

# Monthly Indicators



## May 2015

Percent changes calculated using year-over-year comparisons.

New Listings were up 1.3 percent for single family homes and 114.3 percent for townhouse-condo properties. Pending Sales decreased 78.1 percent for single family homes but increased 42.9 percent for townhouse-condo properties.

The Median Sales Price was down 2.5 percent to \$129,900 for single family homes and 13.2 percent to \$118,000 for townhouse-condo properties. Days on Market decreased 13.2 percent for single family homes but increased 6.0 percent for condo properties.

One interesting effect of a weaker-than-expected economy is that the Federal Reserve does not seem ready to raise short-term interest rates during summer, as some had suggested might happen. New projections indicate that rates will remain the same until September at the earliest. The dominant storylines in housing are decidedly not negative these days. Instead, you're more likely to see top sales and luxury living highlighted than the woes of foreclosures and short sales.

## Activity Snapshot

**+ 6.7%**

**- 3.9%**

**- 6.8%**

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

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	5-2014	5-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
<b>New Listings</b>		300	<b>304</b>	+ 1.3%	1,337	<b>1,240</b>	- 7.3%
<b>Pending Sales</b>		196	<b>43</b>	- 78.1%	900	<b>734</b>	- 18.4%
<b>Sold Listings</b>		186	<b>189</b>	+ 1.6%	789	<b>839</b>	+ 6.3%
<b>Median Sales Price</b>		\$133,250	<b>\$129,900</b>	- 2.5%	\$122,500	<b>\$134,000</b>	+ 9.4%
<b>Avg. Sales Price</b>		\$141,782	<b>\$153,096</b>	+ 8.0%	\$128,610	<b>\$144,983</b>	+ 12.7%
<b>Pct. of List Price Received</b>		96.0%	<b>97.6%</b>	+ 1.7%	95.9%	<b>96.9%</b>	+ 1.0%
<b>Days on Market</b>		114	<b>99</b>	- 13.2%	121	<b>111</b>	- 8.3%
<b>Affordability Index</b>		257	<b>284</b>	+ 10.5%	280	<b>276</b>	- 1.4%
<b>Active Listings</b>		953	<b>894</b>	- 6.2%	--	<b>--</b>	--
<b>Months Supply</b>		5.7	<b>4.8</b>	- 15.8%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

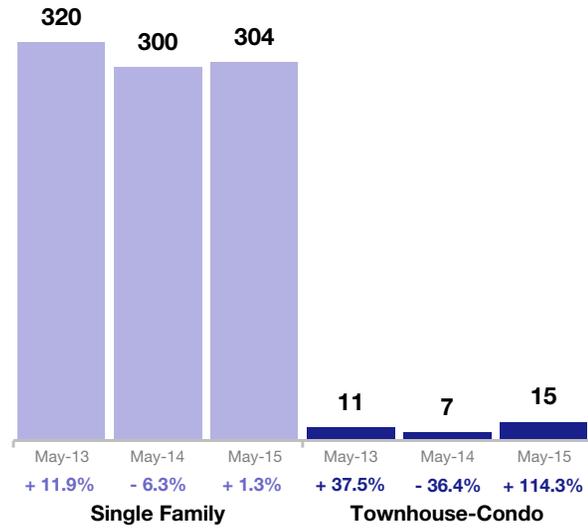


Key Metrics	Historical Sparkbars	5-2014	5-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
<b>New Listings</b>		7	15	+ 114.3%	57	61	+ 7.0%
<b>Pending Sales</b>		7	10	+ 42.9%	28	37	+ 32.1%
<b>Sold Listings</b>		9	19	+ 111.1%	25	42	+ 68.0%
<b>Median Sales Price</b>		\$136,000	\$118,000	- 13.2%	\$128,000	\$127,250	- 0.6%
<b>Avg. Sales Price</b>		\$134,711	\$113,626	- 15.7%	\$124,038	\$137,138	+ 10.6%
<b>Pct. of List Price Received</b>		94.2%	97.0%	+ 3.0%	95.4%	97.7%	+ 2.4%
<b>Days on Market</b>		100	106	+ 6.0%	86	146	+ 69.8%
<b>Affordability Index</b>		252	313	+ 24.2%	268	290	+ 8.2%
<b>Active Listings</b>		51	42	- 17.6%	--	--	--
<b>Months Supply</b>		7.0	4.8	- 31.4%	--	--	--

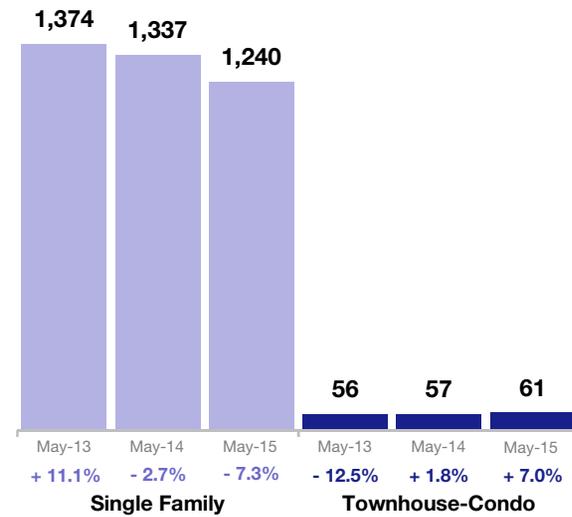
# New Listings



## May

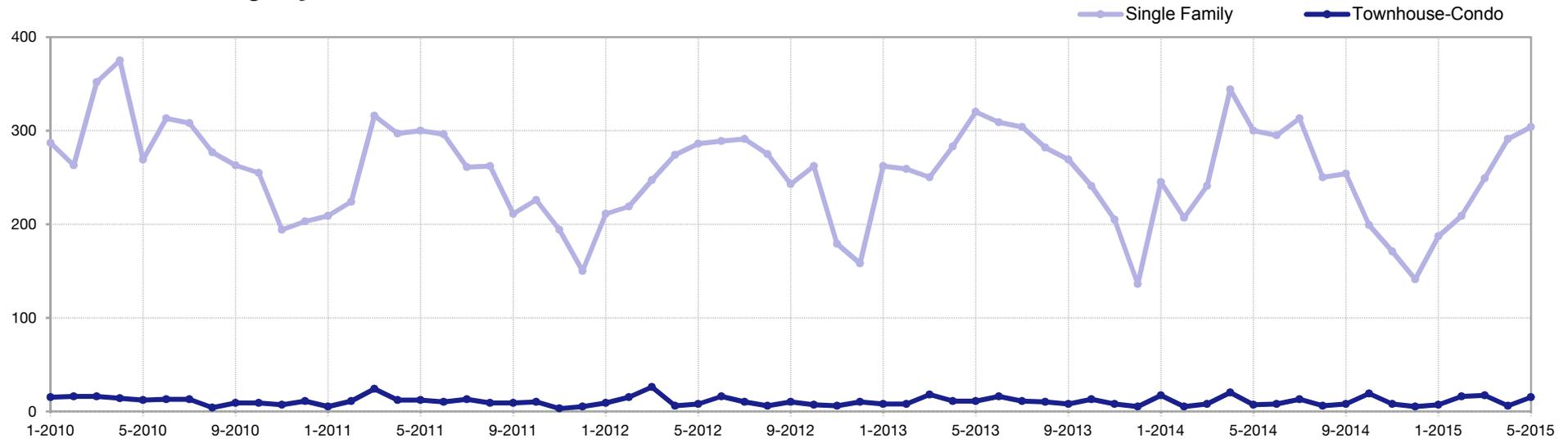


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2014	295	-4.5%	8	-50.0%
Jul-2014	313	+3.0%	13	+18.2%
Aug-2014	250	-11.3%	6	-40.0%
Sep-2014	254	-5.6%	8	0.0%
Oct-2014	199	-17.4%	19	+46.2%
Nov-2014	171	-16.6%	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	+3.3%	17	+112.5%
Apr-2015	291	-15.4%	6	-70.0%
<b>May-2015</b>	<b>304</b>	<b>+1.3%</b>	<b>15</b>	<b>+114.3%</b>

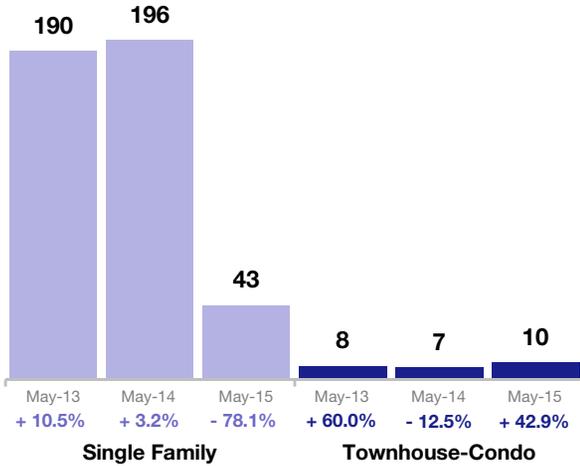
## Historical New Listings by Month



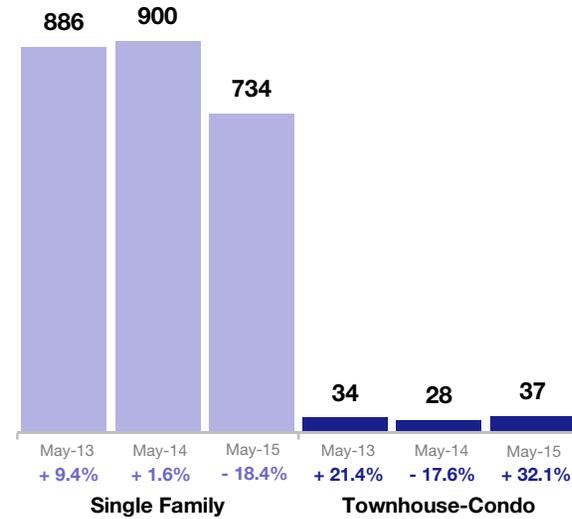
# Pending Sales



## May

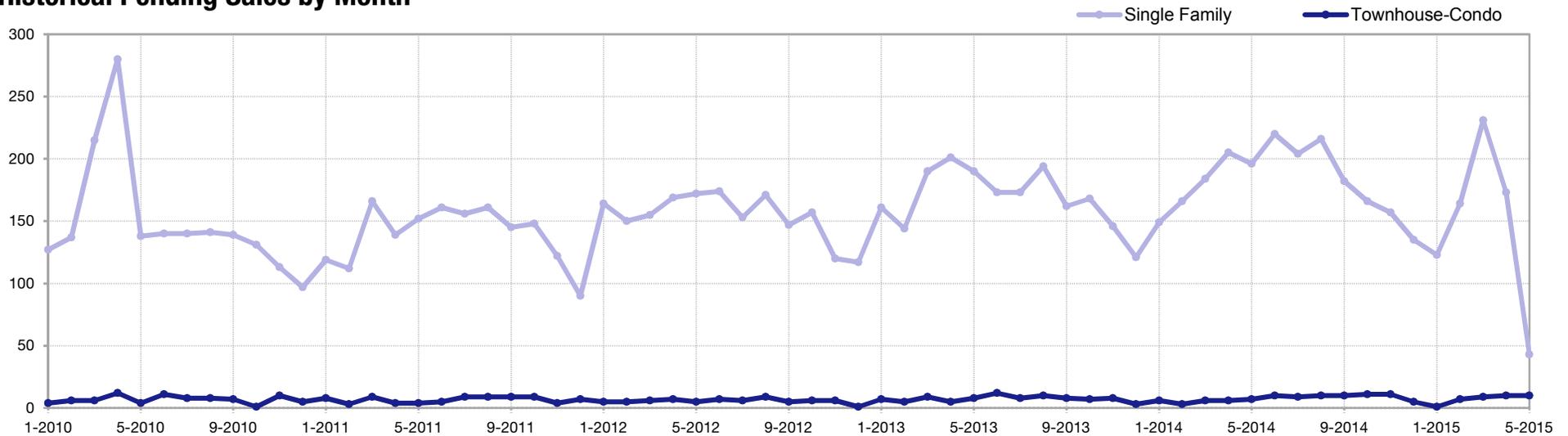


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2014	220	+27.2%	10	-16.7%
Jul-2014	204	+17.9%	9	+12.5%
Aug-2014	216	+11.3%	10	0.0%
Sep-2014	182	+12.3%	10	+25.0%
Oct-2014	166	-1.2%	11	+57.1%
Nov-2014	157	+7.5%	11	+37.5%
Dec-2014	135	+11.6%	5	+66.7%
Jan-2015	123	-17.4%	1	-83.3%
Feb-2015	164	-1.2%	7	+133.3%
Mar-2015	231	+25.5%	9	+50.0%
Apr-2015	173	-15.6%	10	+66.7%
<b>May-2015</b>	<b>43</b>	<b>-78.1%</b>	<b>10</b>	<b>+42.9%</b>

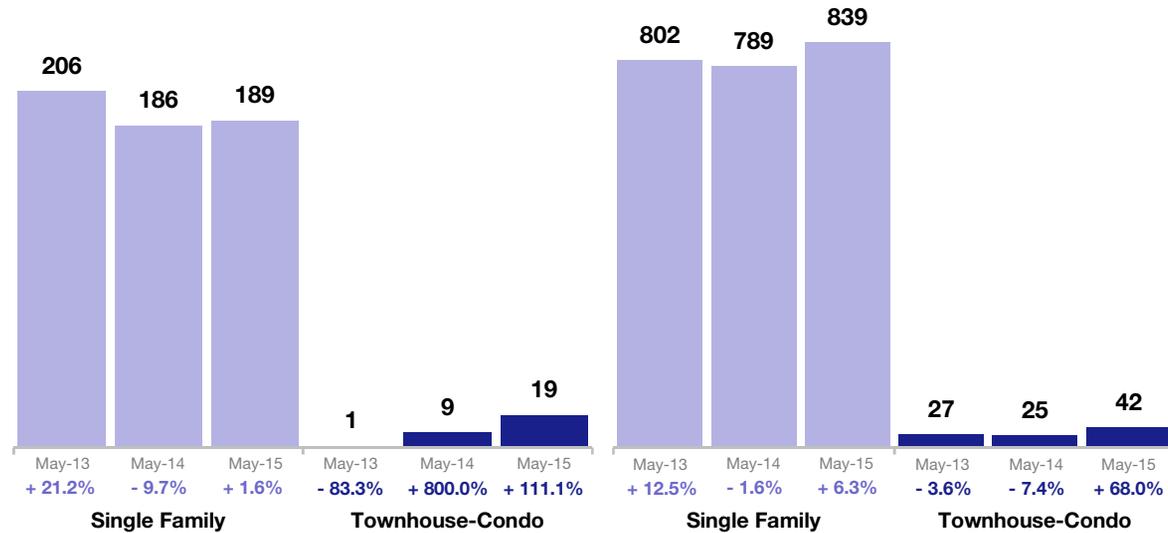
## Historical Pending Sales by Month



# Sold Listings

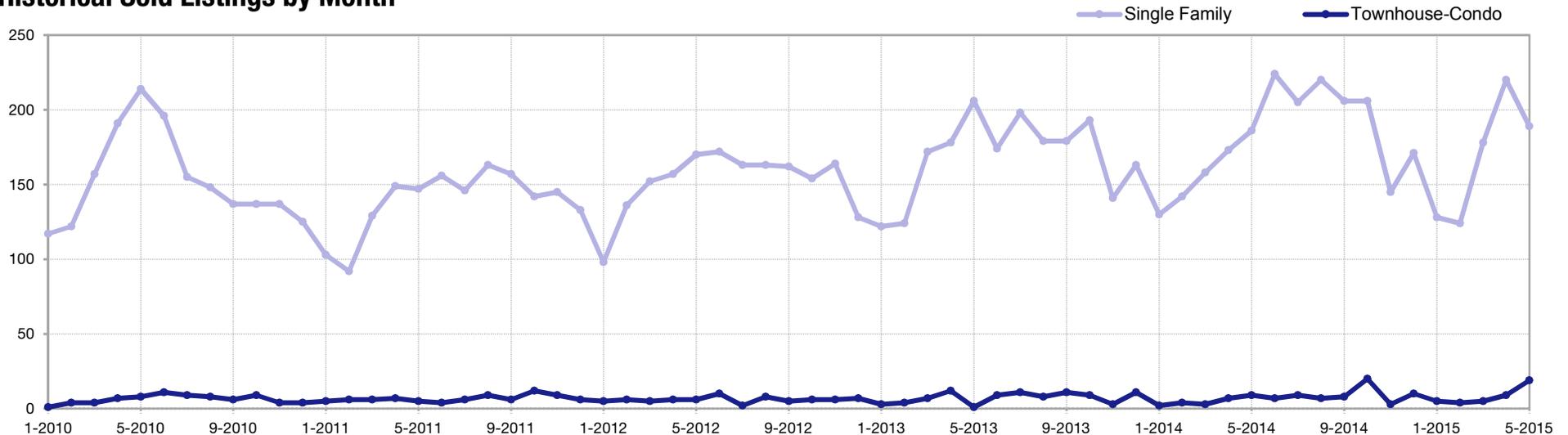


## May



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2014	224	+28.7%	7	-22.2%
Jul-2014	205	+3.5%	9	-18.2%
Aug-2014	220	+22.9%	7	-12.5%
Sep-2014	206	+15.1%	8	-27.3%
Oct-2014	206	+6.7%	20	+122.2%
Nov-2014	145	+2.8%	3	0.0%
Dec-2014	171	+4.9%	10	-9.1%
Jan-2015	128	-1.5%	5	+150.0%
Feb-2015	124	-12.7%	4	0.0%
Mar-2015	178	+12.7%	5	+66.7%
Apr-2015	220	+27.2%	9	+28.6%
<b>May-2015</b>	<b>189</b>	<b>+1.6%</b>	<b>19</b>	<b>+111.1%</b>

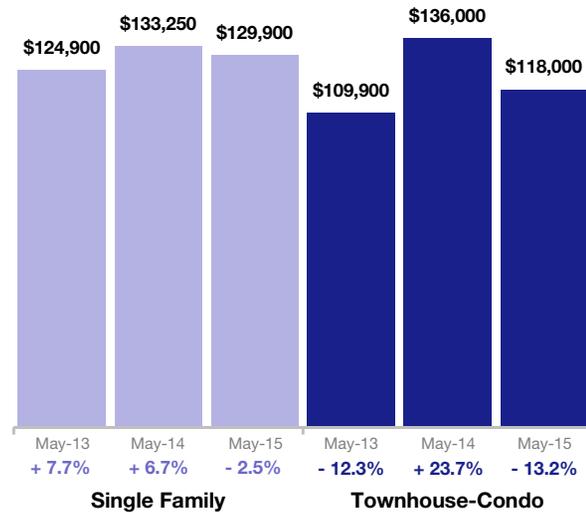
## Historical Sold Listings by Month



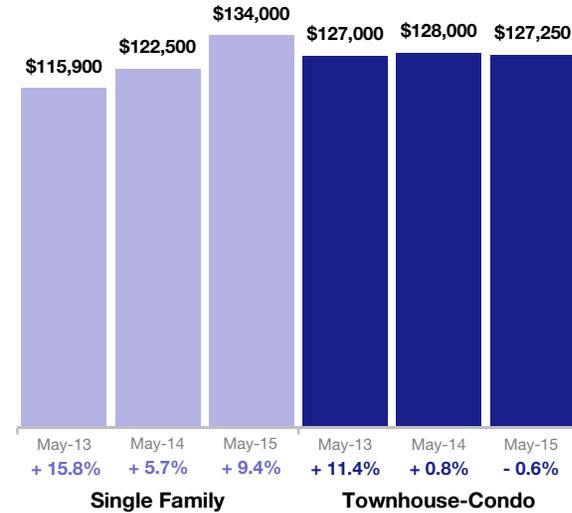
# Median Sales Price



## May

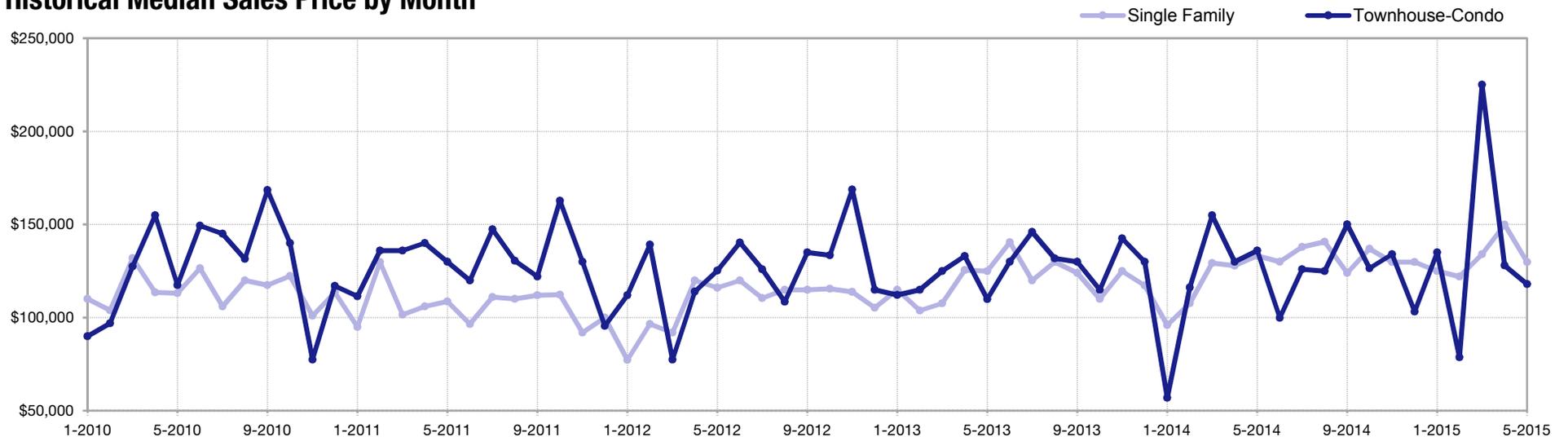


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2014	\$130,000	-7.5%	\$99,900	-23.2%
Jul-2014	\$138,000	+15.0%	\$126,000	-13.7%
Aug-2014	\$140,750	+8.4%	\$125,000	-5.1%
Sep-2014	\$124,000	0.0%	\$150,000	+15.4%
Oct-2014	\$136,950	+24.5%	\$126,500	+10.0%
Nov-2014	\$129,900	+3.9%	\$134,000	-6.0%
Dec-2014	\$129,900	+10.7%	\$103,200	-20.6%
Jan-2015	\$125,000	+30.3%	\$135,000	+137.3%
Feb-2015	\$122,000	+13.2%	\$78,700	-32.3%
Mar-2015	\$134,000	+3.7%	\$225,000	+45.2%
Apr-2015	\$149,950	+17.2%	\$128,000	-1.5%
<b>May-2015</b>	<b>\$129,900</b>	<b>-2.5%</b>	<b>\$118,000</b>	<b>-13.2%</b>

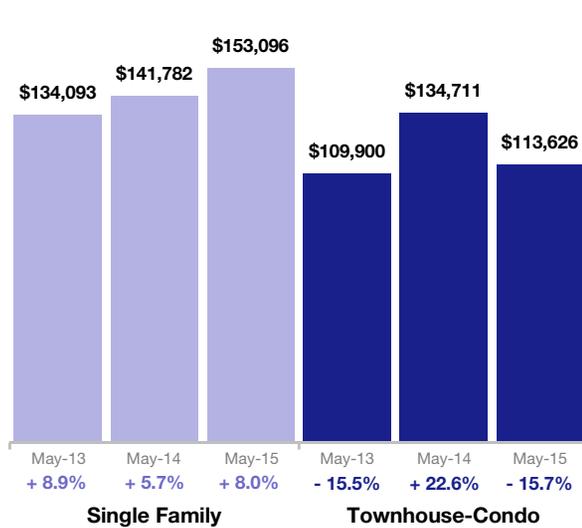
## Historical Median Sales Price by Month



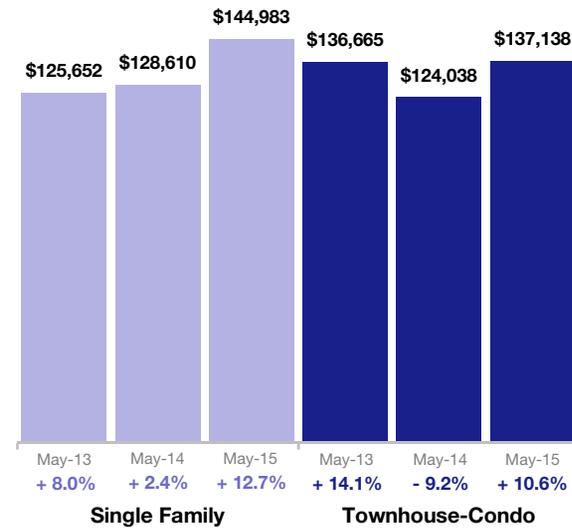
# Average Sales Price



## May

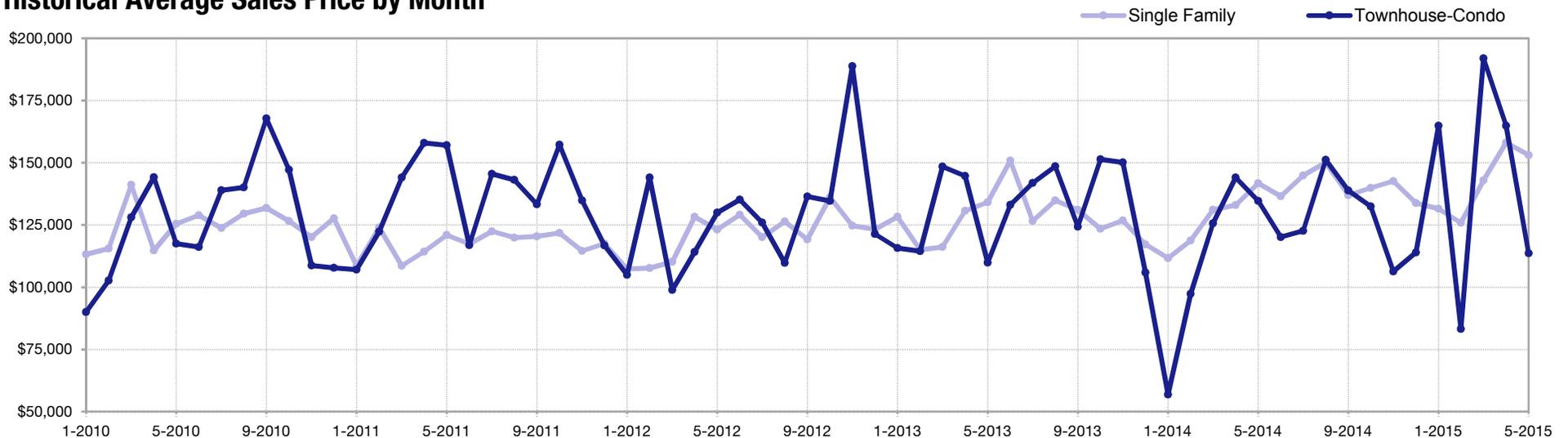


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2014	\$136,515	-9.5%	\$120,093	-9.8%
Jul-2014	\$144,899	+14.5%	\$122,622	-13.5%
Aug-2014	\$150,092	+11.3%	\$151,200	+1.8%
Sep-2014	\$136,962	+4.5%	\$138,813	+11.7%
Oct-2014	\$139,918	+13.3%	\$132,515	-12.5%
Nov-2014	\$142,656	+12.5%	\$106,333	-29.2%
Dec-2014	\$133,846	+14.2%	\$113,980	+7.7%
Jan-2015	\$131,475	+17.7%	\$164,900	+189.8%
Feb-2015	\$125,929	+6.1%	\$83,175	-14.6%
Mar-2015	\$142,935	+9.0%	\$192,000	+52.8%
Apr-2015	\$158,112	+18.9%	\$164,856	+14.5%
<b>May-2015</b>	<b>\$153,096</b>	<b>+8.0%</b>	<b>\$113,626</b>	<b>-15.7%</b>

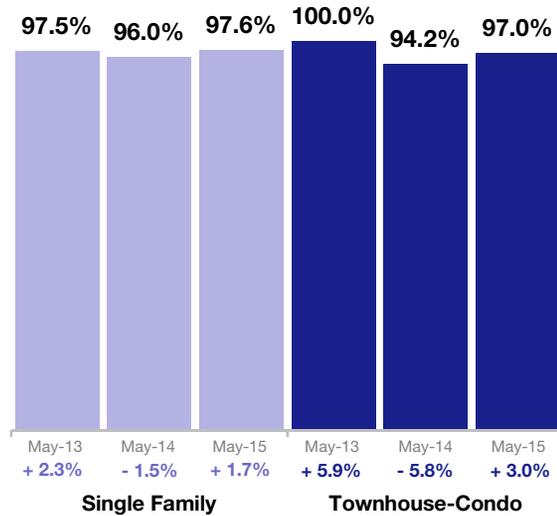
## Historical Average Sales Price by Month



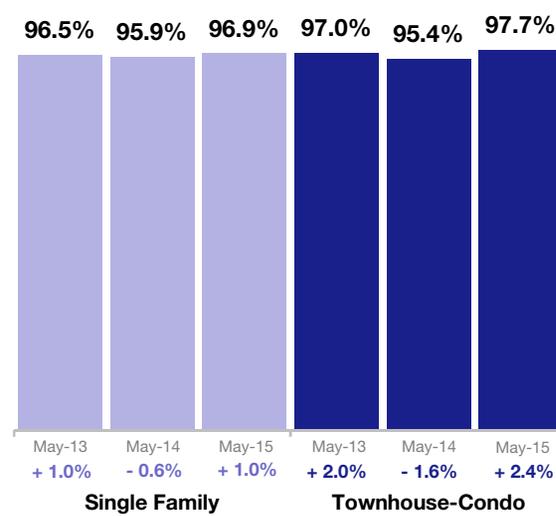
# Percent of List Price Received



## May

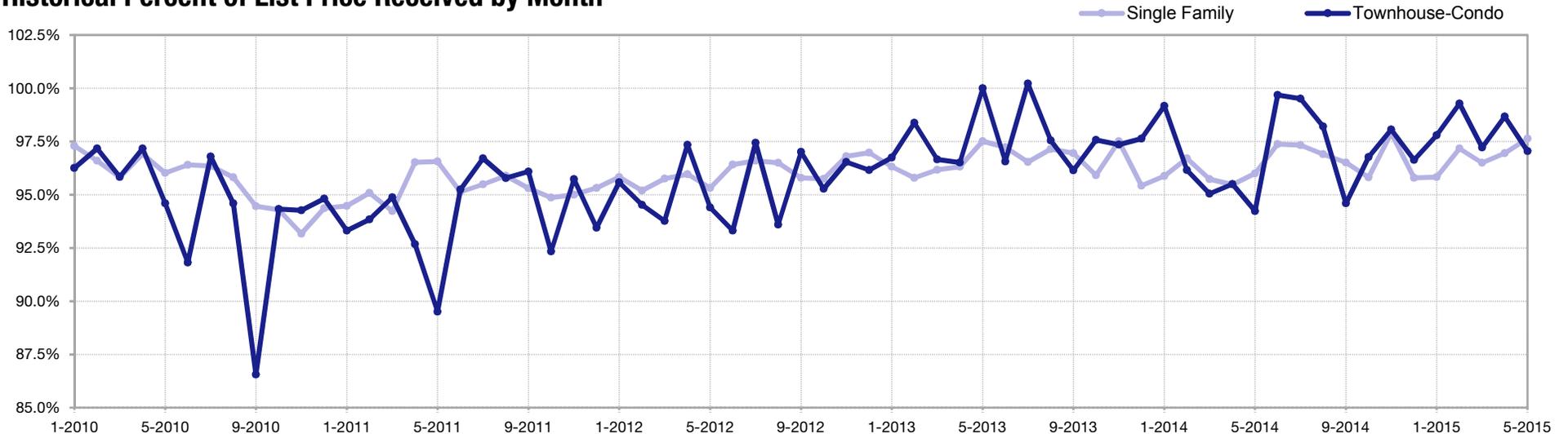


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2014	97.4%	+0.2%	99.7%	+3.2%
Jul-2014	97.3%	+0.8%	99.5%	-0.7%
Aug-2014	96.9%	-0.2%	98.2%	+0.7%
Sep-2014	96.5%	-0.4%	94.6%	-1.6%
Oct-2014	95.8%	-0.1%	96.8%	-0.8%
Nov-2014	97.9%	+0.4%	98.1%	+0.7%
Dec-2014	95.8%	+0.4%	96.6%	-1.0%
Jan-2015	95.8%	-0.1%	97.8%	-1.4%
Feb-2015	97.2%	+0.5%	99.3%	+3.2%
Mar-2015	96.5%	+0.8%	97.2%	+2.3%
Apr-2015	97.0%	+1.6%	98.7%	+3.4%
<b>May-2015</b>	<b>97.6%</b>	<b>+1.7%</b>	<b>97.0%</b>	<b>+3.0%</b>

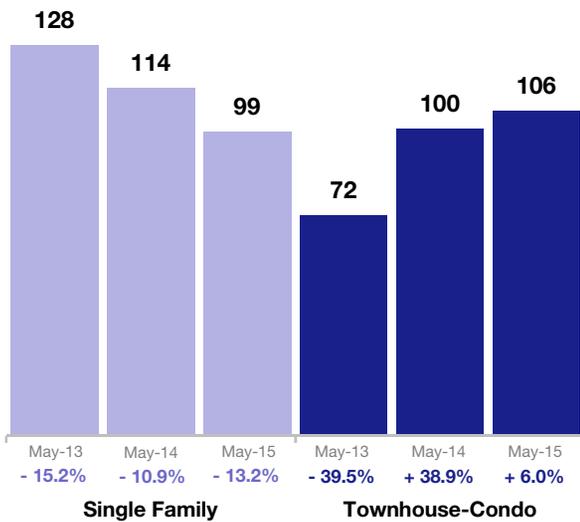
## Historical Percent of List Price Received by Month



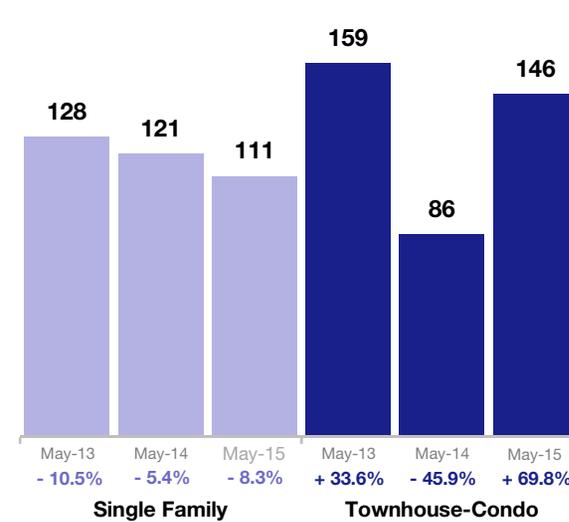
# Days on Market Until Sale



## May

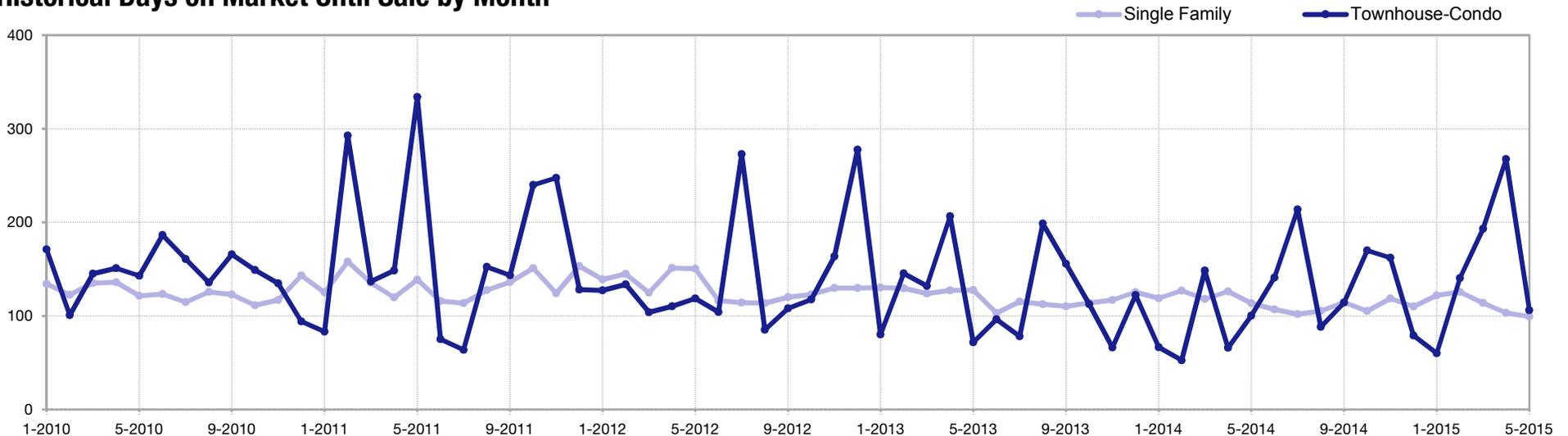


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2014	107	+3.9%	141	+46.9%
Jul-2014	102	-11.3%	214	+174.4%
Aug-2014	105	-6.3%	88	-55.8%
Sep-2014	115	+4.5%	114	-26.9%
Oct-2014	105	-7.9%	170	+50.4%
Nov-2014	119	+1.7%	162	+145.5%
Dec-2014	110	-12.7%	79	-35.2%
Jan-2015	122	+2.5%	60	-10.4%
Feb-2015	126	-0.8%	141	+166.0%
Mar-2015	114	-3.4%	193	+29.5%
Apr-2015	103	-18.3%	268	+306.1%
<b>May-2015</b>	<b>99</b>	<b>-13.2%</b>	<b>106</b>	<b>+6.0%</b>

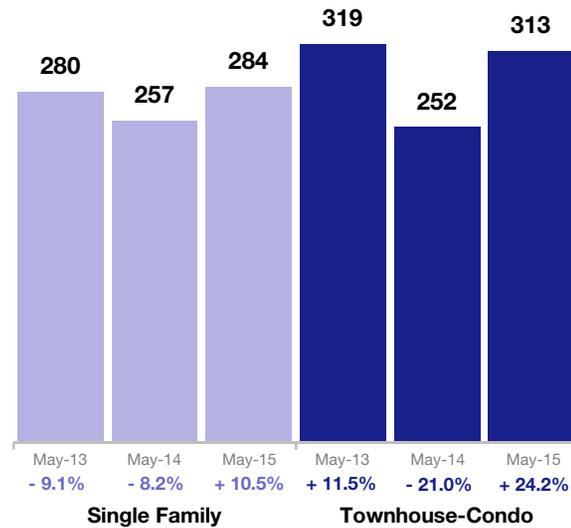
## Historical Days on Market Until Sale by Month



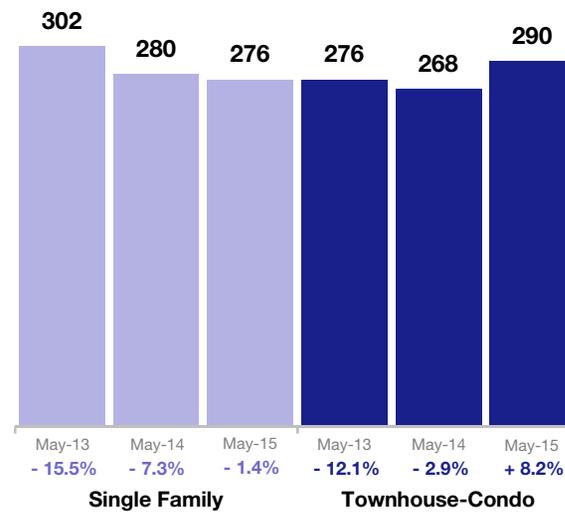
# Housing Affordability Index



## May

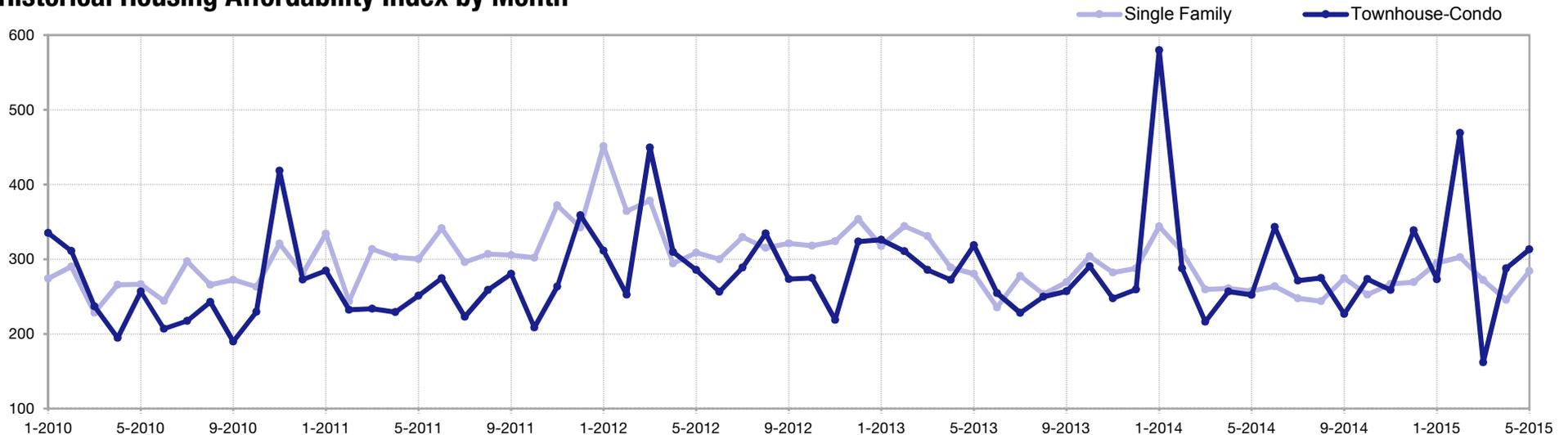


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2014	264	+11.9%	343	+34.5%
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%
<b>May-2015</b>	<b>284</b>	<b>+10.5%</b>	<b>313</b>	<b>+24.2%</b>

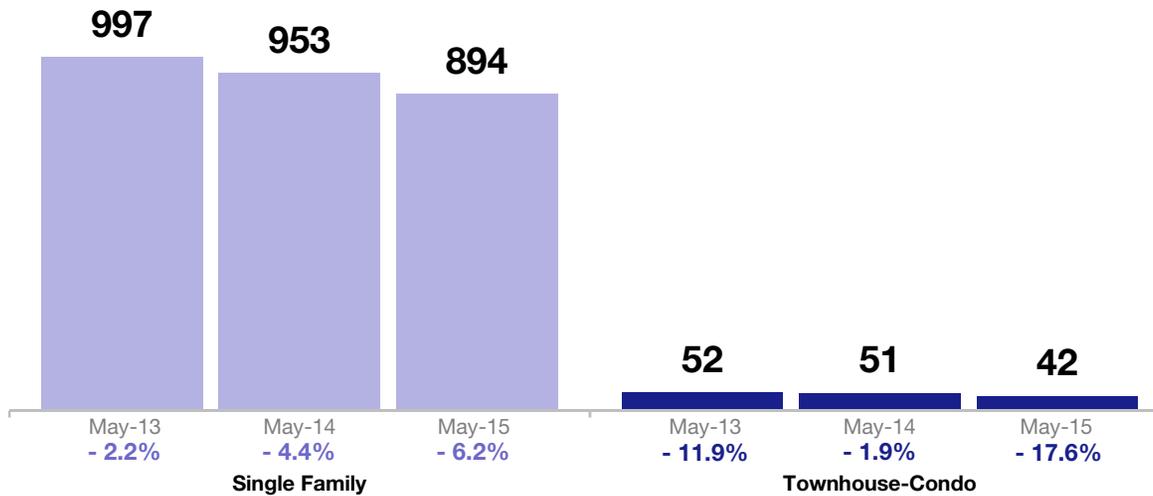
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

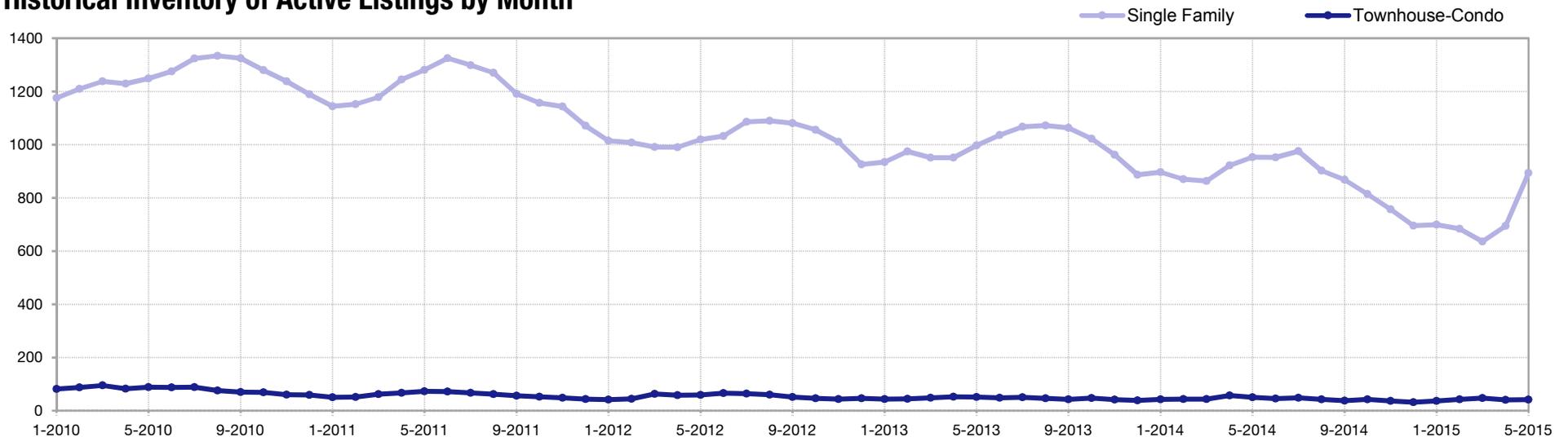


May



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2014	952	-8.1%	46	-6.1%
Jul-2014	976	-8.5%	49	-3.9%
Aug-2014	902	-15.9%	43	-8.5%
Sep-2014	868	-18.3%	38	-11.6%
Oct-2014	815	-20.3%	43	-10.4%
Nov-2014	757	-21.3%	37	-11.9%
Dec-2014	696	-21.5%	32	-17.9%
Jan-2015	699	-22.1%	37	-14.0%
Feb-2015	684	-21.4%	43	-2.3%
Mar-2015	636	-26.3%	48	+9.1%
Apr-2015	695	-24.6%	41	-28.1%
<b>May-2015</b>	<b>894</b>	<b>-6.2%</b>	<b>42</b>	<b>-17.6%</b>

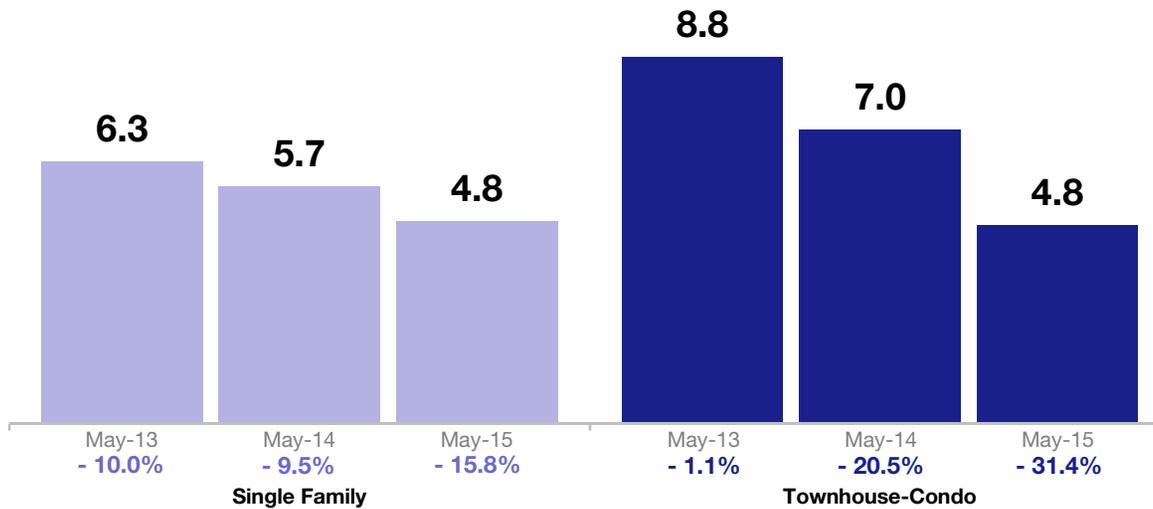
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

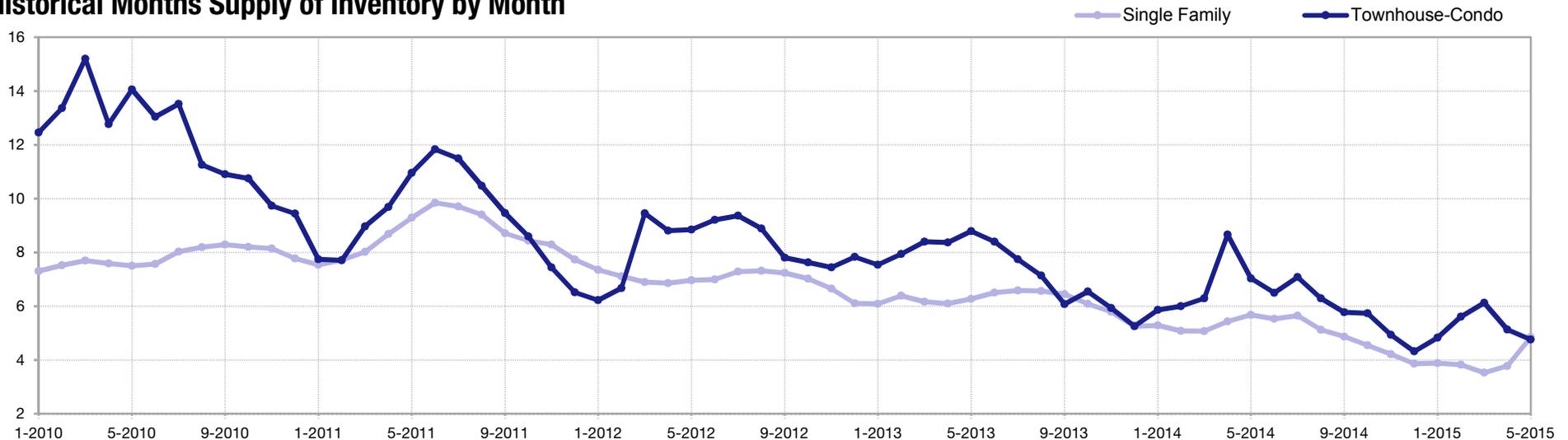


May



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2014	5.5	-15.4%	6.5	-22.6%
Jul-2014	5.6	-15.2%	7.1	-7.8%
Aug-2014	5.1	-22.7%	6.3	-11.3%
Sep-2014	4.9	-23.4%	5.8	-4.9%
Oct-2014	4.5	-26.2%	5.7	-12.3%
Nov-2014	4.2	-27.6%	4.9	-16.9%
Dec-2014	3.9	-25.0%	4.3	-18.9%
Jan-2015	3.9	-26.4%	4.8	-18.6%
Feb-2015	3.8	-25.5%	5.6	-6.7%
Mar-2015	3.5	-31.4%	6.1	-3.2%
Apr-2015	3.8	-29.6%	5.1	-41.4%
<b>May-2015</b>	<b>4.8</b>	<b>-15.8%</b>	<b>4.8</b>	<b>-31.4%</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.



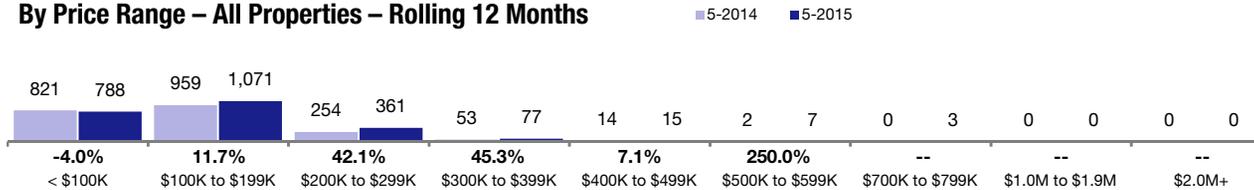
Key Metrics	Historical Sparkbars	5-2014	5-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
<b>New Listings</b>		307	<b>319</b>	+ 3.9%	1,394	<b>1,301</b>	- 6.7%
<b>Pending Sales</b>		203	<b>53</b>	- 73.9%	928	<b>771</b>	- 16.9%
<b>Sold Listings</b>		195	<b>208</b>	+ 6.7%	814	<b>881</b>	+ 8.2%
<b>Median Sales Price</b>		\$134,000	<b>\$128,750</b>	- 3.9%	\$122,850	<b>\$132,250</b>	+ 7.7%
<b>Avg. Sales Price</b>		\$141,455	<b>\$149,490</b>	+ 5.7%	\$128,470	<b>\$144,608</b>	+ 12.6%
<b>Pct. of List Price Received</b>		95.9%	<b>97.6%</b>	+ 1.8%	95.9%	<b>96.9%</b>	+ 1.0%
<b>Days on Market</b>		113	<b>100</b>	- 11.5%	120	<b>113</b>	- 5.8%
<b>Affordability Index</b>		256	<b>287</b>	+ 12.1%	279	<b>279</b>	0.0%
<b>Active Listings</b>		1,004	<b>936</b>	- 6.8%	--	<b>--</b>	--
<b>Months Supply</b>		5.7	<b>4.8</b>	- 15.8%	--	<b>--</b>	--

# Sold Listings

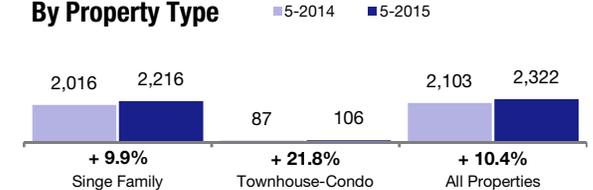
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	5-2014	5-2015	Change	5-2014	5-2015	Change
\$99,999 and Below	796	761	-4.4%	25	27	+8.0%
\$100,000 to \$199,999	906	1,004	+10.8%	53	67	+26.4%
\$200,000 to \$299,999	245	350	+42.9%	9	11	+22.2%
\$300,000 to \$399,999	53	76	+43.4%	0	1	--
\$400,000 to \$499,999	14	15	+7.1%	0	0	--
\$500,000 to \$699,999	2	7	+250.0%	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	--
<b>All Price Ranges</b>	<b>2,016</b>	<b>2,216</b>	<b>+9.9%</b>	<b>87</b>	<b>106</b>	<b>+21.8%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	4-2015	5-2015	Change	4-2015	5-2015	Change
\$99,999 and Below	60	55	-8.3%	1	5	+400.0%
\$100,000 to \$199,999	109	88	-19.3%	5	14	+180.0%
\$200,000 to \$299,999	33	34	+3.0%	3	0	-100.0%
\$300,000 to \$399,999	9	9	0.0%	0	0	--
\$400,000 to \$499,999	7	0	-100.0%	0	0	--
\$500,000 to \$699,999	2	1	-50.0%	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	--
<b>All Price Ranges</b>	<b>220</b>	<b>189</b>	<b>-14.1%</b>	<b>9</b>	<b>19</b>	<b>+111.1%</b>

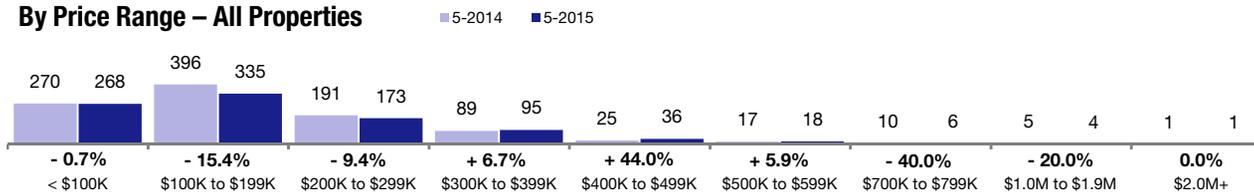
### Year to Date

By Price Range	Single Family			Condo		
	5-2014	5-2015	Change	5-2014	5-2015	Change
\$99,999 and Below	317	277	-12.6%	7	9	+28.6%
\$100,000 to \$199,999	355	393	+10.7%	16	26	+62.5%
\$200,000 to \$299,999	90	122	+35.6%	2	7	+250.0%
\$300,000 to \$399,999	22	32	+45.5%	0	0	--
\$400,000 to \$499,999	4	9	+125.0%	0	0	--
\$500,000 to \$699,999	1	4	+300.0%	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	--
<b>All Price Ranges</b>	<b>789</b>	<b>839</b>	<b>+6.3%</b>	<b>25</b>	<b>42</b>	<b>+68.0%</b>

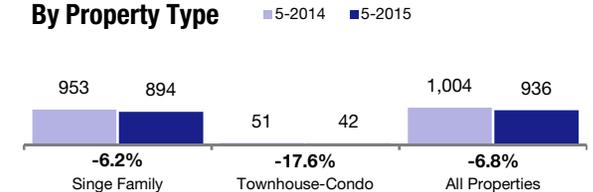
# Inventory of Active Listings

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		
	5-2014	5-2015	Change	5-2014	5-2015	Change
\$99,999 and Below	261	251	-3.8%	9	17	+88.9%
\$100,000 to \$199,999	361	317	-12.2%	35	18	-48.6%
\$200,000 to \$299,999	188	167	-11.2%	3	6	+100.0%
\$300,000 to \$399,999	85	94	+10.6%	4	1	-75.0%
\$400,000 to \$499,999	25	36	+44.0%	0	0	--
\$500,000 to \$699,999	17	18	+5.9%	0	0	--
\$700,000 to \$999,999	10	6	-40.0%	0	0	--
\$1,000,000 to \$1,999,999	5	4	-20.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>953</b>	<b>894</b>	<b>-6.2%</b>	<b>51</b>	<b>42</b>	<b>-17.6%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	4-2015	5-2015	Change	4-2015	5-2015	Change
\$99,999 and Below	203	251	+23.6%	18	17	-5.6%
\$100,000 to \$199,999	222	317	+42.8%	17	18	+5.9%
\$200,000 to \$299,999	143	167	+16.8%	5	6	+20.0%
\$300,000 to \$399,999	73	94	+28.8%	1	1	0.0%
\$400,000 to \$499,999	30	36	+20.0%	0	0	--
\$500,000 to \$699,999	15	18	+20.0%	0	0	--
\$700,000 to \$999,999	5	6	+20.0%	0	0	--
\$1,000,000 to \$1,999,999	3	4	+33.3%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>695</b>	<b>894</b>	<b>+28.6%</b>	<b>41</b>	<b>42</b>	<b>+2.4%</b>

### Year to Date

By Price Range	Single Family			Condo		
	5-2014	5-2015	Change	5-2014	5-2015	Change
\$99,999 and Below	317	277	-12.6%	7	9	+28.6%
\$100,000 to \$199,999	355	393	+10.7%	16	26	+62.5%
\$200,000 to \$299,999	90	122	+35.6%	2	7	+250.0%
\$300,000 to \$399,999	22	32	+45.5%	0	0	--
\$400,000 to \$499,999	4	9	+125.0%	0	0	--
\$500,000 to \$699,999	1	4	+300.0%	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	--
<b>All Price Ranges</b>	<b>789</b>	<b>839</b>	<b>+6.3%</b>	<b>25</b>	<b>42</b>	<b>+68.0%</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 May 2015

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## Pueblo County

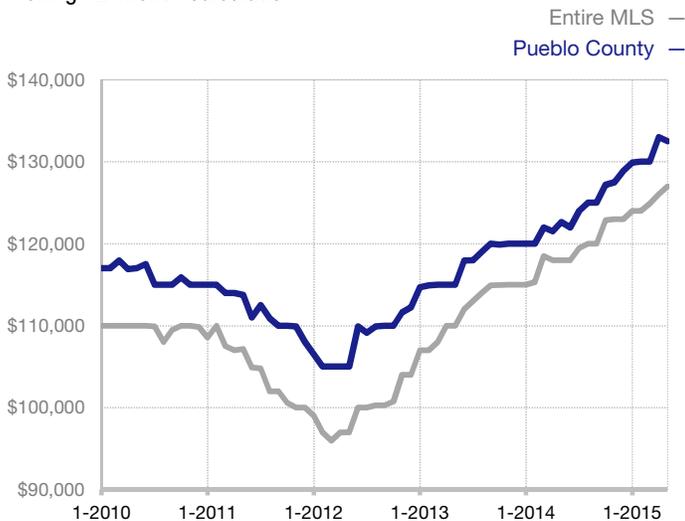
Single Family Key Metrics	May			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 05-2014	Thru 05-2015	Percent Change from Previous Year
New Listings	300	<b>301</b>	+ 0.3%	1,338	<b>1,236</b>	- 7.6%
Sold Listings	185	<b>186</b>	+ 0.5%	793	<b>834</b>	+ 5.2%
Median Sales Price*	\$134,000	<b>\$129,700</b>	- 3.2%	\$121,000	<b>\$133,000</b>	+ 9.9%
Average Sales Price*	\$142,172	<b>\$152,919</b>	+ 7.6%	\$127,818	<b>\$144,983</b>	+ 13.4%
Percent of List Price Received*	96.2%	<b>97.7%</b>	+ 1.6%	96.0%	<b>96.9%</b>	+ 0.9%
Days on Market Until Sale	113	<b>98</b>	- 13.3%	121	<b>112</b>	- 7.4%
Inventory of Homes for Sale	951	<b>894</b>	- 6.0%	--	--	--
Months Supply of Inventory	5.7	<b>4.9</b>	- 14.0%	--	--	--

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

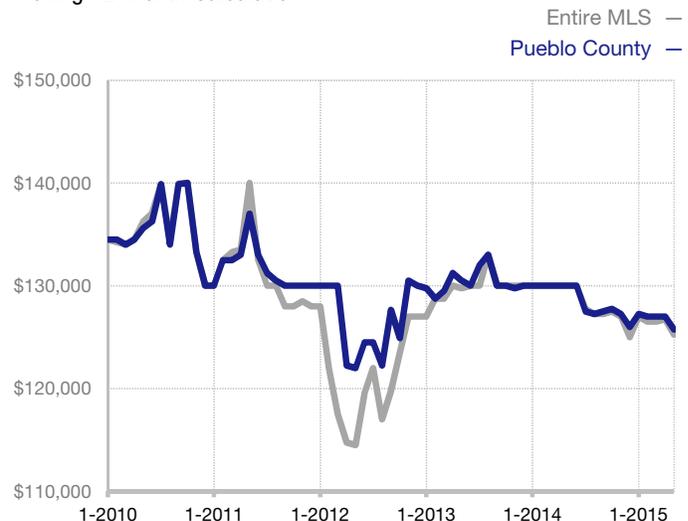
Townhouse-Condo Key Metrics	May			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 05-2014	Thru 05-2015	Percent Change from Previous Year
New Listings	7	<b>15</b>	+ 114.3%	57	<b>61</b>	+ 7.0%
Sold Listings	9	<b>19</b>	+ 111.1%	25	<b>42</b>	+ 68.0%
Median Sales Price*	\$136,000	<b>\$118,000</b>	- 13.2%	\$128,000	<b>\$127,250</b>	- 0.6%
Average Sales Price*	\$134,711	<b>\$113,626</b>	- 15.7%	\$124,038	<b>\$137,138</b>	+ 10.6%
Percent of List Price Received*	94.2%	<b>97.0%</b>	+ 3.0%	95.4%	<b>97.7%</b>	+ 2.4%
Days on Market Until Sale	100	<b>106</b>	+ 6.0%	86	<b>146</b>	+ 69.8%
Inventory of Homes for Sale	51	<b>42</b>	- 17.6%	--	--	--
Months Supply of Inventory	7.0	<b>4.8</b>	- 31.4%	--	--	--

\* 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 May 2015

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## Fowler

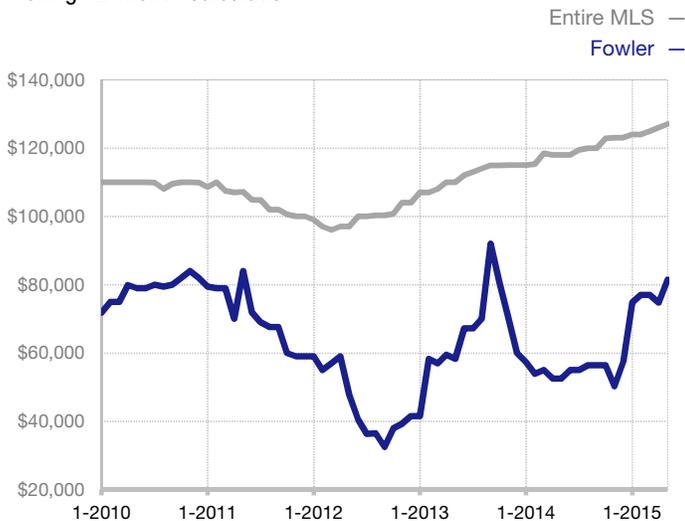
Single Family Key Metrics	May			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 05-2014	Thru 05-2015	Percent Change from Previous Year
New Listings	3	3	0.0%	8	9	+ 12.5%
Sold Listings	1	1	0.0%	7	5	- 28.6%
Median Sales Price*	\$45,450	\$100,000	+ 120.0%	\$31,100	\$77,000	+ 147.6%
Average Sales Price*	\$45,450	\$100,000	+ 120.0%	\$52,276	\$65,680	+ 25.6%
Percent of List Price Received*	101.0%	90.9%	- 10.0%	92.0%	93.0%	+ 1.1%
Days on Market Until Sale	204	61	- 70.1%	185	294	+ 58.9%
Inventory of Homes for Sale	18	14	- 22.2%	--	--	--
Months Supply of Inventory	7.7	9.6	+ 24.7%	--	--	--

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

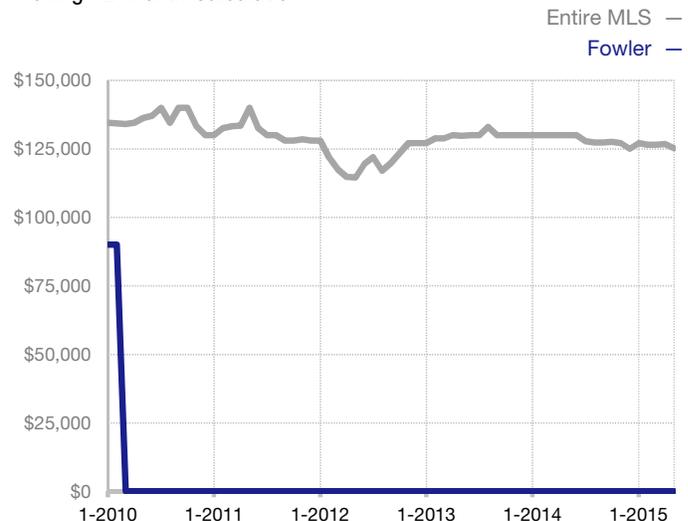
Townhouse-Condo Key Metrics	May			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 05-2014	Thru 05-2015	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 May 2015

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## La Junta

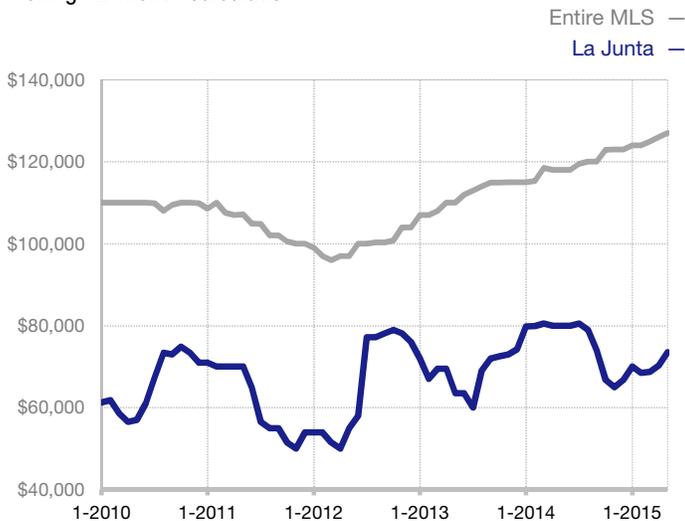
Single Family Key Metrics	May			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 05-2014	Thru 05-2015	Percent Change from Previous Year
New Listings	17	8	- 52.9%	64	50	- 21.9%
Sold Listings	9	8	- 11.1%	31	40	+ 29.0%
Median Sales Price*	\$65,000	<b>\$80,000</b>	+ 23.1%	\$72,500	<b>\$81,000</b>	+ 11.7%
Average Sales Price*	\$92,044	<b>\$76,029</b>	- 17.4%	\$92,910	<b>\$95,759</b>	+ 3.1%
Percent of List Price Received*	94.8%	<b>93.4%</b>	- 1.5%	93.1%	<b>94.5%</b>	+ 1.5%
Days on Market Until Sale	184	<b>218</b>	+ 18.5%	180	<b>153</b>	- 15.0%
Inventory of Homes for Sale	72	<b>56</b>	- 22.2%	--	--	--
Months Supply of Inventory	10.4	<b>6.1</b>	- 41.3%	--	--	--

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

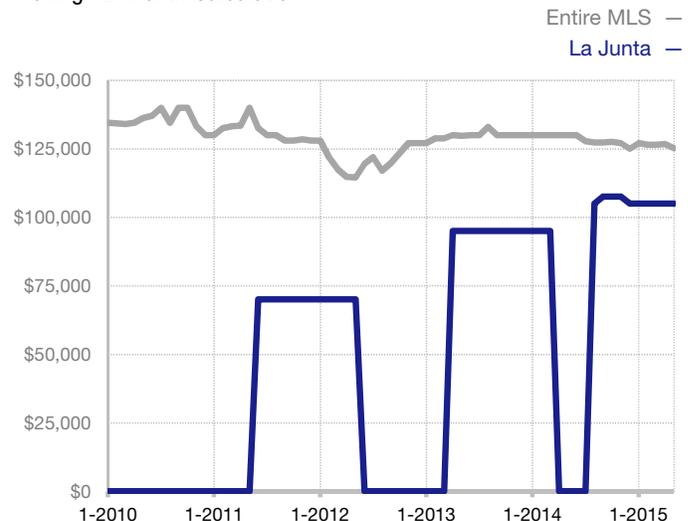
Townhouse-Condo Key Metrics	May			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 05-2014	Thru 05-2015	Percent Change from Previous Year
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

\* 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 May 2015

A Research Tool Provided by the Colorado Association of REALTORS®



## Las Animas

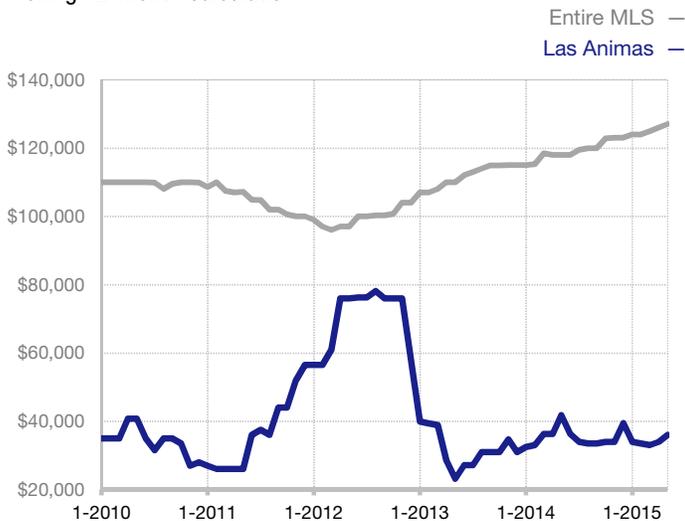
Single Family Key Metrics	May			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 05-2014	Thru 05-2015	Percent Change from Previous Year
New Listings	2	4	+ 100.0%	15	9	- 40.0%
Sold Listings	2	3	+ 50.0%	13	7	- 46.2%
Median Sales Price*	\$60,000	<b>\$40,000</b>	- 33.3%	\$45,000	<b>\$38,000</b>	- 15.6%
Average Sales Price*	\$60,000	<b>\$41,125</b>	- 31.5%	\$65,915	<b>\$34,768</b>	- 47.3%
Percent of List Price Received*	95.5%	<b>100.0%</b>	+ 4.7%	86.0%	<b>91.9%</b>	+ 6.9%
Days on Market Until Sale	58	<b>139</b>	+ 139.7%	136	<b>173</b>	+ 27.2%
Inventory of Homes for Sale	18	<b>10</b>	- 44.4%	--	--	--
Months Supply of Inventory	7.4	<b>4.0</b>	- 45.9%	--	--	--

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

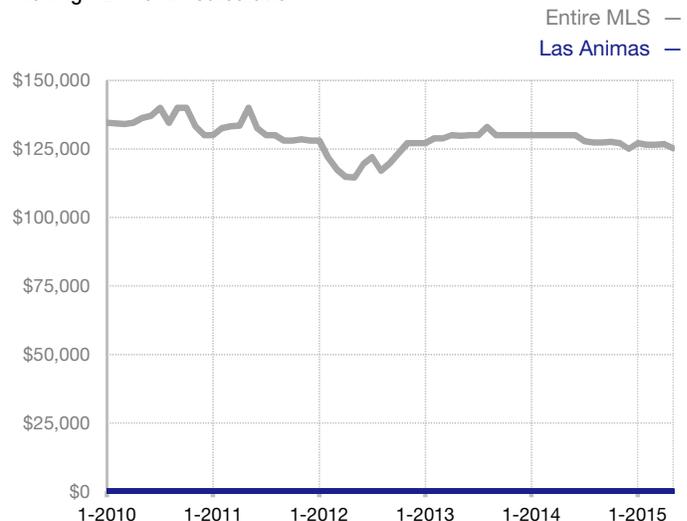
Townhouse-Condo Key Metrics	May			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 05-2014	Thru 05-2015	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

\* 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 May 2015

A Research Tool Provided by the Colorado Association of REALTORS®



## Manzanola

Single Family Key Metrics	May			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 05-2014	Thru 05-2015	Percent Change from Previous Year
New Listings	1	0	- 100.0%	5	4	- 20.0%
Sold Listings	0	0	--	2	3	+ 50.0%
Median Sales Price*	\$0	\$0	--	\$144,500	\$70,000	- 51.6%
Average Sales Price*	\$0	\$0	--	\$144,500	\$103,333	- 28.5%
Percent of List Price Received*	0.0%	0.0%	--	95.8%	89.2%	- 6.9%
Days on Market Until Sale	0	0	--	283	505	+ 78.4%
Inventory of Homes for Sale	10	7	- 30.0%	--	--	--
Months Supply of Inventory	10.0	3.9	- 61.0%	--	--	--

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

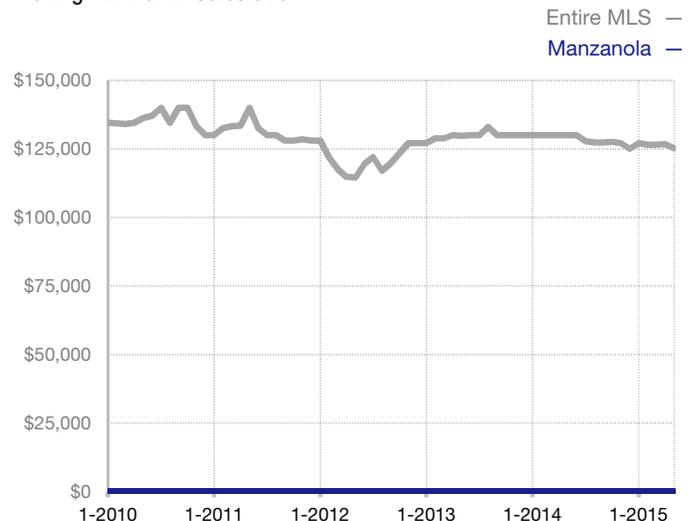
Townhouse-Condo Key Metrics	May			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 05-2014	Thru 05-2015	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 May 2015

A Research Tool Provided by the Colorado Association of REALTORS®



## Rocky Ford

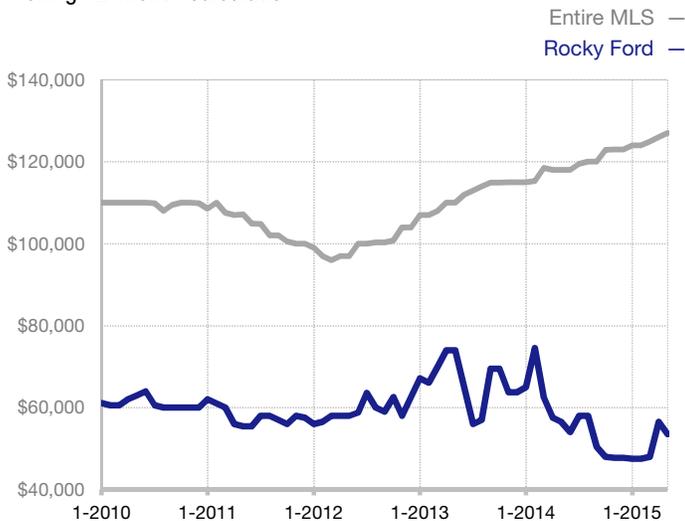
Single Family Key Metrics	May			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 05-2014	Thru 05-2015	Percent Change from Previous Year
New Listings	5	4	- 20.0%	27	20	- 25.9%
Sold Listings	4	2	- 50.0%	14	20	+ 42.9%
Median Sales Price*	\$68,500	<b>\$82,900</b>	+ 21.0%	\$47,250	<b>\$73,450</b>	+ 55.4%
Average Sales Price*	\$66,375	<b>\$82,900</b>	+ 24.9%	\$62,929	<b>\$91,930</b>	+ 46.1%
Percent of List Price Received*	94.6%	<b>92.8%</b>	- 1.9%	90.2%	<b>91.7%</b>	+ 1.7%
Days on Market Until Sale	168	49	- 70.8%	174	197	+ 13.2%
Inventory of Homes for Sale	43	34	- 20.9%	--	--	--
Months Supply of Inventory	9.9	8.5	- 14.1%	--	--	--

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

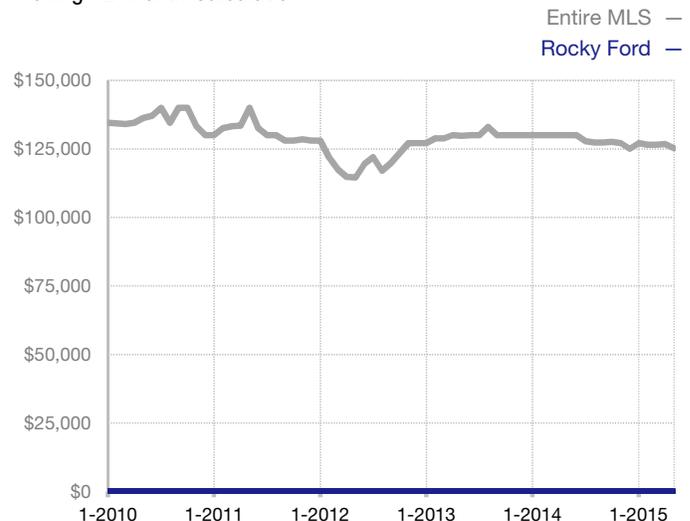
Townhouse-Condo Key Metrics	May			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 05-2014	Thru 05-2015	Percent Change from Previous Year
New Listings	1	0	- 100.0%	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	1	1	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 May 2015

A Research Tool Provided by the Colorado Association of REALTORS®



## Huerfano County

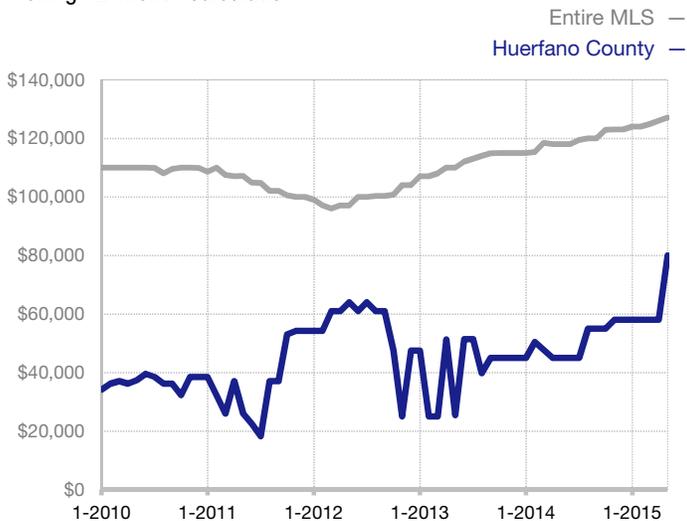
Single Family Key Metrics	May			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 05-2014	Thru 05-2015	Percent Change from Previous Year
New Listings	3	2	- 33.3%	12	6	- 50.0%
Sold Listings	2	2	0.0%	4	6	+ 50.0%
Median Sales Price*	\$27,000	<b>\$137,500</b>	+ 409.3%	\$69,875	<b>\$101,500</b>	+ 45.3%
Average Sales Price*	\$27,000	<b>\$137,500</b>	+ 409.3%	\$92,413	<b>\$112,917</b>	+ 22.2%
Percent of List Price Received*	79.1%	<b>95.7%</b>	+ 21.0%	86.4%	<b>91.2%</b>	+ 5.6%
Days on Market Until Sale	87	<b>224</b>	+ 157.5%	109	<b>215</b>	+ 97.2%
Inventory of Homes for Sale	13	<b>4</b>	- 69.2%	--	--	--
Months Supply of Inventory	9.1	<b>2.4</b>	- 73.6%	--	--	--

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

Townhouse-Condo Key Metrics	May			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 05-2014	Thru 05-2015	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

\* 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

