

Monthly Indicators



December 2016

Percent changes calculated using year-over-year comparisons.

New Listings were down 23.3 percent for single family homes but increased 166.7 percent for townhouse-condo properties. Pending Sales increased 23.0 percent for single family homes but decreased 11.1 percent for townhouse-condo properties.

The Median Sales Price was up 4.6 percent to \$152,145 for single family homes and 128.6 percent to \$152,000 for townhouse-condo properties. Days on Market decreased 6.0 percent for single family homes and 59.6 percent for condo properties.

The overwhelming feeling about prospects in residential real estate for the immediate future is optimism. Real estate professionals across the nation are expressing that they are as busy as ever. There are certainly challenges in this market, like continued low inventory and higher competition for those fewer properties, but opportunities abound for creative and diligent agents prepared to put in the necessary amount of work.

Activity Snapshot

- 3.6% **+ 10.7%** **- 19.0%**

One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties
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Residential real estate activity in Pueblo County, comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Single Family Market Overview

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



Key Metrics	Historical Sparkbars	12-2015	12-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		159	122	- 23.3%	2,997	3,142	+ 4.8%
Pending Sales		135	166	+ 23.0%	2,296	2,509	+ 9.3%
Sold Listings		176	177	+ 0.6%	2,228	2,431	+ 9.1%
Median Sales Price		\$145,500	\$152,145	+ 4.6%	\$143,950	\$156,370	+ 8.6%
Avg. Sales Price		\$151,322	\$171,869	+ 13.6%	\$151,567	\$167,173	+ 10.3%
Pct. of List Price Received		97.5%	98.1%	+ 0.6%	97.3%	97.7%	+ 0.4%
Days on Market		100	94	- 6.0%	99	91	- 8.1%
Affordability Index		249	227	- 8.8%	251	221	- 12.0%
Active Listings		681	553	- 18.8%	--	--	--
Months Supply		3.7	2.7	- 27.0%	--	--	--

Townhouse-Condo Market Overview

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

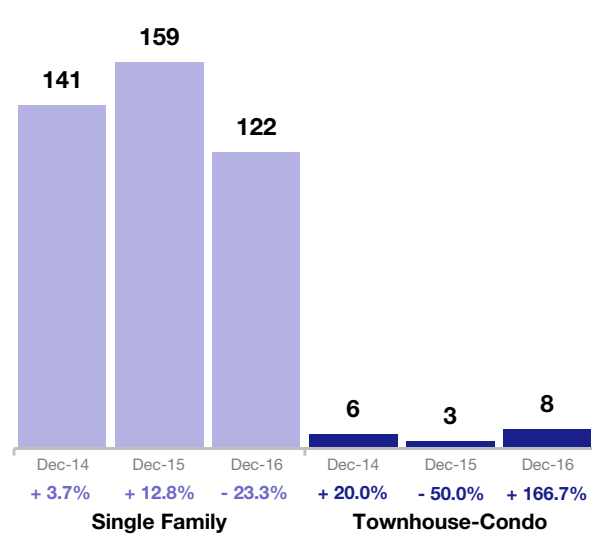


Key Metrics	Historical Sparkbars	12-2015	12-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		3	8	+ 166.7%	129	123	- 4.7%
Pending Sales		9	8	- 11.1%	108	116	+ 7.4%
Sold Listings		20	12	- 40.0%	106	115	+ 8.5%
Median Sales Price		\$66,500	\$152,000	+ 128.6%	\$127,500	\$139,111	+ 9.1%
Avg. Sales Price		\$82,021	\$151,483	+ 84.7%	\$133,885	\$153,909	+ 15.0%
Pct. of List Price Received		92.7%	98.7%	+ 6.5%	96.3%	96.7%	+ 0.4%
Days on Market		178	72	- 59.6%	133	99	- 25.6%
Affordability Index		544	227	- 58.3%	284	248	- 12.7%
Active Listings		31	24	- 22.6%	--	--	--
Months Supply		3.5	2.5	- 28.6%	--	--	--

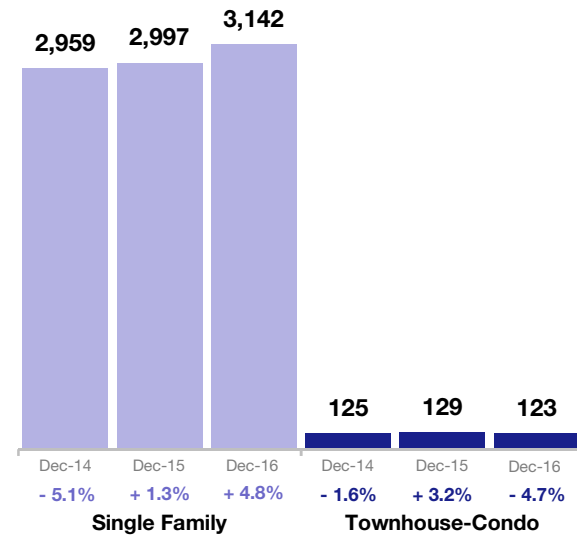
New Listings



December

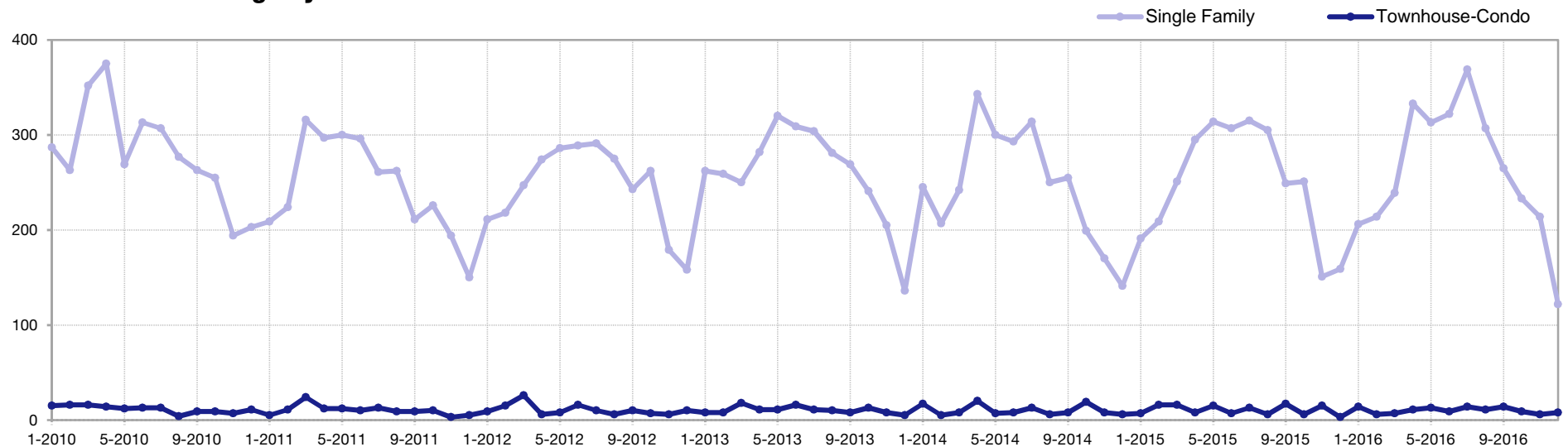


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2016	206	+7.9%	14	+100.0%
Feb-2016	214	+2.4%	6	-62.5%
Mar-2016	239	-4.8%	7	-56.3%
Apr-2016	333	+12.9%	11	+37.5%
May-2016	313	-0.3%	13	-13.3%
Jun-2016	322	+4.9%	9	+28.6%
Jul-2016	369	+17.1%	14	+7.7%
Aug-2016	307	+0.7%	11	+83.3%
Sep-2016	265	+6.4%	14	-17.6%
Oct-2016	233	-7.2%	9	+50.0%
Nov-2016	214	+41.7%	6	-60.0%
Dec-2016	122	-23.3%	8	+166.7%

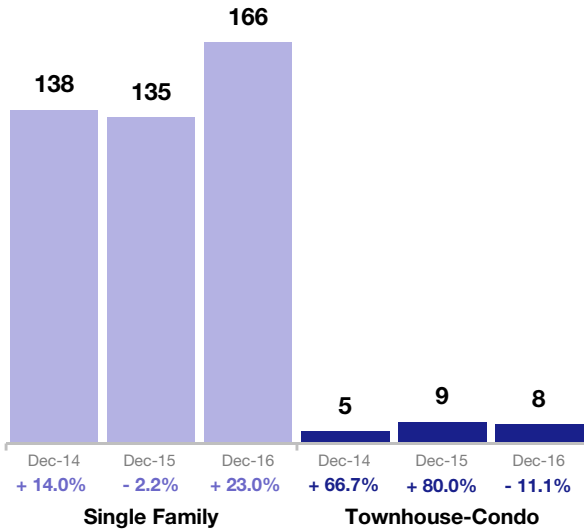
Historical New Listings by Month



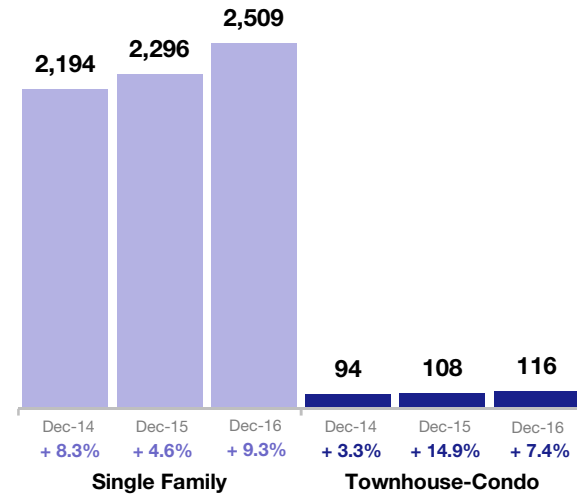
Pending Sales



December

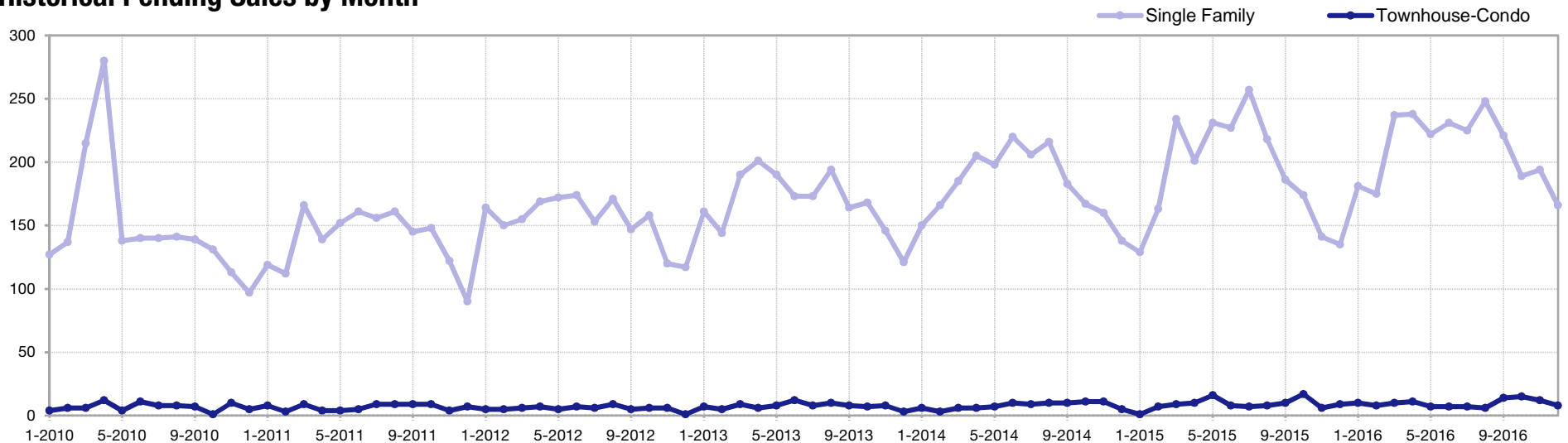


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2016	181	+40.3%	10	+900.0%
Feb-2016	175	+7.4%	8	+14.3%
Mar-2016	237	+1.3%	10	+11.1%
Apr-2016	238	+18.4%	11	+10.0%
May-2016	222	-3.9%	7	-56.3%
Jun-2016	231	+1.8%	7	-12.5%
Jul-2016	225	-12.5%	7	0.0%
Aug-2016	248	+13.8%	6	-25.0%
Sep-2016	221	+18.8%	14	+40.0%
Oct-2016	189	+8.6%	15	-11.8%
Nov-2016	194	+37.6%	12	+100.0%
Dec-2016	166	+23.0%	8	-11.1%

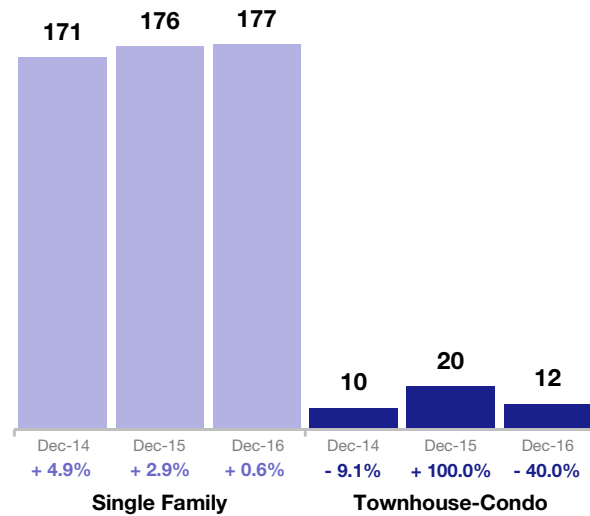
Historical Pending Sales by Month



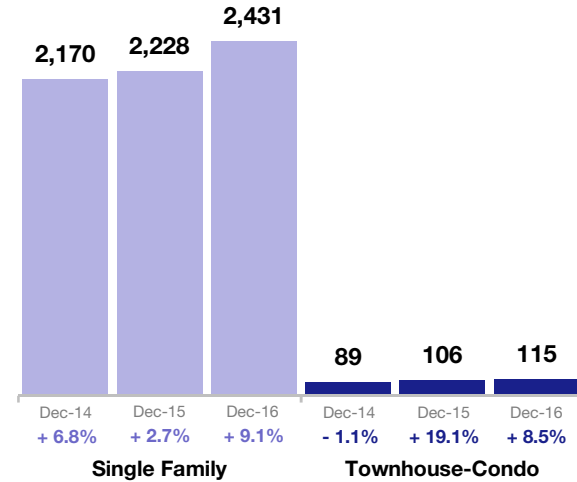
Sold Listings



December

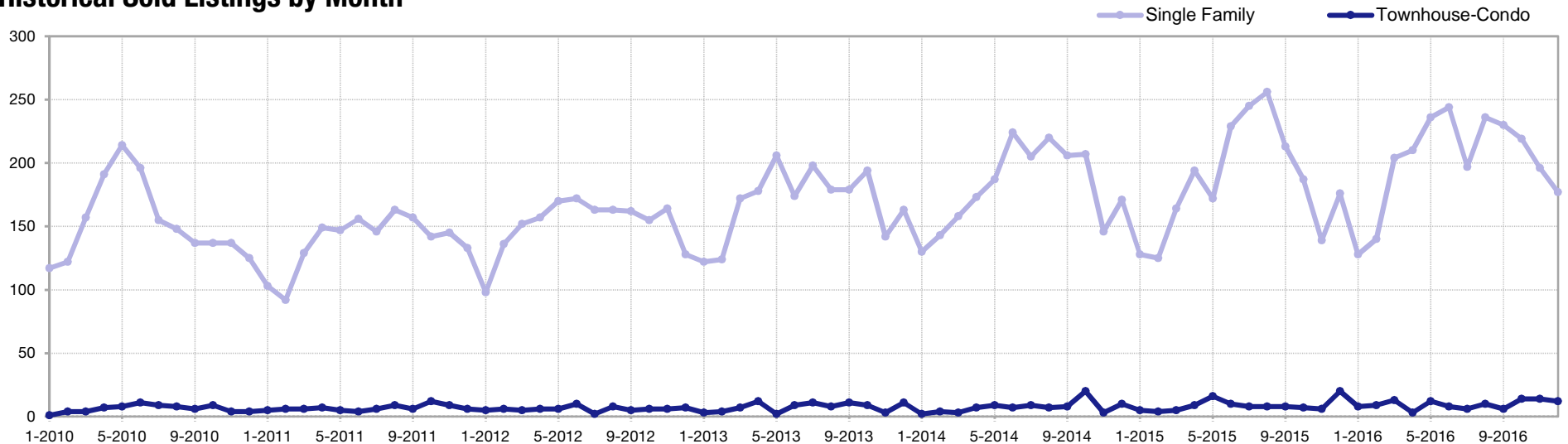


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2016	128	0.0%	8	+60.0%
Feb-2016	140	+12.0%	9	+125.0%
Mar-2016	204	+24.4%	13	+160.0%
Apr-2016	210	+8.2%	3	-66.7%
May-2016	236	+37.2%	12	-25.0%
Jun-2016	244	+6.6%	8	-20.0%
Jul-2016	197	-19.6%	6	-25.0%
Aug-2016	236	-7.8%	10	+25.0%
Sep-2016	230	+8.0%	6	-25.0%
Oct-2016	219	+17.1%	14	+100.0%
Nov-2016	196	+41.0%	14	+133.3%
Dec-2016	177	+0.6%	12	-40.0%

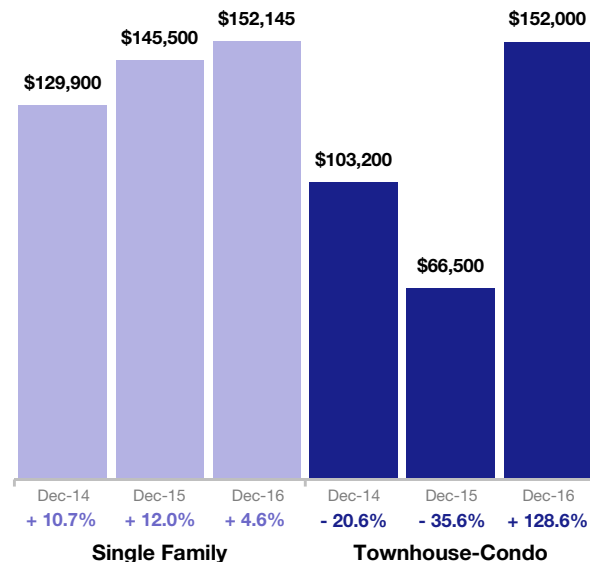
Historical Sold Listings by Month



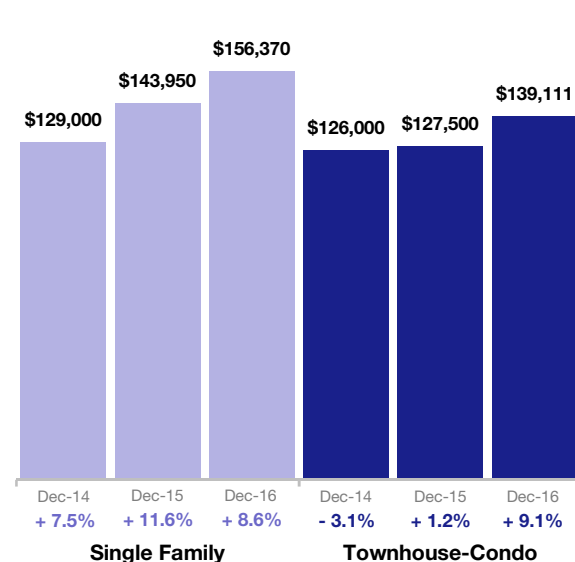
Median Sales Price



December

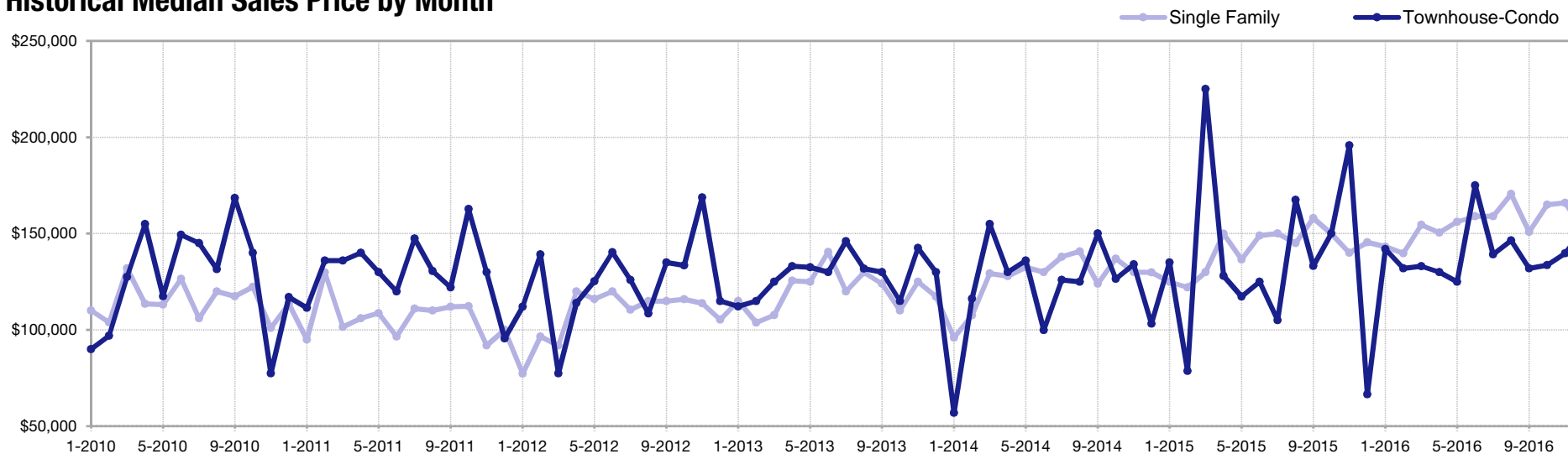


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2016	\$143,250	+14.6%	\$141,950	+5.1%
Feb-2016	\$139,750	+14.5%	\$131,900	+67.6%
Mar-2016	\$154,500	+18.8%	\$133,000	-40.9%
Apr-2016	\$150,450	+0.3%	\$130,000	+1.6%
May-2016	\$156,000	+14.3%	\$124,950	+6.6%
Jun-2016	\$159,000	+6.7%	\$175,000	+40.0%
Jul-2016	\$159,000	+6.0%	\$139,125	+32.5%
Aug-2016	\$170,500	+17.6%	\$146,450	-12.6%
Sep-2016	\$150,950	-4.5%	\$132,000	-0.9%
Oct-2016	\$165,000	+10.1%	\$133,556	-11.0%
Nov-2016	\$166,000	+18.6%	\$139,700	-28.6%
Dec-2016	\$152,145	+4.6%	\$152,000	+128.6%

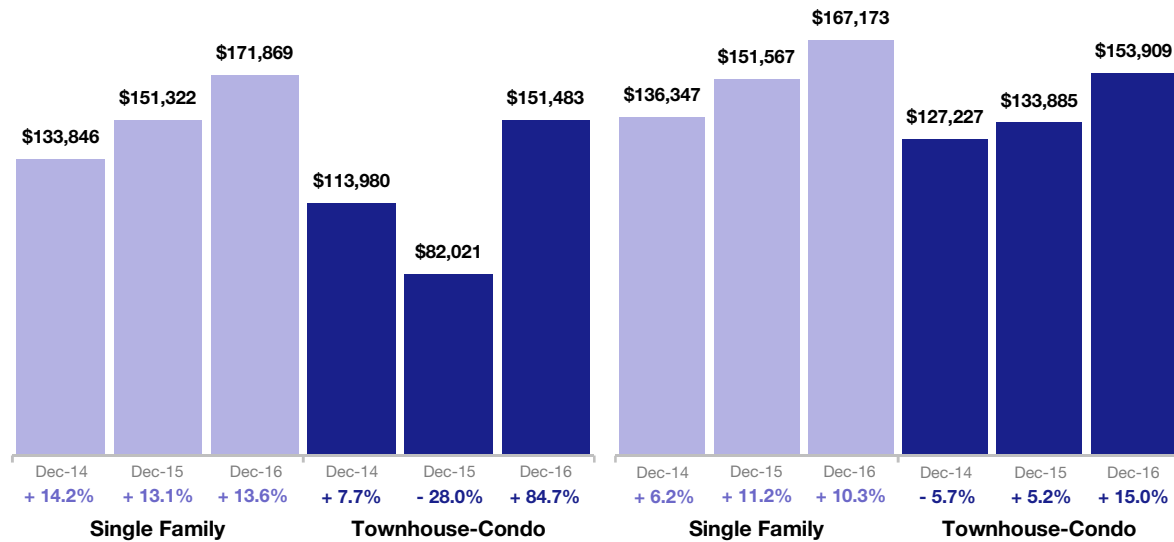
Historical Median Sales Price by Month



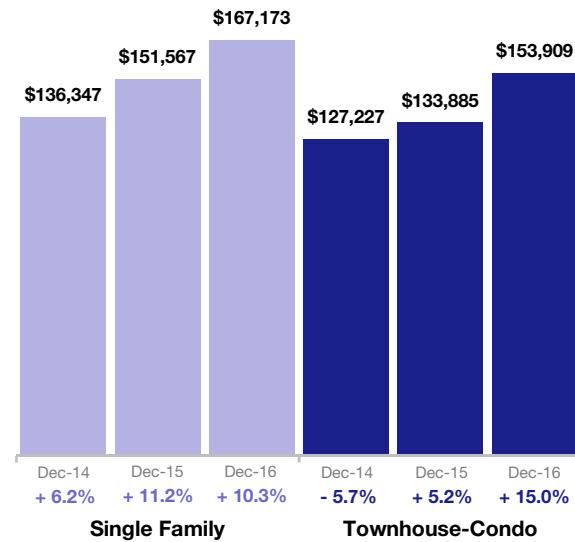
Average Sales Price



December

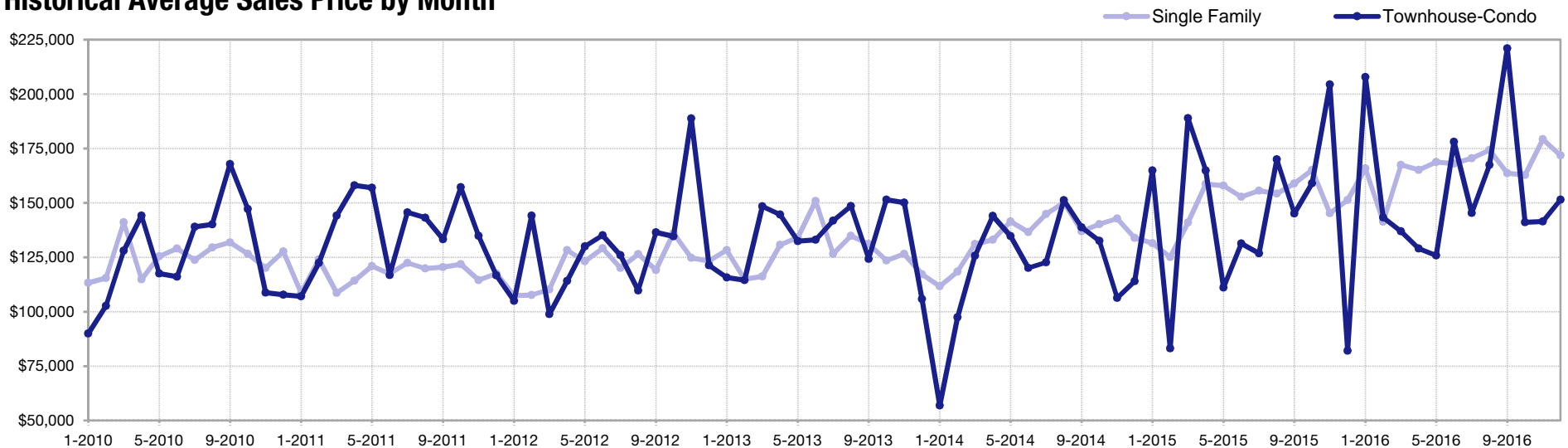


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2016	\$165,899	+26.2%	\$207,856	+26.0%
Feb-2016	\$141,297	+13.0%	\$143,267	+72.2%
Mar-2016	\$167,392	+18.7%	\$136,981	-27.5%
Apr-2016	\$165,067	+4.0%	\$129,033	-21.7%
May-2016	\$168,762	+6.9%	\$125,825	+13.3%
Jun-2016	\$168,074	+10.0%	\$177,988	+35.5%
Jul-2016	\$170,504	+9.6%	\$145,317	+14.5%
Aug-2016	\$174,238	+13.0%	\$167,490	-1.5%
Sep-2016	\$163,703	+3.0%	\$221,000	+52.3%
Oct-2016	\$162,837	-1.4%	\$141,101	-11.3%
Nov-2016	\$179,214	+23.4%	\$141,399	-30.8%
Dec-2016	\$171,869	+13.6%	\$151,483	+84.7%

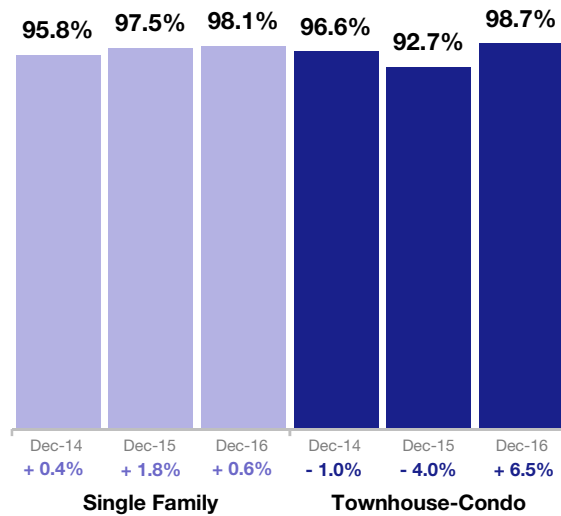
Historical Average Sales Price by Month



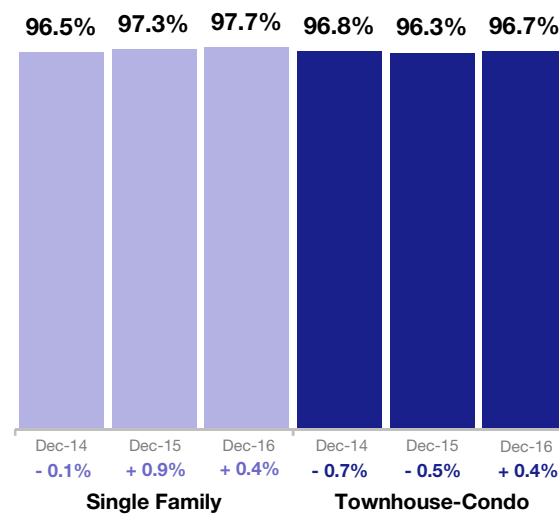
Percent of List Price Received



December

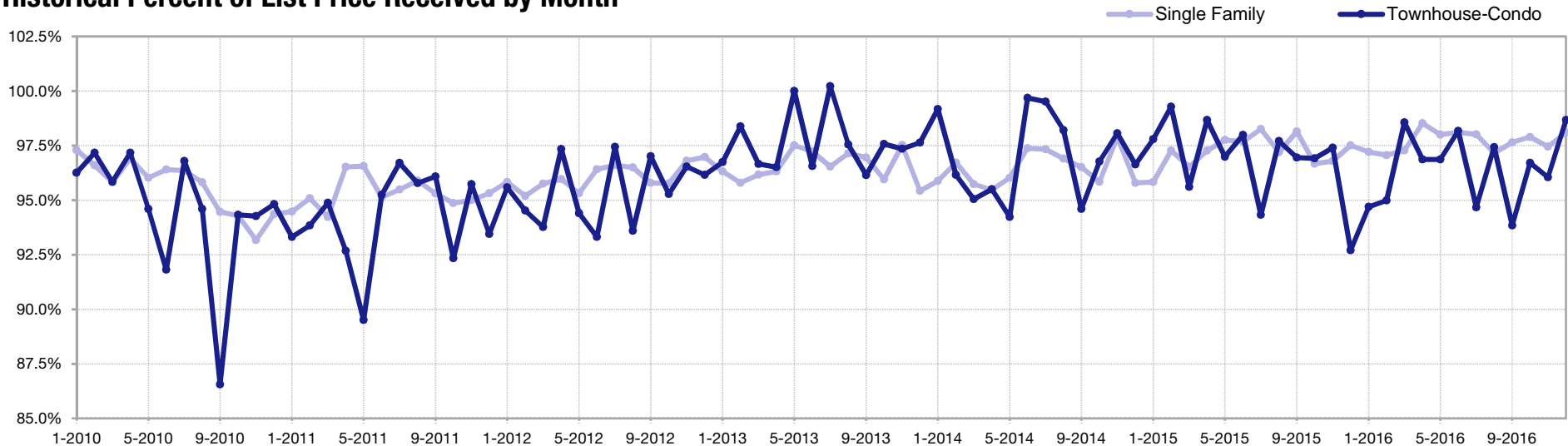


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2016	97.2%	+1.5%	94.7%	-3.2%
Feb-2016	97.1%	-0.2%	95.0%	-4.3%
Mar-2016	97.3%	+0.8%	98.6%	+3.1%
Apr-2016	98.5%	+1.2%	96.9%	-1.8%
May-2016	98.0%	+0.2%	96.9%	-0.1%
Jun-2016	98.1%	+0.4%	98.2%	+0.2%
Jul-2016	98.0%	-0.3%	94.7%	+0.4%
Aug-2016	97.2%	0.0%	97.4%	-0.3%
Sep-2016	97.6%	-0.5%	93.8%	-3.2%
Oct-2016	97.9%	+1.2%	96.7%	-0.2%
Nov-2016	97.5%	+0.7%	96.0%	-1.4%
Dec-2016	98.1%	+0.6%	98.7%	+6.5%

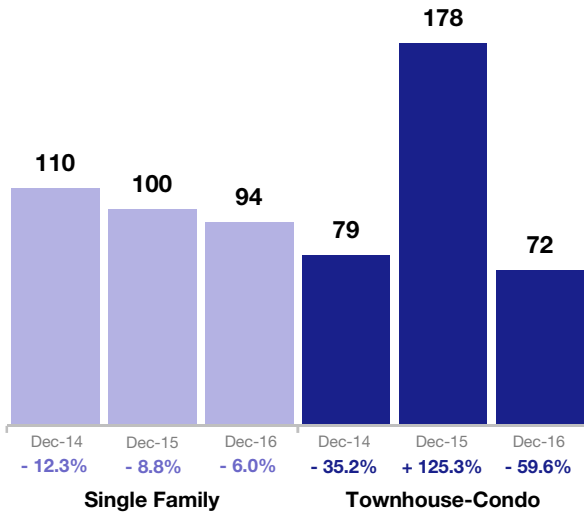
Historical Percent of List Price Received by Month



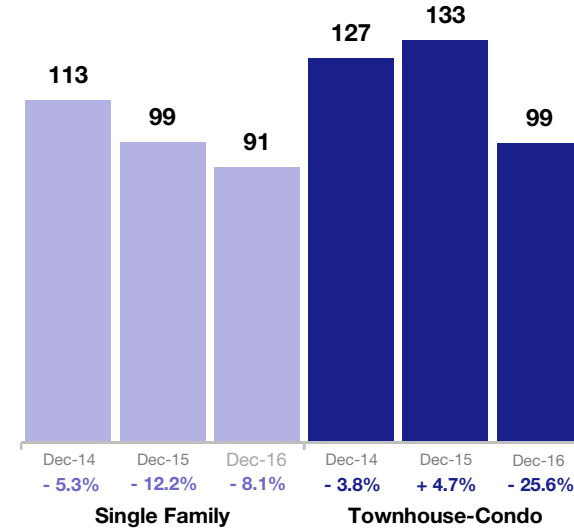
Days on Market Until Sale



December

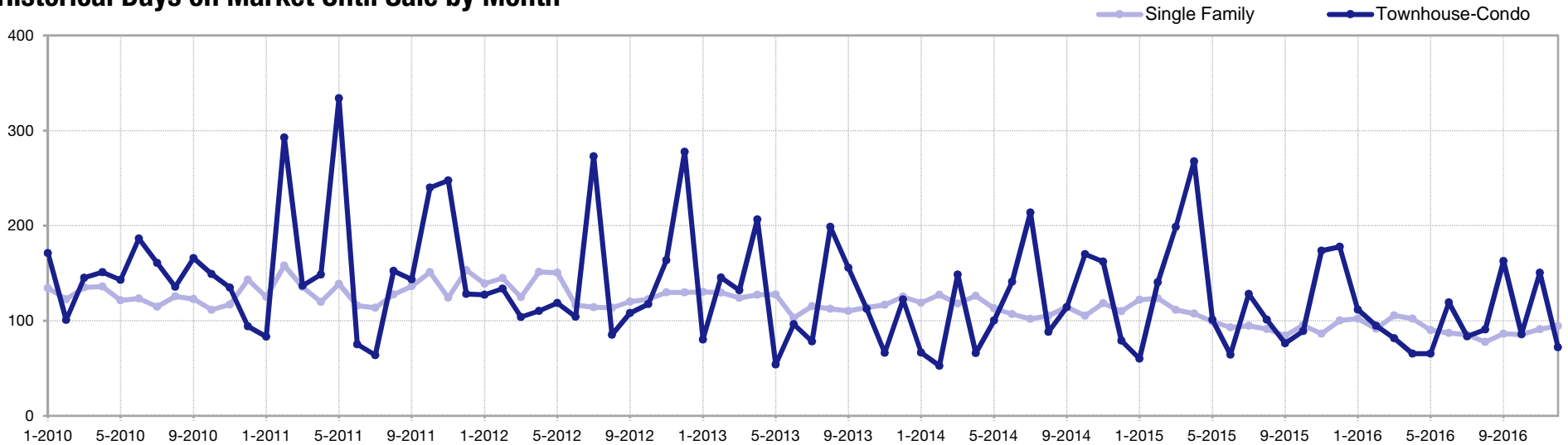


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2016	102	-16.4%	112	+86.7%
Feb-2016	92	-25.8%	95	-32.6%
Mar-2016	106	-5.4%	82	-58.8%
Apr-2016	102	-5.6%	66	-75.4%
May-2016	90	-9.1%	66	-34.7%
Jun-2016	87	-6.5%	119	+85.9%
Jul-2016	85	-10.5%	84	-34.4%
Aug-2016	78	-14.3%	91	-9.9%
Sep-2016	86	+2.4%	163	+114.5%
Oct-2016	85	-10.5%	86	-3.4%
Nov-2016	91	+5.8%	150	-13.8%
Dec-2016	94	-6.0%	72	-59.6%

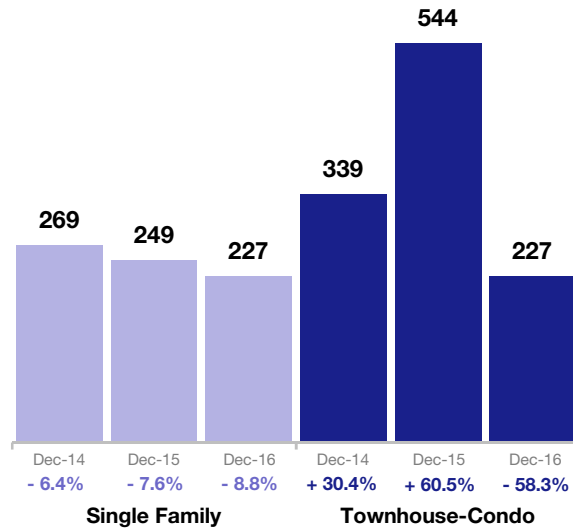
Historical Days on Market Until Sale by Month



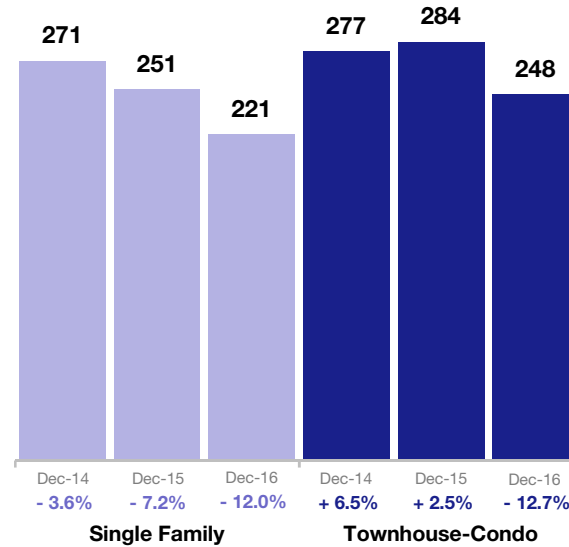
Housing Affordability Index



December

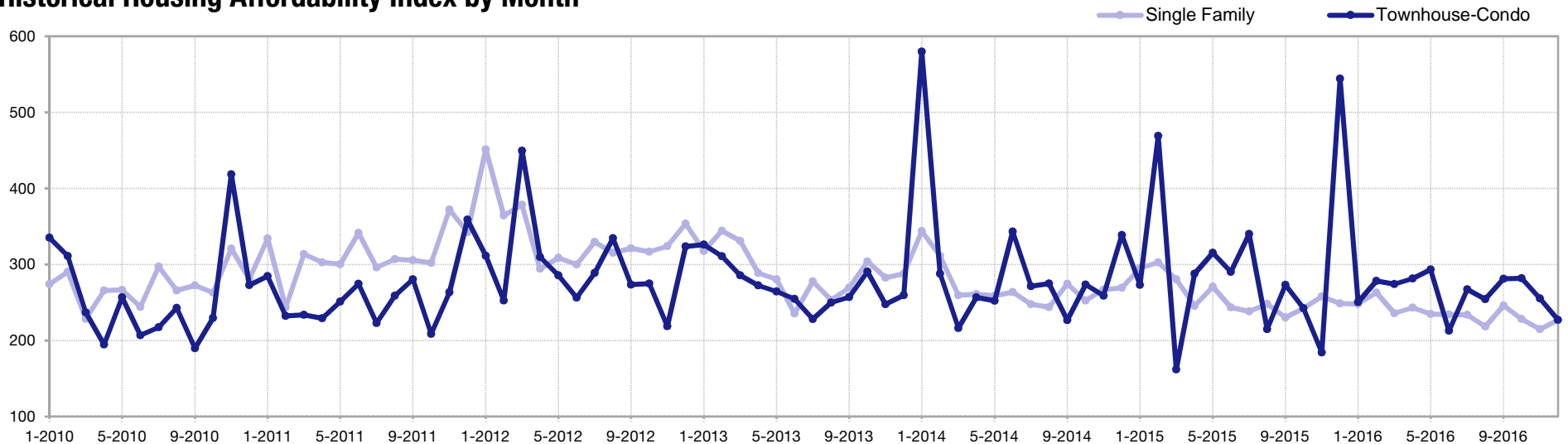


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2016	248	-15.9%	250	-8.4%
Feb-2016	263	-13.2%	279	-40.5%
Mar-2016	236	-15.7%	274	+69.1%
Apr-2016	243	-1.2%	282	-2.1%
May-2016	235	-13.3%	293	-7.0%
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	+7.0%	281	+2.9%
Oct-2016	228	-6.2%	282	+16.5%
Nov-2016	215	-16.7%	255	+38.6%
Dec-2016	227	-8.8%	227	-58.3%

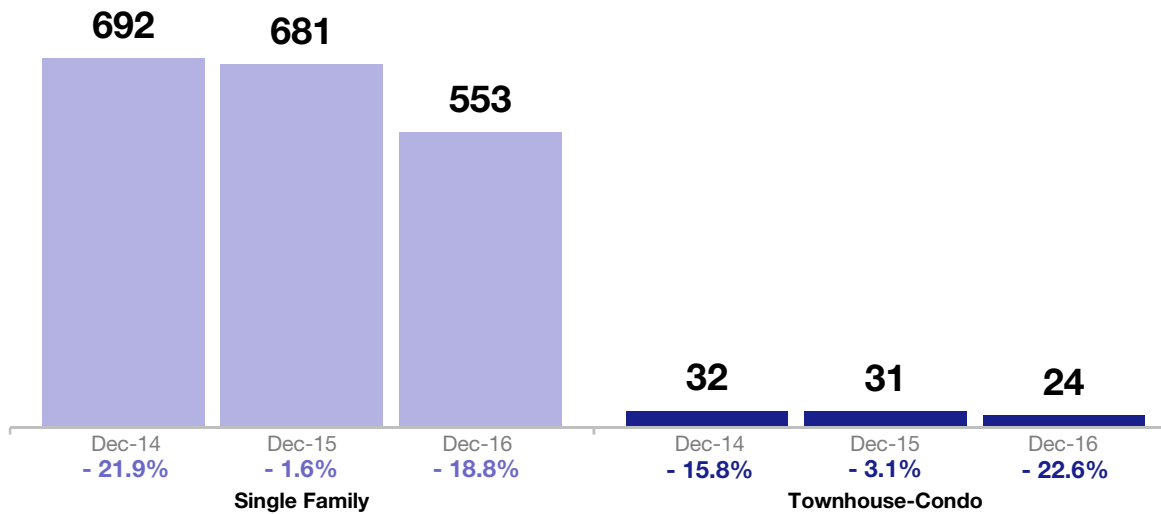
Historical Housing Affordability Index by Month



Inventory of Active Listings

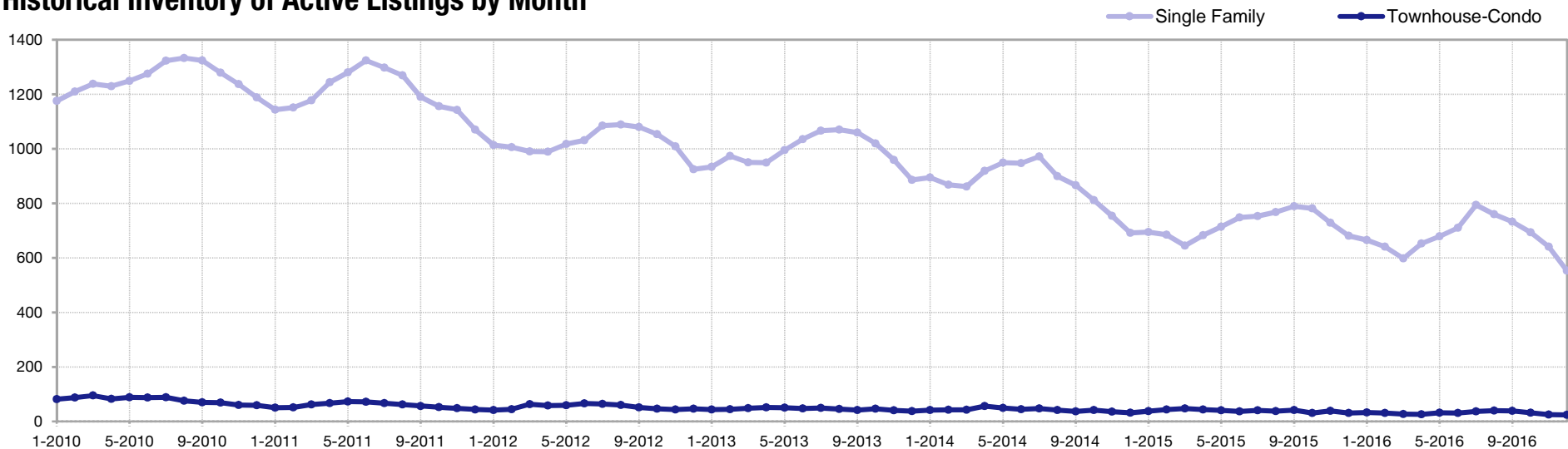


December



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2016	665	-4.3%	33	-13.2%
Feb-2016	641	-6.4%	31	-29.5%
Mar-2016	598	-7.3%	27	-43.8%
Apr-2016	653	-4.4%	26	-40.9%
May-2016	679	-4.9%	32	-22.0%
Jun-2016	710	-5.1%	31	-16.2%
Jul-2016	794	+5.4%	37	-9.8%
Aug-2016	760	-1.0%	40	+5.3%
Sep-2016	733	-7.1%	39	-7.1%
Oct-2016	694	-11.1%	32	+3.2%
Nov-2016	641	-12.1%	25	-35.9%
Dec-2016	553	-18.8%	24	-22.6%

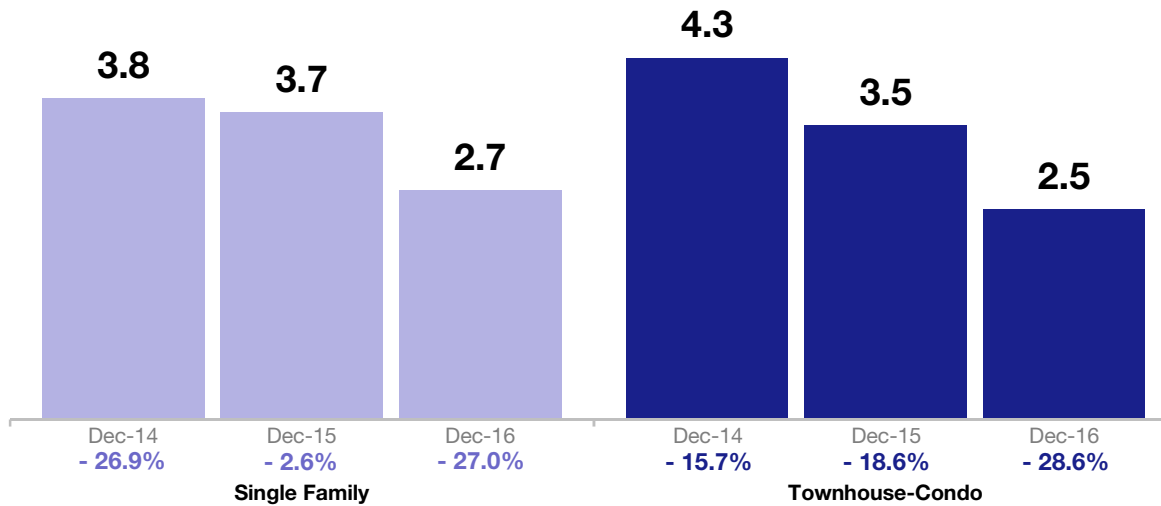
Historical Inventory of Active Listings by Month



Months Supply of Inventory

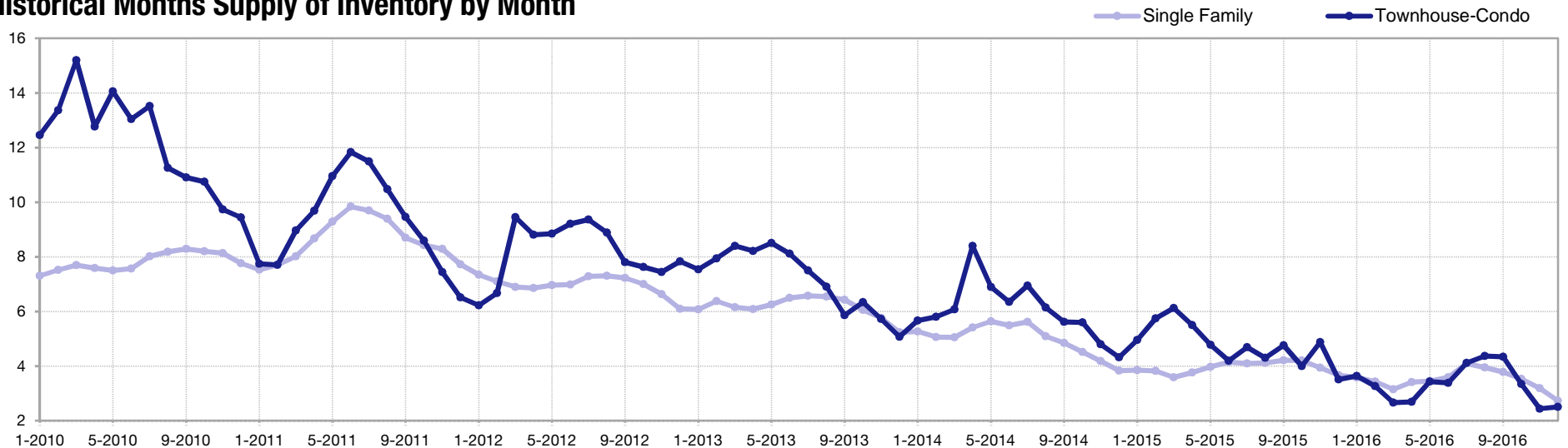


December



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2016	3.6	-5.3%	3.6	-28.0%
Feb-2016	3.4	-10.5%	3.3	-42.1%
Mar-2016	3.1	-13.9%	2.7	-55.7%
Apr-2016	3.4	-10.5%	2.7	-50.9%
May-2016	3.4	-15.0%	3.4	-29.2%
Jun-2016	3.6	-12.2%	3.4	-19.0%
Jul-2016	4.1	0.0%	4.1	-12.8%
Aug-2016	3.9	-4.9%	4.4	+2.3%
Sep-2016	3.8	-9.5%	4.3	-10.4%
Oct-2016	3.5	-16.7%	3.3	-17.5%
Nov-2016	3.2	-17.9%	2.4	-51.0%
Dec-2016	2.7	-27.0%	2.5	-28.6%

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.



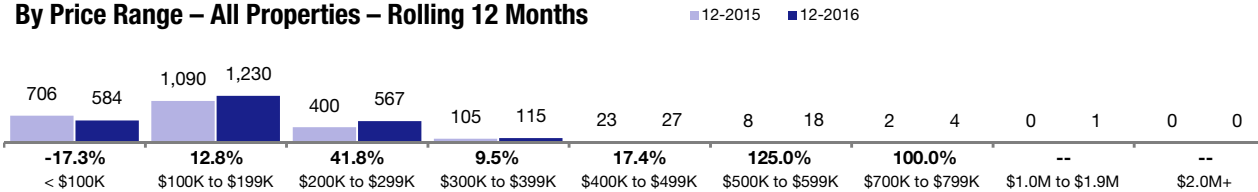
Key Metrics	Historical Sparkbars	12-2015	12-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		162	130	- 19.8%	3,126	3,265	+ 4.4%
Pending Sales		144	174	+ 20.8%	2,404	2,625	+ 9.2%
Sold Listings		196	189	- 3.6%	2,334	2,546	+ 9.1%
Median Sales Price		\$137,500	\$152,145	+ 10.7%	\$140,600	\$155,000	+ 10.2%
Avg. Sales Price		\$144,251	\$170,575	+ 18.2%	\$150,763	\$166,574	+ 10.5%
Pct. of List Price Received		97.0%	98.1%	+ 1.1%	97.3%	97.7%	+ 0.4%
Days on Market		108	93	- 13.9%	101	91	- 9.9%
Affordability Index		263	227	- 13.7%	257	223	- 13.2%
Active Listings		712	577	- 19.0%	--	--	--
Months Supply		3.7	2.7	- 27.0%	--	--	--

Sold Listings

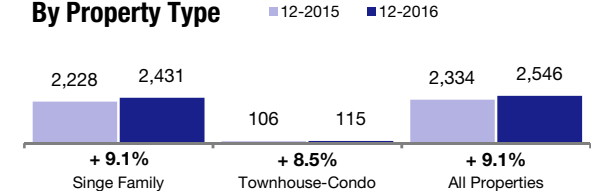
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

Compared to Prior Month

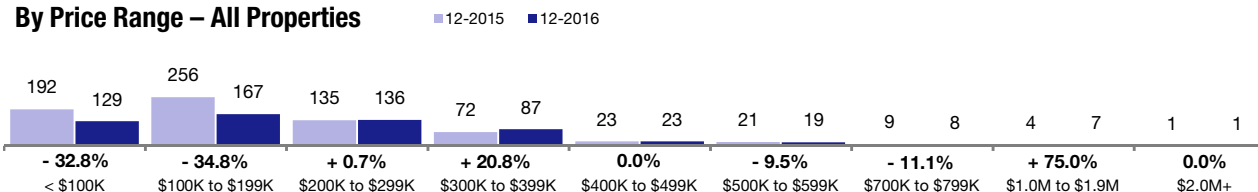
Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	12-2015	12-2016	Change	12-2015	12-2016	Change	11-2016	12-2016	Change	11-2016	12-2016	Change	12-2015	12-2016	Change	12-2015	12-2016	Change
\$99,999 and Below	672	557	-17.1%	34	27	-20.6%	35	43	+22.9%	5	2	-60.0%	672	557	-17.1%	34	27	-20.6%
\$100,000 to \$199,999	1,032	1,162	+12.6%	58	68	+17.2%	95	81	-14.7%	6	9	+50.0%	1,032	1,162	+12.6%	58	68	+17.2%
\$200,000 to \$299,999	388	550	+41.8%	12	17	+41.7%	47	36	-23.4%	3	1	-66.7%	388	550	+41.8%	12	17	+41.7%
\$300,000 to \$399,999	103	115	+11.7%	2	0	-100.0%	15	12	-20.0%	0	0	--	103	115	+11.7%	2	0	-100.0%
\$400,000 to \$499,999	23	26	+13.0%	0	1	--	3	3	0.0%	0	0	--	23	26	+13.0%	0	1	--
\$500,000 to \$699,999	8	16	+100.0%	0	2	--	0	1	--	0	0	--	8	16	+100.0%	0	2	--
\$700,000 to \$999,999	2	4	+100.0%	0	0	--	1	1	0.0%	0	0	--	2	4	+100.0%	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--	0	0	--	0	0	--	0	1	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
All Price Ranges	2,228	2,431	+9.1%	106	115	+8.5%	196	177	-9.7%	14	12	-14.3%	2,228	2,431	+9.1%	106	115	+8.5%

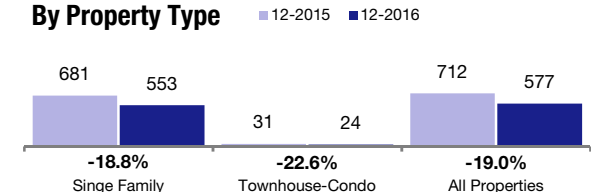
Inventory of Active Listings

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

Compared to Prior Month

Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family		Condo	
	12-2015	12-2016	Change	12-2015	12-2016	Change	11-2016	12-2016	Change	11-2016	12-2016	Change				
\$99,999 and Below	185	124	-33.0%	7	5	-28.6%	150	124	-17.3%	4	5	+25.0%				
\$100,000 to \$199,999	243	157	-35.4%	13	10	-23.1%	186	157	-15.6%	12	10	-16.7%				
\$200,000 to \$299,999	127	130	+2.4%	8	6	-25.0%	140	130	-7.1%	7	6	-14.3%				
\$300,000 to \$399,999	70	84	+20.0%	2	3	+50.0%	96	84	-12.5%	2	3	+50.0%				
\$400,000 to \$499,999	23	23	0.0%	0	0	--	27	23	-14.8%	0	0	--				
\$500,000 to \$699,999	20	19	-5.0%	1	0	-100.0%	27	19	-29.6%	0	0	--				
\$700,000 to \$999,999	9	8	-11.1%	0	0	--	7	8	+14.3%	0	0	--				
\$1,000,000 to \$1,999,999	4	7	+75.0%	0	0	--	6	7	+16.7%	0	0	--				
\$2,000,000 and Above	1	1	0.0%	0	0	--	2	1	-50.0%	0	0	--				
All Price Ranges	681	553	-18.8%	31	24	-22.6%	641	553	-13.7%	25	24	-4.0%				

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.