

Local Market Update for Quarter 4-2012

A Research Tool Provided by the Colorado Association of REALTORS®

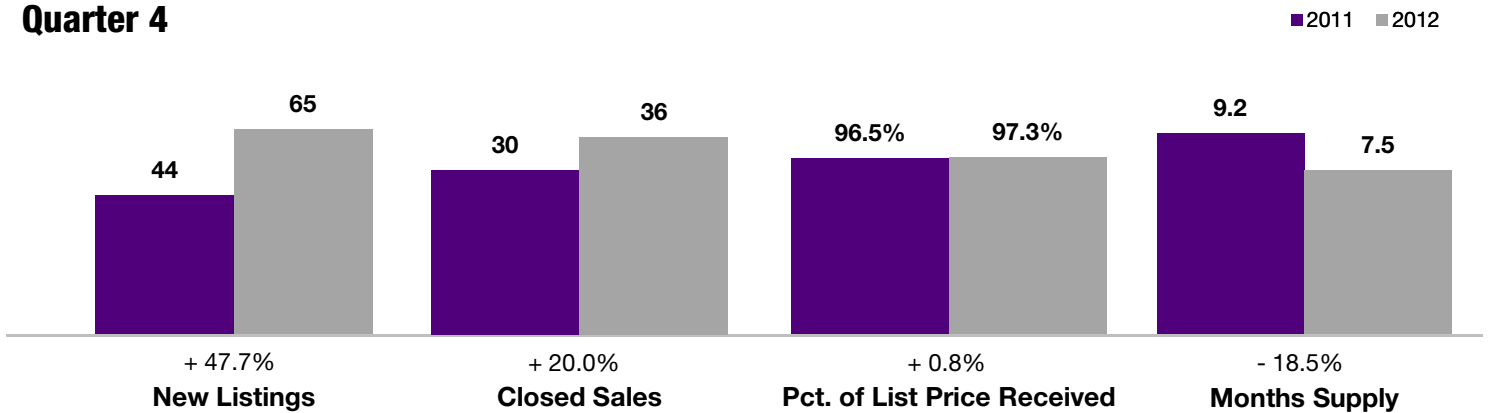


Black Forest

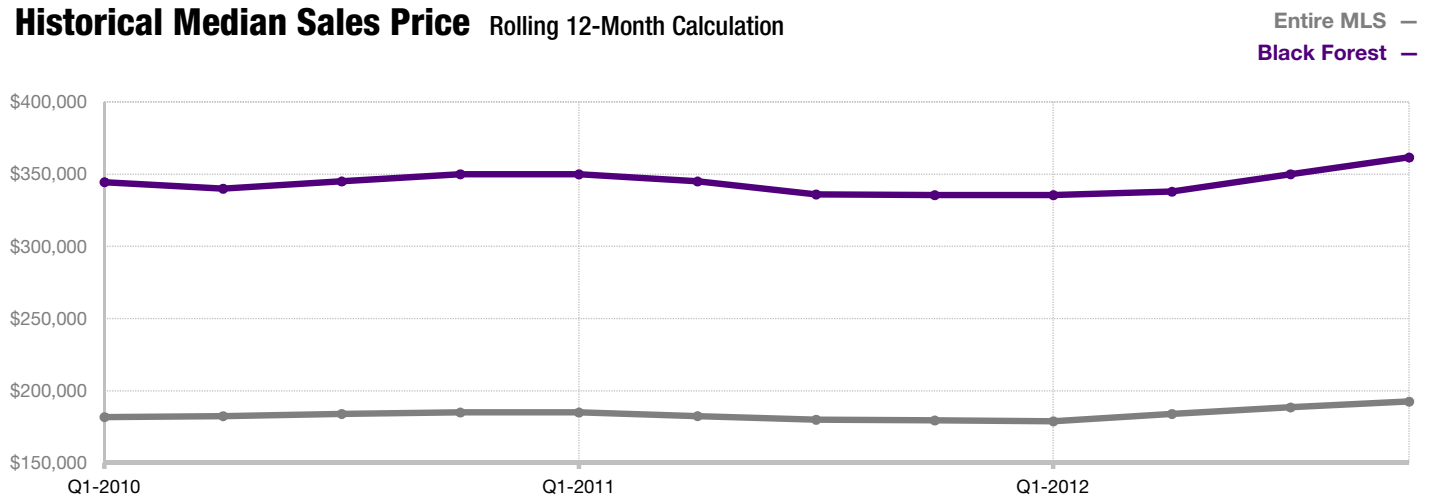
Key Metrics	Quarter 4			Year to Date		
	2011	2012	Percent Change from Previous Year	Thru Q4-2011	Thru Q4-2012	Percent Change from Previous Year
New Listings	44	65	+ 47.7%	364	354	- 2.7%
Closed Sales	30	36	+ 20.0%	168	184	+ 9.5%
Median Sales Price*	\$350,000	\$408,500	+ 16.7%	\$335,500	\$361,597	+ 7.8%
Average Sales Price*	\$356,831	\$425,145	+ 19.1%	\$372,184	\$399,697	+ 7.4%
Percent of List Price Received*	96.5%	97.3%	+ 0.8%	96.6%	97.2%	+ 0.6%
Days on Market Until Sale	158	77	- 51.3%	135	105	- 22.2%
Inventory of Homes for Sale	129	115	- 10.9%	--	--	--
Months Supply of Inventory	9.2	7.5	- 18.5%	--	--	--

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

Quarter 4



Historical Median Sales Price Rolling 12-Month Calculation



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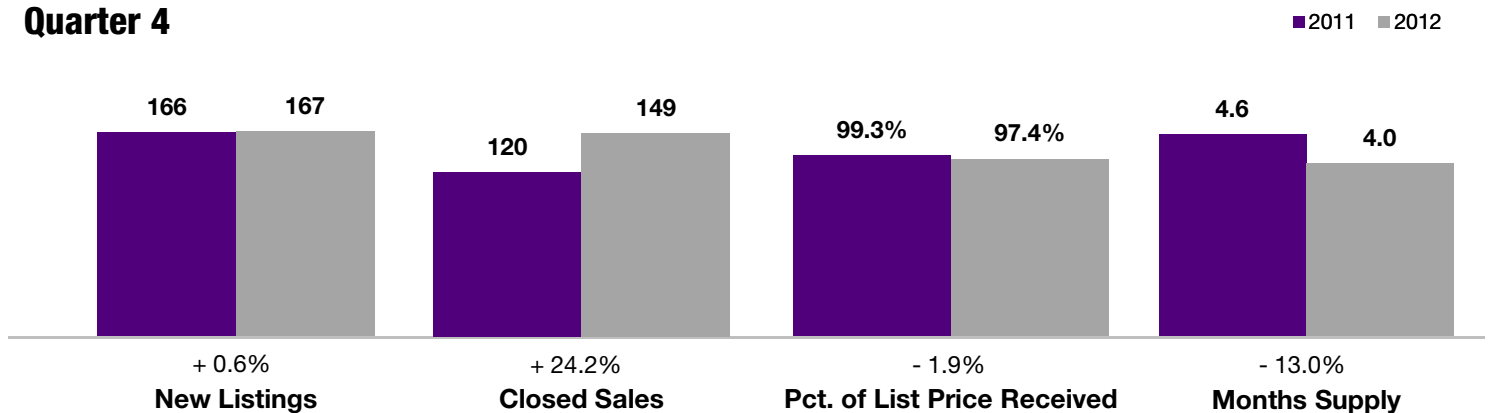


Briargate

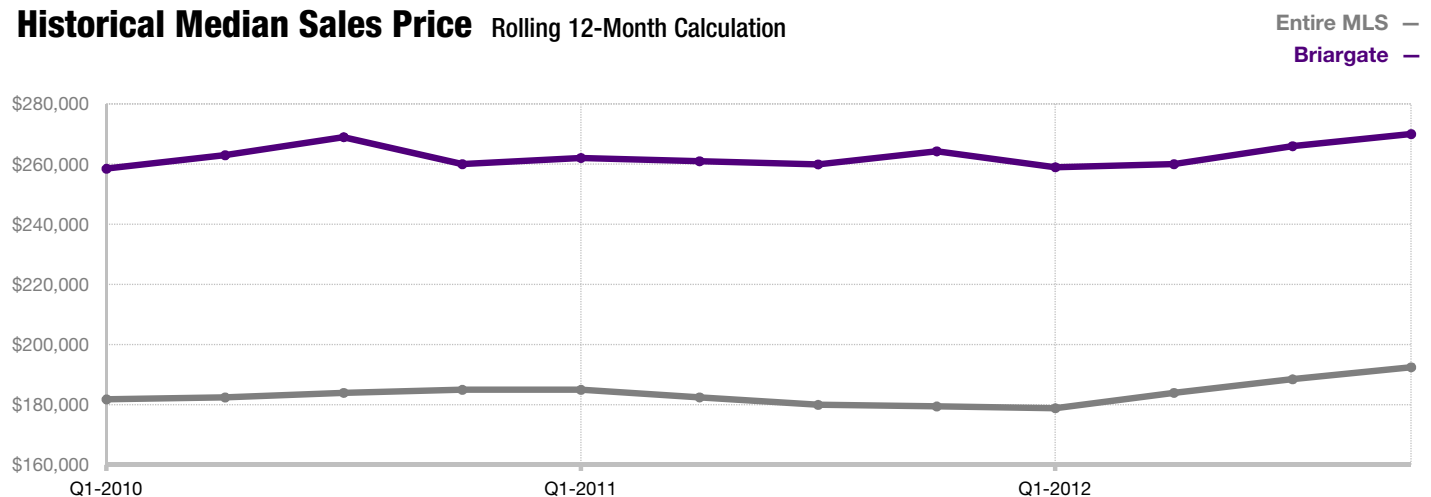
Key Metrics	Quarter 4			Year to Date		
	2011	2012	Percent Change from Previous Year	Thru Q4-2011	Thru Q4-2012	Percent Change from Previous Year
New Listings	166	167	+ 0.6%	922	984	+ 6.7%
Closed Sales	120	149	+ 24.2%	578	678	+ 17.3%
Median Sales Price*	\$255,000	\$284,000	+ 11.4%	\$264,300	\$270,000	+ 2.2%
Average Sales Price*	\$267,030	\$286,045	+ 7.1%	\$278,087	\$279,652	+ 0.6%
Percent of List Price Received*	99.3%	97.4%	- 1.9%	98.1%	98.3%	+ 0.2%
Days on Market Until Sale	84	77	- 8.3%	92	77	- 16.3%
Inventory of Homes for Sale	223	224	+ 0.4%	--	--	--
Months Supply of Inventory	4.6	4.0	- 13.0%	--	--	--

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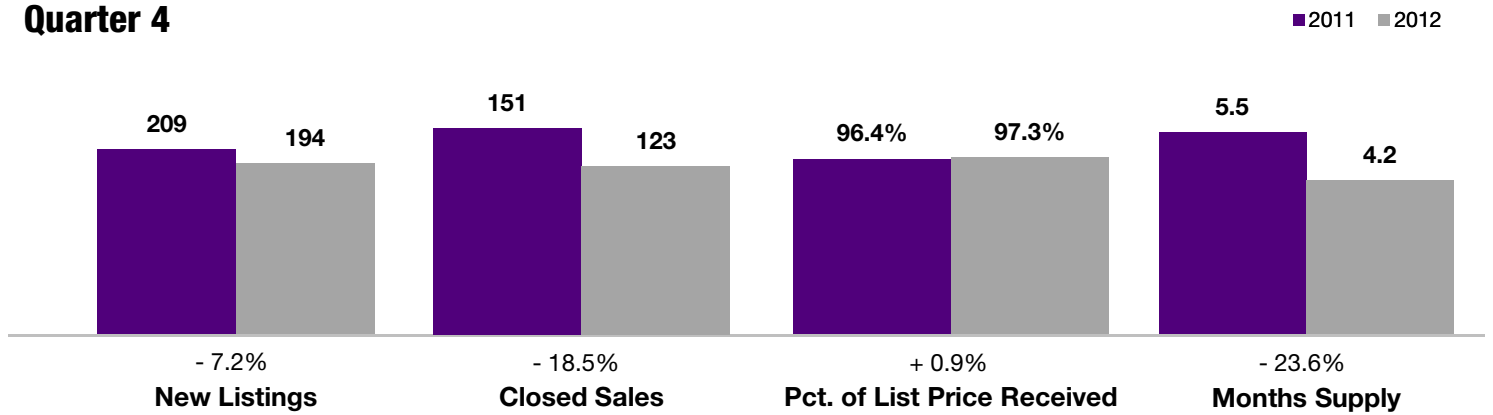


Central

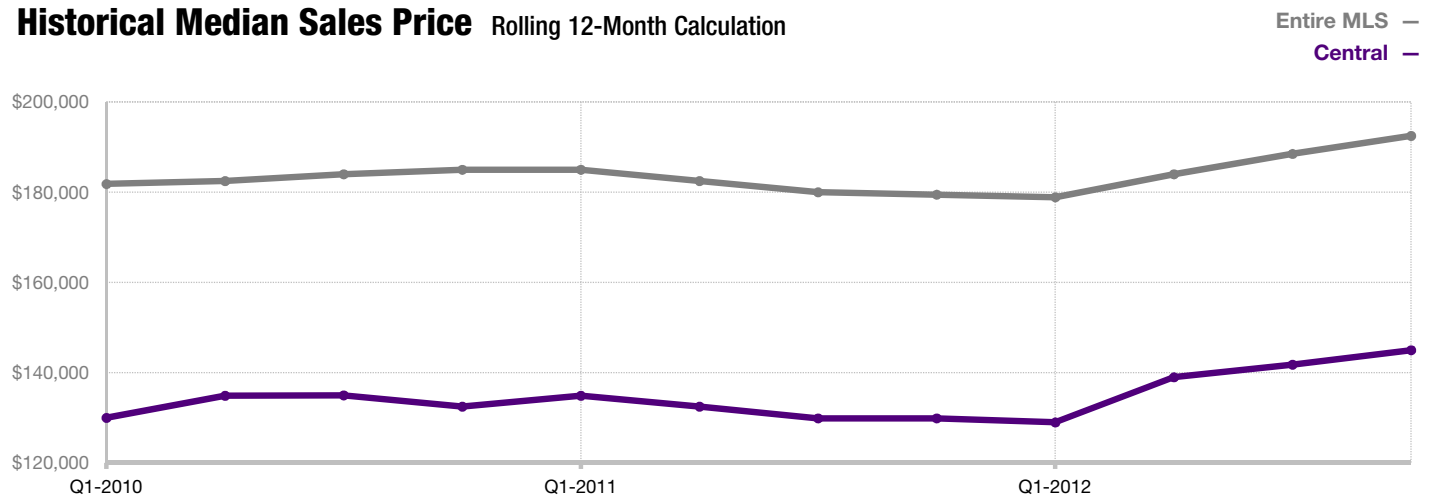
Key Metrics	Quarter 4			Year to Date		
	2011	2012	Percent Change from Previous Year	Thru Q4-2011	Thru Q4-2012	Percent Change from Previous Year
New Listings	209	194	- 7.2%	1,029	991	- 3.7%
Closed Sales	151	123	- 18.5%	589	654	+ 11.0%
Median Sales Price*	\$124,500	\$138,000	+ 10.8%	\$129,900	\$145,000	+ 11.6%
Average Sales Price*	\$147,759	\$153,049	+ 3.6%	\$149,258	\$169,527	+ 13.6%
Percent of List Price Received*	96.4%	97.3%	+ 0.9%	96.3%	97.0%	+ 0.7%
Days on Market Until Sale	76	65	- 14.5%	82	78	- 4.9%
Inventory of Homes for Sale	272	231	- 15.1%	--	--	--
Months Supply of Inventory	5.5	4.2	- 23.6%	--	--	--

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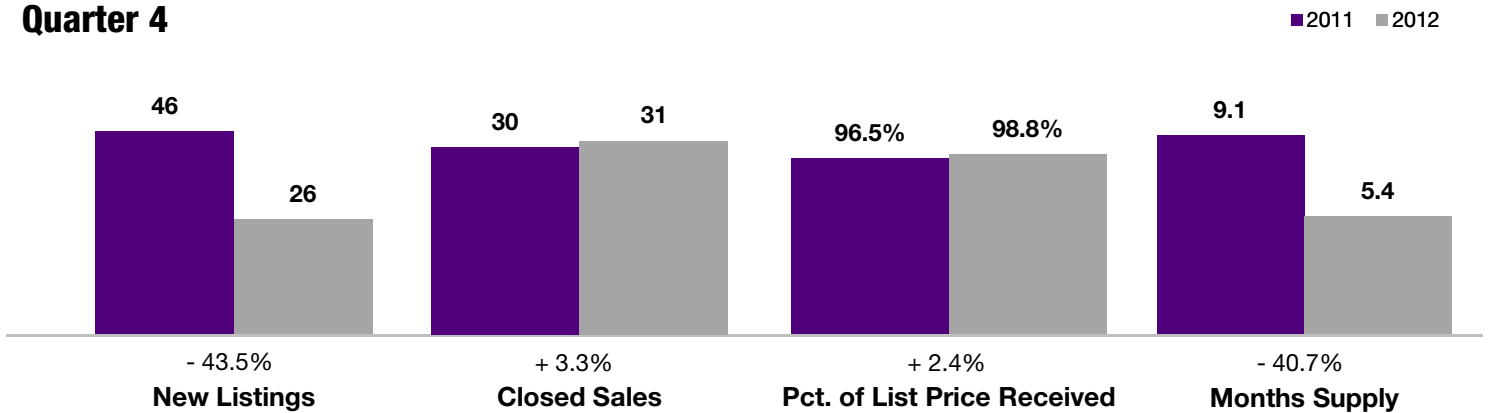


Divide

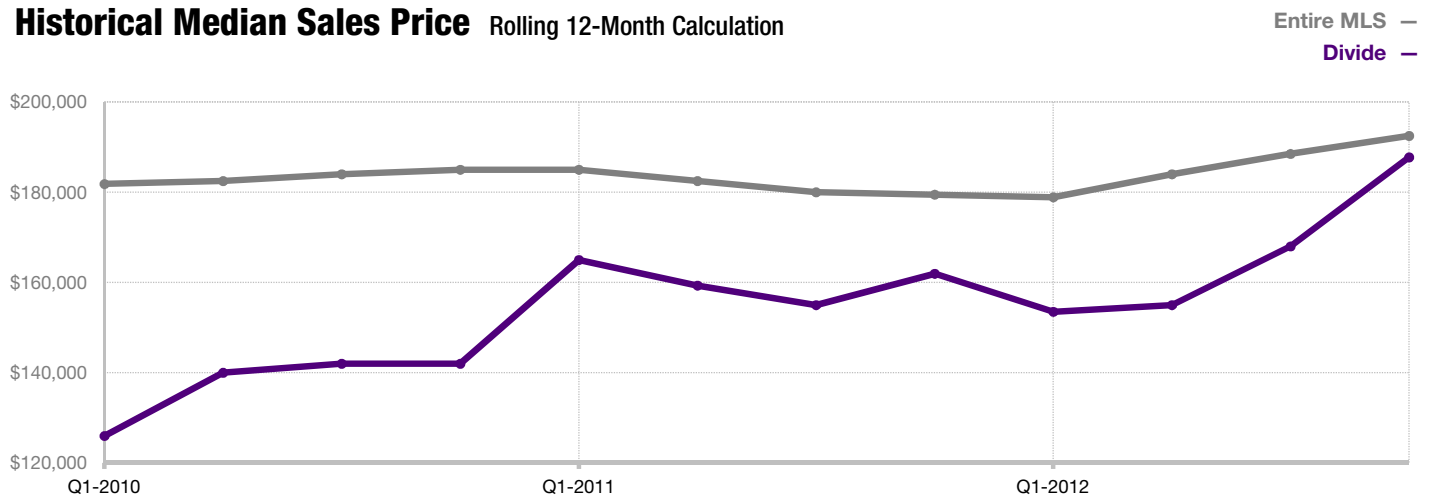
Key Metrics	Quarter 4			Year to Date		
	2011	2012	Percent Change from Previous Year	Thru Q4-2011	Thru Q4-2012	Percent Change from Previous Year
New Listings	46	26	- 43.5%	229	190	- 17.0%
Closed Sales	30	31	+ 3.3%	112	124	+ 10.7%
Median Sales Price*	\$153,000	\$247,000	+ 61.4%	\$161,950	\$187,750	+ 15.9%
Average Sales Price*	\$198,185	\$289,556	+ 46.1%	\$205,796	\$214,769	+ 4.4%
Percent of List Price Received*	96.5%	98.8%	+ 2.4%	95.7%	96.6%	+ 0.9%
Days on Market Until Sale	142	130	- 8.5%	120	110	- 8.3%
Inventory of Homes for Sale	85	56	- 34.1%	--	--	--
Months Supply of Inventory	9.1	5.4	- 40.7%	--	--	--

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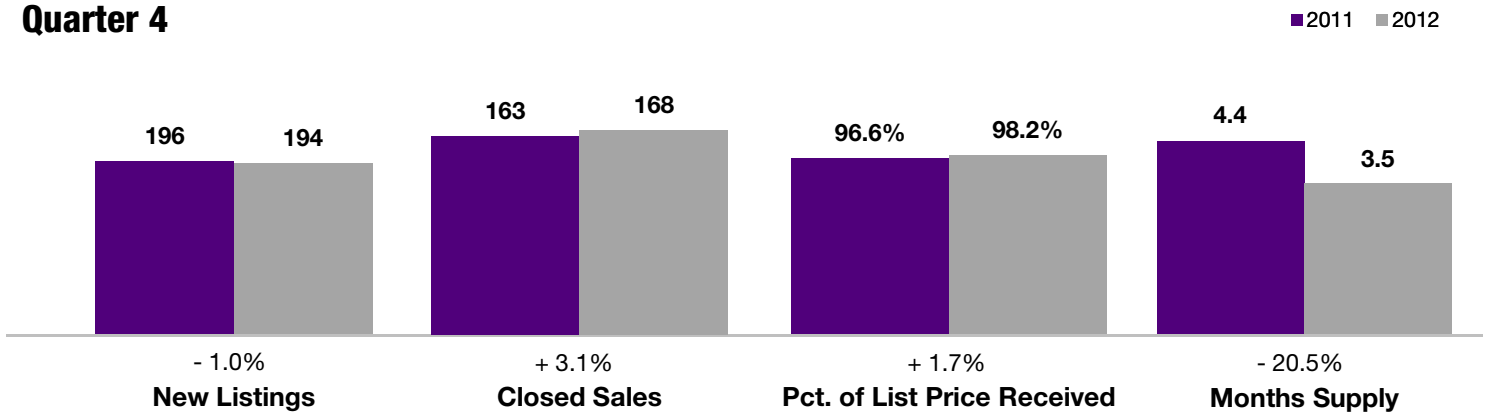


East

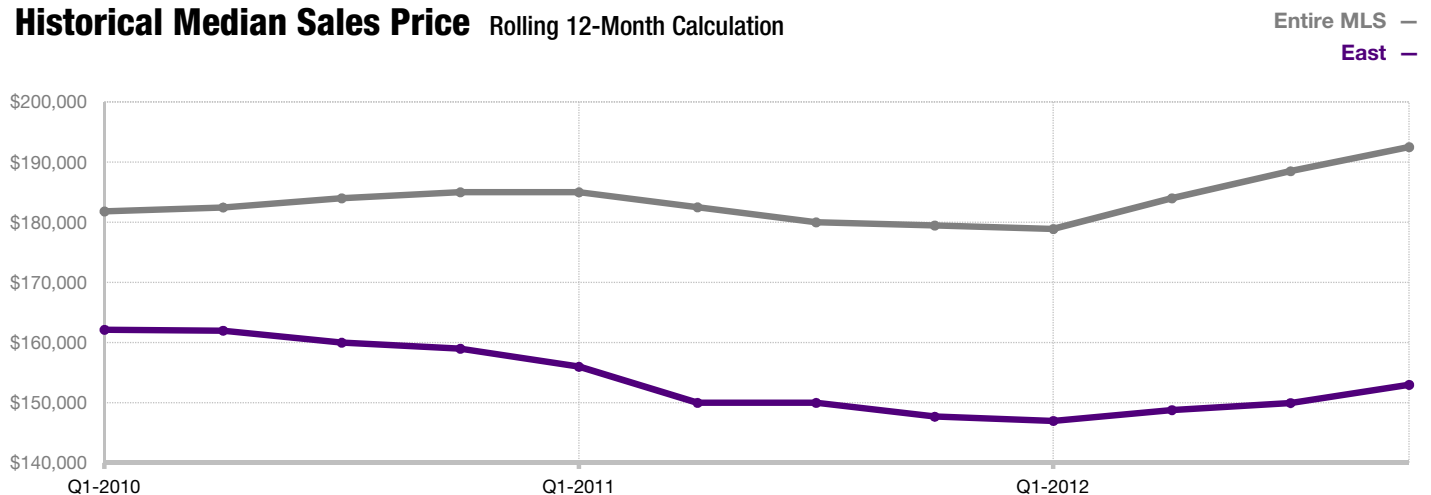
Key Metrics	Quarter 4			Year to Date		
	2011	2012	Percent Change from Previous Year	Thru Q4-2011	Thru Q4-2012	Percent Change from Previous Year
New Listings	196	194	- 1.0%	972	922	- 5.1%
Closed Sales	163	168	+ 3.1%	642	699	+ 8.9%
Median Sales Price*	\$140,000	\$159,950	+ 14.3%	\$147,700	\$153,000	+ 3.6%
Average Sales Price*	\$146,478	\$175,333	+ 19.7%	\$150,373	\$161,894	+ 7.7%
Percent of List Price Received*	96.6%	98.2%	+ 1.7%	96.9%	97.6%	+ 0.7%
Days on Market Until Sale	88	71	- 19.3%	93	77	- 17.2%
Inventory of Homes for Sale	237	201	- 15.2%	--	--	--
Months Supply of Inventory	4.4	3.5	- 20.5%	--	--	--

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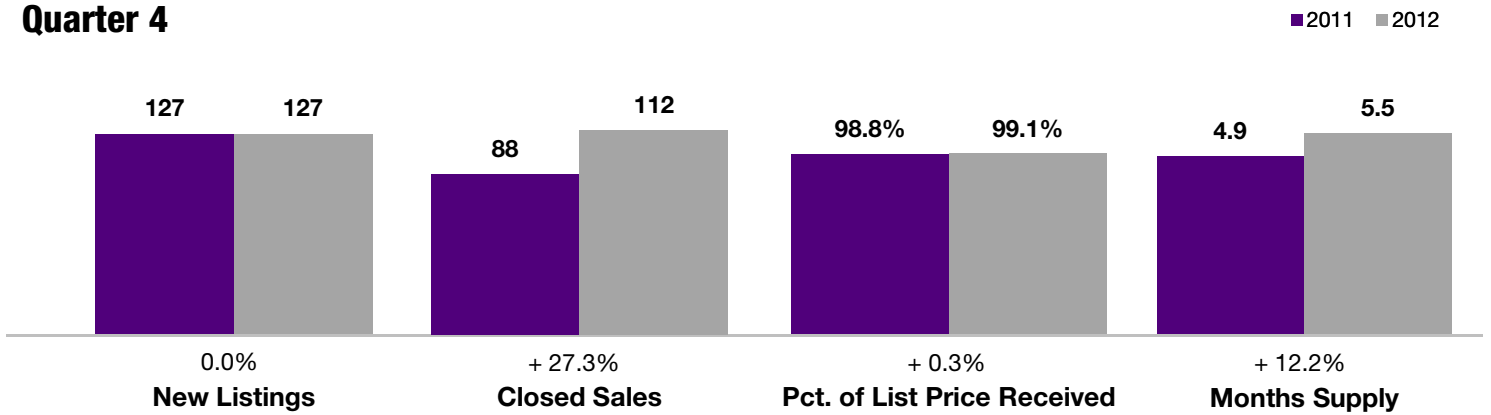


Falcon North

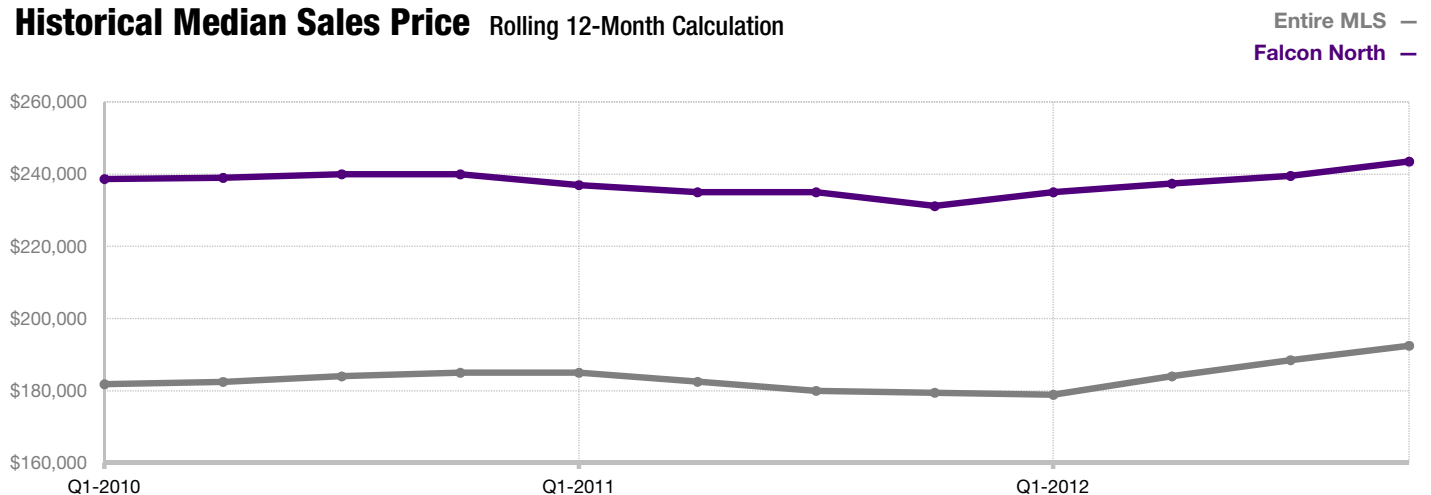
Key Metrics	Quarter 4			Year to Date		
	2011	2012	Percent Change from Previous Year	Thru Q4-2011	Thru Q4-2012	Percent Change from Previous Year
New Listings	127	127	0.0%	636	648	+ 1.9%
Closed Sales	88	112	+ 27.3%	411	387	- 5.8%
Median Sales Price*	\$228,950	\$249,850	+ 9.1%	\$231,161	\$243,500	+ 5.3%
Average Sales Price*	\$237,598	\$248,209	+ 4.5%	\$237,054	\$245,621	+ 3.6%
Percent of List Price Received*	98.8%	99.1%	+ 0.3%	98.5%	98.8%	+ 0.3%
Days on Market Until Sale	87	87	0.0%	94	83	- 11.7%
Inventory of Homes for Sale	168	178	+ 6.0%	--	--	--
Months Supply of Inventory	4.9	5.5	+ 12.2%	--	--	--

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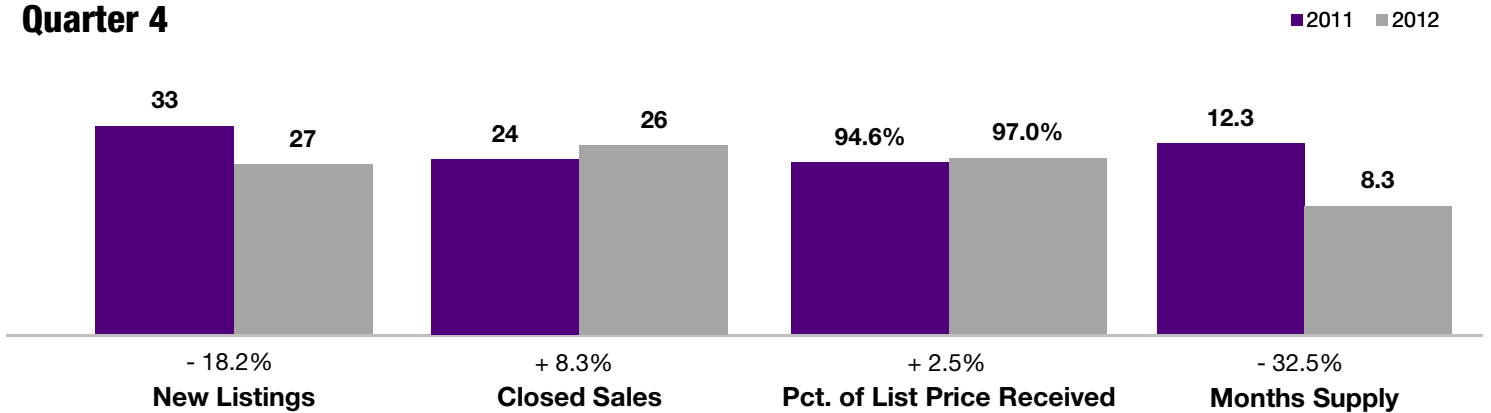


Florissant

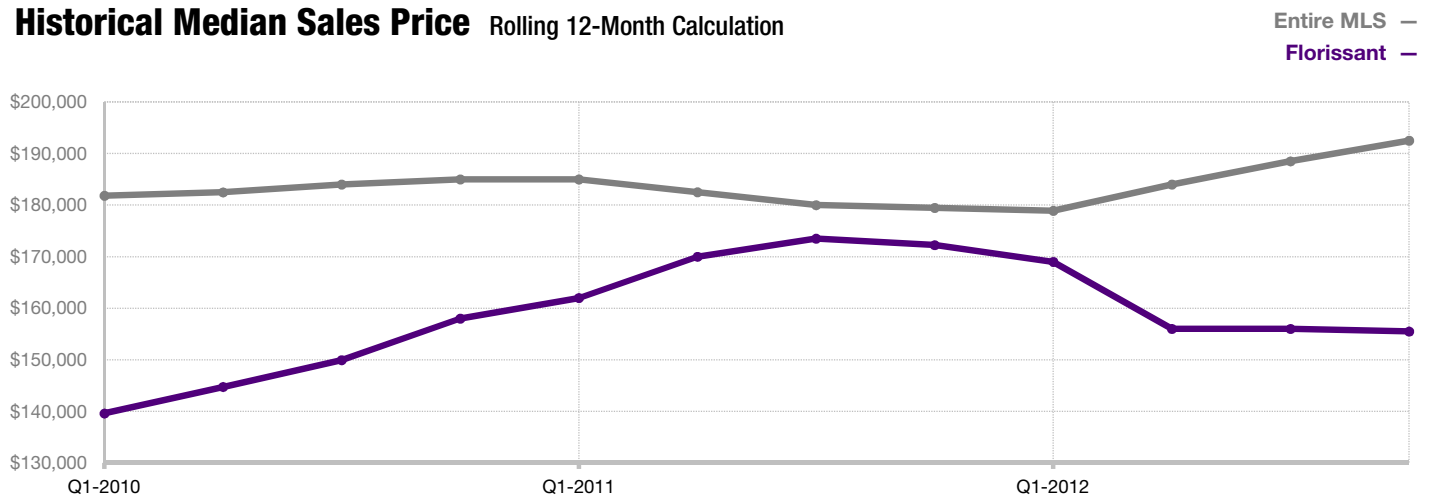
Key Metrics	Quarter 4			Year to Date		
	2011	2012	Percent Change from Previous Year	Thru Q4-2011	Thru Q4-2012	Percent Change from Previous Year
New Listings	33	27	- 18.2%	207	211	+ 1.9%
Closed Sales	24	26	+ 8.3%	89	109	+ 22.5%
Median Sales Price*	\$172,000	\$196,000	+ 14.0%	\$172,250	\$155,500	- 9.7%
Average Sales Price*	\$209,535	\$203,608	- 2.8%	\$184,478	\$176,528	- 4.3%
Percent of List Price Received*	94.6%	97.0%	+ 2.5%	95.1%	97.1%	+ 2.1%
Days on Market Until Sale	147	151	+ 2.7%	123	126	+ 2.4%
Inventory of Homes for Sale	91	75	- 17.6%	--	--	--
Months Supply of Inventory	12.3	8.3	- 32.5%	--	--	--

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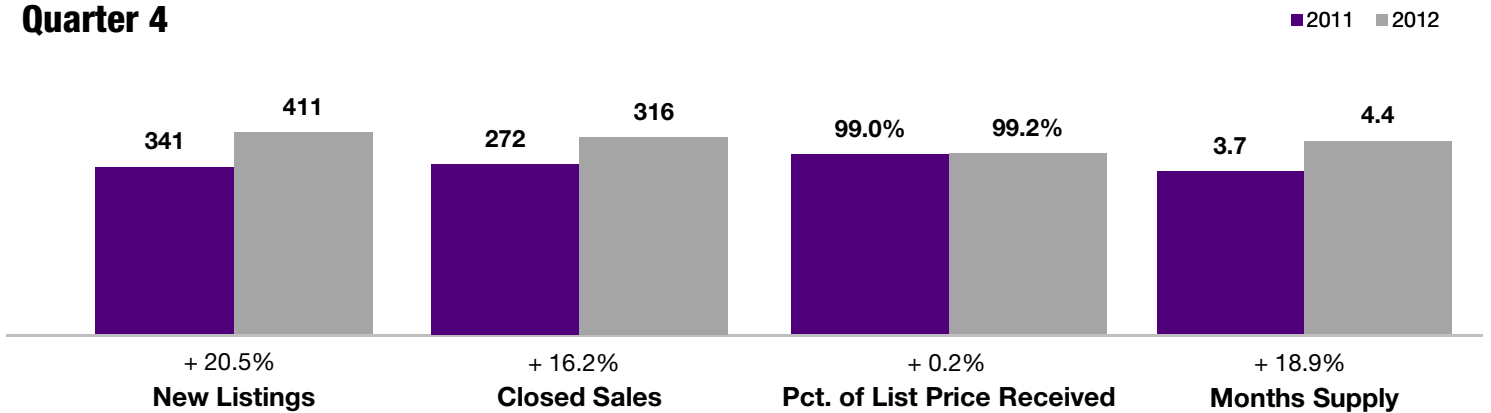


Fountain Valley

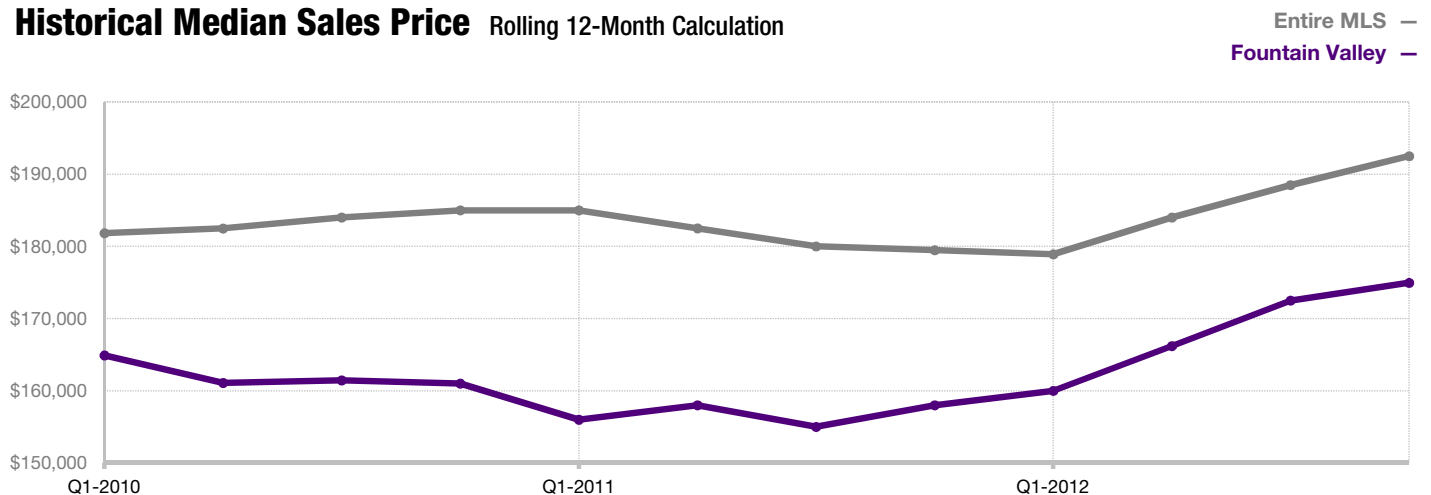
Key Metrics	Quarter 4			Year to Date		
	2011	2012	Percent Change from Previous Year	Thru Q4-2011	Thru Q4-2012	Percent Change from Previous Year
New Listings	341	411	+ 20.5%	1,623	1,794	+ 10.5%
Closed Sales	272	316	+ 16.2%	1,158	1,172	+ 1.2%
Median Sales Price*	\$169,950	\$178,000	+ 4.7%	\$158,000	\$174,950	+ 10.7%
Average Sales Price*	\$166,840	\$179,134	+ 7.4%	\$159,752	\$174,978	+ 9.5%
Percent of List Price Received*	99.0%	99.2%	+ 0.2%	98.6%	99.0%	+ 0.4%
Days on Market Until Sale	74	74	0.0%	76	72	- 5.3%
Inventory of Homes for Sale	361	433	+ 19.9%	--	--	--
Months Supply of Inventory	3.7	4.4	+ 18.9%	--	--	--

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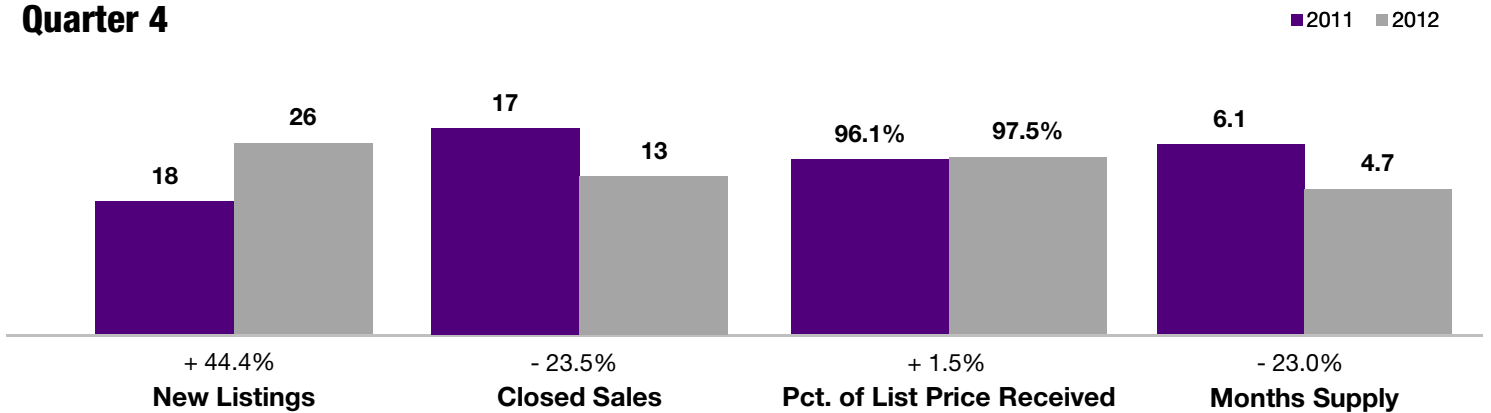


Manitou Springs

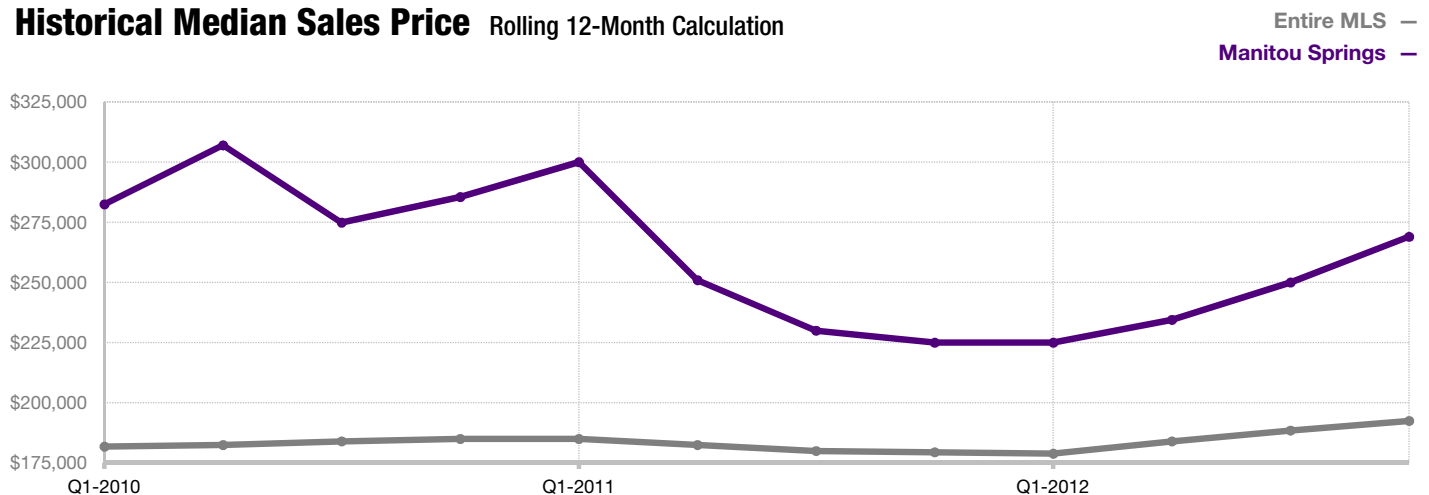
Key Metrics	Quarter 4			Year to Date		
	2011	2012	Percent Change from Previous Year	Thru Q4-2011	Thru Q4-2012	Percent Change from Previous Year
New Listings	18	26	+ 44.4%	132	142	+ 7.6%
Closed Sales	17	13	- 23.5%	77	73	- 5.2%
Median Sales Price*	\$244,700	\$340,000	+ 38.9%	\$225,000	\$269,000	+ 19.6%
Average Sales Price*	\$258,218	\$317,488	+ 23.0%	\$242,629	\$274,690	+ 13.2%
Percent of List Price Received*	96.1%	97.5%	+ 1.5%	95.8%	96.2%	+ 0.4%
Days on Market Until Sale	161	100	- 37.9%	143	125	- 12.6%
Inventory of Homes for Sale	39	31	- 20.5%	--	--	--
Months Supply of Inventory	6.1	4.7	- 23.0%	--	--	--

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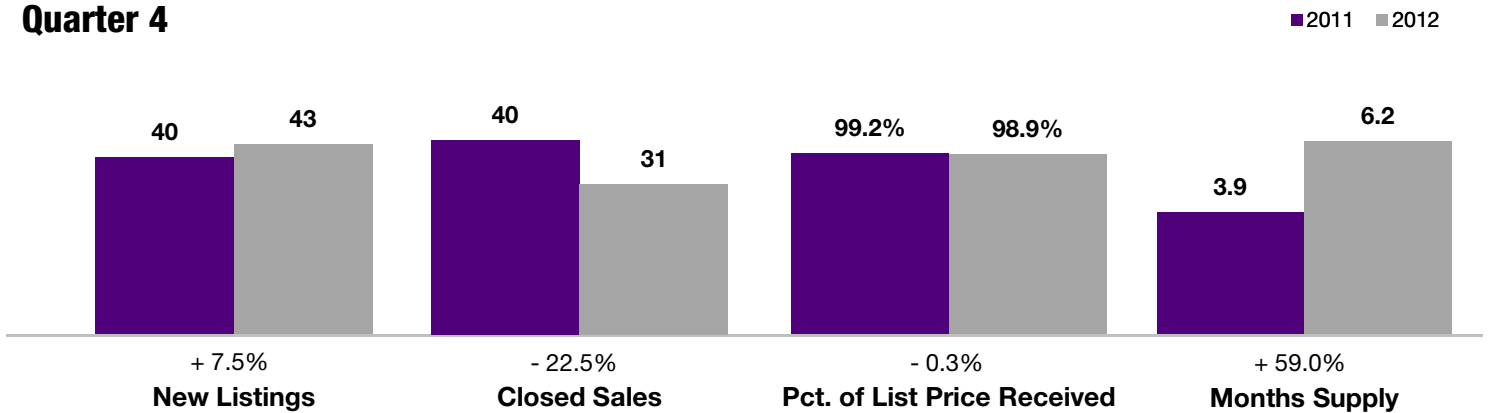


Marksheffel

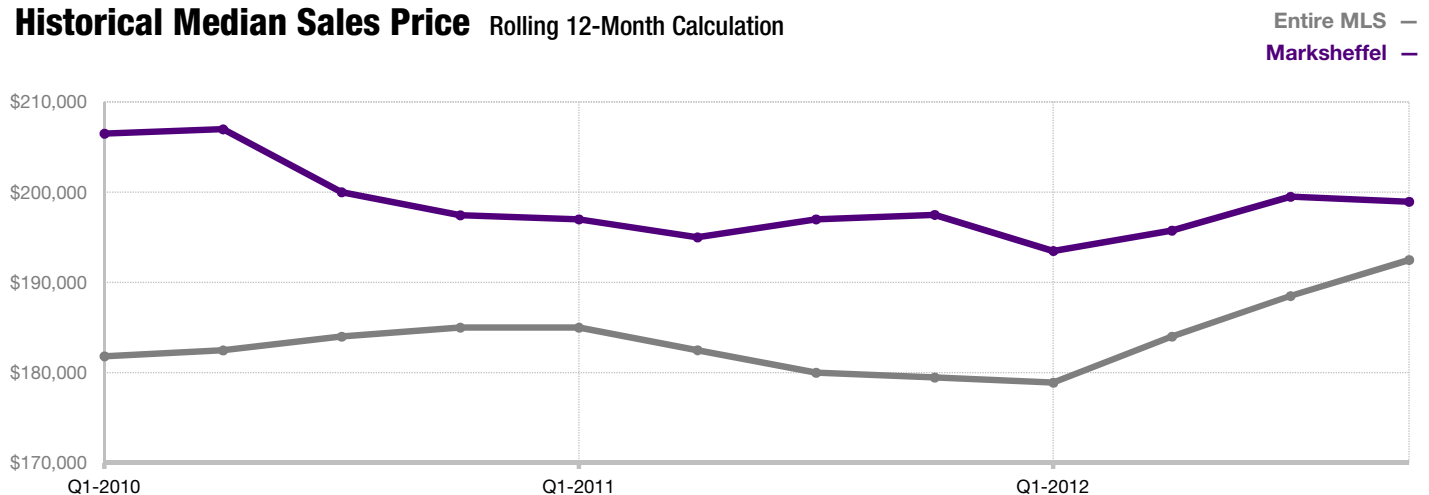
Key Metrics	Quarter 4			Year to Date		
	2011	2012	Percent Change from Previous Year	Thru Q4-2011	Thru Q4-2012	Percent Change from Previous Year
New Listings	40	43	+ 7.5%	226	210	- 7.1%
Closed Sales	40	31	- 22.5%	141	126	- 10.6%
Median Sales Price*	\$200,200	\$205,000	+ 2.4%	\$197,500	\$198,950	+ 0.7%
Average Sales Price*	\$207,013	\$197,623	- 4.5%	\$198,706	\$203,949	+ 2.6%
Percent of List Price Received*	99.2%	98.9%	- 0.3%	99.3%	98.7%	- 0.6%
Days on Market Until Sale	100	70	- 30.0%	83	67	- 19.3%
Inventory of Homes for Sale	46	65	+ 41.3%	--	--	--
Months Supply of Inventory	3.9	6.2	+ 59.0%	--	--	--

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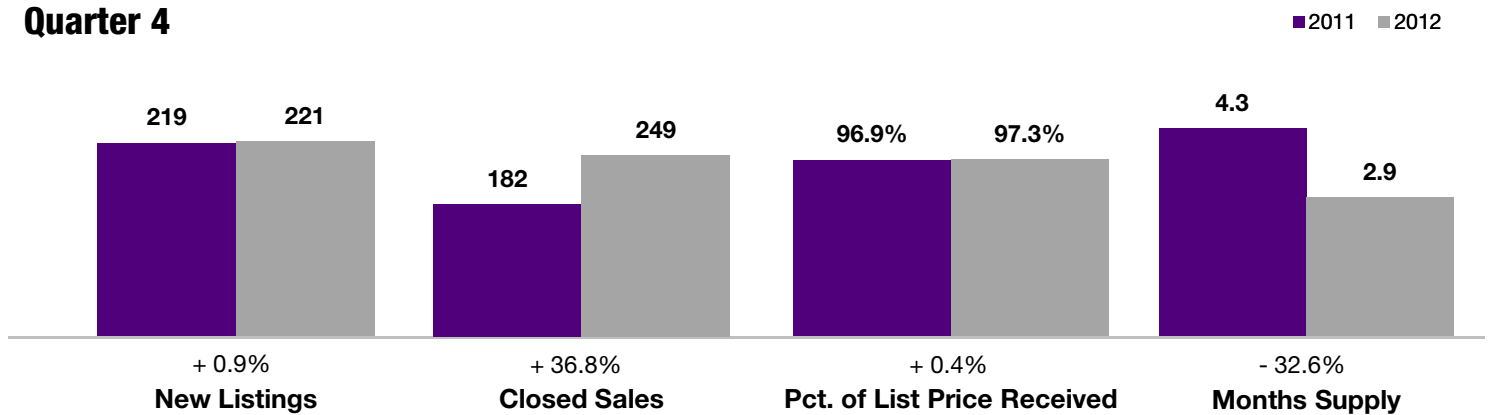


Northeast

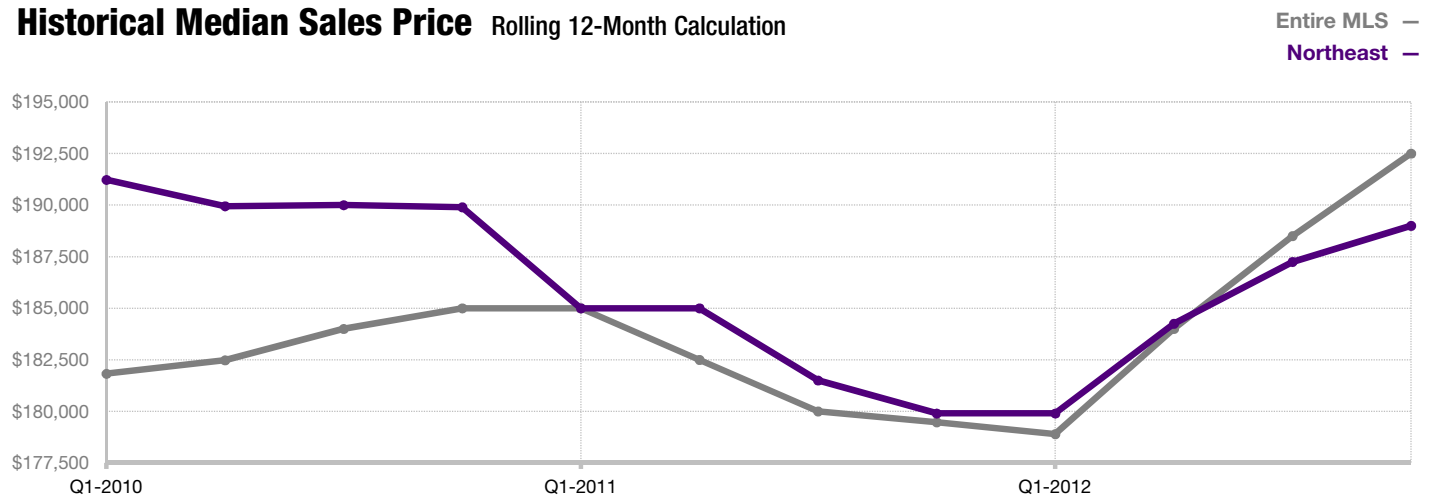
Key Metrics	Quarter 4			Year to Date		
	2011	2012	Percent Change from Previous Year	Thru Q4-2011	Thru Q4-2012	Percent Change from Previous Year
New Listings	219	221	+ 0.9%	1,308	1,323	+ 1.1%
Closed Sales	182	249	+ 36.8%	814	977	+ 20.0%
Median Sales Price*	\$175,000	\$182,500	+ 4.3%	\$179,900	\$189,000	+ 5.1%
Average Sales Price*	\$191,947	\$202,804	+ 5.7%	\$196,628	\$206,508	+ 5.0%
Percent of List Price Received*	96.9%	97.3%	+ 0.4%	97.6%	97.8%	+ 0.2%
Days on Market Until Sale	90	69	- 23.3%	89	73	- 18.0%
Inventory of Homes for Sale	290	234	- 19.3%	--	--	--
Months Supply of Inventory	4.3	2.9	- 32.6%	--	--	--

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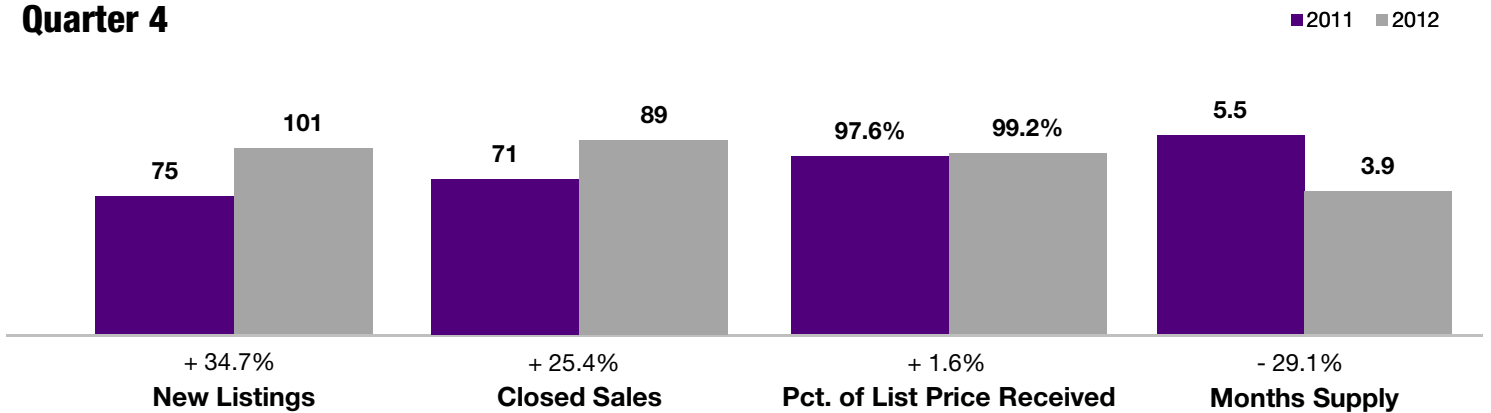


Northgate

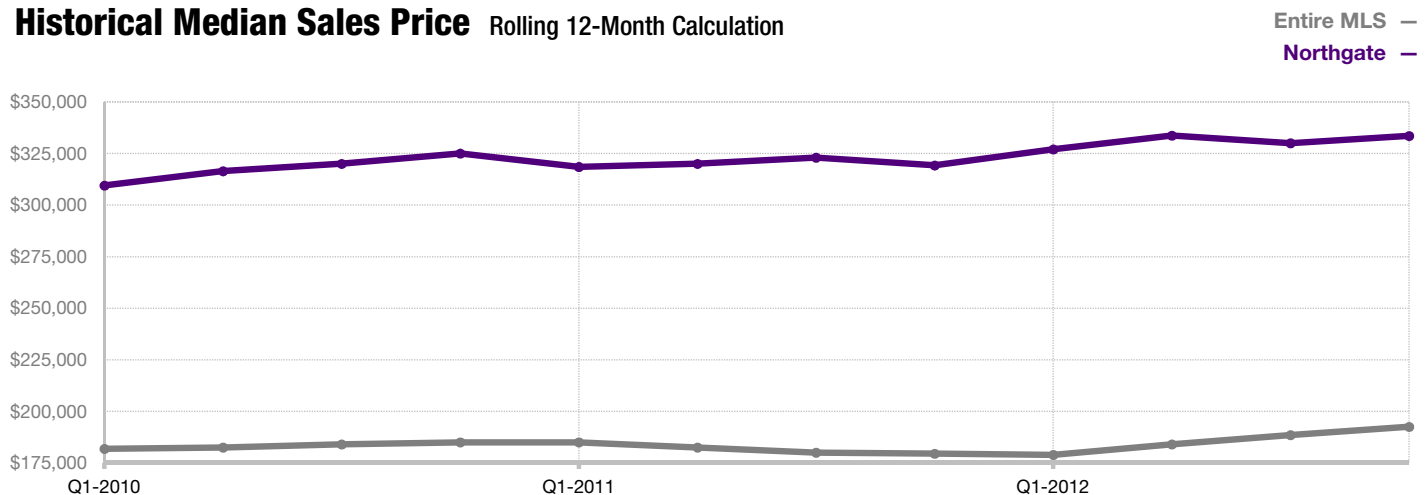
Key Metrics	Quarter 4			Year to Date		
	2011	2012	Percent Change from Previous Year	Thru Q4-2011	Thru Q4-2012	Percent Change from Previous Year
New Listings	75	101	+ 34.7%	547	565	+ 3.3%
Closed Sales	71	89	+ 25.4%	294	368	+ 25.2%
Median Sales Price*	\$315,000	\$333,665	+ 5.9%	\$319,228	\$333,508	+ 4.5%
Average Sales Price*	\$333,745	\$340,539	+ 2.0%	\$332,054	\$351,795	+ 5.9%
Percent of List Price Received*	97.6%	99.2%	+ 1.6%	97.7%	98.5%	+ 0.8%
Days on Market Until Sale	102	75	- 26.5%	97	82	- 15.5%
Inventory of Homes for Sale	134	121	- 9.7%	--	--	--
Months Supply of Inventory	5.5	3.9	- 29.1%	--	--	--

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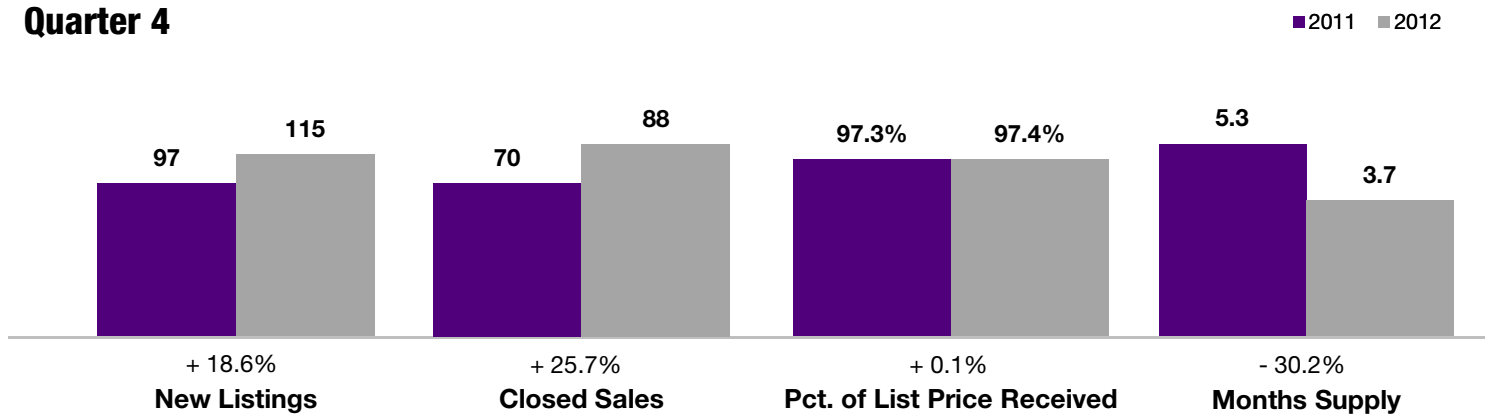


Northwest

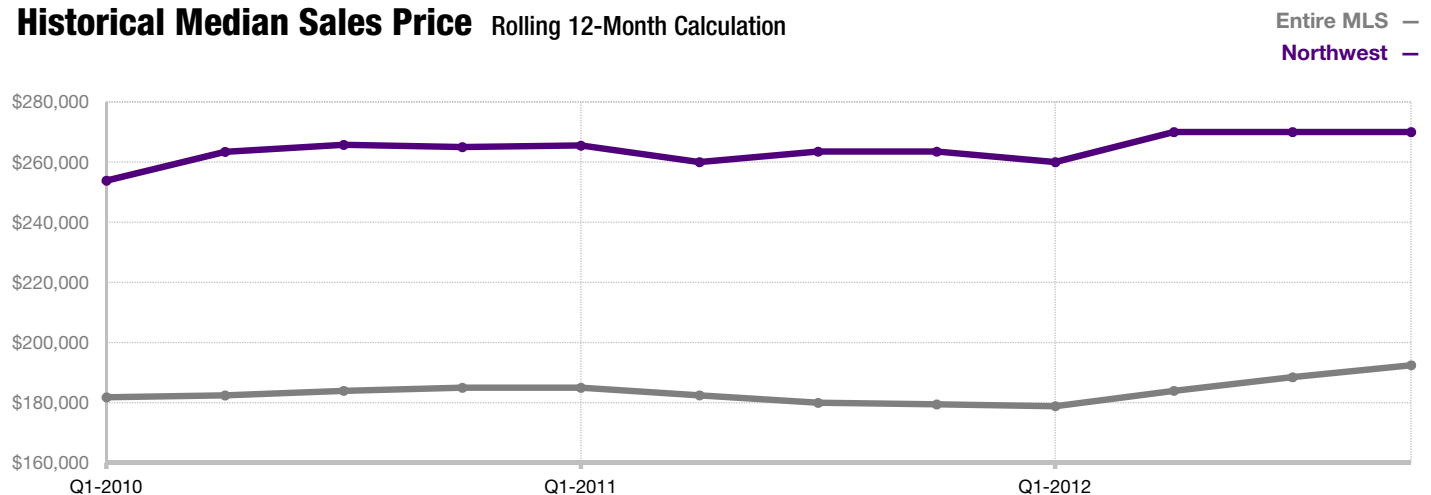
Key Metrics	Quarter 4			Year to Date		
	2011	2012	Percent Change from Previous Year	Thru Q4-2011	Thru Q4-2012	Percent Change from Previous Year
New Listings	97	115	+ 18.6%	632	591	- 6.5%
Closed Sales	70	88	+ 25.7%	363	410	+ 12.9%
Median Sales Price*	\$261,950	\$257,150	- 1.8%	\$263,500	\$270,000	+ 2.5%
Average Sales Price*	\$286,437	\$271,884	- 5.1%	\$282,154	\$281,047	- 0.4%
Percent of List Price Received*	97.3%	97.4%	+ 0.1%	96.7%	97.3%	+ 0.6%
Days on Market Until Sale	100	79	- 21.0%	100	86	- 14.0%
Inventory of Homes for Sale	160	128	- 20.0%	--	--	--
Months Supply of Inventory	5.3	3.7	- 30.2%	--	--	--

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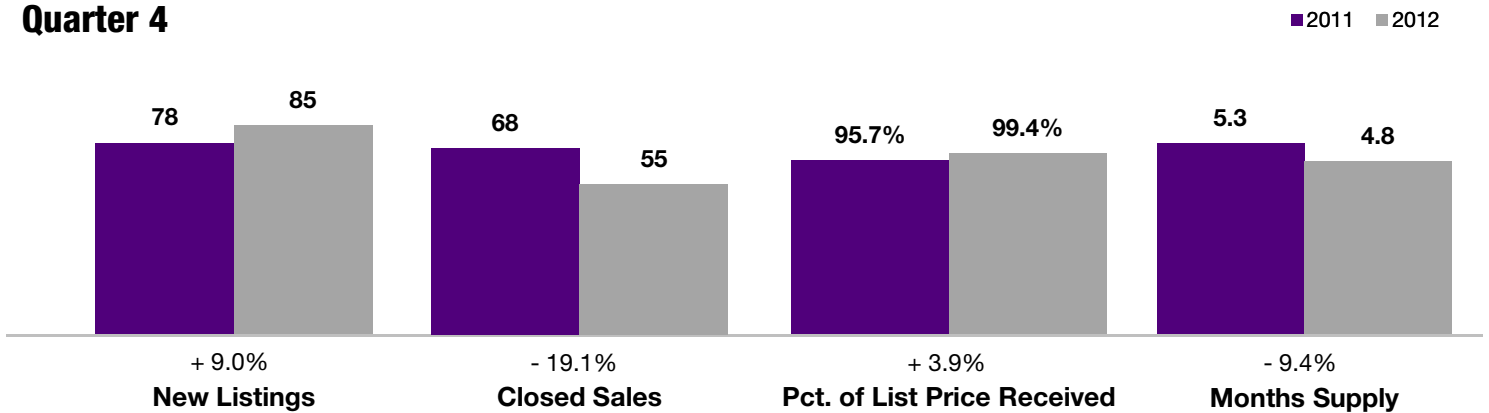


Old Colorado City

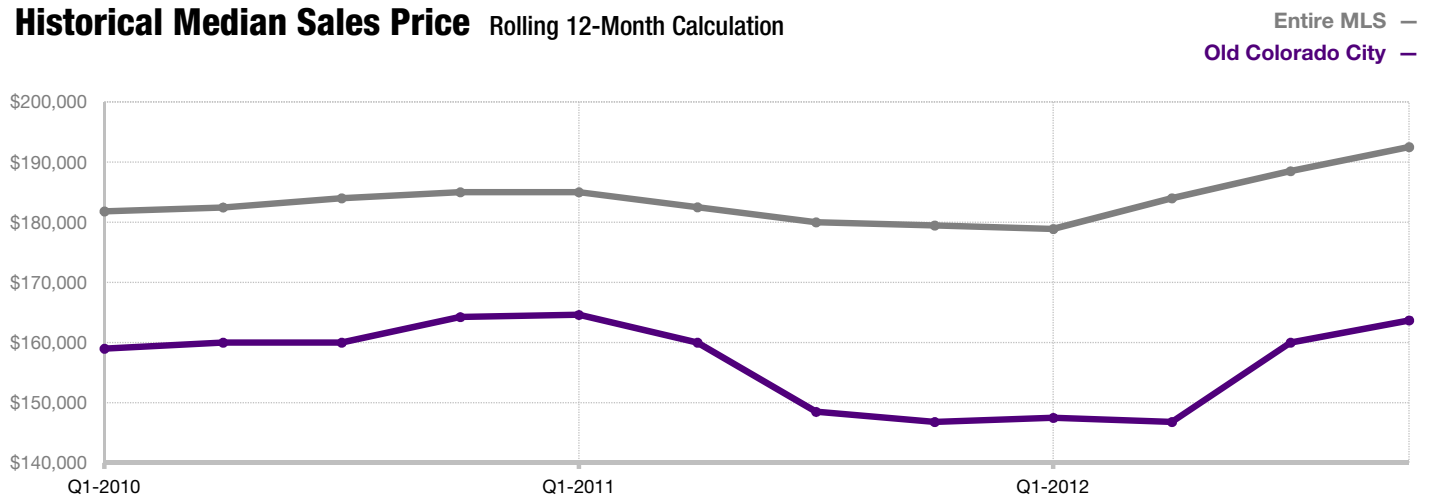
Key Metrics	Quarter 4			Year to Date		
	2011	2012	Percent Change from Previous Year	Thru Q4-2011	Thru Q4-2012	Percent Change from Previous Year
New Listings	78	85	+ 9.0%	422	357	- 15.4%
Closed Sales	68	55	- 19.1%	249	239	- 4.0%
Median Sales Price*	\$145,000	\$150,000	+ 3.4%	\$146,810	\$163,700	+ 11.5%
Average Sales Price*	\$161,343	\$173,185	+ 7.3%	\$159,229	\$172,352	+ 8.2%
Percent of List Price Received*	95.7%	99.4%	+ 3.9%	96.5%	98.4%	+ 2.0%
Days on Market Until Sale	113	61	- 46.0%	87	81	- 6.9%
Inventory of Homes for Sale	109	95	- 12.8%	--	--	--
Months Supply of Inventory	5.3	4.8	- 9.4%	--	--	--

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

Quarter 4



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for Quarter 4-2012

A Research Tool Provided by the Colorado Association of REALTORS®

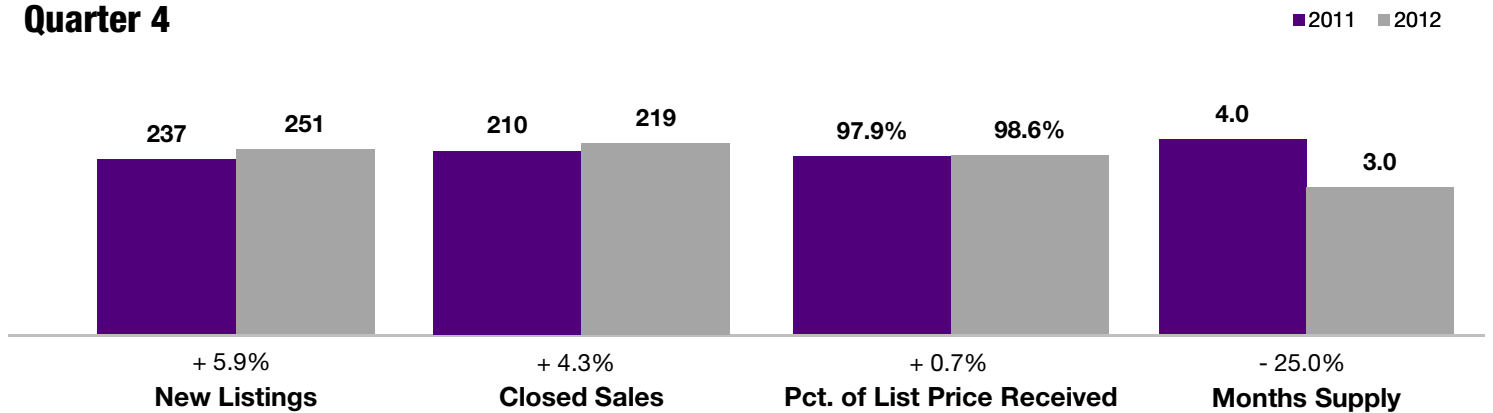


Powers

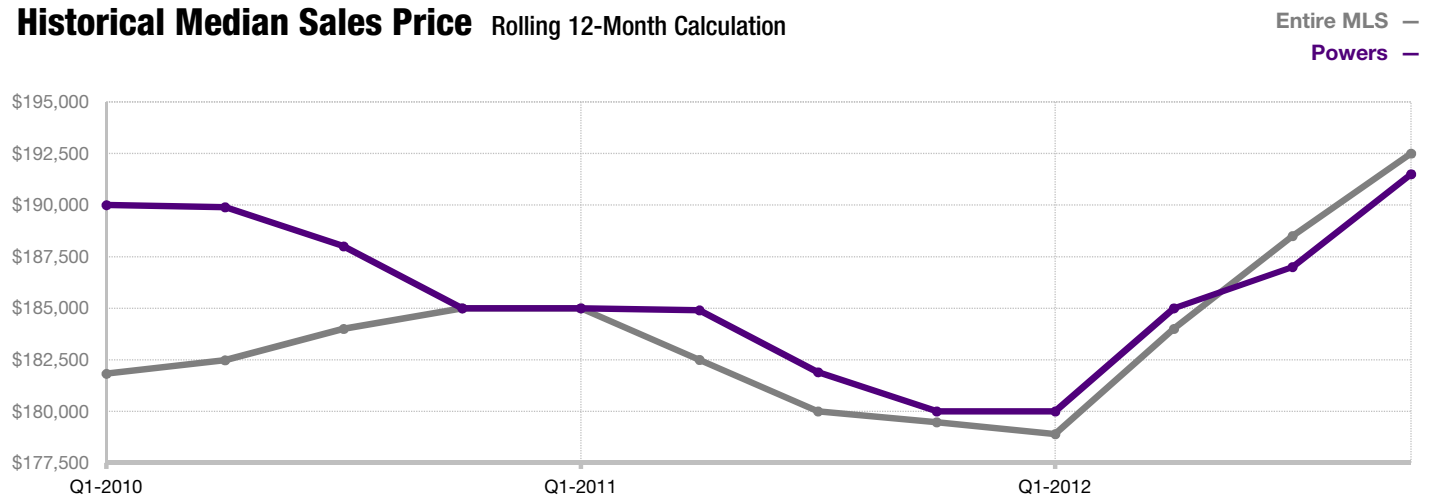
Key Metrics	Quarter 4			Year to Date		
	2011	2012	Percent Change from Previous Year	Thru Q4-2011	Thru Q4-2012	Percent Change from Previous Year
New Listings	237	251	+ 5.9%	1,288	1,360	+ 5.6%
Closed Sales	210	219	+ 4.3%	894	988	+ 10.5%
Median Sales Price*	\$177,930	\$199,900	+ 12.3%	\$180,000	\$191,500	+ 6.4%
Average Sales Price*	\$176,891	\$198,458	+ 12.2%	\$185,595	\$193,361	+ 4.2%
Percent of List Price Received*	97.9%	98.6%	+ 0.7%	98.2%	98.4%	+ 0.2%
Days on Market Until Sale	91	76	- 16.5%	94	75	- 20.2%
Inventory of Homes for Sale	300	250	- 16.7%	--	--	--
Months Supply of Inventory	4.0	3.0	- 25.0%	--	--	--

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Quarter 4



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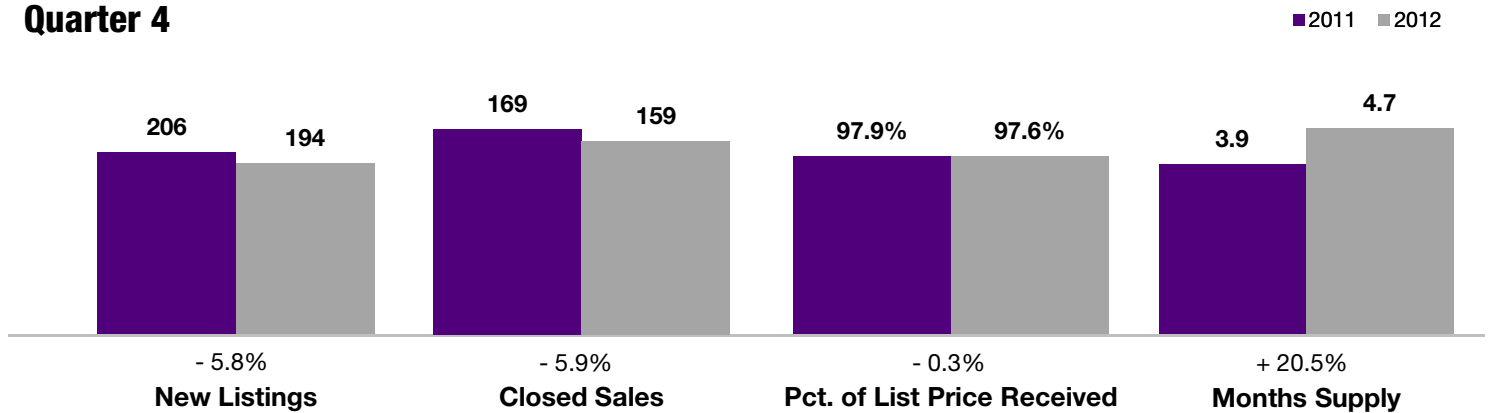


Southeast

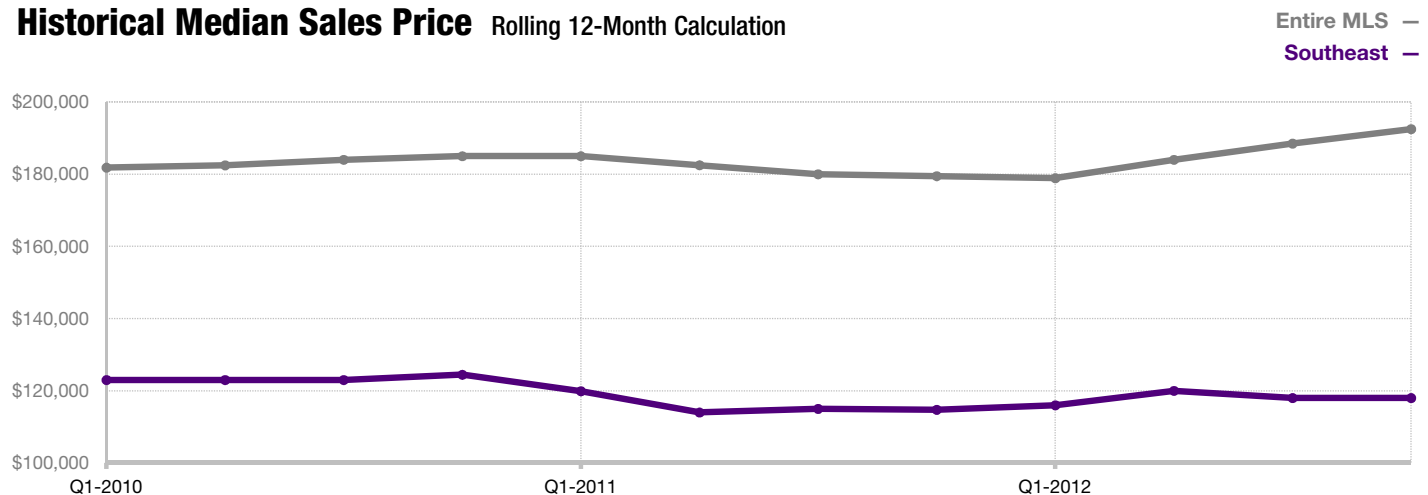
Key Metrics	Quarter 4			Year to Date		
	2011	2012	Percent Change from Previous Year	Thru Q4-2011	Thru Q4-2012	Percent Change from Previous Year
New Listings	206	194	- 5.8%	1,014	960	- 5.3%
Closed Sales	169	159	- 5.9%	703	646	- 8.1%
Median Sales Price*	\$116,000	\$115,000	- 0.9%	\$114,750	\$118,000	+ 2.8%
Average Sales Price*	\$115,875	\$115,084	- 0.7%	\$113,304	\$117,425	+ 3.6%
Percent of List Price Received*	97.9%	97.6%	- 0.3%	97.9%	97.4%	- 0.5%
Days on Market Until Sale	78	58	- 25.6%	76	70	- 7.9%
Inventory of Homes for Sale	228	254	+ 11.4%	--	--	--
Months Supply of Inventory	3.9	4.7	+ 20.5%	--	--	--

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Quarter 4



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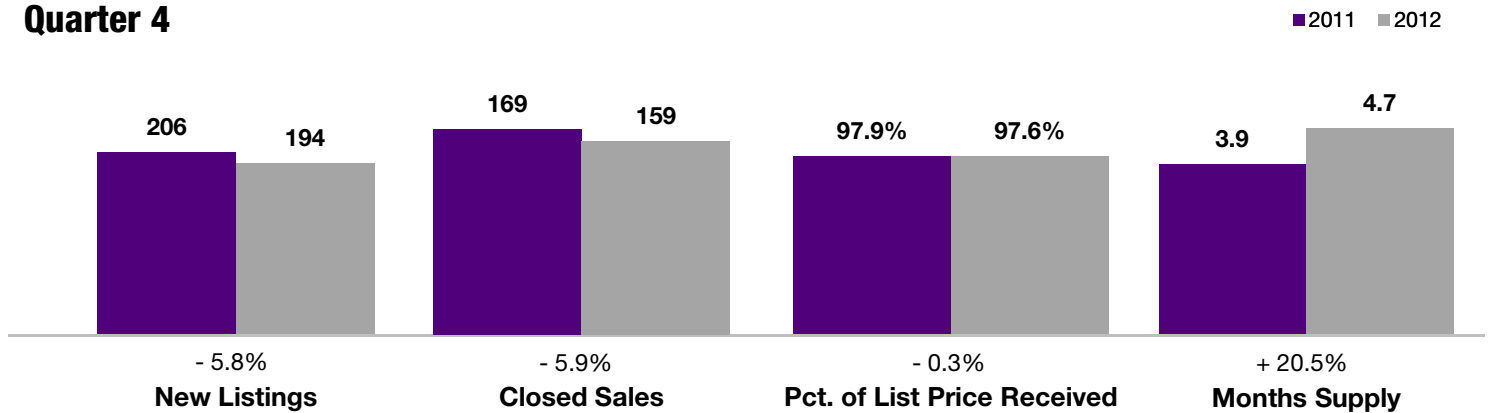


Southeast

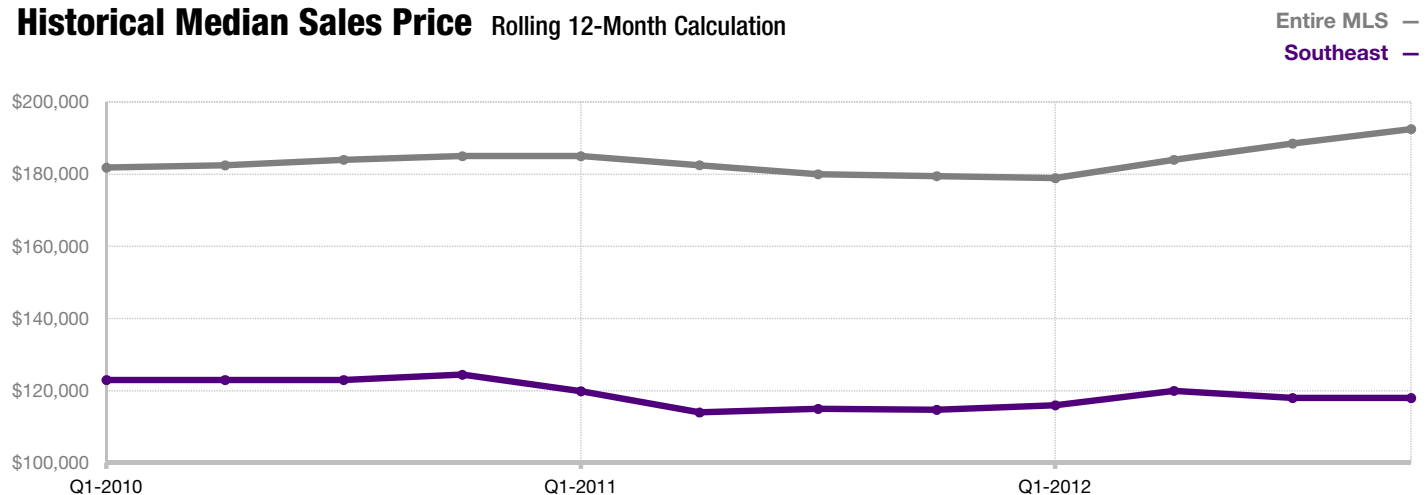
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Quarter 4



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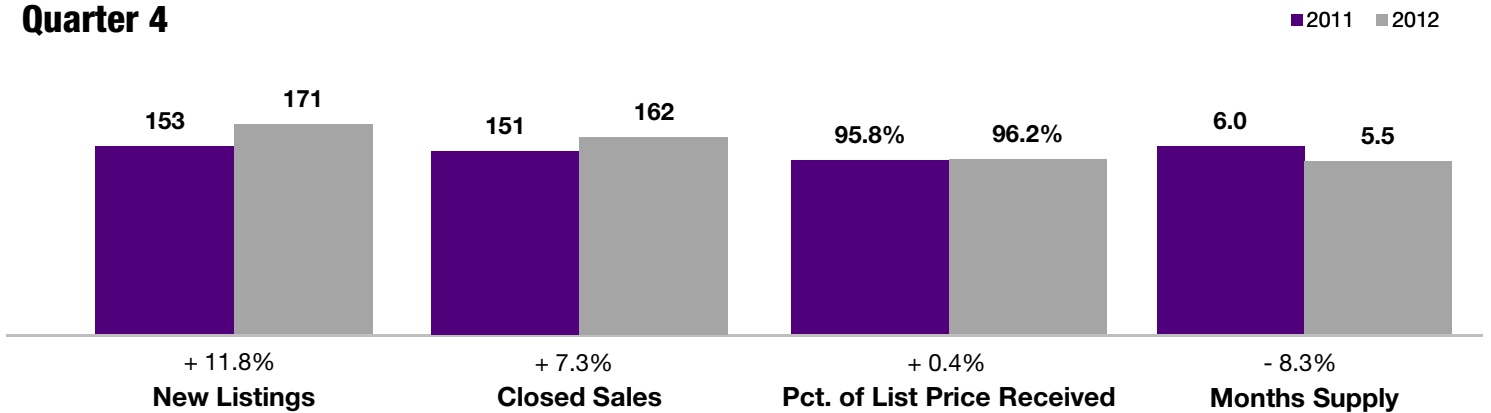


Southwest

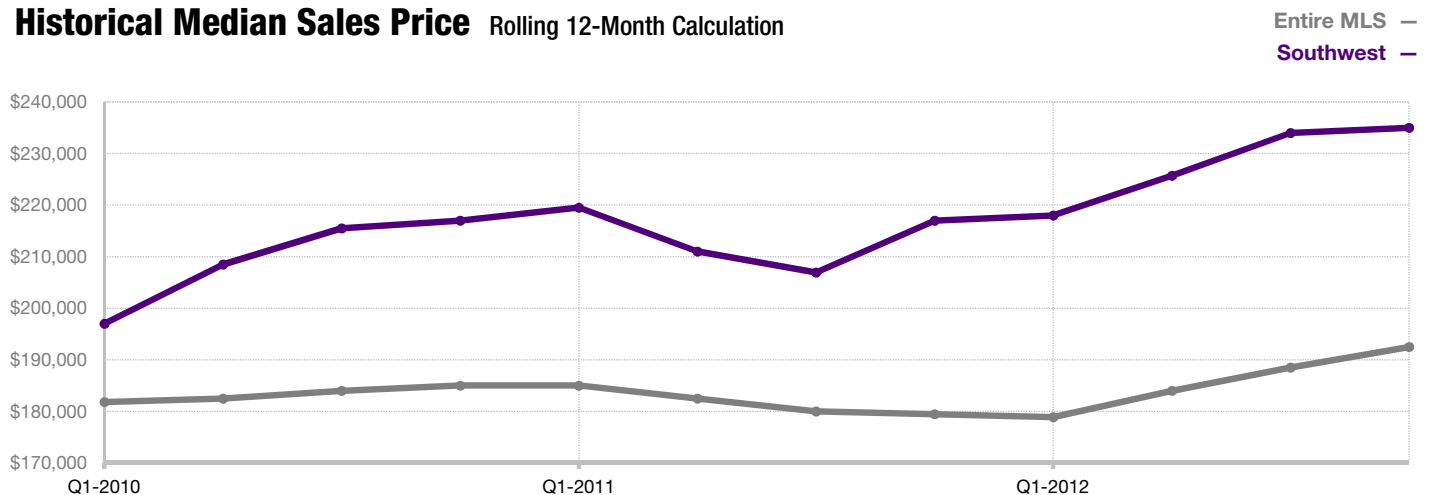
Key Metrics	Quarter 4			Year to Date		
	2011	2012	Percent Change from Previous Year	Thru Q4-2011	Thru Q4-2012	Percent Change from Previous Year
New Listings	153	171	+ 11.8%	1,002	1,016	+ 1.4%
Closed Sales	151	162	+ 7.3%	610	610	0.0%
Median Sales Price*	\$225,000	\$239,500	+ 6.4%	\$217,000	\$235,000	+ 8.3%
Average Sales Price*	\$332,188	\$339,379	+ 2.2%	\$308,346	\$314,465	+ 2.0%
Percent of List Price Received*	95.8%	96.2%	+ 0.4%	96.2%	96.3%	+ 0.1%
Days on Market Until Sale	95	93	- 2.1%	101	99	- 2.0%
Inventory of Homes for Sale	307	282	- 8.1%	--	--	--
Months Supply of Inventory	6.0	5.5	- 8.3%	--	--	--

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Quarter 4



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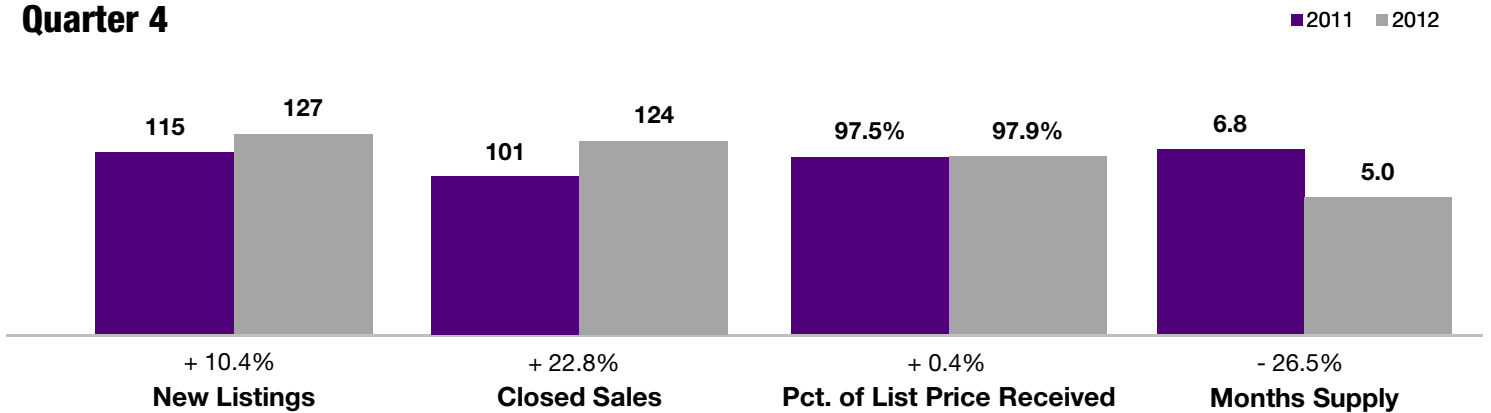


Tri-Lakes

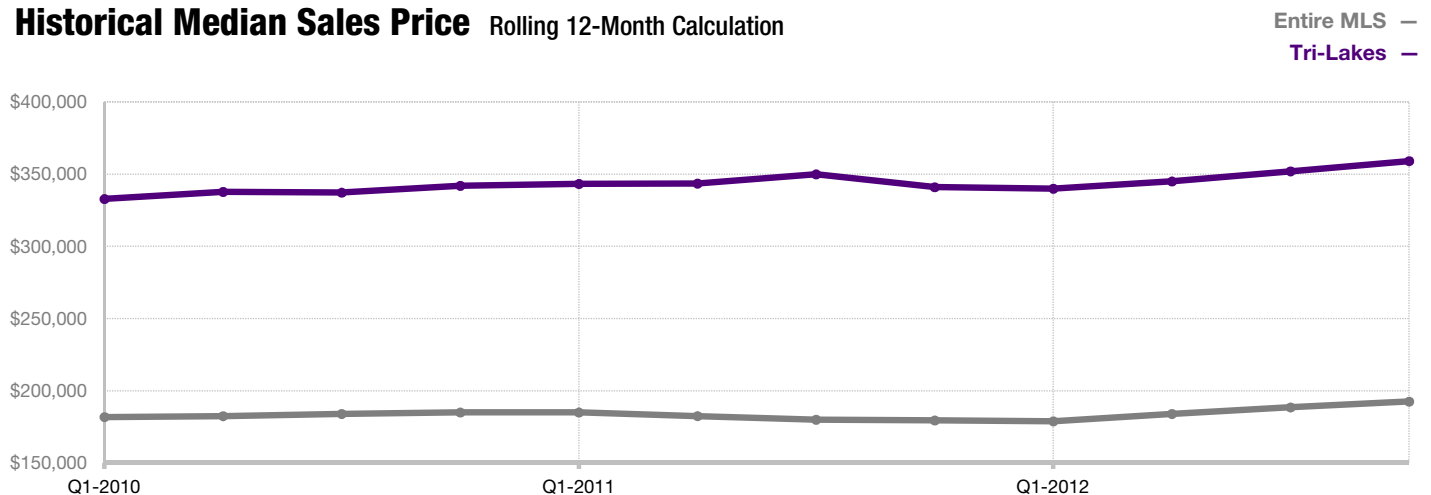
Key Metrics	Quarter 4			Year to Date		
	2011	2012	Percent Change from Previous Year	Thru Q4-2011	Thru Q4-2012	Percent Change from Previous Year
New Listings	115	127	+ 10.4%	778	818	+ 5.1%
Closed Sales	101	124	+ 22.8%	425	486	+ 14.4%
Median Sales Price*	\$340,000	\$370,000	+ 8.8%	\$341,000	\$359,102	+ 5.3%
Average Sales Price*	\$358,161	\$368,416	+ 2.9%	\$364,914	\$370,822	+ 1.6%
Percent of List Price Received*	97.5%	97.9%	+ 0.4%	97.2%	97.9%	+ 0.7%
Days on Market Until Sale	132	84	- 36.4%	113	95	- 15.9%
Inventory of Homes for Sale	240	204	- 15.0%	--	--	--
Months Supply of Inventory	6.8	5.0	- 26.5%	--	--	--

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Quarter 4



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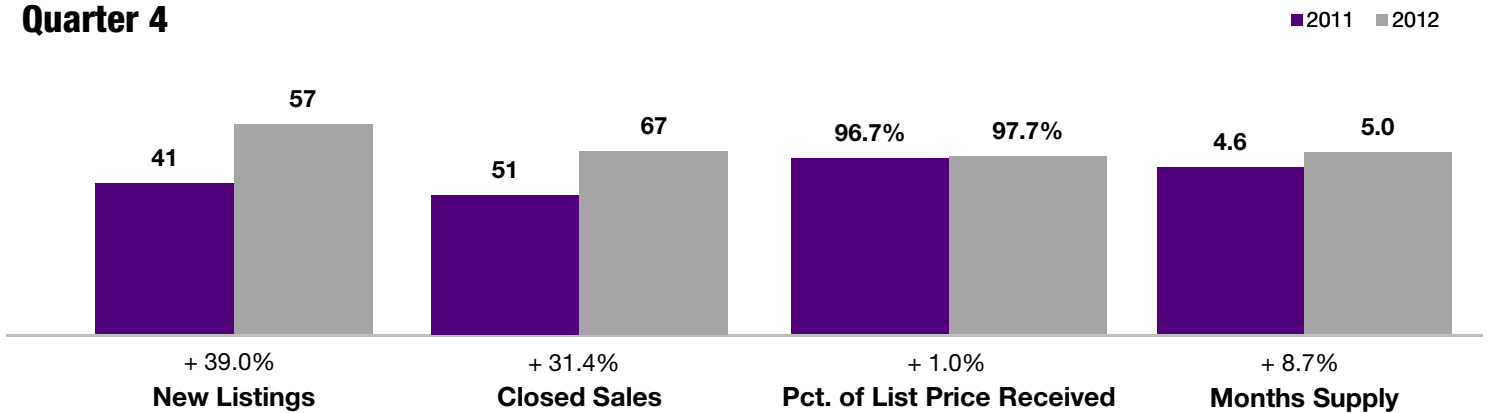


West

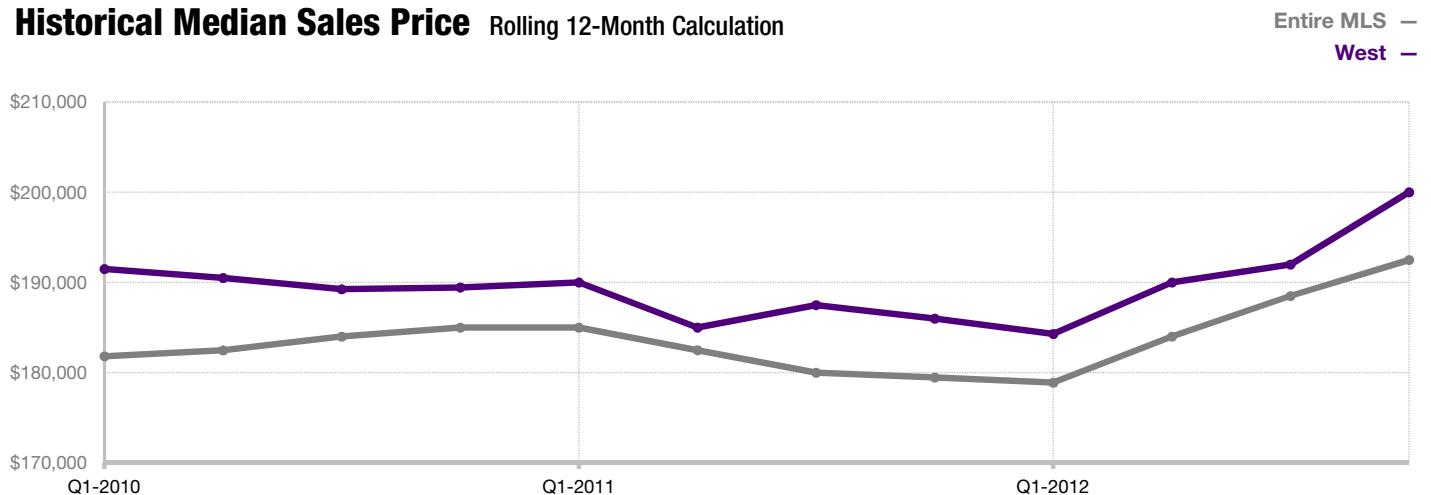
Key Metrics	Quarter 4			Year to Date		
	2011	2012	Percent Change from Previous Year	Thru Q4-2011	Thru Q4-2012	Percent Change from Previous Year
New Listings	41	57	+ 39.0%	348	372	+ 6.9%
Closed Sales	51	67	+ 31.4%	220	237	+ 7.7%
Median Sales Price*	\$183,000	\$229,500	+ 25.4%	\$186,000	\$200,000	+ 7.5%
Average Sales Price*	\$255,373	\$269,109	+ 5.4%	\$252,910	\$261,702	+ 3.5%
Percent of List Price Received*	96.7%	97.7%	+ 1.0%	95.8%	96.7%	+ 0.9%
Days on Market Until Sale	98	66	- 32.7%	99	83	- 16.2%
Inventory of Homes for Sale	84	99	+ 17.9%	--	--	--
Months Supply of Inventory	4.6	5.0	+ 8.7%	--	--	--

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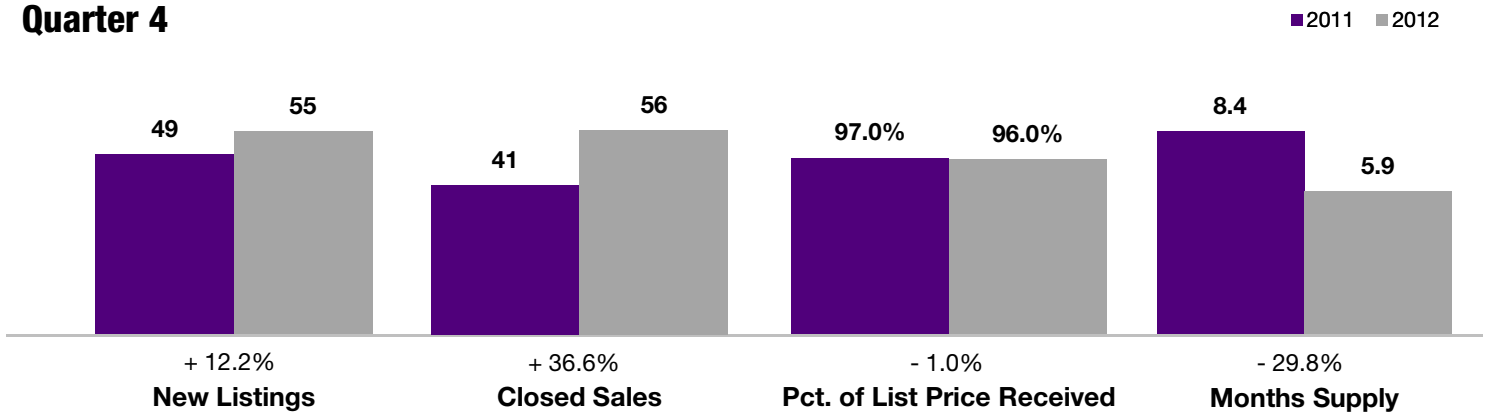


Woodland Park

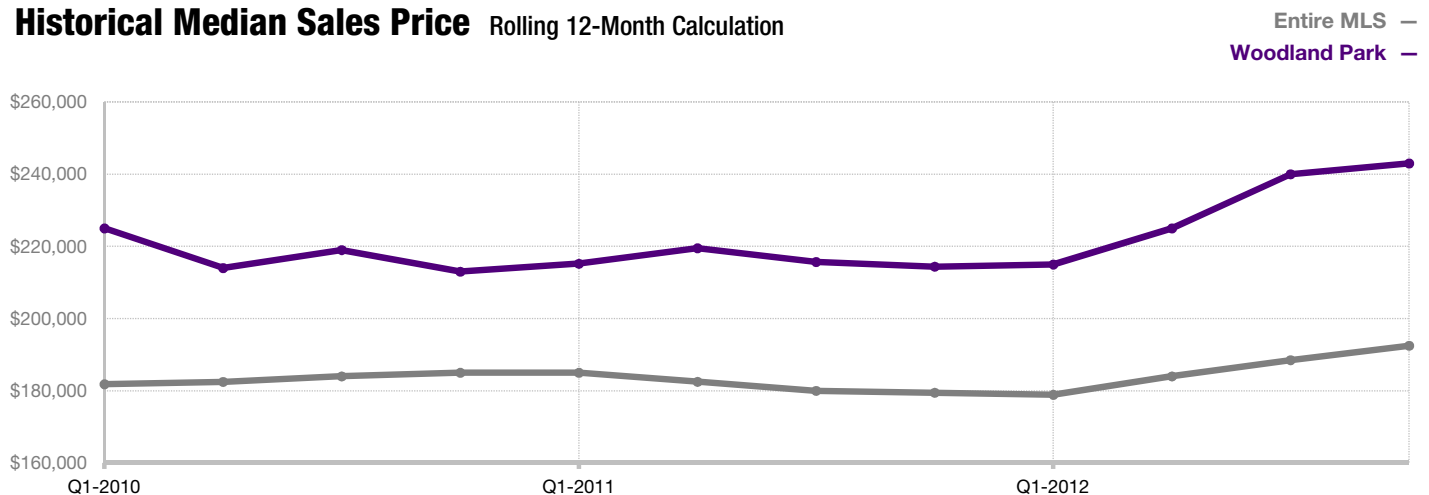
Key Metrics	Quarter 4			Year to Date		
	2011	2012	Percent Change from Previous Year	Thru Q4-2011	Thru Q4-2012	Percent Change from Previous Year
New Listings	49	55	+ 12.2%	356	340	- 4.5%
Closed Sales	41	56	+ 36.6%	181	211	+ 16.6%
Median Sales Price*	\$224,000	\$238,500	+ 6.5%	\$214,400	\$243,000	+ 13.3%
Average Sales Price*	\$230,724	\$265,158	+ 14.9%	\$227,251	\$261,828	+ 15.2%
Percent of List Price Received*	97.0%	96.0%	- 1.0%	96.7%	96.5%	- 0.2%
Days on Market Until Sale	129	90	- 30.2%	108	98	- 9.3%
Inventory of Homes for Sale	126	104	- 17.5%	--	--	--
Months Supply of Inventory	8.4	5.9	- 29.8%	--	--	--

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