

# STAT PACK

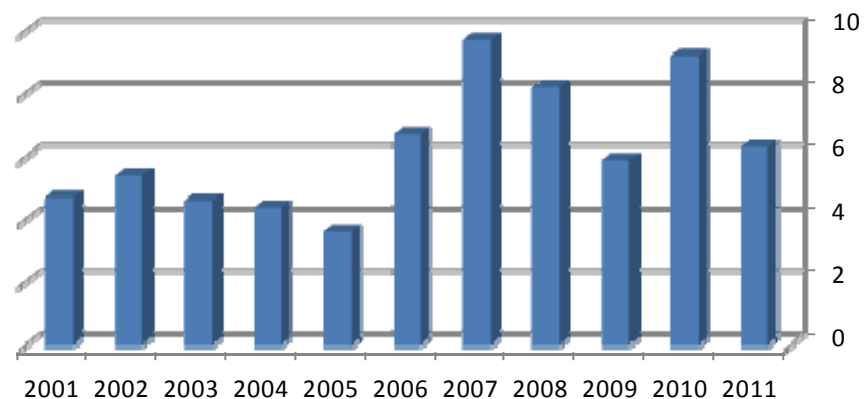
*\*The data found within the ERA Shields Real Estate Stat Pack is based on information from the Pikes Peak REALTOR® Services Corporation (RSC) or its PPMLS. This content is deemed reliable; however RSC, PPMLS and ERA Shields Real Estate do not guarantee its accuracy. Data maintained by RSC does not reflect all real estate activity in the market. Additional sources include the Colorado Springs EDC, El Paso County Assessor, 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 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 from which you may draw your own conclusions. On the last page you will find a brief summary.

## QUICK FACTS

- ⇒ # of Active Listings is down from 5556 in 2010 to 4208
- ⇒ # of Sales for the month are up from 603 to 672
- ⇒ # of Sales for the 3rd Quarter are up 298 units (15%)
- ⇒ Sales YTD are equal to 2010
- ⇒ Inventory levels are down from 9.2 months to 6.3
- ⇒ Average Sales Price is down 5% from the same period last year
- ⇒ Foreclosure starts are down nearly 30% compared to 2010

## Months of Inventory



This graph illustrates one of the leading indicators as to the overall health of the local housing market. The data here compares the same 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

7/1/2011-9/30/2011

Area	Listings	Solds	Inventory	Avg List \$	Avg Sales \$	DOM
Black Forest	160	42	11.4	\$617,507	\$364,103	144
Briargate	201	142	4.2	\$324,499	\$292,310	78
Calhan	31	12	7.8	\$168,004	\$125,241	144
Central	248	133	5.6	\$235,361	\$150,280	79
East	196	144	4.1	\$205,127	\$163,341	83
Ellicott	42	15	8.4	\$236,539	\$141,298	145
Falcon	49	19	7.7	\$261,457	\$161,954	116
Falcon North	147	118	3.7	\$273,576	\$240,587	96
Ftn Valley	347	318	3.3	\$190,701	\$166,778	70
Manitou	47	20	7.1	\$422,784	\$209,811	75
Marksheffel	42	38	3.3	\$254,366	\$203,711	69
Northeast	288	191	4.5	\$264,211	\$216,551	78
Northgate	161	82	5.9	\$475,514	\$352,763	92
Northwest	156	86	5.4	\$385,016	\$333,478	96
Old Colo City	99	54	5.5	\$215,134	\$147,949	63
Peyton	42	13	9.7	\$363,862	\$248,774	136
Powers	273	220	3.7	\$217,608	\$199,408	90
Southeast	158	136	3.5	\$134,429	\$121,954	67
Southwest	299	119	7.5	\$641,053	\$325,857	99
Tri Lakes	283	109	7.8	\$498,851	\$371,421	78
West	89	54	4.9	\$494,631	\$311,606	74
Teller County	403	113	10.7	\$342,397	\$191,624	122

**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. Note, this is a 3-month comparison which we think is a better measure than just 1-month.

Notes:

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

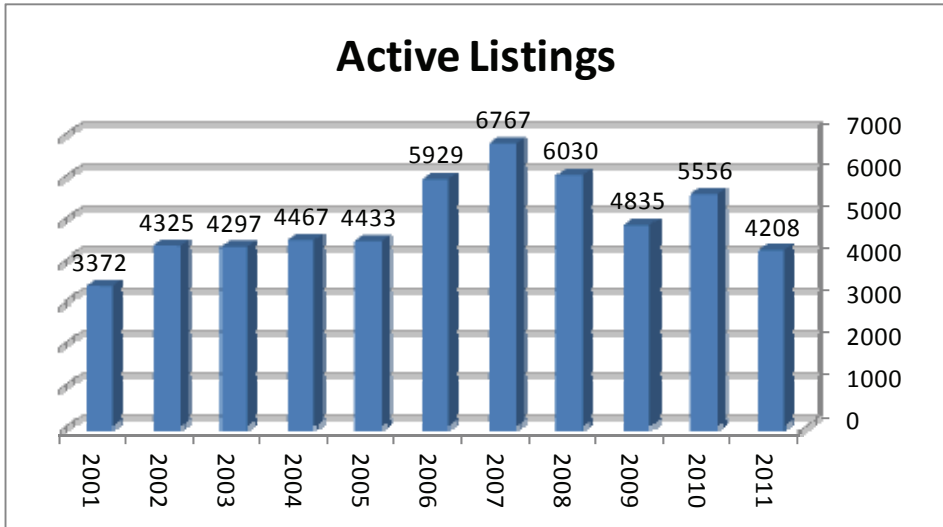
**Inventory** = The number of months it would take to sell through the current active listings at the current sales rate if no other homes came on the market.

**Single Family & Patio Homes in El Paso County**

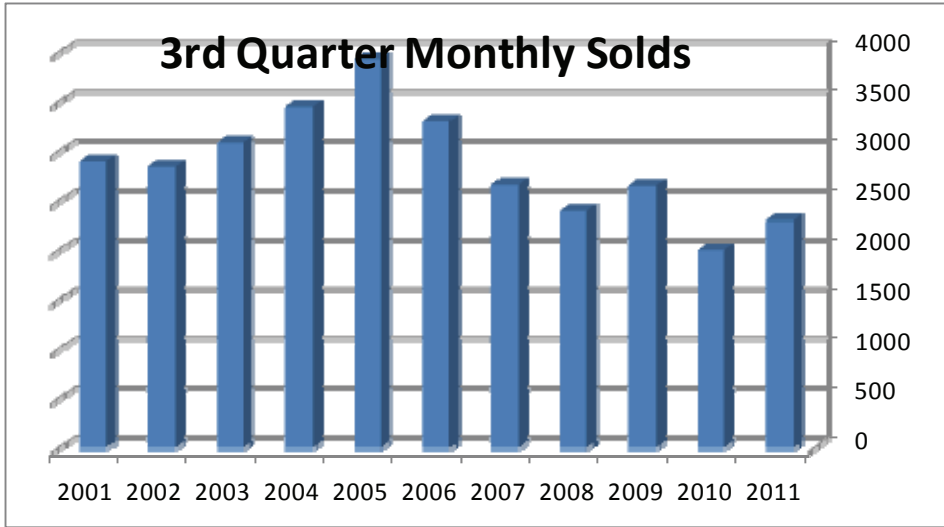
**July 1 - September 30, 2011**

<b>List Price</b>	<b>Active Listings Supply</b>	<b>Solds Demand</b>	<b>Days on Market Days to Sell</b>	<b>Inventory Months</b>
<b>Under \$75,000</b>	<b>117</b>	<b>94</b>	<b>128</b>	<b>3.7</b>
<b>\$75,000 to \$99,999</b>	<b>199</b>	<b>114</b>	<b>101</b>	<b>5.2</b>
<b>\$100,000 to \$124,999</b>	<b>276</b>	<b>142</b>	<b>103</b>	<b>5.8</b>
<b>\$125,000 to \$149,999</b>	<b>417</b>	<b>210</b>	<b>101</b>	<b>6.0</b>
<b>\$150,000 to \$174,999</b>	<b>433</b>	<b>247</b>	<b>105</b>	<b>5.3</b>
<b>\$175,000 to \$199,999</b>	<b>463</b>	<b>233</b>	<b>119</b>	<b>6.0</b>
<b>\$200,000 to \$224,999</b>	<b>364</b>	<b>184</b>	<b>97</b>	<b>5.9</b>
<b>\$225,000 to \$249,999</b>	<b>358</b>	<b>165</b>	<b>121</b>	<b>6.5</b>
<b>\$250,000 to \$274,999</b>	<b>247</b>	<b>108</b>	<b>99</b>	<b>6.9</b>
<b>\$275,000 to \$299,999</b>	<b>238</b>	<b>104</b>	<b>90</b>	<b>6.9</b>
<b>\$300,000 to \$324,999</b>	<b>175</b>	<b>70</b>	<b>139</b>	<b>7.5</b>
<b>\$325,000 to \$349,999</b>	<b>204</b>	<b>65</b>	<b>106</b>	<b>9.4</b>
<b>\$350,000 to \$374,999</b>	<b>132</b>	<b>39</b>	<b>164</b>	<b>10.2</b>
<b>\$375,000 to \$399,999</b>	<b>160</b>	<b>56</b>	<b>148</b>	<b>8.6</b>
<b>\$400,000 to \$424,999</b>	<b>62</b>	<b>30</b>	<b>164</b>	<b>6.2</b>
<b>\$425,000 to \$449,999</b>	<b>105</b>	<b>30</b>	<b>133</b>	<b>10.5</b>
<b>\$450,000 to \$474,999</b>	<b>70</b>	<b>18</b>	<b>114</b>	<b>11.7</b>
<b>\$475,000 to \$499,999</b>	<b>98</b>	<b>29</b>	<b>172</b>	<b>10.1</b>
<b>\$500,000 to \$549,999</b>	<b>76</b>	<b>21</b>	<b>169</b>	<b>10.9</b>
<b>\$550,000 to \$599,999</b>	<b>100</b>	<b>23</b>	<b>162</b>	<b>13.0</b>
<b>\$600,000 to \$649,999</b>	<b>60</b>	<b>8</b>	<b>184</b>	<b>22.5</b>
<b>\$650,000 to \$699,999</b>	<b>57</b>	<b>11</b>	<b>173</b>	<b>15.5</b>
<b>\$700,000 to \$749,999</b>	<b>27</b>	<b>4</b>	<b>175</b>	<b>20.3</b>
<b>\$750,000 to \$799,999</b>	<b>44</b>	<b>5</b>	<b>134</b>	<b>26.4</b>
<b>\$800,000 to \$849,999</b>	<b>17</b>	<b>1</b>	<b>92</b>	<b>51.0</b>
<b>\$850,000 to \$899,999</b>	<b>26</b>	<b>4</b>	<b>283</b>	<b>19.5</b>
<b>\$900,000 to \$949,999</b>	<b>8</b>	<b>0</b>	<b>n/a</b>	<b>n/a</b>
<b>\$950,000 to \$999,999</b>	<b>20</b>	<b>1</b>	<b>503</b>	<b>60.0</b>
<b>\$1 mil to \$1.50 mil</b>	<b>58</b>	<b>6</b>	<b>118</b>	<b>29.0</b>
<b>\$1.5 mil to \$2.0 mil</b>	<b>27</b>	<b>8</b>	<b>272</b>	<b>10.1</b>
<b>\$2.0 mil &amp; above</b>	<b>19</b>	<b>1</b>	<b>60</b>	<b>57.0</b>
<b>Total or Average</b>	<b>4657</b>	<b>2031</b>	<b>174</b>	<b>6.9</b>

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 the housing market is doing. Be sure to compare the same month each year.

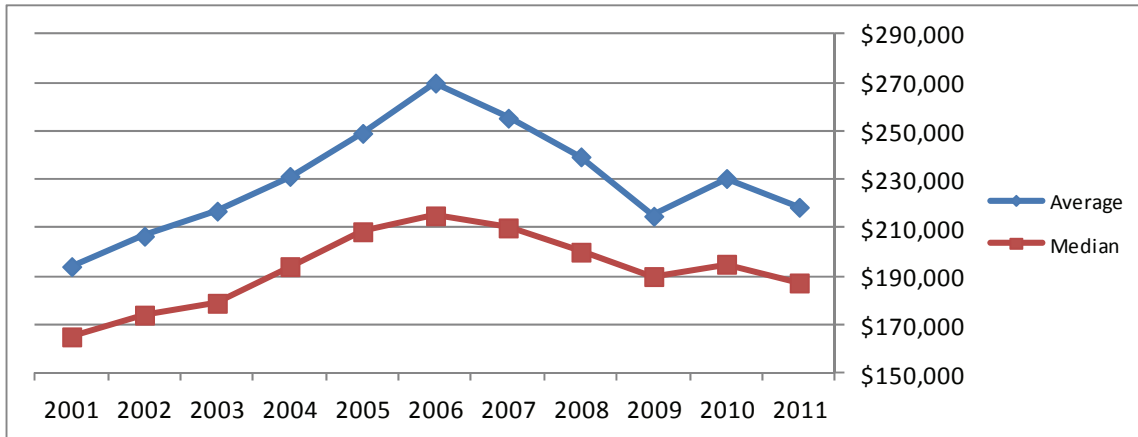


The Active Listings Graph shows you the past 10 years of Active Listings for the same month of each year. Having 10 years of data helps you gain a better understanding of the current market.



This graph is a bit different than in the past. This shows the total number of Solds for the 3rd Quarter for each year. Comparing 3 months of data for year really helps to see what trends are occurring.

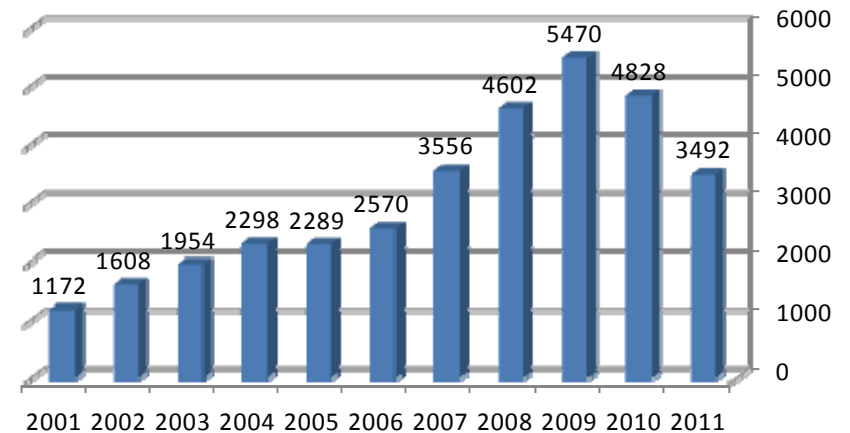
## Average & Median Prices



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 BASED ON DATA FROM THE EL PASO COUNTY TRUSTEE'S WEBSITE.

## Foreclosure Starts Forecast



## Our Summary

### 3rd Quarter Review

Perhaps we have fallen into the trap that we encourage you to avoid? The media in the past few months has really been hounding us with much bad/scary news; double-dip recession is imminent, the stock market “crashes” 200+ points (then over the next week it recovers with little or no headlines), the EU’s economic crisis is pulling the world’s economy into another recession, political upheavals in the Middle East, the US Congress is paralyzed by partisanship politics and Tim Tebow has no chance of being even a good QB in the NFL. Has all of this bad news started to make some of us believe it?

Then we started looking at the 3rd Quarter real estate stats and noticed quite the contrary; the number of active listings in October is at the lowest level for the same month in over 10 years (fewer sellers), the number of sales for the 3rd Quarter is up 15% over 2010 (more buyers), there will be about 1300 fewer foreclosure starts this year than last, mortgage rates last week dipped below 4%, and Tim Tebow marched the Broncos to (2) 4th Quarter TD’s. We don’t recall seeing these headlines on the network news.

We spoke about the “new normal” earlier this year and perhaps that is what we are experiencing. Home values are down from the heights of 2006, but they are still at the levels we saw in 2003. It is not normal to expect values to increase constantly & forever. What is and has been normal over the past few years is lack of Buyer Confidence.

Our pledge to you is we are no longer going to allow others to negatively impact our confidence. Our market is improving, home values continue to be at levels on par with post WWII (when you consider current wages, home prices & mortgage rates) and we will start picking the Broncos to actually win some games with Tebow at the helm!