

Monthly Indicators



September 2018

Percent changes calculated using year-over-year comparisons.

New Listings remained flat for single family homes but decreased 15.4 percent for townhouse-condo properties. Pending Sales decreased 8.1 percent for single family homes and 27.3 percent for townhouse-condo properties.

The Median Sales Price was up 2.8 percent to \$184,950 for single family homes but decreased 10.1 percent to \$160,450 for townhouse-condo properties. Days on Market decreased 11.1 percent for single family homes and 26.2 percent for townhouse-condo properties.

Tracking reputable news sources for housing market predictions makes good sense, as does observing trends based on meaningful statistics. By the numbers, we continue to see pockets of unprecedented price heights combined with low days on market and an economic backdrop conducive to consistent demand. We were reminded by Hurricane Florence of how quickly a situation can change. Rather than dwelling on predictions of a somber future, it is worth the effort to manage the fundamentals that will lead to an ongoing display of healthy balance.

Activity Snapshot

- 25.8%	+ 2.7%	- 1.6%
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, 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	9-2017	9-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		273	273	0.0%	2,689	2,772	+ 3.1%
Pending Sales		246	226	- 8.1%	2,204	2,166	- 1.7%
Sold Listings		267	198	- 25.8%	2,120	2,063	- 2.7%
Median Sales Price		\$180,000	\$184,950	+ 2.8%	\$168,500	\$187,050	+ 11.0%
Avg. Sales Price		\$179,836	\$190,434	+ 5.9%	\$175,446	\$193,640	+ 10.4%
Pct. of List Price Received		98.2%	98.9%	+ 0.7%	98.0%	98.7%	+ 0.7%
Days on Market		72	64	- 11.1%	84	70	- 16.7%
Affordability Index		202	177	- 12.4%	216	175	- 19.0%
Active Listings		543	532	- 2.0%	--	--	--
Months Supply		2.4	2.3	- 4.2%	--	--	--

Townhouse-Condo Market Overview

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

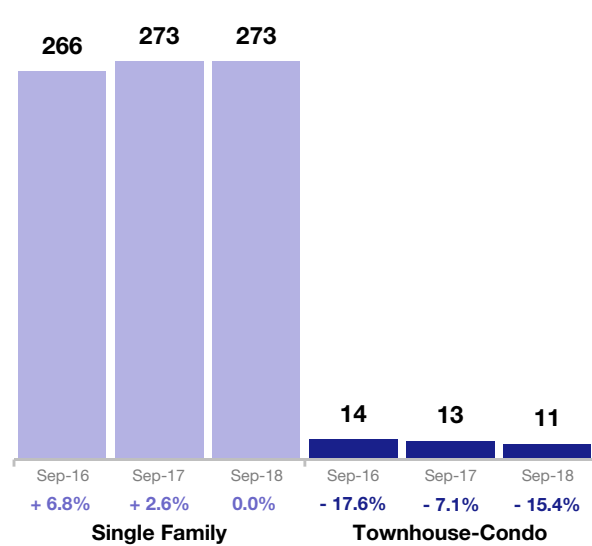


Key Metrics	Historical Sparkbars	9-2017	9-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		13	11	- 15.4%	89	97	+ 9.0%
Pending Sales		11	8	- 27.3%	82	81	- 1.2%
Sold Listings		8	6	- 25.0%	75	77	+ 2.7%
Median Sales Price		\$178,500	\$160,450	- 10.1%	\$150,000	\$167,500	+ 11.7%
Avg. Sales Price		\$169,500	\$158,967	- 6.2%	\$162,678	\$188,959	+ 16.2%
Pct. of List Price Received		97.6%	98.9%	+ 1.3%	97.1%	98.5%	+ 1.4%
Days on Market		65	48	- 26.2%	78	69	- 11.5%
Affordability Index		204	203	- 0.5%	242	195	- 19.4%
Active Listings		15	17	+ 13.3%	--	--	--
Months Supply		1.6	1.9	+ 18.8%	--	--	--

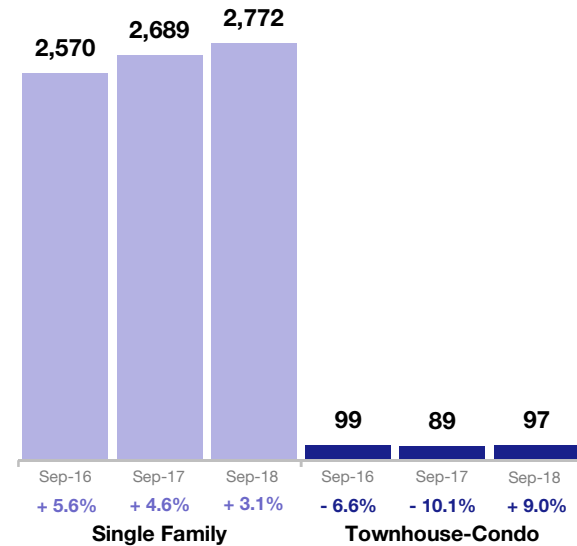
New Listings



September

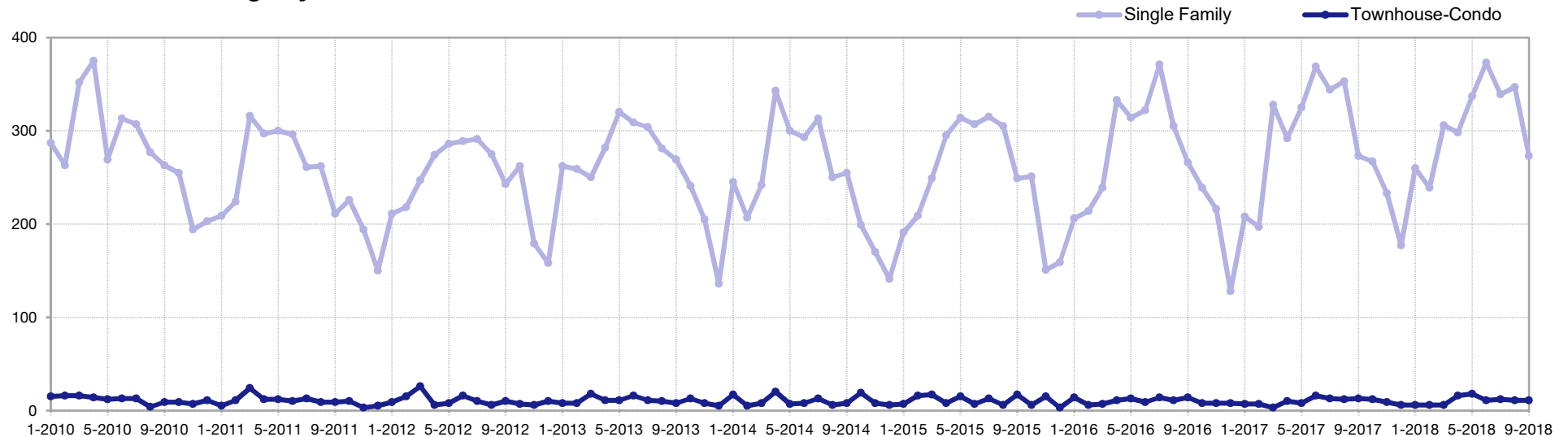


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2017	267	+11.7%	12	+50.0%
Nov-2017	233	+7.9%	9	+12.5%
Dec-2017	177	+38.3%	6	-25.0%
Jan-2018	260	+25.0%	6	-14.3%
Feb-2018	239	+21.3%	6	-14.3%
Mar-2018	306	-6.7%	6	+100.0%
Apr-2018	298	+2.1%	16	+60.0%
May-2018	337	+3.7%	18	+125.0%
Jun-2018	373	+1.1%	11	-31.3%
Jul-2018	339	-1.5%	12	-7.7%
Aug-2018	347	-1.7%	11	-8.3%
Sep-2018	273	0.0%	11	-15.4%

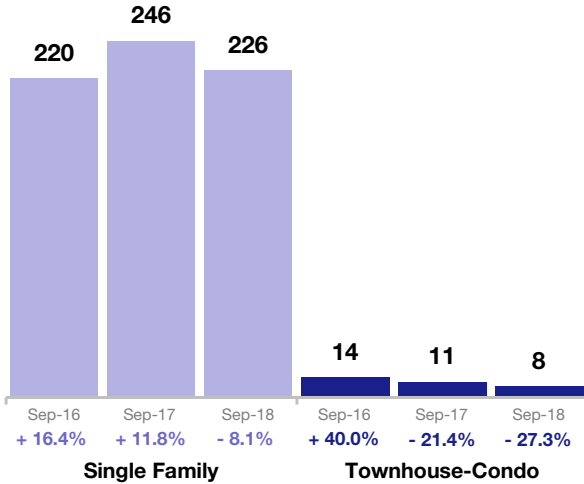
Historical New Listings by Month



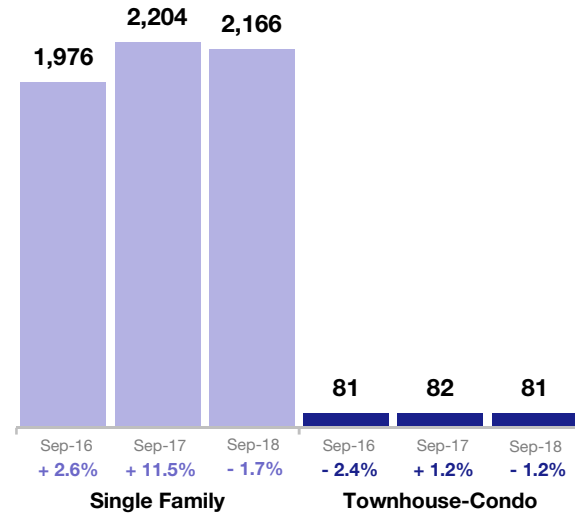
Pending Sales



September

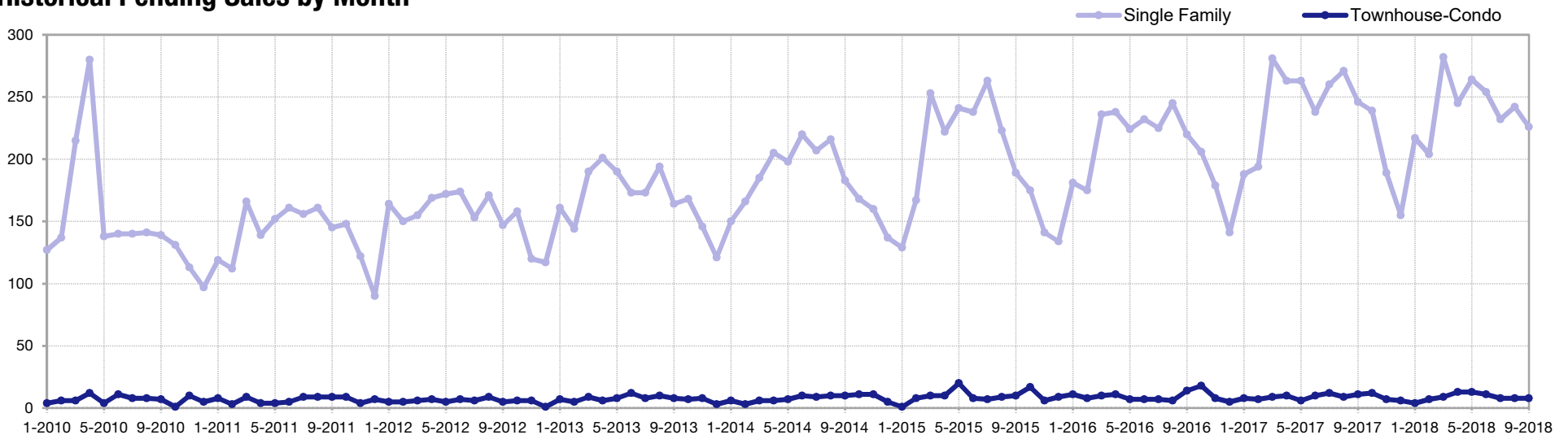


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2017	239	+16.0%	12	-33.3%
Nov-2017	189	+5.6%	7	-12.5%
Dec-2017	155	+9.9%	6	+20.0%
Jan-2018	217	+15.4%	4	-50.0%
Feb-2018	204	+5.2%	7	0.0%
Mar-2018	282	+0.4%	9	0.0%
Apr-2018	245	-6.8%	13	+30.0%
May-2018	264	+0.4%	13	+116.7%
Jun-2018	254	+6.7%	11	+10.0%
Jul-2018	232	-10.8%	8	-33.3%
Aug-2018	242	-10.7%	8	-11.1%
Sep-2018	226	-8.1%	8	-27.3%

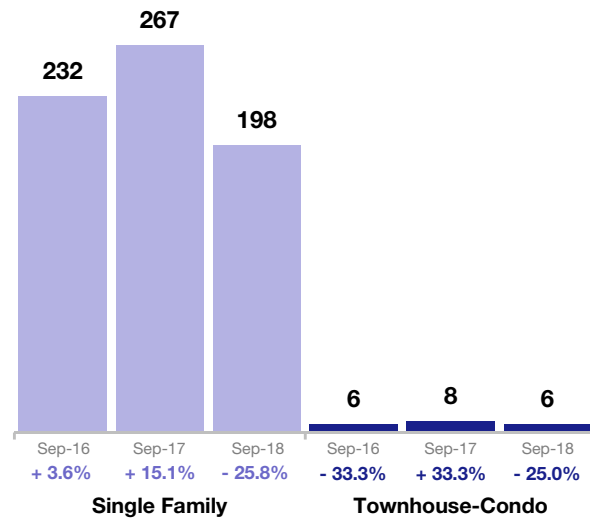
Historical Pending Sales by Month



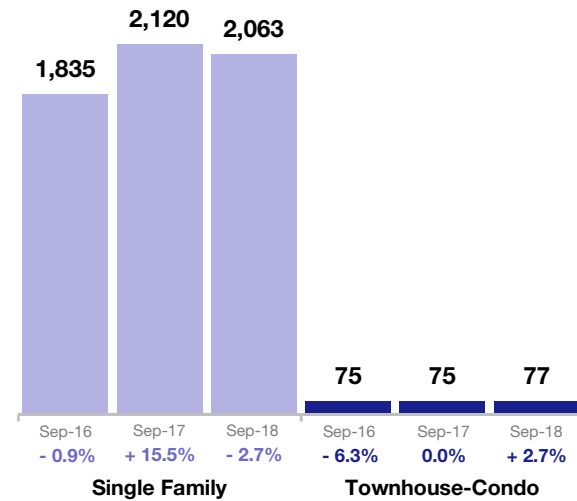
Sold Listings



September

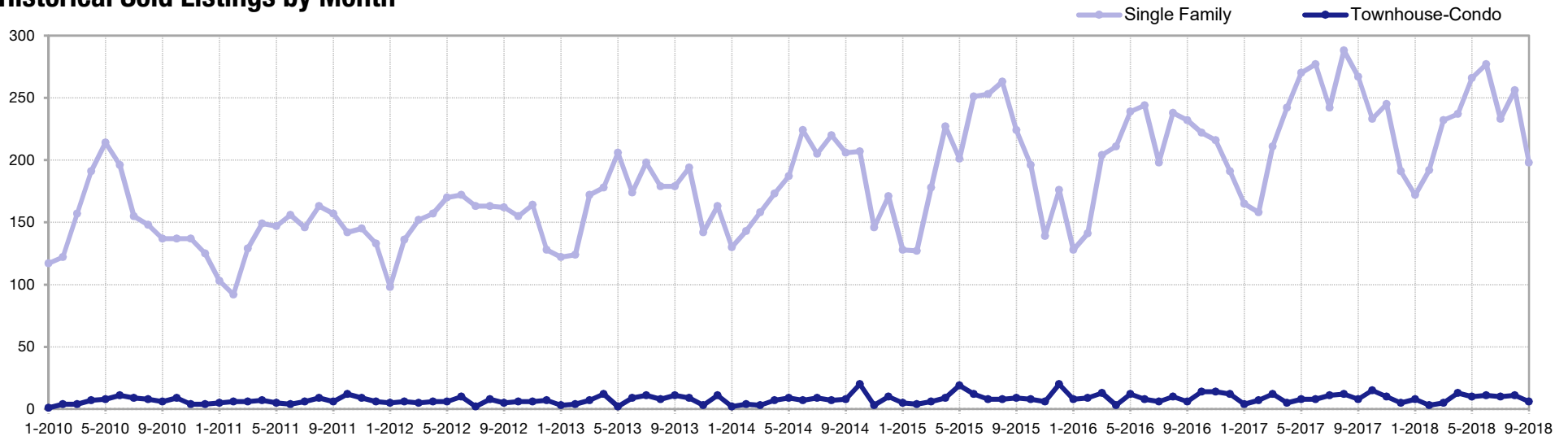


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2017	233	+5.0%	15	+7.1%
Nov-2017	245	+13.4%	10	-28.6%
Dec-2017	191	0.0%	5	-58.3%
Jan-2018	172	+4.2%	8	+100.0%
Feb-2018	192	+21.5%	3	-57.1%
Mar-2018	232	+10.0%	5	-58.3%
Apr-2018	237	-2.1%	13	+160.0%
May-2018	266	-1.5%	10	+25.0%
Jun-2018	277	0.0%	11	+37.5%
Jul-2018	233	-3.7%	10	-9.1%
Aug-2018	256	-11.1%	11	-8.3%
Sep-2018	198	-25.8%	6	-25.0%

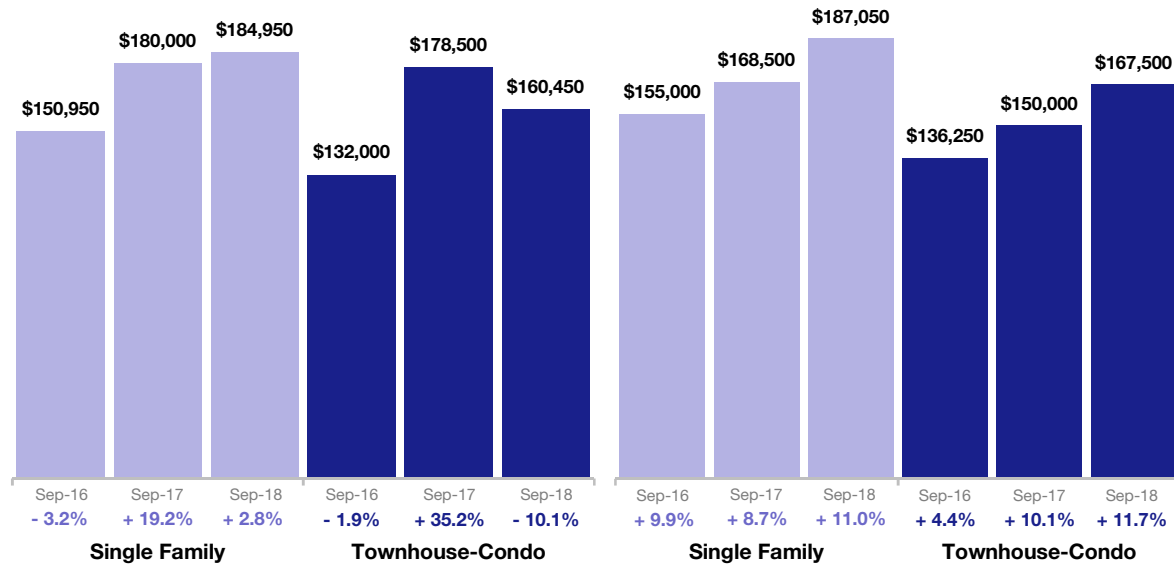
Historical Sold Listings by Month



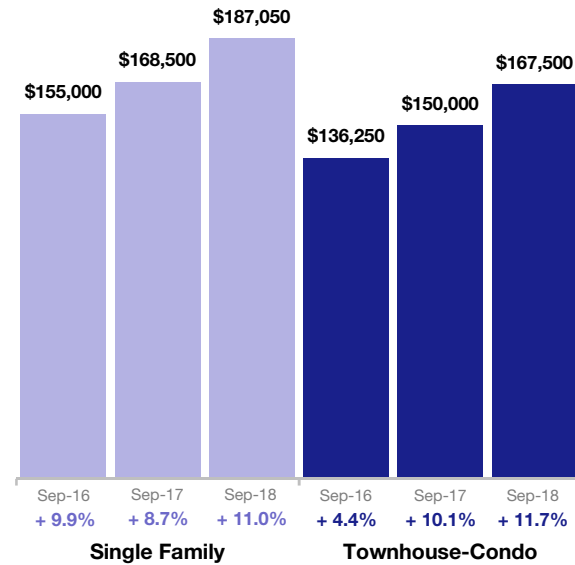
Median Sales Price



September

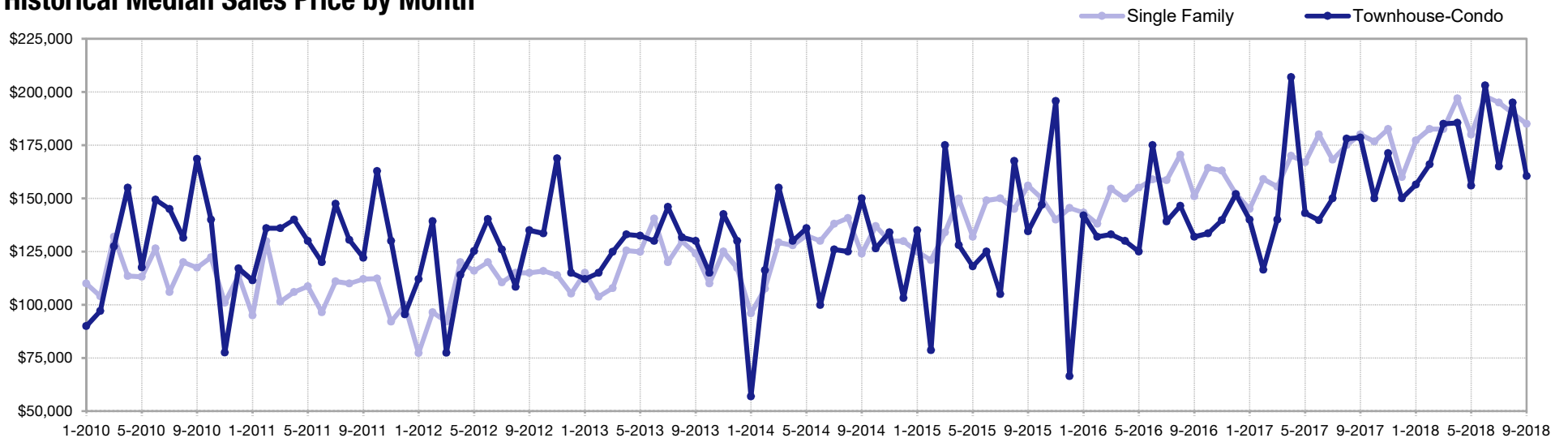


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2017	\$176,750	+7.6%	\$150,000	+12.3%
Nov-2017	\$182,500	+12.0%	\$171,250	+22.6%
Dec-2017	\$160,000	+5.2%	\$150,000	-1.3%
Jan-2018	\$177,250	+22.2%	\$156,400	+11.7%
Feb-2018	\$182,500	+14.8%	\$166,000	+42.5%
Mar-2018	\$182,500	+17.4%	\$185,000	+32.1%
Apr-2018	\$197,000	+15.9%	\$185,500	-10.4%
May-2018	\$179,950	+7.8%	\$156,000	+9.1%
Jun-2018	\$198,000	+10.0%	\$203,000	+45.3%
Jul-2018	\$195,000	+15.9%	\$165,000	+10.0%
Aug-2018	\$190,000	+8.6%	\$195,000	+9.6%
Sep-2018	\$184,950	+2.8%	\$160,450	-10.1%

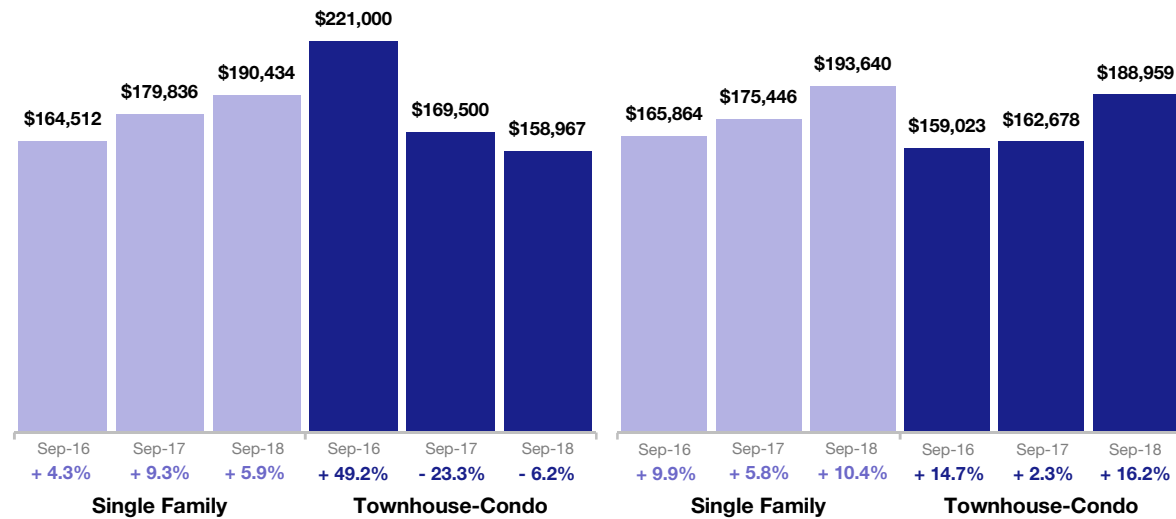
Historical Median Sales Price by Month



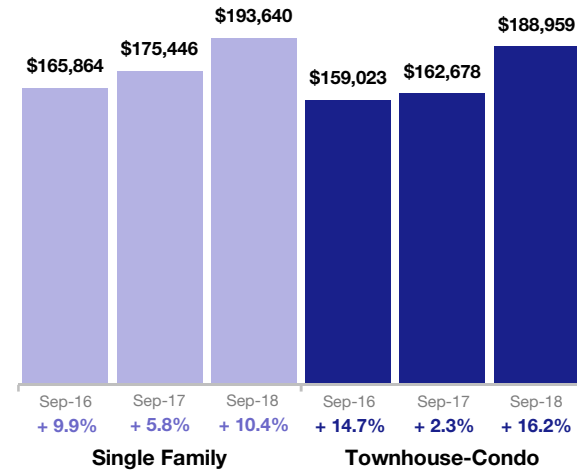
Average Sales Price



September

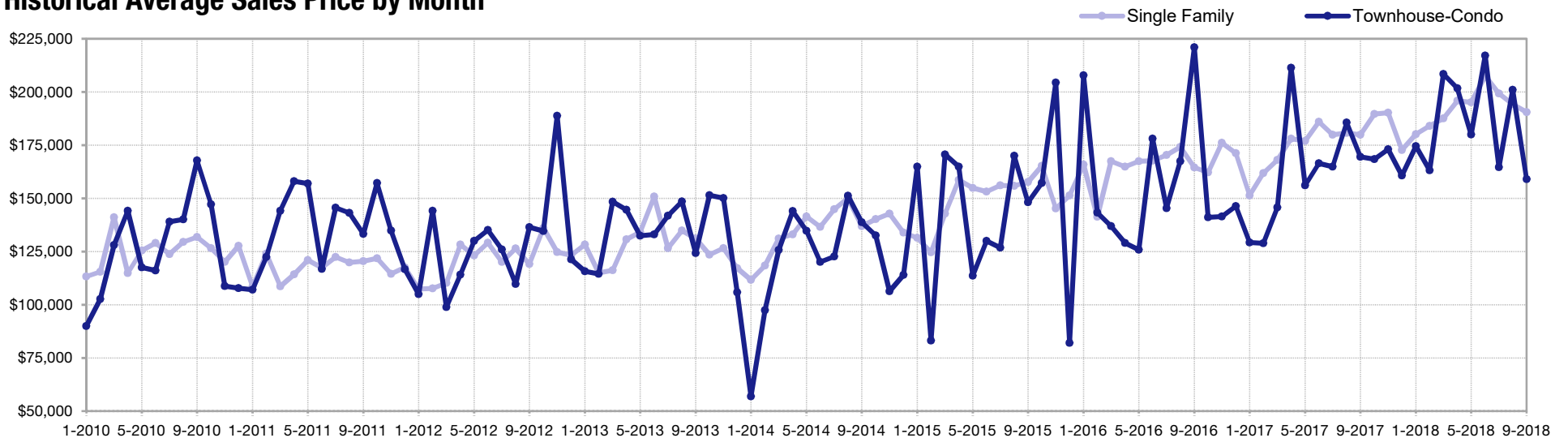


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2017	\$189,582	+16.9%	\$168,435	+19.4%
Nov-2017	\$190,226	+8.1%	\$173,065	+22.4%
Dec-2017	\$172,627	+0.8%	\$160,680	+9.8%
Jan-2018	\$180,109	+19.0%	\$174,463	+35.0%
Feb-2018	\$184,071	+13.8%	\$163,167	+26.6%
Mar-2018	\$187,558	+11.6%	\$208,380	+43.0%
Apr-2018	\$195,809	+9.9%	\$201,754	-4.5%
May-2018	\$195,149	+10.3%	\$180,030	+15.4%
Jun-2018	\$207,461	+11.5%	\$217,095	+30.4%
Jul-2018	\$199,288	+10.8%	\$164,650	-0.1%
Aug-2018	\$194,237	+7.5%	\$201,027	+8.3%
Sep-2018	\$190,434	+5.9%	\$158,967	-6.2%

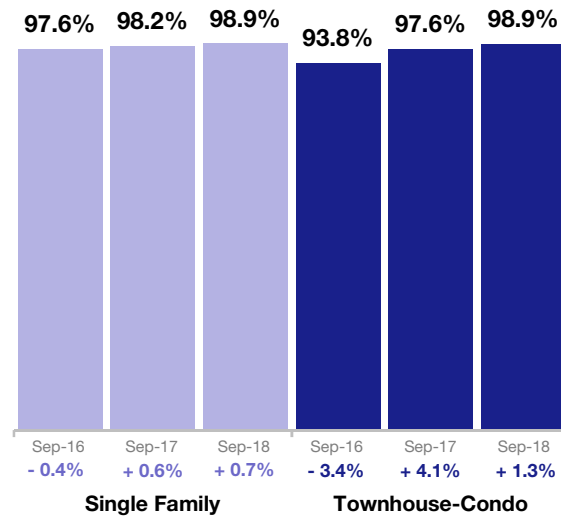
Historical Average Sales Price by Month



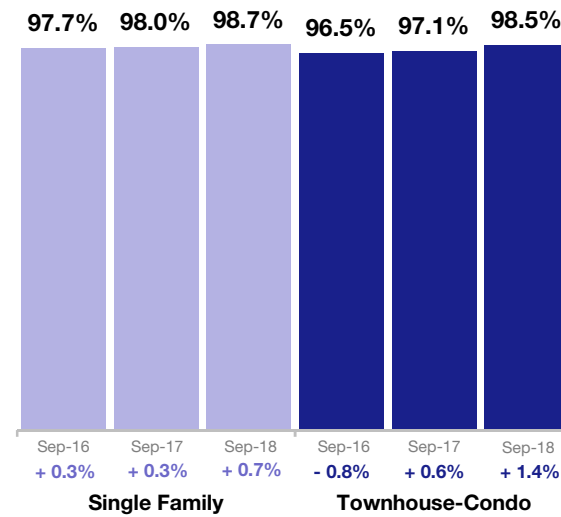
Percent of List Price Received



September

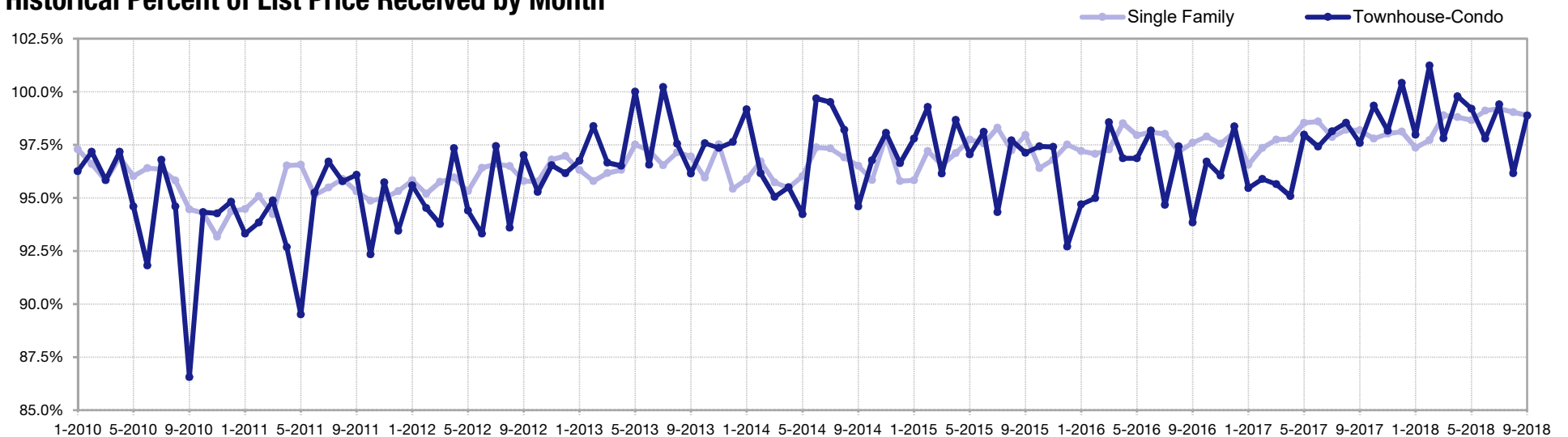


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2017	97.8%	-0.1%	99.3%	+2.7%
Nov-2017	98.0%	+0.4%	98.2%	+2.3%
Dec-2017	98.1%	0.0%	100.4%	+2.0%
Jan-2018	97.4%	+0.8%	98.0%	+2.6%
Feb-2018	97.7%	+0.3%	101.2%	+5.5%
Mar-2018	98.9%	+1.2%	97.8%	+2.3%
Apr-2018	98.8%	+1.0%	99.8%	+4.9%
May-2018	98.7%	+0.2%	99.2%	+1.2%
Jun-2018	99.1%	+0.5%	97.8%	+0.4%
Jul-2018	99.2%	+1.3%	99.4%	+1.3%
Aug-2018	99.0%	+0.8%	96.2%	-2.3%
Sep-2018	98.9%	+0.7%	98.9%	+1.3%

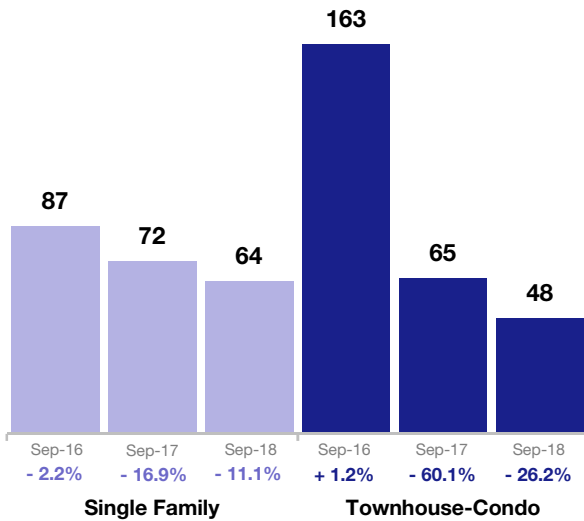
Historical Percent of List Price Received by Month



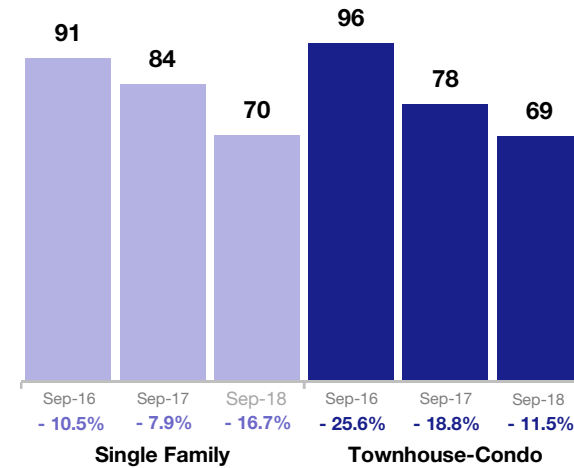
Days on Market Until Sale



September

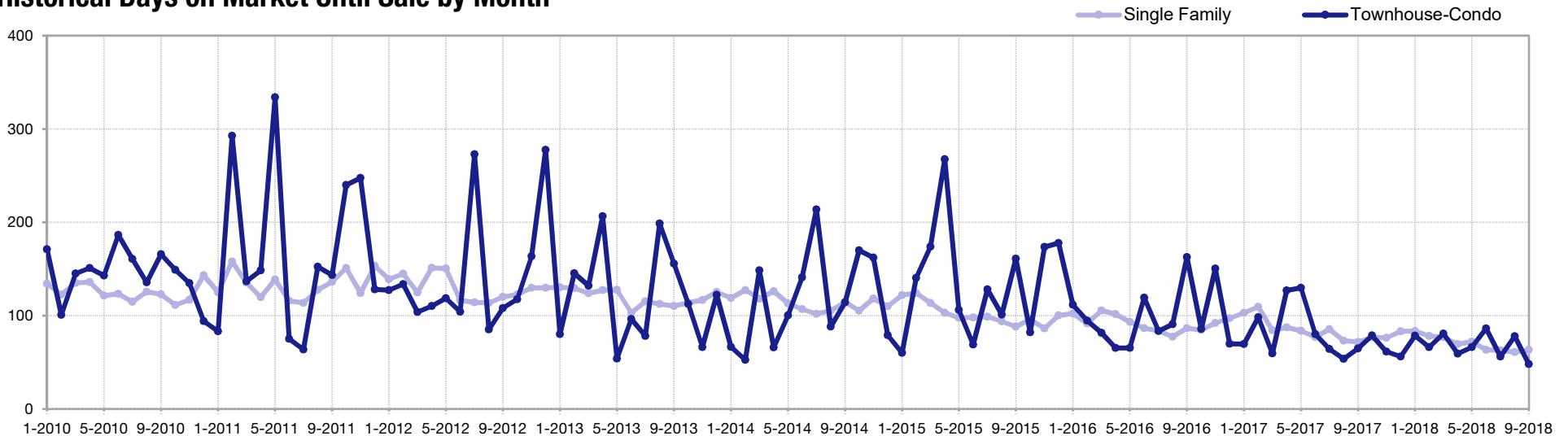


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2017	77	-9.4%	79	-8.1%
Nov-2017	76	-17.4%	62	-58.7%
Dec-2017	83	-14.4%	56	-20.0%
Jan-2018	84	-18.4%	79	+12.9%
Feb-2018	78	-28.4%	66	-32.7%
Mar-2018	77	-8.3%	81	+35.0%
Apr-2018	70	-20.5%	59	-53.5%
May-2018	72	-14.3%	66	-49.2%
Jun-2018	64	-16.9%	86	+7.5%
Jul-2018	63	-26.7%	56	-12.5%
Aug-2018	61	-16.4%	78	+44.4%
Sep-2018	64	-11.1%	48	-26.2%

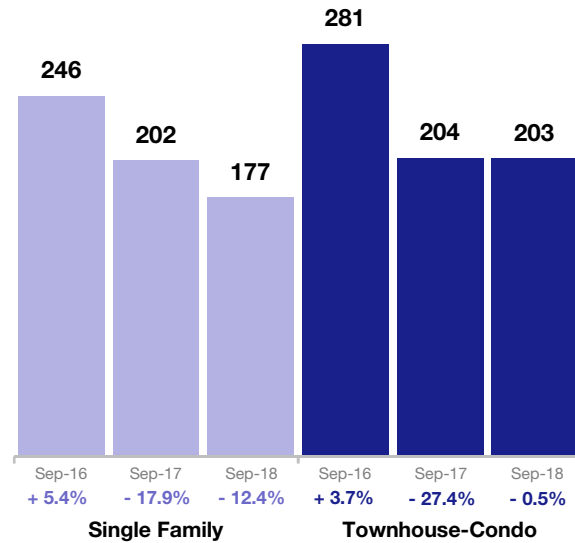
Historical Days on Market Until Sale by Month



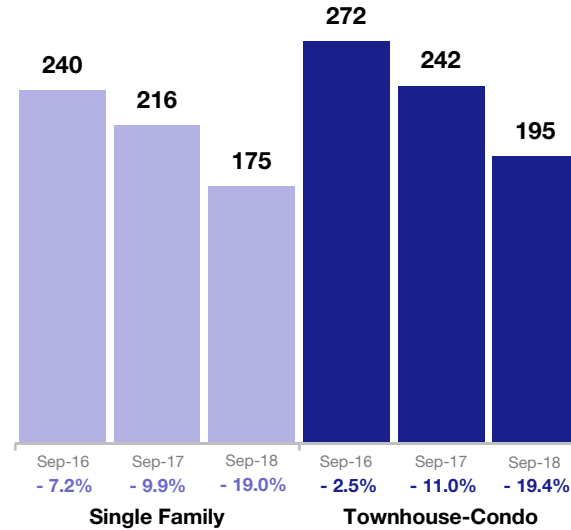
Housing Affordability Index



September

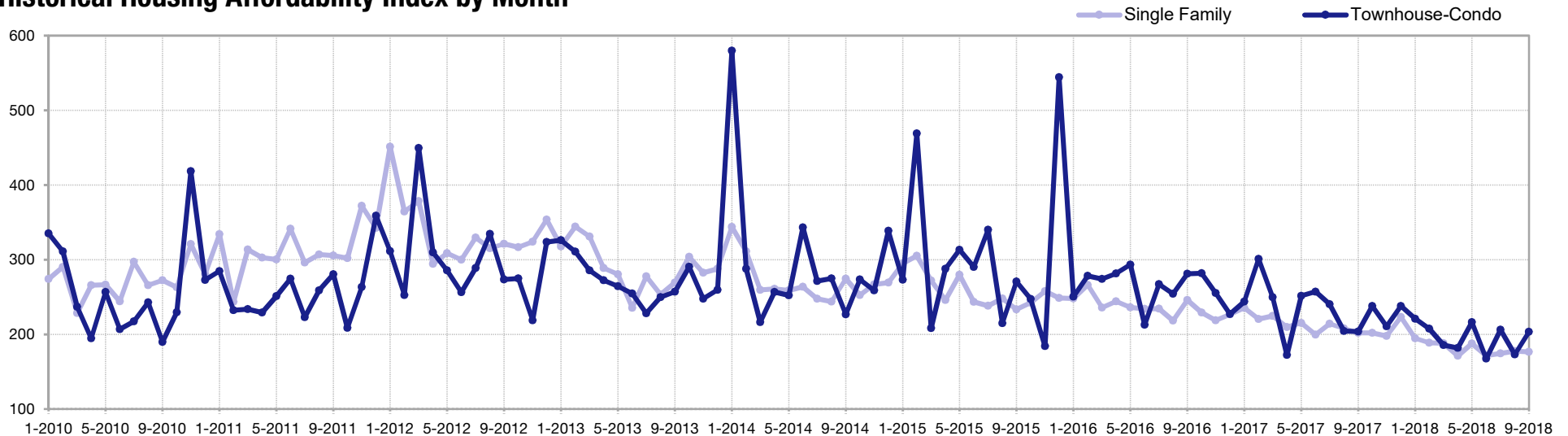


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2017	202	-11.8%	238	-15.6%
Nov-2017	198	-9.6%	211	-17.3%
Dec-2017	223	-1.8%	238	+4.8%
Jan-2018	195	-17.0%	221	-9.4%
Feb-2018	189	-14.5%	208	-30.9%
Mar-2018	188	-16.4%	186	-25.6%
Apr-2018	171	-18.6%	182	+5.8%
May-2018	188	-12.6%	216	-14.3%
Jun-2018	172	-14.0%	167	-35.0%
Jul-2018	174	-18.7%	206	-14.2%
Aug-2018	178	-14.4%	173	-15.2%
Sep-2018	177	-12.4%	203	-0.5%

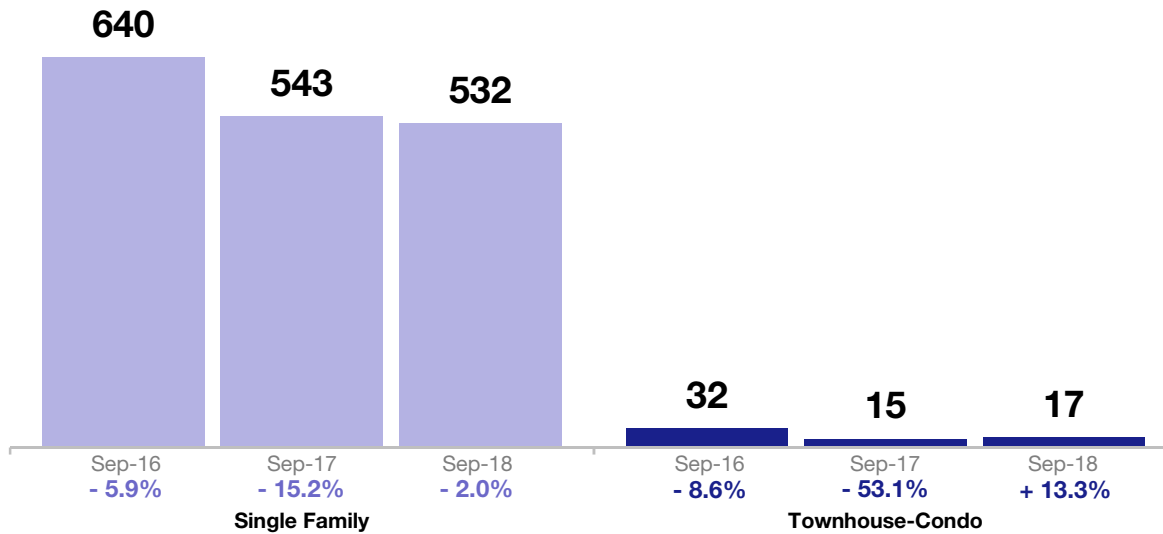
Historical Housing Affordability Index by Month



Inventory of Active Listings

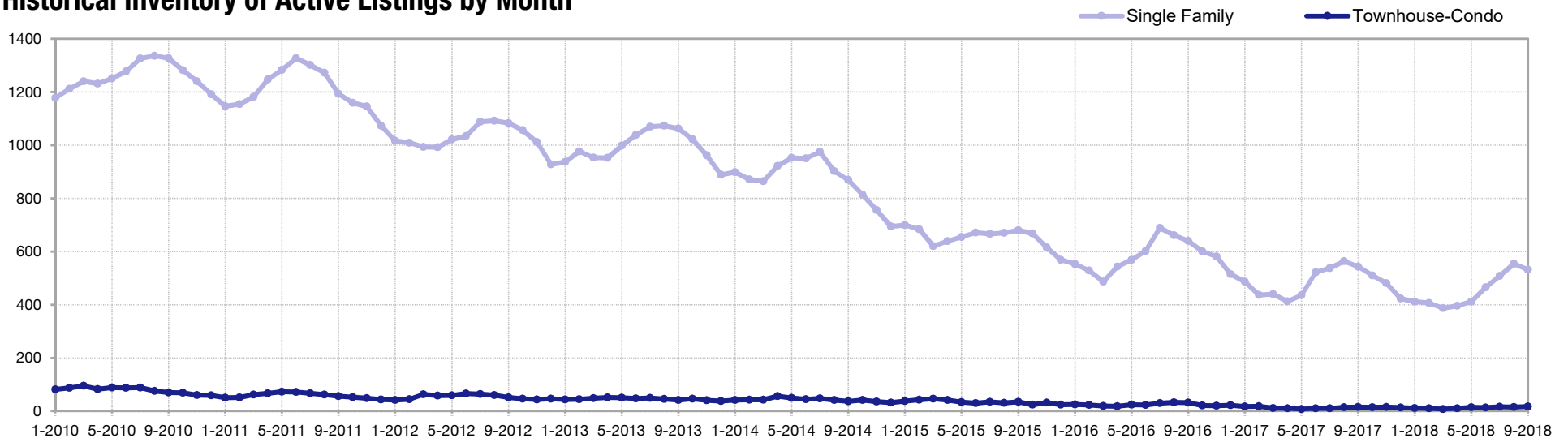


September



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2017	510	-15.1%	14	-33.3%
Nov-2017	481	-17.2%	15	-25.0%
Dec-2017	423	-17.9%	13	-40.9%
Jan-2018	412	-15.4%	12	-29.4%
Feb-2018	407	-6.9%	11	-38.9%
Mar-2018	387	-12.0%	8	-33.3%
Apr-2018	396	-4.1%	11	0.0%
May-2018	412	-5.5%	14	+75.0%
Jun-2018	465	-10.9%	13	+18.2%
Jul-2018	508	-5.4%	16	+45.5%
Aug-2018	554	-1.8%	15	+7.1%
Sep-2018	532	-2.0%	17	+13.3%

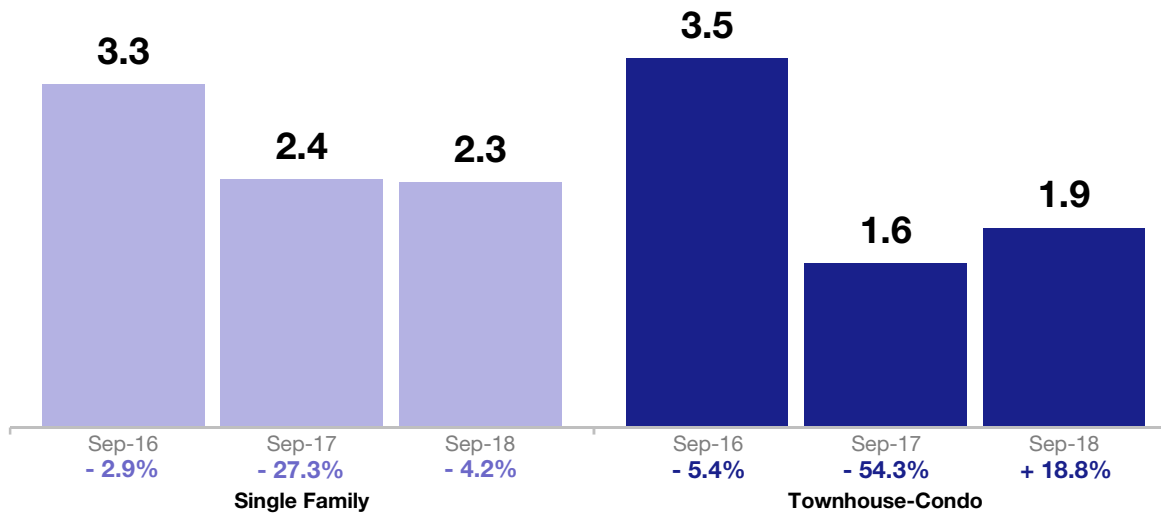
Historical Inventory of Active Listings by Month



Months Supply of Inventory

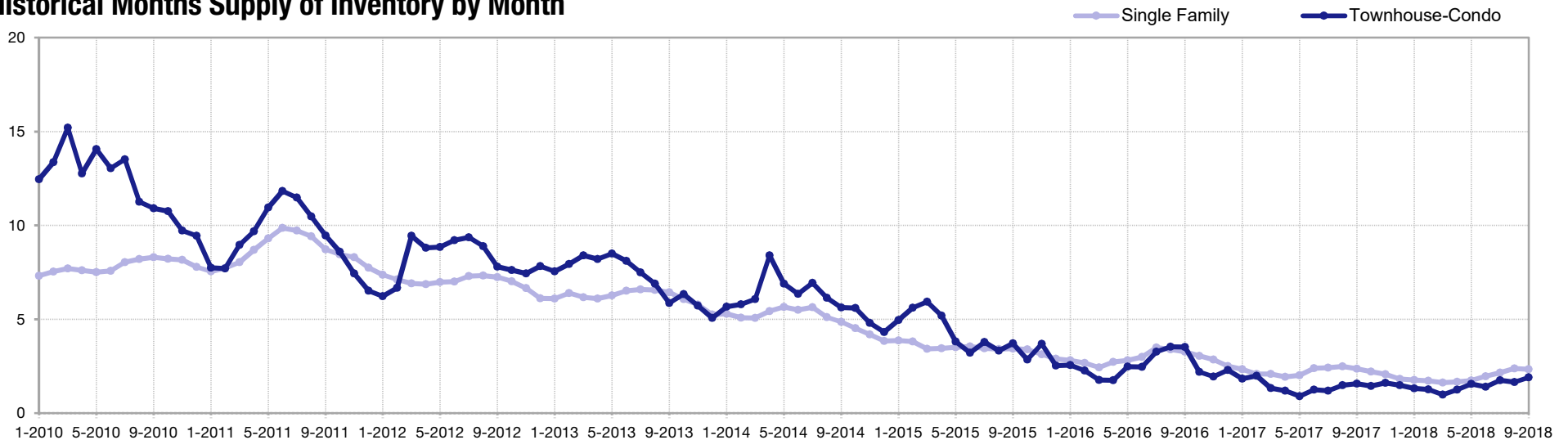


September



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2017	2.2	-26.7%	1.4	-36.4%
Nov-2017	2.1	-25.0%	1.6	-20.0%
Dec-2017	1.8	-28.0%	1.5	-34.8%
Jan-2018	1.8	-21.7%	1.3	-27.8%
Feb-2018	1.7	-19.0%	1.3	-35.0%
Mar-2018	1.6	-23.8%	1.0	-23.1%
Apr-2018	1.7	-10.5%	1.2	0.0%
May-2018	1.7	-15.0%	1.6	+77.8%
Jun-2018	2.0	-16.7%	1.4	+16.7%
Jul-2018	2.2	-8.3%	1.7	+41.7%
Aug-2018	2.4	-4.0%	1.7	+13.3%
Sep-2018	2.3	-4.2%	1.9	+18.8%

Historical Months Supply of Inventory by Month



Total Market Overview

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



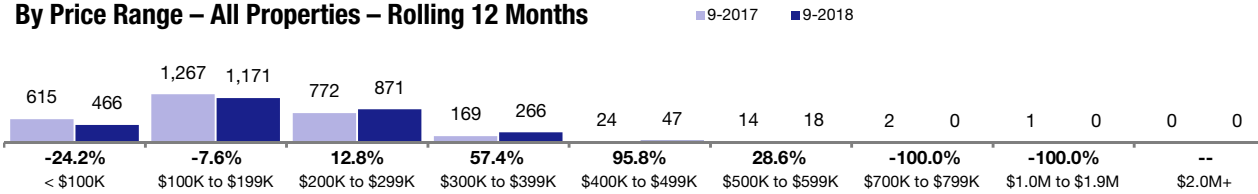
Key Metrics	Historical Sparkbars	9-2017	9-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		286	284	- 0.7%	2,778	2,869	+ 3.3%
Pending Sales		257	234	- 8.9%	2,286	2,247	- 1.7%
Sold Listings		275	204	- 25.8%	2,195	2,140	- 2.5%
Median Sales Price		\$180,000	\$184,900	+ 2.7%	\$167,000	\$186,750	+ 11.8%
Avg. Sales Price		\$179,535	\$189,508	+ 5.6%	\$175,009	\$193,471	+ 10.5%
Pct. of List Price Received		98.2%	98.9%	+ 0.7%	97.9%	98.7%	+ 0.8%
Days on Market		72	63	- 12.5%	84	70	- 16.7%
Affordability Index		202	177	- 12.4%	218	175	- 19.7%
Active Listings		558	549	- 1.6%	--	--	--
Months Supply		2.3	2.3	0.0%	--	--	--

Sold Listings

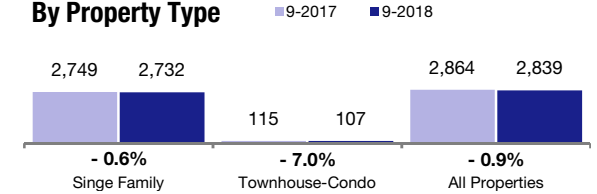
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	9-2017	9-2018	Change	9-2017	9-2018	Change
\$99,999 and Below	592	463	-21.8%	23	3	-87.0%
\$100,000 to \$199,999	1,198	1,093	-8.8%	69	78	+13.0%
\$200,000 to \$299,999	752	856	+13.8%	20	15	-25.0%
\$300,000 to \$399,999	166	256	+54.2%	3	10	+233.3%
\$400,000 to \$499,999	24	46	+91.7%	0	1	--
\$500,000 to \$699,999	14	18	+28.6%	0	0	--
\$700,000 to \$999,999	2	0	-100.0%	0	0	--
\$1,000,000 to \$1,999,999	1	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,749	2,732	-0.6%	115	107	-7.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	8-2018	9-2018	Change	8-2018	9-2018	Change
\$99,999 and Below	36	31	-13.9%	1	1	0.0%
\$100,000 to \$199,999	103	82	-20.4%	5	4	-20.0%
\$200,000 to \$299,999	89	64	-28.1%	4	1	-75.0%
\$300,000 to \$399,999	23	17	-26.1%	1	0	-100.0%
\$400,000 to \$499,999	4	4	0.0%	0	0	--
\$500,000 to \$699,999	1	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	256	198	-22.7%	11	6	-45.5%

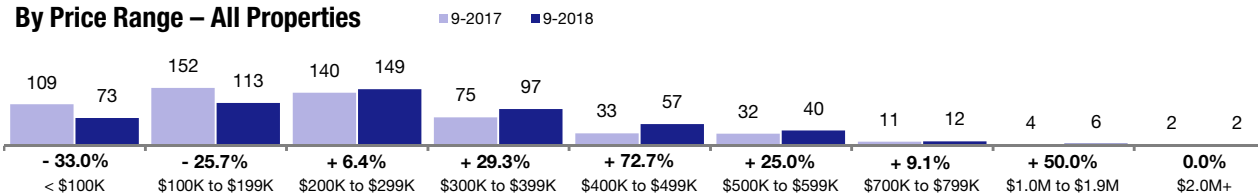
Year to Date

By Price Range	Single Family			Condo		
	9-2017	9-2018	Change	9-2017	9-2018	Change
\$99,999 and Below	453	341	-24.7%	14	3	-78.6%
\$100,000 to \$199,999	902	801	-11.2%	42	52	+23.8%
\$200,000 to \$299,999	602	670	+11.3%	16	12	-25.0%
\$300,000 to \$399,999	133	207	+55.6%	3	9	+200.0%
\$400,000 to \$499,999	16	31	+93.8%	0	1	--
\$500,000 to \$699,999	13	13	0.0%	0	0	--
\$700,000 to \$999,999	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	1	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,120	2,063	-2.7%	75	77	+2.7%

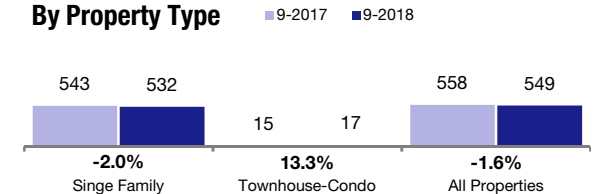
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Condo		
	9-2017	9-2018	Change	9-2017	9-2018	Change
\$99,999 and Below	109	73	-33.0%	0	0	--
\$100,000 to \$199,999	144	108	-25.0%	8	5	-37.5%
\$200,000 to \$299,999	135	144	+6.7%	5	5	0.0%
\$300,000 to \$399,999	73	92	+26.0%	2	5	+150.0%
\$400,000 to \$499,999	33	57	+72.7%	0	0	--
\$500,000 to \$699,999	32	38	+18.8%	0	2	--
\$700,000 to \$999,999	11	12	+9.1%	0	0	--
\$1,000,000 to \$1,999,999	4	6	+50.0%	0	0	--
\$2,000,000 and Above	2	2	0.0%	0	0	--
All Price Ranges	543	532	-2.0%	15	17	+13.3%

Compared to Prior Month

By Price Range	Single Family			Condo		
	8-2018	9-2018	Change	8-2018	9-2018	Change
\$99,999 and Below	79	73	-7.6%	1	0	-100.0%
\$100,000 to \$199,999	123	108	-12.2%	3	5	+66.7%
\$200,000 to \$299,999	148	144	-2.7%	4	5	+25.0%
\$300,000 to \$399,999	89	92	+3.4%	6	5	-16.7%
\$400,000 to \$499,999	59	57	-3.4%	0	0	--
\$500,000 to \$699,999	32	38	+18.8%	1	2	+100.0%
\$700,000 to \$999,999	15	12	-20.0%	0	0	--
\$1,000,000 to \$1,999,999	7	6	-14.3%	0	0	--
\$2,000,000 and Above	2	2	0.0%	0	0	--
All Price Ranges	554	532	-4.0%	15	17	+13.3%

Year to Date

By Price Range	Single Family			Condo		
	9-2017	9-2018	Change	9-2017	9-2018	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®



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 2018

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Pueblo County

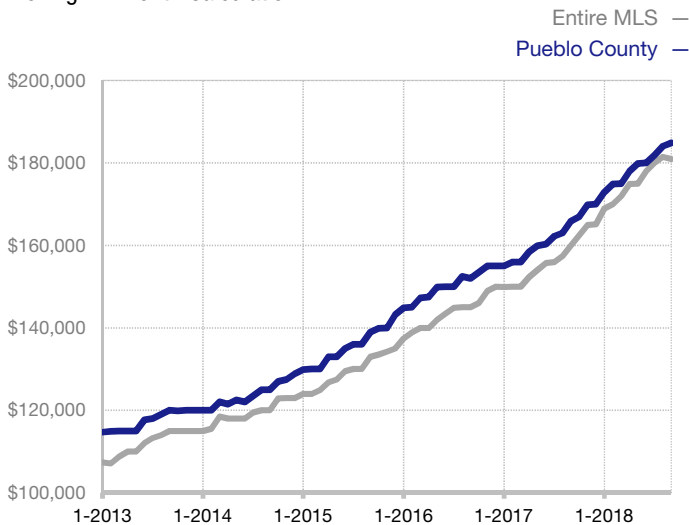
Single Family Key Metrics	September			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 09-2017	Thru 09-2018	Percent Change from Previous Year
New Listings	274	265	- 3.3%	2,680	2,706	+ 1.0%
Sold Listings	267	194	- 27.3%	2,118	2,030	- 4.2%
Median Sales Price*	\$180,000	\$185,050	+ 2.8%	\$167,500	\$187,000	+ 11.6%
Average Sales Price*	\$179,836	\$192,187	+ 6.9%	\$175,904	\$193,782	+ 10.2%
Percent of List Price Received*	98.2%	99.0%	+ 0.8%	98.0%	98.7%	+ 0.7%
Days on Market Until Sale	72	63	- 12.5%	84	70	- 16.7%
Inventory of Homes for Sale	542	495	- 8.7%	--	--	--
Months Supply of Inventory	2.4	2.2	- 8.3%	--	--	--

* 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 Key Metrics	September			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 09-2017	Thru 09-2018	Percent Change from Previous Year
New Listings	12	11	- 8.3%	84	95	+ 13.1%
Sold Listings	7	6	- 14.3%	74	75	+ 1.4%
Median Sales Price*	\$165,000	\$160,450	- 2.8%	\$150,000	\$167,500	+ 11.7%
Average Sales Price*	\$160,143	\$158,967	- 0.7%	\$161,701	\$189,571	+ 17.2%
Percent of List Price Received*	97.2%	98.9%	+ 1.7%	97.1%	98.5%	+ 1.4%
Days on Market Until Sale	69	48	- 30.4%	79	70	- 11.4%
Inventory of Homes for Sale	12	17	+ 41.7%	--	--	--
Months Supply of Inventory	1.3	2.0	+ 53.8%	--	--	--

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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 2018

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Arkansas Valley/Otero County

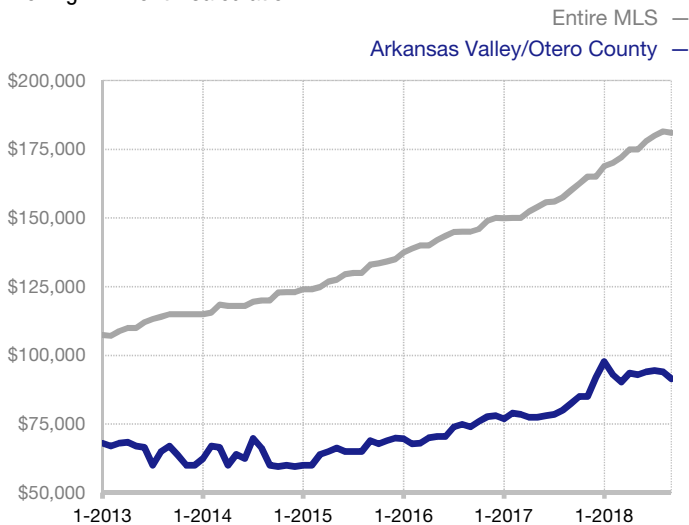
Single Family	September			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 09-2017	Thru 09-2018	Percent Change from Previous Year
Key Metrics						
New Listings	23	33	+ 43.5%	293	299	+ 2.0%
Sold Listings	22	29	+ 31.8%	237	231	- 2.5%
Median Sales Price*	\$116,000	\$75,000	- 35.3%	\$82,500	\$85,000	+ 3.0%
Average Sales Price*	\$121,284	\$99,391	- 18.1%	\$101,193	\$107,334	+ 6.1%
Percent of List Price Received*	93.8%	95.4%	+ 1.7%	94.1%	95.4%	+ 1.4%
Days on Market Until Sale	110	80	- 27.3%	139	115	- 17.3%
Inventory of Homes for Sale	106	90	- 15.1%	--	--	--
Months Supply of Inventory	4.2	3.5	- 16.7%	--	--	--

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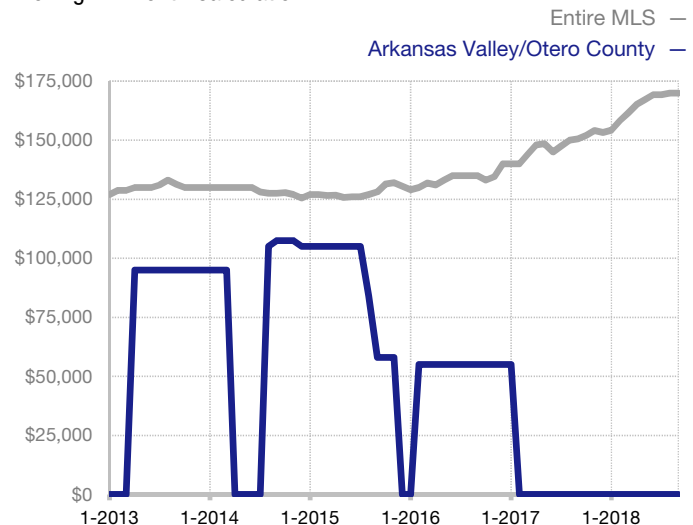
Townhouse-Condo	September			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 09-2017	Thru 09-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	1	0.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$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	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 2018

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Fowler

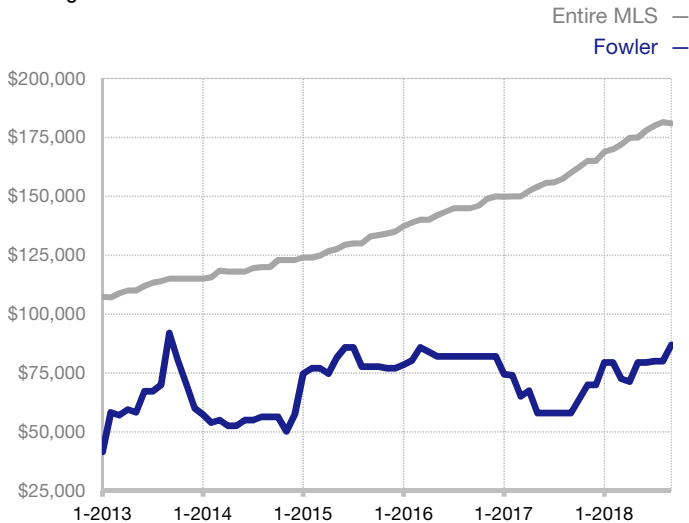
Single Family	September			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 09-2017	Thru 09-2018	Percent Change from Previous Year
Key Metrics						
New Listings	1	5	+ 400.0%	18	27	+ 50.0%
Sold Listings	0	2	--	17	25	+ 47.1%
Median Sales Price*	\$0	\$193,500	--	\$58,000	\$87,000	+ 50.0%
Average Sales Price*	\$0	\$193,500	--	\$77,579	\$132,978	+ 71.4%
Percent of List Price Received*	0.0%	96.1%	--	92.4%	98.5%	+ 6.6%
Days on Market Until Sale	0	67	--	106	106	0.0%
Inventory of Homes for Sale	8	8	0.0%	--	--	--
Months Supply of Inventory	3.8	2.8	- 26.3%	--	--	--

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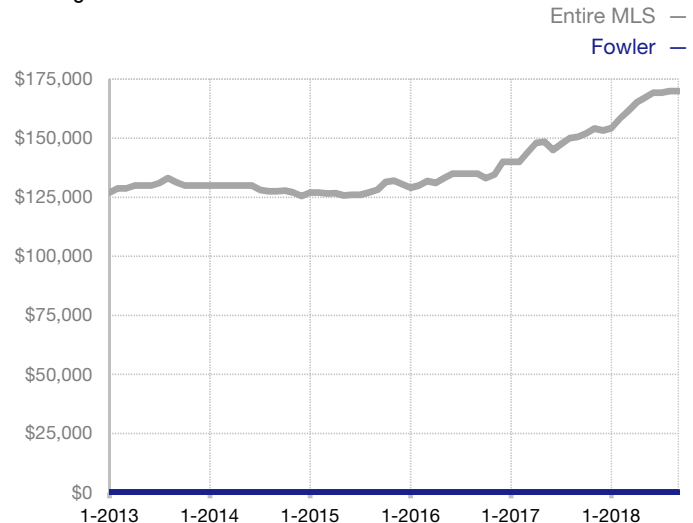
Townhouse-Condo	September			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 09-2017	Thru 09-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 2018

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Huerfano County

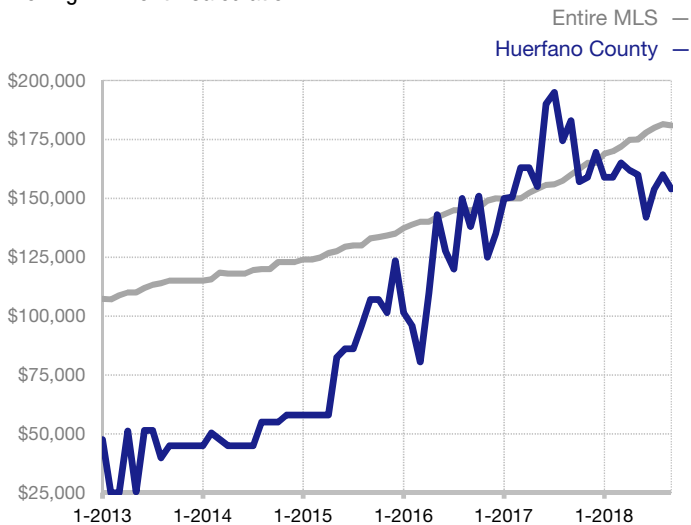
Single Family	September			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 09-2017	Thru 09-2018	Percent Change from Previous Year
Key Metrics						
New Listings	3	8	+ 166.7%	92	110	+ 19.6%
Sold Listings	2	10	+ 400.0%	24	60	+ 150.0%
Median Sales Price*	\$118,625	\$137,150	+ 15.6%	\$190,000	\$156,400	- 17.7%
Average Sales Price*	\$118,625	\$146,080	+ 23.1%	\$236,088	\$190,205	- 19.4%
Percent of List Price Received*	92.2%	92.4%	+ 0.2%	96.7%	93.9%	- 2.9%
Days on Market Until Sale	65	106	+ 63.1%	172	177	+ 2.9%
Inventory of Homes for Sale	75	75	0.0%	--	--	--
Months Supply of Inventory	28.1	12.5	- 55.5%	--	--	--

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

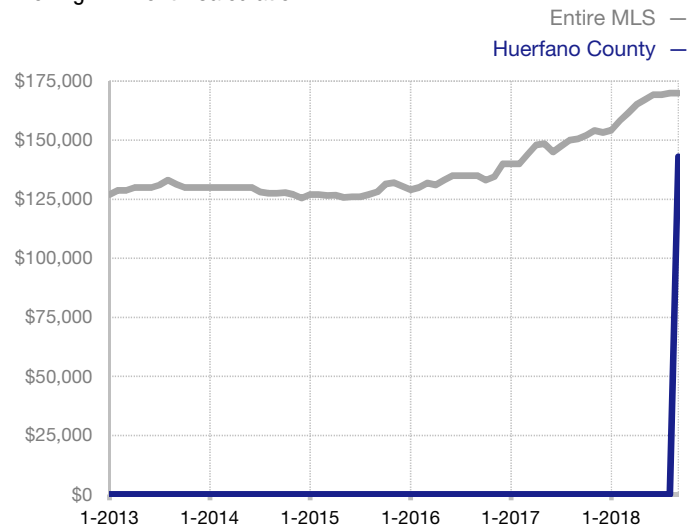
Townhouse-Condo	September			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 09-2017	Thru 09-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	3	+ 200.0%
Sold Listings	0	1	--	0	1	--
Median Sales Price*	\$0	\$143,000	--	\$0	\$143,000	--
Average Sales Price*	\$0	\$143,000	--	\$0	\$143,000	--
Percent of List Price Received*	0.0%	95.4%	--	0.0%	95.4%	--
Days on Market Until Sale	0	90	--	0	90	--
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--
Months Supply of Inventory	0.0	1.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for September 2018

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La Junta

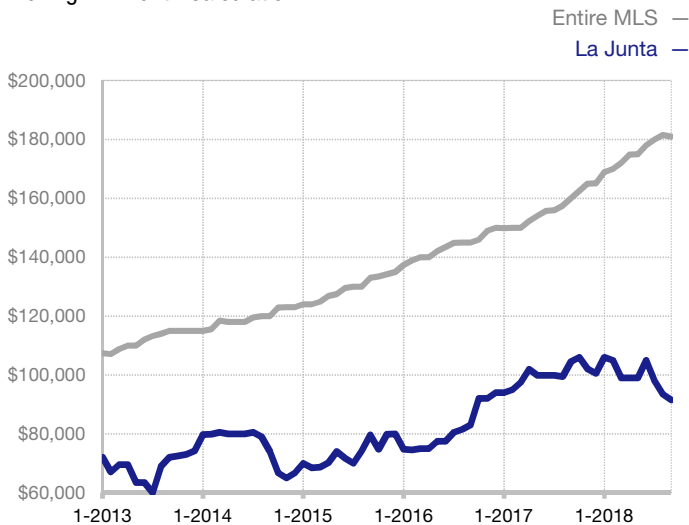
Single Family Key Metrics	September			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 09-2017	Thru 09-2018	Percent Change from Previous Year
New Listings	6	9	+ 50.0%	69	84	+ 21.7%
Sold Listings	8	10	+ 25.0%	63	61	- 3.2%
Median Sales Price*	\$130,225	\$64,225	- 50.7%	\$99,000	\$83,900	- 15.3%
Average Sales Price*	\$144,931	\$79,635	- 45.1%	\$103,048	\$98,797	- 4.1%
Percent of List Price Received*	92.4%	93.4%	+ 1.1%	92.6%	96.5%	+ 4.2%
Days on Market Until Sale	149	80	- 46.3%	150	108	- 28.0%
Inventory of Homes for Sale	19	25	+ 31.6%	--	--	--
Months Supply of Inventory	2.7	3.6	+ 33.3%	--	--	--

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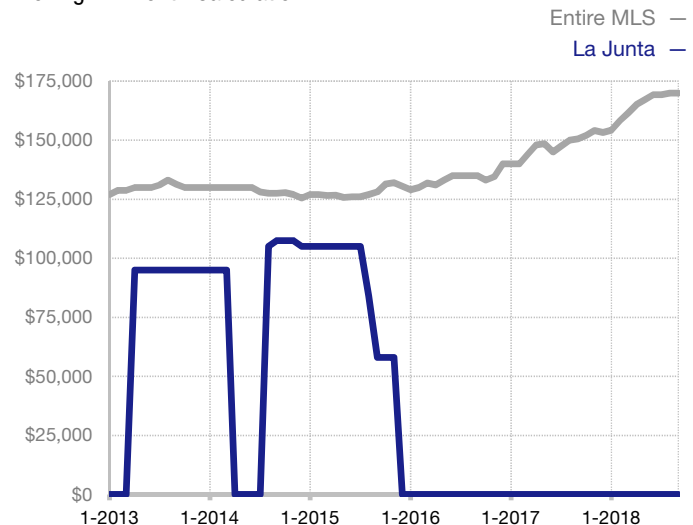
Townhouse-Condo Key Metrics	September			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 09-2017	Thru 09-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 2018

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Lamar

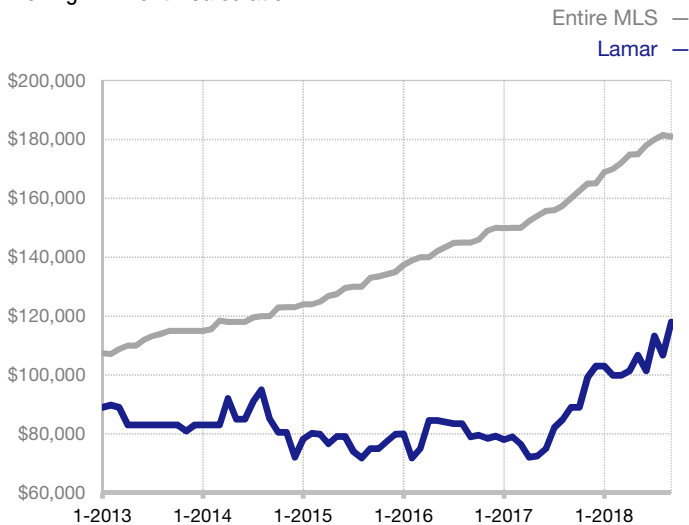
Single Family Key Metrics	September			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 09-2017	Thru 09-2018	Percent Change from Previous Year
New Listings	3	4	+ 33.3%	46	44	- 4.3%
Sold Listings	4	5	+ 25.0%	37	35	- 5.4%
Median Sales Price*	\$58,000	\$170,000	+ 193.1%	\$98,000	\$108,000	+ 10.2%
Average Sales Price*	\$62,250	\$153,300	+ 146.3%	\$99,468	\$118,914	+ 19.6%
Percent of List Price Received*	91.0%	98.0%	+ 7.7%	94.2%	96.0%	+ 1.9%
Days on Market Until Sale	69	88	+ 27.5%	140	111	- 20.7%
Inventory of Homes for Sale	9	11	+ 22.2%	--	--	--
Months Supply of Inventory	2.2	2.9	+ 31.8%	--	--	--

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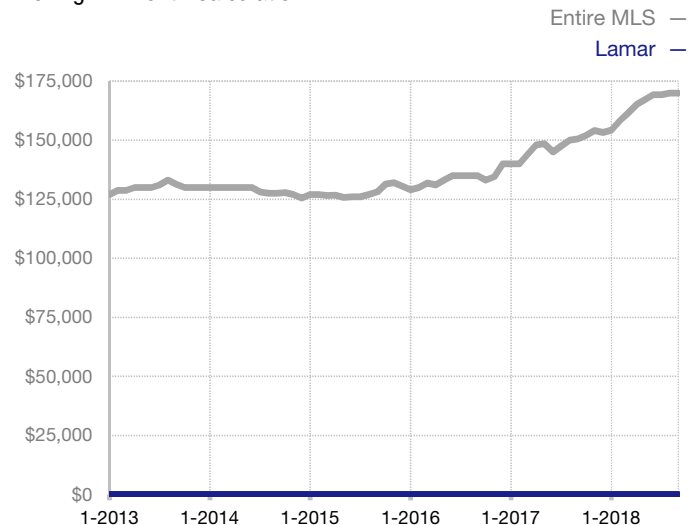
Townhouse-Condo Key Metrics	September			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 09-2017	Thru 09-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 2018

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Las Animas

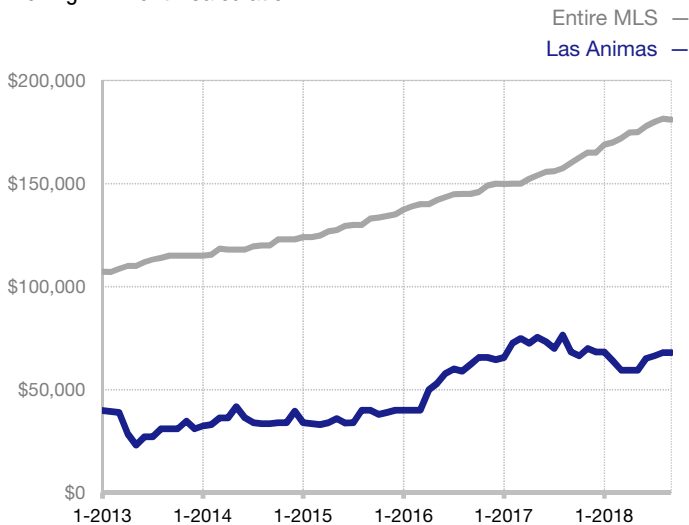
Single Family	September			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 09-2017	Thru 09-2018	Percent Change from Previous Year
Key Metrics						
New Listings	3	0	- 100.0%	26	22	- 15.4%
Sold Listings	1	3	+ 200.0%	20	20	0.0%
Median Sales Price*	\$49,900	\$60,000	+ 20.2%	\$68,250	\$68,000	- 0.4%
Average Sales Price*	\$49,900	\$61,333	+ 22.9%	\$76,925	\$79,000	+ 2.7%
Percent of List Price Received*	100.0%	95.0%	- 5.0%	94.7%	91.1%	- 3.8%
Days on Market Until Sale	73	139	+ 90.4%	114	107	- 6.1%
Inventory of Homes for Sale	10	4	- 60.0%	--	--	--
Months Supply of Inventory	5.0	1.2	- 76.0%	--	--	--

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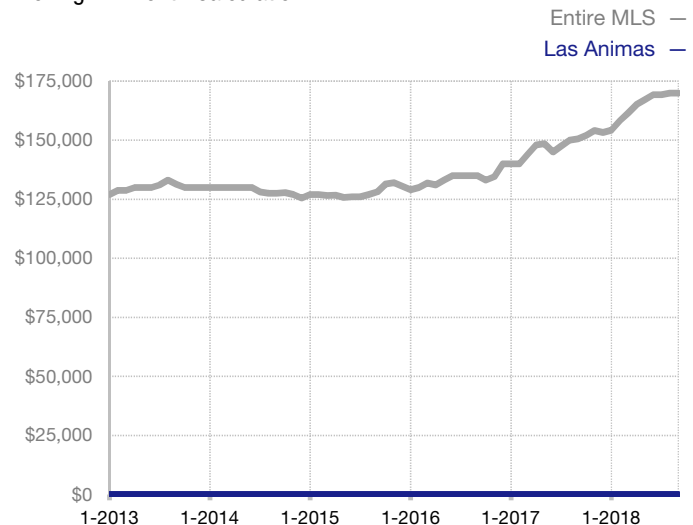
Townhouse-Condo	September			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 09-2017	Thru 09-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 2018

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Manzanola

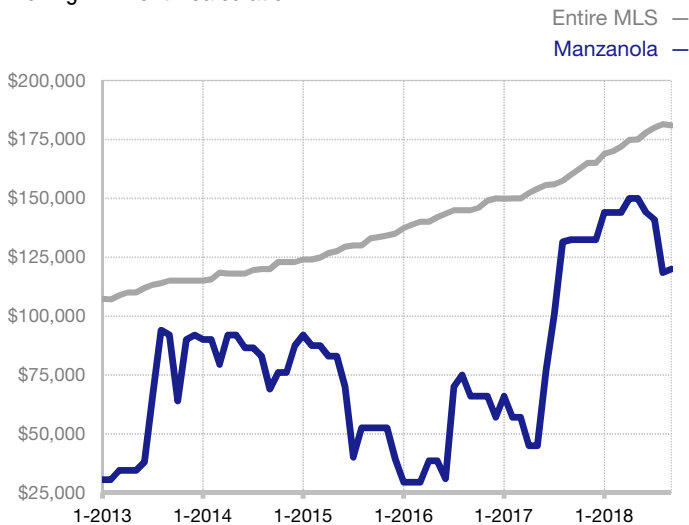
Single Family	September			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 09-2017	Thru 09-2018	Percent Change from Previous Year
Key Metrics						
New Listings	3	3	0.0%	15	11	- 26.7%
Sold Listings	2	0	- 100.0%	9	3	- 66.7%
Median Sales Price*	\$118,500	\$0	- 100.0%	\$138,000	\$155,000	+ 12.3%
Average Sales Price*	\$118,500	\$0	- 100.0%	\$155,100	\$152,333	- 1.8%
Percent of List Price Received*	96.7%	0.0%	- 100.0%	97.6%	105.8%	+ 8.4%
Days on Market Until Sale	49	0	- 100.0%	114	109	- 4.4%
Inventory of Homes for Sale	6	5	- 16.7%	--	--	--
Months Supply of Inventory	3.6	3.1	- 13.9%	--	--	--

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

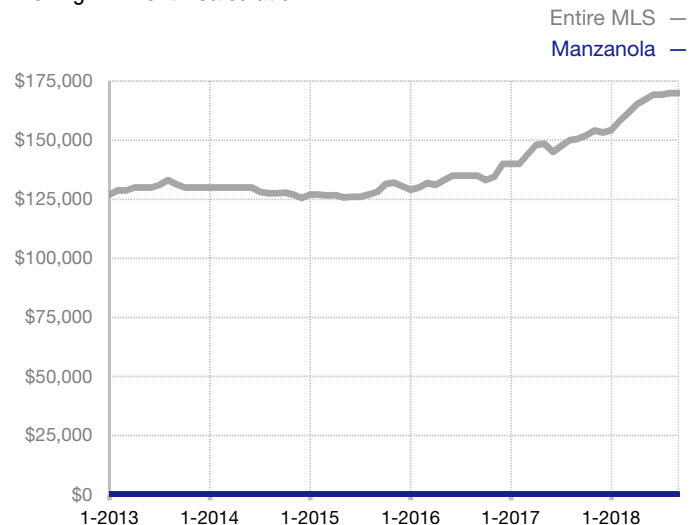
Townhouse-Condo	September			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 09-2017	Thru 09-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 2018

A Research Tool Provided by the Colorado Association of REALTORS®



Rocky Ford

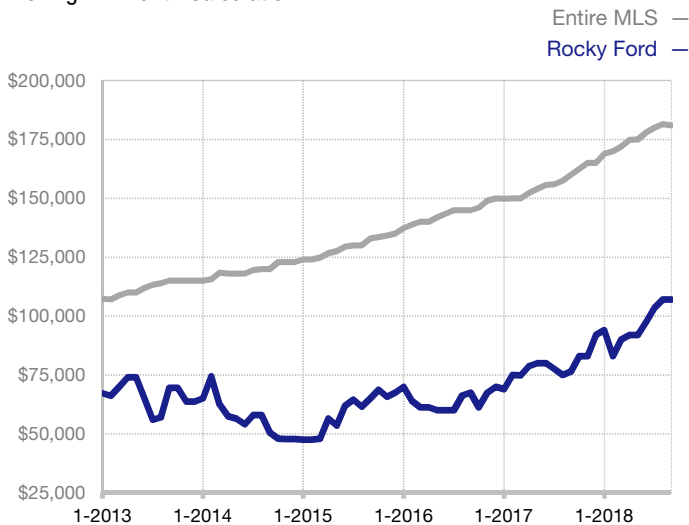
Single Family	September			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 09-2017	Thru 09-2018	Percent Change from Previous Year
Key Metrics						
New Listings	3	4	+ 33.3%	50	42	- 16.0%
Sold Listings	4	2	- 50.0%	36	35	- 2.8%
Median Sales Price*	\$177,000	\$121,875	- 31.1%	\$79,200	\$103,500	+ 30.7%
Average Sales Price*	\$167,000	\$121,875	- 27.0%	\$101,891	\$115,169	+ 13.0%
Percent of List Price Received*	93.4%	99.5%	+ 6.5%	95.9%	93.4%	- 2.6%
Days on Market Until Sale	93	56	- 39.8%	123	120	- 2.4%
Inventory of Homes for Sale	18	10	- 44.4%	--	--	--
Months Supply of Inventory	4.5	2.8	- 37.8%	--	--	--

* 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		
	2017	2018	Percent Change from Previous Year	Thru 09-2017	Thru 09-2018	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

