

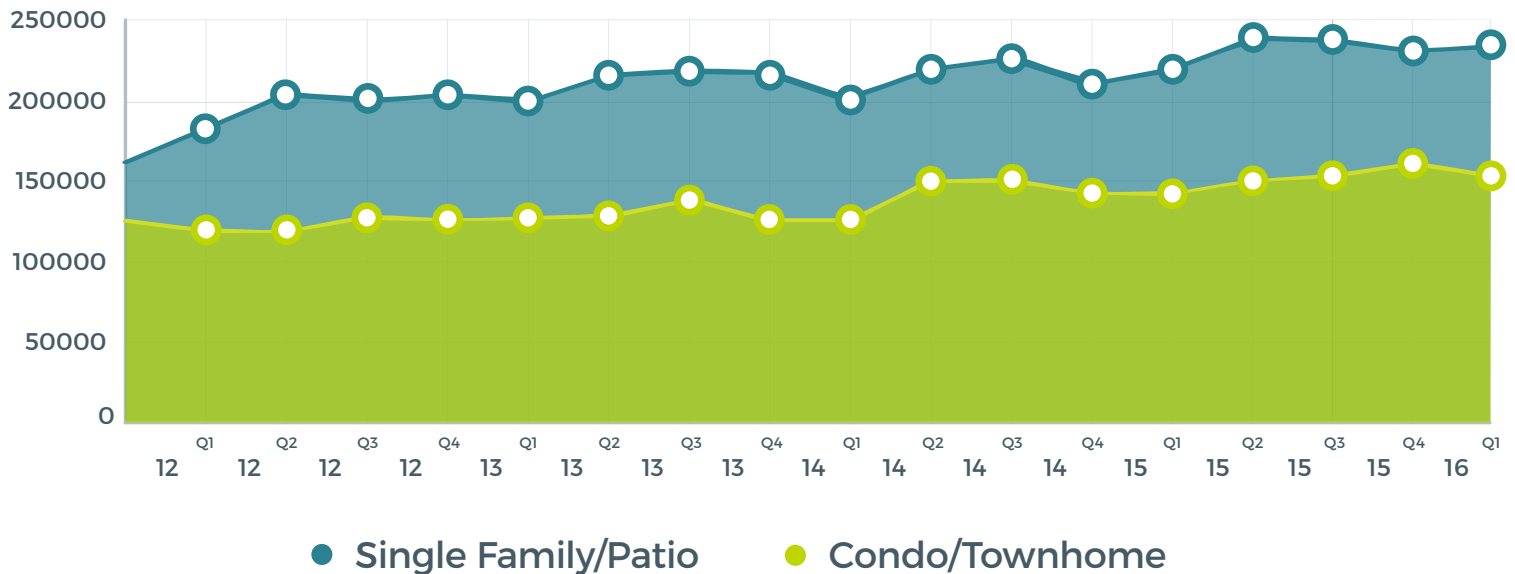
MARKET PROFILE REPORT

EL PASO COUNTY PROFILE-Q1 2016

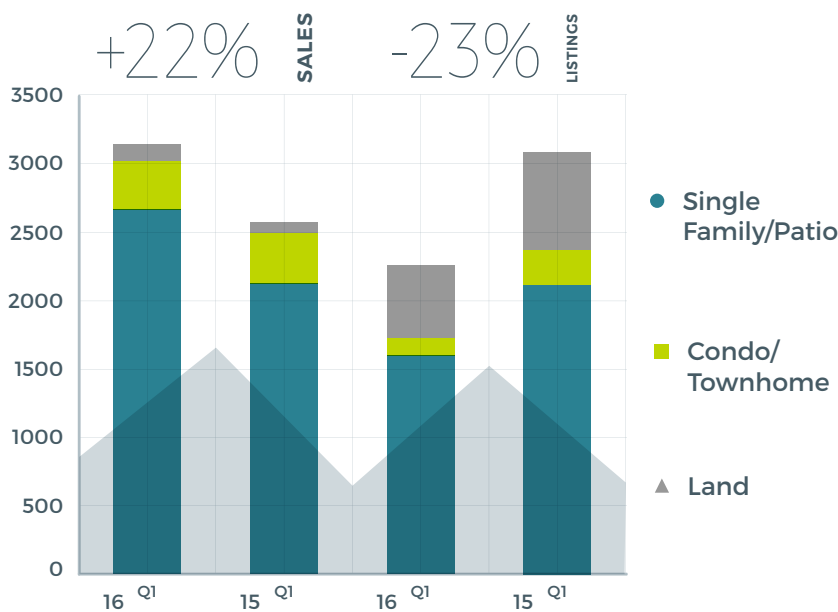


THE EL PASO COUNTY PROFILE INCLUDES ALL PROPERTIES WITHIN EL PASO COUNTY. SINCE THERE IS A SEASONALITY TO OUR MARKET, IT IS MORE VALUABLE TO COMPARE THE SAME QUARTER YEAR OVER YEAR.

HISTORICAL MEDIAN SALES PRICE \$



YEAR TO YEAR COMPARISON OF SALES AND LISTINGS



DAYS ON MARKET



Q1 2015 Q1 2016

-92%
DAYS ON MARKET

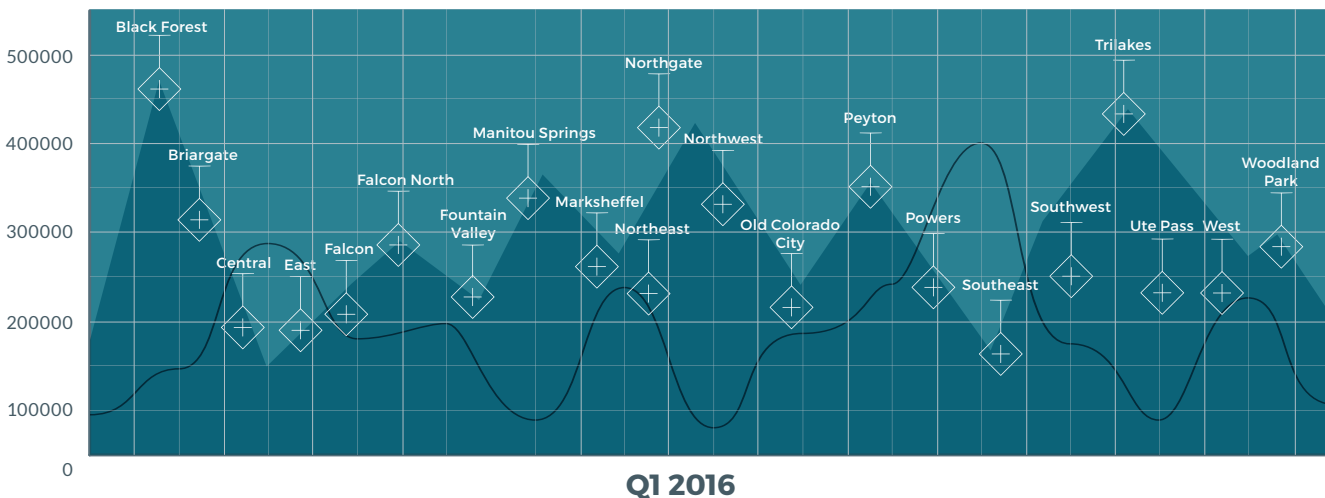
MARKET PROFILE REPORT

NEIGHBORHOOD PROFILES - Q1 2016

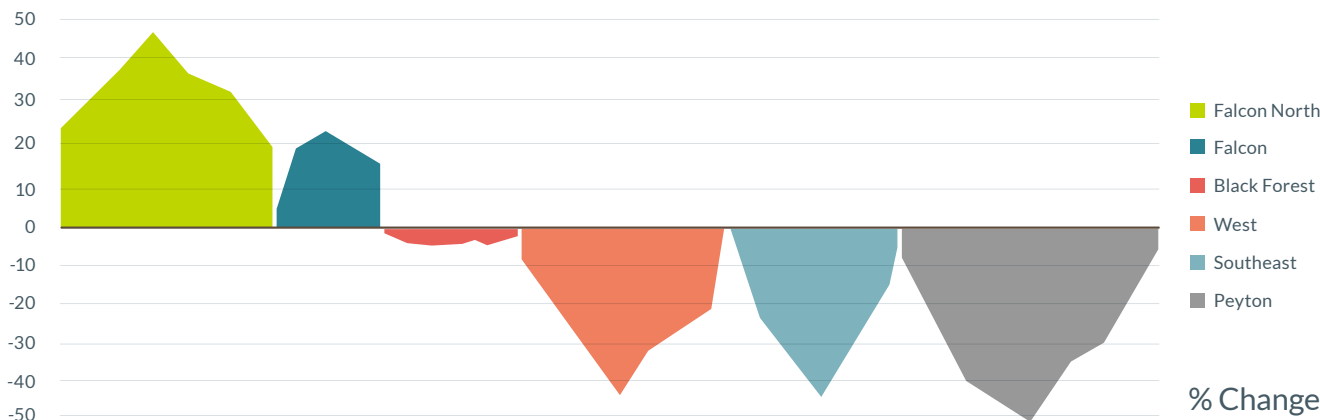


THE PIKES PEAK REGION HAS A DIVERSE GROUP OF NEIGHBORHOODS. HERE WE COMPARE 21 DISTINCT MLS AREAS TO SHOW MEDIAN SALES PRICE, % CHANGE IN ACTIVE LISTINGS AND DAYS ON MARKET.

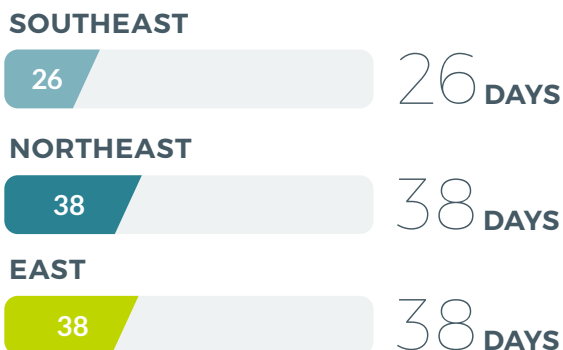
NEIGHBORHOOD MEDIAN SALES PRICE \$



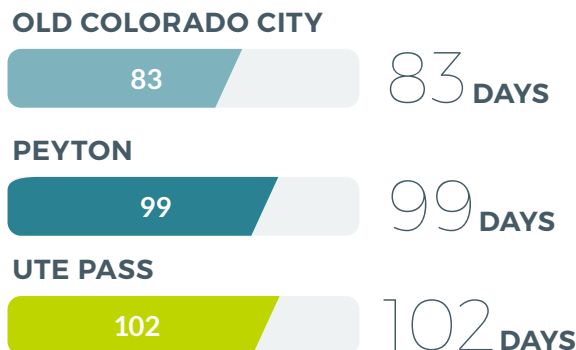
NEIGHBORHOOD CHANGE IN ACTIVE LISTINGS



Lowest Days on Market



Highest Days on Market

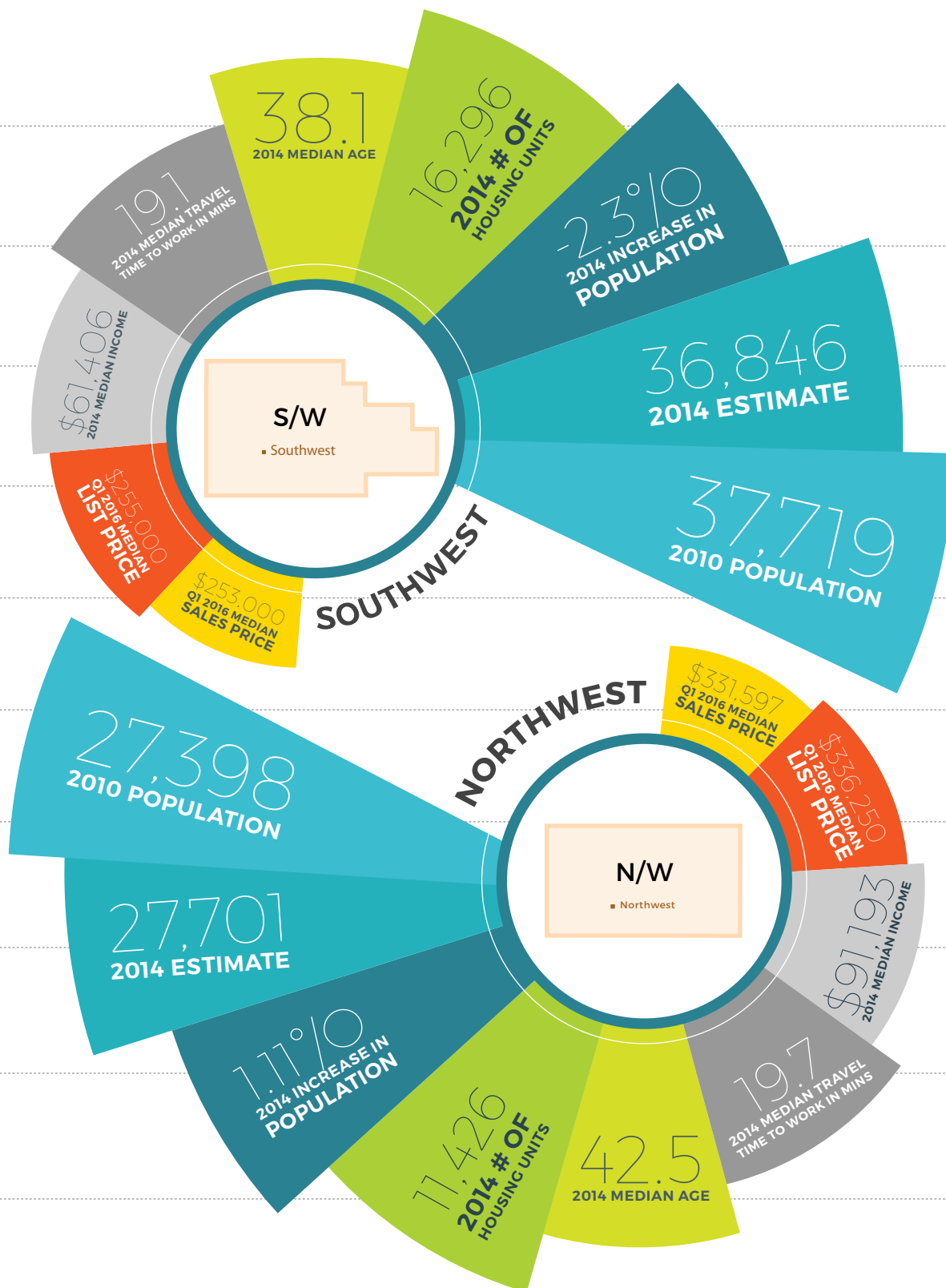


MARKET PROFILE REPORT

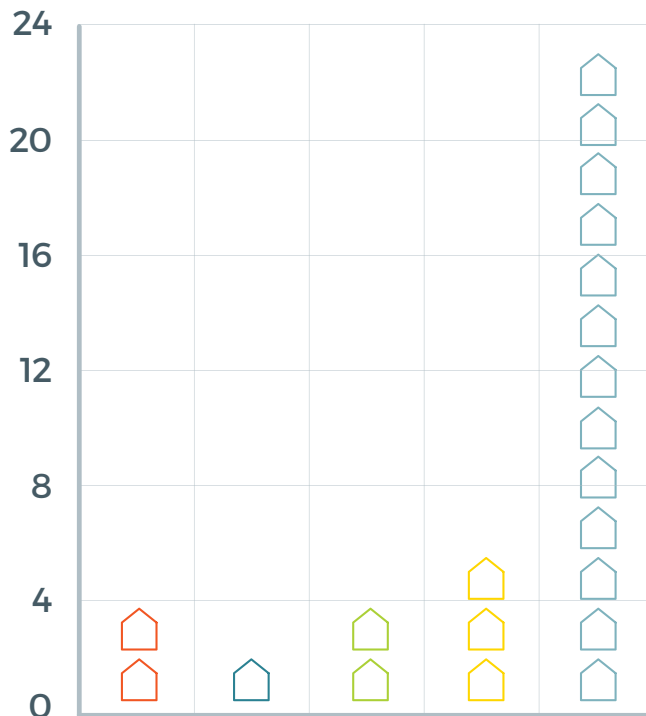
NEIGHBORHOOD COMPARISON



SINCE BUYERS AND SELLERS ARE OFTEN INTERESTED IN HOMES IN SIMILAR NEIGHBORHOODS, HERE WE COMPARE TWO LIKE AREAS INCLUDING MARKET DATA, POPULATION DATA AND DEMOGRAPHICS.



MAILING ADDRESS HERE



MONTHS OF INVENTORY BY PRICE

- \$0-\$225,000 (3.6 months)
- \$225,001-\$350,000 (1.4 months)
- \$350,001-\$500,000 (3.1 months)
- \$500,001-\$750,000 (5.5 months)
- \$750,001+ (22.8 months)

While the Days on Market fell 92% from Q1 2015 to Q1 2016, this statistic doesn't tell the whole story. The Months of Inventory statistic shows how many months of inventory are available right now for a given price range. This gives us a more realistic view that there is only slightly more than 1 month worth of inventory in the \$225,000-\$350,000 range, but almost 2 years of inventory at the \$750,000 and above market.