	2	6	+200.0%	0	0	--
\$700,000 to \$999,999	0	1	--	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	365	302	-17.3%	11	14	+27.3%

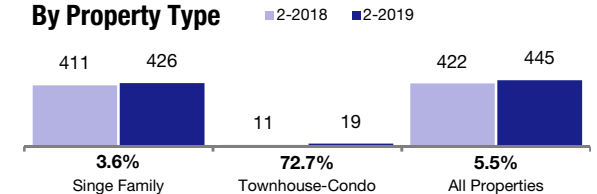
Inventory of Active Listings

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		
	2-2018	2-2019	Change	2-2018	2-2019	Change
\$99,999 and Below	95	52	-45.3%	0	0	--
\$100,000 to \$199,999	85	94	+10.6%	4	13	+225.0%
\$200,000 to \$299,999	105	117	+11.4%	1	4	+300.0%
\$300,000 to \$399,999	70	78	+11.4%	6	1	-83.3%
\$400,000 to \$499,999	16	41	+156.3%	0	0	--
\$500,000 to \$699,999	24	23	-4.2%	0	1	--
\$700,000 to \$999,999	9	12	+33.3%	0	0	--
\$1,000,000 to \$1,999,999	5	7	+40.0%	0	0	--
\$2,000,000 and Above	2	2	0.0%	0	0	--
All Price Ranges	411	426	+3.6%	11	19	+72.7%

Compared to Prior Month

By Price Range	Single Family			Condo		
	1-2019	2-2019	Change	1-2019	2-2019	Change
\$99,999 and Below	61	52	-14.8%	2	0	-100.0%
\$100,000 to \$199,999	115	94	-18.3%	11	13	+18.2%
\$200,000 to \$299,999	131	117	-10.7%	7	4	-42.9%
\$300,000 to \$399,999	73	78	+6.8%	1	1	0.0%
\$400,000 to \$499,999	44	41	-6.8%	0	0	--
\$500,000 to \$699,999	23	23	0.0%	1	1	0.0%
\$700,000 to \$999,999	10	12	+20.0%	0	0	--
\$1,000,000 to \$1,999,999	6	7	+16.7%	0	0	--
\$2,000,000 and Above	3	2	-33.3%	0	0	--
All Price Ranges	466	426	-8.6%	22	19	-13.6%

Year to Date

By Price Range	Single Family			Condo		
	2-2018	2-2019	Change	2-2018	2-2019	Change
\$99,999 and Below	87	45	-48.3%	0	1	--
\$100,000 to \$199,999	126	106	-15.9%	9	8	-11.1%
\$200,000 to \$299,999	112	109	-2.7%	2	5	+150.0%
\$300,000 to \$399,999	31	23	-25.8%	0	0	--
\$400,000 to \$499,999	7	12	+71.4%	0	0	--
\$500,000 to \$699,999	2	6	+200.0%	0	0	--
\$700,000 to \$999,999	0	1	--	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	365	302	-17.3%	11	14	+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.