

Monthly Indicators



November 2015

Percent changes calculated using year-over-year comparisons.

New Listings were down 11.2 percent for single family homes but increased 87.5 percent for townhouse-condo properties. Pending Sales increased 1.9 percent for single family homes and 36.4 percent for townhouse-condo properties.

The Median Sales Price was up 11.2 percent to \$144,500 for single family homes and 14.9 percent to \$154,000 for townhouse-condo properties. Days on Market decreased 30.3 percent for single family homes but increased 4.3 percent for condo properties.

Unemployment rates across the nation changed little last month, which bodes well for an increase in buying activity. The national jobless rate was 5.0 percent in October, which was 0.7 percent lower than the year prior. Although housing and employment data are quite positive at this juncture, it is still certainly possible for listings and sales to be down in year-over-year comparisons. Bad weather and the mix of housing available to buyers tend to have a greater effect on trends at the end of the year than during the midsummer months.

Activity Snapshot

- 13.5% **+ 11.4%** **- 7.7%**

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	11-2014	11-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
New Listings		170	151	- 11.2%	2,818	2,848	+ 1.1%
Pending Sales		161	164	+ 1.9%	2,056	2,163	+ 5.2%
Sold Listings		145	123	- 15.2%	1,996	2,023	+ 1.4%
Median Sales Price		\$129,900	\$144,500	+ 11.2%	\$128,900	\$143,900	+ 11.6%
Avg. Sales Price		\$142,656	\$144,824	+ 1.5%	\$136,619	\$151,584	+ 11.0%
Pct. of List Price Received		97.9%	96.9%	- 1.0%	96.5%	97.3%	+ 0.8%
Days on Market		119	83	- 30.3%	113	99	- 12.4%
Affordability Index		267	250	- 6.4%	269	251	- 6.7%
Active Listings		748	684	- 8.6%	--	--	--
Months Supply		4.2	3.7	- 11.9%	--	--	--

Townhouse-Condo Market Overview



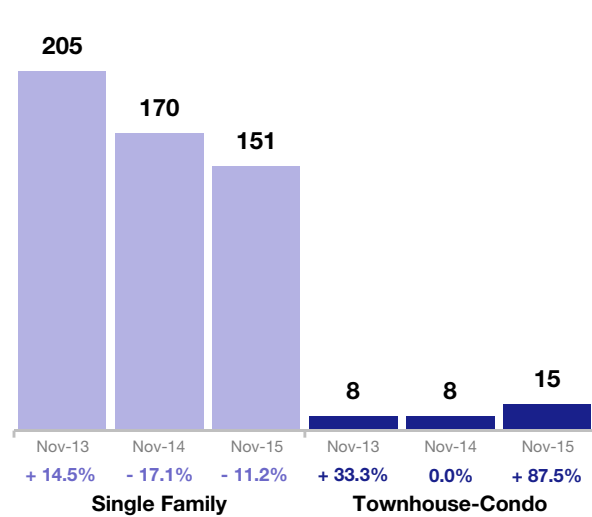
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	11-2014	11-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
New Listings		8	15	+ 87.5%	119	125	+ 5.0%
Pending Sales		11	15	+ 36.4%	89	97	+ 9.0%
Sold Listings		3	5	+ 66.7%	79	85	+ 7.6%
Median Sales Price		\$134,000	\$154,000	+ 14.9%	\$127,000	\$132,000	+ 3.9%
Avg. Sales Price		\$106,333	\$181,300	+ 70.5%	\$128,904	\$143,751	+ 11.5%
Pct. of List Price Received		98.1%	98.8%	+ 0.7%	96.9%	97.4%	+ 0.5%
Days on Market		162	169	+ 4.3%	133	120	- 9.8%
Affordability Index		259	234	- 9.7%	273	273	0.0%
Active Listings		36	40	+ 11.1%	--	--	--
Months Supply		4.8	5.1	+ 6.3%	--	--	--

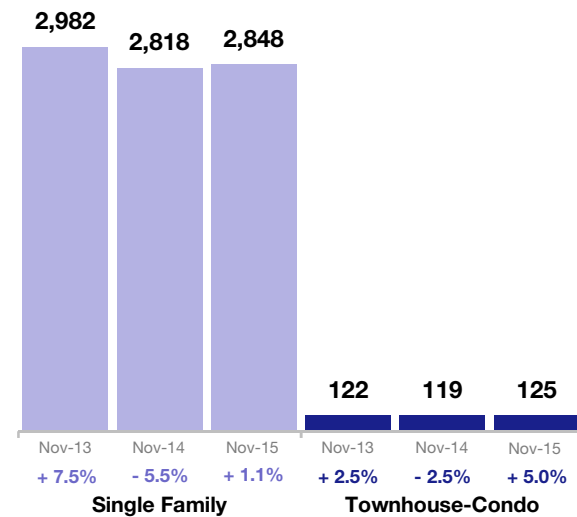
New Listings



November

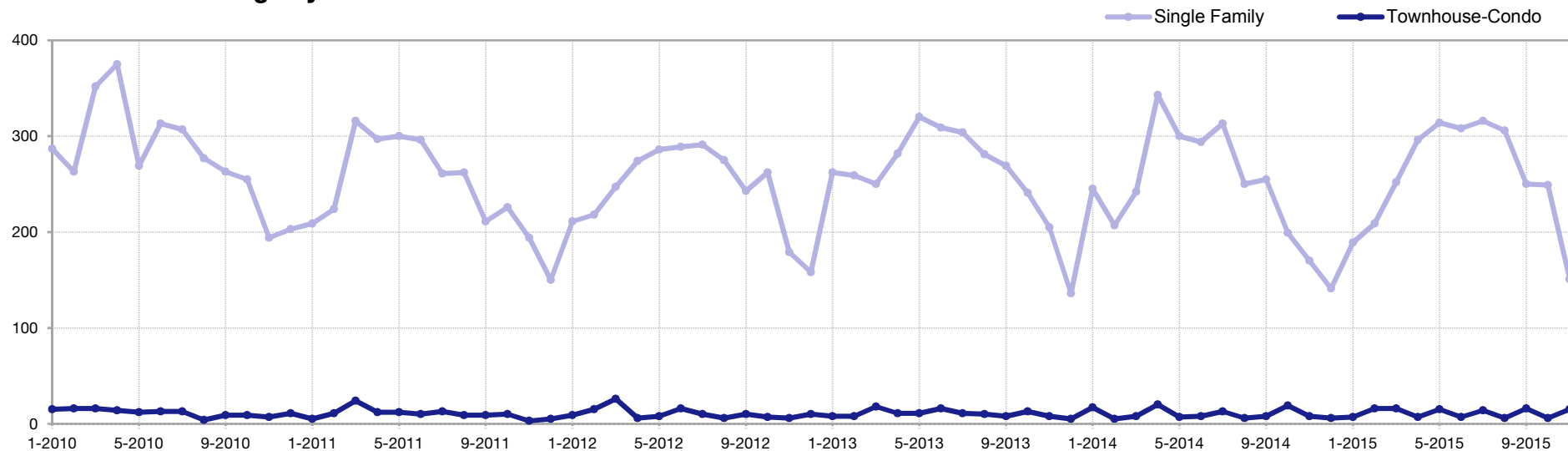


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2014	141	+3.7%	6	+20.0%
Jan-2015	189	-22.9%	7	-58.8%
Feb-2015	209	+1.0%	16	+220.0%
Mar-2015	252	+4.1%	16	+100.0%
Apr-2015	296	-13.7%	7	-65.0%
May-2015	314	+4.7%	15	+114.3%
Jun-2015	308	+4.8%	7	-12.5%
Jul-2015	316	+1.0%	14	+7.7%
Aug-2015	306	+22.4%	6	0.0%
Sep-2015	250	-2.0%	16	+100.0%
Oct-2015	249	+25.1%	6	-68.4%
Nov-2015	151	-11.2%	15	+87.5%

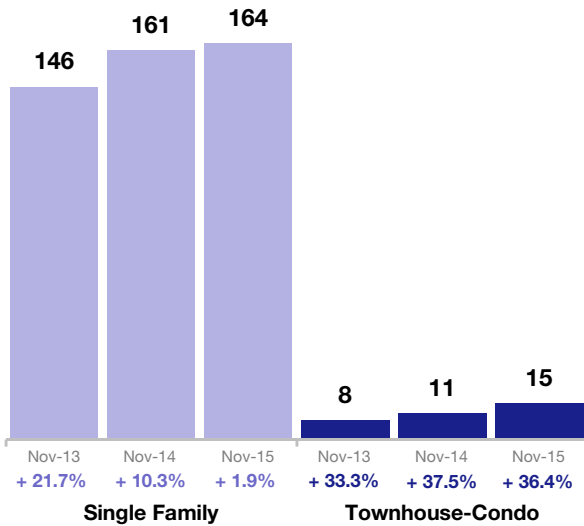
Historical New Listings by Month



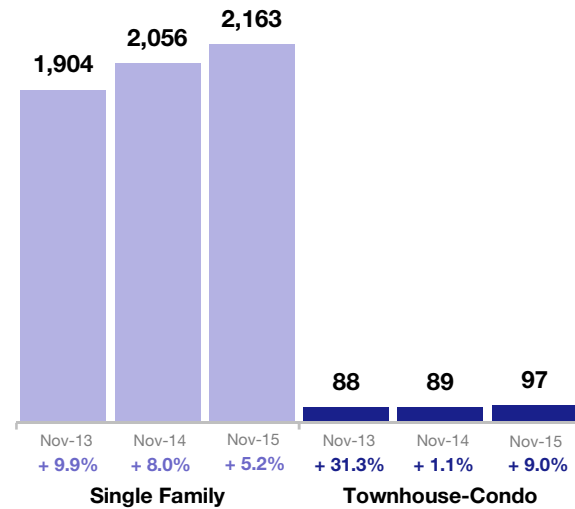
Pending Sales



November

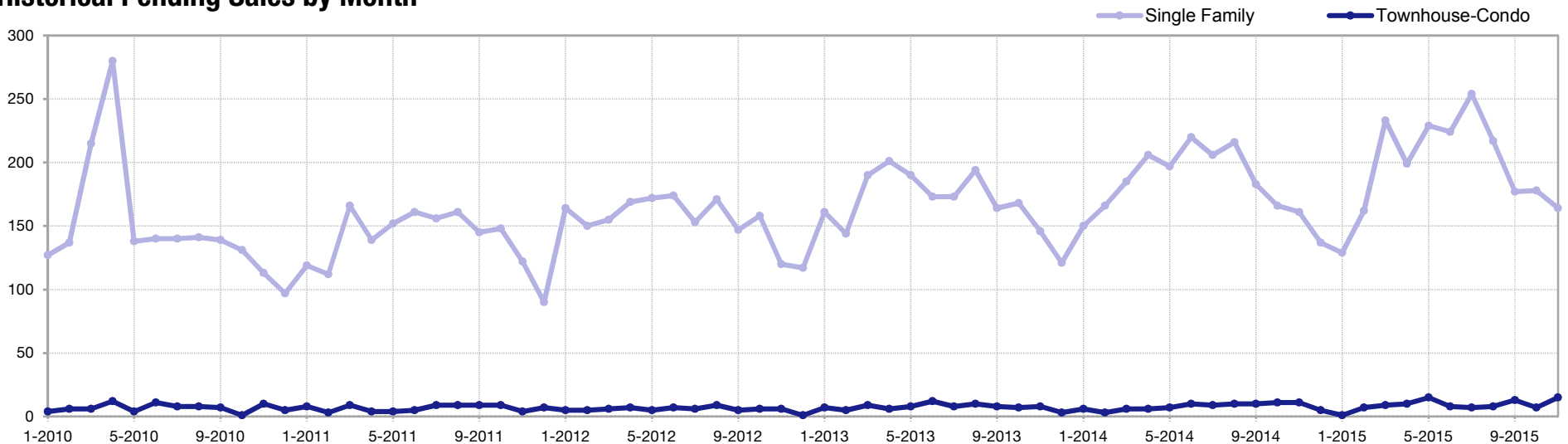


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2014	137	+13.2%	5	+66.7%
Jan-2015	129	-14.0%	1	-83.3%
Feb-2015	162	-2.4%	7	+133.3%
Mar-2015	233	+25.9%	9	+50.0%
Apr-2015	199	-3.4%	10	+66.7%
May-2015	229	+16.2%	15	+114.3%
Jun-2015	224	+1.8%	8	-20.0%
Jul-2015	254	+23.3%	7	-22.2%
Aug-2015	217	+0.5%	8	-20.0%
Sep-2015	177	-3.3%	13	+30.0%
Oct-2015	178	+7.2%	7	-36.4%
Nov-2015	164	+1.9%	15	+36.4%

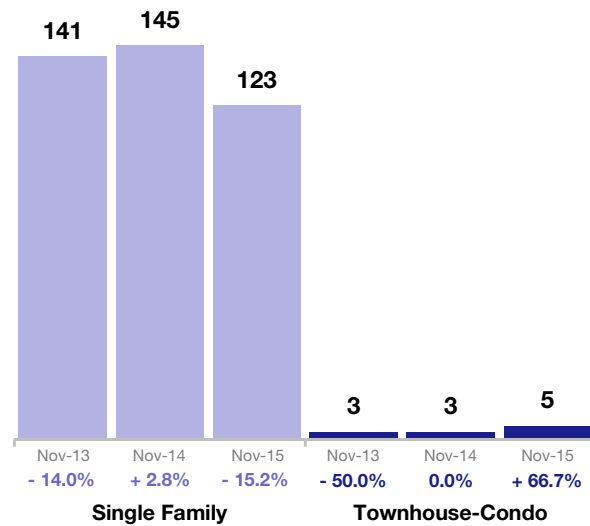
Historical Pending Sales by Month



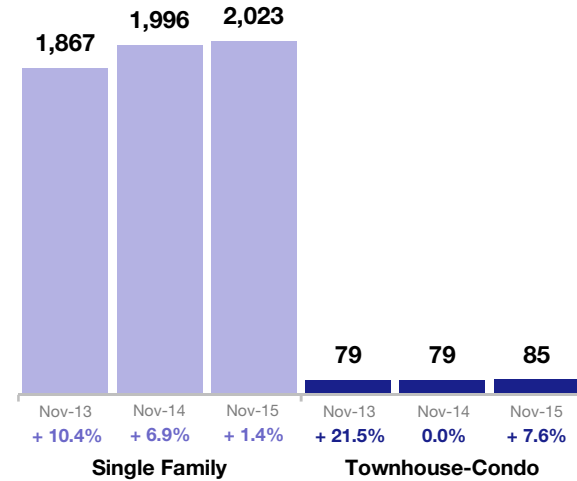
Sold Listings



November

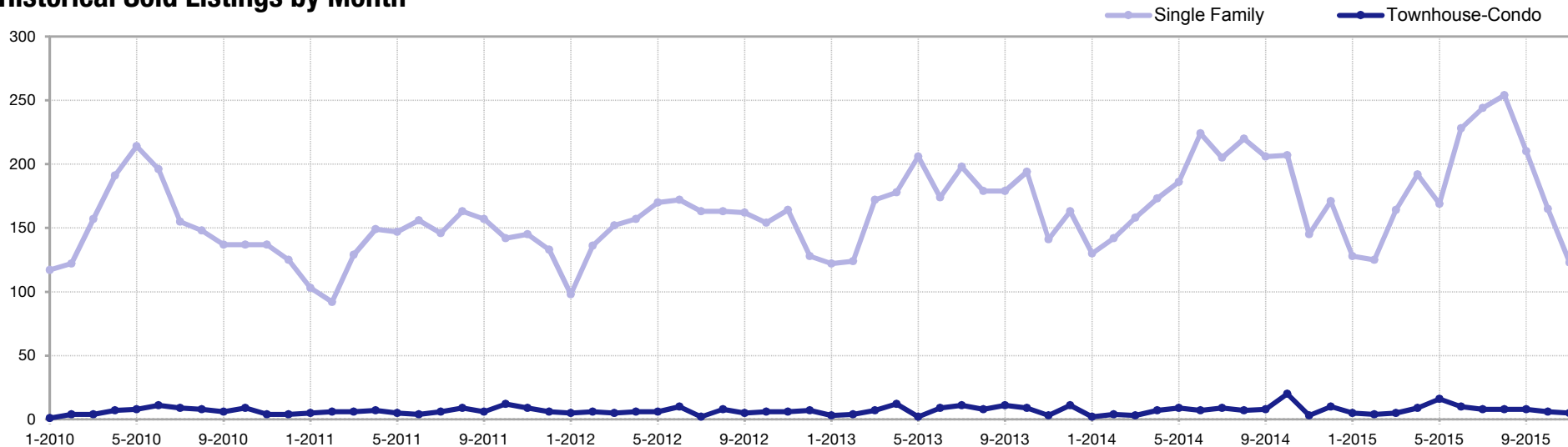


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2014	171	+4.9%	10	-9.1%
Jan-2015	128	-1.5%	5	+150.0%
Feb-2015	125	-12.0%	4	0.0%
Mar-2015	164	+3.8%	5	+66.7%
Apr-2015	192	+11.0%	9	+28.6%
May-2015	169	-9.1%	16	+77.8%
Jun-2015	228	+1.8%	10	+42.9%
Jul-2015	244	+19.0%	8	-11.1%
Aug-2015	254	+15.5%	8	+14.3%
Sep-2015	210	+1.9%	8	0.0%
Oct-2015	165	-20.3%	6	-70.0%
Nov-2015	123	-15.2%	5	+66.7%

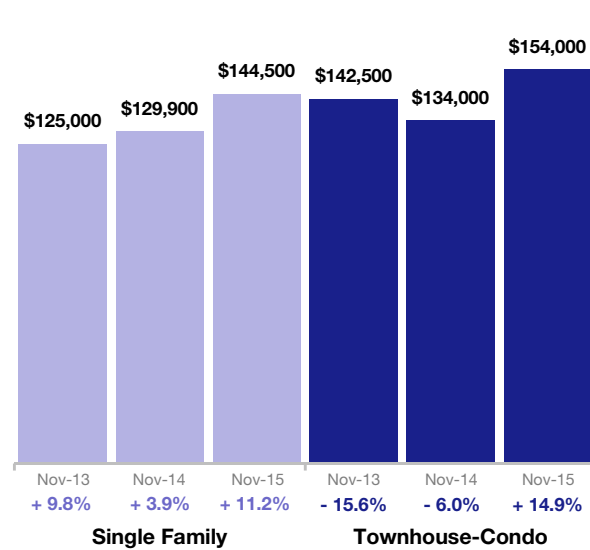
Historical Sold Listings by Month



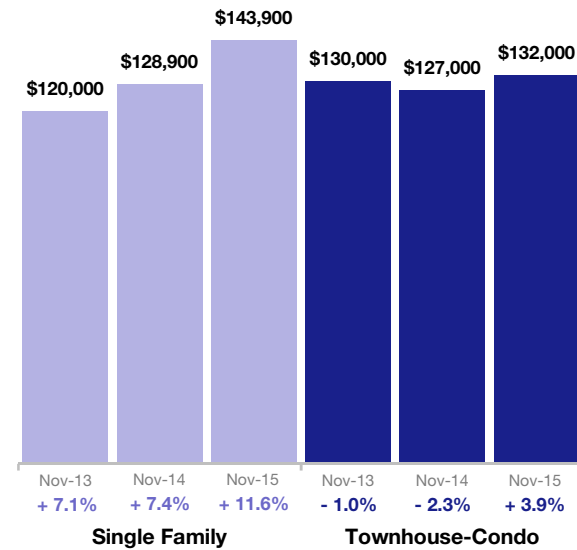
Median Sales Price



November

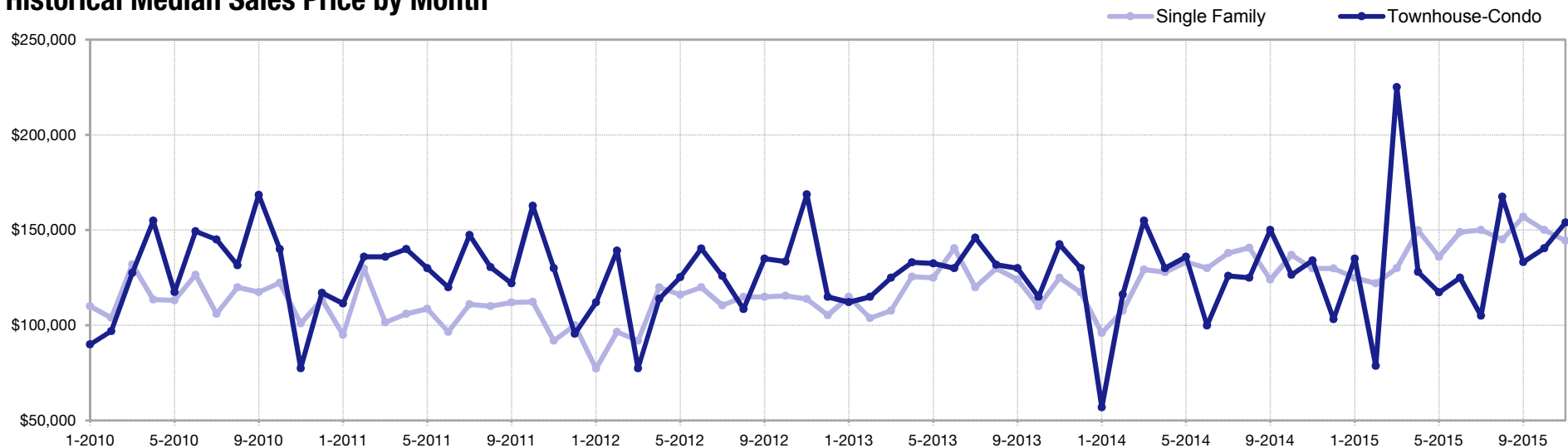


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$130,000	+0.6%	\$225,000	+45.2%
Apr-2015	\$149,950	+17.2%	\$128,000	-1.5%
May-2015	\$136,000	+2.1%	\$117,250	-13.8%
Jun-2015	\$149,000	+14.6%	\$125,000	+25.1%
Jul-2015	\$150,000	+8.7%	\$105,000	-16.7%
Aug-2015	\$145,000	+3.0%	\$167,500	+34.0%
Sep-2015	\$157,000	+26.6%	\$133,250	-11.2%
Oct-2015	\$150,000	+9.5%	\$140,500	+11.1%
Nov-2015	\$144,500	+11.2%	\$154,000	+14.9%

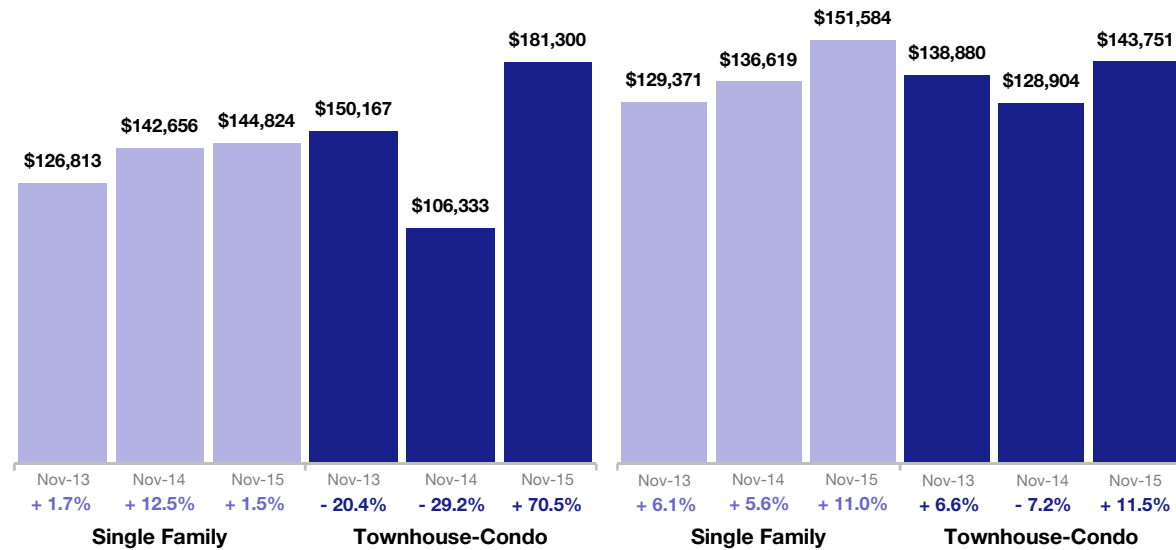
Historical Median Sales Price by Month



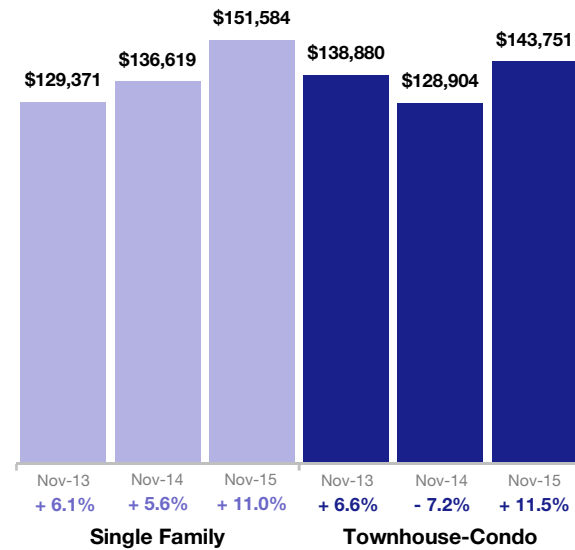
Average Sales Price



November

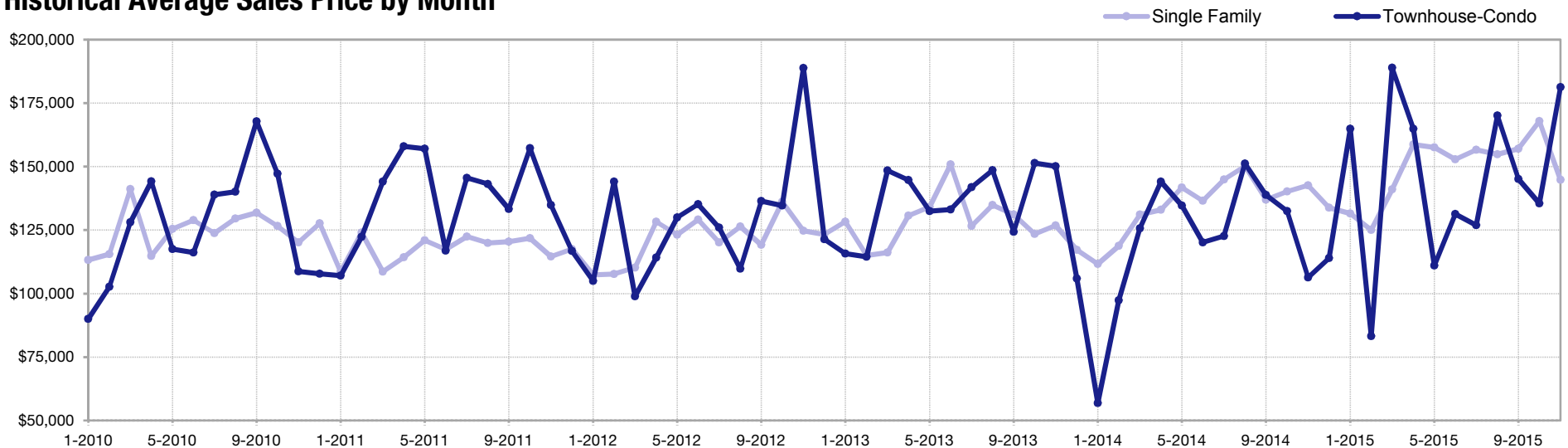


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2014	\$133,846	+14.2%	\$113,980	+7.7%
Jan-2015	\$131,475	+17.7%	\$164,900	+189.8%
Feb-2015	\$125,054	+5.3%	\$83,175	-14.6%
Mar-2015	\$140,991	+7.6%	\$188,900	+50.3%
Apr-2015	\$158,692	+19.3%	\$164,856	+14.5%
May-2015	\$157,592	+11.2%	\$111,025	-17.6%
Jun-2015	\$152,825	+11.9%	\$131,357	+9.4%
Jul-2015	\$156,575	+8.1%	\$126,875	+3.5%
Aug-2015	\$154,804	+3.1%	\$170,050	+12.5%
Sep-2015	\$156,997	+14.6%	\$145,113	+4.5%
Oct-2015	\$167,914	+19.8%	\$135,467	+2.2%
Nov-2015	\$144,824	+1.5%	\$181,300	+70.5%

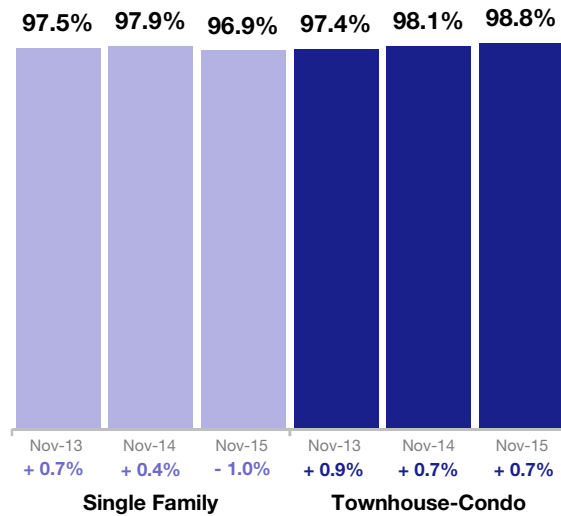
Historical Average Sales Price by Month



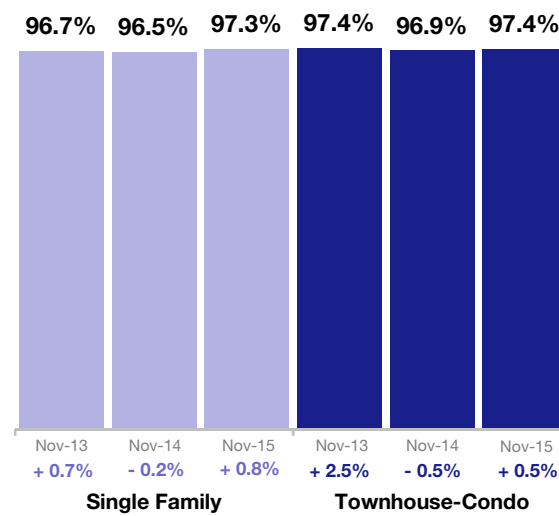
Percent of List Price Received



November

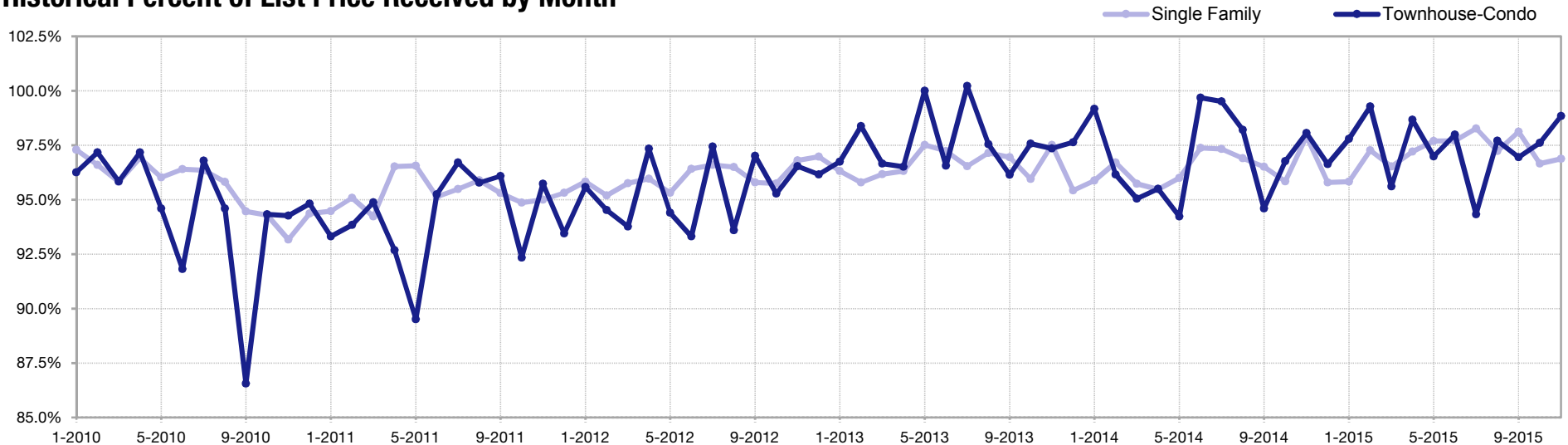


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2014	95.8%	+0.4%	96.6%	-1.0%
Jan-2015	95.8%	-0.1%	97.8%	-1.4%
Feb-2015	97.3%	+0.6%	99.3%	+3.2%
Mar-2015	96.5%	+0.8%	95.6%	+0.6%
Apr-2015	97.2%	+1.8%	98.7%	+3.4%
May-2015	97.7%	+1.8%	97.0%	+3.0%
Jun-2015	97.7%	+0.3%	98.0%	-1.7%
Jul-2015	98.3%	+1.0%	94.3%	-5.2%
Aug-2015	97.2%	+0.3%	97.7%	-0.5%
Sep-2015	98.1%	+1.7%	96.9%	+2.4%
Oct-2015	96.7%	+0.9%	97.6%	+0.8%
Nov-2015	96.9%	-1.0%	98.8%	+0.7%

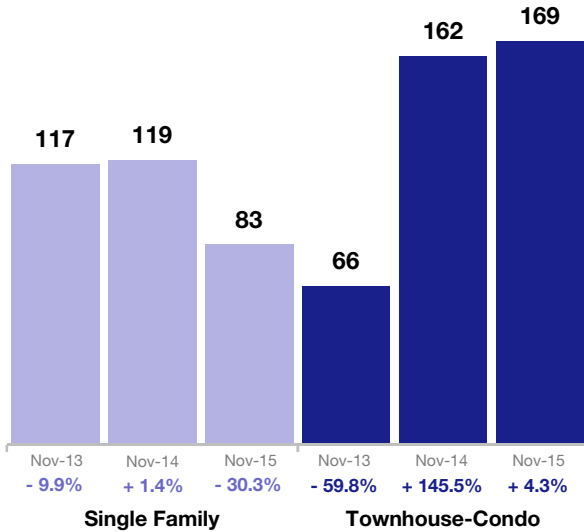
Historical Percent of List Price Received by Month



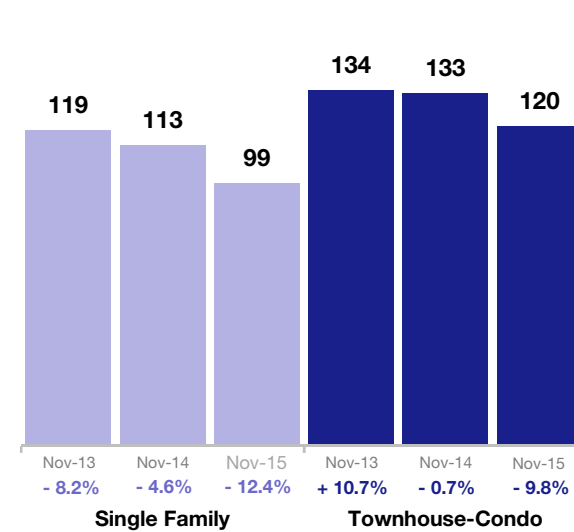
Days on Market Until Sale



November

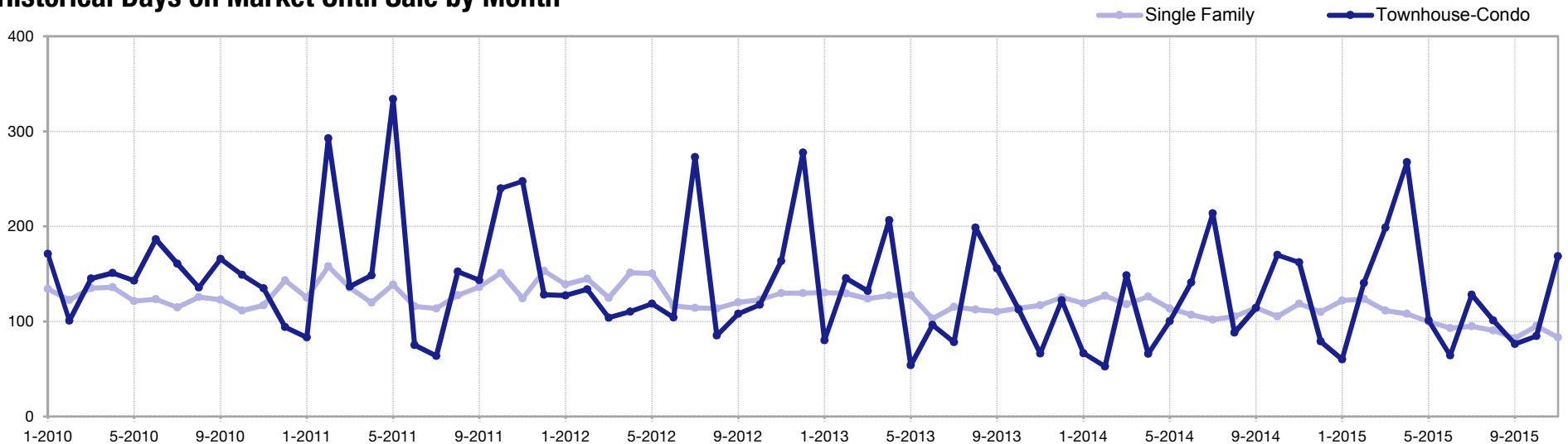


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2014	110	-12.7%	79	-35.2%
Jan-2015	122	+2.5%	60	-10.4%
Feb-2015	124	-2.4%	141	+166.0%
Mar-2015	112	-5.1%	199	+33.6%
Apr-2015	108	-14.3%	268	+306.1%
May-2015	100	-12.3%	101	+1.0%
Jun-2015	93	-13.1%	64	-54.6%
Jul-2015	95	-6.9%	128	-40.2%
Aug-2015	91	-13.3%	101	+14.8%
Sep-2015	82	-28.7%	76	-33.3%
Oct-2015	95	-9.5%	85	-50.0%
Nov-2015	83	-30.3%	169	+4.3%

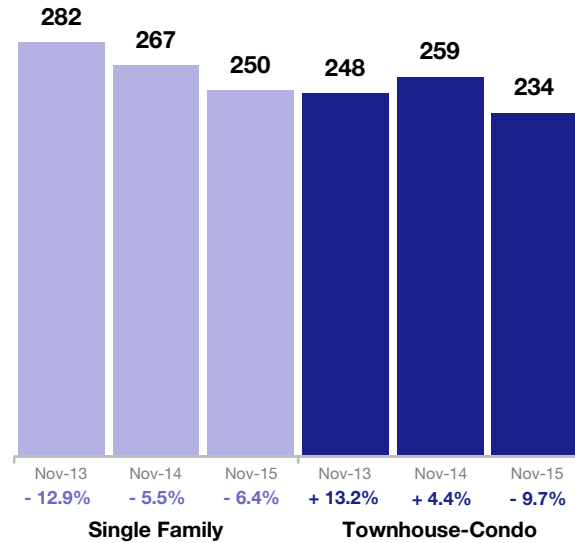
Historical Days on Market Until Sale by Month



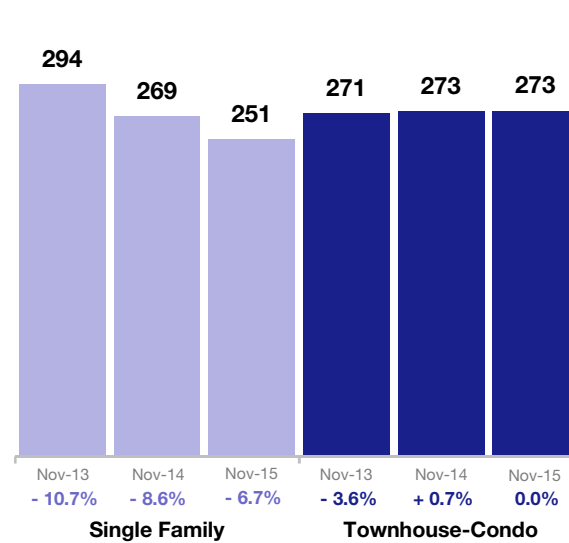
Housing Affordability Index



November

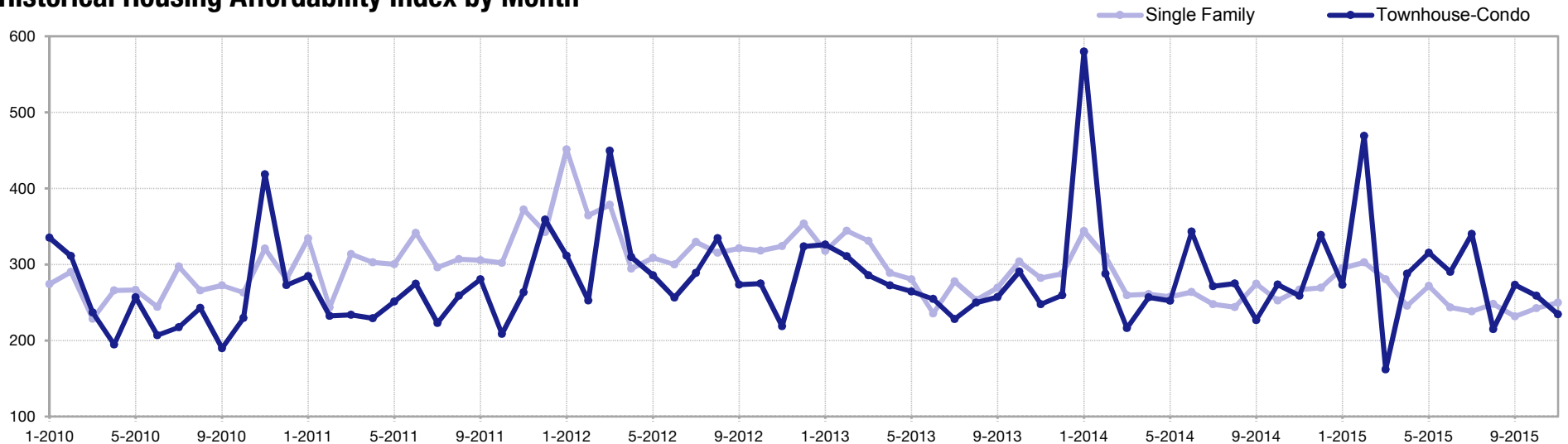


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	280	+7.7%	162	-25.0%
Apr-2015	246	-5.7%	288	+12.1%
May-2015	272	+5.8%	315	+25.0%
Jun-2015	244	-7.6%	290	-15.5%
Jul-2015	238	-4.0%	340	+25.5%
Aug-2015	248	+1.6%	215	-21.8%
Sep-2015	232	-15.3%	273	+20.3%
Oct-2015	242	-4.3%	259	-5.5%
Nov-2015	250	-6.4%	234	-9.7%

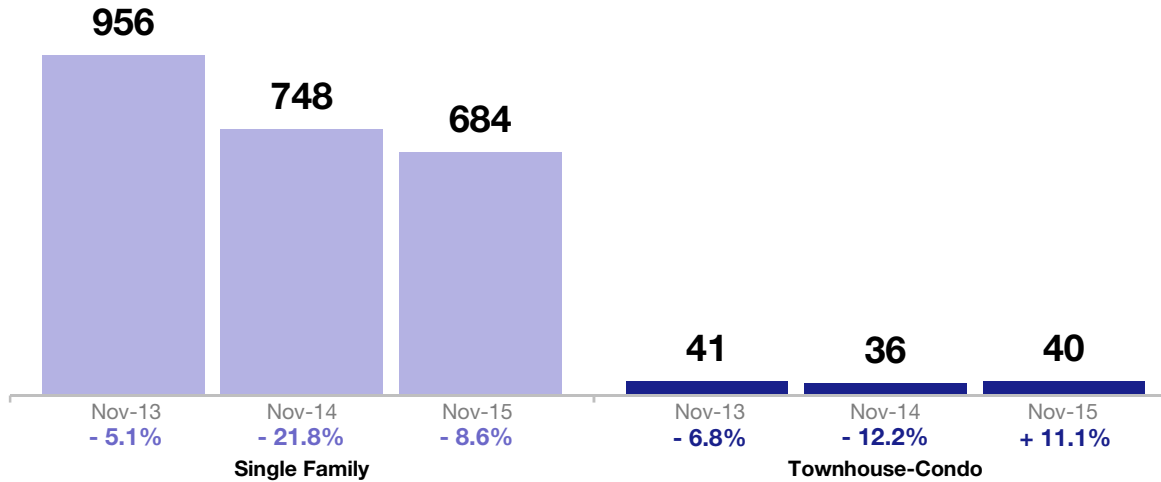
Historical Housing Affordability Index by Month



Inventory of Active Listings

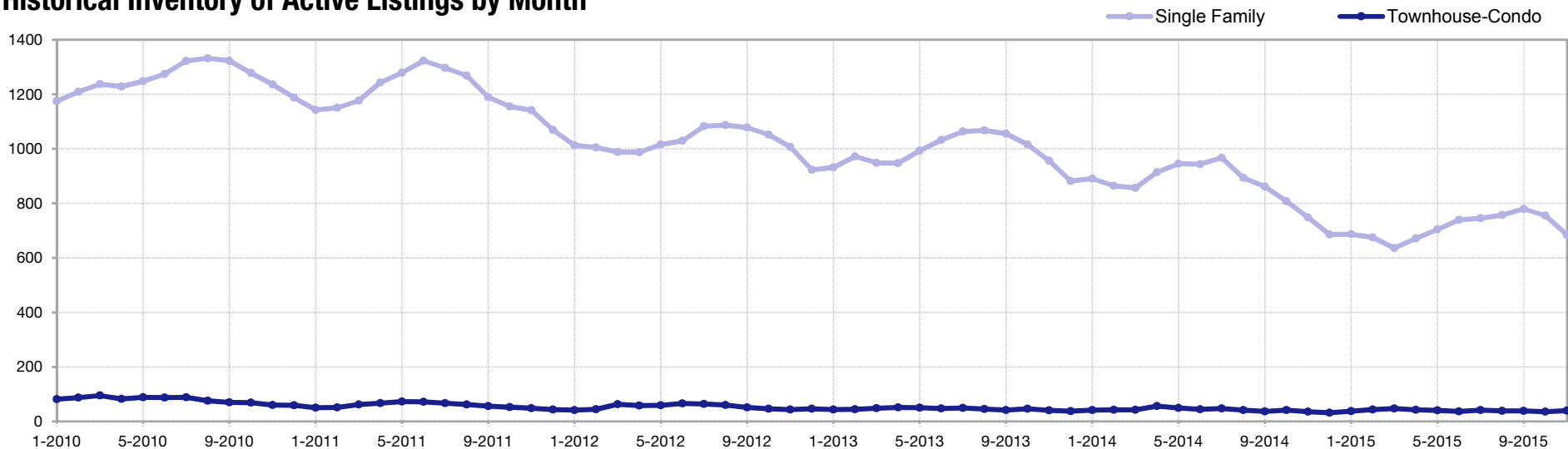


November



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2014	686	-22.2%	32	-15.8%
Jan-2015	687	-22.9%	38	-9.5%
Feb-2015	675	-21.9%	44	+2.3%
Mar-2015	636	-25.8%	48	+11.6%
Apr-2015	671	-26.6%	43	-23.2%
May-2015	704	-25.5%	41	-18.0%
Jun-2015	739	-21.6%	37	-17.8%
Jul-2015	745	-23.0%	42	-12.5%
Aug-2015	757	-15.3%	39	-7.1%
Sep-2015	779	-9.5%	39	+5.4%
Oct-2015	755	-6.6%	36	-14.3%
Nov-2015	684	-8.6%	40	+11.1%

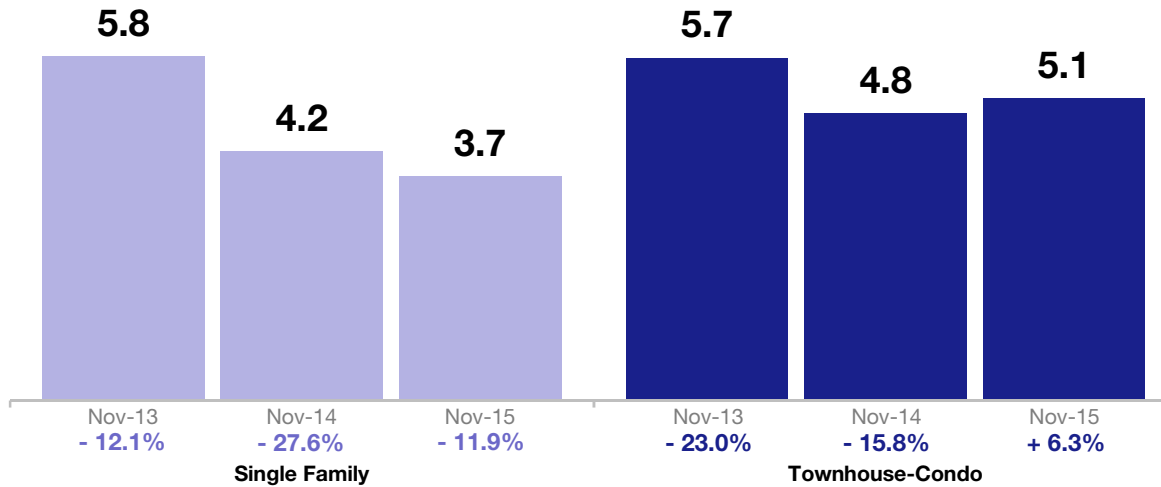
Historical Inventory of Active Listings by Month



Months Supply of Inventory

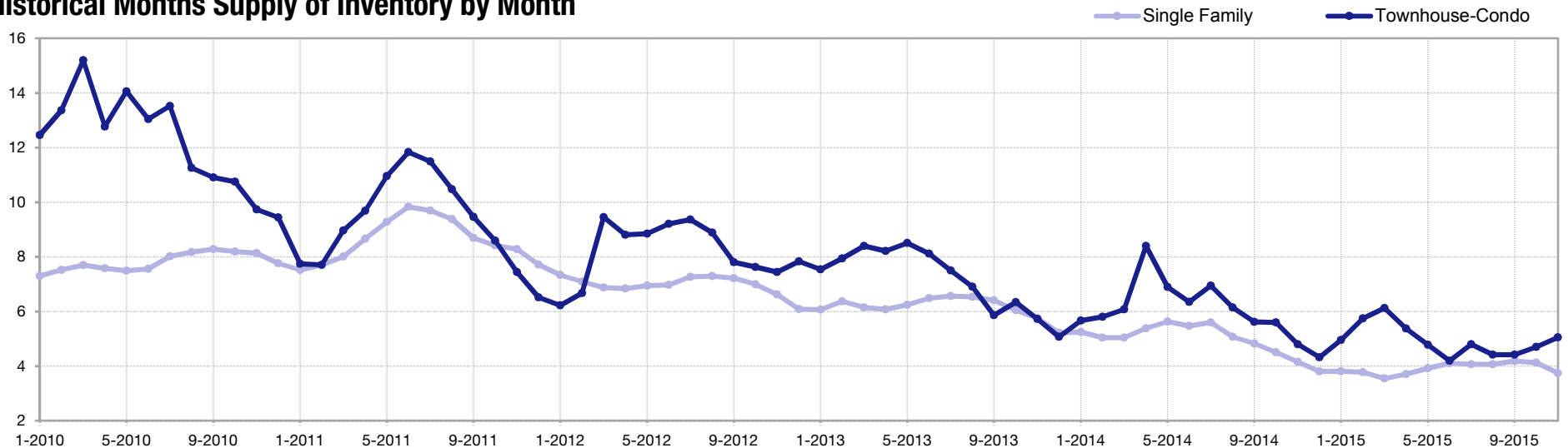


November



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2014	3.8	-26.9%	4.3	-15.7%
Jan-2015	3.8	-26.9%	5.0	-12.3%
Feb-2015	3.8	-24.0%	5.7	-1.7%
Mar-2015	3.5	-30.0%	6.1	0.0%
Apr-2015	3.7	-31.5%	5.4	-35.7%
May-2015	3.9	-30.4%	4.8	-30.4%
Jun-2015	4.1	-25.5%	4.2	-34.4%
Jul-2015	4.1	-26.8%	4.8	-30.4%
Aug-2015	4.1	-19.6%	4.4	-27.9%
Sep-2015	4.2	-12.5%	4.4	-21.4%
Oct-2015	4.1	-8.9%	4.7	-16.1%
Nov-2015	3.7	-11.9%	5.1	+6.3%

Historical Months Supply of Inventory by Month



Total Market Overview

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



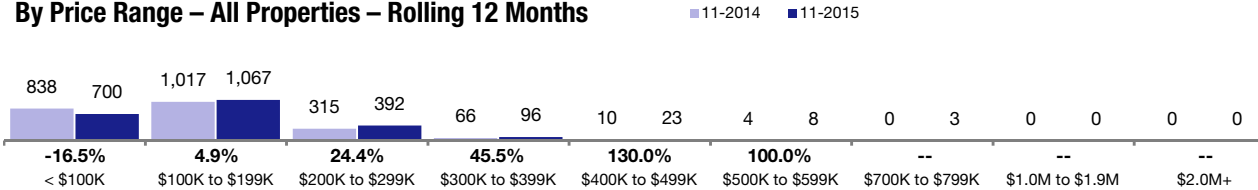
Key Metrics	Historical Sparkbars	11-2014	11-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
New Listings		178	166	- 6.7%	2,937	2,973	+ 1.2%
Pending Sales		172	179	+ 4.1%	2,145	2,260	+ 5.4%
Sold Listings		148	128	- 13.5%	2,075	2,108	+ 1.6%
Median Sales Price		\$129,959	\$144,750	+ 11.4%	\$128,500	\$142,000	+ 10.5%
Avg. Sales Price		\$141,920	\$146,249	+ 3.1%	\$136,325	\$151,268	+ 11.0%
Pct. of List Price Received		97.9%	97.0%	- 0.9%	96.6%	97.3%	+ 0.7%
Days on Market		120	87	- 27.5%	114	100	- 12.3%
Affordability Index		267	249	- 6.7%	270	254	- 5.9%
Active Listings		784	724	- 7.7%	--	--	--
Months Supply		4.2	3.8	- 9.5%	--	--	--

Sold Listings

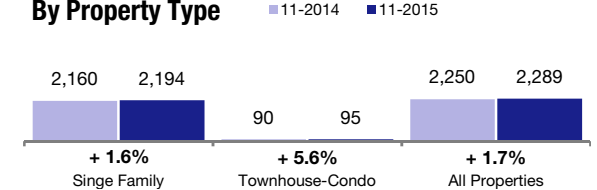
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	11-2014	11-2015	Change	11-2014	11-2015	Change
\$99,999 and Below	813	674	-17.1%	25	26	+4.0%
\$100,000 to \$199,999	958	1,012	+5.6%	59	55	-6.8%
\$200,000 to \$299,999	310	379	+22.3%	5	13	+160.0%
\$300,000 to \$399,999	65	95	+46.2%	1	1	0.0%
\$400,000 to \$499,999	10	23	+130.0%	0	0	--
\$500,000 to \$699,999	4	8	+100.0%	0	0	--
\$700,000 to \$999,999	0	3	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,160	2,194	+1.6%	90	95	+5.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	10-2015	11-2015	Change	10-2015	11-2015	Change
\$99,999 and Below	44	40	-9.1%	2	1	-50.0%
\$100,000 to \$199,999	66	57	-13.6%	4	2	-50.0%
\$200,000 to \$299,999	38	21	-44.7%	0	1	--
\$300,000 to \$399,999	11	4	-63.6%	0	1	--
\$400,000 to \$499,999	5	1	-80.0%	0	0	--
\$500,000 to \$699,999	1	0	-100.0%	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	165	123	-25.5%	6	5	-16.7%

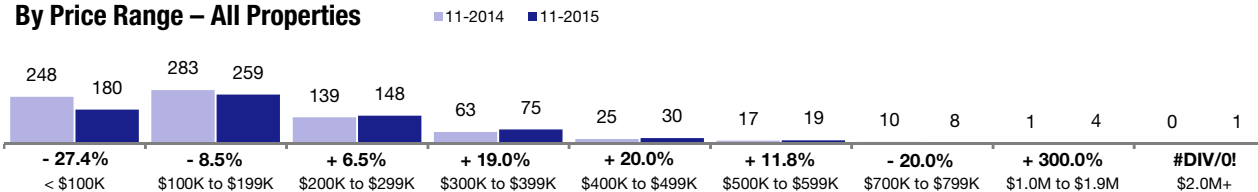
Year to Date

By Price Range	Single Family			Condo		
	11-2014	11-2015	Change	11-2014	11-2015	Change
\$99,999 and Below	740	612	-17.3%	20	21	+5.0%
\$100,000 to \$199,999	888	933	+5.1%	53	51	-3.8%
\$200,000 to \$299,999	292	353	+20.9%	5	12	+140.0%
\$300,000 to \$399,999	64	93	+45.3%	1	1	0.0%
\$400,000 to \$499,999	9	22	+144.4%	0	0	--
\$500,000 to \$699,999	4	8	+100.0%	0	0	--
\$700,000 to \$999,999	0	2	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	1,996	2,023	+1.4%	79	85	+7.6%

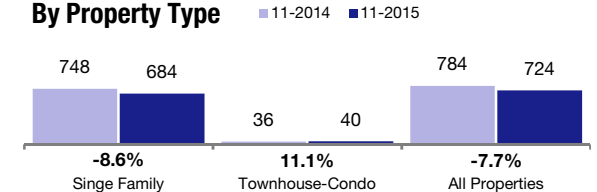
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Condo		
	11-2014	11-2015	Change	11-2014	11-2015	Change
\$99,999 and Below	240	170	-29.2%	8	10	+25.0%
\$100,000 to \$199,999	266	242	-9.0%	17	17	0.0%
\$200,000 to \$299,999	130	139	+6.9%	9	9	0.0%
\$300,000 to \$399,999	61	73	+19.7%	2	2	0.0%
\$400,000 to \$499,999	25	29	+16.0%	0	1	--
\$500,000 to \$699,999	17	18	+5.9%	0	1	--
\$700,000 to \$999,999	10	8	-20.0%	0	0	--
\$1,000,000 to \$1,999,999	1	4	+300.0%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	748	684	-8.6%	36	40	+11.1%

Compared to Prior Month

By Price Range	Single Family			Condo		
	10-2015	11-2015	Change	10-2015	11-2015	Change
\$99,999 and Below	183	170	-7.1%	15	10	-33.3%
\$100,000 to \$199,999	265	242	-8.7%	15	17	+13.3%
\$200,000 to \$299,999	160	139	-13.1%	3	9	+200.0%
\$300,000 to \$399,999	80	73	-8.8%	2	2	0.0%
\$400,000 to \$499,999	32	29	-9.4%	0	1	--
\$500,000 to \$699,999	20	18	-10.0%	1	1	0.0%
\$700,000 to \$999,999	10	8	-20.0%	0	0	--
\$1,000,000 to \$1,999,999	4	4	0.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	755	684	-9.4%	36	40	+11.1%

Year to Date

By Price Range	Single Family			Condo		
	11-2014	11-2015	Change	11-2014	11-2015	Change
\$99,999 and Below	183	170	-7.1%	15	10	-33.3%
\$100,000 to \$199,999	265	242	-8.7%	15	17	+13.3%
\$200,000 to \$299,999	160	139	-13.1%	3	9	+200.0%
\$300,000 to \$399,999	80	73	-8.8%	2	2	0.0%
\$400,000 to \$499,999	32	29	-9.4%	0	1	--
\$500,000 to \$699,999	20	18	-10.0%	1	1	0.0%
\$700,000 to \$999,999	10	8	-20.0%	0	0	--
\$1,000,000 to \$1,999,999	4	4	0.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	755	684	-9.4%	36	40	+11.1%

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



New Listings	A measure of how much new supply is coming onto the market from sellers.
Pending Sales	A count of all the listings that went into pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and average income by county.
Inventory of Active Listings	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Months Supply of Inventory	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.

Local Market Update for November 2015

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Pueblo County

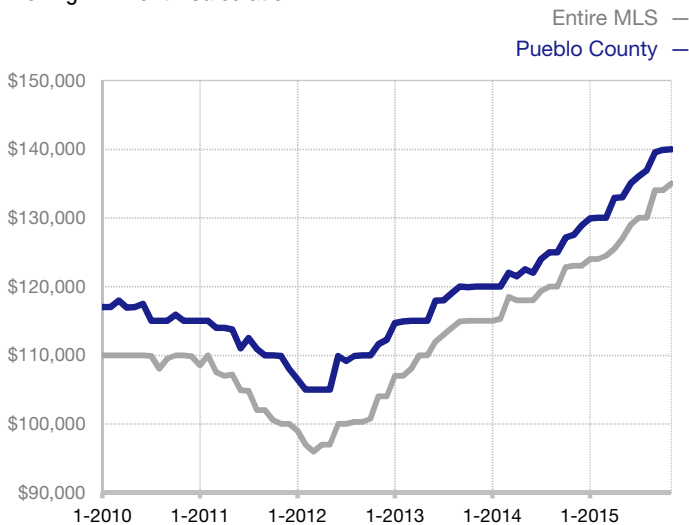
Single Family Key Metrics	November			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 11-2014	Thru 11-2015	Percent Change from Previous Year
New Listings	167	151	- 9.6%	2,807	2,838	+ 1.1%
Sold Listings	144	121	- 16.0%	2,002	2,019	+ 0.8%
Median Sales Price*	\$128,950	\$145,000	+ 12.4%	\$128,500	\$143,900	+ 12.0%
Average Sales Price*	\$142,147	\$146,503	+ 3.1%	\$136,616	\$151,741	+ 11.1%
Percent of List Price Received*	97.9%	96.8%	- 1.1%	96.6%	97.4%	+ 0.8%
Days on Market Until Sale	119	84	- 29.4%	113	99	- 12.4%
Inventory of Homes for Sale	745	684	- 8.2%	--	--	--
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.

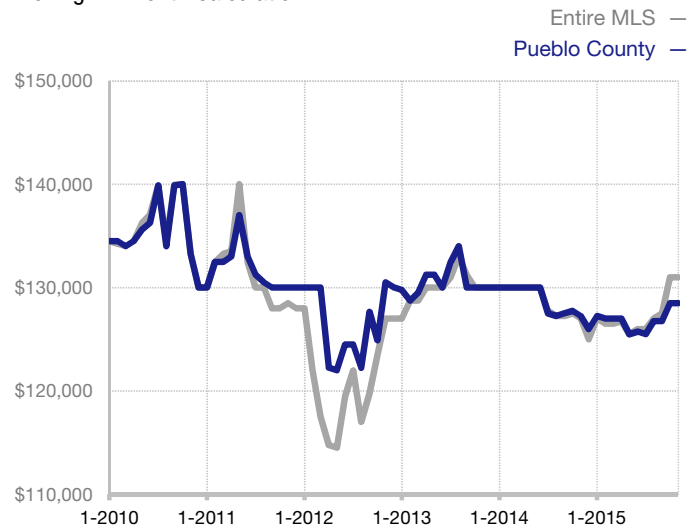
Townhouse-Condo Key Metrics	November			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 11-2014	Thru 11-2015	Percent Change from Previous Year
New Listings	8	15	+ 87.5%	118	124	+ 5.1%
Sold Listings	3	5	+ 66.7%	79	84	+ 6.3%
Median Sales Price*	\$134,000	\$154,000	+ 14.9%	\$127,000	\$132,000	+ 3.9%
Average Sales Price*	\$106,333	\$181,300	+ 70.5%	\$128,904	\$143,410	+ 11.3%
Percent of List Price Received*	98.1%	98.8%	+ 0.7%	96.9%	97.3%	+ 0.4%
Days on Market Until Sale	162	169	+ 4.3%	133	120	- 9.8%
Inventory of Homes for Sale	35	40	+ 14.3%	--	--	--
Months Supply of Inventory	4.7	5.1	+ 8.5%	--	--	--

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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 November 2015

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Arkansas Valley/Otero County

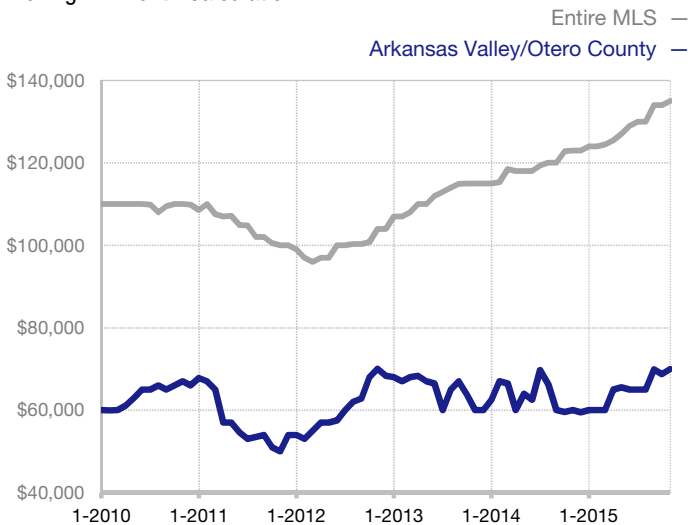
Single Family	November			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 11-2014	Thru 11-2015	Percent Change from Previous Year
Key Metrics						
New Listings	30	12	- 60.0%	428	370	- 13.6%
Sold Listings	15	21	+ 40.0%	248	273	+ 10.1%
Median Sales Price*	\$33,300	\$70,000	+ 110.2%	\$60,000	\$70,000	+ 16.7%
Average Sales Price*	\$48,447	\$77,736	+ 60.5%	\$77,700	\$82,298	+ 5.9%
Percent of List Price Received*	95.5%	92.2%	- 3.5%	92.0%	92.9%	+ 1.0%
Days on Market Until Sale	154	171	+ 11.0%	168	187	+ 11.3%
Inventory of Homes for Sale	233	159	- 31.8%	--	--	--
Months Supply of Inventory	10.8	6.2	- 42.6%	--	--	--

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

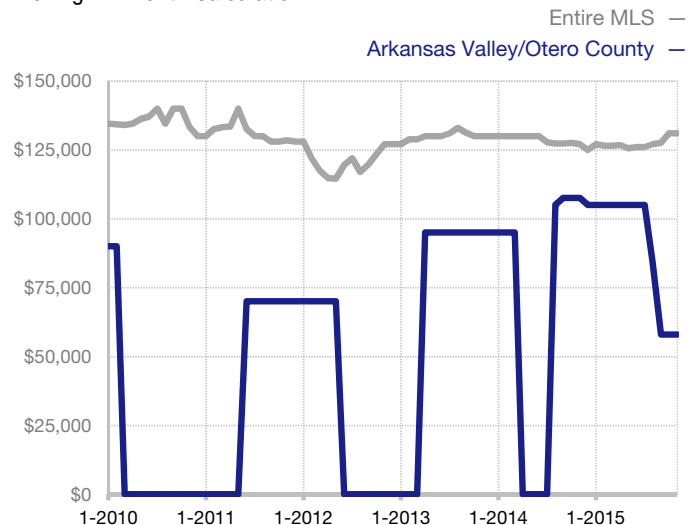
Townhouse-Condo	November			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 11-2014	Thru 11-2015	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	4	0	- 100.0%
Sold Listings	0	0	--	2	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$107,500	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$107,500	\$0	- 100.0%
Percent of List Price Received*	0.0%	0.0%	--	88.2%	0.0%	- 100.0%
Days on Market Until Sale	0	0	--	52	0	- 100.0%
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	1.0	1.0	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 November 2015

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Fowler

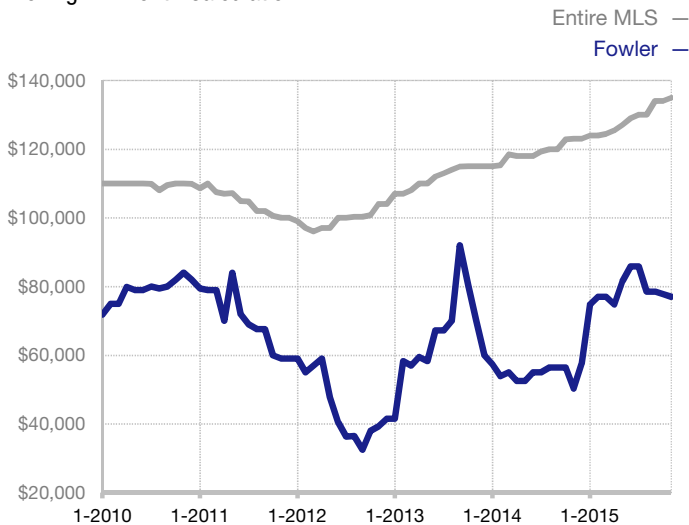
Single Family	November			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 11-2014	Thru 11-2015	Percent Change from Previous Year
Key Metrics						
New Listings	2	1	- 50.0%	23	29	+ 26.1%
Sold Listings	1	2	+ 100.0%	17	16	- 5.9%
Median Sales Price*	\$25,900	\$43,450	+ 67.8%	\$55,000	\$64,750	+ 17.7%
Average Sales Price*	\$25,900	\$43,450	+ 67.8%	\$65,873	\$67,006	+ 1.7%
Percent of List Price Received*	100.0%	100.0%	0.0%	91.9%	93.3%	+ 1.5%
Days on Market Until Sale	39	140	+ 259.0%	145	215	+ 48.3%
Inventory of Homes for Sale	15	14	- 6.7%	--	--	--
Months Supply of Inventory	9.0	9.1	+ 1.1%	--	--	--

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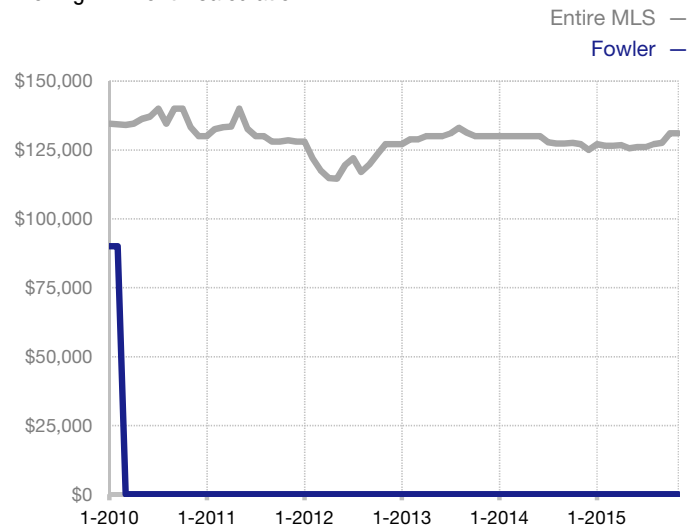
Townhouse-Condo	November			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 11-2014	Thru 11-2015	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for November 2015

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Huerfano County

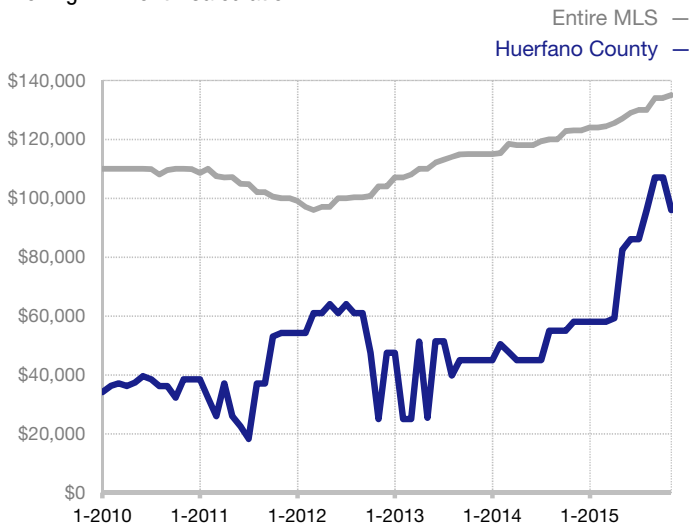
Single Family	November			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 11-2014	Thru 11-2015	Percent Change from Previous Year
Key Metrics						
New Listings	1	0	- 100.0%	21	18	- 14.3%
Sold Listings	1	1	0.0%	11	7	- 36.4%
Median Sales Price*	\$120,000	\$65,000	- 45.8%	\$58,000	\$107,000	+ 84.5%
Average Sales Price*	\$120,000	\$65,000	- 45.8%	\$76,570	\$142,500	+ 86.1%
Percent of List Price Received*	92.4%	98.5%	+ 6.6%	90.4%	96.1%	+ 6.3%
Days on Market Until Sale	39	127	+ 225.6%	137	133	- 2.9%
Inventory of Homes for Sale	11	15	+ 36.4%	--	--	--
Months Supply of Inventory	7.0	11.7	+ 67.1%	--	--	--

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

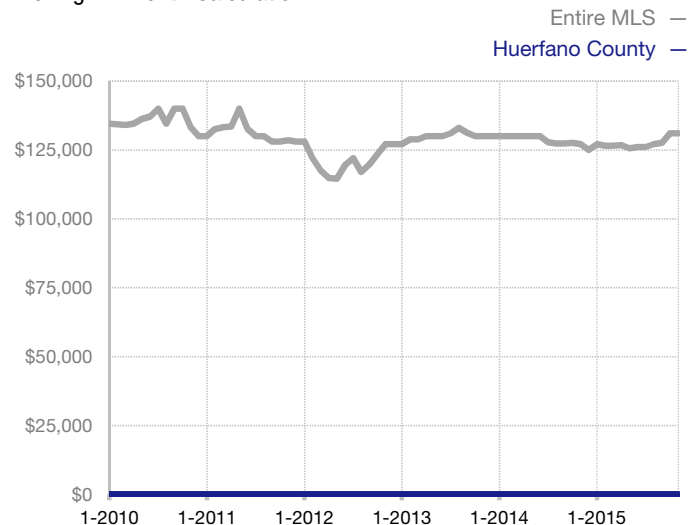
Townhouse-Condo	November			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 11-2014	Thru 11-2015	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	1	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

* 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 November 2015

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La Junta

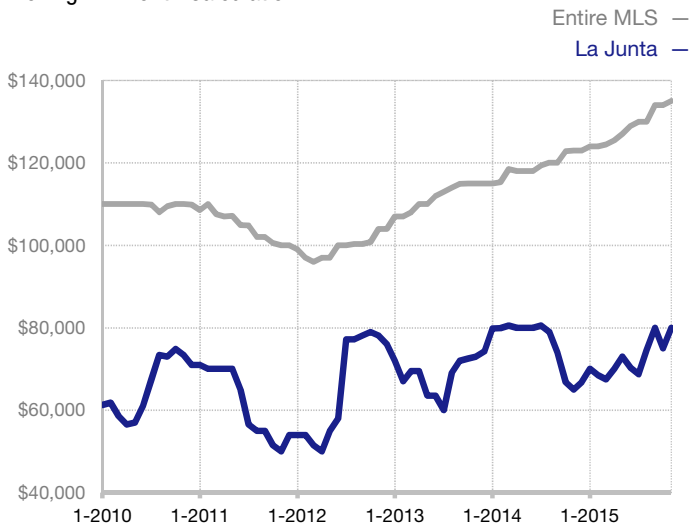
Single Family	November			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 11-2014	Thru 11-2015	Percent Change from Previous Year
Key Metrics						
New Listings	9	1	- 88.9%	136	106	- 22.1%
Sold Listings	7	6	- 14.3%	91	87	- 4.4%
Median Sales Price*	\$45,000	\$88,250	+ 96.1%	\$65,750	\$80,000	+ 21.7%
Average Sales Price*	\$52,143	\$97,917	+ 87.8%	\$87,500	\$90,848	+ 3.8%
Percent of List Price Received*	99.9%	95.5%	- 4.4%	93.2%	94.1%	+ 1.0%
Days on Market Until Sale	194	179	- 7.7%	162	158	- 2.5%
Inventory of Homes for Sale	60	37	- 38.3%	--	--	--
Months Supply of Inventory	7.5	4.6	- 38.7%	--	--	--

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

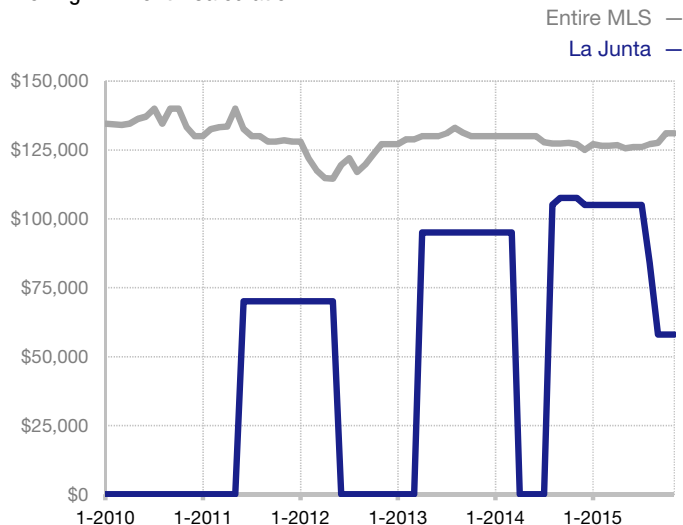
Townhouse-Condo	November			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 11-2014	Thru 11-2015	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	3	0	- 100.0%
Sold Listings	0	0	--	2	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$107,500	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$107,500	\$0	- 100.0%
Percent of List Price Received*	0.0%	0.0%	--	88.2%	0.0%	- 100.0%
Days on Market Until Sale	0	0	--	52	0	- 100.0%
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 November 2015

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Las Animas

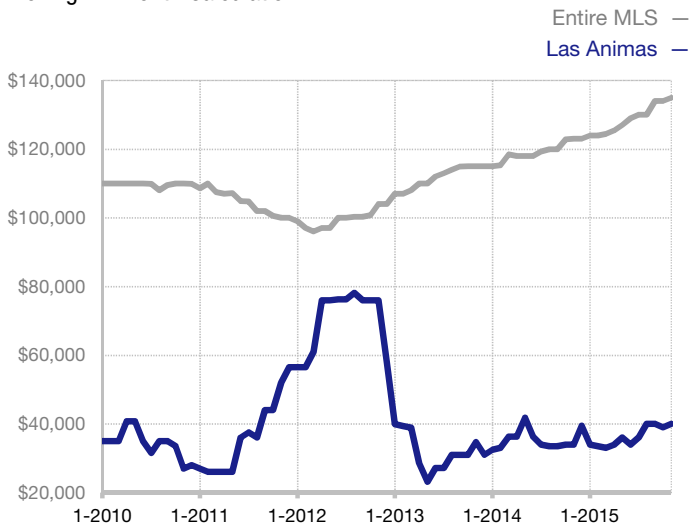
Single Family	November			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 11-2014	Thru 11-2015	Percent Change from Previous Year
Key Metrics						
New Listings	1	1	0.0%	28	18	- 35.7%
Sold Listings	3	2	- 33.3%	23	15	- 34.8%
Median Sales Price*	\$26,800	\$50,250	+ 87.5%	\$34,000	\$39,000	+ 14.7%
Average Sales Price*	\$42,267	\$50,250	+ 18.9%	\$61,665	\$43,998	- 28.6%
Percent of List Price Received*	89.6%	82.8%	- 7.6%	85.5%	92.7%	+ 8.4%
Days on Market Until Sale	109	60	- 45.0%	154	163	+ 5.8%
Inventory of Homes for Sale	12	5	- 58.3%	--	--	--
Months Supply of Inventory	4.8	2.2	- 54.2%	--	--	--

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

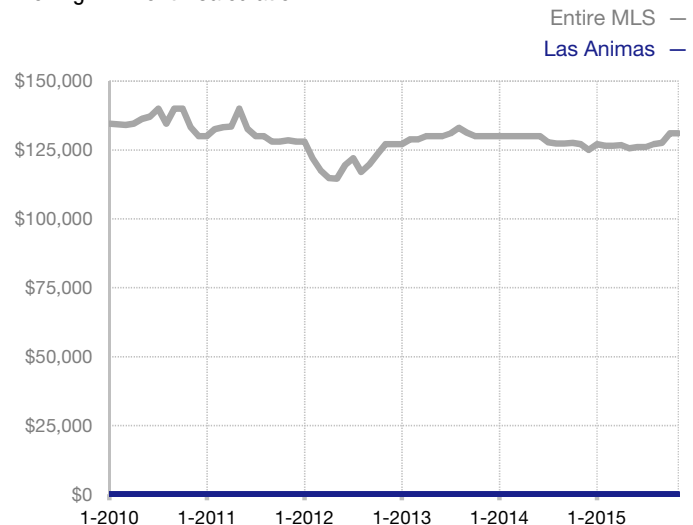
Townhouse-Condo	November			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 11-2014	Thru 11-2015	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for November 2015

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Manzanola

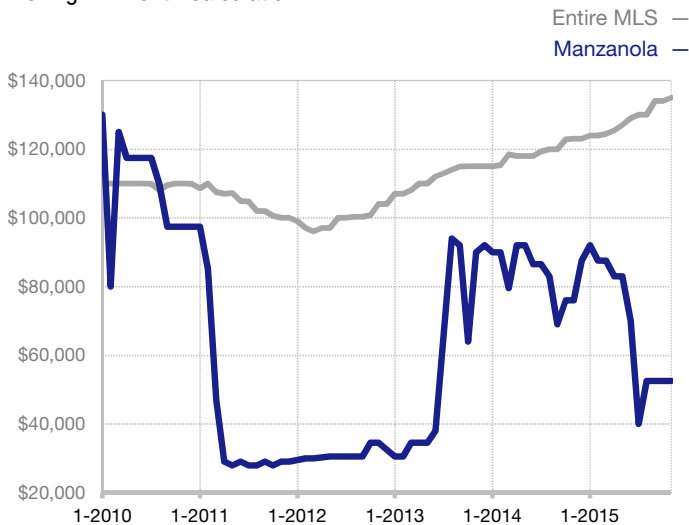
Single Family Key Metrics	November			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 11-2014	Thru 11-2015	Percent Change from Previous Year
New Listings	0	1	--	10	8	- 20.0%
Sold Listings	0	0	--	6	10	+ 66.7%
Median Sales Price*	\$0	\$0	--	\$76,000	\$39,250	- 48.4%
Average Sales Price*	\$0	\$0	--	\$84,167	\$67,230	- 20.1%
Percent of List Price Received*	0.0%	0.0%	--	90.6%	91.5%	+ 1.0%
Days on Market Until Sale	0	0	--	212	324	+ 52.8%
Inventory of Homes for Sale	5	3	- 40.0%	--	--	--
Months Supply of Inventory	3.3	1.8	- 45.5%	--	--	--

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

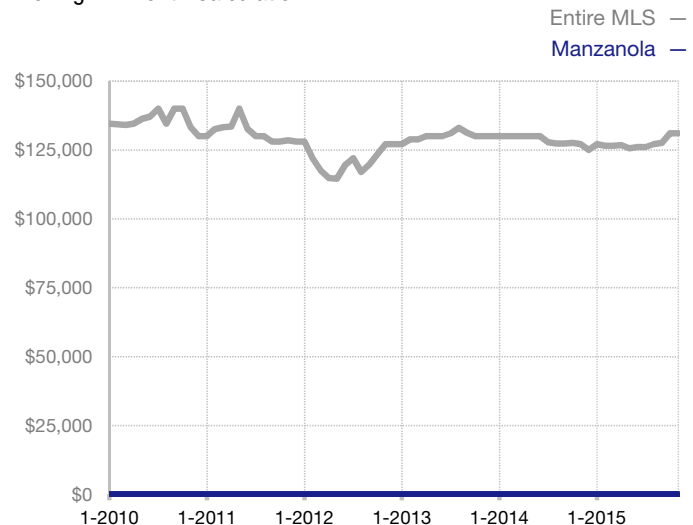
Townhouse-Condo Key Metrics	November			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 11-2014	Thru 11-2015	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 November 2015

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Rocky Ford

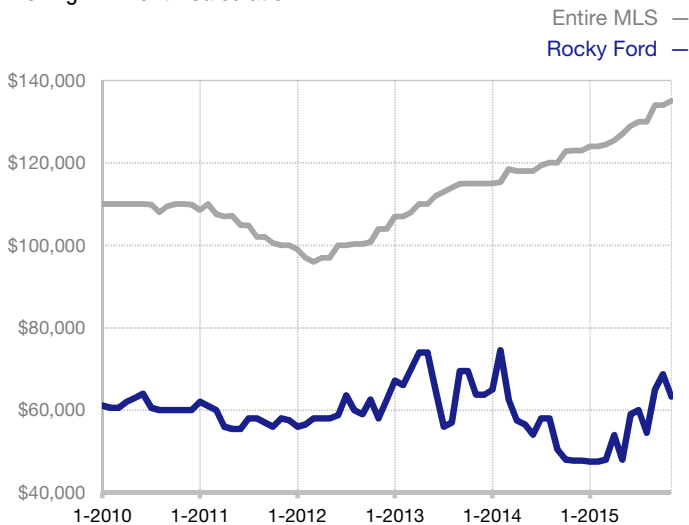
Single Family	November			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 11-2014	Thru 11-2015	Percent Change from Previous Year
Key Metrics						
New Listings	4	1	- 75.0%	66	57	- 13.6%
Sold Listings	1	3	+ 200.0%	34	42	+ 23.5%
Median Sales Price*	\$65,000	\$42,000	- 35.4%	\$47,750	\$68,750	+ 44.0%
Average Sales Price*	\$65,000	\$36,833	- 43.3%	\$60,235	\$80,176	+ 33.1%
Percent of List Price Received*	100.0%	92.3%	- 7.7%	91.6%	92.3%	+ 0.8%
Days on Market Until Sale	122	142	+ 16.4%	193	197	+ 2.1%
Inventory of Homes for Sale	46	32	- 30.4%	--	--	--
Months Supply of Inventory	14.9	7.7	- 48.3%	--	--	--

* 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	November			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 11-2014	Thru 11-2015	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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

