

Local Market Update for July 2015

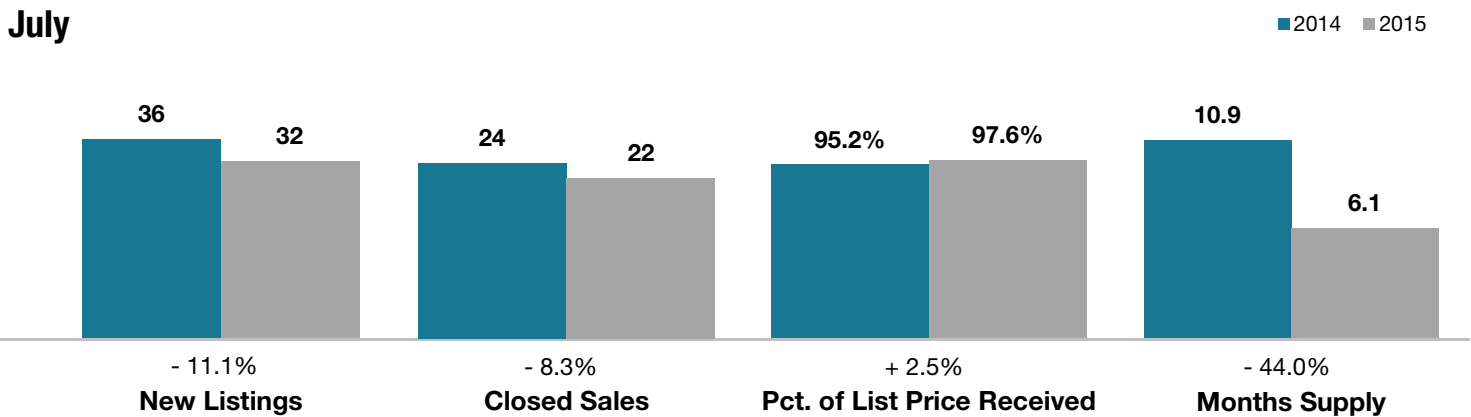
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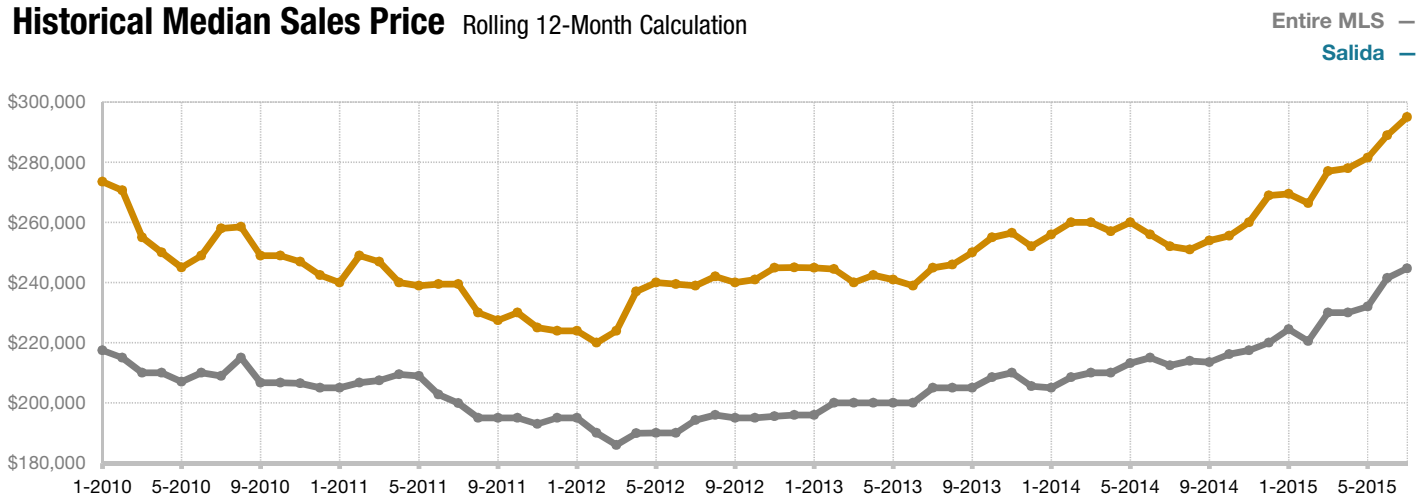
Salida

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	36	32	- 11.1%	198	163	- 17.7%
Closed Sales	24	22	- 8.3%	94	116	+ 23.4%
Median Sales Price*	\$246,500	\$310,500	+ 26.0%	\$251,000	\$297,000	+ 18.3%
Average Sales Price*	\$267,892	\$309,632	+ 15.6%	\$272,443	\$306,209	+ 12.4%
Percent of List Price Received*	95.2%	97.6%	+ 2.5%	96.3%	96.2%	- 0.1%
Days on Market Until Sale	132	111	- 15.9%	161	144	- 10.6%
Inventory of Homes for Sale	166	106	- 36.1%	--	--	--
Months Supply of Inventory	10.9	6.1	- 44.0%	--	--	--

* 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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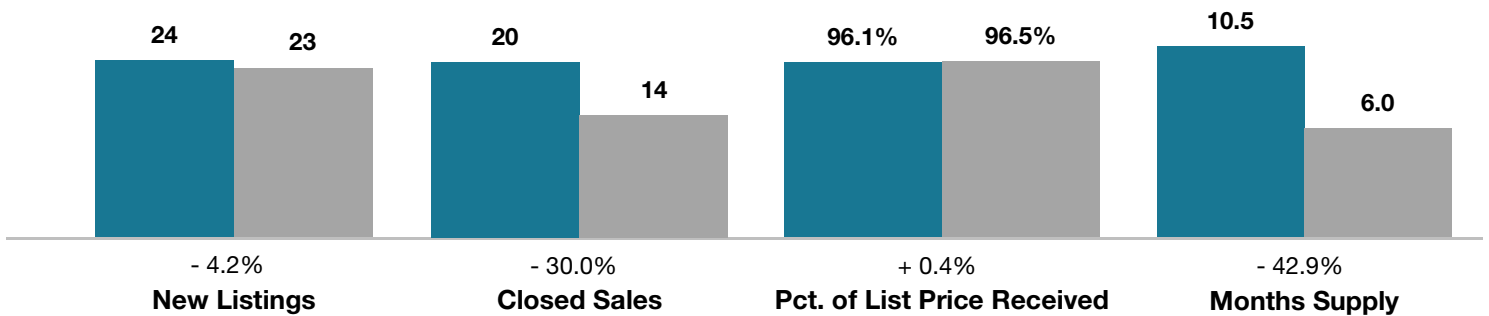
Salida

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	24	23	- 4.2%	222	189	- 14.9%
Closed Sales	20	14	- 30.0%	114	130	+ 14.0%
Median Sales Price*	\$300,000	\$285,250	- 4.9%	\$254,000	\$297,000	+ 16.9%
Average Sales Price*	\$303,270	\$299,696	- 1.2%	\$277,851	\$305,515	+ 10.0%
Percent of List Price Received*	96.1%	96.5%	+ 0.4%	96.3%	96.5%	+ 0.2%
Days on Market Until Sale	146	142	- 2.7%	158	143	- 9.5%
Inventory of Homes for Sale	159	102	- 35.8%	--	--	--
Months Supply of Inventory	10.5	6.0	- 42.9%	--	--	--

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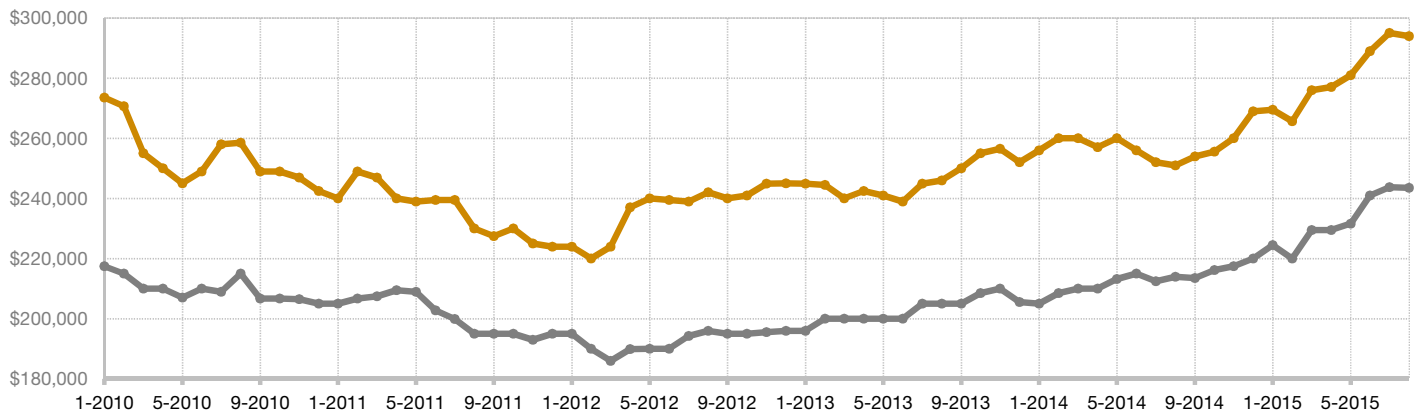
August

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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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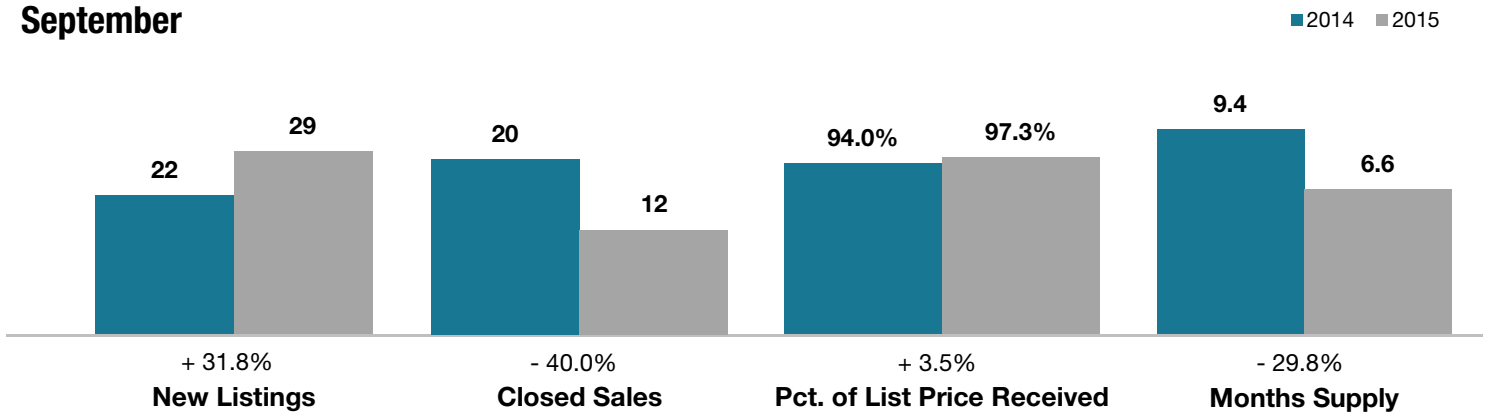


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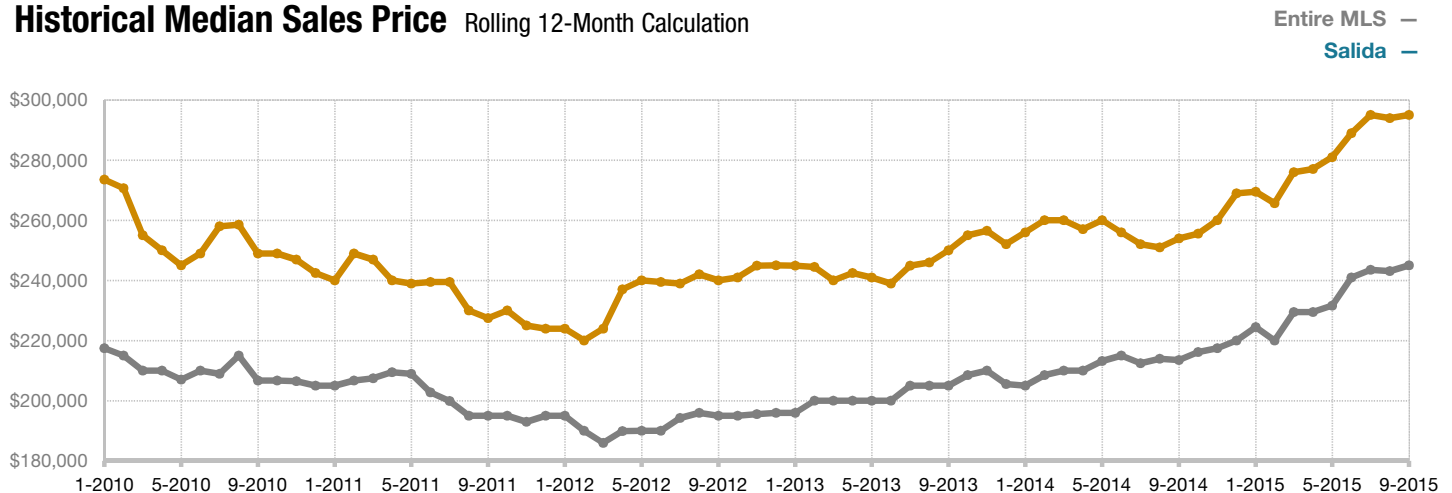
Key Metrics	September			Year to Date		
	2014	2015	Percent Change from Previous Year	Thru 9-2014	Thru 9-2015	Percent Change from Previous Year
New Listings	22	29	+ 31.8%	244	218	- 10.7%
Closed Sales	20	12	- 40.0%	134	142	+ 6.0%
Median Sales Price*	\$294,500	\$305,000	+ 3.6%	\$257,500	\$297,000	+ 15.3%
Average Sales Price*	\$330,660	\$369,092	+ 11.6%	\$285,733	\$310,888	+ 8.8%
Percent of List Price Received*	94.0%	97.3%	+ 3.5%	96.0%	96.6%	+ 0.6%
Days on Market Until Sale	159	168	+ 5.7%	159	145	- 8.8%
Inventory of Homes for Sale	144	108	- 25.0%	--	--	--
Months Supply of Inventory	9.4	6.6	- 29.8%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2015

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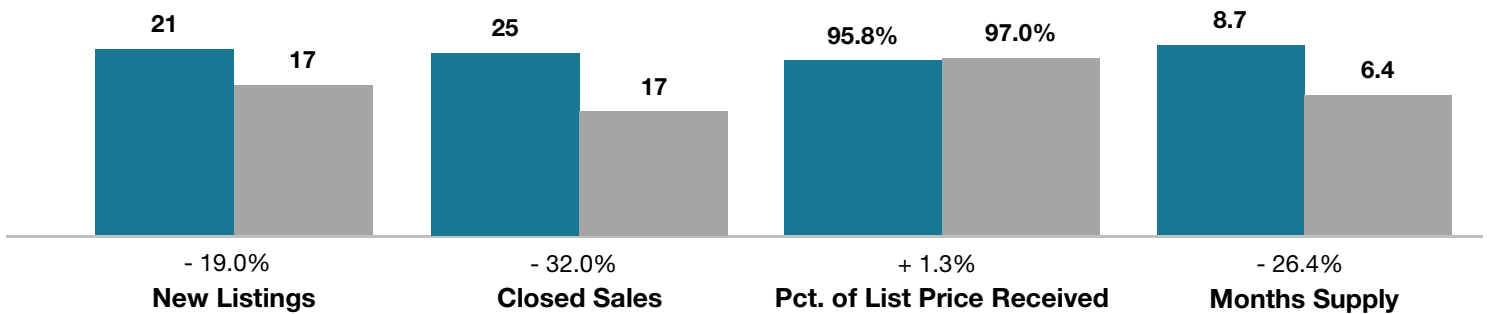
Salida

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	21	17	- 19.0%	265	235	- 11.3%
Closed Sales	25	17	- 32.0%	159	159	0.0%
Median Sales Price*	\$275,000	\$250,000	- 9.1%	\$264,900	\$294,000	+ 11.0%
Average Sales Price*	\$278,987	\$261,794	- 6.2%	\$284,672	\$305,639	+ 7.4%
Percent of List Price Received*	95.8%	97.0%	+ 1.3%	95.9%	96.6%	+ 0.7%
Days on Market Until Sale	186	134	- 28.0%	163	144	- 11.7%
Inventory of Homes for Sale	138	100	- 27.5%	--	--	--
Months Supply of Inventory	8.7	6.4	- 26.4%	--	--	--

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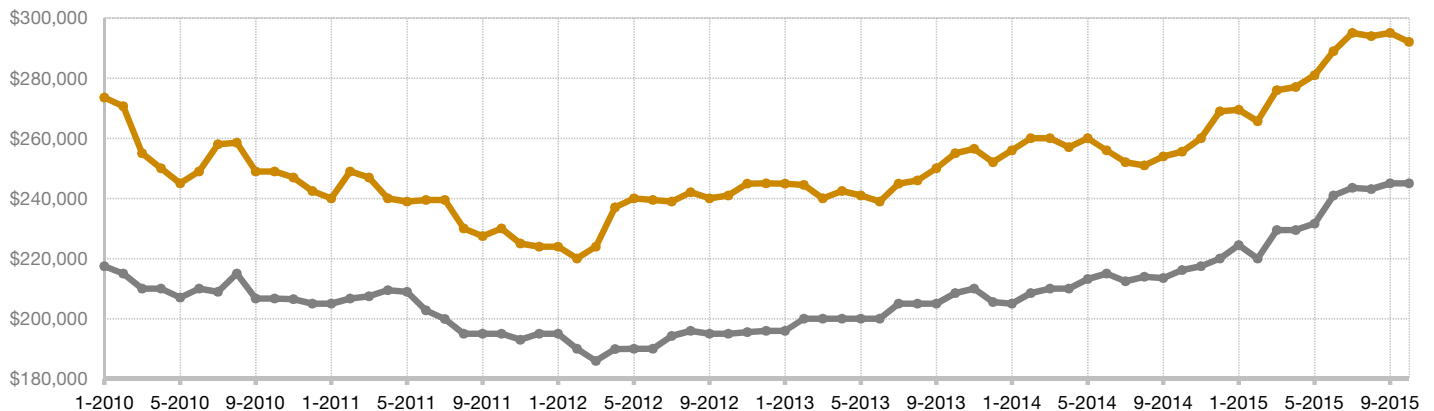
October

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Historical Median Sales Price Rolling 12-Month Calculation

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Local Market Update for November 2015

Northern Coverage

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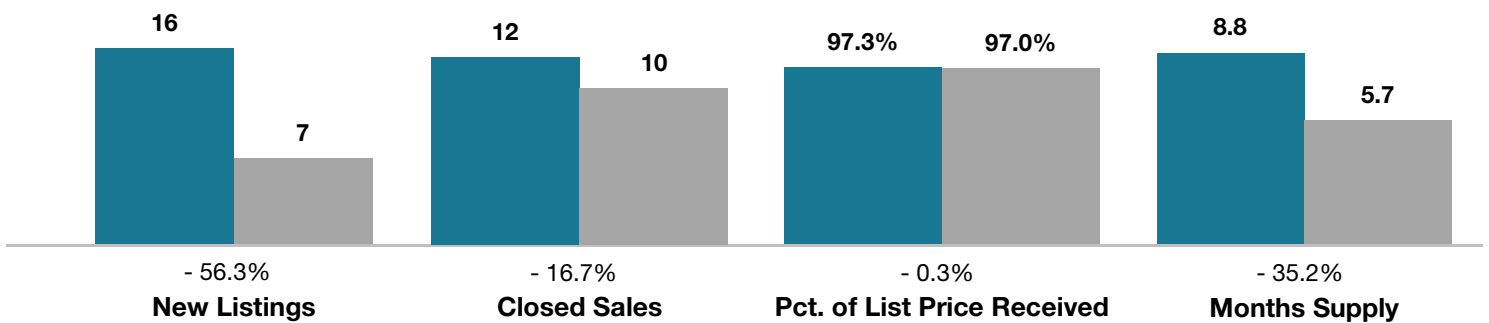
Salida

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	16	7	- 56.3%	281	245	- 12.8%
Closed Sales	12	10	- 16.7%	171	171	0.0%
Median Sales Price*	\$285,000	\$315,875	+ 10.8%	\$266,450	\$295,000	+ 10.7%
Average Sales Price*	\$301,426	\$340,625	+ 13.0%	\$285,848	\$307,648	+ 7.6%
Percent of List Price Received*	97.3%	97.0%	- 0.3%	96.0%	96.6%	+ 0.6%
Days on Market Until Sale	117	117	0.0%	160	142	- 11.3%
Inventory of Homes for Sale	134	89	- 33.6%	--	--	--
Months Supply of Inventory	8.8	5.7	- 35.2%	--	--	--

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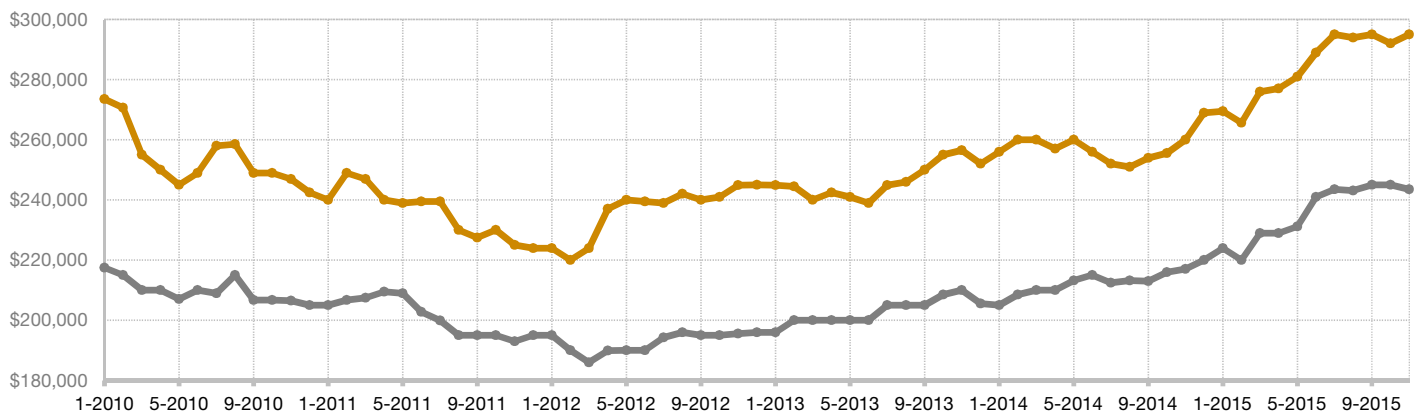
November

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Local Market Update for December 2015

Northern Coverage

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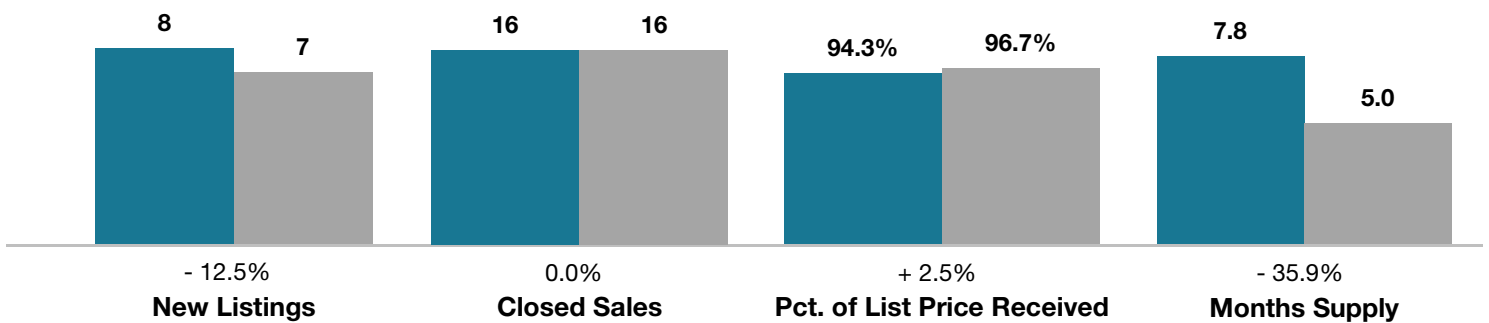
Salida

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	8	7	- 12.5%	289	255	- 11.8%
Closed Sales	16	16	0.0%	187	187	0.0%
Median Sales Price*	\$289,500	\$247,500	- 14.5%	\$269,000	\$292,000	+ 8.6%
Average Sales Price*	\$288,422	\$314,713	+ 9.1%	\$286,068	\$308,252	+ 7.8%
Percent of List Price Received*	94.3%	96.7%	+ 2.5%	95.9%	96.6%	+ 0.7%
Days on Market Until Sale	159	78	- 50.9%	160	137	- 14.4%
Inventory of Homes for Sale	121	78	- 35.5%	--	--	--
Months Supply of Inventory	7.8	5.0	- 35.9%	--	--	--

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December

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