

STAT PACK

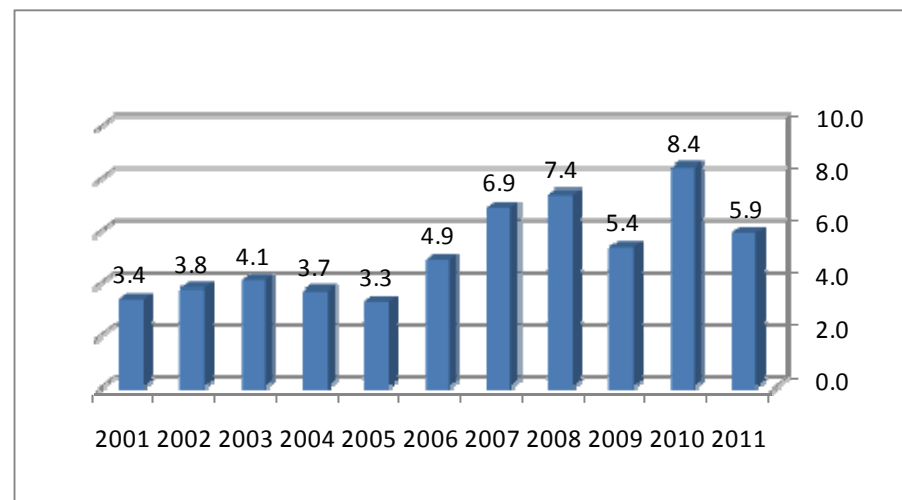
**The data found within the ERA Shields Real Estate Stat Pack is based in part from the Pikes Peak REALTOR® Services Corporation (RSC) or its PPMLS. This content is deemed reliable; however RSC, PPMLS and ERA Shields Real Estate do not guarantee its accuracy. Data maintained by RSC does not reflect all 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 continue to be balanced and are down over 20% from last year.**
- ⇒ **Sales for the month of July were up nearly 12% compared to July 2010.**
- ⇒ **The more rural areas around the city continue to have the highest inventory levels.**
- ⇒ **Sales prices are still off about 5% for the year.**
- ⇒ **Year-To-Date sales are on track to match the past 2 years.**
- ⇒ **Foreclosure starts continue to drop at a brisk pace.**

Average 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 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

7/1/2011 - 7/31/2011

Area	Listings	Solds	Inventory	Med Sales \$	Avg Sales \$	DOM
Black Forest	178	9	19.8	\$285,000	\$283,444	176
Briargate	243	52	4.7	\$286,500	\$296,502	80
Calhan	30	1	30.0	\$135,000	\$135,000	49
Central	273	40	6.8	\$153,750	\$158,783	92
East	214	53	4.0	\$168,000	\$175,136	85
Ellicott	39	6	6.5	\$83,788	\$134,596	98
Falcon	49	5	9.8	\$125,000	\$146,980	142
Falcon North	173	44	3.9	\$244,872	\$249,305	84
Ftn Valley	373	97	3.8	\$175,000	\$173,340	77
Manitou	50	6	8.3	\$246,000	\$254,331	79
Marksheffel	56	16	3.5	\$167,750	\$202,018	78
Northeast	306	58	5.3	\$192,825	\$214,870	85
Northgate	170	30	5.7	\$342,821	\$353,717	123
Northwest	174	32	5.4	\$303,750	\$320,214	100
Old Colo City	99	20	5.0	\$144,250	\$156,434	46
Peyton	47	3	15.7	\$295,000	\$294,333	111
Powers	334	84	4.0	\$198,500	\$198,910	97
Southeast	182	62	2.9	\$120,500	\$119,480	69
Southwest	343	41	8.4	\$240,000	\$272,615	91
Tri Lakes	321	48	6.7	\$370,000	\$386,070	113
West	99	19	5.2	\$219,000	\$386,705	53
Teller County	493	42	11.7	\$160,000	\$173,583	153

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.

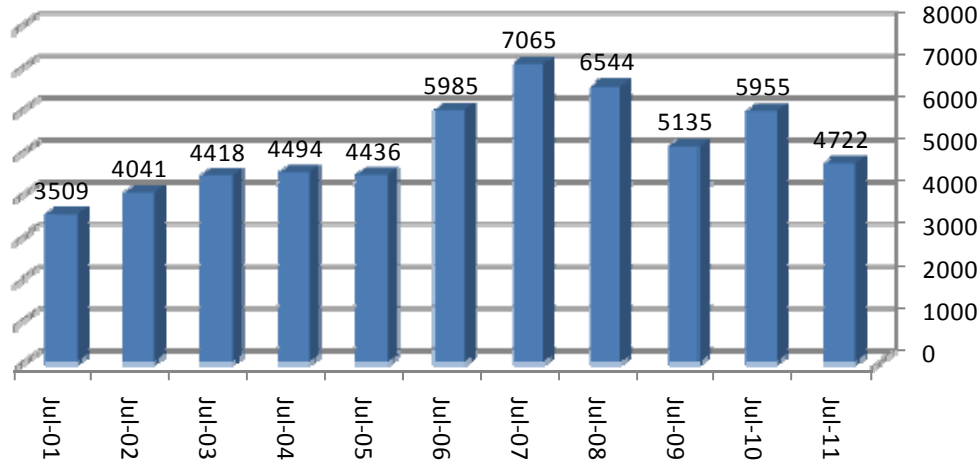
Inventory/Supply = The number of months it would take to sell through the current active listings at the current sales rate.

Single Family & Patio Homes in El Paso County

July 1, 2011-July 31 2011

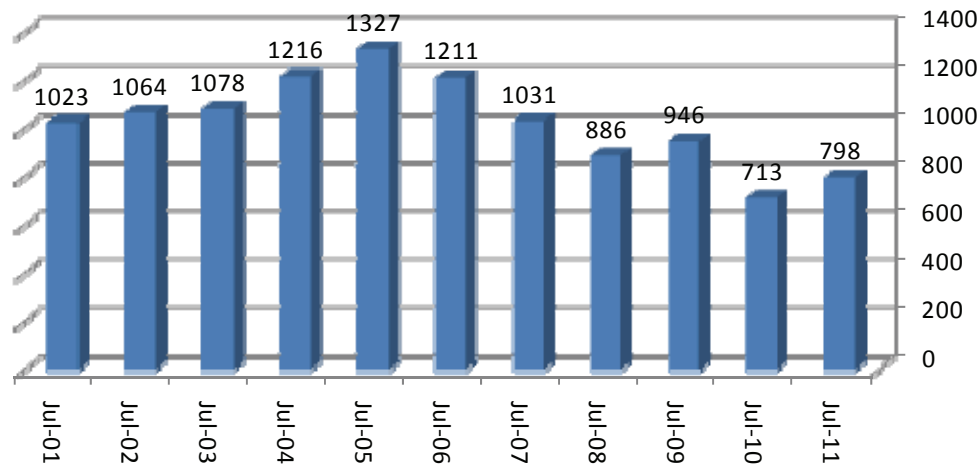
List Price	Active/Pending Supply	Solds Demand	Days on Market Days to Sell	Inventory Months
Under \$75,000	210	34	136	6.2
\$75,000 to \$99,999	251	46	117	5.5
\$100,000 to \$124,999	310	61	101	5.1
\$125,000 to \$149,999	547	76	117	7.2
\$150,000 to \$174,999	331	84	103	3.9
\$175,000 to \$199,999	570	86	128	6.6
\$200,000 to \$224,999	458	67	94	6.8
\$225,000 to \$249,999	465	63	115	7.4
\$250,000 to \$274,999	310	35	91	8.9
\$275,000 to \$299,999	347	45	92	7.7
\$300,000 to \$324,999	217	26	114	8.3
\$325,000 to \$349,999	274	24	85	11.4
\$350,000 to \$374,999	165	15	179	11.0
\$375,000 to \$399,999	222	19	169	11.7
\$400,000 to \$424,999	84	13	140	6.5
\$425,000 to \$449,999	144	12	129	12.0
\$450,000 to \$474,999	72	9	131	8.0
\$475,000 to \$499,999	143	12	144	11.9
\$500,000 to \$549,999	115	6	202	19.2
\$550,000 to \$599,999	128	10	118	12.8
\$600,000 to \$649,999	74	2	215	37.0
\$650,000 to \$699,999	79	1	259	79.0
\$700,000 to \$999,999	188	4	252	47.0
\$1 mil & above	142	2	281	71.0
Total or Average	5846	752	135	7.8

Active Listings



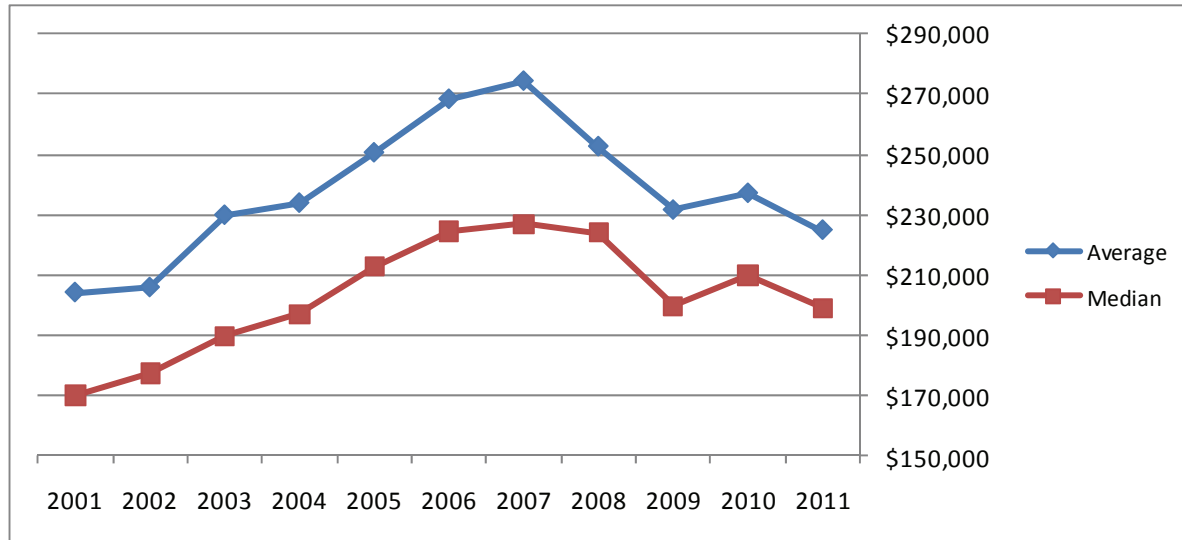
The Active Listings Graph shows you the past 10 years of Active Listings for July of each year. Having 10 years of data helps you gain a better understanding of the current market.

Monthly July Solds



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

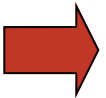
Average & Median Sales Prices



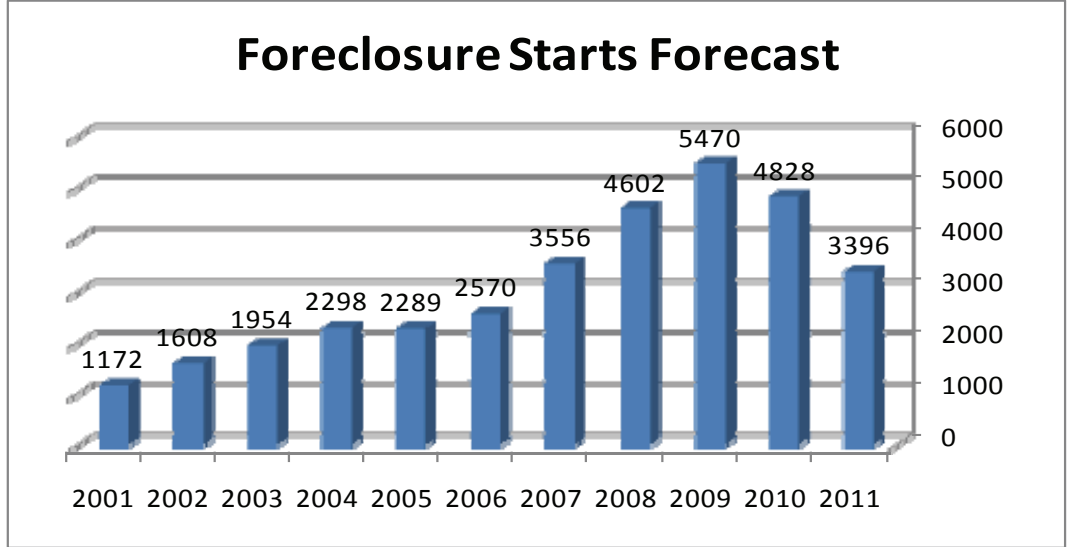
The Average & Median Sales Prices Graph compares the current monthly sales price to the same month in the previous years.



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 AMOUNT SHOWN FOR 2011 IS A FORECAST OF WHERE WE EXPECT THE TOTAL NUMBER TO BE FOR THE YEAR.



Foreclosure Starts Forecast



Summary

Economically, the past few years have been quite a roller coaster ride. The past month has been even more so with the Debt Ceiling debacle in Washington DC, the downgrading of the US's credit, the anticipation of more EU nations needing a bailout and now a stock market that jumps up or down a few hundreds points each day.

When S&P downgraded our nation's credit rating, most economists predicted there would be a run away from US backed bonds. It seemed to reason since US backed bonds are now (at least according to S&P) riskier than they were last week. The opposite occurred and investors bought up more bonds driving mortgage rates to even lower levels. It seems our local weather forecasters are better at forecasting then economists & "experts" are at forecasting the economy, the stock market or the real estate market.

The two constants to the lackluster economy seem to be the lack of confidence consumers have in the current economic recovery and the need for jobs. From a residential real estate perspective in Colorado Springs all signs point to "Buy Now" as mortgage rates keep getting lower, home values continue to be incredibly affordable and rents continue to increase. However, the lack of consumer confidence in the local & national economies continues to paralyze buyers.

Everyone seems to agree the answer is new jobs. How we create these jobs is the million dollar question. The Big Banks and Fortune 500 companies continue to sit on piles of cash and not invest in new employees as they don't know what tomorrow holds. To improve consumer confidence we need these jobs. Both jobs & consumer confidence are great influences on our economy as a whole. Most American's seem to agree Washington DC needs to get a handle on our national budget/debt/deficit, but how we get there continues to be the debate. Until we do get there, the Roller Coaster Ride will continue. The lone advice we have is be active & voice your opinions to your elected officials, let them know you expect results. Until Congress overcomes this debate, our economic woes will continue.