

Quarterly Indicators



Q2-2013

Percent changes calculated using year-over-year comparisons.

As potentially the brightest element in the current economic recovery, housing activity has followed the mercury higher this summer. Interest rates and new construction activity have been in the spotlight lately, fueled by concerns over tapering Federal Reserve activity and ongoing inventory constraints. Watch for indications that more homes are selling in less time and at higher price points. Also watch for sellers returning to an inviting marketplace, which will help replenish neighborhoods with new listings.

New Listings were up 7.2 percent for single family homes and 6.7 percent for townhouse-condo properties. Pending Sales decreased 27.9 percent for single family homes and 21.1 percent for townhouse-condo properties.

The Median Sales Price was up 9.4 percent to \$129,900 for single family homes and 4.4 percent to \$130,000 for townhouse-condo properties. Months Supply of Inventory increased 10.0 percent for single family units but decreased 3.2 percent for townhouse-condo units.

The economy – which generates the jobs that fuel housing demand – continued to improve at a moderate pace during the second quarter of 2013. Budget sequesters and sluggish export growth have taken a back seat to housing recovery and stronger consumer spending. Interest rates are on the rise; the impact has yet to be seen.

Monthly Snapshot

+ 6.7%

One-Year Change in
Sold Listings
All Properties

+ 9.2%

One-Year Change in
Median Sales Price
All Properties

+ 14.8%

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 quarter and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	Q2-2012	Q2-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
New Listings		849	910	+ 7.2%	1,528	1,680	+ 9.9%
Pending Sales		513	370	- 27.9%	981	848	- 13.6%
Sold Listings		499	535	+ 7.2%	884	951	+ 7.6%
Median Sales Price		\$118,750	\$129,900	+ 9.4%	\$109,900	\$120,000	+ 9.2%
Average Sales Price		\$126,805	\$138,536	+ 9.3%	\$118,934	\$130,316	+ 9.6%
Pct. of List Price Received		95.9%	97.0%	+ 1.1%	95.8%	96.6%	+ 0.8%
Days on Market		139	121	- 12.9%	137	124	- 9.5%
Affordability Index		268	237	- 11.6%	283	252	- 11.0%
Active Listings		1,036	1,213	+ 17.1%	--	--	--
Months Supply		7.0	7.7	+ 10.0%	--	--	--

Townhouse-Condo Market Overview



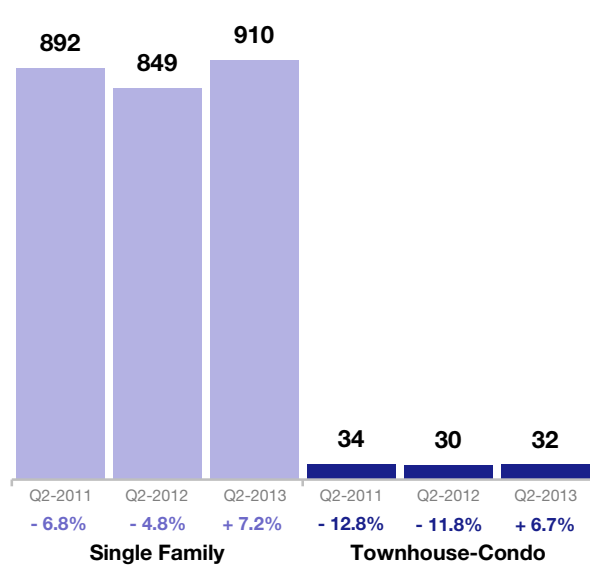
Key metrics by report quarter and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	Q2-2012	Q2-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
New Listings		30	32	+ 6.7%	80	65	- 18.8%
Pending Sales		19	15	- 21.1%	35	36	+ 2.9%
Sold Listings		22	21	- 4.5%	38	35	- 7.9%
Median Sales Price		\$124,500	\$130,000	+ 4.4%	\$122,500	\$127,900	+ 4.4%
Average Sales Price		\$128,678	\$136,252	+ 5.9%	\$123,943	\$134,434	+ 8.5%
Pct. of List Price Received		94.6%	96.7%	+ 2.2%	94.6%	96.9%	+ 2.4%
Days on Market		110	161	+ 46.4%	115	147	+ 27.8%
Affordability Index		258	237	- 8.1%	261	240	- 8.0%
Active Listings		67	53	- 20.9%	--	--	--
Months Supply		9.5	9.2	- 3.2%	--	--	--

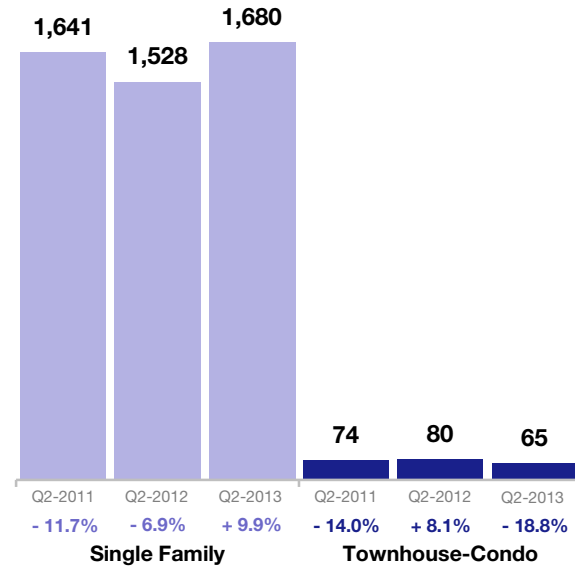
New Listings



Q2-2013

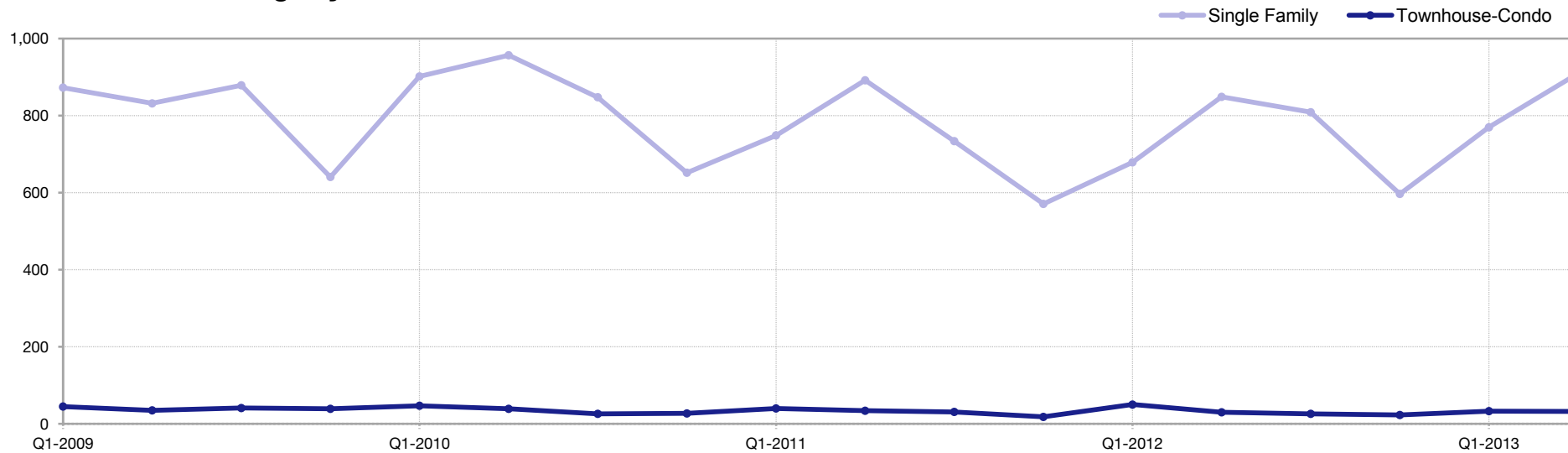


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q3-2010	848	-3.5%	26	-36.6%
Q4-2010	652	+1.7%	27	-30.8%
Q1-2011	749	-17.0%	40	-14.9%
Q2-2011	892	-6.8%	34	-12.8%
Q3-2011	734	-13.4%	31	+19.2%
Q4-2011	571	-12.4%	18	-33.3%
Q1-2012	679	-9.3%	50	+25.0%
Q2-2012	849	-4.8%	30	-11.8%
Q3-2012	809	+10.2%	26	-16.1%
Q4-2012	597	+4.6%	23	+27.8%
Q1-2013	770	+13.4%	33	-34.0%
Q2-2013	910	+7.2%	32	+6.7%

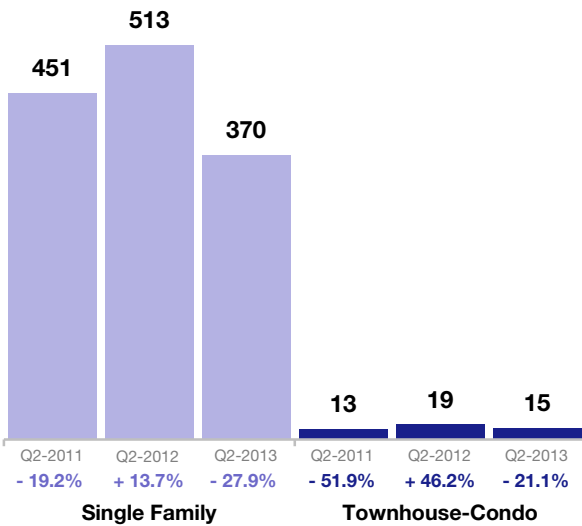
Historical New Listings by Quarter



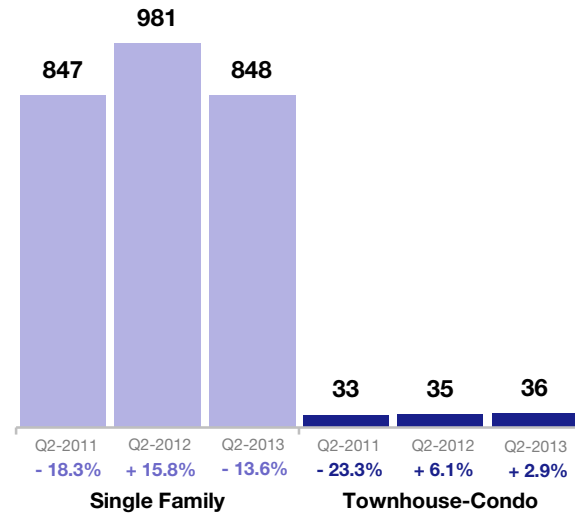
Pending Sales



Q2-2013

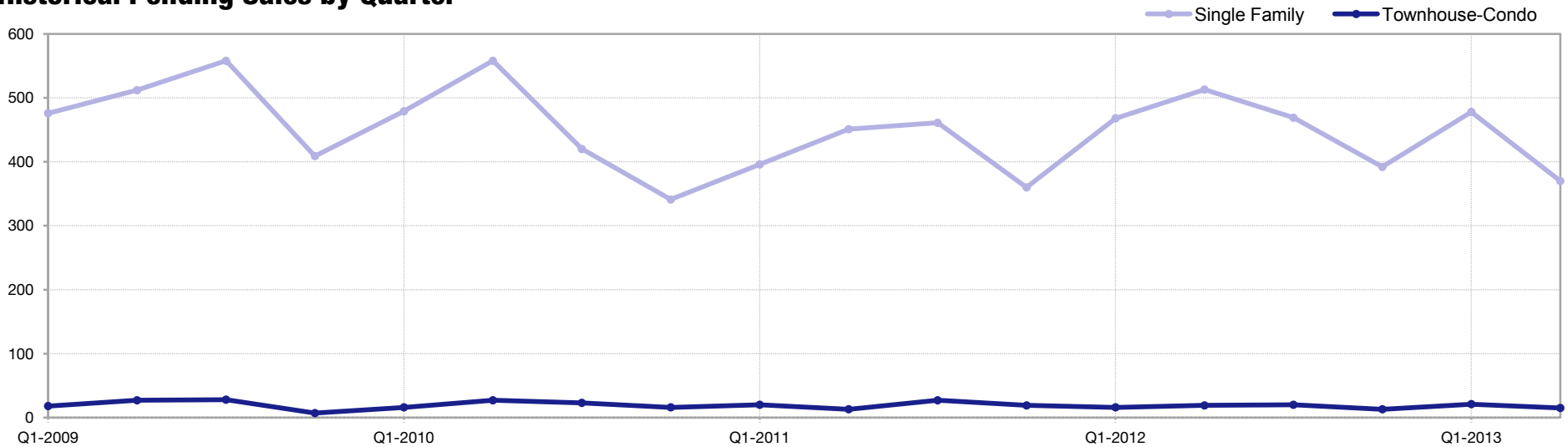


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q3-2010	420	-24.7%	23	-17.9%
Q4-2010	341	-16.6%	16	+128.6%
Q1-2011	396	-17.3%	20	+25.0%
Q2-2011	451	-19.2%	13	-51.9%
Q3-2011	461	+9.8%	27	+17.4%
Q4-2011	360	+5.6%	19	+18.8%
Q1-2012	468	+18.2%	16	-20.0%
Q2-2012	513	+13.7%	19	+46.2%
Q3-2012	469	+1.7%	20	-25.9%
Q4-2012	392	+8.9%	13	-31.6%
Q1-2013	478	+2.1%	21	+31.3%
Q2-2013	370	-27.9%	15	-21.1%

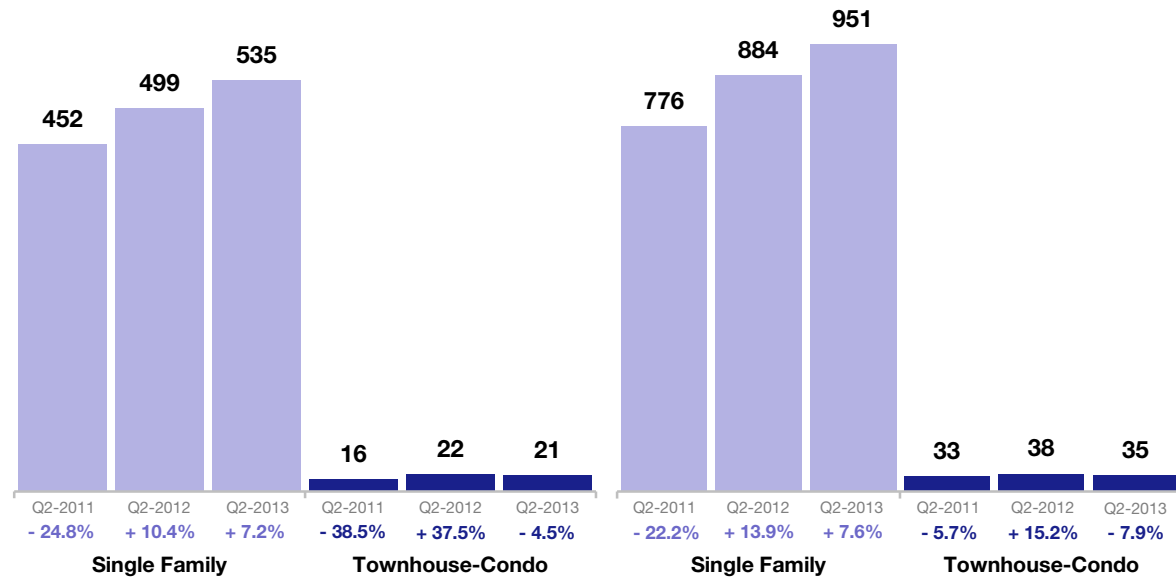
Historical Pending Sales by Quarter



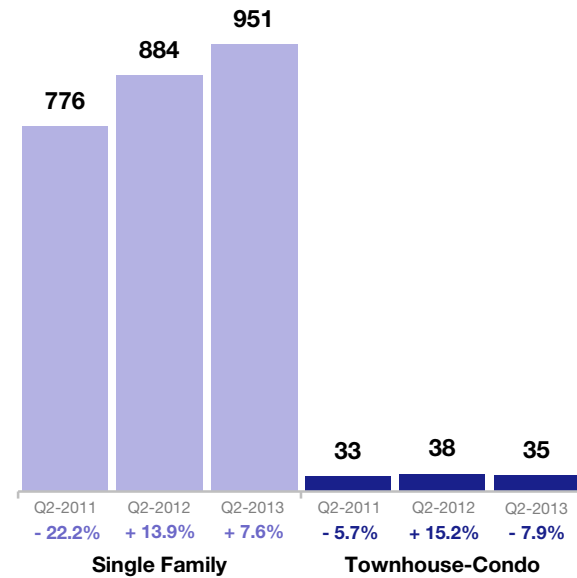
Sold Listings



Q2-2013

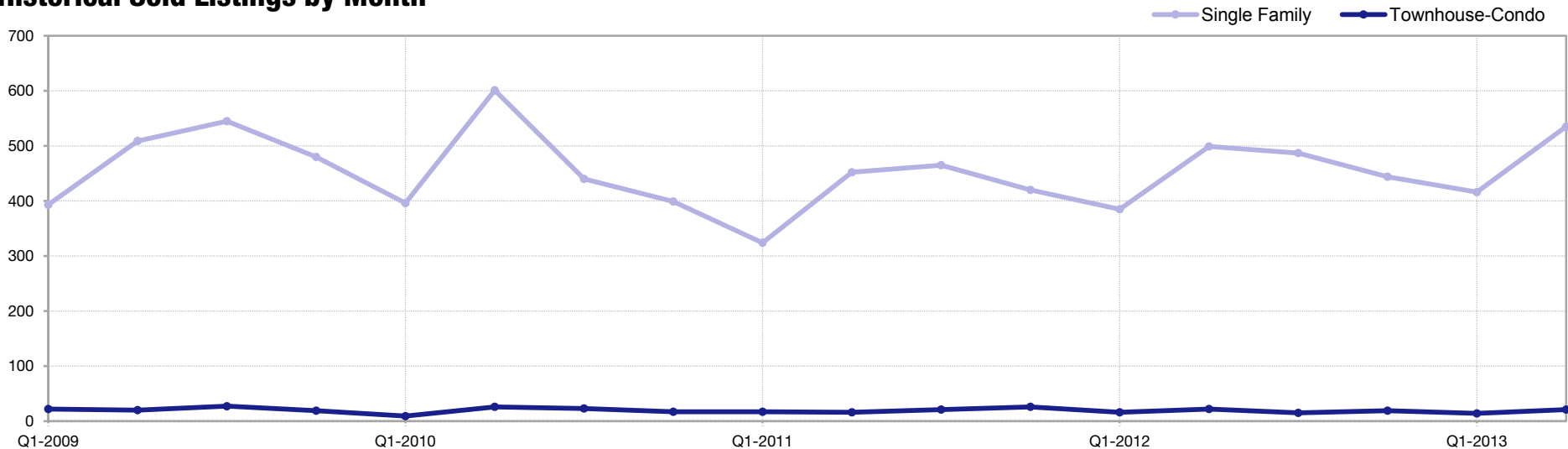


Year to Date



Sold Listings	Single Family	Percent Change from Pervious Year	Townhouse-Condo	Percent Change from Pervious Year
Q3-2010	440	-19.3%	23	-14.8%
Q4-2010	399	-16.9%	17	-10.5%
Q1-2011	324	-18.2%	17	+88.9%
Q2-2011	452	-24.8%	16	-38.5%
Q3-2011	465	+5.7%	21	-8.7%
Q4-2011	420	+5.3%	26	+52.9%
Q1-2012	385	+18.8%	16	-5.9%
Q2-2012	499	+10.4%	22	+37.5%
Q3-2012	487	+4.7%	15	-28.6%
Q4-2012	444	+5.7%	19	-26.9%
Q1-2013	416	+8.1%	14	-12.5%
Q2-2013	535	+7.2%	21	-4.5%

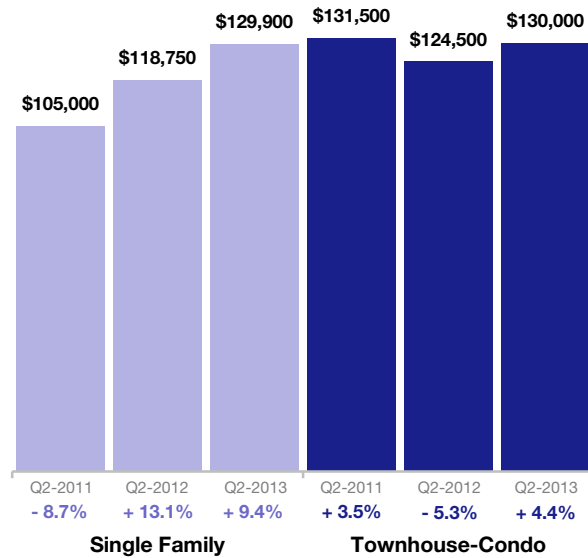
Historical Sold Listings by Month



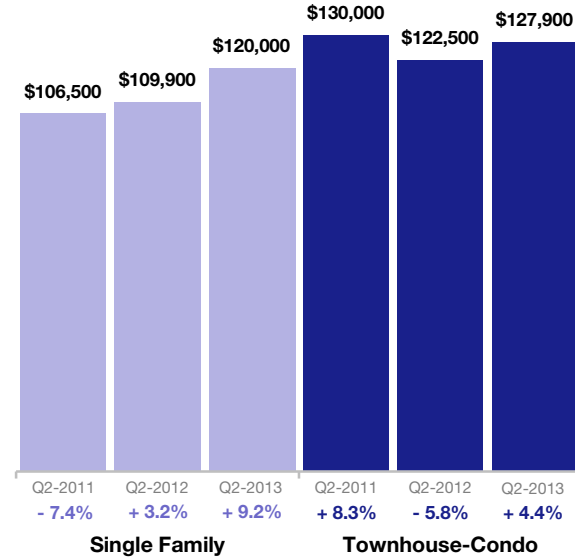
Median Sales Price



Q2-2013

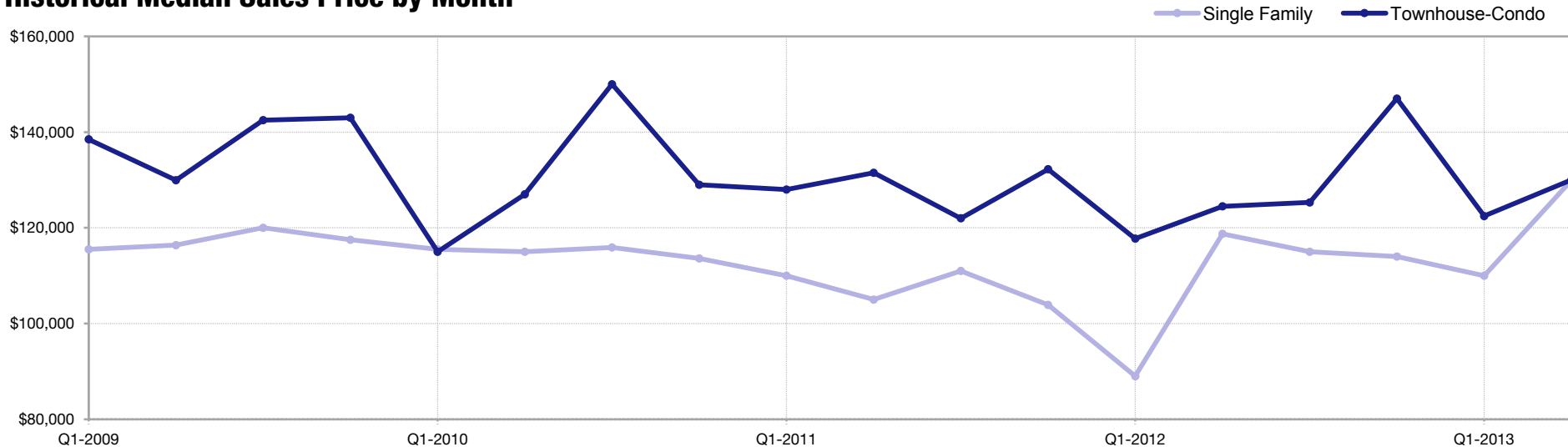


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q3-2010	\$115,900	-3.4%	\$150,000	+5.3%
Q4-2010	\$113,600	-3.3%	\$129,000	-9.8%
Q1-2011	\$110,000	-4.8%	\$128,000	+11.3%
Q2-2011	\$105,000	-8.7%	\$131,500	+3.5%
Q3-2011	\$111,000	-4.2%	\$122,000	-18.7%
Q4-2011	\$103,900	-8.5%	\$132,250	+2.5%
Q1-2012	\$89,000	-19.1%	\$117,750	-8.0%
Q2-2012	\$118,750	+13.1%	\$124,500	-5.3%
Q3-2012	\$115,000	+3.6%	\$125,300	+2.7%
Q4-2012	\$114,000	+9.7%	\$147,000	+11.2%
Q1-2013	\$110,000	+23.6%	\$122,450	+4.0%
Q2-2013	\$129,900	+9.4%	\$130,000	+4.4%

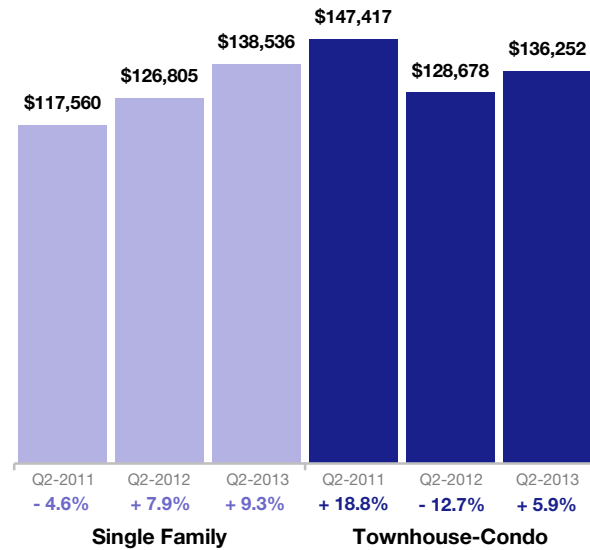
Historical Median Sales Price by Month



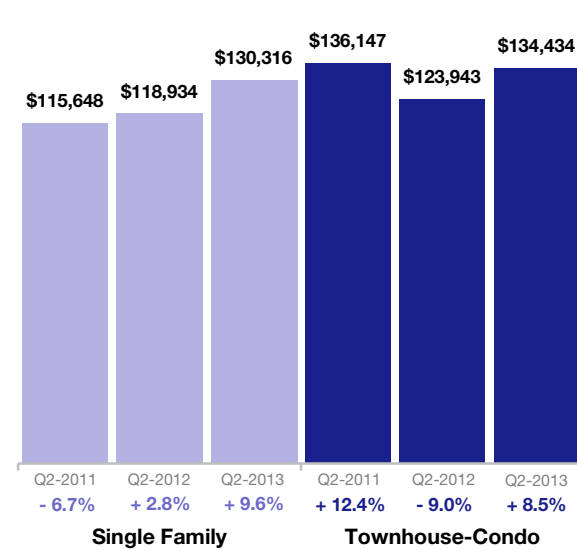
Average Sales Price



Q2-2013

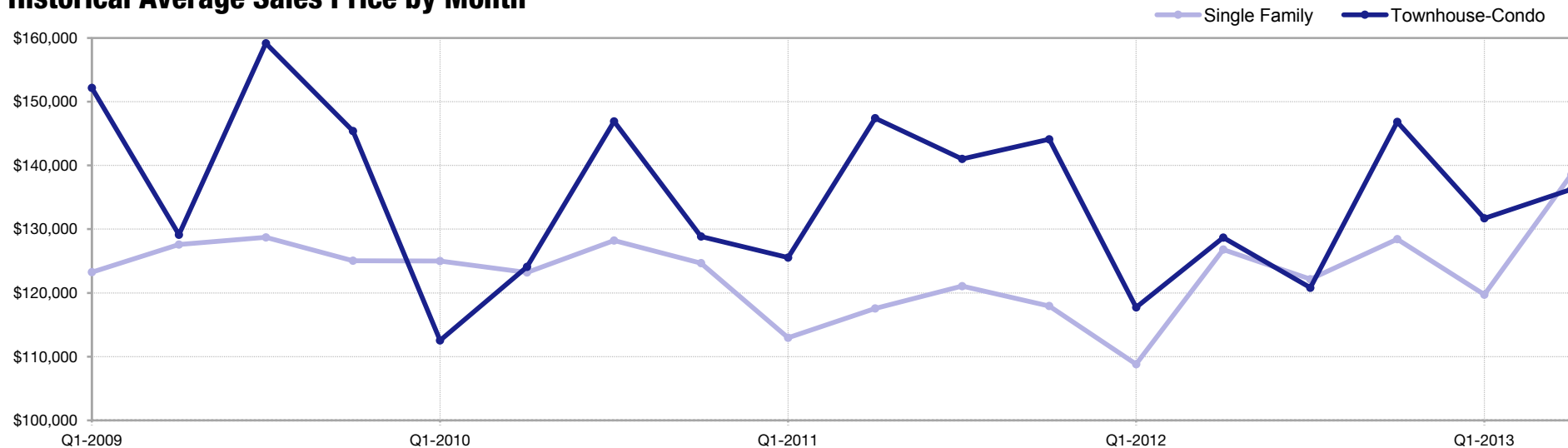


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q3-2010	\$128,220	-0.4%	\$146,913	-7.7%
Q4-2010	\$124,673	-0.3%	\$128,853	-11.4%
Q1-2011	\$112,956	-9.6%	\$125,541	+11.6%
Q2-2011	\$117,560	-4.6%	\$147,417	+18.8%
Q3-2011	\$121,054	-5.6%	\$141,026	-4.0%
Q4-2011	\$117,945	-5.4%	\$144,102	+11.8%
Q1-2012	\$108,809	-3.7%	\$117,728	-6.2%
Q2-2012	\$126,805	+7.9%	\$128,678	-12.7%
Q3-2012	\$122,143	+0.9%	\$120,800	-14.3%
Q4-2012	\$128,437	+8.9%	\$146,836	+1.9%
Q1-2013	\$119,718	+10.0%	\$131,707	+11.9%
Q2-2013	\$138,536	+9.3%	\$136,252	+5.9%

Historical Average Sales Price by Month

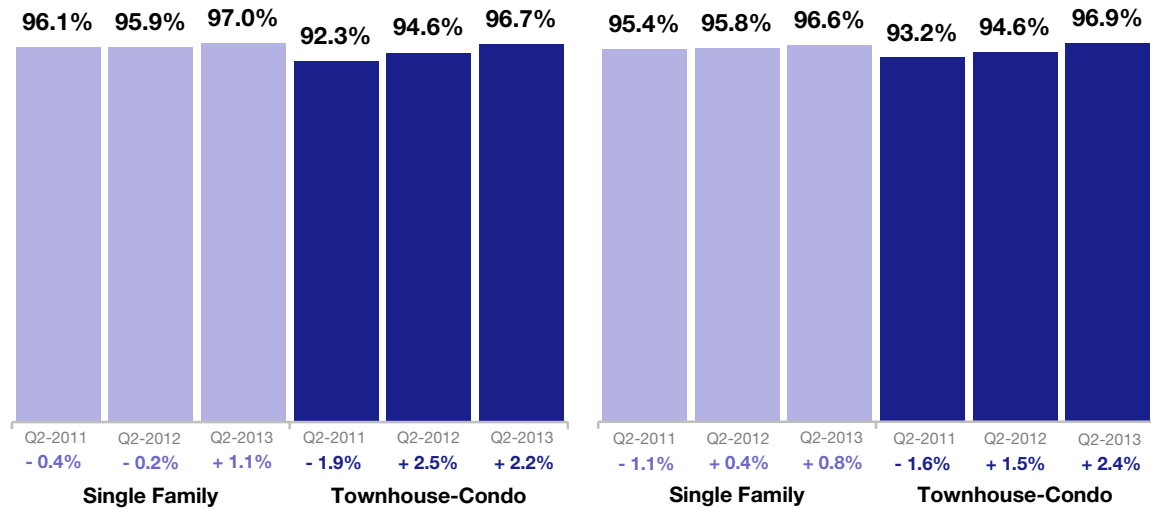


Percent of List Price Received



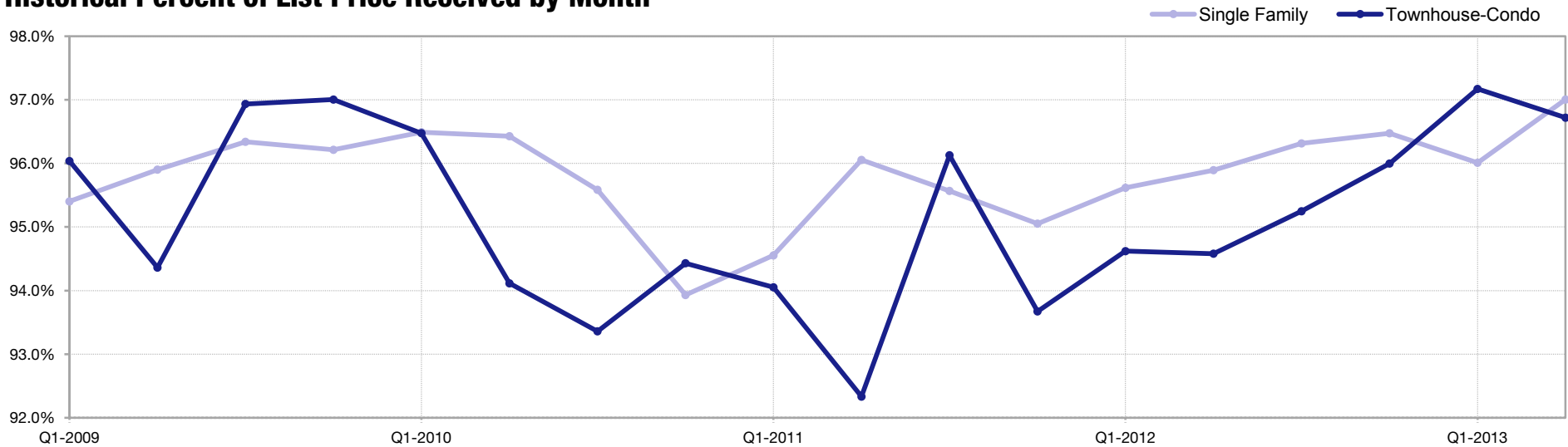
Q2-2013

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q3-2010	95.6%	-0.7%	93.4%	-3.6%
Q4-2010	93.9%	-2.4%	94.4%	-2.7%
Q1-2011	94.6%	-2.0%	94.1%	-2.5%
Q2-2011	96.1%	-0.3%	92.3%	-1.9%
Q3-2011	95.6%	0.0%	96.1%	+2.9%
Q4-2011	95.1%	+1.3%	93.7%	-0.7%
Q1-2012	95.6%	+1.1%	94.6%	+0.5%
Q2-2012	95.9%	-0.2%	94.6%	+2.5%
Q3-2012	96.3%	+0.7%	95.2%	-0.9%
Q4-2012	96.5%	+1.5%	96.0%	+2.5%
Q1-2013	96.0%	+0.4%	97.2%	+2.7%
Q2-2013	97.0%	+1.1%	96.7%	+2.2%

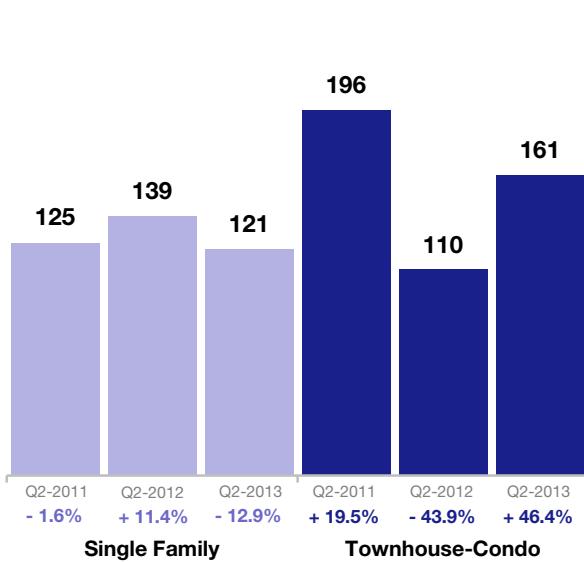
Historical Percent of List Price Received by Month



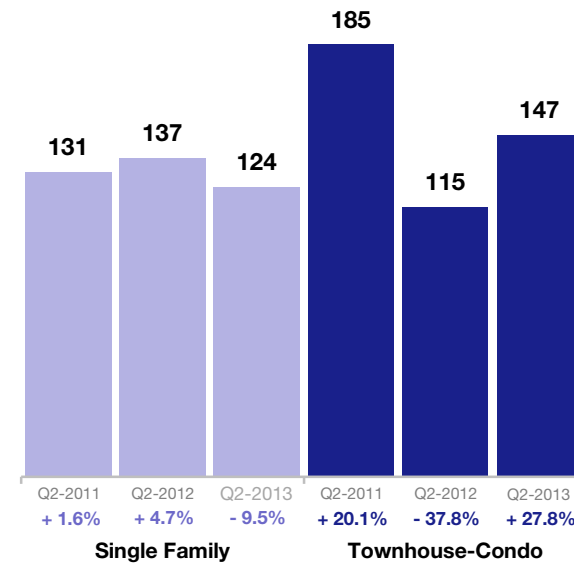
Days on Market Until Sale



Q2-2013

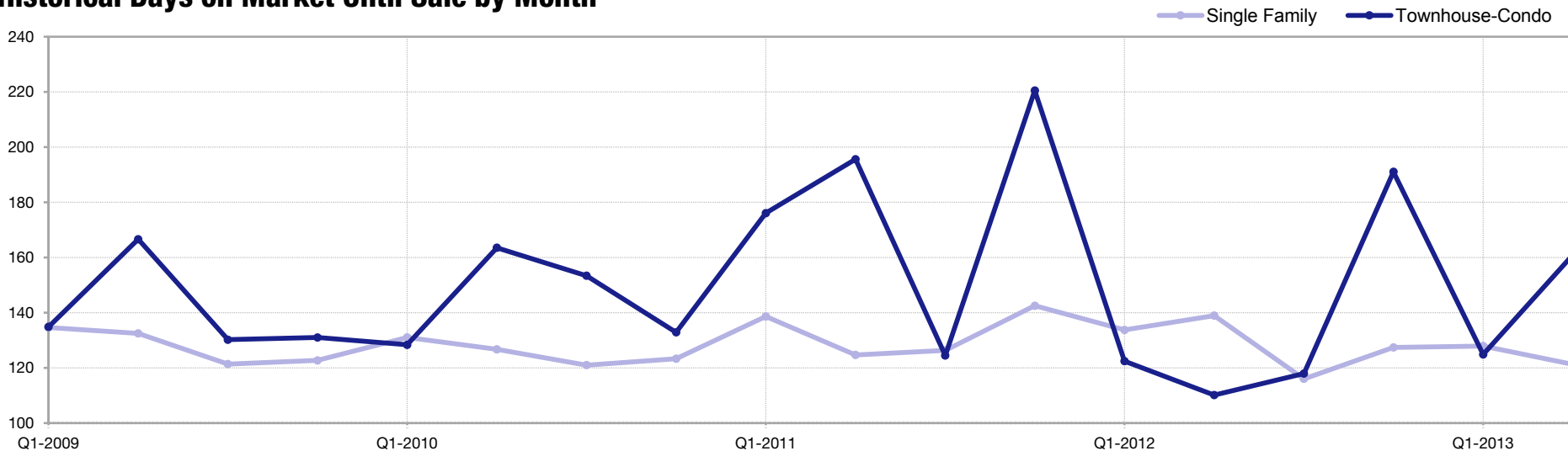


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q3-2010	121	0.0%	153	+17.7%
Q4-2010	123	0.0%	133	+1.5%
Q1-2011	139	+6.1%	176	+37.5%
Q2-2011	125	-1.6%	196	+19.5%
Q3-2011	126	+4.1%	124	-19.0%
Q4-2011	143	+16.3%	221	+66.2%
Q1-2012	134	-3.6%	122	-30.7%
Q2-2012	139	+11.2%	110	-43.9%
Q3-2012	116	-7.9%	118	-4.8%
Q4-2012	127	-11.2%	191	-13.6%
Q1-2013	128	-4.5%	125	+2.5%
Q2-2013	121	-12.9%	161	+46.4%

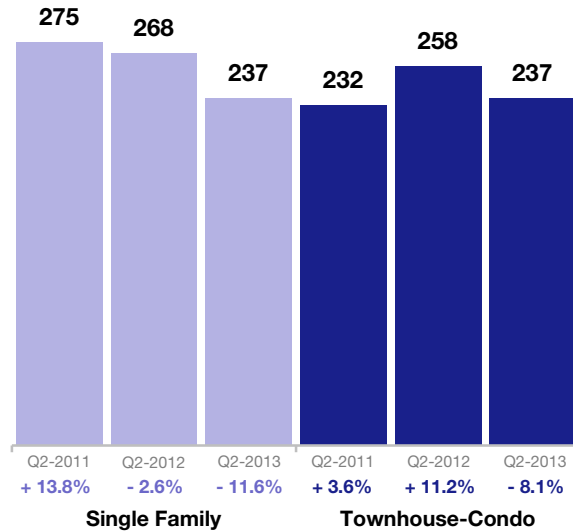
Historical Days on Market Until Sale by Month



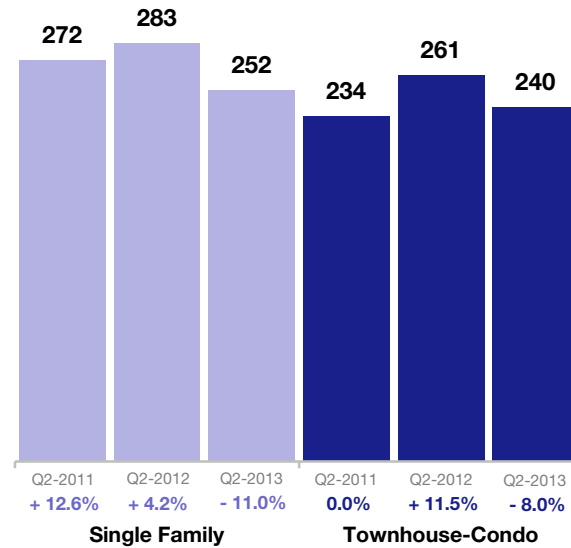
Housing Affordability Index



Q2-2013

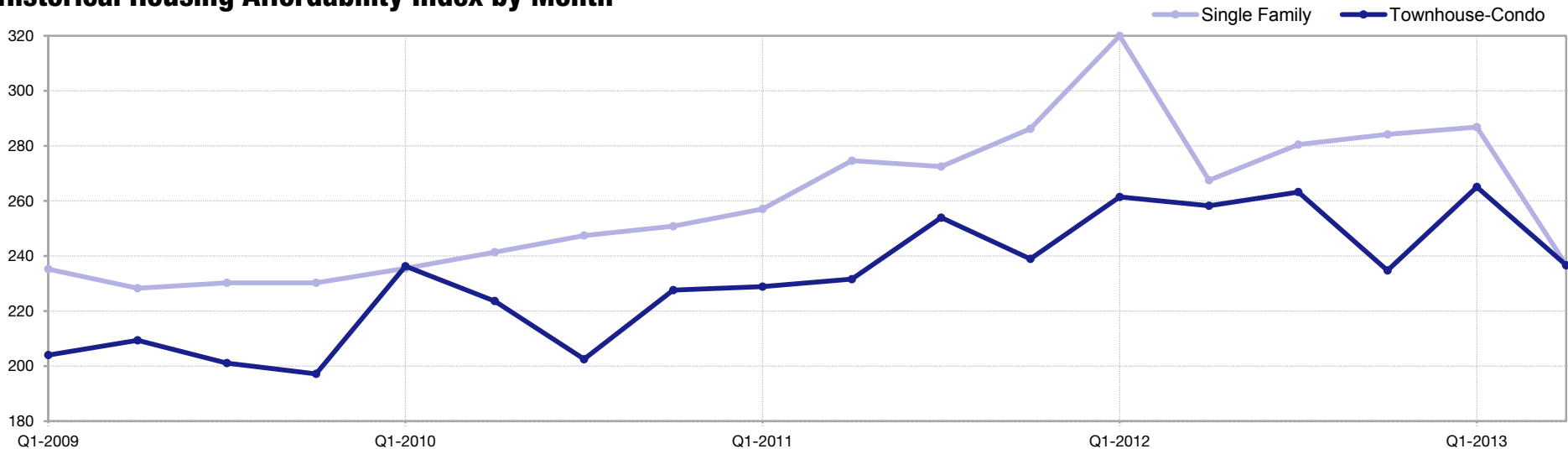


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q3-2010	247	+7.4%	202	+0.5%
Q4-2010	251	+9.1%	228	+15.7%
Q1-2011	257	+9.4%	229	-3.0%
Q2-2011	275	+14.1%	232	+3.6%
Q3-2011	272	+10.1%	254	+25.7%
Q4-2011	286	+13.9%	239	+4.8%
Q1-2012	320	+24.5%	261	+14.0%
Q2-2012	268	-2.5%	258	+11.2%
Q3-2012	280	+2.9%	263	+3.5%
Q4-2012	284	-0.7%	235	-1.7%
Q1-2013	287	-10.3%	265	+1.5%
Q2-2013	237	-11.6%	237	-8.1%

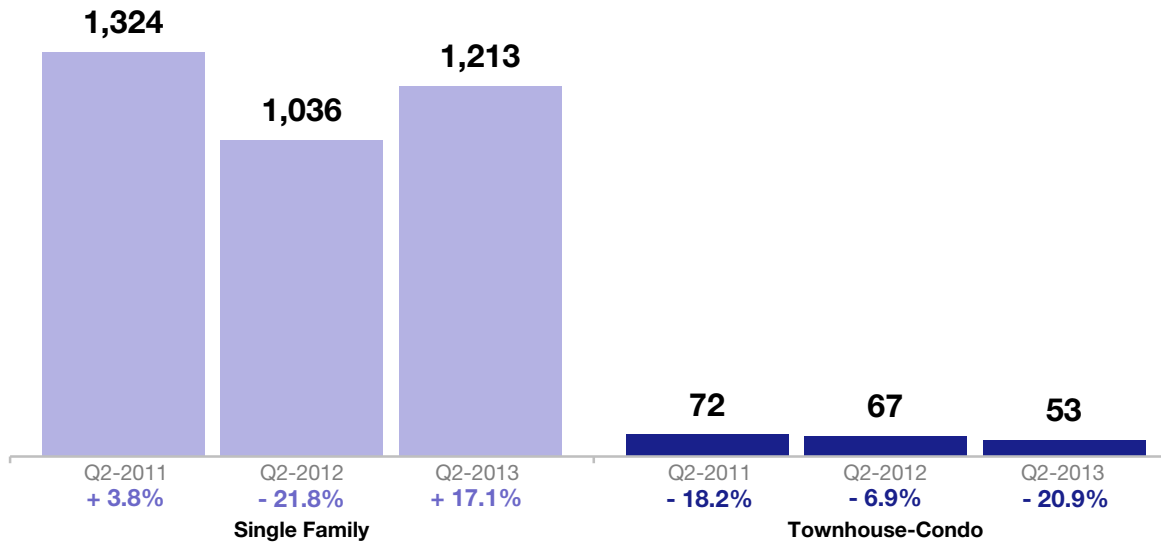
Historical Housing Affordability Index by Month



Inventory of Active Listings

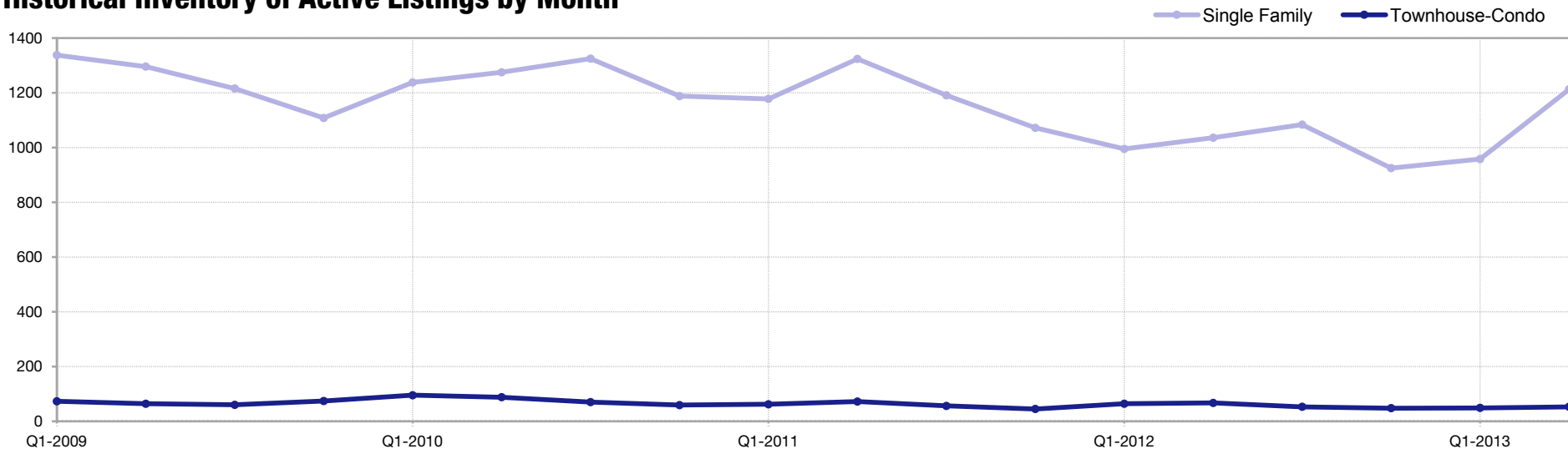


Q2-2013



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q3-2010	1,325	+9.0%	70	+16.7%
Q4-2010	1,188	+7.2%	59	-20.3%
Q1-2011	1,178	-4.8%	62	-34.7%
Q2-2011	1,324	+3.8%	72	-18.2%
Q3-2011	1,191	-10.1%	56	-20.0%
Q4-2011	1,072	-9.8%	45	-23.7%
Q1-2012	995	-15.5%	64	+3.2%
Q2-2012	1,036	-21.8%	67	-6.9%
Q3-2012	1,084	-9.0%	53	-5.4%
Q4-2012	925	-13.7%	48	+6.7%
Q1-2013	958	-3.7%	49	-23.4%
Q2-2013	1,213	+17.1%	53	-20.9%

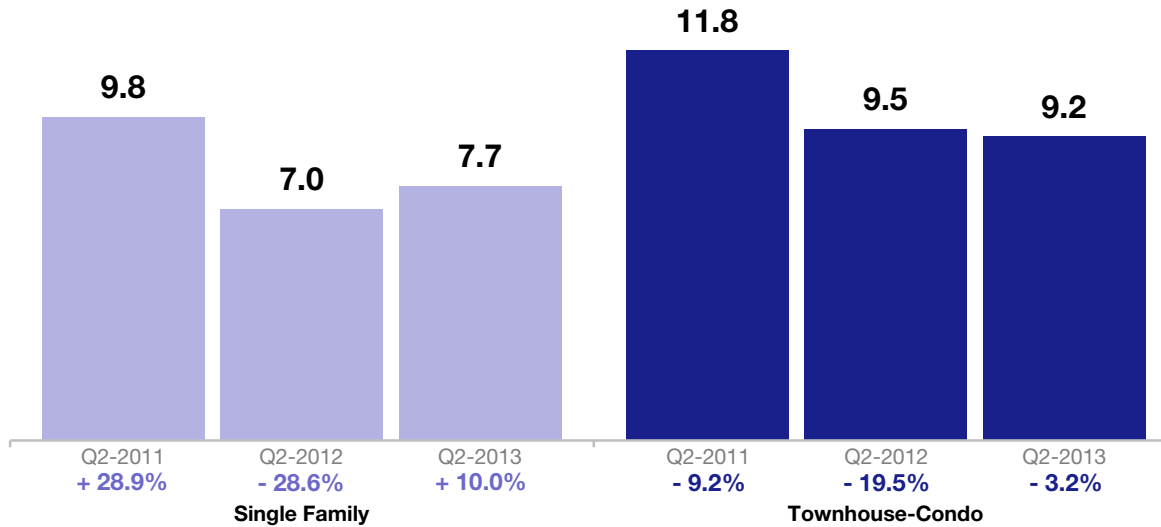
Historical Inventory of Active Listings by Month



Months Supply of Inventory

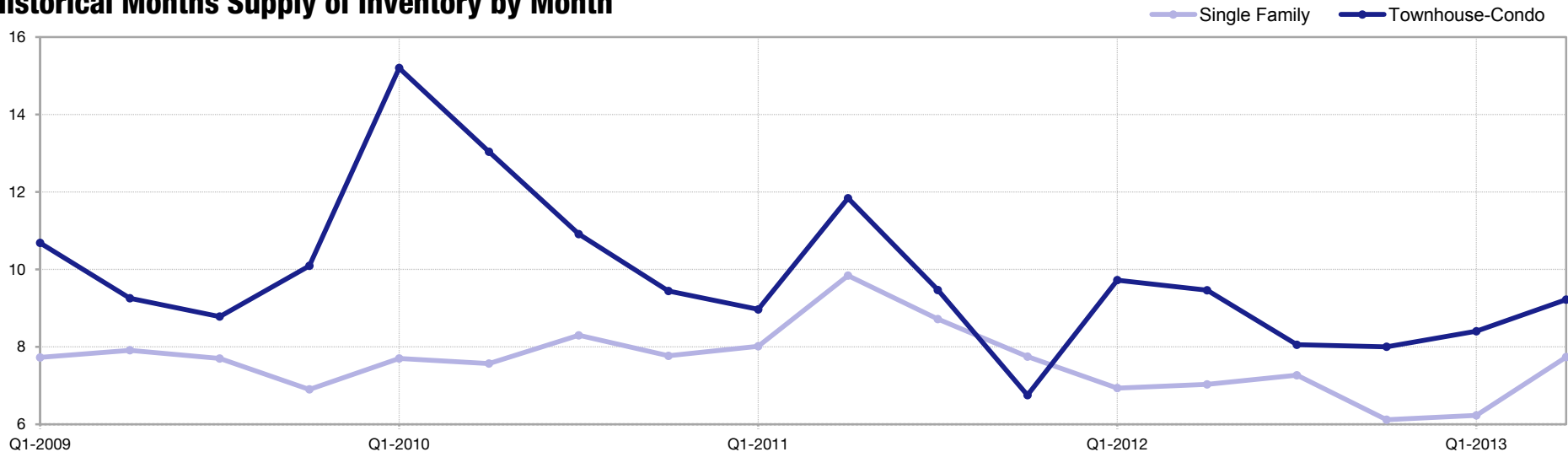


Q2-2013



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q3-2010	8.3	+7.8%	10.9	+23.9%
Q4-2010	7.8	+13.0%	9.4	-6.9%
Q1-2011	8.0	+3.9%	9.0	-40.8%
Q2-2011	9.8	+28.9%	11.8	-9.2%
Q3-2011	8.7	+4.8%	9.5	-12.8%
Q4-2011	7.7	-1.3%	6.8	-27.7%
Q1-2012	6.9	-13.8%	9.7	+7.8%
Q2-2012	7.0	-28.6%	9.5	-19.5%
Q3-2012	7.3	-16.1%	8.1	-14.7%
Q4-2012	6.1	-20.8%	8.0	+17.6%
Q1-2013	6.2	-10.1%	8.4	-13.4%
Q2-2013	7.7	+10.0%	9.2	-3.2%

Historical Months Supply of Inventory by Month



Total Market Overview

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



Key Metrics	Historical Sparkbars	Q2-2012	Q2-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
New Listings		879	942	+ 7.2%	1,608	1,745	+ 8.5%
Pending Sales		532	385	- 27.6%	1,016	884	- 13.0%
Sold Listings		521	556	+ 6.7%	922	986	+ 6.9%
Median Sales Price		\$119,000	\$129,950	+ 9.2%	\$110,000	\$121,000	+ 10.0%
Average Sales Price		\$126,881	\$138,450	+ 9.1%	\$119,137	\$130,462	+ 9.5%
Pct. of List Price Received		95.8%	97.0%	+ 1.3%	95.7%	96.6%	+ 0.9%
Days on Market		138	123	- 10.9%	133	136	+ 2.3%
Affordability Index		267	237	- 11.2%	283	250	- 11.7%
Active Listings		1,103	1,266	+ 14.8%	--	--	--
Months Supply		7.1	7.8	+ 9.9%	--	--	--

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 (e.g., Q3 New Listings are those listings with a system list date from July 1 through September 30).
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 Quarter 2-2013

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

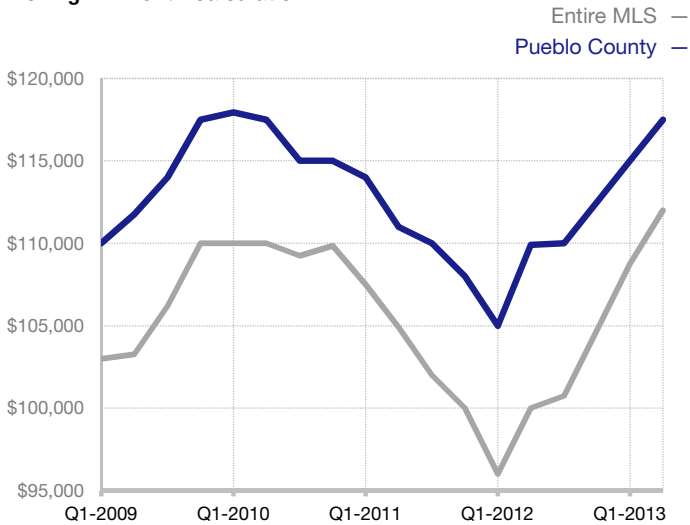
Single Family Key Metrics	Quarter 2			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q2-2012	Thru Q2-2013	Percent Change from Previous Year
New Listings	851	906	+ 6.5%	1,529	1,675	+ 9.5%
Sold Listings	504	534	+ 6.0%	886	947	+ 6.9%
Median Sales Price*	\$119,000	\$129,900	+ 9.2%	\$109,900	\$120,400	+ 9.6%
Average Sales Price*	\$126,665	\$138,051	+ 9.0%	\$119,052	\$130,222	+ 9.4%
Percent of List Price Received*	95.9%	97.0%	+ 1.1%	95.8%	96.6%	+ 0.8%
Days on Market Until Sale	140	121	- 13.6%	137	124	- 9.5%
Inventory of Homes for Sale	1,043	1,217	+ 16.7%	--	--	--
Months Supply of Inventory	7.1	7.8	+ 9.9%	--	--	--

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

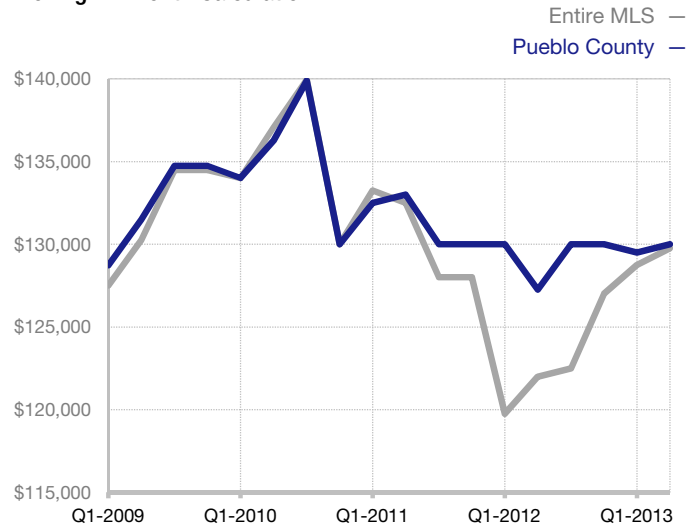
Townhouse-Condo Key Metrics	Quarter 2			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q2-2012	Thru Q2-2013	Percent Change from Previous Year
New Listings	29	32	+ 10.3%	79	64	- 19.0%
Sold Listings	22	21	- 4.5%	38	34	- 10.5%
Median Sales Price*	\$124,500	\$130,000	+ 4.4%	\$122,500	\$127,950	+ 4.4%
Average Sales Price*	\$128,678	\$136,252	+ 5.9%	\$123,943	\$134,715	+ 8.7%
Percent of List Price Received*	94.6%	96.7%	+ 2.2%	94.6%	96.8%	+ 2.3%
Days on Market Until Sale	110	161	+ 46.4%	115	149	+ 29.6%
Inventory of Homes for Sale	66	53	- 19.7%	--	--	--
Months Supply of Inventory	9.3	9.5	+ 2.2%	--	--	--

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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 Quarter 2-2013

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Arkansas Valley/Otero County

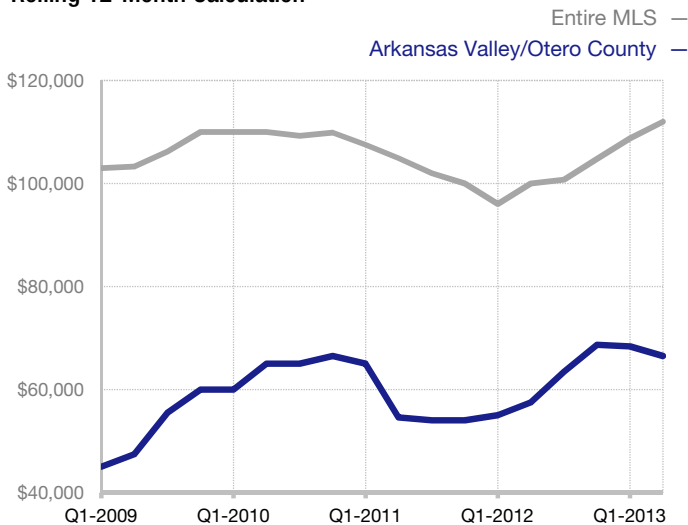
Single Family	Quarter 2			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q2-2012	Thru Q2-2013	Percent Change from Previous Year
Key Metrics						
New Listings	114	115	+ 0.9%	213	220	+ 3.3%
Sold Listings	66	81	+ 22.7%	117	147	+ 25.6%
Median Sales Price*	\$77,650	\$56,650	- 27.0%	\$63,551	\$55,000	- 13.5%
Average Sales Price*	\$92,216	\$99,943	+ 8.4%	\$79,650	\$84,471	+ 6.1%
Percent of List Price Received*	93.8%	91.7%	- 2.2%	93.0%	92.3%	- 0.8%
Days on Market Until Sale	234	182	- 22.2%	212	184	- 13.2%
Inventory of Homes for Sale	259	241	- 6.9%	--	--	--
Months Supply of Inventory	13.4	10.9	- 18.7%	--	--	--

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

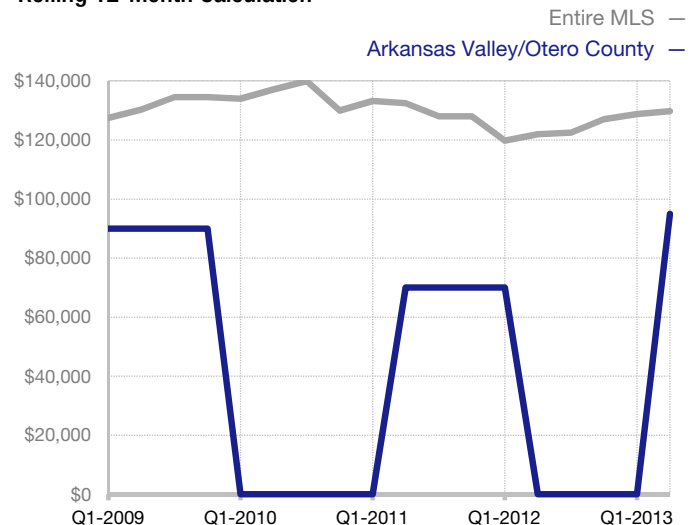
Townhouse-Condo	Quarter 2			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q2-2012	Thru Q2-2013	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	1	--
Sold Listings	0	1	--	0	1	--
Median Sales Price*	0	\$95,000	--	0	\$95,000	--
Average Sales Price*	\$0	\$95,000	--	\$0	\$95,000	--
Percent of List Price Received*	\$0	86.4%	--	\$0	86.4%	--
Days on Market Until Sale	0.0%	70	--	0.0%	70	--
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. Note: 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



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Fowler

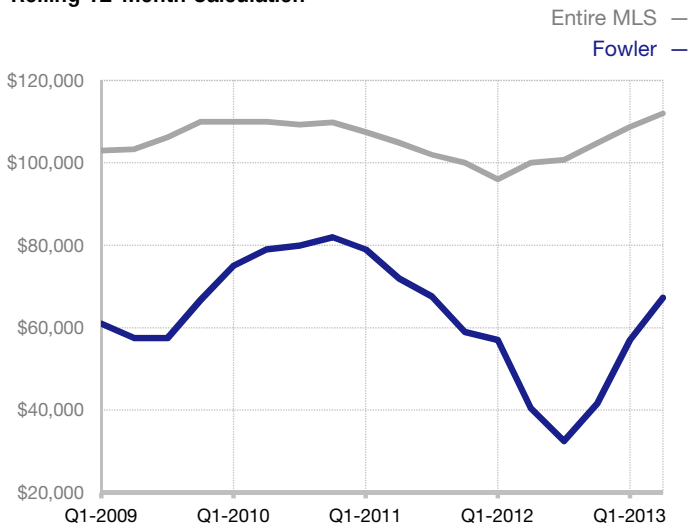
Single Family	Quarter 2			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q2-2012	Thru Q2-2013	Percent Change from Previous Year
Key Metrics						
New Listings	11	12	+ 9.1%	25	29	+ 16.0%
Sold Listings	5	8	+ 60.0%	10	11	+ 10.0%
Median Sales Price*	\$40,500	\$103,750	+ 156.2%	\$36,263	\$97,500	+ 168.9%
Average Sales Price*	\$47,485	\$347,575	+ 632.0%	\$52,743	\$271,136	+ 414.1%
Percent of List Price Received*	88.3%	91.6%	+ 3.7%	91.1%	93.9%	+ 3.1%
Days on Market Until Sale	183	153	- 16.4%	151	130	- 13.9%
Inventory of Homes for Sale	27	25	- 7.4%	--	--	--
Months Supply of Inventory	12.9	9.1	- 29.5%	--	--	--

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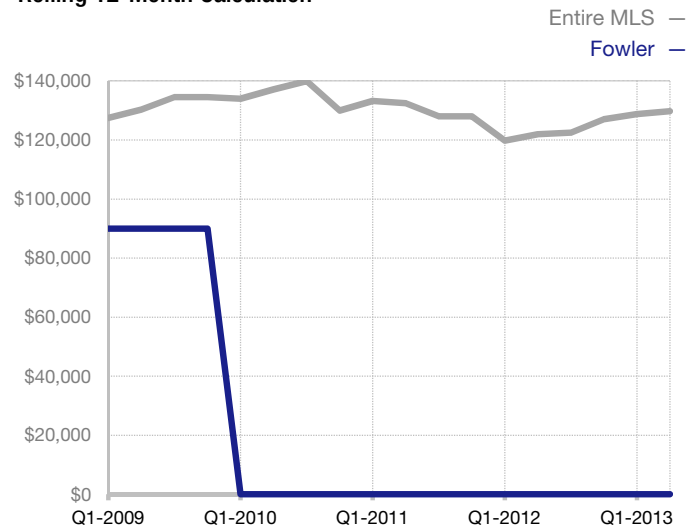
Townhouse-Condo	Quarter 2			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q2-2012	Thru Q2-2013	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	0	0	--	0	0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	\$0	\$0	--	\$0	\$0	--
Days on Market Until Sale	0.0%	0.0%	--	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. Note: 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 Quarter 2-2013

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Las Animas

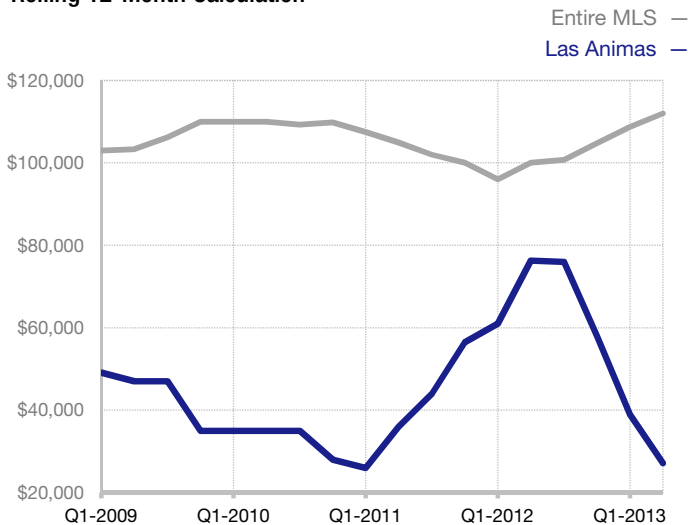
Single Family	Quarter 2			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q2-2012	Thru Q2-2013	Percent Change from Previous Year
Key Metrics						
New Listings	6	12	+ 100.0%	9	17	+ 88.9%
Sold Listings	6	7	+ 16.7%	10	16	+ 60.0%
Median Sales Price*	\$81,500	\$31,000	- 62.0%	\$76,150	\$27,126	- 64.4%
Average Sales Price*	\$74,350	\$69,950	- 5.9%	\$62,140	\$53,889	- 13.3%
Percent of List Price Received*	91.4%	92.0%	+ 0.7%	91.5%	92.2%	+ 0.8%
Days on Market Until Sale	233	121	- 48.1%	227	184	- 18.9%
Inventory of Homes for Sale	9	15	+ 66.7%	--	--	--
Months Supply of Inventory	4.8	6.8	+ 41.7%	--	--	--

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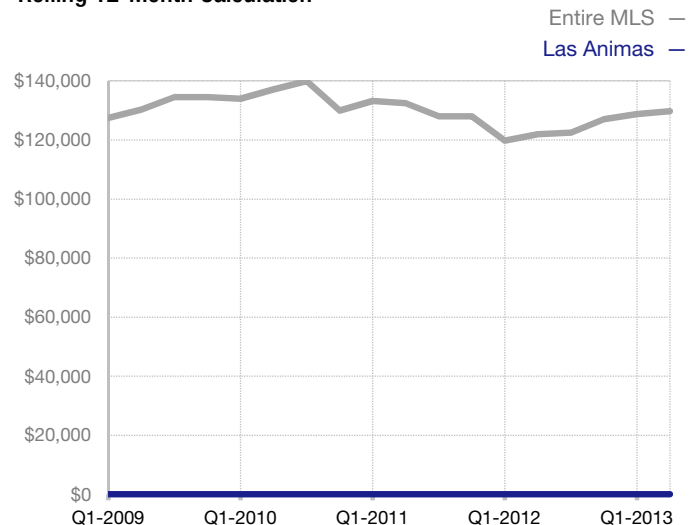
Townhouse-Condo	Quarter 2			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q2-2012	Thru Q2-2013	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	0	0	--	0	0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	\$0	\$0	--	\$0	\$0	--
Days on Market Until Sale	0.0%	0.0%	--	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 Quarter 2-2013

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Manzanola

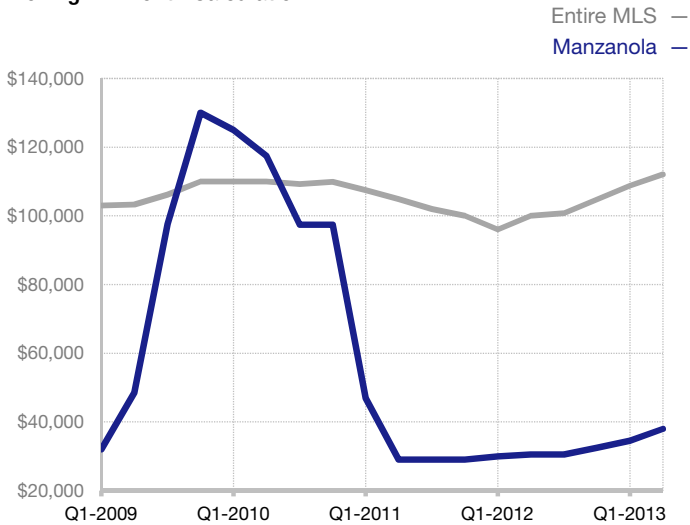
Single Family	Quarter 2			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q2-2012	Thru Q2-2013	Percent Change from Previous Year
Key Metrics						
New Listings	1	2	+ 100.0%	4	4	0.0%
Sold Listings	4	2	- 50.0%	6	3	- 50.0%
Median Sales Price*	\$32,500	\$89,750	+ 176.2%	\$32,500	\$125,000	+ 284.6%
Average Sales Price*	\$30,750	\$89,750	+ 191.9%	\$45,150	\$101,500	+ 124.8%
Percent of List Price Received*	98.9%	81.4%	- 17.7%	98.4%	87.6%	- 11.0%
Days on Market Until Sale	341	248	- 27.3%	305	177	- 42.0%
Inventory of Homes for Sale	10	9	- 10.0%	--	--	--
Months Supply of Inventory	7.8	7.9	+ 1.3%	--	--	--

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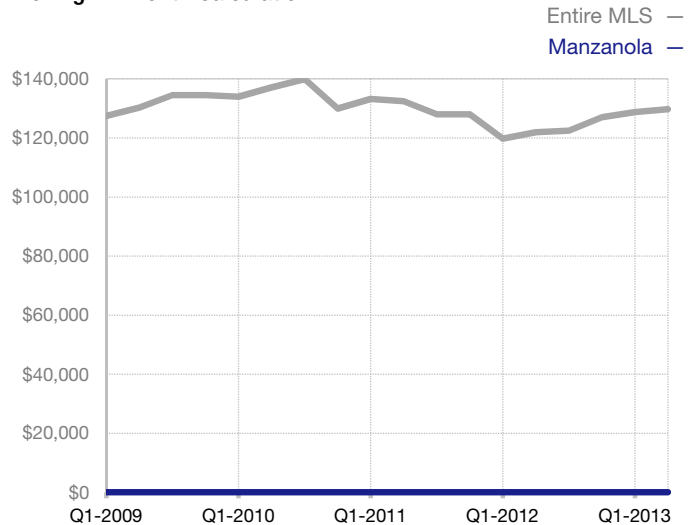
Townhouse-Condo	Quarter 2			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q2-2012	Thru Q2-2013	Percent Change from Previous Year
Key Metrics						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	0	0	--	0	0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	\$0	\$0	--	\$0	\$0	--
Days on Market Until Sale	0.0%	0.0%	--	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. Note: 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 Quarter 2-2013

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Rocky Ford

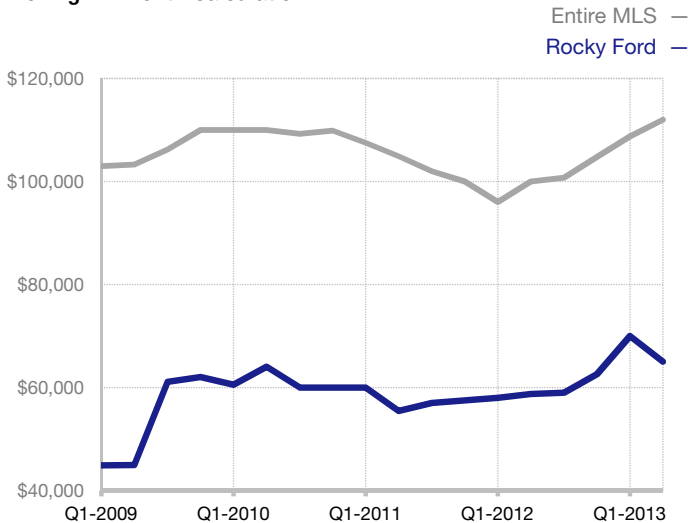
Single Family	Quarter 2			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q2-2012	Thru Q2-2013	Percent Change from Previous Year
Key Metrics						
New Listings	22	21	- 4.5%	36	39	+ 8.3%
Sold Listings	14	18	+ 28.6%	24	38	+ 58.3%
Median Sales Price*	\$96,000	\$65,500	- 31.8%	\$62,600	\$65,000	+ 3.8%
Average Sales Price*	\$119,586	\$82,822	- 30.7%	\$92,888	\$74,665	- 19.6%
Percent of List Price Received*	93.6%	91.2%	- 2.6%	90.4%	91.3%	+ 1.0%
Days on Market Until Sale	359	255	- 29.0%	276	220	- 20.3%
Inventory of Homes for Sale	43	47	+ 9.3%	--	--	--
Months Supply of Inventory	11.0	9.6	- 12.7%	--	--	--

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Townhouse-Condo	Quarter 2			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q2-2012	Thru Q2-2013	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	--
Days on Market Until Sale	0.0%	0.0%	--	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

