

Monthly Indicators



May 2018

Percent changes calculated using year-over-year comparisons.

New Listings were up 0.9 percent for single family homes and 87.5 percent for townhouse-condo properties. Pending Sales increased 8.0 percent for single family homes and 100.0 percent for townhouse-condo properties.

The Median Sales Price was up 7.7 percent to \$179,900 for single family homes and 9.1 percent to \$156,000 for townhouse-condo properties. Days on Market decreased 16.7 percent for single family homes and 49.2 percent for townhouse-condo properties.

Although home sales may actually drop in year-over-year comparisons over the next few months, that has more to do with low inventory than a lack of buyer interest. As lower days on market and higher prices persist year after year, one might rationally expect a change in the outlook for residential real estate, yet the current situation has proven to be remarkably sustainable likely due to stronger fundamentals in home loan approvals than were in place a decade ago.

Activity Snapshot

- 13.3%	+ 6.6%	- 13.1%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties

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

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Single Family Market Overview

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



Key Metrics	Historical Sparkbars	5-2017	5-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		325	328	+ 0.9%	1,350	1,425	+ 5.6%
Pending Sales		263	284	+ 8.0%	1,189	1,225	+ 3.0%
Sold Listings		270	231	- 14.4%	1,046	1,058	+ 1.1%
Median Sales Price		\$167,000	\$179,900	+ 7.7%	\$159,950	\$182,500	+ 14.1%
Avg. Sales Price		\$176,894	\$193,395	+ 9.3%	\$169,074	\$188,619	+ 11.6%
Pct. of List Price Received		98.5%	98.4%	- 0.1%	97.7%	98.3%	+ 0.6%
Days on Market		84	70	- 16.7%	92	75	- 18.5%
Affordability Index		215	188	- 12.6%	225	185	- 17.8%
Active Listings		434	372	- 14.3%	--	--	--
Months Supply		2.0	1.6	- 20.0%	--	--	--

Townhouse-Condo Market Overview

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

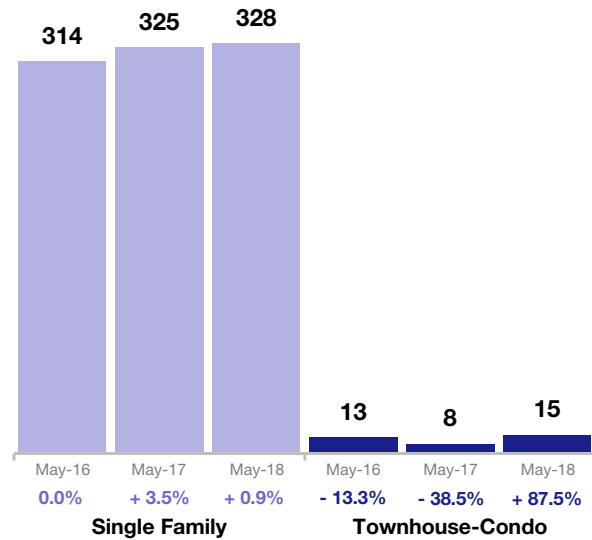


Key Metrics	Historical Sparkbars	5-2017	5-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		8	15	+ 87.5%	35	49	+ 40.0%
Pending Sales		6	12	+ 100.0%	40	45	+ 12.5%
Sold Listings		8	10	+ 25.0%	36	38	+ 5.6%
Median Sales Price		\$143,000	\$156,000	+ 9.1%	\$139,000	\$167,000	+ 20.1%
Avg. Sales Price		\$156,063	\$180,030	+ 15.4%	\$152,028	\$189,058	+ 24.4%
Pct. of List Price Received		98.0%	99.2%	+ 1.2%	96.1%	99.0%	+ 3.0%
Days on Market		130	66	- 49.2%	94	68	- 27.7%
Affordability Index		252	216	- 14.3%	259	202	- 22.0%
Active Listings		8	12	+ 50.0%	--	--	--
Months Supply		0.9	1.3	+ 44.4%	--	--	--

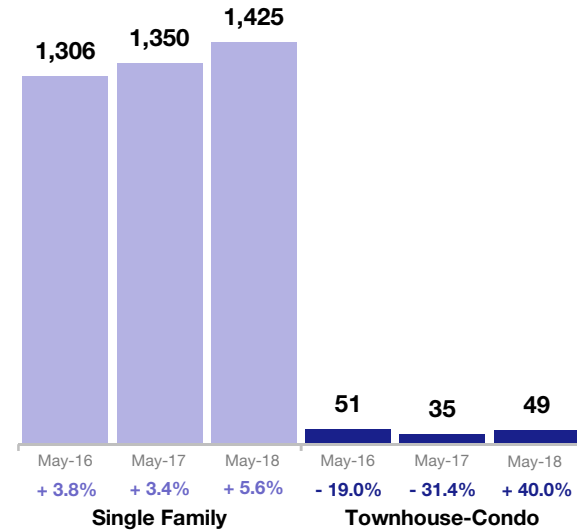
New Listings



May

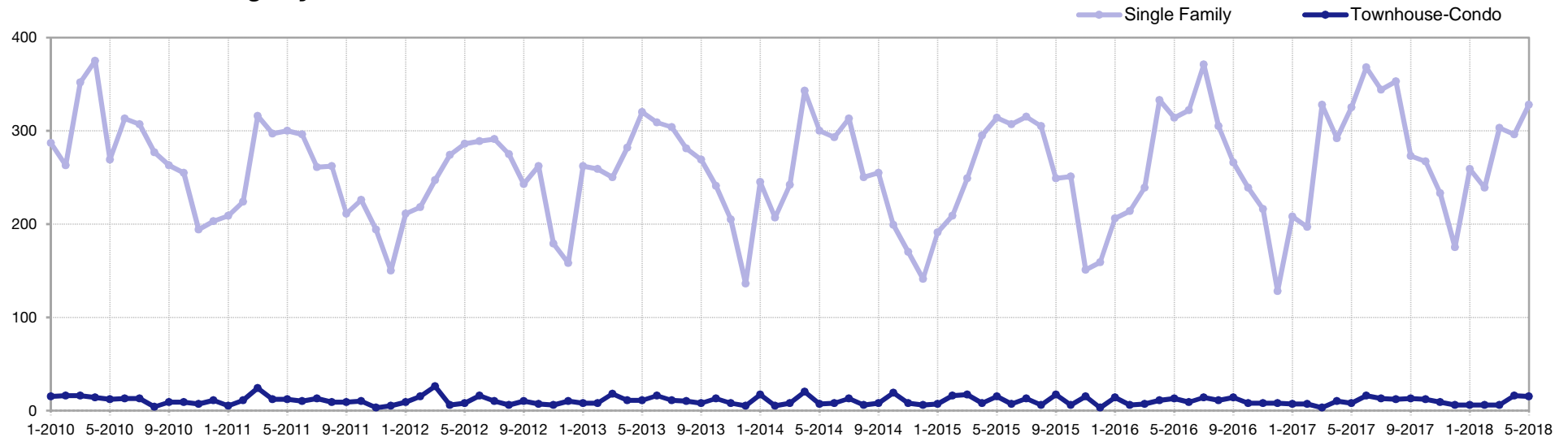


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2017	368	+14.3%	16	+77.8%
Jul-2017	344	-7.3%	13	-7.1%
Aug-2017	353	+15.7%	12	+9.1%
Sep-2017	273	+2.6%	13	-7.1%
Oct-2017	267	+11.7%	12	+50.0%
Nov-2017	233	+7.9%	9	+12.5%
Dec-2017	175	+36.7%	6	-25.0%
Jan-2018	259	+24.5%	6	-14.3%
Feb-2018	239	+21.3%	6	-14.3%
Mar-2018	303	-7.6%	6	+100.0%
Apr-2018	296	+1.4%	16	+60.0%
May-2018	328	+0.9%	15	+87.5%

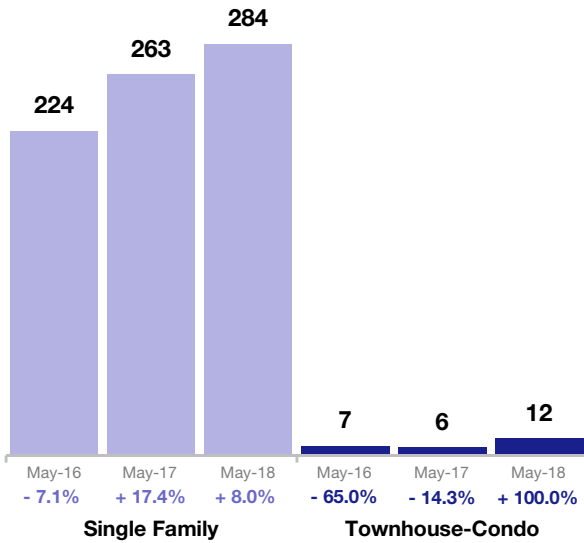
Historical New Listings by Month



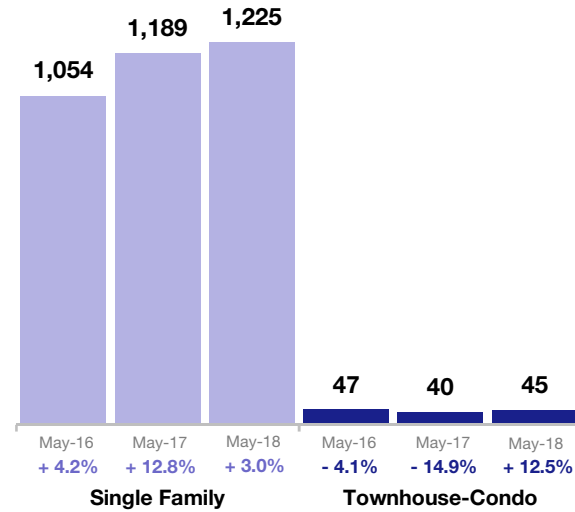
Pending Sales



May

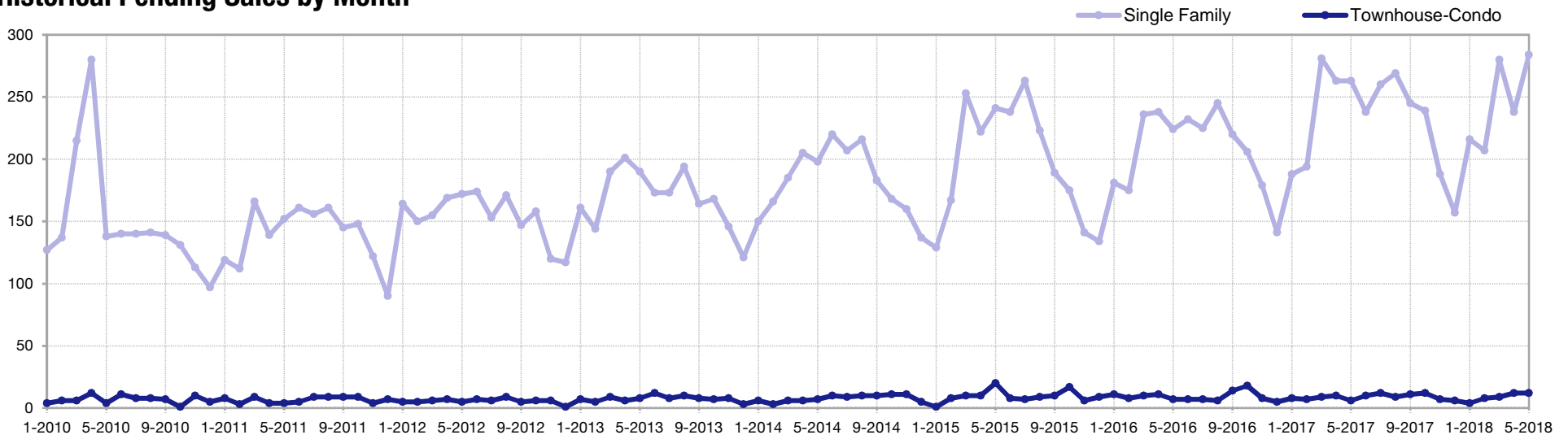


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2017	238	+2.6%	10	+42.9%
Jul-2017	260	+15.6%	12	+71.4%
Aug-2017	269	+9.8%	9	+50.0%
Sep-2017	245	+11.4%	11	-21.4%
Oct-2017	239	+16.0%	12	-33.3%
Nov-2017	188	+5.0%	7	-12.5%
Dec-2017	157	+11.3%	6	+20.0%
Jan-2018	216	+14.9%	4	-50.0%
Feb-2018	207	+6.7%	8	+14.3%
Mar-2018	280	-0.4%	9	0.0%
Apr-2018	238	-9.5%	12	+20.0%
May-2018	284	+8.0%	12	+100.0%

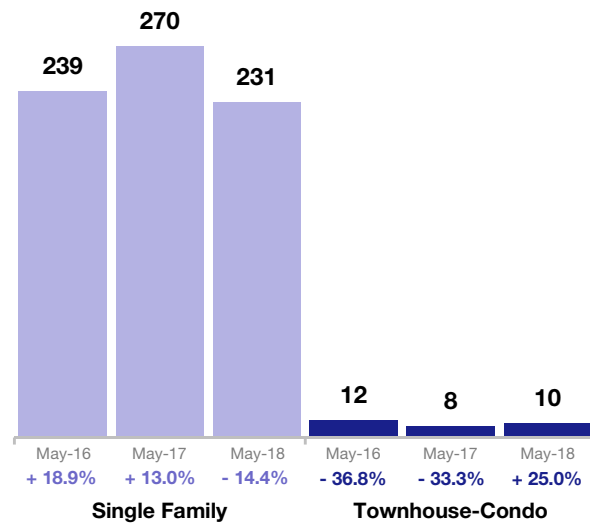
Historical Pending Sales by Month



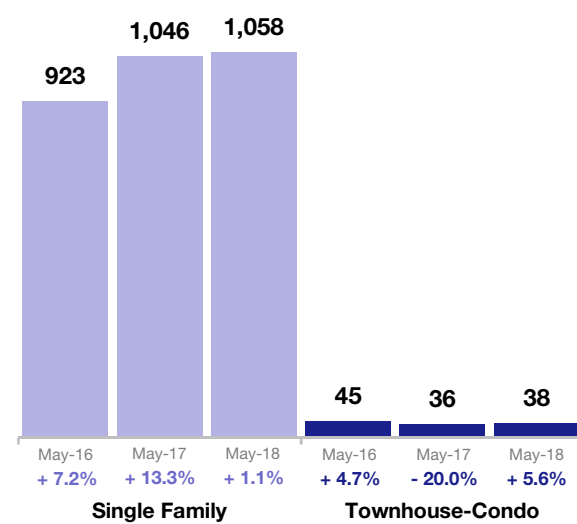
Sold Listings



May

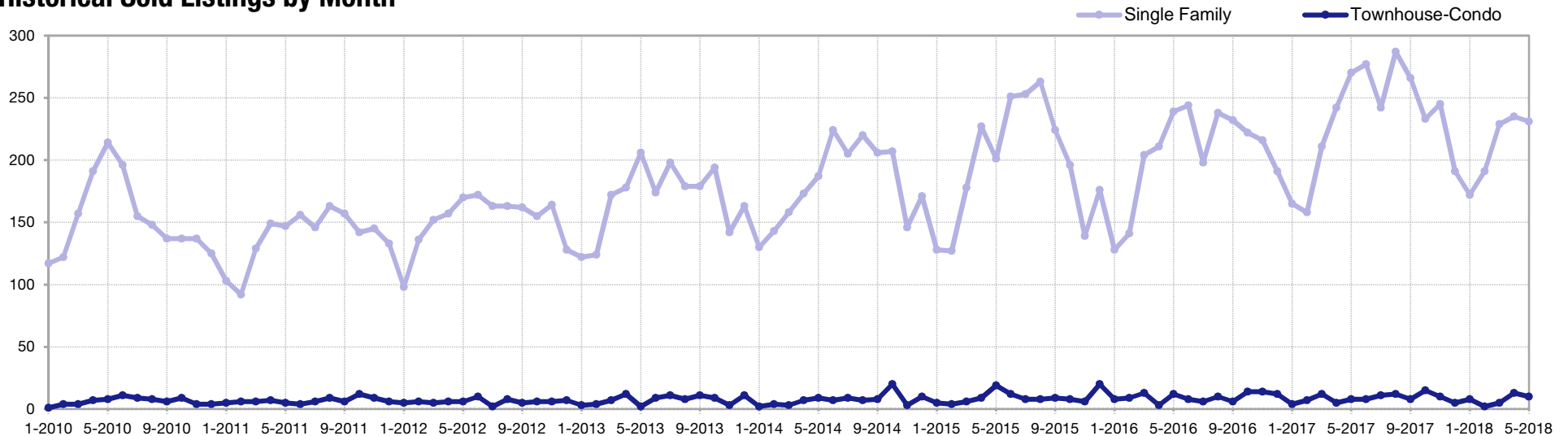


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2017	277	+13.5%	8	0.0%
Jul-2017	242	+22.2%	11	+83.3%
Aug-2017	287	+20.6%	12	+20.0%
Sep-2017	266	+14.7%	8	+33.3%
Oct-2017	233	+5.0%	15	+7.1%
Nov-2017	245	+13.4%	10	-28.6%
Dec-2017	191	0.0%	5	-58.3%
Jan-2018	172	+4.2%	8	+100.0%
Feb-2018	191	+20.9%	2	-71.4%
Mar-2018	229	+8.5%	5	-58.3%
Apr-2018	235	-2.9%	13	+160.0%
May-2018	231	-14.4%	10	+25.0%

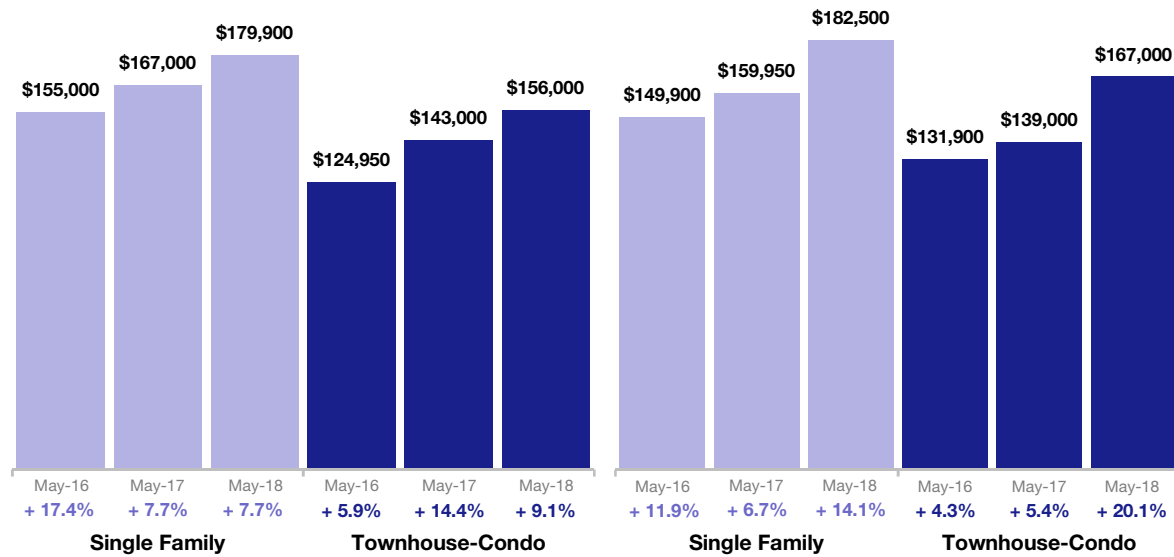
Historical Sold Listings by Month



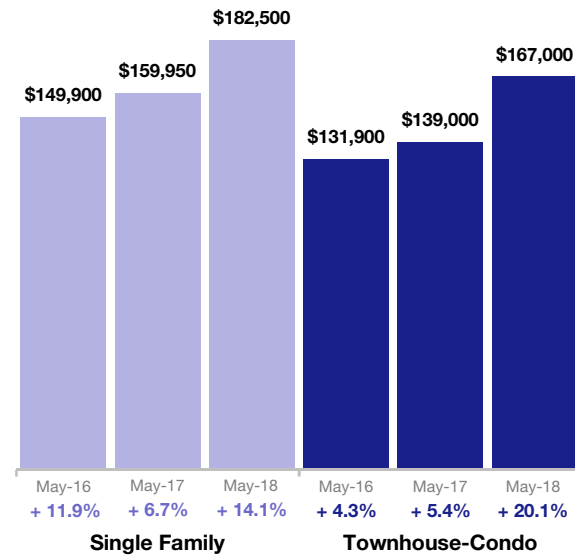
Median Sales Price



May

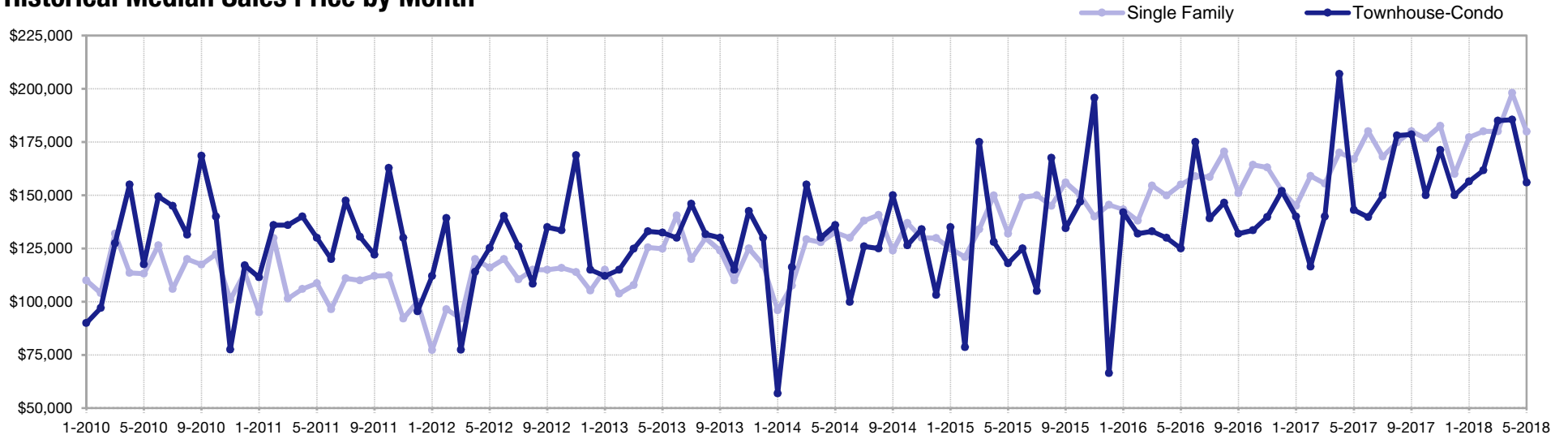


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2017	\$180,000	+13.2%	\$139,750	-20.1%
Jul-2017	\$168,200	+6.1%	\$150,000	+7.8%
Aug-2017	\$174,750	+2.5%	\$178,000	+21.5%
Sep-2017	\$180,000	+19.2%	\$178,500	+35.2%
Oct-2017	\$176,750	+7.6%	\$150,000	+12.3%
Nov-2017	\$182,500	+12.0%	\$171,250	+22.6%
Dec-2017	\$160,000	+5.2%	\$150,000	-1.3%
Jan-2018	\$177,250	+22.2%	\$156,400	+11.7%
Feb-2018	\$180,000	+13.2%	\$161,750	+38.8%
Mar-2018	\$180,000	+15.7%	\$185,000	+32.1%
Apr-2018	\$198,000	+16.5%	\$185,500	-10.4%
May-2018	\$179,900	+7.7%	\$156,000	+9.1%

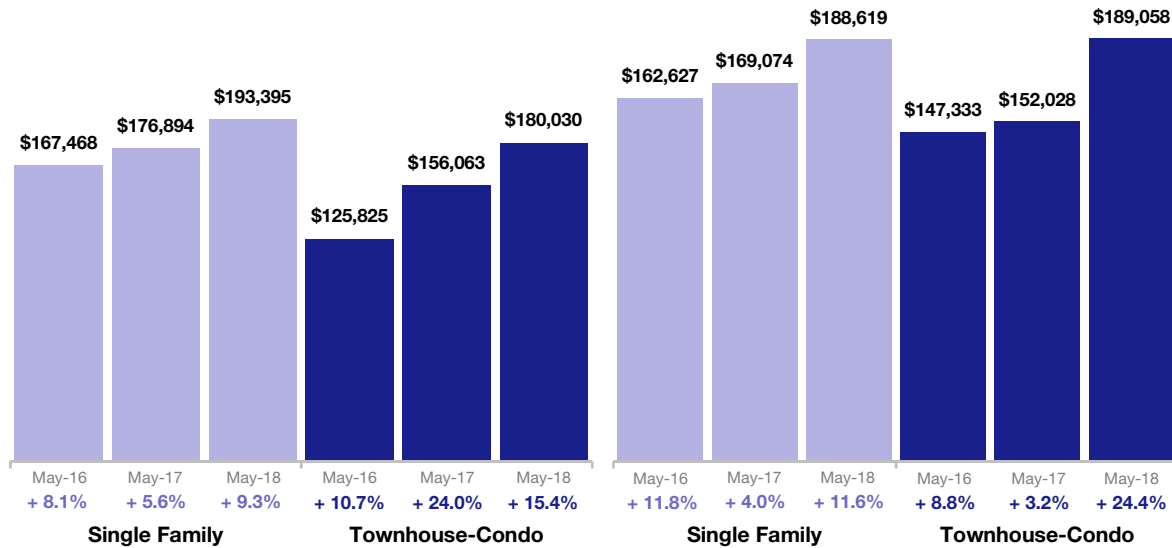
Historical Median Sales Price by Month



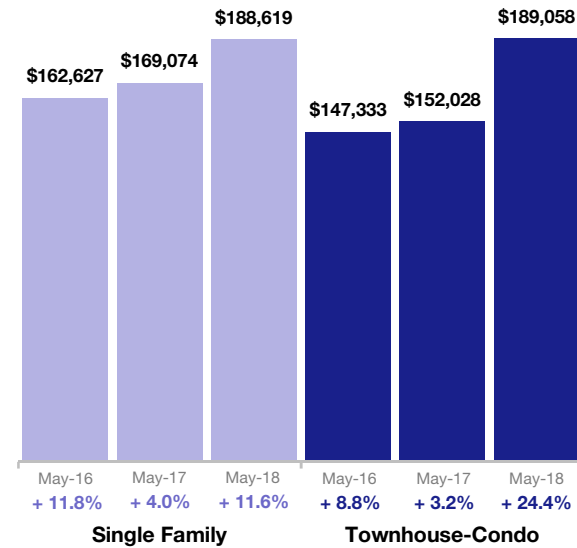
Average Sales Price



May

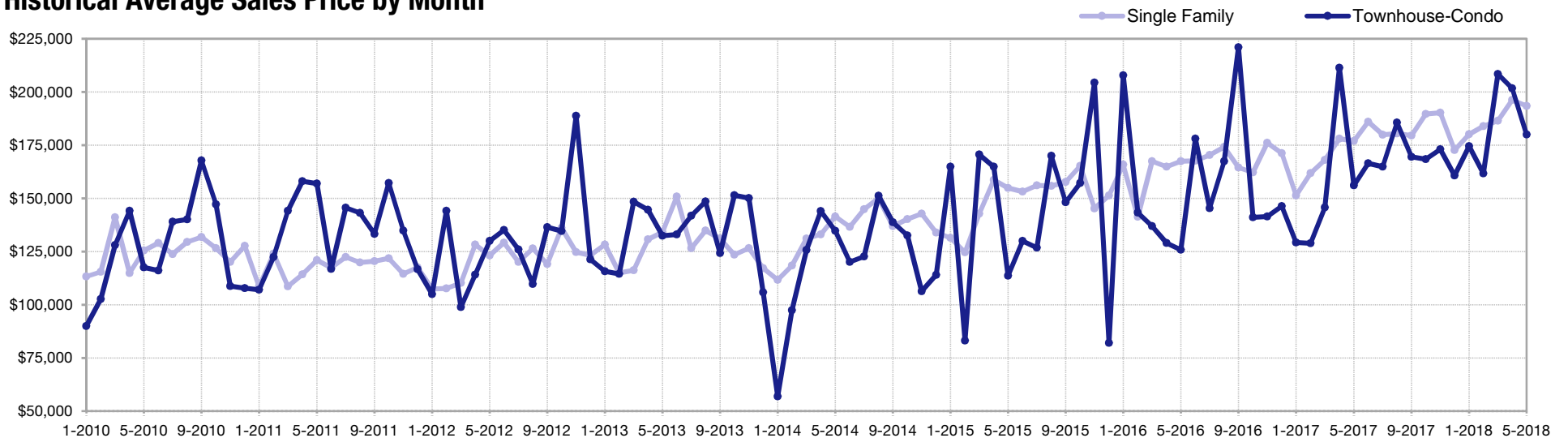


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2017	\$186,010	+11.0%	\$166,425	-6.5%
Jul-2017	\$179,835	+5.5%	\$164,845	+13.4%
Aug-2017	\$180,521	+3.7%	\$185,596	+10.8%
Sep-2017	\$179,555	+9.1%	\$169,500	-23.3%
Oct-2017	\$189,582	+16.9%	\$168,435	+19.4%
Nov-2017	\$190,226	+8.1%	\$173,065	+22.4%
Dec-2017	\$172,627	+0.8%	\$160,680	+9.8%
Jan-2018	\$180,109	+19.0%	\$174,463	+35.0%
Feb-2018	\$183,839	+13.6%	\$161,750	+25.5%
Mar-2018	\$186,417	+11.0%	\$208,380	+43.0%
Apr-2018	\$196,218	+10.2%	\$201,754	-4.5%
May-2018	\$193,395	+9.3%	\$180,030	+15.4%

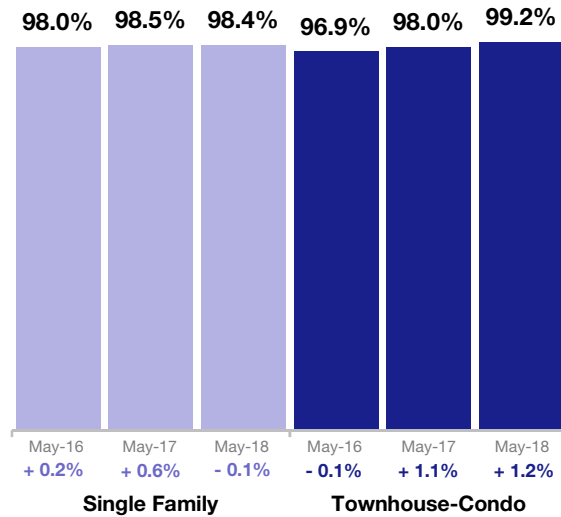
Historical Average Sales Price by Month



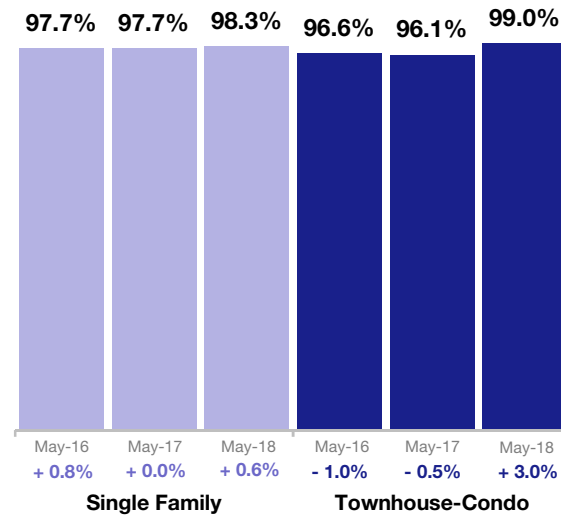
Percent of List Price Received



May

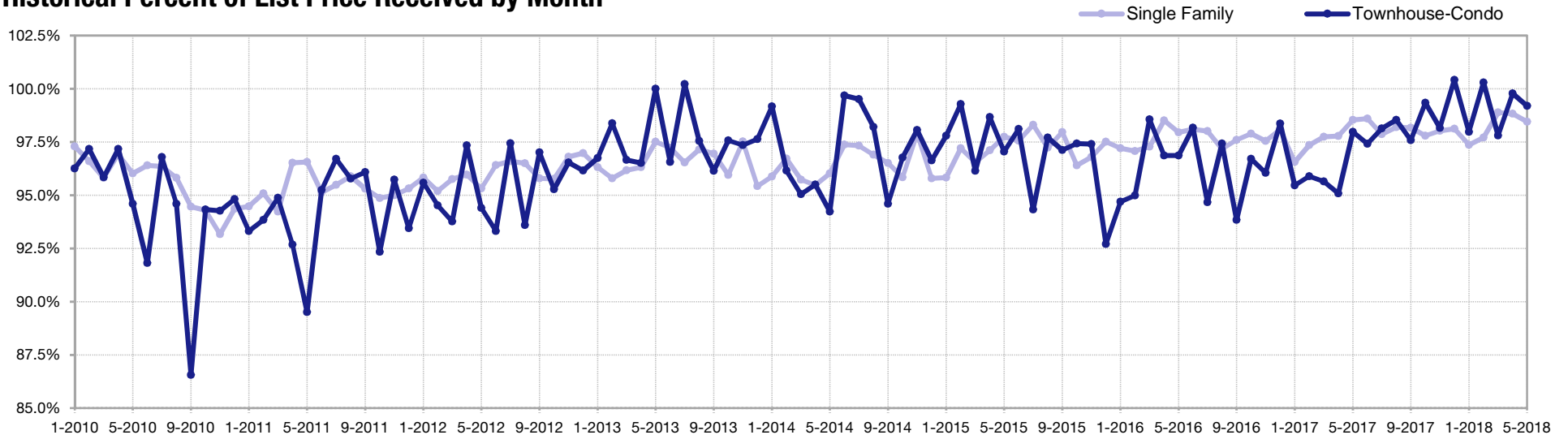


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2017	98.6%	+0.5%	97.4%	-0.8%
Jul-2017	97.9%	-0.1%	98.1%	+3.6%
Aug-2017	98.2%	+1.0%	98.5%	+1.1%
Sep-2017	98.2%	+0.6%	97.6%	+4.1%
Oct-2017	97.8%	-0.1%	99.3%	+2.7%
Nov-2017	98.0%	+0.4%	98.2%	+2.3%
Dec-2017	98.1%	0.0%	100.4%	+2.0%
Jan-2018	97.4%	+0.8%	98.0%	+2.6%
Feb-2018	97.7%	+0.3%	100.3%	+4.6%
Mar-2018	98.9%	+1.2%	97.8%	+2.3%
Apr-2018	98.8%	+1.0%	99.8%	+4.9%
May-2018	98.4%	-0.1%	99.2%	+1.2%

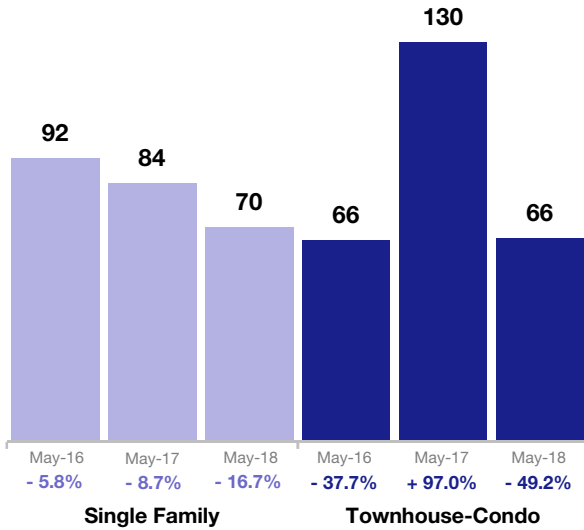
Historical Percent of List Price Received by Month



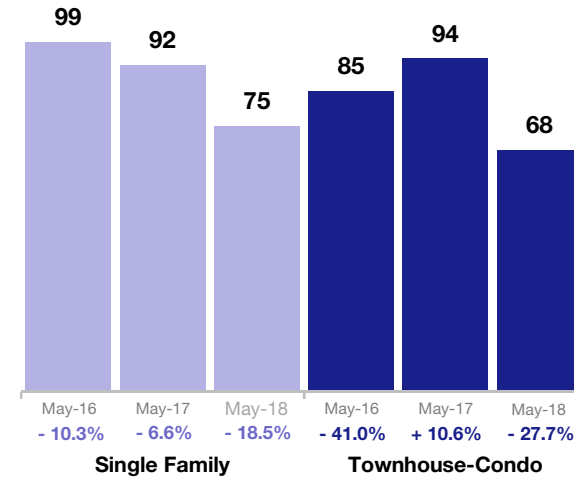
Days on Market Until Sale



May

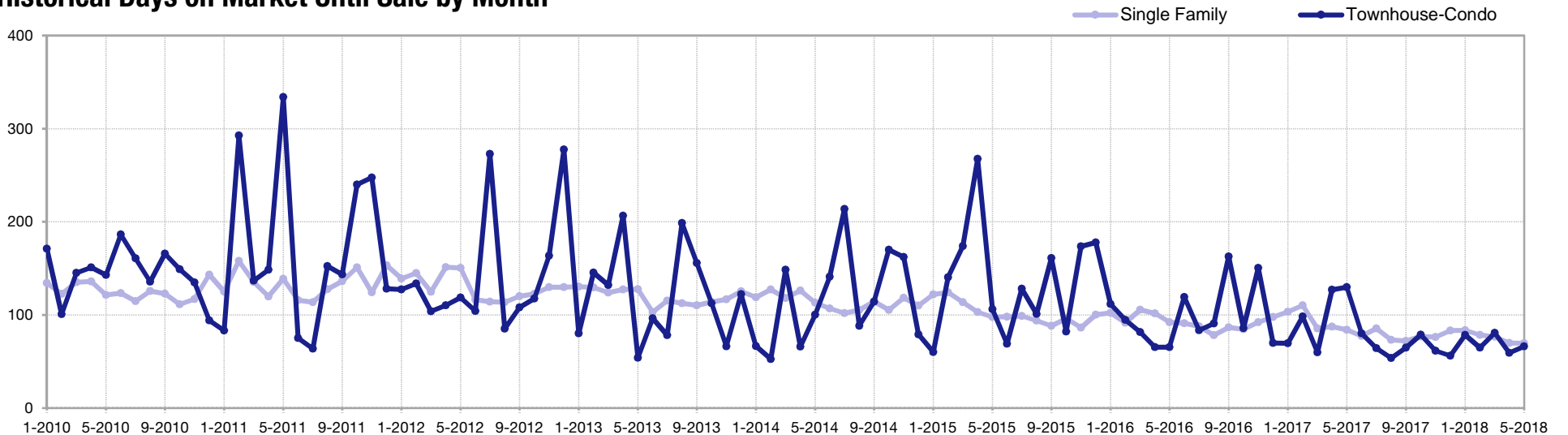


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2017	78	-14.3%	80	-32.8%
Jul-2017	86	-2.3%	64	-23.8%
Aug-2017	73	-6.4%	54	-40.7%
Sep-2017	72	-17.2%	65	-60.1%
Oct-2017	77	-9.4%	79	-8.1%
Nov-2017	76	-17.4%	62	-58.7%
Dec-2017	83	-15.3%	56	-20.0%
Jan-2018	84	-18.4%	79	+12.9%
Feb-2018	78	-29.1%	65	-33.7%
Mar-2018	77	-9.4%	81	+35.0%
Apr-2018	70	-20.5%	59	-53.5%
May-2018	70	-16.7%	66	-49.2%

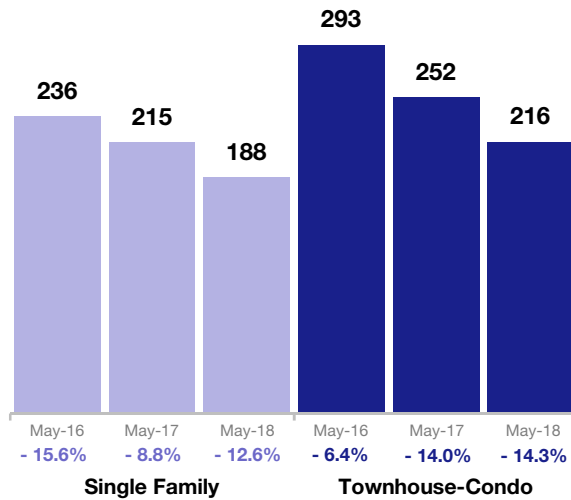
Historical Days on Market Until Sale by Month



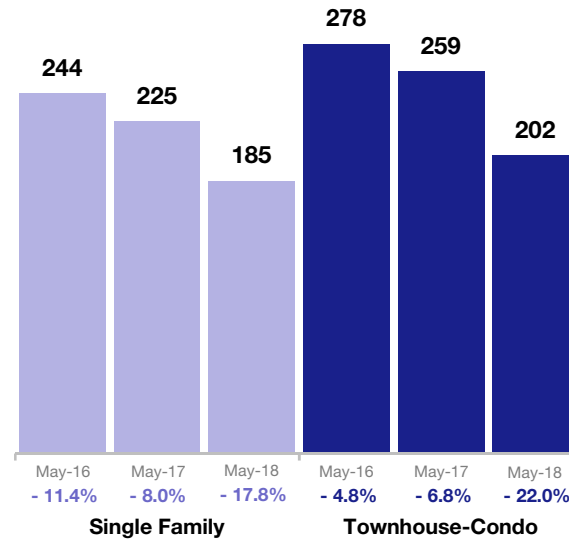
Housing Affordability Index



May

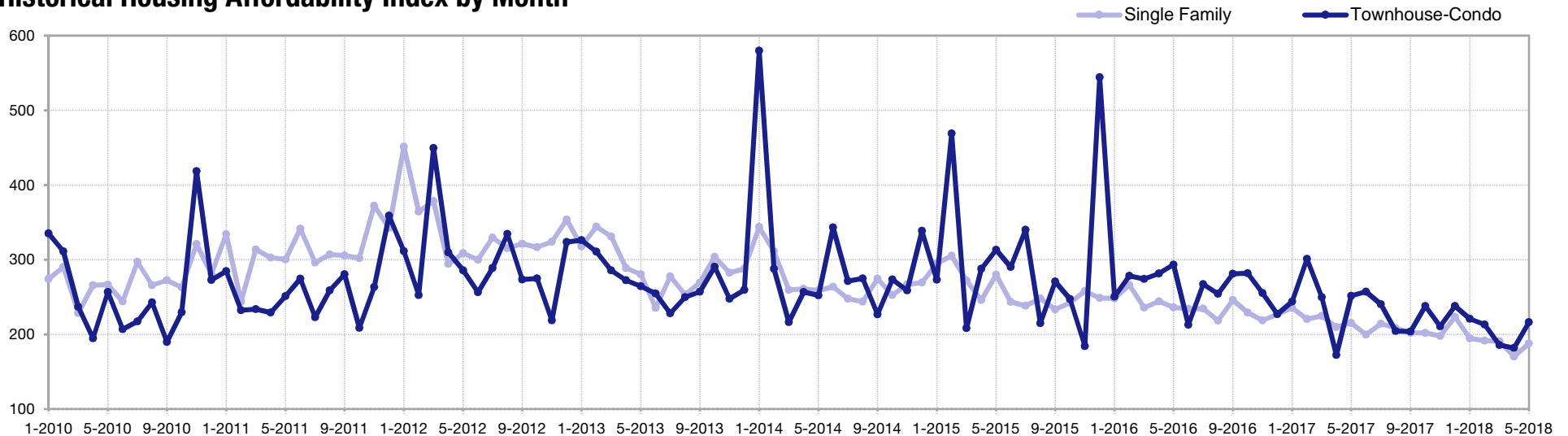


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2017	200	-14.5%	257	+20.7%
Jul-2017	214	-8.5%	240	-10.1%
Aug-2017	208	-4.6%	204	-19.7%
Sep-2017	202	-17.9%	204	-27.4%
Oct-2017	202	-11.8%	238	-15.6%
Nov-2017	198	-9.6%	211	-17.3%
Dec-2017	223	-1.8%	238	+4.8%
Jan-2018	195	-17.0%	221	-9.4%
Feb-2018	191	-13.6%	213	-29.2%
Mar-2018	191	-15.1%	186	-25.6%
Apr-2018	170	-19.0%	182	+5.8%
May-2018	188	-12.6%	216	-14.3%

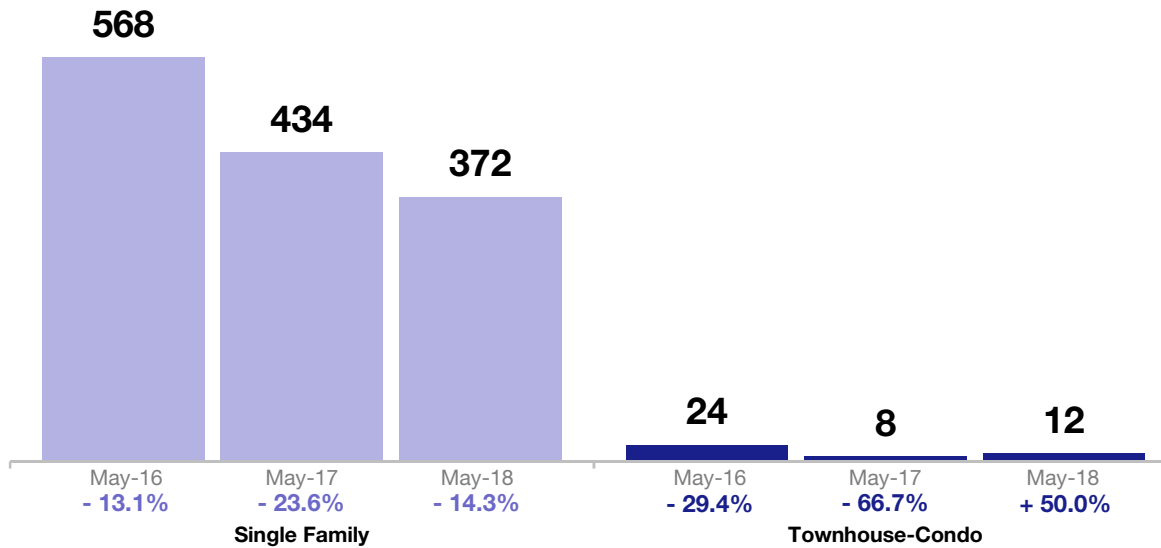
Historical Housing Affordability Index by Month



Inventory of Active Listings

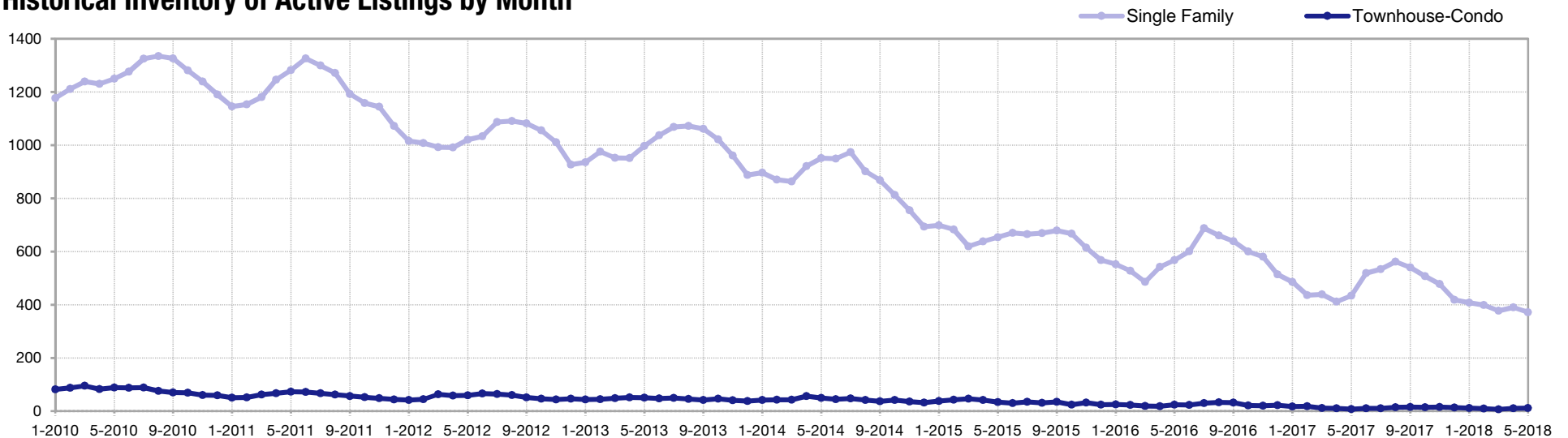


May



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2017	519	-13.6%	11	-52.2%
Jul-2017	534	-22.4%	11	-63.3%
Aug-2017	562	-14.8%	14	-57.6%
Sep-2017	540	-15.5%	15	-53.1%
Oct-2017	507	-15.5%	14	-33.3%
Nov-2017	478	-17.6%	15	-25.0%
Dec-2017	418	-18.7%	13	-40.9%
Jan-2018	408	-16.0%	12	-29.4%
Feb-2018	399	-8.5%	10	-44.4%
Mar-2018	377	-14.1%	7	-41.7%
Apr-2018	390	-5.3%	11	0.0%
May-2018	372	-14.3%	12	+50.0%

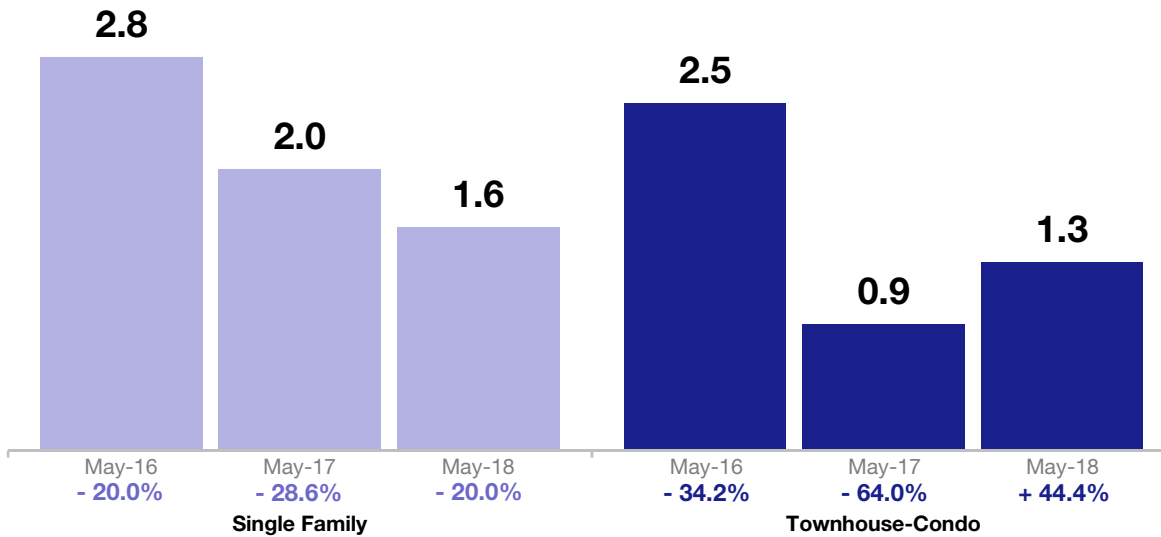
Historical Inventory of Active Listings by Month



Months Supply of Inventory

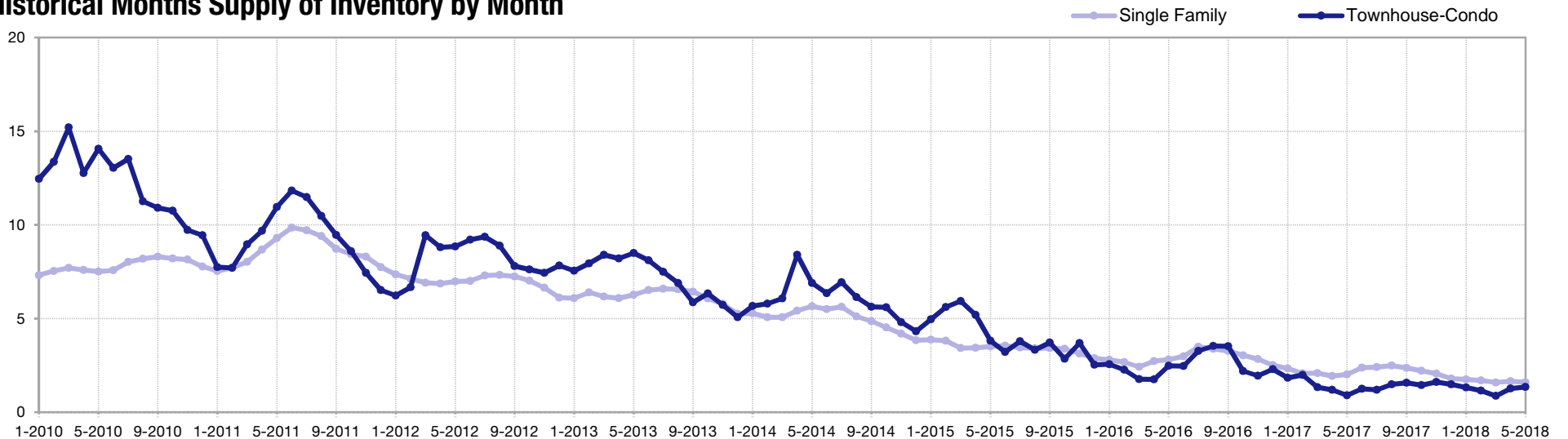


May



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jun-2017	2.4	-20.0%	1.2	-52.0%
Jul-2017	2.4	-31.4%	1.2	-63.6%
Aug-2017	2.5	-26.5%	1.5	-57.1%
Sep-2017	2.4	-27.3%	1.6	-54.3%
Oct-2017	2.2	-26.7%	1.4	-36.4%
Nov-2017	2.1	-25.0%	1.6	-20.0%
Dec-2017	1.8	-28.0%	1.5	-34.8%
Jan-2018	1.8	-21.7%	1.3	-27.8%
Feb-2018	1.7	-19.0%	1.2	-40.0%
Mar-2018	1.6	-23.8%	0.9	-30.8%
Apr-2018	1.6	-15.8%	1.3	+8.3%
May-2018	1.6	-20.0%	1.3	+44.4%

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.



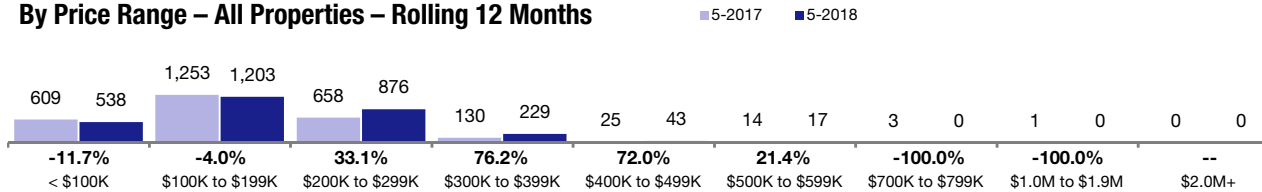
Key Metrics	Historical Sparkbars	5-2017	5-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		333	343	+ 3.0%	1,385	1,474	+ 6.4%
Pending Sales		269	296	+ 10.0%	1,229	1,270	+ 3.3%
Sold Listings		278	241	- 13.3%	1,082	1,096	+ 1.3%
Median Sales Price		\$166,950	\$178,000	+ 6.6%	\$159,250	\$182,000	+ 14.3%
Avg. Sales Price		\$176,294	\$192,841	+ 9.4%	\$168,507	\$188,635	+ 11.9%
Pct. of List Price Received		98.5%	98.5%	0.0%	97.7%	98.3%	+ 0.6%
Days on Market		85	70	- 17.6%	92	75	- 18.5%
Affordability Index		216	190	- 12.0%	226	185	- 18.1%
Active Listings		442	384	- 13.1%	--	--	--
Months Supply		2.0	1.6	- 20.0%	--	--	--

Sold Listings

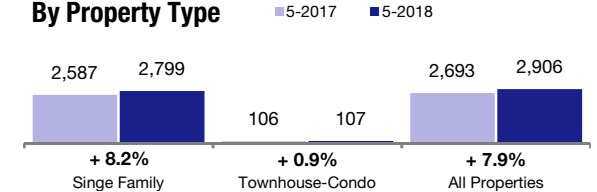
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	5-2017	5-2018	Change	5-2017	5-2018	Change
\$99,999 and Below	585	533	-8.9%	24	5	-79.2%
\$100,000 to \$199,999	1,193	1,125	-5.7%	60	78	+30.0%
\$200,000 to \$299,999	639	859	+34.4%	19	17	-10.5%
\$300,000 to \$399,999	128	223	+74.2%	2	6	+200.0%
\$400,000 to \$499,999	25	42	+68.0%	0	1	--
\$500,000 to \$699,999	13	17	+30.8%	1	0	-100.0%
\$700,000 to \$999,999	3	0	-100.0%	0	0	--
\$1,000,000 to \$1,999,999	1	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	2,587	2,799	+8.2%	106	107	+0.9%

Compared to Prior Month

By Price Range	Single Family			Condo		
	4-2018	5-2018	Change	4-2018	5-2018	Change
\$99,999 and Below	46	29	-37.0%	0	0	--
\$100,000 to \$199,999	75	103	+37.3%	10	8	-20.0%
\$200,000 to \$299,999	87	65	-25.3%	1	0	-100.0%
\$300,000 to \$399,999	22	30	+36.4%	1	2	+100.0%
\$400,000 to \$499,999	5	4	-20.0%	1	0	-100.0%
\$500,000 to \$699,999	0	0	--	0	0	--
\$700,000 to \$999,999	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	235	231	-1.7%	13	10	-23.1%

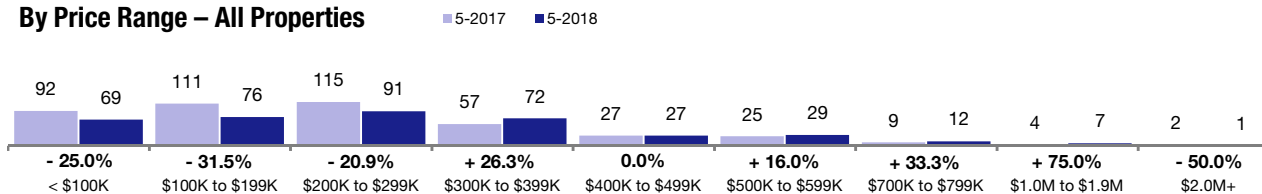
Year to Date

By Price Range	Single Family			Condo		
	5-2017	5-2018	Change	5-2017	5-2018	Change
\$99,999 and Below	241	199	-17.4%	9	0	-100.0%
\$100,000 to \$199,999	474	405	-14.6%	19	29	+52.6%
\$200,000 to \$299,999	260	333	+28.1%	6	4	-33.3%
\$300,000 to \$399,999	59	100	+69.5%	2	4	+100.0%
\$400,000 to \$499,999	7	18	+157.1%	0	1	--
\$500,000 to \$699,999	4	3	-25.0%	0	0	--
\$700,000 to \$999,999	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	1	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	1,046	1,058	+1.1%	36	38	+5.6%

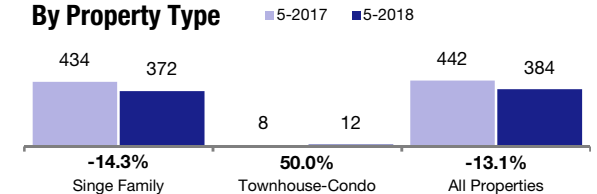
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Condo		
	5-2017	5-2018	Change	5-2017	5-2018	Change
\$99,999 and Below	92	68	-26.1%	0	1	--
\$100,000 to \$199,999	107	72	-32.7%	4	4	0.0%
\$200,000 to \$299,999	111	85	-23.4%	4	6	+50.0%
\$300,000 to \$399,999	57	71	+24.6%	0	1	--
\$400,000 to \$499,999	27	27	0.0%	0	0	--
\$500,000 to \$699,999	25	29	+16.0%	0	0	--
\$700,000 to \$999,999	9	12	+33.3%	0	0	--
\$1,000,000 to \$1,999,999	4	7	+75.0%	0	0	--
\$2,000,000 and Above	2	1	-50.0%	0	0	--
All Price Ranges	434	372	-14.3%	8	12	+50.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	4-2018	5-2018	Change	4-2018	5-2018	Change
\$99,999 and Below	62	68	+9.7%	0	1	--
\$100,000 to \$199,999	86	72	-16.3%	3	4	+33.3%
\$200,000 to \$299,999	107	85	-20.6%	4	6	+50.0%
\$300,000 to \$399,999	59	71	+20.3%	4	1	-75.0%
\$400,000 to \$499,999	28	27	-3.6%	0	0	--
\$500,000 to \$699,999	29	29	0.0%	0	0	--
\$700,000 to \$999,999	11	12	+9.1%	0	0	--
\$1,000,000 to \$1,999,999	7	7	0.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	390	372	-4.6%	11	12	+9.1%

Year to Date

By Price Range	Single Family			Condo		
	5-2017	5-2018	Change	5-2017	5-2018	Change
\$99,999 and Below	241	199	-17.4%	9	0	-100.0%
\$100,000 to \$199,999	474	405	-14.6%	19	29	+52.6%
\$200,000 to \$299,999	260	333	+28.1%	6	4	-33.3%
\$300,000 to \$399,999	59	100	+69.5%	2	4	+100.0%
\$400,000 to \$499,999	7	18	+157.1%	0	1	--
\$500,000 to \$699,999	4	3	-25.0%	0	0	--
\$700,000 to \$999,999	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	1	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	1,046	1,058	+1.1%	36	38	+5.6%

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 median income by county.
Inventory of Active Listings	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Months Supply of Inventory	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.

Local Market Update for May 2018

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Pueblo County

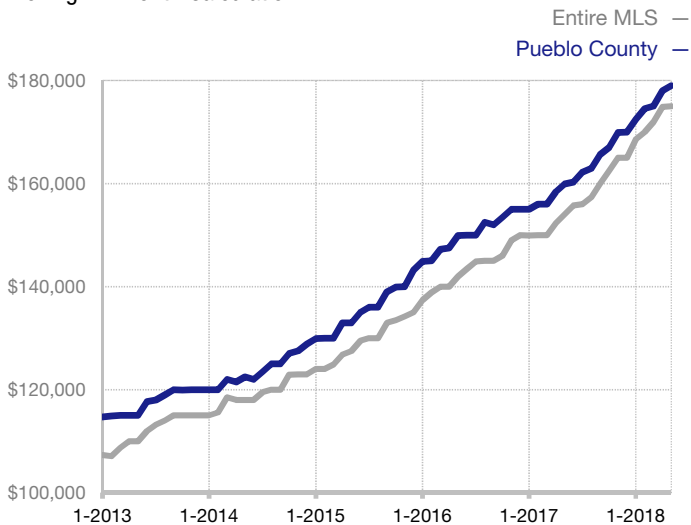
Single Family Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	325	324	- 0.3%	1,345	1,396	+ 3.8%
Sold Listings	270	224	- 17.0%	1,041	1,042	+ 0.1%
Median Sales Price*	\$166,950	\$175,750	+ 5.3%	\$159,900	\$182,500	+ 14.1%
Average Sales Price*	\$176,138	\$190,343	+ 8.1%	\$169,002	\$188,531	+ 11.6%
Percent of List Price Received*	98.5%	98.4%	- 0.1%	97.7%	98.3%	+ 0.6%
Days on Market Until Sale	83	70	- 15.7%	92	76	- 17.4%
Inventory of Homes for Sale	439	367	- 16.4%	--	--	--
Months Supply of Inventory	2.0	1.6	- 20.0%	--	--	--

* 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	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	8	15	+ 87.5%	35	49	+ 40.0%
Sold Listings	8	10	+ 25.0%	36	38	+ 5.6%
Median Sales Price*	\$143,000	\$156,000	+ 9.1%	\$139,000	\$167,000	+ 20.1%
Average Sales Price*	\$156,063	\$180,030	+ 15.4%	\$152,028	\$189,058	+ 24.4%
Percent of List Price Received*	98.0%	99.2%	+ 1.2%	96.1%	99.0%	+ 3.0%
Days on Market Until Sale	130	66	- 49.2%	94	68	- 27.7%
Inventory of Homes for Sale	8	12	+ 50.0%	--	--	--
Months Supply of Inventory	0.9	1.4	+ 55.6%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for May 2018

A Research Tool Provided by the Colorado Association of REALTORS®



Arkansas Valley/Otero County

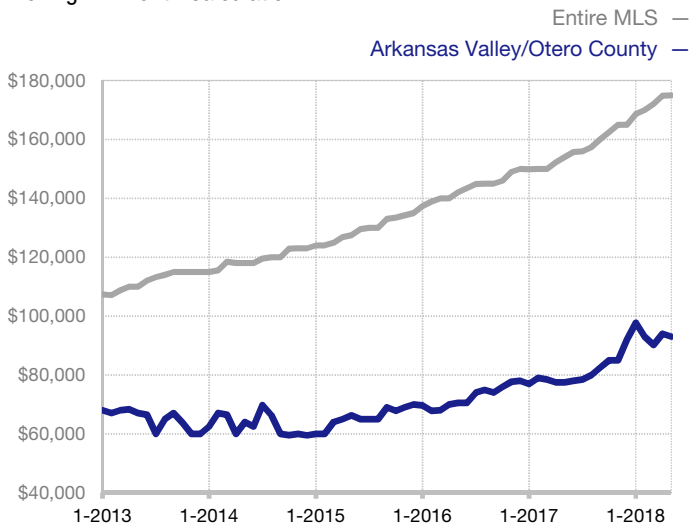
Single Family Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	34	39	+ 14.7%	151	156	+ 3.3%
Sold Listings	33	22	- 33.3%	119	110	- 7.6%
Median Sales Price*	\$98,000	\$92,750	- 5.4%	\$77,500	\$83,900	+ 8.3%
Average Sales Price*	\$92,279	\$101,849	+ 10.4%	\$91,798	\$97,576	+ 6.3%
Percent of List Price Received*	92.2%	95.2%	+ 3.3%	93.8%	95.4%	+ 1.7%
Days on Market Until Sale	187	97	- 48.1%	148	123	- 16.9%
Inventory of Homes for Sale	114	77	- 32.5%	--	--	--
Months Supply of Inventory	4.3	3.0	- 30.2%	--	--	--

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

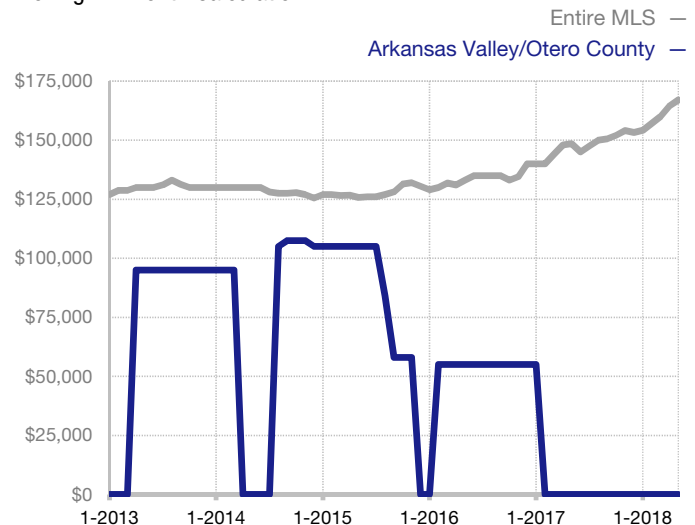
Townhouse-Condo Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	1	0	- 100.0%	1	1	0.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	1	0	- 100.0%	--	--	--
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 May 2018

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Fowler

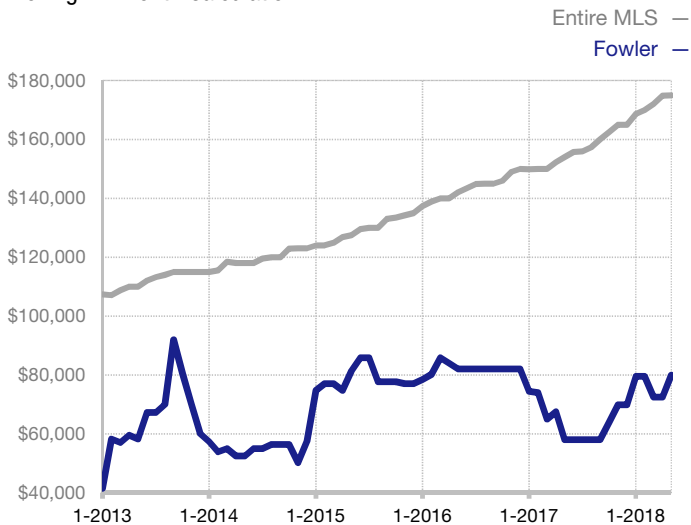
Single Family Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	3	5	+ 66.7%	11	15	+ 36.4%
Sold Listings	1	3	+ 200.0%	13	11	- 15.4%
Median Sales Price*	\$13,000	\$130,000	+ 900.0%	\$58,000	\$80,000	+ 37.9%
Average Sales Price*	\$13,000	\$124,563	+ 858.2%	\$64,769	\$88,199	+ 36.2%
Percent of List Price Received*	92.9%	102.2%	+ 10.0%	92.4%	98.0%	+ 6.1%
Days on Market Until Sale	26	56	+ 115.4%	106	92	- 13.2%
Inventory of Homes for Sale	11	4	- 63.6%	--	--	--
Months Supply of Inventory	5.3	1.7	- 67.9%	--	--	--

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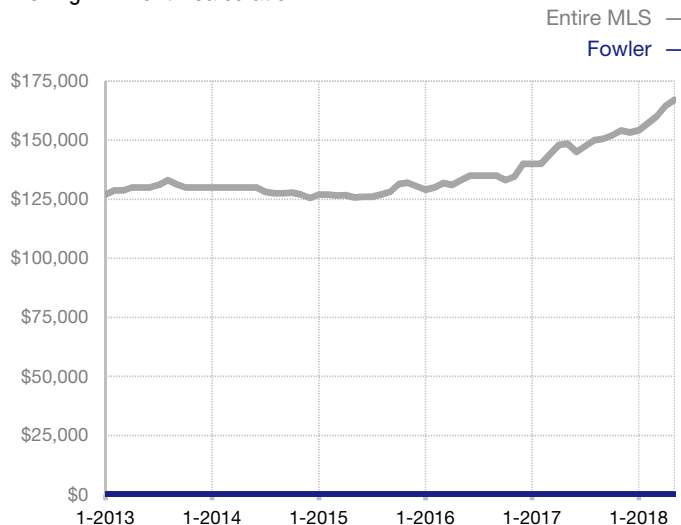
Townhouse-Condo Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for May 2018

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Huerfano County

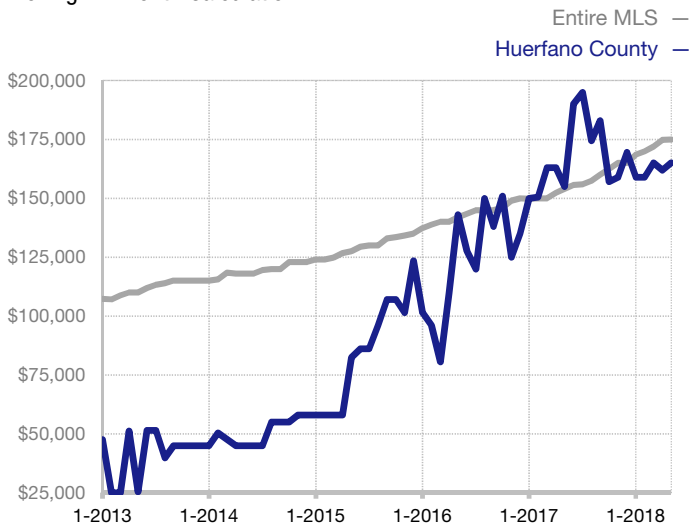
Single Family Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	8	12	+ 50.0%	42	49	+ 16.7%
Sold Listings	5	6	+ 20.0%	12	31	+ 158.3%
Median Sales Price*	\$159,000	\$134,750	- 15.3%	\$220,000	\$170,000	- 22.7%
Average Sales Price*	\$194,600	\$167,333	- 14.0%	\$243,396	\$192,629	- 20.9%
Percent of List Price Received*	94.4%	98.8%	+ 4.7%	92.3%	96.0%	+ 4.0%
Days on Market Until Sale	275	134	- 51.3%	206	209	+ 1.5%
Inventory of Homes for Sale	52	63	+ 21.2%	--	--	--
Months Supply of Inventory	20.1	13.7	- 31.8%	--	--	--

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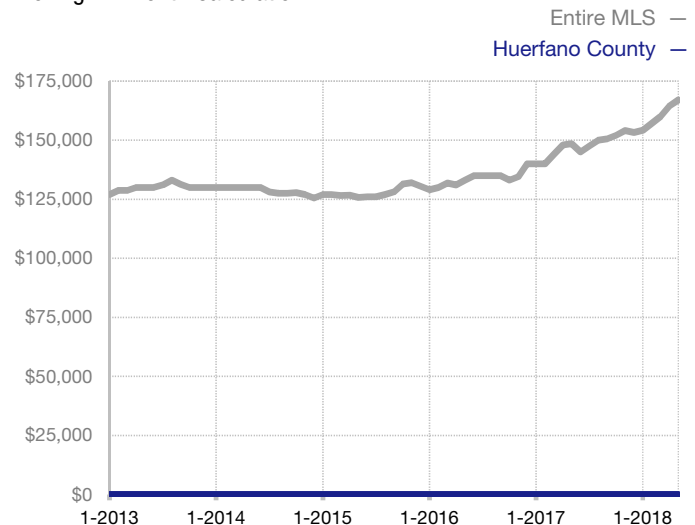
Townhouse-Condo Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	0	1	--	1	1	0.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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	3	1	- 66.7%	--	--	--
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 May 2018

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La Junta

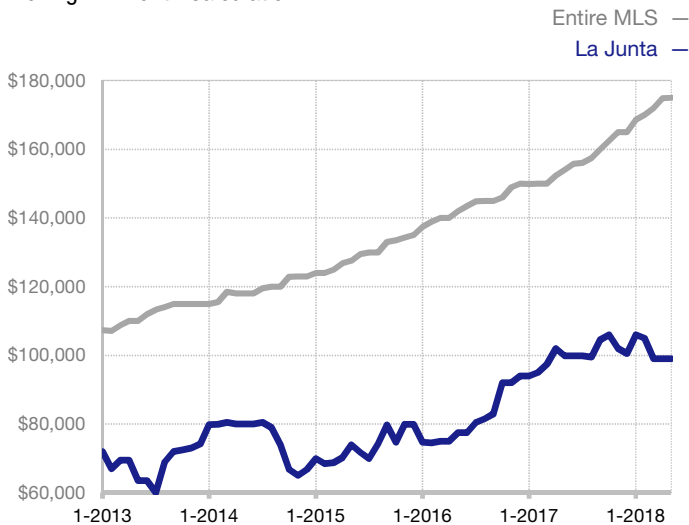
Single Family Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	9	13	+ 44.4%	35	48	+ 37.1%
Sold Listings	8	7	- 12.5%	33	32	- 3.0%
Median Sales Price*	\$63,250	\$86,000	+ 36.0%	\$75,000	\$85,450	+ 13.9%
Average Sales Price*	\$79,375	\$89,214	+ 12.4%	\$86,445	\$97,678	+ 13.0%
Percent of List Price Received*	91.2%	93.8%	+ 2.9%	92.2%	96.8%	+ 5.0%
Days on Market Until Sale	215	90	- 58.1%	163	126	- 22.7%
Inventory of Homes for Sale	23	20	- 13.0%	--	--	--
Months Supply of Inventory	3.0	2.8	- 6.7%	--	--	--

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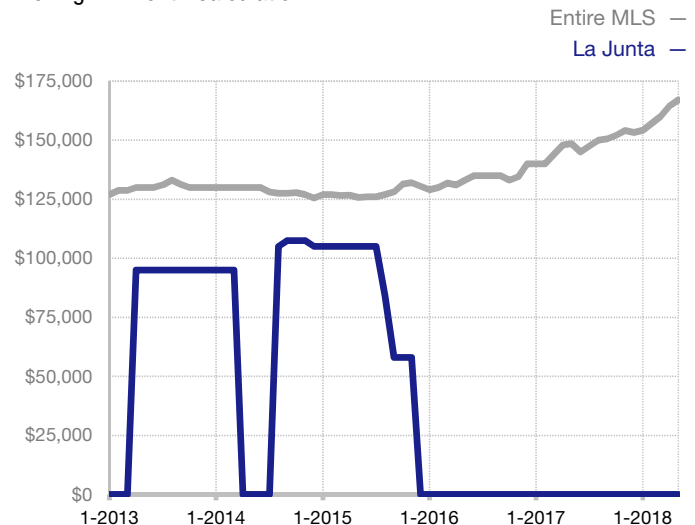
Townhouse-Condo Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for May 2018

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Lamar

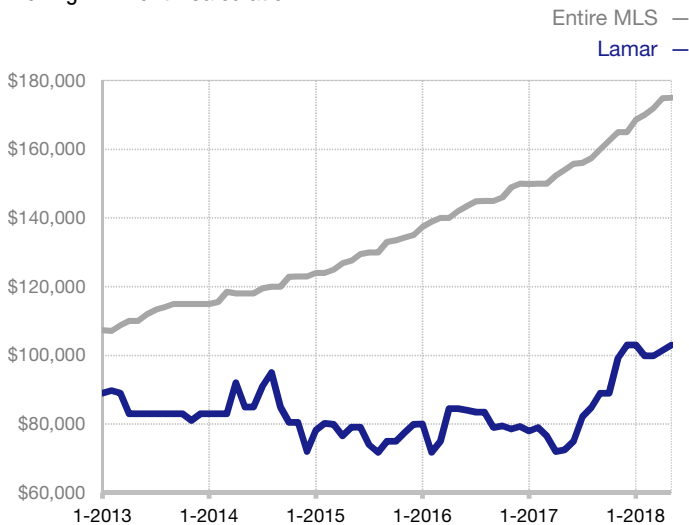
Single Family Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	4	8	+ 100.0%	26	25	- 3.8%
Sold Listings	9	0	- 100.0%	19	11	- 42.1%
Median Sales Price*	\$98,500	\$0	- 100.0%	\$90,500	\$74,000	- 18.2%
Average Sales Price*	\$102,022	\$0	- 100.0%	\$91,827	\$82,636	- 10.0%
Percent of List Price Received*	92.5%	0.0%	- 100.0%	92.8%	96.2%	+ 3.7%
Days on Market Until Sale	190	0	- 100.0%	147	121	- 17.7%
Inventory of Homes for Sale	14	15	+ 7.1%	--	--	--
Months Supply of Inventory	3.1	4.2	+ 35.5%	--	--	--

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

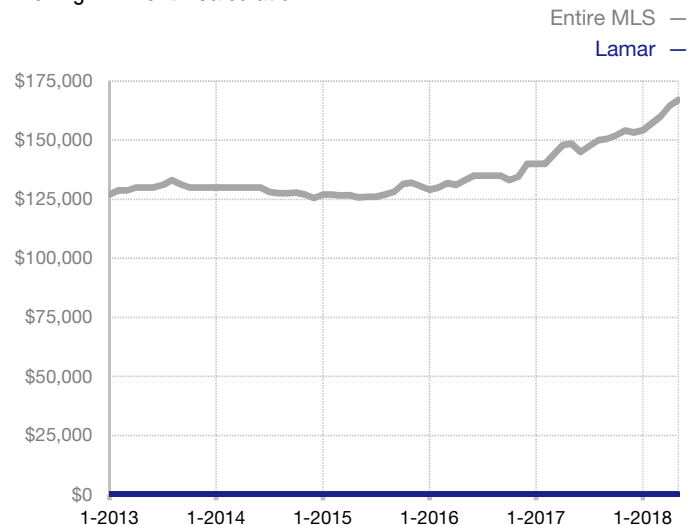
Townhouse-Condo Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for May 2018

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Las Animas

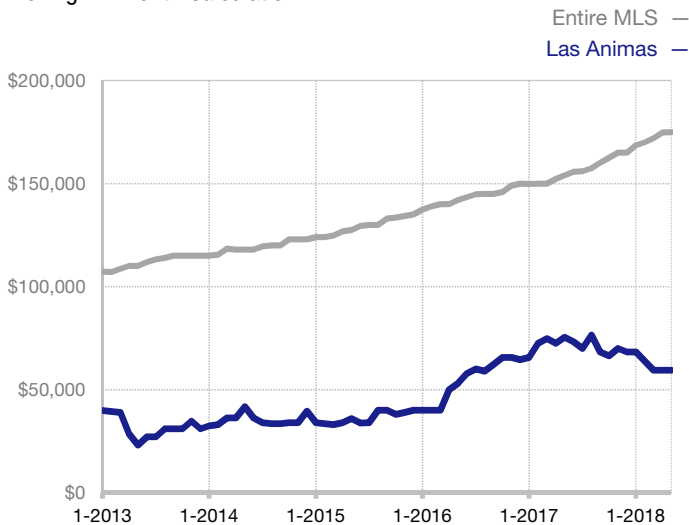
Single Family	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	3	--	11	11	0.0%
Sold Listings	2	2	0.0%	11	8	- 27.3%
Median Sales Price*	\$78,750	\$66,500	- 15.6%	\$81,000	\$40,000	- 50.6%
Average Sales Price*	\$78,750	\$66,500	- 15.6%	\$87,036	\$54,500	- 37.4%
Percent of List Price Received*	85.9%	89.5%	+ 4.2%	93.4%	82.6%	- 11.6%
Days on Market Until Sale	64	60	- 6.3%	120	95	- 20.8%
Inventory of Homes for Sale	5	2	- 60.0%	--	--	--
Months Supply of Inventory	2.1	0.6	- 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.

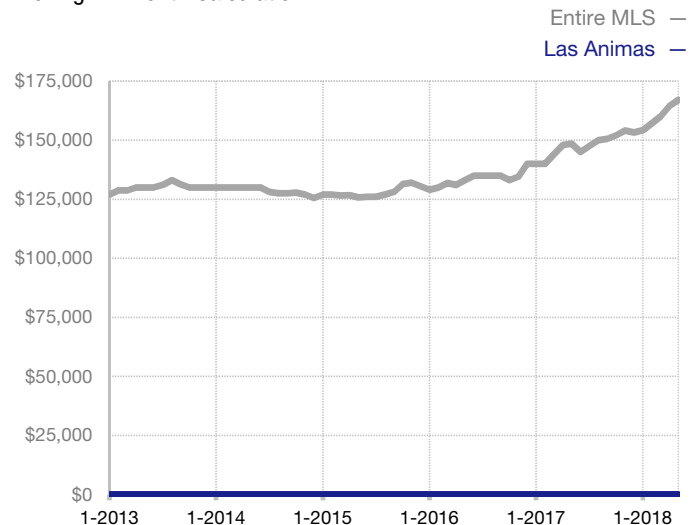
Townhouse-Condo	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for May 2018

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Manzanola

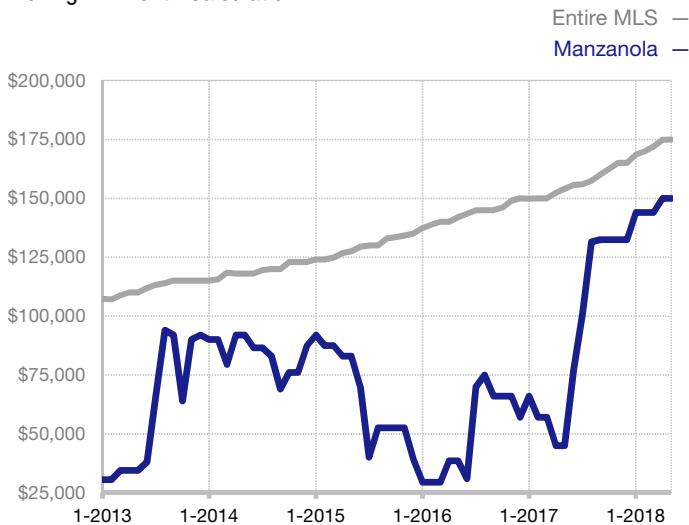
Single Family Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	2	0	- 100.0%	6	2	- 66.7%
Sold Listings	0	0	--	1	2	+ 100.0%
Median Sales Price*	\$0	\$0	--	\$76,900	\$186,000	+ 141.9%
Average Sales Price*	\$0	\$0	--	\$76,900	\$186,000	+ 141.9%
Percent of List Price Received*	0.0%	0.0%	--	102.7%	108.7%	+ 5.8%
Days on Market Until Sale	0	0	--	161	128	- 20.5%
Inventory of Homes for Sale	6	1	- 83.3%	--	--	--
Months Supply of Inventory	5.0	0.5	- 90.0%	--	--	--

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

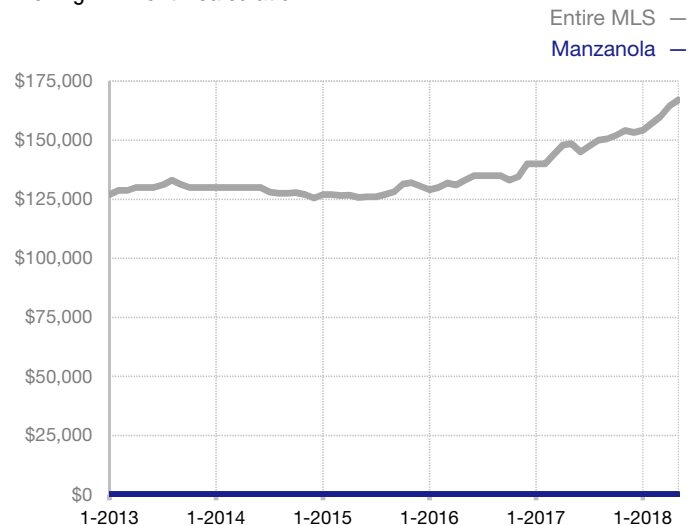
Townhouse-Condo Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for May 2018

A Research Tool Provided by the Colorado Association of REALTORS®



Rocky Ford

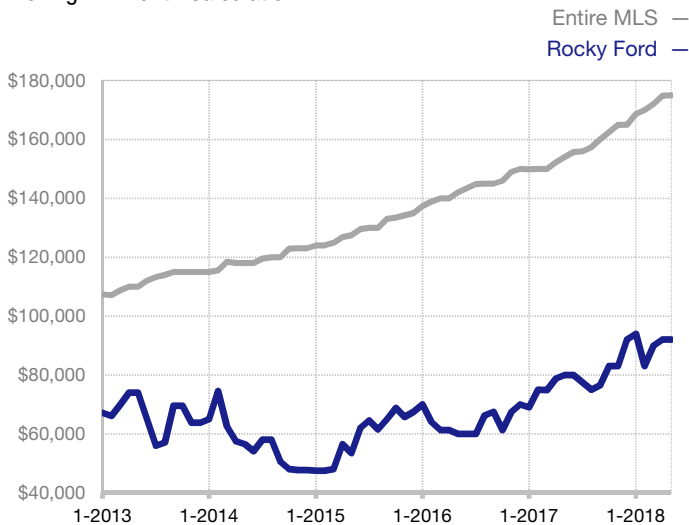
Single Family Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	5	3	- 40.0%	22	22	0.0%
Sold Listings	5	3	- 40.0%	15	21	+ 40.0%
Median Sales Price*	\$134,500	\$115,000	- 14.5%	\$80,900	\$89,000	+ 10.0%
Average Sales Price*	\$117,900	\$134,667	+ 14.2%	\$104,725	\$97,579	- 6.8%
Percent of List Price Received*	96.5%	95.4%	- 1.1%	98.3%	92.6%	- 5.8%
Days on Market Until Sale	112	211	+ 88.4%	145	151	+ 4.1%
Inventory of Homes for Sale	16	9	- 43.8%	--	--	--
Months Supply of Inventory	3.4	2.2	- 35.3%	--	--	--

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

Townhouse-Condo Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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

