

Local Market Update for July 2015

Southern Coverage

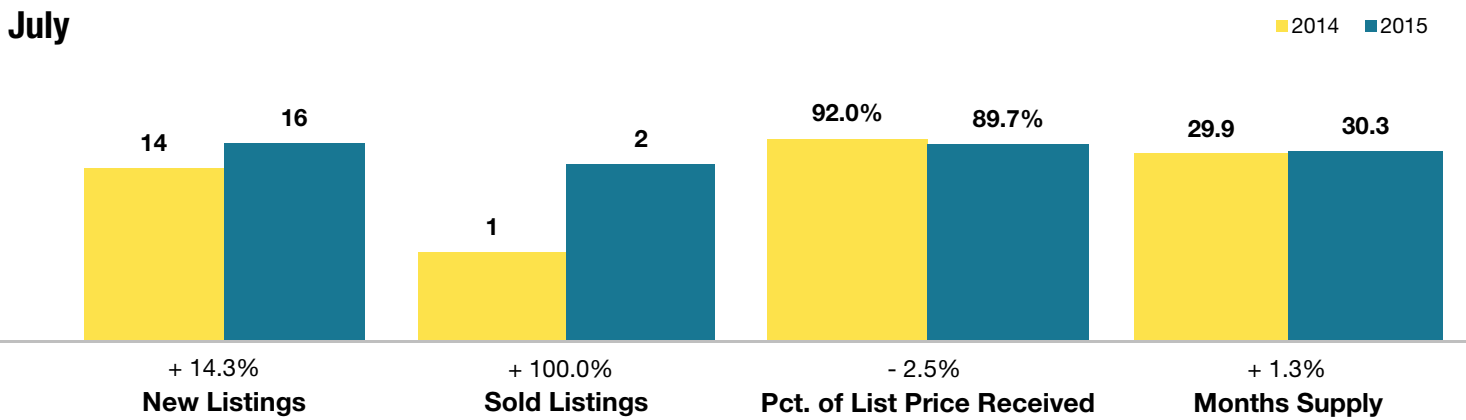
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Conejos County

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	14	16	+ 14.3%	55	64	+ 16.4%
Sold Listings	1	2	+ 100.0%	12	21	+ 75.0%
Median Sales Price*	\$40,000	\$149,600	+ 274.0%	\$113,250	\$90,000	- 20.5%
Average Sales Price*	\$40,000	\$149,600	+ 274.0%	\$121,265	\$105,640	- 12.9%
Percent of List Price Received*	92.0%	89.7%	- 2.5%	91.1%	91.6%	+ 0.5%
Days on Market Until Sale	148	169	+ 14.2%	116	185	+ 59.5%
Cumulative Days on Market Until Sale	148	169	+ 14.2%	145	175	+ 20.7%
Inventory of Homes for Sale	57	77	+ 35.1%	--	--	--
Months Supply of Inventory	29.9	30.3	+ 1.3%	--	--	--

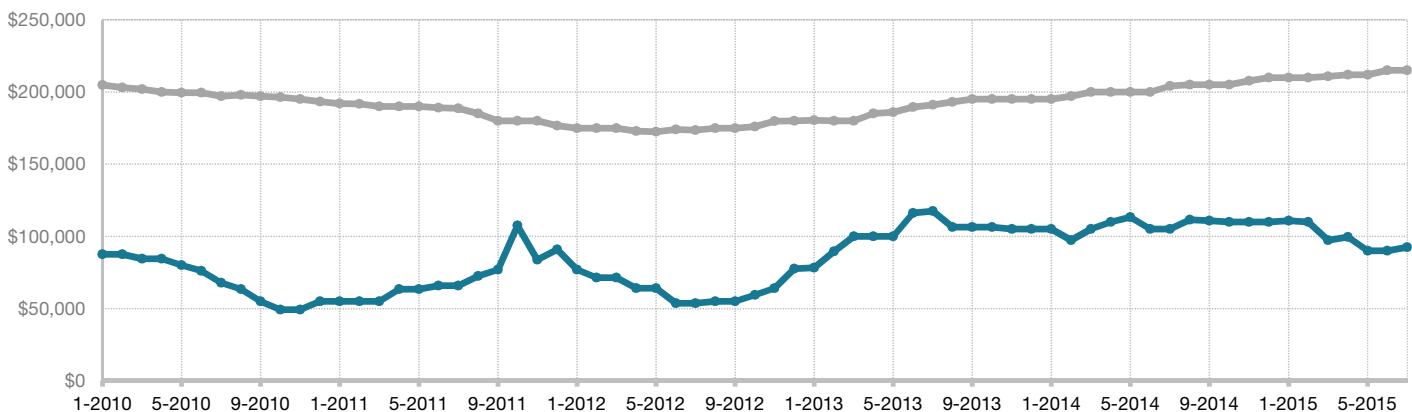
* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.



Historical Median Sales Price

Rolling 12-Month Calculation

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Local Market Update for August 2015

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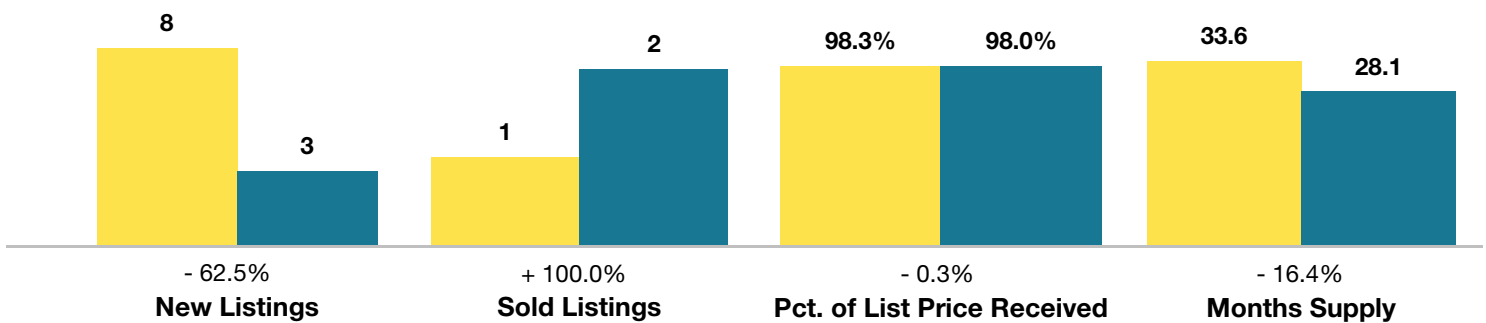
Conejos County

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	8	3	- 62.5%	63	67	+ 6.3%
Sold Listings	1	2	+ 100.0%	13	23	+ 76.9%
Median Sales Price*	\$147,000	\$141,700	- 3.6%	\$115,000	\$95,000	- 17.4%
Average Sales Price*	\$147,000	\$141,700	- 3.6%	\$123,245	\$108,776	- 11.7%
Percent of List Price Received*	98.3%	98.0%	- 0.3%	91.6%	92.1%	+ 0.5%
Days on Market Until Sale	130	97	- 25.4%	117	177	+ 51.3%
Cumulative Days on Market Until Sale	130	97	- 25.4%	144	168	+ 16.7%
Inventory of Homes for Sale	58	74	+ 27.6%	--	--	--
Months Supply of Inventory	33.6	28.1	- 16.4%	--	--	--

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August

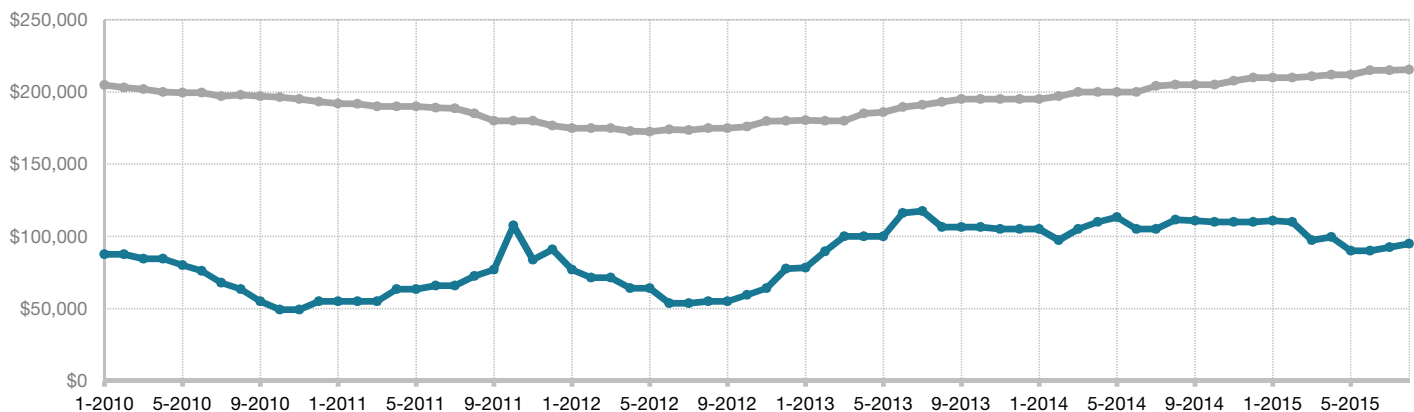
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Historical Median Sales Price

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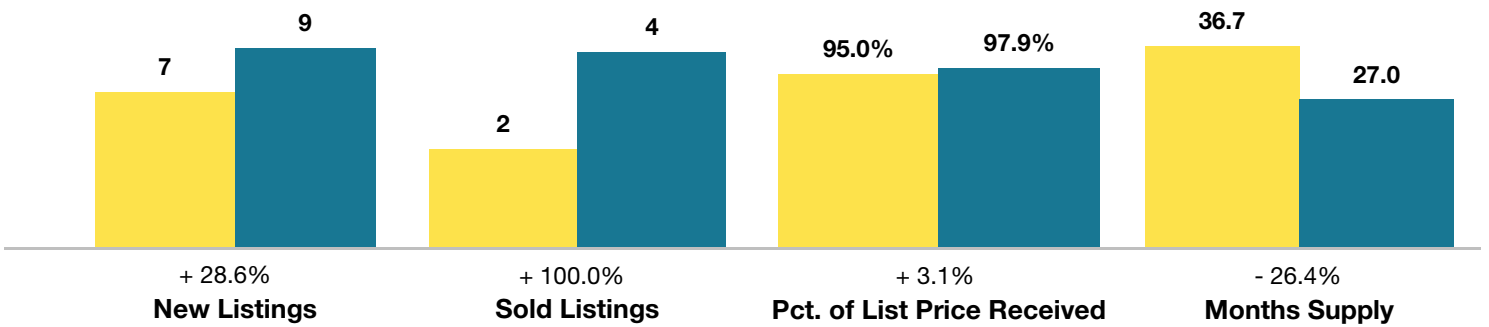
Conejos County

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	7	9	+ 28.6%	70	76	+ 8.6%
Sold Listings	2	4	+ 100.0%	15	27	+ 80.0%
Median Sales Price*	\$83,500	\$80,500	- 3.6%	\$111,500	\$95,000	- 14.8%
Average Sales Price*	\$83,500	\$81,750	- 2.1%	\$117,945	\$104,772	- 11.2%
Percent of List Price Received*	95.0%	97.9%	+ 3.1%	92.1%	93.0%	+ 1.0%
Days on Market Until Sale	147	141	- 4.1%	121	172	+ 42.1%
Cumulative Days on Market Until Sale	147	141	- 4.1%	144	164	+ 13.9%
Inventory of Homes for Sale	60	76	+ 26.7%	--	--	--
Months Supply of Inventory	36.7	27.0	- 26.4%	--	--	--

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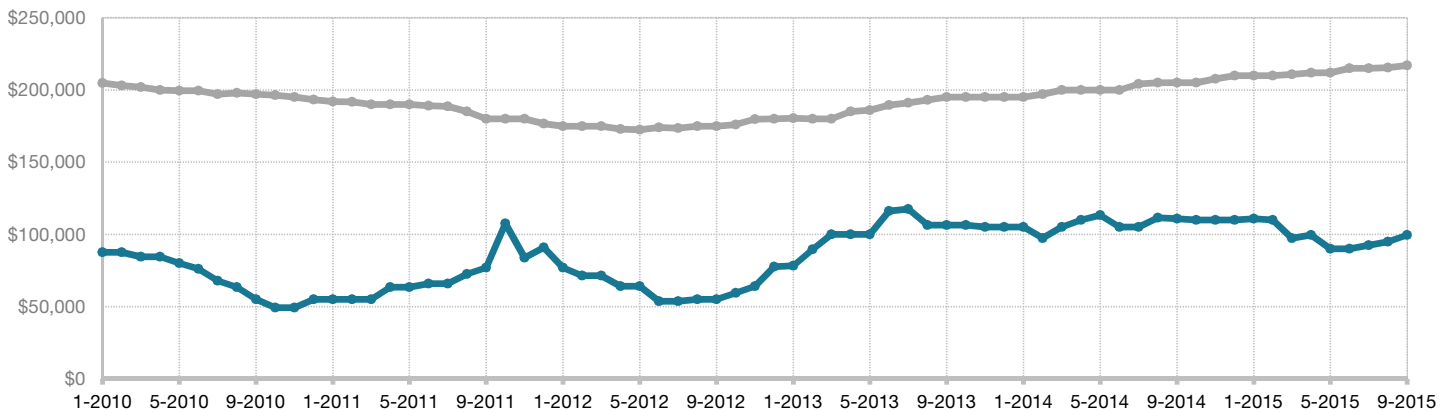
September

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Local Market Update for October 2015

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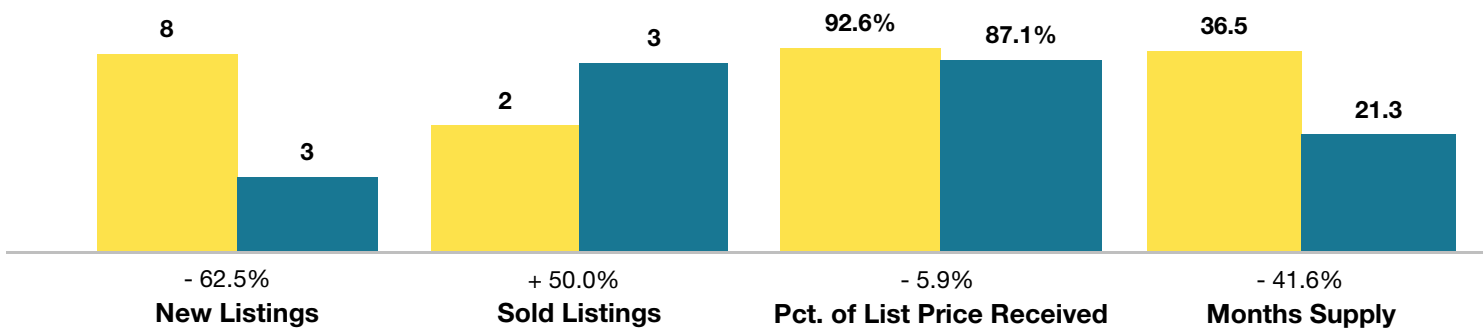
Conejos County

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	8	3	- 62.5%	78	79	+ 1.3%
Sold Listings	2	3	+ 50.0%	17	30	+ 76.5%
Median Sales Price*	\$140,000	\$118,000	- 15.7%	\$111,500	\$105,450	- 5.4%
Average Sales Price*	\$140,000	\$102,333	- 26.9%	\$120,540	\$104,528	- 13.3%
Percent of List Price Received*	92.6%	87.1%	- 5.9%	92.2%	92.4%	+ 0.2%
Days on Market Until Sale	405	224	- 44.7%	154	177	+ 14.9%
Cumulative Days on Market Until Sale	405	304	- 24.9%	177	179	+ 1.1%
Inventory of Homes for Sale	63	62	- 1.6%	--	--	--
Months Supply of Inventory	36.5	21.3	- 41.6%	--	--	--

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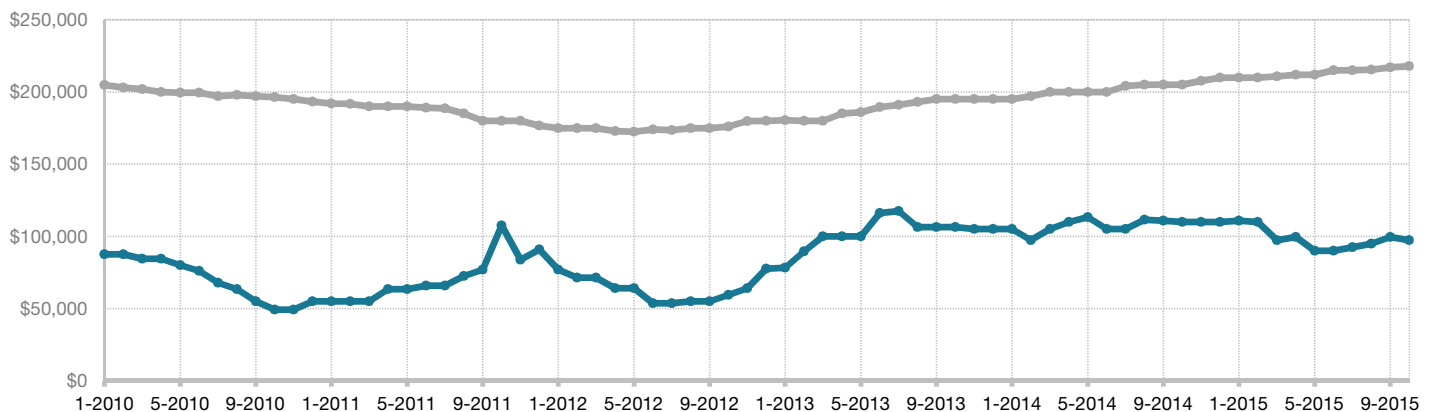
October

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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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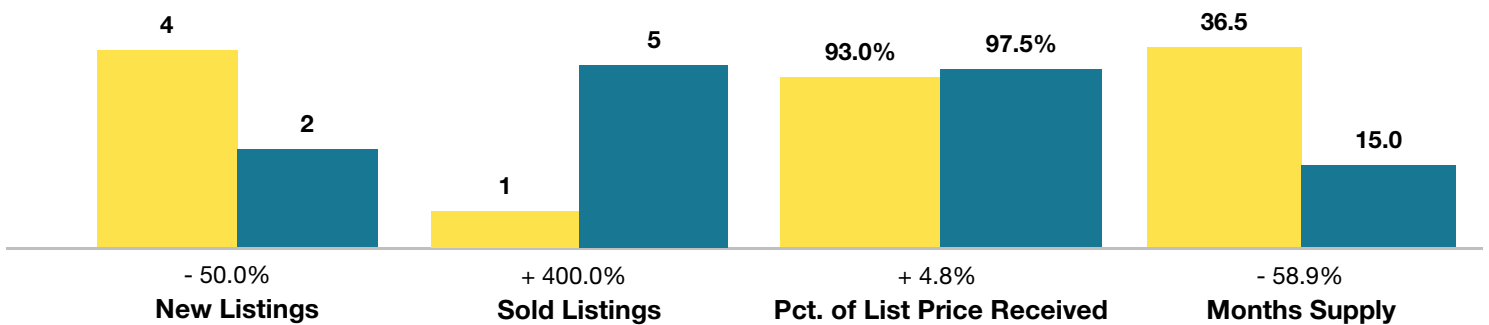
Conejos County

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	4	2	- 50.0%	82	81	- 1.2%
Sold Listings	1	5	+ 400.0%	18	35	+ 94.4%
Median Sales Price*	\$99,500	\$199,900	+ 100.9%	\$110,750	\$115,900	+ 4.7%
Average Sales Price*	\$99,500	\$218,930	+ 120.0%	\$119,371	\$120,871	+ 1.3%
Percent of List Price Received*	93.0%	97.5%	+ 4.8%	92.2%	93.1%	+ 1.0%
Days on Market Until Sale	56	222	+ 296.4%	149	184	+ 23.5%
Cumulative Days on Market Until Sale	56	318	+ 467.9%	169	200	+ 18.3%
Inventory of Homes for Sale	63	49	- 22.2%	--	--	--
Months Supply of Inventory	36.5	15.0	- 58.9%	--	--	--

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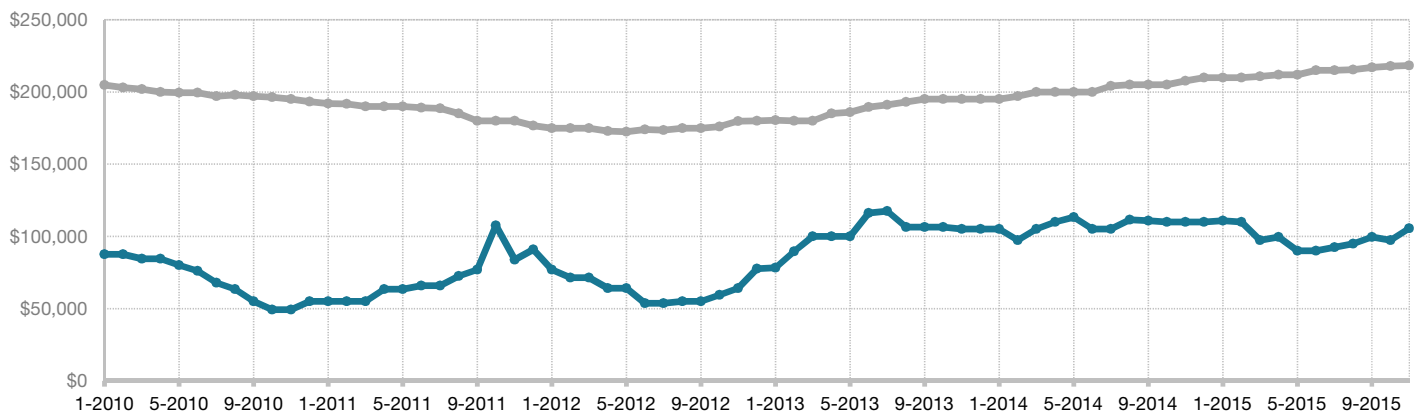
November

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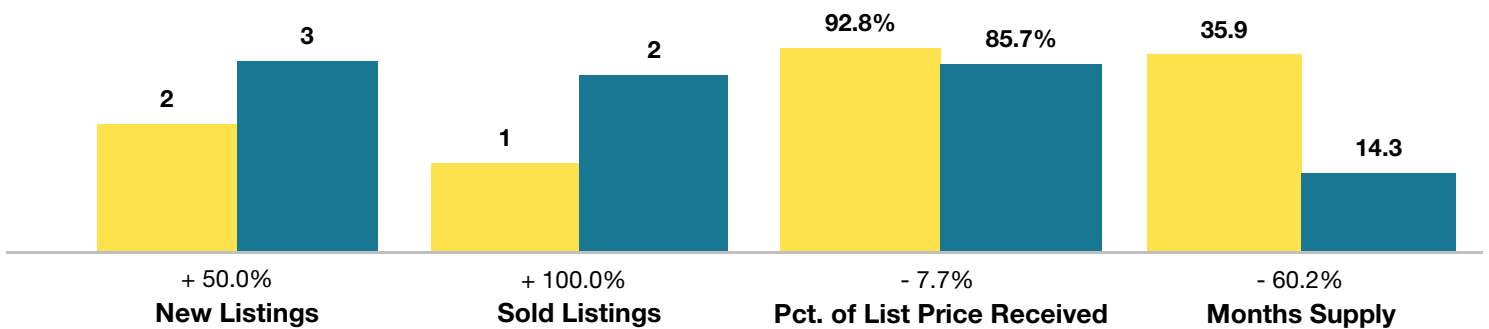
Conejos County

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	2	3	+ 50.0%	84	84	0.0%
Sold Listings	1	2	+ 100.0%	19	37	+ 94.7%
Median Sales Price*	\$60,350	\$238,950	+ 295.9%	\$110,000	\$115,900	+ 5.4%
Average Sales Price*	\$60,350	\$238,950	+ 295.9%	\$116,265	\$127,254	+ 9.5%
Percent of List Price Received*	92.8%	85.7%	- 7.7%	92.2%	92.7%	+ 0.5%
Days on Market Until Sale	131	216	+ 64.9%	148	184	+ 24.3%
Cumulative Days on Market Until Sale	131	216	+ 64.9%	167	200	+ 19.8%
Inventory of Homes for Sale	62	48	- 22.6%	--	--	--
Months Supply of Inventory	35.9	14.3	- 60.2%	--	--	--

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December

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