

Monthly Indicators



July 2016

Percent changes calculated using year-over-year comparisons.

New Listings were up 16.8 percent for single family homes but remained flat for townhouse-condo properties. Pending Sales decreased 2.0 percent for single family homes but increased 42.9 percent for townhouse-condo properties.

The Median Sales Price was up 6.0 percent to \$159,000 for single family homes and 32.5 percent to \$139,125 for townhouse-condo properties. Days on Market decreased 10.5 percent for single family homes and 34.4 percent for condo properties.

Low housing supply has already prevented an outright national boon in sales activity, despite a continuation of near record-low mortgage rates and an unemployment rate under 5.0 percent deep into 2016. The issue is not purchasing power. Many areas are falling behind last year's closed sales totals simply because of lack of available inventory. As this continues, higher prices may put a deeper squeeze on the current buyer pool.

Activity Snapshot

- 28.5% **+ 6.0%** **- 2.4%**

One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties
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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	7-2015	7-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		315	368	+ 16.8%	1,881	1,995	+ 6.1%
Pending Sales		256	251	- 2.0%	1,441	1,526	+ 5.9%
Sold Listings		245	175	- 28.6%	1,257	1,325	+ 5.4%
Median Sales Price		\$150,000	\$159,000	+ 6.0%	\$139,500	\$154,000	+ 10.4%
Avg. Sales Price		\$155,542	\$171,582	+ 10.3%	\$148,486	\$165,299	+ 11.3%
Pct. of List Price Received		98.3%	97.9%	- 0.4%	97.4%	97.8%	+ 0.4%
Days on Market		95	85	- 10.5%	105	95	- 9.5%
Affordability Index		238	234	- 1.7%	256	241	- 5.9%
Active Listings		750	738	- 1.6%	--	--	--
Months Supply		4.1	3.9	- 4.9%	--	--	--

Townhouse-Condo Market Overview

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

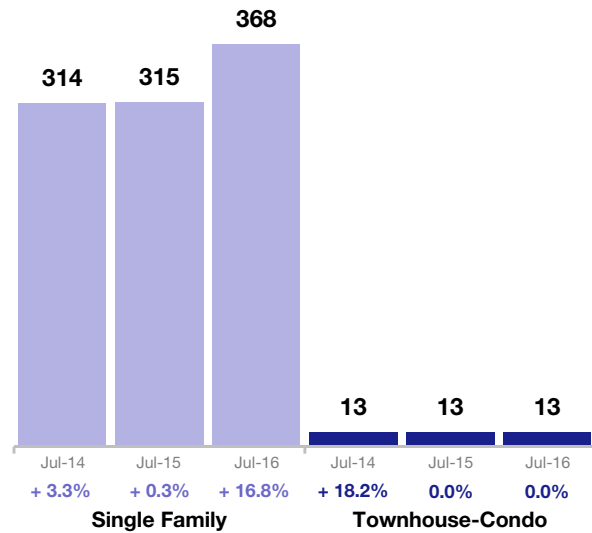


Key Metrics	Historical Sparkbars	7-2015	7-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		13	13	0.0%	82	73	- 11.0%
Pending Sales		7	10	+ 42.9%	58	62	+ 6.9%
Sold Listings		8	6	- 25.0%	57	59	+ 3.5%
Median Sales Price		\$105,000	\$139,125	+ 32.5%	\$126,500	\$136,250	+ 7.7%
Avg. Sales Price		\$126,875	\$145,317	+ 14.5%	\$134,919	\$151,285	+ 12.1%
Pct. of List Price Received		94.3%	94.7%	+ 0.4%	97.2%	96.6%	- 0.6%
Days on Market		128	84	- 34.4%	130	89	- 31.5%
Affordability Index		340	267	- 21.5%	282	273	- 3.2%
Active Listings		41	34	- 17.1%	--	--	--
Months Supply		4.7	3.8	- 19.1%	--	--	--

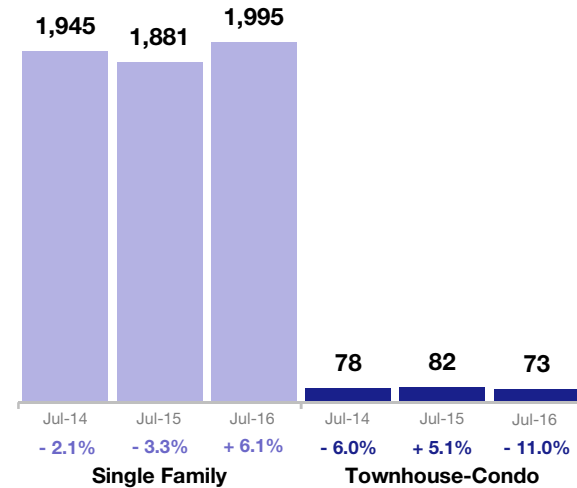
New Listings



July

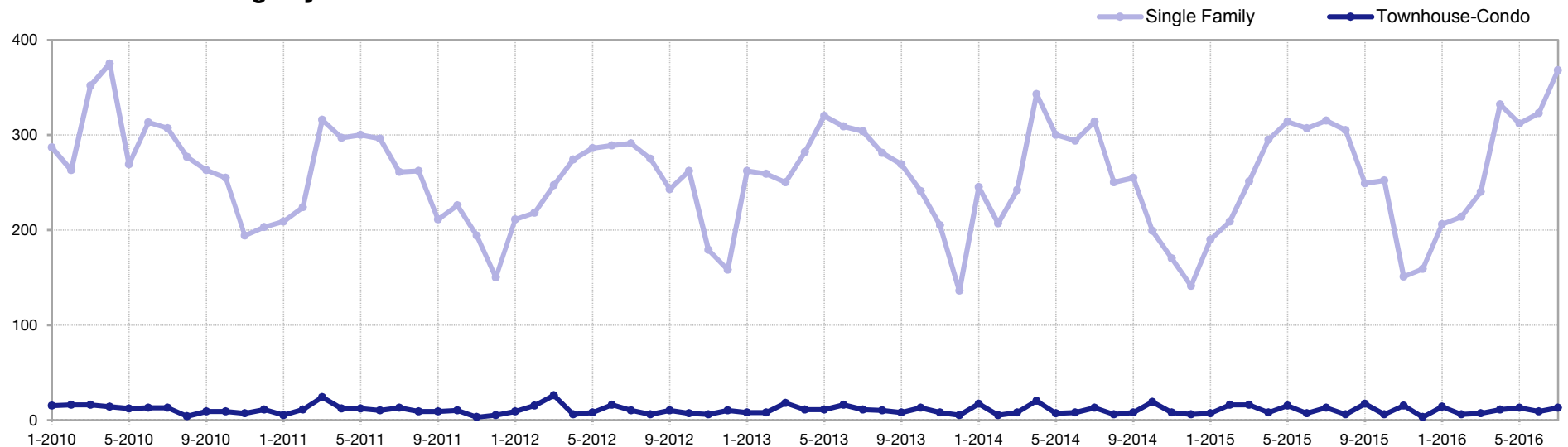


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2015	305	+22.0%	6	0.0%
Sep-2015	249	-2.4%	17	+112.5%
Oct-2015	252	+26.6%	6	-68.4%
Nov-2015	151	-11.2%	15	+87.5%
Dec-2015	159	+12.8%	3	-50.0%
Jan-2016	206	+8.4%	14	+100.0%
Feb-2016	214	+2.4%	6	-62.5%
Mar-2016	240	-4.4%	7	-56.3%
Apr-2016	332	+12.5%	11	+37.5%
May-2016	312	-0.6%	13	-13.3%
Jun-2016	323	+5.2%	9	+28.6%
Jul-2016	368	+16.8%	13	0.0%

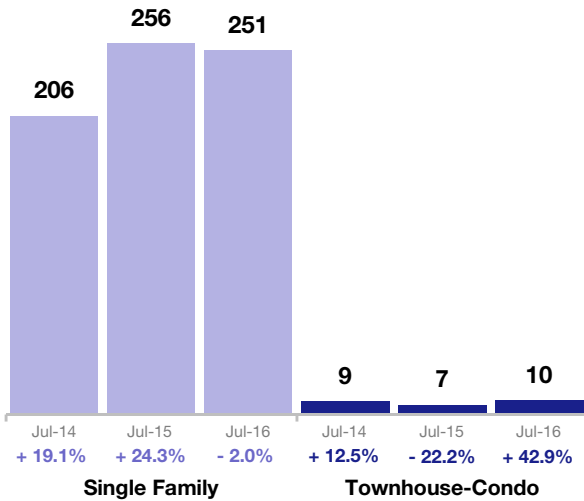
Historical New Listings by Month



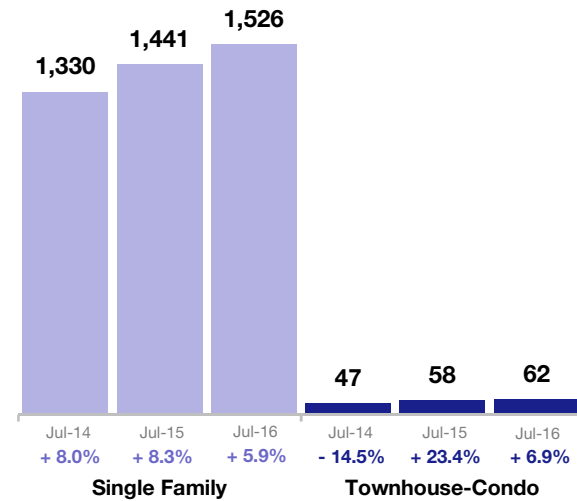
Pending Sales



July

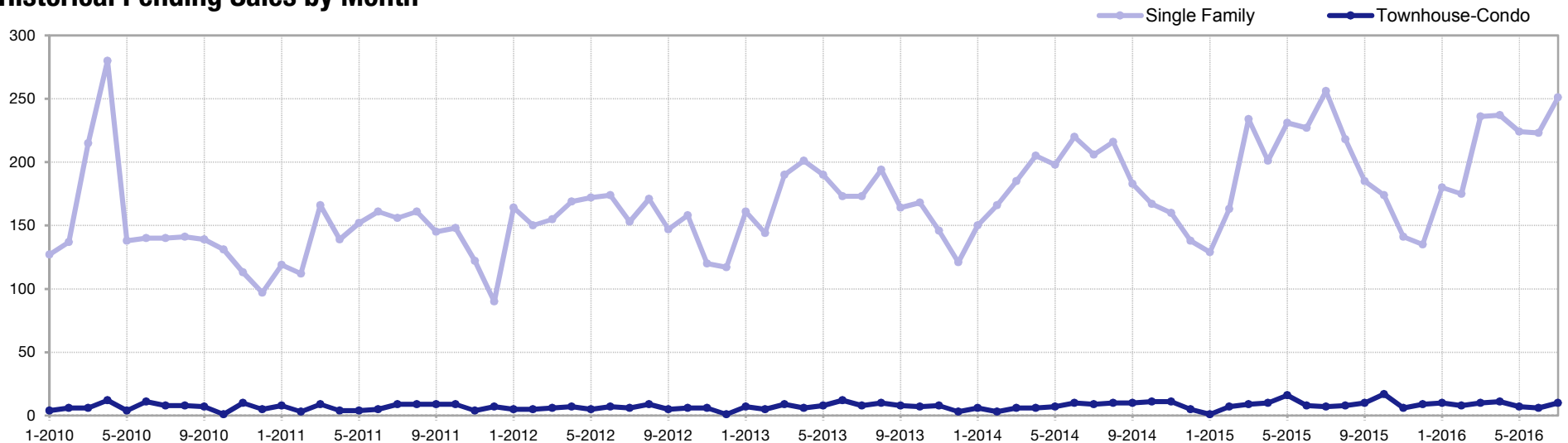


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2015	218	+0.9%	8	-20.0%
Sep-2015	185	+1.1%	10	0.0%
Oct-2015	174	+4.2%	17	+54.5%
Nov-2015	141	-11.9%	6	-45.5%
Dec-2015	135	-2.2%	9	+80.0%
Jan-2016	180	+39.5%	10	+900.0%
Feb-2016	175	+7.4%	8	+14.3%
Mar-2016	236	+0.9%	10	+11.1%
Apr-2016	237	+17.9%	11	+10.0%
May-2016	224	-3.0%	7	-56.3%
Jun-2016	223	-1.8%	6	-25.0%
Jul-2016	251	-2.0%	10	+42.9%

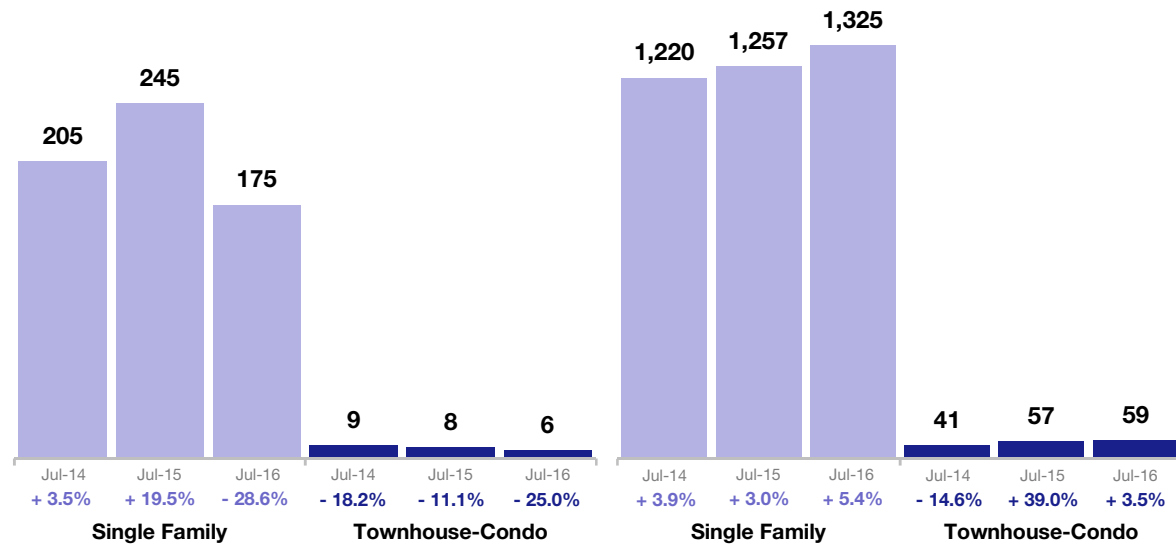
Historical Pending Sales by Month



Sold Listings

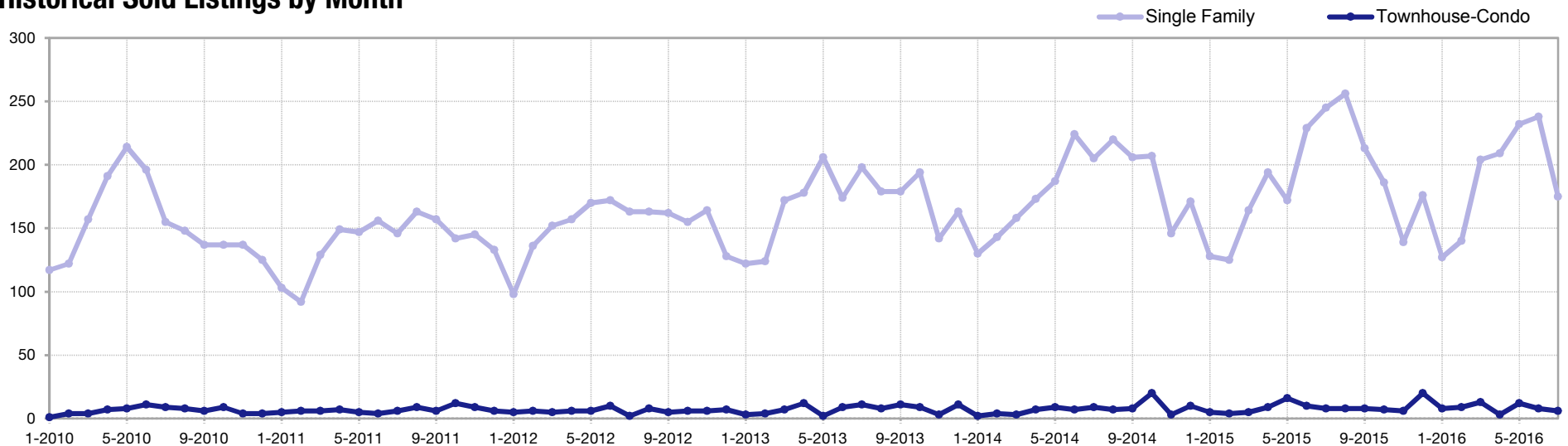


July



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2015	256	+16.4%	8	+14.3%
Sep-2015	213	+3.4%	8	0.0%
Oct-2015	186	-10.1%	7	-65.0%
Nov-2015	139	-4.8%	6	+100.0%
Dec-2015	176	+2.9%	20	+100.0%
Jan-2016	127	-0.8%	8	+60.0%
Feb-2016	140	+12.0%	9	+125.0%
Mar-2016	204	+24.4%	13	+160.0%
Apr-2016	209	+7.7%	3	-66.7%
May-2016	232	+34.9%	12	-25.0%
Jun-2016	238	+3.9%	8	-20.0%
Jul-2016	175	-28.6%	6	-25.0%

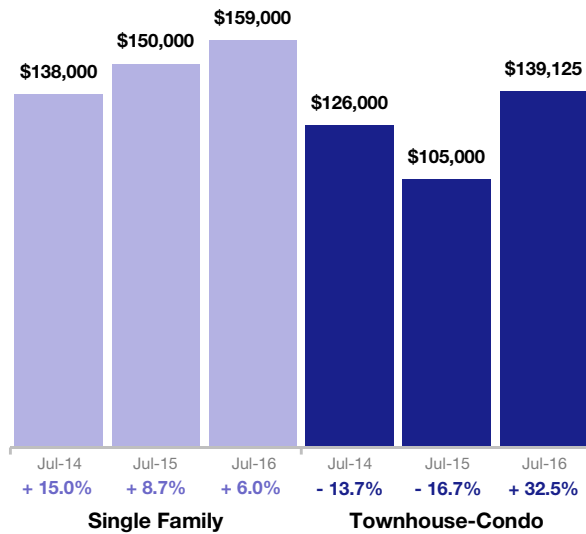
Historical Sold Listings by Month



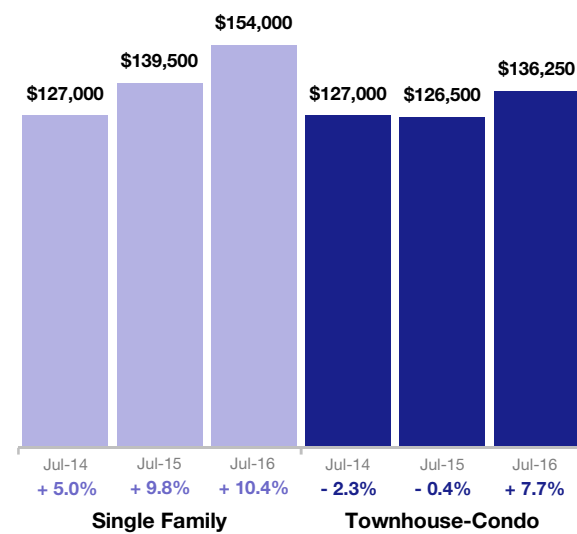
Median Sales Price



July

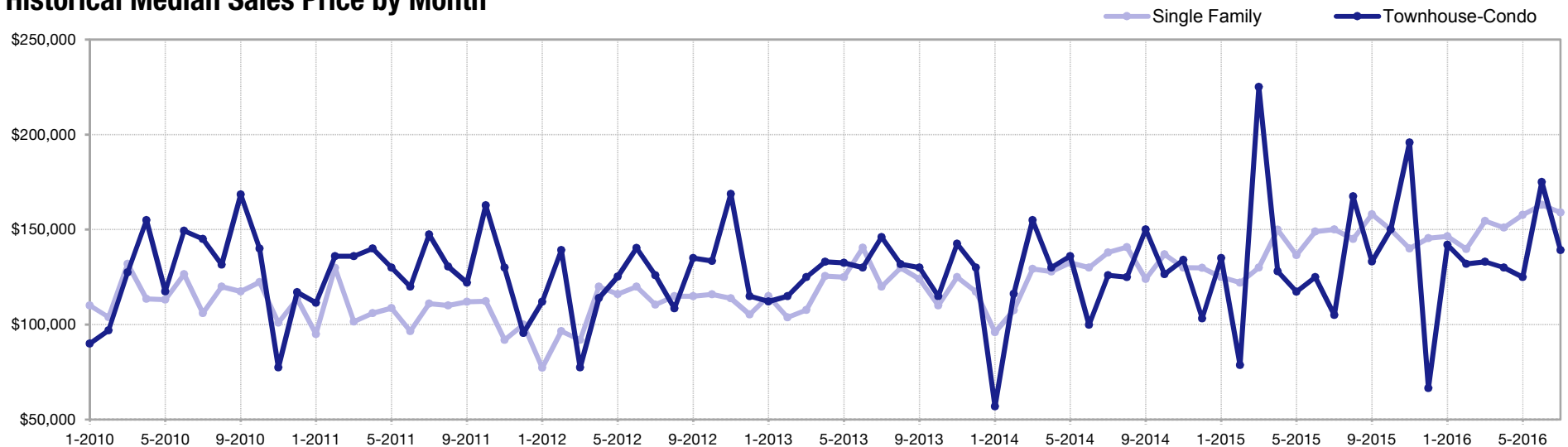


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2015	\$145,000	+3.0%	\$167,500	+34.0%
Sep-2015	\$158,000	+27.4%	\$133,250	-11.2%
Oct-2015	\$149,950	+9.5%	\$150,000	+18.6%
Nov-2015	\$140,000	+7.7%	\$195,750	+46.1%
Dec-2015	\$145,500	+12.0%	\$66,500	-35.6%
Jan-2016	\$146,500	+17.2%	\$141,950	+5.1%
Feb-2016	\$139,750	+14.5%	\$131,900	+67.6%
Mar-2016	\$154,500	+18.8%	\$133,000	-40.9%
Apr-2016	\$151,000	+0.7%	\$130,000	+1.6%
May-2016	\$157,750	+15.6%	\$124,950	+6.6%
Jun-2016	\$163,000	+9.4%	\$175,000	+40.0%
Jul-2016	\$159,000	+6.0%	\$139,125	+32.5%

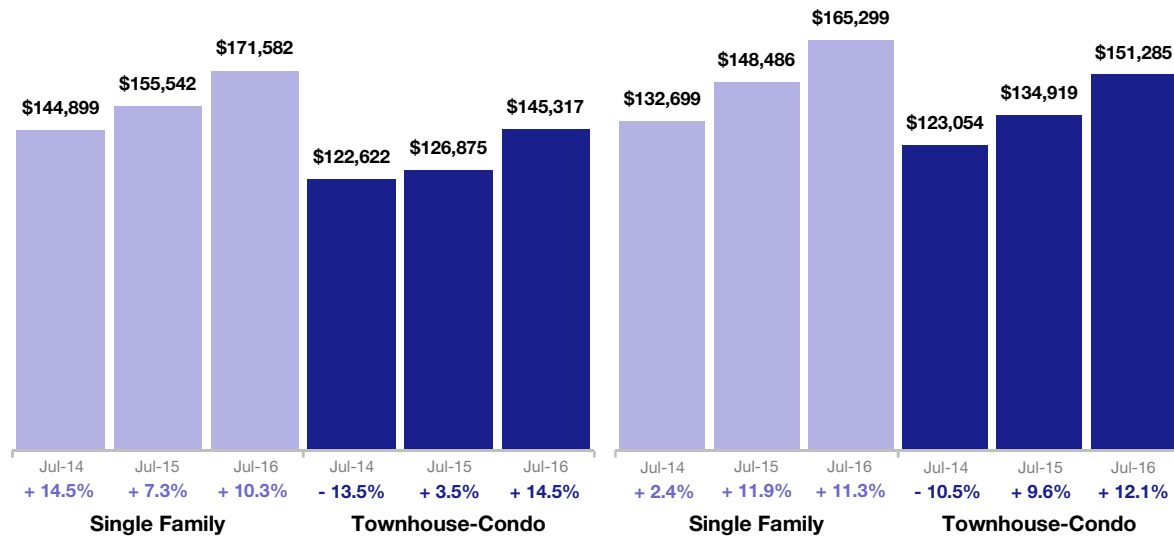
Historical Median Sales Price by Month



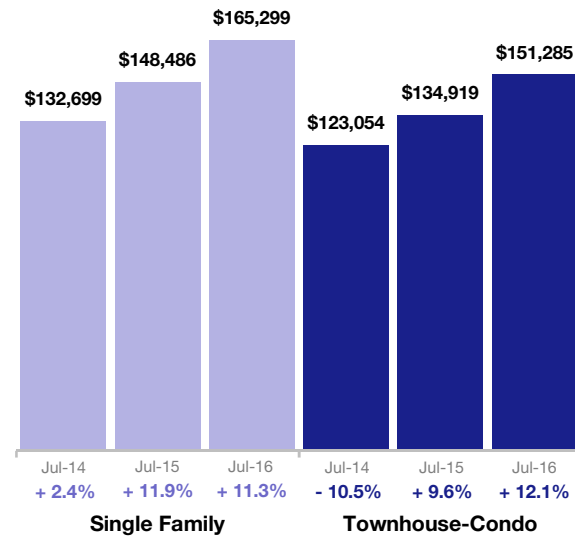
Average Sales Price



July

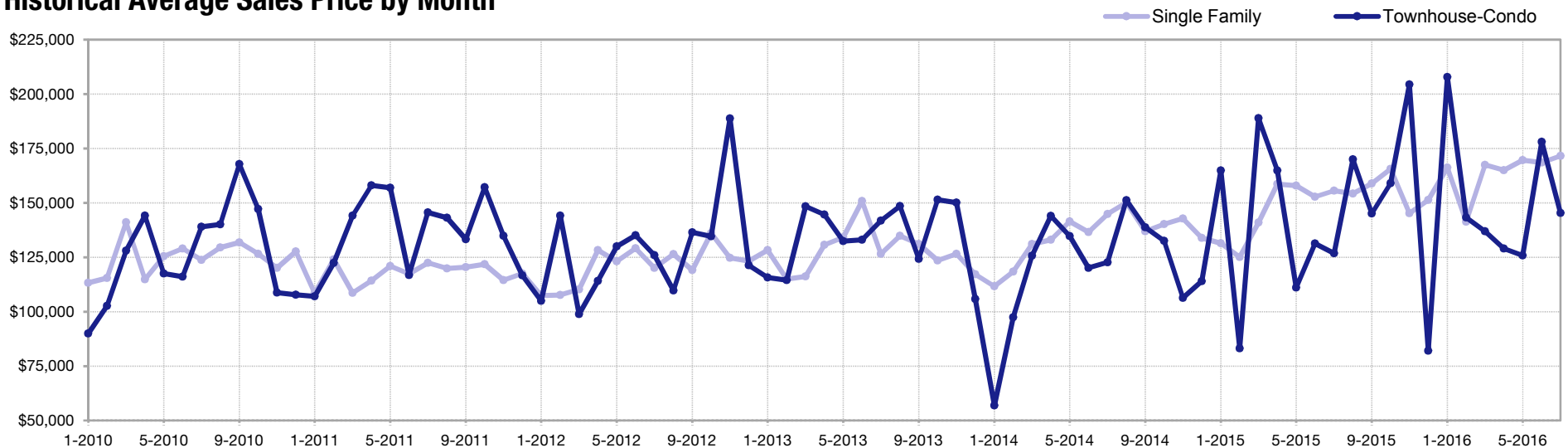


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2015	\$154,235	+2.8%	\$170,050	+12.5%
Sep-2015	\$158,898	+16.0%	\$145,113	+4.5%
Oct-2015	\$165,604	+18.1%	\$159,029	+20.0%
Nov-2015	\$145,248	+1.7%	\$204,417	+92.2%
Dec-2015	\$151,322	+13.1%	\$82,021	-28.0%
Jan-2016	\$166,232	+26.4%	\$207,856	+26.0%
Feb-2016	\$141,297	+13.0%	\$143,267	+72.2%
Mar-2016	\$167,392	+18.7%	\$136,981	-27.5%
Apr-2016	\$165,024	+4.0%	\$129,033	-21.7%
May-2016	\$169,635	+7.5%	\$125,825	+13.3%
Jun-2016	\$168,534	+10.3%	\$177,988	+35.5%
Jul-2016	\$171,582	+10.3%	\$145,317	+14.5%

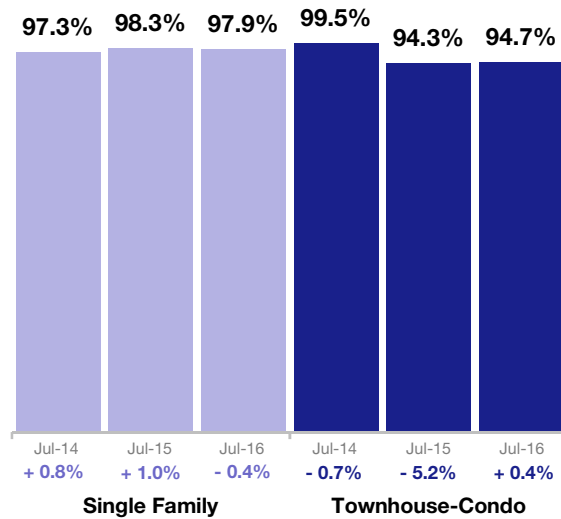
Historical Average Sales Price by Month



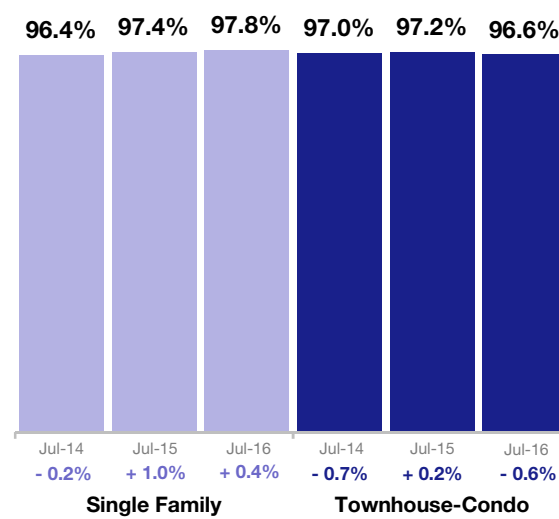
Percent of List Price Received



July

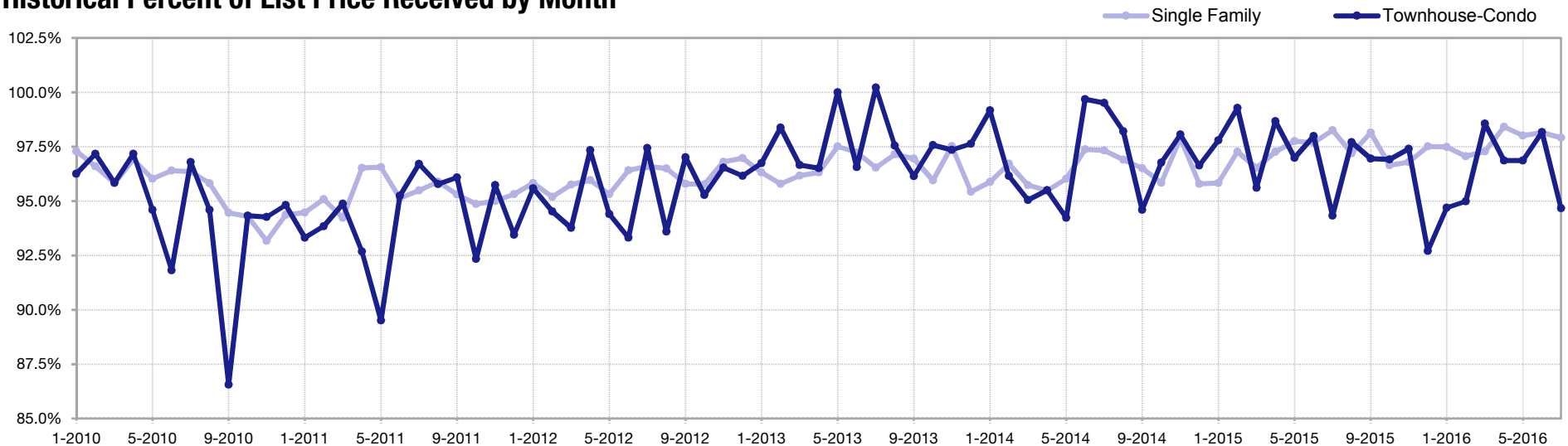


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2015	97.2%	+0.3%	97.7%	-0.5%
Sep-2015	98.1%	+1.7%	96.9%	+2.4%
Oct-2015	96.6%	+0.8%	96.9%	+0.1%
Nov-2015	96.8%	-1.1%	97.4%	-0.7%
Dec-2015	97.5%	+1.8%	92.7%	-4.0%
Jan-2016	97.5%	+1.8%	94.7%	-3.2%
Feb-2016	97.1%	-0.2%	95.0%	-4.3%
Mar-2016	97.3%	+0.8%	98.6%	+3.1%
Apr-2016	98.4%	+1.1%	96.9%	-1.8%
May-2016	98.0%	+0.2%	96.9%	-0.1%
Jun-2016	98.1%	+0.4%	98.2%	+0.2%
Jul-2016	97.9%	-0.4%	94.7%	+0.4%

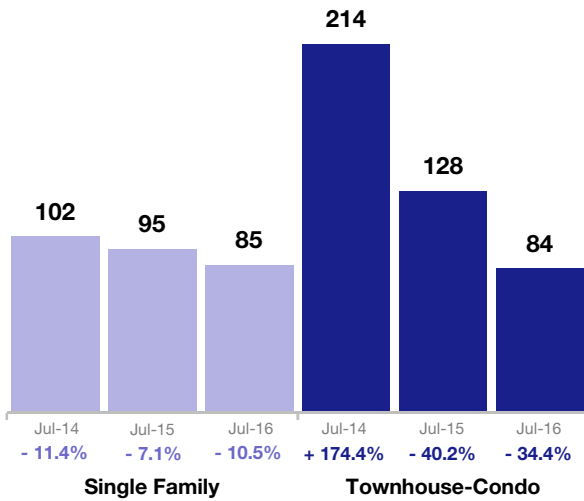
Historical Percent of List Price Received by Month



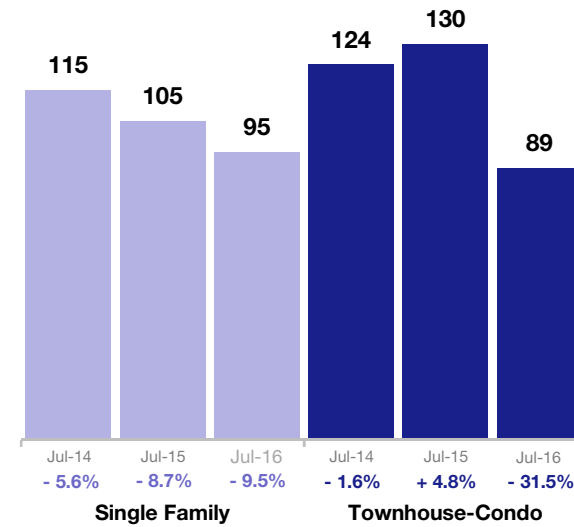
Days on Market Until Sale



July

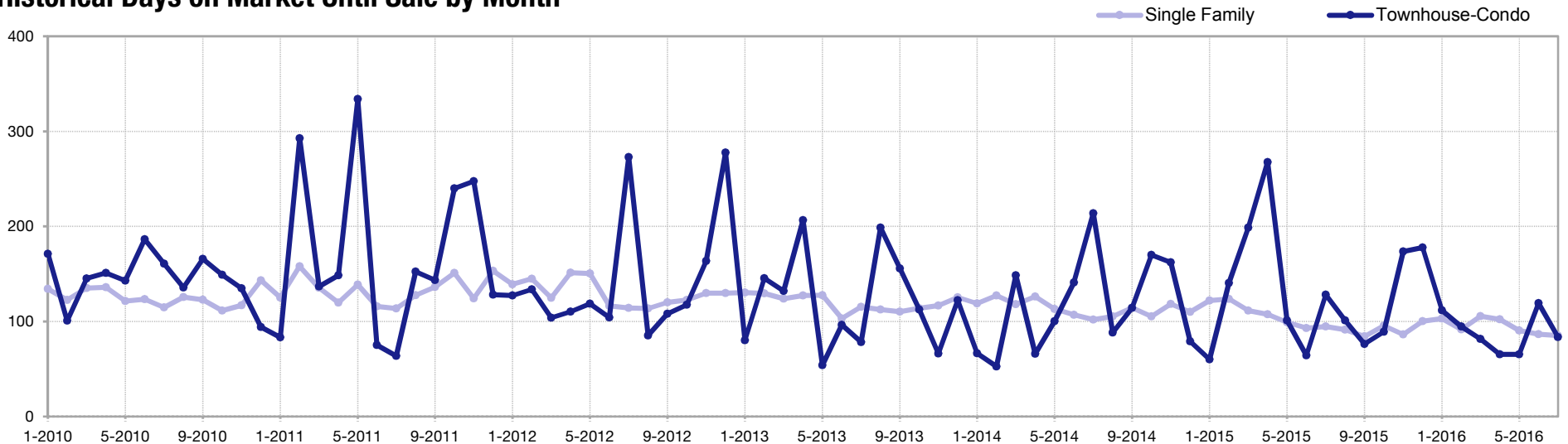


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2015	91	-13.3%	101	+14.8%
Sep-2015	84	-27.0%	76	-33.3%
Oct-2015	96	-8.6%	89	-47.6%
Nov-2015	86	-27.1%	174	+7.4%
Dec-2015	100	-9.1%	178	+125.3%
Jan-2016	103	-15.6%	112	+86.7%
Feb-2016	92	-25.8%	95	-32.6%
Mar-2016	106	-5.4%	82	-58.8%
Apr-2016	102	-5.6%	66	-75.4%
May-2016	90	-9.1%	66	-34.7%
Jun-2016	87	-6.5%	119	+85.9%
Jul-2016	85	-10.5%	84	-34.4%

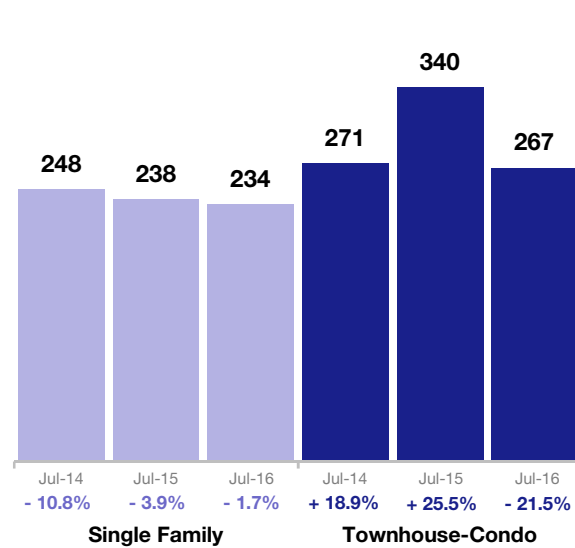
Historical Days on Market Until Sale by Month



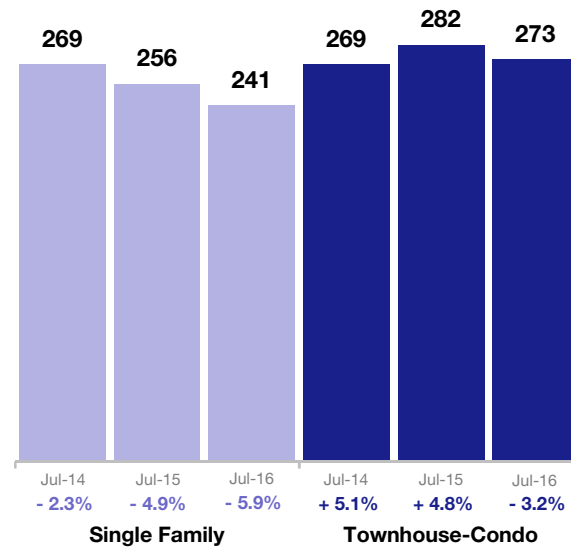
Housing Affordability Index



July

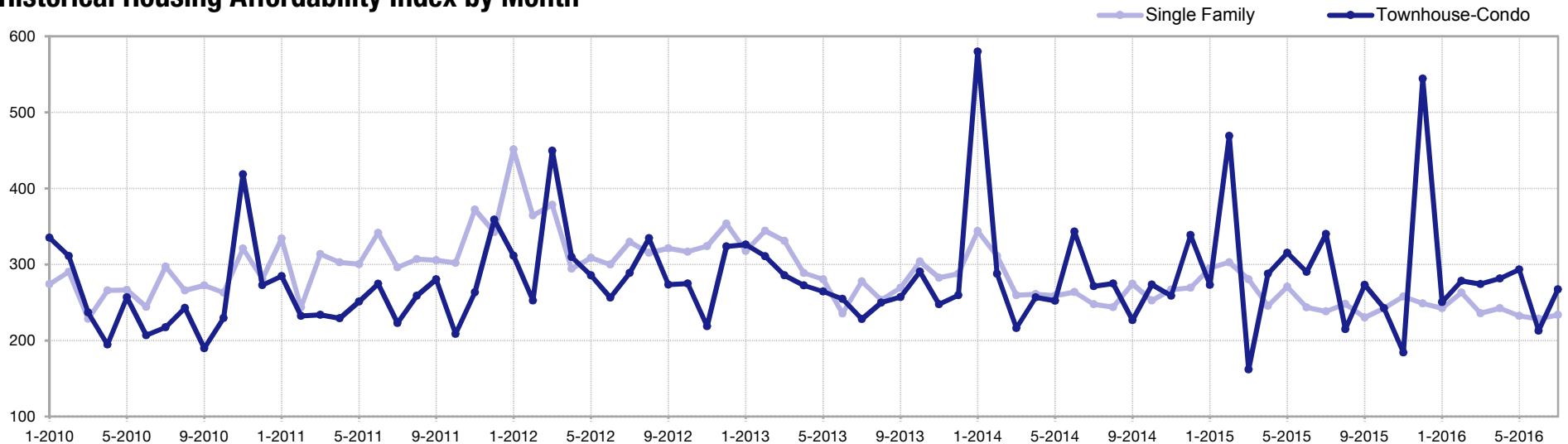


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2015	248	+1.6%	215	-21.8%
Sep-2015	230	-16.1%	273	+20.3%
Oct-2015	242	-4.3%	242	-11.7%
Nov-2015	258	-3.4%	184	-29.0%
Dec-2015	249	-7.4%	544	+60.5%
Jan-2016	243	-17.6%	250	-8.4%
Feb-2016	263	-13.2%	279	-40.5%
Mar-2016	236	-15.7%	274	+69.1%
Apr-2016	242	-1.6%	282	-2.1%
May-2016	232	-14.4%	293	-7.0%
Jun-2016	228	-6.6%	213	-26.6%
Jul-2016	234	-1.7%	267	-21.5%

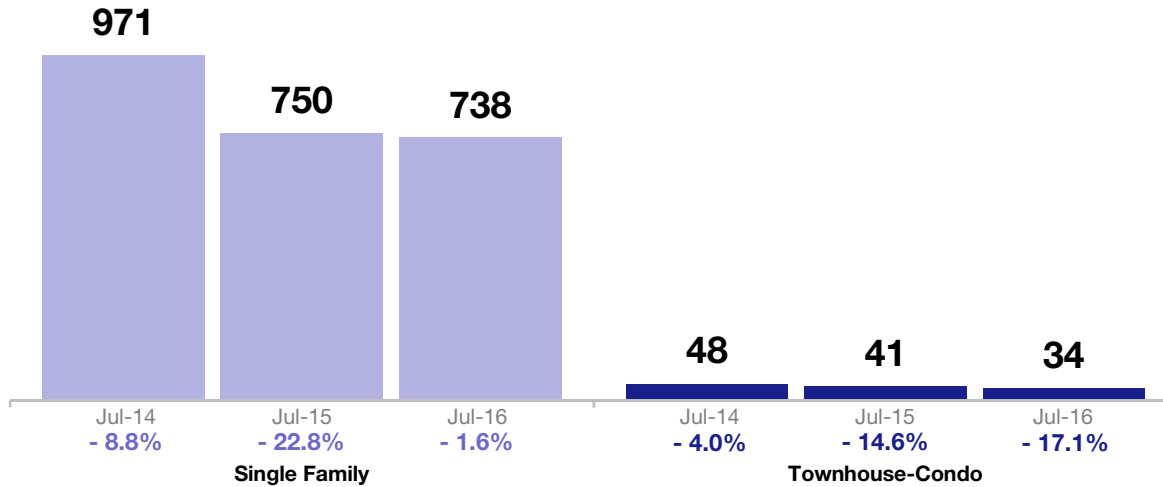
Historical Housing Affordability Index by Month



Inventory of Active Listings

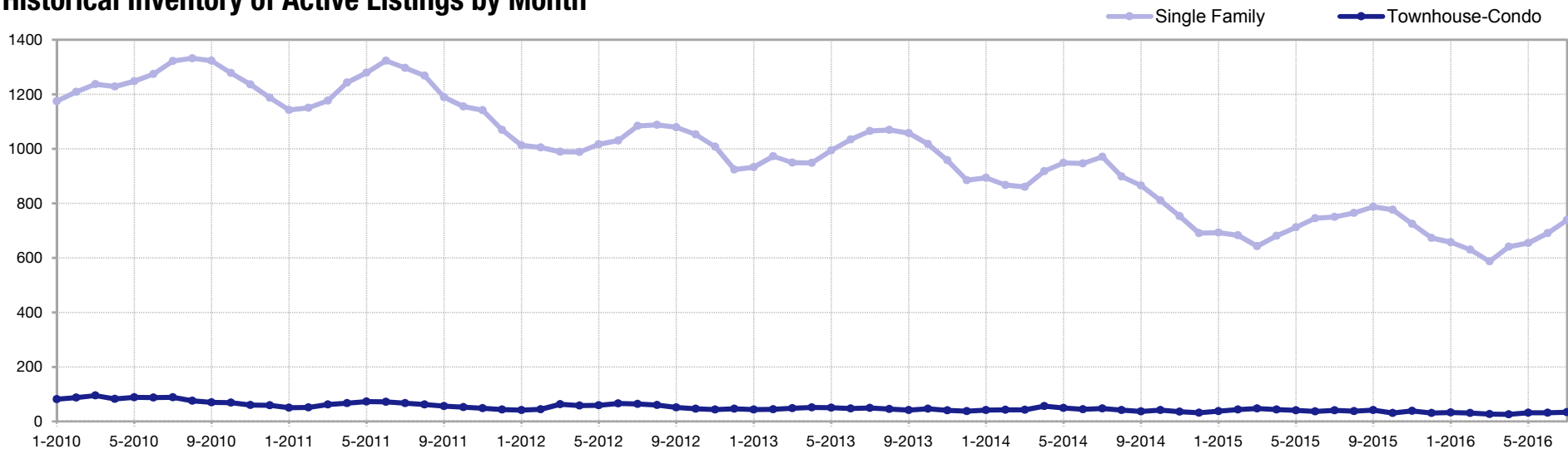


July



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2015	765	-14.8%	38	-9.5%
Sep-2015	787	-9.0%	42	+13.5%
Oct-2015	777	-4.2%	31	-26.2%
Nov-2015	725	-3.7%	39	+8.3%
Dec-2015	673	-2.6%	31	-3.1%
Jan-2016	657	-5.2%	33	-13.2%
Feb-2016	630	-7.8%	31	-29.5%
Mar-2016	587	-8.7%	27	-43.8%
Apr-2016	641	-5.9%	26	-40.9%
May-2016	655	-8.0%	32	-22.0%
Jun-2016	691	-7.2%	32	-13.5%
Jul-2016	738	-1.6%	34	-17.1%

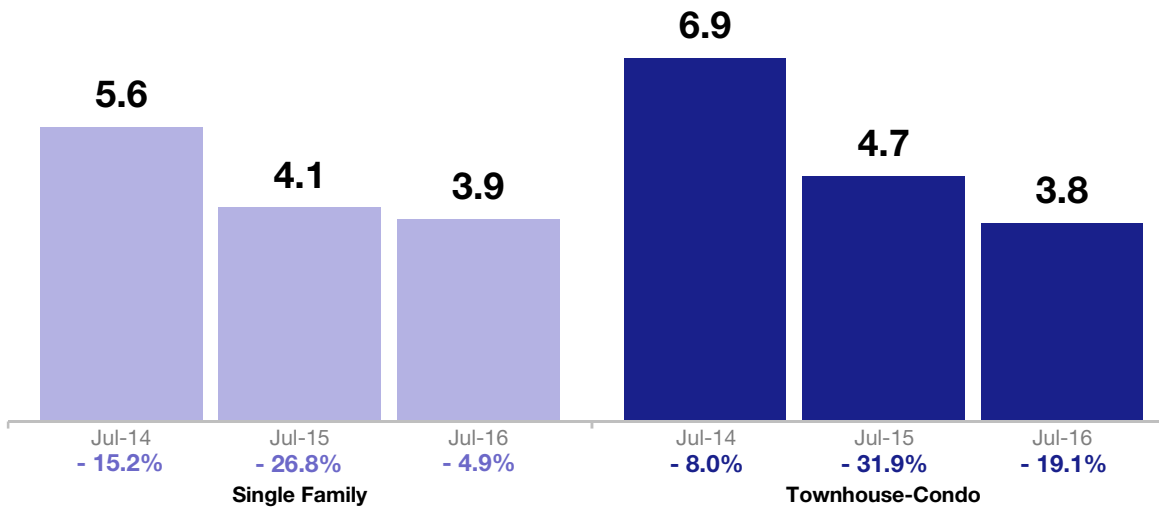
Historical Inventory of Active Listings by Month



Months Supply of Inventory

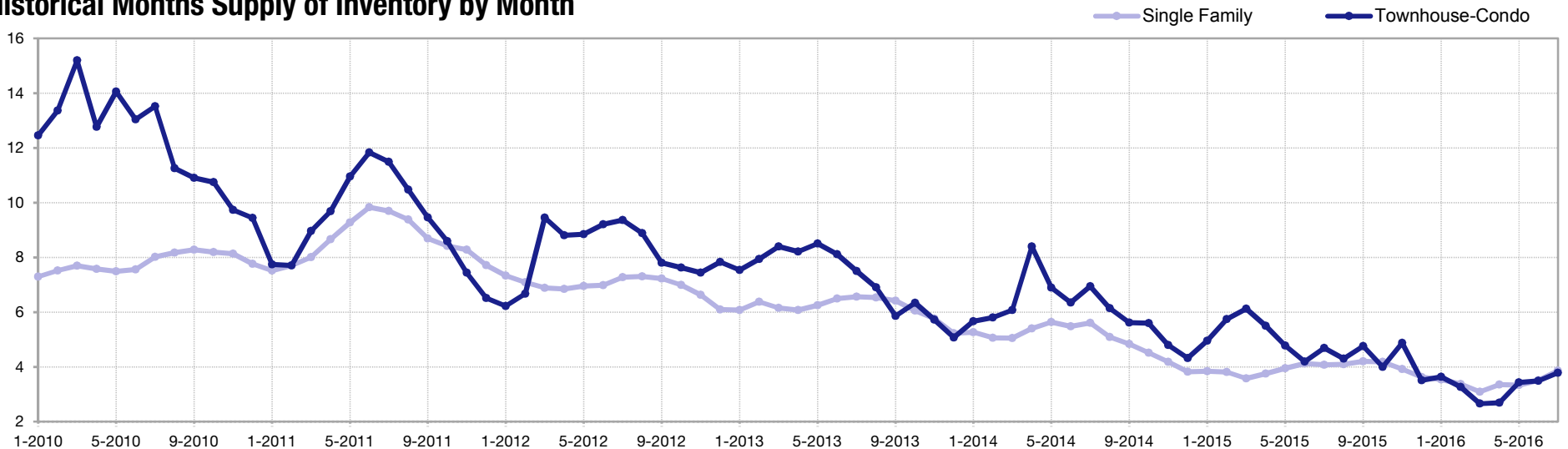


July



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2015	4.1	-19.6%	4.3	-29.5%
Sep-2015	4.2	-12.5%	4.8	-14.3%
Oct-2015	4.2	-6.7%	4.0	-28.6%
Nov-2015	3.9	-7.1%	4.9	+2.1%
Dec-2015	3.6	-5.3%	3.5	-18.6%
Jan-2016	3.5	-7.9%	3.6	-28.0%
Feb-2016	3.4	-10.5%	3.3	-42.1%
Mar-2016	3.1	-13.9%	2.7	-55.7%
Apr-2016	3.4	-10.5%	2.7	-50.9%
May-2016	3.3	-17.5%	3.4	-29.2%
Jun-2016	3.5	-14.6%	3.5	-16.7%
Jul-2016	3.9	-4.9%	3.8	-19.1%

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.



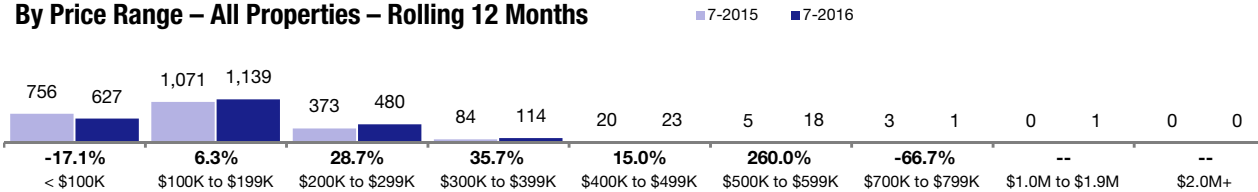
Key Metrics	Historical Sparkbars	7-2015	7-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		328	381	+ 16.2%	1,963	2,068	+ 5.3%
Pending Sales		263	261	- 0.8%	1,499	1,588	+ 5.9%
Sold Listings		253	181	- 28.5%	1,314	1,384	+ 5.3%
Median Sales Price		\$150,000	\$159,000	+ 6.0%	\$137,750	\$152,000	+ 10.3%
Avg. Sales Price		\$154,636	\$170,711	+ 10.4%	\$147,896	\$164,701	+ 11.4%
Pct. of List Price Received		98.1%	97.8%	- 0.3%	97.4%	97.8%	+ 0.4%
Days on Market		96	85	- 11.5%	106	94	- 11.3%
Affordability Index		238	234	- 1.7%	259	244	- 5.8%
Active Listings		791	772	- 2.4%	--	--	--
Months Supply		4.1	3.9	- 4.9%	--	--	--

Sold Listings

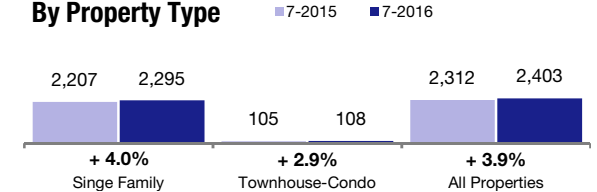
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	7-2015	7-2016	Change	7-2015	7-2016	Change
\$99,999 and Below	729	592	-18.8%	27	35	+29.6%
\$100,000 to \$199,999	1,005	1,082	+7.7%	66	57	-13.6%
\$200,000 to \$299,999	362	468	+29.3%	11	12	+9.1%
\$300,000 to \$399,999	83	112	+34.9%	1	2	+100.0%
\$400,000 to \$499,999	20	22	+10.0%	0	1	--
\$500,000 to \$699,999	5	17	+240.0%	0	1	--
\$700,000 to \$999,999	3	1	-66.7%	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,207	2,295	+4.0%	105	108	+2.9%

Compared to Prior Month

By Price Range	Single Family			Condo		
	6-2016	7-2016	Change	6-2016	7-2016	Change
\$99,999 and Below	58	41	-29.3%	1	3	+200.0%
\$100,000 to \$199,999	104	80	-23.1%	4	1	-75.0%
\$200,000 to \$299,999	59	41	-30.5%	3	2	-33.3%
\$300,000 to \$399,999	11	8	-27.3%	0	0	--
\$400,000 to \$499,999	3	2	-33.3%	0	0	--
\$500,000 to \$699,999	3	3	0.0%	0	0	--
\$700,000 to \$999,999	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	238	175	-26.5%	8	6	-25.0%

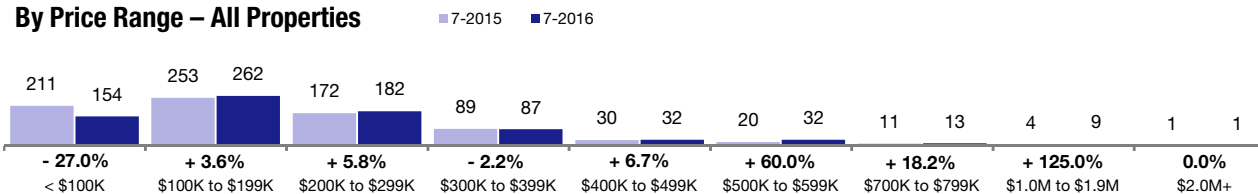
Year to Date

By Price Range	Single Family			Condo		
	7-2015	7-2016	Change	7-2015	7-2016	Change
\$99,999 and Below	395	316	-20.0%	15	16	+6.7%
\$100,000 to \$199,999	587	637	+8.5%	34	33	-2.9%
\$200,000 to \$299,999	198	278	+40.4%	8	8	0.0%
\$300,000 to \$399,999	57	66	+15.8%	0	0	--
\$400,000 to \$499,999	14	13	-7.1%	0	1	--
\$500,000 to \$699,999	4	13	+225.0%	0	1	--
\$700,000 to \$999,999	2	1	-50.0%	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	1,257	1,325	+5.4%	57	59	+3.5%

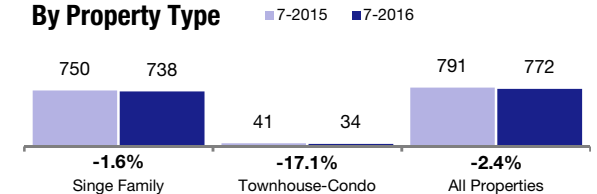
Inventory of Active Listings

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		
	7-2015	7-2016	Change	7-2015	7-2016	Change
\$99,999 and Below	195	145	-25.6%	16	9	-43.8%
\$100,000 to \$199,999	237	252	+6.3%	16	10	-37.5%
\$200,000 to \$299,999	166	171	+3.0%	6	11	+83.3%
\$300,000 to \$399,999	86	84	-2.3%	3	3	0.0%
\$400,000 to \$499,999	30	32	+6.7%	0	0	--
\$500,000 to \$699,999	20	31	+55.0%	0	1	--
\$700,000 to \$999,999	11	13	+18.2%	0	0	--
\$1,000,000 to \$1,999,999	4	9	+125.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	750	738	-1.6%	41	34	-17.1%

Compared to Prior Month

By Price Range	Single Family			Condo		
	6-2016	7-2016	Change	6-2016	7-2016	Change
\$99,999 and Below	156	145	-7.1%	8	9	+12.5%
\$100,000 to \$199,999	207	252	+21.7%	10	10	0.0%
\$200,000 to \$299,999	170	171	+0.6%	11	11	0.0%
\$300,000 to \$399,999	81	84	+3.7%	2	3	+50.0%
\$400,000 to \$499,999	25	32	+28.0%	0	0	--
\$500,000 to \$699,999	28	31	+10.7%	1	1	0.0%
\$700,000 to \$999,999	14	13	-7.1%	0	0	--
\$1,000,000 to \$1,999,999	9	9	0.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	691	738	+6.8%	32	34	+6.3%

Year to Date

By Price Range	Single Family			Condo		
	7-2015	7-2016	Change	7-2015	7-2016	Change
\$99,999 and Below	156	145	-7.1%	8	9	+12.5%
\$100,000 to \$199,999	207	252	+21.7%	10	10	0.0%
\$200,000 to \$299,999	170	171	+0.6%	11	11	0.0%
\$300,000 to \$399,999	81	84	+3.7%	2	3	+50.0%
\$400,000 to \$499,999	25	32	+28.0%	0	0	--
\$500,000 to \$699,999	28	31	+10.7%	1	1	0.0%
\$700,000 to \$999,999	14	13	-7.1%	0	0	--
\$1,000,000 to \$1,999,999	9	9	0.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	691	738	+6.8%	32	34	+6.3%

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

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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 July 2016

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Pueblo County

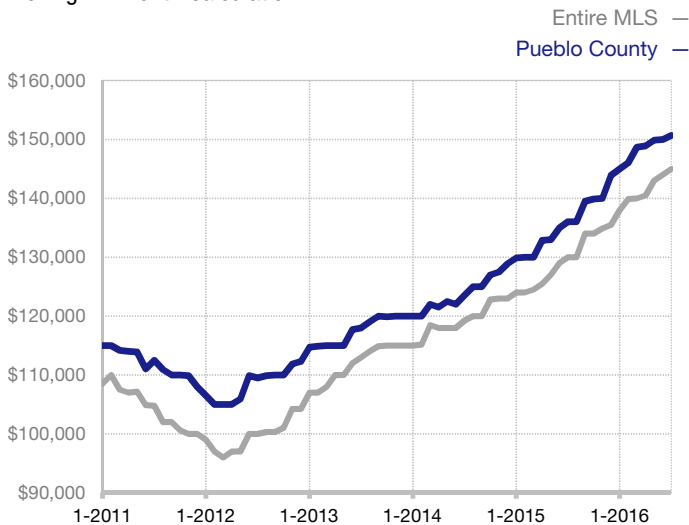
Single Family Key Metrics	July			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 07-2015	Thru 07-2016	Percent Change from Previous Year
New Listings	317	367	+ 15.8%	1,890	1,987	+ 5.1%
Sold Listings	245	179	- 26.9%	1,261	1,331	+ 5.6%
Median Sales Price*	\$150,000	\$158,000	+ 5.3%	\$139,000	\$153,750	+ 10.6%
Average Sales Price*	\$155,542	\$173,172	+ 11.3%	\$148,509	\$165,610	+ 11.5%
Percent of List Price Received*	98.3%	97.7%	- 0.6%	97.4%	97.8%	+ 0.4%
Days on Market Until Sale	95	87	- 8.4%	105	95	- 9.5%
Inventory of Homes for Sale	755	727	- 3.7%	--	--	--
Months Supply of Inventory	4.1	3.8	- 7.3%	--	--	--

* 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		
	2015	2016	Percent Change from Previous Year	Thru 07-2015	Thru 07-2016	Percent Change from Previous Year
New Listings	13	13	0.0%	82	73	- 11.0%
Sold Listings	8	6	- 25.0%	57	59	+ 3.5%
Median Sales Price*	\$105,000	\$139,125	+ 32.5%	\$126,500	\$136,250	+ 7.7%
Average Sales Price*	\$126,875	\$145,317	+ 14.5%	\$134,919	\$151,285	+ 12.1%
Percent of List Price Received*	94.3%	94.7%	+ 0.4%	97.2%	96.6%	- 0.6%
Days on Market Until Sale	128	84	- 34.4%	130	89	- 31.5%
Inventory of Homes for Sale	41	34	- 17.1%	--	--	--
Months Supply of Inventory	4.7	3.8	- 19.1%	--	--	--

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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 2016

A Research Tool Provided by the Colorado Association of REALTORS®



Arkansas Valley/Otero County

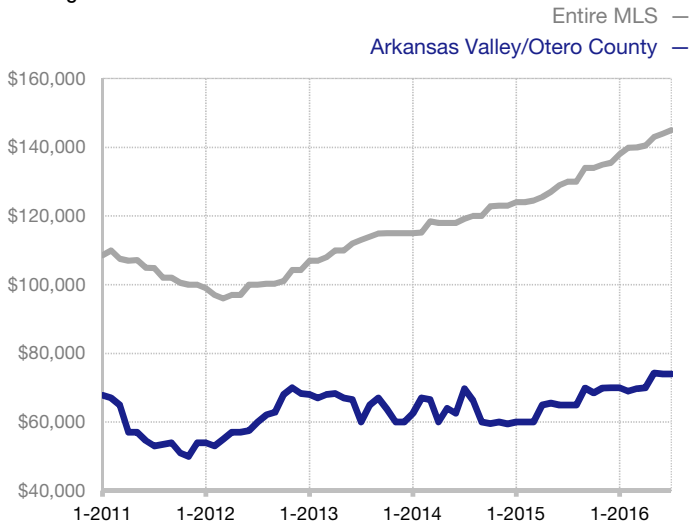
Single Family Key Metrics	July			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 07-2015	Thru 07-2016	Percent Change from Previous Year
New Listings	43	38	- 11.6%	247	242	- 2.0%
Sold Listings	26	20	- 23.1%	157	168	+ 7.0%
Median Sales Price*	\$74,200	\$79,500	+ 7.1%	\$70,000	\$74,950	+ 7.1%
Average Sales Price*	\$86,077	\$96,946	+ 12.6%	\$81,447	\$80,827	- 0.8%
Percent of List Price Received*	95.0%	93.4%	- 1.7%	92.6%	94.8%	+ 2.4%
Days on Market Until Sale	183	154	- 15.8%	191	167	- 12.6%
Inventory of Homes for Sale	195	132	- 32.3%	--	--	--
Months Supply of Inventory	8.0	5.0	- 37.5%	--	--	--

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

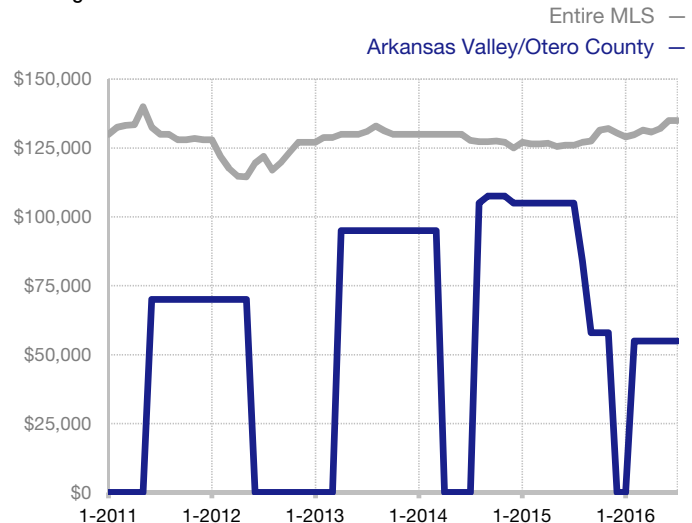
Townhouse-Condo Key Metrics	July			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 07-2015	Thru 07-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$55,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$55,000	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	91.8%	--
Days on Market Until Sale	0	0	--	0	656	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	1.0	0.0	- 100.0%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for July 2016

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Fowler

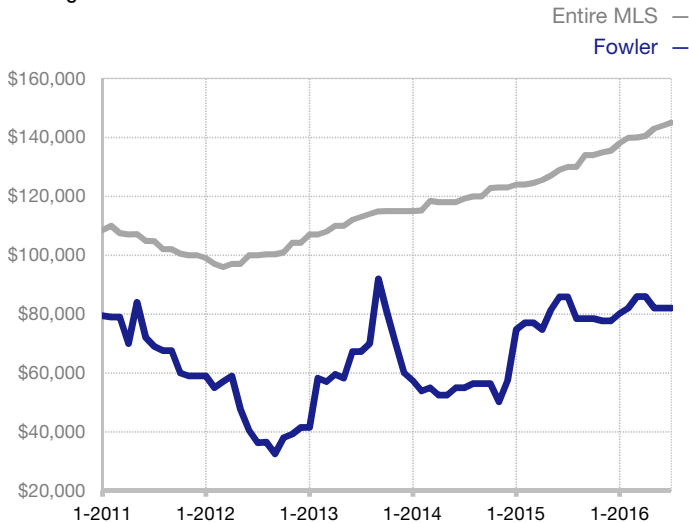
Single Family	July			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 07-2015	Thru 07-2016	Percent Change from Previous Year
Key Metrics						
New Listings	5	2	- 60.0%	19	13	- 31.6%
Sold Listings	2	1	- 50.0%	8	12	+ 50.0%
Median Sales Price*	\$98,645	\$65,000	- 34.1%	\$82,200	\$84,250	+ 2.5%
Average Sales Price*	\$98,645	\$65,000	- 34.1%	\$76,961	\$86,979	+ 13.0%
Percent of List Price Received*	99.1%	86.2%	- 13.0%	96.2%	96.4%	+ 0.2%
Days on Market Until Sale	114	93	- 18.4%	252	207	- 17.9%
Inventory of Homes for Sale	17	7	- 58.8%	--	--	--
Months Supply of Inventory	12.5	3.8	- 69.6%	--	--	--

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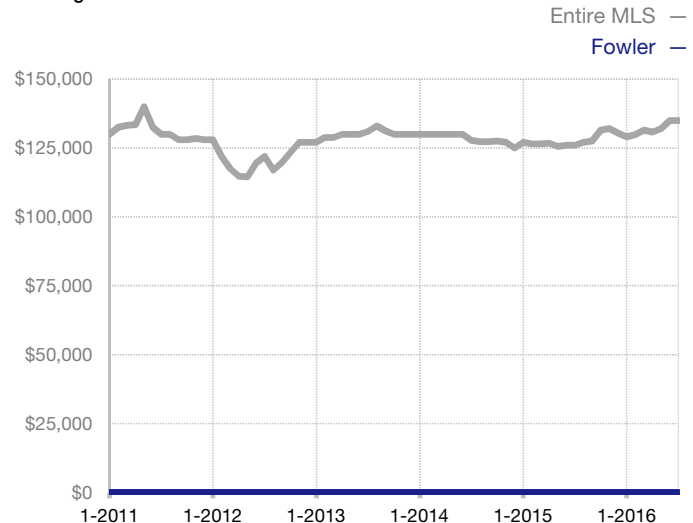
Townhouse-Condo	July			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 07-2015	Thru 07-2016	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for July 2016

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Huerfano County

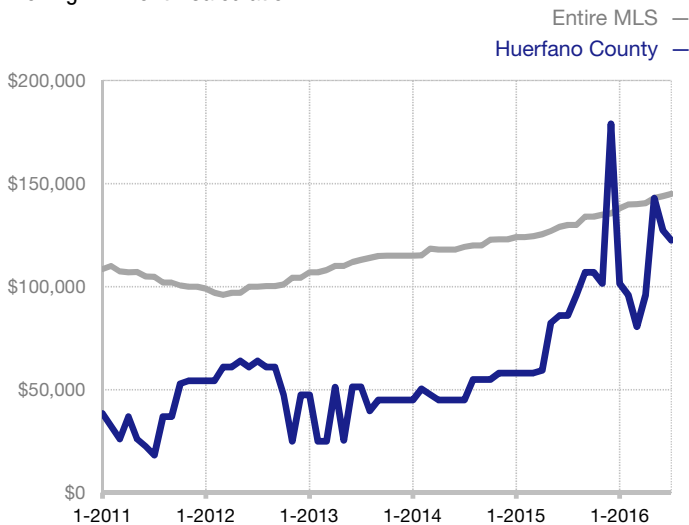
Single Family Key Metrics	July			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 07-2015	Thru 07-2016	Percent Change from Previous Year
New Listings	2	4	+ 100.0%	19	53	+ 178.9%
Sold Listings	0	2	--	5	10	+ 100.0%
Median Sales Price*	\$0	\$122,500	--	\$107,000	\$100,000	- 6.5%
Average Sales Price*	\$0	\$122,500	--	\$128,500	\$119,050	- 7.4%
Percent of List Price Received*	0.0%	89.7%	--	95.4%	91.6%	- 4.0%
Days on Market Until Sale	0	184	--	150	179	+ 19.3%
Inventory of Homes for Sale	22	48	+ 118.2%	--	--	--
Months Supply of Inventory	14.7	27.4	+ 86.4%	--	--	--

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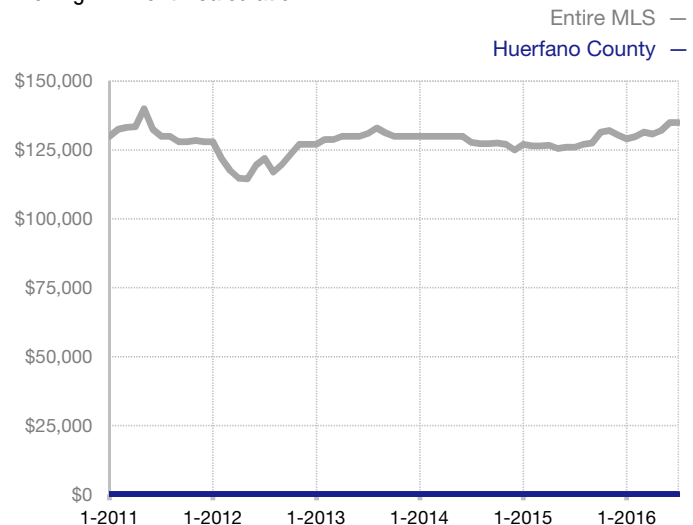
Townhouse-Condo Key Metrics	July			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 07-2015	Thru 07-2016	Percent Change from Previous Year
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	1	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 2016

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La Junta

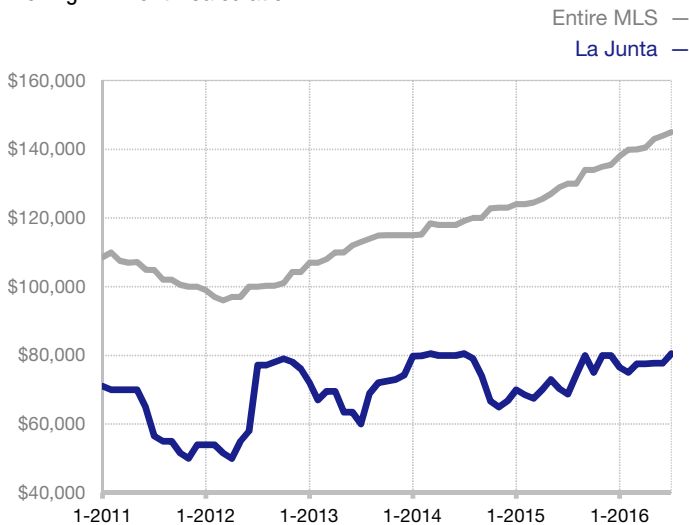
Single Family Key Metrics	July			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 07-2015	Thru 07-2016	Percent Change from Previous Year
New Listings	13	14	+ 7.7%	71	73	+ 2.8%
Sold Listings	6	6	0.0%	52	43	- 17.3%
Median Sales Price*	\$65,950	\$146,000	+ 121.4%	\$80,000	\$83,000	+ 3.8%
Average Sales Price*	\$89,300	\$131,833	+ 47.6%	\$89,008	\$82,938	- 6.8%
Percent of List Price Received*	93.6%	98.5%	+ 5.2%	93.6%	95.4%	+ 1.9%
Days on Market Until Sale	157	106	- 32.5%	153	144	- 5.9%
Inventory of Homes for Sale	44	38	- 13.6%	--	--	--
Months Supply of Inventory	5.0	5.2	+ 4.0%	--	--	--

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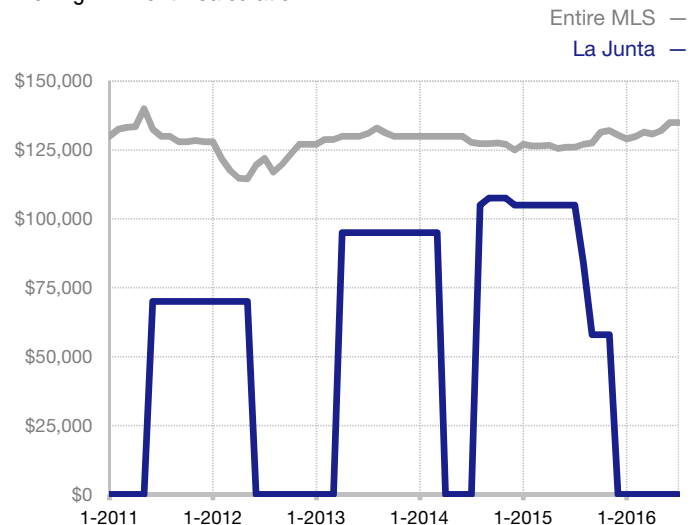
Townhouse-Condo Key Metrics	July			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 07-2015	Thru 07-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for July 2016

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Las Animas

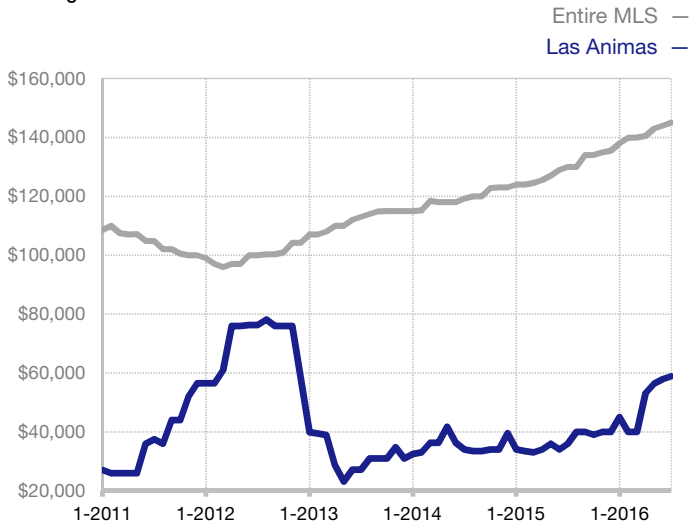
Single Family Key Metrics	July			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 07-2015	Thru 07-2016	Percent Change from Previous Year
New Listings	1	0	- 100.0%	13	21	+ 61.5%
Sold Listings	0	1	--	8	10	+ 25.0%
Median Sales Price*	\$0	\$60,000	--	\$33,500	\$58,950	+ 76.0%
Average Sales Price*	\$0	\$60,000	--	\$33,072	\$56,187	+ 69.9%
Percent of List Price Received*	0.0%	100.2%	--	92.9%	101.3%	+ 9.0%
Days on Market Until Sale	0	22	--	168	127	- 24.4%
Inventory of Homes for Sale	12	9	- 25.0%	--	--	--
Months Supply of Inventory	5.3	4.3	- 18.9%	--	--	--

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

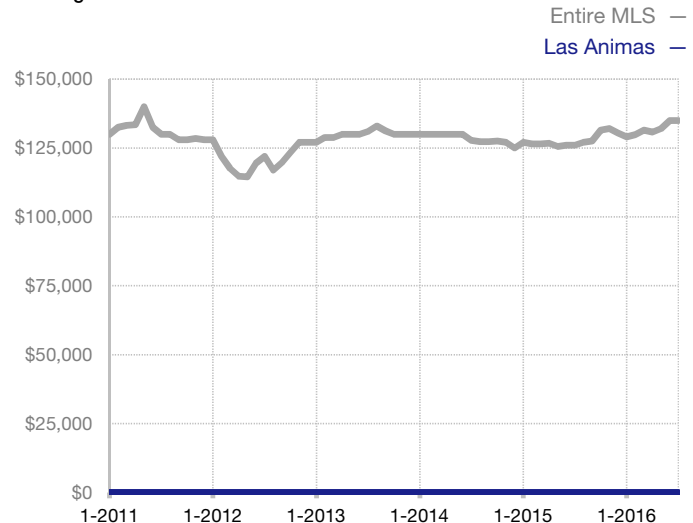
Townhouse-Condo Key Metrics	July			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 07-2015	Thru 07-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for July 2016

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Manzanola

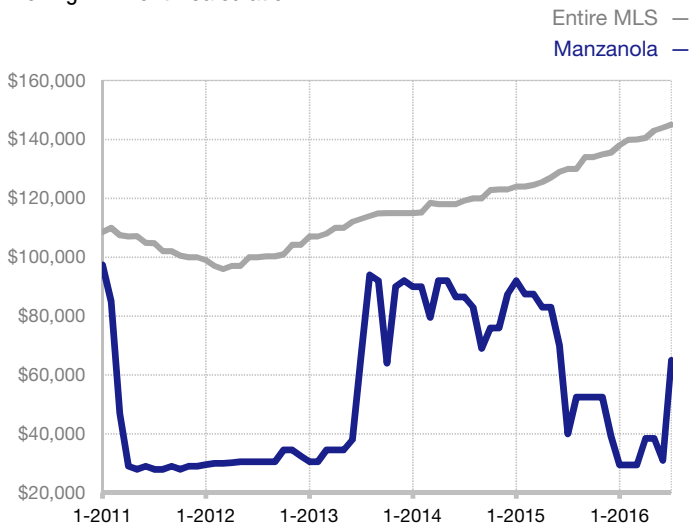
Single Family Key Metrics	July			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 07-2015	Thru 07-2016	Percent Change from Previous Year
New Listings	1	1	0.0%	6	5	- 16.7%
Sold Listings	2	0	- 100.0%	6	3	- 50.0%
Median Sales Price*	\$18,200	\$0	- 100.0%	\$39,250	\$75,000	+ 91.1%
Average Sales Price*	\$18,200	\$0	- 100.0%	\$64,150	\$72,667	+ 13.3%
Percent of List Price Received*	95.7%	0.0%	- 100.0%	92.0%	90.1%	- 2.1%
Days on Market Until Sale	255	0	- 100.0%	351	81	- 76.9%
Inventory of Homes for Sale	4	3	- 25.0%	--	--	--
Months Supply of Inventory	2.2	2.1	- 4.5%	--	--	--

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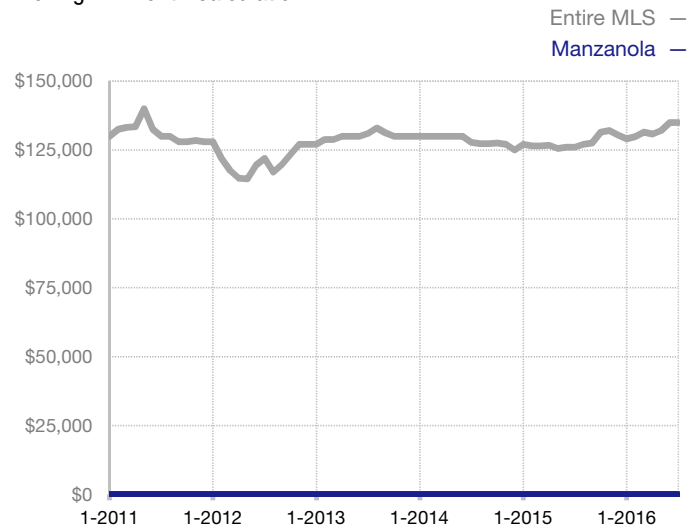
Townhouse-Condo Key Metrics	July			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 07-2015	Thru 07-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for July 2016

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Rocky Ford

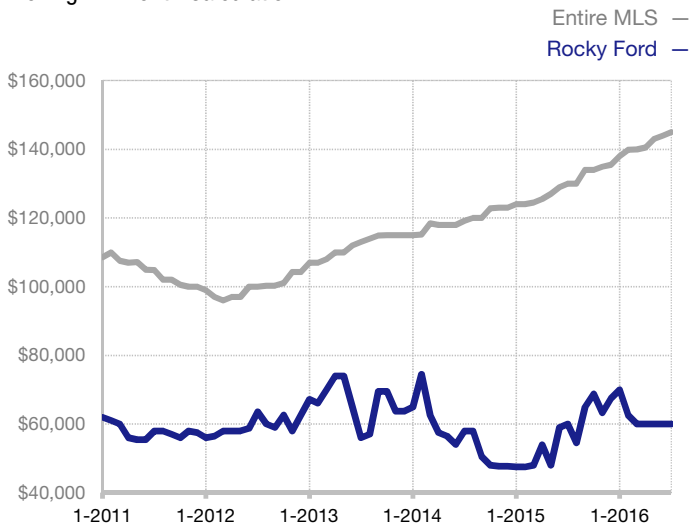
Single Family Key Metrics	July			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 07-2015	Thru 07-2016	Percent Change from Previous Year
New Listings	5	7	+ 40.0%	30	42	+ 40.0%
Sold Listings	2	4	+ 100.0%	22	34	+ 54.5%
Median Sales Price*	\$153,200	\$83,750	- 45.3%	\$73,450	\$60,000	- 18.3%
Average Sales Price*	\$153,200	\$74,125	- 51.6%	\$89,364	\$79,163	- 11.4%
Percent of List Price Received*	99.4%	92.6%	- 6.8%	91.6%	93.0%	+ 1.5%
Days on Market Until Sale	265	117	- 55.8%	225	167	- 25.8%
Inventory of Homes for Sale	26	19	- 26.9%	--	--	--
Months Supply of Inventory	6.9	3.9	- 43.5%	--	--	--

* 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	July			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 07-2015	Thru 07-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$55,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$55,000	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	91.8%	--
Days on Market Until Sale	0	0	--	0	656	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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

