

Local Market Update for January 2016

Northern Coverage

A Research Tool Provided by the Colorado Association of REALTORS®



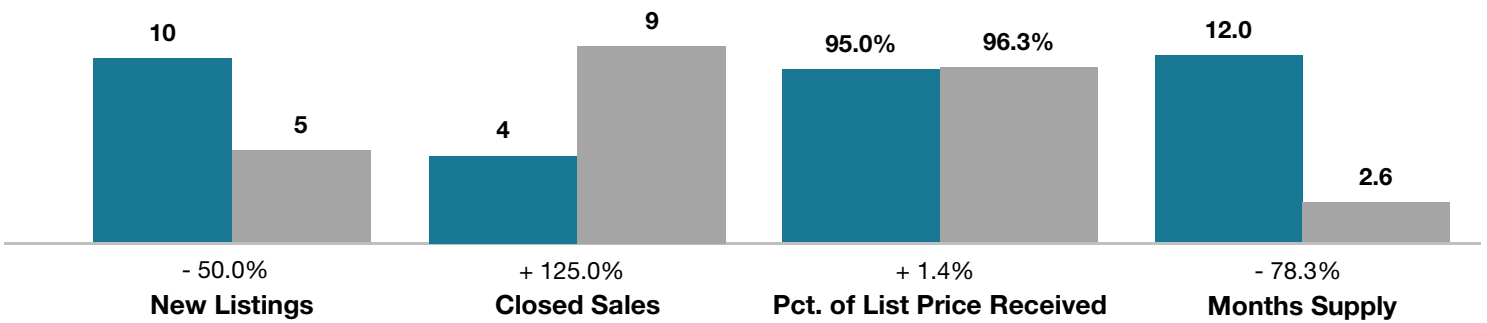
Lake County

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	10	5	- 50.0%	10	5	- 50.0%
Closed Sales	4	9	+ 125.0%	4	9	+ 125.0%
Median Sales Price*	\$154,950	\$160,000	+ 3.3%	\$154,950	\$160,000	+ 3.3%
Average Sales Price*	\$173,600	\$159,611	- 8.1%	\$173,600	\$159,611	- 8.1%
Percent of List Price Received*	95.0%	96.3%	+ 1.4%	95.0%	96.3%	+ 1.4%
Days on Market Until Sale	138	122	- 11.6%	138	122	- 11.6%
Inventory of Homes for Sale	94	30	- 68.1%	--	--	--
Months Supply of Inventory	12.0	2.6	- 78.3%	--	--	--

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

January

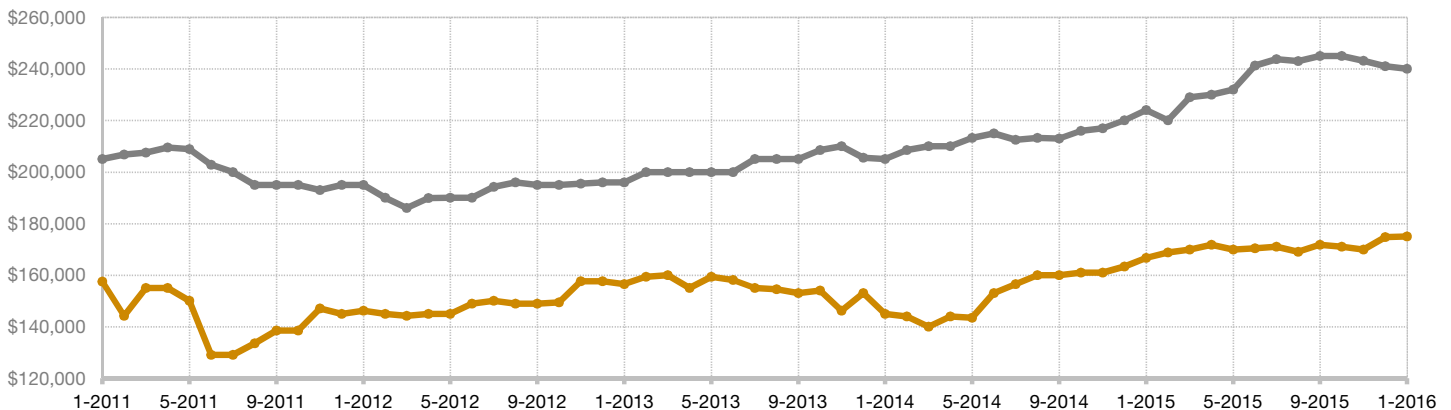
■ 2015 ■ 2016



Historical Median Sales Price

Rolling 12-Month Calculation

Entire MLS —
Lake County —



Local Market Update for February 2016

Northern Coverage

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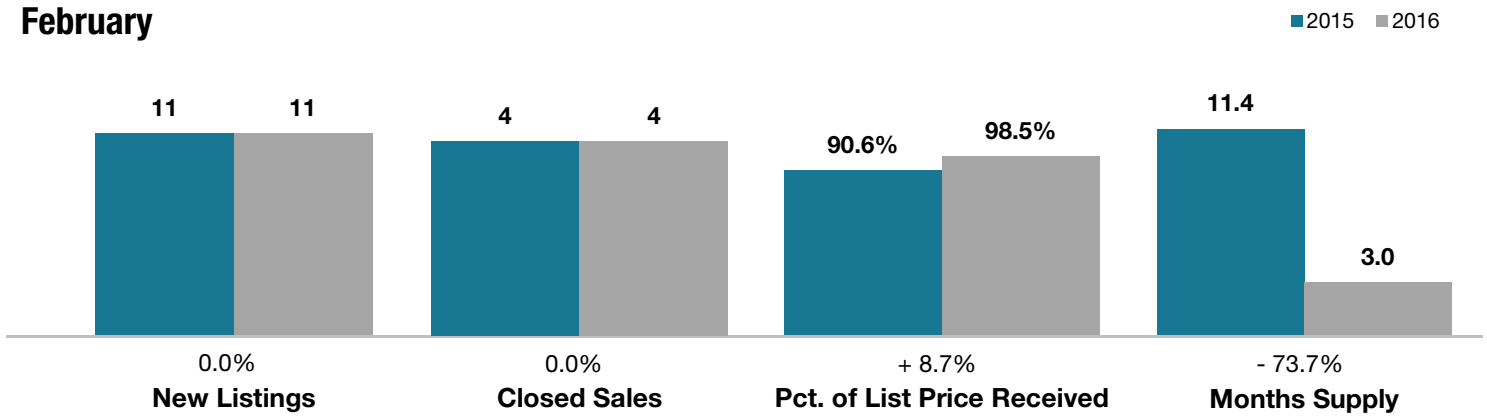


Lake County

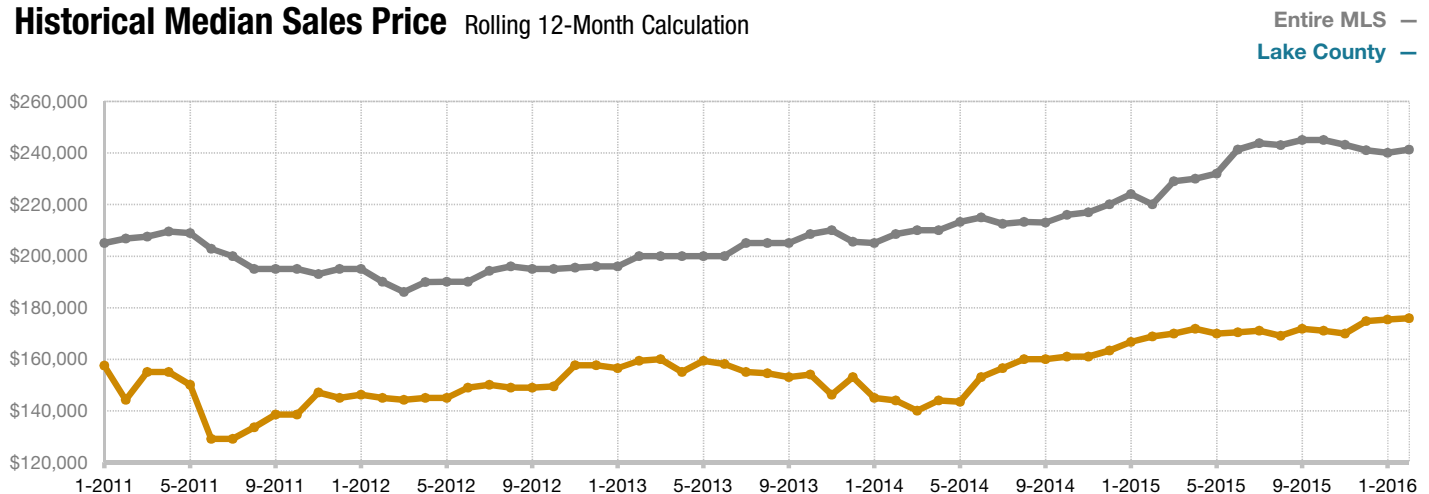
Key Metrics	February			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 2-2015	Thru 2-2016	Percent Change from Previous Year
New Listings	11	11	0.0%	21	16	- 23.8%
Closed Sales	4	4	0.0%	8	14	+ 75.0%
Median Sales Price*	\$142,750	\$253,900	+ 77.9%	\$154,950	\$185,500	+ 19.7%
Average Sales Price*	\$140,125	\$241,200	+ 72.1%	\$156,863	\$188,664	+ 20.3%
Percent of List Price Received*	90.6%	98.5%	+ 8.7%	92.8%	97.2%	+ 4.7%
Days on Market Until Sale	119	217	+ 82.4%	128	158	+ 23.4%
Inventory of Homes for Sale	89	34	- 61.8%	--	--	--
Months Supply of Inventory	11.4	3.0	- 73.7%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2016

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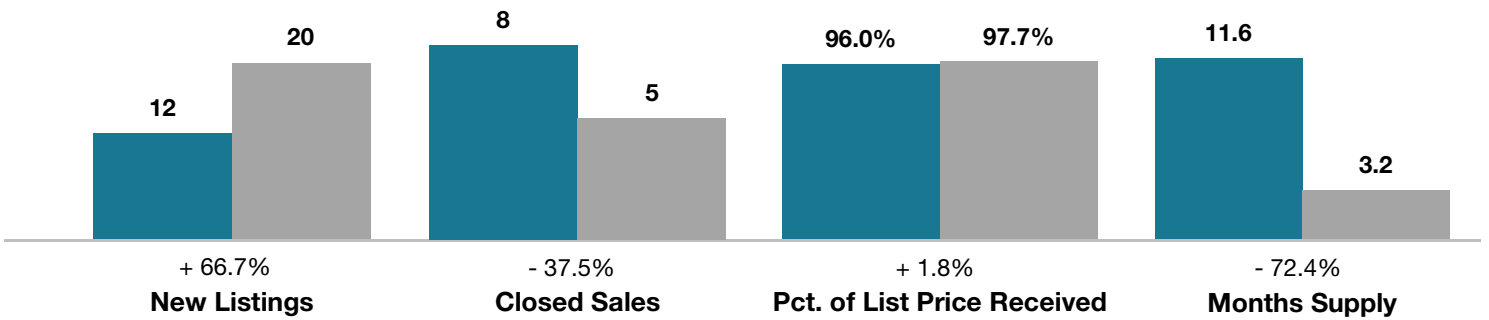
Lake County

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	12	20	+ 66.7%	33	36	+ 9.1%
Closed Sales	8	5	- 37.5%	16	19	+ 18.8%
Median Sales Price*	\$171,500	\$295,000	+ 72.0%	\$167,450	\$206,500	+ 23.3%
Average Sales Price*	\$208,250	\$282,980	+ 35.9%	\$182,556	\$213,484	+ 16.9%
Percent of List Price Received*	96.0%	97.7%	+ 1.8%	94.4%	97.3%	+ 3.1%
Days on Market Until Sale	253	239	- 5.5%	190	179	- 5.8%
Inventory of Homes for Sale	92	36	- 60.9%	--	--	--
Months Supply of Inventory	11.6	3.2	- 72.4%	--	--	--

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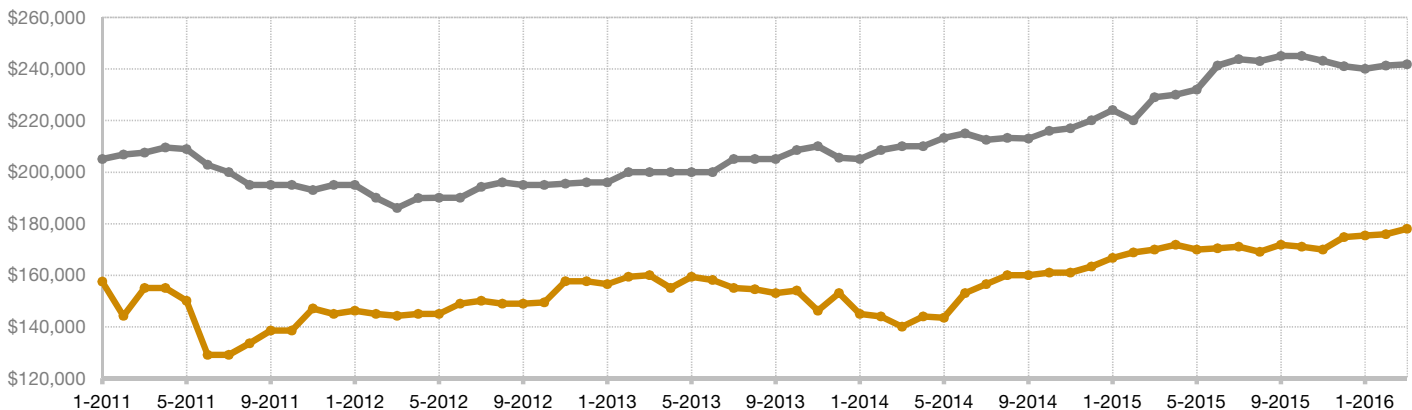
March

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Historical Median Sales Price Rolling 12-Month Calculation

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Local Market Update for April 2016

Northern Coverage

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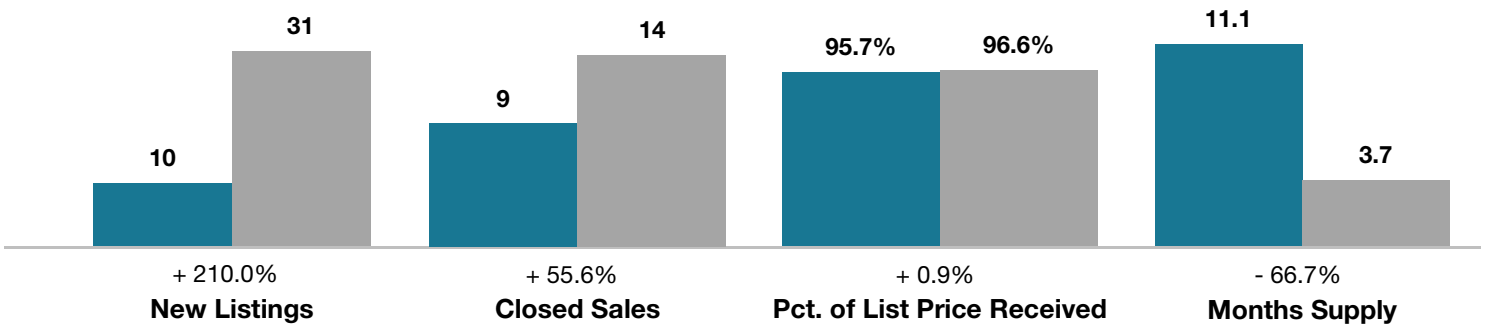
Lake County

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	31	+ 210.0%	43	68	+ 58.1%
Closed Sales	9	14	+ 55.6%	25	33	+ 32.0%
Median Sales Price*	\$150,000	\$155,000	+ 3.3%	\$165,000	\$186,000	+ 12.7%
Average Sales Price*	\$247,267	\$178,971	- 27.6%	\$205,852	\$198,842	- 3.4%
Percent of List Price Received*	95.7%	96.6%	+ 0.9%	94.9%	97.0%	+ 2.2%
Days on Market Until Sale	134	135	+ 0.7%	170	161	- 5.3%
Inventory of Homes for Sale	91	43	- 52.7%	--	--	--
Months Supply of Inventory	11.1	3.7	- 66.7%	--	--	--

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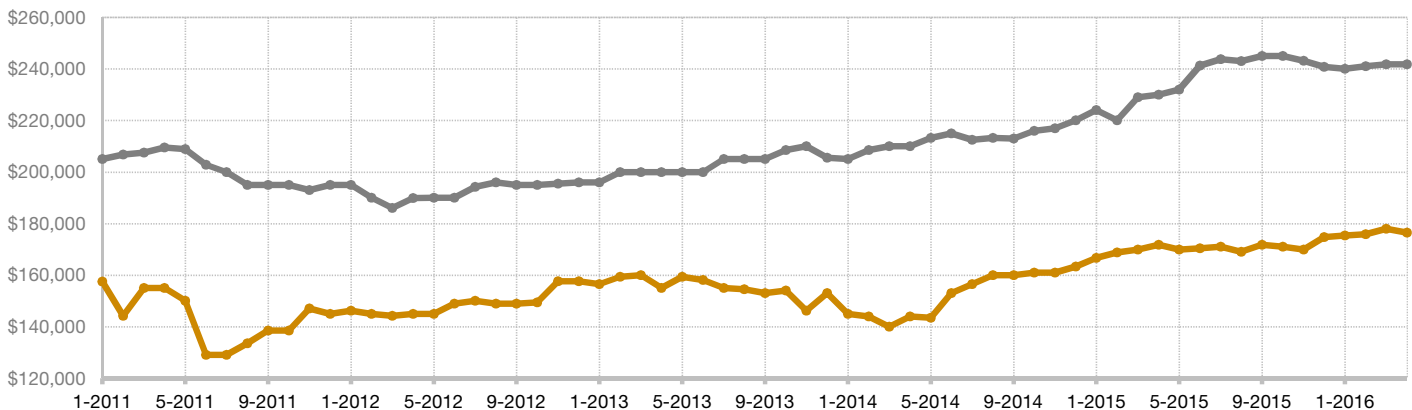
April

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Historical Median Sales Price Rolling 12-Month Calculation

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Local Market Update for May 2016

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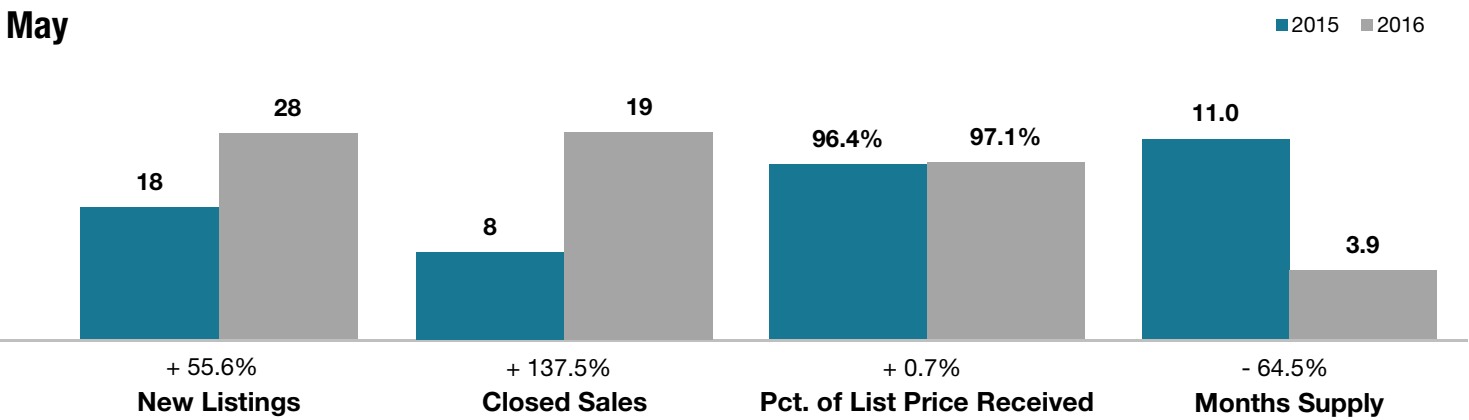
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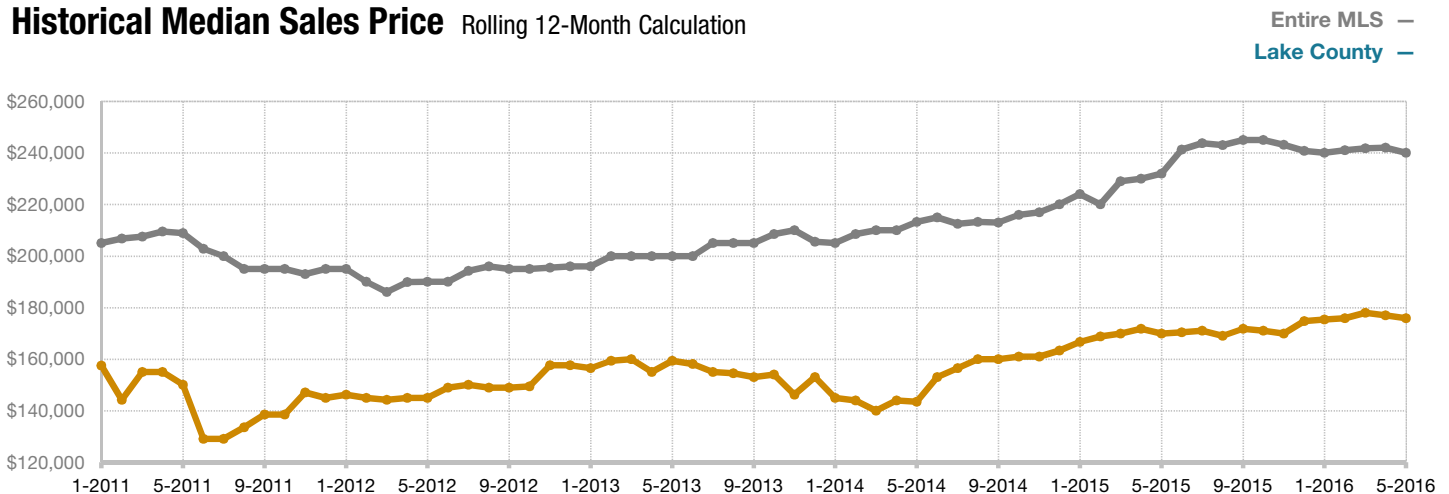
Lake County

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	18	28	+ 55.6%	61	95	+ 55.7%
Closed Sales	8	19	+ 137.5%	33	53	+ 60.6%
Median Sales Price*	\$125,000	\$140,650	+ 12.5%	\$150,000	\$173,500	+ 15.7%
Average Sales Price*	\$163,238	\$170,734	+ 4.6%	\$195,521	\$188,854	- 3.4%
Percent of List Price Received*	96.4%	97.1%	+ 0.7%	95.2%	97.1%	+ 2.0%
Days on Market Until Sale	129	113	- 12.4%	160	141	- 11.9%
Inventory of Homes for Sale	91	49	- 46.2%	--	--	--
Months Supply of Inventory	11.0	3.9	- 64.5%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2016

Northern Coverage

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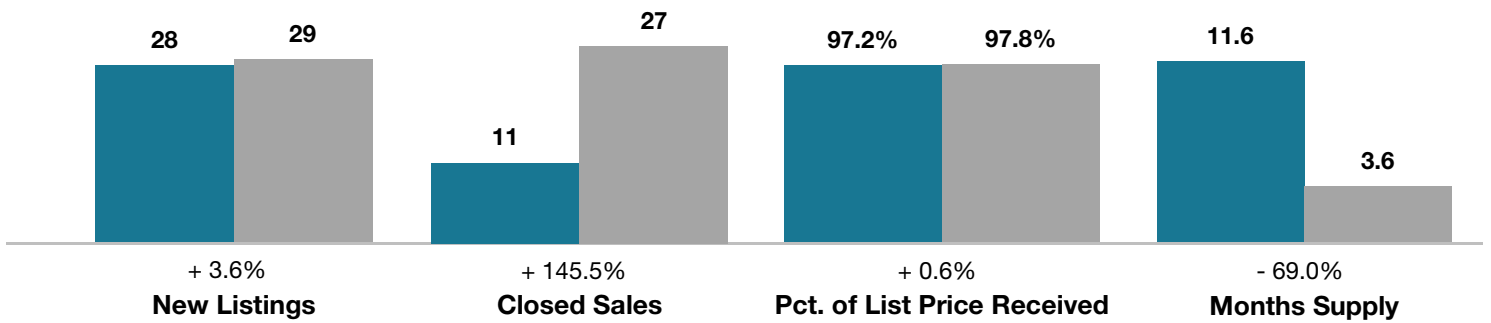
Lake County

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	28	29	+ 3.6%	89	125	+ 40.4%
Closed Sales	11	27	+ 145.5%	44	80	+ 81.8%
Median Sales Price*	\$190,000	\$170,000	- 10.5%	\$171,200	\$171,750	+ 0.3%
Average Sales Price*	\$242,755	\$193,522	- 20.3%	\$207,330	\$190,429	- 8.2%
Percent of List Price Received*	97.2%	97.8%	+ 0.6%	95.7%	97.3%	+ 1.7%
Days on Market Until Sale	169	29	- 82.8%	162	104	- 35.8%
Inventory of Homes for Sale	97	51	- 47.4%	--	--	--
Months Supply of Inventory	11.6	3.6	- 69.0%	--	--	--

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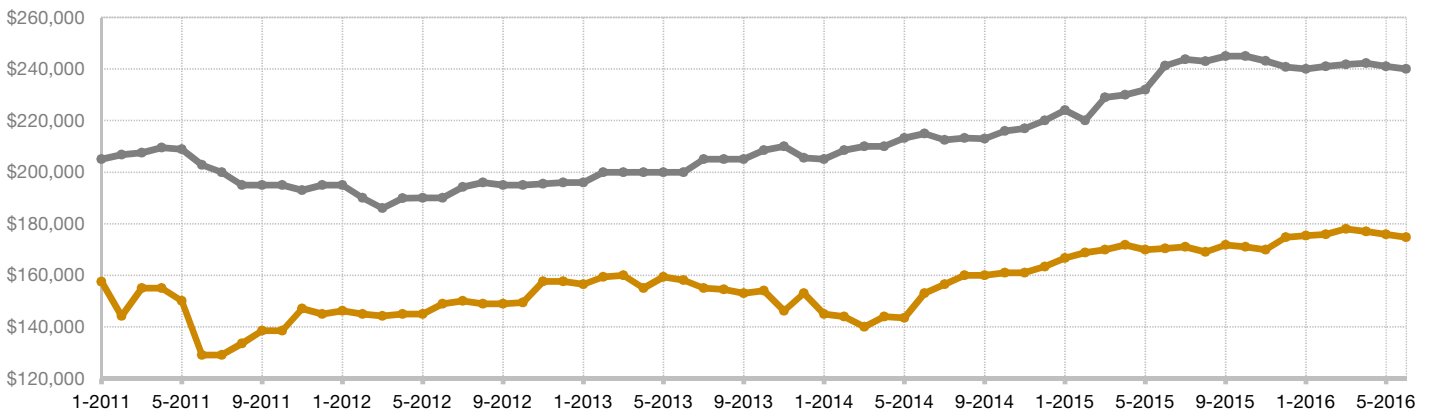
June

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Historical Median Sales Price Rolling 12-Month Calculation

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Local Market Update for July 2016

Northern Coverage

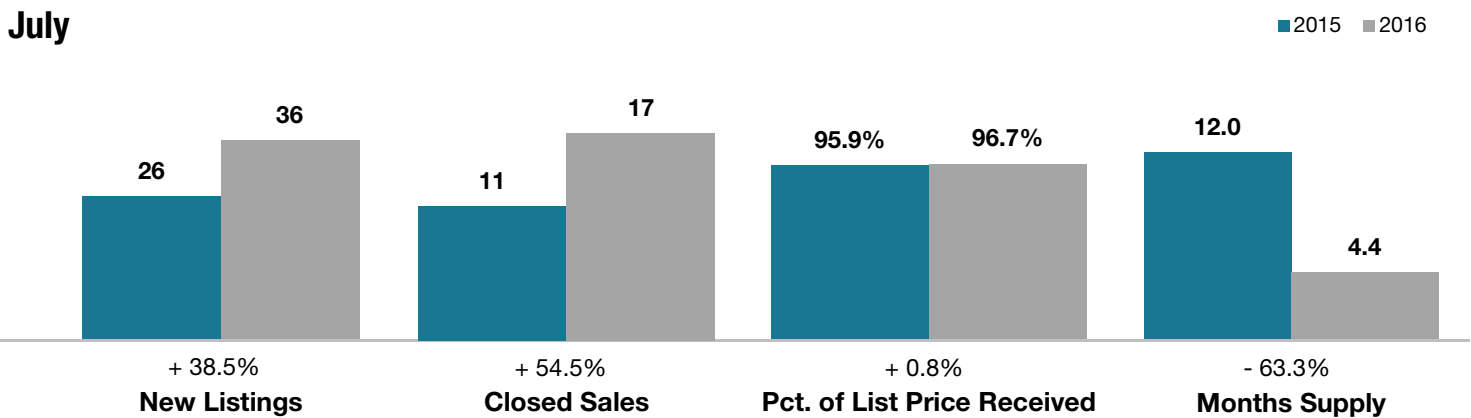
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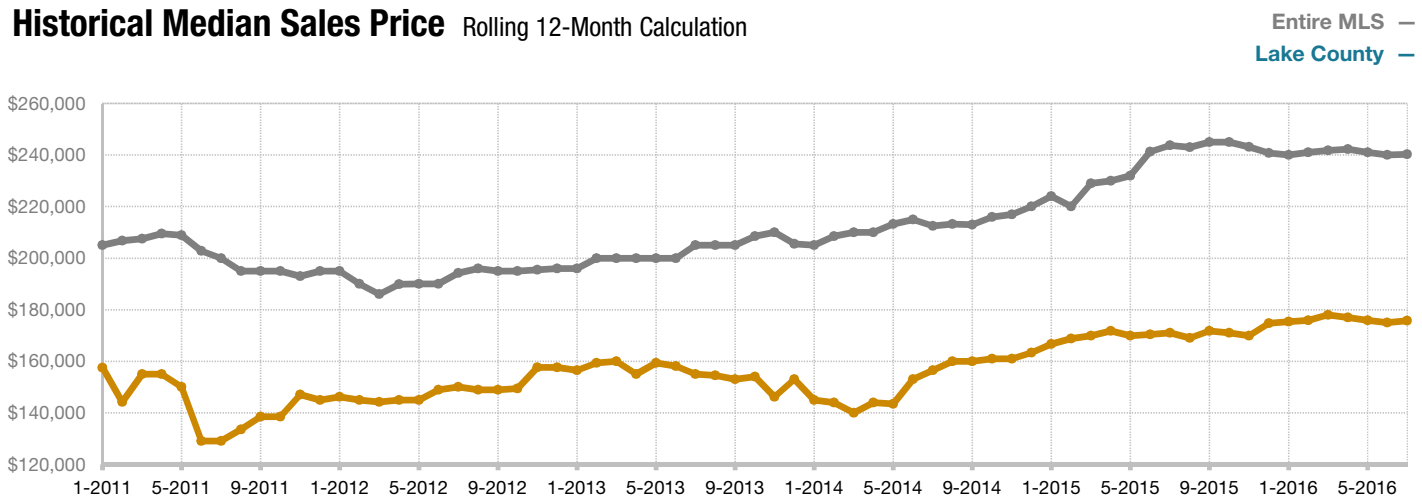
Lake County

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	26	36	+ 38.5%	115	161	+ 40.0%
Closed Sales	11	17	+ 54.5%	55	98	+ 78.2%
Median Sales Price*	\$163,000	\$176,500	+ 8.3%	\$169,900	\$175,000	+ 3.0%
Average Sales Price*	\$243,075	\$238,618	- 1.8%	\$214,479	\$200,672	- 6.4%
Percent of List Price Received*	95.9%	96.7%	+ 0.8%	95.8%	97.2%	+ 1.5%
Days on Market Until Sale	193	47	- 75.6%	168	95	- 43.5%
Inventory of Homes for Sale	101	64	- 36.6%	--	--	--
Months Supply of Inventory	12.0	4.4	- 63.3%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2016

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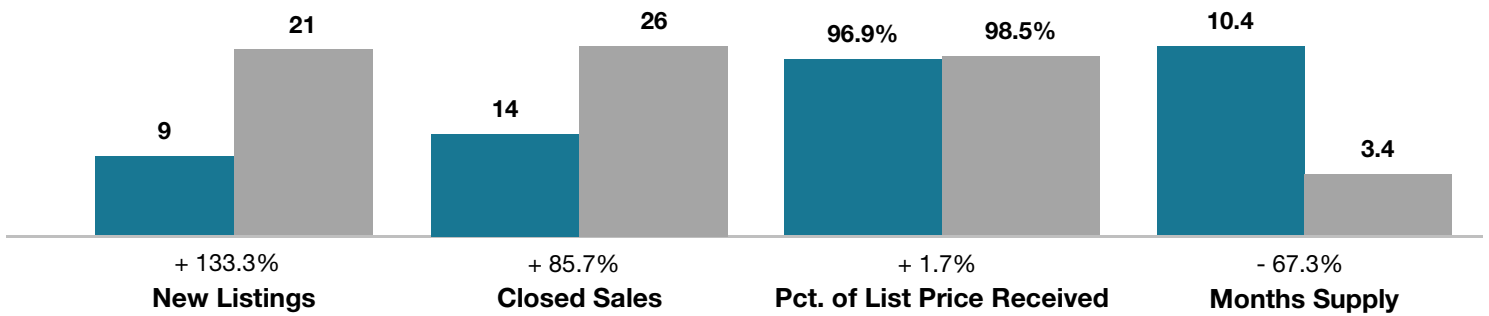
Lake County

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	9	21	+ 133.3%	124	181	+ 46.0%
Closed Sales	14	26	+ 85.7%	69	124	+ 79.7%
Median Sales Price*	\$147,750	\$242,000	+ 63.8%	\$165,000	\$188,450	+ 14.2%
Average Sales Price*	\$164,393	\$253,698	+ 54.3%	\$204,316	\$211,790	+ 3.7%
Percent of List Price Received*	96.9%	98.5%	+ 1.7%	96.0%	97.5%	+ 1.6%
Days on Market Until Sale	117	52	- 55.6%	158	86	- 45.6%
Inventory of Homes for Sale	93	53	- 43.0%	--	--	--
Months Supply of Inventory	10.4	3.4	- 67.3%	--	--	--

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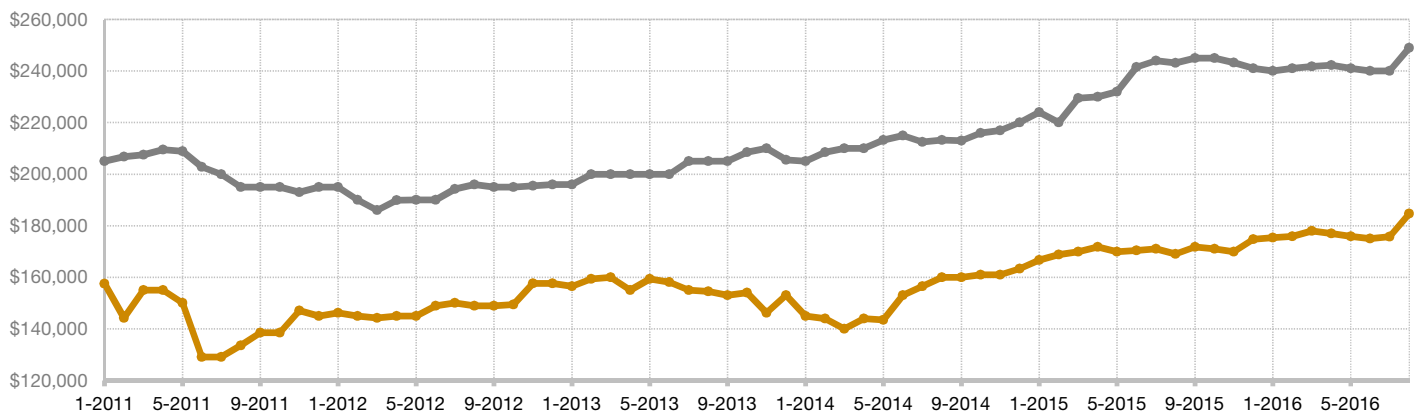
August

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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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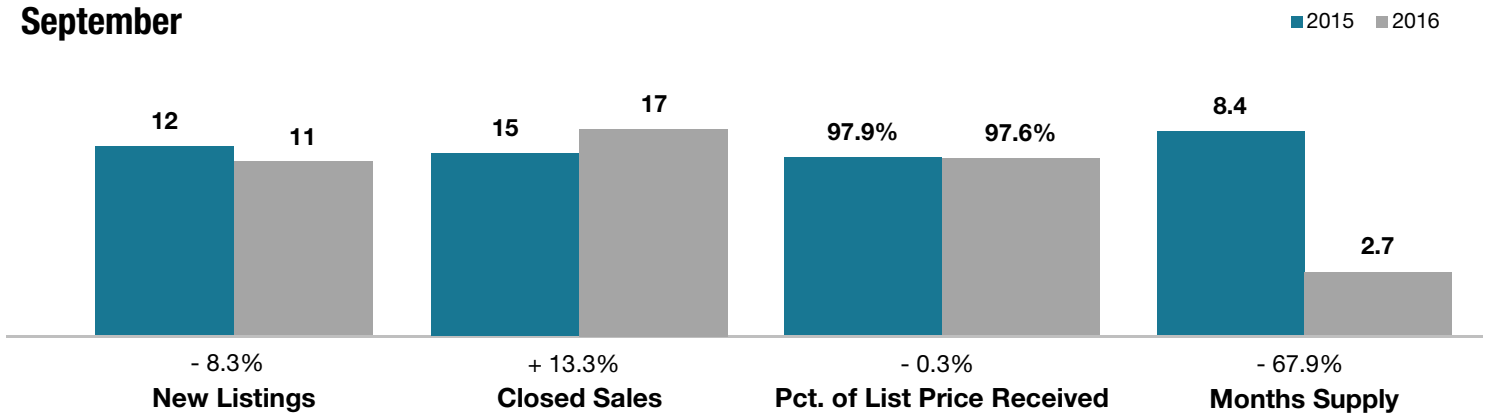


Lake County

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	12	11	- 8.3%	136	190	+ 39.7%
Closed Sales	15	17	+ 13.3%	84	141	+ 67.9%
Median Sales Price*	\$234,500	\$208,000	- 11.3%	\$175,250	\$191,750	+ 9.4%
Average Sales Price*	\$234,993	\$229,247	- 2.4%	\$209,794	\$213,895	+ 2.0%
Percent of List Price Received*	97.9%	97.6%	- 0.3%	96.3%	97.5%	+ 1.2%
Days on Market Until Sale	130	55	- 57.7%	153	82	- 46.4%
Inventory of Homes for Sale	80	42	- 47.5%	--	--	--
Months Supply of Inventory	8.4	2.7	- 67.9%	--	--	--

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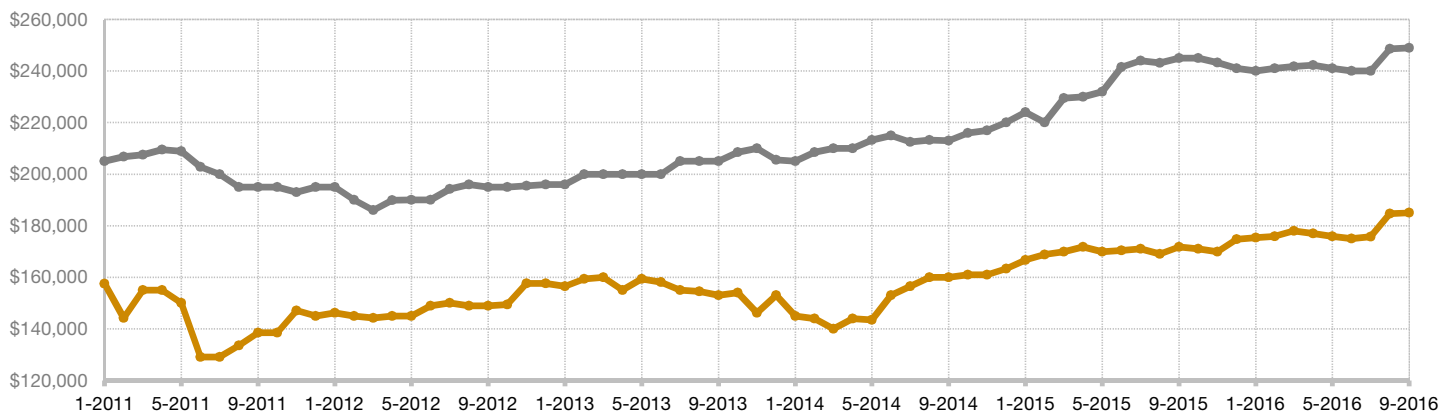
September



Historical Median Sales Price

Rolling 12-Month Calculation

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Local Market Update for October 2016

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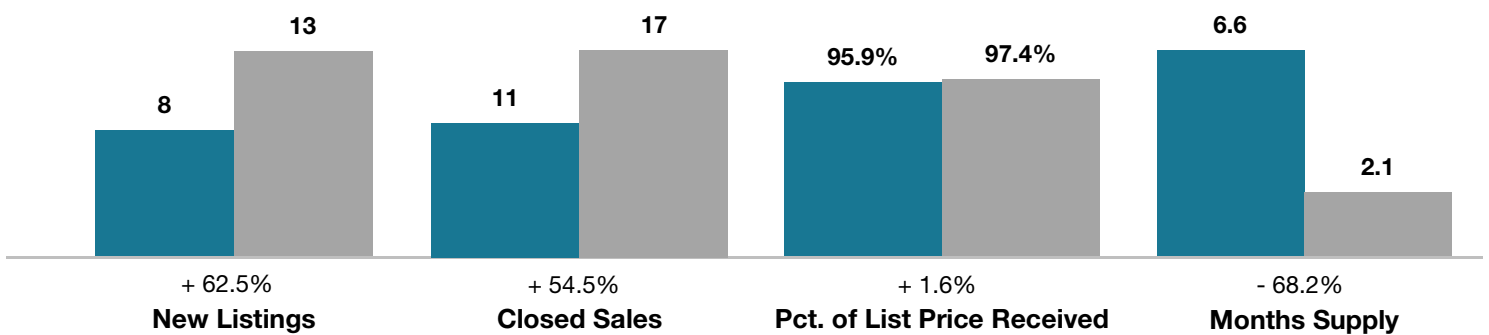
Lake County

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	8	13	+ 62.5%	144	203	+ 41.0%
Closed Sales	11	17	+ 54.5%	95	158	+ 66.3%
Median Sales Price*	\$165,500	\$210,000	+ 26.9%	\$172,500	\$192,125	+ 11.4%
Average Sales Price*	\$204,000	\$257,112	+ 26.0%	\$209,123	\$218,545	+ 4.5%
Percent of List Price Received*	95.9%	97.4%	+ 1.6%	96.3%	97.5%	+ 1.2%
Days on Market Until Sale	112	37	- 67.0%	148	77	- 48.0%
Inventory of Homes for Sale	60	34	- 43.3%	--	--	--
Months Supply of Inventory	6.6	2.1	- 68.2%	--	--	--

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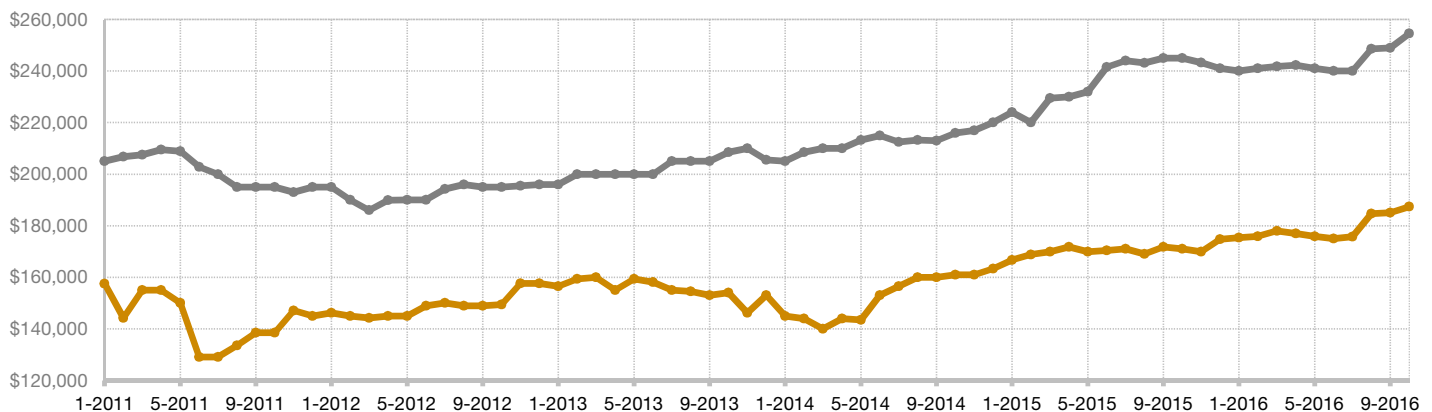
October

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Historical Median Sales Price Rolling 12-Month Calculation

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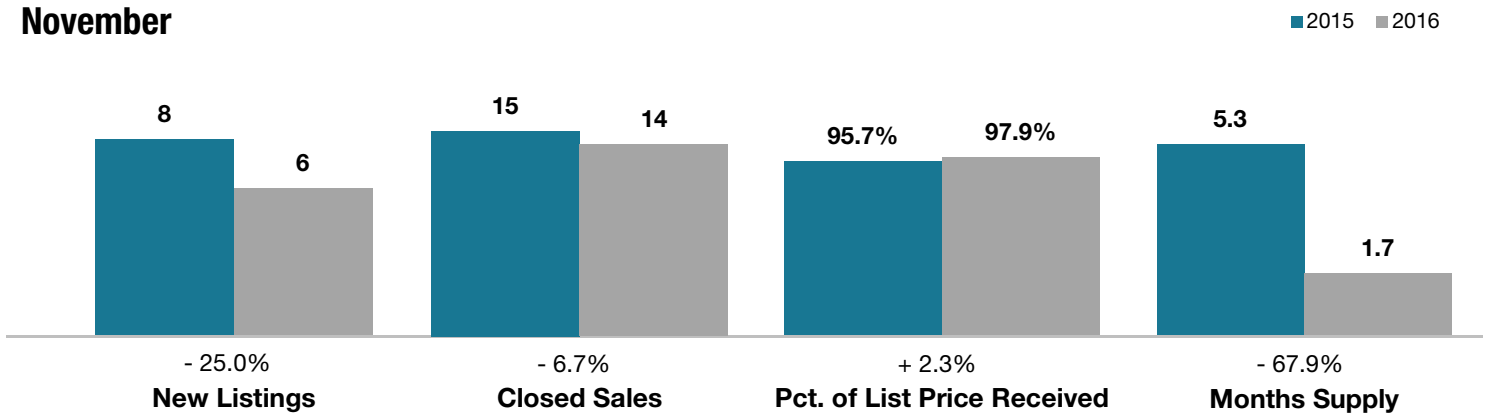


Lake County

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	8	6	- 25.0%	152	209	+ 37.5%
Closed Sales	15	14	- 6.7%	110	173	+ 57.3%
Median Sales Price*	\$150,000	\$258,500	+ 72.3%	\$169,950	\$195,000	+ 14.7%
Average Sales Price*	\$182,447	\$246,700	+ 35.2%	\$205,486	\$220,513	+ 7.3%
Percent of List Price Received*	95.7%	97.9%	+ 2.3%	96.2%	97.6%	+ 1.5%
Days on Market Until Sale	159	60	- 62.3%	150	75	- 50.0%
Inventory of Homes for Sale	50	28	- 44.0%	--	--	--
Months Supply of Inventory	5.3	1.7	- 67.9%	--	--	--

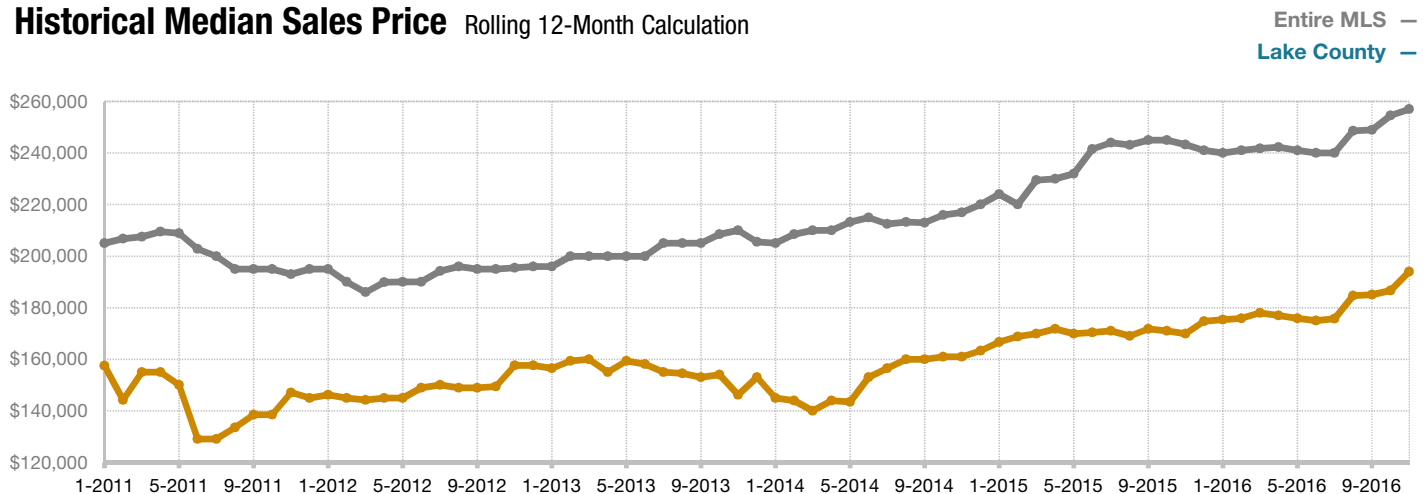
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November



Historical Median Sales Price

Rolling 12-Month Calculation



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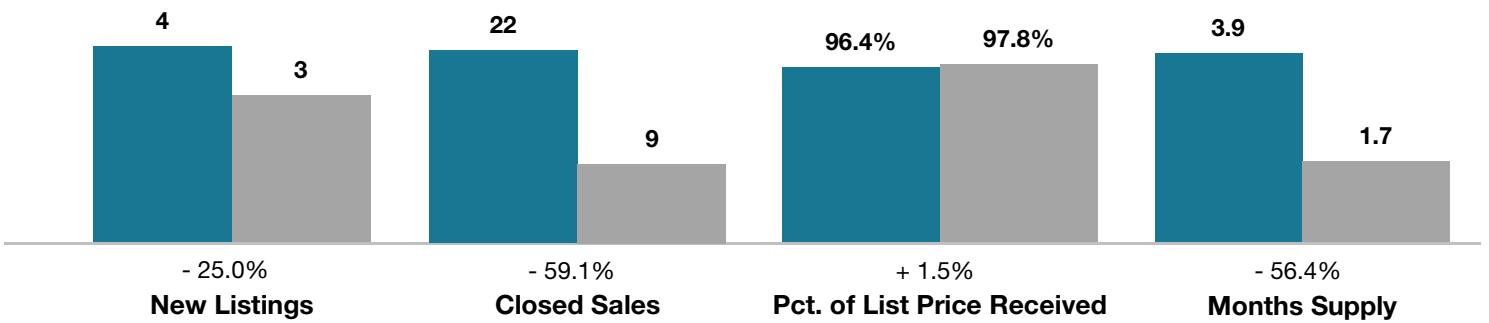
Lake County

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	3	- 25.0%	156	214	+ 37.2%
Closed Sales	22	9	- 59.1%	132	184	+ 39.4%
Median Sales Price*	\$178,000	\$207,000	+ 16.3%	\$174,750	\$195,000	+ 11.6%
Average Sales Price*	\$212,080	\$212,500	+ 0.2%	\$206,585	\$220,061	+ 6.5%
Percent of List Price Received*	96.4%	97.8%	+ 1.5%	96.2%	97.5%	+ 1.4%
Days on Market Until Sale	215	59	- 72.6%	161	74	- 54.0%
Inventory of Homes for Sale	43	26	- 39.5%	--	--	--
Months Supply of Inventory	3.9	1.7	- 56.4%	--	--	--

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December

■ 2015 ■ 2016



Historical Median Sales Price

Rolling 12-Month Calculation

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