

# Monthly Indicators



## August 2016

Percent changes calculated using year-over-year comparisons.

New Listings were down 0.3 percent for single family homes but increased 66.7 percent for townhouse-condo properties. Pending Sales increased 22.0 percent for single family homes but decreased 25.0 percent for townhouse-condo properties.

The Median Sales Price was up 17.2 percent to \$169,900 for single family homes but decreased 12.6 percent to \$146,450 for townhouse-condo properties. Days on Market decreased 14.3 percent for single family homes and 10.9 percent for condo properties.

As inventory continues to drop, the contradictions of today's market are evident. Sellers should feel confident enough to list homes at fair prices and receive meaningful offers in a healthy residential real estate and overall economic environment. However, there may be lingering worry over the availability of move-in ready homes to replace what was sold. On a brighter note, building permits are trending upward. That news should be weighed against the fact that the highest level of activity is in multifamily rentals.

## Activity Snapshot

**- 13.3%**    **+ 17.2%**    **- 7.2%**

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
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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.

Single Family Market Overview	<b>2</b>
Townhouse-Condo Market Overview	<b>3</b>
New Listings	<b>4</b>
Pending Sales	<b>5</b>
Sold Listings	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of List Price Received	<b>9</b>
Days on Market Until Sale	<b>10</b>
Housing Affordability Index	<b>11</b>
Inventory of Active Listings	<b>12</b>
Months Supply of Inventory	<b>13</b>
Total Market Overview	<b>14</b>
Sold Listings and Inventory by Price Range	<b>15</b>
Glossary of Terms	<b>16</b>

# 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	8-2015	8-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		305	<b>304</b>	- 0.3%	2,187	<b>2,300</b>	+ 5.2%
<b>Pending Sales</b>		218	<b>266</b>	+ 22.0%	1,659	<b>1,768</b>	+ 6.6%
<b>Sold Listings</b>		256	<b>221</b>	- 13.7%	1,513	<b>1,570</b>	+ 3.8%
<b>Median Sales Price</b>		\$145,000	<b>\$169,900</b>	+ 17.2%	\$139,900	<b>\$155,000</b>	+ 10.8%
<b>Avg. Sales Price</b>		\$154,235	<b>\$173,739</b>	+ 12.6%	\$149,460	<b>\$166,153</b>	+ 11.2%
<b>Pct. of List Price Received</b>		97.2%	<b>97.1%</b>	- 0.1%	97.3%	<b>97.7%</b>	+ 0.4%
<b>Days on Market</b>		91	<b>78</b>	- 14.3%	103	<b>92</b>	- 10.7%
<b>Affordability Index</b>		248	<b>219</b>	- 11.7%	257	<b>240</b>	- 6.6%
<b>Active Listings</b>		767	<b>711</b>	- 7.3%	--	<b>--</b>	--
<b>Months Supply</b>		4.1	<b>3.7</b>	- 9.8%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

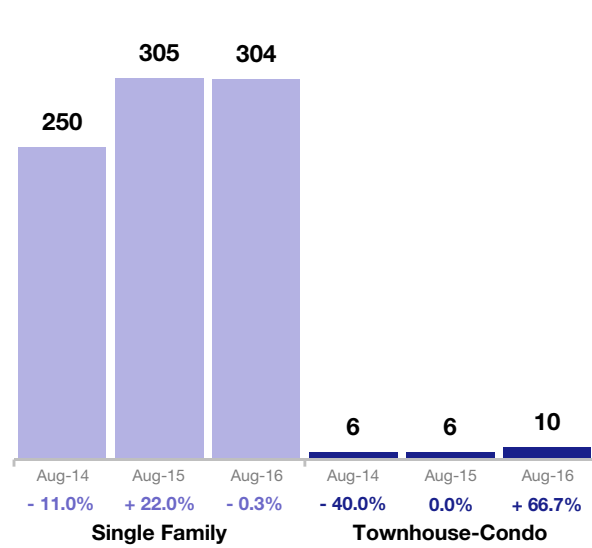


Key Metrics	Historical Sparkbars	8-2015	8-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		6	10	+ 66.7%	88	84	- 4.5%
<b>Pending Sales</b>		8	6	- 25.0%	66	68	+ 3.0%
<b>Sold Listings</b>		8	8	0.0%	65	67	+ 3.1%
<b>Median Sales Price</b>		\$167,500	\$146,450	- 12.6%	\$129,000	\$139,000	+ 7.8%
<b>Avg. Sales Price</b>		\$170,050	\$162,488	- 4.4%	\$139,243	\$152,622	+ 9.6%
<b>Pct. of List Price Received</b>		97.7%	97.5%	- 0.2%	97.2%	96.7%	- 0.5%
<b>Days on Market</b>		101	90	- 10.9%	126	89	- 29.4%
<b>Affordability Index</b>		215	254	+ 18.1%	279	268	- 3.9%
<b>Active Listings</b>		38	36	- 5.3%	--	--	--
<b>Months Supply</b>		4.3	4.0	- 7.0%	--	--	--

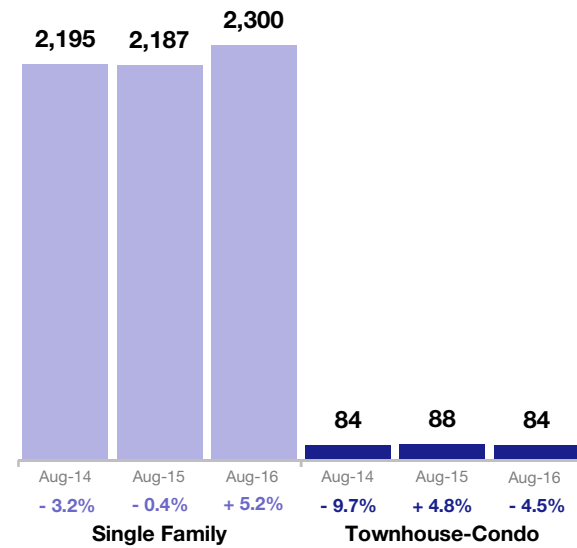
# New Listings



## August

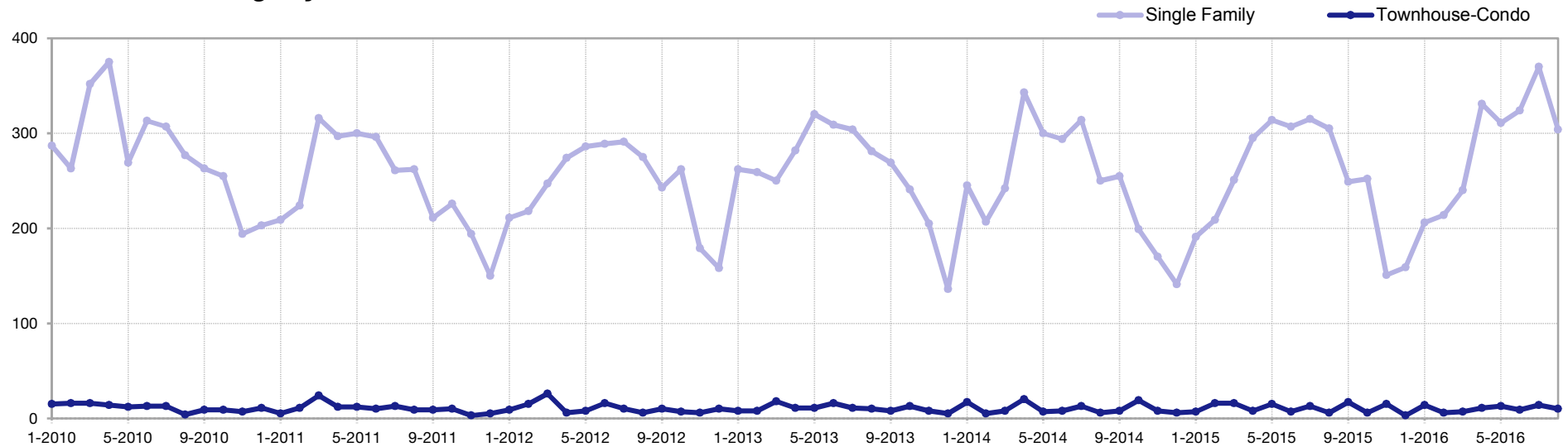


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	+7.9%	14	+100.0%
Feb-2016	214	+2.4%	6	-62.5%
Mar-2016	240	-4.4%	7	-56.3%
Apr-2016	331	+12.2%	11	+37.5%
May-2016	311	-1.0%	13	-13.3%
Jun-2016	324	+5.5%	9	+28.6%
Jul-2016	370	+17.5%	14	+7.7%
<b>Aug-2016</b>	<b>304</b>	<b>-0.3%</b>	<b>10</b>	<b>+66.7%</b>

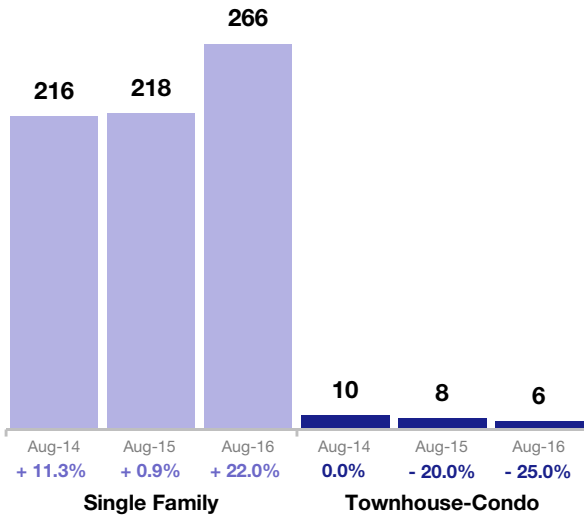
## Historical New Listings by Month



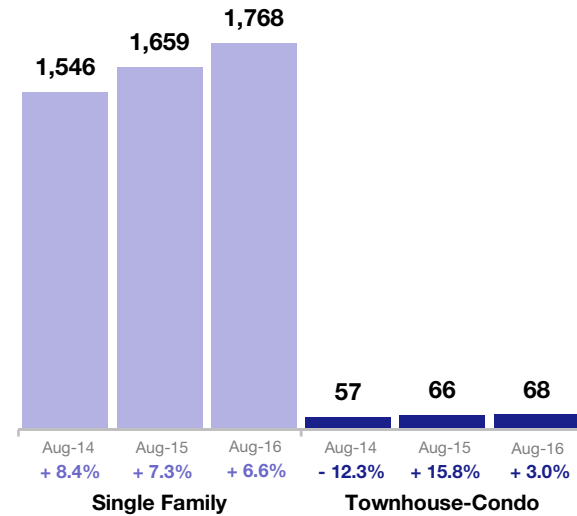
# Pending Sales



## August

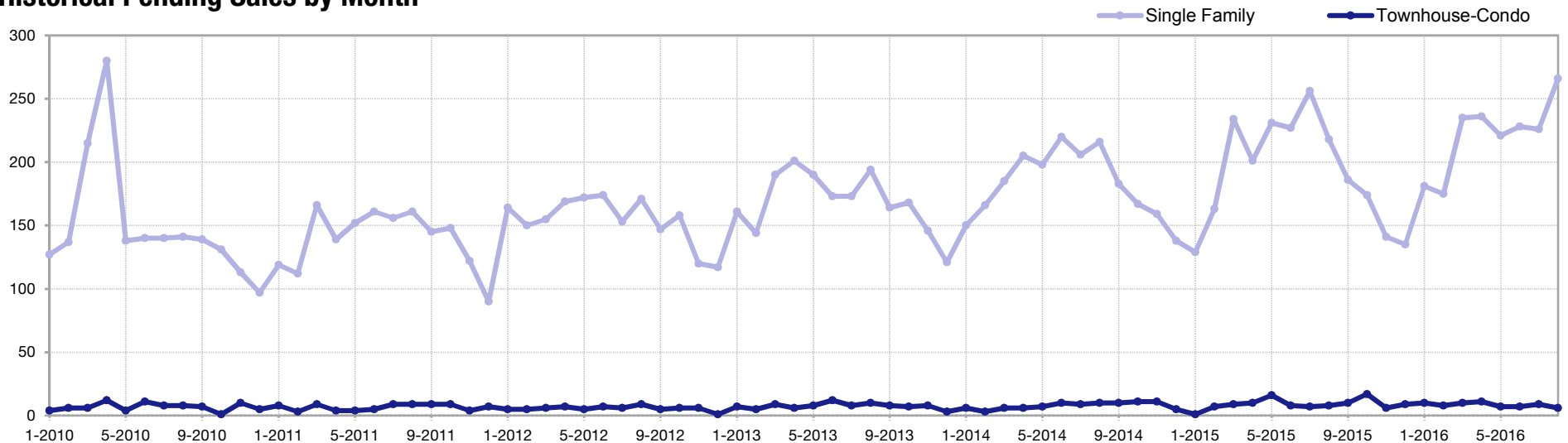


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2015	186	+1.6%	10	0.0%
Oct-2015	174	+4.2%	17	+54.5%
Nov-2015	141	-11.3%	6	-45.5%
Dec-2015	135	-2.2%	9	+80.0%
Jan-2016	181	+40.3%	10	+900.0%
Feb-2016	175	+7.4%	8	+14.3%
Mar-2016	235	+0.4%	10	+11.1%
Apr-2016	236	+17.4%	11	+10.0%
May-2016	221	-4.3%	7	-56.3%
Jun-2016	228	+0.4%	7	-12.5%
Jul-2016	226	-11.7%	9	+28.6%
<b>Aug-2016</b>	<b>266</b>	<b>+22.0%</b>	<b>6</b>	<b>-25.0%</b>

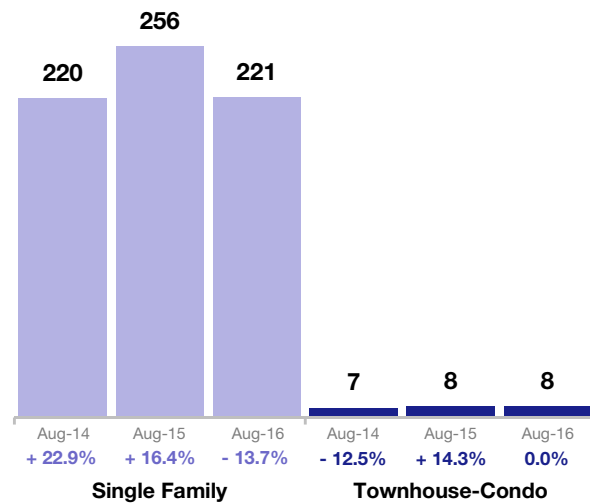
## Historical Pending Sales by Month



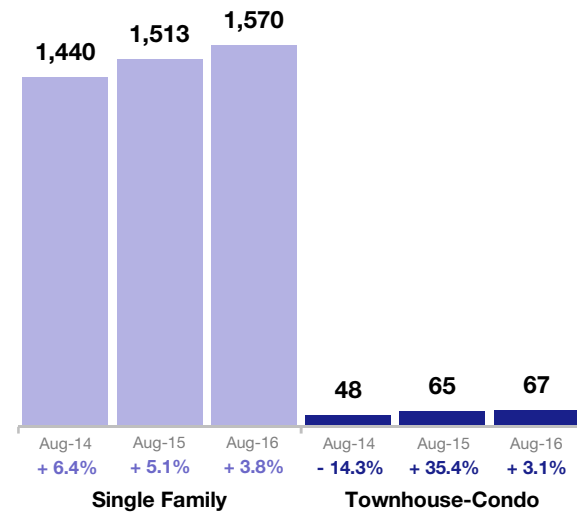
# Sold Listings



## August

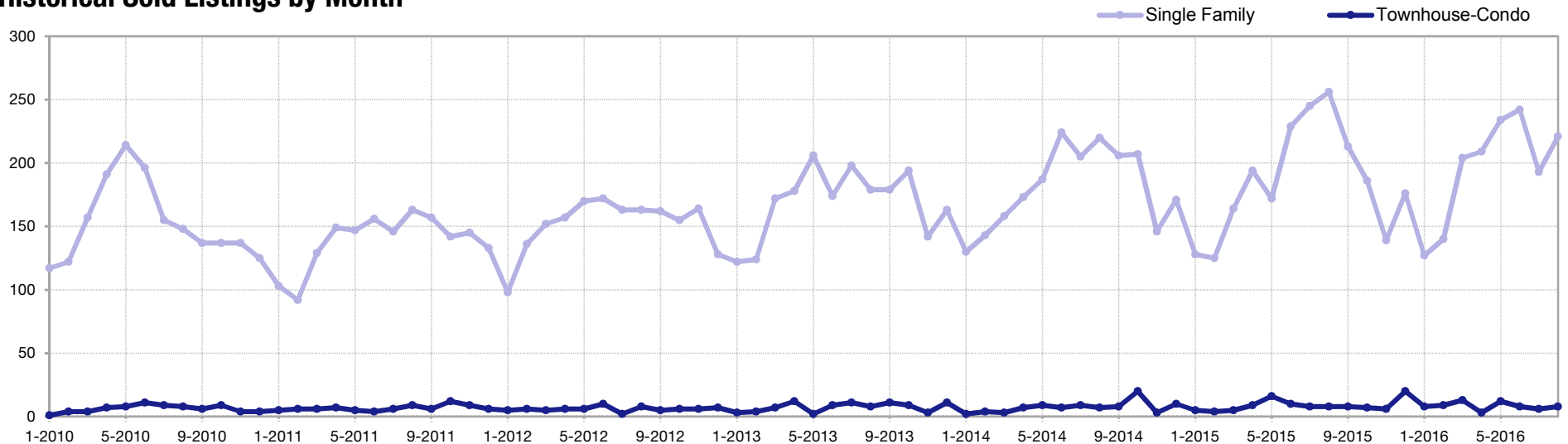


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	234	+36.0%	12	-25.0%
Jun-2016	242	+5.7%	8	-20.0%
Jul-2016	193	-21.2%	6	-25.0%
<b>Aug-2016</b>	<b>221</b>	<b>-13.7%</b>	<b>8</b>	<b>0.0%</b>

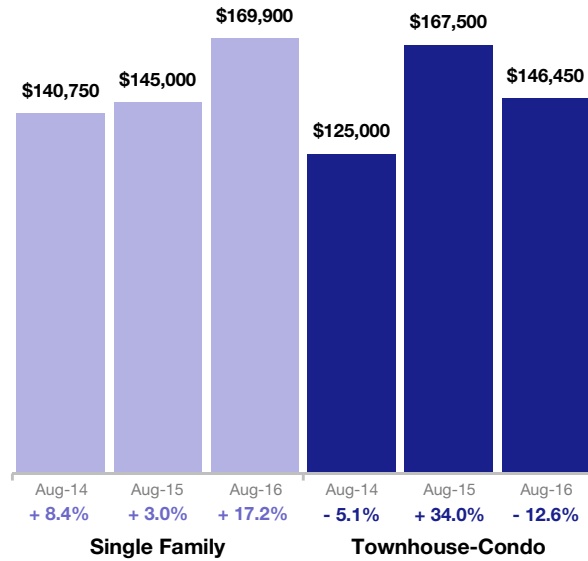
## Historical Sold Listings by Month



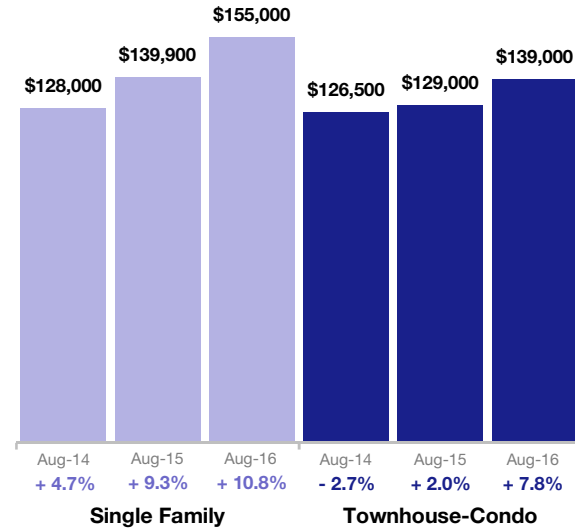
# Median Sales Price



## August

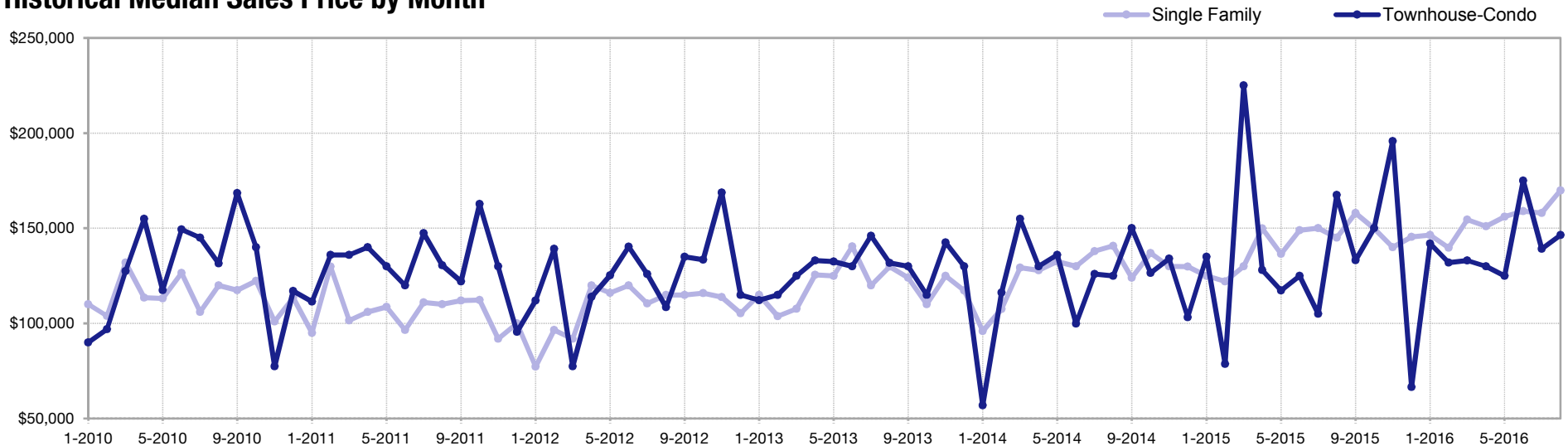


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$156,000	+14.3%	\$124,950	+6.6%
Jun-2016	\$159,000	+6.7%	\$175,000	+40.0%
Jul-2016	\$158,000	+5.3%	\$139,125	+32.5%
<b>Aug-2016</b>	<b>\$169,900</b>	<b>+17.2%</b>	<b>\$146,450</b>	<b>-12.6%</b>

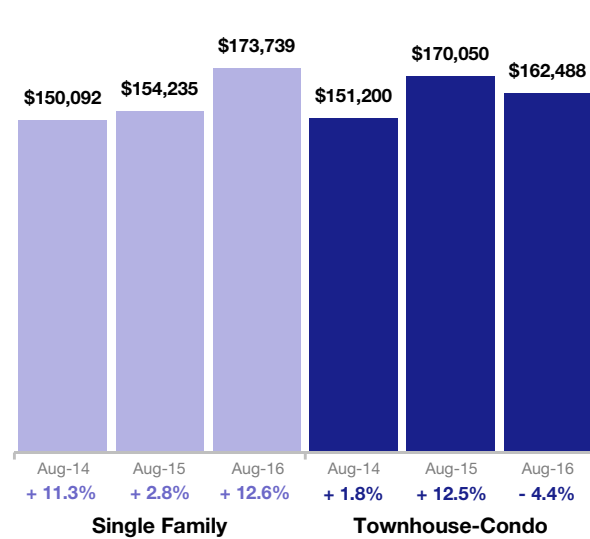
## Historical Median Sales Price by Month



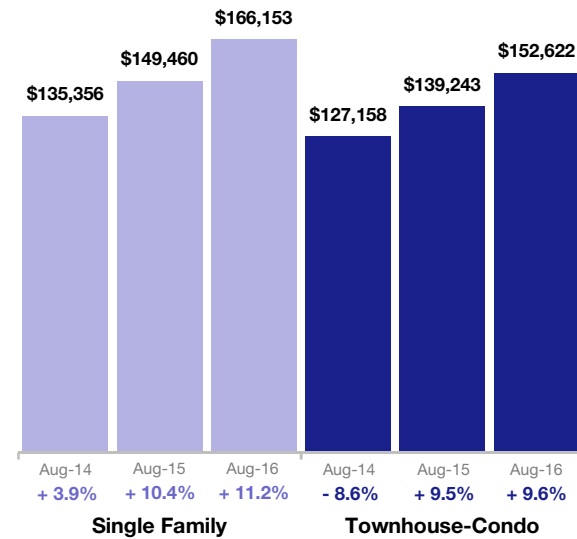
# Average Sales Price



## August

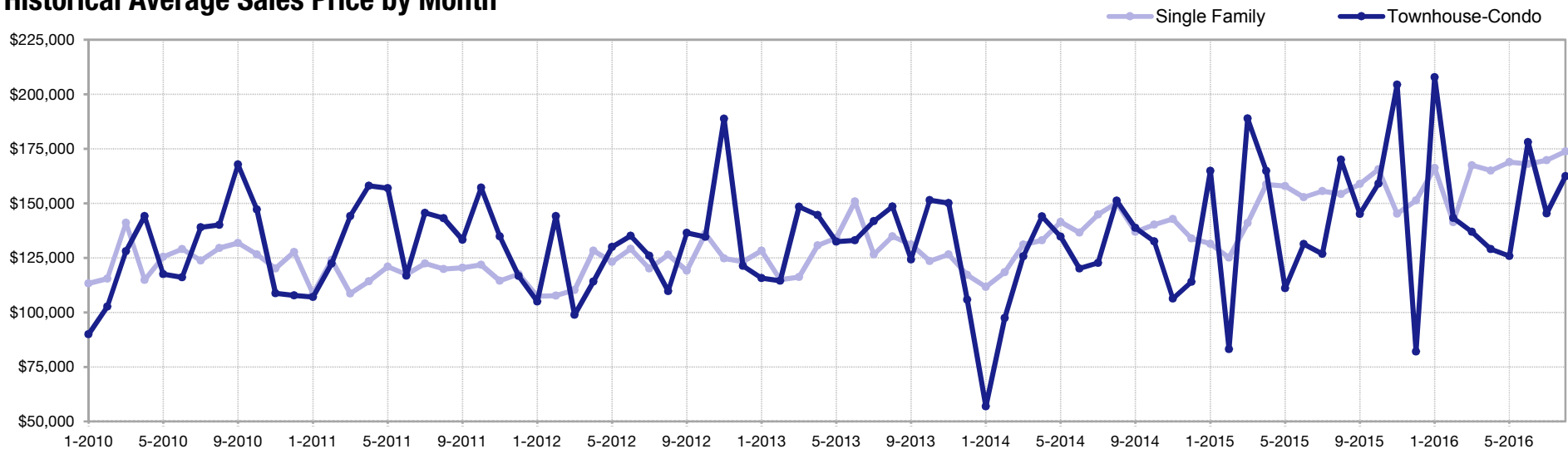


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$168,841	+7.0%	\$125,825	+13.3%
Jun-2016	\$167,992	+9.9%	\$177,988	+35.5%
Jul-2016	\$169,804	+9.2%	\$145,317	+14.5%
<b>Aug-2016</b>	<b>\$173,739</b>	<b>+12.6%</b>	<b>\$162,488</b>	<b>-4.4%</b>

## Historical Average Sales Price by Month

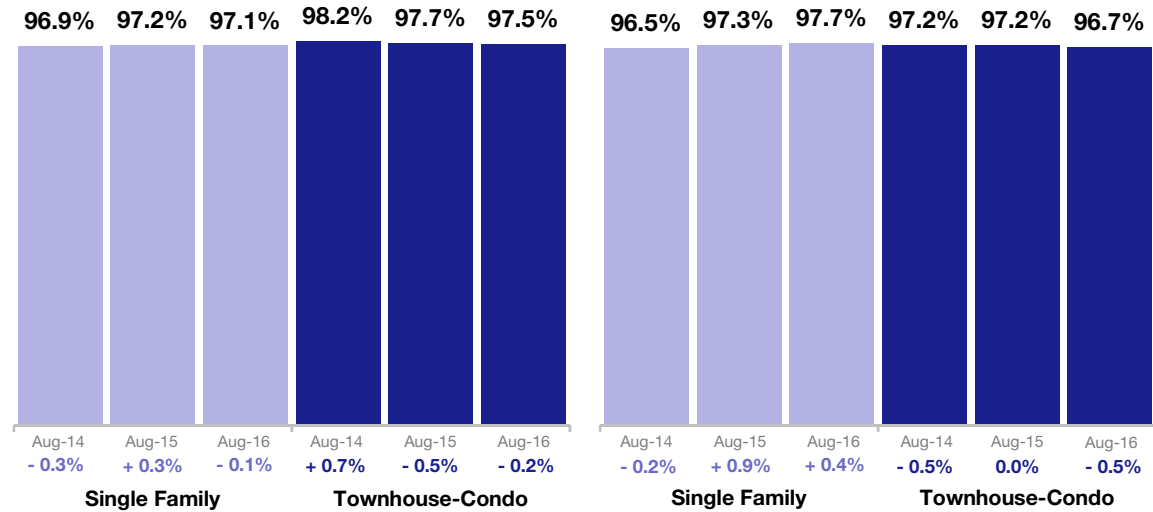




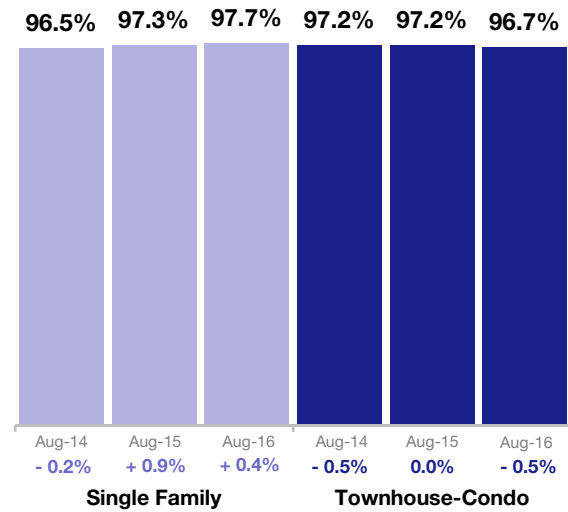
# Percent of List Price Received



## August

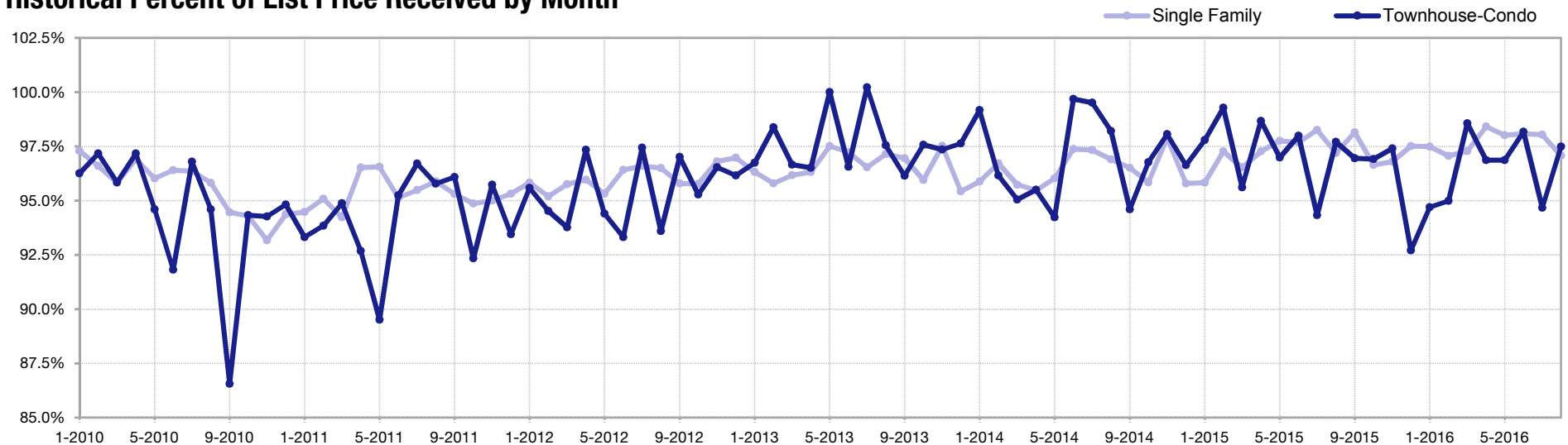


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	98.0%	-0.3%	94.7%	+0.4%
<b>Aug-2016</b>	<b>97.1%</b>	<b>-0.1%</b>	<b>97.5%</b>	<b>-0.2%</b>

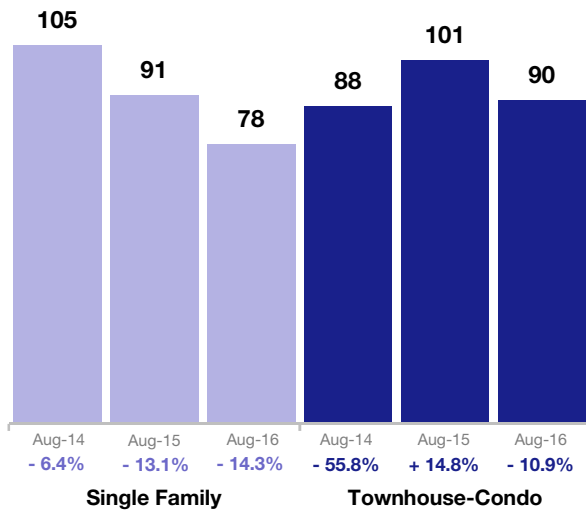
## Historical Percent of List Price Received by Month



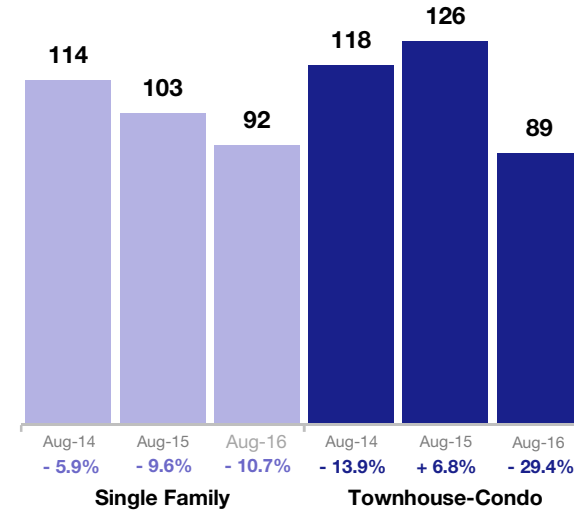
# Days on Market Until Sale



## August

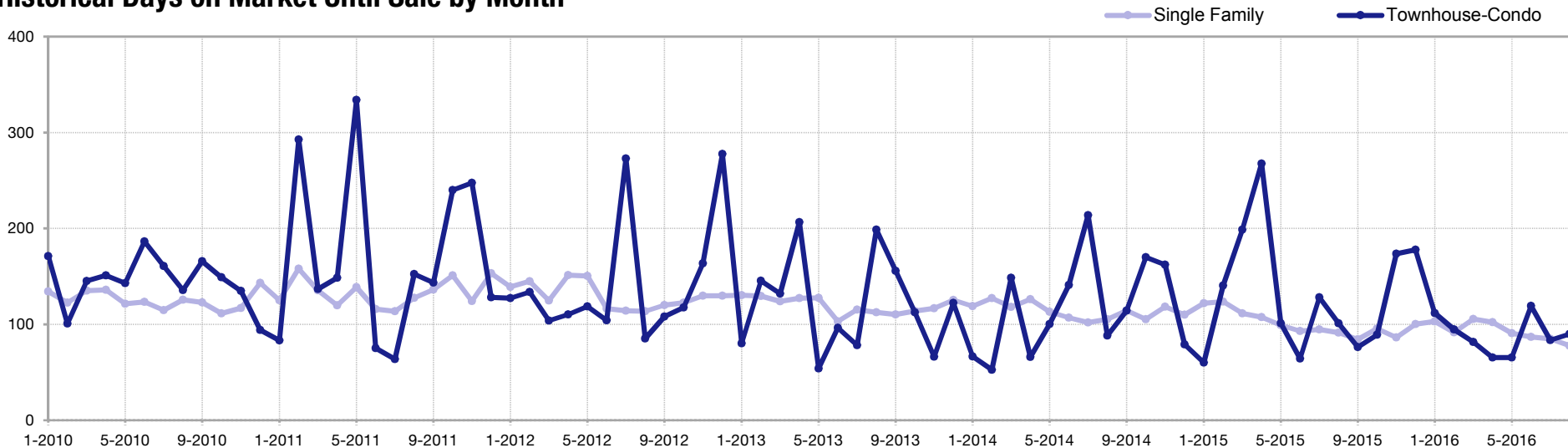


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	91	-8.1%	66	-34.7%
Jun-2016	87	-6.5%	119	+85.9%
Jul-2016	85	-10.5%	84	-34.4%
<b>Aug-2016</b>	<b>78</b>	<b>-14.3%</b>	<b>90</b>	<b>-10.9%</b>

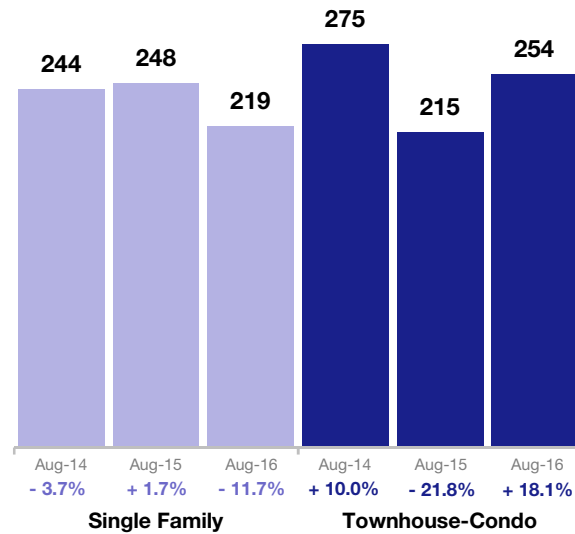
## Historical Days on Market Until Sale by Month



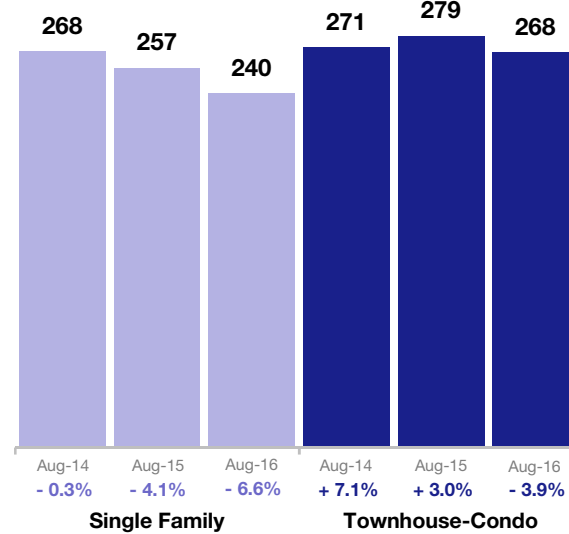
# Housing Affordability Index



## August

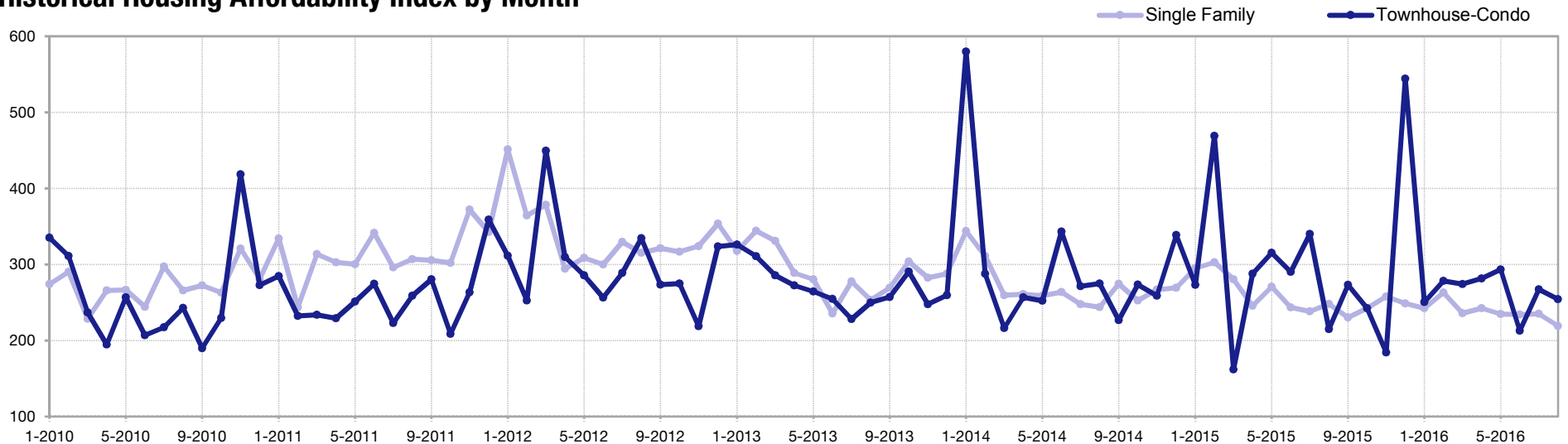


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	235	-13.3%	293	-7.0%
Jun-2016	234	-4.1%	213	-26.6%
Jul-2016	235	-1.3%	267	-21.5%
<b>Aug-2016</b>	<b>219</b>	<b>-11.7%</b>	<b>254</b>	<b>+18.1%</b>

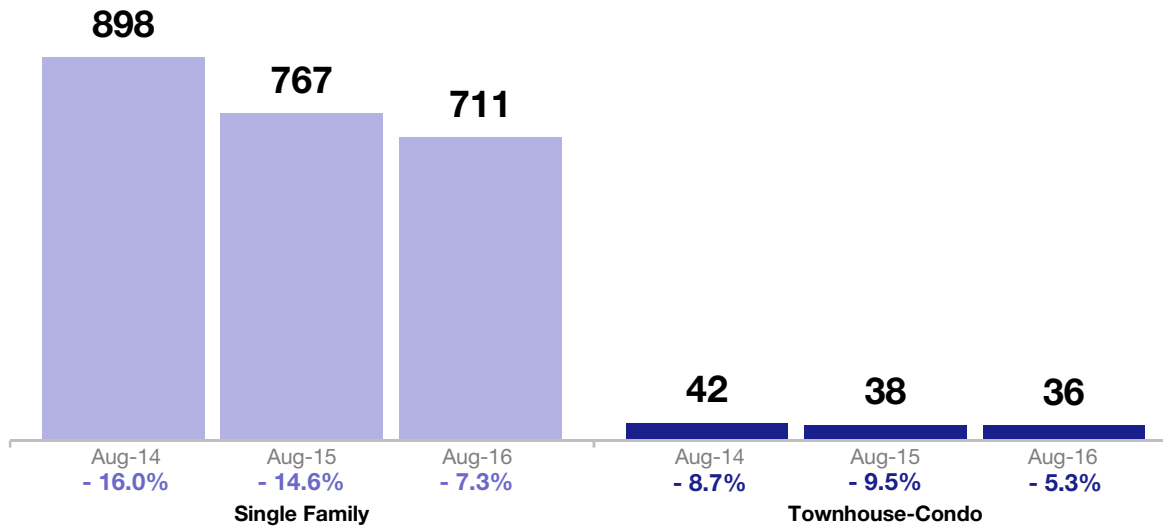
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

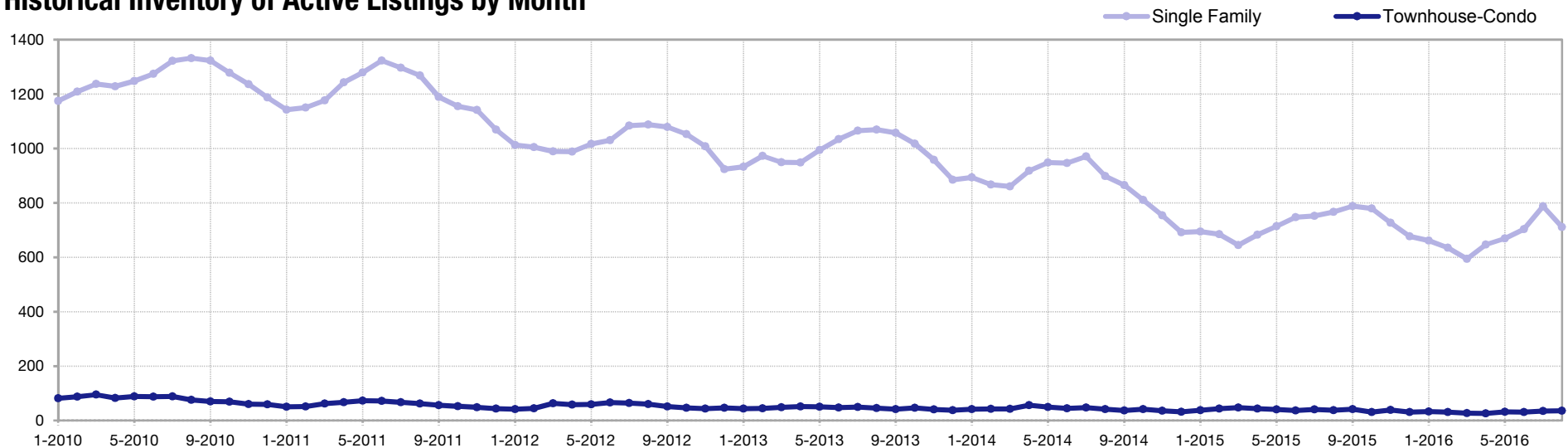


## August



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2015	788	-8.9%	42	+13.5%
Oct-2015	779	-3.9%	31	-26.2%
Nov-2015	727	-3.6%	39	+8.3%
Dec-2015	677	-2.2%	31	-3.1%
Jan-2016	661	-4.9%	33	-13.2%
Feb-2016	635	-7.3%	31	-29.5%
Mar-2016	594	-7.9%	27	-43.8%
Apr-2016	647	-5.3%	26	-40.9%
May-2016	669	-6.3%	32	-22.0%
Jun-2016	703	-5.9%	31	-16.2%
Jul-2016	787	+4.7%	35	-14.6%
<b>Aug-2016</b>	<b>711</b>	<b>-7.3%</b>	<b>36</b>	<b>-5.3%</b>

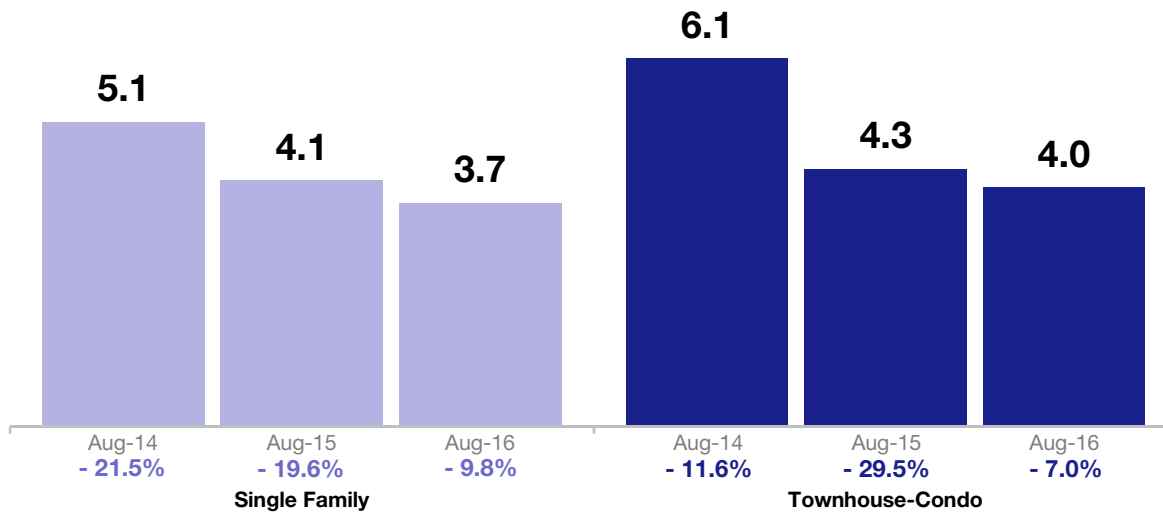
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

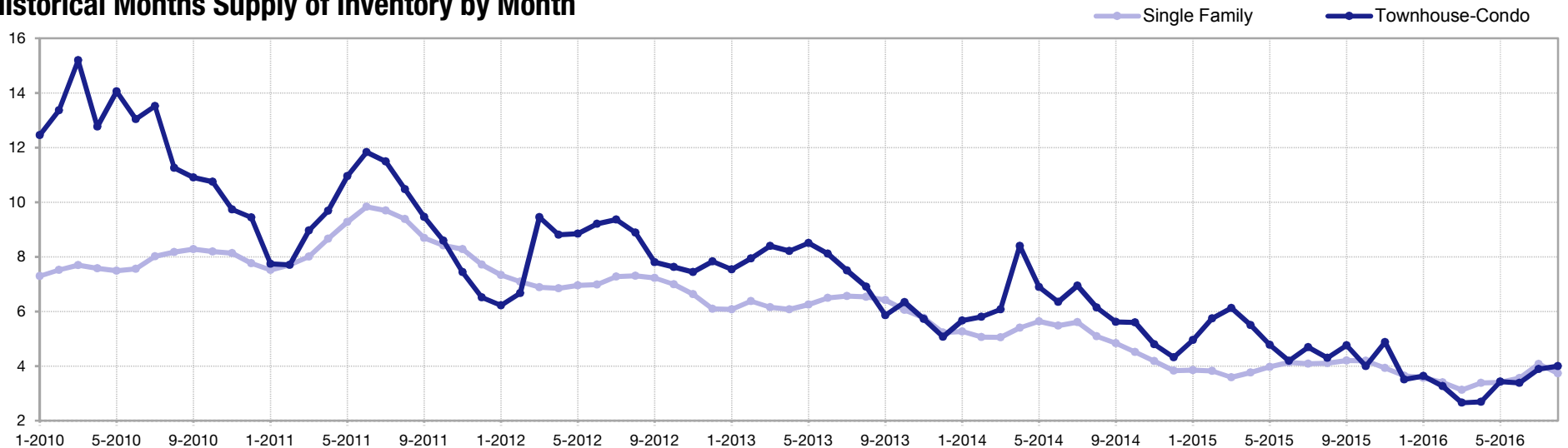


## August



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	3.6	-5.3%	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	3.4	-15.0%	3.4	-29.2%
Jun-2016	3.6	-12.2%	3.4	-19.0%
Jul-2016	4.1	0.0%	3.9	-17.0%
<b>Aug-2016</b>	<b>3.7</b>	<b>-9.8%</b>	<b>4.0</b>	<b>-7.0%</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.



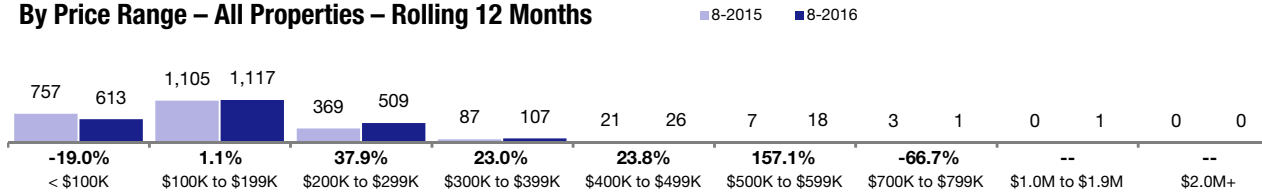
Key Metrics	Historical Sparkbars	8-2015	8-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		311	<b>314</b>	+ 1.0%	2,275	<b>2,384</b>	+ 4.8%
<b>Pending Sales</b>		226	<b>272</b>	+ 20.4%	1,725	<b>1,836</b>	+ 6.4%
<b>Sold Listings</b>		264	<b>229</b>	- 13.3%	1,578	<b>1,637</b>	+ 3.7%
<b>Median Sales Price</b>		\$145,000	<b>\$169,900</b>	+ 17.2%	\$139,000	<b>\$154,250</b>	+ 11.0%
<b>Avg. Sales Price</b>		\$154,714	<b>\$173,346</b>	+ 12.0%	\$149,038	<b>\$165,599</b>	+ 11.1%
<b>Pct. of List Price Received</b>		97.2%	<b>97.1%</b>	- 0.1%	97.3%	<b>97.7%</b>	+ 0.4%
<b>Days on Market</b>		92	<b>78</b>	- 15.2%	104	<b>92</b>	- 11.5%
<b>Affordability Index</b>		248	<b>219</b>	- 11.7%	259	<b>241</b>	- 6.9%
<b>Active Listings</b>		805	<b>747</b>	- 7.2%	--	<b>--</b>	--
<b>Months Supply</b>		4.1	<b>3.7</b>	- 9.8%	--	<b>--</b>	--

# Sold Listings

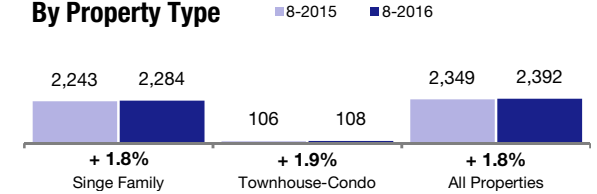
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	8-2015	8-2016	Change	8-2015	8-2016	Change
\$99,999 and Below	730	579	-20.7%	27	34	+25.9%
\$100,000 to \$199,999	1,038	1,060	+2.1%	67	57	-14.9%
\$200,000 to \$299,999	357	496	+38.9%	12	13	+8.3%
\$300,000 to \$399,999	87	105	+20.7%	0	2	--
\$400,000 to \$499,999	21	25	+19.0%	0	1	--
\$500,000 to \$699,999	7	17	+142.9%	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	--
<b>All Price Ranges</b>	<b>2,243</b>	<b>2,284</b>	<b>+1.8%</b>	<b>106</b>	<b>108</b>	<b>+1.9%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2016	8-2016	Change	7-2016	8-2016	Change
\$99,999 and Below	47	50	+6.4%	3	0	-100.0%
\$100,000 to \$199,999	87	94	+8.0%	1	6	+500.0%
\$200,000 to \$299,999	46	63	+37.0%	2	2	0.0%
\$300,000 to \$399,999	8	8	0.0%	0	0	--
\$400,000 to \$499,999	2	4	+100.0%	0	0	--
\$500,000 to \$699,999	3	2	-33.3%	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	--
<b>All Price Ranges</b>	<b>193</b>	<b>221</b>	<b>+14.5%</b>	<b>6</b>	<b>8</b>	<b>+33.3%</b>

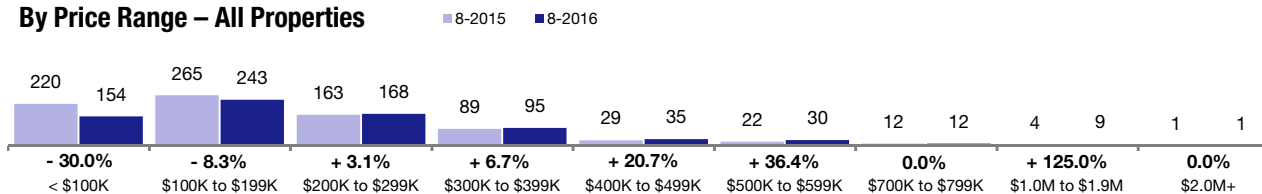
### Year to Date

By Price Range	Single Family			Condo		
	8-2015	8-2016	Change	8-2015	8-2016	Change
\$99,999 and Below	468	376	-19.7%	16	16	0.0%
\$100,000 to \$199,999	711	739	+3.9%	40	39	-2.5%
\$200,000 to \$299,999	239	347	+45.2%	9	10	+11.1%
\$300,000 to \$399,999	72	74	+2.8%	0	0	--
\$400,000 to \$499,999	15	17	+13.3%	0	1	--
\$500,000 to \$699,999	6	15	+150.0%	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	--
<b>All Price Ranges</b>	<b>1,513</b>	<b>1,570</b>	<b>+3.8%</b>	<b>65</b>	<b>67</b>	<b>+3.1%</b>

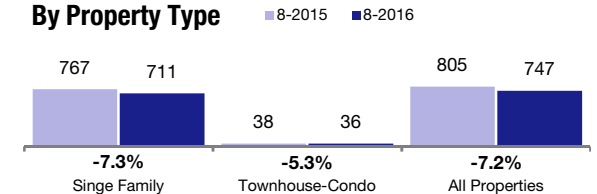
# Inventory of Active Listings

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		
	8-2015	8-2016	Change	8-2015	8-2016	Change
\$99,999 and Below	204	144	-29.4%	16	10	-37.5%
\$100,000 to \$199,999	253	231	-8.7%	12	12	0.0%
\$200,000 to \$299,999	157	158	+0.6%	6	10	+66.7%
\$300,000 to \$399,999	85	92	+8.2%	4	3	-25.0%
\$400,000 to \$499,999	29	35	+20.7%	0	0	--
\$500,000 to \$699,999	22	29	+31.8%	0	1	--
\$700,000 to \$999,999	12	12	0.0%	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	--
<b>All Price Ranges</b>	<b>767</b>	<b>711</b>	<b>-7.3%</b>	<b>38</b>	<b>36</b>	<b>-5.3%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2016	8-2016	Change	7-2016	8-2016	Change
\$99,999 and Below	159	144	-9.4%	9	10	+11.1%
\$100,000 to \$199,999	269	231	-14.1%	11	12	+9.1%
\$200,000 to \$299,999	185	158	-14.6%	11	10	-9.1%
\$300,000 to \$399,999	87	92	+5.7%	3	3	0.0%
\$400,000 to \$499,999	32	35	+9.4%	0	0	--
\$500,000 to \$699,999	32	29	-9.4%	1	1	0.0%
\$700,000 to \$999,999	13	12	-7.7%	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	--
<b>All Price Ranges</b>	<b>787</b>	<b>711</b>	<b>-9.7%</b>	<b>35</b>	<b>36</b>	<b>+2.9%</b>

### Year to Date

By Price Range	Single Family			Condo		
	8-2015	8-2016	Change	8-2015	8-2016	Change
\$99,999 and Below	159	144	-9.4%	9	10	+11.1%
\$100,000 to \$199,999	269	231	-14.1%	11	12	+9.1%
\$200,000 to \$299,999	185	158	-14.6%	11	10	-9.1%
\$300,000 to \$399,999	87	92	+5.7%	3	3	0.0%
\$400,000 to \$499,999	32	35	+9.4%	0	0	--
\$500,000 to \$699,999	32	29	-9.4%	1	1	0.0%
\$700,000 to \$999,999	13	12	-7.7%	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	--
<b>All Price Ranges</b>	<b>787</b>	<b>711</b>	<b>-9.7%</b>	<b>35</b>	<b>36</b>	<b>+2.9%</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.



# Local Market Update for August 2016

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## Pueblo County

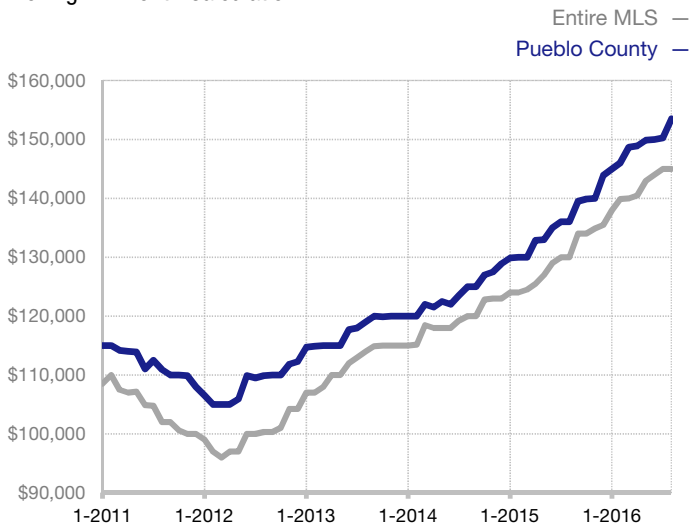
Single Family Key Metrics	August			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 08-2015	Thru 08-2016	Percent Change from Previous Year
New Listings	305	303	- 0.7%	2,195	2,294	+ 4.5%
Sold Listings	257	223	- 13.2%	1,518	1,578	+ 4.0%
Median Sales Price*	\$145,000	\$169,900	+ 17.2%	\$139,900	\$155,000	+ 10.8%
Average Sales Price*	\$155,094	\$174,442	+ 12.5%	\$149,626	\$166,521	+ 11.3%
Percent of List Price Received*	97.2%	97.1%	- 0.1%	97.4%	97.7%	+ 0.3%
Days on Market Until Sale	91	78	- 14.3%	103	92	- 10.7%
Inventory of Homes for Sale	769	702	- 8.7%	--	--	--
Months Supply of Inventory	4.1	3.7	- 9.8%	--	--	--

\* 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	August			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 08-2015	Thru 08-2016	Percent Change from Previous Year
New Listings	6	10	+ 66.7%	88	84	- 4.5%
Sold Listings	8	8	0.0%	65	67	+ 3.1%
Median Sales Price*	\$167,500	\$146,450	- 12.6%	\$129,000	\$139,000	+ 7.8%
Average Sales Price*	\$170,050	\$162,488	- 4.4%	\$139,243	\$152,622	+ 9.6%
Percent of List Price Received*	97.7%	97.5%	- 0.2%	97.2%	96.7%	- 0.5%
Days on Market Until Sale	101	90	- 10.9%	126	89	- 29.4%
Inventory of Homes for Sale	38	36	- 5.3%	--	--	--
Months Supply of Inventory	4.3	4.0	- 7.0%	--	--	--

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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 August 2016

A Research Tool Provided by the Colorado Association of REALTORS®



## Arkansas Valley/Otero County

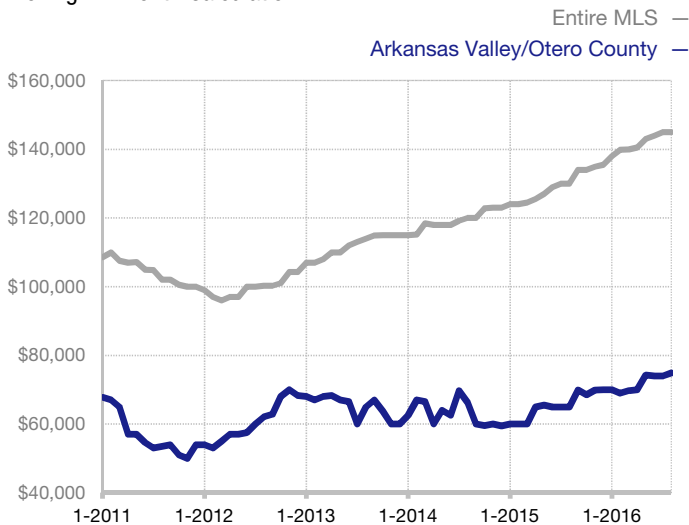
Single Family Key Metrics	August			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 08-2015	Thru 08-2016	Percent Change from Previous Year
New Listings	35	48	+ 37.1%	282	290	+ 2.8%
Sold Listings	29	35	+ 20.7%	186	204	+ 9.7%
Median Sales Price*	\$78,000	<b>\$80,000</b>	+ 2.6%	\$73,000	<b>\$76,950</b>	+ 5.4%
Average Sales Price*	\$88,262	<b>\$84,976</b>	- 3.7%	\$82,516	<b>\$81,853</b>	- 0.8%
Percent of List Price Received*	93.7%	<b>95.0%</b>	+ 1.4%	92.8%	<b>94.8%</b>	+ 2.2%
Days on Market Until Sale	274	149	- 45.6%	204	165	- 19.1%
Inventory of Homes for Sale	189	126	- 33.3%	--	--	--
Months Supply of Inventory	7.8	4.7	- 39.7%	--	--	--

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

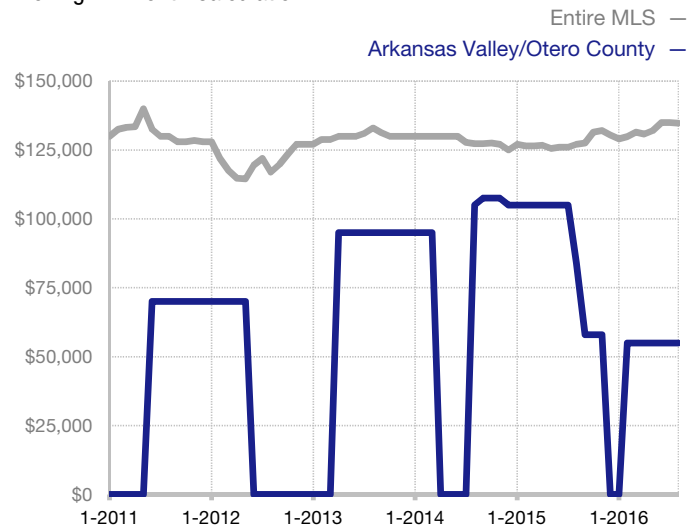
Townhouse-Condo Key Metrics	August			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 08-2015	Thru 08-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$55,000</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$55,000</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>91.8%</b>	--
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 August 2016

A Research Tool Provided by the Colorado Association of REALTORS®



## Fowler

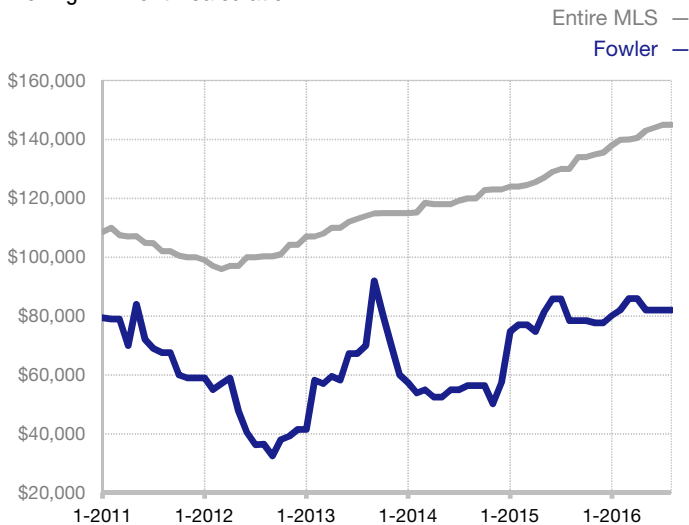
Single Family	August			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 08-2015	Thru 08-2016	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	3	4	+ 33.3%	22	17	- 22.7%
Sold Listings	2	1	- 50.0%	10	13	+ 30.0%
Median Sales Price*	\$20,500	<b>\$78,000</b>	+ 280.5%	\$77,750	<b>\$82,000</b>	+ 5.5%
Average Sales Price*	\$20,500	<b>\$78,000</b>	+ 280.5%	\$65,669	<b>\$86,288</b>	+ 31.4%
Percent of List Price Received*	82.9%	<b>95.1%</b>	+ 14.7%	93.5%	<b>96.3%</b>	+ 3.0%
Days on Market Until Sale	219	<b>124</b>	- 43.4%	245	<b>200</b>	- 18.4%
Inventory of Homes for Sale	19	<b>7</b>	- 63.2%	--	--	--
Months Supply of Inventory	13.9	<b>4.0</b>	- 71.2%	--	--	--

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

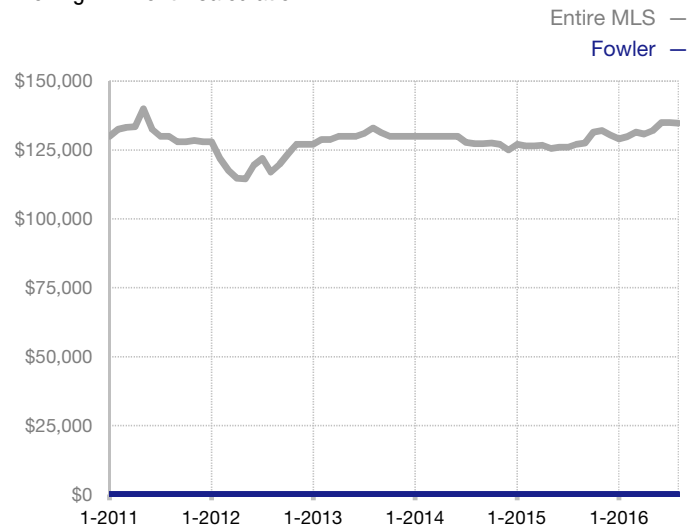
Townhouse-Condo	August			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 08-2015	Thru 08-2016	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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>	--	--	--	--

\* 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 August 2016

A Research Tool Provided by the Colorado Association of REALTORS®



## Huerfano County

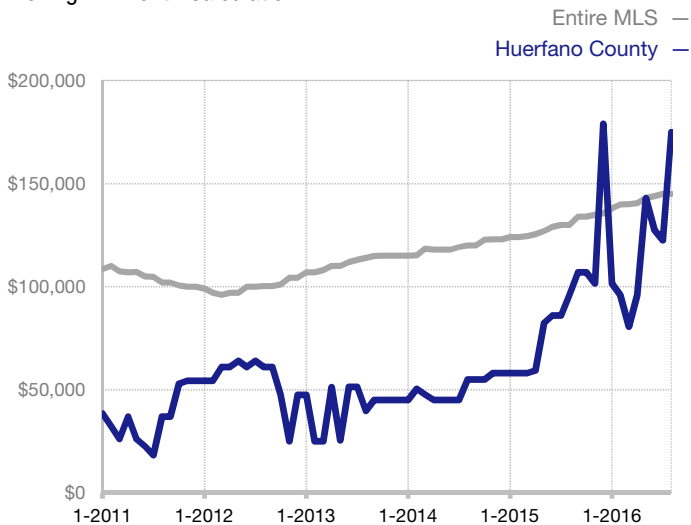
Single Family	August			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 08-2015	Thru 08-2016	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	1	4	+ 300.0%	22	60	+ 172.7%
Sold Listings	0	3	--	5	13	+ 160.0%
Median Sales Price*	\$0	\$250,000	--	\$107,000	\$125,000	+ 16.8%
Average Sales Price*	\$0	\$323,000	--	\$128,500	\$166,115	+ 29.3%
Percent of List Price Received*	0.0%	93.8%	--	95.4%	92.1%	- 3.5%
Days on Market Until Sale	0	112	--	150	163	+ 8.7%
Inventory of Homes for Sale	25	50	+ 100.0%	--	--	--
Months Supply of Inventory	19.4	26.5	+ 36.6%	--	--	--

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

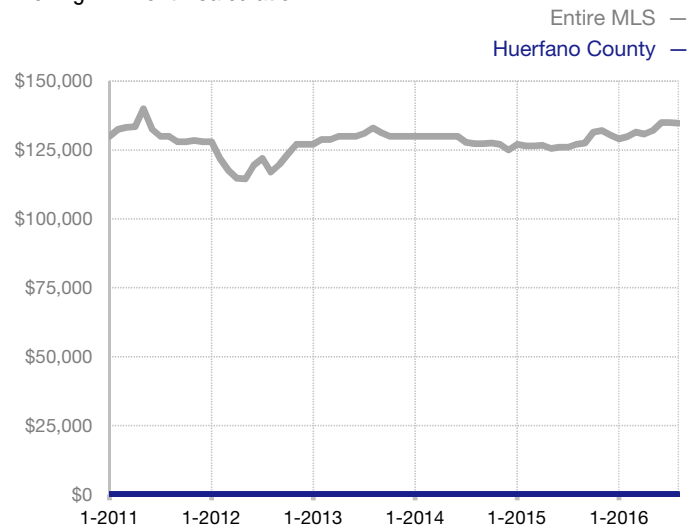
Townhouse-Condo	August			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 08-2015	Thru 08-2016	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$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 August 2016

A Research Tool Provided by the Colorado Association of REALTORS®



## La Junta

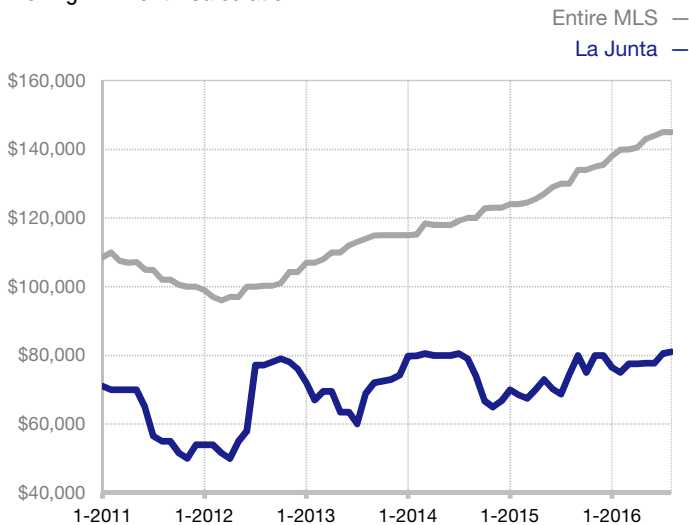
Key Metrics	August			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 08-2015	Thru 08-2016	Percent Change from Previous Year
New Listings	9	13	+ 44.4%	80	85	+ 6.3%
Sold Listings	6	15	+ 150.0%	58	58	0.0%
Median Sales Price*	\$88,500	\$115,000	+ 29.9%	\$80,000	\$90,000	+ 12.5%
Average Sales Price*	\$122,583	\$90,467	- 26.2%	\$92,542	\$84,885	- 8.3%
Percent of List Price Received*	92.7%	96.8%	+ 4.4%	93.5%	95.8%	+ 2.5%
Days on Market Until Sale	255	106	- 58.4%	163	134	- 17.8%
Inventory of Homes for Sale	45	32	- 28.9%	--	--	--
Months Supply of Inventory	5.3	4.0	- 24.5%	--	--	--

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

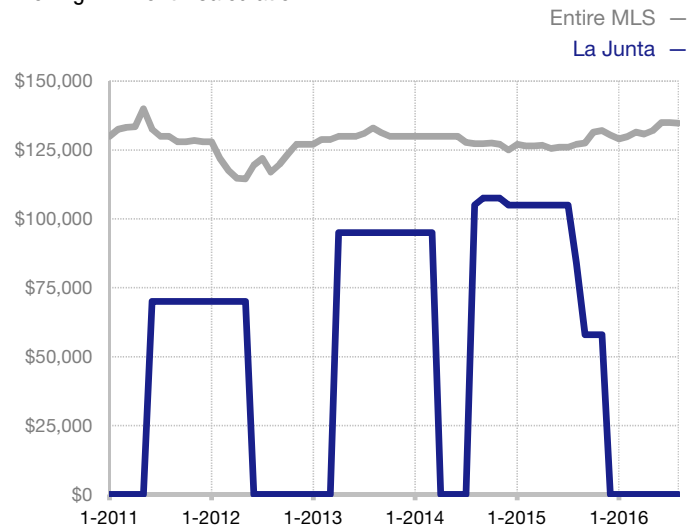
Key Metrics	August			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 08-2015	Thru 08-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price 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 August 2016

A Research Tool Provided by the Colorado Association of REALTORS®



## Las Animas

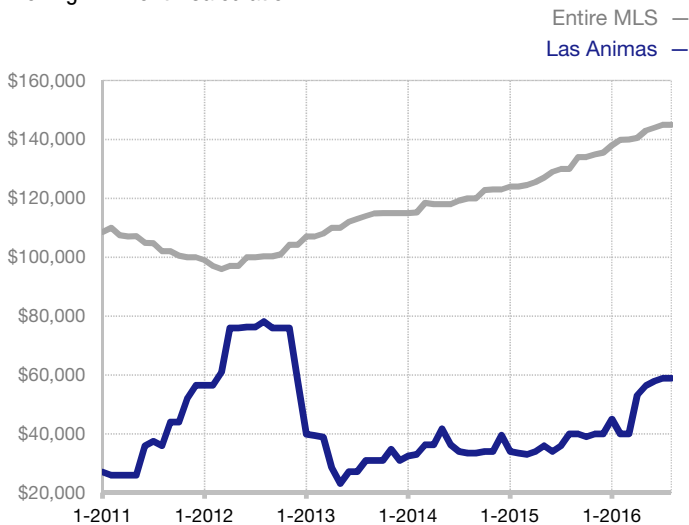
Single Family	August			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 08-2015	Thru 08-2016	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	1	--	13	22	+ 69.2%
Sold Listings	3	3	0.0%	11	13	+ 18.2%
Median Sales Price*	\$78,000	<b>\$64,500</b>	- 17.3%	\$40,000	<b>\$60,000</b>	+ 50.0%
Average Sales Price*	\$71,467	<b>\$76,800</b>	+ 7.5%	\$43,543	<b>\$60,944</b>	+ 40.0%
Percent of List Price Received*	99.2%	<b>98.8%</b>	- 0.4%	94.6%	<b>100.7%</b>	+ 6.4%
Days on Market Until Sale	231	<b>149</b>	- 35.5%	185	<b>132</b>	- 28.6%
Inventory of Homes for Sale	9	<b>4</b>	- 55.6%	--	--	--
Months Supply of Inventory	3.8	<b>1.9</b>	- 50.0%	--	--	--

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

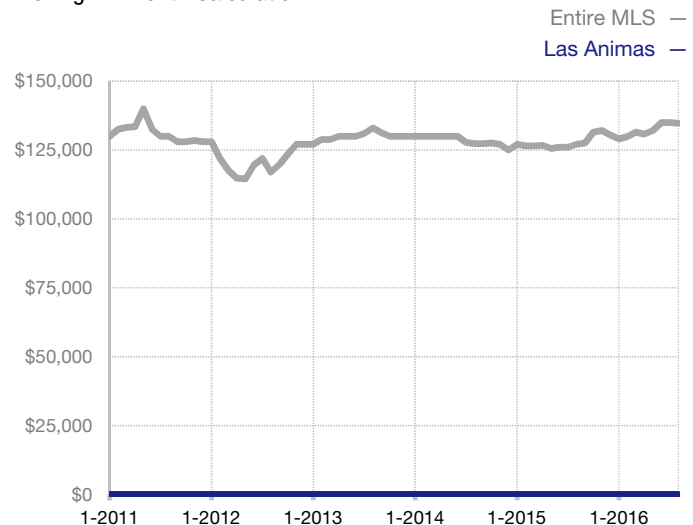
Townhouse-Condo	August			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 08-2015	Thru 08-2016	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$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>	--	--	--	--

\* 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 August 2016

A Research Tool Provided by the Colorado Association of REALTORS®



## Manzanola

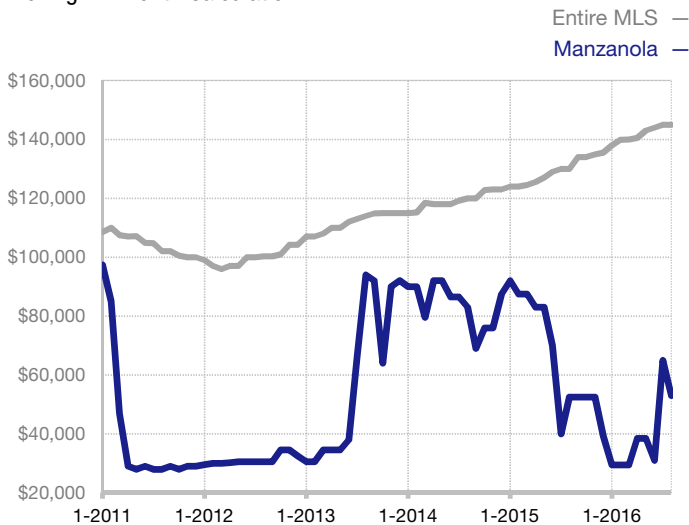
Single Family	August			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 08-2015	Thru 08-2016	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	1	--	6	6	0.0%
Sold Listings	1	0	- 100.0%	7	3	- 57.1%
Median Sales Price*	\$65,000	\$0	- 100.0%	\$40,000	\$75,000	+ 87.5%
Average Sales Price*	\$65,000	\$0	- 100.0%	\$64,271	\$72,667	+ 13.1%
Percent of List Price Received*	86.7%	0.0%	- 100.0%	91.2%	90.1%	- 1.2%
Days on Market Until Sale	478	0	- 100.0%	369	81	- 78.0%
Inventory of Homes for Sale	1	3	+ 200.0%	--	--	--
Months Supply of Inventory	0.6	2.0	+ 233.3%	--	--	--

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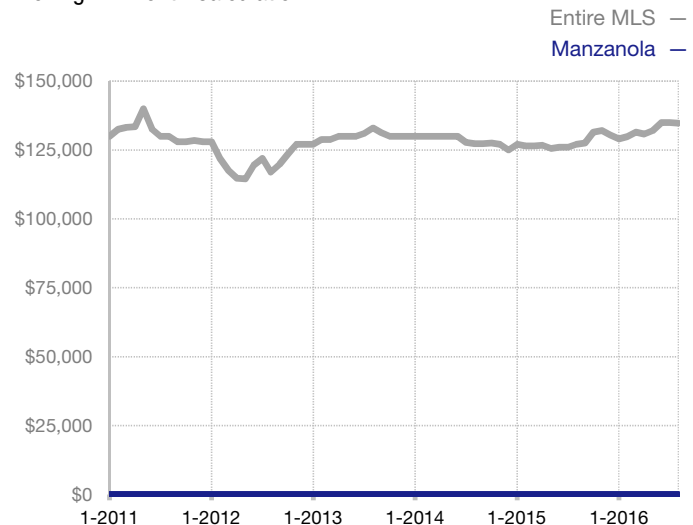
Townhouse-Condo	August			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 08-2015	Thru 08-2016	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$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 August 2016

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## Rocky Ford

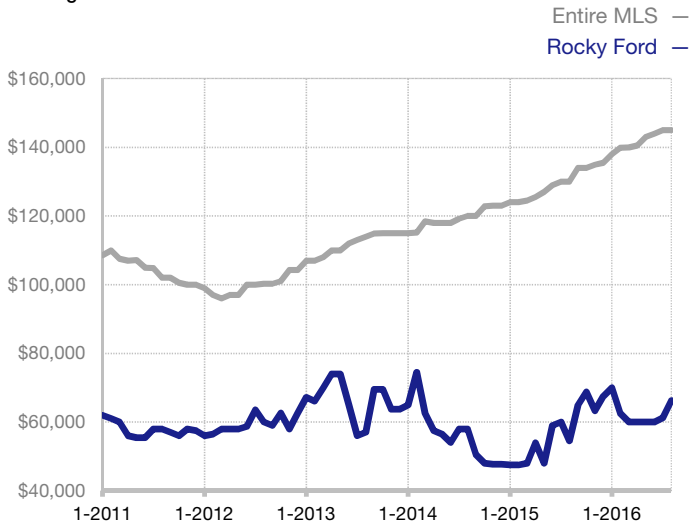
Single Family Key Metrics	August			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 08-2015	Thru 08-2016	Percent Change from Previous Year
New Listings	13	6	- 53.8%	43	48	+ 11.6%
Sold Listings	5	7	+ 40.0%	27	42	+ 55.6%
Median Sales Price*	\$50,000	<b>\$80,000</b>	+ 60.0%	\$70,000	<b>\$67,500</b>	- 3.6%
Average Sales Price*	\$53,040	<b>\$82,786</b>	+ 56.1%	\$82,637	<b>\$81,335</b>	- 1.6%
Percent of List Price Received*	97.1%	<b>93.9%</b>	- 3.3%	92.6%	<b>93.1%</b>	+ 0.5%
Days on Market Until Sale	347	<b>241</b>	- 30.5%	249	<b>183</b>	- 26.5%
Inventory of Homes for Sale	34	<b>22</b>	- 35.3%	--	--	--
Months Supply of Inventory	9.7	<b>4.3</b>	- 55.7%	--	--	--

\* 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	August			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 08-2015	Thru 08-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$55,000</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$55,000</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>91.8%</b>	--
Days on Market Until Sale	0	0	--	0	<b>656</b>	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
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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