

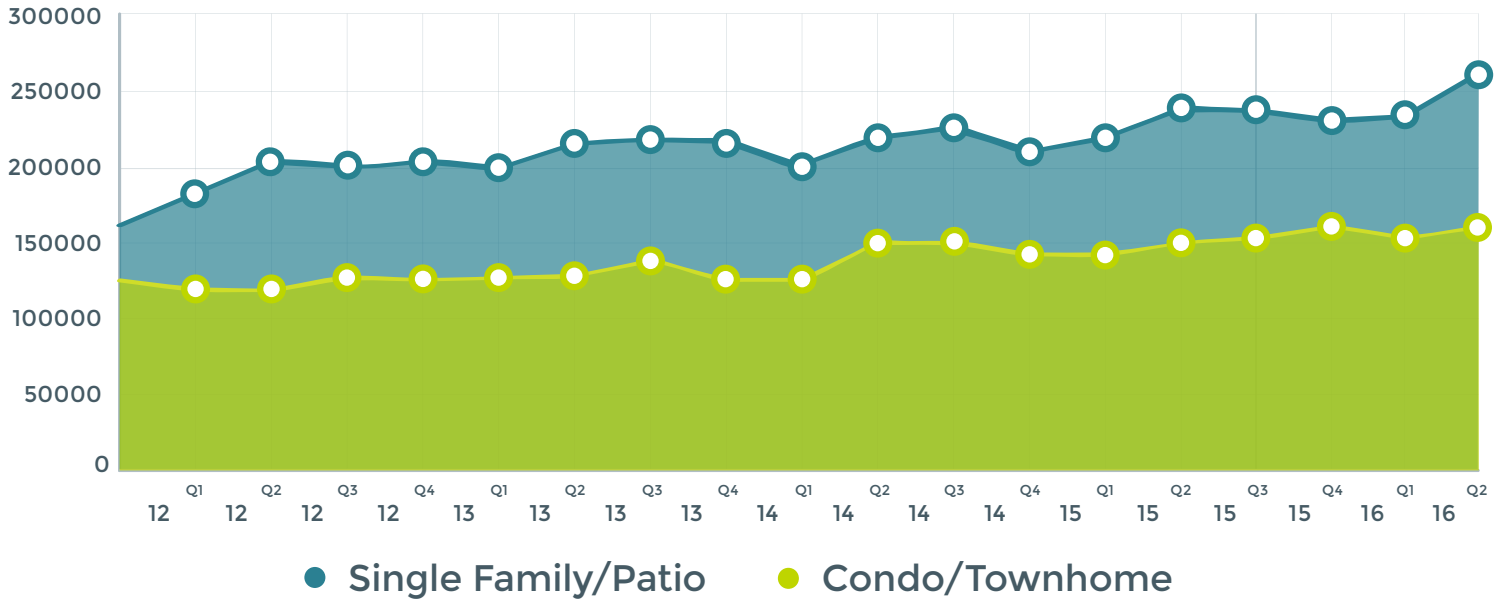
MARKET PROFILE REPORT

EL PASO COUNTY PROFILE-Q2 2016

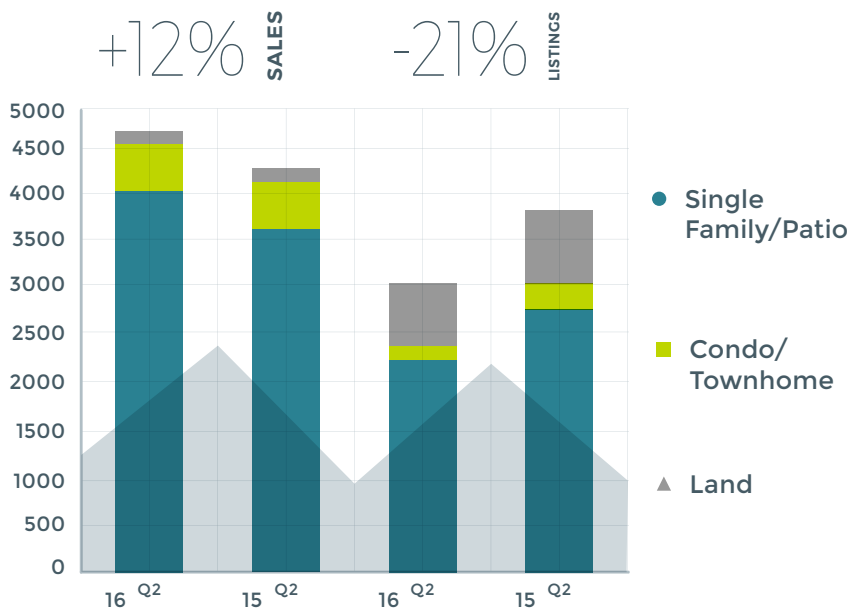


THE EL PASO COUNTY PROFILE INCLUDES ALL PROPERTIES WITHIN EL PASO COUNTY. SINCE THERE IS A SEASONALITY TO OUR MARKET, IT IS MORE VALUABLE TO COMPARE THE SAME QUARTER YEAR OVER YEAR.

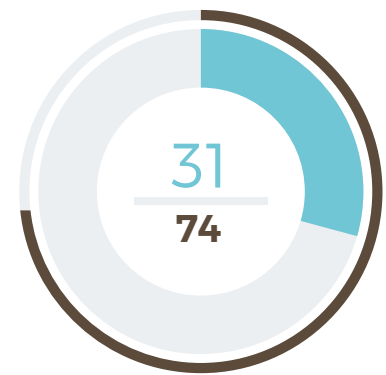
HISTORICAL MEDIAN SALES PRICE \$



YEAR TO YEAR COMPARISON OF SALES AND LISTINGS



DAYS ON MARKET



Q2 2015 Q2 2016

-139%
DAYS ON MARKET

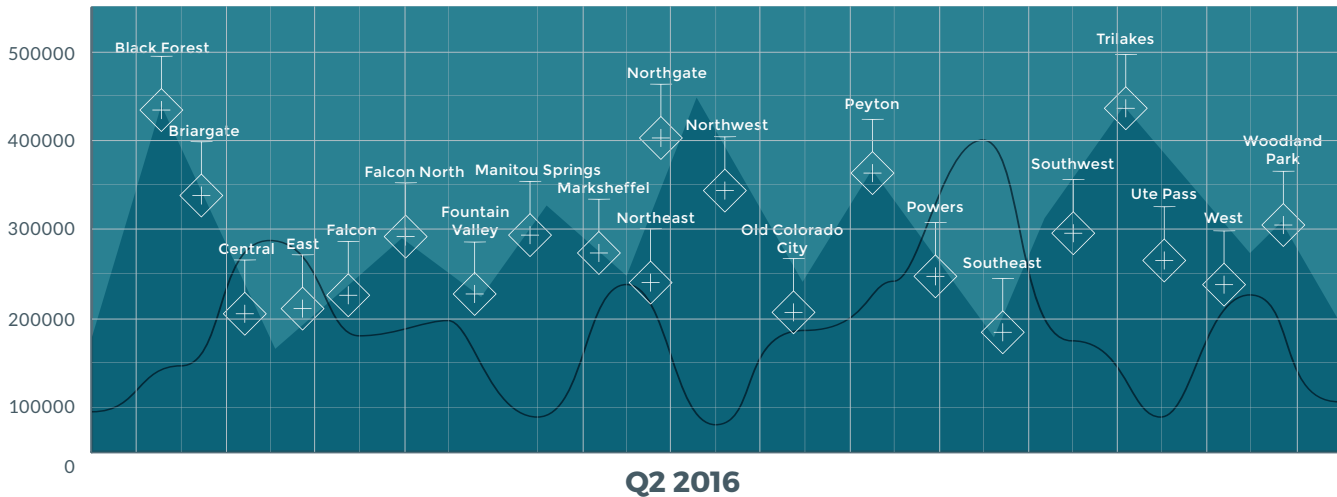
MARKET PROFILE REPORT

NEIGHBORHOOD PROFILES - Q2 2016

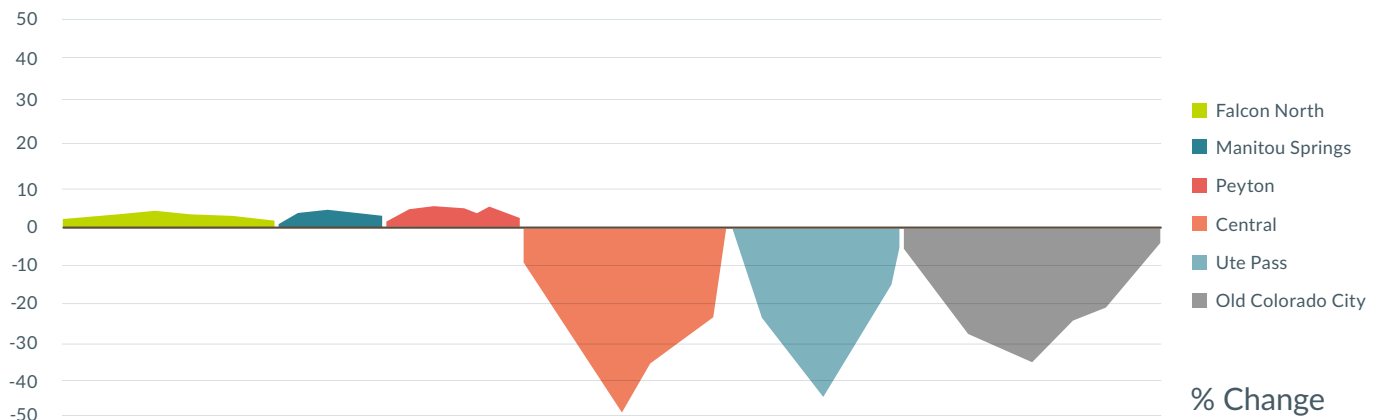


THE PIKES PEAK REGION HAS A DIVERSE GROUP OF NEIGHBORHOODS. HERE WE COMPARE 21 DISTINCT MLS AREAS TO SHOW MEDIAN SALES PRICE, % CHANGE IN ACTIVE LISTINGS AND DAYS ON MARKET.

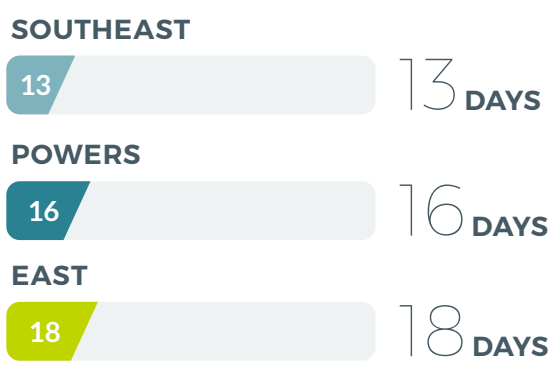
NEIGHBORHOOD MEDIAN SALES PRICE \$



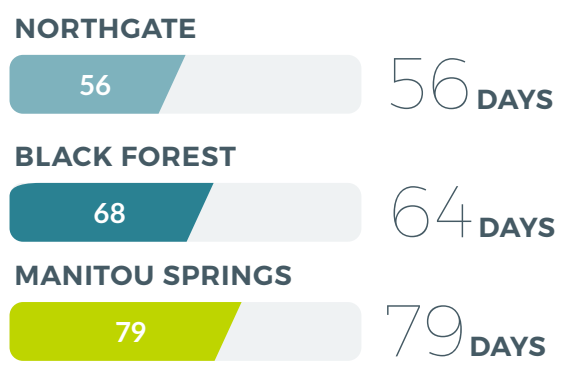
NEIGHBORHOOD CHANGE IN ACTIVE LISTINGS



Lowest Days on Market



Highest Days on Market

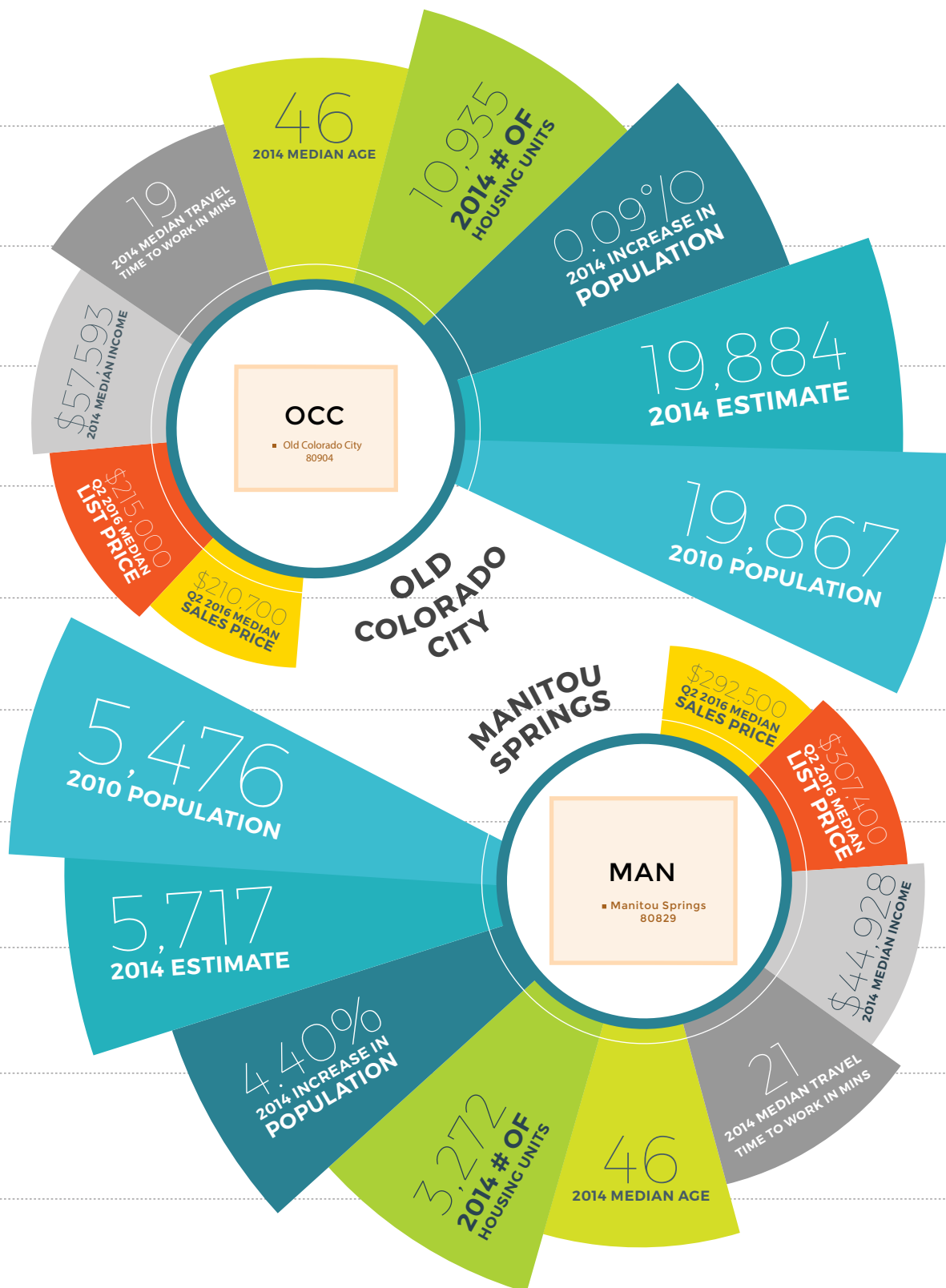


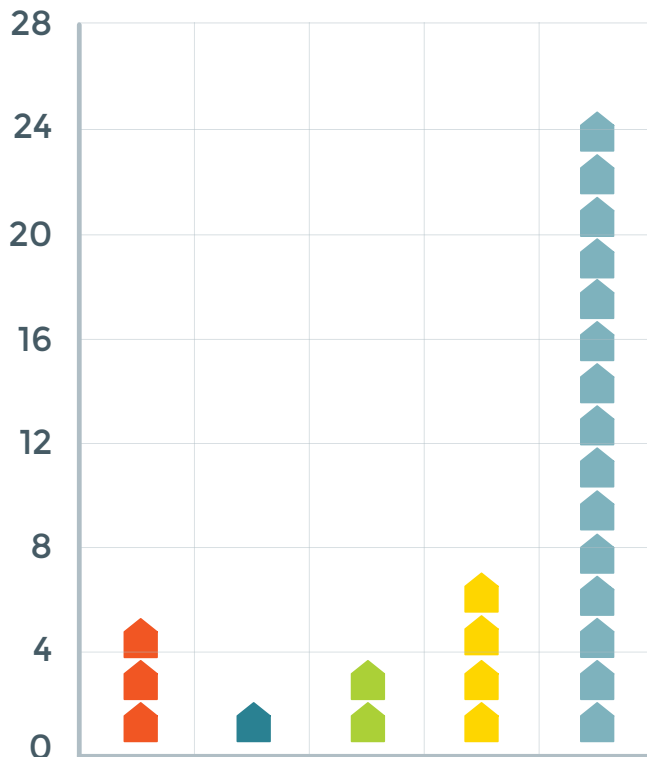
MARKET PROFILE REPORT

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.





MONTHS OF INVENTORY BY PRICE

- \$0-\$225,000 (5.6 months)
- \$225,001-\$350,000 (1.9 months)
- \$350,001-\$500,000 (3.6 months)
- \$500,001-\$750,000 (6.9 months)
- \$750,001+ (25.4 months)

In Q2 2016, Days on Market fell to 31 days, a 139% decline compared to Q2 2015. Again this quarter, we see a large variation of the amount of inventory by home price. This is largely due to the lightning quick sales for homes in the \$225,000-\$350,000 range making it difficult to maintain much inventory, while the price range \$750,000+ has slower homes sales and over 2 years of inventory.