

Monthly Indicators



July 2019

Percent changes calculated using year-over-year comparisons.

New Listings were down 15.7 percent for single family homes but increased 83.3 percent for townhouse-condo properties. Pending Sales increased 12.4 percent for single family homes and 12.5 percent for townhouse-condo properties.

The Median Sales Price was up 10.6 percent to \$215,000 for single family homes and 16.1 percent to \$191,500 for townhouse-condo properties. Days on Market increased 15.9 percent for single family homes and 85.7 percent for townhouse-condo properties.

During the record-setting 121-month economic expansion, the unemployment rate has dropped from 10.0 percent in 2009 to 3.7 percent, yet many consumers continue to struggle financially. Low mortgage interest rates have helped offset low housing affordability, but high home prices are outpacing median household income growth. In a move to stoke continued economic prosperity, the Federal Reserve reduced the benchmark interest rate by a quarter point to about 2.25 percent, marking the first reduction in more than a decade.

Activity Snapshot

+ 3.7%	+ 11.4%	- 21.5%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties

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

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Single Family Market Overview

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



Key Metrics	Historical Sparkbars	7-2018	7-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		345	291	- 15.7%	2,164	2,061	- 4.8%
Pending Sales		234	263	+ 12.4%	1,701	1,692	- 0.5%
Sold Listings		236	242	+ 2.5%	1,616	1,531	- 5.3%
Median Sales Price		\$194,400	\$215,000	+ 10.6%	\$188,000	\$205,000	+ 9.0%
Avg. Sales Price		\$198,602	\$222,141	+ 11.9%	\$193,652	\$213,619	+ 10.3%
Pct. of List Price Received		99.2%	98.8%	- 0.4%	98.6%	98.6%	0.0%
Days on Market		63	73	+ 15.9%	72	77	+ 6.9%
Affordability Index		175	167	- 4.6%	181	175	- 3.3%
Active Listings		534	408	- 23.6%	--	--	--
Months Supply		2.3	1.8	- 21.7%	--	--	--

Townhouse-Condo Market Overview

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

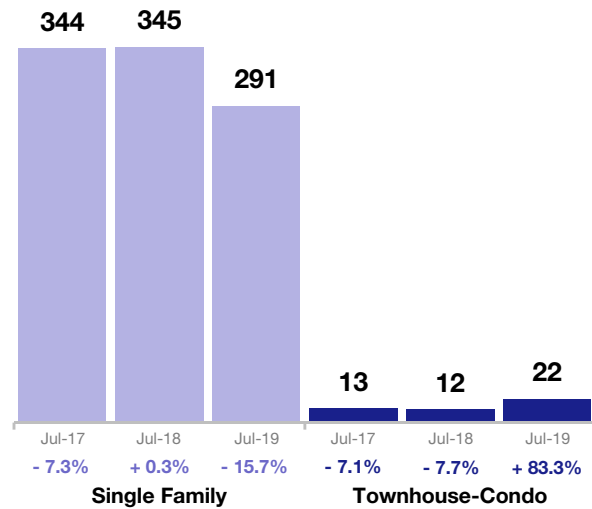


Key Metrics	Historical Sparkbars	7-2018	7-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		12	22	+ 83.3%	75	76	+ 1.3%
Pending Sales		8	9	+ 12.5%	65	65	0.0%
Sold Listings		10	13	+ 30.0%	60	62	+ 3.3%
Median Sales Price		\$165,000	\$191,500	+ 16.1%	\$167,250	\$186,000	+ 11.2%
Avg. Sales Price		\$164,650	\$238,338	+ 44.8%	\$189,746	\$194,094	+ 2.3%
Pct. of List Price Received		99.4%	97.7%	- 1.7%	98.9%	97.7%	- 1.2%
Days on Market		56	104	+ 85.7%	70	98	+ 40.0%
Affordability Index		206	187	- 9.2%	203	193	- 4.9%
Active Listings		16	24	+ 50.0%	--	--	--
Months Supply		1.7	2.8	+ 64.7%	--	--	--

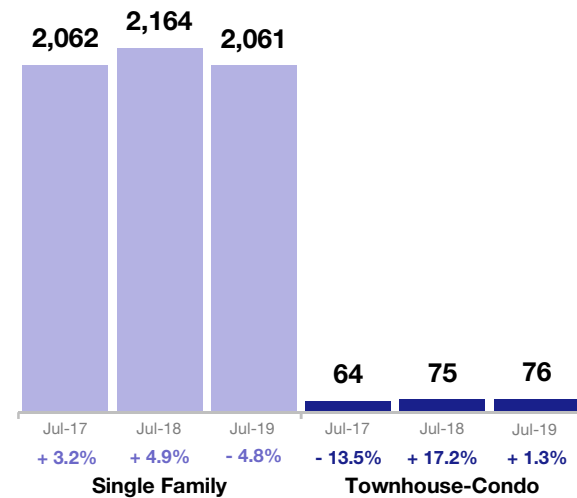
New Listings



July

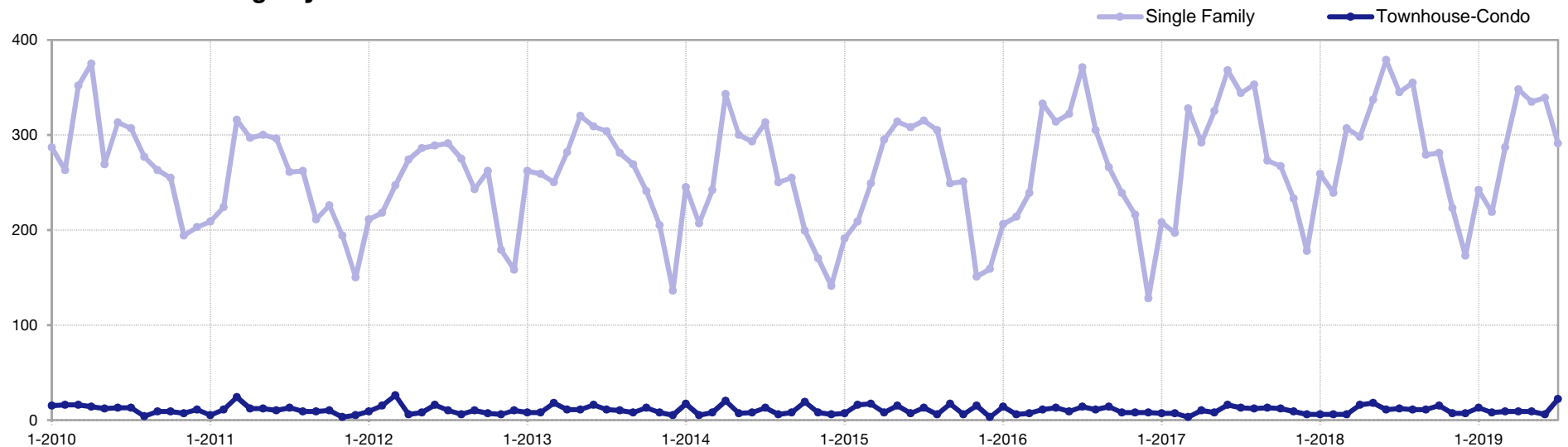


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	355	+0.6%	11	-8.3%
Sep-2018	279	+2.2%	11	-15.4%
Oct-2018	281	+5.2%	15	+25.0%
Nov-2018	223	-4.3%	7	-22.2%
Dec-2018	173	-2.8%	7	+16.7%
Jan-2019	242	-6.6%	13	+116.7%
Feb-2019	219	-8.4%	8	+33.3%
Mar-2019	287	-6.5%	9	+50.0%
Apr-2019	348	+16.8%	9	-43.8%
May-2019	335	-0.6%	9	-50.0%
Jun-2019	339	-10.6%	6	-45.5%
Jul-2019	291	-15.7%	22	+83.3%

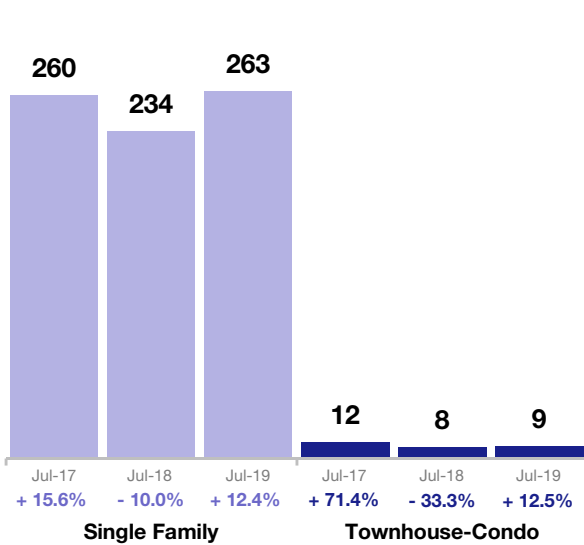
Historical New Listings by Month



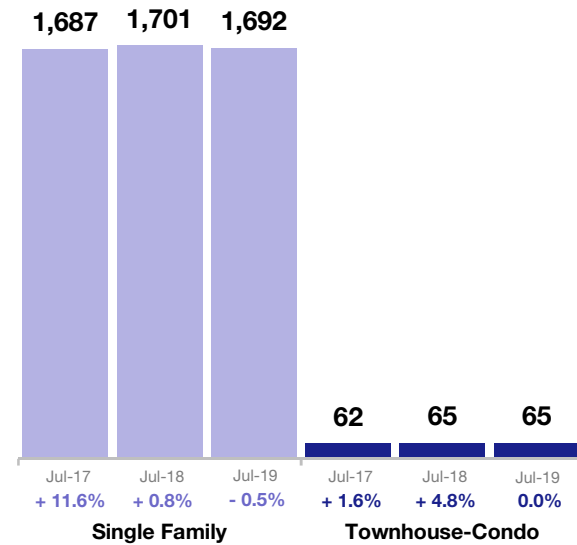
Pending Sales



July

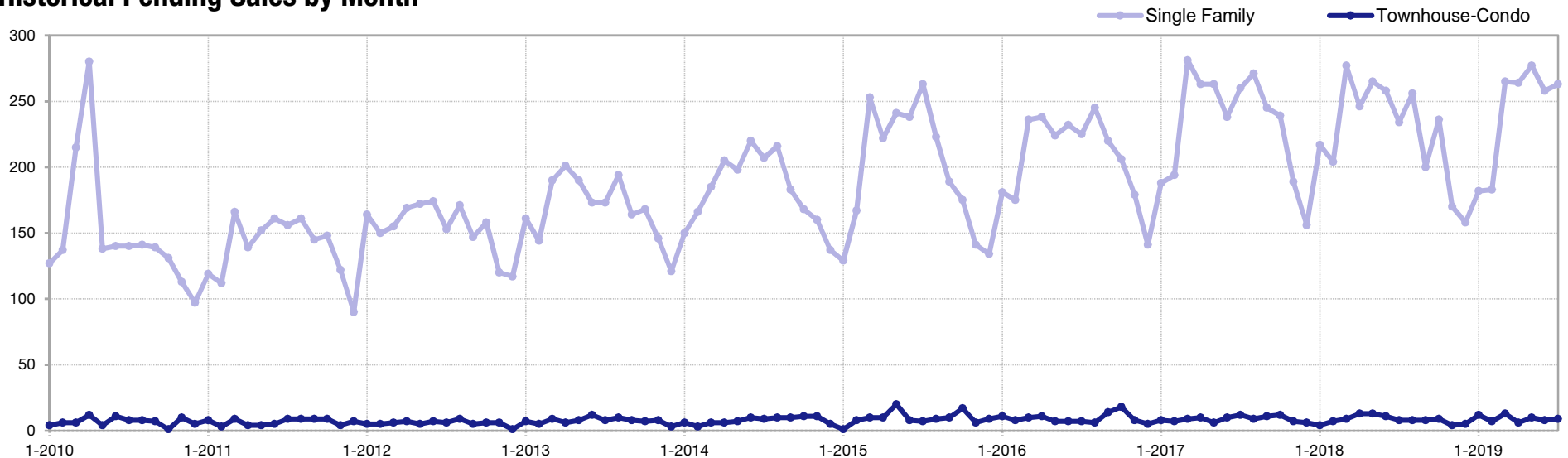


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	256	-5.5%	8	-11.1%
Sep-2018	200	-18.4%	8	-27.3%
Oct-2018	236	-1.3%	9	-25.0%
Nov-2018	170	-10.1%	4	-42.9%
Dec-2018	158	+1.3%	5	-16.7%
Jan-2019	182	-16.1%	12	+200.0%
Feb-2019	183	-10.3%	7	0.0%
Mar-2019	265	-4.3%	13	+44.4%
Apr-2019	264	+7.3%	6	-53.8%
May-2019	277	+4.5%	10	-23.1%
Jun-2019	258	0.0%	8	-27.3%
Jul-2019	263	+12.4%	9	+12.5%

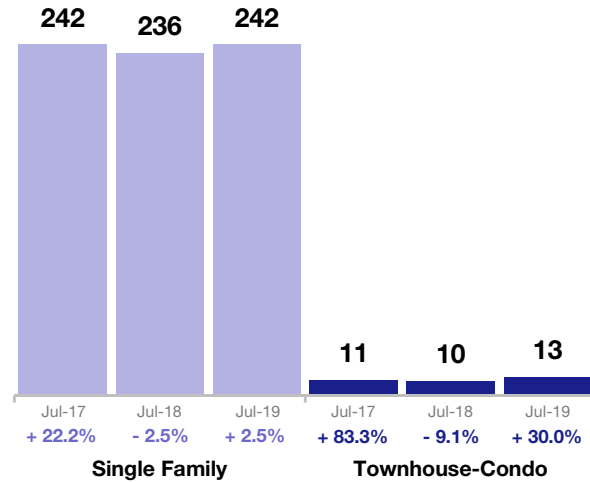
Historical Pending Sales by Month



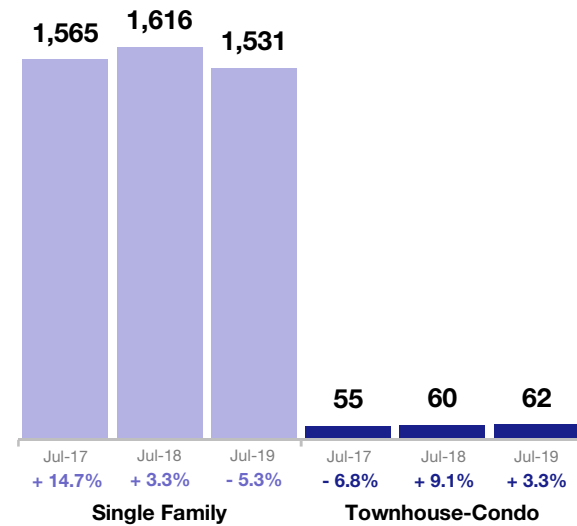
Sold Listings



July

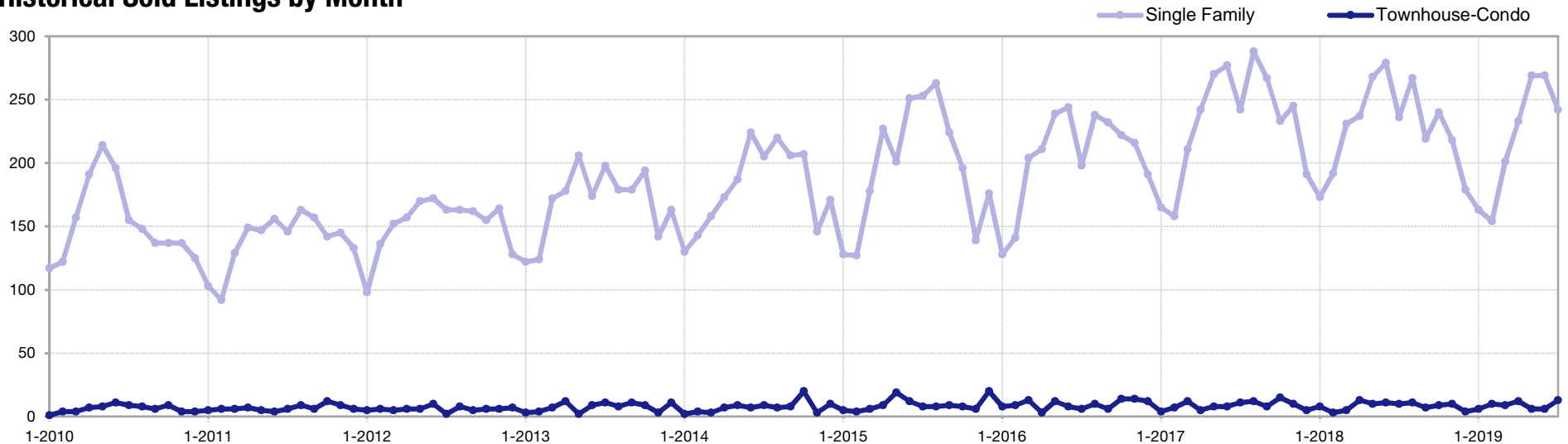


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	267	-7.3%	11	-8.3%
Sep-2018	219	-18.0%	7	-12.5%
Oct-2018	240	+3.0%	9	-40.0%
Nov-2018	218	-11.0%	10	0.0%
Dec-2018	179	-6.3%	4	-20.0%
Jan-2019	163	-5.8%	6	-25.0%
Feb-2019	154	-19.8%	10	+233.3%
Mar-2019	201	-13.0%	9	+80.0%
Apr-2019	233	-1.7%	12	-7.7%
May-2019	269	+0.4%	6	-40.0%
Jun-2019	269	-3.6%	6	-45.5%
Jul-2019	242	+2.5%	13	+30.0%

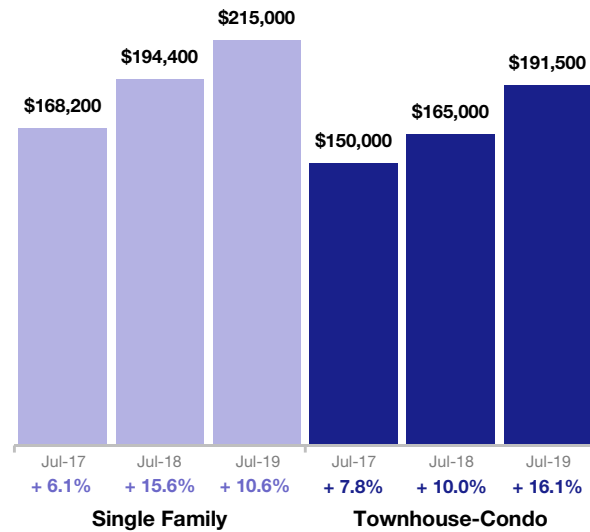
Historical Sold Listings by Month



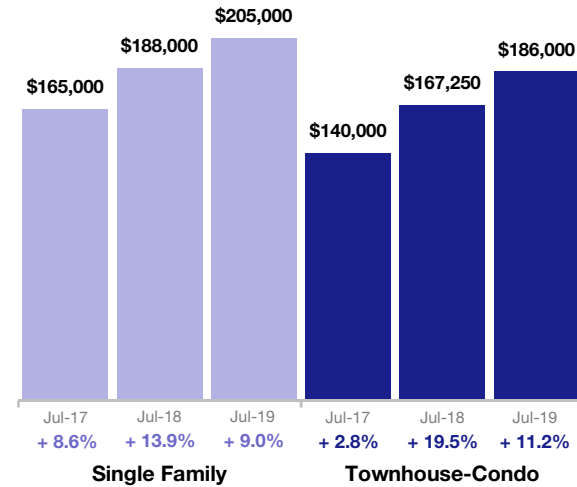
Median Sales Price



July

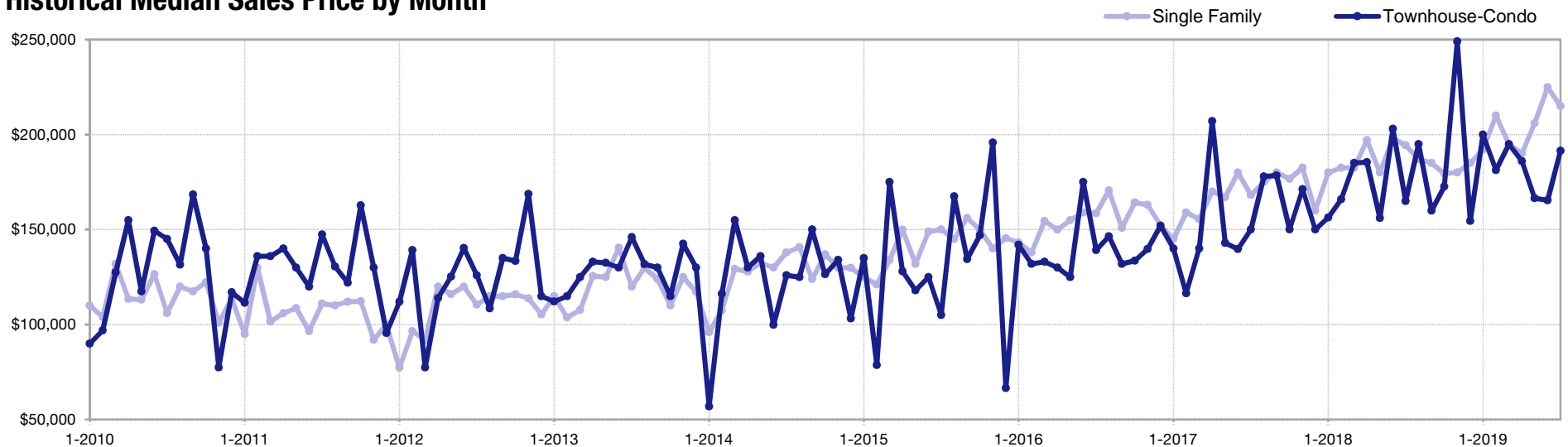


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	\$187,000	+6.9%	\$195,000	+9.6%
Sep-2018	\$185,000	+2.8%	\$159,900	-10.4%
Oct-2018	\$179,501	+1.6%	\$172,700	+15.1%
Nov-2018	\$180,000	-1.4%	\$249,000	+45.4%
Dec-2018	\$185,000	+15.6%	\$154,450	+3.0%
Jan-2019	\$192,000	+6.7%	\$200,000	+27.9%
Feb-2019	\$210,000	+15.1%	\$181,250	+9.2%
Mar-2019	\$195,000	+6.8%	\$195,000	+5.4%
Apr-2019	\$190,000	-3.6%	\$186,000	+0.3%
May-2019	\$206,000	+14.4%	\$166,500	+6.7%
Jun-2019	\$224,900	+13.6%	\$165,350	-18.5%
Jul-2019	\$215,000	+10.6%	\$191,500	+16.1%

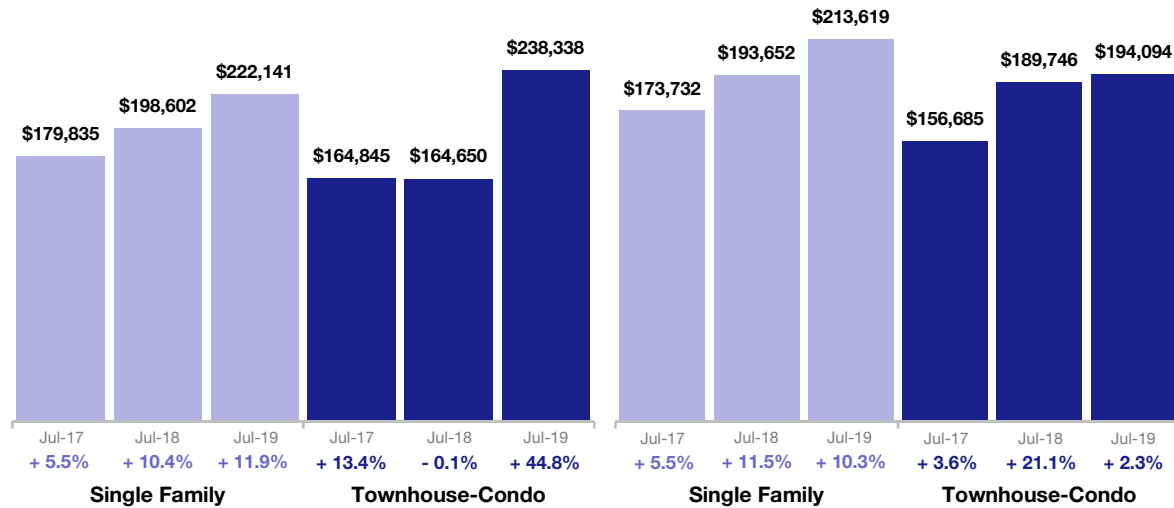
Historical Median Sales Price by Month



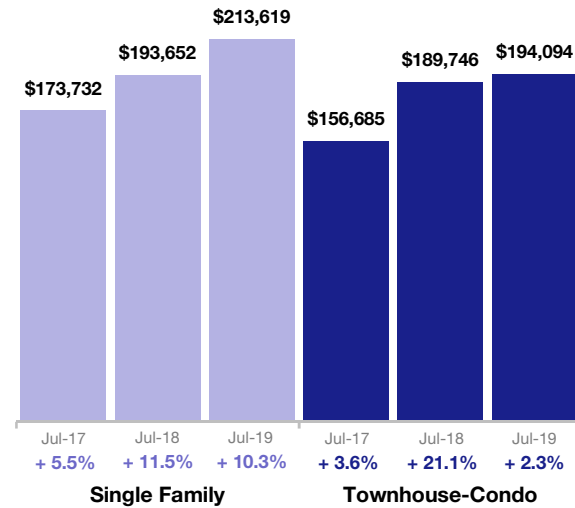
Average Sales Price



July

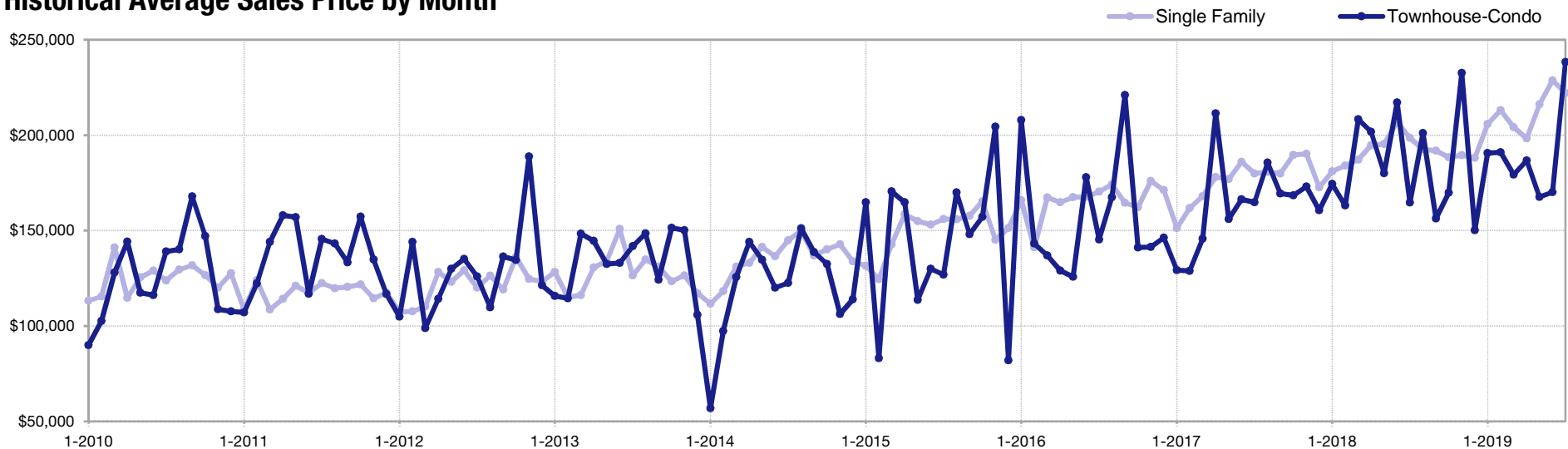


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	\$192,602	+6.6%	\$201,027	+8.3%
Sep-2018	\$191,813	+6.7%	\$156,293	-7.8%
Oct-2018	\$188,436	-0.6%	\$169,889	+0.9%
Nov-2018	\$189,537	-0.4%	\$232,540	+34.4%
Dec-2018	\$188,060	+8.9%	\$150,225	-6.5%
Jan-2019	\$205,813	+13.7%	\$190,667	+9.3%
Feb-2019	\$213,109	+15.8%	\$191,010	+17.1%
Mar-2019	\$204,184	+9.1%	\$179,322	-13.9%
Apr-2019	\$198,352	+1.9%	\$186,708	-7.5%
May-2019	\$216,169	+10.7%	\$167,683	-6.9%
Jun-2019	\$228,697	+10.5%	\$170,142	-21.6%
Jul-2019	\$222,141	+11.9%	\$238,338	+44.8%

Historical Average Sales Price by Month

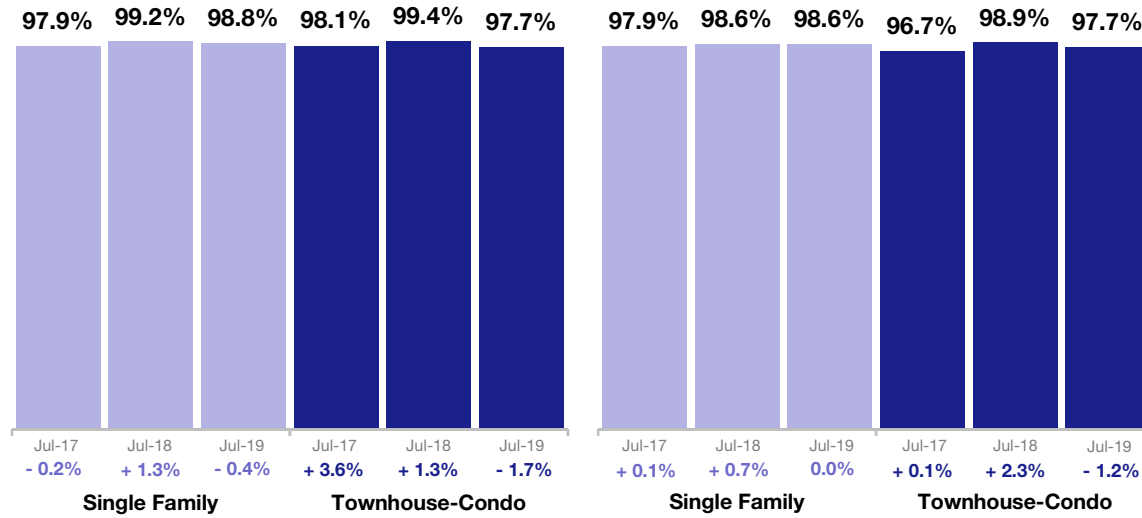


Percent of List Price Received



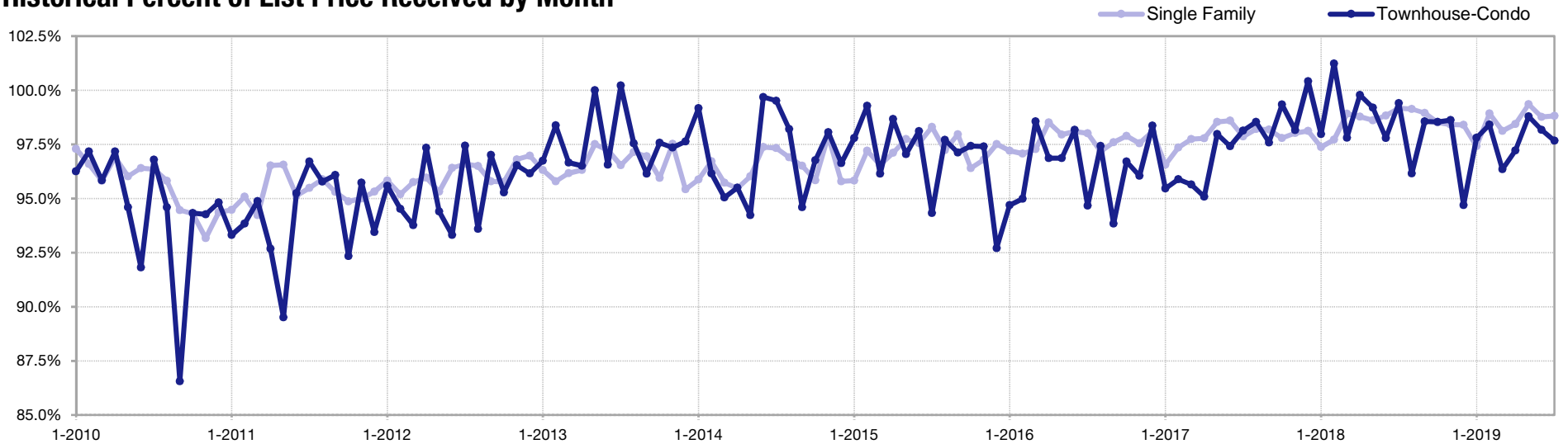
July

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	99.1%	+0.9%	96.2%	-2.3%
Sep-2018	99.0%	+0.8%	98.6%	+1.0%
Oct-2018	98.5%	+0.7%	98.5%	-0.8%
Nov-2018	98.4%	+0.4%	98.6%	+0.4%
Dec-2018	98.4%	+0.3%	94.7%	-5.7%
Jan-2019	97.4%	0.0%	97.8%	-0.2%
Feb-2019	98.9%	+1.2%	98.4%	-2.8%
Mar-2019	98.1%	-0.8%	96.4%	-1.4%
Apr-2019	98.4%	-0.4%	97.2%	-2.6%
May-2019	99.4%	+0.8%	98.8%	-0.4%
Jun-2019	98.8%	0.0%	98.2%	+0.4%
Jul-2019	98.8%	-0.4%	97.7%	-1.7%

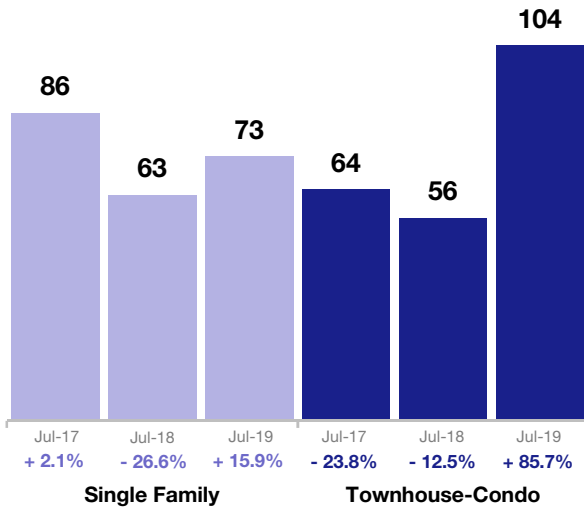
Historical Percent of List Price Received by Month



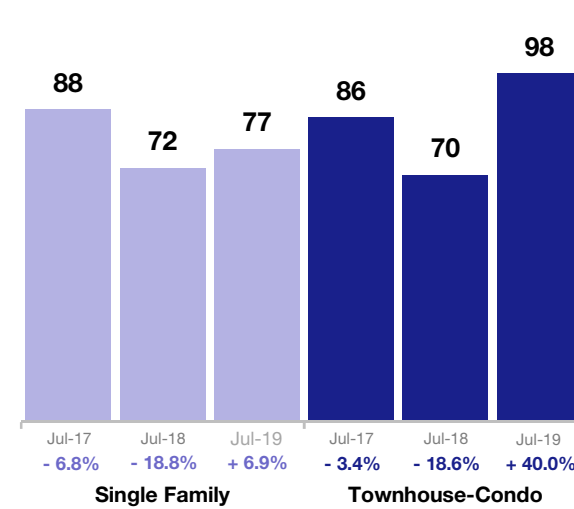
Days on Market Until Sale



July

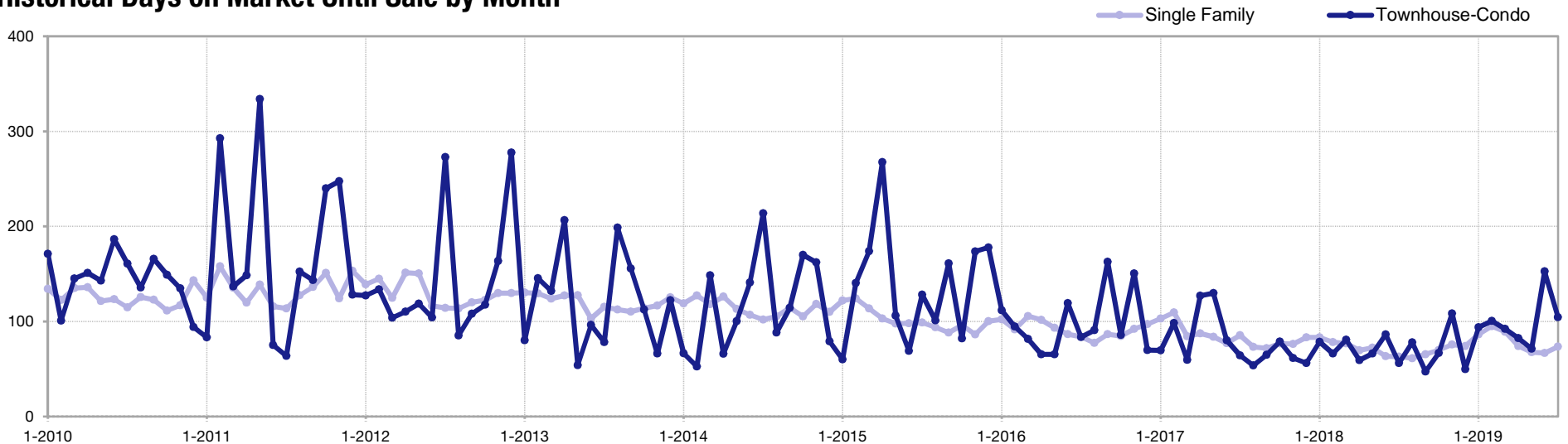


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	61	-16.4%	78	+44.4%
Sep-2018	65	-9.7%	47	-27.7%
Oct-2018	70	-9.1%	67	-15.2%
Nov-2018	76	0.0%	108	+74.2%
Dec-2018	74	-10.8%	50	-10.7%
Jan-2019	86	+3.6%	94	+19.0%
Feb-2019	95	+21.8%	101	+53.0%
Mar-2019	89	+15.6%	92	+13.6%
Apr-2019	74	+5.7%	82	+39.0%
May-2019	68	-5.6%	71	+7.6%
Jun-2019	67	+6.3%	153	+77.9%
Jul-2019	73	+15.9%	104	+85.7%

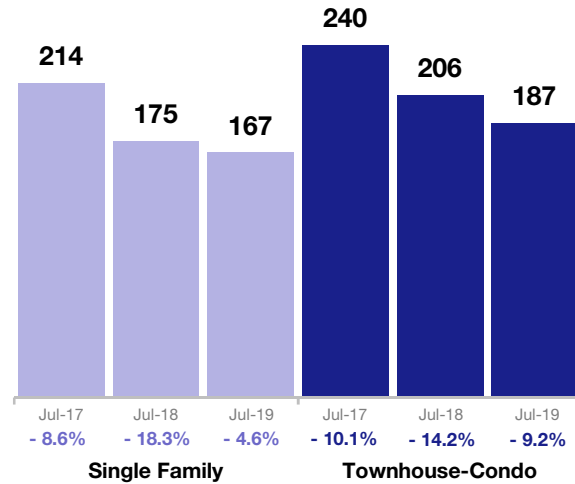
Historical Days on Market Until Sale by Month



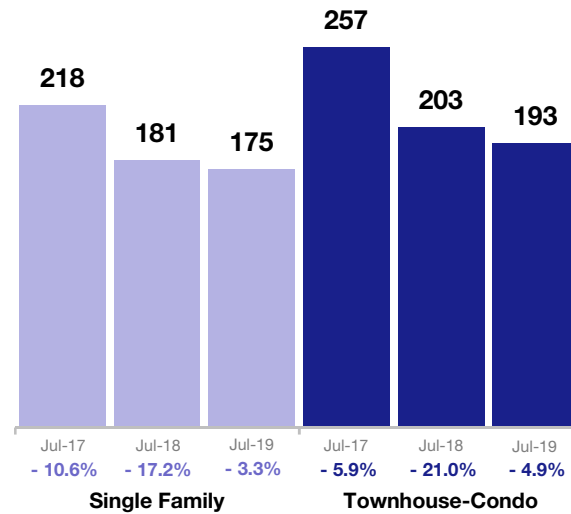
Housing Affordability Index



July

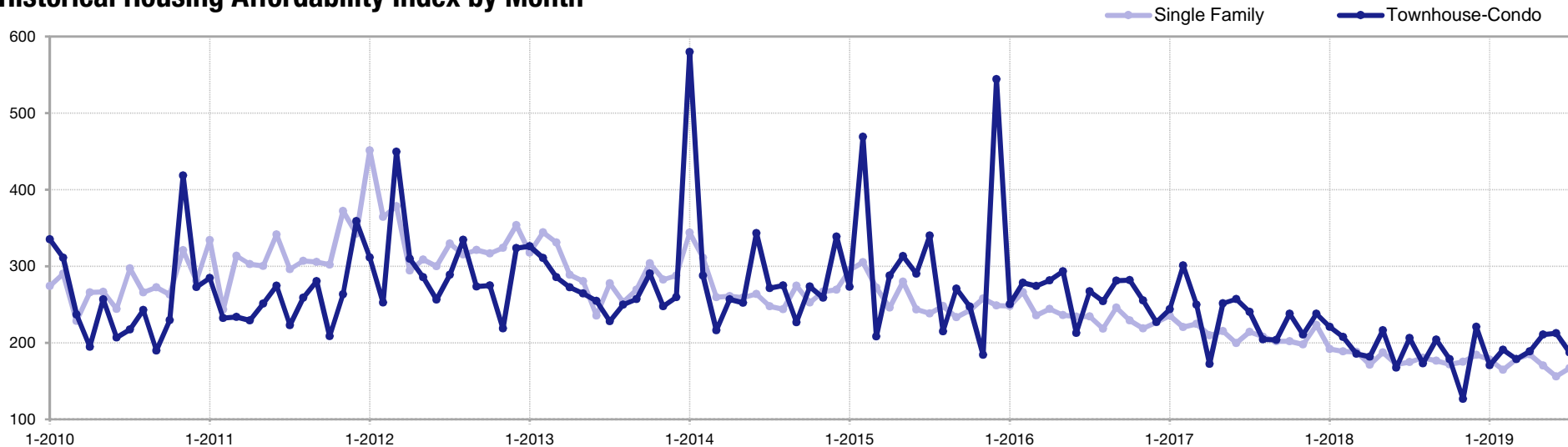


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	181	-13.0%	173	-15.2%
Sep-2018	176	-12.9%	204	0.0%
Oct-2018	172	-14.9%	179	-24.8%
Nov-2018	175	-11.6%	127	-39.8%
Dec-2018	184	-17.5%	221	-7.1%
Jan-2019	178	-7.3%	171	-22.6%
Feb-2019	165	-12.7%	191	-8.2%
Mar-2019	179	-4.8%	179	-3.8%
Apr-2019	185	+8.2%	189	+3.8%
May-2019	170	-9.6%	211	-2.3%
Jun-2019	156	-9.3%	212	+26.9%
Jul-2019	167	-4.6%	187	-9.2%

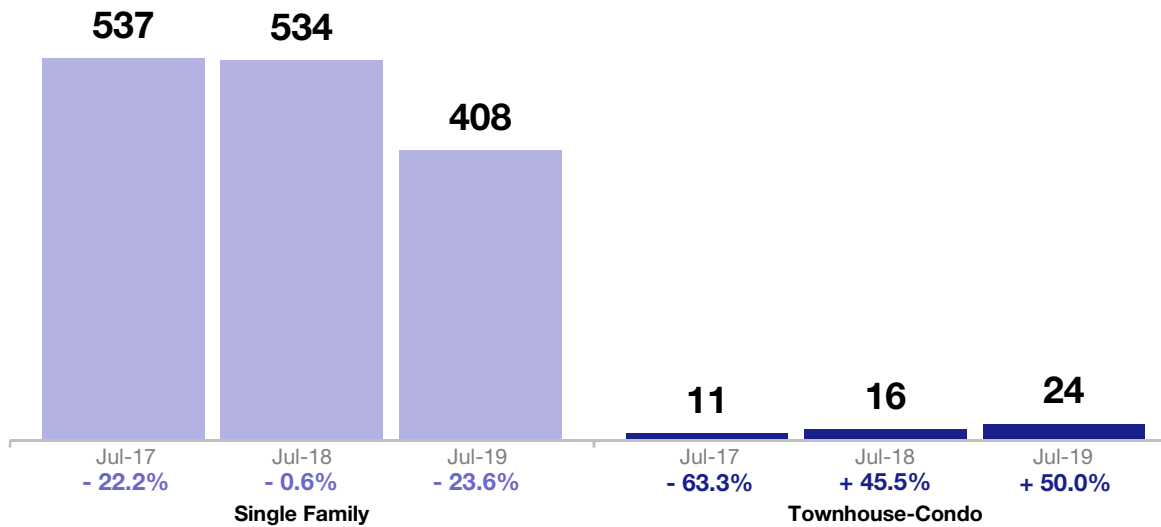
Historical Housing Affordability Index by Month



Inventory of Active Listings

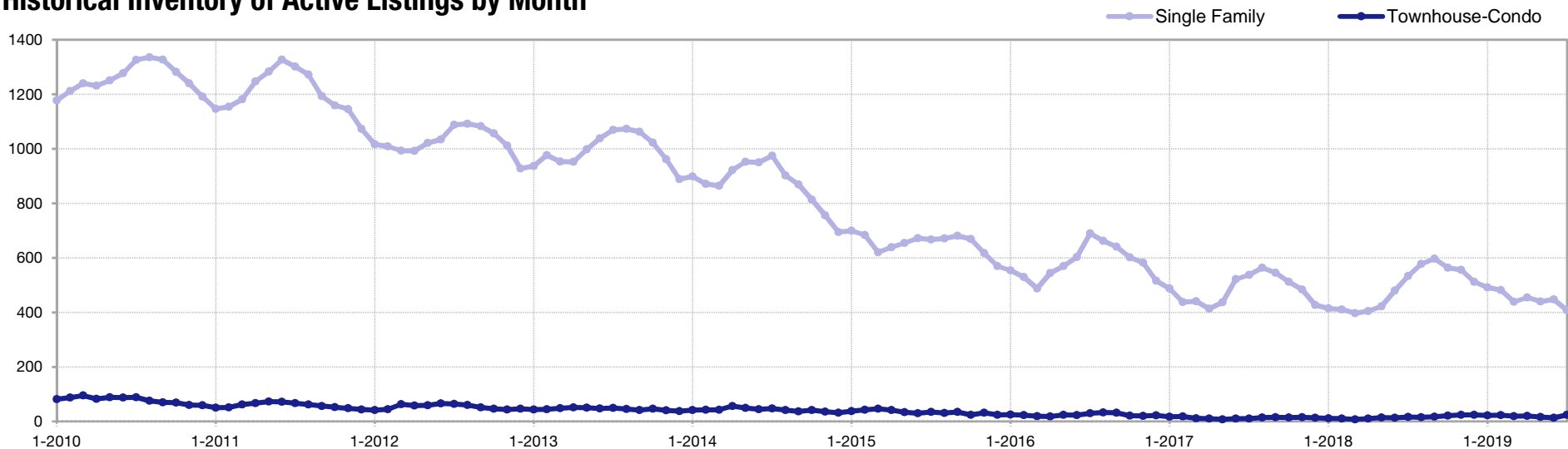


July



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	577	+2.3%	15	+7.1%
Sep-2018	597	+9.5%	17	+13.3%
Oct-2018	564	+10.2%	21	+50.0%
Nov-2018	556	+14.9%	24	+60.0%
Dec-2018	512	+19.9%	24	+84.6%
Jan-2019	492	+18.6%	22	+83.3%
Feb-2019	482	+17.3%	23	+109.1%
Mar-2019	439	+10.6%	19	+137.5%
Apr-2019	455	+12.3%	20	+81.8%
May-2019	440	+4.3%	16	+14.3%
Jun-2019	448	-6.7%	13	0.0%
Jul-2019	408	-23.6%	24	+50.0%

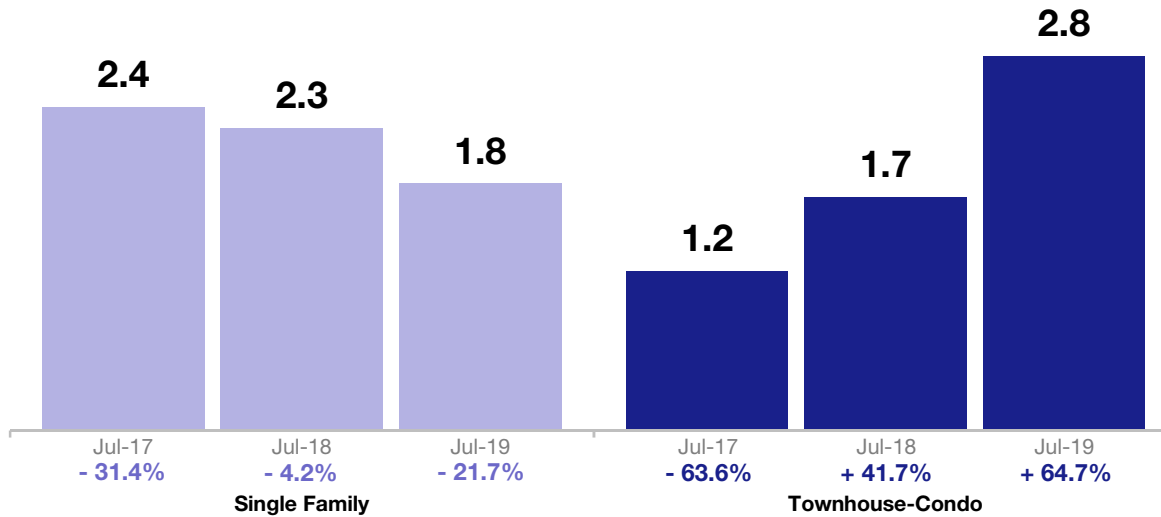
Historical Inventory of Active Listings by Month



Months Supply of Inventory

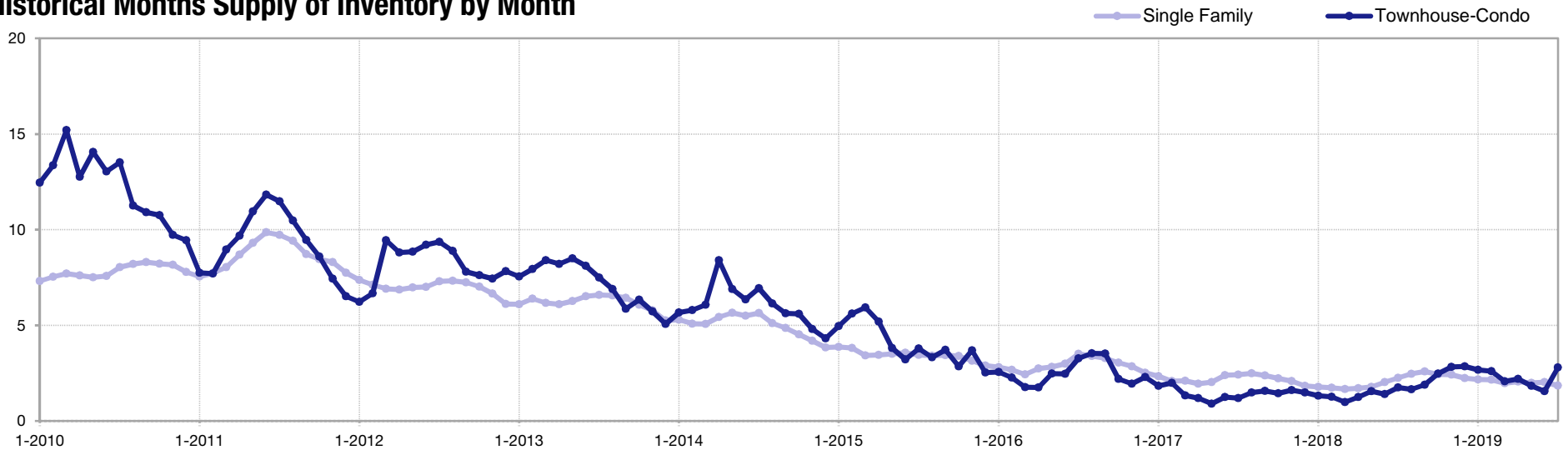


July



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	2.5	0.0%	1.7	+13.3%
Sep-2018	2.6	+8.3%	1.9	+18.8%
Oct-2018	2.4	+9.1%	2.5	+78.6%
Nov-2018	2.4	+14.3%	2.8	+75.0%
Dec-2018	2.2	+22.2%	2.9	+93.3%
Jan-2019	2.2	+22.2%	2.7	+107.7%
Feb-2019	2.1	+23.5%	2.6	+100.0%
Mar-2019	2.0	+17.6%	2.1	+110.0%
Apr-2019	2.1	+23.5%	2.2	+83.3%
May-2019	2.0	+11.1%	1.8	+12.5%
Jun-2019	2.0	0.0%	1.6	+14.3%
Jul-2019	1.8	-21.7%	2.8	+64.7%

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.



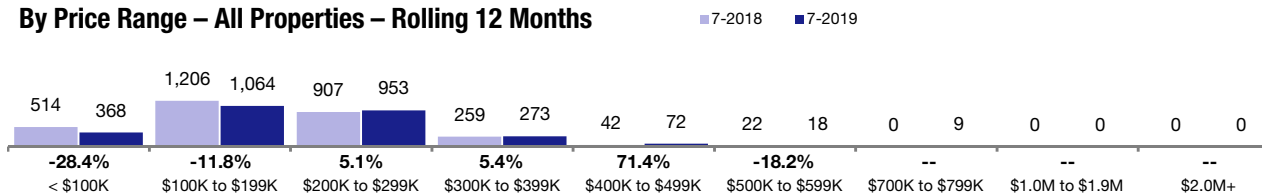
Key Metrics	Historical Sparkbars	7-2018	7-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		357	313	- 12.3%	2,239	2,137	- 4.6%
Pending Sales		242	272	+ 12.4%	1,766	1,757	- 0.5%
Sold Listings		246	255	+ 3.7%	1,676	1,593	- 5.0%
Median Sales Price		\$190,250	\$212,000	+ 11.4%	\$187,000	\$204,900	+ 9.6%
Avg. Sales Price		\$197,222	\$222,967	+ 13.1%	\$193,512	\$212,859	+ 10.0%
Pct. of List Price Received		99.2%	98.8%	- 0.4%	98.6%	98.6%	0.0%
Days on Market		63	75	+ 19.0%	72	78	+ 8.3%
Affordability Index		179	169	- 5.6%	182	175	- 3.8%
Active Listings		550	432	- 21.5%	--	--	--
Months Supply		2.2	1.9	- 13.6%	--	--	--

Sold Listings

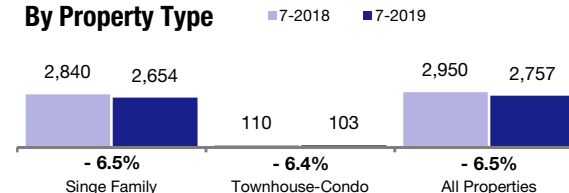
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	7-2018	7-2019	Change	7-2018	7-2019	Change
\$99,999 and Below	510	361	-29.2%	4	7	+75.0%
\$100,000 to \$199,999	1,127	1,006	-10.7%	79	58	-26.6%
\$200,000 to \$299,999	890	922	+3.6%	17	31	+82.4%
\$300,000 to \$399,999	250	268	+7.2%	9	5	-44.4%
\$400,000 to \$499,999	41	71	+73.2%	1	1	0.0%
\$500,000 to \$699,999	22	17	-22.7%	0	1	--
\$700,000 to \$999,999	0	9	--	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	2,840	2,654	-6.5%	110	103	-6.4%

Compared to Prior Month

By Price Range	Single Family			Condo		
	6-2019	7-2019	Change	6-2019	7-2019	Change
\$99,999 and Below	30	25	-16.7%	0	1	--
\$100,000 to \$199,999	77	83	+7.8%	3	6	+100.0%
\$200,000 to \$299,999	101	91	-9.9%	3	2	-33.3%
\$300,000 to \$399,999	47	30	-36.2%	0	2	--
\$400,000 to \$499,999	8	10	+25.0%	0	1	--
\$500,000 to \$699,999	4	1	-75.0%	0	1	--
\$700,000 to \$999,999	2	2	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	269	242	-10.0%	6	13	+116.7%

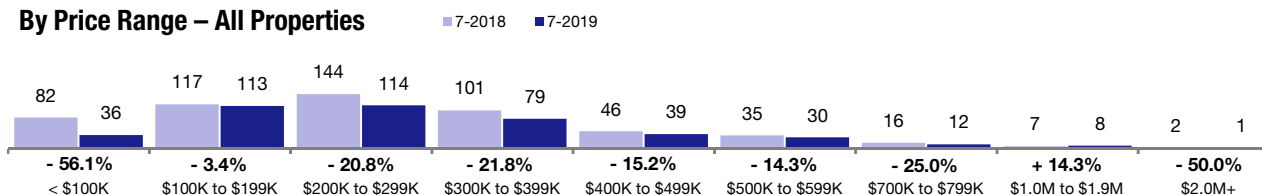
Year to Date

By Price Range	Single Family			Condo		
	7-2018	7-2019	Change	7-2018	7-2019	Change
\$99,999 and Below	275	184	-33.1%	1	5	+400.0%
\$100,000 to \$199,999	619	545	-12.0%	43	33	-23.3%
\$200,000 to \$299,999	521	556	+6.7%	7	19	+171.4%
\$300,000 to \$399,999	167	173	+3.6%	8	3	-62.5%
\$400,000 to \$499,999	22	50	+127.3%	1	1	0.0%
\$500,000 to \$699,999	12	14	+16.7%	0	1	--
\$700,000 to \$999,999	0	9	--	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	1,616	1,531	-5.3%	60	62	+3.3%

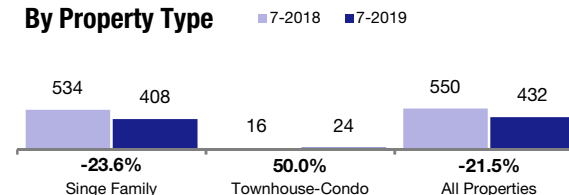
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Condo		
	7-2018	7-2019	Change	7-2018	7-2019	Change
\$99,999 and Below	82	34	-58.5%	0	2	--
\$100,000 to \$199,999	112	100	-10.7%	5	13	+160.0%
\$200,000 to \$299,999	138	106	-23.2%	6	8	+33.3%
\$300,000 to \$399,999	97	78	-19.6%	4	1	-75.0%
\$400,000 to \$499,999	46	39	-15.2%	0	0	--
\$500,000 to \$699,999	34	30	-11.8%	1	0	-100.0%
\$700,000 to \$999,999	16	12	-25.0%	0	0	--
\$1,000,000 to \$1,999,999	7	8	+14.3%	0	0	--
\$2,000,000 and Above	2	1	-50.0%	0	0	--
All Price Ranges	534	408	-23.6%	16	24	+50.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	6-2019	7-2019	Change	6-2019	7-2019	Change
\$99,999 and Below	49	34	-30.6%	1	2	+100.0%
\$100,000 to \$199,999	111	100	-9.9%	1	13	+1200.0%
\$200,000 to \$299,999	126	106	-15.9%	6	8	+33.3%
\$300,000 to \$399,999	76	78	+2.6%	4	1	-75.0%
\$400,000 to \$499,999	36	39	+8.3%	1	0	-100.0%
\$500,000 to \$699,999	30	30	0.0%	0	0	--
\$700,000 to \$999,999	10	12	+20.0%	0	0	--
\$1,000,000 to \$1,999,999	9	8	-11.1%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	448	408	-8.9%	13	24	+84.6%

Year to Date

Single Family	Condo
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.	

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 July 2019

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Pueblo County

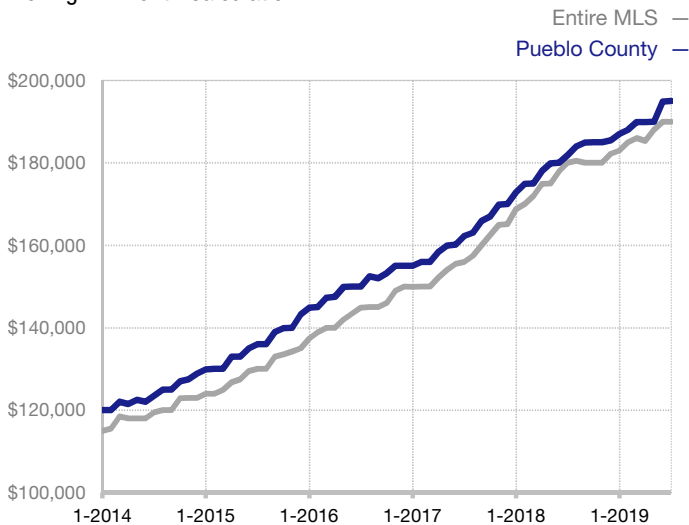
Single Family Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	335	285	- 14.9%	2,115	2,018	- 4.6%
Sold Listings	232	236	+ 1.7%	1,591	1,504	- 5.5%
Median Sales Price*	\$193,800	\$215,000	+ 10.9%	\$187,000	\$205,450	+ 9.9%
Average Sales Price*	\$197,384	\$223,011	+ 13.0%	\$193,798	\$214,160	+ 10.5%
Percent of List Price Received*	99.2%	98.9%	- 0.3%	98.5%	98.7%	+ 0.2%
Days on Market Until Sale	62	71	+ 14.5%	72	75	+ 4.2%
Inventory of Homes for Sale	507	375	- 26.0%	--	--	--
Months Supply of Inventory	2.2	1.7	- 22.7%	--	--	--

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

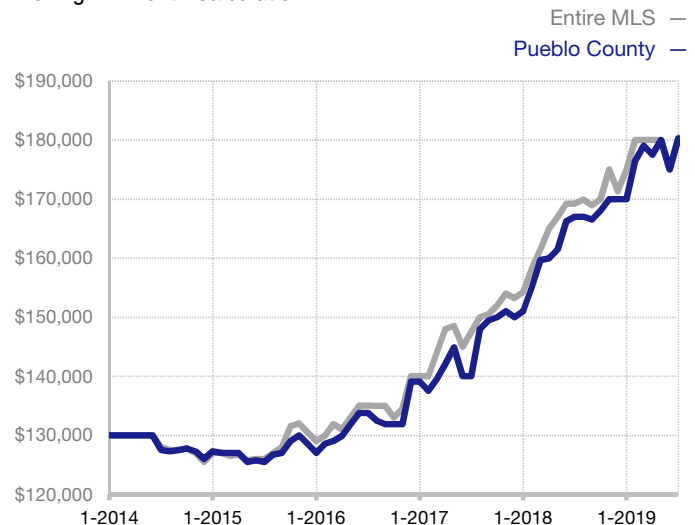
Townhouse-Condo Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	11	21	+ 90.9%	73	73	0.0%
Sold Listings	10	12	+ 20.0%	59	59	0.0%
Median Sales Price*	\$165,000	\$183,750	+ 11.4%	\$167,500	\$185,000	+ 10.4%
Average Sales Price*	\$164,650	\$231,117	+ 40.4%	\$190,589	\$191,735	+ 0.6%
Percent of List Price Received*	99.4%	97.7%	- 1.7%	99.0%	97.7%	- 1.3%
Days on Market Until Sale	56	98	+ 75.0%	70	99	+ 41.4%
Inventory of Homes for Sale	15	23	+ 53.3%	--	--	--
Months Supply of Inventory	1.7	2.8	+ 64.7%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for July 2019

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Fowler

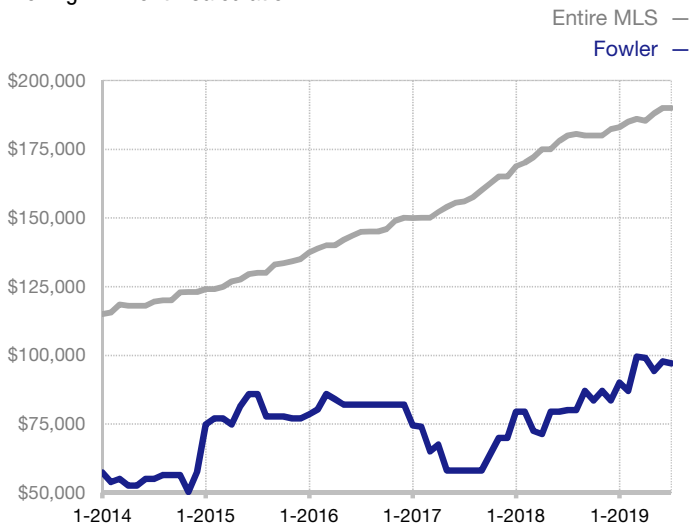
Single Family	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
Key Metrics						
New Listings	3	3	0.0%	21	22	+ 4.8%
Sold Listings	3	4	+ 33.3%	22	25	+ 13.6%
Median Sales Price*	\$360,000	\$170,000	- 52.8%	\$80,000	\$90,000	+ 12.5%
Average Sales Price*	\$326,667	\$180,250	- 44.8%	\$118,974	\$118,779	- 0.2%
Percent of List Price Received*	100.2%	93.9%	- 6.3%	98.7%	96.3%	- 2.4%
Days on Market Until Sale	81	57	- 29.6%	112	79	- 29.5%
Inventory of Homes for Sale	6	5	- 16.7%	--	--	--
Months Supply of Inventory	2.0	1.4	- 30.0%	--	--	--

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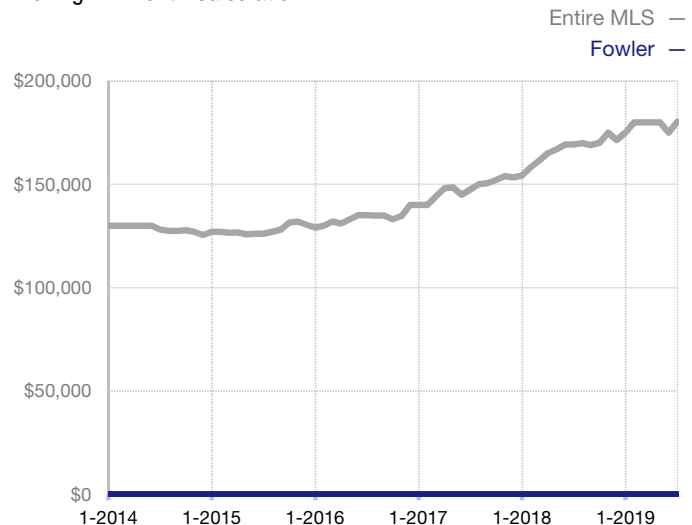
Townhouse-Condo	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for July 2019

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Huerfano County

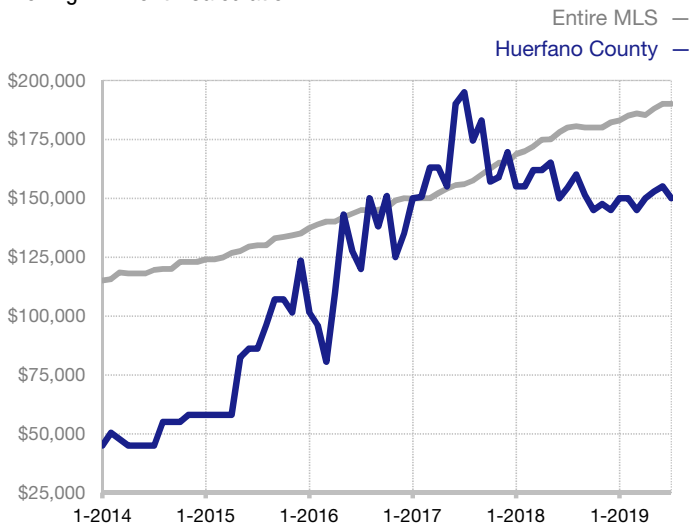
Single Family Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	17	9	- 47.1%	93	79	- 15.1%
Sold Listings	6	12	+ 100.0%	49	47	- 4.1%
Median Sales Price*	\$213,250	\$136,000	- 36.2%	\$165,000	\$158,750	- 3.8%
Average Sales Price*	\$242,917	\$163,042	- 32.9%	\$206,816	\$211,186	+ 2.1%
Percent of List Price Received*	99.6%	96.1%	- 3.5%	94.3%	94.7%	+ 0.4%
Days on Market Until Sale	93	197	+ 111.8%	180	227	+ 26.1%
Inventory of Homes for Sale	90	66	- 26.7%	--	--	--
Months Supply of Inventory	16.9	9.9	- 41.4%	--	--	--

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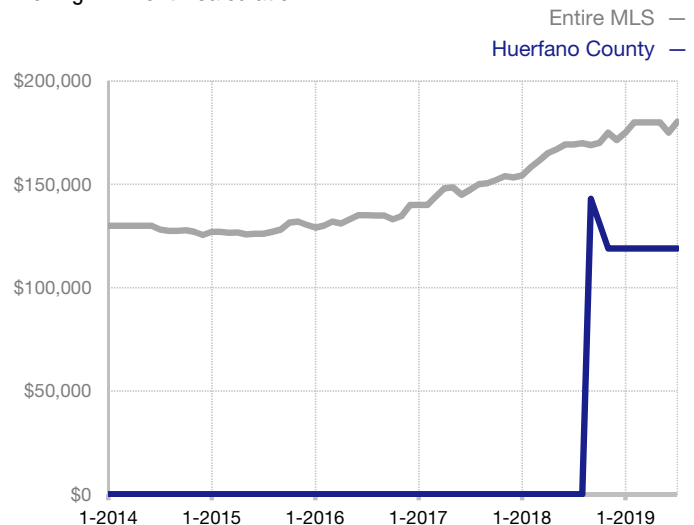
Townhouse-Condo Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	0	1	--	2	1	- 50.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	0.0	1.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for July 2019

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La Junta

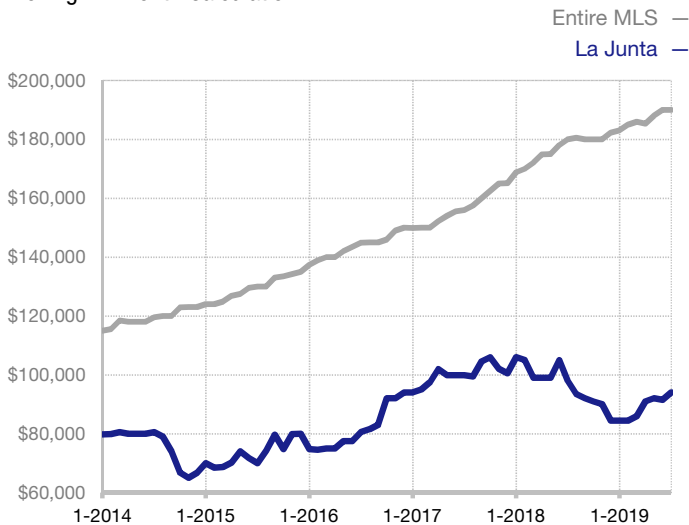
Single Family Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	8	15	+ 87.5%	65	60	- 7.7%
Sold Listings	9	6	- 33.3%	44	46	+ 4.5%
Median Sales Price*	\$94,000	\$154,450	+ 64.3%	\$91,250	\$134,375	+ 47.3%
Average Sales Price*	\$132,044	\$178,233	+ 35.0%	\$106,875	\$129,068	+ 20.8%
Percent of List Price Received*	94.4%	98.4%	+ 4.2%	96.6%	95.9%	- 0.7%
Days on Market Until Sale	76	137	+ 80.3%	111	112	+ 0.9%
Inventory of Homes for Sale	25	20	- 20.0%	--	--	--
Months Supply of Inventory	3.6	3.0	- 16.7%	--	--	--

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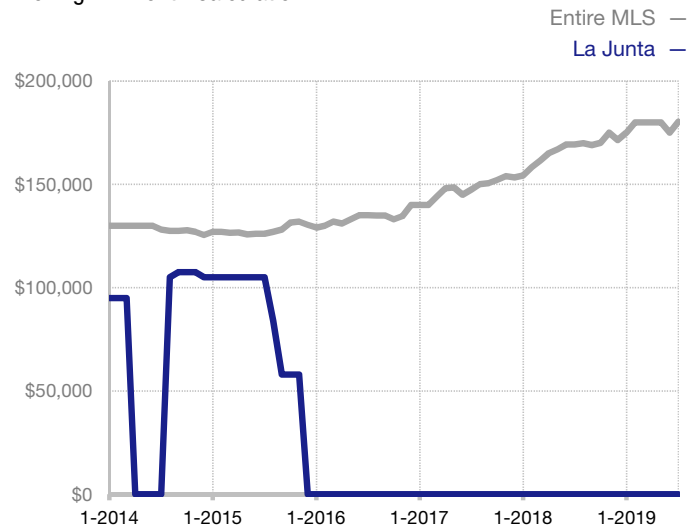
Townhouse-Condo Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for July 2019

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Lamar

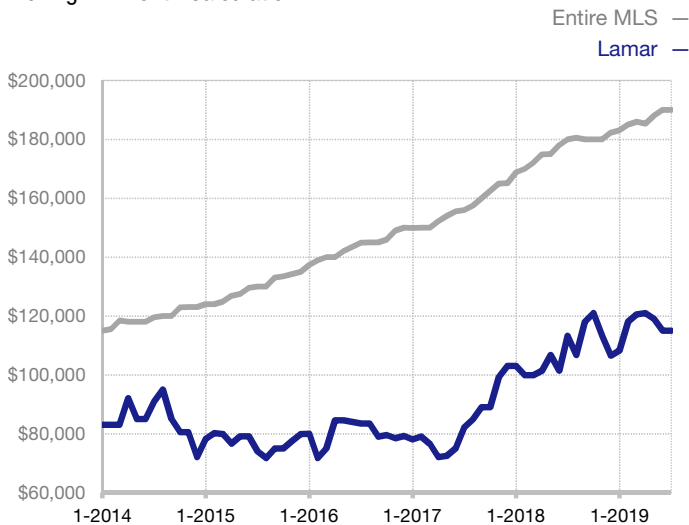
Single Family Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	5	6	+ 20.0%	36	43	+ 19.4%
Sold Listings	6	4	- 33.3%	26	35	+ 34.6%
Median Sales Price*	\$138,250	\$127,500	- 7.8%	\$106,750	\$115,000	+ 7.7%
Average Sales Price*	\$132,500	\$120,000	- 9.4%	\$113,385	\$127,269	+ 12.2%
Percent of List Price Received*	96.5%	91.7%	- 5.0%	96.2%	94.3%	- 2.0%
Days on Market Until Sale	58	91	+ 56.9%	112	105	- 6.3%
Inventory of Homes for Sale	15	11	- 26.7%	--	--	--
Months Supply of Inventory	3.9	2.4	- 38.5%	--	--	--

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

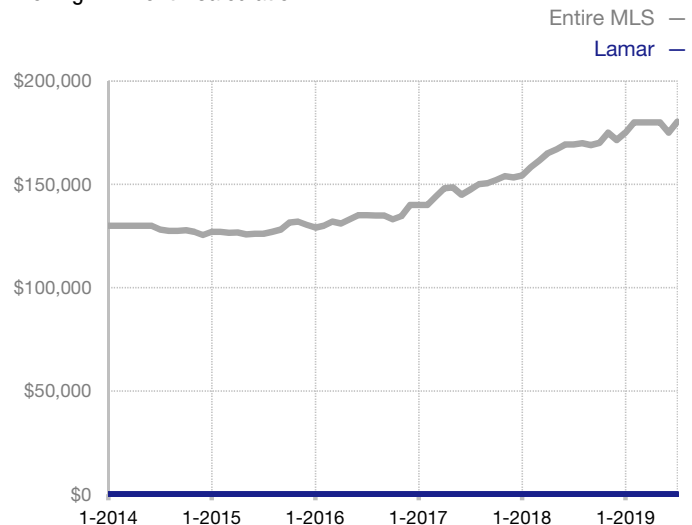
Townhouse-Condo Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

* 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 July 2019

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Las Animas

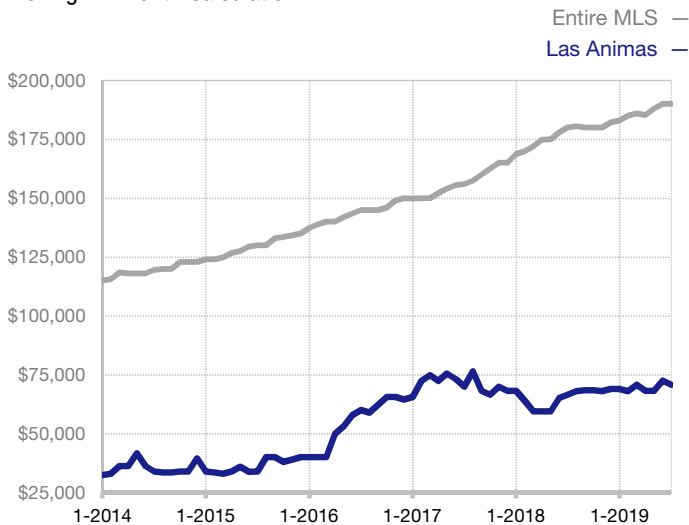
Single Family Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	5	5	0.0%	17	24	+ 41.2%
Sold Listings	2	1	- 50.0%	13	21	+ 61.5%
Median Sales Price*	\$82,250	\$52,000	- 36.8%	\$63,500	\$67,500	+ 6.3%
Average Sales Price*	\$82,250	\$52,000	- 36.8%	\$67,500	\$79,817	+ 18.2%
Percent of List Price Received*	100.0%	95.1%	- 4.9%	90.2%	93.5%	+ 3.7%
Days on Market Until Sale	65	137	+ 110.8%	100	89	- 11.0%
Inventory of Homes for Sale	10	8	- 20.0%	--	--	--
Months Supply of Inventory	3.3	2.6	- 21.2%	--	--	--

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

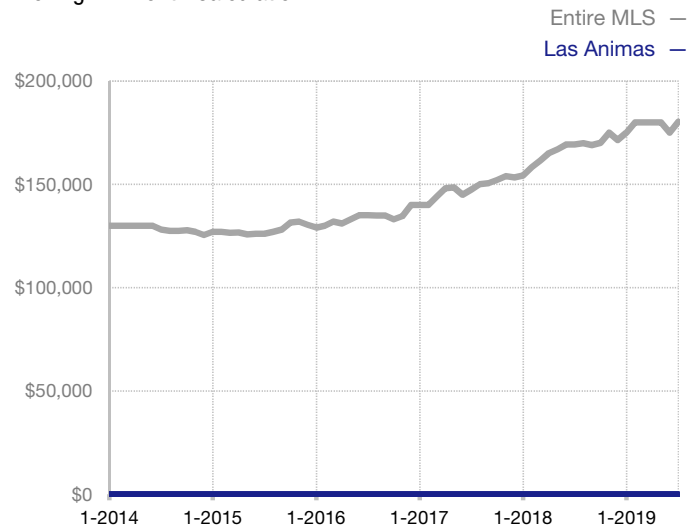
Townhouse-Condo Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

* 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 July 2019

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Manzanola

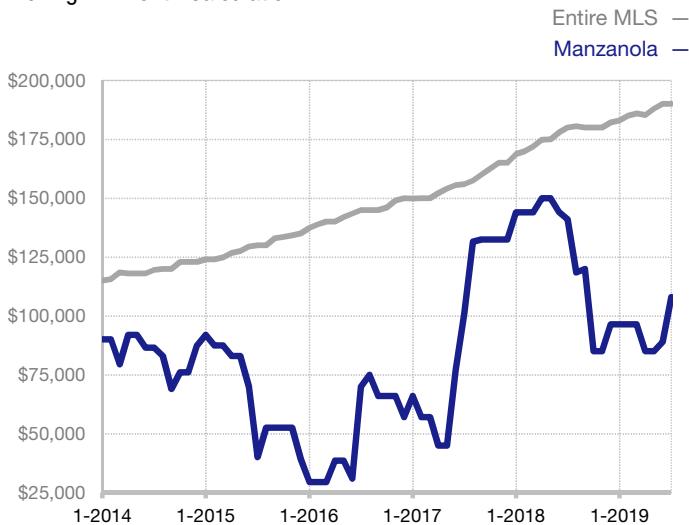
Single Family Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	3	0	- 100.0%	7	6	- 14.3%
Sold Listings	0	1	--	3	8	+ 166.7%
Median Sales Price*	\$0	\$310,000	--	\$155,000	\$167,450	+ 8.0%
Average Sales Price*	\$0	\$310,000	--	\$152,333	\$176,788	+ 16.1%
Percent of List Price Received*	0.0%	77.5%	--	105.8%	91.7%	- 13.3%
Days on Market Until Sale	0	168	--	109	114	+ 4.6%
Inventory of Homes for Sale	5	2	- 60.0%	--	--	--
Months Supply of Inventory	2.9	0.9	- 69.0%	--	--	--

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

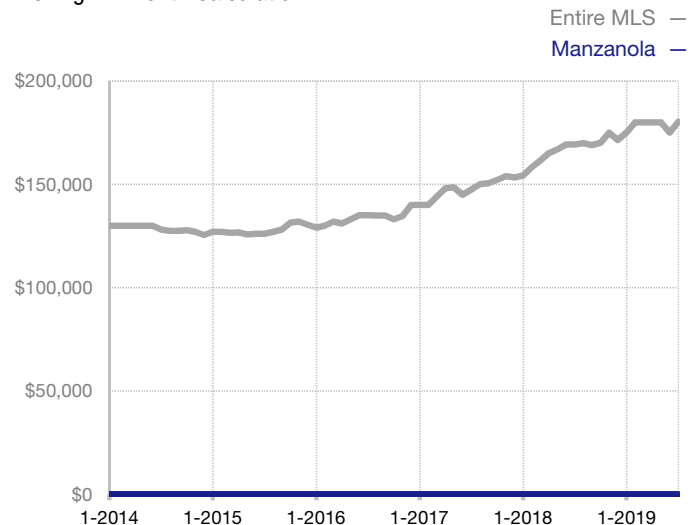
Townhouse-Condo Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

* 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 July 2019

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Rocky Ford

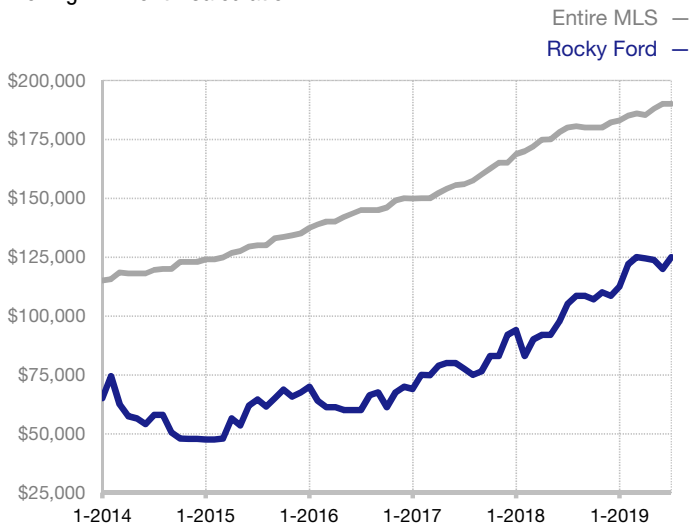
Single Family Key Metrics	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	4	9	+ 125.0%	34	40	+ 17.6%
Sold Listings	4	4	0.0%	31	30	- 3.2%
Median Sales Price*	\$85,250	\$280,000	+ 228.4%	\$97,500	\$111,730	+ 14.6%
Average Sales Price*	\$112,000	\$257,750	+ 130.1%	\$107,634	\$131,331	+ 22.0%
Percent of List Price Received*	92.8%	90.7%	- 2.3%	93.1%	95.9%	+ 3.0%
Days on Market Until Sale	117	140	+ 19.7%	134	110	- 17.9%
Inventory of Homes for Sale	16	12	- 25.0%	--	--	--
Months Supply of Inventory	4.0	3.1	- 22.5%	--	--	--

* 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	July			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 07-2018	Thru 07-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

* 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

