

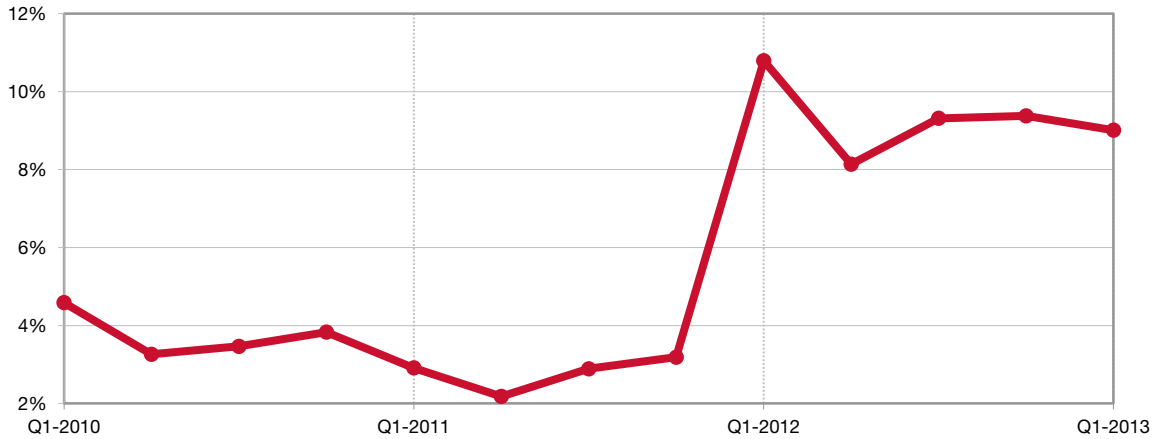
# Lender-Mediated Report – Q1-2013 **SOUTHEAST REGION**



A research tool provided by the Colorado Association of REALTORS®. Includes the Arkansas Valley Board of REALTORS®, Chaffee County Board of REALTORS®, Pikes Peak Association of REALTORS®, Pueblo Association of REALTORS® and the Royal Gorge Association of REALTORS®.

Lender-mediated properties are those marked in an MLS as a Foreclosure, REO, Short Sale or other distressed sales type. For a complete list of methodology used from each MLS, see page 2 of this report. Activity comprised of single-family properties, townhomes, and condominiums combined.

## Share of Sold Listings that were Lender-Mediated: **9.0%**



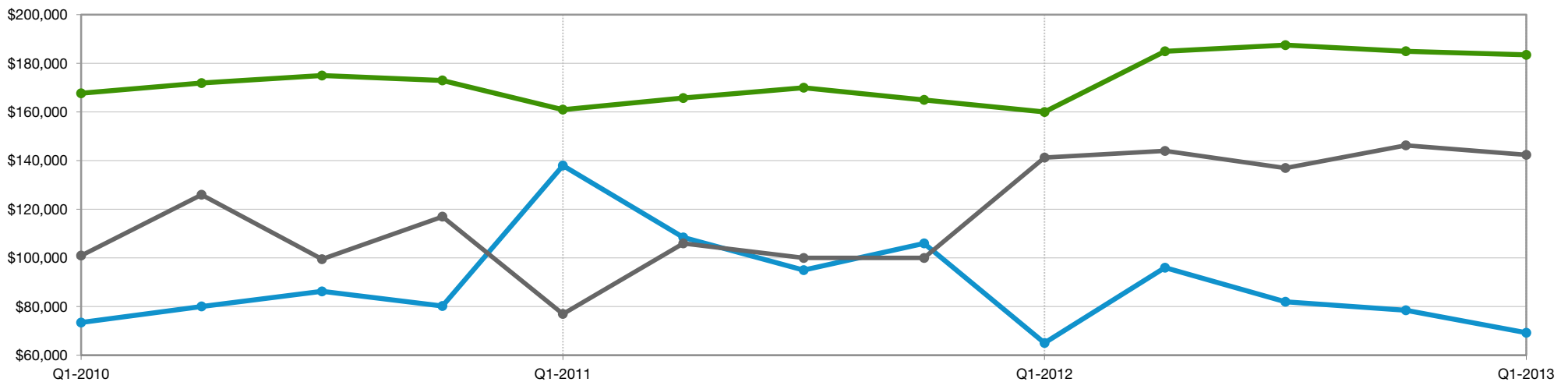
Sold Listings	Q1-2012	Q1-2013	+ / -
Traditional	2,314	2,433	+5.1%
REO	62	60	-3.2%
Short Sale	220	181	-17.7%
Total Market*	2,635	3,116	+18.3%

Median Sales Price	Q1-2012	Q1-2013	+ / -
Traditional	\$160,000	\$183,500	+14.7%
REO	\$65,050	\$69,250	+6.5%
Short Sale	\$141,273	\$142,400	+0.8%
Total Market*	\$155,000	\$178,000	+14.8%

\*Total Market is not a sum of traditional, REO and short sale activity, as some lender-mediated homes can be listed both as REO and short sale. Percent changes are calculated using rounded figures.

## Historical Median Sales Price

— Traditional    — REO    — Short Sale



# Lender-Mediated Report – Explanation of Methodology by MLS

A research tool provided by the Colorado Association of REALTORS®. Includes the Arkansas Valley Board of REALTORS®, Chaffee County Board of REALTORS®, Pikes Peak Association of REALTORS®, Pueblo Association of REALTORS® and the Royal Gorge Association of REALTORS®.



Data in the Colorado Association of REALTORS® reports comes from the multiple listing services in the state. This lender-mediated report is focused on data from the following MLSs, and based on the methodology as follows:

## **Chaffee County Board of REALTORS®, Inc. Multiple Listing Service**

- Foreclosure based on "ForeclosureBankOwned" field and supplemented by "Public Remarks" field.
- Short Sale based exclusively on "Public Remarks" field.

## **Pikes Peak REALTOR® Services Corporation**

- Foreclosure based on "Notices" field where value is "In Foreclosure."
- Short Sale based on "ShortSale Add Signed by Seller" field.
- Field "Property Description Remarks" used for further distinction.

## **Pueblo Association of REALTORS®, Inc./Arkansas Valley Board of REALTORS® Multiple Listing Service**

- Foreclosure exclusively based on "Remarks" and "Agent Remarks" fields.
- Short Sale based on "Terms" field and supplemented by "Remarks" and "Agent Remarks" fields.

## **Royal Gorge Association of REALTORS® Inc. Multiple Listing Service**

- Foreclosure and Short Sale are based on the "Agent Remarks" and "Remarks" fields.

# Quarterly Indicators



## Q1-2013

Percent changes calculated using year-over-year comparisons.

With spring here in all its bounty, it's time to renew, refresh and revive our understanding of what's fueling the ongoing market recovery. First, tightened inventory levels combined with strong demand are fueling price gains in many areas. Second, consumer demand is shifting from distressed properties to conventional homes. Third, record-low mortgage rates and rising rents are supporting housing recovery. Let's check the local scene.

New Listings increased 9.1 percent to 795. Pending Sales were down 37.6 percent to 302. Inventory levels grew 11.4 percent to 1,179 units.

Prices moved higher. The Median Sales Price increased 22.1 percent to \$111,115. Days on Market was down 4.5 percent to 127 days. Absorption rates slowed as Months Supply of Inventory was up 7.1 percent to 7.5 months.

On the economic front, things inched forward. We saw a minor but important upward revision to Q4-2012 GDP growth that put us back in positive territory. In the political arena, key debates over the deficit, marriage, gun law, immigration reform and tax policy rage onward. The squeaky wheel gets the grease, and with this emerging housing recovery, there are no imminent housing-related bills. Perhaps that's a good thing.

## Activity Snapshot

**+ 3.5%**    **+ 11.4%**    **+ 22.1%**

One-Year Change in  
**Sold Listings**    One-Year Change in  
**Active Listings**    One-Year Change in  
**Median Sold Price**

Residential real estate activity in Pueblo County, comprised of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

Activity Overview	<b>2</b>
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# Market Overview

Key metrics by reported quarter and for year-to-date (YTD) starting from the first of the year.

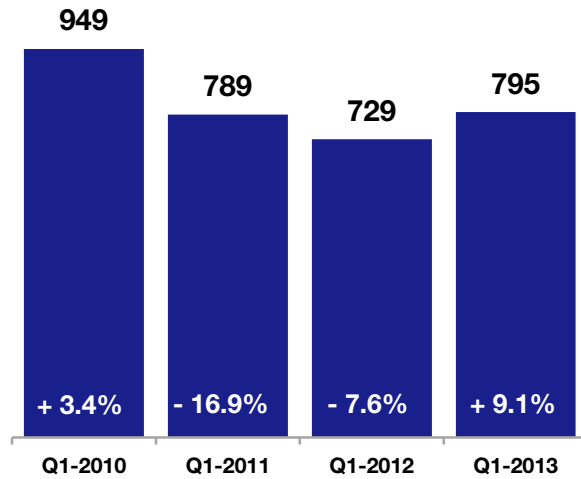


Key Metrics	Historical Sparkbars	Q1-2012	Q1-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
<b>New Listings</b>		729	<b>795</b>	+ 9.1%	729	<b>795</b>	+ 9.1%
<b>Pending Sales</b>		484	<b>302</b>	- 37.6%	484	<b>302</b>	- 37.6%
<b>Sold Listings</b>		401	<b>415</b>	+ 3.5%	401	<b>415</b>	+ 3.5%
<b>Median Sold Price</b>		\$91,000	<b>\$111,115</b>	+ 22.1%	\$91,000	<b>\$111,115</b>	+ 22.1%
<b>Average Sold Price</b>		\$109,165	<b>\$121,778</b>	+ 11.6%	\$109,165	<b>\$121,778</b>	+ 11.6%
<b>Pct. of List Price Received</b>		95.6%	<b>96.2%</b>	+ 0.6%	95.6%	<b>96.2%</b>	+ 0.6%
<b>Days on Market</b>		133	<b>127</b>	- 4.5%	133	<b>127</b>	- 4.5%
<b>Affordability Index</b>		224	<b>202</b>	- 9.8%	224	<b>202</b>	- 9.8%
<b>Active Listings</b>		1,058	<b>1,179</b>	+ 11.4%	--	--	--
<b>Months Supply</b>		7.0	<b>7.5</b>	+ 7.1%	--	--	--

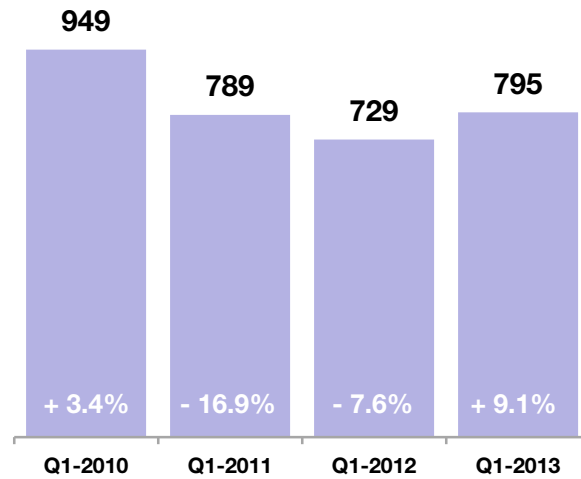
# New Listings



## First Quarter

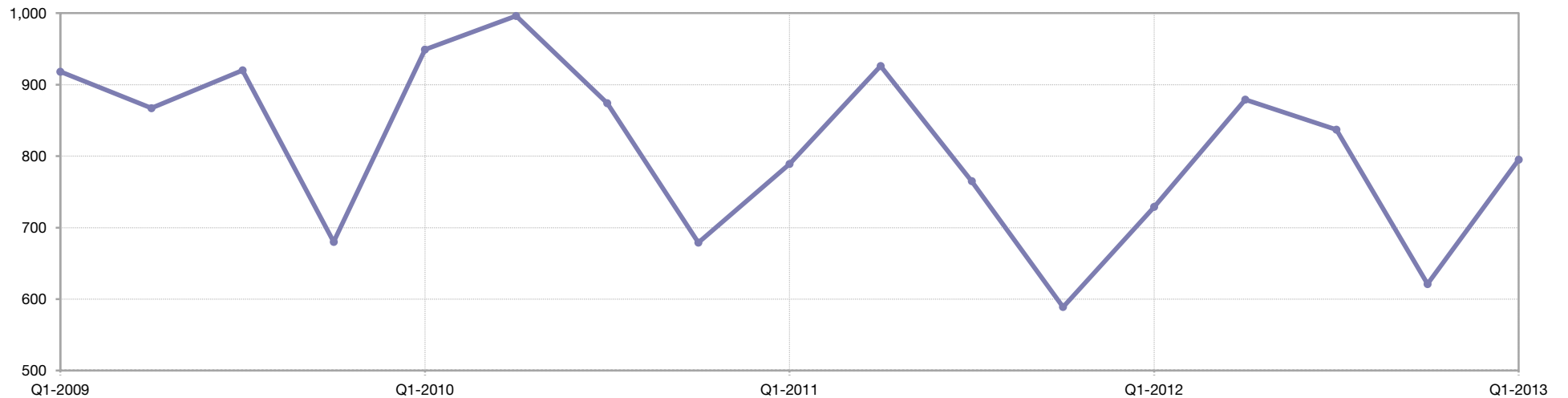


## Year to Date



	New Listings	Percent Change from Previous Year
Q2-2010	996	+14.9%
Q3-2010	874	-5.0%
Q4-2010	679	-0.1%
Q1-2011	789	-16.9%
Q2-2011	926	-7.0%
Q3-2011	765	-12.5%
Q4-2011	589	-13.3%
Q1-2012	729	-7.6%
Q2-2012	879	-5.1%
Q3-2012	837	+9.4%
Q4-2012	621	+5.4%
<b>Q1-2013</b>	<b>795</b>	<b>+9.1%</b>

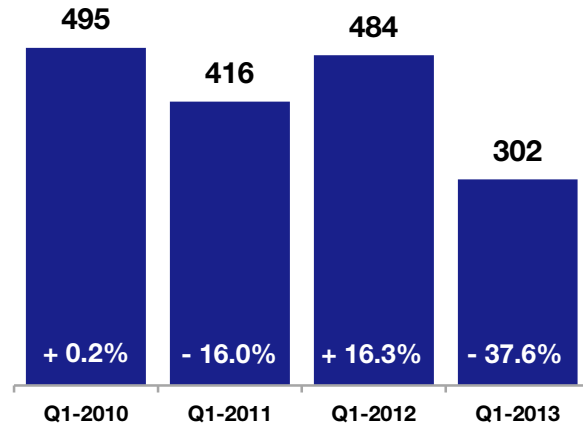
## Historical New Listings by Quarter



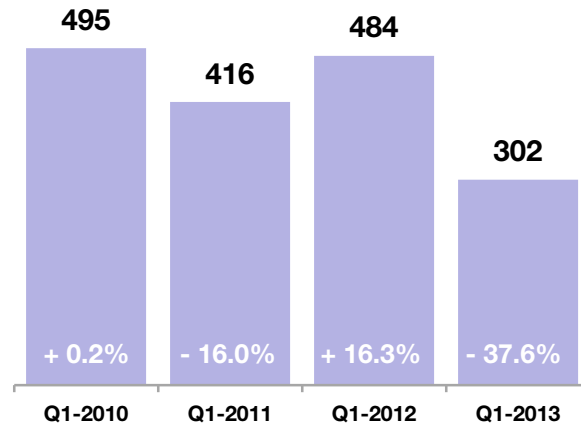
# Pending Sales



## First Quarter

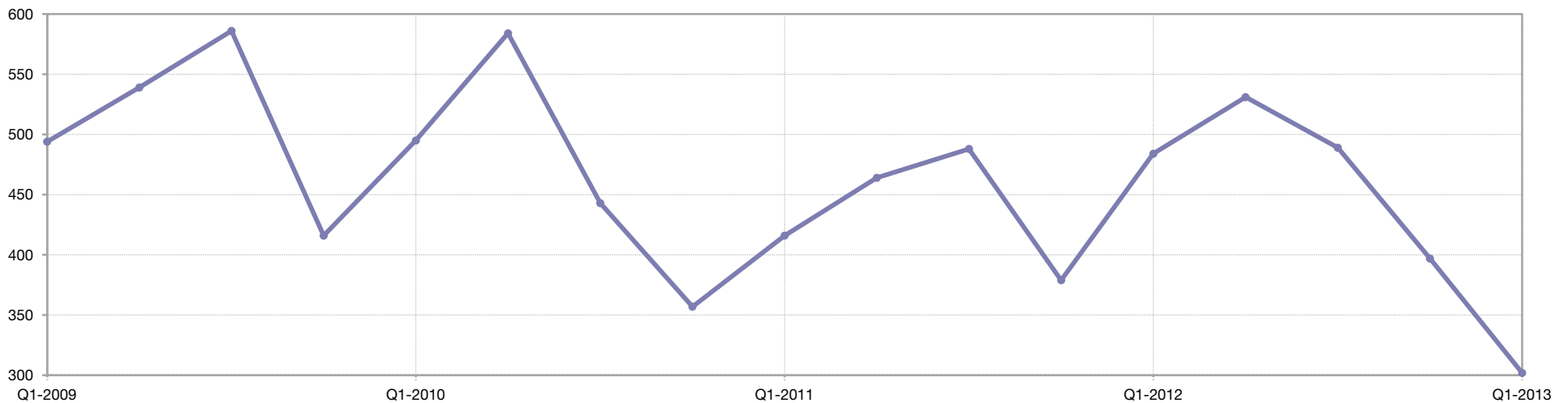


## Year to Date



	Pending Sales	Percent Change from Previous Year
Q2-2010	584	+8.3%
Q3-2010	443	-24.4%
Q4-2010	357	-14.2%
Q1-2011	416	-16.0%
Q2-2011	464	-20.5%
Q3-2011	488	+10.2%
Q4-2011	379	+6.2%
Q1-2012	484	+16.3%
Q2-2012	531	+14.4%
Q3-2012	489	+0.2%
Q4-2012	397	+4.7%
<b>Q1-2013</b>	<b>302</b>	<b>-37.6%</b>

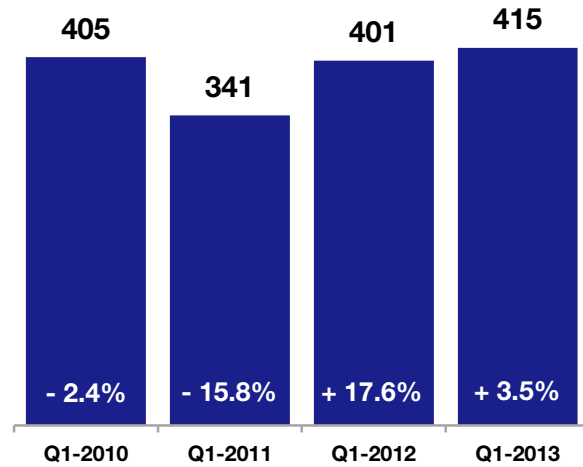
## Historical Pending Sales by Quarter



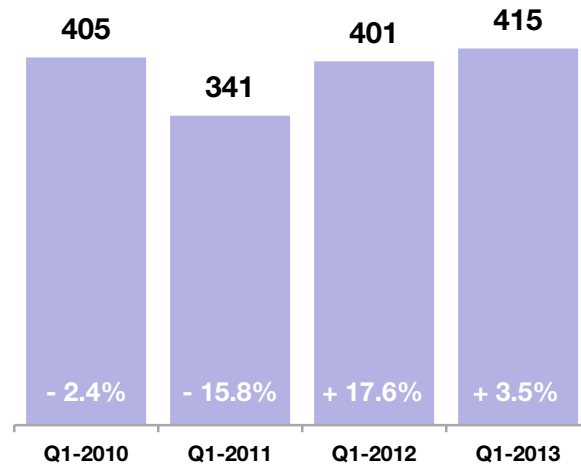
# Sold Listings



## First Quarter

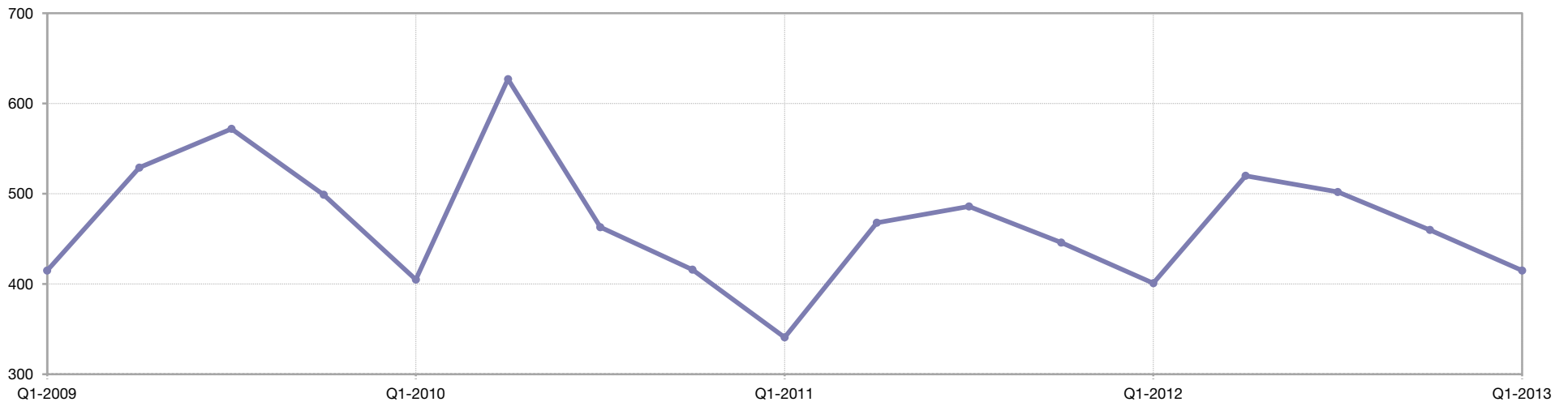


## Year to Date



	Sold Listings	Percent Change from Previous Year
Q2-2010	627	+18.5%
Q3-2010	463	-19.1%
Q4-2010	416	-16.6%
Q1-2011	341	-15.8%
Q2-2011	468	-25.4%
Q3-2011	486	+5.0%
Q4-2011	446	+7.2%
Q1-2012	401	+17.6%
Q2-2012	520	+11.1%
Q3-2012	502	+3.3%
Q4-2012	460	+3.1%
<b>Q1-2013</b>	<b>415</b>	<b>+3.5%</b>

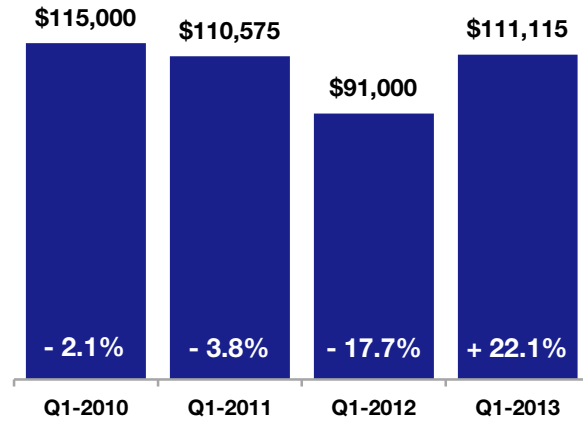
## Historical Sold Listings by Quarter



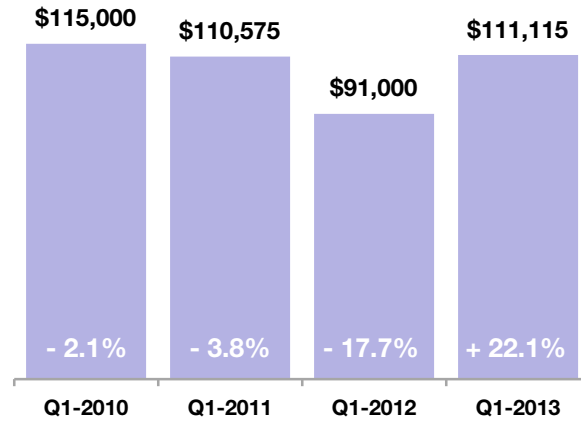
# Median Sold Price



## First Quarter

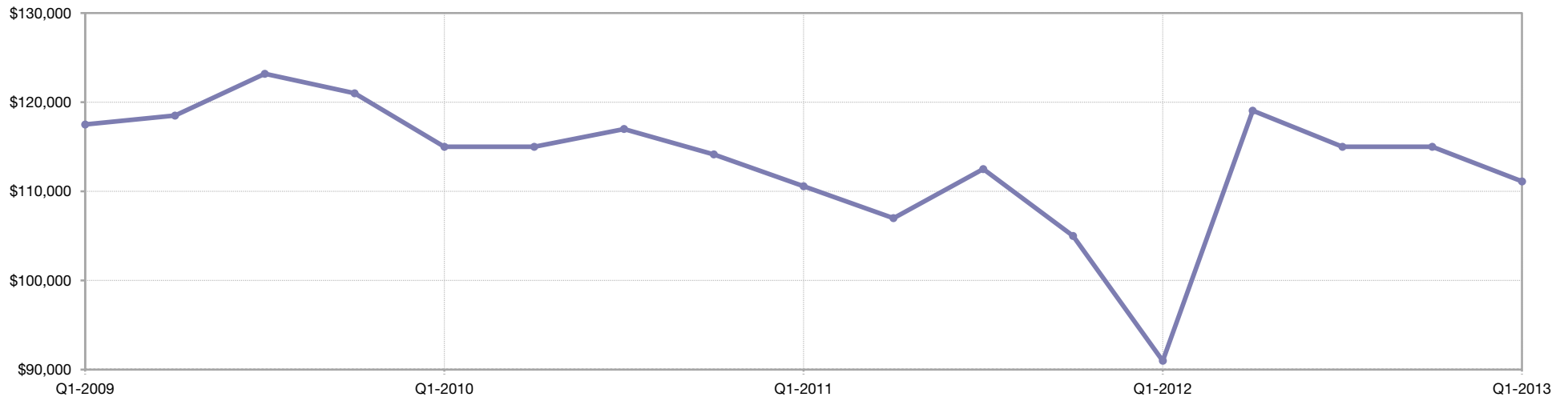


## Year to Date



	Median Sold Price	Percent Change from Previous Year
Q2-2010	\$115,000	-3.0%
Q3-2010	\$117,000	-5.0%
Q4-2010	\$114,150	-5.7%
Q1-2011	\$110,575	-3.8%
Q2-2011	\$107,000	-7.0%
Q3-2011	\$112,500	-3.8%
Q4-2011	\$105,000	-8.0%
Q1-2012	\$91,000	-17.7%
Q2-2012	\$119,051	+11.3%
Q3-2012	\$115,000	+2.2%
Q4-2012	\$115,000	+9.5%
<b>Q1-2013</b>	<b>\$111,115</b>	<b>+22.1%</b>

## Historical Median Sold Price by Quarter

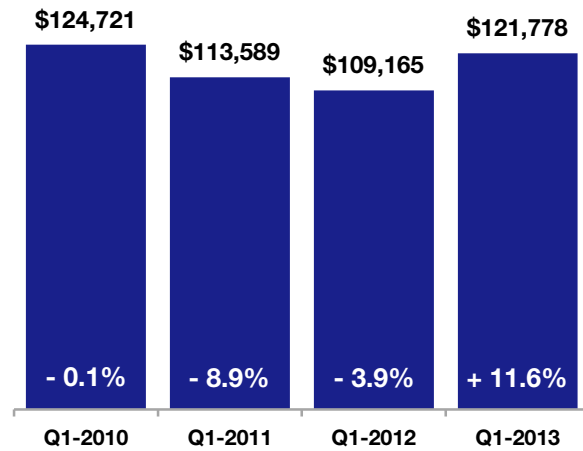




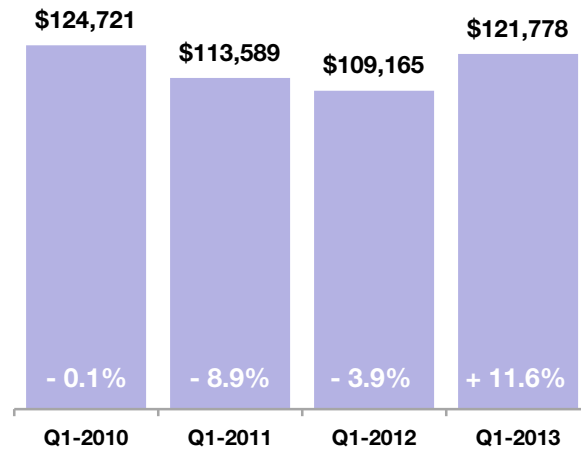
# Average Sold Price



## First Quarter

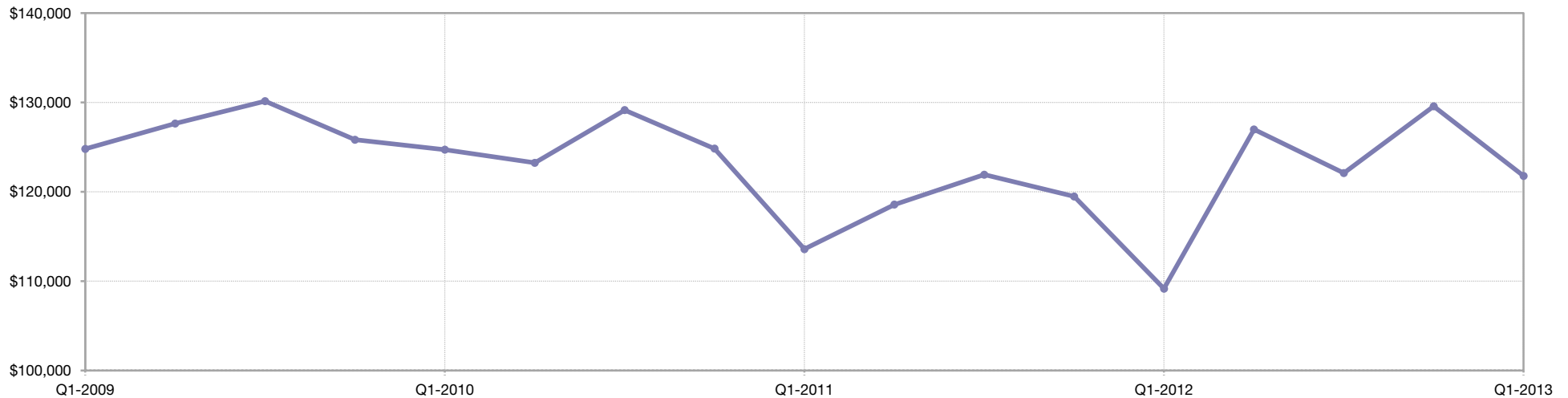


## Year to Date



	Average Sold Price	Percent Change from Previous Year
Q2-2010	\$123,247	-3.4%
Q3-2010	\$129,152	-0.8%
Q4-2010	\$124,844	-0.8%
Q1-2011	\$113,589	-8.9%
Q2-2011	\$118,580	-3.8%
Q3-2011	\$121,919	-5.6%
Q4-2011	\$119,480	-4.3%
Q1-2012	\$109,165	-3.9%
Q2-2012	\$126,983	+7.1%
Q3-2012	\$122,103	+0.2%
Q4-2012	\$129,573	+8.4%
<b>Q1-2013</b>	<b>\$121,778</b>	<b>+11.6%</b>

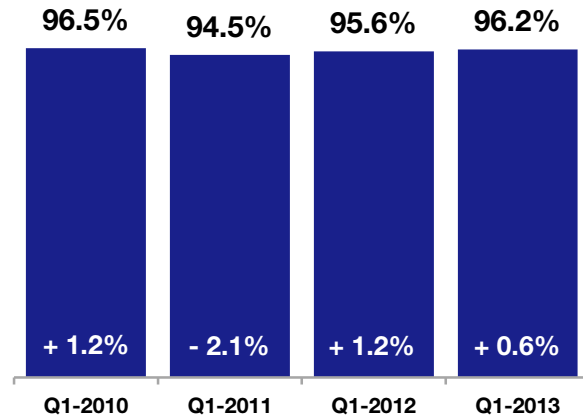
## Historical Average Sold Price by Quarter



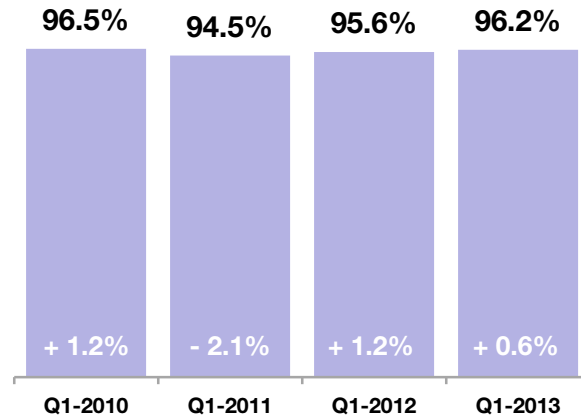
# Percent of List Price Received



## First Quarter

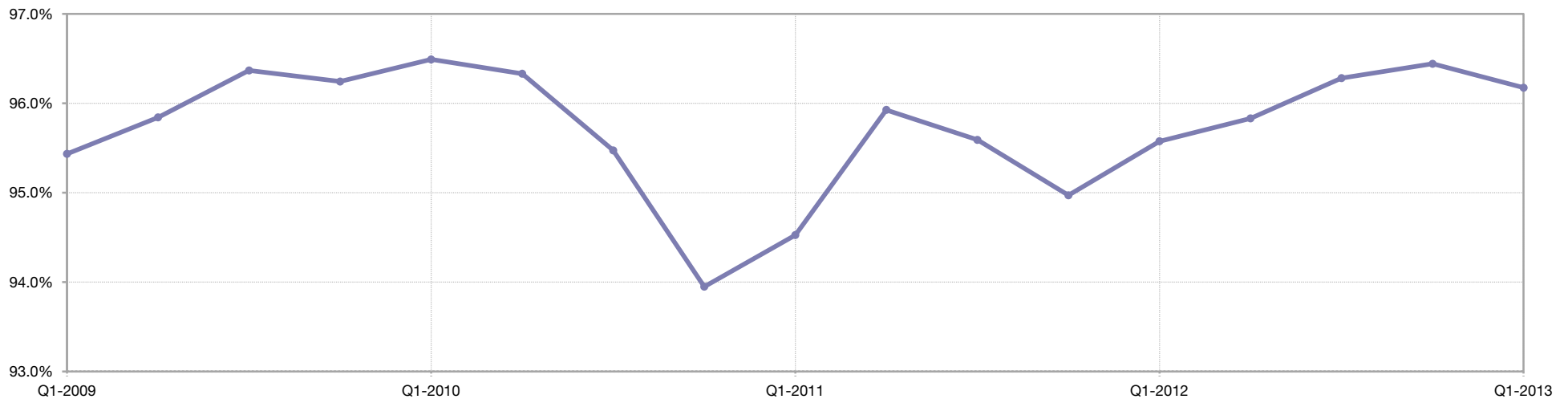


## Year to Date



	Pct. of List Price Received	Percent Change from Previous Year
Q2-2010	96.3%	+0.5%
Q3-2010	95.5%	-0.9%
Q4-2010	94.0%	-2.3%
Q1-2011	94.5%	-2.1%
Q2-2011	95.9%	-0.4%
Q3-2011	95.6%	+0.1%
Q4-2011	95.0%	+1.1%
Q1-2012	95.6%	+1.2%
Q2-2012	95.8%	-0.1%
Q3-2012	96.3%	+0.7%
Q4-2012	96.4%	+1.5%
<b>Q1-2013</b>	<b>96.2%</b>	<b>+0.6%</b>

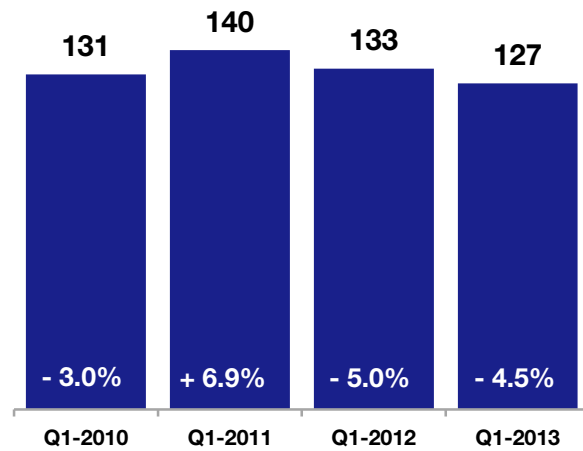
## Historical Percent of List Price Received by Quarter



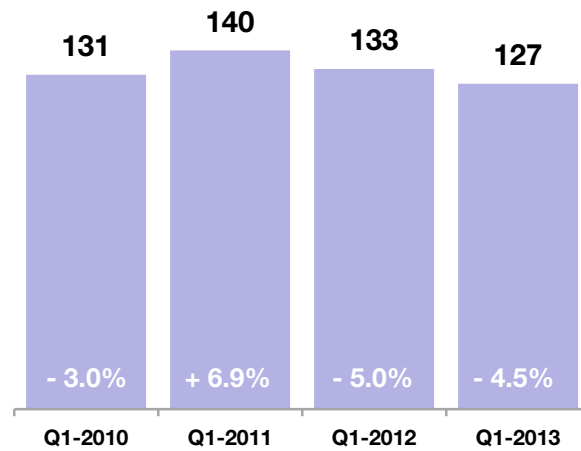
# Days on Market Until Sale



## First Quarter

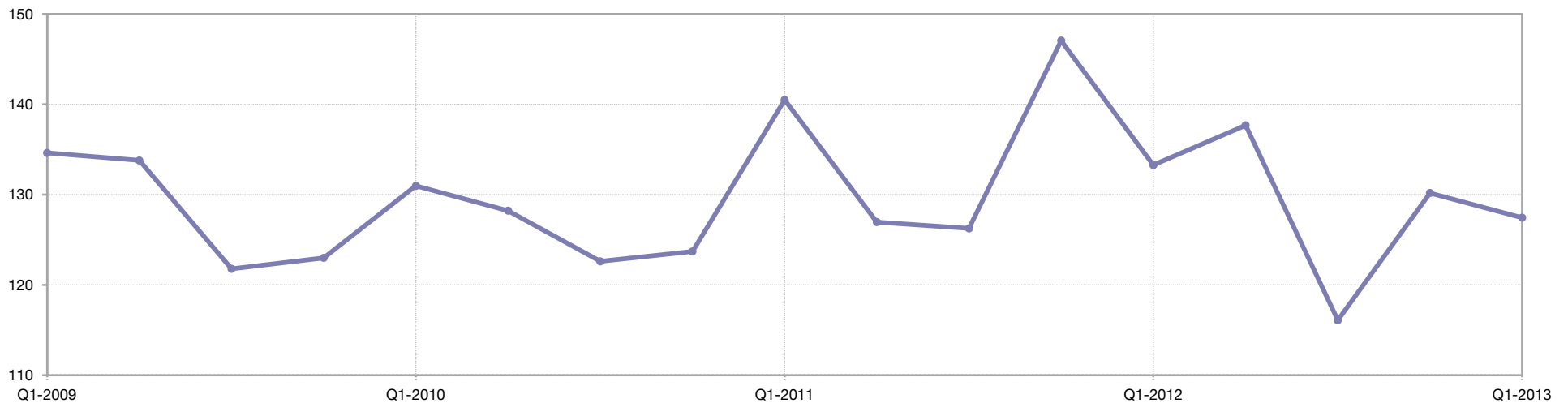


## Year to Date



	Days on Market	Percent Change from Previous Year
Q2-2010	128	-4.5%
Q3-2010	123	+0.8%
Q4-2010	124	+0.8%
Q1-2011	140	+6.9%
Q2-2011	127	-0.8%
Q3-2011	126	+2.4%
Q4-2011	147	+18.5%
Q1-2012	133	-5.0%
Q2-2012	138	+8.7%
Q3-2012	116	-7.9%
Q4-2012	130	-11.6%
<b>Q1-2013</b>	<b>127</b>	<b>-4.5%</b>

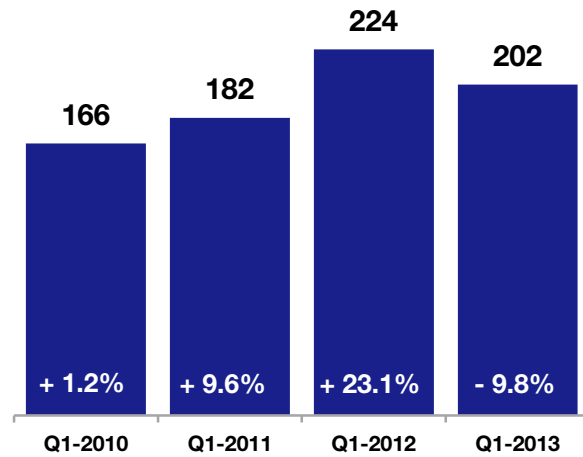
## Historical Days on Market Until Sale by Quarter



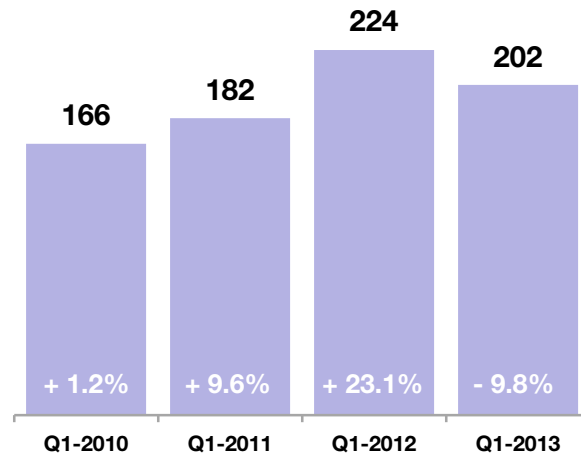
# Housing Affordability Index



## First Quarter

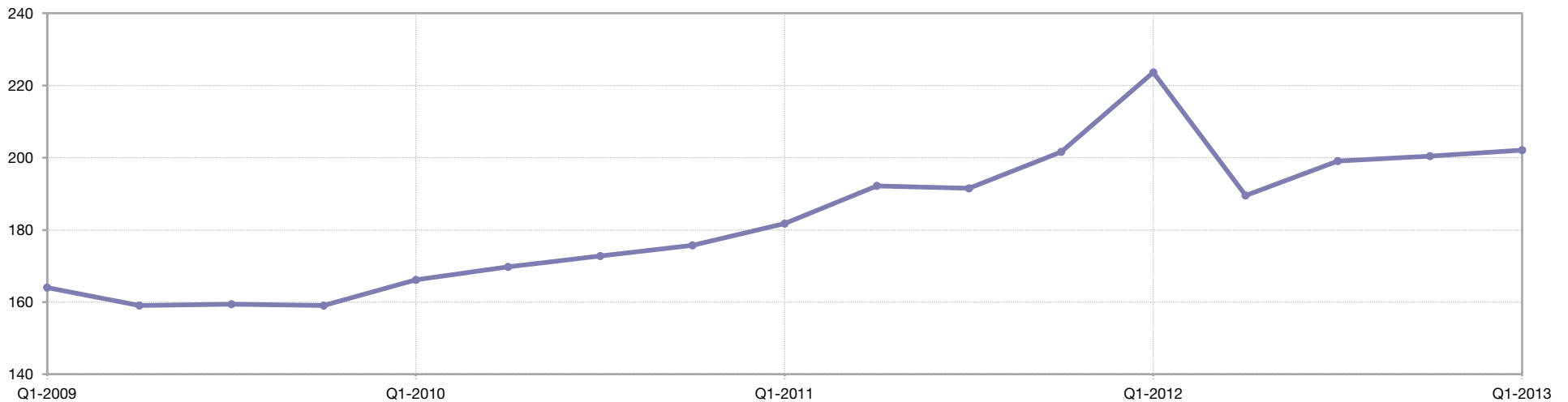


## Year to Date



	Affordability Index	Percent Change from Previous Year
Q2-2010	170	+6.9%
Q3-2010	173	+8.8%
Q4-2010	176	+10.7%
Q1-2011	182	+9.6%
Q2-2011	192	+12.9%
Q3-2011	191	+10.4%
Q4-2011	202	+14.8%
Q1-2012	224	+23.1%
Q2-2012	190	-1.0%
Q3-2012	199	+4.2%
Q4-2012	200	-1.0%
<b>Q1-2013</b>	<b>202</b>	<b>-9.8%</b>

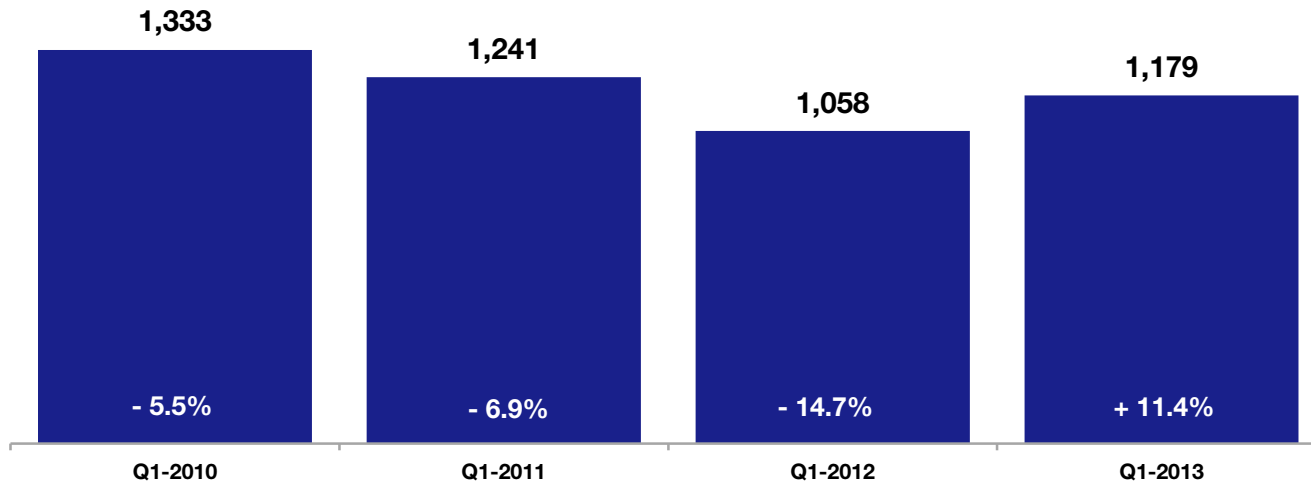
## Historical Housing Affordability Index by Quarter



# Inventory of Active Listings

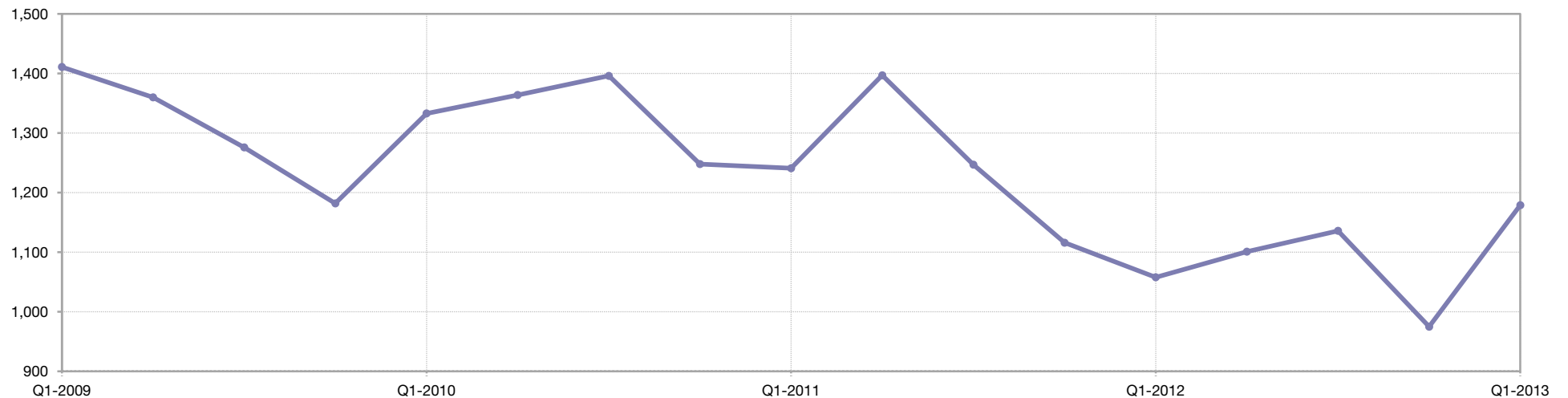


## First Quarter



	Active Listings	Percent Change from Previous Year
Q2-2010	1,364	+0.3%
Q3-2010	1,396	+9.4%
Q4-2010	1,248	+5.6%
Q1-2011	1,241	-6.9%
Q2-2011	1,397	+2.4%
Q3-2011	1,247	-10.7%
Q4-2011	1,116	-10.6%
Q1-2012	1,058	-14.7%
Q2-2012	1,101	-21.2%
Q3-2012	1,136	-8.9%
Q4-2012	975	-12.6%
<b>Q1-2013</b>	<b>1,179</b>	<b>+11.4%</b>

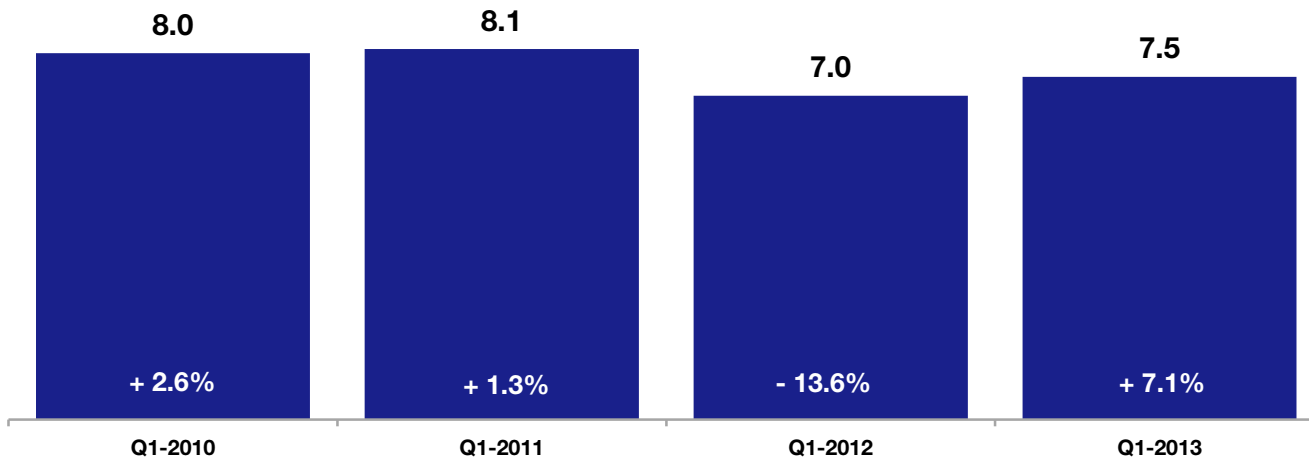
## Historical Inventory of Active Listings by Quarter



# Months Supply of Inventory

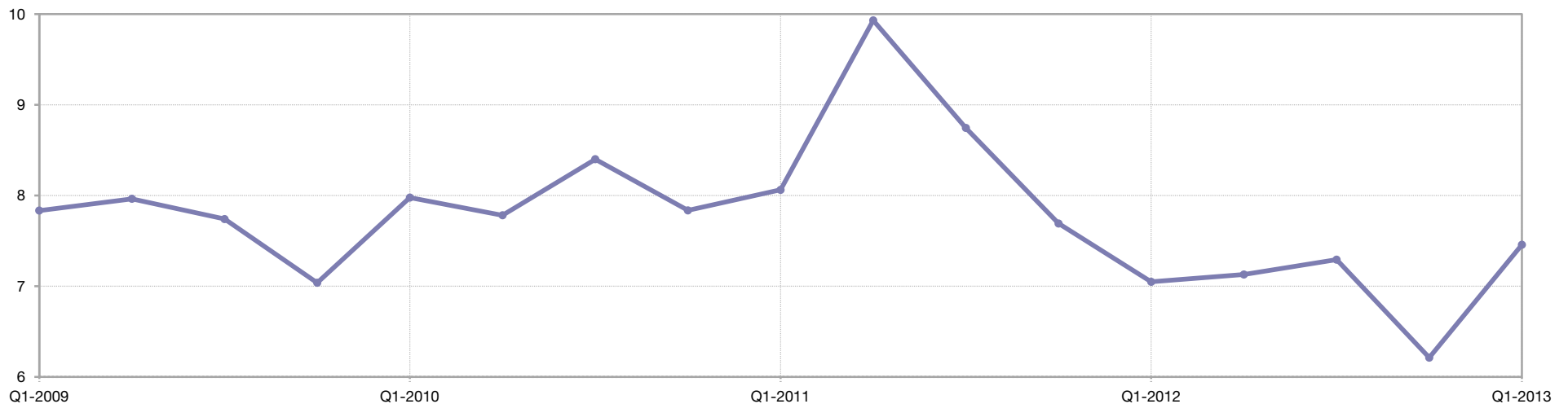


## First Quarter



	Months Supply	Percent Change from Previous Year
Q2-2010	7.8	-2.5%
Q3-2010	8.4	+9.1%
Q4-2010	7.8	+11.4%
Q1-2011	8.1	+1.3%
Q2-2011	9.9	+26.9%
Q3-2011	8.7	+3.6%
Q4-2011	7.7	-1.3%
Q1-2012	7.0	-13.6%
Q2-2012	7.1	-28.3%
Q3-2012	7.3	-16.1%
Q4-2012	6.2	-19.5%
<b>Q1-2013</b>	<b>7.5</b>	<b>+7.1%</b>

## Historical Months Supply of Inventory by Quarter



# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers (e.g., Q3 New Listings are those listings with a system list date from July 1 through September 30).
<b>Pending Sales</b>	A count of all the listings that went into Pending during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sold Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sold Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and average income by county.
<b>Inventory of Active Listings</b>	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
<b>Months Supply of Inventory</b>	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.

# Local Market Update for Quarter 1-2013

A Research Tool Provided by the Colorado Association of REALTORS®

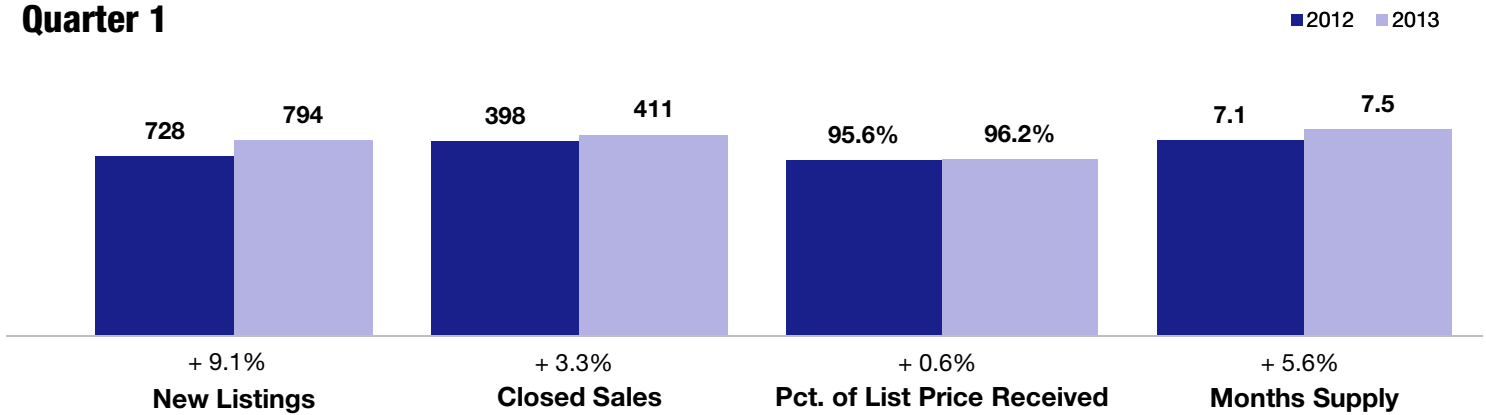


## Pueblo County

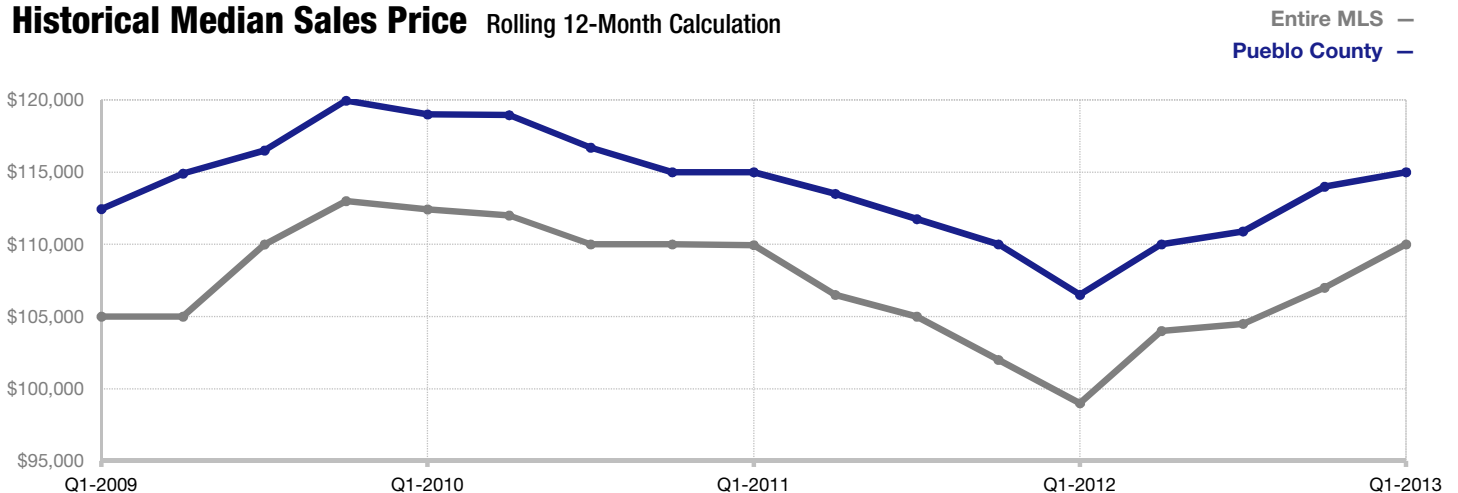
Key Metrics	Quarter 1			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q1-2012	Thru Q1-2013	Percent Change from Previous Year
New Listings	728	<b>794</b>	+ 9.1%	728	<b>794</b>	+ 9.1%
Closed Sales	398	<b>411</b>	+ 3.3%	398	<b>411</b>	+ 3.3%
Median Sales Price*	\$92,000	<b>\$112,000</b>	+ 21.7%	\$92,000	<b>\$112,000</b>	+ 21.7%
Average Sales Price*	\$109,430	<b>\$122,144</b>	+ 11.6%	\$109,430	<b>\$122,144</b>	+ 11.6%
Percent of List Price Received*	95.6%	<b>96.2%</b>	+ 0.6%	95.6%	<b>96.2%</b>	+ 0.6%
Days on Market Until Sale	134	<b>127</b>	- 5.2%	134	<b>127</b>	- 5.2%
Inventory of Homes for Sale	1,068	<b>1,188</b>	+ 11.2%	--	--	--
Months Supply of Inventory	7.1	<b>7.5</b>	+ 5.6%	--	--	--

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

### Quarter 1



### Historical Median Sales Price Rolling 12-Month Calculation





# Local Market Update for Quarter 1-2013

A Research Tool Provided by the Colorado Association of REALTORS®

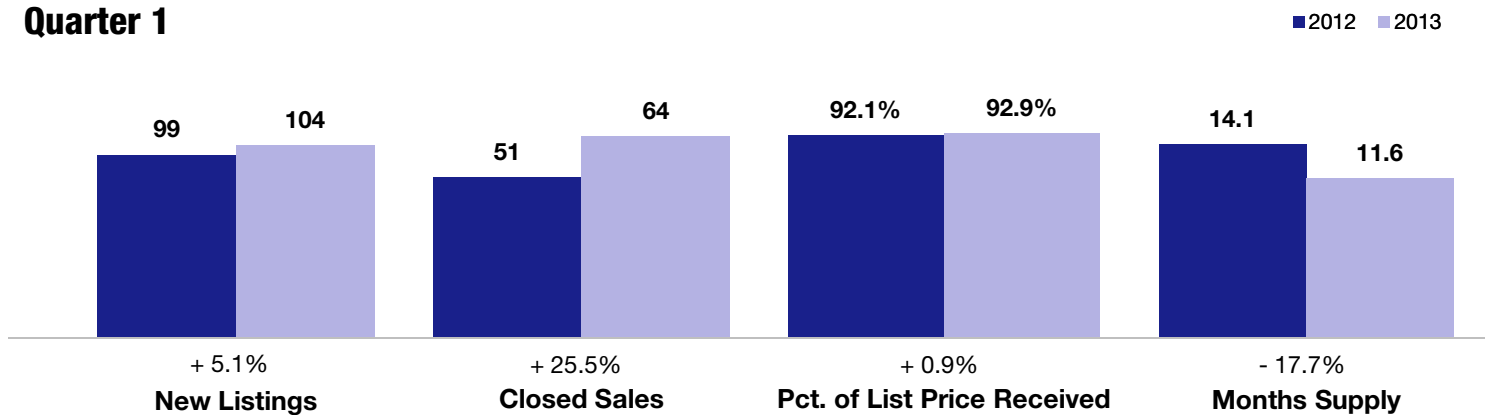


## Arkansas Valley/Otero County

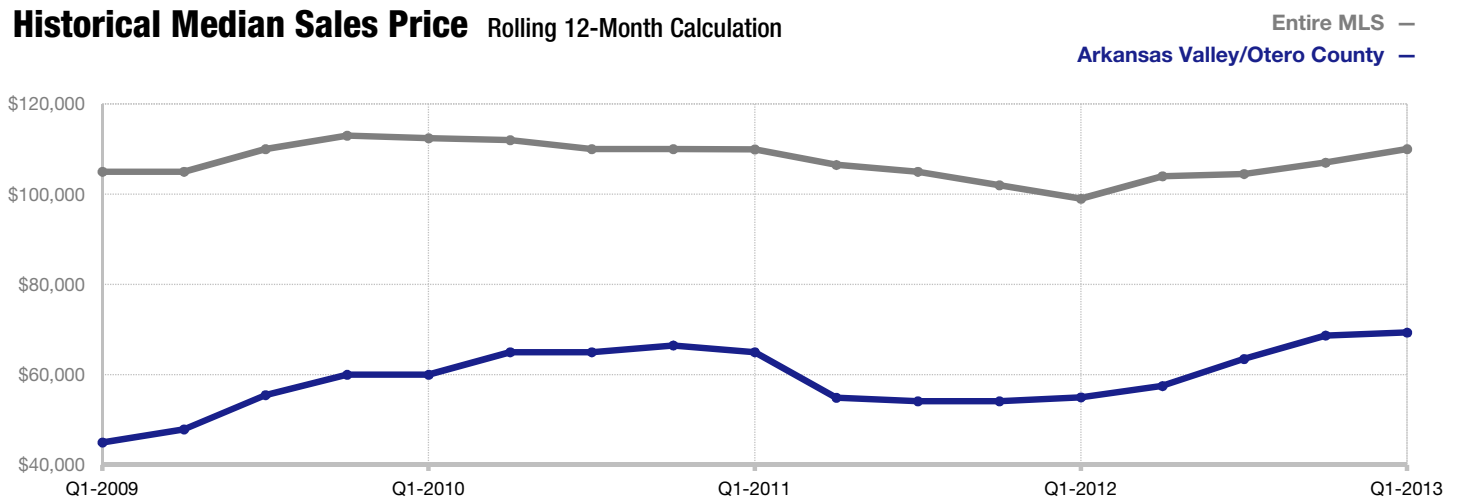
Key Metrics	Quarter 1			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q1-2012	Thru Q1-2013	Percent Change from Previous Year
New Listings	99	104	+ 5.1%	99	104	+ 5.1%
Closed Sales	51	64	+ 25.5%	51	64	+ 25.5%
Median Sales Price*	\$45,450	\$55,000	+ 21.0%	\$45,450	\$55,000	+ 21.0%
Average Sales Price*	\$63,064	\$66,130	+ 4.9%	\$63,064	\$66,130	+ 4.9%
Percent of List Price Received*	92.1%	92.9%	+ 0.9%	92.1%	92.9%	+ 0.9%
Days on Market Until Sale	185	191	+ 3.2%	185	191	+ 3.2%
Inventory of Homes for Sale	252	240	- 4.8%	--	--	--
Months Supply of Inventory	14.1	11.6	- 17.7%	--	--	--

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

### Quarter 1



### Historical Median Sales Price Rolling 12-Month Calculation



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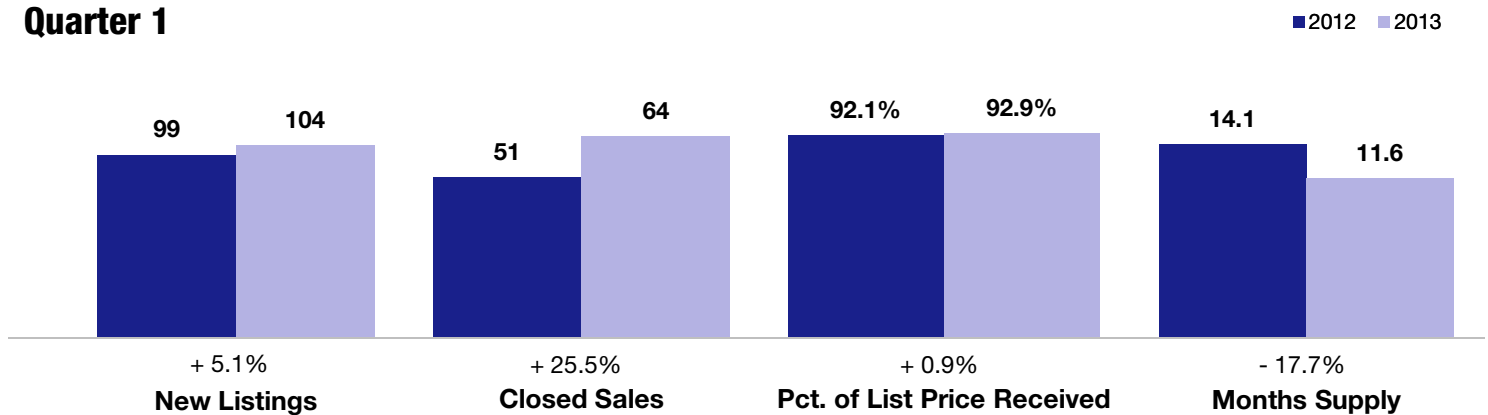


## Arkansas Valley/Otero County

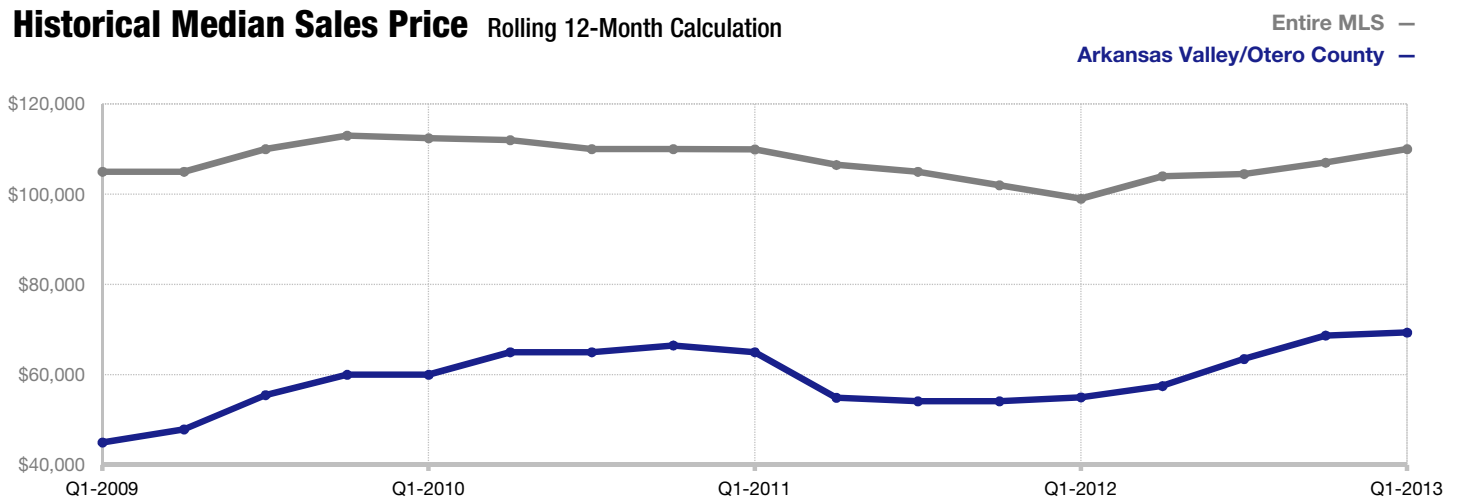
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### Quarter 1



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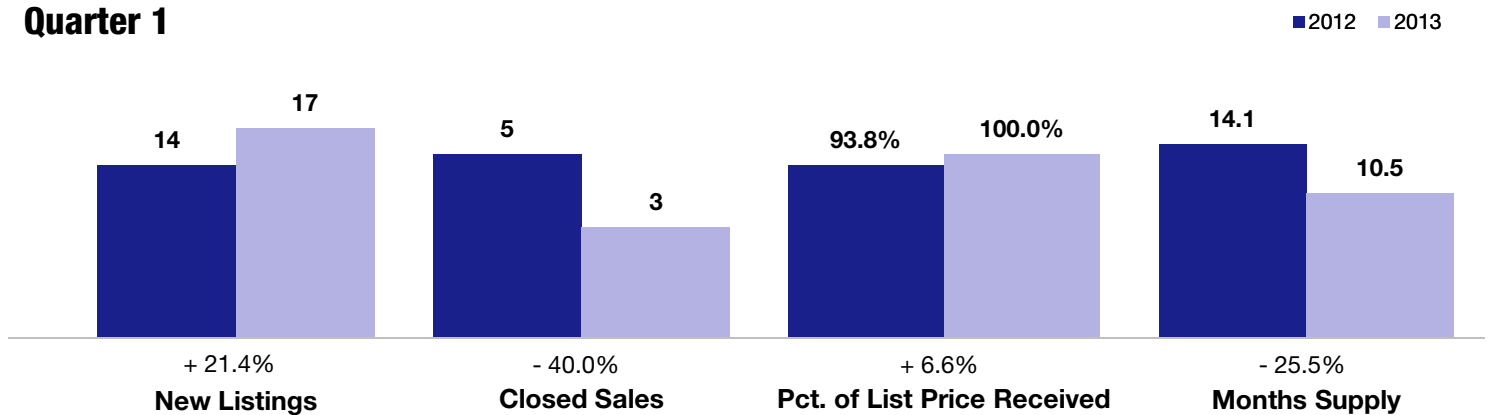


## Fowler

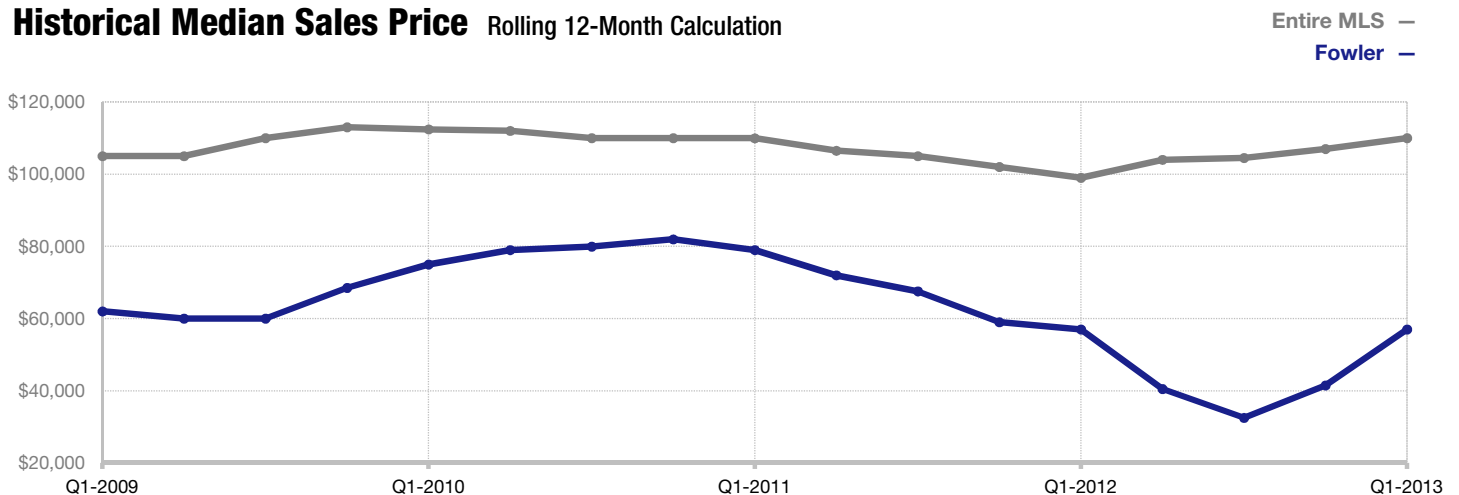
Key Metrics	Quarter 1			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q1-2012	Thru Q1-2013	Percent Change from Previous Year
New Listings	14	17	+ 21.4%	14	17	+ 21.4%
Closed Sales	5	3	- 40.0%	5	3	- 40.0%
Median Sales Price*	\$32,000	\$57,000	+ 78.1%	\$32,000	\$57,000	+ 78.1%
Average Sales Price*	\$58,000	\$67,300	+ 16.0%	\$58,000	\$67,300	+ 16.0%
Percent of List Price Received*	93.8%	100.0%	+ 6.6%	93.8%	100.0%	+ 6.6%
Days on Market Until Sale	119	70	- 41.2%	119	70	- 41.2%
Inventory of Homes for Sale	31	25	- 19.4%	--	--	--
Months Supply of Inventory	14.1	10.5	- 25.5%	--	--	--

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### Quarter 1



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for Quarter 1-2013

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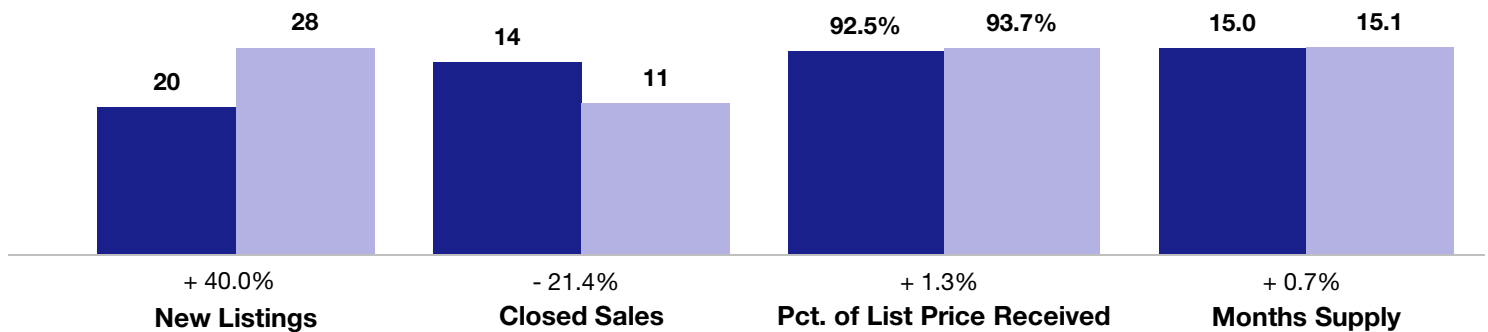
## Fremont County

Key Metrics	Quarter 1			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q1-2012	Thru Q1-2013	Percent Change from Previous Year
New Listings	20	<b>28</b>	+ 40.0%	20	<b>28</b>	+ 40.0%
Closed Sales	14	<b>11</b>	- 21.4%	14	<b>11</b>	- 21.4%
Median Sales Price*	\$74,500	<b>\$31,350</b>	- 57.9%	\$74,500	<b>\$31,350</b>	- 57.9%
Average Sales Price*	\$92,460	<b>\$89,662</b>	- 3.0%	\$92,460	<b>\$89,662</b>	- 3.0%
Percent of List Price Received*	92.5%	<b>93.7%</b>	+ 1.3%	92.5%	<b>93.7%</b>	+ 1.3%
Days on Market Until Sale	182	<b>130</b>	- 28.6%	182	<b>130</b>	- 28.6%
Inventory of Homes for Sale	65	<b>64</b>	- 1.5%	--	--	--
Months Supply of Inventory	15.0	<b>15.1</b>	+ 0.7%	--	--	--

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

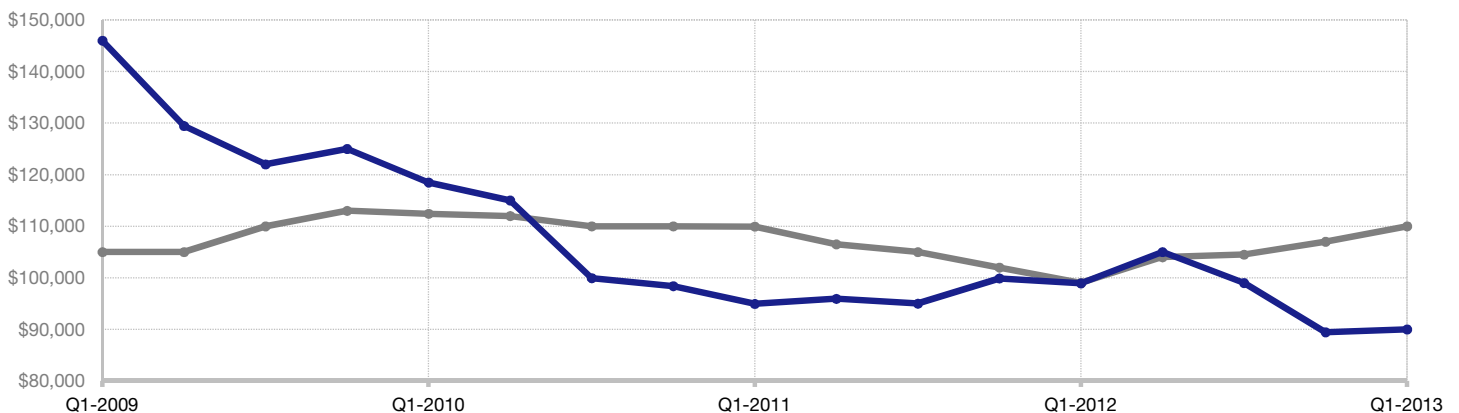
### Quarter 1

■ 2012 ■ 2013



### Historical Median Sales Price Rolling 12-Month Calculation

Entire MLS —  
Fremont County —



# Local Market Update for Quarter 1-2013

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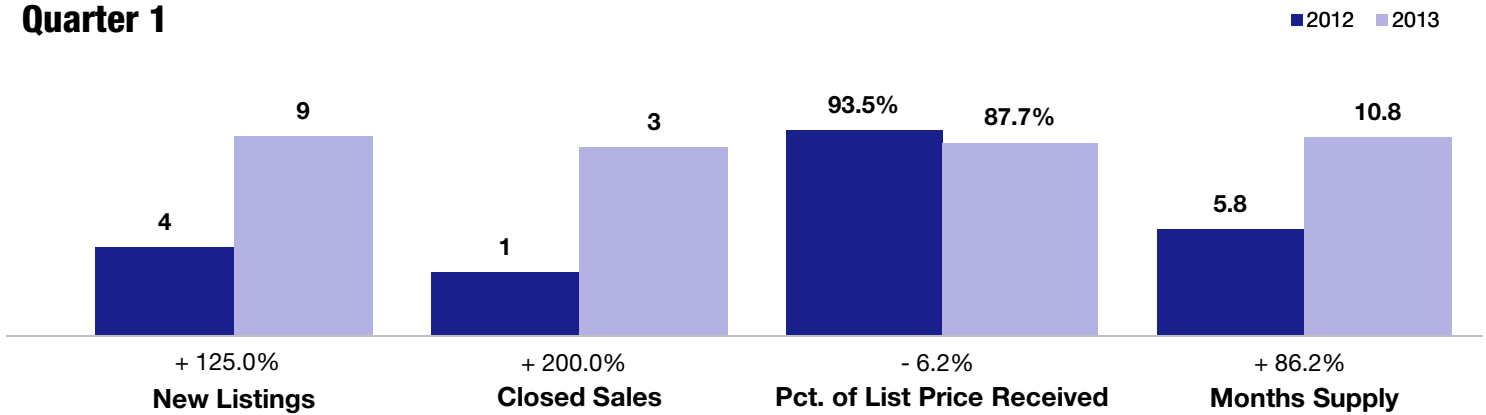


## Huerfano County

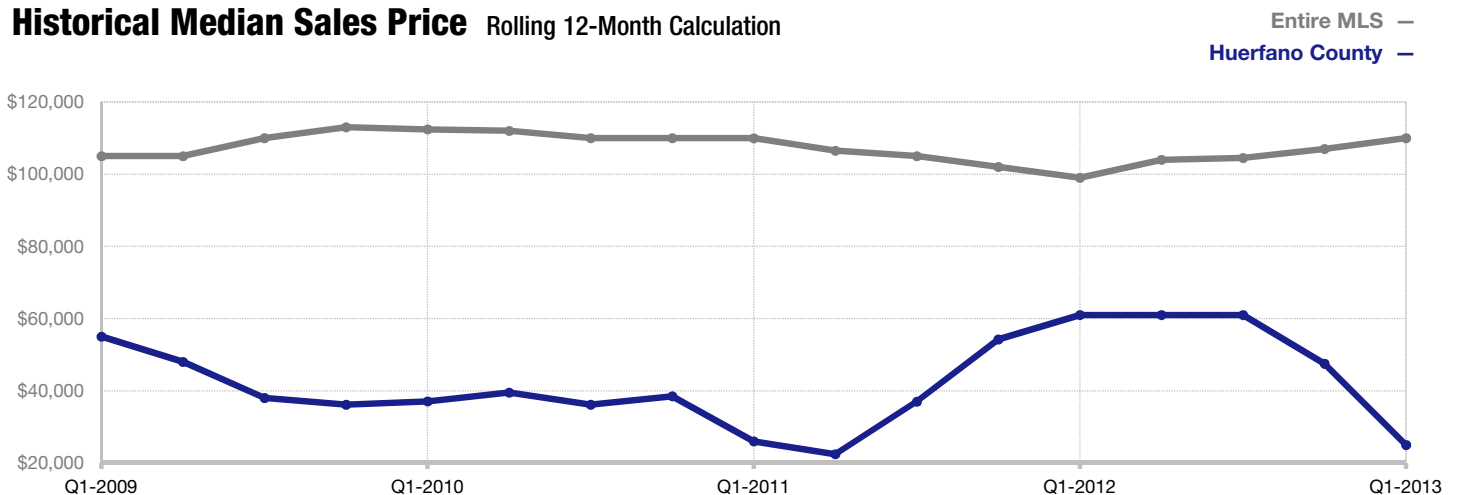
Key Metrics	Quarter 1			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q1-2012	Thru Q1-2013	Percent Change from Previous Year
New Listings	4	9	+ 125.0%	4	9	+ 125.0%
Closed Sales	1	3	+ 200.0%	1	3	+ 200.0%
Median Sales Price*	\$70,000	\$51,250	- 26.8%	\$70,000	\$51,250	- 26.8%
Average Sales Price*	\$70,000	\$51,250	- 26.8%	\$70,000	\$51,250	- 26.8%
Percent of List Price Received*	93.5%	87.7%	- 6.2%	93.5%	87.7%	- 6.2%
Days on Market Until Sale	70	87	+ 24.3%	70	87	+ 24.3%
Inventory of Homes for Sale	8	13	+ 62.5%	--	--	--
Months Supply of Inventory	5.8	10.8	+ 86.2%	--	--	--

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### Quarter 1



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for Quarter 1-2013

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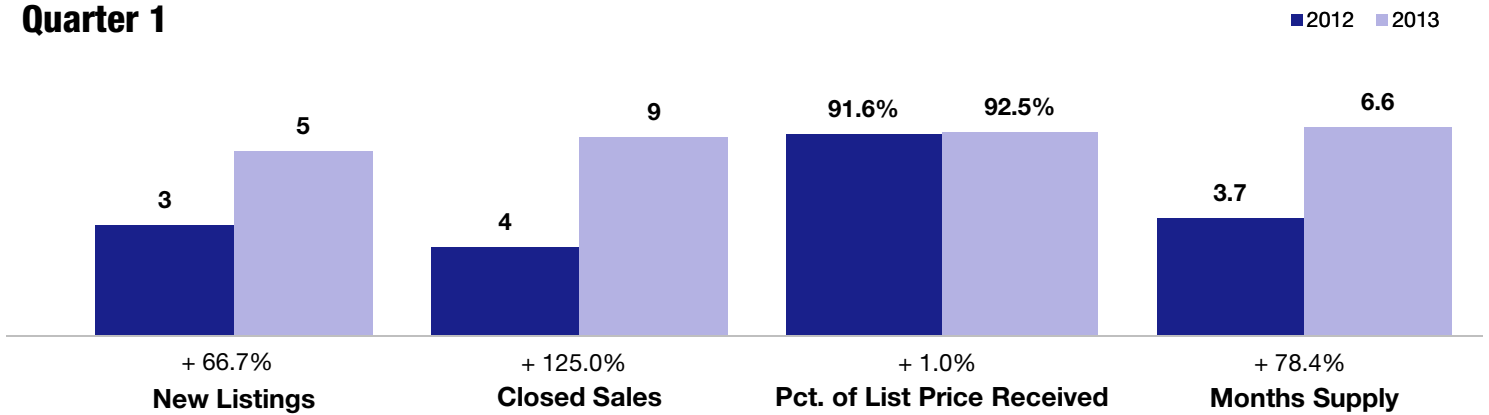


## Las Animas

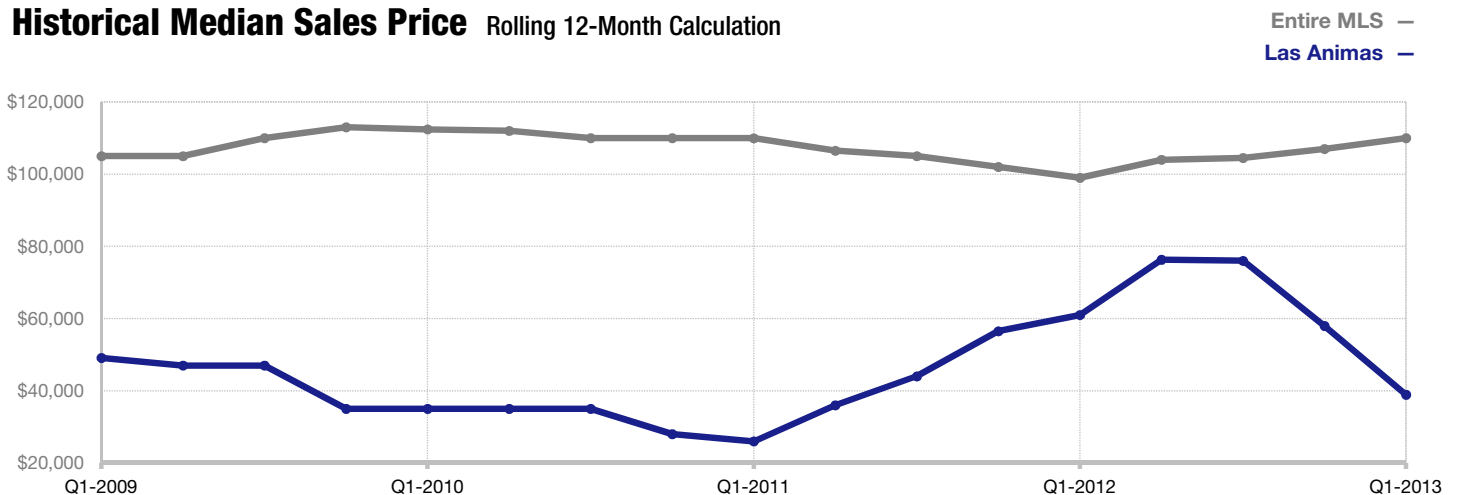
Key Metrics	Quarter 1			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q1-2012	Thru Q1-2013	Percent Change from Previous Year
New Listings	3	5	+ 66.7%	3	5	+ 66.7%
Closed Sales	4	9	+ 125.0%	4	9	+ 125.0%
Median Sales Price*	\$37,900	<b>\$20,000</b>	- 47.2%	\$37,900	<b>\$20,000</b>	- 47.2%
Average Sales Price*	\$43,825	<b>\$37,829</b>	- 13.7%	\$43,825	<b>\$37,829</b>	- 13.7%
Percent of List Price Received*	91.6%	<b>92.5%</b>	+ 1.0%	91.6%	<b>92.5%</b>	+ 1.0%
Days on Market Until Sale	218	<b>232</b>	+ 6.4%	218	<b>232</b>	+ 6.4%
Inventory of Homes for Sale	8	<b>14</b>	+ 75.0%	--	--	--
Months Supply of Inventory	3.7	<b>6.6</b>	+ 78.4%	--	--	--

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### Quarter 1



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for Quarter 1-2013

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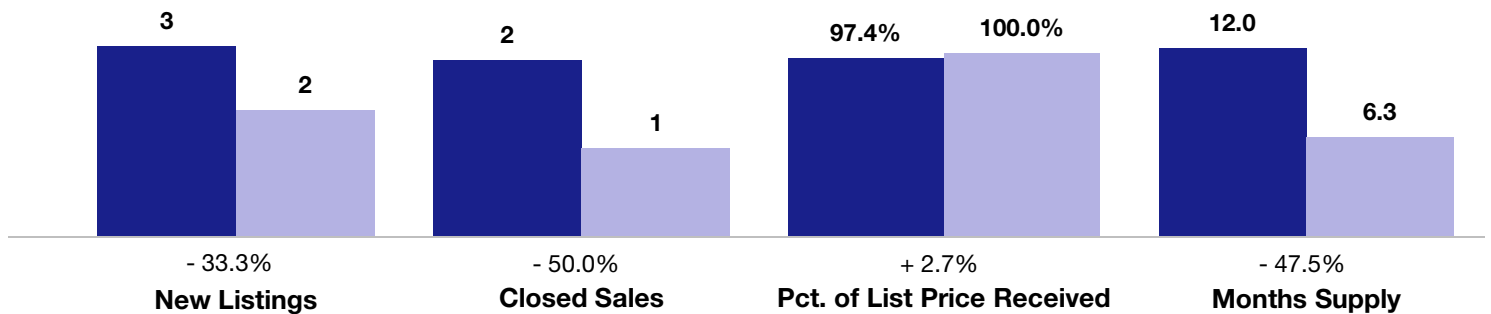
## Manzanola

Key Metrics	Quarter 1			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q1-2012	Thru Q1-2013	Percent Change from Previous Year
New Listings	3	2	- 33.3%	3	2	- 33.3%
Closed Sales	2	1	- 50.0%	2	1	- 50.0%
Median Sales Price*	\$73,950	\$125,000	+ 69.0%	\$73,950	\$125,000	+ 69.0%
Average Sales Price*	\$73,950	\$125,000	+ 69.0%	\$73,950	\$125,000	+ 69.0%
Percent of List Price Received*	97.4%	100.0%	+ 2.7%	97.4%	100.0%	+ 2.7%
Days on Market Until Sale	234	36	- 84.6%	234	36	- 84.6%
Inventory of Homes for Sale	12	9	- 25.0%	--	--	--
Months Supply of Inventory	12.0	6.3	- 47.5%	--	--	--

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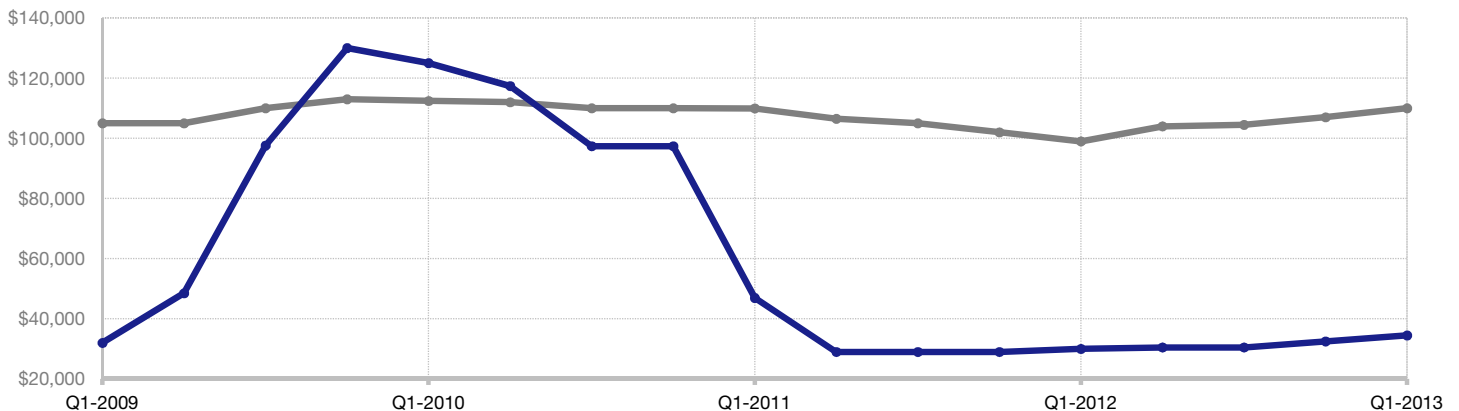
### Quarter 1

■ 2012 ■ 2013



### Historical Median Sales Price Rolling 12-Month Calculation

Entire MLS —  
Manzanola —



# Local Market Update for Quarter 1-2013

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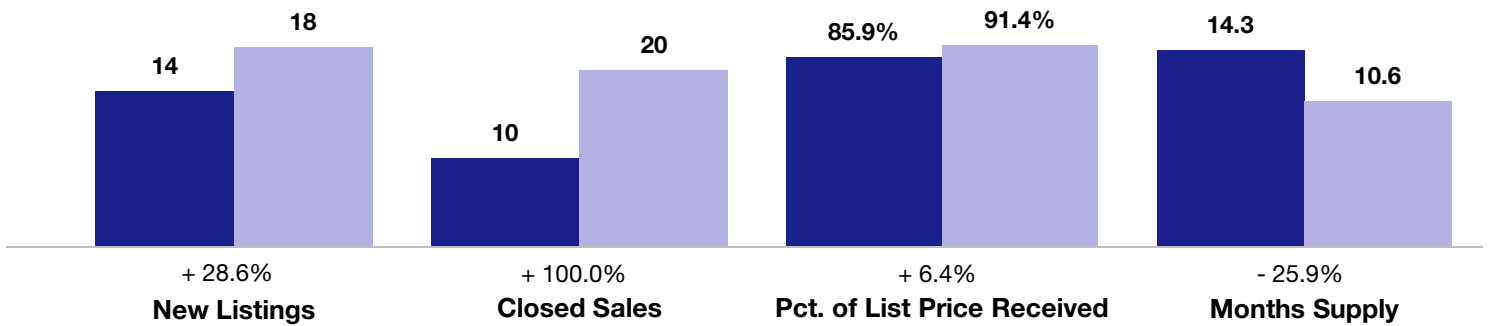
## Rocky Ford

Key Metrics	Quarter 1			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q1-2012	Thru Q1-2013	Percent Change from Previous Year
New Listings	14	18	+ 28.6%	14	18	+ 28.6%
Closed Sales	10	20	+ 100.0%	10	20	+ 100.0%
Median Sales Price*	\$47,500	\$65,000	+ 36.8%	\$47,500	\$65,000	+ 36.8%
Average Sales Price*	\$55,510	\$66,937	+ 20.6%	\$55,510	\$66,937	+ 20.6%
Percent of List Price Received*	85.9%	91.4%	+ 6.4%	85.9%	91.4%	+ 6.4%
Days on Market Until Sale	169	188	+ 11.2%	169	188	+ 11.2%
Inventory of Homes for Sale	44	48	+ 9.1%	--	--	--
Months Supply of Inventory	14.3	10.6	- 25.9%	--	--	--

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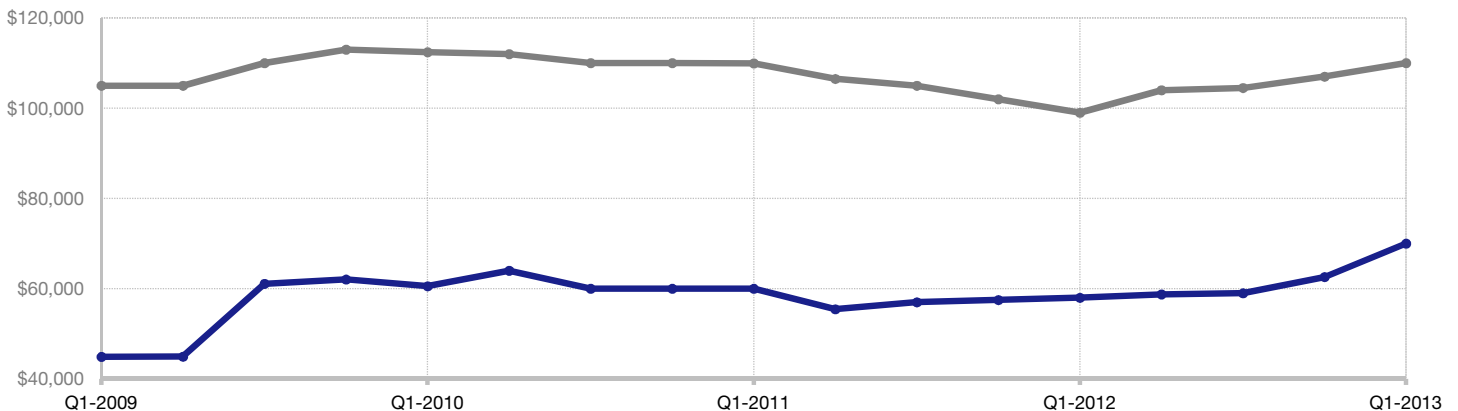
### Quarter 1

■ 2012 ■ 2013



### Historical Median Sales Price Rolling 12-Month Calculation

Entire MLS —  
Rocky Ford —





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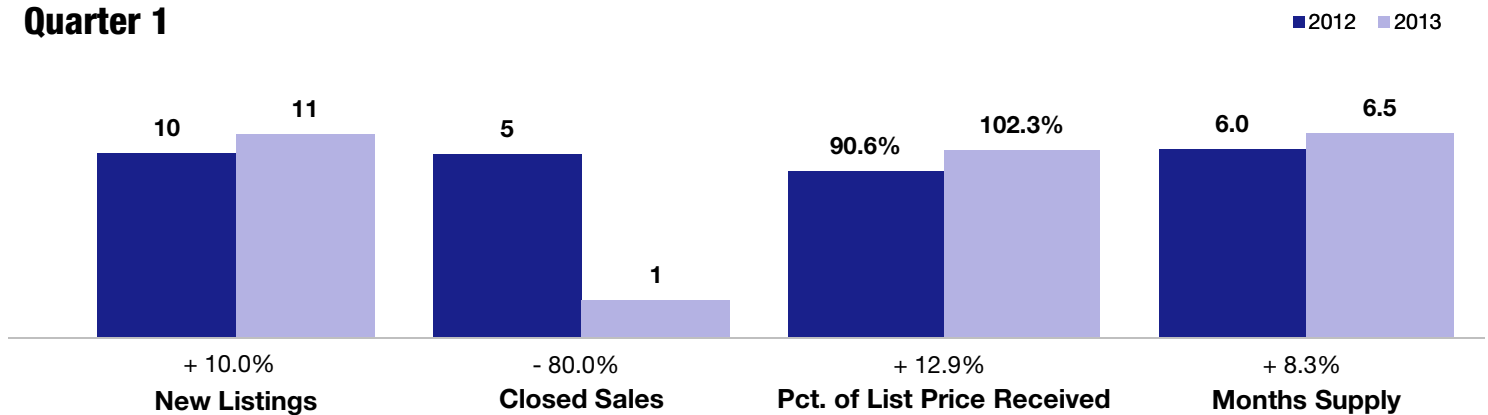


## El Paso County

Key Metrics	Quarter 1			Year to Date		
	2012	2013	Percent Change from Previous Year	Thru Q1-2012	Thru Q1-2013	Percent Change from Previous Year
New Listings	10	11	+ 10.0%	10	11	+ 10.0%
Closed Sales	5	1	- 80.0%	5	1	- 80.0%
Median Sales Price*	\$83,211	\$153,500	+ 84.5%	\$83,211	\$153,500	+ 84.5%
Average Sales Price*	\$88,442	\$153,500	+ 73.6%	\$88,442	\$153,500	+ 73.6%
Percent of List Price Received*	90.6%	102.3%	+ 12.9%	90.6%	102.3%	+ 12.9%
Days on Market Until Sale	81	57	- 29.6%	81	57	- 29.6%
Inventory of Homes for Sale	12	15	+ 25.0%	--	--	--
Months Supply of Inventory	6.0	6.5	+ 8.3%	--	--	--

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### Quarter 1



### Historical Median Sales Price Rolling 12-Month Calculation

