

Monthly Indicators



August 2018

Percent changes calculated using year-over-year comparisons.

New Listings were down 2.8 percent for single family homes and 8.3 percent for townhouse-condo properties. Pending Sales decreased 3.0 percent for single family homes and 11.1 percent for townhouse-condo properties.

The Median Sales Price was up 8.6 percent to \$190,000 for single family homes and 9.6 percent to \$195,000 for townhouse-condo properties. Days on Market decreased 16.4 percent for single family homes but increased 44.4 percent for townhouse-condo properties.

While some are starting to look for recessionary signs like fewer sales, dropping prices and even foreclosures, others are taking a more cautious and research-based approach to their predictions. The fact remains that the trends do not yet support a dramatic shift away from what has been experienced over the last several years. Housing starts are performing admirably if not excitingly, prices are still inching upward, supply remains low and consumers are optimistic. The U.S. economy is under scrutiny but certainly not deteriorating.

Activity Snapshot

- 18.0%	+ 9.1%	- 8.0%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties

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

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

Single Family Market Overview

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



Key Metrics	Historical Sparkbars	8-2017	8-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		353	343	- 2.8%	2,416	2,496	+ 3.3%
Pending Sales		271	263	- 3.0%	1,958	1,964	+ 0.3%
Sold Listings		288	235	- 18.4%	1,853	1,844	- 0.5%
Median Sales Price		\$175,000	\$190,000	+ 8.6%	\$167,000	\$189,000	+ 13.2%
Avg. Sales Price		\$180,702	\$193,537	+ 7.1%	\$174,812	\$193,892	+ 10.9%
Pct. of List Price Received		98.2%	99.2%	+ 1.0%	97.9%	98.7%	+ 0.8%
Days on Market		73	61	- 16.4%	86	70	- 18.6%
Affordability Index		208	178	- 14.4%	218	179	- 17.9%
Active Listings		564	517	- 8.3%	--	--	--
Months Supply		2.5	2.2	- 12.0%	--	--	--

Townhouse-Condo Market Overview

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

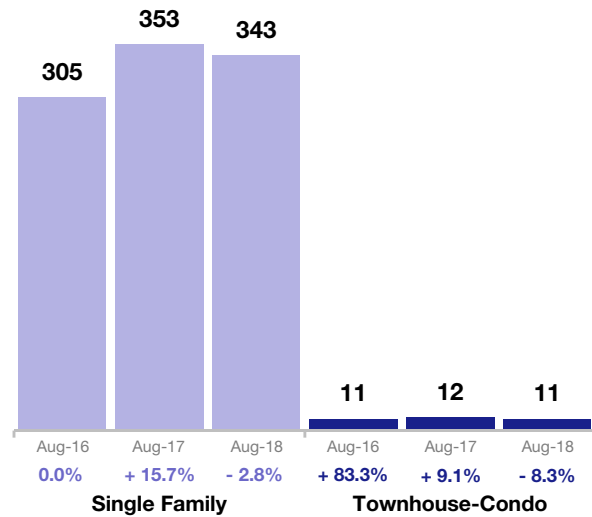


Key Metrics	Historical Sparkbars	8-2017	8-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		12	11	- 8.3%	76	86	+ 13.2%
Pending Sales		9	8	- 11.1%	71	73	+ 2.8%
Sold Listings		12	11	- 8.3%	67	71	+ 6.0%
Median Sales Price		\$178,000	\$195,000	+ 9.6%	\$150,000	\$169,900	+ 13.3%
Avg. Sales Price		\$185,596	\$201,027	+ 8.3%	\$161,863	\$191,494	+ 18.3%
Pct. of List Price Received		98.5%	96.2%	- 2.3%	97.0%	98.5%	+ 1.5%
Days on Market		54	78	+ 44.4%	80	71	- 11.3%
Affordability Index		204	173	- 15.2%	243	199	- 18.1%
Active Listings		14	15	+ 7.1%	--	--	--
Months Supply		1.5	1.7	+ 13.3%	--	--	--

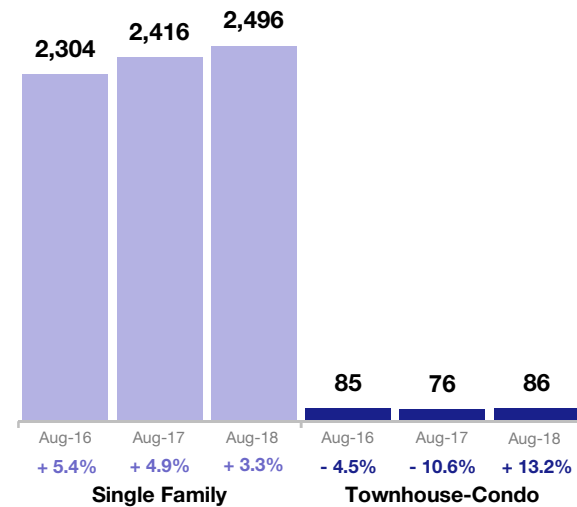
New Listings



August

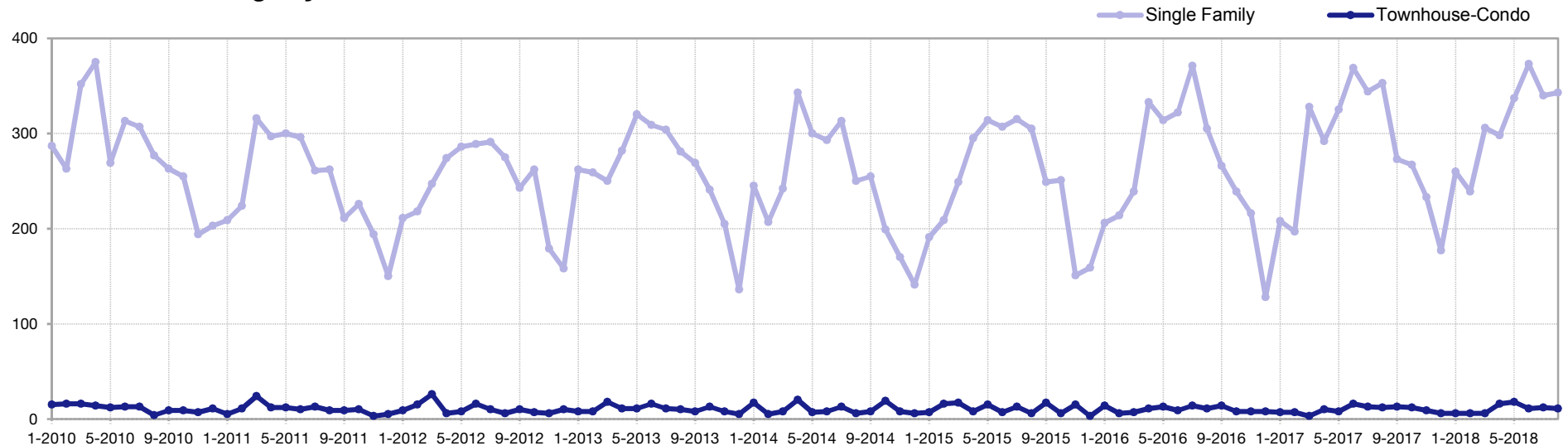


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	306	-6.7%	6	+100.0%
Apr-2018	298	+2.1%	16	+60.0%
May-2018	337	+3.7%	18	+125.0%
Jun-2018	373	+1.1%	11	-31.3%
Jul-2018	340	-1.2%	12	-7.7%
Aug-2018	343	-2.8%	11	-8.3%

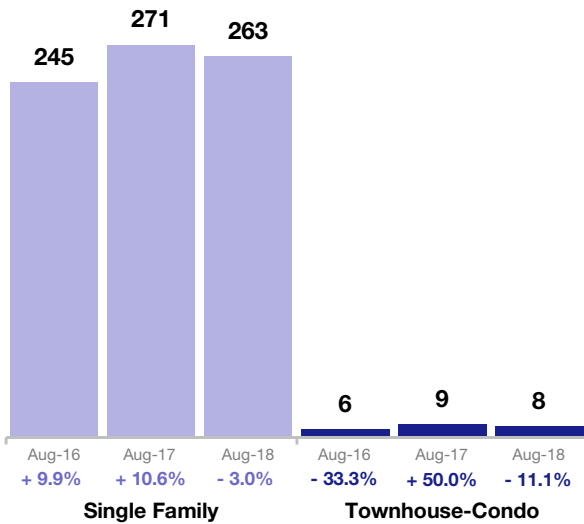
Historical New Listings by Month



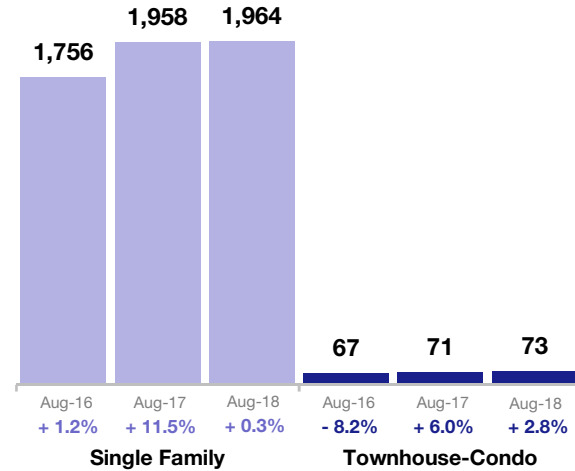
Pending Sales



August

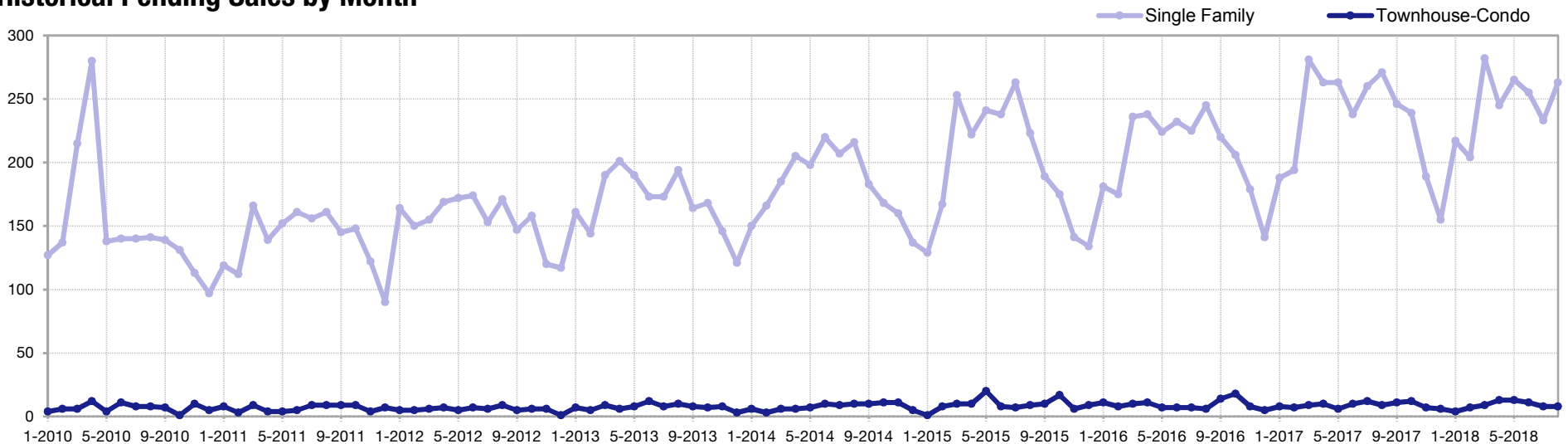


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	217	+15.4%	4	-50.0%
Feb-2018	204	+5.2%	7	0.0%
Mar-2018	282	+0.4%	9	0.0%
Apr-2018	245	-6.8%	13	+30.0%
May-2018	265	+0.8%	13	+116.7%
Jun-2018	255	+7.1%	11	+10.0%
Jul-2018	233	-10.4%	8	-33.3%
Aug-2018	263	-3.0%	8	-11.1%

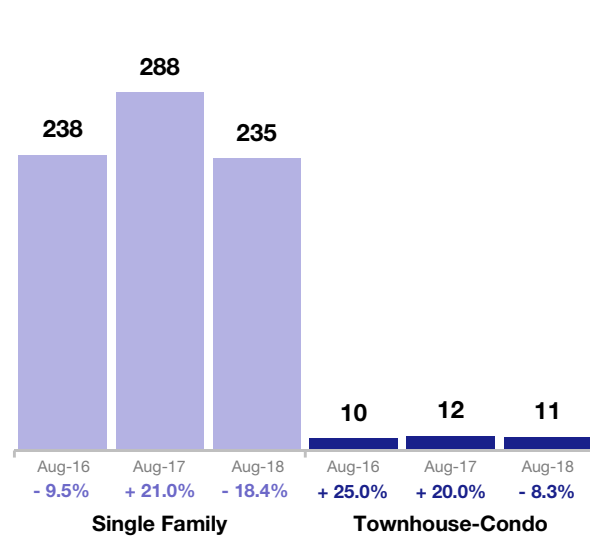
Historical Pending Sales by Month



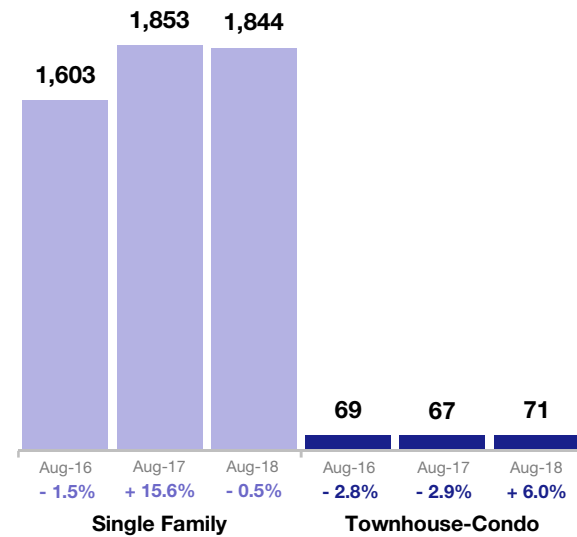
Sold Listings



August

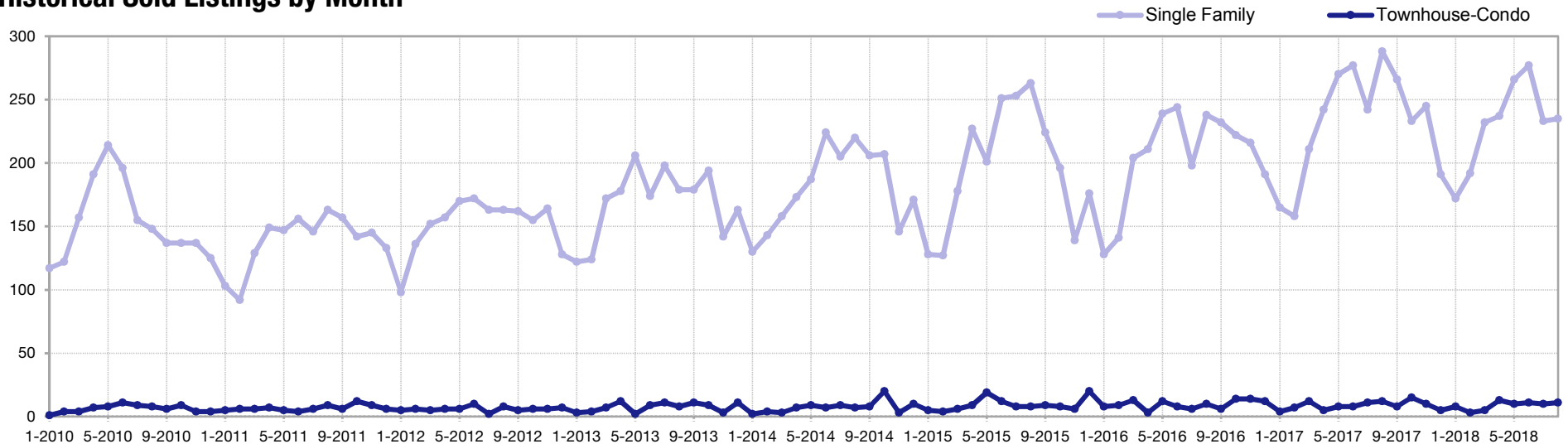


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	3	-57.1%
Mar-2018	232	+10.0%	5	-58.3%
Apr-2018	237	-2.1%	13	+160.0%
May-2018	266	-1.5%	10	+25.0%
Jun-2018	277	0.0%	11	+37.5%
Jul-2018	233	-3.7%	10	-9.1%
Aug-2018	235	-18.4%	11	-8.3%

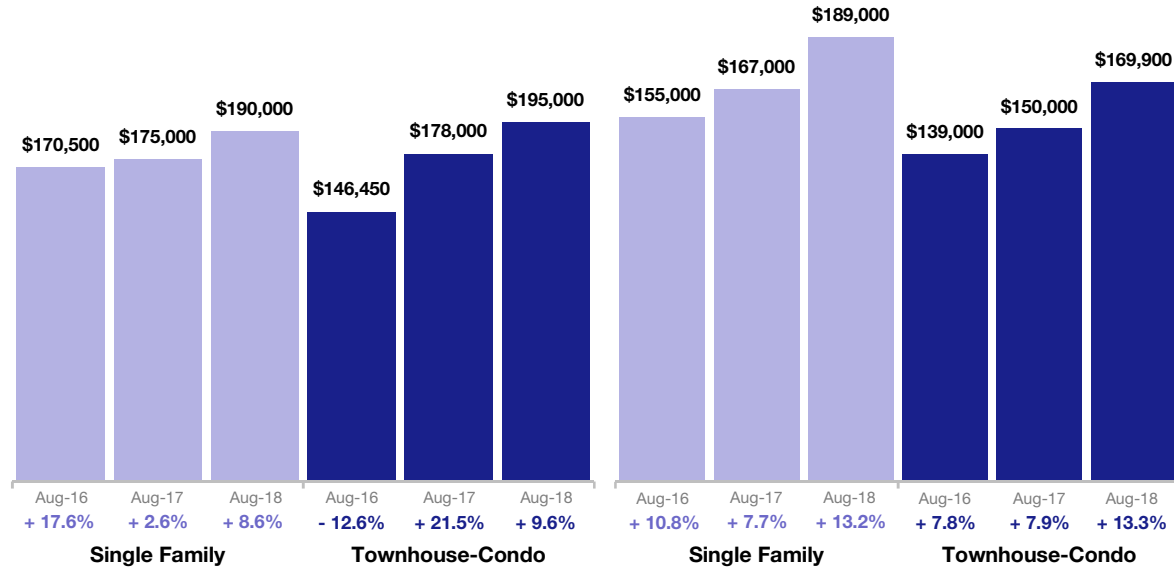
Historical Sold Listings by Month



Median Sales Price

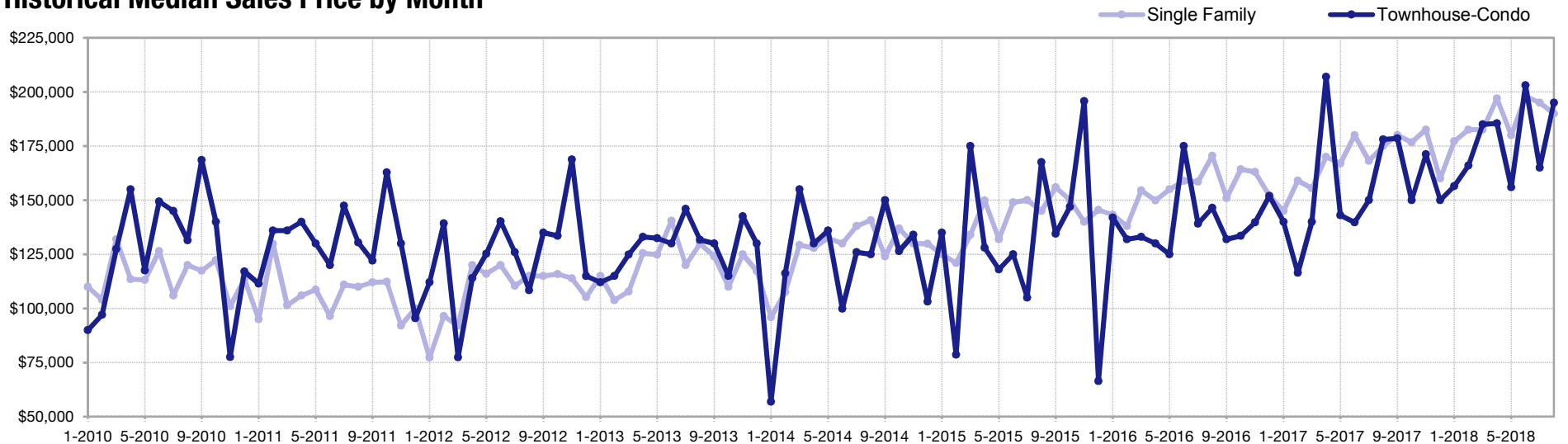


August



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	\$166,000	+42.5%
Mar-2018	\$182,500	+17.4%	\$185,000	+32.1%
Apr-2018	\$197,000	+15.9%	\$185,500	-10.4%
May-2018	\$179,950	+7.8%	\$156,000	+9.1%
Jun-2018	\$198,000	+10.0%	\$203,000	+45.3%
Jul-2018	\$195,000	+15.9%	\$165,000	+10.0%
Aug-2018	\$190,000	+8.6%	\$195,000	+9.6%

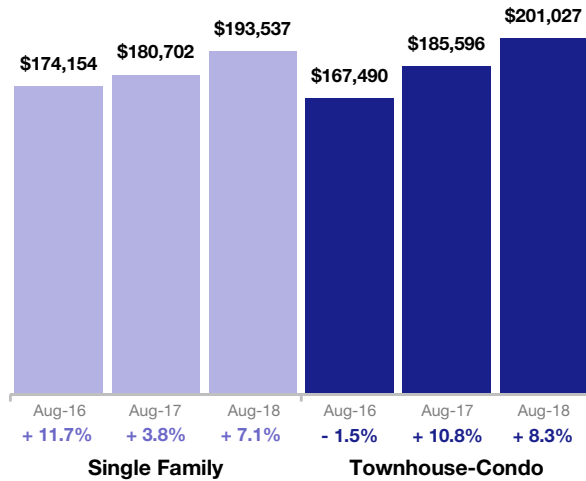
Historical Median Sales Price by Month



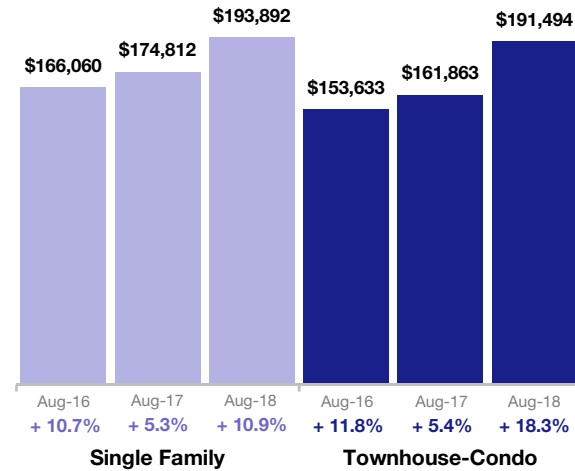
Average Sales Price



August

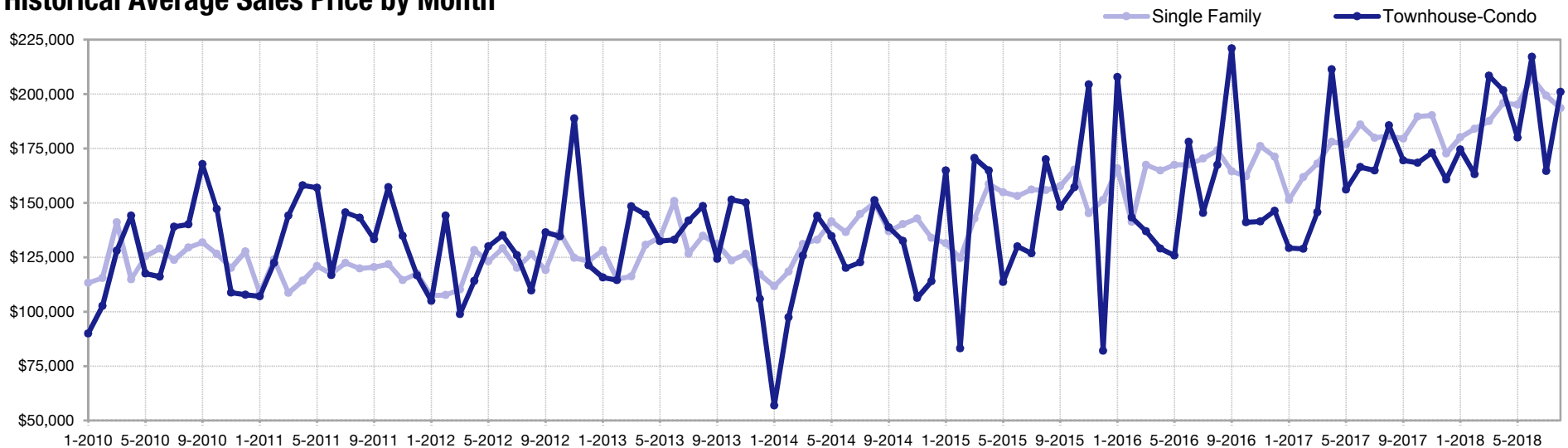


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$184,071	+13.8%	\$163,167	+26.6%
Mar-2018	\$187,558	+11.6%	\$208,380	+43.0%
Apr-2018	\$195,809	+9.9%	\$201,754	-4.5%
May-2018	\$195,172	+10.3%	\$180,030	+15.4%
Jun-2018	\$207,461	+11.5%	\$217,095	+30.4%
Jul-2018	\$199,288	+10.8%	\$164,650	-0.1%
Aug-2018	\$193,537	+7.1%	\$201,027	+8.3%

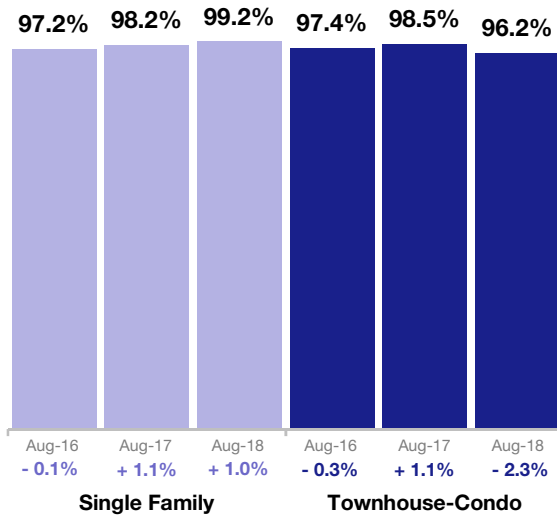
Historical Average Sales Price by Month



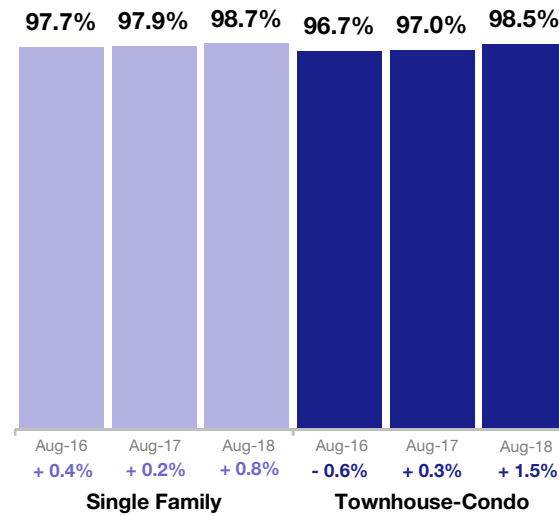
Percent of List Price Received



August

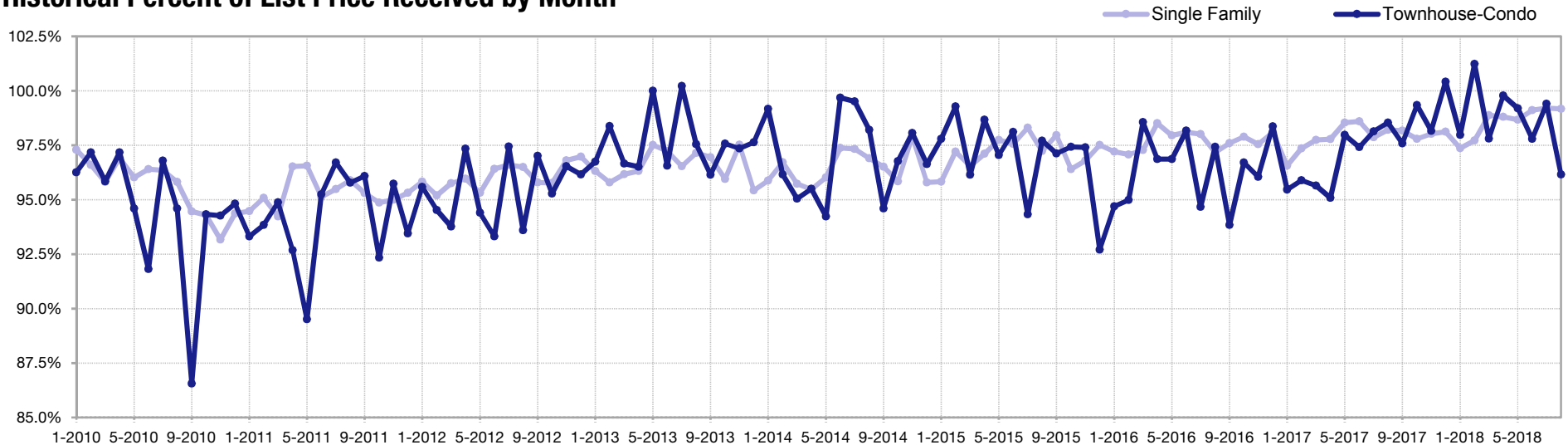


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	101.2%	+5.5%
Mar-2018	98.9%	+1.2%	97.8%	+2.3%
Apr-2018	98.8%	+1.0%	99.8%	+4.9%
May-2018	98.7%	+0.2%	99.2%	+1.2%
Jun-2018	99.1%	+0.5%	97.8%	+0.4%
Jul-2018	99.2%	+1.3%	99.4%	+1.3%
Aug-2018	99.2%	+1.0%	96.2%	-2.3%

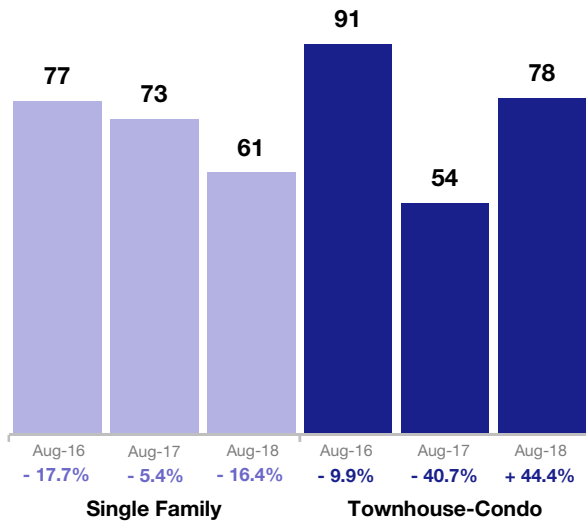
Historical Percent of List Price Received by Month



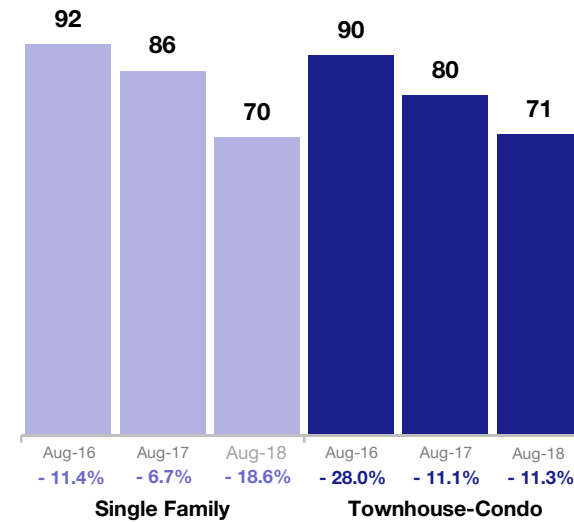
Days on Market Until Sale



August

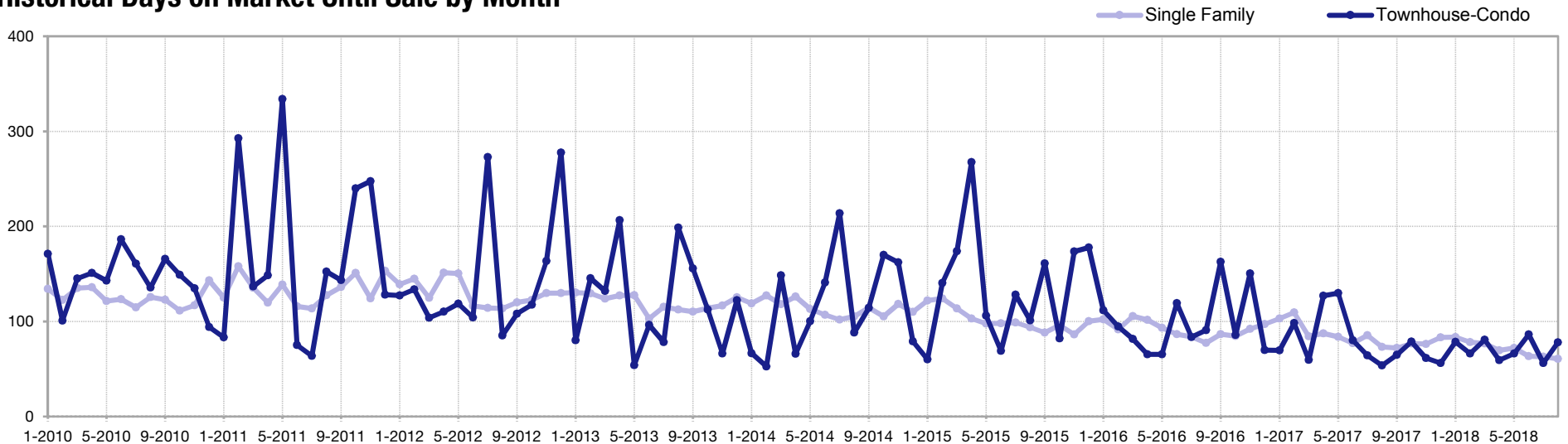


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	-14.4%	56	-20.0%
Jan-2018	84	-18.4%	79	+12.9%
Feb-2018	78	-28.4%	66	-32.7%
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	64	-16.9%	86	+7.5%
Jul-2018	63	-26.7%	56	-12.5%
Aug-2018	61	-16.4%	78	+44.4%

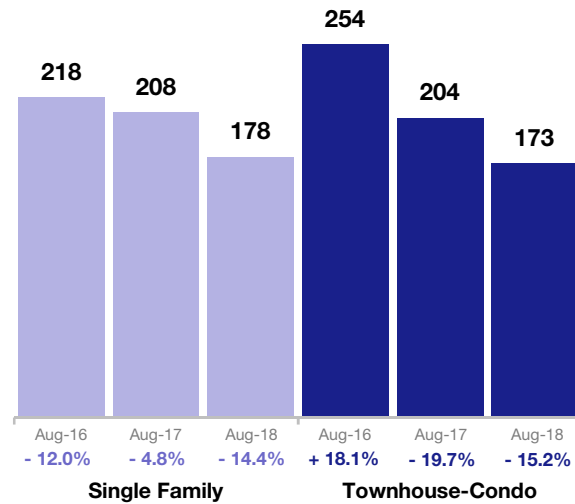
Historical Days on Market Until Sale by Month



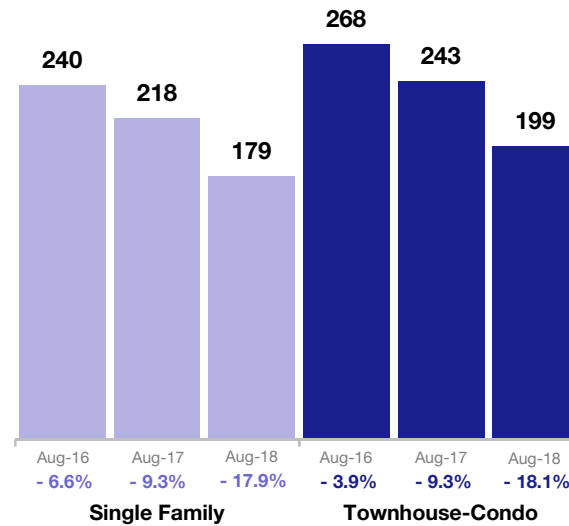
Housing Affordability Index



August

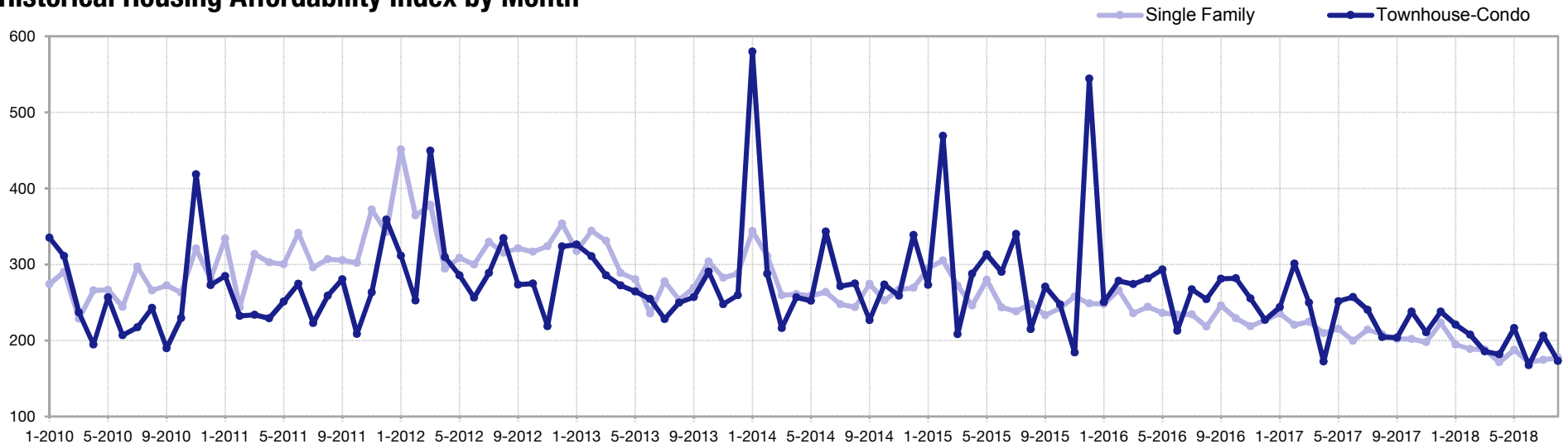


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	208	-30.9%
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	174	-18.7%	206	-14.2%
Aug-2018	178	-14.4%	173	-15.2%

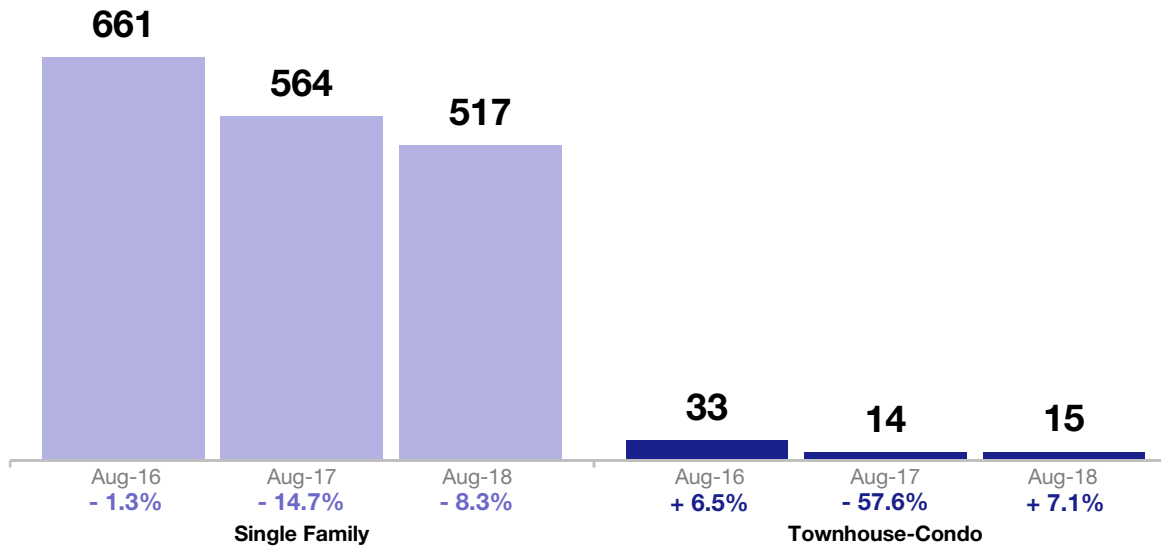
Historical Housing Affordability Index by Month



Inventory of Active Listings

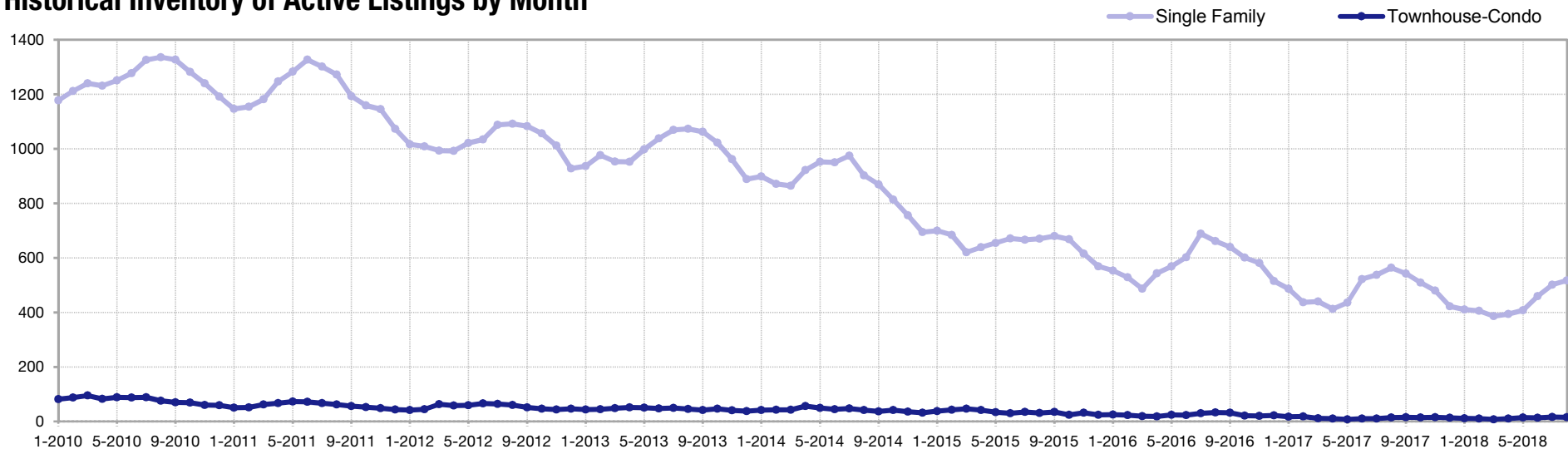


August



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2017	542	-15.3%	15	-53.1%
Oct-2017	509	-15.3%	14	-33.3%
Nov-2017	480	-17.4%	15	-25.0%
Dec-2017	422	-18.1%	13	-40.9%
Jan-2018	411	-15.6%	12	-29.4%
Feb-2018	406	-7.1%	11	-38.9%
Mar-2018	386	-12.3%	8	-33.3%
Apr-2018	394	-4.6%	11	0.0%
May-2018	408	-6.4%	14	+75.0%
Jun-2018	459	-12.1%	13	+18.2%
Jul-2018	501	-6.7%	16	+45.5%
Aug-2018	517	-8.3%	15	+7.1%

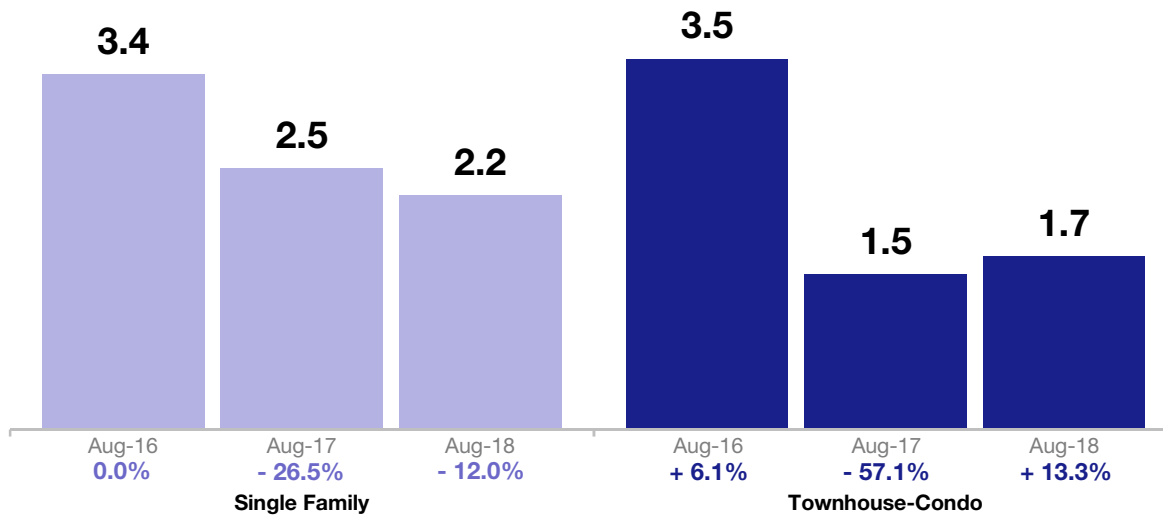
Historical Inventory of Active Listings by Month



Months Supply of Inventory

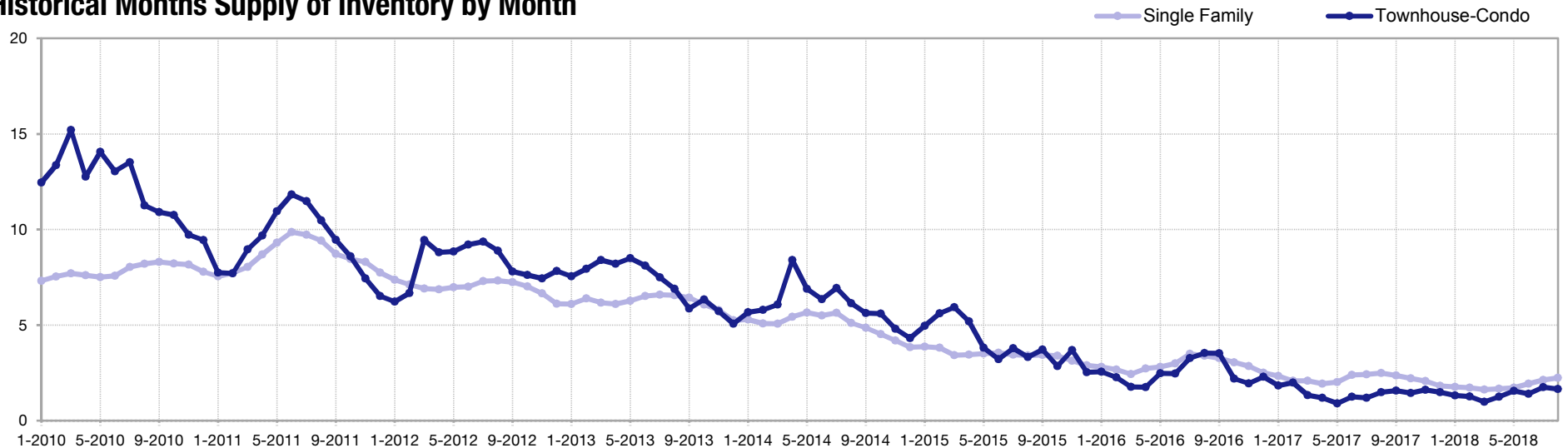


August



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	1.3	-27.8%
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%	1.2	0.0%
May-2018	1.7	-15.0%	1.6	+77.8%
Jun-2018	1.9	-20.8%	1.4	+16.7%
Jul-2018	2.1	-12.5%	1.7	+41.7%
Aug-2018	2.2	-12.0%	1.7	+13.3%

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.



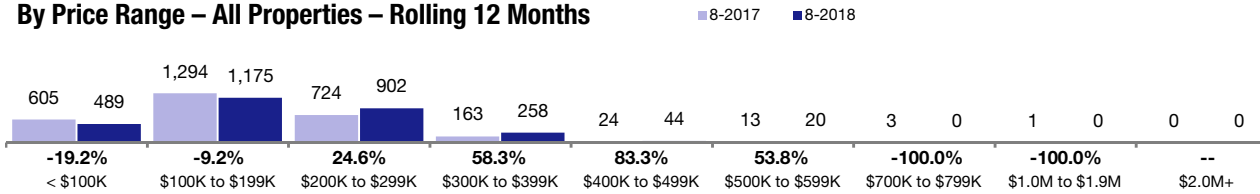
Key Metrics	Historical Sparkbars	8-2017	8-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		365	354	- 3.0%	2,492	2,582	+ 3.6%
Pending Sales		280	271	- 3.2%	2,029	2,037	+ 0.4%
Sold Listings		300	246	- 18.0%	1,920	1,915	- 0.3%
Median Sales Price		\$175,000	\$191,000	+ 9.1%	\$166,000	\$187,000	+ 12.7%
Avg. Sales Price		\$180,899	\$193,873	+ 7.2%	\$174,360	\$193,803	+ 11.2%
Pct. of List Price Received		98.2%	99.0%	+ 0.8%	97.9%	98.7%	+ 0.8%
Days on Market		72	62	- 13.9%	86	70	- 18.6%
Affordability Index		208	177	- 14.9%	219	181	- 17.4%
Active Listings		578	532	- 8.0%	--	--	--
Months Supply		2.5	2.2	- 12.0%	--	--	--

Sold Listings

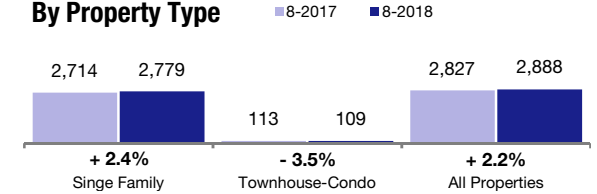
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	8-2017	8-2018	Change	8-2017	8-2018	Change
\$99,999 and Below	582	486	-16.5%	23	3	-87.0%
\$100,000 to \$199,999	1,227	1,096	-10.7%	67	79	+17.9%
\$200,000 to \$299,999	705	886	+25.7%	19	16	-15.8%
\$300,000 to \$399,999	160	248	+55.0%	3	10	+233.3%
\$400,000 to \$499,999	24	43	+79.2%	0	1	--
\$500,000 to \$699,999	12	20	+66.7%	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	--
All Price Ranges	2,714	2,779	+2.4%	113	109	-3.5%

Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2018	8-2018	Change	7-2018	8-2018	Change
\$99,999 and Below	40	35	-12.5%	1	1	0.0%
\$100,000 to \$199,999	82	93	+13.4%	8	5	-37.5%
\$200,000 to \$299,999	80	83	+3.8%	1	4	+300.0%
\$300,000 to \$399,999	26	19	-26.9%	0	1	--
\$400,000 to \$499,999	1	4	+300.0%	0	0	--
\$500,000 to \$699,999	4	1	-75.0%	0	0	--
\$700,000 to \$999,999	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	233	235	+0.9%	10	11	+10.0%

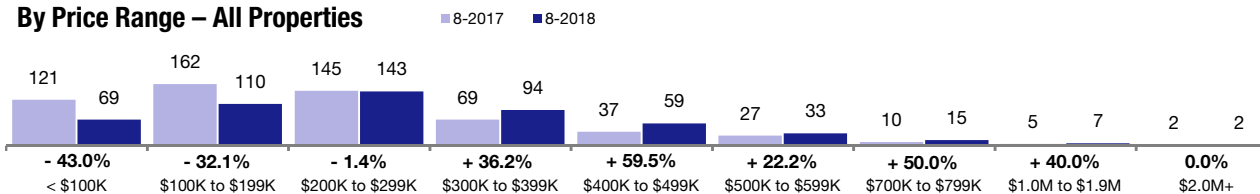
Year to Date

By Price Range	Single Family			Condo		
	8-2017	8-2018	Change	8-2017	8-2018	Change
\$99,999 and Below	398	309	-22.4%	13	2	-84.6%
\$100,000 to \$199,999	807	709	-12.1%	37	48	+29.7%
\$200,000 to \$299,999	501	600	+19.8%	14	11	-21.4%
\$300,000 to \$399,999	120	186	+55.0%	3	9	+200.0%
\$400,000 to \$499,999	15	27	+80.0%	0	1	--
\$500,000 to \$699,999	11	13	+18.2%	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	--
All Price Ranges	1,853	1,844	-0.5%	67	71	+6.0%

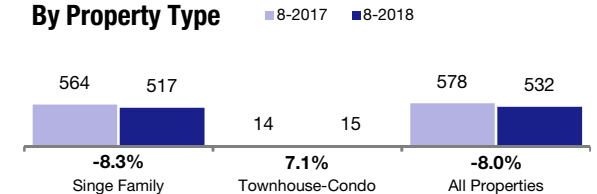
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Condo		
	8-2017	8-2018	Change	8-2017	8-2018	Change
\$99,999 and Below	121	68	-43.8%	0	1	--
\$100,000 to \$199,999	153	107	-30.1%	9	3	-66.7%
\$200,000 to \$299,999	141	139	-1.4%	4	4	0.0%
\$300,000 to \$399,999	68	88	+29.4%	1	6	+500.0%
\$400,000 to \$499,999	37	59	+59.5%	0	0	--
\$500,000 to \$699,999	27	32	+18.5%	0	1	--
\$700,000 to \$999,999	10	15	+50.0%	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	564	517	-8.3%	14	15	+7.1%

Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2018	8-2018	Change	7-2018	8-2018	Change
\$99,999 and Below	70	68	-2.9%	0	1	--
\$100,000 to \$199,999	104	107	+2.9%	5	3	-40.0%
\$200,000 to \$299,999	129	139	+7.8%	6	4	-33.3%
\$300,000 to \$399,999	95	88	-7.4%	4	6	+50.0%
\$400,000 to \$499,999	46	59	+28.3%	0	0	--
\$500,000 to \$699,999	33	32	-3.0%	1	1	0.0%
\$700,000 to \$999,999	15	15	0.0%	0	0	--
\$1,000,000 to \$1,999,999	7	7	0.0%	0	0	--
\$2,000,000 and Above	2	2	0.0%	0	0	--
All Price Ranges	501	517	+3.2%	16	15	-6.3%

Year to Date

By Price Range	Single Family			Condo		
	8-2017	8-2018	Change	8-2017	8-2018	Change
\$99,999 and Below	398	309	-22.4%	13	2	-84.6%
\$100,000 to \$199,999	807	709	-12.1%	37	48	+29.7%
\$200,000 to \$299,999	501	600	+19.8%	14	11	-21.4%
\$300,000 to \$399,999	120	186	+55.0%	3	9	+200.0%
\$400,000 to \$499,999	15	27	+80.0%	0	1	--
\$500,000 to \$699,999	11	13	+18.2%	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	--
All Price Ranges	1,853	1,844	-0.5%	67	71	+6.0%

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.

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.

Local Market Update for August 2018

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Pueblo County

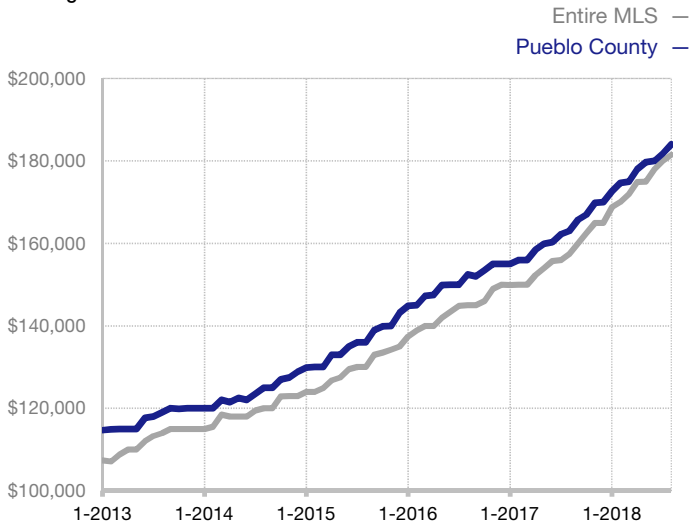
Single Family Key Metrics	August			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 08-2017	Thru 08-2018	Percent Change from Previous Year
New Listings	354	336	- 5.1%	2,406	2,438	+ 1.3%
Sold Listings	289	230	- 20.4%	1,851	1,815	- 1.9%
Median Sales Price*	\$174,500	\$190,000	+ 8.9%	\$166,850	\$188,000	+ 12.7%
Average Sales Price*	\$183,742	\$192,793	+ 4.9%	\$175,337	\$193,861	+ 10.6%
Percent of List Price Received*	98.2%	99.1%	+ 0.9%	97.9%	98.7%	+ 0.8%
Days on Market Until Sale	74	61	- 17.6%	86	71	- 17.4%
Inventory of Homes for Sale	561	489	- 12.8%	--	--	--
Months Supply of Inventory	2.5	2.1	- 16.0%	--	--	--

* 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	August			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 08-2017	Thru 08-2018	Percent Change from Previous Year
New Listings	11	11	0.0%	72	84	+ 16.7%
Sold Listings	12	10	- 16.7%	67	69	+ 3.0%
Median Sales Price*	\$178,000	\$205,000	+ 15.2%	\$150,000	\$169,900	+ 13.3%
Average Sales Price*	\$185,596	\$201,930	+ 8.8%	\$161,863	\$192,233	+ 18.8%
Percent of List Price Received*	98.5%	95.6%	- 2.9%	97.0%	98.5%	+ 1.5%
Days on Market Until Sale	54	82	+ 51.9%	80	72	- 10.0%
Inventory of Homes for Sale	11	15	+ 36.4%	--	--	--
Months Supply of Inventory	1.2	1.7	+ 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 August 2018

A Research Tool Provided by the Colorado Association of REALTORS®



Arkansas Valley/Otero County

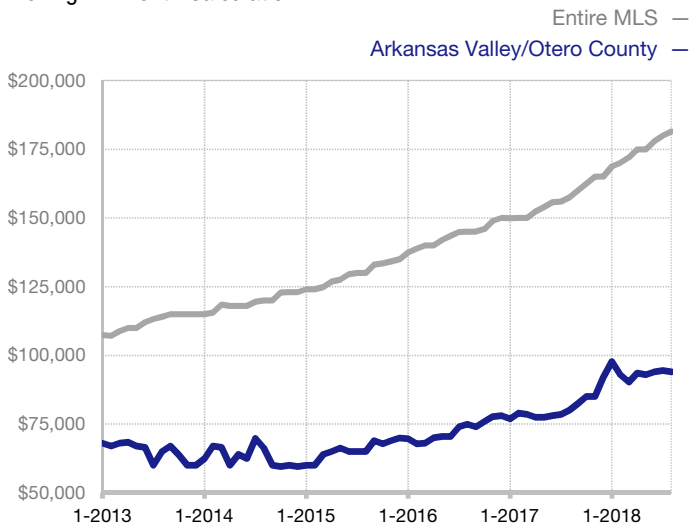
Single Family Key Metrics	August			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 08-2017	Thru 08-2018	Percent Change from Previous Year
New Listings	38	32	- 15.8%	270	265	- 1.9%
Sold Listings	34	25	- 26.5%	215	202	- 6.0%
Median Sales Price*	\$130,000	\$88,000	- 32.3%	\$80,000	\$86,500	+ 8.1%
Average Sales Price*	\$140,524	\$128,113	- 8.8%	\$99,137	\$108,485	+ 9.4%
Percent of List Price Received*	94.5%	94.5%	0.0%	94.1%	95.4%	+ 1.4%
Days on Market Until Sale	142	125	- 12.0%	142	120	- 15.5%
Inventory of Homes for Sale	121	88	- 27.3%	--	--	--
Months Supply of Inventory	4.6	3.5	- 23.9%	--	--	--

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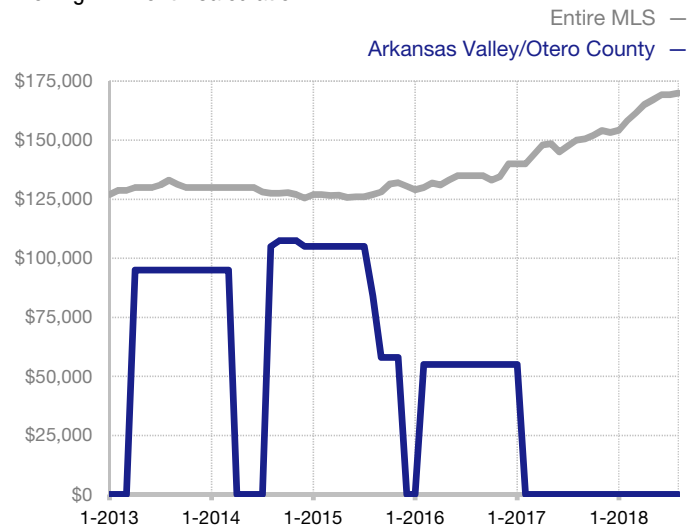
Townhouse-Condo Key Metrics	August			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 08-2017	Thru 08-2018	Percent Change from Previous Year
New Listings	0	0	--	1	1	0.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 August 2018

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Fowler

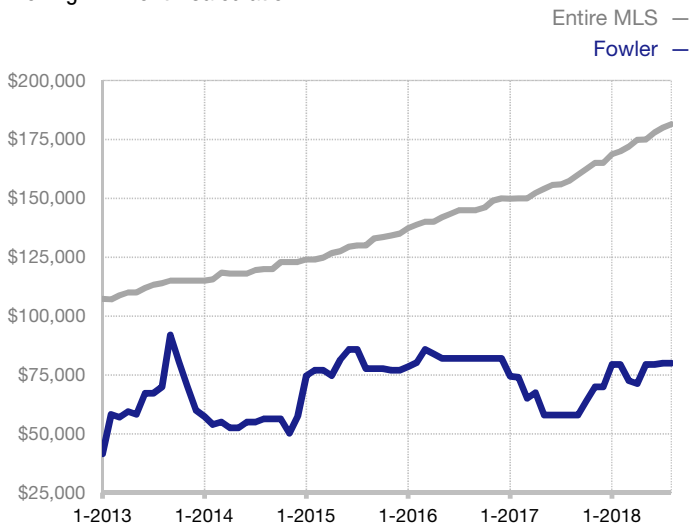
Single Family	August			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 08-2017	Thru 08-2018	Percent Change from Previous Year
Key Metrics						
New Listings	3	1	- 66.7%	17	22	+ 29.4%
Sold Listings	1	1	0.0%	17	23	+ 35.3%
Median Sales Price*	\$230,000	\$320,000	+ 39.1%	\$58,000	\$80,000	+ 37.9%
Average Sales Price*	\$230,000	\$320,000	+ 39.1%	\$77,579	\$127,715	+ 64.6%
Percent of List Price Received*	92.0%	100.0%	+ 8.7%	92.4%	98.7%	+ 6.8%
Days on Market Until Sale	167	45	- 73.1%	106	109	+ 2.8%
Inventory of Homes for Sale	11	6	- 45.5%	--	--	--
Months Supply of Inventory	4.8	2.0	- 58.3%	--	--	--

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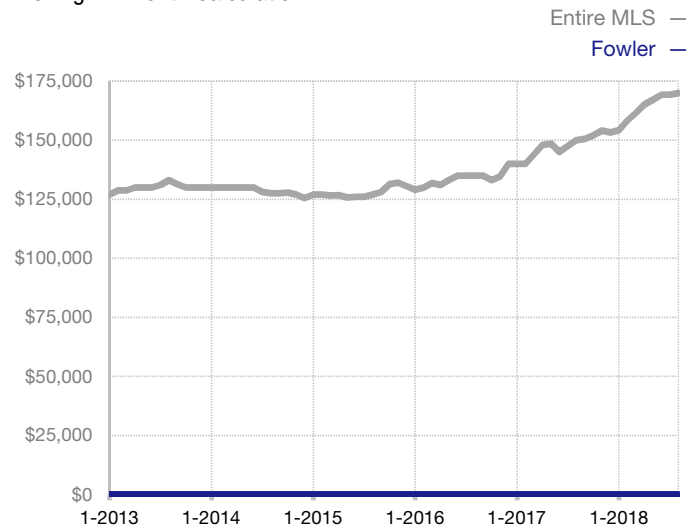
Townhouse-Condo	August			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 08-2017	Thru 08-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for August 2018

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Huerfano County

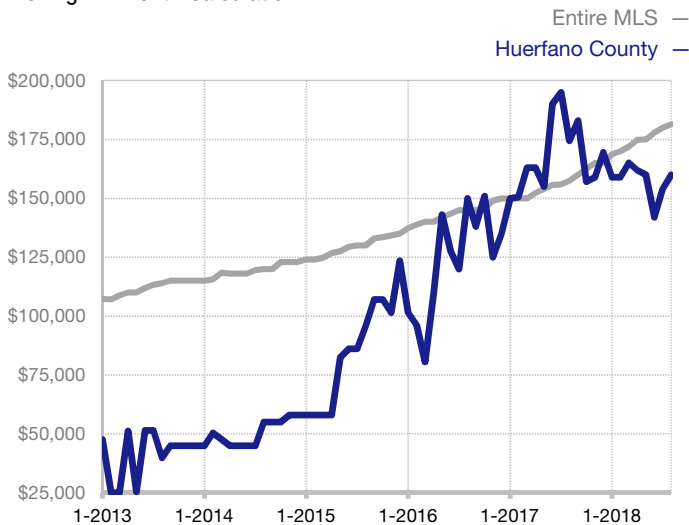
Single Family Key Metrics	August			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 08-2017	Thru 08-2018	Percent Change from Previous Year
New Listings	14	13	- 7.1%	89	101	+ 13.5%
Sold Listings	1	6	+ 500.0%	22	50	+ 127.3%
Median Sales Price*	\$154,000	\$300,000	+ 94.8%	\$220,000	\$167,500	- 23.9%
Average Sales Price*	\$154,000	\$285,333	+ 85.3%	\$246,766	\$199,030	- 19.3%
Percent of List Price Received*	96.9%	94.6%	- 2.4%	97.1%	94.3%	- 2.9%
Days on Market Until Sale	288	234	- 18.8%	182	192	+ 5.5%
Inventory of Homes for Sale	76	82	+ 7.9%	--	--	--
Months Supply of Inventory	27.6	15.4	- 44.2%	--	--	--

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

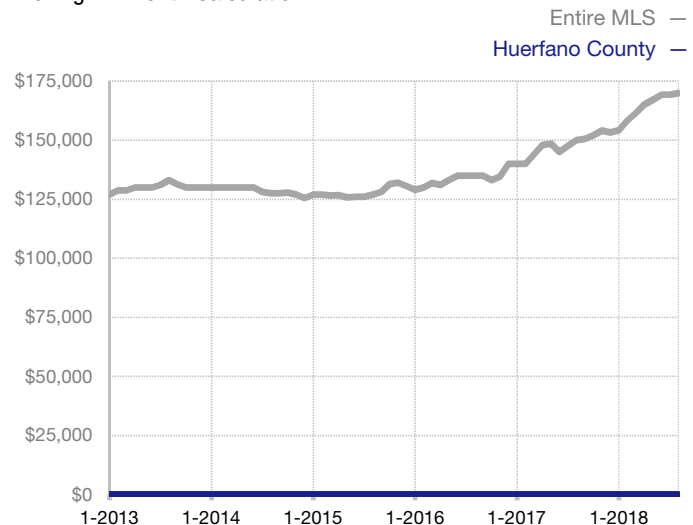
Townhouse-Condo Key Metrics	August			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 08-2017	Thru 08-2018	Percent Change from Previous Year
New Listings	0	1	--	1	3	+ 200.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--
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 August 2018

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La Junta

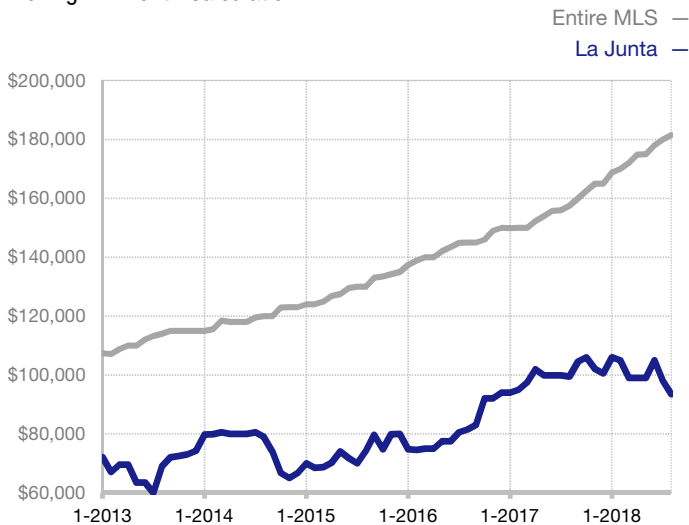
Single Family Key Metrics	August			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 08-2017	Thru 08-2018	Percent Change from Previous Year
New Listings	10	10	0.0%	63	75	+ 19.0%
Sold Listings	8	7	- 12.5%	55	51	- 7.3%
Median Sales Price*	\$111,500	\$55,900	- 49.9%	\$89,500	\$84,900	- 5.1%
Average Sales Price*	\$133,625	\$75,400	- 43.6%	\$96,955	\$102,555	+ 5.8%
Percent of List Price Received*	92.2%	99.9%	+ 8.4%	92.6%	97.1%	+ 4.9%
Days on Market Until Sale	151	132	- 12.6%	150	114	- 24.0%
Inventory of Homes for Sale	21	21	0.0%	--	--	--
Months Supply of Inventory	3.0	3.1	+ 3.3%	--	--	--

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

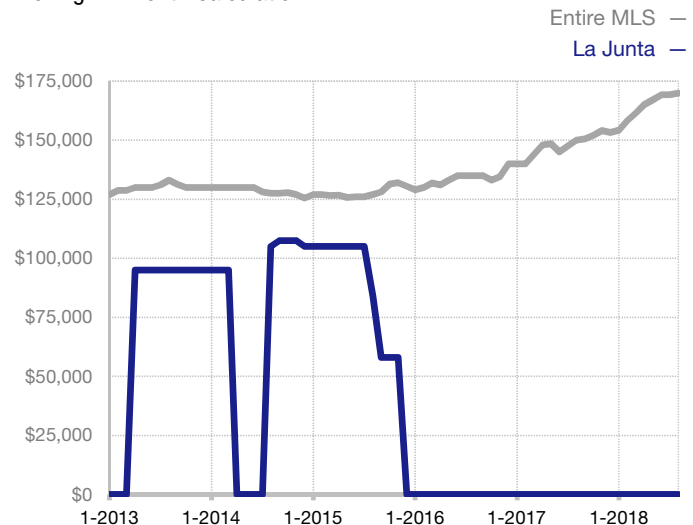
Townhouse-Condo Key Metrics	August			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 08-2017	Thru 08-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 August 2018

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Lamar

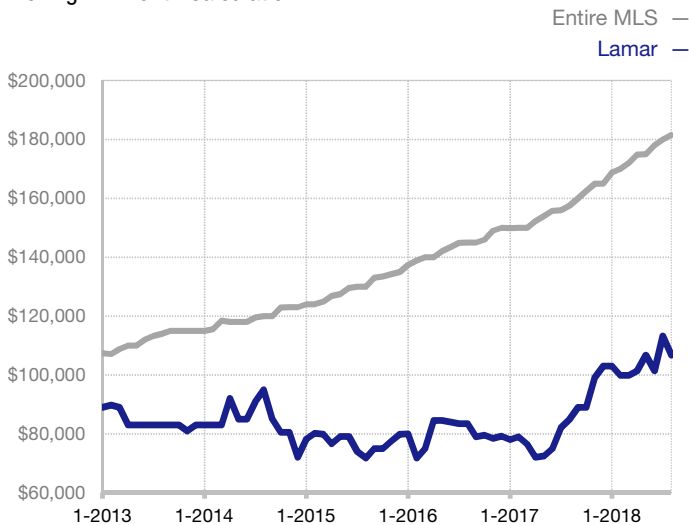
Single Family Key Metrics	August			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 08-2017	Thru 08-2018	Percent Change from Previous Year
New Listings	6	3	- 50.0%	43	39	- 9.3%
Sold Listings	6	4	- 33.3%	33	30	- 9.1%
Median Sales Price*	\$102,500	\$89,250	- 12.9%	\$98,500	\$102,500	+ 4.1%
Average Sales Price*	\$101,300	\$111,875	+ 10.4%	\$103,979	\$113,183	+ 8.9%
Percent of List Price Received*	94.5%	92.5%	- 2.1%	94.6%	95.7%	+ 1.2%
Days on Market Until Sale	165	130	- 21.2%	148	114	- 23.0%
Inventory of Homes for Sale	13	12	- 7.7%	--	--	--
Months Supply of Inventory	3.2	3.3	+ 3.1%	--	--	--

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

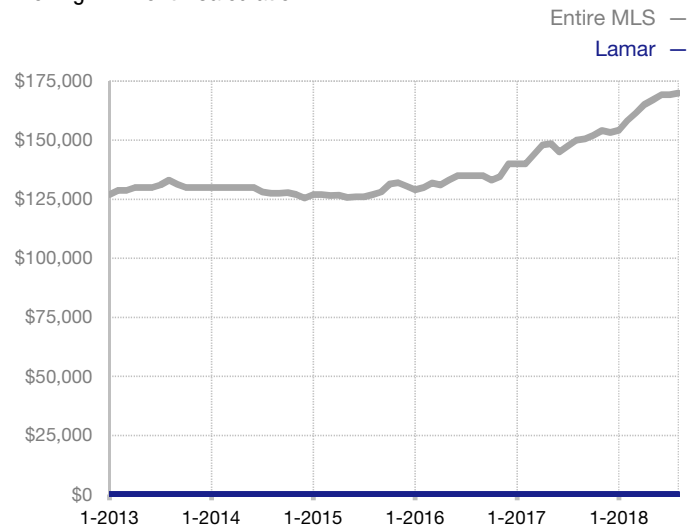
Townhouse-Condo Key Metrics	August			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 08-2017	Thru 08-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 August 2018

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Las Animas

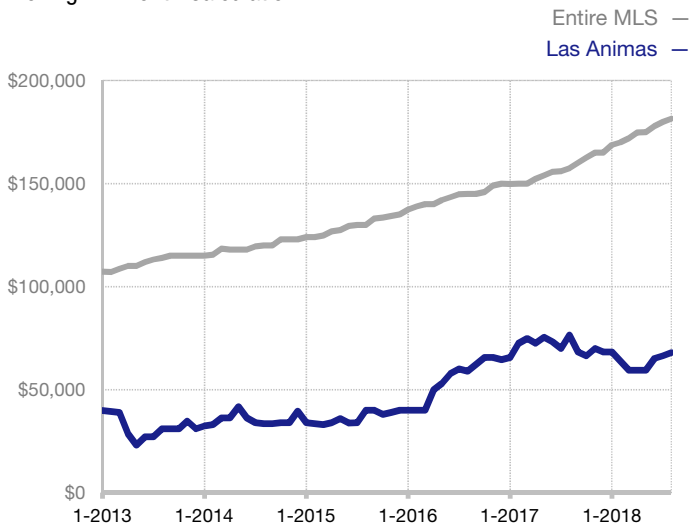
Single Family	August			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 08-2017	Thru 08-2018	Percent Change from Previous Year
Key Metrics						
New Listings	5	5	0.0%	23	22	- 4.3%
Sold Listings	2	4	+ 100.0%	19	17	- 10.5%
Median Sales Price*	\$100,750	\$88,000	- 12.7%	\$70,000	\$73,000	+ 4.3%
Average Sales Price*	\$100,750	\$126,750	+ 25.8%	\$78,347	\$82,313	+ 5.1%
Percent of List Price Received*	98.5%	90.6%	- 8.0%	94.5%	90.3%	- 4.4%
Days on Market Until Sale	113	106	- 6.2%	117	101	- 13.7%
Inventory of Homes for Sale	10	6	- 40.0%	--	--	--
Months Supply of Inventory	4.4	1.9	- 56.8%	--	--	--

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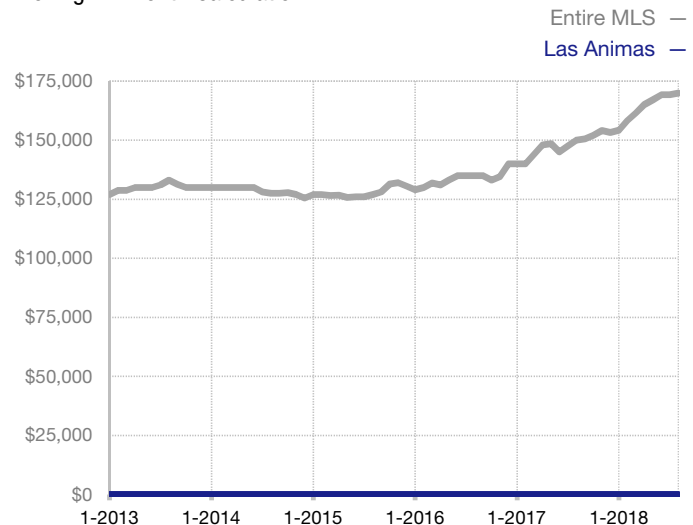
Townhouse-Condo	August			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 08-2017	Thru 08-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for August 2018

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Manzanola

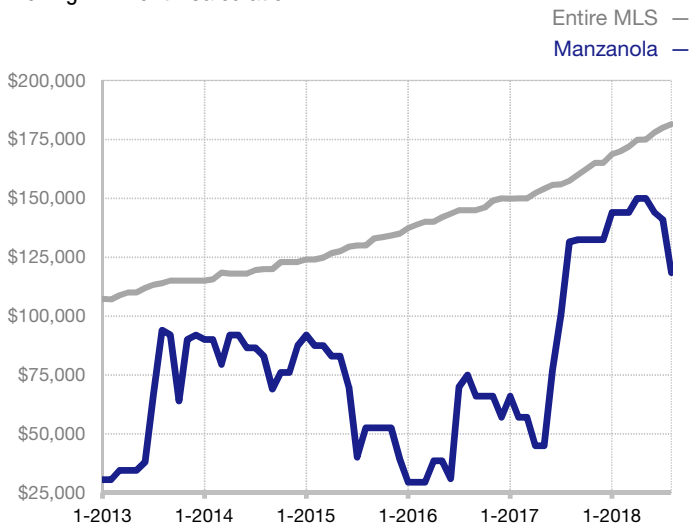
Single Family Key Metrics	August			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 08-2017	Thru 08-2018	Percent Change from Previous Year
New Listings	2	1	- 50.0%	12	8	- 33.3%
Sold Listings	2	0	- 100.0%	7	3	- 57.1%
Median Sales Price*	\$257,000	\$0	- 100.0%	\$150,000	\$155,000	+ 3.3%
Average Sales Price*	\$257,000	\$0	- 100.0%	\$165,557	\$152,333	- 8.0%
Percent of List Price Received*	99.8%	0.0%	- 100.0%	97.9%	105.8%	+ 8.1%
Days on Market Until Sale	218	0	- 100.0%	132	109	- 17.4%
Inventory of Homes for Sale	4	5	+ 25.0%	--	--	--
Months Supply of Inventory	2.4	3.0	+ 25.0%	--	--	--

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

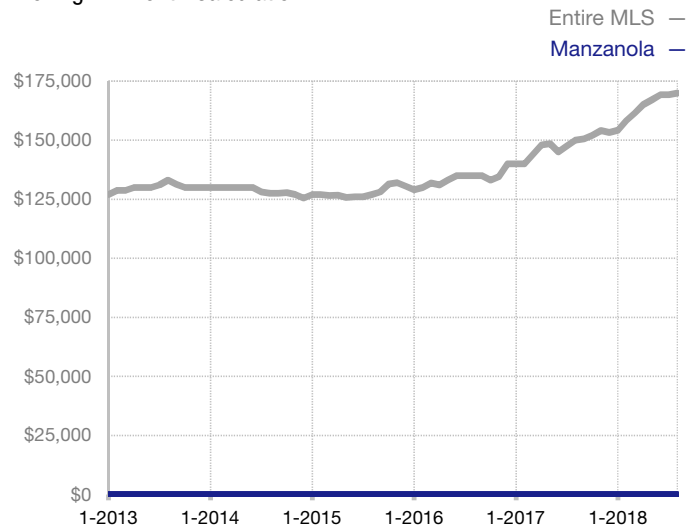
Townhouse-Condo Key Metrics	August			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 08-2017	Thru 08-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 August 2018

A Research Tool Provided by the Colorado Association of REALTORS®



Rocky Ford

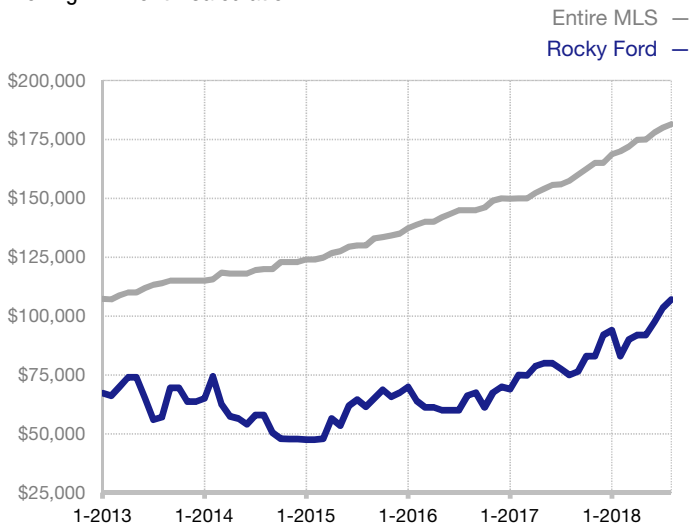
Single Family Key Metrics	August			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 08-2017	Thru 08-2018	Percent Change from Previous Year
New Listings	4	4	0.0%	47	38	- 19.1%
Sold Listings	5	3	- 40.0%	32	33	+ 3.1%
Median Sales Price*	\$65,000	\$165,000	+ 153.8%	\$71,750	\$100,000	+ 39.4%
Average Sales Price*	\$76,280	\$221,667	+ 190.6%	\$93,752	\$114,763	+ 22.4%
Percent of List Price Received*	92.3%	94.5%	+ 2.4%	96.2%	93.0%	- 3.3%
Days on Market Until Sale	70	83	+ 18.6%	127	124	- 2.4%
Inventory of Homes for Sale	24	12	- 50.0%	--	--	--
Months Supply of Inventory	5.9	3.2	- 45.8%	--	--	--

* 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	August			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 08-2017	Thru 08-2018	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

