

# STAT PACK

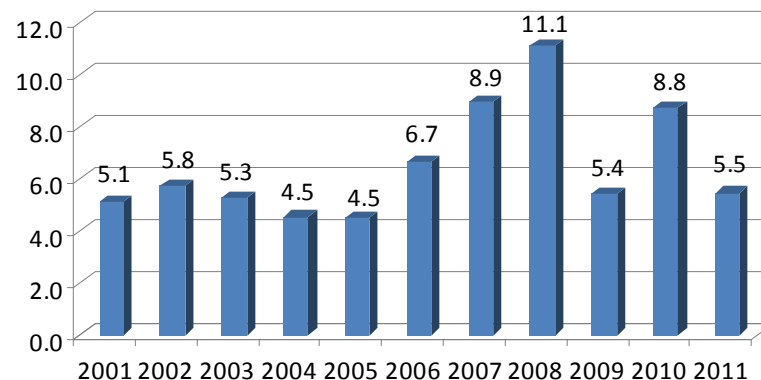
*\*The data found within the ERA Shields Real Estate Stat Pack is based on information from the Pikes Peak REALTOR® Services Corporation (RSC) or its PPMLS. This content is deemed reliable; however RSC, PPMLS and ERA Shields Real Estate do not guarantee its accuracy. Data maintained by RSC does not reflect 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 continues to drop, down 22%
- ⇒ # of Sales for the month are up 23.9%
- ⇒ # of Sales for the last 3 months are up by 326 units
- ⇒ Sales YTD are now ahead of 2010 by 3.5%
- ⇒ Inventory levels continue to be healthy
- ⇒ Average Sales Price is down 6.45% from the same period last year
- ⇒ Foreclosure starts are down 26% 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  
9/1/2011-11/30/2011

Area	Listings	Solds	Inventory	Avg List \$	Avg Sales \$	DOM
Black Forest	135	40	10.1	\$628,809	\$385,000	136
Briargate	187	131	4.3	\$329,723	\$281,000	77
Central	227	133	5.1	\$234,360	\$161,000	81
East	180	134	4.0	\$196,336	\$158,000	92
Falcon North	153	83	5.5	\$275,601	\$213,000	76
Ftn Valley	335	271	3.7	\$191,587	\$165,000	71
Manitou	39	15	7.8	\$425,482	\$244,000	199
Marksheffel	41	44	2.8	\$251,415	\$204,000	82
Northeast	212	153	4.2	\$270,193	\$213,000	85
Northgate	129	69	5.6	\$482,136	\$346,000	80
Northwest	135	59	6.9	\$393,957	\$348,000	95
Old Colo City	76	57	4.0	\$198,135	\$138,000	90
Peyton	33	16	6.2	\$343,875	\$238,000	104
Powers	232	194	3.6	\$213,259	\$193,000	81
Southeast	154	121	3.8	\$141,223	\$122,000	69
Southwest	241	125	5.8	\$641,164	\$373,000	86
Tri Lakes	226	92	7.4	\$489,436	\$346,000	137
West	72	42	5.1	\$519,830	\$252,000	97
Teller County	351	116	9.1	\$344,640	\$203,000	117

### 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.

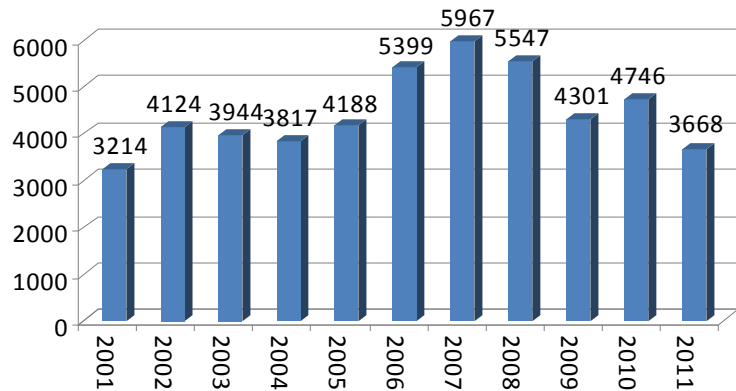
**Inventory** = The number of months it would take to sell through the current active listings at the current sales rate if no other homes came on the market.

**Single Family & Patio Homes in El Paso County  
September 1 - November 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>104</b>	<b>82</b>	<b>112</b>	<b>3.8</b>
<b>\$75,000 to \$99,999</b>	<b>186</b>	<b>113</b>	<b>140</b>	<b>4.9</b>
<b>\$100,000 to \$124,999</b>	<b>267</b>	<b>135</b>	<b>109</b>	<b>5.9</b>
<b>\$125,000 to \$149,999</b>	<b>393</b>	<b>200</b>	<b>109</b>	<b>5.9</b>
<b>\$150,000 to \$174,999</b>	<b>388</b>	<b>221</b>	<b>103</b>	<b>5.3</b>
<b>\$175,000 to \$199,999</b>	<b>409</b>	<b>206</b>	<b>119</b>	<b>6.0</b>
<b>\$200,000 to \$224,999</b>	<b>295</b>	<b>176</b>	<b>120</b>	<b>5.0</b>
<b>\$225,000 to \$249,999</b>	<b>340</b>	<b>142</b>	<b>104</b>	<b>7.2</b>
<b>\$250,000 to \$274,999</b>	<b>222</b>	<b>86</b>	<b>107</b>	<b>7.7</b>
<b>\$275,000 to \$299,999</b>	<b>223</b>	<b>79</b>	<b>144</b>	<b>8.5</b>
<b>\$300,000 to \$324,999</b>	<b>142</b>	<b>56</b>	<b>145</b>	<b>7.6</b>
<b>\$325,000 to \$349,999</b>	<b>163</b>	<b>59</b>	<b>103</b>	<b>8.3</b>
<b>\$350,000 to \$374,999</b>	<b>110</b>	<b>44</b>	<b>145</b>	<b>7.5</b>
<b>\$375,000 to \$399,999</b>	<b>135</b>	<b>43</b>	<b>156</b>	<b>9.4</b>
<b>\$400,000 to \$424,999</b>	<b>59</b>	<b>16</b>	<b>122</b>	<b>11.1</b>
<b>\$425,000 to \$449,999</b>	<b>95</b>	<b>17</b>	<b>162</b>	<b>16.8</b>
<b>\$450,000 to \$474,999</b>	<b>45</b>	<b>16</b>	<b>152</b>	<b>8.4</b>
<b>\$475,000 to \$499,999</b>	<b>76</b>	<b>30</b>	<b>145</b>	<b>7.6</b>
<b>\$500,000 to \$549,999</b>	<b>68</b>	<b>20</b>	<b>176</b>	<b>10.2</b>
<b>\$550,000 to \$599,999</b>	<b>85</b>	<b>20</b>	<b>218</b>	<b>12.8</b>
<b>\$600,000 to \$649,999</b>	<b>40</b>	<b>7</b>	<b>222</b>	<b>17.1</b>
<b>\$650,000 to \$699,999</b>	<b>48</b>	<b>7</b>	<b>56</b>	<b>20.6</b>
<b>\$700,000 to \$749,999</b>	<b>25</b>	<b>5</b>	<b>272</b>	<b>15.0</b>
<b>\$750,000 to \$799,999</b>	<b>35</b>	<b>5</b>	<b>337</b>	<b>21.0</b>
<b>\$800,000 to \$849,999</b>	<b>14</b>	<b>1</b>	<b>87</b>	<b>42.0</b>
<b>\$850,000 to \$899,999</b>	<b>23</b>	<b>1</b>	<b>156</b>	<b>69.0</b>
<b>\$900,000 to \$949,999</b>	<b>6</b>	<b>0</b>	<b>n/a</b>	<b>n/a</b>
<b>\$950,000 to \$999,999</b>	<b>19</b>	<b>2</b>	<b>243</b>	<b>28.5</b>
<b>\$1 mil to \$1.50 mil</b>	<b>55</b>	<b>3</b>	<b>108</b>	<b>55.0</b>
<b>\$1.5 mil to \$2.0 mil</b>	<b>21</b>	<b>3</b>	<b>166</b>	<b>21.0</b>
<b>\$2.0 mil &amp; above</b>	<b>14</b>	<b>4</b>	<b>129</b>	<b>10.5</b>
<b>Total or Average</b>	<b>4105</b>	<b>1799</b>	<b>172</b>	<b>6.8</b>

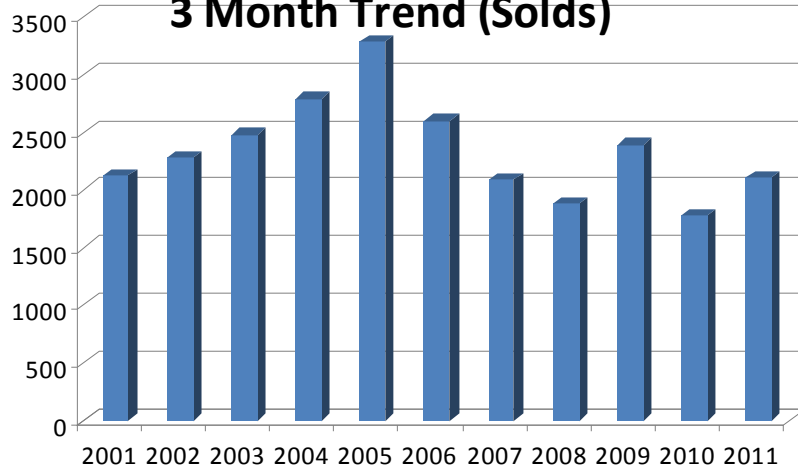
These graphs show you the past 10 years of active listings and total sales. To gain a better sense of today's market it is nice to have 10 years of history so you can get a feel for how the housing market is doing. Be sure to compare the same month each year.

### Active Listings



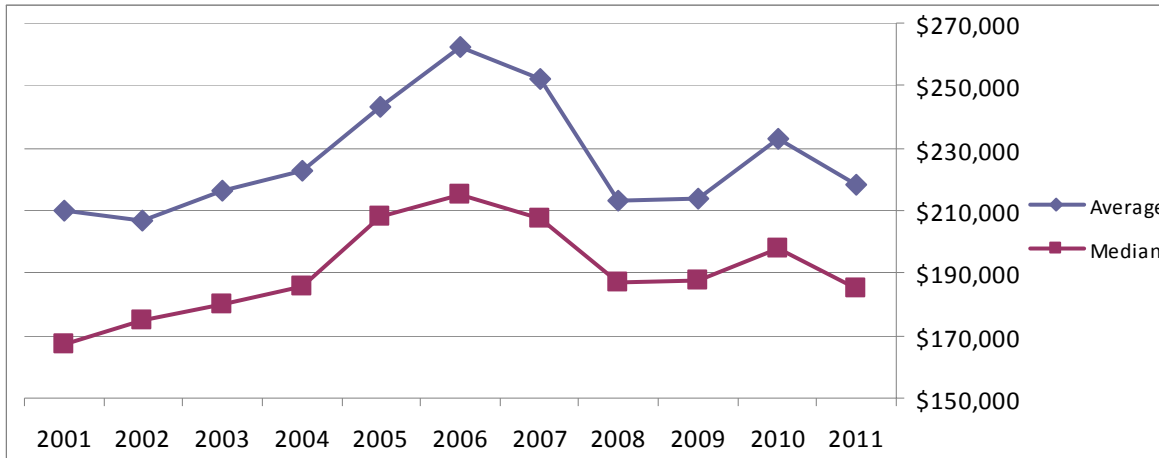
The Active Listings Graph shows you the past 10 years of Active Listings for the same month of each year. Having 10 years of data helps you gain a better understanding of the current market.

### 3 Month Trend (Solds)



This graph shows the total number of Solds for the past 3 months. Comparing 3 months of data for each year really helps determine what trends are occurring.

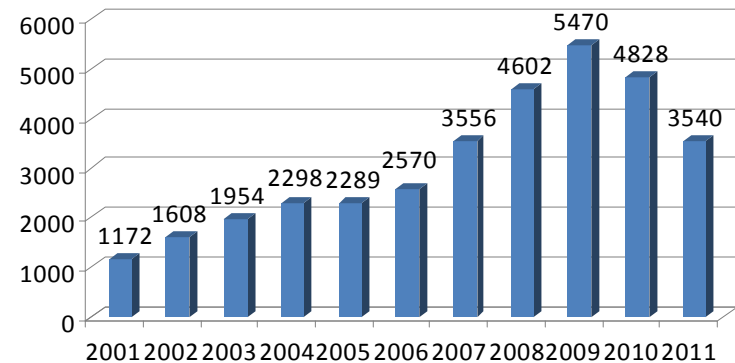
## Average & Median Prices



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**

### **All I Want For Christmas Are My Two Front Teeth And Another Consistent Year**

As we approach the conclusion of 2011, it is safe to say we are seeing many indicators that bode well for the local residential real estate market in 2012. Perhaps the most exciting number to glean from this month's data is the number of Active Listings. The current number of Active Listings (3668) is the lowest we have seen in almost 7 years! Our other favorite number is the percentage of foreclosure starts dropping by 26% to the lowest number in 5 years.

When you look at all of the numbers and compare them to previous years, 2011 is very similar to 2002 with the exception of the number of distressed sales (foreclosures & short sales). Although foreclosure starts have plummeted 26% from last year they are still high historically (about 3500), in 2002 the number was 1607. In 2002, the local MLS (city-wide listing database) did not have a field to track if a home was a short sale and it is safe to assume it was because short sales were far and few between. In 2011, we have become quite familiar with distressed sales and through November 30th, 1437 homes that have sold have been reported as distressed sales. With over 18% of all sales this year being distressed, the negative impact these have to home prices is real.

Our wish for 2012 is for distressed sales to decrease again another 25% while the number of sales stays on par with 2011. If this occurs, we feel the 2nd half of 2012 as well as 2013 will see the market return to a place of balance for both buyers & sellers. Be sure to watch for our Annual Review & Forecast next month.

Happy Holidays.