

# Local Market Update for January 2016

## Southern Coverage

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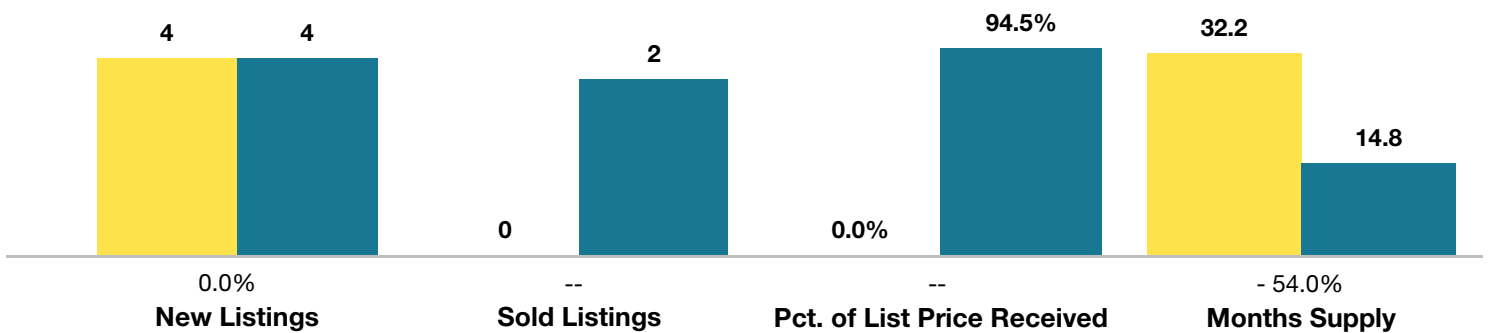
# Conejos County

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	4	4	0.0%	4	4	0.0%
Sold Listings	0	2	--	0	2	--
Median Sales Price*	\$0	\$138,750	--	\$0	\$138,750	--
Average Sales Price*	\$0	\$138,750	--	\$0	\$138,750	--
Percent of List Price Received*	0.0%	94.5%	--	0.0%	94.5%	--
Days on Market Until Sale	0	116	--	0	116	--
Cumulative Days on Market Until Sale	0	116	--	0	116	--
Inventory of Homes for Sale	58	48	- 17.2%	--	--	--
Months Supply of Inventory	32.2	14.8	- 54.0%	--	--	--

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

## January

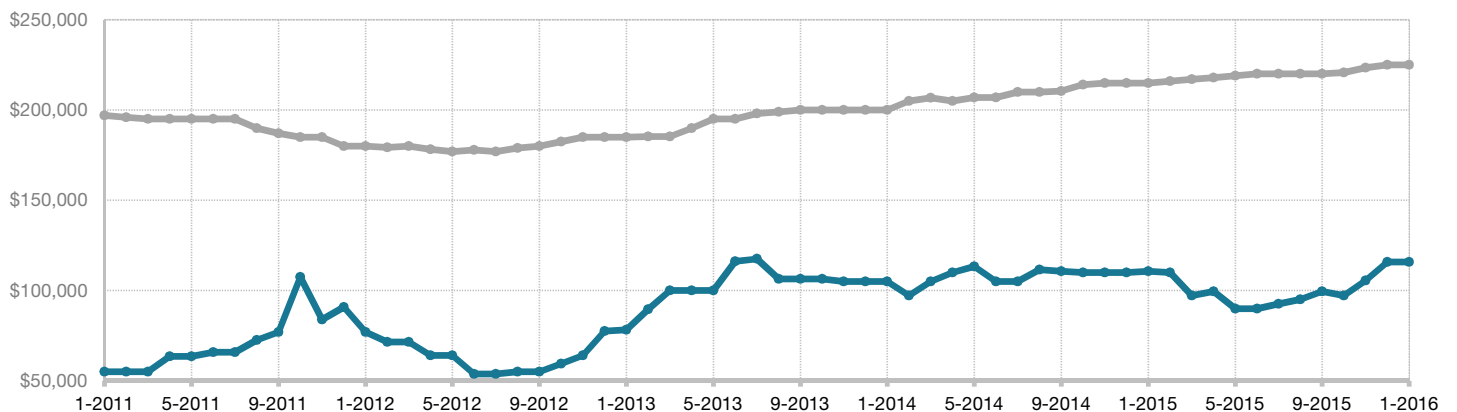
■ 2015 ■ 2016



## Historical Median Sales Price

Rolling 12-Month Calculation

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# Local Market Update for February 2016

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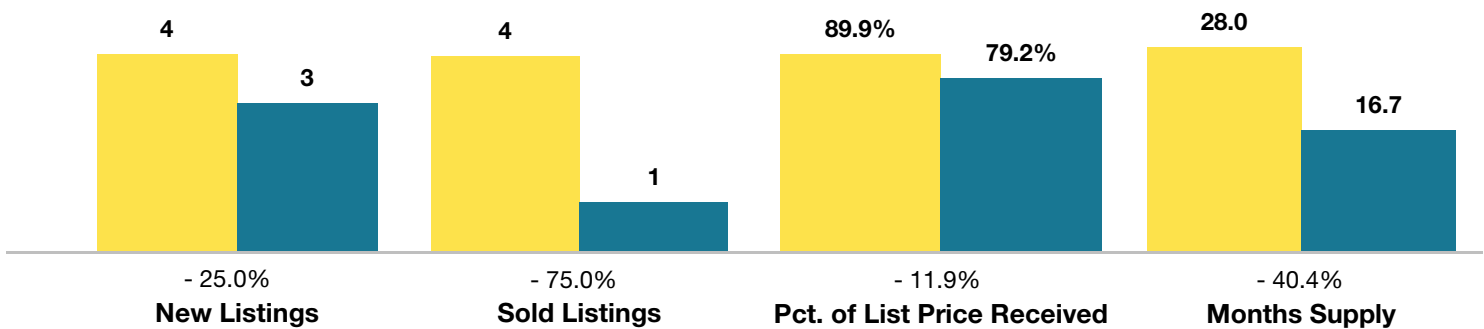
# Conejos County

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	4	3	- 25.0%	8	7	- 12.5%
Sold Listings	4	1	- 75.0%	4	3	- 25.0%
Median Sales Price*	\$72,000	<b>\$95,000</b>	+ 31.9%	\$72,000	<b>\$95,000</b>	+ 31.9%
Average Sales Price*	\$73,438	<b>\$95,000</b>	+ 29.4%	\$73,438	<b>\$124,167</b>	+ 69.1%
Percent of List Price Received*	89.9%	<b>79.2%</b>	- 11.9%	89.9%	<b>89.4%</b>	- 0.6%
Days on Market Until Sale	160	<b>266</b>	+ 66.3%	160	<b>166</b>	+ 3.8%
Cumulative Days on Market Until Sale	172	<b>266</b>	+ 54.7%	172	<b>166</b>	- 3.5%
Inventory of Homes for Sale	56	<b>50</b>	- 10.7%	--	--	--
Months Supply of Inventory	28.0	<b>16.7</b>	- 40.4%	--	--	--

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

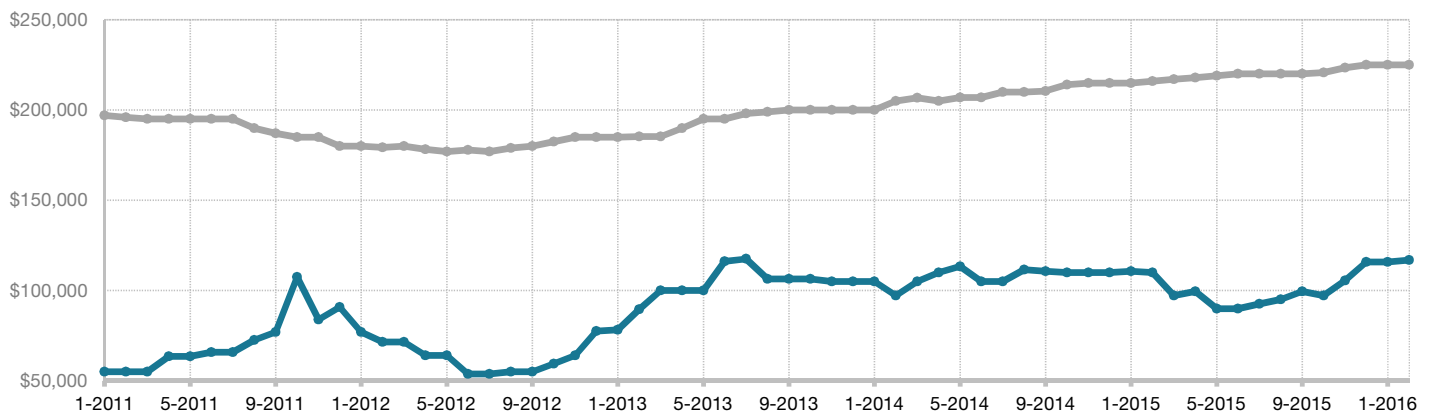
## February

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## Historical Median Sales Price Rolling 12-Month Calculation

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# Local Market Update for March 2016

## Southern Coverage

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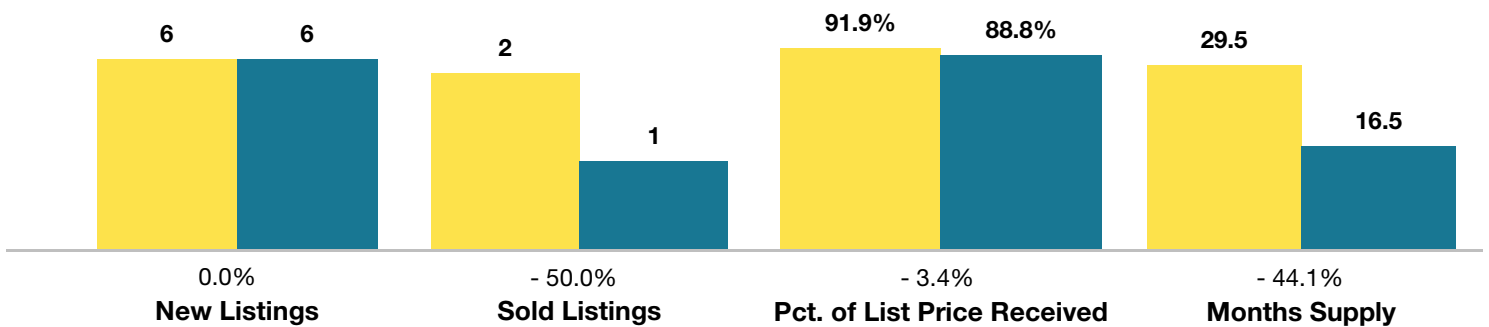
# Conejos County

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	6	6	0.0%	14	13	- 7.1%
Sold Listings	2	1	- 50.0%	6	4	- 33.3%
Median Sales Price*	\$72,500	<b>\$35,500</b>	- 51.0%	\$72,500	<b>\$65,250</b>	- 10.0%
Average Sales Price*	\$72,500	<b>\$35,500</b>	- 51.0%	\$73,125	<b>\$102,000</b>	+ 39.5%
Percent of List Price Received*	91.9%	<b>88.8%</b>	- 3.4%	90.6%	<b>89.2%</b>	- 1.5%
Days on Market Until Sale	251	<b>191</b>	- 23.9%	190	<b>172</b>	- 9.5%
Cumulative Days on Market Until Sale	251	<b>191</b>	- 23.9%	204	<b>172</b>	- 15.7%
Inventory of Homes for Sale	59	<b>48</b>	- 18.6%	--	--	--
Months Supply of Inventory	29.5	<b>16.5</b>	- 44.1%	--	--	--

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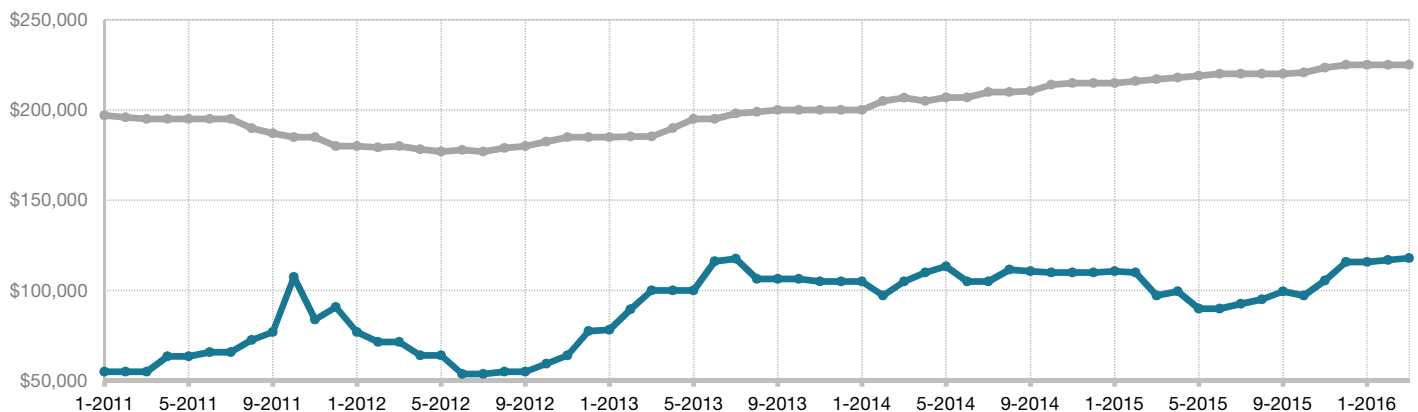
## March

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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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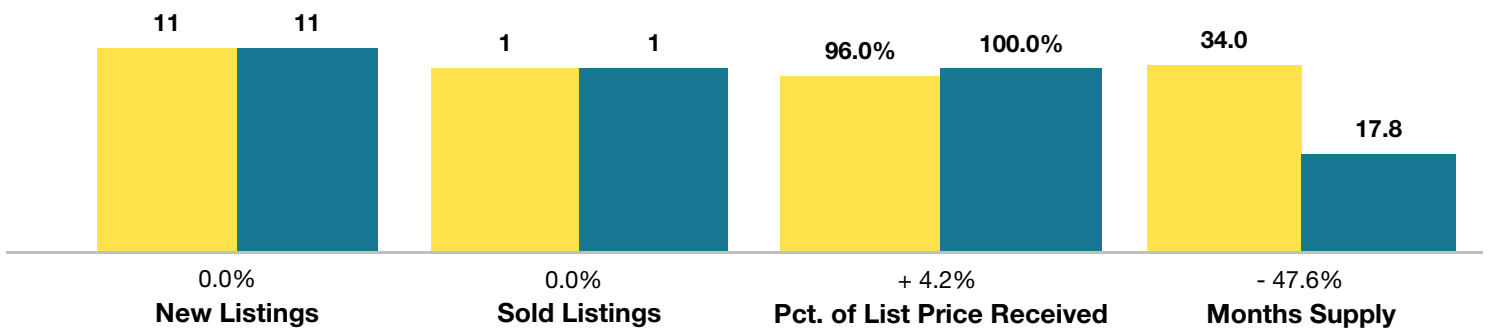
# Conejos County

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	11	11	0.0%	25	24	- 4.0%
Sold Listings	1	1	0.0%	7	5	- 28.6%
Median Sales Price*	\$264,000	\$59,000	- 77.7%	\$80,000	\$59,000	- 26.3%
Average Sales Price*	\$264,000	\$59,000	- 77.7%	\$100,393	\$93,400	- 7.0%
Percent of List Price Received*	96.0%	100.0%	+ 4.2%	91.3%	91.4%	+ 0.1%
Days on Market Until Sale	88	283	+ 221.6%	175	194	+ 10.9%
Cumulative Days on Market Until Sale	322	283	- 12.1%	224	194	- 13.4%
Inventory of Homes for Sale	65	52	- 20.0%	--	--	--
Months Supply of Inventory	34.0	17.8	- 47.6%	--	--	--

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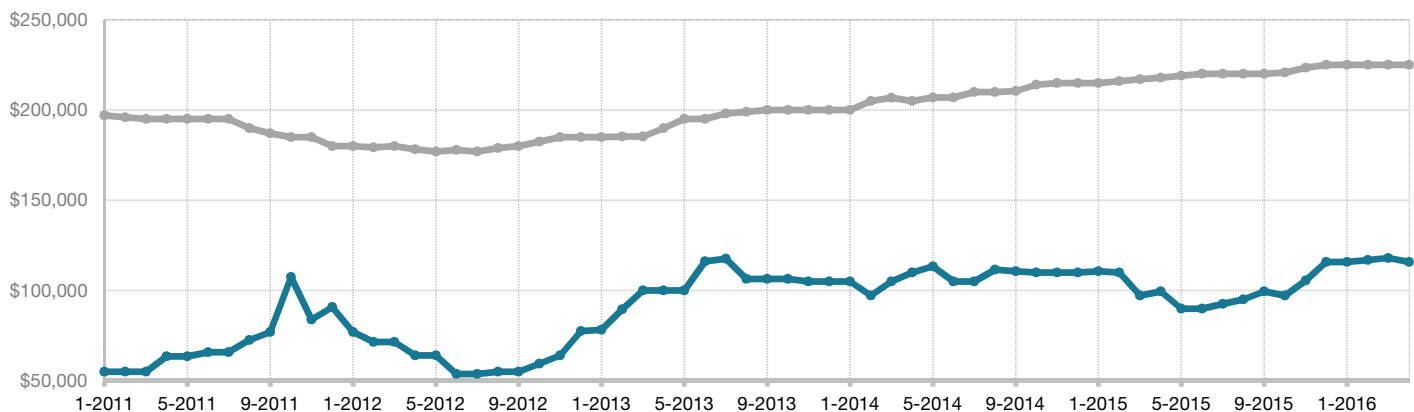
## April

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## Historical Median Sales Price Rolling 12-Month Calculation

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# Local Market Update for May 2016

## Southern Coverage

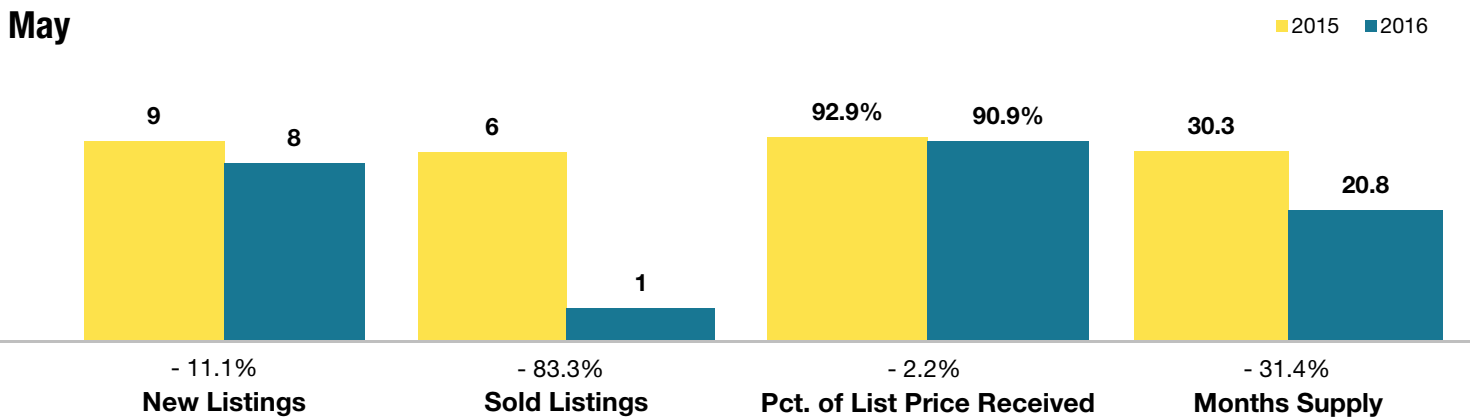
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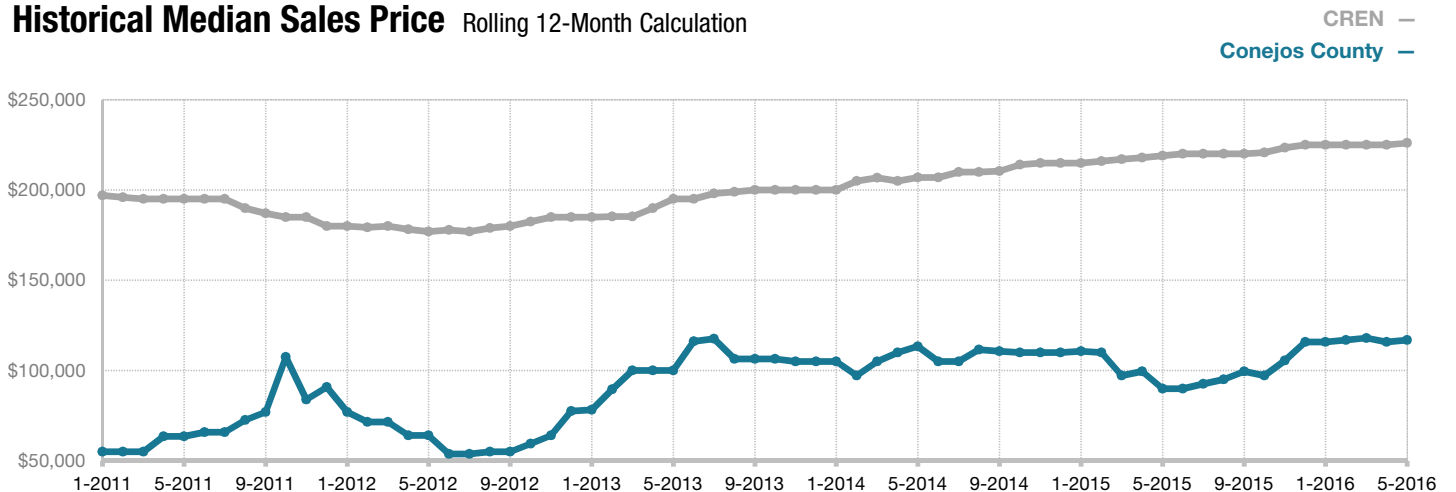
# Conejos County

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	9	8	- 11.1%	34	32	- 5.9%
Sold Listings	6	1	- 83.3%	13	6	- 53.8%
Median Sales Price*	\$83,500	<b>\$105,852</b>	+ 26.8%	\$80,000	<b>\$77,000</b>	- 3.8%
Average Sales Price*	\$94,333	<b>\$105,852</b>	+ 12.2%	\$97,596	<b>\$95,475</b>	- 2.2%
Percent of List Price Received*	92.9%	<b>90.9%</b>	- 2.2%	92.0%	<b>91.3%</b>	- 0.8%
Days on Market Until Sale	137	<b>141</b>	+ 2.9%	157	<b>185</b>	+ 17.8%
Cumulative Days on Market Until Sale	172	<b>141</b>	- 18.0%	198	<b>185</b>	- 6.6%
Inventory of Homes for Sale	66	<b>52</b>	- 21.2%	--	--	--
Months Supply of Inventory	30.3	<b>20.8</b>	- 31.4%	--	--	--

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



# Local Market Update for June 2016

## Southern Coverage

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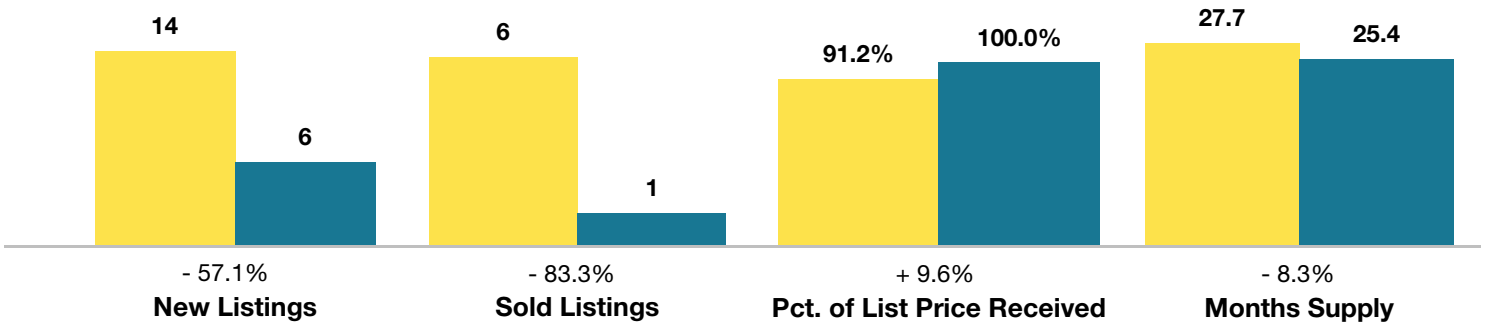
# Conejos County

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	14	6	- 57.1%	48	37	- 22.9%
Sold Listings	6	1	- 83.3%	19	7	- 63.2%
Median Sales Price*	\$87,250	<b>\$119,000</b>	+ 36.4%	\$80,000	<b>\$95,000</b>	+ 18.8%
Average Sales Price*	\$108,417	<b>\$119,000</b>	+ 9.8%	\$101,013	<b>\$98,836</b>	- 2.2%
Percent of List Price Received*	91.2%	<b>100.0%</b>	+ 9.6%	91.8%	<b>92.5%</b>	+ 0.8%
Days on Market Until Sale	251	<b>218</b>	- 13.1%	187	<b>190</b>	+ 1.6%
Cumulative Days on Market Until Sale	125	<b>218</b>	+ 74.4%	176	<b>190</b>	+ 8.0%
Inventory of Homes for Sale	68	<b>53</b>	- 22.1%	--	--	--
Months Supply of Inventory	27.7	<b>25.4</b>	- 8.3%	--	--	--

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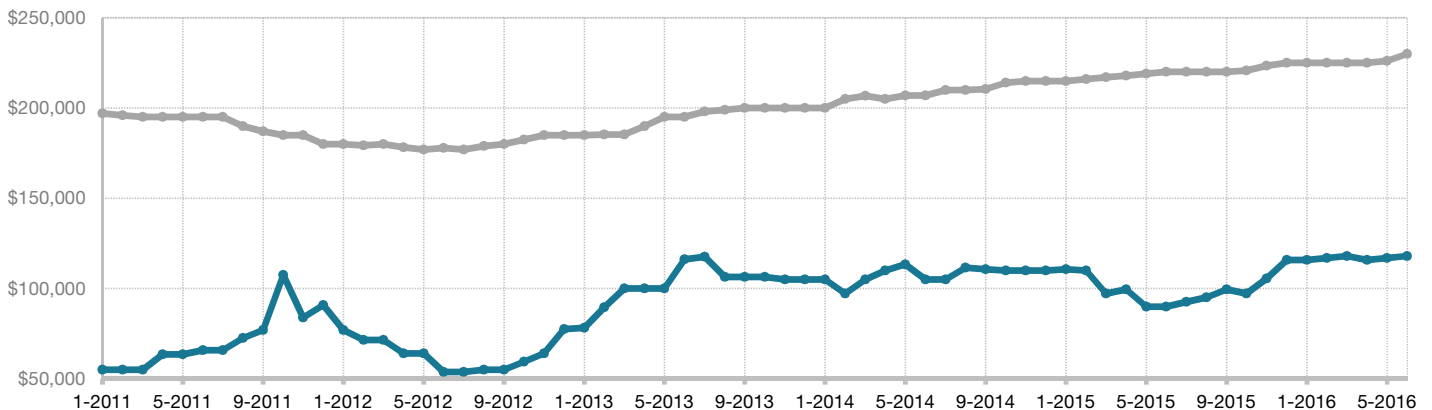
## June

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## Historical Median Sales Price Rolling 12-Month Calculation

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# Local Market Update for July 2016

## Southern Coverage

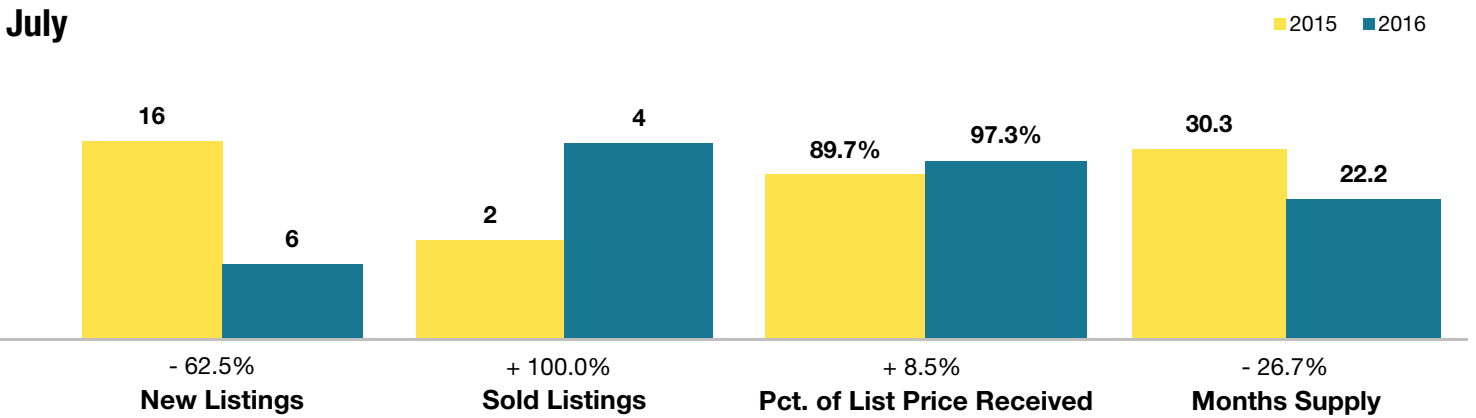
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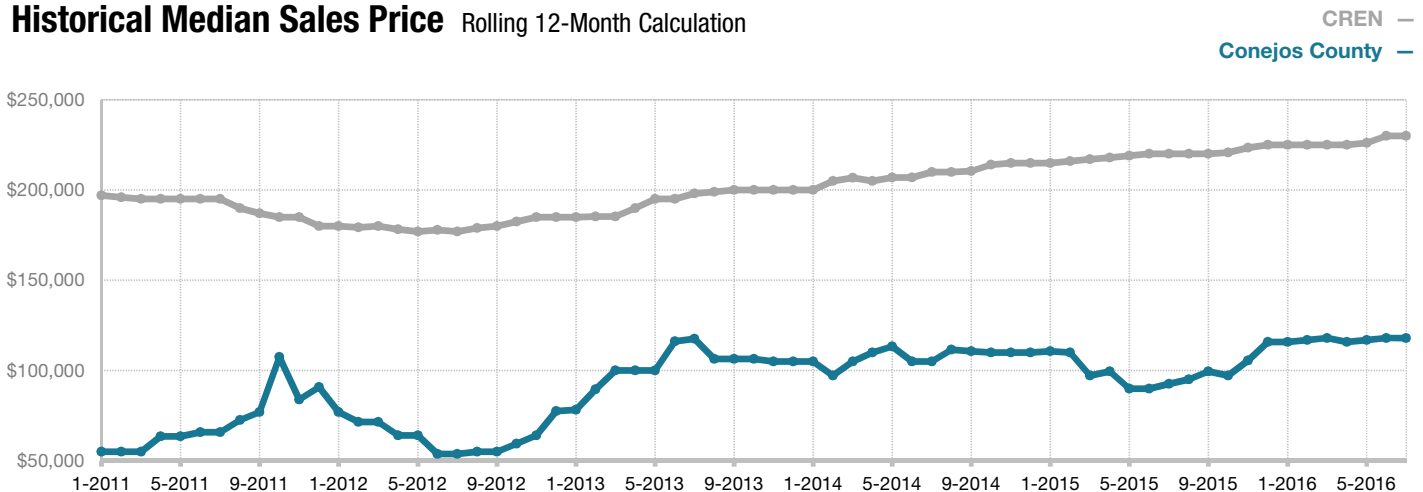
# Conejos County

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	16	6	- 62.5%	64	44	- 31.3%
Sold Listings	2	4	+ 100.0%	21	11	- 47.6%
Median Sales Price*	\$149,600	<b>\$213,000</b>	+ 42.4%	\$90,000	<b>\$115,000</b>	+ 27.8%
Average Sales Price*	\$149,600	<b>\$232,500</b>	+ 55.4%	\$105,640	<b>\$147,441</b>	+ 39.6%
Percent of List Price Received*	89.7%	<b>97.3%</b>	+ 8.5%	91.6%	<b>94.3%</b>	+ 2.9%
Days on Market Until Sale	169	<b>136</b>	- 19.5%	185	<b>170</b>	- 8.1%
Cumulative Days on Market Until Sale	169	<b>138</b>	- 18.3%	175	<b>171</b>	- 2.3%
Inventory of Homes for Sale	77	<b>50</b>	- 35.1%	--	--	--
Months Supply of Inventory	30.3	<b>22.2</b>	- 26.7%	--	--	--

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## Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for August 2016

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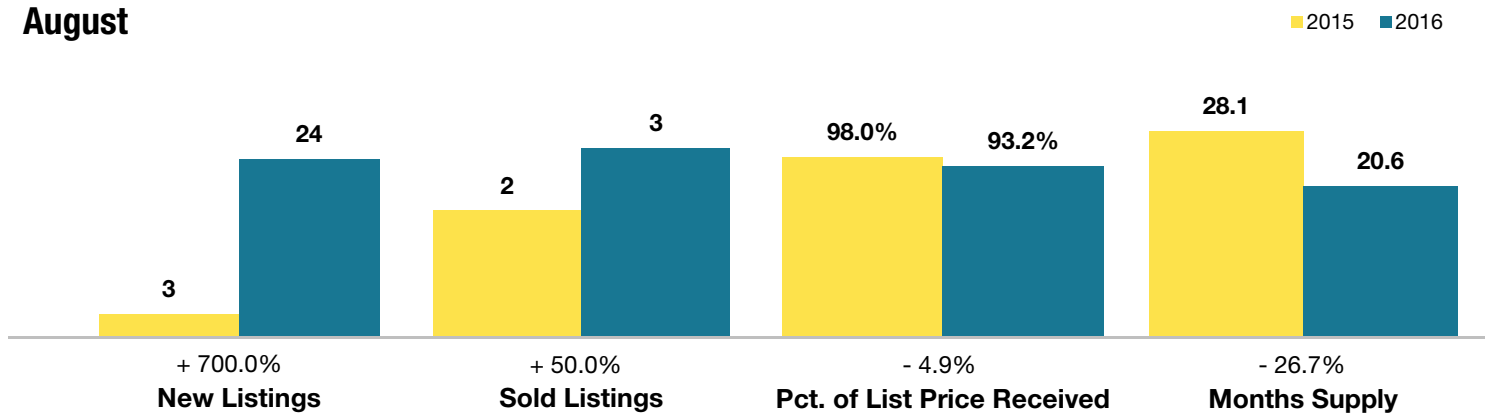


# Conejos County

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	3	24	+ 700.0%	67	68	+ 1.5%
Sold Listings	2	3	+ 50.0%	23	14	- 39.1%
Median Sales Price*	\$141,700	\$135,500	- 4.4%	\$95,000	\$117,000	+ 23.2%
Average Sales Price*	\$141,700	\$128,667	- 9.2%	\$108,776	\$143,418	+ 31.8%
Percent of List Price Received*	98.0%	93.2%	- 4.9%	92.1%	94.0%	+ 2.1%
Days on Market Until Sale	97	413	+ 325.8%	177	222	+ 25.4%
Cumulative Days on Market Until Sale	97	413	+ 325.8%	168	223	+ 32.7%
Inventory of Homes for Sale	74	48	- 35.1%	--	--	--
Months Supply of Inventory	28.1	20.6	- 26.7%	--	--	--

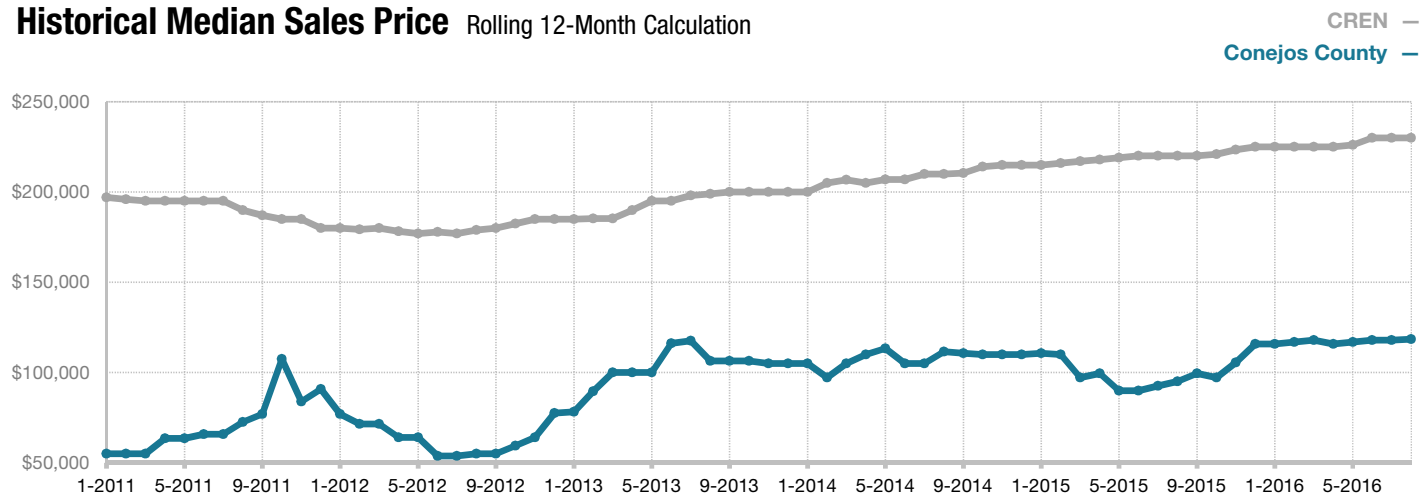
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## August



## Historical Median Sales Price

Rolling 12-Month Calculation





# Local Market Update for September 2016

## Southern Coverage

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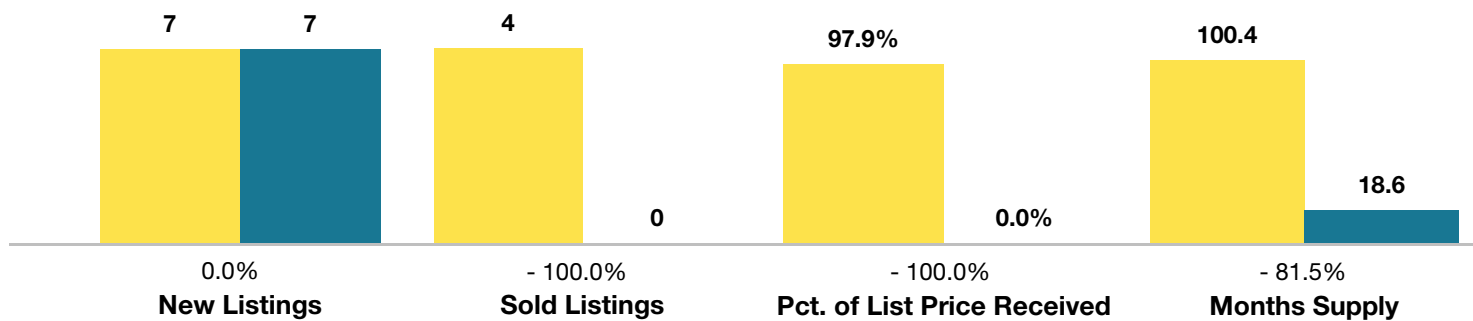
# Conejos County

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	7	7	0.0%	68	51	- 25.0%
Sold Listings	4	0	- 100.0%	28	12	- 57.1%
Median Sales Price*	\$80,500	\$0	- 100.0%	\$105,450	\$119,000	+ 12.8%
Average Sales Price*	\$81,750	\$0	- 100.0%	\$106,834	\$192,045	+ 79.8%
Percent of List Price Received*	97.9%	0.0%	- 100.0%	92.9%	94.9%	+ 2.2%
Days on Market Until Sale	141	0	- 100.0%	171	174	+ 1.8%
Cumulative Days on Market Until Sale	141	0	- 100.0%	171	174	+ 1.8%
Inventory of Homes for Sale	276	39	- 85.9%	--	--	--
Months Supply of Inventory	100.4	18.6	- 81.5%	--	--	--

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## September

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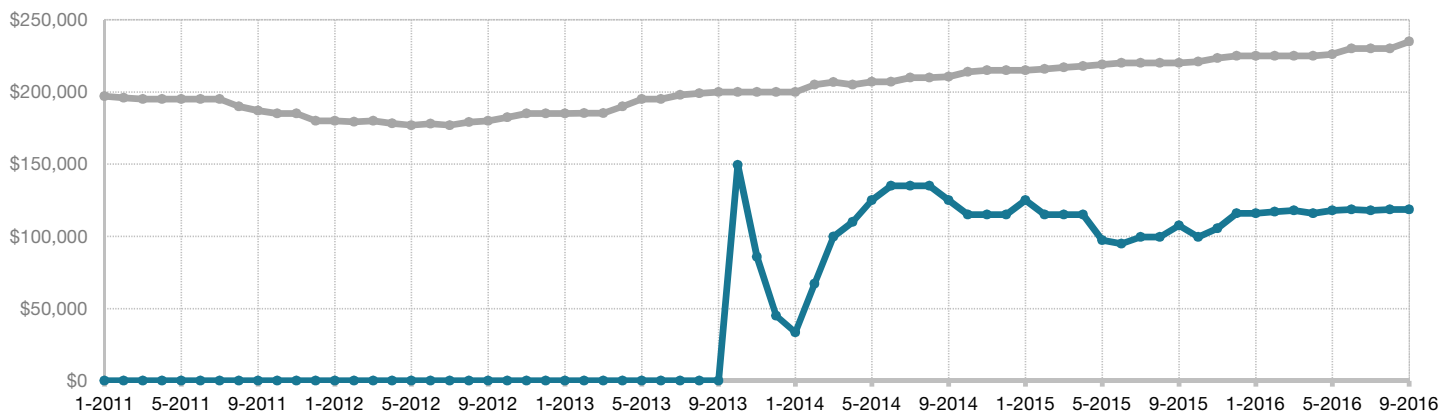


## Historical Median Sales Price

Rolling 12-Month Calculation

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# Local Market Update for October 2016

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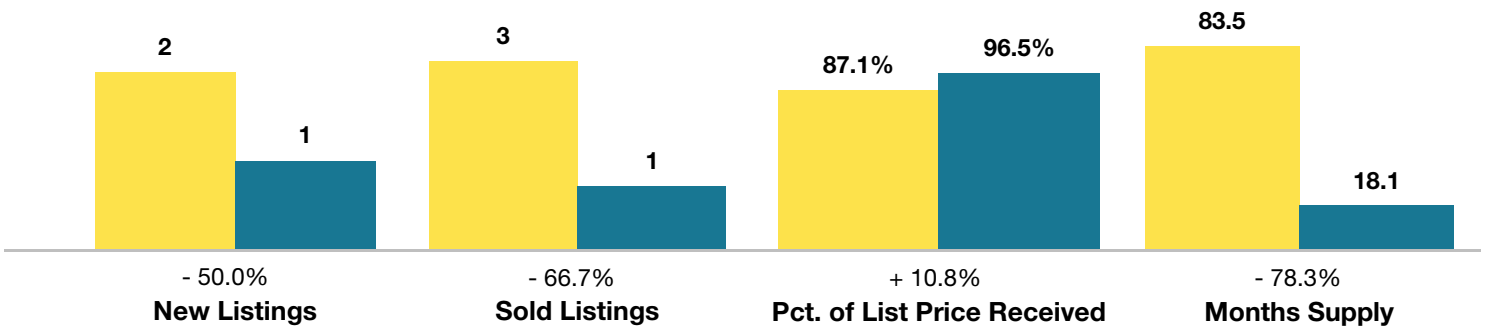
# Conejos County

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	2	1	- 50.0%	71	53	- 25.4%
Sold Listings	3	1	- 66.7%	30	15	- 50.0%
Median Sales Price*	\$118,000	<b>\$135,000</b>	+ 14.4%	\$105,450	<b>\$115,000</b>	+ 9.1%
Average Sales Price*	\$102,333	<b>\$135,000</b>	+ 31.9%	\$104,528	<b>\$118,900</b>	+ 13.7%
Percent of List Price Received*	87.1%	<b>96.5%</b>	+ 10.8%	92.4%	<b>95.4%</b>	+ 3.2%
Days on Market Until Sale	192	<b>14</b>	- 92.7%	140	<b>112</b>	- 20.0%
Cumulative Days on Market Until Sale	0	<b>0</b>	--	0	<b>30</b>	--
Inventory of Homes for Sale	243	<b>38</b>	- 84.4%	--	--	--
Months Supply of Inventory	83.5	<b>18.1</b>	- 78.3%	--	--	--

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## October

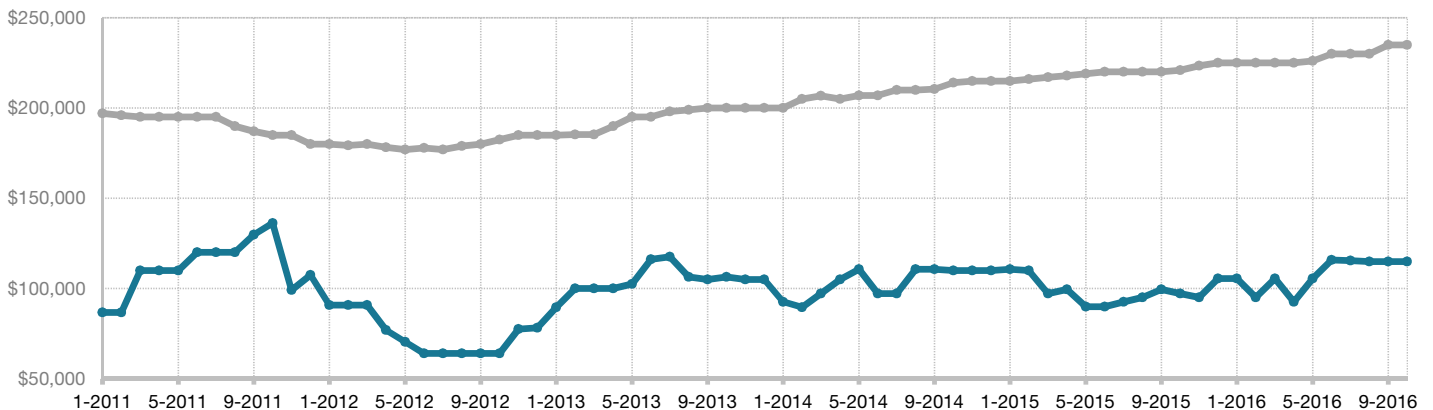
■ 2015 ■ 2016



## Historical Median Sales Price

Rolling 12-Month Calculation

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# Local Market Update for November 2016

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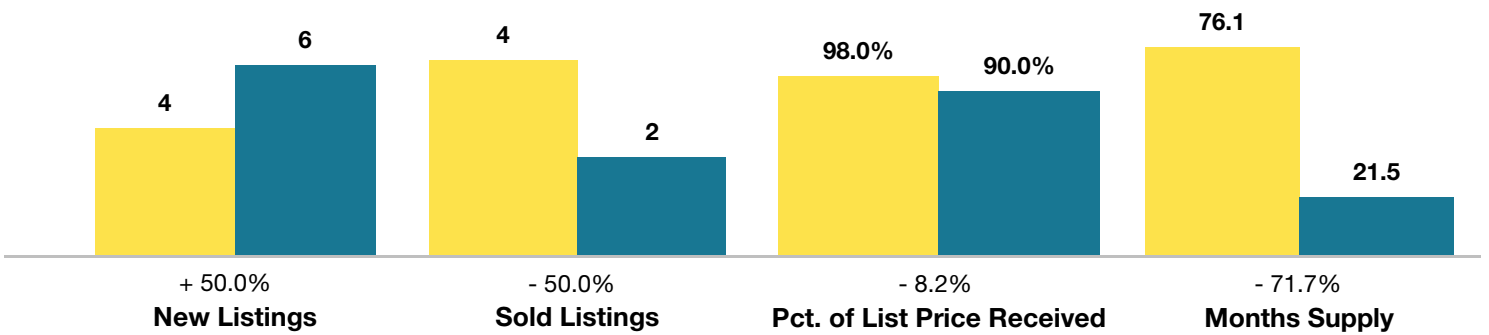
# Conejos County

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	4	6	+ 50.0%	75	59	- 21.3%
Sold Listings	4	2	- 50.0%	34	18	- 47.1%
Median Sales Price*	\$132,450	<b>\$80,750</b>	- 39.0%	\$105,450	<b>\$115,000</b>	+ 9.1%
Average Sales Price*	\$130,975	<b>\$80,750</b>	- 38.3%	\$107,640	<b>\$124,361</b>	+ 15.5%
Percent of List Price Received*	98.0%	<b>90.0%</b>	- 8.2%	93.1%	<b>95.0%</b>	+ 2.0%
Days on Market Until Sale	198	<b>127</b>	- 35.9%	147	<b>107</b>	- 27.2%
Cumulative Days on Market Until Sale	0	<b>0</b>	--	0	<b>17</b>	--
Inventory of Homes for Sale	242	<b>39</b>	- 83.9%	--	--	--
Months Supply of Inventory	76.1	<b>21.5</b>	- 71.7%	--	--	--

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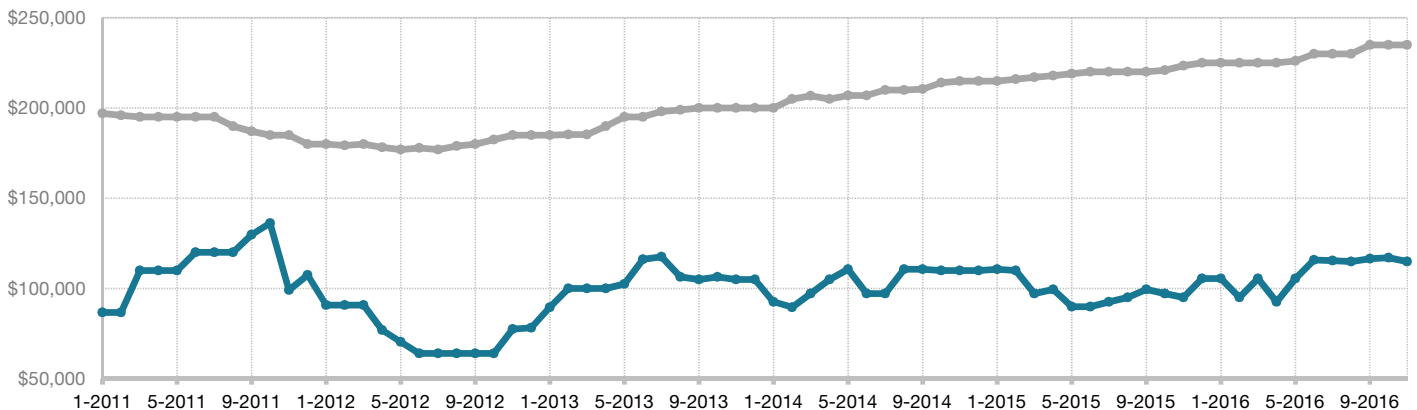
## November

■ 2015 ■ 2016



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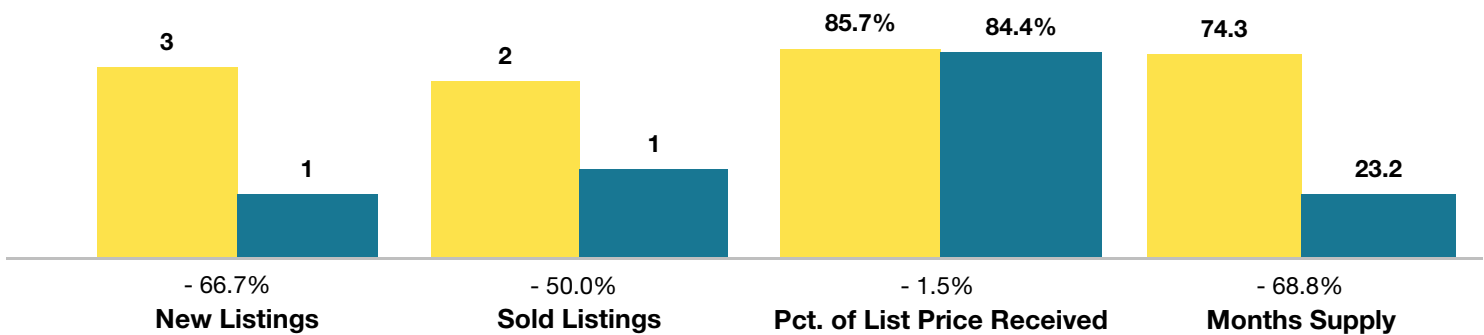
# Conejos County

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	3	1	- 66.7%	78	60	- 23.1%
Sold Listings	2	1	- 50.0%	36	19	- 47.2%
Median Sales Price*	\$238,950	<b>\$38,000</b>	- 84.1%	\$105,450	<b>\$115,000</b>	+ 9.1%
Average Sales Price*	\$238,950	<b>\$38,000</b>	- 84.1%	\$114,935	<b>\$119,816</b>	+ 4.2%
Percent of List Price Received*	85.7%	<b>84.4%</b>	- 1.5%	92.6%	<b>94.4%</b>	+ 1.9%
Days on Market Until Sale	160	<b>18</b>	- 88.8%	147	<b>103</b>	- 29.9%
Cumulative Days on Market Until Sale	0	<b>18</b>	--	0	<b>17</b>	--
Inventory of Homes for Sale	243	<b>40</b>	- 83.5%	--	--	--
Months Supply of Inventory	74.3	<b>23.2</b>	- 68.8%	--	--	--

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## December

■ 2015 ■ 2016



## Historical Median Sales Price Rolling 12-Month Calculation

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