

Monthly Indicators



June 2015

Percent changes calculated using year-over-year comparisons.

New Listings were up 3.1 percent for single family homes but decreased 12.5 percent for townhouse-condo properties. Pending Sales increased 9.5 percent for single family homes but decreased 30.0 percent for townhouse-condo properties.

The Median Sales Price was up 14.6 percent to \$149,000 for single family homes and 35.1 percent to \$135,000 for townhouse-condo properties. Days on Market decreased 13.1 percent for single family homes and 52.5 percent for condo properties.

Having six months of 2015 data in the books is great, but it is still just intermission at this halfway point of the year. Forecasting market trends can be as dicey as the weather, but with interest rates managing to remain low into the summer months, the outlook is promising, even if rates go up later in the year. Metrics like inventory and percent of list price received at sale are two of the better understudies to watch this year.

Activity Snapshot

+ 8.2% **+ 14.7%** **- 33.5%**

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	6-2014	6-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
New Listings		294	303	+ 3.1%	1,631	1,556	- 4.6%
Pending Sales		220	241	+ 9.5%	1,125	1,238	+ 10.0%
Sold Listings		224	239	+ 6.7%	1,013	1,087	+ 7.3%
Median Sales Price		\$130,000	\$149,000	+ 14.6%	\$124,900	\$136,000	+ 8.9%
Avg. Sales Price		\$136,515	\$152,554	+ 11.7%	\$130,358	\$146,861	+ 12.7%
Pct. of List Price Received		97.4%	97.6%	+ 0.2%	96.3%	97.1%	+ 0.8%
Days on Market		107	93	- 13.1%	118	107	- 9.3%
Affordability Index		264	244	- 7.6%	274	267	- 2.6%
Active Listings		937	621	- 33.7%	--	--	--
Months Supply		5.4	3.3	- 38.9%	--	--	--

Townhouse-Condo Market Overview

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

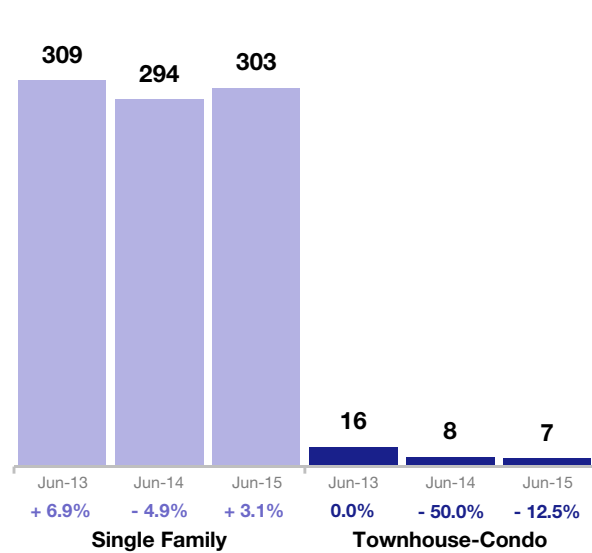


Key Metrics	Historical Sparkbars	6-2014	6-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
New Listings		8	7	- 12.5%	65	69	+ 6.2%
Pending Sales		10	7	- 30.0%	38	53	+ 39.5%
Sold Listings		7	11	+ 57.1%	32	53	+ 65.6%
Median Sales Price		\$99,900	\$135,000	+ 35.1%	\$127,250	\$128,000	+ 0.6%
Avg. Sales Price		\$120,093	\$133,051	+ 10.8%	\$123,175	\$136,290	+ 10.6%
Pct. of List Price Received		99.7%	97.9%	- 1.8%	96.3%	97.8%	+ 1.6%
Days on Market		141	67	- 52.5%	98	129	+ 31.6%
Affordability Index		343	269	- 21.6%	269	284	+ 5.6%
Active Listings		45	32	- 28.9%	--	--	--
Months Supply		6.4	3.5	- 45.3%	--	--	--

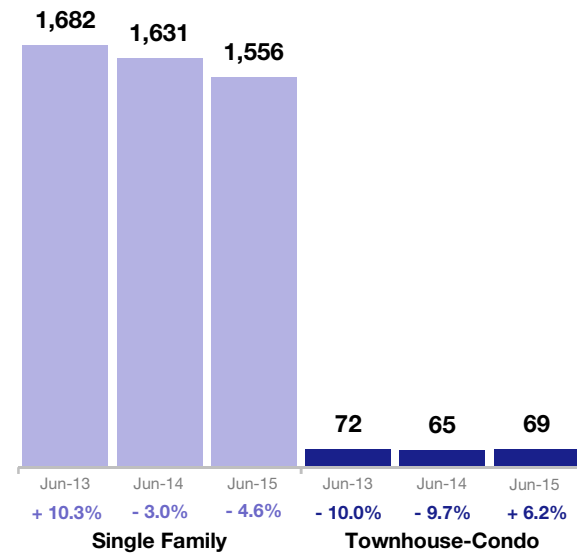
New Listings



June

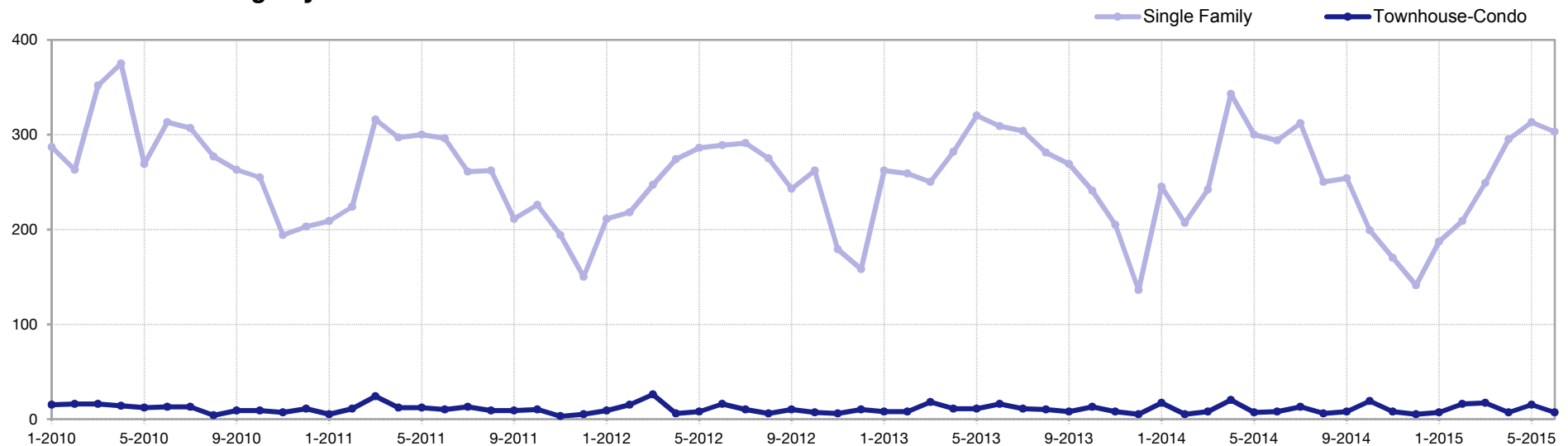


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2014	312	+2.6%	13	+18.2%
Aug-2014	250	-11.0%	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	187	-23.7%	7	-58.8%
Feb-2015	209	+1.0%	16	+220.0%
Mar-2015	249	+2.9%	17	+112.5%
Apr-2015	295	-14.0%	7	-65.0%
May-2015	313	+4.3%	15	+114.3%
Jun-2015	303	+3.1%	7	-12.5%

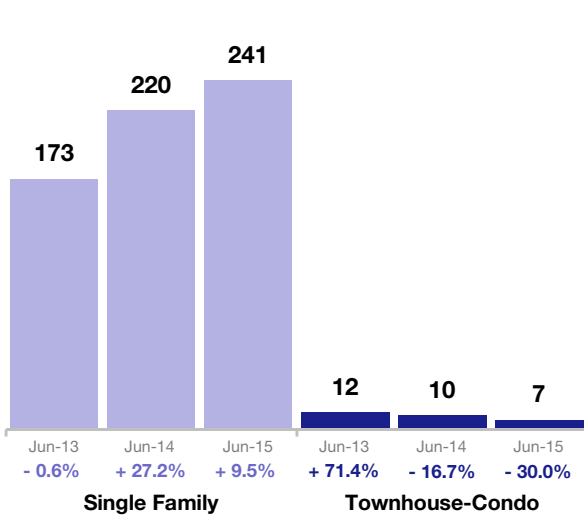
Historical New Listings by Month



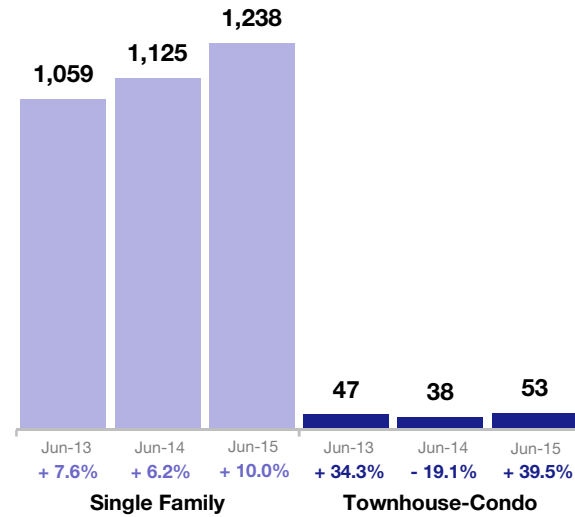
Pending Sales



June

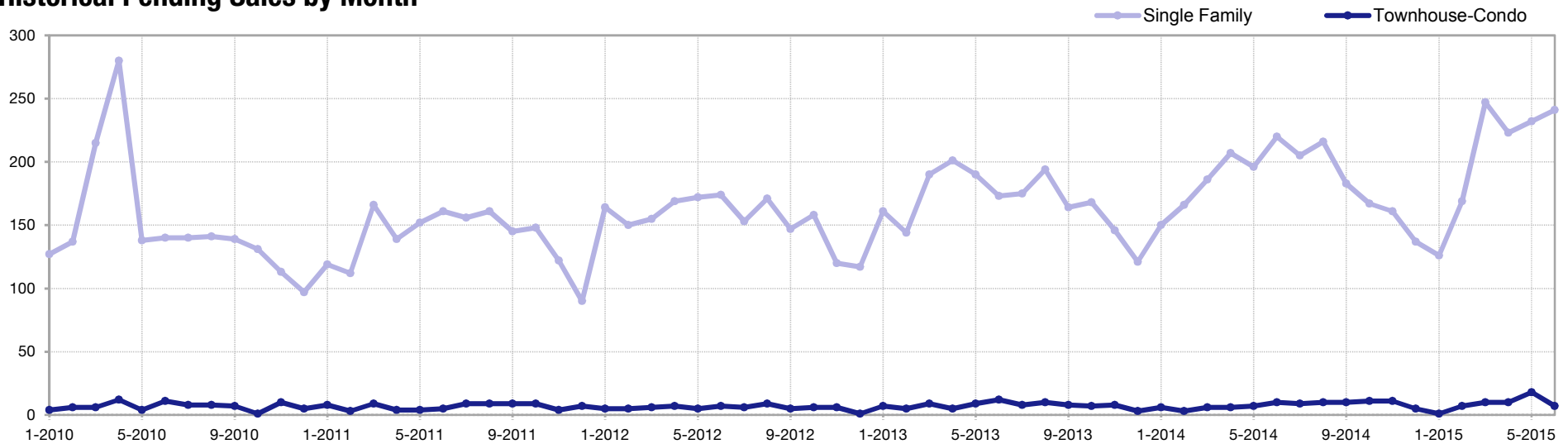


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2014	205	+17.1%	9	+12.5%
Aug-2014	216	+11.3%	10	0.0%
Sep-2014	183	+11.6%	10	+25.0%
Oct-2014	167	-0.6%	11	+57.1%
Nov-2014	161	+10.3%	11	+37.5%
Dec-2014	137	+13.2%	5	+66.7%
Jan-2015	126	-16.0%	1	-83.3%
Feb-2015	169	+1.8%	7	+133.3%
Mar-2015	247	+32.8%	10	+66.7%
Apr-2015	223	+7.7%	10	+66.7%
May-2015	232	+18.4%	18	+157.1%
Jun-2015	241	+9.5%	7	-30.0%

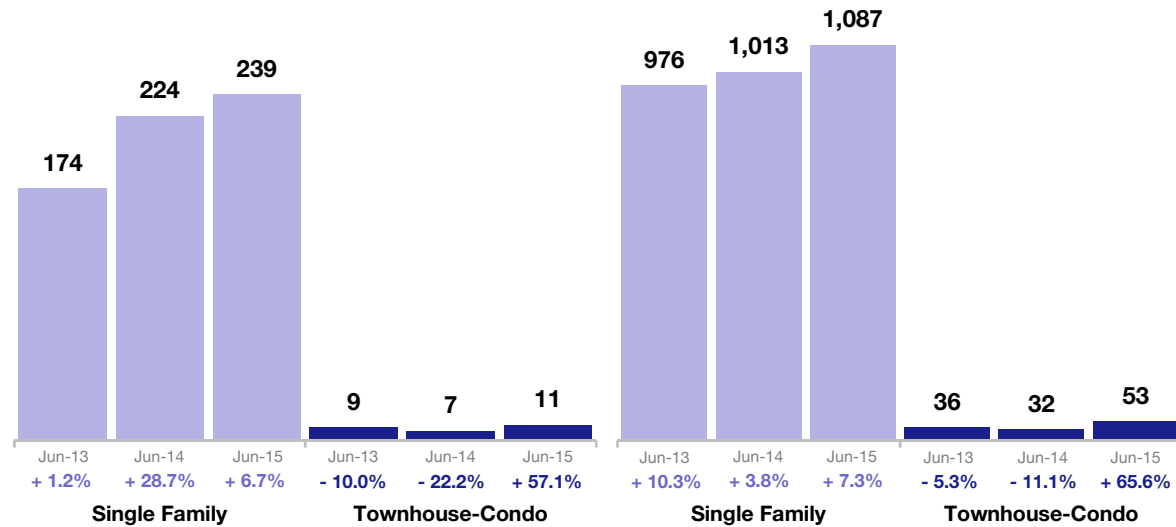
Historical Pending Sales by Month



Sold Listings

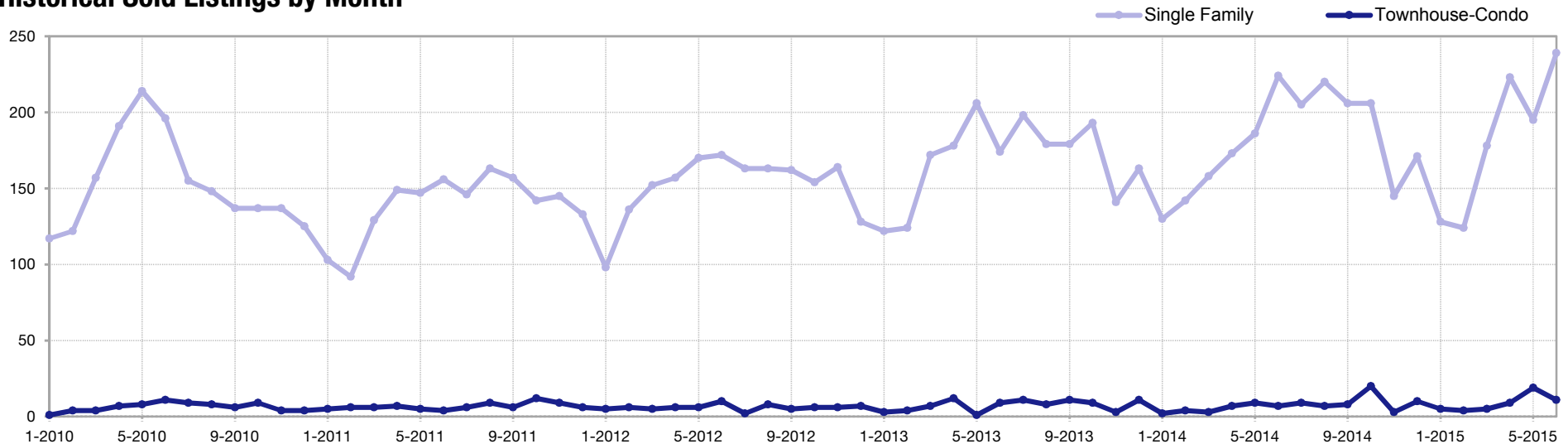


June



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Apr-2015	223	+28.9%	9	+28.6%
May-2015	195	+4.8%	19	+111.1%
Jun-2015	239	+6.7%	11	+57.1%

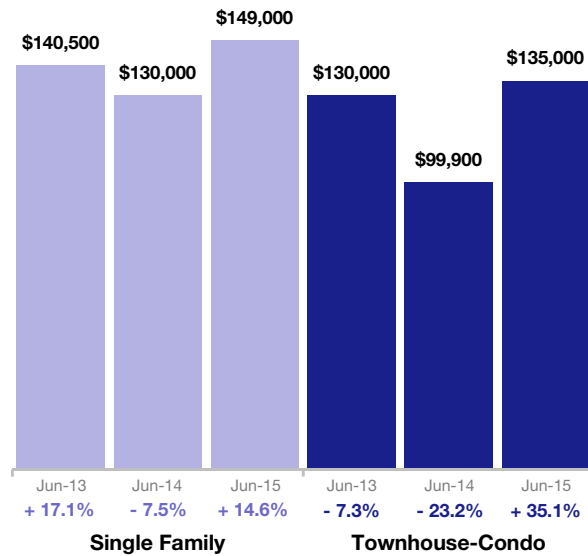
Historical Sold Listings by Month



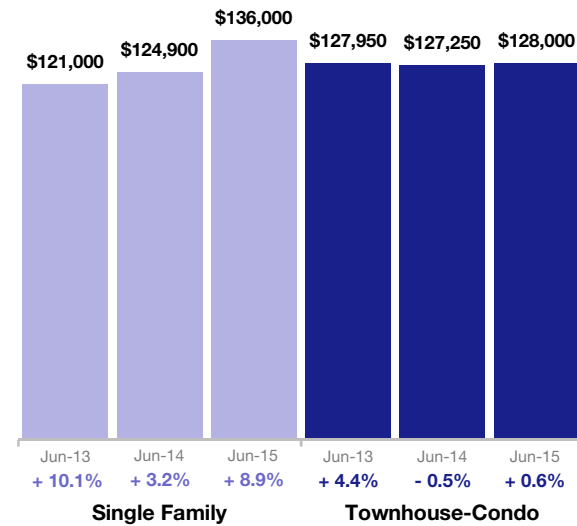
Median Sales Price



June

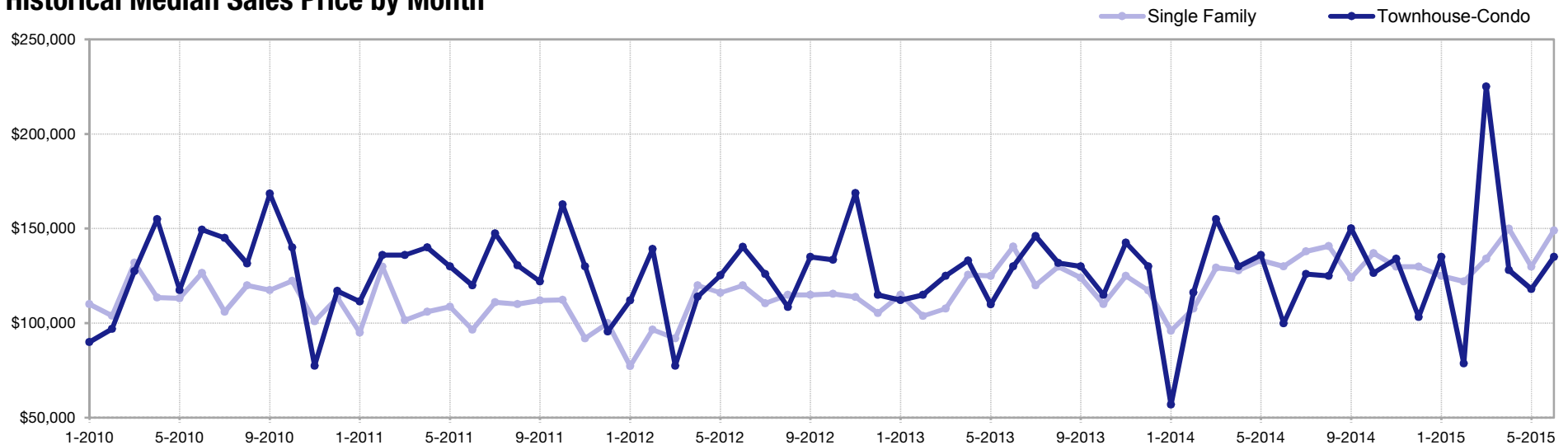


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Apr-2015	\$149,900	+17.2%	\$128,000	-1.5%
May-2015	\$129,900	-2.5%	\$118,000	-13.2%
Jun-2015	\$149,000	+14.6%	\$135,000	+35.1%

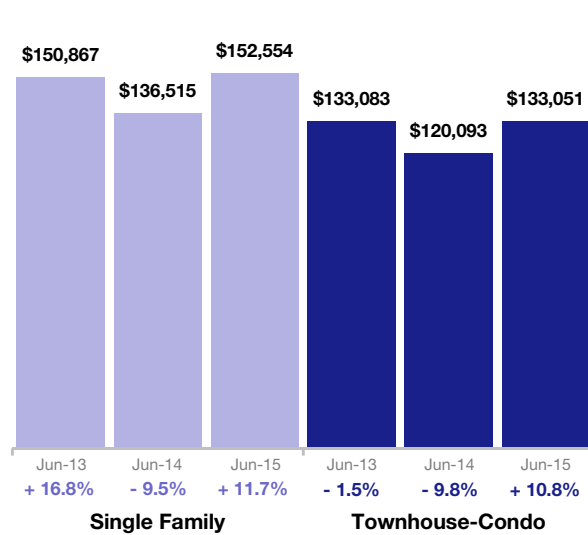
Historical Median Sales Price by Month



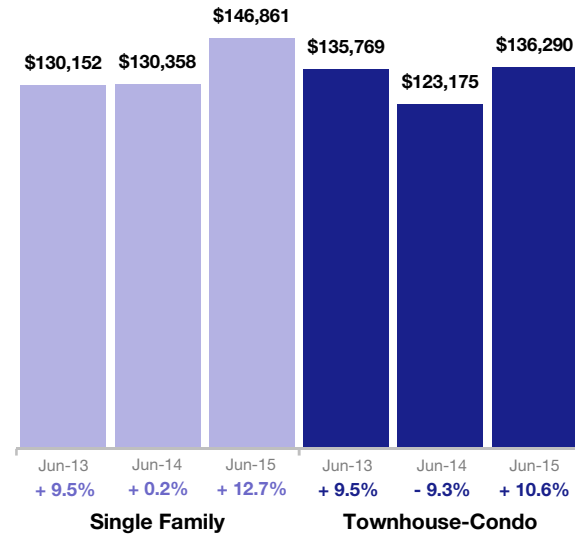
Average Sales Price



June

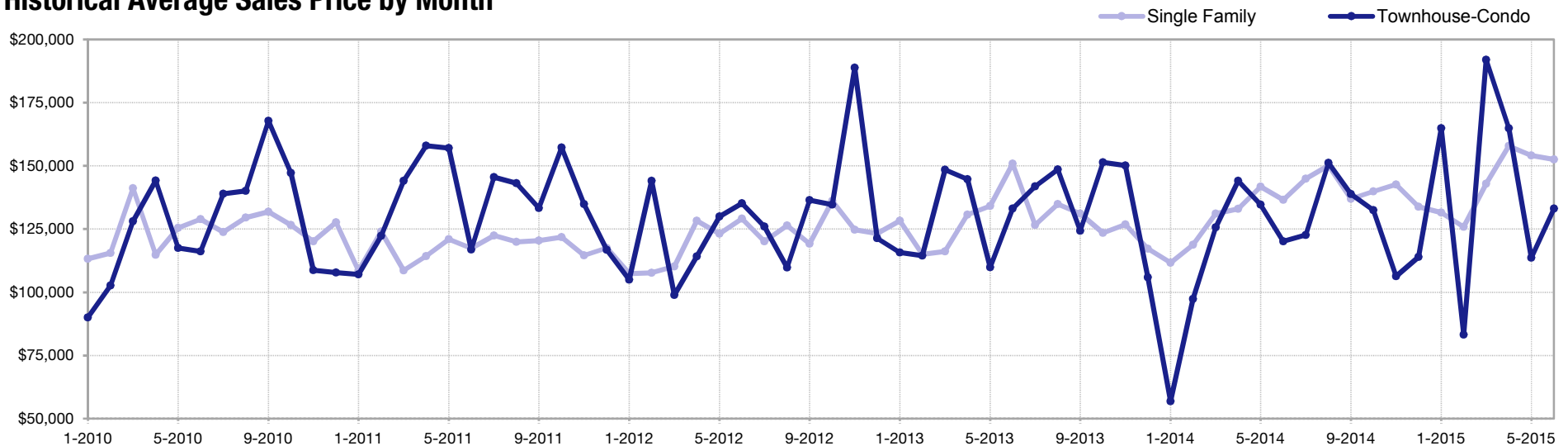


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Apr-2015	\$157,828	+18.7%	\$164,856	+14.5%
May-2015	\$154,127	+8.7%	\$113,626	-15.7%
Jun-2015	\$152,554	+11.7%	\$133,051	+10.8%

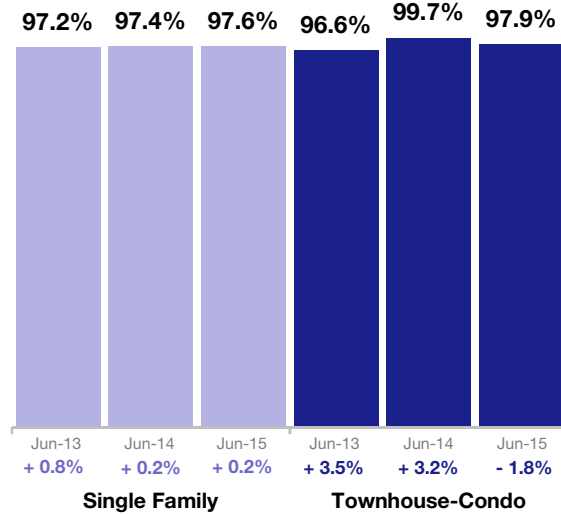
Historical Average Sales Price by Month



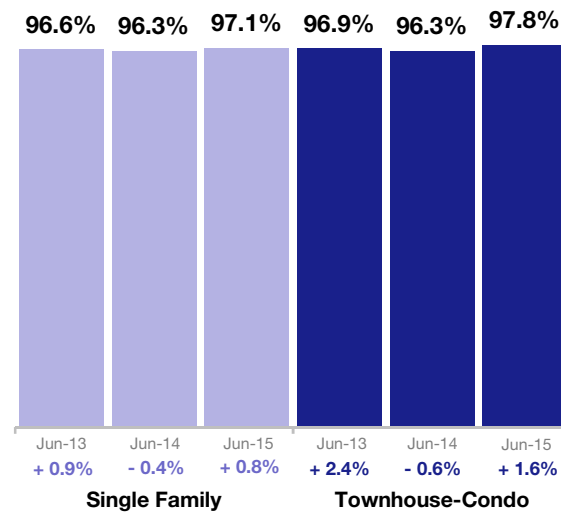
Percent of List Price Received



June

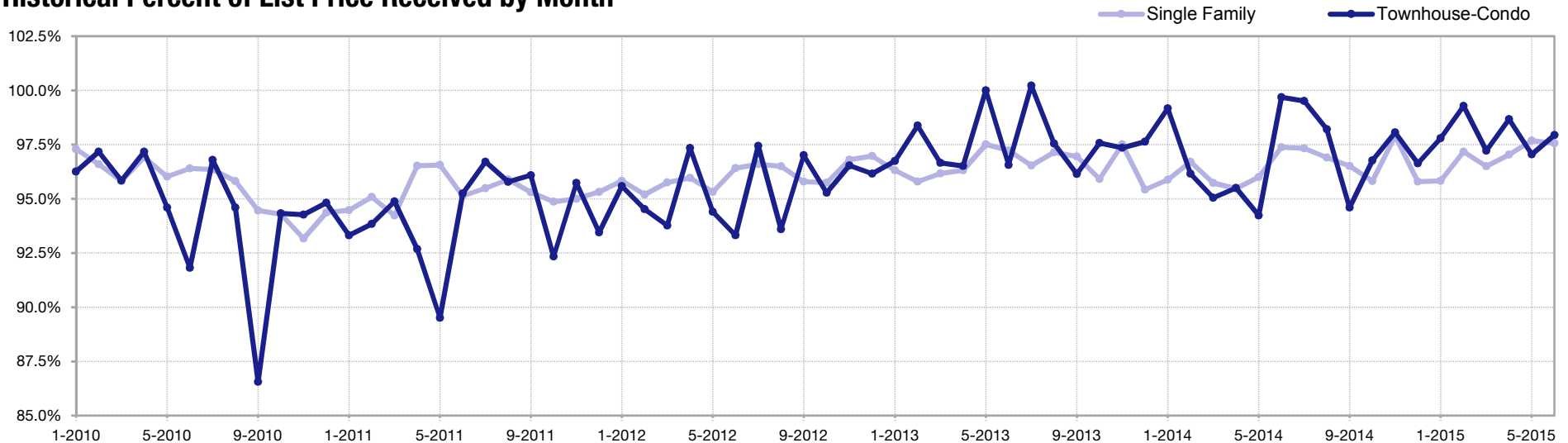


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Apr-2015	97.0%	+1.6%	98.7%	+3.4%
May-2015	97.7%	+1.8%	97.0%	+3.0%
Jun-2015	97.6%	+0.2%	97.9%	-1.8%

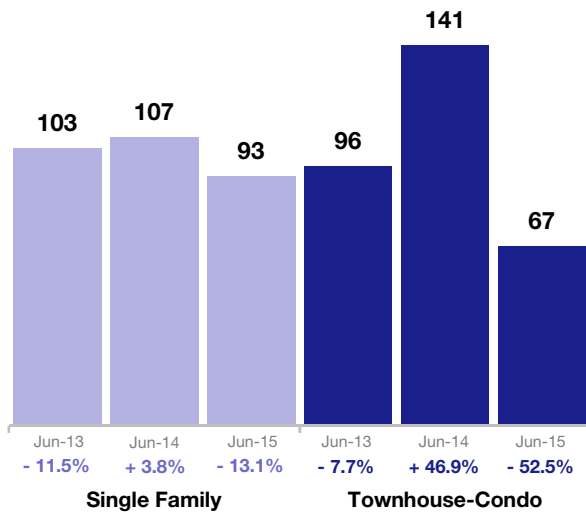
Historical Percent of List Price Received by Month



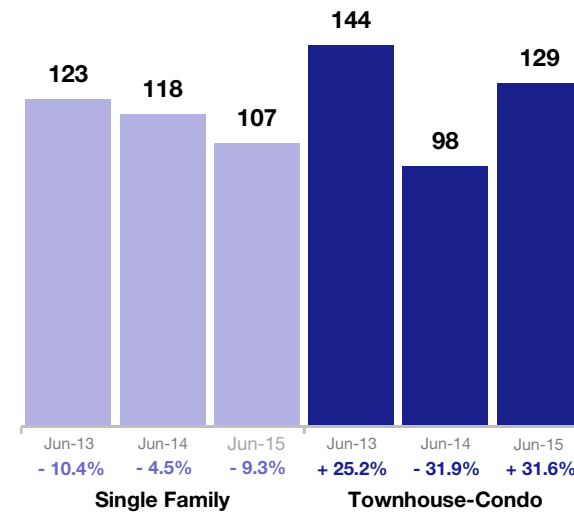
Days on Market Until Sale



June

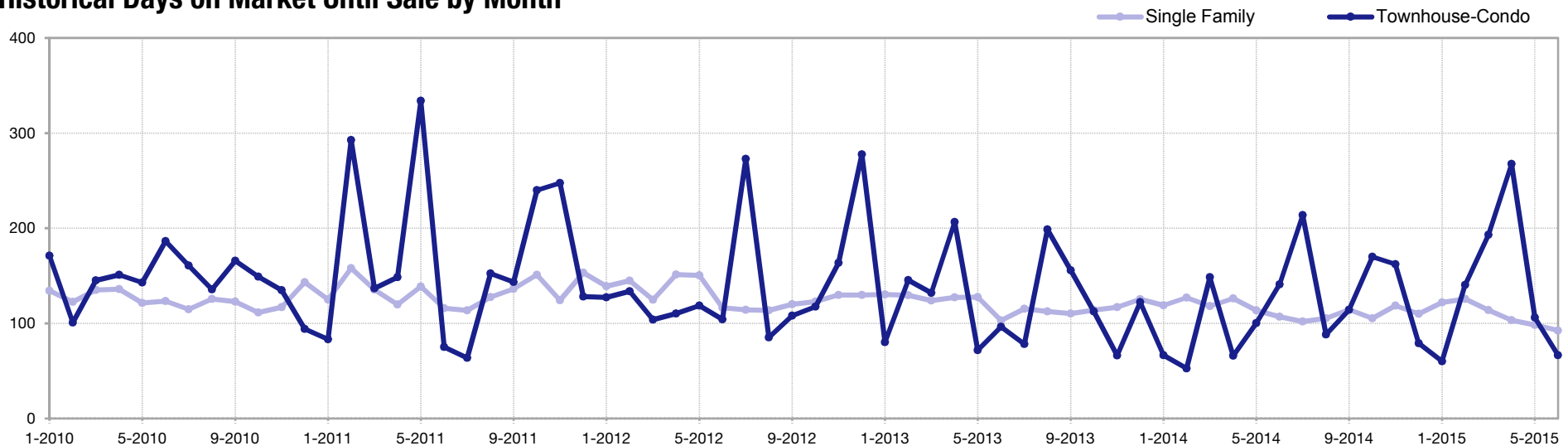


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Apr-2015	103	-18.3%	268	+306.1%
May-2015	98	-14.0%	106	+6.0%
Jun-2015	93	-13.1%	67	-52.5%

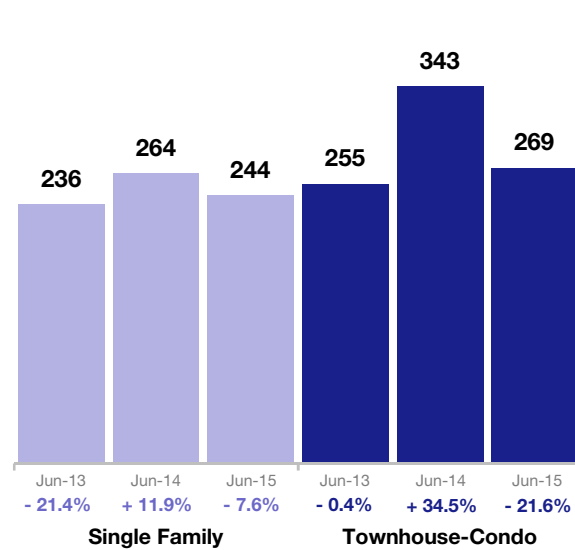
Historical Days on Market Until Sale by Month



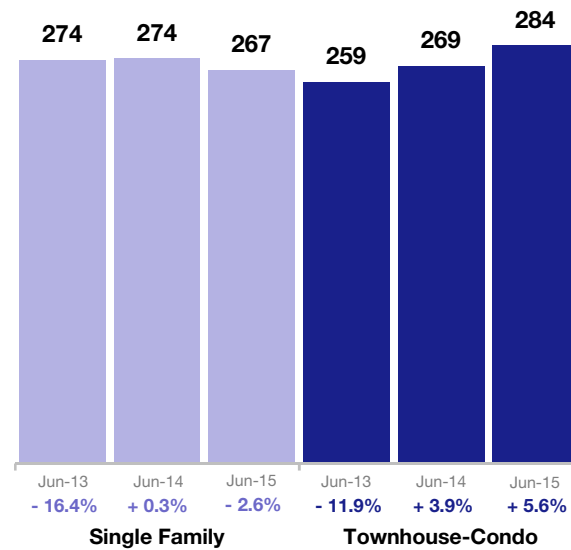
Housing Affordability Index



June

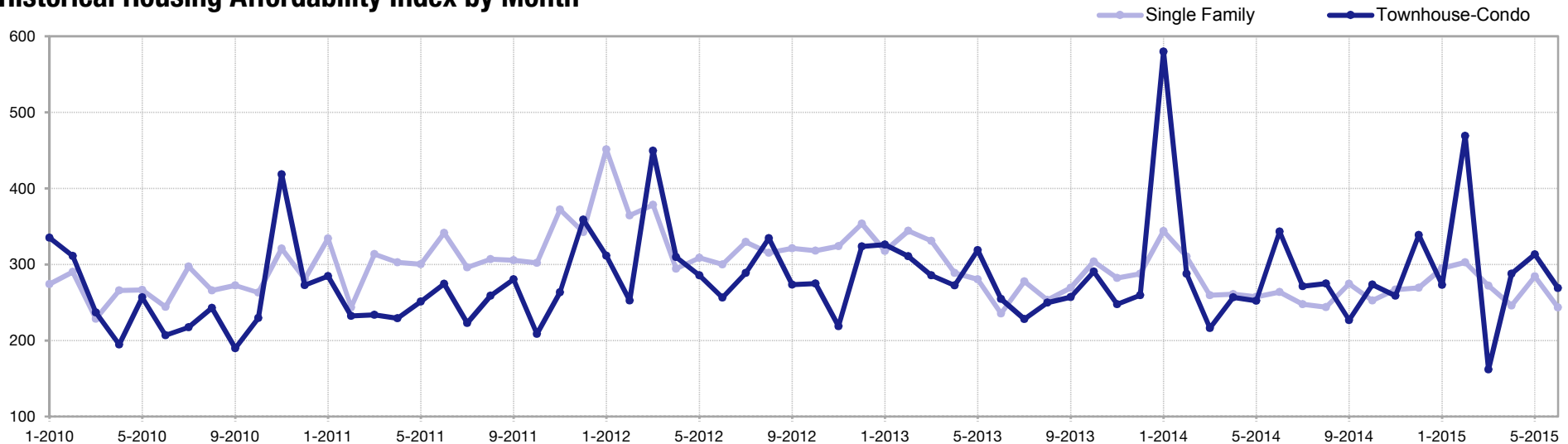


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2014	248	-10.8%	271	+18.9%
Aug-2014	244	-3.6%	275	+10.0%
Sep-2014	274	+1.9%	227	-11.7%
Oct-2014	253	-16.8%	274	-5.5%
Nov-2014	267	-5.3%	259	+4.4%
Dec-2014	269	-6.6%	339	+30.4%
Jan-2015	295	-14.2%	273	-52.9%
Feb-2015	303	-2.6%	469	+62.8%
Mar-2015	272	+4.6%	162	-25.0%
Apr-2015	246	-5.7%	288	+12.1%
May-2015	284	+10.5%	313	+24.2%
Jun-2015	244	-7.6%	269	-21.6%

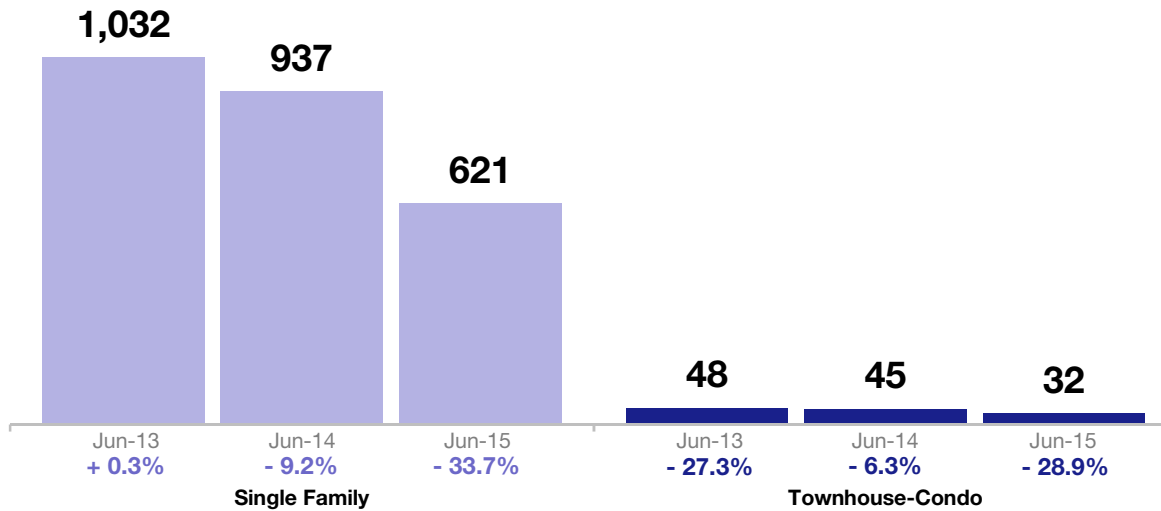
Historical Housing Affordability Index by Month



Inventory of Active Listings

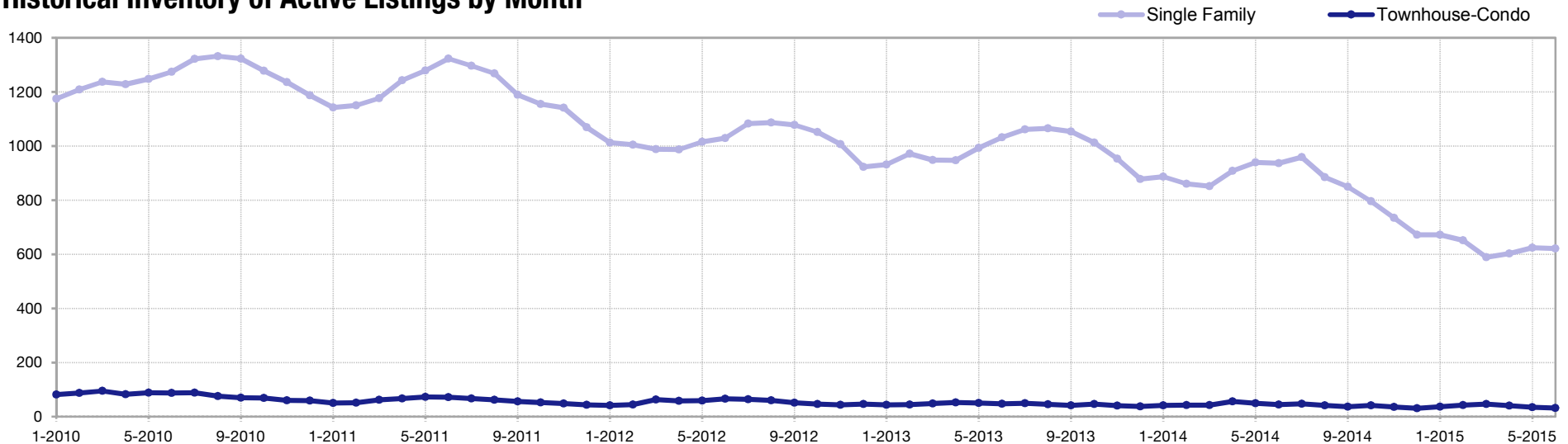


June



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2014	959	-9.6%	48	-4.0%
Aug-2014	885	-16.9%	42	-8.7%
Sep-2014	850	-19.4%	37	-11.9%
Oct-2014	796	-21.4%	42	-10.6%
Nov-2014	735	-22.9%	36	-12.2%
Dec-2014	672	-23.5%	31	-18.4%
Jan-2015	672	-24.2%	37	-11.9%
Feb-2015	652	-24.2%	43	0.0%
Mar-2015	589	-30.9%	47	+9.3%
Apr-2015	603	-33.6%	41	-26.8%
May-2015	624	-33.5%	35	-30.0%
Jun-2015	621	-33.7%	32	-28.9%

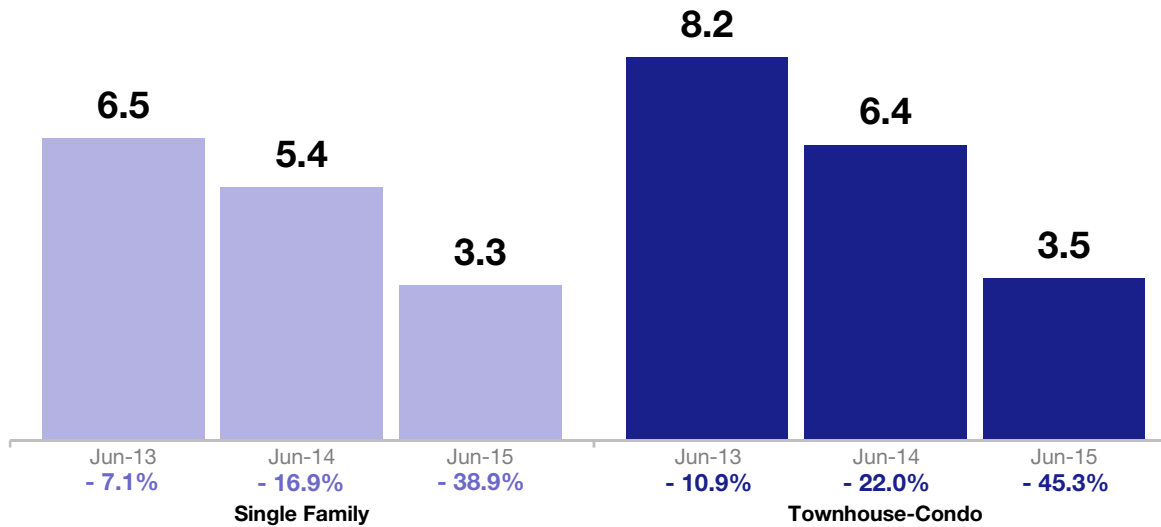
Historical Inventory of Active Listings by Month



Months Supply of Inventory

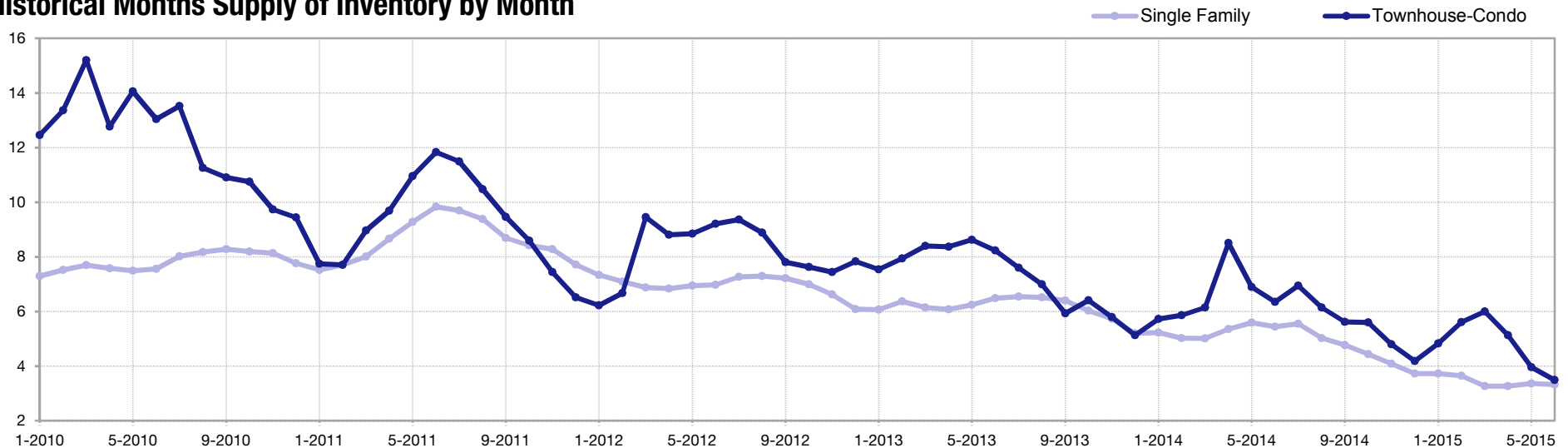


June



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2014	5.6	-13.8%	6.9	-9.2%
Aug-2014	5.0	-23.1%	6.1	-12.9%
Sep-2014	4.8	-25.0%	5.6	-5.1%
Oct-2014	4.4	-26.7%	5.6	-12.5%
Nov-2014	4.1	-28.1%	4.8	-17.2%
Dec-2014	3.7	-28.8%	4.2	-17.6%
Jan-2015	3.7	-28.8%	4.8	-15.8%
Feb-2015	3.6	-28.0%	5.6	-5.1%
Mar-2015	3.3	-34.0%	6.0	-1.6%
Apr-2015	3.3	-38.9%	5.1	-40.0%
May-2015	3.4	-39.3%	4.0	-42.0%
Jun-2015	3.3	-38.9%	3.5	-45.3%

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.



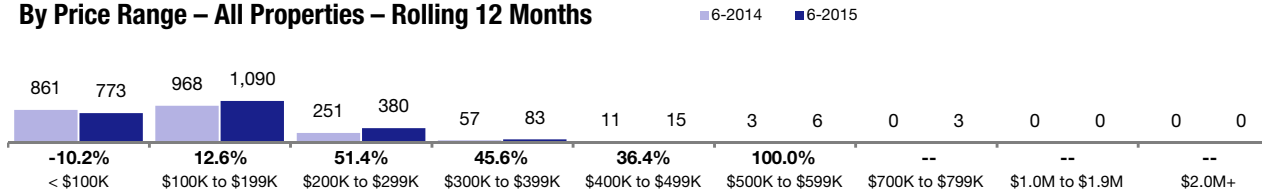
Key Metrics	Historical Sparkbars	6-2014	6-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
New Listings		302	310	+ 2.6%	1,696	1,625	- 4.2%
Pending Sales		230	248	+ 7.8%	1,163	1,291	+ 11.0%
Sold Listings		231	250	+ 8.2%	1,045	1,140	+ 9.1%
Median Sales Price		\$129,900	\$149,000	+ 14.7%	\$125,000	\$135,000	+ 8.0%
Avg. Sales Price		\$136,017	\$151,696	+ 11.5%	\$130,138	\$146,368	+ 12.5%
Pct. of List Price Received		97.5%	97.6%	+ 0.1%	96.3%	97.1%	+ 0.8%
Days on Market		108	91	- 15.7%	117	108	- 7.7%
Affordability Index		264	244	- 7.6%	274	269	- 1.8%
Active Listings		982	653	- 33.5%	--	--	--
Months Supply		5.5	3.3	- 40.0%	--	--	--

Sold Listings

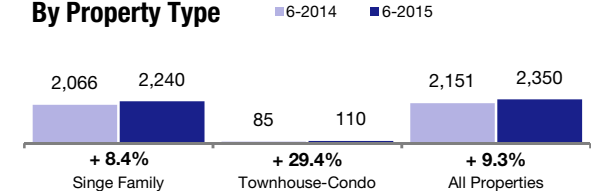
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	6-2014	6-2015	Change	6-2014	6-2015	Change
\$99,999 and Below	834	748	-10.3%	27	25	-7.4%
\$100,000 to \$199,999	920	1,016	+10.4%	48	74	+54.2%
\$200,000 to \$299,999	241	370	+53.5%	10	10	0.0%
\$300,000 to \$399,999	57	82	+43.9%	0	1	--
\$400,000 to \$499,999	11	15	+36.4%	0	0	--
\$500,000 to \$699,999	3	6	+100.0%	0	0	--
\$700,000 to \$999,999	0	3	--	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	2,066	2,240	+8.4%	85	110	+29.4%

Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2015	6-2015	Change	5-2015	6-2015	Change
\$99,999 and Below	57	68	+19.3%	5	2	-60.0%
\$100,000 to \$199,999	89	113	+27.0%	14	9	-35.7%
\$200,000 to \$299,999	36	43	+19.4%	0	0	--
\$300,000 to \$399,999	10	15	+50.0%	0	0	--
\$400,000 to \$499,999	0	0	--	0	0	--
\$500,000 to \$699,999	1	0	-100.0%	0	0	--
\$700,000 to \$999,999	2	0	-100.0%	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	195	239	+22.6%	19	11	-42.1%

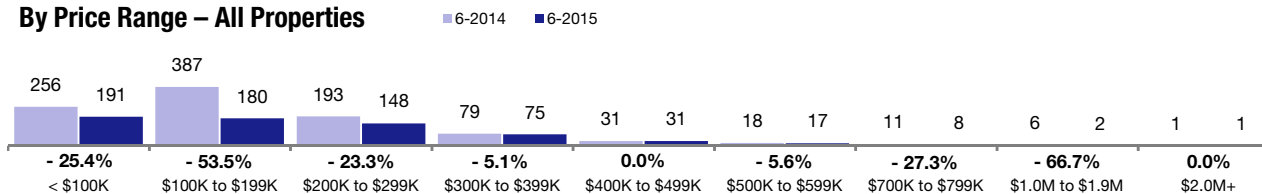
Year to Date

By Price Range	Single Family			Condo		
	6-2014	6-2015	Change	6-2014	6-2015	Change
\$99,999 and Below	401	348	-13.2%	11	11	0.0%
\$100,000 to \$199,999	458	508	+10.9%	18	35	+94.4%
\$200,000 to \$299,999	116	168	+44.8%	3	7	+133.3%
\$300,000 to \$399,999	32	48	+50.0%	0	0	--
\$400,000 to \$499,999	4	9	+125.0%	0	0	--
\$500,000 to \$699,999	2	4	+100.0%	0	0	--
\$700,000 to \$999,999	0	2	--	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	1,013	1,087	+7.3%	32	53	+65.6%

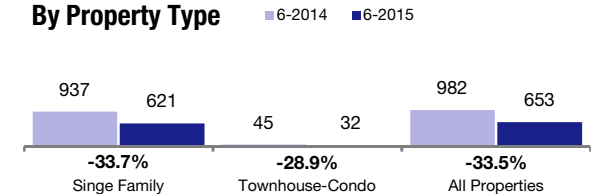
Inventory of Active Listings

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		
	6-2014	6-2015	Change	6-2014	6-2015	Change
\$99,999 and Below	249	179	-28.1%	7	12	+71.4%
\$100,000 to \$199,999	358	168	-53.1%	29	12	-58.6%
\$200,000 to \$299,999	189	141	-25.4%	4	7	+75.0%
\$300,000 to \$399,999	74	74	0.0%	5	1	-80.0%
\$400,000 to \$499,999	31	31	0.0%	0	0	--
\$500,000 to \$699,999	18	17	-5.6%	0	0	--
\$700,000 to \$999,999	11	8	-27.3%	0	0	--
\$1,000,000 to \$1,999,999	6	2	-66.7%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	937	621	-33.7%	45	32	-28.9%

Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2015	6-2015	Change	5-2015	6-2015	Change
\$99,999 and Below	183	179	-2.2%	15	12	-20.0%
\$100,000 to \$199,999	178	168	-5.6%	12	12	0.0%
\$200,000 to \$299,999	126	141	+11.9%	6	7	+16.7%
\$300,000 to \$399,999	78	74	-5.1%	2	1	-50.0%
\$400,000 to \$499,999	33	31	-6.1%	0	0	--
\$500,000 to \$699,999	17	17	0.0%	0	0	--
\$700,000 to \$999,999	6	8	+33.3%	0	0	--
\$1,000,000 to \$1,999,999	2	2	0.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	624	621	-0.5%	35	32	-8.6%

Year to Date

By Price Range	Single Family			Condo		
	6-2014	6-2015	Change	6-2014	6-2015	Change
\$99,999 and Below	15	12	-20.0%	11	11	0.0%
\$100,000 to \$199,999	178	168	-5.6%	18	35	+94.4%
\$200,000 to \$299,999	116	168	+44.8%	3	7	+133.3%
\$300,000 to \$399,999	32	48	+50.0%	0	0	--
\$400,000 to \$499,999	4	9	+125.0%	0	0	--
\$500,000 to \$699,999	2	4	+100.0%	0	0	--
\$700,000 to \$999,999	0	2	--	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	1,013	1,087	+7.3%	32	53	+65.6%

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 June 2015

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Pueblo County

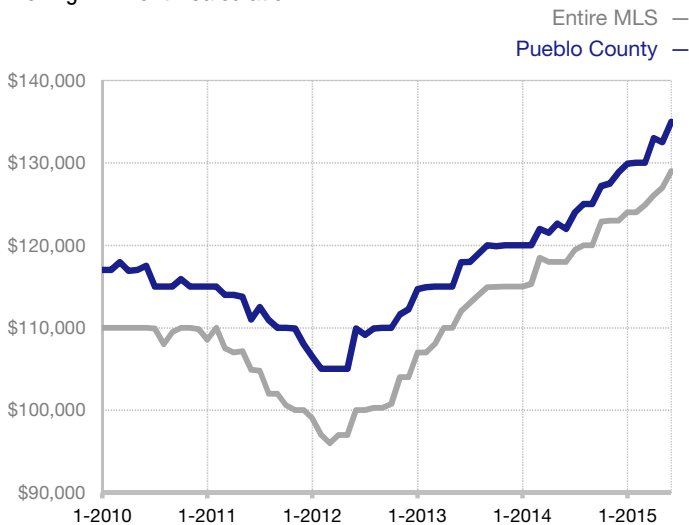
Single Family Key Metrics	June			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 06-2014	Thru 06-2015	Percent Change from Previous Year
New Listings	297	304	+ 2.4%	1,635	1,554	- 5.0%
Sold Listings	223	236	+ 5.8%	1,016	1,079	+ 6.2%
Median Sales Price*	\$130,000	\$149,000	+ 14.6%	\$123,750	\$135,635	+ 9.6%
Average Sales Price*	\$137,138	\$152,843	+ 11.5%	\$129,864	\$146,917	+ 13.1%
Percent of List Price Received*	97.4%	97.6%	+ 0.2%	96.3%	97.1%	+ 0.8%
Days on Market Until Sale	108	94	- 13.0%	118	107	- 9.3%
Inventory of Homes for Sale	937	627	- 33.1%	--	--	--
Months Supply of Inventory	5.4	3.4	- 37.0%	--	--	--

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

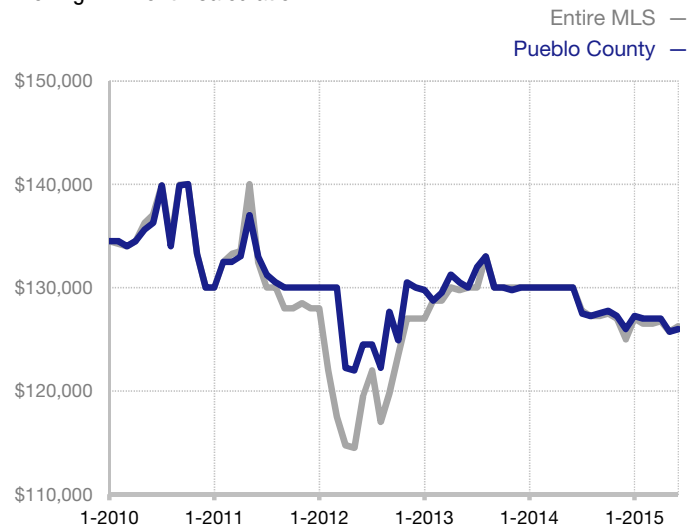
Townhouse-Condo Key Metrics	June			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 06-2014	Thru 06-2015	Percent Change from Previous Year
New Listings	8	7	- 12.5%	65	69	+ 6.2%
Sold Listings	7	11	+ 57.1%	32	53	+ 65.6%
Median Sales Price*	\$99,900	\$135,000	+ 35.1%	\$127,250	\$128,000	+ 0.6%
Average Sales Price*	\$120,093	\$133,051	+ 10.8%	\$123,175	\$136,290	+ 10.6%
Percent of List Price Received*	99.7%	97.9%	- 1.8%	96.3%	97.8%	+ 1.6%
Days on Market Until Sale	141	67	- 52.5%	98	129	+ 31.6%
Inventory of Homes for Sale	45	32	- 28.9%	--	--	--
Months Supply of Inventory	6.4	3.5	- 45.3%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for June 2015

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Arkansas Valley/Otero County

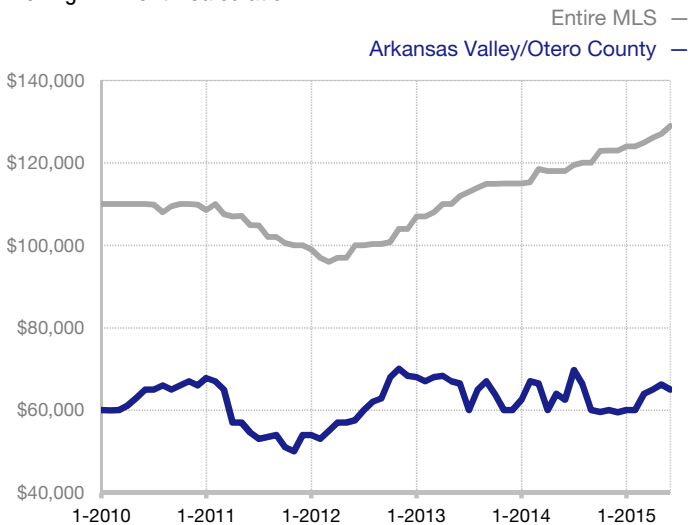
Single Family Key Metrics	June			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 06-2014	Thru 06-2015	Percent Change from Previous Year
New Listings	49	40	- 18.4%	231	204	- 11.7%
Sold Listings	22	22	0.0%	120	139	+ 15.8%
Median Sales Price*	\$74,063	\$54,500	- 26.4%	\$60,000	\$70,000	+ 16.7%
Average Sales Price*	\$71,129	\$69,118	- 2.8%	\$76,434	\$81,576	+ 6.7%
Percent of List Price Received*	95.1%	92.5%	- 2.7%	92.1%	92.4%	+ 0.3%
Days on Market Until Sale	154	191	+ 24.0%	165	193	+ 17.0%
Inventory of Homes for Sale	247	191	- 22.7%	--	--	--
Months Supply of Inventory	11.6	7.6	- 34.5%	--	--	--

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

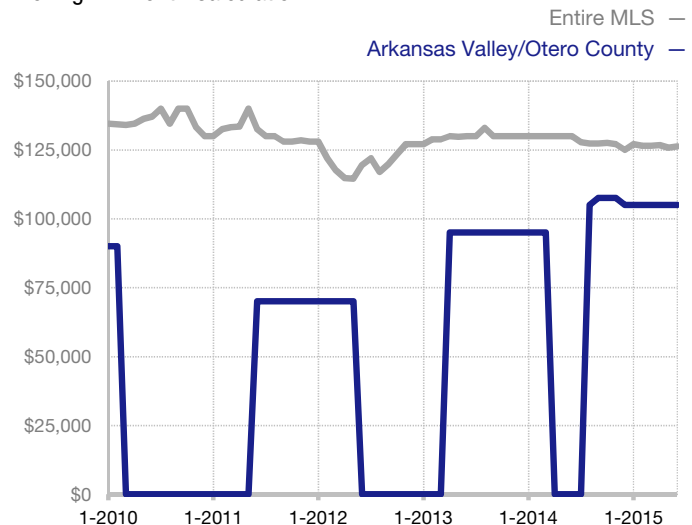
Townhouse-Condo Key Metrics	June			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 06-2014	Thru 06-2015	Percent Change from Previous Year
New Listings	0	0	--	2	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	2	1	- 50.0%	--	--	--
Months Supply of Inventory	0.0	1.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for June 2015

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Fowler

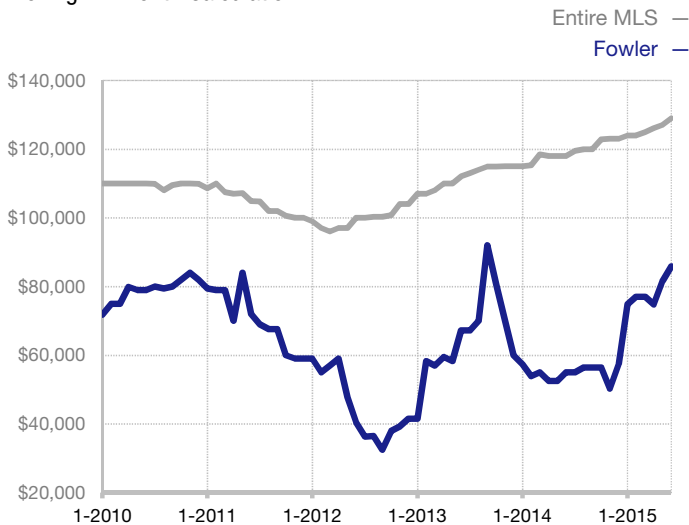
Single Family Key Metrics	June			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 06-2014	Thru 06-2015	Percent Change from Previous Year
New Listings	8	4	- 50.0%	16	13	- 18.8%
Sold Listings	2	1	- 50.0%	9	6	- 33.3%
Median Sales Price*	\$103,500	\$90,000	- 13.0%	\$45,450	\$81,450	+ 79.2%
Average Sales Price*	\$103,500	\$90,000	- 13.0%	\$63,659	\$69,733	+ 9.5%
Percent of List Price Received*	93.6%	105.9%	+ 13.1%	92.4%	95.2%	+ 3.0%
Days on Market Until Sale	88	316	+ 259.1%	163	298	+ 82.8%
Inventory of Homes for Sale	24	12	- 50.0%	--	--	--
Months Supply of Inventory	11.5	8.8	- 23.5%	--	--	--

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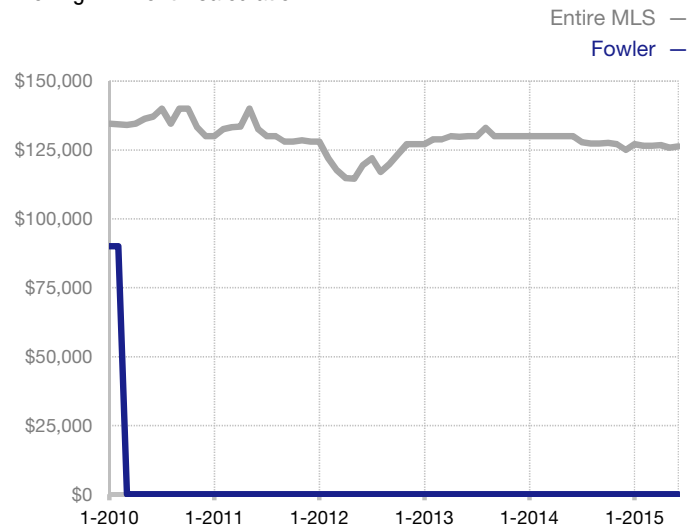
Townhouse-Condo Key Metrics	June			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 06-2014	Thru 06-2015	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

* 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 June 2015

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Huerfano County

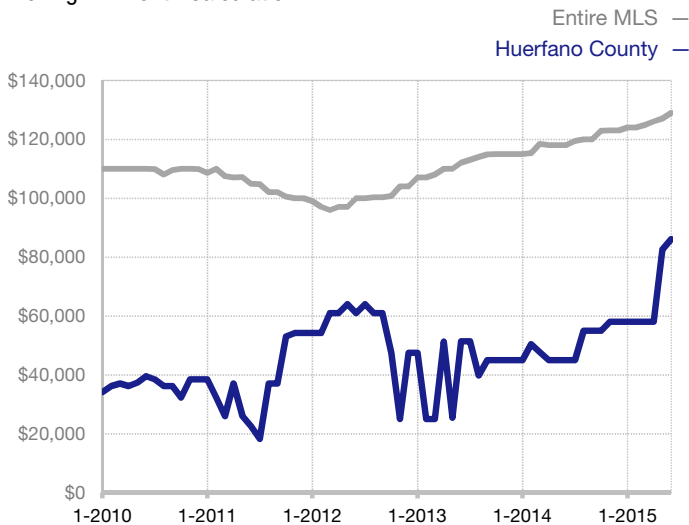
Single Family Key Metrics	June			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 06-2014	Thru 06-2015	Percent Change from Previous Year
New Listings	0	4	--	12	10	- 16.7%
Sold Listings	2	0	- 100.0%	6	7	+ 16.7%
Median Sales Price*	\$44,250	\$0	- 100.0%	\$51,500	\$107,000	+ 107.8%
Average Sales Price*	\$44,250	\$0	- 100.0%	\$76,358	\$114,429	+ 49.9%
Percent of List Price Received*	91.2%	0.0%	- 100.0%	88.0%	91.8%	+ 4.3%
Days on Market Until Sale	123	0	- 100.0%	113	193	+ 70.8%
Inventory of Homes for Sale	12	7	- 41.7%	--	--	--
Months Supply of Inventory	8.0	4.0	- 50.0%	--	--	--

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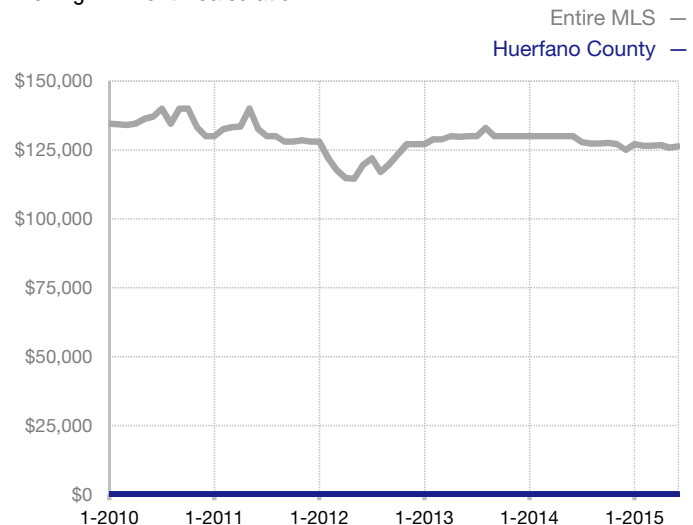
Townhouse-Condo Key Metrics	June			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 06-2014	Thru 06-2015	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

* 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 June 2015

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La Junta

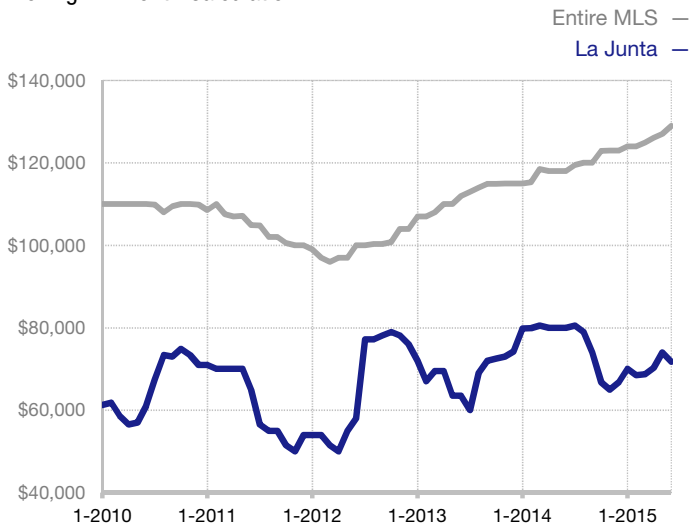
Single Family Key Metrics	June			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 06-2014	Thru 06-2015	Percent Change from Previous Year
New Listings	11	8	- 27.3%	75	58	- 22.7%
Sold Listings	6	7	+ 16.7%	37	48	+ 29.7%
Median Sales Price*	\$77,563	\$52,000	- 33.0%	\$76,125	\$80,000	+ 5.1%
Average Sales Price*	\$81,629	\$71,143	- 12.8%	\$91,080	\$91,651	+ 0.6%
Percent of List Price Received*	93.1%	90.1%	- 3.2%	93.1%	93.8%	+ 0.8%
Days on Market Until Sale	188	141	- 25.0%	181	149	- 17.7%
Inventory of Homes for Sale	72	43	- 40.3%	--	--	--
Months Supply of Inventory	10.7	4.6	- 57.0%	--	--	--

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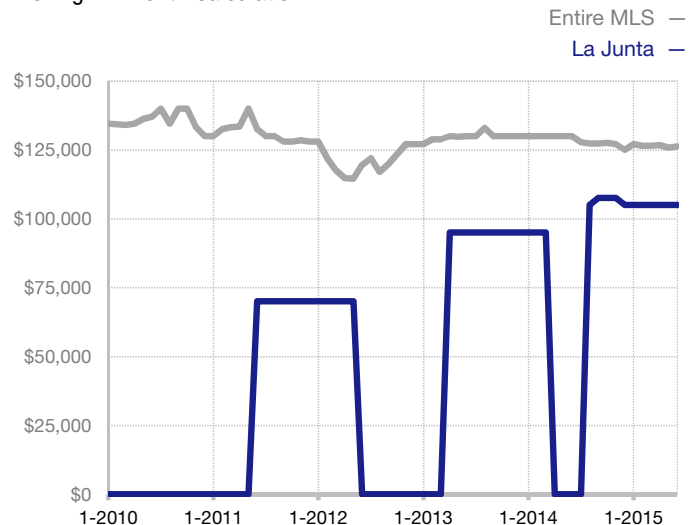
Townhouse-Condo Key Metrics	June			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 06-2014	Thru 06-2015	Percent Change from Previous Year
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	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



Local Market Update for June 2015

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Las Animas

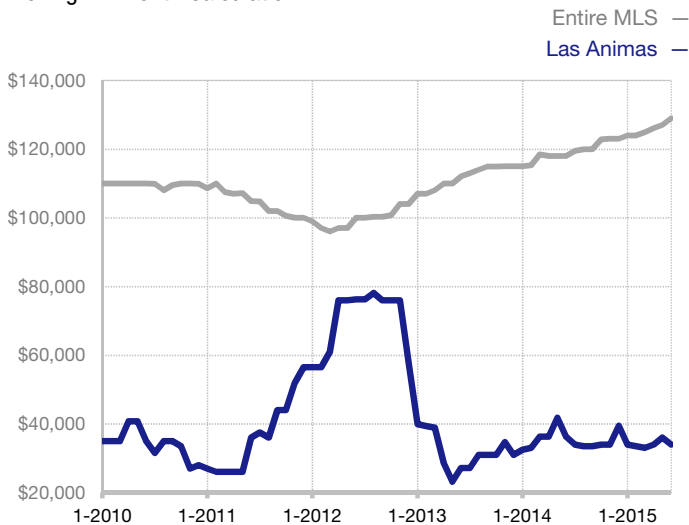
Single Family	June			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 06-2014	Thru 06-2015	Percent Change from Previous Year
Key Metrics						
New Listings	0	3	--	15	12	- 20.0%
Sold Listings	0	1	--	13	8	- 38.5%
Median Sales Price*	\$0	\$33,600	--	\$45,000	\$35,800	- 20.4%
Average Sales Price*	\$0	\$33,600	--	\$65,915	\$34,622	- 47.5%
Percent of List Price Received*	0.0%	100.0%	--	86.0%	92.9%	+ 8.0%
Days on Market Until Sale	0	74	--	136	161	+ 18.4%
Inventory of Homes for Sale	14	11	- 21.4%	--	--	--
Months Supply of Inventory	6.2	4.7	- 24.2%	--	--	--

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

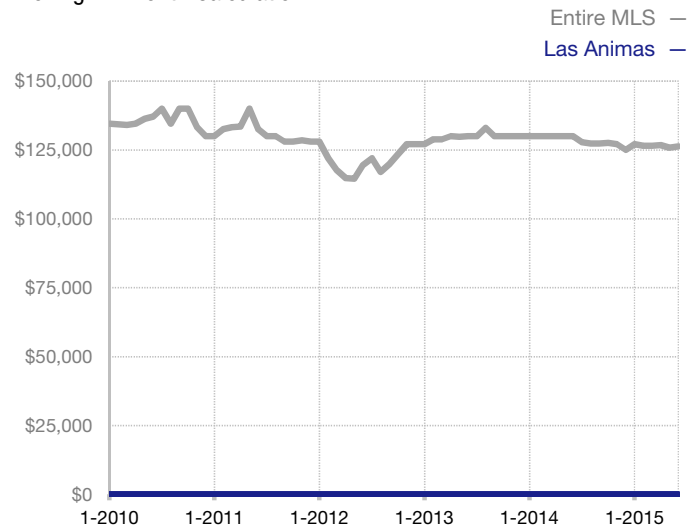
Townhouse-Condo	June			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 06-2014	Thru 06-2015	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 June 2015

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Manzanola

Single Family Key Metrics	June			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 06-2014	Thru 06-2015	Percent Change from Previous Year
New Listings	3	2	- 33.3%	8	6	- 25.0%
Sold Listings	1	1	0.0%	3	4	+ 33.3%
Median Sales Price*	\$83,000	\$38,500	- 53.6%	\$83,000	\$55,000	- 33.7%
Average Sales Price*	\$83,000	\$38,500	- 53.6%	\$124,000	\$87,125	- 29.7%
Percent of List Price Received*	97.6%	92.8%	- 4.9%	96.4%	90.1%	- 6.5%
Days on Market Until Sale	120	78	- 35.0%	229	399	+ 74.2%
Inventory of Homes for Sale	12	6	- 50.0%	--	--	--
Months Supply of Inventory	12.0	3.3	- 72.5%	--	--	--

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

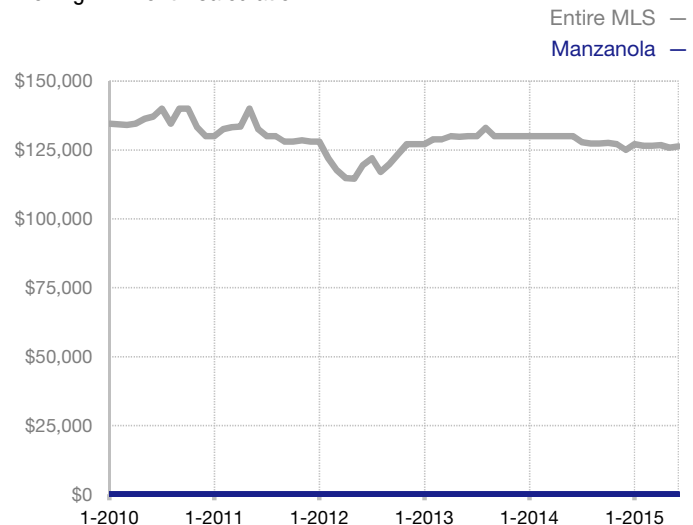
Townhouse-Condo Key Metrics	June			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 06-2014	Thru 06-2015	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

* 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 June 2015

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Rocky Ford

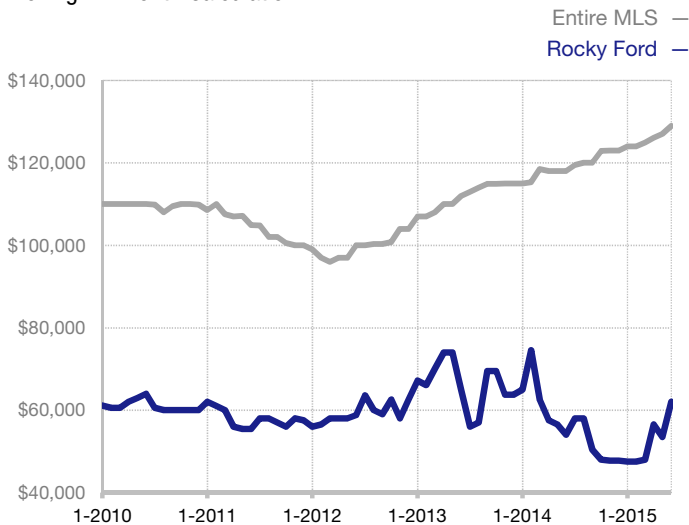
Single Family	June			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 06-2014	Thru 06-2015	Percent Change from Previous Year
Key Metrics						
New Listings	5	5	0.0%	32	25	- 21.9%
Sold Listings	3	3	0.0%	17	23	+ 35.3%
Median Sales Price*	\$20,000	\$64,000	+ 220.0%	\$38,500	\$70,000	+ 81.8%
Average Sales Price*	\$23,667	\$61,667	+ 160.6%	\$56,000	\$87,983	+ 57.1%
Percent of List Price Received*	89.9%	92.8%	+ 3.2%	90.2%	91.8%	+ 1.8%
Days on Market Until Sale	106	376	+ 254.7%	162	222	+ 37.0%
Inventory of Homes for Sale	41	30	- 26.8%	--	--	--
Months Supply of Inventory	10.7	7.5	- 29.9%	--	--	--

* 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	June			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 06-2014	Thru 06-2015	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	0	- 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	1	1	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

