

# Local Market Update for January 2016

## Southern Coverage

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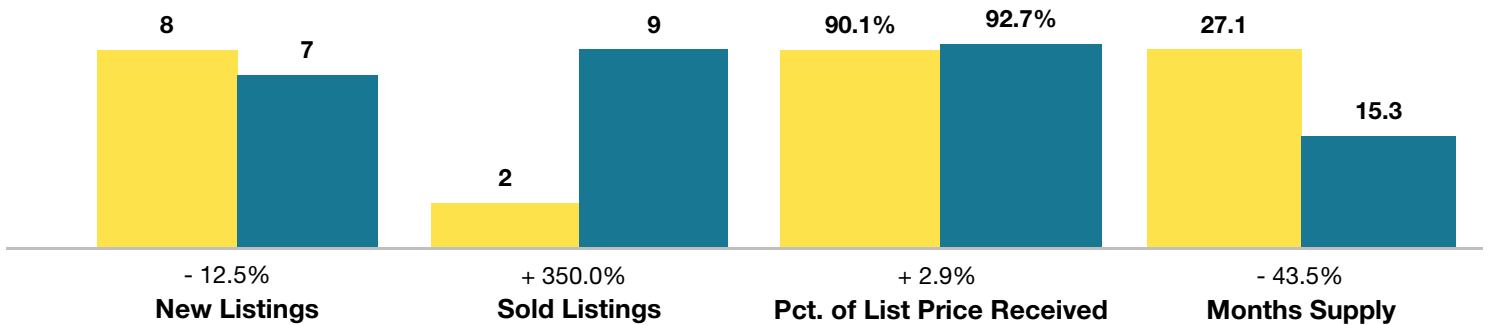
# Saguache County

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	8	7	- 12.5%	8	7	- 12.5%
Sold Listings	2	9	+ 350.0%	2	9	+ 350.0%
Median Sales Price*	\$54,000	<b>\$170,000</b>	+ 214.8%	\$54,000	<b>\$170,000</b>	+ 214.8%
Average Sales Price*	\$54,000	<b>\$151,025</b>	+ 179.7%	\$54,000	<b>\$151,025</b>	+ 179.7%
Percent of List Price Received*	90.1%	<b>92.7%</b>	+ 2.9%	90.1%	<b>92.7%</b>	+ 2.9%
Days on Market Until Sale	218	<b>266</b>	+ 22.0%	218	<b>266</b>	+ 22.0%
Cumulative Days on Market Until Sale	218	<b>252</b>	+ 15.6%	218	<b>252</b>	+ 15.6%
Inventory of Homes for Sale	115	<b>97</b>	- 15.7%	--	--	--
Months Supply of Inventory	27.1	<b>15.3</b>	- 43.5%	--	--	--

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

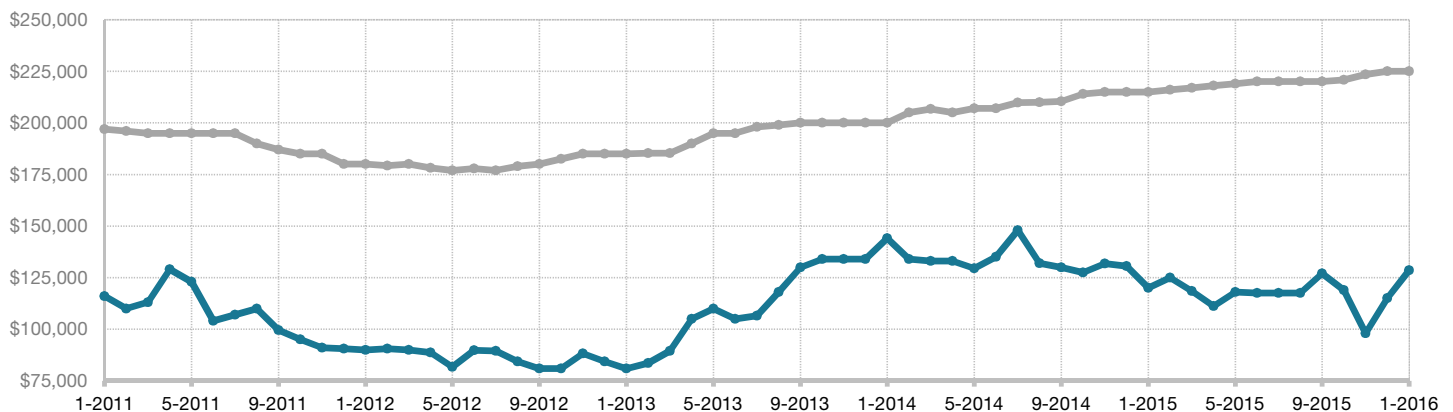
## January

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## Historical Median Sales Price Rolling 12-Month Calculation

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# Local Market Update for February 2016

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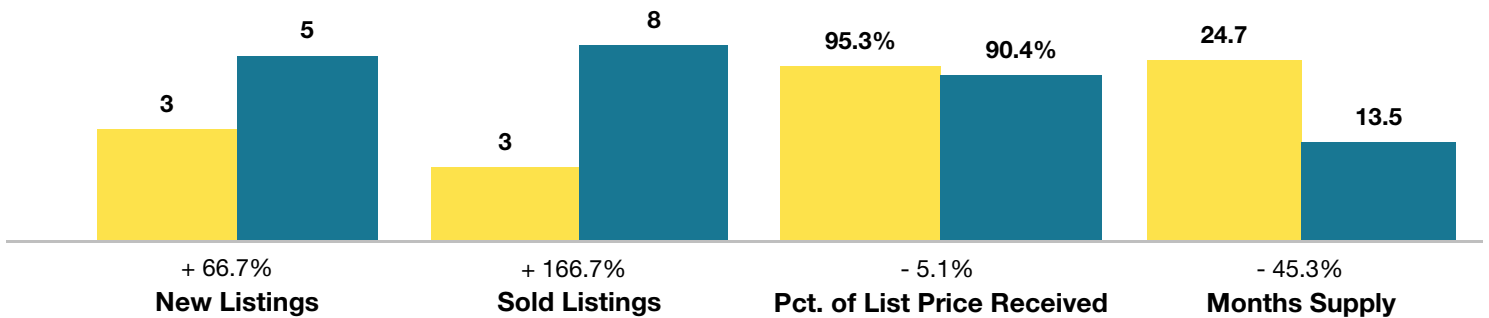
# Saguache County

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	3	5	+ 66.7%	11	12	+ 9.1%
Sold Listings	3	8	+ 166.7%	5	17	+ 240.0%
Median Sales Price*	\$115,000	<b>\$117,950</b>	+ 2.6%	\$93,500	<b>\$155,900</b>	+ 66.7%
Average Sales Price*	\$202,833	<b>\$115,050</b>	- 43.3%	\$143,300	<b>\$134,096</b>	- 6.4%
Percent of List Price Received*	95.3%	<b>90.4%</b>	- 5.1%	93.2%	<b>91.6%</b>	- 1.7%
Days on Market Until Sale	177	<b>159</b>	- 10.2%	193	<b>212</b>	+ 9.8%
Cumulative Days on Market Until Sale	197	<b>165</b>	- 16.2%	205	<b>209</b>	+ 2.0%
Inventory of Homes for Sale	107	<b>91</b>	- 15.0%	--	--	--
Months Supply of Inventory	24.7	<b>13.5</b>	- 45.3%	--	--	--

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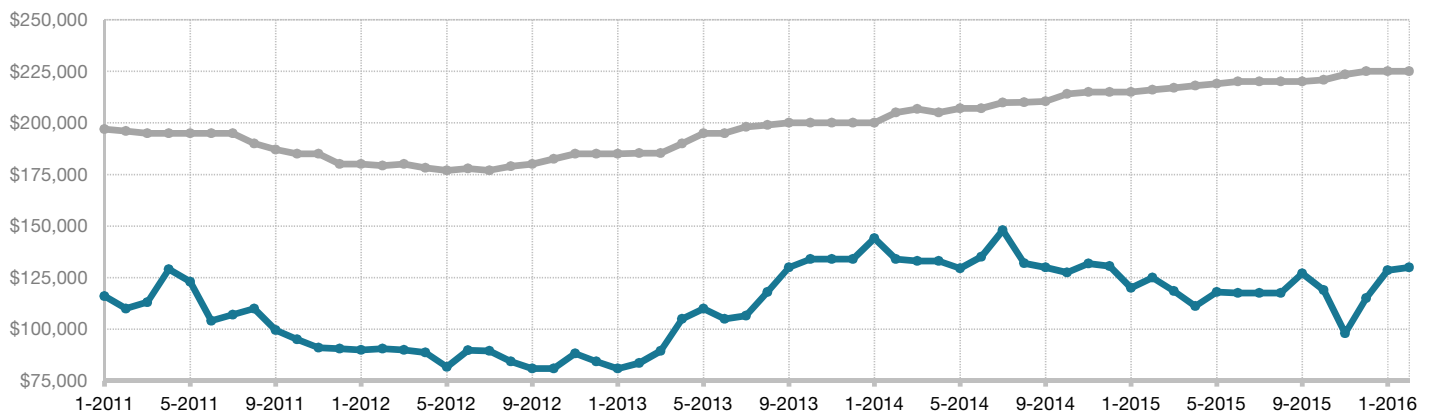
## February

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## Historical Median Sales Price Rolling 12-Month Calculation

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# Local Market Update for March 2016

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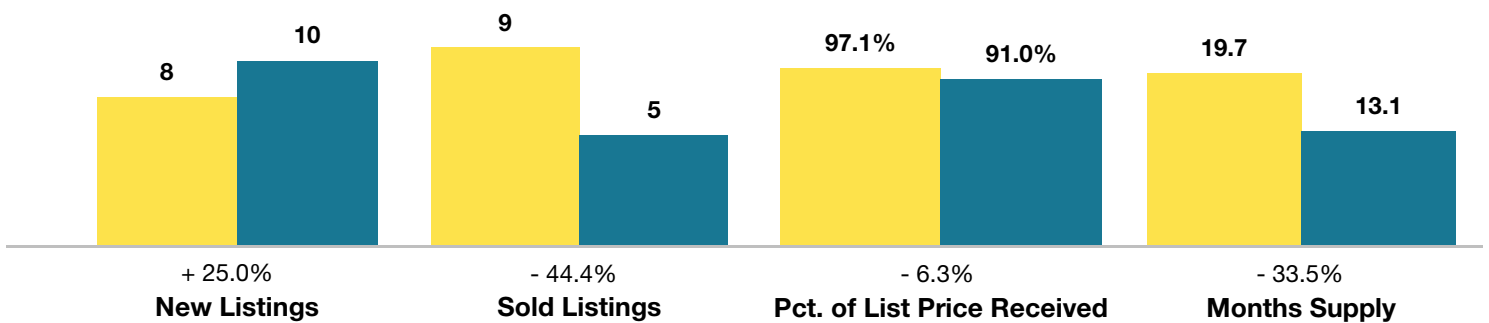
# Saguache County

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	10	+ 25.0%	19	23	+ 21.1%
Sold Listings	9	5	- 44.4%	14	22	+ 57.1%
Median Sales Price*	\$85,000	\$127,000	+ 49.4%	\$89,250	\$152,950	+ 71.4%
Average Sales Price*	\$113,523	\$164,400	+ 44.8%	\$124,158	\$140,983	+ 13.6%
Percent of List Price Received*	97.1%	91.0%	- 6.3%	95.7%	91.5%	- 4.4%
Days on Market Until Sale	172	419	+ 143.6%	180	261	+ 45.0%
Cumulative Days on Market Until Sale	280	419	+ 49.6%	253	264	+ 4.3%
Inventory of Homes for Sale	95	84	- 11.6%	--	--	--
Months Supply of Inventory	19.7	13.1	- 33.5%	--	--	--

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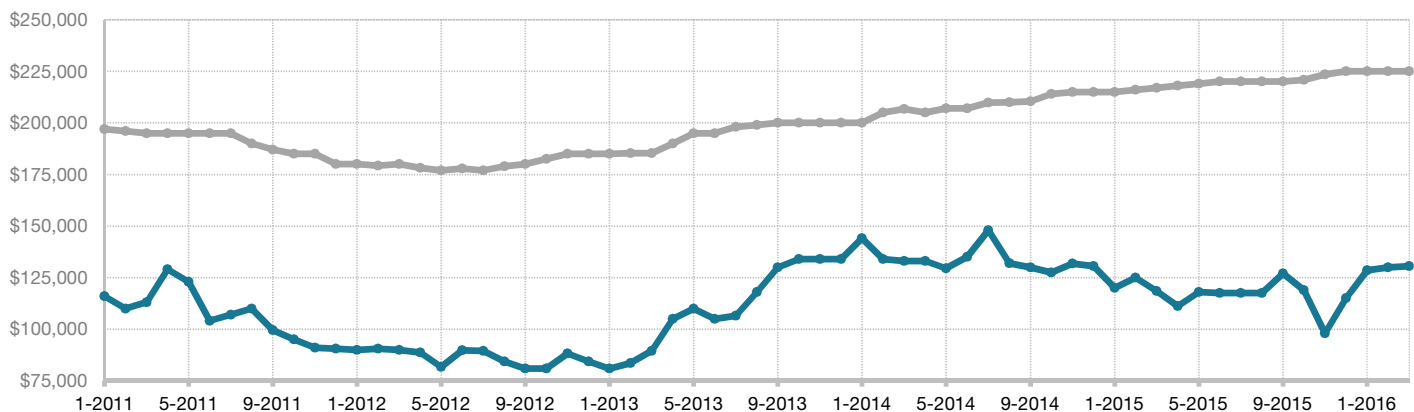
## March

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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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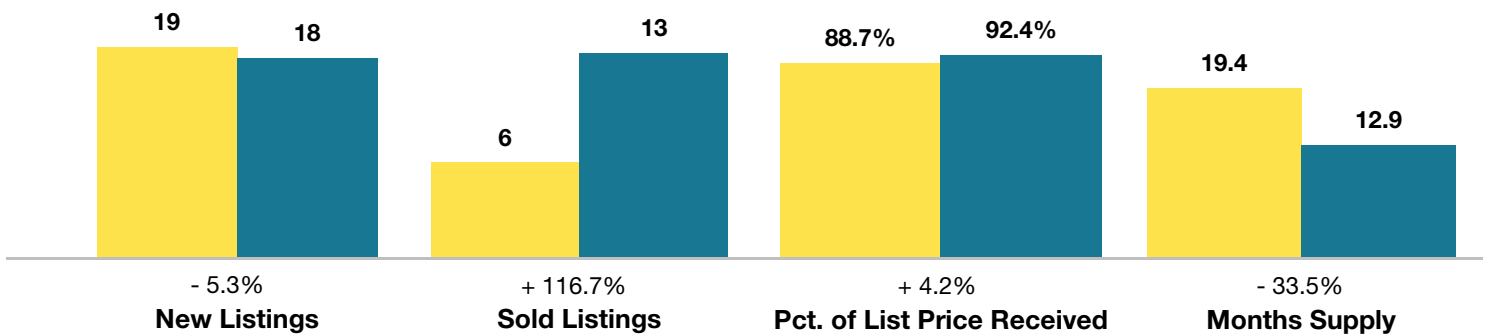
# Saguache County

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	19	18	- 5.3%	38	41	+ 7.9%
Sold Listings	6	13	+ 116.7%	20	35	+ 75.0%
Median Sales Price*	\$67,500	\$135,000	+ 100.0%	\$85,000	\$140,000	+ 64.7%
Average Sales Price*	\$77,750	\$131,408	+ 69.0%	\$110,235	\$137,426	+ 24.7%
Percent of List Price Received*	88.7%	92.4%	+ 4.2%	93.6%	91.8%	- 1.9%
Days on Market Until Sale	137	291	+ 112.4%	167	273	+ 63.5%
Cumulative Days on Market Until Sale	162	352	+ 117.3%	226	298	+ 31.9%
Inventory of Homes for Sale	100	90	- 10.0%	--	--	--
Months Supply of Inventory	19.4	12.9	- 33.5%	--	--	--

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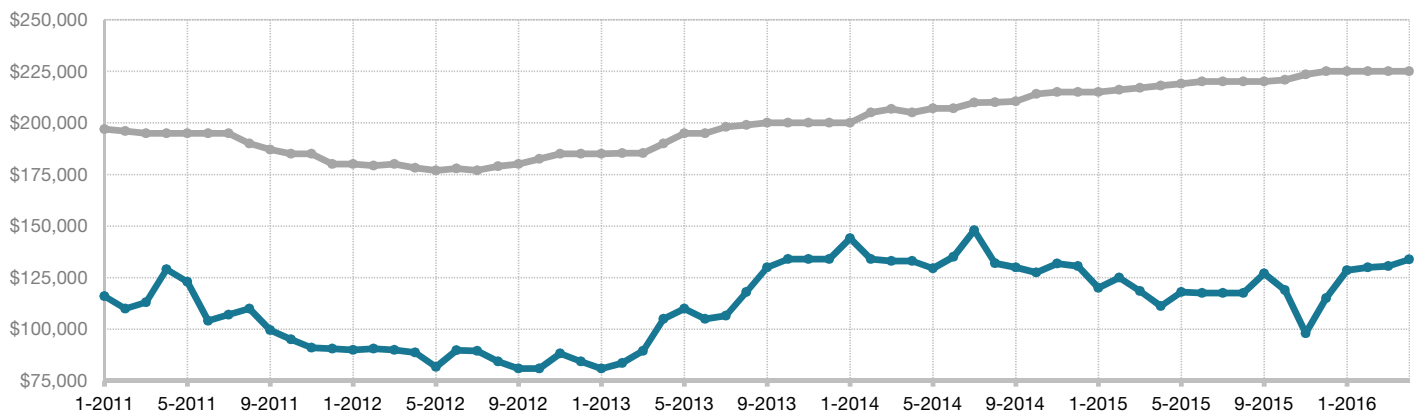
## April

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## Historical Median Sales Price Rolling 12-Month Calculation

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# Local Market Update for May 2016

## Southern Coverage

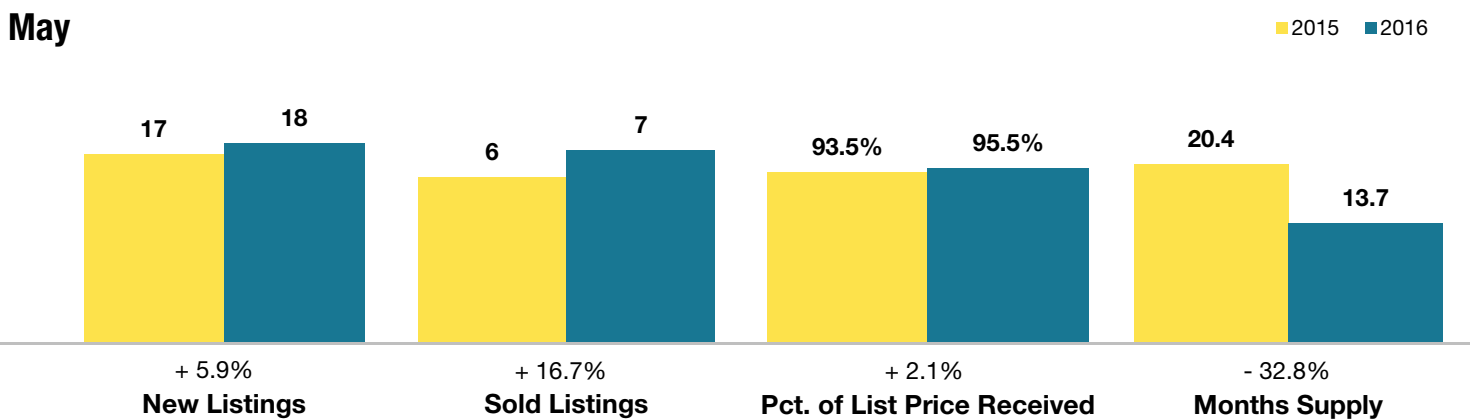
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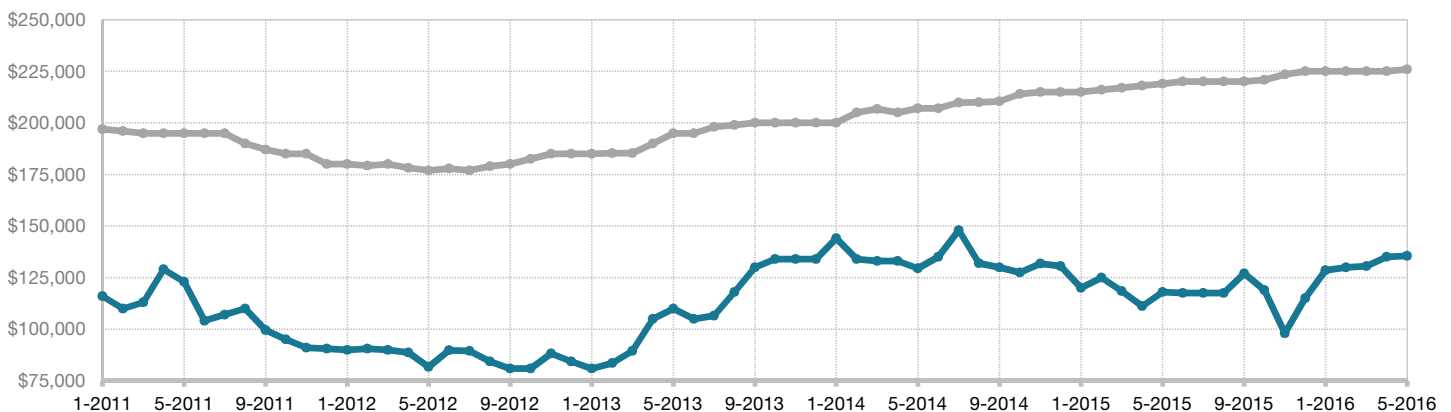
Key Metrics	May			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 5-2015	Thru 5-2016	Percent Change from Previous Year
New Listings	17	18	+ 5.9%	55	59	+ 7.3%
Sold Listings	6	7	+ 16.7%	26	43	+ 65.4%
Median Sales Price*	\$131,550	\$160,000	+ 21.6%	\$89,250	\$150,000	+ 68.1%
Average Sales Price*	\$105,100	\$166,057	+ 58.0%	\$109,050	\$144,473	+ 32.5%
Percent of List Price Received*	93.5%	95.5%	+ 2.1%	93.6%	92.5%	- 1.2%
Days on Market Until Sale	143	300	+ 109.8%	161	278	+ 72.7%
Cumulative Days on Market Until Sale	257	327	+ 27.2%	233	303	+ 30.0%
Inventory of Homes for Sale	107	98	- 8.4%	--	--	--
Months Supply of Inventory	20.4	13.7	- 32.8%	--	--	--

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# Local Market Update for June 2016

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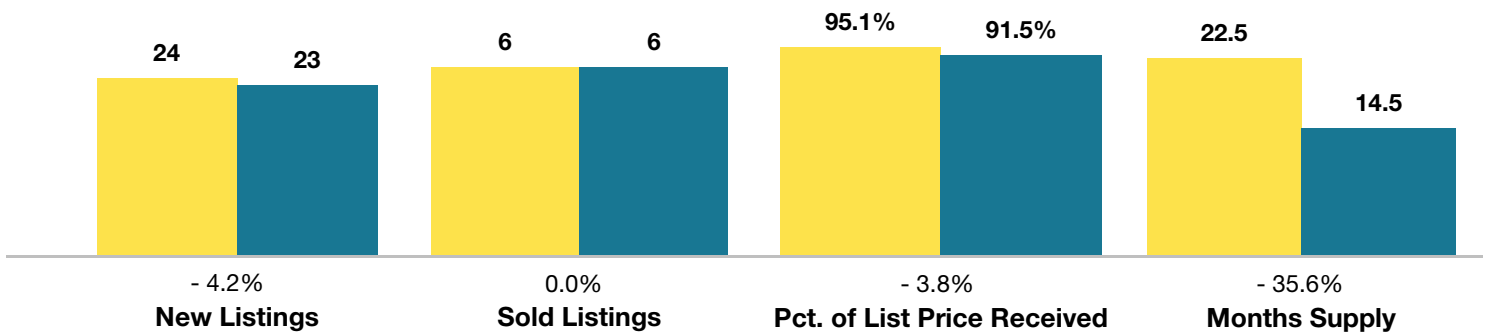
# Saguache County

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	24	23	- 4.2%	79	83	+ 5.1%
Sold Listings	6	6	0.0%	32	49	+ 53.1%
Median Sales Price*	\$162,500	<b>\$147,500</b>	- 9.2%	\$94,750	<b>\$150,000</b>	+ 58.3%
Average Sales Price*	\$153,583	<b>\$156,000</b>	+ 1.6%	\$117,400	<b>\$146,007</b>	+ 24.4%
Percent of List Price Received*	95.1%	<b>91.5%</b>	- 3.8%	93.9%	<b>92.5%</b>	- 1.5%
Days on Market Until Sale	269	<b>190</b>	- 29.4%	181	<b>268</b>	+ 48.1%
Cumulative Days on Market Until Sale	519	<b>220</b>	- 57.6%	287	<b>294</b>	+ 2.4%
Inventory of Homes for Sale	120	<b>104</b>	- 13.3%	--	--	--
Months Supply of Inventory	22.5	<b>14.5</b>	- 35.6%	--	--	--

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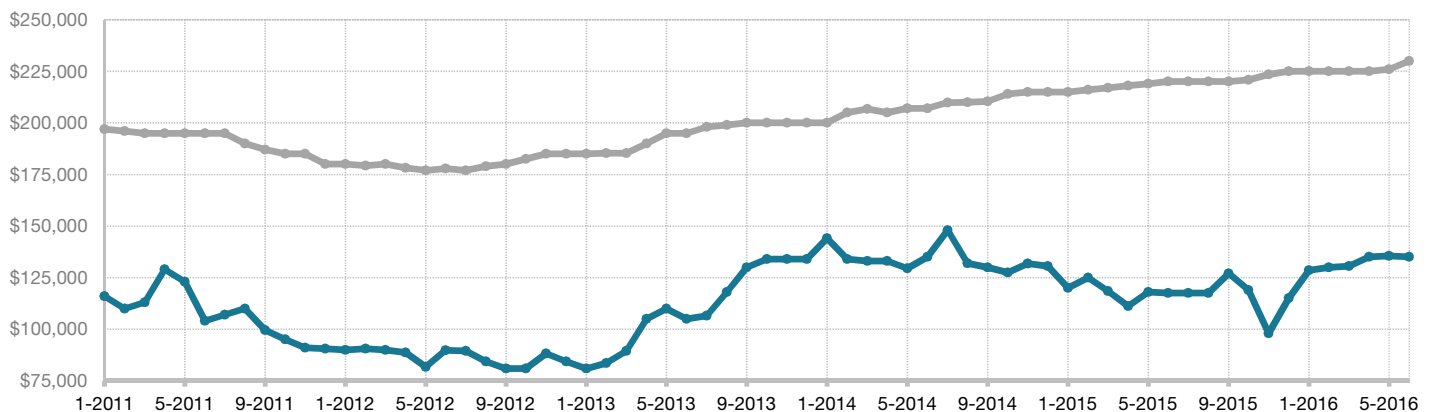
## June

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## Historical Median Sales Price Rolling 12-Month Calculation

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# Local Market Update for July 2016

## Southern Coverage

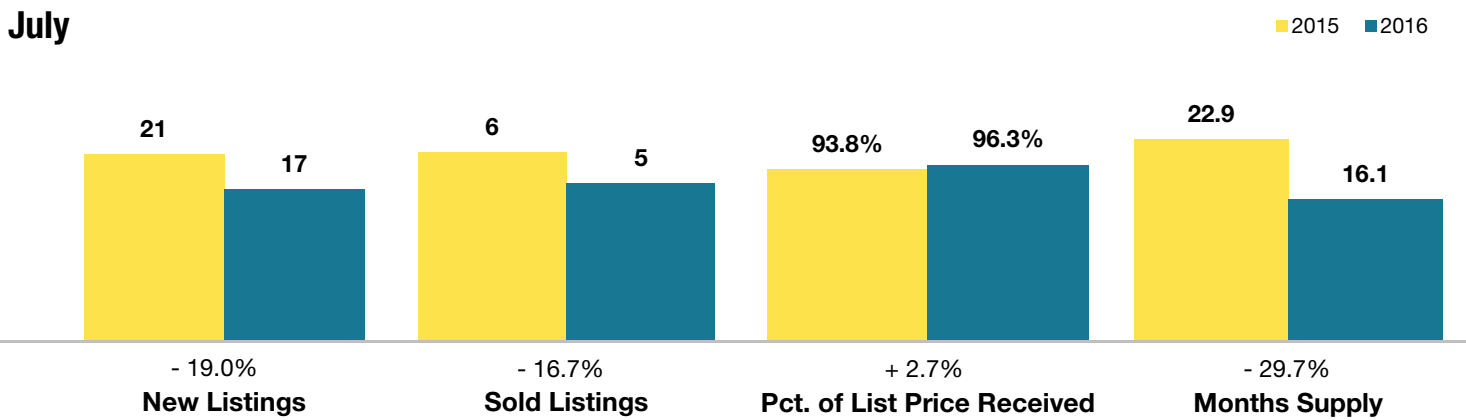
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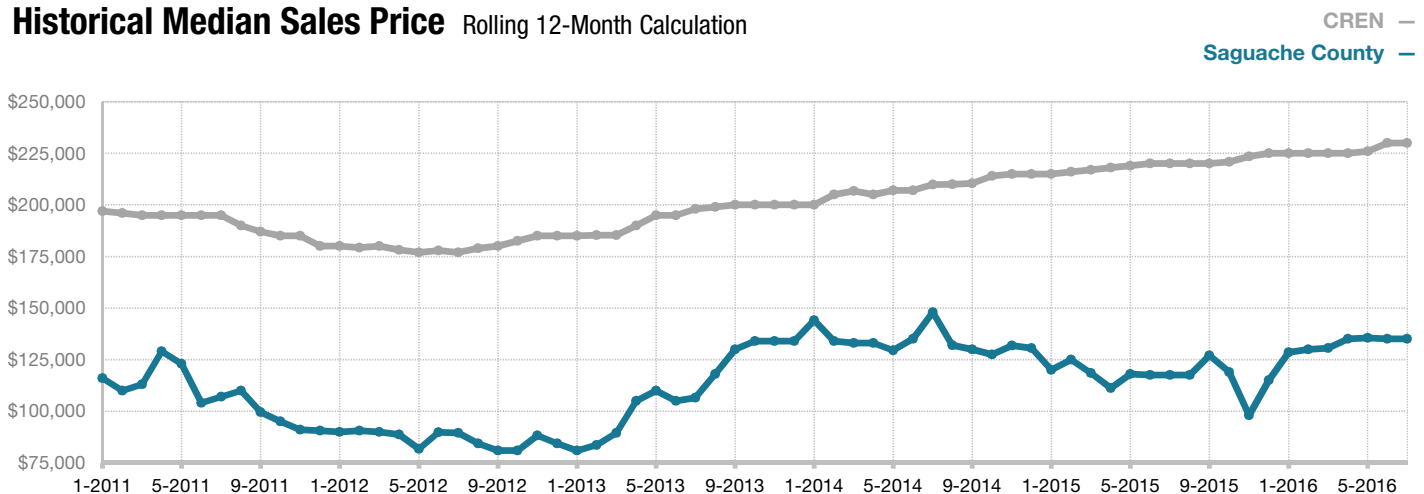
# Saguache County

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	21	17	- 19.0%	100	100	0.0%
Sold Listings	6	5	- 16.7%	38	54	+ 42.1%
Median Sales Price*	\$131,000	\$125,000	- 4.6%	\$105,500	\$148,000	+ 40.3%
Average Sales Price*	\$132,467	\$129,400	- 2.3%	\$119,779	\$144,469	+ 20.6%
Percent of List Price Received*	93.8%	96.3%	+ 2.7%	93.8%	92.8%	- 1.1%
Days on Market Until Sale	181	245	+ 35.4%	181	266	+ 47.0%
Cumulative Days on Market Until Sale	181	245	+ 35.4%	270	289	+ 7.0%
Inventory of Homes for Sale	130	114	- 12.3%	--	--	--
Months Supply of Inventory	22.9	16.1	- 29.7%	--	--	--

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## Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for August 2016

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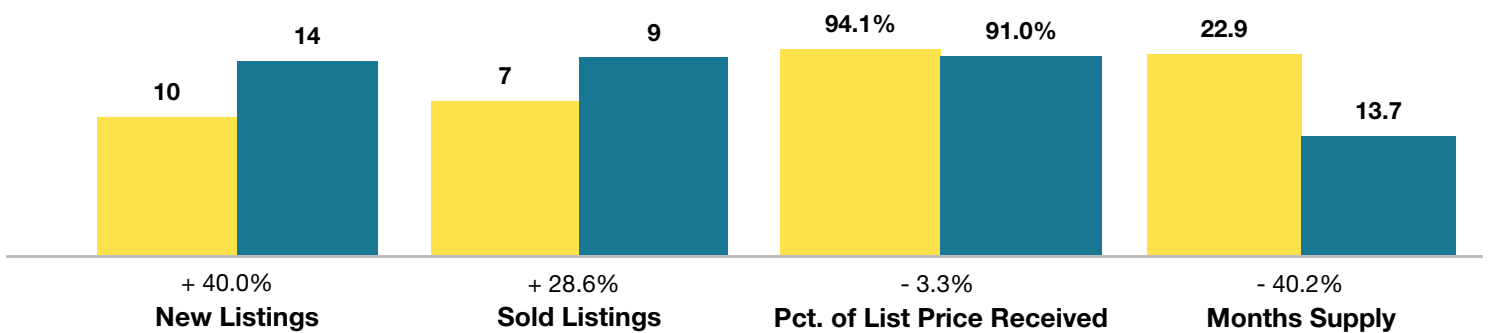
# Saguache County

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	10	14	+ 40.0%	110	114	+ 3.6%
Sold Listings	7	9	+ 28.6%	45	63	+ 40.0%
Median Sales Price*	\$90,000	\$156,000	+ 73.3%	\$96,000	\$150,000	+ 56.3%
Average Sales Price*	\$190,143	\$161,278	- 15.2%	\$130,725	\$146,870	+ 12.4%
Percent of List Price Received*	94.1%	91.0%	- 3.3%	93.9%	92.6%	- 1.4%
Days on Market Until Sale	182	160	- 12.1%	181	250	+ 38.1%
Cumulative Days on Market Until Sale	258	216	- 16.3%	268	278	+ 3.7%
Inventory of Homes for Sale	130	99	- 23.8%	--	--	--
Months Supply of Inventory	22.9	13.7	- 40.2%	--	--	--

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## August

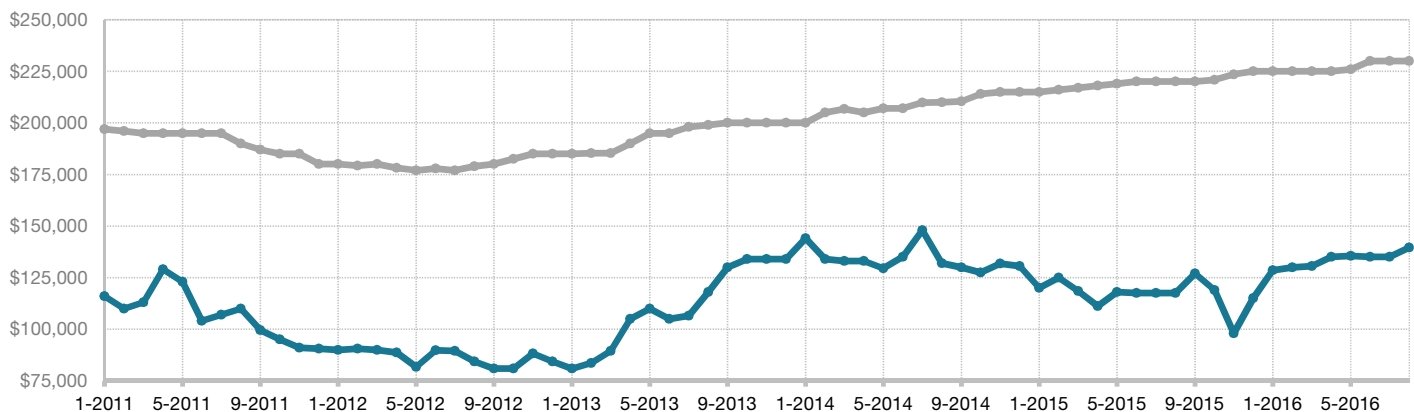
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## Historical Median Sales Price

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# Local Market Update for September 2016

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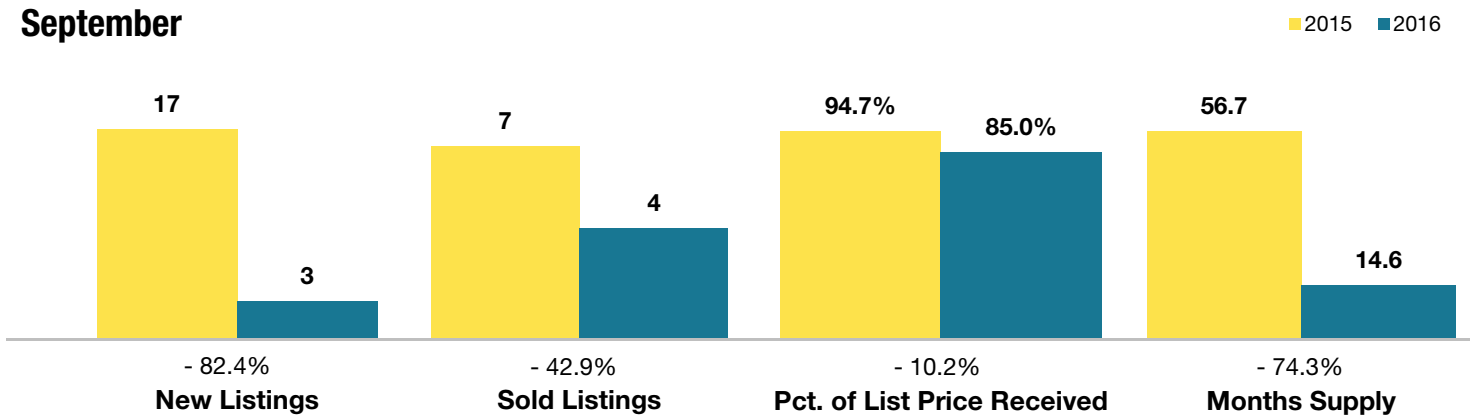


# Saguache County

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	17	3	- 82.4%	120	83	- 30.8%
Sold Listings	7	4	- 42.9%	56	57	+ 1.8%
Median Sales Price*	\$189,900	<b>\$185,500</b>	- 2.3%	\$131,550	<b>\$156,500</b>	+ 19.0%
Average Sales Price*	\$189,271	<b>\$195,125</b>	+ 3.1%	\$185,646	<b>\$194,050</b>	+ 4.5%
Percent of List Price Received*	94.7%	<b>85.0%</b>	- 10.2%	93.6%	<b>93.1%</b>	- 0.5%
Days on Market Until Sale	110	<b>117</b>	+ 6.4%	167	<b>248</b>	+ 48.5%
Cumulative Days on Market Until Sale	110	<b>117</b>	+ 6.4%	167	<b>248</b>	+ 48.5%
Inventory of Homes for Sale	359	<b>89</b>	- 75.2%	--	--	--
Months Supply of Inventory	56.7	<b>14.6</b>	- 74.3%	--	--	--

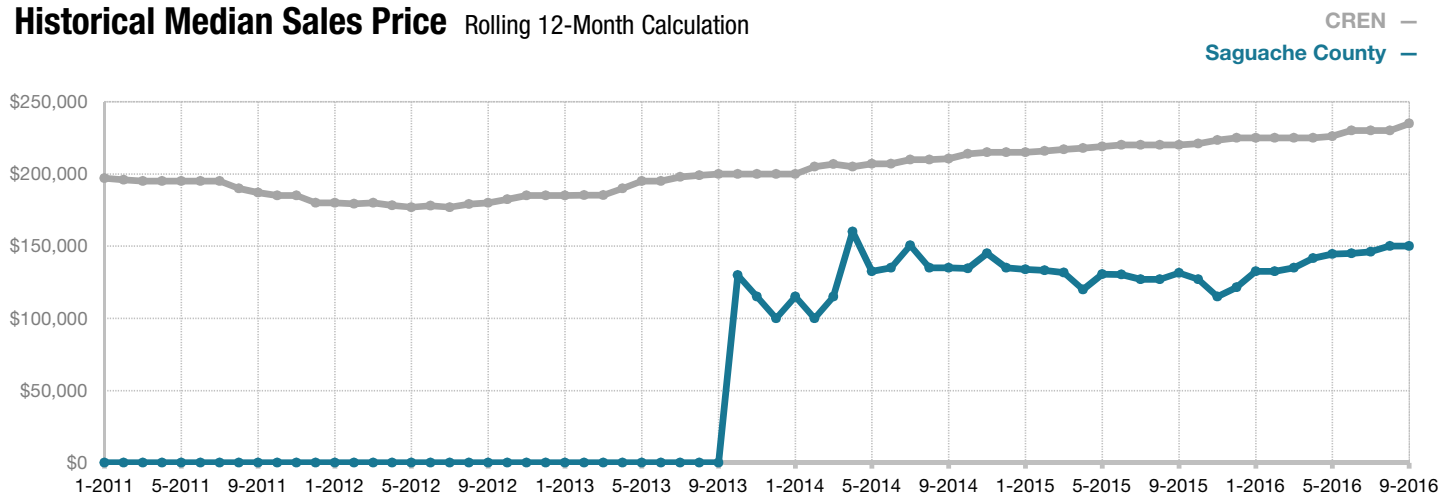
\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

## September



## Historical Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for October 2016

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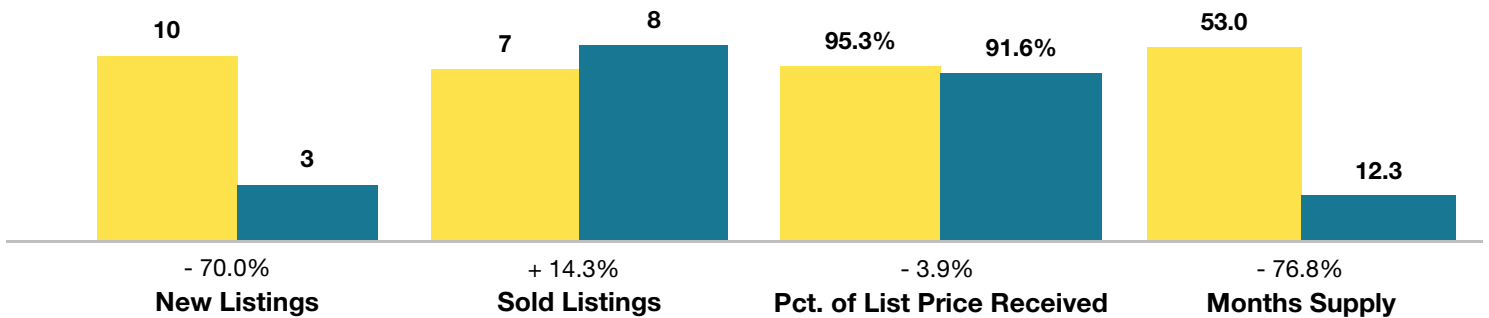
# Saguache County

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	10	3	- 70.0%	121	87	- 28.1%
Sold Listings	7	8	+ 14.3%	58	60	+ 3.4%
Median Sales Price*	\$61,200	<b>\$165,000</b>	+ 169.6%	\$94,750	<b>\$156,250</b>	+ 64.9%
Average Sales Price*	\$81,100	<b>\$194,875</b>	+ 140.3%	\$126,400	<b>\$161,114</b>	+ 27.5%
Percent of List Price Received*	95.3%	<b>91.6%</b>	- 3.9%	93.6%	<b>93.6%</b>	0.0%
Days on Market Until Sale	65	<b>172</b>	+ 164.6%	121	<b>219</b>	+ 81.0%
Cumulative Days on Market Until Sale	0	<b>0</b>	--	22	<b>0</b>	- 100.0%
Inventory of Homes for Sale	309	<b>71</b>	- 77.0%	--	--	--
Months Supply of Inventory	53.0	<b>12.3</b>	- 76.8%	--	--	--

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## October

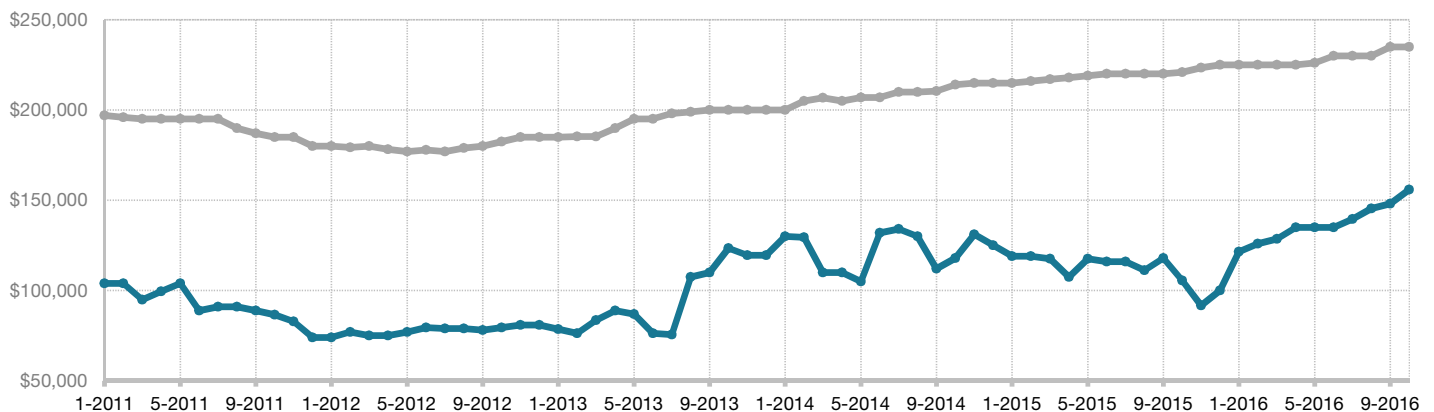
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## Historical Median Sales Price

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# Local Market Update for November 2016

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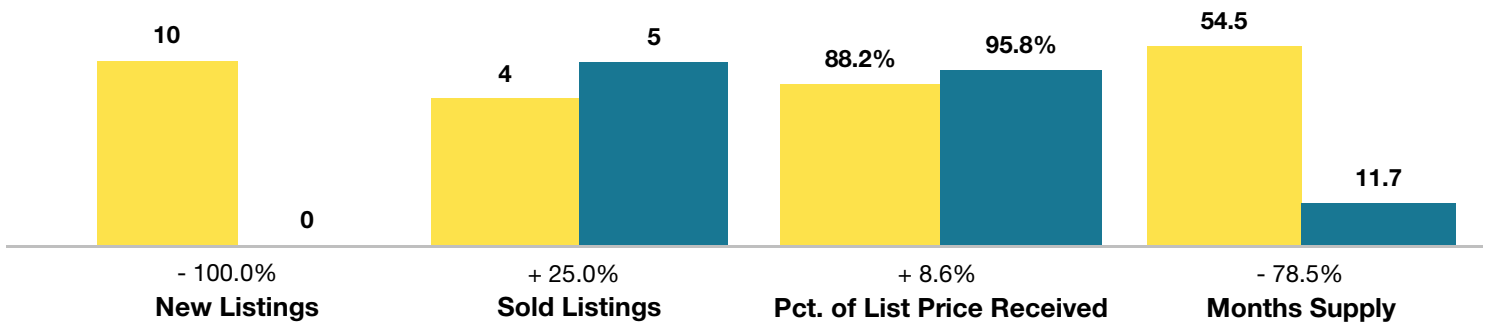
# Saguache County

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	10	0	- 100.0%	131	87	- 33.6%
Sold Listings	4	5	+ 25.0%	62	65	+ 4.8%
Median Sales Price*	\$82,500	<b>\$135,000</b>	+ 63.6%	\$94,750	<b>\$156,000</b>	+ 64.6%
Average Sales Price*	\$124,750	<b>\$160,800</b>	+ 28.9%	\$126,293	<b>\$161,090</b>	+ 27.6%
Percent of List Price Received*	88.2%	<b>95.8%</b>	+ 8.6%	93.3%	<b>93.7%</b>	+ 0.4%
Days on Market Until Sale	249	<b>119</b>	- 52.2%	129	<b>211</b>	+ 63.6%
Cumulative Days on Market Until Sale	0	0	--	22	0	- 100.0%
Inventory of Homes for Sale	309	<b>68</b>	- 78.0%	--	--	--
Months Supply of Inventory	54.5	<b>11.7</b>	- 78.5%	--	--	--

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## November

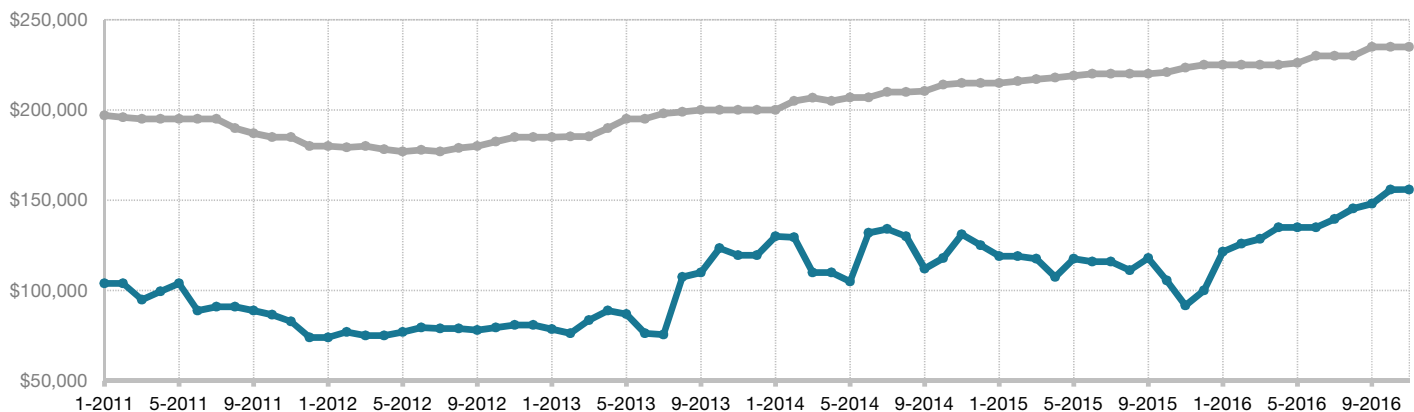
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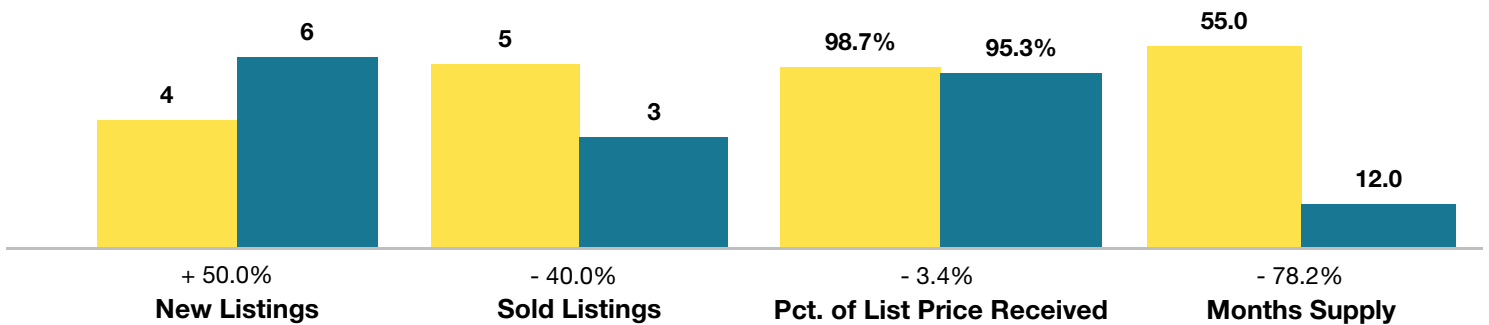
# Saguache County

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	6	+ 50.0%	135	93	- 31.1%
Sold Listings	5	3	- 40.0%	67	68	+ 1.5%
Median Sales Price*	\$130,000	\$159,670	+ 22.8%	\$100,000	\$156,250	+ 56.3%
Average Sales Price*	\$136,200	\$164,557	+ 20.8%	\$127,033	\$161,243	+ 26.9%
Percent of List Price Received*	98.7%	95.3%	- 3.4%	93.7%	93.8%	+ 0.1%
Days on Market Until Sale	96	234	+ 143.8%	127	213	+ 67.7%
Cumulative Days on Market Until Sale	0	167	--	22	56	+ 154.5%
Inventory of Homes for Sale	307	68	- 77.9%	--	--	--
Months Supply of Inventory	55.0	12.0	- 78.2%	--	--	--

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## December

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## Historical Median Sales Price

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