

Monthly Indicators



February 2017

Percent changes calculated using year-over-year comparisons.

New Listings were down 10.3 percent for single family homes but remained flat for townhouse-condo properties. Pending Sales increased 31.4 percent for single family homes but decreased 50.0 percent for townhouse-condo properties.

The Median Sales Price was up 14.1 percent to \$159,450 for single family homes but decreased 11.7 percent to \$116,500 for townhouse-condo properties. Days on Market increased 19.6 percent for single family homes and 3.2 percent for condo properties.

Unemployment has reached pre-recession levels, and Americans remain optimistic about finding quality employment. This matters because job growth and higher paychecks fuel home purchases. Unfortunately, that won't matter for potential buyers if price appreciation outpaces income growth and if mortgage rates continue their upward trend. Sellers are getting a generous number of offers in this market. The worry for sellers then becomes that there will not be a generous number of homes to choose from when they become buyers.

Activity Snapshot

+ 2.7% **+ 12.2%** **- 30.8%**

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.

Single Family Market Overview	2
Townhouse-Condo Market Overview	3
New Listings	4
Pending Sales	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Housing Affordability Index	11
Inventory of Active Listings	12
Months Supply of Inventory	13
Total Market Overview	14
Sold Listings and Inventory by Price Range	15
Glossary of Terms	16

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	2-2016	2-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		214	192	- 10.3%	420	392	- 6.7%
Pending Sales		175	230	+ 31.4%	356	399	+ 12.1%
Sold Listings		140	146	+ 4.3%	268	310	+ 15.7%
Median Sales Price		\$139,750	\$159,450	+ 14.1%	\$140,750	\$148,500	+ 5.5%
Avg. Sales Price		\$141,297	\$161,528	+ 14.3%	\$153,047	\$156,027	+ 1.9%
Pct. of List Price Received		97.1%	97.7%	+ 0.6%	97.1%	97.1%	0.0%
Days on Market		92	110	+ 19.6%	97	106	+ 9.3%
Affordability Index		263	220	- 16.3%	261	236	- 9.6%
Active Listings		523	360	- 31.2%	--	--	--
Months Supply		2.6	1.7	- 34.6%	--	--	--

Townhouse-Condo Market Overview

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

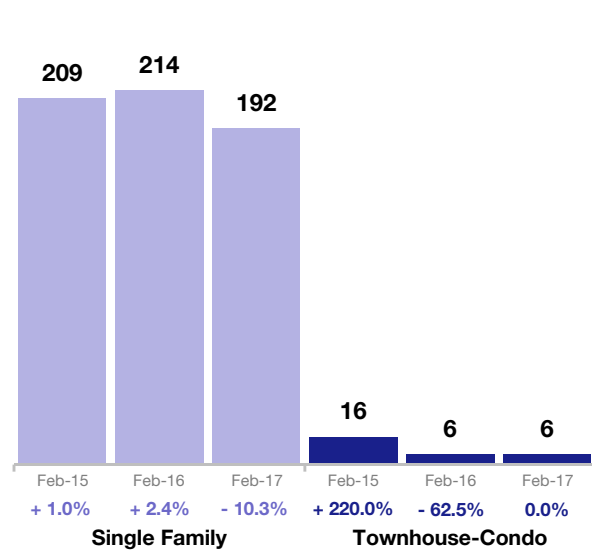


Key Metrics	Historical Sparkbars	2-2016	2-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		6	6	0.0%	20	13	- 35.0%
Pending Sales		8	4	- 50.0%	19	12	- 36.8%
Sold Listings		9	7	- 22.2%	17	11	- 35.3%
Median Sales Price		\$131,900	\$116,500	- 11.7%	\$140,000	\$130,000	- 7.1%
Avg. Sales Price		\$143,267	\$128,857	- 10.1%	\$173,662	\$128,991	- 25.7%
Pct. of List Price Received		95.0%	95.9%	+ 0.9%	94.9%	95.7%	+ 0.8%
Days on Market		95	98	+ 3.2%	103	90	- 12.6%
Affordability Index		279	301	+ 7.9%	262	270	+ 3.1%
Active Listings		22	17	- 22.7%	--	--	--
Months Supply		2.2	1.9	- 13.6%	--	--	--

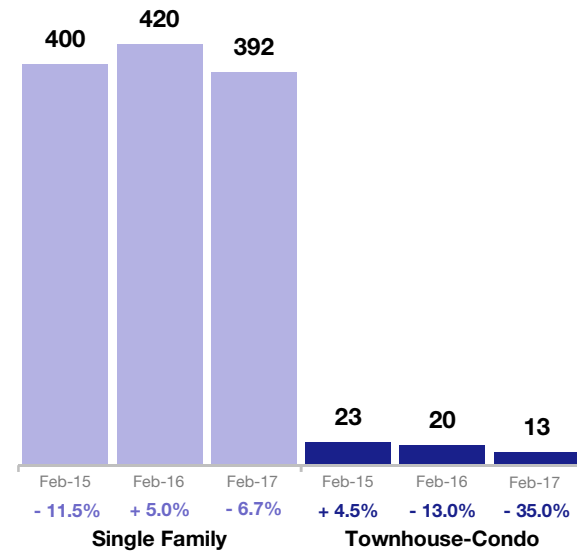
New Listings



February

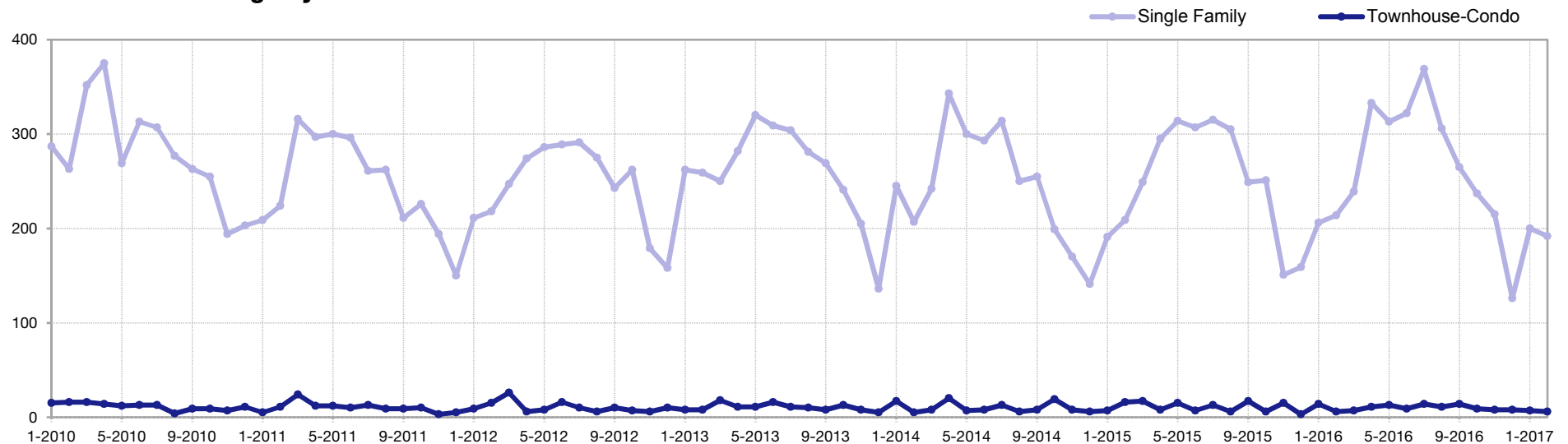


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2016	239	-4.0%	7	-58.8%
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	306	+0.3%	11	+83.3%
Sep-2016	265	+6.4%	14	-17.6%
Oct-2016	237	-5.6%	9	+50.0%
Nov-2016	215	+42.4%	8	-46.7%
Dec-2016	126	-20.8%	8	+166.7%
Jan-2017	200	-2.9%	7	-50.0%
Feb-2017	192	-10.3%	6	0.0%

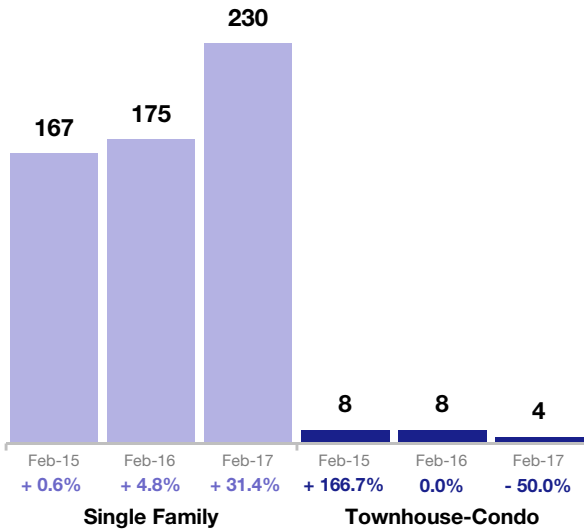
Historical New Listings by Month



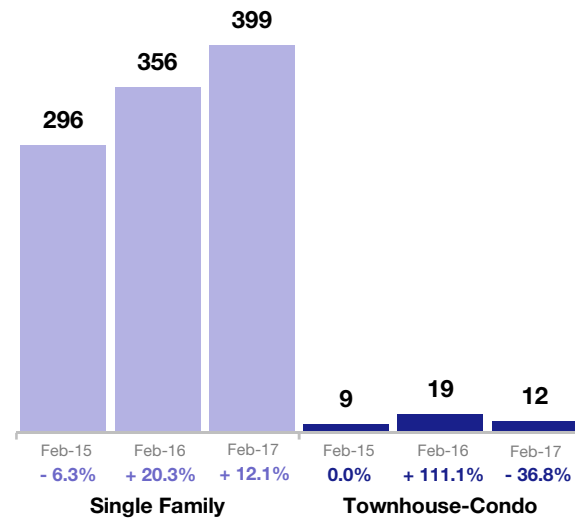
Pending Sales



February

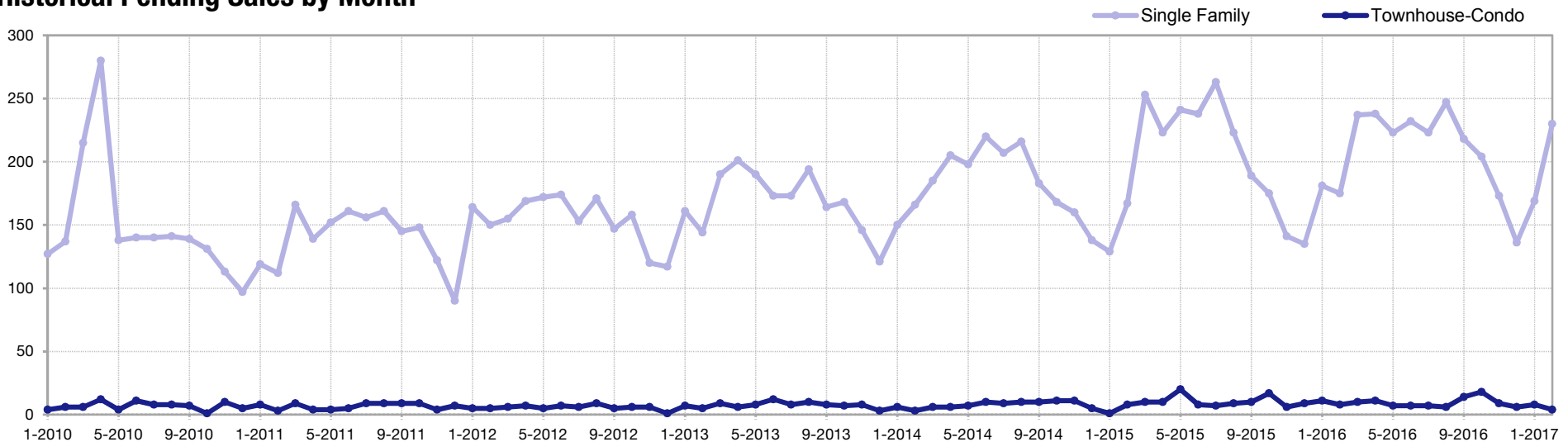


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2016	237	-6.3%	10	0.0%
Apr-2016	238	+6.7%	11	+10.0%
May-2016	223	-7.5%	7	-65.0%
Jun-2016	232	-2.5%	7	-12.5%
Jul-2016	223	-15.2%	7	0.0%
Aug-2016	247	+10.8%	6	-33.3%
Sep-2016	218	+15.3%	14	+40.0%
Oct-2016	204	+16.6%	18	+5.9%
Nov-2016	173	+22.7%	9	+50.0%
Dec-2016	136	+0.7%	6	-33.3%
Jan-2017	169	-6.6%	8	-27.3%
Feb-2017	230	+31.4%	4	-50.0%

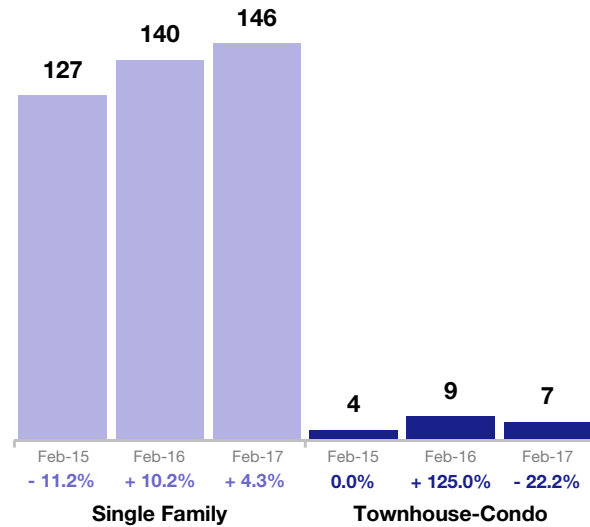
Historical Pending Sales by Month



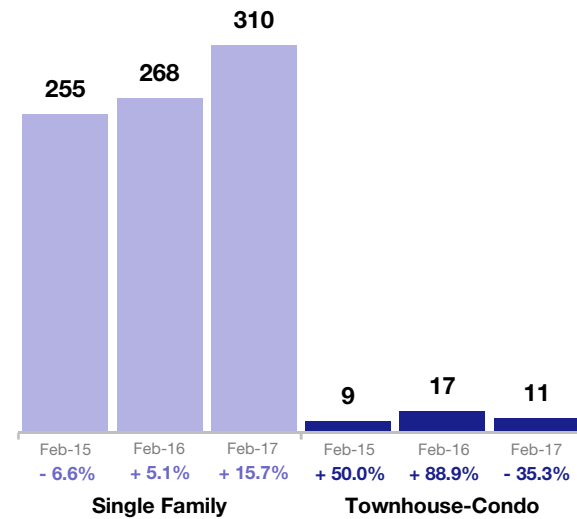
Sold Listings



February

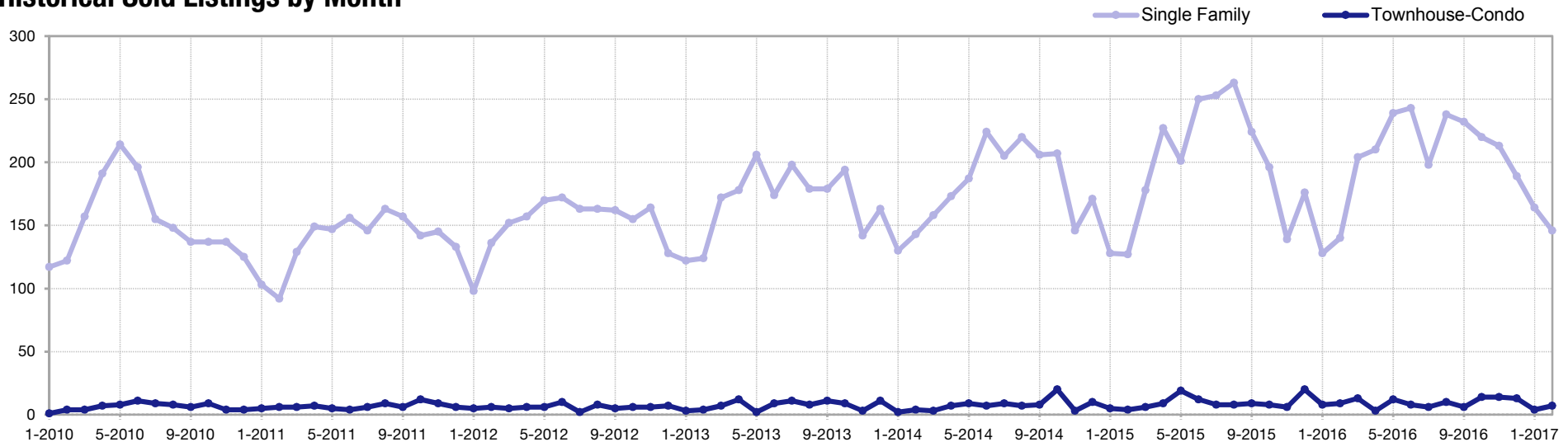


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2016	204	+14.6%	13	+116.7%
Apr-2016	210	-7.5%	3	-66.7%
May-2016	239	+18.9%	12	-36.8%
Jun-2016	243	-2.8%	8	-33.3%
Jul-2016	198	-21.7%	6	-25.0%
Aug-2016	238	-9.5%	10	+25.0%
Sep-2016	232	+3.6%	6	-33.3%
Oct-2016	220	+12.2%	14	+75.0%
Nov-2016	213	+53.2%	14	+133.3%
Dec-2016	189	+7.4%	13	-35.0%
Jan-2017	164	+28.1%	4	-50.0%
Feb-2017	146	+4.3%	7	-22.2%

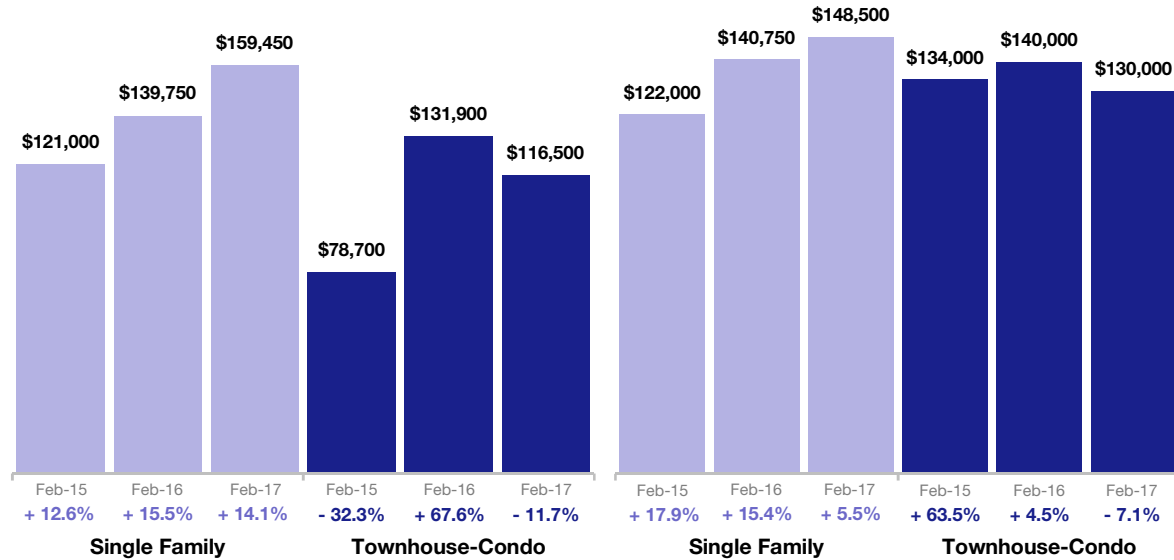
Historical Sold Listings by Month



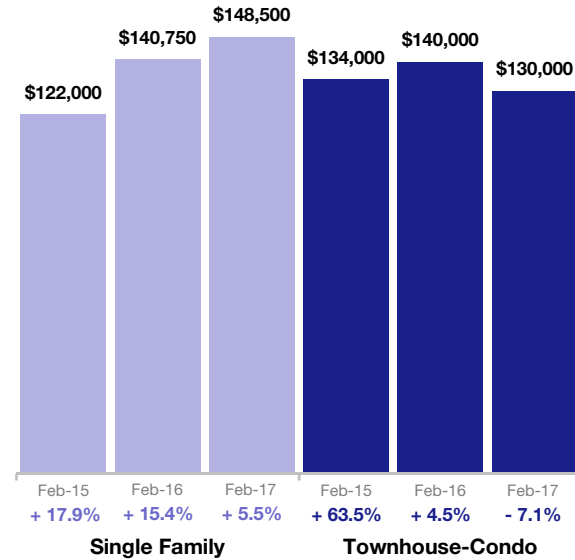
Median Sales Price



February

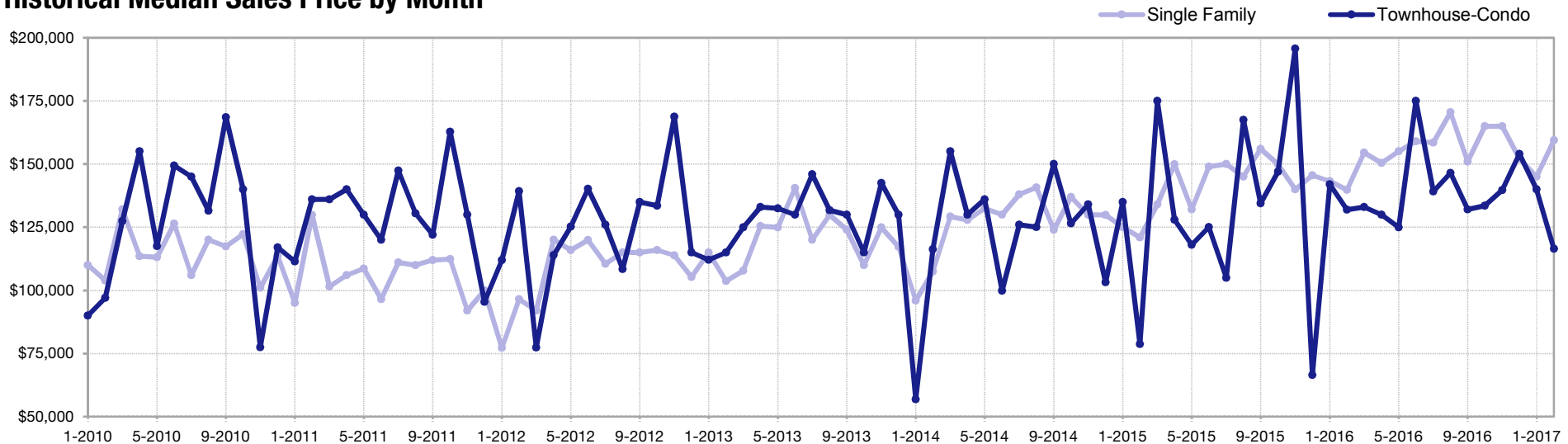


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2016	\$154,500	+15.3%	\$133,000	-24.0%
Apr-2016	\$150,450	+0.4%	\$130,000	+1.6%
May-2016	\$155,000	+17.4%	\$124,950	+5.9%
Jun-2016	\$159,000	+6.7%	\$175,000	+40.0%
Jul-2016	\$158,500	+5.7%	\$139,125	+32.5%
Aug-2016	\$170,500	+17.6%	\$146,450	-12.6%
Sep-2016	\$150,950	-3.2%	\$132,000	-1.9%
Oct-2016	\$165,000	+10.0%	\$133,556	-9.1%
Nov-2016	\$164,950	+17.8%	\$139,700	-28.6%
Dec-2016	\$152,145	+4.6%	\$154,000	+131.6%
Jan-2017	\$145,000	+1.2%	\$140,000	-1.4%
Feb-2017	\$159,450	+14.1%	\$116,500	-11.7%

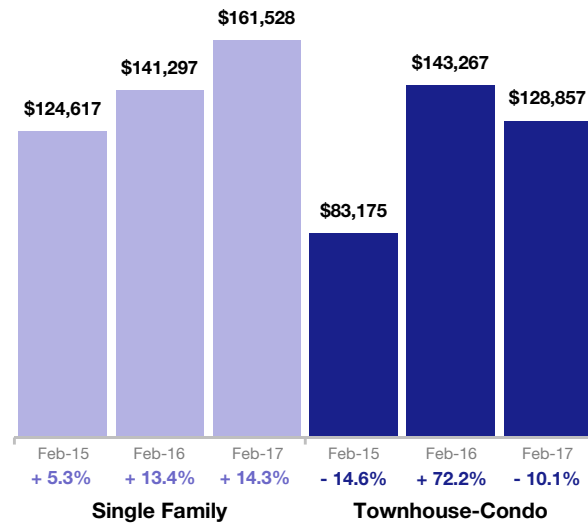
Historical Median Sales Price by Month



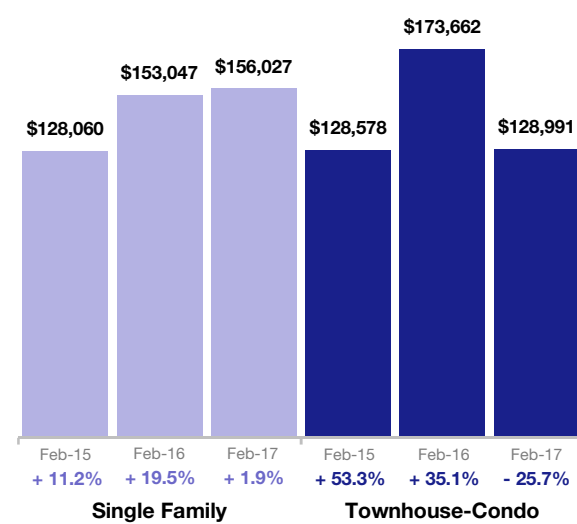
Average Sales Price



February

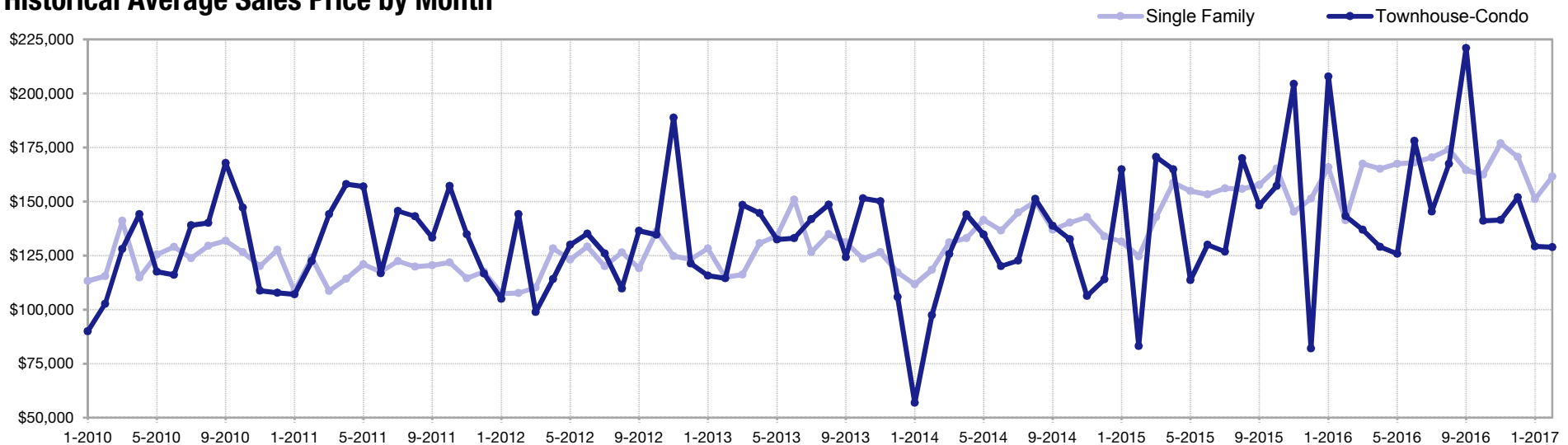


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2016	\$167,392	+17.2%	\$136,981	-19.7%
Apr-2016	\$165,067	+4.1%	\$129,033	-21.7%
May-2016	\$167,468	+8.1%	\$125,825	+10.7%
Jun-2016	\$168,074	+9.7%	\$177,988	+37.0%
Jul-2016	\$170,410	+9.2%	\$145,317	+14.5%
Aug-2016	\$174,154	+11.7%	\$167,490	-1.5%
Sep-2016	\$164,512	+4.3%	\$221,000	+49.2%
Oct-2016	\$162,397	-1.7%	\$141,101	-10.2%
Nov-2016	\$176,950	+21.8%	\$141,399	-30.8%
Dec-2016	\$170,569	+12.7%	\$151,985	+85.3%
Jan-2017	\$151,129	-8.9%	\$129,225	-37.8%
Feb-2017	\$161,528	+14.3%	\$128,857	-10.1%

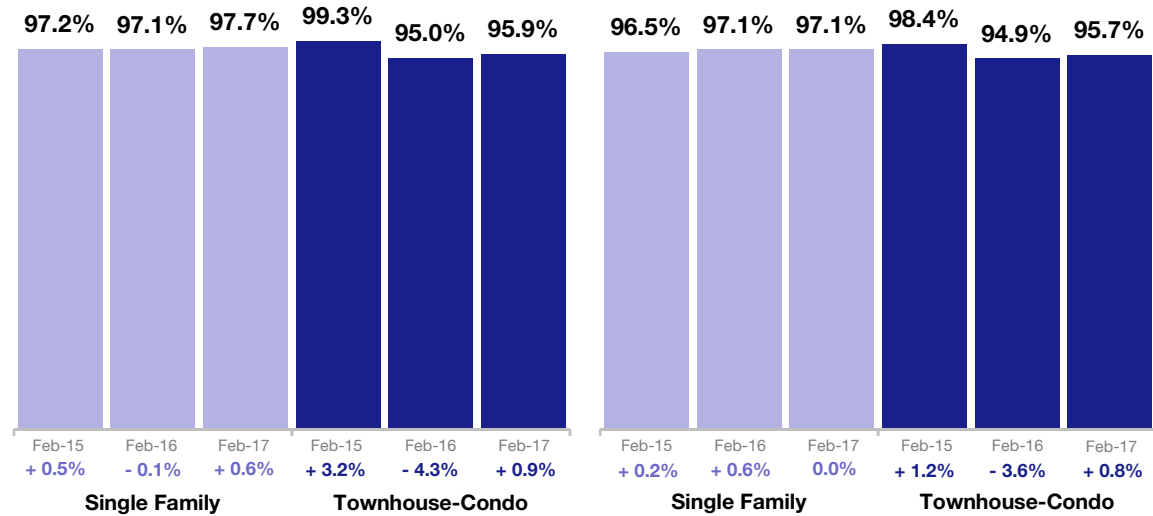
Historical Average Sales Price by Month



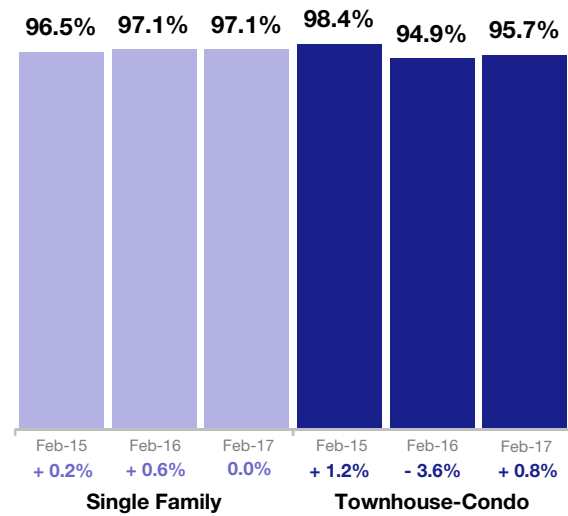
Percent of List Price Received



February

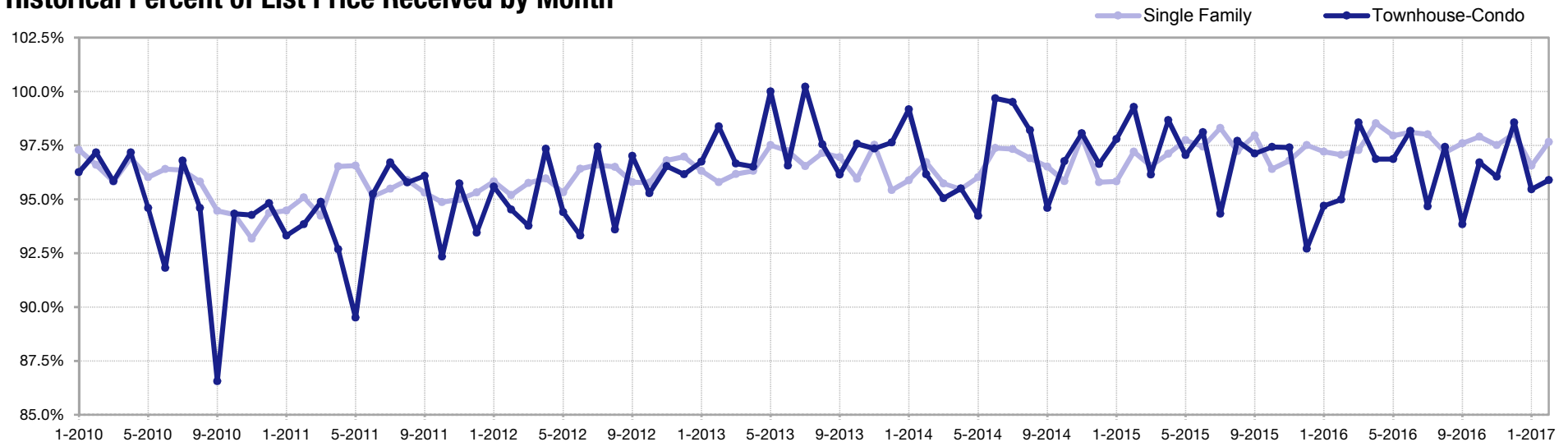


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2016	97.3%	+0.8%	98.6%	+2.5%
Apr-2016	98.5%	+1.4%	96.9%	-1.8%
May-2016	98.0%	+0.3%	96.9%	-0.1%
Jun-2016	98.1%	+0.7%	98.2%	+0.1%
Jul-2016	98.0%	-0.3%	94.7%	+0.4%
Aug-2016	97.2%	0.0%	97.4%	-0.3%
Sep-2016	97.6%	-0.4%	93.8%	-3.4%
Oct-2016	97.9%	+1.6%	96.7%	-0.7%
Nov-2016	97.5%	+0.7%	96.0%	-1.4%
Dec-2016	98.0%	+0.5%	98.6%	+6.4%
Jan-2017	96.6%	-0.6%	95.5%	+0.8%
Feb-2017	97.7%	+0.6%	95.9%	+0.9%

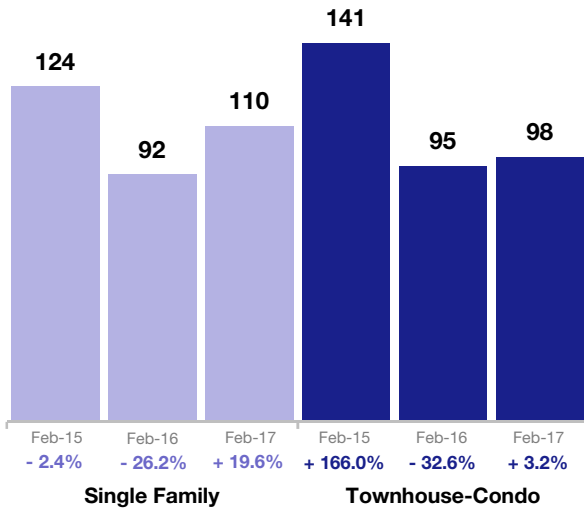
Historical Percent of List Price Received by Month



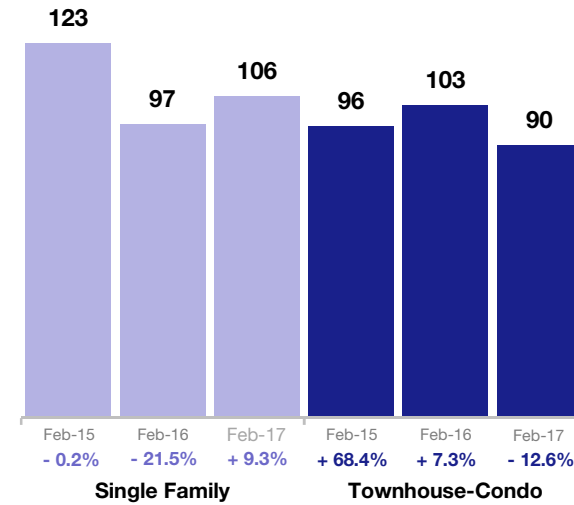
Days on Market Until Sale



February

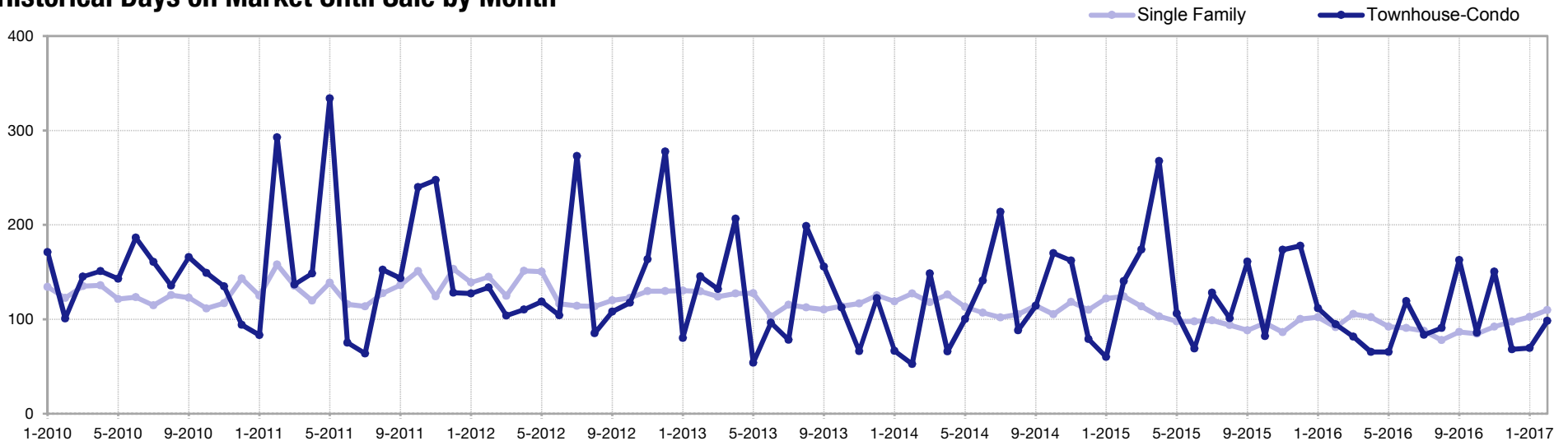


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2016	106	-7.0%	82	-52.9%
Apr-2016	102	-1.0%	66	-75.4%
May-2016	92	-6.1%	66	-37.7%
Jun-2016	91	-7.1%	119	+72.5%
Jul-2016	88	-11.1%	84	-34.4%
Aug-2016	78	-17.0%	91	-9.9%
Sep-2016	87	-1.1%	163	+1.2%
Oct-2016	85	-11.5%	86	+4.9%
Nov-2016	92	+7.0%	150	-13.8%
Dec-2016	98	-2.0%	68	-61.8%
Jan-2017	102	0.0%	70	-37.5%
Feb-2017	110	+19.6%	98	+3.2%

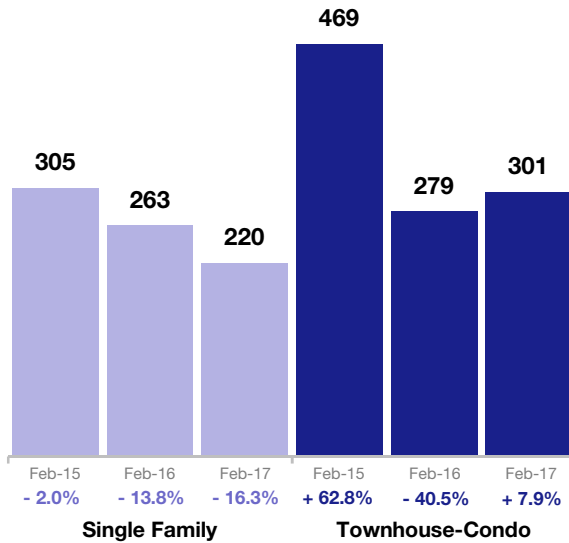
Historical Days on Market Until Sale by Month



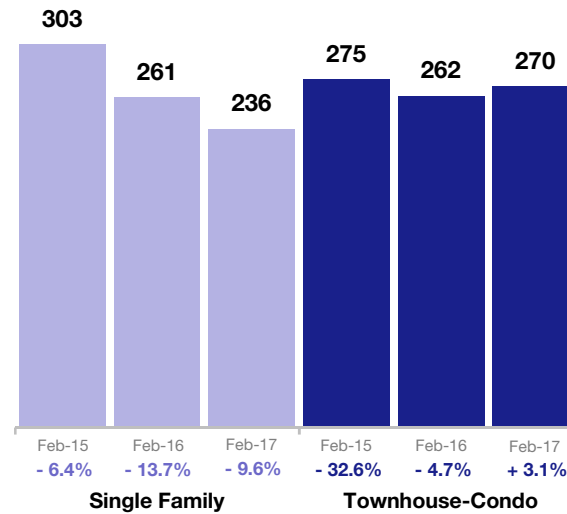
Housing Affordability Index



February

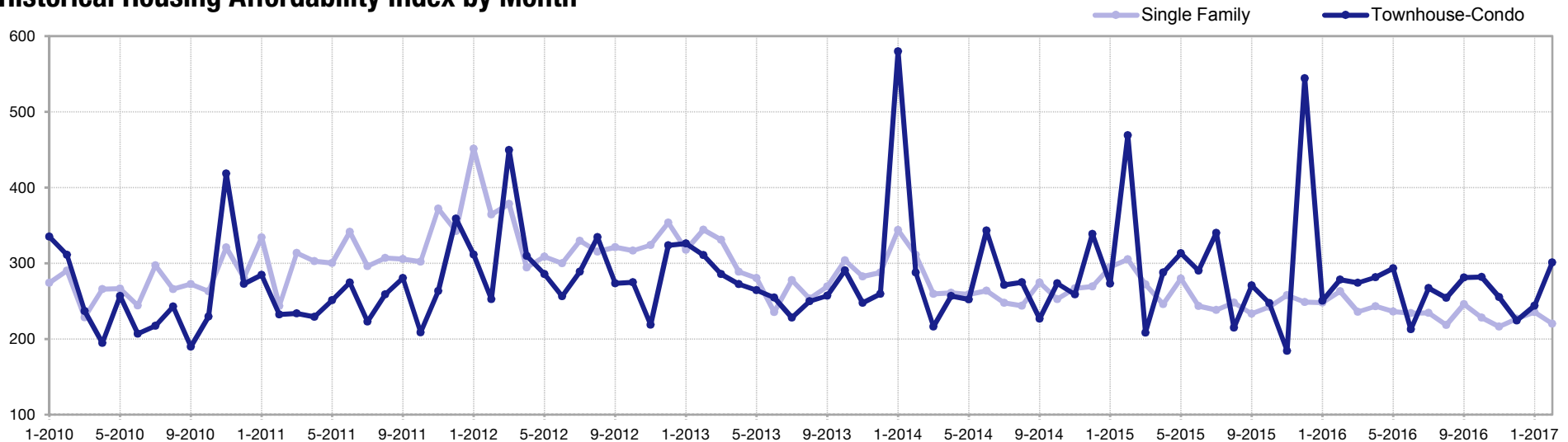


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2016	236	-13.2%	274	+31.7%
Apr-2016	243	-1.2%	282	-2.1%
May-2016	236	-15.7%	293	-6.4%
Jun-2016	234	-4.1%	213	-26.6%
Jul-2016	234	-1.7%	267	-21.5%
Aug-2016	218	-12.1%	254	+18.1%
Sep-2016	246	+5.6%	281	+3.7%
Oct-2016	228	-5.8%	282	+14.2%
Nov-2016	216	-16.3%	255	+38.6%
Dec-2016	227	-8.8%	224	-58.8%
Jan-2017	235	-5.2%	244	-2.4%
Feb-2017	220	-16.3%	301	+7.9%

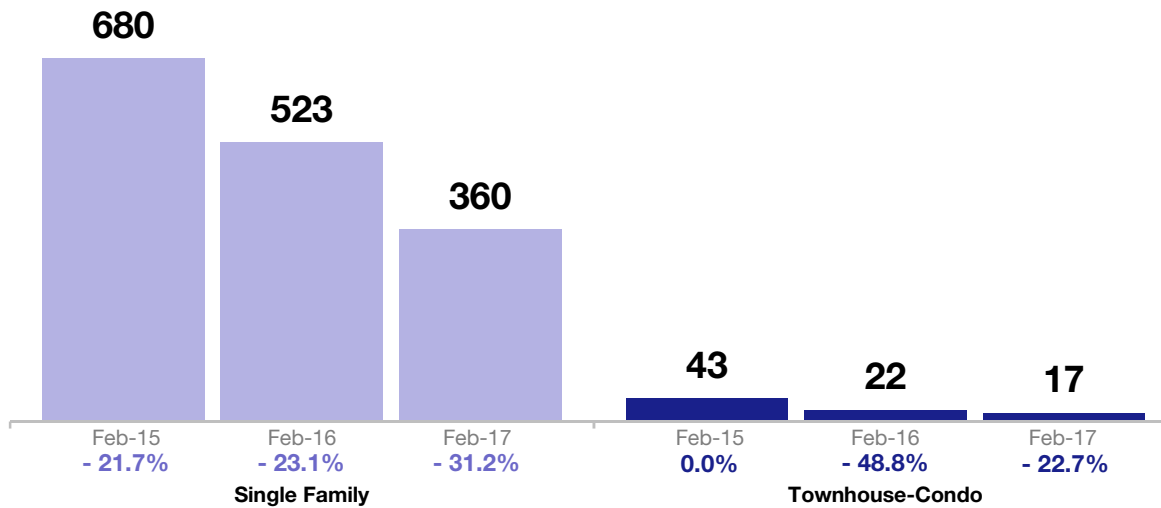
Historical Housing Affordability Index by Month



Inventory of Active Listings

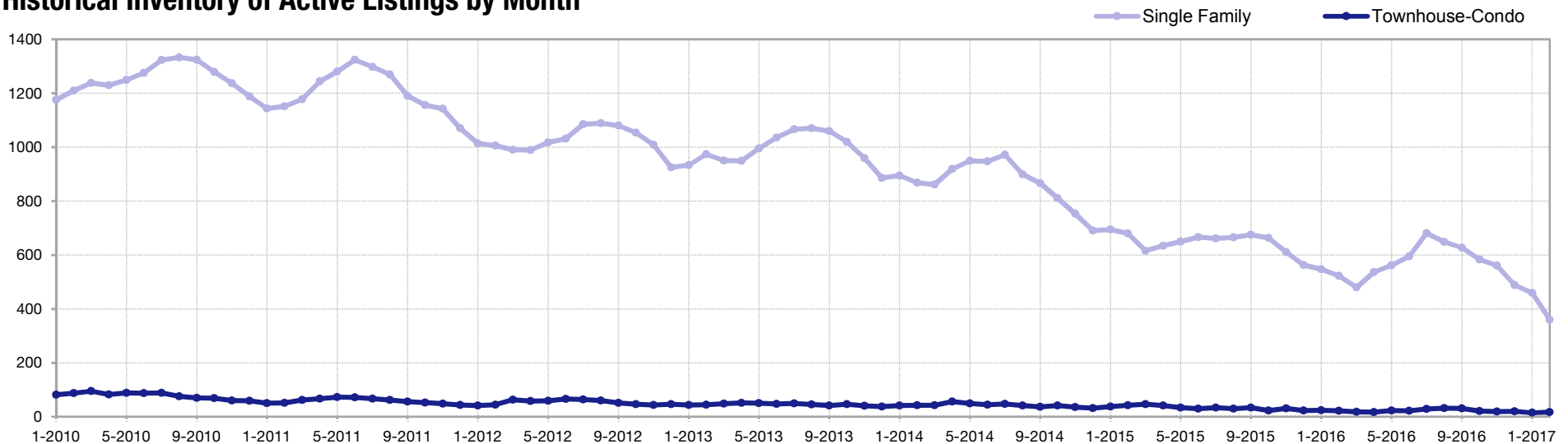


February



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2016	480	-22.1%	18	-61.7%
Apr-2016	536	-15.5%	17	-59.5%
May-2016	562	-13.5%	23	-32.4%
Jun-2016	595	-10.7%	22	-26.7%
Jul-2016	681	+3.0%	29	-14.7%
Aug-2016	649	-2.4%	32	+6.7%
Sep-2016	627	-7.1%	31	-8.8%
Oct-2016	583	-12.1%	21	-8.7%
Nov-2016	561	-8.2%	19	-38.7%
Dec-2016	489	-13.1%	20	-13.0%
Jan-2017	459	-16.1%	15	-37.5%
Feb-2017	360	-31.2%	17	-22.7%

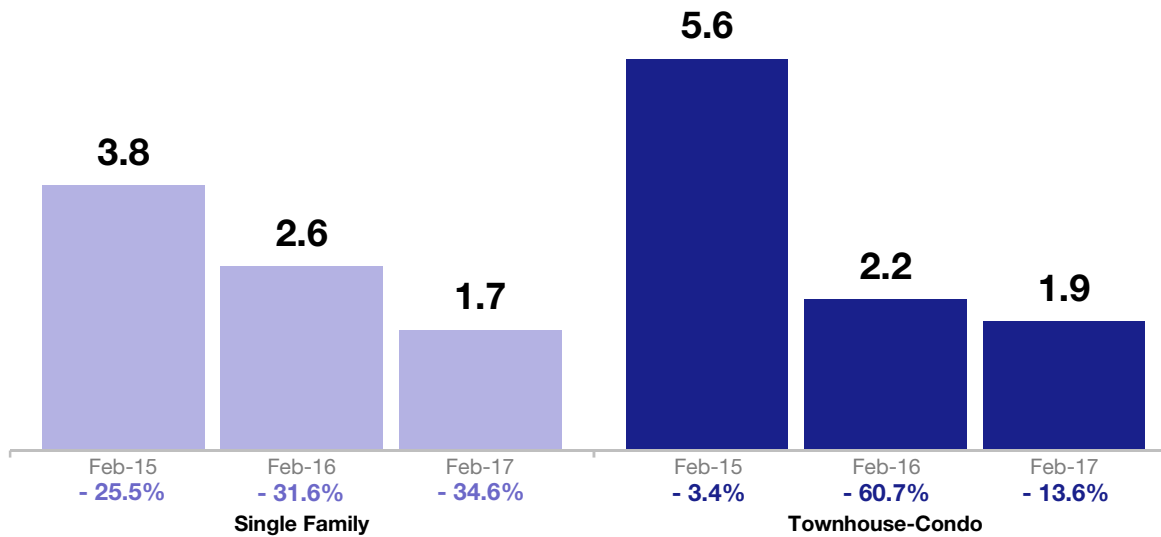
Historical Inventory of Active Listings by Month



Months Supply of Inventory

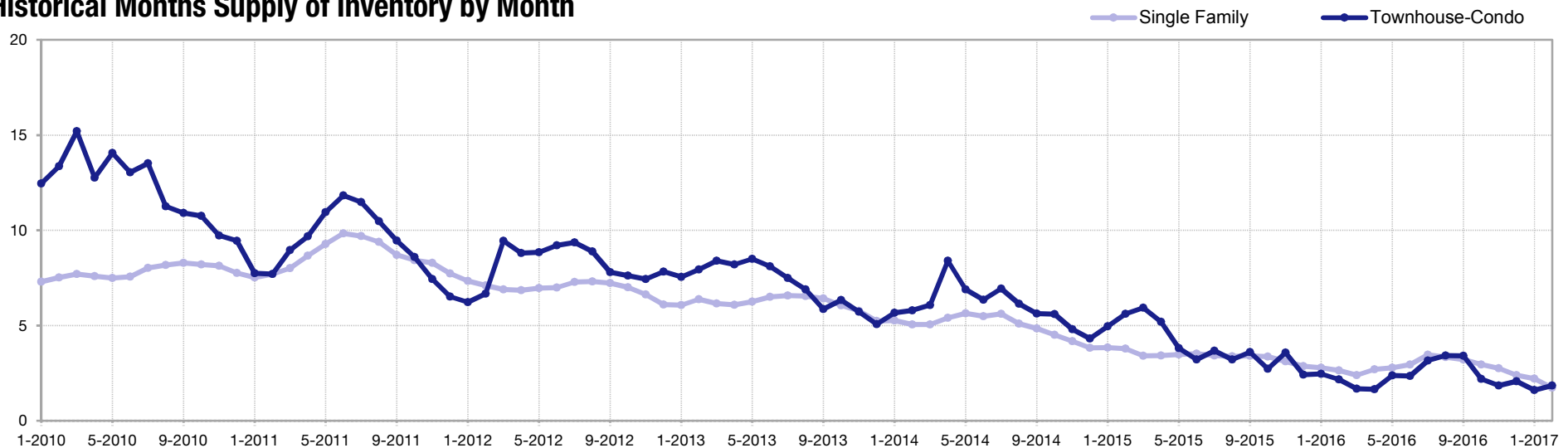


February



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2016	2.4	-29.4%	1.7	-71.2%
Apr-2016	2.7	-20.6%	1.7	-67.3%
May-2016	2.8	-20.0%	2.4	-36.8%
Jun-2016	3.0	-14.3%	2.4	-25.0%
Jul-2016	3.5	+2.9%	3.2	-13.5%
Aug-2016	3.3	-2.9%	3.4	+6.3%
Sep-2016	3.2	-5.9%	3.4	-5.6%
Oct-2016	3.0	-11.8%	2.2	-18.5%
Nov-2016	2.8	-9.7%	1.9	-47.2%
Dec-2016	2.4	-17.2%	2.1	-12.5%
Jan-2017	2.2	-21.4%	1.6	-36.0%
Feb-2017	1.7	-34.6%	1.9	-13.6%

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.



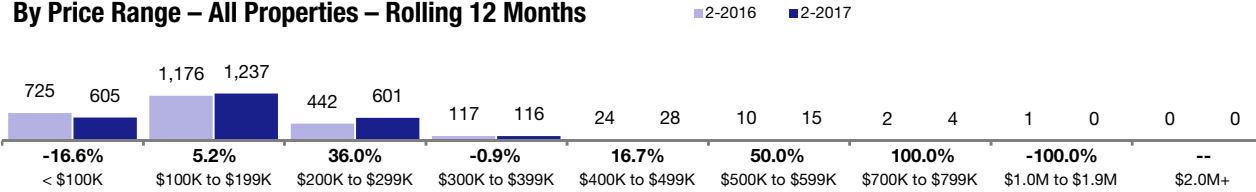
Key Metrics	Historical Sparkbars	2-2016	2-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		220	198	- 10.0%	440	405	- 8.0%
Pending Sales		183	234	+ 27.9%	375	411	+ 9.6%
Sold Listings		149	153	+ 2.7%	285	321	+ 12.6%
Median Sales Price		\$138,000	\$154,900	+ 12.2%	\$140,000	\$145,000	+ 3.6%
Avg. Sales Price		\$141,416	\$160,034	+ 13.2%	\$154,277	\$155,100	+ 0.5%
Pct. of List Price Received		96.9%	97.6%	+ 0.7%	97.0%	97.0%	0.0%
Days on Market		92	109	+ 18.5%	97	105	+ 8.2%
Affordability Index		266	226	- 15.0%	262	242	- 7.6%
Active Listings		545	377	- 30.8%	--	--	--
Months Supply		2.6	1.7	- 34.6%	--	--	--

Sold Listings

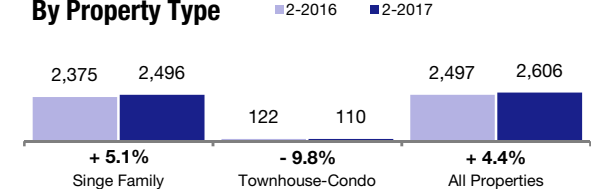
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	2-2016	2-2017	Change	2-2016	2-2017	Change
\$99,999 and Below	686	579	- 15.6%	39	26	- 33.3%
\$100,000 to \$199,999	1,109	1,171	+ 5.6%	67	66	- 1.5%
\$200,000 to \$299,999	430	584	+ 35.8%	12	17	+ 41.7%
\$300,000 to \$399,999	115	116	+ 0.9%	2	0	- 100.0%
\$400,000 to \$499,999	23	28	+ 21.7%	1	0	- 100.0%
\$500,000 to \$699,999	9	14	+ 55.6%	1	1	0.0%
\$700,000 to \$999,999	2	4	+ 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	2,375	2,496	+ 5.1%	122	110	- 9.8%

Compared to Prior Month

By Price Range	Single Family			Condo		
	1-2017	2-2017	Change	1-2017	2-2017	Change
\$99,999 and Below	54	38	- 29.6%	1	3	+ 200.0%
\$100,000 to \$199,999	68	68	0.0%	3	3	0.0%
\$200,000 to \$299,999	35	34	- 2.9%	0	1	--
\$300,000 to \$399,999	6	5	- 16.7%	0	0	--
\$400,000 to \$499,999	1	1	0.0%	0	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	164	146	- 11.0%	4	7	+ 75.0%

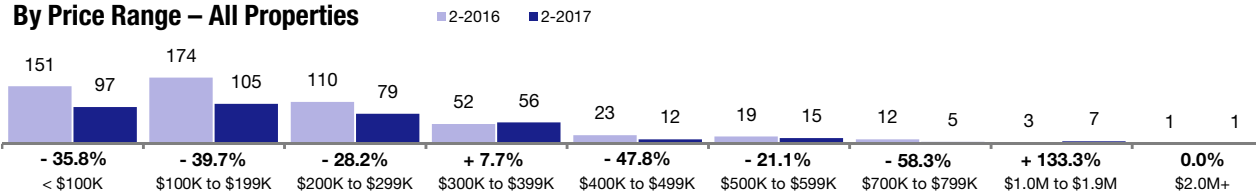
Year to Date

By Price Range	Single Family			Condo		
	2-2016	2-2017	Change	2-2016	2-2017	Change
\$99,999 and Below	78	92	+ 17.9%	5	4	- 20.0%
\$100,000 to \$199,999	134	136	+ 1.5%	9	6	- 33.3%
\$200,000 to \$299,999	43	69	+ 60.5%	1	1	0.0%
\$300,000 to \$399,999	10	11	+ 10.0%	0	0	--
\$400,000 to \$499,999	0	2	--	1	0	- 100.0%
\$500,000 to \$699,999	2	0	- 100.0%	1	0	- 100.0%
\$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	268	310	+ 15.7%	17	11	- 35.3%

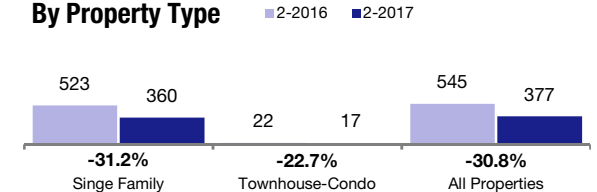
Inventory of Active Listings

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		
	2-2016	2-2017	Change	2-2016	2-2017	Change
\$99,999 and Below	146	93	- 36.3%	5	4	- 20.0%
\$100,000 to \$199,999	166	100	- 39.8%	8	5	- 37.5%
\$200,000 to \$299,999	103	75	- 27.2%	7	4	- 42.9%
\$300,000 to \$399,999	51	52	+ 2.0%	1	4	+ 300.0%
\$400,000 to \$499,999	23	12	- 47.8%	0	0	--
\$500,000 to \$699,999	18	15	- 16.7%	1	0	- 100.0%
\$700,000 to \$999,999	12	5	- 58.3%	0	0	--
\$1,000,000 to \$1,999,999	3	7	+ 133.3%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	523	360	- 31.2%	22	17	- 22.7%

Compared to Prior Month

By Price Range	Single Family			Condo		
	1-2017	2-2017	Change	1-2017	2-2017	Change
\$99,999 and Below	101	93	- 7.9%	2	4	+ 100.0%
\$100,000 to \$199,999	134	100	- 25.4%	4	5	+ 25.0%
\$200,000 to \$299,999	108	75	- 30.6%	5	4	- 20.0%
\$300,000 to \$399,999	67	52	- 22.4%	4	4	0.0%
\$400,000 to \$499,999	16	12	- 25.0%	0	0	--
\$500,000 to \$699,999	17	15	- 11.8%	0	0	--
\$700,000 to \$999,999	8	5	- 37.5%	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	459	360	- 21.6%	15	17	+ 13.3%

Year to Date

By Price Range	Single Family			Condo		
	2-2016	2-2017	Change	2-2016	2-2017	Change
\$99,999 and Below	78	92	+ 17.9%	5	4	- 20.0%
\$100,000 to \$199,999	134	136	+ 1.5%	9	6	- 33.3%
\$200,000 to \$299,999	43	69	+ 60.5%	1	1	0.0%
\$300,000 to \$399,999	10	11	+ 10.0%	0	0	--
\$400,000 to \$499,999	0	2	--	1	0	- 100.0%
\$500,000 to \$699,999	2	0	- 100.0%	1	0	- 100.0%
\$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	268	310	+ 15.7%	17	11	- 35.3%

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



New Listings	A measure of how much new supply is coming onto the market from sellers.
Pending Sales	A count of all the listings that went into pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and average income by county.
Inventory of Active Listings	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Months Supply of Inventory	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.

Local Market Update for February 2017

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

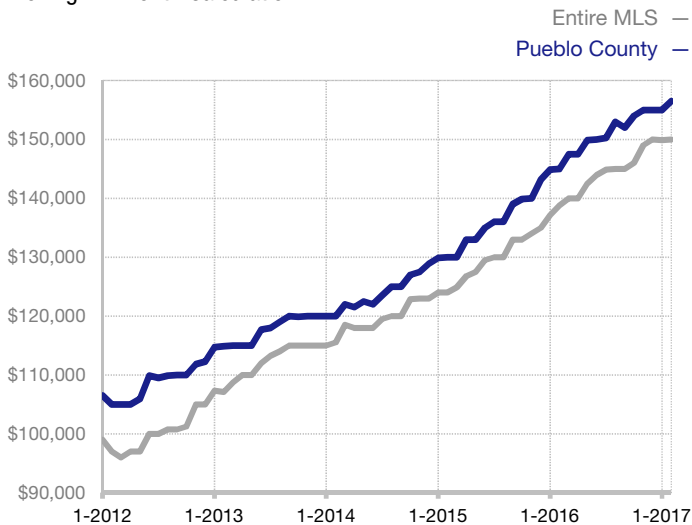
Single Family Key Metrics	February			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 02-2016	Thru 02-2017	Percent Change from Previous Year
New Listings	212	193	- 9.0%	423	390	- 7.8%
Sold Listings	141	146	+ 3.5%	268	310	+ 15.7%
Median Sales Price*	\$138,000	\$159,900	+ 15.9%	\$141,750	\$146,062	+ 3.0%
Average Sales Price*	\$141,132	\$164,541	+ 16.6%	\$153,607	\$156,482	+ 1.9%
Percent of List Price Received*	97.0%	97.7%	+ 0.7%	97.1%	97.1%	0.0%
Days on Market Until Sale	93	110	+ 18.3%	97	105	+ 8.2%
Inventory of Homes for Sale	528	359	- 32.0%	--	--	--
Months Supply of Inventory	2.7	1.7	- 37.0%	--	--	--

* 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	February			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 02-2016	Thru 02-2017	Percent Change from Previous Year
New Listings	6	6	0.0%	20	13	- 35.0%
Sold Listings	9	7	- 22.2%	17	11	- 35.3%
Median Sales Price*	\$131,900	\$116,500	- 11.7%	\$140,000	\$130,000	- 7.1%
Average Sales Price*	\$143,267	\$128,857	- 10.1%	\$173,662	\$128,991	- 25.7%
Percent of List Price Received*	95.0%	95.9%	+ 0.9%	94.9%	95.7%	+ 0.8%
Days on Market Until Sale	95	98	+ 3.2%	103	90	- 12.6%
Inventory of Homes for Sale	22	17	- 22.7%	--	--	--
Months Supply of Inventory	2.2	1.9	- 13.6%	--	--	--

* 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 February 2017

A Research Tool Provided by the Colorado Association of REALTORS®



Arkansas Valley/Otero County

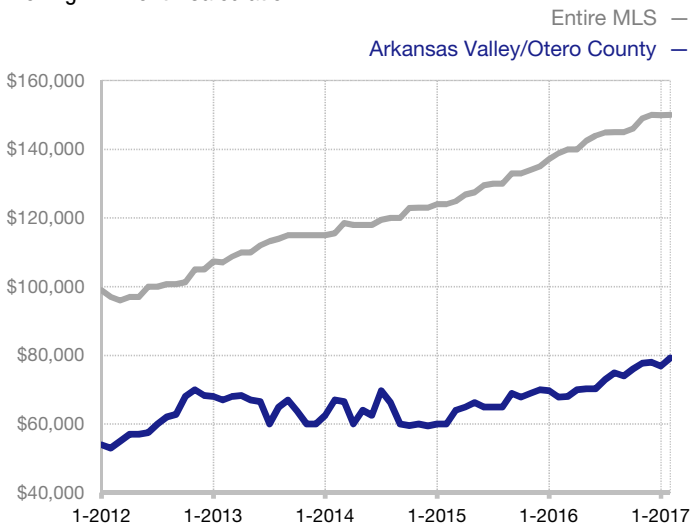
Single Family	February			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 02-2016	Thru 02-2017	Percent Change from Previous Year
Key Metrics						
New Listings	22	26	+ 18.2%	54	44	- 18.5%
Sold Listings	27	18	- 33.3%	38	37	- 2.6%
Median Sales Price*	\$49,500	\$113,250	+ 128.8%	\$58,825	\$76,900	+ 30.7%
Average Sales Price*	\$57,418	\$138,356	+ 141.0%	\$71,213	\$103,341	+ 45.1%
Percent of List Price Received*	92.8%	93.8%	+ 1.1%	93.6%	93.8%	+ 0.2%
Days on Market Until Sale	159	168	+ 5.7%	175	163	- 6.9%
Inventory of Homes for Sale	144	92	- 36.1%	--	--	--
Months Supply of Inventory	5.5	3.6	- 34.5%	--	--	--

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

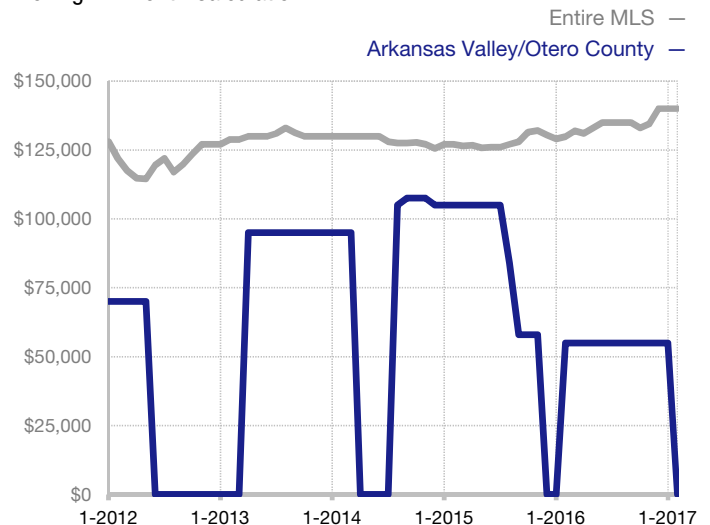
Townhouse-Condo	February			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 02-2016	Thru 02-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	1	0	- 100.0%	1	0	- 100.0%
Median Sales Price*	\$55,000	\$0	- 100.0%	\$55,000	\$0	- 100.0%
Average Sales Price*	\$55,000	\$0	- 100.0%	\$55,000	\$0	- 100.0%
Percent of List Price Received*	91.8%	0.0%	- 100.0%	91.8%	0.0%	- 100.0%
Days on Market Until Sale	656	0	- 100.0%	656	0	- 100.0%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for February 2017

A Research Tool Provided by the Colorado Association of REALTORS®



Fowler

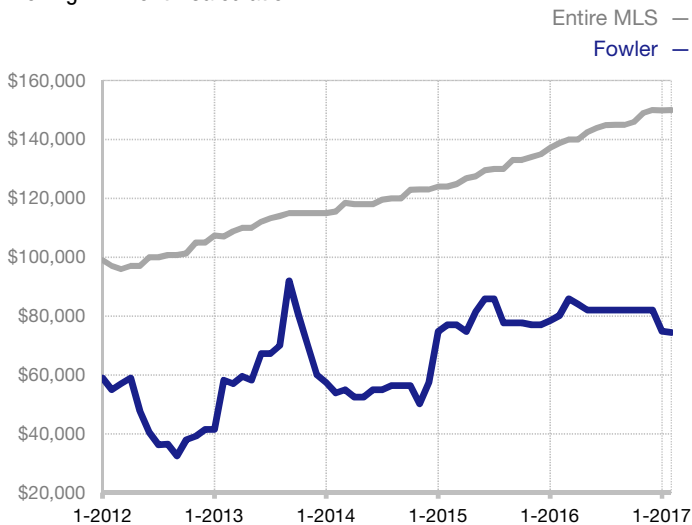
Single Family	February			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 02-2016	Thru 02-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	3	--	3	3	0.0%
Sold Listings	1	2	+ 100.0%	2	5	+ 150.0%
Median Sales Price*	\$122,500	\$81,300	- 33.6%	\$104,500	\$56,000	- 46.4%
Average Sales Price*	\$122,500	\$81,300	- 33.6%	\$104,500	\$61,320	- 41.3%
Percent of List Price Received*	92.5%	92.9%	+ 0.4%	95.1%	91.5%	- 3.8%
Days on Market Until Sale	218	103	- 52.8%	143	84	- 41.3%
Inventory of Homes for Sale	13	7	- 46.2%	--	--	--
Months Supply of Inventory	7.8	3.5	- 55.1%	--	--	--

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

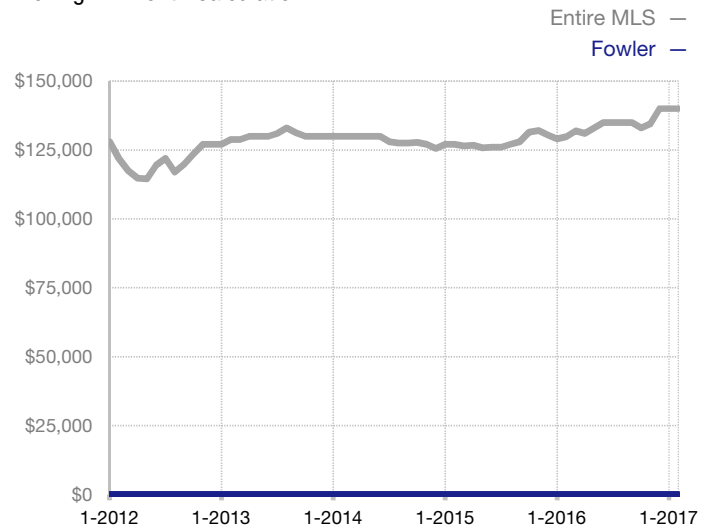
Townhouse-Condo	February			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 02-2016	Thru 02-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for February 2017

A Research Tool Provided by the Colorado Association of REALTORS®



Huerfano County

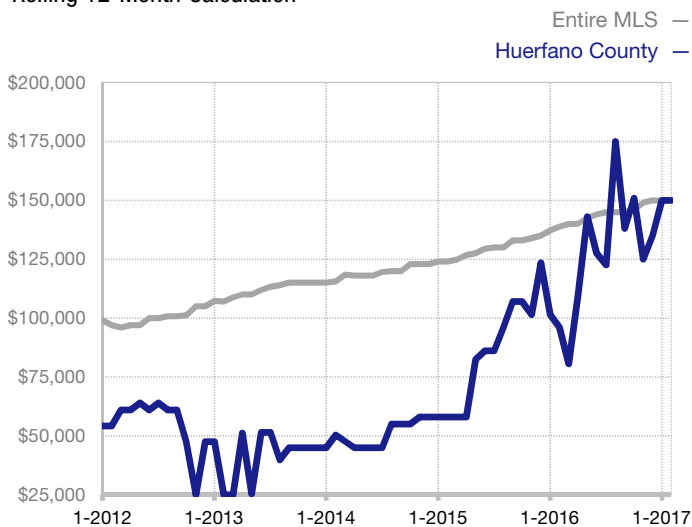
Single Family Key Metrics	February			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 02-2016	Thru 02-2017	Percent Change from Previous Year
New Listings	5	9	+ 80.0%	7	15	+ 114.3%
Sold Listings	0	0	--	2	3	+ 50.0%
Median Sales Price*	\$0	\$0	--	\$37,250	\$190,000	+ 410.1%
Average Sales Price*	\$0	\$0	--	\$37,250	\$185,333	+ 397.5%
Percent of List Price Received*	0.0%	0.0%	--	94.8%	91.8%	- 3.2%
Days on Market Until Sale	0	0	--	205	122	- 40.5%
Inventory of Homes for Sale	27	45	+ 66.7%	--	--	--
Months Supply of Inventory	14.7	18.8	+ 27.9%	--	--	--

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

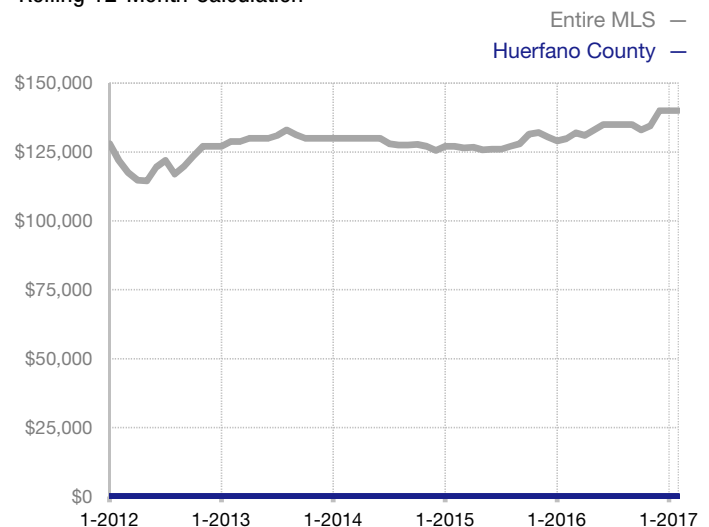
Townhouse-Condo Key Metrics	February			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 02-2016	Thru 02-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	1	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

* 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 February 2017

A Research Tool Provided by the Colorado Association of REALTORS®



La Junta

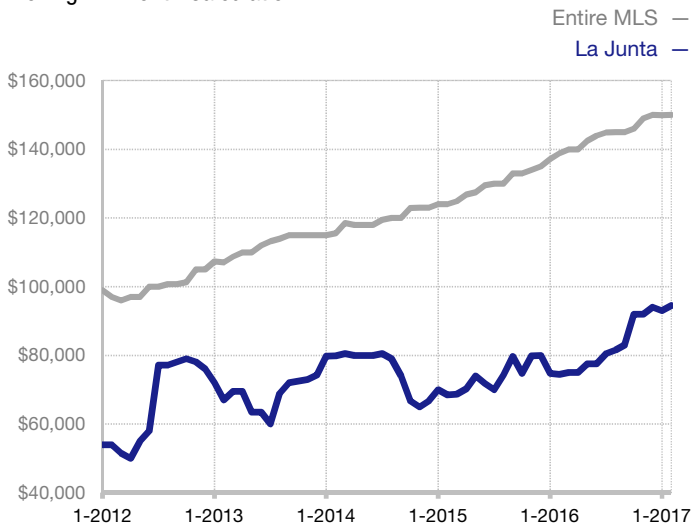
Single Family Key Metrics	February			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 02-2016	Thru 02-2017	Percent Change from Previous Year
New Listings	6	9	+ 50.0%	13	13	0.0%
Sold Listings	7	5	- 28.6%	10	9	- 10.0%
Median Sales Price*	\$32,000	\$67,000	+ 109.4%	\$41,750	\$36,750	- 12.0%
Average Sales Price*	\$54,596	\$88,780	+ 62.6%	\$52,243	\$63,433	+ 21.4%
Percent of List Price Received*	90.4%	92.6%	+ 2.4%	93.0%	90.1%	- 3.1%
Days on Market Until Sale	125	212	+ 69.6%	183	210	+ 14.8%
Inventory of Homes for Sale	36	18	- 50.0%	--	--	--
Months Supply of Inventory	4.6	2.5	- 45.7%	--	--	--

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

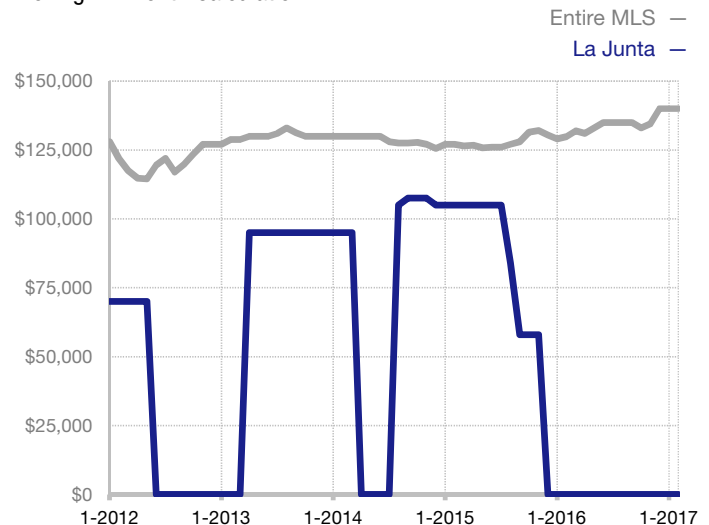
Townhouse-Condo Key Metrics	February			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 02-2016	Thru 02-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for February 2017

A Research Tool Provided by the Colorado Association of REALTORS®



Las Animas

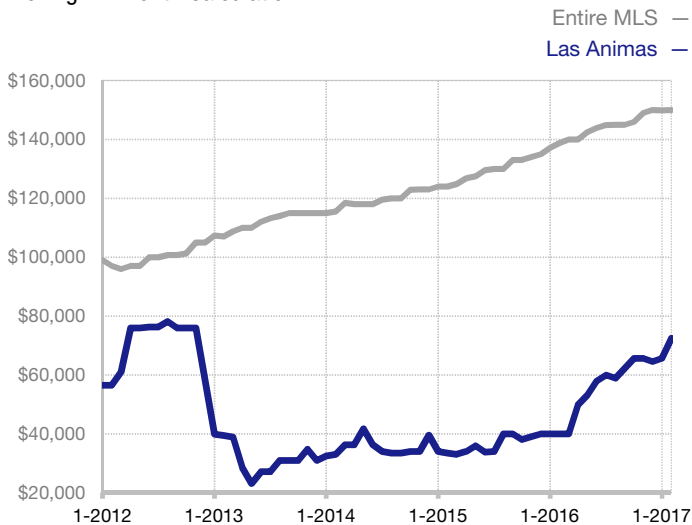
Single Family	February			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 02-2016	Thru 02-2017	Percent Change from Previous Year
Key Metrics						
New Listings	3	2	- 33.3%	7	5	- 28.6%
Sold Listings	3	3	0.0%	4	5	+ 25.0%
Median Sales Price*	\$25,000	\$81,000	+ 224.0%	\$41,450	\$81,000	+ 95.4%
Average Sales Price*	\$38,167	\$103,667	+ 171.6%	\$43,100	\$95,380	+ 121.3%
Percent of List Price Received*	106.5%	90.9%	- 14.6%	104.6%	94.1%	- 10.0%
Days on Market Until Sale	164	158	- 3.7%	136	147	+ 8.1%
Inventory of Homes for Sale	10	9	- 10.0%	--	--	--
Months Supply of Inventory	4.3	3.4	- 20.9%	--	--	--

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

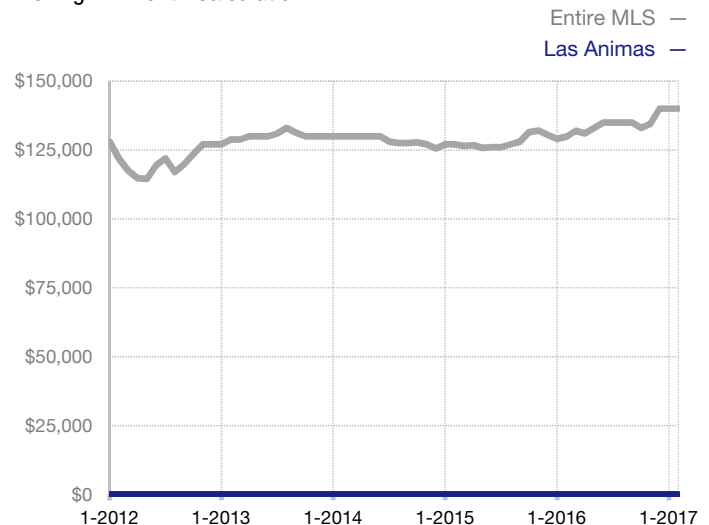
Townhouse-Condo	February			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 02-2016	Thru 02-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for February 2017

A Research Tool Provided by the Colorado Association of REALTORS®



Manzanola

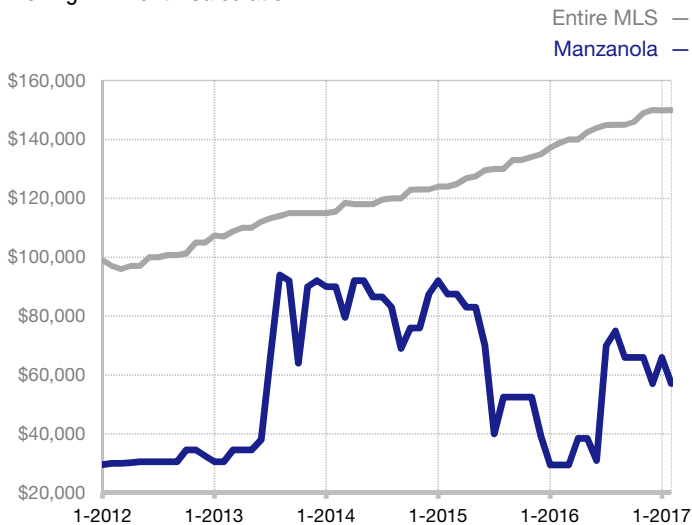
Single Family Key Metrics	February			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 02-2016	Thru 02-2017	Percent Change from Previous Year
New Listings	1	0	- 100.0%	1	1	0.0%
Sold Listings	1	0	- 100.0%	1	1	0.0%
Median Sales Price*	\$75,000	\$0	- 100.0%	\$75,000	\$76,900	+ 2.5%
Average Sales Price*	\$75,000	\$0	- 100.0%	\$75,000	\$76,900	+ 2.5%
Percent of List Price Received*	93.8%	0.0%	- 100.0%	93.8%	102.7%	+ 9.5%
Days on Market Until Sale	91	0	- 100.0%	91	161	+ 76.9%
Inventory of Homes for Sale	2	3	+ 50.0%	--	--	--
Months Supply of Inventory	1.3	2.6	+ 100.0%	--	--	--

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

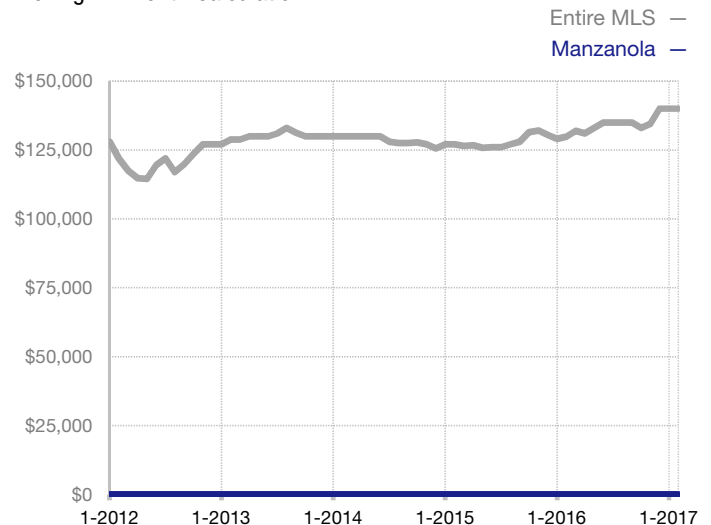
Townhouse-Condo Key Metrics	February			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 02-2016	Thru 02-2017	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for February 2017

A Research Tool Provided by the Colorado Association of REALTORS®



Rocky Ford

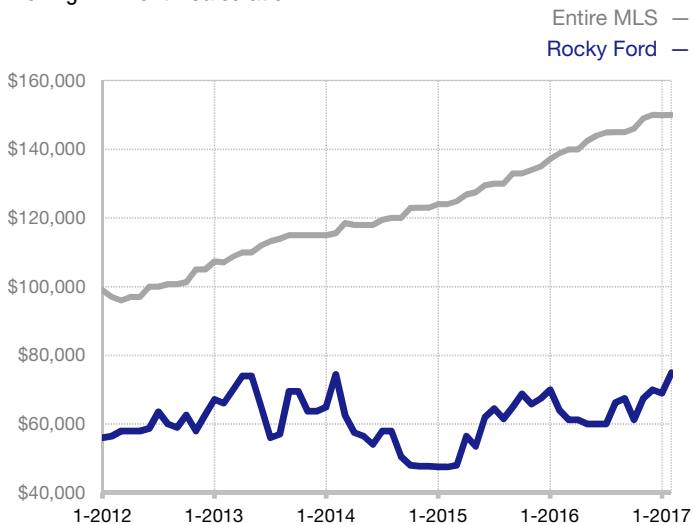
Single Family	February			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 02-2016	Thru 02-2017	Percent Change from Previous Year
Key Metrics						
New Listings	2	1	- 50.0%	9	6	- 33.3%
Sold Listings	5	3	- 40.0%	8	5	- 37.5%
Median Sales Price*	\$48,000	\$138,000	+ 187.5%	\$48,750	\$77,500	+ 59.0%
Average Sales Price*	\$56,700	\$135,333	+ 138.7%	\$92,831	\$109,400	+ 17.8%
Percent of List Price Received*	91.0%	95.9%	+ 5.4%	90.9%	97.4%	+ 7.2%
Days on Market Until Sale	210	199	- 5.2%	244	139	- 43.0%
Inventory of Homes for Sale	27	12	- 55.6%	--	--	--
Months Supply of Inventory	6.1	2.5	- 59.0%	--	--	--

* 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	February			Year to Date		
	2016	2017	Percent Change from Previous Year	Thru 02-2016	Thru 02-2017	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	1	0	- 100.0%	1	0	- 100.0%
Median Sales Price*	\$55,000	\$0	- 100.0%	\$55,000	\$0	- 100.0%
Average Sales Price*	\$55,000	\$0	- 100.0%	\$55,000	\$0	- 100.0%
Percent of List Price Received*	91.8%	0.0%	- 100.0%	91.8%	0.0%	- 100.0%
Days on Market Until Sale	656	0	- 100.0%	656	0	- 100.0%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



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

