

Local Market Update for March 2017

A Research Tool Provided by the Colorado Association of REALTORS®



Black Forest

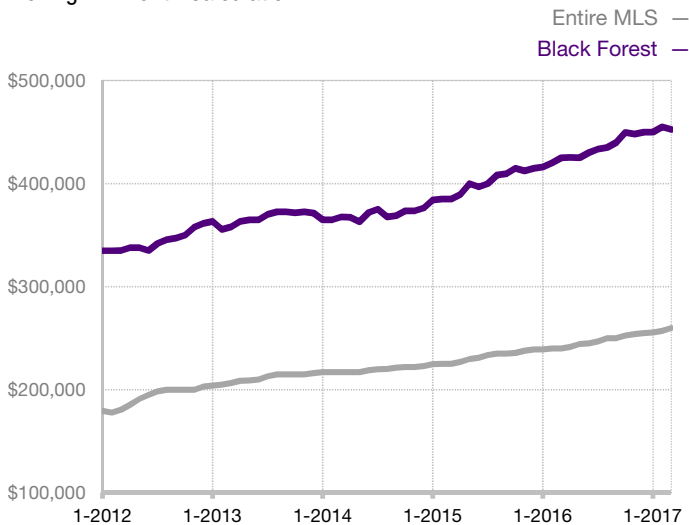
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 35 | 28 | - 20.0% | 81 | 59 | - 27.2% |
| Sold Listings | 21 | 19 | - 9.5% | 43 | 38 | - 11.6% |
| Median Sales Price* | \$480,000 | \$465,000 | - 3.1% | \$465,000 | \$472,500 | + 1.6% |
| Average Sales Price* | \$503,000 | \$622,953 | + 23.8% | \$505,027 | \$562,616 | + 11.4% |
| Percent of List Price Received* | 98.0% | 97.2% | - 0.8% | 98.4% | 97.8% | - 0.6% |
| Days on Market Until Sale | 74 | 77 | + 4.1% | 79 | 85 | + 7.6% |
| Inventory of Homes for Sale | 83 | 50 | - 39.8% | -- | -- | -- |
| Months Supply of Inventory | 4.7 | 2.4 | - 48.9% | -- | -- | -- |

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

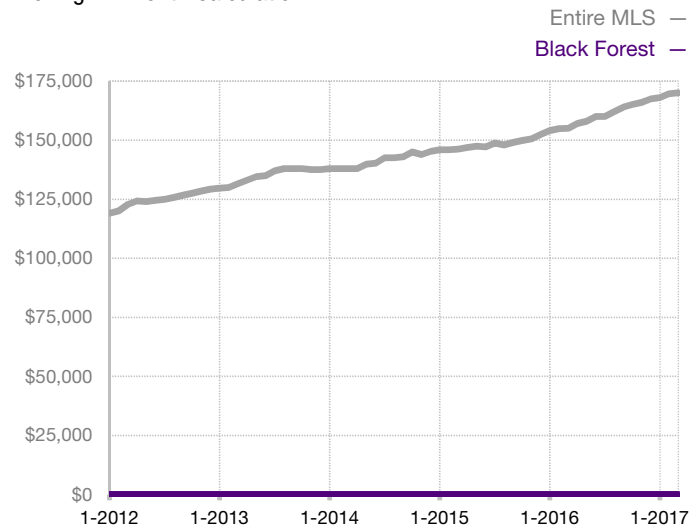
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-------|-------------|-----------------------------------|--------------|--------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 0 | 0 | -- | 0 | 0 | -- |
| Sold Listings | 0 | 0 | -- | 0 | 0 | -- |
| Median Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Average Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Percent of List Price Received* | 0.0% | 0.0% | -- | 0.0% | 0.0% | -- |
| Days on Market Until Sale | 0 | 0 | -- | 0 | 0 | -- |
| Inventory of Homes for Sale | 0 | 0 | -- | -- | -- | -- |
| Months Supply of Inventory | 0.0 | 0.0 | -- | -- | -- | -- |

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



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Briargate

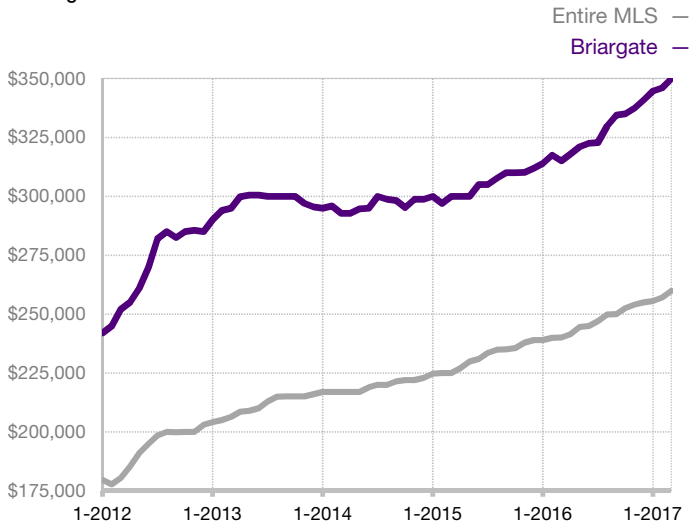
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 134 | 113 | - 15.7% | 315 | 264 | - 16.2% |
| Sold Listings | 70 | 65 | - 7.1% | 190 | 177 | - 6.8% |
| Median Sales Price* | \$310,000 | \$380,000 | + 22.6% | \$316,450 | \$380,000 | + 20.1% |
| Average Sales Price* | \$332,262 | \$371,624 | + 11.8% | \$346,302 | \$380,128 | + 9.8% |
| Percent of List Price Received* | 99.1% | 99.5% | + 0.4% | 99.4% | 99.6% | + 0.2% |
| Days on Market Until Sale | 59 | 42 | - 28.8% | 77 | 46 | - 40.3% |
| Inventory of Homes for Sale | 166 | 130 | - 21.7% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 1.5 | - 28.6% | -- | -- | -- |

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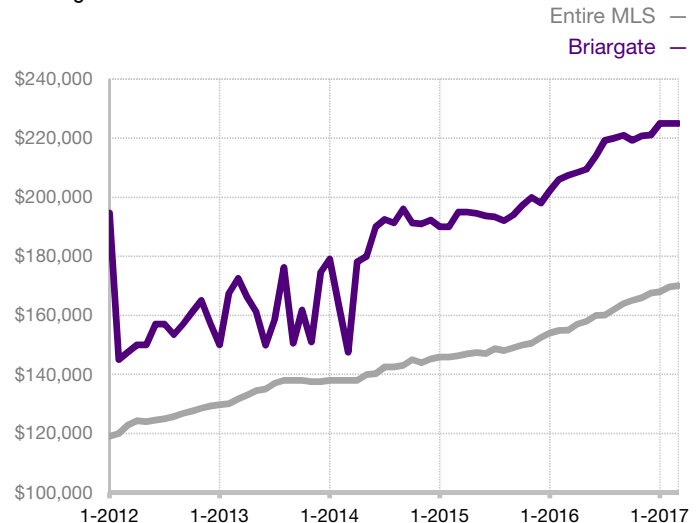
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 14 | 13 | - 7.1% | 45 | 36 | - 20.0% |
| Sold Listings | 9 | 17 | + 88.9% | 36 | 35 | - 2.8% |
| Median Sales Price* | \$177,900 | \$230,000 | + 29.3% | \$219,627 | \$232,607 | + 5.9% |
| Average Sales Price* | \$197,897 | \$223,399 | + 12.9% | \$214,603 | \$223,684 | + 4.2% |
| Percent of List Price Received* | 101.6% | 104.3% | + 2.7% | 101.0% | 102.7% | + 1.7% |
| Days on Market Until Sale | 35 | 7 | - 80.0% | 35 | 11 | - 68.6% |
| Inventory of Homes for Sale | 12 | 4 | - 66.7% | -- | -- | -- |
| Months Supply of Inventory | 0.9 | 0.3 | - 66.7% | -- | -- | -- |

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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Calhan/Ramah

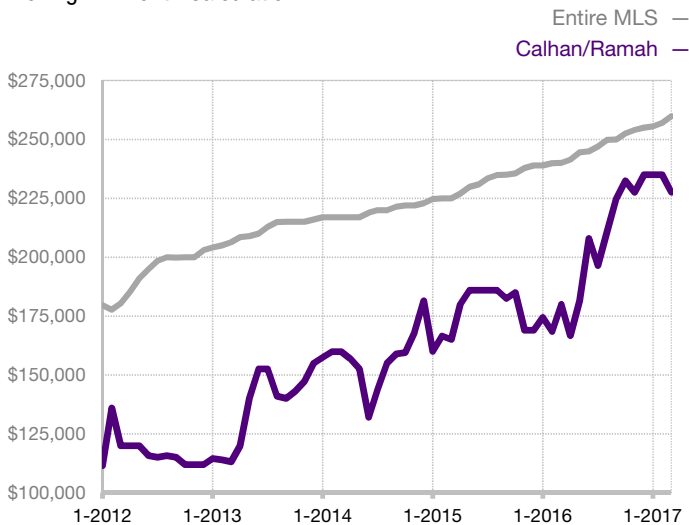
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 5 | 4 | - 20.0% | 13 | 14 | + 7.7% |
| Sold Listings | 6 | 9 | + 50.0% | 9 | 17 | + 88.9% |
| Median Sales Price* | \$357,450 | \$175,000 | - 51.0% | \$249,500 | \$215,000 | - 13.8% |
| Average Sales Price* | \$302,906 | \$183,150 | - 39.5% | \$263,548 | \$223,522 | - 15.2% |
| Percent of List Price Received* | 99.1% | 97.2% | - 1.9% | 98.3% | 98.6% | + 0.3% |
| Days on Market Until Sale | 66 | 50 | - 24.2% | 58 | 39 | - 32.8% |
| Inventory of Homes for Sale | 14 | 8 | - 42.9% | -- | -- | -- |
| Months Supply of Inventory | 3.4 | 1.5 | - 55.9% | -- | -- | -- |

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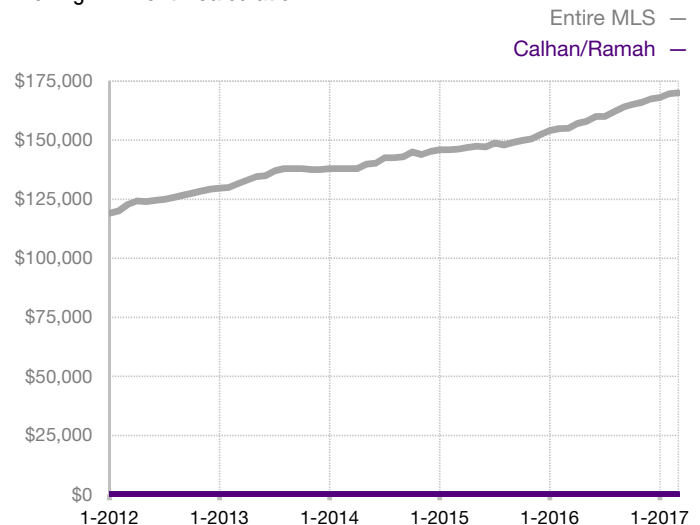
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-------|-------------|-----------------------------------|--------------|--------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 0 | 0 | -- | 0 | 0 | -- |
| Sold Listings | 0 | 0 | -- | 0 | 0 | -- |
| Median Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Average Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Percent of List Price Received* | 0.0% | 0.0% | -- | 0.0% | 0.0% | -- |
| Days on Market Until Sale | 0 | 0 | -- | 0 | 0 | -- |
| Inventory of Homes for Sale | 0 | 0 | -- | -- | -- | -- |
| Months Supply of Inventory | 0.0 | 0.0 | -- | -- | -- | -- |

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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Central

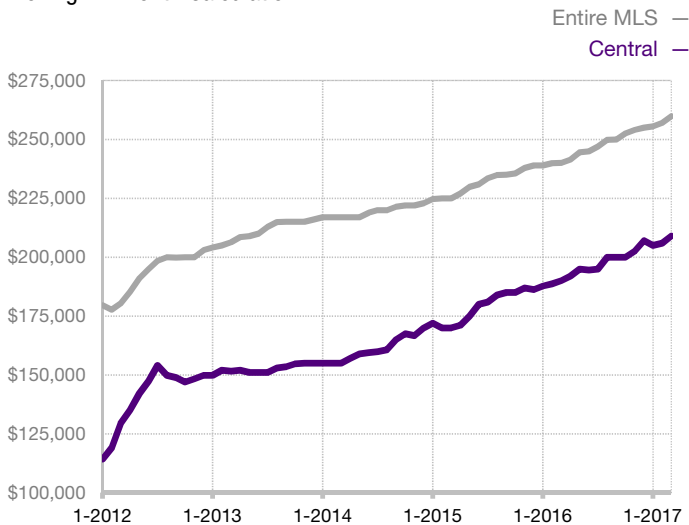
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 110 | 83 | - 24.5% | 240 | 202 | - 15.8% |
| Sold Listings | 69 | 85 | + 23.2% | 182 | 190 | + 4.4% |
| Median Sales Price* | \$200,000 | \$225,000 | + 12.5% | \$195,500 | \$208,750 | + 6.8% |
| Average Sales Price* | \$210,583 | \$246,981 | + 17.3% | \$216,658 | \$231,549 | + 6.9% |
| Percent of List Price Received* | 99.1% | 100.3% | + 1.2% | 98.7% | 99.3% | + 0.6% |
| Days on Market Until Sale | 46 | 31 | - 32.6% | 52 | 32 | - 38.5% |
| Inventory of Homes for Sale | 120 | 71 | - 40.8% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 0.9 | - 47.1% | -- | -- | -- |

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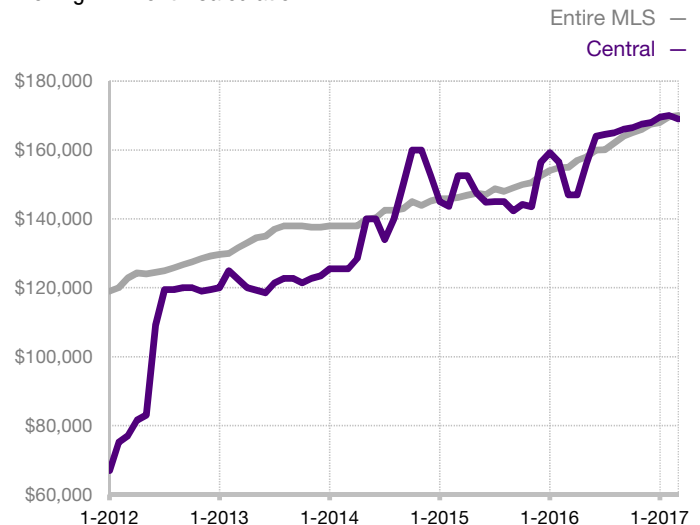
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 24 | 12 | - 50.0% | 40 | 35 | - 12.5% |
| Sold Listings | 7 | 15 | + 114.3% | 24 | 30 | + 25.0% |
| Median Sales Price* | \$100,000 | \$152,000 | + 52.0% | \$131,000 | \$156,500 | + 19.5% |
| Average Sales Price* | \$129,857 | \$152,653 | + 17.6% | \$142,751 | \$163,780 | + 14.7% |
| Percent of List Price Received* | 99.4% | 97.6% | - 1.8% | 98.2% | 98.8% | + 0.6% |
| Days on Market Until Sale | 6 | 29 | + 383.3% | 49 | 25 | - 49.0% |
| Inventory of Homes for Sale | 25 | 9 | - 64.0% | -- | -- | -- |
| Months Supply of Inventory | 3.1 | 0.7 | - 77.4% | -- | -- | -- |

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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Cripple Creek & Victor

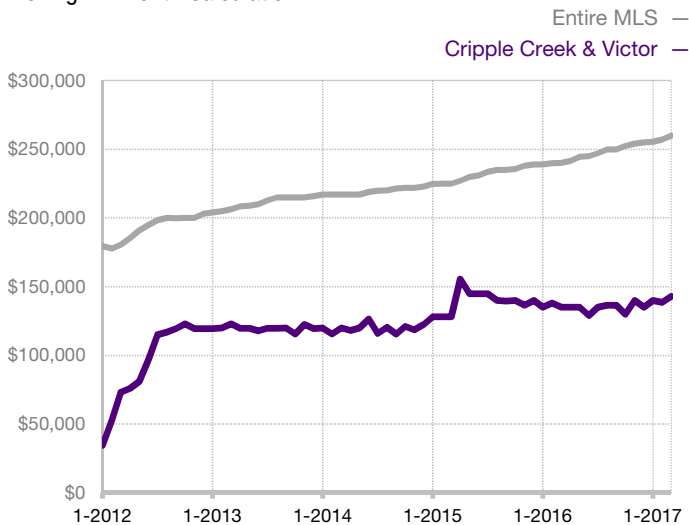
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 9 | 11 | + 22.2% | 17 | 26 | + 52.9% |
| Sold Listings | 2 | 10 | + 400.0% | 7 | 21 | + 200.0% |
| Median Sales Price* | \$101,750 | \$164,450 | + 61.6% | \$92,500 | \$145,900 | + 57.7% |
| Average Sales Price* | \$101,750 | \$188,090 | + 84.9% | \$101,643 | \$170,038 | + 67.3% |
| Percent of List Price Received* | 93.0% | 94.9% | + 2.0% | 92.8% | 97.4% | + 5.0% |
| Days on Market Until Sale | 114 | 118 | + 3.5% | 121 | 97 | - 19.8% |
| Inventory of Homes for Sale | 40 | 30 | - 25.0% | -- | -- | -- |
| Months Supply of Inventory | 8.9 | 3.7 | - 58.4% | -- | -- | -- |

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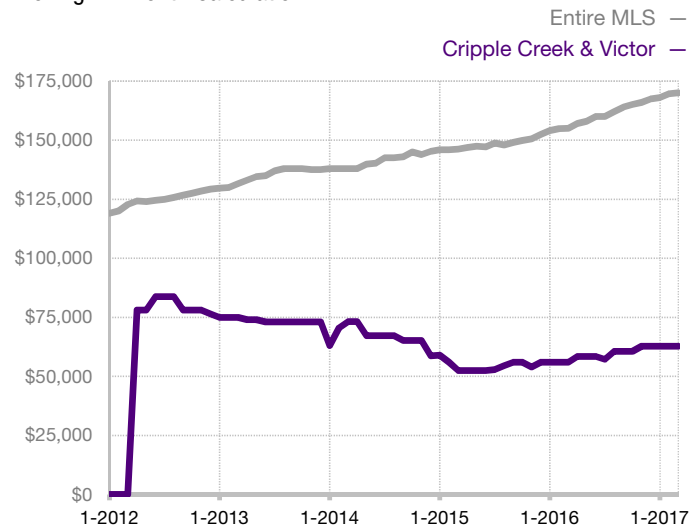
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-------|-------------|-----------------------------------|--------------|--------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 2 | 1 | - 50.0% | 2 | 1 | - 50.0% |
| Sold Listings | 0 | 0 | -- | 0 | 0 | -- |
| Median Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Average Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Percent of List Price Received* | 0.0% | 0.0% | -- | 0.0% | 0.0% | -- |
| Days on Market Until Sale | 0 | 0 | -- | 0 | 0 | -- |
| Inventory of Homes for Sale | 3 | 10 | + 233.3% | -- | -- | -- |
| Months Supply of Inventory | 3.0 | 6.7 | + 123.3% | -- | -- | -- |

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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Divide

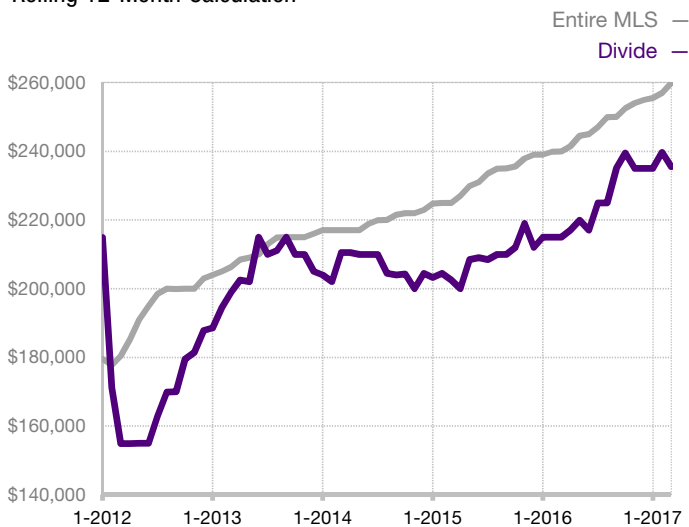
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|-----------|-----------------------------------|--------------|--------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 15 | 18 | + 20.0% | 41 | 40 | - 2.4% |
| Sold Listings | 12 | 14 | + 16.7% | 28 | 23 | - 17.9% |
| Median Sales Price* | \$240,000 | \$180,250 | - 24.9% | \$225,000 | \$256,500 | + 14.0% |
| Average Sales Price* | \$314,208 | \$226,679 | - 27.9% | \$265,841 | \$285,409 | + 7.4% |
| Percent of List Price Received* | 96.7% | 97.9% | + 1.2% | 96.3% | 97.9% | + 1.7% |
| Days on Market Until Sale | 87 | 67 | - 23.0% | 88 | 73 | - 17.0% |
| Inventory of Homes for Sale | 41 | 27 | - 34.1% | -- | -- | -- |
| Months Supply of Inventory | 2.8 | 2.1 | - 25.0% | -- | -- | -- |

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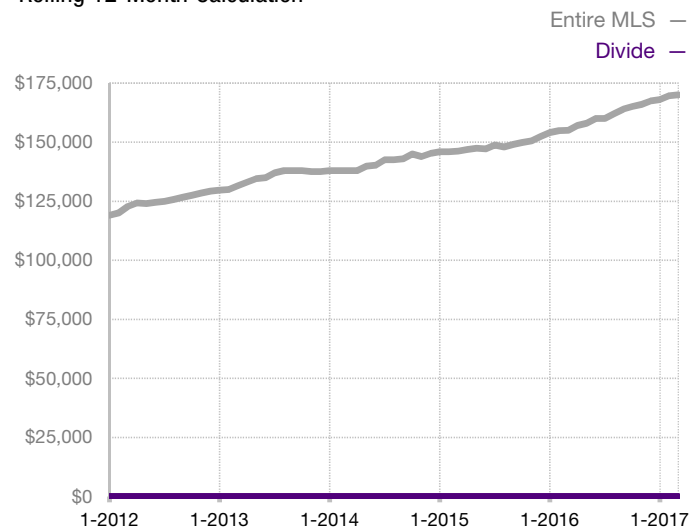
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-------|------|-----------------------------------|--------------|--------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 0 | 0 | -- | 0 | 0 | -- |
| Sold Listings | 0 | 0 | -- | 0 | 0 | -- |
| Median Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Average Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Percent of List Price Received* | 0.0% | 0.0% | -- | 0.0% | 0.0% | -- |
| Days on Market Until Sale | 0 | 0 | -- | 0 | 0 | -- |
| Inventory of Homes for Sale | 0 | 0 | -- | -- | -- | -- |
| Months Supply of Inventory | 0.0 | 0.0 | -- | -- | -- | -- |

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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Drennan/Truckton/Edison

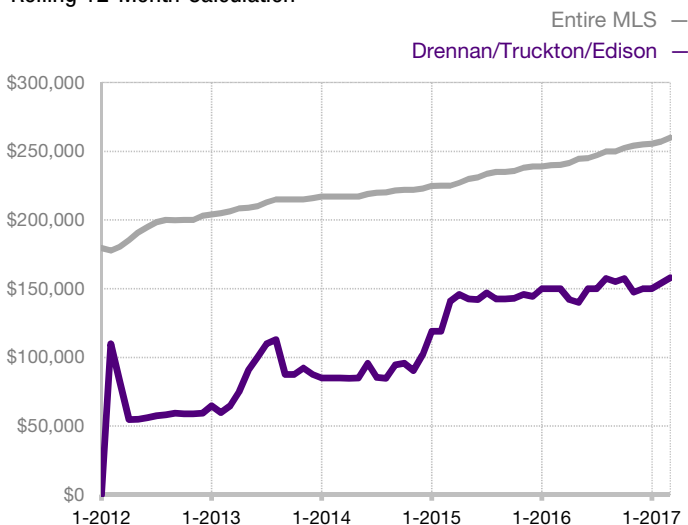
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 5 | 3 | - 40.0% | 8 | 6 | - 25.0% |
| Sold Listings | 4 | 1 | - 75.0% | 7 | 7 | 0.0% |
| Median Sales Price* | \$115,500 | \$135,000 | + 16.9% | \$150,000 | \$158,000 | + 5.3% |
| Average Sales Price* | \$138,400 | \$135,000 | - 2.5% | \$165,014 | \$161,571 | - 2.1% |
| Percent of List Price Received* | 103.6% | 109.1% | + 5.3% | 101.4% | 100.9% | - 0.5% |
| Days on Market Until Sale | 58 | 14 | - 75.9% | 49 | 40 | - 18.4% |
| Inventory of Homes for Sale | 6 | 3 | - 50.0% | -- | -- | -- |
| Months Supply of Inventory | 2.0 | 1.0 | - 50.0% | -- | -- | -- |

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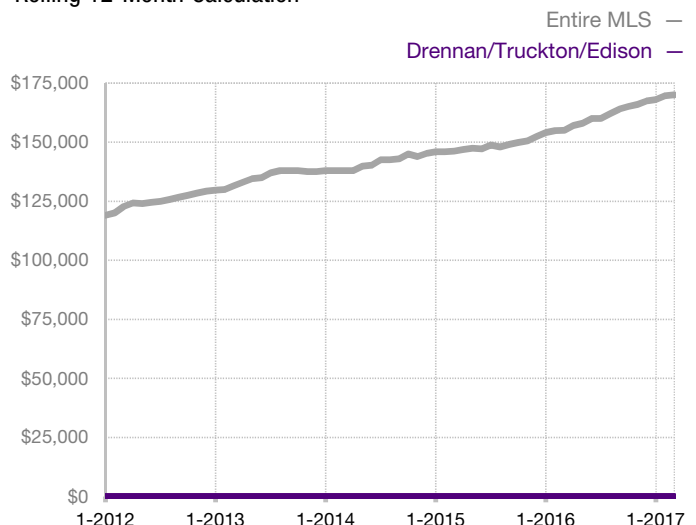
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-------|-------------|-----------------------------------|--------------|--------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 0 | 0 | -- | 0 | 0 | -- |
| Sold Listings | 0 | 0 | -- | 0 | 0 | -- |
| Median Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Average Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Percent of List Price Received* | 0.0% | 0.0% | -- | 0.0% | 0.0% | -- |
| Days on Market Until Sale | 0 | 0 | -- | 0 | 0 | -- |
| Inventory of Homes for Sale | 0 | 0 | -- | -- | -- | -- |
| Months Supply of Inventory | 0.0 | 0.0 | -- | -- | -- | -- |

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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East

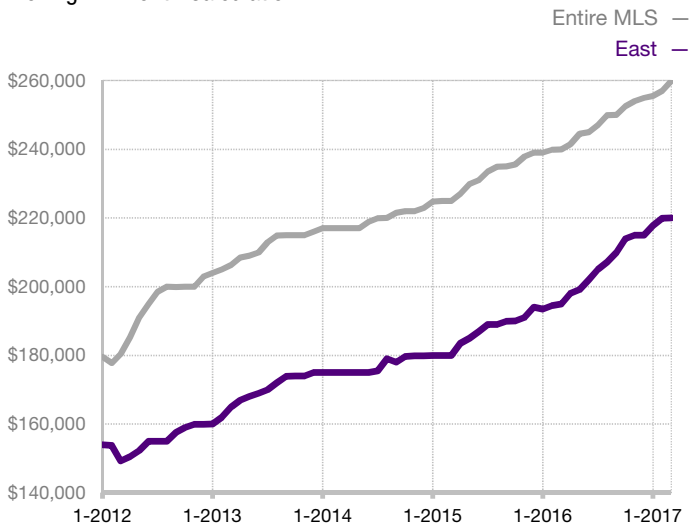
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 90 | 85 | - 5.6% | 210 | 207 | - 1.4% |
| Sold Listings | 77 | 66 | - 14.3% | 186 | 192 | + 3.2% |
| Median Sales Price* | \$203,000 | \$242,500 | + 19.5% | \$194,000 | \$233,500 | + 20.4% |
| Average Sales Price* | \$212,637 | \$257,574 | + 21.1% | \$206,186 | \$247,019 | + 19.8% |
| Percent of List Price Received* | 100.0% | 100.4% | + 0.4% | 99.3% | 99.9% | + 0.6% |
| Days on Market Until Sale | 31 | 32 | + 3.2% | 38 | 36 | - 5.3% |
| Inventory of Homes for Sale | 84 | 38 | - 54.8% | -- | -- | -- |
| Months Supply of Inventory | 1.2 | 0.5 | - 58.3% | -- | -- | -- |

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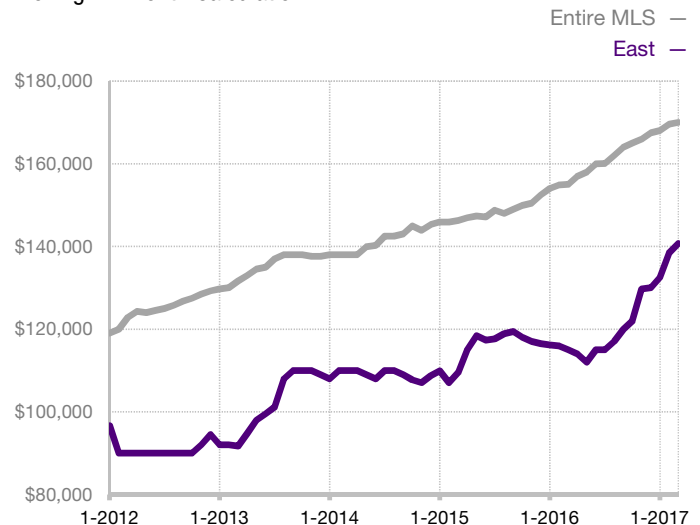
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 17 | 25 | + 47.1% | 45 | 62 | + 37.8% |
| Sold Listings | 23 | 25 | + 8.7% | 48 | 58 | + 20.8% |
| Median Sales Price* | \$75,500 | \$159,500 | + 111.3% | \$82,900 | \$148,250 | + 78.8% |
| Average Sales Price* | \$107,704 | \$156,483 | + 45.3% | \$104,596 | \$156,420 | + 49.5% |
| Percent of List Price Received* | 98.4% | 100.4% | + 2.0% | 98.2% | 100.1% | + 1.9% |
| Days on Market Until Sale | 34 | 8 | - 76.5% | 36 | 15 | - 58.3% |
| Inventory of Homes for Sale | 22 | 5 | - 77.3% | -- | -- | -- |
| Months Supply of Inventory | 1.1 | 0.2 | - 81.8% | -- | -- | -- |

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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Ellicott/Yoder/Rush

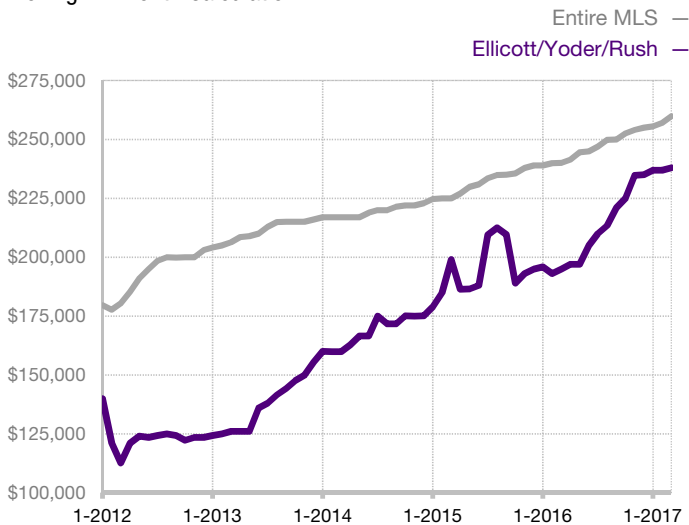
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 6 | 8 | + 33.3% | 22 | 20 | - 9.1% |
| Sold Listings | 5 | 6 | + 20.0% | 12 | 20 | + 66.7% |
| Median Sales Price* | \$234,500 | \$252,500 | + 7.7% | \$201,000 | \$254,950 | + 26.8% |
| Average Sales Price* | \$225,060 | \$289,500 | + 28.6% | \$201,058 | \$283,770 | + 41.1% |
| Percent of List Price Received* | 100.2% | 98.4% | - 1.8% | 100.2% | 100.5% | + 0.3% |
| Days on Market Until Sale | 78 | 23 | - 70.5% | 43 | 26 | - 39.5% |
| Inventory of Homes for Sale | 21 | 10 | - 52.4% | -- | -- | -- |
| Months Supply of Inventory | 3.4 | 1.4 | - 58.8% | -- | -- | -- |

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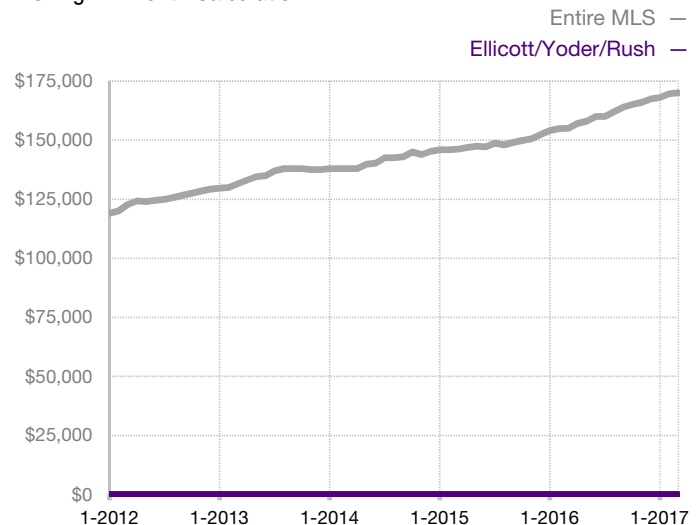
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-------|-------------|-----------------------------------|--------------|--------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 0 | 0 | -- | 0 | 0 | -- |
| Sold Listings | 0 | 0 | -- | 0 | 0 | -- |
| Median Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Average Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Percent of List Price Received* | 0.0% | 0.0% | -- | 0.0% | 0.0% | -- |
| Days on Market Until Sale | 0 | 0 | -- | 0 | 0 | -- |
| Inventory of Homes for Sale | 0 | 0 | -- | -- | -- | -- |
| Months Supply of Inventory | 0.0 | 0.0 | -- | -- | -- | -- |

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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El Paso County

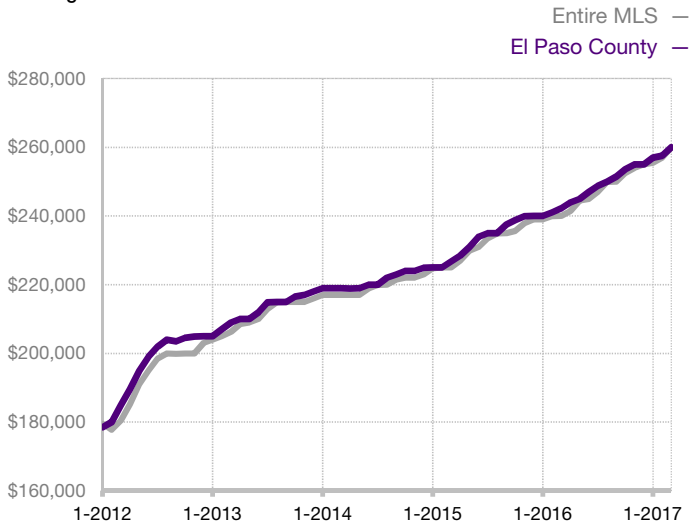
| Single Family-Patio Homes Key Metrics | March | | | Year to Date | | |
|--|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| New Listings | 1,646 | 1,515 | - 8.0% | 3,824 | 3,528 | - 7.7% |
| Sold Listings | 1,084 | 1,128 | + 4.1% | 2,654 | 2,692 | + 1.4% |
| Median Sales Price* | \$239,900 | \$265,785 | + 10.8% | \$240,000 | \$262,500 | + 9.4% |
| Average Sales Price* | \$264,289 | \$296,927 | + 12.3% | \$267,602 | \$298,188 | + 11.4% |
| Percent of List Price Received* | 99.5% | 100.0% | + 0.5% | 99.2% | 99.7% | + 0.5% |
| Days on Market Until Sale | 45 | 33 | - 26.7% | 53 | 38 | - 28.3% |
| Inventory of Homes for Sale | 2,017 | 1,370 | - 32.1% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 1.2 | - 36.8% | -- | -- | -- |

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

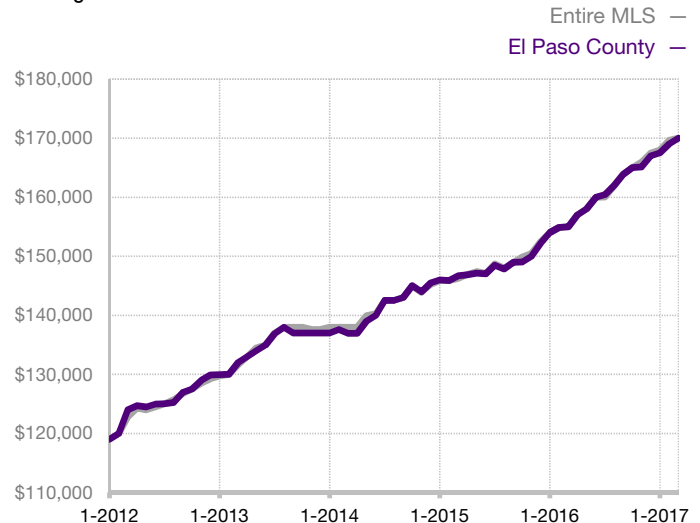
| Townhouse-Condo Key Metrics | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| New Listings | 206 | 213 | + 3.4% | 494 | 565 | + 14.4% |
| Sold Listings | 153 | 208 | + 35.9% | 385 | 461 | + 19.7% |
| Median Sales Price* | \$162,000 | \$172,000 | + 6.2% | \$160,000 | \$175,500 | + 9.7% |
| Average Sales Price* | \$160,859 | \$181,609 | + 12.9% | \$166,452 | \$186,479 | + 12.0% |
| Percent of List Price Received* | 99.5% | 100.1% | + 0.6% | 99.1% | 99.8% | + 0.7% |
| Days on Market Until Sale | 35 | 21 | - 40.0% | 38 | 23 | - 39.5% |
| Inventory of Homes for Sale | 182 | 137 | - 24.7% | -- | -- | -- |
| Months Supply of Inventory | 1.2 | 0.7 | - 41.7% | -- | -- | -- |

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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Falcon

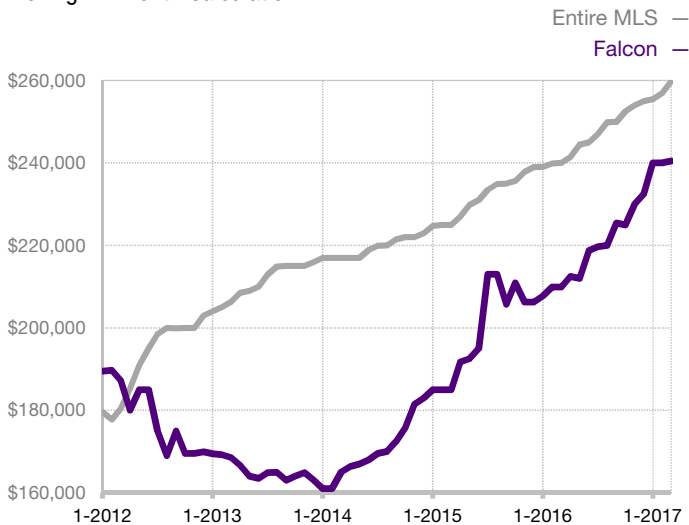
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 6 | 11 | + 83.3% | 27 | 26 | - 3.7% |
| Sold Listings | 13 | 11 | - 15.4% | 32 | 26 | - 18.8% |
| Median Sales Price* | \$206,500 | \$235,000 | + 13.8% | \$211,400 | \$234,950 | + 11.1% |
| Average Sales Price* | \$210,162 | \$260,861 | + 24.1% | \$232,816 | \$264,372 | + 13.6% |
| Percent of List Price Received* | 99.6% | 98.0% | - 1.6% | 98.2% | 98.9% | + 0.7% |
| Days on Market Until Sale | 44 | 31 | - 29.5% | 46 | 39 | - 15.2% |
| Inventory of Homes for Sale | 17 | 10 | - 41.2% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 1.1 | - 26.7% | -- | -- | -- |

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

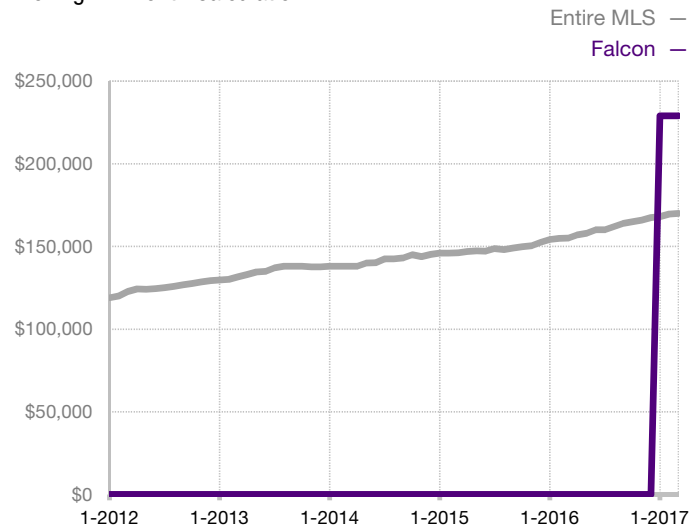
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-------|-------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 0 | 1 | -- | 0 | 1 | -- |
| Sold Listings | 0 | 0 | -- | 0 | 2 | -- |
| Median Sales Price* | \$0 | \$0 | -- | \$0 | \$229,000 | -- |
| Average Sales Price* | \$0 | \$0 | -- | \$0 | \$229,000 | -- |
| Percent of List Price Received* | 0.0% | 0.0% | -- | 0.0% | 100.0% | -- |
| Days on Market Until Sale | 0 | 0 | -- | 0 | 52 | -- |
| Inventory of Homes for Sale | 0 | 0 | -- | -- | -- | -- |
| Months Supply of Inventory | 0.0 | 0.0 | -- | -- | -- | -- |

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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Falcon North

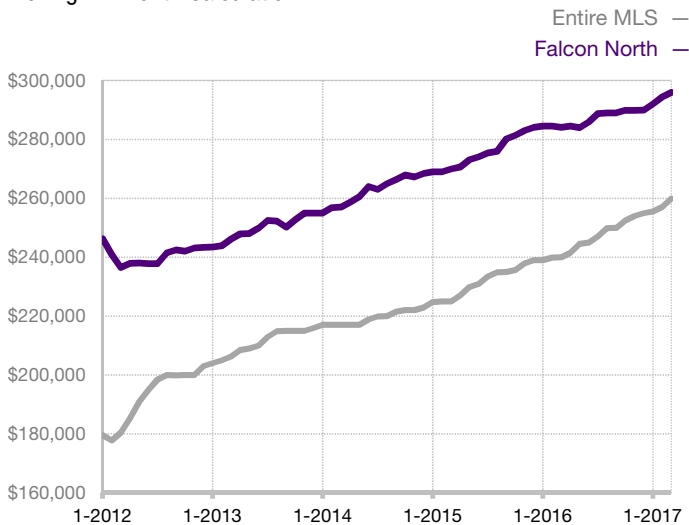
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 146 | 112 | - 23.3% | 290 | 244 | - 15.9% |
| Sold Listings | 67 | 81 | + 20.9% | 152 | 189 | + 24.3% |
| Median Sales Price* | \$274,445 | \$307,720 | + 12.1% | \$279,248 | \$308,000 | + 10.3% |
| Average Sales Price* | \$274,318 | \$312,814 | + 14.0% | \$285,285 | \$315,646 | + 10.6% |
| Percent of List Price Received* | 99.6% | 100.3% | + 0.7% | 99.1% | 99.9% | + 0.8% |
| Days on Market Until Sale | 49 | 42 | - 14.3% | 58 | 48 | - 17.2% |
| Inventory of Homes for Sale | 164 | 90 | - 45.1% | -- | -- | -- |
| Months Supply of Inventory | 2.8 | 1.1 | - 60.7% | -- | -- | -- |

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

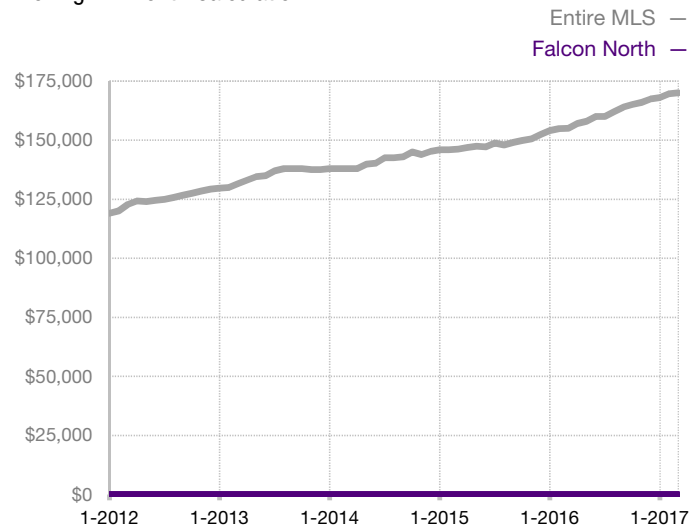
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-------|-------------|-----------------------------------|--------------|--------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 0 | 0 | -- | 0 | 0 | -- |
| Sold Listings | 0 | 0 | -- | 0 | 0 | -- |
| Median Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Average Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Percent of List Price Received* | 0.0% | 0.0% | -- | 0.0% | 0.0% | -- |
| Days on Market Until Sale | 0 | 0 | -- | 0 | 0 | -- |
| Inventory of Homes for Sale | 0 | 0 | -- | -- | -- | -- |
| Months Supply of Inventory | 0.0 | 0.0 | -- | -- | -- | -- |

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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Florissant

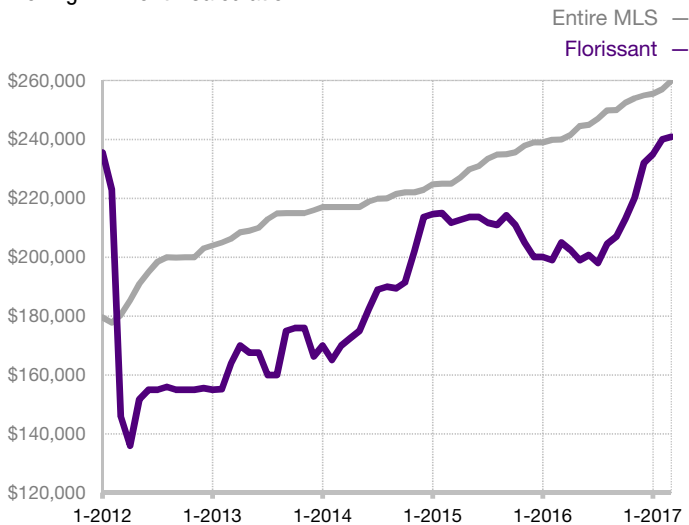
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 23 | 18 | - 21.7% | 42 | 47 | + 11.9% |
| Sold Listings | 13 | 12 | - 7.7% | 24 | 28 | + 16.7% |
| Median Sales Price* | \$196,250 | \$181,950 | - 7.3% | \$198,000 | \$267,500 | + 35.1% |
| Average Sales Price* | \$194,316 | \$231,013 | + 18.9% | \$197,004 | \$301,805 | + 53.2% |
| Percent of List Price Received* | 96.1% | 94.0% | - 2.2% | 98.7% | 96.3% | - 2.4% |
| Days on Market Until Sale | 131 | 54 | - 58.8% | 109 | 57 | - 47.7% |
| Inventory of Homes for Sale | 45 | 49 | + 8.9% | -- | -- | -- |
| Months Supply of Inventory | 3.6 | 3.6 | 0.0% | -- | -- | -- |

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

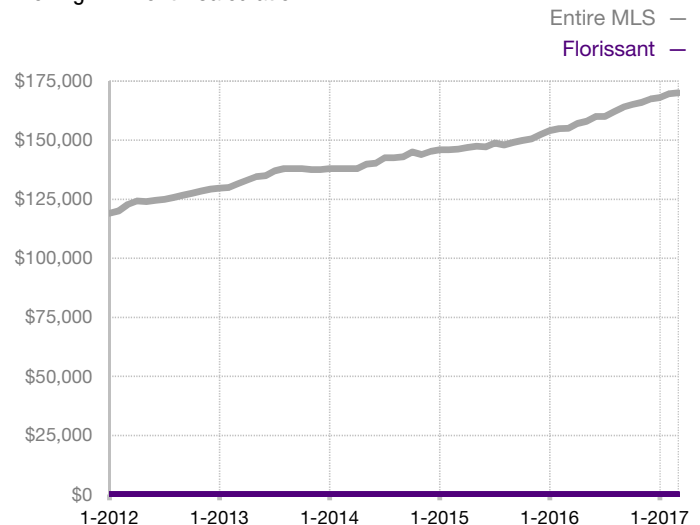
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-------|-------------|-----------------------------------|--------------|--------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 0 | 0 | -- | 0 | 0 | -- |
| Sold Listings | 0 | 0 | -- | 0 | 0 | -- |
| Median Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Average Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Percent of List Price Received* | 0.0% | 0.0% | -- | 0.0% | 0.0% | -- |
| Days on Market Until Sale | 0 | 0 | -- | 0 | 0 | -- |
| Inventory of Homes for Sale | 0 | 0 | -- | -- | -- | -- |
| Months Supply of Inventory | 0.0 | 0.0 | -- | -- | -- | -- |

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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Florissant South

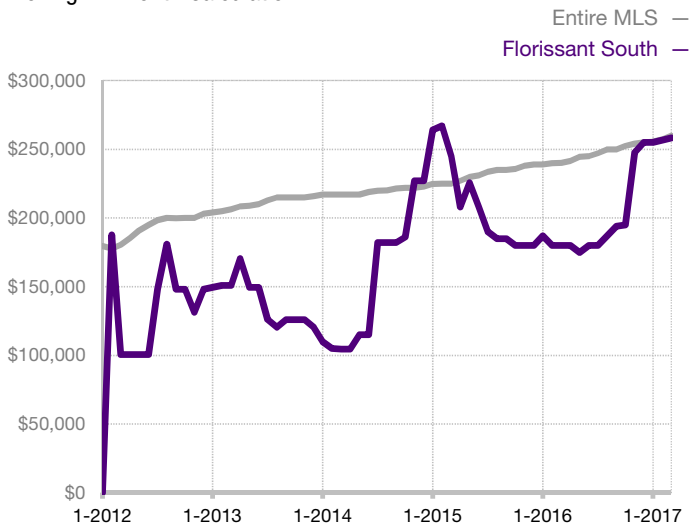
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------|-----------------------------------|--------------|--------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 2 | 0 | - 100.0% | 3 | 1 | - 66.7% |
| Sold Listings | 1 | 0 | - 100.0% | 3 | 1 | - 66.7% |
| Median Sales Price* | \$175,000 | \$0 | - 100.0% | \$180,000 | \$610,000 | + 238.9% |
| Average Sales Price* | \$175,000 | \$0 | - 100.0% | \$198,333 | \$610,000 | + 207.6% |
| Percent of List Price Received* | 97.8% | 0.0% | - 100.0% | 94.8% | 95.5% | + 0.7% |
| Days on Market Until Sale | 43 | 0 | - 100.0% | 26 | 0 | - 100.0% |
| Inventory of Homes for Sale | 7 | 1 | - 85.7% | -- | -- | -- |
| Months Supply of Inventory | 7.0 | 0.7 | - 90.0% | -- | -- | -- |

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

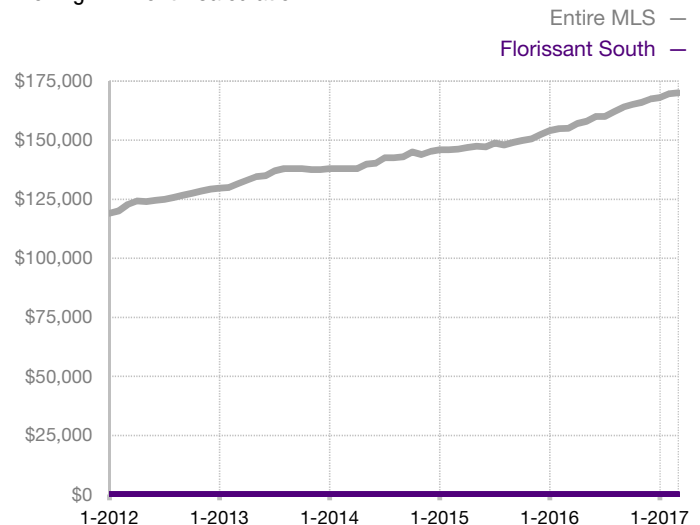
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-------|------|-----------------------------------|--------------|--------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 0 | 0 | -- | 0 | 0 | -- |
| Sold Listings | 0 | 0 | -- | 0 | 0 | -- |
| Median Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Average Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Percent of List Price Received* | 0.0% | 0.0% | -- | 0.0% | 0.0% | -- |
| Days on Market Until Sale | 0 | 0 | -- | 0 | 0 | -- |
| Inventory of Homes for Sale | 0 | 0 | -- | -- | -- | -- |
| Months Supply of Inventory | 0.0 | 0.0 | -- | -- | -- | -- |

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

A Research Tool Provided by the Colorado Association of REALTORS®



Fountain Valley

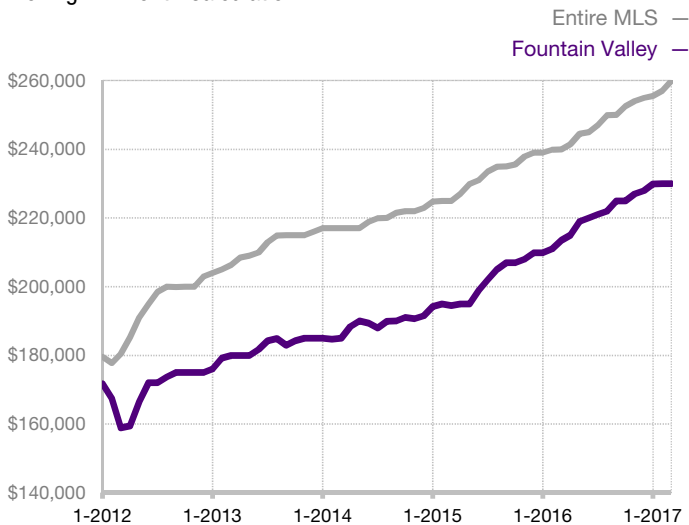
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 278 | 256 | - 7.9% | 695 | 597 | - 14.1% |
| Sold Listings | 211 | 208 | - 1.4% | 493 | 489 | - 0.8% |
| Median Sales Price* | \$218,500 | \$230,000 | + 5.3% | \$219,000 | \$234,000 | + 6.8% |
| Average Sales Price* | \$217,501 | \$233,225 | + 7.2% | \$216,797 | \$234,711 | + 8.3% |
| Percent of List Price Received* | 99.6% | 100.1% | + 0.5% | 99.7% | 100.2% | + 0.5% |
| Days on Market Until Sale | 38 | 25 | - 34.2% | 48 | 29 | - 39.6% |
| Inventory of Homes for Sale | 283 | 163 | - 42.4% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 0.8 | - 52.9% | -- | -- | -- |

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

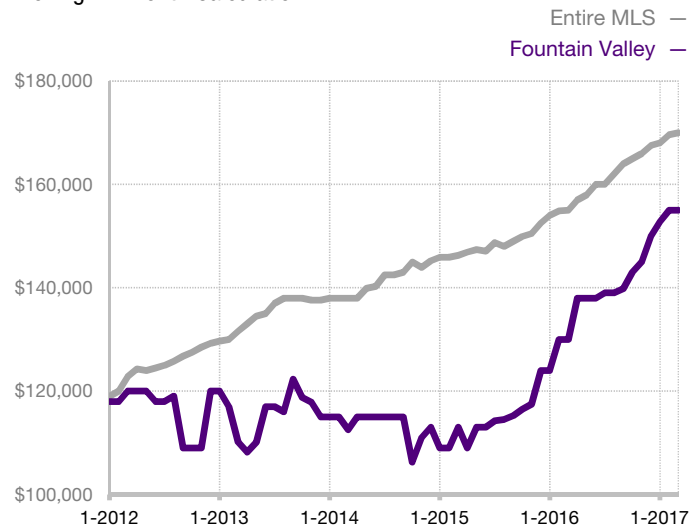
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 4 | 19 | + 375.0% | 17 | 40 | + 135.3% |
| Sold Listings | 2 | 9 | + 350.0% | 12 | 20 | + 66.7% |
| Median Sales Price* | \$173,588 | \$160,000 | - 7.8% | \$145,063 | \$177,500 | + 22.4% |
| Average Sales Price* | \$173,588 | \$163,811 | - 5.6% | \$152,215 | \$172,431 | + 13.3% |
| Percent of List Price Received* | 97.9% | 100.6% | + 2.8% | 97.9% | 101.9% | + 4.1% |
| Days on Market Until Sale | 16 | 12 | - 25.0% | 42 | 39 | - 7.1% |
| Inventory of Homes for Sale | 3 | 10 | + 233.3% | -- | -- | -- |
| Months Supply of Inventory | 0.8 | 1.4 | + 75.0% | -- | -- | -- |

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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Manitou Springs

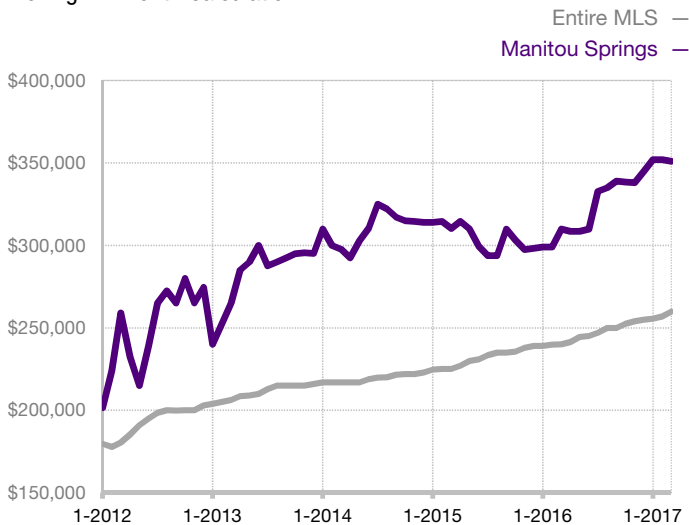
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 11 | 9 | - 18.2% | 28 | 28 | 0.0% |
| Sold Listings | 5 | 8 | + 60.0% | 13 | 16 | + 23.1% |
| Median Sales Price* | \$362,000 | \$341,225 | - 5.7% | \$335,000 | \$347,300 | + 3.7% |
| Average Sales Price* | \$312,380 | \$380,431 | + 21.8% | \$287,985 | \$412,883 | + 43.4% |
| Percent of List Price Received* | 96.7% | 98.4% | + 1.8% | 96.0% | 97.9% | + 2.0% |
| Days on Market Until Sale | 50 | 57 | + 14.0% | 83 | 69 | - 16.9% |
| Inventory of Homes for Sale | 31 | 21 | - 32.3% | -- | -- | -- |
| Months Supply of Inventory | 4.8 | 2.4 | - 50.0% | -- | -- | -- |

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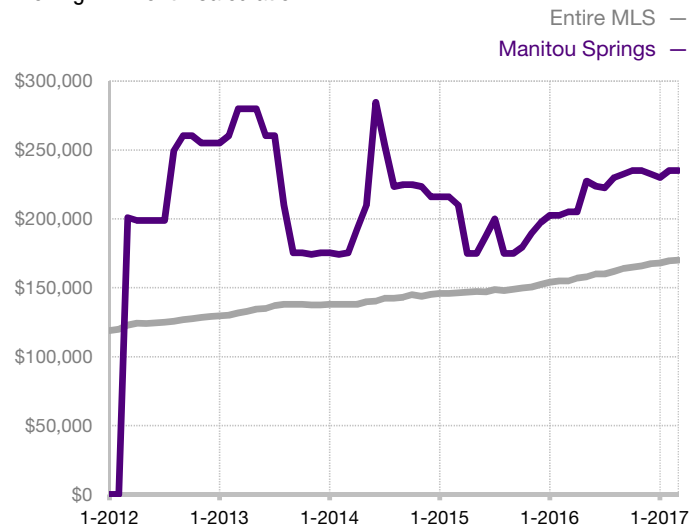
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-----------|-------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 2 | 1 | - 50.0% | 12 | 6 | - 50.0% |
| Sold Listings | 3 | 0 | - 100.0% | 7 | 2 | - 71.4% |
| Median Sales Price* | \$235,000 | \$0 | - 100.0% | \$222,500 | \$214,000 | - 3.8% |
| Average Sales Price* | \$215,667 | \$0 | - 100.0% | \$243,929 | \$214,000 | - 12.3% |
| Percent of List Price Received* | 98.2% | 0.0% | - 100.0% | 97.6% | 99.0% | + 1.4% |
| Days on Market Until Sale | 5 | 0 | - 100.0% | 21 | 45 | + 114.3% |
| Inventory of Homes for Sale | 4 | 5 | + 25.0% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 2.9 | + 81.3% | -- | -- | -- |

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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Marksheffel

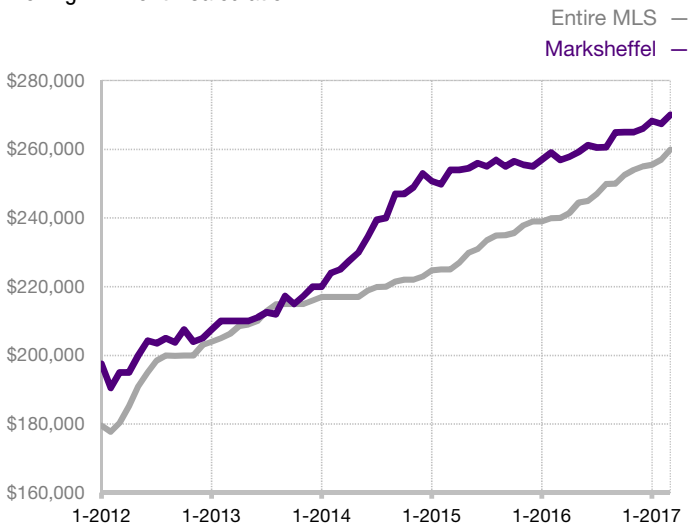
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 44 | 45 | + 2.3% | 104 | 101 | - 2.9% |
| Sold Listings | 31 | 42 | + 35.5% | 74 | 77 | + 4.1% |
| Median Sales Price* | \$252,000 | \$295,000 | + 17.1% | \$258,500 | \$290,000 | + 12.2% |
| Average Sales Price* | \$261,306 | \$314,455 | + 20.3% | \$271,779 | \$311,490 | + 14.6% |
| Percent of List Price Received* | 99.2% | 101.8% | + 2.6% | 99.1% | 101.0% | + 1.9% |
| Days on Market Until Sale | 19 | 46 | + 142.1% | 54 | 41 | - 24.1% |
| Inventory of Homes for Sale | 56 | 45 | - 19.6% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 1.5 | - 34.8% | -- | -- | -- |

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

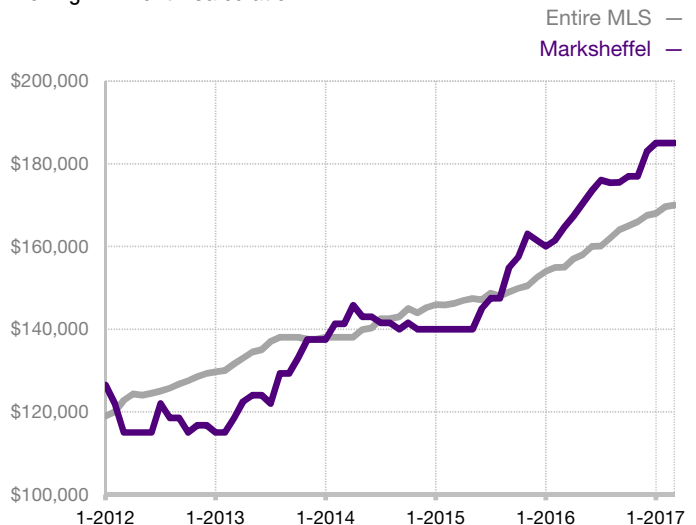
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 3 | 5 | + 66.7% | 6 | 12 | + 100.0% |
| Sold Listings | 4 | 6 | + 50.0% | 8 | 12 | + 50.0% |
| Median Sales Price* | \$182,630 | \$189,650 | + 3.8% | \$174,200 | \$188,959 | + 8.5% |
| Average Sales Price* | \$183,348 | \$187,717 | + 2.4% | \$172,535 | \$189,068 | + 9.6% |
| Percent of List Price Received* | 101.2% | 99.0% | - 2.2% | 99.8% | 98.9% | - 0.9% |
| Days on Market Until Sale | 63 | 20 | - 68.3% | 38 | 20 | - 47.4% |
| Inventory of Homes for Sale | 1 | 2 | + 100.0% | -- | -- | -- |
| Months Supply of Inventory | 0.4 | 0.8 | + 100.0% | -- | -- | -- |

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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Northeast

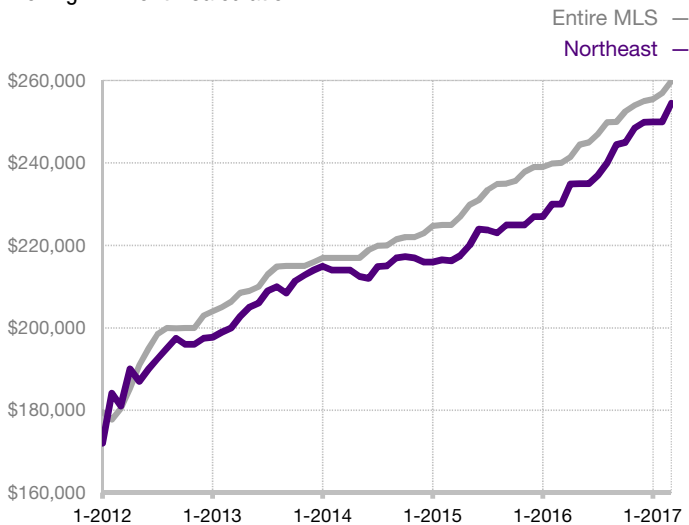
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|-----------|-----------------------------------|--------------|--------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 128 | 128 | 0.0% | 280 | 287 | + 2.5% |
| Sold Listings | 74 | 100 | + 35.1% | 201 | 227 | + 12.9% |
| Median Sales Price* | \$231,050 | \$267,750 | + 15.9% | \$235,000 | \$260,000 | + 10.6% |
| Average Sales Price* | \$253,802 | \$300,113 | + 18.2% | \$251,180 | \$291,967 | + 16.2% |
| Percent of List Price Received* | 99.3% | 100.1% | + 0.8% | 99.0% | 99.7% | + 0.7% |
| Days on Market Until Sale | 30 | 24 | - 20.0% | 38 | 27 | - 28.9% |
| Inventory of Homes for Sale | 95 | 74 | - 22.1% | -- | -- | -- |
| Months Supply of Inventory | 1.0 | 0.8 | - 20.0% | -- | -- | -- |

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

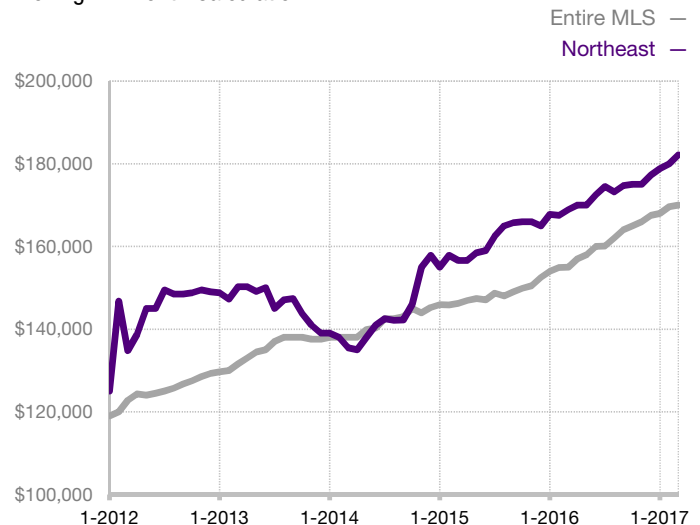
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-----------|-----------|-----------------------------------|--------------|--------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 33 | 31 | - 6.1% | 68 | 74 | + 8.8% |
| Sold Listings | 20 | 19 | - 5.0% | 63 | 59 | - 6.3% |
| Median Sales Price* | \$176,475 | \$184,900 | + 4.8% | \$174,895 | \$184,900 | + 5.7% |
| Average Sales Price* | \$169,730 | \$163,900 | - 3.4% | \$167,781 | \$179,587 | + 7.0% |
| Percent of List Price Received* | 100.0% | 99.0% | - 1.0% | 98.8% | 99.4% | + 0.6% |
| Days on Market Until Sale | 29 | 7 | - 75.9% | 29 | 19 | - 34.5% |
| Inventory of Homes for Sale | 21 | 21 | 0.0% | -- | -- | -- |
| Months Supply of Inventory | 0.9 | 0.8 | - 11.1% | -- | -- | -- |

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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Northgate

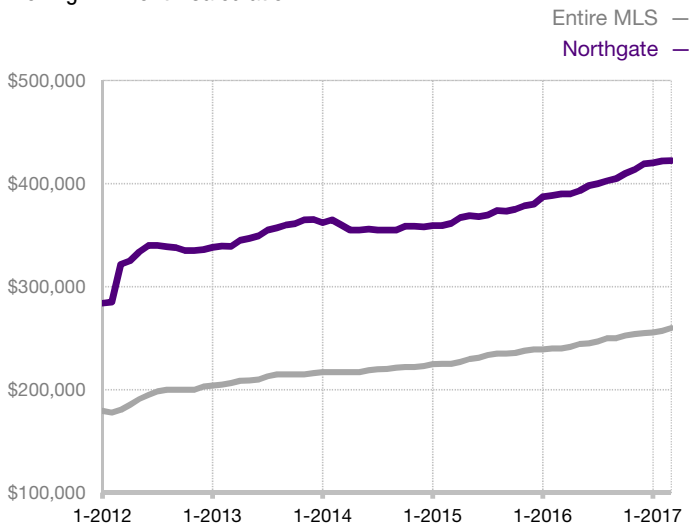
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 62 | 80 | + 29.0% | 156 | 169 | + 8.3% |
| Sold Listings | 44 | 41 | - 6.8% | 96 | 96 | 0.0% |
| Median Sales Price* | \$411,059 | \$430,000 | + 4.6% | \$412,475 | \$438,201 | + 6.2% |
| Average Sales Price* | \$424,426 | \$448,209 | + 5.6% | \$425,511 | \$460,586 | + 8.2% |
| Percent of List Price Received* | 99.5% | 99.6% | + 0.1% | 99.4% | 99.4% | 0.0% |
| Days on Market Until Sale | 70 | 65 | - 7.1% | 75 | 62 | - 17.3% |
| Inventory of Homes for Sale | 107 | 107 | 0.0% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 2.4 | - 4.0% | -- | -- | -- |

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

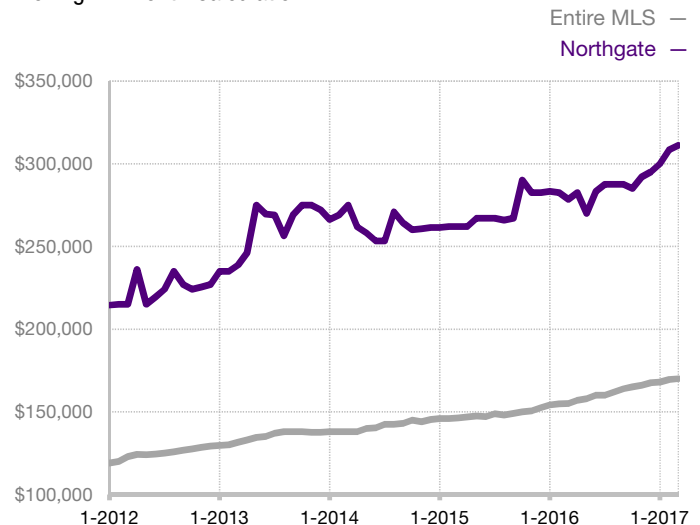
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 6 | 1 | - 83.3% | 16 | 6 | - 62.5% |
| Sold Listings | 2 | 3 | + 50.0% | 4 | 12 | + 200.0% |
| Median Sales Price* | \$245,250 | \$310,000 | + 26.4% | \$279,250 | \$340,680 | + 22.0% |
| Average Sales Price* | \$245,250 | \$341,333 | + 39.2% | \$264,875 | \$370,314 | + 39.8% |
| Percent of List Price Received* | 93.9% | 99.5% | + 6.0% | 96.5% | 101.1% | + 4.8% |
| Days on Market Until Sale | 41 | 46 | + 12.2% | 30 | 41 | + 36.7% |
| Inventory of Homes for Sale | 11 | 1 | - 90.9% | -- | -- | -- |
| Months Supply of Inventory | 3.7 | 0.2 | - 94.6% | -- | -- | -- |

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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Northwest

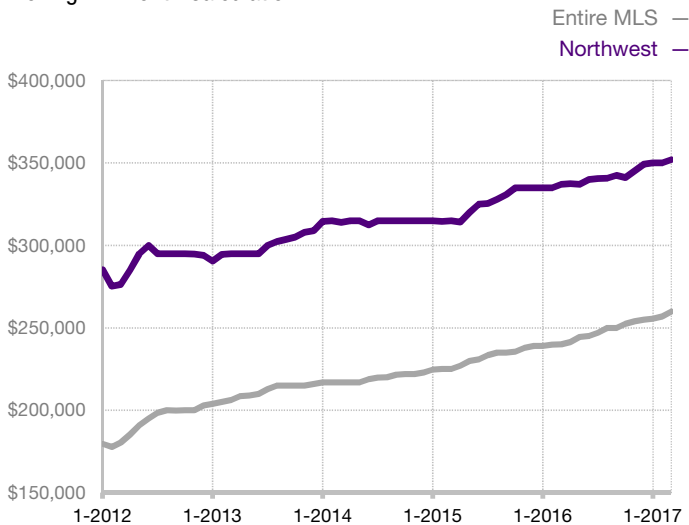
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 72 | 50 | - 30.6% | 147 | 107 | - 27.2% |
| Sold Listings | 29 | 26 | - 10.3% | 92 | 73 | - 20.7% |
| Median Sales Price* | \$365,000 | \$397,500 | + 8.9% | \$331,598 | \$368,000 | + 11.0% |
| Average Sales Price* | \$376,694 | \$394,965 | + 4.9% | \$364,567 | \$397,149 | + 8.9% |
| Percent of List Price Received* | 99.4% | 99.2% | - 0.2% | 98.5% | 98.7% | + 0.2% |
| Days on Market Until Sale | 48 | 31 | - 35.4% | 63 | 48 | - 23.8% |
| Inventory of Homes for Sale | 90 | 47 | - 47.8% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 1.1 | - 52.2% | -- | -- | -- |

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

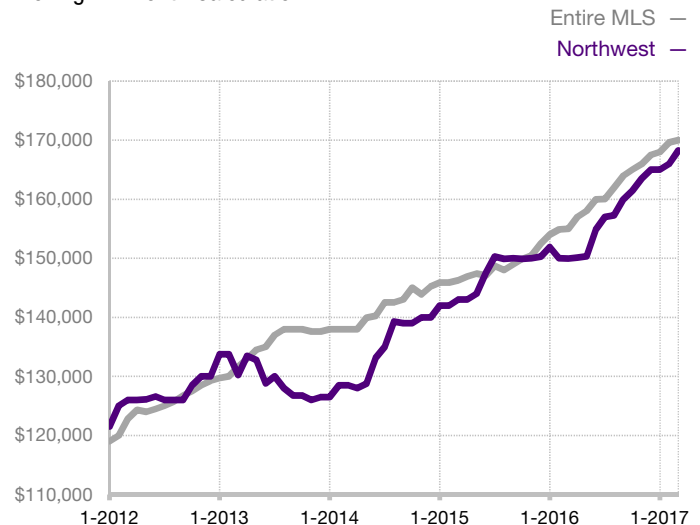
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 14 | 15 | + 7.1% | 31 | 34 | + 9.7% |
| Sold Listings | 11 | 15 | + 36.4% | 23 | 24 | + 4.3% |
| Median Sales Price* | \$162,500 | \$193,000 | + 18.8% | \$156,000 | \$188,450 | + 20.8% |
| Average Sales Price* | \$170,836 | \$225,699 | + 32.1% | \$161,600 | \$215,880 | + 33.6% |
| Percent of List Price Received* | 100.5% | 100.3% | - 0.2% | 99.1% | 99.7% | + 0.6% |
| Days on Market Until Sale | 13 | 48 | + 269.2% | 39 | 42 | + 7.7% |
| Inventory of Homes for Sale | 9 | 8 | - 11.1% | -- | -- | -- |
| Months Supply of Inventory | 0.8 | 0.6 | - 25.0% | -- | -- | -- |

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

A Research Tool Provided by the Colorado Association of REALTORS®



Old Colorado City

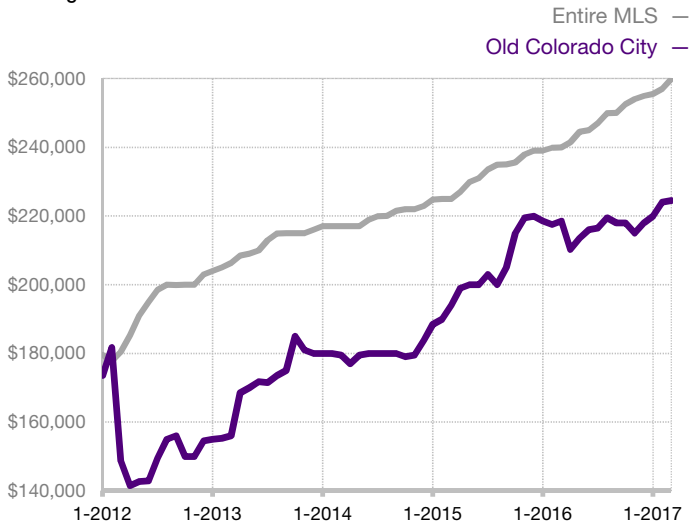
| Single Family-Patio Homes Key Metrics | March | | | Year to Date | | |
|--|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| New Listings | 28 | 22 | - 21.4% | 79 | 65 | - 17.7% |
| Sold Listings | 19 | 26 | + 36.8% | 56 | 57 | + 1.8% |
| Median Sales Price* | \$236,200 | \$250,500 | + 6.1% | \$210,000 | \$235,000 | + 11.9% |
| Average Sales Price* | \$242,048 | \$278,028 | + 14.9% | \$241,533 | \$270,170 | + 11.9% |
| Percent of List Price Received* | 100.2% | 98.8% | - 1.4% | 99.6% | 98.2% | - 1.4% |
| Days on Market Until Sale | 122 | 45 | - 63.1% | 83 | 43 | - 48.2% |
| Inventory of Homes for Sale | 45 | 25 | - 44.4% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 1.0 | - 44.4% | -- | -- | -- |

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

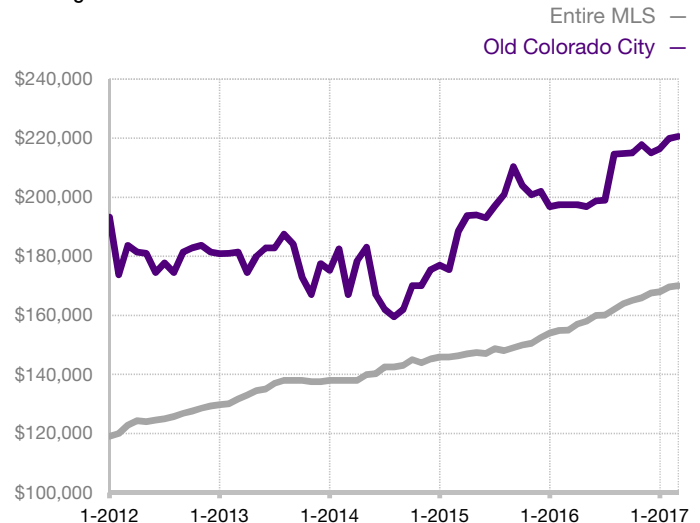
| Townhouse-Condo Key Metrics | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| New Listings | 8 | 10 | + 25.0% | 23 | 27 | + 17.4% |
| Sold Listings | 6 | 9 | + 50.0% | 19 | 17 | - 10.5% |
| Median Sales Price* | \$215,836 | \$235,000 | + 8.9% | \$197,500 | \$241,319 | + 22.2% |
| Average Sales Price* | \$225,211 | \$224,789 | - 0.2% | \$212,189 | \$231,609 | + 9.2% |
| Percent of List Price Received* | 103.3% | 99.9% | - 3.3% | 103.1% | 101.5% | - 1.6% |
| Days on Market Until Sale | 53 | 19 | - 64.2% | 63 | 13 | - 79.4% |
| Inventory of Homes for Sale | 7 | 6 | - 14.3% | -- | -- | -- |
| Months Supply of Inventory | 1.1 | 0.7 | - 36.4% | -- | -- | -- |

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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Peyton

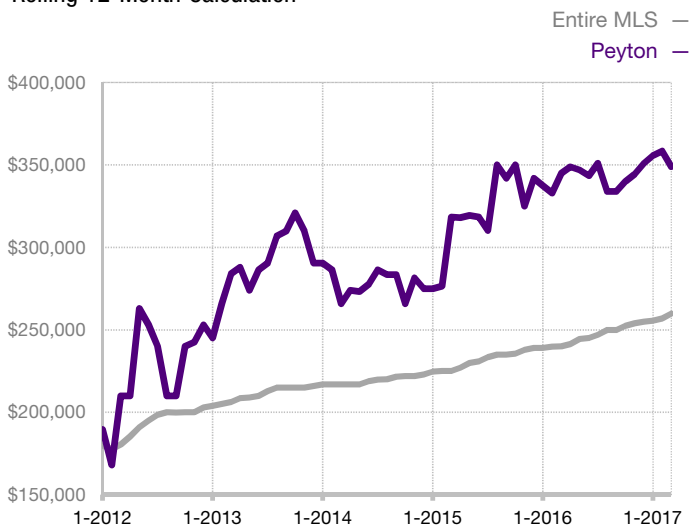
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 8 | 9 | + 12.5% | 16 | 20 | + 25.0% |
| Sold Listings | 5 | 9 | + 80.0% | 15 | 18 | + 20.0% |
| Median Sales Price* | \$399,500 | \$349,500 | - 12.5% | \$353,000 | \$349,250 | - 1.1% |
| Average Sales Price* | \$434,880 | \$346,444 | - 20.3% | \$357,000 | \$331,939 | - 7.0% |
| Percent of List Price Received* | 97.5% | 98.8% | + 1.3% | 98.5% | 99.0% | + 0.5% |
| Days on Market Until Sale | 176 | 33 | - 81.3% | 99 | 35 | - 64.6% |
| Inventory of Homes for Sale | 16 | 13 | - 18.8% | -- | -- | -- |
| Months Supply of Inventory | 3.0 | 2.3 | - 23.3% | -- | -- | -- |

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

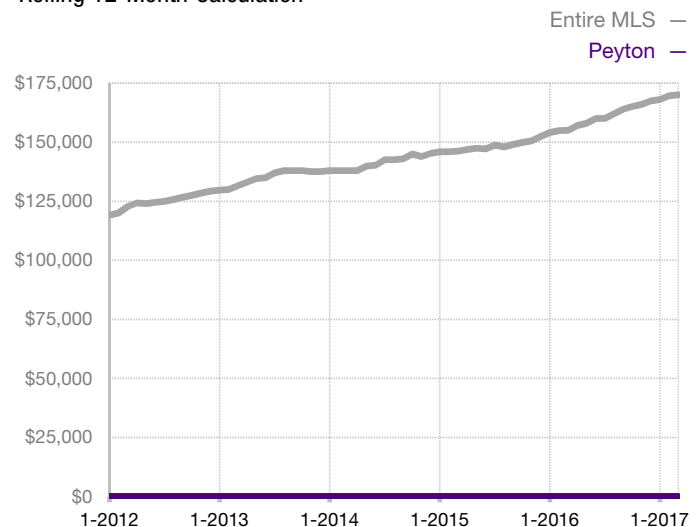
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-------|-------------|-----------------------------------|--------------|--------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 0 | 0 | -- | 0 | 0 | -- |
| Sold Listings | 0 | 0 | -- | 0 | 0 | -- |
| Median Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Average Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Percent of List Price Received* | 0.0% | 0.0% | -- | 0.0% | 0.0% | -- |
| Days on Market Until Sale | 0 | 0 | -- | 0 | 0 | -- |
| Inventory of Homes for Sale | 0 | 0 | -- | -- | -- | -- |
| Months Supply of Inventory | 0.0 | 0.0 | -- | -- | -- | -- |

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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Powers

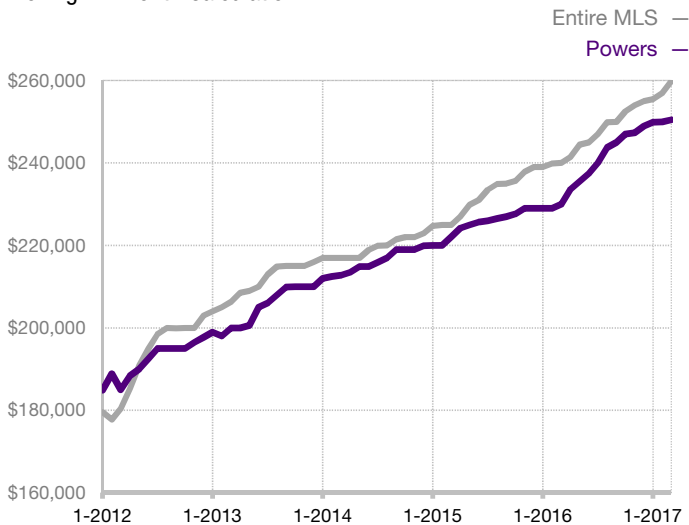
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|-----------|-----------------------------------|--------------|--------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 192 | 173 | - 9.9% | 422 | 419 | - 0.7% |
| Sold Listings | 155 | 136 | - 12.3% | 331 | 289 | - 12.7% |
| Median Sales Price* | \$245,000 | \$260,000 | + 6.1% | \$237,500 | \$260,000 | + 9.5% |
| Average Sales Price* | \$250,624 | \$264,105 | + 5.4% | \$245,778 | \$264,884 | + 7.8% |
| Percent of List Price Received* | 99.9% | 100.6% | + 0.7% | 99.4% | 100.4% | + 1.0% |
| Days on Market Until Sale | 31 | 24 | - 22.6% | 40 | 24 | - 40.0% |
| Inventory of Homes for Sale | 144 | 90 | - 37.5% | -- | -- | -- |
| Months Supply of Inventory | 1.1 | 0.7 | - 36.4% | -- | -- | -- |

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

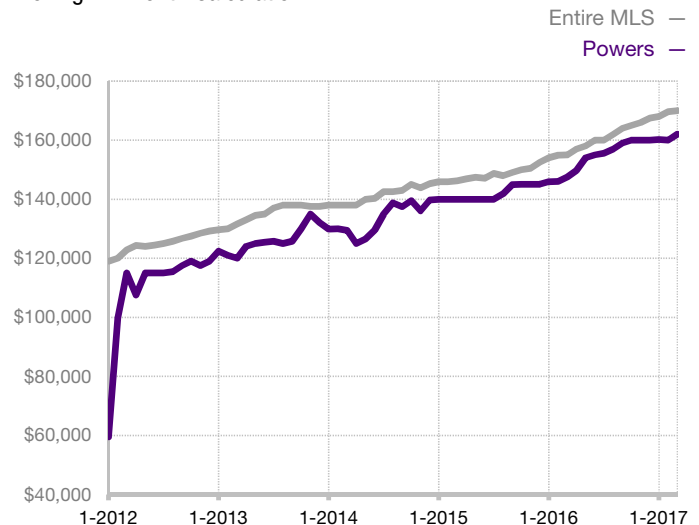
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-----------|-----------|-----------------------------------|--------------|--------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 18 | 28 | + 55.6% | 50 | 73 | + 46.0% |
| Sold Listings | 15 | 29 | + 93.3% | 31 | 55 | + 77.4% |
| Median Sales Price* | \$168,500 | \$180,000 | + 6.8% | \$154,500 | \$165,000 | + 6.8% |
| Average Sales Price* | \$158,133 | \$177,198 | + 12.1% | \$151,879 | \$174,439 | + 14.9% |
| Percent of List Price Received* | 99.3% | 99.9% | + 0.6% | 98.8% | 99.7% | + 0.9% |
| Days on Market Until Sale | 13 | 10 | - 23.1% | 22 | 22 | 0.0% |
| Inventory of Homes for Sale | 7 | 10 | + 42.9% | -- | -- | -- |
| Months Supply of Inventory | 0.5 | 0.5 | 0.0% | -- | -- | -- |

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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Pueblo County

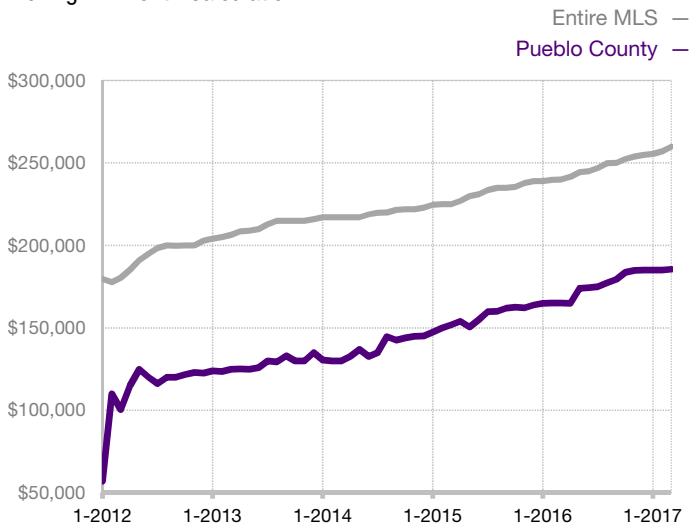
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 24 | 35 | + 45.8% | 84 | 75 | - 10.7% |
| Sold Listings | 19 | 24 | + 26.3% | 50 | 55 | + 10.0% |
| Median Sales Price* | \$156,500 | \$201,250 | + 28.6% | \$169,950 | \$179,500 | + 5.6% |
| Average Sales Price* | \$185,555 | \$198,996 | + 7.2% | \$179,832 | \$186,857 | + 3.9% |
| Percent of List Price Received* | 98.1% | 97.5% | - 0.6% | 98.9% | 98.8% | - 0.1% |
| Days on Market Until Sale | 40 | 76 | + 90.0% | 48 | 55 | + 14.6% |
| Inventory of Homes for Sale | 65 | 51 | - 21.5% | -- | -- | -- |
| Months Supply of Inventory | 2.9 | 2.2 | - 24.1% | -- | -- | -- |

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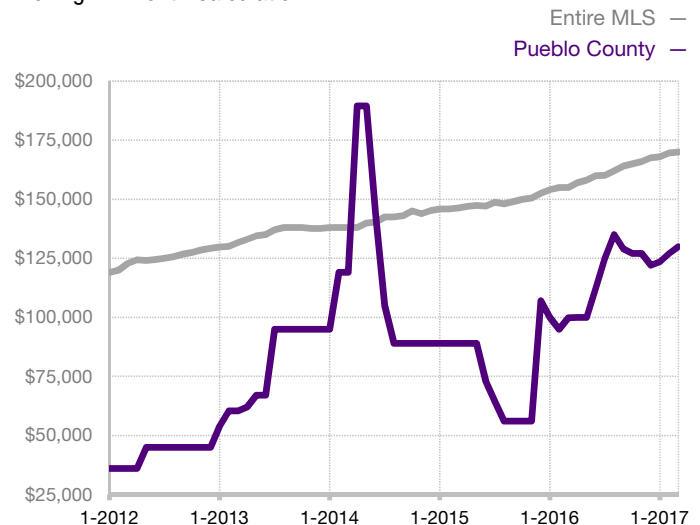
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 0 | 0 | -- | 2 | 1 | - 50.0% |
| Sold Listings | 2 | 1 | - 50.0% | 4 | 2 | - 50.0% |
| Median Sales Price* | \$112,250 | \$129,900 | + 15.7% | \$99,750 | \$134,950 | + 35.3% |
| Average Sales Price* | \$112,250 | \$129,900 | + 15.7% | \$103,625 | \$134,950 | + 30.2% |
| Percent of List Price Received* | 100.5% | 100.0% | - 0.5% | 101.0% | 98.3% | - 2.7% |
| Days on Market Until Sale | 23 | 22 | - 4.3% | 18 | 25 | + 38.9% |
| Inventory of Homes for Sale | 2 | 1 | - 50.0% | -- | -- | -- |
| Months Supply of Inventory | 1.3 | 0.9 | - 30.8% | -- | -- | -- |

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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Rock Creek

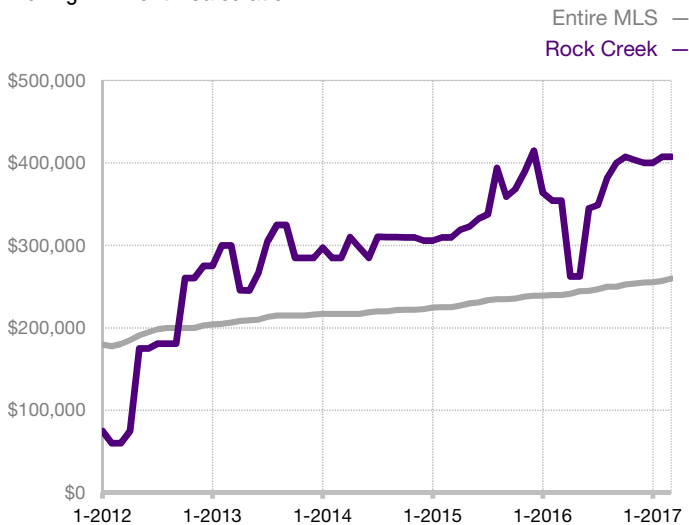
| Single Family-Patio Homes Key Metrics | March | | | Year to Date | | |
|--|-------|------|-----------------------------------|--------------|--------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| New Listings | 2 | 0 | - 100.0% | 4 | 2 | - 50.0% |
| Sold Listings | 0 | 0 | -- | 2 | 2 | 0.0% |
| Median Sales Price* | \$0 | \$0 | -- | \$225,700 | \$472,500 | + 109.3% |
| Average Sales Price* | \$0 | \$0 | -- | \$225,700 | \$472,500 | + 109.3% |
| Percent of List Price Received* | 0.0% | 0.0% | -- | 100.2% | 97.8% | - 2.4% |
| Days on Market Until Sale | 0 | 0 | -- | 22 | 403 | + 1731.8% |
| Inventory of Homes for Sale | 8 | 2 | - 75.0% | -- | -- | -- |
| Months Supply of Inventory | 5.6 | 1.3 | - 76.8% | -- | -- | -- |

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

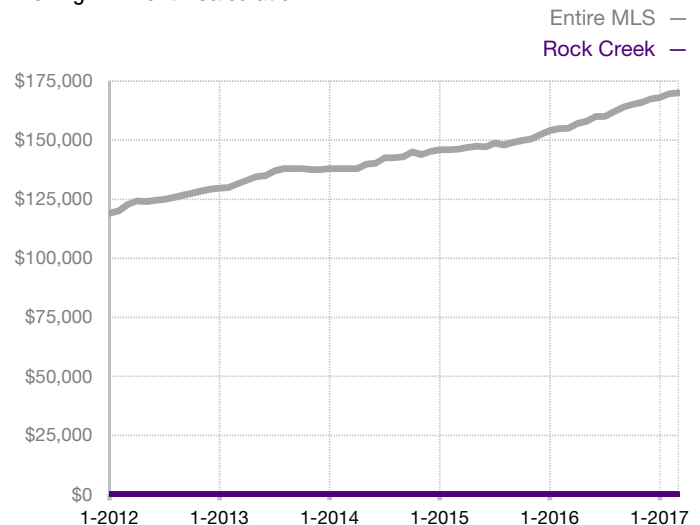
| Townhouse-Condo Key Metrics | March | | | Year to Date | | |
|---------------------------------|-------|------|-----------------------------------|--------------|--------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| New Listings | 0 | 0 | -- | 0 | 0 | -- |
| Sold Listings | 0 | 0 | -- | 0 | 0 | -- |
| Median Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Average Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Percent of List Price Received* | 0.0% | 0.0% | -- | 0.0% | 0.0% | -- |
| Days on Market Until Sale | 0 | 0 | -- | 0 | 0 | -- |
| Inventory of Homes for Sale | 0 | 0 | -- | -- | -- | -- |
| Months Supply of Inventory | 0.0 | 0.0 | -- | -- | -- | -- |

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

A Research Tool Provided by the Colorado Association of REALTORS®



Southeast

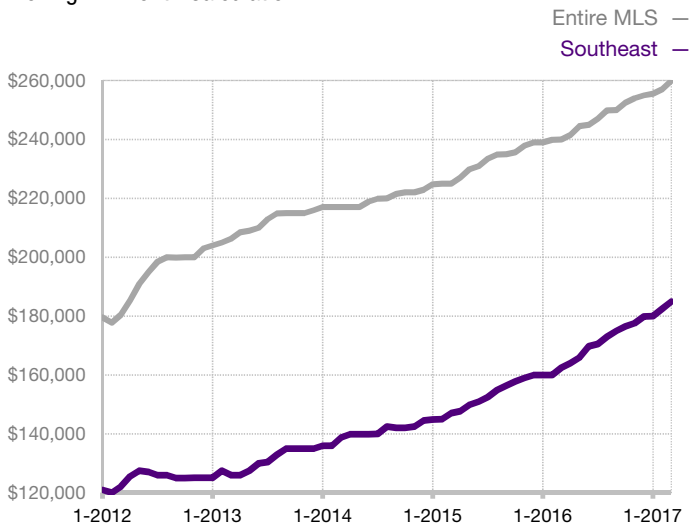
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 63 | 69 | + 9.5% | 193 | 194 | + 0.5% |
| Sold Listings | 86 | 73 | - 15.1% | 178 | 190 | + 6.7% |
| Median Sales Price* | \$174,950 | \$190,000 | + 8.6% | \$166,500 | \$189,975 | + 14.1% |
| Average Sales Price* | \$170,841 | \$192,874 | + 12.9% | \$167,107 | \$188,324 | + 12.7% |
| Percent of List Price Received* | 100.2% | 100.4% | + 0.2% | 99.8% | 100.3% | + 0.5% |
| Days on Market Until Sale | 20 | 12 | - 40.0% | 26 | 13 | - 50.0% |
| Inventory of Homes for Sale | 32 | 37 | + 15.6% | -- | -- | -- |
| Months Supply of Inventory | 0.6 | 0.5 | - 16.7% | -- | -- | -- |

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

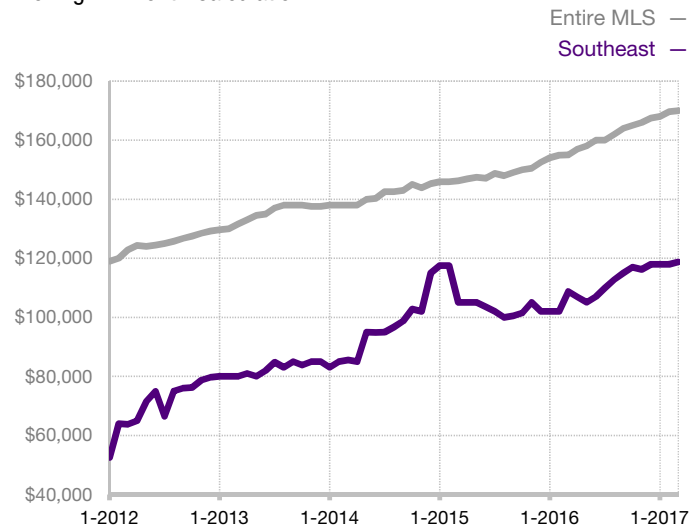
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 21 | 23 | + 9.5% | 50 | 63 | + 26.0% |
| Sold Listings | 27 | 30 | + 11.1% | 51 | 69 | + 35.3% |
| Median Sales Price* | \$118,000 | \$135,000 | + 14.4% | \$115,042 | \$120,000 | + 4.3% |
| Average Sales Price* | \$126,279 | \$126,331 | + 0.0% | \$118,572 | \$123,942 | + 4.5% |
| Percent of List Price Received* | 98.8% | 100.8% | + 2.0% | 99.1% | 99.1% | 0.0% |
| Days on Market Until Sale | 34 | 18 | - 47.1% | 38 | 20 | - 47.4% |
| Inventory of Homes for Sale | 10 | 8 | - 20.0% | -- | -- | -- |
| Months Supply of Inventory | 0.5 | 0.4 | - 20.0% | -- | -- | -- |

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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Southwest

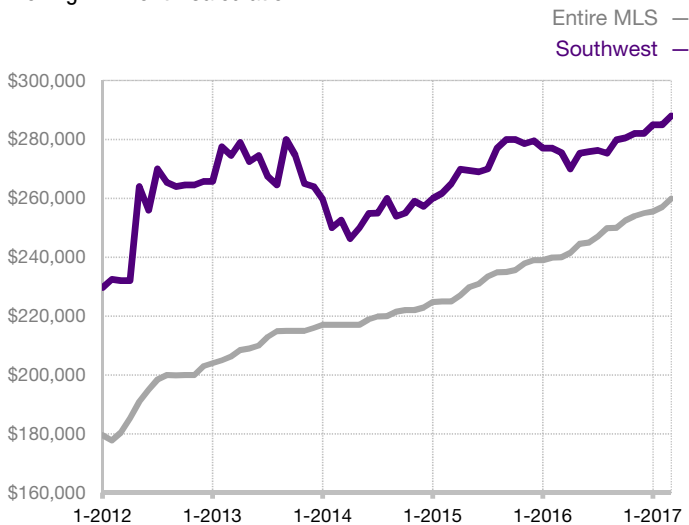
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 101 | 99 | - 2.0% | 218 | 219 | + 0.5% |
| Sold Listings | 40 | 42 | + 5.0% | 135 | 119 | - 11.9% |
| Median Sales Price* | \$249,085 | \$282,450 | + 13.4% | \$253,000 | \$275,000 | + 8.7% |
| Average Sales Price* | \$304,321 | \$337,627 | + 10.9% | \$317,919 | \$377,854 | + 18.9% |
| Percent of List Price Received* | 98.8% | 100.2% | + 1.4% | 98.2% | 98.8% | + 0.6% |
| Days on Market Until Sale | 66 | 30 | - 54.5% | 67 | 50 | - 25.4% |
| Inventory of Homes for Sale | 217 | 161 | - 25.8% | -- | -- | -- |
| Months Supply of Inventory | 4.3 | 2.8 | - 34.9% | -- | -- | -- |

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

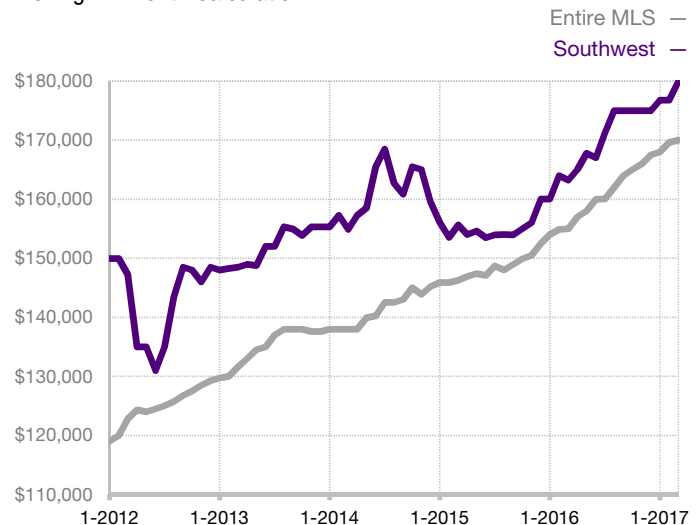
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 23 | 18 | - 21.7% | 51 | 54 | + 5.9% |
| Sold Listings | 17 | 13 | - 23.5% | 41 | 34 | - 17.1% |
| Median Sales Price* | \$163,000 | \$195,000 | + 19.6% | \$165,000 | \$186,250 | + 12.9% |
| Average Sales Price* | \$181,347 | \$202,116 | + 11.5% | \$207,429 | \$242,120 | + 16.7% |
| Percent of List Price Received* | 99.0% | 98.9% | - 0.1% | 98.8% | 98.3% | - 0.5% |
| Days on Market Until Sale | 37 | 33 | - 10.8% | 41 | 24 | - 41.5% |
| Inventory of Homes for Sale | 29 | 29 | 0.0% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 1.8 | - 5.3% | -- | -- | -- |

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

A Research Tool Provided by the Colorado Association of REALTORS®



Teller County

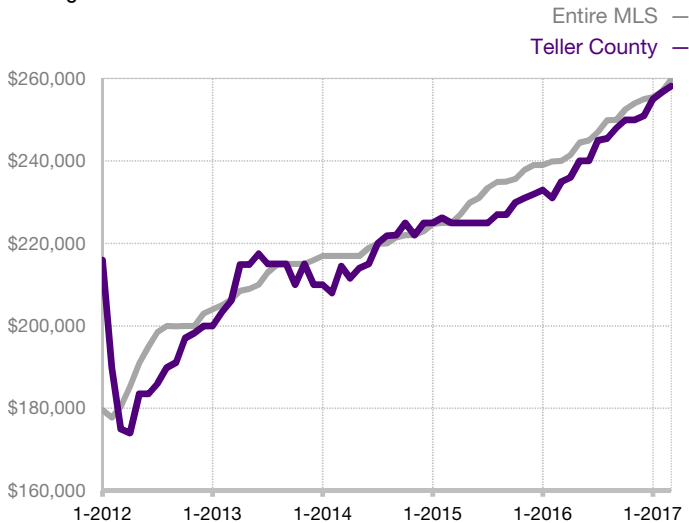
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 81 | 84 | + 3.7% | 177 | 186 | + 5.1% |
| Sold Listings | 42 | 60 | + 42.9% | 112 | 137 | + 22.3% |
| Median Sales Price* | \$241,000 | \$261,500 | + 8.5% | \$240,000 | \$270,000 | + 12.5% |
| Average Sales Price* | \$372,412 | \$268,630 | - 27.9% | \$292,167 | \$309,594 | + 6.0% |
| Percent of List Price Received* | 97.1% | 97.2% | + 0.1% | 97.6% | 97.7% | + 0.1% |
| Days on Market Until Sale | 105 | 64 | - 39.0% | 89 | 61 | - 31.5% |
| Inventory of Homes for Sale | 191 | 147 | - 23.0% | -- | -- | -- |
| Months Supply of Inventory | 3.3 | 2.3 | - 30.3% | -- | -- | -- |

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

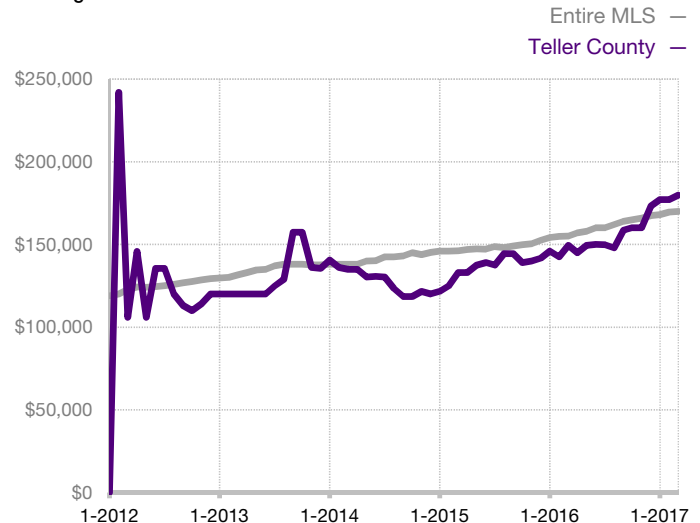
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 5 | 2 | - 60.0% | 7 | 6 | - 14.3% |
| Sold Listings | 0 | 3 | -- | 2 | 3 | + 50.0% |
| Median Sales Price* | \$0 | \$179,900 | -- | \$158,500 | \$179,900 | + 13.5% |
| Average Sales Price* | \$0 | \$181,600 | -- | \$158,500 | \$181,600 | + 14.6% |
| Percent of List Price Received* | 0.0% | 99.7% | -- | 97.3% | 99.7% | + 2.5% |
| Days on Market Until Sale | 0 | 10 | -- | 10 | 10 | 0.0% |
| Inventory of Homes for Sale | 9 | 11 | + 22.2% | -- | -- | -- |
| Months Supply of Inventory | 2.9 | 3.3 | + 13.8% | -- | -- | -- |

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

A Research Tool Provided by the Colorado Association of REALTORS®



Tri-Lakes

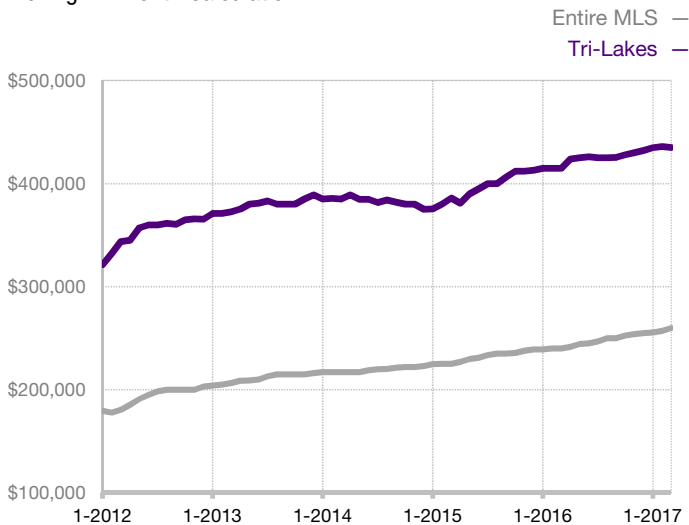
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 95 | 92 | - 3.2% | 205 | 195 | - 4.9% |
| Sold Listings | 32 | 51 | + 59.4% | 95 | 125 | + 31.6% |
| Median Sales Price* | \$461,725 | \$425,000 | - 8.0% | \$430,000 | \$437,500 | + 1.7% |
| Average Sales Price* | \$471,986 | \$456,717 | - 3.2% | \$456,052 | \$476,207 | + 4.4% |
| Percent of List Price Received* | 98.4% | 99.4% | + 1.0% | 98.4% | 98.8% | + 0.4% |
| Days on Market Until Sale | 87 | 59 | - 32.2% | 76 | 69 | - 9.2% |
| Inventory of Homes for Sale | 163 | 129 | - 20.9% | -- | -- | -- |
| Months Supply of Inventory | 3.0 | 2.1 | - 30.0% | -- | -- | -- |

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

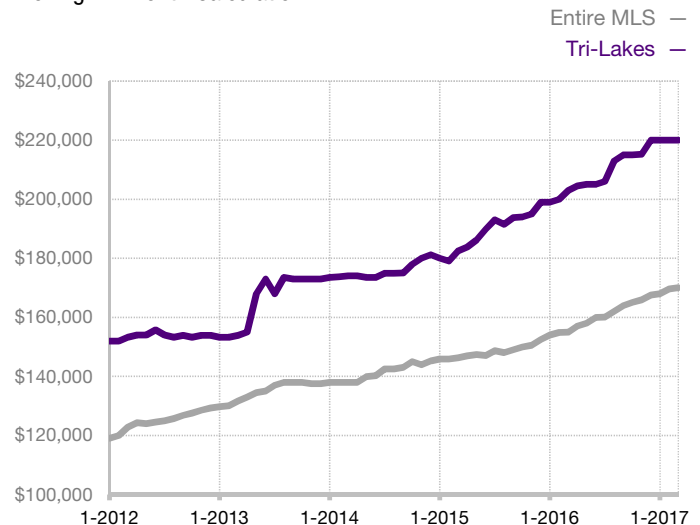
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 8 | 6 | - 25.0% | 18 | 14 | - 22.2% |
| Sold Listings | 4 | 3 | - 25.0% | 8 | 10 | + 25.0% |
| Median Sales Price* | \$280,661 | \$248,000 | - 11.6% | \$217,500 | \$212,750 | - 2.2% |
| Average Sales Price* | \$283,381 | \$259,333 | - 8.5% | \$253,566 | \$238,509 | - 5.9% |
| Percent of List Price Received* | 103.4% | 97.9% | - 5.3% | 101.1% | 99.0% | - 2.1% |
| Days on Market Until Sale | 255 | 64 | - 74.9% | 145 | 37 | - 74.5% |
| Inventory of Homes for Sale | 7 | 5 | - 28.6% | -- | -- | -- |
| Months Supply of Inventory | 1.2 | 1.0 | - 16.7% | -- | -- | -- |

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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Ute Pass

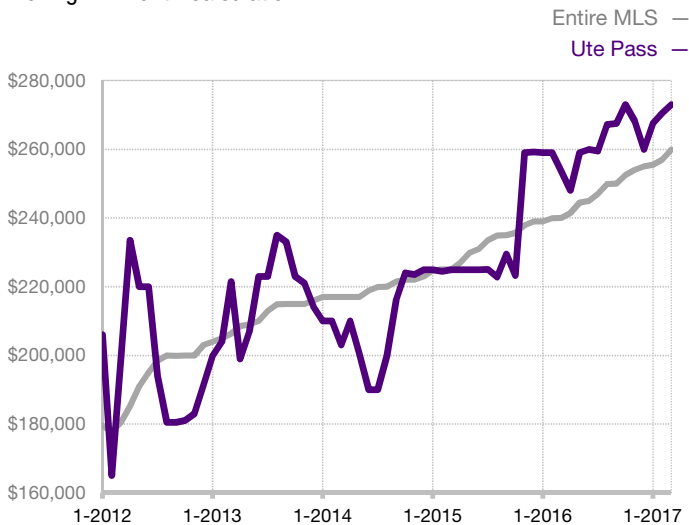
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 9 | 9 | 0.0% | 15 | 18 | + 20.0% |
| Sold Listings | 6 | 6 | 0.0% | 14 | 15 | + 7.1% |
| Median Sales Price* | \$249,250 | \$269,750 | + 8.2% | \$235,750 | \$322,000 | + 36.6% |
| Average Sales Price* | \$310,817 | \$256,417 | - 17.5% | \$267,013 | \$356,367 | + 33.5% |
| Percent of List Price Received* | 99.0% | 100.5% | + 1.5% | 98.5% | 98.1% | - 0.4% |
| Days on Market Until Sale | 157 | 83 | - 47.1% | 102 | 89 | - 12.7% |
| Inventory of Homes for Sale | 14 | 10 | - 28.6% | -- | -- | -- |
| Months Supply of Inventory | 2.9 | 1.8 | - 37.9% | -- | -- | -- |

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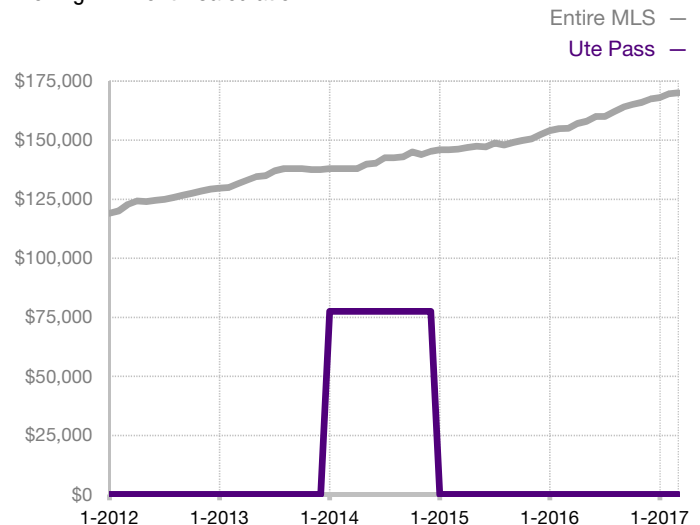
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-------|-------------|-----------------------------------|--------------|--------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 0 | 0 | -- | 0 | 0 | -- |
| Sold Listings | 0 | 0 | -- | 0 | 0 | -- |
| Median Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Average Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Percent of List Price Received* | 0.0% | 0.0% | -- | 0.0% | 0.0% | -- |
| Days on Market Until Sale | 0 | 0 | -- | 0 | 0 | -- |
| Inventory of Homes for Sale | 0 | 0 | -- | -- | -- | -- |
| Months Supply of Inventory | 0.0 | 0.0 | -- | -- | -- | -- |

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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West

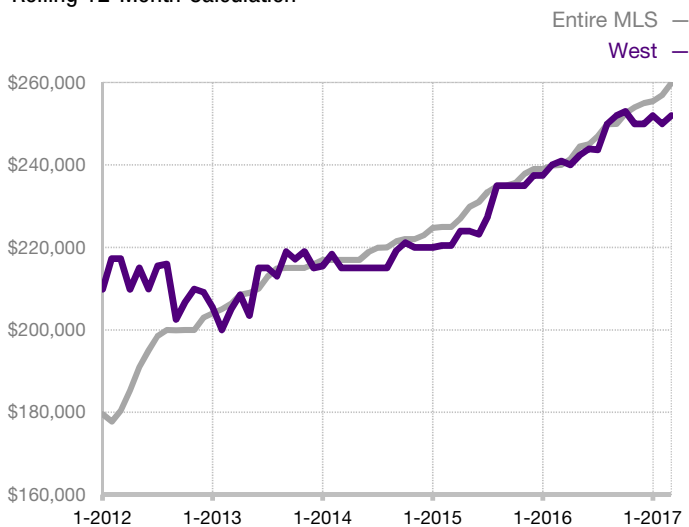
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 16 | 27 | + 68.8% | 56 | 65 | + 16.1% |
| Sold Listings | 15 | 17 | + 13.3% | 46 | 43 | - 6.5% |
| Median Sales Price* | \$234,900 | \$290,000 | + 23.5% | \$235,950 | \$260,000 | + 10.2% |
| Average Sales Price* | \$251,180 | \$379,198 | + 51.0% | \$263,967 | \$375,856 | + 42.4% |
| Percent of List Price Received* | 99.1% | 98.8% | - 0.3% | 97.8% | 98.4% | + 0.6% |
| Days on Market Until Sale | 40 | 37 | - 7.5% | 67 | 75 | + 11.9% |
| Inventory of Homes for Sale | 40 | 35 | - 12.5% | -- | -- | -- |
| Months Supply of Inventory | 2.0 | 1.9 | - 5.0% | -- | -- | -- |

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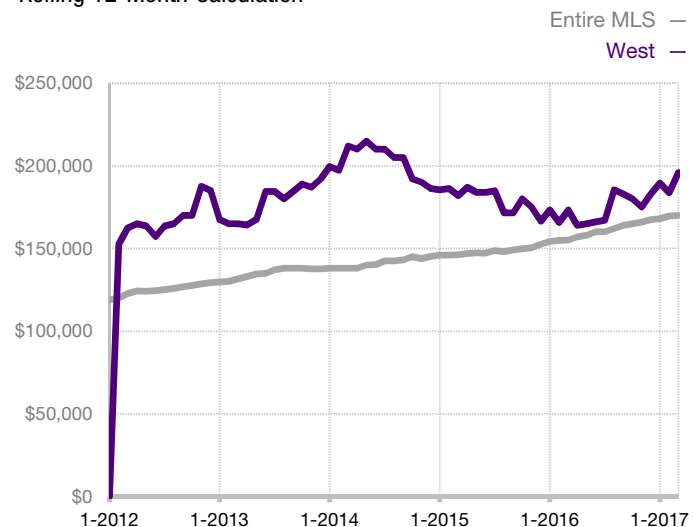
| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 11 | 5 | - 54.5% | 22 | 28 | + 27.3% |
| Sold Listings | 3 | 15 | + 400.0% | 10 | 22 | + 120.0% |
| Median Sales Price* | \$223,000 | \$217,000 | - 2.7% | \$193,950 | \$216,125 | + 11.4% |
| Average Sales Price* | \$201,050 | \$219,567 | + 9.2% | \$233,055 | \$210,348 | - 9.7% |
| Percent of List Price Received* | 98.0% | 98.7% | + 0.7% | 98.5% | 98.9% | + 0.4% |
| Days on Market Until Sale | 22 | 49 | + 122.7% | 20 | 39 | + 95.0% |
| Inventory of Homes for Sale | 14 | 14 | 0.0% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 1.8 | - 14.3% | -- | -- | -- |

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

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Woodland Park

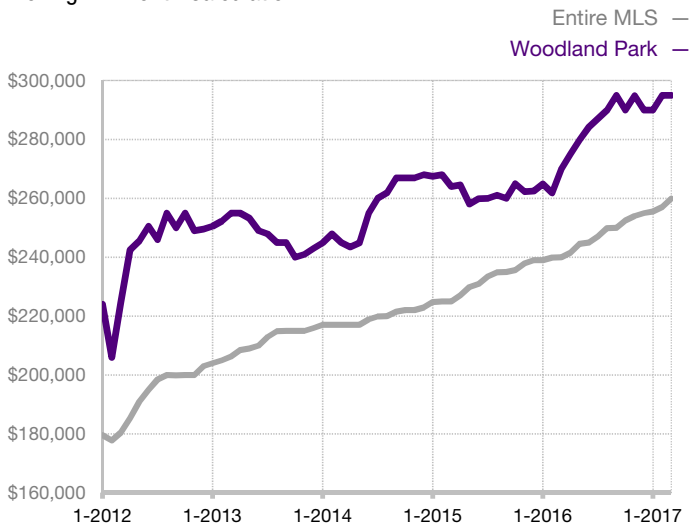
| Single Family-Patio Homes Key Metrics | March | | | Year to Date | | |
|--|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| New Listings | 32 | 36 | + 12.5% | 71 | 67 | - 5.6% |
| Sold Listings | 13 | 24 | + 84.6% | 46 | 63 | + 37.0% |
| Median Sales Price* | \$319,500 | \$327,200 | + 2.4% | \$278,200 | \$305,000 | + 9.6% |
| Average Sales Price* | \$657,123 | \$345,469 | - 47.4% | \$384,998 | \$353,470 | - 8.2% |
| Percent of List Price Received* | 98.9% | 99.4% | + 0.5% | 98.9% | 98.4% | - 0.5% |
| Days on Market Until Sale | 107 | 46 | - 57.0% | 74 | 49 | - 33.8% |
| Inventory of Homes for Sale | 54 | 35 | - 35.2% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 1.3 | - 43.5% | -- | -- | -- |

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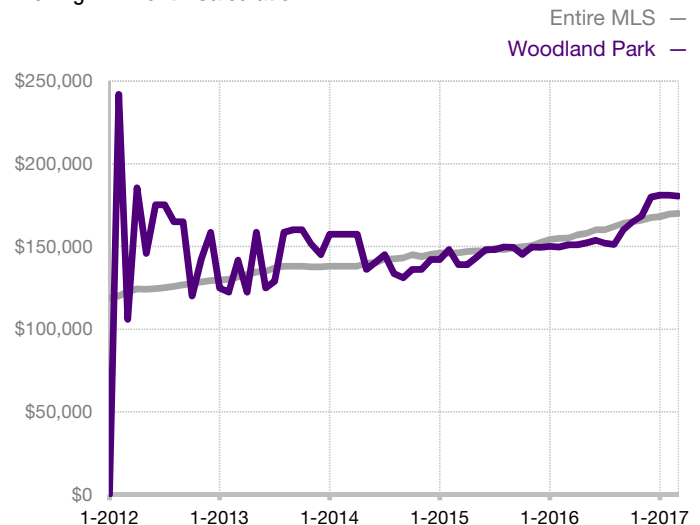
| Townhouse-Condo Key Metrics | March | | | Year to Date | | |
|---------------------------------|-------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| New Listings | 3 | 1 | - 66.7% | 5 | 5 | 0.0% |
| Sold Listings | 0 | 3 | -- | 2 | 3 | + 50.0% |
| Median Sales Price* | \$0 | \$179,900 | -- | \$158,500 | \$179,900 | + 13.5% |
| Average Sales Price* | \$0 | \$181,600 | -- | \$158,500 | \$181,600 | + 14.6% |
| Percent of List Price Received* | 0.0% | 99.7% | -- | 97.3% | 99.7% | + 2.5% |
| Days on Market Until Sale | 0 | 10 | -- | 10 | 10 | 0.0% |
| Inventory of Homes for Sale | 6 | 1 | - 83.3% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 0.3 | - 85.7% | -- | -- | -- |

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for March 2017

A Research Tool Provided by the Colorado Association of REALTORS®



Woodland Park North

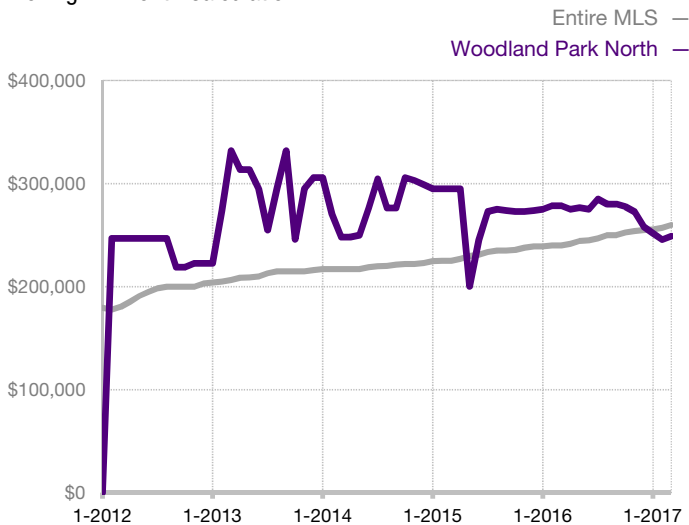
| Single Family-Patio Homes | March | | | Year to Date | | |
|---------------------------------|-----------|-------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 0 | 1 | -- | 3 | 5 | + 66.7% |
| Sold Listings | 1 | 0 | - 100.0% | 4 | 1 | - 75.0% |
| Median Sales Price* | \$245,500 | \$0 | - 100.0% | \$357,000 | \$950,000 | + 166.1% |
| Average Sales Price* | \$245,500 | \$0 | - 100.0% | \$359,875 | \$950,000 | + 164.0% |
| Percent of List Price Received* | 98.2% | 0.0% | - 100.0% | 96.9% | 90.5% | - 6.6% |
| Days on Market Until Sale | 15 | 0 | - 100.0% | 150 | 7 | - 95.3% |
| Inventory of Homes for Sale | 3 | 4 | + 33.3% | -- | -- | -- |
| Months Supply of Inventory | 1.3 | 2.6 | + 100.0% | -- | -- | -- |

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| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-------|-------------|-----------------------------------|--------------|--------------|-----------------------------------|
| | 2016 | 2017 | Percent Change from Previous Year | Thru 03-2016 | Thru 03-2017 | Percent Change from Previous Year |
| Key Metrics | | | | | | |
| New Listings | 0 | 0 | -- | 0 | 0 | -- |
| Sold Listings | 0 | 0 | -- | 0 | 0 | -- |
| Median Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Average Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Percent of List Price Received* | 0.0% | 0.0% | -- | 0.0% | 0.0% | -- |
| Days on Market Until Sale | 0 | 0 | -- | 0 | 0 | -- |
| Inventory of Homes for Sale | 0 | 0 | -- | -- | -- | -- |
| Months Supply of Inventory | 0.0 | 0.0 | -- | -- | -- | -- |

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation

