

Monthly Indicators



August 2015

Percent changes calculated using year-over-year comparisons.

New Listings were up 19.6 percent for single family homes but decreased 16.7 percent for townhouse-condo properties. Pending Sales increased 1.4 percent for single family homes but decreased 20.0 percent for townhouse-condo properties.

The Median Sales Price was up 6.1 percent to \$149,400 for single family homes and 34.0 percent to \$167,500 for townhouse-condo properties. Days on Market decreased 10.5 percent for single family homes but increased 14.8 percent for condo properties.

Statistics released by the U.S. Census Bureau and the Department of Housing and Urban Development indicate that privately-owned housing starts in July 2015 rose 10.1 percent compared to last year to the highest level the market has seen since October 2007. This bodes well for the eventual landing of a flock of potential buyers currently holding in a rental pattern. As ideal summer weather diverges toward autumn, we will begin to see some seasonal relaxation, but the market should still look positive when compared to last year.

Activity Snapshot

+ 15.4%	+ 8.8%	- 27.9%
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	8-2014	8-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
New Listings		250	299	+ 19.6%	2,194	2,180	- 0.6%
Pending Sales		216	219	+ 1.4%	1,548	1,718	+ 11.0%
Sold Listings		220	254	+ 15.5%	1,438	1,611	+ 12.0%
Median Sales Price		\$140,750	\$149,400	+ 6.1%	\$128,250	\$139,900	+ 9.1%
Avg. Sales Price		\$150,092	\$157,288	+ 4.8%	\$135,450	\$150,151	+ 10.9%
Pct. of List Price Received		96.9%	97.3%	+ 0.4%	96.5%	97.3%	+ 0.8%
Days on Market		105	94	- 10.5%	114	104	- 8.8%
Affordability Index		244	359	+ 47.1%	268	384	+ 43.3%
Active Listings		892	642	- 28.0%	--	--	--
Months Supply		5.1	3.3	- 35.3%	--	--	--

Townhouse-Condo Market Overview

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

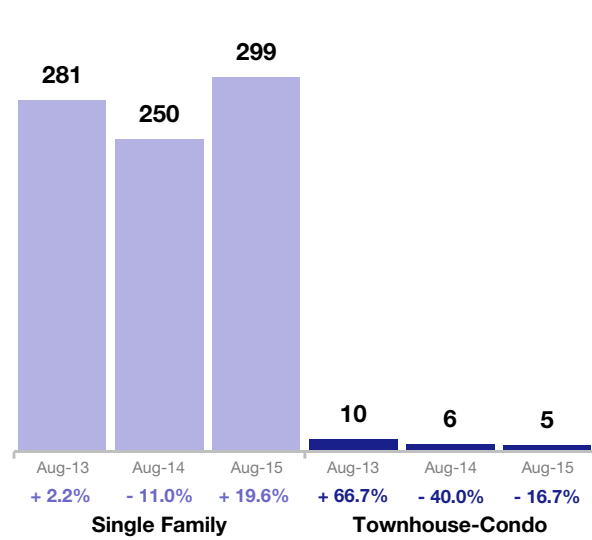


Key Metrics	Historical Sparkbars	8-2014	8-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
New Listings		6	5	- 16.7%	84	88	+ 4.8%
Pending Sales		10	8	- 20.0%	57	71	+ 24.6%
Sold Listings		7	8	+ 14.3%	48	71	+ 47.9%
Median Sales Price		\$125,000	\$167,500	+ 34.0%	\$126,500	\$129,000	+ 2.0%
Avg. Sales Price		\$151,200	\$170,050	+ 12.5%	\$127,158	\$137,440	+ 8.1%
Pct. of List Price Received		98.2%	97.7%	- 0.5%	97.2%	97.3%	+ 0.1%
Days on Market		88	101	+ 14.8%	118	125	+ 5.9%
Affordability Index		275	320	+ 16.4%	271	416	+ 53.5%
Active Listings		42	31	- 26.2%	--	--	--
Months Supply		6.1	3.3	- 45.9%	--	--	--

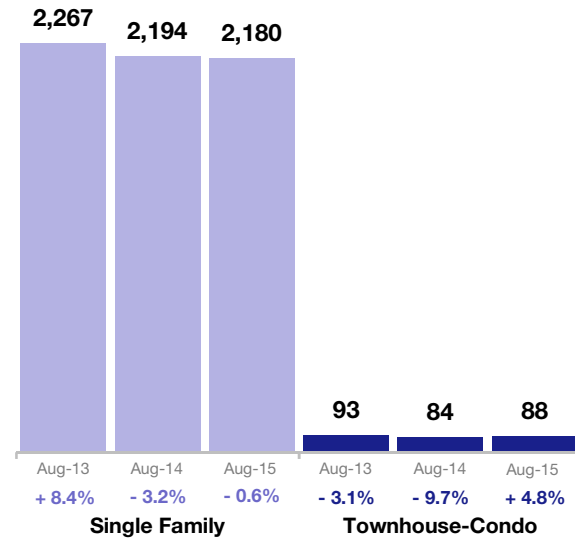
New Listings



August

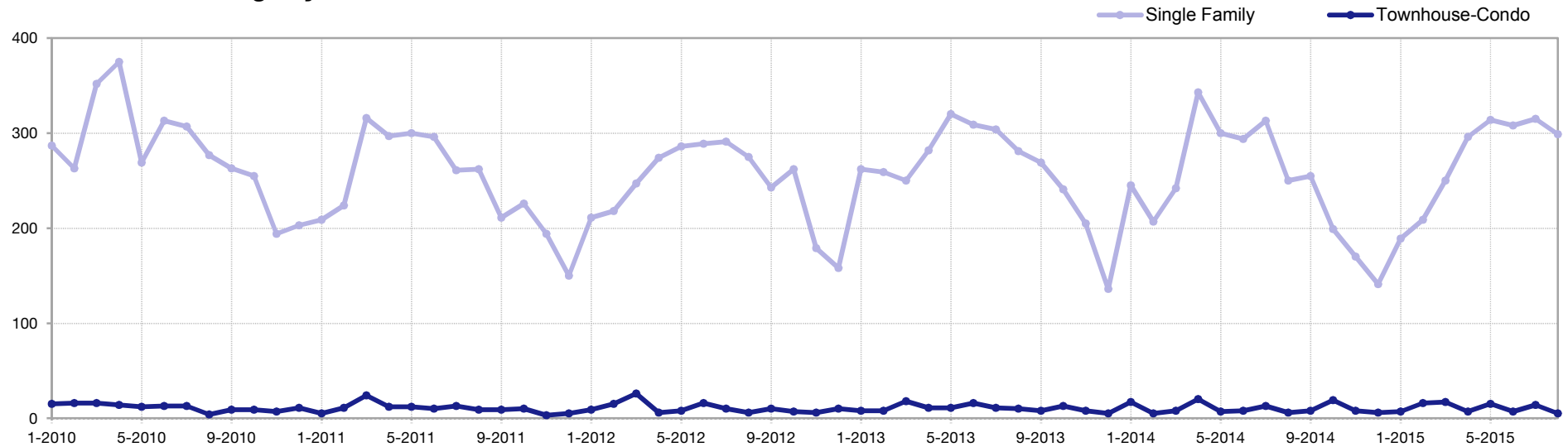


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2014	255	-5.2%	8	0.0%
Oct-2014	199	-17.4%	19	+46.2%
Nov-2014	170	-17.1%	8	0.0%
Dec-2014	141	+3.7%	6	+20.0%
Jan-2015	189	-22.9%	7	-58.8%
Feb-2015	209	+1.0%	16	+220.0%
Mar-2015	250	+3.3%	17	+112.5%
Apr-2015	296	-13.7%	7	-65.0%
May-2015	314	+4.7%	15	+114.3%
Jun-2015	308	+4.8%	7	-12.5%
Jul-2015	315	+0.6%	14	+7.7%
Aug-2015	299	+19.6%	5	-16.7%

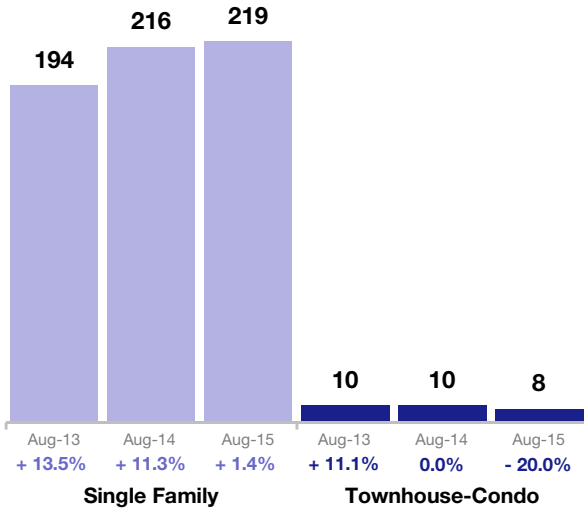
Historical New Listings by Month



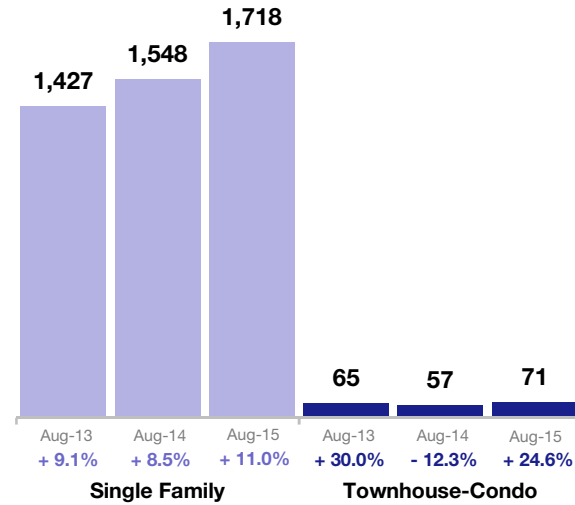
Pending Sales



August

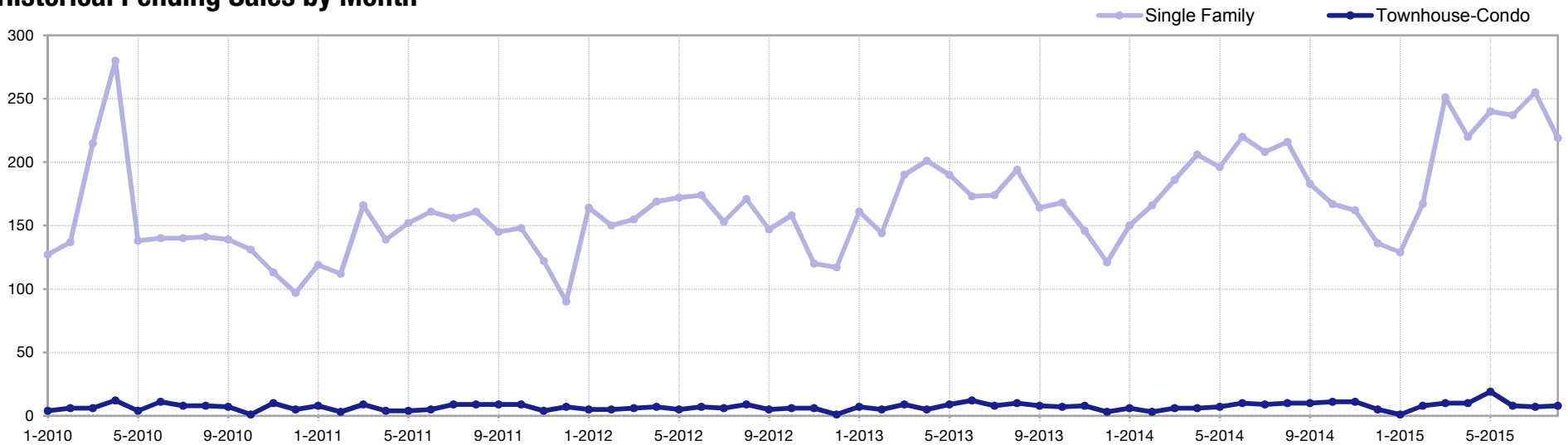


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2014	183	+11.6%	10	+25.0%
Oct-2014	167	-0.6%	11	+57.1%
Nov-2014	162	+11.0%	11	+37.5%
Dec-2014	136	+12.4%	5	+66.7%
Jan-2015	129	-14.0%	1	-83.3%
Feb-2015	167	+0.6%	8	+166.7%
Mar-2015	251	+34.9%	10	+66.7%
Apr-2015	220	+6.8%	10	+66.7%
May-2015	240	+22.4%	19	+171.4%
Jun-2015	237	+7.7%	8	-20.0%
Jul-2015	255	+22.6%	7	-22.2%
Aug-2015	219	+1.4%	8	-20.0%

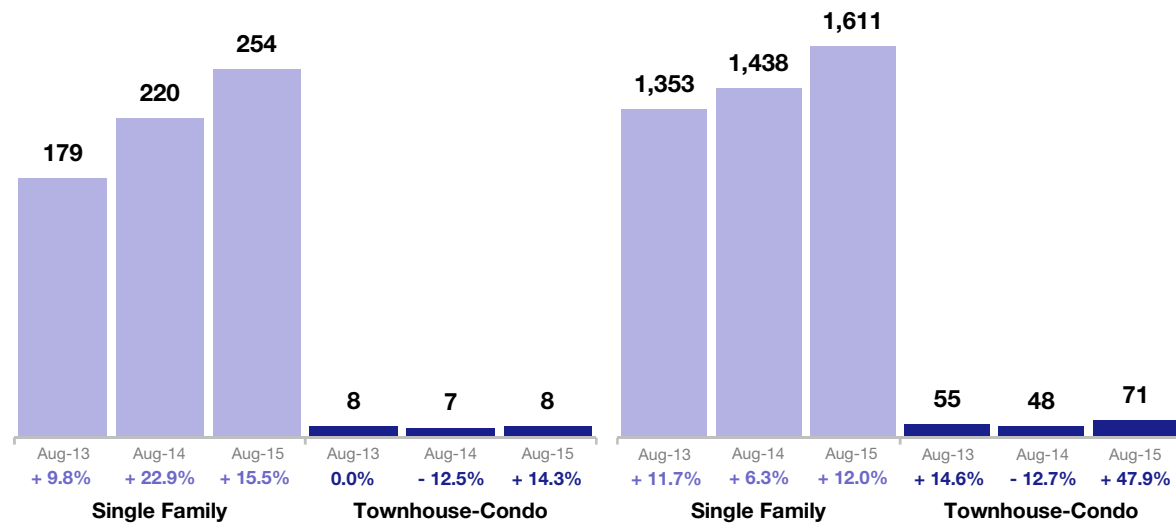
Historical Pending Sales by Month



Sold Listings

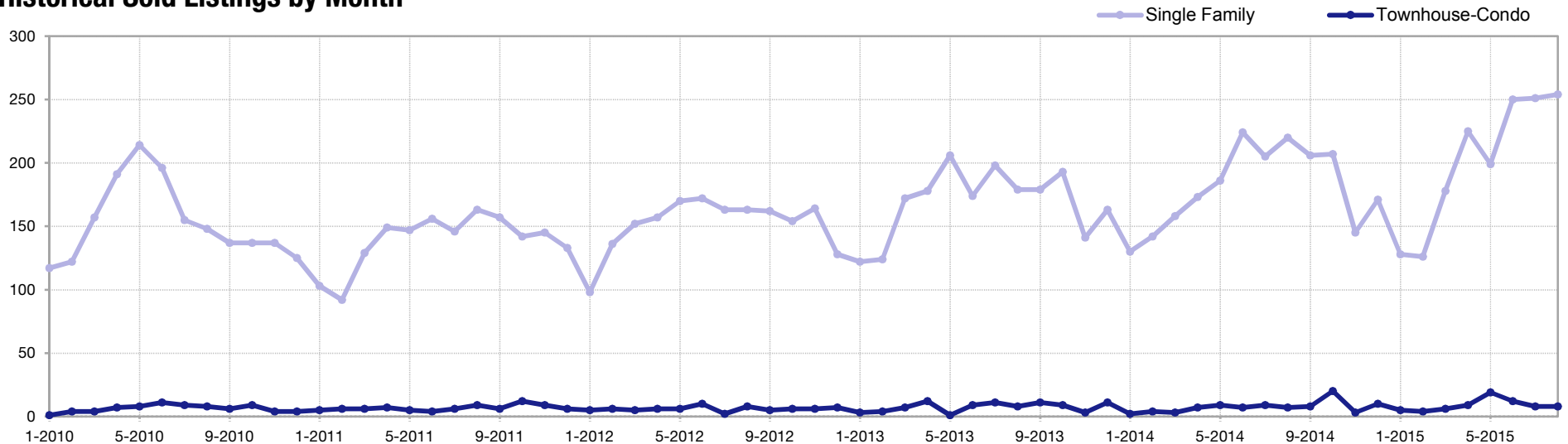


August



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2014	206	+15.1%	8	-27.3%
Oct-2014	207	+7.3%	20	+122.2%
Nov-2014	145	+2.8%	3	0.0%
Dec-2014	171	+4.9%	10	-9.1%
Jan-2015	128	-1.5%	5	+150.0%
Feb-2015	126	-11.3%	4	0.0%
Mar-2015	178	+12.7%	6	+100.0%
Apr-2015	225	+30.1%	9	+28.6%
May-2015	199	+7.0%	19	+111.1%
Jun-2015	250	+11.6%	12	+71.4%
Jul-2015	251	+22.4%	8	-11.1%
Aug-2015	254	+15.5%	8	+14.3%

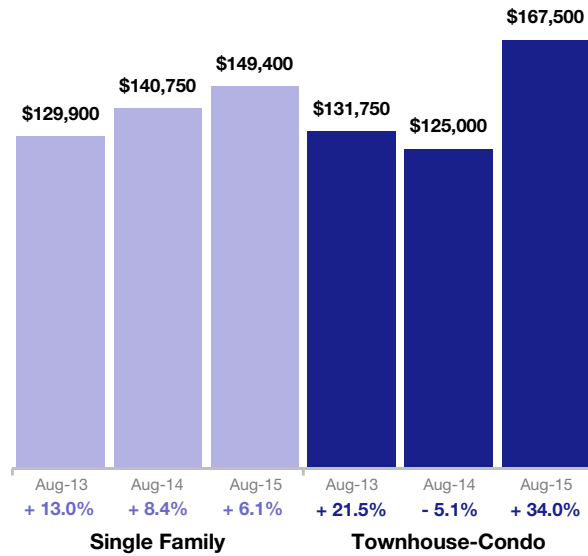
Historical Sold Listings by Month



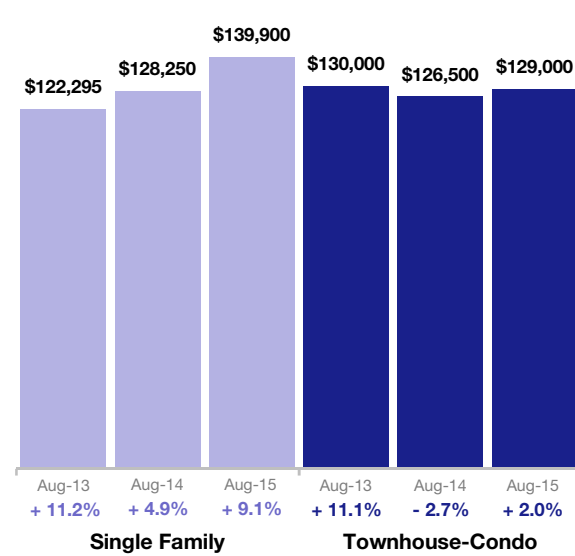
Median Sales Price



August

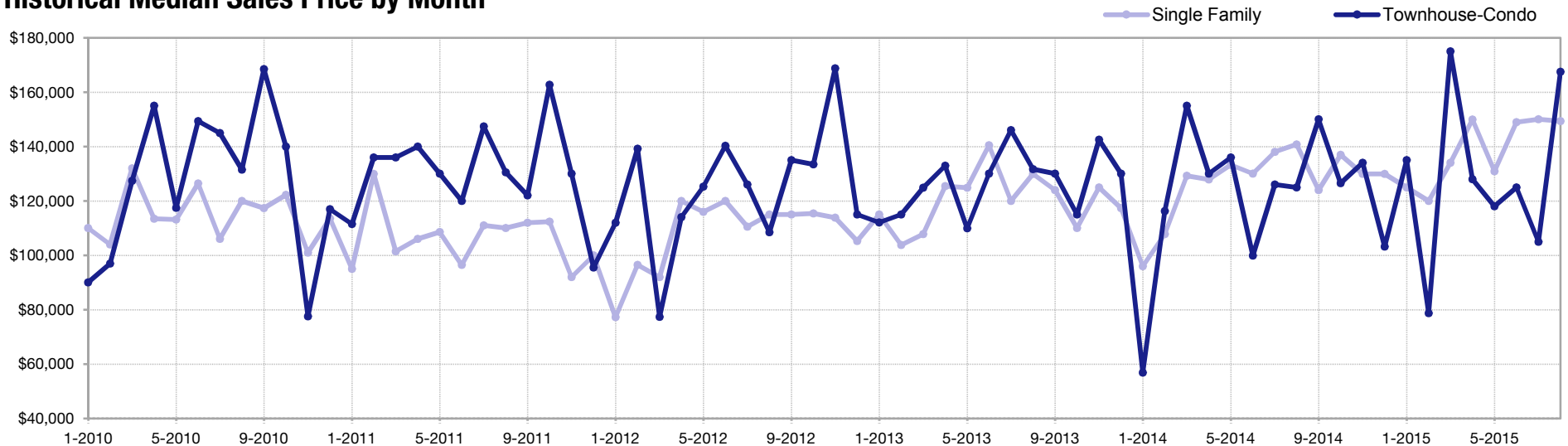


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2014	\$124,000	0.0%	\$150,000	+15.4%
Oct-2014	\$137,000	+24.5%	\$126,500	+10.0%
Nov-2014	\$129,900	+3.9%	\$134,000	-6.0%
Dec-2014	\$129,900	+10.7%	\$103,200	-20.6%
Jan-2015	\$125,000	+30.3%	\$135,000	+137.3%
Feb-2015	\$120,000	+11.4%	\$78,700	-32.3%
Mar-2015	\$134,000	+3.7%	\$175,000	+12.9%
Apr-2015	\$149,900	+17.2%	\$128,000	-1.5%
May-2015	\$130,899	-1.8%	\$118,000	-13.2%
Jun-2015	\$149,000	+14.6%	\$125,000	+25.1%
Jul-2015	\$150,000	+8.7%	\$105,000	-16.7%
Aug-2015	\$149,400	+6.1%	\$167,500	+34.0%

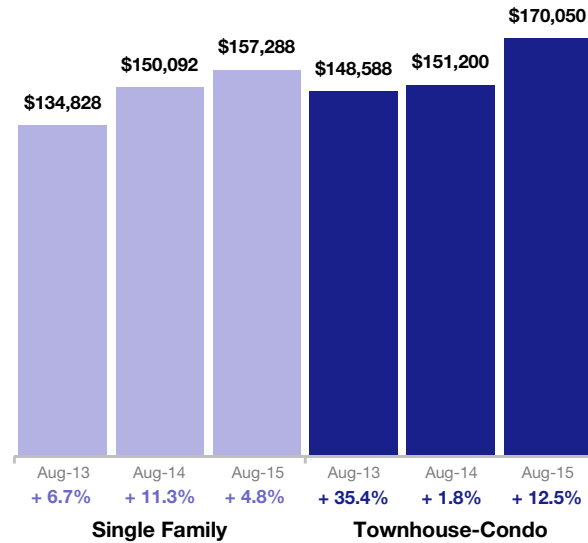
Historical Median Sales Price by Month



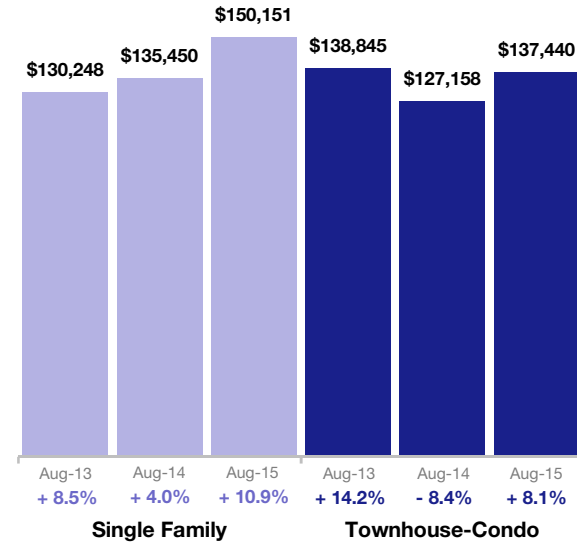
Average Sales Price



August

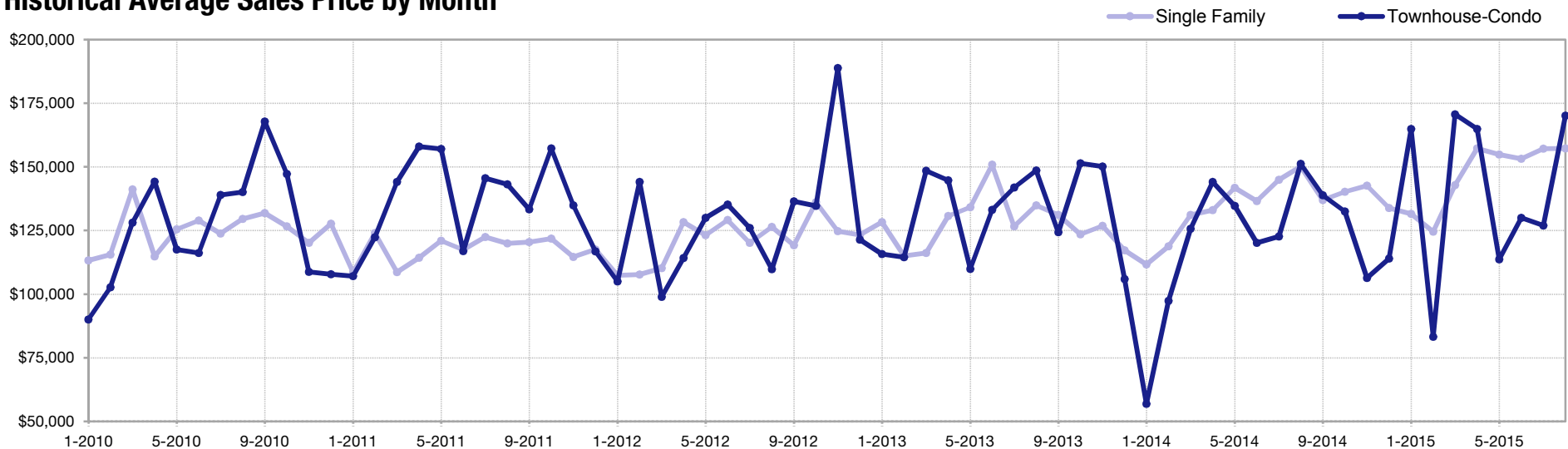


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2014	\$136,962	+4.5%	\$138,813	+11.7%
Oct-2014	\$140,206	+13.6%	\$132,515	-12.5%
Nov-2014	\$142,656	+12.5%	\$106,333	-29.2%
Dec-2014	\$133,846	+14.2%	\$113,980	+7.7%
Jan-2015	\$131,475	+17.7%	\$164,900	+189.8%
Feb-2015	\$124,538	+4.9%	\$83,175	-14.6%
Mar-2015	\$142,768	+8.9%	\$170,583	+35.7%
Apr-2015	\$157,281	+18.3%	\$164,856	+14.5%
May-2015	\$154,860	+9.2%	\$113,626	-15.7%
Jun-2015	\$153,204	+12.2%	\$129,964	+8.2%
Jul-2015	\$157,173	+8.5%	\$126,875	+3.5%
Aug-2015	\$157,288	+4.8%	\$170,050	+12.5%

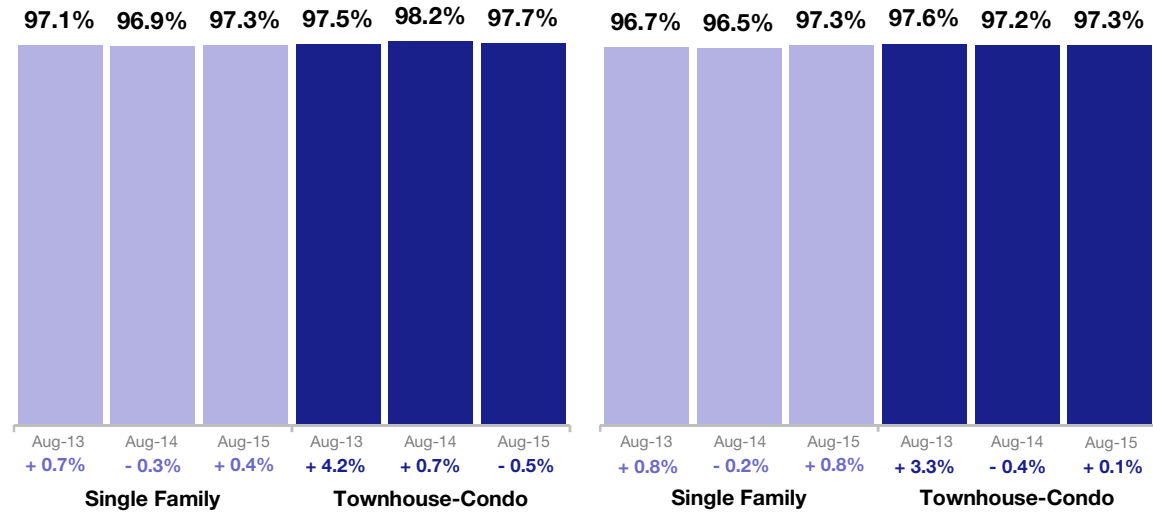
Historical Average Sales Price by Month



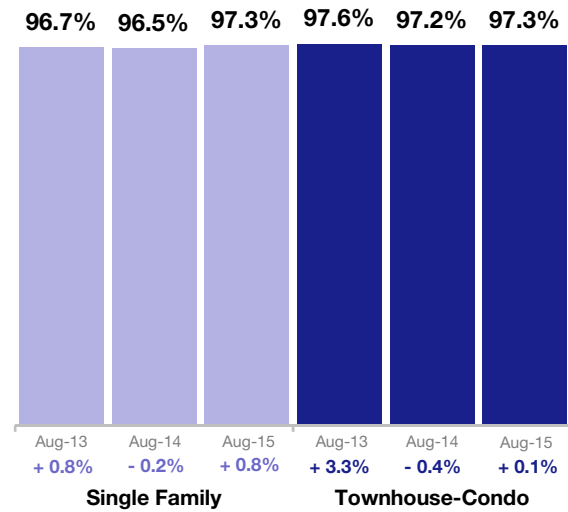
Percent of List Price Received



August

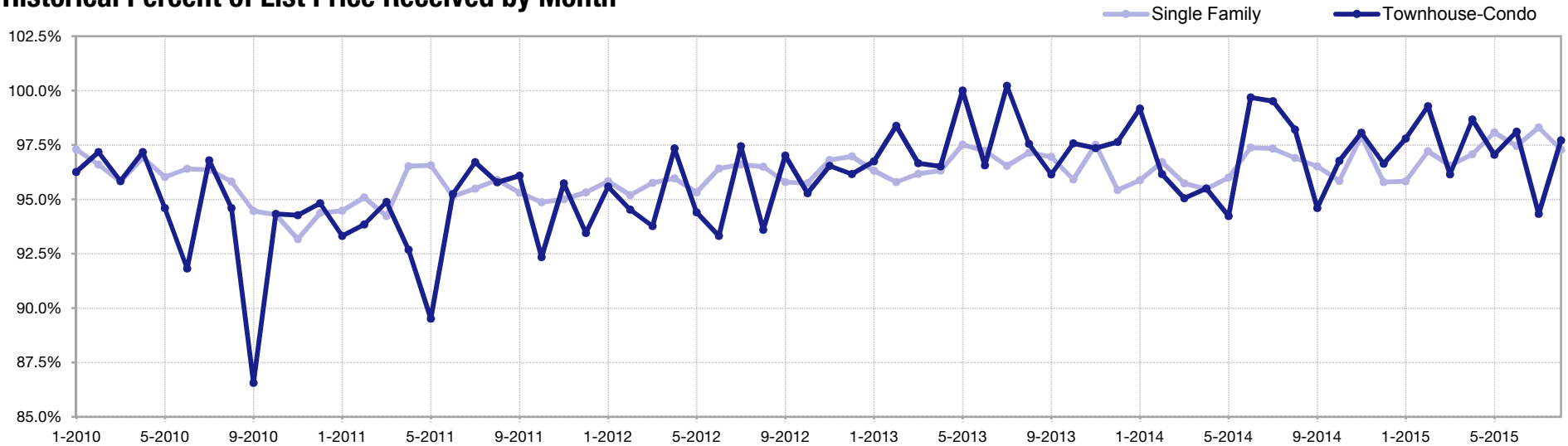


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2014	96.5%	-0.4%	94.6%	-1.6%
Oct-2014	95.8%	-0.1%	96.8%	-0.8%
Nov-2014	97.9%	+0.4%	98.1%	+0.7%
Dec-2014	95.8%	+0.4%	96.6%	-1.0%
Jan-2015	95.8%	-0.1%	97.8%	-1.4%
Feb-2015	97.2%	+0.5%	99.3%	+3.2%
Mar-2015	96.5%	+0.8%	96.2%	+1.3%
Apr-2015	97.1%	+1.7%	98.7%	+3.4%
May-2015	98.1%	+2.2%	97.0%	+3.0%
Jun-2015	97.5%	+0.1%	98.1%	-1.6%
Jul-2015	98.3%	+1.0%	94.3%	-5.2%
Aug-2015	97.3%	+0.4%	97.7%	-0.5%

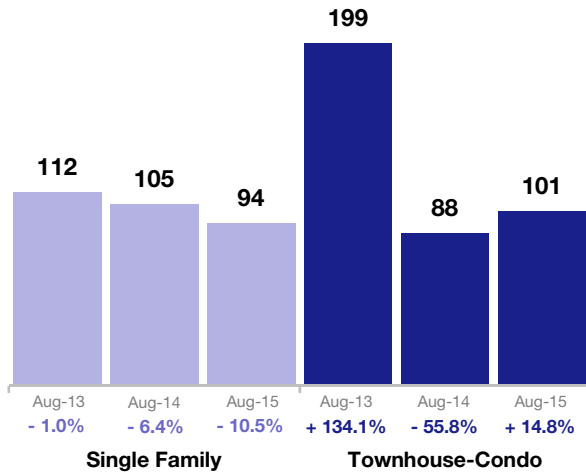
Historical Percent of List Price Received by Month



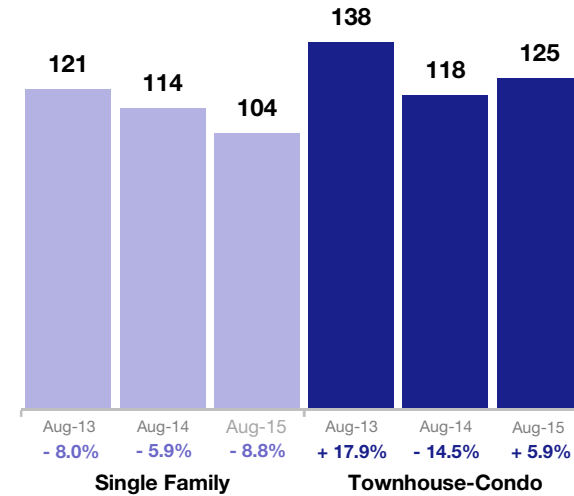
Days on Market Until Sale



August

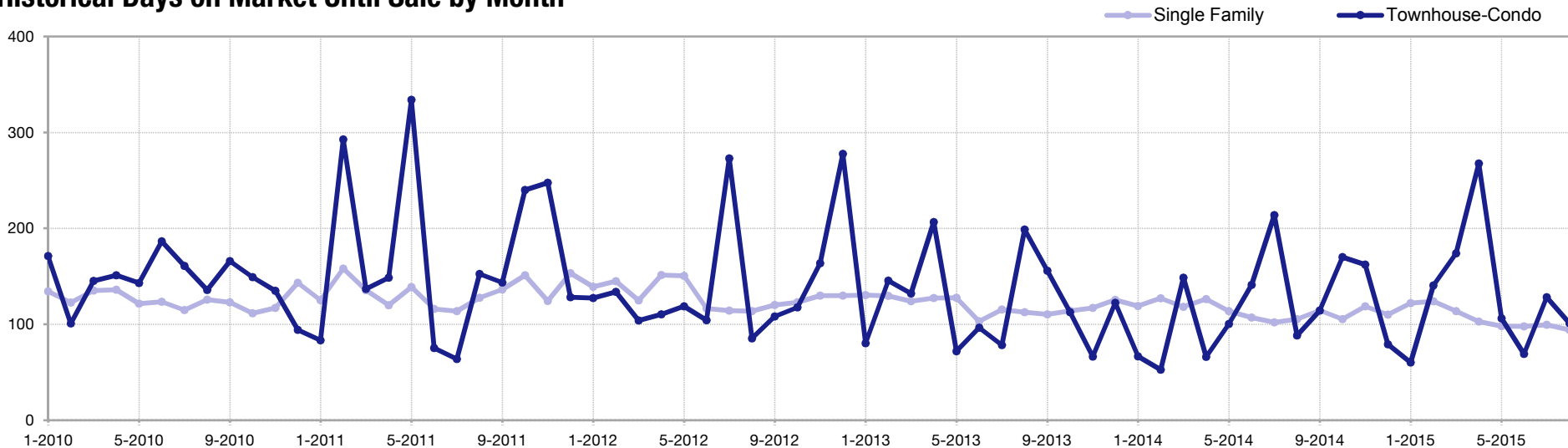


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2014	115	+4.5%	114	-26.9%
Oct-2014	105	-7.9%	170	+50.4%
Nov-2014	119	+1.7%	162	+145.5%
Dec-2014	110	-12.7%	79	-35.2%
Jan-2015	122	+2.5%	60	-10.4%
Feb-2015	124	-2.4%	141	+166.0%
Mar-2015	114	-3.4%	174	+16.8%
Apr-2015	103	-18.3%	268	+306.1%
May-2015	98	-14.0%	106	+6.0%
Jun-2015	98	-8.4%	69	-51.1%
Jul-2015	99	-2.9%	128	-40.2%
Aug-2015	94	-10.5%	101	+14.8%

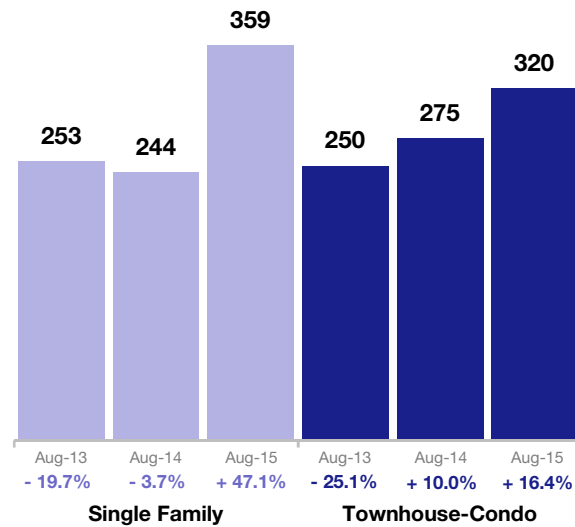
Historical Days on Market Until Sale by Month



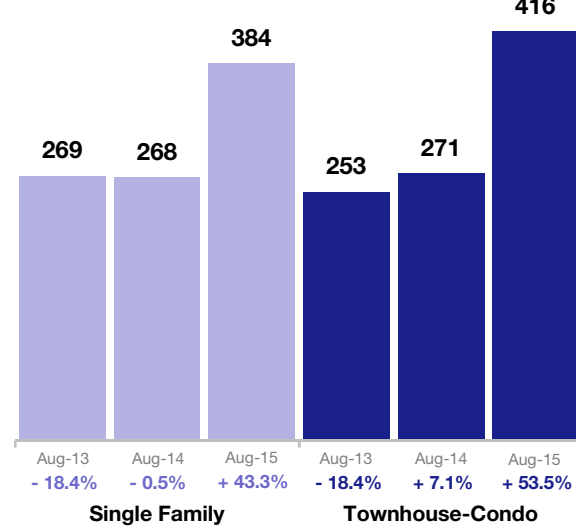
Housing Affordability Index



August

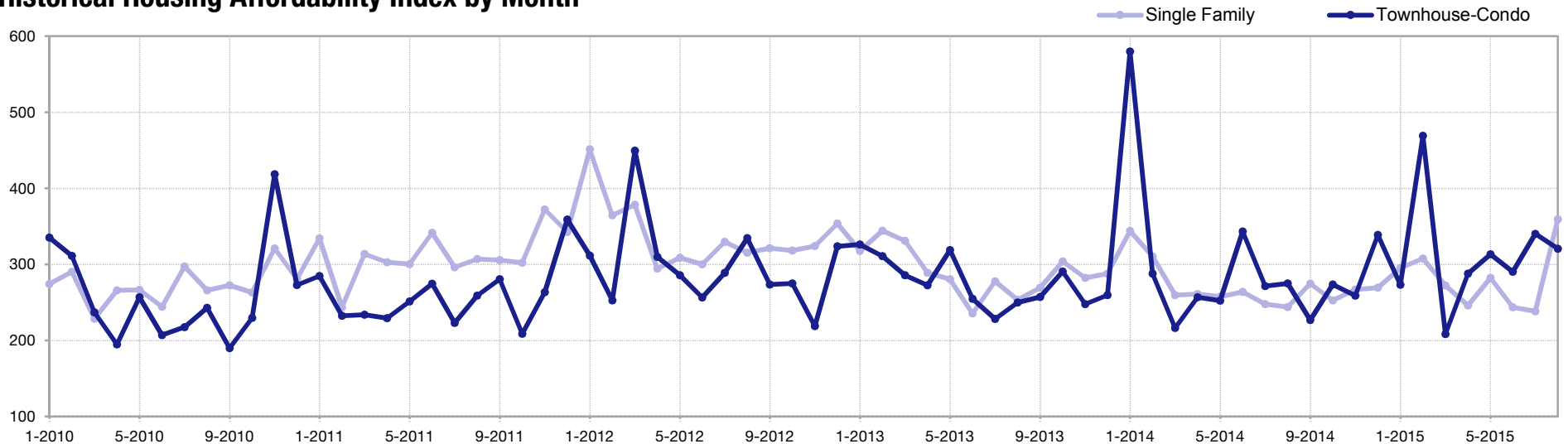


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2014	274	+1.9%	227	-11.7%
Oct-2014	253	-16.8%	274	-5.5%
Nov-2014	267	-5.3%	259	+4.4%
Dec-2014	269	-6.6%	339	+30.4%
Jan-2015	295	-14.2%	273	-52.9%
Feb-2015	308	-1.0%	469	+62.8%
Mar-2015	272	+4.6%	208	-3.7%
Apr-2015	246	-5.7%	288	+12.1%
May-2015	282	+9.7%	313	+24.2%
Jun-2015	244	-7.6%	290	-15.5%
Jul-2015	238	-4.0%	340	+25.5%
Aug-2015	359	+47.1%	320	+16.4%

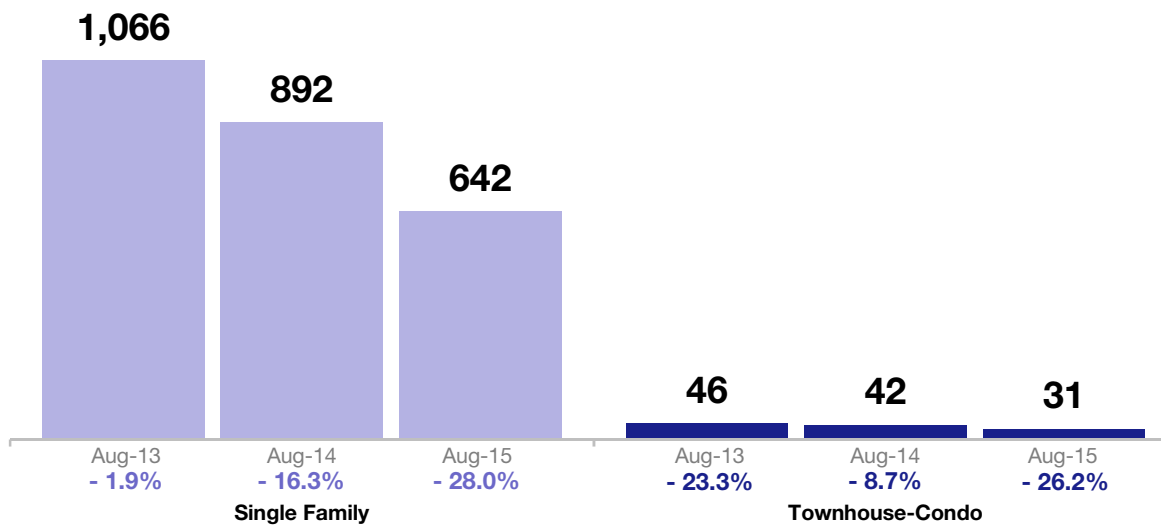
Historical Housing Affordability Index by Month



Inventory of Active Listings

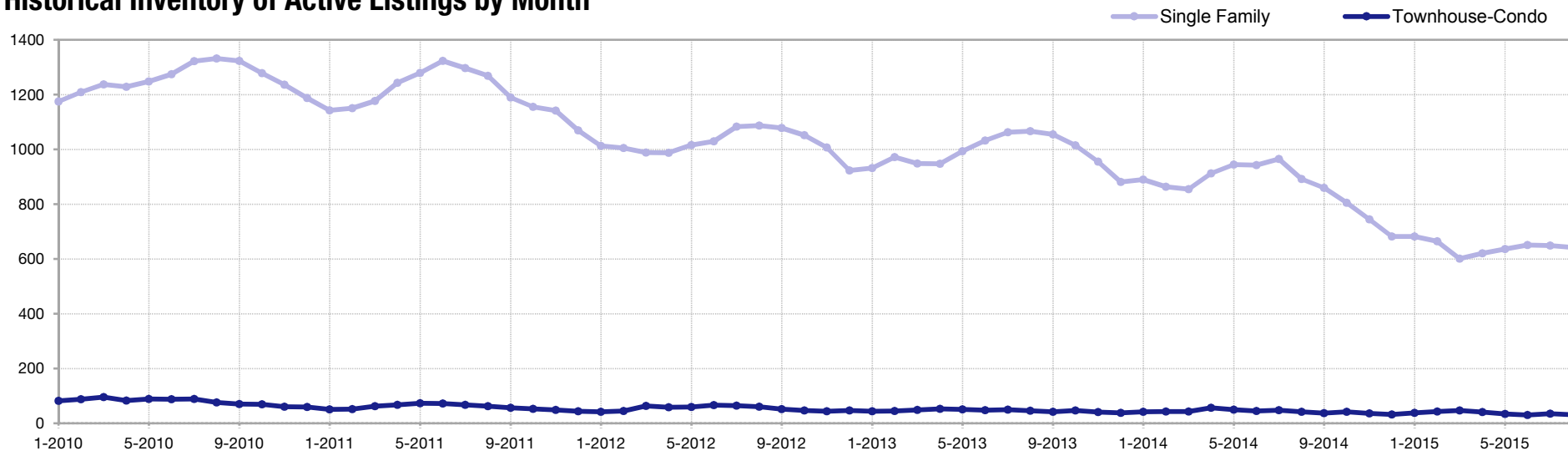


August



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2014	859	-18.6%	37	-11.9%
Oct-2014	805	-20.7%	42	-10.6%
Nov-2014	744	-22.1%	36	-12.2%
Dec-2014	682	-22.6%	32	-15.8%
Jan-2015	682	-23.4%	38	-9.5%
Feb-2015	664	-23.1%	43	0.0%
Mar-2015	601	-29.7%	47	+9.3%
Apr-2015	620	-32.0%	41	-26.8%
May-2015	636	-32.6%	34	-32.0%
Jun-2015	651	-30.9%	30	-33.3%
Jul-2015	649	-32.7%	35	-27.1%
Aug-2015	642	-28.0%	31	-26.2%

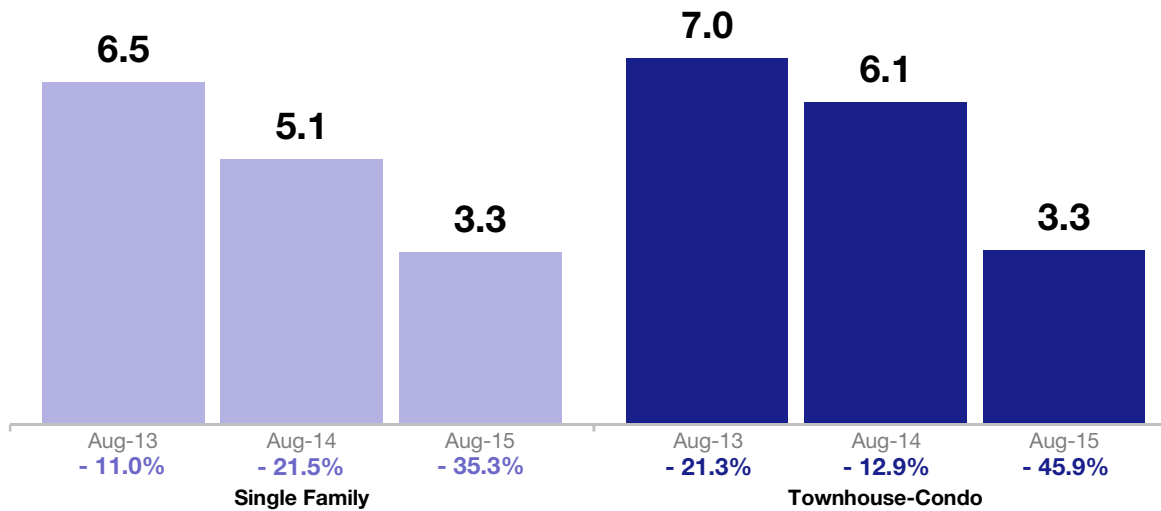
Historical Inventory of Active Listings by Month



Months Supply of Inventory

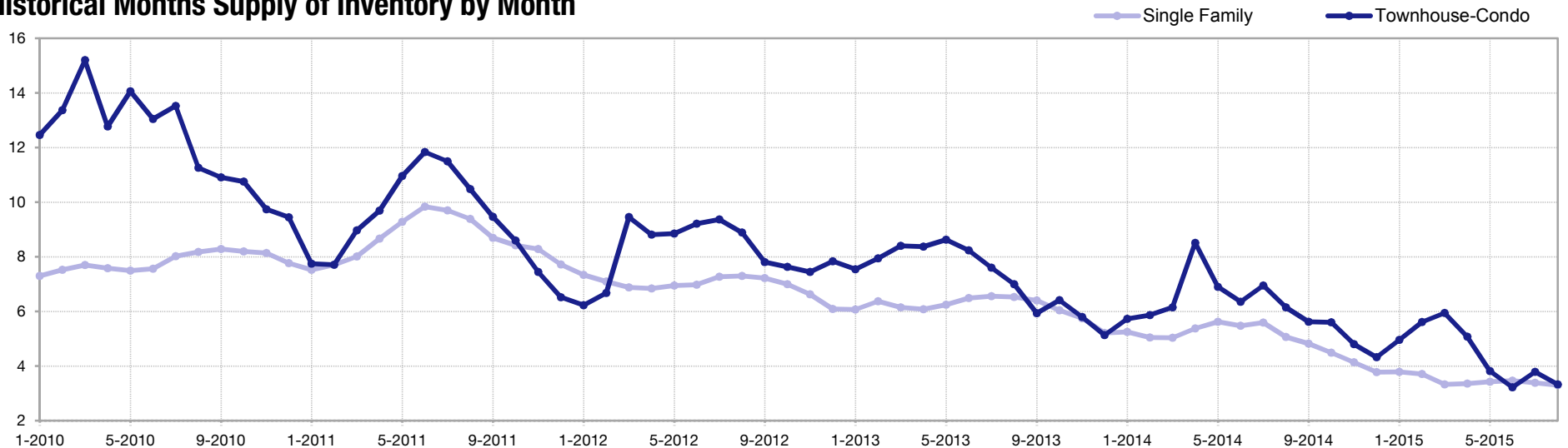


August



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2014	4.8	-25.0%	5.6	-5.1%
Oct-2014	4.5	-25.0%	5.6	-12.5%
Nov-2014	4.1	-28.1%	4.8	-17.2%
Dec-2014	3.8	-26.9%	4.3	-15.7%
Jan-2015	3.8	-26.9%	5.0	-12.3%
Feb-2015	3.7	-26.0%	5.6	-5.1%
Mar-2015	3.3	-34.0%	5.9	-3.3%
Apr-2015	3.3	-38.9%	5.1	-40.0%
May-2015	3.4	-39.3%	3.8	-44.9%
Jun-2015	3.5	-36.4%	3.2	-50.0%
Jul-2015	3.4	-39.3%	3.8	-44.9%
Aug-2015	3.3	-35.3%	3.3	-45.9%

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.



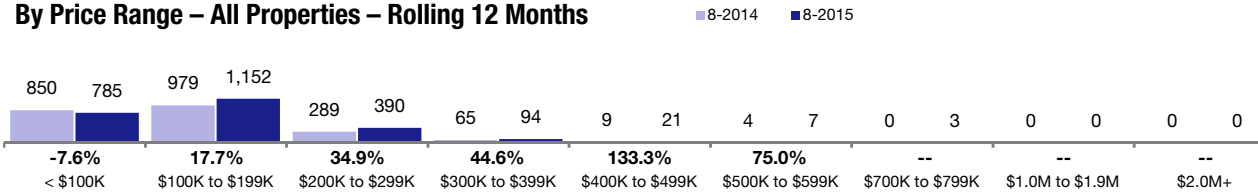
Key Metrics	Historical Sparkbars	8-2014	8-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
New Listings		256	304	+ 18.8%	2,278	2,268	- 0.4%
Pending Sales		226	227	+ 0.4%	1,605	1,789	+ 11.5%
Sold Listings		227	262	+ 15.4%	1,486	1,682	+ 13.2%
Median Sales Price		\$137,800	\$149,950	+ 8.8%	\$128,000	\$139,000	+ 8.6%
Avg. Sales Price		\$150,126	\$157,678	+ 5.0%	\$135,182	\$149,613	+ 10.7%
Pct. of List Price Received		96.9%	97.3%	+ 0.4%	96.5%	97.3%	+ 0.8%
Days on Market		105	94	- 10.5%	114	105	- 7.9%
Affordability Index		249	358	+ 43.8%	268	386	+ 44.0%
Active Listings		934	673	- 27.9%	--	--	--
Months Supply		5.1	3.3	- 35.3%	--	--	--

Sold Listings

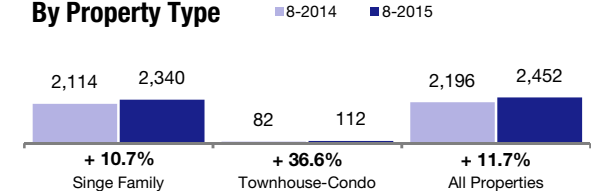
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	8-2014	8-2015	Change	8-2014	8-2015	Change
\$99,999 and Below	825	756	-8.4%	25	29	+16.0%
\$100,000 to \$199,999	930	1,081	+16.2%	49	71	+44.9%
\$200,000 to \$299,999	282	378	+34.0%	7	12	+71.4%
\$300,000 to \$399,999	64	94	+46.9%	1	0	-100.0%
\$400,000 to \$499,999	9	21	+133.3%	0	0	--
\$500,000 to \$699,999	4	7	+75.0%	0	0	--
\$700,000 to \$999,999	0	3	--	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	2,114	2,340	+10.7%	82	112	+36.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2015	8-2015	Change	7-2015	8-2015	Change
\$99,999 and Below	68	72	+5.9%	4	1	-75.0%
\$100,000 to \$199,999	121	119	-1.7%	3	6	+100.0%
\$200,000 to \$299,999	44	44	0.0%	1	1	0.0%
\$300,000 to \$399,999	14	16	+14.3%	0	0	--
\$400,000 to \$499,999	4	1	-75.0%	0	0	--
\$500,000 to \$699,999	0	2	--	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	251	254	+1.2%	8	8	0.0%

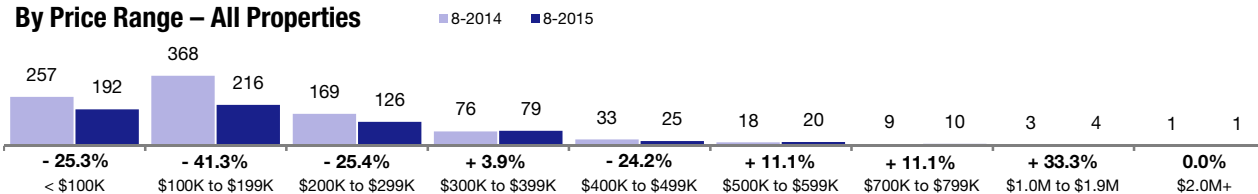
Year to Date

By Price Range	Single Family			Condo		
	8-2014	8-2015	Change	8-2014	8-2015	Change
\$99,999 and Below	539	494	-8.3%	14	18	+28.6%
\$100,000 to \$199,999	641	755	+17.8%	30	44	+46.7%
\$200,000 to \$299,999	200	260	+30.0%	3	9	+200.0%
\$300,000 to \$399,999	51	79	+54.9%	1	0	-100.0%
\$400,000 to \$499,999	4	15	+275.0%	0	0	--
\$500,000 to \$699,999	3	6	+100.0%	0	0	--
\$700,000 to \$999,999	0	2	--	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	1,438	1,611	+12.0%	48	71	+47.9%

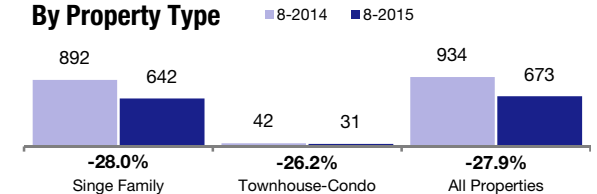
Inventory of Active Listings

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		
	8-2014	8-2015	Change	8-2014	8-2015	Change
\$99,999 and Below	246	178	-27.6%	11	14	+27.3%
\$100,000 to \$199,999	345	207	-40.0%	23	9	-60.9%
\$200,000 to \$299,999	164	120	-26.8%	5	6	+20.0%
\$300,000 to \$399,999	73	77	+5.5%	3	2	-33.3%
\$400,000 to \$499,999	33	25	-24.2%	0	0	--
\$500,000 to \$699,999	18	20	+11.1%	0	0	--
\$700,000 to \$999,999	9	10	+11.1%	0	0	--
\$1,000,000 to \$1,999,999	3	4	+33.3%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	892	642	-28.0%	42	31	-26.2%

Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2015	8-2015	Change	7-2015	8-2015	Change
\$99,999 and Below	177	178	+0.6%	14	14	0.0%
\$100,000 to \$199,999	195	207	+6.2%	14	9	-35.7%
\$200,000 to \$299,999	136	120	-11.8%	6	6	0.0%
\$300,000 to \$399,999	81	77	-4.9%	1	2	+100.0%
\$400,000 to \$499,999	28	25	-10.7%	0	0	--
\$500,000 to \$699,999	19	20	+5.3%	0	0	--
\$700,000 to \$999,999	9	10	+11.1%	0	0	--
\$1,000,000 to \$1,999,999	3	4	+33.3%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	649	642	-1.1%	35	31	-11.4%

Year to Date

By Price Range	Single Family			Condo		
	8-2014	8-2015	Change	8-2014	8-2015	Change
\$99,999 and Below	177	178	+0.6%	14	14	0.0%
\$100,000 to \$199,999	195	207	+6.2%	14	9	-35.7%
\$200,000 to \$299,999	136	120	-11.8%	6	6	0.0%
\$300,000 to \$399,999	81	77	-4.9%	1	2	+100.0%
\$400,000 to \$499,999	28	25	-10.7%	0	0	--
\$500,000 to \$699,999	19	20	+5.3%	0	0	--
\$700,000 to \$999,999	9	10	+11.1%	0	0	--
\$1,000,000 to \$1,999,999	3	4	+33.3%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	649	642	-1.1%	35	31	-11.4%

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

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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 August 2015

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Pueblo County

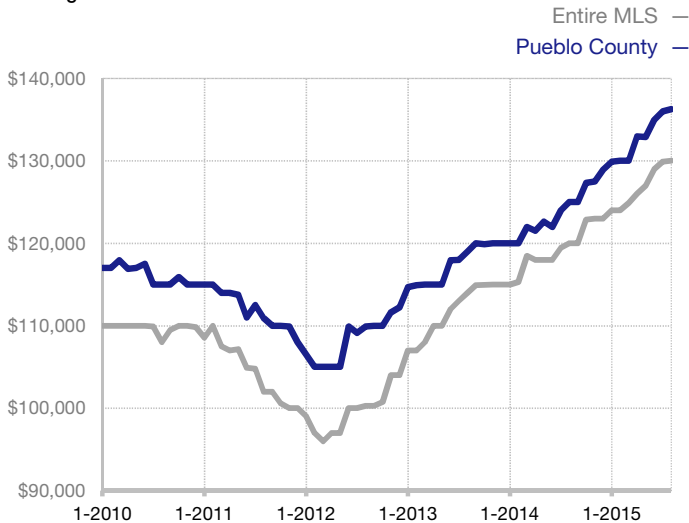
Single Family Key Metrics	August			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 08-2014	Thru 08-2015	Percent Change from Previous Year
New Listings	245	294	+ 20.0%	2,191	2,174	- 0.8%
Sold Listings	219	254	+ 16.0%	1,444	1,603	+ 11.0%
Median Sales Price*	\$142,000	\$149,400	+ 5.2%	\$128,000	\$139,900	+ 9.3%
Average Sales Price*	\$152,252	\$158,135	+ 3.9%	\$135,341	\$150,409	+ 11.1%
Percent of List Price Received*	97.4%	97.3%	- 0.1%	96.6%	97.4%	+ 0.8%
Days on Market Until Sale	105	94	- 10.5%	114	104	- 8.8%
Inventory of Homes for Sale	892	640	- 28.3%	--	--	--
Months Supply of Inventory	5.1	3.3	- 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.

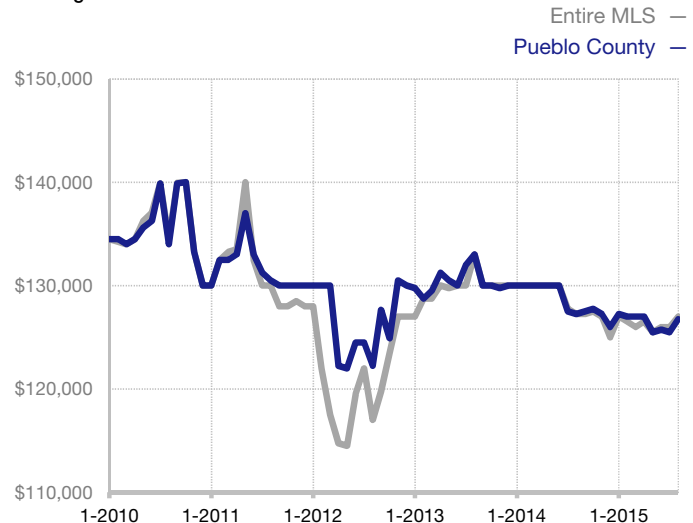
Townhouse-Condo Key Metrics	August			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 08-2014	Thru 08-2015	Percent Change from Previous Year
New Listings	6	5	- 16.7%	84	87	+ 3.6%
Sold Listings	7	8	+ 14.3%	48	71	+ 47.9%
Median Sales Price*	\$125,000	\$167,500	+ 34.0%	\$126,500	\$129,000	+ 2.0%
Average Sales Price*	\$151,200	\$170,050	+ 12.5%	\$127,158	\$137,440	+ 8.1%
Percent of List Price Received*	98.2%	97.7%	- 0.5%	97.2%	97.3%	+ 0.1%
Days on Market Until Sale	88	101	+ 14.8%	118	125	+ 5.9%
Inventory of Homes for Sale	42	30	- 28.6%	--	--	--
Months Supply of Inventory	6.1	3.2	- 47.5%	--	--	--

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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 August 2015

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Fowler

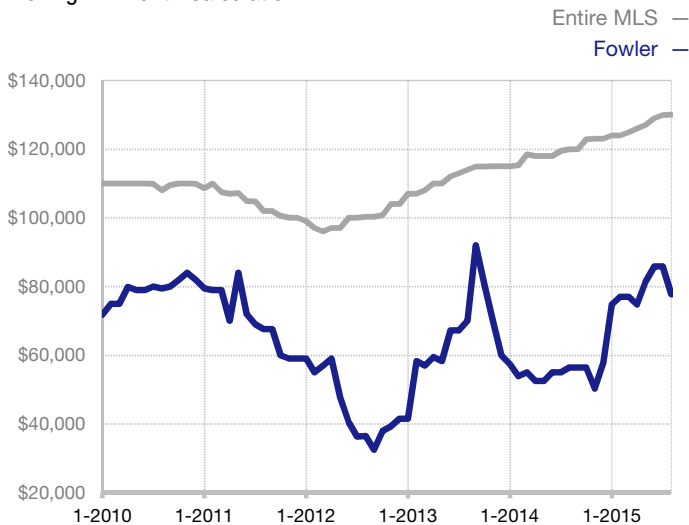
Single Family	August			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 08-2014	Thru 08-2015	Percent Change from Previous Year
Key Metrics						
New Listings	2	3	+ 50.0%	18	21	+ 16.7%
Sold Listings	2	3	+ 50.0%	13	11	- 15.4%
Median Sales Price*	\$86,250	\$28,500	- 67.0%	\$55,000	\$77,000	+ 40.0%
Average Sales Price*	\$86,250	\$37,667	- 56.3%	\$65,918	\$66,245	+ 0.5%
Percent of List Price Received*	93.8%	87.3%	- 6.9%	90.7%	93.7%	+ 3.3%
Days on Market Until Sale	79	213	+ 169.6%	132	241	+ 82.6%
Inventory of Homes for Sale	16	16	0.0%	--	--	--
Months Supply of Inventory	8.0	11.0	+ 37.5%	--	--	--

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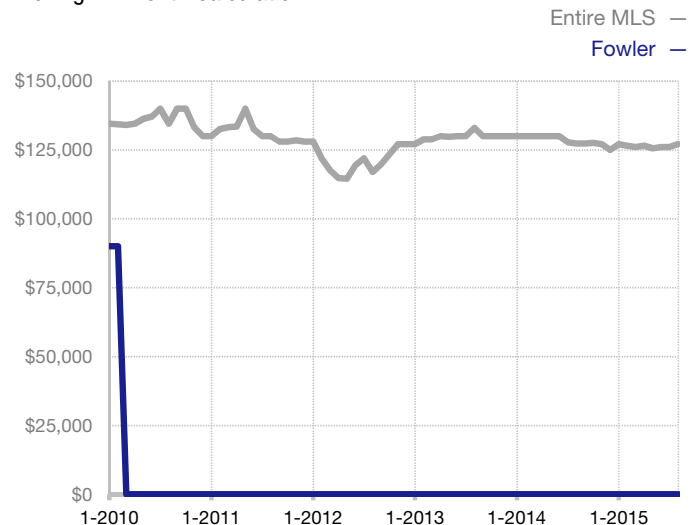
Townhouse-Condo	August			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 08-2014	Thru 08-2015	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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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 August 2015

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Huerfano County

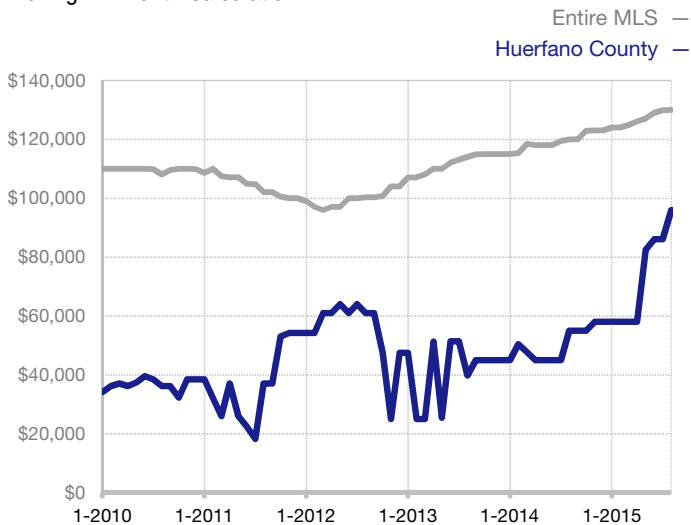
Single Family Key Metrics	August			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 08-2014	Thru 08-2015	Percent Change from Previous Year
New Listings	1	0	- 100.0%	16	11	- 31.3%
Sold Listings	3	0	- 100.0%	9	7	- 22.2%
Median Sales Price*	\$80,000	\$0	- 100.0%	\$58,000	\$107,000	+ 84.5%
Average Sales Price*	\$74,039	\$0	- 100.0%	\$75,585	\$114,429	+ 51.4%
Percent of List Price Received*	92.2%	0.0%	- 100.0%	89.4%	91.8%	+ 2.7%
Days on Market Until Sale	204	0	- 100.0%	144	193	+ 34.0%
Inventory of Homes for Sale	12	10	- 16.7%	--	--	--
Months Supply of Inventory	7.4	6.4	- 13.5%	--	--	--

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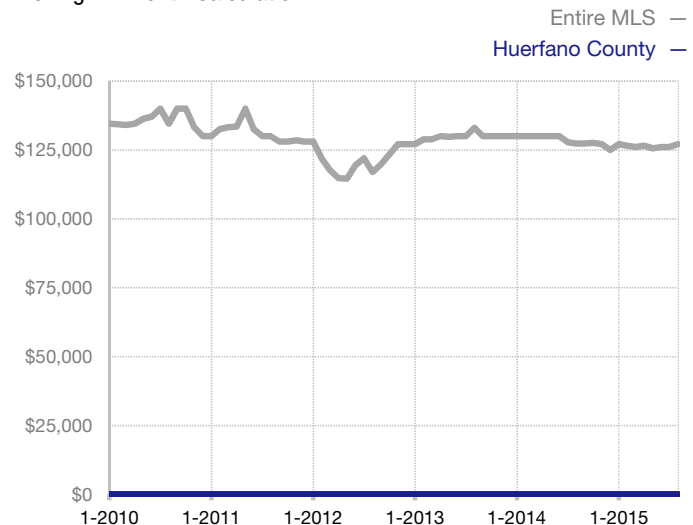
Townhouse-Condo Key Metrics	August			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 08-2014	Thru 08-2015	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 August 2015

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La Junta

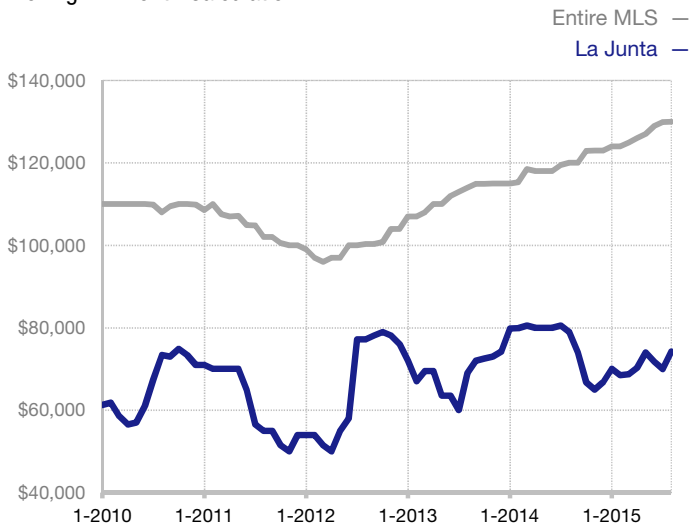
Single Family Key Metrics	August			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 08-2014	Thru 08-2015	Percent Change from Previous Year
New Listings	19	9	- 52.6%	106	80	- 24.5%
Sold Listings	11	7	- 36.4%	58	61	+ 5.2%
Median Sales Price*	\$67,000	\$82,000	+ 22.4%	\$75,813	\$80,000	+ 5.5%
Average Sales Price*	\$106,818	\$111,071	+ 4.0%	\$93,234	\$93,682	+ 0.5%
Percent of List Price Received*	91.4%	93.6%	+ 2.4%	92.7%	93.7%	+ 1.1%
Days on Market Until Sale	118	286	+ 142.4%	175	166	- 5.1%
Inventory of Homes for Sale	74	40	- 45.9%	--	--	--
Months Supply of Inventory	10.7	4.6	- 57.0%	--	--	--

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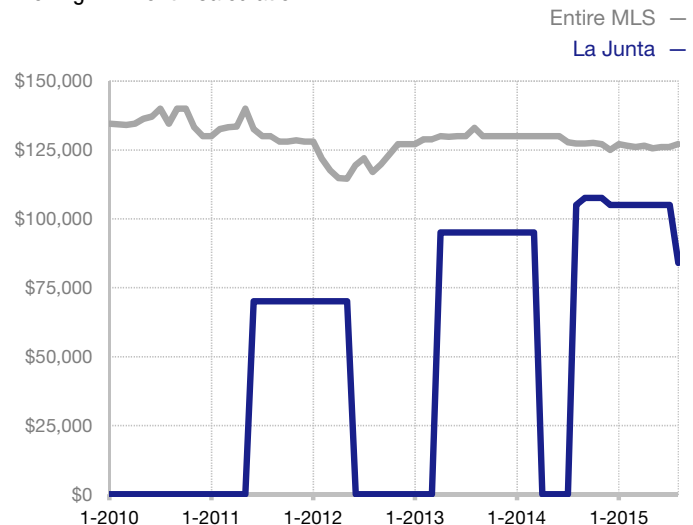
Townhouse-Condo Key Metrics	August			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 08-2014	Thru 08-2015	Percent Change from Previous Year
New Listings	0	0	--	3	0	- 100.0%
Sold Listings	1	0	- 100.0%	1	0	- 100.0%
Median Sales Price*	\$105,000	\$0	- 100.0%	\$105,000	\$0	- 100.0%
Average Sales Price*	\$105,000	\$0	- 100.0%	\$105,000	\$0	- 100.0%
Percent of List Price Received*	91.7%	0.0%	- 100.0%	91.7%	0.0%	- 100.0%
Days on Market Until Sale	32	0	- 100.0%	32	0	- 100.0%
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	1.0	0.0	- 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.

Median Sales Price – Single Family
Rolling 12-Month Calculation



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



Local Market Update for August 2015

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Las Animas

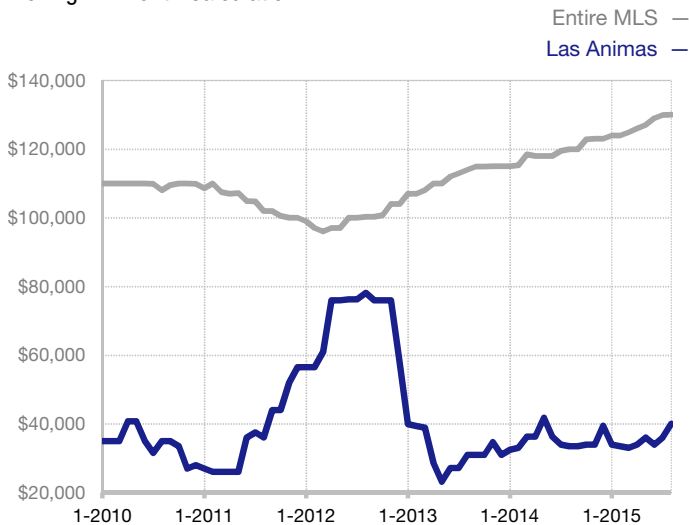
Single Family	August			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 08-2014	Thru 08-2015	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	25	13	- 48.0%
Sold Listings	2	3	+ 50.0%	18	11	- 38.9%
Median Sales Price*	\$31,500	\$78,000	+ 147.6%	\$33,500	\$40,000	+ 19.4%
Average Sales Price*	\$31,500	\$71,467	+ 126.9%	\$56,750	\$44,670	- 21.3%
Percent of List Price Received*	85.5%	99.2%	+ 16.0%	84.6%	94.6%	+ 11.8%
Days on Market Until Sale	266	231	- 13.2%	147	180	+ 22.4%
Inventory of Homes for Sale	16	6	- 62.5%	--	--	--
Months Supply of Inventory	6.5	2.5	- 61.5%	--	--	--

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

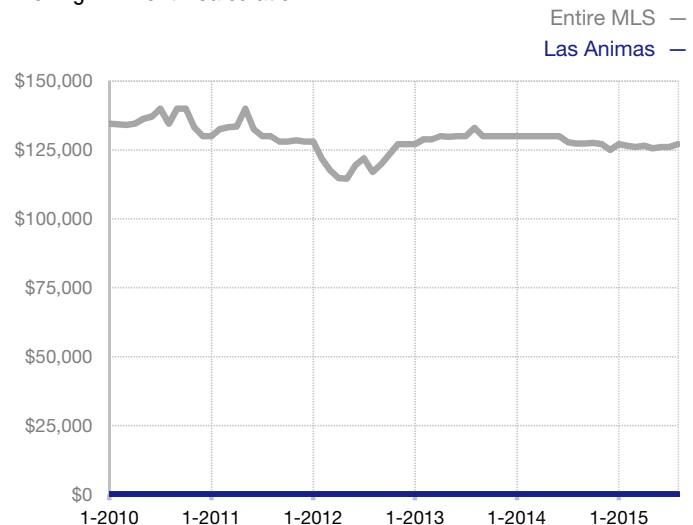
Townhouse-Condo	August			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 08-2014	Thru 08-2015	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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 August 2015

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Manzanola

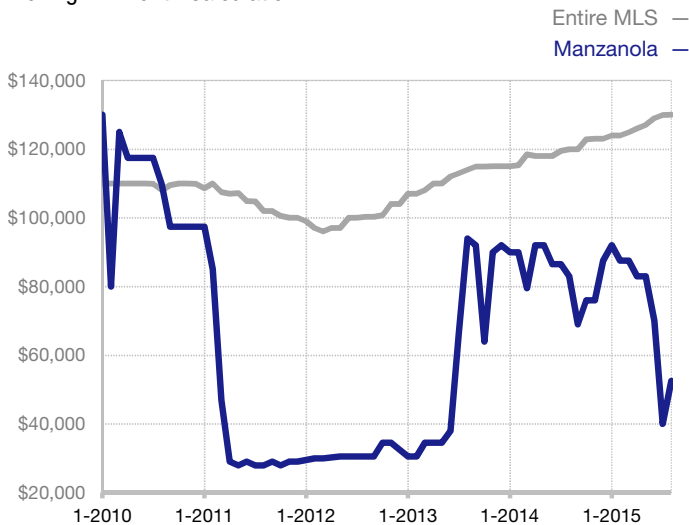
Single Family Key Metrics	August			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 08-2014	Thru 08-2015	Percent Change from Previous Year
New Listings	0	0	--	9	7	- 22.2%
Sold Listings	0	1	--	3	7	+ 133.3%
Median Sales Price*	\$0	\$65,000	--	\$83,000	\$40,000	- 51.8%
Average Sales Price*	\$0	\$65,000	--	\$124,000	\$64,271	- 48.2%
Percent of List Price Received*	0.0%	86.7%	--	96.4%	91.2%	- 5.4%
Days on Market Until Sale	0	478	--	229	369	+ 61.1%
Inventory of Homes for Sale	10	2	- 80.0%	--	--	--
Months Supply of Inventory	10.0	1.2	- 88.0%	--	--	--

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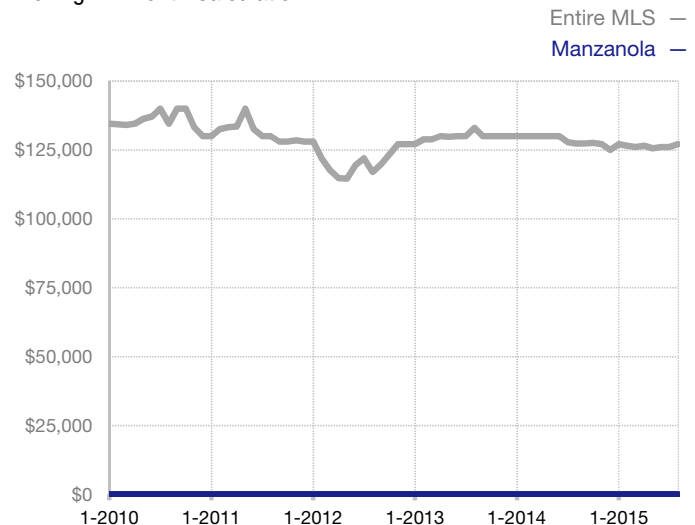
Townhouse-Condo Key Metrics	August			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 08-2014	Thru 08-2015	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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 August 2015

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Rocky Ford

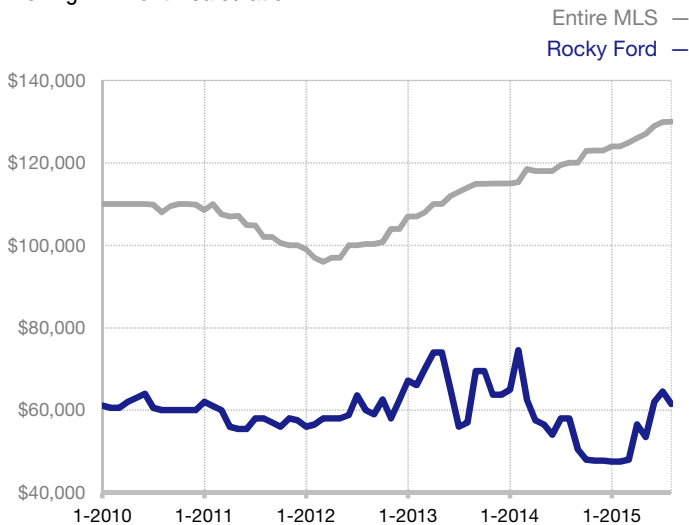
Single Family Key Metrics	August			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 08-2014	Thru 08-2015	Percent Change from Previous Year
New Listings	8	13	+ 62.5%	51	43	- 15.7%
Sold Listings	8	6	- 25.0%	27	31	+ 14.8%
Median Sales Price*	\$63,000	\$45,000	- 28.6%	\$47,500	\$70,000	+ 47.4%
Average Sales Price*	\$71,172	\$47,342	- 33.5%	\$61,977	\$84,324	+ 36.1%
Percent of List Price Received*	93.6%	93.5%	- 0.1%	91.0%	92.7%	+ 1.9%
Days on Market Until Sale	257	362	+ 40.9%	192	253	+ 31.8%
Inventory of Homes for Sale	48	33	- 31.3%	--	--	--
Months Supply of Inventory	11.2	8.6	- 23.2%	--	--	--

* 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	August			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 08-2014	Thru 08-2015	Percent Change from Previous Year
New Listings	0	0	--	1	0	- 100.0%
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	1	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

