

# Local Market Update for January 2019

A Research Tool Provided by the Colorado Association of REALTORS®



## Pueblo County

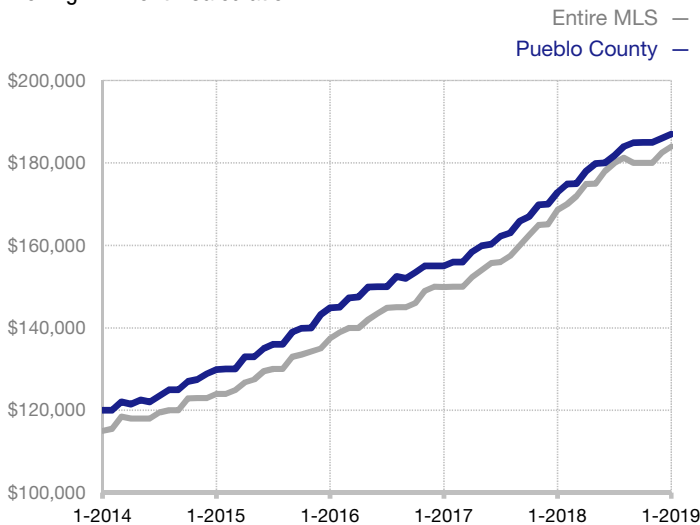
Single Family Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	256	<b>233</b>	- 9.0%	256	<b>233</b>	- 9.0%
Sold Listings	172	<b>151</b>	- 12.2%	172	<b>151</b>	- 12.2%
Median Sales Price*	\$180,000	<b>\$190,000</b>	+ 5.6%	\$180,000	<b>\$190,000</b>	+ 5.6%
Average Sales Price*	\$181,910	<b>\$204,943</b>	+ 12.7%	\$181,910	<b>\$204,943</b>	+ 12.7%
Percent of List Price Received*	97.4%	<b>97.6%</b>	+ 0.2%	97.4%	<b>97.6%</b>	+ 0.2%
Days on Market Until Sale	83	<b>84</b>	+ 1.2%	83	<b>84</b>	+ 1.2%
Inventory of Homes for Sale	409	<b>396</b>	- 3.2%	--	--	--
Months Supply of Inventory	1.8	<b>1.8</b>	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.

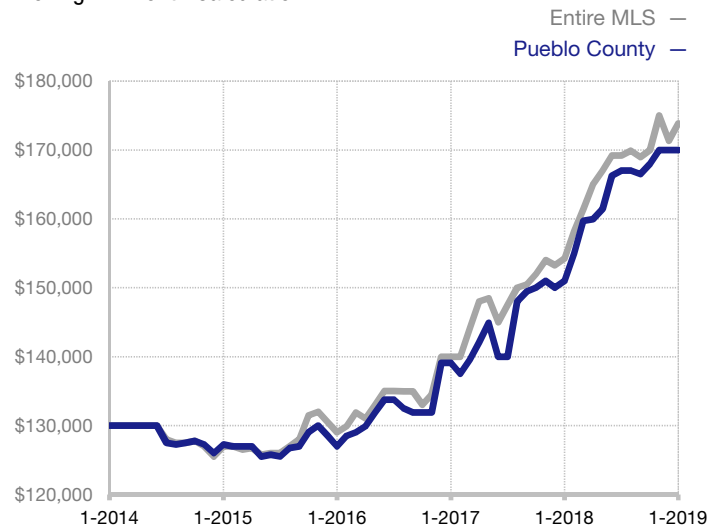
Townhouse-Condo Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	6	<b>12</b>	+ 100.0%	6	<b>12</b>	+ 100.0%
Sold Listings	8	<b>5</b>	- 37.5%	8	<b>5</b>	- 37.5%
Median Sales Price*	\$156,400	<b>\$220,000</b>	+ 40.7%	\$156,400	<b>\$220,000</b>	+ 40.7%
Average Sales Price*	\$174,463	<b>\$192,800</b>	+ 10.5%	\$174,463	<b>\$192,800</b>	+ 10.5%
Percent of List Price Received*	98.0%	<b>98.9%</b>	+ 0.9%	98.0%	<b>98.9%</b>	+ 0.9%
Days on Market Until Sale	79	<b>103</b>	+ 30.4%	79	<b>103</b>	+ 30.4%
Inventory of Homes for Sale	12	<b>19</b>	+ 58.3%	--	--	--
Months Supply of Inventory	1.4	<b>2.4</b>	+ 71.4%	--	--	--

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

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



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



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## Arkansas Valley/Otero County

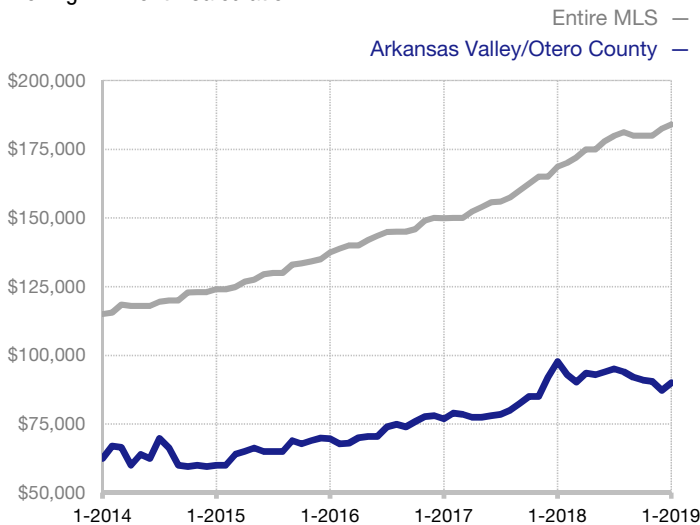
Single Family Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	31	43	+ 38.7%	31	43	+ 38.7%
Sold Listings	19	16	- 15.8%	19	16	- 15.8%
Median Sales Price*	\$80,000	\$118,250	+ 47.8%	\$80,000	\$118,250	+ 47.8%
Average Sales Price*	\$106,076	\$133,186	+ 25.6%	\$106,076	\$133,186	+ 25.6%
Percent of List Price Received*	99.6%	93.8%	- 5.8%	99.6%	93.8%	- 5.8%
Days on Market Until Sale	121	100	- 17.4%	121	100	- 17.4%
Inventory of Homes for Sale	95	107	+ 12.6%	--	--	--
Months Supply of Inventory	3.7	4.2	+ 13.5%	--	--	--

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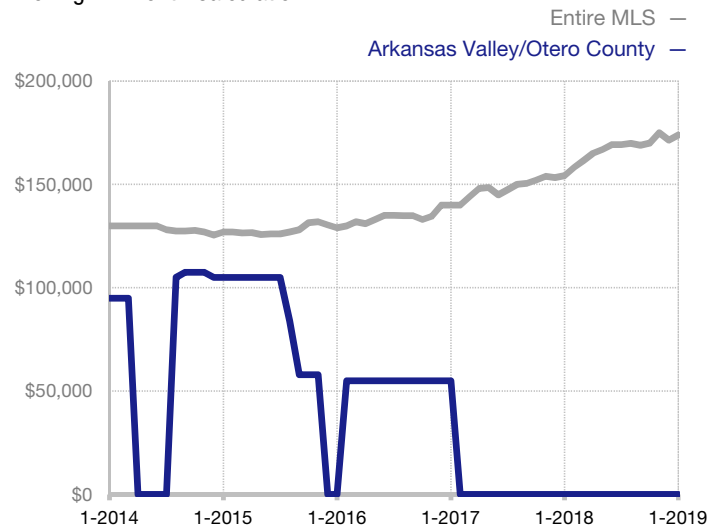
Townhouse-Condo Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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## Fowler

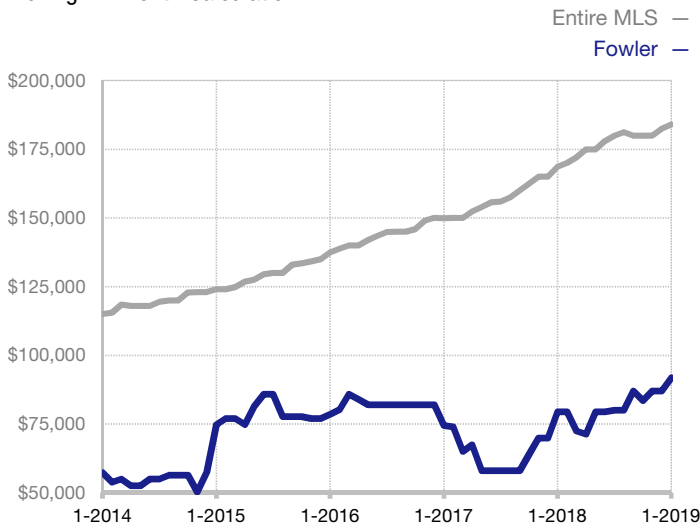
Single Family	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	2	3	+ 50.0%	2	3	+ 50.0%
Sold Listings	2	1	- 50.0%	2	1	- 50.0%
Median Sales Price*	\$73,000	<b>\$90,000</b>	+ 23.3%	\$73,000	<b>\$90,000</b>	+ 23.3%
Average Sales Price*	\$73,000	<b>\$90,000</b>	+ 23.3%	\$73,000	<b>\$90,000</b>	+ 23.3%
Percent of List Price Received*	113.5%	<b>100.0%</b>	- 11.9%	113.5%	<b>100.0%</b>	- 11.9%
Days on Market Until Sale	92	<b>58</b>	- 37.0%	92	<b>58</b>	- 37.0%
Inventory of Homes for Sale	9	<b>6</b>	- 33.3%	--	--	--
Months Supply of Inventory	4.3	<b>1.8</b>	- 58.1%	--	--	--

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

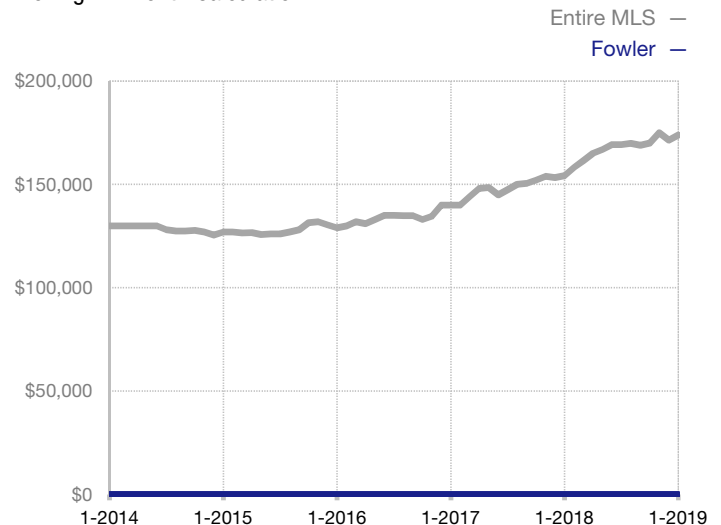
Townhouse-Condo	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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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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## La Junta

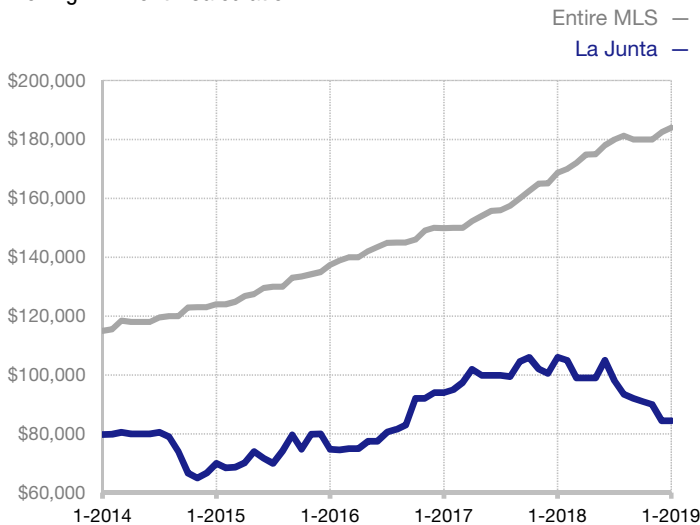
Single Family Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	9	4	- 55.6%	9	4	- 55.6%
Sold Listings	4	4	0.0%	4	4	0.0%
Median Sales Price*	\$129,500	<b>\$172,500</b>	+ 33.2%	\$129,500	<b>\$172,500</b>	+ 33.2%
Average Sales Price*	\$113,263	<b>\$161,975</b>	+ 43.0%	\$113,263	<b>\$161,975</b>	+ 43.0%
Percent of List Price Received*	104.6%	<b>97.8%</b>	- 6.5%	104.6%	<b>97.8%</b>	- 6.5%
Days on Market Until Sale	103	<b>155</b>	+ 50.5%	103	<b>155</b>	+ 50.5%
Inventory of Homes for Sale	19	<b>23</b>	+ 21.1%	--	--	--
Months Supply of Inventory	2.7	<b>3.5</b>	+ 29.6%	--	--	--

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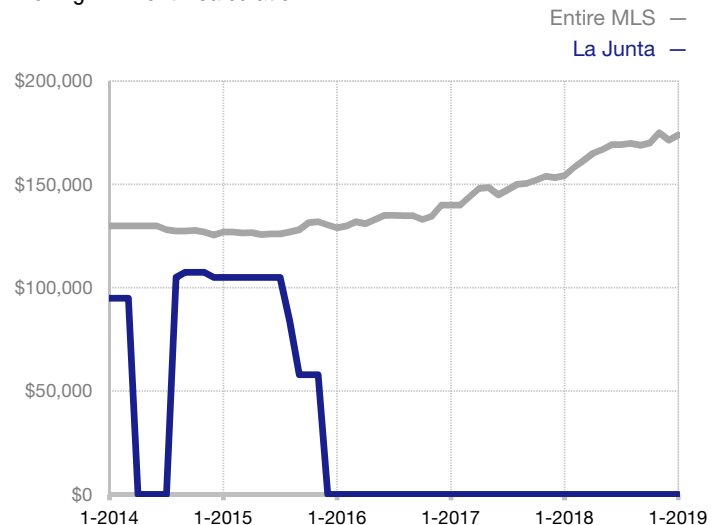
Townhouse-Condo Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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Rolling 12-Month Calculation



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## Lamar

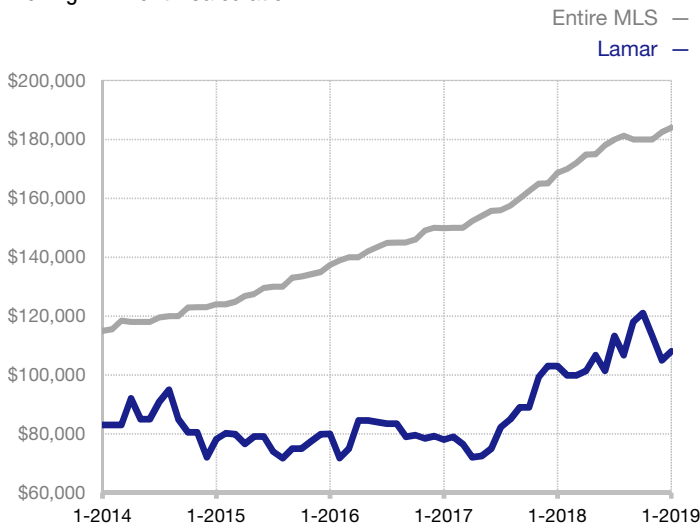
Single Family Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	4	5	+ 25.0%	4	5	+ 25.0%
Sold Listings	3	3	0.0%	3	3	0.0%
Median Sales Price*	\$78,000	<b>\$224,000</b>	+ 187.2%	\$78,000	<b>\$224,000</b>	+ 187.2%
Average Sales Price*	\$111,333	<b>\$181,333</b>	+ 62.9%	\$111,333	<b>\$181,333</b>	+ 62.9%
Percent of List Price Received*	96.5%	<b>90.5%</b>	- 6.2%	96.5%	<b>90.5%</b>	- 6.2%
Days on Market Until Sale	122	<b>116</b>	- 4.9%	122	<b>116</b>	- 4.9%
Inventory of Homes for Sale	9	<b>12</b>	+ 33.3%	--	--	--
Months Supply of Inventory	2.3	<b>3.2</b>	+ 39.1%	--	--	--

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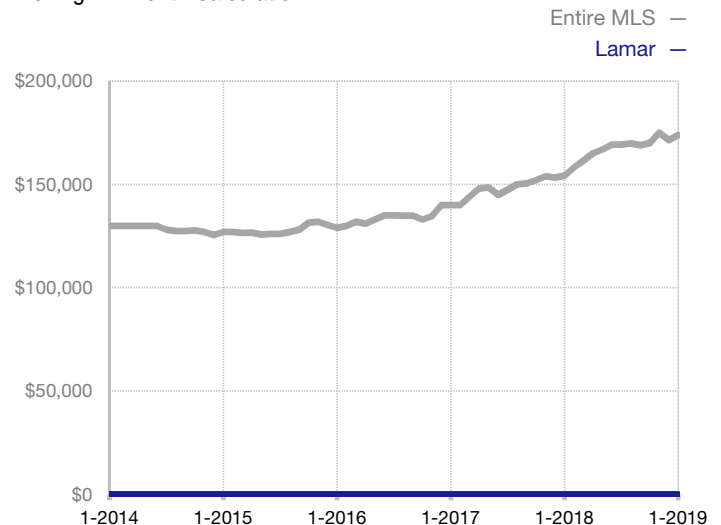
Townhouse-Condo Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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Rolling 12-Month Calculation



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## Las Animas

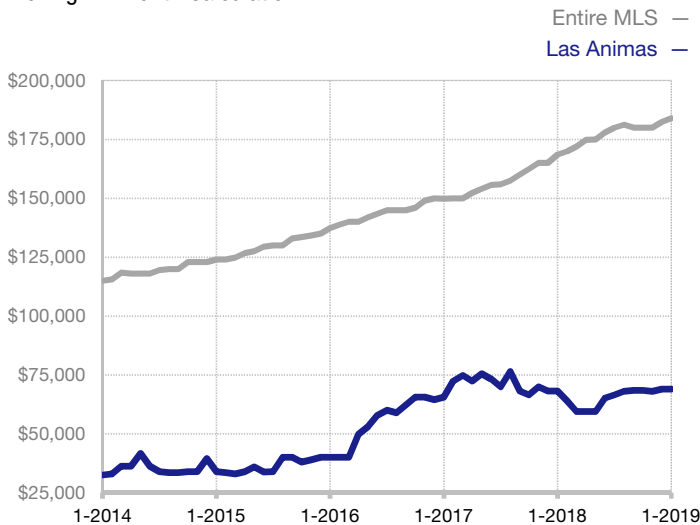
Single Family Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	2	4	+ 100.0%	2	4	+ 100.0%
Sold Listings	0	2	--	0	2	--
Median Sales Price*	\$0	\$64,500	--	\$0	\$64,500	--
Average Sales Price*	\$0	\$64,500	--	\$0	\$64,500	--
Percent of List Price Received*	0.0%	94.3%	--	0.0%	94.3%	--
Days on Market Until Sale	0	68	--	0	68	--
Inventory of Homes for Sale	9	6	- 33.3%	--	--	--
Months Supply of Inventory	3.1	2.1	- 32.3%	--	--	--

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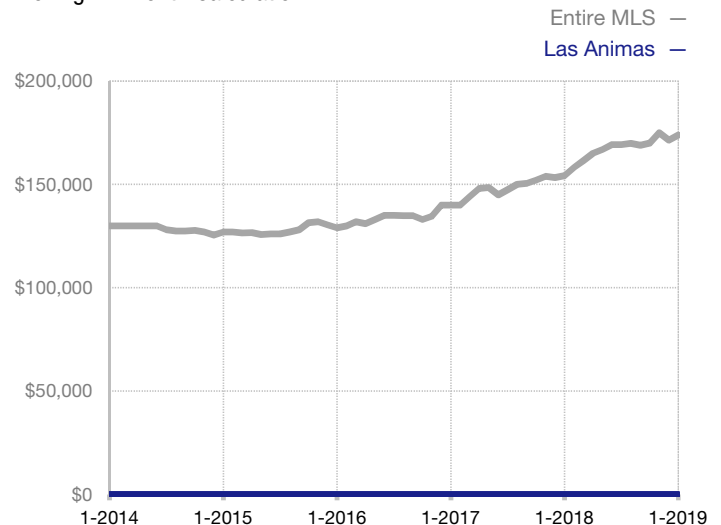
Townhouse-Condo Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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## Manzanola

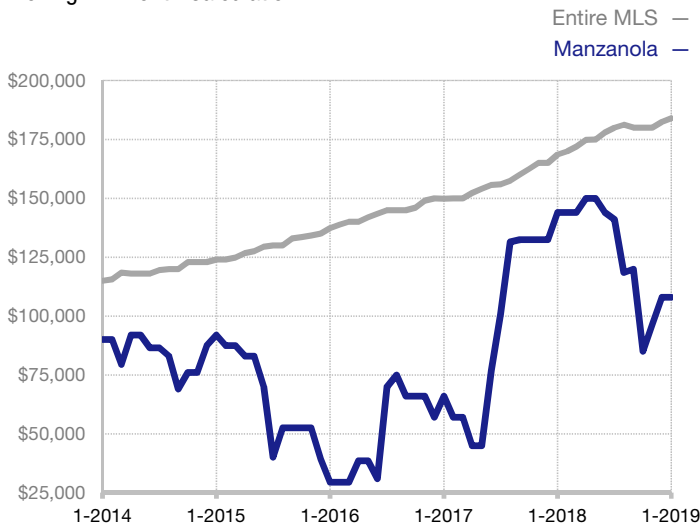
Single Family	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	2	--	0	2	--
Sold Listings	1	1	0.0%	1	1	0.0%
Median Sales Price*	\$217,000	<b>\$220,000</b>	+ 1.4%	\$217,000	<b>\$220,000</b>	+ 1.4%
Average Sales Price*	\$217,000	<b>\$220,000</b>	+ 1.4%	\$217,000	<b>\$220,000</b>	+ 1.4%
Percent of List Price Received*	120.6%	<b>97.8%</b>	- 18.9%	120.6%	<b>97.8%</b>	- 18.9%
Days on Market Until Sale	204	<b>167</b>	- 18.1%	204	<b>167</b>	- 18.1%
Inventory of Homes for Sale	1	<b>4</b>	+ 300.0%	--	--	--
Months Supply of Inventory	0.5	<b>2.9</b>	+ 480.0%	--	--	--

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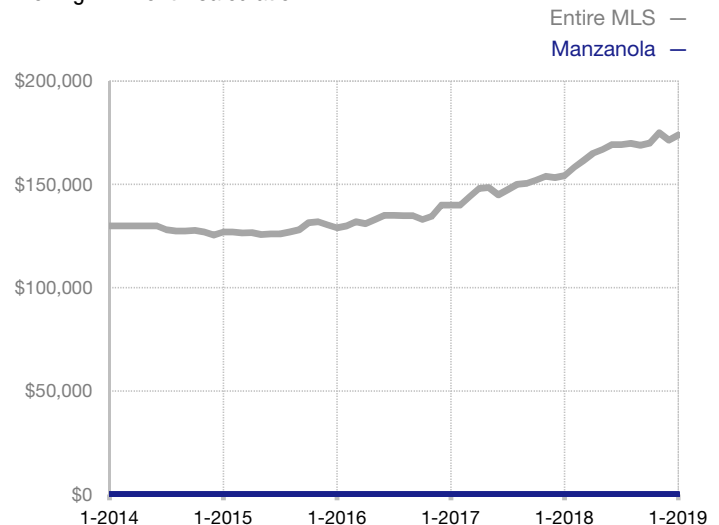
Townhouse-Condo	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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



**Median Sales Price – Townhouse-Condo**  
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## Rocky Ford

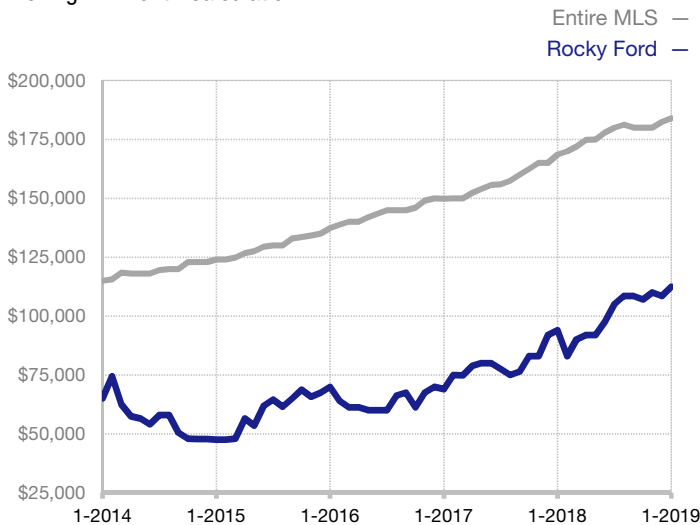
Single Family Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	8	14	+ 75.0%	8	14	+ 75.0%
Sold Listings	3	3	0.0%	3	3	0.0%
Median Sales Price*	\$76,000	\$145,000	+ 90.8%	\$76,000	\$145,000	+ 90.8%
Average Sales Price*	\$66,333	\$122,333	+ 84.4%	\$66,333	\$122,333	+ 84.4%
Percent of List Price Received*	88.1%	91.3%	+ 3.6%	88.1%	91.3%	+ 3.6%
Days on Market Until Sale	103	55	- 46.6%	103	55	- 46.6%
Inventory of Homes for Sale	15	19	+ 26.7%	--	--	--
Months Supply of Inventory	4.0	4.8	+ 20.0%	--	--	--

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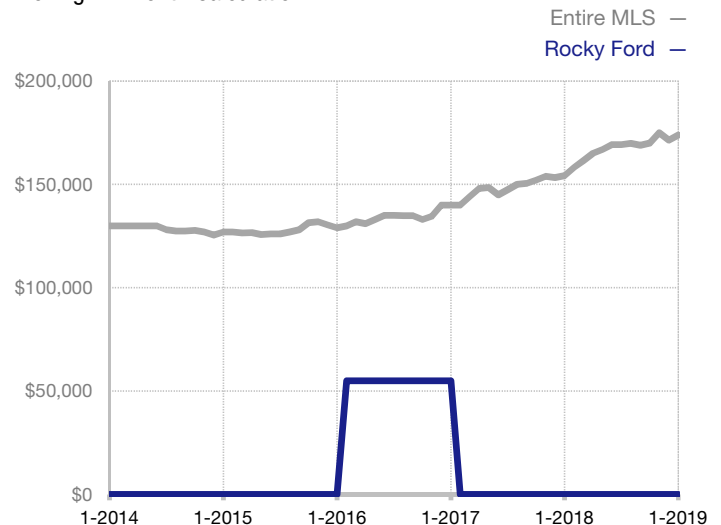
Townhouse-Condo Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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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## Huerfano County

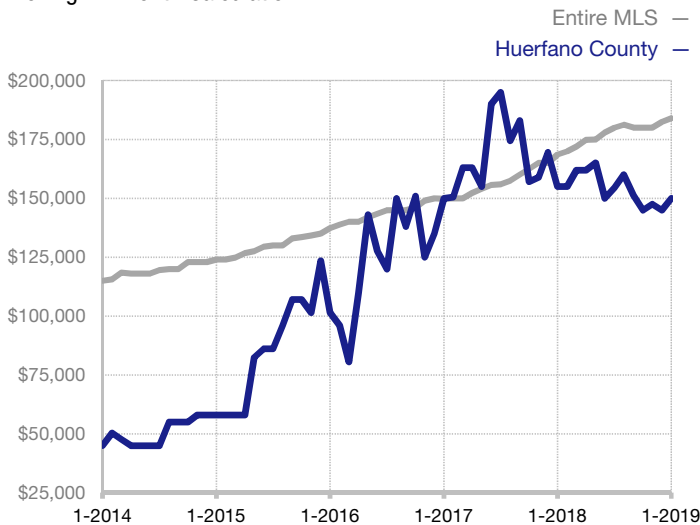
Single Family Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	4	5	+ 25.0%	4	5	+ 25.0%
Sold Listings	6	3	- 50.0%	6	3	- 50.0%
Median Sales Price*	\$92,125	<b>\$82,000</b>	- 11.0%	\$92,125	<b>\$82,000</b>	- 11.0%
Average Sales Price*	\$115,458	<b>\$157,333</b>	+ 36.3%	\$115,458	<b>\$157,333</b>	+ 36.3%
Percent of List Price Received*	92.9%	<b>98.4%</b>	+ 5.9%	92.9%	<b>98.4%</b>	+ 5.9%
Days on Market Until Sale	111	<b>159</b>	+ 43.2%	111	<b>159</b>	+ 43.2%
Inventory of Homes for Sale	63	<b>56</b>	- 11.1%	--	--	--
Months Supply of Inventory	19.4	<b>8.5</b>	- 56.2%	--	--	--

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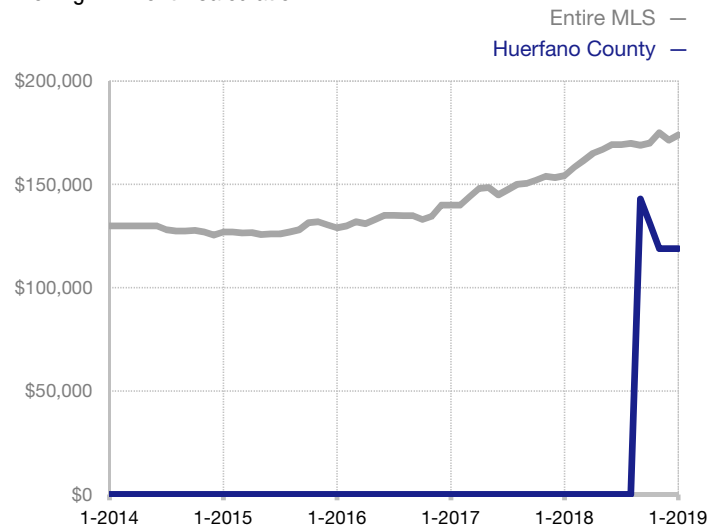
Townhouse-Condo Key Metrics	January			Year to Date		
	2018	2019	Percent Change from Previous Year	Thru 01-2018	Thru 01-2019	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</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	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

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



**Median Sales Price – Townhouse-Condo**  
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# Monthly Indicators



## January 2019

Percent changes calculated using year-over-year comparisons.

New Listings were down 7.3 percent for single family homes but increased 100.0 percent for townhouse-condo properties. Pending Sales decreased 9.2 percent for single family homes but increased 250.0 percent for townhouse-condo properties.

The Median Sales Price was up 8.6 percent to \$192,500 for single family homes and 40.7 percent to \$220,000 for townhouse-condo properties. Days on Market increased 1.2 percent for single family homes and 30.4 percent for townhouse-condo properties.

While the home affordability topic will continue to set the tone for the 2019 housing market, early signs point to an improving inventory situation, including in several markets that are beginning to show regular year-over-year percentage increases. As motivated sellers attempt to get a jump on annual goals, many new listings enter the market immediately after the turn of a calendar year. If home price appreciation falls more in line with wage growth, and rates can hold firm, consumer confidence and affordability are likely to improve.

## Activity Snapshot

<b>- 10.6%</b>	<b>+ 10.8%</b>	<b>+ 5.4%</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 composed 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	1-2018	1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		260	<b>241</b>	- 7.3%	260	<b>241</b>	- 7.3%
<b>Pending Sales</b>		217	<b>197</b>	- 9.2%	217	<b>197</b>	- 9.2%
<b>Sold Listings</b>		172	<b>156</b>	- 9.3%	172	<b>156</b>	- 9.3%
<b>Median Sales Price</b>		\$177,250	<b>\$192,500</b>	+ 8.6%	\$177,250	<b>\$192,500</b>	+ 8.6%
<b>Avg. Sales Price</b>		\$180,109	<b>\$206,502</b>	+ 14.7%	\$180,109	<b>\$206,502</b>	+ 14.7%
<b>Pct. of List Price Received</b>		97.4%	<b>97.5%</b>	+ 0.1%	97.4%	<b>97.5%</b>	+ 0.1%
<b>Days on Market</b>		84	<b>85</b>	+ 1.2%	84	<b>85</b>	+ 1.2%
<b>Affordability Index</b>		195	<b>177</b>	- 9.2%	195	<b>177</b>	- 9.2%
<b>Active Listings</b>		414	<b>430</b>	+ 3.9%	--	--	--
<b>Months Supply</b>		1.8	<b>1.9</b>	+ 5.6%	--	--	--

# Townhouse-Condo Market Overview

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

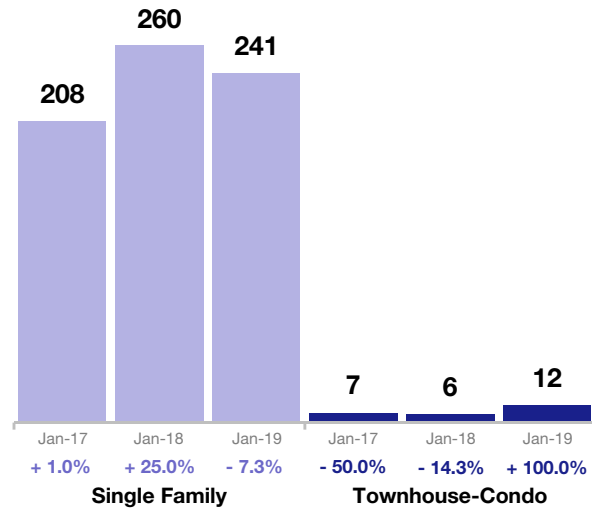


Key Metrics	Historical Sparkbars	1-2018	1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		6	12	+ 100.0%	6	12	+ 100.0%
<b>Pending Sales</b>		4	14	+ 250.0%	4	14	+ 250.0%
<b>Sold Listings</b>		8	5	- 37.5%	8	5	- 37.5%
<b>Median Sales Price</b>		\$156,400	\$220,000	+ 40.7%	\$156,400	\$220,000	+ 40.7%
<b>Avg. Sales Price</b>		\$174,463	\$192,800	+ 10.5%	\$174,463	\$192,800	+ 10.5%
<b>Pct. of List Price Received</b>		98.0%	98.9%	+ 0.9%	98.0%	98.9%	+ 0.9%
<b>Days on Market</b>		79	103	+ 30.4%	79	103	+ 30.4%
<b>Affordability Index</b>		221	155	- 29.9%	221	155	- 29.9%
<b>Active Listings</b>		12	19	+ 58.3%	--	--	--
<b>Months Supply</b>		1.3	2.3	+ 76.9%	--	--	--

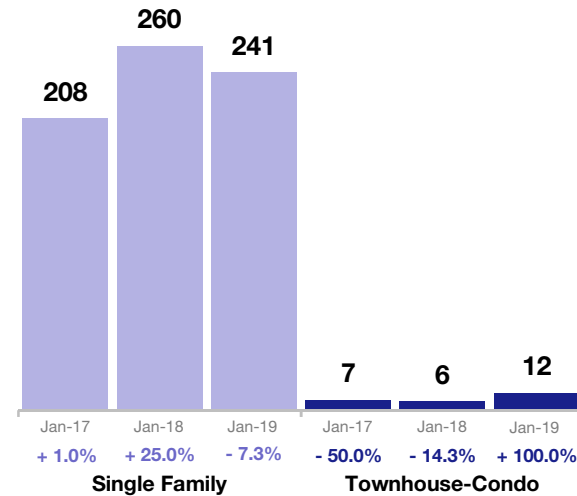
# New Listings



## January

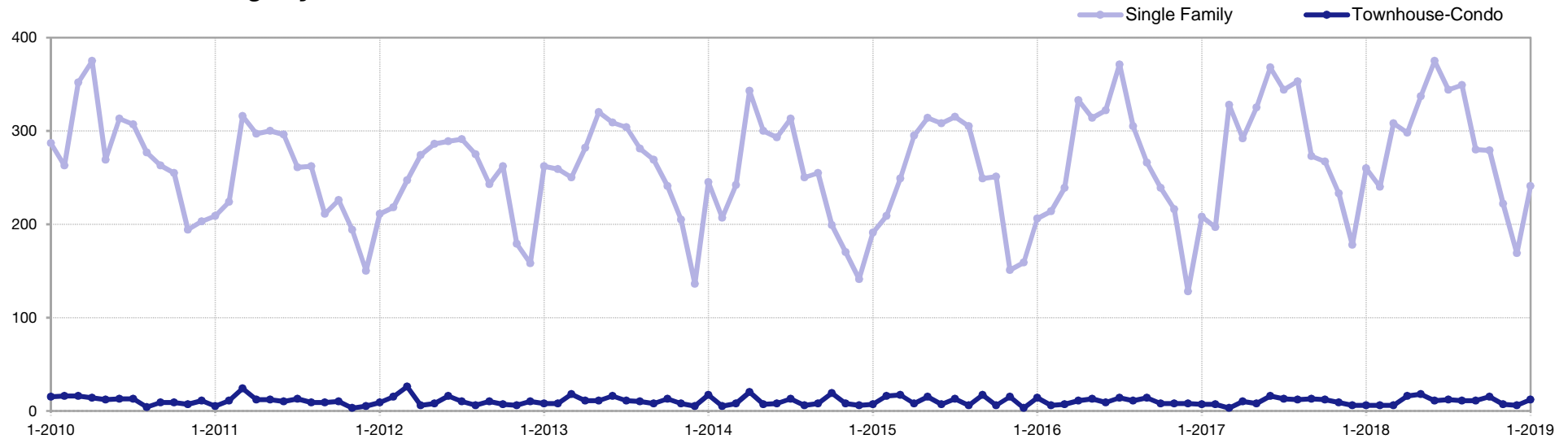


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2018	240	+21.8%	6	-14.3%
Mar-2018	308	-6.1%	6	+100.0%
Apr-2018	298	+2.1%	16	+60.0%
May-2018	337	+3.7%	18	+125.0%
Jun-2018	375	+1.9%	11	-31.3%
Jul-2018	344	0.0%	12	-7.7%
Aug-2018	349	-1.1%	11	-8.3%
Sep-2018	280	+2.6%	11	-15.4%
Oct-2018	279	+4.5%	15	+25.0%
Nov-2018	222	-4.7%	7	-22.2%
Dec-2018	169	-5.1%	6	0.0%
<b>Jan-2019</b>	<b>241</b>	<b>-7.3%</b>	<b>12</b>	<b>+100.0%</b>

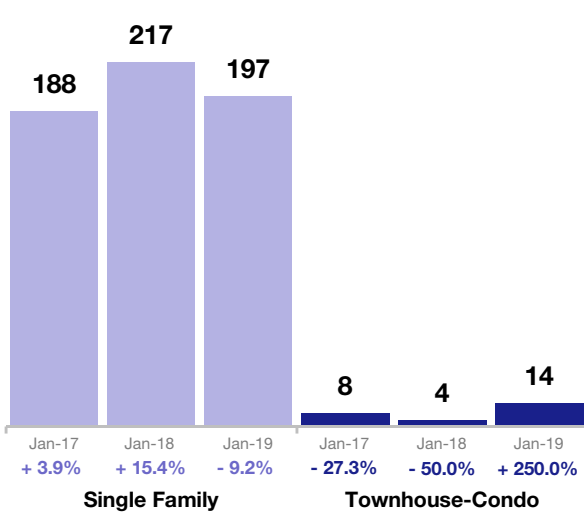
## Historical New Listings by Month



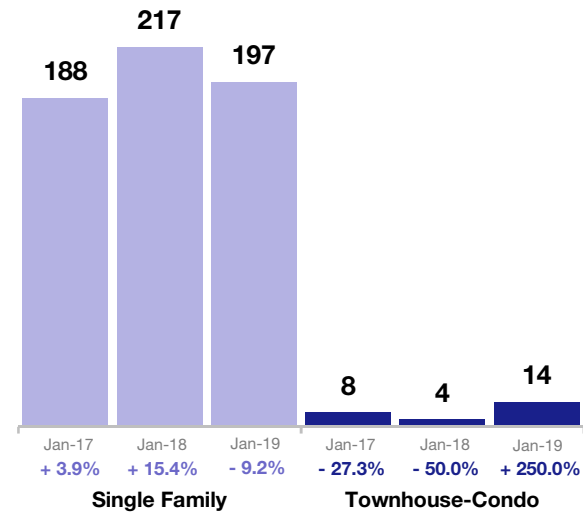
# Pending Sales



## January

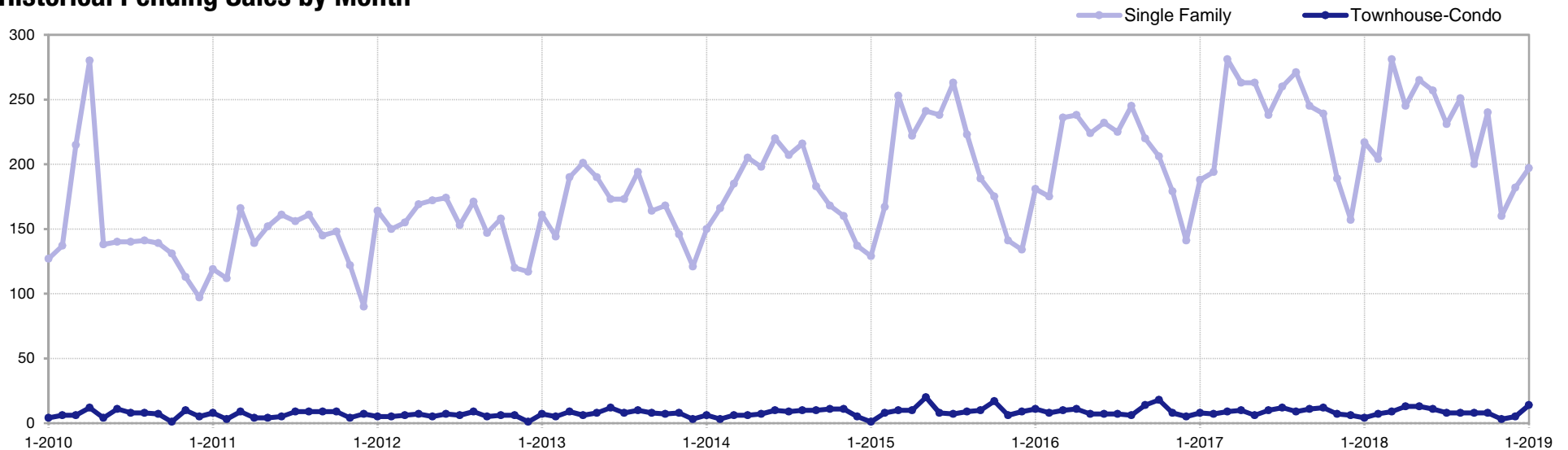


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2018	204	+5.2%	7	0.0%
Mar-2018	281	0.0%	9	0.0%
Apr-2018	245	-6.8%	13	+30.0%
May-2018	265	+0.8%	13	+116.7%
Jun-2018	257	+8.0%	11	+10.0%
Jul-2018	231	-11.2%	8	-33.3%
Aug-2018	251	-7.4%	8	-11.1%
Sep-2018	200	-18.4%	8	-27.3%
Oct-2018	240	+0.4%	8	-33.3%
Nov-2018	160	-15.3%	3	-57.1%
Dec-2018	182	+15.9%	5	-16.7%
<b>Jan-2019</b>	<b>197</b>	<b>-9.2%</b>	<b>14</b>	<b>+250.0%</b>

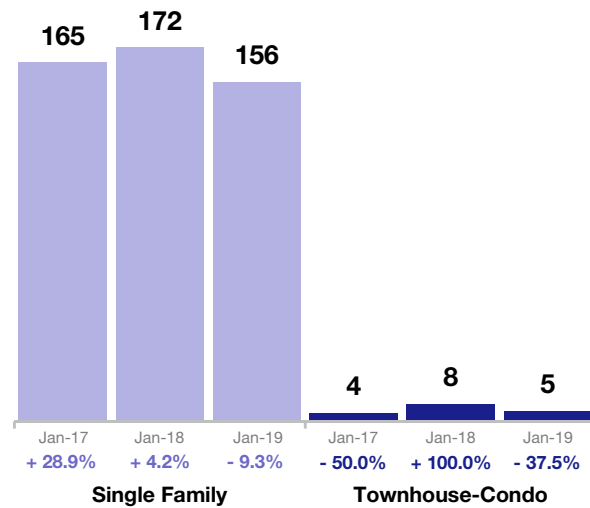
## Historical Pending Sales by Month



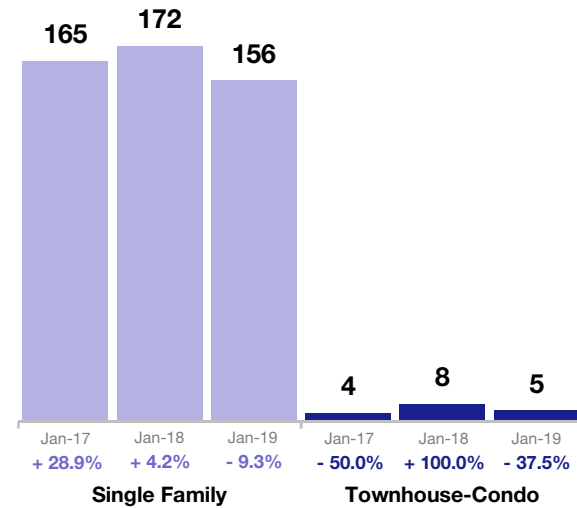
# Sold Listings



## January

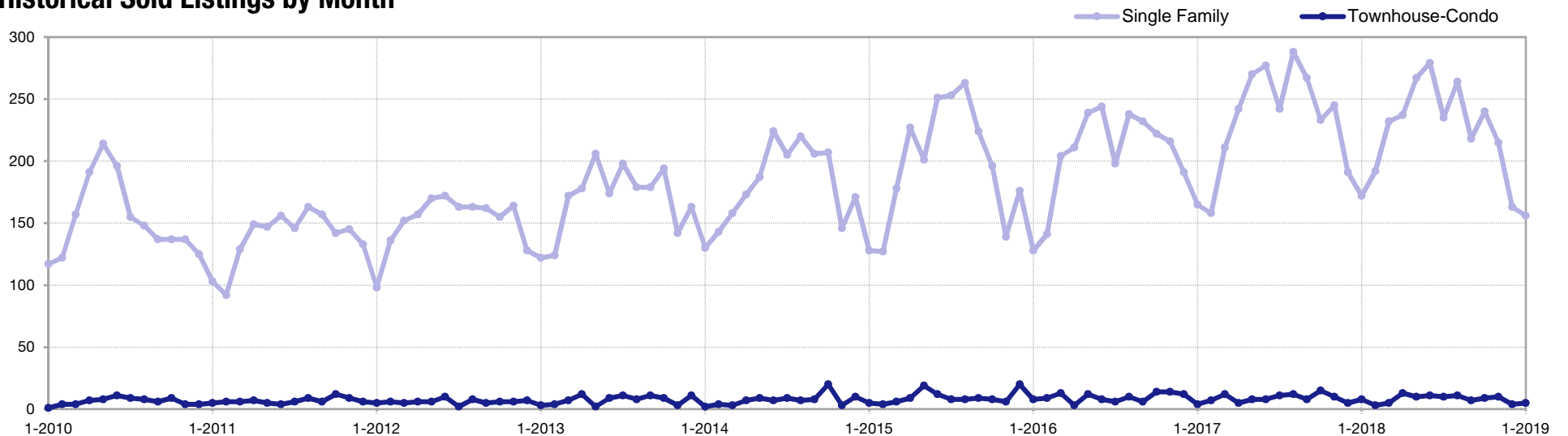


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2018	192	+21.5%	3	-57.1%
Mar-2018	232	+10.0%	5	-58.3%
Apr-2018	237	-2.1%	13	+160.0%
May-2018	267	-1.1%	10	+25.0%
Jun-2018	279	+0.7%	11	+37.5%
Jul-2018	235	-2.9%	10	-9.1%
Aug-2018	264	-8.3%	11	-8.3%
Sep-2018	218	-18.4%	7	-12.5%
Oct-2018	240	+3.0%	9	-40.0%
Nov-2018	215	-12.2%	10	0.0%
Dec-2018	163	-14.7%	4	-20.0%
<b>Jan-2019</b>	<b>156</b>	<b>-9.3%</b>	<b>5</b>	<b>-37.5%</b>

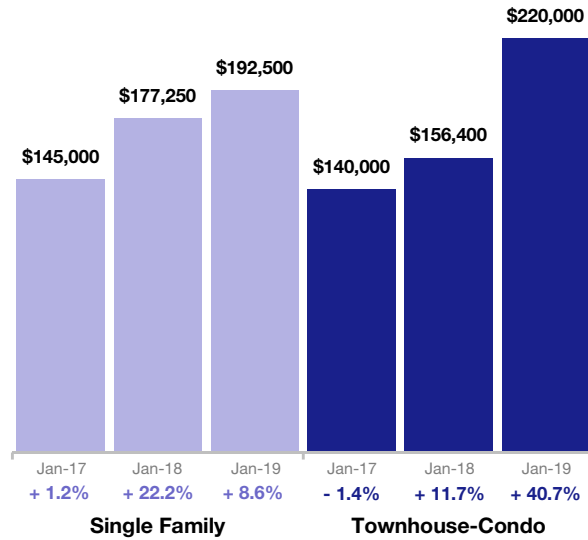
## Historical Sold Listings by Month



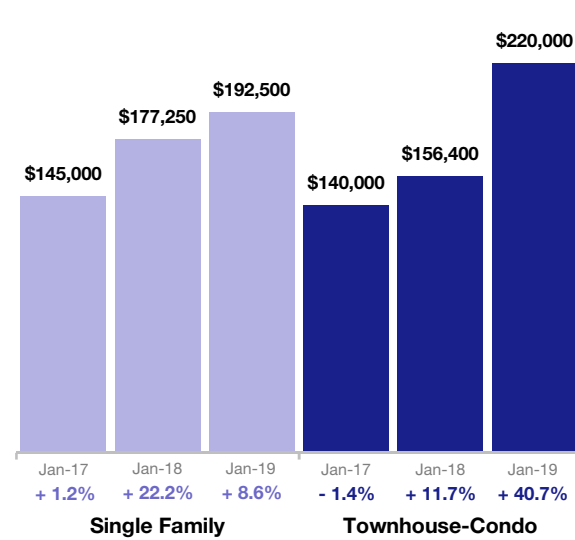
# Median Sales Price



## January

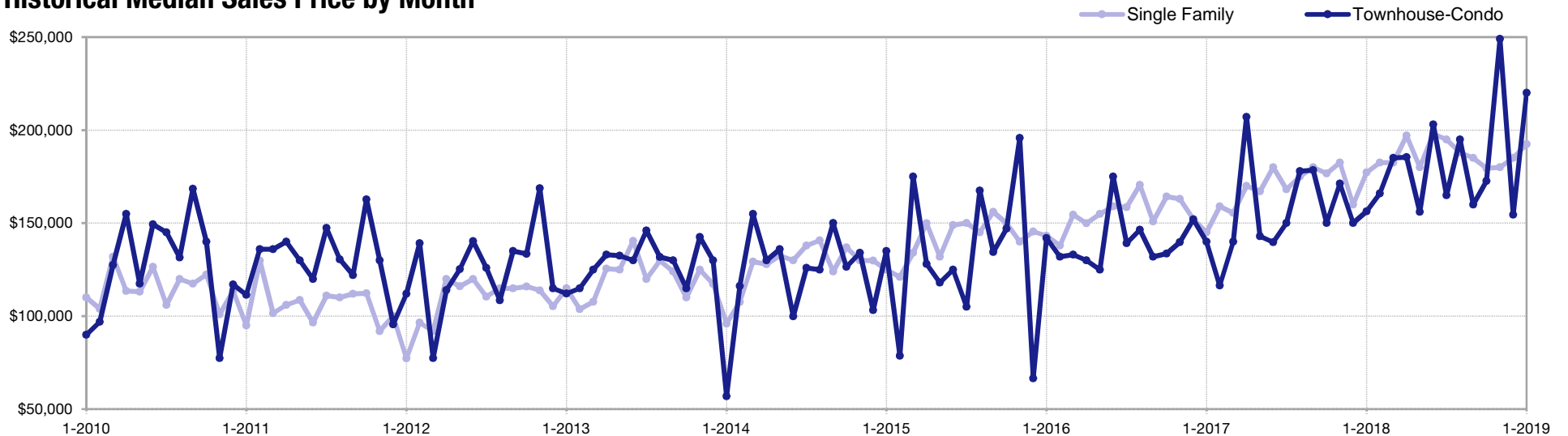


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2018	\$182,500	+14.8%	\$166,000	+42.5%
Mar-2018	\$182,500	+17.4%	\$185,000	+32.1%
Apr-2018	\$197,000	+15.9%	\$185,500	-10.4%
May-2018	\$180,000	+7.8%	\$156,000	+9.1%
Jun-2018	\$198,000	+10.0%	\$203,000	+45.3%
Jul-2018	\$194,900	+15.9%	\$165,000	+10.0%
Aug-2018	\$188,000	+7.4%	\$195,000	+9.6%
Sep-2018	\$185,000	+2.8%	\$159,900	-10.4%
Oct-2018	\$179,501	+1.6%	\$172,700	+15.1%
Nov-2018	\$180,000	-1.4%	\$249,000	+45.4%
Dec-2018	\$185,000	+15.6%	\$154,450	+3.0%
<b>Jan-2019</b>	<b>\$192,500</b>	<b>+8.6%</b>	<b>\$220,000</b>	<b>+40.7%</b>

## Historical Median Sales Price by Month

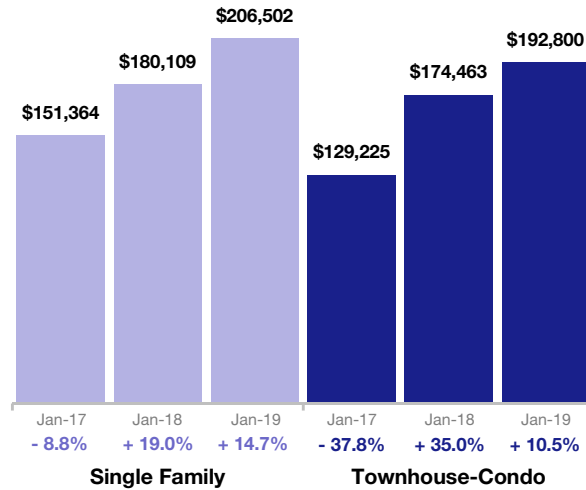




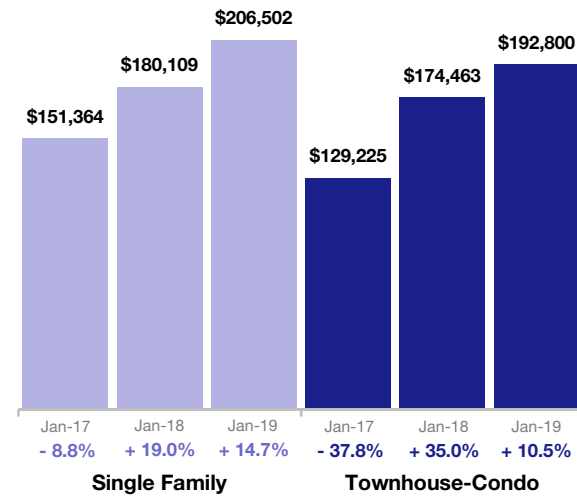
# Average Sales Price



## January

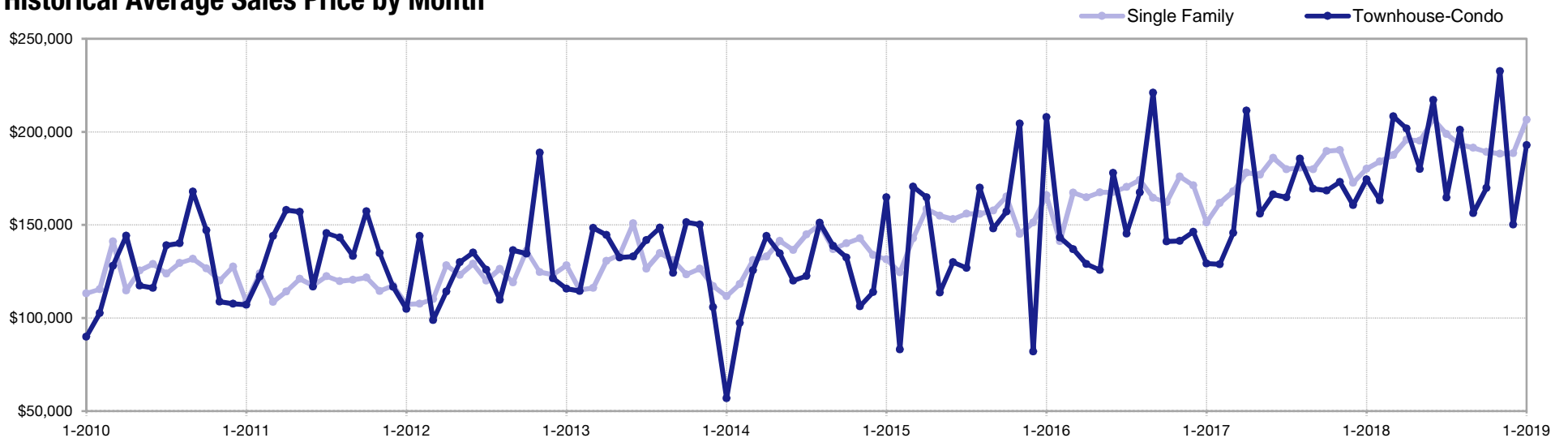


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2018	\$184,071	+13.8%	\$163,167	+26.6%
Mar-2018	\$187,558	+11.6%	\$208,380	+43.0%
Apr-2018	\$195,809	+9.9%	\$201,754	-4.5%
May-2018	\$195,167	+10.3%	\$180,030	+15.4%
Jun-2018	\$206,903	+11.2%	\$217,095	+30.4%
Jul-2018	\$198,788	+10.5%	\$164,650	-0.1%
Aug-2018	\$193,086	+6.9%	\$201,027	+8.3%
Sep-2018	\$191,388	+6.4%	\$156,293	-7.8%
Oct-2018	\$189,247	-0.2%	\$169,889	+0.9%
Nov-2018	\$188,315	-1.0%	\$232,540	+34.4%
Dec-2018	\$188,493	+9.2%	\$150,225	-6.5%
<b>Jan-2019</b>	<b>\$206,502</b>	<b>+14.7%</b>	<b>\$192,800</b>	<b>+10.5%</b>

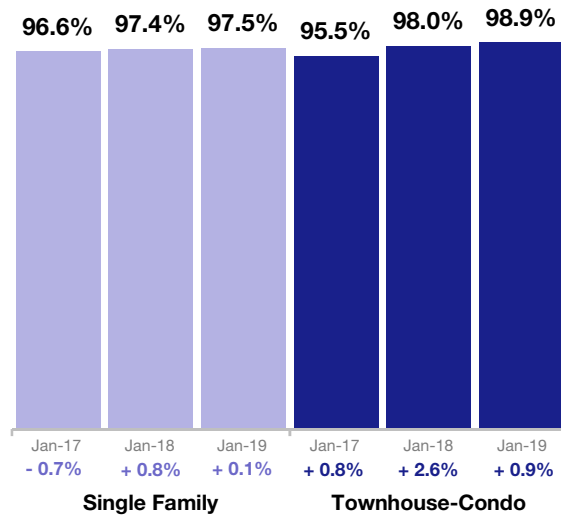
## Historical Average Sales Price by Month



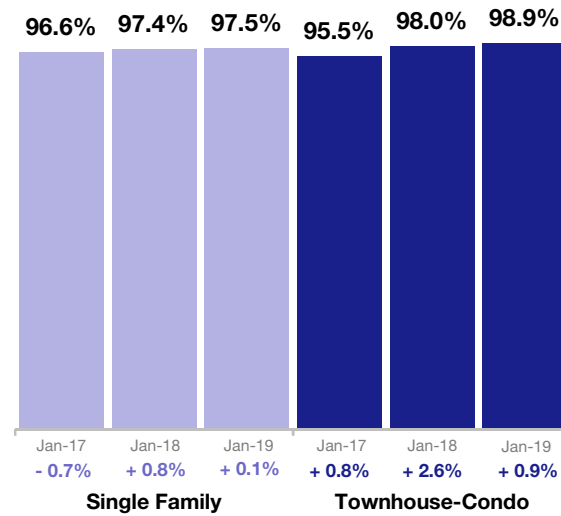
# Percent of List Price Received



## January

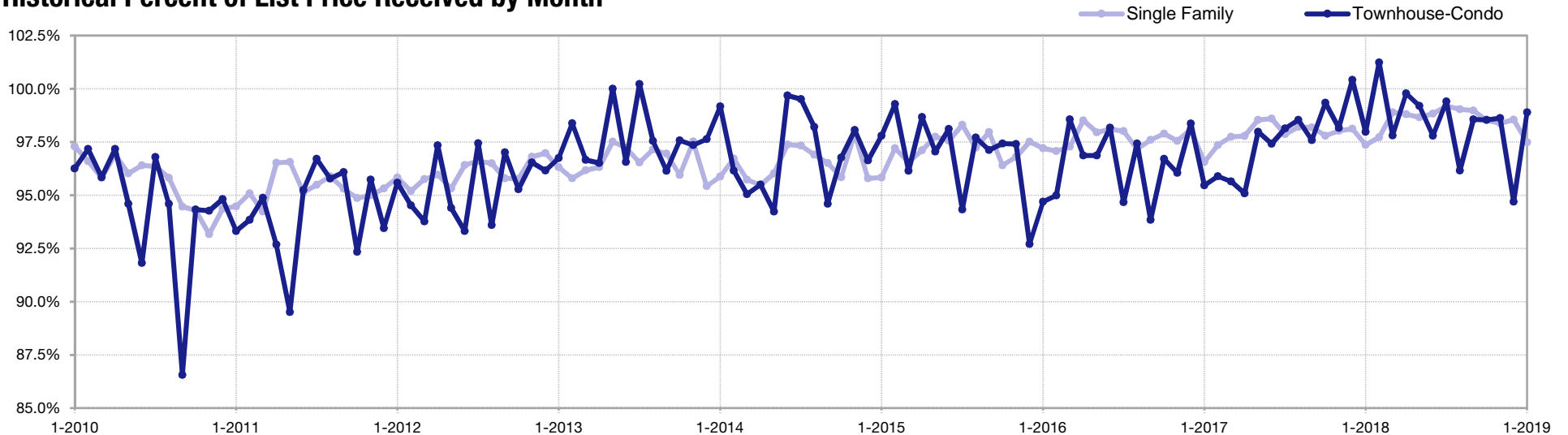


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2018	97.7%	+0.3%	101.2%	+5.5%
Mar-2018	98.9%	+1.2%	97.8%	+2.3%
Apr-2018	98.8%	+1.0%	99.8%	+4.9%
May-2018	98.7%	+0.2%	99.2%	+1.2%
Jun-2018	98.8%	+0.2%	97.8%	+0.4%
Jul-2018	99.2%	+1.3%	99.4%	+1.3%
Aug-2018	99.0%	+0.8%	96.2%	-2.3%
Sep-2018	99.0%	+0.8%	98.6%	+1.0%
Oct-2018	98.5%	+0.7%	98.5%	-0.8%
Nov-2018	98.4%	+0.4%	98.6%	+0.4%
Dec-2018	98.5%	+0.4%	94.7%	-5.7%
<b>Jan-2019</b>	<b>97.5%</b>	<b>+0.1%</b>	<b>98.9%</b>	<b>+0.9%</b>

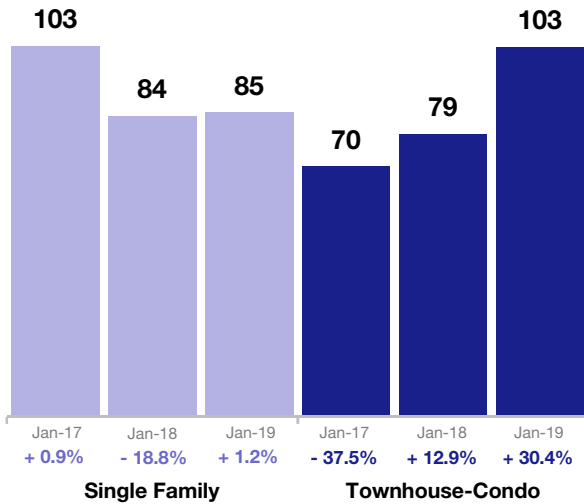
## Historical Percent of List Price Received by Month



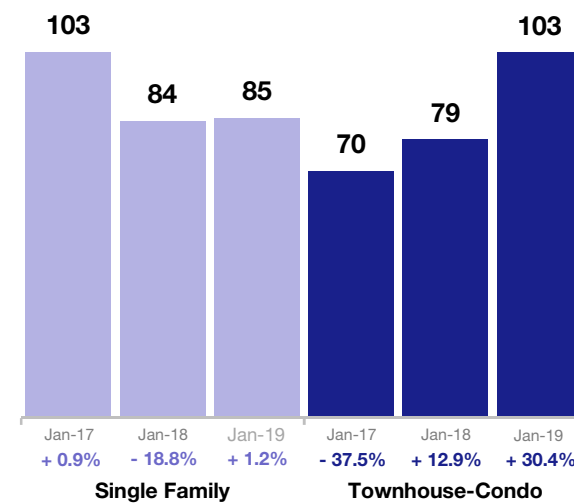
# Days on Market Until Sale



## January

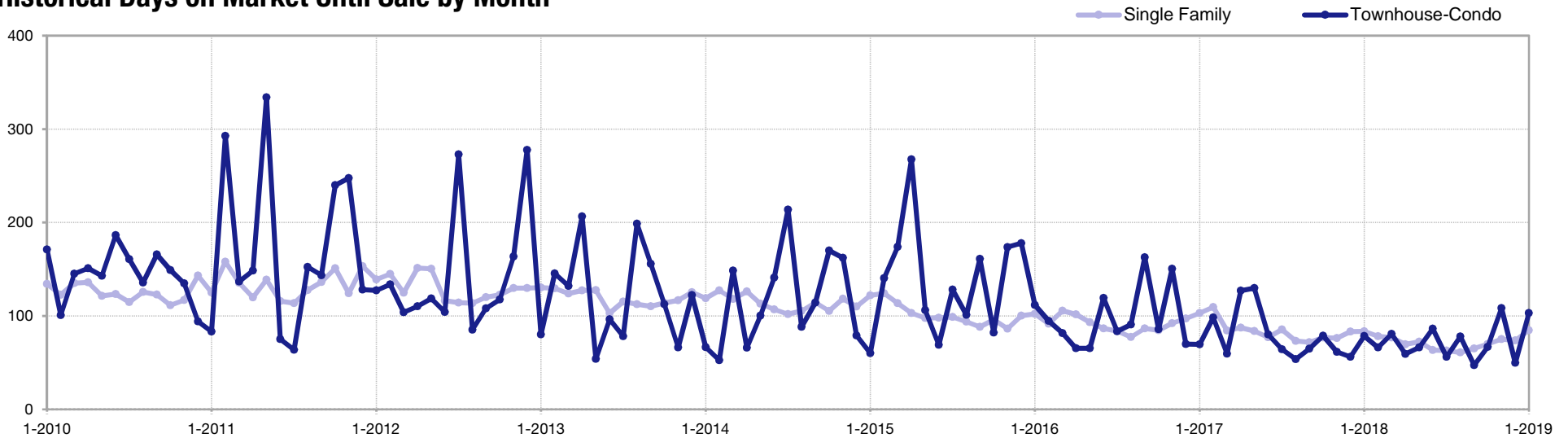


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2018	78	-28.4%	66	-32.7%
Mar-2018	77	-8.3%	81	+35.0%
Apr-2018	70	-20.5%	59	-53.5%
May-2018	72	-14.3%	66	-49.2%
Jun-2018	63	-18.2%	86	+7.5%
Jul-2018	63	-26.7%	56	-12.5%
Aug-2018	61	-16.4%	78	+44.4%
Sep-2018	65	-9.7%	47	-27.7%
Oct-2018	70	-9.1%	67	-15.2%
Nov-2018	75	-1.3%	108	+74.2%
Dec-2018	74	-10.8%	50	-10.7%
<b>Jan-2019</b>	<b>85</b>	<b>+1.2%</b>	<b>103</b>	<b>+30.4%</b>

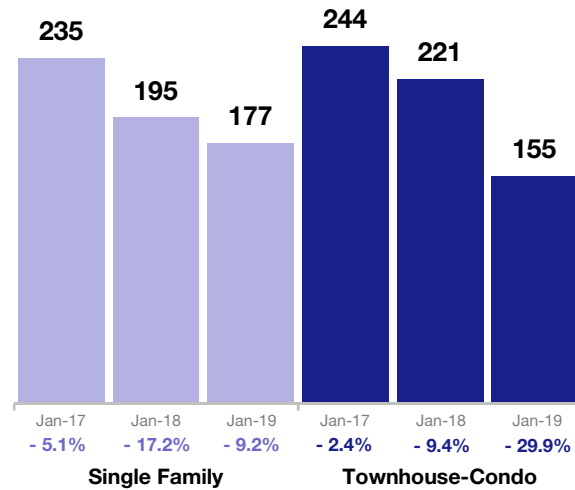
## Historical Days on Market Until Sale by Month



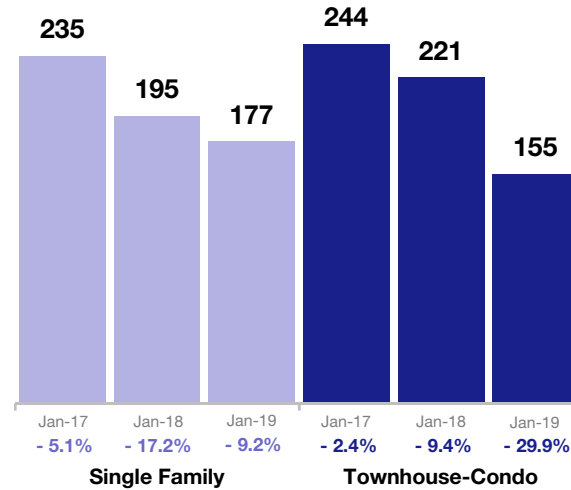
# Housing Affordability Index



## January

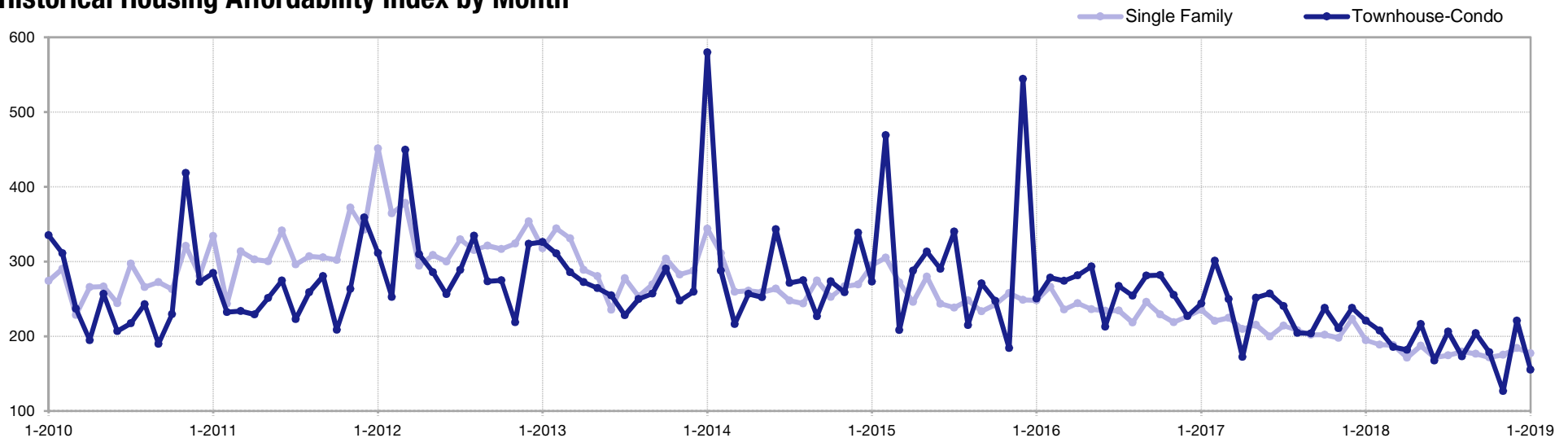


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2018	189	-14.5%	208	-30.9%
Mar-2018	188	-16.4%	186	-25.6%
Apr-2018	171	-18.6%	182	+5.8%
May-2018	188	-12.6%	216	-14.3%
Jun-2018	172	-14.0%	167	-35.0%
Jul-2018	175	-18.2%	206	-14.2%
Aug-2018	180	-13.5%	173	-15.2%
Sep-2018	176	-12.9%	204	0.0%
Oct-2018	172	-14.9%	179	-24.8%
Nov-2018	175	-11.6%	127	-39.8%
Dec-2018	184	-17.5%	221	-7.1%
<b>Jan-2019</b>	<b>177</b>	<b>-9.2%</b>	<b>155</b>	<b>-29.9%</b>

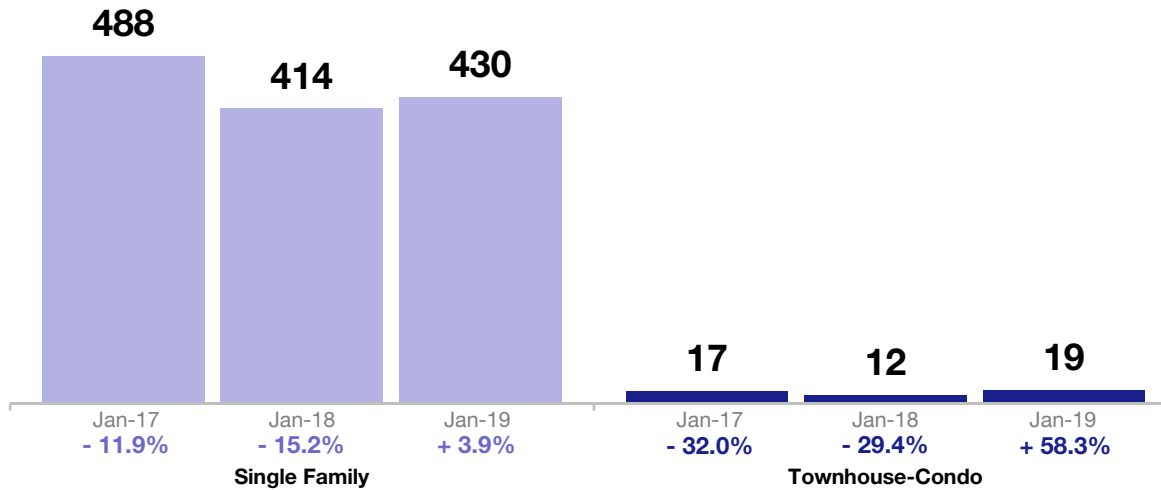
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

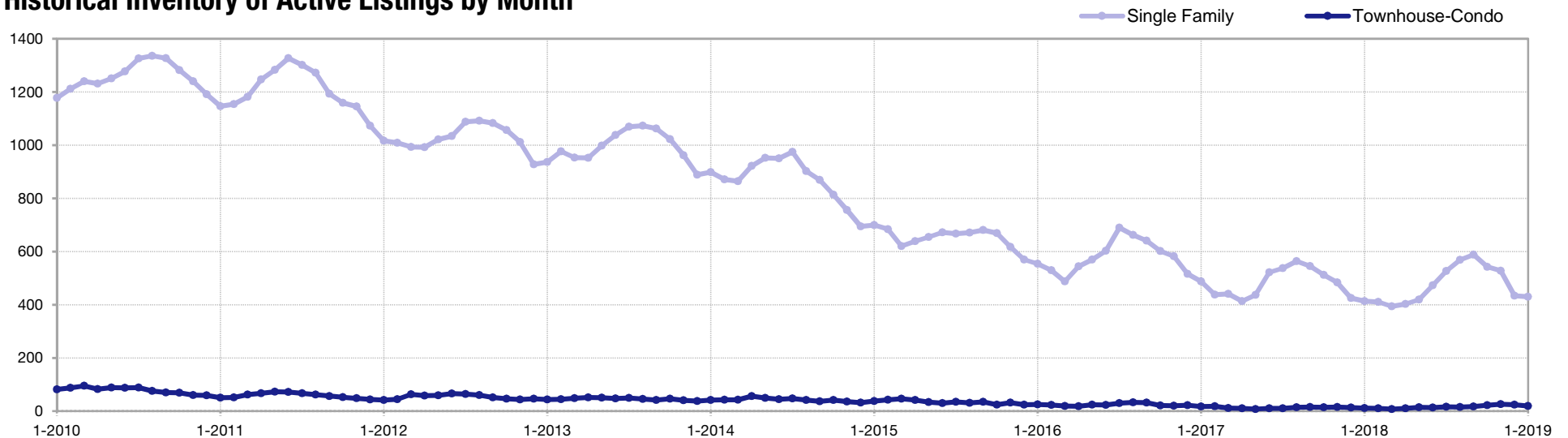


## January



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2018	411	-6.2%	11	-38.9%
Mar-2018	394	-10.7%	8	-33.3%
Apr-2018	403	-2.7%	11	0.0%
May-2018	419	-4.1%	14	+75.0%
Jun-2018	473	-9.4%	13	+18.2%
Jul-2018	527	-1.9%	16	+45.5%
Aug-2018	569	+0.9%	15	+7.1%
Sep-2018	588	+7.9%	17	+13.3%
Oct-2018	542	+5.9%	22	+57.1%
Nov-2018	528	+9.1%	26	+73.3%
Dec-2018	434	+2.1%	24	+84.6%
<b>Jan-2019</b>	<b>430</b>	<b>+3.9%</b>	<b>19</b>	<b>+58.3%</b>

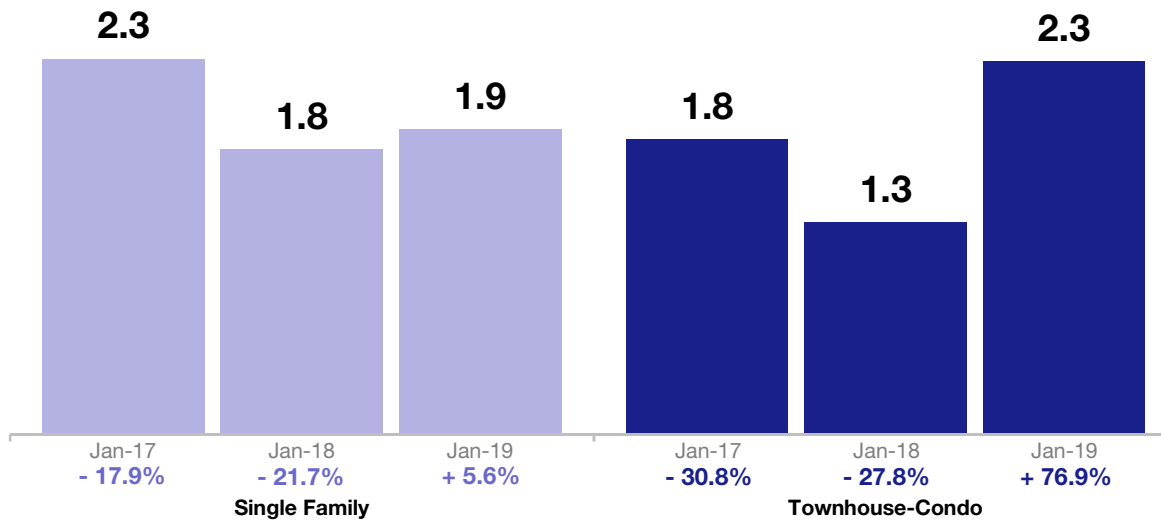
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

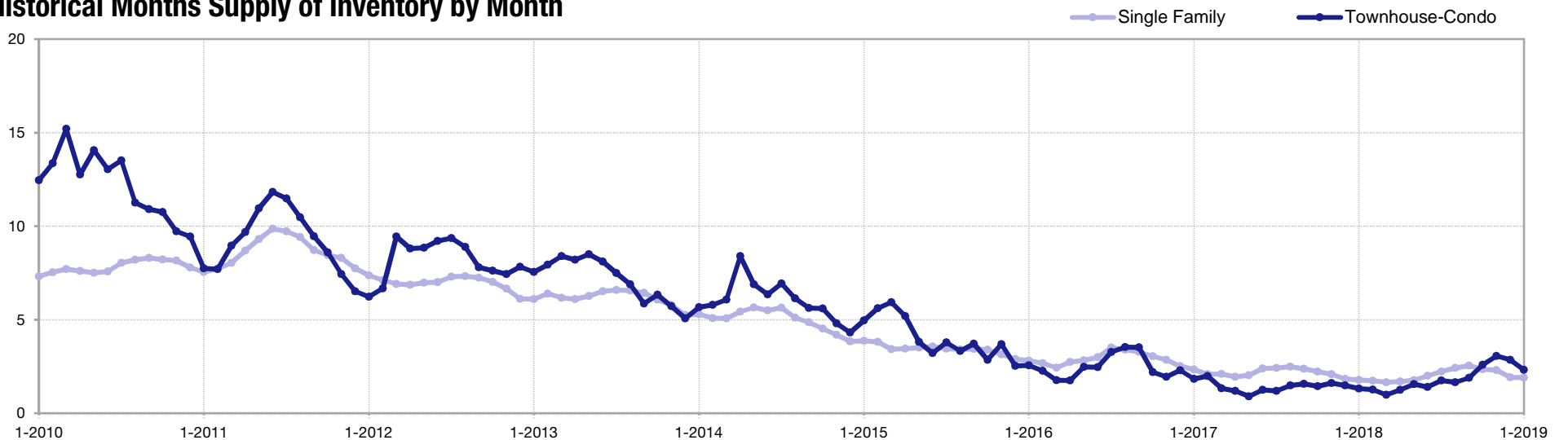


## January



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2018	1.7	-19.0%	1.3	-35.0%
Mar-2018	1.7	-19.0%	1.0	-23.1%
Apr-2018	1.7	-10.5%	1.2	0.0%
May-2018	1.8	-10.0%	1.6	+77.8%
Jun-2018	2.0	-16.7%	1.4	+16.7%
Jul-2018	2.2	-8.3%	1.7	+41.7%
Aug-2018	2.4	-4.0%	1.7	+13.3%
Sep-2018	2.6	+8.3%	1.9	+18.8%
Oct-2018	2.3	+4.5%	2.6	+85.7%
Nov-2018	2.3	+9.5%	3.1	+93.8%
Dec-2018	1.9	+5.6%	2.9	+93.3%
<b>Jan-2019</b>	<b>1.9</b>	<b>+5.6%</b>	<b>2.3</b>	<b>+76.9%</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.



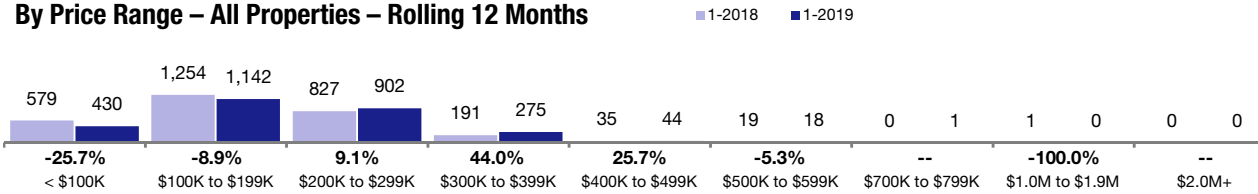
Key Metrics	Historical Sparkbars	1-2018	1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		266	<b>253</b>	- 4.9%	266	<b>253</b>	- 4.9%
<b>Pending Sales</b>		221	<b>211</b>	- 4.5%	221	<b>211</b>	- 4.5%
<b>Sold Listings</b>		180	<b>161</b>	- 10.6%	180	<b>161</b>	- 10.6%
<b>Median Sales Price</b>		\$174,250	<b>\$193,000</b>	+ 10.8%	\$174,250	<b>\$193,000</b>	+ 10.8%
<b>Avg. Sales Price</b>		\$179,858	<b>\$206,077</b>	+ 14.6%	\$179,858	<b>\$206,077</b>	+ 14.6%
<b>Pct. of List Price Received</b>		97.4%	<b>97.5%</b>	+ 0.1%	97.4%	<b>97.5%</b>	+ 0.1%
<b>Days on Market</b>		83	<b>85</b>	+ 2.4%	83	<b>85</b>	+ 2.4%
<b>Affordability Index</b>		198	<b>177</b>	- 10.6%	198	<b>177</b>	- 10.6%
<b>Active Listings</b>		426	<b>449</b>	+ 5.4%	--	--	--
<b>Months Supply</b>		1.8	<b>1.9</b>	+ 5.6%	--	--	--

# Sold Listings

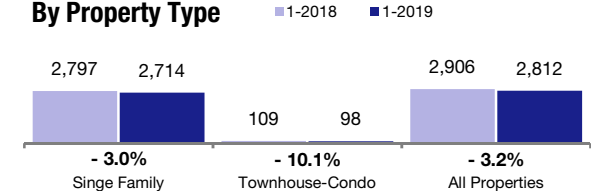
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	1-2018	1-2019	Change	1-2018	1-2019	Change
\$99,999 and Below	566	427	-24.6%	13	3	-76.9%
\$100,000 to \$199,999	1,183	1,078	-8.9%	71	64	-9.9%
\$200,000 to \$299,999	806	882	+9.4%	21	20	-4.8%
\$300,000 to \$399,999	187	265	+41.7%	4	10	+150.0%
\$400,000 to \$499,999	35	43	+22.9%	0	1	--
\$500,000 to \$699,999	19	18	-5.3%	0	0	--
\$700,000 to \$999,999	0	1	--	0	0	--
\$1,000,000 to \$1,999,999	1	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>2,797</b>	<b>2,714</b>	<b>-3.0%</b>	<b>109</b>	<b>98</b>	<b>-10.1%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2018	1-2019	Change	12-2018	1-2019	Change
\$99,999 and Below	28	23	-17.9%	0	0	--
\$100,000 to \$199,999	60	59	-1.7%	4	2	-50.0%
\$200,000 to \$299,999	62	51	-17.7%	0	3	--
\$300,000 to \$399,999	10	14	+40.0%	0	0	--
\$400,000 to \$499,999	1	5	+400.0%	0	0	--
\$500,000 to \$699,999	2	3	+50.0%	0	0	--
\$700,000 to \$999,999	0	1	--	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>163</b>	<b>156</b>	<b>-4.3%</b>	<b>4</b>	<b>5</b>	<b>+25.0%</b>

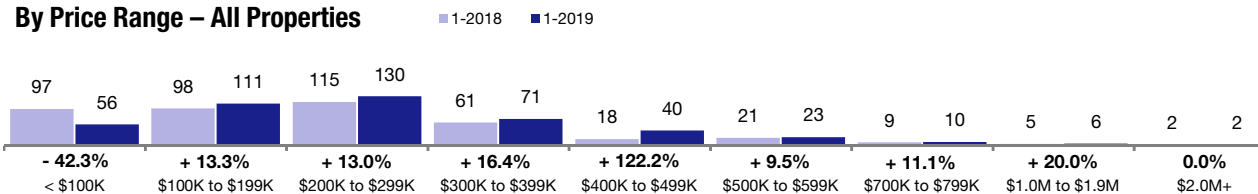
### Year to Date

By Price Range	Single Family			Condo		
	1-2018	1-2019	Change	1-2018	1-2019	Change
\$99,999 and Below	45	23	-48.9%	0	0	--
\$100,000 to \$199,999	58	59	+1.7%	6	2	-66.7%
\$200,000 to \$299,999	53	51	-3.8%	2	3	+50.0%
\$300,000 to \$399,999	11	14	+27.3%	0	0	--
\$400,000 to \$499,999	5	5	0.0%	0	0	--
\$500,000 to \$699,999	1	3	+200.0%	0	0	--
\$700,000 to \$999,999	0	1	--	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>172</b>	<b>156</b>	<b>-9.3%</b>	<b>8</b>	<b>5</b>	<b>-37.5%</b>

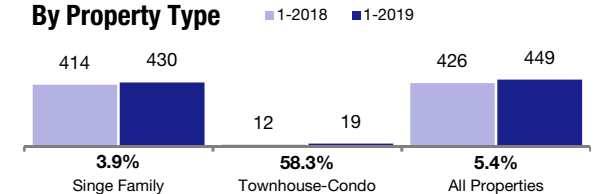
# Inventory of Active Listings

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		
	1-2018	1-2019	Change	1-2018	1-2019	Change
\$99,999 and Below	97	54	-44.3%	0	2	--
\$100,000 to \$199,999	92	101	+9.8%	6	10	+66.7%
\$200,000 to \$299,999	114	124	+8.8%	1	6	+500.0%
\$300,000 to \$399,999	56	71	+26.8%	5	0	-100.0%
\$400,000 to \$499,999	18	40	+122.2%	0	0	--
\$500,000 to \$699,999	21	22	+4.8%	0	1	--
\$700,000 to \$999,999	9	10	+11.1%	0	0	--
\$1,000,000 to \$1,999,999	5	6	+20.0%	0	0	--
\$2,000,000 and Above	2	2	0.0%	0	0	--
<b>All Price Ranges</b>	<b>414</b>	<b>430</b>	<b>+3.9%</b>	<b>12</b>	<b>19</b>	<b>+58.3%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2018	1-2019	Change	12-2018	1-2019	Change
\$99,999 and Below	53	54	+1.9%	1	2	+100.0%
\$100,000 to \$199,999	102	101	-1.0%	10	10	0.0%
\$200,000 to \$299,999	125	124	-0.8%	10	6	-40.0%
\$300,000 to \$399,999	70	71	+1.4%	2	0	-100.0%
\$400,000 to \$499,999	40	40	0.0%	0	0	--
\$500,000 to \$699,999	25	22	-12.0%	1	1	0.0%
\$700,000 to \$999,999	10	10	0.0%	0	0	--
\$1,000,000 to \$1,999,999	7	6	-14.3%	0	0	--
\$2,000,000 and Above	2	2	0.0%	0	0	--
<b>All Price Ranges</b>	<b>434</b>	<b>430</b>	<b>-0.9%</b>	<b>24</b>	<b>19</b>	<b>-20.8%</b>

### Year to Date

By Price Range	Single Family			Condo		
	1-2018	1-2019	Change	1-2018	1-2019	Change
\$99,999 and Below	45	23	-48.9%	0	0	--
\$100,000 to \$199,999	58	59	+1.7%	6	2	-66.7%
\$200,000 to \$299,999	53	51	-3.8%	2	3	+50.0%
\$300,000 to \$399,999	11	14	+27.3%	0	0	--
\$400,000 to \$499,999	5	5	0.0%	0	0	--
\$500,000 to \$699,999	1	3	+200.0%	0	0	--
\$700,000 to \$999,999	0	1	--	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>172</b>	<b>156</b>	<b>-9.3%</b>	<b>8</b>	<b>5</b>	<b>-37.5%</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.