

# Local Market Update for July 2015

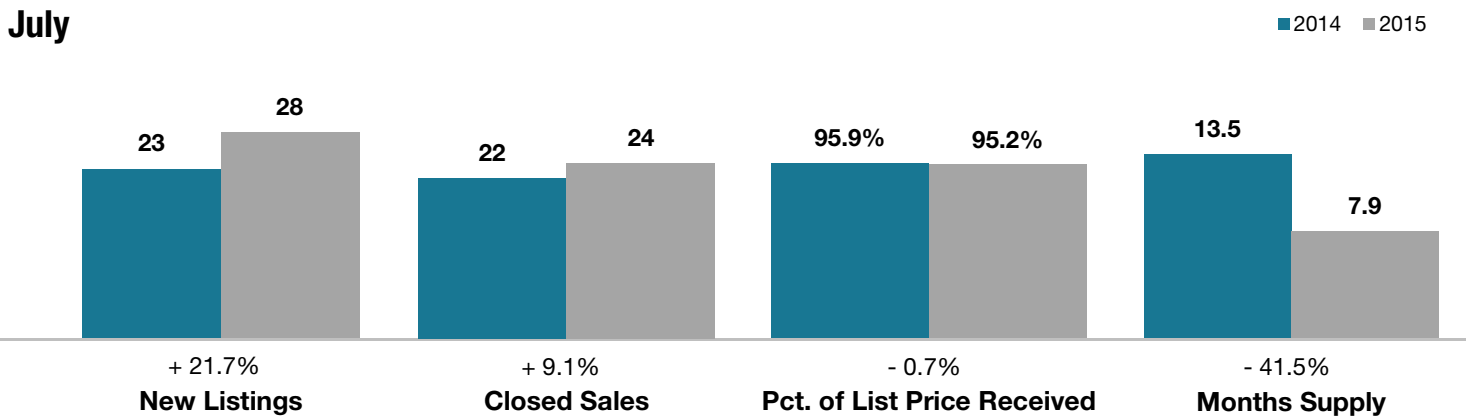
A Research Tool Provided by the Colorado Association of REALTORS®



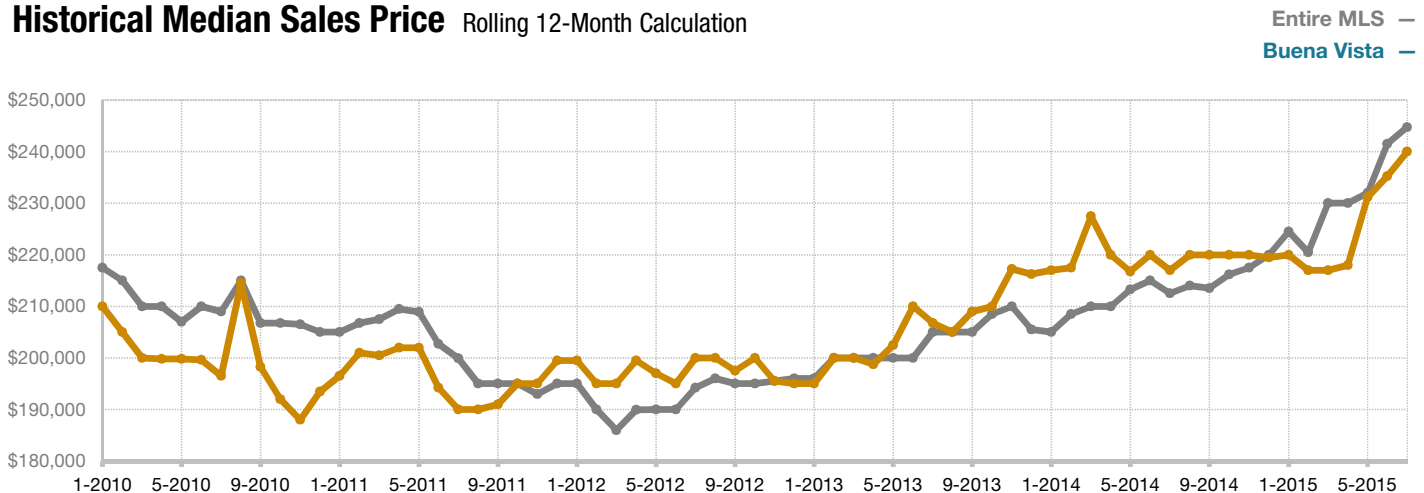
## Buena Vista

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	23	28	+ 21.7%	179	176	- 1.7%
Closed Sales	22	24	+ 9.1%	92	114	+ 23.9%
Median Sales Price*	\$197,500	\$234,500	+ 18.7%	\$215,000	\$242,050	+ 12.6%
Average Sales Price*	\$235,018	\$287,552	+ 22.4%	\$254,010	\$273,307	+ 7.6%
Percent of List Price Received*	95.9%	95.2%	- 0.7%	95.5%	95.9%	+ 0.4%
Days on Market Until Sale	172	111	- 35.5%	162	169	+ 4.3%
Inventory of Homes for Sale	174	123	- 29.3%	--	--	--
Months Supply of Inventory	13.5	7.9	- 41.5%	--	--	--

\* 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

A Research Tool Provided by the Colorado Association of REALTORS®



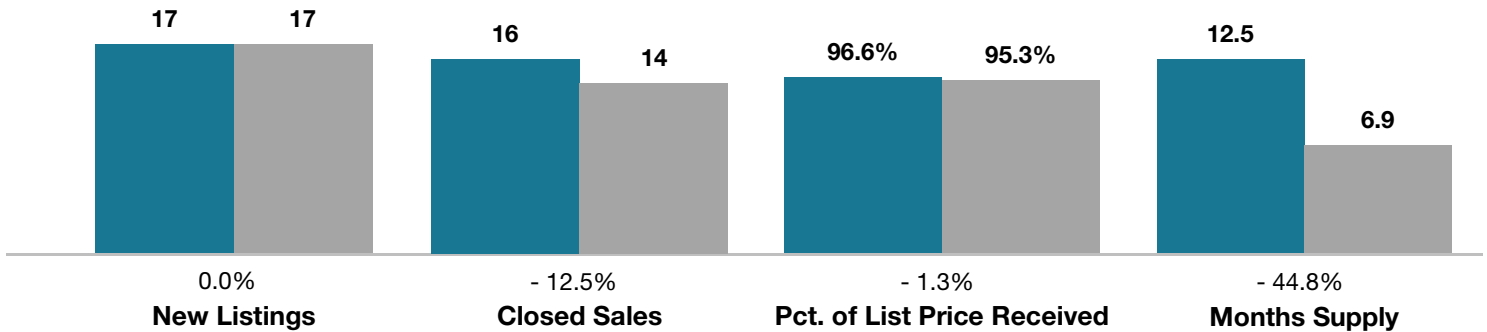
## Buena Vista

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	17	17	0.0%	196	194	- 1.0%
Closed Sales	16	14	- 12.5%	108	129	+ 19.4%
Median Sales Price*	\$286,900	\$250,500	- 12.7%	\$220,000	\$243,099	+ 10.5%
Average Sales Price*	\$350,863	\$246,964	- 29.6%	\$268,358	\$269,957	+ 0.6%
Percent of List Price Received*	96.6%	95.3%	- 1.3%	95.6%	95.8%	+ 0.2%
Days on Market Until Sale	135	108	- 20.0%	158	160	+ 1.3%
Inventory of Homes for Sale	162	108	- 33.3%	--	--	--
Months Supply of Inventory	12.5	6.9	- 44.8%	--	--	--

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

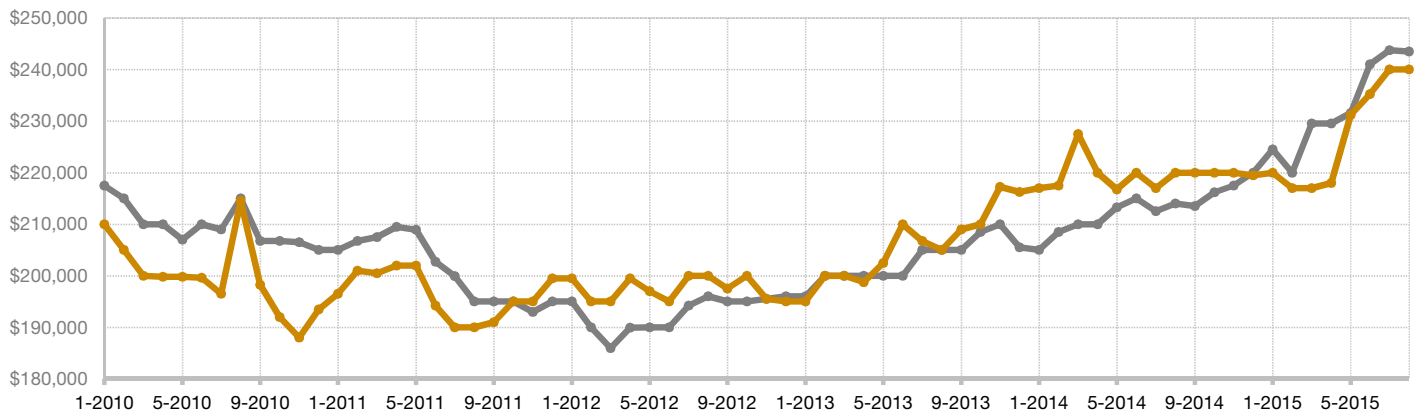
### August

■ 2014 ■ 2015



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

Entire MLS —  
Buena Vista —



# Local Market Update for September 2015

A Research Tool Provided by the Colorado Association of REALTORS®



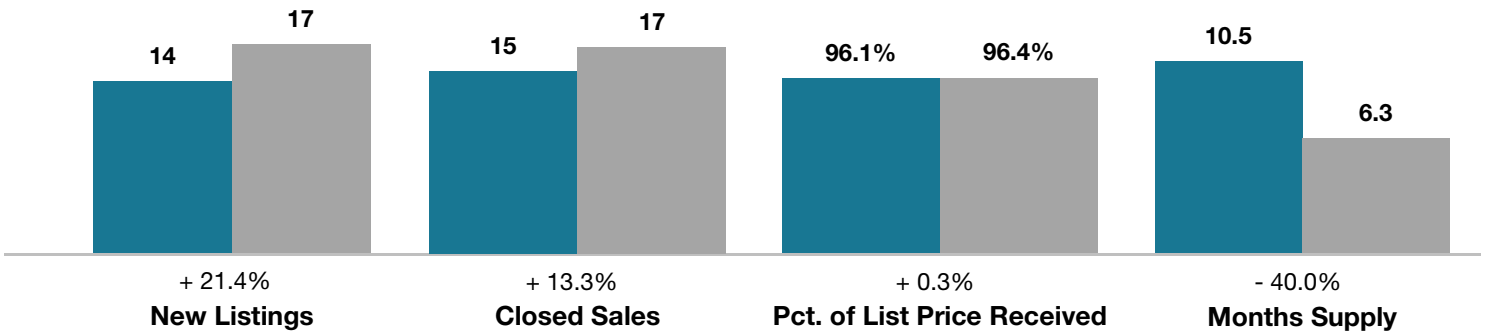
## Buena Vista

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	14	17	+ 21.4%	210	213	+ 1.4%
Closed Sales	15	17	+ 13.3%	123	146	+ 18.7%
Median Sales Price*	\$213,000	\$322,500	+ 51.4%	\$220,000	\$245,000	+ 11.4%
Average Sales Price*	\$239,773	\$365,071	+ 52.3%	\$264,872	\$281,032	+ 6.1%
Percent of List Price Received*	96.1%	96.4%	+ 0.3%	95.7%	95.9%	+ 0.2%
Days on Market Until Sale	182	216	+ 18.7%	161	167	+ 3.7%
Inventory of Homes for Sale	145	100	- 31.0%	--	--	--
Months Supply of Inventory	10.5	6.3	- 40.0%	--	--	--

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

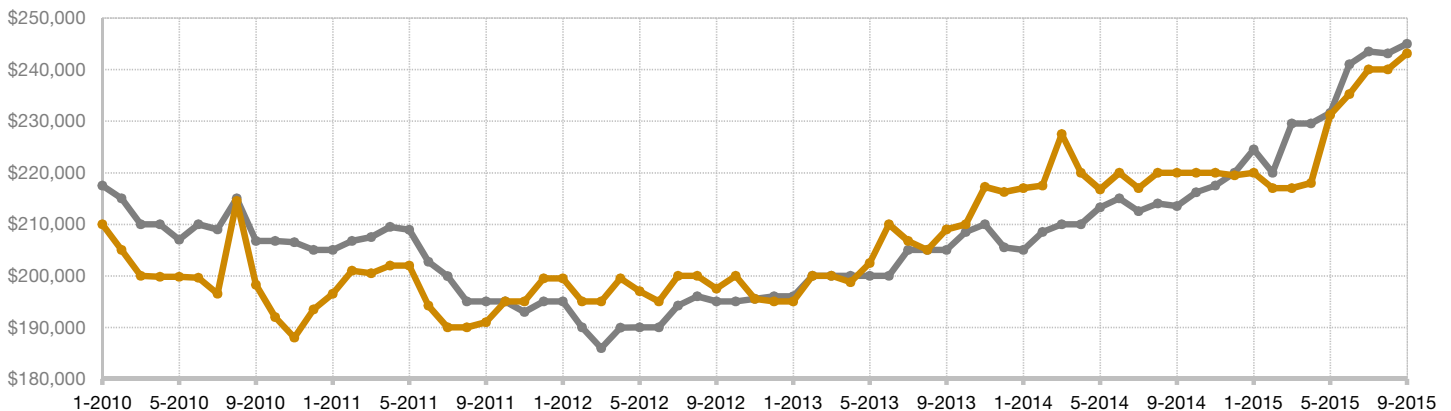
### September

■ 2014 ■ 2015



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

Entire MLS —  
Buena Vista —



# Local Market Update for October 2015

A Research Tool Provided by the Colorado Association of REALTORS®

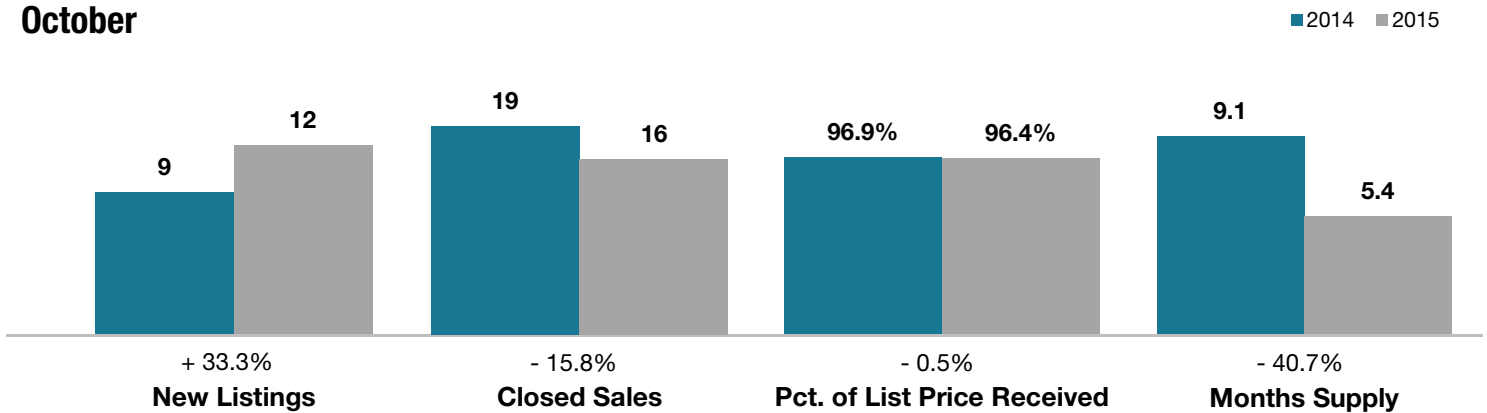


## Buena Vista

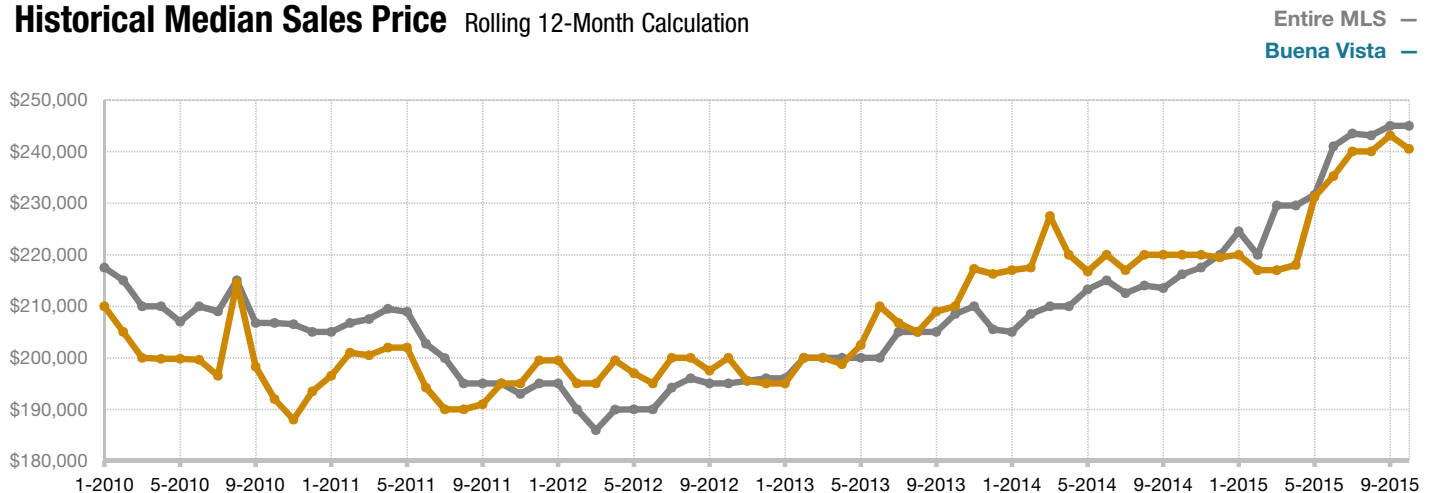
Key Metrics	October			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 10-2014	Thru 10-2015	Percent Change from Previous Year
New Listings	9	12	+ 33.3%	219	224	+ 2.3%
Closed Sales	19	16	- 15.8%	142	162	+ 14.1%
Median Sales Price*	\$246,950	<b>\$236,500</b>	- 4.2%	\$221,750	<b>\$244,050</b>	+ 10.1%
Average Sales Price*	\$275,375	<b>\$248,919</b>	- 9.6%	\$266,277	<b>\$277,860</b>	+ 4.3%
Percent of List Price Received*	96.9%	<b>96.4%</b>	- 0.5%	95.9%	<b>95.9%</b>	0.0%
Days on Market Until Sale	172	146	- 15.1%	162	165	+ 1.9%
Inventory of Homes for Sale	126	84	- 33.3%	--	--	--
Months Supply of Inventory	9.1	5.4	- 40.7%	--	--	--

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

### October



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



# Local Market Update for November 2015

## Northern Coverage

A Research Tool Provided by the Colorado Association of REALTORS®



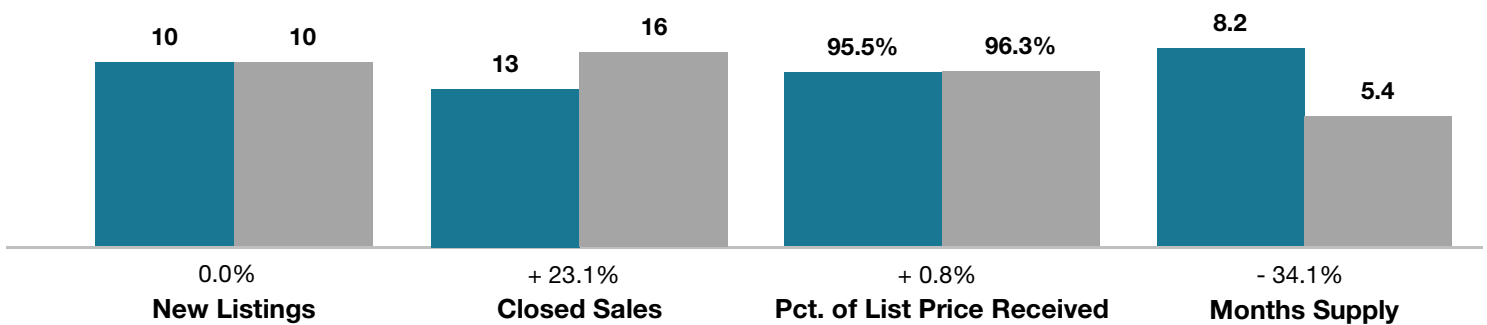
# Buena Vista

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	10	10	0.0%	229	234	+ 2.2%
Closed Sales	13	16	+ 23.1%	155	178	+ 14.8%
Median Sales Price*	\$219,000	<b>\$251,500</b>	+ 14.8%	\$220,000	<b>\$245,000</b>	+ 11.4%
Average Sales Price*	\$244,346	<b>\$284,969</b>	+ 16.6%	\$264,438	<b>\$278,499</b>	+ 5.3%
Percent of List Price Received*	95.5%	<b>96.3%</b>	+ 0.8%	95.8%	<b>96.0%</b>	+ 0.2%
Days on Market Until Sale	267	<b>154</b>	- 42.3%	171	<b>164</b>	- 4.1%
Inventory of Homes for Sale	111	<b>85</b>	- 23.4%	--	--	--
Months Supply of Inventory	8.2	<b>5.4</b>	- 34.1%	--	--	--

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

## November

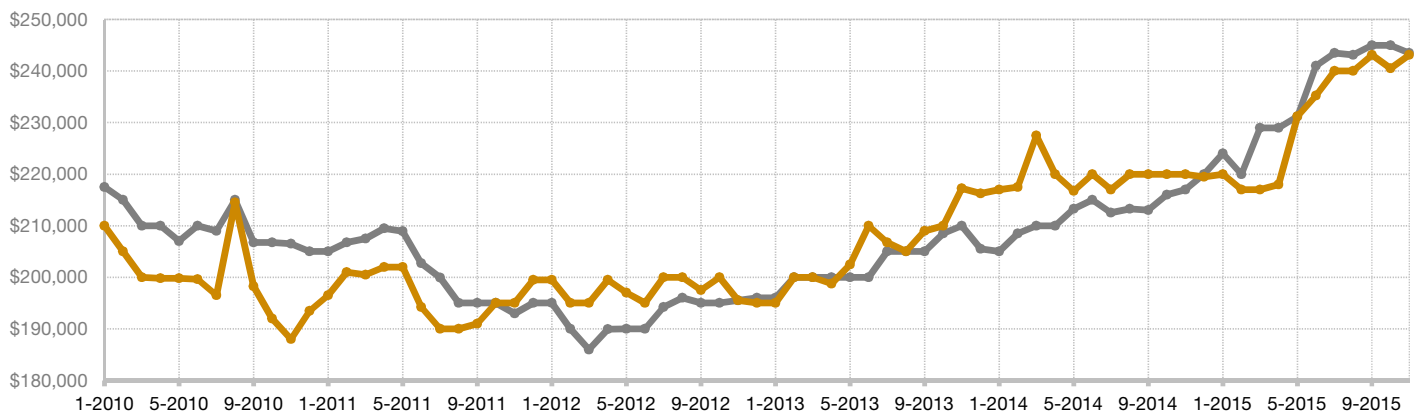
■ 2014 ■ 2015



## Historical Median Sales Price

Rolling 12-Month Calculation

Entire MLS —  
Buena Vista —



# Local Market Update for December 2015

## Northern Coverage

A Research Tool Provided by the Colorado Association of REALTORS®



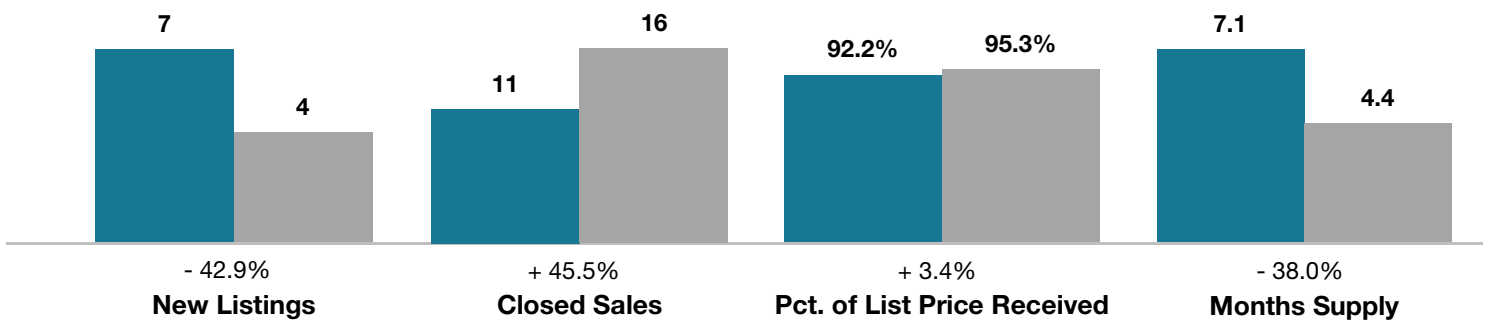
# Buena Vista

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	7	4	- 42.9%	236	238	+ 0.8%
Closed Sales	11	16	+ 45.5%	166	194	+ 16.9%
Median Sales Price*	\$205,000	<b>\$286,500</b>	+ 39.8%	\$219,500	<b>\$246,000</b>	+ 12.1%
Average Sales Price*	\$210,064	<b>\$303,143</b>	+ 44.3%	\$260,835	<b>\$280,532</b>	+ 7.6%
Percent of List Price Received*	92.2%	<b>95.3%</b>	+ 3.4%	95.6%	<b>95.9%</b>	+ 0.3%
Days on Market Until Sale	172	<b>142</b>	- 17.4%	171	<b>162</b>	- 5.3%
Inventory of Homes for Sale	98	<b>71</b>	- 27.6%	--	--	--
Months Supply of Inventory	7.1	<b>4.4</b>	- 38.0%	--	--	--

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

## December

■ 2014 ■ 2015



## Historical Median Sales Price Rolling 12-Month Calculation

Entire MLS —  
Buena Vista —

