Local Market Update for October 2018





Not all agents are the same!





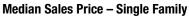
Bent County

| Single Family | October | | | Year to Date | | | |
|---------------------------------|----------|-----------|--------------------------------------|--------------|--------------|--------------------------------------|--|
| Key Metrics | 2017 | 2018 | Percent Change from Previous Year | Thru 10-2017 | Thru 10-2018 | Percent Change from Previous Year | |
| New Listings | 4 | 5 | + 25.0% | 34 | 30 | - 11.8% | |
| Sold Listings | 4 | 4 | 0.0% | 28 | 29 | + 3.6% | |
| Median Sales Price* | \$65,565 | \$103,500 | + 57.9% | \$71,500 | \$73,500 | + 2.8% | |
| Average Sales Price* | \$72,908 | \$122,500 | + 68.0% | \$80,130 | \$92,571 | + 15.5% | |
| Percent of List Price Received* | 92.4% | 96.9% | + 4.9% | 94.5% | 92.8% | - 1.8% | |
| Days on Market Until Sale | 70 | 56 | - 20.0% | 112 | 95 | - 15.2% | |
| Inventory of Homes for Sale | 10 | 6 | - 40.0% | | | | |
| Months Supply of Inventory | 3.8 | 1.7 | - 55.3% | | | | |

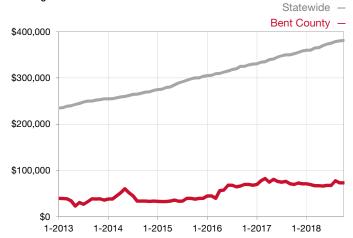
^{*} Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

| Townhouse-Condo | October | | | Year to Date | | | |
|---------------------------------|---------|------|--------------------------------------|--------------|--------------|-----------------------------------|--|
| Key Metrics | 2017 | 2018 | Percent Change from Previous Year | Thru 10-2017 | Thru 10-2018 | 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 | | | | | |

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



Rolling 12-Month Calculation



Median Sales Price - Townhouse-Condo

Rolling 12-Month Calculation

