

Local Market Update for November 2016

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

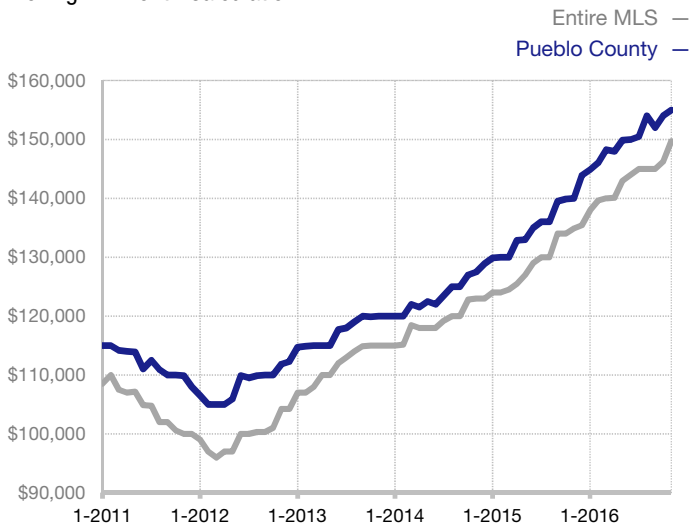
Single Family Key Metrics	November			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 11-2015	Thru 11-2016	Percent Change from Previous Year
New Listings	151	213	+ 41.1%	2,849	3,008	+ 5.6%
Sold Listings	138	193	+ 39.9%	2,061	2,242	+ 8.8%
Median Sales Price*	\$140,750	\$167,000	+ 18.7%	\$143,500	\$156,500	+ 9.1%
Average Sales Price*	\$145,808	\$179,885	+ 23.4%	\$151,737	\$167,052	+ 10.1%
Percent of List Price Received*	96.8%	97.5%	+ 0.7%	97.3%	97.7%	+ 0.4%
Days on Market Until Sale	87	91	+ 4.6%	99	91	- 8.1%
Inventory of Homes for Sale	736	644	- 12.5%	--	--	--
Months Supply of Inventory	4.0	3.2	- 20.0%	--	--	--

* 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	November			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 11-2015	Thru 11-2016	Percent Change from Previous Year
New Listings	15	6	- 60.0%	126	113	- 10.3%
Sold Listings	6	14	+ 133.3%	86	103	+ 19.8%
Median Sales Price*	\$195,750	\$139,700	- 28.6%	\$133,000	\$136,250	+ 2.4%
Average Sales Price*	\$204,417	\$141,399	- 30.8%	\$145,946	\$154,191	+ 5.6%
Percent of List Price Received*	97.4%	96.0%	- 1.4%	97.2%	96.5%	- 0.7%
Days on Market Until Sale	174	150	- 13.8%	122	102	- 16.4%
Inventory of Homes for Sale	39	25	- 35.9%	--	--	--
Months Supply of Inventory	4.9	2.4	- 51.0%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



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Fowler

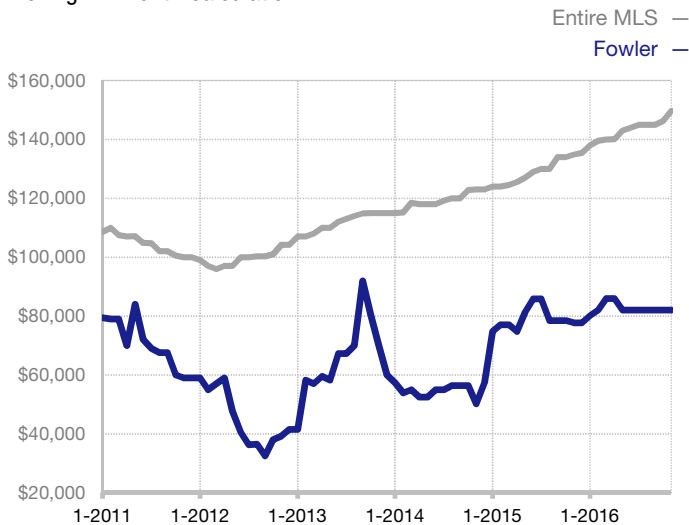
Single Family	November			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 11-2015	Thru 11-2016	Percent Change from Previous Year
Key Metrics						
New Listings	1	3	+ 200.0%	30	26	- 13.3%
Sold Listings	2	1	- 50.0%	17	20	+ 17.6%
Median Sales Price*	\$43,450	\$56,750	+ 30.6%	\$77,000	\$82,000	+ 6.5%
Average Sales Price*	\$43,450	\$56,750	+ 30.6%	\$67,888	\$86,450	+ 27.3%
Percent of List Price Received*	100.0%	101.3%	+ 1.3%	93.9%	95.1%	+ 1.3%
Days on Market Until Sale	140	155	+ 10.7%	211	166	- 21.3%
Inventory of Homes for Sale	18	11	- 38.9%	--	--	--
Months Supply of Inventory	11.0	6.3	- 42.7%	--	--	--

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

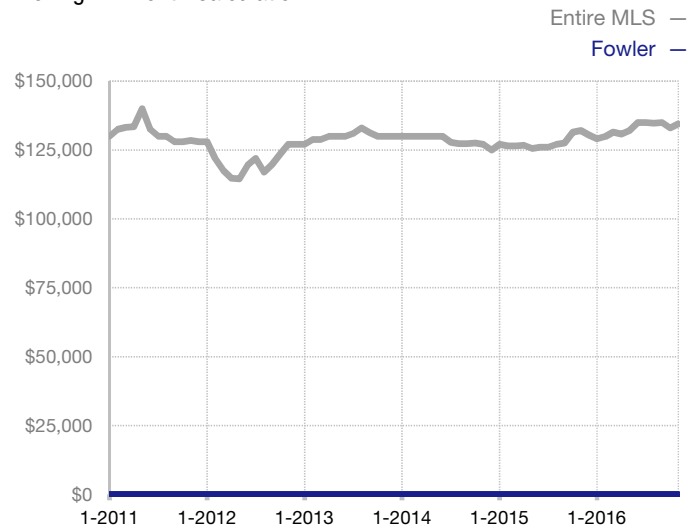
Townhouse-Condo	November			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 11-2015	Thru 11-2016	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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



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Huerfano County

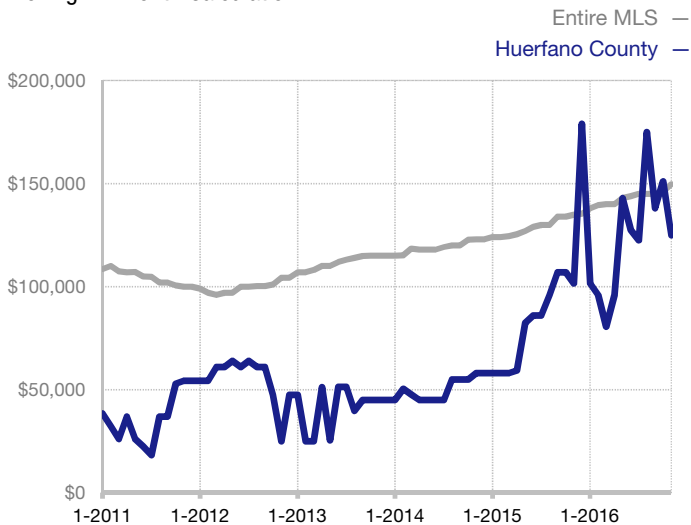
Single Family Key Metrics	November			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 11-2015	Thru 11-2016	Percent Change from Previous Year
New Listings	0	6	--	25	80	+ 220.0%
Sold Listings	2	3	+ 50.0%	8	19	+ 137.5%
Median Sales Price*	\$195,000	\$54,325	- 72.1%	\$143,000	\$122,500	- 14.3%
Average Sales Price*	\$195,000	\$54,325	- 72.1%	\$165,313	\$152,564	- 7.7%
Percent of List Price Received*	95.7%	95.9%	+ 0.2%	95.7%	92.9%	- 2.9%
Days on Market Until Sale	306	132	- 56.9%	177	154	- 13.0%
Inventory of Homes for Sale	22	54	+ 145.5%	--	--	--
Months Supply of Inventory	15.4	27.0	+ 75.3%	--	--	--

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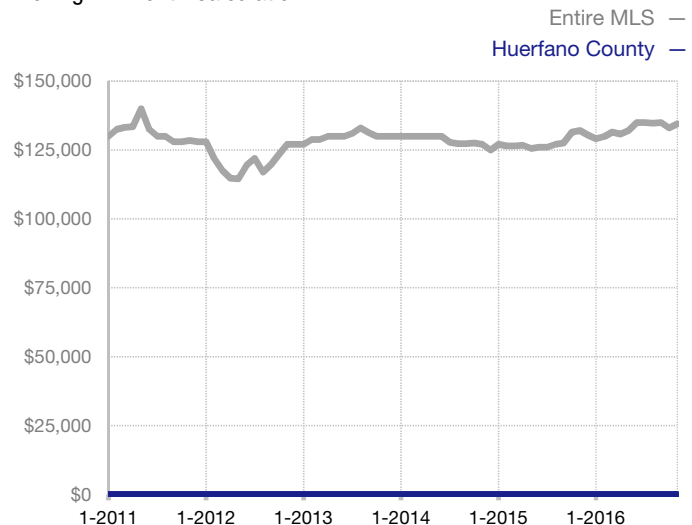
Townhouse-Condo Key Metrics	November			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 11-2015	Thru 11-2016	Percent Change from Previous Year
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	1	--	--	--	--
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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La Junta

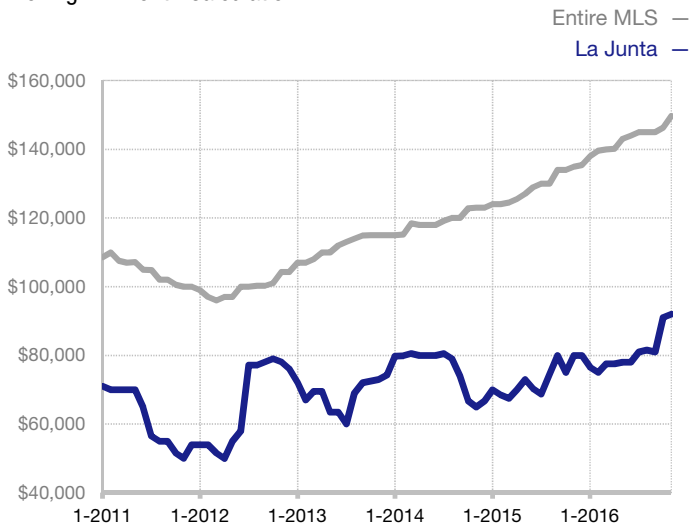
Single Family Key Metrics	November			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 11-2015	Thru 11-2016	Percent Change from Previous Year
New Listings	1	4	+ 300.0%	106	100	- 5.7%
Sold Listings	6	5	- 16.7%	88	82	- 6.8%
Median Sales Price*	\$88,250	\$250,000	+ 183.3%	\$80,000	\$92,000	+ 15.0%
Average Sales Price*	\$97,917	\$236,400	+ 141.4%	\$90,183	\$99,210	+ 10.0%
Percent of List Price Received*	95.5%	94.1%	- 1.5%	94.1%	95.5%	+ 1.5%
Days on Market Until Sale	179	267	+ 49.2%	157	143	- 8.9%
Inventory of Homes for Sale	39	27	- 30.8%	--	--	--
Months Supply of Inventory	4.8	3.6	- 25.0%	--	--	--

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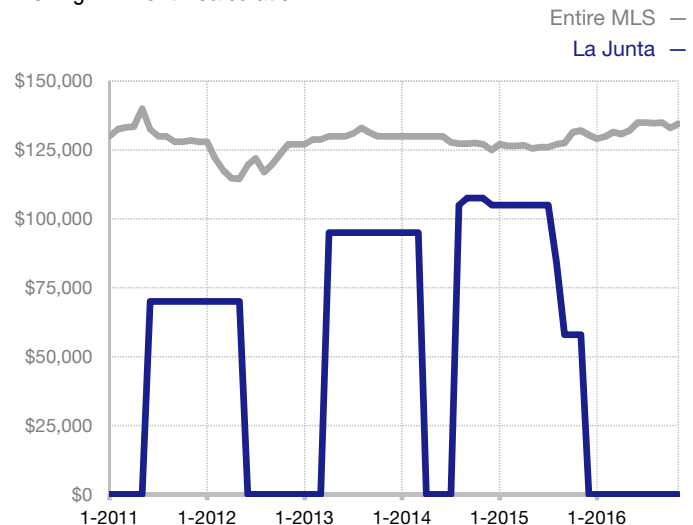
Townhouse-Condo Key Metrics	November			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 11-2015	Thru 11-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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.

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Las Animas

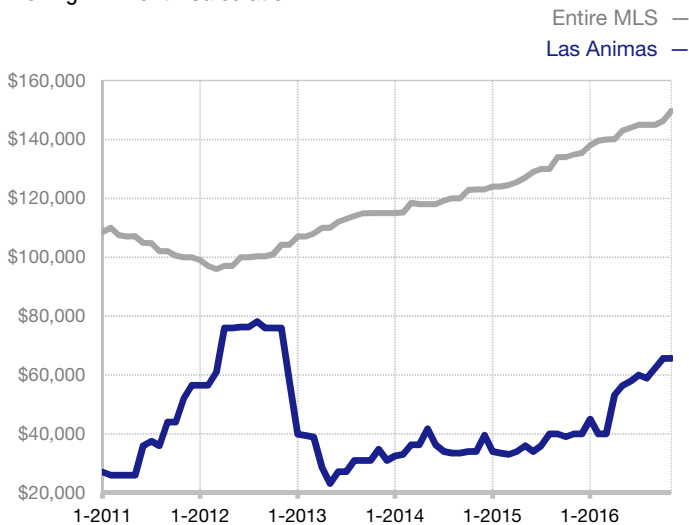
Single Family	November			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 11-2015	Thru 11-2016	Percent Change from Previous Year
Key Metrics						
New Listings	1	2	+ 100.0%	18	29	+ 61.1%
Sold Listings	2	0	- 100.0%	15	22	+ 46.7%
Median Sales Price*	\$50,250	\$0	- 100.0%	\$39,000	\$65,585	+ 68.2%
Average Sales Price*	\$50,250	\$0	- 100.0%	\$43,998	\$74,083	+ 68.4%
Percent of List Price Received*	82.8%	0.0%	- 100.0%	92.7%	99.3%	+ 7.1%
Days on Market Until Sale	60	0	- 100.0%	163	147	- 9.8%
Inventory of Homes for Sale	6	7	+ 16.7%	--	--	--
Months Supply of Inventory	2.7	2.6	- 3.7%	--	--	--

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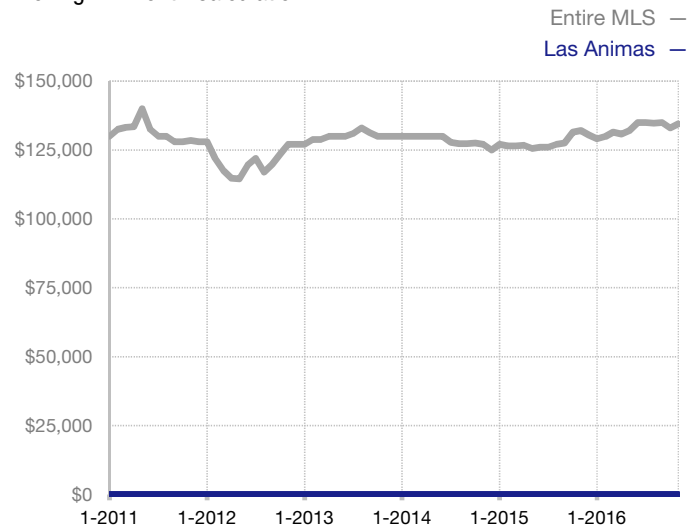
Townhouse-Condo	November			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 11-2015	Thru 11-2016	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Manzanola

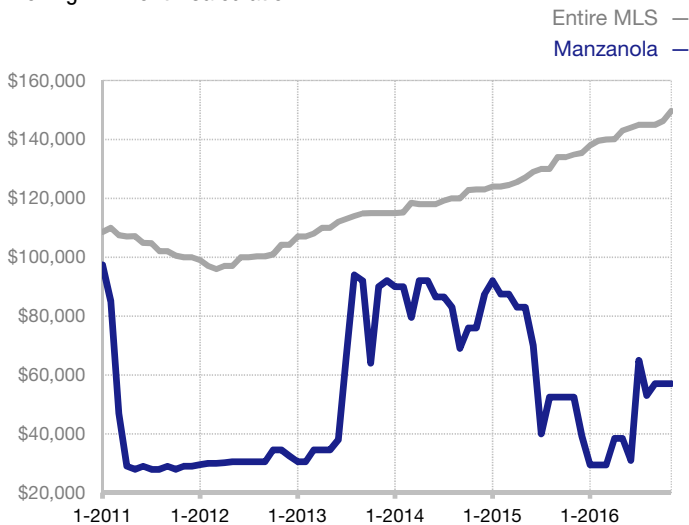
Single Family	November			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 11-2015	Thru 11-2016	Percent Change from Previous Year
Key Metrics						
New Listings	1	0	- 100.0%	7	9	+ 28.6%
Sold Listings	0	0	--	10	5	- 50.0%
Median Sales Price*	\$0	\$0	--	\$39,250	\$57,000	+ 45.2%
Average Sales Price*	\$0	\$0	--	\$67,230	\$61,600	- 8.4%
Percent of List Price Received*	0.0%	0.0%	--	91.5%	86.0%	- 6.0%
Days on Market Until Sale	0	0	--	324	164	- 49.4%
Inventory of Homes for Sale	2	2	0.0%	--	--	--
Months Supply of Inventory	1.2	1.6	+ 33.3%	--	--	--

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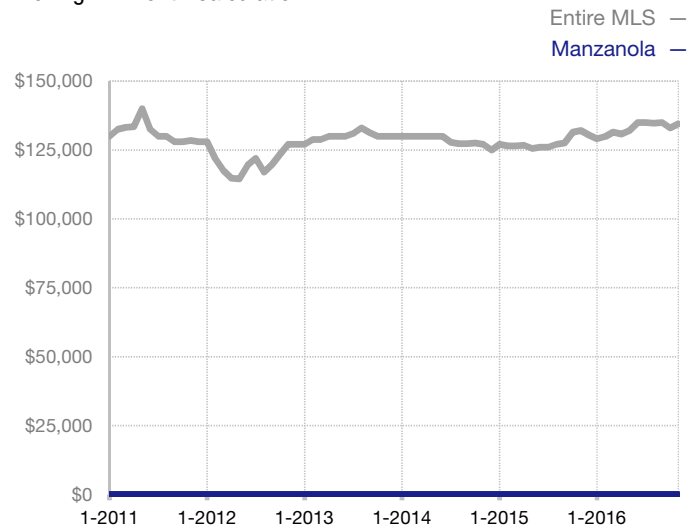
Townhouse-Condo	November			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 11-2015	Thru 11-2016	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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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Rocky Ford

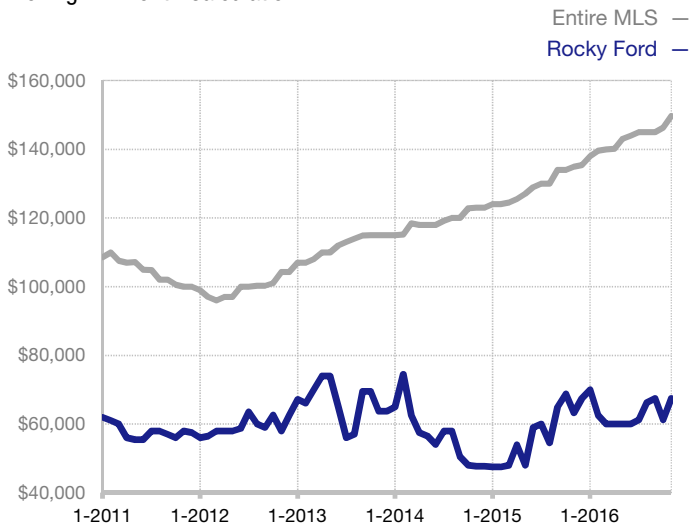
Single Family	November			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 11-2015	Thru 11-2016	Percent Change from Previous Year
Key Metrics						
New Listings	1	2	+ 100.0%	57	58	+ 1.8%
Sold Listings	3	1	- 66.7%	42	55	+ 31.0%
Median Sales Price*	\$42,000	\$169,000	+ 302.4%	\$68,750	\$70,000	+ 1.8%
Average Sales Price*	\$36,833	\$169,000	+ 358.8%	\$80,176	\$84,941	+ 5.9%
Percent of List Price Received*	92.3%	99.7%	+ 8.0%	92.3%	94.4%	+ 2.3%
Days on Market Until Sale	142	296	+ 108.5%	197	191	- 3.0%
Inventory of Homes for Sale	34	20	- 41.2%	--	--	--
Months Supply of Inventory	8.2	4.0	- 51.2%	--	--	--

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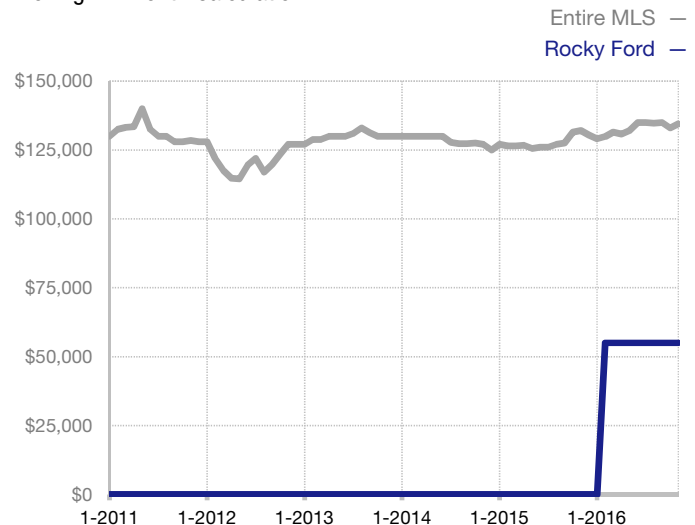
Townhouse-Condo	November			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 11-2015	Thru 11-2016	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$55,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$55,000	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	91.8%	--
Days on Market Until Sale	0	0	--	0	656	--
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



Monthly Indicators



November 2016

Percent changes calculated using year-over-year comparisons.

New Listings were up 41.7 percent for single family homes but decreased 60.0 percent for townhouse-condo properties. Pending Sales increased 37.6 percent for single family homes and 100.0 percent for townhouse-condo properties.

The Median Sales Price was up 18.6 percent to \$166,000 for single family homes but decreased 28.6 percent to \$139,700 for townhouse-condo properties. Days on Market increased 5.8 percent for single family homes but decreased 13.8 percent for condo properties.

Financial markets were volatile in the days surrounding the presidential election, but they self-corrected and reached new heights soon after. Long-term indicators of what it will be like to have a real estate developer for a president remain fuzzy, but the outcome is not likely to be dull. Prior to the election, trend shift was hard to come by, and unemployment rates have not budged since August 2015. Post-election, mortgage rates are up and so are opinions that a trend shift is likely in the near future.

Activity Snapshot

+ 44.8%	+ 15.9%	- 13.3%
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.

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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	11-2015	11-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		151	214	+ 41.7%	2,838	3,015	+ 6.2%
Pending Sales		141	194	+ 37.6%	2,161	2,361	+ 9.3%
Sold Listings		139	196	+ 41.0%	2,052	2,240	+ 9.2%
Median Sales Price		\$140,000	\$166,000	+ 18.6%	\$143,500	\$157,000	+ 9.4%
Avg. Sales Price		\$145,248	\$179,214	+ 23.4%	\$151,588	\$166,870	+ 10.1%
Pct. of List Price Received		96.8%	97.5%	+ 0.7%	97.3%	97.7%	+ 0.4%
Days on Market		86	91	+ 5.8%	99	91	- 8.1%
Affordability Index		258	215	- 16.7%	251	227	- 9.6%
Active Listings		729	641	- 12.1%	--	--	--
Months Supply		3.9	3.2	- 17.9%	--	--	--

Townhouse-Condo Market Overview

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

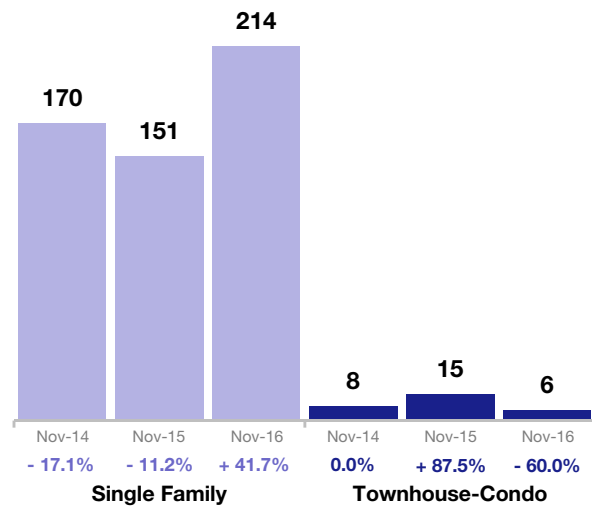


Key Metrics	Historical Sparkbars	11-2015	11-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		15	6	- 60.0%	126	114	- 9.5%
Pending Sales		6	12	+ 100.0%	99	107	+ 8.1%
Sold Listings		6	14	+ 133.3%	86	103	+ 19.8%
Median Sales Price		\$195,750	\$139,700	- 28.6%	\$133,000	\$136,250	+ 2.4%
Avg. Sales Price		\$204,417	\$141,399	- 30.8%	\$145,946	\$154,191	+ 5.6%
Pct. of List Price Received		97.4%	96.0%	- 1.4%	97.2%	96.5%	- 0.7%
Days on Market		174	150	- 13.8%	122	102	- 16.4%
Affordability Index		184	255	+ 38.6%	271	262	- 3.3%
Active Listings		39	25	- 35.9%	--	--	--
Months Supply		4.9	2.4	- 51.0%	--	--	--

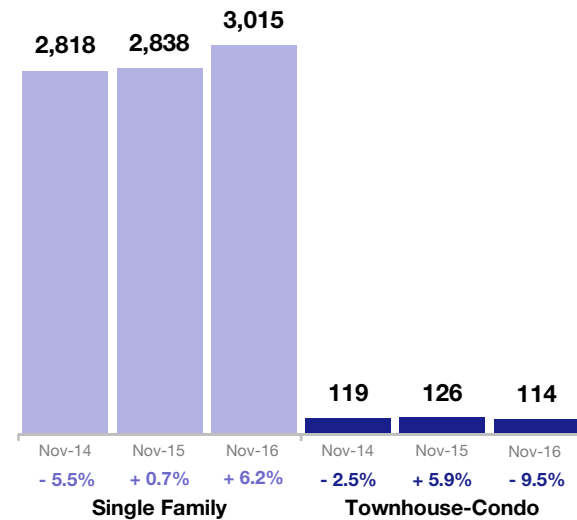
New Listings



November

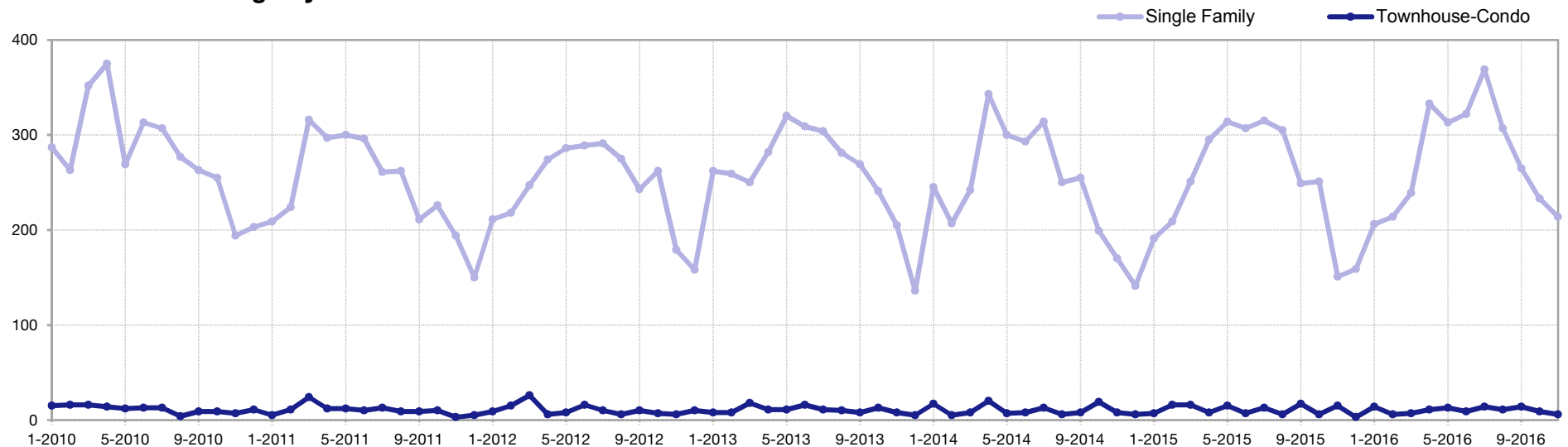


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2015	159	+12.8%	3	-50.0%
Jan-2016	206	+7.9%	14	+100.0%
Feb-2016	214	+2.4%	6	-62.5%
Mar-2016	239	-4.8%	7	-56.3%
Apr-2016	333	+12.9%	11	+37.5%
May-2016	313	-0.3%	13	-13.3%
Jun-2016	322	+4.9%	9	+28.6%
Jul-2016	369	+17.1%	14	+7.7%
Aug-2016	307	+0.7%	11	+83.3%
Sep-2016	265	+6.4%	14	-17.6%
Oct-2016	233	-7.2%	9	+50.0%
Nov-2016	214	+41.7%	6	-60.0%

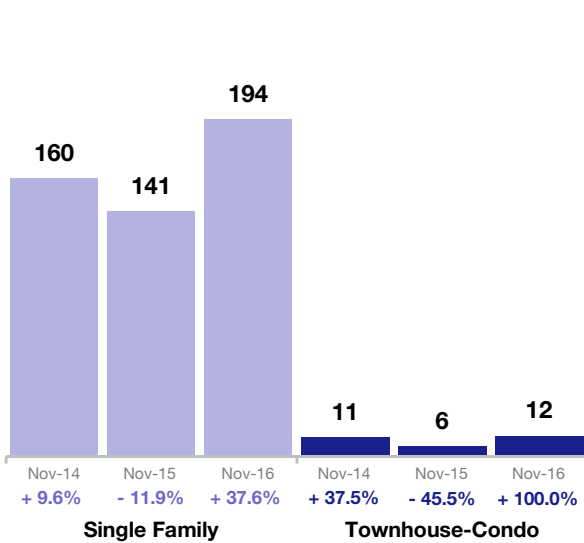
Historical New Listings by Month



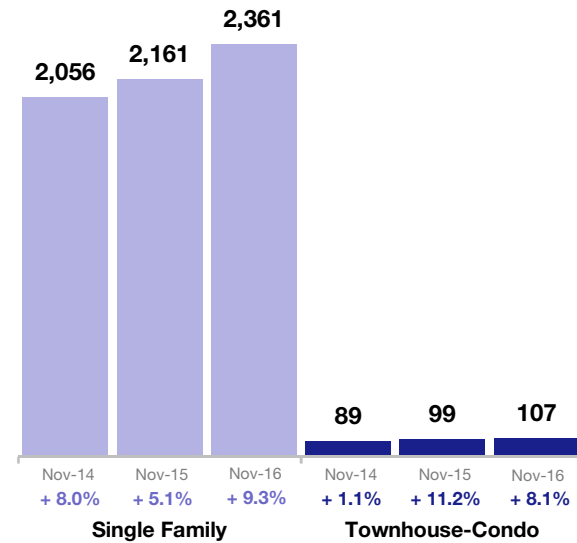
Pending Sales



November

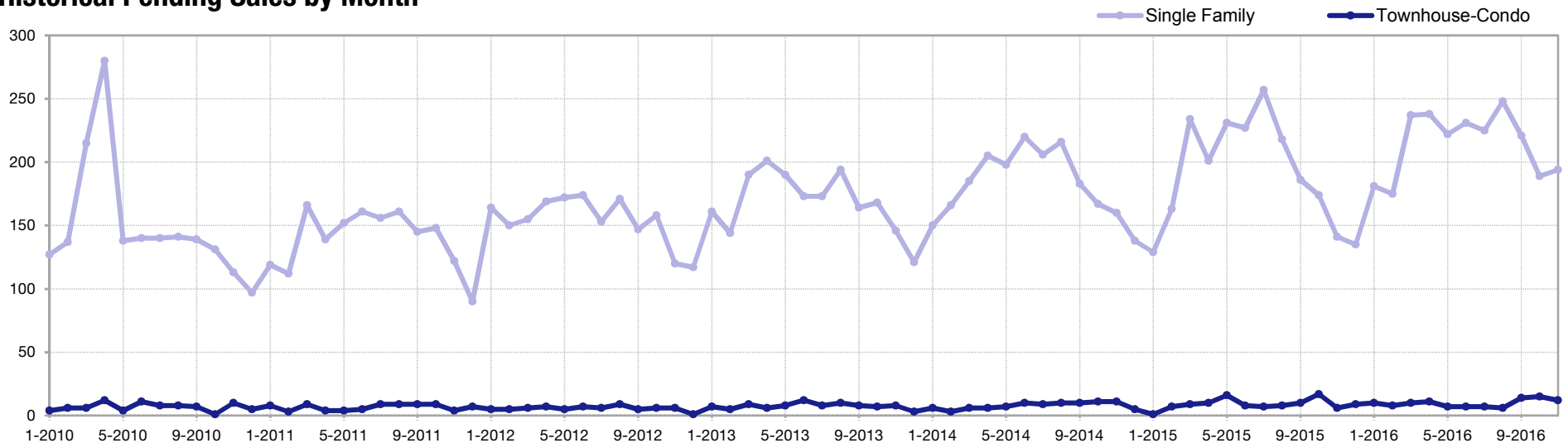


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2015	135	-2.2%	9	+80.0%
Jan-2016	181	+40.3%	10	+900.0%
Feb-2016	175	+7.4%	8	+14.3%
Mar-2016	237	+1.3%	10	+11.1%
Apr-2016	238	+18.4%	11	+10.0%
May-2016	222	-3.9%	7	-56.3%
Jun-2016	231	+1.8%	7	-12.5%
Jul-2016	225	-12.5%	7	0.0%
Aug-2016	248	+13.8%	6	-25.0%
Sep-2016	221	+18.8%	14	+40.0%
Oct-2016	189	+8.6%	15	-11.8%
Nov-2016	194	+37.6%	12	+100.0%

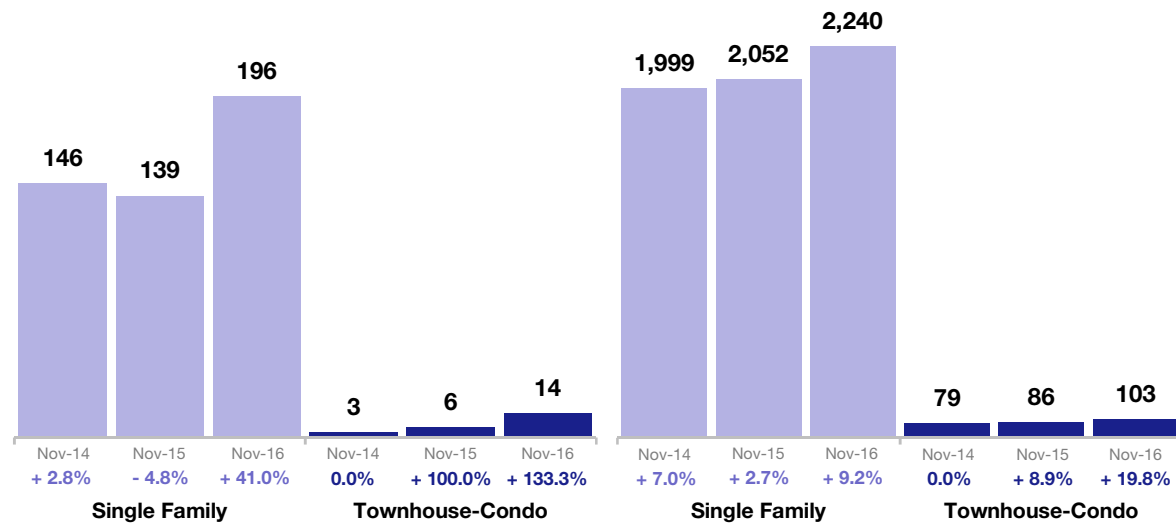
Historical Pending Sales by Month



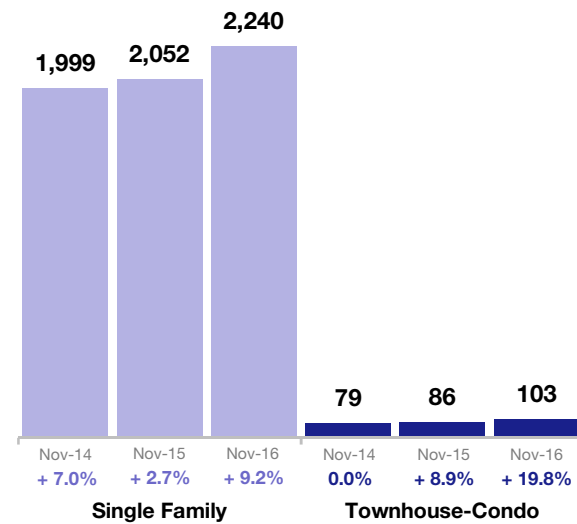
Sold Listings



November

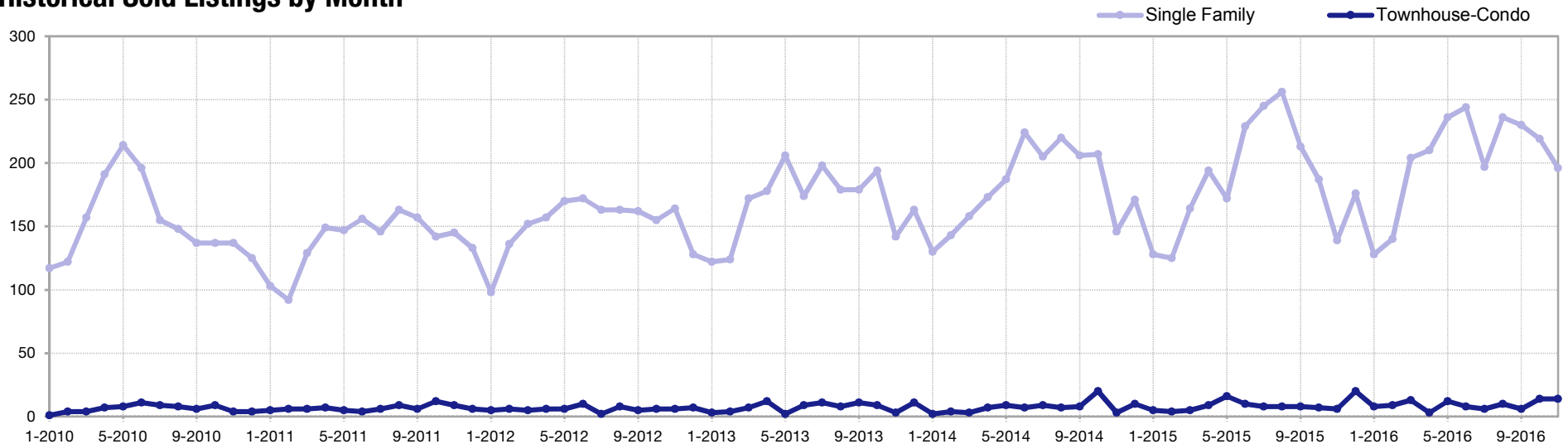


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2015	176	+2.9%	20	+100.0%
Jan-2016	128	0.0%	8	+60.0%
Feb-2016	140	+12.0%	9	+125.0%
Mar-2016	204	+24.4%	13	+160.0%
Apr-2016	210	+8.2%	3	-66.7%
May-2016	236	+37.2%	12	-25.0%
Jun-2016	244	+6.6%	8	-20.0%
Jul-2016	197	-19.6%	6	-25.0%
Aug-2016	236	-7.8%	10	+25.0%
Sep-2016	230	+8.0%	6	-25.0%
Oct-2016	219	+17.1%	14	+100.0%
Nov-2016	196	+41.0%	14	+133.3%

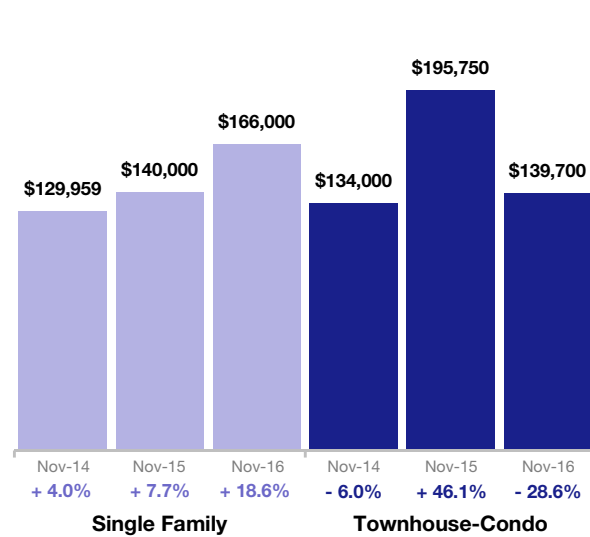
Historical Sold Listings by Month



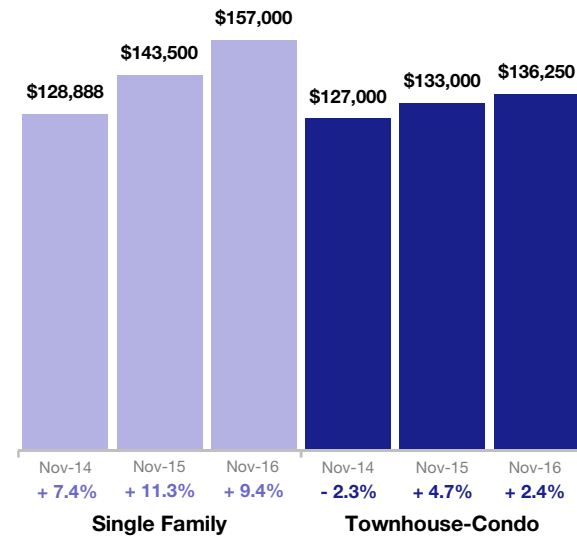
Median Sales Price



November

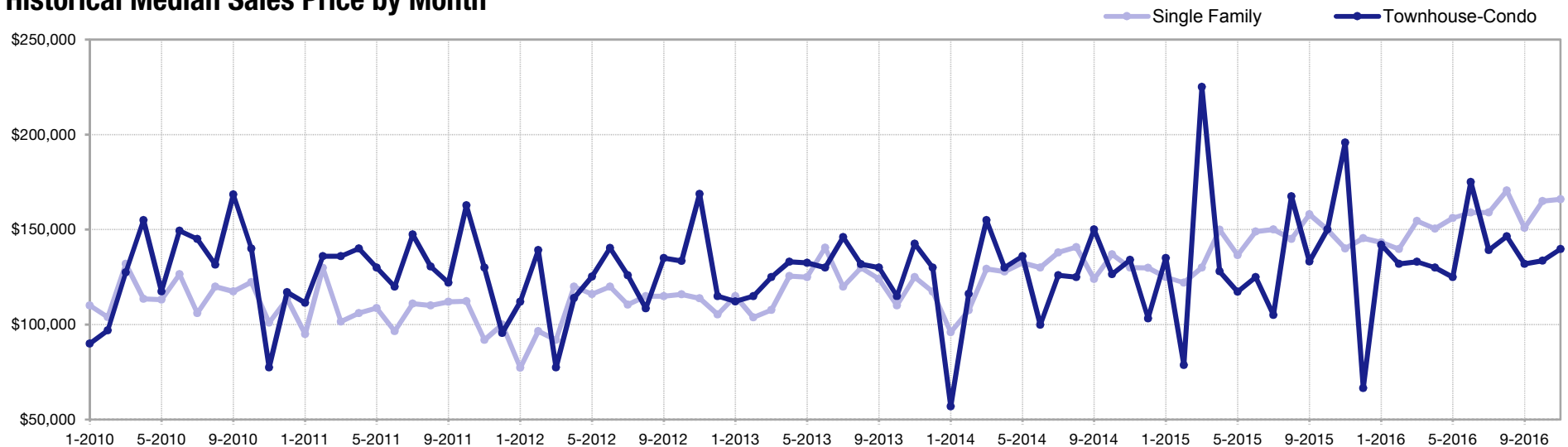


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2015	\$145,500	+12.0%	\$66,500	-35.6%
Jan-2016	\$143,250	+14.6%	\$141,950	+5.1%
Feb-2016	\$139,750	+14.5%	\$131,900	+67.6%
Mar-2016	\$154,500	+18.8%	\$133,000	-40.9%
Apr-2016	\$150,450	+0.3%	\$130,000	+1.6%
May-2016	\$156,000	+14.3%	\$124,950	+6.6%
Jun-2016	\$159,000	+6.7%	\$175,000	+40.0%
Jul-2016	\$159,000	+6.0%	\$139,125	+32.5%
Aug-2016	\$170,500	+17.6%	\$146,450	-12.6%
Sep-2016	\$150,950	-4.5%	\$132,000	-0.9%
Oct-2016	\$165,000	+10.1%	\$133,556	-11.0%
Nov-2016	\$166,000	+18.6%	\$139,700	-28.6%

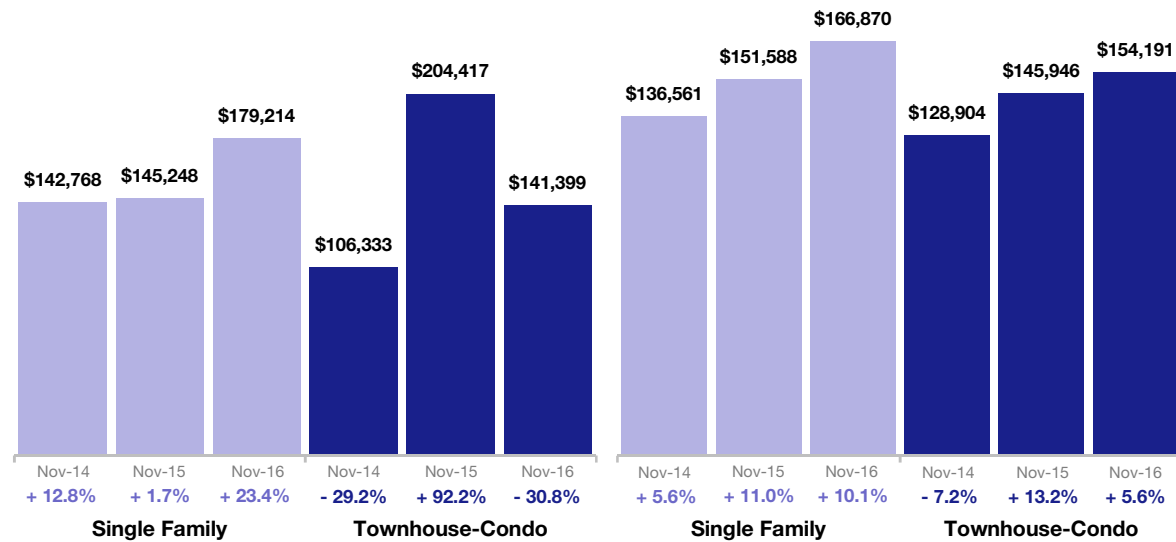
Historical Median Sales Price by Month



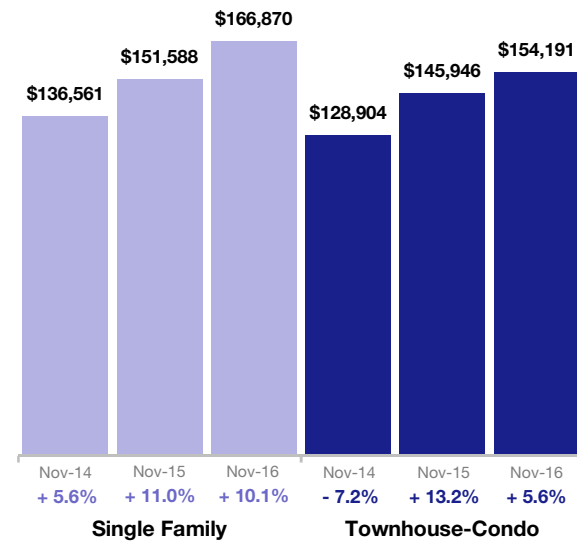
Average Sales Price



November

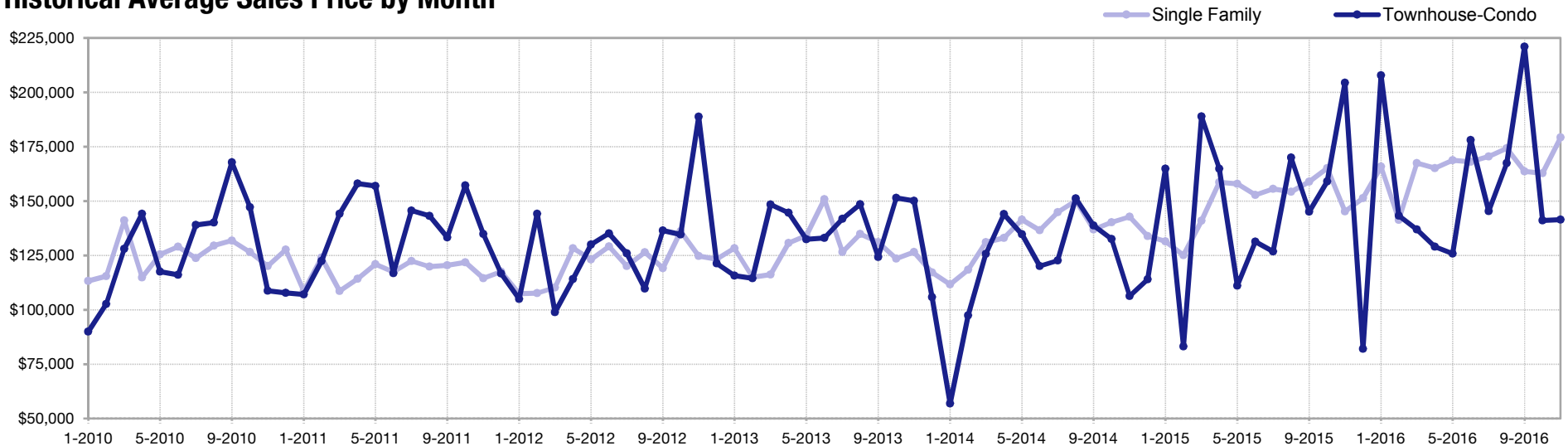


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2015	\$151,322	+13.1%	\$82,021	-28.0%
Jan-2016	\$165,899	+26.2%	\$207,856	+26.0%
Feb-2016	\$141,297	+13.0%	\$143,267	+72.2%
Mar-2016	\$167,392	+18.7%	\$136,981	-27.5%
Apr-2016	\$165,067	+4.0%	\$129,033	-21.7%
May-2016	\$168,762	+6.9%	\$125,825	+13.3%
Jun-2016	\$168,074	+10.0%	\$177,988	+35.5%
Jul-2016	\$170,504	+9.6%	\$145,317	+14.5%
Aug-2016	\$174,238	+13.0%	\$167,490	-1.5%
Sep-2016	\$163,703	+3.0%	\$221,000	+52.3%
Oct-2016	\$162,837	-1.4%	\$141,101	-11.3%
Nov-2016	\$179,214	+23.4%	\$141,399	-30.8%

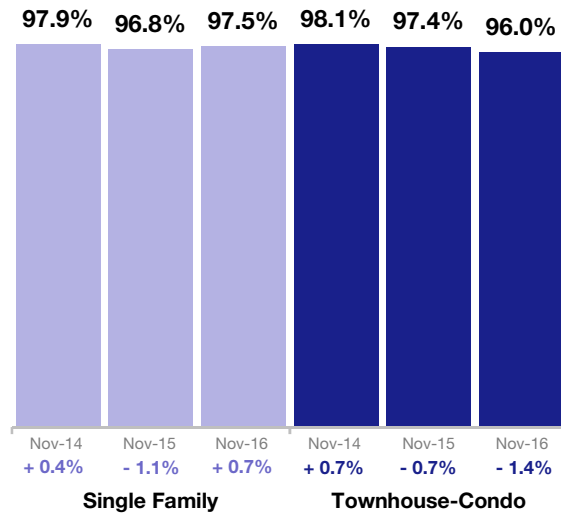
Historical Average Sales Price by Month



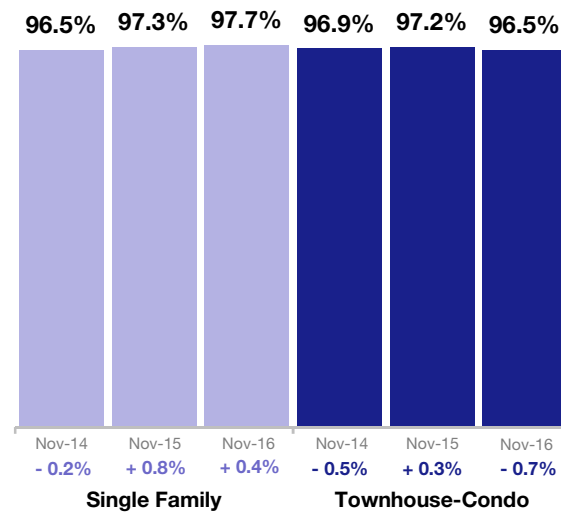
Percent of List Price Received



November

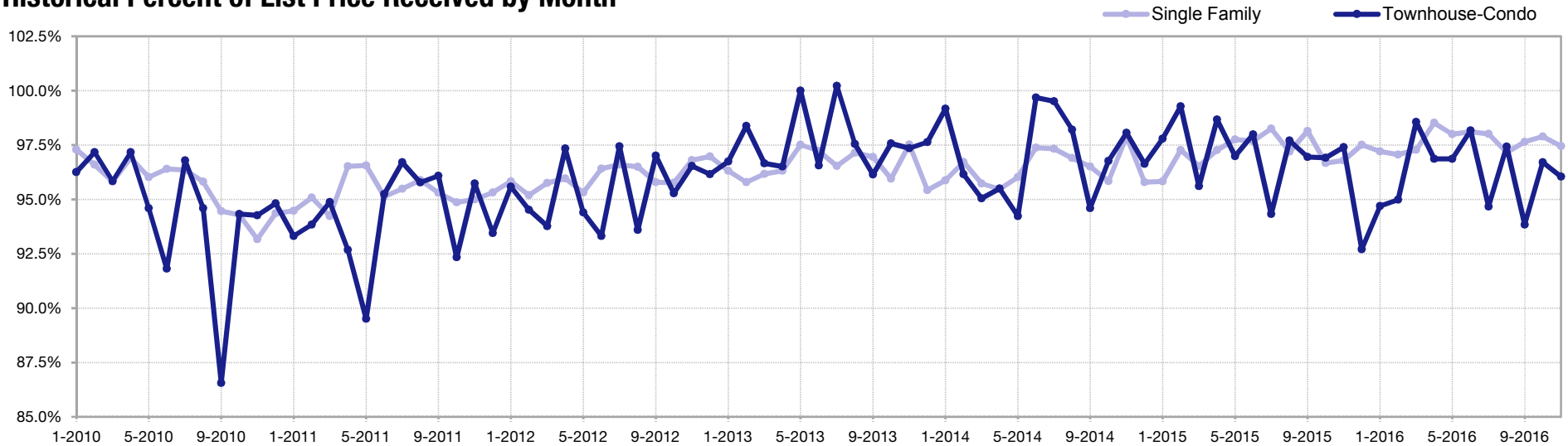


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2015	97.5%	+1.8%	92.7%	-4.0%
Jan-2016	97.2%	+1.5%	94.7%	-3.2%
Feb-2016	97.1%	-0.2%	95.0%	-4.3%
Mar-2016	97.3%	+0.8%	98.6%	+3.1%
Apr-2016	98.5%	+1.2%	96.9%	-1.8%
May-2016	98.0%	+0.2%	96.9%	-0.1%
Jun-2016	98.1%	+0.4%	98.2%	+0.2%
Jul-2016	98.0%	-0.3%	94.7%	+0.4%
Aug-2016	97.2%	0.0%	97.4%	-0.3%
Sep-2016	97.6%	-0.5%	93.8%	-3.2%
Oct-2016	97.9%	+1.2%	96.7%	-0.2%
Nov-2016	97.5%	+0.7%	96.0%	-1.4%

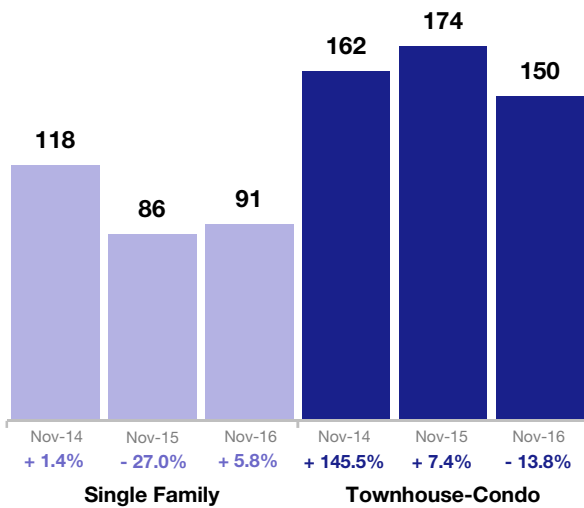
Historical Percent of List Price Received by Month



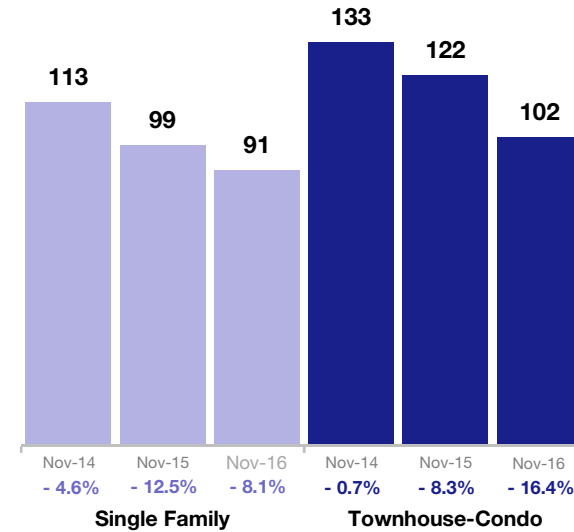
Days on Market Until Sale



November

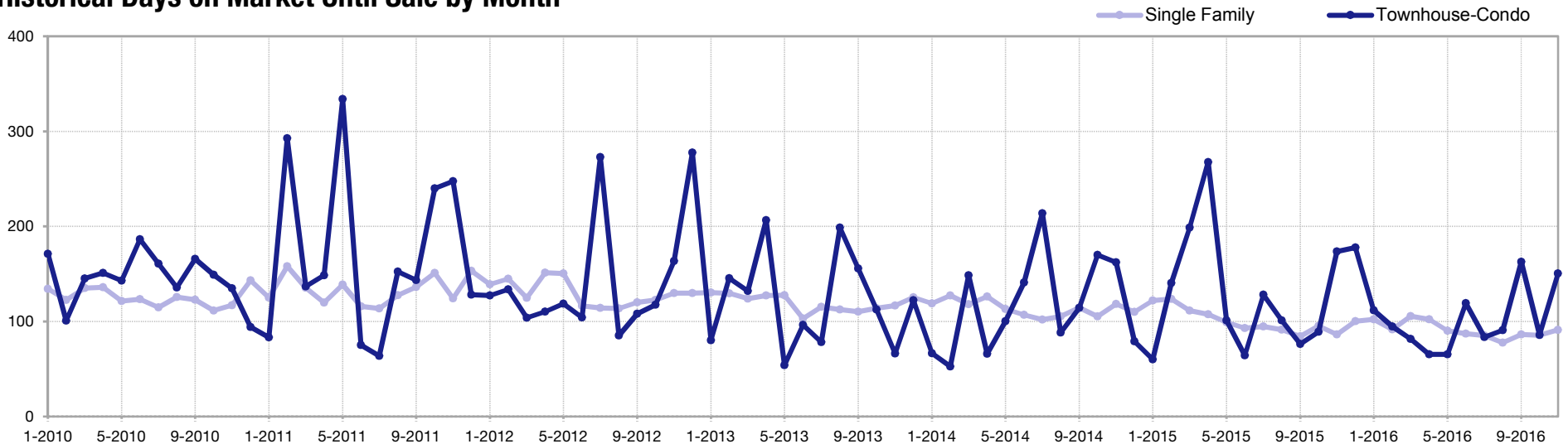


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2015	100	-9.1%	178	+125.3%
Jan-2016	102	-16.4%	112	+86.7%
Feb-2016	92	-25.8%	95	-32.6%
Mar-2016	106	-5.4%	82	-58.8%
Apr-2016	102	-5.6%	66	-75.4%
May-2016	90	-9.1%	66	-34.7%
Jun-2016	87	-6.5%	119	+85.9%
Jul-2016	85	-10.5%	84	-34.4%
Aug-2016	78	-14.3%	91	-9.9%
Sep-2016	86	+2.4%	163	+114.5%
Oct-2016	85	-10.5%	86	-3.4%
Nov-2016	91	+5.8%	150	-13.8%

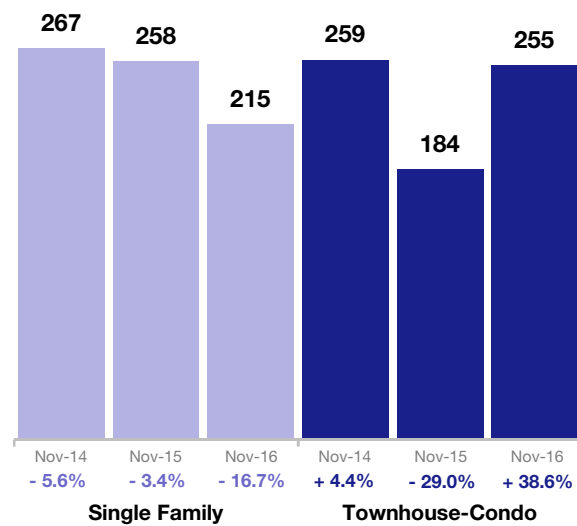
Historical Days on Market Until Sale by Month



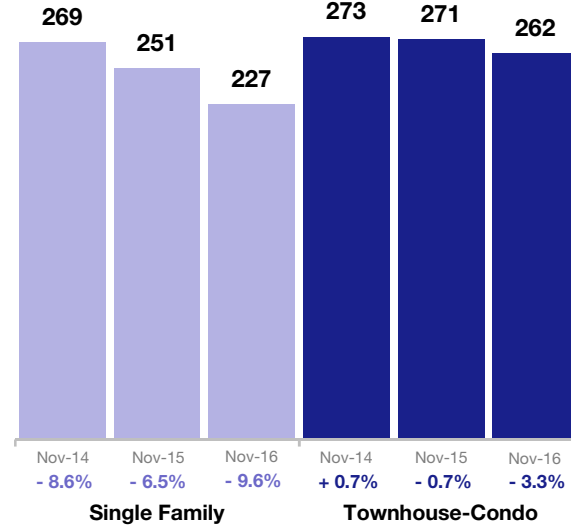
Housing Affordability Index



November

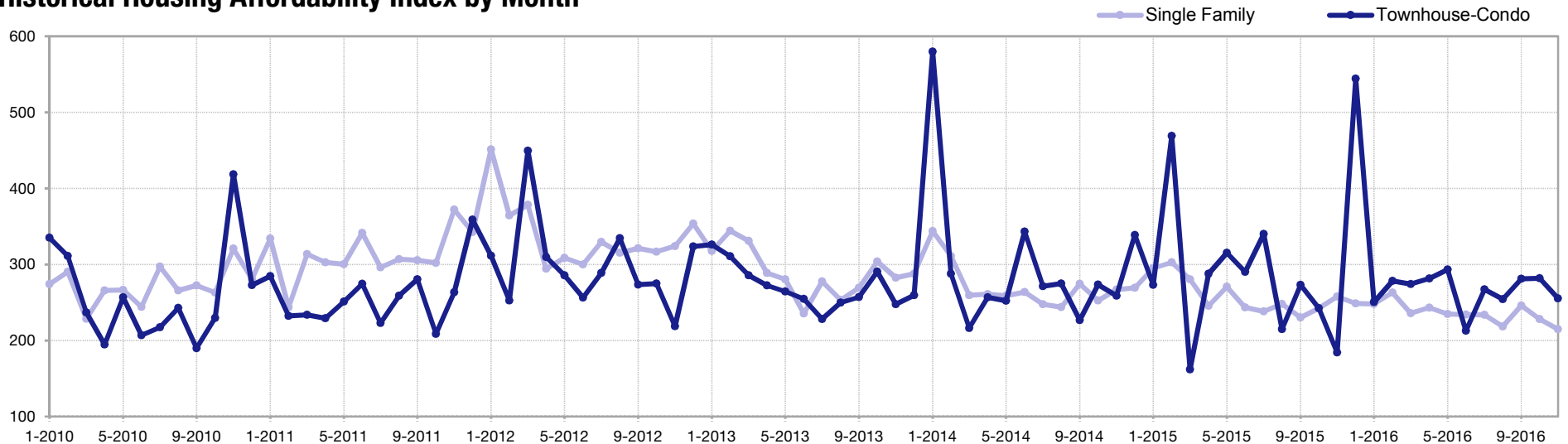


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2015	249	-7.4%	544	+60.5%
Jan-2016	248	-15.9%	250	-8.4%
Feb-2016	263	-13.2%	279	-40.5%
Mar-2016	236	-15.7%	274	+69.1%
Apr-2016	243	-1.2%	282	-2.1%
May-2016	235	-13.3%	293	-7.0%
Jun-2016	234	-4.1%	213	-26.6%
Jul-2016	234	-1.7%	267	-21.5%
Aug-2016	218	-12.1%	254	+18.1%
Sep-2016	246	+7.0%	281	+2.9%
Oct-2016	228	-6.2%	282	+16.5%
Nov-2016	215	-16.7%	255	+38.6%

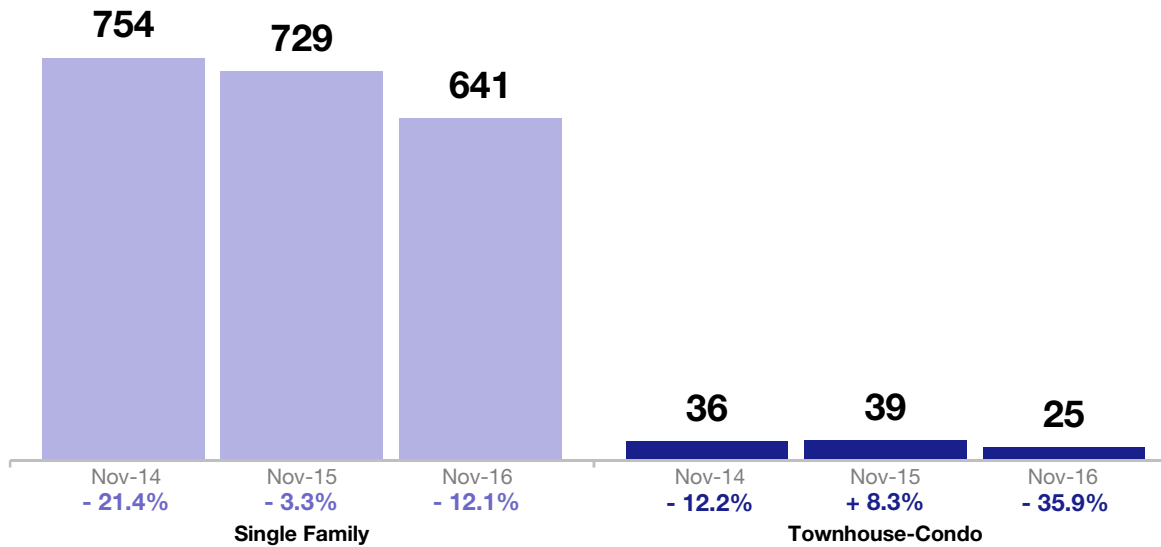
Historical Housing Affordability Index by Month



Inventory of Active Listings

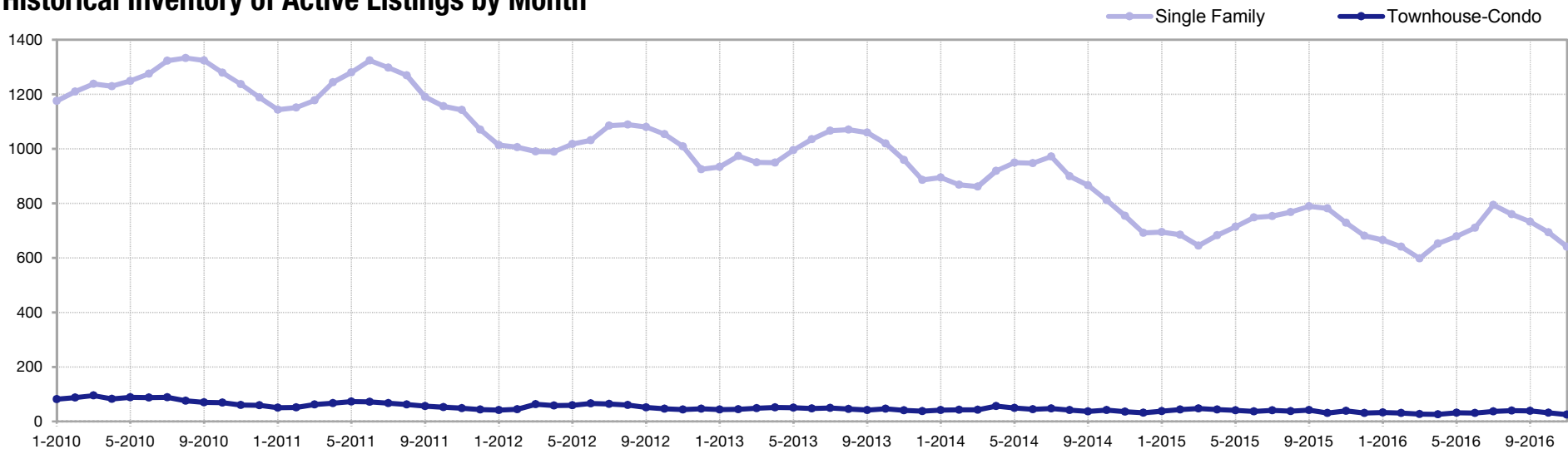


November



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2015	681	-1.6%	31	-3.1%
Jan-2016	665	-4.3%	33	-13.2%
Feb-2016	641	-6.4%	31	-29.5%
Mar-2016	598	-7.3%	27	-43.8%
Apr-2016	653	-4.4%	26	-40.9%
May-2016	679	-4.9%	32	-22.0%
Jun-2016	710	-5.1%	31	-16.2%
Jul-2016	794	+5.4%	37	-9.8%
Aug-2016	760	-1.0%	40	+5.3%
Sep-2016	733	-7.1%	39	-7.1%
Oct-2016	694	-11.1%	32	+3.2%
Nov-2016	641	-12.1%	25	-35.9%

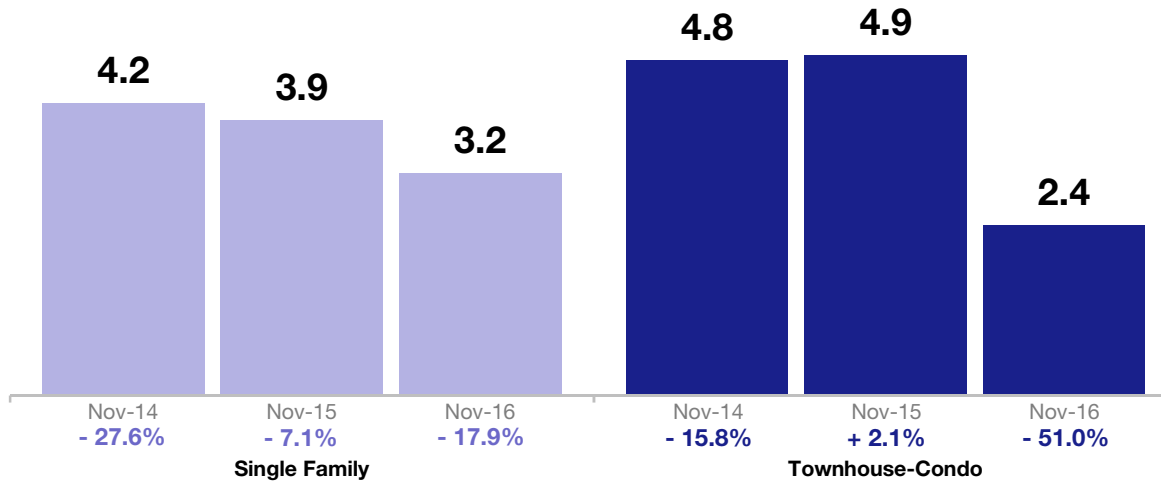
Historical Inventory of Active Listings by Month



Months Supply of Inventory

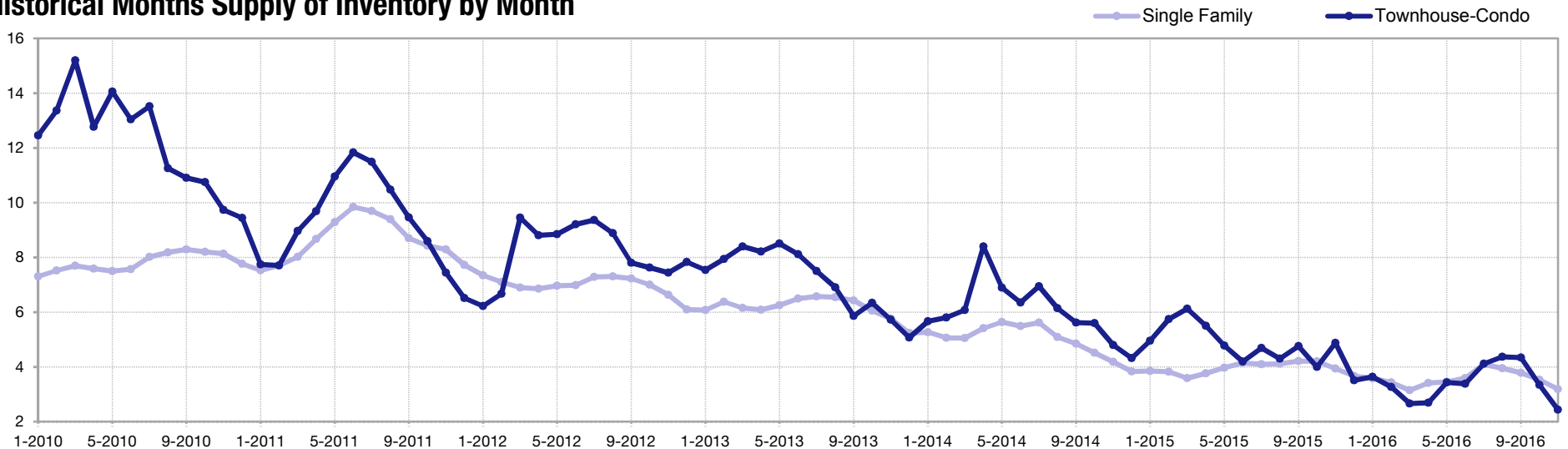


November



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2015	3.7	-2.6%	3.5	-18.6%
Jan-2016	3.6	-5.3%	3.6	-28.0%
Feb-2016	3.4	-10.5%	3.3	-42.1%
Mar-2016	3.1	-13.9%	2.7	-55.7%
Apr-2016	3.4	-10.5%	2.7	-50.9%
May-2016	3.4	-15.0%	3.4	-29.2%
Jun-2016	3.6	-12.2%	3.4	-19.0%
Jul-2016	4.1	0.0%	4.1	-12.8%
Aug-2016	3.9	-4.9%	4.4	+2.3%
Sep-2016	3.8	-9.5%	4.3	-10.4%
Oct-2016	3.5	-16.7%	3.3	-17.5%
Nov-2016	3.2	-17.9%	2.4	-51.0%

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.



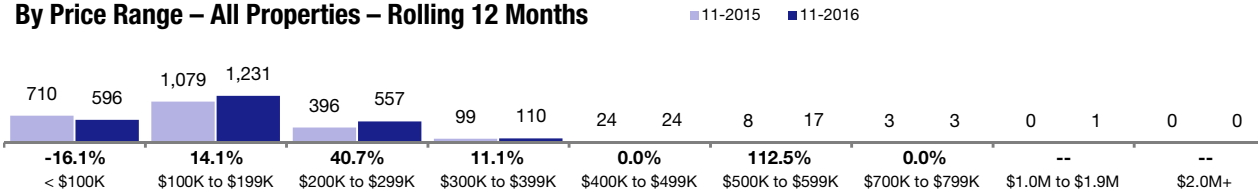
Key Metrics	Historical Sparkbars	11-2015	11-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		166	220	+ 32.5%	2,964	3,129	+ 5.6%
Pending Sales		147	206	+ 40.1%	2,260	2,468	+ 9.2%
Sold Listings		145	210	+ 44.8%	2,138	2,343	+ 9.6%
Median Sales Price		\$141,500	\$163,950	+ 15.9%	\$141,250	\$155,000	+ 9.7%
Avg. Sales Price		\$147,696	\$176,669	+ 19.6%	\$151,361	\$166,312	+ 9.9%
Pct. of List Price Received		96.8%	97.4%	+ 0.6%	97.3%	97.7%	+ 0.4%
Days on Market		90	95	+ 5.6%	100	91	- 9.0%
Affordability Index		255	218	- 14.5%	255	230	- 9.8%
Active Listings		768	666	- 13.3%	--	--	--
Months Supply		4.0	3.1	- 22.5%	--	--	--

Sold Listings

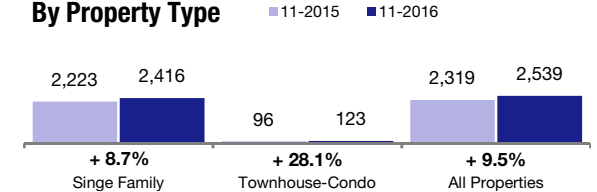
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type

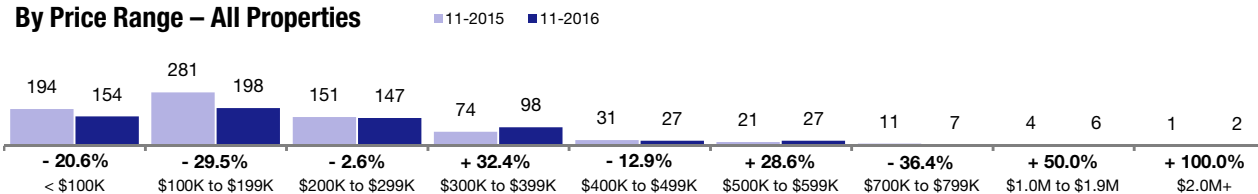


By Price Range	Rolling 12 Months			Compared to Prior Month			Year to Date											
	Single Family	Condo	Change	Single Family	Condo	Change	Single Family	Condo	Change									
\$99,999 and Below	684	558	-18.4%	26	38	+46.2%	49	35	-28.6%	2	5	+150.0%	622	508	-18.3%	21	25	+19.0%
\$100,000 to \$199,999	1,024	1,165	+13.8%	55	66	+20.0%	107	95	-11.2%	11	6	-45.5%	945	1,078	+14.1%	51	59	+15.7%
\$200,000 to \$299,999	383	541	+41.3%	13	16	+23.1%	56	47	-16.1%	1	3	+200.0%	357	510	+42.9%	12	16	+33.3%
\$300,000 to \$399,999	97	110	+13.4%	2	0	-100.0%	5	15	+200.0%	0	0	--	95	102	+7.4%	2	0	-100.0%
\$400,000 to \$499,999	24	23	-4.2%	0	1	--	2	3	+50.0%	0	0	--	23	23	0.0%	0	1	--
\$500,000 to \$699,999	8	15	+87.5%	0	2	--	0	0	--	0	0	--	8	15	+87.5%	0	2	--
\$700,000 to \$999,999	3	3	0.0%	0	0	--	0	1	--	0	0	--	2	3	+50.0%	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--	0	0	--	0	0	--	0	1	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
All Price Ranges	2,223	2,416	+8.7%	96	123	+28.1%	219	196	-10.5%	14	14	0.0%	2,052	2,240	+9.2%	86	103	+19.8%

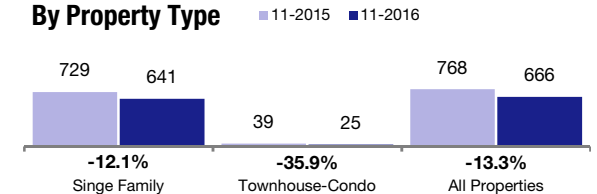
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



By Price Range	Year over Year			Compared to Prior Month			Year to Date								
	Single Family	Condo	Change	Single Family	Condo	Change	Single Family	Condo	Change						
\$99,999 and Below	185	150	-18.9%	9	4	-55.6%	163	150	-8.0%	5	4	-20.0%	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.		
\$100,000 to \$199,999	265	186	-29.8%	16	12	-25.0%	214	186	-13.1%	16	12	-25.0%			
\$200,000 to \$299,999	142	140	-1.4%	9	7	-22.2%	149	140	-6.0%	8	7	-12.5%			
\$300,000 to \$399,999	71	96	+35.2%	3	2	-33.3%	89	96	+7.9%	3	2	-33.3%			
\$400,000 to \$499,999	30	27	-10.0%	1	0	-100.0%	31	27	-12.9%	0	0	--			
\$500,000 to \$699,999	20	27	+35.0%	1	0	-100.0%	30	27	-10.0%	0	0	--			
\$700,000 to \$999,999	11	7	-36.4%	0	0	--	9	7	-22.2%	0	0	--			
\$1,000,000 to \$1,999,999	4	6	+50.0%	0	0	--	7	6	-14.3%	0	0	--			
\$2,000,000 and Above	1	2	+100.0%	0	0	--	2	2	0.0%	0	0	--			
All Price Ranges	729	641	-12.1%	39	25	-35.9%	694	641	-7.6%	32	25	-21.9%			

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 average 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.