

# Local Market Update for November 2017

A Research Tool Provided by the Colorado Association of REALTORS®



## Pueblo County

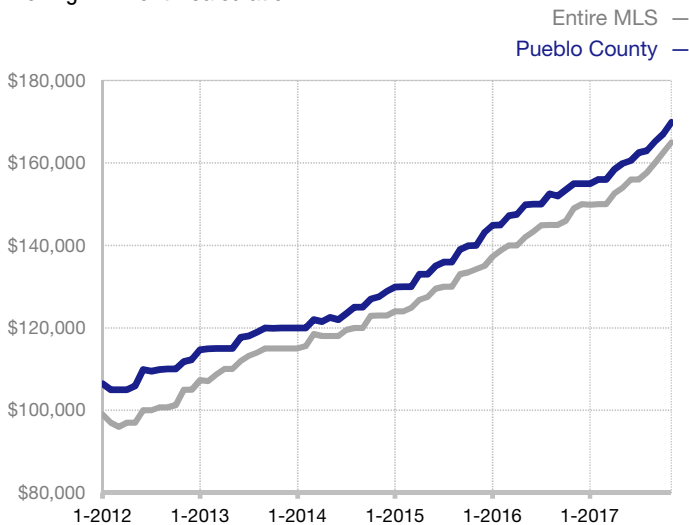
Single Family Key Metrics	November			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 11-2016	Thru 11-2017	Percent Change from Previous Year
New Listings	215	<b>227</b>	+ 5.6%	3,016	<b>3,164</b>	+ 4.9%
Sold Listings	213	<b>223</b>	+ 4.7%	2,275	<b>2,563</b>	+ 12.7%
Median Sales Price*	\$163,950	<b>\$185,000</b>	+ 12.8%	\$155,000	<b>\$170,000</b>	+ 9.7%
Average Sales Price*	\$176,860	<b>\$194,899</b>	+ 10.2%	\$166,674	<b>\$178,847</b>	+ 7.3%
Percent of List Price Received*	97.5%	<b>98.3%</b>	+ 0.8%	97.7%	<b>98.0%</b>	+ 0.3%
Days on Market Until Sale	92	<b>77</b>	- 16.3%	92	<b>83</b>	- 9.8%
Inventory of Homes for Sale	580	<b>408</b>	- 29.7%	--	--	--
Months Supply of Inventory	2.8	<b>1.8</b>	- 35.7%	--	--	--

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

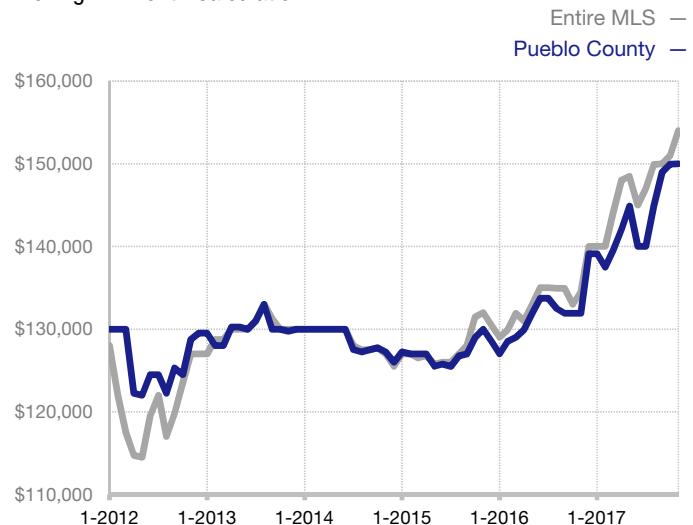
Townhouse-Condo Key Metrics	November			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 11-2016	Thru 11-2017	Percent Change from Previous Year
New Listings	8	<b>6</b>	- 25.0%	115	<b>98</b>	- 14.8%
Sold Listings	14	<b>9</b>	- 35.7%	103	<b>93</b>	- 9.7%
Median Sales Price*	\$139,700	<b>\$168,000</b>	+ 20.3%	\$136,250	<b>\$150,000</b>	+ 10.1%
Average Sales Price*	\$141,399	<b>\$172,906</b>	+ 22.3%	\$154,191	<b>\$162,108</b>	+ 5.1%
Percent of List Price Received*	96.0%	<b>98.0%</b>	+ 2.1%	96.5%	<b>97.3%</b>	+ 0.8%
Days on Market Until Sale	150	<b>61</b>	- 59.3%	102	<b>78</b>	- 23.5%
Inventory of Homes for Sale	20	<b>11</b>	- 45.0%	--	--	--
Months Supply of Inventory	2.0	<b>1.3</b>	- 35.0%	--	--	--

\* 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



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## Arkansas Valley/Otero County

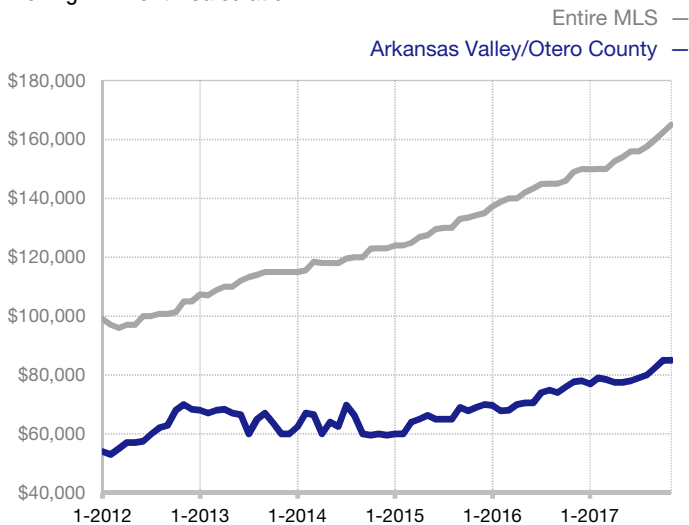
Single Family	November			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 11-2016	Thru 11-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	22	17	- 22.7%	363	337	- 7.2%
Sold Listings	17	20	+ 17.6%	294	283	- 3.7%
Median Sales Price*	\$89,000	<b>\$96,500</b>	+ 8.4%	\$79,000	<b>\$90,000</b>	+ 13.9%
Average Sales Price*	\$128,415	<b>\$102,715</b>	- 20.0%	\$86,441	<b>\$105,049</b>	+ 21.5%
Percent of List Price Received*	94.5%	<b>95.3%</b>	+ 0.8%	94.7%	<b>94.2%</b>	- 0.5%
Days on Market Until Sale	214	<b>116</b>	- 45.8%	163	<b>137</b>	- 16.0%
Inventory of Homes for Sale	120	<b>68</b>	- 43.3%	--	--	--
Months Supply of Inventory	4.4	<b>2.7</b>	- 38.6%	--	--	--

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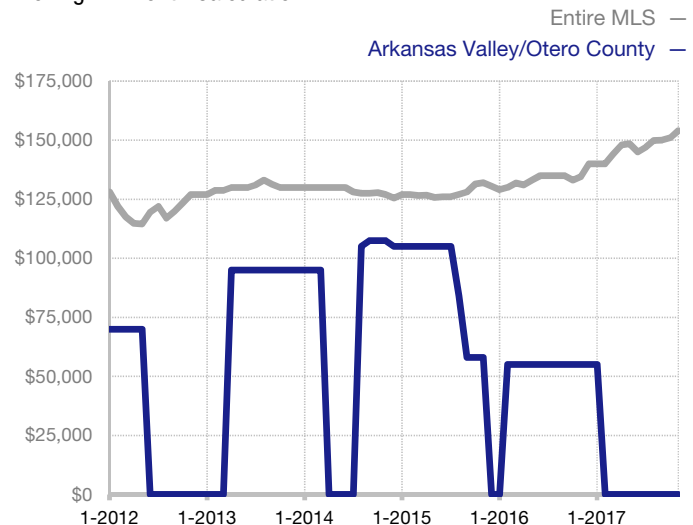
Townhouse-Condo	November			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 11-2016	Thru 11-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	<b>\$0</b>	--	\$55,000	<b>\$0</b>	- 100.0%
Average Sales Price*	\$0	<b>\$0</b>	--	\$55,000	<b>\$0</b>	- 100.0%
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	91.8%	<b>0.0%</b>	- 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	<b>0.0</b>	--	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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



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## Fowler

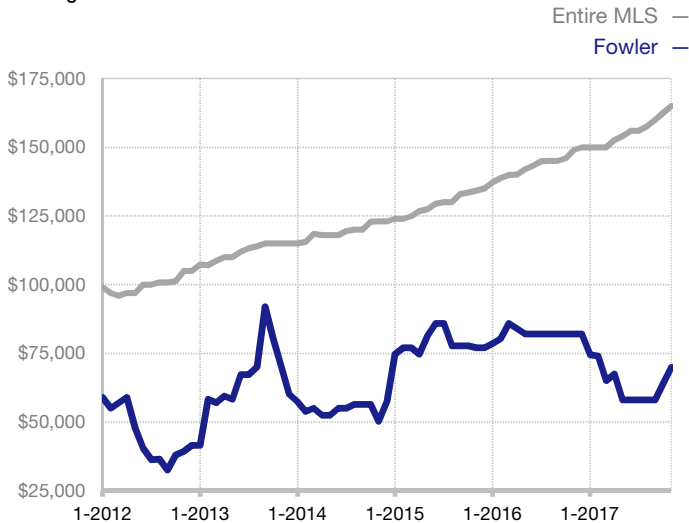
Single Family	November			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 11-2016	Thru 11-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	3	1	- 66.7%	26	24	- 7.7%
Sold Listings	1	0	- 100.0%	20	20	0.0%
Median Sales Price*	\$56,750	\$0	- 100.0%	\$82,000	\$63,950	- 22.0%
Average Sales Price*	\$56,750	\$0	- 100.0%	\$86,450	\$85,093	- 1.6%
Percent of List Price Received*	101.3%	0.0%	- 100.0%	95.1%	92.4%	- 2.8%
Days on Market Until Sale	155	0	- 100.0%	166	117	- 29.5%
Inventory of Homes for Sale	12	8	- 33.3%	--	--	--
Months Supply of Inventory	6.9	3.4	- 50.7%	--	--	--

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

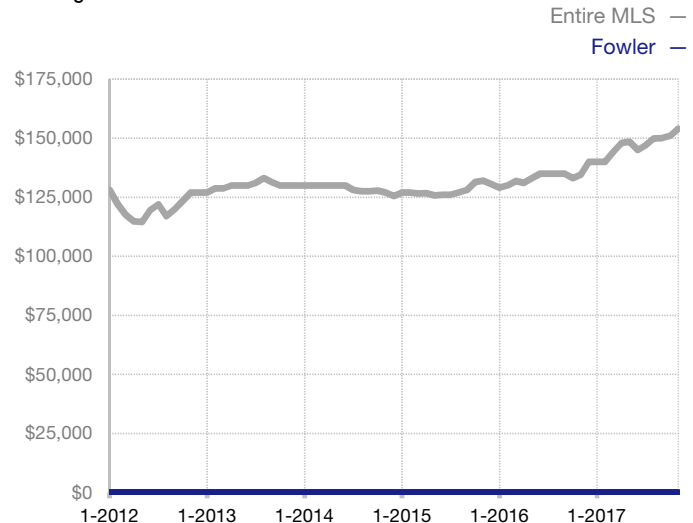
Townhouse-Condo	November			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 11-2016	Thru 11-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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



# Local Market Update for November 2017

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## Huerfano County

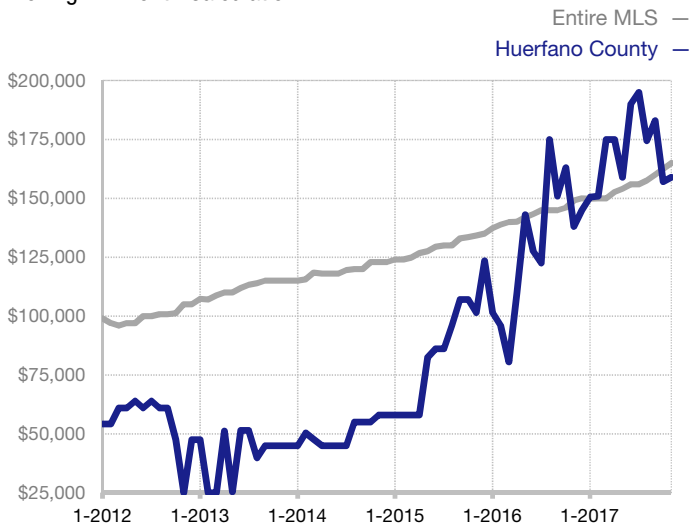
Single Family	November			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 11-2016	Thru 11-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	6	6	0.0%	86	99	+ 15.1%
Sold Listings	3	5	+ 66.7%	20	33	+ 65.0%
Median Sales Price*	\$54,325	<b>\$134,000</b>	+ 146.7%	\$125,000	<b>\$165,000</b>	+ 32.0%
Average Sales Price*	\$54,325	<b>\$165,400</b>	+ 204.5%	\$160,218	<b>\$212,958</b>	+ 32.9%
Percent of List Price Received*	95.9%	<b>94.9%</b>	- 1.0%	93.3%	<b>95.8%</b>	+ 2.7%
Days on Market Until Sale	132	<b>128</b>	- 3.0%	149	<b>161</b>	+ 8.1%
Inventory of Homes for Sale	60	<b>67</b>	+ 11.7%	--	--	--
Months Supply of Inventory	28.6	<b>21.7</b>	- 24.1%	--	--	--

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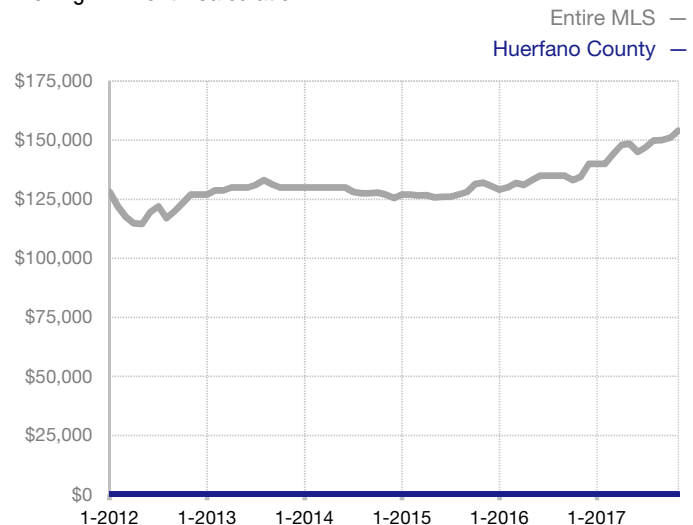
Townhouse-Condo	November			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 11-2016	Thru 11-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	2	1	- 50.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales 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	2	1	- 50.0%	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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Rolling 12-Month Calculation



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## La Junta

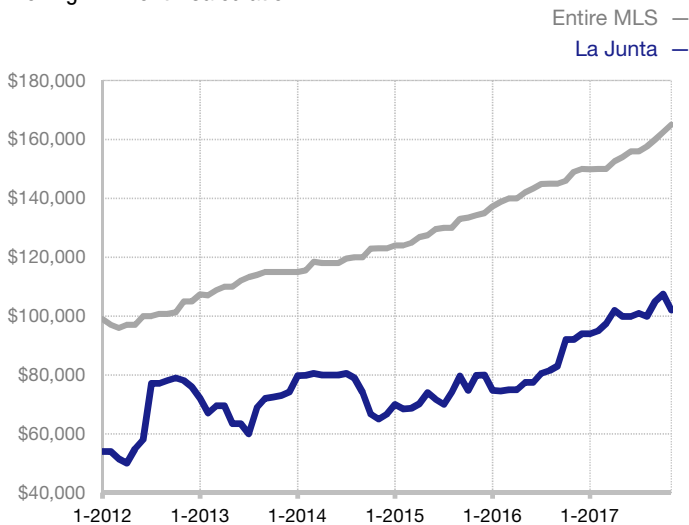
Single Family Key Metrics	November			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 11-2016	Thru 11-2017	Percent Change from Previous Year
New Listings	4	6	+ 50.0%	101	81	- 19.8%
Sold Listings	6	3	- 50.0%	84	74	- 11.9%
Median Sales Price*	\$232,500	<b>\$54,500</b>	- 76.6%	\$93,000	<b>\$100,500</b>	+ 8.1%
Average Sales Price*	\$213,650	<b>\$51,587</b>	- 75.9%	\$99,287	<b>\$107,744</b>	+ 8.5%
Percent of List Price Received*	95.1%	<b>104.9%</b>	+ 10.3%	95.7%	<b>93.6%</b>	- 2.2%
Days on Market Until Sale	243	95	- 60.9%	142	147	+ 3.5%
Inventory of Homes for Sale	30	14	- 53.3%	--	--	--
Months Supply of Inventory	3.9	2.1	- 46.2%	--	--	--

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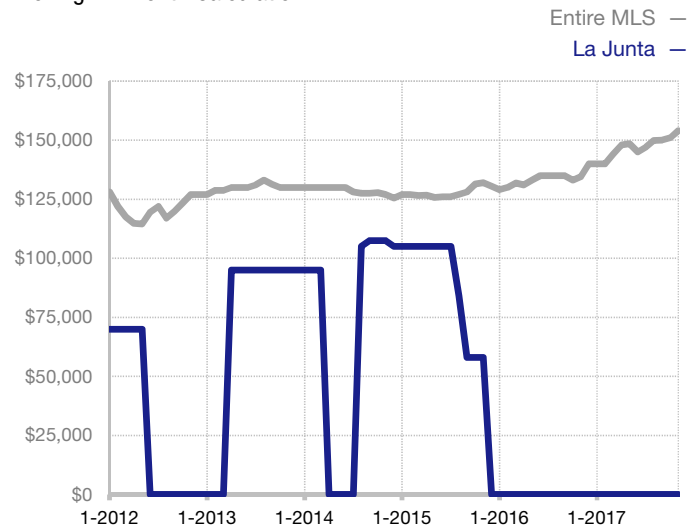
Townhouse-Condo Key Metrics	November			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 11-2016	Thru 11-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</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	0.0	--	--	--	--

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Rolling 12-Month Calculation



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## Las Animas

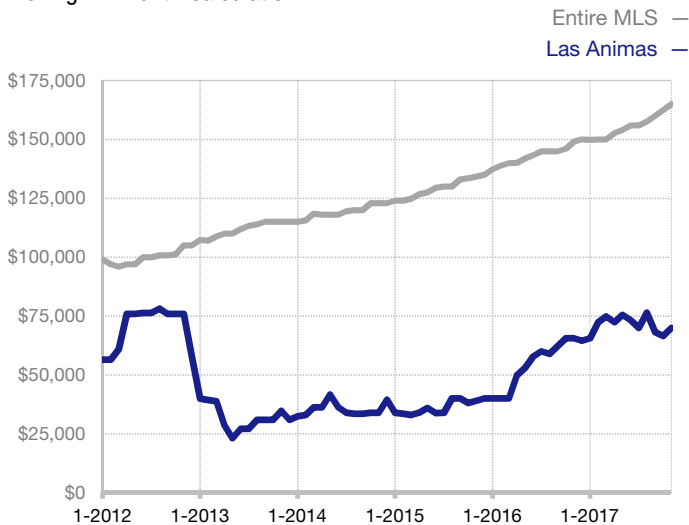
Single Family	November			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 11-2016	Thru 11-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	2	1	- 50.0%	29	31	+ 6.9%
Sold Listings	0	4	--	22	28	+ 27.3%
Median Sales Price*	\$0	\$107,250	--	\$65,585	\$73,250	+ 11.7%
Average Sales Price*	\$0	\$95,375	--	\$74,083	\$78,987	+ 6.6%
Percent of List Price Received*	0.0%	96.4%	--	99.3%	94.7%	- 4.6%
Days on Market Until Sale	0	172	--	147	116	- 21.1%
Inventory of Homes for Sale	8	5	- 37.5%	--	--	--
Months Supply of Inventory	3.0	2.1	- 30.0%	--	--	--

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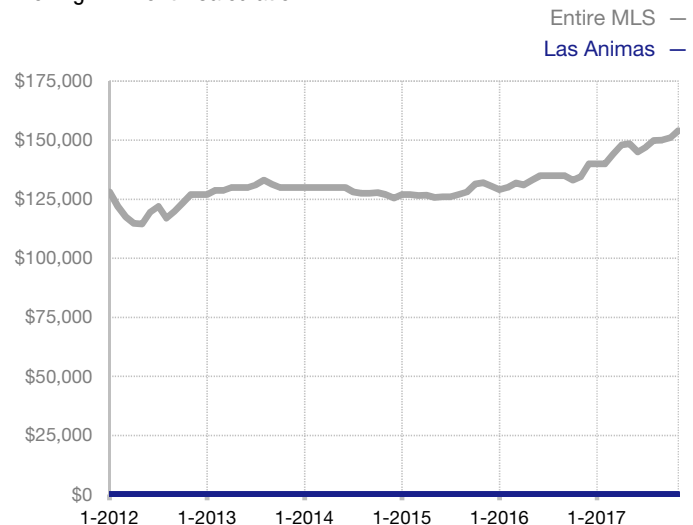
Townhouse-Condo	November			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 11-2016	Thru 11-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Rolling 12-Month Calculation



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## Manzanola

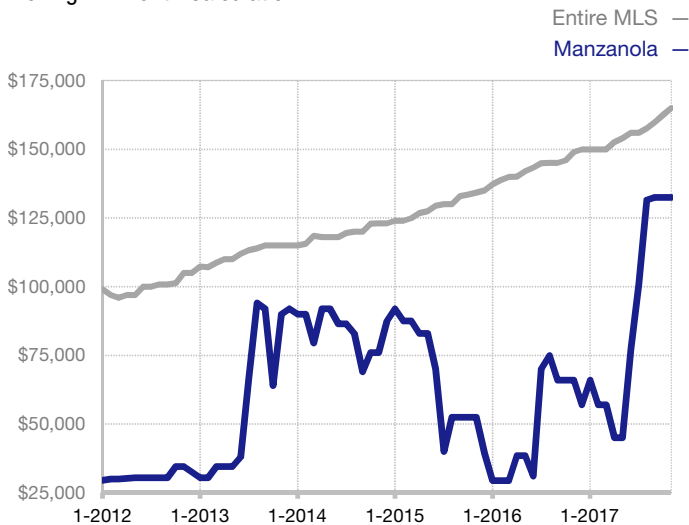
Single Family Key Metrics	November			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 11-2016	Thru 11-2017	Percent Change from Previous Year
New Listings	0	0	--	9	16	+ 77.8%
Sold Listings	0	4	--	6	13	+ 116.7%
Median Sales Price*	\$0	\$107,245	--	\$66,000	\$138,000	+ 109.1%
Average Sales Price*	\$0	\$119,973	--	\$81,333	\$144,292	+ 77.4%
Percent of List Price Received*	0.0%	92.1%	--	88.4%	95.9%	+ 8.5%
Days on Market Until Sale	0	82	--	144	104	- 27.8%
Inventory of Homes for Sale	3	3	0.0%	--	--	--
Months Supply of Inventory	2.5	1.5	- 40.0%	--	--	--

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

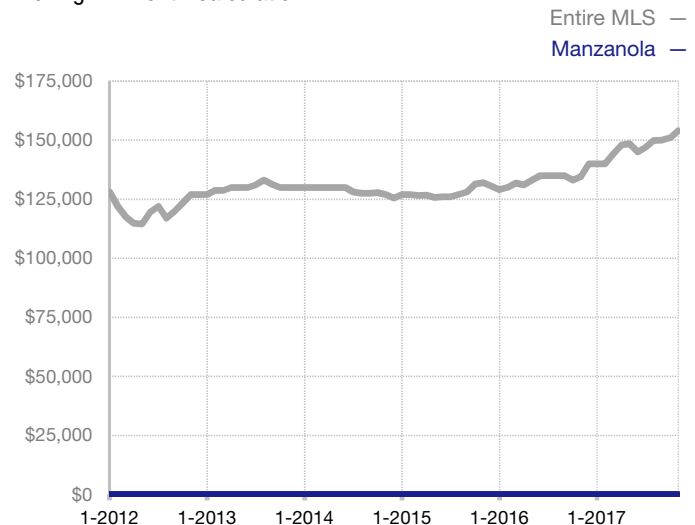
Townhouse-Condo Key Metrics	November			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 11-2016	Thru 11-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	--	--	--	--

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Rolling 12-Month Calculation



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## Rocky Ford

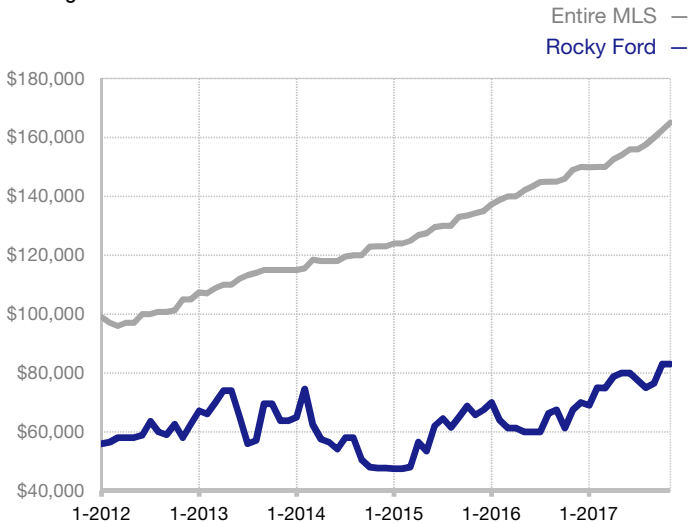
Single Family	November			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 11-2016	Thru 11-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	3	4	+ 33.3%	60	58	- 3.3%
Sold Listings	1	3	+ 200.0%	55	43	- 21.8%
Median Sales Price*	\$169,000	<b>\$90,000</b>	- 46.7%	\$70,000	<b>\$90,000</b>	+ 28.6%
Average Sales Price*	\$169,000	<b>\$91,917</b>	- 45.6%	\$84,941	<b>\$109,089</b>	+ 28.4%
Percent of List Price Received*	99.7%	<b>90.4%</b>	- 9.3%	94.4%	<b>95.3%</b>	+ 1.0%
Days on Market Until Sale	296	<b>128</b>	- 56.8%	191	<b>135</b>	- 29.3%
Inventory of Homes for Sale	21	<b>15</b>	- 28.6%	--	--	--
Months Supply of Inventory	4.2	<b>3.7</b>	- 11.9%	--	--	--

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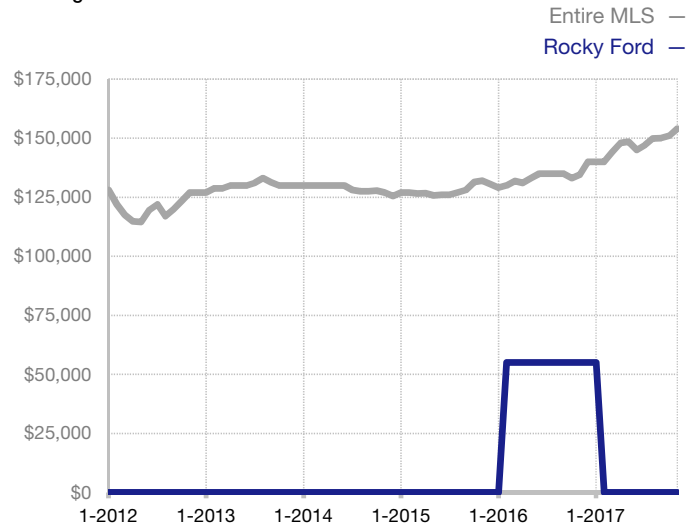
Townhouse-Condo	November			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 11-2016	Thru 11-2017	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	<b>\$0</b>	--	\$55,000	<b>\$0</b>	- 100.0%
Average Sales Price*	\$0	<b>\$0</b>	--	\$55,000	<b>\$0</b>	- 100.0%
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	91.8%	<b>0.0%</b>	- 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	<b>0.0</b>	--	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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





# Monthly Indicators



## November 2017

Percent changes calculated using year-over-year comparisons.

New Listings were up 5.6 percent for single family homes but decreased 12.5 percent for townhouse-condo properties. Pending Sales increased 17.4 percent for single family homes but decreased 12.5 percent for townhouse-condo properties.

The Median Sales Price was up 12.8 percent to \$185,000 for single family homes and 20.3 percent to \$168,000 for townhouse-condo properties. Days on Market decreased 15.2 percent for single family homes and 59.3 percent for condo properties.

New tax legislation could have ramifications on housing. The White House believes that the tax reform bill will have a small impact on home prices, lowering them by less than 4 percent, and could conceivably boost homeownership. The National Association of REALTORS® has stated that eliminating the mortgage interest deduction could hurt housing, as the doubled standard deduction would reduce the desire to take out a mortgage and itemize the interest associated with it, thus reducing demand. This is a developing story.

## Activity Snapshot

<b>+ 0.9%</b>	<b>+ 15.1%</b>	<b>- 29.1%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> All Properties

Residential real estate activity in Pueblo County, comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

Single Family Market Overview	<b>2</b>
Townhouse-Condo Market Overview	<b>3</b>
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Pending Sales	<b>5</b>
Sold Listings	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of List Price Received	<b>9</b>
Days on Market Until Sale	<b>10</b>
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Inventory of Active Listings	<b>12</b>
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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	11-2016	11-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		215	<b>227</b>	+ 5.6%	3,023	<b>3,172</b>	+ 4.9%
<b>Pending Sales</b>		178	<b>209</b>	+ 17.4%	2,359	<b>2,642</b>	+ 12.0%
<b>Sold Listings</b>		215	<b>222</b>	+ 3.3%	2,272	<b>2,562</b>	+ 12.8%
<b>Median Sales Price</b>		\$163,950	<b>\$185,000</b>	+ 12.8%	\$155,000	<b>\$170,000</b>	+ 9.7%
<b>Avg. Sales Price</b>		\$176,397	<b>\$194,250</b>	+ 10.1%	\$166,500	<b>\$178,328</b>	+ 7.1%
<b>Pct. of List Price Received</b>		97.5%	<b>98.2%</b>	+ 0.7%	97.7%	<b>98.0%</b>	+ 0.3%
<b>Days on Market</b>		92	<b>78</b>	- 15.2%	92	<b>83</b>	- 9.8%
<b>Affordability Index</b>		218	<b>195</b>	- 10.6%	230	<b>212</b>	- 7.8%
<b>Active Listings</b>		578	<b>412</b>	- 28.7%	--	<b>--</b>	--
<b>Months Supply</b>		2.8	<b>1.8</b>	- 35.7%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

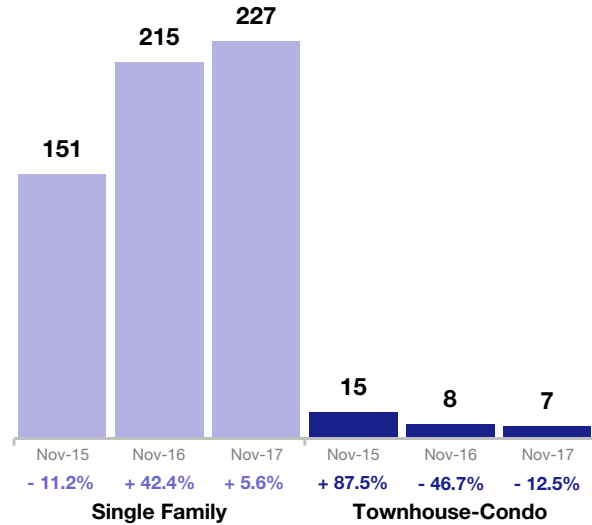


Key Metrics	Historical Sparkbars	11-2016	11-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		8	7	- 12.5%	115	103	- 10.4%
<b>Pending Sales</b>		8	7	- 12.5%	107	97	- 9.3%
<b>Sold Listings</b>		14	9	- 35.7%	103	95	- 7.8%
<b>Median Sales Price</b>		\$139,700	<b>\$168,000</b>	+ 20.3%	\$136,250	<b>\$151,000</b>	+ 10.8%
<b>Avg. Sales Price</b>		\$141,399	<b>\$172,906</b>	+ 22.3%	\$154,191	<b>\$163,253</b>	+ 5.9%
<b>Pct. of List Price Received</b>		96.0%	<b>98.0%</b>	+ 2.1%	96.5%	<b>97.4%</b>	+ 0.9%
<b>Days on Market</b>		150	<b>61</b>	- 59.3%	102	<b>78</b>	- 23.5%
<b>Affordability Index</b>		255	<b>215</b>	- 15.7%	262	<b>239</b>	- 8.8%
<b>Active Listings</b>		20	<b>12</b>	- 40.0%	--	--	--
<b>Months Supply</b>		2.0	<b>1.3</b>	- 35.0%	--	--	--

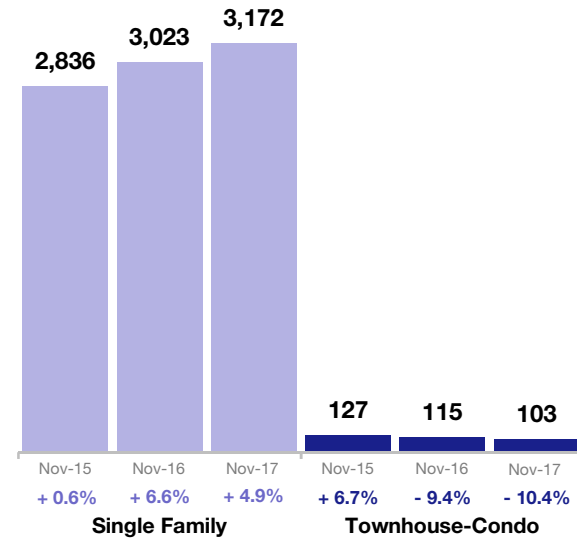
# New Listings



## November

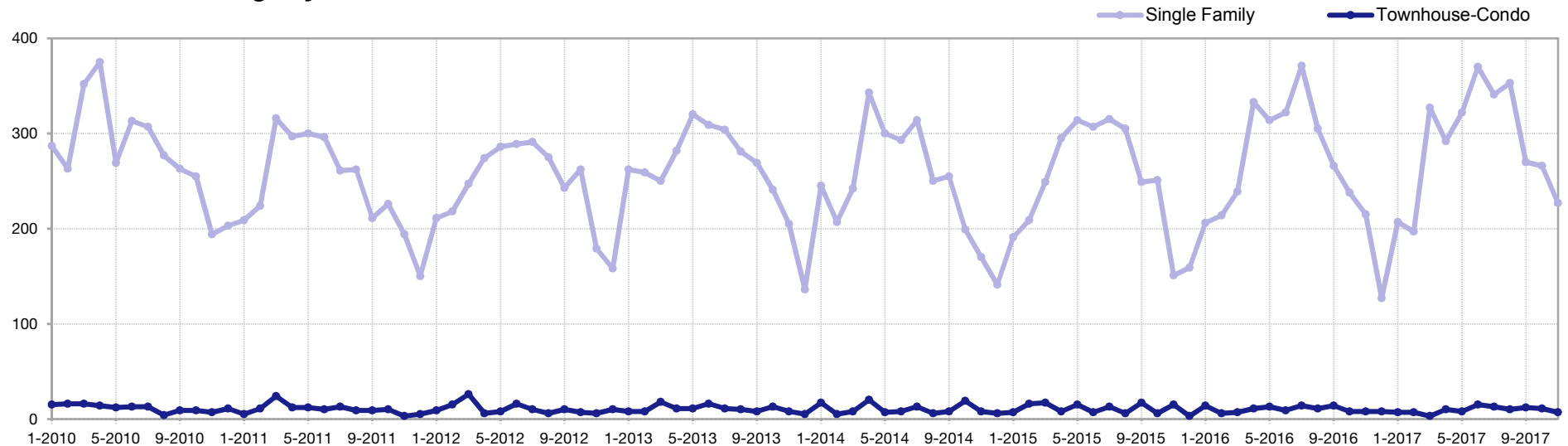


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2016	127	-20.1%	8	+166.7%
Jan-2017	207	+0.5%	7	-50.0%
Feb-2017	197	-7.9%	7	+16.7%
Mar-2017	327	+36.8%	3	-57.1%
Apr-2017	292	-12.3%	10	-9.1%
May-2017	322	+2.5%	8	-38.5%
Jun-2017	370	+14.9%	15	+66.7%
Jul-2017	341	-8.1%	13	-7.1%
Aug-2017	353	+15.7%	10	-9.1%
Sep-2017	270	+1.5%	12	-14.3%
Oct-2017	266	+11.8%	11	+37.5%
<b>Nov-2017</b>	<b>227</b>	<b>+5.6%</b>	<b>7</b>	<b>-12.5%</b>

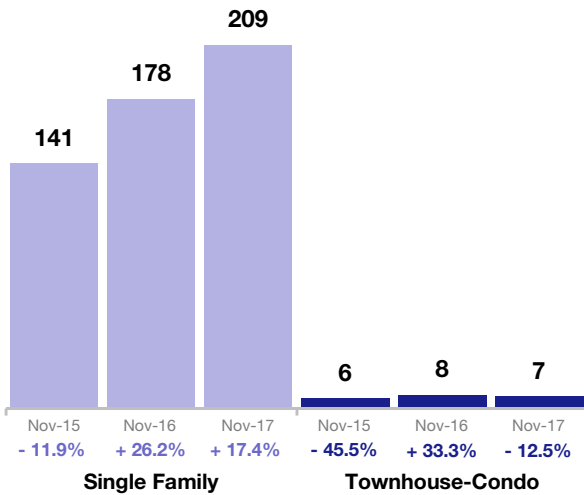
## Historical New Listings by Month



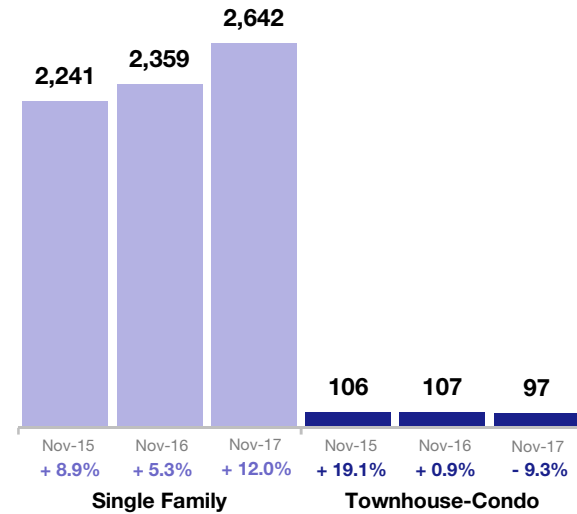
# Pending Sales



## November

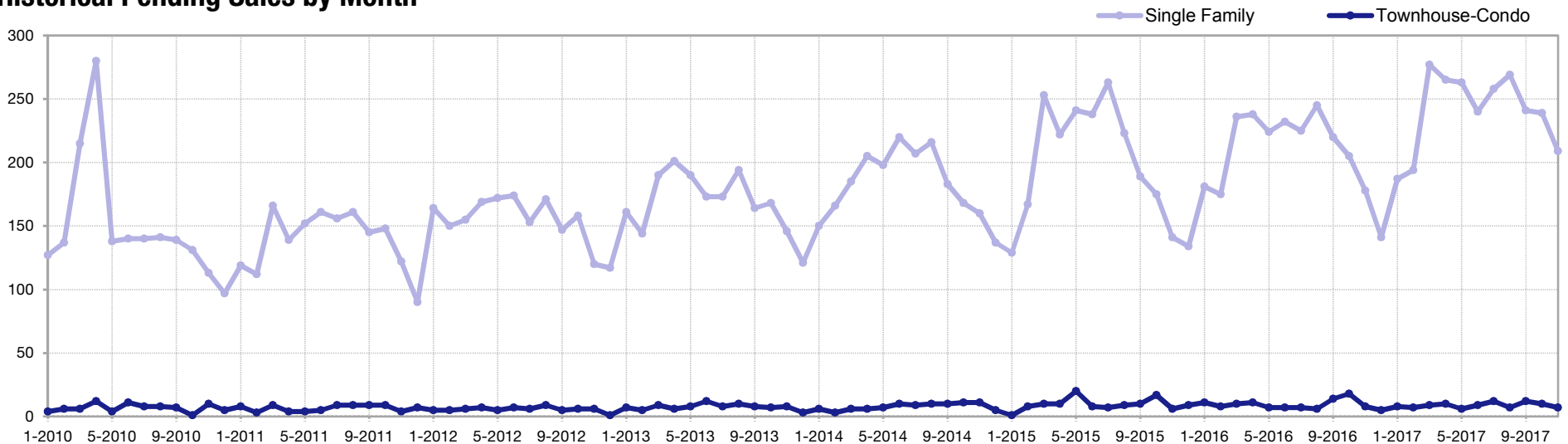


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2016	141	+5.2%	5	-44.4%
Jan-2017	187	+3.3%	8	-27.3%
Feb-2017	194	+10.9%	7	-12.5%
Mar-2017	277	+17.4%	9	-10.0%
Apr-2017	265	+11.3%	10	-9.1%
May-2017	263	+17.4%	6	-14.3%
Jun-2017	240	+3.4%	9	+28.6%
Jul-2017	258	+14.7%	12	+71.4%
Aug-2017	269	+9.8%	7	+16.7%
Sep-2017	241	+9.5%	12	-14.3%
Oct-2017	239	+16.6%	10	-44.4%
<b>Nov-2017</b>	<b>209</b>	<b>+17.4%</b>	<b>7</b>	<b>-12.5%</b>

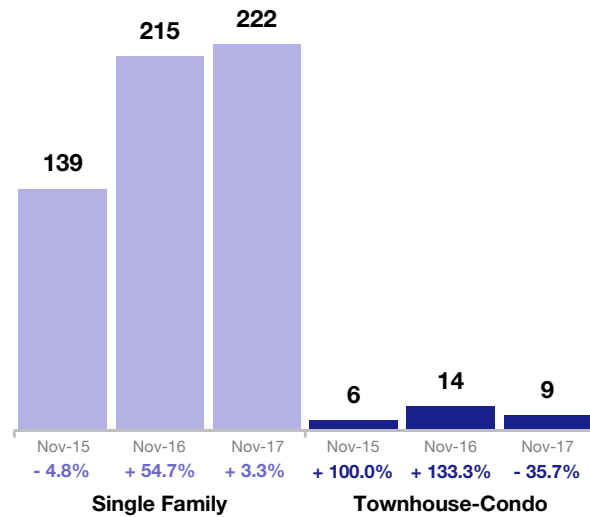
## Historical Pending Sales by Month



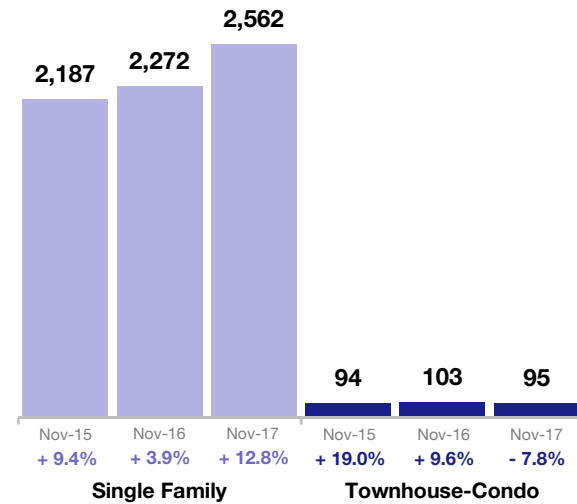
# Sold Listings



## November

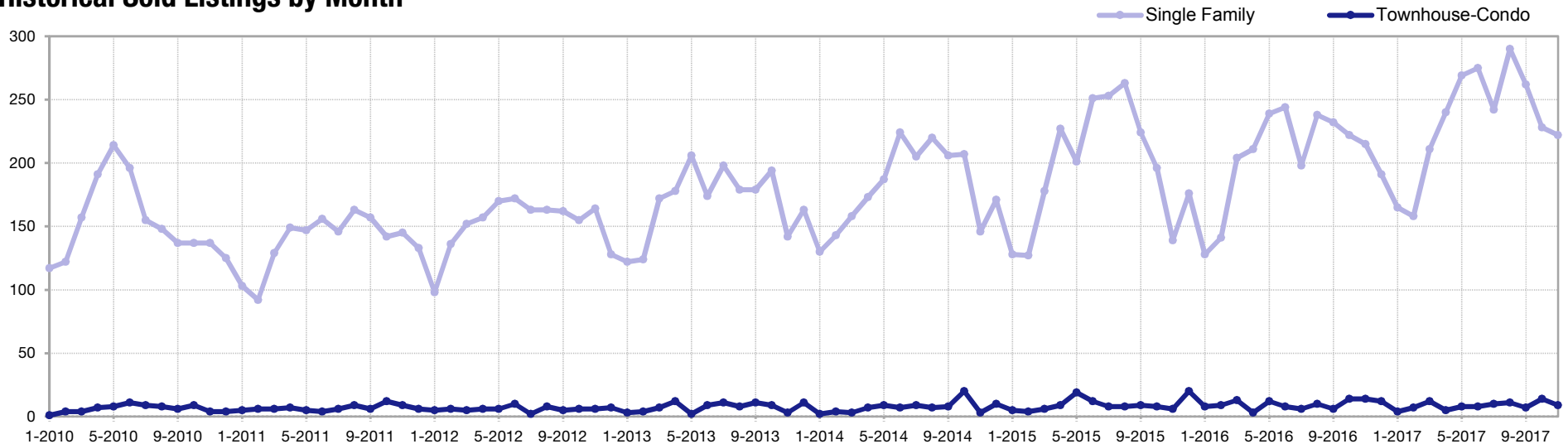


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2016	191	+8.5%	12	-40.0%
Jan-2017	165	+28.9%	4	-50.0%
Feb-2017	158	+12.1%	7	-22.2%
Mar-2017	211	+3.4%	12	-7.7%
Apr-2017	240	+13.7%	5	+66.7%
May-2017	269	+12.6%	8	-33.3%
Jun-2017	275	+12.7%	8	0.0%
Jul-2017	242	+22.2%	10	+66.7%
Aug-2017	290	+21.8%	11	+10.0%
Sep-2017	262	+12.9%	7	+16.7%
Oct-2017	228	+2.7%	14	0.0%
<b>Nov-2017</b>	<b>222</b>	<b>+3.3%</b>	<b>9</b>	<b>-35.7%</b>

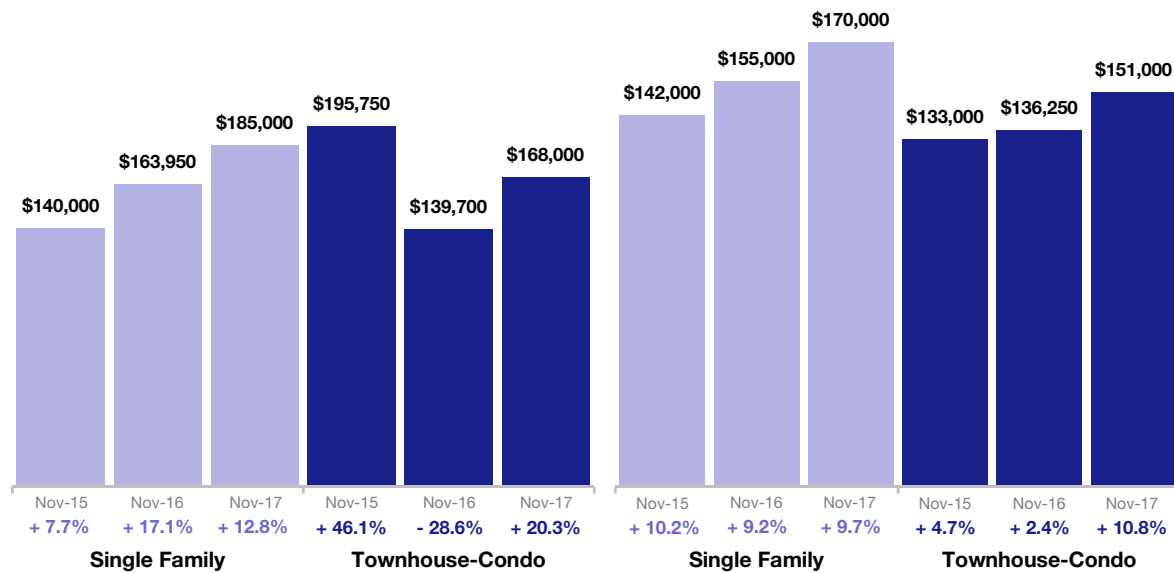
## Historical Sold Listings by Month



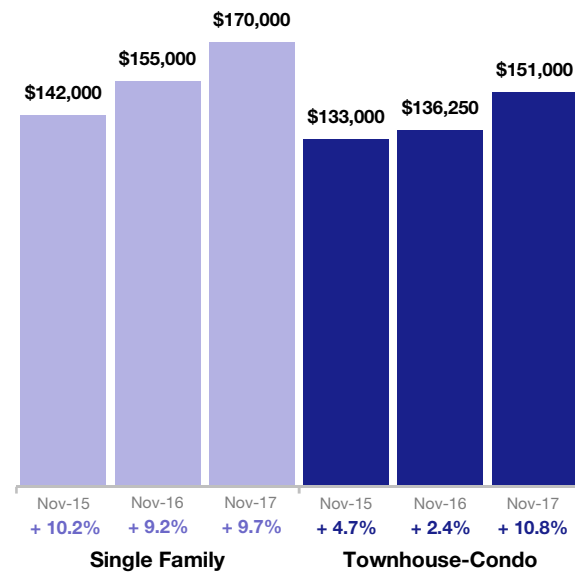
# Median Sales Price



## November

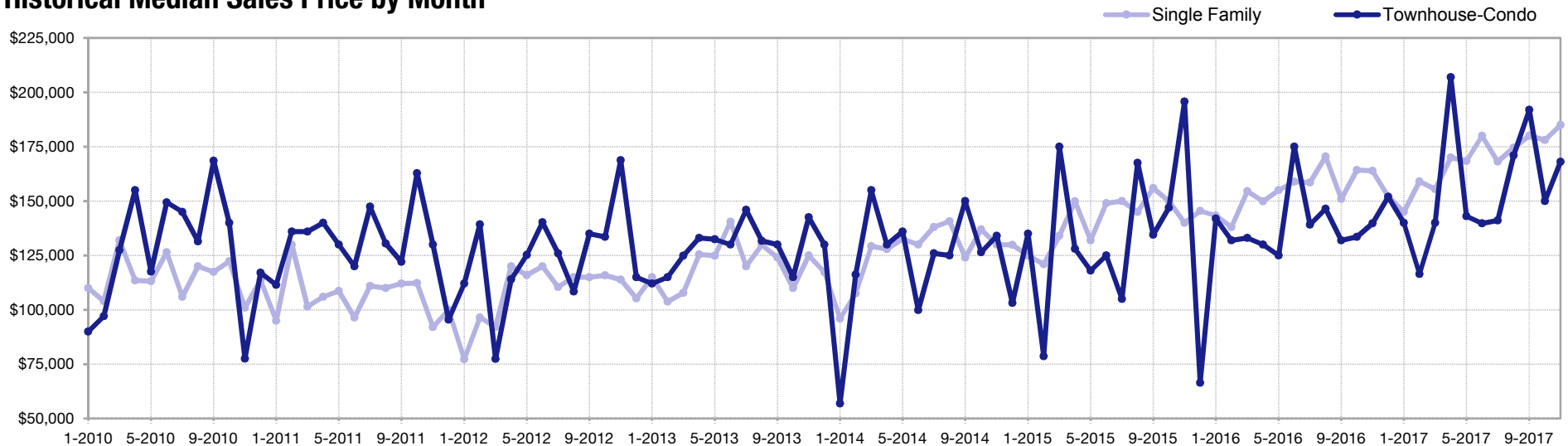


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2016	\$152,145	+4.6%	\$152,000	+128.6%
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	\$170,000	+13.4%	\$207,000	+59.2%
May-2017	\$168,450	+8.7%	\$143,000	+14.4%
Jun-2017	\$180,000	+13.2%	\$139,750	-20.1%
Jul-2017	\$168,200	+6.1%	\$141,100	+1.4%
Aug-2017	\$174,500	+2.3%	\$171,000	+16.8%
Sep-2017	\$180,000	+19.2%	\$192,000	+45.5%
Oct-2017	\$178,000	+8.4%	\$149,950	+12.3%
<b>Nov-2017</b>	<b>\$185,000</b>	<b>+12.8%</b>	<b>\$168,000</b>	<b>+20.3%</b>

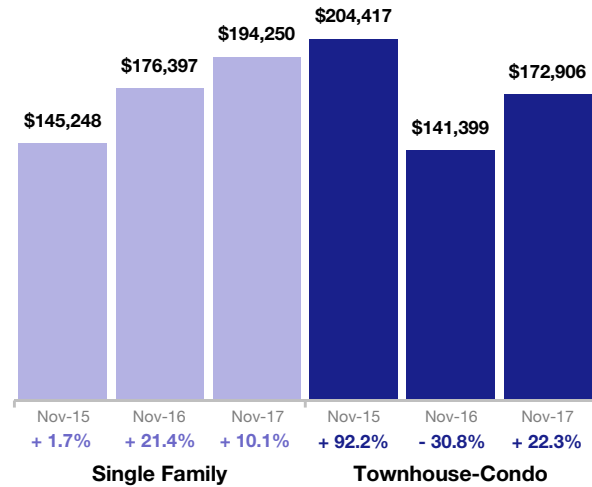
## Historical Median Sales Price by Month



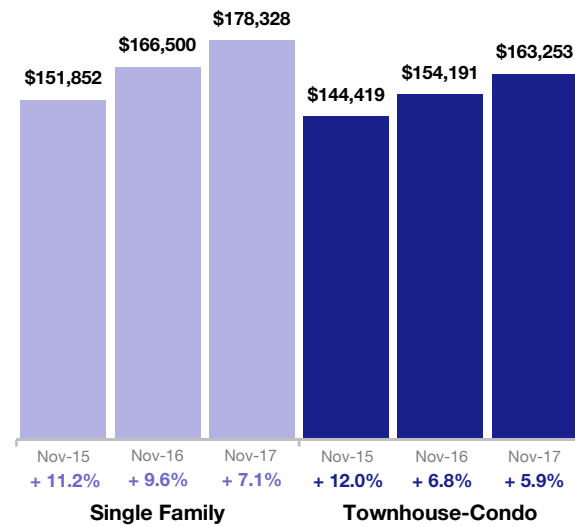
# Average Sales Price



## November

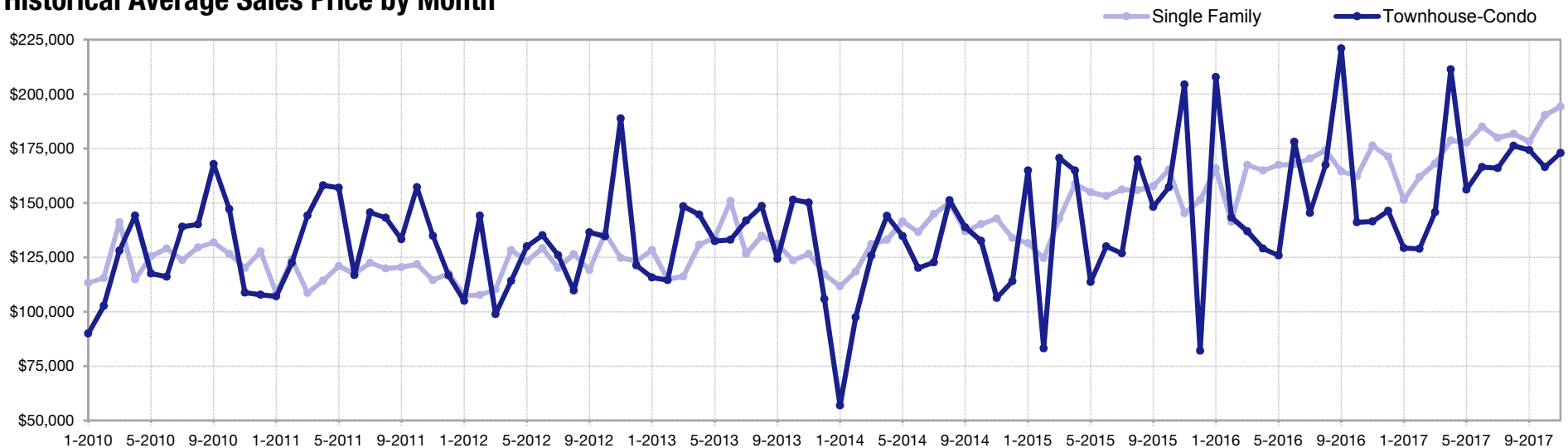


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2016	\$171,240	+13.2%	\$146,317	+78.4%
Jan-2017	\$151,364	-8.8%	\$129,225	-37.8%
Feb-2017	\$161,805	+14.5%	\$128,857	-10.1%
Mar-2017	\$168,015	+0.4%	\$145,742	+6.4%
Apr-2017	\$178,606	+8.4%	\$211,338	+63.8%
May-2017	\$177,661	+6.1%	\$156,063	+24.0%
Jun-2017	\$184,982	+10.4%	\$166,425	-6.5%
Jul-2017	\$179,868	+5.6%	\$166,030	+14.3%
Aug-2017	\$181,692	+4.3%	\$176,195	+5.2%
Sep-2017	\$178,125	+8.3%	\$174,286	-21.1%
Oct-2017	\$190,195	+17.3%	\$166,431	+18.0%
<b>Nov-2017</b>	<b>\$194,250</b>	<b>+10.1%</b>	<b>\$172,906</b>	<b>+22.3%</b>

## Historical Average Sales Price by Month

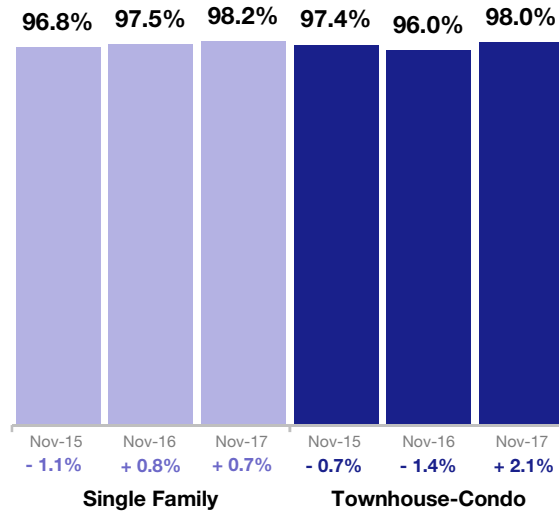




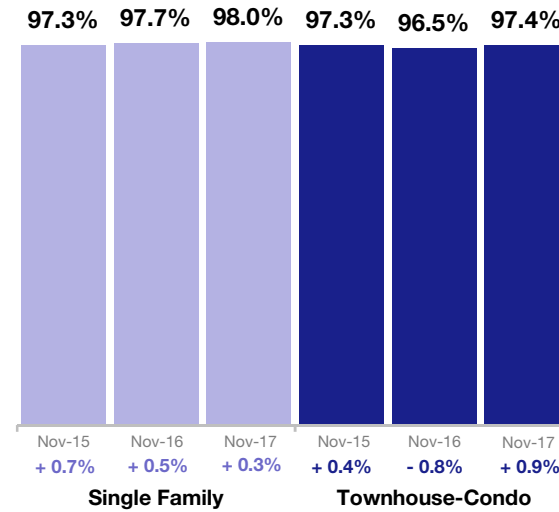
# Percent of List Price Received



## November

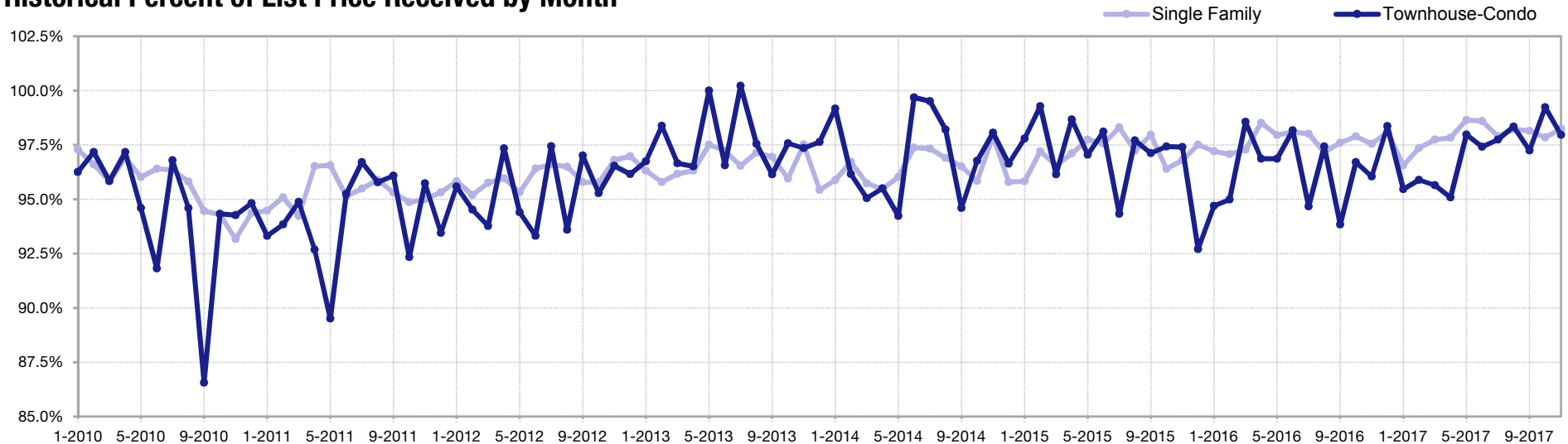


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2016	98.1%	+0.6%	98.4%	+6.1%
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%
May-2017	98.6%	+0.6%	98.0%	+1.1%
Jun-2017	98.6%	+0.5%	97.4%	-0.8%
Jul-2017	97.9%	-0.1%	97.7%	+3.2%
Aug-2017	98.2%	+1.0%	98.3%	+0.9%
Sep-2017	98.1%	+0.5%	97.2%	+3.6%
Oct-2017	97.8%	-0.1%	99.2%	+2.6%
<b>Nov-2017</b>	<b>98.2%</b>	<b>+0.7%</b>	<b>98.0%</b>	<b>+2.1%</b>

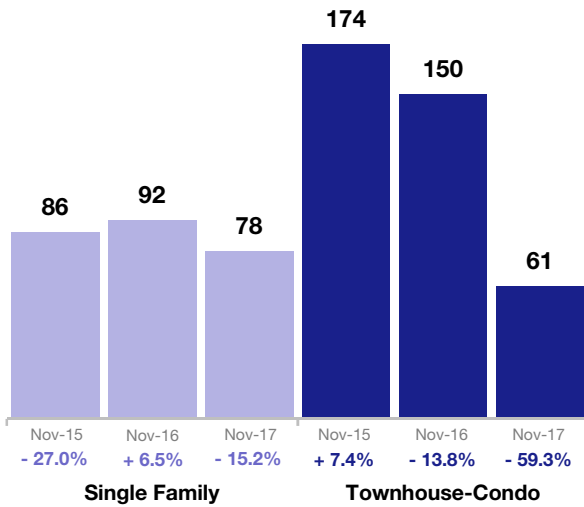
## Historical Percent of List Price Received by Month



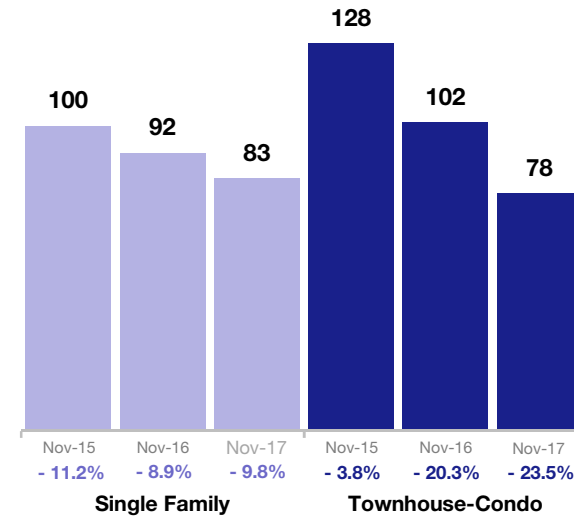
# Days on Market Until Sale



## November

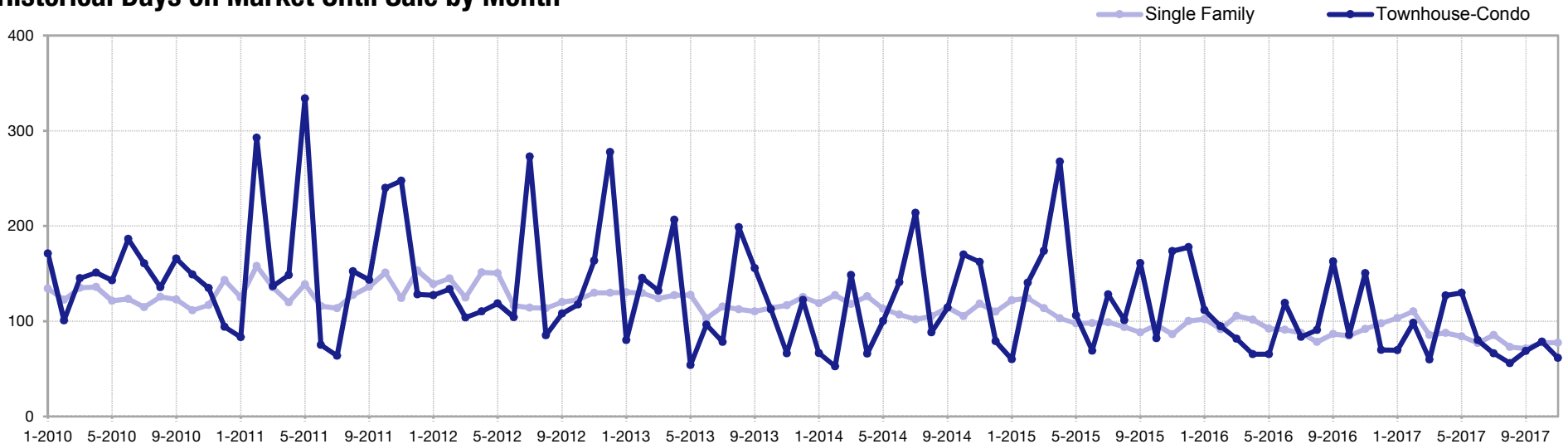


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2016	98	-2.0%	70	-60.7%
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	88	-13.7%	127	+92.4%
May-2017	84	-8.7%	130	+97.0%
Jun-2017	77	-15.4%	80	-32.8%
Jul-2017	86	-2.3%	66	-21.4%
Aug-2017	73	-6.4%	56	-38.5%
Sep-2017	71	-18.4%	69	-57.7%
Oct-2017	78	-8.2%	79	-8.1%
<b>Nov-2017</b>	<b>78</b>	<b>-15.2%</b>	<b>61</b>	<b>-59.3%</b>

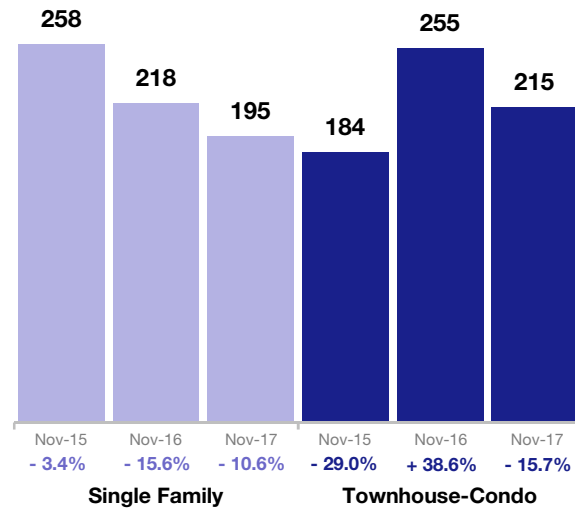
## Historical Days on Market Until Sale by Month



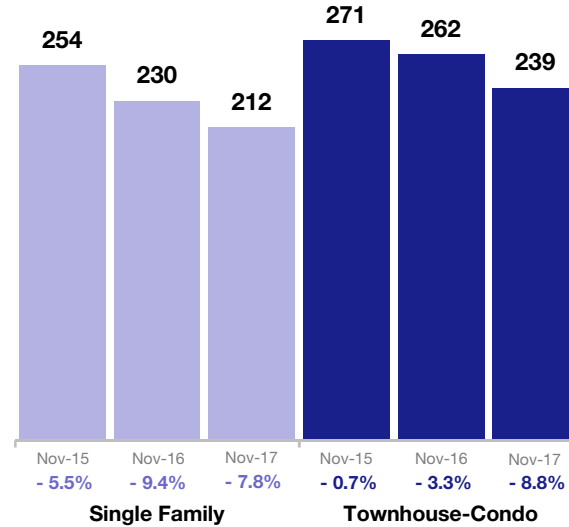
# Housing Affordability Index



## November

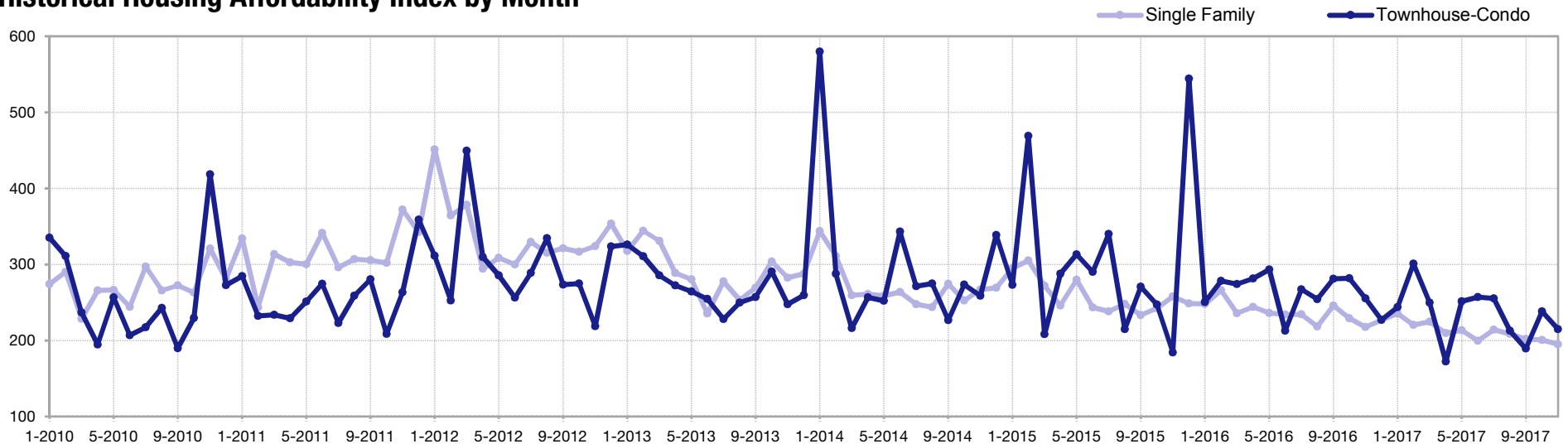


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2016	227	-8.8%	227	-58.3%
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	210	-13.9%	172	-39.0%
May-2017	214	-9.3%	252	-14.0%
Jun-2017	200	-14.5%	257	+20.7%
Jul-2017	214	-8.5%	255	-4.5%
Aug-2017	209	-4.1%	213	-16.1%
Sep-2017	202	-17.9%	189	-32.7%
Oct-2017	201	-12.2%	238	-15.6%
<b>Nov-2017</b>	<b>195</b>	<b>-10.6%</b>	<b>215</b>	<b>-15.7%</b>

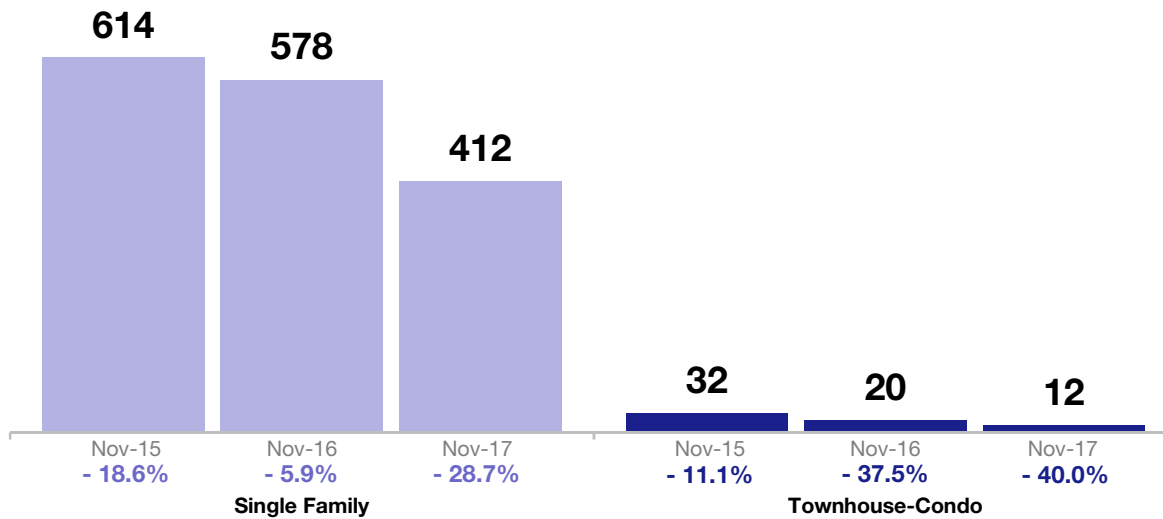
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

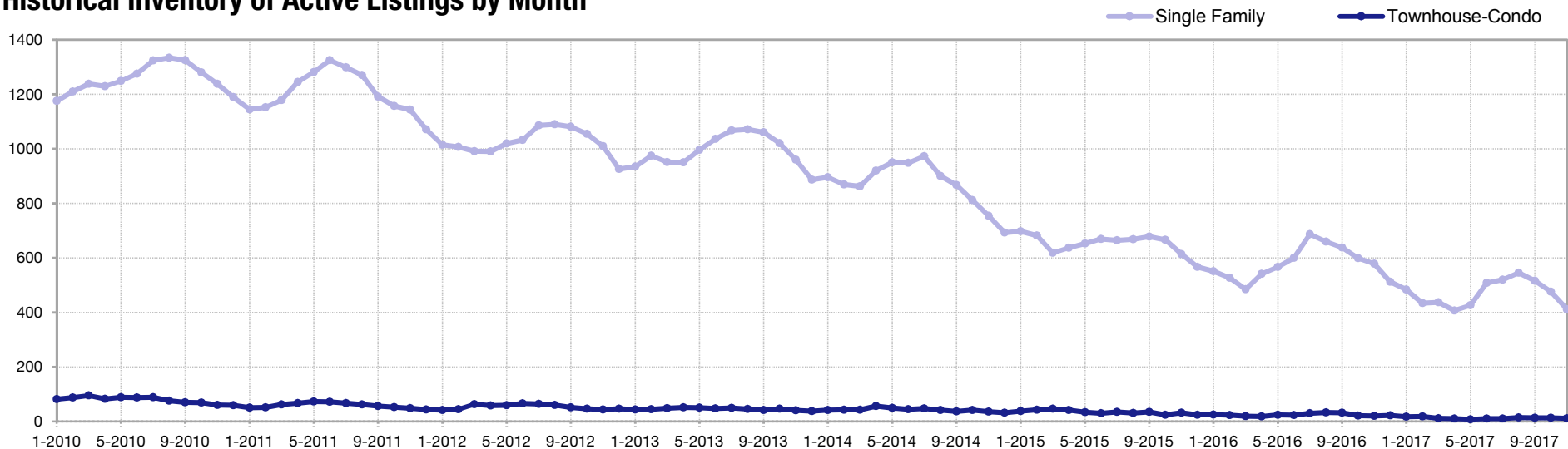


## November



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2016	512	-9.7%	22	-8.3%
Jan-2017	484	-12.2%	17	-32.0%
Feb-2017	434	-17.6%	18	-21.7%
Mar-2017	437	-9.9%	12	-36.8%
Apr-2017	407	-24.8%	11	-38.9%
May-2017	426	-24.9%	8	-66.7%
Jun-2017	508	-15.3%	11	-52.2%
Jul-2017	520	-24.3%	11	-63.3%
Aug-2017	545	-17.3%	14	-57.6%
Sep-2017	516	-19.1%	13	-59.4%
Oct-2017	476	-20.5%	13	-38.1%
<b>Nov-2017</b>	<b>412</b>	<b>-28.7%</b>	<b>12</b>	<b>-40.0%</b>

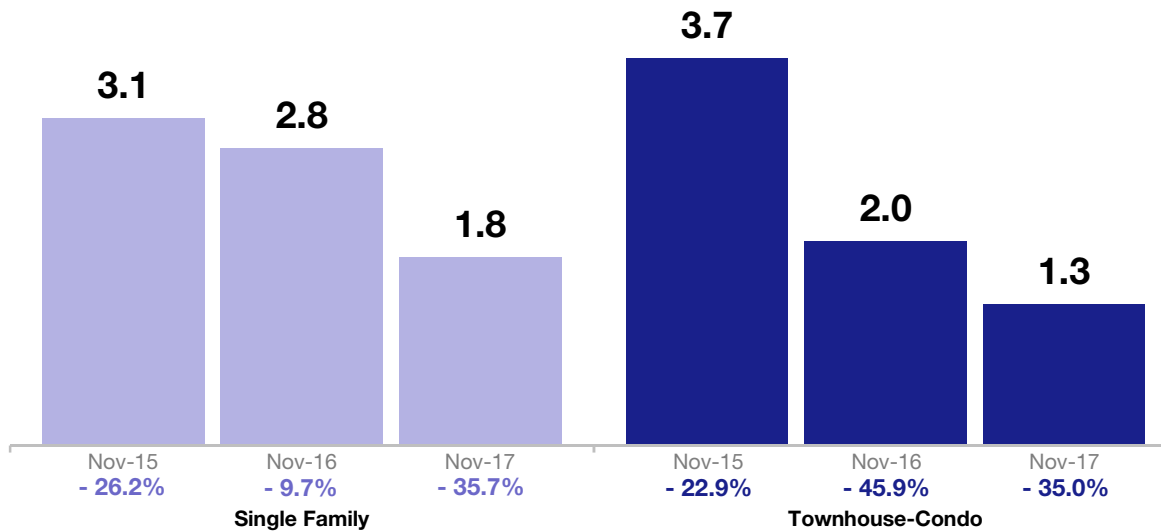
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

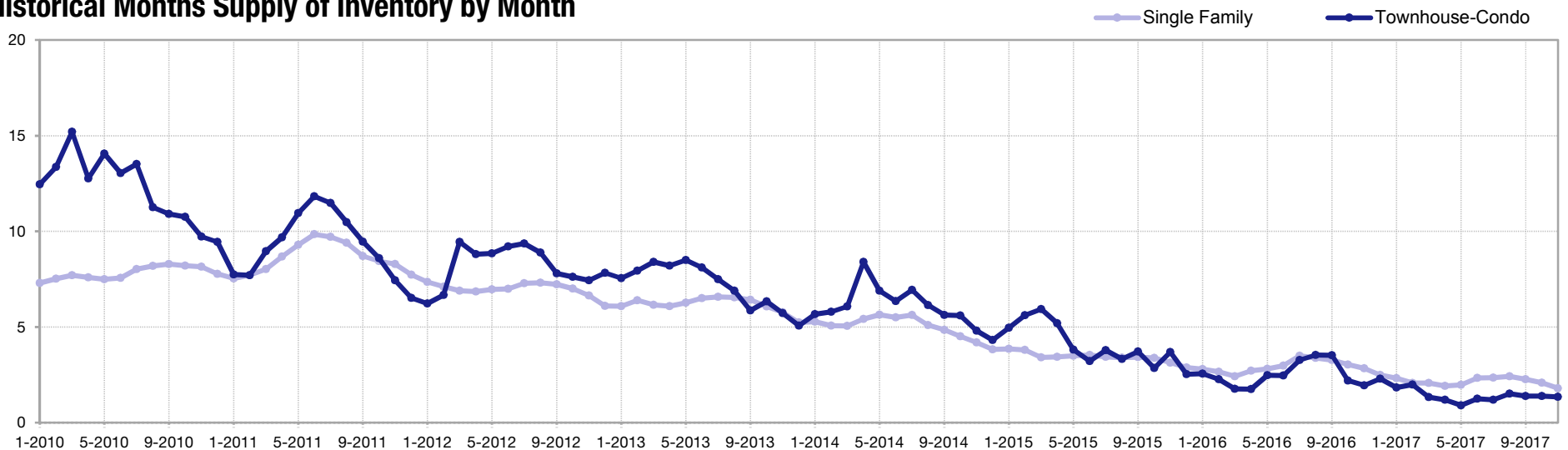


## November



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2016	2.5	-13.8%	2.3	-8.0%
Jan-2017	2.3	-17.9%	1.8	-30.8%
Feb-2017	2.1	-22.2%	2.0	-13.0%
Mar-2017	2.1	-12.5%	1.3	-27.8%
Apr-2017	1.9	-29.6%	1.2	-33.3%
May-2017	2.0	-28.6%	0.9	-64.0%
Jun-2017	2.3	-23.3%	1.2	-52.0%
Jul-2017	2.3	-34.3%	1.2	-63.6%
Aug-2017	2.4	-29.4%	1.5	-57.1%
Sep-2017	2.3	-30.3%	1.4	-60.0%
Oct-2017	2.1	-30.0%	1.4	-36.4%
<b>Nov-2017</b>	<b>1.8</b>	<b>-35.7%</b>	<b>1.3</b>	<b>-35.0%</b>

## Historical Months Supply of Inventory by Month



# Total Market Overview

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



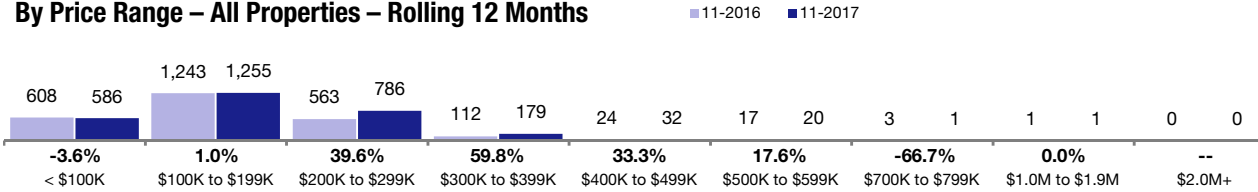
Key Metrics	Historical Sparkbars	11-2016	11-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		223	<b>234</b>	+ 4.9%	3,138	<b>3,275</b>	+ 4.4%
<b>Pending Sales</b>		186	<b>216</b>	+ 16.1%	2,466	<b>2,739</b>	+ 11.1%
<b>Sold Listings</b>		229	<b>231</b>	+ 0.9%	2,375	<b>2,657</b>	+ 11.9%
<b>Median Sales Price</b>		\$159,450	<b>\$183,500</b>	+ 15.1%	\$155,000	<b>\$170,000</b>	+ 9.7%
<b>Avg. Sales Price</b>		\$174,248	<b>\$193,418</b>	+ 11.0%	\$165,966	<b>\$177,788</b>	+ 7.1%
<b>Pct. of List Price Received</b>		97.5%	<b>98.2%</b>	+ 0.7%	97.7%	<b>98.0%</b>	+ 0.3%
<b>Days on Market</b>		96	<b>77</b>	- 19.8%	92	<b>83</b>	- 9.8%
<b>Affordability Index</b>		224	<b>197</b>	- 12.1%	230	<b>212</b>	- 7.8%
<b>Active Listings</b>		598	<b>424</b>	- 29.1%	--	<b>--</b>	--
<b>Months Supply</b>		2.8	<b>1.8</b>	- 35.7%	--	<b>--</b>	--

# Sold Listings

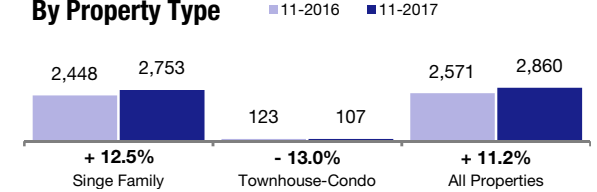
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	11-2016	11-2017	Change	11-2016	11-2017	Change
\$99,999 and Below	570	570	0.0%	38	16	-57.9%
\$100,000 to \$199,999	1,177	1,186	+0.8%	66	69	+4.5%
\$200,000 to \$299,999	547	768	+40.4%	16	18	+12.5%
\$300,000 to \$399,999	112	175	+56.3%	0	4	--
\$400,000 to \$499,999	23	32	+39.1%	1	0	-100.0%
\$500,000 to \$699,999	15	20	+33.3%	2	0	-100.0%
\$700,000 to \$999,999	3	1	-66.7%	0	0	--
\$1,000,000 to \$1,999,999	1	1	0.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>2,448</b>	<b>2,753</b>	<b>+12.5%</b>	<b>123</b>	<b>107</b>	<b>-13.0%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	10-2017	11-2017	Change	10-2017	11-2017	Change
\$99,999 and Below	42	30	-28.6%	0	0	--
\$100,000 to \$199,999	96	103	+7.3%	12	7	-41.7%
\$200,000 to \$299,999	63	64	+1.6%	1	2	+100.0%
\$300,000 to \$399,999	18	16	-11.1%	1	0	-100.0%
\$400,000 to \$499,999	7	6	-14.3%	0	0	--
\$500,000 to \$699,999	2	3	+50.0%	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	--
<b>All Price Ranges</b>	<b>228</b>	<b>222</b>	<b>-2.6%</b>	<b>14</b>	<b>9</b>	<b>-35.7%</b>

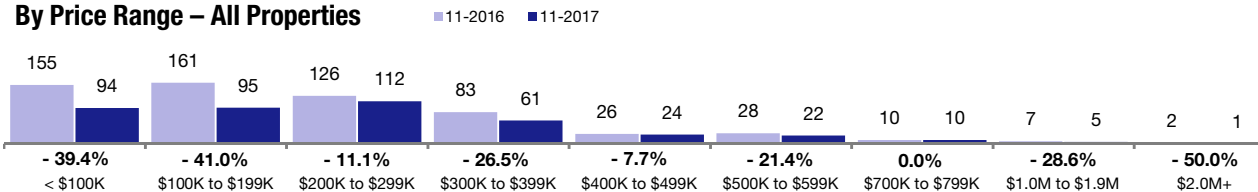
### Year to Date

By Price Range	Single Family			Condo		
	11-2016	11-2017	Change	11-2016	11-2017	Change
\$99,999 and Below	520	524	+0.8%	25	14	-44.0%
\$100,000 to \$199,999	1,090	1,100	+0.9%	59	59	0.0%
\$200,000 to \$299,999	516	726	+40.7%	16	18	+12.5%
\$300,000 to \$399,999	104	163	+56.7%	0	4	--
\$400,000 to \$499,999	23	29	+26.1%	1	0	-100.0%
\$500,000 to \$699,999	15	19	+26.7%	2	0	-100.0%
\$700,000 to \$999,999	3	0	-100.0%	0	0	--
\$1,000,000 to \$1,999,999	1	1	0.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>2,272</b>	<b>2,562</b>	<b>+12.8%</b>	<b>103</b>	<b>95</b>	<b>-7.8%</b>

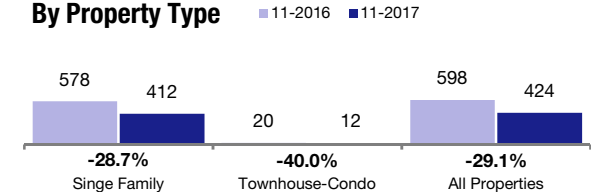
# Inventory of Active Listings

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		
	11-2016	11-2017	Change	11-2016	11-2017	Change
\$99,999 and Below	153	94	-38.6%	2	0	-100.0%
\$100,000 to \$199,999	153	91	-40.5%	8	4	-50.0%
\$200,000 to \$299,999	119	109	-8.4%	7	3	-57.1%
\$300,000 to \$399,999	80	56	-30.0%	3	5	+66.7%
\$400,000 to \$499,999	26	24	-7.7%	0	0	--
\$500,000 to \$699,999	28	22	-21.4%	0	0	--
\$700,000 to \$999,999	10	10	0.0%	0	0	--
\$1,000,000 to \$1,999,999	7	5	-28.6%	0	0	--
\$2,000,000 and Above	2	1	-50.0%	0	0	--
<b>All Price Ranges</b>	<b>578</b>	<b>412</b>	<b>-28.7%</b>	<b>20</b>	<b>12</b>	<b>-40.0%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	10-2017	11-2017	Change	10-2017	11-2017	Change
\$99,999 and Below	93	94	+1.1%	0	0	--
\$100,000 to \$199,999	115	91	-20.9%	6	4	-33.3%
\$200,000 to \$299,999	124	109	-12.1%	2	3	+50.0%
\$300,000 to \$399,999	67	56	-16.4%	5	5	0.0%
\$400,000 to \$499,999	32	24	-25.0%	0	0	--
\$500,000 to \$699,999	29	22	-24.1%	0	0	--
\$700,000 to \$999,999	11	10	-9.1%	0	0	--
\$1,000,000 to \$1,999,999	4	5	+25.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>476</b>	<b>412</b>	<b>-13.4%</b>	<b>13</b>	<b>12</b>	<b>-7.7%</b>

### Year to Date

By Price Range	Single Family			Condo		
	11-2016	11-2017	Change	11-2016	11-2017	Change
\$99,999 and Below	520	524	+0.8%	25	14	-44.0%
\$100,000 to \$199,999	1,090	1,100	+0.9%	59	59	0.0%
\$200,000 to \$299,999	516	726	+40.7%	16	18	+12.5%
\$300,000 to \$399,999	104	163	+56.7%	0	4	--
\$400,000 to \$499,999	23	29	+26.1%	1	0	-100.0%
\$500,000 to \$699,999	15	19	+26.7%	2	0	-100.0%
\$700,000 to \$999,999	3	0	-100.0%	0	0	--
\$1,000,000 to \$1,999,999	1	1	0.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>2,272</b>	<b>2,562</b>	<b>+12.8%</b>	<b>103</b>	<b>95</b>	<b>-7.8%</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 median 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.