

Local Market Update for July 2015

Southern Coverage

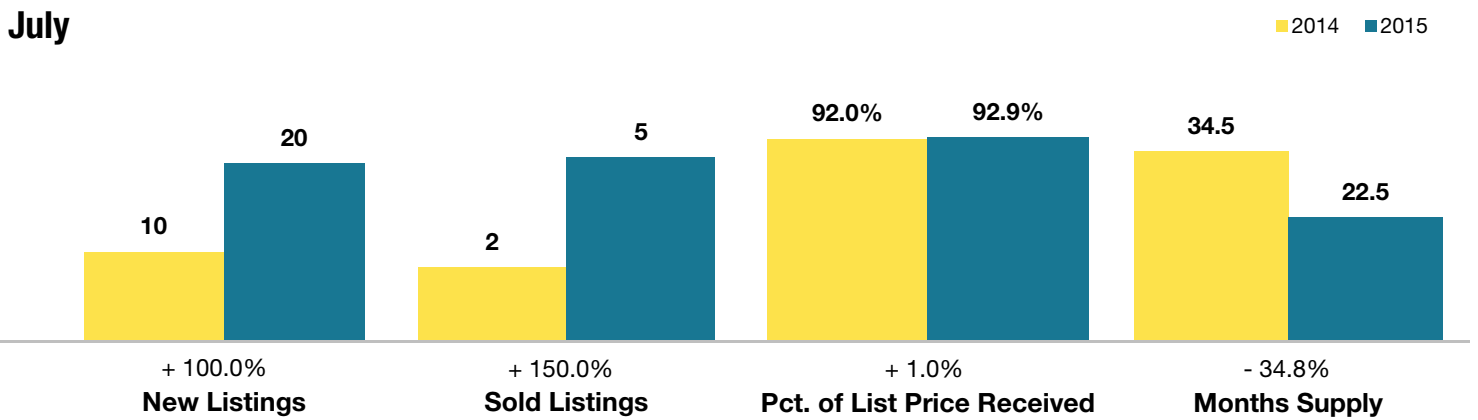
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Saguache County

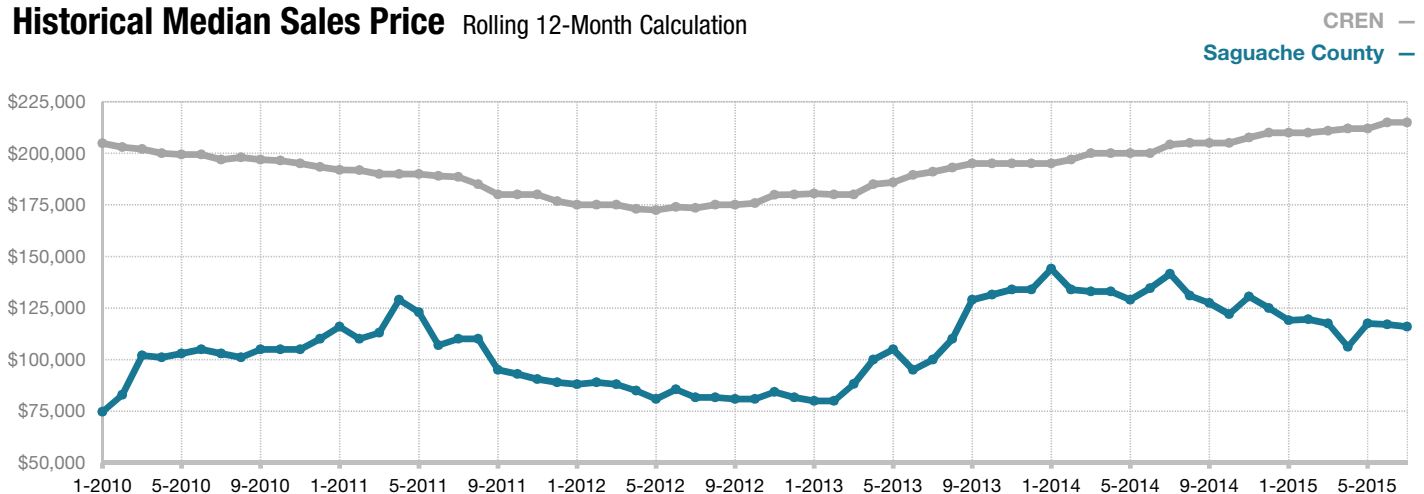
Key Metrics	July			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 7-2014	Thru 7-2015	Percent Change from Previous Year
New Listings	10	20	+ 100.0%	114	95	- 16.7%
Sold Listings	2	5	+ 150.0%	20	37	+ 85.0%
Median Sales Price*	\$169,750	\$127,000	- 25.2%	\$135,000	\$96,000	- 28.9%
Average Sales Price*	\$169,750	\$109,960	- 35.2%	\$117,097	\$116,395	- 0.6%
Percent of List Price Received*	92.0%	92.9%	+ 1.0%	91.0%	93.7%	+ 3.0%
Days on Market Until Sale	187	203	+ 8.6%	106	184	+ 73.6%
Cumulative Days on Market Until Sale	187	203	+ 8.6%	108	275	+ 154.6%
Inventory of Homes for Sale	118	124	+ 5.1%	--	--	--
Months Supply of Inventory	34.5	22.5	- 34.8%	--	--	--

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



Historical Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2015

Southern Coverage

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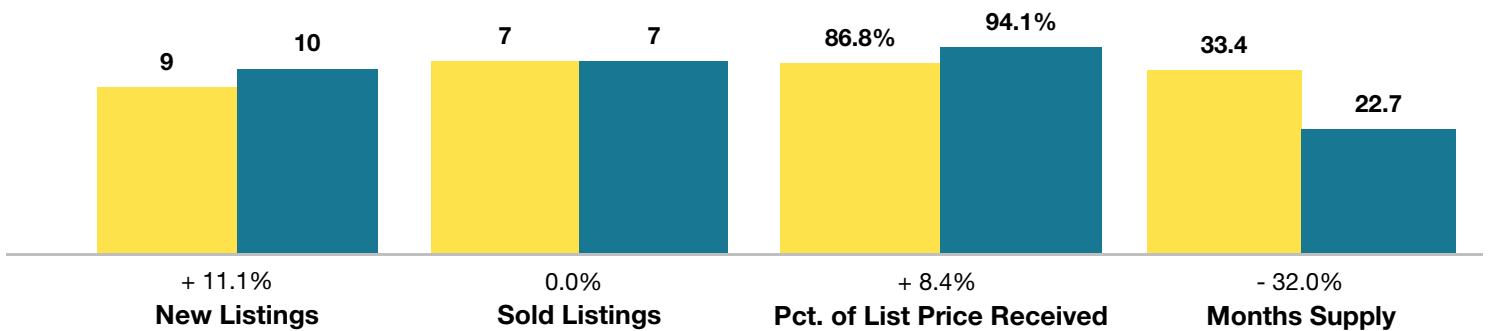
Saguache County

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	10	+ 11.1%	123	105	- 14.6%
Sold Listings	7	7	0.0%	27	44	+ 63.0%
Median Sales Price*	\$63,000	\$90,000	+ 42.9%	\$125,000	\$94,750	- 24.2%
Average Sales Price*	\$79,643	\$190,143	+ 138.7%	\$107,013	\$128,127	+ 19.7%
Percent of List Price Received*	86.8%	94.1%	+ 8.4%	89.9%	93.8%	+ 4.3%
Days on Market Until Sale	188	182	- 3.2%	128	184	+ 43.8%
Cumulative Days on Market Until Sale	188	258	+ 37.2%	130	272	+ 109.2%
Inventory of Homes for Sale	117	125	+ 6.8%	--	--	--
Months Supply of Inventory	33.4	22.7	- 32.0%	--	--	--

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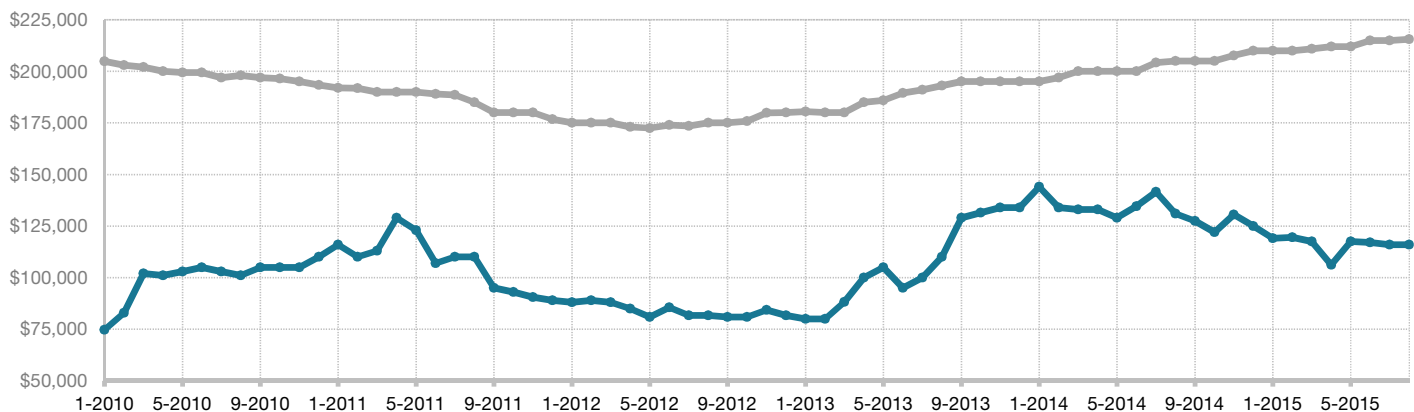
August

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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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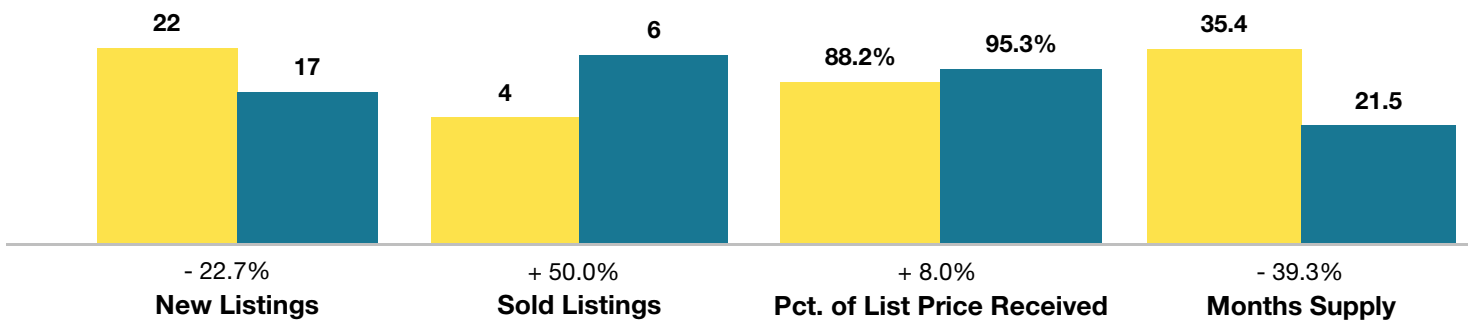
Saguache County

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	22	17	- 22.7%	145	122	- 15.9%
Sold Listings	4	6	+ 50.0%	31	50	+ 61.3%
Median Sales Price*	\$120,000	\$182,450	+ 52.0%	\$125,000	\$116,500	- 6.8%
Average Sales Price*	\$127,125	\$181,483	+ 42.8%	\$109,695	\$134,530	+ 22.6%
Percent of List Price Received*	88.2%	95.3%	+ 8.0%	89.7%	94.0%	+ 4.8%
Days on Market Until Sale	204	111	- 45.6%	138	175	+ 26.8%
Cumulative Days on Market Until Sale	204	192	- 5.9%	141	263	+ 86.5%
Inventory of Homes for Sale	121	122	+ 0.8%	--	--	--
Months Supply of Inventory	35.4	21.5	- 39.3%	--	--	--

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September

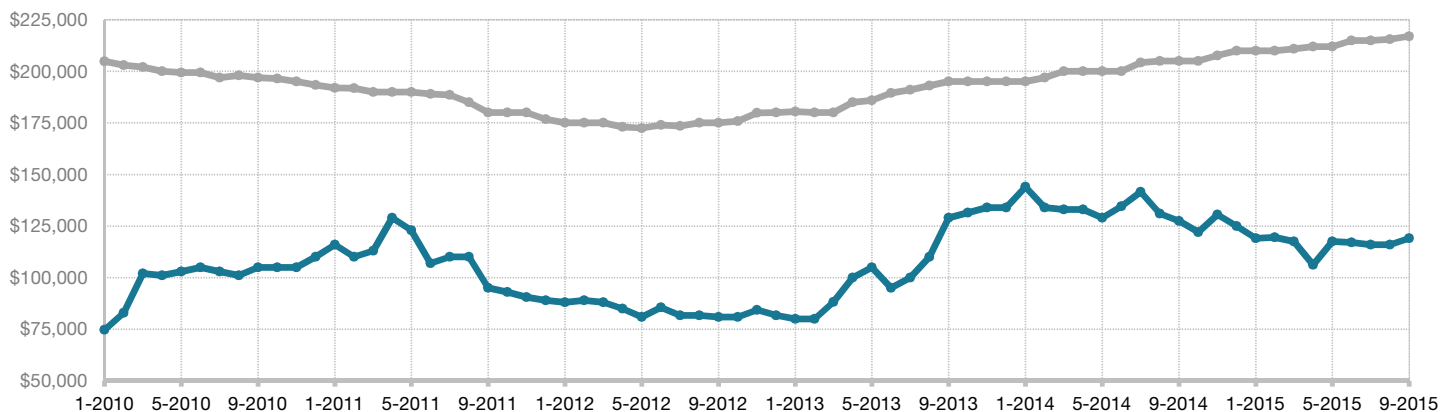
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Historical Median Sales Price

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Local Market Update for October 2015

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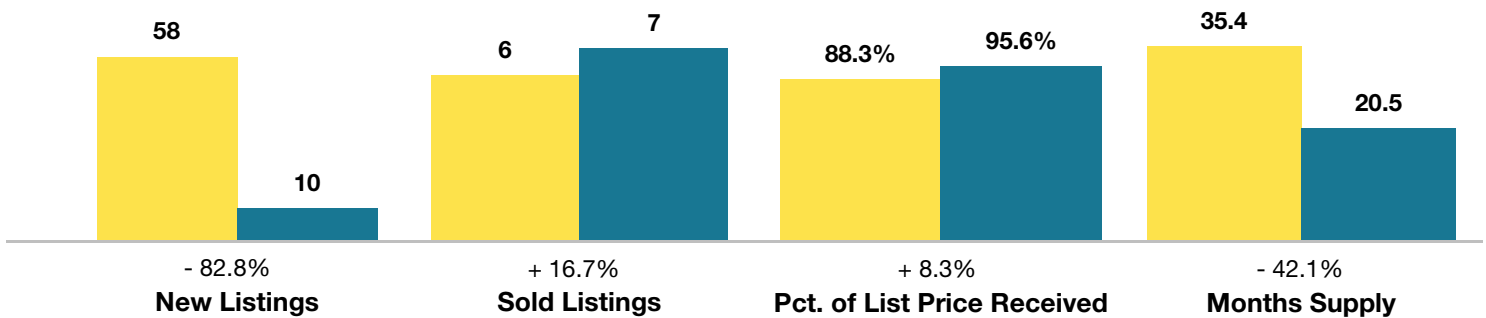
Saguache County

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	58	10	- 82.8%	203	132	- 35.0%
Sold Listings	6	7	+ 16.7%	37	57	+ 54.1%
Median Sales Price*	\$123,500	\$61,200	- 50.4%	\$124,500	\$96,000	- 22.9%
Average Sales Price*	\$133,417	\$81,529	- 38.9%	\$113,648	\$128,021	+ 12.6%
Percent of List Price Received*	88.3%	95.6%	+ 8.3%	89.4%	94.2%	+ 5.4%
Days on Market Until Sale	243	110	- 54.7%	156	167	+ 7.1%
Cumulative Days on Market Until Sale	303	110	- 63.7%	168	244	+ 45.2%
Inventory of Homes for Sale	127	118	- 7.1%	--	--	--
Months Supply of Inventory	35.4	20.5	- 42.1%	--	--	--

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October

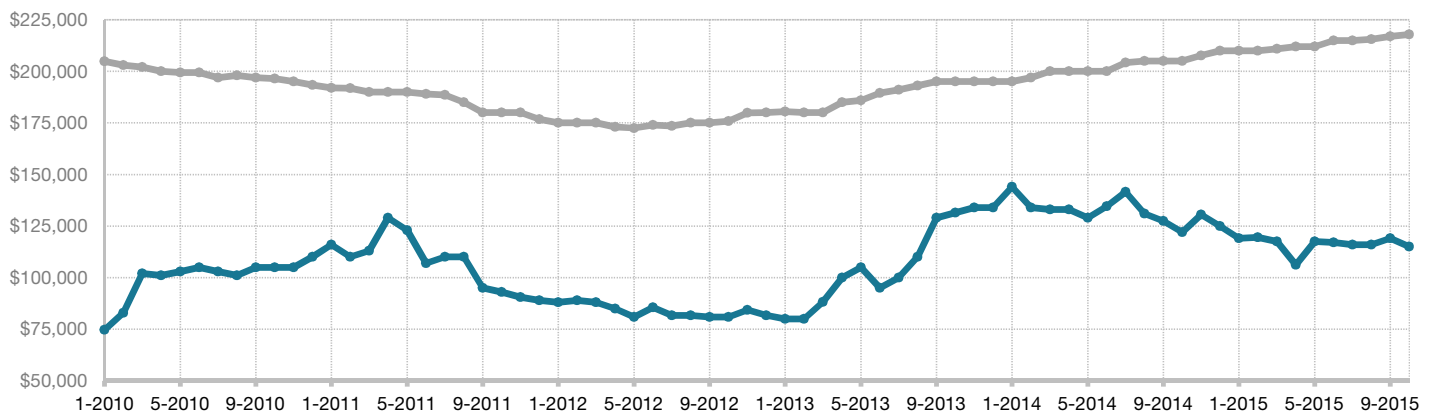
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Local Market Update for November 2015

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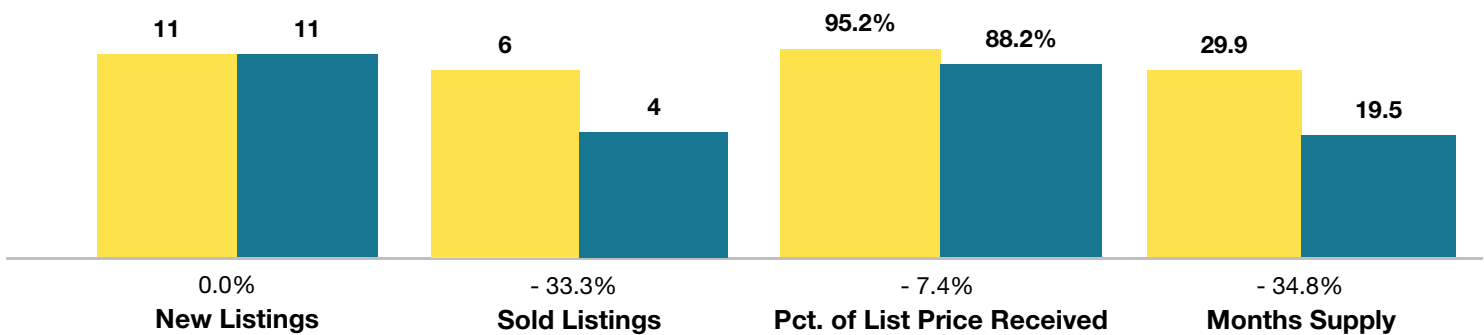
Saguache County

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	11	11	0.0%	214	143	- 33.2%
Sold Listings	6	4	- 33.3%	43	61	+ 41.9%
Median Sales Price*	\$171,000	\$82,500	- 51.8%	\$131,750	\$96,000	- 27.1%
Average Sales Price*	\$232,575	\$124,750	- 46.4%	\$130,638	\$127,807	- 2.2%
Percent of List Price Received*	95.2%	88.2%	- 7.4%	90.3%	93.8%	+ 3.9%
Days on Market Until Sale	165	272	+ 64.8%	157	174	+ 10.8%
Cumulative Days on Market Until Sale	165	364	+ 120.6%	168	252	+ 50.0%
Inventory of Homes for Sale	117	109	- 6.8%	--	--	--
Months Supply of Inventory	29.9	19.5	- 34.8%	--	--	--

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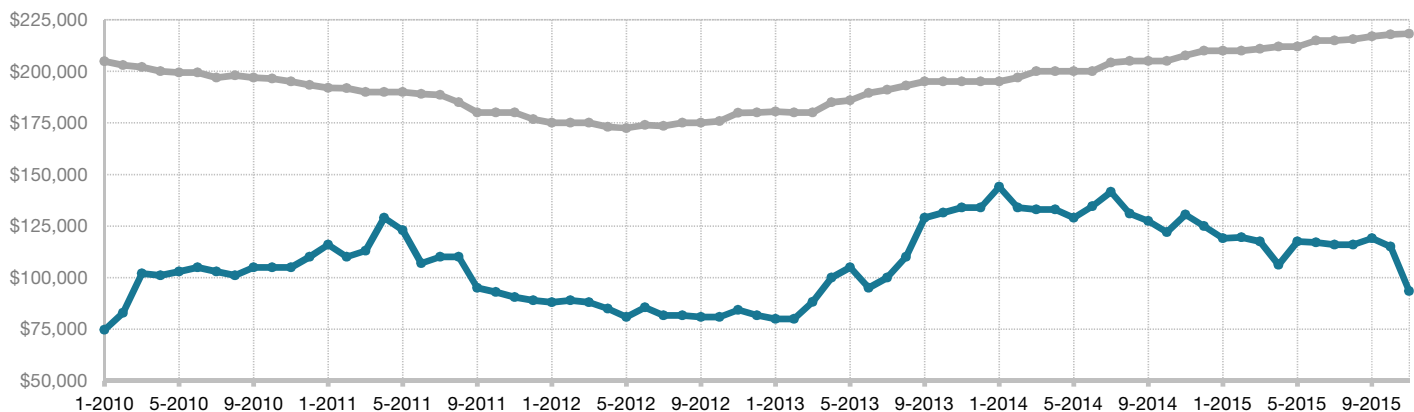
November

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Local Market Update for December 2015

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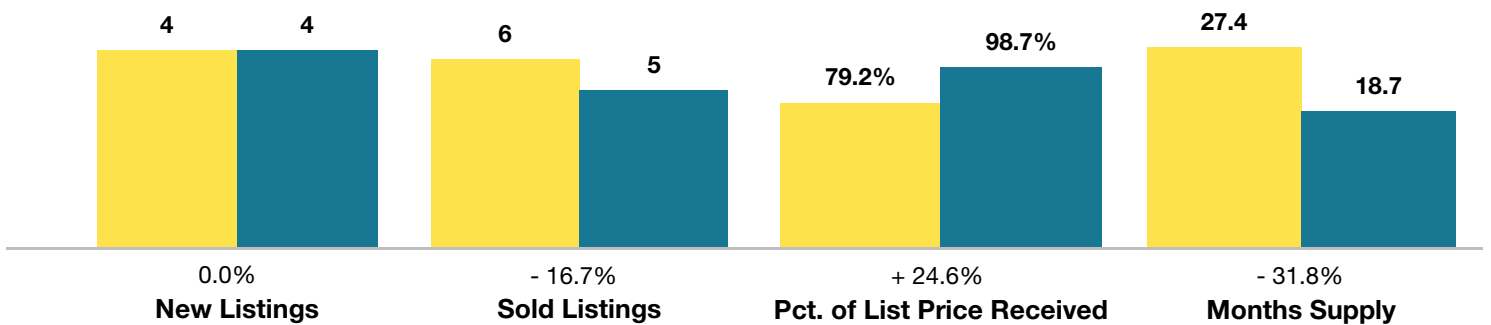
Saguache County

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	4	4	0.0%	218	147	- 32.6%
Sold Listings	6	5	- 16.7%	49	66	+ 34.7%
Median Sales Price*	\$68,500	\$130,000	+ 89.8%	\$125,000	\$100,000	- 20.0%
Average Sales Price*	\$78,292	\$136,200	+ 74.0%	\$124,094	\$128,230	+ 3.3%
Percent of List Price Received*	79.2%	98.7%	+ 24.6%	88.9%	94.0%	+ 5.7%
Days on Market Until Sale	127	166	+ 30.7%	153	173	+ 13.1%
Cumulative Days on Market Until Sale	159	166	+ 4.4%	167	245	+ 46.7%
Inventory of Homes for Sale	112	103	- 8.0%	--	--	--
Months Supply of Inventory	27.4	18.7	- 31.8%	--	--	--

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December

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