

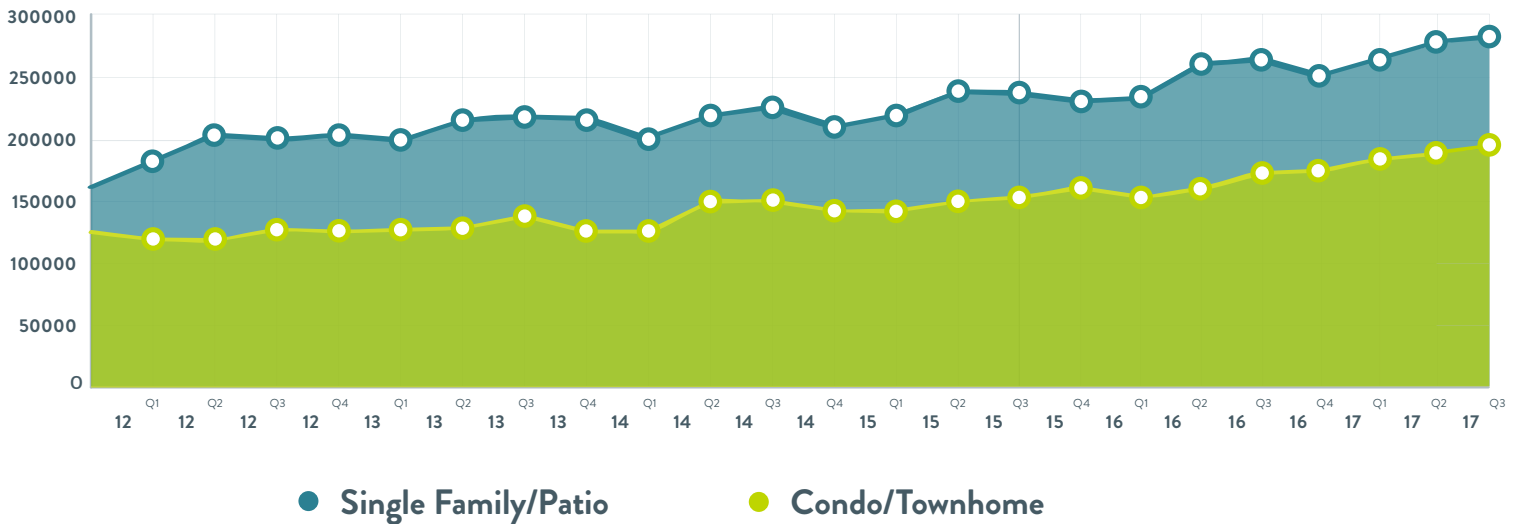
MARKET PROFILE REPORT

EL PASO COUNTY PROFILE-Q3 2017



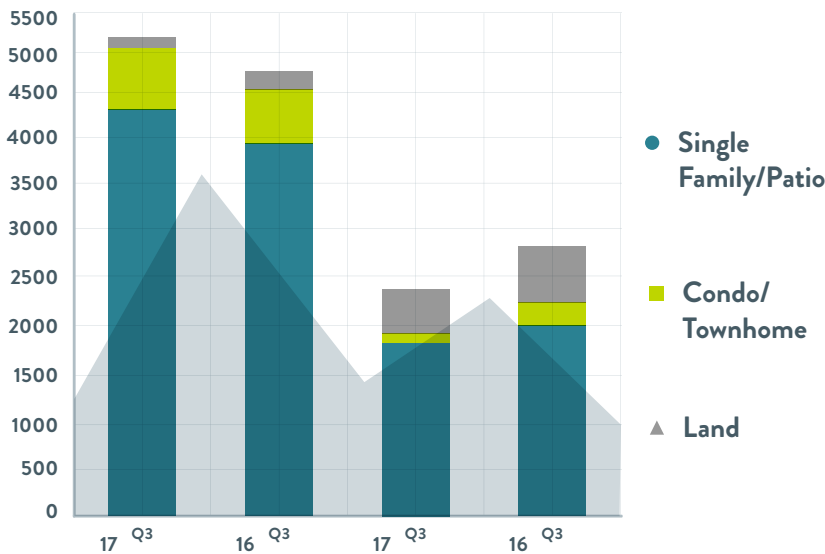
THE EL PASO COUNTY PROFILE INCLUDES ALL PROPERTIES WITHIN EL PASO COUNTY. SINCE THERE IS A SEASONALITY TO OUR MARKET, IT IS MORE VALUABLE TO COMPARE THE SAME QUARTER YEAR OVER YEAR.

HISTORICAL MEDIAN SALES PRICE \$



YEAR TO YEAR COMPARISON OF SALES AND LISTINGS

+10.5% SALES -14.4% LISTINGS



DAYS ON MARKET



-21.7%
DAYS ON MARKET

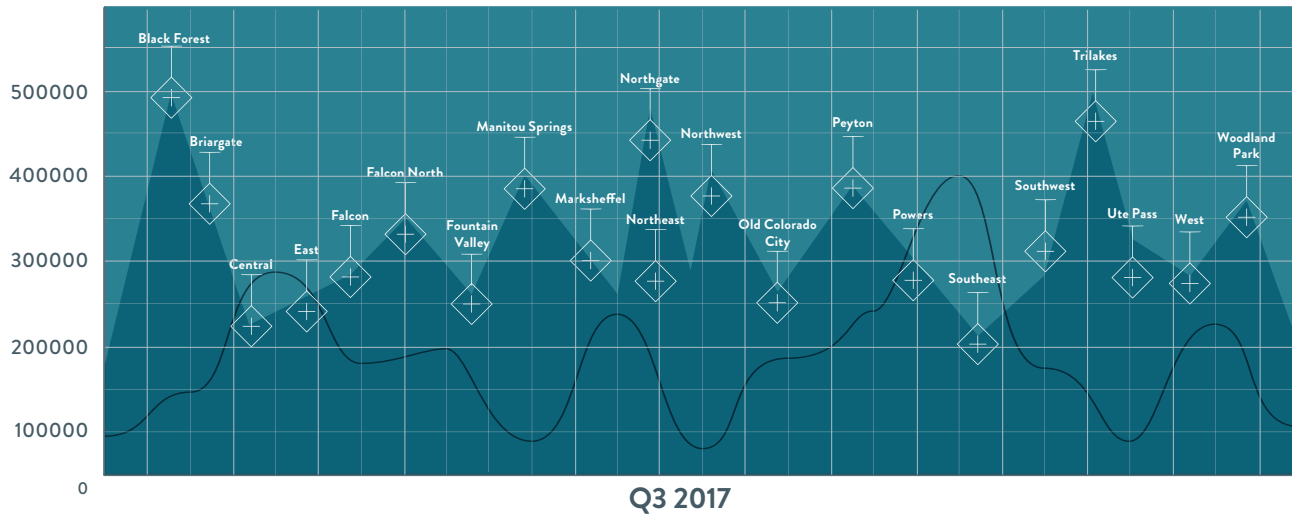
MARKET PROFILE REPORT

NEIGHBORHOOD PROFILES - Q3 2017

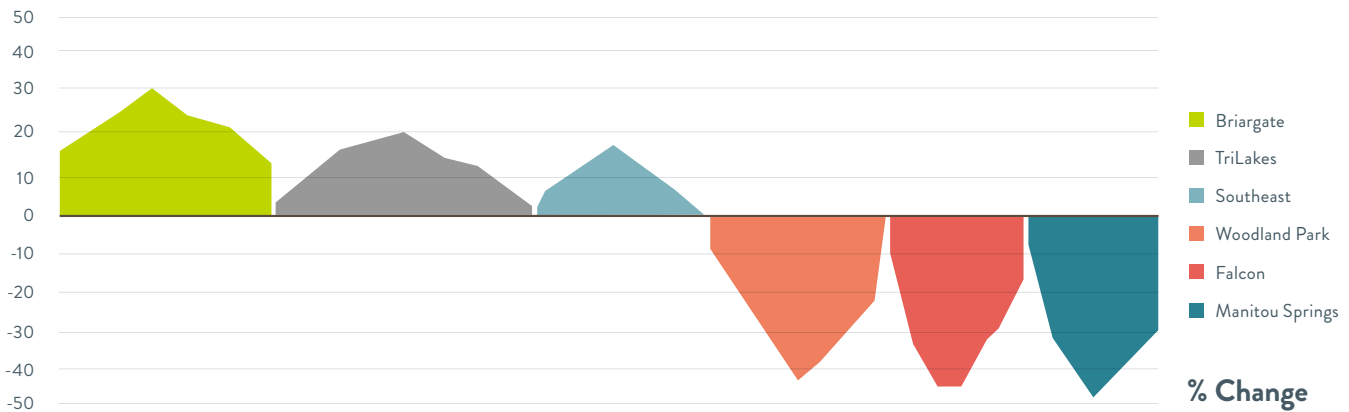


THE PIKES PEAK REGION HAS A DIVERSE GROUP OF NEIGHBORHOODS. HERE WE COMPARE 21 DISTINCT MLS AREAS TO SHOW MEDIAN SALES PRICE, % CHANGE IN ACTIVE LISTINGS AND DAYS ON MARKET.

NEIGHBORHOOD MEDIAN SALES PRICE \$



NEIGHBORHOOD CHANGE IN ACTIVE LISTINGS



Lowest Days on Market

SOUTHEAST

11 DAYS

NORTHEAST

14 DAYS

POWERS

16 DAYS

Highest Days on Market

SOUTHWEST

31 DAYS

NORTHGATE

45 DAYS

BLACK FOREST

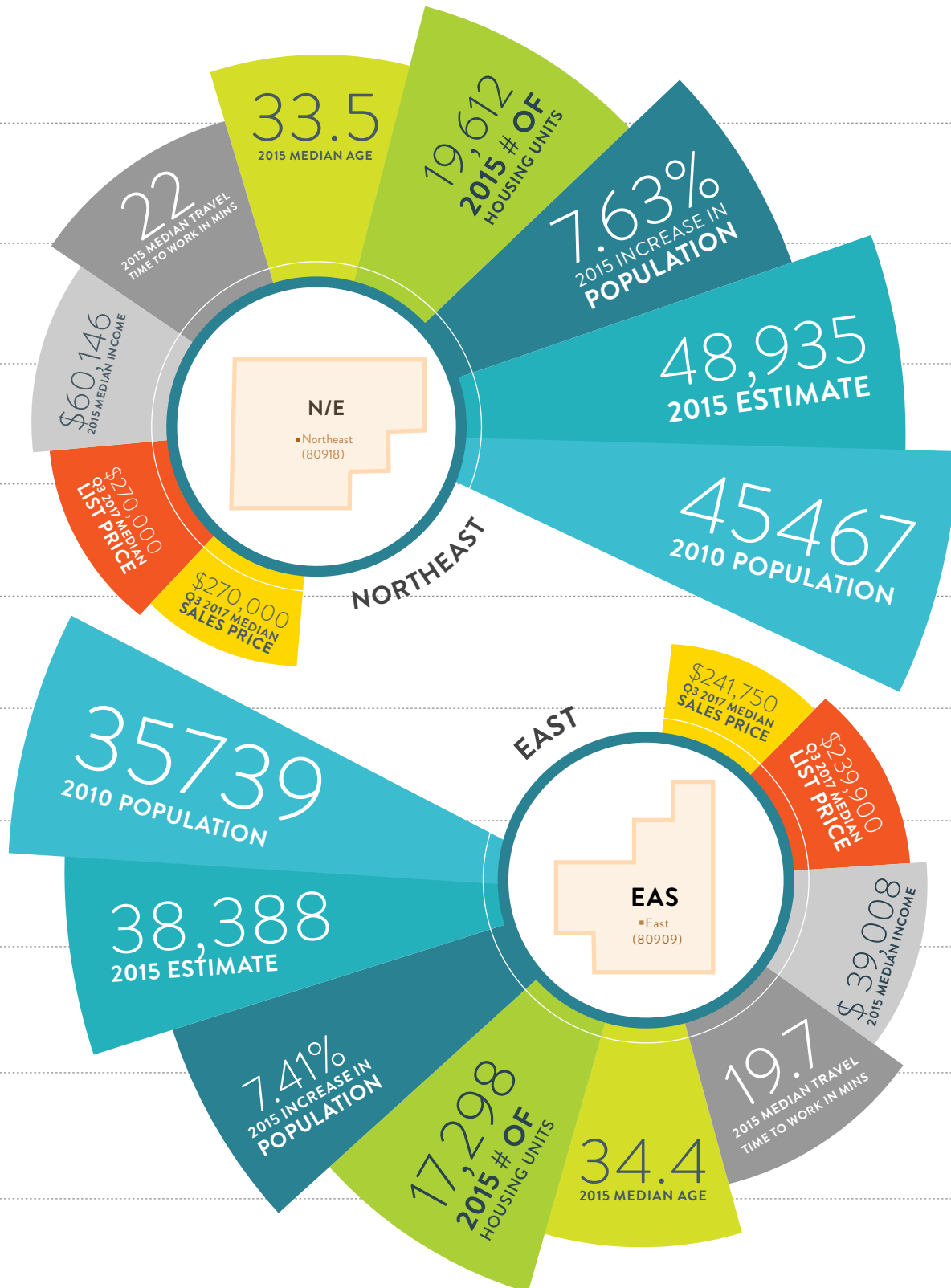
47 DAYS

MARKET PROFILE REPORT

NEIGHBORHOOD COMPARISON

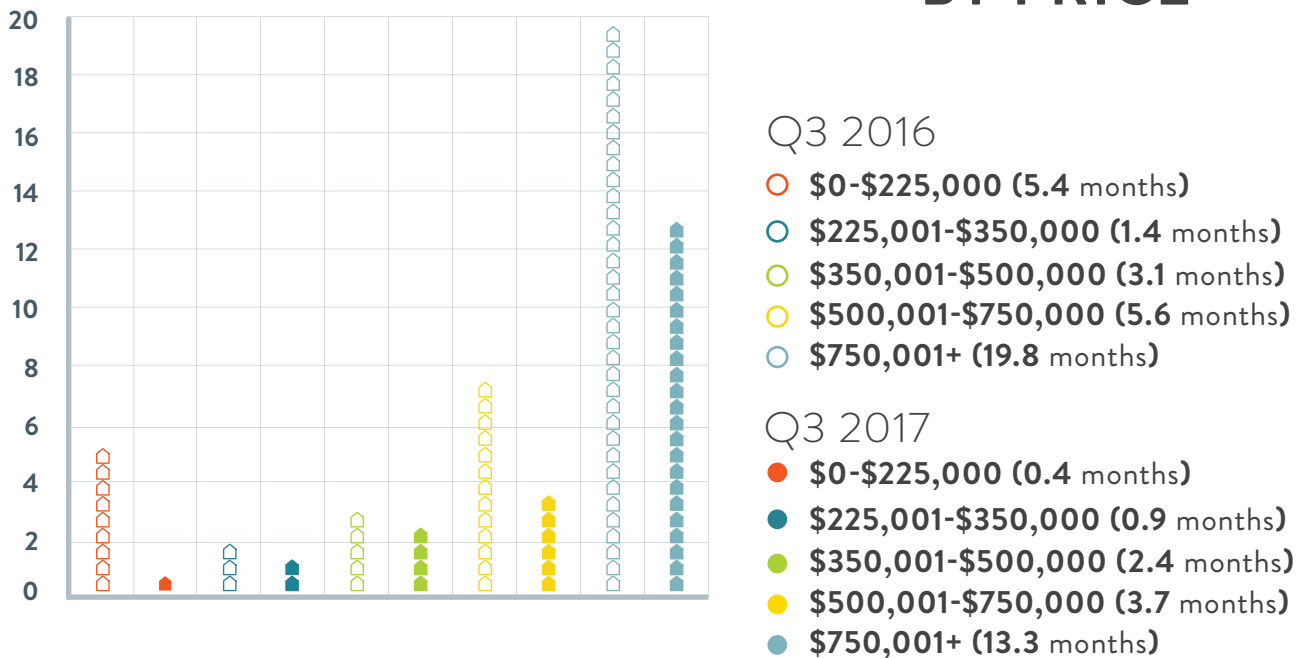


SINCE BUYERS AND SELLERS ARE OFTEN INTERESTED IN HOMES IN SIMILAR NEIGHBORHOODS, HERE WE COMPARE TWO LIKE AREAS INCLUDING MARKET DATA, POPULATION DATA AND DEMOGRAPHICS.



MAILING ADDRESS HERE

MONTHS OF INVENTORY BY PRICE



Comparing the Q3 months of inventory to the inventory last year, one can see a dramatic decrease in the 0-\$225,000 price range. Inventory in this price range is currently very low which made Buyers scramble all summer for available homes. Inventory in this range includes not just single-family, but often multi-family units such as condos and townhomes. In Colorado Springs, new home builders are more focused on the \$250,000-\$400,000 range and there is not much development of new homes in these lower ranges. First time home buyers in the affordable range are feeling this low inventory impact the most.