

Monthly Indicators



April 2017

Percent changes calculated using year-over-year comparisons.

New Listings were down 15.3 percent for single family homes and 9.1 percent for townhouse-condo properties. Pending Sales increased 23.1 percent for single family homes and 9.1 percent for townhouse-condo properties.

The Median Sales Price was up 14.2 percent to \$171,250 for single family homes and 59.2 percent to \$207,000 for townhouse-condo properties. Days on Market decreased 12.7 percent for single family homes but increased 92.4 percent for condo properties.

Although there is a mounting amount of buyer competition during the annual spring market cycle, buyer demand has not abated, nor is it expected to in the immediate future unless something unpredictable occurs. While strong demand is generally considered a good problem to have, it creates an affordability issue for some buyers, especially first-time buyers. And yet, prices will continue to rise amidst strong demand.

Activity Snapshot

+ 5.1%	+ 16.8%	- 38.4%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties

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	4-2016	4-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		333	282	- 15.3%	992	1,004	+ 1.2%
Pending Sales		238	293	+ 23.1%	830	946	+ 14.0%
Sold Listings		211	220	+ 4.3%	684	751	+ 9.8%
Median Sales Price		\$149,900	\$171,250	+ 14.2%	\$148,500	\$158,000	+ 6.4%
Avg. Sales Price		\$164,823	\$180,344	+ 9.4%	\$160,936	\$166,677	+ 3.6%
Pct. of List Price Received		98.5%	97.8%	- 0.7%	97.6%	97.4%	- 0.2%
Days on Market		102	89	- 12.7%	101	95	- 5.9%
Affordability Index		244	208	- 14.8%	246	226	- 8.1%
Active Listings		538	333	- 38.1%	--	--	--
Months Supply		2.7	1.6	- 40.7%	--	--	--

Townhouse-Condo Market Overview

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

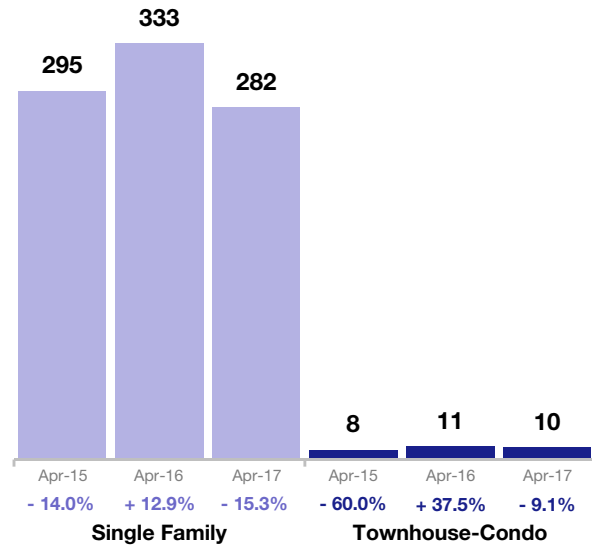


Key Metrics	Historical Sparkbars	4-2016	4-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		11	10	- 9.1%	38	27	- 28.9%
Pending Sales		11	12	+ 9.1%	40	34	- 15.0%
Sold Listings		3	5	+ 66.7%	33	28	- 15.2%
Median Sales Price		\$130,000	\$207,000	+ 59.2%	\$131,900	\$138,750	+ 5.2%
Avg. Sales Price		\$129,033	\$211,338	+ 63.8%	\$155,155	\$150,875	- 2.8%
Pct. of List Price Received		96.9%	95.1%	- 1.9%	96.5%	95.6%	- 0.9%
Days on Market		66	127	+ 92.4%	92	83	- 9.8%
Affordability Index		282	172	- 39.0%	277	257	- 7.2%
Active Listings		17	9	- 47.1%	--	--	--
Months Supply		1.7	1.0	- 41.2%	--	--	--

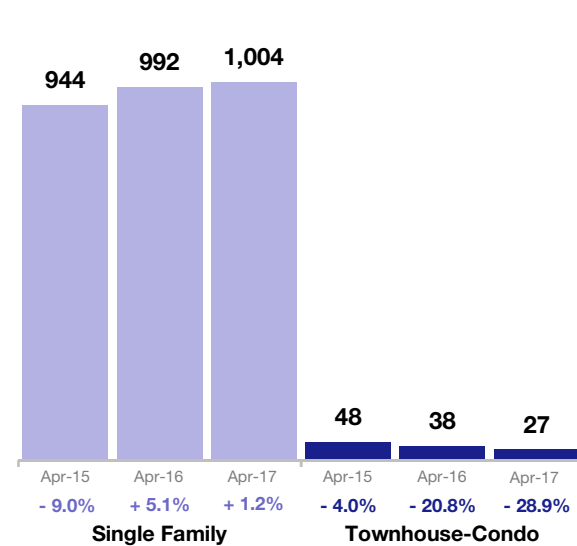
New Listings



April

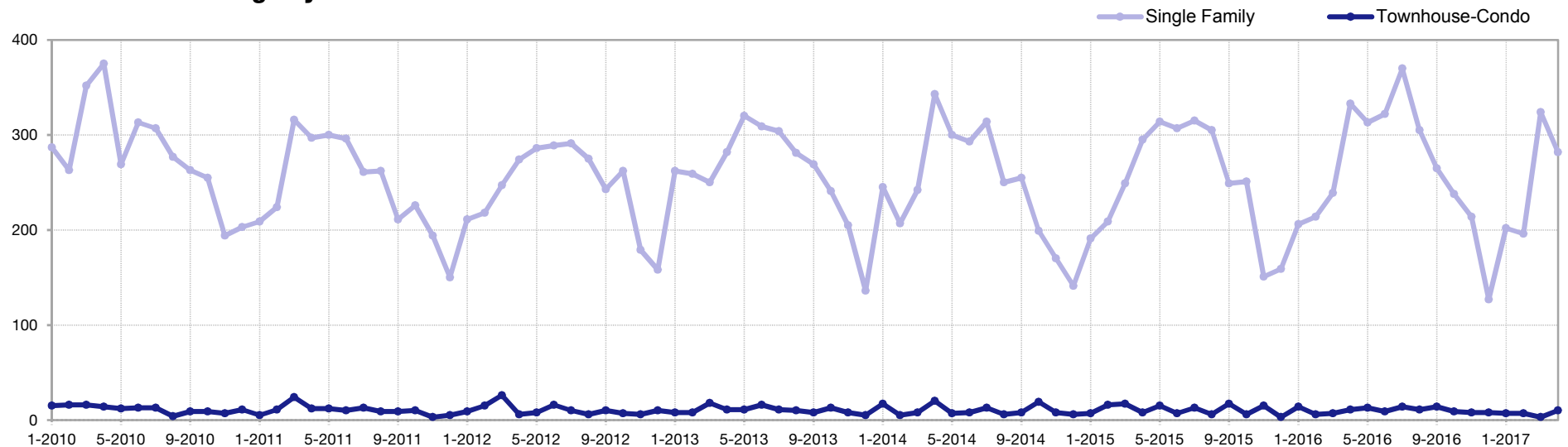


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2016	313	-0.3%	13	-13.3%
Jun-2016	322	+4.9%	9	+28.6%
Jul-2016	370	+17.5%	14	+7.7%
Aug-2016	305	0.0%	11	+83.3%
Sep-2016	265	+6.4%	14	-17.6%
Oct-2016	238	-5.2%	9	+50.0%
Nov-2016	214	+41.7%	8	-46.7%
Dec-2016	127	-20.1%	8	+166.7%
Jan-2017	202	-1.9%	7	-50.0%
Feb-2017	196	-8.4%	7	+16.7%
Mar-2017	324	+35.6%	3	-57.1%
Apr-2017	282	-15.3%	10	-9.1%

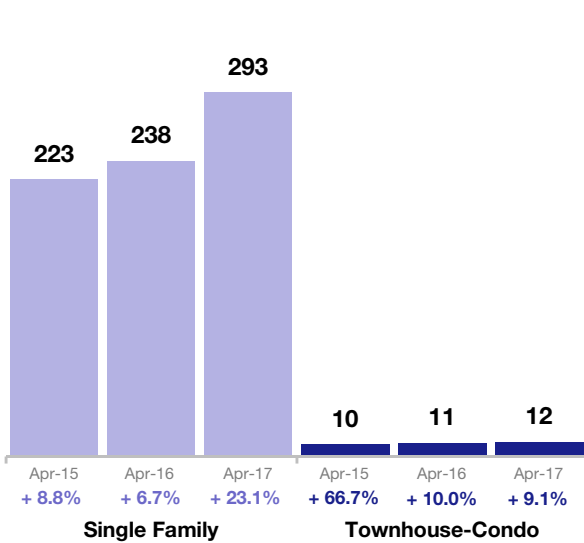
Historical New Listings by Month



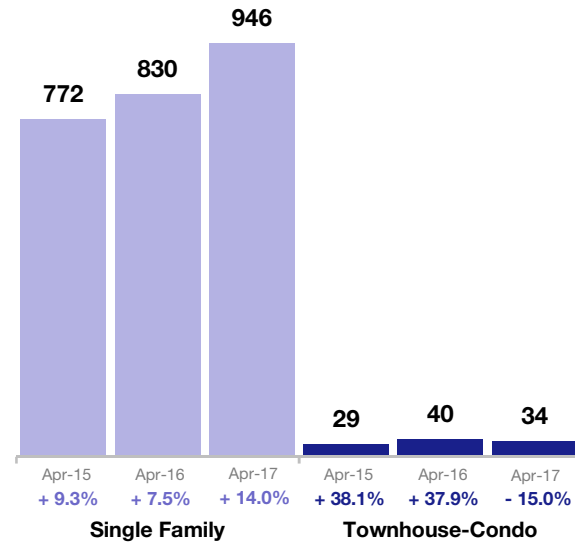
Pending Sales



April

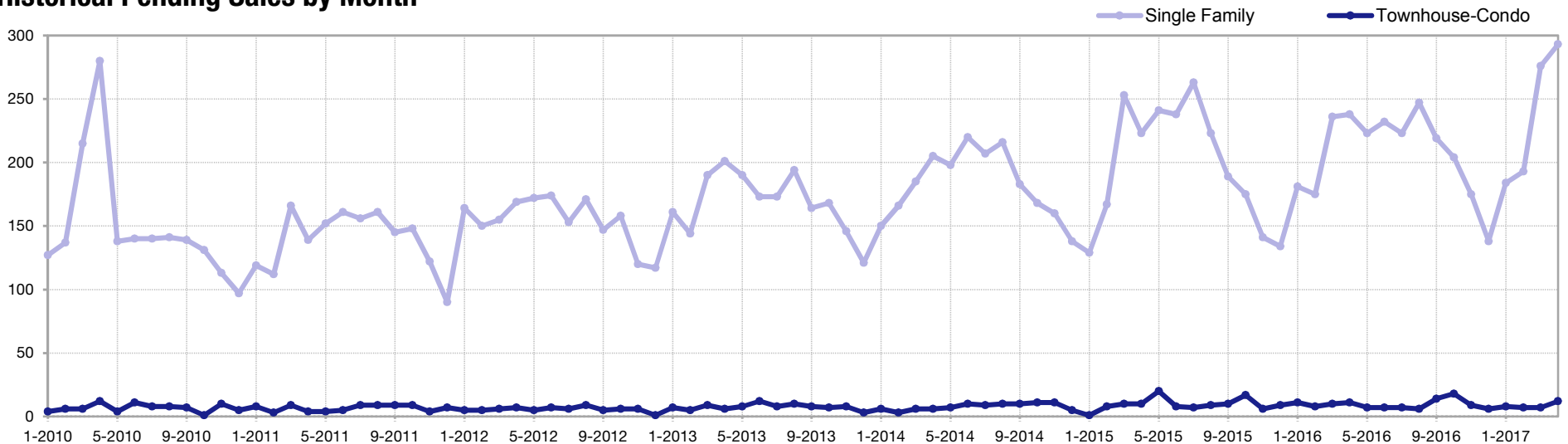


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2016	223	-7.5%	7	-65.0%
Jun-2016	232	-2.5%	7	-12.5%
Jul-2016	223	-15.2%	7	0.0%
Aug-2016	247	+10.8%	6	-33.3%
Sep-2016	219	+15.9%	14	+40.0%
Oct-2016	204	+16.6%	18	+5.9%
Nov-2016	175	+24.1%	9	+50.0%
Dec-2016	138	+3.0%	6	-33.3%
Jan-2017	184	+1.7%	8	-27.3%
Feb-2017	193	+10.3%	7	-12.5%
Mar-2017	276	+16.9%	7	-30.0%
Apr-2017	293	+23.1%	12	+9.1%

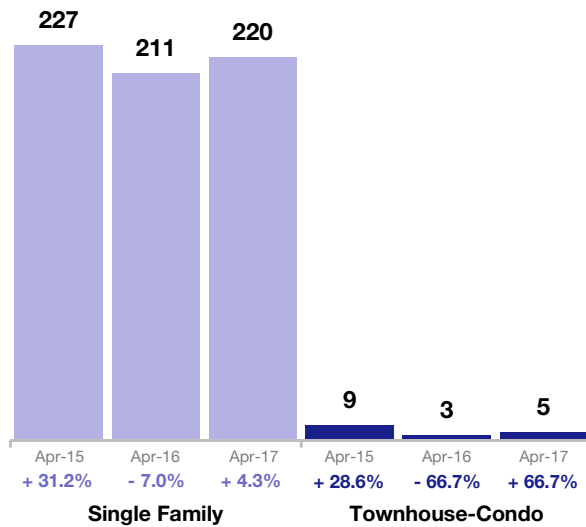
Historical Pending Sales by Month



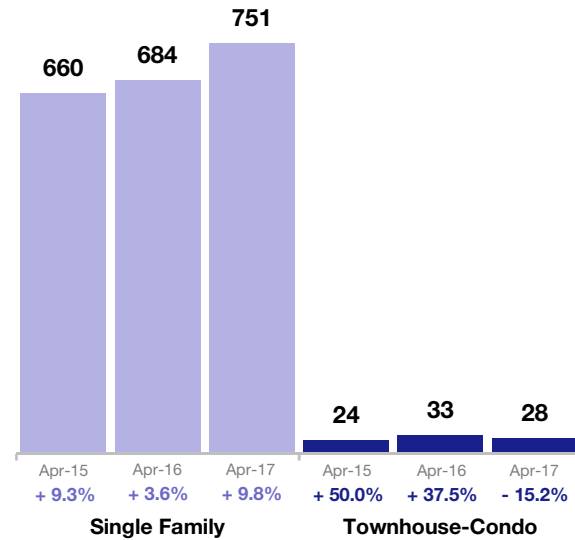
Sold Listings



April

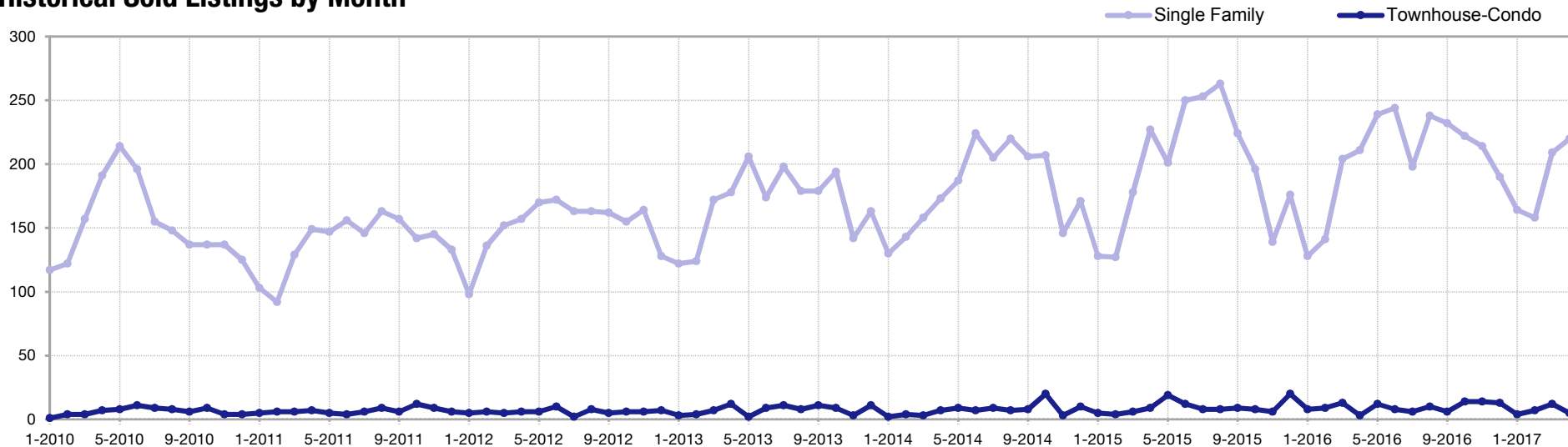


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2016	239	+18.9%	12	-36.8%
Jun-2016	244	-2.4%	8	-33.3%
Jul-2016	198	-21.7%	6	-25.0%
Aug-2016	238	-9.5%	10	+25.0%
Sep-2016	232	+3.6%	6	-33.3%
Oct-2016	222	+13.3%	14	+75.0%
Nov-2016	214	+54.0%	14	+133.3%
Dec-2016	190	+8.0%	13	-35.0%
Jan-2017	164	+28.1%	4	-50.0%
Feb-2017	158	+12.1%	7	-22.2%
Mar-2017	209	+2.5%	12	-7.7%
Apr-2017	220	+4.3%	5	+66.7%

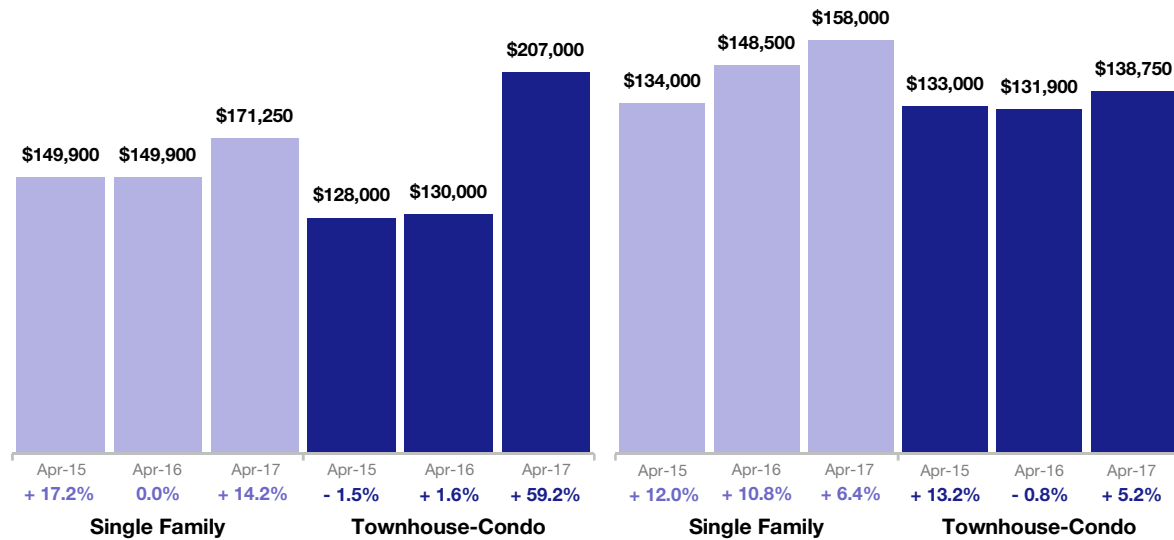
Historical Sold Listings by Month



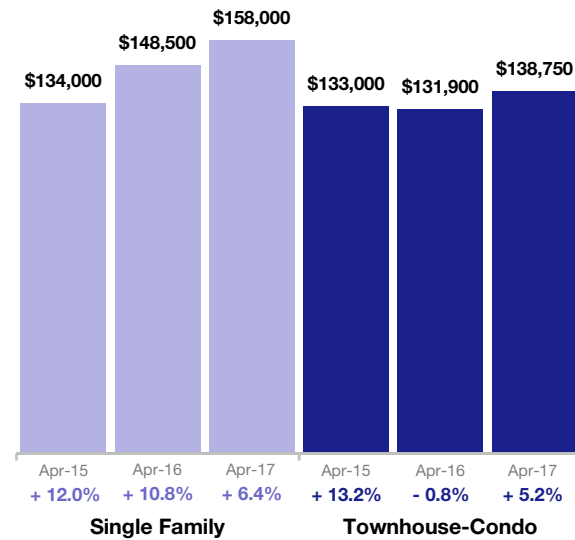
Median Sales Price



April

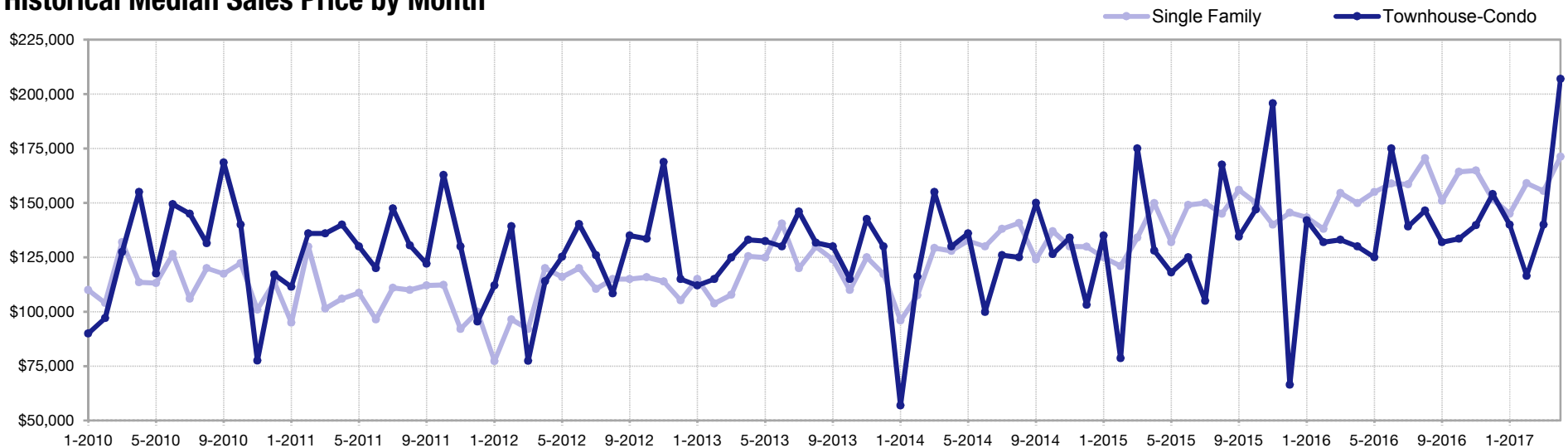


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2016	\$155,000	+17.4%	\$124,950	+5.9%
Jun-2016	\$158,950	+6.7%	\$175,000	+40.0%
Jul-2016	\$158,500	+5.7%	\$139,125	+32.5%
Aug-2016	\$170,500	+17.6%	\$146,450	-12.6%
Sep-2016	\$150,950	-3.2%	\$132,000	-1.9%
Oct-2016	\$164,250	+9.5%	\$133,556	-9.1%
Nov-2016	\$164,900	+17.8%	\$139,700	-28.6%
Dec-2016	\$151,573	+4.2%	\$154,000	+131.6%
Jan-2017	\$145,000	+1.2%	\$140,000	-1.4%
Feb-2017	\$159,000	+15.2%	\$116,500	-11.7%
Mar-2017	\$155,511	+0.7%	\$140,000	+5.3%
Apr-2017	\$171,250	+14.2%	\$207,000	+59.2%

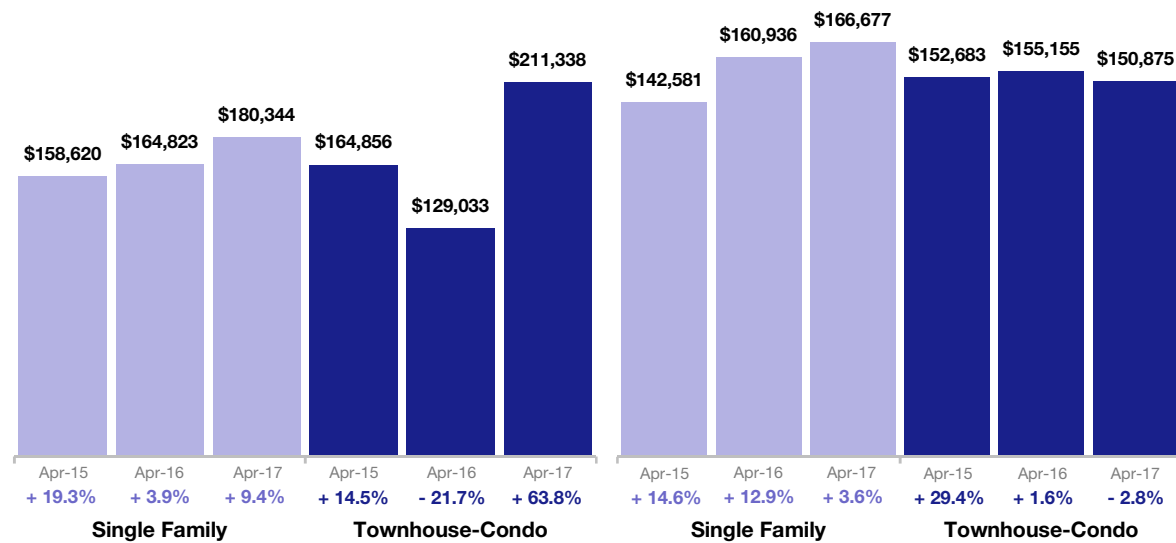
Historical Median Sales Price by Month



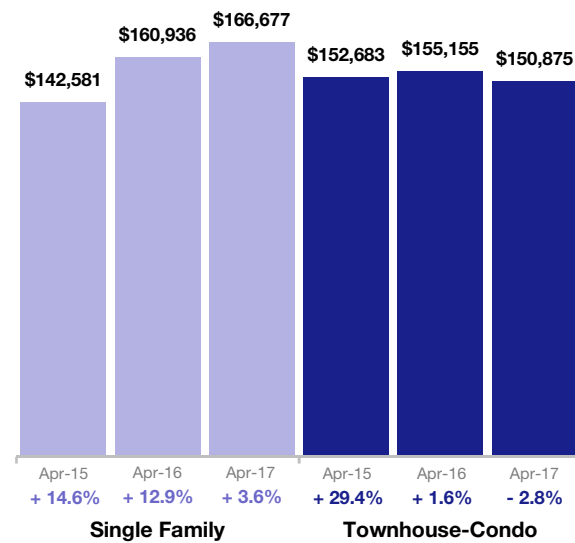
Average Sales Price



April

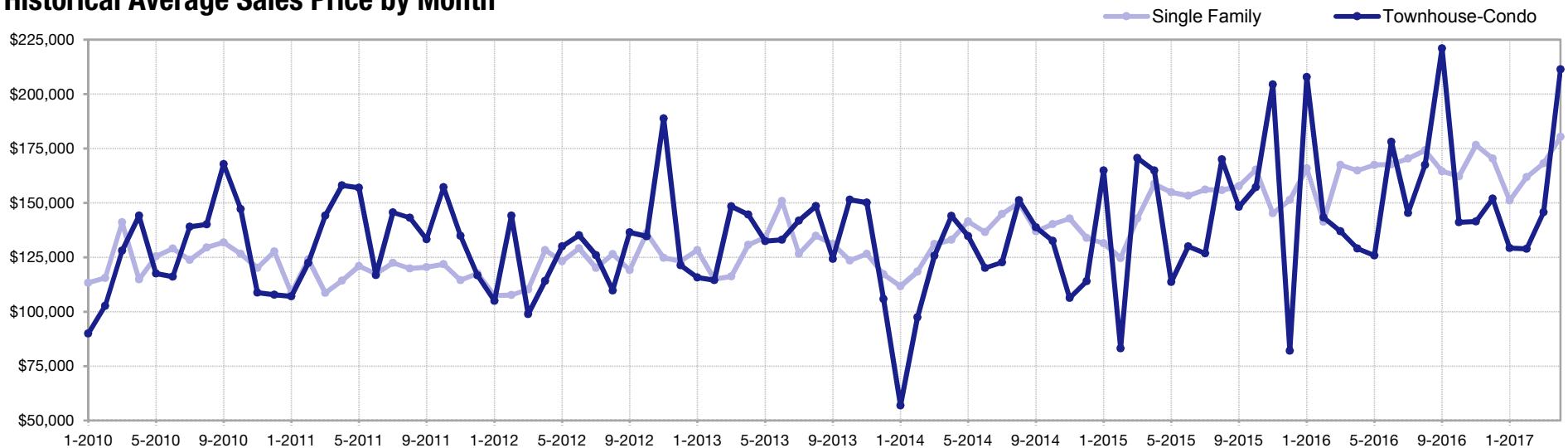


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2016	\$167,468	+8.1%	\$125,825	+10.7%
Jun-2016	\$167,621	+9.4%	\$177,988	+37.0%
Jul-2016	\$170,410	+9.2%	\$145,317	+14.5%
Aug-2016	\$174,154	+11.7%	\$167,490	-1.5%
Sep-2016	\$164,512	+4.3%	\$221,000	+49.2%
Oct-2016	\$162,212	-1.8%	\$141,101	-10.2%
Nov-2016	\$176,631	+21.6%	\$141,399	-30.8%
Dec-2016	\$170,371	+12.6%	\$151,985	+85.3%
Jan-2017	\$151,129	-8.9%	\$129,225	-37.8%
Feb-2017	\$161,805	+14.5%	\$128,857	-10.1%
Mar-2017	\$168,175	+0.5%	\$145,742	+6.4%
Apr-2017	\$180,344	+9.4%	\$211,338	+63.8%

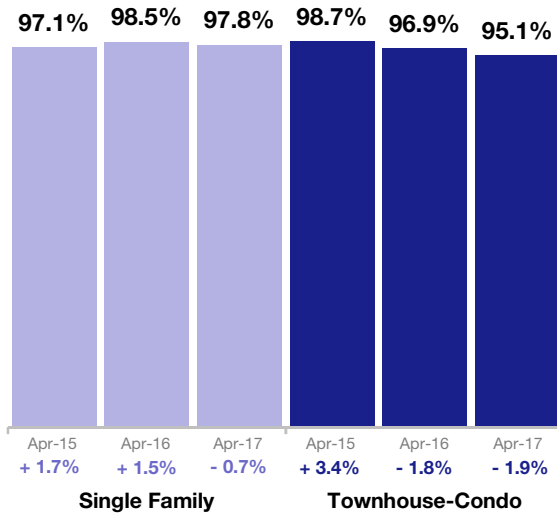
Historical Average Sales Price by Month



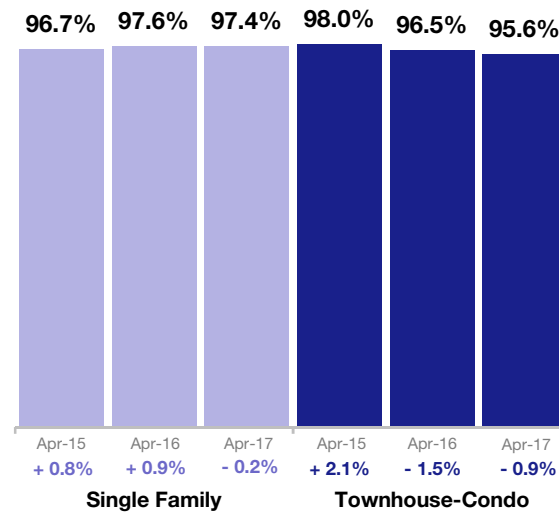
Percent of List Price Received



April

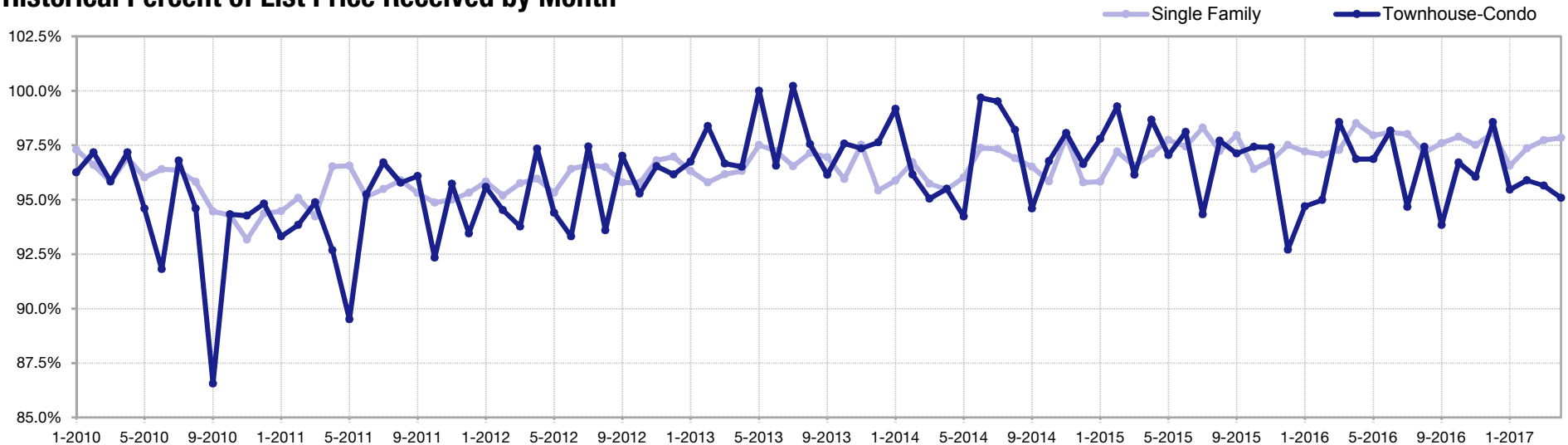


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2016	98.0%	+0.3%	96.9%	-0.1%
Jun-2016	98.1%	+0.7%	98.2%	+0.1%
Jul-2016	98.0%	-0.3%	94.7%	+0.4%
Aug-2016	97.2%	0.0%	97.4%	-0.3%
Sep-2016	97.6%	-0.4%	93.8%	-3.4%
Oct-2016	97.9%	+1.6%	96.7%	-0.7%
Nov-2016	97.5%	+0.7%	96.0%	-1.4%
Dec-2016	98.1%	+0.6%	98.6%	+6.4%
Jan-2017	96.6%	-0.6%	95.5%	+0.8%
Feb-2017	97.4%	+0.3%	95.9%	+0.9%
Mar-2017	97.7%	+0.4%	95.6%	-3.0%
Apr-2017	97.8%	-0.7%	95.1%	-1.9%

Historical Percent of List Price Received by Month

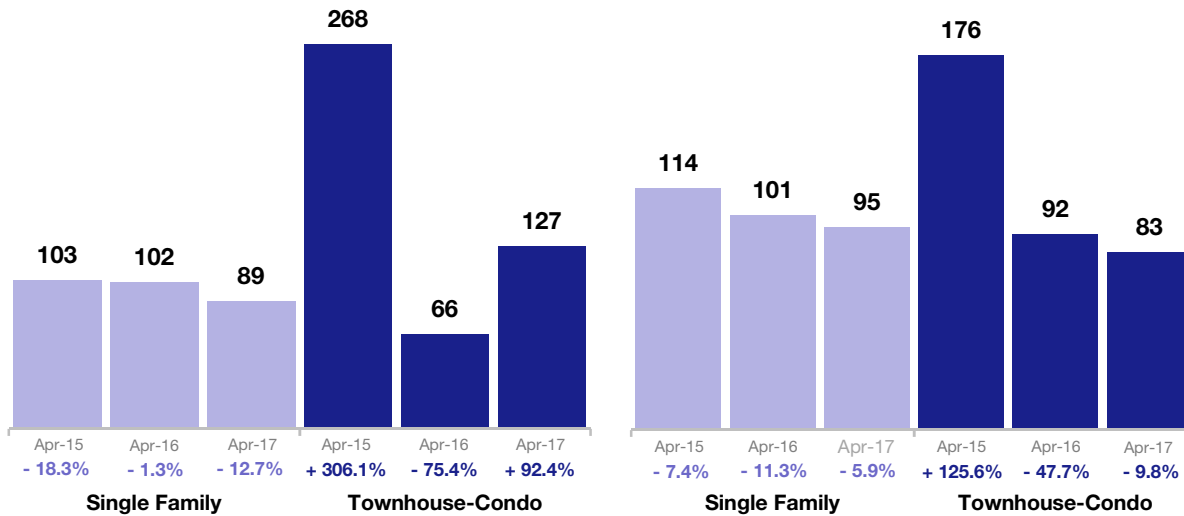


Days on Market Until Sale



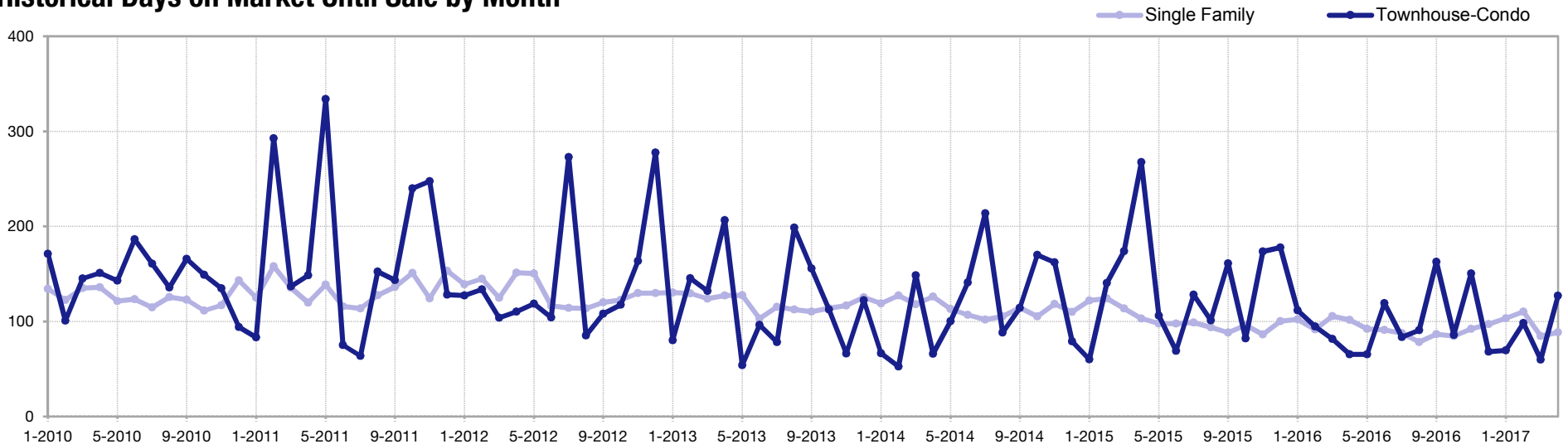
April

Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2016	92	-6.1%	66	-37.7%
Jun-2016	91	-7.1%	119	+72.5%
Jul-2016	88	-11.1%	84	-34.4%
Aug-2016	78	-17.0%	91	-9.9%
Sep-2016	87	-1.1%	163	+1.2%
Oct-2016	85	-11.5%	86	+4.9%
Nov-2016	92	+7.0%	150	-13.8%
Dec-2016	97	-3.0%	68	-61.8%
Jan-2017	103	+1.0%	70	-37.5%
Feb-2017	110	+19.6%	98	+3.2%
Mar-2017	85	-19.8%	60	-26.8%
Apr-2017	89	-12.7%	127	+92.4%

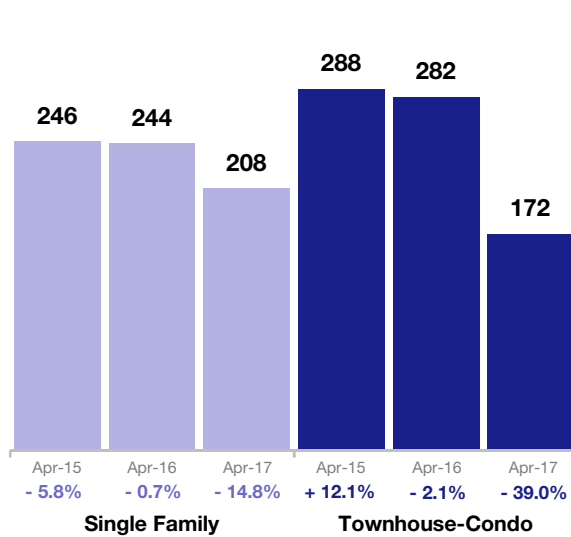
Historical Days on Market Until Sale by Month



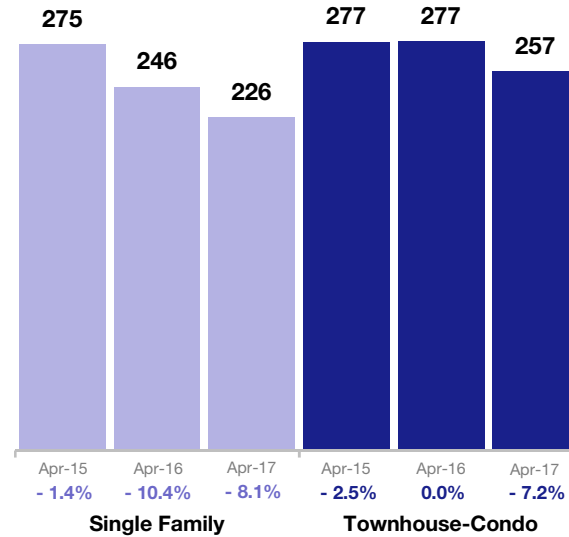
Housing Affordability Index



April

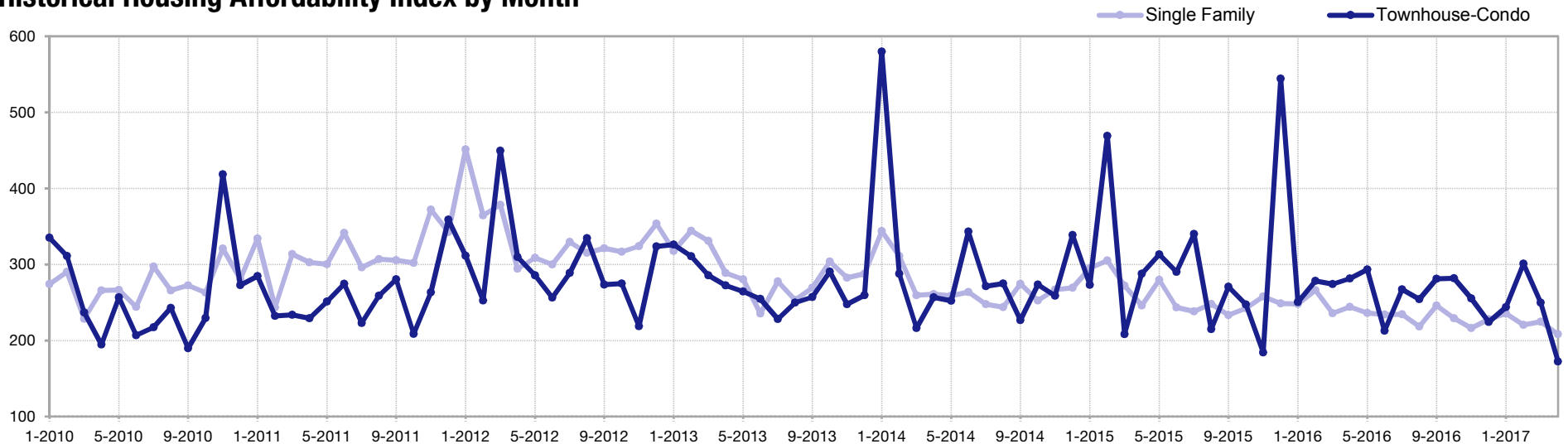


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2016	236	-15.7%	293	-6.4%
Jun-2016	234	-4.1%	213	-26.6%
Jul-2016	234	-1.7%	267	-21.5%
Aug-2016	218	-12.1%	254	+18.1%
Sep-2016	246	+5.6%	281	+3.7%
Oct-2016	229	-5.4%	282	+14.2%
Nov-2016	216	-16.3%	255	+38.6%
Dec-2016	228	-8.4%	224	-58.8%
Jan-2017	235	-5.2%	244	-2.4%
Feb-2017	221	-16.9%	301	+7.9%
Mar-2017	225	-4.7%	250	-8.8%
Apr-2017	208	-14.8%	172	-39.0%

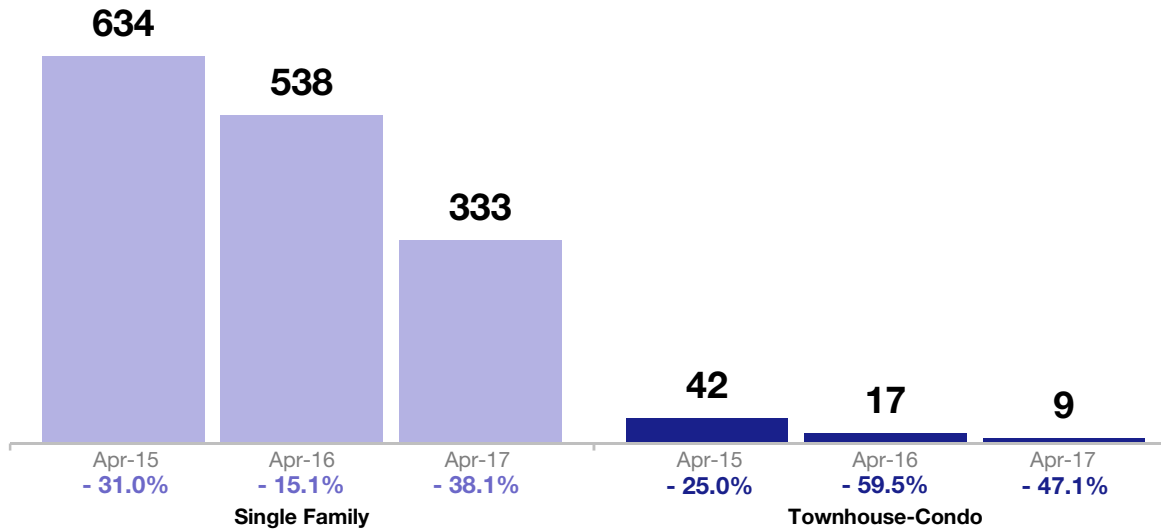
Historical Housing Affordability Index by Month



Inventory of Active Listings

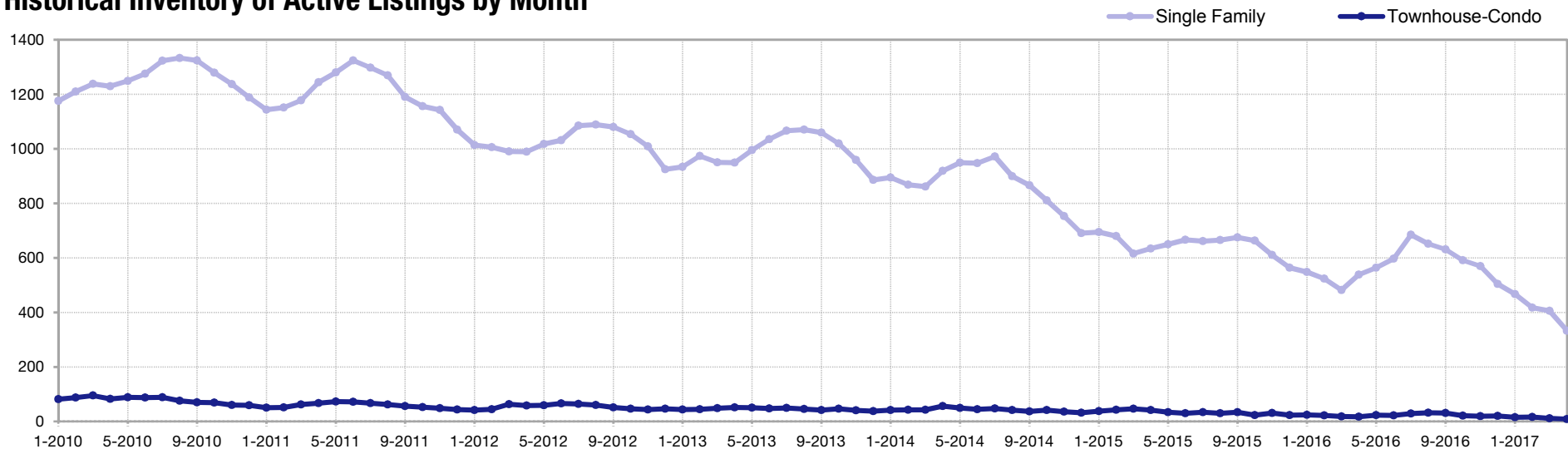


April



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2016	564	-13.2%	23	-32.4%
Jun-2016	597	-10.4%	22	-26.7%
Jul-2016	685	+3.6%	29	-14.7%
Aug-2016	652	-2.0%	32	+6.7%
Sep-2016	631	-6.5%	31	-8.8%
Oct-2016	591	-10.9%	21	-8.7%
Nov-2016	570	-6.7%	19	-38.7%
Dec-2016	504	-10.6%	20	-13.0%
Jan-2017	467	-14.8%	15	-37.5%
Feb-2017	417	-20.4%	16	-27.3%
Mar-2017	406	-15.8%	12	-33.3%
Apr-2017	333	-38.1%	9	-47.1%

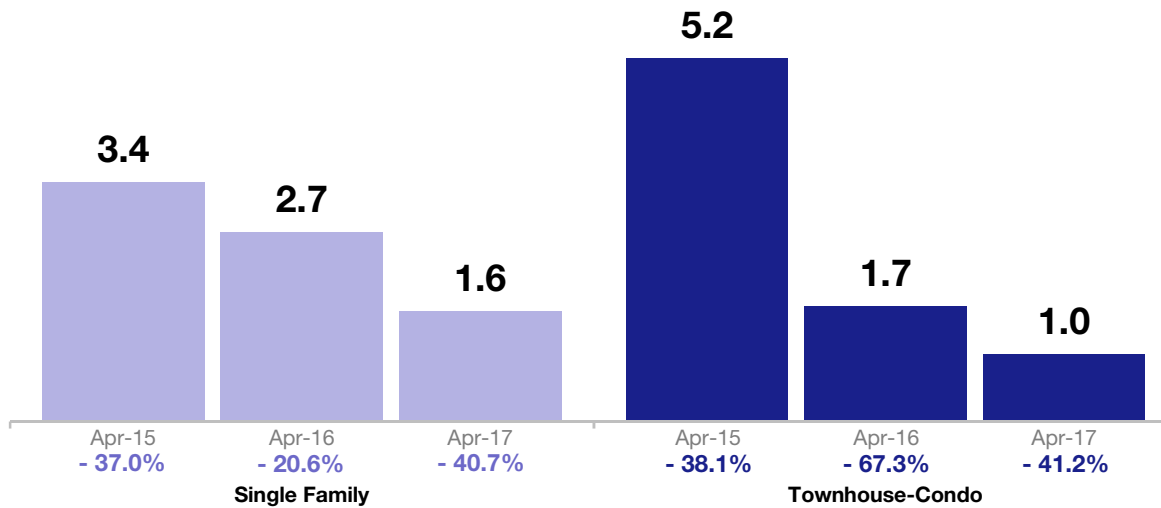
Historical Inventory of Active Listings by Month



Months Supply of Inventory

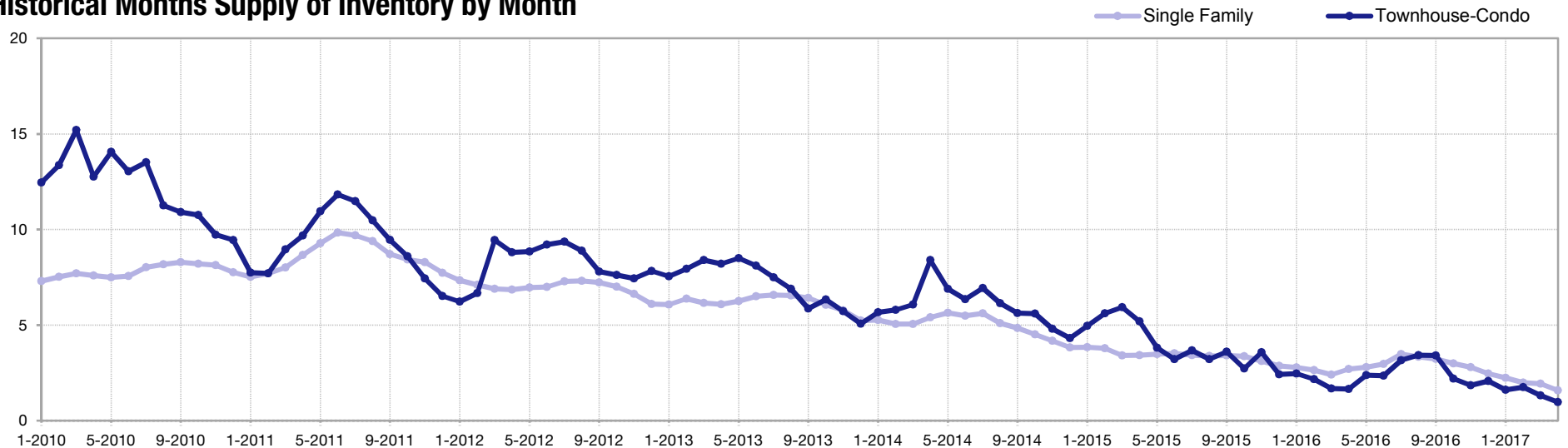


April



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2016	2.8	-20.0%	2.4	-36.8%
Jun-2016	3.0	-14.3%	2.4	-25.0%
Jul-2016	3.5	+2.9%	3.2	-13.5%
Aug-2016	3.3	-2.9%	3.4	+6.3%
Sep-2016	3.2	-5.9%	3.4	-5.6%
Oct-2016	3.0	-11.8%	2.2	-18.5%
Nov-2016	2.8	-9.7%	1.9	-47.2%
Dec-2016	2.5	-13.8%	2.1	-12.5%
Jan-2017	2.2	-21.4%	1.6	-36.0%
Feb-2017	2.0	-23.1%	1.7	-22.7%
Mar-2017	1.9	-20.8%	1.3	-23.5%
Apr-2017	1.6	-40.7%	1.0	-41.2%

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.



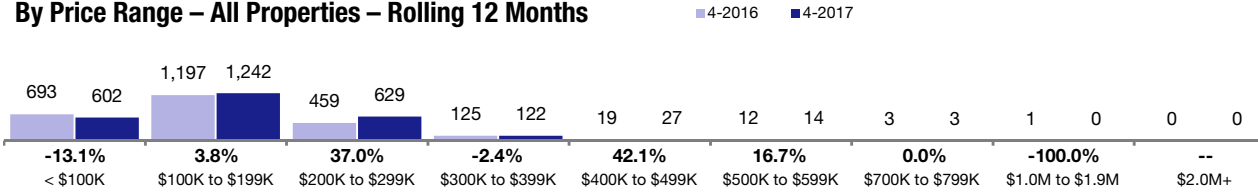
Key Metrics	Historical Sparkbars	4-2016	4-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		344	292	- 15.1%	1,030	1,031	+ 0.1%
Pending Sales		249	305	+ 22.5%	870	980	+ 12.6%
Sold Listings		214	225	+ 5.1%	717	779	+ 8.6%
Median Sales Price		\$147,750	\$172,500	+ 16.8%	\$145,200	\$157,000	+ 8.1%
Avg. Sales Price		\$164,321	\$181,033	+ 10.2%	\$160,670	\$166,109	+ 3.4%
Pct. of List Price Received		98.5%	97.8%	- 0.7%	97.6%	97.4%	- 0.2%
Days on Market		101	89	- 11.9%	101	95	- 5.9%
Affordability Index		248	207	- 16.5%	252	227	- 9.9%
Active Listings		555	342	- 38.4%	--	--	--
Months Supply		2.7	1.6	- 40.7%	--	--	--

Sold Listings

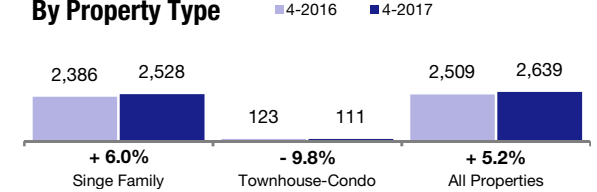
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	4-2016	4-2017	Change	4-2016	4-2017	Change
\$99,999 and Below	655	574	-12.4%	38	28	-26.3%
\$100,000 to \$199,999	1,124	1,181	+5.1%	73	61	-16.4%
\$200,000 to \$299,999	451	610	+35.3%	8	19	+137.5%
\$300,000 to \$399,999	123	120	-2.4%	2	2	0.0%
\$400,000 to \$499,999	18	27	+50.0%	1	0	-100.0%
\$500,000 to \$699,999	11	13	+18.2%	1	1	0.0%
\$700,000 to \$999,999	3	3	0.0%	0	0	--
\$1,000,000 to \$1,999,999	1	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,386	2,528	+6.0%	123	111	-9.8%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2017	4-2017	Change	3-2017	4-2017	Change
\$99,999 and Below	38	43	+13.2%	4	0	-100.0%
\$100,000 to \$199,999	108	98	-9.3%	5	2	-60.0%
\$200,000 to \$299,999	50	60	+20.0%	2	2	0.0%
\$300,000 to \$399,999	12	14	+16.7%	1	1	0.0%
\$400,000 to \$499,999	1	2	+100.0%	0	0	--
\$500,000 to \$699,999	0	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	--
All Price Ranges	209	220	+5.3%	12	5	-58.3%

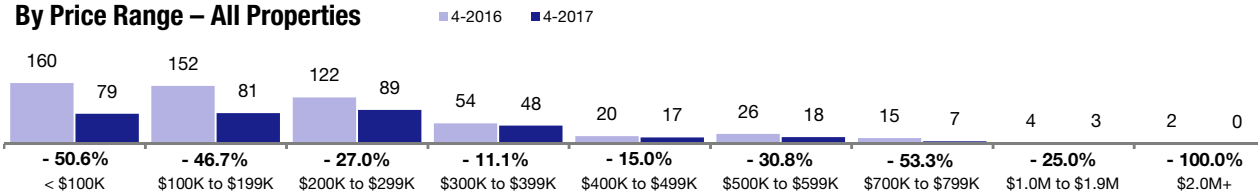
Year to Date

By Price Range	Single Family			Condo		
	4-2016	4-2017	Change	4-2016	4-2017	Change
\$99,999 and Below	168	176	+4.8%	7	8	+14.3%
\$100,000 to \$199,999	342	348	+1.8%	21	13	-38.1%
\$200,000 to \$299,999	128	180	+40.6%	3	5	+66.7%
\$300,000 to \$399,999	34	39	+14.7%	0	2	--
\$400,000 to \$499,999	4	5	+25.0%	1	0	-100.0%
\$500,000 to \$699,999	6	3	-50.0%	1	0	-100.0%
\$700,000 to \$999,999	1	0	-100.0%	0	0	--
\$1,000,000 to \$1,999,999	1	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	684	751	+9.8%	33	28	-15.2%

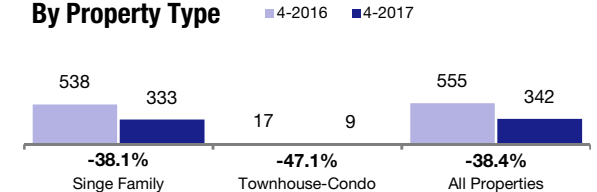
Inventory of Active Listings

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		
	4-2016	4-2017	Change	4-2016	4-2017	Change
\$99,999 and Below	154	79	-48.7%	6	0	-100.0%
\$100,000 to \$199,999	148	76	-48.6%	4	5	+25.0%
\$200,000 to \$299,999	117	87	-25.6%	5	2	-60.0%
\$300,000 to \$399,999	53	46	-13.2%	1	2	+100.0%
\$400,000 to \$499,999	20	17	-15.0%	0	0	--
\$500,000 to \$699,999	25	18	-28.0%	1	0	-100.0%
\$700,000 to \$999,999	15	7	-53.3%	0	0	--
\$1,000,000 to \$1,999,999	4	3	-25.0%	0	0	--
\$2,000,000 and Above	2	0	-100.0%	0	0	--
All Price Ranges	538	333	-38.1%	17	9	-47.1%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2017	4-2017	Change	3-2017	4-2017	Change
\$99,999 and Below	107	79	-26.2%	1	0	-100.0%
\$100,000 to \$199,999	106	76	-28.3%	5	5	0.0%
\$200,000 to \$299,999	89	87	-2.2%	3	2	-33.3%
\$300,000 to \$399,999	56	46	-17.9%	3	2	-33.3%
\$400,000 to \$499,999	16	17	+6.3%	0	0	--
\$500,000 to \$699,999	16	18	+12.5%	0	0	--
\$700,000 to \$999,999	8	7	-12.5%	0	0	--
\$1,000,000 to \$1,999,999	7	3	-57.1%	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
All Price Ranges	406	333	-18.0%	12	9	-25.0%

Year to Date

By Price Range	Single Family			Condo		
	4-2016	4-2017	Change	4-2016	4-2017	Change
\$99,999 and Below	168	176	+4.8%	7	8	+14.3%
\$100,000 to \$199,999	342	348	+1.8%	21	13	-38.1%
\$200,000 to \$299,999	128	180	+40.6%	3	5	+66.7%
\$300,000 to \$399,999	34	39	+14.7%	0	2	--
\$400,000 to \$499,999	4	5	+25.0%	1	0	-100.0%
\$500,000 to \$699,999	6	3	-50.0%	1	0	-100.0%
\$700,000 to \$999,999	1	0	-100.0%	0	0	--
\$1,000,000 to \$1,999,999	1	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	684	751	+9.8%	33	28	-15.2%

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 April 2017

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Pueblo County

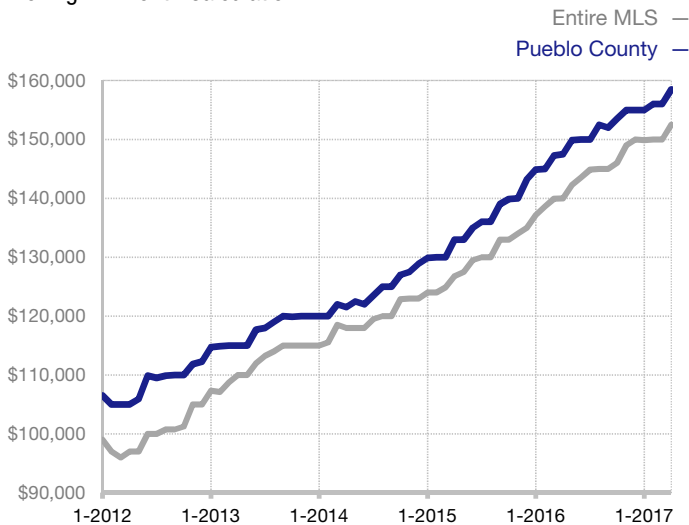
Single Family Key Metrics	April			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 04-2016	Thru 04-2017	Percent Change from Previous Year
New Listings	330	284	- 13.9%	993	999	+ 0.6%
Sold Listings	214	218	+ 1.9%	687	747	+ 8.7%
Median Sales Price*	\$150,450	\$173,700	+ 15.5%	\$149,000	\$157,900	+ 6.0%
Average Sales Price*	\$164,741	\$181,465	+ 10.2%	\$161,146	\$166,636	+ 3.4%
Percent of List Price Received*	98.4%	97.8%	- 0.6%	97.6%	97.4%	- 0.2%
Days on Market Until Sale	103	89	- 13.6%	101	95	- 5.9%
Inventory of Homes for Sale	537	334	- 37.8%	--	--	--
Months Supply of Inventory	2.7	1.6	- 40.7%	--	--	--

* 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	April			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 04-2016	Thru 04-2017	Percent Change from Previous Year
New Listings	11	10	- 9.1%	38	27	- 28.9%
Sold Listings	3	5	+ 66.7%	33	28	- 15.2%
Median Sales Price*	\$130,000	\$207,000	+ 59.2%	\$131,900	\$138,750	+ 5.2%
Average Sales Price*	\$129,033	\$211,338	+ 63.8%	\$155,155	\$150,875	- 2.8%
Percent of List Price Received*	96.9%	95.1%	- 1.9%	96.5%	95.6%	- 0.9%
Days on Market Until Sale	66	127	+ 92.4%	92	83	- 9.8%
Inventory of Homes for Sale	17	9	- 47.1%	--	--	--
Months Supply of Inventory	1.7	1.0	- 41.2%	--	--	--

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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 April 2017

A Research Tool Provided by the Colorado Association of REALTORS®



Arkansas Valley/Otero County

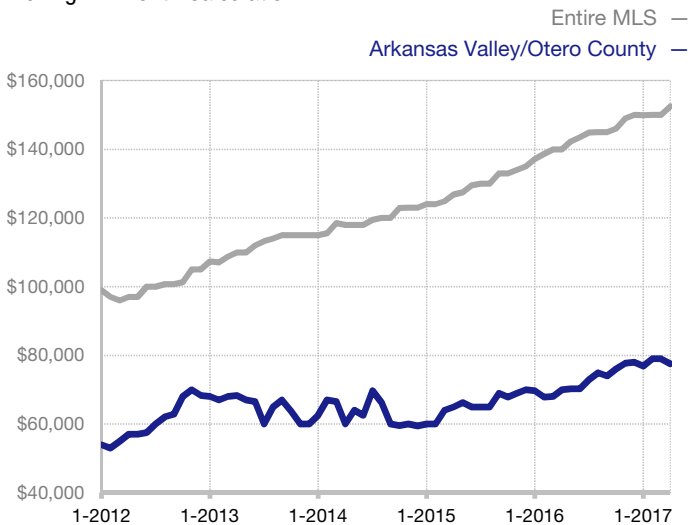
Single Family Key Metrics	April			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 04-2016	Thru 04-2017	Percent Change from Previous Year
New Listings	28	27	- 3.6%	113	116	+ 2.7%
Sold Listings	27	19	- 29.6%	90	82	- 8.9%
Median Sales Price*	\$84,500	\$75,000	- 11.2%	\$76,000	\$75,950	- 0.1%
Average Sales Price*	\$92,589	\$79,845	- 13.8%	\$83,121	\$92,028	+ 10.7%
Percent of List Price Received*	95.1%	93.1%	- 2.1%	94.8%	94.5%	- 0.3%
Days on Market Until Sale	198	106	- 46.5%	182	133	- 26.9%
Inventory of Homes for Sale	134	94	- 29.9%	--	--	--
Months Supply of Inventory	5.1	3.7	- 27.5%	--	--	--

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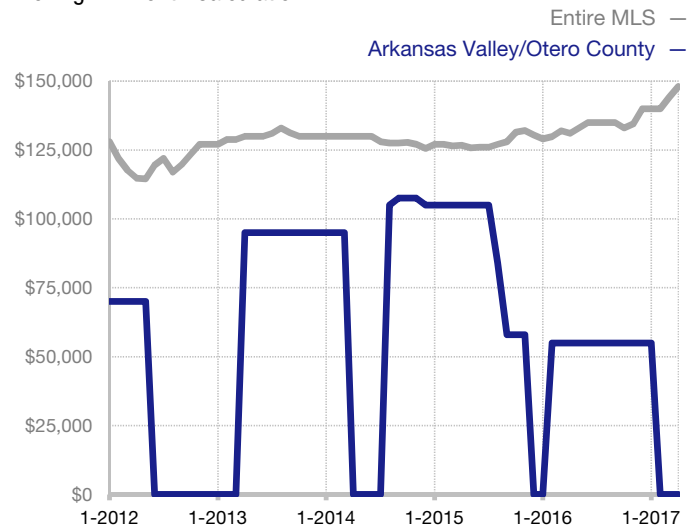
Townhouse-Condo Key Metrics	April			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 04-2016	Thru 04-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$55,000	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$55,000	\$0	- 100.0%
Percent of List Price Received*	0.0%	0.0%	--	91.8%	0.0%	- 100.0%
Days on Market Until Sale	0	0	--	656	0	- 100.0%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for April 2017

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Fowler

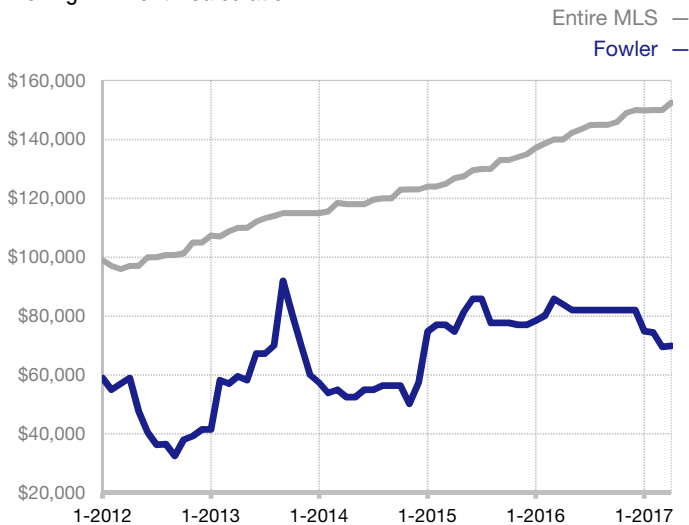
Single Family Key Metrics	April			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 04-2016	Thru 04-2017	Percent Change from Previous Year
New Listings	2	1	- 50.0%	5	8	+ 60.0%
Sold Listings	3	4	+ 33.3%	7	11	+ 57.1%
Median Sales Price*	\$82,000	\$75,450	- 8.0%	\$90,000	\$58,000	- 35.6%
Average Sales Price*	\$82,233	\$74,600	- 9.3%	\$98,392	\$71,636	- 27.2%
Percent of List Price Received*	93.2%	90.6%	- 2.8%	95.3%	92.1%	- 3.4%
Days on Market Until Sale	115	141	+ 22.6%	138	107	- 22.5%
Inventory of Homes for Sale	8	7	- 12.5%	--	--	--
Months Supply of Inventory	4.4	3.4	- 22.7%	--	--	--

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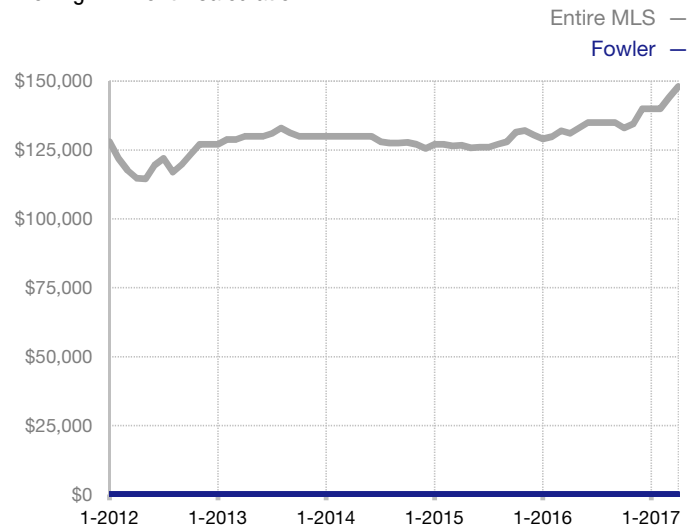
Townhouse-Condo Key Metrics	April			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 04-2016	Thru 04-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 April 2017

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Huerfano County

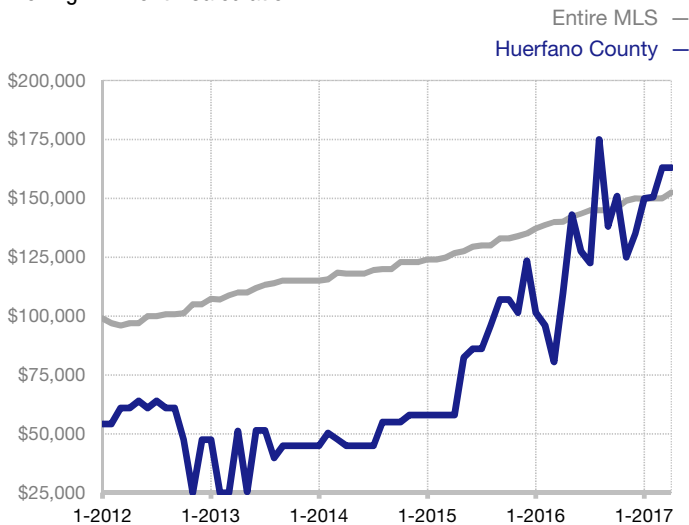
Single Family Key Metrics	April			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 04-2016	Thru 04-2017	Percent Change from Previous Year
New Listings	13	7	- 46.2%	32	33	+ 3.1%
Sold Listings	0	2	--	3	7	+ 133.3%
Median Sales Price*	\$0	\$176,000	--	\$55,000	\$250,000	+ 354.5%
Average Sales Price*	\$0	\$176,000	--	\$44,000	\$278,250	+ 532.4%
Percent of List Price Received*	0.0%	94.4%	--	96.5%	90.9%	- 5.8%
Days on Market Until Sale	0	81	--	205	157	- 23.4%
Inventory of Homes for Sale	47	45	- 4.3%	--	--	--
Months Supply of Inventory	28.2	20.0	- 29.1%	--	--	--

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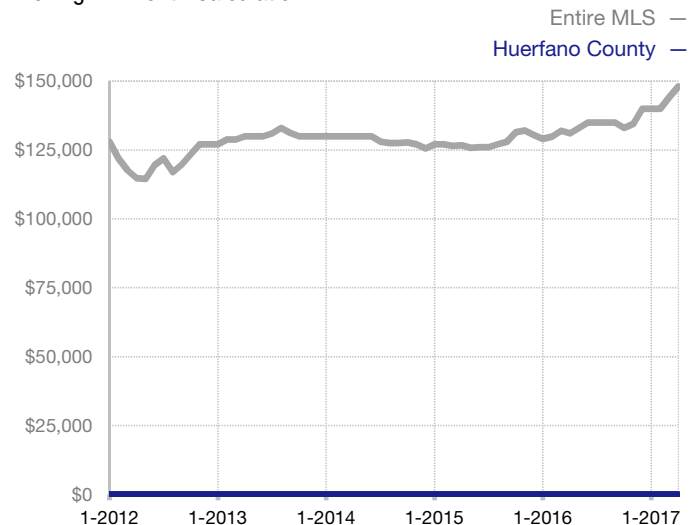
Townhouse-Condo Key Metrics	April			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 04-2016	Thru 04-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	1	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for April 2017

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La Junta

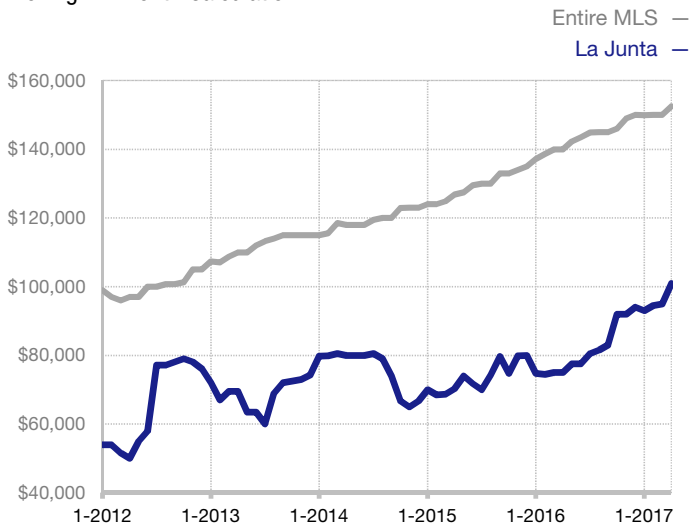
Single Family Key Metrics	April			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 04-2016	Thru 04-2017	Percent Change from Previous Year
New Listings	6	4	- 33.3%	32	26	- 18.8%
Sold Listings	5	4	- 20.0%	21	24	+ 14.3%
Median Sales Price*	\$83,000	\$87,000	+ 4.8%	\$70,000	\$72,500	+ 3.6%
Average Sales Price*	\$77,200	\$95,000	+ 23.1%	\$70,587	\$85,008	+ 20.4%
Percent of List Price Received*	91.9%	90.6%	- 1.4%	93.1%	92.3%	- 0.9%
Days on Market Until Sale	66	57	- 13.6%	160	145	- 9.4%
Inventory of Homes for Sale	34	18	- 47.1%	--	--	--
Months Supply of Inventory	4.5	2.3	- 48.9%	--	--	--

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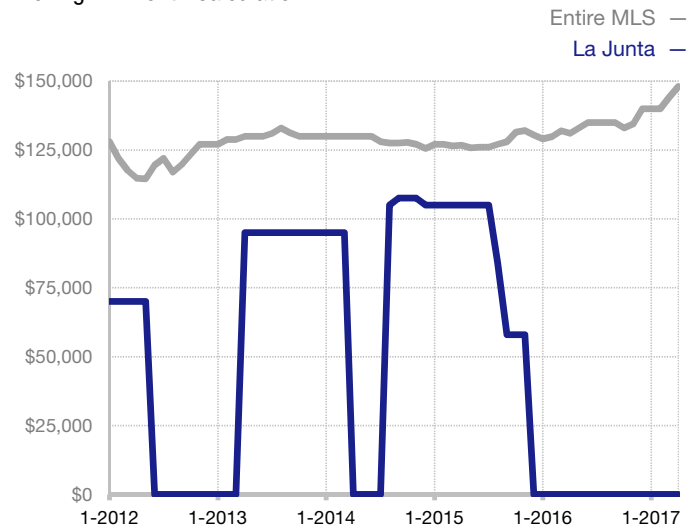
Townhouse-Condo Key Metrics	April			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 04-2016	Thru 04-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 April 2017

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Las Animas

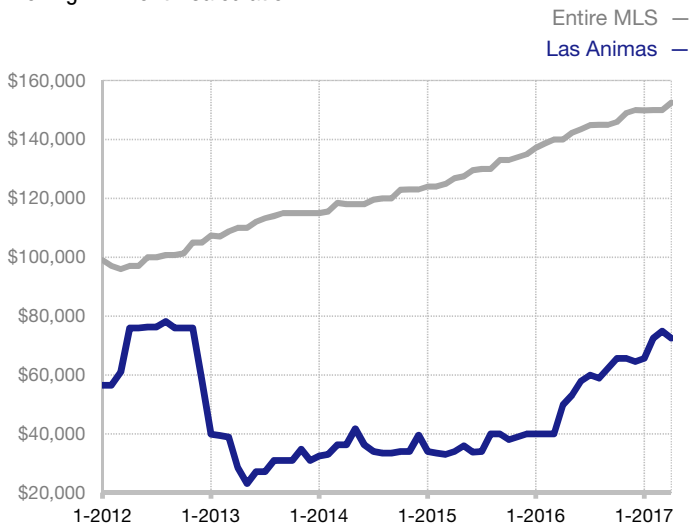
Single Family Key Metrics	April			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 04-2016	Thru 04-2017	Percent Change from Previous Year
New Listings	2	2	0.0%	13	11	- 15.4%
Sold Listings	0	1	--	4	9	+ 125.0%
Median Sales Price*	\$0	\$27,500	--	\$41,450	\$81,000	+ 95.4%
Average Sales Price*	\$0	\$27,500	--	\$43,100	\$88,878	+ 106.2%
Percent of List Price Received*	0.0%	96.5%	--	104.6%	95.1%	- 9.1%
Days on Market Until Sale	0	222	--	136	133	- 2.2%
Inventory of Homes for Sale	9	6	- 33.3%	--	--	--
Months Supply of Inventory	4.0	2.4	- 40.0%	--	--	--

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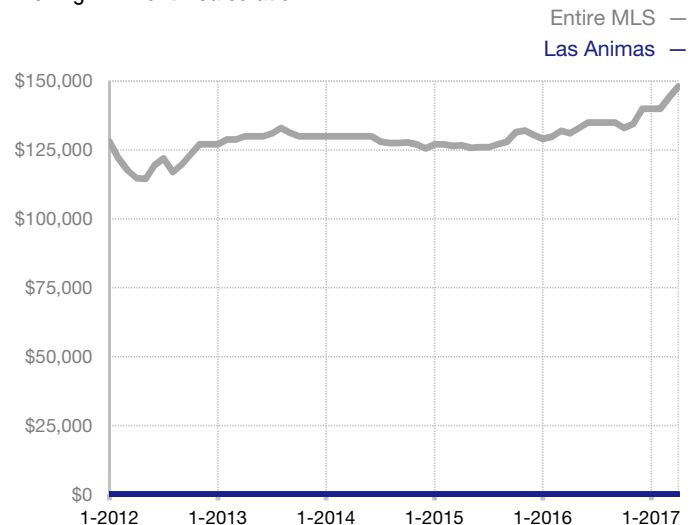
Townhouse-Condo Key Metrics	April			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 04-2016	Thru 04-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 April 2017

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Manzanola

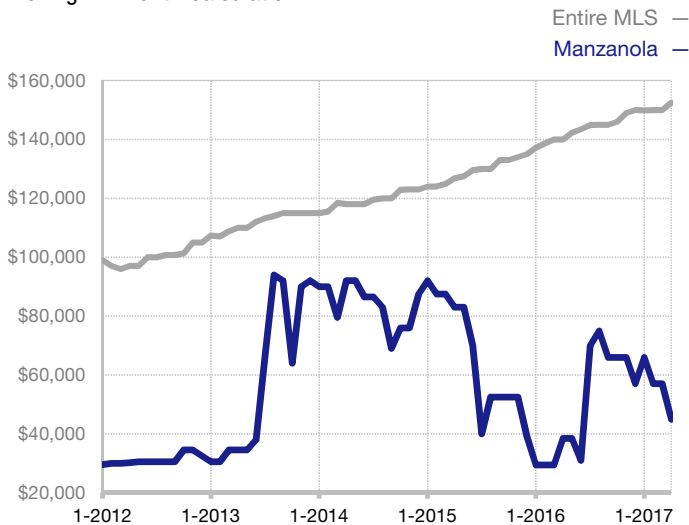
Single Family	April			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 04-2016	Thru 04-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	2	--	1	4	+ 300.0%
Sold Listings	1	0	- 100.0%	2	1	- 50.0%
Median Sales Price*	\$112,000	\$0	- 100.0%	\$93,500	\$76,900	- 17.8%
Average Sales Price*	\$112,000	\$0	- 100.0%	\$93,500	\$76,900	- 17.8%
Percent of List Price Received*	100.9%	0.0%	- 100.0%	97.3%	102.7%	+ 5.5%
Days on Market Until Sale	116	0	- 100.0%	104	161	+ 54.8%
Inventory of Homes for Sale	1	5	+ 400.0%	--	--	--
Months Supply of Inventory	0.7	4.2	+ 500.0%	--	--	--

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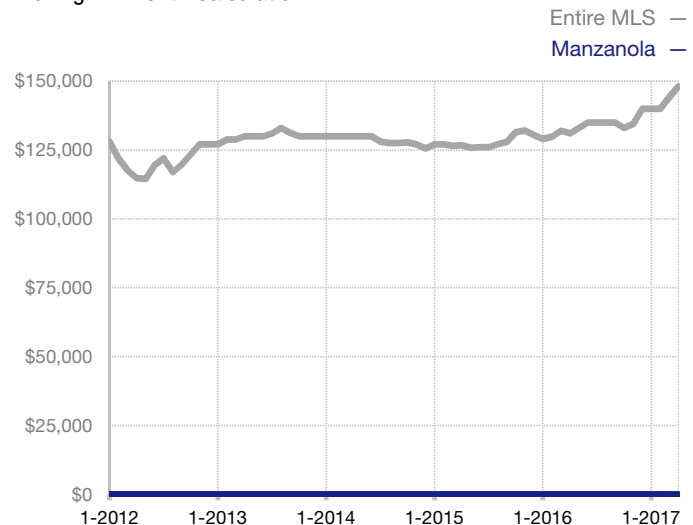
Townhouse-Condo	April			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 04-2016	Thru 04-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 April 2017

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Rocky Ford

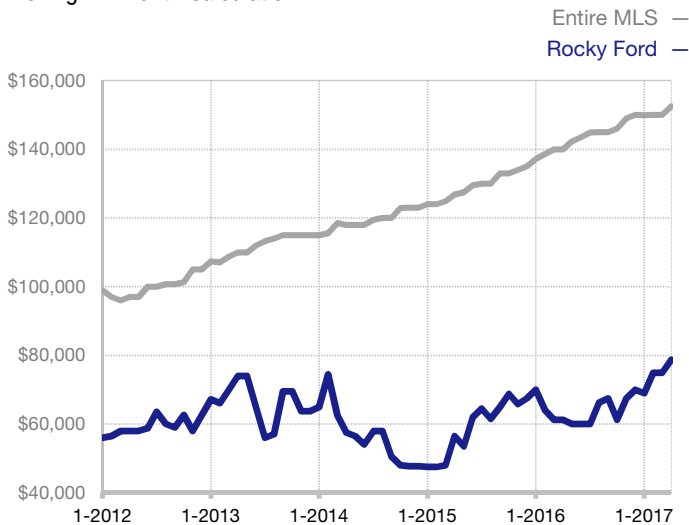
Single Family	April			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 04-2016	Thru 04-2017	Percent Change from Previous Year
Key Metrics						
New Listings	6	3	- 50.0%	19	17	- 10.5%
Sold Listings	6	3	- 50.0%	19	10	- 47.4%
Median Sales Price*	\$62,000	\$119,500	+ 92.7%	\$59,000	\$79,200	+ 34.2%
Average Sales Price*	\$66,667	\$110,400	+ 65.6%	\$83,216	\$98,138	+ 17.9%
Percent of List Price Received*	94.0%	99.1%	+ 5.4%	92.8%	99.2%	+ 6.9%
Days on Market Until Sale	222	105	- 52.7%	206	162	- 21.4%
Inventory of Homes for Sale	26	13	- 50.0%	--	--	--
Months Supply of Inventory	6.0	3.0	- 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	April			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 04-2016	Thru 04-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$55,000	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$55,000	\$0	- 100.0%
Percent of List Price Received*	0.0%	0.0%	--	91.8%	0.0%	- 100.0%
Days on Market Until Sale	0	0	--	656	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

