

STAT PACK

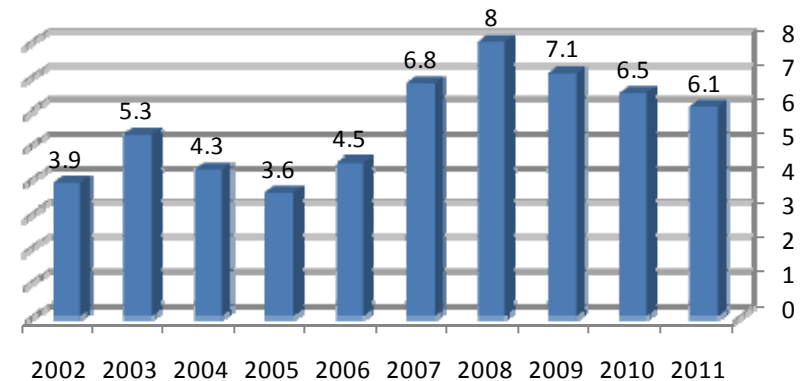
**The data found within the ERA Shields Real Estate Stat Pack is based on information from the Pikes Peak REALTOR® Services Corporation (RSC) or its PPMLS. This content is deemed reliable; however RSC, PPMLS and ERA Shields Real Estate do not guarantee its accuracy. Data maintained by RSC does not reflect 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 not only from city to city, but also from neighborhood to neighborhood. National media reports on the real estate market are likely very different than how your neighborhood is performing. The Stat Pack provides data from which to draw your own conclusions. The last page you will find a brief summary of our observations.

QUICK FACTS

- ⇒ # of active listings for the month of April are down 11% from the previous year and lowest in 6 years
- ⇒ Sales for the month were down 5.5
- ⇒ 16.3% of homes on the market in April sold
- ⇒ Days on Market for homes sold in April is 94
- ⇒ 22% of April sales were reported as distressed
- ⇒ Average sales price for April was down about 2%
- ⇒ 82% of all sales in April were under \$300,000
- ⇒ 93% of all sales in April were under \$400,000

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.

Area Comparisons for Single Family & Patio Homes						
4/1/2011 - 4/31/2011						
Area	Listings	Solds	Inventory/ Supply	Med Sales \$	Avg Sales \$	DOM
Black Forest	155	20	7.8	\$330,000	\$387,670	133
Briargate	245	58	4.2	\$278,500	\$290,675	128
Calhan	27	4	6.8	\$165,000	\$172,000	78
Central	270	43	6.3	\$129,000	\$145,153	98
East	209	47	4.4	\$145,000	\$159,761	90
Ellicott	37	4	9.3	\$142,000	\$121,250	88
Falcon	50	6	8.3	\$217,450	\$246,816	57
Falcon North	186	31	6.0	\$245,000	\$250,498	85
Ftn Valley	399	92	4.3	\$159,500	\$157,819	95
Manitou	49	6	8.2	\$167,000	\$170,983	134
Marksheffel	56	10	5.6	\$178,950	\$183,692	64
Northeast	290	64	4.5	\$178,750	\$192,521	84
Northgate	175	19	9.2	\$290,376	\$309,213	80
Northwest	179	19	9.4	\$340,000	\$303,243	78
Old Colo City	87	20	4.4	\$142,037	\$171,364	90
Peyton	41	2	20.5	\$201,817	\$201,817	70
Powers	336	69	4.9	\$189,900	\$197,495	88
Southeast	202	56	3.6	\$120,250	\$122,515	67
Southwest	315	42	7.5	\$218,500	\$312,565	104
Tri Lakes	310	31	10.0	\$372,500	\$416,598	82
West	99	14	7.1	\$216,500	\$330,421	161
Teller County	400	47	8.5	\$187,500	\$200,451	103

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:

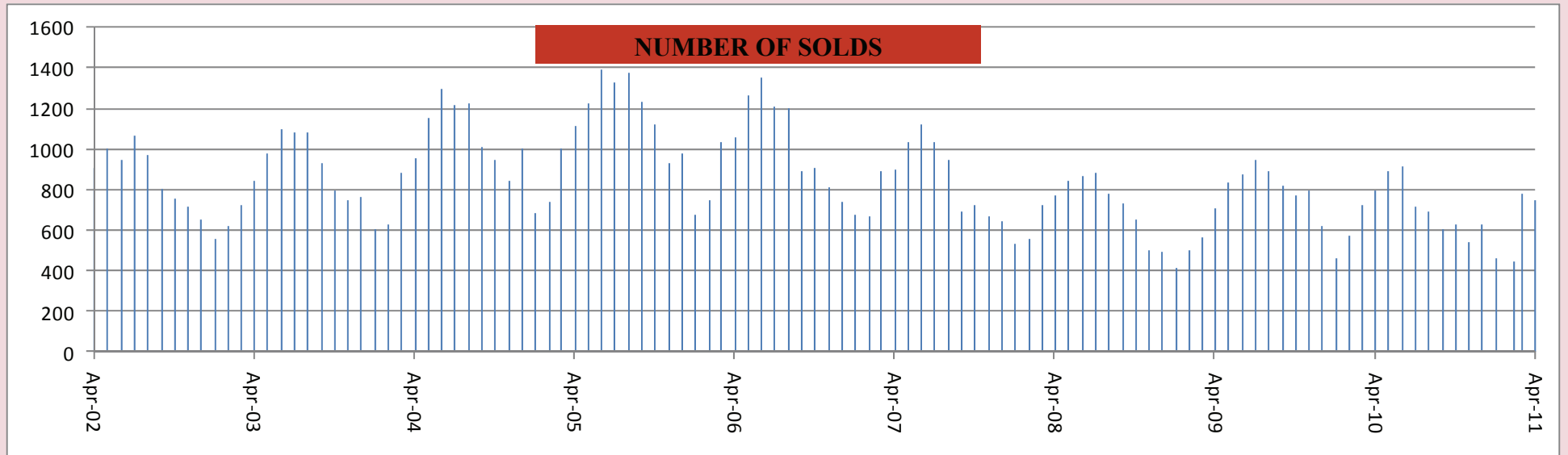
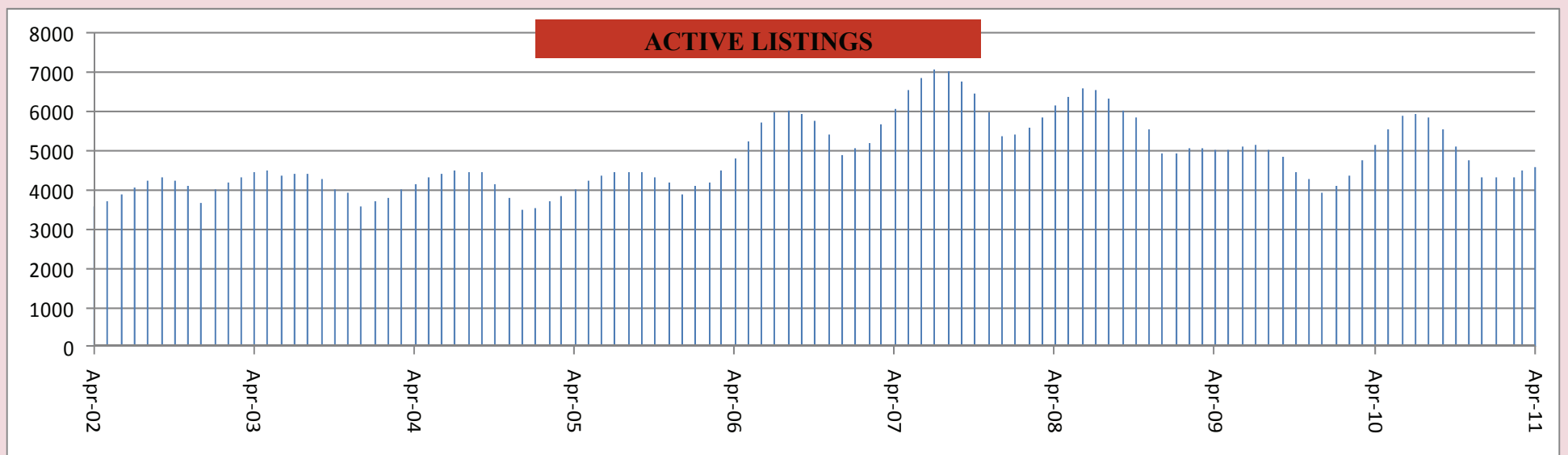
DOM = Days on Market for the homes which actually sold.

Inventory/Supply = 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 April 2011**

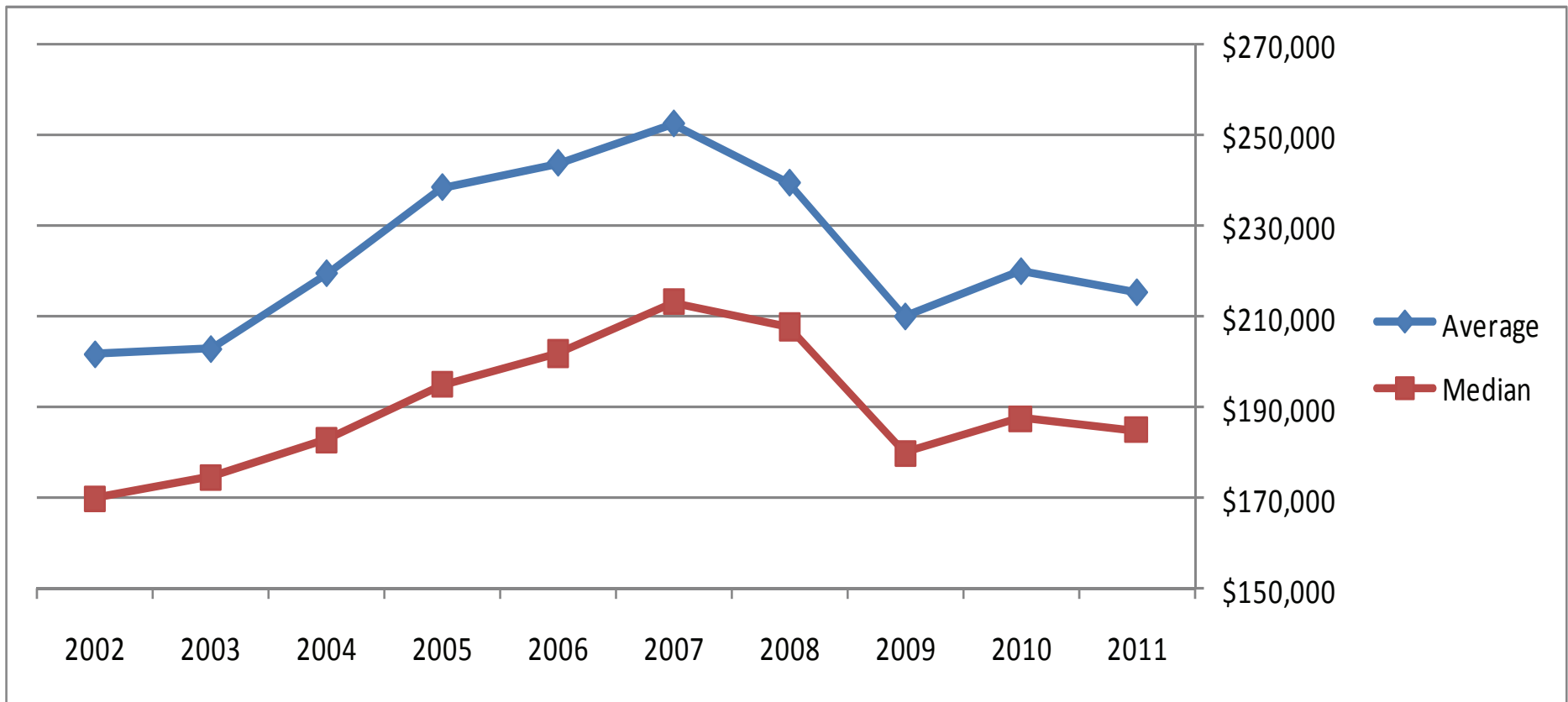
List Price	Active Listings Supply	Solds Demand	Days on Market Days to Sell	Inventory/Supply Months
Under \$75,000	142	98	122	5.8
\$75,000 to \$99,999	239	139	110	6.9
\$100,000 to \$124,999	304	176	108	6.9
\$125,000 to \$149,999	470	255	109	7.4
\$150,000 to \$174,999	632	296	114	8.5
\$175,000 to \$199,999	544	252	120	8.6
\$200,000 to \$224,999	374	164	107	9.1
\$225,000 to \$249,999	418	183	130	9.1
\$250,000 to \$274,999	290	106	102	10.9
\$275,000 to \$299,999	258	105	148	9.8
\$300,000 to \$324,999	166	53	143	12.5
\$325,000 to \$349,999	249	74	128	13.5
\$350,000 to \$374,999	141	50	135	11.3
\$375,000 to \$399,999	175	55	136	12.7
\$400,000 to \$424,999	74	27	184	11.0
\$425,000 to \$449,999	113	20	158	22.6
\$450,000 to \$474,999	84	18	215	18.7
\$475,000 to \$499,999	108	17	156	25.4
\$500,000 to \$549,999	96	20	177	19.2
\$550,000 to \$599,999	104	27	205	15.4
\$600,000 to \$649,999	64	18	172	14.2
\$650,000 to \$699,999	57	5	200	45.6
\$700,000 to \$749,999	23	1	277	92.0
\$750,000 to \$799,999	52	2	279	104.0
\$800,000 to \$849,999	17	3	192	22.7
\$850,000 to \$899,999	33	4	143	33.0
\$900,000 to \$949,999	5	2	125	10.0
\$950,000 to \$999,999	25	4	257	25.0
\$1 mil to \$1.50 mil	52	12	135	17.3
\$1.5 mil to \$2.0 mil	26	2	231	52.0
\$2.0 mil & above	14	0	n/a	n/a
Total or Average	5349	2188	185	9.8

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.

Average Sales & Median Price for April



Our Summary

How's The Market? - The current challenge when trying to determine how the local real estate market is doing is adjusting for the impact of last year's tax credit. This stimulus program influenced many buyers to buy sooner than they had planned and in turn took buyers from the future. The market is showing surprising stability considering the expiration of the tax credit which ended early last year. Although there has been some erosion to sales prices, it has been minimal. The tax credit artificially increased sales prices during the first half of 2010, which is why sales prices have dipped during the same period in 2011. Lower inventory levels with similar number of buyers (without stimulus) seems to hint that a slow and steady recovery is under way.

Mortgage interest rates and the number of foreclosures are currently the two greatest threats to a continued housing recovery. Mortgage interest rates continue to be favorable while the number of foreclosure filings has declined 26.1% so far this year. If rates jump one point in a short period of time, it may discourage some buyers. Foreclosures tend to be offered at discounted prices which negatively impacts sellers trying to compete and discourages some sellers from entering the market. That is the long answer. The short answer is, in our local market a recovery seems to be under way and we expect it to continue slowly and consistently.