

# Local Market Update for July 2015

## Southern Coverage

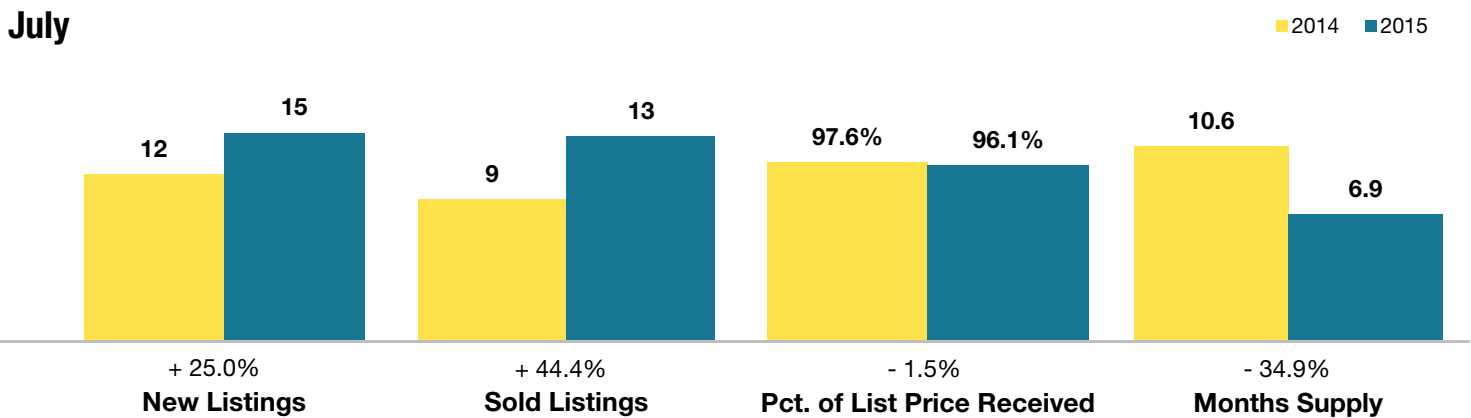
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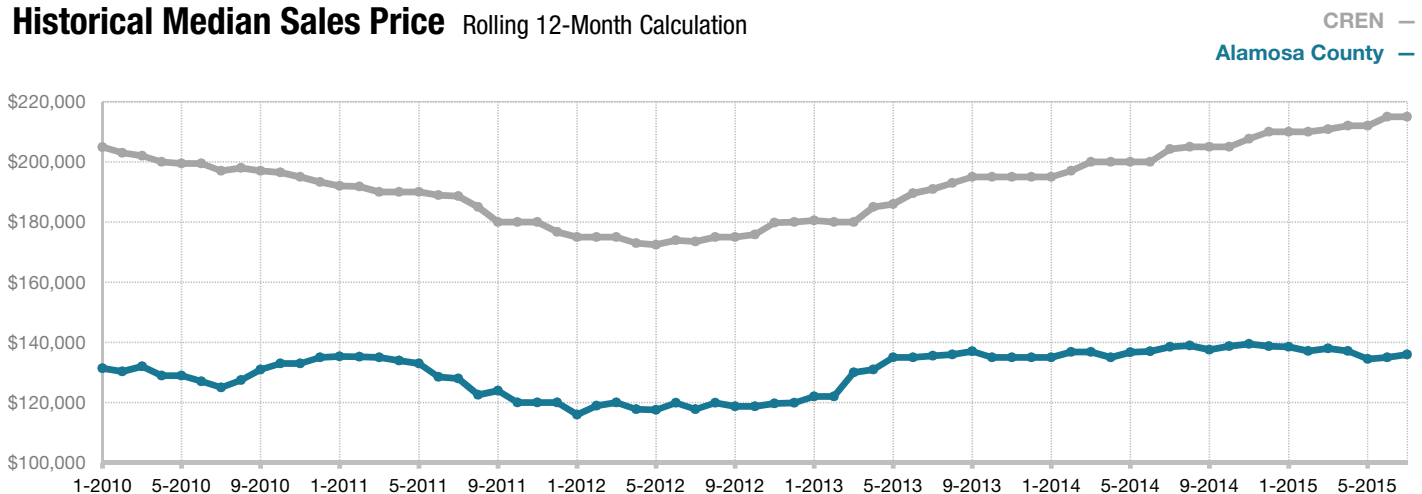
# Alamosa County

Key Metrics	July			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 7-2014	Thru 7-2015	Percent Change from Previous Year
New Listings	12	<b>15</b>	+ 25.0%	133	<b>147</b>	+ 10.5%
Sold Listings	9	<b>13</b>	+ 44.4%	55	<b>91</b>	+ 65.5%
Median Sales Price*	\$151,000	<b>\$154,000</b>	+ 2.0%	\$160,000	<b>\$142,000</b>	- 11.3%
Average Sales Price*	\$166,640	<b>\$183,108</b>	+ 9.9%	\$169,718	<b>\$157,901</b>	- 7.0%
Percent of List Price Received*	97.6%	<b>96.1%</b>	- 1.5%	95.3%	<b>95.2%</b>	- 0.1%
Days on Market Until Sale	163	<b>187</b>	+ 14.7%	171	<b>173</b>	+ 1.2%
Cumulative Days on Market Until Sale	183	<b>187</b>	+ 2.2%	169	<b>195</b>	+ 15.4%
Inventory of Homes for Sale	107	<b>90</b>	- 15.9%	--	--	--
Months Supply of Inventory	10.6	<b>6.9</b>	- 34.9%	--	--	--

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



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for August 2015

## Southern Coverage

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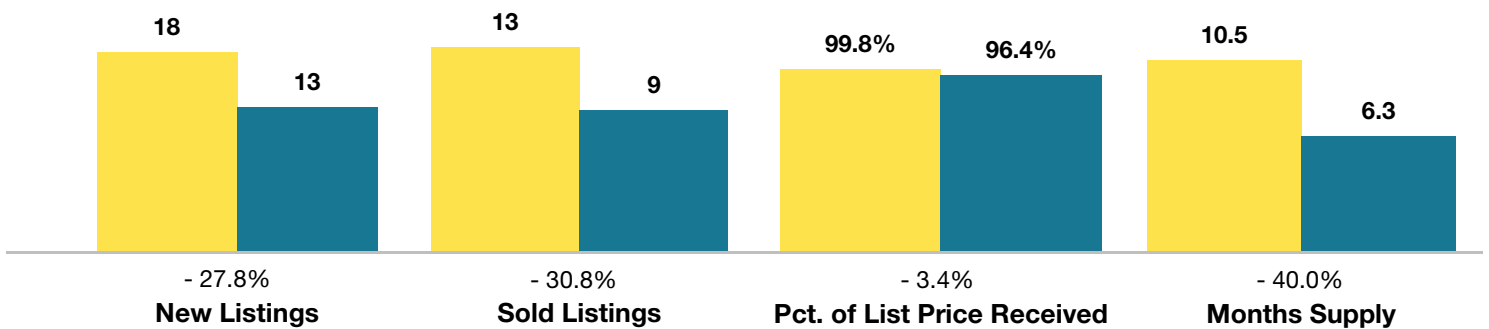
# Alamosa County

Key Metrics	August			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 8-2014	Thru 8-2015	Percent Change from Previous Year
New Listings	18	13	- 27.8%	151	160	+ 6.0%
Sold Listings	13	9	- 30.8%	68	100	+ 47.1%
Median Sales Price*	\$150,000	\$147,500	- 1.7%	\$159,750	\$143,000	- 10.5%
Average Sales Price*	\$163,873	\$148,322	- 9.5%	\$168,600	\$157,030	- 6.9%
Percent of List Price Received*	99.8%	96.4%	- 3.4%	96.2%	95.3%	- 0.9%
Days on Market Until Sale	140	80	- 42.9%	165	164	- 0.6%
Cumulative Days on Market Until Sale	140	80	- 42.9%	163	184	+ 12.9%
Inventory of Homes for Sale	102	80	- 21.6%	--	--	--
Months Supply of Inventory	10.5	6.3	- 40.0%	--	--	--

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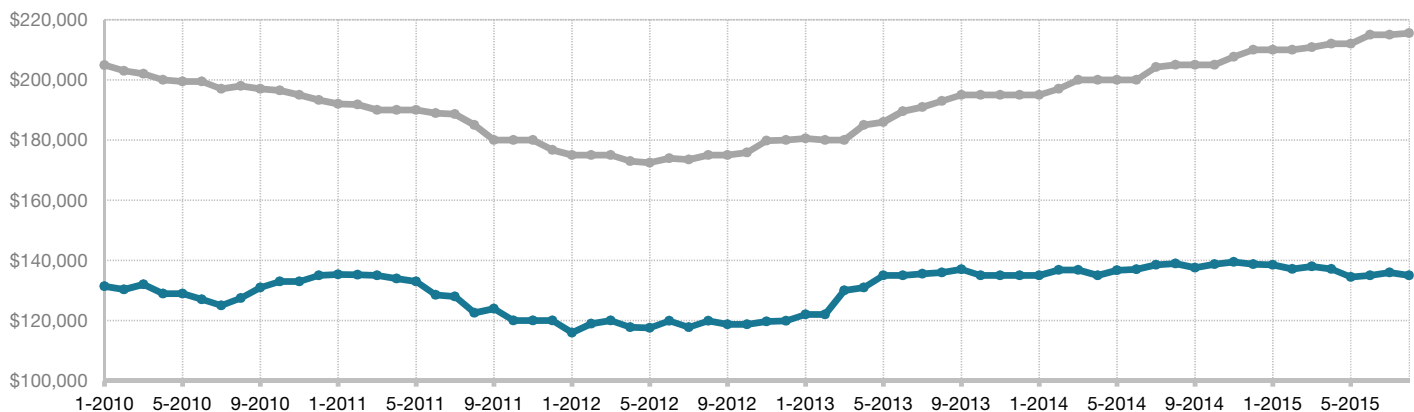
## August

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## Historical Median Sales Price Rolling 12-Month Calculation

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# Local Market Update for September 2015

## Southern Coverage

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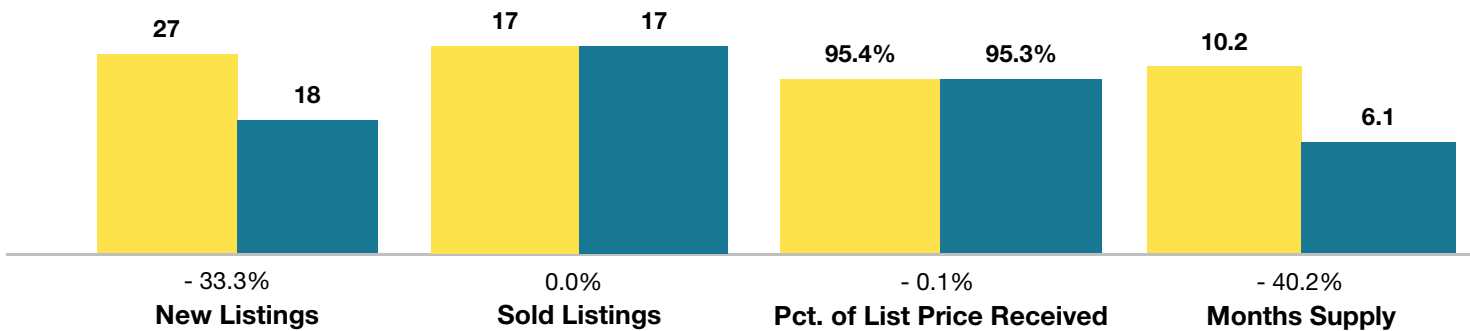
# Alamosa County

Key Metrics	September			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 9-2014	Thru 9-2015	Percent Change from Previous Year
New Listings	27	18	- 33.3%	178	178	0.0%
Sold Listings	17	17	0.0%	85	117	+ 37.6%
Median Sales Price*	\$128,000	\$164,000	+ 28.1%	\$150,000	\$147,500	- 1.7%
Average Sales Price*	\$130,968	\$183,671	+ 40.2%	\$161,074	\$160,934	- 0.1%
Percent of List Price Received*	95.4%	95.3%	- 0.1%	96.0%	95.3%	- 0.7%
Days on Market Until Sale	201	135	- 32.8%	172	160	- 7.0%
Cumulative Days on Market Until Sale	213	121	- 43.2%	173	176	+ 1.7%
Inventory of Homes for Sale	104	77	- 26.0%	--	--	--
Months Supply of Inventory	10.2	6.1	- 40.2%	--	--	--

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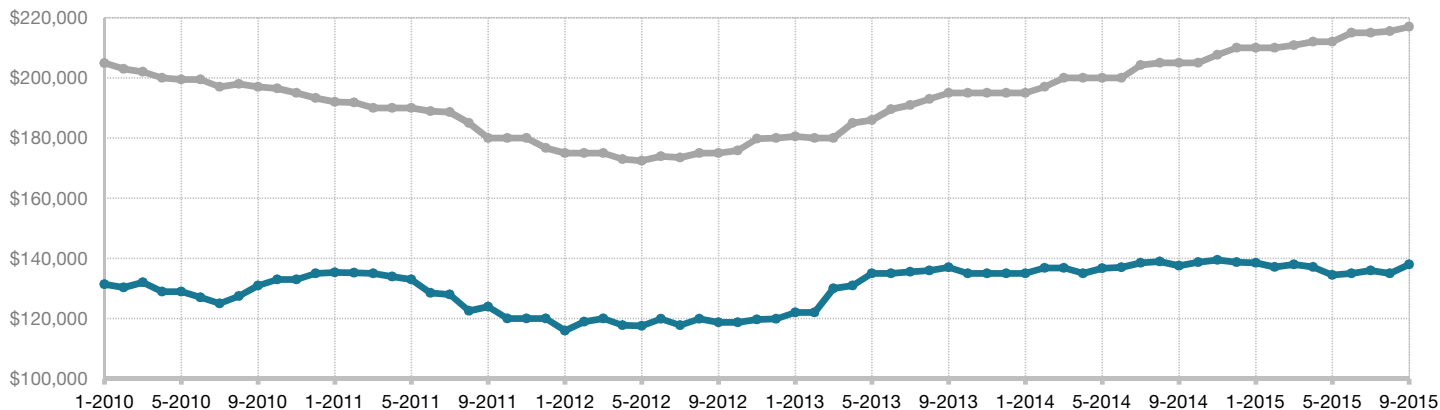
## September

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## Historical Median Sales Price Rolling 12-Month Calculation

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# Local Market Update for October 2015

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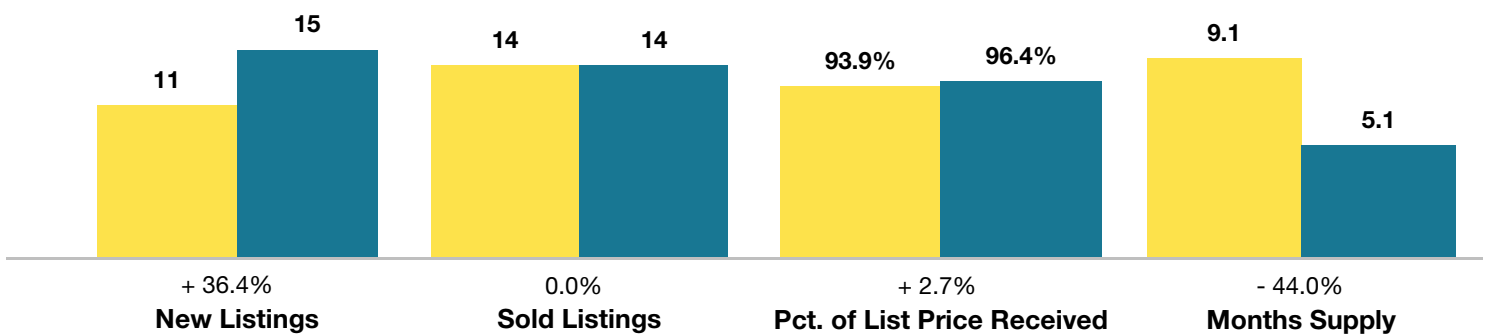
# Alamosa County

Key Metrics	October			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 10-2014	Thru 10-2015	Percent Change from Previous Year
New Listings	11	15	+ 36.4%	189	193	+ 2.1%
Sold Listings	14	14	0.0%	99	131	+ 32.3%
Median Sales Price*	\$123,000	\$150,250	+ 22.2%	\$139,000	\$147,750	+ 6.3%
Average Sales Price*	\$138,668	\$179,964	+ 29.8%	\$157,905	\$162,983	+ 3.2%
Percent of List Price Received*	93.9%	96.4%	+ 2.7%	95.7%	95.4%	- 0.3%
Days on Market Until Sale	153	142	- 7.2%	169	158	- 6.5%
Cumulative Days on Market Until Sale	153	159	+ 3.9%	170	174	+ 2.4%
Inventory of Homes for Sale	88	65	- 26.1%	--	--	--
Months Supply of Inventory	9.1	5.1	- 44.0%	--	--	--

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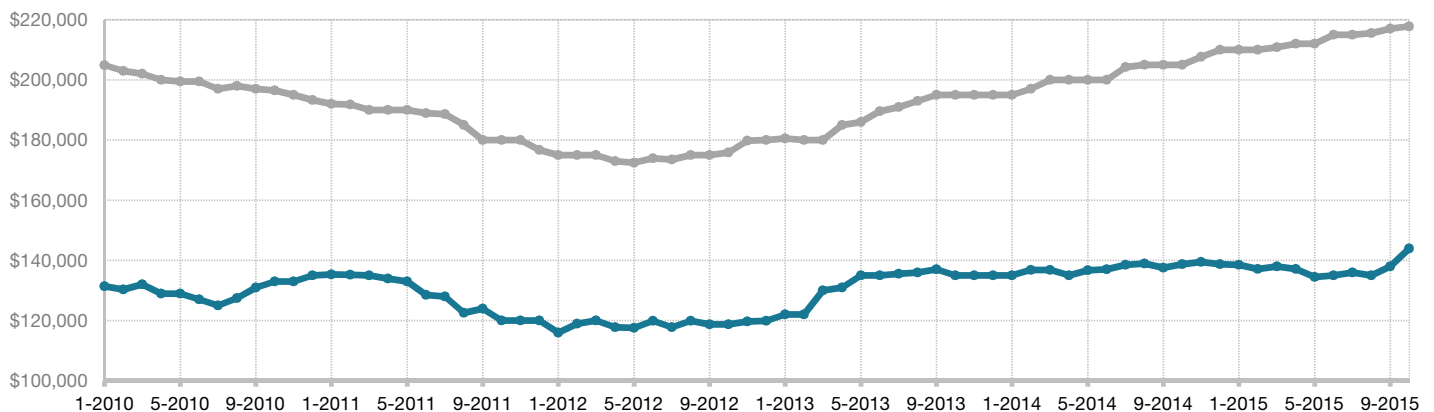
## October

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## Historical Median Sales Price Rolling 12-Month Calculation

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# Local Market Update for November 2015

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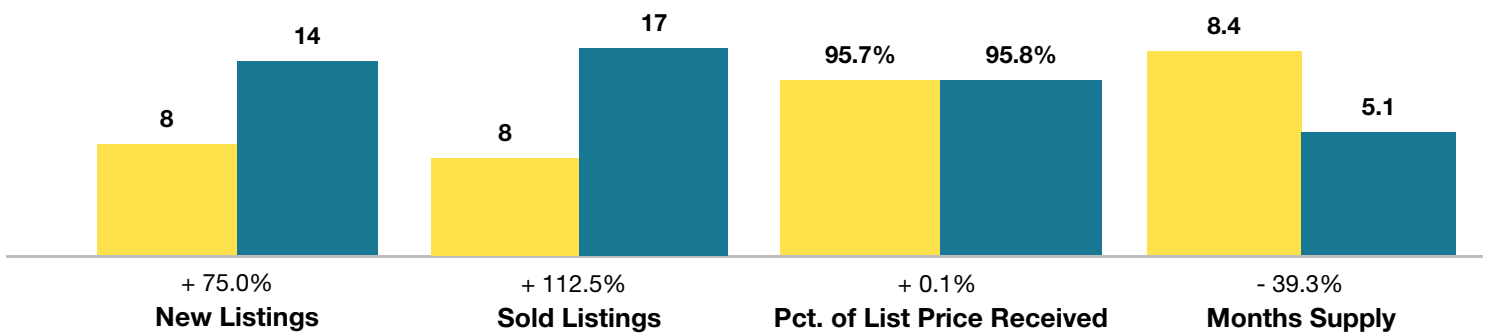
# Alamosa County

Key Metrics	November			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 11-2014	Thru 11-2015	Percent Change from Previous Year
New Listings	8	14	+ 75.0%	197	207	+ 5.1%
Sold Listings	8	17	+ 112.5%	107	148	+ 38.3%
Median Sales Price*	\$144,500	\$186,000	+ 28.7%	\$140,000	\$149,500	+ 6.8%
Average Sales Price*	\$148,188	\$214,735	+ 44.9%	\$157,179	\$168,968	+ 7.5%
Percent of List Price Received*	95.7%	95.8%	+ 0.1%	95.7%	95.5%	- 0.2%
Days on Market Until Sale	100	145	+ 45.0%	164	157	- 4.3%
Cumulative Days on Market Until Sale	123	170	+ 38.2%	167	173	+ 3.6%
Inventory of Homes for Sale	77	68	- 11.7%	--	--	--
Months Supply of Inventory	8.4	5.1	- 39.3%	--	--	--

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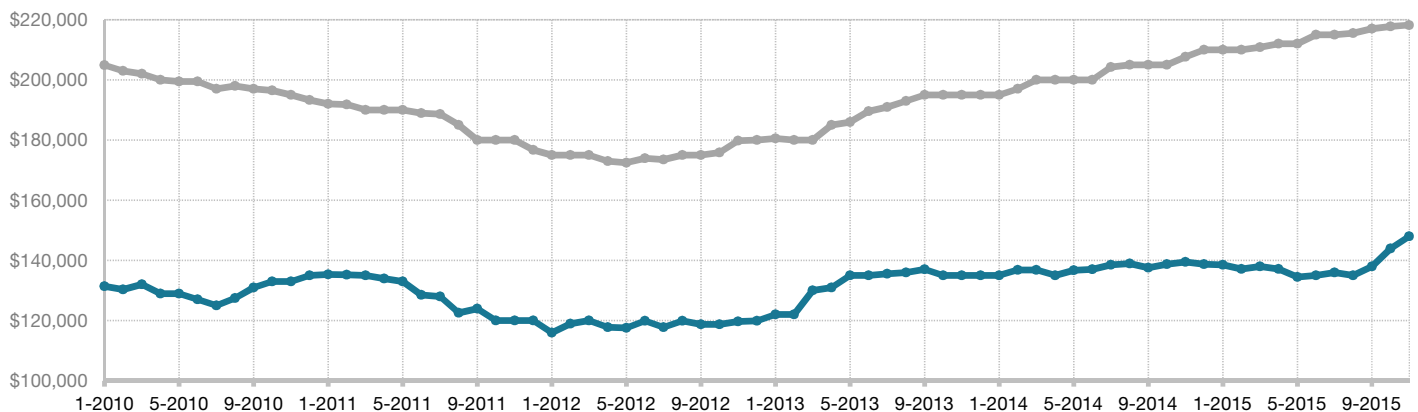
## November

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## Historical Median Sales Price Rolling 12-Month Calculation

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# Local Market Update for December 2015

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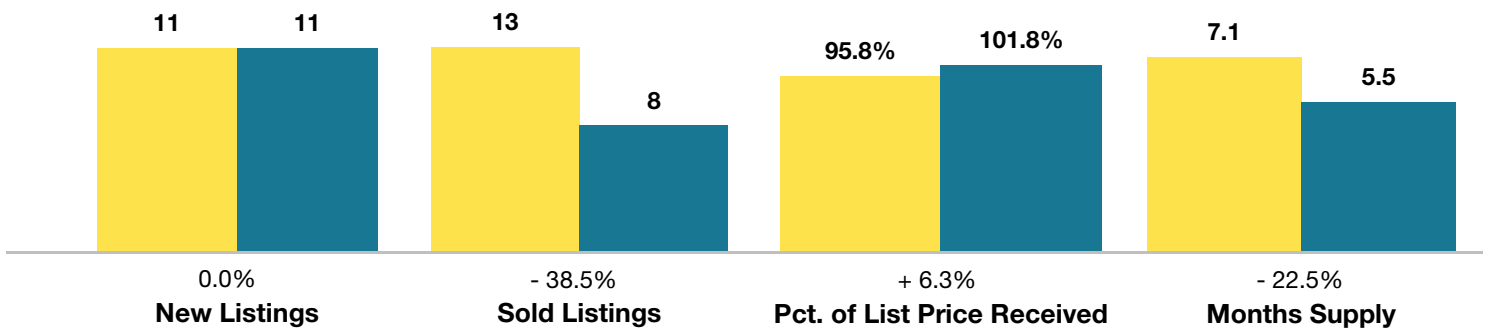
# Alamosa County

Key Metrics	December			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 12-2014	Thru 12-2015	Percent Change from Previous Year
New Listings	11	11	0.0%	208	217	+ 4.3%
Sold Listings	13	8	- 38.5%	120	156	+ 30.0%
Median Sales Price*	\$120,000	\$169,000	+ 40.8%	\$138,750	\$149,500	+ 7.7%
Average Sales Price*	\$142,000	\$187,500	+ 32.0%	\$155,534	\$169,925	+ 9.3%
Percent of List Price Received*	95.8%	101.8%	+ 6.3%	95.7%	95.8%	+ 0.1%
Days on Market Until Sale	205	139	- 32.2%	169	156	- 7.7%
Cumulative Days on Market Until Sale	287	139	- 51.6%	180	171	- 5.0%
Inventory of Homes for Sale	71	71	0.0%	--	--	--
Months Supply of Inventory	7.1	5.5	- 22.5%	--	--	--

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## December

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