

# Local Market Update for July 2015

## Southern Coverage

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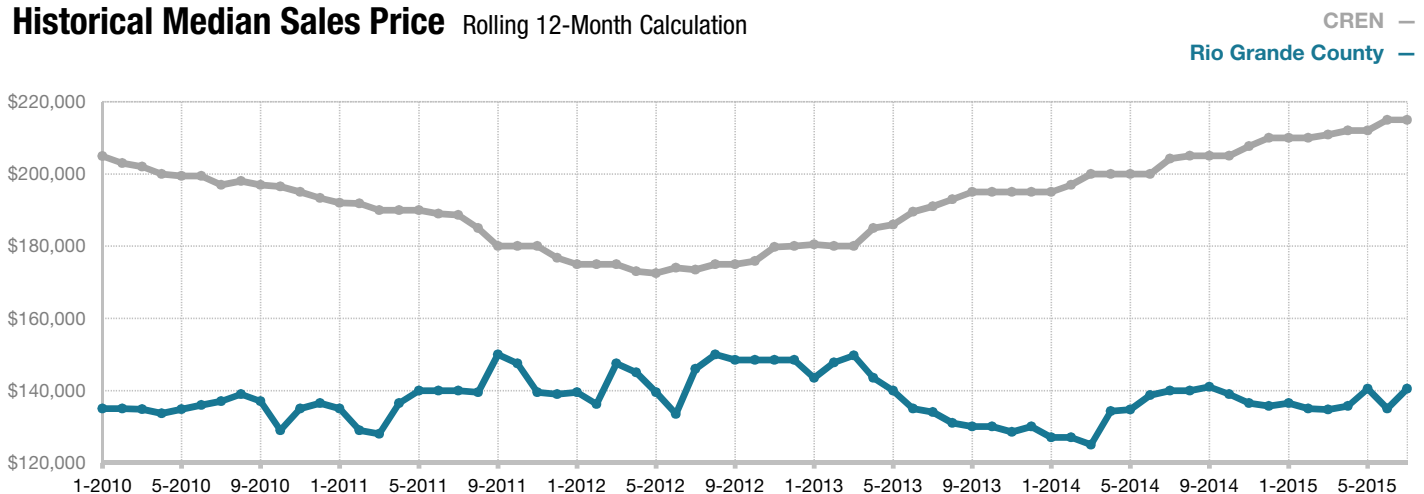
# Rio Grande County

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	48	43	- 10.4%	250	235	- 6.0%
Sold Listings	9	12	+ 33.3%	67	91	+ 35.8%
Median Sales Price*	\$175,000	\$170,000	- 2.9%	\$140,000	\$149,000	+ 6.4%
Average Sales Price*	\$267,044	\$200,675	- 24.9%	\$183,602	\$171,279	- 6.7%
Percent of List Price Received*	95.3%	95.0%	- 0.3%	91.6%	93.9%	+ 2.5%
Days on Market Until Sale	298	198	- 33.6%	222	235	+ 5.9%
Cumulative Days on Market Until Sale	349	174	- 50.1%	249	253	+ 1.6%
Inventory of Homes for Sale	309	259	- 16.2%	--	--	--
Months Supply of Inventory	29.4	20.2	- 31.3%	--	--	--

\* 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

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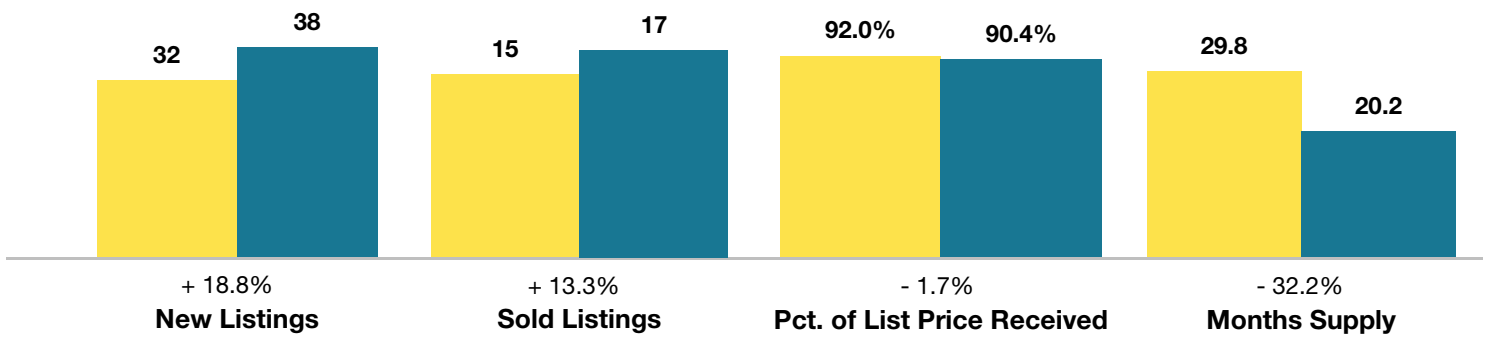
# Rio Grande County

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	32	<b>38</b>	+ 18.8%	282	<b>273</b>	- 3.2%
Sold Listings	15	<b>17</b>	+ 13.3%	82	<b>108</b>	+ 31.7%
Median Sales Price*	\$119,000	<b>\$145,000</b>	+ 21.8%	\$137,250	<b>\$147,000</b>	+ 7.1%
Average Sales Price*	\$148,000	<b>\$195,106</b>	+ 31.8%	\$177,090	<b>\$175,030</b>	- 1.2%
Percent of List Price Received*	92.0%	<b>90.4%</b>	- 1.7%	91.7%	<b>93.3%</b>	+ 1.7%
Days on Market Until Sale	174	<b>217</b>	+ 24.7%	214	<b>233</b>	+ 8.9%
Cumulative Days on Market Until Sale	205	<b>244</b>	+ 19.0%	241	<b>252</b>	+ 4.6%
Inventory of Homes for Sale	303	<b>262</b>	- 13.5%	--	--	--
Months Supply of Inventory	29.8	<b>20.2</b>	- 32.2%	--	--	--

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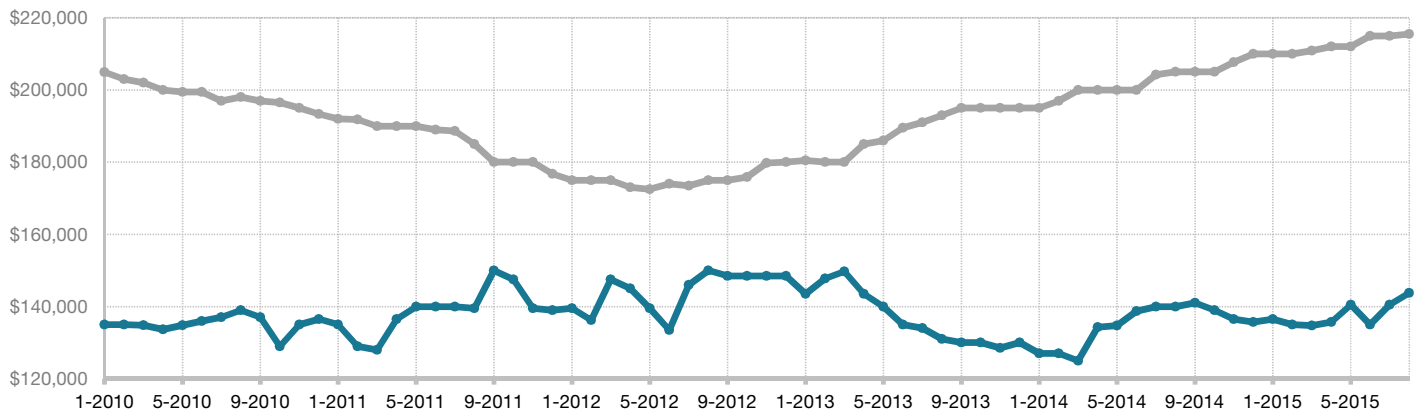
## August

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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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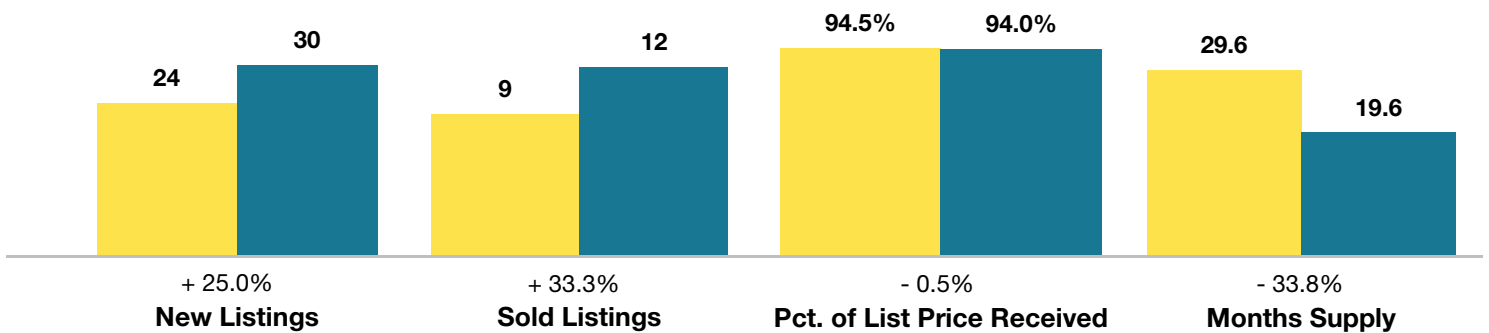
# Rio Grande County

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	24	30	+ 25.0%	306	303	- 1.0%
Sold Listings	9	12	+ 33.3%	91	120	+ 31.9%
Median Sales Price*	\$195,000	\$150,000	- 23.1%	\$140,000	\$149,000	+ 6.4%
Average Sales Price*	\$195,211	\$164,764	- 15.6%	\$178,882	\$174,081	- 2.7%
Percent of List Price Received*	94.5%	94.0%	- 0.5%	91.9%	93.4%	+ 1.6%
Days on Market Until Sale	142	213	+ 50.0%	206	231	+ 12.1%
Cumulative Days on Market Until Sale	265	299	+ 12.8%	243	257	+ 5.8%
Inventory of Homes for Sale	291	260	- 10.7%	--	--	--
Months Supply of Inventory	29.6	19.6	- 33.8%	--	--	--

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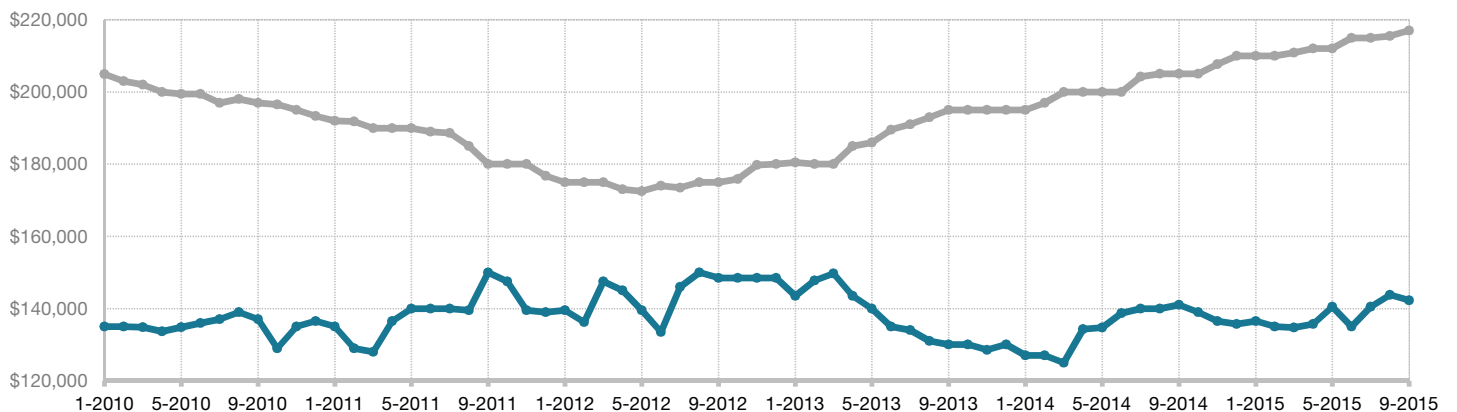
## September

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## Historical Median Sales Price Rolling 12-Month Calculation

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# Local Market Update for October 2015

## Southern Coverage

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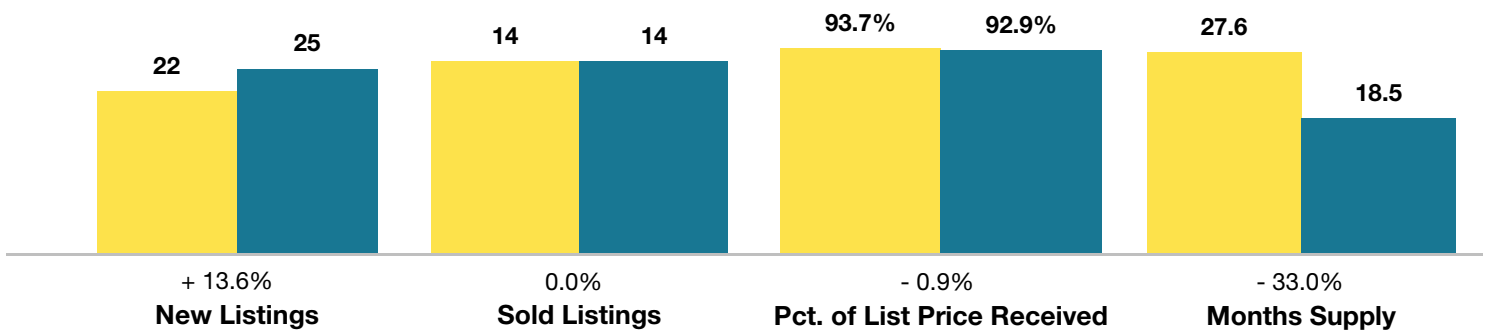
# Rio Grande County

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	22	25	+ 13.6%	328	328	0.0%
Sold Listings	14	14	0.0%	105	134	+ 27.6%
Median Sales Price*	\$140,000	\$127,500	- 8.9%	\$140,000	\$145,000	+ 3.6%
Average Sales Price*	\$183,077	\$299,521	+ 63.6%	\$179,441	\$187,285	+ 4.4%
Percent of List Price Received*	93.7%	92.9%	- 0.9%	92.2%	93.3%	+ 1.2%
Days on Market Until Sale	226	174	- 23.0%	209	225	+ 7.7%
Cumulative Days on Market Until Sale	228	213	- 6.6%	242	253	+ 4.5%
Inventory of Homes for Sale	271	245	- 9.6%	--	--	--
Months Supply of Inventory	27.6	18.5	- 33.0%	--	--	--

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## October

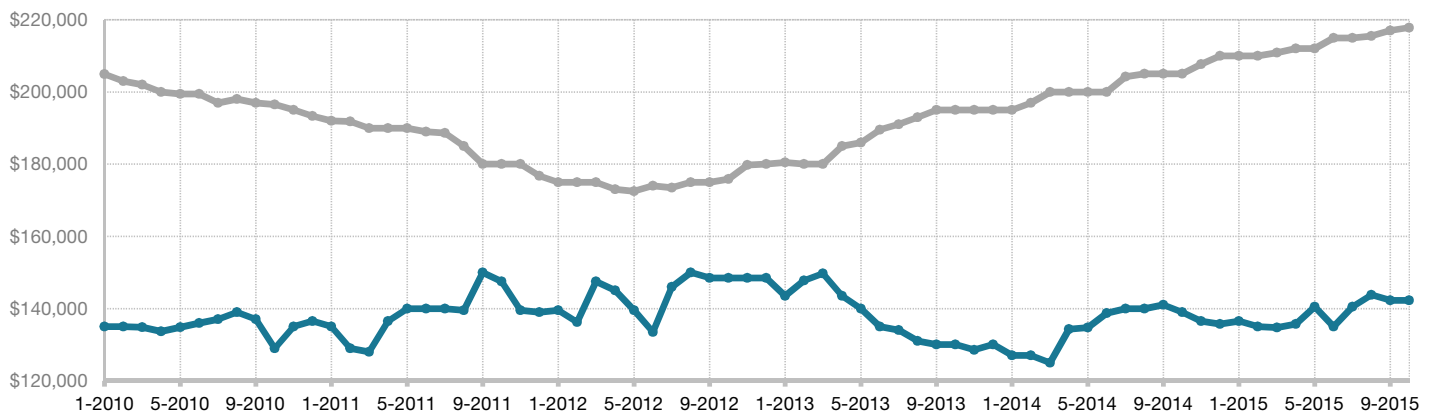
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## Historical Median Sales Price

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# Local Market Update for November 2015

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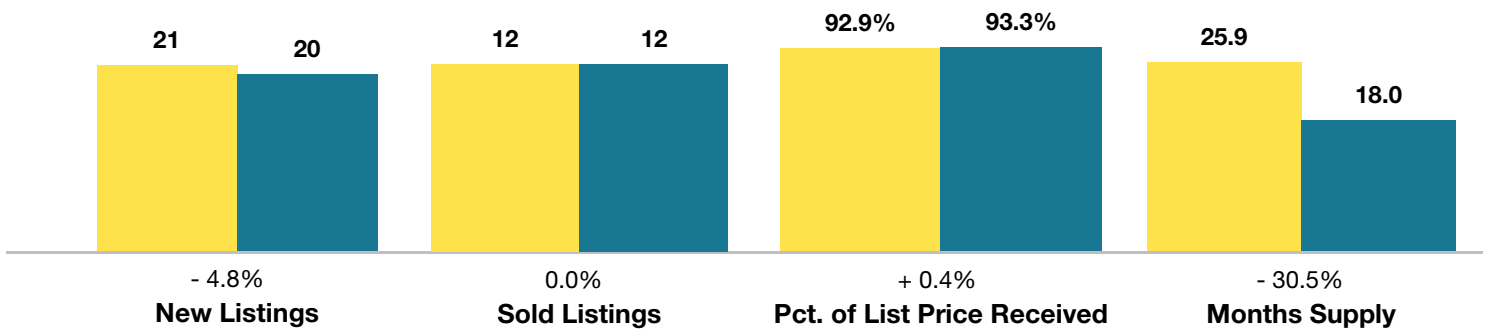
# Rio Grande County

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	21	20	- 4.8%	349	348	- 0.3%
Sold Listings	12	12	0.0%	117	146	+ 24.8%
Median Sales Price*	\$89,500	\$191,750	+ 114.2%	\$136,500	\$160,000	+ 17.2%
Average Sales Price*	\$104,158	\$210,208	+ 101.8%	\$171,720	\$189,182	+ 10.2%
Percent of List Price Received*	92.9%	93.3%	+ 0.4%	92.2%	93.3%	+ 1.2%
Days on Market Until Sale	146	227	+ 55.5%	202	225	+ 11.4%
Cumulative Days on Market Until Sale	176	305	+ 73.3%	234	257	+ 9.8%
Inventory of Homes for Sale	261	238	- 8.8%	--	--	--
Months Supply of Inventory	25.9	18.0	- 30.5%	--	--	--

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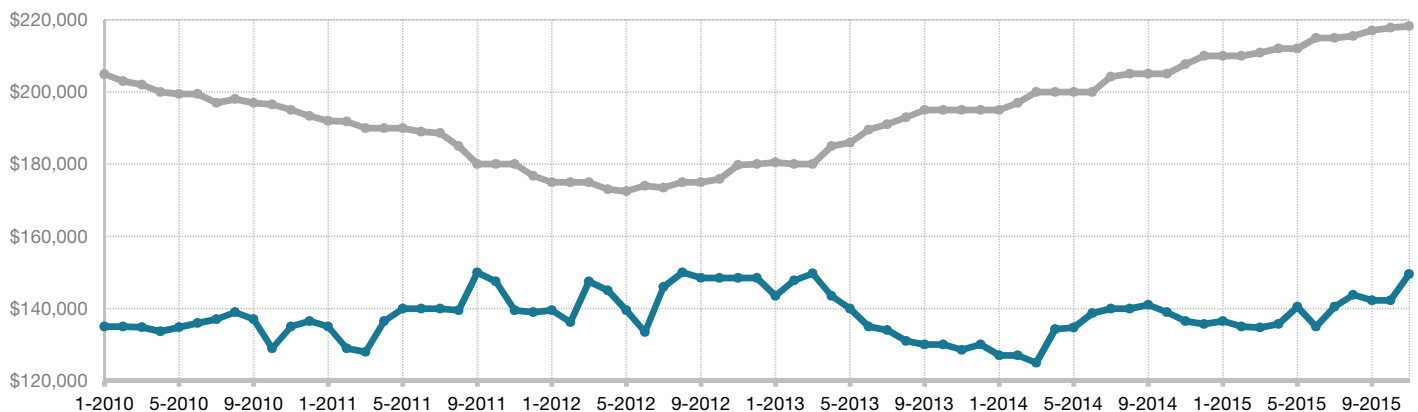
## November

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## Historical Median Sales Price Rolling 12-Month Calculation

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# Local Market Update for December 2015

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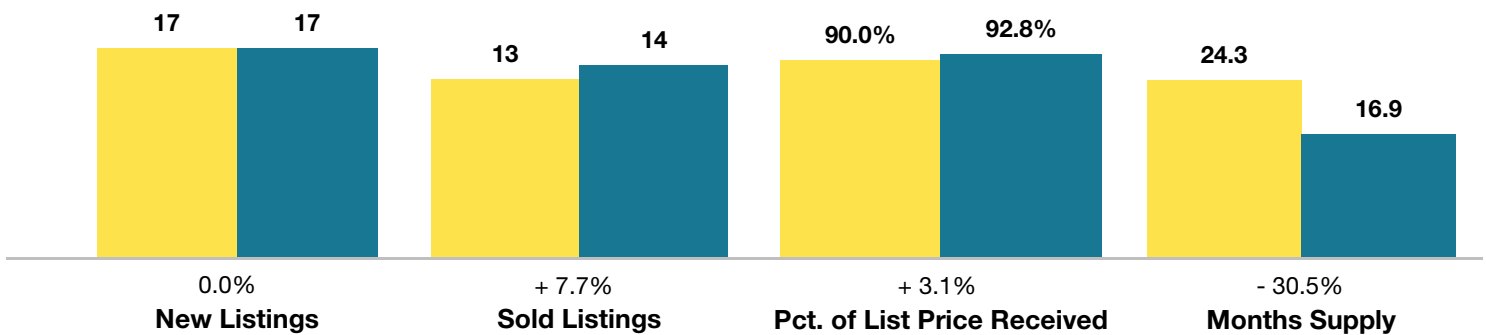
# Rio Grande County

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	17	17	0.0%	366	365	- 0.3%
Sold Listings	13	14	+ 7.7%	130	160	+ 23.1%
Median Sales Price*	\$128,500	\$185,500	+ 44.4%	\$135,750	\$163,500	+ 20.4%
Average Sales Price*	\$199,723	\$180,071	- 9.8%	\$174,520	\$188,380	+ 7.9%
Percent of List Price Received*	90.0%	92.8%	+ 3.1%	92.0%	93.3%	+ 1.4%
Days on Market Until Sale	321	170	- 47.0%	214	220	+ 2.8%
Cumulative Days on Market Until Sale	338	239	- 29.3%	245	256	+ 4.5%
Inventory of Homes for Sale	263	225	- 14.4%	--	--	--
Months Supply of Inventory	24.3	16.9	- 30.5%	--	--	--

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## December

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