

Local Market Update for January 2016

Northern Coverage

A Research Tool Provided by the Colorado Association of REALTORS®

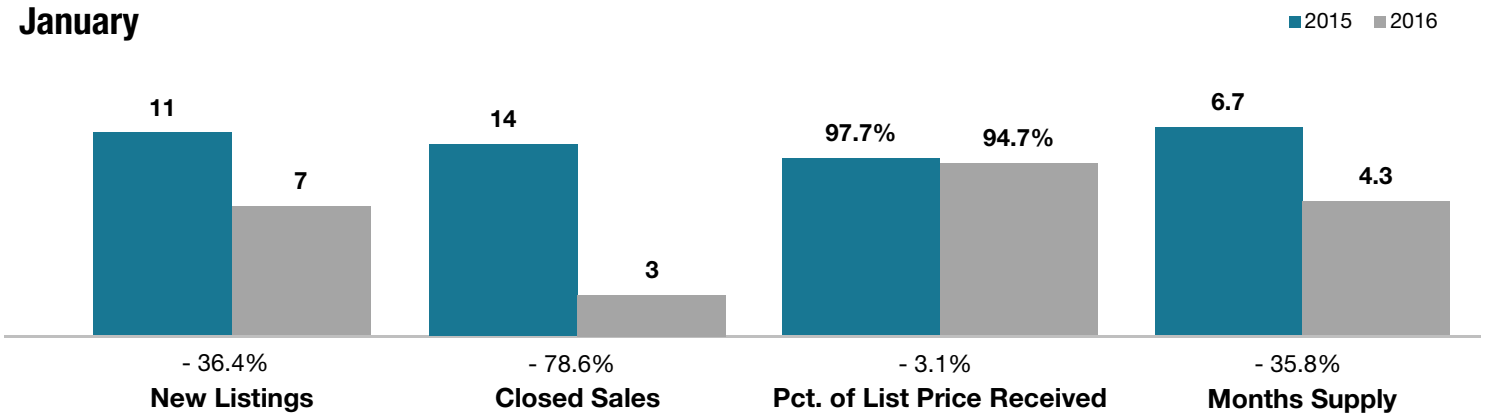


Buena Vista

Key Metrics	January			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 1-2015	Thru 1-2016	Percent Change from Previous Year
New Listings	11	7	- 36.4%	11	7	- 36.4%
Closed Sales	14	3	- 78.6%	14	3	- 78.6%
Median Sales Price*	\$239,050	\$253,000	+ 5.8%	\$239,050	\$253,000	+ 5.8%
Average Sales Price*	\$299,800	\$406,000	+ 35.4%	\$299,800	\$406,000	+ 35.4%
Percent of List Price Received*	97.7%	94.7%	- 3.1%	97.7%	94.7%	- 3.1%
Days on Market Until Sale	299	118	- 60.5%	299	118	- 60.5%
Inventory of Homes for Sale	95	66	- 30.5%	--	--	--
Months Supply of Inventory	6.7	4.3	- 35.8%	--	--	--

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

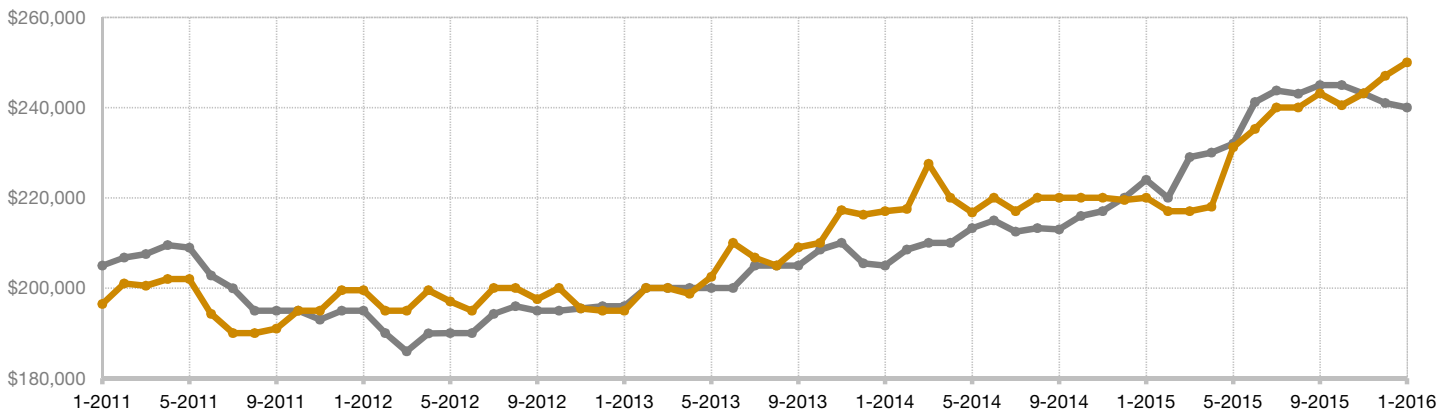
January



Historical Median Sales Price

Rolling 12-Month Calculation

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Local Market Update for February 2016

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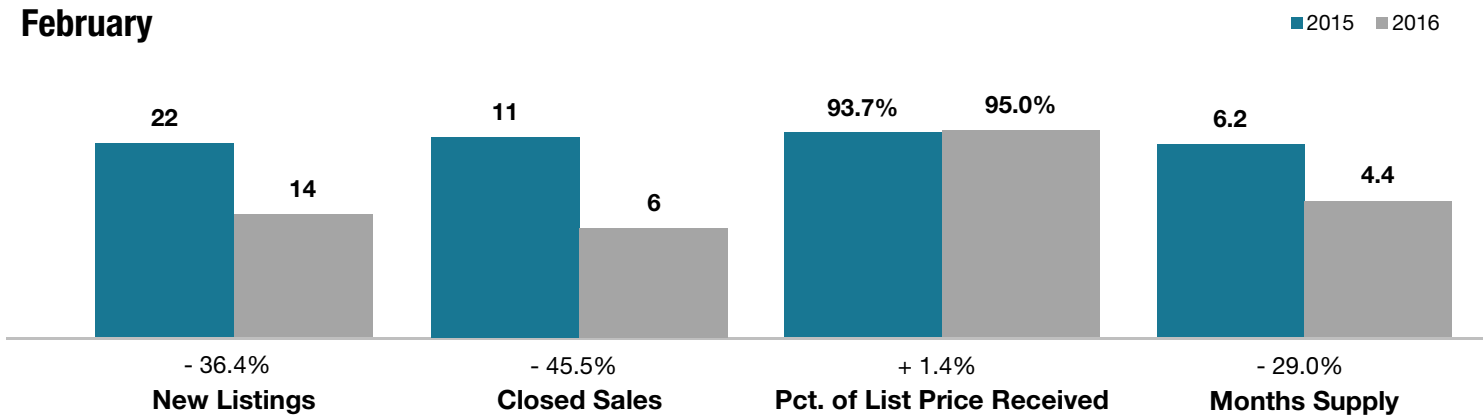


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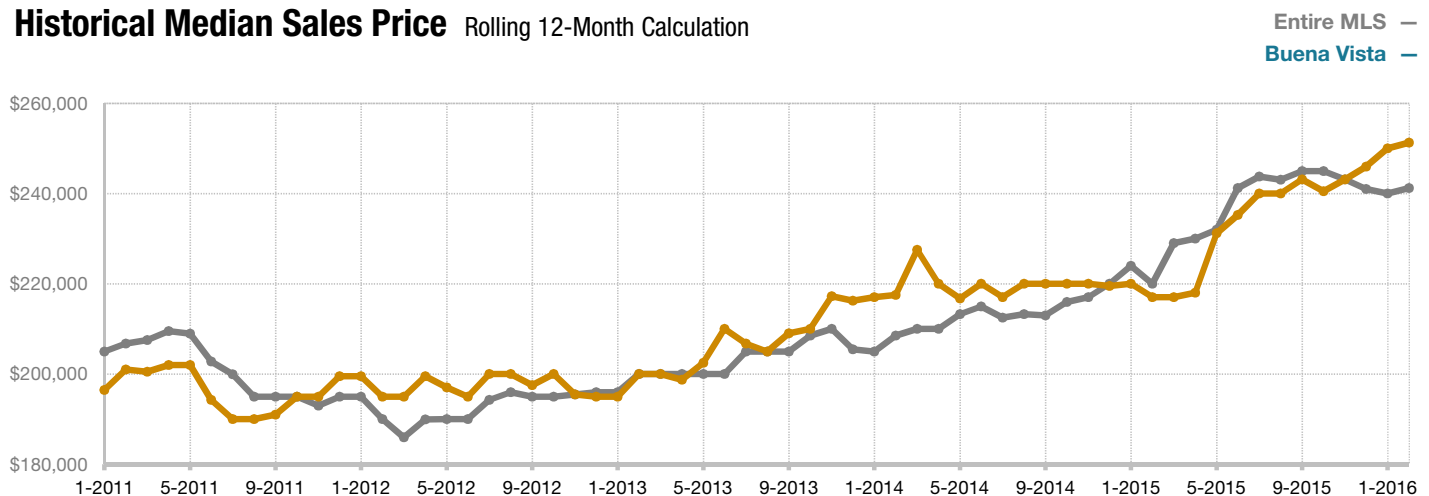
Key Metrics	February			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 2-2015	Thru 2-2016	Percent Change from Previous Year
New Listings	22	14	- 36.4%	33	21	- 36.4%
Closed Sales	11	6	- 45.5%	25	9	- 64.0%
Median Sales Price*	\$209,000	\$254,450	+ 21.7%	\$218,000	\$253,000	+ 16.1%
Average Sales Price*	\$239,810	\$266,733	+ 11.2%	\$273,404	\$313,156	+ 14.5%
Percent of List Price Received*	93.7%	95.0%	+ 1.4%	95.9%	94.9%	- 1.0%
Days on Market Until Sale	209	168	- 19.6%	264	151	- 42.8%
Inventory of Homes for Sale	90	66	- 26.7%	--	--	--
Months Supply of Inventory	6.2	4.4	- 29.0%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2016

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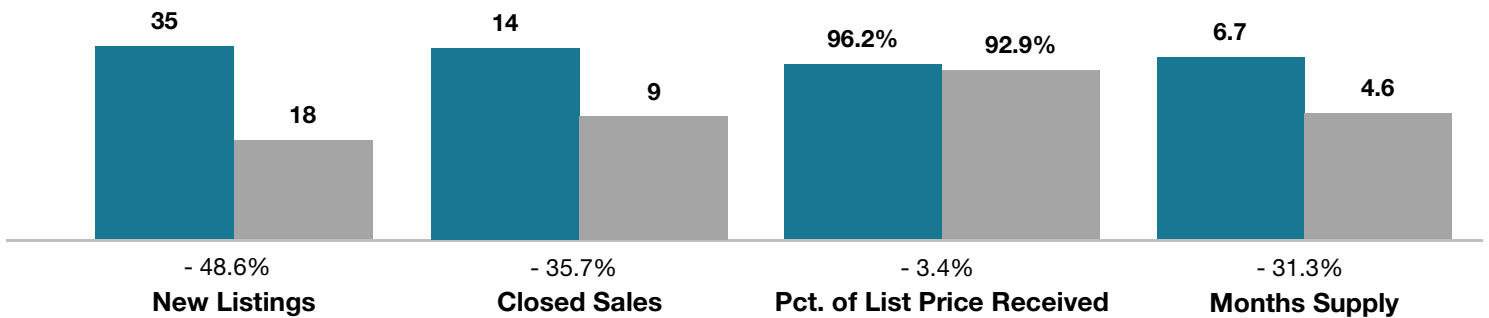
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Key Metrics	March			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 3-2015	Thru 3-2016	Percent Change from Previous Year
New Listings	35	18	- 48.6%	68	40	- 41.2%
Closed Sales	14	9	- 35.7%	39	19	- 51.3%
Median Sales Price*	\$254,150	\$235,000	- 7.5%	\$232,000	\$253,000	+ 9.1%
Average Sales Price*	\$294,129	\$284,500	- 3.3%	\$280,844	\$296,626	+ 5.6%
Percent of List Price Received*	96.2%	92.9%	- 3.4%	96.0%	94.0%	- 2.1%
Days on Market Until Sale	237	211	- 11.0%	254	192	- 24.4%
Inventory of Homes for Sale	99	68	- 31.3%	--	--	--
Months Supply of Inventory	6.7	4.6	- 31.3%	--	--	--

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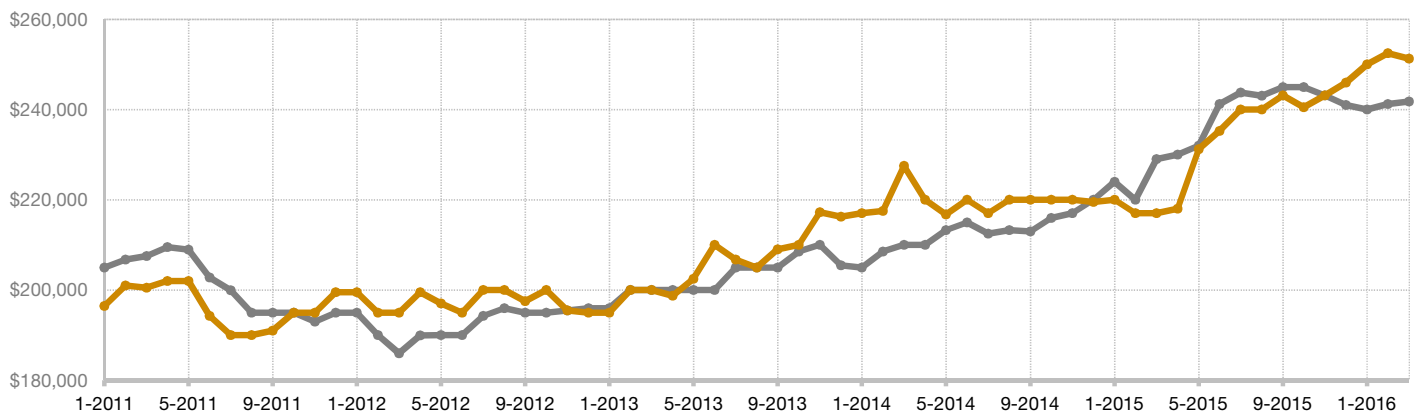
March

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Historical Median Sales Price Rolling 12-Month Calculation

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Local Market Update for April 2016

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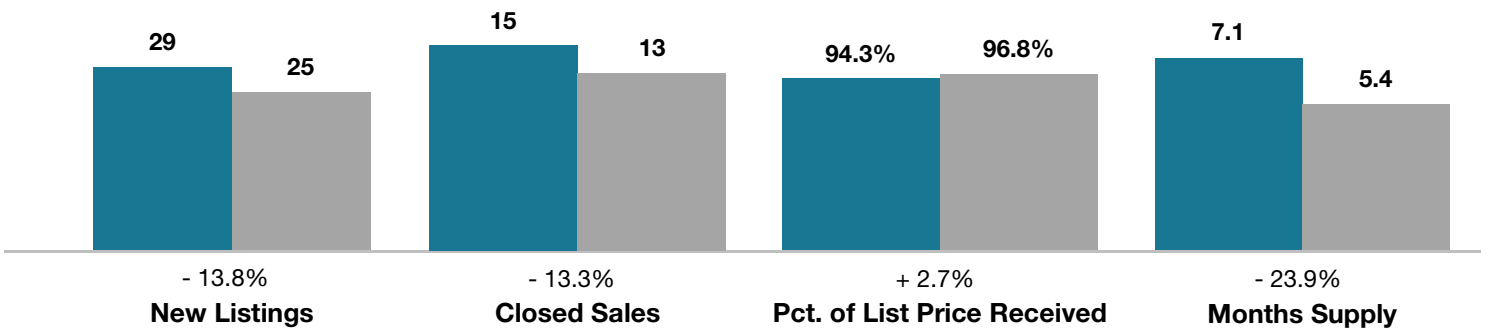
Buena Vista

Key Metrics	April			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 4-2015	Thru 4-2016	Percent Change from Previous Year
New Listings	29	25	- 13.8%	97	67	- 30.9%
Closed Sales	15	13	- 13.3%	54	32	- 40.7%
Median Sales Price*	\$241,000	\$240,000	- 0.4%	\$233,500	\$251,500	+ 7.7%
Average Sales Price*	\$231,593	\$325,885	+ 40.7%	\$267,163	\$308,513	+ 15.5%
Percent of List Price Received*	94.3%	96.8%	+ 2.7%	95.5%	95.1%	- 0.4%
Days on Market Until Sale	142	128	- 9.9%	223	166	- 25.6%
Inventory of Homes for Sale	109	78	- 28.4%	--	--	--
Months Supply of Inventory	7.1	5.4	- 23.9%	--	--	--

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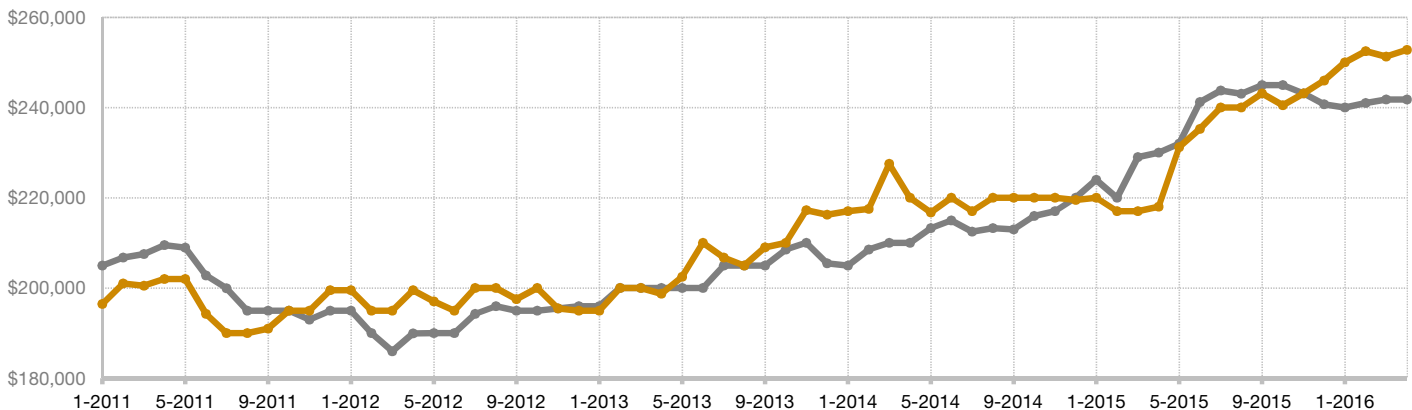
April

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Historical Median Sales Price Rolling 12-Month Calculation

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Local Market Update for May 2016

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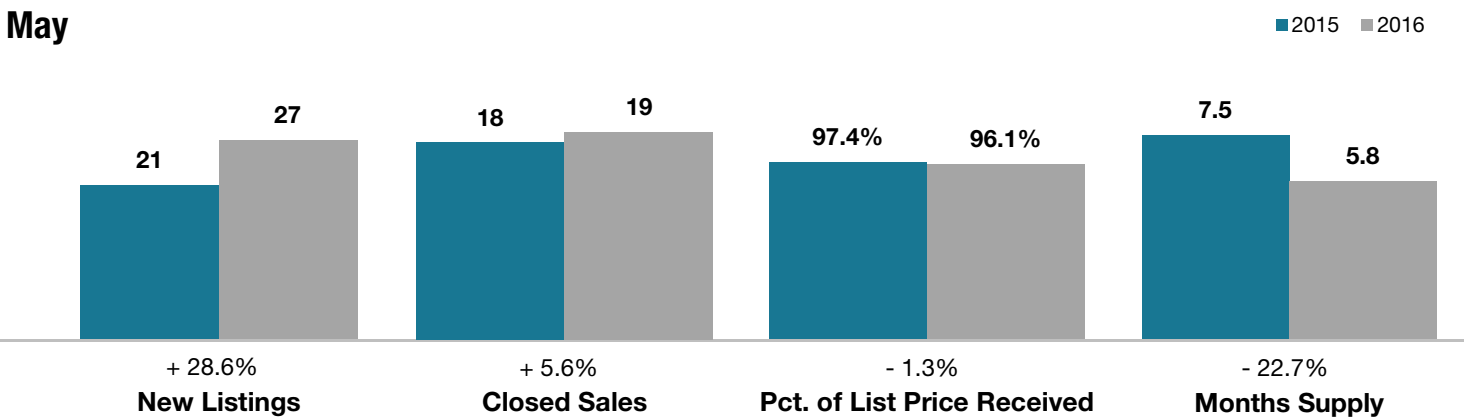
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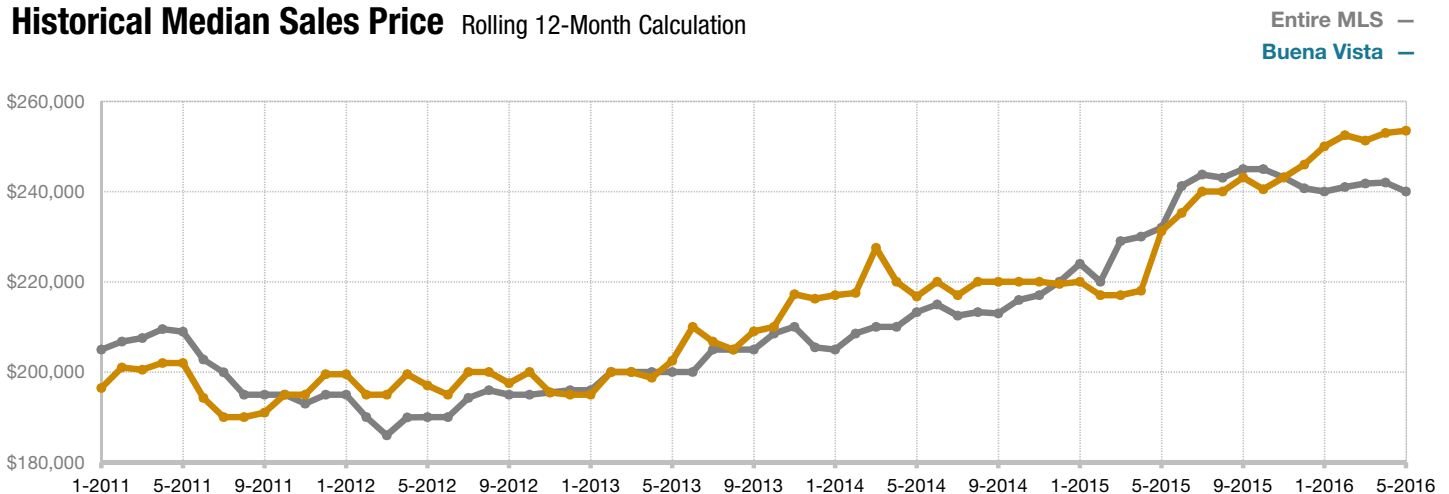
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Key Metrics	May			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 5-2015	Thru 5-2016	Percent Change from Previous Year
New Listings	21	27	+ 28.6%	118	97	- 17.8%
Closed Sales	18	19	+ 5.6%	72	52	- 27.8%
Median Sales Price*	\$258,500	\$340,000	+ 31.5%	\$244,050	\$258,450	+ 5.9%
Average Sales Price*	\$271,406	\$350,589	+ 29.2%	\$268,224	\$323,819	+ 20.7%
Percent of List Price Received*	97.4%	96.1%	- 1.3%	96.0%	95.5%	- 0.5%
Days on Market Until Sale	128	192	+ 50.0%	198	173	- 12.6%
Inventory of Homes for Sale	114	85	- 25.4%	--	--	--
Months Supply of Inventory	7.5	5.8	- 22.7%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2016

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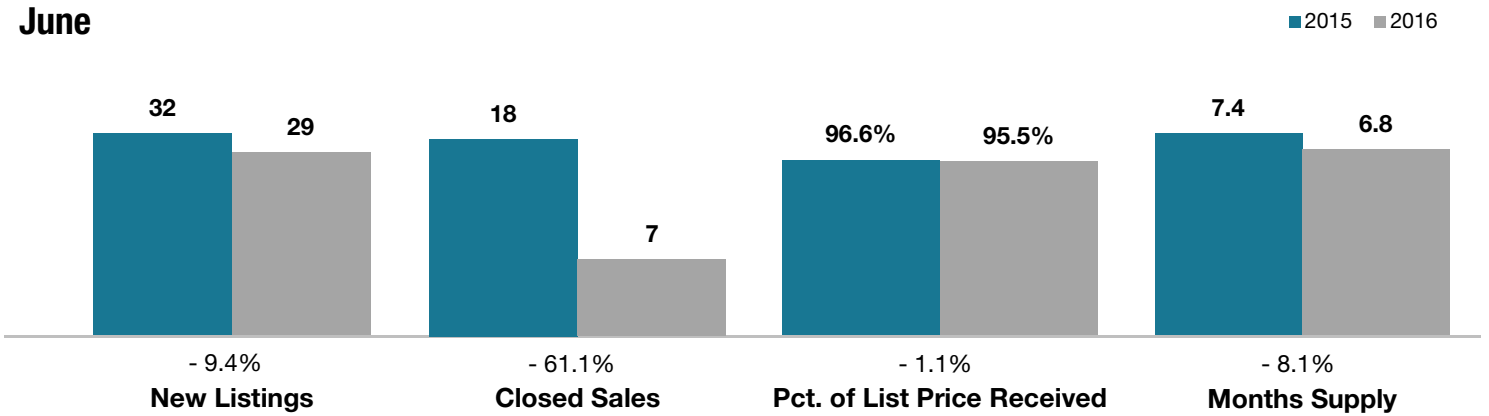


Buena Vista

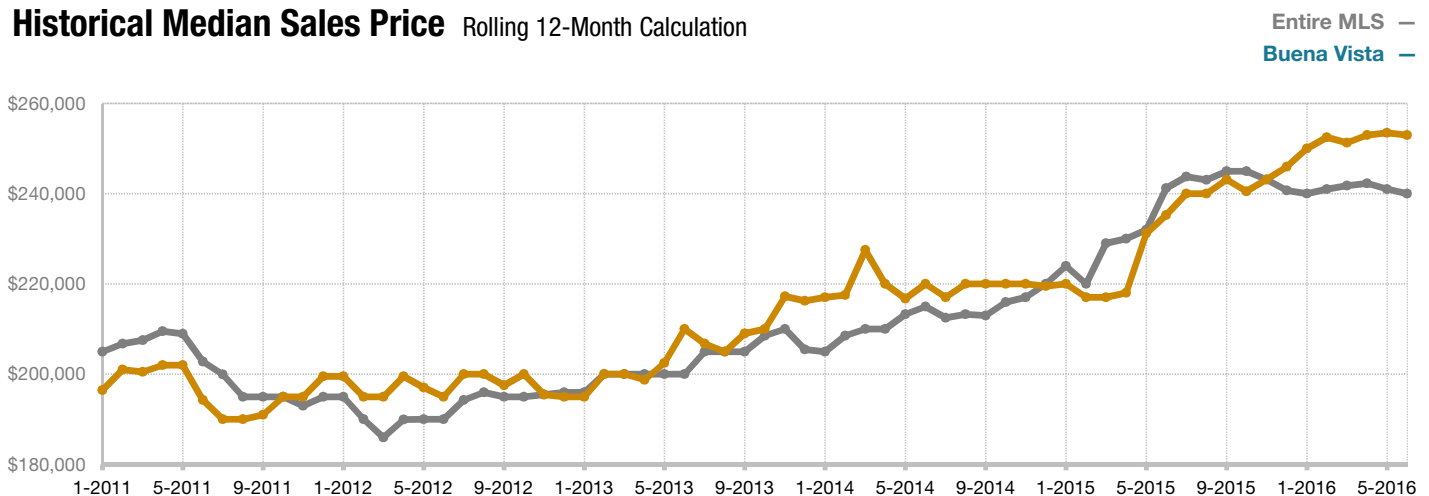
Key Metrics	June			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 6-2015	Thru 6-2016	Percent Change from Previous Year
New Listings	32	29	- 9.4%	150	126	- 16.0%
Closed Sales	18	7	- 61.1%	90	59	- 34.4%
Median Sales Price*	\$254,500	\$257,000	+ 1.0%	\$246,000	\$257,000	+ 4.5%
Average Sales Price*	\$274,644	\$251,100	- 8.6%	\$269,508	\$315,191	+ 17.0%
Percent of List Price Received*	96.6%	95.5%	- 1.1%	96.1%	95.5%	- 0.6%
Days on Market Until Sale	125	129	+ 3.2%	183	168	- 8.2%
Inventory of Homes for Sale	115	94	- 18.3%	--	--	--
Months Supply of Inventory	7.4	6.8	- 8.1%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2016

Northern Coverage

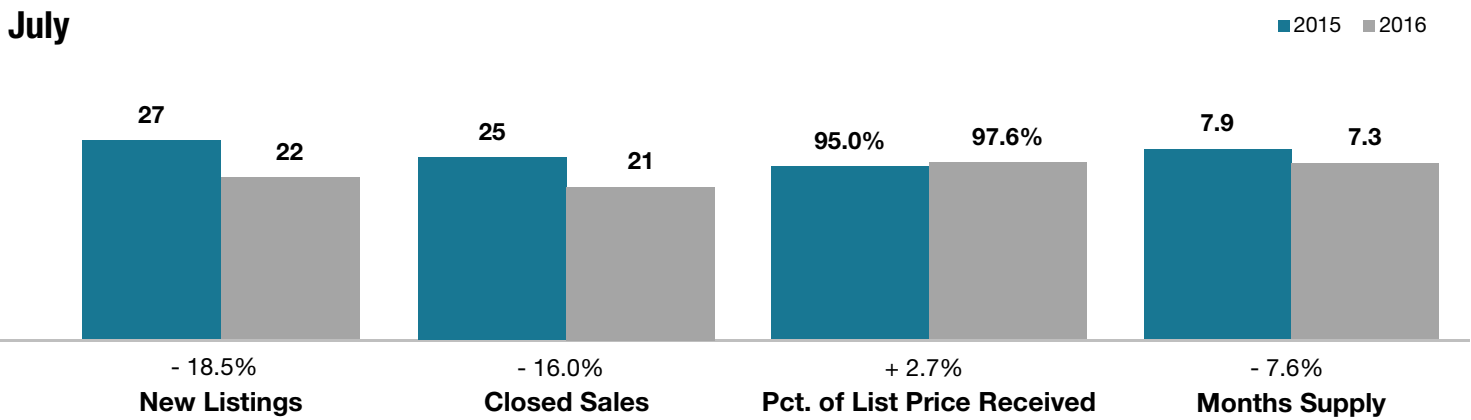
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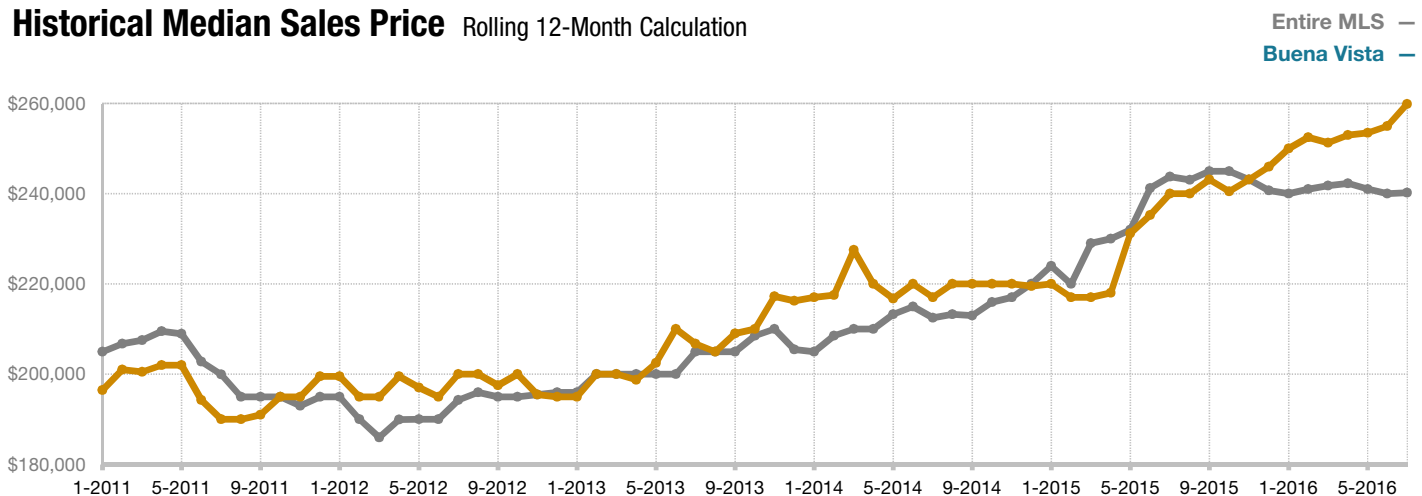
Buena Vista

Key Metrics	July			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 7-2015	Thru 7-2016	Percent Change from Previous Year
New Listings	27	22	- 18.5%	177	149	- 15.8%
Closed Sales	25	21	- 16.0%	115	82	- 28.7%
Median Sales Price*	\$230,000	\$270,000	+ 17.4%	\$241,000	\$262,000	+ 8.7%
Average Sales Price*	\$284,450	\$299,981	+ 5.5%	\$272,756	\$314,669	+ 15.4%
Percent of List Price Received*	95.0%	97.6%	+ 2.7%	95.9%	96.2%	+ 0.3%
Days on Market Until Sale	106	71	- 33.0%	167	141	- 15.6%
Inventory of Homes for Sale	124	99	- 20.2%	--	--	--
Months Supply of Inventory	7.9	7.3	- 7.6%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2016

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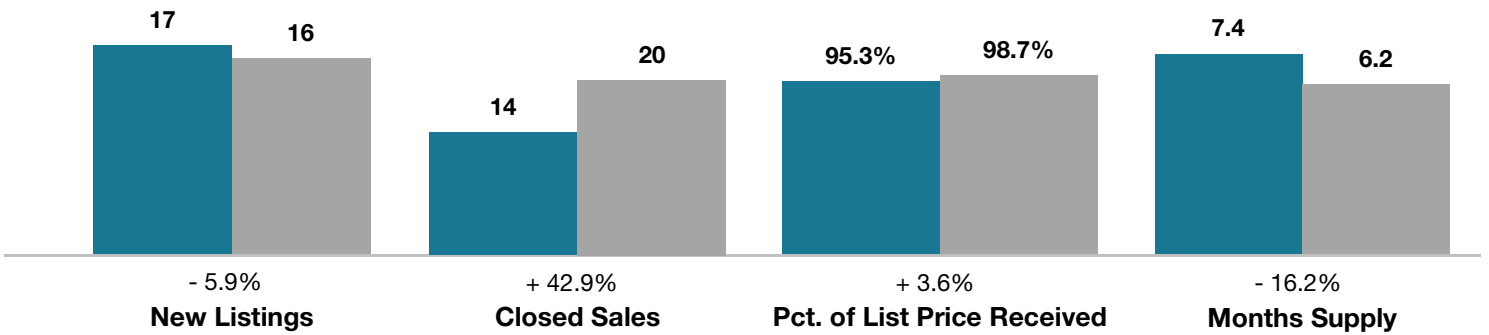
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Key Metrics	August			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 8-2015	Thru 8-2016	Percent Change from Previous Year
New Listings	17	16	- 5.9%	194	166	- 14.4%
Closed Sales	14	20	+ 42.9%	128	102	- 20.3%
Median Sales Price*	\$250,500	\$320,000	+ 27.7%	\$244,050	\$271,000	+ 11.0%
Average Sales Price*	\$246,964	\$322,575	+ 30.6%	\$270,433	\$316,219	+ 16.9%
Percent of List Price Received*	95.3%	98.7%	+ 3.6%	95.8%	96.7%	+ 0.9%
Days on Market Until Sale	108	105	- 2.8%	160	134	- 16.3%
Inventory of Homes for Sale	114	88	- 22.8%	--	--	--
Months Supply of Inventory	7.4	6.2	- 16.2%	--	--	--

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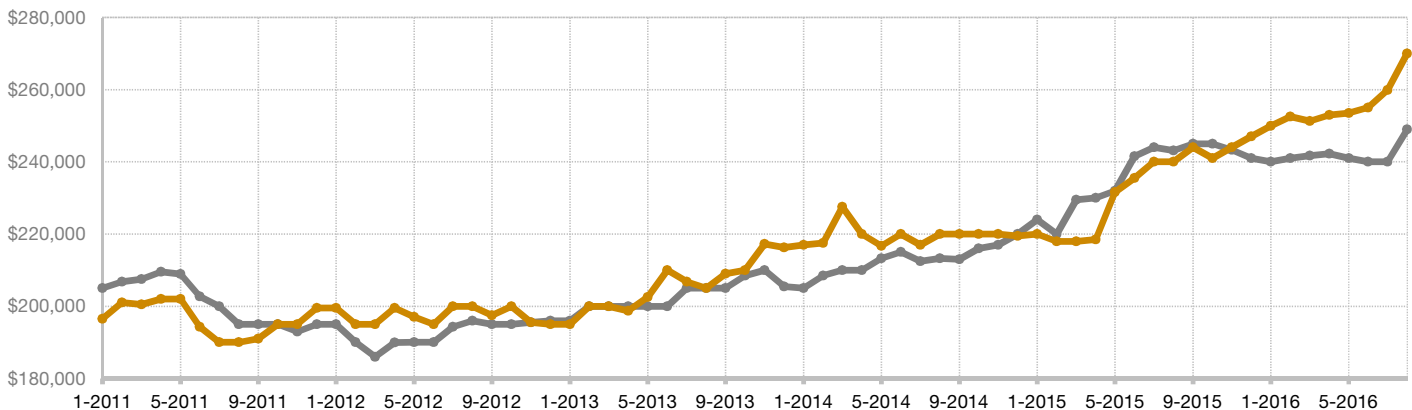
August

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Historical Median Sales Price Rolling 12-Month Calculation

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Local Market Update for September 2016

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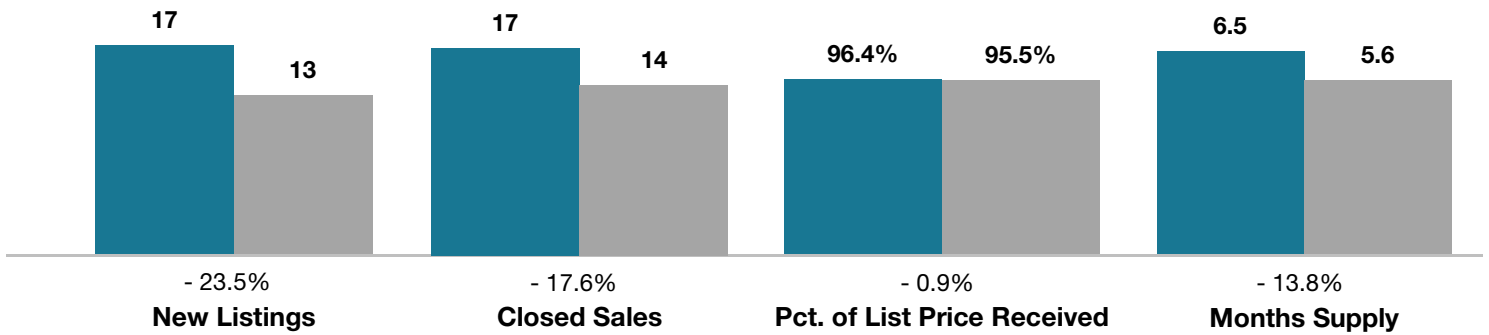
Buena Vista

Key Metrics	September			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 9-2015	Thru 9-2016	Percent Change from Previous Year
New Listings	17	13	- 23.5%	211	178	- 15.6%
Closed Sales	17	14	- 17.6%	145	117	- 19.3%
Median Sales Price*	\$322,500	\$333,375	+ 3.4%	\$245,000	\$273,500	+ 11.6%
Average Sales Price*	\$365,071	\$364,732	- 0.1%	\$281,529	\$320,176	+ 13.7%
Percent of List Price Received*	96.4%	95.5%	- 0.9%	95.9%	96.4%	+ 0.5%
Days on Market Until Sale	216	100	- 53.7%	167	134	- 19.8%
Inventory of Homes for Sale	102	78	- 23.5%	--	--	--
Months Supply of Inventory	6.5	5.6	- 13.8%	--	--	--

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September

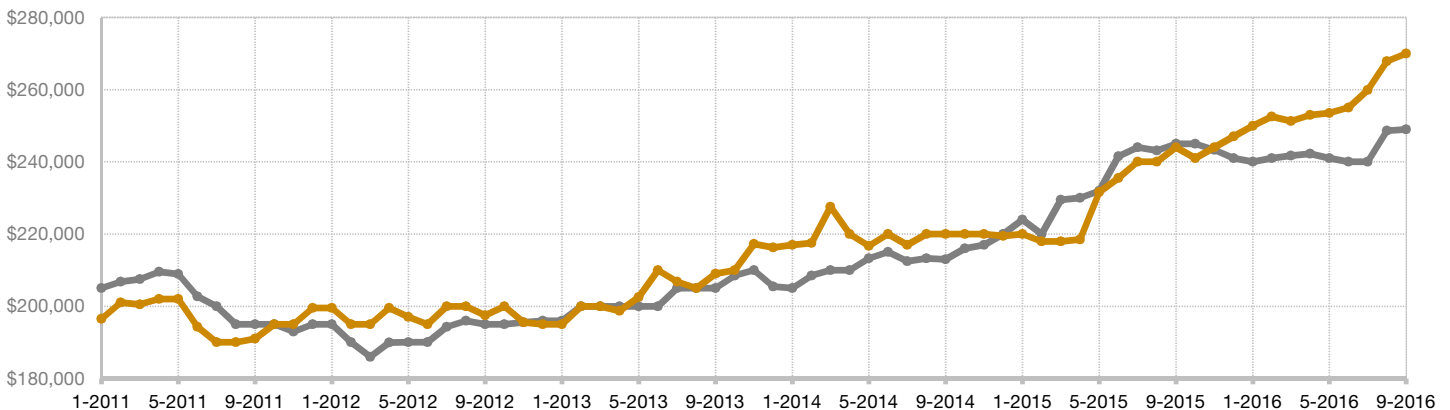
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Historical Median Sales Price

Rolling 12-Month Calculation

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Local Market Update for October 2016

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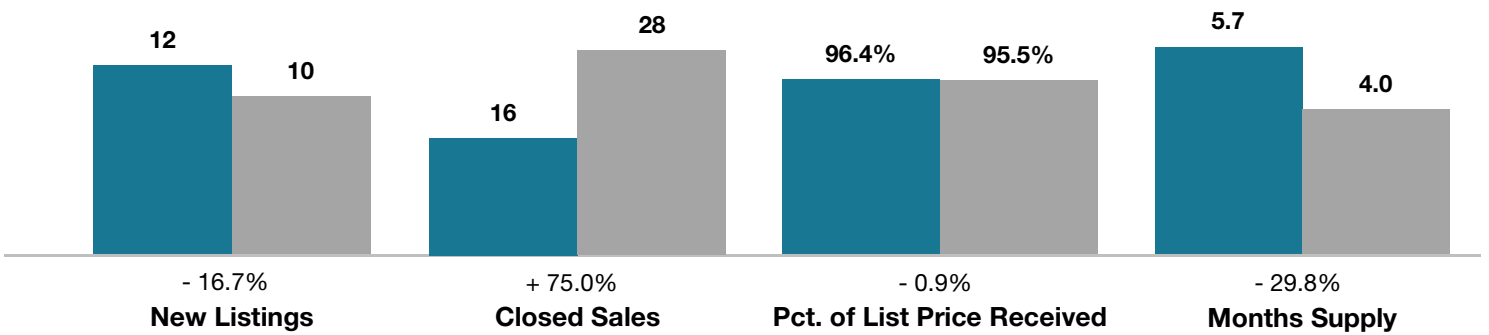
Buena Vista

Key Metrics	October			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 10-2015	Thru 10-2016	Percent Change from Previous Year
New Listings	12	10	- 16.7%	223	190	- 14.8%
Closed Sales	16	28	+ 75.0%	161	146	- 9.3%
Median Sales Price*	\$236,500	\$332,500	+ 40.6%	\$245,000	\$299,500	+ 22.2%
Average Sales Price*	\$248,919	\$365,196	+ 46.7%	\$278,288	\$328,179	+ 17.9%
Percent of List Price Received*	96.4%	95.5%	- 0.9%	95.9%	96.2%	+ 0.3%
Days on Market Until Sale	146	159	+ 8.9%	165	138	- 16.4%
Inventory of Homes for Sale	88	60	- 31.8%	--	--	--
Months Supply of Inventory	5.7	4.0	- 29.8%	--	--	--

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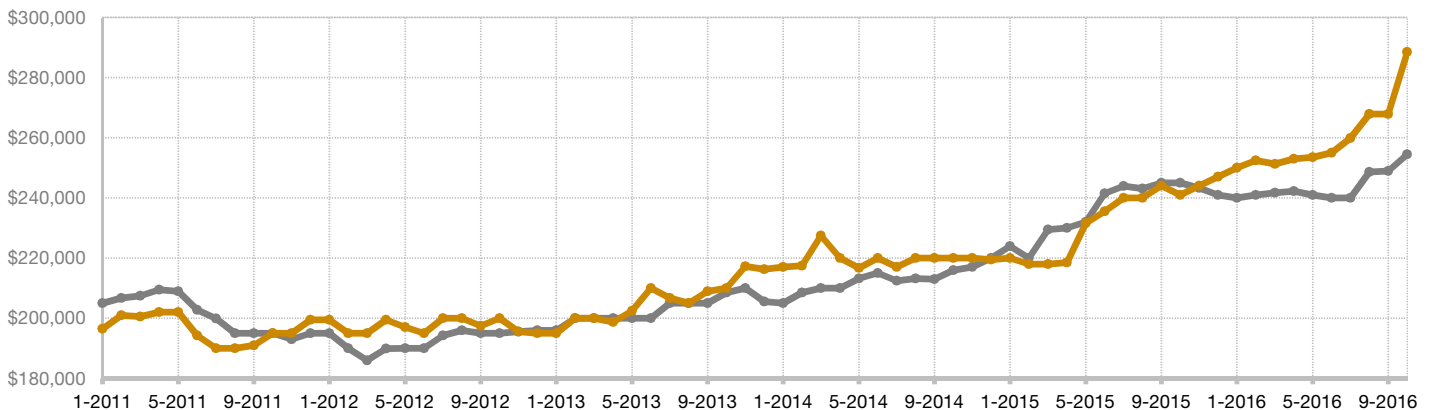
October

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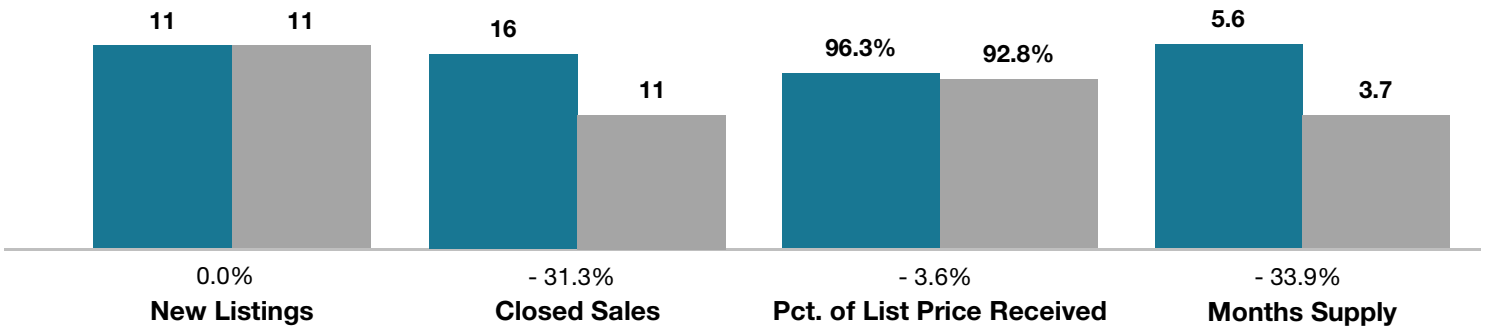
Buena Vista

Key Metrics	November			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 11-2015	Thru 11-2016	Percent Change from Previous Year
New Listings	11	11	0.0%	234	201	- 14.1%
Closed Sales	16	11	- 31.3%	177	158	- 10.7%
Median Sales Price*	\$251,500	\$225,000	- 10.5%	\$245,000	\$293,500	+ 19.8%
Average Sales Price*	\$284,969	\$276,173	- 3.1%	\$278,892	\$324,190	+ 16.2%
Percent of List Price Received*	96.3%	92.8%	- 3.6%	96.0%	96.0%	0.0%
Days on Market Until Sale	154	166	+ 7.8%	164	140	- 14.6%
Inventory of Homes for Sale	88	54	- 38.6%	--	--	--
Months Supply of Inventory	5.6	3.7	- 33.9%	--	--	--

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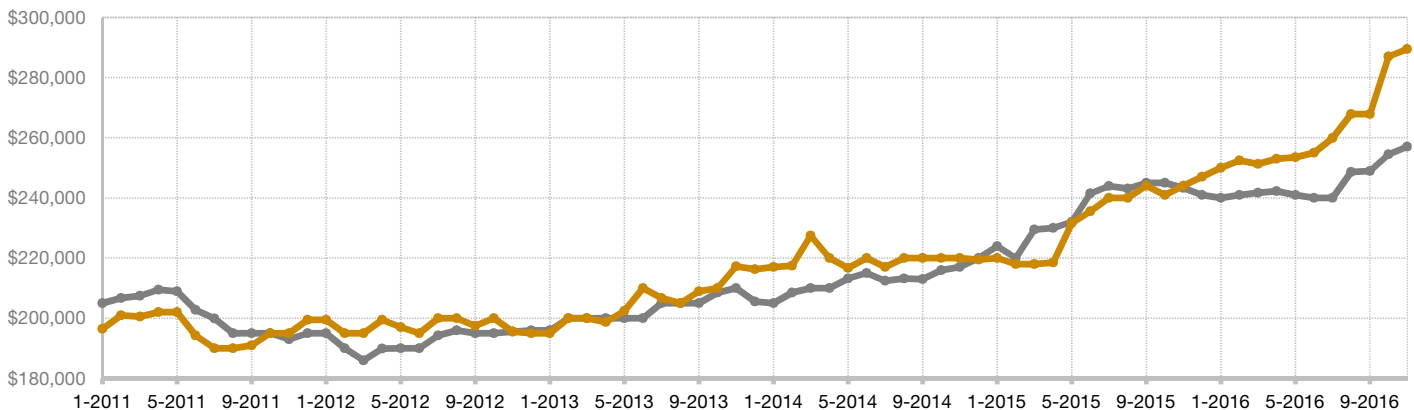
November

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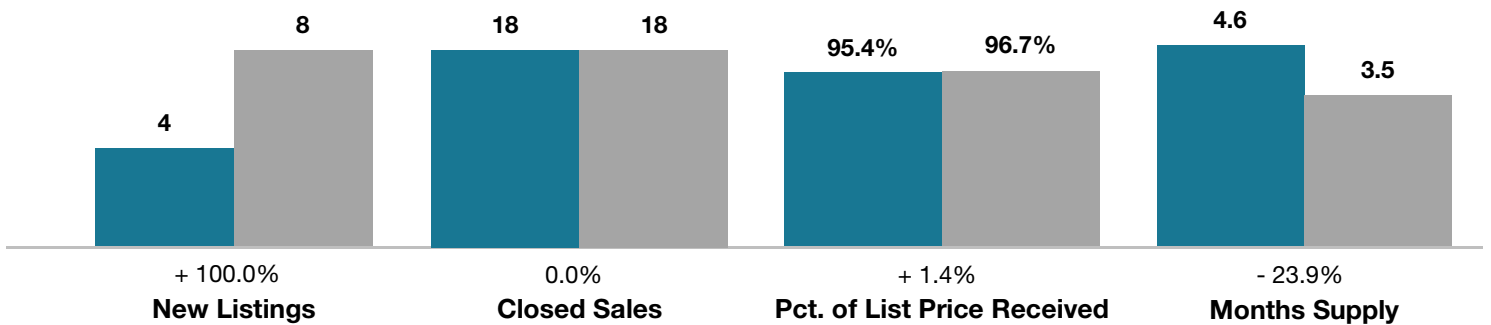
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Key Metrics	December			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 12-2015	Thru 12-2016	Percent Change from Previous Year
New Listings	4	8	+ 100.0%	238	211	- 11.3%
Closed Sales	18	18	0.0%	195	176	- 9.7%
Median Sales Price*	\$270,350	\$314,500	+ 16.3%	\$247,000	\$299,000	+ 21.1%
Average Sales Price*	\$295,416	\$338,422	+ 14.6%	\$280,417	\$325,646	+ 16.1%
Percent of List Price Received*	95.4%	96.7%	+ 1.4%	95.9%	96.0%	+ 0.1%
Days on Market Until Sale	134	115	- 14.2%	161	137	- 14.9%
Inventory of Homes for Sale	75	51	- 32.0%	--	--	--
Months Supply of Inventory	4.6	3.5	- 23.9%	--	--	--

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December

■ 2015 ■ 2016



Historical Median Sales Price Rolling 12-Month Calculation

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