

# STAT PACK

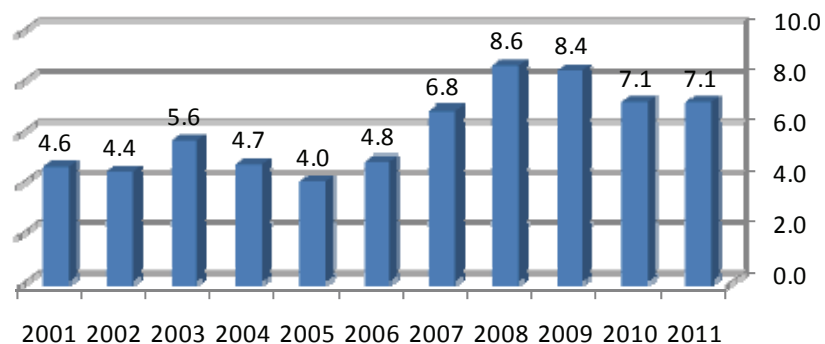
*\*The data found within the ERA Shields Real Estate Stat Pack is based in part from the Pikes Peak REALTOR® Services Corporation (RSC) or its PPMLS. This content is deemed reliable; however RSC, PPMLS and ERA Shields Real Estate do not guarantee its accuracy. Data maintained by RSC does not reflect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

## QUICK STATS FOR 2011

- ⇒ **Inventory levels for the first half of 2011 are flat**
- ⇒ **F/V is the most active area in the metro area with over 500 sales YTD and just 4.4 months of inventory**
- ⇒ **Teller County and Peyton have the highest inventory levels in our market**
- ⇒ **81% of all sales so far this year were under \$300,000**
- ⇒ **Total # of active listings is at a 6 year low**
- ⇒ **Number of sales remains flat for the 4th year in a row**
- ⇒ **Foreclosure starts have fallen 28% compared to 2010**

## Average Months of Inventory for the First Half of the Year



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 6-month period 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

1/1/2011 - 6/30/2011

Area	Actives	Solds	Inventory	Avg List \$	Avg Sales \$	Avg DOM
Black Forest	178	90	11.9	\$391,871	\$374,774	143
Briargate	248	271	5.5	\$272,716	\$266,882	129
Calhan	31	15	12.4	\$141,867	\$134,262	190
Central	276	255	6.5	\$148,030	\$143,248	112
East	233	259	5.4	\$155,475	\$152,608	126
Ellicott	31	29	6.4	\$149,038	\$143,471	171
Falcon	47	37	7.6	\$174,912	\$171,792	121
Falcon North	180	195	5.5	\$240,180	\$234,860	118
Ftn Valley	381	522	4.4	\$152,120	\$150,128	102
Manitou	51	26	11.8	\$265,200	\$249,092	156
Marksheffel	65	53	7.4	\$207,094	\$204,314	104
Northeast	316	330	5.7	\$220,017	\$215,141	113
Northgate	167	126	8.0	\$340,612	\$330,300	133
Northwest	178	142	7.5	\$319,810	\$310,153	129
Old Colo City	103	86	7.2	\$164,113	\$159,968	108
Peyton	40	19	12.6	\$225,807	\$222,066	118
Powers	324	397	4.9	\$192,031	\$189,110	115
Southeast	175	286	3.7	\$110,044	\$109,558	102
Southwest	342	239	8.6	\$335,704	\$321,142	129
Tri Lakes	322	199	9.7	\$402,716	\$389,021	129
West	98	78	7.5	\$258,054	\$242,621	124
Teller County	486	206	14.2	\$220,358	\$211,188	143

### 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:

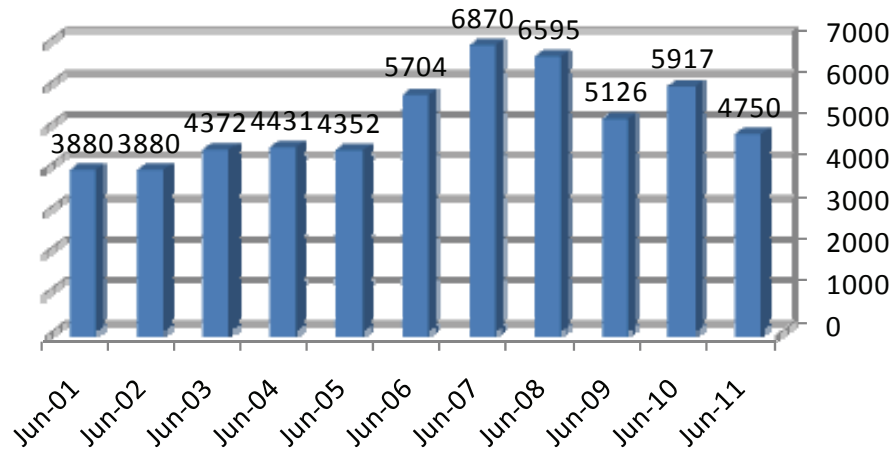
**DOM** = Days on Market for the homes which actually sold.

**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**  
**January 1 - June 30, 2011**

List Price	Active Listings (Supply)	Solds (Demand)	Avg Days on Market Days to Sell	Inventory Months
Under \$75,000	122	248	136	3.0
\$75,000 to \$99,999	150	254	112	3.5
\$100,000 to \$124,999	217	296	104	4.4
\$125,000 to \$149,999	379	450	110	5.1
\$150,000 to \$174,999	393	527	116	4.5
\$175,000 to \$199,999	443	481	116	5.5
\$200,000 to \$224,999	328	327	111	6.0
\$225,000 to \$249,999	358	340	124	6.3
\$250,000 to \$274,999	254	199	112	7.7
\$275,000 to \$299,999	283	186	132	9.1
\$300,000 to \$324,999	172	95	142	10.9
\$325,000 to \$349,999	247	148	125	10.0
\$350,000 to \$374,999	142	83	137	10.3
\$375,000 to \$399,999	190	96	141	11.9
\$400,000 to \$424,999	70	49	154	8.6
\$425,000 to \$449,999	132	43	136	18.4
\$450,000 to \$474,999	77	32	195	14.4
\$475,000 to \$499,999	118	35	162	20.2
\$500,000 to \$549,999	89	37	143	14.4
\$550,000 to \$599,999	117	40	170	17.6
\$600,000 to \$649,999	67	25	169	16.1
\$650,000 to \$699,999	74	16	169	27.8
\$700,000 to \$749,999	31	1	277	186.0
\$750,000 to \$799,999	60	5	221	72.0
\$800,000 to \$849,999	21	5	146	25.2
\$850,000 to \$899,999	37	8	187	27.8
\$900,000 to \$949,999	6	2	125	18.0
\$950,000 to \$999,999	34	5	239	40.8
\$1 mil to \$1.50 mil	68	17	200	24.0
\$1.5 mil to \$2.0 mil	47	6	340	47.0
\$2.0 mil & above	27	0	n/a	n/a

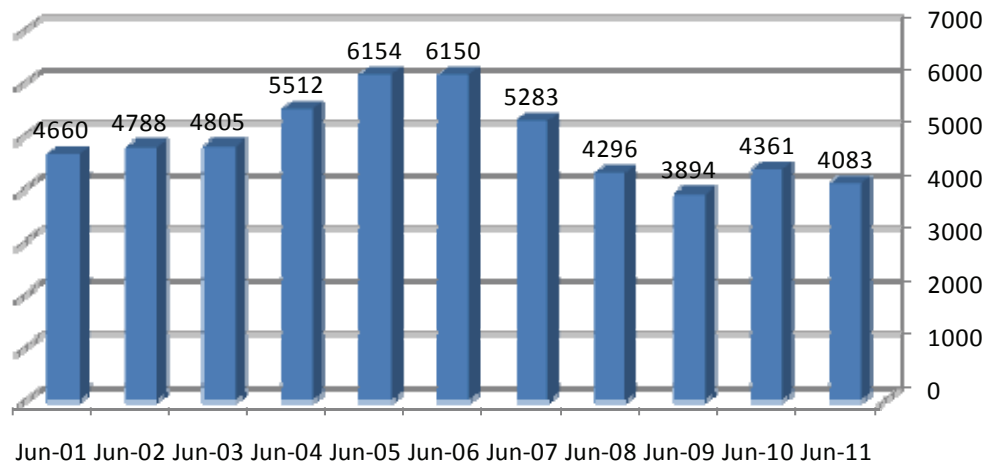
## Active Listings



The Active Listings Graph shows you the past 10 years of Active Listings on June 30th of each year. Having 10 years of data helps you gain a better understanding of the current market.



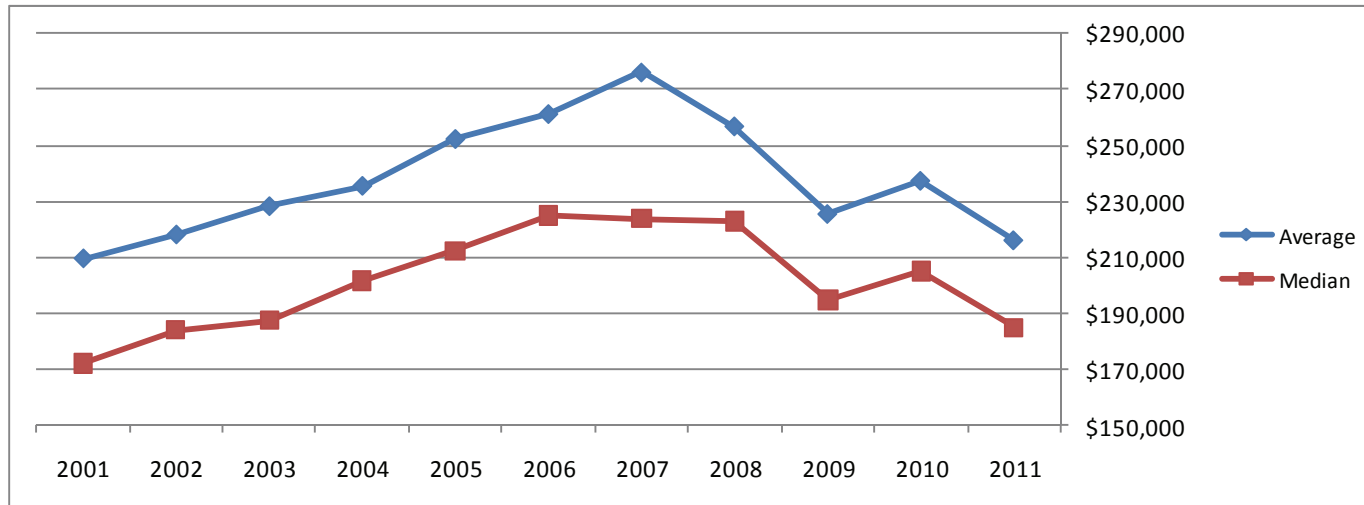
## January - June Solds



The January - June Solds Graph illustrates the total number of homes sold from January 1st through June 30th for each of the past 10 years. Again, this is a great way to gauge how the current market is performing.



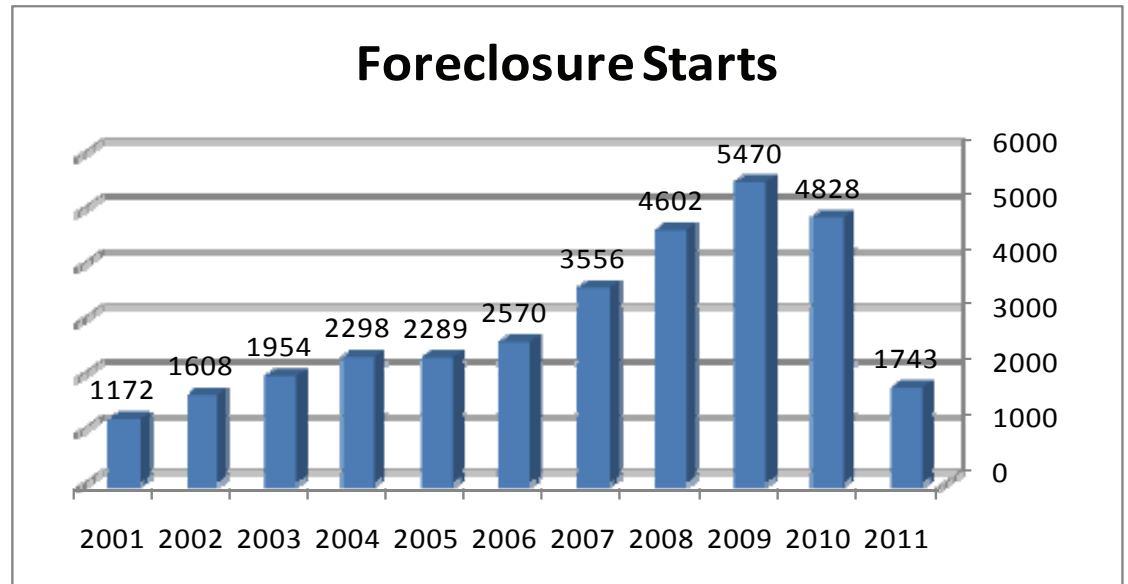
## Average & Median Sales Prices



The Average & Median Sales Prices Graph compares the current monthly sales price to the same month in the previous years.

When looking at the Foreclosure Starts Graph, keep in mind that not all of these end up being bought back by the banks. Many owners find ways to hold onto their home by negotiating new terms with their lender. The reason we use this chart is because it is how Colorado reports its foreclosures nationally.

## Foreclosure Starts



## Semi-Annual Summary

### *“Are We There Yet?”*

As a parent and a REALTOR, I am certain I hear this at least 10 times each day! Unfortunately trying to forecast the real estate market is not as absolute as pulling into your destination. With that said, there are many signs that the local real estate market is improving and the road ahead looks to be smoother.

### IS BUYING A HOME STILL A GOOD INVESTMENT?

In most markets around the country yes. In Colorado Springs...ABSOLUTELY. Since 2000, Colorado Springs has grown by over 55,000 people. That trend may have slowed some in recent years, but highly educated people continue to relocate here from places like California, Texas, Florida and the Northeast. As the national economy improves, it will allow more people to relocate and choose where they want to live based on quality of life rather than salary. By 2030, most population projections for Colorado Springs show at least a 20% increase. As more and more people move to the area, the demand for housing grows, driving up the cost for housing.

### ARE REAL ESTATE PRICES AT THE BOTTOM?

Tough question, and we really won't know until we see it in the rear-view mirror. With the real estate stimulus from 2009 & 2010 recently behind us, our market is doing remarkably well; foreclosure filings are way down, total listings are near normal levels, and total number of sales have remained consistent for 4 years. Part of what is holding our home values back are the highly depressed housing markets in major cities like Phoenix, Las Vegas and states like California and Florida. Those markets cause some physical damage to our market as their economies won't allow many of those people to move to Colorado at this time, limiting the number of buyers. The collateral damage from these depressed markets are those buyers in our market who can afford to buy, but are afraid to because they hear the stories in the news about these places and think home values here are crashing or they don't think they can get a mortgage. The fact is values in Colorado Springs are relatively flat despite the ill-effects of last years tax credit and mortgage rates are still amazingly low. Homes are more affordable today than they were back in 1970 when you consider salaries, cost of living, mortgage rates, etc...

“Some people search for happiness, others create it.” Let your ERA Shields Real Estate professional help you create happiness by guiding you to your destination.