

# Monthly Indicators



## September 2017

Percent changes calculated using year-over-year comparisons.

New Listings were down 0.4 percent for single family homes and 21.4 percent for townhouse-condo properties. Pending Sales increased 12.7 percent for single family homes but remained flat for townhouse-condo properties.

The Median Sales Price was up 19.2 percent to \$180,000 for single family homes and 45.5 percent to \$192,000 for townhouse-condo properties. Days on Market decreased 18.4 percent for single family homes and 57.7 percent for condo properties.

Last year at this time, the national storyline was about how high demand was propping up sales and prices despite low inventory and months of supply. That has actually continued to be a familiar refrain for many months in 2017 and now for the past couple of years. But with the likes of Hurricanes Harvey and Irma, different employment outlooks, disparate incomes, varying new construction expectations and potential housing policy shifts, regional differences are becoming more prevalent and pronounced.

## Activity Snapshot

<b>+ 8.4%</b>	<b>+ 20.5%</b>	<b>- 24.9%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> All Properties

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

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# Single Family Market Overview

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



Key Metrics	Historical Sparkbars	9-2016	9-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		266	<b>265</b>	- 0.4%	2,570	<b>2,674</b>	+ 4.0%
<b>Pending Sales</b>		220	<b>248</b>	+ 12.7%	1,977	<b>2,197</b>	+ 11.1%
<b>Sold Listings</b>		232	<b>251</b>	+ 8.2%	1,835	<b>2,097</b>	+ 14.3%
<b>Median Sales Price</b>		\$150,950	<b>\$180,000</b>	+ 19.2%	\$155,000	<b>\$167,750</b>	+ 8.2%
<b>Avg. Sales Price</b>		\$164,512	<b>\$179,246</b>	+ 9.0%	\$165,864	<b>\$175,495</b>	+ 5.8%
<b>Pct. of List Price Received</b>		97.6%	<b>98.1%</b>	+ 0.5%	97.7%	<b>98.0%</b>	+ 0.3%
<b>Days on Market</b>		87	<b>71</b>	- 18.4%	92	<b>84</b>	- 8.7%
<b>Affordability Index</b>		246	<b>202</b>	- 17.9%	240	<b>217</b>	- 9.6%
<b>Active Listings</b>		636	<b>492</b>	- 22.6%	--	--	--
<b>Months Supply</b>		3.3	<b>2.2</b>	- 33.3%	--	--	--

# Townhouse-Condo Market Overview

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

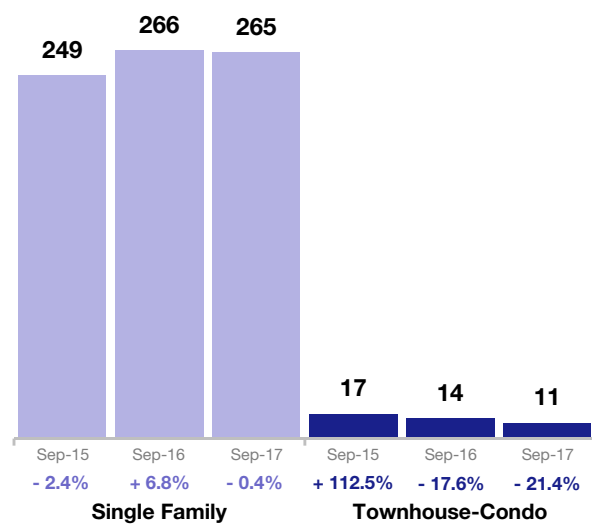


Key Metrics	Historical Sparkbars	9-2016	9-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		14	11	- 21.4%	99	83	- 16.2%
<b>Pending Sales</b>		14	14	0.0%	81	81	0.0%
<b>Sold Listings</b>		6	7	+ 16.7%	75	71	- 5.3%
<b>Median Sales Price</b>		\$132,000	\$192,000	+ 45.5%	\$136,250	\$150,000	+ 10.1%
<b>Avg. Sales Price</b>		\$221,000	\$174,286	- 21.1%	\$159,023	\$162,329	+ 2.1%
<b>Pct. of List Price Received</b>		93.8%	97.2%	+ 3.6%	96.5%	97.0%	+ 0.5%
<b>Days on Market</b>		163	69	- 57.7%	96	80	- 16.7%
<b>Affordability Index</b>		281	189	- 32.7%	272	242	- 11.0%
<b>Active Listings</b>		32	10	- 68.8%	--	--	--
<b>Months Supply</b>		3.5	1.1	- 68.6%	--	--	--

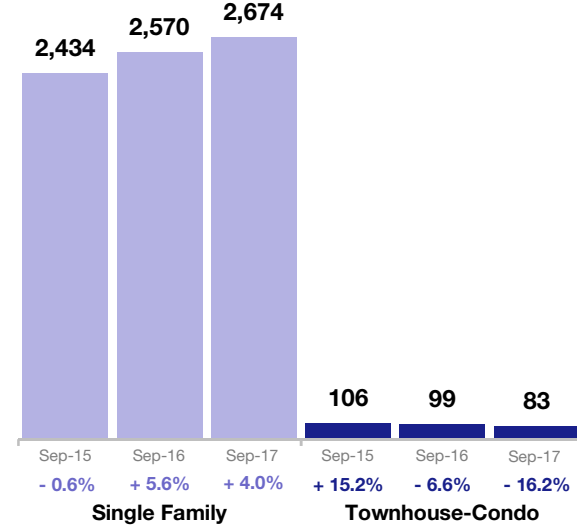
# New Listings



## September

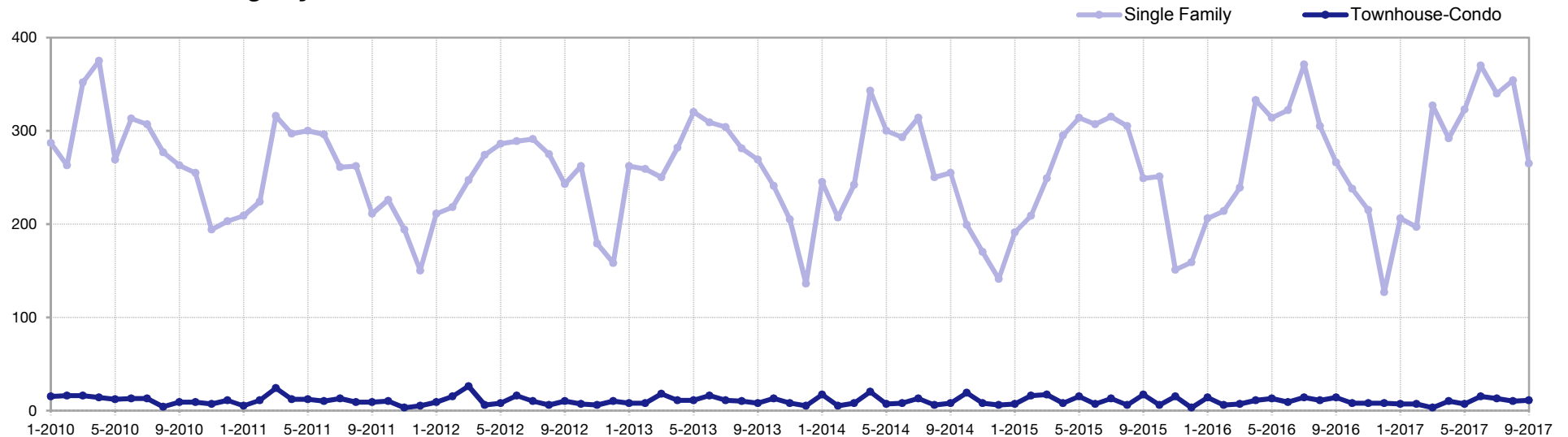


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2016	238	-5.2%	8	+33.3%
Nov-2016	215	+42.4%	8	-46.7%
Dec-2016	127	-20.1%	8	+166.7%
Jan-2017	206	0.0%	7	-50.0%
Feb-2017	197	-7.9%	7	+16.7%
Mar-2017	327	+36.8%	3	-57.1%
Apr-2017	292	-12.3%	10	-9.1%
May-2017	323	+2.9%	7	-46.2%
Jun-2017	370	+14.9%	15	+66.7%
Jul-2017	340	-8.4%	13	-7.1%
Aug-2017	354	+16.1%	10	-9.1%
<b>Sep-2017</b>	<b>265</b>	<b>-0.4%</b>	<b>11</b>	<b>-21.4%</b>

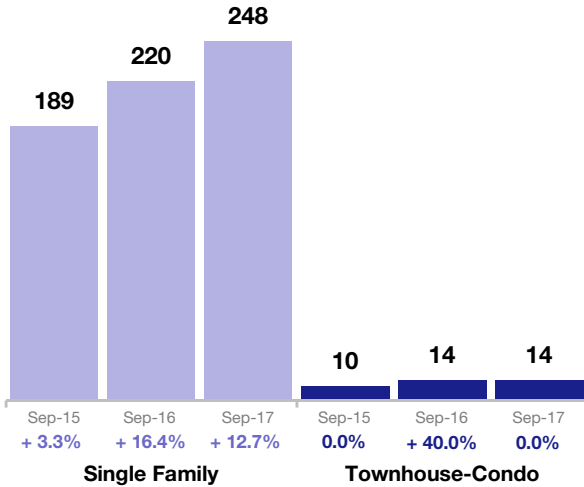
## Historical New Listings by Month



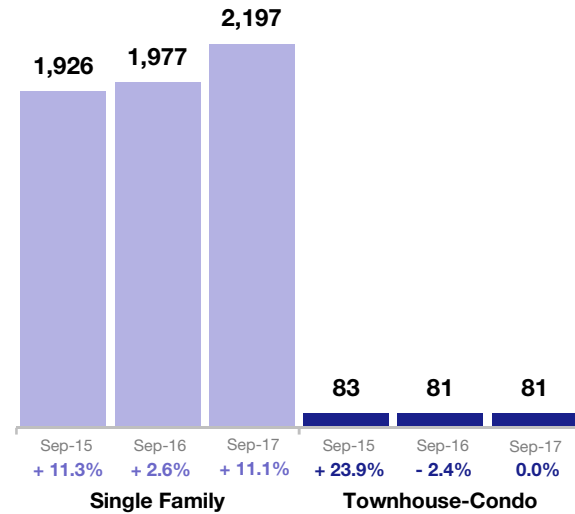
# Pending Sales



## September

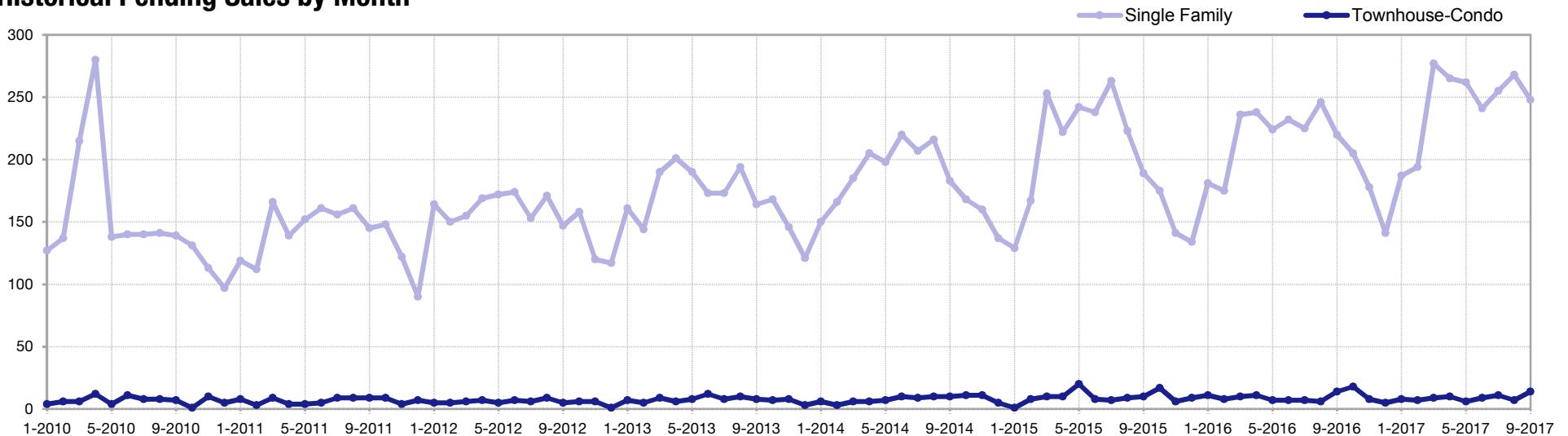


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2016	205	+17.1%	18	+5.9%
Nov-2016	178	+26.2%	8	+33.3%
Dec-2016	141	+5.2%	5	-44.4%
Jan-2017	187	+3.3%	8	-27.3%
Feb-2017	194	+10.9%	7	-12.5%
Mar-2017	277	+17.4%	9	-10.0%
Apr-2017	265	+11.3%	10	-9.1%
May-2017	262	+17.0%	6	-14.3%
Jun-2017	241	+3.9%	9	+28.6%
Jul-2017	255	+13.3%	11	+57.1%
Aug-2017	268	+8.9%	7	+16.7%
<b>Sep-2017</b>	<b>248</b>	<b>+12.7%</b>	<b>14</b>	<b>0.0%</b>

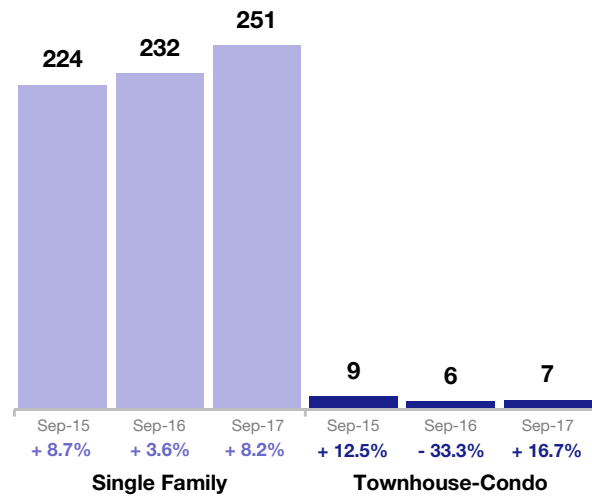
## Historical Pending Sales by Month



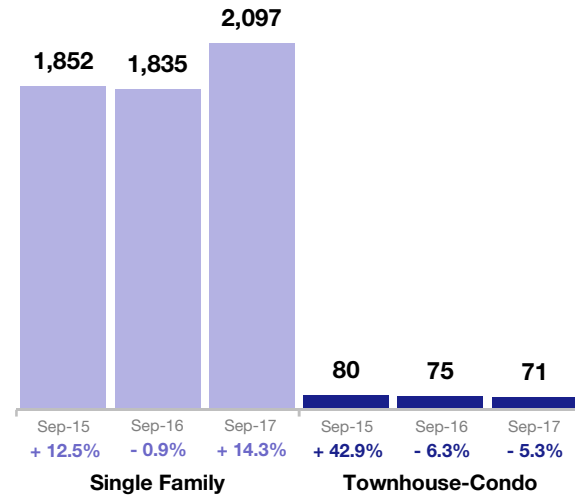
# Sold Listings



## September

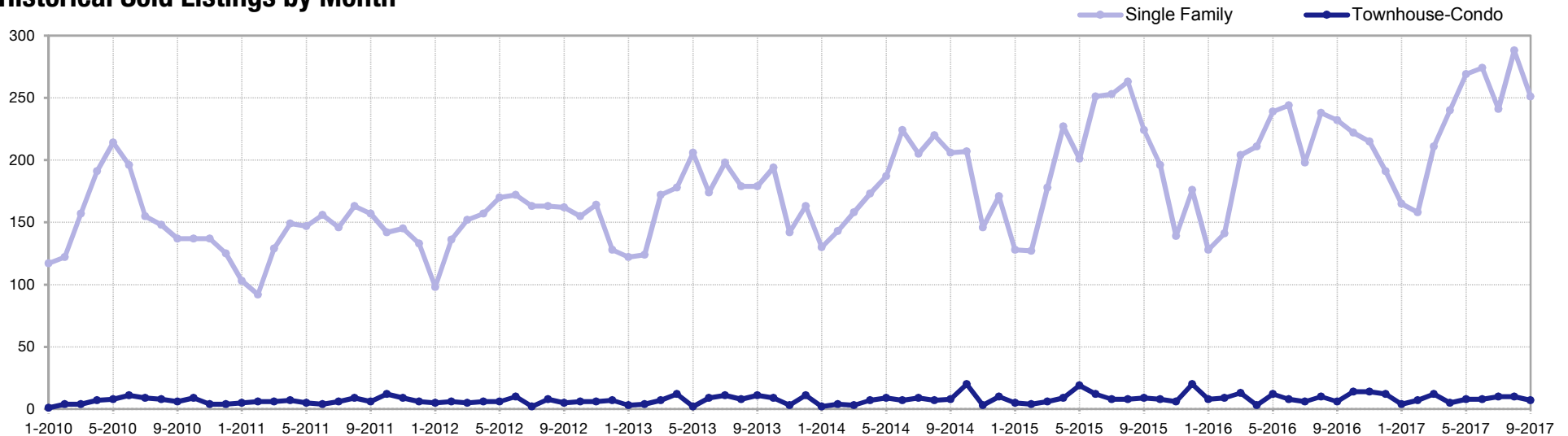


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2016	222	+13.3%	14	+75.0%
Nov-2016	215	+54.7%	14	+133.3%
Dec-2016	191	+8.5%	12	-40.0%
Jan-2017	165	+28.9%	4	-50.0%
Feb-2017	158	+12.1%	7	-22.2%
Mar-2017	211	+3.4%	12	-7.7%
Apr-2017	240	+13.7%	5	+66.7%
May-2017	269	+12.6%	8	-33.3%
Jun-2017	274	+12.3%	8	0.0%
Jul-2017	241	+21.7%	10	+66.7%
Aug-2017	288	+21.0%	10	0.0%
Sep-2017	251	+8.2%	7	+16.7%

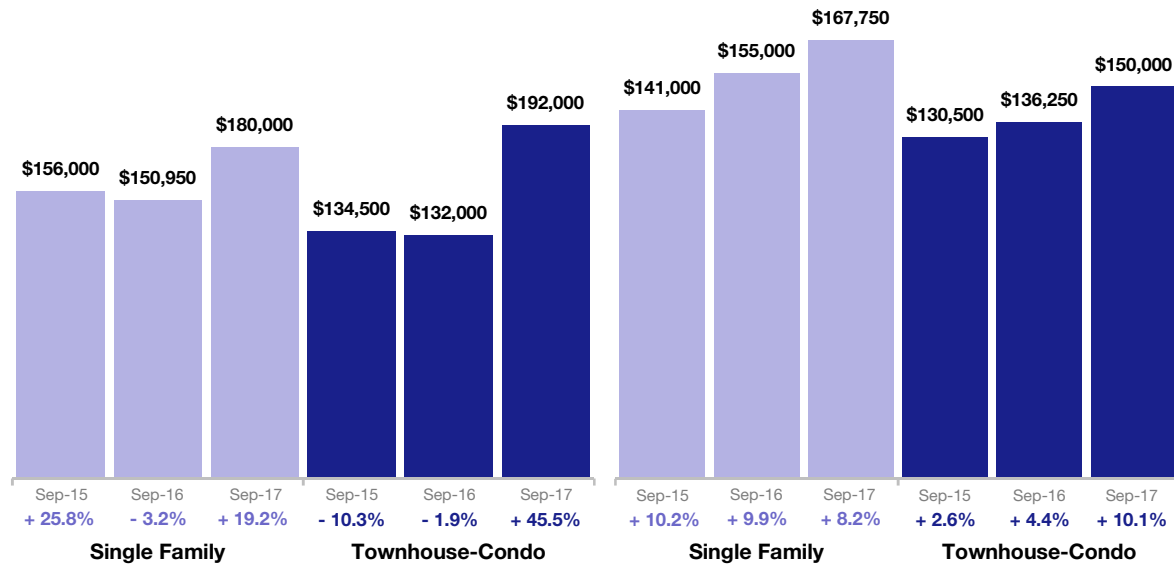
## Historical Sold Listings by Month



# Median Sales Price

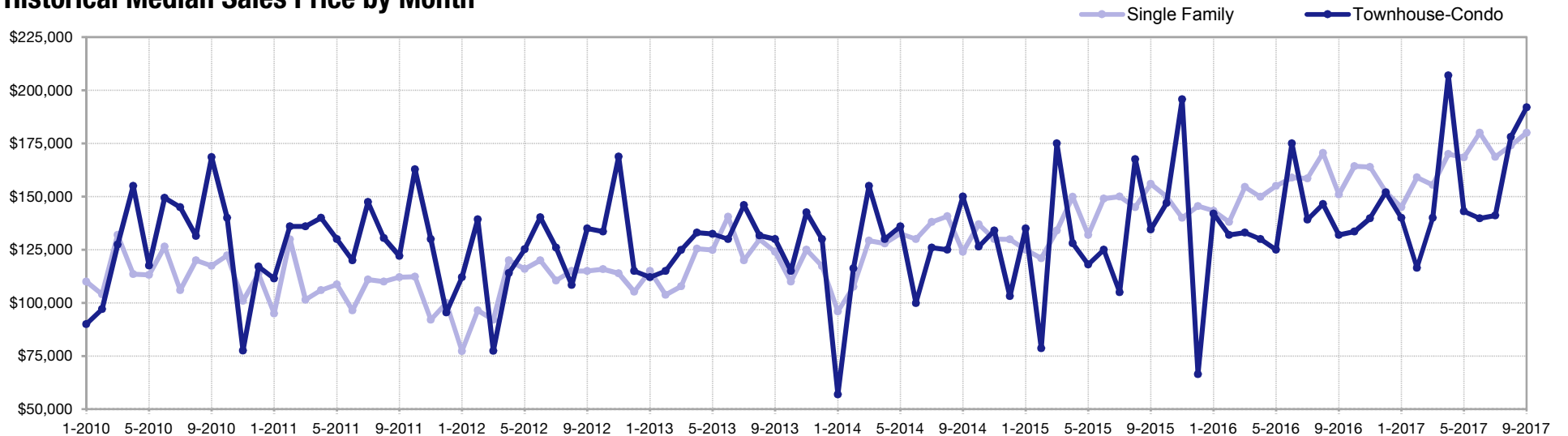


## September



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2016	\$164,250	+9.5%	\$133,556	-9.1%
Nov-2016	\$163,950	+17.1%	\$139,700	-28.6%
Dec-2016	\$152,145	+4.6%	\$152,000	+128.6%
Jan-2017	\$145,000	+1.2%	\$140,000	-1.4%
Feb-2017	\$159,000	+15.2%	\$116,500	-11.7%
Mar-2017	\$155,511	+0.7%	\$140,000	+5.3%
Apr-2017	\$170,000	+13.4%	\$207,000	+59.2%
May-2017	\$168,450	+8.7%	\$143,000	+14.4%
Jun-2017	\$180,000	+13.2%	\$139,750	-20.1%
Jul-2017	\$168,600	+6.4%	\$141,100	+1.4%
Aug-2017	\$174,000	+2.1%	\$178,000	+21.5%
<b>Sep-2017</b>	<b>\$180,000</b>	<b>+19.2%</b>	<b>\$192,000</b>	<b>+45.5%</b>

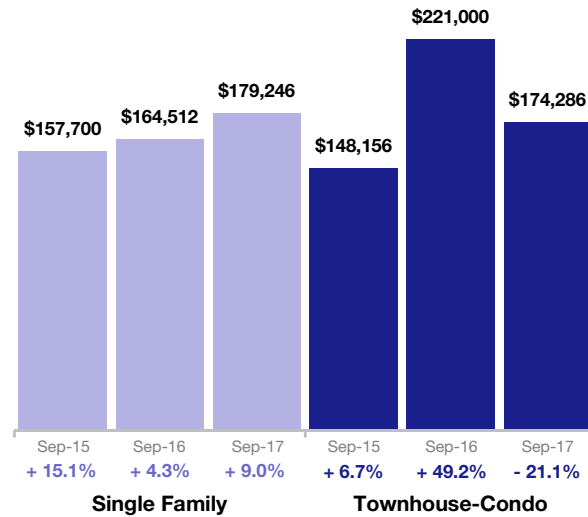
## Historical Median Sales Price by Month



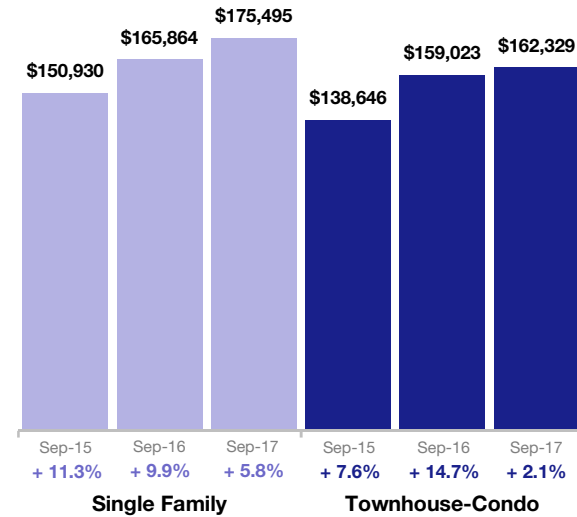
# Average Sales Price



## September

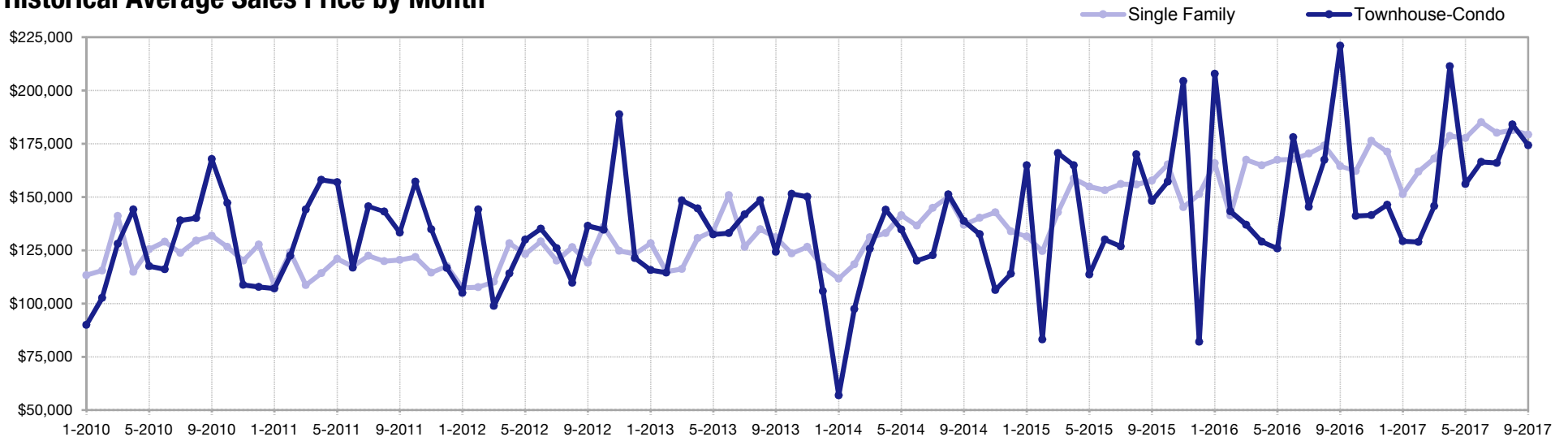


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2016	\$162,212	-1.8%	\$141,101	-10.2%
Nov-2016	\$176,366	+21.4%	\$141,399	-30.8%
Dec-2016	\$171,240	+13.2%	\$146,317	+78.4%
Jan-2017	\$151,364	-8.8%	\$129,225	-37.8%
Feb-2017	\$161,805	+14.5%	\$128,857	-10.1%
Mar-2017	\$168,015	+0.4%	\$145,742	+6.4%
Apr-2017	\$178,606	+8.4%	\$211,338	+63.8%
May-2017	\$177,661	+6.1%	\$156,063	+24.0%
Jun-2017	\$185,128	+10.4%	\$166,425	-6.5%
Jul-2017	\$180,166	+5.7%	\$166,030	+14.3%
Aug-2017	\$181,393	+4.2%	\$184,065	+9.9%
<b>Sep-2017</b>	<b>\$179,246</b>	<b>+9.0%</b>	<b>\$174,286</b>	<b>-21.1%</b>

## Historical Average Sales Price by Month

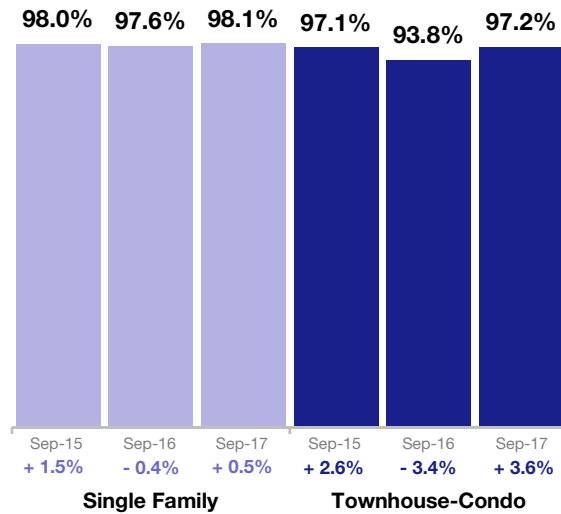




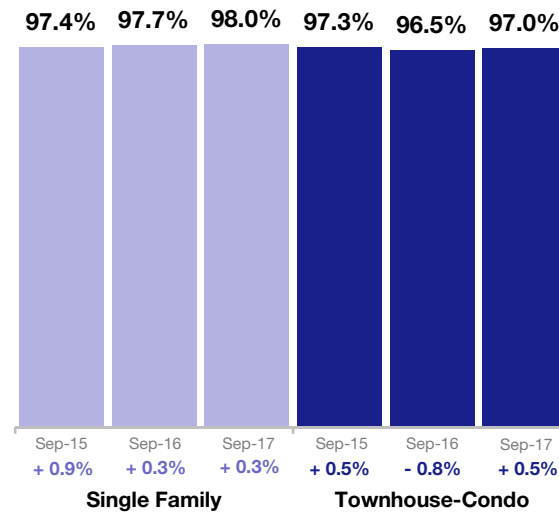
# Percent of List Price Received



## September

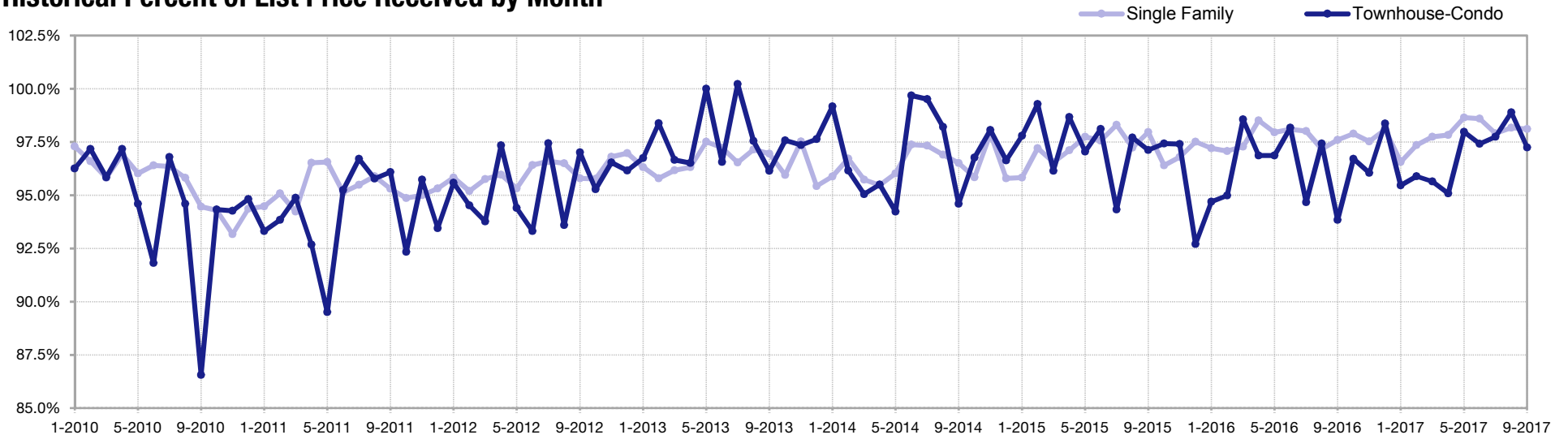


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2016	97.9%	+1.6%	96.7%	-0.7%
Nov-2016	97.5%	+0.7%	96.0%	-1.4%
Dec-2016	98.1%	+0.6%	98.4%	+6.1%
Jan-2017	96.6%	-0.6%	95.5%	+0.8%
Feb-2017	97.4%	+0.3%	95.9%	+0.9%
Mar-2017	97.7%	+0.4%	95.6%	-3.0%
Apr-2017	97.8%	-0.7%	95.1%	-1.9%
May-2017	98.6%	+0.6%	98.0%	+1.1%
Jun-2017	98.6%	+0.5%	97.4%	-0.8%
Jul-2017	97.9%	-0.1%	97.7%	+3.2%
Aug-2017	98.2%	+1.0%	98.9%	+1.5%
<b>Sep-2017</b>	<b>98.1%</b>	<b>+0.5%</b>	<b>97.2%</b>	<b>+3.6%</b>

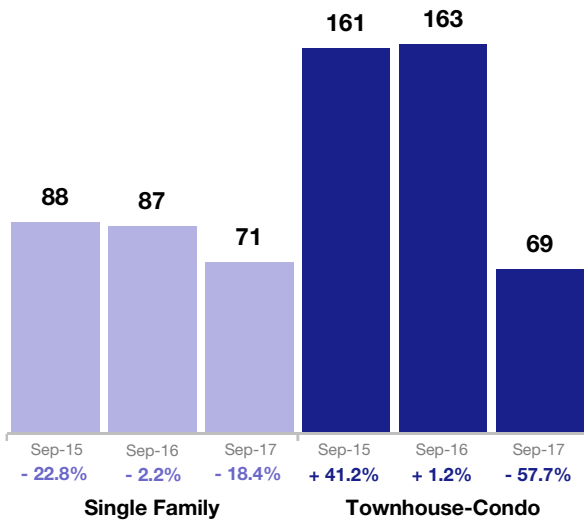
## Historical Percent of List Price Received by Month



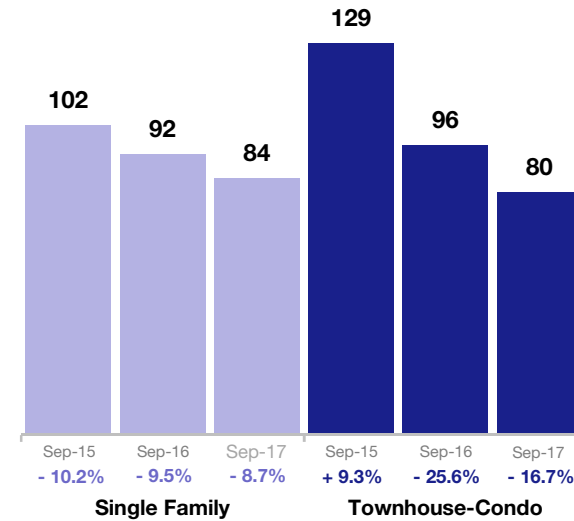
# Days on Market Until Sale



## September

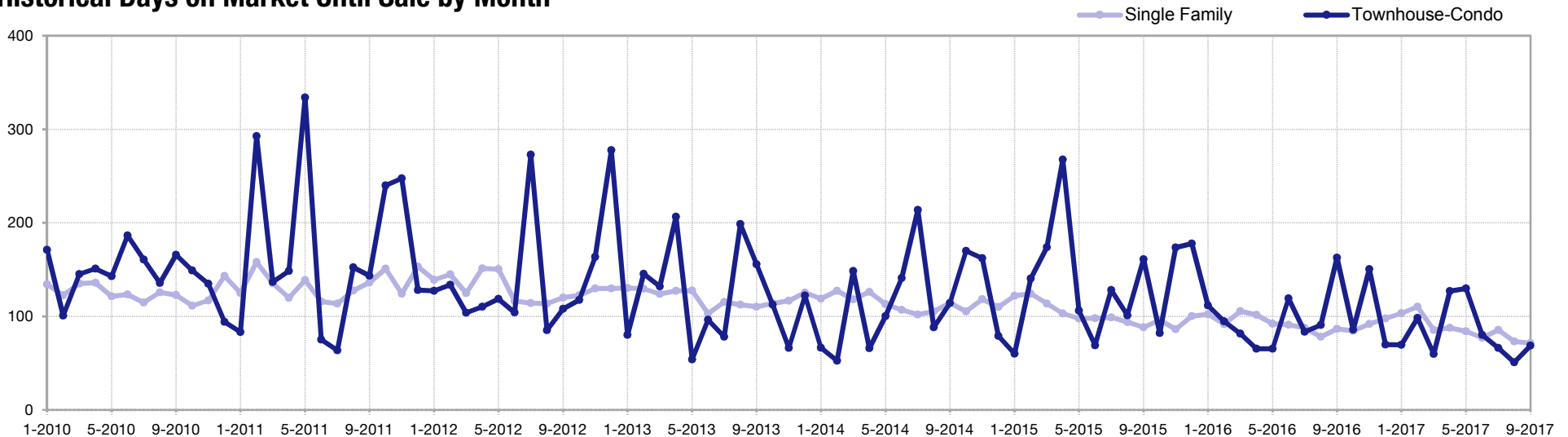


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2016	85	-11.5%	86	+4.9%
Nov-2016	92	+7.0%	150	-13.8%
Dec-2016	98	-2.0%	70	-60.7%
Jan-2017	103	+1.0%	70	-37.5%
Feb-2017	110	+19.6%	98	+3.2%
Mar-2017	85	-19.8%	60	-26.8%
Apr-2017	88	-13.7%	127	+92.4%
May-2017	84	-8.7%	130	+97.0%
Jun-2017	77	-15.4%	80	-32.8%
Jul-2017	86	-2.3%	66	-21.4%
Aug-2017	73	-6.4%	51	-44.0%
Sep-2017	71	-18.4%	69	-57.7%

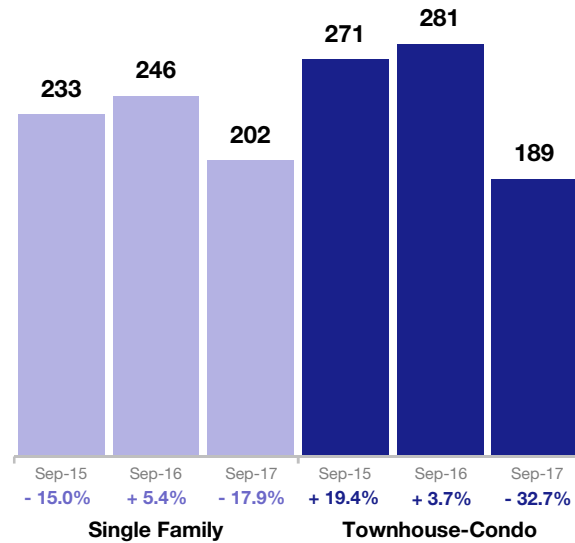
## Historical Days on Market Until Sale by Month



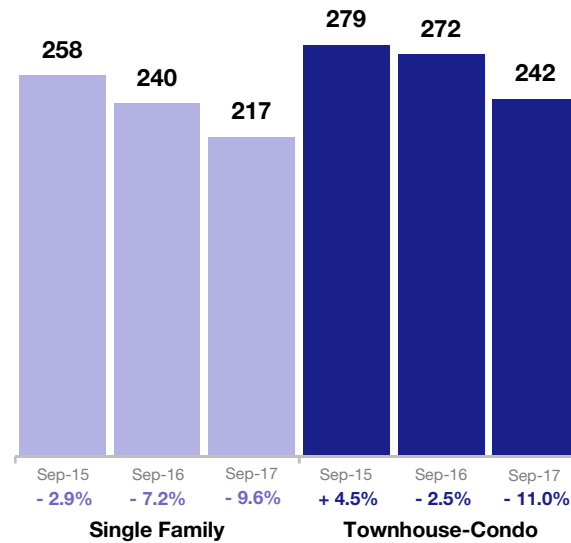
# Housing Affordability Index



## September

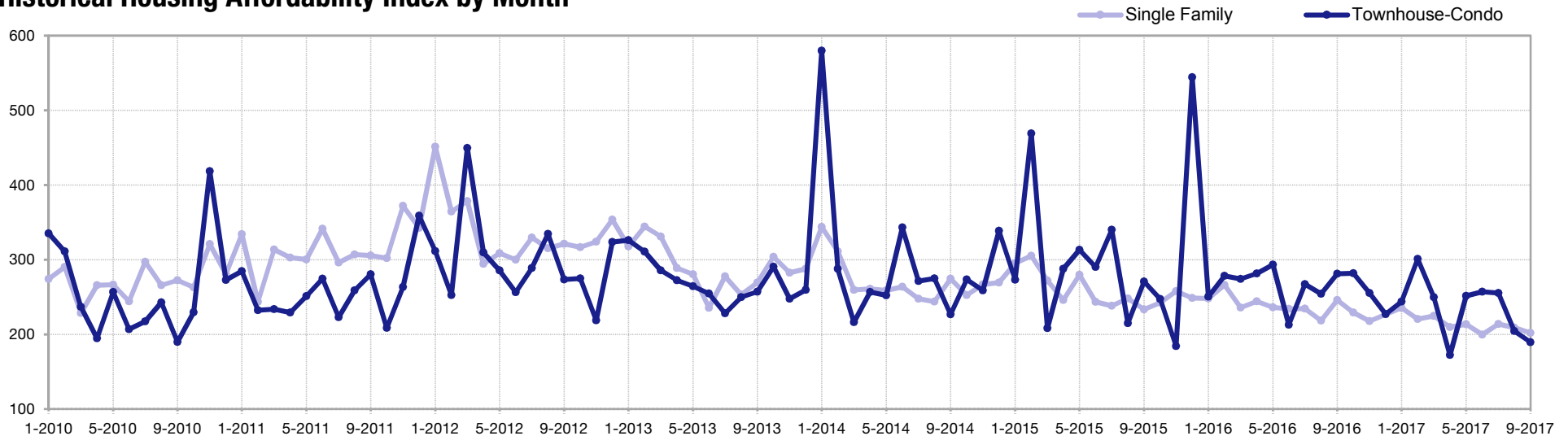


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2016	229	-5.4%	282	+14.2%
Nov-2016	218	-15.5%	255	+38.6%
Dec-2016	227	-8.8%	227	-58.3%
Jan-2017	235	-5.2%	244	-2.4%
Feb-2017	221	-16.9%	301	+7.9%
Mar-2017	225	-4.7%	250	-8.8%
Apr-2017	210	-13.9%	172	-39.0%
May-2017	214	-9.3%	252	-14.0%
Jun-2017	200	-14.5%	257	+20.7%
Jul-2017	214	-8.5%	255	-4.5%
Aug-2017	209	-4.1%	204	-19.7%
<b>Sep-2017</b>	<b>202</b>	<b>-17.9%</b>	<b>189</b>	<b>-32.7%</b>

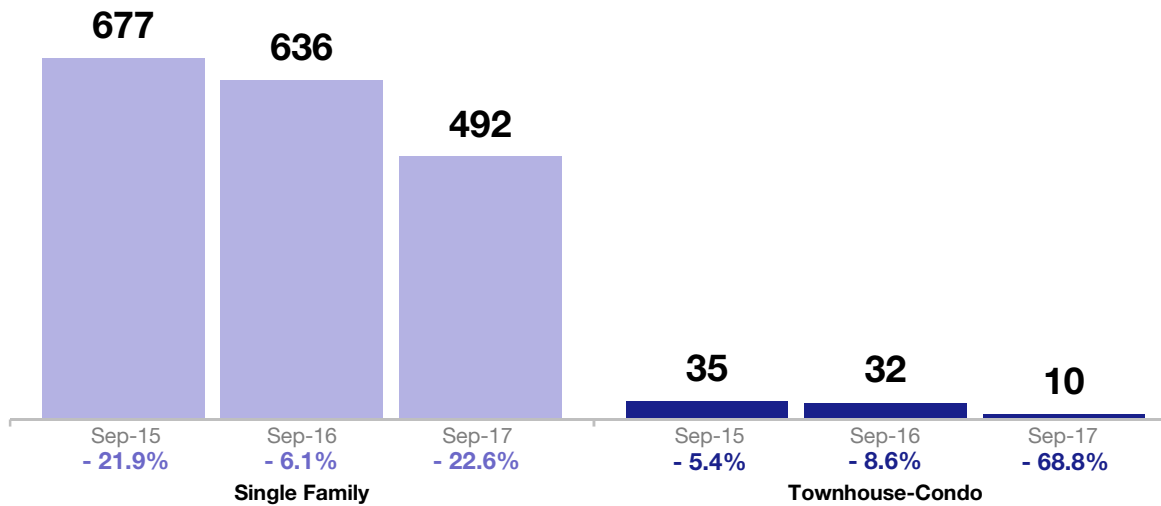
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

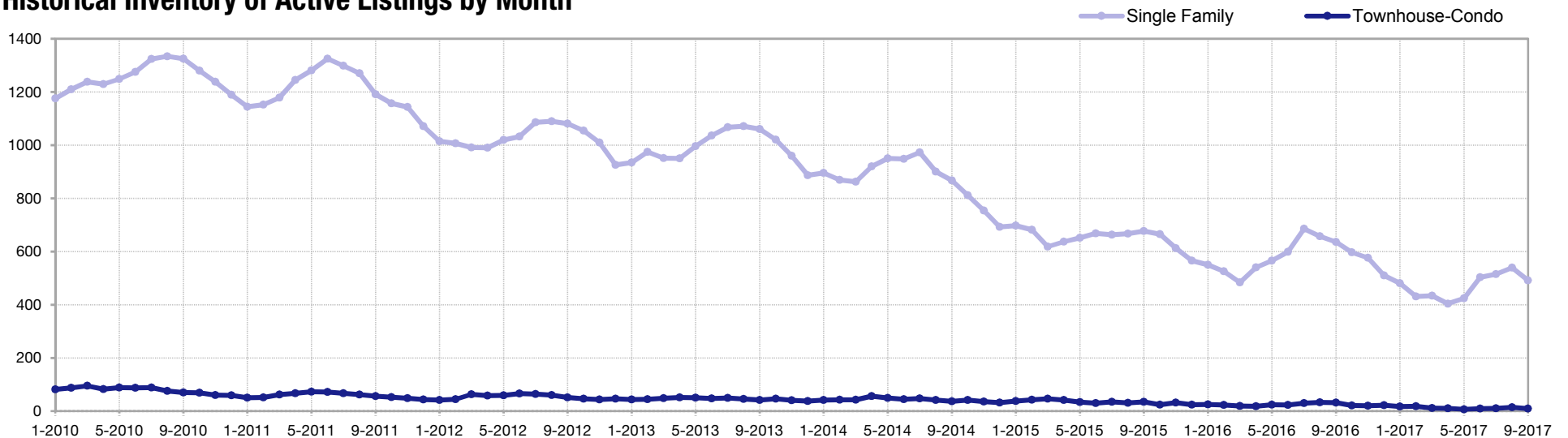


## September



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2016	597	-10.2%	21	-12.5%
Nov-2016	576	-6.0%	20	-37.5%
Dec-2016	510	-9.9%	22	-8.3%
Jan-2017	481	-12.5%	17	-32.0%
Feb-2017	431	-18.1%	18	-21.7%
Mar-2017	434	-10.3%	12	-36.8%
Apr-2017	404	-25.2%	11	-38.9%
May-2017	424	-25.1%	7	-70.8%
Jun-2017	503	-16.0%	10	-56.5%
Jul-2017	515	-24.9%	11	-63.3%
Aug-2017	539	-18.0%	14	-57.6%
<b>Sep-2017</b>	<b>492</b>	<b>-22.6%</b>	<b>10</b>	<b>-68.8%</b>

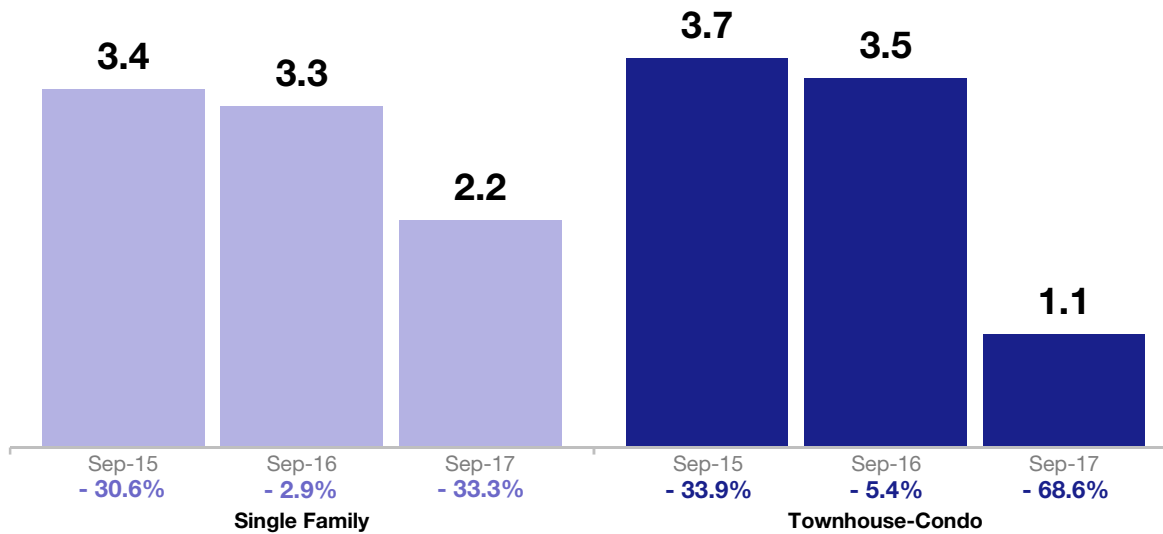
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

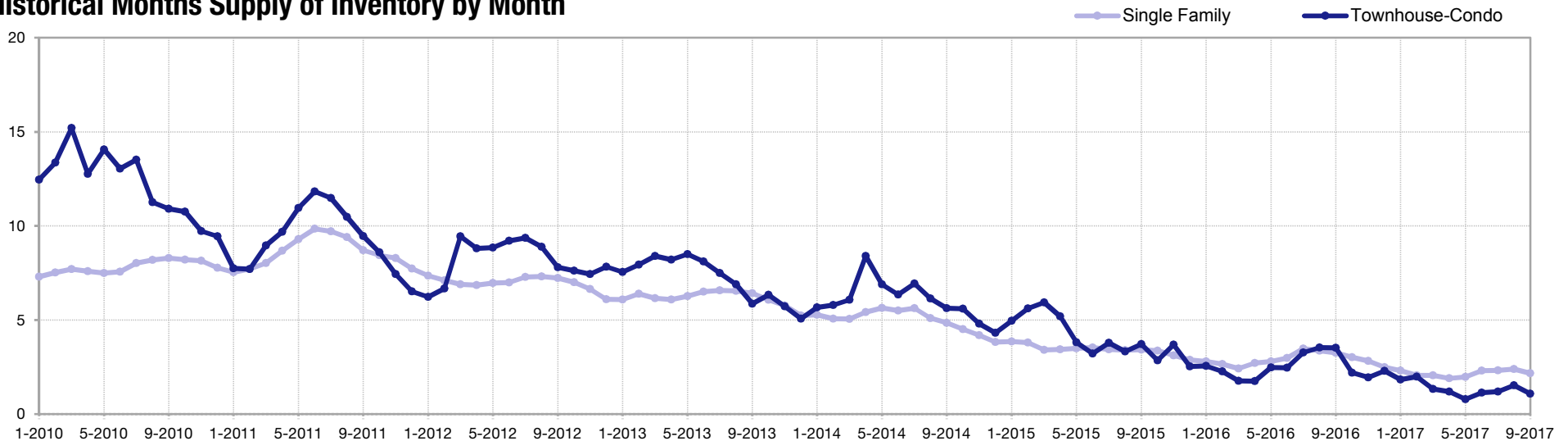


## September



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2016	3.0	-11.8%	2.2	-24.1%
Nov-2016	2.8	-9.7%	2.0	-45.9%
Dec-2016	2.5	-13.8%	2.3	-8.0%
Jan-2017	2.3	-17.9%	1.8	-30.8%
Feb-2017	2.1	-22.2%	2.0	-13.0%
Mar-2017	2.1	-12.5%	1.3	-27.8%
Apr-2017	1.9	-29.6%	1.2	-33.3%
May-2017	2.0	-28.6%	0.8	-68.0%
Jun-2017	2.3	-23.3%	1.1	-56.0%
Jul-2017	2.3	-34.3%	1.2	-63.6%
Aug-2017	2.4	-29.4%	1.5	-57.1%
Sep-2017	2.2	-33.3%	1.1	-68.6%

## 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	9-2016	9-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		280	<b>276</b>	- 1.4%	2,669	<b>2,757</b>	+ 3.3%
<b>Pending Sales</b>		234	<b>262</b>	+ 12.0%	2,058	<b>2,278</b>	+ 10.7%
<b>Sold Listings</b>		238	<b>258</b>	+ 8.4%	1,910	<b>2,168</b>	+ 13.5%
<b>Median Sales Price</b>		\$150,000	<b>\$180,750</b>	+ 20.5%	\$153,250	<b>\$167,000</b>	+ 9.0%
<b>Avg. Sales Price</b>		\$165,936	<b>\$179,112</b>	+ 7.9%	\$165,596	<b>\$175,063</b>	+ 5.7%
<b>Pct. of List Price Received</b>		97.5%	<b>98.1%</b>	+ 0.6%	97.7%	<b>97.9%</b>	+ 0.2%
<b>Days on Market</b>		88	<b>71</b>	- 19.3%	92	<b>84</b>	- 8.7%
<b>Affordability Index</b>		247	<b>201</b>	- 18.6%	242	<b>218</b>	- 9.9%
<b>Active Listings</b>		668	<b>502</b>	- 24.9%	--	<b>--</b>	--
<b>Months Supply</b>		3.3	<b>2.1</b>	- 36.4%	--	<b>--</b>	--

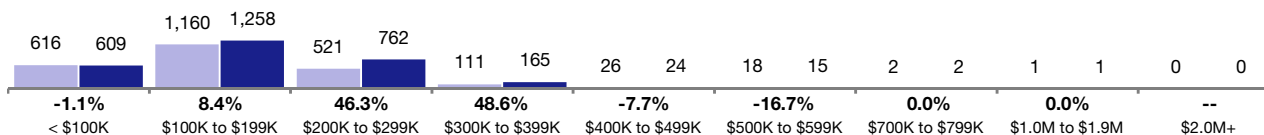
# Sold Listings

Actual sales that have closed in a given month.



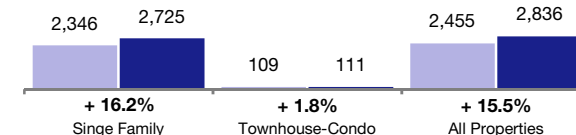
## By Price Range – All Properties – Rolling 12 Months

■ 9-2016 ■ 9-2017



## By Property Type

■ 9-2016 ■ 9-2017



### Rolling 12 Months

### Compared to Prior Month

### Year to Date

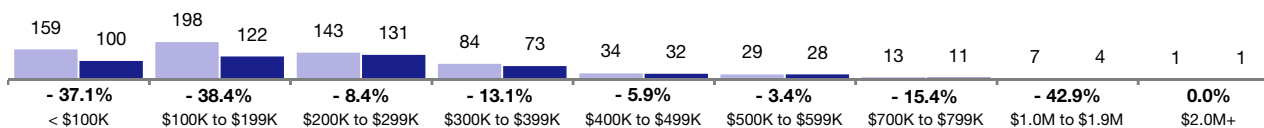
By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	9-2016	9-2017	Change	9-2016	9-2017	Change	8-2017	9-2017	Change	8-2017	9-2017	Change	9-2016	9-2017	Change	9-2016	9-2017	Change
\$99,999 and Below	582	587	+0.9%	34	22	-35.3%	58	52	-10.3%	1	1	0.0%	428	449	+4.9%	18	13	-27.8%
\$100,000 to \$199,999	1,104	1,191	+7.9%	56	67	+19.6%	123	90	-26.8%	5	4	-20.0%	880	895	+1.7%	42	40	-4.8%
\$200,000 to \$299,999	507	743	+46.5%	14	19	+35.7%	79	95	+20.3%	4	2	-50.0%	408	593	+45.3%	12	15	+25.0%
\$300,000 to \$399,999	109	162	+48.6%	2	3	+50.0%	21	11	-47.6%	0	0	--	83	129	+55.4%	0	3	--
\$400,000 to \$499,999	25	24	-4.0%	1	0	-100.0%	3	1	-66.7%	0	0	--	18	16	-11.1%	1	0	-100.0%
\$500,000 to \$699,999	16	15	-6.3%	2	0	-100.0%	4	2	-50.0%	0	0	--	15	14	-6.7%	2	0	-100.0%
\$700,000 to \$999,999	2	2	0.0%	0	0	--	0	0	--	0	0	--	2	0	-100.0%	0	0	--
\$1,000,000 to \$1,999,999	1	1	0.0%	0	0	--	0	0	--	0	0	--	1	1	0.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>2,346</b>	<b>2,725</b>	<b>+16.2%</b>	<b>109</b>	<b>111</b>	<b>+1.8%</b>	<b>288</b>	<b>251</b>	<b>-12.8%</b>	<b>10</b>	<b>7</b>	<b>-30.0%</b>	<b>1,835</b>	<b>2,097</b>	<b>+14.3%</b>	<b>75</b>	<b>71</b>	<b>-5.3%</b>

# Inventory of Active Listings

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

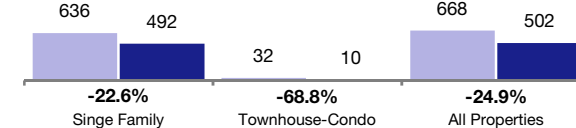
## By Price Range – All Properties

■ 9-2016 ■ 9-2017



## By Property Type

■ 9-2016 ■ 9-2017



### Year over Year

### Compared to Prior Month

### Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family	Condo
	9-2016	9-2017	Change	9-2016	9-2017	Change	8-2017	9-2017	Change	8-2017	9-2017	Change	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.	
\$99,999 and Below	154	100	-35.1%	5	0	-100.0%	113	100	-11.5%	0	0	--		
\$100,000 to \$199,999	182	118	-35.2%	16	4	-75.0%	141	118	-16.3%	9	4	-55.6%		
\$200,000 to \$299,999	134	127	-5.2%	9	4	-55.6%	143	127	-11.2%	4	4	0.0%		
\$300,000 to \$399,999	82	71	-13.4%	2	2	0.0%	66	71	+7.6%	1	2	+100.0%		
\$400,000 to \$499,999	34	32	-5.9%	0	0	--	35	32	-8.6%	0	0	--		
\$500,000 to \$699,999	29	28	-3.4%	0	0	--	25	28	+12.0%	0	0	--		
\$700,000 to \$999,999	13	11	-15.4%	0	0	--	10	11	+10.0%	0	0	--		
\$1,000,000 to \$1,999,999	7	4	-42.9%	0	0	--	5	4	-20.0%	0	0	--		
\$2,000,000 and Above	1	1	0.0%	0	0	--	1	1	0.0%	0	0	--		
<b>All Price Ranges</b>	<b>636</b>	<b>492</b>	<b>-22.6%</b>	<b>32</b>	<b>10</b>	<b>-68.8%</b>	<b>539</b>	<b>492</b>	<b>-8.7%</b>	<b>14</b>	<b>10</b>	<b>-28.6%</b>		

# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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



# Local Market Update for September 2017

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## Pueblo County

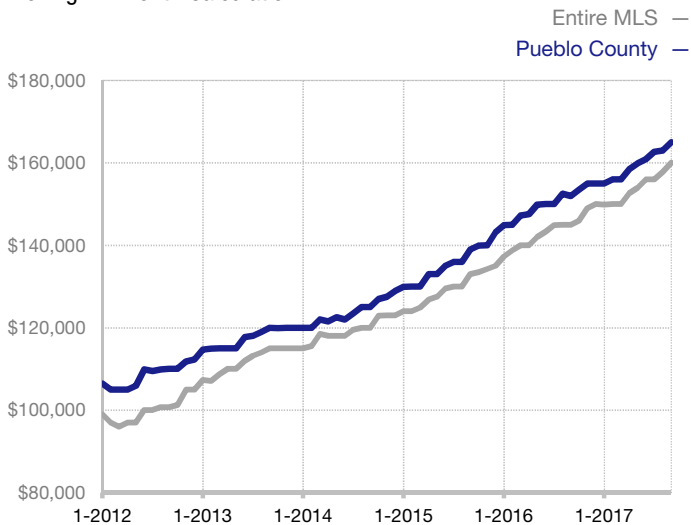
Single Family Key Metrics	September			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 09-2016	Thru 09-2017	Percent Change from Previous Year
New Listings	263	<b>265</b>	+ 0.8%	2,563	<b>2,663</b>	+ 3.9%
Sold Listings	231	<b>245</b>	+ 6.1%	1,841	<b>2,089</b>	+ 13.5%
Median Sales Price*	\$151,900	<b>\$180,000</b>	+ 18.5%	\$155,000	<b>\$167,000</b>	+ 7.7%
Average Sales Price*	\$164,965	<b>\$178,210</b>	+ 8.0%	\$166,193	<b>\$175,807</b>	+ 5.8%
Percent of List Price Received*	97.6%	<b>98.1%</b>	+ 0.5%	97.7%	<b>98.0%</b>	+ 0.3%
Days on Market Until Sale	88	<b>72</b>	- 18.2%	93	<b>85</b>	- 8.6%
Inventory of Homes for Sale	631	<b>485</b>	- 23.1%	--	--	--
Months Supply of Inventory	3.2	<b>2.1</b>	- 34.4%	--	--	--

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

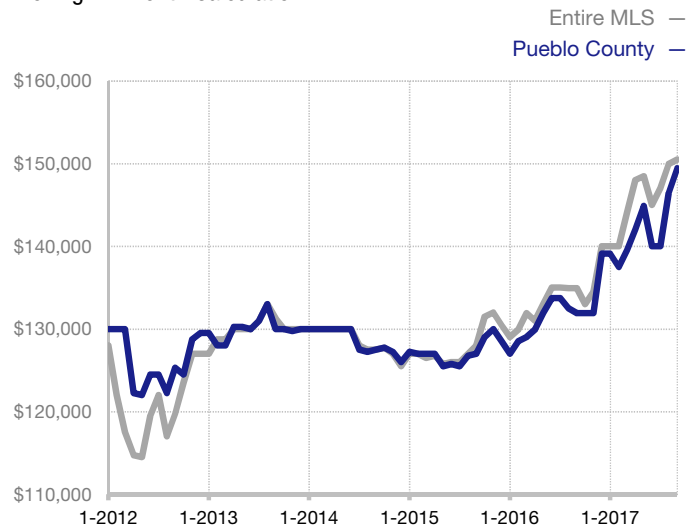
Townhouse-Condo Key Metrics	September			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 09-2016	Thru 09-2017	Percent Change from Previous Year
New Listings	14	<b>11</b>	- 21.4%	99	<b>79</b>	- 20.2%
Sold Listings	6	<b>6</b>	0.0%	75	<b>70</b>	- 6.7%
Median Sales Price*	\$132,000	<b>\$178,500</b>	+ 35.2%	\$136,250	<b>\$150,000</b>	+ 10.1%
Average Sales Price*	\$221,000	<b>\$164,167</b>	- 25.7%	\$159,023	<b>\$161,291</b>	+ 1.4%
Percent of List Price Received*	93.8%	<b>96.8%</b>	+ 3.2%	96.5%	<b>96.9%</b>	+ 0.4%
Days on Market Until Sale	163	<b>75</b>	- 54.0%	96	<b>80</b>	- 16.7%
Inventory of Homes for Sale	32	<b>9</b>	- 71.9%	--	--	--
Months Supply of Inventory	3.5	<b>1.0</b>	- 71.4%	--	--	--

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

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



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



# Local Market Update for September 2017

A Research Tool Provided by the Colorado Association of REALTORS®



## Arkansas Valley/Otero County

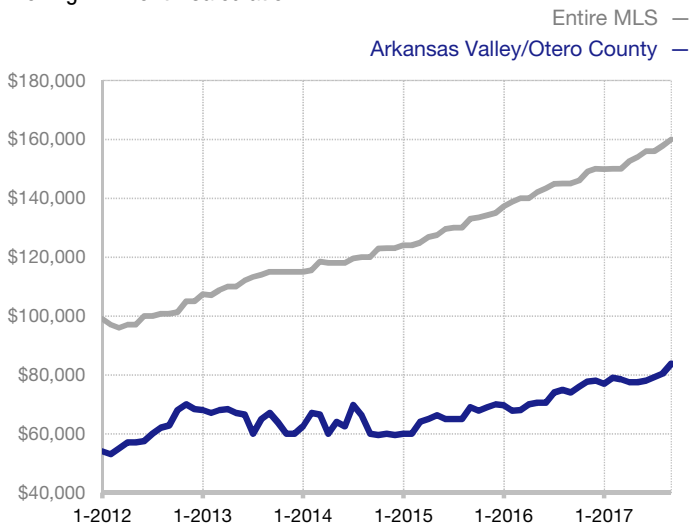
Single Family Key Metrics	September			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 09-2016	Thru 09-2017	Percent Change from Previous Year
New Listings	29	23	- 20.7%	323	292	- 9.6%
Sold Listings	32	20	- 37.5%	247	232	- 6.1%
Median Sales Price*	\$69,750	\$122,500	+ 75.6%	\$77,000	\$84,950	+ 10.3%
Average Sales Price*	\$82,803	\$129,363	+ 56.2%	\$82,880	\$102,269	+ 23.4%
Percent of List Price Received*	93.1%	94.0%	+ 1.0%	94.7%	94.1%	- 0.6%
Days on Market Until Sale	154	113	- 26.6%	165	141	- 14.5%
Inventory of Homes for Sale	127	76	- 40.2%	--	--	--
Months Supply of Inventory	4.6	3.1	- 32.6%	--	--	--

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

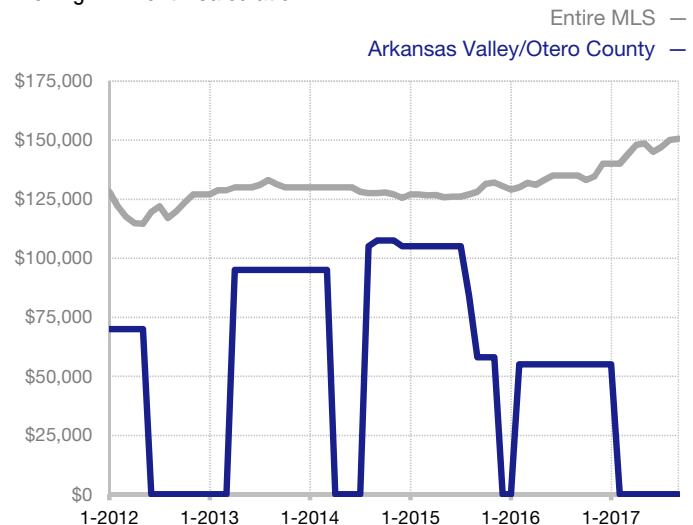
Townhouse-Condo Key Metrics	September			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 09-2016	Thru 09-2017	Percent Change from Previous Year
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$55,000	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$55,000	\$0	- 100.0%
Percent of List Price Received*	0.0%	0.0%	--	91.8%	0.0%	- 100.0%
Days on Market Until Sale	0	0	--	656	0	- 100.0%
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 September 2017

A Research Tool Provided by the Colorado Association of REALTORS®



## Fowler

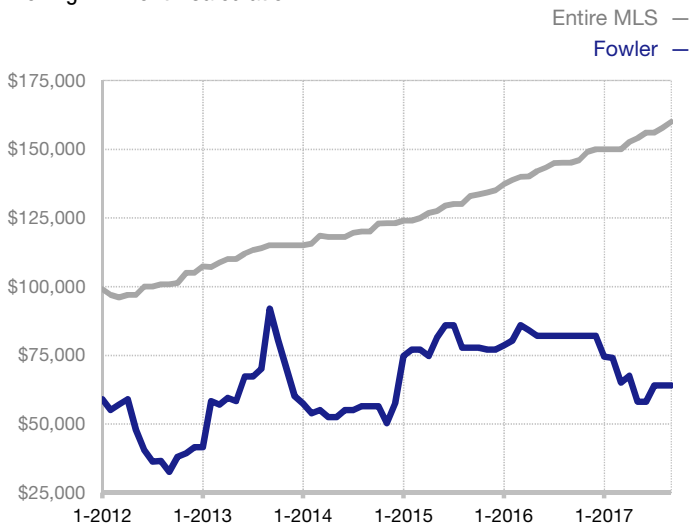
Single Family	September			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 09-2016	Thru 09-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	1	1	0.0%	18	18	0.0%
Sold Listings	4	0	- 100.0%	17	16	- 5.9%
Median Sales Price*	\$72,250	\$0	- 100.0%	\$82,000	\$63,950	- 22.0%
Average Sales Price*	\$69,375	\$0	- 100.0%	\$82,309	\$78,969	- 4.1%
Percent of List Price Received*	97.1%	0.0%	- 100.0%	96.5%	92.3%	- 4.4%
Days on Market Until Sale	84	0	- 100.0%	173	109	- 37.0%
Inventory of Homes for Sale	7	6	- 14.3%	--	--	--
Months Supply of Inventory	3.7	3.0	- 18.9%	--	--	--

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

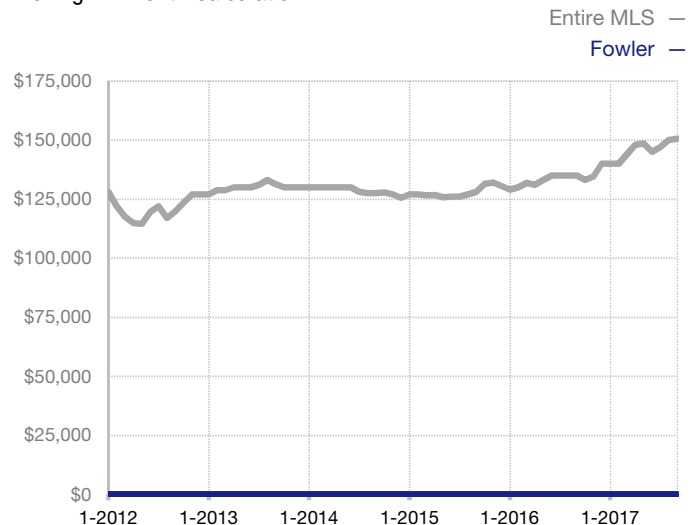
Townhouse-Condo	September			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 09-2016	Thru 09-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

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



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



# Local Market Update for September 2017

A Research Tool Provided by the Colorado Association of REALTORS®



## Huerfano County

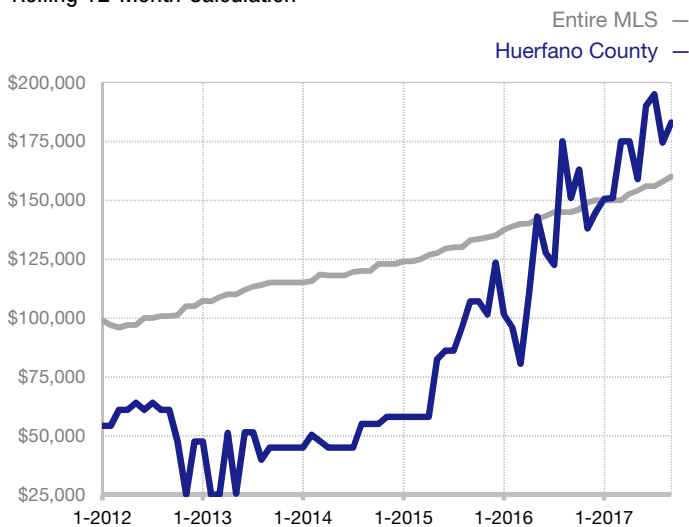
Single Family Key Metrics	September			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 09-2016	Thru 09-2017	Percent Change from Previous Year
New Listings	5	3	- 40.0%	70	90	+ 28.6%
Sold Listings	3	2	- 33.3%	16	24	+ 50.0%
Median Sales Price*	\$151,000	<b>\$118,625</b>	- 21.4%	\$138,000	<b>\$190,000</b>	+ 37.7%
Average Sales Price*	\$170,333	<b>\$118,625</b>	- 30.4%	\$166,906	<b>\$236,088</b>	+ 41.4%
Percent of List Price Received*	95.4%	<b>92.2%</b>	- 3.4%	92.7%	<b>96.7%</b>	+ 4.3%
Days on Market Until Sale	125	65	- 48.0%	156	172	+ 10.3%
Inventory of Homes for Sale	58	73	+ 25.9%	--	--	--
Months Supply of Inventory	27.5	27.4	- 0.4%	--	--	--

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

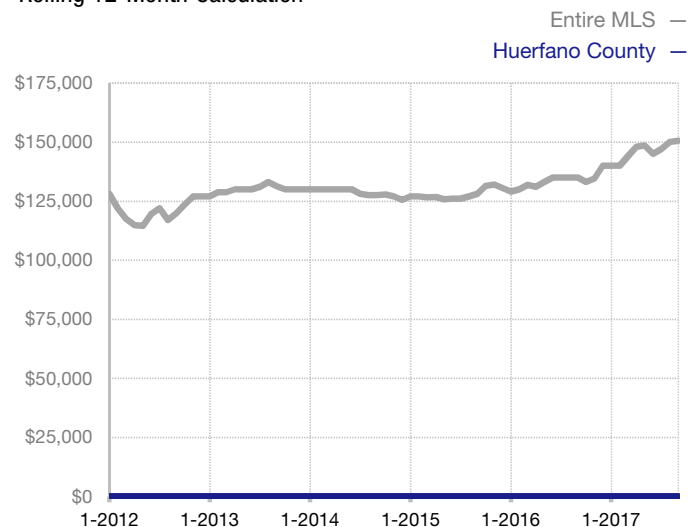
Townhouse-Condo Key Metrics	September			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 09-2016	Thru 09-2017	Percent Change from Previous Year
New Listings	1	0	- 100.0%	2	1	- 50.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	2	2	0.0%	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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

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



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



# Local Market Update for September 2017

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## La Junta

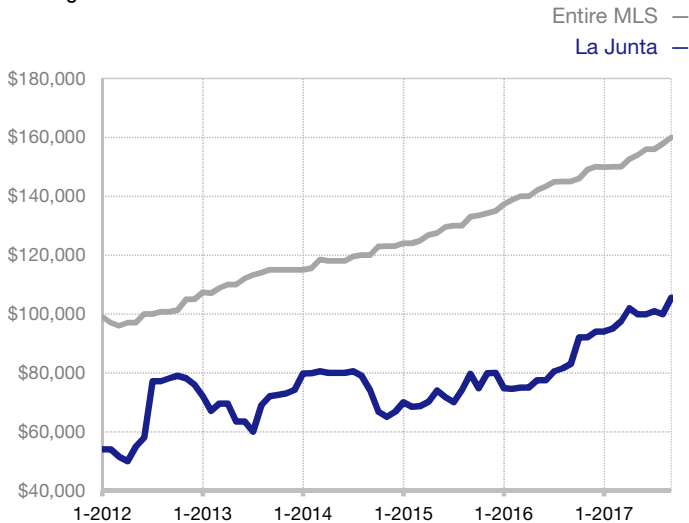
Single Family Key Metrics	September			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 09-2016	Thru 09-2017	Percent Change from Previous Year
New Listings	7	6	- 14.3%	95	68	- 28.4%
Sold Listings	8	7	- 12.5%	68	61	- 10.3%
Median Sales Price*	\$91,950	\$148,450	+ 61.4%	\$91,000	\$102,000	+ 12.1%
Average Sales Price*	\$94,550	\$155,921	+ 64.9%	\$89,482	\$104,410	+ 16.7%
Percent of List Price Received*	95.0%	92.6%	- 2.5%	95.8%	92.5%	- 3.4%
Days on Market Until Sale	114	154	+ 35.1%	138	152	+ 10.1%
Inventory of Homes for Sale	32	13	- 59.4%	--	--	--
Months Supply of Inventory	4.0	1.9	- 52.5%	--	--	--

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

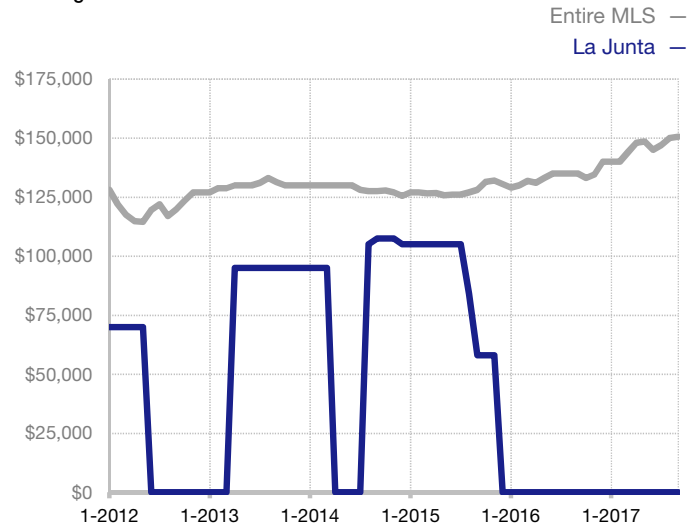
Townhouse-Condo Key Metrics	September			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 09-2016	Thru 09-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 September 2017

A Research Tool Provided by the Colorado Association of REALTORS®



## Las Animas

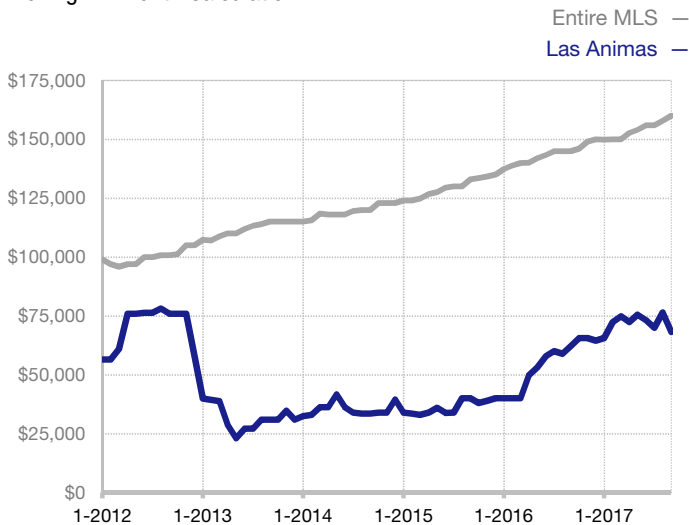
Single Family	September			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 09-2016	Thru 09-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	5	3	- 40.0%	27	26	- 3.7%
Sold Listings	4	1	- 75.0%	21	20	- 4.8%
Median Sales Price*	\$111,700	<b>\$49,900</b>	- 55.3%	\$64,500	<b>\$68,250</b>	+ 5.8%
Average Sales Price*	\$117,275	<b>\$49,900</b>	- 57.5%	\$73,587	<b>\$76,925</b>	+ 4.5%
Percent of List Price Received*	93.3%	<b>100.0%</b>	+ 7.2%	99.2%	<b>94.7%</b>	- 4.5%
Days on Market Until Sale	102	<b>73</b>	- 28.4%	152	<b>114</b>	- 25.0%
Inventory of Homes for Sale	8	<b>10</b>	+ 25.0%	--	--	--
Months Supply of Inventory	3.0	<b>5.0</b>	+ 66.7%	--	--	--

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

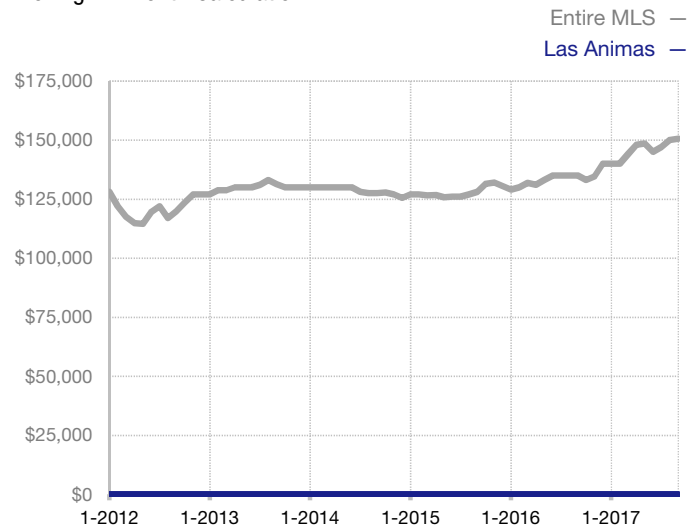
Townhouse-Condo	September			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 09-2016	Thru 09-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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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 September 2017

A Research Tool Provided by the Colorado Association of REALTORS®



## Manzanola

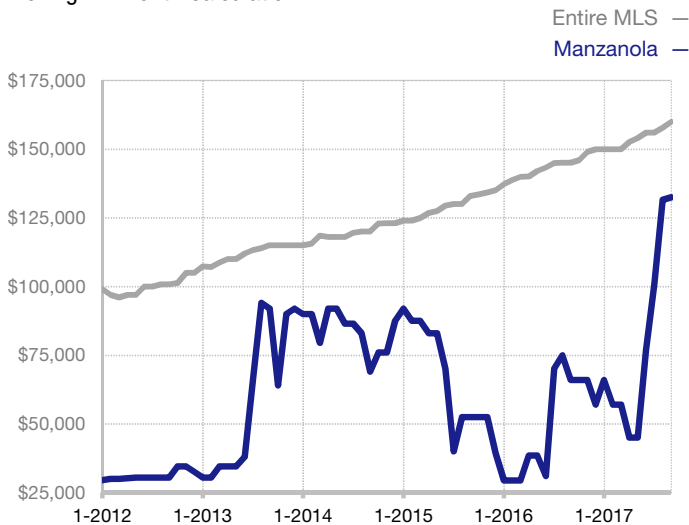
Single Family Key Metrics	September			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 09-2016	Thru 09-2017	Percent Change from Previous Year
New Listings	1	3	+ 200.0%	7	15	+ 114.3%
Sold Listings	2	2	0.0%	6	9	+ 50.0%
Median Sales Price*	\$45,000	\$118,500	+ 163.3%	\$66,000	\$138,000	+ 109.1%
Average Sales Price*	\$45,000	\$118,500	+ 163.3%	\$81,333	\$155,100	+ 90.7%
Percent of List Price Received*	79.9%	96.7%	+ 21.0%	88.4%	97.6%	+ 10.4%
Days on Market Until Sale	290	49	- 83.1%	144	114	- 20.8%
Inventory of Homes for Sale	3	5	+ 66.7%	--	--	--
Months Supply of Inventory	2.5	3.0	+ 20.0%	--	--	--

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

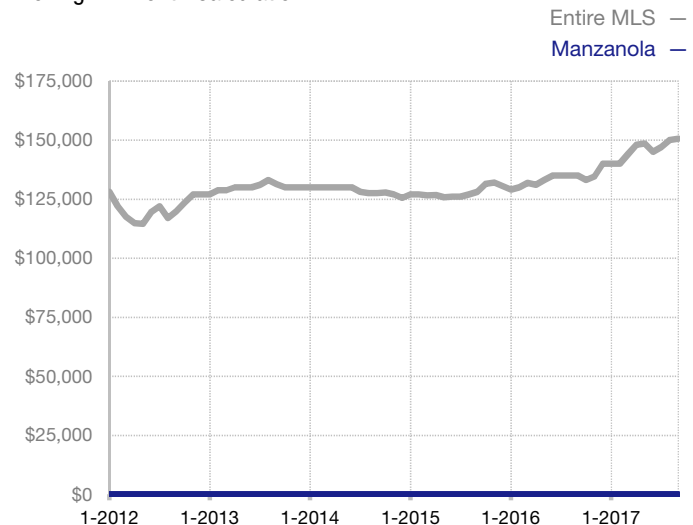
Townhouse-Condo Key Metrics	September			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 09-2016	Thru 09-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 September 2017

A Research Tool Provided by the Colorado Association of REALTORS®



## Rocky Ford

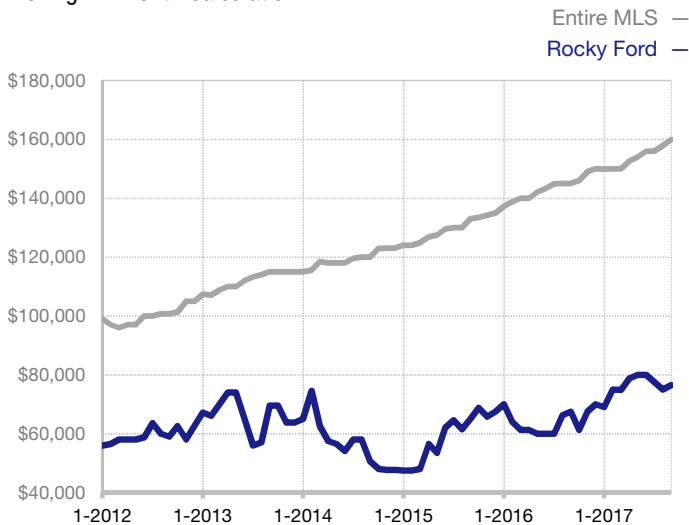
Single Family	September			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 09-2016	Thru 09-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	7	3	- 57.1%	55	50	- 9.1%
Sold Listings	5	4	- 20.0%	49	36	- 26.5%
Median Sales Price*	\$93,500	<b>\$177,000</b>	+ 89.3%	\$70,000	<b>\$79,200</b>	+ 13.1%
Average Sales Price*	\$108,040	<b>\$167,000</b>	+ 54.6%	\$83,383	<b>\$101,891</b>	+ 22.2%
Percent of List Price Received*	100.2%	<b>93.4%</b>	- 6.8%	93.9%	<b>95.9%</b>	+ 2.1%
Days on Market Until Sale	261	<b>93</b>	- 64.4%	191	<b>124</b>	- 35.1%
Inventory of Homes for Sale	24	<b>11</b>	- 54.2%	--	--	--
Months Supply of Inventory	4.6	<b>2.8</b>	- 39.1%	--	--	--

\* 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	September			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 09-2016	Thru 09-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	<b>\$0</b>	--	\$55,000	<b>\$0</b>	- 100.0%
Average Sales Price*	\$0	<b>\$0</b>	--	\$55,000	<b>\$0</b>	- 100.0%
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	91.8%	<b>0.0%</b>	- 100.0%
Days on Market Until Sale	0	0	--	656	0	- 100.0%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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

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



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

