

Monthly Indicators



April 2016

Percent changes calculated using year-over-year comparisons.

New Listings were up 10.8 percent for single family homes and 37.5 percent for townhouse-condo properties. Pending Sales increased 32.8 percent for single family homes and 30.0 percent for townhouse-condo properties.

The Median Sales Price was down 2.5 percent to \$146,250 for single family homes but increased 1.8 percent to \$130,250 for townhouse-condo properties. Days on Market decreased 5.6 percent for single family homes and 86.9 percent for condo properties.

There have been no striking changes to curtail what should be a decent run of home sales over the next several months. Mortgage rates have remained stubbornly and wonderfully low, the unemployment rate has remained at or near 5.0 percent for eight straight months and wages have increased for a great many people. New construction has been slow, and that may be a damper on sales, but the general outlook remains strong.

Activity Snapshot

- 4.4%

- 3.5%

- 16.6%

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	4-2015	4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		295	327	+ 10.8%	946	991	+ 4.8%
Pending Sales		201	267	+ 32.8%	727	858	+ 18.0%
Sold Listings		194	192	- 1.0%	611	666	+ 9.0%
Median Sales Price		\$149,950	\$146,250	- 2.5%	\$134,000	\$148,500	+ 10.8%
Avg. Sales Price		\$158,682	\$160,125	+ 0.9%	\$141,371	\$160,073	+ 13.2%
Pct. of List Price Received		97.3%	98.5%	+ 1.2%	96.8%	97.6%	+ 0.8%
Days on Market		108	102	- 5.6%	115	101	- 12.2%
Affordability Index		246	250	+ 1.6%	275	246	- 10.5%
Active Listings		680	580	- 14.7%	--	--	--
Months Supply		3.7	3.0	- 18.9%	--	--	--

Townhouse-Condo Market Overview

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

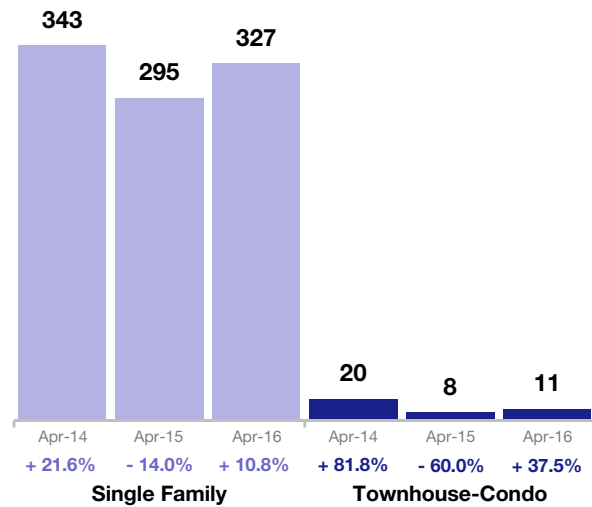


Key Metrics	Historical Sparkbars	4-2015	4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		8	11	+ 37.5%	47	38	- 19.1%
Pending Sales		10	13	+ 30.0%	27	40	+ 48.1%
Sold Listings		9	2	- 77.8%	23	32	+ 39.1%
Median Sales Price		\$128,000	\$130,250	+ 1.8%	\$134,000	\$132,450	- 1.2%
Avg. Sales Price		\$164,856	\$130,250	- 21.0%	\$155,887	\$156,047	+ 0.1%
Pct. of List Price Received		98.7%	98.4%	- 0.3%	97.9%	96.6%	- 1.3%
Days on Market		268	35	- 86.9%	182	92	- 49.5%
Affordability Index		288	281	- 2.4%	275	276	+ 0.4%
Active Listings		44	24	- 45.5%	--	--	--
Months Supply		5.5	2.5	- 54.5%	--	--	--

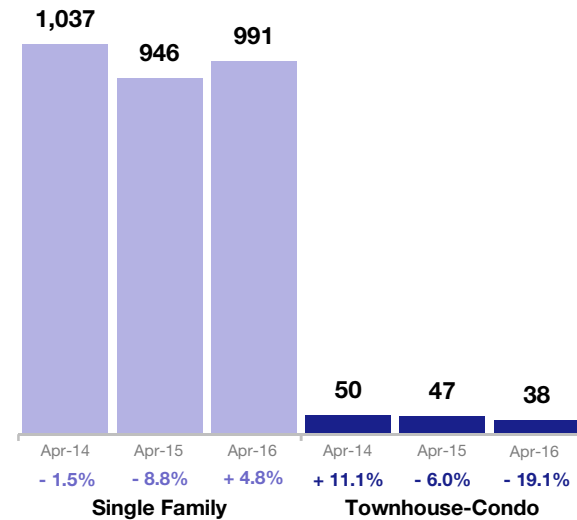
New Listings



April

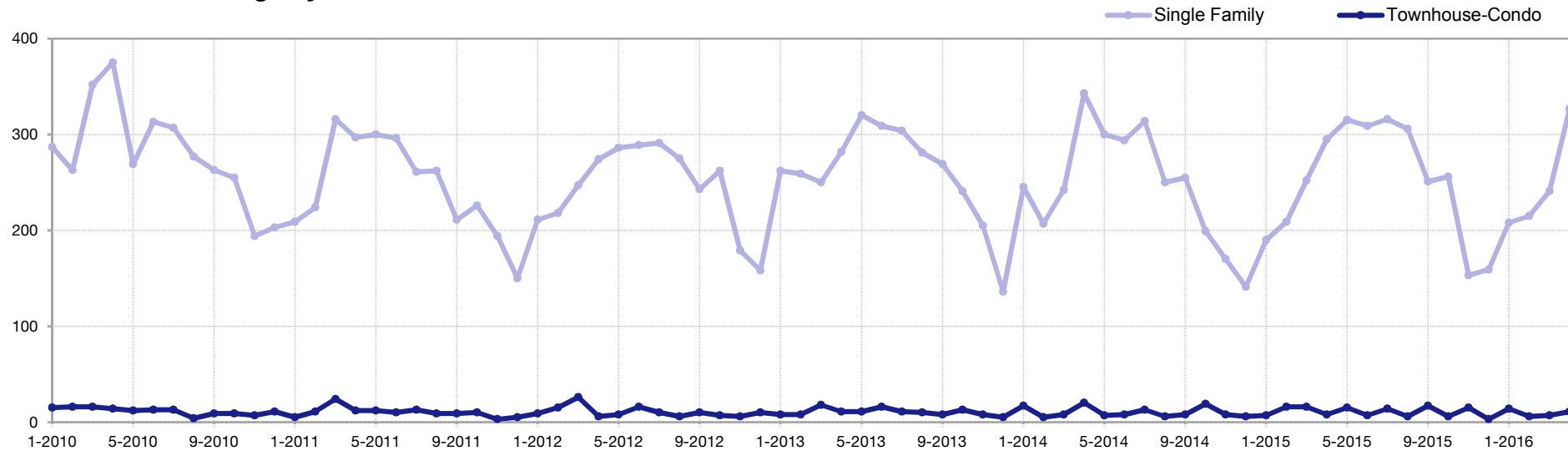


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	315	+5.0%	15	+114.3%
Jun-2015	309	+5.1%	7	-12.5%
Jul-2015	316	+0.6%	14	+7.7%
Aug-2015	306	+22.4%	6	0.0%
Sep-2015	251	-1.6%	17	+112.5%
Oct-2015	256	+28.6%	6	-68.4%
Nov-2015	153	-10.0%	15	+87.5%
Dec-2015	159	+12.8%	3	-50.0%
Jan-2016	208	+9.5%	14	+100.0%
Feb-2016	215	+2.9%	6	-62.5%
Mar-2016	241	-4.4%	7	-56.3%
Apr-2016	327	+10.8%	11	+37.5%

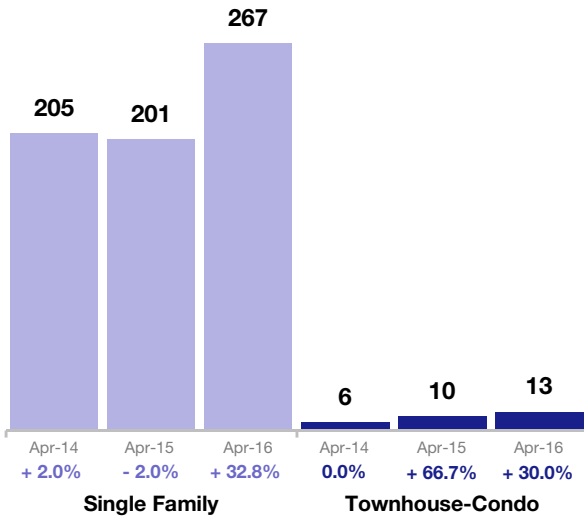
Historical New Listings by Month



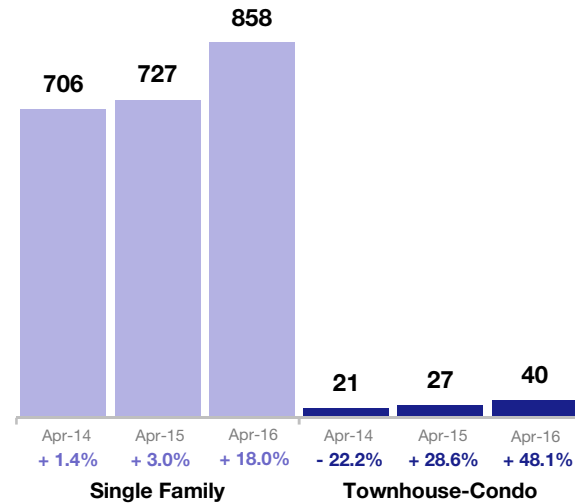
Pending Sales



April

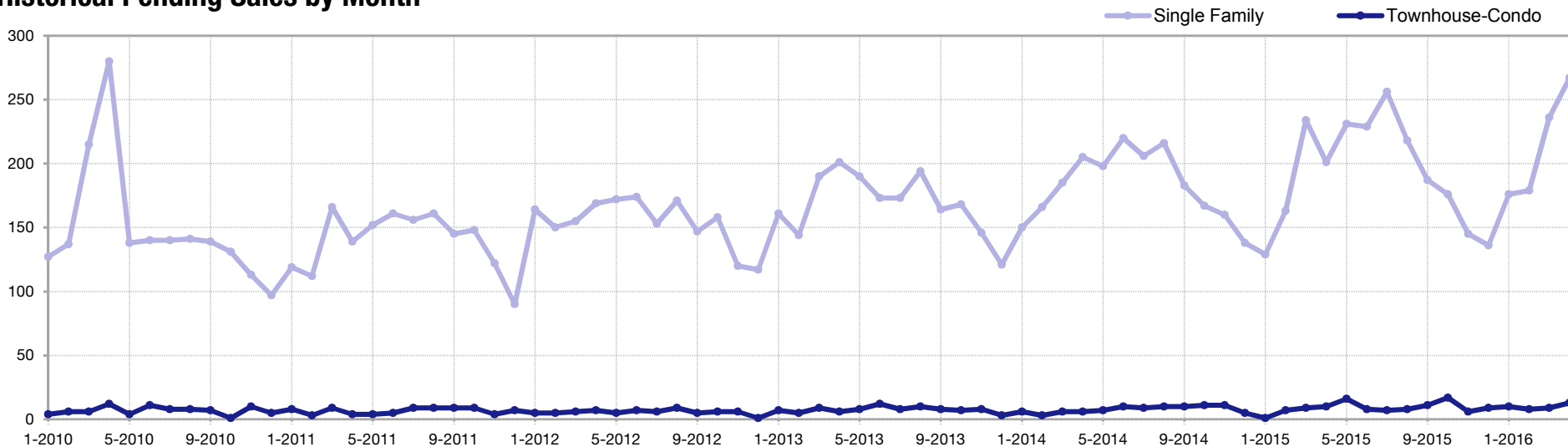


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	231	+16.7%	16	+128.6%
Jun-2015	229	+4.1%	8	-20.0%
Jul-2015	256	+24.3%	7	-22.2%
Aug-2015	218	+0.9%	8	-20.0%
Sep-2015	187	+2.2%	11	+10.0%
Oct-2015	176	+5.4%	17	+54.5%
Nov-2015	145	-9.4%	6	-45.5%
Dec-2015	136	-1.4%	9	+80.0%
Jan-2016	176	+36.4%	10	+900.0%
Feb-2016	179	+9.8%	8	+14.3%
Mar-2016	236	+0.9%	9	0.0%
Apr-2016	267	+32.8%	13	+30.0%

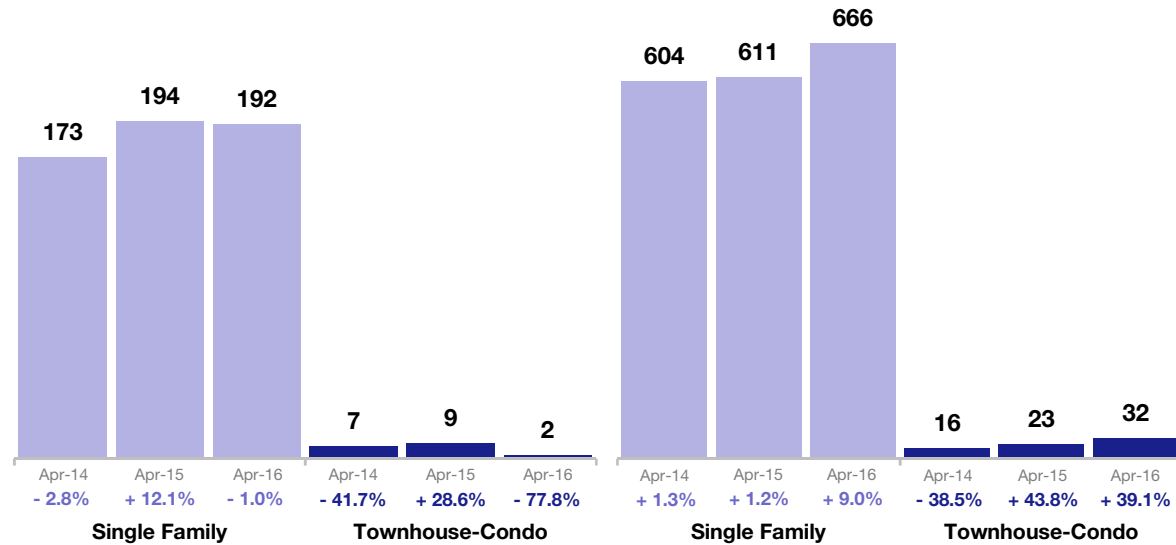
Historical Pending Sales by Month



Sold Listings



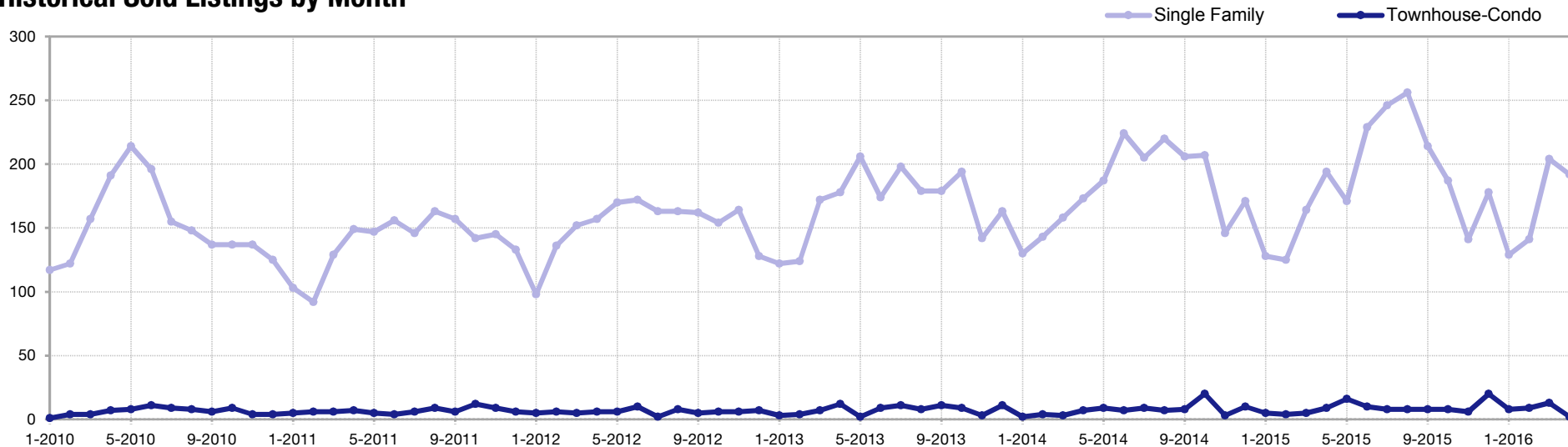
April



Year to Date

Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	171	-8.6%	16	+77.8%
Jun-2015	229	+2.2%	10	+42.9%
Jul-2015	246	+20.0%	8	-11.1%
Aug-2015	256	+16.4%	8	+14.3%
Sep-2015	214	+3.9%	8	0.0%
Oct-2015	187	-9.7%	8	-60.0%
Nov-2015	141	-3.4%	6	+100.0%
Dec-2015	178	+4.1%	20	+100.0%
Jan-2016	129	+0.8%	8	+60.0%
Feb-2016	141	+12.8%	9	+125.0%
Mar-2016	204	+24.4%	13	+160.0%
Apr-2016	192	-1.0%	2	-77.8%

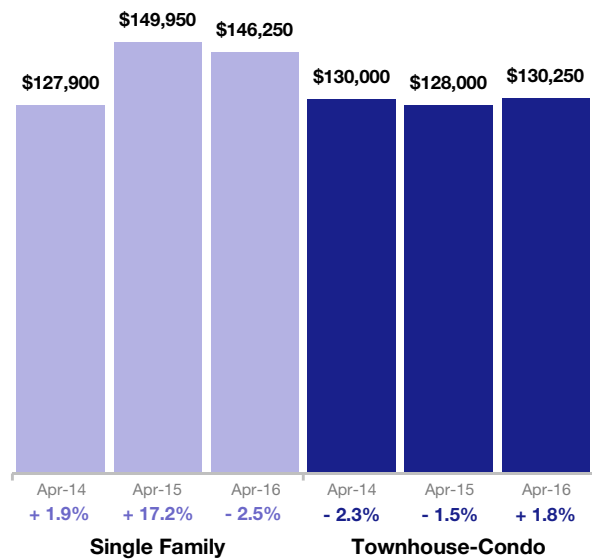
Historical Sold Listings by Month



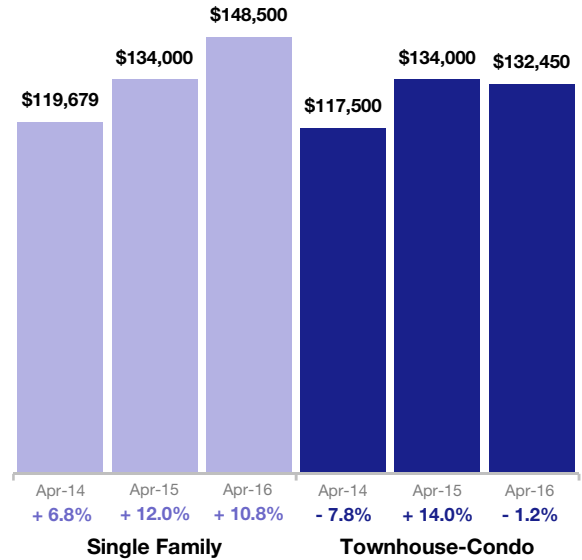
Median Sales Price



April

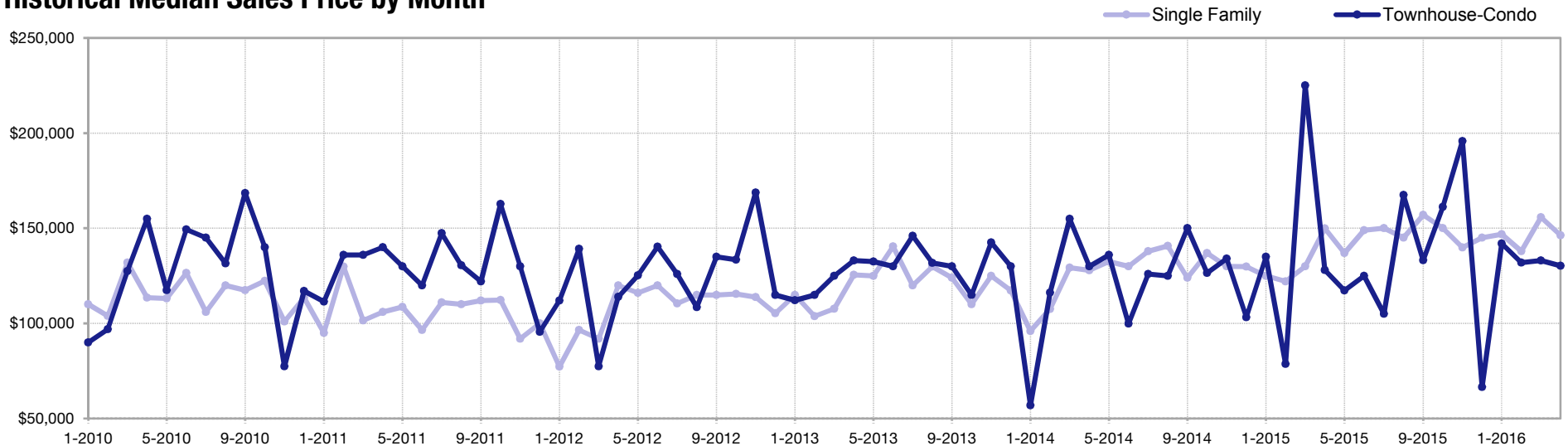


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	\$137,000	+3.4%	\$117,250	-13.8%
Jun-2015	\$149,000	+14.6%	\$125,000	+25.1%
Jul-2015	\$150,000	+8.7%	\$105,000	-16.7%
Aug-2015	\$145,000	+3.0%	\$167,500	+34.0%
Sep-2015	\$157,000	+26.6%	\$133,250	-11.2%
Oct-2015	\$150,000	+9.5%	\$161,200	+27.4%
Nov-2015	\$139,900	+7.6%	\$195,750	+46.1%
Dec-2015	\$145,000	+11.6%	\$66,500	-35.6%
Jan-2016	\$146,900	+17.5%	\$141,950	+5.1%
Feb-2016	\$138,000	+13.1%	\$131,900	+67.6%
Mar-2016	\$155,750	+19.8%	\$133,000	-40.9%
Apr-2016	\$146,250	-2.5%	\$130,250	+1.8%

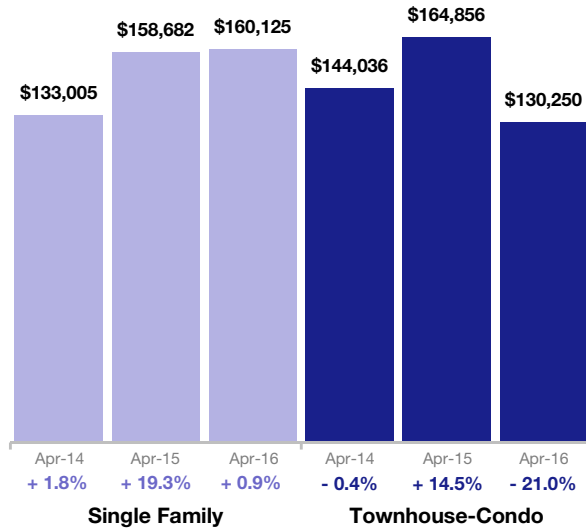
Historical Median Sales Price by Month



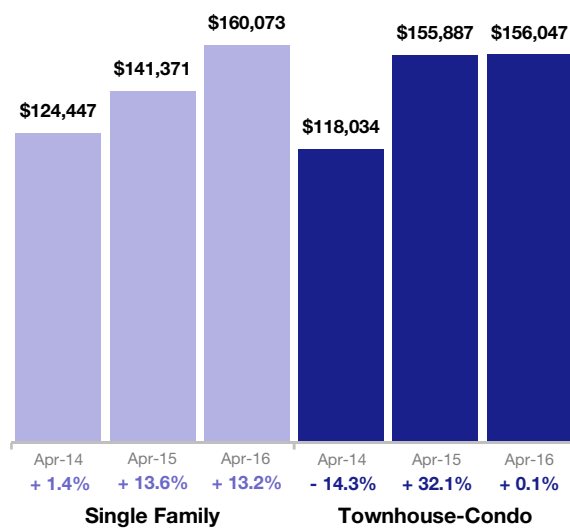
Average Sales Price



April

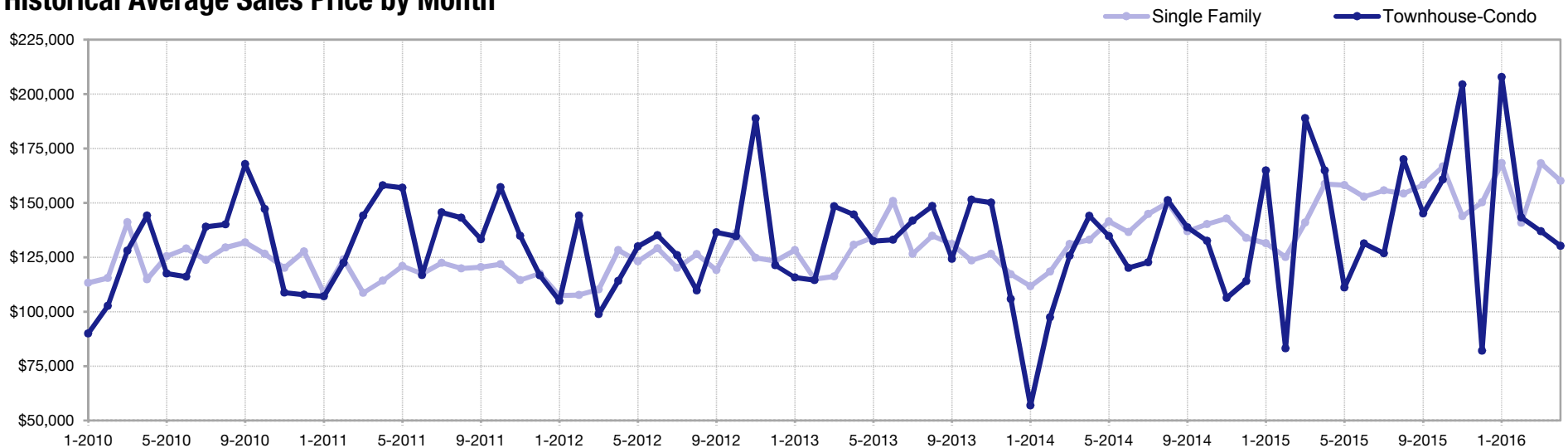


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	\$158,203	+11.9%	\$111,025	-17.6%
Jun-2015	\$152,812	+11.9%	\$131,357	+9.4%
Jul-2015	\$155,680	+7.4%	\$126,875	+3.5%
Aug-2015	\$154,235	+2.8%	\$170,050	+12.5%
Sep-2015	\$158,310	+15.6%	\$145,113	+4.5%
Oct-2015	\$166,663	+18.9%	\$160,700	+21.3%
Nov-2015	\$143,907	+0.8%	\$204,417	+92.2%
Dec-2015	\$150,246	+12.3%	\$82,021	-28.0%
Jan-2016	\$168,290	+28.0%	\$207,856	+26.0%
Feb-2016	\$140,848	+12.6%	\$143,267	+72.2%
Mar-2016	\$168,117	+19.2%	\$136,981	-27.5%
Apr-2016	\$160,125	+0.9%	\$130,250	-21.0%

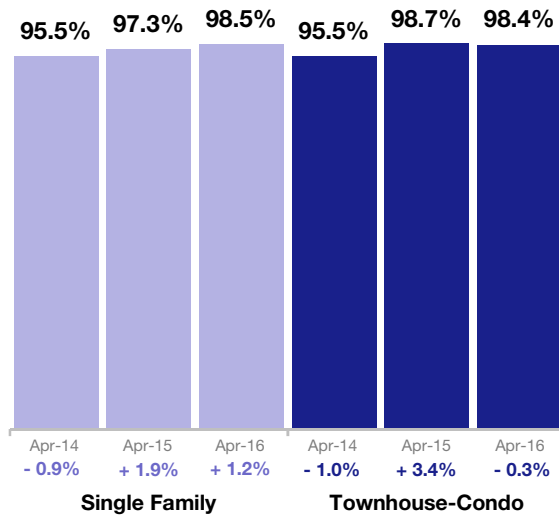
Historical Average Sales Price by Month



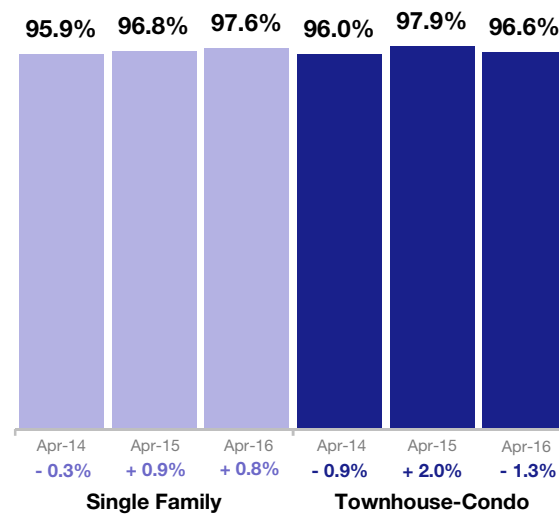
Percent of List Price Received



April

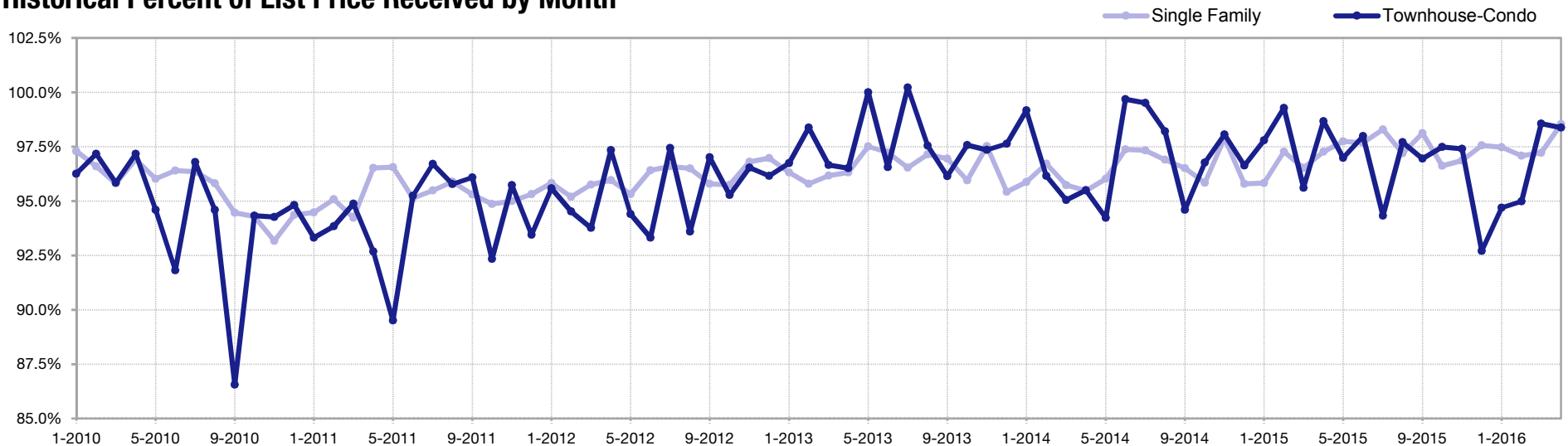


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	97.7%	+1.8%	97.0%	+3.0%
Jun-2015	97.7%	+0.3%	98.0%	-1.7%
Jul-2015	98.3%	+1.0%	94.3%	-5.2%
Aug-2015	97.2%	+0.3%	97.7%	-0.5%
Sep-2015	98.1%	+1.7%	96.9%	+2.4%
Oct-2015	96.6%	+0.8%	97.5%	+0.7%
Nov-2015	96.9%	-1.0%	97.4%	-0.7%
Dec-2015	97.6%	+1.9%	92.7%	-4.0%
Jan-2016	97.5%	+1.8%	94.7%	-3.2%
Feb-2016	97.1%	-0.2%	95.0%	-4.3%
Mar-2016	97.2%	+0.7%	98.6%	+3.1%
Apr-2016	98.5%	+1.2%	98.4%	-0.3%

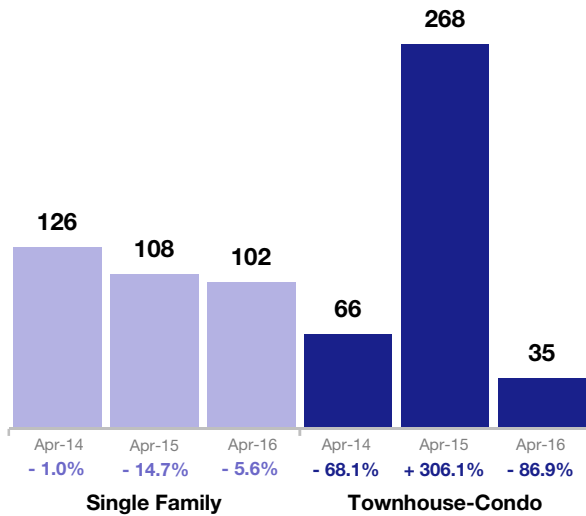
Historical Percent of List Price Received by Month



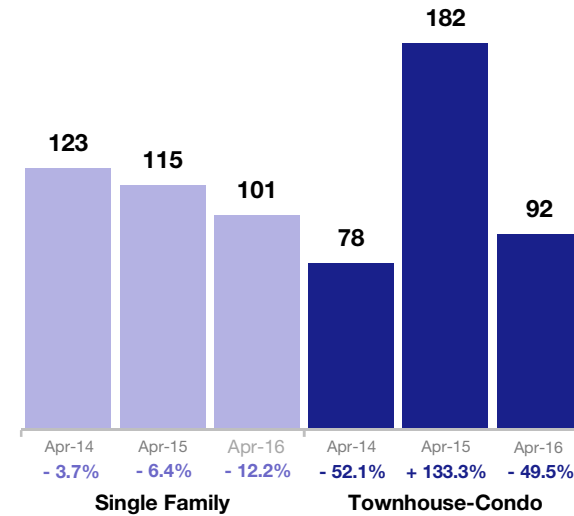
Days on Market Until Sale



April

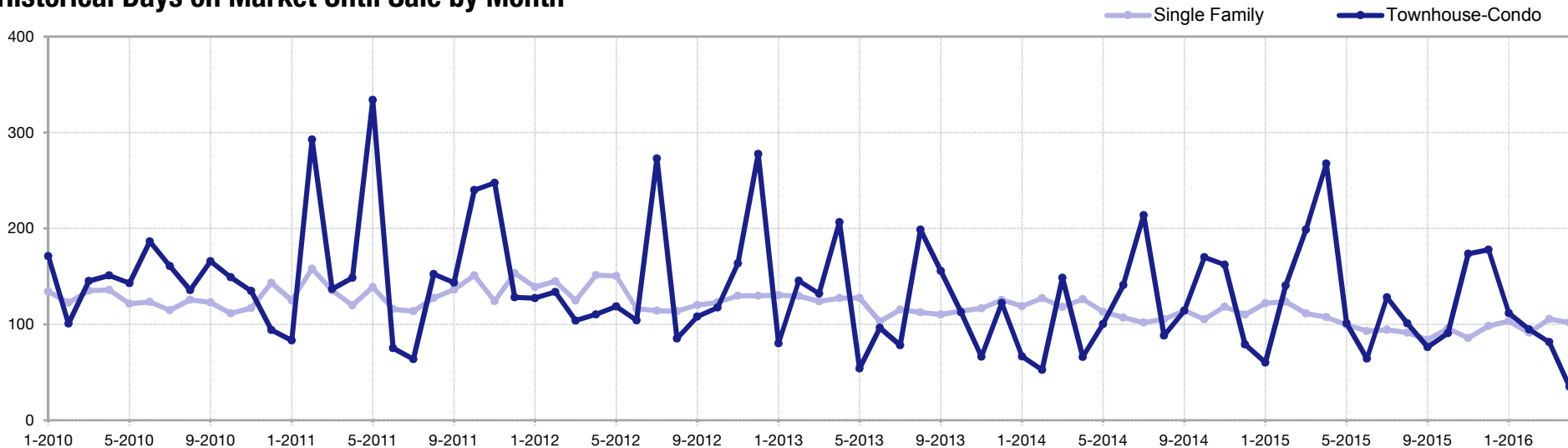


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	99	-12.4%	101	+1.0%
Jun-2015	93	-13.1%	64	-54.6%
Jul-2015	95	-6.9%	128	-40.2%
Aug-2015	91	-13.3%	101	+14.8%
Sep-2015	84	-27.0%	76	-33.3%
Oct-2015	96	-8.6%	91	-46.5%
Nov-2015	86	-27.1%	174	+7.4%
Dec-2015	98	-10.9%	178	+125.3%
Jan-2016	103	-15.6%	112	+86.7%
Feb-2016	91	-26.6%	95	-32.6%
Mar-2016	106	-5.4%	82	-58.8%
Apr-2016	102	-5.6%	35	-86.9%

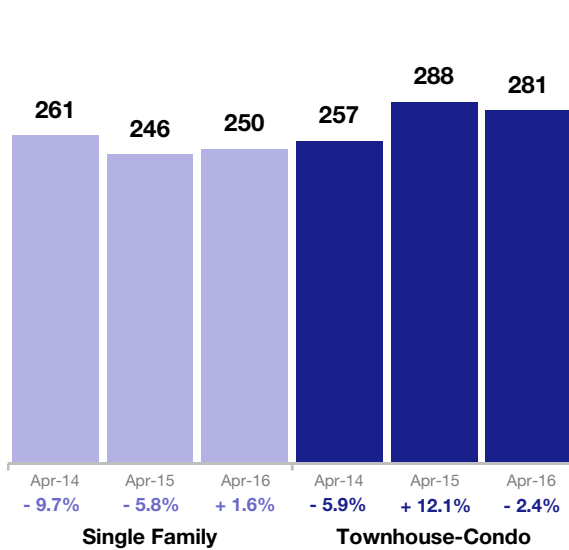
Historical Days on Market Until Sale by Month



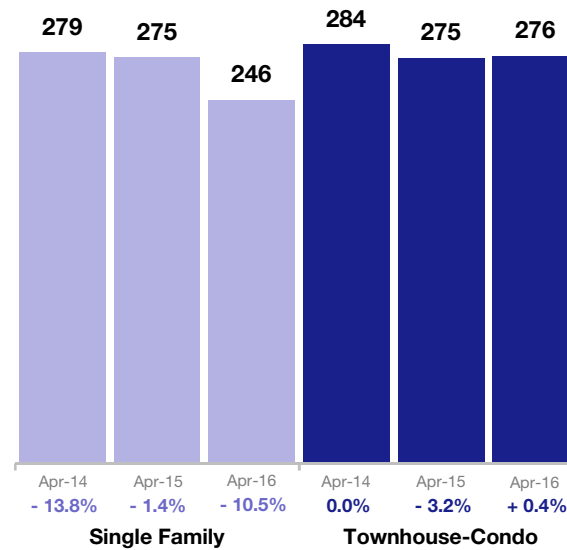
Housing Affordability Index



April

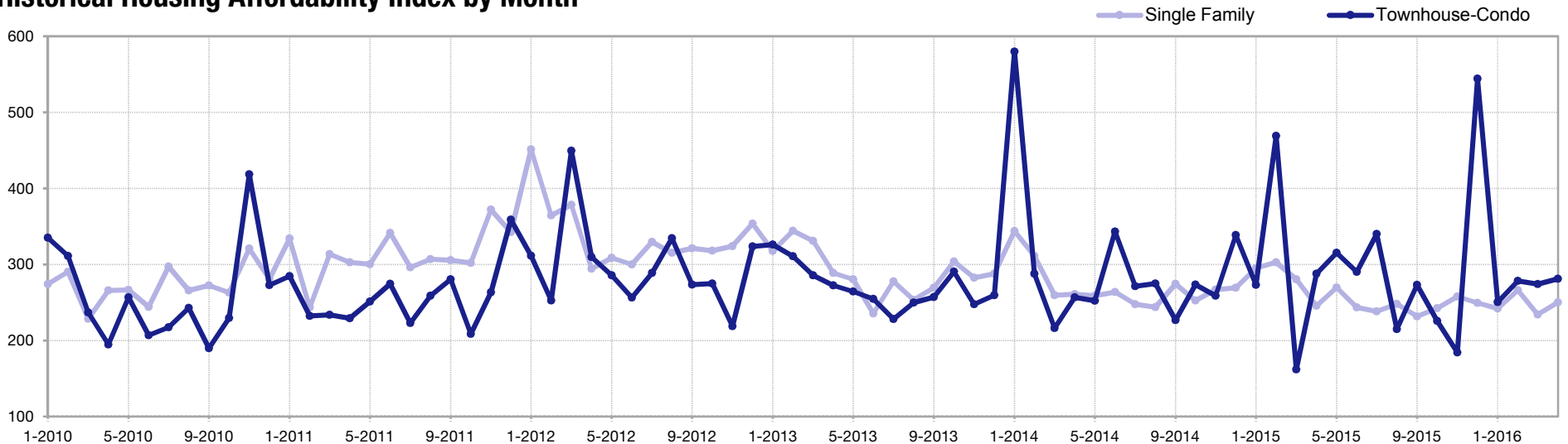


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	270	+4.2%	315	+25.0%
Jun-2015	244	-7.6%	290	-15.5%
Jul-2015	238	-4.0%	340	+25.5%
Aug-2015	248	+1.6%	215	-21.8%
Sep-2015	232	-15.3%	273	+20.3%
Oct-2015	242	-4.3%	226	-17.5%
Nov-2015	258	-3.4%	184	-29.0%
Dec-2015	250	-7.1%	544	+60.5%
Jan-2016	242	-18.0%	250	-8.4%
Feb-2016	266	-12.2%	279	-40.5%
Mar-2016	234	-16.4%	274	+69.1%
Apr-2016	250	+1.6%	281	-2.4%

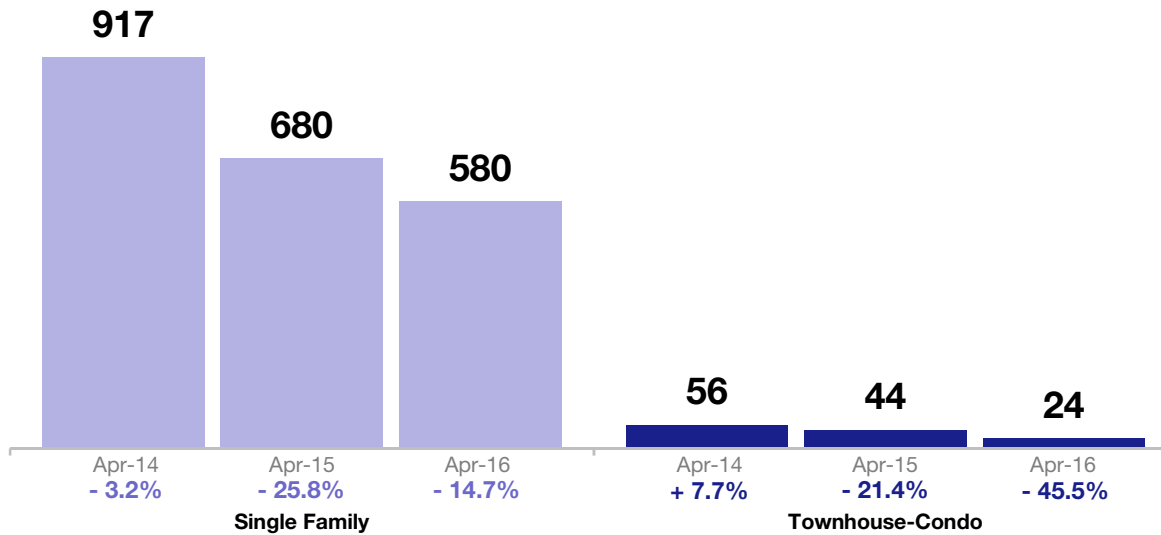
Historical Housing Affordability Index by Month



Inventory of Active Listings

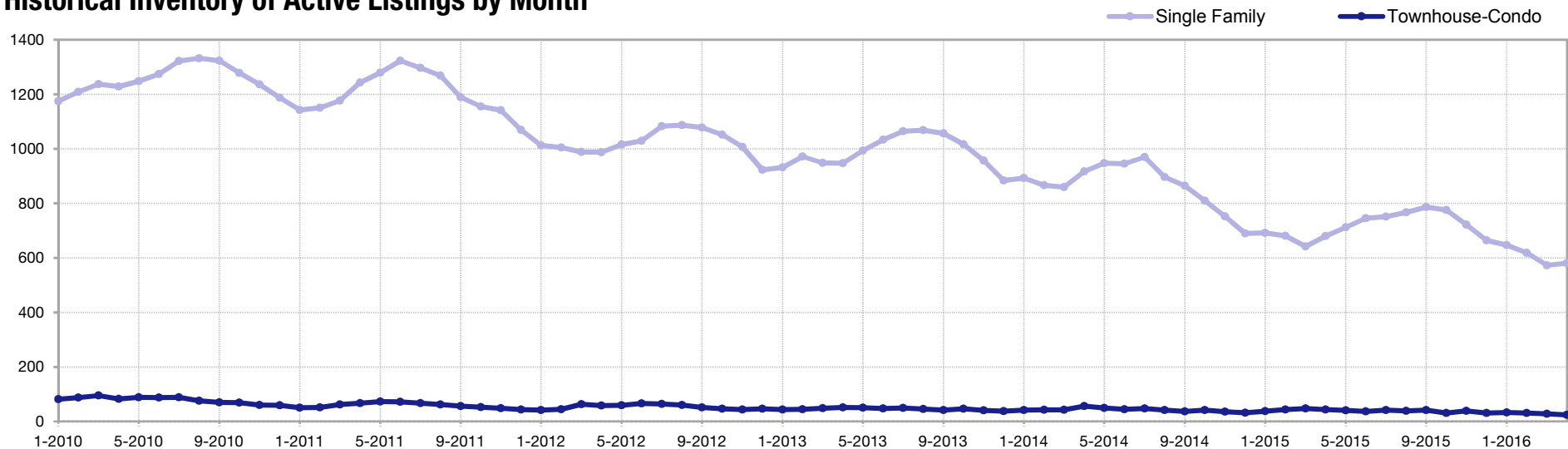


April



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	712	-24.8%	41	-18.0%
Jun-2015	745	-21.2%	37	-17.8%
Jul-2015	751	-22.6%	42	-12.5%
Aug-2015	767	-14.5%	39	-7.1%
Sep-2015	786	-9.0%	42	+13.5%
Oct-2015	776	-4.2%	31	-26.2%
Nov-2015	722	-4.0%	39	+8.3%
Dec-2015	664	-3.8%	31	-3.1%
Jan-2016	647	-6.5%	33	-13.2%
Feb-2016	618	-9.3%	31	-29.5%
Mar-2016	573	-10.7%	28	-41.7%
Apr-2016	580	-14.7%	24	-45.5%

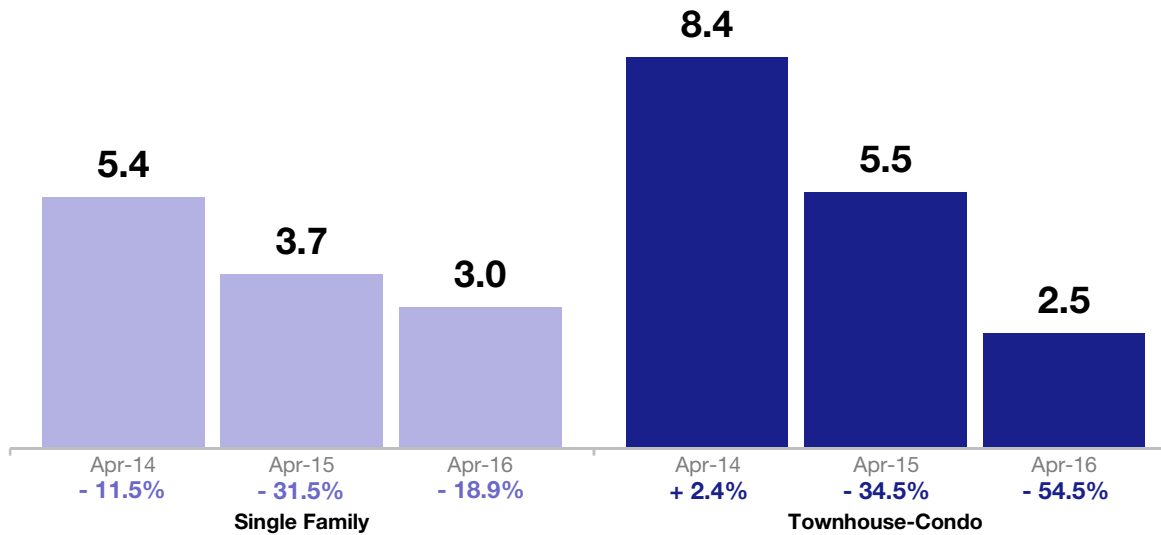
Historical Inventory of Active Listings by Month



Months Supply of Inventory

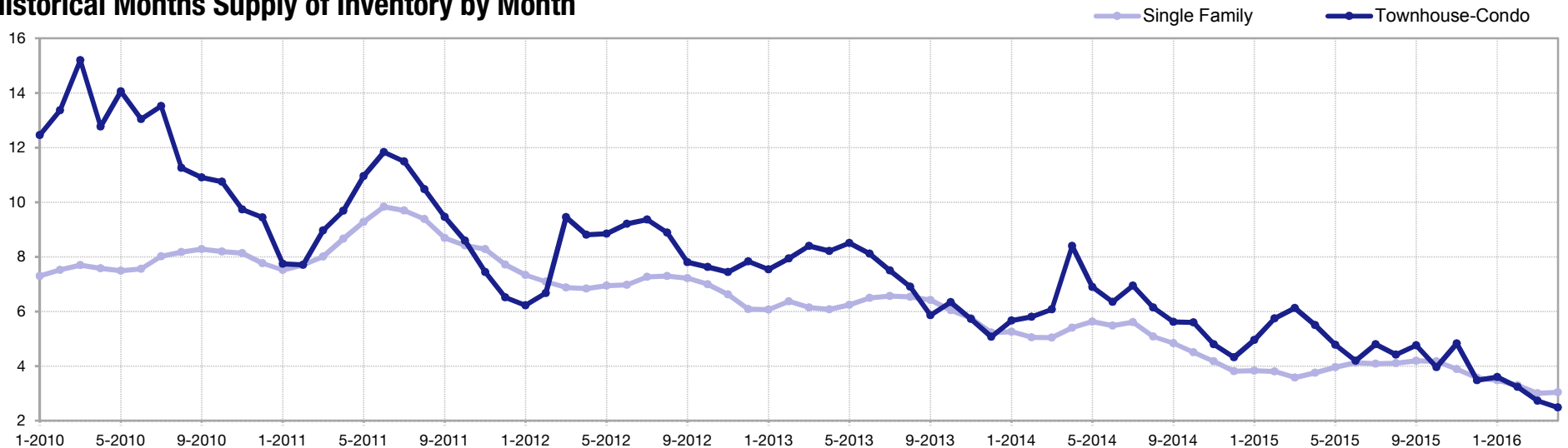


April



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	4.0	-28.6%	4.8	-30.4%
Jun-2015	4.1	-25.5%	4.2	-34.4%
Jul-2015	4.1	-26.8%	4.8	-30.4%
Aug-2015	4.1	-19.6%	4.4	-27.9%
Sep-2015	4.2	-12.5%	4.8	-14.3%
Oct-2015	4.2	-6.7%	4.0	-28.6%
Nov-2015	3.9	-7.1%	4.8	0.0%
Dec-2015	3.6	-5.3%	3.5	-18.6%
Jan-2016	3.5	-7.9%	3.6	-28.0%
Feb-2016	3.3	-13.2%	3.2	-43.9%
Mar-2016	3.0	-16.7%	2.7	-55.7%
Apr-2016	3.0	-18.9%	2.5	-54.5%

Historical Months Supply of Inventory by Month



Total Market Overview

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



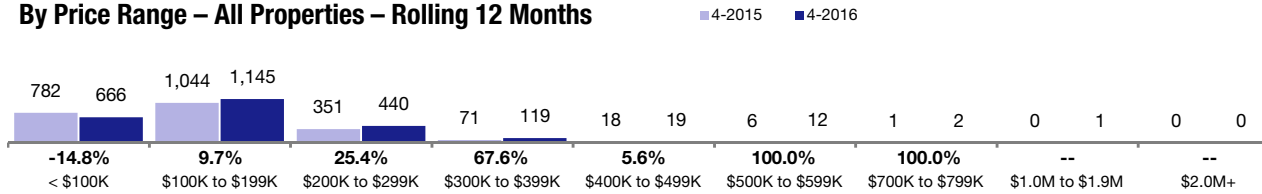
Key Metrics	Historical Sparkbars	4-2015	4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		303	338	+ 11.6%	993	1,029	+ 3.6%
Pending Sales		211	280	+ 32.7%	754	898	+ 19.1%
Sold Listings		203	194	- 4.4%	634	698	+ 10.1%
Median Sales Price		\$149,900	\$144,595	- 3.5%	\$134,000	\$145,550	+ 8.6%
Avg. Sales Price		\$158,956	\$159,817	+ 0.5%	\$141,899	\$159,889	+ 12.7%
Pct. of List Price Received		97.3%	98.5%	+ 1.2%	96.8%	97.6%	+ 0.8%
Days on Market		114	102	- 10.5%	117	101	- 13.7%
Affordability Index		246	253	+ 2.8%	275	251	- 8.7%
Active Listings		724	604	- 16.6%	--	--	--
Months Supply		3.8	3.0	- 21.1%	--	--	--

Sold Listings

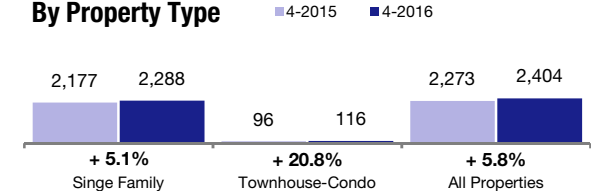
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	4-2015	4-2016	Change	4-2015	4-2016	Change
\$99,999 and Below	758	629	-17.0%	24	37	+54.2%
\$100,000 to \$199,999	985	1,078	+9.4%	59	67	+13.6%
\$200,000 to \$299,999	339	432	+27.4%	12	8	-33.3%
\$300,000 to \$399,999	70	117	+67.1%	1	2	+100.0%
\$400,000 to \$499,999	18	18	0.0%	0	1	--
\$500,000 to \$699,999	6	11	+83.3%	0	1	--
\$700,000 to \$999,999	1	2	+100.0%	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,177	2,288	+5.1%	96	116	+20.8%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2016	4-2016	Change	3-2016	4-2016	Change
\$99,999 and Below	41	45	+9.8%	2	0	-100.0%
\$100,000 to \$199,999	105	93	-11.4%	9	2	-77.8%
\$200,000 to \$299,999	40	43	+7.5%	2	0	-100.0%
\$300,000 to \$399,999	12	9	-25.0%	0	0	--
\$400,000 to \$499,999	4	0	-100.0%	0	0	--
\$500,000 to \$699,999	2	2	0.0%	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	204	192	-5.9%	13	2	-84.6%

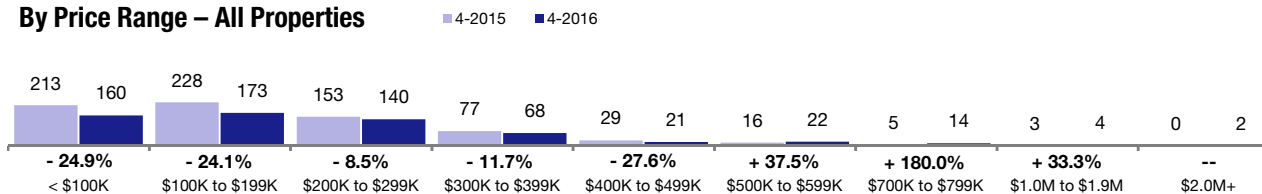
Year to Date

By Price Range	Single Family			Condo		
	4-2015	4-2016	Change	4-2015	4-2016	Change
\$99,999 and Below	211	165	-21.8%	4	7	+75.0%
\$100,000 to \$199,999	286	331	+15.7%	12	20	+66.7%
\$200,000 to \$299,999	83	127	+53.0%	7	3	-57.1%
\$300,000 to \$399,999	19	32	+68.4%	0	0	--
\$400,000 to \$499,999	9	4	-55.6%	0	1	--
\$500,000 to \$699,999	3	6	+100.0%	0	1	--
\$700,000 to \$999,999	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	611	666	+9.0%	23	32	+39.1%

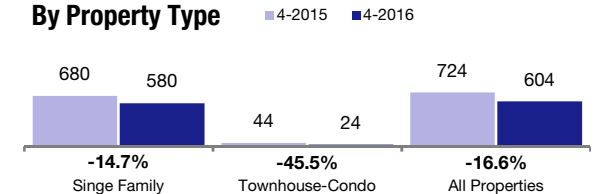
Inventory of Active Listings

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		
	4-2015	4-2016	Change	4-2015	4-2016	Change
\$99,999 and Below	193	154	-20.2%	20	6	-70.0%
\$100,000 to \$199,999	212	164	-22.6%	16	9	-43.8%
\$200,000 to \$299,999	148	134	-9.5%	5	6	+20.0%
\$300,000 to \$399,999	74	66	-10.8%	3	2	-33.3%
\$400,000 to \$499,999	29	21	-27.6%	0	0	--
\$500,000 to \$699,999	16	21	+31.3%	0	1	--
\$700,000 to \$999,999	5	14	+180.0%	0	0	--
\$1,000,000 to \$1,999,999	3	4	+33.3%	0	0	--
\$2,000,000 and Above	0	2	--	0	0	--
All Price Ranges	680	580	-14.7%	44	24	-45.5%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2016	4-2016	Change	3-2016	4-2016	Change
\$99,999 and Below	152	154	+1.3%	7	6	-14.3%
\$100,000 to \$199,999	179	164	-8.4%	12	9	-25.0%
\$200,000 to \$299,999	116	134	+15.5%	6	6	0.0%
\$300,000 to \$399,999	64	66	+3.1%	2	2	0.0%
\$400,000 to \$499,999	21	21	0.0%	0	0	--
\$500,000 to \$699,999	22	21	-4.5%	1	1	0.0%
\$700,000 to \$999,999	15	14	-6.7%	0	0	--
\$1,000,000 to \$1,999,999	3	4	+33.3%	0	0	--
\$2,000,000 and Above	1	2	+100.0%	0	0	--
All Price Ranges	573	580	+1.2%	28	24	-14.3%

Year to Date

By Price Range	Single Family			Condo		
	4-2015	4-2016	Change	4-2015	4-2016	Change
\$99,999 and Below	152	154	+1.3%	7	6	-14.3%
\$100,000 to \$199,999	179	164	-8.4%	12	9	-25.0%
\$200,000 to \$299,999	116	134	+15.5%	6	6	0.0%
\$300,000 to \$399,999	64	66	+3.1%	2	2	0.0%
\$400,000 to \$499,999	21	21	0.0%	0	0	--
\$500,000 to \$699,999	22	21	-4.5%	1	1	0.0%
\$700,000 to \$999,999	15	14	-6.7%	0	0	--
\$1,000,000 to \$1,999,999	3	4	+33.3%	0	0	--
\$2,000,000 and Above	1	2	+100.0%	0	0	--
All Price Ranges	680	580	-14.7%	44	24	-45.5%

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 average 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 April 2016

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Pueblo County

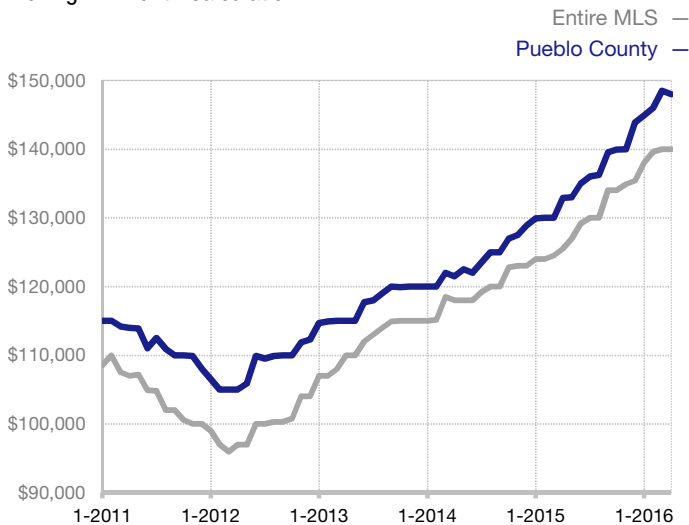
Single Family Key Metrics	April			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 04-2015	Thru 04-2016	Percent Change from Previous Year
New Listings	299	323	+ 8.0%	949	987	+ 4.0%
Sold Listings	194	194	0.0%	614	663	+ 8.0%
Median Sales Price*	\$149,950	\$146,250	- 2.5%	\$133,500	\$147,000	+ 10.1%
Average Sales Price*	\$158,682	\$159,464	+ 0.5%	\$141,230	\$159,397	+ 12.9%
Percent of List Price Received*	97.3%	98.4%	+ 1.1%	96.8%	97.6%	+ 0.8%
Days on Market Until Sale	108	103	- 4.6%	117	102	- 12.8%
Inventory of Homes for Sale	686	580	- 15.5%	--	--	--
Months Supply of Inventory	3.8	3.0	- 21.1%	--	--	--

* 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	April			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 04-2015	Thru 04-2016	Percent Change from Previous Year
New Listings	8	11	+ 37.5%	47	38	- 19.1%
Sold Listings	9	2	- 77.8%	23	32	+ 39.1%
Median Sales Price*	\$128,000	\$130,250	+ 1.8%	\$134,000	\$132,450	- 1.2%
Average Sales Price*	\$164,856	\$130,250	- 21.0%	\$155,887	\$156,047	+ 0.1%
Percent of List Price Received*	98.7%	98.4%	- 0.3%	97.9%	96.6%	- 1.3%
Days on Market Until Sale	268	35	- 86.9%	182	92	- 49.5%
Inventory of Homes for Sale	44	24	- 45.5%	--	--	--
Months Supply of Inventory	5.5	2.5	- 54.5%	--	--	--

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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 April 2016

A Research Tool Provided by the Colorado Association of REALTORS®



Arkansas Valley/Otero County

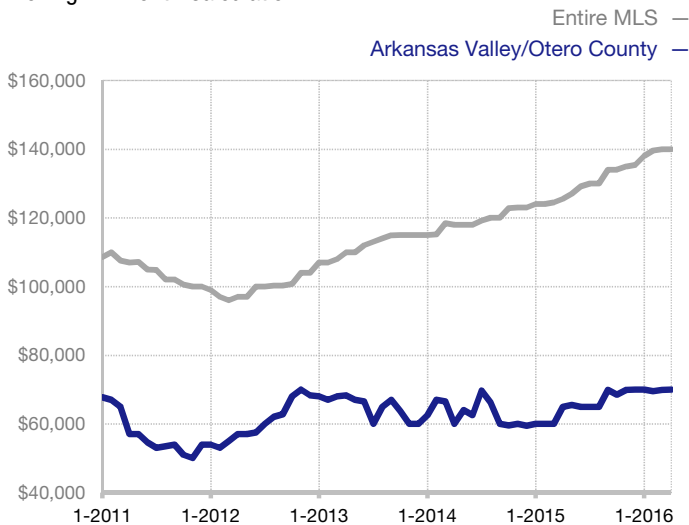
Single Family Key Metrics	April			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 04-2015	Thru 04-2016	Percent Change from Previous Year
New Listings	49	26	- 46.9%	129	110	- 14.7%
Sold Listings	27	26	- 3.7%	93	88	- 5.4%
Median Sales Price*	\$64,000	\$84,500	+ 32.0%	\$75,000	\$75,000	0.0%
Average Sales Price*	\$91,933	\$91,842	- 0.1%	\$84,153	\$81,545	- 3.1%
Percent of List Price Received*	88.7%	94.8%	+ 6.9%	91.8%	94.8%	+ 3.3%
Days on Market Until Sale	231	202	- 12.6%	197	184	- 6.6%
Inventory of Homes for Sale	191	128	- 33.0%	--	--	--
Months Supply of Inventory	7.7	5.1	- 33.8%	--	--	--

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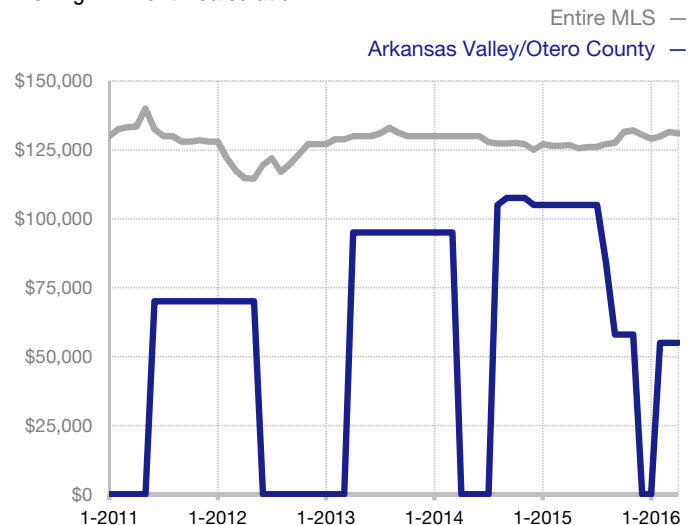
Townhouse-Condo Key Metrics	April			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 04-2015	Thru 04-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$55,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$55,000	--
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%	--	--	--

* 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 April 2016

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Fowler

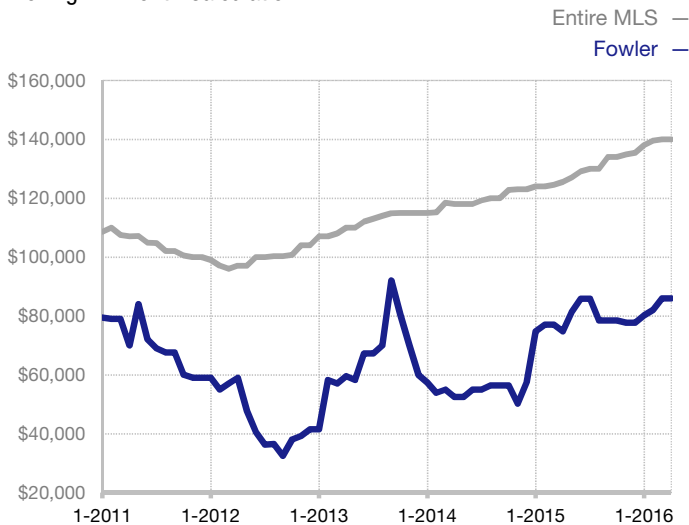
Single Family	April			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 04-2015	Thru 04-2016	Percent Change from Previous Year
Key Metrics						
New Listings	2	2	0.0%	7	5	- 28.6%
Sold Listings	2	3	+ 50.0%	4	7	+ 75.0%
Median Sales Price*	\$69,200	\$82,000	+ 18.5%	\$64,750	\$90,000	+ 39.0%
Average Sales Price*	\$69,200	\$82,233	+ 18.8%	\$57,100	\$98,392	+ 72.3%
Percent of List Price Received*	93.4%	93.2%	- 0.2%	93.6%	95.3%	+ 1.8%
Days on Market Until Sale	554	115	- 79.2%	353	138	- 60.9%
Inventory of Homes for Sale	12	8	- 33.3%	--	--	--
Months Supply of Inventory	8.3	4.6	- 44.6%	--	--	--

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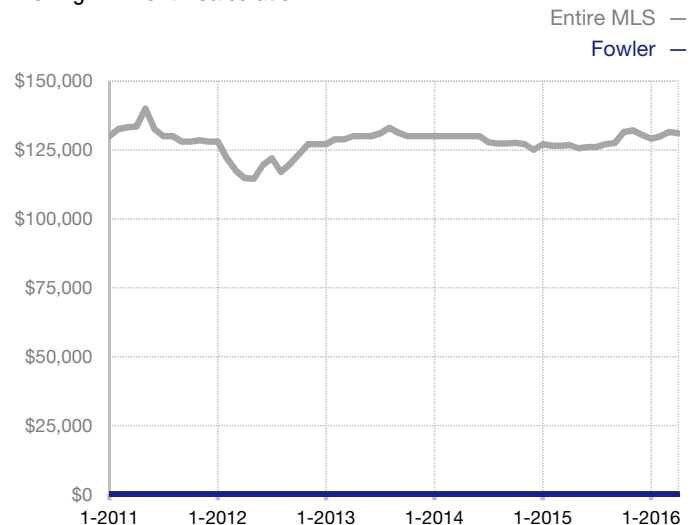
Townhouse-Condo	April			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 04-2015	Thru 04-2016	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

* 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 April 2016

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Huerfano County

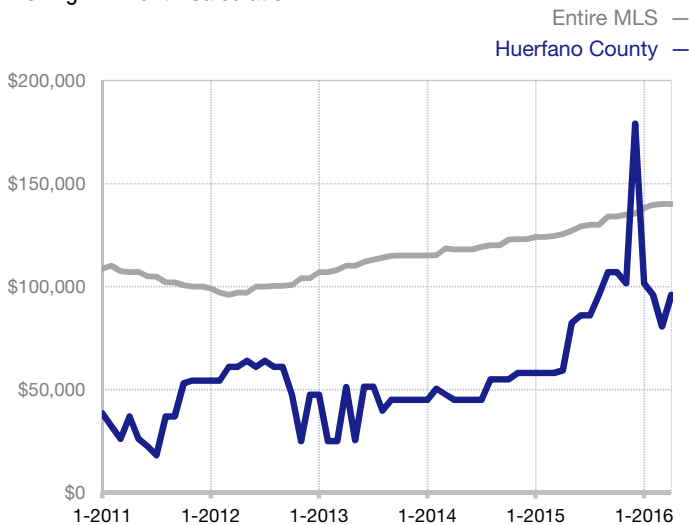
Single Family Key Metrics	April			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 04-2015	Thru 04-2016	Percent Change from Previous Year
New Listings	5	10	+ 100.0%	10	28	+ 180.0%
Sold Listings	1	0	- 100.0%	3	3	0.0%
Median Sales Price*	\$60,500	\$0	- 100.0%	\$107,000	\$55,000	- 48.6%
Average Sales Price*	\$60,500	\$0	- 100.0%	\$122,500	\$44,000	- 64.1%
Percent of List Price Received*	93.2%	0.0%	- 100.0%	95.3%	96.5%	+ 1.3%
Days on Market Until Sale	37	0	- 100.0%	101	205	+ 103.0%
Inventory of Homes for Sale	13	38	+ 192.3%	--	--	--
Months Supply of Inventory	8.4	25.3	+ 201.2%	--	--	--

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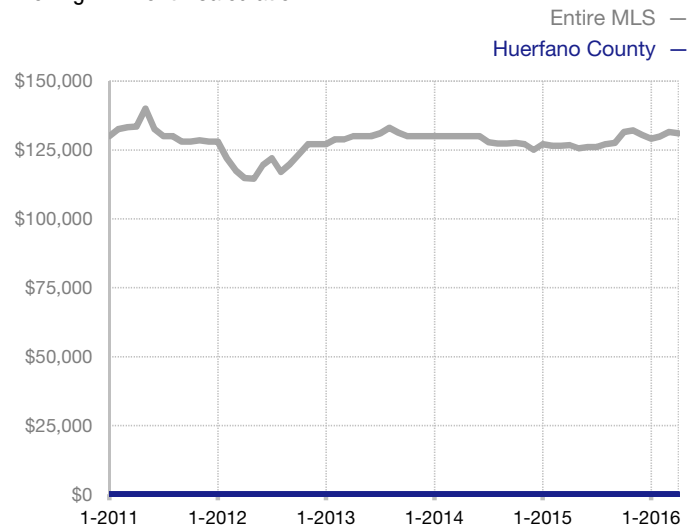
Townhouse-Condo Key Metrics	April			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 04-2015	Thru 04-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for April 2016

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La Junta

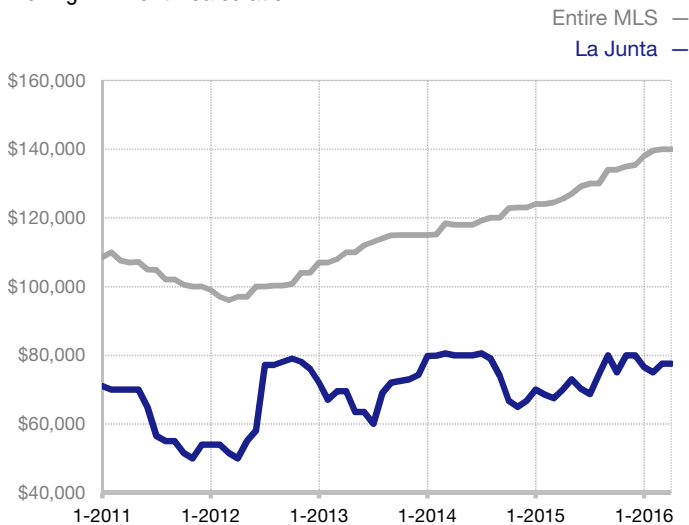
Single Family Key Metrics	April			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 04-2015	Thru 04-2016	Percent Change from Previous Year
New Listings	17	6	- 64.7%	42	32	- 23.8%
Sold Listings	7	5	- 28.6%	31	21	- 32.3%
Median Sales Price*	\$98,500	\$83,000	- 15.7%	\$81,000	\$70,000	- 13.6%
Average Sales Price*	\$136,071	\$77,200	- 43.3%	\$95,884	\$70,587	- 26.4%
Percent of List Price Received*	92.5%	91.9%	- 0.6%	94.6%	93.1%	- 1.6%
Days on Market Until Sale	114	66	- 42.1%	138	160	+ 15.9%
Inventory of Homes for Sale	52	32	- 38.5%	--	--	--
Months Supply of Inventory	5.7	4.4	- 22.8%	--	--	--

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

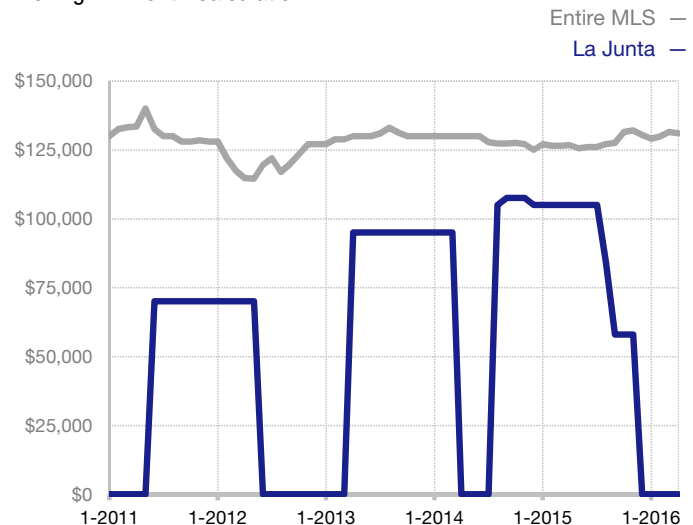
Townhouse-Condo Key Metrics	April			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 04-2015	Thru 04-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

* 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 April 2016

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Manzanola

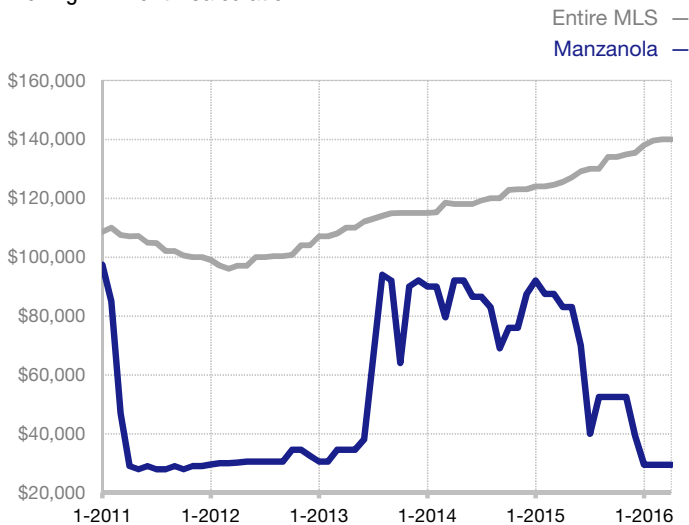
Single Family Key Metrics	April			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 04-2015	Thru 04-2016	Percent Change from Previous Year
New Listings	2	0	- 100.0%	3	1	- 66.7%
Sold Listings	0	0	--	3	1	- 66.7%
Median Sales Price*	\$0	\$0	--	\$70,000	\$75,000	+ 7.1%
Average Sales Price*	\$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	5	1	- 80.0%	--	--	--
Months Supply of Inventory	2.8	0.6	- 78.6%	--	--	--

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

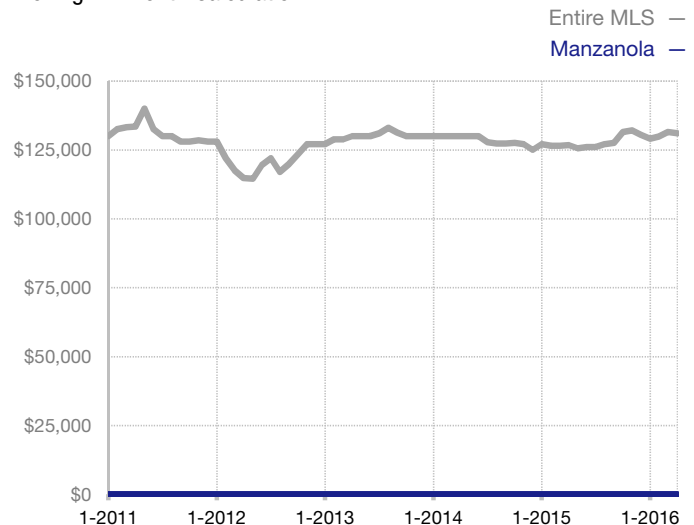
Townhouse-Condo Key Metrics	April			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 04-2015	Thru 04-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

* 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 April 2016

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Manzanola

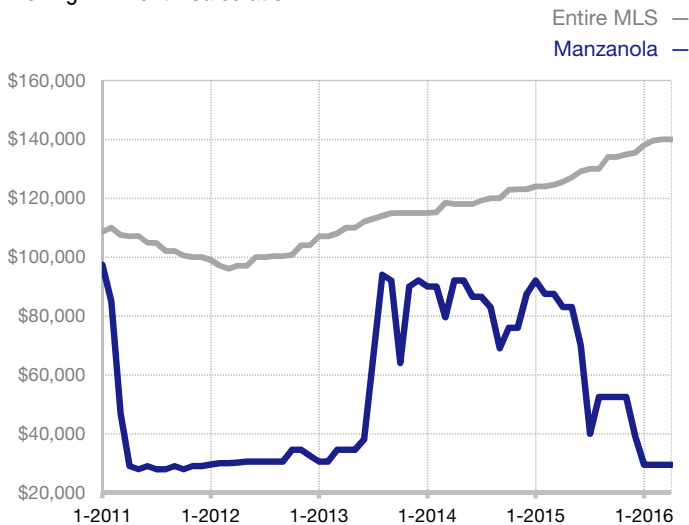
Single Family Key Metrics	April			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 04-2015	Thru 04-2016	Percent Change from Previous Year
New Listings	2	0	- 100.0%	3	1	- 66.7%
Sold Listings	0	0	--	3	1	- 66.7%
Median Sales Price*	\$0	\$0	--	\$70,000	\$75,000	+ 7.1%
Average Sales Price*	\$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	5	1	- 80.0%	--	--	--
Months Supply of Inventory	2.8	0.6	- 78.6%	--	--	--

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

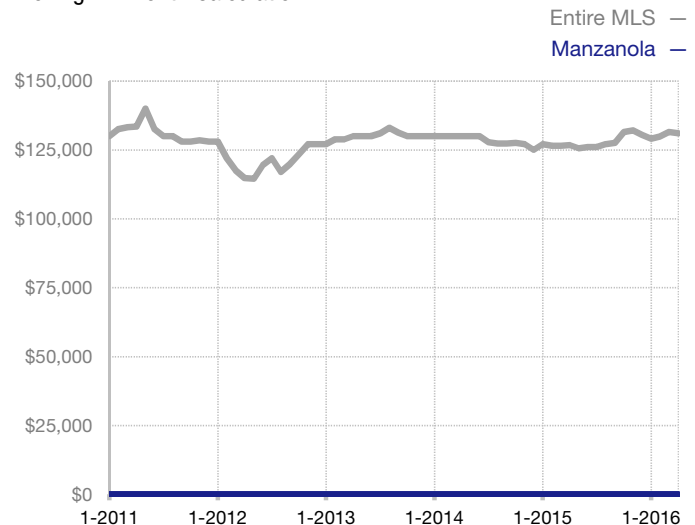
Townhouse-Condo Key Metrics	April			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 04-2015	Thru 04-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

* 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 April 2016

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Rocky Ford

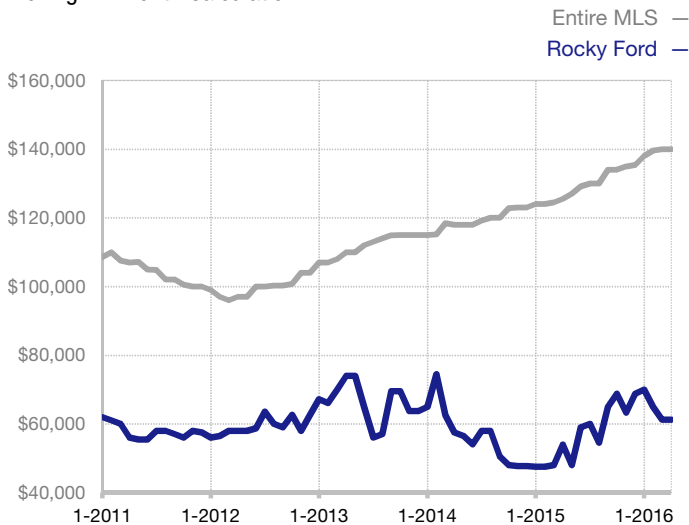
Single Family Key Metrics	April			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 04-2015	Thru 04-2016	Percent Change from Previous Year
New Listings	7	6	- 14.3%	16	19	+ 18.8%
Sold Listings	6	6	0.0%	17	19	+ 11.8%
Median Sales Price*	\$61,450	\$62,000	+ 0.9%	\$70,000	\$59,000	- 15.7%
Average Sales Price*	\$96,317	\$66,667	- 30.8%	\$88,694	\$83,216	- 6.2%
Percent of List Price Received*	88.0%	94.0%	+ 6.8%	91.1%	92.8%	+ 1.9%
Days on Market Until Sale	201	222	+ 10.4%	204	206	+ 1.0%
Inventory of Homes for Sale	32	27	- 15.6%	--	--	--
Months Supply of Inventory	7.8	6.8	- 12.8%	--	--	--

* 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 Key Metrics	April			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 04-2015	Thru 04-2016	Percent Change from Previous Year
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	--	--	--	--

* 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

