

# Local Market Update for January 2016

## Southern Coverage

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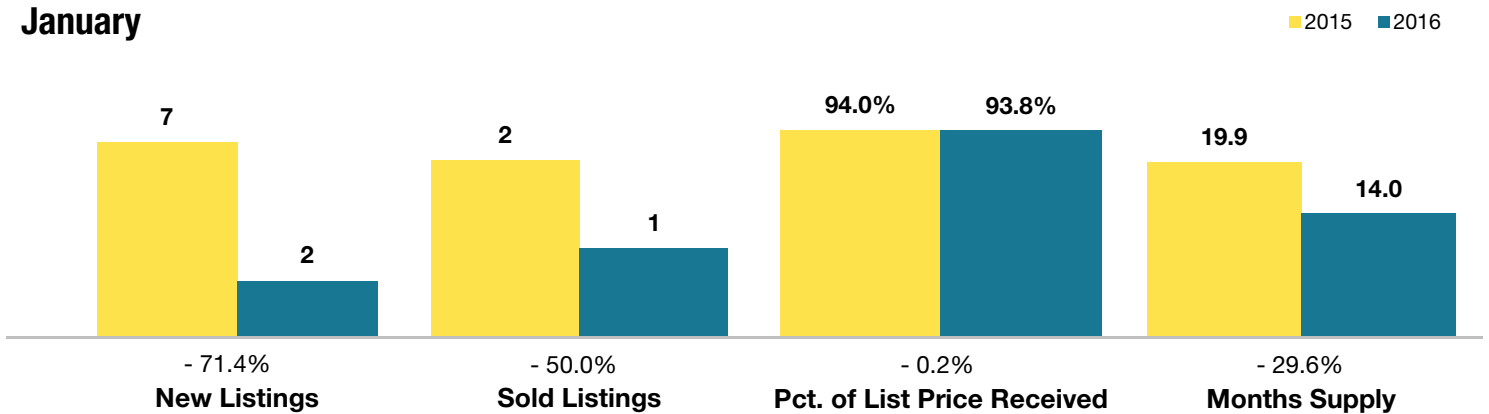


# Costilla County

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	7	2	- 71.4%	7	2	- 71.4%
Sold Listings	2	1	- 50.0%	2	1	- 50.0%
Median Sales Price*	\$86,000	<b>\$305,000</b>	+ 254.7%	\$86,000	<b>\$305,000</b>	+ 254.7%
Average Sales Price*	\$86,000	<b>\$305,000</b>	+ 254.7%	\$86,000	<b>\$305,000</b>	+ 254.7%
Percent of List Price Received*	94.0%	<b>93.8%</b>	- 0.2%	94.0%	<b>93.8%</b>	- 0.2%
Days on Market Until Sale	161	<b>357</b>	+ 121.7%	161	<b>357</b>	+ 121.7%
Cumulative Days on Market Until Sale	161	<b>357</b>	+ 121.7%	161	<b>357</b>	+ 121.7%
Inventory of Homes for Sale	74	<b>55</b>	- 25.7%	--	--	--
Months Supply of Inventory	19.9	<b>14.0</b>	- 29.6%	--	--	--

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

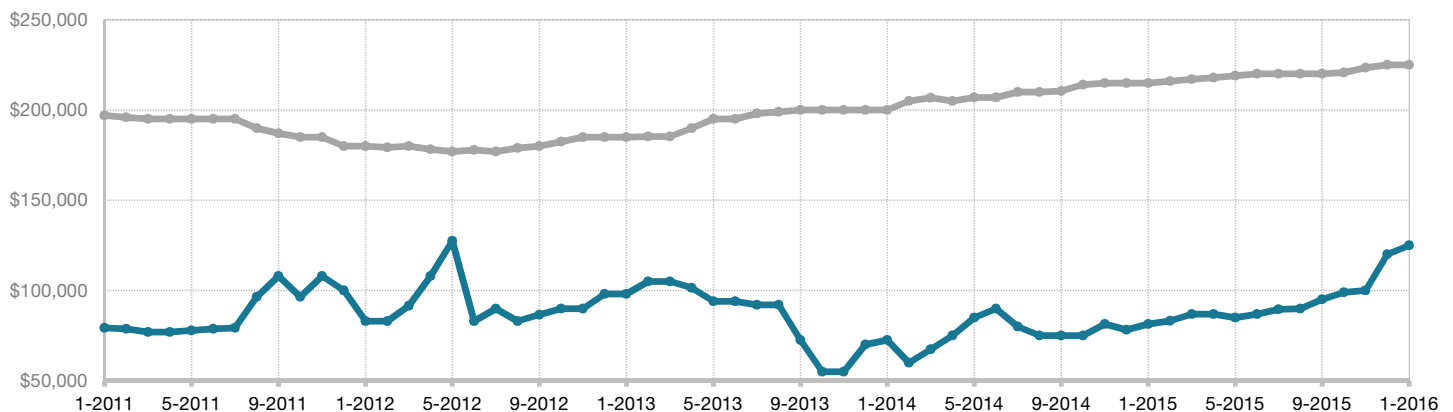
## January



## Historical Median Sales Price

Rolling 12-Month Calculation

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# Local Market Update for February 2016

## Southern Coverage

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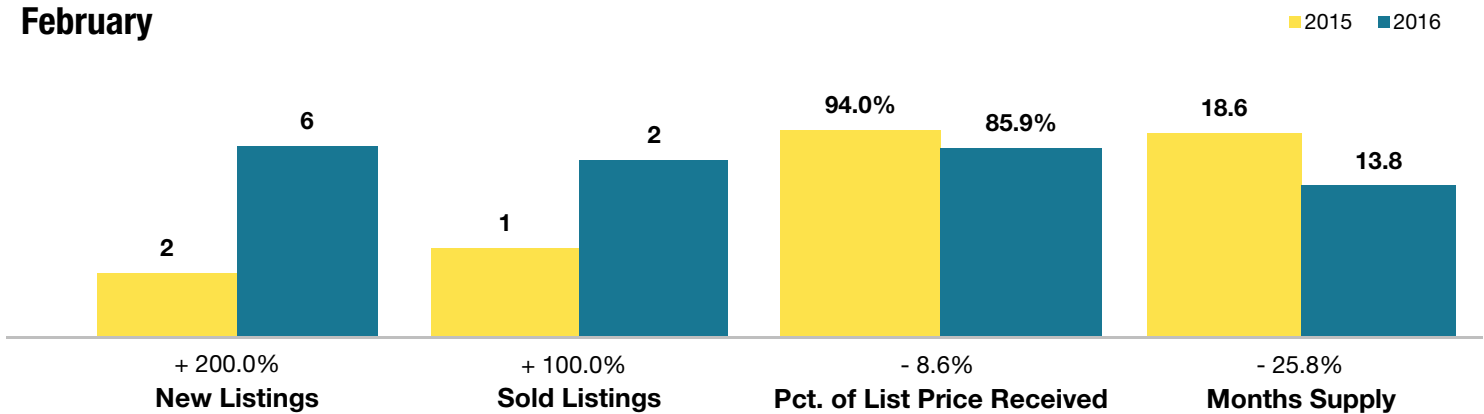


# Costilla County

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	2	6	+ 200.0%	9	8	- 11.1%
Sold Listings	1	2	+ 100.0%	3	3	0.0%
Median Sales Price*	\$181,500	<b>\$29,500</b>	- 83.7%	\$127,000	<b>\$36,500</b>	- 71.3%
Average Sales Price*	\$181,500	<b>\$29,500</b>	- 83.7%	\$117,833	<b>\$121,333</b>	+ 3.0%
Percent of List Price Received*	94.0%	<b>85.9%</b>	- 8.6%	94.0%	<b>88.6%</b>	- 5.7%
Days on Market Until Sale	321	<b>340</b>	+ 5.9%	214	<b>346</b>	+ 61.7%
Cumulative Days on Market Until Sale	321	<b>340</b>	+ 5.9%	214	<b>346</b>	+ 61.7%
Inventory of Homes for Sale	65	<b>55</b>	- 15.4%	--	--	--
Months Supply of Inventory	18.6	<b>13.8</b>	- 25.8%	--	--	--

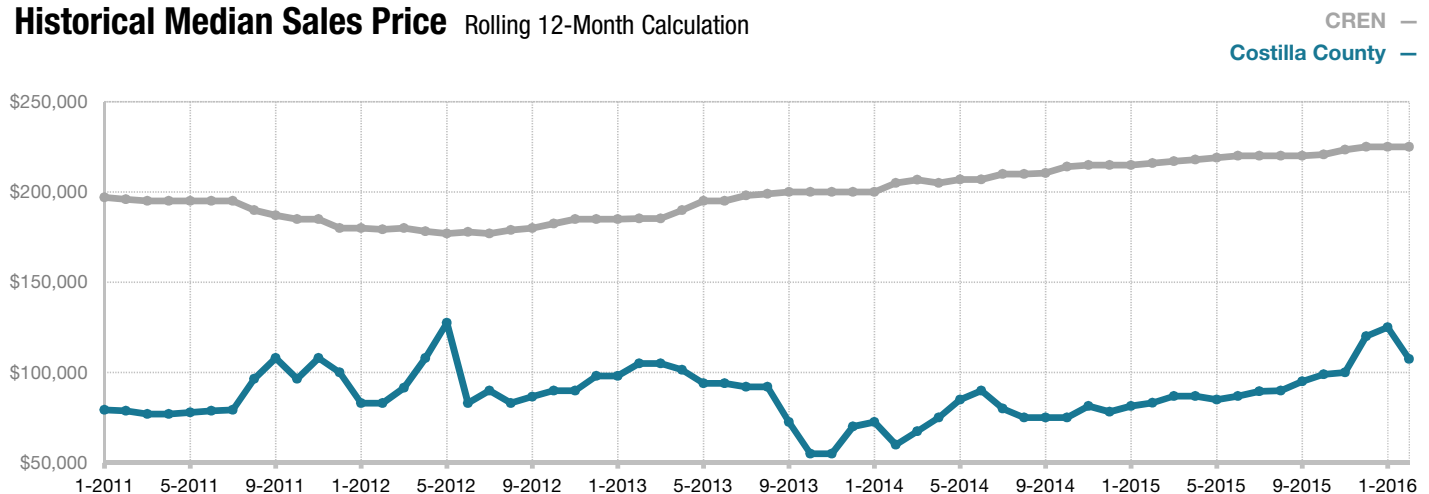
\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

## February



## Historical Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for March 2016

## Southern Coverage

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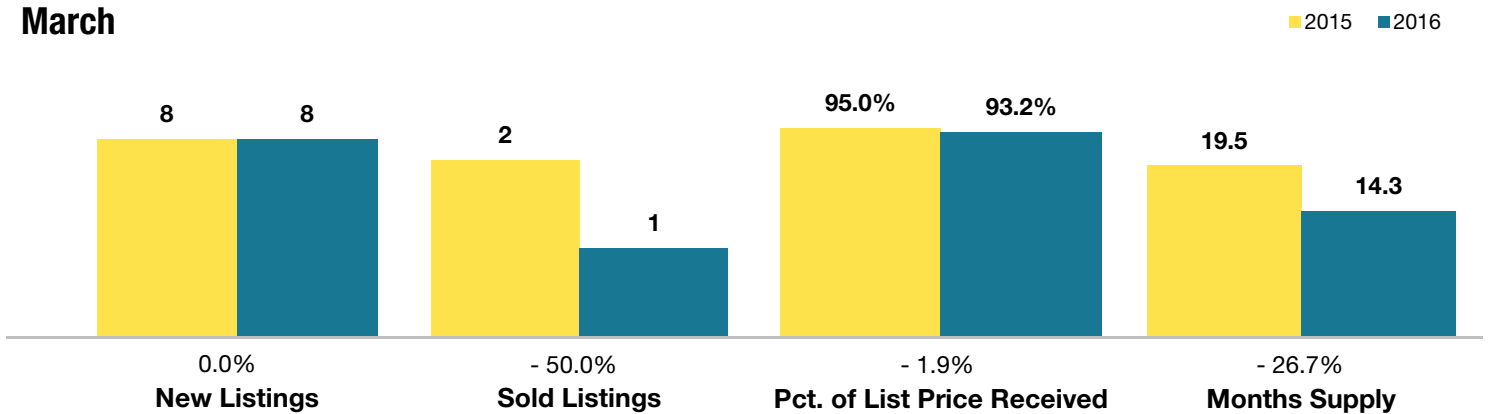


# Costilla County

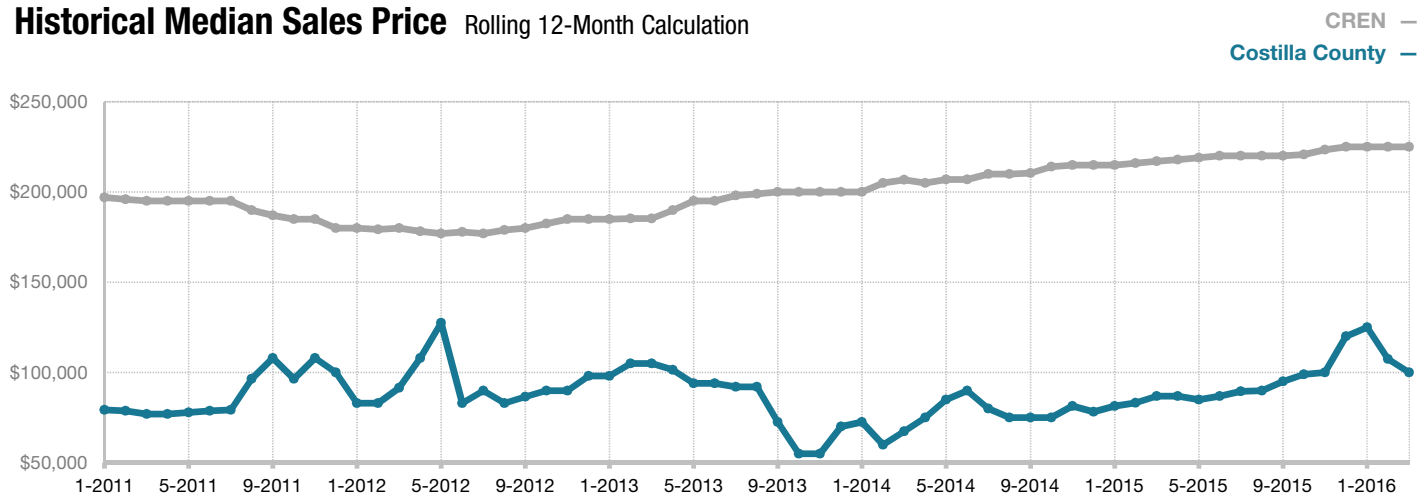
Key Metrics	March			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 3-2015	Thru 3-2016	Percent Change from Previous Year
New Listings	8	8	0.0%	17	16	- 5.9%
Sold Listings	2	1	- 50.0%	5	4	- 20.0%
Median Sales Price*	\$89,000	\$55,000	- 38.2%	\$127,000	\$45,750	- 64.0%
Average Sales Price*	\$89,000	\$55,000	- 38.2%	\$106,300	\$104,750	- 1.5%
Percent of List Price Received*	95.0%	93.2%	- 1.9%	94.4%	89.7%	- 5.0%
Days on Market Until Sale	121	183	+ 51.2%	177	305	+ 72.3%
Cumulative Days on Market Until Sale	72	183	+ 154.2%	157	305	+ 94.3%
Inventory of Homes for Sale	65	56	- 13.8%	--	--	--
Months Supply of Inventory	19.5	14.3	- 26.7%	--	--	--

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## March



## Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for April 2016

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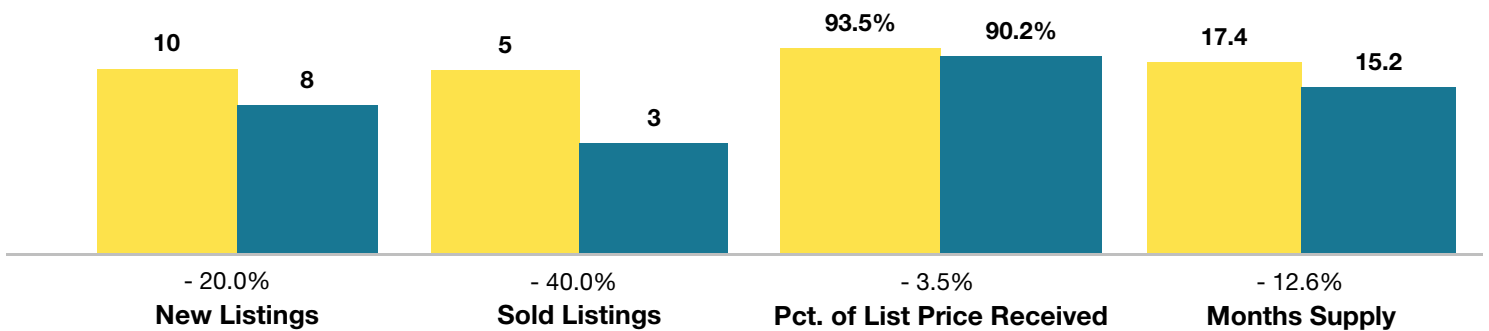
# Costilla County

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	10	8	- 20.0%	27	24	- 11.1%
Sold Listings	5	3	- 40.0%	10	7	- 30.0%
Median Sales Price*	\$90,000	<b>\$93,500</b>	+ 3.9%	\$108,500	<b>\$55,000</b>	- 49.3%
Average Sales Price*	\$110,400	<b>\$86,467</b>	- 21.7%	\$108,350	<b>\$96,914</b>	- 10.6%
Percent of List Price Received*	93.5%	<b>90.2%</b>	- 3.5%	94.0%	<b>89.9%</b>	- 4.4%
Days on Market Until Sale	335	<b>197</b>	- 41.2%	256	<b>259</b>	+ 1.2%
Cumulative Days on Market Until Sale	335	<b>474</b>	+ 41.5%	246	<b>377</b>	+ 53.3%
Inventory of Homes for Sale	61	<b>57</b>	- 6.6%	--	--	--
Months Supply of Inventory	17.4	<b>15.2</b>	- 12.6%	--	--	--

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

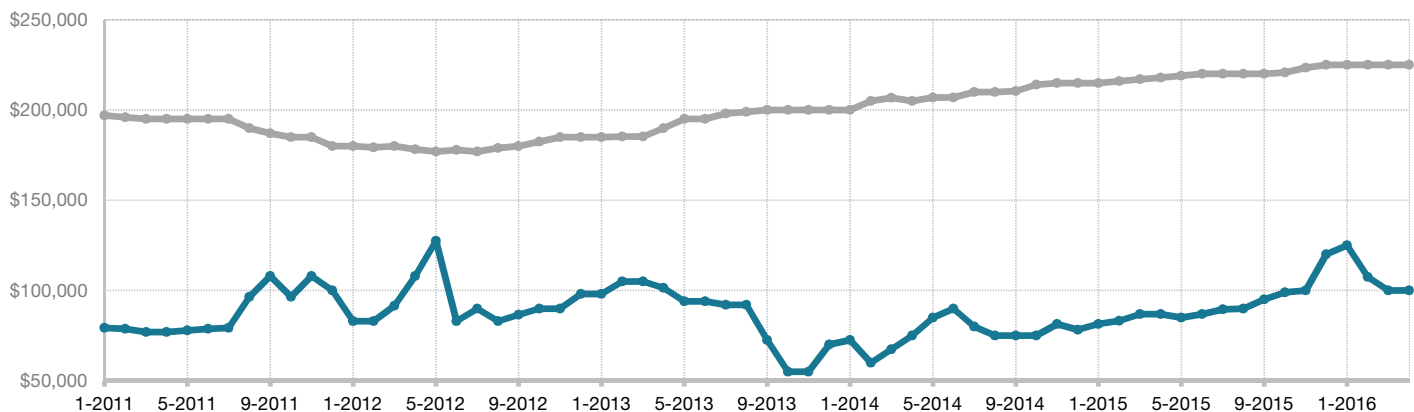
## April

■ 2015 ■ 2016



## Historical Median Sales Price Rolling 12-Month Calculation

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# Local Market Update for May 2016

## Southern Coverage

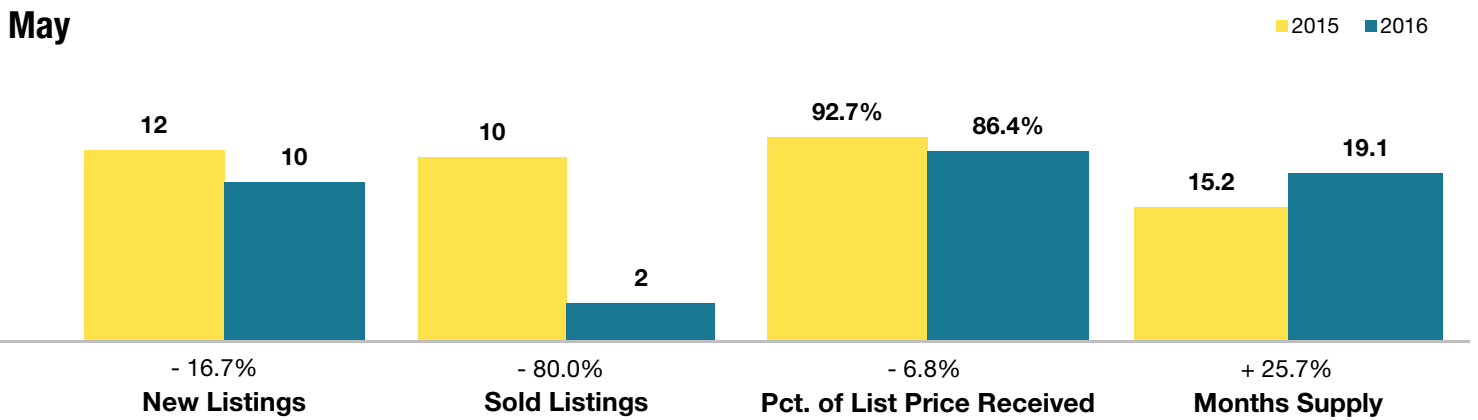
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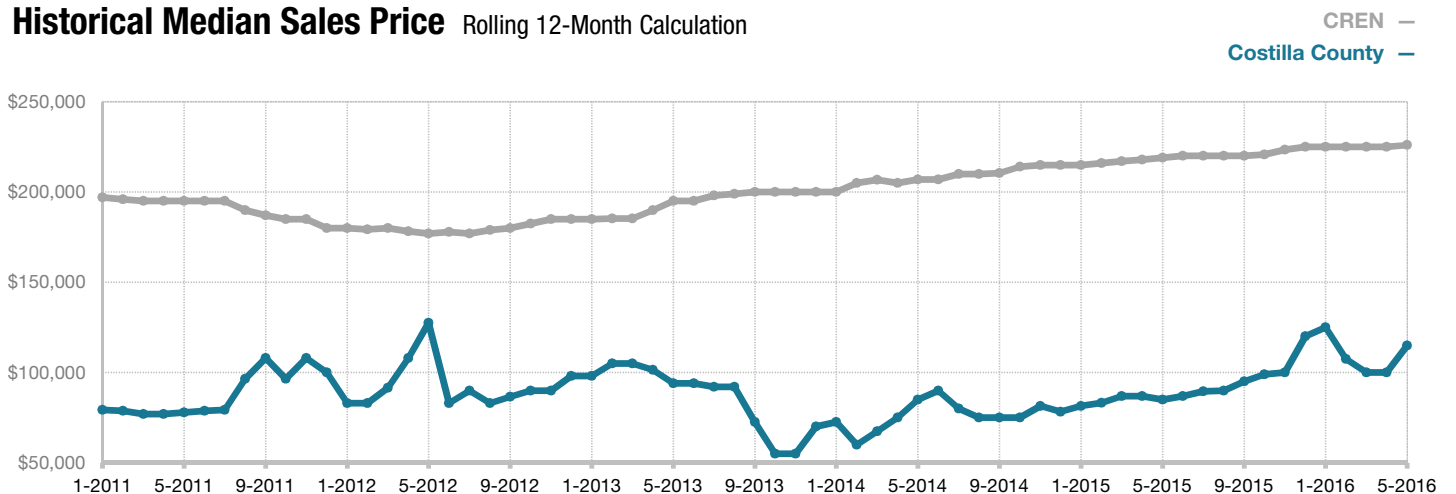
# Costilla County

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	12	10	- 16.7%	39	34	- 12.8%
Sold Listings	10	2	- 80.0%	20	9	- 55.0%
Median Sales Price*	\$89,500	\$35,000	- 60.9%	\$94,500	\$40,000	- 57.7%
Average Sales Price*	\$108,000	\$35,000	- 67.6%	\$108,175	\$83,156	- 23.1%
Percent of List Price Received*	92.7%	86.4%	- 6.8%	93.3%	89.1%	- 4.5%
Days on Market Until Sale	324	176	- 45.7%	290	240	- 17.2%
Cumulative Days on Market Until Sale	352	2	- 99.4%	299	330	+ 10.4%
Inventory of Homes for Sale	62	59	- 4.8%	--	--	--
Months Supply of Inventory	15.2	19.1	+ 25.7%	--	--	--

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## Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for June 2016

## Southern Coverage

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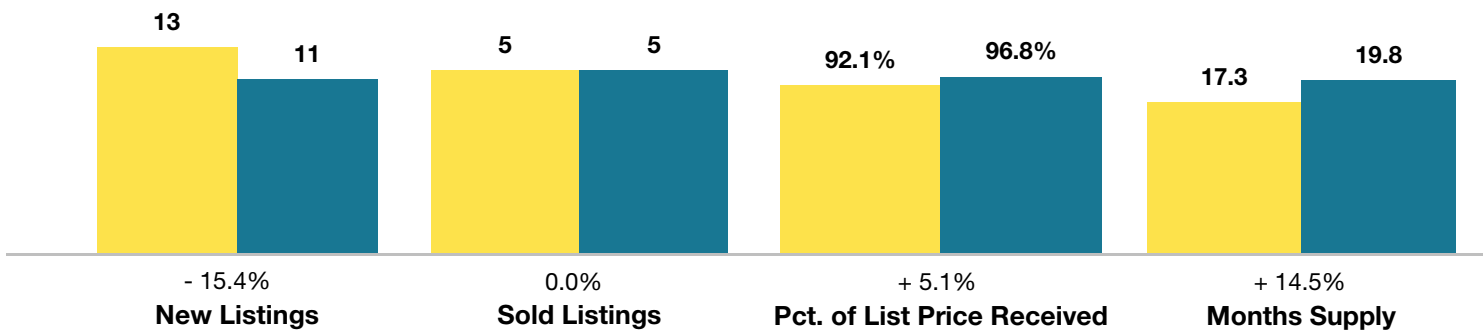
# Costilla County

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	13	11	- 15.4%	52	45	- 13.5%
Sold Listings	5	5	0.0%	25	14	- 44.0%
Median Sales Price*	\$125,000	\$160,000	+ 28.0%	\$99,000	\$70,000	- 29.3%
Average Sales Price*	\$157,700	\$151,703	- 3.8%	\$118,080	\$107,637	- 8.8%
Percent of List Price Received*	92.1%	96.8%	+ 5.1%	93.1%	91.9%	- 1.3%
Days on Market Until Sale	375	110	- 70.7%	307	200	- 34.9%
Cumulative Days on Market Until Sale	543	110	- 79.7%	340	257	- 24.4%
Inventory of Homes for Sale	69	61	- 11.6%	--	--	--
Months Supply of Inventory	17.3	19.8	+ 14.5%	--	--	--

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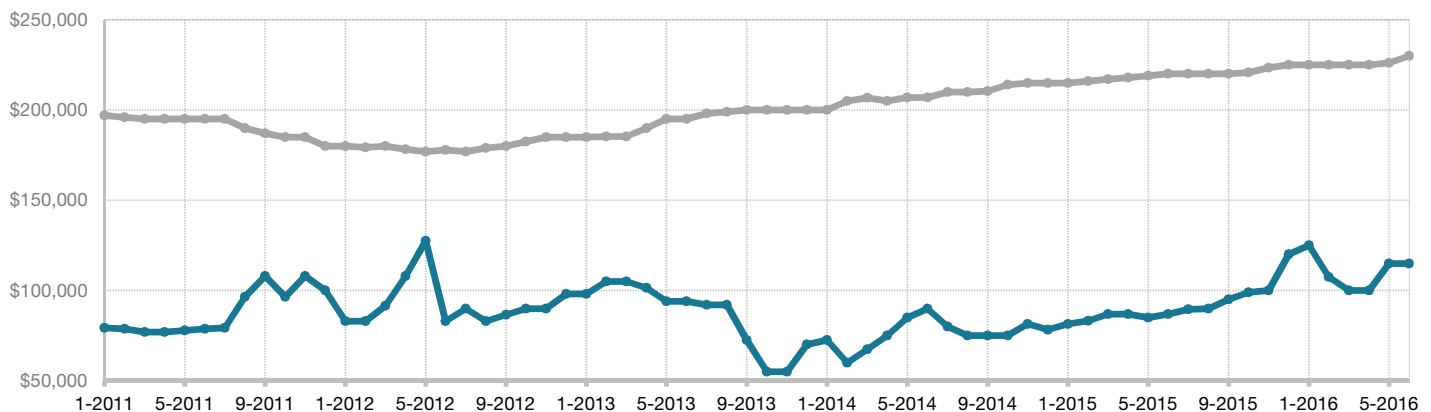
## June

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## Historical Median Sales Price Rolling 12-Month Calculation

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# Local Market Update for July 2016

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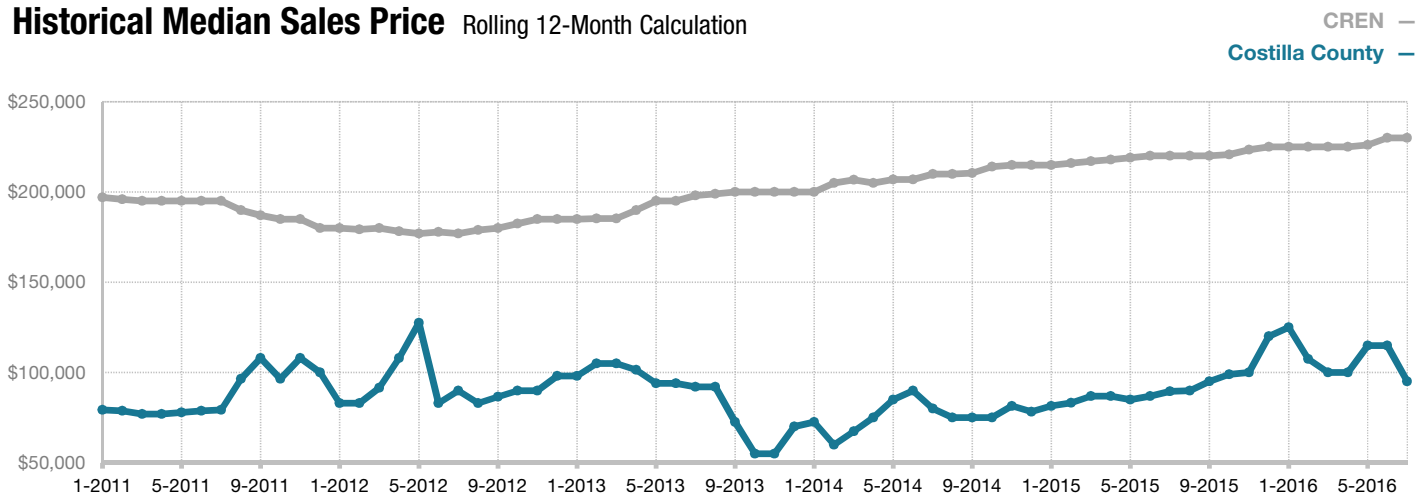
# Costilla County

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	12	9	- 25.0%	64	54	- 15.6%
Sold Listings	4	4	0.0%	29	18	- 37.9%
Median Sales Price*	\$105,000	\$59,450	- 43.4%	\$99,000	\$62,450	- 36.9%
Average Sales Price*	\$111,000	\$75,975	- 31.6%	\$117,103	\$100,601	- 14.1%
Percent of List Price Received*	85.2%	85.2%	0.0%	92.0%	90.4%	- 1.7%
Days on Market Until Sale	283	235	- 17.0%	304	207	- 31.9%
Cumulative Days on Market Until Sale	337	423	+ 25.5%	339	290	- 14.5%
Inventory of Homes for Sale	65	59	- 9.2%	--	--	--
Months Supply of Inventory	17.0	19.1	+ 12.4%	--	--	--

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



# Local Market Update for August 2016

## Southern Coverage

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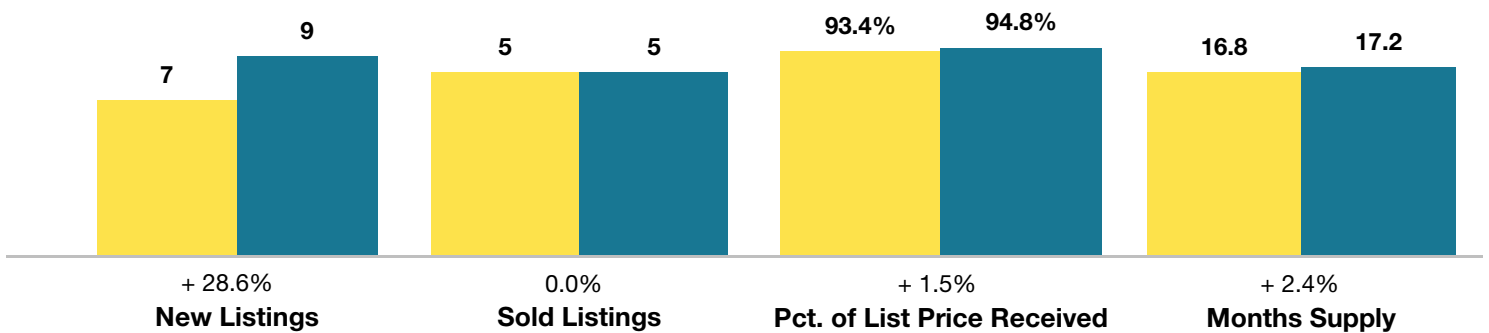
# Costilla County

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	7	9	+ 28.6%	71	63	- 11.3%
Sold Listings	5	5	0.0%	34	23	- 32.4%
Median Sales Price*	\$67,600	<b>\$144,000</b>	+ 113.0%	\$94,500	<b>\$90,000</b>	- 4.8%
Average Sales Price*	\$116,020	<b>\$173,980</b>	+ 50.0%	\$116,944	<b>\$116,553</b>	- 0.3%
Percent of List Price Received*	93.4%	<b>94.8%</b>	+ 1.5%	92.2%	<b>91.4%</b>	- 0.9%
Days on Market Until Sale	65	<b>116</b>	+ 78.5%	269	<b>185</b>	- 31.2%
Cumulative Days on Market Until Sale	138	<b>263</b>	+ 90.6%	309	<b>283</b>	- 8.4%
Inventory of Homes for Sale	67	<b>53</b>	- 20.9%	--	--	--
Months Supply of Inventory	16.8	<b>17.2</b>	+ 2.4%	--	--	--

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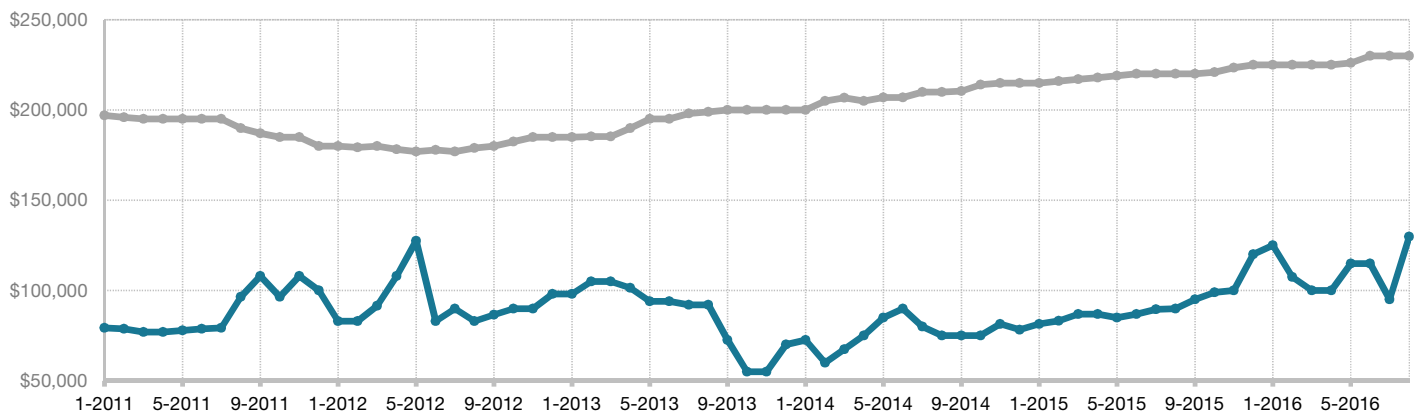
## August

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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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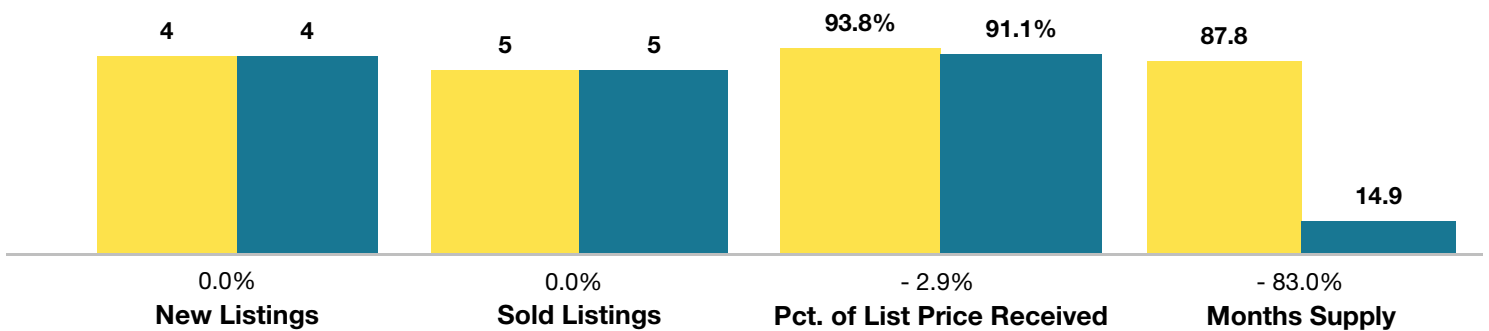
# Costilla County

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	4	4	0.0%	72	57	- 20.8%
Sold Listings	5	5	0.0%	40	28	- 30.0%
Median Sales Price*	\$145,000	\$147,500	+ 1.7%	\$99,500	\$91,750	- 7.8%
Average Sales Price*	\$137,200	\$123,600	- 9.9%	\$666,553	\$118,668	- 82.2%
Percent of List Price Received*	93.8%	91.1%	- 2.9%	92.2%	91.6%	- 0.7%
Days on Market Until Sale	86	217	+ 152.3%	241	200	- 17.0%
Cumulative Days on Market Until Sale	86	217	+ 152.3%	237	200	- 15.6%
Inventory of Homes for Sale	366	46	- 87.4%	--	--	--
Months Supply of Inventory	87.8	14.9	- 83.0%	--	--	--

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## September

■ 2015 ■ 2016

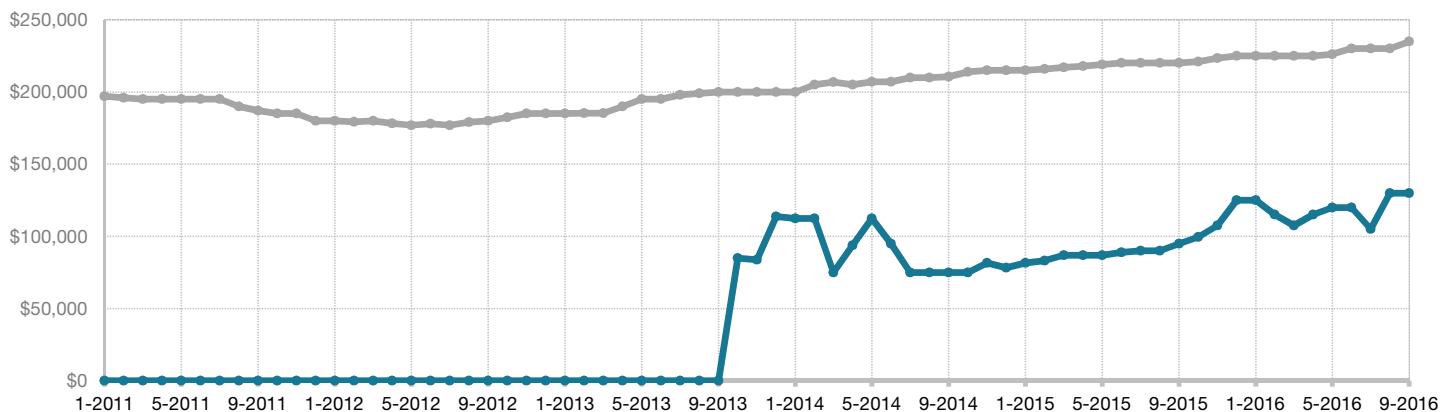


## Historical Median Sales Price

Rolling 12-Month Calculation

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# Local Market Update for October 2016

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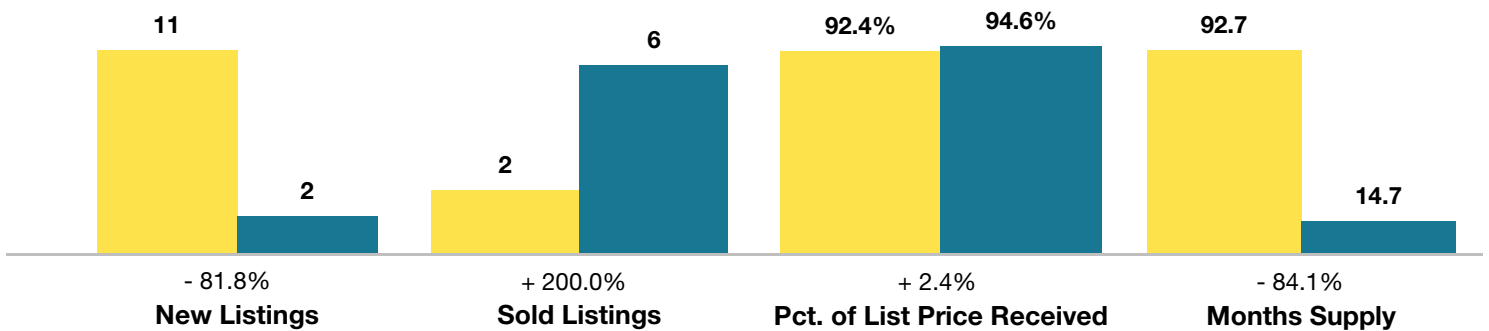
# Costilla County

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	11	2	- 81.8%	91	75	- 17.6%
Sold Listings	2	6	+ 200.0%	41	37	- 9.8%
Median Sales Price*	\$78,500	<b>\$169,000</b>	+ 115.3%	\$99,000	<b>\$130,000</b>	+ 31.3%
Average Sales Price*	\$78,500	<b>\$169,667</b>	+ 116.1%	\$117,539	<b>\$128,898</b>	+ 9.7%
Percent of List Price Received*	92.4%	<b>94.6%</b>	+ 2.4%	92.4%	<b>92.7%</b>	+ 0.3%
Days on Market Until Sale	122	<b>202</b>	+ 65.6%	201	<b>185</b>	- 8.0%
Cumulative Days on Market Until Sale	0	<b>0</b>	--	0	<b>62</b>	--
Inventory of Homes for Sale	363	<b>54</b>	- 85.1%	--	--	--
Months Supply of Inventory	92.7	<b>14.7</b>	- 84.1%	--	--	--

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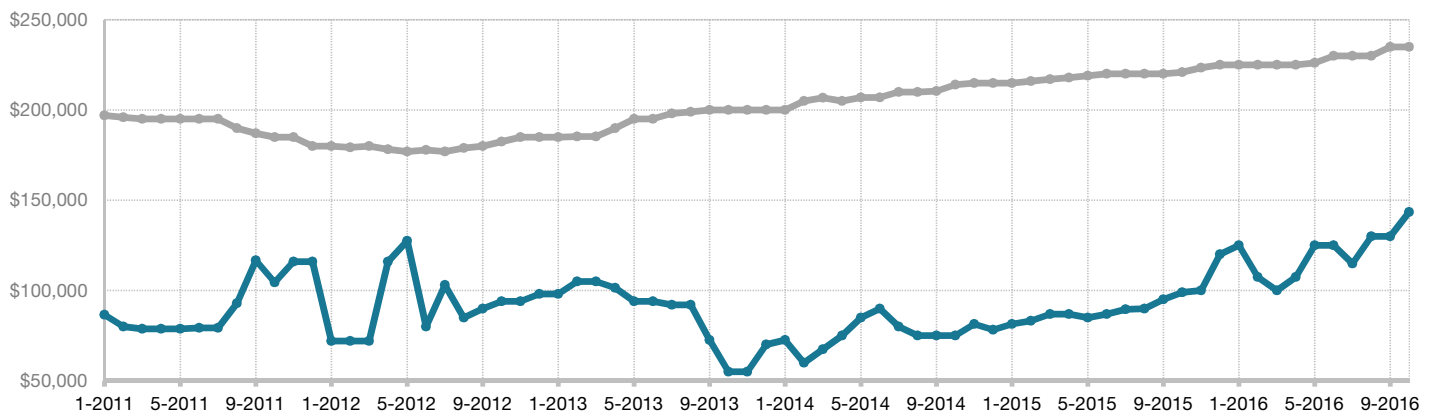
## October

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## Historical Median Sales Price Rolling 12-Month Calculation

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# Local Market Update for November 2016

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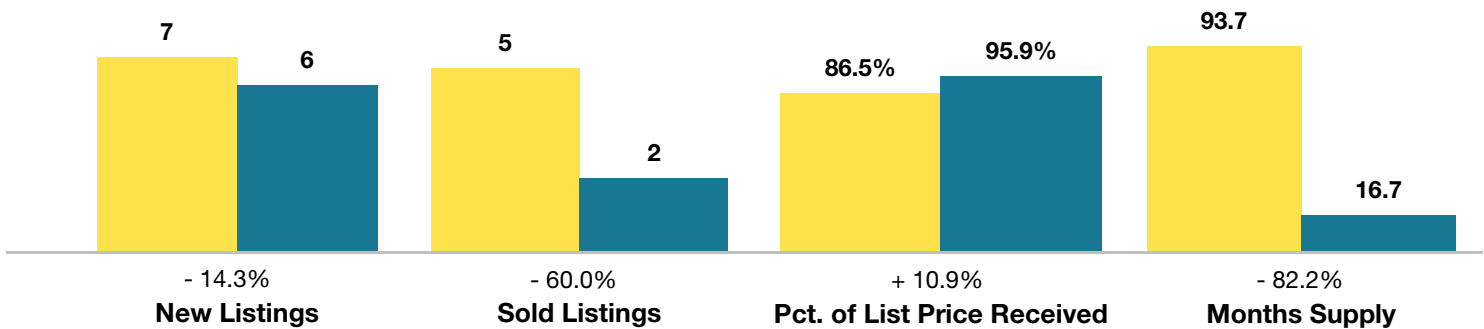
# Costilla County

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	7	6	- 14.3%	98	81	- 17.3%
Sold Listings	5	2	- 60.0%	46	39	- 15.2%
Median Sales Price*	\$165,000	<b>\$134,000</b>	- 18.8%	\$107,500	<b>\$130,000</b>	+ 20.9%
Average Sales Price*	\$171,100	<b>\$134,000</b>	- 21.7%	\$123,361	<b>\$129,159</b>	+ 4.7%
Percent of List Price Received*	86.5%	<b>95.9%</b>	+ 10.9%	91.8%	<b>92.8%</b>	+ 1.1%
Days on Market Until Sale	257	<b>69</b>	- 73.2%	207	<b>179</b>	- 13.5%
Cumulative Days on Market Until Sale	0	<b>0</b>	--	0	<b>45</b>	--
Inventory of Homes for Sale	367	<b>57</b>	- 84.5%	--	--	--
Months Supply of Inventory	93.7	<b>16.7</b>	- 82.2%	--	--	--

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## November

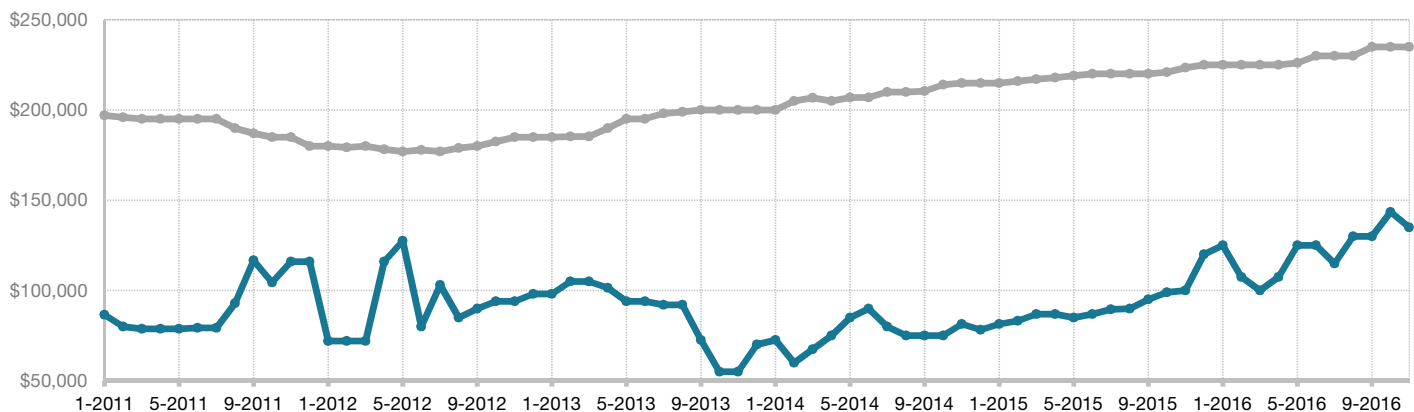
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## Historical Median Sales Price

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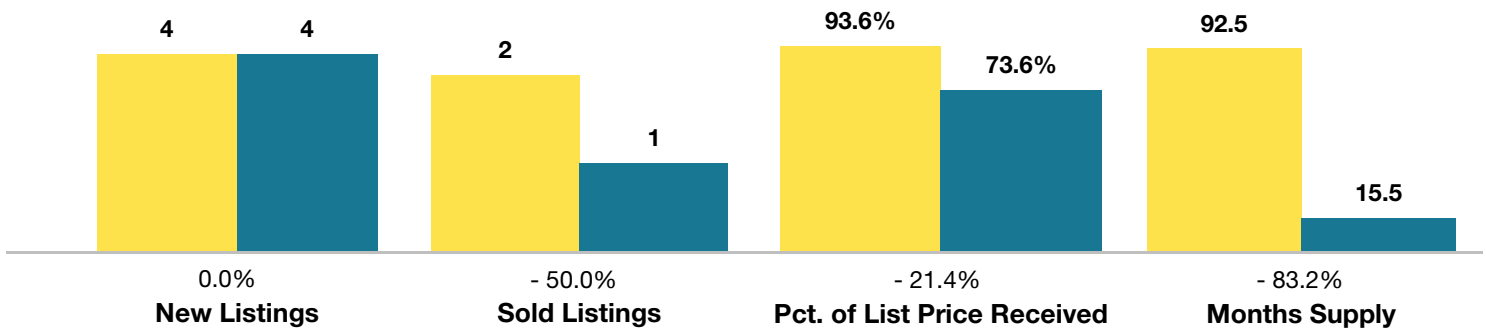
# Costilla County

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	4	4	0.0%	102	85	- 16.7%
Sold Listings	2	1	- 50.0%	48	41	- 14.6%
Median Sales Price*	\$139,000	<b>\$250,000</b>	+ 79.9%	\$120,000	<b>\$130,000</b>	+ 8.3%
Average Sales Price*	\$139,000	<b>\$250,000</b>	+ 79.9%	\$124,013	<b>\$132,005</b>	+ 6.4%
Percent of List Price Received*	93.6%	<b>73.6%</b>	- 21.4%	91.9%	<b>92.5%</b>	+ 0.7%
Days on Market Until Sale	147	<b>264</b>	+ 79.6%	205	<b>179</b>	- 12.7%
Cumulative Days on Market Until Sale	0	<b>264</b>	--	0	<b>64</b>	--
Inventory of Homes for Sale	370	<b>53</b>	- 85.7%	--	--	--
Months Supply of Inventory	92.5	<b>15.5</b>	- 83.2%	--	--	--

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## December

■ 2015 ■ 2016



## Historical Median Sales Price Rolling 12-Month Calculation

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