

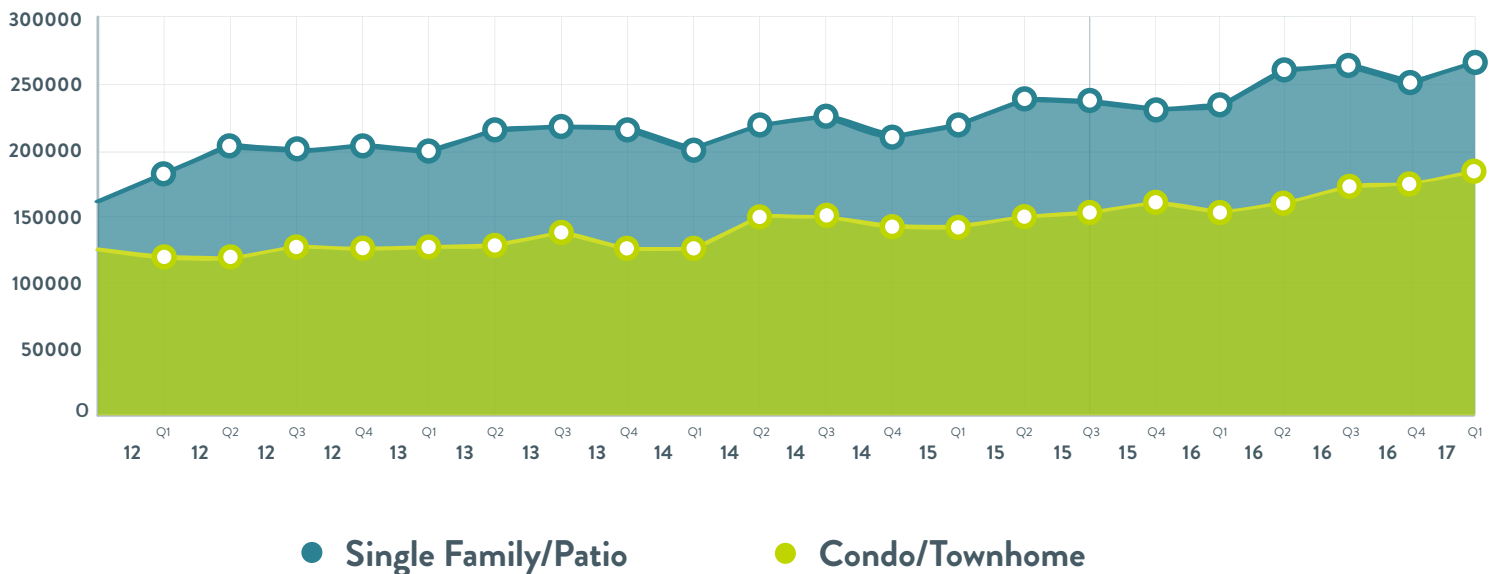
MARKET PROFILE REPORT

EL PASO COUNTY PROFILE-Q1 2017



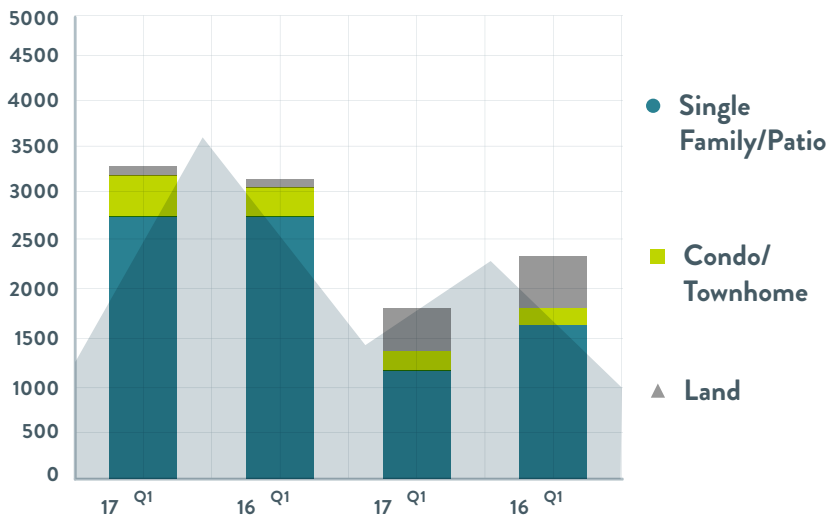
THE EL PASO COUNTY PROFILE INCLUDES ALL PROPERTIES WITHIN EL PASO COUNTY. SINCE THERE IS A SEASONALITY TO OUR MARKET, IT IS MORE VALUABLE TO COMPARE THE SAME QUARTER YEAR OVER YEAR.

HISTORICAL MEDIAN SALES PRICE \$

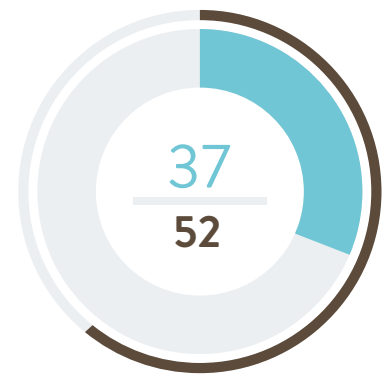


YEAR TO YEAR COMPARISON OF SALES AND LISTINGS

+4.2% SALES -23% LISTINGS



DAYS ON MARKET



-41%
DAYS ON MARKET

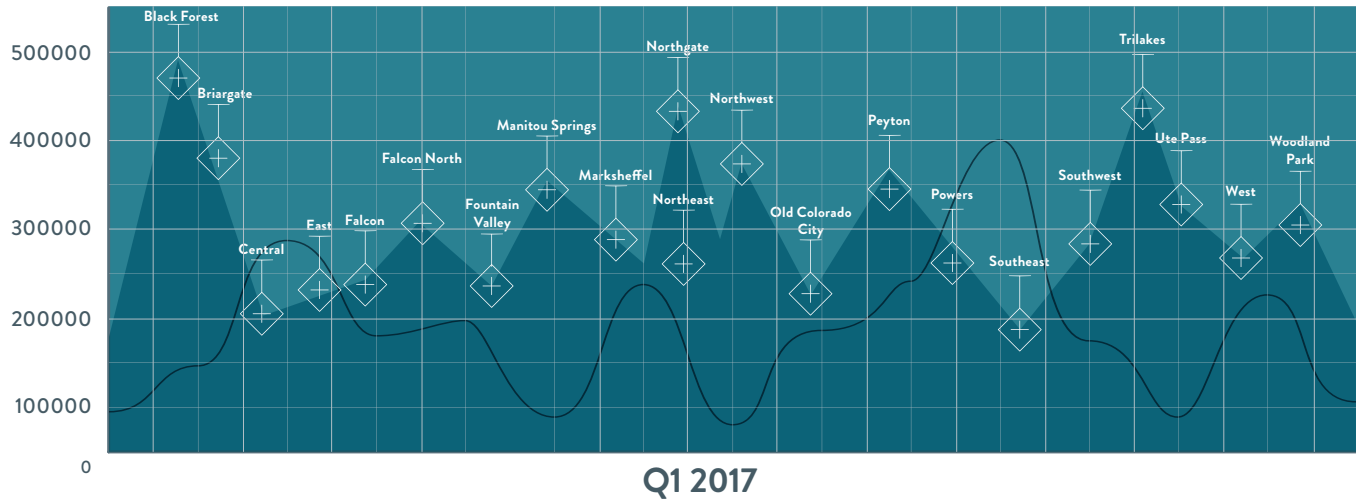
MARKET PROFILE REPORT

NEIGHBORHOOD PROFILES - Q1 2017

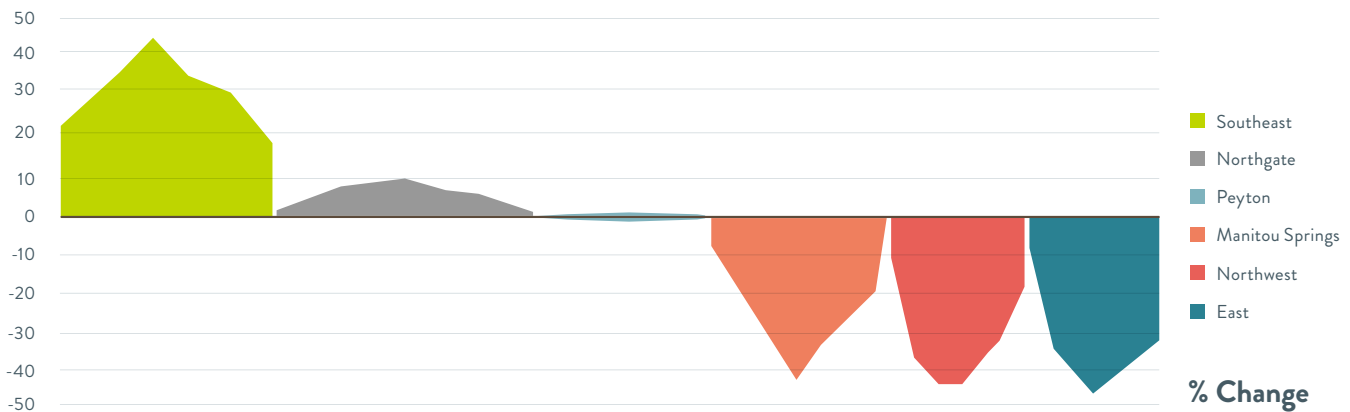


THE PIKES PEAK REGION HAS A DIVERSE GROUP OF NEIGHBORHOODS. HERE WE COMPARE 21 DISTINCT MLS AREAS TO SHOW MEDIAN SALES PRICE, % CHANGE IN ACTIVE LISTINGS AND DAYS ON MARKET.

NEIGHBORHOOD MEDIAN SALES PRICE \$



NEIGHBORHOOD CHANGE IN ACTIVE LISTINGS



Lowest Days on Market

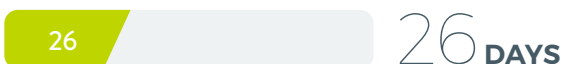
SOUTHEAST



POWERS

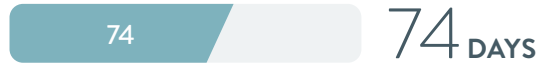


NORTHEAST



Highest Days on Market

WEST



BLACK FOREST



UTE PASS

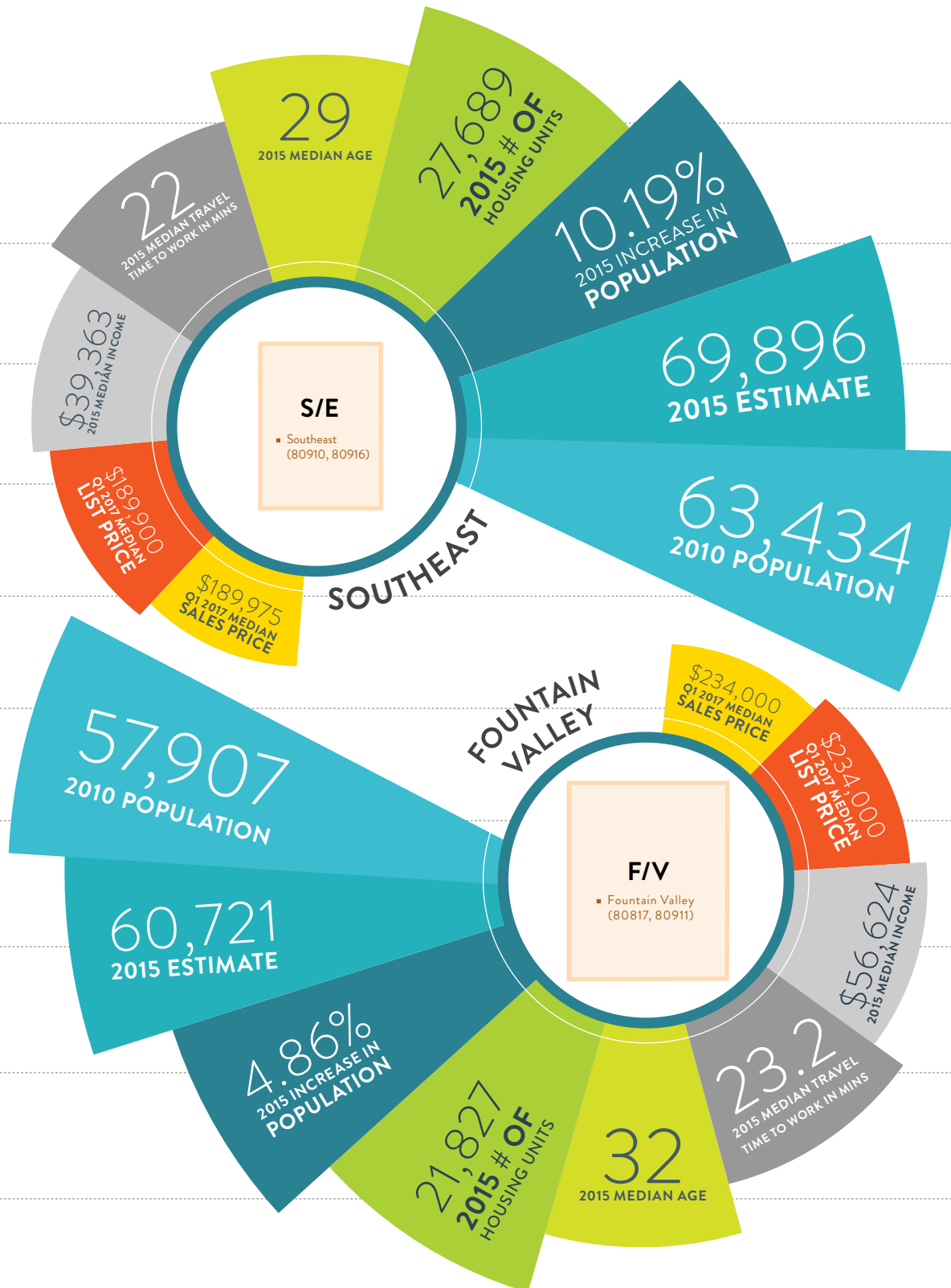


MARKET PROFILE REPORT

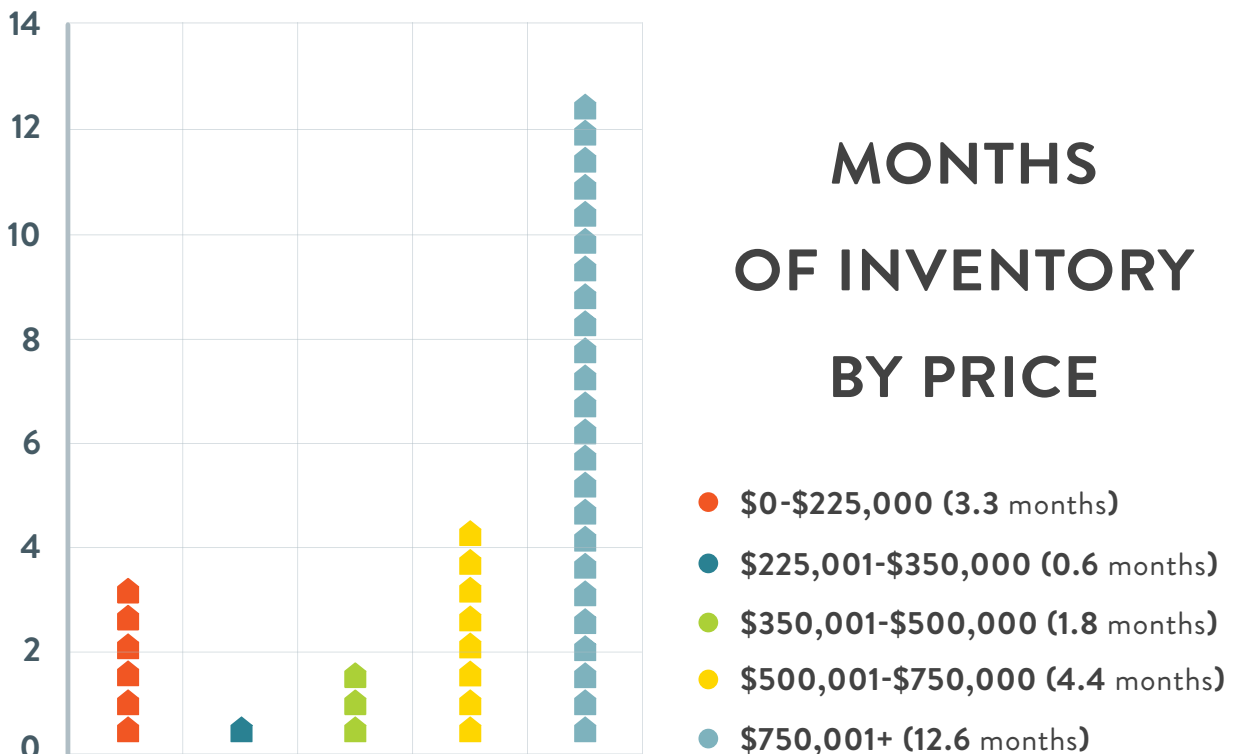
NEIGHBORHOOD COMPARISON



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.



MAILING ADDRESS HERE



The first quarter of 2017 brings lots of change to the amount of inventory in Colorado Springs. Compared to Q1 of 2016, the high end market and the \$225k-\$350k had the most dramatic change. This quarter the months inventory has dropped 45% compared to Q1 of 2016 and a drop of 54% for the market \$225k-\$350k. The Seller's Market continues for 2017.