

# Local Market Update for April 2015

A Research Tool Provided by the Colorado Association of REALTORS®



## Pueblo County

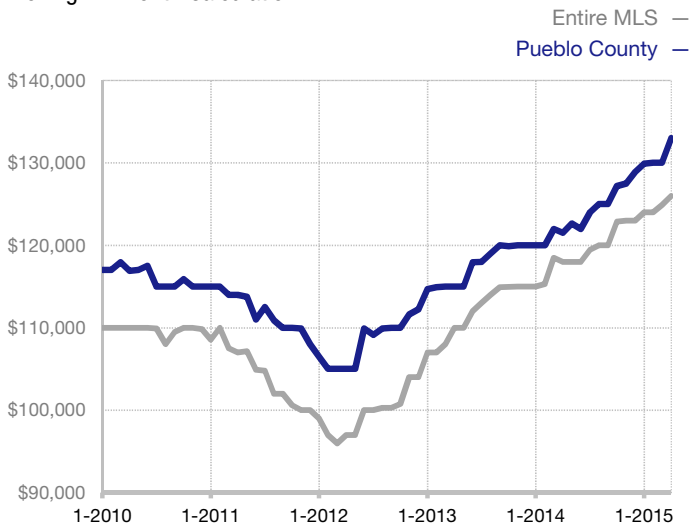
Single Family Key Metrics	April			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 04-2014	Thru 04-2015	Percent Change from Previous Year
New Listings	341	287	- 15.8%	1,039	931	- 10.4%
Sold Listings	175	212	+ 21.1%	608	640	+ 5.3%
Median Sales Price*	\$127,000	\$150,000	+ 18.1%	\$118,000	\$134,000	+ 13.6%
Average Sales Price*	\$131,908	\$158,178	+ 19.9%	\$123,451	\$142,523	+ 15.4%
Percent of List Price Received*	95.5%	96.9%	+ 1.5%	96.0%	96.7%	+ 0.7%
Days on Market Until Sale	127	104	- 18.1%	123	116	- 5.7%
Inventory of Homes for Sale	920	840	- 8.7%	--	--	--
Months Supply of Inventory	5.4	4.6	- 14.8%	--	--	--

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

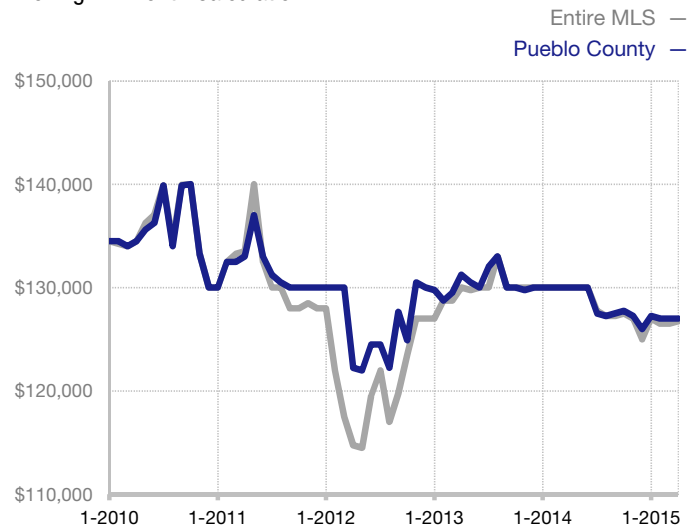
Townhouse-Condo Key Metrics	April			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 04-2014	Thru 04-2015	Percent Change from Previous Year
New Listings	20	7	- 65.0%	50	46	- 8.0%
Sold Listings	7	9	+ 28.6%	16	23	+ 43.8%
Median Sales Price*	\$130,000	\$128,000	- 1.5%	\$117,500	\$134,000	+ 14.0%
Average Sales Price*	\$144,036	\$164,856	+ 14.5%	\$118,034	\$156,561	+ 32.6%
Percent of List Price Received*	95.5%	98.7%	+ 3.4%	96.0%	98.3%	+ 2.4%
Days on Market Until Sale	66	268	+ 306.1%	78	180	+ 130.8%
Inventory of Homes for Sale	57	52	- 8.8%	--	--	--
Months Supply of Inventory	8.7	6.5	- 25.3%	--	--	--

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

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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



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## Arkansas Valley/Otero County

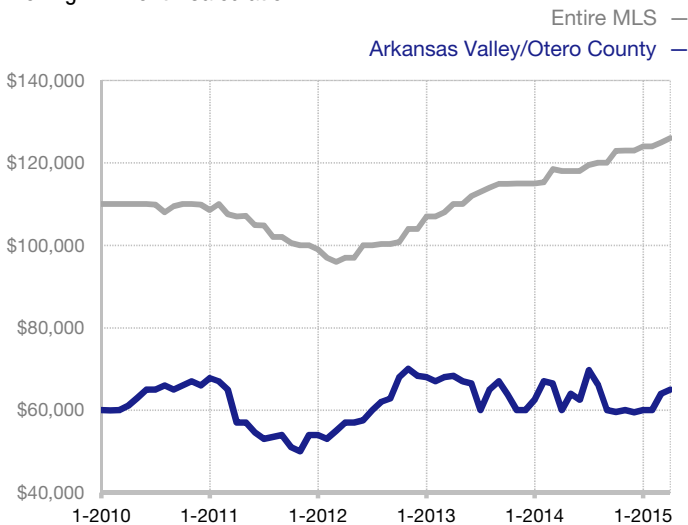
Single Family	April			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 04-2014	Thru 04-2015	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	31	49	+ 58.1%	142	128	- 9.9%
Sold Listings	26	28	+ 7.7%	75	96	+ 28.0%
Median Sales Price*	\$45,200	<b>\$64,000</b>	+ 41.6%	\$55,000	<b>\$75,950</b>	+ 38.1%
Average Sales Price*	\$64,923	<b>\$90,257</b>	+ 39.0%	\$79,006	<b>\$86,107</b>	+ 9.0%
Percent of List Price Received*	89.9%	<b>89.0%</b>	- 1.0%	90.4%	<b>92.0%</b>	+ 1.8%
Days on Market Until Sale	172	<b>228</b>	+ 32.6%	174	<b>197</b>	+ 13.2%
Inventory of Homes for Sale	241	<b>213</b>	- 11.6%	--	--	--
Months Supply of Inventory	10.7	<b>8.5</b>	- 20.6%	--	--	--

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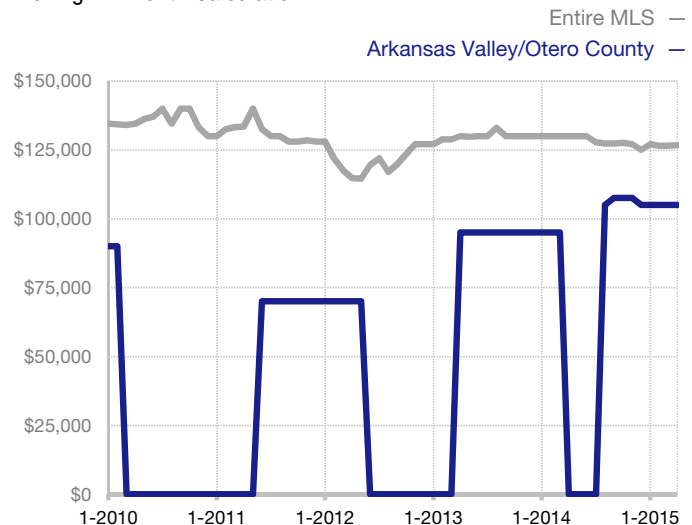
Townhouse-Condo	April			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 04-2014	Thru 04-2015	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	1	<b>1</b>	0.0%	--	--	--
Months Supply of Inventory	0.0	<b>1.0</b>	--	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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



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## Fowler

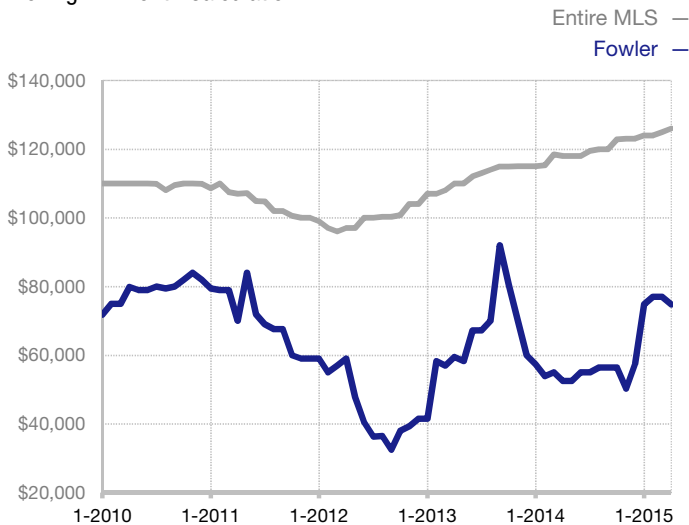
Single Family	April			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 04-2014	Thru 04-2015	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	1	--	5	6	+ 20.0%
Sold Listings	1	2	+ 100.0%	6	4	- 33.3%
Median Sales Price*	\$158,000	<b>\$69,200</b>	- 56.2%	\$30,550	<b>\$64,750</b>	+ 111.9%
Average Sales Price*	\$158,000	<b>\$69,200</b>	- 56.2%	\$53,414	<b>\$57,100</b>	+ 6.9%
Percent of List Price Received*	100.3%	<b>93.4%</b>	- 6.9%	90.6%	<b>93.6%</b>	+ 3.3%
Days on Market Until Sale	49	<b>554</b>	+ 1030.6%	182	<b>353</b>	+ 94.0%
Inventory of Homes for Sale	17	<b>11</b>	- 35.3%	--	--	--
Months Supply of Inventory	7.3	<b>7.6</b>	+ 4.1%	--	--	--

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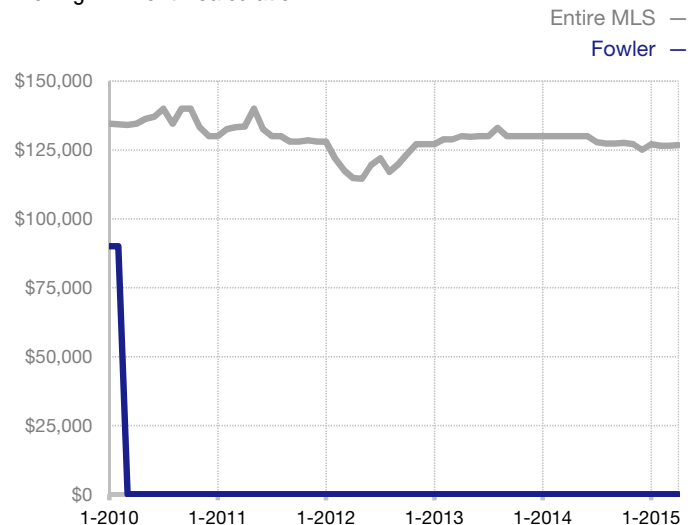
Townhouse-Condo	April			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 04-2014	Thru 04-2015	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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



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## La Junta

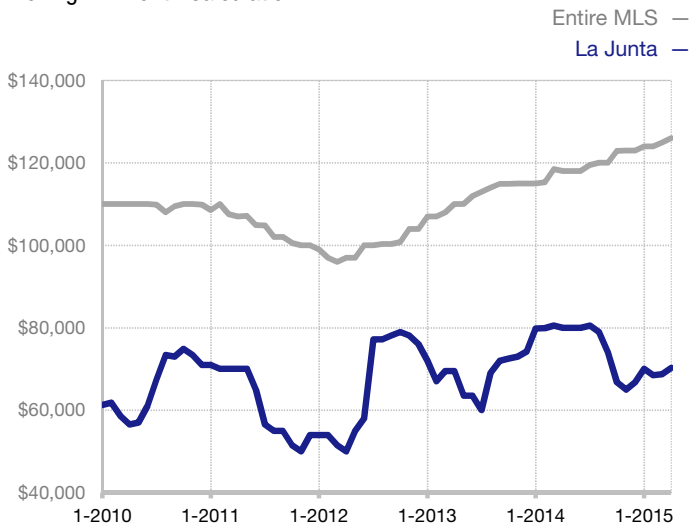
Single Family Key Metrics	April			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 04-2014	Thru 04-2015	Percent Change from Previous Year
New Listings	13	17	+ 30.8%	47	42	- 10.6%
Sold Listings	5	7	+ 40.0%	22	32	+ 45.5%
Median Sales Price*	\$37,000	<b>\$98,500</b>	+ 166.2%	\$78,750	<b>\$83,000</b>	+ 5.4%
Average Sales Price*	\$45,740	<b>\$136,071</b>	+ 197.5%	\$93,264	<b>\$100,075</b>	+ 7.3%
Percent of List Price Received*	91.0%	<b>92.5%</b>	+ 1.6%	92.4%	<b>94.7%</b>	+ 2.5%
Days on Market Until Sale	127	114	- 10.2%	178	136	- 23.6%
Inventory of Homes for Sale	67	59	- 11.9%	--	--	--
Months Supply of Inventory	9.9	6.4	- 35.4%	--	--	--

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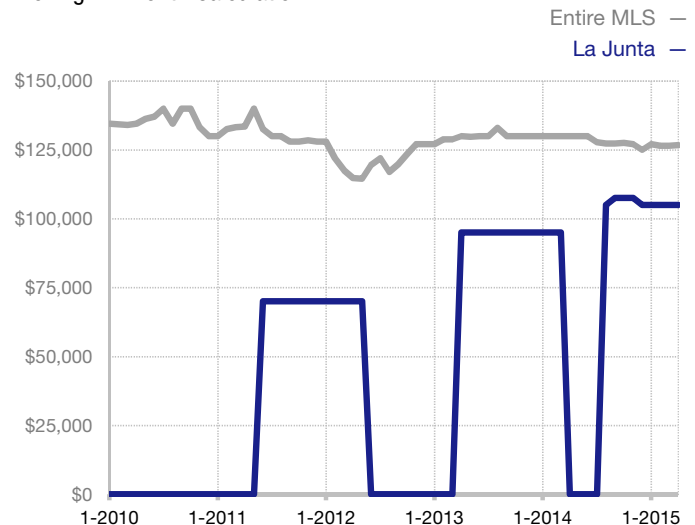
Townhouse-Condo Key Metrics	April			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 04-2014	Thru 04-2015	Percent Change from Previous Year
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
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## Manzanola

Single Family Key Metrics	April			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 04-2014	Thru 04-2015	Percent Change from Previous Year
New Listings	1	3	+ 200.0%	4	4	0.0%
Sold Listings	1	0	- 100.0%	2	3	+ 50.0%
Median Sales Price*	\$220,000	\$0	- 100.0%	\$144,500	\$70,000	- 51.6%
Average Sales Price*	\$220,000	\$0	- 100.0%	\$144,500	\$103,333	- 28.5%
Percent of List Price Received*	97.8%	0.0%	- 100.0%	95.8%	89.2%	- 6.9%
Days on Market Until Sale	493	0	- 100.0%	283	505	+ 78.4%
Inventory of Homes for Sale	10	7	- 30.0%	--	--	--
Months Supply of Inventory	10.0	3.9	- 61.0%	--	--	--

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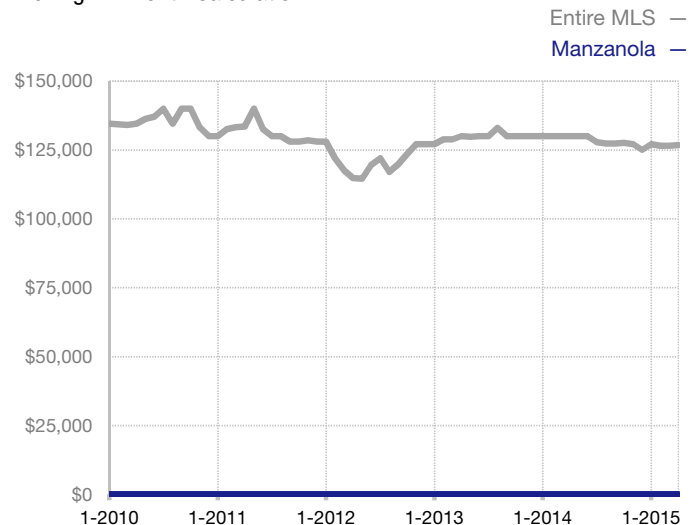
Townhouse-Condo Key Metrics	April			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 04-2014	Thru 04-2015	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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## Rocky Ford

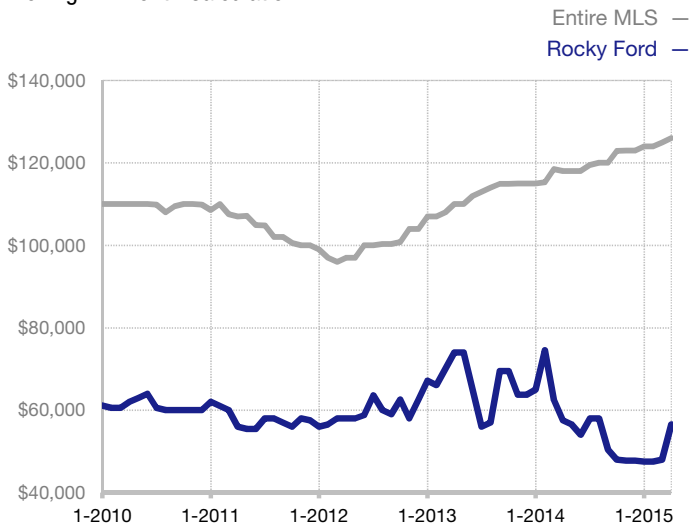
Single Family	April			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 04-2014	Thru 04-2015	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	5	7	+ 40.0%	22	16	- 27.3%
Sold Listings	6	6	0.0%	10	18	+ 80.0%
Median Sales Price*	\$35,500	<b>\$61,450</b>	+ 73.1%	\$42,750	<b>\$73,450</b>	+ 71.8%
Average Sales Price*	\$39,750	<b>\$96,317</b>	+ 142.3%	\$61,550	<b>\$92,933</b>	+ 51.0%
Percent of List Price Received*	90.1%	<b>88.0%</b>	- 2.3%	88.5%	<b>91.6%</b>	+ 3.5%
Days on Market Until Sale	134	201	+ 50.0%	176	215	+ 22.2%
Inventory of Homes for Sale	46	36	- 21.7%	--	--	--
Months Supply of Inventory	9.7	8.6	- 11.3%	--	--	--

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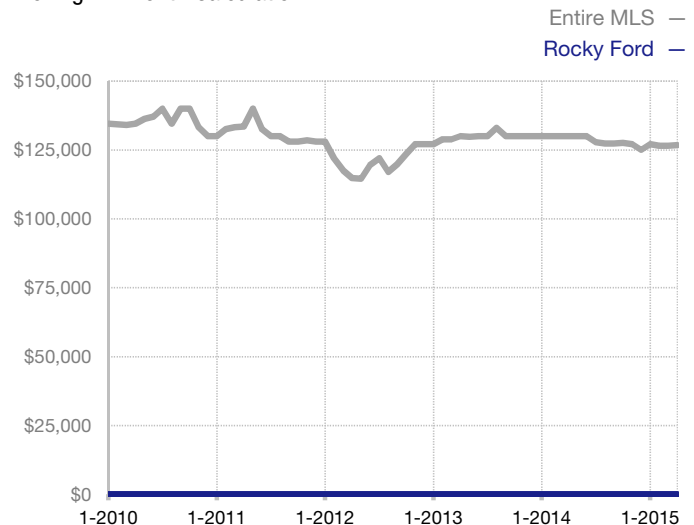
Townhouse-Condo	April			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 04-2014	Thru 04-2015	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
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**  
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## Las Animas

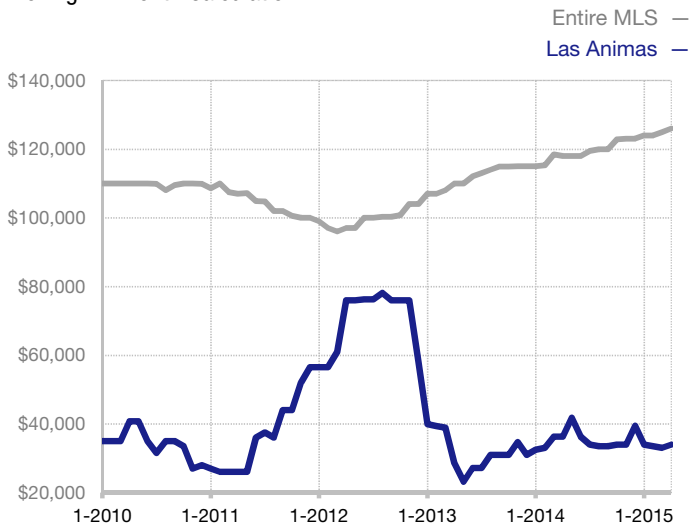
Single Family	April			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 04-2014	Thru 04-2015	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	3	0	- 100.0%	13	5	- 61.5%
Sold Listings	5	3	- 40.0%	11	4	- 63.6%
Median Sales Price*	\$33,000	<b>\$38,000</b>	+ 15.2%	\$45,000	<b>\$33,500</b>	- 25.6%
Average Sales Price*	\$65,480	<b>\$35,667</b>	- 45.5%	\$66,991	<b>\$30,000</b>	- 55.2%
Percent of List Price Received*	84.9%	<b>81.0%</b>	- 4.6%	84.3%	<b>85.7%</b>	+ 1.7%
Days on Market Until Sale	143	<b>256</b>	+ 79.0%	150	<b>199</b>	+ 32.7%
Inventory of Homes for Sale	17	<b>9</b>	- 47.1%	--	--	--
Months Supply of Inventory	7.0	<b>3.8</b>	- 45.7%	--	--	--

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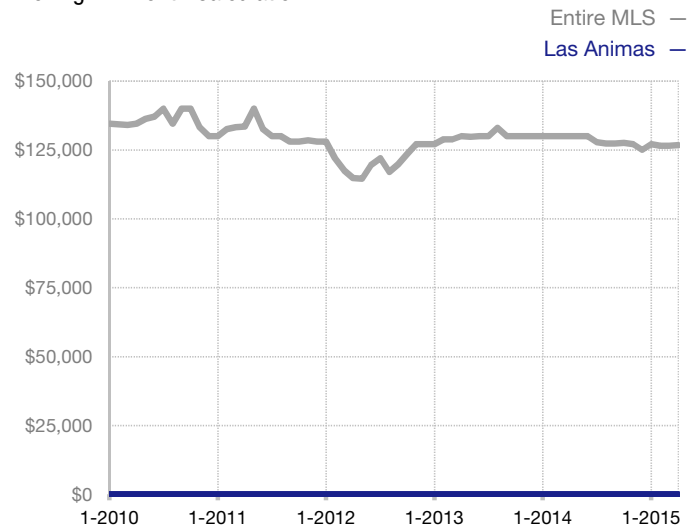
Townhouse-Condo	April			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 04-2014	Thru 04-2015	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
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## Huerfano County

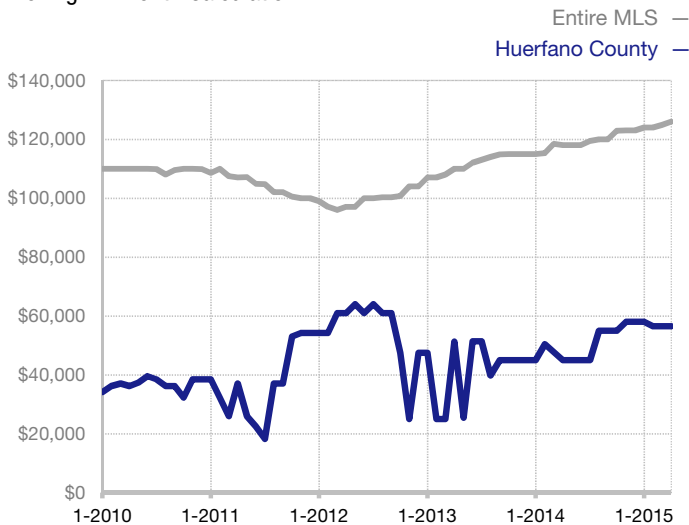
Single Family Key Metrics	April			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 04-2014	Thru 04-2015	Percent Change from Previous Year
New Listings	3	1	- 66.7%	9	2	- 77.8%
Sold Listings	0	2	--	2	3	+ 50.0%
Median Sales Price*	\$0	<b>\$47,750</b>	--	\$157,825	<b>\$60,500</b>	- 61.7%
Average Sales Price*	\$0	<b>\$47,750</b>	--	\$157,825	<b>\$98,500</b>	- 37.6%
Percent of List Price Received*	0.0%	<b>81.7%</b>	--	93.6%	<b>86.2%</b>	- 7.9%
Days on Market Until Sale	0	<b>289</b>	--	131	<b>274</b>	+ 109.2%
Inventory of Homes for Sale	14	<b>4</b>	- 71.4%	--	--	--
Months Supply of Inventory	10.9	<b>2.3</b>	- 78.9%	--	--	--

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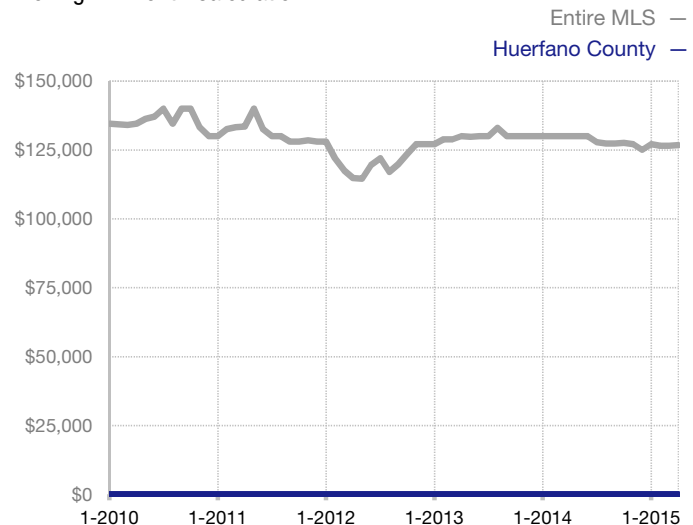
Townhouse-Condo Key Metrics	April			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 04-2014	Thru 04-2015	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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Rolling 12-Month Calculation



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## Fremont County

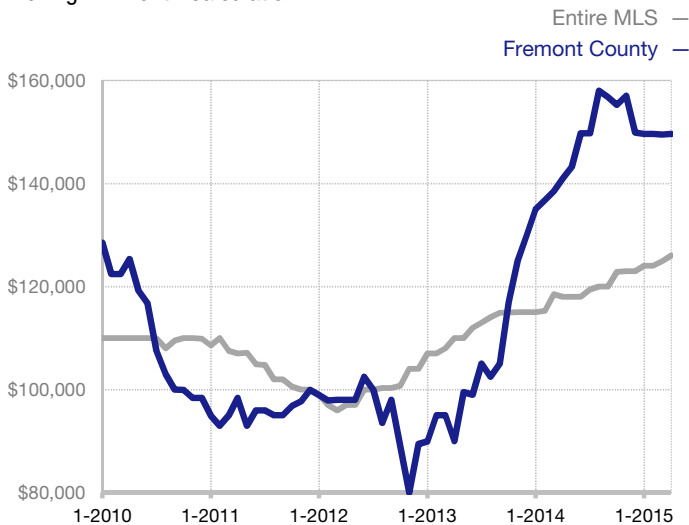
Single Family Key Metrics	April			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 04-2014	Thru 04-2015	Percent Change from Previous Year
New Listings	9	11	+ 22.2%	54	34	- 37.0%
Sold Listings	10	7	- 30.0%	25	18	- 28.0%
Median Sales Price*	\$146,500	\$165,000	+ 12.6%	\$137,750	\$118,000	- 14.3%
Average Sales Price*	\$166,457	\$184,714	+ 11.0%	\$176,357	\$168,928	- 4.2%
Percent of List Price Received*	95.8%	95.5%	- 0.3%	95.6%	93.8%	- 1.9%
Days on Market Until Sale	143	83	- 42.0%	155	131	- 15.5%
Inventory of Homes for Sale	76	47	- 38.2%	--	--	--
Months Supply of Inventory	13.2	6.6	- 50.0%	--	--	--

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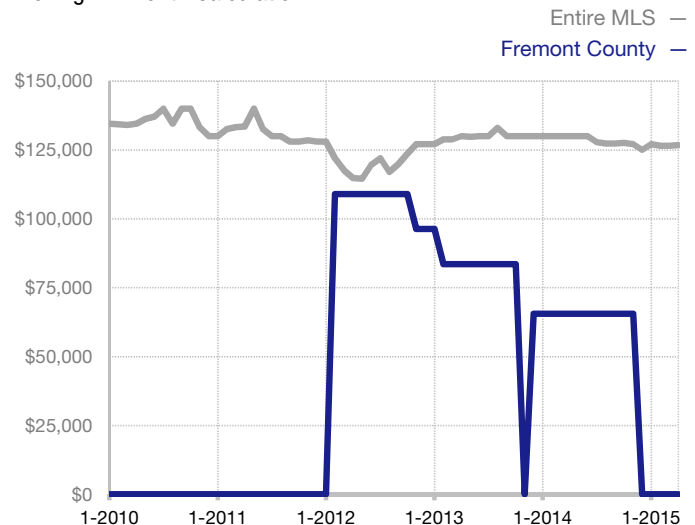
Townhouse-Condo Key Metrics	April			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 04-2014	Thru 04-2015	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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



# Monthly Indicators



## April 2015

Percent changes calculated using year-over-year comparisons.

New Listings were down 16.9 percent for single family homes and 65.0 percent for townhouse-condo properties. Pending Sales decreased 79.5 percent for single family homes and 83.3 percent for townhouse-condo properties.

The Median Sales Price was up 17.3 percent to \$150,000 for single family homes but decreased 1.5 percent to \$128,000 for townhouse-condo properties. Days on Market decreased 17.5 percent for single family homes but increased 306.1 percent for condo properties.

The national homeownership percentage is the lowest since 1993, when Jurassic Park was the highest-grossing movie. Rental prices continue to astonish with accelerated price growth, which may cause some to think twice before locking in a 12-month lease. Lending practices and mortgage rates will also have a decided effect on the number of buyers who will become homeowners this year. With the release of Jurassic World this month, we are reminded of cyclical conversations in both real estate and moviemaking.

## Activity Snapshot

<b>+ 22.8%</b>	<b>+ 16.8%</b>	<b>- 8.8%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> 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	4-2014	4-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
<b>New Listings</b>		344	<b>286</b>	- 16.9%	1,038	<b>932</b>	- 10.2%
<b>Pending Sales</b>		205	<b>42</b>	- 79.5%	704	<b>526</b>	- 25.3%
<b>Sold Listings</b>		173	<b>212</b>	+ 22.5%	603	<b>642</b>	+ 6.5%
<b>Median Sales Price</b>		\$127,900	<b>\$150,000</b>	+ 17.3%	\$119,900	<b>\$134,000</b>	+ 11.8%
<b>Avg. Sales Price</b>		\$133,005	<b>\$158,178</b>	+ 18.9%	\$124,547	<b>\$142,441</b>	+ 14.4%
<b>Pct. of List Price Received</b>		95.5%	<b>96.9%</b>	+ 1.5%	95.9%	<b>96.6%</b>	+ 0.7%
<b>Days on Market</b>		126	<b>104</b>	- 17.5%	123	<b>115</b>	- 6.5%
<b>Affordability Index</b>		303	<b>335</b>	+ 10.6%	303	<b>335</b>	+ 10.6%
<b>Active Listings</b>		923	<b>842</b>	- 8.8%	--	--	--
<b>Months Supply</b>		5.4	<b>4.6</b>	- 14.8%	--	--	--

# Townhouse-Condo Market Overview

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

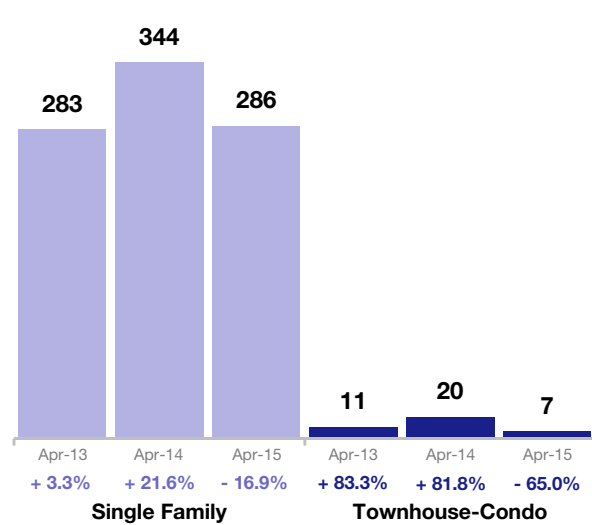


Key Metrics	Historical Sparkbars	4-2014	4-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
<b>New Listings</b>		20	7	- 65.0%	50	46	- 8.0%
<b>Pending Sales</b>		6	1	- 83.3%	21	16	- 23.8%
<b>Sold Listings</b>		7	9	+ 28.6%	16	23	+ 43.8%
<b>Median Sales Price</b>		\$130,000	<b>\$128,000</b>	- 1.5%	\$117,500	<b>\$134,000</b>	+ 14.0%
<b>Avg. Sales Price</b>		\$144,036	<b>\$164,856</b>	+ 14.5%	\$118,034	<b>\$156,561</b>	+ 32.6%
<b>Pct. of List Price Received</b>		95.5%	<b>98.7%</b>	+ 3.4%	96.0%	<b>98.3%</b>	+ 2.4%
<b>Days on Market</b>		66	<b>268</b>	+ 306.1%	78	<b>180</b>	+ 130.8%
<b>Affordability Index</b>		371	<b>409</b>	+ 10.2%	371	<b>409</b>	+ 10.2%
<b>Active Listings</b>		57	<b>52</b>	- 8.8%	--	--	--
<b>Months Supply</b>		8.7	<b>6.5</b>	- 25.3%	--	--	--

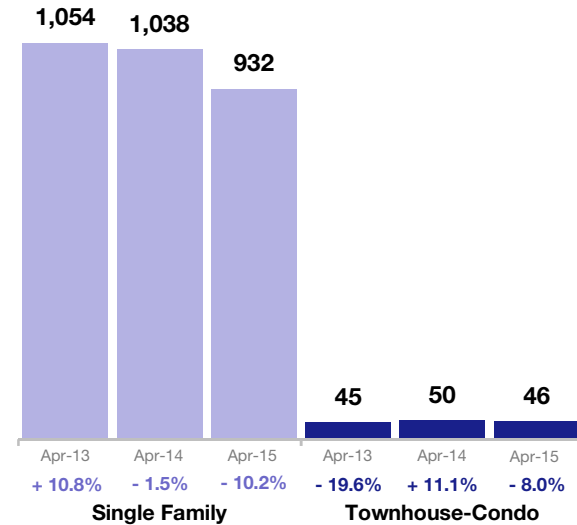
# New Listings



## April

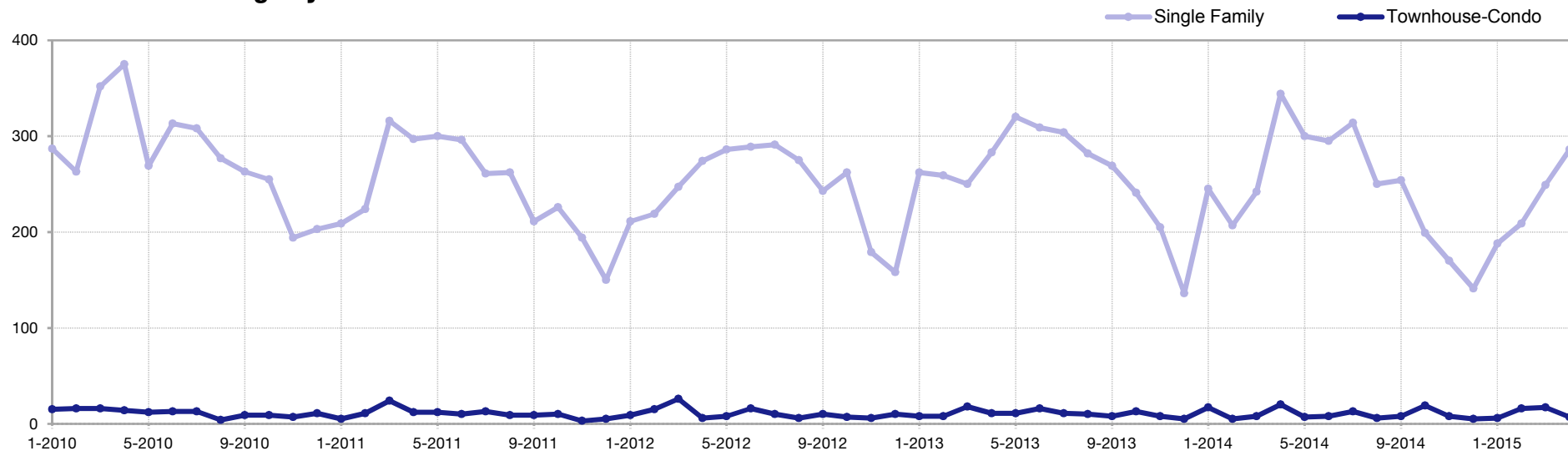


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2014	300	-6.3%	7	-36.4%
Jun-2014	295	-4.5%	8	-50.0%
Jul-2014	314	+3.3%	13	+18.2%
Aug-2014	250	-11.3%	6	-40.0%
Sep-2014	254	-5.6%	8	0.0%
Oct-2014	199	-17.4%	19	+46.2%
Nov-2014	170	-17.1%	8	0.0%
Dec-2014	141	+3.7%	5	0.0%
Jan-2015	188	-23.3%	6	-64.7%
Feb-2015	209	+1.0%	16	+220.0%
Mar-2015	249	+2.9%	17	+112.5%
<b>Apr-2015</b>	<b>286</b>	<b>-16.9%</b>	<b>7</b>	<b>-65.0%</b>

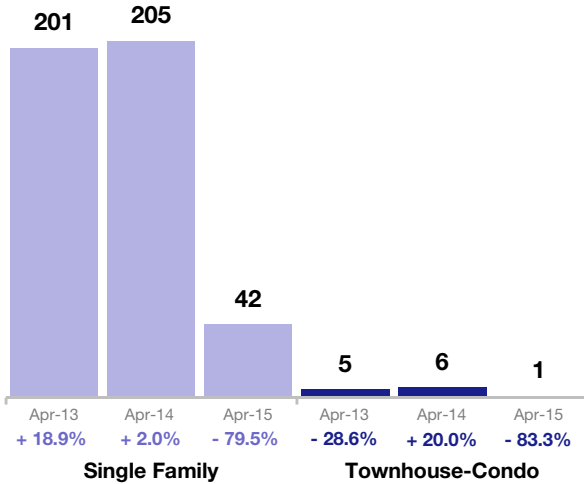
## Historical New Listings by Month



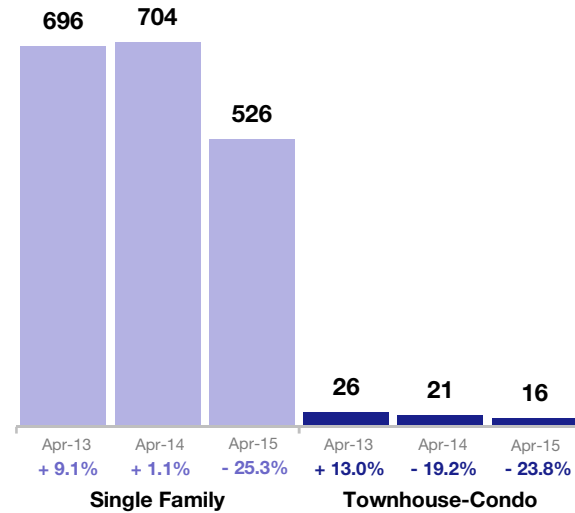
# Pending Sales



## April

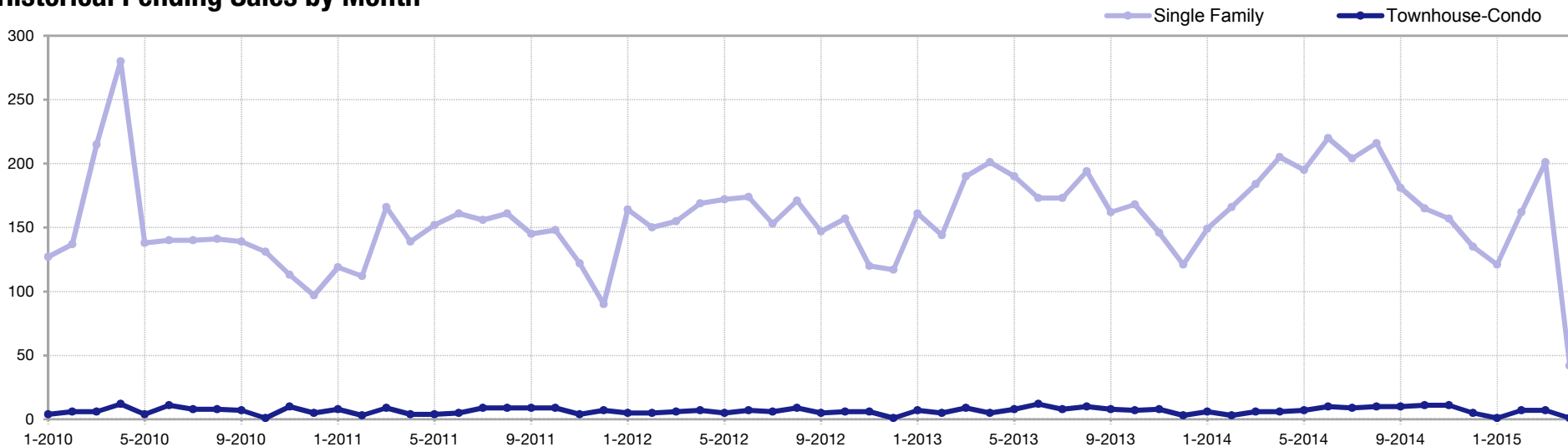


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2014	195	+2.6%	7	-12.5%
Jun-2014	220	+27.2%	10	-16.7%
Jul-2014	204	+17.9%	9	+12.5%
Aug-2014	216	+11.3%	10	0.0%
Sep-2014	181	+11.7%	10	+25.0%
Oct-2014	165	-1.8%	11	+57.1%
Nov-2014	157	+7.5%	11	+37.5%
Dec-2014	135	+11.6%	5	+66.7%
Jan-2015	121	-18.8%	1	-83.3%
Feb-2015	162	-2.4%	7	+133.3%
Mar-2015	201	+9.2%	7	+16.7%
<b>Apr-2015</b>	<b>42</b>	<b>-79.5%</b>	<b>1</b>	<b>-83.3%</b>

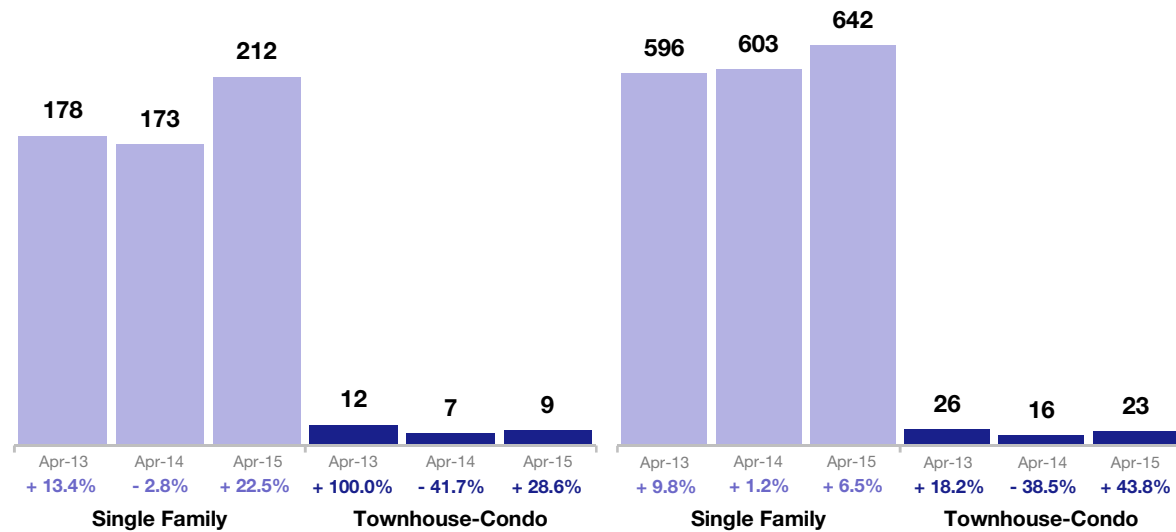
## Historical Pending Sales by Month



# Sold Listings

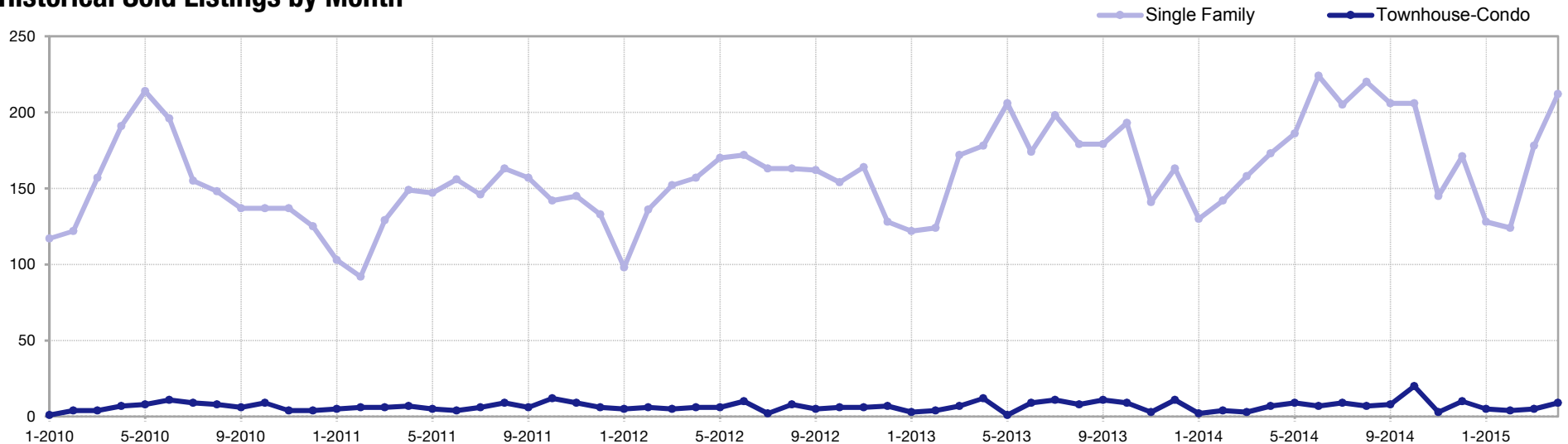


## April



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2014	186	-9.7%	9	+800.0%
Jun-2014	224	+28.7%	7	-22.2%
Jul-2014	205	+3.5%	9	-18.2%
Aug-2014	220	+22.9%	7	-12.5%
Sep-2014	206	+15.1%	8	-27.3%
Oct-2014	206	+6.7%	20	+122.2%
Nov-2014	145	+2.8%	3	0.0%
Dec-2014	171	+4.9%	10	-9.1%
Jan-2015	128	-1.5%	5	+150.0%
Feb-2015	124	-12.7%	4	0.0%
Mar-2015	178	+12.7%	5	+66.7%
<b>Apr-2015</b>	<b>212</b>	<b>+22.5%</b>	<b>9</b>	<b>+28.6%</b>

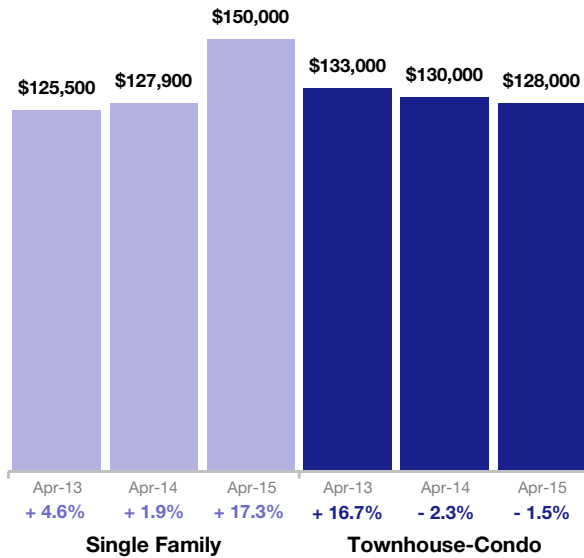
## Historical Sold Listings by Month



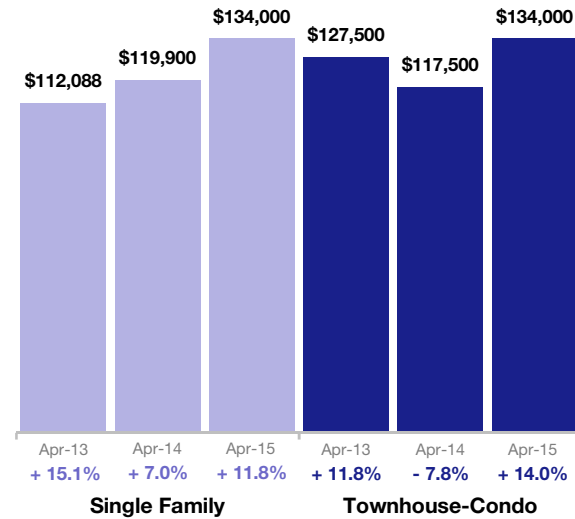
# Median Sales Price



## April

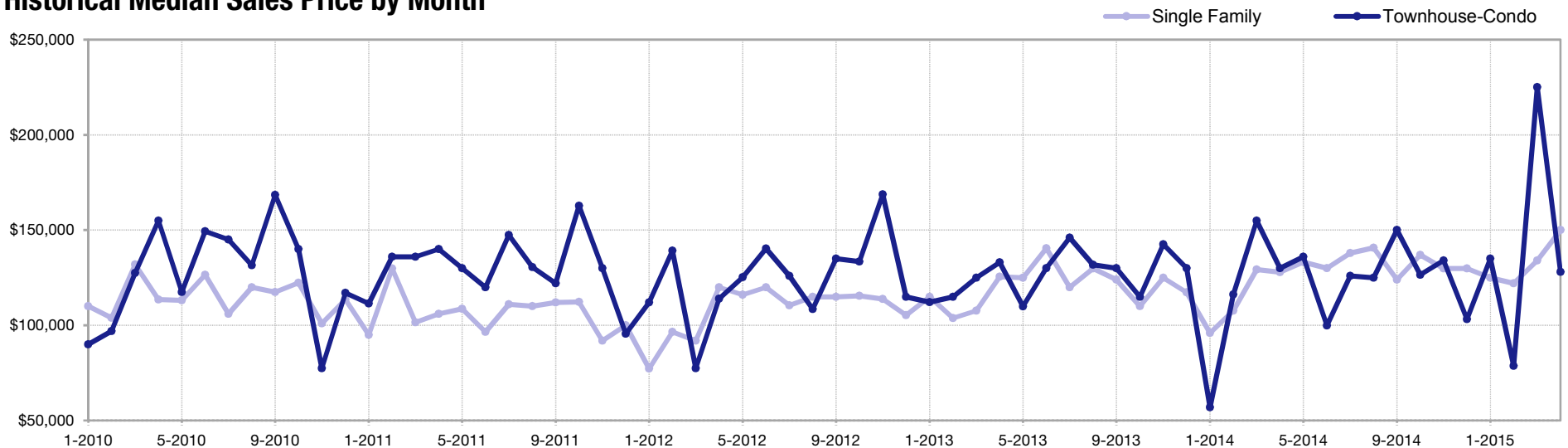


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2014	\$133,250	+6.7%	\$136,000	+23.7%
Jun-2014	\$130,000	-7.5%	\$99,900	-23.2%
Jul-2014	\$138,000	+15.0%	\$126,000	-13.7%
Aug-2014	\$140,750	+8.4%	\$125,000	-5.1%
Sep-2014	\$124,000	0.0%	\$150,000	+15.4%
Oct-2014	\$136,950	+24.5%	\$126,500	+10.0%
Nov-2014	\$129,900	+3.9%	\$134,000	-6.0%
Dec-2014	\$129,900	+10.7%	\$103,200	-20.6%
Jan-2015	\$125,000	+30.3%	\$135,000	+137.3%
Feb-2015	\$122,000	+13.2%	\$78,700	-32.3%
Mar-2015	\$134,000	+3.7%	\$225,000	+45.2%
<b>Apr-2015</b>	<b>\$150,000</b>	<b>+17.3%</b>	<b>\$128,000</b>	<b>-1.5%</b>

## Historical Median Sales Price by Month

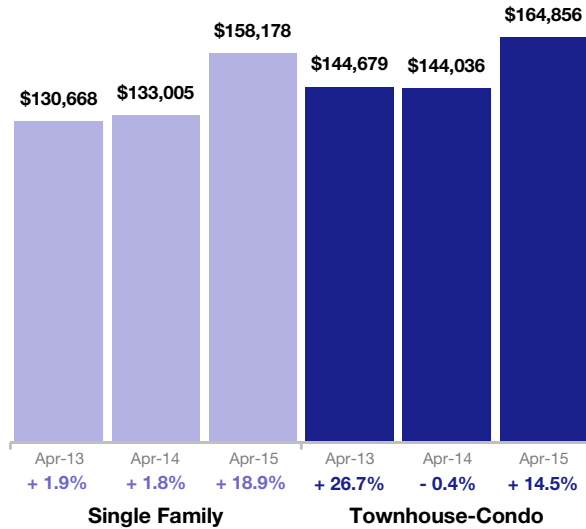




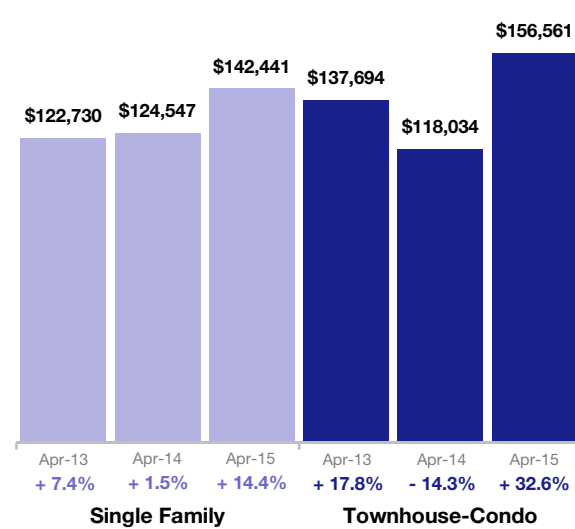
# Average Sales Price



## April

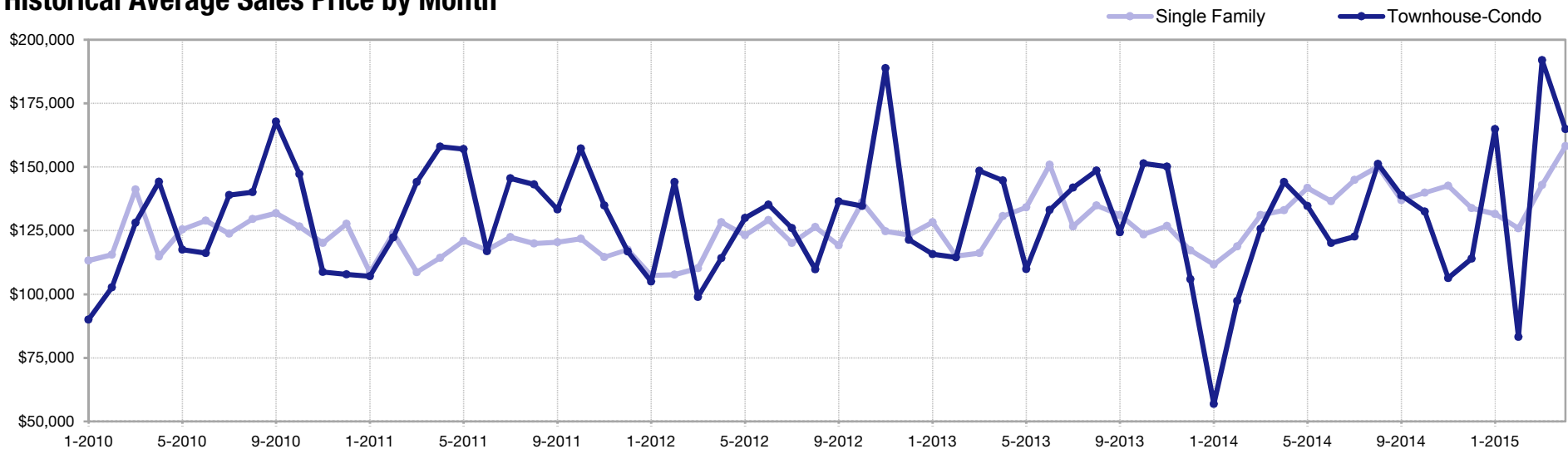


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2014	\$141,782	+5.7%	\$134,711	+22.6%
Jun-2014	\$136,515	-9.5%	\$120,093	-9.8%
Jul-2014	\$144,899	+14.5%	\$122,622	-13.5%
Aug-2014	\$150,092	+11.3%	\$151,200	+1.8%
Sep-2014	\$136,962	+4.5%	\$138,813	+11.7%
Oct-2014	\$139,918	+13.3%	\$132,515	-12.5%
Nov-2014	\$142,656	+12.5%	\$106,333	-29.2%
Dec-2014	\$133,846	+14.2%	\$113,980	+7.7%
Jan-2015	\$131,475	+17.7%	\$164,900	+189.8%
Feb-2015	\$125,929	+6.1%	\$83,175	-14.6%
Mar-2015	\$142,935	+9.0%	\$192,000	+52.8%
<b>Apr-2015</b>	<b>\$158,178</b>	<b>+18.9%</b>	<b>\$164,856</b>	<b>+14.5%</b>

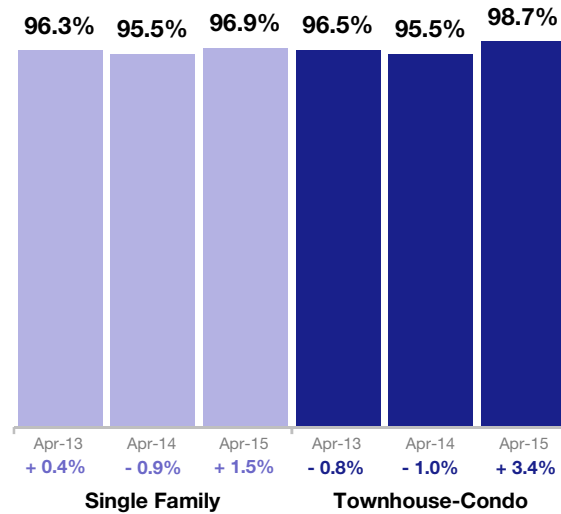
## Historical Average Sales Price by Month



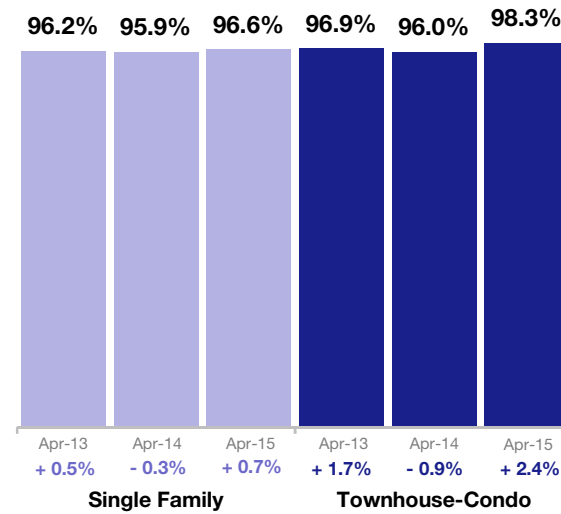
# Percent of List Price Received



## April

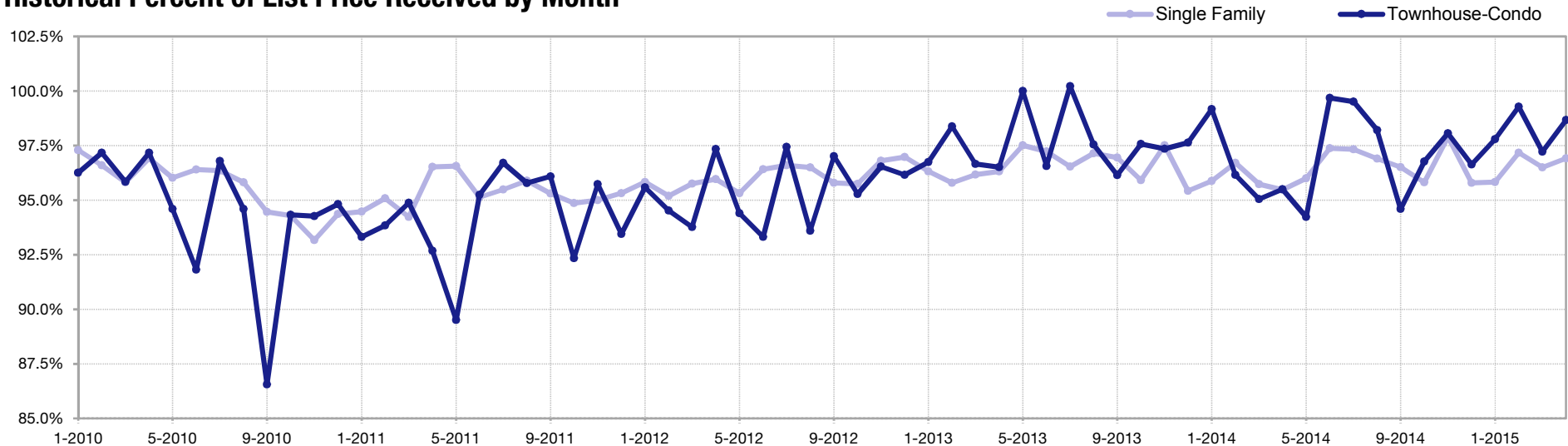


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2014	96.0%	-1.5%	94.2%	-5.8%
Jun-2014	97.4%	+0.2%	99.7%	+3.2%
Jul-2014	97.3%	+0.8%	99.5%	-0.7%
Aug-2014	96.9%	-0.2%	98.2%	+0.7%
Sep-2014	96.5%	-0.4%	94.6%	-1.6%
Oct-2014	95.8%	-0.1%	96.8%	-0.8%
Nov-2014	97.9%	+0.4%	98.1%	+0.7%
Dec-2014	95.8%	+0.4%	96.6%	-1.0%
Jan-2015	95.8%	-0.1%	97.8%	-1.4%
Feb-2015	97.2%	+0.5%	99.3%	+3.2%
Mar-2015	96.5%	+0.8%	97.2%	+2.3%
<b>Apr-2015</b>	<b>96.9%</b>	<b>+1.5%</b>	<b>98.7%</b>	<b>+3.4%</b>

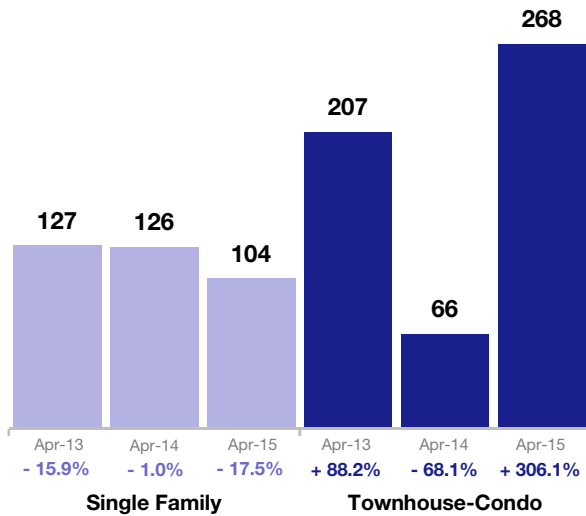
## Historical Percent of List Price Received by Month



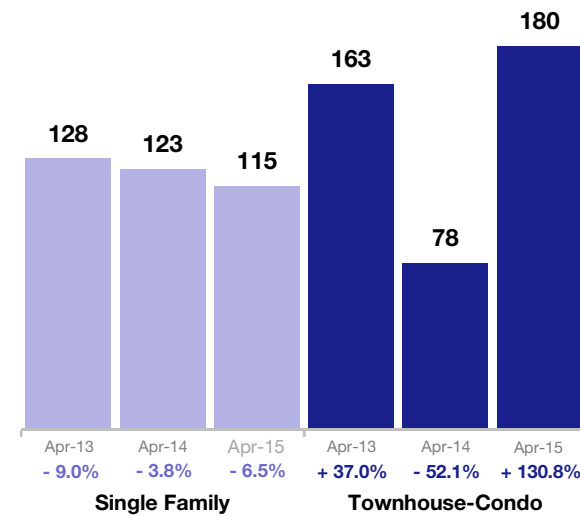
# Days on Market Until Sale



## April

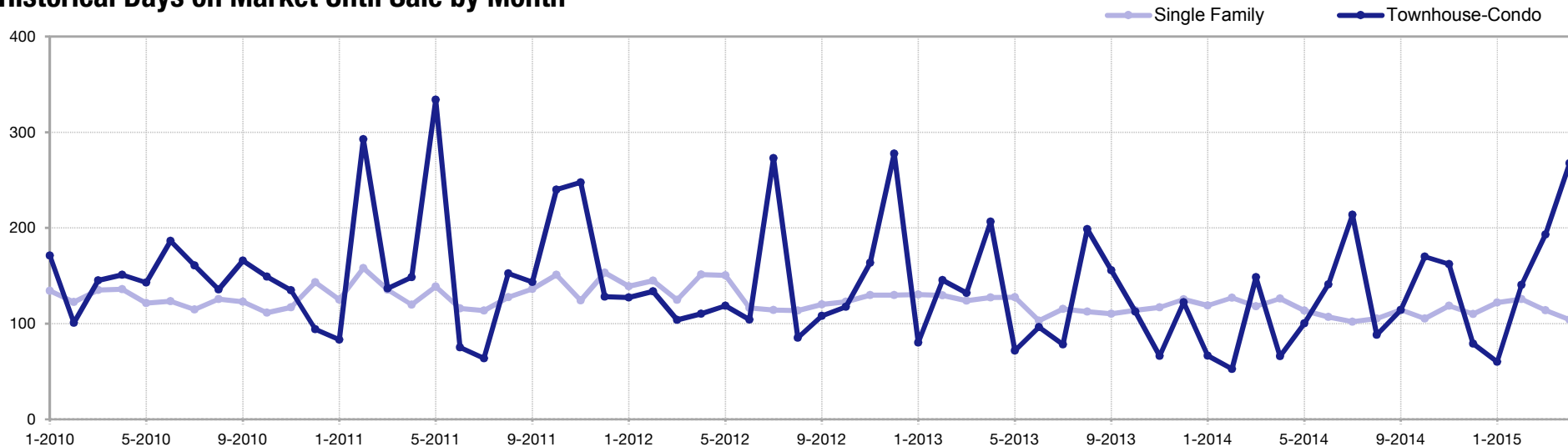


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2014	114	-10.9%	100	+38.9%
Jun-2014	107	+3.9%	141	+46.9%
Jul-2014	102	-11.3%	214	+174.4%
Aug-2014	105	-6.3%	88	-55.8%
Sep-2014	115	+4.5%	114	-26.9%
Oct-2014	105	-7.9%	170	+50.4%
Nov-2014	119	+1.7%	162	+145.5%
Dec-2014	110	-12.7%	79	-35.2%
Jan-2015	122	+2.5%	60	-10.4%
Feb-2015	126	-0.8%	141	+166.0%
Mar-2015	114	-3.4%	193	+29.5%
<b>Apr-2015</b>	<b>104</b>	<b>-17.5%</b>	<b>268</b>	<b>+306.1%</b>

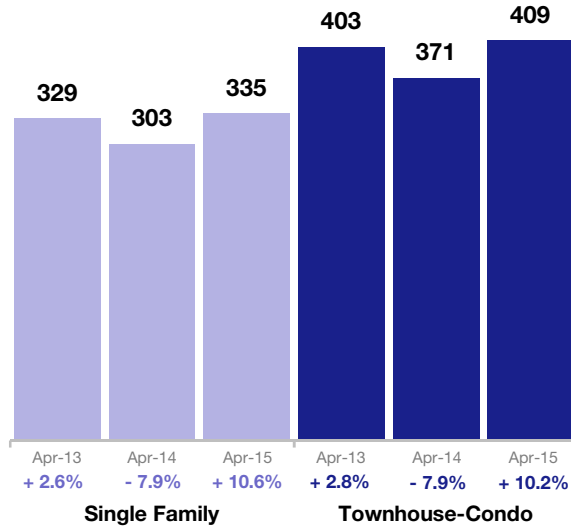
## Historical Days on Market Until Sale by Month



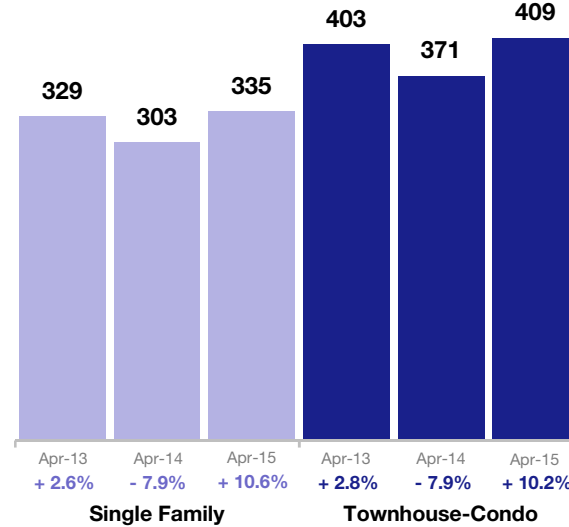
# Housing Affordability Index



## April

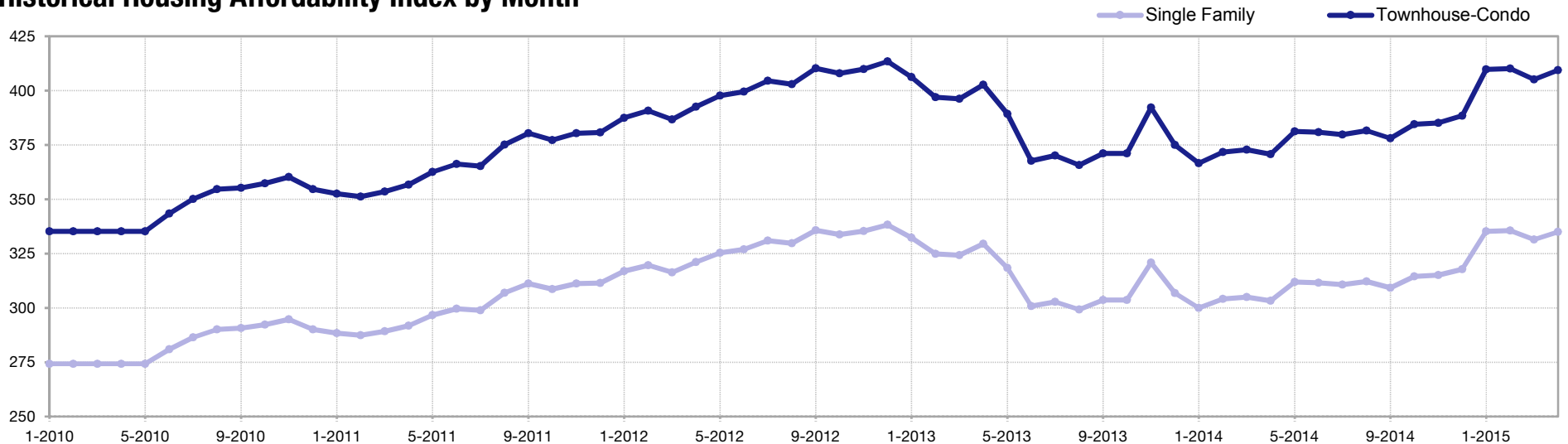


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2014	312	-1.9%	381	-2.1%
Jun-2014	312	+3.7%	381	+3.5%
Jul-2014	311	+2.6%	380	+2.7%
Aug-2014	312	+4.3%	382	+4.4%
Sep-2014	309	+1.6%	378	+1.9%
Oct-2014	315	+3.6%	384	+3.5%
Nov-2014	315	-1.9%	385	-1.8%
Dec-2014	318	+3.6%	388	+3.5%
Jan-2015	335	+11.7%	410	+11.7%
Feb-2015	336	+10.5%	410	+10.2%
Mar-2015	331	+8.5%	405	+8.6%
<b>Apr-2015</b>	<b>335</b>	<b>+10.6%</b>	<b>409</b>	<b>+10.2%</b>

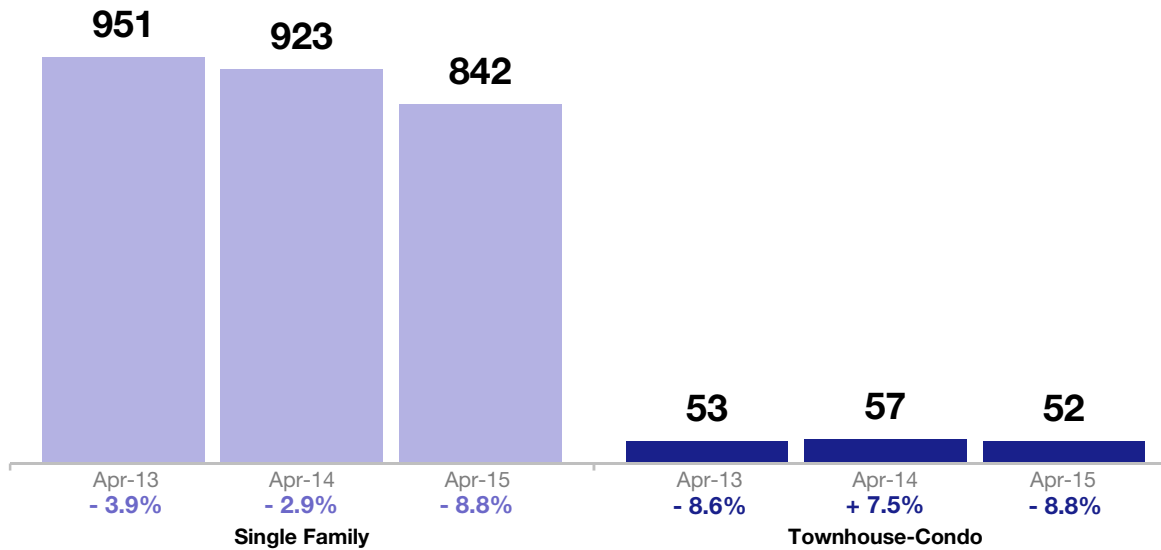
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

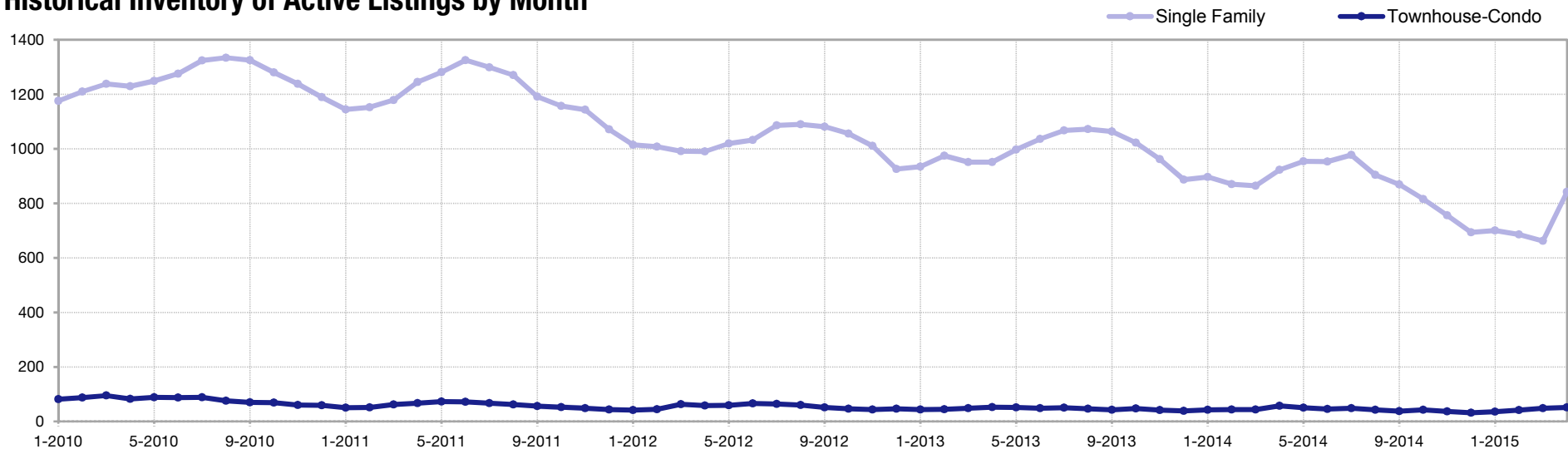


## April



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2014	954	-4.3%	51	-1.9%
Jun-2014	953	-8.0%	46	-6.1%
Jul-2014	978	-8.3%	49	-3.9%
Aug-2014	904	-15.7%	43	-8.5%
Sep-2014	869	-18.3%	38	-11.6%
Oct-2014	816	-20.2%	43	-10.4%
Nov-2014	756	-21.4%	37	-11.9%
Dec-2014	694	-21.8%	32	-17.9%
Jan-2015	700	-22.0%	36	-16.3%
Feb-2015	686	-21.1%	42	-4.5%
Mar-2015	662	-23.4%	49	+11.4%
<b>Apr-2015</b>	<b>842</b>	<b>-8.8%</b>	<b>52</b>	<b>-8.8%</b>

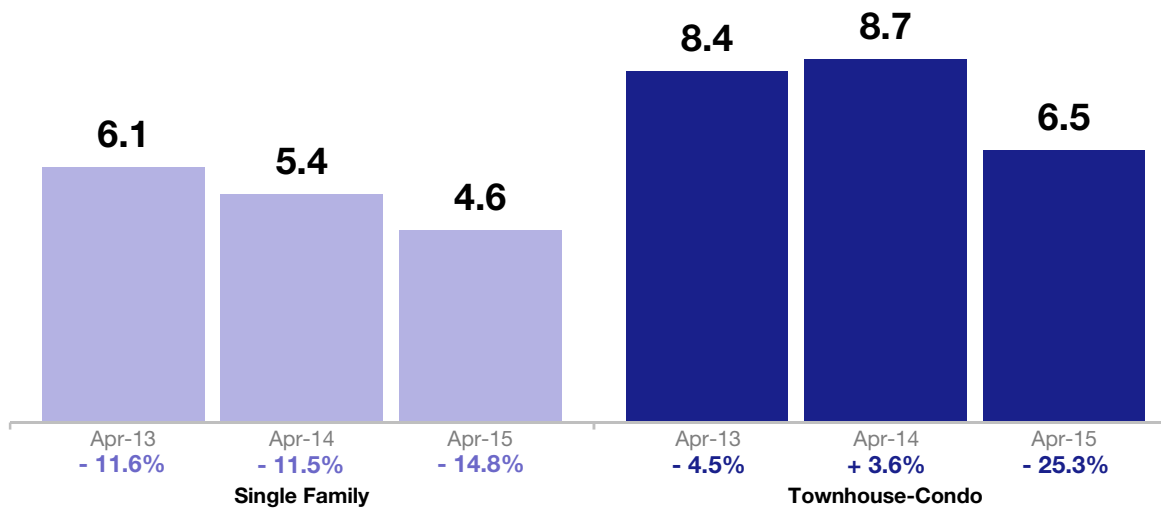
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

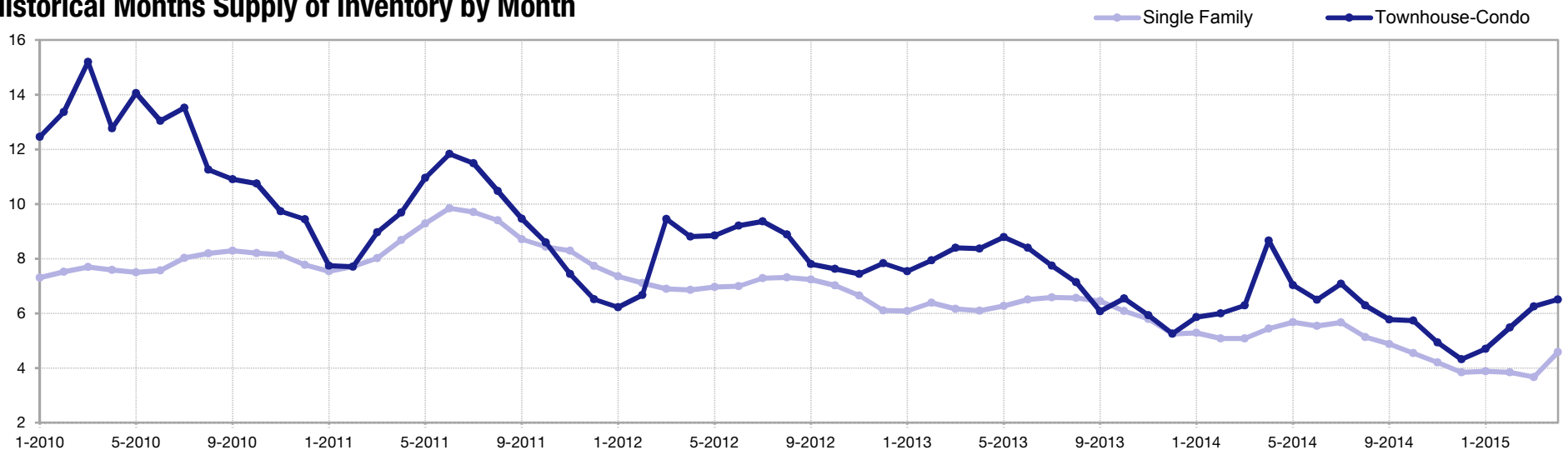


April



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2014	5.7	-9.5%	7.0	-20.5%
Jun-2014	5.5	-15.4%	6.5	-22.6%
Jul-2014	5.7	-13.6%	7.1	-7.8%
Aug-2014	5.1	-22.7%	6.3	-11.3%
Sep-2014	4.9	-23.4%	5.8	-4.9%
Oct-2014	4.5	-26.2%	5.7	-12.3%
Nov-2014	4.2	-27.6%	4.9	-16.9%
Dec-2014	3.8	-26.9%	4.3	-18.9%
Jan-2015	3.9	-26.4%	4.7	-20.3%
Feb-2015	3.8	-25.5%	5.5	-8.3%
Mar-2015	3.7	-27.5%	6.3	0.0%
<b>Apr-2015</b>	<b>4.6</b>	<b>-14.8%</b>	<b>6.5</b>	<b>-25.3%</b>

## 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	4-2014	4-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
<b>New Listings</b>		364	<b>293</b>	- 19.5%	1,088	<b>978</b>	- 10.1%
<b>Pending Sales</b>		211	<b>43</b>	- 79.6%	725	<b>542</b>	- 25.2%
<b>Sold Listings</b>		180	<b>221</b>	+ 22.8%	619	<b>665</b>	+ 7.4%
<b>Median Sales Price</b>		\$128,388	<b>\$150,000</b>	+ 16.8%	\$119,900	<b>\$134,000</b>	+ 11.8%
<b>Avg. Sales Price</b>		\$133,434	<b>\$158,450</b>	+ 18.7%	\$124,379	<b>\$142,931</b>	+ 14.9%
<b>Pct. of List Price Received</b>		95.5%	<b>97.0%</b>	+ 1.6%	95.9%	<b>96.7%</b>	+ 0.8%
<b>Days on Market</b>		124	<b>110</b>	- 11.3%	122	<b>117</b>	- 4.1%
<b>Affordability Index</b>		307	<b>339</b>	+ 10.4%	307	<b>339</b>	+ 10.4%
<b>Active Listings</b>		980	<b>894</b>	- 8.8%	--	--	--
<b>Months Supply</b>		5.6	<b>4.7</b>	- 16.1%	--	--	--

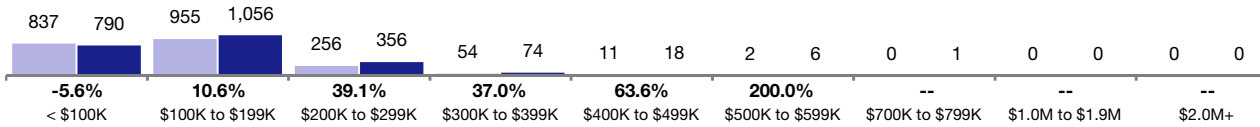
# Sold Listings

Actual sales that have closed in a given month.



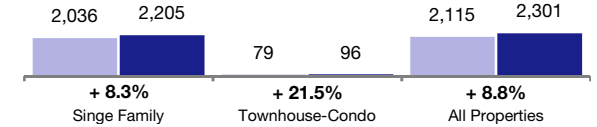
## By Price Range – All Properties – Rolling 12 Months

■ 4-2014 ■ 4-2015



## By Property Type

■ 4-2014 ■ 4-2015



### Rolling 12 Months

### Compared to Prior Month

### Year to Date

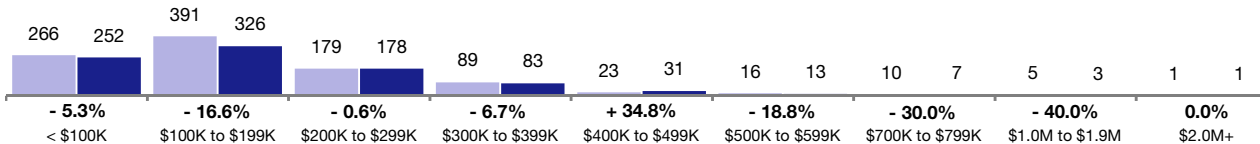
By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	4-2014	4-2015	Change	4-2014	4-2015	Change	3-2015	4-2015	Change	3-2015	4-2015	Change	4-2014	4-2015	Change	4-2014	4-2015	Change
\$99,999 and Below	814	766	-5.9%	23	24	+4.3%	59	58	-1.7%	1	1	0.0%	255	220	-13.7%	5	4	-20.0%
\$100,000 to \$199,999	907	997	+9.9%	48	59	+22.9%	81	104	+28.4%	1	5	+400.0%	269	300	+11.5%	10	12	+20.0%
\$200,000 to \$299,999	248	344	+38.7%	8	12	+50.0%	30	33	+10.0%	3	3	0.0%	62	88	+41.9%	1	7	+600.0%
\$300,000 to \$399,999	54	73	+35.2%	0	1	--	7	8	+14.3%	0	0	--	15	22	+46.7%	0	0	--
\$400,000 to \$499,999	11	18	+63.6%	0	0	--	1	7	+600.0%	0	0	--	1	9	+800.0%	0	0	--
\$500,000 to \$699,999	2	6	+200.0%	0	0	--	0	2	--	0	0	--	1	3	+200.0%	0	0	--
\$700,000 to \$999,999	0	1	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>2,036</b>	<b>2,205</b>	<b>+8.3%</b>	<b>79</b>	<b>96</b>	<b>+21.5%</b>	<b>178</b>	<b>212</b>	<b>+19.1%</b>	<b>5</b>	<b>9</b>	<b>+80.0%</b>	<b>603</b>	<b>642</b>	<b>+6.5%</b>	<b>16</b>	<b>23</b>	<b>+43.8%</b>

# Inventory of Active Listings

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

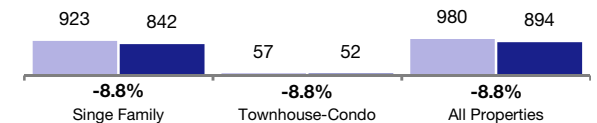
## By Price Range – All Properties

■ 4-2014 ■ 4-2015



## By Property Type

■ 4-2014 ■ 4-2015



### Year over Year

### Compared to Prior Month

### Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	4-2014	4-2015	Change	4-2014	4-2015	Change	3-2015	4-2015	Change	3-2015	4-2015	Change	4-2014	4-2015	Change	4-2014	4-2015	Change
\$99,999 and Below	256	231	-9.8%	10	21	+110.0%	195	231	+18.5%	20	21	+5.0%						
\$100,000 to \$199,999	351	301	-14.2%	40	25	-37.5%	222	301	+35.6%	22	25	+13.6%						
\$200,000 to \$299,999	176	173	-1.7%	3	5	+66.7%	127	173	+36.2%	5	5	0.0%						
\$300,000 to \$399,999	85	82	-3.5%	4	1	-75.0%	70	82	+17.1%	2	1	-50.0%						
\$400,000 to \$499,999	23	31	+34.8%	0	0	--	26	31	+19.2%	0	0	--						
\$500,000 to \$699,999	16	13	-18.8%	0	0	--	14	13	-7.1%	0	0	--						
\$700,000 to \$999,999	10	7	-30.0%	0	0	--	7	7	0.0%	0	0	--						
\$1,000,000 to \$1,999,999	5	3	-40.0%	0	0	--	1	3	+200.0%	0	0	--						
\$2,000,000 and Above	1	1	0.0%	0	0	--	0	1	--	0	0	--						
<b>All Price Ranges</b>	<b>923</b>	<b>842</b>	<b>-8.8%</b>	<b>57</b>	<b>52</b>	<b>-8.8%</b>	<b>662</b>	<b>842</b>	<b>+27.2%</b>	<b>49</b>	<b>52</b>	<b>+6.1%</b>						

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®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	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.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	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.
<b>Inventory of Active Listings</b>	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.
<b>Months Supply of Inventory</b>	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.