

Monthly Indicators



May 2019

Percent changes calculated using year-over-year comparisons.

New Listings were down 3.0 percent for single family homes and 55.6 percent for townhouse-condo properties. Pending Sales increased 15.5 percent for single family homes but decreased 15.4 percent for townhouse-condo properties.

The Median Sales Price was up 13.9 percent to \$205,000 for single family homes and 12.2 percent to \$175,000 for townhouse-condo properties. Days on Market decreased 5.6 percent for single family homes but increased 18.2 percent for townhouse-condo properties.

An extended trend of low unemployment, higher wages and favorable mortgage rates has been a terrific driver of housing stability in recent years. What is different about this year so far is that prices are not rising as quickly. Some of the hottest Western markets are even cooling slightly, while some Northeast markets are achieving a state of recovery after a decade of battling back from recession. As a whole, the selling season is looking fairly stable across the nation.

Activity Snapshot

- 13.7%	+ 13.9%	- 6.9%
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	5-2018	5-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		337	327	- 3.0%	1,440	1,419	- 1.5%
Pending Sales		265	306	+ 15.5%	1,209	1,185	- 2.0%
Sold Listings		268	235	- 12.3%	1,101	983	- 10.7%
Median Sales Price		\$180,000	\$205,000	+ 13.9%	\$183,000	\$199,000	+ 8.7%
Avg. Sales Price		\$195,297	\$213,037	+ 9.1%	\$189,230	\$206,709	+ 9.2%
Pct. of List Price Received		98.6%	99.2%	+ 0.6%	98.4%	98.5%	+ 0.1%
Days on Market		72	68	- 5.6%	76	81	+ 6.6%
Affordability Index		188	171	- 9.0%	184	176	- 4.3%
Active Listings		422	395	- 6.4%	--	--	--
Months Supply		1.8	1.8	0.0%	--	--	--

Townhouse-Condo Market Overview

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

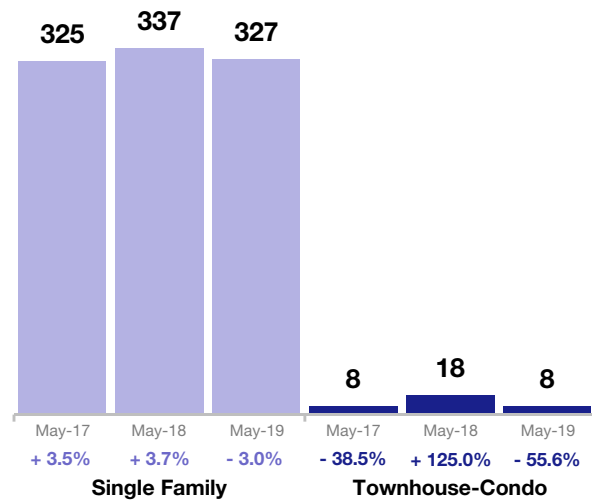


Key Metrics	Historical Sparkbars	5-2018	5-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		18	8	- 55.6%	52	46	- 11.5%
Pending Sales		13	11	- 15.4%	46	50	+ 8.7%
Sold Listings		10	5	- 50.0%	39	42	+ 7.7%
Median Sales Price		\$156,000	\$175,000	+ 12.2%	\$167,000	\$186,000	+ 11.4%
Avg. Sales Price		\$180,030	\$169,620	- 5.8%	\$188,467	\$184,681	- 2.0%
Pct. of List Price Received		99.2%	98.8%	- 0.4%	99.1%	97.6%	- 1.5%
Days on Market		66	78	+ 18.2%	68	90	+ 32.4%
Affordability Index		216	201	- 6.9%	202	189	- 6.4%
Active Listings		14	11	- 21.4%	--	--	--
Months Supply		1.6	1.3	- 18.8%	--	--	--

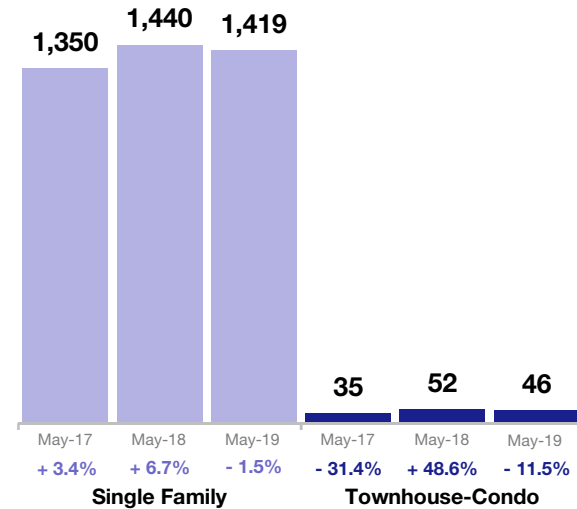
New Listings



May

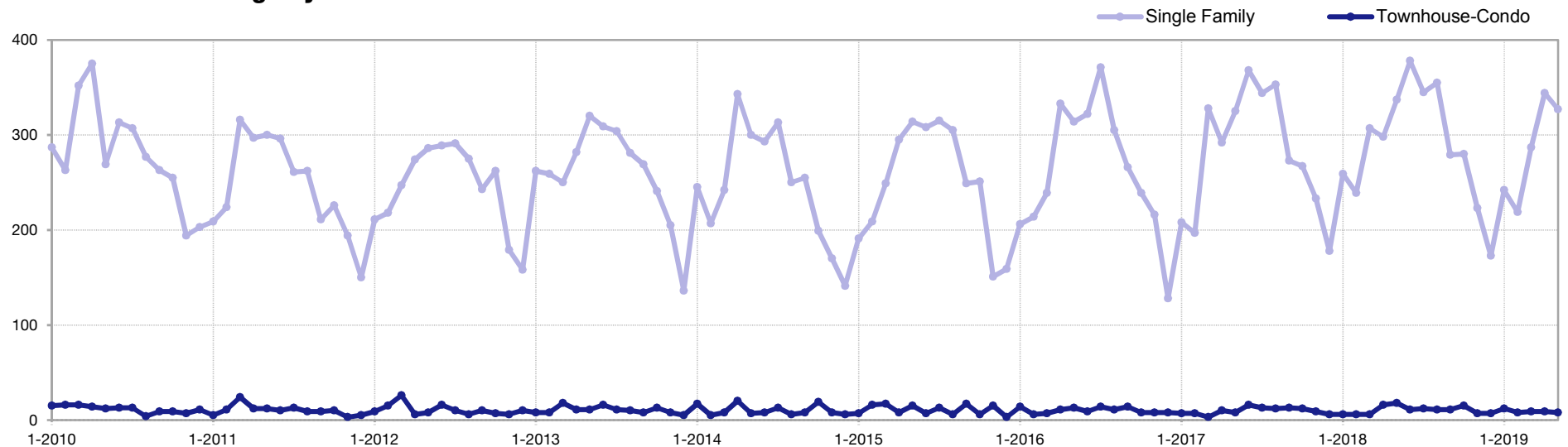


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2018	378	+2.7%	11	-31.3%
Jul-2018	345	+0.3%	12	-7.7%
Aug-2018	355	+0.6%	11	-8.3%
Sep-2018	279	+2.2%	11	-15.4%
Oct-2018	280	+4.9%	15	+25.0%
Nov-2018	223	-4.3%	7	-22.2%
Dec-2018	173	-2.8%	7	+16.7%
Jan-2019	242	-6.6%	12	+100.0%
Feb-2019	219	-8.4%	8	+33.3%
Mar-2019	287	-6.5%	9	+50.0%
Apr-2019	344	+15.4%	9	-43.8%
May-2019	327	-3.0%	8	-55.6%

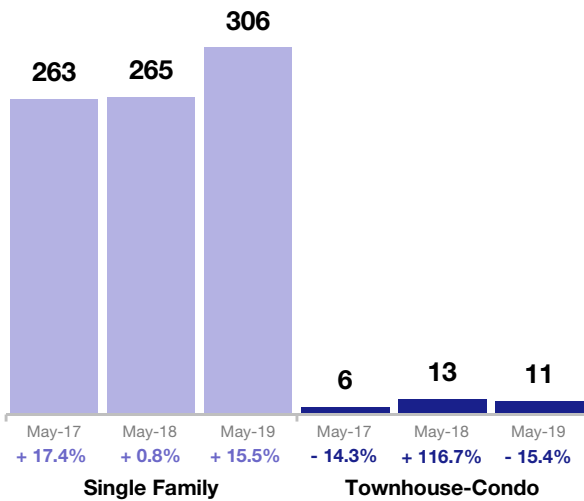
Historical New Listings by Month



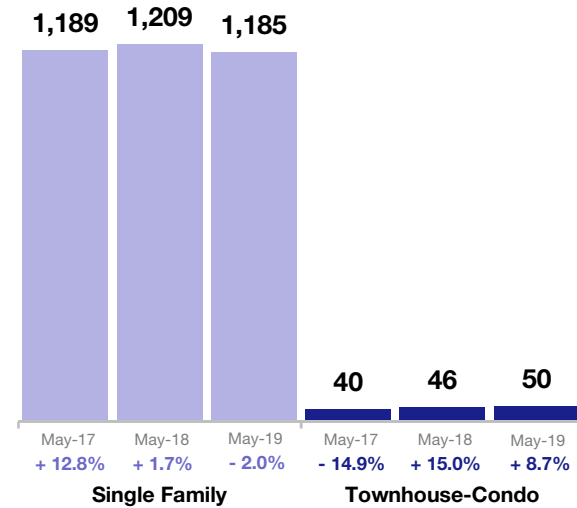
Pending Sales



May

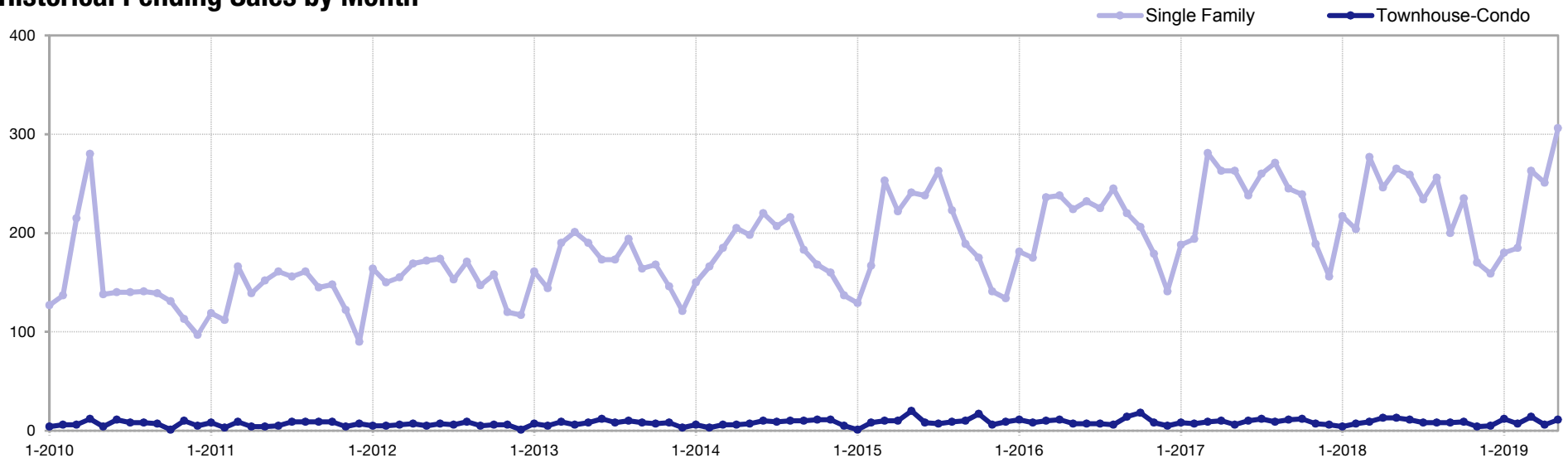


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2018	259	+8.8%	11	+10.0%
Jul-2018	234	-10.0%	8	-33.3%
Aug-2018	256	-5.5%	8	-11.1%
Sep-2018	200	-18.4%	8	-27.3%
Oct-2018	235	-1.7%	9	-25.0%
Nov-2018	170	-10.1%	4	-42.9%
Dec-2018	159	+1.9%	5	-16.7%
Jan-2019	180	-17.1%	12	+200.0%
Feb-2019	185	-9.3%	7	0.0%
Mar-2019	263	-5.1%	14	+55.6%
Apr-2019	251	+2.0%	6	-53.8%
May-2019	306	+15.5%	11	-15.4%

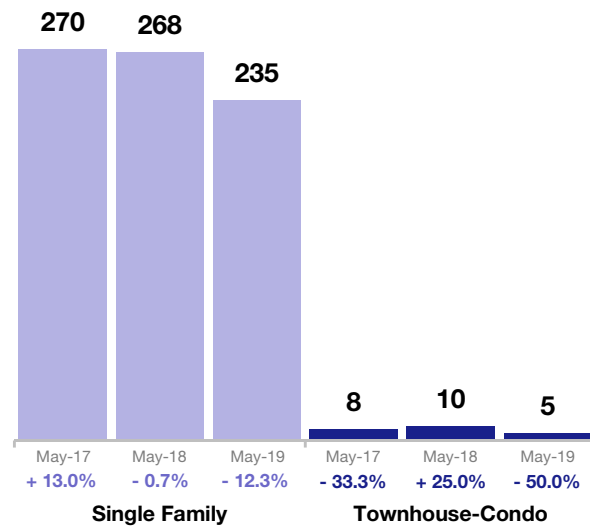
Historical Pending Sales by Month



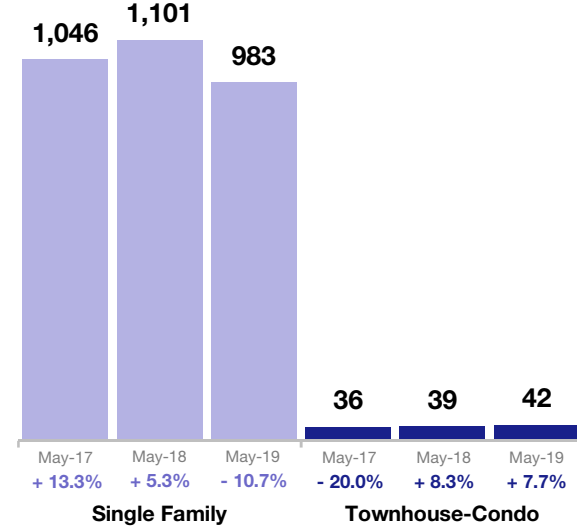
Sold Listings



May

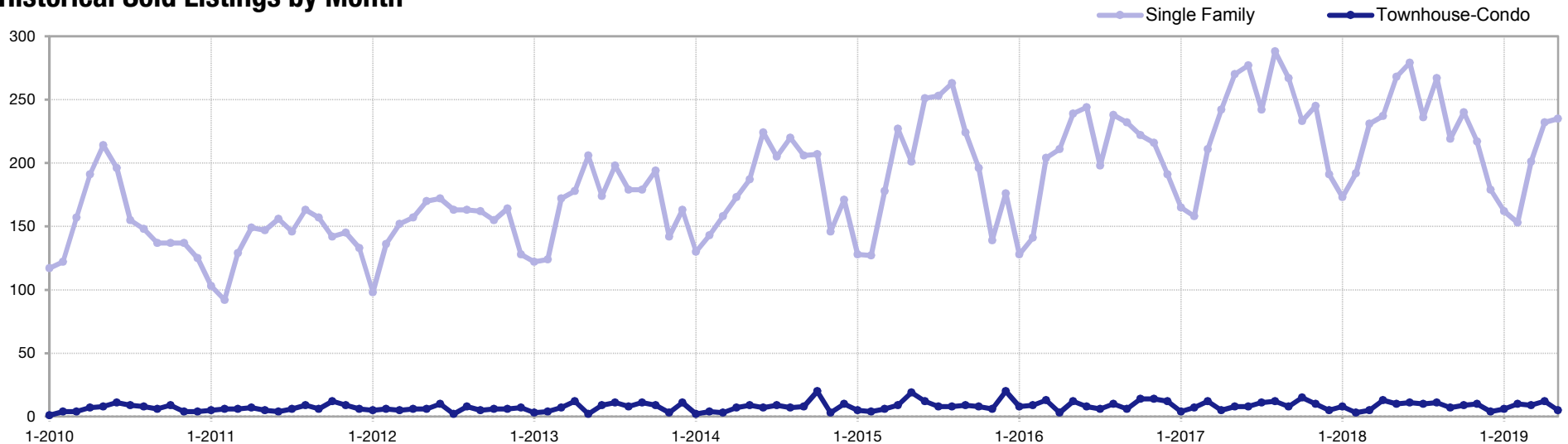


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2018	279	+0.7%	11	+37.5%
Jul-2018	236	-2.5%	10	-9.1%
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	217	-11.4%	10	0.0%
Dec-2018	179	-6.3%	4	-20.0%
Jan-2019	162	-6.4%	6	-25.0%
Feb-2019	153	-20.3%	10	+233.3%
Mar-2019	201	-13.0%	9	+80.0%
Apr-2019	232	-2.1%	12	-7.7%
May-2019	235	-12.3%	5	-50.0%

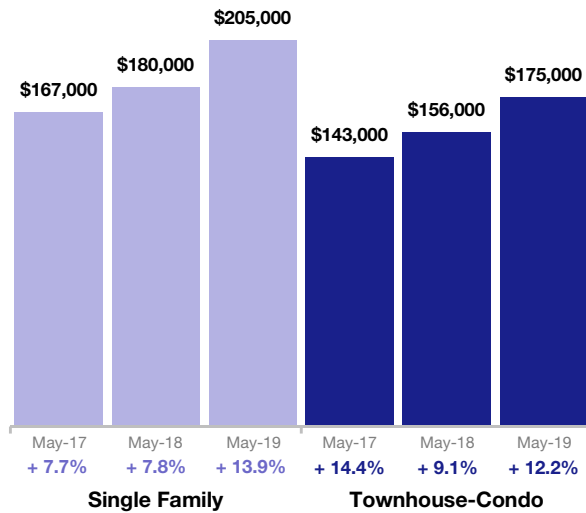
Historical Sold Listings by Month



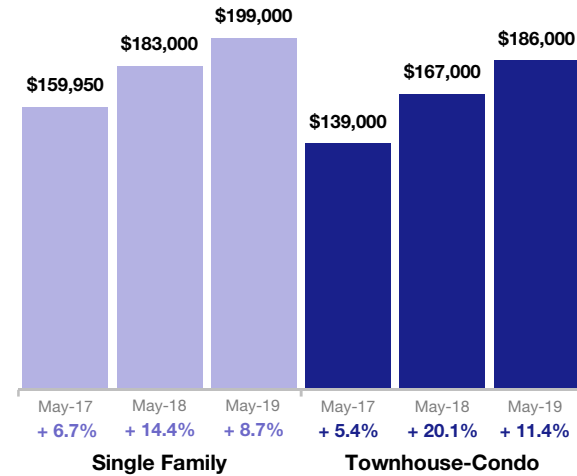
Median Sales Price



May

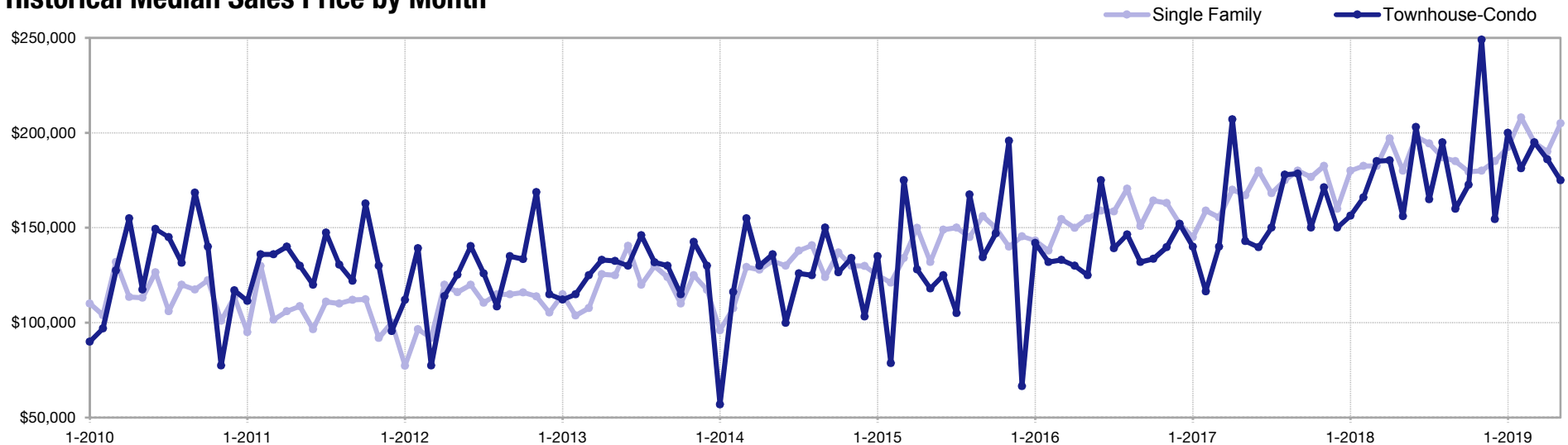


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2018	\$198,000	+10.0%	\$203,000	+45.3%
Jul-2018	\$194,400	+15.6%	\$165,000	+10.0%
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	\$192,500	+6.9%	\$200,000	+27.9%
Feb-2019	\$208,000	+14.0%	\$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	\$205,000	+13.9%	\$175,000	+12.2%

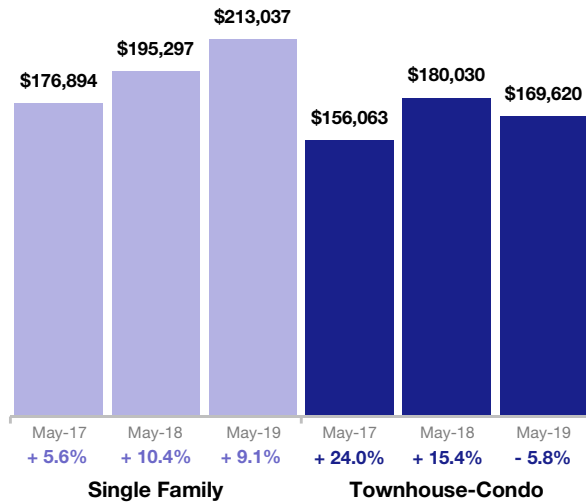
Historical Median Sales Price by Month



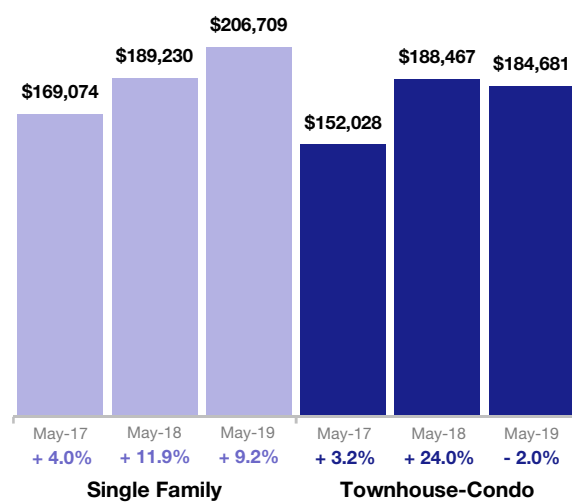
Average Sales Price



May

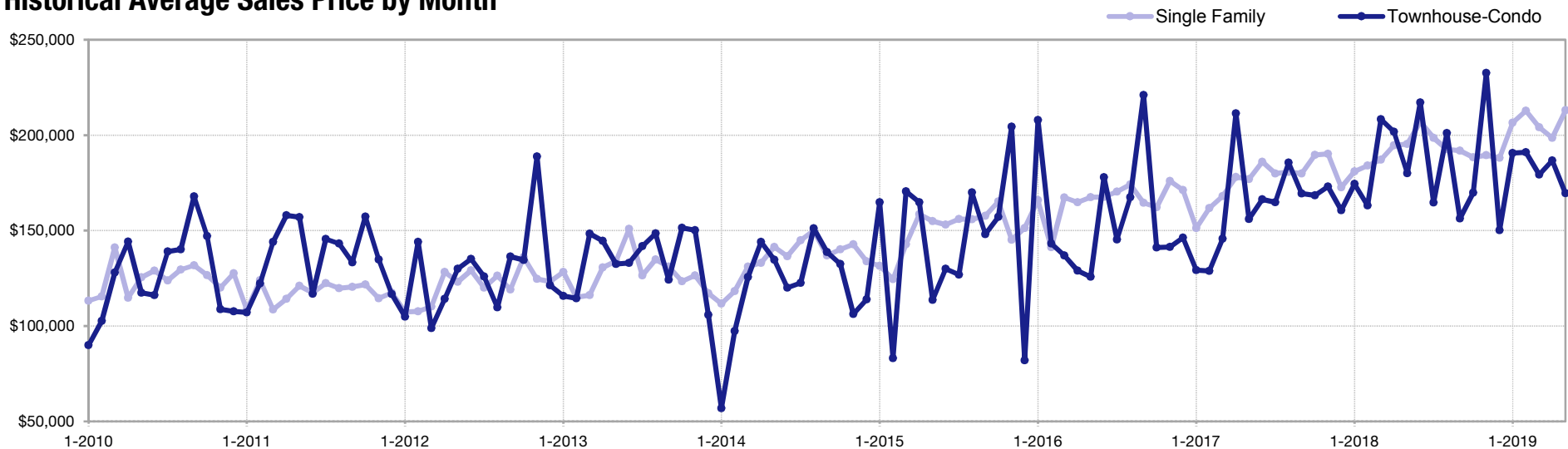


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2018	\$206,903	+11.2%	\$217,095	+30.4%
Jul-2018	\$198,602	+10.4%	\$164,650	-0.1%
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	\$189,443	-0.4%	\$232,540	+34.4%
Dec-2018	\$188,060	+8.9%	\$150,225	-6.5%
Jan-2019	\$206,453	+14.1%	\$190,667	+9.3%
Feb-2019	\$212,836	+15.6%	\$191,010	+17.1%
Mar-2019	\$204,184	+9.1%	\$179,322	-13.9%
Apr-2019	\$198,625	+2.0%	\$186,708	-7.5%
May-2019	\$213,037	+9.1%	\$169,620	-5.8%

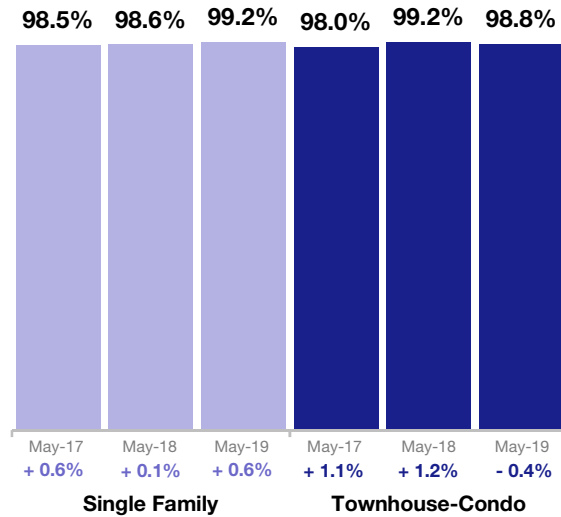
Historical Average Sales Price by Month



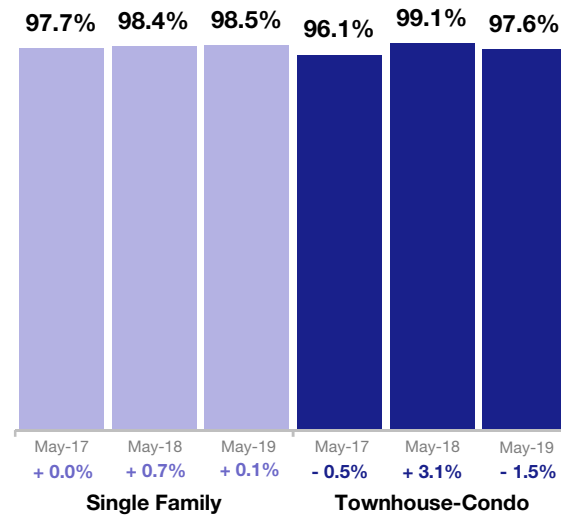
Percent of List Price Received



May

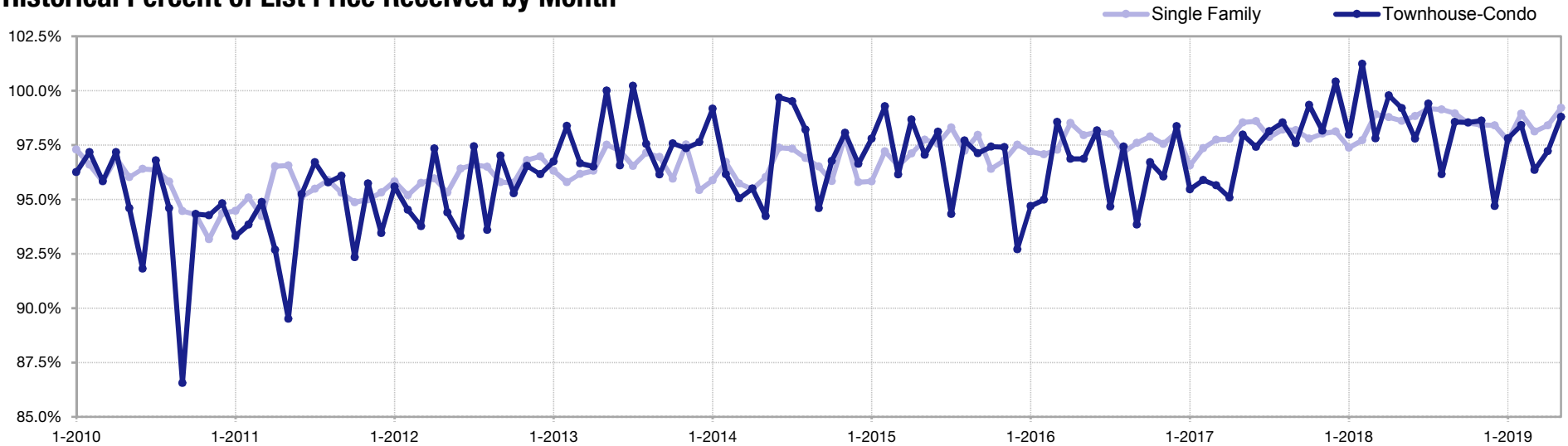


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2018	98.8%	+0.2%	97.8%	+0.4%
Jul-2018	99.2%	+1.3%	99.4%	+1.3%
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	97.7%	+0.3%	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	99.2%	+0.6%	98.8%	-0.4%

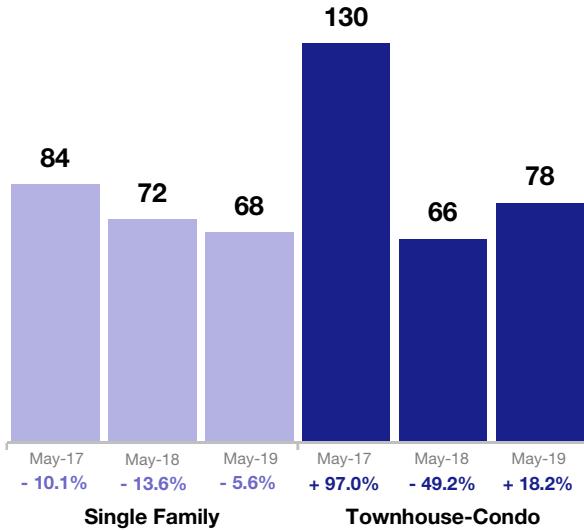
Historical Percent of List Price Received by Month



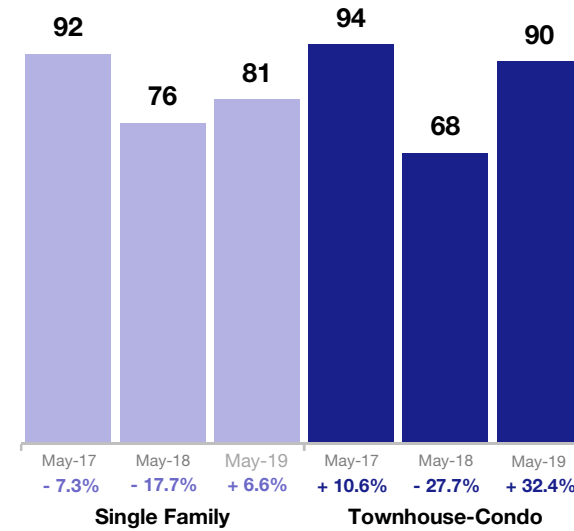
Days on Market Until Sale



May

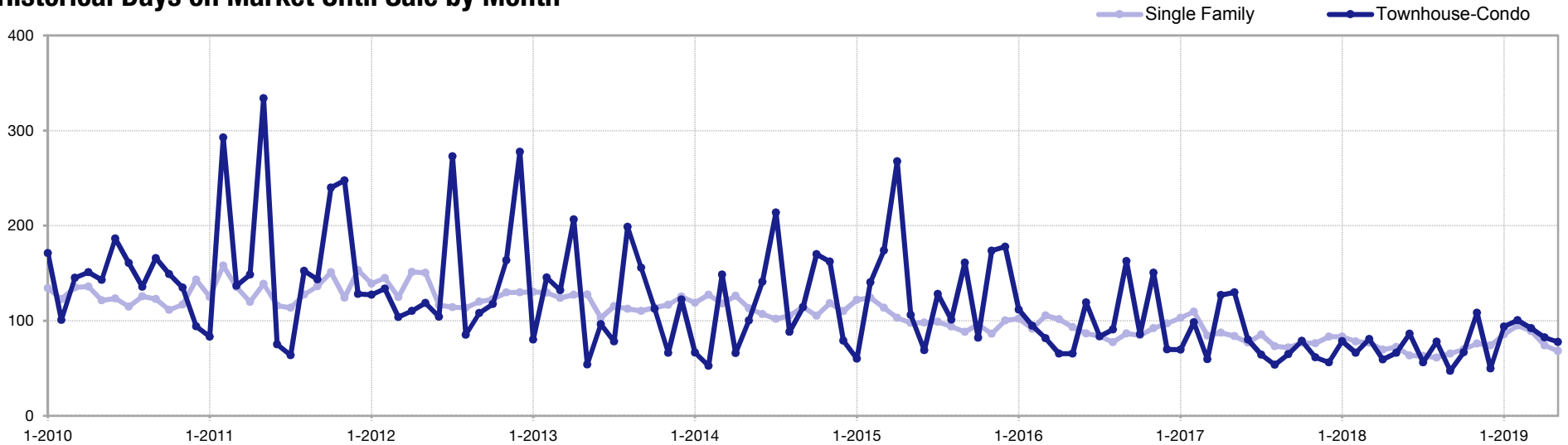


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2018	63	-18.2%	86	+7.5%
Jul-2018	63	-26.7%	56	-12.5%
Aug-2018	61	-16.4%	78	+44.4%
Sep-2018	65	-9.7%	47	-27.7%
Oct-2018	70	-9.1%	67	-15.2%
Nov-2018	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%	78	+18.2%

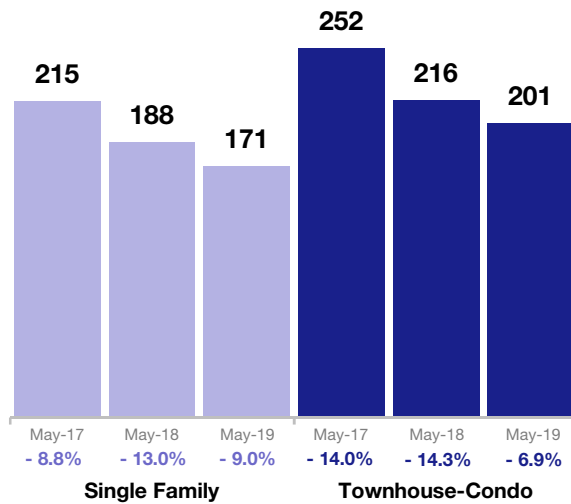
Historical Days on Market Until Sale by Month



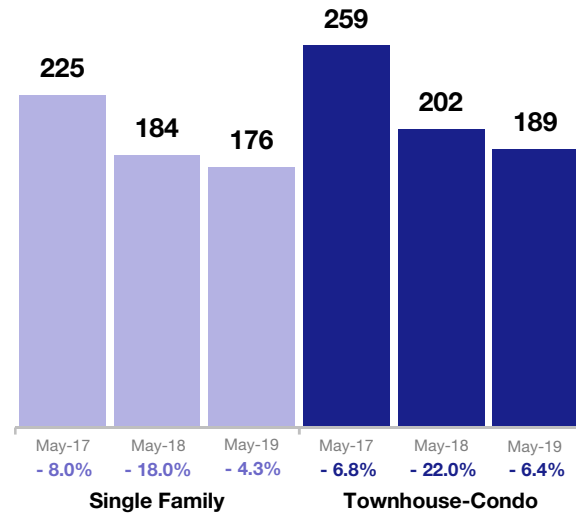
Housing Affordability Index



May

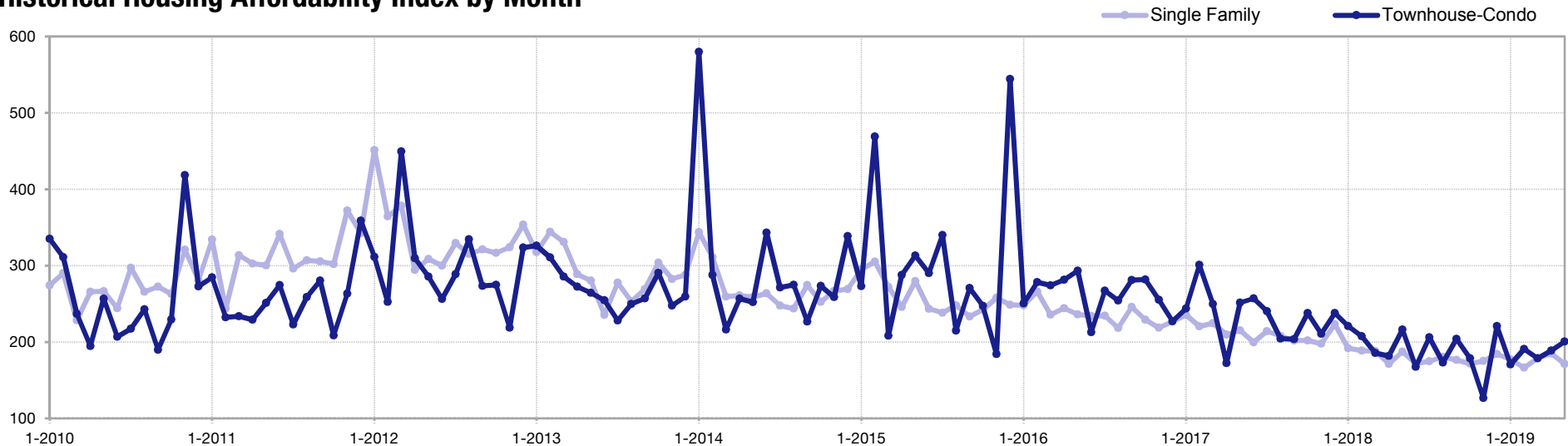


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2018	172	-14.0%	167	-35.0%
Jul-2018	175	-18.2%	206	-14.2%
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	177	-7.8%	171	-22.6%
Feb-2019	166	-12.2%	191	-8.2%
Mar-2019	179	-4.8%	179	-3.8%
Apr-2019	185	+8.2%	189	+3.8%
May-2019	171	-9.0%	201	-6.9%

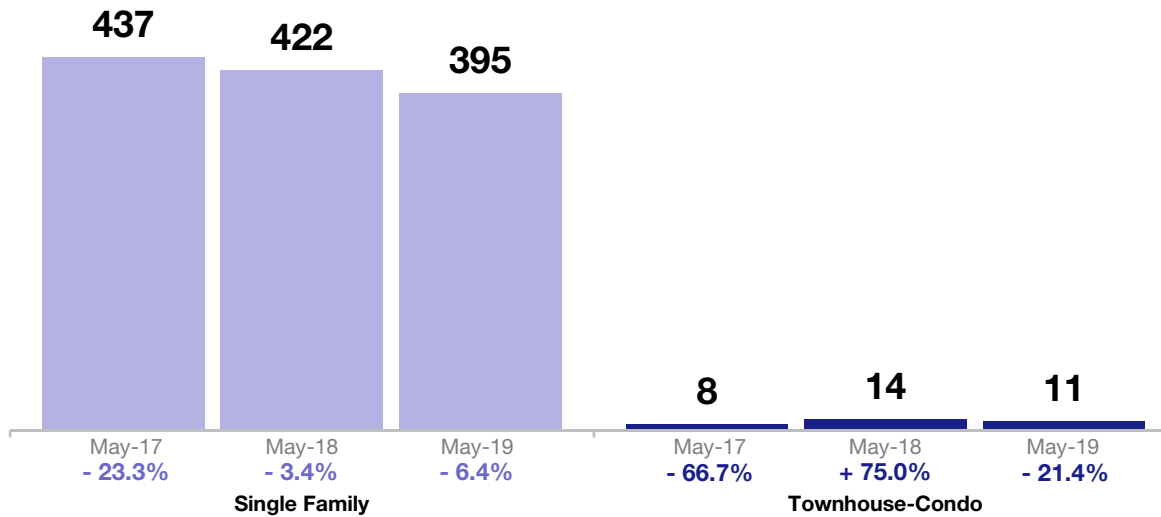
Historical Housing Affordability Index by Month



Inventory of Active Listings

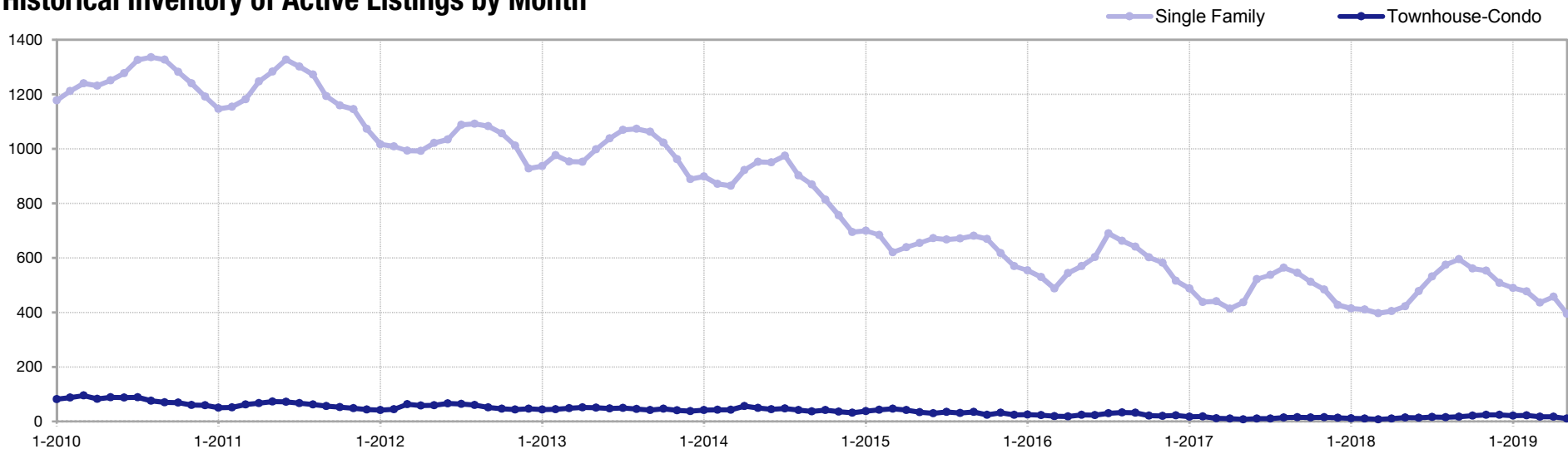


May



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2018	478	-8.4%	13	+18.2%
Jul-2018	532	-0.9%	16	+45.5%
Aug-2018	575	+2.0%	15	+7.1%
Sep-2018	595	+9.2%	17	+13.3%
Oct-2018	561	+9.6%	21	+50.0%
Nov-2018	553	+14.3%	24	+60.0%
Dec-2018	508	+19.0%	24	+84.6%
Jan-2019	490	+18.1%	21	+75.0%
Feb-2019	477	+16.1%	22	+100.0%
Mar-2019	436	+9.8%	17	+112.5%
Apr-2019	457	+12.8%	17	+54.5%
May-2019	395	-6.4%	11	-21.4%

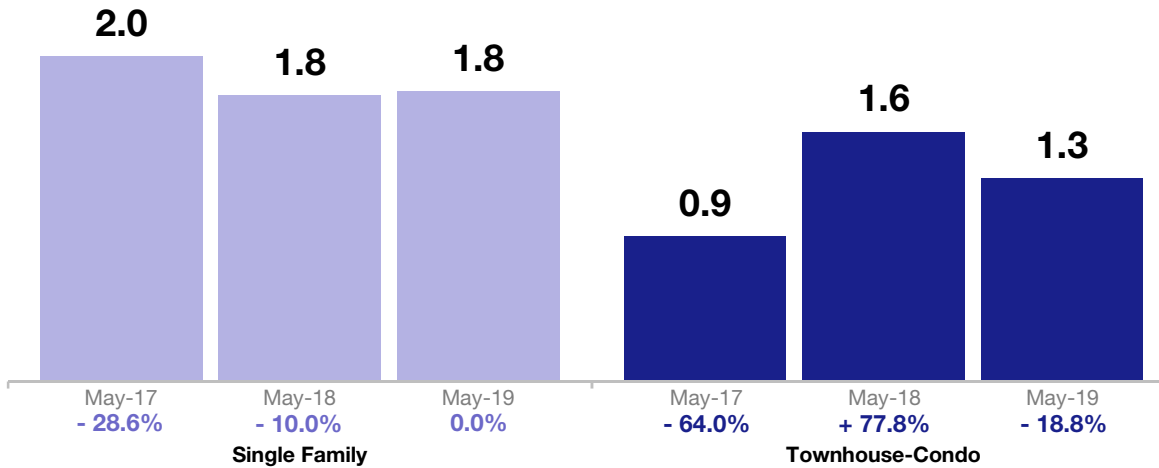
Historical Inventory of Active Listings by Month



Months Supply of Inventory

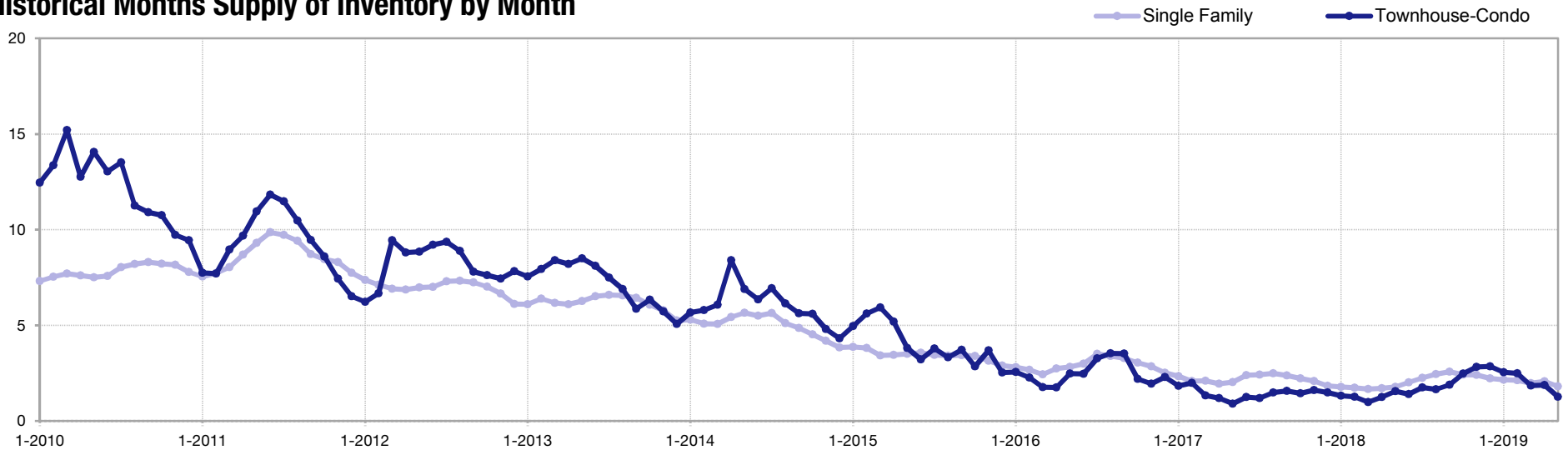


May



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2018	2.0	-16.7%	1.4	+16.7%
Jul-2018	2.2	-8.3%	1.7	+41.7%
Aug-2018	2.4	-4.0%	1.7	+13.3%
Sep-2018	2.6	+8.3%	1.9	+18.8%
Oct-2018	2.4	+9.1%	2.5	+78.6%
Nov-2018	2.4	+14.3%	2.8	+75.0%
Dec-2018	2.2	+22.2%	2.9	+93.3%
Jan-2019	2.2	+22.2%	2.5	+92.3%
Feb-2019	2.1	+23.5%	2.5	+92.3%
Mar-2019	2.0	+17.6%	1.9	+90.0%
Apr-2019	2.1	+23.5%	1.9	+58.3%
May-2019	1.8	0.0%	1.3	-18.8%

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.



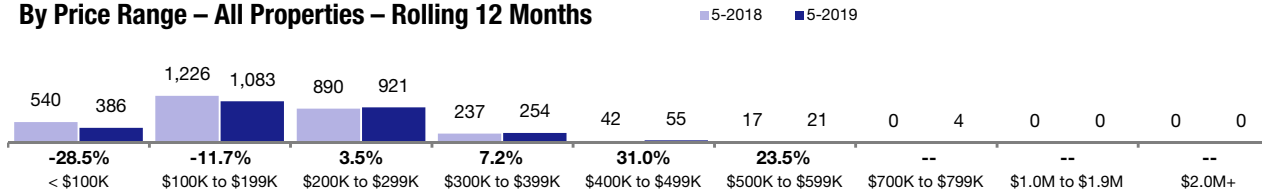
Key Metrics	Historical Sparkbars	5-2018	5-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		355	335	- 5.6%	1,492	1,465	- 1.8%
Pending Sales		278	317	+ 14.0%	1,255	1,235	- 1.6%
Sold Listings		278	240	- 13.7%	1,140	1,025	- 10.1%
Median Sales Price		\$179,900	\$204,950	+ 13.9%	\$182,500	\$196,000	+ 7.4%
Avg. Sales Price		\$194,748	\$212,132	+ 8.9%	\$189,203	\$205,806	+ 8.8%
Pct. of List Price Received		98.6%	99.2%	+ 0.6%	98.4%	98.5%	+ 0.1%
Days on Market		72	68	- 5.6%	75	81	+ 8.0%
Affordability Index		188	171	- 9.0%	185	179	- 3.2%
Active Listings		436	406	- 6.9%	--	--	--
Months Supply		1.8	1.8	0.0%	--	--	--

Sold Listings

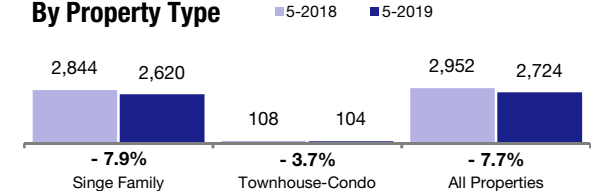
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	5-2018	5-2019	Change	5-2018	5-2019	Change
\$99,999 and Below	535	379	-29.2%	5	7	+40.0%
\$100,000 to \$199,999	1,147	1,022	-10.9%	79	61	-22.8%
\$200,000 to \$299,999	873	892	+2.2%	17	29	+70.6%
\$300,000 to \$399,999	231	247	+6.9%	6	7	+16.7%
\$400,000 to \$499,999	41	55	+34.1%	1	0	-100.0%
\$500,000 to \$699,999	17	21	+23.5%	0	0	--
\$700,000 to \$999,999	0	4	--	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	2,844	2,620	-7.9%	108	104	-3.7%

Compared to Prior Month

By Price Range	Single Family			Condo		
	4-2019	5-2019	Change	4-2019	5-2019	Change
\$99,999 and Below	35	18	-48.6%	1	0	-100.0%
\$100,000 to \$199,999	89	97	+9.0%	8	3	-62.5%
\$200,000 to \$299,999	80	85	+6.3%	3	2	-33.3%
\$300,000 to \$399,999	21	27	+28.6%	0	0	--
\$400,000 to \$499,999	5	7	+40.0%	0	0	--
\$500,000 to \$699,999	1	0	-100.0%	0	0	--
\$700,000 to \$999,999	1	1	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	232	235	+1.3%	12	5	-58.3%

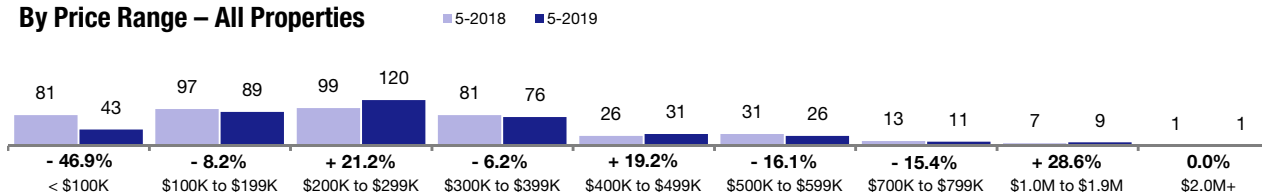
Year to Date

By Price Range	Single Family			Condo		
	5-2018	5-2019	Change	5-2018	5-2019	Change
\$99,999 and Below	201	128	-36.3%	0	4	--
\$100,000 to \$199,999	427	369	-13.6%	30	23	-23.3%
\$200,000 to \$299,999	345	351	+1.7%	4	14	+250.0%
\$300,000 to \$399,999	108	93	-13.9%	4	1	-75.0%
\$400,000 to \$499,999	17	29	+70.6%	1	0	-100.0%
\$500,000 to \$699,999	3	9	+200.0%	0	0	--
\$700,000 to \$999,999	0	4	--	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	1,101	983	-10.7%	39	42	+7.7%

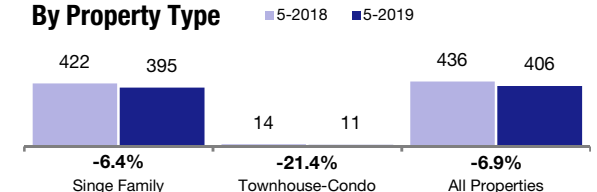
Inventory of Active Listings

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		
	5-2018	5-2019	Change	5-2018	5-2019	Change
\$99,999 and Below	80	43	-46.3%	1	0	-100.0%
\$100,000 to \$199,999	92	84	-8.7%	5	5	0.0%
\$200,000 to \$299,999	92	116	+26.1%	7	4	-42.9%
\$300,000 to \$399,999	80	76	-5.0%	1	0	-100.0%
\$400,000 to \$499,999	26	30	+15.4%	0	1	--
\$500,000 to \$699,999	31	25	-19.4%	0	1	--
\$700,000 to \$999,999	13	11	-15.4%	0	0	--
\$1,000,000 to \$1,999,999	7	9	+28.6%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	422	395	-6.4%	14	11	-21.4%

Compared to Prior Month

By Price Range	Single Family			Condo		
	4-2019	5-2019	Change	4-2019	5-2019	Change
\$99,999 and Below	46	43	-6.5%	0	0	--
\$100,000 to \$199,999	102	84	-17.6%	6	5	-16.7%
\$200,000 to \$299,999	126	116	-7.9%	10	4	-60.0%
\$300,000 to \$399,999	95	76	-20.0%	0	0	--
\$400,000 to \$499,999	38	30	-21.1%	0	1	--
\$500,000 to \$699,999	30	25	-16.7%	1	1	0.0%
\$700,000 to \$999,999	10	11	+10.0%	0	0	--
\$1,000,000 to \$1,999,999	8	9	+12.5%	0	0	--
\$2,000,000 and Above	2	1	-50.0%	0	0	--
All Price Ranges	457	395	-13.6%	17	11	-35.3%

Year to Date

By Price Range	Single Family			Condo		
	5-2018	5-2019	Change	5-2018	5-2019	Change
\$99,999 and Below	201	128	-36.3%	0	4	--
\$100,000 to \$199,999	427	369	-13.6%	30	23	-23.3%
\$200,000 to \$299,999	345	351	+1.7%	4	14	+250.0%
\$300,000 to \$399,999	108	93	-13.9%	4	1	-75.0%
\$400,000 to \$499,999	17	29	+70.6%	1	0	-100.0%
\$500,000 to \$699,999	3	9	+200.0%	0	0	--
\$700,000 to \$999,999	0	4	--	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	1,101	983	-10.7%	39	42	+7.7%

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 May 2019

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Pueblo County

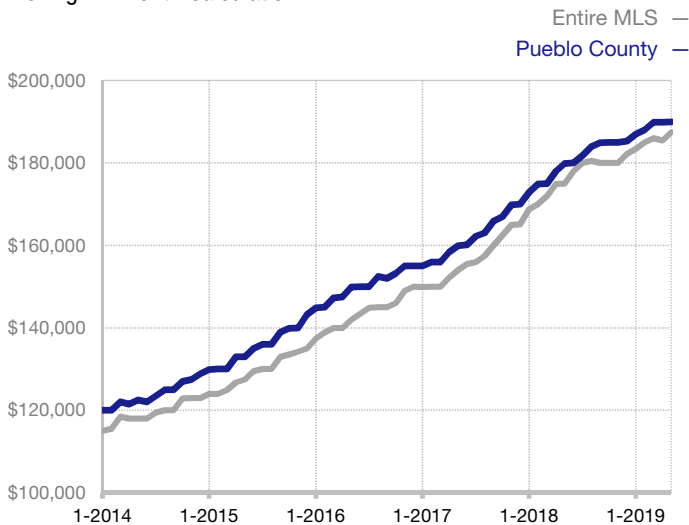
Single Family Key Metrics	May			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 05-2018	Thru 05-2019	Percent Change from Previous Year
New Listings	333	319	- 4.2%	1,413	1,391	- 1.6%
Sold Listings	259	231	- 10.8%	1,082	961	- 11.2%
Median Sales Price*	\$179,900	\$204,900	+ 13.9%	\$183,000	\$199,500	+ 9.0%
Average Sales Price*	\$193,128	\$212,643	+ 10.1%	\$189,355	\$207,356	+ 9.5%
Percent of List Price Received*	98.6%	99.2%	+ 0.6%	98.3%	98.6%	+ 0.3%
Days on Market Until Sale	73	68	- 6.8%	76	79	+ 3.9%
Inventory of Homes for Sale	413	366	- 11.4%	--	--	--
Months Supply of Inventory	1.8	1.7	- 5.6%	--	--	--

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

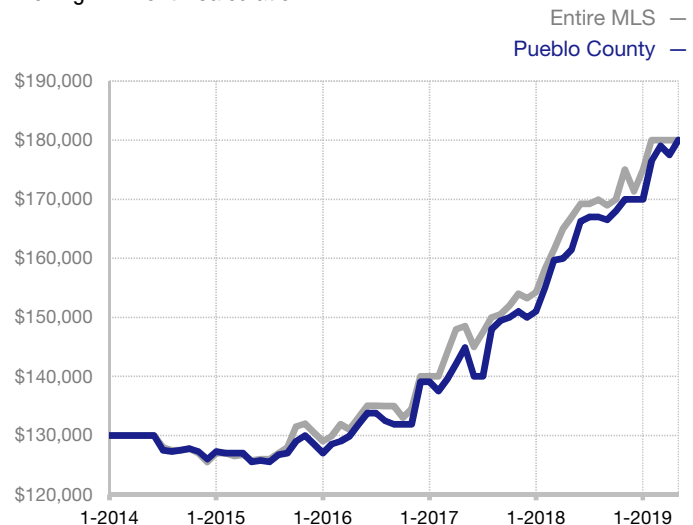
Townhouse-Condo Key Metrics	May			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 05-2018	Thru 05-2019	Percent Change from Previous Year
New Listings	17	8	- 52.9%	51	45	- 11.8%
Sold Listings	10	5	- 50.0%	39	40	+ 2.6%
Median Sales Price*	\$156,000	\$175,000	+ 12.2%	\$167,000	\$186,000	+ 11.4%
Average Sales Price*	\$180,030	\$169,620	- 5.8%	\$188,467	\$184,003	- 2.4%
Percent of List Price Received*	99.2%	98.8%	- 0.4%	99.1%	97.6%	- 1.5%
Days on Market Until Sale	66	78	+ 18.2%	68	92	+ 35.3%
Inventory of Homes for Sale	13	11	- 15.4%	--	--	--
Months Supply of Inventory	1.5	1.3	- 13.3%	--	--	--

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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 May 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Arkansas Valley/Otero County

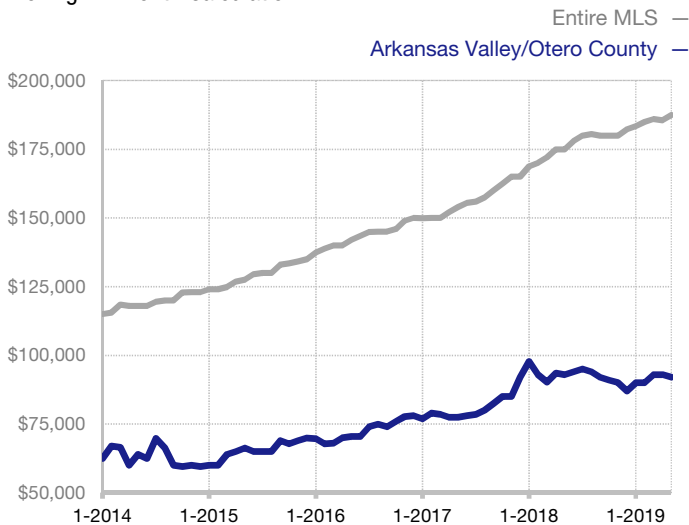
Single Family	May			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 05-2018	Thru 05-2019	Percent Change from Previous Year
Key Metrics						
New Listings	42	38	- 9.5%	161	174	+ 8.1%
Sold Listings	27	35	+ 29.6%	116	144	+ 24.1%
Median Sales Price*	\$93,000	\$89,600	- 3.7%	\$83,900	\$98,000	+ 16.8%
Average Sales Price*	\$106,785	\$108,847	+ 1.9%	\$98,577	\$115,816	+ 17.5%
Percent of List Price Received*	95.5%	95.4%	- 0.1%	95.5%	94.5%	- 1.0%
Days on Market Until Sale	101	118	+ 16.8%	123	106	- 13.8%
Inventory of Homes for Sale	94	82	- 12.8%	--	--	--
Months Supply of Inventory	3.6	2.9	- 19.4%	--	--	--

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

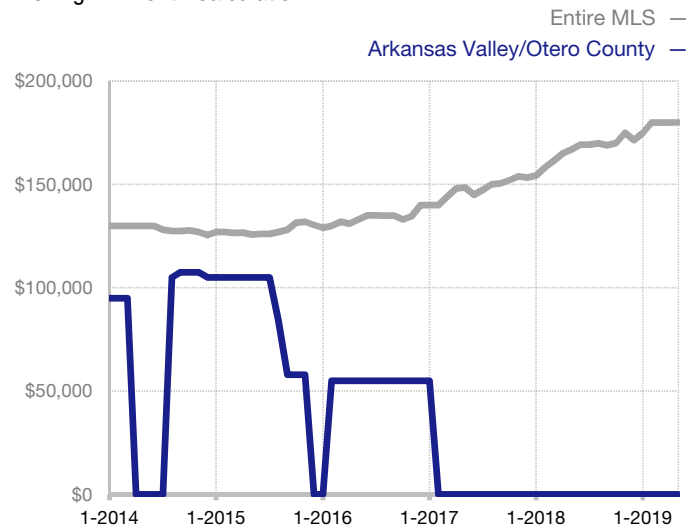
Townhouse-Condo	May			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 05-2018	Thru 05-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

* 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 May 2019

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Fowler

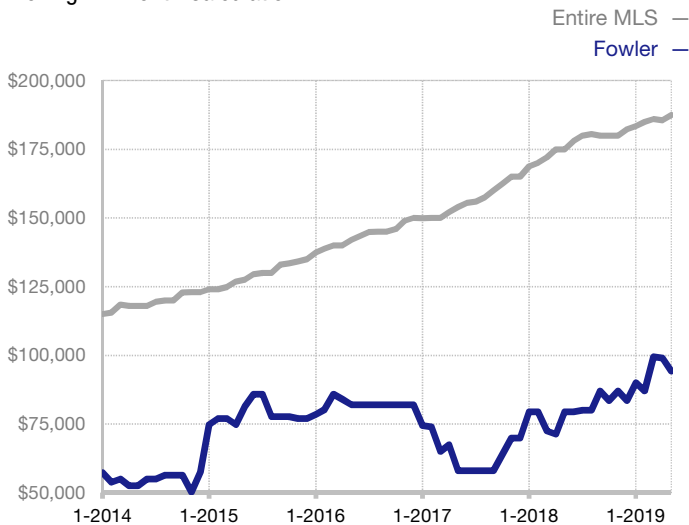
Single Family Key Metrics	May			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 05-2018	Thru 05-2019	Percent Change from Previous Year
New Listings	5	3	- 40.0%	16	15	- 6.3%
Sold Listings	4	4	0.0%	13	19	+ 46.2%
Median Sales Price*	\$111,894	\$76,200	- 31.9%	\$72,500	\$90,000	+ 24.1%
Average Sales Price*	\$110,797	\$87,475	- 21.0%	\$84,438	\$110,394	+ 30.7%
Percent of List Price Received*	104.0%	95.0%	- 8.7%	98.2%	96.9%	- 1.3%
Days on Market Until Sale	105	65	- 38.1%	111	85	- 23.4%
Inventory of Homes for Sale	4	2	- 50.0%	--	--	--
Months Supply of Inventory	1.5	0.5	- 66.7%	--	--	--

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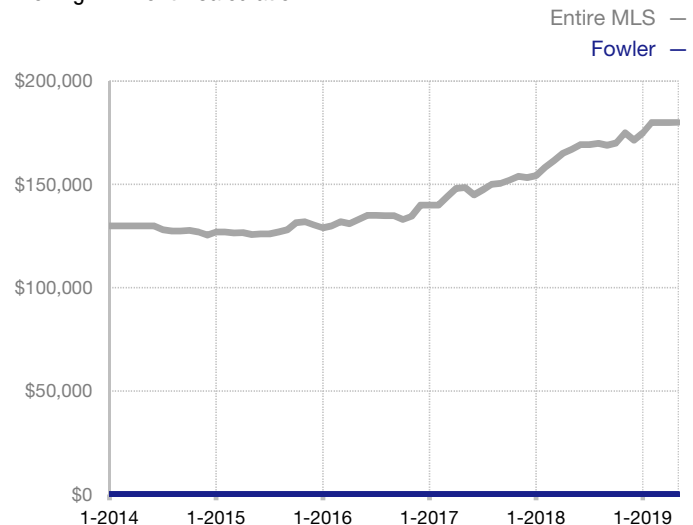
Townhouse-Condo Key Metrics	May			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 05-2018	Thru 05-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 May 2019

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Huerfano County

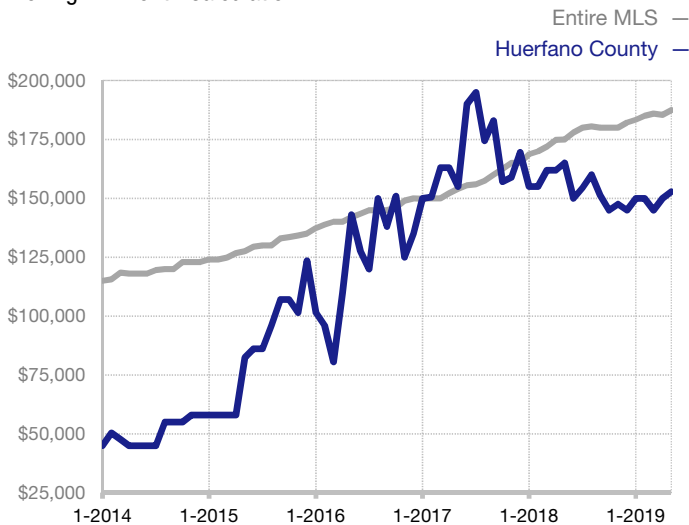
Single Family Key Metrics	May			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 05-2018	Thru 05-2019	Percent Change from Previous Year
New Listings	14	13	- 7.1%	54	49	- 9.3%
Sold Listings	8	5	- 37.5%	37	33	- 10.8%
Median Sales Price*	\$134,750	\$291,000	+ 116.0%	\$170,000	\$168,500	- 0.9%
Average Sales Price*	\$154,563	\$268,000	+ 73.4%	\$213,878	\$232,866	+ 8.9%
Percent of List Price Received*	93.0%	94.3%	+ 1.4%	94.8%	94.0%	- 0.8%
Days on Market Until Sale	162	257	+ 58.6%	199	248	+ 24.6%
Inventory of Homes for Sale	72	63	- 12.5%	--	--	--
Months Supply of Inventory	14.2	9.7	- 31.7%	--	--	--

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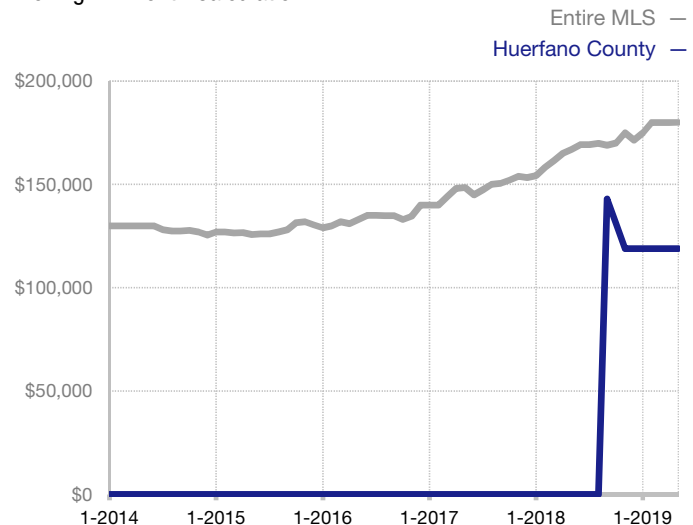
Townhouse-Condo Key Metrics	May			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 05-2018	Thru 05-2019	Percent Change from Previous Year
New Listings	1	0	- 100.0%	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for May 2019

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La Junta

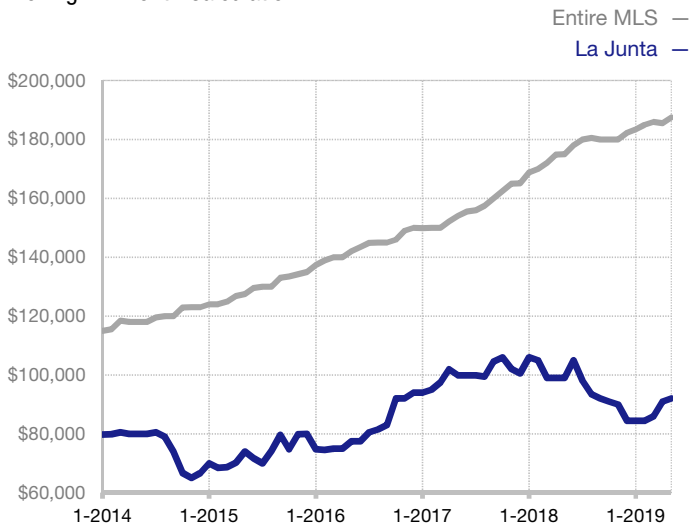
Single Family Key Metrics	May			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 05-2018	Thru 05-2019	Percent Change from Previous Year
New Listings	14	7	- 50.0%	49	37	- 24.5%
Sold Listings	7	10	+ 42.9%	32	34	+ 6.3%
Median Sales Price*	\$86,000	\$100,175	+ 16.5%	\$85,450	\$125,000	+ 46.3%
Average Sales Price*	\$89,214	\$124,185	+ 39.2%	\$97,678	\$123,423	+ 26.4%
Percent of List Price Received*	93.8%	98.0%	+ 4.5%	96.8%	95.4%	- 1.4%
Days on Market Until Sale	90	115	+ 27.8%	126	113	- 10.3%
Inventory of Homes for Sale	26	17	- 34.6%	--	--	--
Months Supply of Inventory	3.7	2.5	- 32.4%	--	--	--

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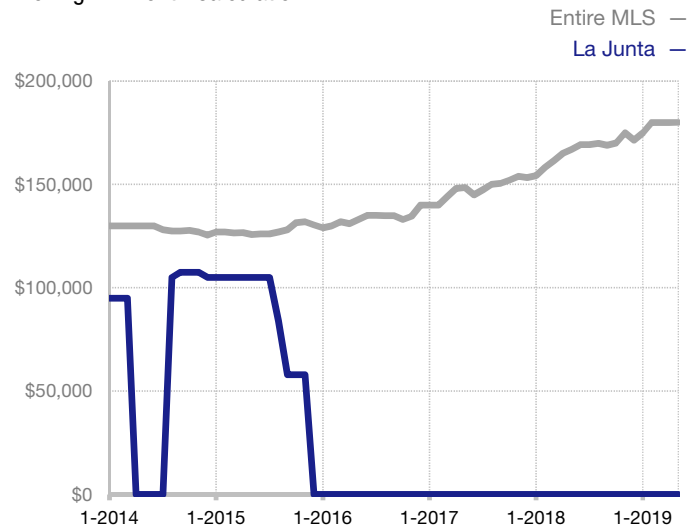
Townhouse-Condo Key Metrics	May			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 05-2018	Thru 05-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 May 2019

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Lamar

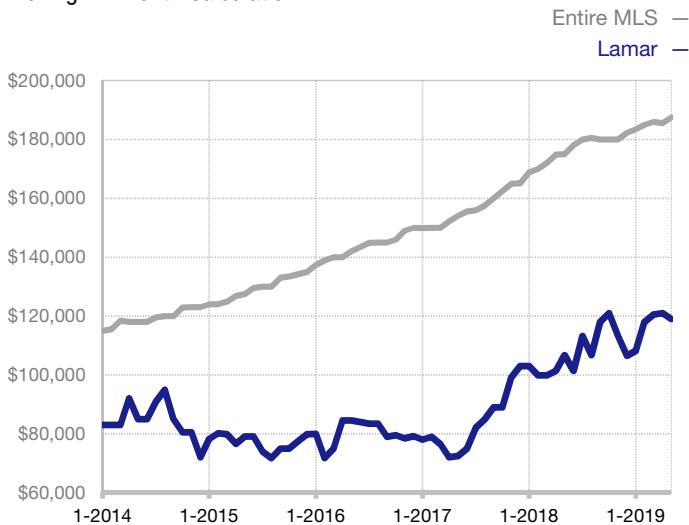
Single Family Key Metrics	May			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 05-2018	Thru 05-2019	Percent Change from Previous Year
New Listings	8	8	0.0%	25	28	+ 12.0%
Sold Listings	3	6	+ 100.0%	14	24	+ 71.4%
Median Sales Price*	\$150,000	\$129,950	- 13.4%	\$86,000	\$147,450	+ 71.5%
Average Sales Price*	\$175,000	\$131,317	- 25.0%	\$102,429	\$140,559	+ 37.2%
Percent of List Price Received*	100.4%	94.2%	- 6.2%	97.1%	93.6%	- 3.6%
Days on Market Until Sale	58	121	+ 108.6%	107	119	+ 11.2%
Inventory of Homes for Sale	13	11	- 15.4%	--	--	--
Months Supply of Inventory	3.7	2.4	- 35.1%	--	--	--

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

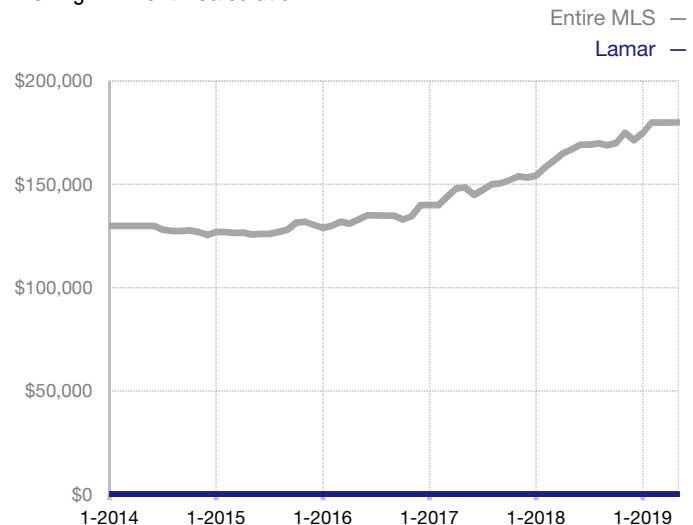
Townhouse-Condo Key Metrics	May			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 05-2018	Thru 05-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 May 2019

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Las Animas

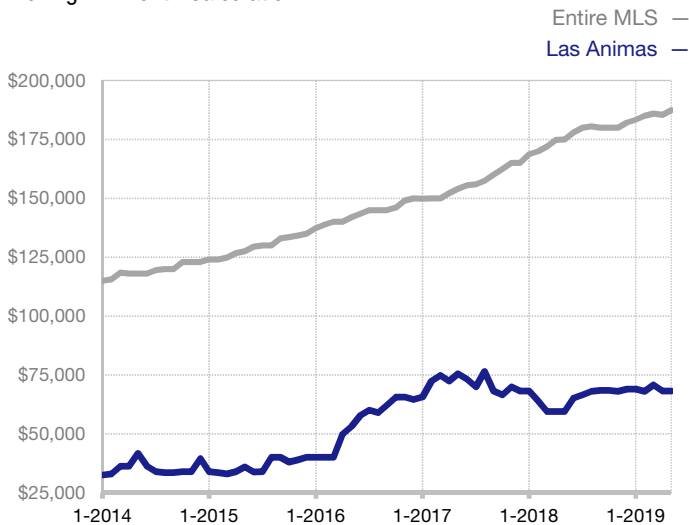
Single Family	May			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 05-2018	Thru 05-2019	Percent Change from Previous Year
Key Metrics						
New Listings	3	3	0.0%	11	17	+ 54.5%
Sold Listings	2	4	+ 100.0%	8	14	+ 75.0%
Median Sales Price*	\$66,500	\$74,750	+ 12.4%	\$40,000	\$62,500	+ 56.3%
Average Sales Price*	\$66,500	\$73,125	+ 10.0%	\$54,500	\$70,243	+ 28.9%
Percent of List Price Received*	89.5%	93.5%	+ 4.5%	82.6%	94.7%	+ 14.6%
Days on Market Until Sale	60	130	+ 116.7%	95	98	+ 3.2%
Inventory of Homes for Sale	6	6	0.0%	--	--	--
Months Supply of Inventory	1.9	2.1	+ 10.5%	--	--	--

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

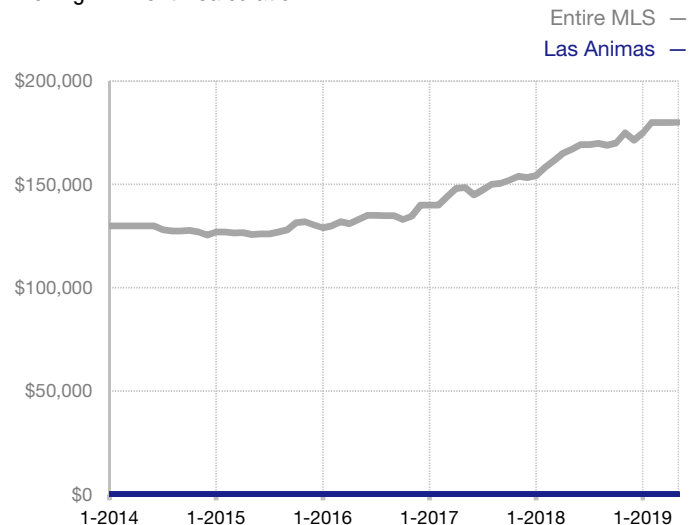
Townhouse-Condo	May			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 05-2018	Thru 05-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

* 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 May 2019

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Manzanola

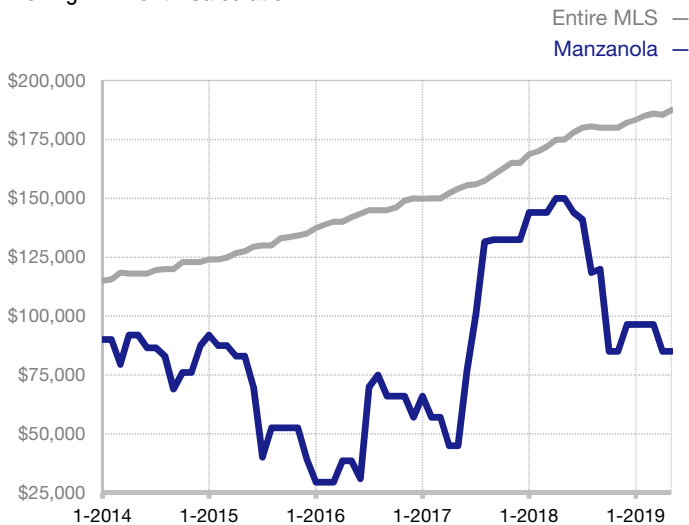
Single Family	May			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 05-2018	Thru 05-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	3	6	+ 100.0%
Sold Listings	0	2	--	2	7	+ 250.0%
Median Sales Price*	\$0	\$202,500	--	\$186,000	\$114,900	- 38.2%
Average Sales Price*	\$0	\$202,500	--	\$186,000	\$157,757	- 15.2%
Percent of List Price Received*	0.0%	97.7%	--	108.7%	93.8%	- 13.7%
Days on Market Until Sale	0	83	--	128	106	- 17.2%
Inventory of Homes for Sale	2	2	0.0%	--	--	--
Months Supply of Inventory	1.1	0.9	- 18.2%	--	--	--

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

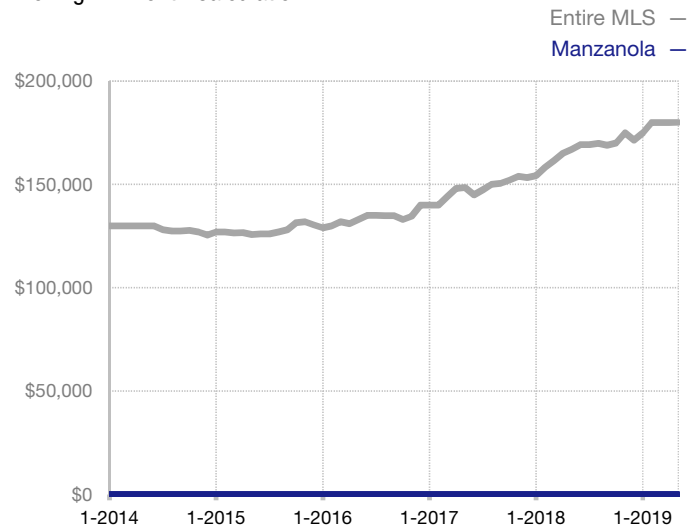
Townhouse-Condo	May			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 05-2018	Thru 05-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

* 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 May 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Rocky Ford

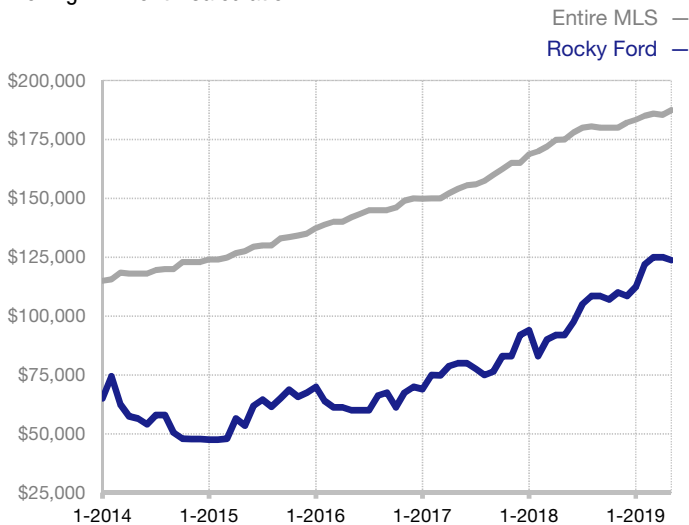
Single Family Key Metrics	May			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 05-2018	Thru 05-2019	Percent Change from Previous Year
New Listings	4	3	- 25.0%	23	27	+ 17.4%
Sold Listings	3	3	0.0%	21	20	- 4.8%
Median Sales Price*	\$115,000	\$70,000	- 39.1%	\$89,000	\$111,730	+ 25.5%
Average Sales Price*	\$134,667	\$69,833	- 48.1%	\$97,579	\$117,523	+ 20.4%
Percent of List Price Received*	95.4%	96.6%	+ 1.3%	92.6%	97.1%	+ 4.9%
Days on Market Until Sale	211	167	- 20.9%	151	103	- 31.8%
Inventory of Homes for Sale	13	10	- 23.1%	--	--	--
Months Supply of Inventory	3.1	2.6	- 16.1%	--	--	--

* 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	May			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 05-2018	Thru 05-2019	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

