

# Monthly Indicators



## June 2018

Percent changes calculated using year-over-year comparisons.

New Listings were down 3.0 percent for single family homes and 31.3 percent for townhouse-condo properties. Pending Sales increased 14.2 percent for single family homes but decreased 10.0 percent for townhouse-condo properties.

The Median Sales Price was up 11.1 percent to \$200,000 for single family homes and 41.7 percent to \$198,000 for townhouse-condo properties. Days on Market decreased 16.7 percent for single family homes but increased 8.7 percent for townhouse-condo properties.

Inventory may be persistently lower in year-over-year comparisons, and home prices are still more likely to rise than not, but sales and new listings may finish the summer on the upswing. The housing supply outlook in several markets is beginning to show an increase in new construction and a move by builders away from overstocked rental units to new developments for sale. These are encouraging signs in an already healthy marketplace.

## Activity Snapshot

<b>- 6.3%</b>	<b>+ 10.8%</b>	<b>- 18.1%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> All Properties

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

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# Single Family Market Overview

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



Key Metrics	Historical Sparkbars	6-2017	6-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		369	<b>358</b>	- 3.0%	1,719	<b>1,794</b>	+ 4.4%
<b>Pending Sales</b>		239	<b>273</b>	+ 14.2%	1,428	<b>1,482</b>	+ 3.8%
<b>Sold Listings</b>		277	<b>258</b>	- 6.9%	1,323	<b>1,350</b>	+ 2.0%
<b>Median Sales Price</b>		\$180,000	<b>\$200,000</b>	+ 11.1%	\$165,000	<b>\$187,000</b>	+ 13.3%
<b>Avg. Sales Price</b>		\$186,010	<b>\$209,287</b>	+ 12.5%	\$172,620	<b>\$192,953</b>	+ 11.8%
<b>Pct. of List Price Received</b>		98.6%	<b>99.1%</b>	+ 0.5%	97.9%	<b>98.5%</b>	+ 0.6%
<b>Days on Market</b>		78	<b>65</b>	- 16.7%	89	<b>73</b>	- 18.0%
<b>Affordability Index</b>		200	<b>170</b>	- 15.0%	218	<b>182</b>	- 16.5%
<b>Active Listings</b>		520	<b>420</b>	- 19.2%	--	<b>--</b>	--
<b>Months Supply</b>		2.4	<b>1.8</b>	- 25.0%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

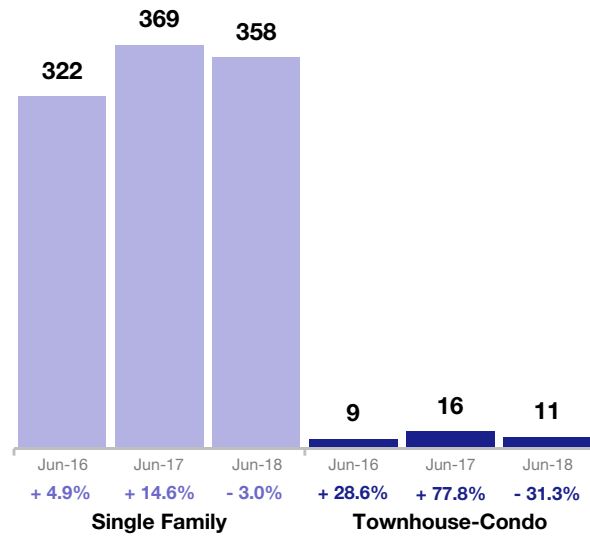


Key Metrics	Historical Sparkbars	6-2017	6-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		16	11	- 31.3%	51	63	+ 23.5%
<b>Pending Sales</b>		10	9	- 10.0%	50	54	+ 8.0%
<b>Sold Listings</b>		8	9	+ 12.5%	44	47	+ 6.8%
<b>Median Sales Price</b>		\$139,750	<b>\$198,000</b>	+ 41.7%	\$139,000	<b>\$167,000</b>	+ 20.1%
<b>Avg. Sales Price</b>		\$166,425	<b>\$198,117</b>	+ 19.0%	\$154,645	<b>\$190,793</b>	+ 23.4%
<b>Pct. of List Price Received</b>		97.4%	<b>97.9%</b>	+ 0.5%	96.3%	<b>98.8%</b>	+ 2.6%
<b>Days on Market</b>		80	<b>87</b>	+ 8.7%	91	<b>72</b>	- 20.9%
<b>Affordability Index</b>		257	<b>172</b>	- 33.1%	259	<b>204</b>	- 21.2%
<b>Active Listings</b>		11	<b>15</b>	+ 36.4%	--	--	--
<b>Months Supply</b>		1.2	<b>1.7</b>	+ 41.7%	--	--	--

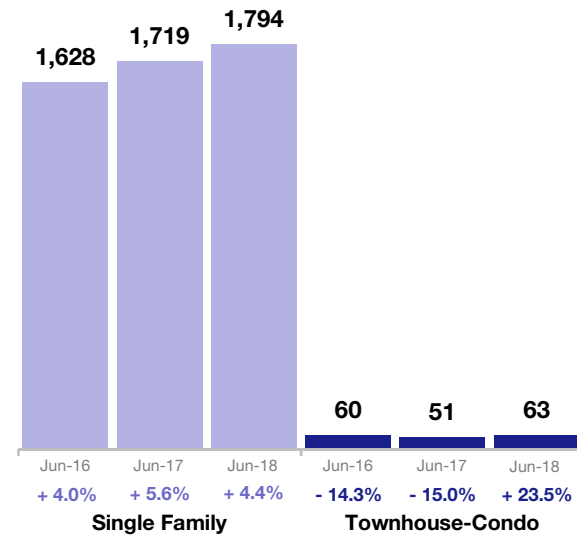
# New Listings



## June

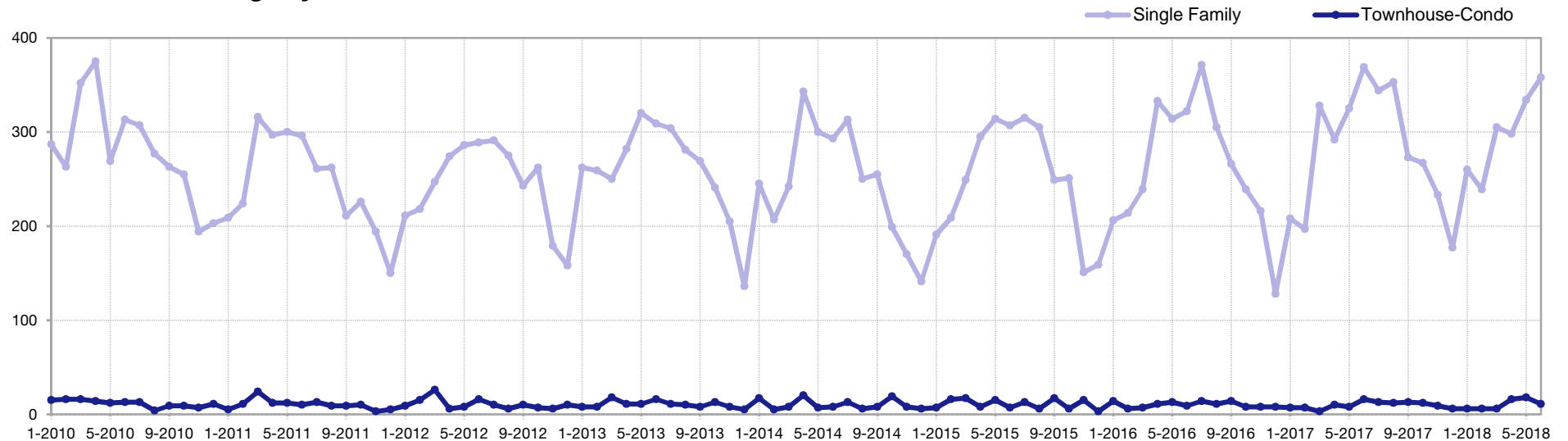


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	344	-7.3%	13	-7.1%
Aug-2017	353	+15.7%	12	+9.1%
Sep-2017	273	+2.6%	13	-7.1%
Oct-2017	267	+11.7%	12	+50.0%
Nov-2017	233	+7.9%	9	+12.5%
Dec-2017	177	+38.3%	6	-25.0%
Jan-2018	260	+25.0%	6	-14.3%
Feb-2018	239	+21.3%	6	-14.3%
Mar-2018	305	-7.0%	6	+100.0%
Apr-2018	298	+2.1%	16	+60.0%
May-2018	334	+2.8%	18	+125.0%
<b>Jun-2018</b>	<b>358</b>	<b>-3.0%</b>	<b>11</b>	<b>-31.3%</b>

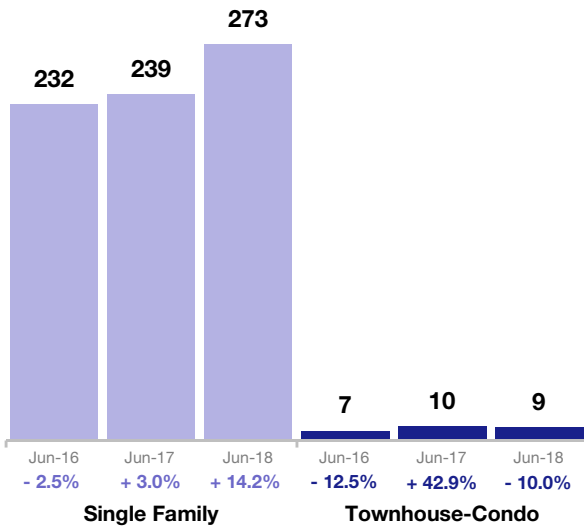
## Historical New Listings by Month



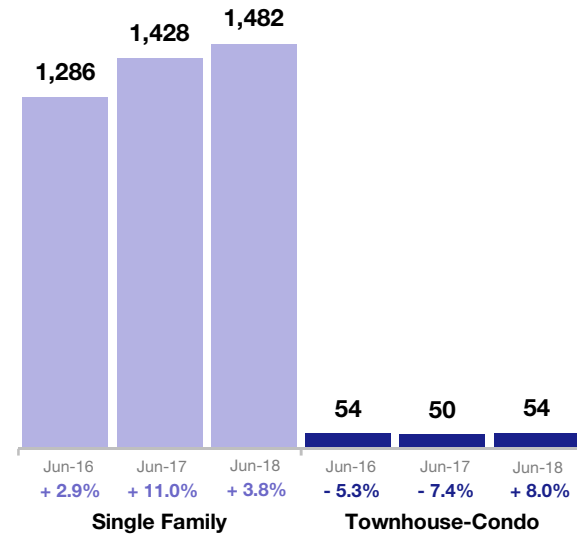
# Pending Sales



## June

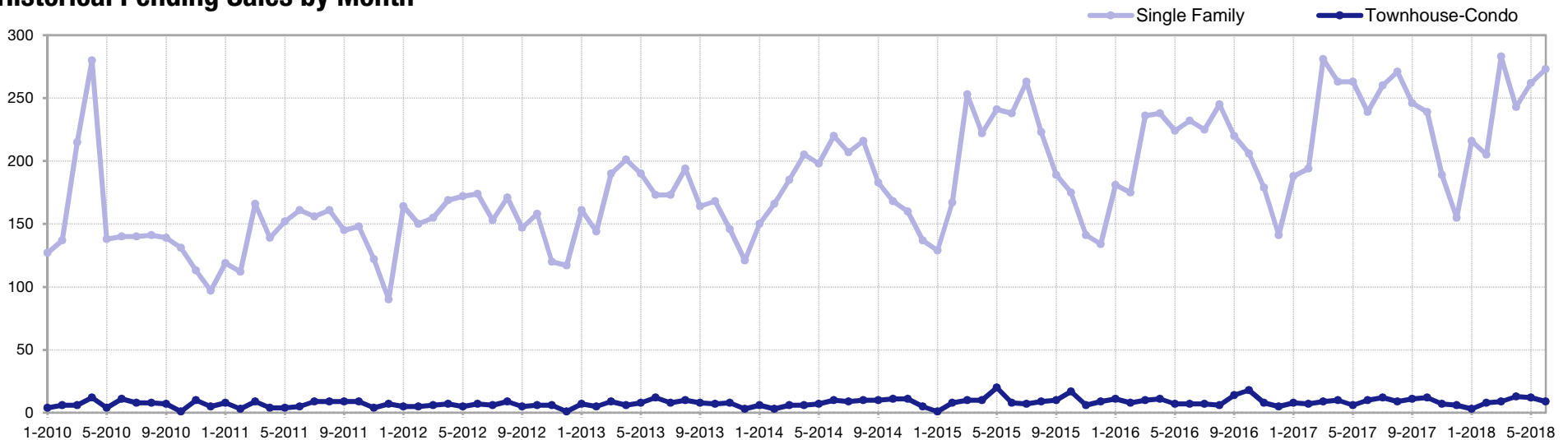


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	260	+15.6%	12	+71.4%
Aug-2017	271	+10.6%	9	+50.0%
Sep-2017	246	+11.8%	11	-21.4%
Oct-2017	239	+16.0%	12	-33.3%
Nov-2017	189	+5.6%	7	-12.5%
Dec-2017	155	+9.9%	6	+20.0%
Jan-2018	216	+14.9%	3	-62.5%
Feb-2018	205	+5.7%	8	+14.3%
Mar-2018	283	+0.7%	9	0.0%
Apr-2018	243	-7.6%	13	+30.0%
May-2018	262	-0.4%	12	+100.0%
<b>Jun-2018</b>	<b>273</b>	<b>+14.2%</b>	<b>9</b>	<b>-10.0%</b>

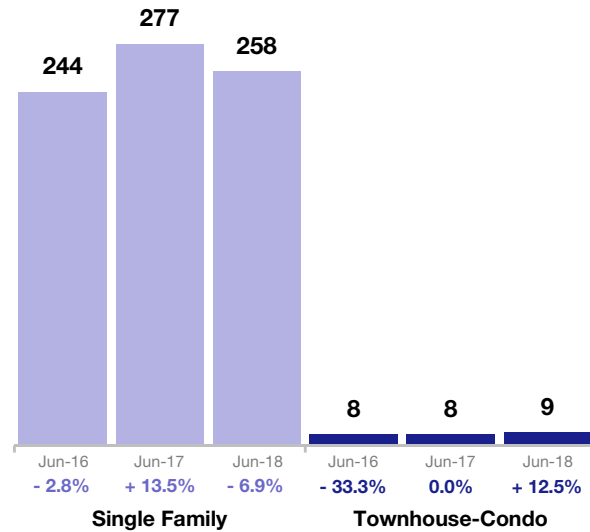
## Historical Pending Sales by Month



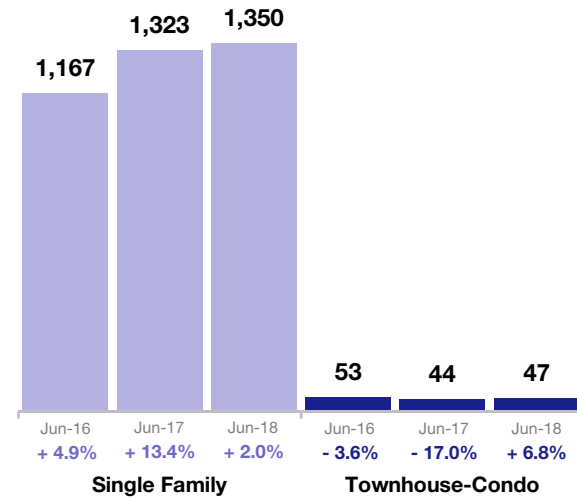
# Sold Listings



## June

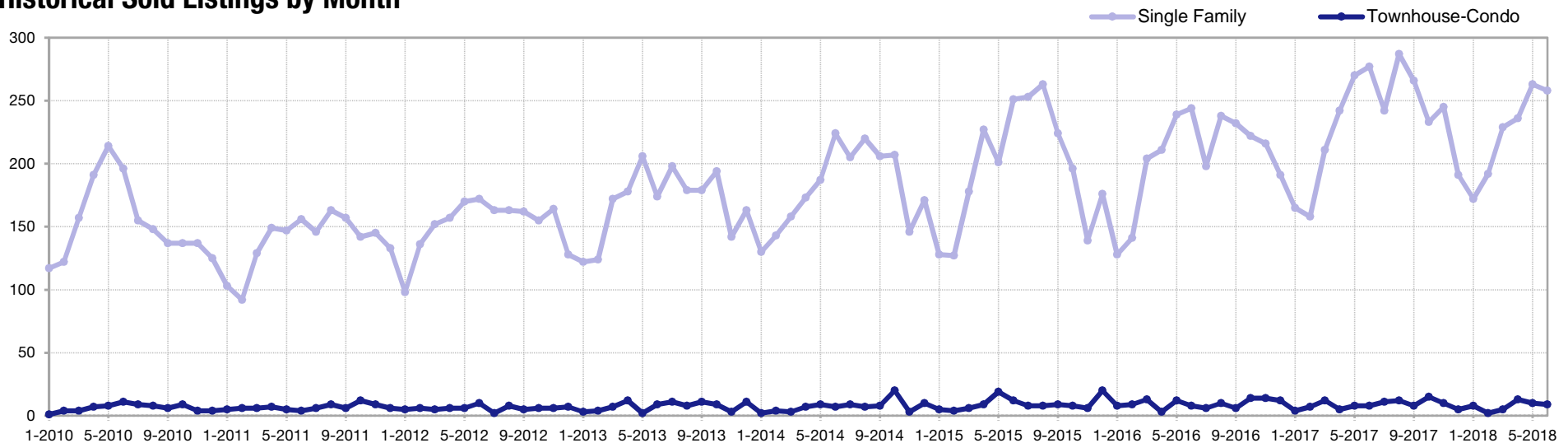


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	242	+22.2%	11	+83.3%
Aug-2017	287	+20.6%	12	+20.0%
Sep-2017	266	+14.7%	8	+33.3%
Oct-2017	233	+5.0%	15	+7.1%
Nov-2017	245	+13.4%	10	-28.6%
Dec-2017	191	0.0%	5	-58.3%
Jan-2018	172	+4.2%	8	+100.0%
Feb-2018	192	+21.5%	2	-71.4%
Mar-2018	229	+8.5%	5	-58.3%
Apr-2018	236	-2.5%	13	+160.0%
May-2018	263	-2.6%	10	+25.0%
<b>Jun-2018</b>	<b>258</b>	<b>-6.9%</b>	<b>9</b>	<b>+12.5%</b>

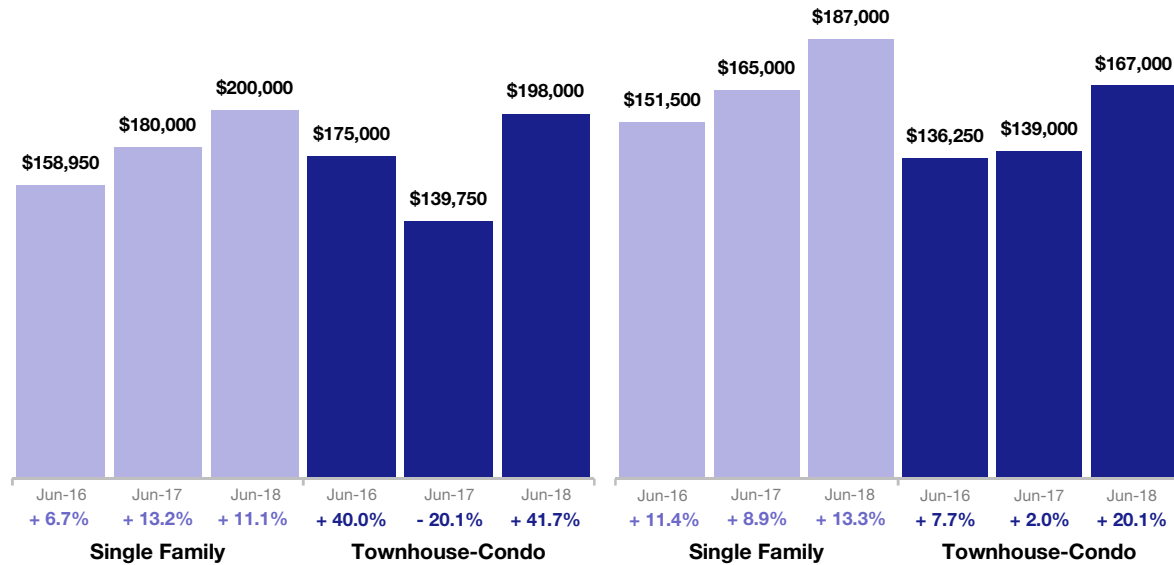
## Historical Sold Listings by Month



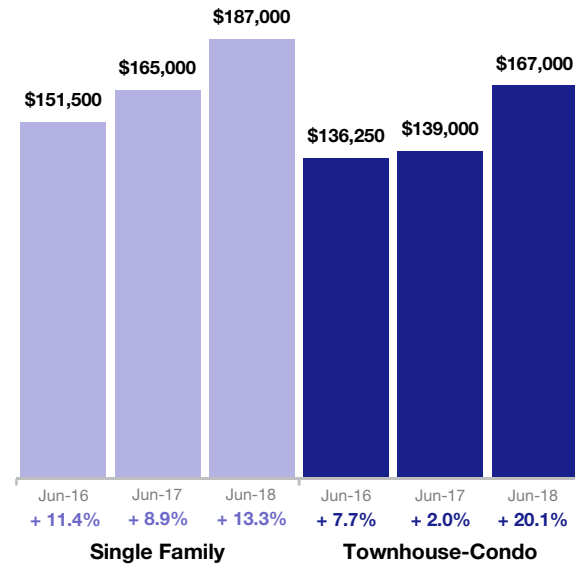
# Median Sales Price



## June

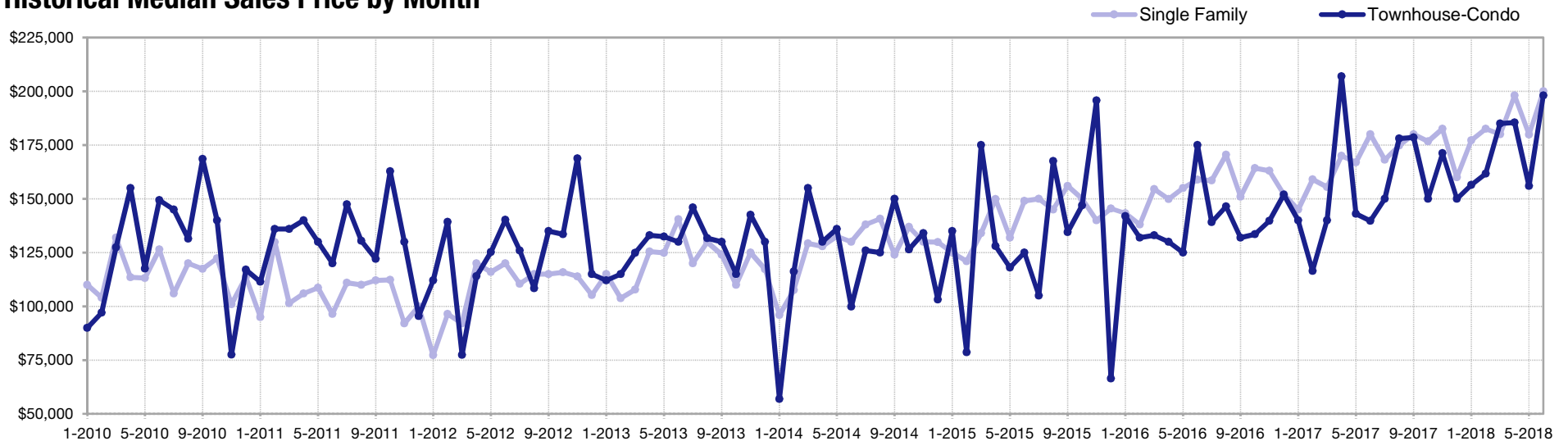


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	\$168,200	+6.1%	\$150,000	+7.8%
Aug-2017	\$174,750	+2.5%	\$178,000	+21.5%
Sep-2017	\$180,000	+19.2%	\$178,500	+35.2%
Oct-2017	\$176,750	+7.6%	\$150,000	+12.3%
Nov-2017	\$182,500	+12.0%	\$171,250	+22.6%
Dec-2017	\$160,000	+5.2%	\$150,000	-1.3%
Jan-2018	\$177,250	+22.2%	\$156,400	+11.7%
Feb-2018	\$182,500	+14.8%	\$161,750	+38.8%
Mar-2018	\$180,000	+15.7%	\$185,000	+32.1%
Apr-2018	\$198,000	+16.5%	\$185,500	-10.4%
May-2018	\$179,900	+7.7%	\$156,000	+9.1%
<b>Jun-2018</b>	<b>\$200,000</b>	<b>+11.1%</b>	<b>\$198,000</b>	<b>+41.7%</b>

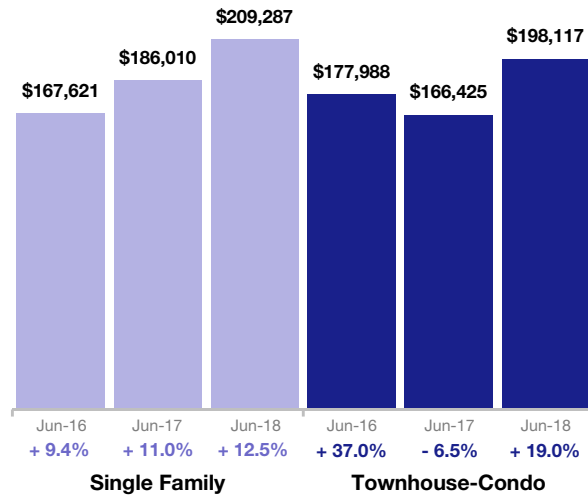
## Historical Median Sales Price by Month



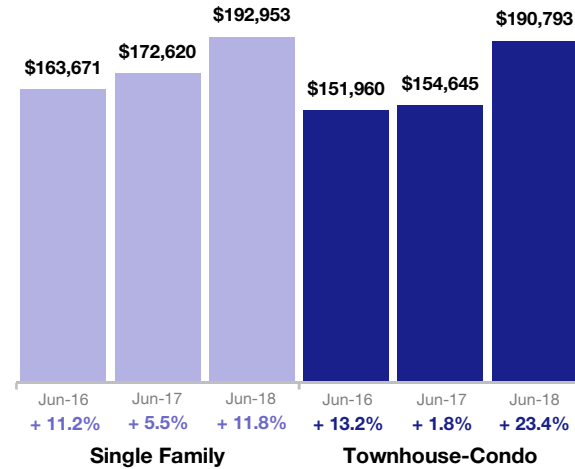
# Average Sales Price



## June

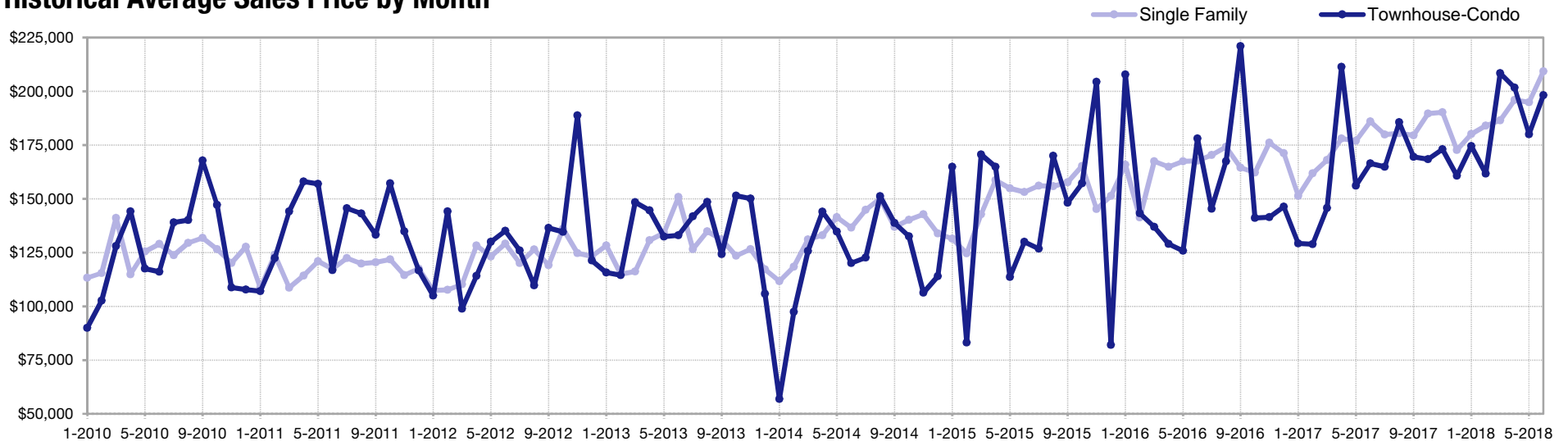


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	\$179,835	+5.5%	\$164,845	+13.4%
Aug-2017	\$180,521	+3.7%	\$185,596	+10.8%
Sep-2017	\$179,555	+9.1%	\$169,500	-23.3%
Oct-2017	\$189,582	+16.9%	\$168,435	+19.4%
Nov-2017	\$190,226	+8.1%	\$173,065	+22.4%
Dec-2017	\$172,627	+0.8%	\$160,680	+9.8%
Jan-2018	\$180,109	+19.0%	\$174,463	+35.0%
Feb-2018	\$184,028	+13.7%	\$161,750	+25.5%
Mar-2018	\$186,417	+11.0%	\$208,380	+43.0%
Apr-2018	\$195,991	+10.0%	\$201,754	-4.5%
May-2018	\$194,883	+10.2%	\$180,030	+15.4%
<b>Jun-2018</b>	<b>\$209,287</b>	<b>+12.5%</b>	<b>\$198,117</b>	<b>+19.0%</b>

## Historical Average Sales Price by Month

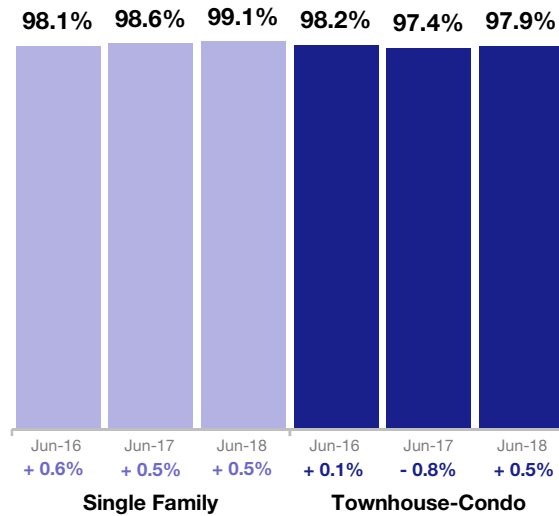




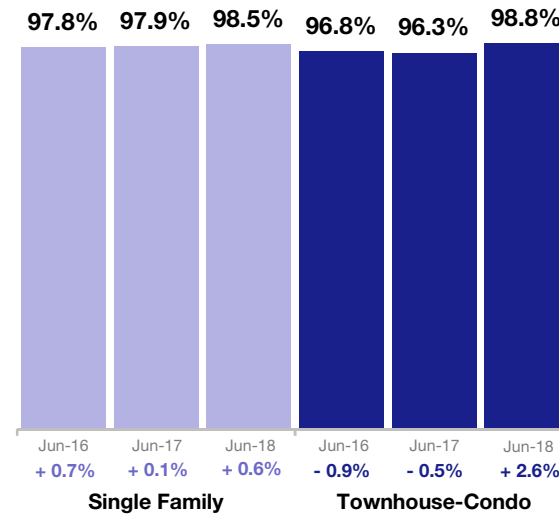
# Percent of List Price Received



## June

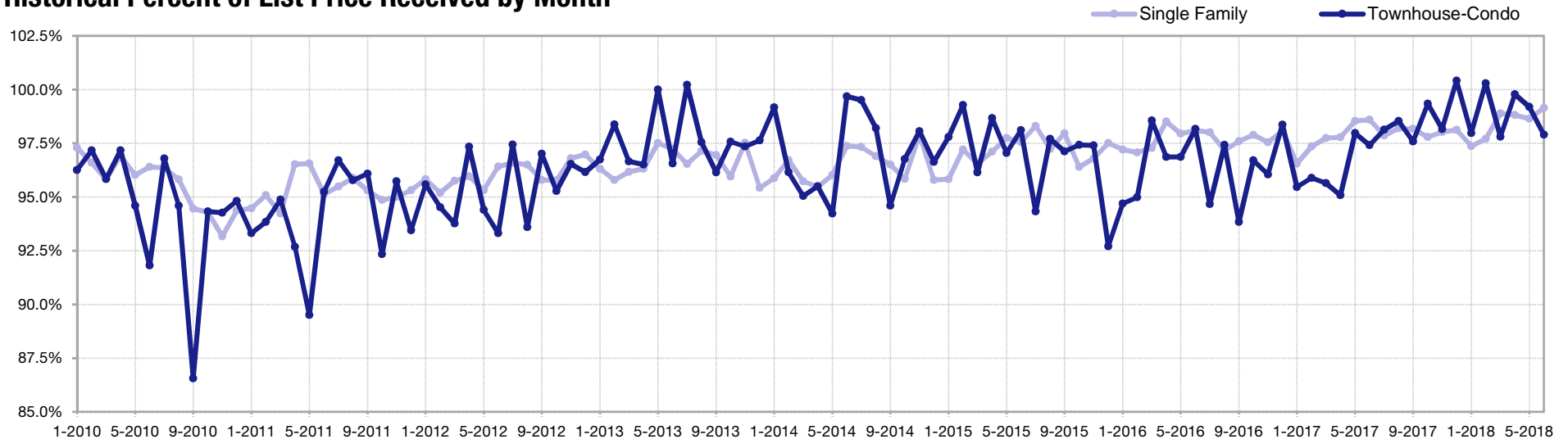


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	97.9%	-0.1%	98.1%	+3.6%
Aug-2017	98.2%	+1.0%	98.5%	+1.1%
Sep-2017	98.2%	+0.6%	97.6%	+4.1%
Oct-2017	97.8%	-0.1%	99.3%	+2.7%
Nov-2017	98.0%	+0.4%	98.2%	+2.3%
Dec-2017	98.1%	0.0%	100.4%	+2.0%
Jan-2018	97.4%	+0.8%	98.0%	+2.6%
Feb-2018	97.7%	+0.3%	100.3%	+4.6%
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%
<b>Jun-2018</b>	<b>99.1%</b>	<b>+0.5%</b>	<b>97.9%</b>	<b>+0.5%</b>

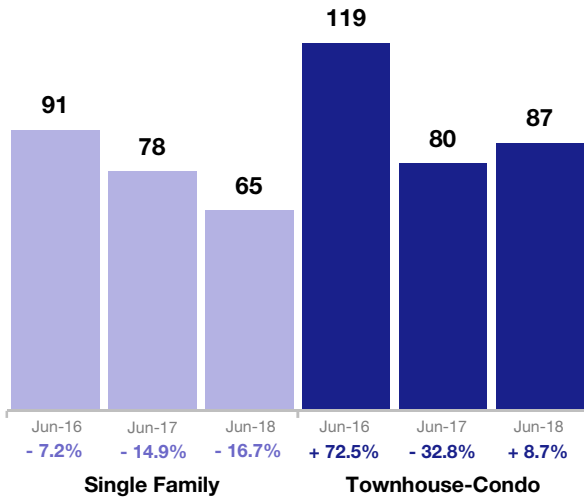
## Historical Percent of List Price Received by Month



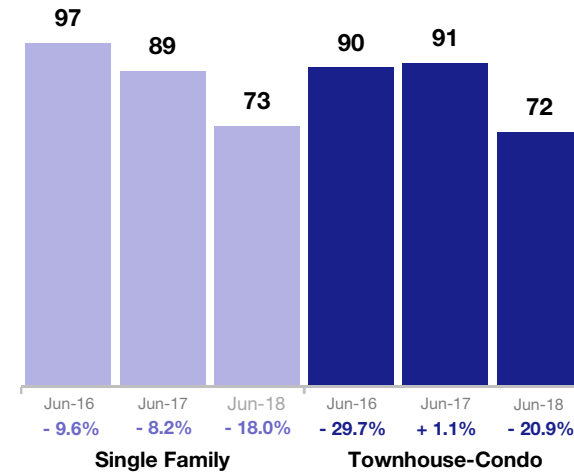
# Days on Market Until Sale



## June

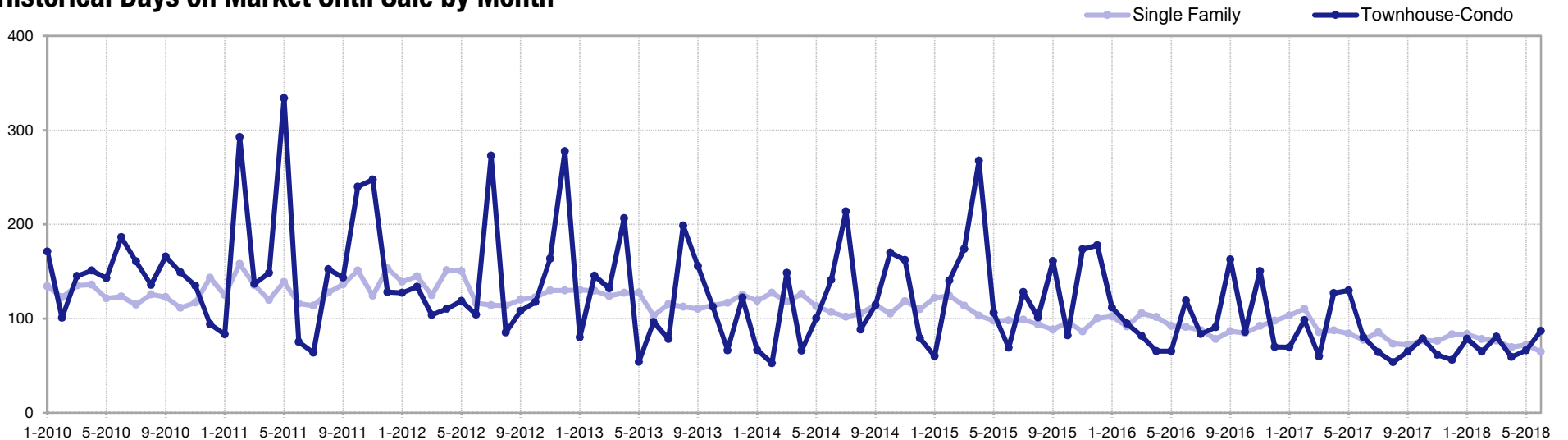


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	86	-2.3%	64	-23.8%
Aug-2017	73	-6.4%	54	-40.7%
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	83	-15.3%	56	-20.0%
Jan-2018	84	-18.4%	79	+12.9%
Feb-2018	78	-29.1%	65	-33.7%
Mar-2018	77	-9.4%	81	+35.0%
Apr-2018	70	-20.5%	59	-53.5%
May-2018	72	-14.3%	66	-49.2%
<b>Jun-2018</b>	<b>65</b>	<b>-16.7%</b>	<b>87</b>	<b>+8.7%</b>

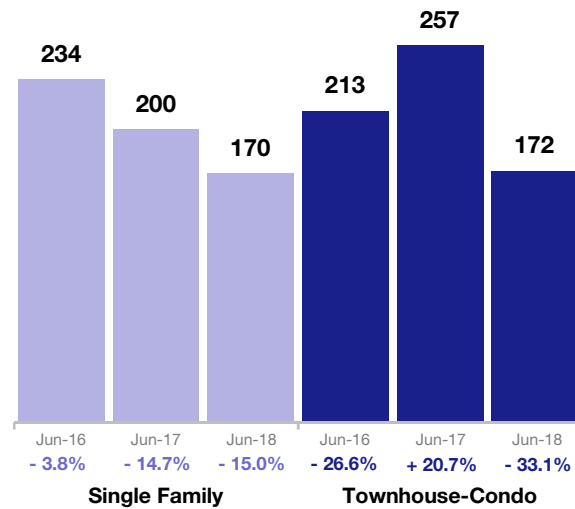
## Historical Days on Market Until Sale by Month



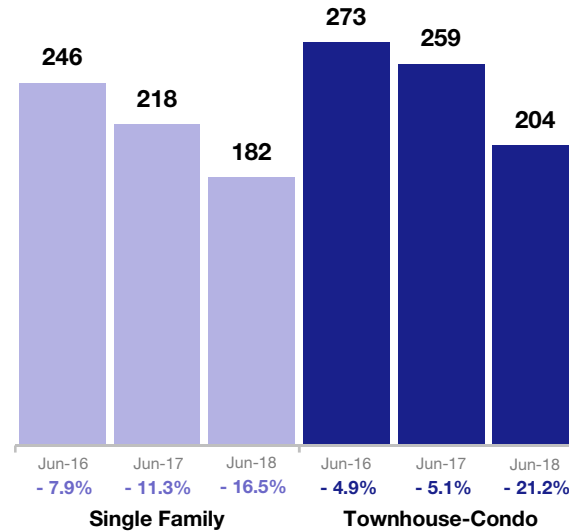
# Housing Affordability Index



## June

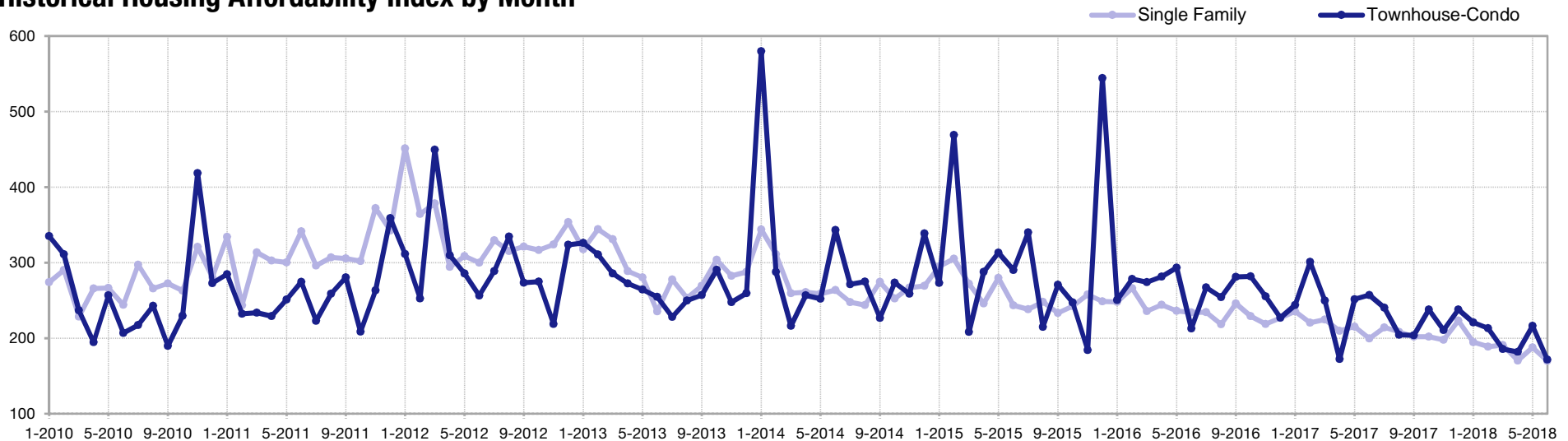


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	214	-8.5%	240	-10.1%
Aug-2017	208	-4.6%	204	-19.7%
Sep-2017	202	-17.9%	204	-27.4%
Oct-2017	202	-11.8%	238	-15.6%
Nov-2017	198	-9.6%	211	-17.3%
Dec-2017	223	-1.8%	238	+4.8%
Jan-2018	195	-17.0%	221	-9.4%
Feb-2018	189	-14.5%	213	-29.2%
Mar-2018	191	-15.1%	186	-25.6%
Apr-2018	170	-19.0%	182	+5.8%
May-2018	188	-12.6%	216	-14.3%
<b>Jun-2018</b>	<b>170</b>	<b>-15.0%</b>	<b>172</b>	<b>-33.1%</b>

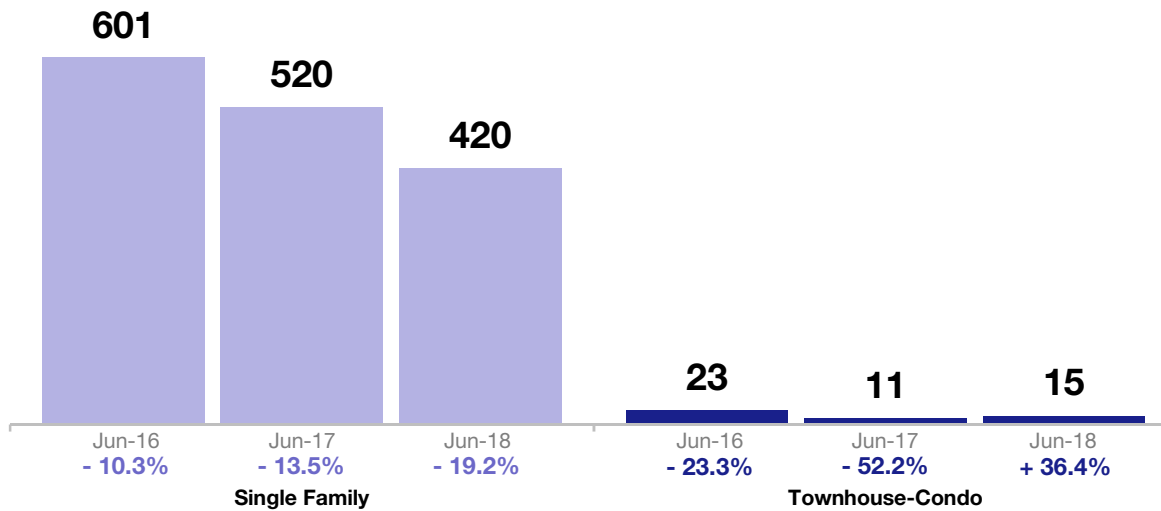
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

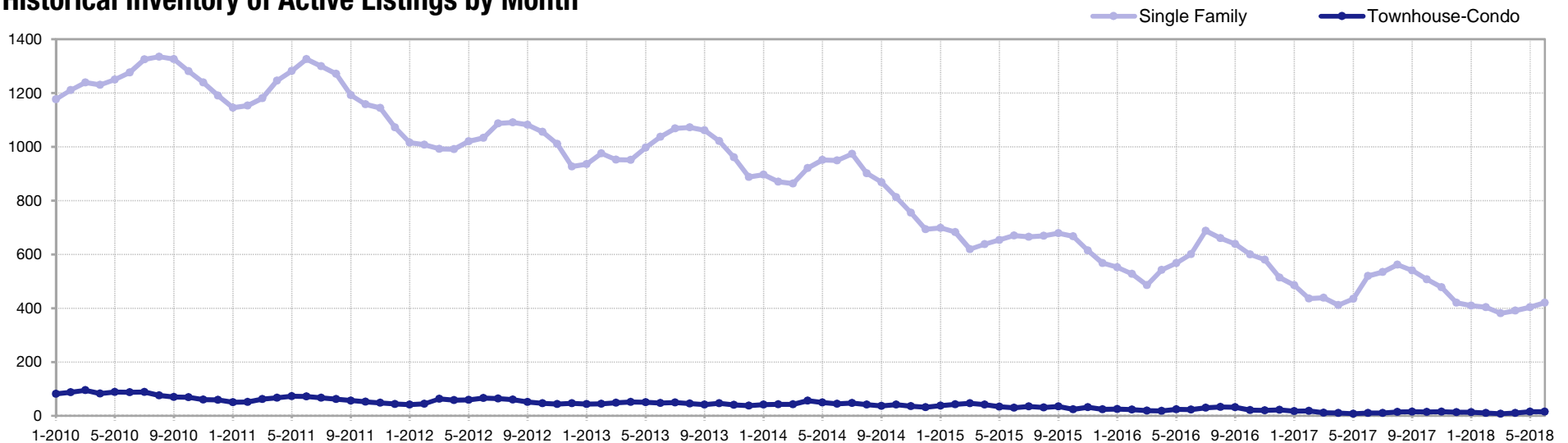


June



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	535	-22.2%	11	-63.3%
Aug-2017	562	-14.8%	14	-57.6%
Sep-2017	540	-15.5%	15	-53.1%
Oct-2017	507	-15.5%	14	-33.3%
Nov-2017	478	-17.6%	15	-25.0%
Dec-2017	420	-18.3%	13	-40.9%
Jan-2018	410	-15.6%	13	-23.5%
Feb-2018	404	-7.3%	11	-38.9%
Mar-2018	381	-13.2%	8	-33.3%
Apr-2018	391	-5.1%	11	0.0%
May-2018	404	-7.1%	15	+87.5%
<b>Jun-2018</b>	<b>420</b>	<b>-19.2%</b>	<b>15</b>	<b>+36.4%</b>

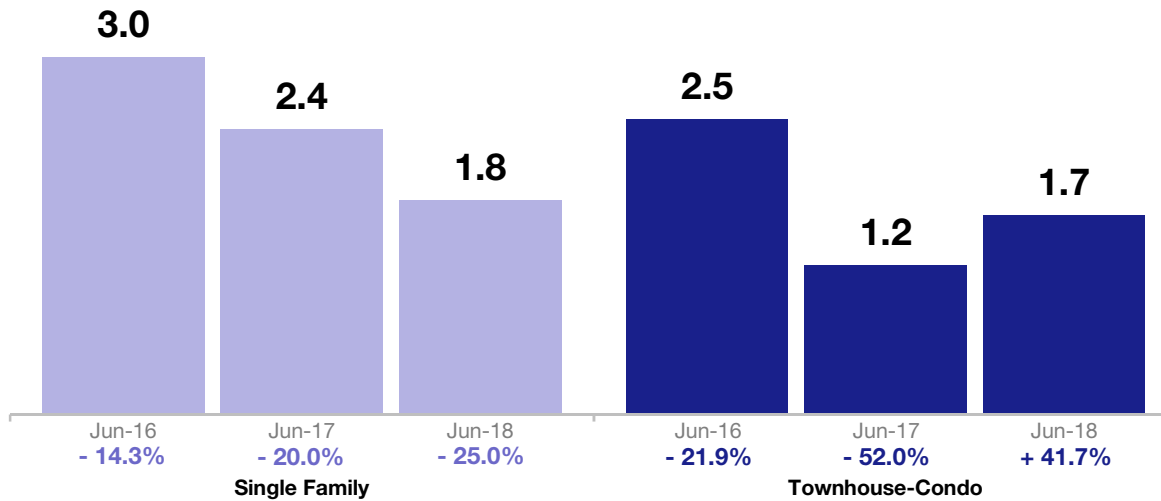
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

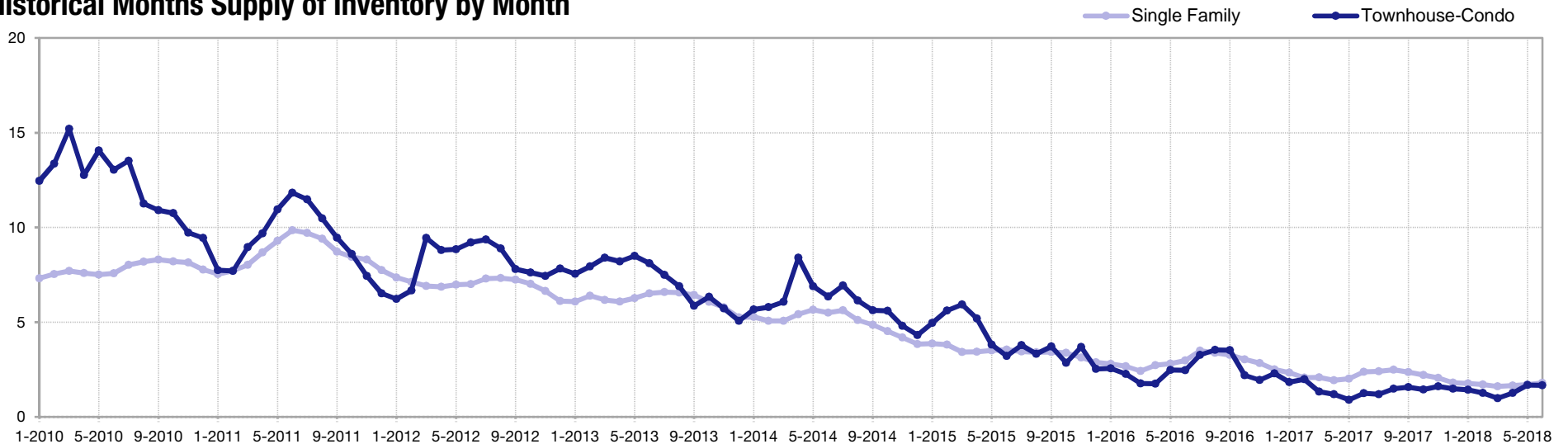


June



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	2.4	-31.4%	1.2	-63.6%
Aug-2017	2.5	-26.5%	1.5	-57.1%
Sep-2017	2.4	-27.3%	1.6	-54.3%
Oct-2017	2.2	-26.7%	1.4	-36.4%
Nov-2017	2.1	-25.0%	1.6	-20.0%
Dec-2017	1.8	-28.0%	1.5	-34.8%
Jan-2018	1.8	-21.7%	1.4	-22.2%
Feb-2018	1.7	-19.0%	1.3	-35.0%
Mar-2018	1.6	-23.8%	1.0	-23.1%
Apr-2018	1.7	-10.5%	1.3	+8.3%
May-2018	1.7	-15.0%	1.7	+88.9%
<b>Jun-2018</b>	<b>1.8</b>	<b>-25.0%</b>	<b>1.7</b>	<b>+41.7%</b>

## Historical Months Supply of Inventory by Month



# Total Market Overview

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



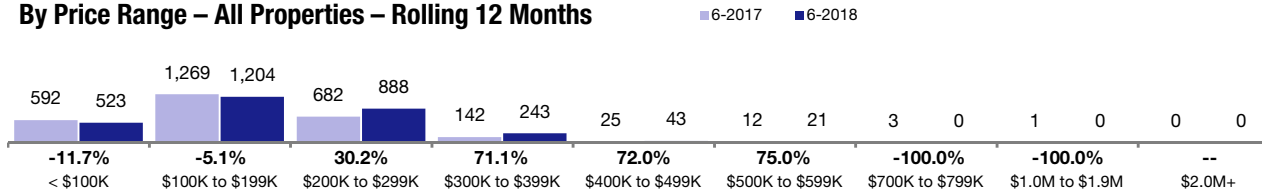
Key Metrics	Historical Sparkbars	6-2017	6-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		385	<b>369</b>	- 4.2%	1,770	<b>1,857</b>	+ 4.9%
<b>Pending Sales</b>		249	<b>282</b>	+ 13.3%	1,478	<b>1,536</b>	+ 3.9%
<b>Sold Listings</b>		285	<b>267</b>	- 6.3%	1,367	<b>1,397</b>	+ 2.2%
<b>Median Sales Price</b>		\$180,000	<b>\$199,500</b>	+ 10.8%	\$163,000	<b>\$186,000</b>	+ 14.1%
<b>Avg. Sales Price</b>		\$185,460	<b>\$208,909</b>	+ 12.6%	\$172,041	<b>\$192,880</b>	+ 12.1%
<b>Pct. of List Price Received</b>		98.6%	<b>99.1%</b>	+ 0.5%	97.8%	<b>98.5%</b>	+ 0.7%
<b>Days on Market</b>		78	<b>66</b>	- 15.4%	89	<b>73</b>	- 18.0%
<b>Affordability Index</b>		200	<b>170</b>	- 15.0%	221	<b>183</b>	- 17.2%
<b>Active Listings</b>		531	<b>435</b>	- 18.1%	--	--	--
<b>Months Supply</b>		2.3	<b>1.8</b>	- 21.7%	--	--	--

# Sold Listings

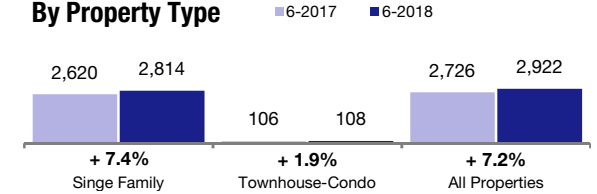
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$99,999 and Below	568	519	-8.6%	24	4	-83.3%
\$100,000 to \$199,999	1,207	1,127	-6.6%	62	77	+24.2%
\$200,000 to \$299,999	666	869	+30.5%	16	19	+18.8%
\$300,000 to \$399,999	139	236	+69.8%	3	7	+133.3%
\$400,000 to \$499,999	25	42	+68.0%	0	1	--
\$500,000 to \$699,999	11	21	+90.9%	1	0	-100.0%
\$700,000 to \$999,999	3	0	-100.0%	0	0	--
\$1,000,000 to \$1,999,999	1	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>2,620</b>	<b>2,814</b>	<b>+7.4%</b>	<b>106</b>	<b>108</b>	<b>+1.9%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2018	6-2018	Change	5-2018	6-2018	Change
\$99,999 and Below	30	28	-6.7%	0	0	--
\$100,000 to \$199,999	123	101	-17.9%	8	5	-37.5%
\$200,000 to \$299,999	70	92	+31.4%	0	2	--
\$300,000 to \$399,999	36	29	-19.4%	2	2	0.0%
\$400,000 to \$499,999	4	3	-25.0%	0	0	--
\$500,000 to \$699,999	0	5	--	0	0	--
\$700,000 to \$999,999	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>263</b>	<b>258</b>	<b>-1.9%</b>	<b>10</b>	<b>9</b>	<b>-10.0%</b>

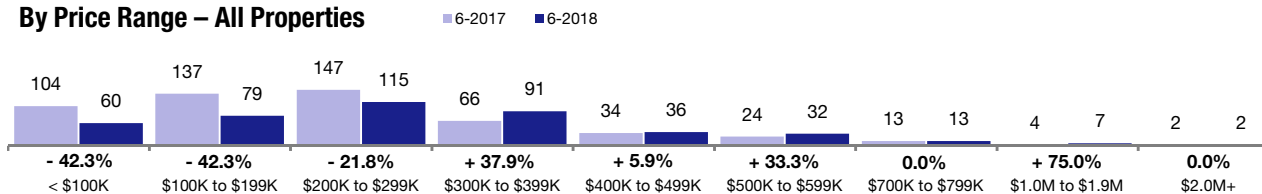
### Year to Date

By Price Range	Single Family			Condo		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$99,999 and Below	284	228	-19.7%	10	0	-100.0%
\$100,000 to \$199,999	594	527	-11.3%	25	34	+36.0%
\$200,000 to \$299,999	348	431	+23.9%	6	6	0.0%
\$300,000 to \$399,999	81	135	+66.7%	3	6	+100.0%
\$400,000 to \$499,999	10	21	+110.0%	0	1	--
\$500,000 to \$699,999	5	8	+60.0%	0	0	--
\$700,000 to \$999,999	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	1	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>1,323</b>	<b>1,350</b>	<b>+2.0%</b>	<b>44</b>	<b>47</b>	<b>+6.8%</b>

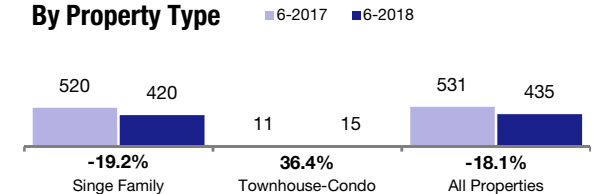
# Inventory of Active Listings

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

## By Price Range – All Properties



## By Property Type



### Year over Year

By Price Range	Single Family			Condo		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$99,999 and Below	104	60	-42.3%	0	0	--
\$100,000 to \$199,999	132	76	-42.4%	5	3	-40.0%
\$200,000 to \$299,999	142	108	-23.9%	5	7	+40.0%
\$300,000 to \$399,999	65	86	+32.3%	1	5	+400.0%
\$400,000 to \$499,999	34	36	+5.9%	0	0	--
\$500,000 to \$699,999	24	32	+33.3%	0	0	--
\$700,000 to \$999,999	13	13	0.0%	0	0	--
\$1,000,000 to \$1,999,999	4	7	+75.0%	0	0	--
\$2,000,000 and Above	2	2	0.0%	0	0	--
<b>All Price Ranges</b>	<b>520</b>	<b>420</b>	<b>-19.2%</b>	<b>11</b>	<b>15</b>	<b>+36.4%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2018	6-2018	Change	5-2018	6-2018	Change
\$99,999 and Below	73	60	-17.8%	1	0	-100.0%
\$100,000 to \$199,999	90	76	-15.6%	5	3	-40.0%
\$200,000 to \$299,999	89	108	+21.3%	7	7	0.0%
\$300,000 to \$399,999	75	86	+14.7%	2	5	+150.0%
\$400,000 to \$499,999	27	36	+33.3%	0	0	--
\$500,000 to \$699,999	30	32	+6.7%	0	0	--
\$700,000 to \$999,999	12	13	+8.3%	0	0	--
\$1,000,000 to \$1,999,999	7	7	0.0%	0	0	--
\$2,000,000 and Above	1	2	+100.0%	0	0	--
<b>All Price Ranges</b>	<b>404</b>	<b>420</b>	<b>+4.0%</b>	<b>15</b>	<b>15</b>	<b>0.0%</b>

### Year to Date

By Price Range	Single Family			Condo		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$99,999 and Below	73	60	-17.8%	1	0	-100.0%
\$100,000 to \$199,999	90	76	-15.6%	5	3	-40.0%
\$200,000 to \$299,999	89	108	+21.3%	7	7	0.0%
\$300,000 to \$399,999	75	86	+14.7%	2	5	+150.0%
\$400,000 to \$499,999	27	36	+33.3%	0	0	--
\$500,000 to \$699,999	30	32	+6.7%	0	0	--
\$700,000 to \$999,999	12	13	+8.3%	0	0	--
\$1,000,000 to \$1,999,999	7	7	0.0%	0	0	--
\$2,000,000 and Above	1	2	+100.0%	0	0	--
<b>All Price Ranges</b>	<b>404</b>	<b>420</b>	<b>+4.0%</b>	<b>15</b>	<b>15</b>	<b>0.0%</b>

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

# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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



# Local Market Update for June 2018

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## Pueblo County

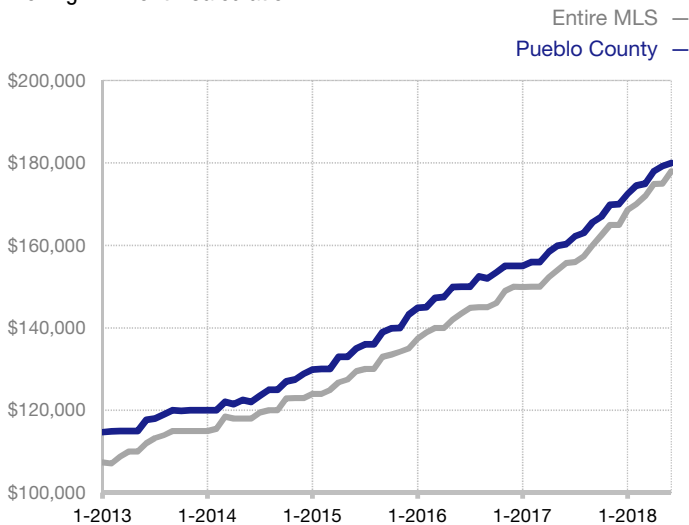
Single Family Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	364	<b>345</b>	- 5.2%	1,709	<b>1,752</b>	+ 2.5%
Sold Listings	277	<b>256</b>	- 7.6%	1,318	<b>1,330</b>	+ 0.9%
Median Sales Price*	\$180,000	<b>\$199,000</b>	+ 10.6%	\$164,217	<b>\$186,220</b>	+ 13.4%
Average Sales Price*	\$186,569	<b>\$208,372</b>	+ 11.7%	\$172,694	<b>\$192,814</b>	+ 11.7%
Percent of List Price Received*	98.5%	<b>99.1%</b>	+ 0.6%	97.9%	<b>98.5%</b>	+ 0.6%
Days on Market Until Sale	78	<b>65</b>	- 16.7%	89	<b>74</b>	- 16.9%
Inventory of Homes for Sale	520	<b>405</b>	- 22.1%	--	--	--
Months Supply of Inventory	2.4	<b>1.7</b>	- 29.2%	--	--	--

\* 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	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	16	<b>11</b>	- 31.3%	51	<b>62</b>	+ 21.6%
Sold Listings	8	<b>8</b>	0.0%	44	<b>46</b>	+ 4.5%
Median Sales Price*	\$139,750	<b>\$200,500</b>	+ 43.5%	\$139,000	<b>\$168,450</b>	+ 21.2%
Average Sales Price*	\$166,425	<b>\$205,381</b>	+ 23.4%	\$154,645	<b>\$191,897</b>	+ 24.1%
Percent of List Price Received*	97.4%	<b>98.1%</b>	+ 0.7%	96.3%	<b>98.8%</b>	+ 2.6%
Days on Market Until Sale	80	<b>92</b>	+ 15.0%	91	<b>72</b>	- 20.9%
Inventory of Homes for Sale	11	<b>15</b>	+ 36.4%	--	--	--
Months Supply of Inventory	1.2	<b>1.7</b>	+ 41.7%	--	--	--

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

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



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



# Local Market Update for June 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Arkansas Valley/Otero County

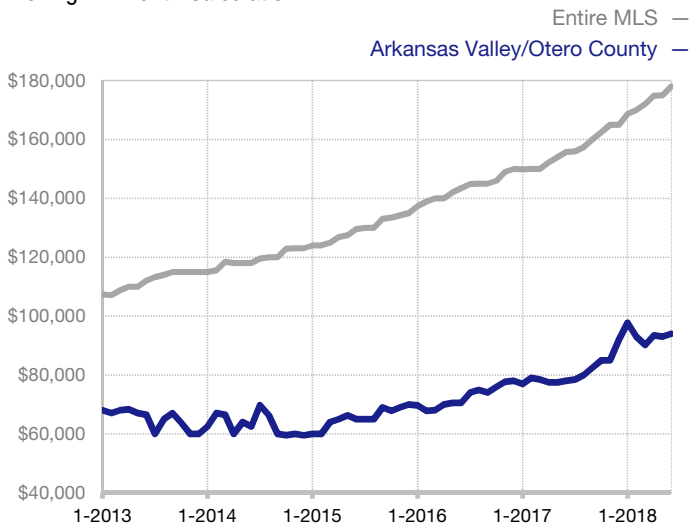
Single Family Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	48	36	- 25.0%	199	195	- 2.0%
Sold Listings	34	32	- 5.9%	153	147	- 3.9%
Median Sales Price*	\$73,450	<b>\$84,500</b>	+ 15.0%	\$76,500	<b>\$84,450</b>	+ 10.4%
Average Sales Price*	\$85,171	<b>\$107,689</b>	+ 26.4%	\$90,326	<b>\$100,920</b>	+ 11.7%
Percent of List Price Received*	93.3%	<b>97.1%</b>	+ 4.1%	93.7%	<b>96.0%</b>	+ 2.5%
Days on Market Until Sale	153	<b>122</b>	- 20.3%	149	<b>123</b>	- 17.4%
Inventory of Homes for Sale	111	<b>89</b>	- 19.8%	--	--	--
Months Supply of Inventory	4.2	<b>3.5</b>	- 16.7%	--	--	--

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

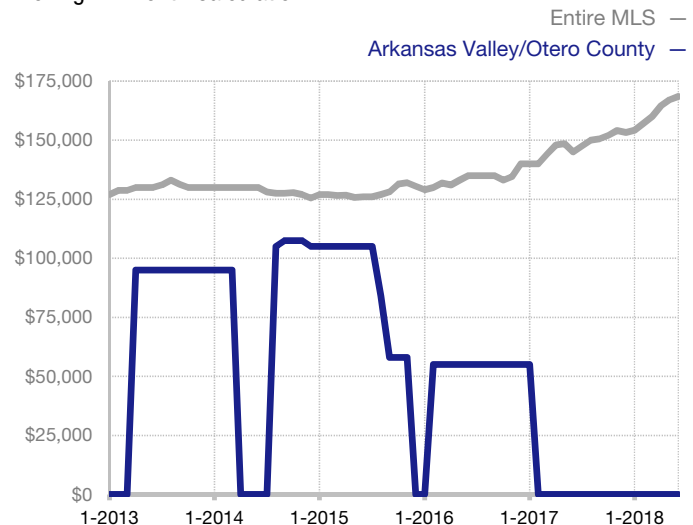
Townhouse-Condo Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	0	0	--	1	1	0.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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

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



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



# Local Market Update for June 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Fowler

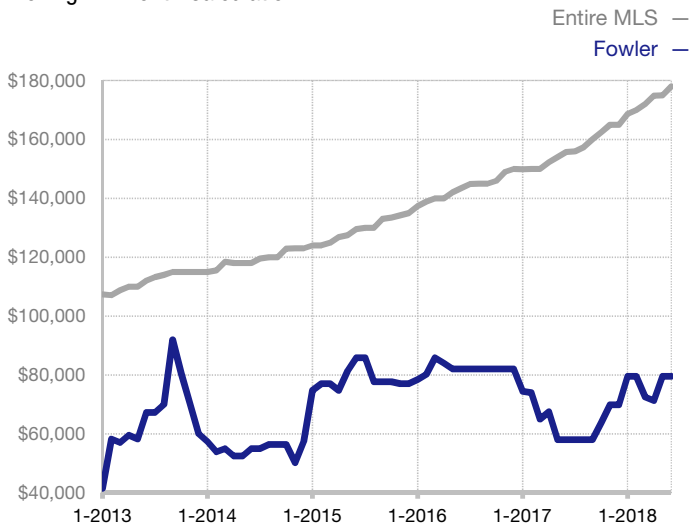
Single Family Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	2	2	0.0%	13	18	+ 38.5%
Sold Listings	0	6	--	13	19	+ 46.2%
Median Sales Price*	\$0	\$79,500	--	\$58,000	\$72,500	+ 25.0%
Average Sales Price*	\$0	\$89,958	--	\$64,769	\$86,181	+ 33.1%
Percent of List Price Received*	0.0%	99.0%	--	92.4%	98.4%	+ 6.5%
Days on Market Until Sale	0	130	--	106	117	+ 10.4%
Inventory of Homes for Sale	10	5	- 50.0%	--	--	--
Months Supply of Inventory	4.8	1.7	- 64.6%	--	--	--

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

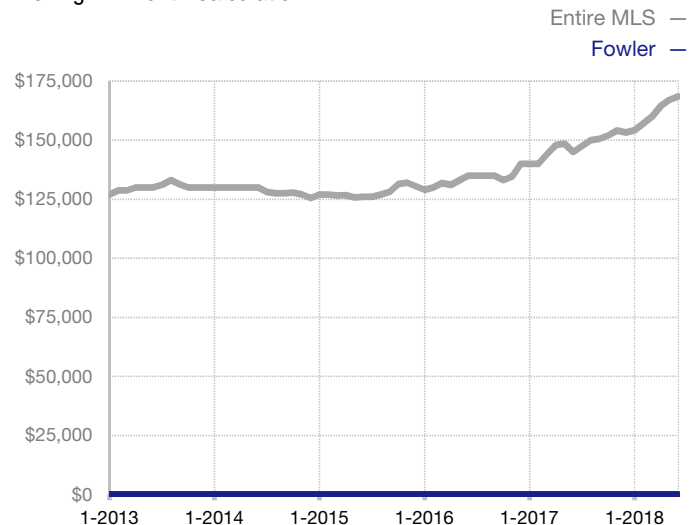
Townhouse-Condo Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

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

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



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



# Local Market Update for June 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Huerfano County

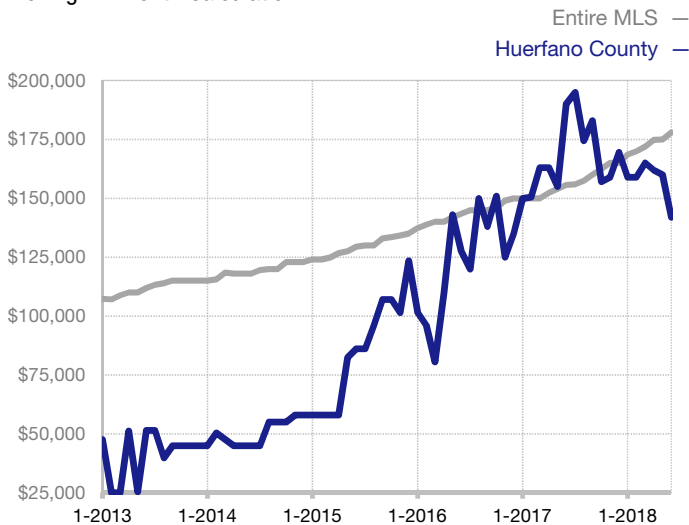
Single Family Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	18	20	+ 11.1%	60	70	+ 16.7%
Sold Listings	6	6	0.0%	18	38	+ 111.1%
Median Sales Price*	\$363,550	\$99,500	- 72.6%	\$255,000	\$137,500	- 46.1%
Average Sales Price*	\$304,017	\$127,167	- 58.2%	\$263,603	\$178,474	- 32.3%
Percent of List Price Received*	110.3%	86.5%	- 21.6%	98.3%	93.4%	- 5.0%
Days on Market Until Sale	102	157	+ 53.9%	176	201	+ 14.2%
Inventory of Homes for Sale	63	76	+ 20.6%	--	--	--
Months Supply of Inventory	21.6	16.3	- 24.5%	--	--	--

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

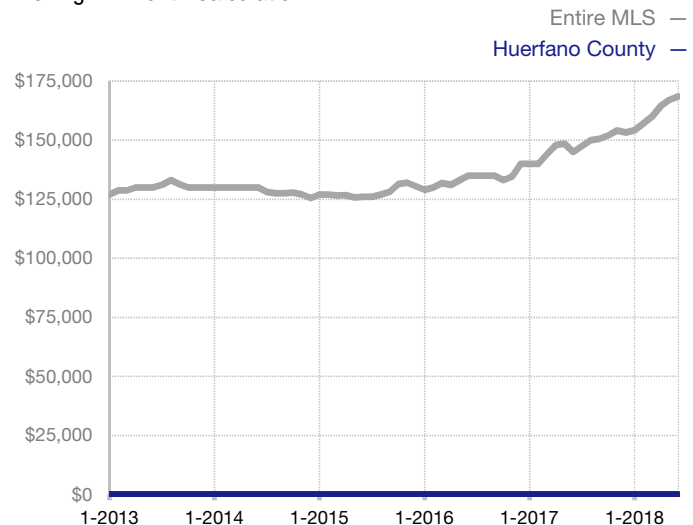
Townhouse-Condo Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	0	1	--	1	2	+ 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	3	2	- 33.3%	--	--	--
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



# Local Market Update for June 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## La Junta

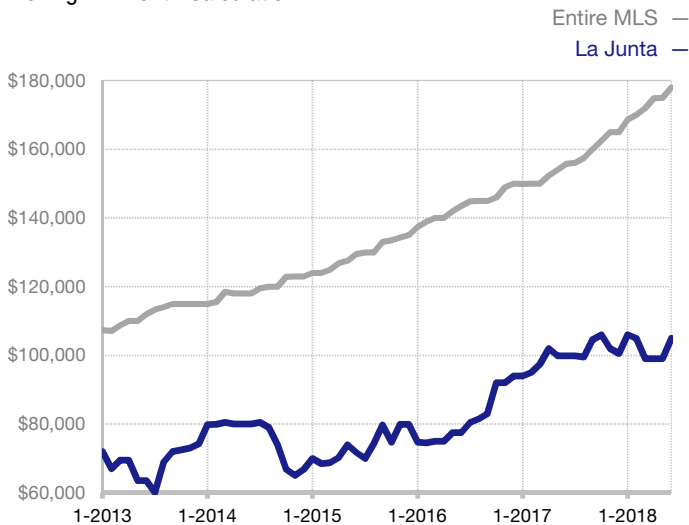
Single Family Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	10	8	- 20.0%	45	56	+ 24.4%
Sold Listings	7	3	- 57.1%	40	35	- 12.5%
Median Sales Price*	\$82,500	\$126,500	+ 53.3%	\$75,000	\$86,000	+ 14.7%
Average Sales Price*	\$79,200	\$129,467	+ 63.5%	\$85,178	\$100,402	+ 17.9%
Percent of List Price Received*	91.7%	101.2%	+ 10.4%	92.1%	97.2%	+ 5.5%
Days on Market Until Sale	159	62	- 61.0%	162	120	- 25.9%
Inventory of Homes for Sale	23	22	- 4.3%	--	--	--
Months Supply of Inventory	3.0	3.3	+ 10.0%	--	--	--

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

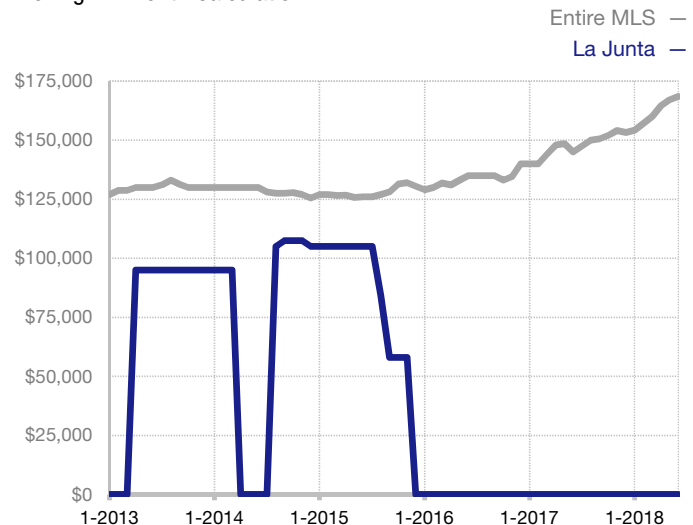
Townhouse-Condo Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

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

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



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



# Local Market Update for June 2018

A Research Tool Provided by the Colorado Association of REALTORS®



## Lamar

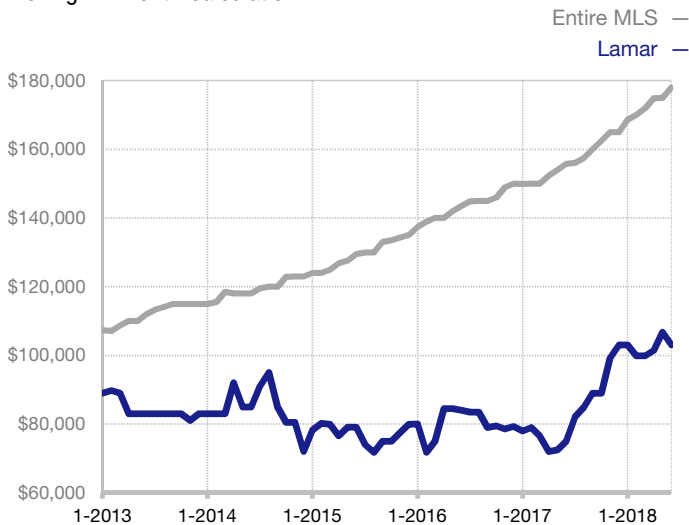
Single Family	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	7	6	- 14.3%	33	31	- 6.1%
Sold Listings	4	5	+ 25.0%	23	19	- 17.4%
Median Sales Price*	\$186,500	\$105,000	- 43.7%	\$98,500	\$94,000	- 4.6%
Average Sales Price*	\$178,750	\$131,800	- 26.3%	\$106,944	\$110,158	+ 3.0%
Percent of List Price Received*	97.9%	95.0%	- 3.0%	93.7%	96.6%	+ 3.1%
Days on Market Until Sale	178	169	- 5.1%	152	124	- 18.4%
Inventory of Homes for Sale	15	12	- 20.0%	--	--	--
Months Supply of Inventory	3.5	3.3	- 5.7%	--	--	--

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

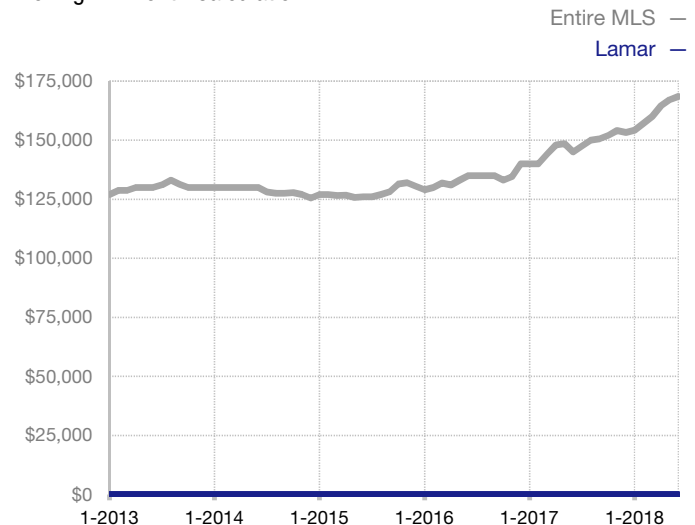
Townhouse-Condo	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

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



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



# Local Market Update for June 2018

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## Las Animas

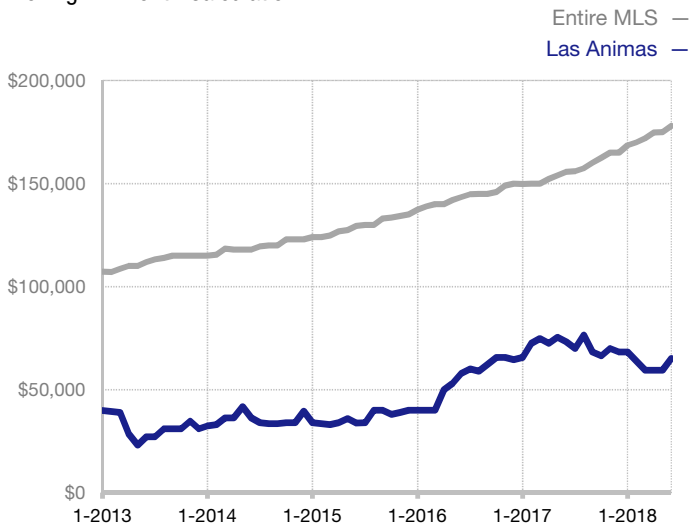
Single Family	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	2	1	- 50.0%	13	12	- 7.7%
Sold Listings	5	3	- 40.0%	16	11	- 31.3%
Median Sales Price*	\$54,900	<b>\$78,000</b>	+ 42.1%	\$73,250	<b>\$63,500</b>	- 13.3%
Average Sales Price*	\$55,160	<b>\$88,000</b>	+ 59.5%	\$77,075	<b>\$64,550</b>	- 16.3%
Percent of List Price Received*	95.4%	<b>101.7%</b>	+ 6.6%	94.0%	<b>88.3%</b>	- 6.1%
Days on Market Until Sale	102	<b>136</b>	+ 33.3%	114	<b>106</b>	- 7.0%
Inventory of Homes for Sale	4	<b>4</b>	0.0%	--	--	--
Months Supply of Inventory	1.5	<b>1.4</b>	- 6.7%	--	--	--

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

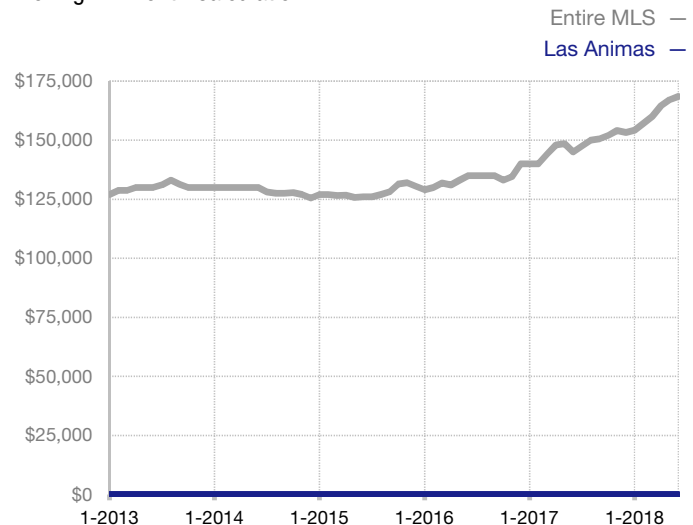
Townhouse-Condo	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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

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



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



# Local Market Update for June 2018

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## Manzanola

Single Family Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	3	1	- 66.7%	9	4	- 55.6%
Sold Listings	2	1	- 50.0%	3	3	0.0%
Median Sales Price*	\$140,000	<b>\$85,000</b>	- 39.3%	\$125,000	<b>\$155,000</b>	+ 24.0%
Average Sales Price*	\$140,000	<b>\$85,000</b>	- 39.3%	\$118,967	<b>\$152,333</b>	+ 28.0%
Percent of List Price Received*	95.6%	<b>100.0%</b>	+ 4.6%	97.9%	<b>105.8%</b>	+ 8.1%
Days on Market Until Sale	72	<b>73</b>	+ 1.4%	101	<b>109</b>	+ 7.9%
Inventory of Homes for Sale	4	<b>3</b>	- 25.0%	--	--	--
Months Supply of Inventory	2.9	<b>1.7</b>	- 41.4%	--	--	--

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

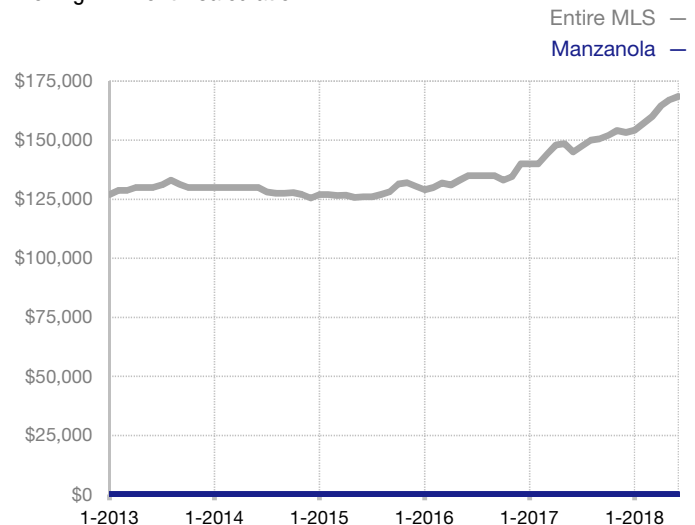
Townhouse-Condo Key Metrics	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

\* 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**  
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# Local Market Update for June 2018

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## Rocky Ford

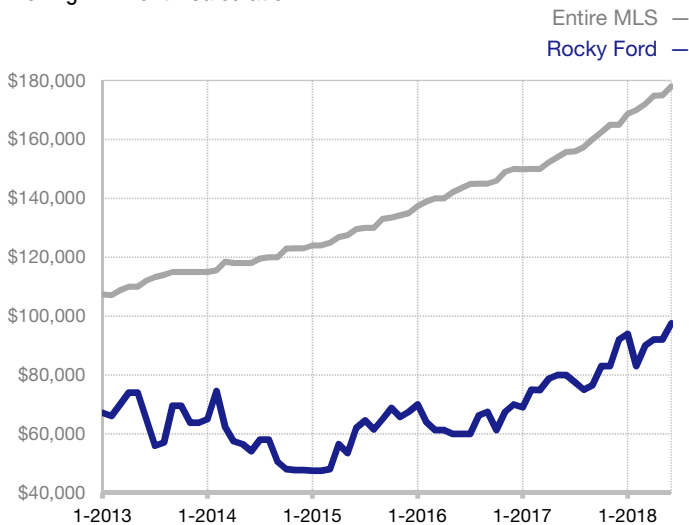
Single Family	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	11	6	- 45.5%	33	28	- 15.2%
Sold Listings	5	6	+ 20.0%	20	27	+ 35.0%
Median Sales Price*	\$58,300	<b>\$133,500</b>	+ 129.0%	\$79,200	<b>\$97,500</b>	+ 23.1%
Average Sales Price*	\$100,620	<b>\$139,917</b>	+ 39.1%	\$103,699	<b>\$106,988</b>	+ 3.2%
Percent of List Price Received*	94.0%	<b>95.0%</b>	+ 1.1%	97.2%	<b>93.1%</b>	- 4.2%
Days on Market Until Sale	141	<b>88</b>	- 37.6%	144	<b>137</b>	- 4.9%
Inventory of Homes for Sale	17	<b>14</b>	- 17.6%	--	--	--
Months Supply of Inventory	4.0	<b>3.3</b>	- 17.5%	--	--	--

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

Townhouse-Condo	June			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 06-2017	Thru 06-2018	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

\* 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**  
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