

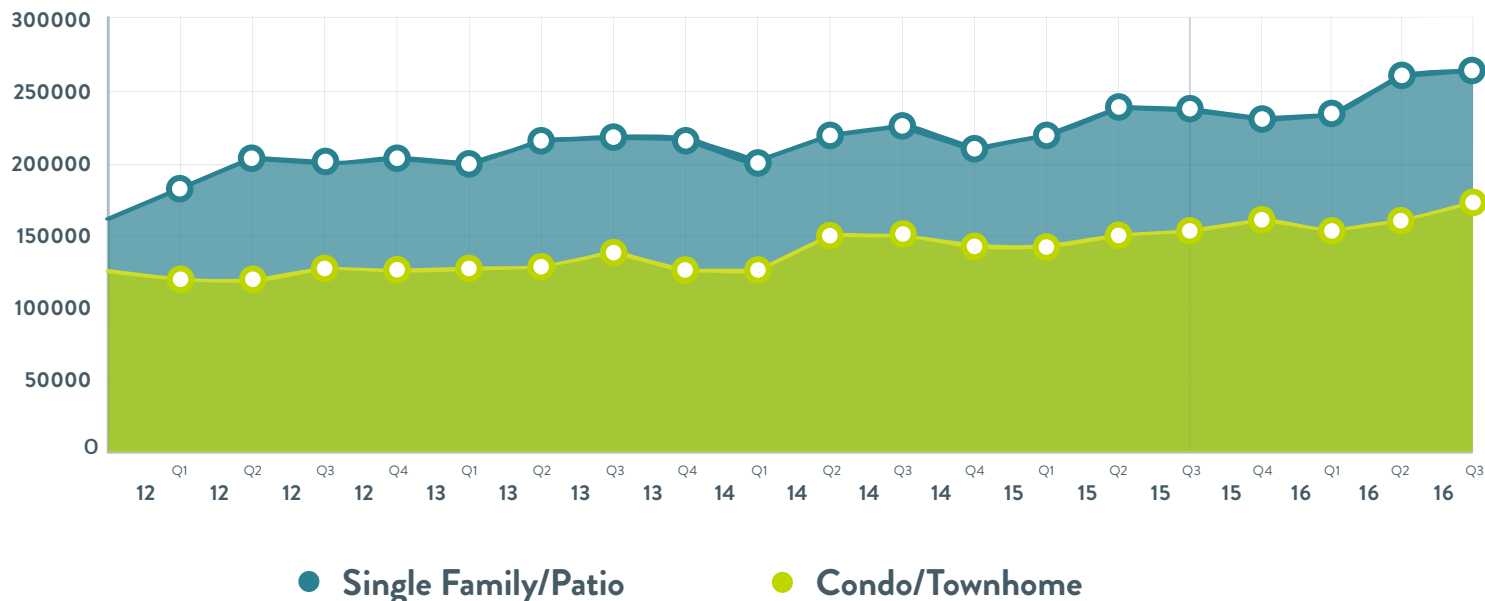
# MARKET PROFILE REPORT

## EL PASO COUNTY PROFILE-Q3 2016

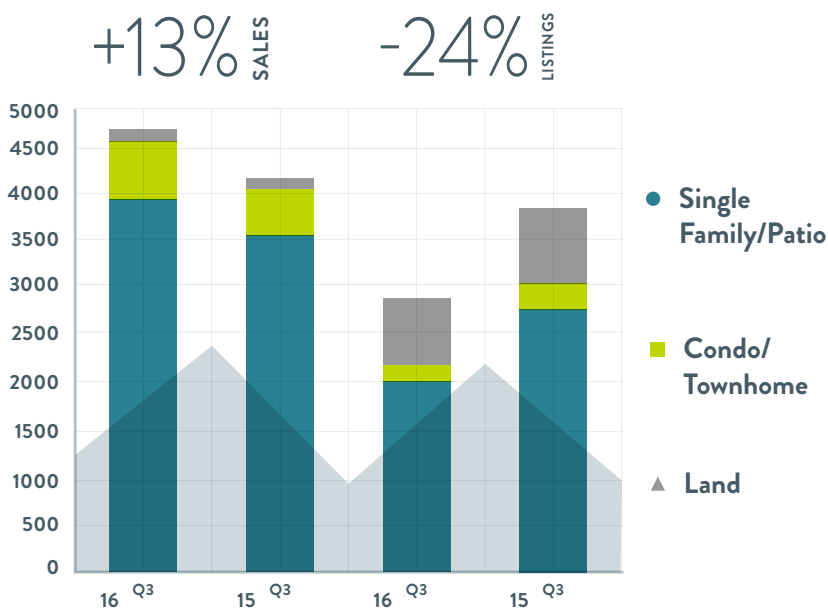


THE EL PASO COUNTY PROFILE INCLUDES ALL PROPERTIES WITHIN EL PASO COUNTY. SINCE THERE IS A SEASONALITY TO OUR MARKET, IT IS MORE VALUABLE TO COMPARE THE SAME QUARTER YEAR OVER YEAR.

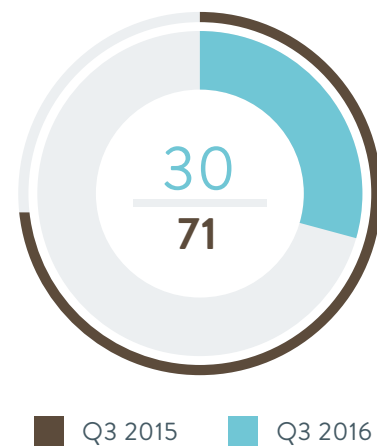
### HISTORICAL MEDIAN SALES PRICE \$



### YEAR TO YEAR COMPARISON OF SALES AND LISTINGS



### DAYS ON MARKET



**-136%**  
DAYS ON MARKET

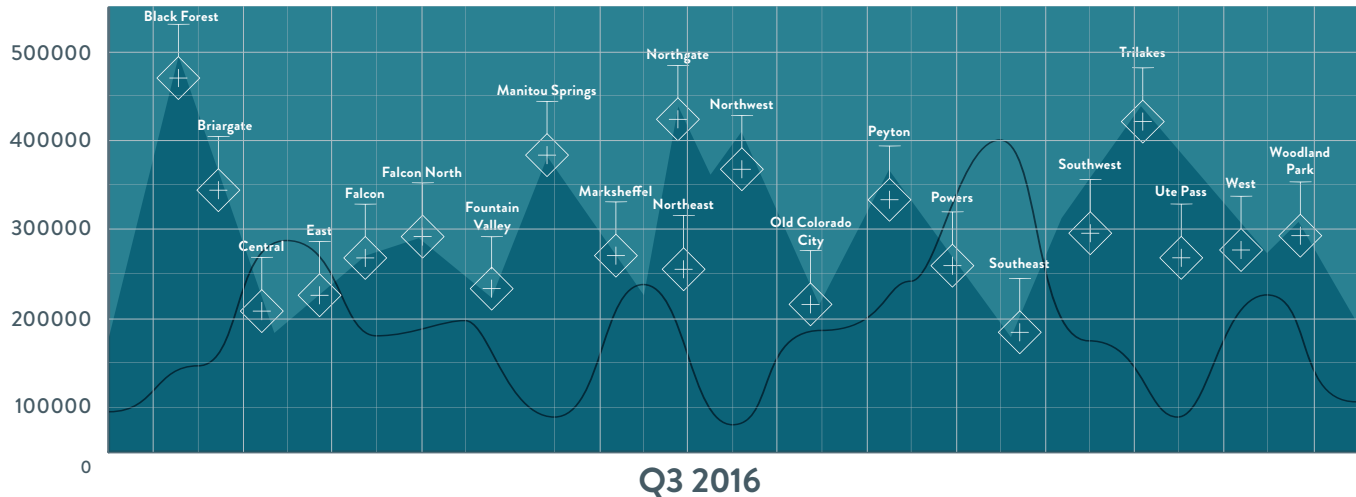
# MARKET PROFILE REPORT

## NEIGHBORHOOD PROFILES - Q3 2016

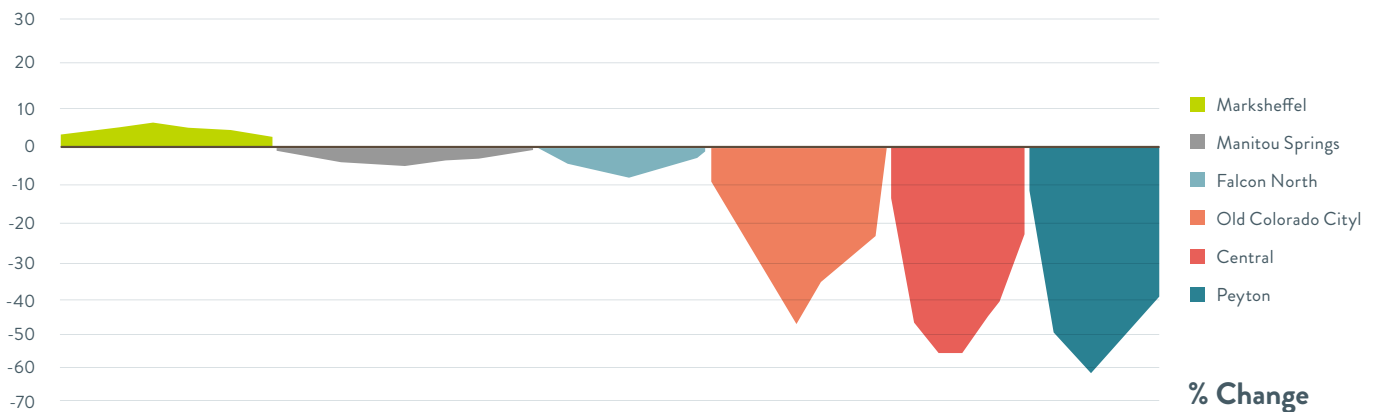


THE PIKES PEAK REGION HAS A DIVERSE GROUP OF NEIGHBORHOODS. HERE WE COMPARE 21 DISTINCT MLS AREAS TO SHOW MEDIAN SALES PRICE, % CHANGE IN ACTIVE LISTINGS AND DAYS ON MARKET.

### NEIGHBORHOOD MEDIAN SALES PRICE \$



### NEIGHBORHOOD CHANGE IN ACTIVE LISTINGS



#### Lowest Days on Market

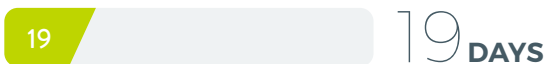
##### SOUTHEAST



##### POWERS



##### NORTHEAST

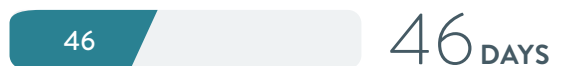


#### Highest Days on Market

##### WOODLAND PARK



##### BLACK FOREST



##### UTE PASS

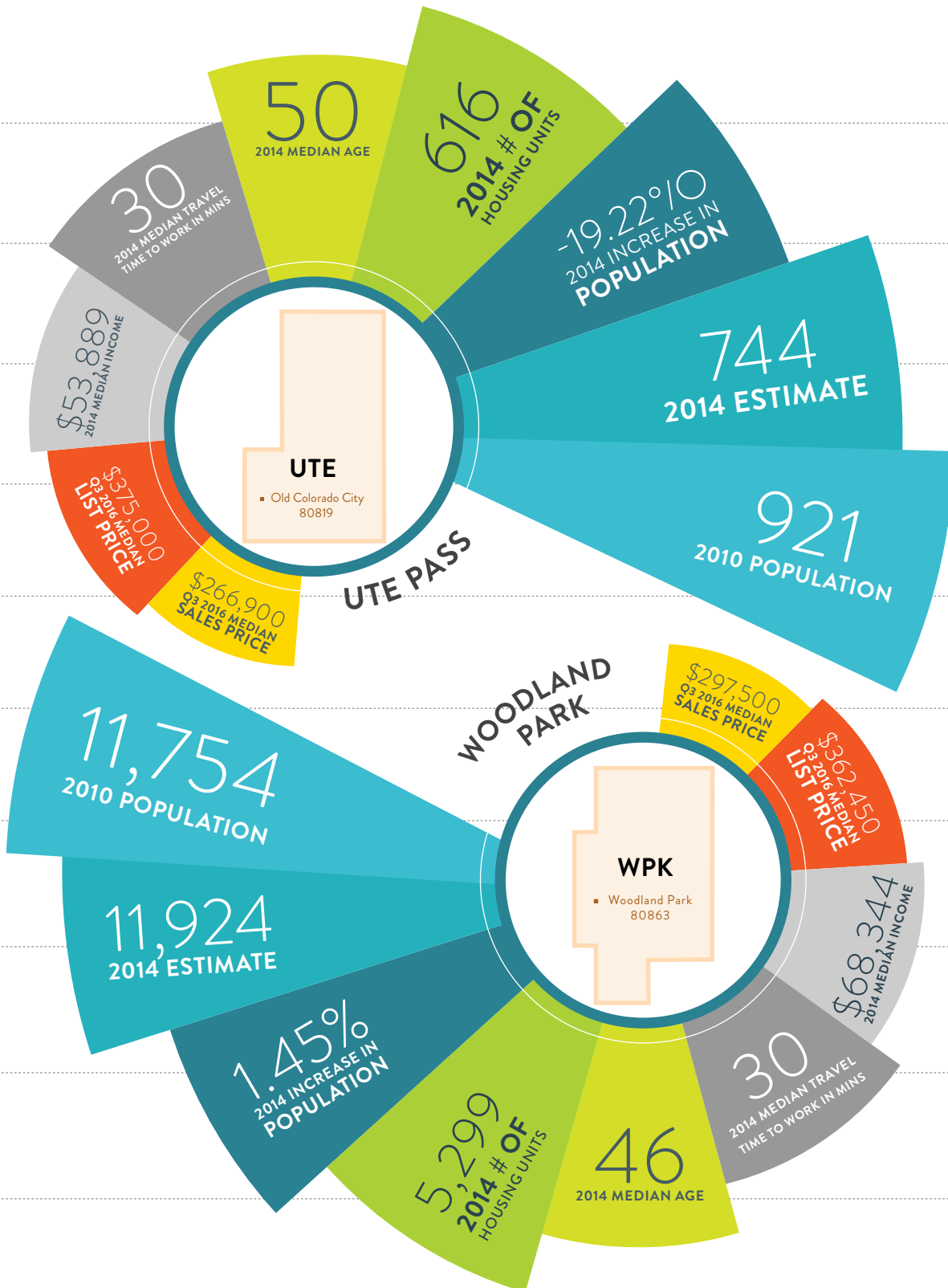


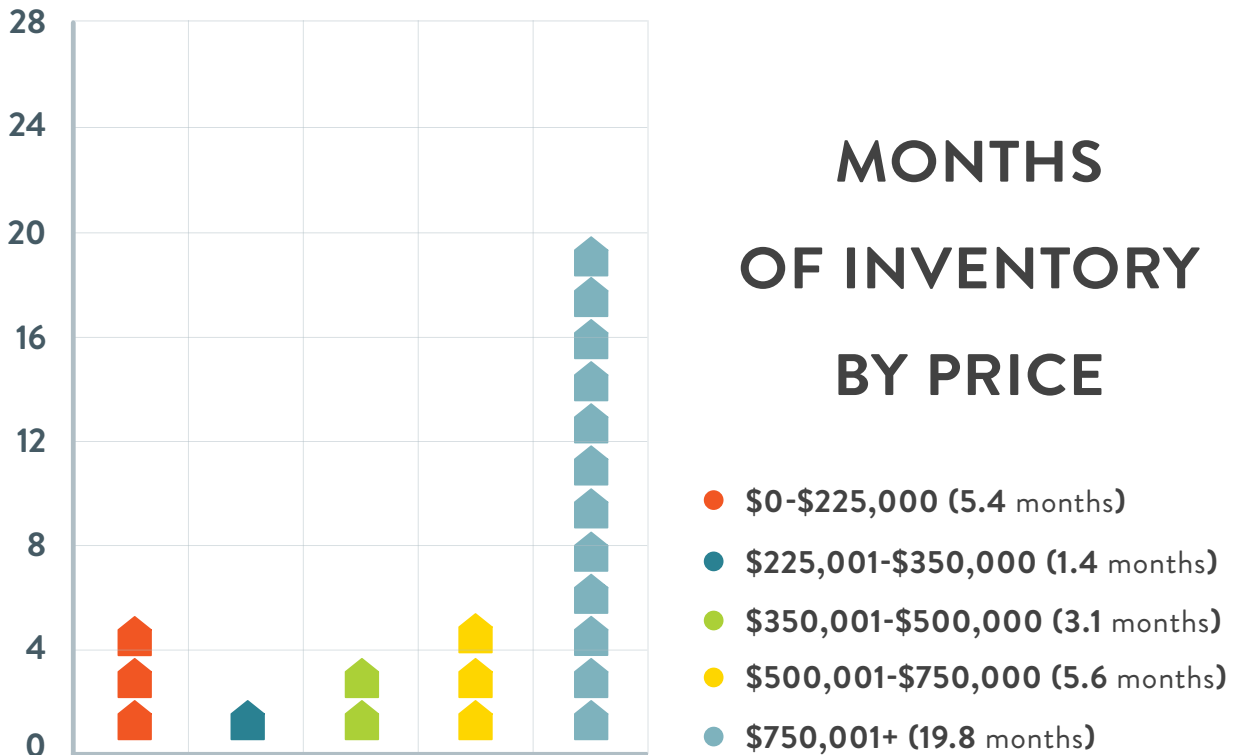
# MARKET PROFILE REPORT

## 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.





Days on Market continues to fall hitting an incredible 30 days in Colorado Springs. The homes in the \$225,000 to \$350,000 are clearly selling the fastest which leaves Buyers in this range with very little inventory to choose from. Inventory in the higher price points still remain slower to sell, but there is a slight uptick when compared to Q2 2016.