

Local Market Update for July 2015

Southern Coverage

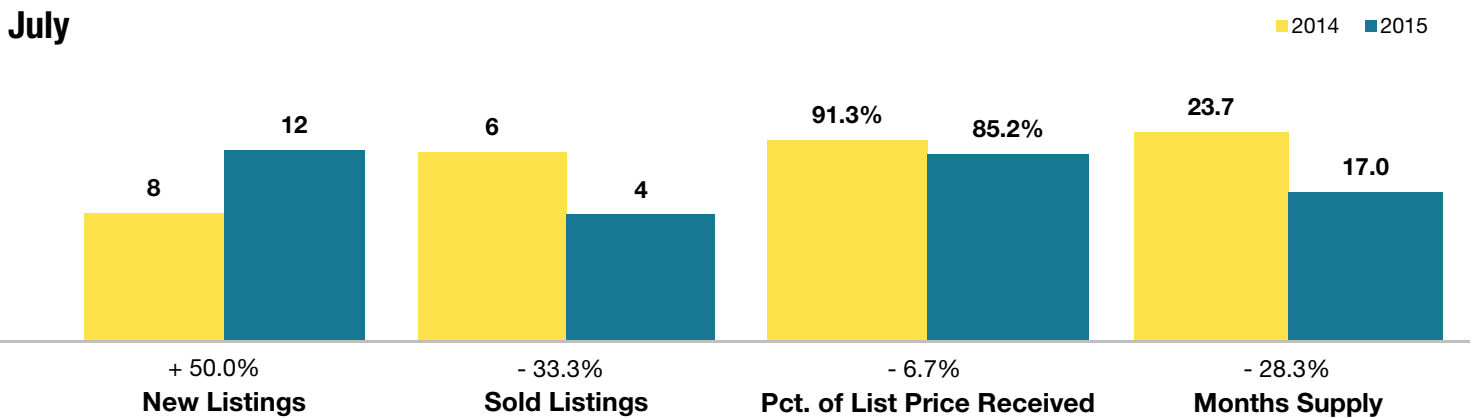
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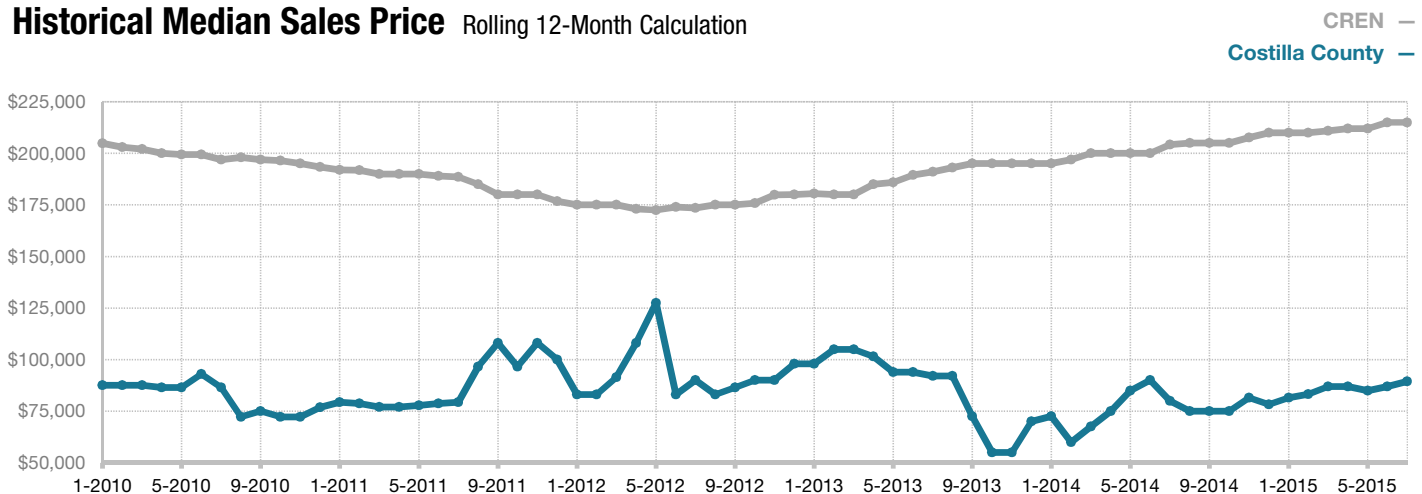
Costilla County

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	8	12	+ 50.0%	62	64	+ 3.2%
Sold Listings	6	4	- 33.3%	23	29	+ 26.1%
Median Sales Price*	\$57,000	\$105,000	+ 84.2%	\$75,000	\$99,000	+ 32.0%
Average Sales Price*	\$76,750	\$111,000	+ 44.6%	\$102,867	\$117,103	+ 13.8%
Percent of List Price Received*	91.3%	85.2%	- 6.7%	92.1%	92.0%	- 0.1%
Days on Market Until Sale	224	283	+ 26.3%	202	304	+ 50.5%
Cumulative Days on Market Until Sale	346	337	- 2.6%	278	339	+ 21.9%
Inventory of Homes for Sale	82	65	- 20.7%	--	--	--
Months Supply of Inventory	23.7	17.0	- 28.3%	--	--	--

* 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



Local Market Update for August 2015

Southern Coverage

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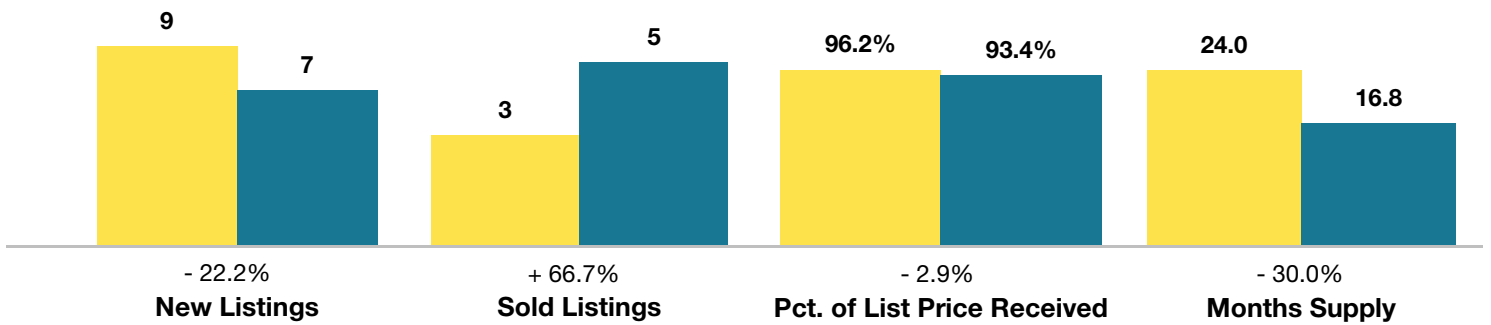
Costilla County

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	9	7	- 22.2%	71	71	0.0%
Sold Listings	3	5	+ 66.7%	26	34	+ 30.8%
Median Sales Price*	\$75,000	\$67,600	- 9.9%	\$75,000	\$94,500	+ 26.0%
Average Sales Price*	\$58,583	\$116,020	+ 98.0%	\$97,758	\$116,944	+ 19.6%
Percent of List Price Received*	96.2%	93.4%	- 2.9%	92.5%	92.2%	- 0.3%
Days on Market Until Sale	300	65	- 78.3%	214	269	+ 25.7%
Cumulative Days on Market Until Sale	300	138	- 54.0%	281	309	+ 10.0%
Inventory of Homes for Sale	83	67	- 19.3%	--	--	--
Months Supply of Inventory	24.0	16.8	- 30.0%	--	--	--

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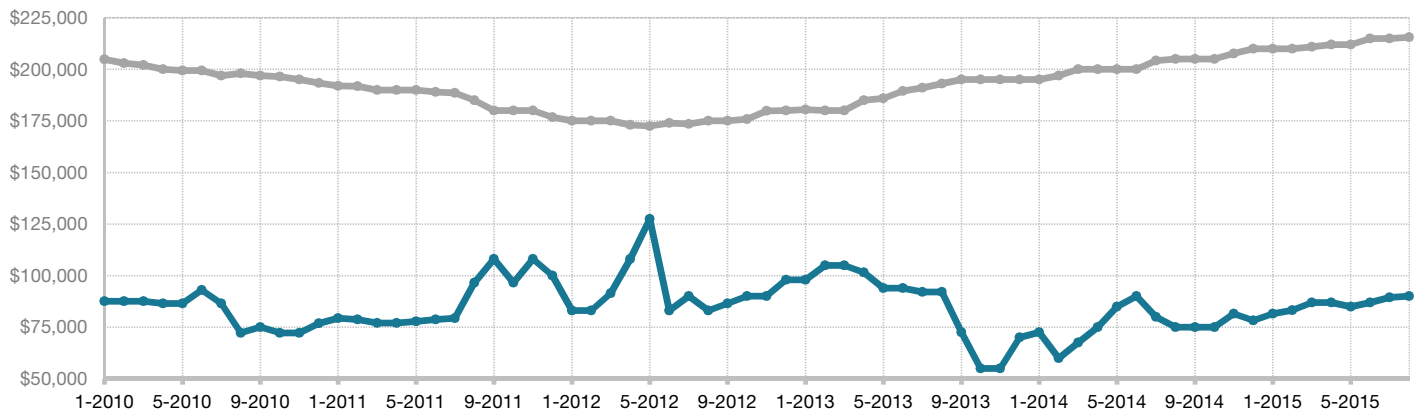
August

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Historical Median Sales Price Rolling 12-Month Calculation

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Local Market Update for September 2015

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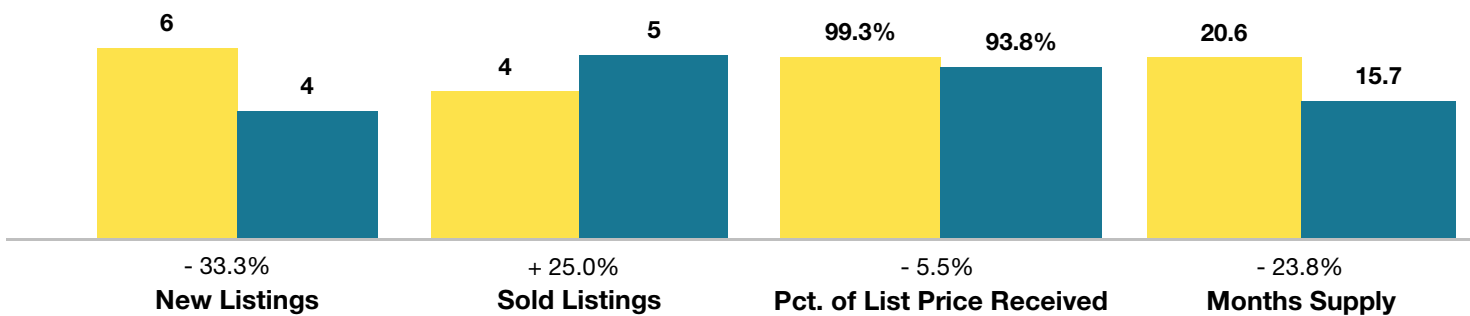
Costilla County

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	6	4	- 33.3%	77	75	- 2.6%
Sold Listings	4	5	+ 25.0%	30	39	+ 30.0%
Median Sales Price*	\$71,500	\$145,000	+ 102.8%	\$75,000	\$99,000	+ 32.0%
Average Sales Price*	\$77,838	\$137,200	+ 76.3%	\$95,102	\$119,541	+ 25.7%
Percent of List Price Received*	99.3%	93.8%	- 5.5%	93.4%	92.4%	- 1.1%
Days on Market Until Sale	88	86	- 2.3%	196	245	+ 25.0%
Cumulative Days on Market Until Sale	88	86	- 2.3%	253	279	+ 10.3%
Inventory of Homes for Sale	75	64	- 14.7%	--	--	--
Months Supply of Inventory	20.6	15.7	- 23.8%	--	--	--

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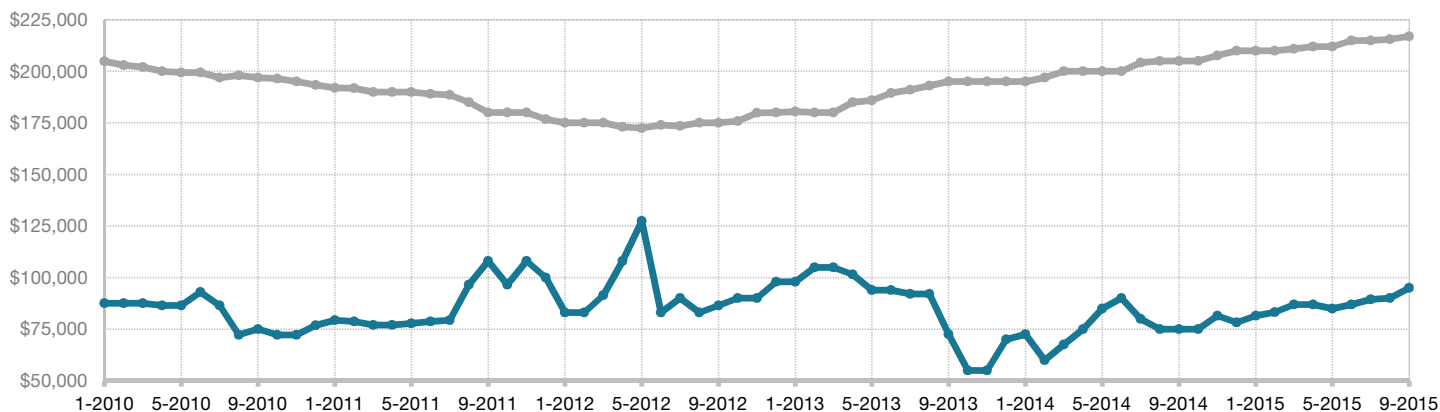
September

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Local Market Update for October 2015

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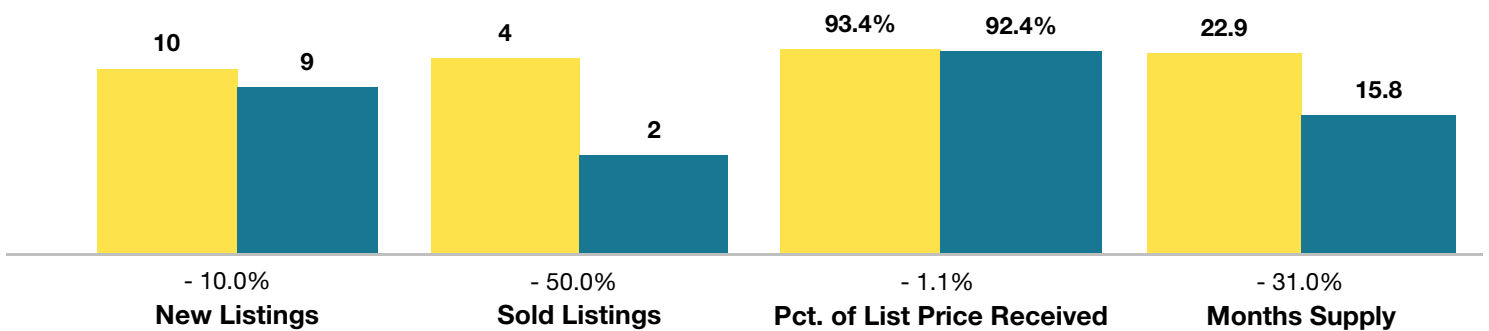
Costilla County

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	10	9	- 10.0%	87	84	- 3.4%
Sold Listings	4	2	- 50.0%	34	41	+ 20.6%
Median Sales Price*	\$68,250	\$78,500	+ 15.0%	\$75,000	\$99,000	+ 32.0%
Average Sales Price*	\$71,313	\$78,500	+ 10.1%	\$92,303	\$117,539	+ 27.3%
Percent of List Price Received*	93.4%	92.4%	- 1.1%	93.4%	92.4%	- 1.1%
Days on Market Until Sale	255	173	- 32.2%	204	242	+ 18.6%
Cumulative Days on Market Until Sale	255	232	- 9.0%	253	277	+ 9.5%
Inventory of Homes for Sale	79	62	- 21.5%	--	--	--
Months Supply of Inventory	22.9	15.8	- 31.0%	--	--	--

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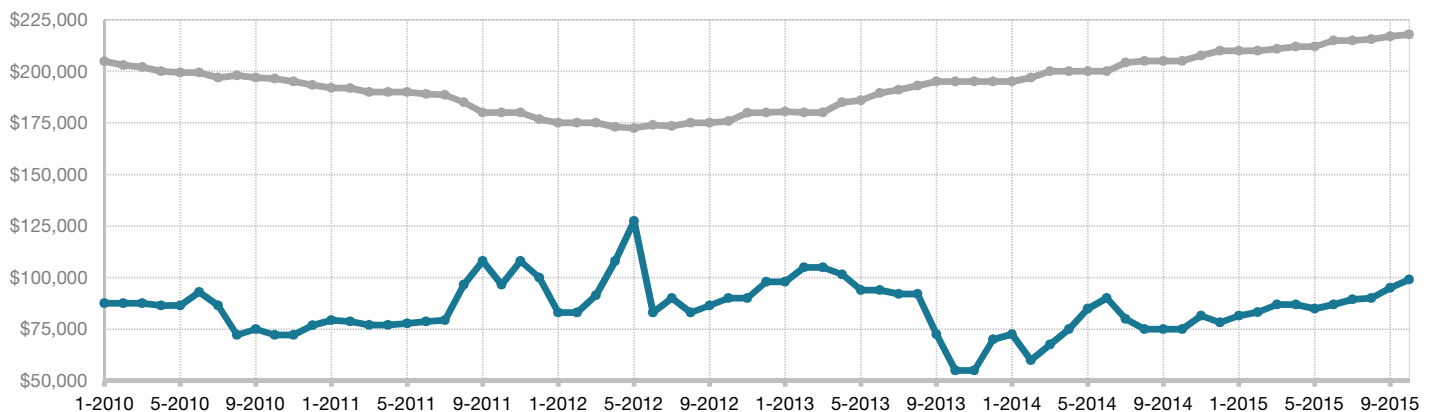
October

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Local Market Update for November 2015

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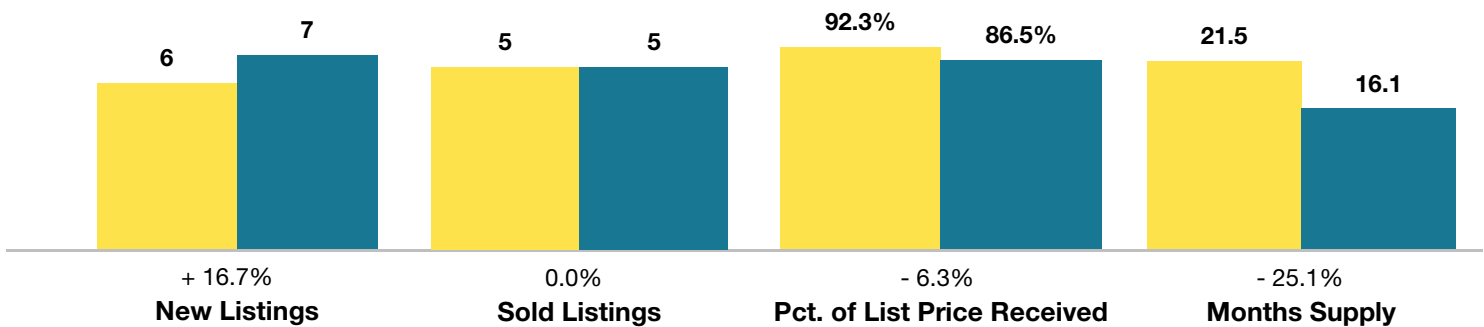
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Key Metrics	November			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 11-2014	Thru 11-2015	Percent Change from Previous Year
New Listings	6	7	+ 16.7%	93	91	- 2.2%
Sold Listings	5	5	0.0%	39	46	+ 17.9%
Median Sales Price*	\$170,000	\$165,000	- 2.9%	\$75,000	\$107,500	+ 43.3%
Average Sales Price*	\$145,700	\$171,100	+ 17.4%	\$99,149	\$123,361	+ 24.4%
Percent of List Price Received*	92.3%	86.5%	- 6.3%	93.3%	91.8%	- 1.6%
Days on Market Until Sale	272	294	+ 8.1%	213	247	+ 16.0%
Cumulative Days on Market Until Sale	266	341	+ 28.2%	255	284	+ 11.4%
Inventory of Homes for Sale	80	63	- 21.3%	--	--	--
Months Supply of Inventory	21.5	16.1	- 25.1%	--	--	--

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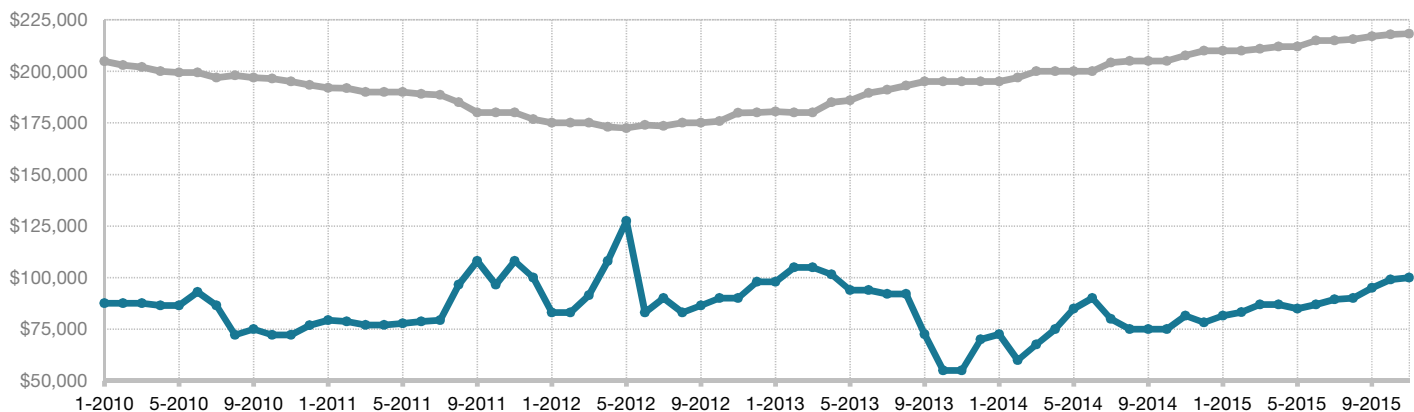
November

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Local Market Update for December 2015

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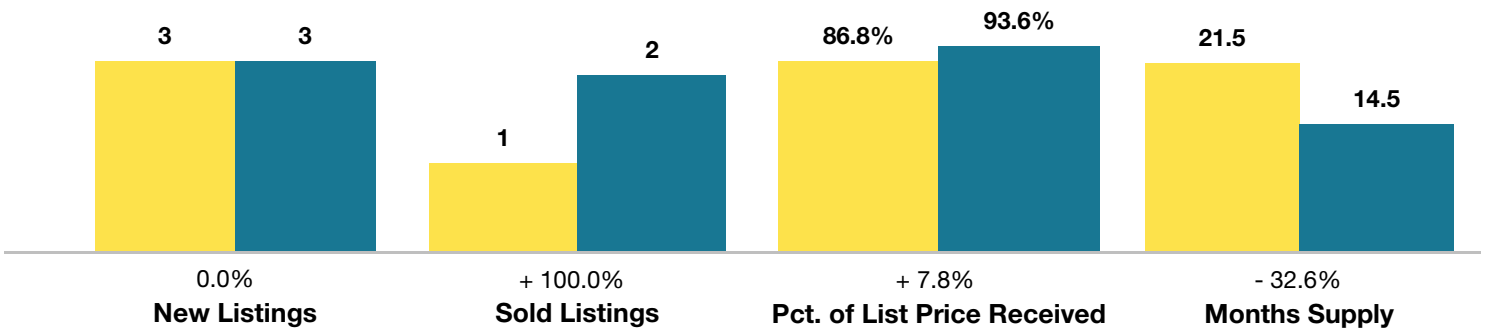
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Key Metrics	December			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 12-2014	Thru 12-2015	Percent Change from Previous Year
New Listings	3	3	0.0%	96	94	- 2.1%
Sold Listings	1	2	+ 100.0%	40	48	+ 20.0%
Median Sales Price*	\$95,000	\$139,000	+ 46.3%	\$78,250	\$120,000	+ 53.4%
Average Sales Price*	\$95,000	\$139,000	+ 46.3%	\$99,045	\$124,013	+ 25.2%
Percent of List Price Received*	86.8%	93.6%	+ 7.8%	93.1%	91.9%	- 1.3%
Days on Market Until Sale	63	211	+ 234.9%	209	246	+ 17.7%
Cumulative Days on Market Until Sale	0	392	--	255	289	+ 13.3%
Inventory of Homes for Sale	78	58	- 25.6%	--	--	--
Months Supply of Inventory	21.5	14.5	- 32.6%	--	--	--

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December

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