

Local Market Update for March 2016

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

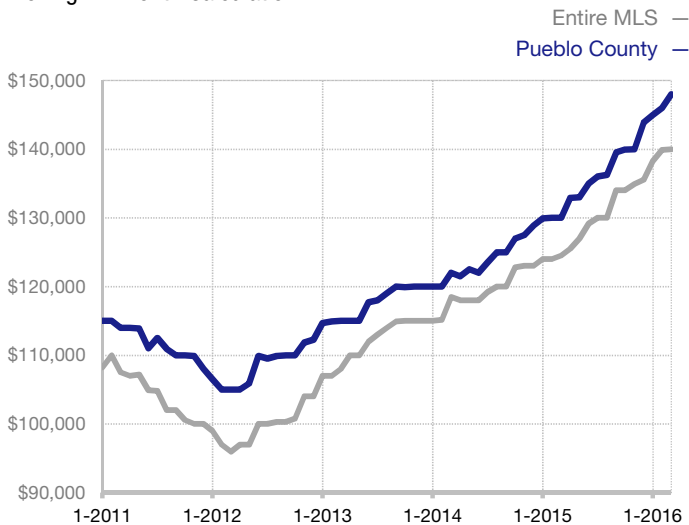
Single Family Key Metrics	March			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 03-2015	Thru 03-2016	Percent Change from Previous Year
New Listings	251	236	- 6.0%	650	659	+ 1.4%
Sold Listings	164	185	+ 12.8%	420	449	+ 6.9%
Median Sales Price*	\$130,000	\$154,000	+ 18.5%	\$125,000	\$146,900	+ 17.5%
Average Sales Price*	\$141,445	\$168,169	+ 18.9%	\$133,130	\$159,543	+ 19.8%
Percent of List Price Received*	96.6%	97.4%	+ 0.8%	96.6%	97.4%	+ 0.8%
Days on Market Until Sale	113	106	- 6.2%	121	101	- 16.5%
Inventory of Homes for Sale	643	535	- 16.8%	--	--	--
Months Supply of Inventory	3.6	2.8	- 22.2%	--	--	--

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

Townhouse-Condo Key Metrics	March			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 03-2015	Thru 03-2016	Percent Change from Previous Year
New Listings	16	7	- 56.3%	39	27	- 30.8%
Sold Listings	5	12	+ 140.0%	14	29	+ 107.1%
Median Sales Price*	\$225,000	\$134,625	- 40.2%	\$134,500	\$136,250	+ 1.3%
Average Sales Price*	\$188,900	\$137,405	- 27.3%	\$150,121	\$158,659	+ 5.7%
Percent of List Price Received*	95.6%	99.0%	+ 3.6%	97.4%	96.6%	- 0.8%
Days on Market Until Sale	199	85	- 57.3%	133	95	- 28.6%
Inventory of Homes for Sale	48	28	- 41.7%	--	--	--
Months Supply of Inventory	6.1	2.8	- 54.1%	--	--	--

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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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Arkansas Valley/Otero County

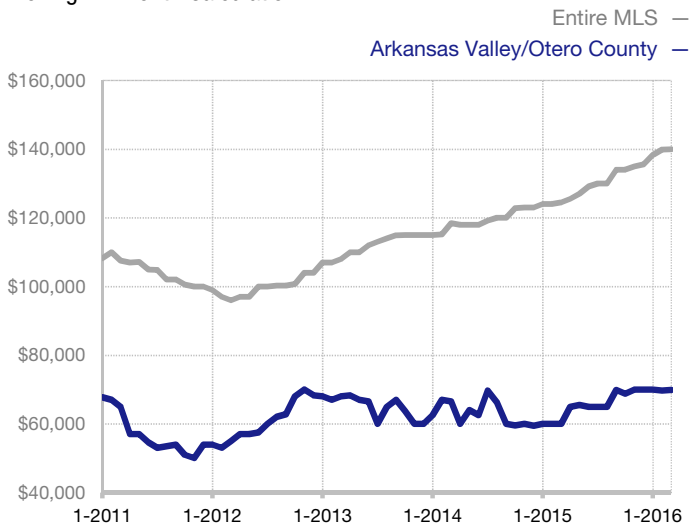
Single Family	March			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 03-2015	Thru 03-2016	Percent Change from Previous Year
Key Metrics						
New Listings	26	31	+ 19.2%	80	84	+ 5.0%
Sold Listings	20	23	+ 15.0%	66	61	- 7.6%
Median Sales Price*	\$76,500	\$79,000	+ 3.3%	\$78,250	\$70,000	- 10.5%
Average Sales Price*	\$91,245	\$84,652	- 7.2%	\$80,970	\$76,280	- 5.8%
Percent of List Price Received*	93.0%	96.5%	+ 3.8%	93.1%	94.7%	+ 1.7%
Days on Market Until Sale	167	186	+ 11.4%	183	179	- 2.2%
Inventory of Homes for Sale	192	136	- 29.2%	--	--	--
Months Supply of Inventory	7.7	5.5	- 28.6%	--	--	--

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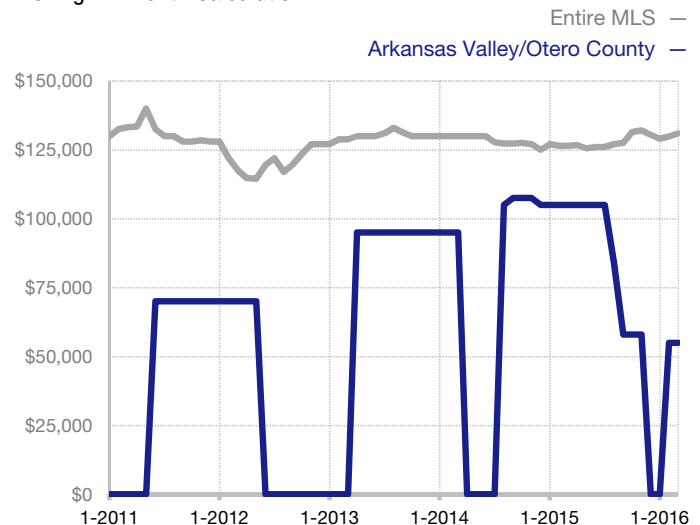
Townhouse-Condo	March			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 03-2015	Thru 03-2016	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$55,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$55,000	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	91.8%	--
Days on Market Until Sale	0	0	--	0	656	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	1.0	0.0	- 100.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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Fowler

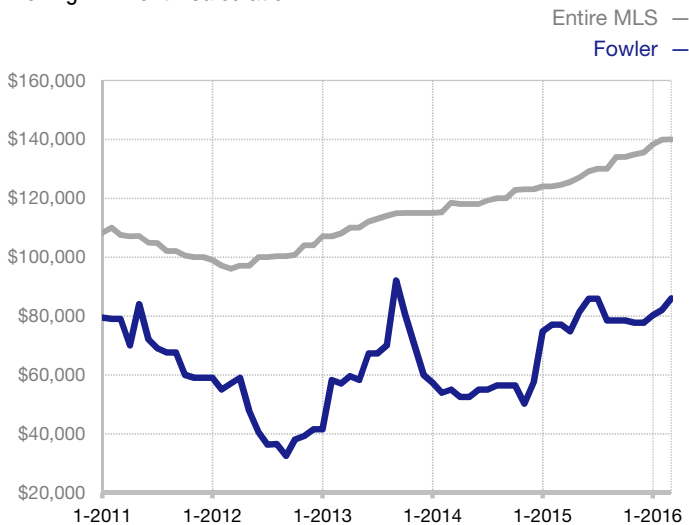
Single Family	March			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 03-2015	Thru 03-2016	Percent Change from Previous Year
Key Metrics						
New Listings	3	0	- 100.0%	5	3	- 40.0%
Sold Listings	1	2	+ 100.0%	2	4	+ 100.0%
Median Sales Price*	\$13,000	\$116,524	+ 796.3%	\$45,000	\$106,250	+ 136.1%
Average Sales Price*	\$13,000	\$116,524	+ 796.3%	\$45,000	\$110,512	+ 145.6%
Percent of List Price Received*	81.3%	98.8%	+ 21.5%	93.7%	97.0%	+ 3.5%
Days on Market Until Sale	71	168	+ 136.6%	151	156	+ 3.3%
Inventory of Homes for Sale	13	7	- 46.2%	--	--	--
Months Supply of Inventory	9.5	4.2	- 55.8%	--	--	--

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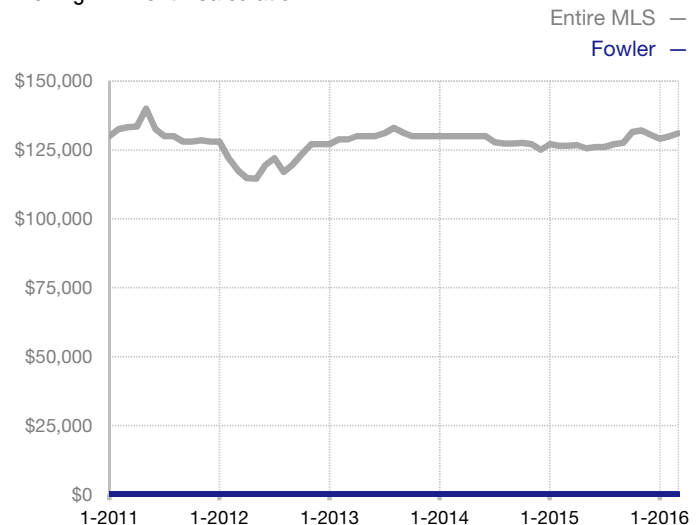
Townhouse-Condo	March			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 03-2015	Thru 03-2016	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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Huerfano County

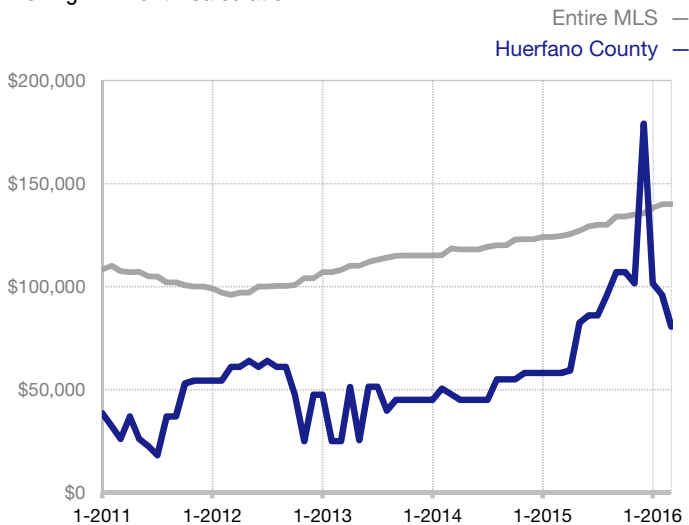
Single Family Key Metrics	March			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 03-2015	Thru 03-2016	Percent Change from Previous Year
New Listings	1	10	+ 900.0%	5	16	+ 220.0%
Sold Listings	0	1	--	2	3	+ 50.0%
Median Sales Price*	\$0	\$57,500	--	\$153,500	\$55,000	- 64.2%
Average Sales Price*	\$0	\$57,500	--	\$153,500	\$44,000	- 71.3%
Percent of List Price Received*	0.0%	100.0%	--	96.3%	96.5%	+ 0.2%
Days on Market Until Sale	0	207	--	134	205	+ 53.0%
Inventory of Homes for Sale	10	29	+ 190.0%	--	--	--
Months Supply of Inventory	6.2	20.3	+ 227.4%	--	--	--

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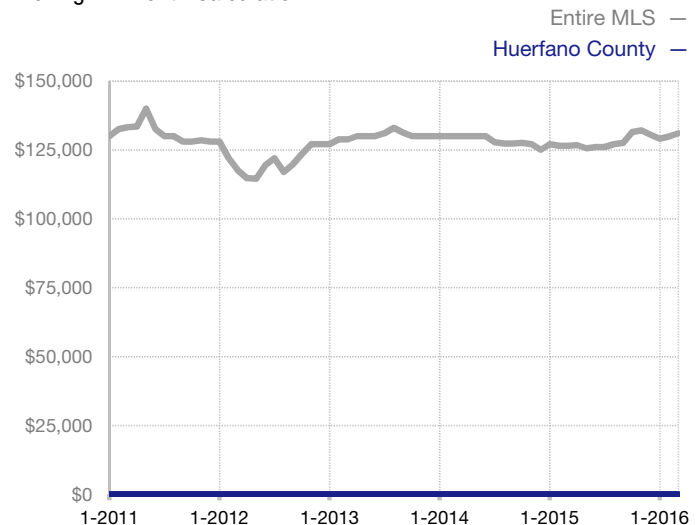
Townhouse-Condo Key Metrics	March			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 03-2015	Thru 03-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	1	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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La Junta

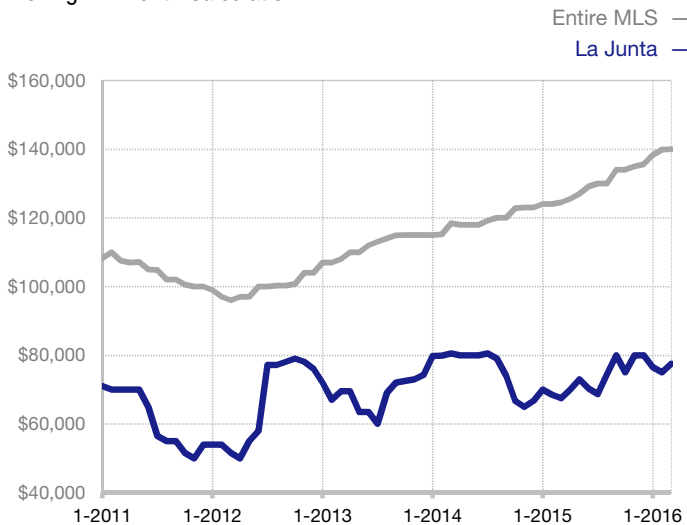
Single Family Key Metrics	March			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 03-2015	Thru 03-2016	Percent Change from Previous Year
New Listings	6	12	+ 100.0%	25	25	0.0%
Sold Listings	7	6	- 14.3%	24	16	- 33.3%
Median Sales Price*	\$80,000	\$96,000	+ 20.0%	\$80,500	\$64,875	- 19.4%
Average Sales Price*	\$109,000	\$95,650	- 12.2%	\$84,163	\$68,520	- 18.6%
Percent of List Price Received*	95.5%	94.2%	- 1.4%	95.2%	93.4%	- 1.9%
Days on Market Until Sale	155	199	+ 28.4%	144	189	+ 31.3%
Inventory of Homes for Sale	44	35	- 20.5%	--	--	--
Months Supply of Inventory	4.9	4.7	- 4.1%	--	--	--

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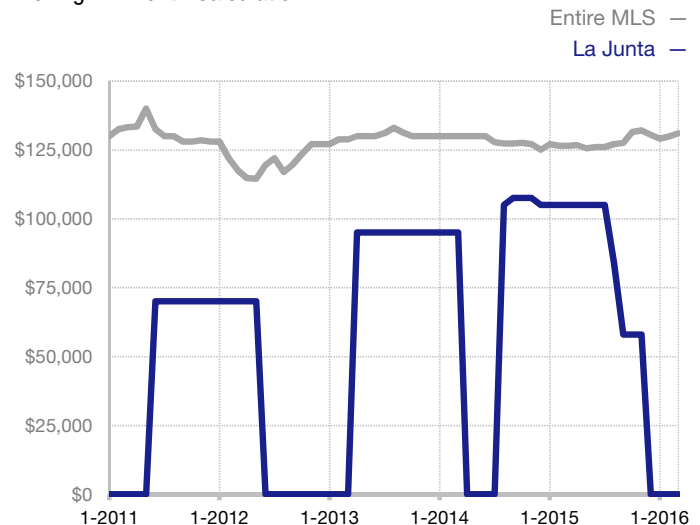
Townhouse-Condo Key Metrics	March			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 03-2015	Thru 03-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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Las Animas

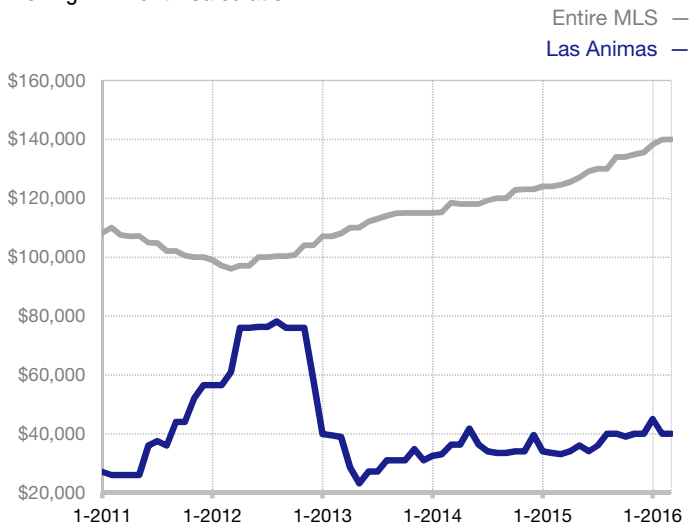
Single Family Key Metrics	March			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 03-2015	Thru 03-2016	Percent Change from Previous Year
New Listings	1	4	+ 300.0%	5	11	+ 120.0%
Sold Listings	0	0	--	1	4	+ 300.0%
Median Sales Price*	\$0	\$0	--	\$13,000	\$41,450	+ 218.8%
Average Sales Price*	\$0	\$0	--	\$13,000	\$43,100	+ 231.5%
Percent of List Price Received*	0.0%	0.0%	--	100.0%	104.6%	+ 4.6%
Days on Market Until Sale	0	0	--	28	136	+ 385.7%
Inventory of Homes for Sale	13	14	+ 7.7%	--	--	--
Months Supply of Inventory	5.0	6.3	+ 26.0%	--	--	--

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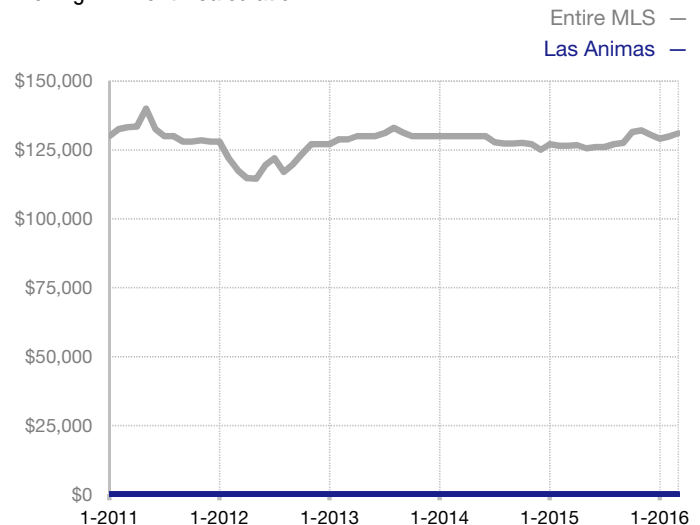
Townhouse-Condo Key Metrics	March			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 03-2015	Thru 03-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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Manzanola

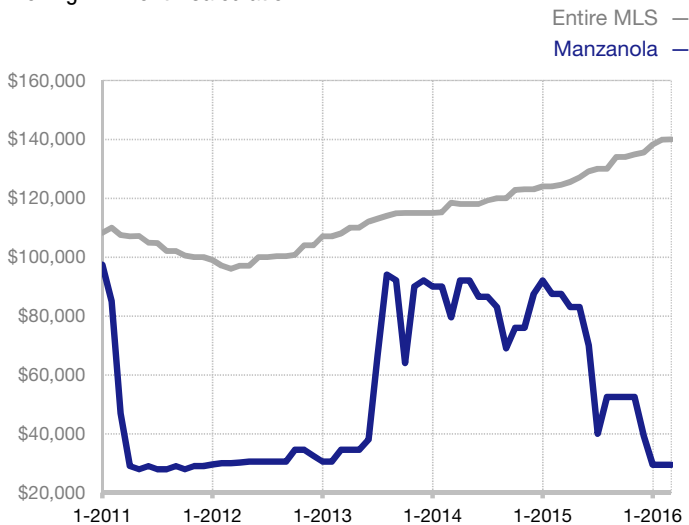
Single Family	March			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 03-2015	Thru 03-2016	Percent Change from Previous Year
Key Metrics						
New Listings	1	0	- 100.0%	1	1	0.0%
Sold Listings	0	0	--	3	1	- 66.7%
Median Sales Price*	\$0	\$0	--	\$70,000	\$75,000	+ 7.1%
Average Sales Price*	\$0	\$0	--	\$103,333	\$75,000	- 27.4%
Percent of List Price Received*	0.0%	0.0%	--	89.2%	93.8%	+ 5.2%
Days on Market Until Sale	0	0	--	505	91	- 82.0%
Inventory of Homes for Sale	6	2	- 66.7%	--	--	--
Months Supply of Inventory	3.6	1.3	- 63.9%	--	--	--

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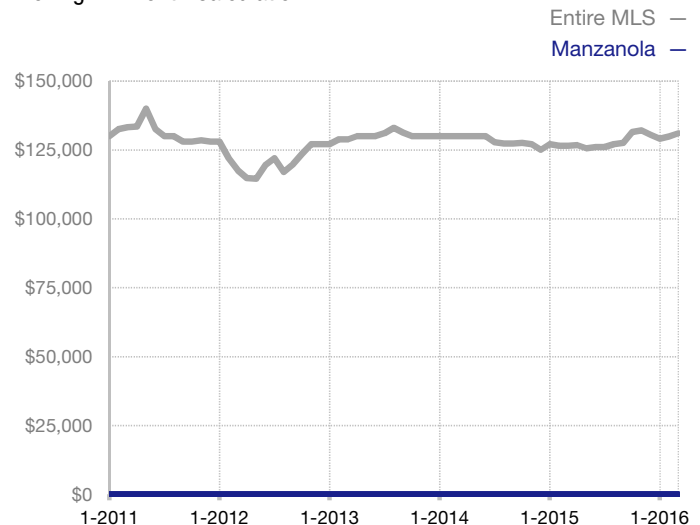
Townhouse-Condo	March			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 03-2015	Thru 03-2016	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Rocky Ford

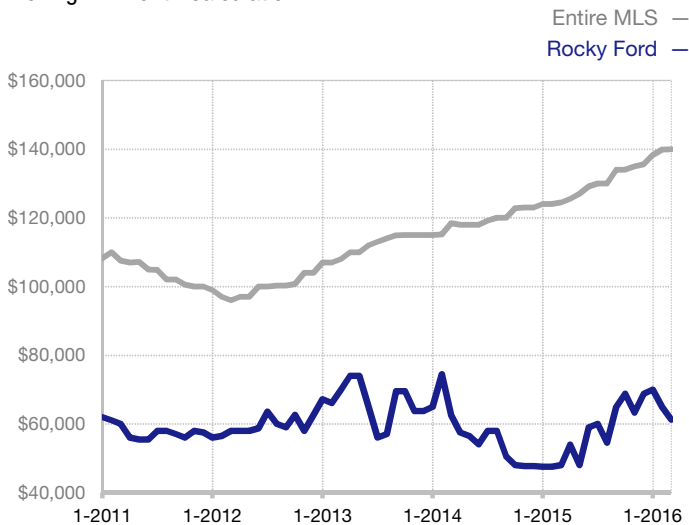
Single Family	March			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 03-2015	Thru 03-2016	Percent Change from Previous Year
Key Metrics						
New Listings	5	4	- 20.0%	9	13	+ 44.4%
Sold Listings	5	5	0.0%	11	13	+ 18.2%
Median Sales Price*	\$110,000	\$60,000	- 45.5%	\$70,000	\$49,500	- 29.3%
Average Sales Price*	\$94,380	\$87,690	- 7.1%	\$84,536	\$90,854	+ 7.5%
Percent of List Price Received*	93.4%	94.5%	+ 1.2%	92.8%	92.3%	- 0.5%
Days on Market Until Sale	259	128	- 50.6%	205	199	- 2.9%
Inventory of Homes for Sale	33	29	- 12.1%	--	--	--
Months Supply of Inventory	8.1	7.3	- 9.9%	--	--	--

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Townhouse-Condo	March			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 03-2015	Thru 03-2016	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$55,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$55,000	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	91.8%	--
Days on Market Until Sale	0	0	--	0	656	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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