

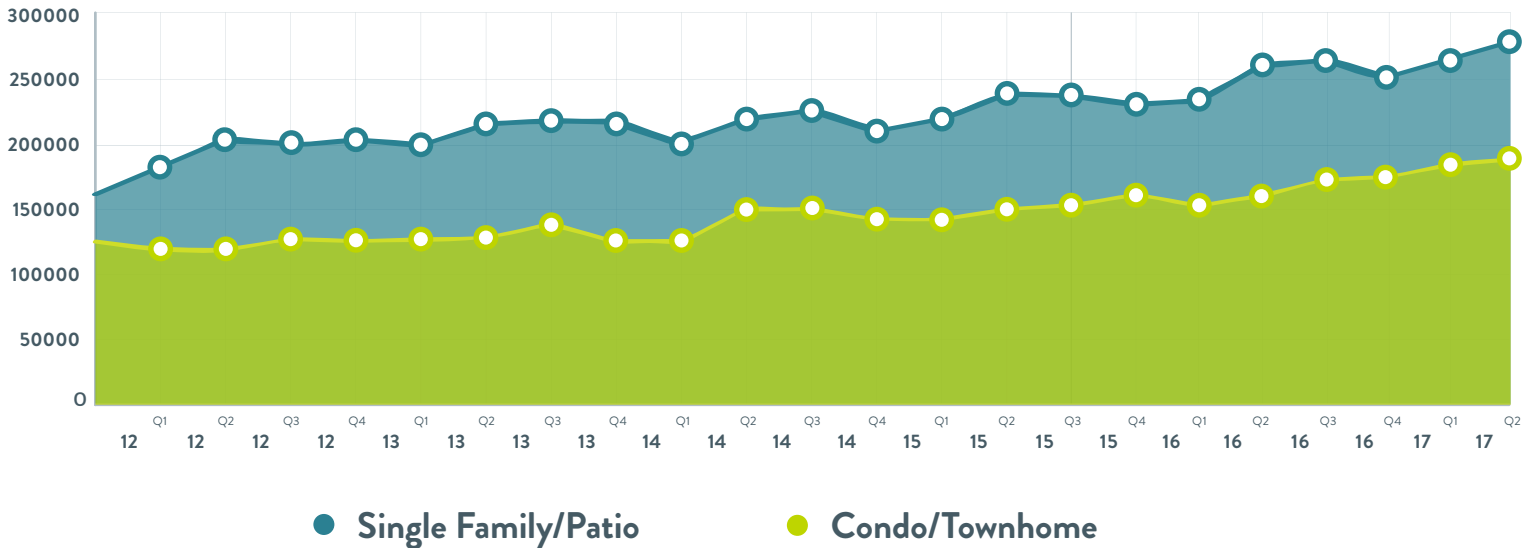
# MARKET PROFILE REPORT

## EL PASO COUNTY PROFILE-Q2 2017



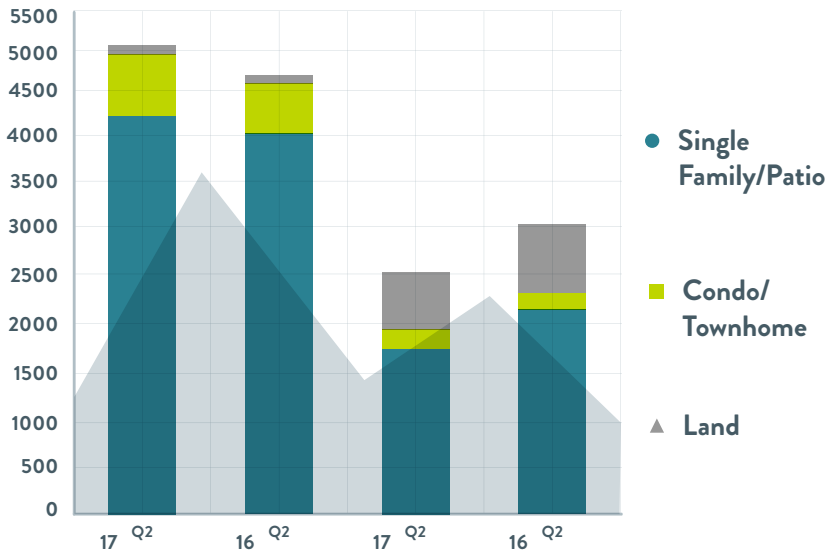
THE EL PASO COUNTY PROFILE INCLUDES ALL PROPERTIES WITHIN EL PASO COUNTY. SINCE THERE IS A SEASONALITY TO OUR MARKET, IT IS MORE VALUABLE TO COMPARE THE SAME QUARTER YEAR OVER YEAR.

### HISTORICAL MEDIAN SALES PRICE \$

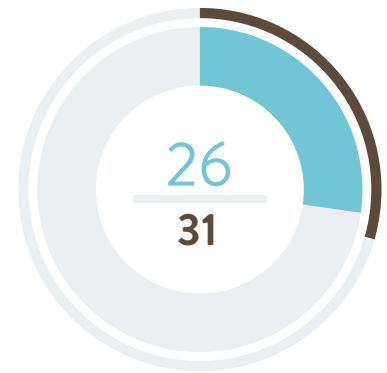


### YEAR TO YEAR COMPARISON OF SALES AND LISTINGS

+6.8% SALES      -16.6% LISTINGS



### DAYS ON MARKET



-19.2%  
DAYS ON MARKET

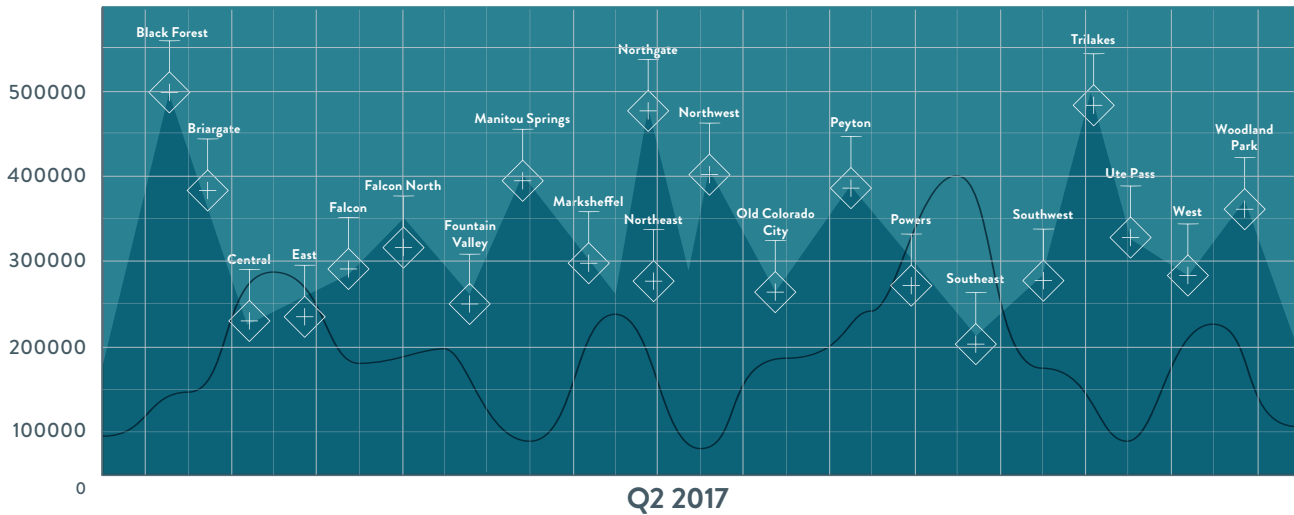
# MARKET PROFILE REPORT

## NEIGHBORHOOD PROFILES - Q2 2017

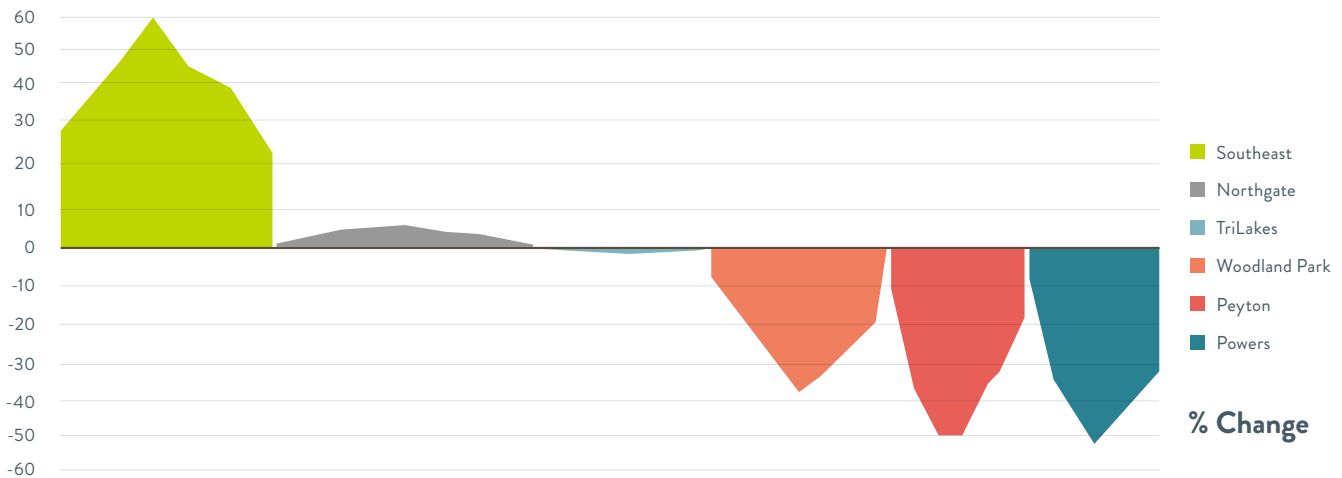


THE PIKES PEAK REGION HAS A DIVERSE GROUP OF NEIGHBORHOODS. HERE WE COMPARE 21 DISTINCT MLS AREAS TO SHOW MEDIAN SALES PRICE, % CHANGE IN ACTIVE LISTINGS AND DAYS ON MARKET.

### NEIGHBORHOOD MEDIAN SALES PRICE \$



### NEIGHBORHOOD CHANGE IN ACTIVE LISTINGS



#### Lowest Days on Market

##### NORTHEAST

10 DAYS

##### SOUTHEAST

10 DAYS

##### EAST

12 DAYS

#### Highest Days on Market

##### NORTHGATE

50 DAYS

##### UTE PASS

50 DAYS

##### MANITOU SPRINGS

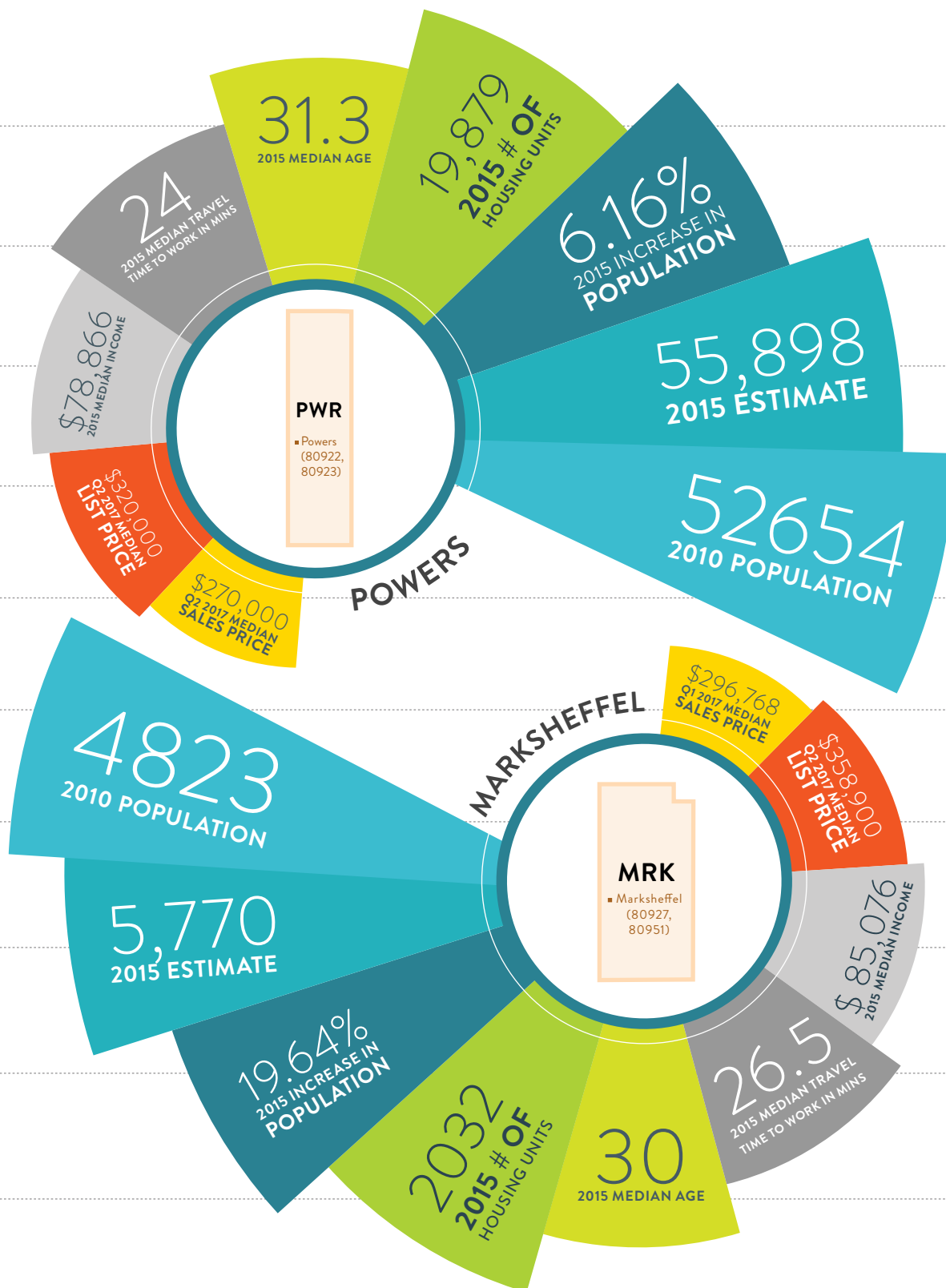
63 DAYS

# MARKET PROFILE REPORT

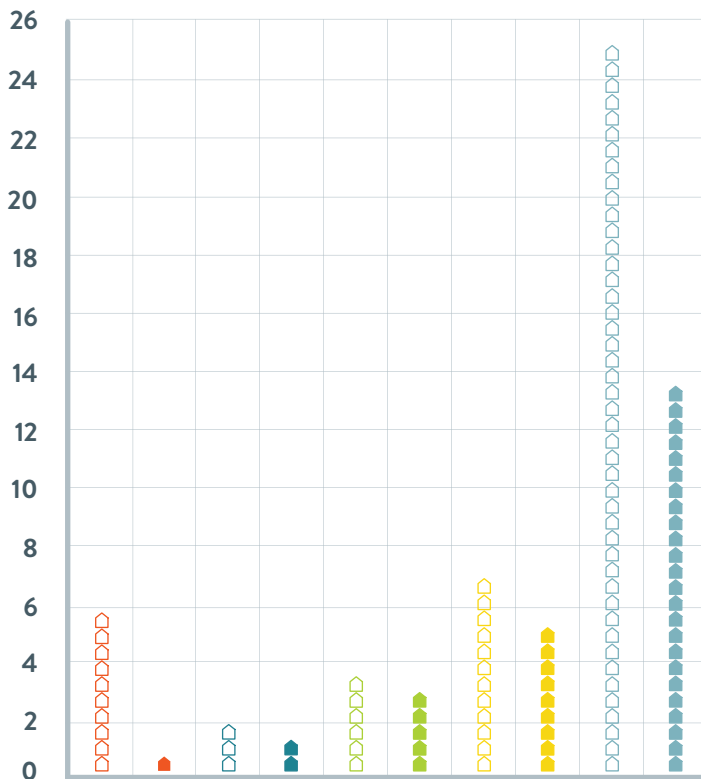
## NEIGHBORHOOD COMPARISON



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



# MAILING ADDRESS HERE



## MONTHS OF INVENTORY BY PRICE

### Q2 2016

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

### Q2 2017

- \$0-\$225,000 (0.4 months)
- \$225,001-\$350,000 (0.7 months)
- \$350,001-\$500,000 (2.8 months)
- \$500,001-\$750,000 (5.2 months)
- \$750,001+ (13.7 months)

The second quarter of 2017 brings another large drop in inventory across all price ranges. Sales continue to be strong while listings are low thereby creating low inventory. The biggest change compared to this time last year is seen in the 0-\$225,000 range and the \$750,001+ range. Buyers should expect to compete with multiple offers for a well priced home, while Sellers may have to decide between competing offers on their home.