

# Quarterly Indicators



## Q3-2013

Percent changes calculated using year-over-year comparisons.

With a fourth consecutive quarter of increases in almost all market indicators, we can comfortably say that most areas of Colorado are returning to what industry analysts would describe as "normal market conditions."

New Listings were up 5.4 percent for single family homes and 3.8 percent for townhouse-condo properties. Pending Sales decreased 23.6 percent for single family homes and 15.0 percent for townhouse-condo properties.

The Median Sales Price was up 8.7 percent to \$125,000 for single family homes and 5.1 percent to \$131,750 for townhouse-condo properties. Months Supply of Inventory increased 2.7 percent for single family units but decreased 7.4 percent for townhouse-condo units.

Of course two rounds of natural disasters in our state – fires and flooding – over the summer months will have significant impact on housing in the areas most directly affected and perhaps some ripple effects elsewhere. This means that not everyone is enjoying normal market conditions.

## Monthly Snapshot

<b>+ 12.5%</b>	<b>+ 8.7%</b>	<b>+ 11.3%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> 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	<b>2</b>
Townhouse-Condo Market Overview	<b>3</b>
New Listings	<b>4</b>
Pending Sales	<b>5</b>
Sold Listings	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of List Price Received	<b>9</b>
Days on Market Until Sale	<b>10</b>
Housing Affordability Index	<b>11</b>
Inventory of Active Listings	<b>12</b>
Months Supply of Inventory	<b>13</b>
Total Market Overview	<b>14</b>
Glossary of Terms	<b>15</b>

[Click on desired metric to jump to that page.](#)



# 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	Q3-2012	Q3-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
<b>New Listings</b>		809	<b>853</b>	+ 5.4%	2,336	<b>2,540</b>	+ 8.7%
<b>Pending Sales</b>		470	<b>359</b>	- 23.6%	1,451	<b>1,397</b>	- 3.7%
<b>Sold Listings</b>		487	<b>539</b>	+ 10.7%	1,371	<b>1,510</b>	+ 10.1%
<b>Median Sales Price</b>		\$115,000	<b>\$125,000</b>	+ 8.7%	\$110,950	<b>\$123,850</b>	+ 11.6%
<b>Average Sales Price</b>		\$122,143	<b>\$131,729</b>	+ 7.8%	\$120,078	<b>\$130,796</b>	+ 8.9%
<b>Pct. of List Price Received</b>		96.3%	<b>96.8%</b>	+ 0.5%	96.0%	<b>96.6%</b>	+ 0.6%
<b>Days on Market</b>		116	<b>113</b>	- 2.6%	129	<b>120</b>	- 7.0%
<b>Affordability Index</b>		280	<b>246</b>	- 12.1%	288	<b>248</b>	- 13.9%
<b>Active Listings</b>		1,085	<b>1,217</b>	+ 12.2%	--	<b>--</b>	--
<b>Months Supply</b>		7.3	<b>7.5</b>	+ 2.7%	--	<b>--</b>	--

# Townhouse-Condo Market Overview



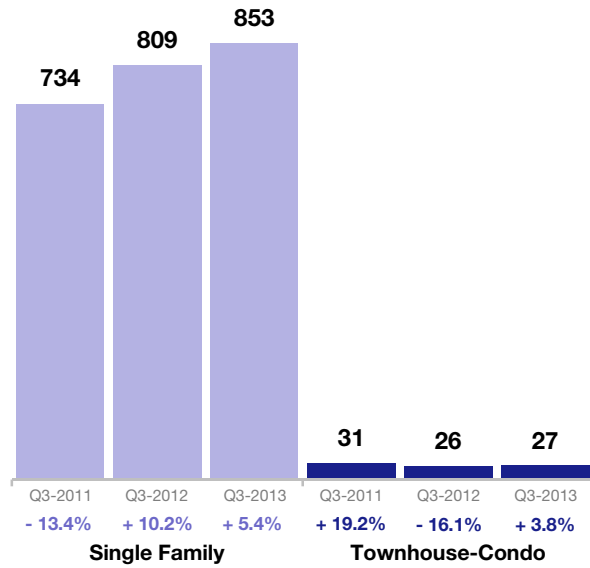
Key metrics by report quarter and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	Q3-2012	Q3-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
<b>New Listings</b>		26	<b>27</b>	+ 3.8%	106	<b>95</b>	- 10.4%
<b>Pending Sales</b>		20	<b>17</b>	- 15.0%	55	<b>60</b>	+ 9.1%
<b>Sold Listings</b>		15	<b>26</b>	+ 73.3%	53	<b>61</b>	+ 15.1%
<b>Median Sales Price</b>		\$125,300	<b>\$131,750</b>	+ 5.1%	\$123,500	<b>\$130,000</b>	+ 5.3%
<b>Average Sales Price</b>		\$120,800	<b>\$138,540</b>	+ 14.7%	\$123,036	<b>\$136,184</b>	+ 10.7%
<b>Pct. of List Price Received</b>		95.2%	<b>98.3%</b>	+ 3.3%	94.8%	<b>97.5%</b>	+ 2.8%
<b>Days on Market</b>		118	<b>149</b>	+ 26.3%	116	<b>147</b>	+ 26.7%
<b>Affordability Index</b>		263	<b>236</b>	- 10.3%	266	<b>239</b>	- 10.2%
<b>Active Listings</b>		53	<b>50</b>	- 5.7%	--	<b>--</b>	--
<b>Months Supply</b>		8.1	<b>7.5</b>	- 7.4%	--	<b>--</b>	--

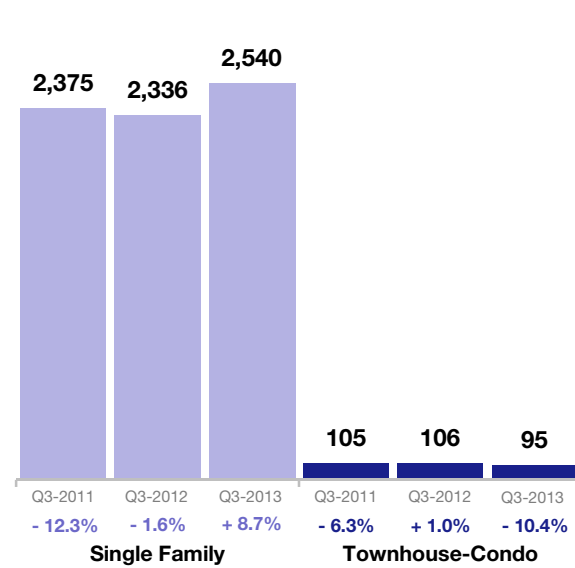
# New Listings



## Q3-2013

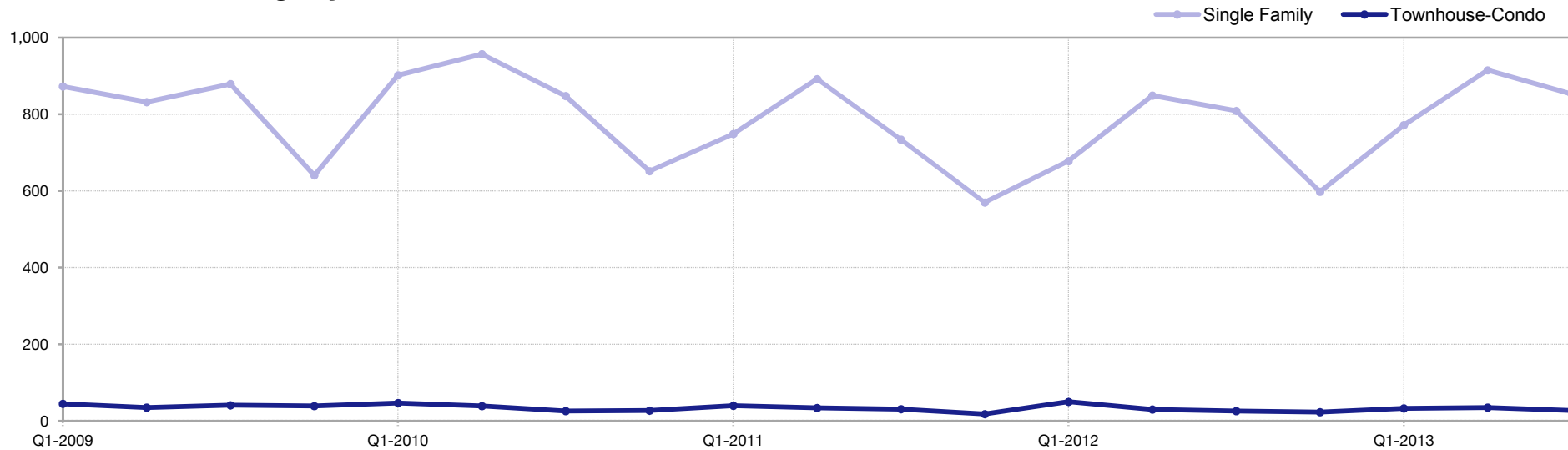


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	570	-12.6%	18	-33.3%
Q1-2012	678	-9.5%	50	+25.0%
Q2-2012	849	-4.8%	30	-11.8%
Q3-2012	809	+10.2%	26	-16.1%
Q4-2012	598	+4.9%	23	+27.8%
Q1-2013	772	+13.9%	33	-34.0%
Q2-2013	915	+7.8%	35	+16.7%
<b>Q3-2013</b>	<b>853</b>	<b>+5.4%</b>	<b>27</b>	<b>+3.8%</b>

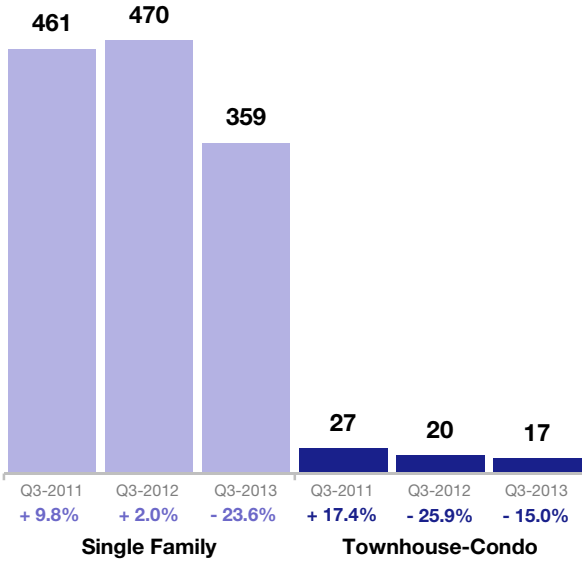
## Historical New Listings by Quarter



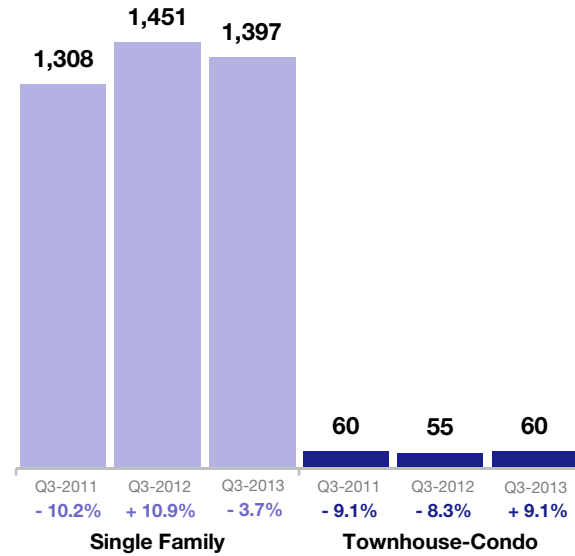
# Pending Sales



## Q3-2013

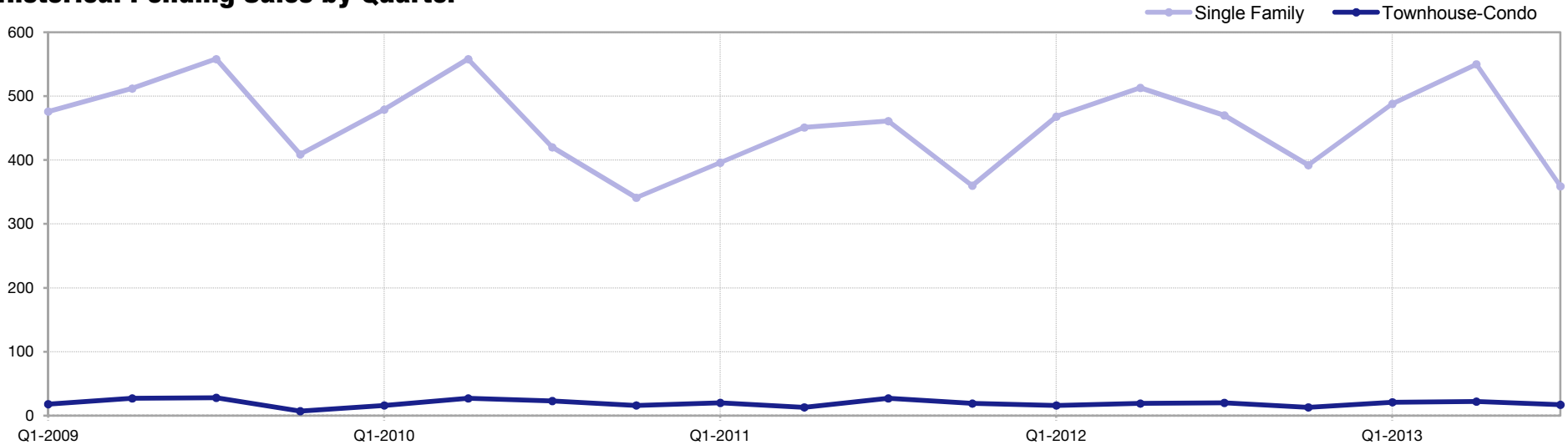


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	470	+2.0%	20	-25.9%
Q4-2012	392	+8.9%	13	-31.6%
Q1-2013	488	+4.3%	21	+31.3%
Q2-2013	550	+7.2%	22	+15.8%
<b>Q3-2013</b>	<b>359</b>	<b>-23.6%</b>	<b>17</b>	<b>-15.0%</b>

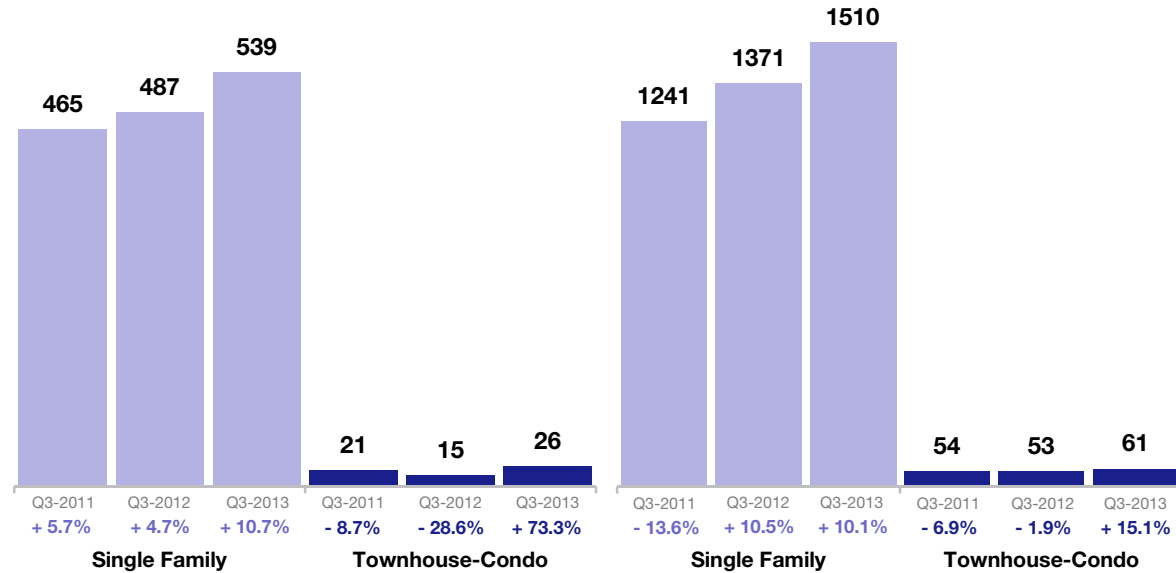
## Historical Pending Sales by Quarter



# Sold Listings

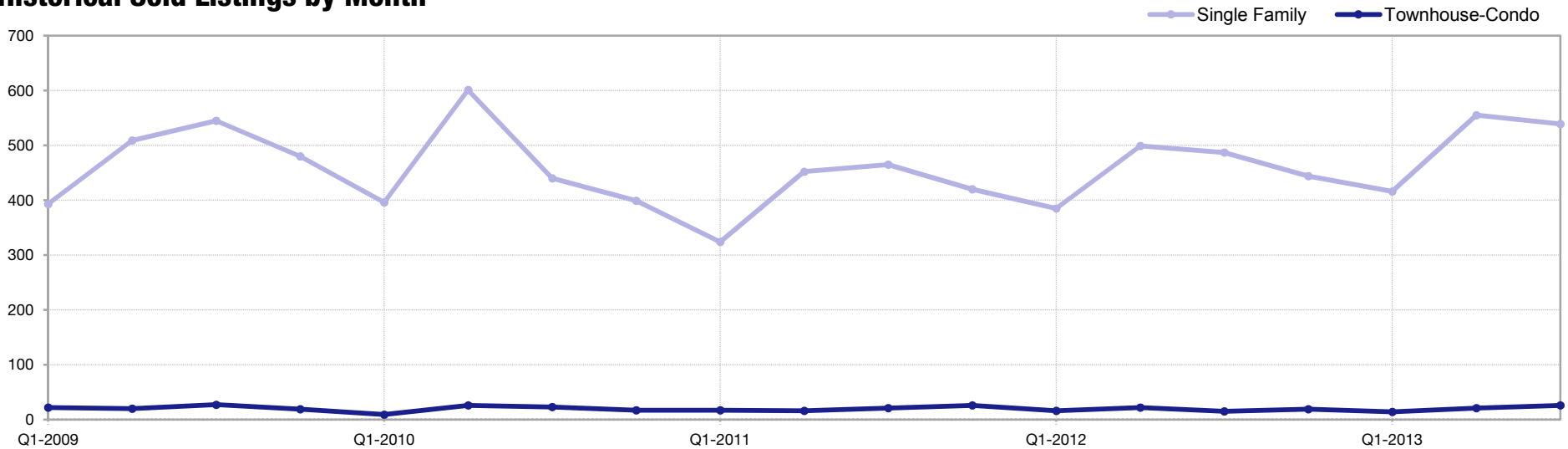


## Q3-2013



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	555	+11.2%	21	-4.5%
<b>Q3-2013</b>	<b>539</b>	<b>+10.7%</b>	<b>26</b>	<b>+73.3%</b>

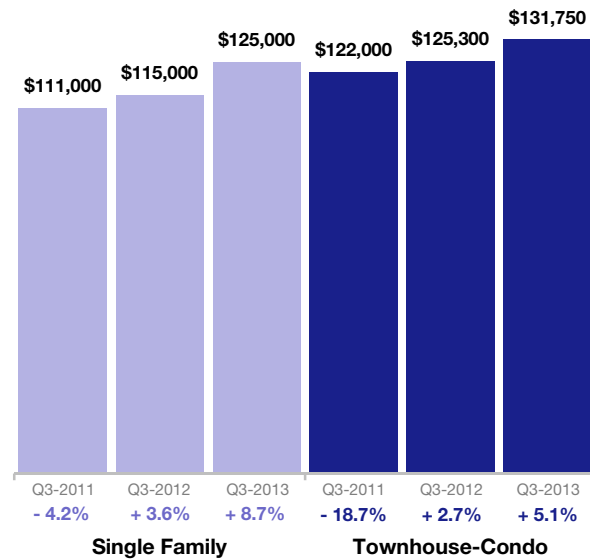
## Historical Sold Listings by Month



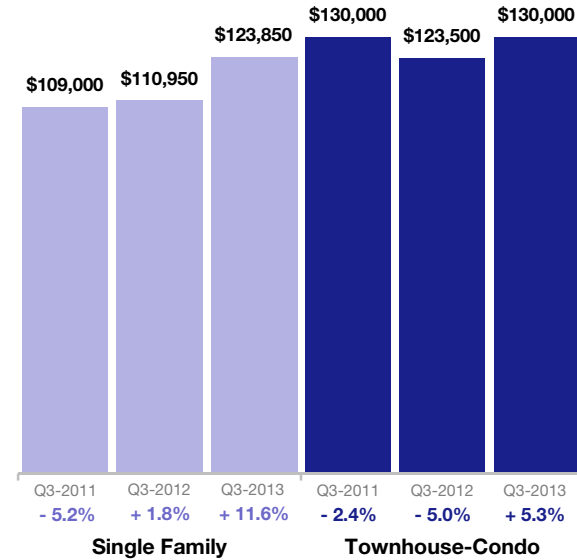
# Median Sales Price



## Q3-2013

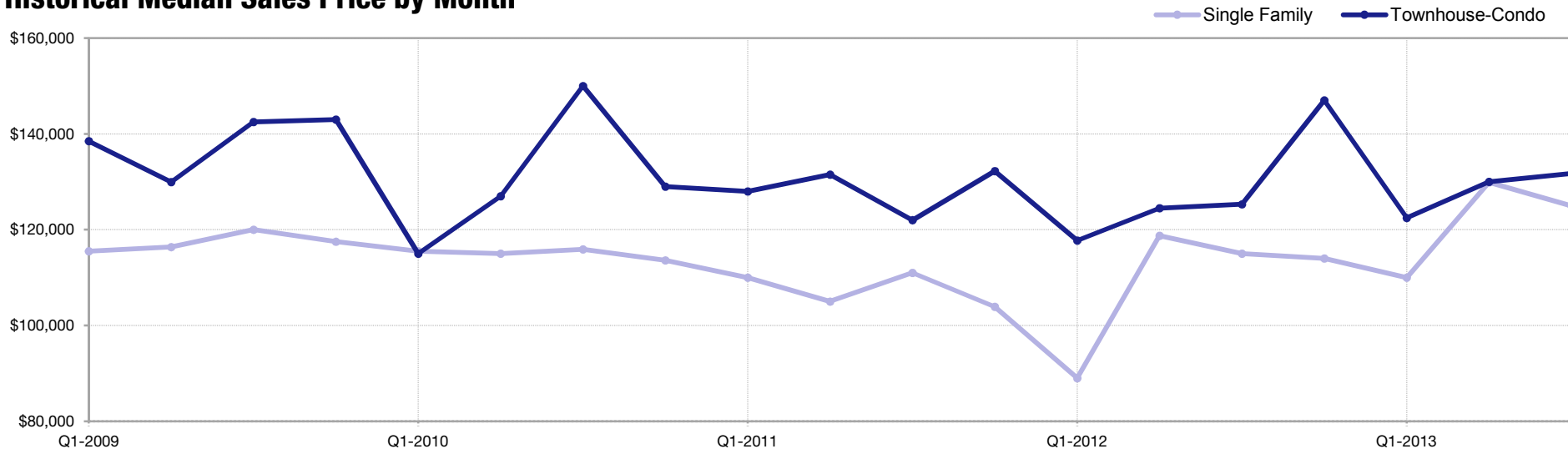


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
<b>Q3-2013</b>	<b>\$125,000</b>	<b>+8.7%</b>	<b>\$131,750</b>	<b>+5.1%</b>

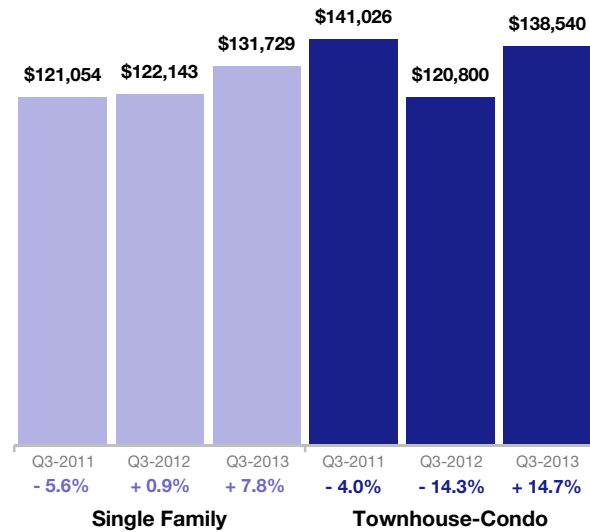
## Historical Median Sales Price by Month



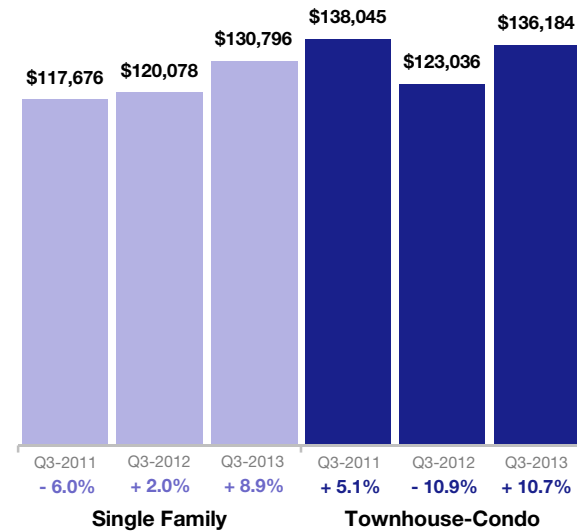
# Average Sales Price



## Q3-2013

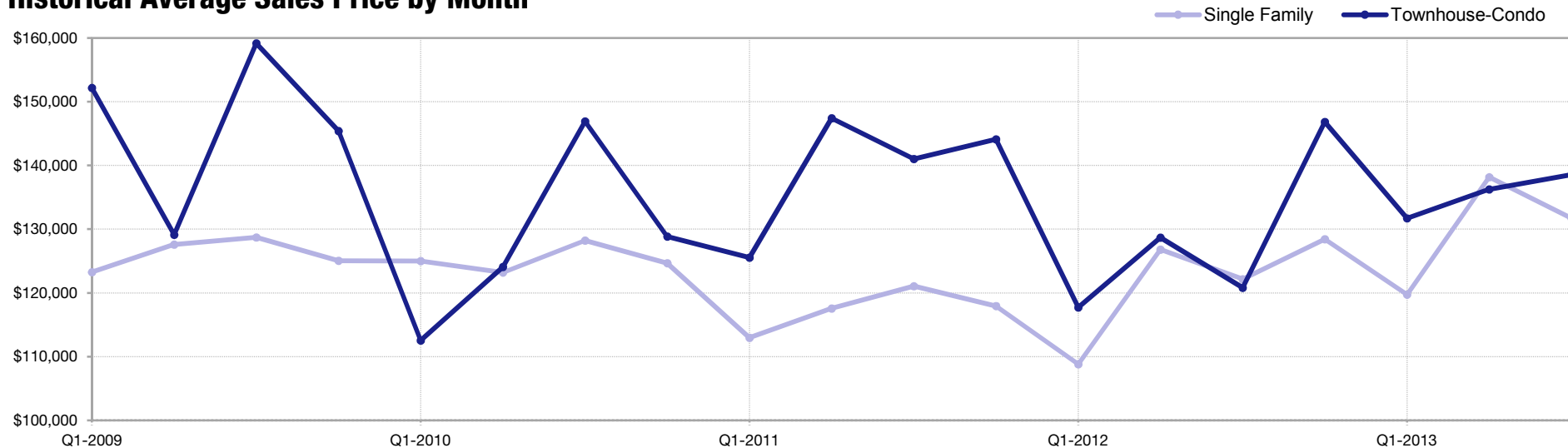


## Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$119,740	+10.0%	\$131,707	+11.9%
Q2-2013	\$138,159	+9.0%	\$136,252	+5.9%
<b>Q3-2013</b>	<b>\$131,729</b>	<b>+7.8%</b>	<b>\$138,540</b>	<b>+14.7%</b>

## Historical Average Sales Price by Month

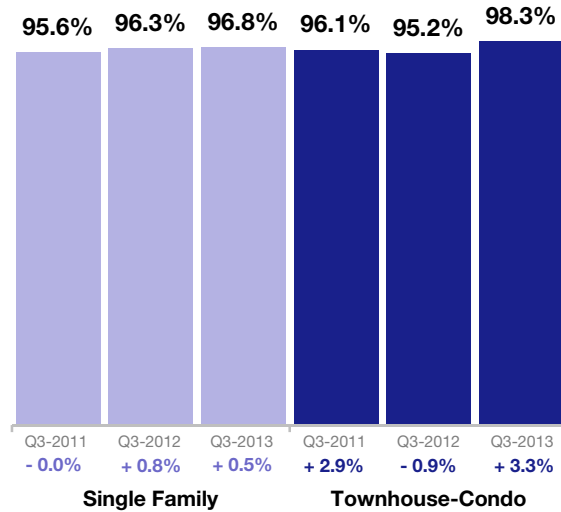




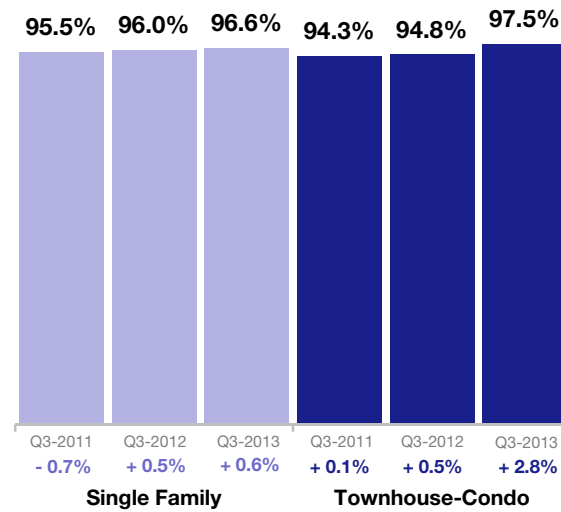
# Percent of List Price Received



## Q3-2013

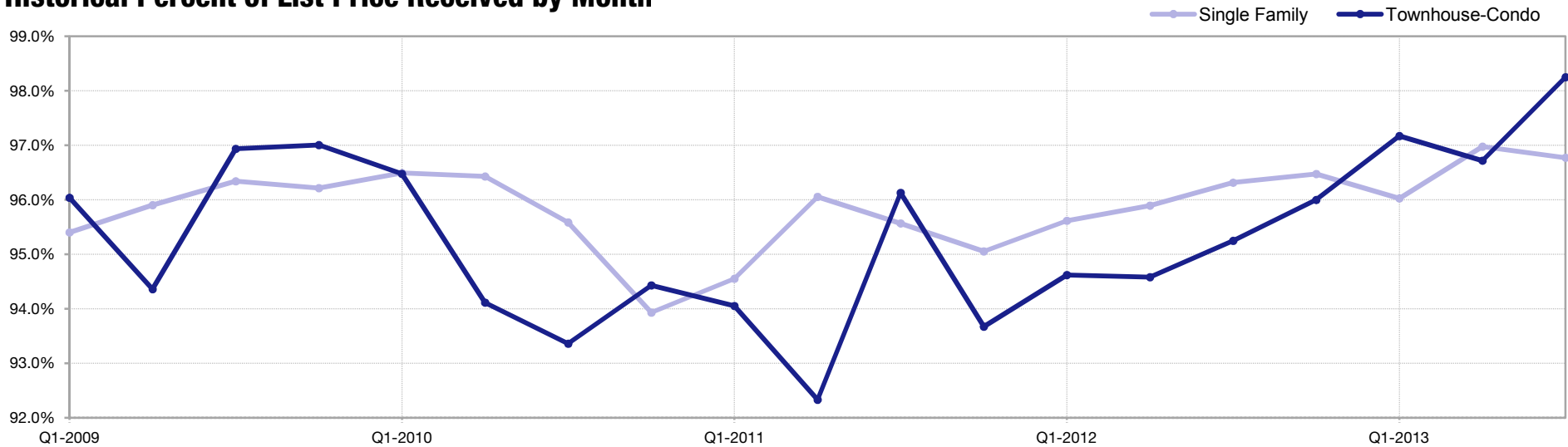


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
<b>Q3-2013</b>	<b>96.8%</b>	<b>+0.5%</b>	<b>98.3%</b>	<b>+3.3%</b>

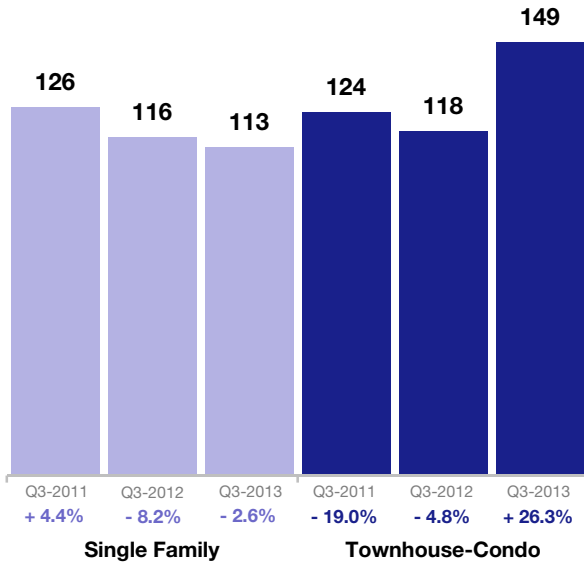
## Historical Percent of List Price Received by Month



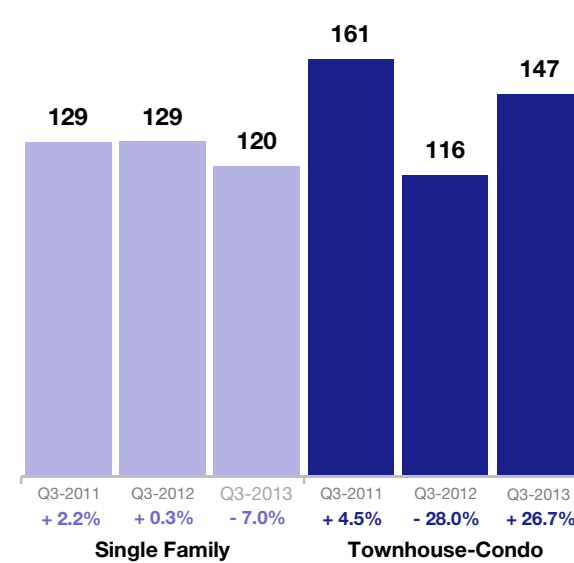
# Days on Market Until Sale



## Q3-2013

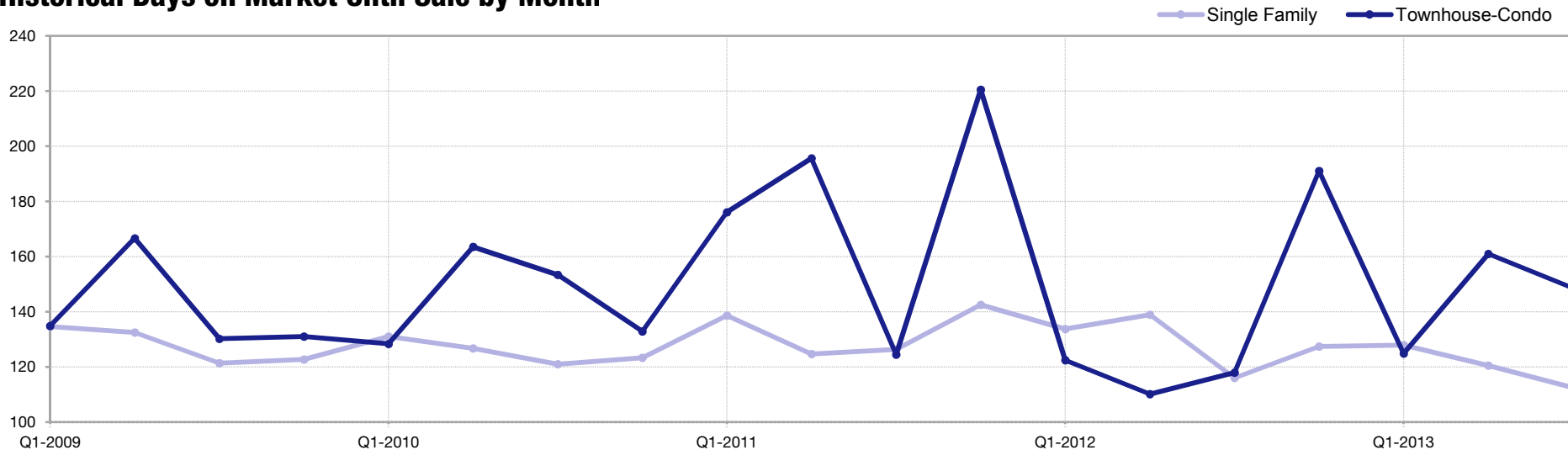


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
<b>Q3-2013</b>	<b>113</b>	<b>-2.6%</b>	<b>149</b>	<b>+26.3%</b>

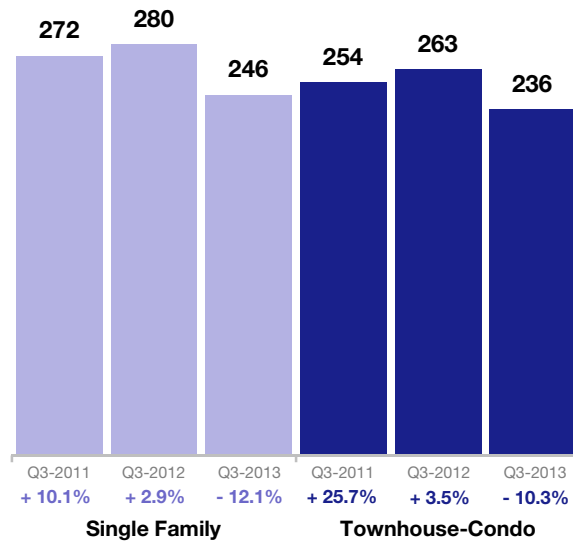
## Historical Days on Market until Sale by Month



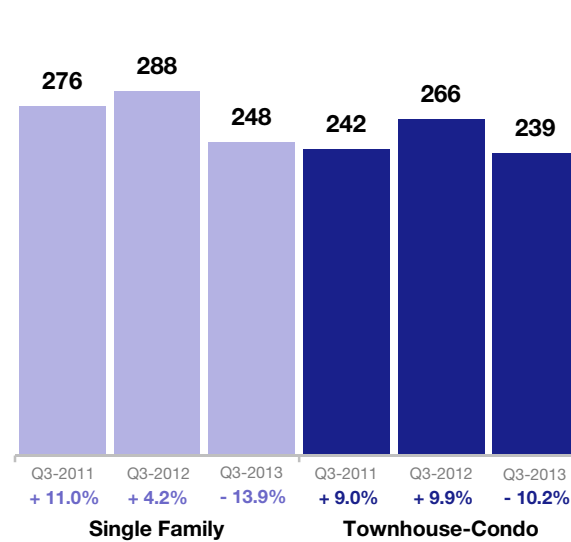
# Housing Affordability Index



## Q3-2013

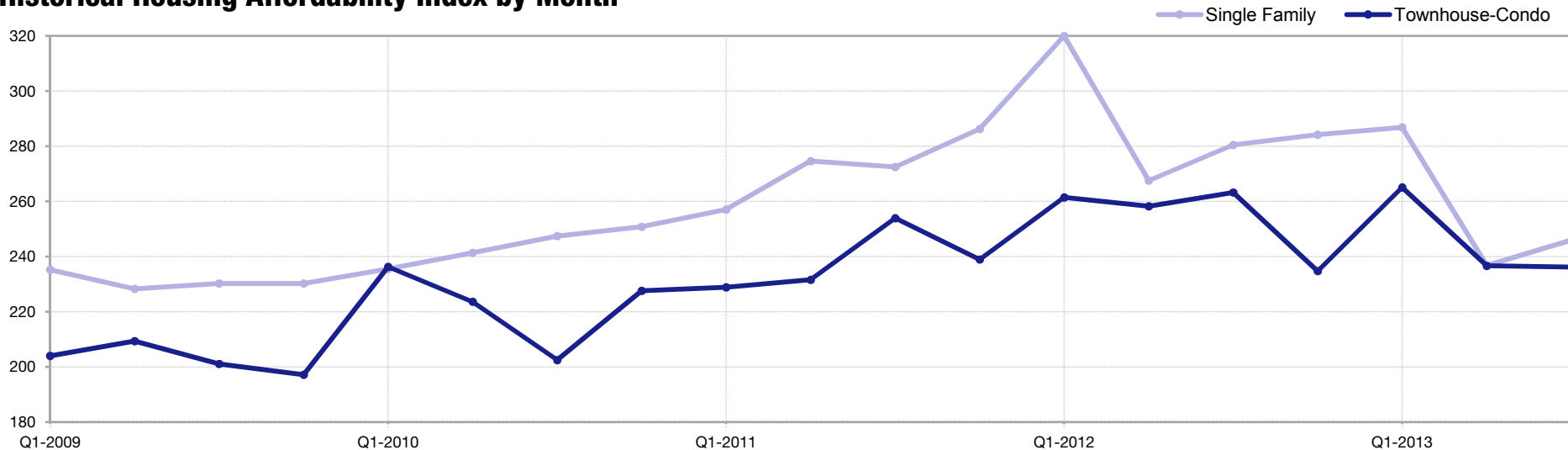


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
<b>Q3-2013</b>	<b>246</b>	<b>-12.1%</b>	<b>236</b>	<b>-10.3%</b>

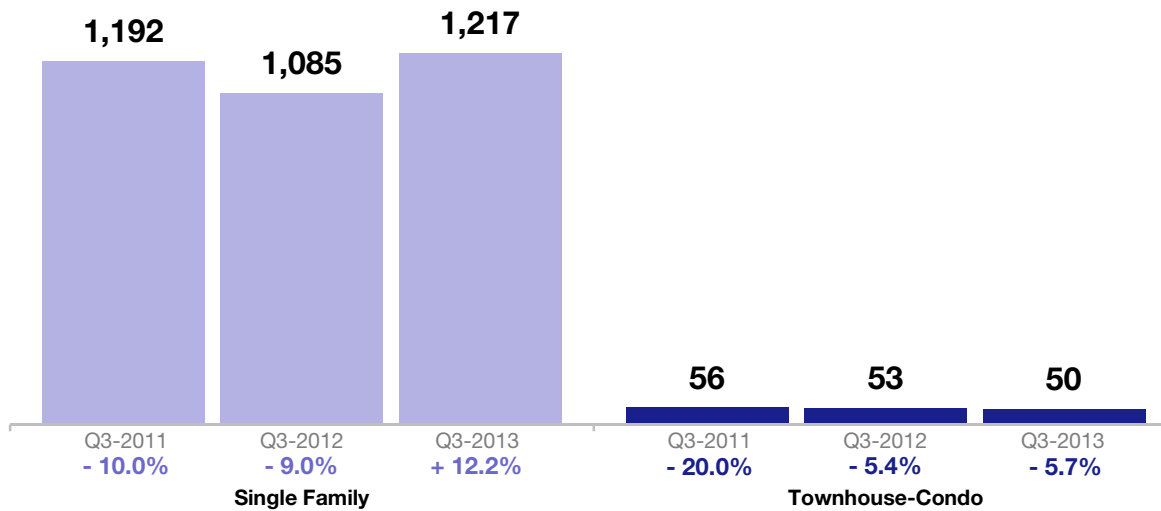
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

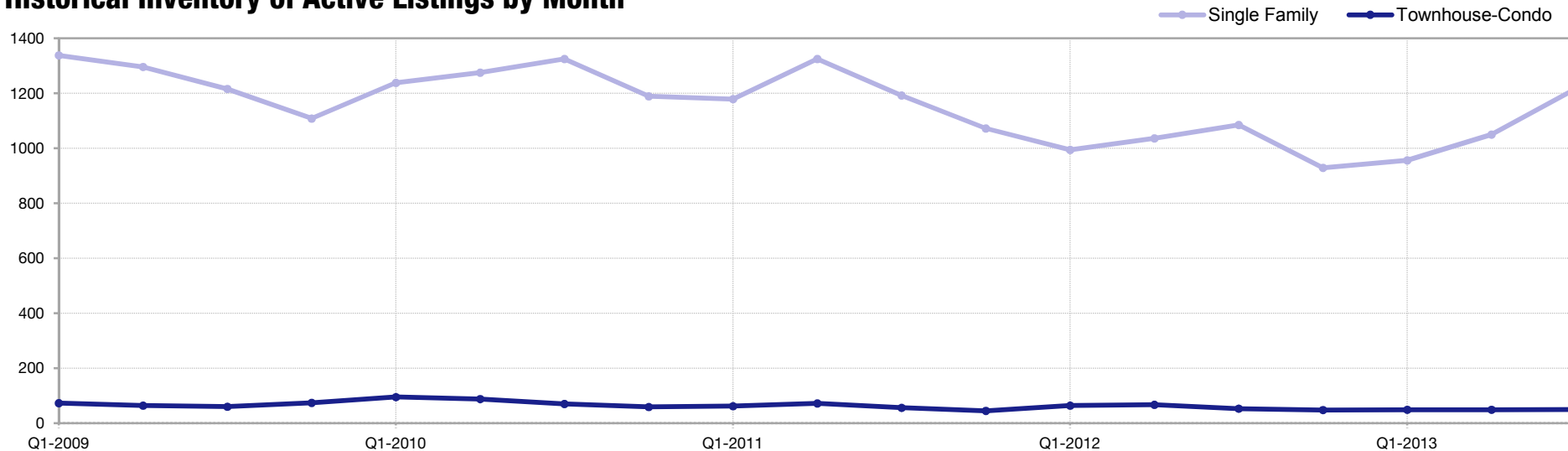


## Q3-2013



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Q4-2010	1,189	+7.3%	59	-20.3%
Q1-2011	1,179	-4.8%	62	-34.7%
Q2-2011	1,325	+3.9%	72	-18.2%
Q3-2011	1,192	-10.0%	56	-20.0%
Q4-2011	1,072	-9.8%	45	-23.7%
Q1-2012	994	-15.7%	64	+3.2%
Q2-2012	1,036	-21.8%	67	-6.9%
Q3-2012	1,085	-9.0%	53	-5.4%
Q4-2012	929	-13.3%	48	+6.7%
Q1-2013	956	-3.8%	49	-23.4%
Q2-2013	1,050	+1.4%	49	-26.9%
<b>Q3-2013</b>	<b>1,217</b>	<b>+12.2%</b>	<b>50</b>	<b>-5.7%</b>

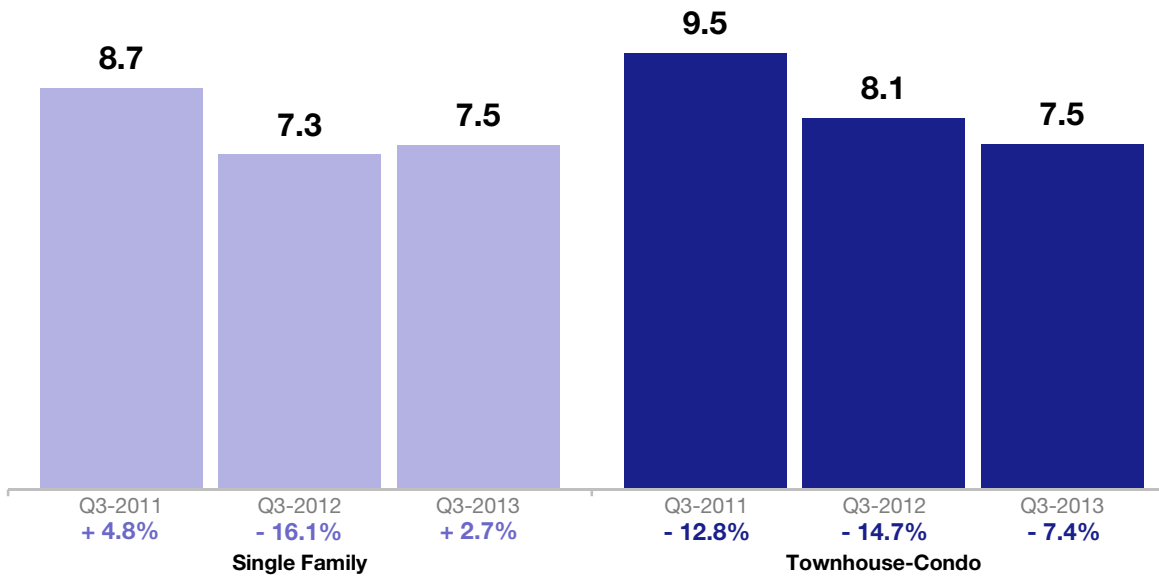
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

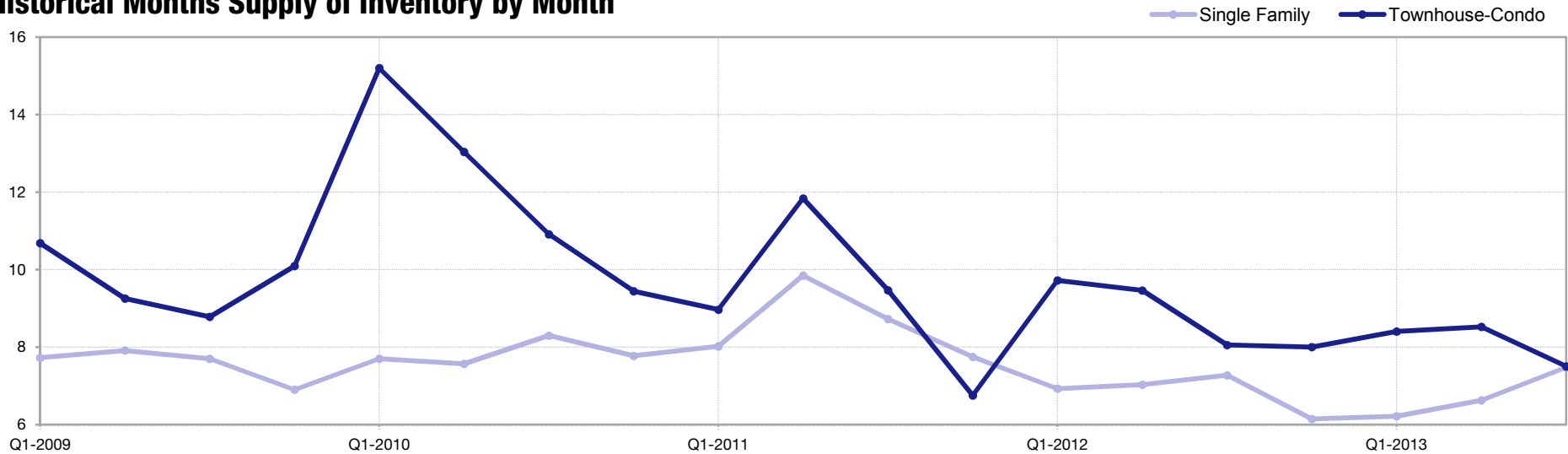


## Q3-2013



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	6.6	-5.7%	8.5	-10.5%
<b>Q3-2013</b>	<b>7.5</b>	<b>+2.7%</b>	<b>7.5</b>	<b>-7.4%</b>

## 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	Q3-2012	Q3-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
<b>New Listings</b>		835	<b>880</b>	+ 5.4%	2,442	<b>2,635</b>	+ 7.9%
<b>Pending Sales</b>		490	<b>376</b>	- 23.3%	1,506	<b>1,457</b>	- 3.3%
<b>Sold Listings</b>		502	<b>565</b>	+ 12.5%	1,424	<b>1,571</b>	+ 10.3%
<b>Median Sales Price</b>		\$115,000	<b>\$125,000</b>	+ 8.7%	\$112,250	<b>\$124,500</b>	+ 10.9%
<b>Average Sales Price</b>		\$122,103	<b>\$132,043</b>	+ 8.1%	\$120,186	<b>\$131,006</b>	+ 9.0%
<b>Pct. of List Price Received</b>		96.3%	<b>96.8%</b>	+ 0.5%	95.9%	<b>96.7%</b>	+ 0.8%
<b>Days on Market</b>		116	<b>114</b>	- 1.7%	130	<b>129</b>	- 0.8%
<b>Affordability Index</b>		280	<b>246</b>	- 12.1%	285	<b>247</b>	- 13.3%
<b>Active Listings</b>		1,138	<b>1,267</b>	+ 11.3%	--	<b>--</b>	--
<b>Months Supply</b>		7.3	<b>7.5</b>	+ 2.7%	--	<b>--</b>	--

# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



<b>New Listings</b>	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).
<b>Pending Sales</b>	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.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	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.
<b>Inventory of Active Listings</b>	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.
<b>Months Supply of Inventory</b>	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 3-2013

A Research Tool Provided by the Colorado Association of REALTORS®



## Pueblo County

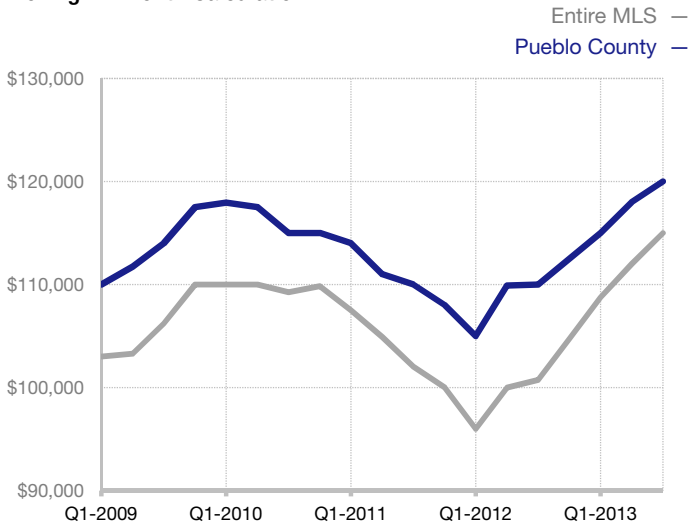
Single Family	Quarter 3			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q3-2012	Thru Q3-2013	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	807	852	+ 5.6%	2,335	2,532	+ 8.4%
Sold Listings	487	539	+ 10.7%	1,373	1,506	+ 9.7%
Median Sales Price*	\$115,000	\$125,000	+ 8.7%	\$111,000	\$123,950	+ 11.7%
Average Sales Price*	\$122,025	\$132,129	+ 8.3%	\$120,110	\$130,881	+ 9.0%
Percent of List Price Received*	96.4%	96.8%	+ 0.4%	96.0%	96.7%	+ 0.7%
Days on Market Until Sale	116	113	- 2.6%	130	120	- 7.7%
Inventory of Homes for Sale	1,095	1,216	+ 11.1%	--	--	--
Months Supply of Inventory	7.3	7.5	+ 2.7%	--	--	--

\* 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.

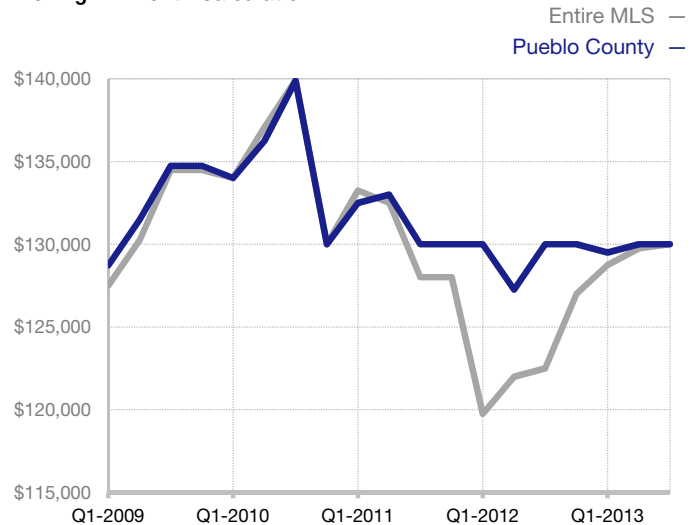
Townhouse-Condo	Quarter 3			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q3-2012	Thru Q3-2013	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	26	27	+ 3.8%	105	94	- 10.5%
Sold Listings	14	26	+ 85.7%	52	60	+ 15.4%
Median Sales Price*	\$128,650	\$131,750	+ 2.4%	\$124,500	\$130,000	+ 4.4%
Average Sales Price*	\$122,607	\$138,540	+ 13.0%	\$123,576	\$136,373	+ 10.4%
Percent of List Price Received*	95.1%	98.3%	+ 3.4%	94.7%	97.4%	+ 2.9%
Days on Market Until Sale	119	149	+ 25.2%	116	149	+ 28.4%
Inventory of Homes for Sale	53	50	- 5.7%	--	--	--
Months Supply of Inventory	8.2	7.6	- 7.3%	--	--	--

\* 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 3-2013

A Research Tool Provided by the Colorado Association of REALTORS®



## Arkansas Valley/Otero County

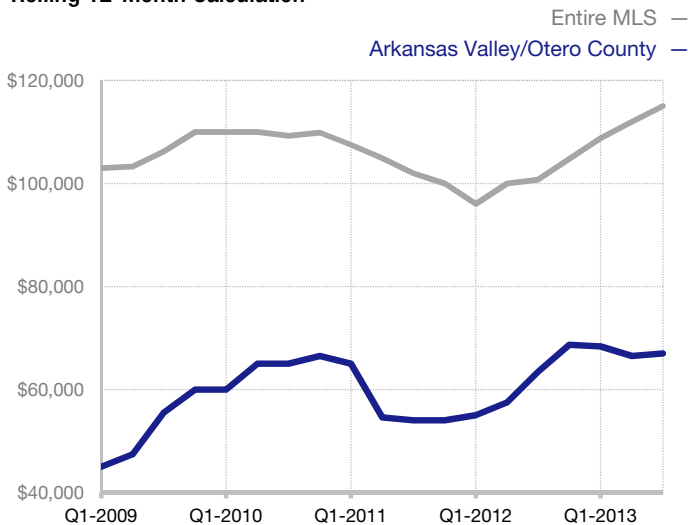
Single Family	Quarter 3			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q3-2012	Thru Q3-2013	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	124	119	- 4.0%	337	342	+ 1.5%
Sold Listings	58	74	+ 27.6%	175	221	+ 26.3%
Median Sales Price*	\$70,000	<b>\$80,000</b>	+ 14.3%	\$66,000	<b>\$60,000</b>	- 9.1%
Average Sales Price*	\$84,978	<b>\$87,705</b>	+ 3.2%	\$81,406	<b>\$85,574</b>	+ 5.1%
Percent of List Price Received*	93.6%	<b>93.7%</b>	+ 0.1%	93.2%	<b>92.8%</b>	- 0.4%
Days on Market Until Sale	174	154	- 11.5%	199	174	- 12.6%
Inventory of Homes for Sale	261	248	- 5.0%	--	--	--
Months Supply of Inventory	14.2	10.6	- 25.4%	--	--	--

\* 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.

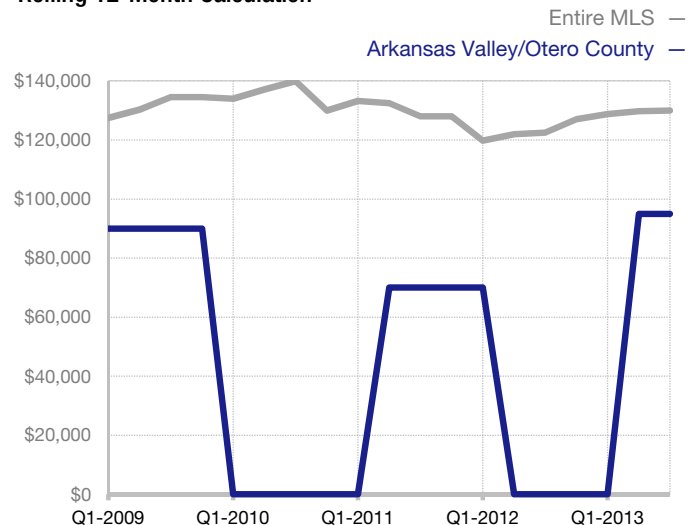
Townhouse-Condo	Quarter 3			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q3-2012	Thru Q3-2013	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	1	--
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$95,000</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$95,000</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>86.4%</b>	--
Days on Market Until Sale	0	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



# Local Market Update for Quarter 3-2013

A Research Tool Provided by the Colorado Association of REALTORS®



## El Paso County

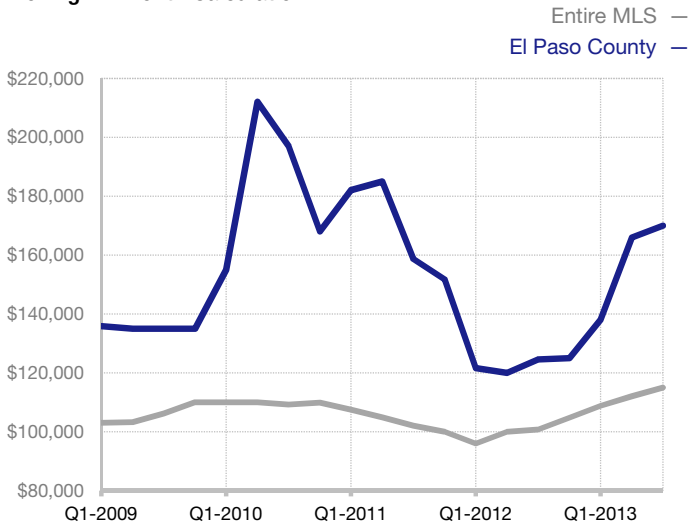
Single Family Key Metrics	Quarter 3			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q3-2012	Thru Q3-2013	Percent Change from Previous Year
New Listings	23	9	- 60.9%	43	38	- 11.6%
Sold Listings	7	6	- 14.3%	16	14	- 12.5%
Median Sales Price*	\$138,000	\$186,000	+ 34.8%	\$124,750	\$190,750	+ 52.9%
Average Sales Price*	\$151,857	\$188,083	+ 23.9%	\$130,226	\$319,536	+ 145.4%
Percent of List Price Received*	96.1%	94.5%	- 1.7%	94.8%	96.0%	+ 1.3%
Days on Market Until Sale	105	114	+ 8.6%	89	116	+ 30.3%
Inventory of Homes for Sale	28	26	- 7.1%	--	--	--
Months Supply of Inventory	14.7	12.4	- 15.6%	--	--	--

\* 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.

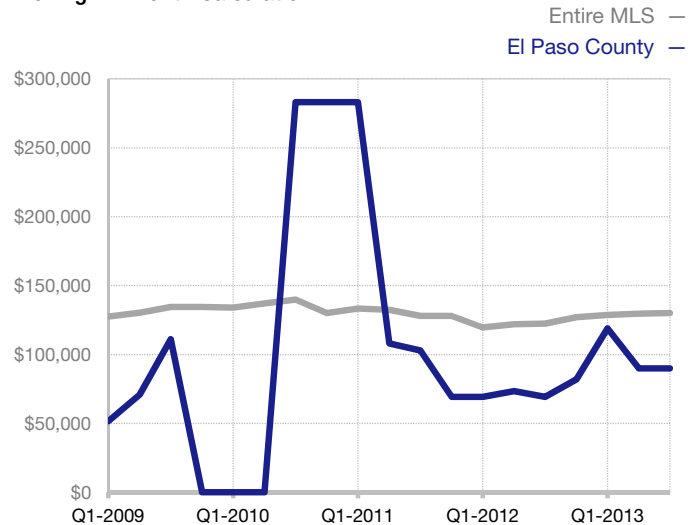
Townhouse-Condo Key Metrics	Quarter 3			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q3-2012	Thru Q3-2013	Percent Change from Previous Year
New Listings	1	0	- 100.0%	1	0	- 100.0%
Sold Listings	0	0	--	3	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$74,000	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$94,000	\$0	- 100.0%
Percent of List Price Received*	0.0%	0.0%	--	94.5%	0.0%	- 100.0%
Days on Market Until Sale	0	0	--	101	0	- 100.0%
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.7	0.0	- 100.0%	--	--	--

\* 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 3-2013

A Research Tool Provided by the Colorado Association of REALTORS®



## Fowler

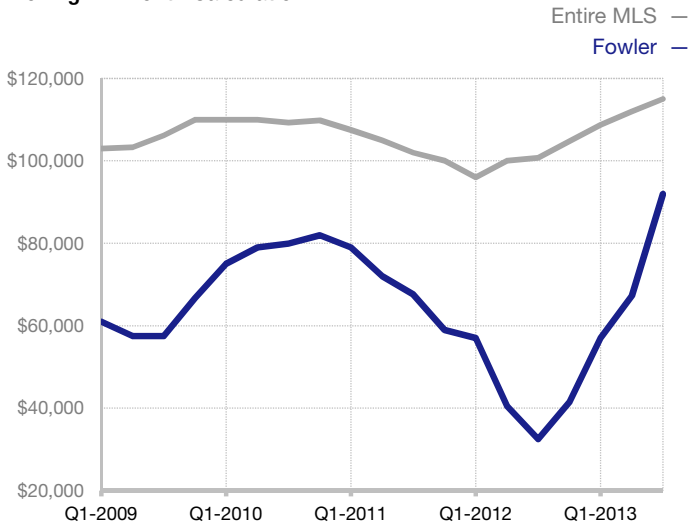
Single Family	Quarter 3			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q3-2012	Thru Q3-2013	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	8	10	+ 25.0%	33	39	+ 18.2%
Sold Listings	6	7	+ 16.7%	16	18	+ 12.5%
Median Sales Price*	\$37,000	<b>\$80,500</b>	+ 117.6%	\$36,500	<b>\$89,000</b>	+ 143.8%
Average Sales Price*	\$47,333	<b>\$132,000</b>	+ 178.9%	\$50,714	<b>\$217,028</b>	+ 327.9%
Percent of List Price Received*	93.4%	<b>91.0%</b>	- 2.6%	92.0%	<b>92.8%</b>	+ 0.9%
Days on Market Until Sale	159	114	- 28.3%	154	124	- 19.5%
Inventory of Homes for Sale	19	28	+ 47.4%	--	--	--
Months Supply of Inventory	8.3	11.0	+ 32.5%	--	--	--

\* 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.

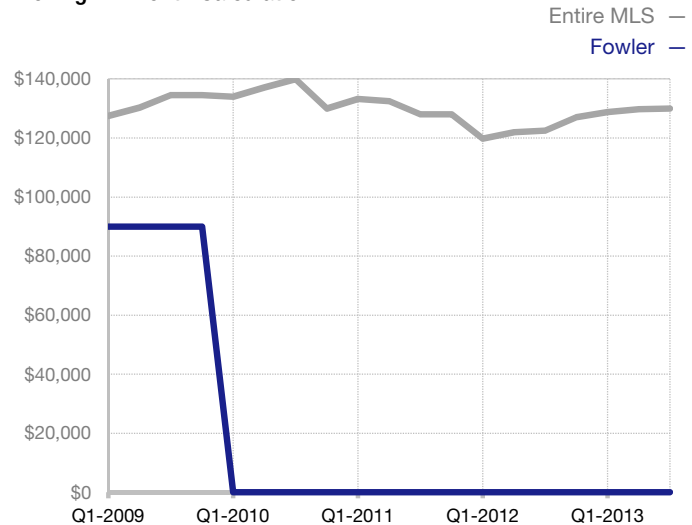
Townhouse-Condo	Quarter 3			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q3-2012	Thru Q3-2013	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
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. 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 3-2013

A Research Tool Provided by the Colorado Association of REALTORS®



## Fremont County

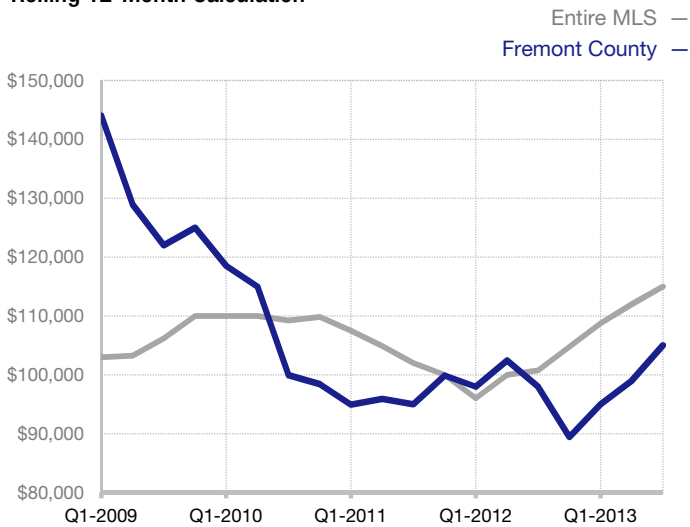
Single Family	Quarter 3			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q3-2012	Thru Q3-2013	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	33	27	- 18.2%	84	102	+ 21.4%
Sold Listings	9	17	+ 88.9%	37	42	+ 13.5%
Median Sales Price*	\$100,000	\$117,000	+ 17.0%	\$80,000	\$102,000	+ 27.5%
Average Sales Price*	\$133,056	\$156,536	+ 17.6%	\$109,211	\$131,593	+ 20.5%
Percent of List Price Received*	95.9%	93.2%	- 2.8%	94.2%	93.1%	- 1.2%
Days on Market Until Sale	146	144	- 1.4%	182	188	+ 3.3%
Inventory of Homes for Sale	73	82	+ 12.3%	--	--	--
Months Supply of Inventory	17.9	17.3	- 3.4%	--	--	--

\* 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.

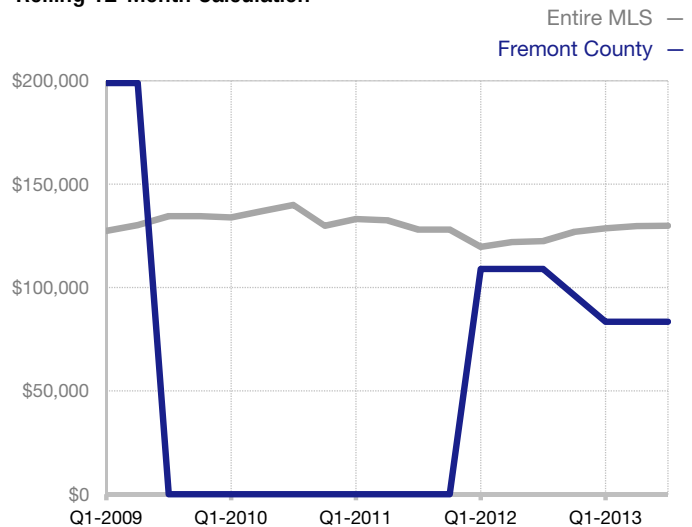
Townhouse-Condo	Quarter 3			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q3-2012	Thru Q3-2013	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	1	--	1	1	0.0%
Sold Listings	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$109,000	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$109,000	\$0	- 100.0%
Percent of List Price Received*	0.0%	0.0%	--	99.1%	0.0%	- 100.0%
Days on Market Until Sale	0	0	--	123	0	- 100.0%
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	1.0	1.0	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 3-2013

A Research Tool Provided by the Colorado Association of REALTORS®



## Huerfano County

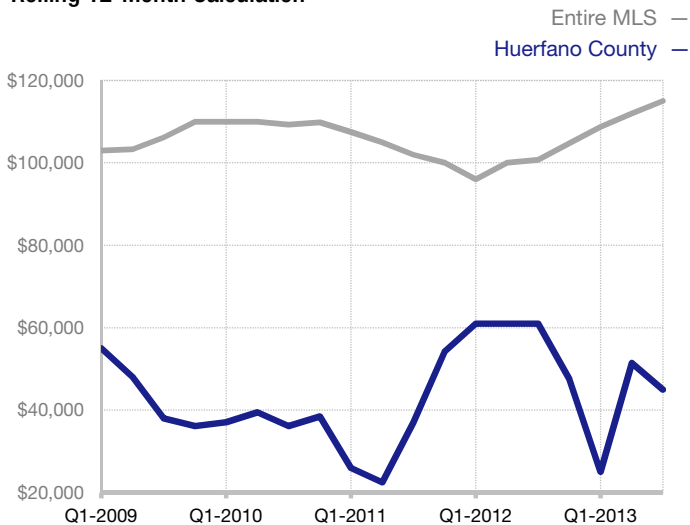
Single Family Key Metrics	Quarter 3			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q3-2012	Thru Q3-2013	Percent Change from Previous Year
New Listings	4	3	- 25.0%	11	15	+ 36.4%
Sold Listings	0	3	--	2	8	+ 300.0%
Median Sales Price*	\$0	\$45,000	--	\$47,500	\$45,000	- 5.3%
Average Sales Price*	\$0	\$43,300	--	\$47,500	\$63,686	+ 34.1%
Percent of List Price Received*	0.0%	94.7%	--	90.0%	93.4%	+ 3.8%
Days on Market Until Sale	0	203	--	250	139	- 44.4%
Inventory of Homes for Sale	6	10	+ 66.7%	--	--	--
Months Supply of Inventory	4.8	8.0	+ 66.7%	--	--	--

\* 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.

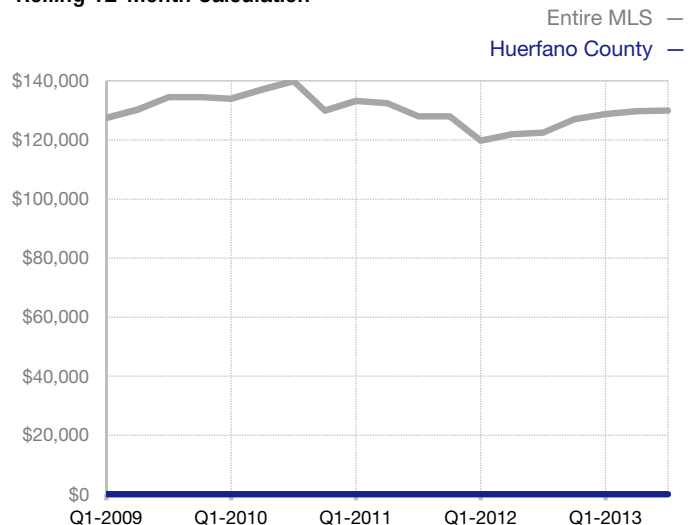
Townhouse-Condo Key Metrics	Quarter 3			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q3-2012	Thru Q3-2013	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent 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. 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 3-2013

A Research Tool Provided by the Colorado Association of REALTORS®



## Las Animas

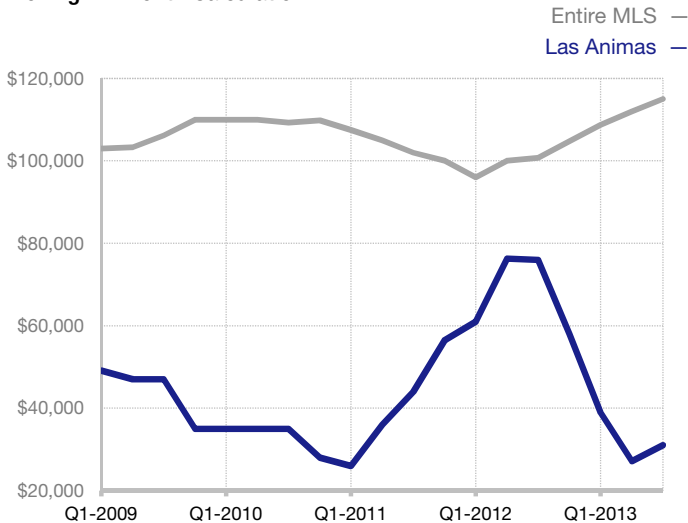
Single Family	Quarter 3			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q3-2012	Thru Q3-2013	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	17	10	- 41.2%	26	27	+ 3.8%
Sold Listings	2	3	+ 50.0%	12	19	+ 58.3%
Median Sales Price*	\$28,600	<b>\$38,500</b>	+ 34.6%	\$57,950	<b>\$31,000</b>	- 46.5%
Average Sales Price*	\$28,600	<b>\$56,250</b>	+ 96.7%	\$56,550	<b>\$54,306</b>	- 4.0%
Percent of List Price Received*	80.5%	<b>85.8%</b>	+ 6.6%	89.6%	<b>91.1%</b>	+ 1.7%
Days on Market Until Sale	427	195	- 54.3%	260	185	- 28.8%
Inventory of Homes for Sale	22	19	- 13.6%	--	--	--
Months Supply of Inventory	11.7	9.0	- 23.1%	--	--	--

\* 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.

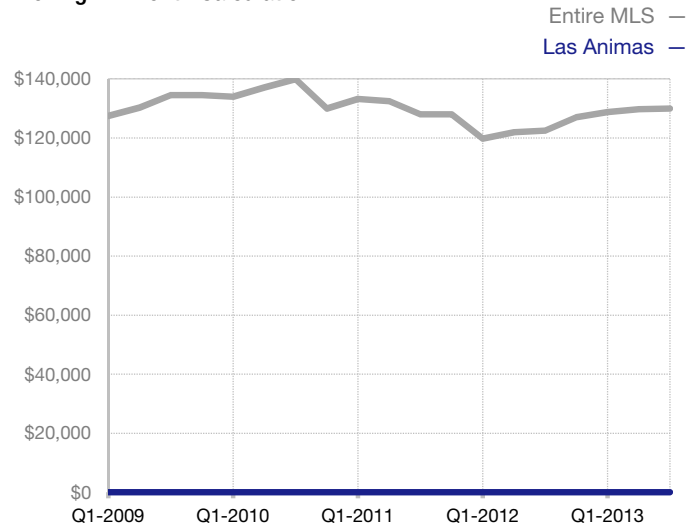
Townhouse-Condo	Quarter 3			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q3-2012	Thru Q3-2013	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

\* 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 3-2013

A Research Tool Provided by the Colorado Association of REALTORS®



## Manzanola

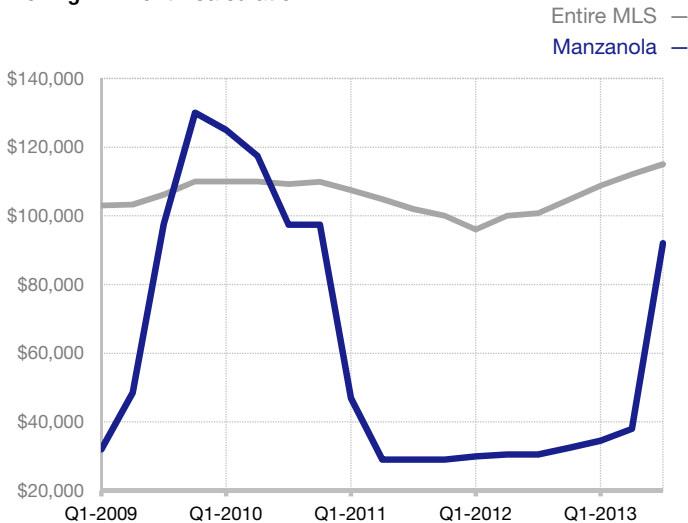
Single Family Key Metrics	Quarter 3			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q3-2012	Thru Q3-2013	Percent Change from Previous Year
New Listings	5	4	- 20.0%	9	9	0.0%
Sold Listings	2	2	0.0%	8	5	- 37.5%
Median Sales Price*	\$17,010	<b>\$92,000</b>	+ 440.9%	\$30,500	<b>\$94,000</b>	+ 208.2%
Average Sales Price*	\$17,010	<b>\$92,000</b>	+ 440.9%	\$41,130	<b>\$97,700</b>	+ 137.5%
Percent of List Price Received*	90.0%	<b>92.3%</b>	+ 2.6%	97.2%	<b>89.5%</b>	- 7.9%
Days on Market Until Sale	258	<b>388</b>	+ 50.4%	293	<b>230</b>	- 21.5%
Inventory of Homes for Sale	13	<b>11</b>	- 15.4%	--	--	--
Months Supply of Inventory	9.1	<b>11.0</b>	+ 20.9%	--	--	--

\* 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.

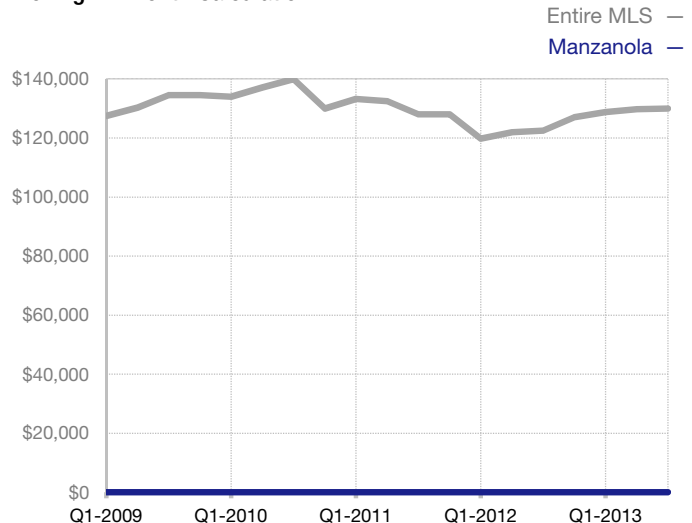
Townhouse-Condo Key Metrics	Quarter 3			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q3-2012	Thru Q3-2013	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

\* 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 3-2013

A Research Tool Provided by the Colorado Association of REALTORS®



## Rocky Ford

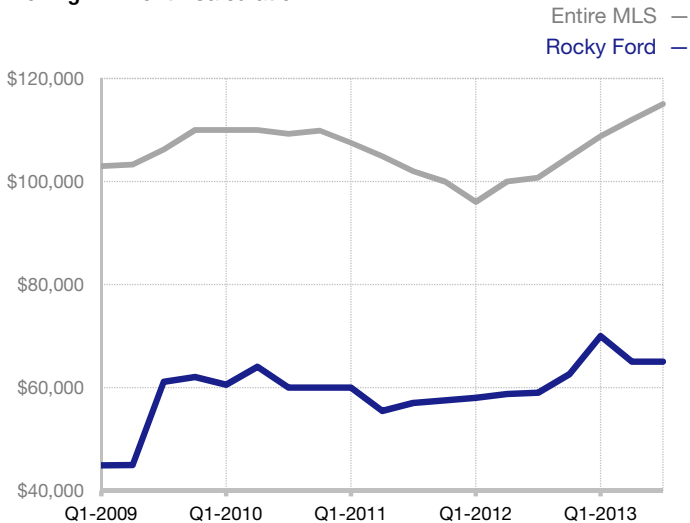
Single Family	Quarter 3			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q3-2012	Thru Q3-2013	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	27	18	- 33.3%	63	57	- 9.5%
Sold Listings	9	11	+ 22.2%	33	49	+ 48.5%
Median Sales Price*	\$33,000	<b>\$62,500</b>	+ 89.4%	\$58,000	<b>\$63,750</b>	+ 9.9%
Average Sales Price*	\$82,667	<b>\$71,512</b>	- 13.5%	\$90,100	<b>\$73,942</b>	- 17.9%
Percent of List Price Received*	85.8%	<b>94.1%</b>	+ 9.7%	89.1%	<b>91.9%</b>	+ 3.1%
Days on Market Until Sale	138	169	+ 22.5%	237	209	- 11.8%
Inventory of Homes for Sale	51	42	- 17.6%	--	--	--
Months Supply of Inventory	15.3	8.3	- 45.8%	--	--	--

\* 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 3			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q3-2012	Thru Q3-2013	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

\* 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

