

# Local Market Update for November 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Pueblo County

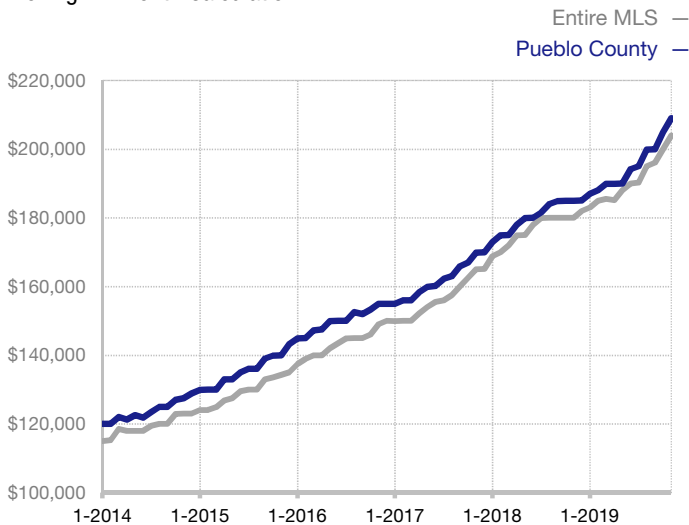
Single Family Key Metrics	November			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
New Listings	218	200	- 8.3%	3,227	3,147	- 2.5%
Sold Listings	217	198	- 8.8%	2,529	2,417	- 4.4%
Median Sales Price*	\$180,000	\$219,950	+ 22.2%	\$185,750	\$210,000	+ 13.1%
Average Sales Price*	\$189,550	\$217,886	+ 14.9%	\$193,049	\$216,551	+ 12.2%
Percent of List Price Received*	98.4%	98.3%	- 0.1%	98.6%	98.6%	0.0%
Days on Market Until Sale	76	72	- 5.3%	71	74	+ 4.2%
Inventory of Homes for Sale	521	378	- 27.4%	--	--	--
Months Supply of Inventory	2.3	1.7	- 26.1%	--	--	--

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

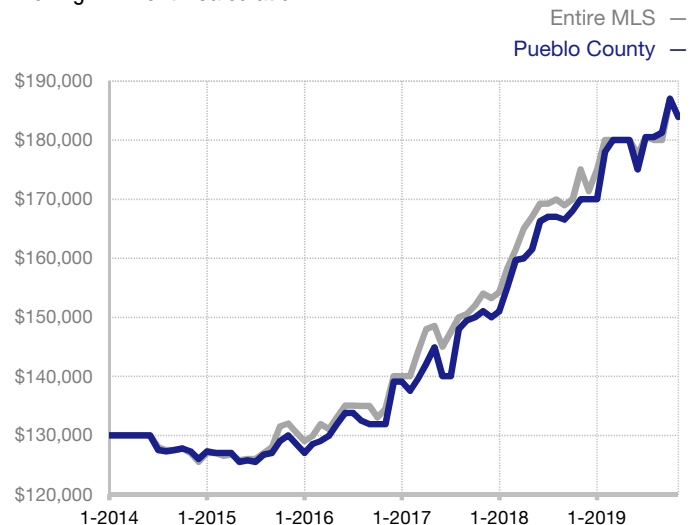
Townhouse-Condo Key Metrics	November			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
New Listings	7	3	- 57.1%	115	104	- 9.6%
Sold Listings	10	5	- 50.0%	95	93	- 2.1%
Median Sales Price*	\$249,000	\$155,000	- 37.8%	\$170,000	\$185,000	+ 8.8%
Average Sales Price*	\$232,540	\$163,360	- 29.7%	\$191,711	\$192,221	+ 0.3%
Percent of List Price Received*	98.6%	100.1%	+ 1.5%	98.5%	98.0%	- 0.5%
Days on Market Until Sale	108	94	- 13.0%	73	89	+ 21.9%
Inventory of Homes for Sale	23	10	- 56.5%	--	--	--
Months Supply of Inventory	2.8	1.3	- 53.6%	--	--	--

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

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



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



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## Arkansas Valley/Otero County

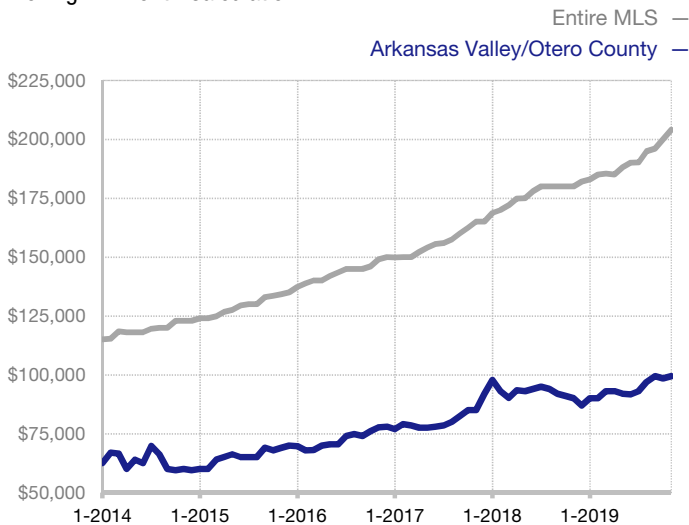
Single Family	November			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	32	26	- 18.8%	378	400	+ 5.8%
Sold Listings	24	25	+ 4.2%	291	317	+ 8.9%
Median Sales Price*	\$85,500	<b>\$98,500</b>	+ 15.2%	\$88,200	<b>\$100,763</b>	+ 14.2%
Average Sales Price*	\$81,842	<b>\$121,554</b>	+ 48.5%	\$107,420	<b>\$125,920</b>	+ 17.2%
Percent of List Price Received*	92.6%	<b>96.1%</b>	+ 3.8%	94.8%	<b>95.1%</b>	+ 0.3%
Days on Market Until Sale	98	100	+ 2.0%	114	103	- 9.6%
Inventory of Homes for Sale	127	89	- 29.9%	--	--	--
Months Supply of Inventory	4.8	3.2	- 33.3%	--	--	--

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

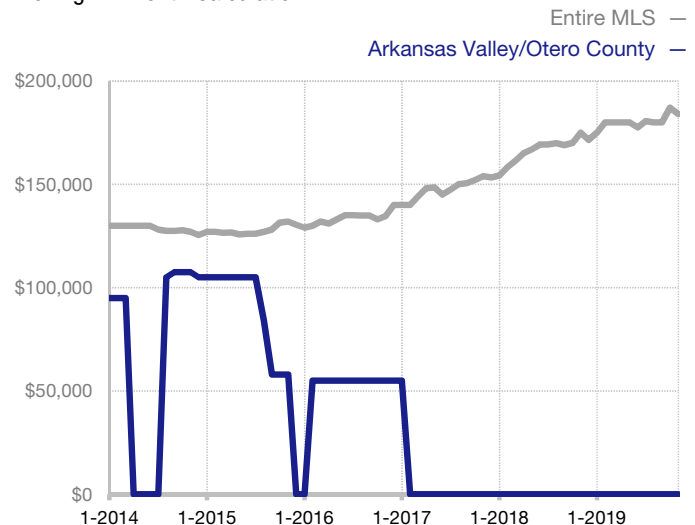
Townhouse-Condo	November			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	1	1	0.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$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	--	--	--	--

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Rolling 12-Month Calculation



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



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## Fowler

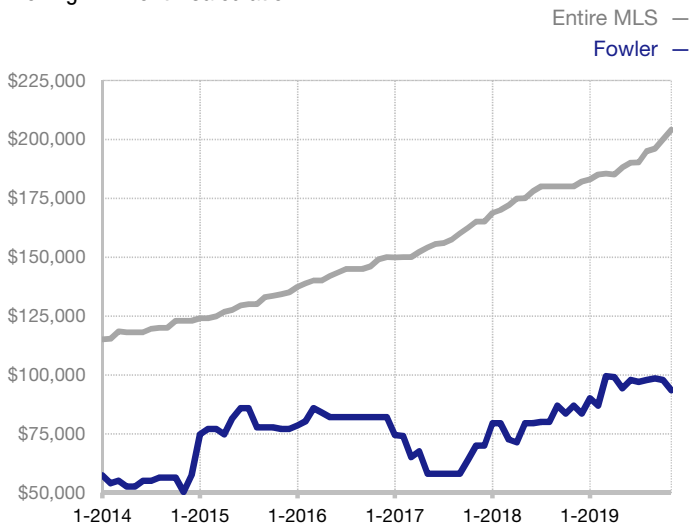
Single Family	November			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	5	2	- 60.0%	38	37	- 2.6%
Sold Listings	5	3	- 40.0%	30	34	+ 13.3%
Median Sales Price*	\$98,500	<b>\$79,000</b>	- 19.8%	\$90,394	<b>\$97,750</b>	+ 8.1%
Average Sales Price*	\$99,400	<b>\$78,500</b>	- 21.0%	\$127,381	<b>\$126,941</b>	- 0.3%
Percent of List Price Received*	95.4%	<b>97.5%</b>	+ 2.2%	98.0%	<b>96.4%</b>	- 1.6%
Days on Market Until Sale	61	<b>44</b>	- 27.9%	98	<b>74</b>	- 24.5%
Inventory of Homes for Sale	8	<b>8</b>	0.0%	--	--	--
Months Supply of Inventory	2.6	<b>2.4</b>	- 7.7%	--	--	--

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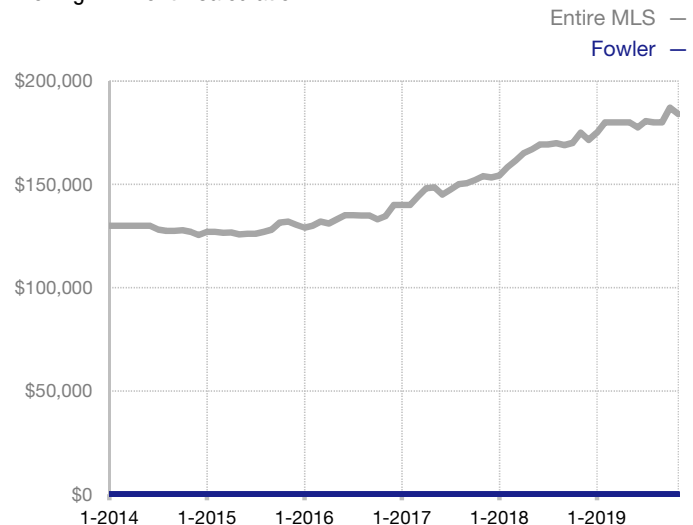
Townhouse-Condo	November			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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



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## Huerfano County

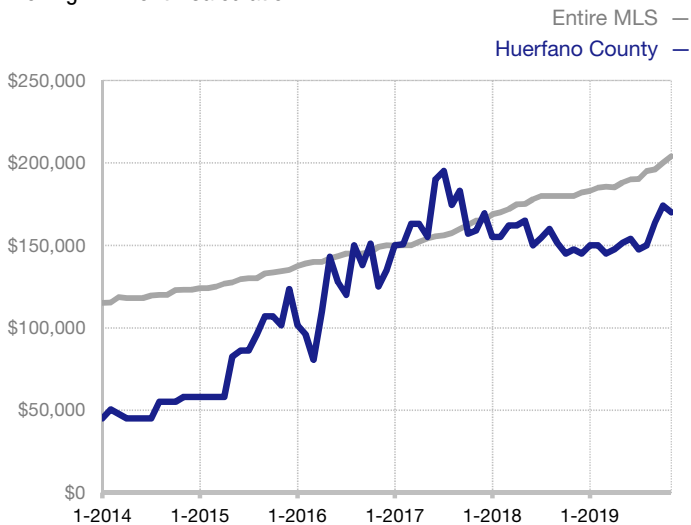
Single Family	November			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	4	5	+ 25.0%	127	116	- 8.7%
Sold Listings	4	7	+ 75.0%	81	79	- 2.5%
Median Sales Price*	\$248,500	\$165,000	- 33.6%	\$145,000	\$174,000	+ 20.0%
Average Sales Price*	\$241,250	\$215,629	- 10.6%	\$194,353	\$214,448	+ 10.3%
Percent of List Price Received*	93.3%	96.7%	+ 3.6%	93.3%	94.1%	+ 0.9%
Days on Market Until Sale	140	99	- 29.3%	165	204	+ 23.6%
Inventory of Homes for Sale	76	55	- 27.6%	--	--	--
Months Supply of Inventory	10.9	8.3	- 23.9%	--	--	--

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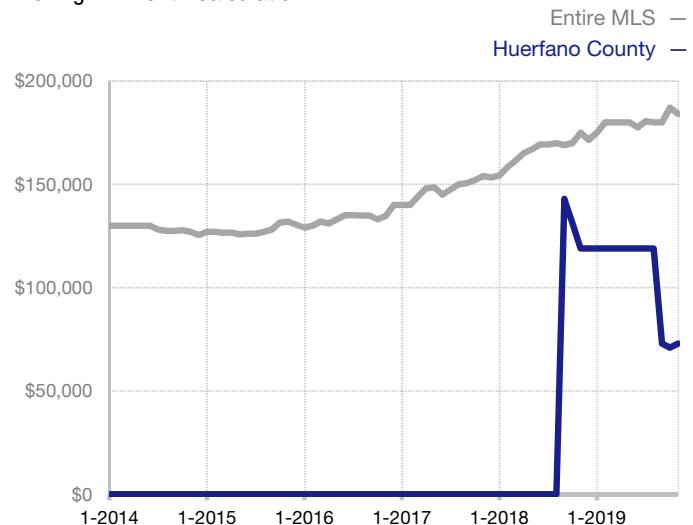
Townhouse-Condo	November			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	3	1	- 66.7%
Sold Listings	1	0	- 100.0%	3	1	- 66.7%
Median Sales Price*	\$68,900	\$0	- 100.0%	\$119,000	\$73,000	- 38.7%
Average Sales Price*	\$68,900	\$0	- 100.0%	\$110,300	\$73,000	- 33.8%
Percent of List Price Received*	98.6%	0.0%	- 100.0%	97.7%	97.3%	- 0.4%
Days on Market Until Sale	93	0	- 100.0%	112	52	- 53.6%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Rolling 12-Month Calculation



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## La Junta

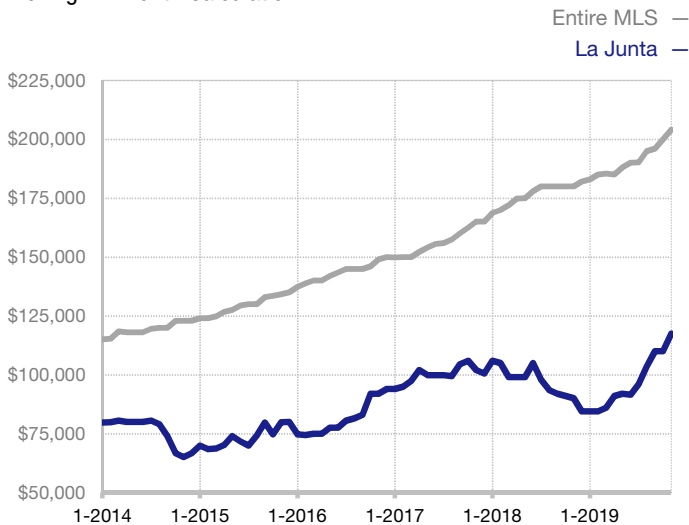
Single Family	November			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	6	5	- 16.7%	100	94	- 6.0%
Sold Listings	5	10	+ 100.0%	73	82	+ 12.3%
Median Sales Price*	\$45,500	<b>\$130,450</b>	+ 186.7%	\$84,900	<b>\$119,900</b>	+ 41.2%
Average Sales Price*	\$69,200	<b>\$143,270</b>	+ 107.0%	\$102,314	<b>\$128,988</b>	+ 26.1%
Percent of List Price Received*	88.1%	<b>99.5%</b>	+ 12.9%	95.3%	<b>96.7%</b>	+ 1.5%
Days on Market Until Sale	119	81	- 31.9%	112	118	+ 5.4%
Inventory of Homes for Sale	28	13	- 53.6%	--	--	--
Months Supply of Inventory	4.0	1.8	- 55.0%	--	--	--

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

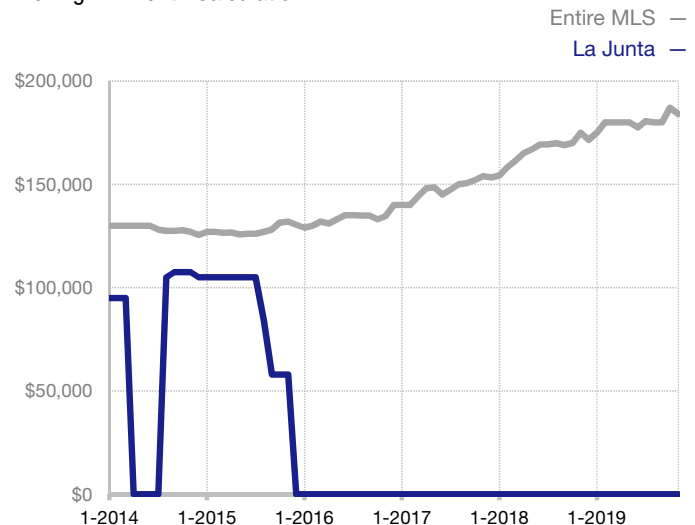
Townhouse-Condo	November			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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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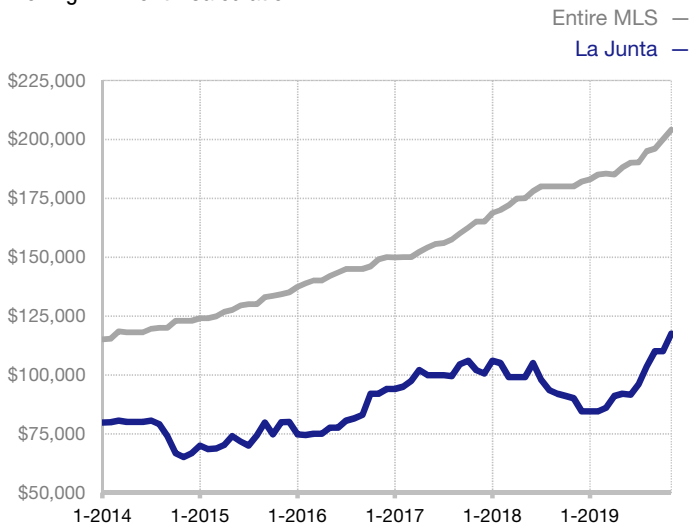
Single Family	November			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	6	5	- 16.7%	100	94	- 6.0%
Sold Listings	5	10	+ 100.0%	73	82	+ 12.3%
Median Sales Price*	\$45,500	<b>\$130,450</b>	+ 186.7%	\$84,900	<b>\$119,900</b>	+ 41.2%
Average Sales Price*	\$69,200	<b>\$143,270</b>	+ 107.0%	\$102,314	<b>\$128,988</b>	+ 26.1%
Percent of List Price Received*	88.1%	<b>99.5%</b>	+ 12.9%	95.3%	<b>96.7%</b>	+ 1.5%
Days on Market Until Sale	119	81	- 31.9%	112	118	+ 5.4%
Inventory of Homes for Sale	28	13	- 53.6%	--	--	--
Months Supply of Inventory	4.0	1.8	- 55.0%	--	--	--

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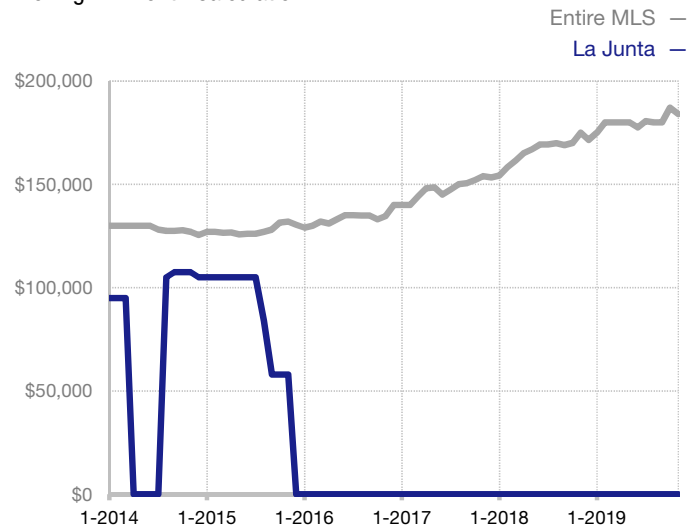
Townhouse-Condo	November			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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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Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
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## Lamar

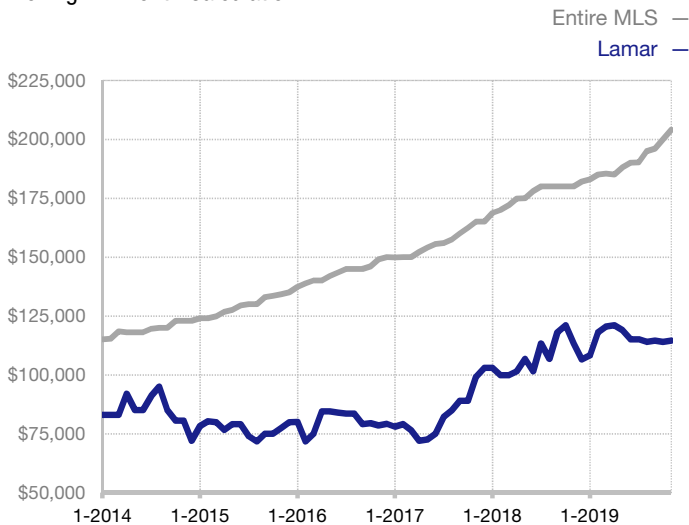
Key Metrics	November			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
New Listings	2	2	0.0%	55	62	+ 12.7%
Sold Listings	3	2	- 33.3%	43	53	+ 23.3%
Median Sales Price*	\$18,000	\$127,750	+ 609.7%	\$108,000	\$115,000	+ 6.5%
Average Sales Price*	\$30,067	\$127,750	+ 324.9%	\$114,421	\$129,490	+ 13.2%
Percent of List Price Received*	90.4%	97.9%	+ 8.3%	95.5%	94.7%	- 0.8%
Days on Market Until Sale	50	98	+ 96.0%	101	97	- 4.0%
Inventory of Homes for Sale	13	18	+ 38.5%	--	--	--
Months Supply of Inventory	3.4	3.9	+ 14.7%	--	--	--

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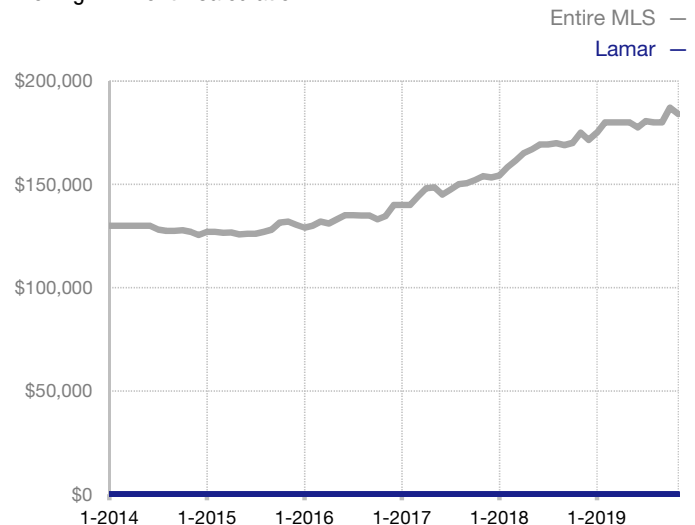
Key Metrics	November			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
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## Manzanola

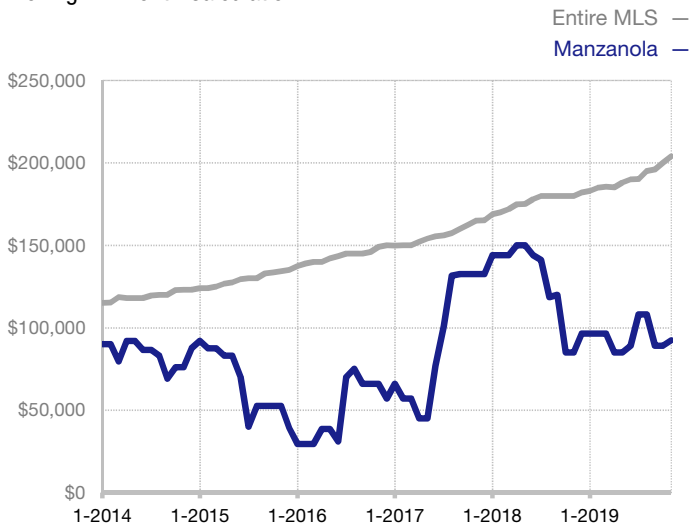
Single Family	November			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	2	0	- 100.0%	13	8	- 38.5%
Sold Listings	2	0	- 100.0%	8	10	+ 25.0%
Median Sales Price*	\$63,000	\$0	- 100.0%	\$96,500	\$92,450	- 4.2%
Average Sales Price*	\$63,000	\$0	- 100.0%	\$107,250	\$153,430	+ 43.1%
Percent of List Price Received*	90.6%	0.0%	- 100.0%	96.6%	92.0%	- 4.8%
Days on Market Until Sale	87	0	- 100.0%	134	156	+ 16.4%
Inventory of Homes for Sale	6	1	- 83.3%	--	--	--
Months Supply of Inventory	4.0	0.6	- 85.0%	--	--	--

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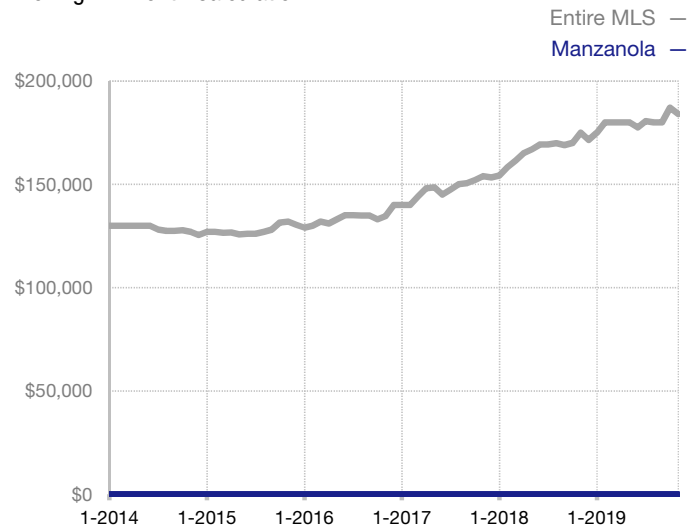
Townhouse-Condo	November			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$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	--	--	--	--

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Rolling 12-Month Calculation



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## Rocky Ford

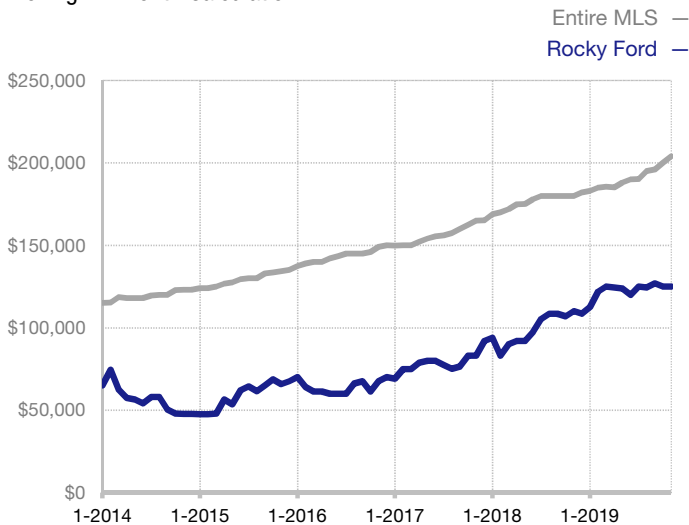
Single Family	November			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	4	5	+ 25.0%	51	56	+ 9.8%
Sold Listings	4	2	- 50.0%	45	44	- 2.2%
Median Sales Price*	\$113,000	<b>\$92,000</b>	- 18.6%	\$110,000	<b>\$127,000</b>	+ 15.5%
Average Sales Price*	\$101,000	<b>\$92,000</b>	- 8.9%	\$121,203	<b>\$130,544</b>	+ 7.7%
Percent of List Price Received*	94.1%	<b>82.2%</b>	- 12.6%	93.9%	<b>95.4%</b>	+ 1.6%
Days on Market Until Sale	181	95	- 47.5%	125	104	- 16.8%
Inventory of Homes for Sale	18	13	- 27.8%	--	--	--
Months Supply of Inventory	4.7	3.3	- 29.8%	--	--	--

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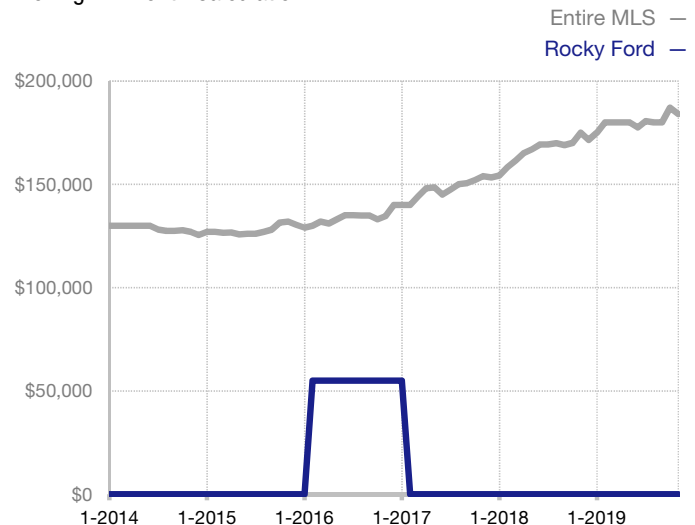
Townhouse-Condo	November			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 11-2018	Thru 11-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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	0.0	--	--	--	--

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



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



# Monthly Indicators



## November 2019

Percent changes calculated using year-over-year comparisons.

New Listings were down 8.0 percent for single family homes and 57.1 percent for townhouse-condo properties. Pending Sales increased 23.1 percent for single family homes and 50.0 percent for townhouse-condo properties.

The Median Sales Price was up 22.2 percent to \$220,000 for single family homes but decreased 37.8 percent to \$155,000 for townhouse-condo properties. Days on Market decreased 6.6 percent for single family homes and 13.0 percent for townhouse-condo properties.

While many economic signs are quite strong, total household debt has been rising for twenty-one consecutive quarters and is now \$1.3 trillion higher than the previous peak of \$12.68 trillion in 2008. While delinquency rates remain low across most debt types (including mortgages), higher consumer debt loads can limit future household spending capability and increase risk if the economy slows down.

## Activity Snapshot

<b>- 6.1%</b>	<b>+ 19.0%</b>	<b>- 28.5%</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 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	11-2018	11-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		224	<b>206</b>	- 8.0%	3,303	<b>3,233</b>	- 2.1%
<b>Pending Sales</b>		169	<b>208</b>	+ 23.1%	2,562	<b>2,593</b>	+ 1.2%
<b>Sold Listings</b>		218	<b>209</b>	- 4.1%	2,563	<b>2,472</b>	- 3.6%
<b>Median Sales Price</b>		\$180,000	<b>\$220,000</b>	+ 22.2%	\$186,000	<b>\$210,000</b>	+ 12.9%
<b>Avg. Sales Price</b>		\$189,537	<b>\$218,771</b>	+ 15.4%	\$192,426	<b>\$216,316</b>	+ 12.4%
<b>Pct. of List Price Received</b>		98.4%	<b>98.3%</b>	- 0.1%	98.6%	<b>98.5%</b>	- 0.1%
<b>Days on Market</b>		76	<b>71</b>	- 6.6%	70	<b>76</b>	+ 8.6%
<b>Affordability Index</b>		175	<b>167</b>	- 4.6%	170	<b>174</b>	+ 2.4%
<b>Active Listings</b>		560	<b>408</b>	- 27.1%	--	<b>--</b>	--
<b>Months Supply</b>		2.4	<b>1.8</b>	- 25.0%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

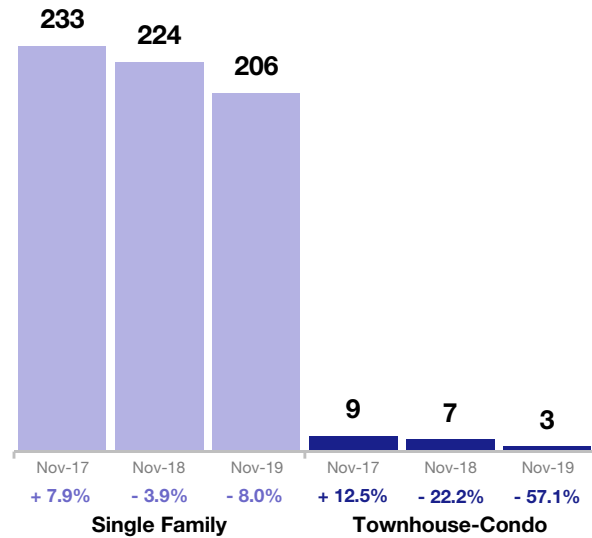


Key Metrics	Historical Sparkbars	11-2018	11-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		7	3	- 57.1%	120	107	- 10.8%
<b>Pending Sales</b>		4	6	+ 50.0%	94	103	+ 9.6%
<b>Sold Listings</b>		10	5	- 50.0%	97	97	0.0%
<b>Median Sales Price</b>		\$249,000	\$155,000	- 37.8%	\$170,000	\$185,000	+ 8.8%
<b>Avg. Sales Price</b>		\$232,540	\$163,360	- 29.7%	\$191,180	\$192,733	+ 0.8%
<b>Pct. of List Price Received</b>		98.6%	100.1%	+ 1.5%	98.5%	98.0%	- 0.5%
<b>Days on Market</b>		108	94	- 13.0%	73	88	+ 20.5%
<b>Affordability Index</b>		127	236	+ 85.8%	185	198	+ 7.0%
<b>Active Listings</b>		25	10	- 60.0%	--	--	--
<b>Months Supply</b>		2.9	1.2	- 58.6%	--	--	--

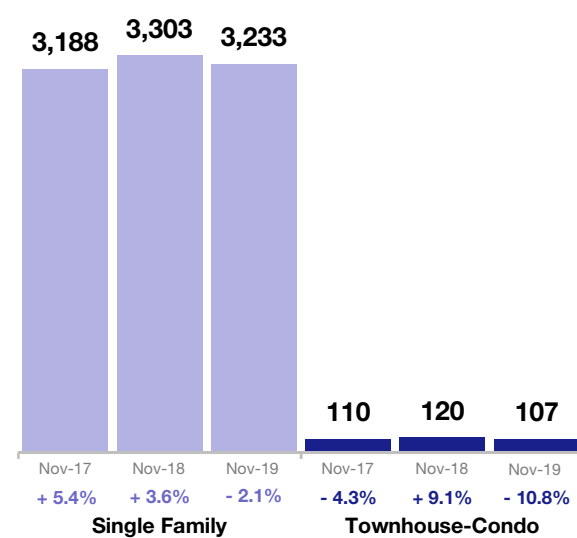
# New Listings



## November

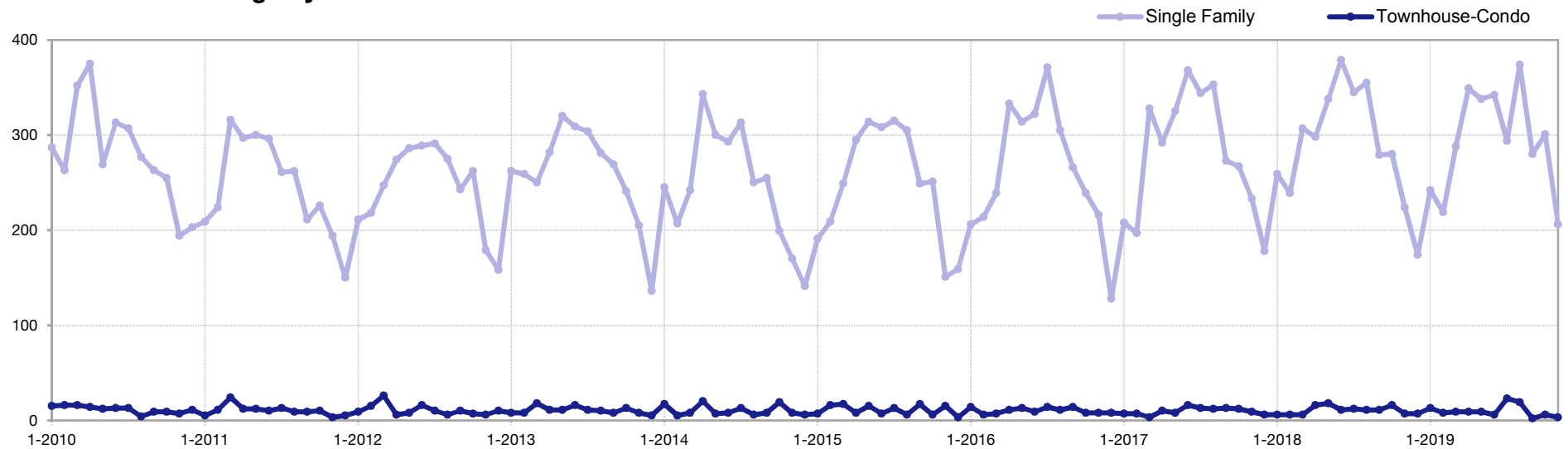


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2018	174	-2.2%	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	0.0%	9	-50.0%
Jun-2019	342	-9.8%	6	-45.5%
Jul-2019	294	-14.8%	23	+91.7%
Aug-2019	374	+5.4%	19	+72.7%
Sep-2019	280	+0.4%	2	-81.8%
Oct-2019	301	+7.5%	6	-62.5%
<b>Nov-2019</b>	<b>206</b>	<b>-8.0%</b>	<b>3</b>	<b>-57.1%</b>

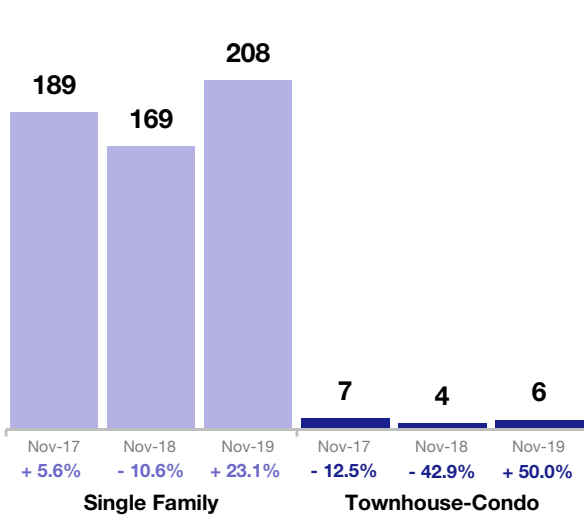
## Historical New Listings by Month



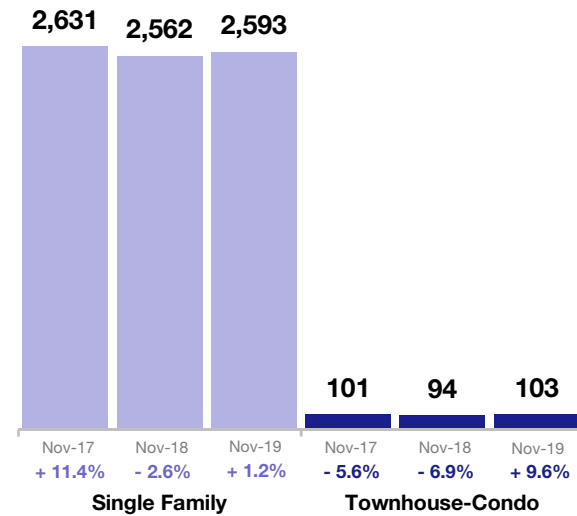
# Pending Sales



## November

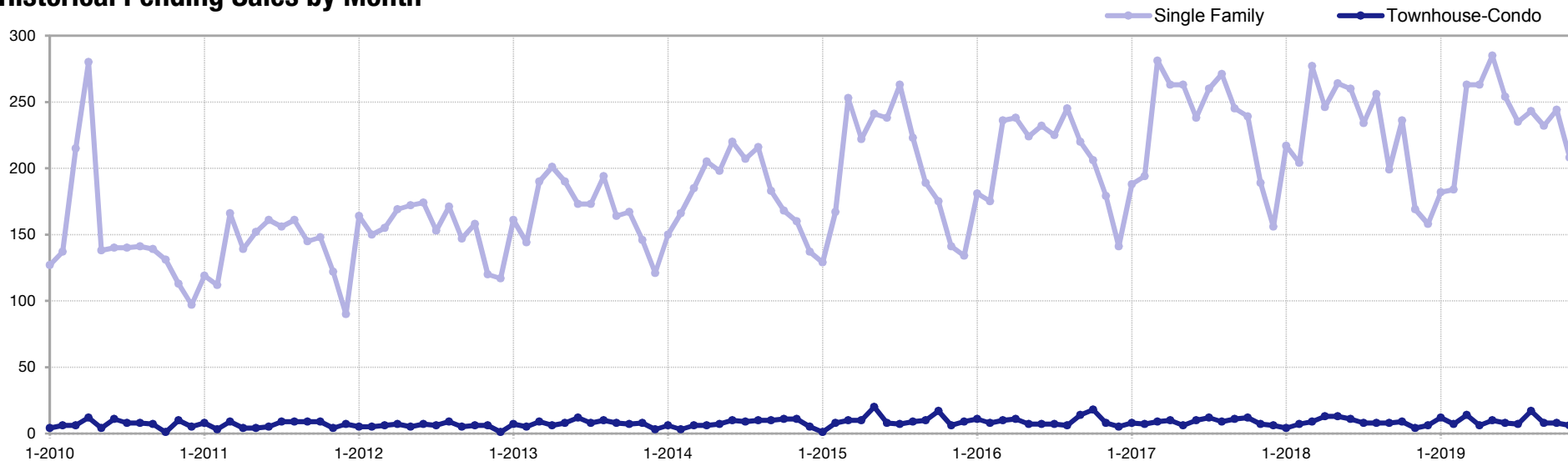


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2018	158	+1.3%	6	0.0%
Jan-2019	182	-16.1%	12	+200.0%
Feb-2019	184	-9.8%	7	0.0%
Mar-2019	263	-5.1%	14	+55.6%
Apr-2019	263	+6.9%	6	-53.8%
May-2019	285	+8.0%	10	-23.1%
Jun-2019	254	-2.3%	8	-27.3%
Jul-2019	235	+0.4%	7	-12.5%
Aug-2019	243	-5.1%	17	+112.5%
Sep-2019	232	+16.6%	8	0.0%
Oct-2019	244	+3.4%	8	-11.1%
<b>Nov-2019</b>	<b>208</b>	<b>+23.1%</b>	<b>6</b>	<b>+50.0%</b>

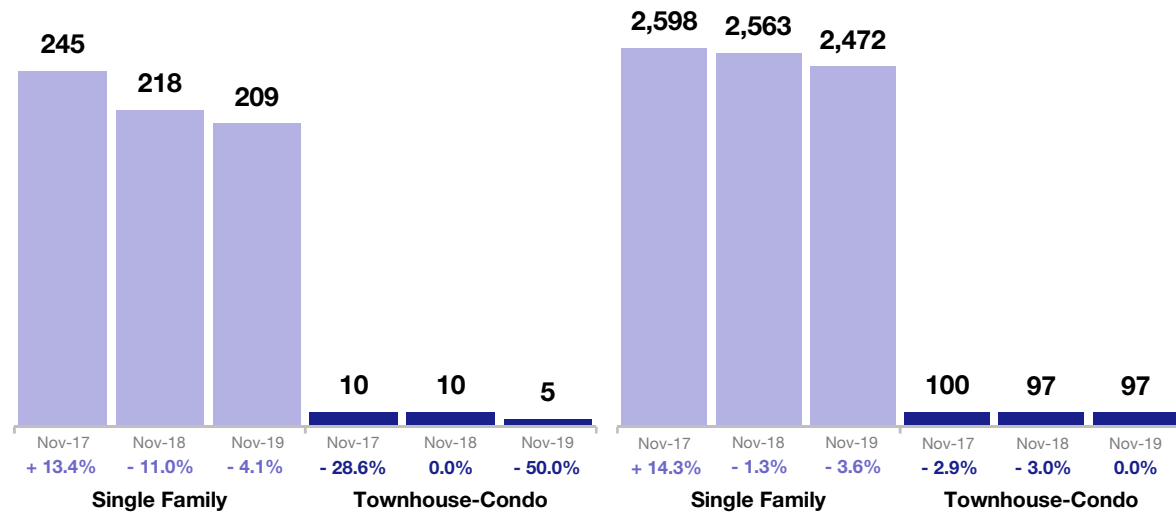
## Historical Pending Sales by Month



# Sold Listings

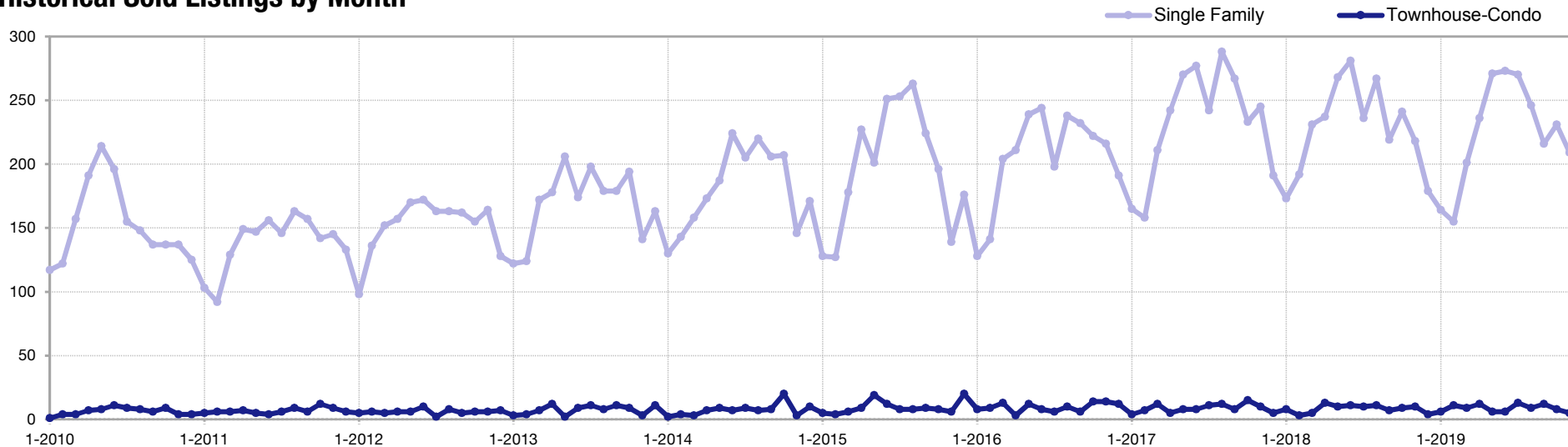


## November



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2018	179	-6.3%	4	-20.0%
Jan-2019	164	-5.2%	6	-25.0%
Feb-2019	155	-19.3%	11	+266.7%
Mar-2019	201	-13.0%	9	+80.0%
Apr-2019	236	-0.4%	12	-7.7%
May-2019	271	+1.1%	6	-40.0%
Jun-2019	273	-2.8%	6	-45.5%
Jul-2019	270	+14.4%	13	+30.0%
Aug-2019	246	-7.9%	9	-18.2%
Sep-2019	216	-1.4%	12	+71.4%
Oct-2019	231	-4.1%	8	-11.1%
<b>Nov-2019</b>	<b>209</b>	<b>-4.1%</b>	<b>5</b>	<b>-50.0%</b>

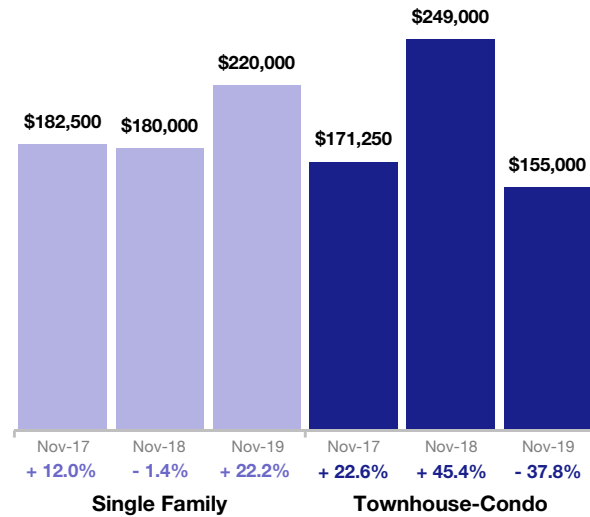
## Historical Sold Listings by Month



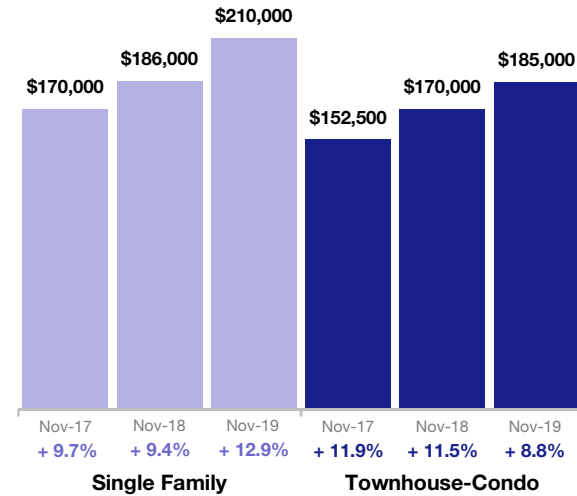
# Median Sales Price



## November

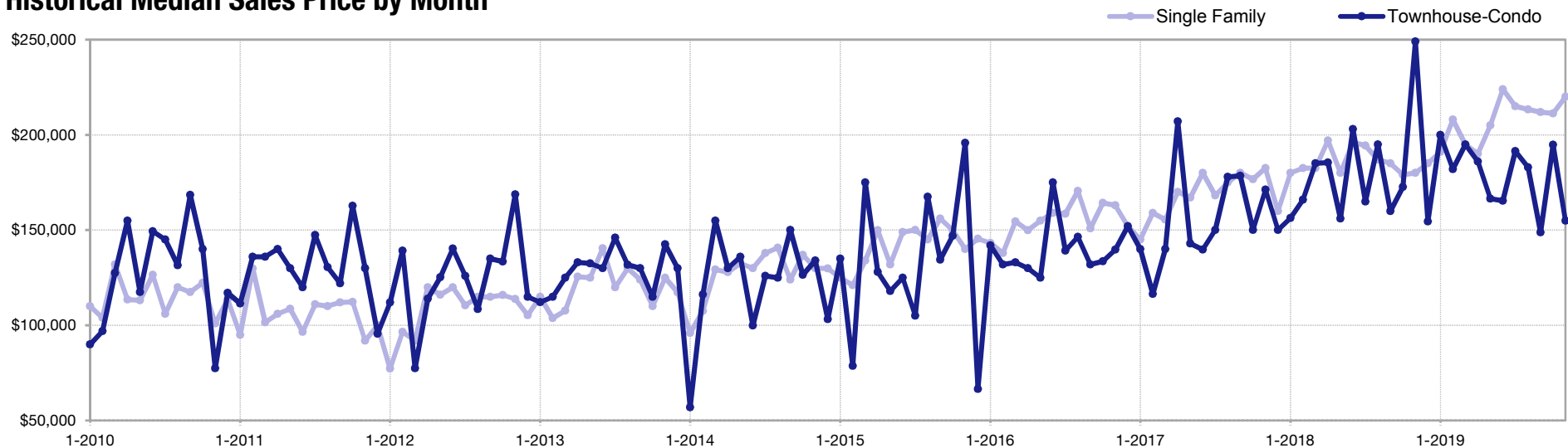


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2018	\$185,000	+15.6%	\$154,450	+3.0%
Jan-2019	\$191,000	+6.1%	\$200,000	+27.9%
Feb-2019	\$208,000	+14.0%	\$182,000	+9.6%
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%	\$166,500	+6.7%
Jun-2019	\$224,000	+14.3%	\$165,350	-18.5%
Jul-2019	\$215,000	+10.6%	\$191,500	+16.1%
Aug-2019	\$213,325	+14.1%	\$182,900	-6.2%
Sep-2019	\$212,000	+14.6%	\$148,800	-6.9%
Oct-2019	\$211,227	+18.0%	\$194,750	+12.8%
<b>Nov-2019</b>	<b>\$220,000</b>	<b>+22.2%</b>	<b>\$155,000</b>	<b>-37.8%</b>

## Historical Median Sales Price by Month

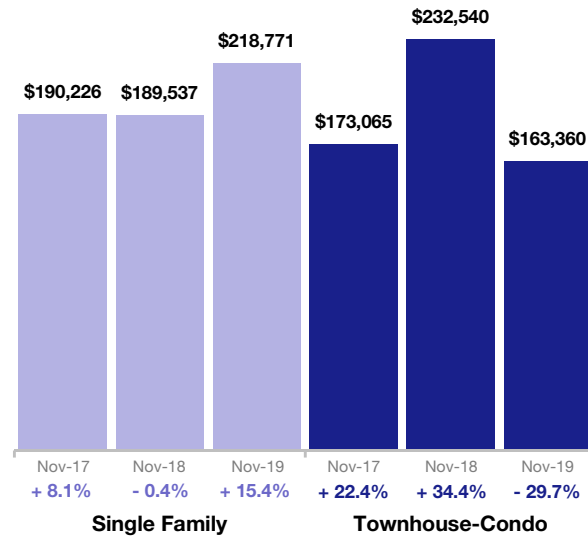




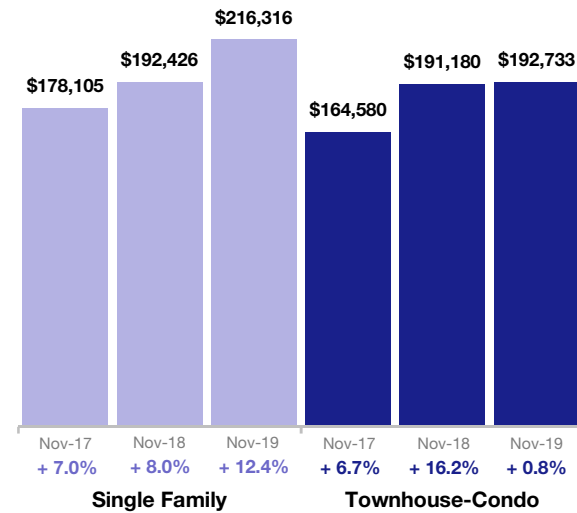
# Average Sales Price



## November

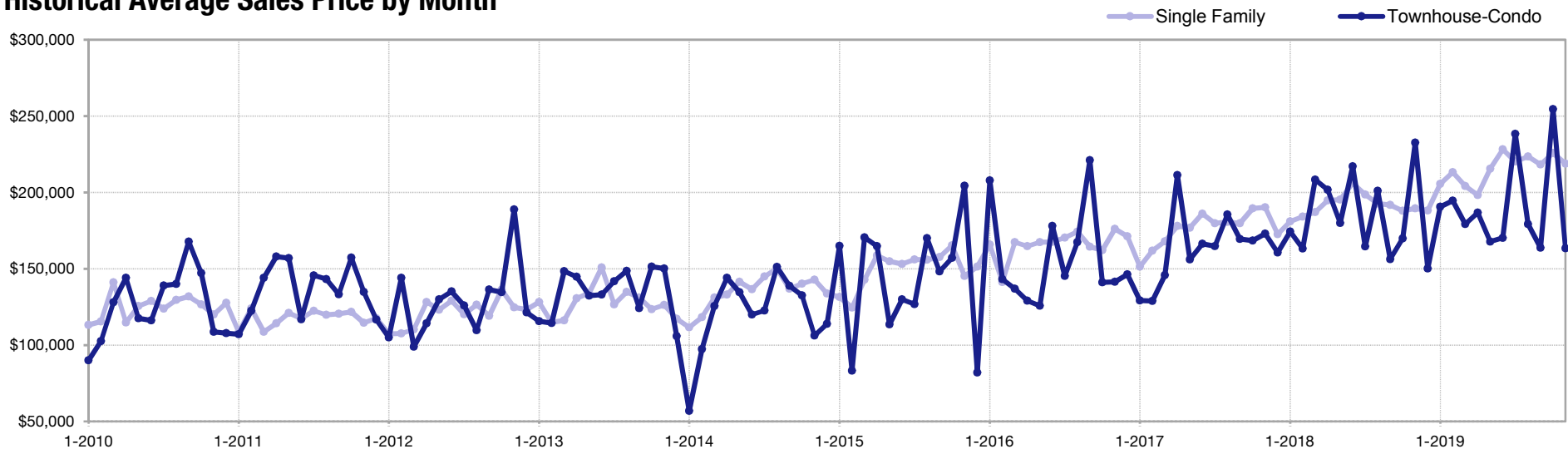


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2018	\$188,060	+8.9%	\$150,225	-6.5%
Jan-2019	\$205,585	+13.6%	\$190,667	+9.3%
Feb-2019	\$213,202	+15.8%	\$194,555	+19.2%
Mar-2019	\$204,184	+9.1%	\$179,322	-13.9%
Apr-2019	\$198,234	+1.8%	\$186,708	-7.5%
May-2019	\$215,544	+10.4%	\$167,683	-6.9%
Jun-2019	\$228,194	+10.7%	\$170,142	-21.6%
Jul-2019	\$220,129	+10.8%	\$238,338	+44.8%
Aug-2019	\$223,447	+16.0%	\$179,283	-10.8%
Sep-2019	\$218,355	+13.8%	\$163,754	+4.8%
Oct-2019	\$225,747	+20.1%	\$254,476	+49.8%
<b>Nov-2019</b>	<b>\$218,771</b>	<b>+15.4%</b>	<b>\$163,360</b>	<b>-29.7%</b>

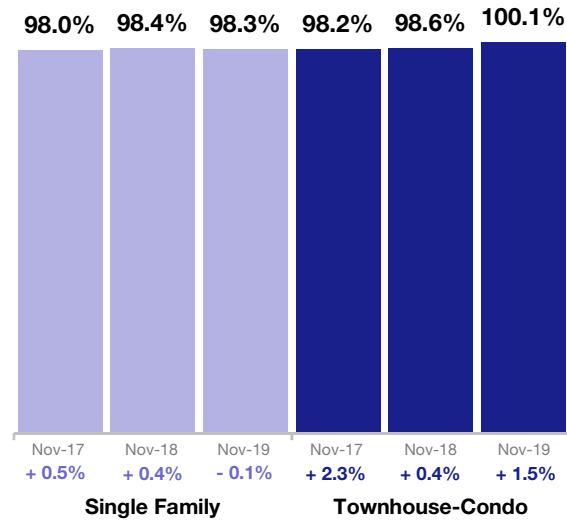
## Historical Average Sales Price by Month



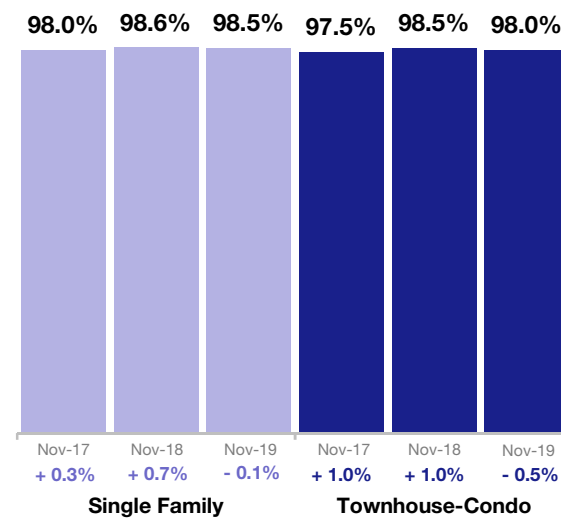
# Percent of List Price Received



## November

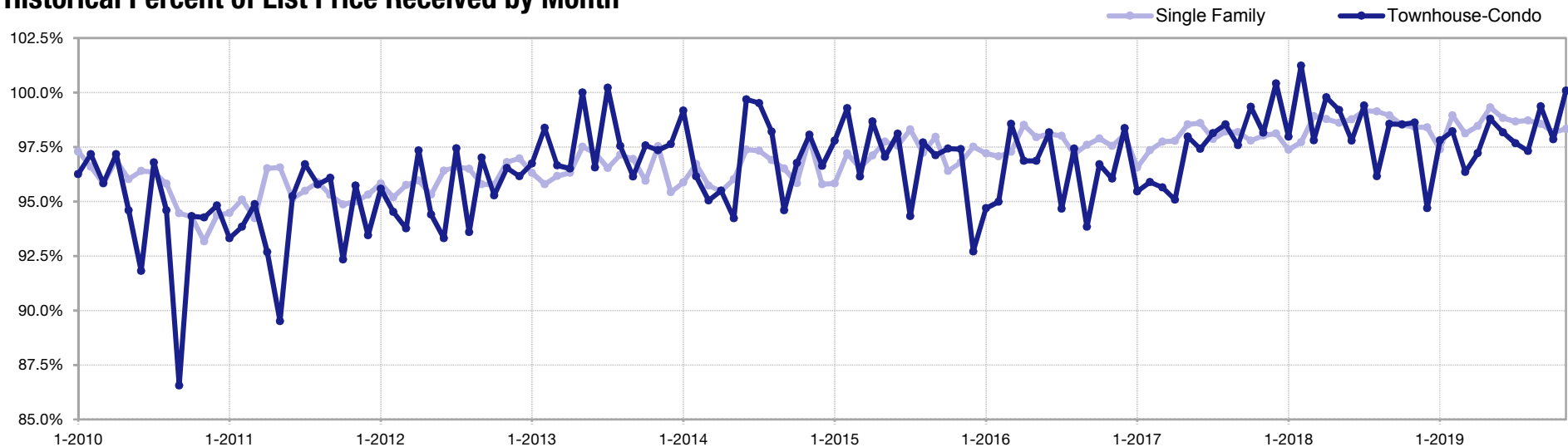


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	98.2%	-3.0%
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	98.7%	-0.5%	97.7%	-1.7%
Aug-2019	98.7%	-0.4%	97.3%	+1.1%
Sep-2019	98.6%	-0.4%	99.4%	+0.8%
Oct-2019	98.2%	-0.3%	97.9%	-0.6%
<b>Nov-2019</b>	<b>98.3%</b>	<b>-0.1%</b>	<b>100.1%</b>	<b>+1.5%</b>

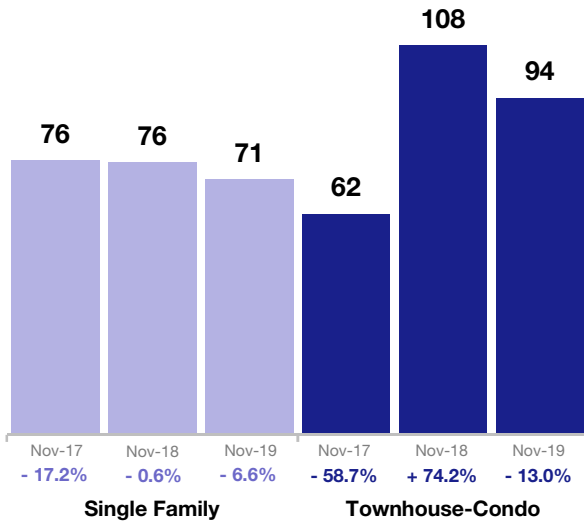
## Historical Percent of List Price Received by Month



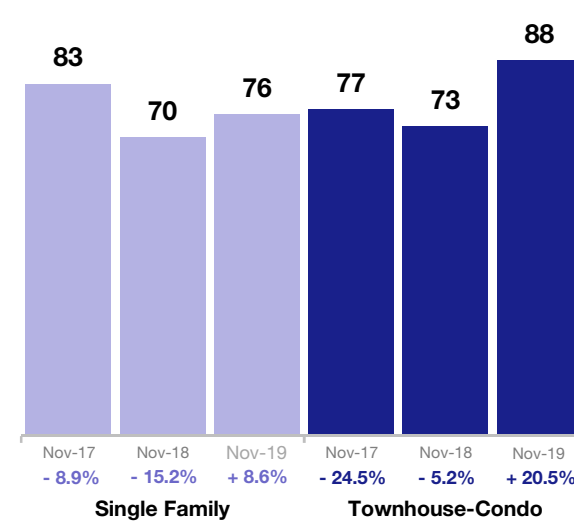
# Days on Market Until Sale



## November

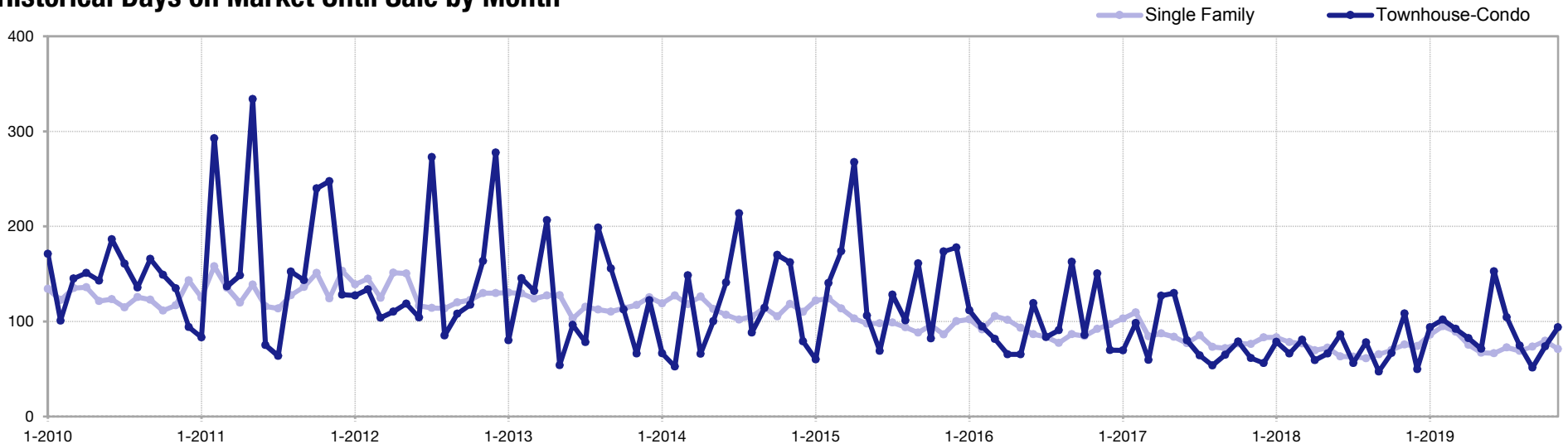


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2018	74	-10.8%	50	-10.7%
Jan-2019	86	+3.6%	94	+19.0%
Feb-2019	95	+21.8%	102	+54.5%
Mar-2019	89	+15.6%	92	+13.6%
Apr-2019	75	+7.1%	82	+39.0%
May-2019	67	-6.9%	71	+7.6%
Jun-2019	67	+6.3%	153	+77.9%
Jul-2019	73	+15.9%	104	+85.7%
Aug-2019	69	+13.1%	75	-3.8%
Sep-2019	73	+12.3%	52	+10.6%
Oct-2019	80	+14.3%	74	+10.4%
<b>Nov-2019</b>	<b>71</b>	<b>-6.6%</b>	<b>94</b>	<b>-13.0%</b>

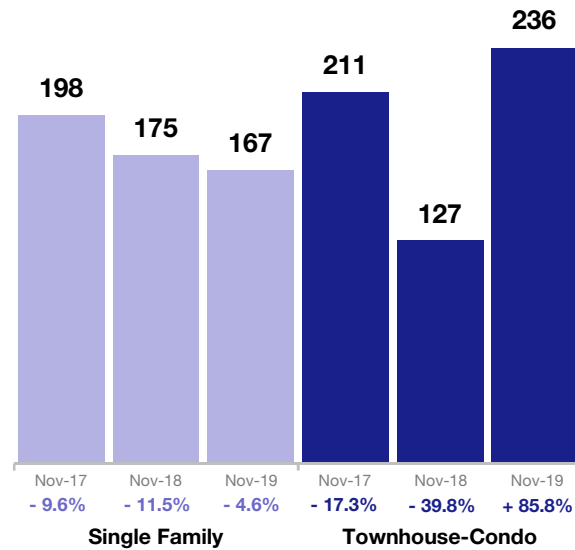
## Historical Days on Market Until Sale by Month



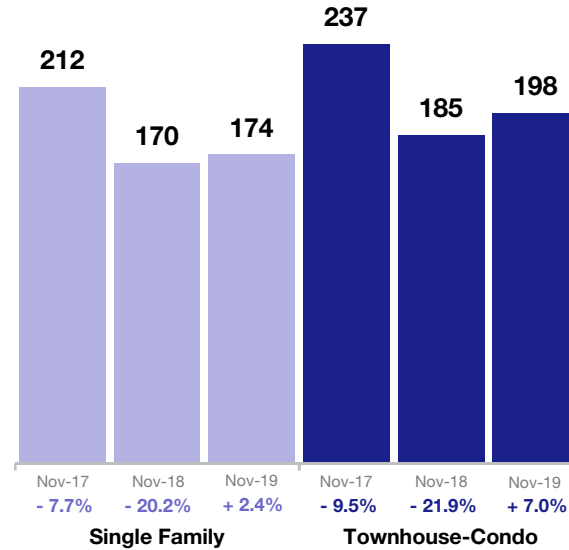
# Housing Affordability Index



## November

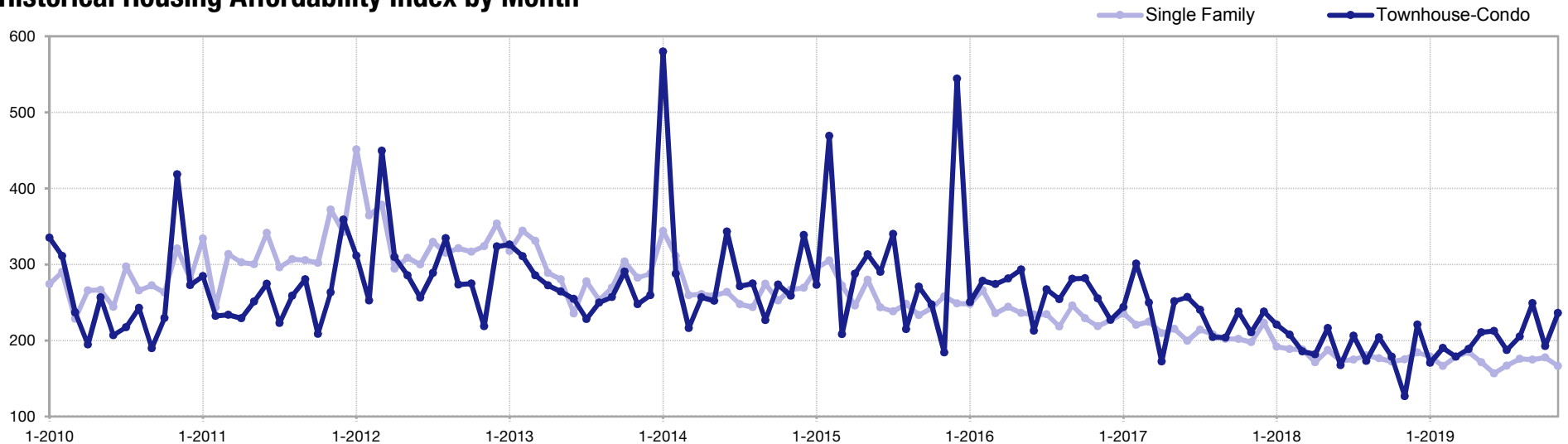


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2018	184	-17.5%	221	-7.1%
Jan-2019	179	-6.8%	171	-22.6%
Feb-2019	166	-12.2%	190	-8.7%
Mar-2019	179	-4.8%	179	-3.8%
Apr-2019	185	+8.2%	189	+3.8%
May-2019	171	-9.0%	211	-2.3%
Jun-2019	157	-9.2%	212	+26.9%
Jul-2019	167	-4.6%	187	-9.2%
Aug-2019	176	-2.8%	205	+18.5%
Sep-2019	175	-0.6%	249	+22.1%
Oct-2019	178	+3.5%	193	+7.8%
<b>Nov-2019</b>	<b>167</b>	<b>-4.6%</b>	<b>236</b>	<b>+85.8%</b>

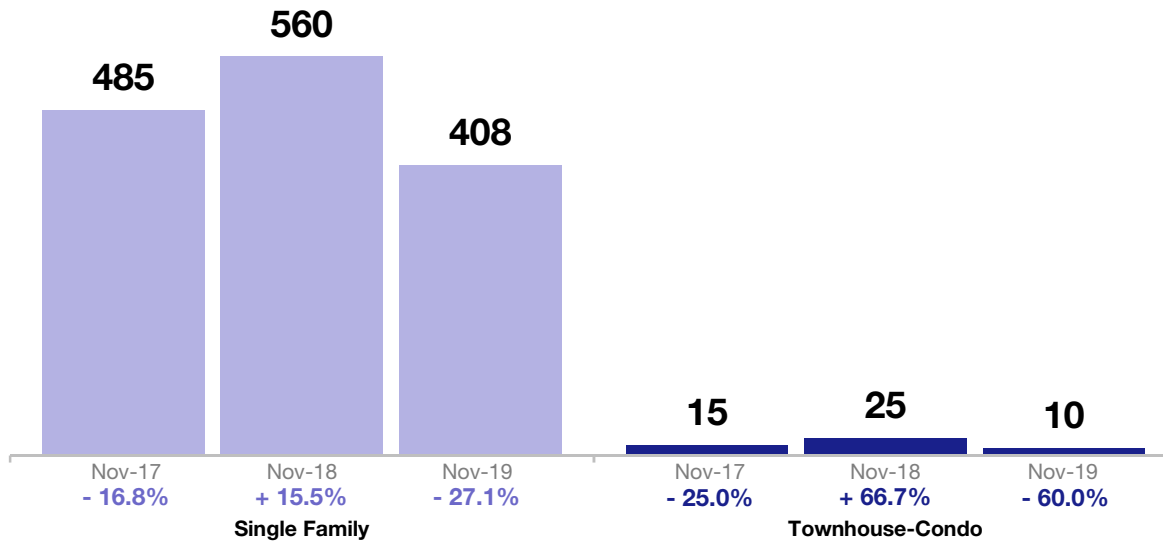
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

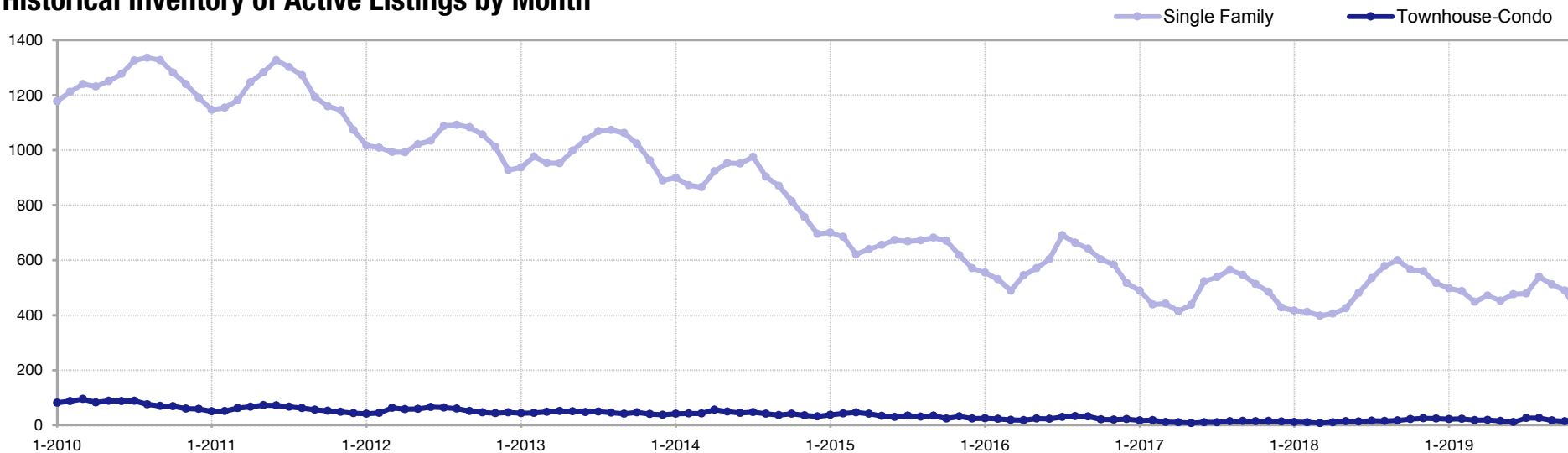


## November



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2018	517	+20.8%	24	+84.6%
Jan-2019	497	+19.5%	22	+83.3%
Feb-2019	488	+18.4%	23	+109.1%
Mar-2019	449	+12.8%	18	+125.0%
Apr-2019	471	+16.0%	19	+72.7%
May-2019	453	+6.6%	15	+7.1%
Jun-2019	476	-1.0%	12	-7.7%
Jul-2019	479	-10.5%	26	+62.5%
Aug-2019	539	-6.7%	26	+73.3%
Sep-2019	512	-14.7%	17	0.0%
Oct-2019	490	-13.4%	14	-36.4%
<b>Nov-2019</b>	<b>408</b>	<b>-27.1%</b>	<b>10</b>	<b>-60.0%</b>

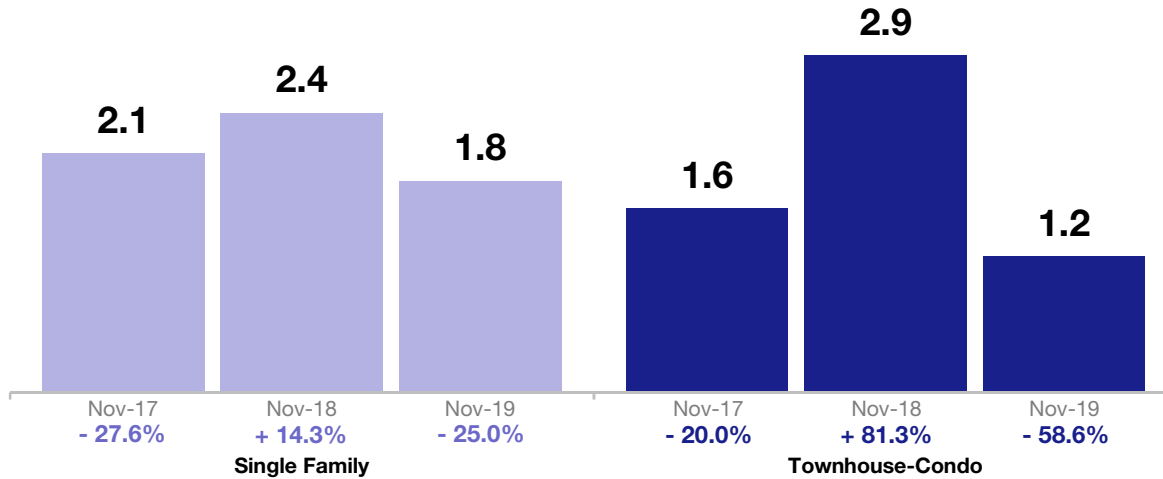
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

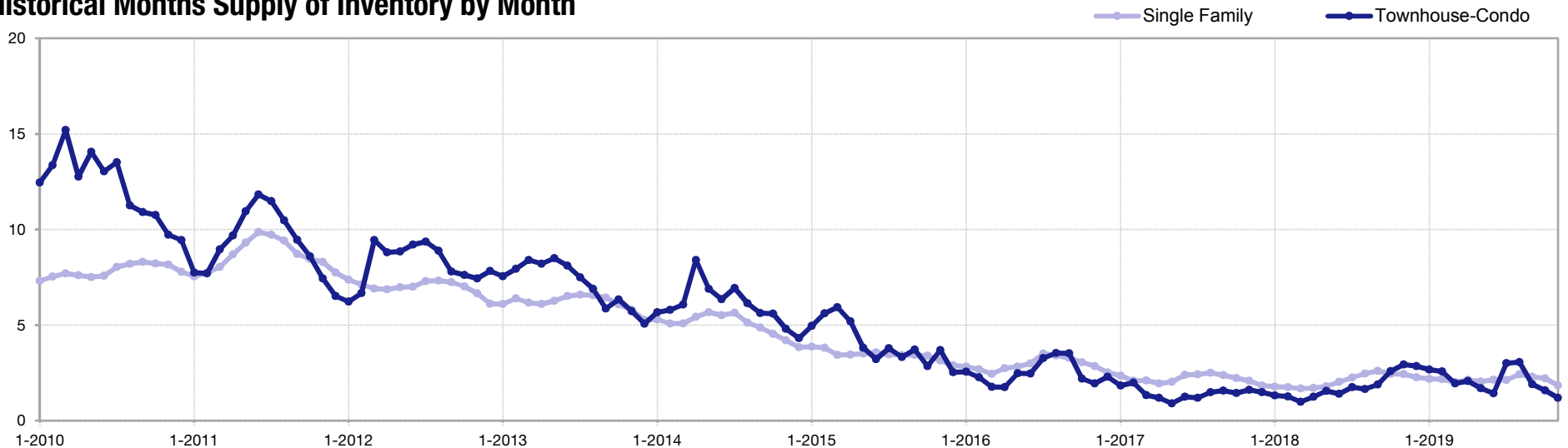


## November



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2018	2.3	+27.8%	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%	1.9	+90.0%
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%	1.4	0.0%
Jul-2019	2.1	-8.7%	3.0	+76.5%
Aug-2019	2.4	-4.0%	3.1	+82.4%
Sep-2019	2.3	-11.5%	1.9	0.0%
Oct-2019	2.2	-8.3%	1.6	-38.5%
<b>Nov-2019</b>	<b>1.8</b>	<b>-25.0%</b>	<b>1.2</b>	<b>-58.6%</b>

## 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.

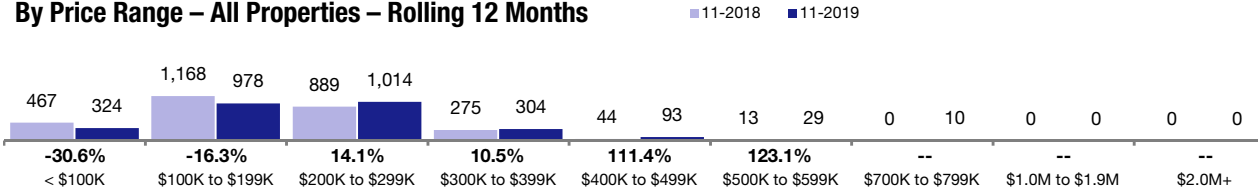
Key Metrics	Historical Sparkbars	11-2018	11-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		231	<b>209</b>	- 9.5%	3,423	<b>3,340</b>	- 2.4%
<b>Pending Sales</b>		173	<b>214</b>	+ 23.7%	2,656	<b>2,696</b>	+ 1.5%
<b>Sold Listings</b>		228	<b>214</b>	- 6.1%	2,660	<b>2,569</b>	- 3.4%
<b>Median Sales Price</b>		\$184,750	<b>\$219,900</b>	+ 19.0%	\$185,000	<b>\$209,000</b>	+ 13.0%
<b>Avg. Sales Price</b>		\$191,424	<b>\$217,477</b>	+ 13.6%	\$192,381	<b>\$215,426</b>	+ 12.0%
<b>Pct. of List Price Received</b>		98.4%	<b>98.4%</b>	0.0%	98.6%	<b>98.5%</b>	- 0.1%
<b>Days on Market</b>		77	<b>72</b>	- 6.5%	70	<b>76</b>	+ 8.6%
<b>Affordability Index</b>		171	<b>167</b>	- 2.3%	170	<b>175</b>	+ 2.9%
<b>Active Listings</b>		585	<b>418</b>	- 28.5%	--	<b>--</b>	--
<b>Months Supply</b>		2.5	<b>1.8</b>	- 28.0%	--	<b>--</b>	--

# Sold Listings

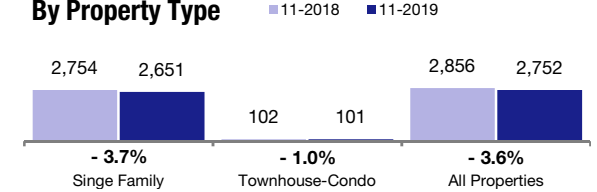
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	11-2018	11-2019	Change	11-2018	11-2019	Change
\$99,999 and Below	464	313	-32.5%	3	11	+266.7%
\$100,000 to \$199,999	1,099	926	-15.7%	69	52	-24.6%
\$200,000 to \$299,999	870	983	+13.0%	19	31	+63.2%
\$300,000 to \$399,999	265	300	+13.2%	10	4	-60.0%
\$400,000 to \$499,999	43	92	+114.0%	1	1	0.0%
\$500,000 to \$699,999	13	27	+107.7%	0	2	--
\$700,000 to \$999,999	0	10	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>2,754</b>	<b>2,651</b>	<b>-3.7%</b>	<b>102</b>	<b>101</b>	<b>-1.0%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	10-2019	11-2019	Change	10-2019	11-2019	Change
\$99,999 and Below	26	21	-19.2%	0	1	--
\$100,000 to \$199,999	79	65	-17.7%	5	2	-60.0%
\$200,000 to \$299,999	77	88	+14.3%	2	2	0.0%
\$300,000 to \$399,999	29	25	-13.8%	0	0	--
\$400,000 to \$499,999	16	8	-50.0%	0	0	--
\$500,000 to \$699,999	3	2	-33.3%	1	0	-100.0%
\$700,000 to \$999,999	1	0	-100.0%	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>231</b>	<b>209</b>	<b>-9.5%</b>	<b>8</b>	<b>5</b>	<b>-37.5%</b>

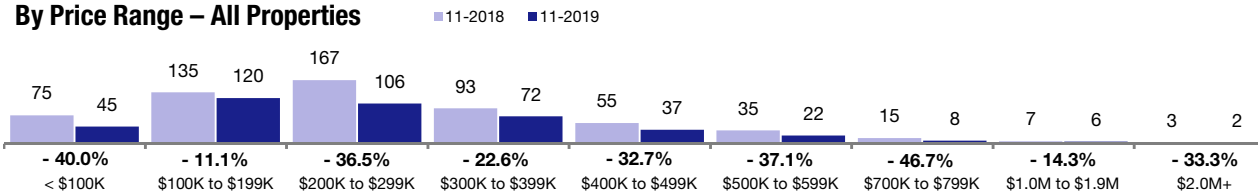
### Year to Date

By Price Range	Single Family			Condo		
	11-2018	11-2019	Change	11-2018	11-2019	Change
\$99,999 and Below	422	281	-33.4%	3	11	+266.7%
\$100,000 to \$199,999	1,018	863	-15.2%	64	48	-25.0%
\$200,000 to \$299,999	817	913	+11.8%	19	31	+63.2%
\$300,000 to \$399,999	252	290	+15.1%	10	4	-60.0%
\$400,000 to \$499,999	41	90	+119.5%	1	1	0.0%
\$500,000 to \$699,999	13	25	+92.3%	0	2	--
\$700,000 to \$999,999	0	10	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>2,563</b>	<b>2,472</b>	<b>-3.6%</b>	<b>97</b>	<b>97</b>	<b>0.0%</b>

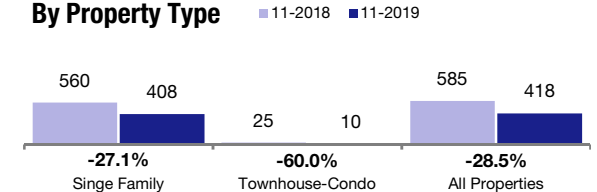
# Inventory of Active Listings

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		
	11-2018	11-2019	Change	11-2018	11-2019	Change
\$99,999 and Below	74	43	-41.9%	1	2	+100.0%
\$100,000 to \$199,999	126	117	-7.1%	9	3	-66.7%
\$200,000 to \$299,999	156	103	-34.0%	11	3	-72.7%
\$300,000 to \$399,999	91	70	-23.1%	2	2	0.0%
\$400,000 to \$499,999	55	37	-32.7%	0	0	--
\$500,000 to \$699,999	33	22	-33.3%	2	0	-100.0%
\$700,000 to \$999,999	15	8	-46.7%	0	0	--
\$1,000,000 to \$1,999,999	7	6	-14.3%	0	0	--
\$2,000,000 and Above	3	2	-33.3%	0	0	--
<b>All Price Ranges</b>	<b>560</b>	<b>408</b>	<b>-27.1%</b>	<b>25</b>	<b>10</b>	<b>-60.0%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	10-2019	11-2019	Change	10-2019	11-2019	Change
\$99,999 and Below	52	43	-17.3%	2	2	0.0%
\$100,000 to \$199,999	143	117	-18.2%	4	3	-25.0%
\$200,000 to \$299,999	128	103	-19.5%	5	3	-40.0%
\$300,000 to \$399,999	79	70	-11.4%	2	2	0.0%
\$400,000 to \$499,999	40	37	-7.5%	0	0	--
\$500,000 to \$699,999	32	22	-31.3%	1	0	-100.0%
\$700,000 to \$999,999	8	8	0.0%	0	0	--
\$1,000,000 to \$1,999,999	7	6	-14.3%	0	0	--
\$2,000,000 and Above	1	2	+100.0%	0	0	--
<b>All Price Ranges</b>	<b>490</b>	<b>408</b>	<b>-16.7%</b>	<b>14</b>	<b>10</b>	<b>-28.6%</b>

### Year to Date

By Price Range	Single Family			Condo		
	11-2018	11-2019	Change	11-2018	11-2019	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.						



# 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 median 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.