

Local Market Update for November 2018

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

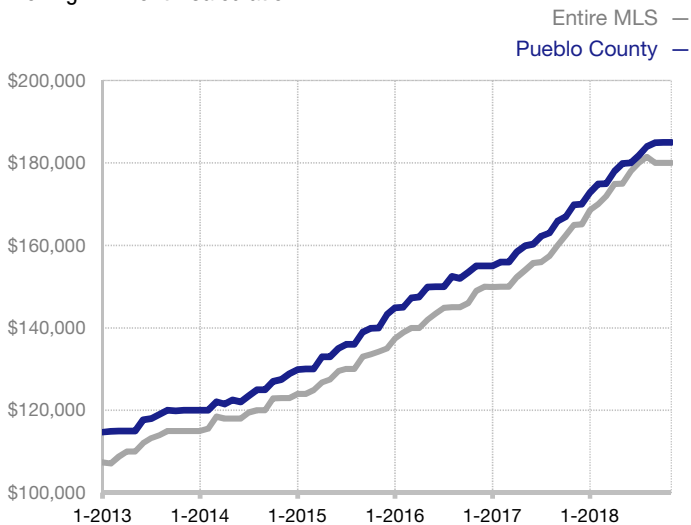
Single Family Key Metrics	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
New Listings	233	212	- 9.0%	3,181	3,210	+ 0.9%
Sold Listings	245	199	- 18.8%	2,598	2,500	- 3.8%
Median Sales Price*	\$182,500	\$179,900	- 1.4%	\$170,000	\$185,500	+ 9.1%
Average Sales Price*	\$190,720	\$188,021	- 1.4%	\$178,601	\$193,224	+ 8.2%
Percent of List Price Received*	98.0%	98.2%	+ 0.2%	98.0%	98.6%	+ 0.6%
Days on Market Until Sale	76	74	- 2.6%	83	70	- 15.7%
Inventory of Homes for Sale	484	456	- 5.8%	--	--	--
Months Supply of Inventory	2.1	2.0	- 4.8%	--	--	--

* 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	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
New Listings	7	7	0.0%	103	114	+ 10.7%
Sold Listings	10	9	- 10.0%	97	94	- 3.1%
Median Sales Price*	\$171,250	\$249,000	+ 45.4%	\$151,000	\$170,000	+ 12.6%
Average Sales Price*	\$173,065	\$230,711	+ 33.3%	\$163,181	\$191,101	+ 17.1%
Percent of List Price Received*	98.2%	98.5%	+ 0.3%	97.4%	98.5%	+ 1.1%
Days on Market Until Sale	62	97	+ 56.5%	77	72	- 6.5%
Inventory of Homes for Sale	13	22	+ 69.2%	--	--	--
Months Supply of Inventory	1.4	2.7	+ 92.9%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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



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Arkansas Valley/Otero County

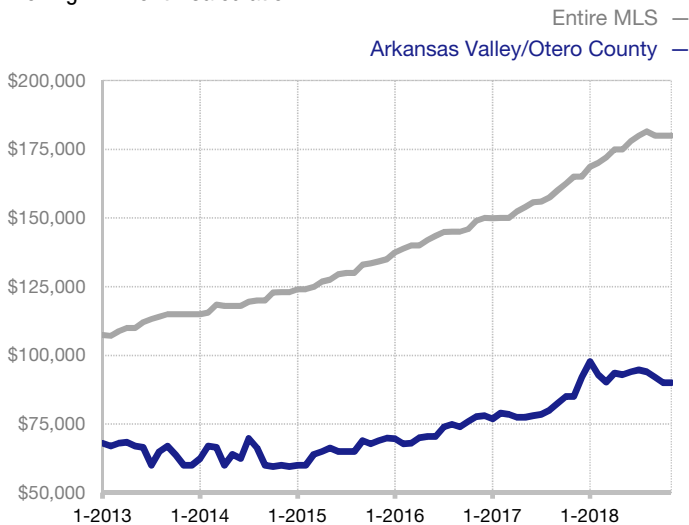
Single Family	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
Key Metrics						
New Listings	18	29	+ 61.1%	339	374	+ 10.3%
Sold Listings	21	23	+ 9.5%	285	289	+ 1.4%
Median Sales Price*	\$103,000	\$91,000	- 11.7%	\$90,000	\$88,200	- 2.0%
Average Sales Price*	\$108,062	\$84,617	- 21.7%	\$105,259	\$107,395	+ 2.0%
Percent of List Price Received*	95.5%	92.7%	- 2.9%	94.3%	94.7%	+ 0.4%
Days on Market Until Sale	120	97	- 19.2%	136	114	- 16.2%
Inventory of Homes for Sale	87	107	+ 23.0%	--	--	--
Months Supply of Inventory	3.4	4.0	+ 17.6%	--	--	--

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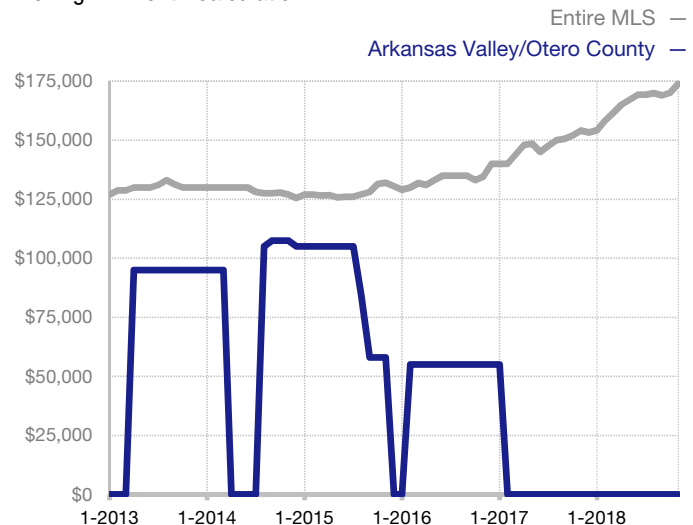
Townhouse-Condo	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	1	0.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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Fowler

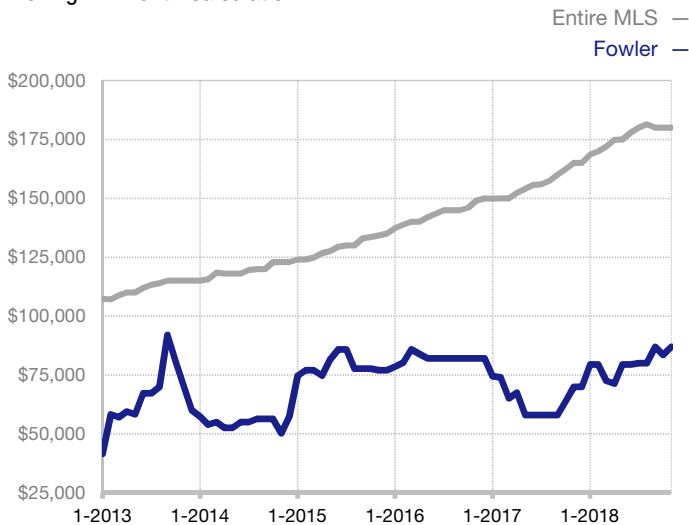
Single Family	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
Key Metrics						
New Listings	1	5	+ 400.0%	24	38	+ 58.3%
Sold Listings	0	5	--	20	30	+ 50.0%
Median Sales Price*	\$0	\$98,500	--	\$63,950	\$90,394	+ 41.4%
Average Sales Price*	\$0	\$99,400	--	\$85,093	\$127,381	+ 49.7%
Percent of List Price Received*	0.0%	95.4%	--	92.4%	98.0%	+ 6.1%
Days on Market Until Sale	0	61	--	117	98	- 16.2%
Inventory of Homes for Sale	9	8	- 11.1%	--	--	--
Months Supply of Inventory	3.9	2.6	- 33.3%	--	--	--

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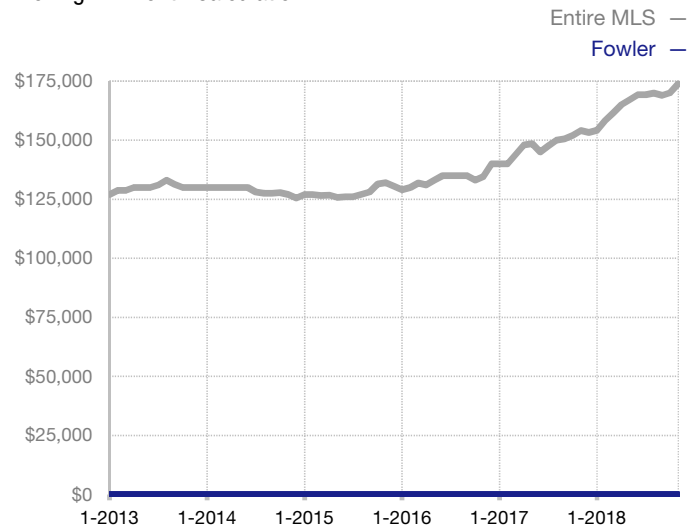
Townhouse-Condo	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
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Huerfano County

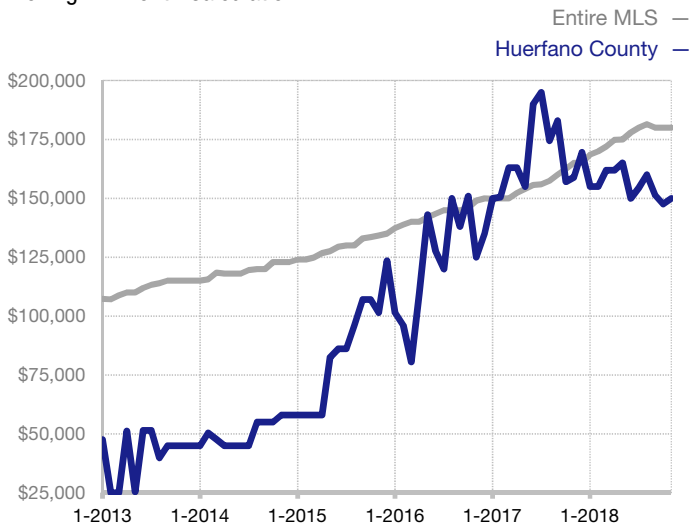
Single Family	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
Key Metrics						
New Listings	7	4	- 42.9%	104	127	+ 22.1%
Sold Listings	5	4	- 20.0%	33	80	+ 142.4%
Median Sales Price*	\$134,000	\$248,500	+ 85.4%	\$165,000	\$147,500	- 10.6%
Average Sales Price*	\$165,400	\$241,250	+ 45.9%	\$212,958	\$195,782	- 8.1%
Percent of List Price Received*	94.9%	93.3%	- 1.7%	95.8%	93.4%	- 2.5%
Days on Market Until Sale	128	140	+ 9.4%	161	164	+ 1.9%
Inventory of Homes for Sale	72	73	+ 1.4%	--	--	--
Months Supply of Inventory	23.4	10.6	- 54.7%	--	--	--

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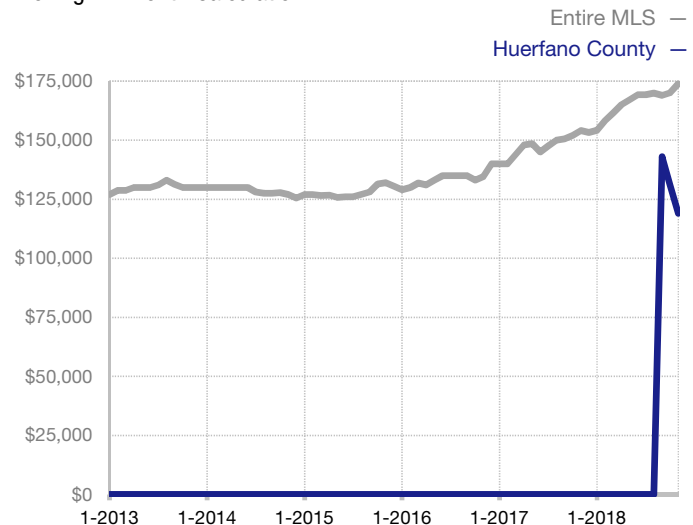
Townhouse-Condo	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	1	3	+ 200.0%
Sold Listings	0	1	--	0	3	--
Median Sales Price*	\$0	\$68,900	--	\$0	\$119,000	--
Average Sales Price*	\$0	\$68,900	--	\$0	\$110,300	--
Percent of List Price Received*	0.0%	98.6%	--	0.0%	97.7%	--
Days on Market Until Sale	0	93	--	0	112	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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La Junta

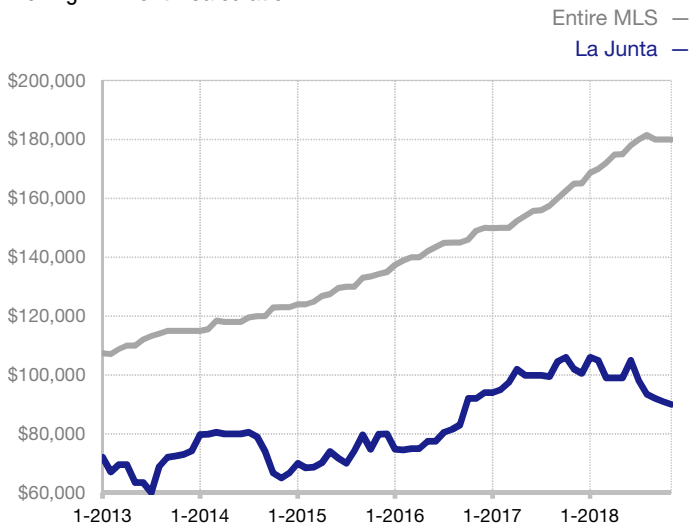
Single Family	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
Key Metrics						
New Listings	7	5	- 28.6%	83	99	+ 19.3%
Sold Listings	4	5	+ 25.0%	76	73	- 3.9%
Median Sales Price*	\$64,750	\$45,500	- 29.7%	\$100,500	\$84,900	- 15.5%
Average Sales Price*	\$92,440	\$69,200	- 25.1%	\$108,461	\$102,314	- 5.7%
Percent of List Price Received*	103.7%	88.1%	- 15.0%	93.8%	95.3%	+ 1.6%
Days on Market Until Sale	123	119	- 3.3%	146	112	- 23.3%
Inventory of Homes for Sale	17	26	+ 52.9%	--	--	--
Months Supply of Inventory	2.5	3.8	+ 52.0%	--	--	--

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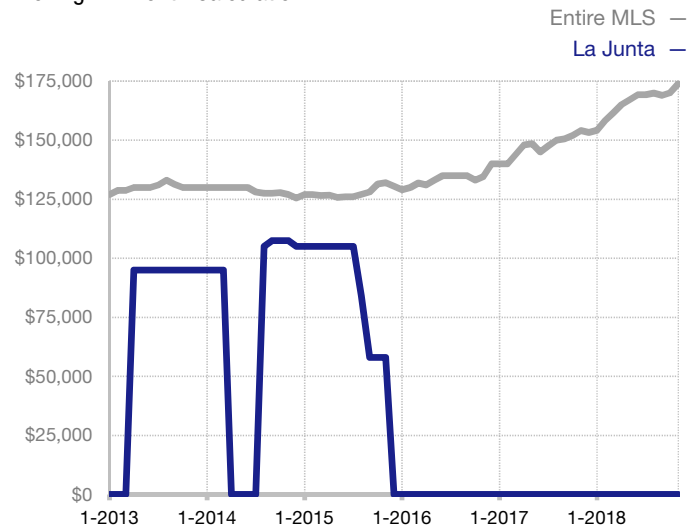
Townhouse-Condo	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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Lamar

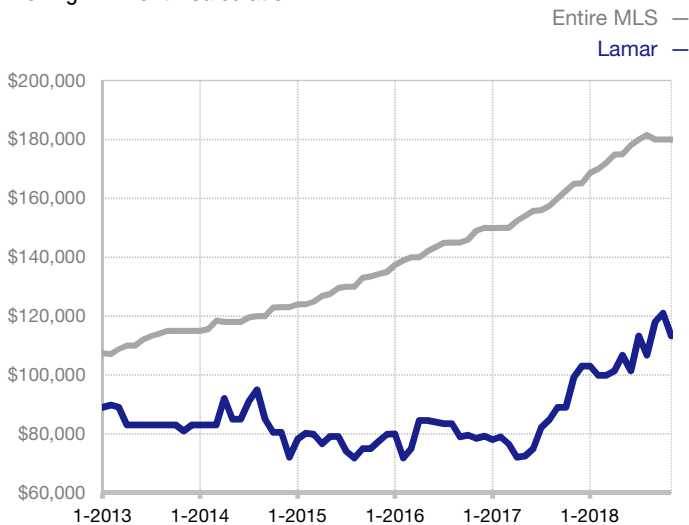
Single Family	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
Key Metrics						
New Listings	2	2	0.0%	50	55	+ 10.0%
Sold Listings	4	3	- 25.0%	44	43	- 2.3%
Median Sales Price*	\$143,000	\$18,000	- 87.4%	\$99,200	\$108,000	+ 8.9%
Average Sales Price*	\$147,875	\$30,067	- 79.7%	\$103,677	\$114,421	+ 10.4%
Percent of List Price Received*	93.8%	90.4%	- 3.6%	93.9%	95.5%	+ 1.7%
Days on Market Until Sale	114	50	- 56.1%	133	101	- 24.1%
Inventory of Homes for Sale	7	14	+ 100.0%	--	--	--
Months Supply of Inventory	1.8	3.7	+ 105.6%	--	--	--

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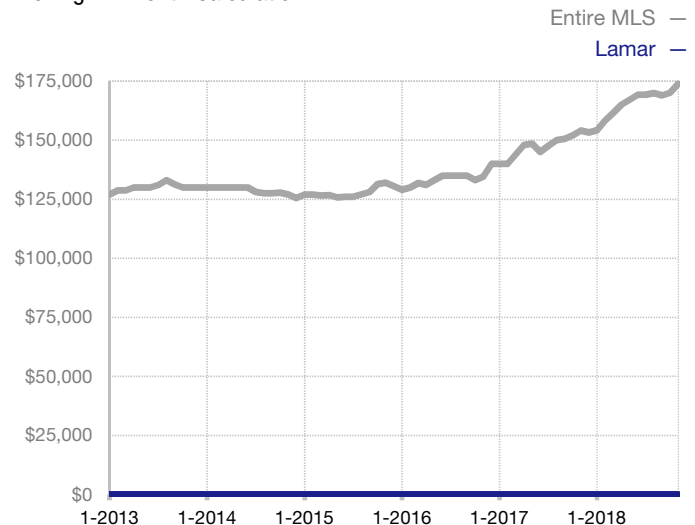
Townhouse-Condo	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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Las Animas

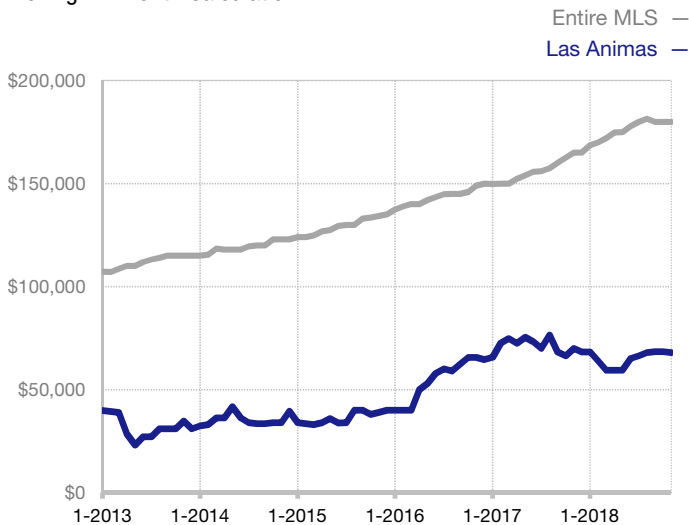
Single Family	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
Key Metrics						
New Listings	1	3	+ 200.0%	31	30	- 3.2%
Sold Listings	4	1	- 75.0%	28	26	- 7.1%
Median Sales Price*	\$107,250	\$72,500	- 32.4%	\$73,250	\$69,000	- 5.8%
Average Sales Price*	\$95,375	\$72,500	- 24.0%	\$78,987	\$87,900	+ 11.3%
Percent of List Price Received*	96.4%	94.3%	- 2.2%	94.7%	92.3%	- 2.5%
Days on Market Until Sale	172	37	- 78.5%	116	102	- 12.1%
Inventory of Homes for Sale	7	9	+ 28.6%	--	--	--
Months Supply of Inventory	2.9	2.8	- 3.4%	--	--	--

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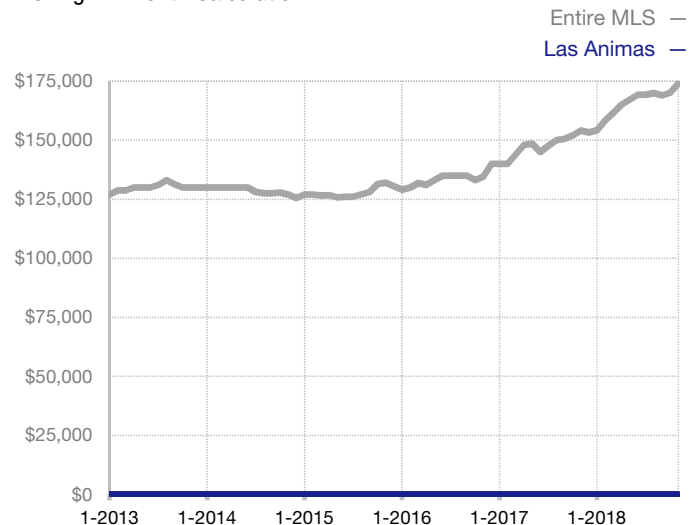
Townhouse-Condo	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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Median Sales Price – Townhouse-Condo
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Manzanola

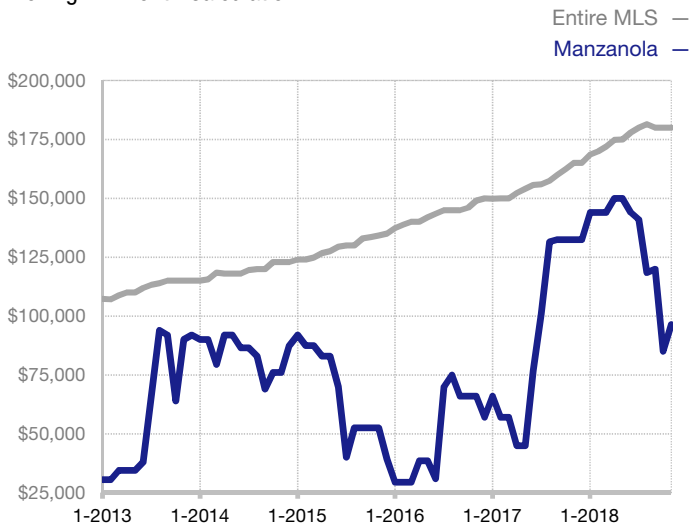
Single Family	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	2	--	16	13	- 18.8%
Sold Listings	4	1	- 75.0%	13	7	- 46.2%
Median Sales Price*	\$107,245	\$108,000	+ 0.7%	\$138,000	\$108,000	- 21.7%
Average Sales Price*	\$119,973	\$108,000	- 10.0%	\$144,292	\$120,000	- 16.8%
Percent of List Price Received*	92.1%	90.8%	- 1.4%	95.9%	97.5%	+ 1.7%
Days on Market Until Sale	82	67	- 18.3%	104	138	+ 32.7%
Inventory of Homes for Sale	2	5	+ 150.0%	--	--	--
Months Supply of Inventory	1.0	3.8	+ 280.0%	--	--	--

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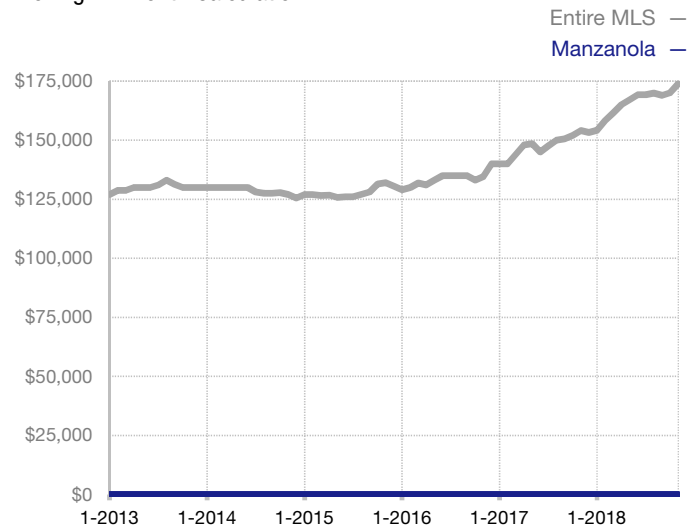
Townhouse-Condo	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
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	--	--	--	--

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Median Sales Price – Single Family
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Median Sales Price – Townhouse-Condo
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Rocky Ford

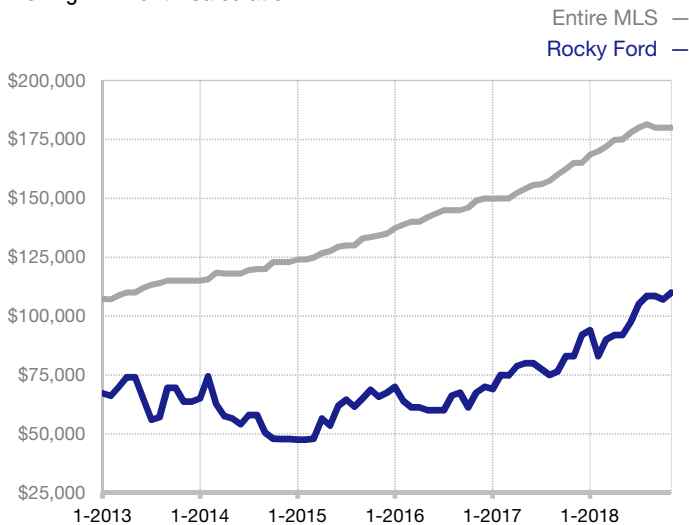
Single Family Key Metrics	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	Percent Change from Previous Year
New Listings	4	2	- 50.0%	58	49	- 15.5%
Sold Listings	3	4	+ 33.3%	43	45	+ 4.7%
Median Sales Price*	\$90,000	\$113,000	+ 25.6%	\$90,000	\$110,000	+ 22.2%
Average Sales Price*	\$91,917	\$101,000	+ 9.9%	\$109,089	\$120,003	+ 10.0%
Percent of List Price Received*	90.4%	94.1%	+ 4.1%	95.3%	93.5%	- 1.9%
Days on Market Until Sale	128	181	+ 41.4%	134	125	- 6.7%
Inventory of Homes for Sale	19	12	- 36.8%	--	--	--
Months Supply of Inventory	4.7	3.1	- 34.0%	--	--	--

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Townhouse-Condo Key Metrics	November			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 11-2017	Thru 11-2018	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	--	--	--	--

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