

Monthly Indicators



July 2018

Percent changes calculated using year-over-year comparisons.

New Listings were down 2.0 percent for single family homes and 7.7 percent for townhouse-condo properties. Pending Sales increased 1.2 percent for single family homes but decreased 25.0 percent for townhouse-condo properties.

The Median Sales Price was up 15.2 percent to \$193,700 for single family homes and 5.8 percent to \$158,750 for townhouse-condo properties. Days on Market decreased 29.1 percent for single family homes and 10.9 percent for townhouse-condo properties.

Consumer spending on home goods and renovations are up, and more people are entering the workforce. Employed people spending money is good for the housing market. Meanwhile, GDP growth was 4.1% in the second quarter, the strongest showing since 2014. Housing starts are down, but that is more reflective of low supply than anything else. With a growing economy, solid lending practices and the potential for improved inventory from new listing and building activity, market balance is more likely than a bubble.

Activity Snapshot

- 14.2% **+ 13.3%** **- 11.5%**

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
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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	7-2017	7-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		344	337	- 2.0%	2,063	2,145	+ 4.0%
Pending Sales		260	263	+ 1.2%	1,688	1,723	+ 2.1%
Sold Listings		242	209	- 13.6%	1,565	1,580	+ 1.0%
Median Sales Price		\$168,200	\$193,700	+ 15.2%	\$165,000	\$187,500	+ 13.6%
Avg. Sales Price		\$179,835	\$196,325	+ 9.2%	\$173,732	\$193,564	+ 11.4%
Pct. of List Price Received		97.9%	99.2%	+ 1.3%	97.9%	98.6%	+ 0.7%
Days on Market		86	61	- 29.1%	88	72	- 18.2%
Affordability Index		214	176	- 17.8%	218	181	- 17.0%
Active Listings		536	468	- 12.7%	--	--	--
Months Supply		2.4	2.0	- 16.7%	--	--	--

Townhouse-Condo Market Overview

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

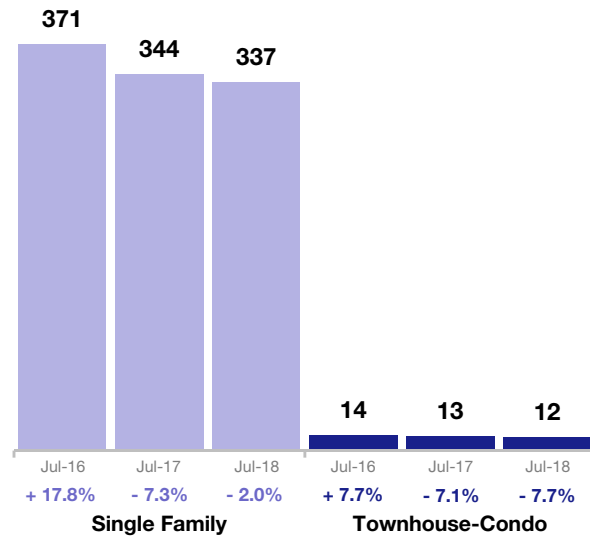


Key Metrics	Historical Sparkbars	7-2017	7-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		13	12	- 7.7%	64	75	+ 17.2%
Pending Sales		12	9	- 25.0%	62	65	+ 4.8%
Sold Listings		11	8	- 27.3%	55	57	+ 3.6%
Median Sales Price		\$150,000	\$158,750	+ 5.8%	\$140,000	\$167,000	+ 19.3%
Avg. Sales Price		\$164,845	\$162,063	- 1.7%	\$156,685	\$188,241	+ 20.1%
Pct. of List Price Received		98.1%	99.9%	+ 1.8%	96.7%	99.0%	+ 2.4%
Days on Market		64	57	- 10.9%	86	70	- 18.6%
Affordability Index		240	214	- 10.8%	257	204	- 20.6%
Active Listings		11	16	+ 45.5%	--	--	--
Months Supply		1.2	1.8	+ 50.0%	--	--	--

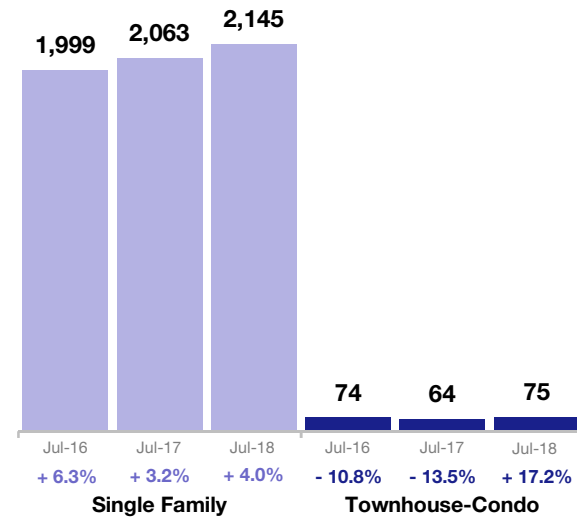
New Listings



July

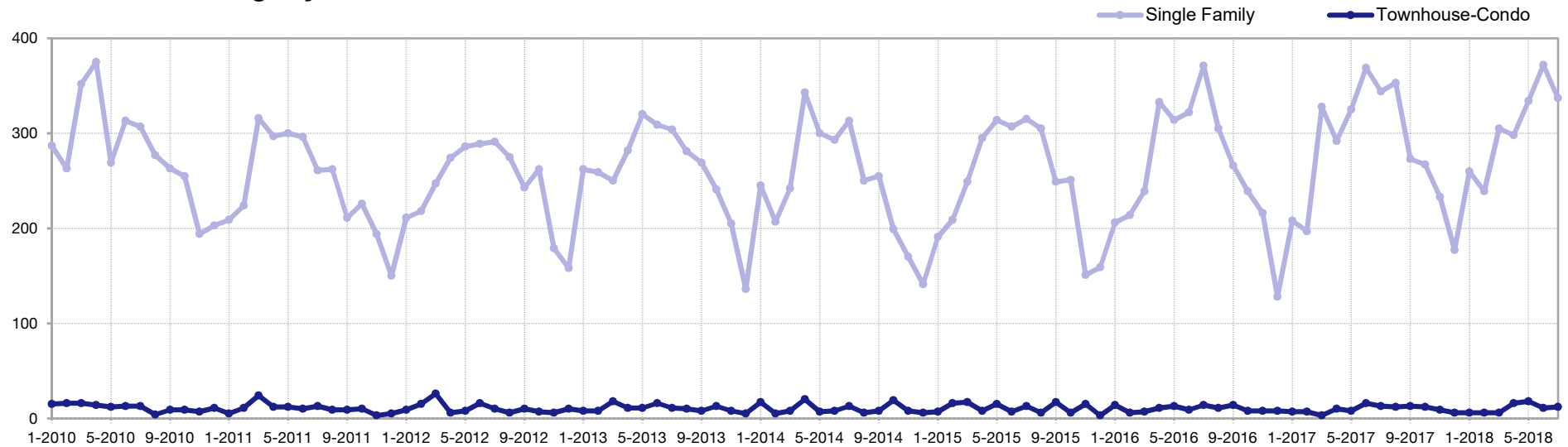


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2017	353	+15.7%	12	+9.1%
Sep-2017	273	+2.6%	13	-7.1%
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	305	-7.0%	6	+100.0%
Apr-2018	298	+2.1%	16	+60.0%
May-2018	334	+2.8%	18	+125.0%
Jun-2018	372	+0.8%	11	-31.3%
Jul-2018	337	-2.0%	12	-7.7%

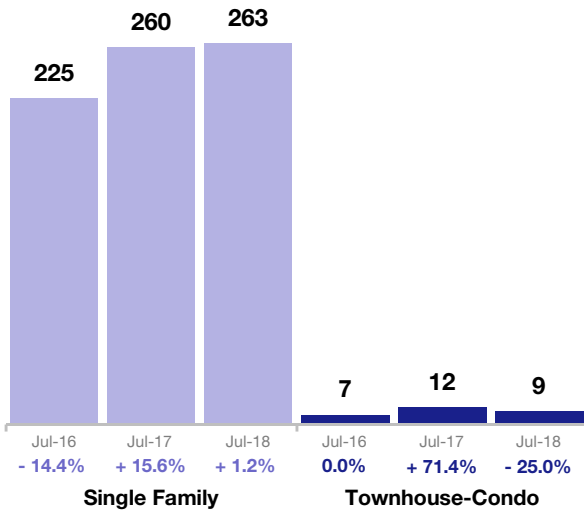
Historical New Listings by Month



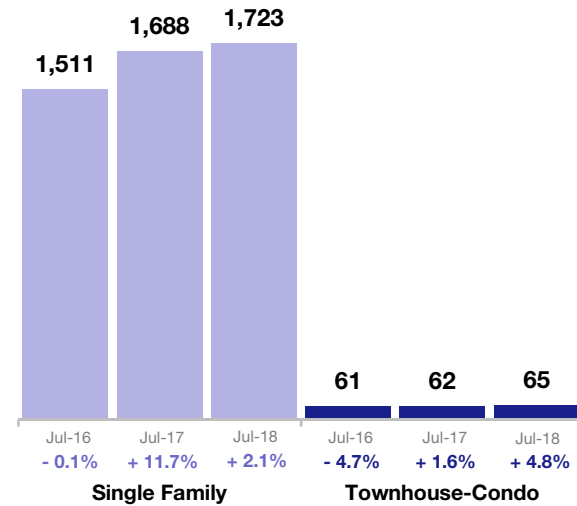
Pending Sales



July

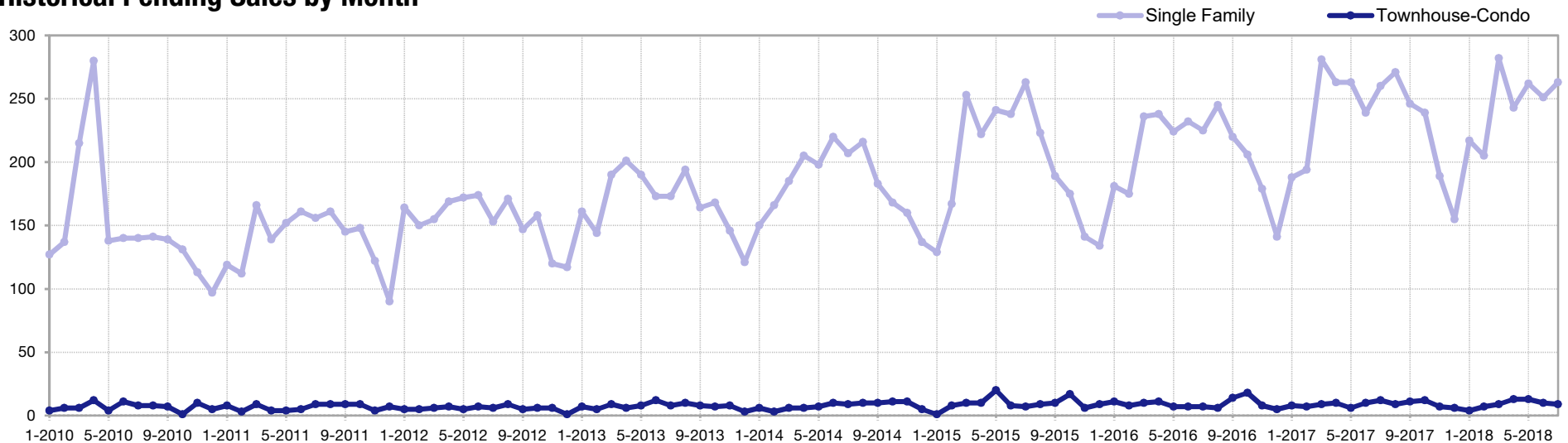


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2017	271	+10.6%	9	+50.0%
Sep-2017	246	+11.8%	11	-21.4%
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	205	+5.7%	7	0.0%
Mar-2018	282	+0.4%	9	0.0%
Apr-2018	243	-7.6%	13	+30.0%
May-2018	262	-0.4%	13	+116.7%
Jun-2018	251	+5.0%	10	0.0%
Jul-2018	263	+1.2%	9	-25.0%

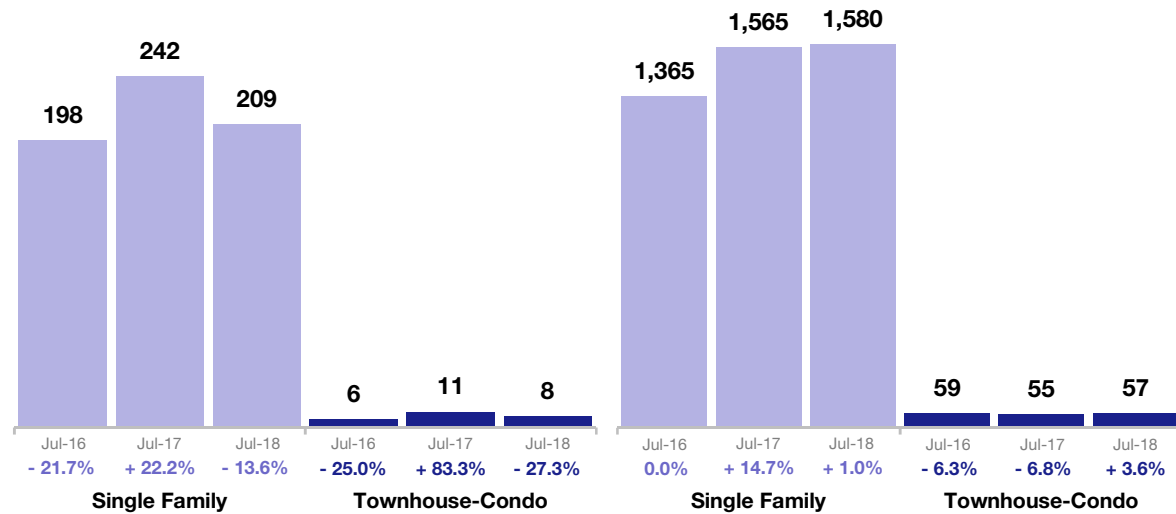
Historical Pending Sales by Month



Sold Listings

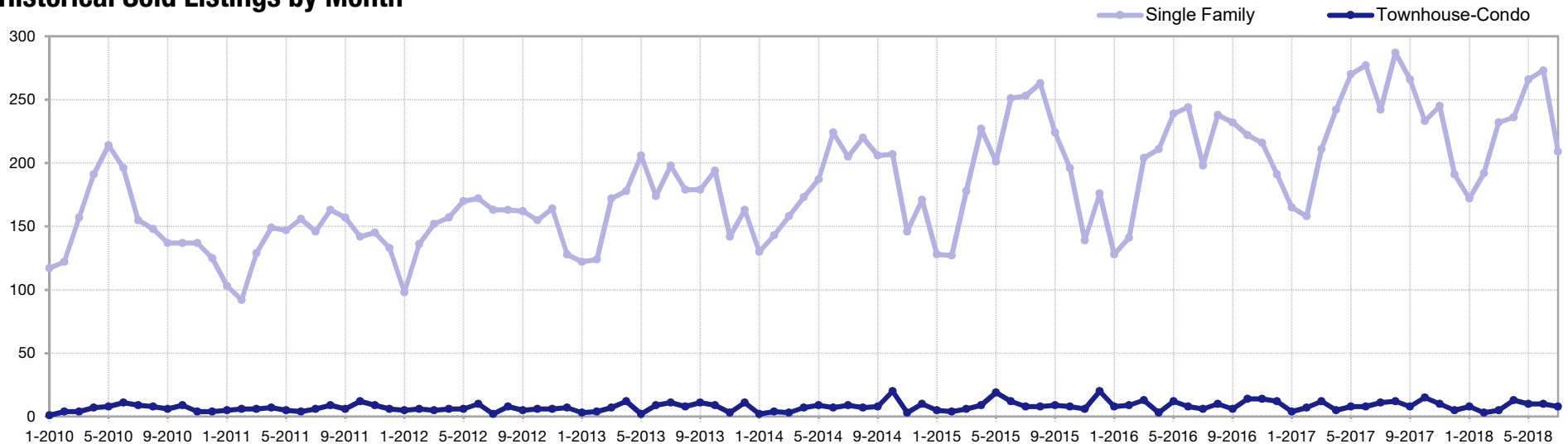


July



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2017	287	+20.6%	12	+20.0%
Sep-2017	266	+14.7%	8	+33.3%
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	236	-2.5%	13	+160.0%
May-2018	266	-1.5%	10	+25.0%
Jun-2018	273	-1.4%	10	+25.0%
Jul-2018	209	-13.6%	8	-27.3%

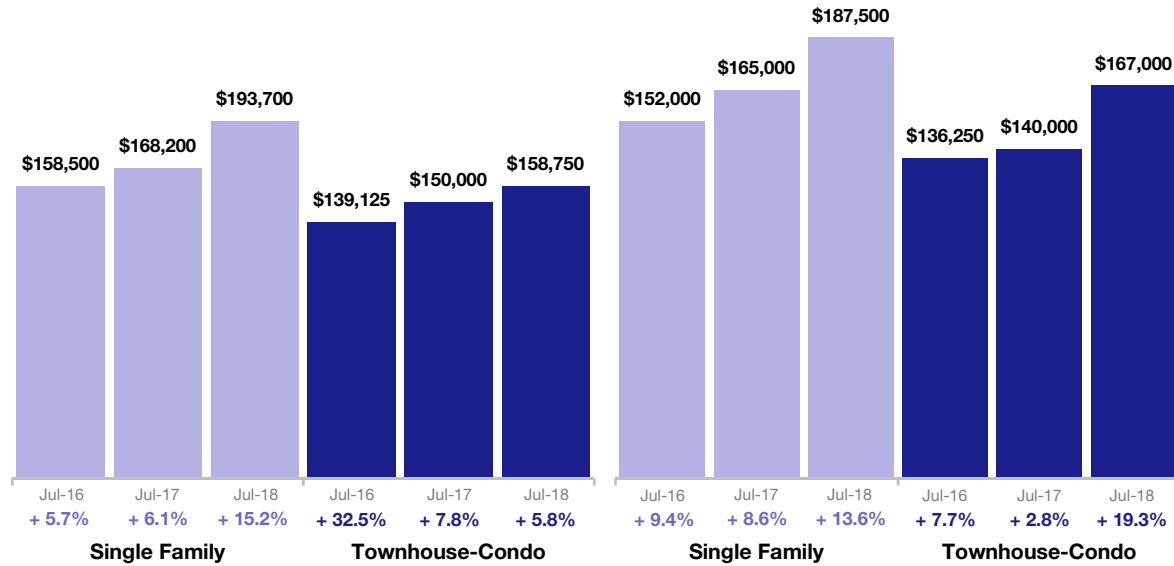
Historical Sold Listings by Month



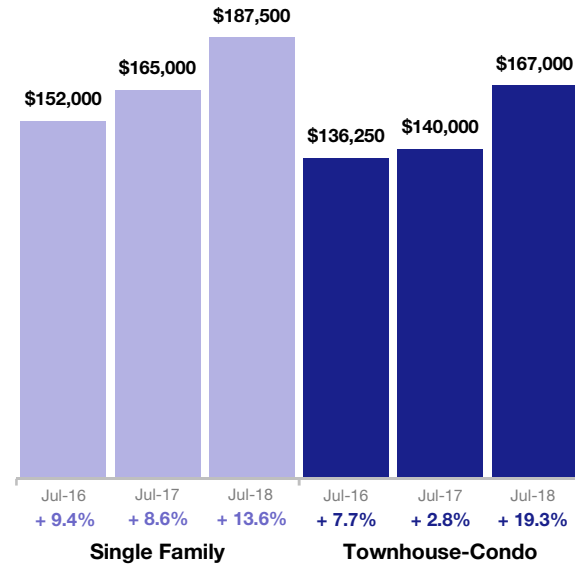
Median Sales Price



July

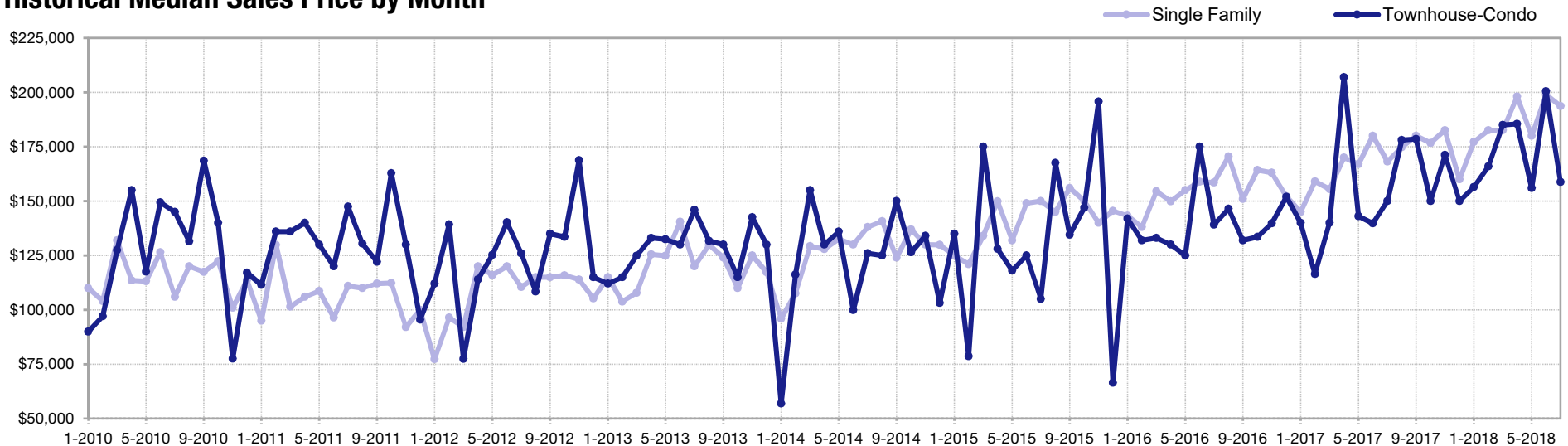


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2017	\$174,750	+2.5%	\$178,000	+21.5%
Sep-2017	\$180,000	+19.2%	\$178,500	+35.2%
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	\$198,000	+16.5%	\$185,500	-10.4%
May-2018	\$179,950	+7.8%	\$156,000	+9.1%
Jun-2018	\$199,000	+10.6%	\$200,500	+43.5%
Jul-2018	\$193,700	+15.2%	\$158,750	+5.8%

Historical Median Sales Price by Month

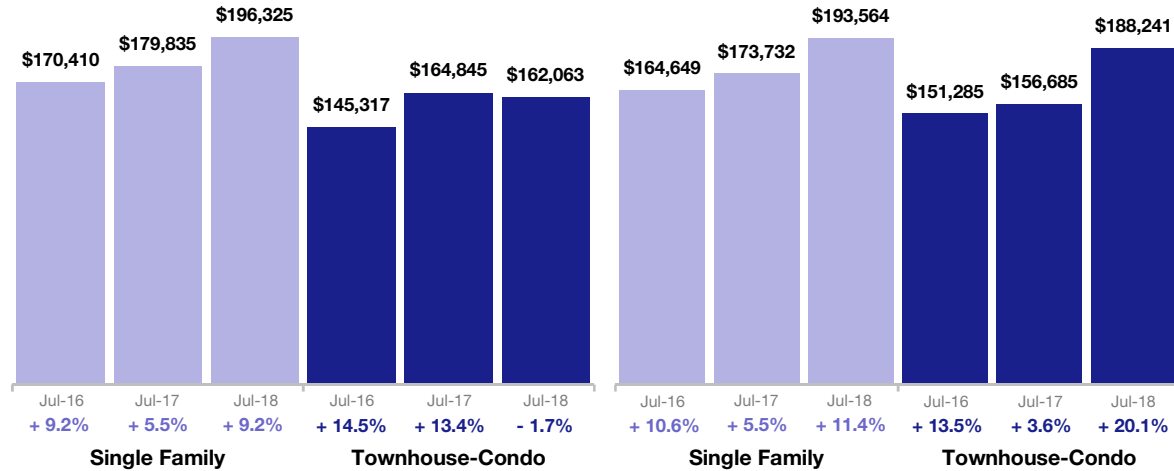


Average Sales Price



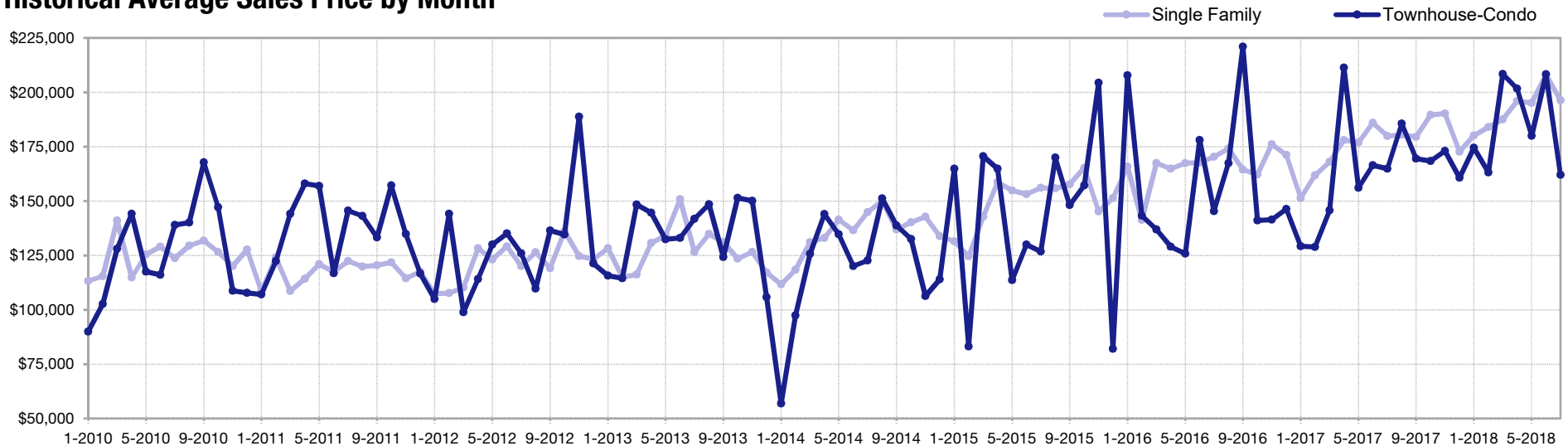
July

Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2017	\$180,521	+3.7%	\$185,596	+10.8%
Sep-2017	\$179,555	+9.1%	\$169,500	-23.3%
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	\$195,991	+10.0%	\$201,754	-4.5%
May-2018	\$195,172	+10.3%	\$180,030	+15.4%
Jun-2018	\$208,051	+11.8%	\$208,305	+25.2%
Jul-2018	\$196,325	+9.2%	\$162,063	-1.7%

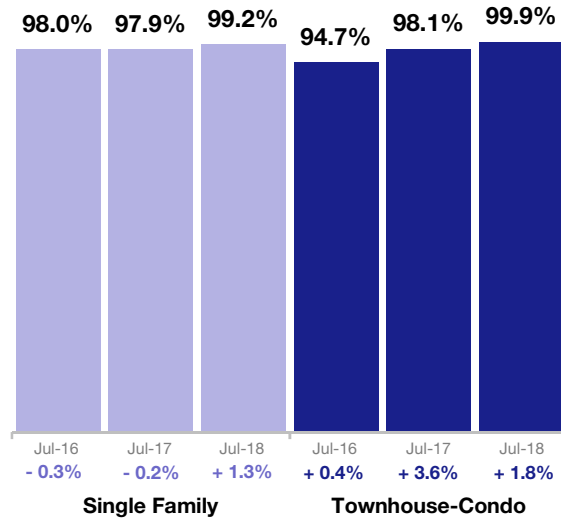
Historical Average Sales Price by Month



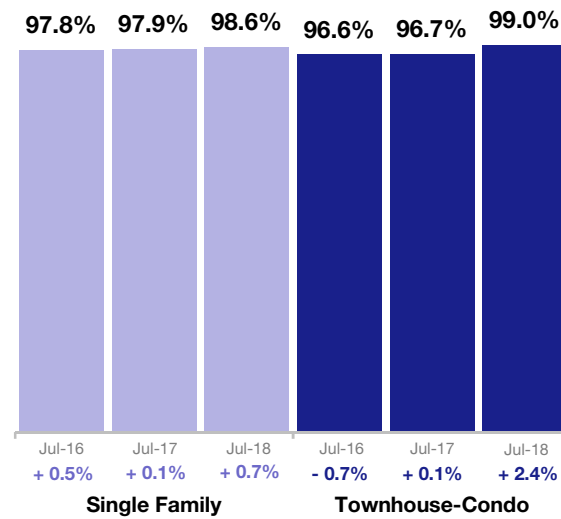
Percent of List Price Received



July

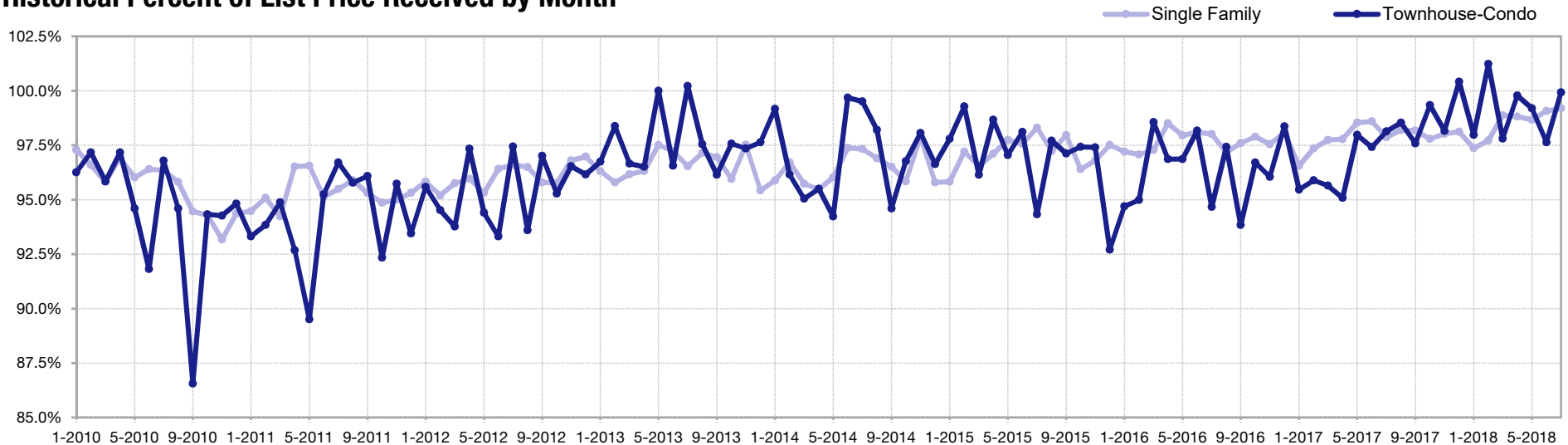


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2017	98.2%	+1.0%	98.5%	+1.1%
Sep-2017	98.2%	+0.6%	97.6%	+4.1%
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%	97.6%	+0.2%
Jul-2018	99.2%	+1.3%	99.9%	+1.8%

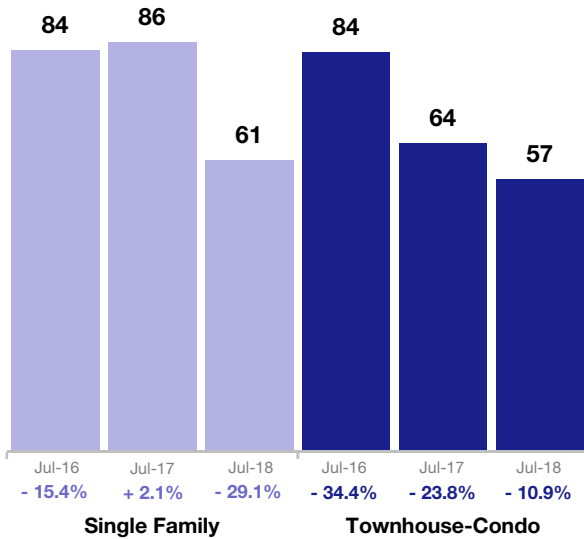
Historical Percent of List Price Received by Month



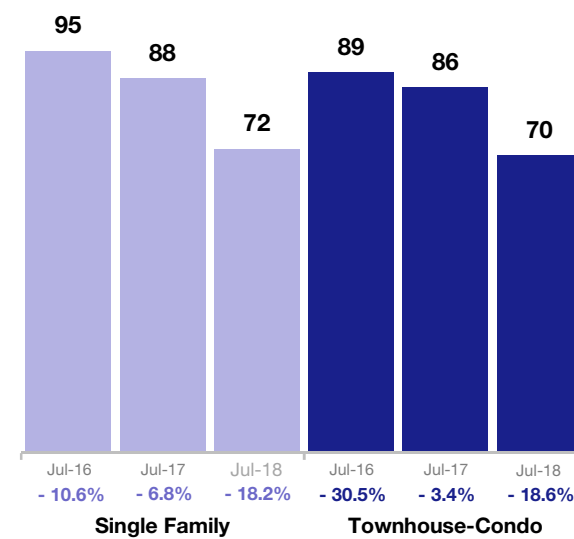
Days on Market Until Sale



July

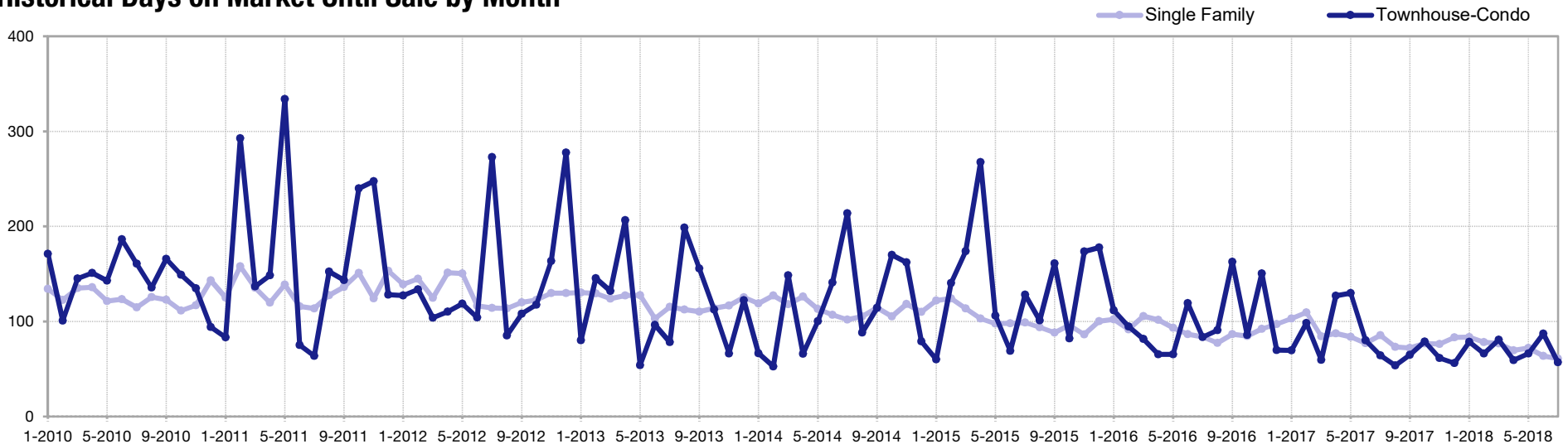


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2017	73	-5.2%	54	-40.7%
Sep-2017	72	-17.2%	65	-60.1%
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%	87	+8.7%
Jul-2018	61	-29.1%	57	-10.9%

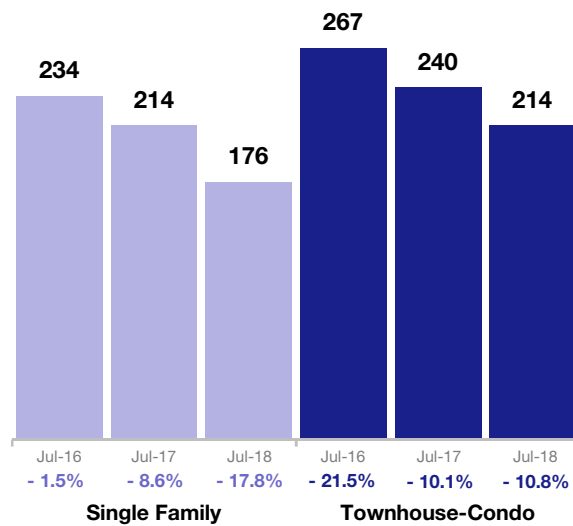
Historical Days on Market Until Sale by Month



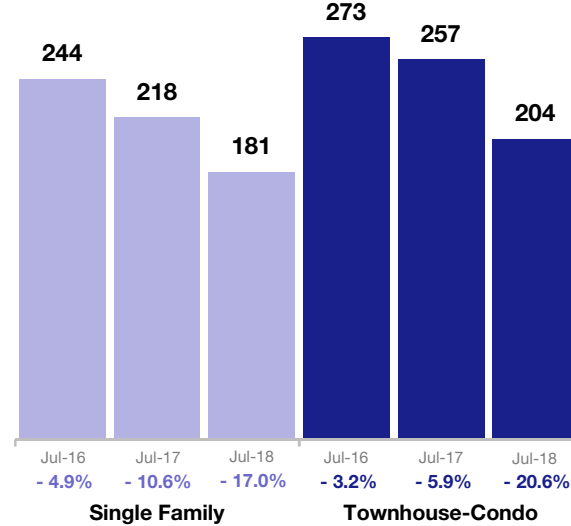
Housing Affordability Index



July

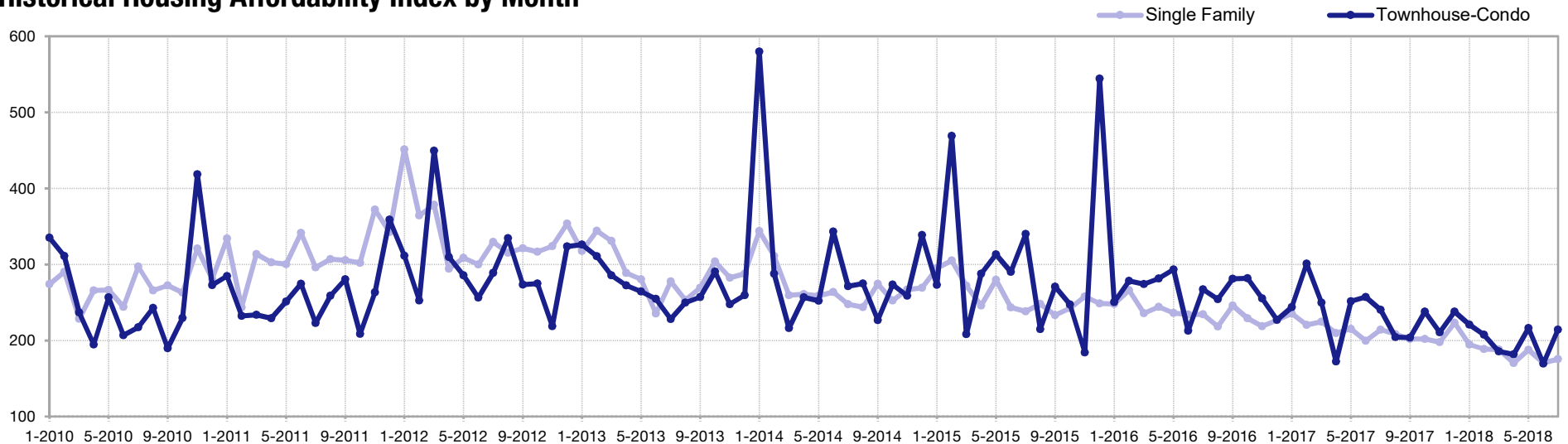


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2017	208	-4.6%	204	-19.7%
Sep-2017	202	-17.9%	204	-27.4%
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	170	-19.0%	182	+5.8%
May-2018	188	-12.6%	216	-14.3%
Jun-2018	171	-14.5%	170	-33.9%
Jul-2018	176	-17.8%	214	-10.8%

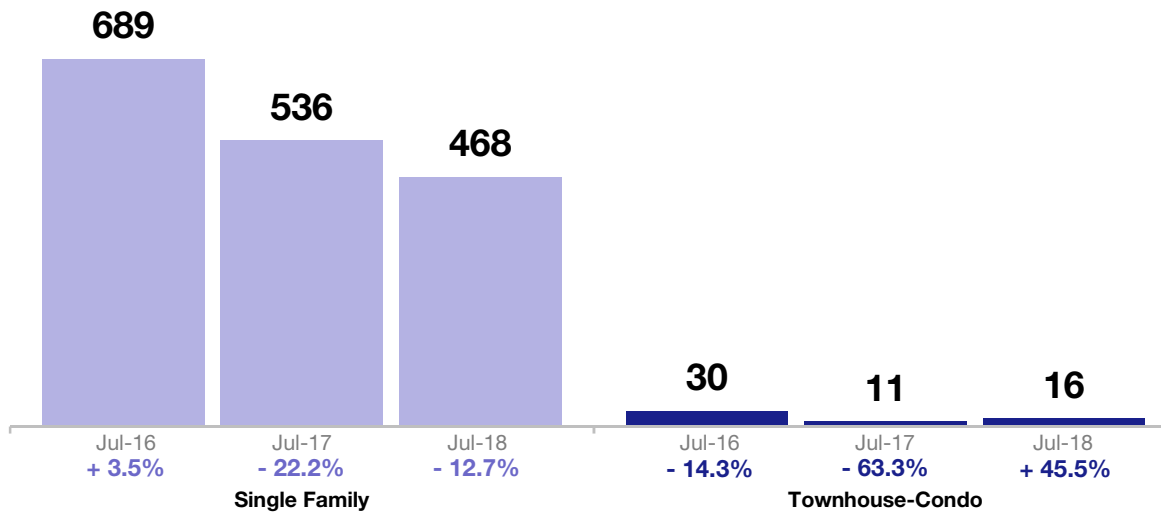
Historical Housing Affordability Index by Month



Inventory of Active Listings

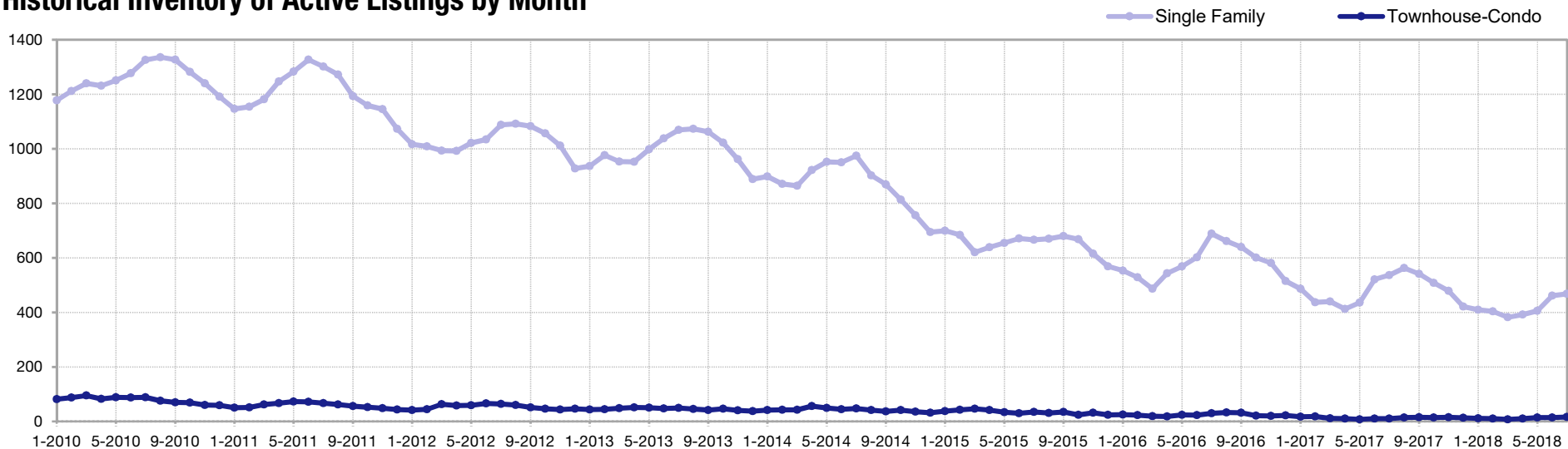


July



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2017	563	-14.8%	14	-57.6%
Sep-2017	541	-15.5%	15	-53.1%
Oct-2017	508	-15.5%	14	-33.3%
Nov-2017	479	-17.6%	15	-25.0%
Dec-2017	421	-18.3%	13	-40.9%
Jan-2018	410	-15.8%	12	-29.4%
Feb-2018	404	-7.6%	11	-38.9%
Mar-2018	382	-13.2%	8	-33.3%
Apr-2018	392	-5.1%	11	0.0%
May-2018	406	-6.9%	14	+75.0%
Jun-2018	461	-11.5%	14	+27.3%
Jul-2018	468	-12.7%	16	+45.5%

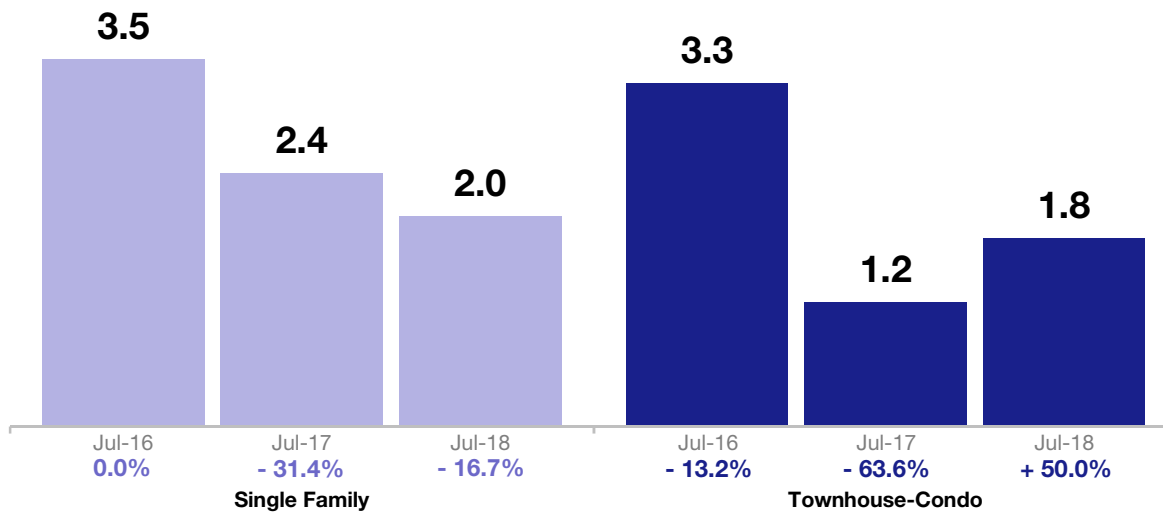
Historical Inventory of Active Listings by Month



Months Supply of Inventory

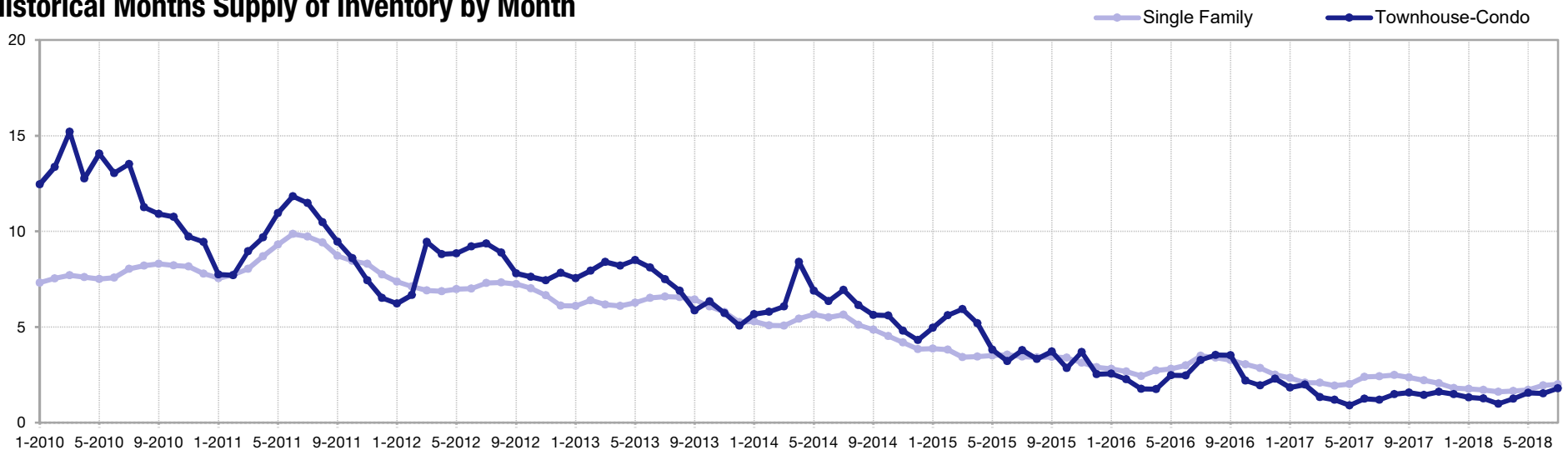


July



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2017	2.5	-26.5%	1.5	-57.1%
Sep-2017	2.4	-27.3%	1.6	-54.3%
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%	1.5	+25.0%
Jul-2018	2.0	-16.7%	1.8	+50.0%

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.



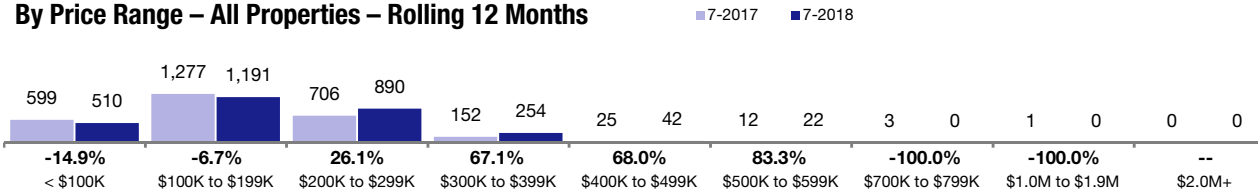
Key Metrics	Historical Sparkbars	7-2017	7-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		357	349	- 2.2%	2,127	2,220	+ 4.4%
Pending Sales		272	272	0.0%	1,750	1,788	+ 2.2%
Sold Listings		253	217	- 14.2%	1,620	1,637	+ 1.0%
Median Sales Price		\$167,750	\$190,000	+ 13.3%	\$164,800	\$186,750	+ 13.3%
Avg. Sales Price		\$179,181	\$195,062	+ 8.9%	\$173,152	\$193,378	+ 11.7%
Pct. of List Price Received		97.9%	99.2%	+ 1.3%	97.9%	98.6%	+ 0.7%
Days on Market		85	61	- 28.2%	88	72	- 18.2%
Affordability Index		215	179	- 16.7%	219	182	- 16.9%
Active Listings		547	484	- 11.5%	--	--	--
Months Supply		2.4	2.0	- 16.7%	--	--	--

Sold Listings

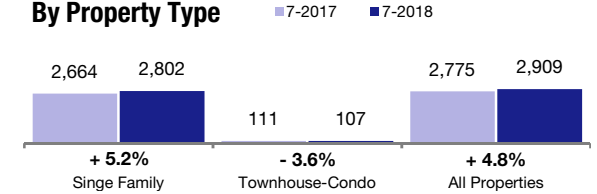
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	7-2017	7-2018	Change	7-2017	7-2018	Change
\$99,999 and Below	577	506	-12.3%	22	4	-81.8%
\$100,000 to \$199,999	1,209	1,114	-7.9%	68	77	+13.2%
\$200,000 to \$299,999	689	873	+26.7%	17	17	0.0%
\$300,000 to \$399,999	149	246	+65.1%	3	8	+166.7%
\$400,000 to \$499,999	25	41	+64.0%	0	1	--
\$500,000 to \$699,999	11	22	+100.0%	1	0	-100.0%
\$700,000 to \$999,999	3	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	2,664	2,802	+5.2%	111	107	-3.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	6-2018	7-2018	Change	6-2018	7-2018	Change
\$99,999 and Below	32	38	+18.8%	0	1	--
\$100,000 to \$199,999	105	75	-28.6%	5	6	+20.0%
\$200,000 to \$299,999	95	69	-27.4%	2	1	-50.0%
\$300,000 to \$399,999	32	23	-28.1%	3	0	-100.0%
\$400,000 to \$499,999	4	0	-100.0%	0	0	--
\$500,000 to \$699,999	5	4	-20.0%	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	273	209	-23.4%	10	8	-20.0%

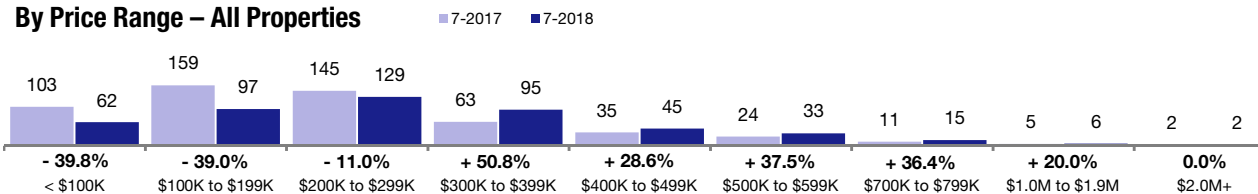
Year to Date

By Price Range	Single Family			Condo		
	7-2017	7-2018	Change	7-2017	7-2018	Change
\$99,999 and Below	340	271	-20.3%	11	1	-90.9%
\$100,000 to \$199,999	686	606	-11.7%	32	41	+28.1%
\$200,000 to \$299,999	419	506	+20.8%	9	7	-22.2%
\$300,000 to \$399,999	99	163	+64.6%	3	7	+133.3%
\$400,000 to \$499,999	12	22	+83.3%	0	1	--
\$500,000 to \$699,999	8	12	+50.0%	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	1,565	1,580	+1.0%	55	57	+3.6%

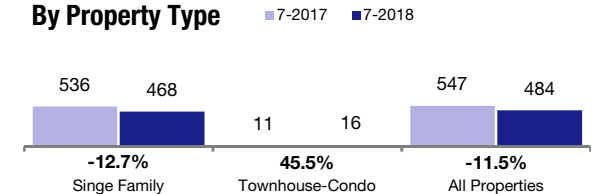
Inventory of Active Listings

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		
	7-2017	7-2018	Change	7-2017	7-2018	Change
\$99,999 and Below	102	61	-40.2%	1	1	0.0%
\$100,000 to \$199,999	153	93	-39.2%	6	4	-33.3%
\$200,000 to \$299,999	141	123	-12.8%	4	6	+50.0%
\$300,000 to \$399,999	63	91	+44.4%	0	4	--
\$400,000 to \$499,999	35	45	+28.6%	0	0	--
\$500,000 to \$699,999	24	32	+33.3%	0	1	--
\$700,000 to \$999,999	11	15	+36.4%	0	0	--
\$1,000,000 to \$1,999,999	5	6	+20.0%	0	0	--
\$2,000,000 and Above	2	2	0.0%	0	0	--
All Price Ranges	536	468	-12.7%	11	16	+45.5%

Compared to Prior Month

By Price Range	Single Family			Condo		
	6-2018	7-2018	Change	6-2018	7-2018	Change
\$99,999 and Below	67	61	-9.0%	0	1	--
\$100,000 to \$199,999	91	93	+2.2%	2	4	+100.0%
\$200,000 to \$299,999	120	123	+2.5%	7	6	-14.3%
\$300,000 to \$399,999	90	91	+1.1%	5	4	-20.0%
\$400,000 to \$499,999	39	45	+15.4%	0	0	--
\$500,000 to \$699,999	31	32	+3.2%	0	1	--
\$700,000 to \$999,999	14	15	+7.1%	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	461	468	+1.5%	14	16	+14.3%

Year to Date

By Price Range	Single Family			Condo		
	7-2017	7-2018	Change	7-2017	7-2018	Change
\$99,999 and Below	67	61	-9.0%	0	1	--
\$100,000 to \$199,999	91	93	+2.2%	2	4	+100.0%
\$200,000 to \$299,999	120	123	+2.5%	7	6	-14.3%
\$300,000 to \$399,999	90	91	+1.1%	5	4	-20.0%
\$400,000 to \$499,999	39	45	+15.4%	0	0	--
\$500,000 to \$699,999	31	32	+3.2%	0	1	--
\$700,000 to \$999,999	14	15	+7.1%	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	461	468	+1.5%	14	16	+14.3%

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 July 2018

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Pueblo County

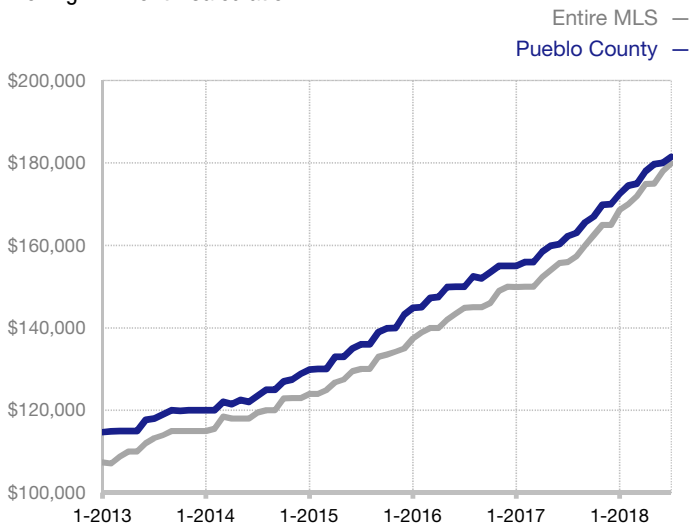
Single Family Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	343	325	- 5.2%	2,052	2,091	+ 1.9%
Sold Listings	244	205	- 16.0%	1,562	1,556	- 0.4%
Median Sales Price*	\$168,200	\$192,000	+ 14.1%	\$165,000	\$187,000	+ 13.3%
Average Sales Price*	\$179,677	\$194,902	+ 8.5%	\$173,781	\$193,258	+ 11.2%
Percent of List Price Received*	98.0%	99.2%	+ 1.2%	97.9%	98.6%	+ 0.7%
Days on Market Until Sale	89	60	- 32.6%	89	72	- 19.1%
Inventory of Homes for Sale	535	442	- 17.4%	--	--	--
Months Supply of Inventory	2.4	1.9	- 20.8%	--	--	--

* 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	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	10	11	+ 10.0%	61	73	+ 19.7%
Sold Listings	11	8	- 27.3%	55	56	+ 1.8%
Median Sales Price*	\$150,000	\$158,750	+ 5.8%	\$140,000	\$167,000	+ 19.3%
Average Sales Price*	\$164,845	\$162,063	- 1.7%	\$156,685	\$189,103	+ 20.7%
Percent of List Price Received*	98.1%	99.9%	+ 1.8%	96.7%	99.0%	+ 2.4%
Days on Market Until Sale	64	57	- 10.9%	86	70	- 18.6%
Inventory of Homes for Sale	8	16	+ 100.0%	--	--	--
Months Supply of Inventory	0.9	1.9	+ 111.1%	--	--	--

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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 July 2018

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Arkansas Valley/Otero County

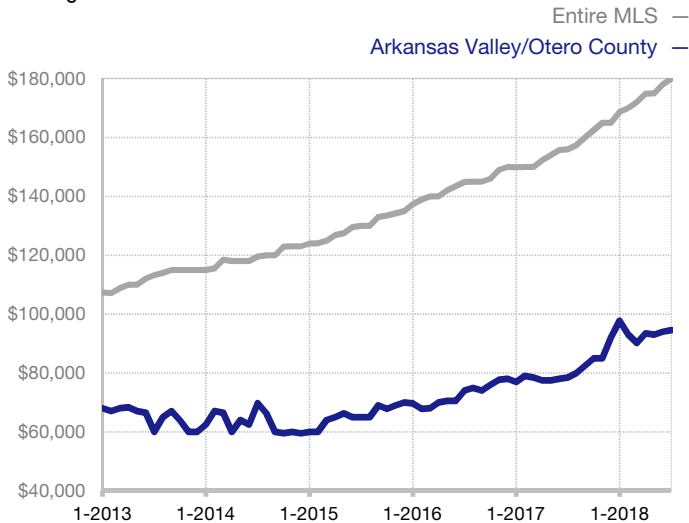
Single Family Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	33	37	+ 12.1%	232	231	- 0.4%
Sold Listings	28	27	- 3.6%	181	175	- 3.3%
Median Sales Price*	\$95,950	\$103,500	+ 7.9%	\$78,000	\$86,500	+ 10.9%
Average Sales Price*	\$97,029	\$133,221	+ 37.3%	\$91,362	\$105,698	+ 15.7%
Percent of List Price Received*	95.9%	94.1%	- 1.9%	94.0%	95.6%	+ 1.7%
Days on Market Until Sale	102	101	- 1.0%	142	120	- 15.5%
Inventory of Homes for Sale	117	98	- 16.2%	--	--	--
Months Supply of Inventory	4.4	3.8	- 13.6%	--	--	--

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

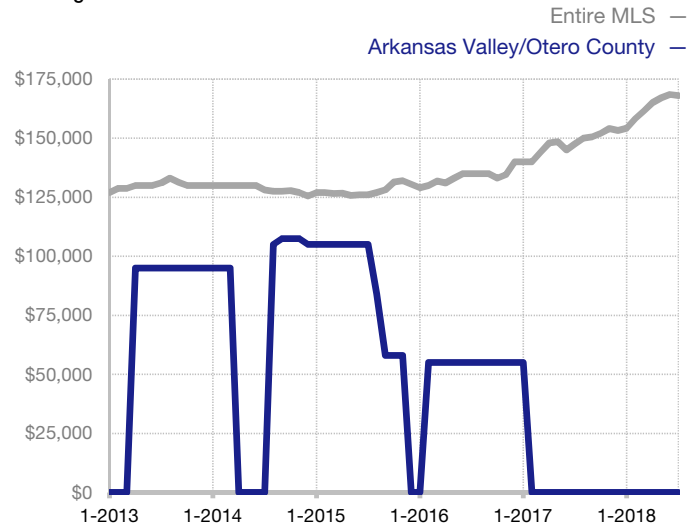
Townhouse-Condo Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	0	0	--	1	1	0.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 July 2018

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Fowler

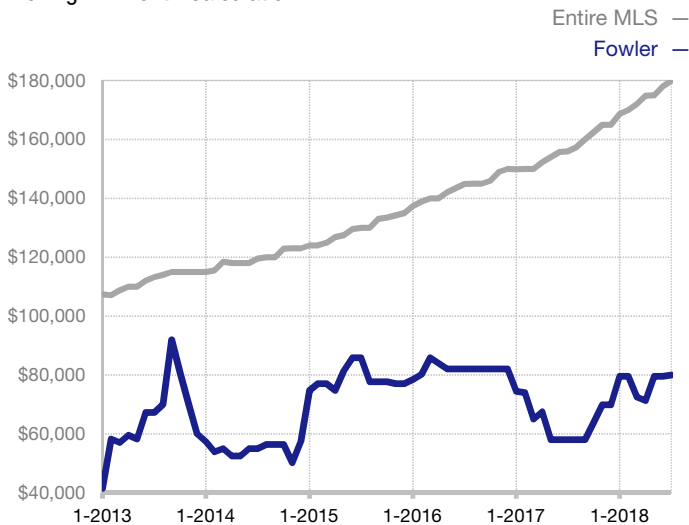
Single Family Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	1	3	+ 200.0%	14	21	+ 50.0%
Sold Listings	3	3	0.0%	16	22	+ 37.5%
Median Sales Price*	\$79,500	\$360,000	+ 352.8%	\$58,000	\$80,000	+ 37.9%
Average Sales Price*	\$82,283	\$326,667	+ 297.0%	\$68,053	\$118,974	+ 74.8%
Percent of List Price Received*	92.3%	100.2%	+ 8.6%	92.4%	98.7%	+ 6.8%
Days on Market Until Sale	82	81	- 1.2%	102	112	+ 9.8%
Inventory of Homes for Sale	9	7	- 22.2%	--	--	--
Months Supply of Inventory	4.0	2.3	- 42.5%	--	--	--

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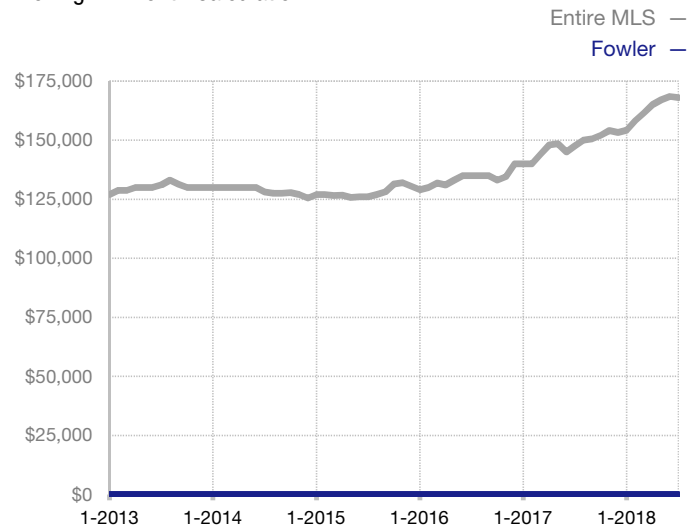
Townhouse-Condo Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 July 2018

A Research Tool Provided by the Colorado Association of REALTORS®



Huerfano County

Single Family Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	15	16	+ 6.7%	75	87	+ 16.0%
Sold Listings	3	6	+ 100.0%	21	44	+ 109.5%
Median Sales Price*	\$125,000	\$213,250	+ 70.6%	\$250,000	\$157,500	- 37.0%
Average Sales Price*	\$176,667	\$242,917	+ 37.5%	\$251,183	\$187,261	- 25.4%
Percent of List Price Received*	89.8%	99.6%	+ 10.9%	97.1%	94.2%	- 3.0%
Days on Market Until Sale	187	93	- 50.3%	177	186	+ 5.1%
Inventory of Homes for Sale	67	81	+ 20.9%	--	--	--
Months Supply of Inventory	23.0	16.5	- 28.3%	--	--	--

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

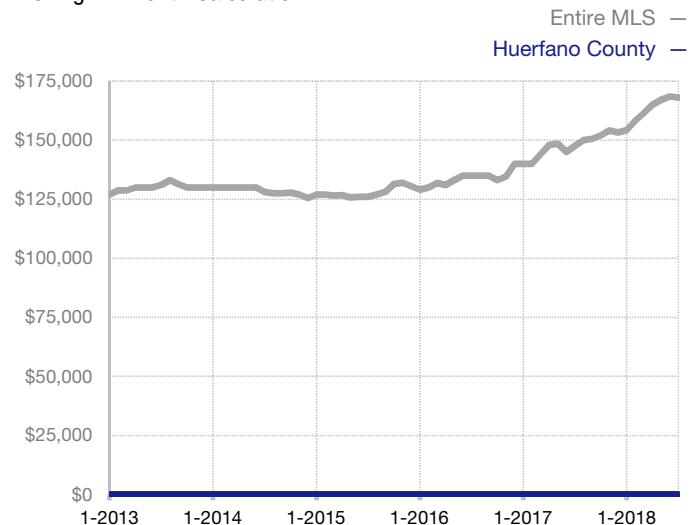
Townhouse-Condo Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	0	0	--	1	2	+ 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	3	2	- 33.3%	--	--	--
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 July 2018

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La Junta

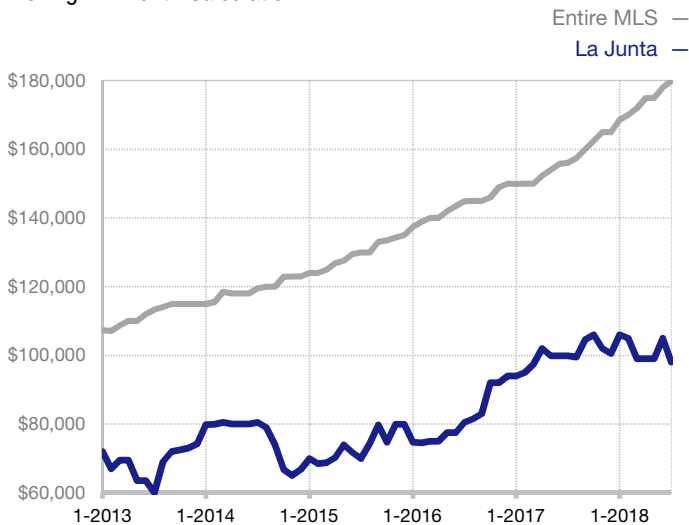
Single Family Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	8	8	0.0%	53	64	+ 20.8%
Sold Listings	7	9	+ 28.6%	47	44	- 6.4%
Median Sales Price*	\$113,000	\$94,000	- 16.8%	\$89,500	\$91,250	+ 2.0%
Average Sales Price*	\$122,350	\$132,044	+ 7.9%	\$90,714	\$106,875	+ 17.8%
Percent of List Price Received*	96.0%	94.4%	- 1.7%	92.7%	96.6%	+ 4.2%
Days on Market Until Sale	76	76	0.0%	149	111	- 25.5%
Inventory of Homes for Sale	26	25	- 3.8%	--	--	--
Months Supply of Inventory	3.4	3.6	+ 5.9%	--	--	--

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

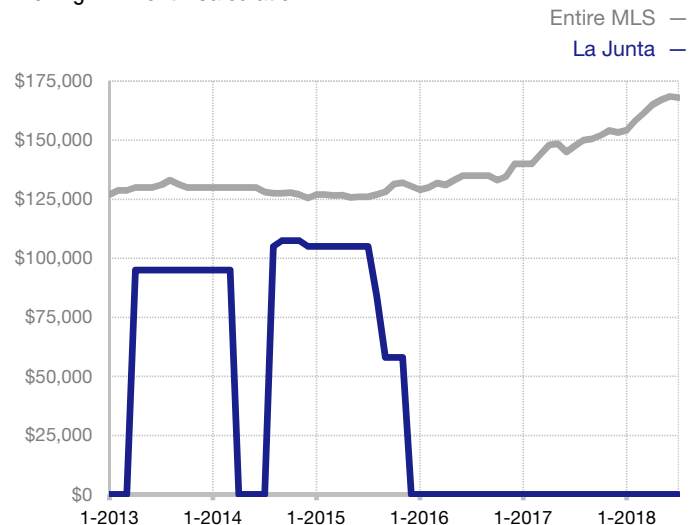
Townhouse-Condo Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 July 2018

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Lamar

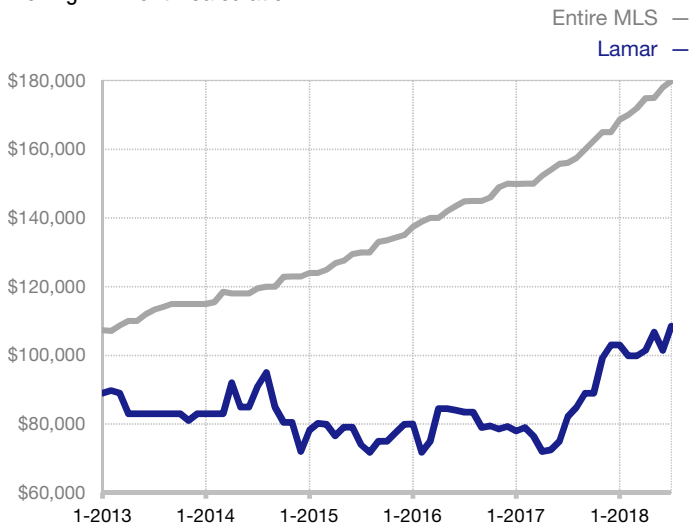
Single Family Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	4	5	+ 25.0%	37	36	- 2.7%
Sold Listings	4	5	+ 25.0%	27	25	- 7.4%
Median Sales Price*	\$92,400	\$121,000	+ 31.0%	\$98,500	\$105,000	+ 6.6%
Average Sales Price*	\$90,950	\$125,400	+ 37.9%	\$104,574	\$111,200	+ 6.3%
Percent of List Price Received*	100.3%	95.4%	- 4.9%	94.7%	96.0%	+ 1.4%
Days on Market Until Sale	103	60	- 41.7%	145	114	- 21.4%
Inventory of Homes for Sale	11	13	+ 18.2%	--	--	--
Months Supply of Inventory	2.8	3.5	+ 25.0%	--	--	--

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

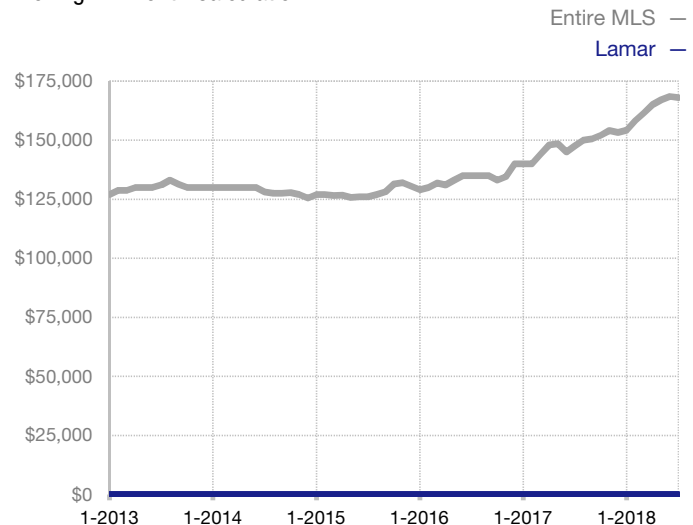
Townhouse-Condo Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 July 2018

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Las Animas

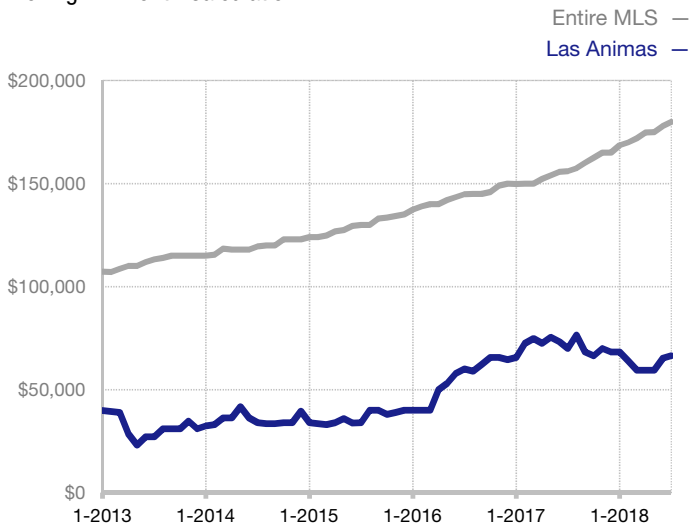
Single Family	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
Key Metrics						
New Listings	5	5	0.0%	18	17	- 5.6%
Sold Listings	1	2	+ 100.0%	17	13	- 23.5%
Median Sales Price*	\$53,900	\$82,250	+ 52.6%	\$70,000	\$63,500	- 9.3%
Average Sales Price*	\$53,900	\$82,250	+ 52.6%	\$75,712	\$67,500	- 10.8%
Percent of List Price Received*	93.1%	100.0%	+ 7.4%	94.0%	90.2%	- 4.0%
Days on Market Until Sale	159	65	- 59.1%	117	100	- 14.5%
Inventory of Homes for Sale	8	5	- 37.5%	--	--	--
Months Supply of Inventory	3.0	1.7	- 43.3%	--	--	--

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

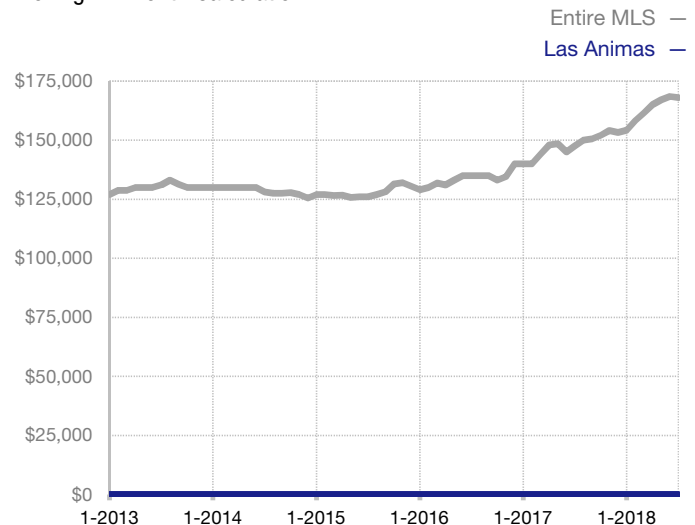
Townhouse-Condo	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 July 2018

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Manzanola

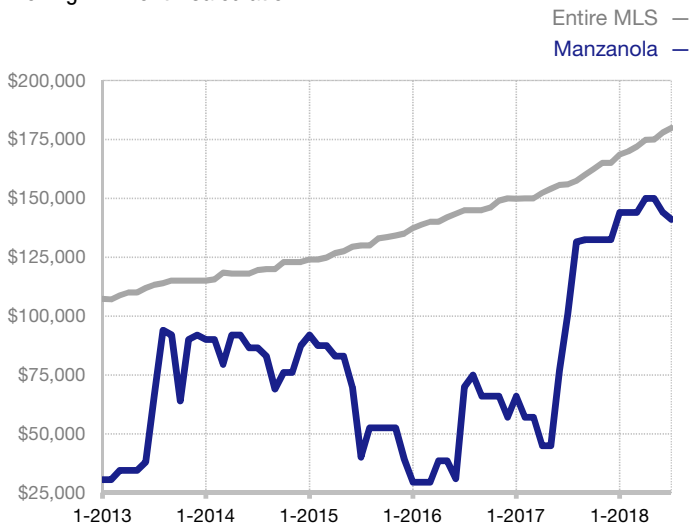
Single Family Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	1	3	+ 200.0%	10	7	- 30.0%
Sold Listings	2	0	- 100.0%	5	3	- 40.0%
Median Sales Price*	\$144,000	\$0	- 100.0%	\$138,000	\$155,000	+ 12.3%
Average Sales Price*	\$144,000	\$0	- 100.0%	\$128,980	\$152,333	+ 18.1%
Percent of List Price Received*	96.0%	0.0%	- 100.0%	97.2%	105.8%	+ 8.8%
Days on Market Until Sale	94	0	- 100.0%	98	109	+ 11.2%
Inventory of Homes for Sale	4	5	+ 25.0%	--	--	--
Months Supply of Inventory	2.5	2.9	+ 16.0%	--	--	--

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

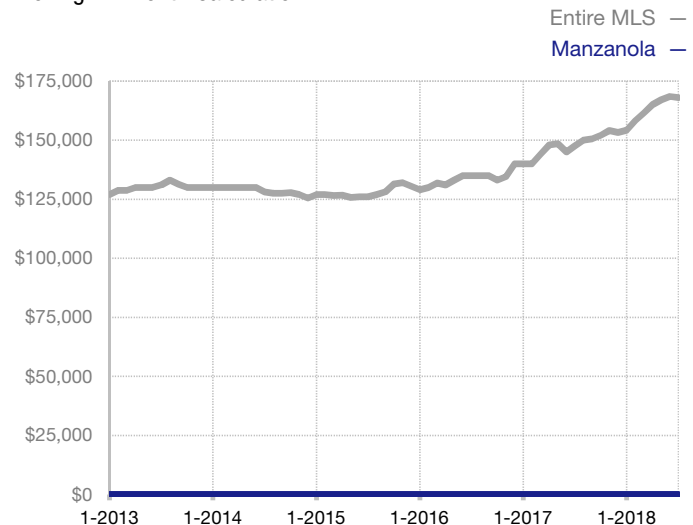
Townhouse-Condo Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 July 2018

A Research Tool Provided by the Colorado Association of REALTORS®



Rocky Ford

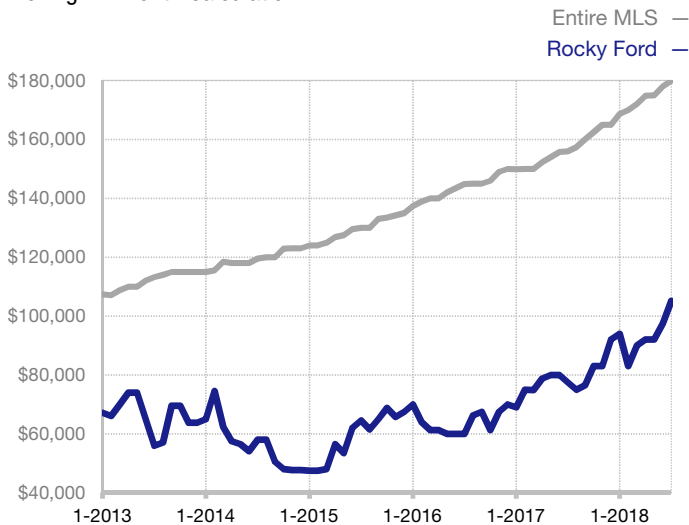
Single Family Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	10	4	- 60.0%	43	33	- 23.3%
Sold Listings	7	2	- 71.4%	27	29	+ 7.4%
Median Sales Price*	\$65,000	\$85,250	+ 31.2%	\$75,500	\$97,500	+ 29.1%
Average Sales Price*	\$77,814	\$85,250	+ 9.6%	\$96,988	\$105,489	+ 8.8%
Percent of List Price Received*	96.1%	97.1%	+ 1.0%	96.9%	93.4%	- 3.6%
Days on Market Until Sale	126	68	- 46.0%	138	132	- 4.3%
Inventory of Homes for Sale	24	11	- 54.2%	--	--	--
Months Supply of Inventory	5.4	2.9	- 46.3%	--	--	--

* 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	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	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

