ERA Shields REAL ESTATE

STAT PACK

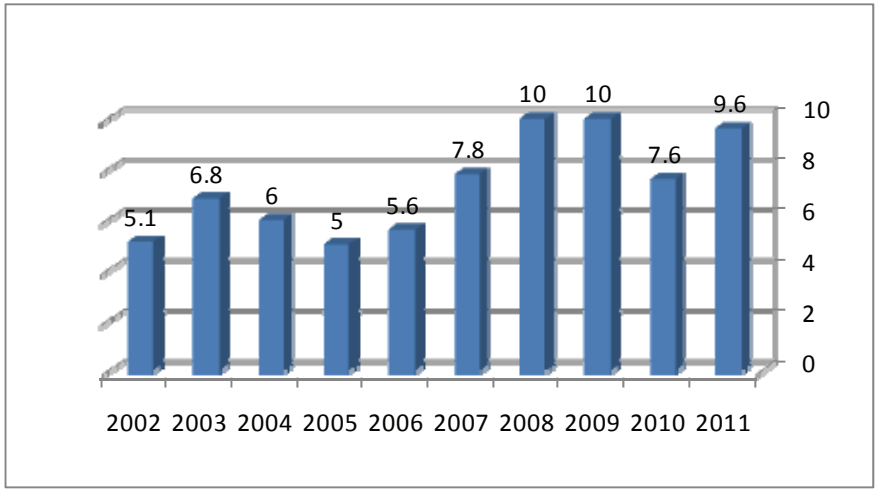
**The data found within the ERA Shields Real Estate Stat Pack is based on information from the Pikes Peak REALTOR® Services Corporation (RSC) or its PPMLS. This content is deemed reliable; however RSC, PPMLS and ERA Shields Real Estate do not guarantee its accuracy. Data maintained by RSC does not reflect all real estate activity in the market. Additional sources include the Colorado Springs EDC, El Paso County Assessor, Colorado Springs HBA, PPAR, The Gazette, The CSBJ and NAR.*

Welcome to the ERA Shields Stat Pack. The intention for providing this information to you is to educate you on the current local real estate market so you can better make decisions for you and your family. Real estate markets vary from city to city as well as neighborhood to neighborhood. When the national media reports on how the real estate market is doing it is reporting on national numbers and it is likely very different from how your neighborhood is performing. You will find factual data within The Stat Pack to which you may draw your own conclusions. The last page of the Stat Pack you will see a brief summary of our opinions.

QUICK FACTS

- ⇒ **# of active listings for the month of February is the lowest in 5 yrs**
- ⇒ **Sales for the month were the 2nd lowest monthly total in 10 years**
- ⇒ **10.3% of homes on the market are selling each month**
- ⇒ **Average & Median Prices showed slight improvement**
- ⇒ **Days on Market for Solds is 99 days vs. 86 in 2010**
- ⇒ **25.1% of solds since Jan 1 have been distressed sales**

Months of Inventory



This graph illustrates one of what is traditionally considered to be a leading indicator as to the overall health of the local housing market. The data in this compares the same month of each year. Also keep in mind, inventory levels tend to swell in the winter months as fewer buyers are in the market to purchase.

2/1/2011 - 2/28/2011						
Area	**Listings**	**Solds**	**Inventory**	**Med Sales $**	**Avg Sales $**	**DOM**
Black Forest	138	11	12.5	$444,000	$488,172	155
Briargate	227	27	8.4	$295,000	$290,529	120
Calhan	25	2	12.5	$85,950	$85,950	77
Central	259	22	11.8	$140,700	$146,492	57
East	230	24	9.6	$143,250	$157,556	115
Ellicott	35	2	17.5	$150,400	$150,400	47
Falcon	51	5	10.2	$160,000	$190,300	64
Falcon North	176	20	8.8	$215,000	$229,046	116
Ftn Valley	419	66	6.3	$153,400	$167,068	85
Manitou	40	2	20.0	$203,700	$203,700	85
Marksheffel	46	5	9.2	$173,000	$180,180	45
Northeast	282	38	7.4	$189,950	$225,167	96
Northgate	143	19	7.5	$274,900	$308,269	74
Northwest	156	13	12.0	$314,800	$370,830	103
Old Colo City	88	4	22.0	$125,000	$129,375	86
Peyton	43	4	10.8	$241,437	$259,950	139
Powers	342	49	7.0	$190,000	$196,701	109
Southeast	238	25	9.5	$109,900	$118,424	88
Southwest	272	35	7.8	$282,000	$372,455	81
Tri Lakes	271	24	11.3	$372,500	$423,558	102
West	88	4	22.0	$372,500	$423,558	102
Teller County	323	29	11.1	$184,000	$214,622	106

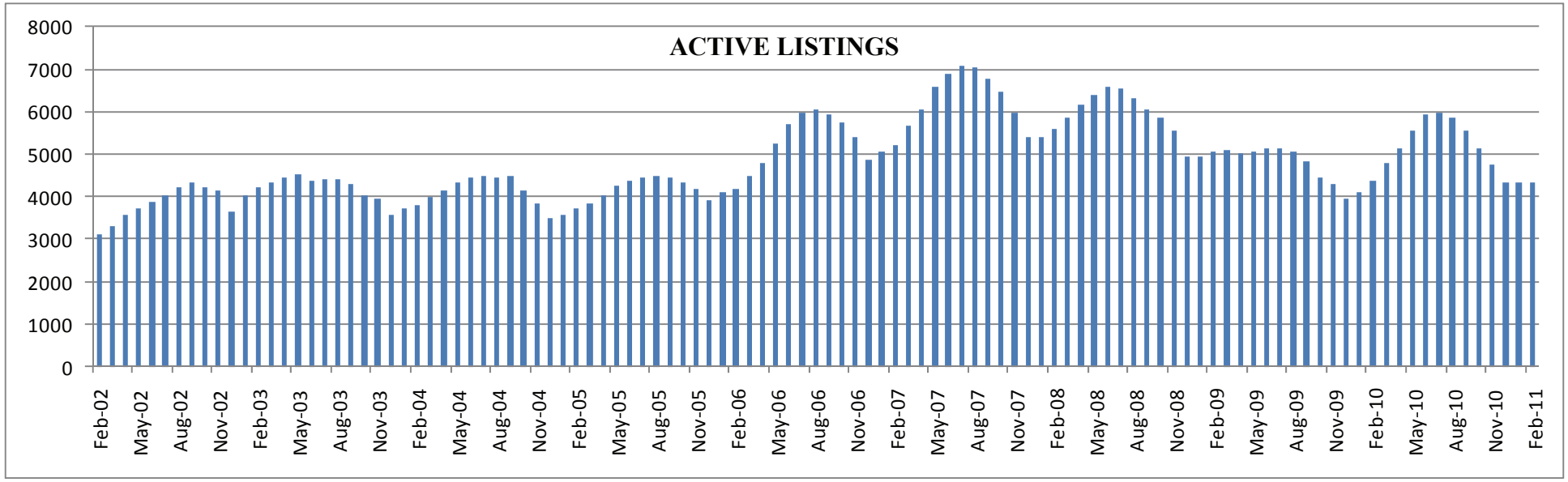
Area & Price Range Comparisons for Single Family & Patio Homes

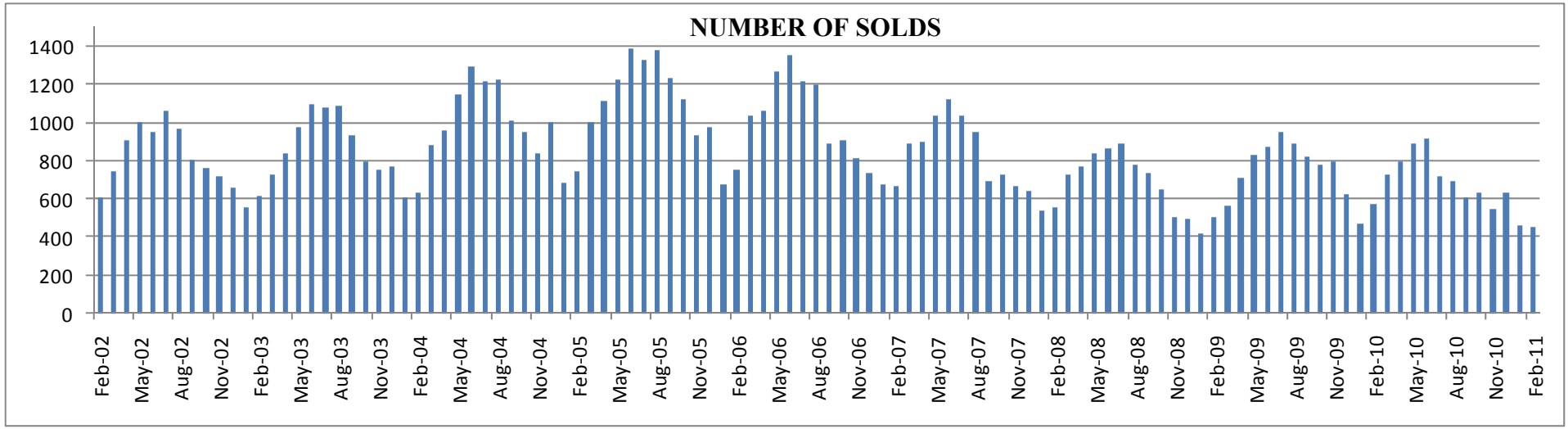
This chart and the following one are ideal for helping you determine how your neighborhood is doing. Additionally, if you are considering selling your home this information is just one tool you can reference to assist you with pricing your home strategically.

Notes:
DOM = Days on Market for the homes which actually sold.
Inventory = The number of months it would take to sell through the current active listings at the current sales rate.

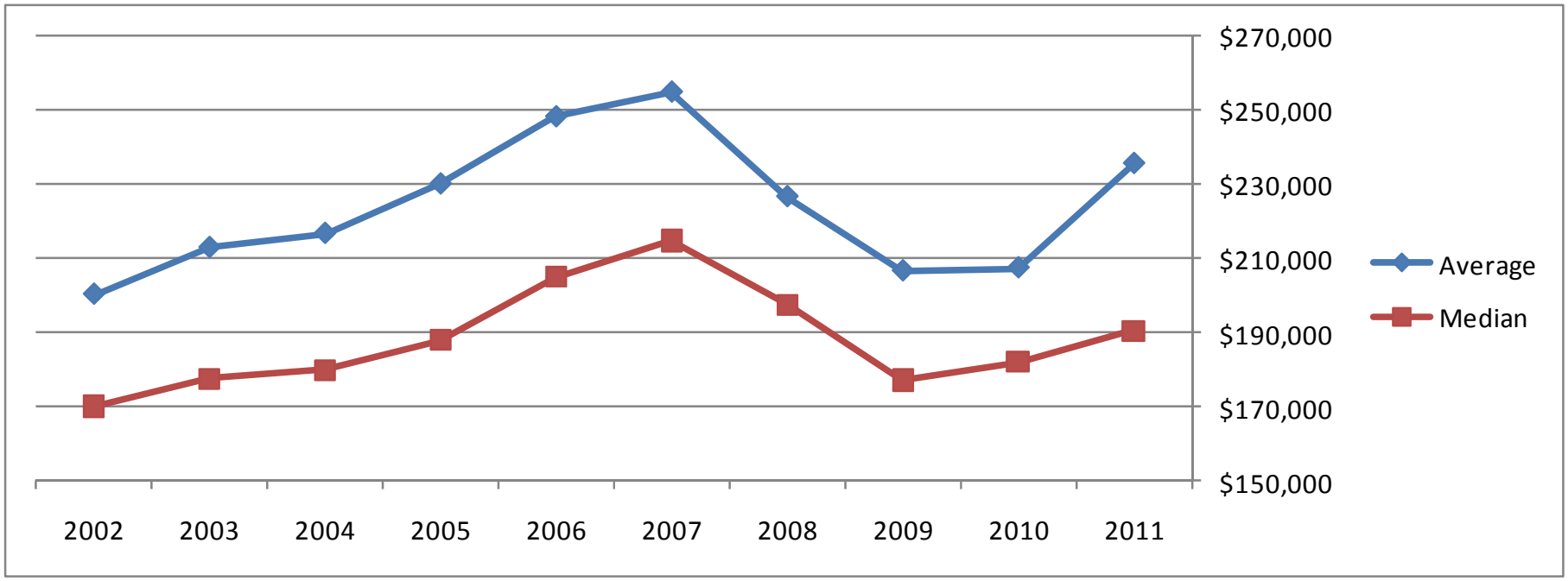
Single Family & Patio Homes in El Paso County Through February 2011				
List Price	Active Listings Supply	Solds Demand	Days on Market Days to Sell	Inventory Months
Under $75,000	126	35	118	7.2
$75,000 to $99,999	244	43	109	11.3
$100,000 to $124,999	311	69	120	9.0
$125,000 to $149,999	471	77	91	12.2
$150,000 to $174,999	584	112	100	10.4
$175,000 to $199,999	534	93	126	11.5
$200,000 to $224,999	359	54	96	13.3
$225,000 to $249,999	398	59	150	13.5
$250,000 to $274,999	242	34	142	14.2
$275,000 to $299,999	247	24	126	20.6
$300,000 to $324,999	145	21	129	13.8
$325,000 to $349,999	197	21	132	18.8
$350,000 to $374,999	141	18	173	15.7
$375,000 to $399,999	149	24	114	12.4
$400,000 to $424,999	60	6	250	20.0
$425,000 to $449,999	87	5	256	34.8
$450,000 to $474,999	70	3	284	46.7
$475,000 to $499,999	85	7	127	24.3
$500,000 to $549,999	92	9	238	20.4
$550,000 to $599,999	79	13	174	12.2
$600,000 to $649,999	67	8	178	16.8
$650,000 to $699,999	38	1	309	76.0
$700,000 to $749,999	24	0	n/a	n/a
$750,000 to $799,999	35	2	279	35.0
$800,000 to $849,999	21	1	207	42.0
$850,000 to $899,999	23	4	143	11.5
$900,000 to $949,999	6	0	n/a	n/a
$950,000 to $999,999	22	2	470	22.0
$1 mil to $1.50 mil	51	4	123	25.5
$1.5 mil to $2.0 mil	21	0	n/a	n/a
$2.0 mil & above	8	0	n/a	n/a
Total or Average	4937	749	183	13.2

These graphs show you the past 10 years of active listings and total sales. To gain a better sense of today's market it is nice to have 10 years of history so you can get a feel for how well or how poorly the housing market is doing. Make sure you compare the same month to each year as the Winter months are often much different when compared to the Summer months.





This graph shows you both the Average Sales Price & Median Price for the past 10 years for the same month.



Our Summary

For Buyers

We said it last month and say it again, the affordability of homes has begun to dissipate. With home values maintaining or slowly increasing and mortgage rates increasing, the cost to buy a home has begun its march up.

⇒ When rates were 4% last year, on a $200k home your monthly payment was around $763 per month. At 5% your payment is about $858.

⇒ Another way to look at this is your monthly payment of $763 used to buy you a $200k home. At 5% you can only afford a $180k home.

⇒ Additionally, many mortgage banks are now hiking their prices on things like PMI or MIP, which now costs buyers an extra $20 per month for every $100k on their loan.

For Sellers

It seems the market has calmed down and there is not as much competition as in the past...yay! However only 10% of homes on the market are actually selling and 25% (a very conservative estimate) of those are distressed sale (foreclosures, short sales).

Since the number of distressed sales is so high, you are competing with them. The easiest ways to compete with distressed sales include make your home shine, offer mortgage rate buy downs or make it easy to close. Also, you must make it easy to show your home. Buyers are impulsive and if they are driving by and want to see your home, it may be your only chance.

"Recovery to Normalcy" - Dr Yun, regarded as one of the 10 Most Influential Economists in the country visited town last month and spoke about getting back to normal. It was intriguing he considered normal not what we saw in the real estate market in the early 2000's but what we saw in the 90's before government incentives bloated the % of Americans who owned their homes.

He called this downturn the Great Recession as unemployment levels are not high enough to consider this a depression. The difference from this recession when compared to those in the past is usually recovery begins 12-18 months, we've been in this for 2+ years. The cure for our economic downturn is jobs. What is interesting with this is Corporate America saw its greatest profits in the past 10 years but they are holding onto their cash. Usually when corporations make profits they reinvest in themselves including the hiring of more employees. Our government must figure out what they need to do (or maybe not do) to raise the confidence of these companies so they begin to hire.

Another great opportunity is the US Dollar. It continues to be the currency of the world. It is the only currency people literally hide under their mattresses everywhere around the world as they still have more confidence in it than any other form.

The great threats to our economy include inflation and the deficit. The Fed continues to monitor inflation and Dr Yun doesn't seem to concerned about it. The deficit is becoming a huge concern and must be addressed aggressively.