

Monthly Indicators



September 2019

Percent changes calculated using year-over-year comparisons.

New Listings were down 2.2 percent for single family homes and 81.8 percent for townhouse-condo properties. Pending Sales increased 21.0 percent for single family homes but remained flat for townhouse-condo properties.

The Median Sales Price was up 13.5 percent to \$209,950 for single family homes and 9.4 percent to \$175,000 for townhouse-condo properties. Days on Market increased 6.2 percent for single family homes and 19.1 percent for townhouse-condo properties.

In Washington there are discussions around a broad overhaul of the housing finance system, including the re-privatization of Fannie Mae and Freddie Mac and reforms to federal agencies involved with financing substantial portions of the mortgages made every year. Many of these policy conversations and eventual changes will take months or years to be implemented and their impact is not yet clear. While Halloween decorations are beginning to adorn homes around the country, the real estate market this fall is looking far from scary.

Activity Snapshot

- 8.0%	+ 13.5%	- 20.0%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties

Residential real estate activity in Pueblo County 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	9-2018	9-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		279	273	- 2.2%	2,798	2,718	- 2.9%
Pending Sales		200	242	+ 21.0%	2,157	2,142	- 0.7%
Sold Listings		219	198	- 9.6%	2,102	2,005	- 4.6%
Median Sales Price		\$185,000	\$209,950	+ 13.5%	\$187,000	\$208,000	+ 11.2%
Avg. Sales Price		\$191,813	\$214,376	+ 11.8%	\$193,328	\$214,625	+ 11.0%
Pct. of List Price Received		99.0%	98.6%	- 0.4%	98.7%	98.6%	- 0.1%
Days on Market		65	69	+ 6.2%	70	75	+ 7.1%
Affordability Index		176	177	+ 0.6%	175	178	+ 1.7%
Active Listings		598	477	- 20.2%	--	--	--
Months Supply		2.6	2.2	- 15.4%	--	--	--

Townhouse-Condo Market Overview

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

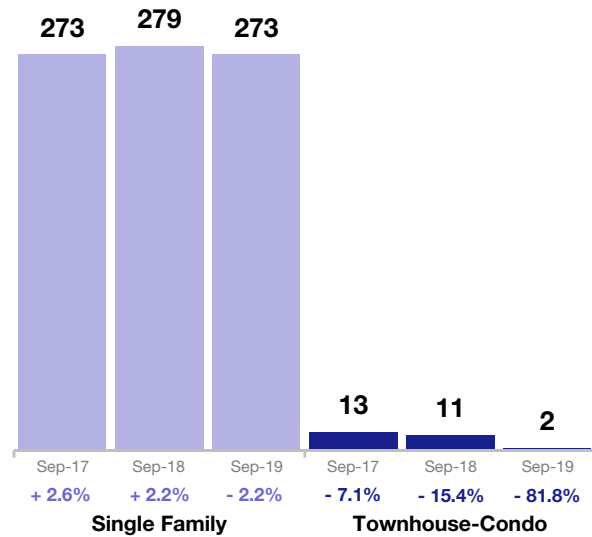


Key Metrics	Historical Sparkbars	9-2018	9-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		11	2	- 81.8%	97	96	- 1.0%
Pending Sales		8	8	0.0%	81	88	+ 8.6%
Sold Listings		7	10	+ 42.9%	78	81	+ 3.8%
Median Sales Price		\$159,900	\$175,000	+ 9.4%	\$167,250	\$184,900	+ 10.6%
Avg. Sales Price		\$156,293	\$177,705	+ 13.7%	\$188,335	\$190,425	+ 1.1%
Pct. of List Price Received		98.6%	99.2%	+ 0.6%	98.5%	97.8%	- 0.7%
Days on Market		47	56	+ 19.1%	69	90	+ 30.4%
Affordability Index		204	212	+ 3.9%	195	200	+ 2.6%
Active Listings		17	15	- 11.8%	--	--	--
Months Supply		1.9	1.7	- 10.5%	--	--	--

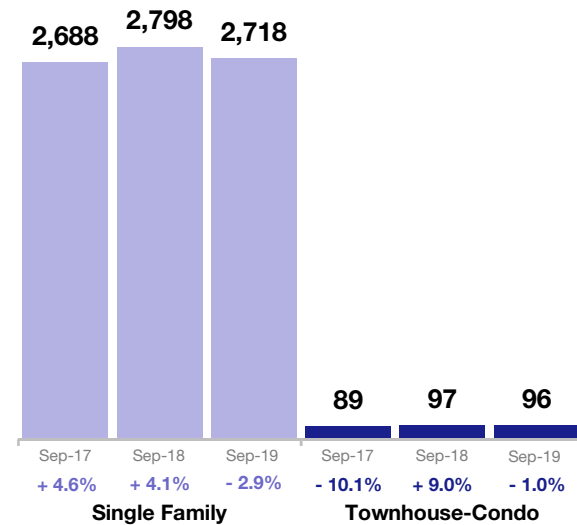
New Listings



September

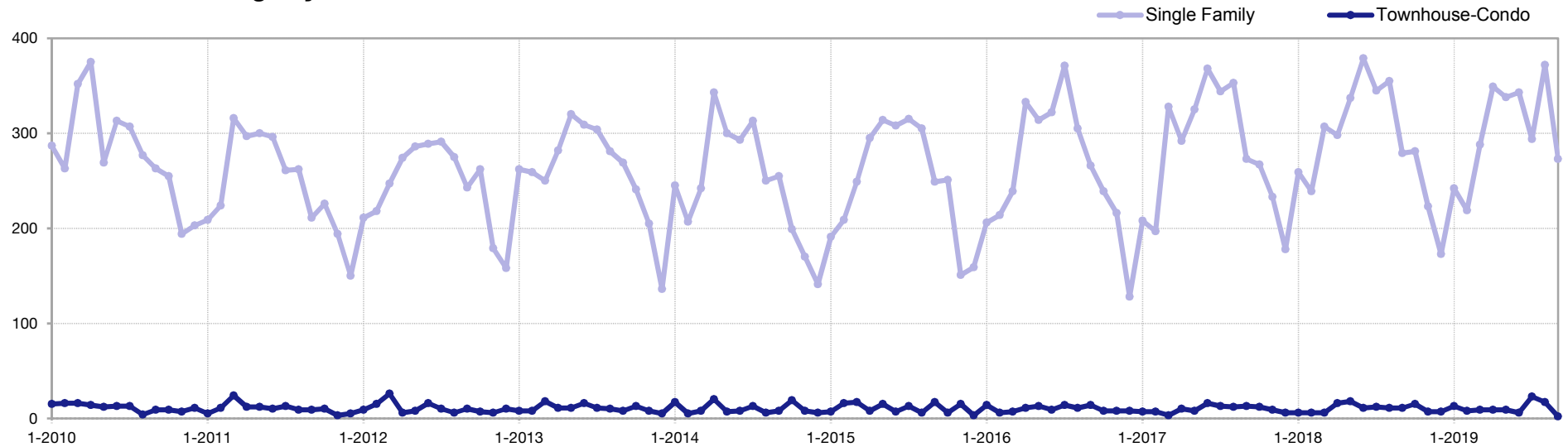


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	288	-6.2%	9	+50.0%
Apr-2019	349	+17.1%	9	-43.8%
May-2019	338	+0.3%	9	-50.0%
Jun-2019	343	-9.5%	6	-45.5%
Jul-2019	294	-14.8%	23	+91.7%
Aug-2019	372	+4.8%	17	+54.5%
Sep-2019	273	-2.2%	2	-81.8%

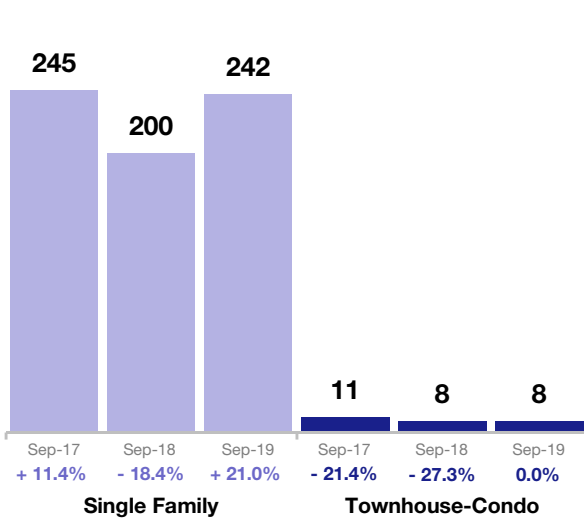
Historical New Listings by Month



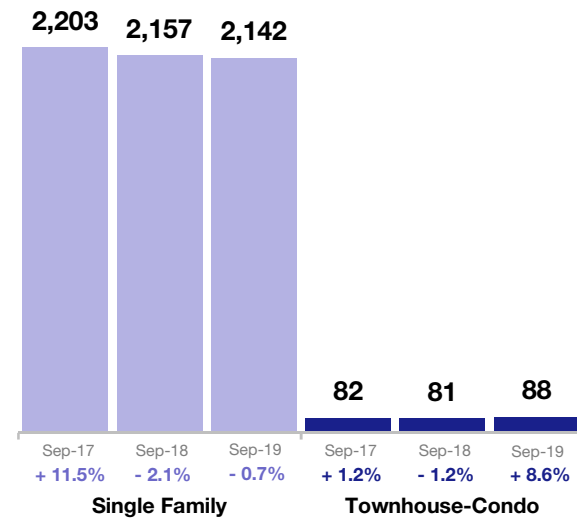
Pending Sales



September

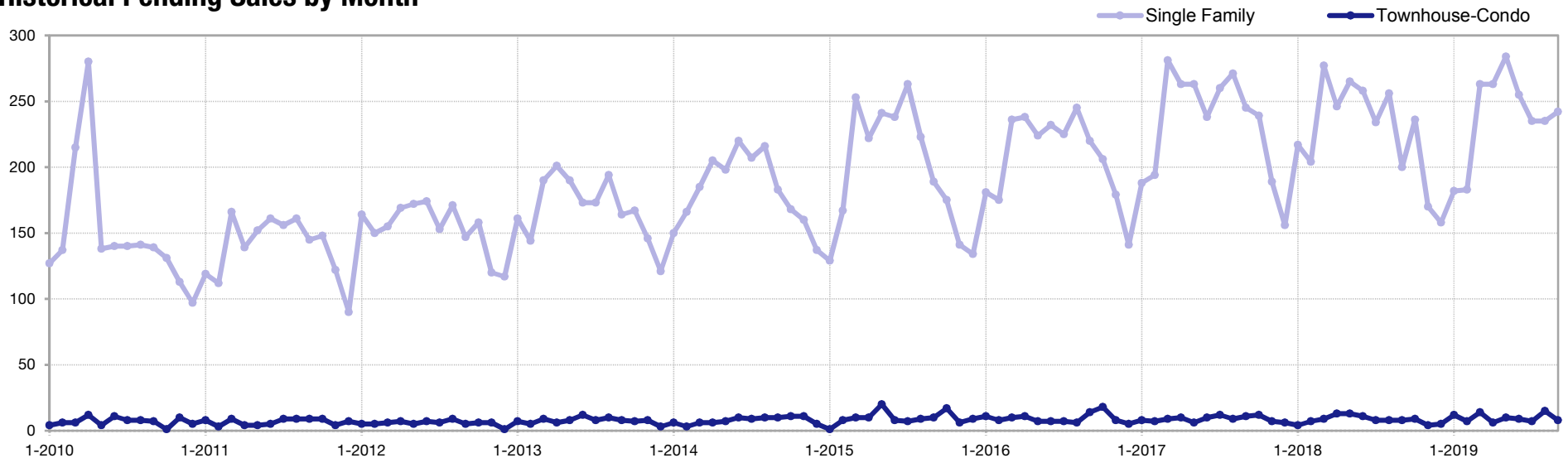


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-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	263	-5.1%	14	+55.6%
Apr-2019	263	+6.9%	6	-53.8%
May-2019	284	+7.2%	10	-23.1%
Jun-2019	255	-1.2%	9	-18.2%
Jul-2019	235	+0.4%	7	-12.5%
Aug-2019	235	-8.2%	15	+87.5%
Sep-2019	242	+21.0%	8	0.0%

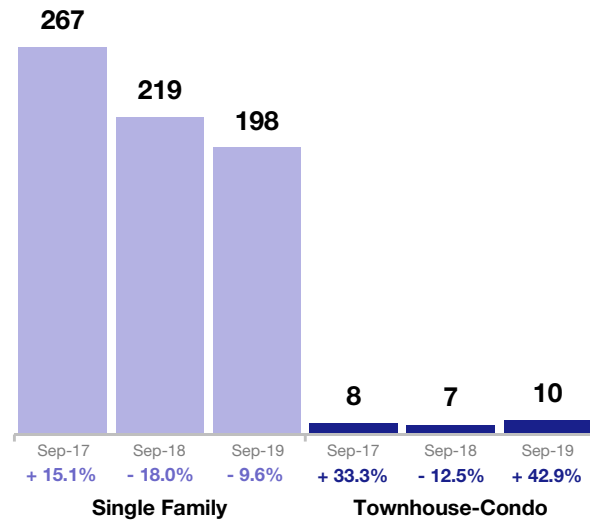
Historical Pending Sales by Month



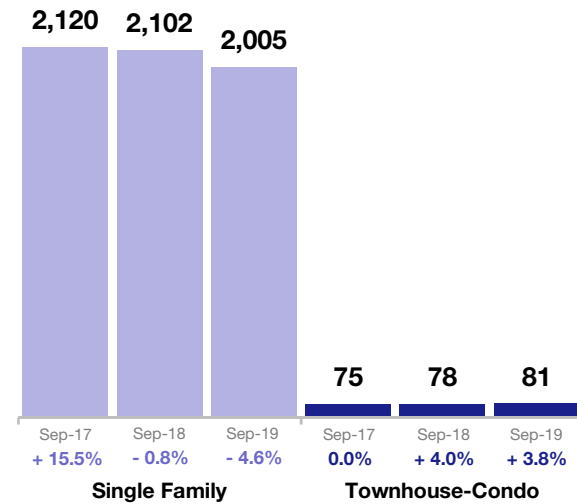
Sold Listings



September

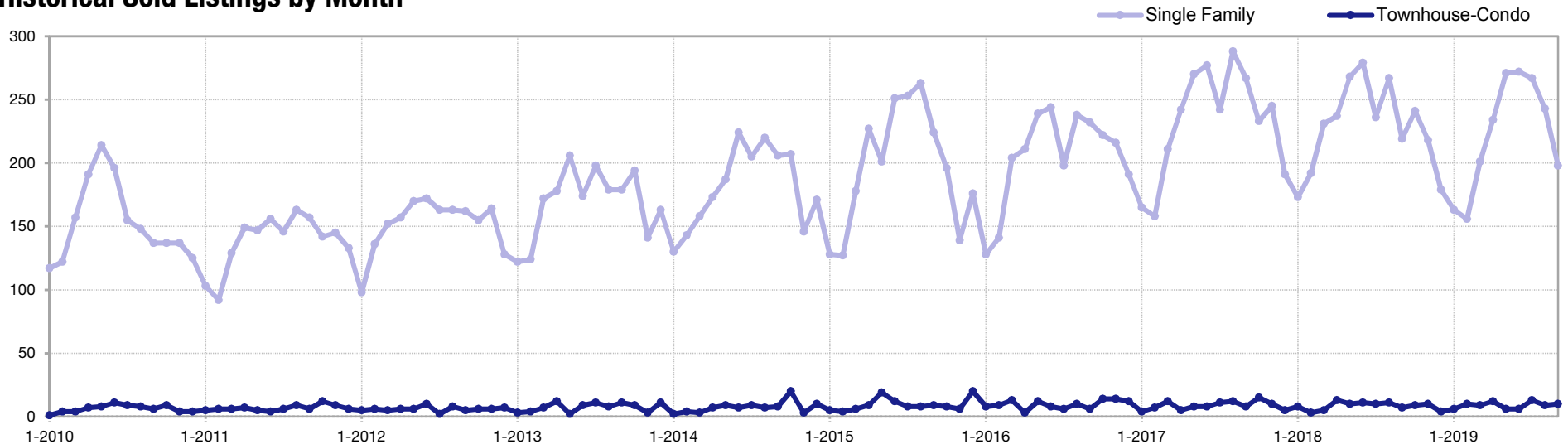


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2018	241	+3.4%	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	156	-18.8%	10	+233.3%
Mar-2019	201	-13.0%	9	+80.0%
Apr-2019	234	-1.3%	12	-7.7%
May-2019	271	+1.1%	6	-40.0%
Jun-2019	272	-2.5%	6	-45.5%
Jul-2019	267	+13.1%	13	+30.0%
Aug-2019	243	-9.0%	9	-18.2%
Sep-2019	198	-9.6%	10	+42.9%

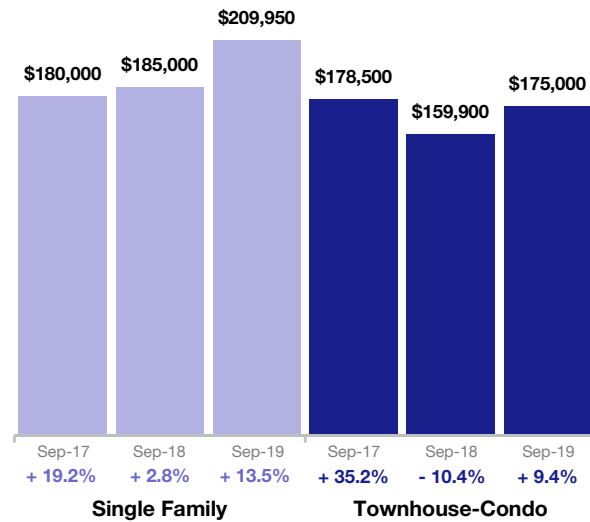
Historical Sold Listings by Month



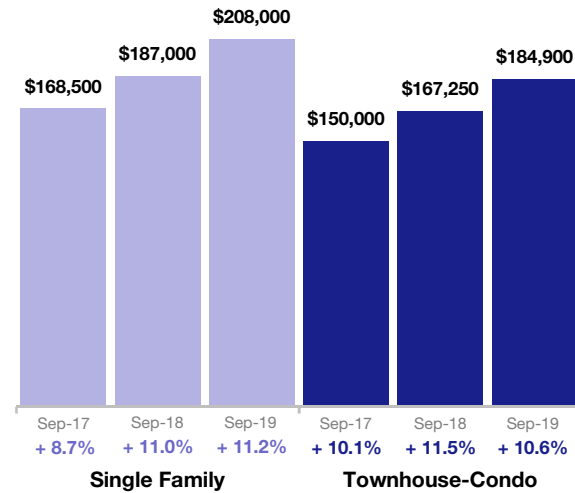
Median Sales Price



September



Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2018	\$179,001	+1.3%	\$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	\$223,750	+13.0%	\$165,350	-18.5%
Jul-2019	\$215,000	+10.6%	\$191,500	+16.1%
Aug-2019	\$213,750	+14.3%	\$182,900	-6.2%
Sep-2019	\$209,950	+13.5%	\$175,000	+9.4%

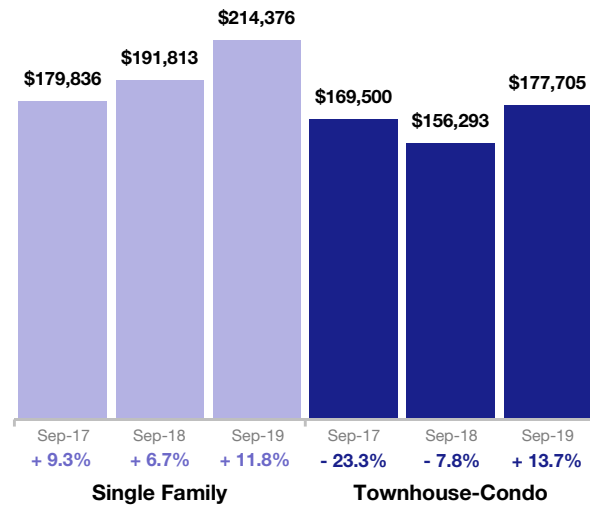
Historical Median Sales Price by Month



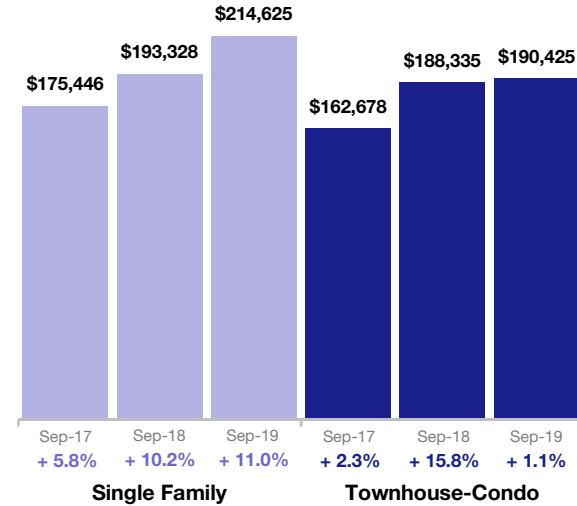
Average Sales Price



September

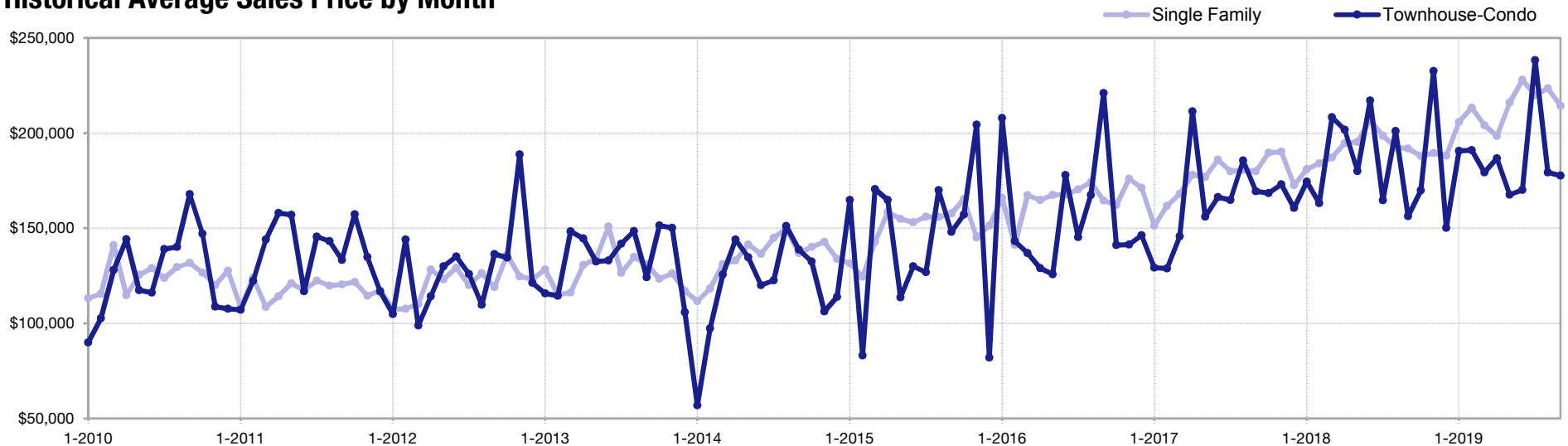


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2018	\$187,935	-0.9%	\$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	\$205,816	+13.7%	\$190,667	+9.3%
Feb-2019	\$213,310	+15.9%	\$191,010	+17.1%
Mar-2019	\$204,184	+9.1%	\$179,322	-13.9%
Apr-2019	\$198,466	+1.9%	\$186,708	-7.5%
May-2019	\$216,005	+10.6%	\$167,683	-6.9%
Jun-2019	\$227,954	+10.2%	\$170,142	-21.6%
Jul-2019	\$219,912	+10.7%	\$238,338	+44.8%
Aug-2019	\$223,510	+16.0%	\$179,283	-10.8%
Sep-2019	\$214,376	+11.8%	\$177,705	+13.7%

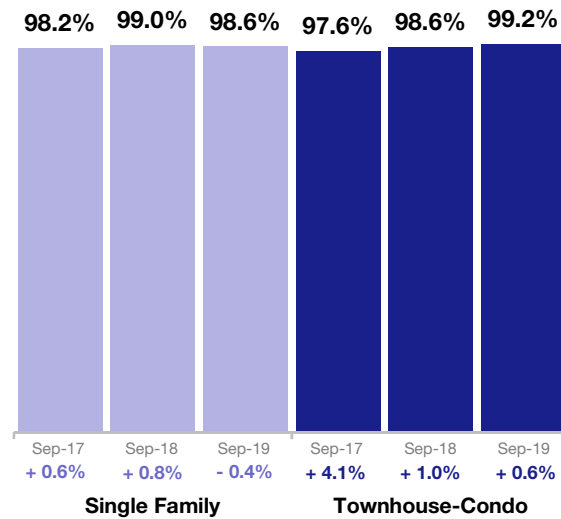
Historical Average Sales Price by Month



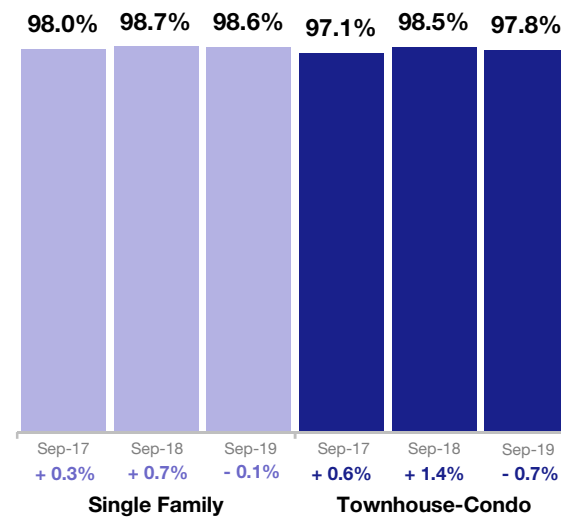
Percent of List Price Received



September

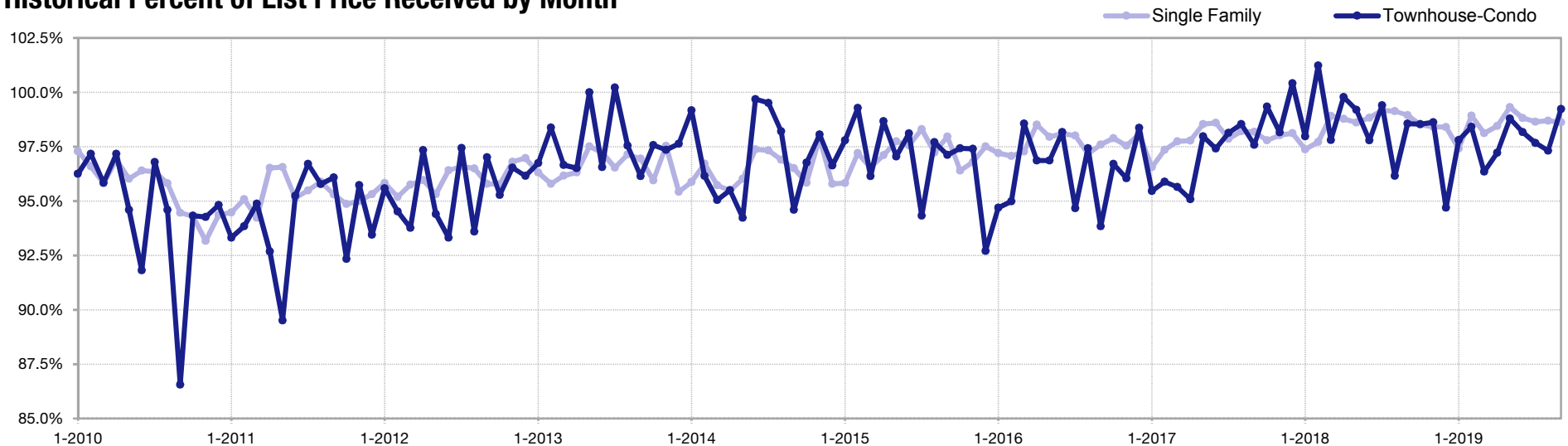


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-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	98.5%	-0.3%	97.2%	-2.6%
May-2019	99.3%	+0.7%	98.8%	-0.4%
Jun-2019	98.8%	0.0%	98.2%	+0.4%
Jul-2019	98.6%	-0.6%	97.7%	-1.7%
Aug-2019	98.7%	-0.4%	97.3%	+1.1%
Sep-2019	98.6%	-0.4%	99.2%	+0.6%

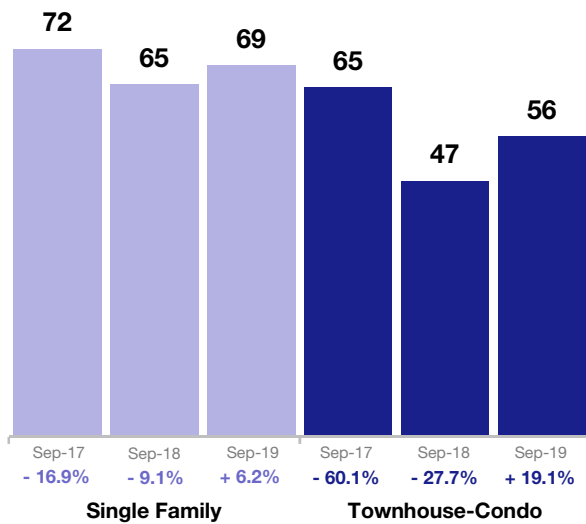
Historical Percent of List Price Received by Month



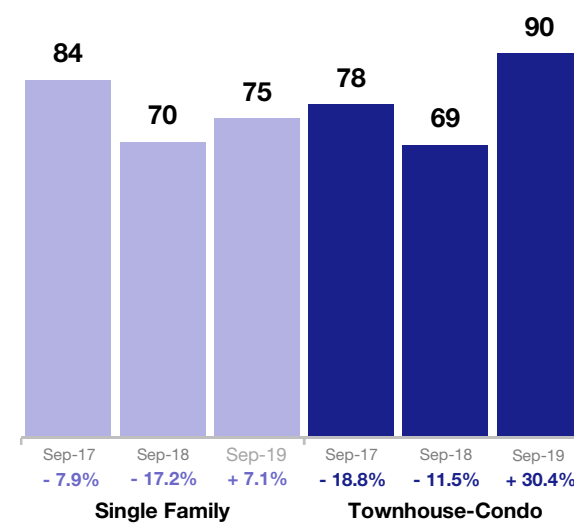
Days on Market Until Sale



September

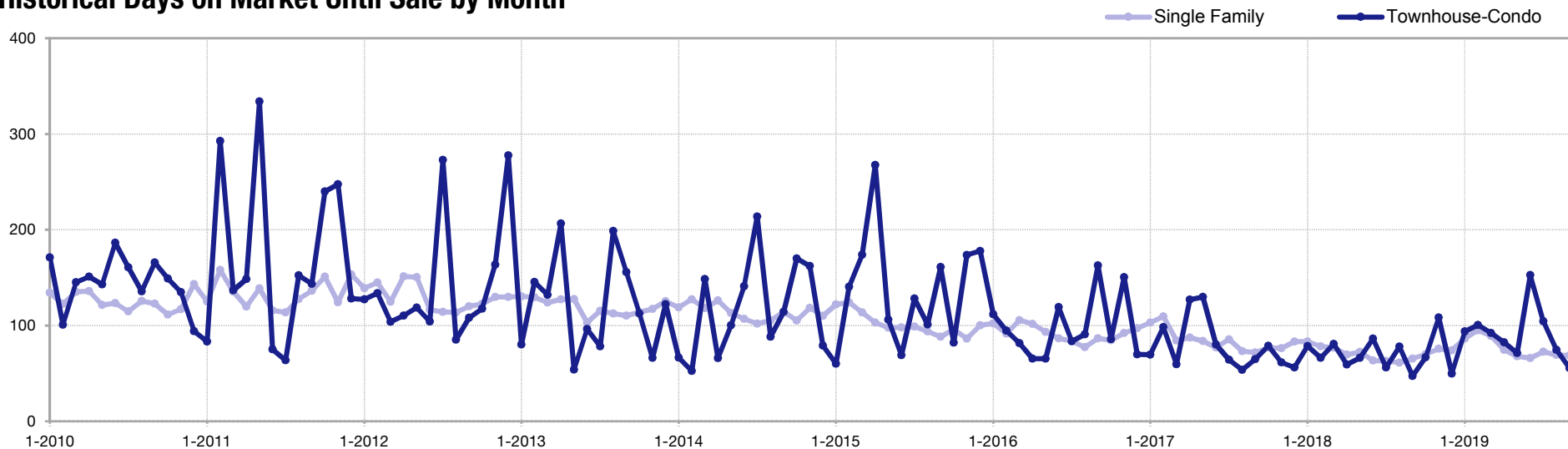


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-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	75	+7.1%	82	+39.0%
May-2019	68	-5.6%	71	+7.6%
Jun-2019	66	+4.8%	153	+77.9%
Jul-2019	73	+15.9%	104	+85.7%
Aug-2019	69	+13.1%	75	-3.8%
Sep-2019	69	+6.2%	56	+19.1%

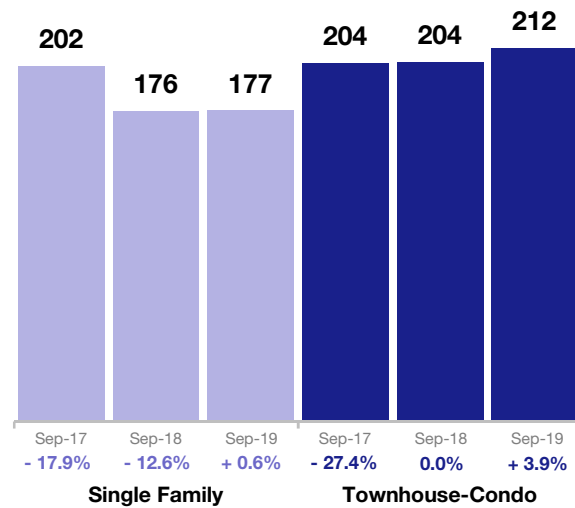
Historical Days on Market Until Sale by Month



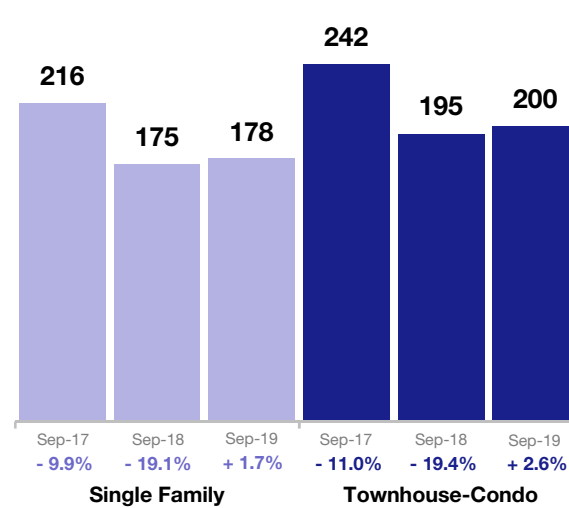
Housing Affordability Index



September

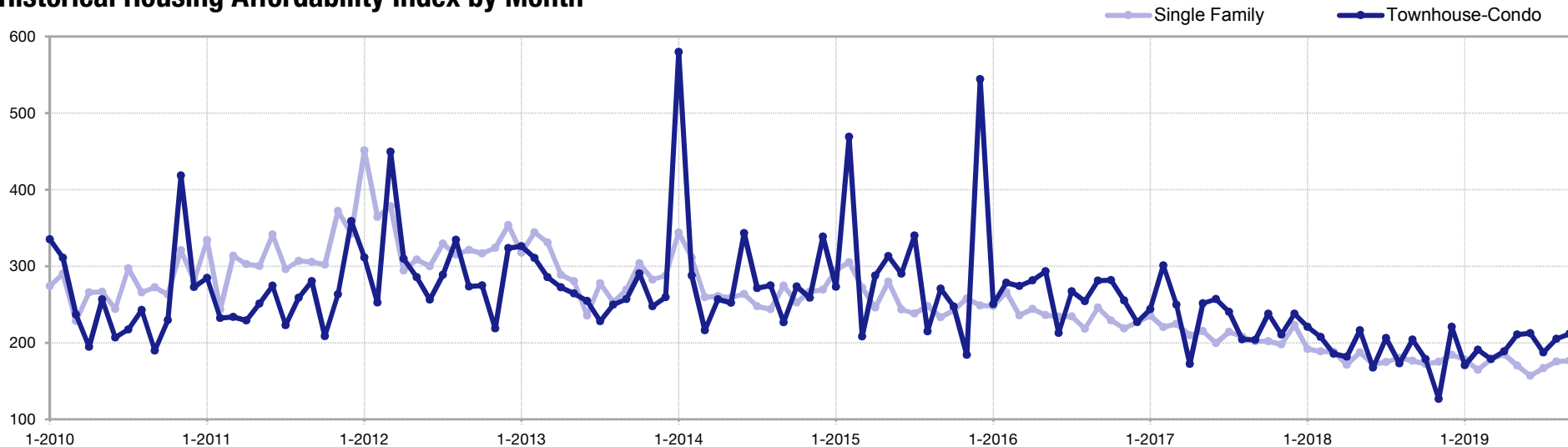


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-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	157	-8.7%	212	+26.9%
Jul-2019	167	-4.6%	187	-9.2%
Aug-2019	176	-2.8%	205	+18.5%
Sep-2019	177	+0.6%	212	+3.9%

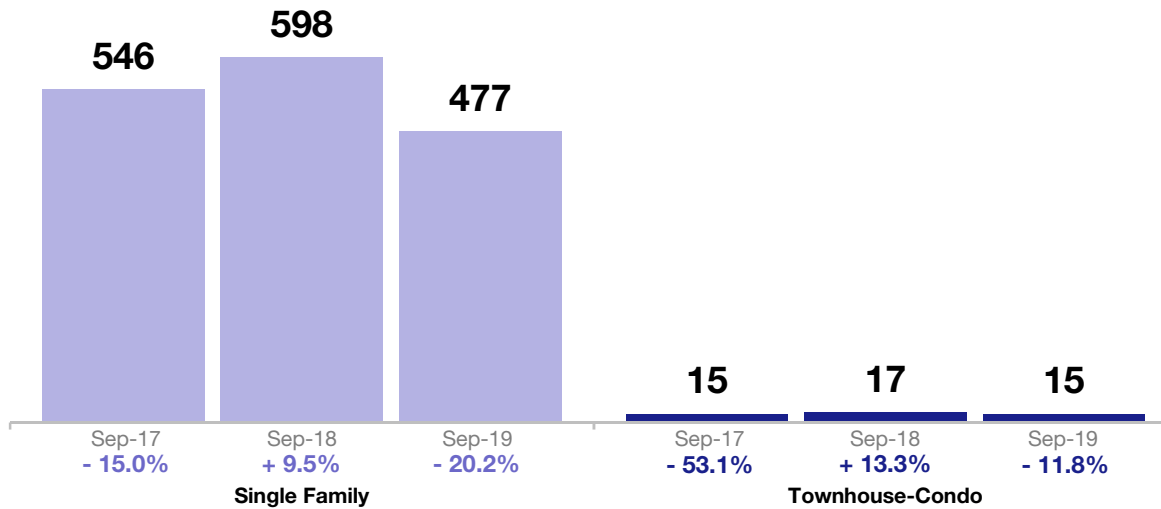
Historical Housing Affordability Index by Month



Inventory of Active Listings

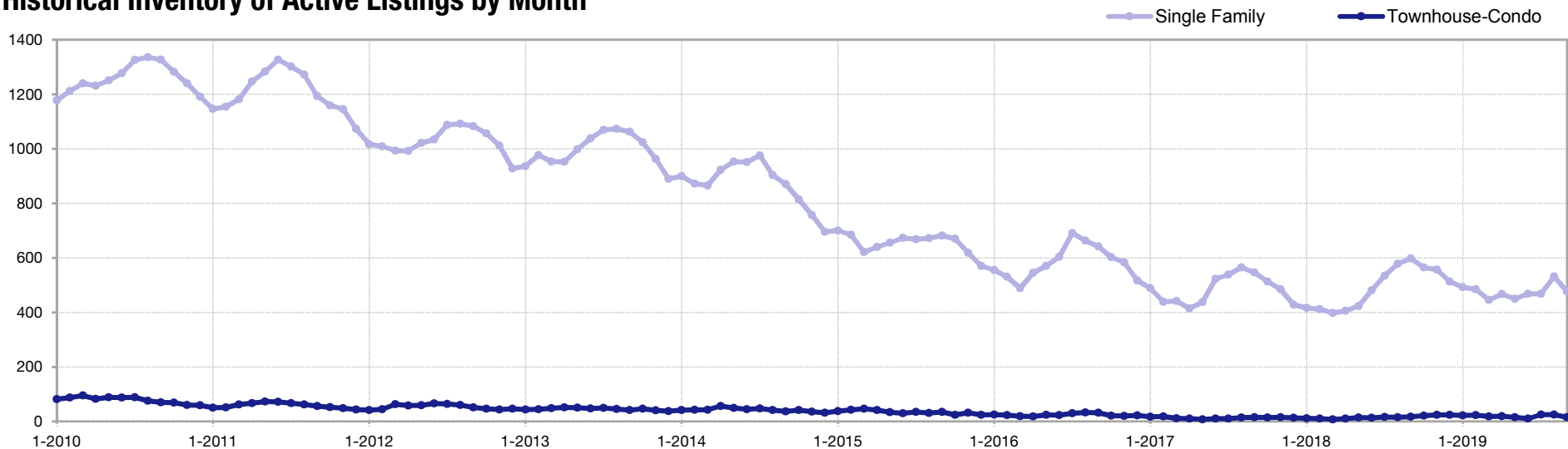


September



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2018	565	+10.1%	21	+50.0%
Nov-2018	557	+14.8%	24	+60.0%
Dec-2018	513	+19.9%	24	+84.6%
Jan-2019	493	+18.5%	22	+83.3%
Feb-2019	485	+17.7%	23	+109.1%
Mar-2019	446	+12.1%	18	+125.0%
Apr-2019	467	+15.0%	19	+72.7%
May-2019	450	+6.4%	15	+7.1%
Jun-2019	468	-2.7%	11	-15.4%
Jul-2019	468	-12.5%	25	+56.3%
Aug-2019	532	-8.0%	25	+66.7%
Sep-2019	477	-20.2%	15	-11.8%

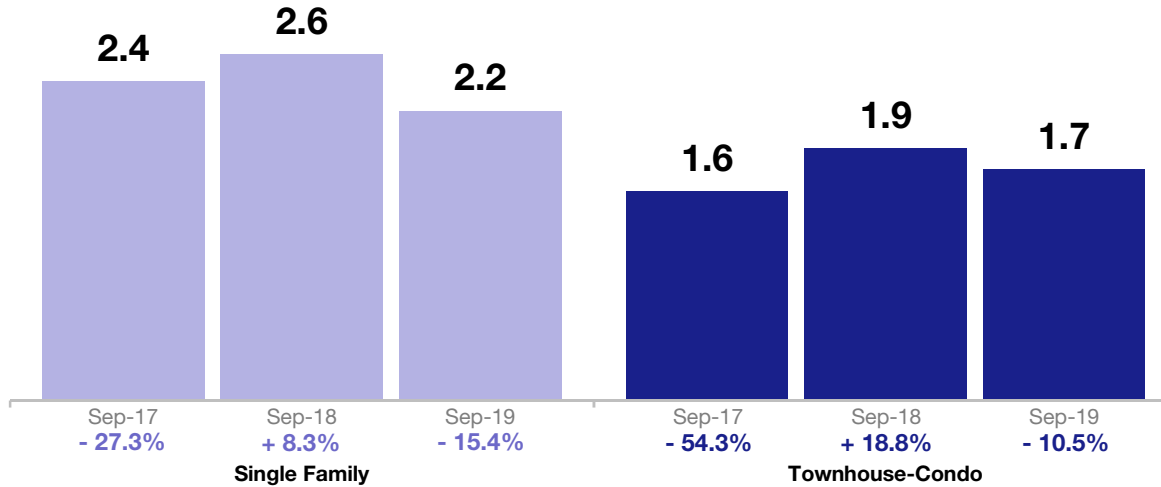
Historical Inventory of Active Listings by Month



Months Supply of Inventory

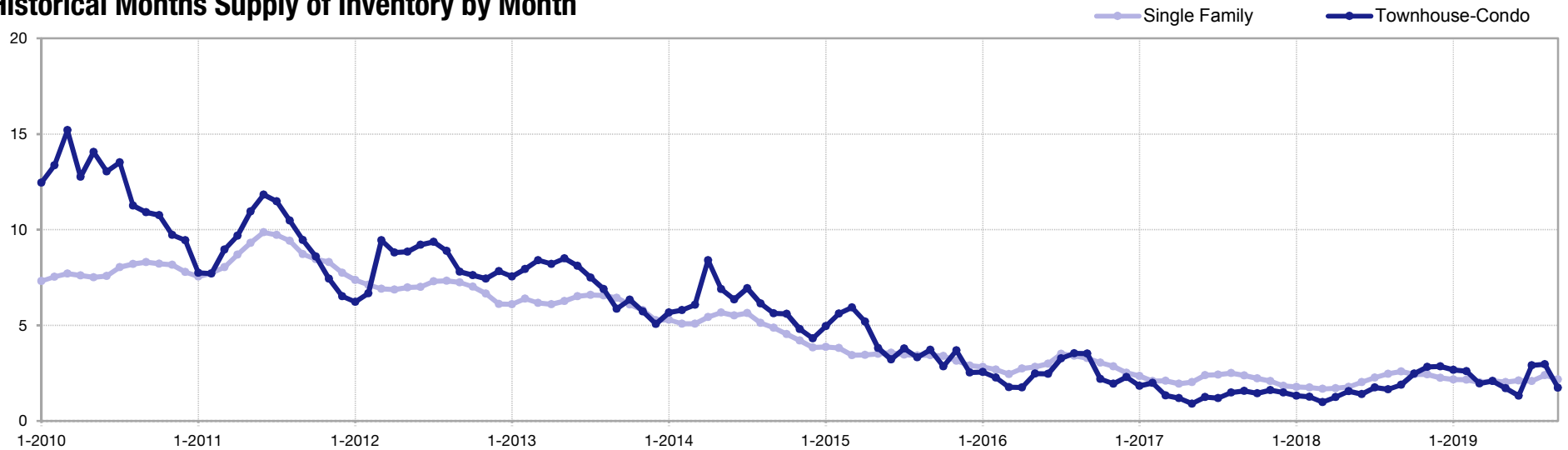


September



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-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	2.2	+29.4%	2.6	+100.0%
Mar-2019	2.0	+17.6%	2.0	+100.0%
Apr-2019	2.1	+23.5%	2.1	+75.0%
May-2019	2.0	+11.1%	1.7	+6.3%
Jun-2019	2.1	+5.0%	1.3	-7.1%
Jul-2019	2.1	-8.7%	2.9	+70.6%
Aug-2019	2.4	-4.0%	3.0	+76.5%
Sep-2019	2.2	-15.4%	1.7	-10.5%

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.



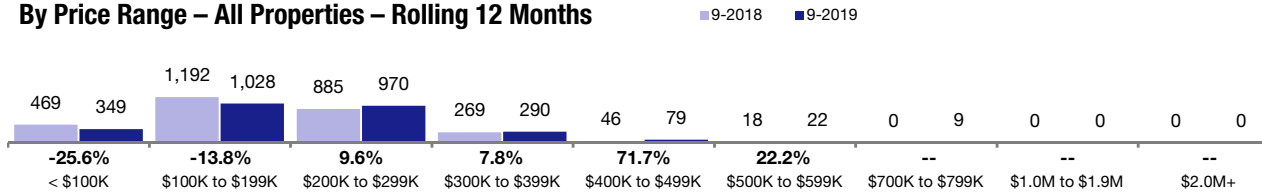
Key Metrics	Historical Sparkbars	9-2018	9-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		290	275	- 5.2%	2,895	2,814	- 2.8%
Pending Sales		208	250	+ 20.2%	2,238	2,230	- 0.4%
Sold Listings		226	208	- 8.0%	2,180	2,086	- 4.3%
Median Sales Price		\$184,950	\$209,900	+ 13.5%	\$186,220	\$205,000	+ 10.1%
Avg. Sales Price		\$190,713	\$212,613	+ 11.5%	\$193,149	\$213,685	+ 10.6%
Pct. of List Price Received		98.9%	98.7%	- 0.2%	98.7%	98.6%	- 0.1%
Days on Market		65	68	+ 4.6%	70	76	+ 8.6%
Affordability Index		177	177	0.0%	175	181	+ 3.4%
Active Listings		615	492	- 20.0%	--	--	--
Months Supply		2.6	2.1	- 19.2%	--	--	--

Sold Listings

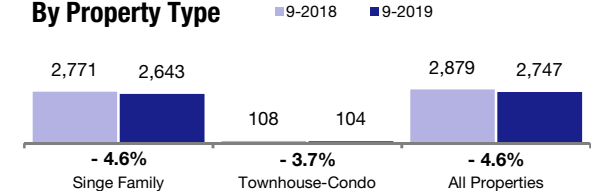
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	9-2018	9-2019	Change	9-2018	9-2019	Change
\$99,999 and Below	466	341	-26.8%	3	8	+166.7%
\$100,000 to \$199,999	1,113	972	-12.7%	79	56	-29.1%
\$200,000 to \$299,999	870	937	+7.7%	15	33	+120.0%
\$300,000 to \$399,999	259	285	+10.0%	10	5	-50.0%
\$400,000 to \$499,999	45	78	+73.3%	1	1	0.0%
\$500,000 to \$699,999	18	21	+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	2,771	2,643	-4.6%	108	104	-3.7%

Compared to Prior Month

By Price Range	Single Family			Condo		
	8-2019	9-2019	Change	8-2019	9-2019	Change
\$99,999 and Below	21	23	+9.5%	3	0	-100.0%
\$100,000 to \$199,999	87	70	-19.5%	2	6	+200.0%
\$200,000 to \$299,999	92	72	-21.7%	3	4	+33.3%
\$300,000 to \$399,999	32	24	-25.0%	1	0	-100.0%
\$400,000 to \$499,999	6	9	+50.0%	0	0	--
\$500,000 to \$699,999	5	0	-100.0%	0	0	--
\$700,000 to \$999,999	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	243	198	-18.5%	9	10	+11.1%

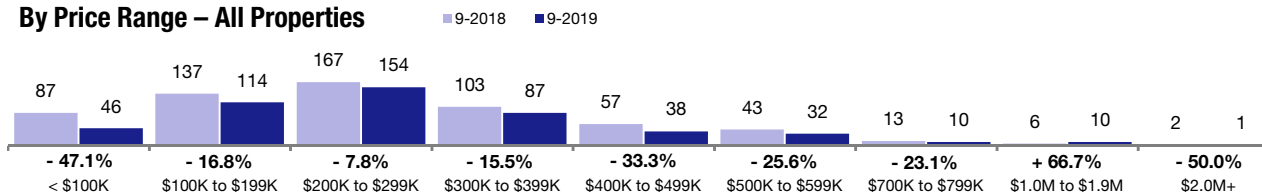
Year to Date

By Price Range	Single Family			Condo		
	9-2018	9-2019	Change	9-2018	9-2019	Change
\$99,999 and Below	344	232	-32.6%	3	8	+166.7%
\$100,000 to \$199,999	821	713	-13.2%	53	41	-22.6%
\$200,000 to \$299,999	684	734	+7.3%	12	26	+116.7%
\$300,000 to \$399,999	210	233	+11.0%	9	4	-55.6%
\$400,000 to \$499,999	30	65	+116.7%	1	1	0.0%
\$500,000 to \$699,999	13	19	+46.2%	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	2,102	2,005	-4.6%	78	81	+3.8%

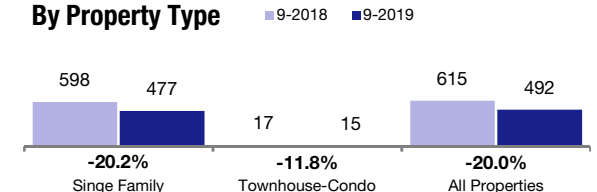
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Condo		
	9-2018	9-2019	Change	9-2018	9-2019	Change
\$99,999 and Below	87	43	-50.6%	0	3	--
\$100,000 to \$199,999	131	110	-16.0%	6	4	-33.3%
\$200,000 to \$299,999	163	148	-9.2%	4	6	+50.0%
\$300,000 to \$399,999	98	86	-12.2%	5	1	-80.0%
\$400,000 to \$499,999	57	38	-33.3%	0	0	--
\$500,000 to \$699,999	41	31	-24.4%	2	1	-50.0%
\$700,000 to \$999,999	13	10	-23.1%	0	0	--
\$1,000,000 to \$1,999,999	6	10	+66.7%	0	0	--
\$2,000,000 and Above	2	1	-50.0%	0	0	--
All Price Ranges	598	477	-20.2%	17	15	-11.8%

Compared to Prior Month

By Price Range	Single Family			Condo		
	8-2019	9-2019	Change	8-2019	9-2019	Change
\$99,999 and Below	49	43	-12.2%	3	3	0.0%
\$100,000 to \$199,999	123	110	-10.6%	10	4	-60.0%
\$200,000 to \$299,999	162	148	-8.6%	9	6	-33.3%
\$300,000 to \$399,999	95	86	-9.5%	1	1	0.0%
\$400,000 to \$499,999	46	38	-17.4%	0	0	--
\$500,000 to \$699,999	32	31	-3.1%	2	1	-50.0%
\$700,000 to \$999,999	14	10	-28.6%	0	0	--
\$1,000,000 to \$1,999,999	10	10	0.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	532	477	-10.3%	25	15	-40.0%

Year to Date

By Price Range	Single Family			Condo		
	9-2018	9-2019	Change	9-2018	9-2019	Change
\$99,999 and Below	49	43	-12.2%	3	3	0.0%
\$100,000 to \$199,999	123	110	-10.6%	10	4	-60.0%
\$200,000 to \$299,999	162	148	-8.6%	9	6	-33.3%
\$300,000 to \$399,999	95	86	-9.5%	1	1	0.0%
\$400,000 to \$499,999	46	38	-17.4%	0	0	--
\$500,000 to \$699,999	32	31	-3.1%	2	1	-50.0%
\$700,000 to \$999,999	14	10	-28.6%	0	0	--
\$1,000,000 to \$1,999,999	10	10	0.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	532	477	-10.3%	25	15	-40.0%

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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

Local Market Update for September 2019

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Pueblo County

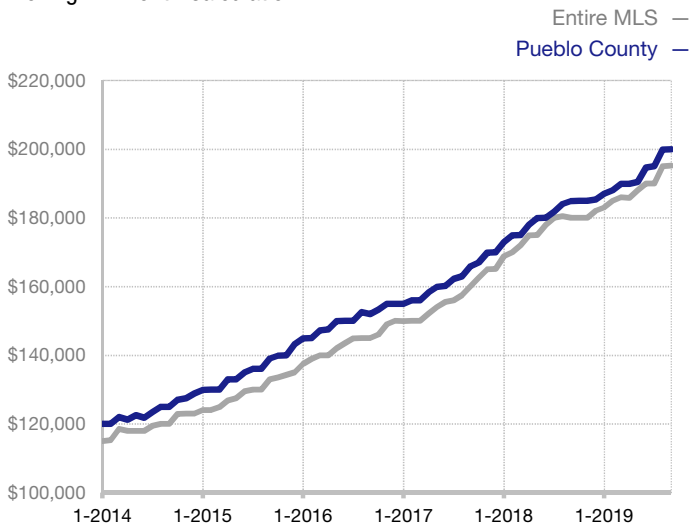
Single Family Key Metrics	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
New Listings	271	270	- 0.4%	2,734	2,654	- 2.9%
Sold Listings	215	193	- 10.2%	2,067	1,969	- 4.7%
Median Sales Price*	\$186,000	\$209,900	+ 12.8%	\$187,000	\$208,000	+ 11.2%
Average Sales Price*	\$193,422	\$213,195	+ 10.2%	\$193,558	\$215,052	+ 11.1%
Percent of List Price Received*	99.1%	98.8%	- 0.3%	98.7%	98.7%	0.0%
Days on Market Until Sale	65	67	+ 3.1%	70	74	+ 5.7%
Inventory of Homes for Sale	563	446	- 20.8%	--	--	--
Months Supply of Inventory	2.5	2.1	- 16.0%	--	--	--

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

Townhouse-Condo Key Metrics	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
New Listings	11	2	- 81.8%	95	93	- 2.1%
Sold Listings	7	10	+ 42.9%	76	77	+ 1.3%
Median Sales Price*	\$159,900	\$175,000	+ 9.4%	\$167,250	\$184,900	+ 10.6%
Average Sales Price*	\$156,293	\$177,705	+ 13.7%	\$188,922	\$189,688	+ 0.4%
Percent of List Price Received*	98.6%	99.2%	+ 0.6%	98.5%	97.9%	- 0.6%
Days on Market Until Sale	47	56	+ 19.1%	70	91	+ 30.0%
Inventory of Homes for Sale	17	15	- 11.8%	--	--	--
Months Supply of Inventory	2.0	1.8	- 10.0%	--	--	--

* 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 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Arkansas Valley/Otero County

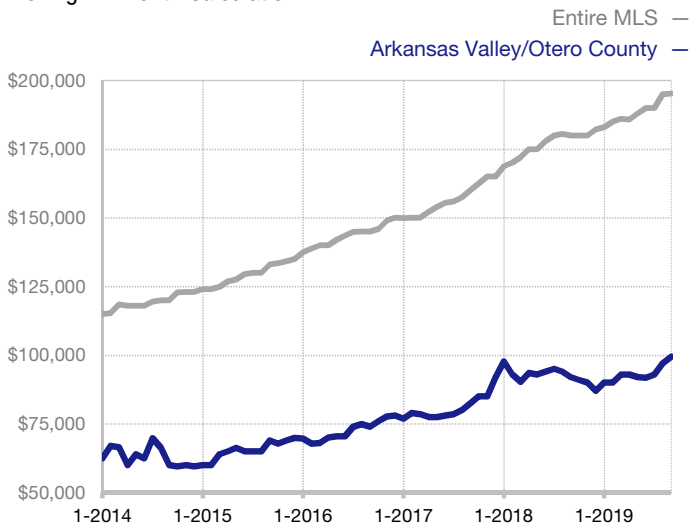
Single Family	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
Key Metrics						
New Listings	34	38	+ 11.8%	302	340	+ 12.6%
Sold Listings	32	24	- 25.0%	239	259	+ 8.4%
Median Sales Price*	\$80,000	\$128,000	+ 60.0%	\$86,000	\$104,700	+ 21.7%
Average Sales Price*	\$99,011	\$132,375	+ 33.7%	\$108,078	\$121,293	+ 12.2%
Percent of List Price Received*	94.6%	97.6%	+ 3.2%	95.1%	95.3%	+ 0.2%
Days on Market Until Sale	88	92	+ 4.5%	118	101	- 14.4%
Inventory of Homes for Sale	101	88	- 12.9%	--	--	--
Months Supply of Inventory	3.8	3.2	- 15.8%	--	--	--

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

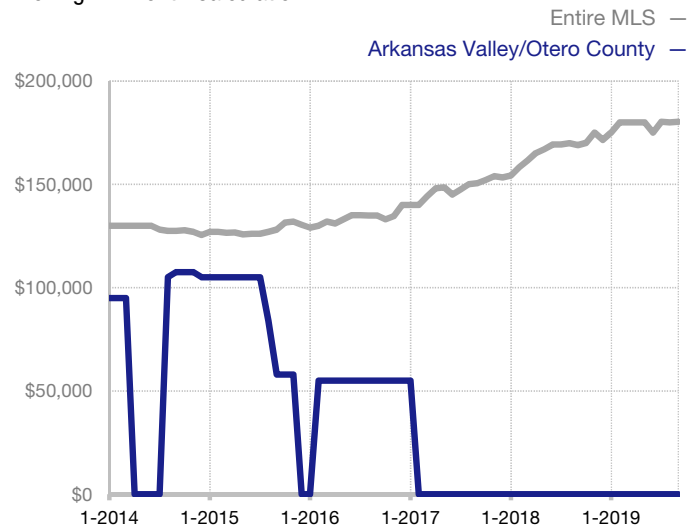
Townhouse-Condo	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	1	0.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	1	--	--	--	--
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 2019

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Fowler

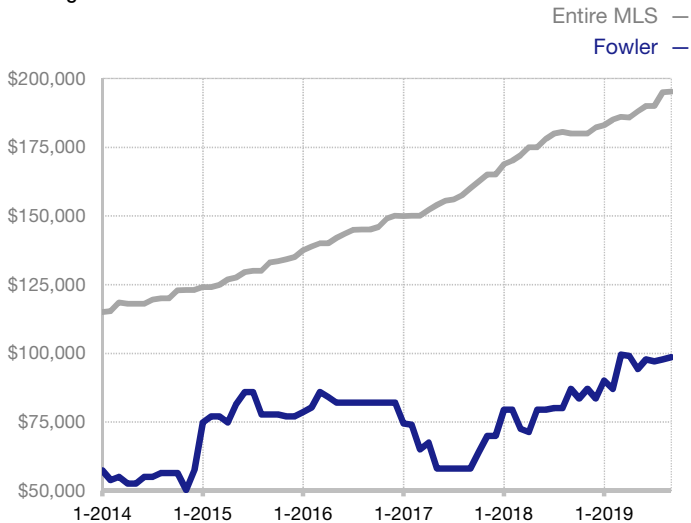
Single Family	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
Key Metrics						
New Listings	5	4	- 20.0%	27	30	+ 11.1%
Sold Listings	2	3	+ 50.0%	25	30	+ 20.0%
Median Sales Price*	\$193,500	\$175,000	- 9.6%	\$87,000	\$99,500	+ 14.4%
Average Sales Price*	\$193,500	\$184,333	- 4.7%	\$132,978	\$134,016	+ 0.8%
Percent of List Price Received*	96.1%	95.0%	- 1.1%	98.5%	96.3%	- 2.2%
Days on Market Until Sale	67	69	+ 3.0%	106	77	- 27.4%
Inventory of Homes for Sale	8	6	- 25.0%	--	--	--
Months Supply of Inventory	2.8	1.6	- 42.9%	--	--	--

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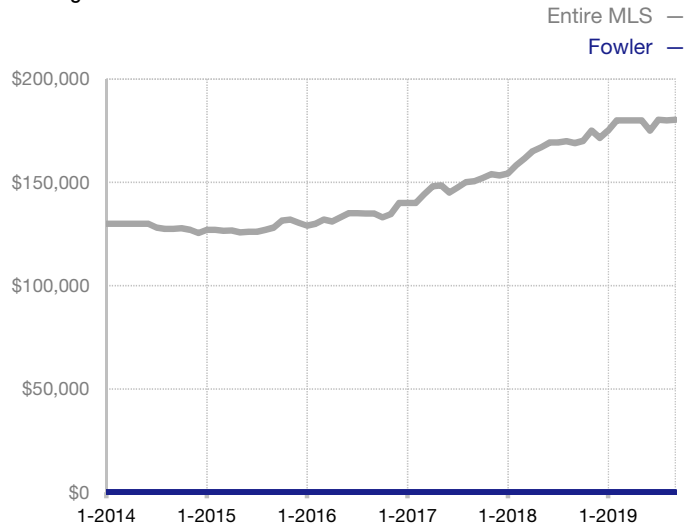
Townhouse-Condo	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 September 2019

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Huerfano County

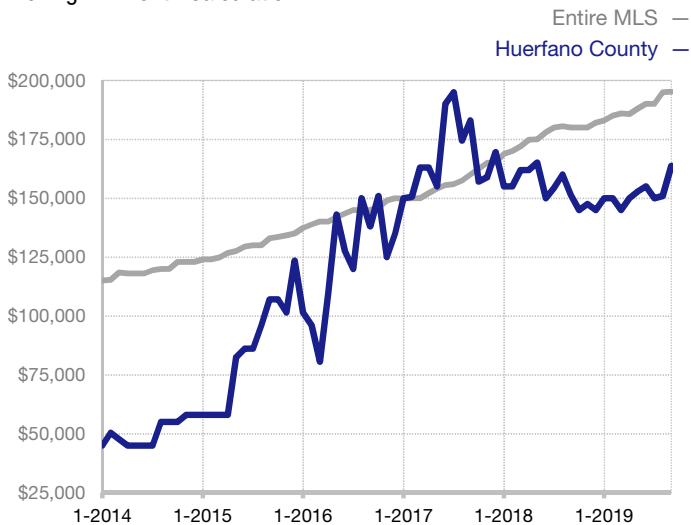
Single Family	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
Key Metrics						
New Listings	9	6	- 33.3%	116	99	- 14.7%
Sold Listings	12	10	- 16.7%	68	65	- 4.4%
Median Sales Price*	\$118,750	\$197,750	+ 66.5%	\$151,400	\$174,000	+ 14.9%
Average Sales Price*	\$140,483	\$224,750	+ 60.0%	\$200,791	\$213,602	+ 6.4%
Percent of List Price Received*	94.0%	87.9%	- 6.5%	94.4%	93.6%	- 0.8%
Days on Market Until Sale	106	313	+ 195.3%	171	221	+ 29.2%
Inventory of Homes for Sale	82	55	- 32.9%	--	--	--
Months Supply of Inventory	12.3	8.4	- 31.7%	--	--	--

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

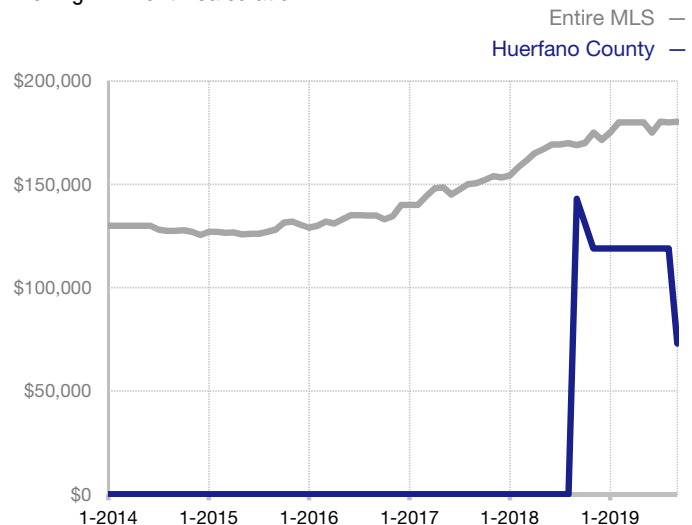
Townhouse-Condo	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	3	1	- 66.7%
Sold Listings	1	1	0.0%	1	1	0.0%
Median Sales Price*	\$143,000	\$73,000	- 49.0%	\$143,000	\$73,000	- 49.0%
Average Sales Price*	\$143,000	\$73,000	- 49.0%	\$143,000	\$73,000	- 49.0%
Percent of List Price Received*	95.4%	97.3%	+ 2.0%	95.4%	97.3%	+ 2.0%
Days on Market Until Sale	90	52	- 42.2%	90	52	- 42.2%
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	1.0	0.0	- 100.0%	--	--	--

* 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 2019

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La Junta

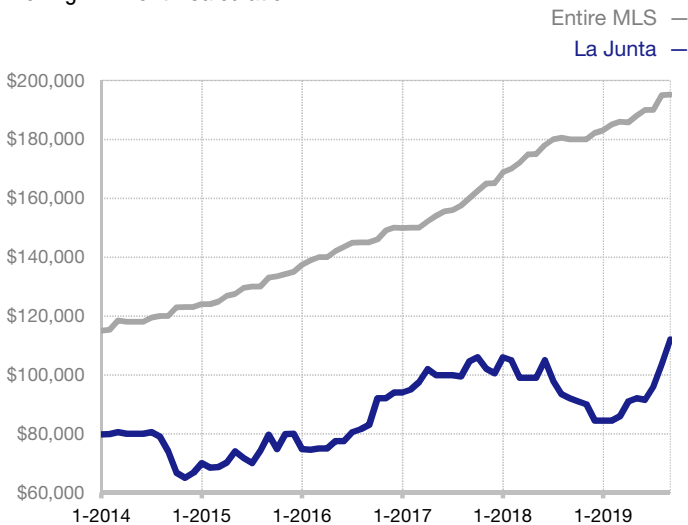
Single Family Key Metrics	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
New Listings	10	12	+ 20.0%	86	81	- 5.8%
Sold Listings	11	5	- 54.5%	62	65	+ 4.8%
Median Sales Price*	\$75,000	\$128,000	+ 70.7%	\$84,400	\$120,125	+ 42.3%
Average Sales Price*	\$85,214	\$123,120	+ 44.5%	\$99,478	\$125,053	+ 25.7%
Percent of List Price Received*	93.5%	99.9%	+ 6.8%	96.4%	96.5%	+ 0.1%
Days on Market Until Sale	86	72	- 16.3%	109	120	+ 10.1%
Inventory of Homes for Sale	28	19	- 32.1%	--	--	--
Months Supply of Inventory	4.0	2.8	- 30.0%	--	--	--

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

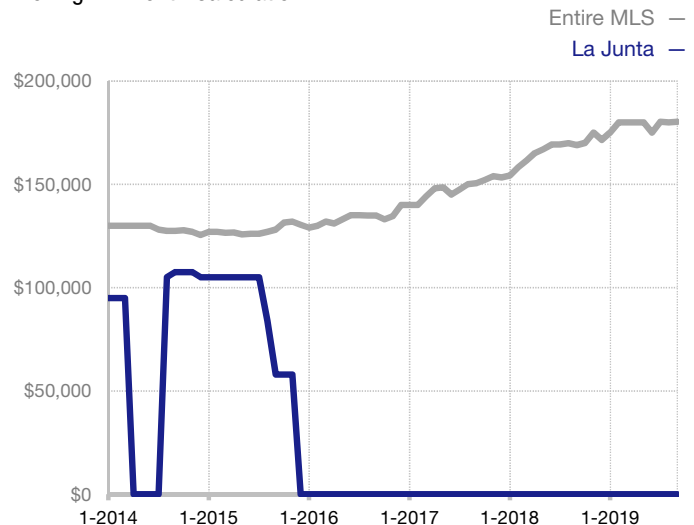
Townhouse-Condo Key Metrics	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 September 2019

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Lamar

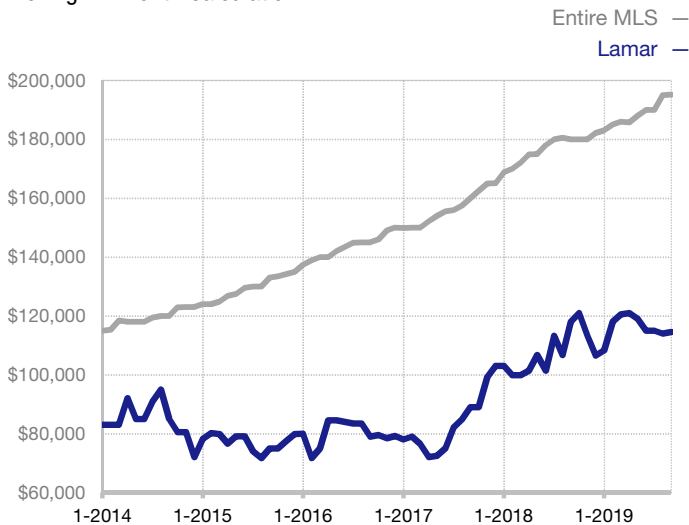
Single Family	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
Key Metrics						
New Listings	4	5	+ 25.0%	44	54	+ 22.7%
Sold Listings	5	5	0.0%	35	47	+ 34.3%
Median Sales Price*	\$170,000	\$135,000	- 20.6%	\$108,000	\$115,000	+ 6.5%
Average Sales Price*	\$153,300	\$143,400	- 6.5%	\$118,914	\$125,882	+ 5.9%
Percent of List Price Received*	98.0%	97.3%	- 0.7%	96.0%	95.0%	- 1.0%
Days on Market Until Sale	88	58	- 34.1%	111	96	- 13.5%
Inventory of Homes for Sale	8	15	+ 87.5%	--	--	--
Months Supply of Inventory	2.1	3.1	+ 47.6%	--	--	--

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

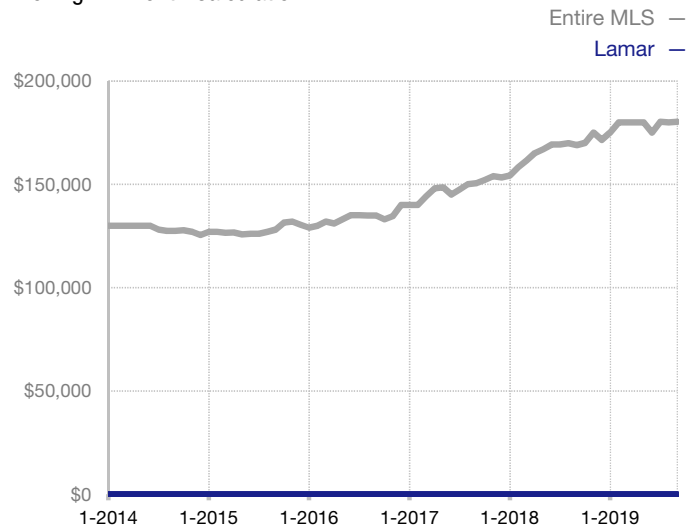
Townhouse-Condo	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 September 2019

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Las Animas

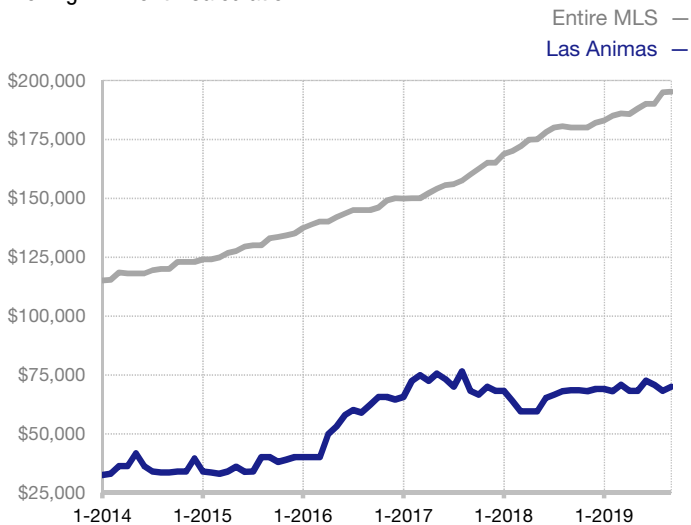
Single Family	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	2	--	22	30	+ 36.4%
Sold Listings	4	2	- 50.0%	21	23	+ 9.5%
Median Sales Price*	\$64,500	\$91,950	+ 42.6%	\$68,500	\$67,500	- 1.5%
Average Sales Price*	\$79,500	\$91,950	+ 15.7%	\$81,750	\$80,872	- 1.1%
Percent of List Price Received*	95.2%	97.1%	+ 2.0%	91.3%	93.8%	+ 2.7%
Days on Market Until Sale	168	121	- 28.0%	114	92	- 19.3%
Inventory of Homes for Sale	8	4	- 50.0%	--	--	--
Months Supply of Inventory	2.3	1.4	- 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.

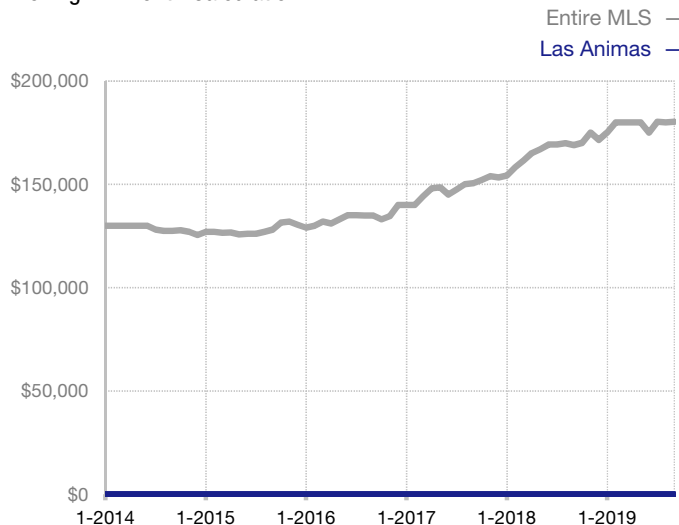
Townhouse-Condo	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 September 2019

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Manzanola

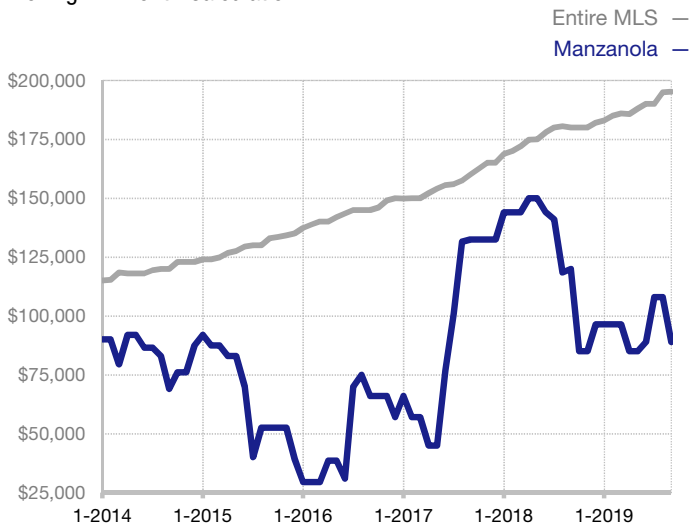
Single Family	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
Key Metrics						
New Listings	3	1	- 66.7%	11	7	- 36.4%
Sold Listings	0	1	--	3	9	+ 200.0%
Median Sales Price*	\$0	\$55,000	--	\$155,000	\$114,900	- 25.9%
Average Sales Price*	\$0	\$55,000	--	\$152,333	\$163,256	+ 7.2%
Percent of List Price Received*	0.0%	91.8%	--	105.8%	91.7%	- 13.3%
Days on Market Until Sale	0	453	--	109	152	+ 39.4%
Inventory of Homes for Sale	5	1	- 80.0%	--	--	--
Months Supply of Inventory	3.1	0.5	- 83.9%	--	--	--

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

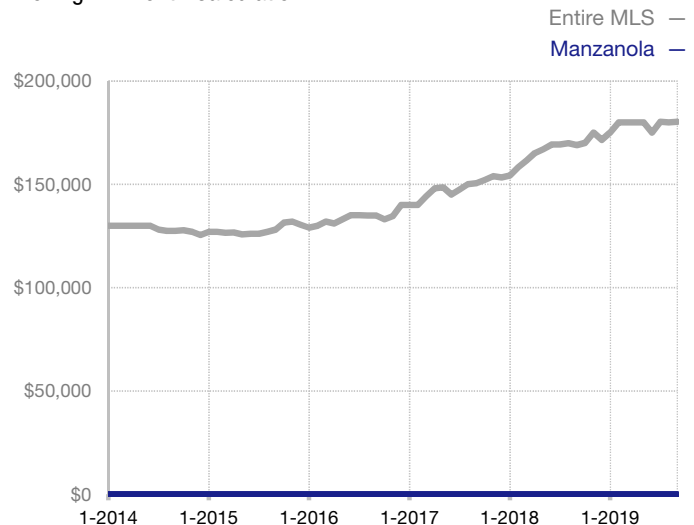
Townhouse-Condo	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 September 2019

A Research Tool Provided by the Colorado Association of REALTORS®



Rocky Ford

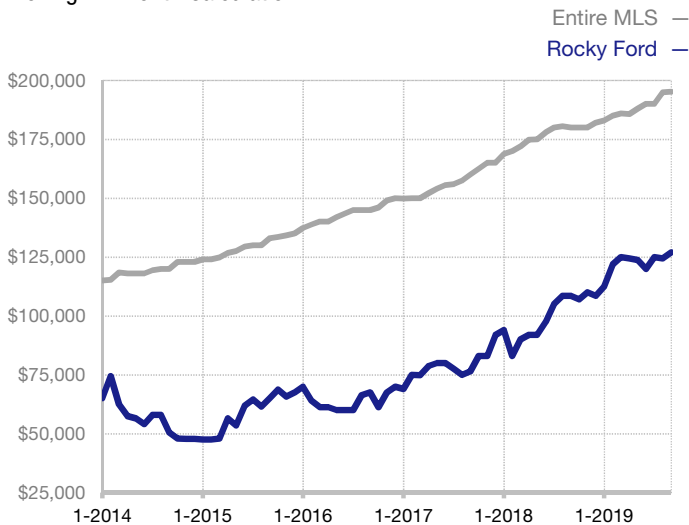
Single Family	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	Percent Change from Previous Year
Key Metrics						
New Listings	4	6	+ 50.0%	42	47	+ 11.9%
Sold Listings	2	4	+ 100.0%	36	38	+ 5.6%
Median Sales Price*	\$121,875	\$165,000	+ 35.4%	\$105,250	\$127,000	+ 20.7%
Average Sales Price*	\$121,875	\$148,625	+ 21.9%	\$117,928	\$132,998	+ 12.8%
Percent of List Price Received*	99.5%	98.5%	- 1.0%	93.5%	96.6%	+ 3.3%
Days on Market Until Sale	56	62	+ 10.7%	125	105	- 16.0%
Inventory of Homes for Sale	14	10	- 28.6%	--	--	--
Months Supply of Inventory	3.8	2.4	- 36.8%	--	--	--

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

Townhouse-Condo	September			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 09-2018	Thru 09-2019	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

