

Monthly Indicators



October 2018

Percent changes calculated using year-over-year comparisons.

New Listings were up 3.0 percent for single family homes and 25.0 percent for townhouse-condo properties. Pending Sales increased 5.4 percent for single family homes but decreased 25.0 percent for townhouse-condo properties.

The Median Sales Price was up 1.8 percent to \$180,000 for single family homes and 15.1 percent to \$172,700 for townhouse-condo properties. Days on Market decreased 10.4 percent for single family homes and 15.2 percent for townhouse-condo properties.

Stock markets experienced an October setback, but that does not necessarily translate to a decline in the real estate market. The national unemployment rate has been below 4.0 percent for three straight months and during five of the last six months. This is exceptional news for industries related to real estate.

Meanwhile, homebuilder confidence remains positive, homeownership rates have increased in the key under-35 buyer group and prices, though still rising, have widely reduced the march toward record highs.

Activity Snapshot

- 6.0%	+ 2.3%	+ 0.4%
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.

Single Family Market Overview	2
Townhouse-Condo Market Overview	3
New Listings	4
Pending Sales	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Housing Affordability Index	11
Inventory of Active Listings	12
Months Supply of Inventory	13
Total Market Overview	14
Sold Listings and Inventory by Price Range	15
Glossary of Terms	16

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	10-2017	10-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		267	275	+ 3.0%	2,955	3,064	+ 3.7%
Pending Sales		239	252	+ 5.4%	2,443	2,403	- 1.6%
Sold Listings		233	224	- 3.9%	2,353	2,316	- 1.6%
Median Sales Price		\$176,750	\$180,000	+ 1.8%	\$170,000	\$187,000	+ 10.0%
Avg. Sales Price		\$189,582	\$190,955	+ 0.7%	\$176,841	\$193,467	+ 9.4%
Pct. of List Price Received		97.8%	98.6%	+ 0.8%	98.0%	98.7%	+ 0.7%
Days on Market		77	69	- 10.4%	83	69	- 16.9%
Affordability Index		202	171	- 15.3%	210	165	- 21.4%
Active Listings		510	505	- 1.0%	--	--	--
Months Supply		2.2	2.2	0.0%	--	--	--

Townhouse-Condo Market Overview

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

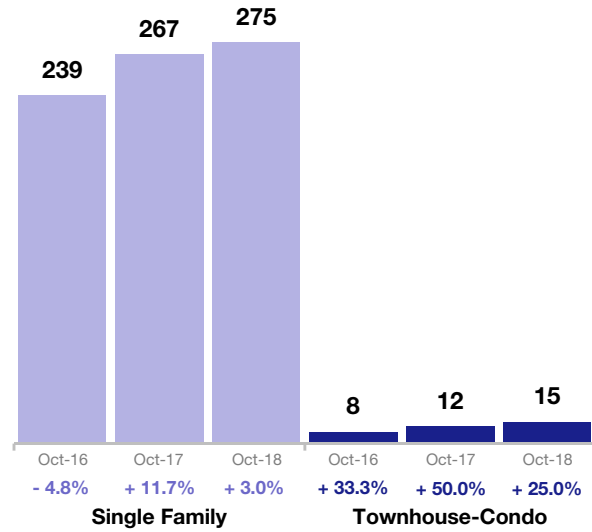


Key Metrics	Historical Sparkbars	10-2017	10-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		12	15	+ 25.0%	101	111	+ 9.9%
Pending Sales		12	9	- 25.0%	94	89	- 5.3%
Sold Listings		15	9	- 40.0%	90	87	- 3.3%
Median Sales Price		\$150,000	\$172,700	+ 15.1%	\$150,000	\$169,900	+ 13.3%
Avg. Sales Price		\$168,435	\$169,889	+ 0.9%	\$163,637	\$186,426	+ 13.9%
Pct. of List Price Received		99.3%	98.5%	- 0.8%	97.5%	98.5%	+ 1.0%
Days on Market		79	67	- 15.2%	78	69	- 11.5%
Affordability Index		238	179	- 24.8%	238	181	- 23.9%
Active Listings		14	21	+ 50.0%	--	--	--
Months Supply		1.4	2.5	+ 78.6%	--	--	--

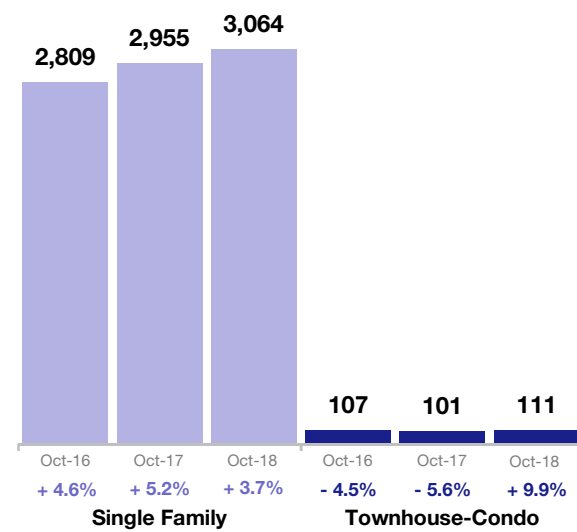
New Listings



October

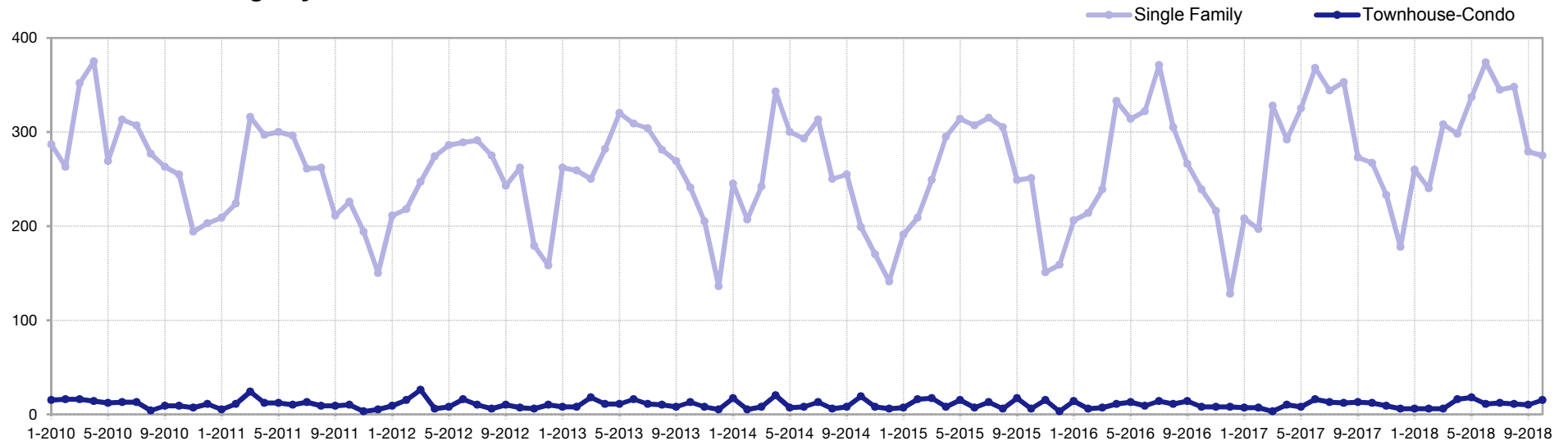


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	233	+7.9%	9	+12.5%
Dec-2017	178	+39.1%	6	-25.0%
Jan-2018	260	+25.0%	6	-14.3%
Feb-2018	240	+21.8%	6	-14.3%
Mar-2018	308	-6.1%	6	+100.0%
Apr-2018	298	+2.1%	16	+60.0%
May-2018	337	+3.7%	18	+125.0%
Jun-2018	374	+1.6%	11	-31.3%
Jul-2018	345	+0.3%	12	-7.7%
Aug-2018	348	-1.4%	11	-8.3%
Sep-2018	279	+2.2%	10	-23.1%
Oct-2018	275	+3.0%	15	+25.0%

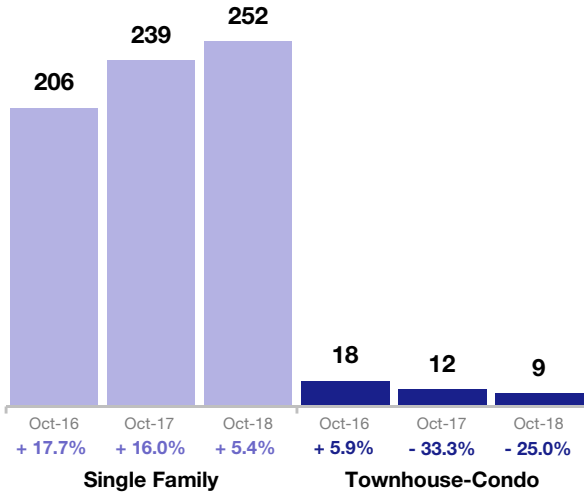
Historical New Listings by Month



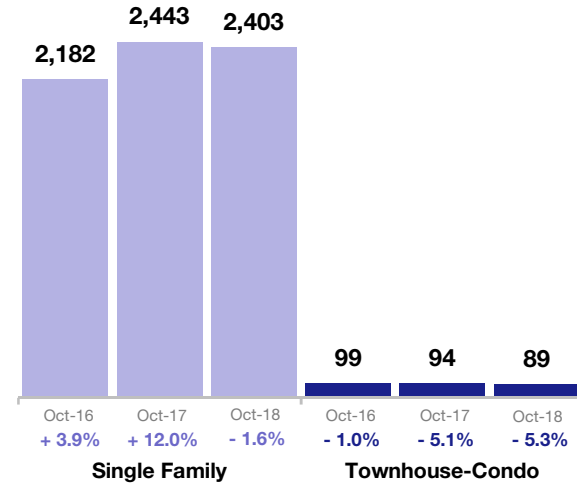
Pending Sales



October

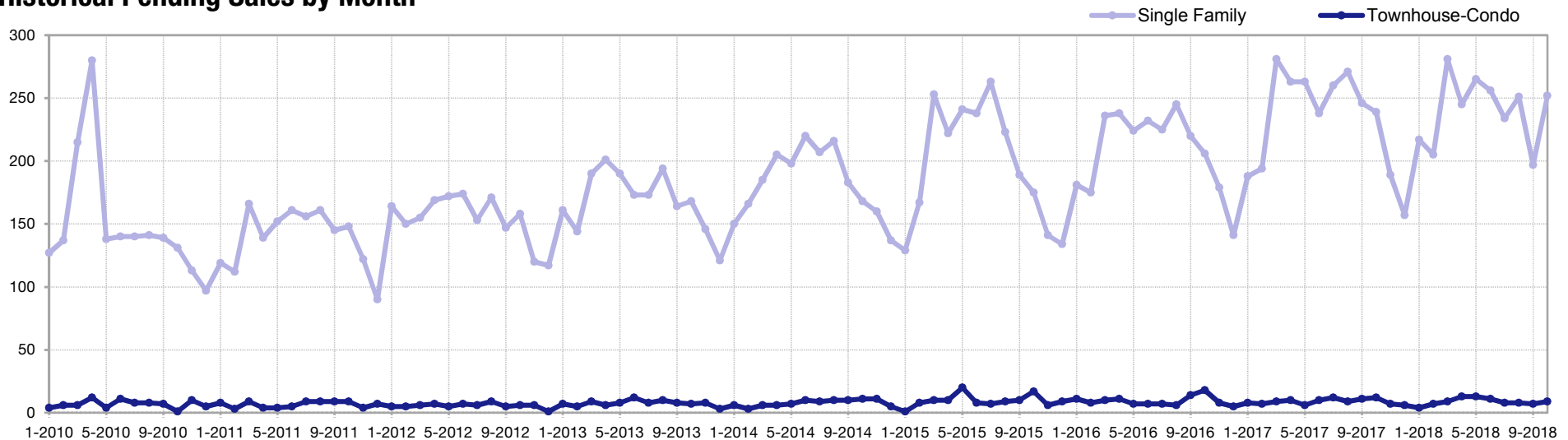


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	189	+5.6%	7	-12.5%
Dec-2017	157	+11.3%	6	+20.0%
Jan-2018	217	+15.4%	4	-50.0%
Feb-2018	205	+5.7%	7	0.0%
Mar-2018	281	0.0%	9	0.0%
Apr-2018	245	-6.8%	13	+30.0%
May-2018	265	+0.8%	13	+116.7%
Jun-2018	256	+7.6%	11	+10.0%
Jul-2018	234	-10.0%	8	-33.3%
Aug-2018	251	-7.4%	8	-11.1%
Sep-2018	197	-19.9%	7	-36.4%
Oct-2018	252	+5.4%	9	-25.0%

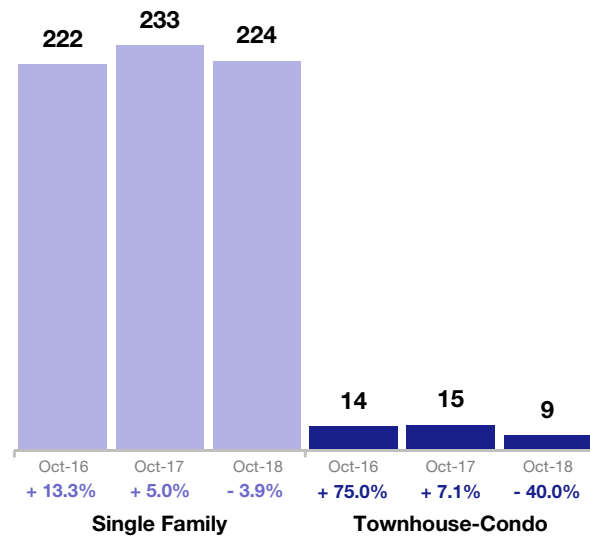
Historical Pending Sales by Month



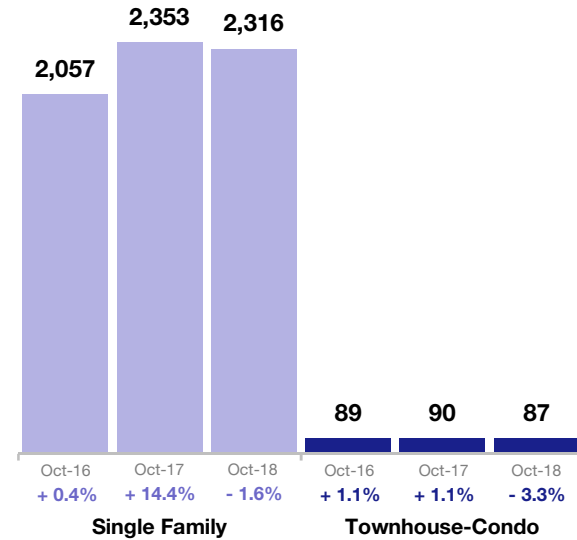
Sold Listings



October

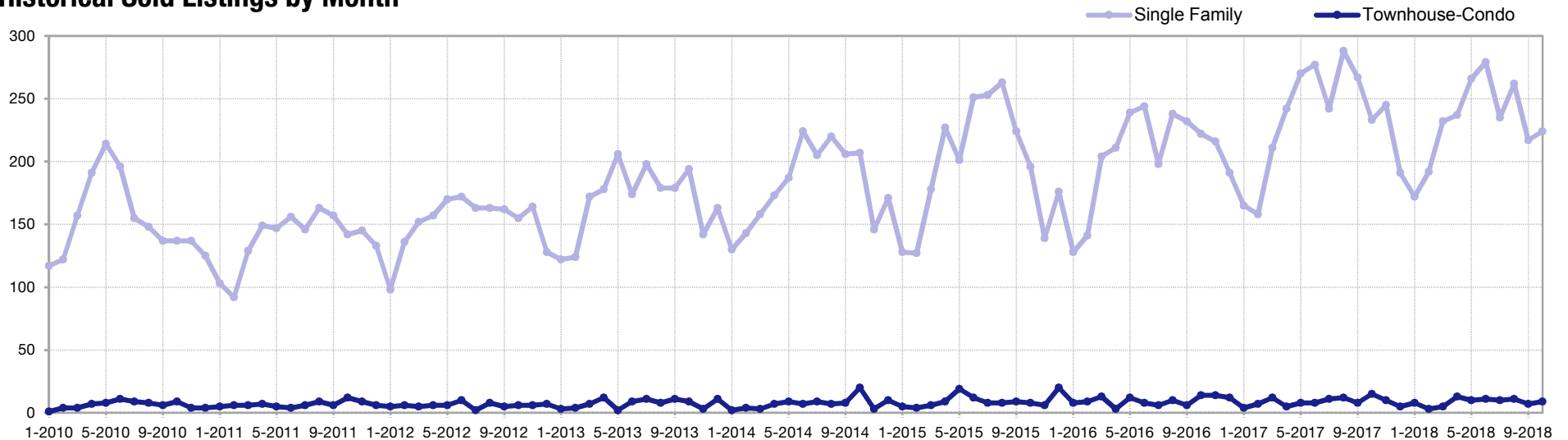


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	279	+0.7%	11	+37.5%
Jul-2018	235	-2.9%	10	-9.1%
Aug-2018	262	-9.0%	11	-8.3%
Sep-2018	217	-18.7%	7	-12.5%
Oct-2018	224	-3.9%	9	-40.0%

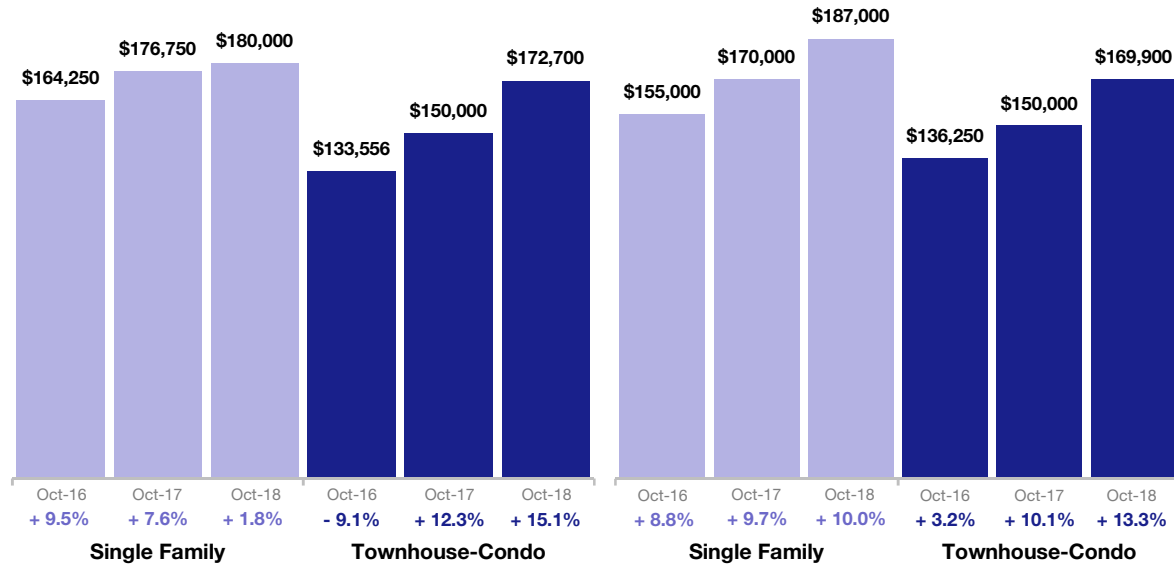
Historical Sold Listings by Month



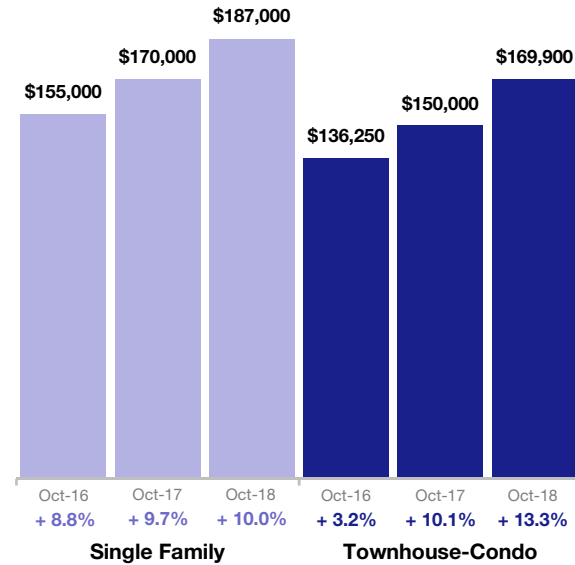
Median Sales Price



October

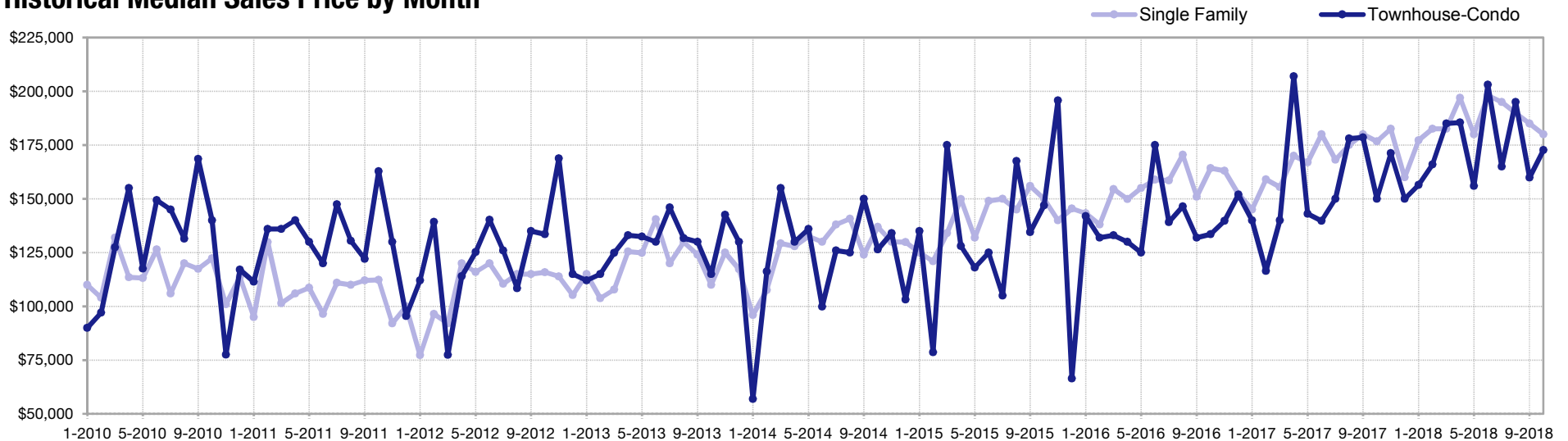


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$189,900	+8.5%	\$195,000	+9.6%
Sep-2018	\$185,000	+2.8%	\$159,900	-10.4%
Oct-2018	\$180,000	+1.8%	\$172,700	+15.1%

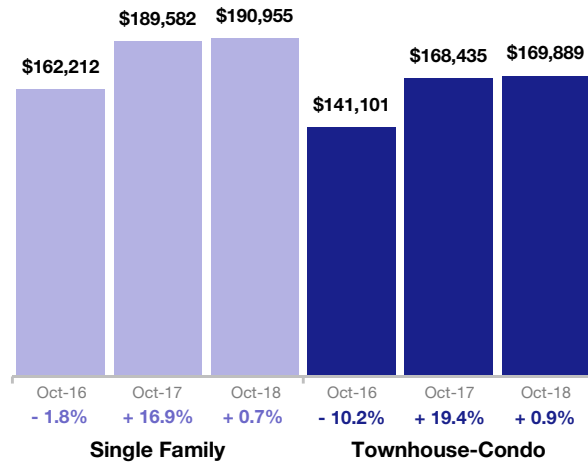
Historical Median Sales Price by Month



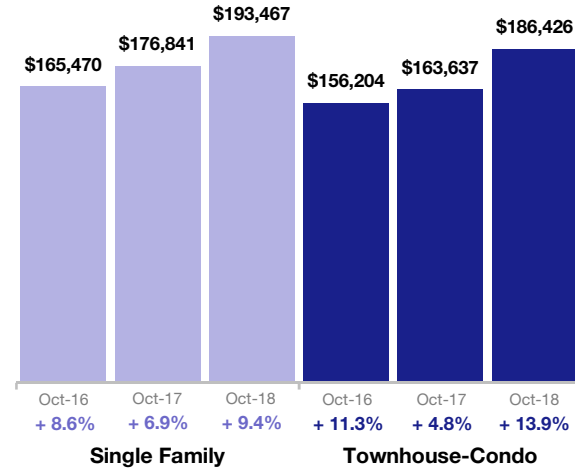
Average Sales Price



October

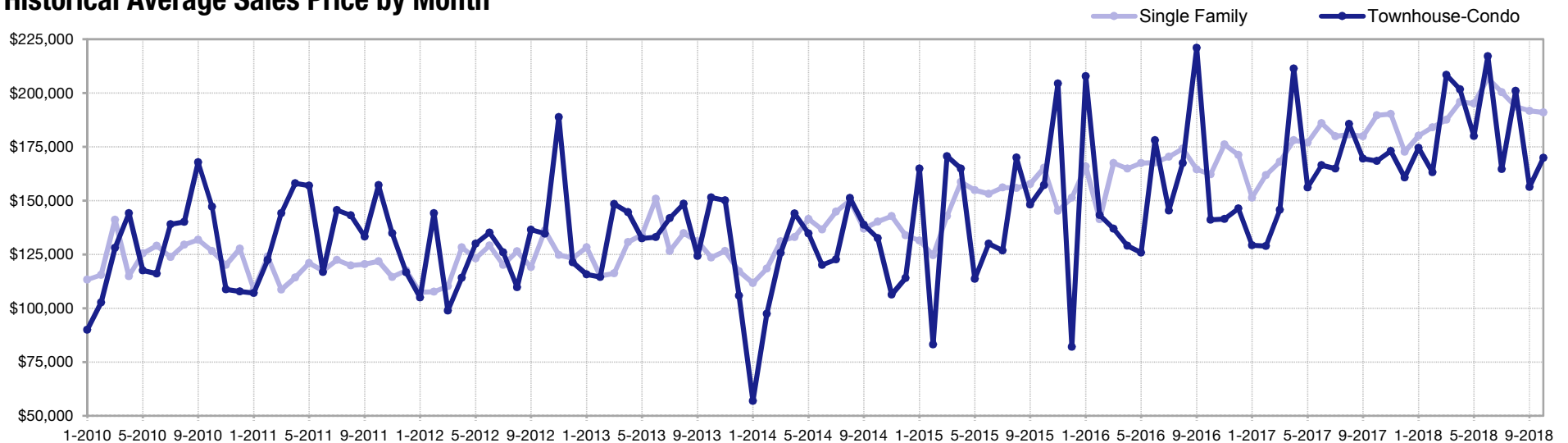


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$206,903	+11.2%	\$217,095	+30.4%
Jul-2018	\$200,409	+11.4%	\$164,650	-0.1%
Aug-2018	\$193,615	+7.1%	\$201,027	+8.3%
Sep-2018	\$191,701	+6.6%	\$156,293	-7.8%
Oct-2018	\$190,955	+0.7%	\$169,889	+0.9%

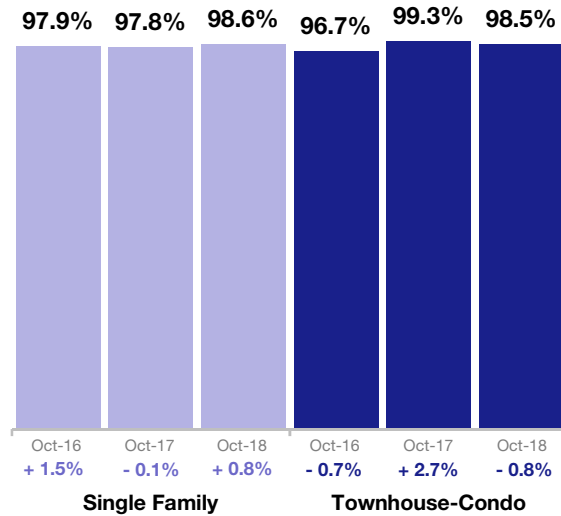
Historical Average Sales Price by Month



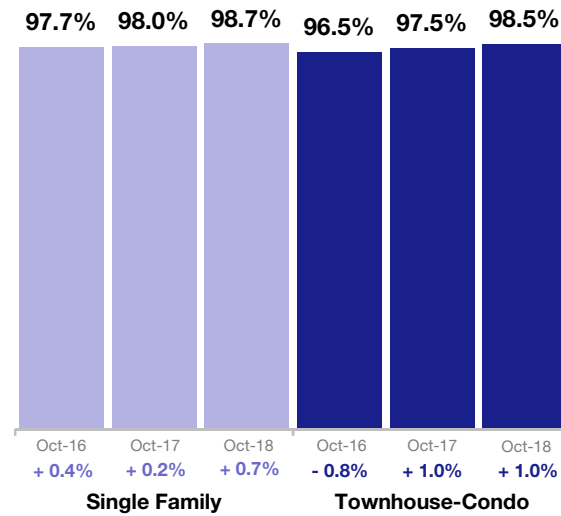
Percent of List Price Received



October

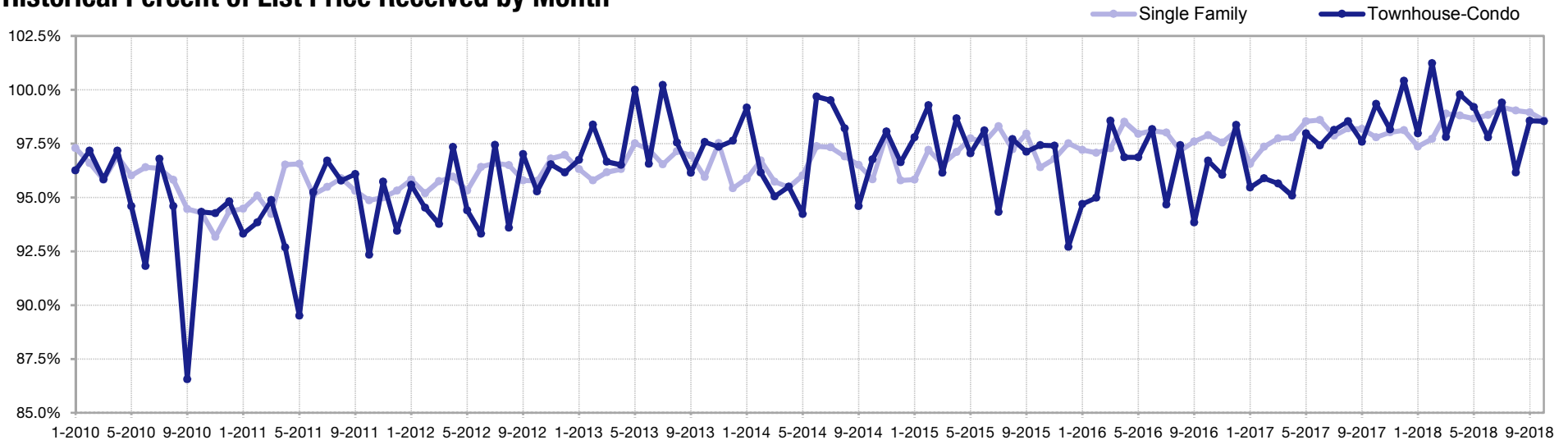


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	98.8%	+0.2%	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%	98.6%	+1.0%
Oct-2018	98.6%	+0.8%	98.5%	-0.8%

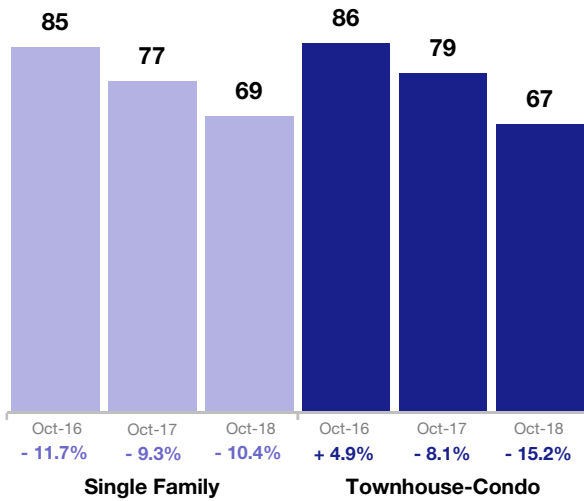
Historical Percent of List Price Received by Month



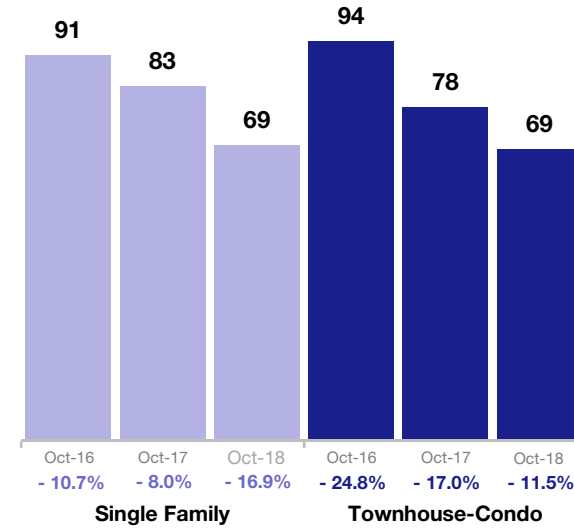
Days on Market Until Sale



October

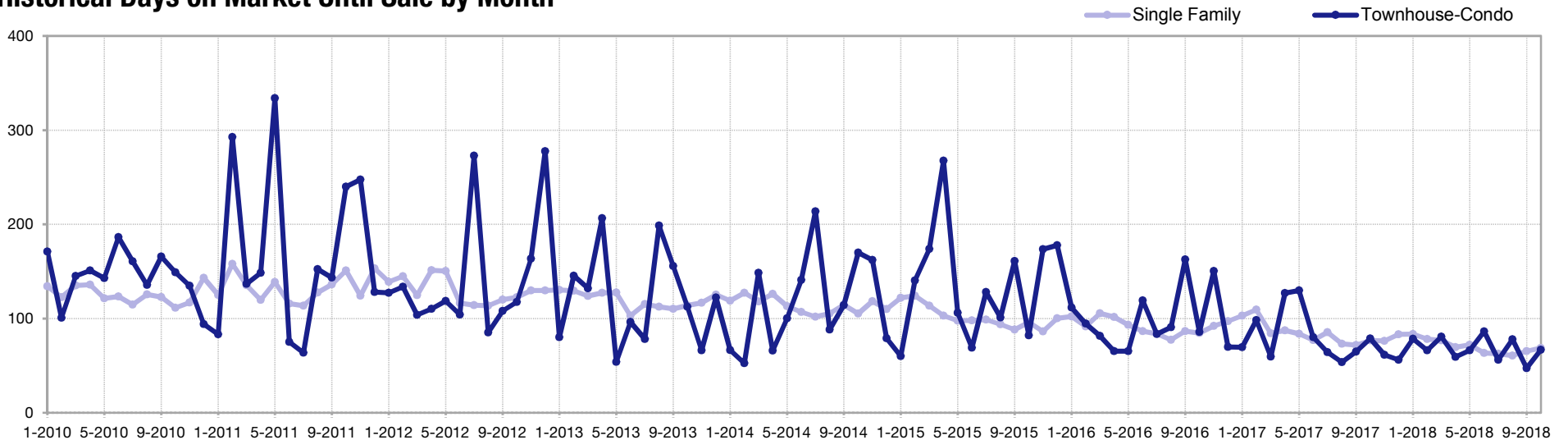


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	63	-18.2%	86	+7.5%
Jul-2018	63	-26.7%	56	-12.5%
Aug-2018	61	-16.4%	78	+44.4%
Sep-2018	65	-9.7%	47	-27.7%
Oct-2018	69	-10.4%	67	-15.2%

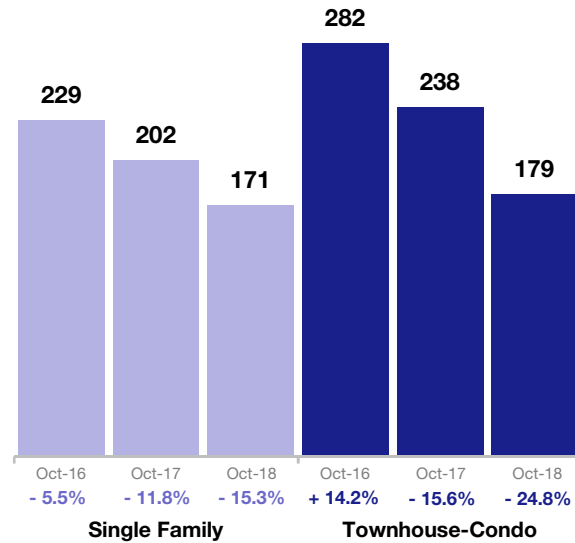
Historical Days on Market Until Sale by Month



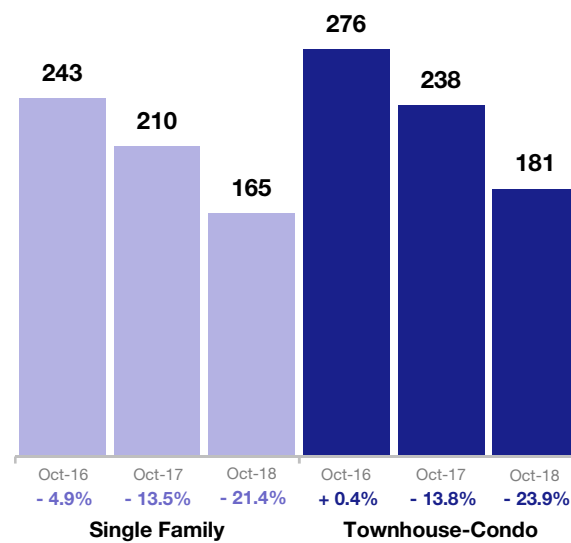
Housing Affordability Index



October

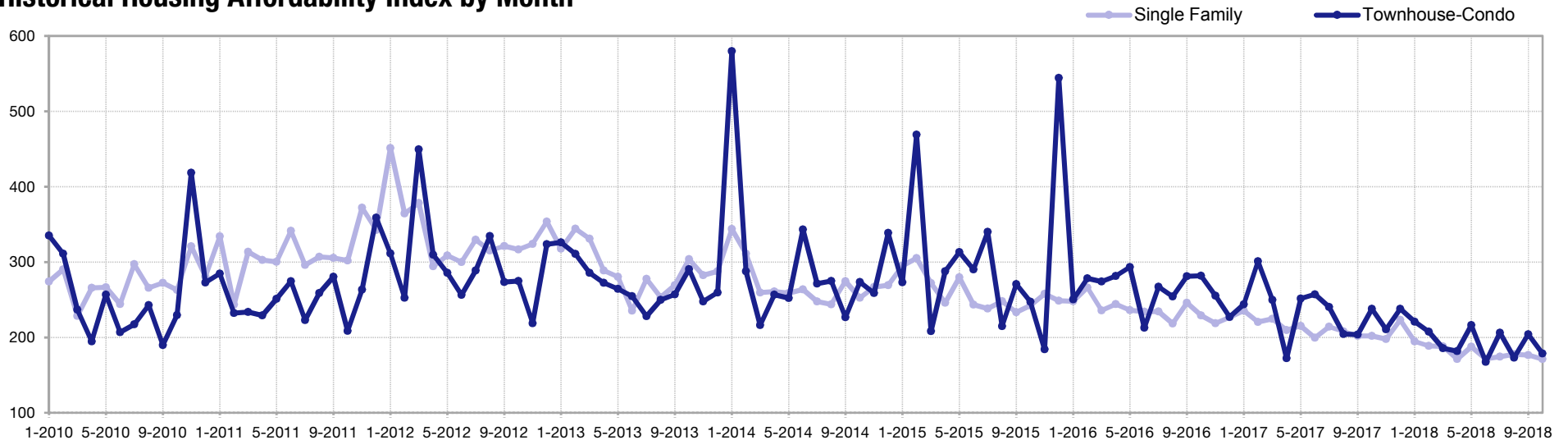


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	176	-12.9%	204	0.0%
Oct-2018	171	-15.3%	179	-24.8%

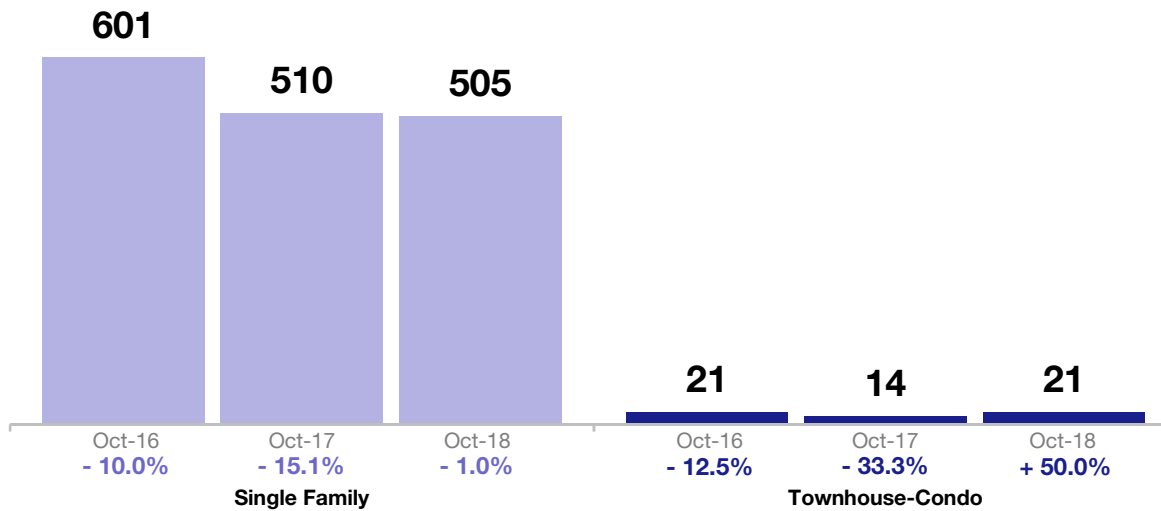
Historical Housing Affordability Index by Month



Inventory of Active Listings

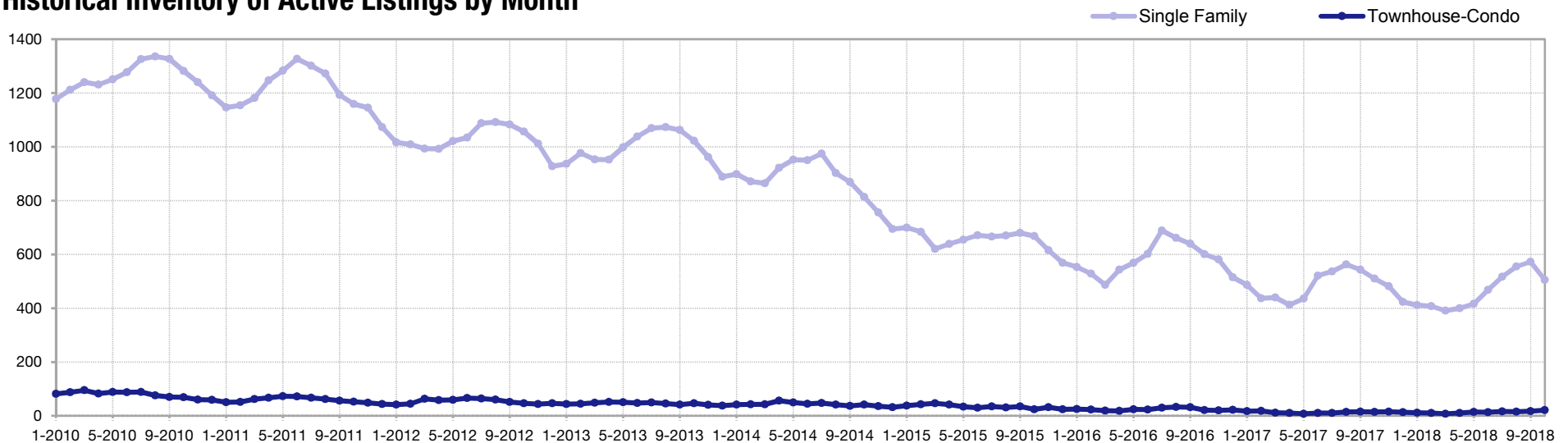


October



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	482	-17.0%	15	-25.0%
Dec-2017	423	-17.9%	13	-40.9%
Jan-2018	412	-15.4%	12	-29.4%
Feb-2018	408	-6.6%	11	-38.9%
Mar-2018	391	-11.1%	8	-33.3%
Apr-2018	400	-3.1%	11	0.0%
May-2018	416	-4.6%	14	+75.0%
Jun-2018	468	-10.2%	13	+18.2%
Jul-2018	517	-3.5%	16	+45.5%
Aug-2018	555	-1.4%	15	+7.1%
Sep-2018	573	+5.5%	17	+13.3%
Oct-2018	505	-1.0%	21	+50.0%

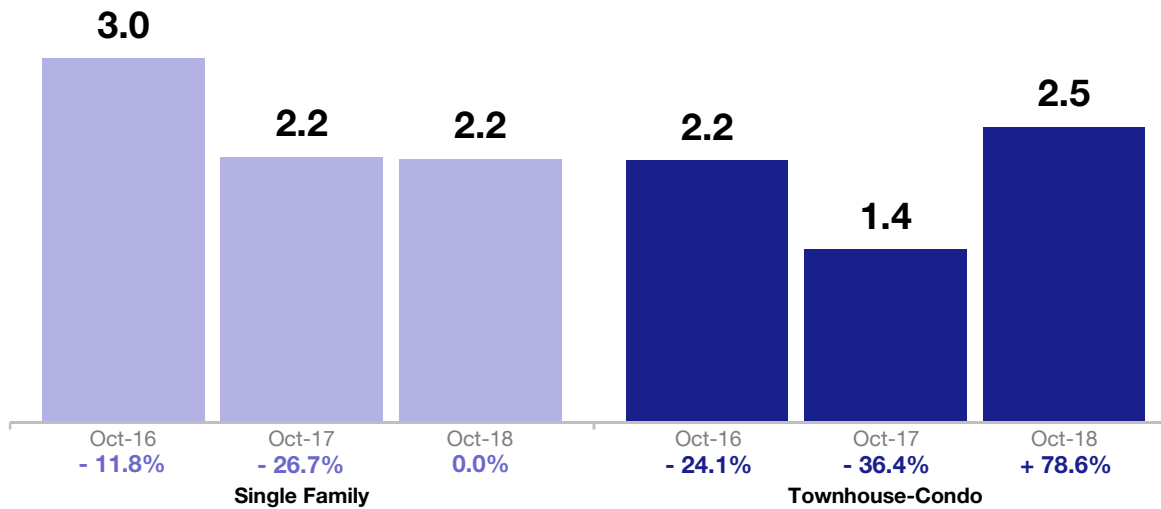
Historical Inventory of Active Listings by Month



Months Supply of Inventory

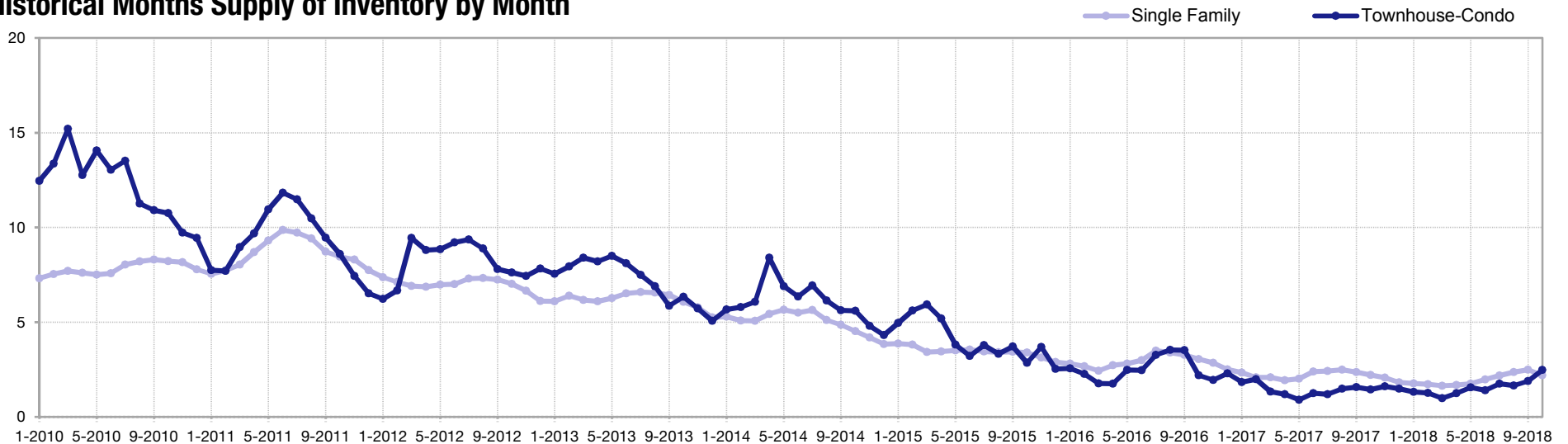


October



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	1.8	-10.0%	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	2.5	+4.2%	1.9	+18.8%
Oct-2018	2.2	0.0%	2.5	+78.6%

Historical Months Supply of Inventory by Month



Total Market Overview

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



Key Metrics	Historical Sparkbars	10-2017	10-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		279	290	+ 3.9%	3,056	3,175	+ 3.9%
Pending Sales		251	261	+ 4.0%	2,537	2,492	- 1.8%
Sold Listings		248	233	- 6.0%	2,443	2,403	- 1.6%
Median Sales Price		\$175,000	\$179,001	+ 2.3%	\$168,500	\$185,500	+ 10.1%
Avg. Sales Price		\$188,298	\$190,142	+ 1.0%	\$176,354	\$193,212	+ 9.6%
Pct. of List Price Received		97.9%	98.6%	+ 0.7%	97.9%	98.7%	+ 0.8%
Days on Market		77	69	- 10.4%	83	69	- 16.9%
Affordability Index		204	172	- 15.7%	212	166	- 21.7%
Active Listings		524	526	+ 0.4%	--	--	--
Months Supply		2.2	2.2	0.0%	--	--	--

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 October 2018

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

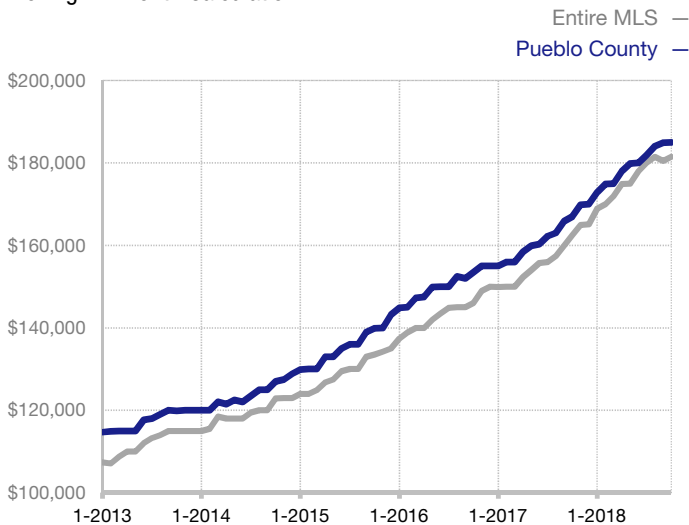
Single Family Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	268	269	+ 0.4%	2,948	2,992	+ 1.5%
Sold Listings	235	226	- 3.8%	2,353	2,285	- 2.9%
Median Sales Price*	\$177,750	\$184,000	+ 3.5%	\$169,900	\$187,000	+ 10.1%
Average Sales Price*	\$190,308	\$195,958	+ 3.0%	\$177,338	\$194,083	+ 9.4%
Percent of List Price Received*	97.7%	98.6%	+ 0.9%	98.0%	98.7%	+ 0.7%
Days on Market Until Sale	77	72	- 6.5%	84	70	- 16.7%
Inventory of Homes for Sale	511	462	- 9.6%	--	--	--
Months Supply of Inventory	2.2	2.0	- 9.1%	--	--	--

* 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	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	12	12	0.0%	96	106	+ 10.4%
Sold Listings	13	9	- 30.8%	87	85	- 2.3%
Median Sales Price*	\$149,900	\$172,700	+ 15.2%	\$150,000	\$169,900	+ 13.3%
Average Sales Price*	\$164,002	\$169,889	+ 3.6%	\$162,044	\$186,907	+ 15.3%
Percent of List Price Received*	99.1%	98.5%	- 0.6%	97.4%	98.5%	+ 1.1%
Days on Market Until Sale	77	67	- 13.0%	79	69	- 12.7%
Inventory of Homes for Sale	13	19	+ 46.2%	--	--	--
Months Supply of Inventory	1.4	2.3	+ 64.3%	--	--	--

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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 October 2018

A Research Tool Provided by the Colorado Association of REALTORS®



Arkansas Valley/Otero County

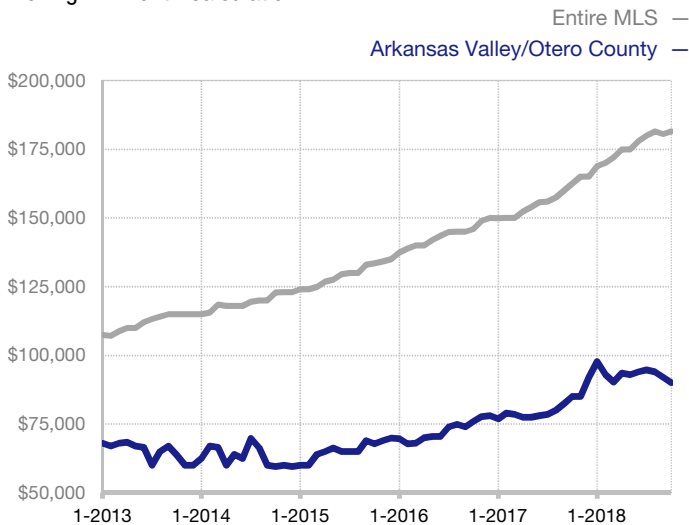
Single Family	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
Key Metrics						
New Listings	28	43	+ 53.6%	321	344	+ 7.2%
Sold Listings	27	28	+ 3.7%	264	266	+ 0.8%
Median Sales Price*	\$125,000	\$121,000	- 3.2%	\$88,815	\$87,500	- 1.5%
Average Sales Price*	\$138,769	\$122,385	- 11.8%	\$105,036	\$109,387	+ 4.1%
Percent of List Price Received*	94.7%	93.0%	- 1.8%	94.1%	94.9%	+ 0.9%
Days on Market Until Sale	126	94	- 25.4%	138	115	- 16.7%
Inventory of Homes for Sale	100	96	- 4.0%	--	--	--
Months Supply of Inventory	4.0	3.6	- 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.

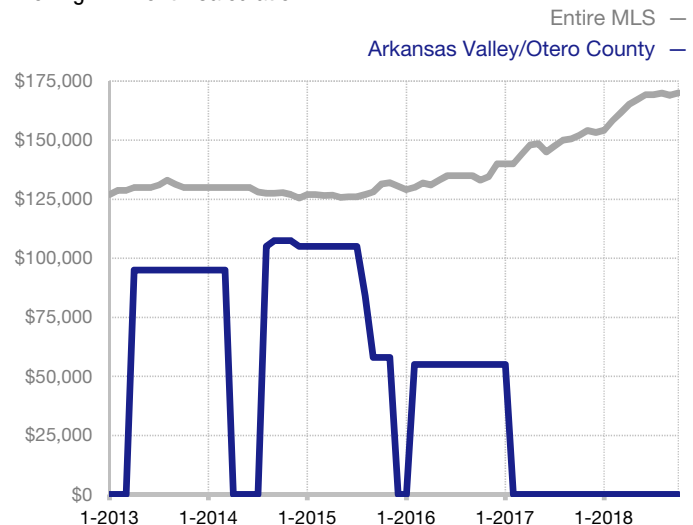
Townhouse-Condo	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	1	0.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 October 2018

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Fowler

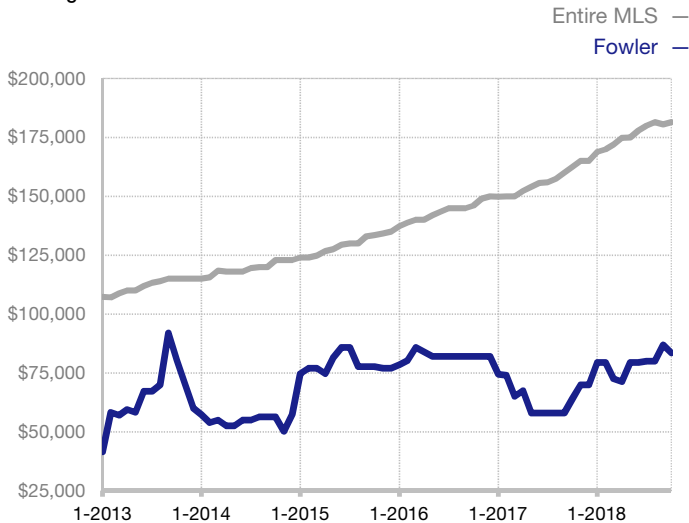
Single Family	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
Key Metrics						
New Listings	5	6	+ 20.0%	23	33	+ 43.5%
Sold Listings	3	0	- 100.0%	20	25	+ 25.0%
Median Sales Price*	\$153,000	\$0	- 100.0%	\$63,950	\$87,000	+ 36.0%
Average Sales Price*	\$127,667	\$0	- 100.0%	\$85,093	\$132,978	+ 56.3%
Percent of List Price Received*	92.4%	0.0%	- 100.0%	92.4%	98.5%	+ 6.6%
Days on Market Until Sale	181	0	- 100.0%	117	106	- 9.4%
Inventory of Homes for Sale	8	6	- 25.0%	--	--	--
Months Supply of Inventory	3.6	2.1	- 41.7%	--	--	--

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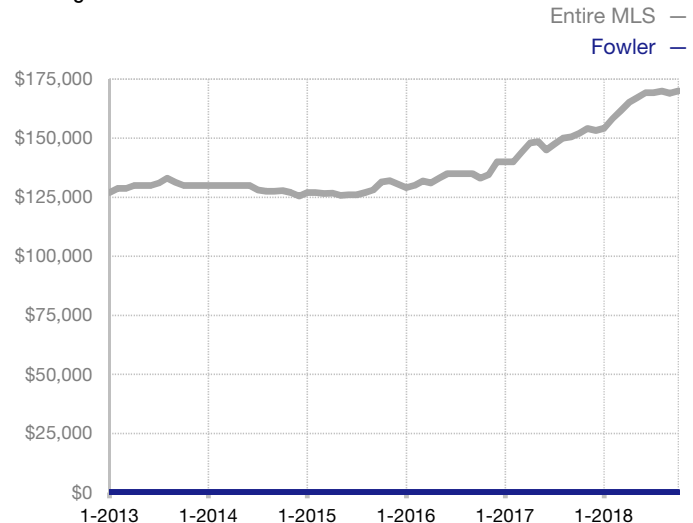
Townhouse-Condo	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 October 2018

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Huerfano County

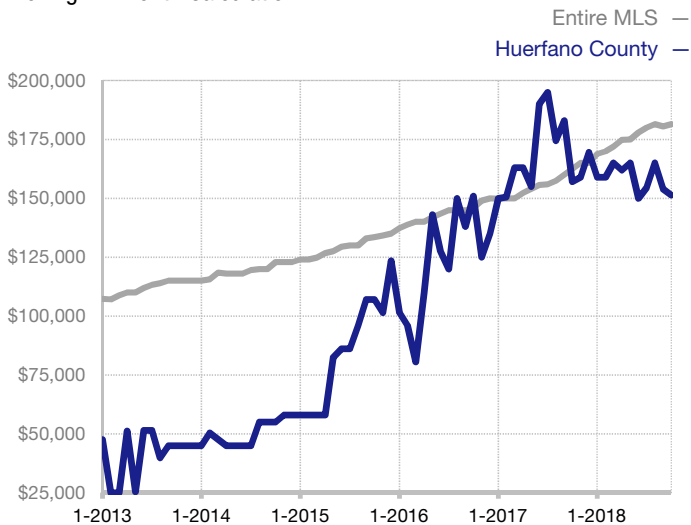
Single Family Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	3	6	+ 100.0%	95	118	+ 24.2%
Sold Listings	4	8	+ 100.0%	28	70	+ 150.0%
Median Sales Price*	\$143,250	\$130,000	- 9.2%	\$174,000	\$151,400	- 13.0%
Average Sales Price*	\$133,625	\$130,475	- 2.4%	\$221,450	\$182,144	- 17.7%
Percent of List Price Received*	91.4%	84.7%	- 7.3%	95.9%	93.0%	- 3.0%
Days on Market Until Sale	136	115	- 15.4%	167	172	+ 3.0%
Inventory of Homes for Sale	68	74	+ 8.8%	--	--	--
Months Supply of Inventory	23.3	11.4	- 51.1%	--	--	--

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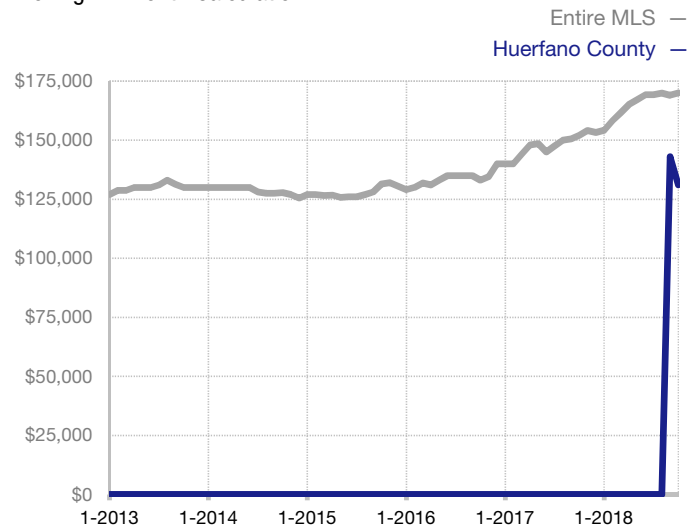
Townhouse-Condo Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	0	0	--	1	3	+ 200.0%
Sold Listings	0	1	--	0	2	--
Median Sales Price*	\$0	\$119,000	--	\$0	\$131,000	--
Average Sales Price*	\$0	\$119,000	--	\$0	\$131,000	--
Percent of List Price Received*	0.0%	99.2%	--	0.0%	97.3%	--
Days on Market Until Sale	0	154	--	0	122	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
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



Local Market Update for October 2018

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La Junta

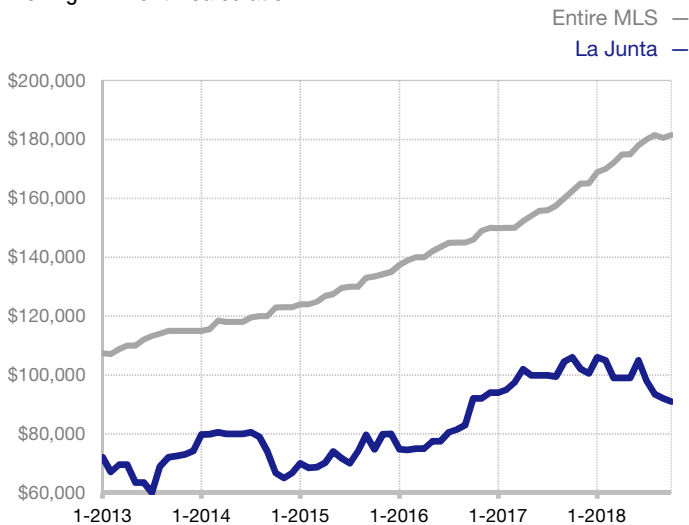
Single Family	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
Key Metrics						
New Listings	7	8	+ 14.3%	76	94	+ 23.7%
Sold Listings	9	6	- 33.3%	72	68	- 5.6%
Median Sales Price*	\$117,400	\$137,150	+ 16.8%	\$103,500	\$85,500	- 17.4%
Average Sales Price*	\$153,478	\$159,217	+ 3.7%	\$109,351	\$104,749	- 4.2%
Percent of List Price Received*	97.8%	89.2%	- 8.8%	93.2%	95.8%	+ 2.8%
Days on Market Until Sale	130	135	+ 3.8%	147	111	- 24.5%
Inventory of Homes for Sale	16	26	+ 62.5%	--	--	--
Months Supply of Inventory	2.3	3.8	+ 65.2%	--	--	--

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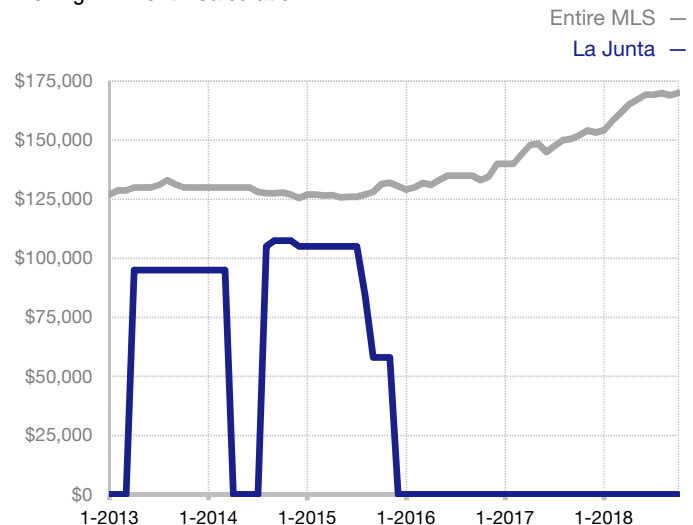
Townhouse-Condo	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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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 October 2018

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Lamar

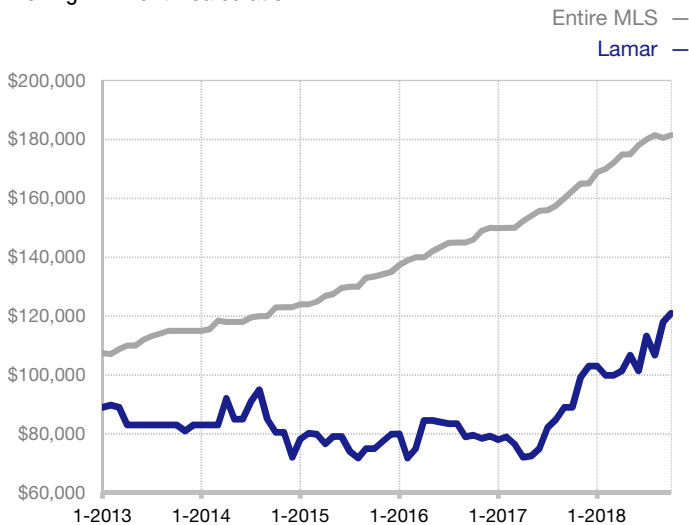
Single Family Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	2	9	+ 350.0%	48	53	+ 10.4%
Sold Listings	3	5	+ 66.7%	40	40	0.0%
Median Sales Price*	\$80,000	\$140,000	+ 75.0%	\$94,250	\$113,250	+ 20.2%
Average Sales Price*	\$96,667	\$133,580	+ 38.2%	\$99,258	\$120,748	+ 21.7%
Percent of List Price Received*	90.1%	94.7%	+ 5.1%	93.9%	95.8%	+ 2.0%
Days on Market Until Sale	68	69	+ 1.5%	134	105	- 21.6%
Inventory of Homes for Sale	9	15	+ 66.7%	--	--	--
Months Supply of Inventory	2.2	3.8	+ 72.7%	--	--	--

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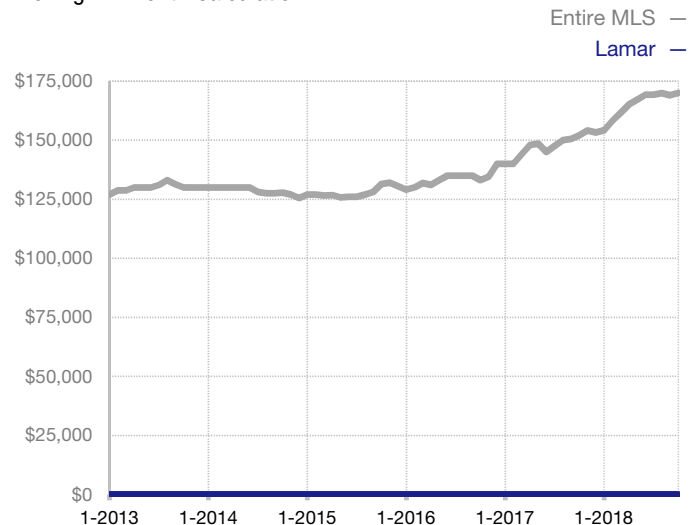
Townhouse-Condo Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

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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 October 2018

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Las Animas

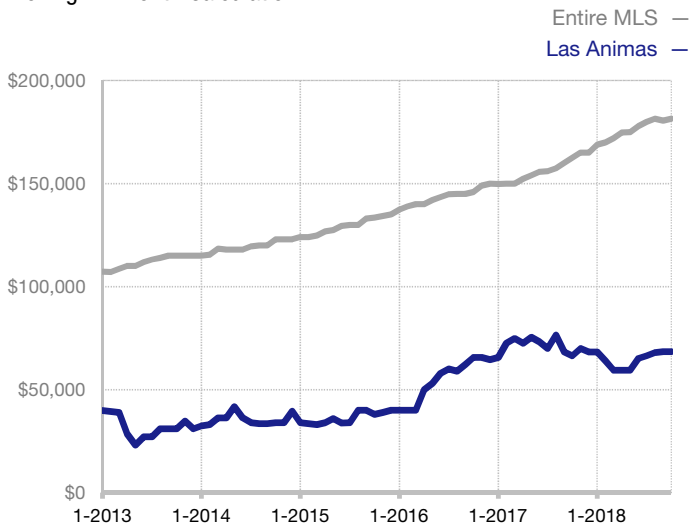
Single Family	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
Key Metrics						
New Listings	4	5	+ 25.0%	30	27	- 10.0%
Sold Listings	4	4	0.0%	24	25	+ 4.2%
Median Sales Price*	\$65,565	\$103,500	+ 57.9%	\$68,250	\$68,500	+ 0.4%
Average Sales Price*	\$72,908	\$122,500	+ 68.0%	\$76,255	\$88,542	+ 16.1%
Percent of List Price Received*	92.4%	96.9%	+ 4.9%	94.4%	92.2%	- 2.3%
Days on Market Until Sale	70	56	- 20.0%	107	105	- 1.9%
Inventory of Homes for Sale	9	6	- 33.3%	--	--	--
Months Supply of Inventory	4.0	1.7	- 57.5%	--	--	--

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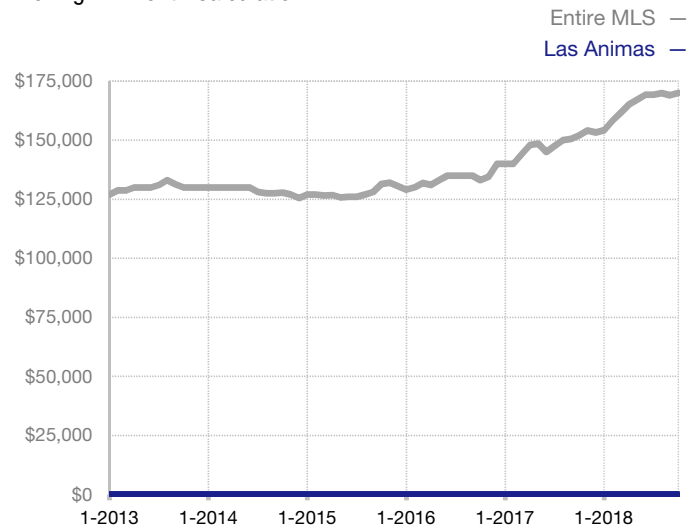
Townhouse-Condo	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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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 October 2018

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Manzanola

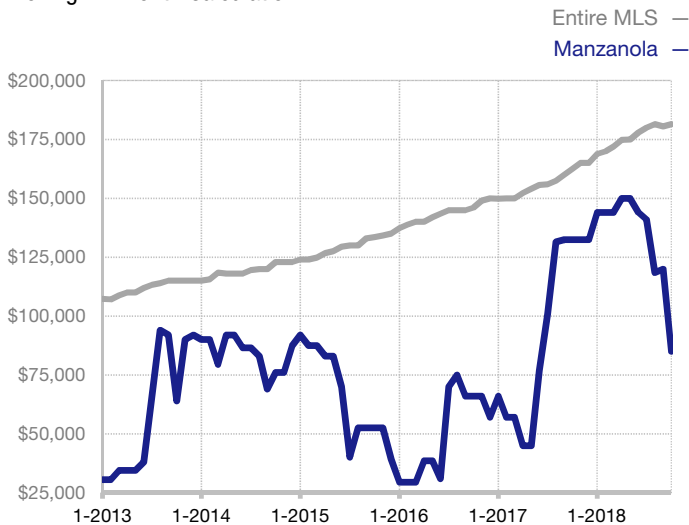
Single Family Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	1	0	- 100.0%	16	11	- 31.3%
Sold Listings	0	3	--	9	6	- 33.3%
Median Sales Price*	\$0	\$65,000	--	\$138,000	\$120,000	- 13.0%
Average Sales Price*	\$0	\$91,667	--	\$155,100	\$122,000	- 21.3%
Percent of List Price Received*	0.0%	91.4%	--	97.6%	98.6%	+ 1.0%
Days on Market Until Sale	0	189	--	114	149	+ 30.7%
Inventory of Homes for Sale	3	3	0.0%	--	--	--
Months Supply of Inventory	1.8	1.6	- 11.1%	--	--	--

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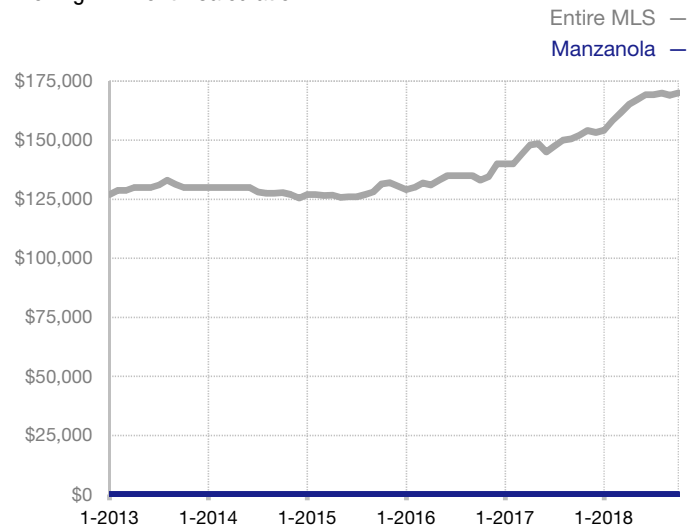
Townhouse-Condo Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 October 2018

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Rocky Ford

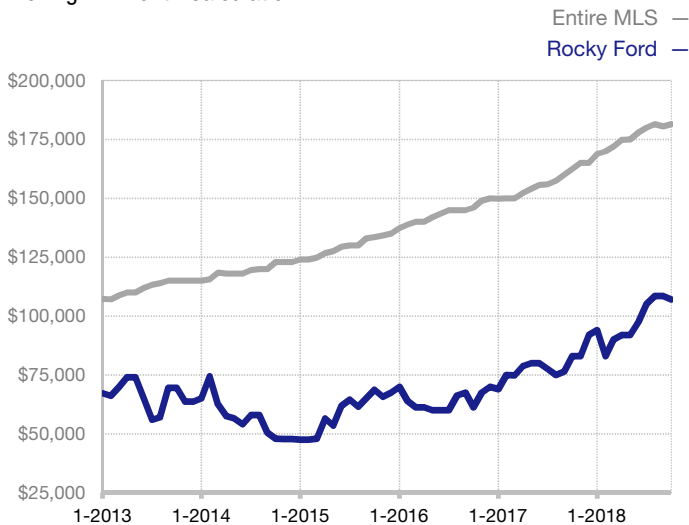
Single Family Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	4	5	+ 25.0%	54	47	- 13.0%
Sold Listings	4	5	+ 25.0%	40	41	+ 2.5%
Median Sales Price*	\$136,000	\$150,000	+ 10.3%	\$88,500	\$110,000	+ 24.3%
Average Sales Price*	\$186,750	\$150,140	- 19.6%	\$110,377	\$121,857	+ 10.4%
Percent of List Price Received*	93.6%	92.3%	- 1.4%	95.7%	93.4%	- 2.4%
Days on Market Until Sale	235	79	- 66.4%	135	119	- 11.9%
Inventory of Homes for Sale	19	10	- 47.4%	--	--	--
Months Supply of Inventory	4.9	2.7	- 44.9%	--	--	--

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Townhouse-Condo Key Metrics	October			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	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

