

# Local Market Updates

A RESEARCH TOOL PROVIDED BY 10K RESEARCH AND MARKETING  
SINGLE FAMILY LISTINGS ONLY – RESIDENTIAL AND CONDO



## County

November 2011

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## Metropolitan Statistical Area (MSA)

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## Adams County

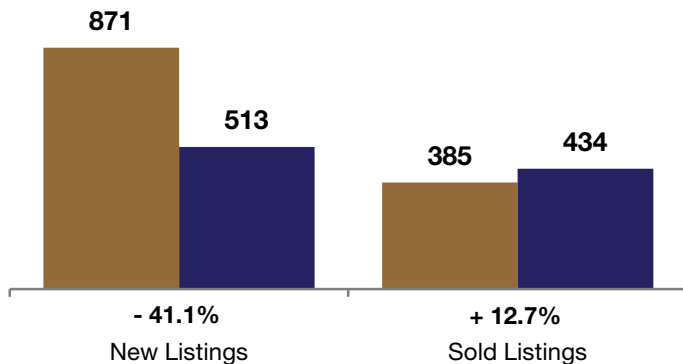
**- 41.1%**      **+ 12.7%**      **+ 1.6%**  
-----  
Change in                      Change in                      Change in  
New Listings                      Sold Listings                      Median Sales Price  
-----

	November			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	2,413	<b>1,380</b>	- 42.8%	--	--	--
Pending Sales*	100	<b>294</b>	+ 194.0%	--	--	--
Under Contract Listings	358	<b>545</b>	+ 52.2%	5,192	5,489	+ 5.7%
New Listings	871	<b>513</b>	- 41.1%	12,272	<b>7,366</b>	- 40.0%
Sold Listings	385	<b>434</b>	+ 12.7%	5,236	<b>4,987</b>	- 4.8%
Total Days on Market	97	<b>96</b>	- 1.5%	76	<b>97</b>	+ 29.0%
Median Sold Price**	\$155,000	<b>\$157,500</b>	+ 1.6%	\$159,700	<b>\$154,000</b>	- 3.6%
Average Sold Price**	\$175,646	<b>\$173,330</b>	- 1.3%	\$176,834	<b>\$172,358</b>	- 2.5%
Percent of Sold Price to List Price**	98.0%	<b>98.2%</b>	+ 0.2%	98.6%	<b>97.6%</b>	- 1.0%

\* Pending Sales is a count of the number of homes that were in "pending" status at the end of the month. | \*\* Does not account for sale concessions and/or down payment assistance. This information was not available prior to January 2010. | Note: Activity for one month can sometimes look extreme due to small sample size.

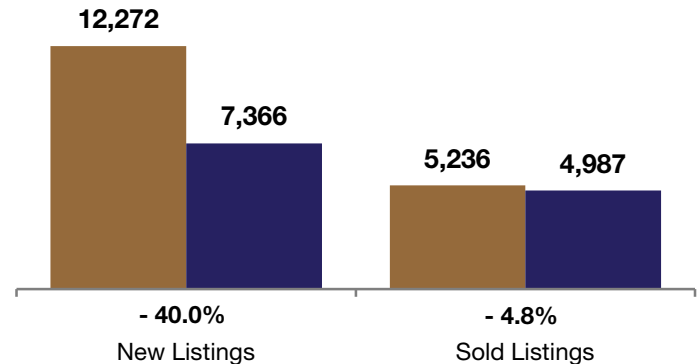
### November

■ 2010 ■ 2011

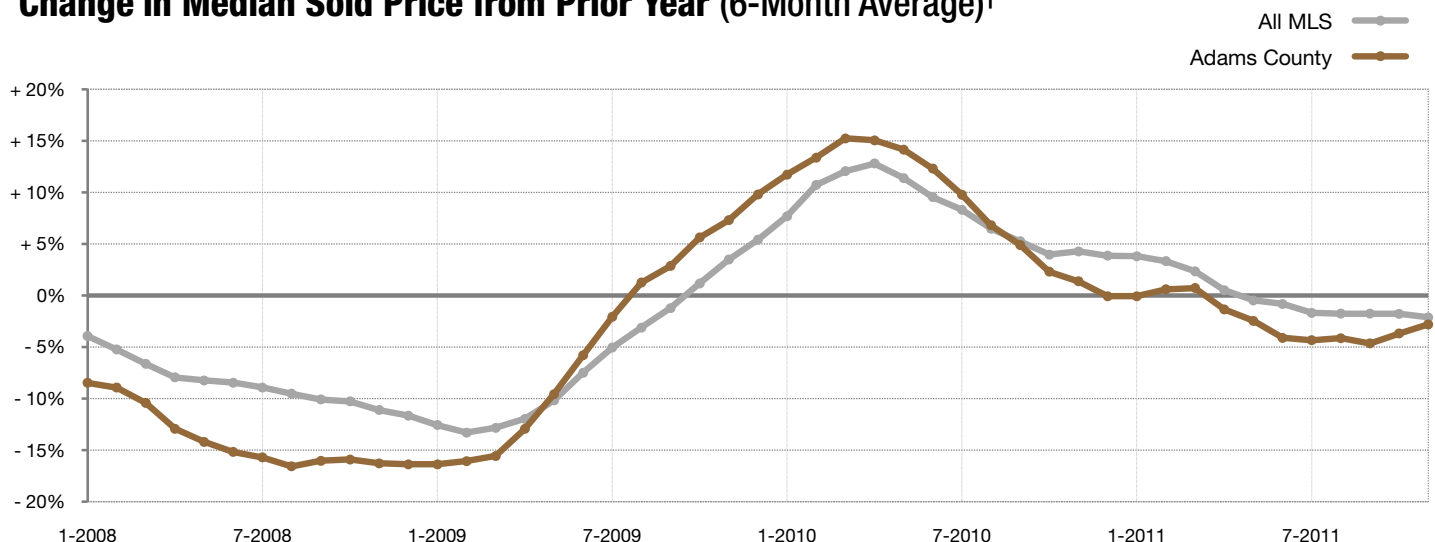


### Year to Date (YTD)

■ 2010 ■ 2011



### Change in Median Sold Price from Prior Year (6-Month Average)†



† Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from Metrolist®. | Powered by 10K Research and Marketing. Due to differences in statistical methodologies, figures may vary from other market reports provided by Metrolist®.

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## Arapahoe County

**- 49.5%**      **+ 18.3%**      **- 2.9%**

Change in  
New Listings

Change in  
Sold Listings

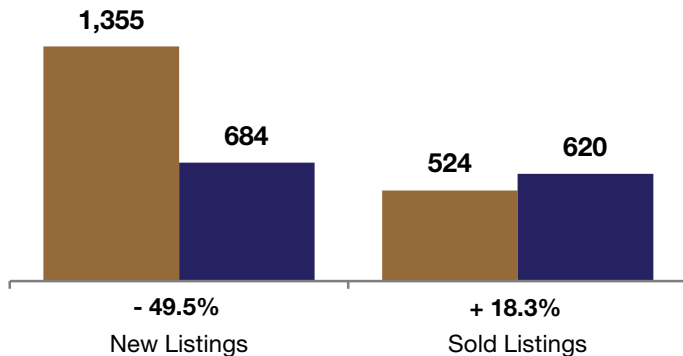
Change in  
Median Sales Price

	November			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	3,937	<b>2,002</b>	- 49.1%	--	--	--
Pending Sales*	117	<b>417</b>	+ 256.4%	--	--	--
Under Contract Listings	496	<b>728</b>	+ 46.8%	7,540	8,237	+ 9.2%
New Listings	1,355	<b>684</b>	- 49.5%	20,804	<b>11,164</b>	- 46.3%
Sold Listings	524	<b>620</b>	+ 18.3%	7,493	<b>7,614</b>	+ 1.6%
Total Days on Market	103	<b>97</b>	- 6.3%	81	<b>102</b>	+ 25.5%
Median Sold Price**	\$186,000	<b>\$180,600</b>	- 2.9%	\$188,500	<b>\$178,000</b>	- 5.6%
Average Sold Price**	\$230,510	<b>\$223,944</b>	- 2.8%	\$235,040	<b>\$230,400</b>	- 2.0%
Percent of Sold Price to List Price**	96.5%	<b>97.3%</b>	+ 0.8%	97.5%	<b>97.3%</b>	- 0.3%

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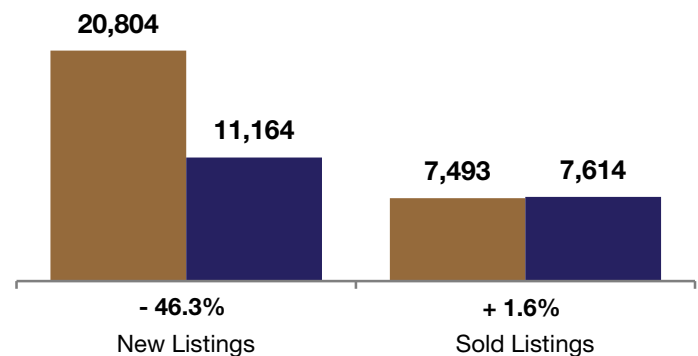
### November

■ 2010 ■ 2011



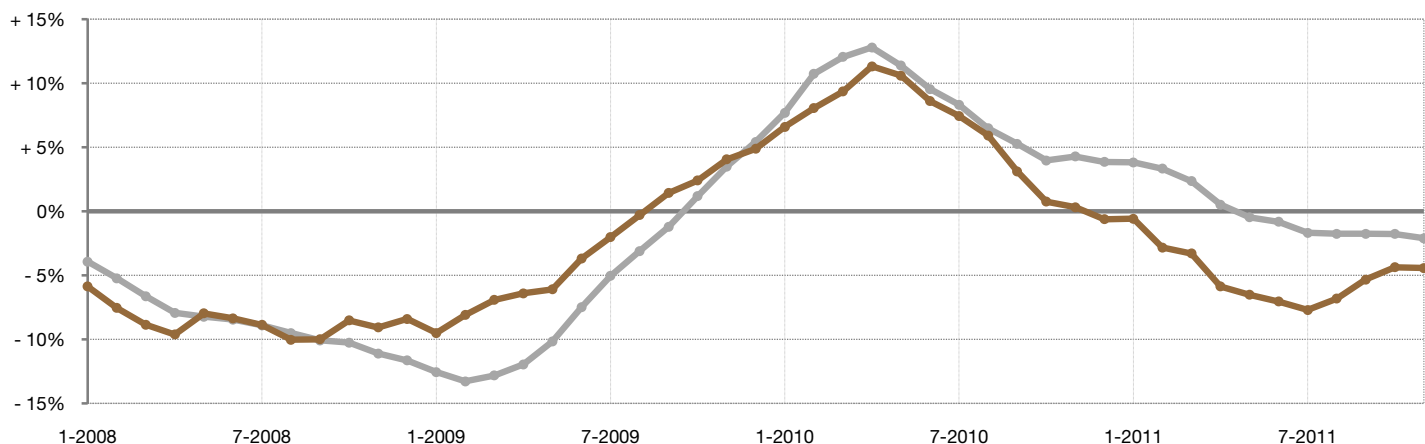
### Year to Date (YTD)

■ 2010 ■ 2011



### Change in Median Sold Price from Prior Year (6-Month Average)†

All MLS —  
Arapahoe County —



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**- 18.0%**      **+ 7.1%**      **+ 2.9%**  
-----  
Change in                      Change in                      Change in  
New Listings                      Sold Listings                      Median Sales Price  
-----

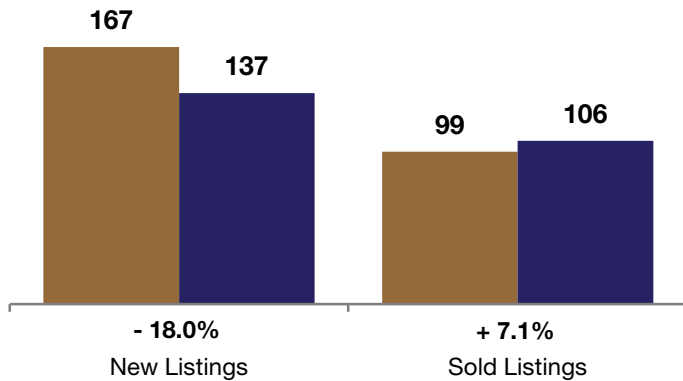
## Boulder County

	November			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	757	566	- 25.2%	--	--	--
Pending Sales*	17	26	+ 52.9%	--	--	--
Under Contract Listings	89	118	+ 32.6%	1,328	1,354	+ 2.0%
New Listings	167	137	- 18.0%	2,933	2,303	- 21.5%
Sold Listings	99	106	+ 7.1%	1,289	1,282	- 0.5%
Total Days on Market	97	93	- 3.9%	85	99	+ 16.5%
Median Sold Price**	\$295,000	\$303,625	+ 2.9%	\$292,000	\$290,000	- 0.7%
Average Sold Price**	\$330,655	\$348,543	+ 5.4%	\$358,242	\$364,807	+ 1.8%
Percent of Sold Price to List Price**	97.3%	96.6%	- 0.8%	97.1%	96.9%	- 0.3%

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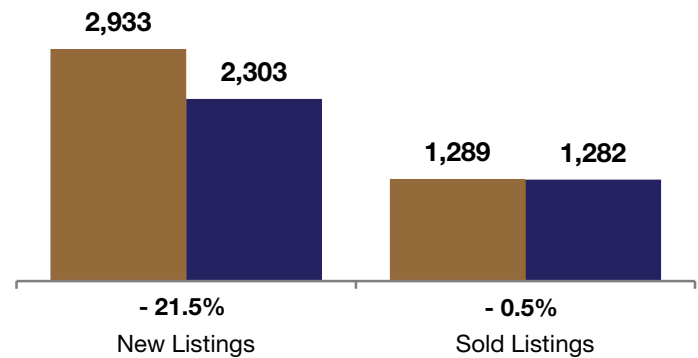
### November

■ 2010 ■ 2011



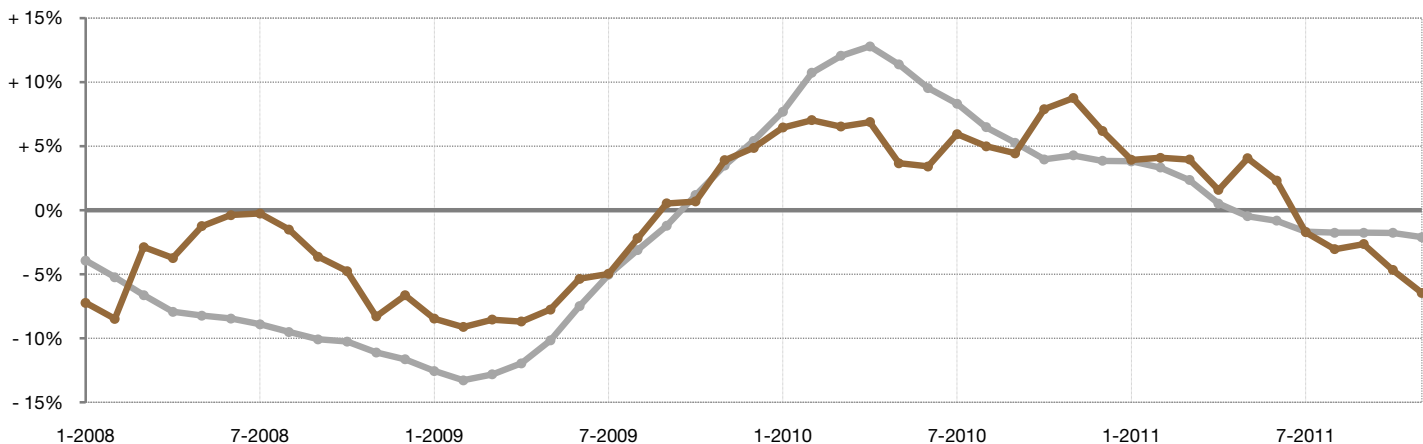
### Year to Date (YTD)

■ 2010 ■ 2011



### Change in Median Sold Price from Prior Year (6-Month Average)†

All MLS —  
Boulder County —



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## Broomfield County

**- 31.5%**

Change in  
New Listings

**+ 5.6%**

Change in  
Sold Listings

**+ 13.5%**

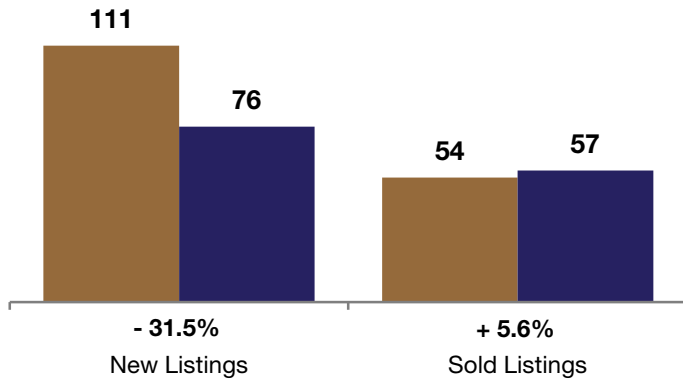
Change in  
Median Sales Price

	November			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	372	293	- 21.2%	--	--	--
Pending Sales*	7	14	+ 100.0%	--	--	--
Under Contract Listings	42	56	+ 33.3%	701	731	+ 4.3%
New Listings	111	76	- 31.5%	1,760	1,152	- 34.5%
Sold Listings	54	57	+ 5.6%	696	682	- 2.0%
Total Days on Market	102	128	+ 24.8%	88	102	+ 15.2%
Median Sold Price**	\$263,400	<b>\$299,000</b>	+ 13.5%	\$269,000	<b>\$280,920</b>	+ 4.4%
Average Sold Price**	\$289,150	<b>\$333,692</b>	+ 15.4%	\$314,821	<b>\$307,119</b>	- 2.4%
Percent of Sold Price to List Price**	97.2%	<b>97.8%</b>	+ 0.6%	97.4%	<b>97.7%</b>	+ 0.3%

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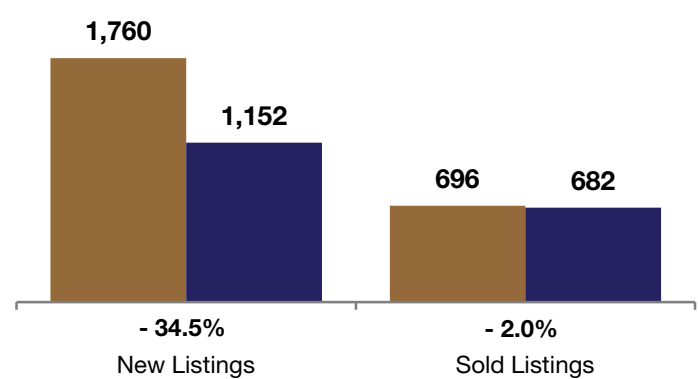
### November

■ 2010 ■ 2011



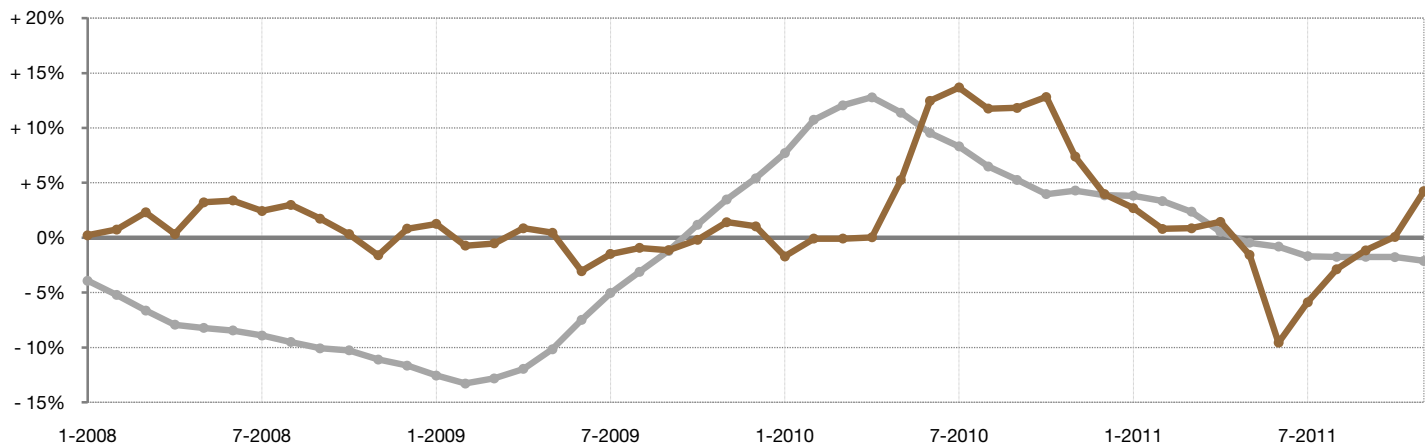
### Year to Date (YTD)

■ 2010 ■ 2011



### Change in Median Sold Price from Prior Year (6-Month Average)†

All MLS — All MLS  
Broomfield County — Broomfield County



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## Clear Creek County

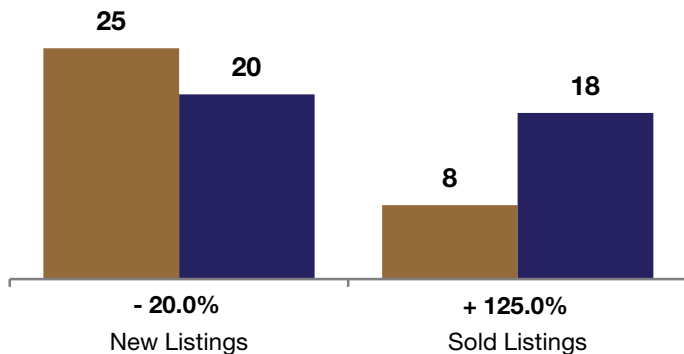
**- 20.0%**    **+ 125.0%**    **- 13.5%**  
-----  
Change in                      Change in                      Change in  
New Listings                      Sold Listings                      Median Sales Price  
-----

	November			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	192	131	- 31.8%	--	--	--
Pending Sales*	3	5	+ 66.7%	--	--	--
Under Contract Listings	16	6	- 62.5%	134	146	+ 9.0%
New Listings	25	20	- 20.0%	402	315	- 21.6%
Sold Listings	8	18	+ 125.0%	125	155	+ 24.0%
Total Days on Market	361	163	- 54.9%	146	142	- 2.4%
Median Sold Price**	\$170,000	\$147,000	- 13.5%	\$215,000	\$205,000	- 4.7%
Average Sold Price**	\$383,175	\$176,118	- 54.0%	\$274,632	\$239,003	- 13.0%
Percent of Sold Price to List Price**	91.8%	92.9%	+ 1.1%	95.4%	95.0%	- 0.5%

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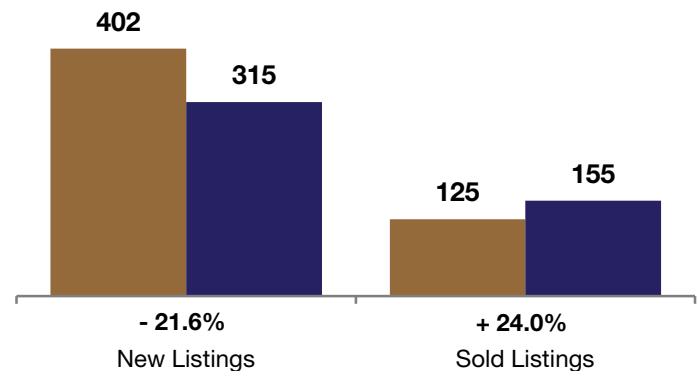
### November

■ 2010 ■ 2011



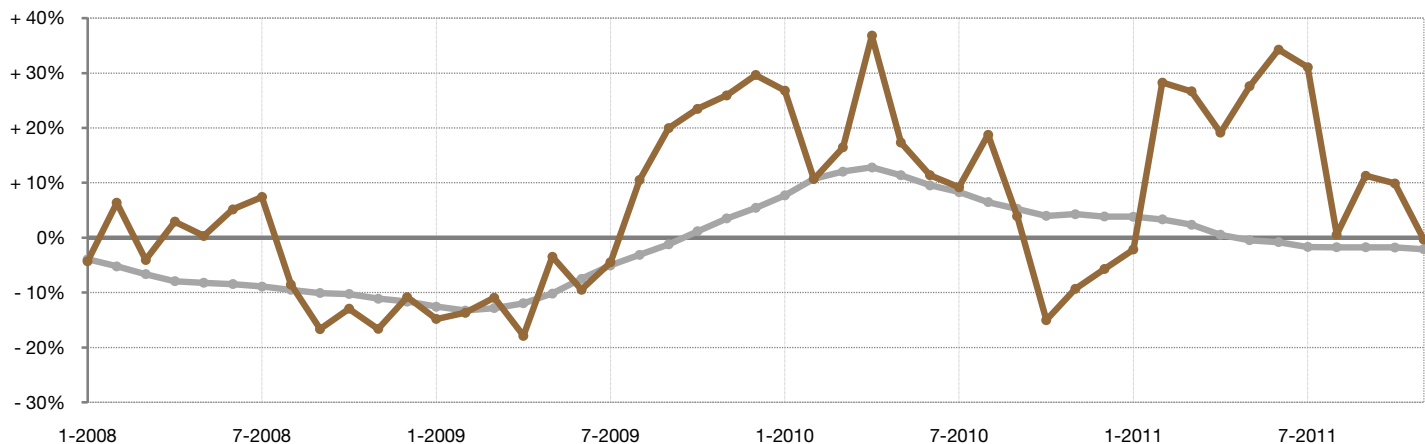
### Year to Date (YTD)

■ 2010 ■ 2011



### Change in Median Sold Price from Prior Year (6-Month Average)†

All MLS — Clear Creek County —



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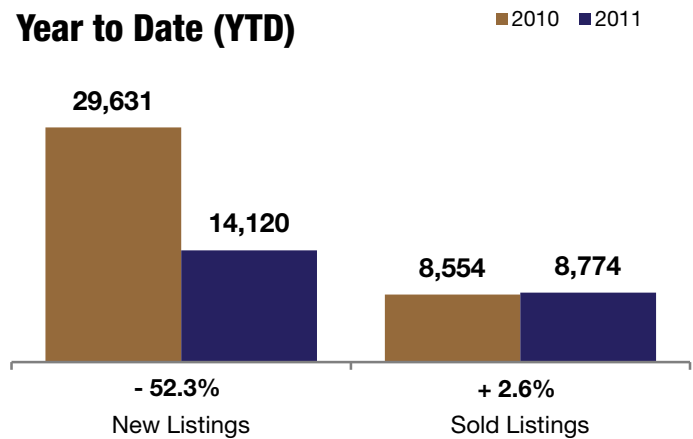
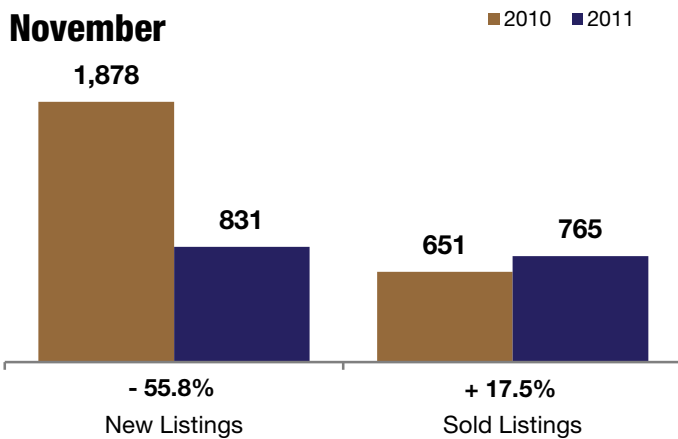


## Denver County

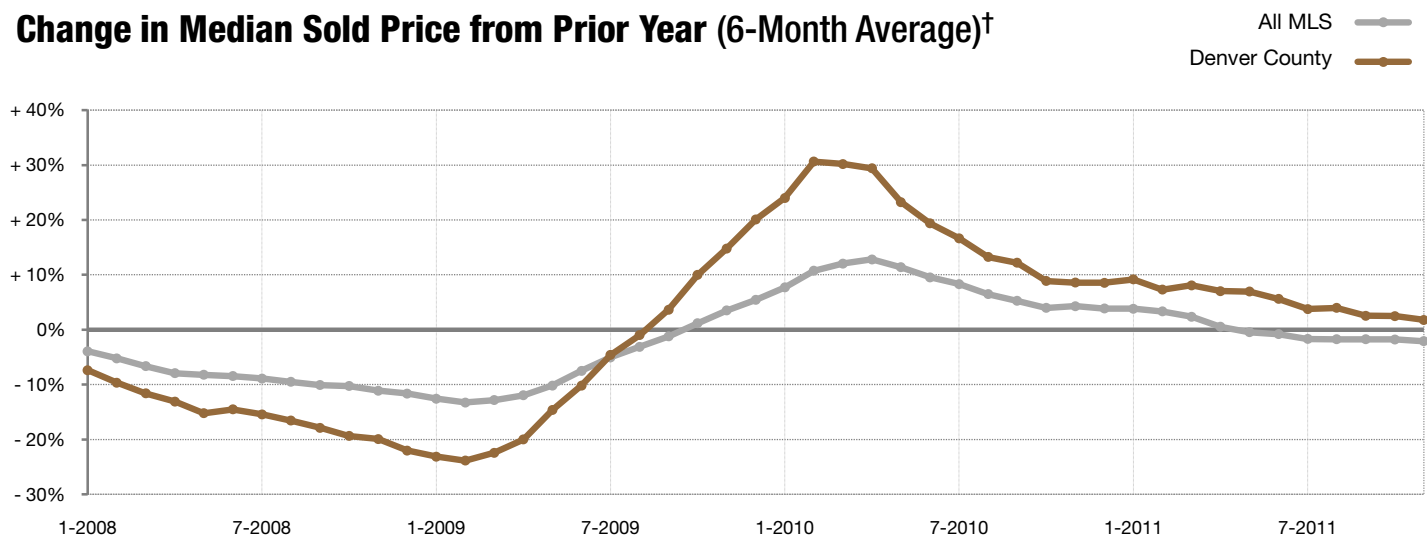
**- 55.8%**      **+ 17.5%**      **+ 1.0%**  
-----  
Change in                      Change in                      Change in  
New Listings                      Sold Listings                      Median Sales Price  
-----

	November			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	5,261	<b>2,957</b>	- 43.8%	--	--	--
Pending Sales*	117	<b>296</b>	+ 153.0%	--	--	--
Under Contract Listings	614	<b>795</b>	+ 29.5%	8,599	<b>9,294</b>	+ 8.1%
New Listings	1,878	<b>831</b>	- 55.8%	29,631	<b>14,120</b>	- 52.3%
Sold Listings	651	<b>765</b>	+ 17.5%	8,554	<b>8,774</b>	+ 2.6%
Total Days on Market	118	<b>96</b>	- 18.3%	91	<b>106</b>	+ 16.1%
Median Sold Price**	\$201,650	<b>\$203,750</b>	+ 1.0%	\$200,000	<b>\$210,700</b>	+ 5.4%
Average Sold Price**	\$264,891	<b>\$261,684</b>	- 1.2%	\$262,385	<b>\$269,423</b>	+ 2.7%
Percent of Sold Price to List Price**	96.4%	<b>97.1%</b>	+ 0.7%	97.6%	<b>96.8%</b>	- 0.8%

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### Change in Median Sold Price from Prior Year (6-Month Average)†



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## Douglas County

**- 54.3%**      **+ 16.2%**      **- 6.5%**

Change in  
New Listings

Change in  
Sold Listings

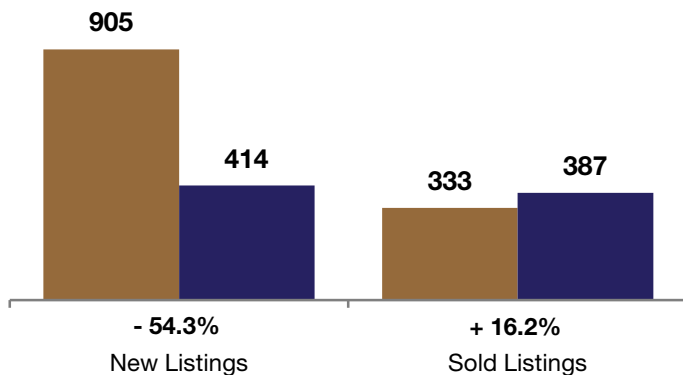
Change in  
Median Sales Price

	November			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	2,946	<b>1,848</b>	- 37.3%	--	--	--
Pending Sales*	47	<b>178</b>	+ 278.7%	--	--	--
Under Contract Listings	328	<b>431</b>	+ 31.4%	4,593	5,053	+ 10.0%
New Listings	905	<b>414</b>	- 54.3%	14,277	<b>7,765</b>	- 45.6%
Sold Listings	333	<b>387</b>	+ 16.2%	4,455	<b>4,701</b>	+ 5.5%
Total Days on Market	116	<b>105</b>	- 9.5%	99	<b>112</b>	+ 12.5%
Median Sold Price**	\$310,000	<b>\$290,000</b>	- 6.5%	\$292,500	<b>\$289,000</b>	- 1.2%
Average Sold Price**	\$362,962	<b>\$334,248</b>	- 7.9%	\$345,665	<b>\$338,028</b>	- 2.2%
Percent of Sold Price to List Price**	96.9%	<b>97.3%</b>	+ 0.4%	97.3%	<b>97.3%</b>	- 0.0%

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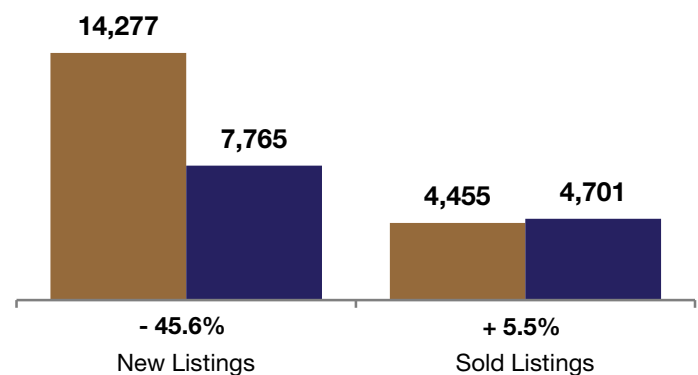
### November

■ 2010 ■ 2011



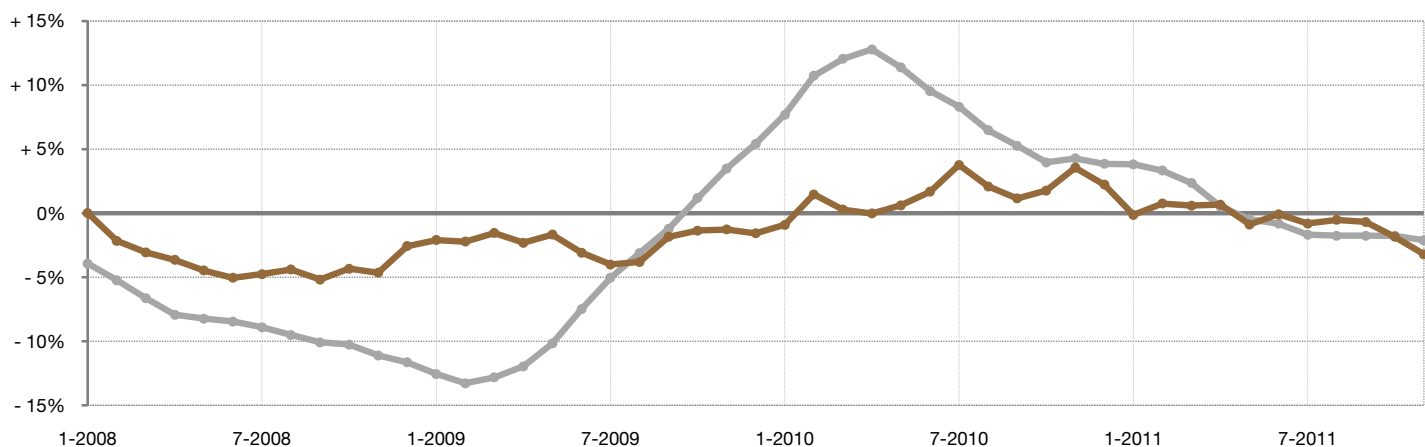
### Year to Date (YTD)

■ 2010 ■ 2011



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All MLS —  
Douglas County —



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## Elbert County

**- 61.2%**

Change in  
New Listings

**0.0%**

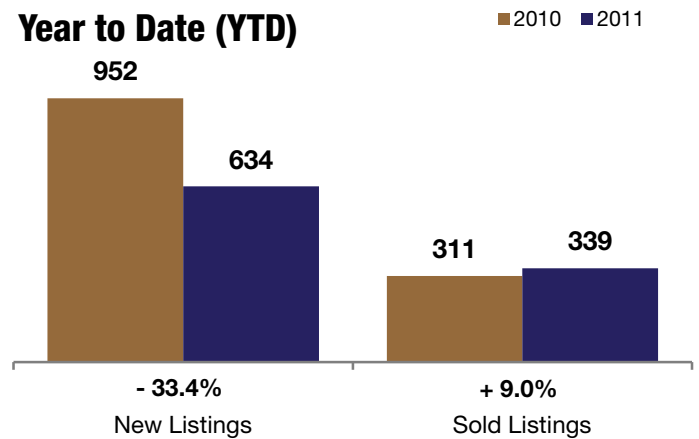
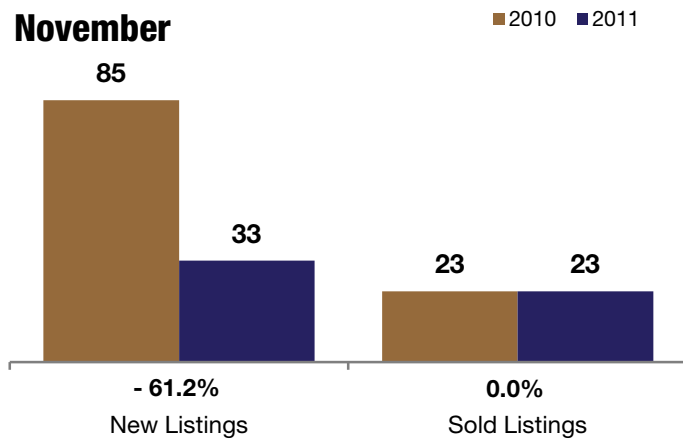
Change in  
Sold Listings

**- 10.7%**

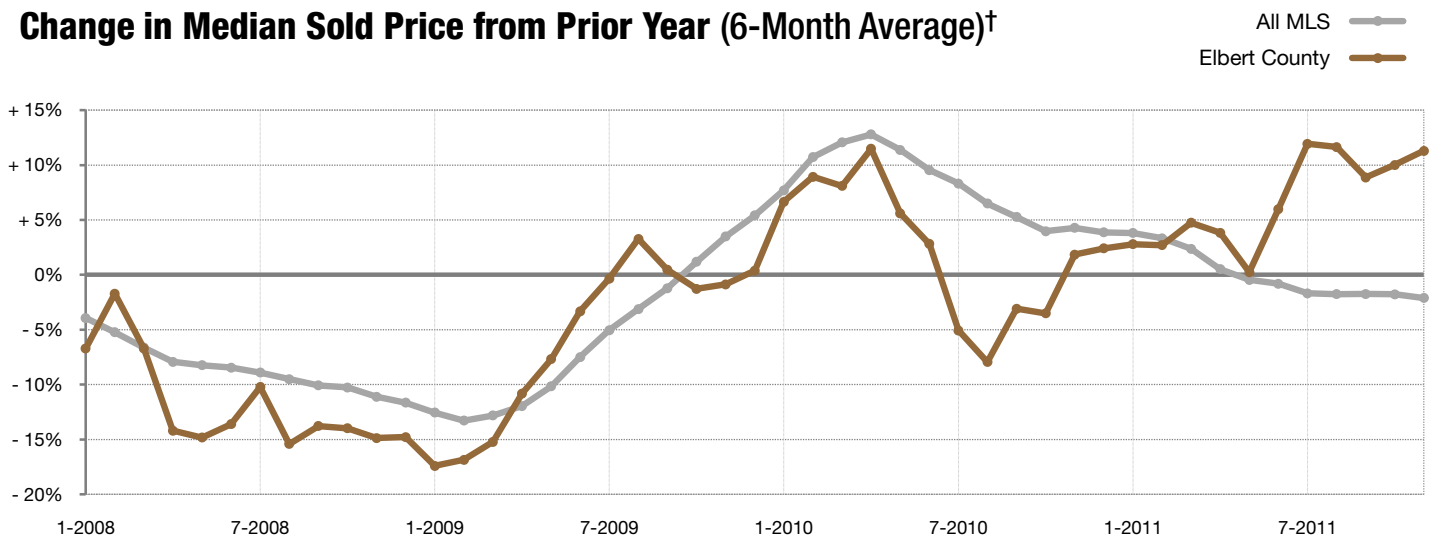
Change in  
Median Sales Price

	November			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	261	202	- 22.6%	--	--	--
Pending Sales*	3	14	+ 366.7%	--	--	--
Under Contract Listings	20	35	+ 75.0%	323	379	+ 17.3%
New Listings	85	33	- 61.2%	952	634	- 33.4%
Sold Listings	23	23	0.0%	311	339	+ 9.0%
Total Days on Market	136	158	+ 16.0%	118	119	+ 0.6%
Median Sold Price**	\$280,000	\$250,000	- 10.7%	\$268,950	\$295,000	+ 9.7%
Average Sold Price**	\$316,527	\$258,260	- 18.4%	\$287,008	\$299,143	+ 4.2%
Percent of Sold Price to List Price**	94.0%	97.0%	+ 3.3%	96.3%	96.4%	+ 0.1%

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## El Paso County

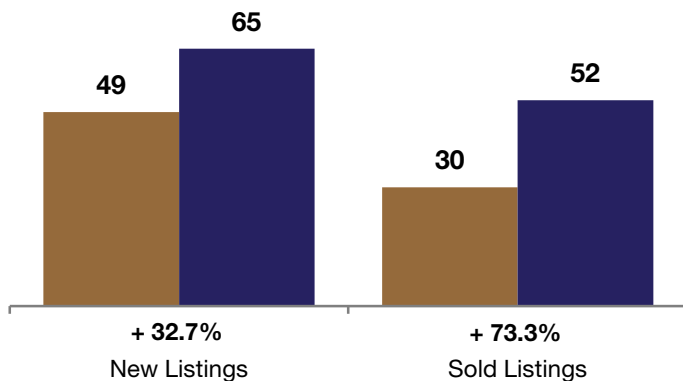
**+ 32.7%**      **+ 73.3%**      **+ 12.1%**  
-----  
Change in                      Change in                      Change in  
New Listings                      Sold Listings                      Median Sales Price  
-----

	November			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	292	232	- 20.5%	--	--	--
Pending Sales*	12	7	- 41.7%	--	--	--
Under Contract Listings	28	56	+ 100.0%	328	523	+ 59.5%
New Listings	49	65	+ 32.7%	829	926	+ 11.7%
Sold Listings	30	52	+ 73.3%	301	477	+ 58.5%
Total Days on Market	79	55	- 30.3%	89	88	- 0.5%
Median Sold Price**	\$207,250	\$232,336	+ 12.1%	\$225,787	\$215,576	- 4.5%
Average Sold Price**	\$239,581	\$241,827	+ 0.9%	\$265,199	\$244,623	- 7.8%
Percent of Sold Price to List Price**	96.1%	97.0%	+ 1.0%	97.8%	97.1%	- 0.7%

\* Pending Sales is a count of the number of homes that were in "pending" status at the end of the month. | \*\* Does not account for sale concessions and/or down payment assistance. This information was not available prior to January 2010. | Note: Activity for one month can sometimes look extreme due to small sample size.

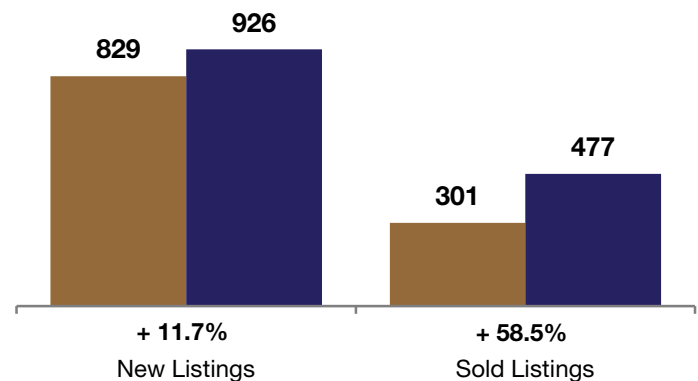
### November

■ 2010 ■ 2011



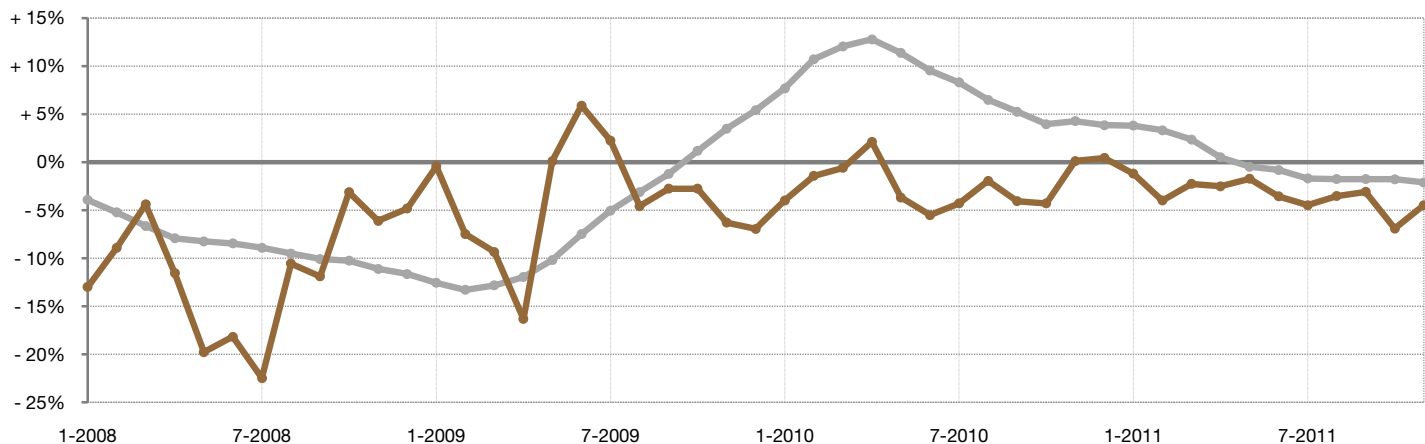
### Year to Date (YTD)

■ 2010 ■ 2011



### Change in Median Sold Price from Prior Year (6-Month Average)†

All MLS —  
El Paso County —



† Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from MetroList®. | Powered by 10K Research and Marketing. Due to differences in statistical methodologies, figures may vary from other market reports provided by MetroList®.

# Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY 10K RESEARCH AND MARKETING  
SINGLE FAMILY LISTINGS ONLY – RESIDENTIAL AND CONDO



## Gilpin County

**- 20.0%**    **+ 125.0%**    **+ 50.9%**

Change in  
New Listings

Change in  
Sold Listings

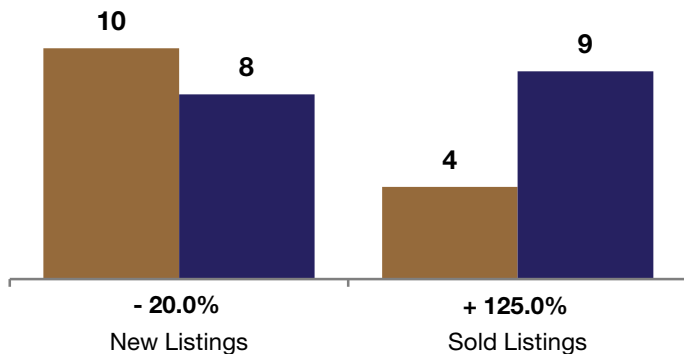
Change in  
Median Sales Price

	November			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	113	<b>93</b>	- 17.7%	--	--	--
Pending Sales*	0	<b>4</b>	--	--	--	--
Under Contract Listings	4	<b>4</b>	0.0%	64	87	+ 35.9%
New Listings	10	<b>8</b>	- 20.0%	249	<b>203</b>	- 18.5%
Sold Listings	4	<b>9</b>	+ 125.0%	69	<b>85</b>	+ 23.2%
Total Days on Market	100	<b>117</b>	+ 17.5%	135	<b>137</b>	+ 1.4%
Median Sold Price**	\$142,450	<b>\$215,000</b>	+ 50.9%	\$186,250	<b>\$185,198</b>	- 0.6%
Average Sold Price**	\$132,975	<b>\$246,211</b>	+ 85.2%	\$212,479	<b>\$204,031</b>	- 4.0%
Percent of Sold Price to List Price**	99.9%	<b>99.0%</b>	- 0.8%	95.1%	<b>94.8%</b>	- 0.3%

\* Pending Sales is a count of the number of homes that were in "pending" status at the end of the month. | \*\* Does not account for sale concessions and/or down payment assistance. This information was not available prior to January 2010. | Note: Activity for one month can sometimes look extreme due to small sample size.

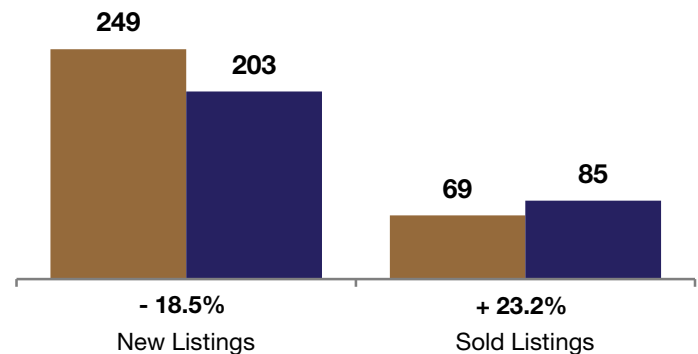
### November

■ 2010 ■ 2011



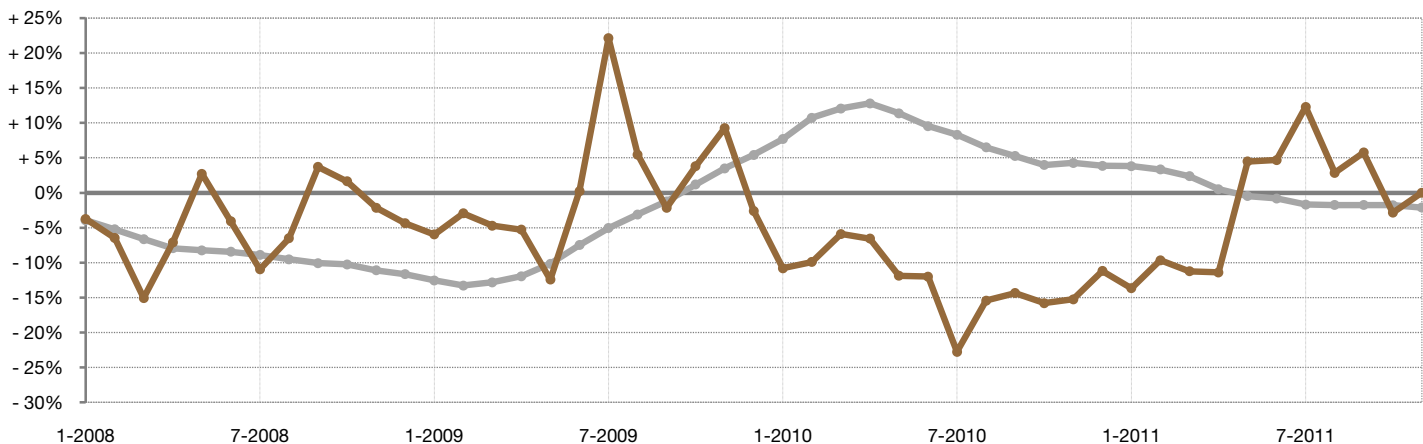
### Year to Date (YTD)

■ 2010 ■ 2011



### Change in Median Sold Price from Prior Year (6-Month Average)†

All MLS — Grey line  
Gilpin County — Brown line



† Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from Metrolist®. | Powered by 10K Research and Marketing. Due to differences in statistical methodologies, figures may vary from other market reports provided by Metrolist®.

# Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY 10K RESEARCH AND MARKETING  
SINGLE FAMILY LISTINGS ONLY – RESIDENTIAL AND CONDO



## Jefferson County

**- 46.8%**      **+ 10.5%**      **- 3.2%**

Change in  
New Listings

Change in  
Sold Listings

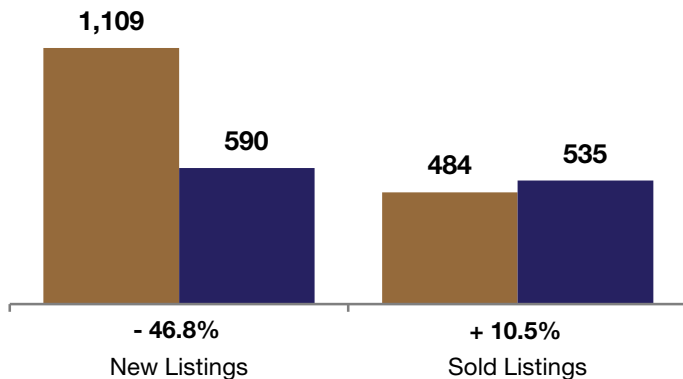
Change in  
Median Sales Price

	November			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	3,627	<b>2,390</b>	- 34.1%	--	--	--
Pending Sales*	62	<b>290</b>	+ 367.7%	--	--	--
Under Contract Listings	426	<b>595</b>	+ 39.7%	6,375	6,794	+ 6.6%
New Listings	1,109	<b>590</b>	- 46.8%	18,484	<b>10,220</b>	- 44.7%
Sold Listings	484	<b>535</b>	+ 10.5%	6,246	<b>6,256</b>	+ 0.2%
Total Days on Market	106	<b>99</b>	- 6.7%	87	<b>106</b>	+ 21.5%
Median Sold Price**	\$223,250	<b>\$216,000</b>	- 3.2%	\$225,000	<b>\$217,450</b>	- 3.4%
Average Sold Price**	\$259,119	<b>\$258,154</b>	- 0.4%	\$261,867	<b>\$253,645</b>	- 3.1%
Percent of Sold Price to List Price**	96.8%	<b>96.7%</b>	- 0.0%	97.3%	<b>96.9%</b>	- 0.4%

\* Pending Sales is a count of the number of homes that were in "pending" status at the end of the month. | \*\* Does not account for sale concessions and/or down payment assistance. This information was not available prior to January 2010. | Note: Activity for one month can sometimes look extreme due to small sample size.

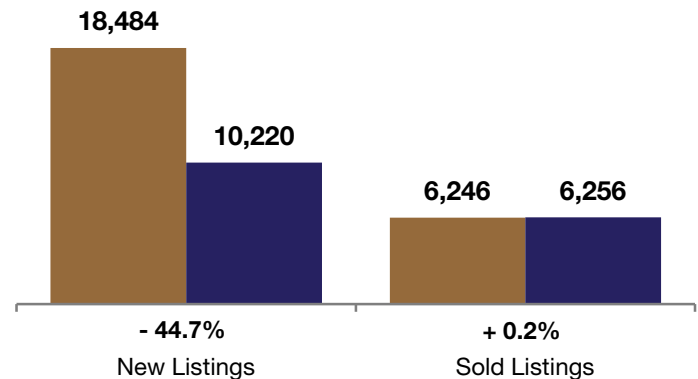
### November

■ 2010 ■ 2011



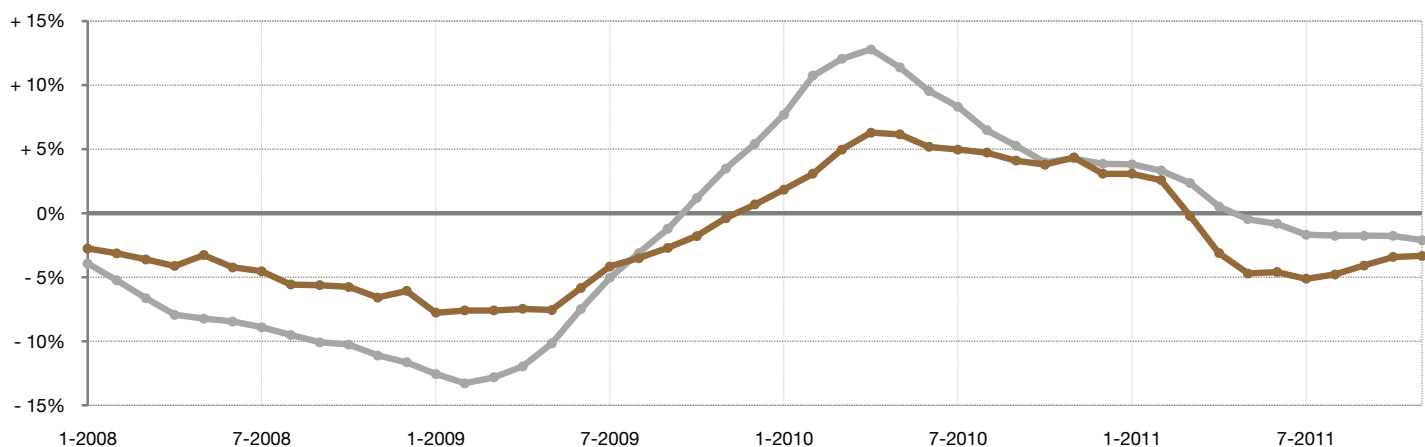
### Year to Date (YTD)

■ 2010 ■ 2011



### Change in Median Sold Price from Prior Year (6-Month Average)†

All MLS —  
Jefferson County —



† Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from Metrolist®. | Powered by 10K Research and Marketing. Due to differences in statistical methodologies, figures may vary from other market reports provided by Metrolist®.

# Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY 10K RESEARCH AND MARKETING  
SINGLE FAMILY LISTINGS ONLY – RESIDENTIAL AND CONDO

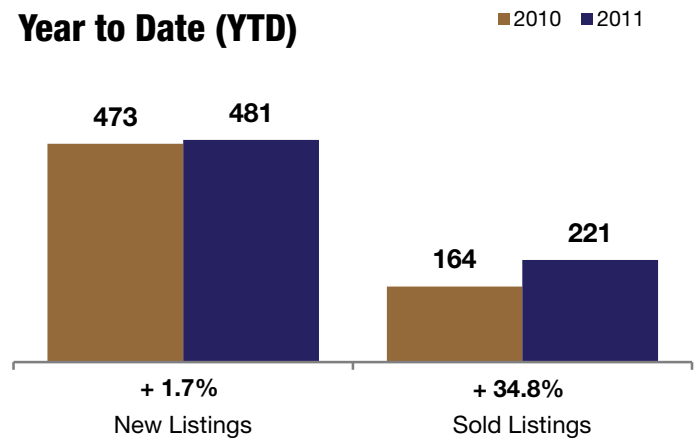
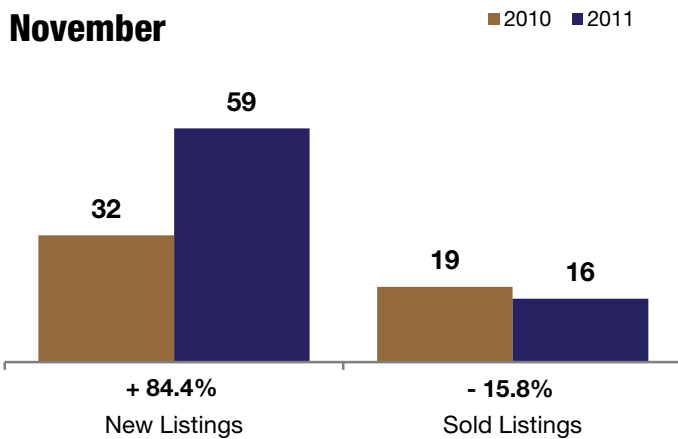


**+ 84.4%**      **- 15.8%**      **+ 3.8%**  
-----  
Change in                      Change in                      Change in  
New Listings                      Sold Listings                      Median Sales Price  
-----

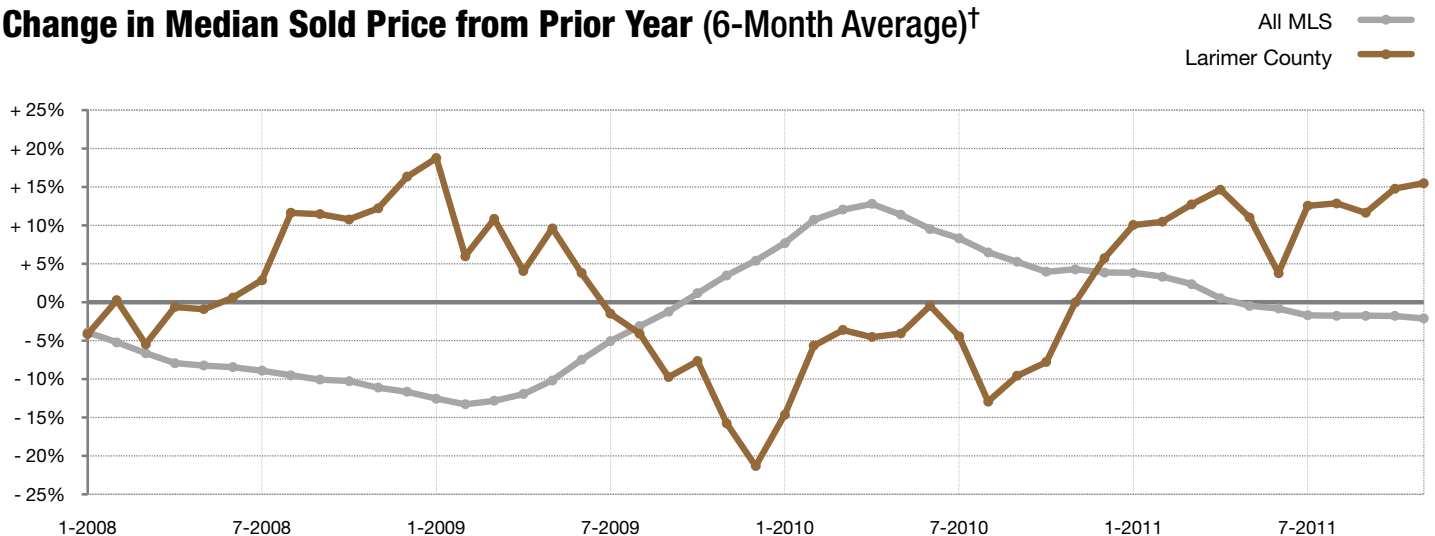
## Larimer County

	November			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	170	174	+ 2.4%	--	--	--
Pending Sales*	3	3	0.0%	--	--	--
Under Contract Listings	14	30	+ 114.3%	170	260	+ 52.9%
New Listings	32	59	+ 84.4%	473	481	+ 1.7%
Sold Listings	19	16	- 15.8%	164	221	+ 34.8%
Total Days on Market	134	94	- 29.6%	105	112	+ 6.8%
Median Sold Price**	\$226,400	<b>\$235,000</b>	+ 3.8%	\$199,950	<b>\$225,000</b>	+ 12.5%
Average Sold Price**	\$281,355	<b>\$235,548</b>	- 16.3%	\$262,512	<b>\$248,692</b>	- 5.3%
Percent of Sold Price to List Price**	98.2%	<b>94.2%</b>	- 4.1%	97.4%	<b>96.8%</b>	- 0.6%

\* Pending Sales is a count of the number of homes that were in "pending" status at the end of the month. | \*\* Does not account for sale concessions and/or down payment assistance. This information was not available prior to January 2010. | Note: Activity for one month can sometimes look extreme due to small sample size.



### Change in Median Sold Price from Prior Year (6-Month Average)†



† Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from Metrolist®. | Powered by 10K Research and Marketing. Due to differences in statistical methodologies, figures may vary from other market reports provided by Metrolist®.

# Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY 10K RESEARCH AND MARKETING  
SINGLE FAMILY LISTINGS ONLY – RESIDENTIAL AND CONDO



## Morgan County

**0.0%**

Change in  
New Listings

**0.0%**

Change in  
Sold Listings

**- 38.2%**

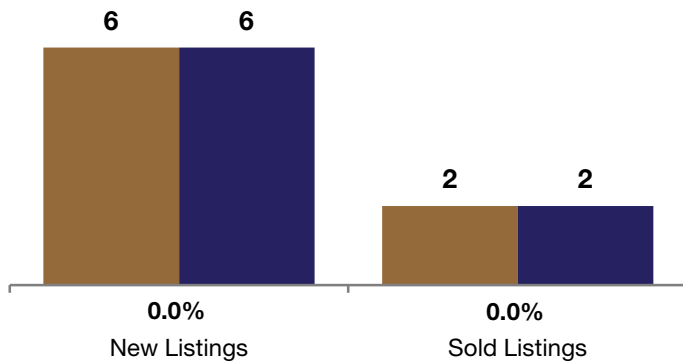
Change in  
Median Sales Price

	November			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	27	11	- 59.3%	--	--	--
Pending Sales*	2	0	- 100.0%	--	--	--
Under Contract Listings	5	2	- 60.0%	26	22	- 15.4%
New Listings	6	6	0.0%	53	33	- 37.7%
Sold Listings	2	2	0.0%	24	21	- 12.5%
Total Days on Market	211	24	- 88.6%	175	127	- 27.7%
Median Sold Price**	\$208,250	<b>\$128,700</b>	- 38.2%	\$136,125	<b>\$60,199</b>	- 55.8%
Average Sold Price**	\$208,250	<b>\$128,700</b>	- 38.2%	\$132,558	<b>\$79,902</b>	- 39.7%
Percent of Sold Price to List Price**	96.4%	<b>92.5%</b>	- 4.1%	92.7%	<b>94.8%</b>	+ 2.2%

\* Pending Sales is a count of the number of homes that were in "pending" status at the end of the month. | \*\* Does not account for sale concessions and/or down payment assistance. This information was not available prior to January 2010. | Note: Activity for one month can sometimes look extreme due to small sample size.

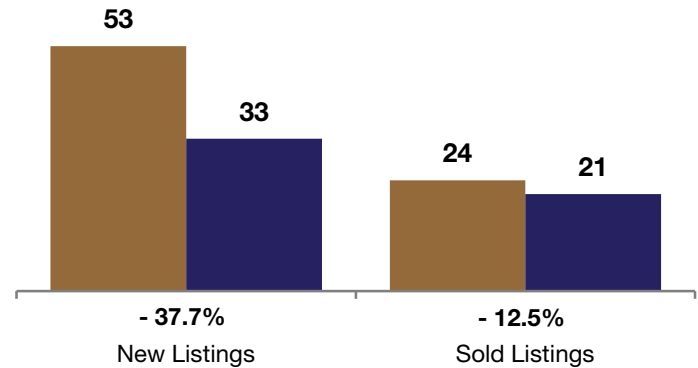
### November

■ 2010 ■ 2011



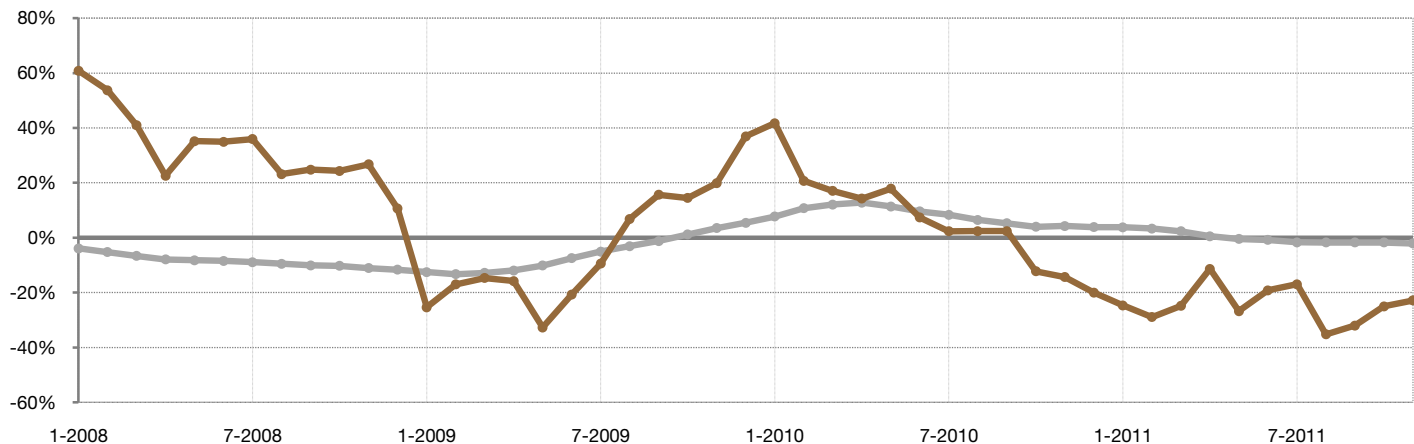
### Year to Date (YTD)

■ 2010 ■ 2011



### Change in Median Sold Price from Prior Year (6-Month Average)†

All MLS —  
Morgan County —



† Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from Metrolist®. | Powered by 10K Research and Marketing. Due to differences in statistical methodologies, figures may vary from other market reports provided by Metrolist®.

# Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY 10K RESEARCH AND MARKETING  
SINGLE FAMILY LISTINGS ONLY – RESIDENTIAL AND CONDO



## Park County

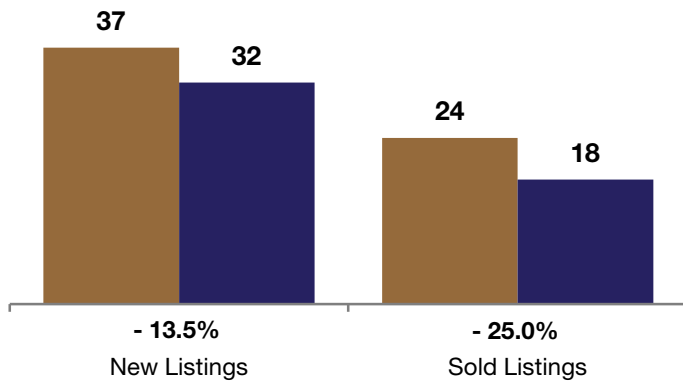
**- 13.5%**      **- 25.0%**      **- 13.7%**  
-----  
Change in                      Change in                      Change in  
New Listings                      Sold Listings                      Median Sales Price  
-----

	November			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	416	381	- 8.4%	--	--	--
Pending Sales*	4	9	+ 125.0%	--	--	--
Under Contract Listings	16	37	+ 131.3%	262	290	+ 10.7%
New Listings	37	32	- 13.5%	791	769	- 2.8%
Sold Listings	24	18	- 25.0%	261	256	- 1.9%
Total Days on Market	184	176	- 4.3%	152	170	+ 11.3%
Median Sold Price**	\$215,000	\$185,625	- 13.7%	\$186,000	\$179,450	- 3.5%
Average Sold Price**	\$239,274	\$222,311	- 7.1%	\$205,485	\$198,518	- 3.4%
Percent of Sold Price to List Price**	95.3%	93.6%	- 1.7%	95.0%	95.2%	+ 0.2%

\* Pending Sales is a count of the number of homes that were in "pending" status at the end of the month. | \*\* Does not account for sale concessions and/or down payment assistance. This information was not available prior to January 2010. | Note: Activity for one month can sometimes look extreme due to small sample size.

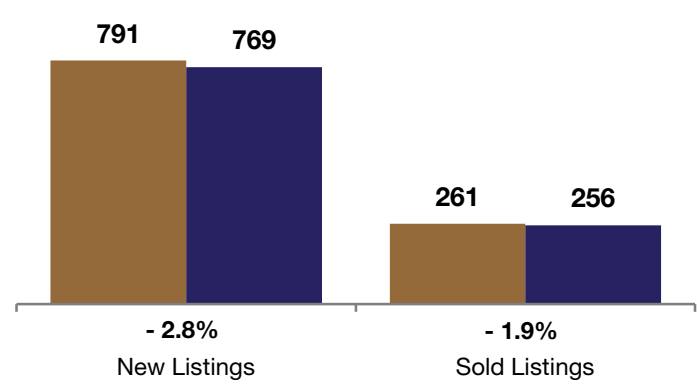
### November

■ 2010 ■ 2011



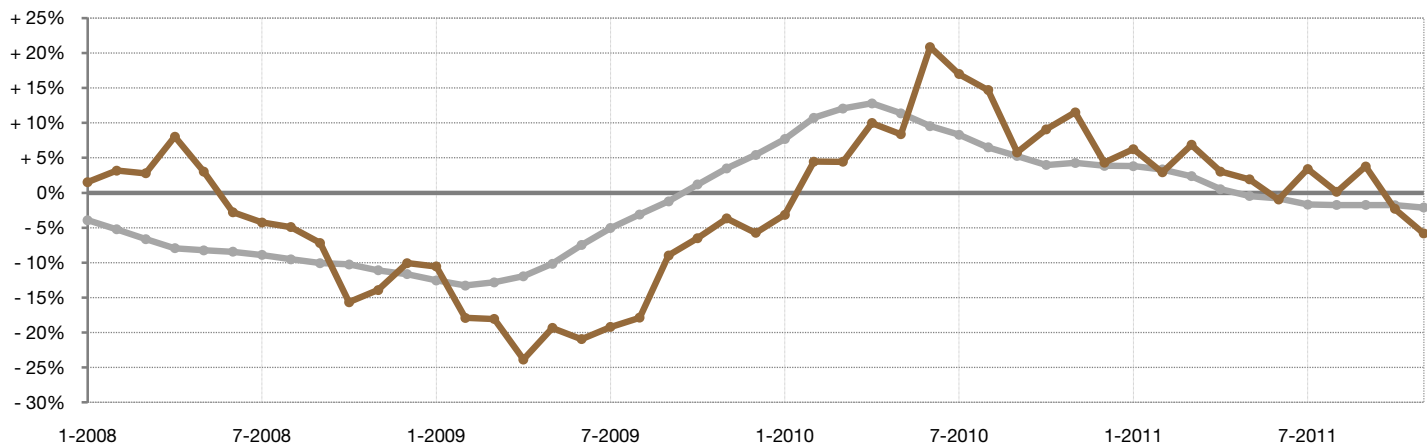
### Year to Date (YTD)

■ 2010 ■ 2011



### Change in Median Sold Price from Prior Year (6-Month Average)†

All MLS —  
Park County —



† Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from Metrolist®. | Powered by 10K Research and Marketing. Due to differences in statistical methodologies, figures may vary from other market reports provided by Metrolist®.

# Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY 10K RESEARCH AND MARKETING  
SINGLE FAMILY LISTINGS ONLY – RESIDENTIAL AND CONDO



## Summit County

**+ 45.0%**    **+ 100.0%**    **+ 21.1%**

Change in  
New Listings

Change in  
Sold Listings

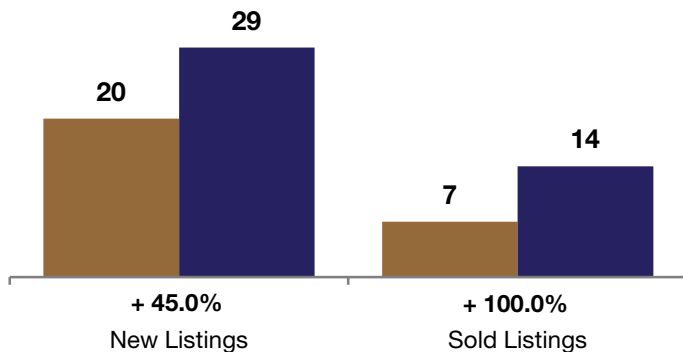
Change in  
Median Sales Price

	November			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	277	235	- 15.2%	--	--	--
Pending Sales*	5	11	+ 120.0%	--	--	--
Under Contract Listings	8	13	+ 62.5%	86	98	+ 14.0%
New Listings	20	29	+ 45.0%	477	458	- 4.0%
Sold Listings	7	14	+ 100.0%	83	90	+ 8.4%
Total Days on Market	174	151	- 13.5%	162	156	- 3.7%
Median Sold Price**	\$285,000	<b>\$345,000</b>	+ 21.1%	\$420,000	<b>\$303,000</b>	- 27.9%
Average Sold Price**	\$299,571	<b>\$329,393</b>	+ 10.0%	\$559,615	<b>\$403,970</b>	- 27.8%
Percent of Sold Price to List Price**	91.9%	<b>95.2%</b>	+ 3.6%	93.2%	<b>93.2%</b>	- 0.1%

\* Pending Sales is a count of the number of homes that were in "pending" status at the end of the month. | \*\* Does not account for sale concessions and/or down payment assistance. This information was not available prior to January 2010. | Note: Activity for one month can sometimes look extreme due to small sample size.

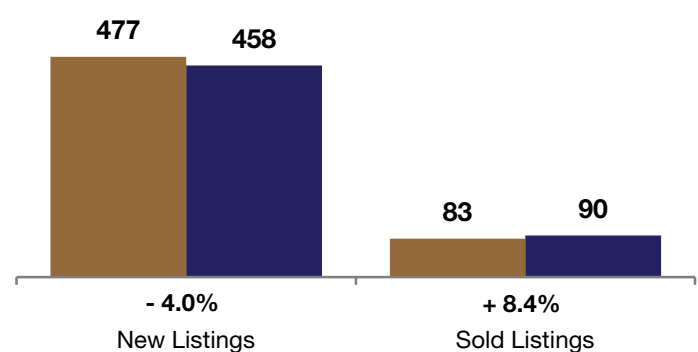
### November

■ 2010 ■ 2011



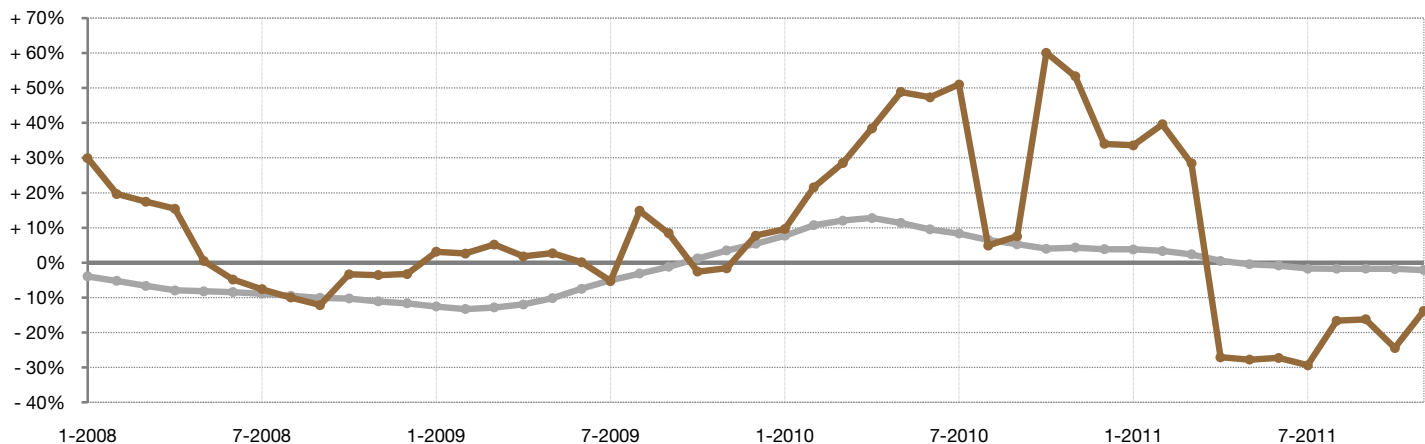
### Year to Date (YTD)

■ 2010 ■ 2011



### Change in Median Sold Price from Prior Year (6-Month Average)†

All MLS —  
Summit County —



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# Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY 10K RESEARCH AND MARKETING  
SINGLE FAMILY LISTINGS ONLY – RESIDENTIAL AND CONDO



**+ 133.3%**   **+ 200.0%**   **- 28.4%**

Change in  
New Listings

Change in  
Sold Listings

Change in  
Median Sales Price

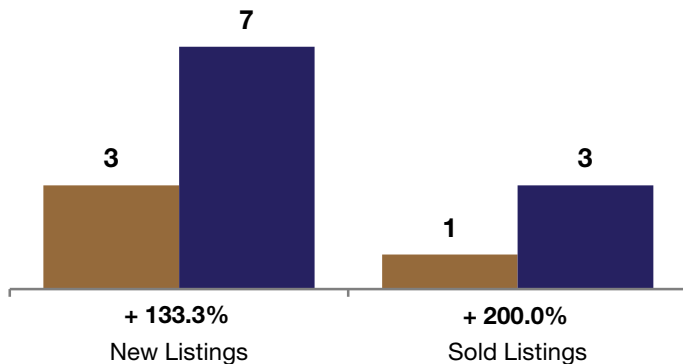
## Teller County

	November			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	53	49	- 7.5%	--	--	--
Pending Sales*	0	1	--	--	--	--
Under Contract Listings	1	0	- 100.0%	11	21	+ 90.9%
New Listings	3	7	+ 133.3%	71	89	+ 25.4%
Sold Listings	1	3	+ 200.0%	11	18	+ 63.6%
Total Days on Market	327	130	- 60.3%	139	251	+ 80.3%
Median Sold Price**	\$320,000	\$229,000	- 28.4%	\$169,000	\$175,000	+ 3.6%
Average Sold Price**	\$320,000	\$215,833	- 32.6%	\$183,582	\$373,765	+ 103.6%
Percent of Sold Price to List Price**	94.1%	97.8%	+ 3.9%	95.6%	92.8%	- 2.9%

\* Pending Sales is a count of the number of homes that were in "pending" status at the end of the month. | \*\* Does not account for sale concessions and/or down payment assistance. This information was not available prior to January 2010. | Note: Activity for one month can sometimes look extreme due to small sample size.

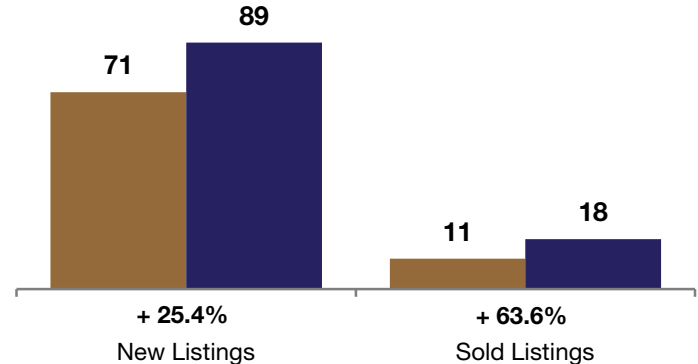
### November

■ 2010 ■ 2011



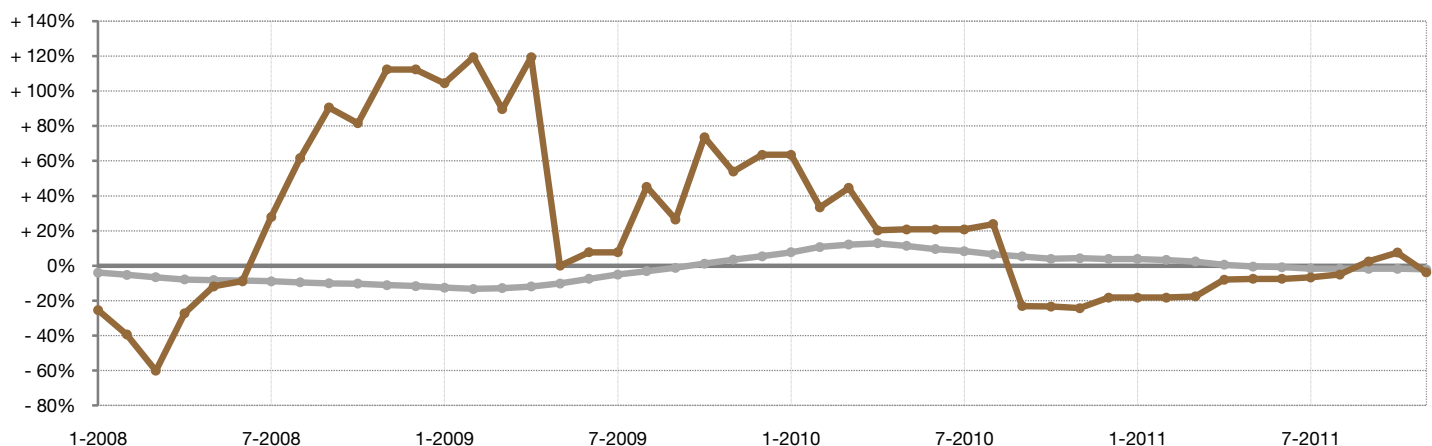
### Year to Date (YTD)

■ 2010 ■ 2011



### Change in Median Sold Price from Prior Year (6-Month Average)†

All MLS —●—  
Teller County —●—



† Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from Metrolist®. | Powered by 10K Research and Marketing. Due to differences in statistical methodologies, figures may vary from other market reports provided by Metrolist®.

# Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY 10K RESEARCH AND MARKETING  
SINGLE FAMILY LISTINGS ONLY – RESIDENTIAL AND CONDO



## Weld County

**- 39.5%**

Change in  
New Listings

**+ 6.0%**

Change in  
Sold Listings

**- 12.7%**

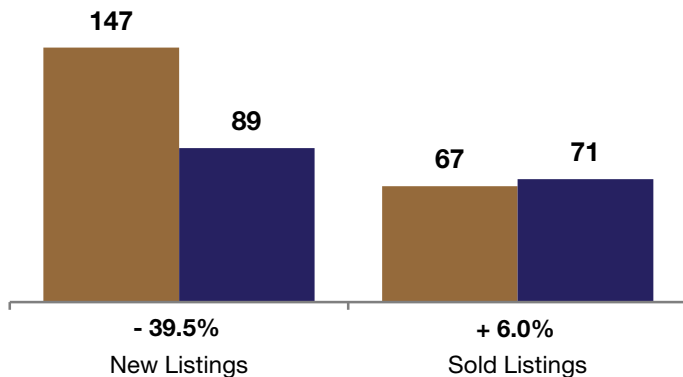
Change in  
Median Sales Price

	November			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	555	301	- 45.8%	--	--	--
Pending Sales*	23	38	+ 65.2%	--	--	--
Under Contract Listings	84	56	- 33.3%	966	943	- 2.4%
New Listings	147	89	- 39.5%	1,982	1,364	- 31.2%
Sold Listings	67	71	+ 6.0%	954	903	- 5.3%
Total Days on Market	83	82	- 1.4%	95	101	+ 5.8%
Median Sold Price**	\$189,900	\$165,850	- 12.7%	\$190,250	\$184,400	- 3.1%
Average Sold Price**	\$212,754	\$203,411	- 4.4%	\$210,208	\$203,549	- 3.2%
Percent of Sold Price to List Price**	97.3%	97.8%	+ 0.5%	98.0%	97.1%	- 0.9%

\* Pending Sales is a count of the number of homes that were in "pending" status at the end of the month. | \*\* Does not account for sale concessions and/or down payment assistance. This information was not available prior to January 2010. | Note: Activity for one month can sometimes look extreme due to small sample size.

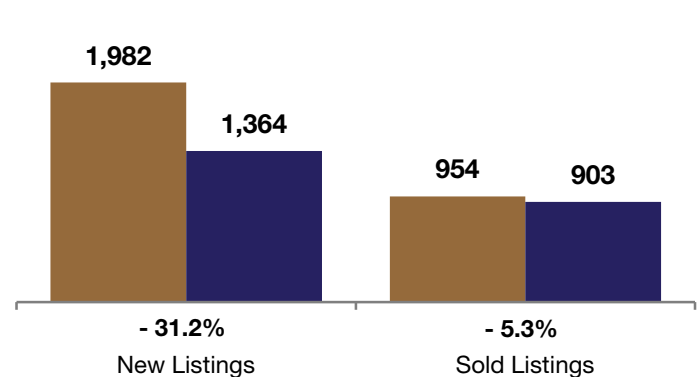
### November

■ 2010 ■ 2011



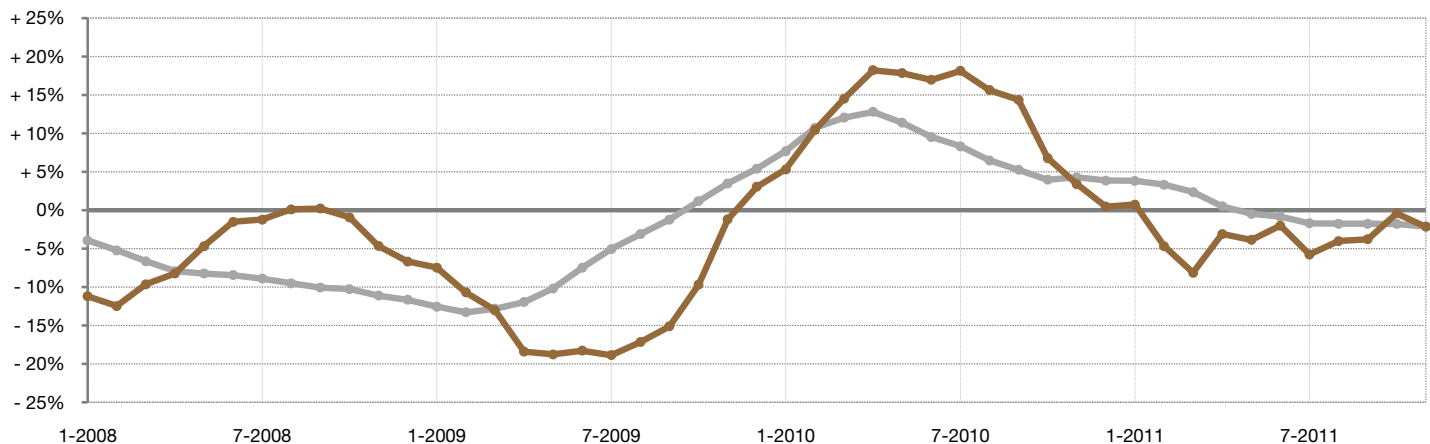
### Year to Date (YTD)

■ 2010 ■ 2011



### Change in Median Sold Price from Prior Year (6-Month Average)†

All MLS — Weld County —



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# Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY 10K RESEARCH AND MARKETING  
SINGLE FAMILY LISTINGS ONLY – RESIDENTIAL AND CONDO



**- 49.9%**      **+ 15.1%**      **- 2.2%**

Change in  
New Listings

Change in  
Sold Listings

Change in  
Median Sales Price

## Denver-Aurora MSA

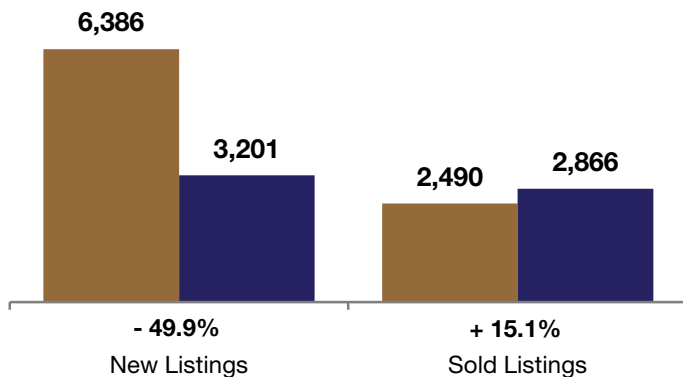
Includes 10 counties: Adams, Arapahoe, Broomfield, Clear Creek,  
Denver, Douglas, Elbert, Gilpin, Jefferson & Park

	November			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	19,538	<b>11,677</b>	- 40.2%	--	--	--
Pending Sales*	460	<b>1,521</b>	+ 230.7%	--	--	--
Under Contract Listings	2,320	<b>3,232</b>	+ 39.3%	33,783	36,500	+ 8.0%
New Listings	6,386	<b>3,201</b>	- 49.9%	99,622	<b>53,708</b>	- 46.1%
Sold Listings	2,490	<b>2,866</b>	+ 15.1%	33,446	<b>33,849</b>	+ 1.2%
Total Days on Market	110	<b>100</b>	- 9.2%	88	<b>105</b>	+ 20.0%
Median Sold Price**	\$210,600	<b>\$206,000</b>	- 2.2%	\$210,000	<b>\$206,875</b>	- 1.5%
Average Sold Price**	\$256,788	<b>\$249,885</b>	- 2.7%	\$254,700	<b>\$253,177</b>	- 0.6%
Percent of Sold Price to List Price**	96.8%	<b>97.3%</b>	+ 0.5%	97.6%	<b>97.1%</b>	- 0.5%

\* Pending Sales is a count of the number of homes that were in "pending" status at the end of the month. | \*\* Does not account for sale concessions and/or down payment assistance. This information was not available prior to January 2010. | Note: Activity for one month can sometimes look extreme due to small sample size.

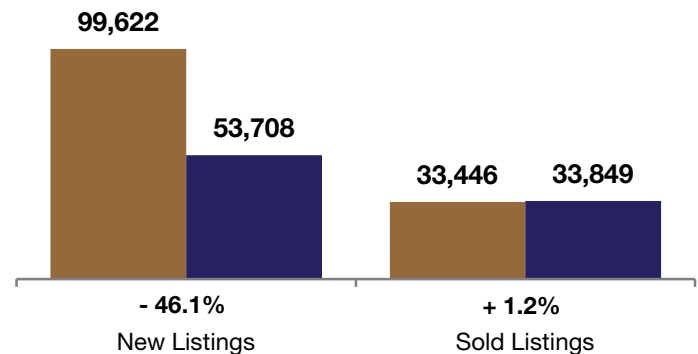
### November

■ 2010 ■ 2011



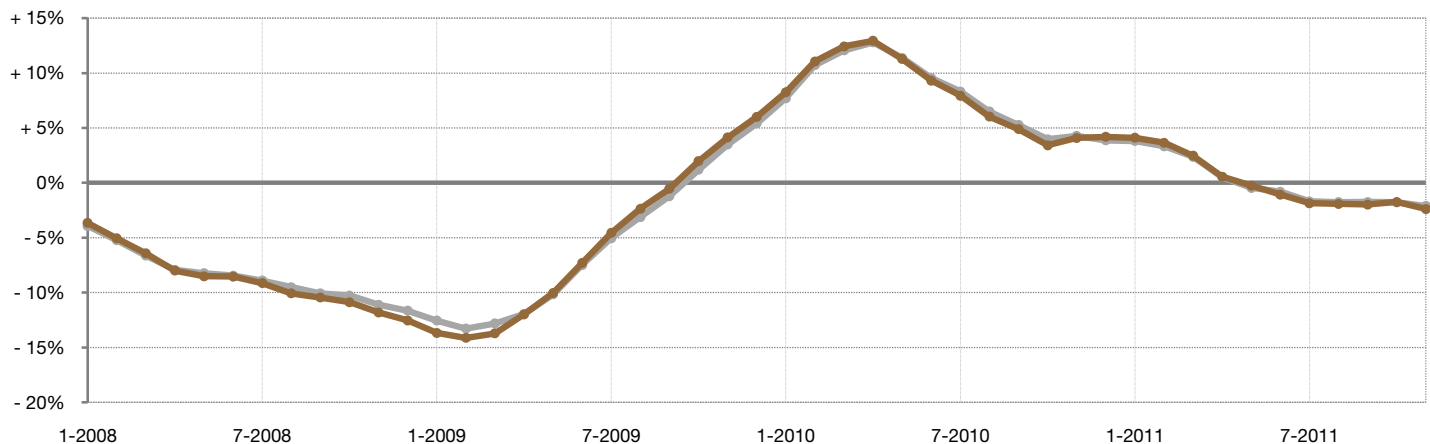
### Year to Date (YTD)

■ 2010 ■ 2011



### Change in Median Sold Price from Prior Year (6-Month Average)†

All MLS — All MLS  
Denver-Aurora MSA — Denver-Aurora MSA



† Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from Metrolist®. | Powered by 10K Research and Marketing. Due to differences in statistical methodologies, figures may vary from other market reports provided by Metrolist®.

# Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY 10K RESEARCH AND MARKETING  
SINGLE FAMILY LISTINGS ONLY – RESIDENTIAL AND CONDO



## Colorado Springs MSA

Includes El Paso & Teller counties

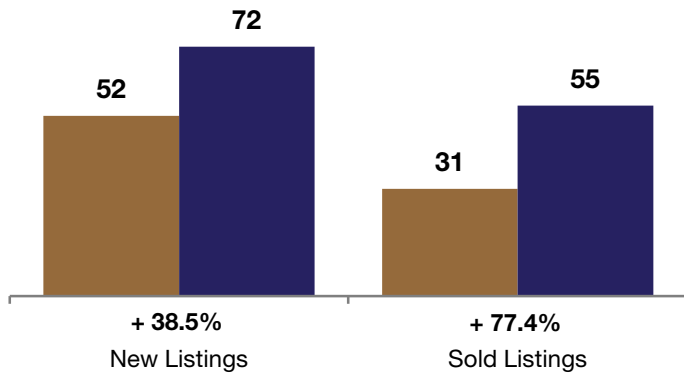
**+ 38.5%**      **+ 77.4%**      **+ 8.0%**  
Change in      Change in      Change in  
New Listings      Sold Listings      Median Sales Price

	November			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	345	281	- 18.6%	--	--	--
Pending Sales*	12	8	- 33.3%	--	--	--
Under Contract Listings	29	56	+ 93.1%	339	544	+ 60.5%
New Listings	52	72	+ 38.5%	900	1,015	+ 12.8%
Sold Listings	31	55	+ 77.4%	312	495	+ 58.7%
Total Days on Market	87	59	- 32.0%	91	94	+ 4.1%
Median Sold Price**	\$214,500	\$231,672	+ 8.0%	\$225,000	\$215,515	- 4.2%
Average Sold Price**	\$242,176	\$240,409	- 0.7%	\$262,322	\$249,140	- 5.0%
Percent of Sold Price to List Price**	96.0%	97.1%	+ 1.1%	97.8%	97.0%	- 0.8%

\* Pending Sales is a count of the number of homes that were in "pending" status at the end of the month. | \*\* Does not account for sale concessions and/or down payment assistance. This information was not available prior to January 2010. | Note: Activity for one month can sometimes look extreme due to small sample size.

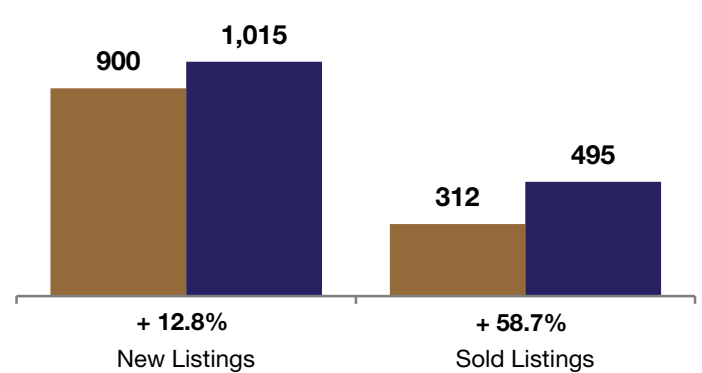
### November

■ 2010 ■ 2011



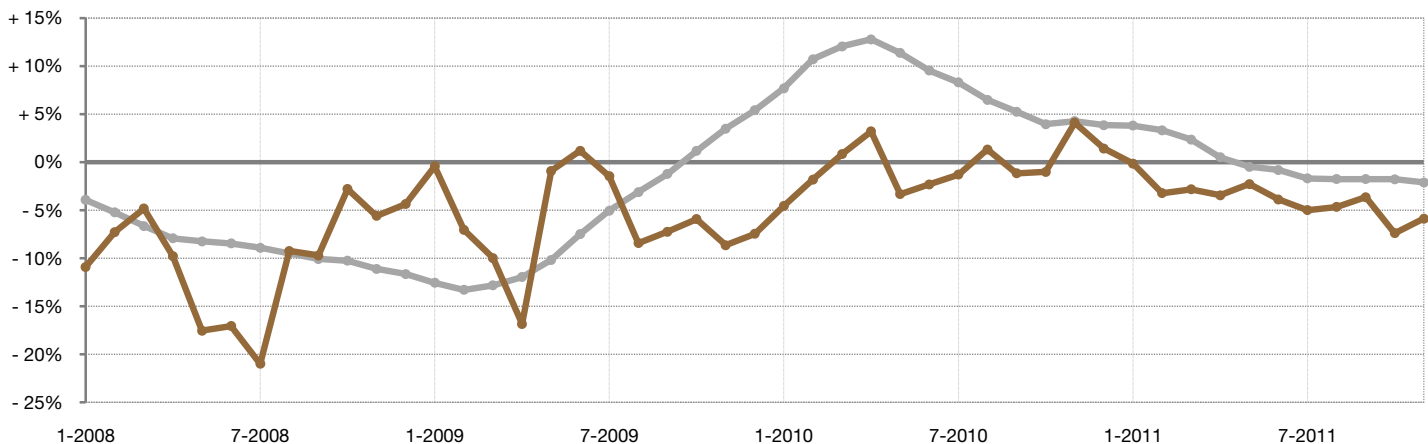
### Year to Date (YTD)

■ 2010 ■ 2011



### Change in Median Sold Price from Prior Year (6-Month Average)†

All MLS —  
Colorado Springs MSA —



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# Local Market Update – November 2011

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## Boulder MSA

Includes Boulder County

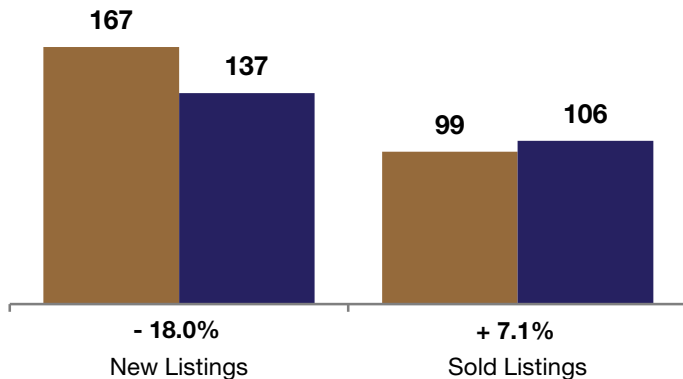
**- 18.0%**      **+ 7.1%**      **+ 2.9%**  
Change in New Listings      Change in Sold Listings      Change in Median Sales Price

	November			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	757	566	- 25.2%	--	--	--
Pending Sales*	17	26	+ 52.9%	--	--	--
Under Contract Listings	89	118	+ 32.6%	1,328	1,354	+ 2.0%
New Listings	167	137	- 18.0%	2,933	2,303	- 21.5%
Sold Listings	99	106	+ 7.1%	1,289	1,282	- 0.5%
Total Days on Market	97	93	- 3.9%	85	99	+ 16.5%
Median Sold Price**	\$295,000	\$303,625	+ 2.9%	\$292,000	\$290,000	- 0.7%
Average Sold Price**	\$330,655	\$348,543	+ 5.4%	\$358,242	\$364,807	+ 1.8%
Percent of Sold Price to List Price**	97.3%	96.6%	- 0.8%	97.1%	96.9%	- 0.3%

\* Pending Sales is a count of the number of homes that were in "pending" status at the end of the month. | \*\* Does not account for sale concessions and/or down payment assistance. This information was not available prior to January 2010. | Note: Activity for one month can sometimes look extreme due to small sample size.

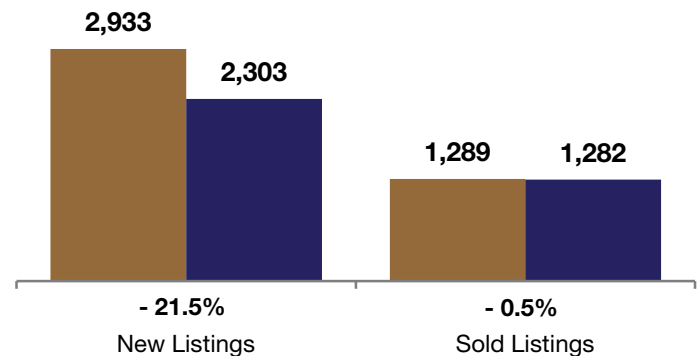
### November

■ 2010 ■ 2011



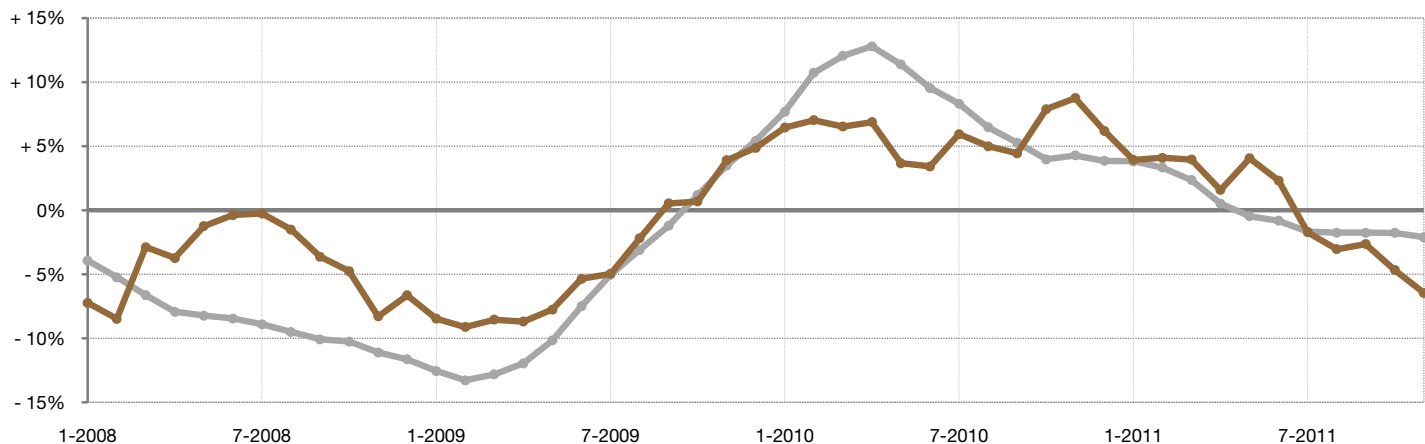
### Year to Date (YTD)

■ 2010 ■ 2011



### Change in Median Sold Price from Prior Year (6-Month Average)†

All MLS — Boulder MSA —



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# Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY 10K RESEARCH AND MARKETING  
SINGLE FAMILY LISTINGS ONLY – RESIDENTIAL AND CONDO



## Fort Collins-Loveland MSA

Includes Larimer County

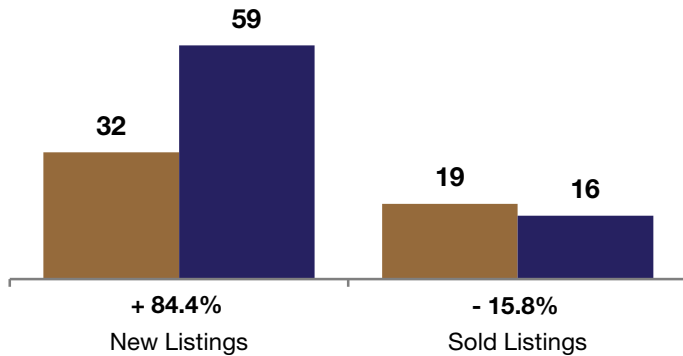
**+ 84.4%**      **- 15.8%**      **+ 3.8%**  
Change in New Listings      Change in Sold Listings      Change in Median Sales Price

	November			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	170	174	+ 2.4%	--	--	--
Pending Sales*	3	3	0.0%	--	--	--
Under Contract Listings	14	30	+ 114.3%	170	260	+ 52.9%
New Listings	32	59	+ 84.4%	473	481	+ 1.7%
Sold Listings	19	16	- 15.8%	164	221	+ 34.8%
Total Days on Market	134	94	- 29.6%	105	112	+ 6.8%
Median Sold Price**	\$226,400	<b>\$235,000</b>	+ 3.8%	\$199,950	<b>\$225,000</b>	+ 12.5%
Average Sold Price**	\$281,355	<b>\$235,548</b>	- 16.3%	\$262,512	<b>\$248,692</b>	- 5.3%
Percent of Sold Price to List Price**	98.2%	<b>94.2%</b>	- 4.1%	97.4%	<b>96.8%</b>	- 0.6%

\* Pending Sales is a count of the number of homes that were in "pending" status at the end of the month. | \*\* Does not account for sale concessions and/or down payment assistance. This information was not available prior to January 2010. | Note: Activity for one month can sometimes look extreme due to small sample size.

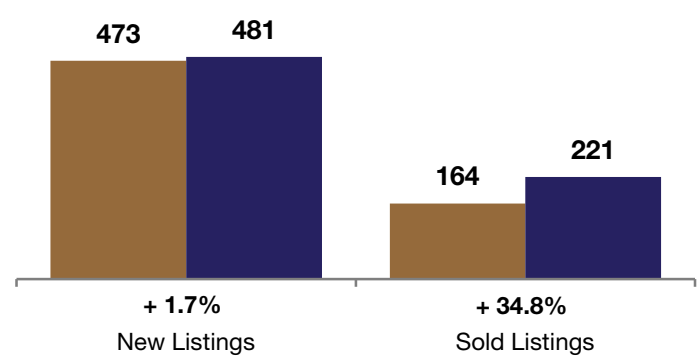
### November

■ 2010 ■ 2011



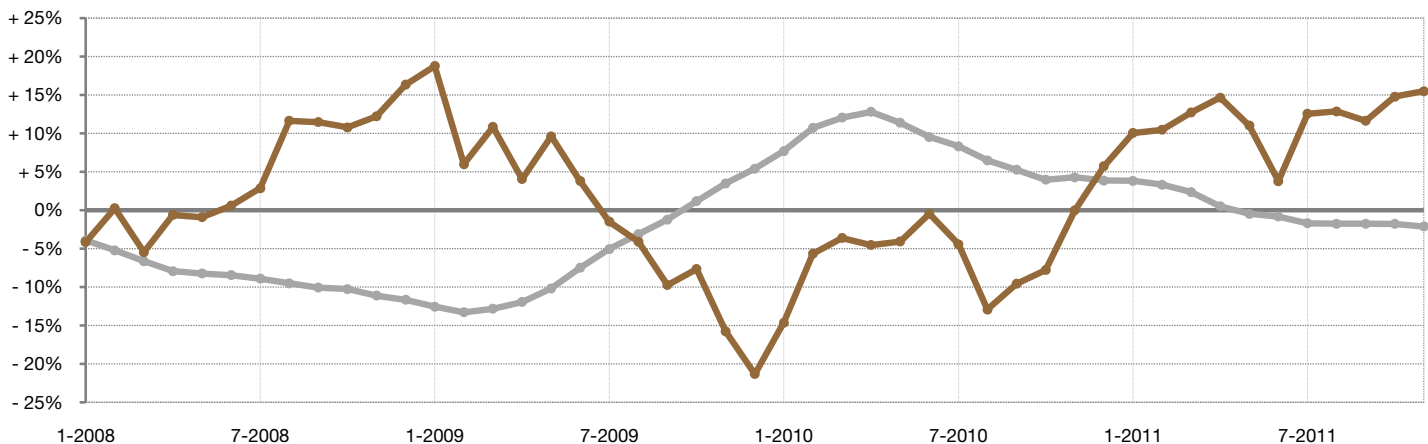
### Year to Date (YTD)

■ 2010 ■ 2011



### Change in Median Sold Price from Prior Year (6-Month Average)†

All MLS — All MLS  
Fort Collins-Loveland MSA — Fort Collins-Loveland MSA



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# Local Market Update – November 2011

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SINGLE FAMILY LISTINGS ONLY – RESIDENTIAL AND CONDO



## Greeley MSA

Includes Weld County

**- 39.5%**

Change in  
New Listings

**+ 6.0%**

Change in  
Sold Listings

**- 12.7%**

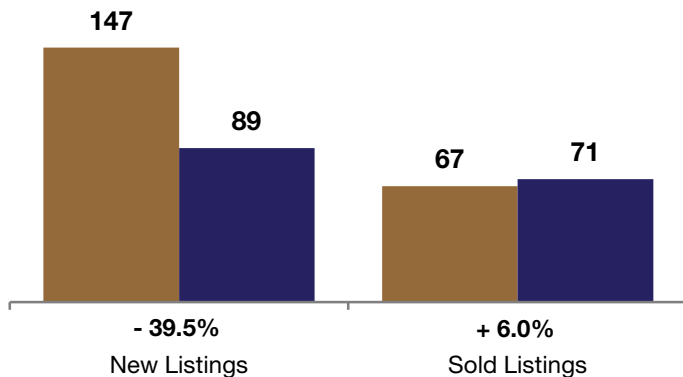
Change in  
Median Sales Price

	November			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	555	301	- 45.8%	--	--	--
Pending Sales*	23	38	+ 65.2%	--	--	--
Under Contract Listings	84	56	- 33.3%	966	943	- 2.4%
New Listings	147	89	- 39.5%	1,982	1,364	- 31.2%
Sold Listings	67	71	+ 6.0%	954	903	- 5.3%
Total Days on Market	83	82	- 1.4%	95	101	+ 5.8%
Median Sold Price**	\$189,900	\$165,850	- 12.7%	\$190,250	\$184,400	- 3.1%
Average Sold Price**	\$212,754	\$203,411	- 4.4%	\$210,208	\$203,549	- 3.2%
Percent of Sold Price to List Price**	97.3%	97.8%	+ 0.5%	98.0%	97.1%	- 0.9%

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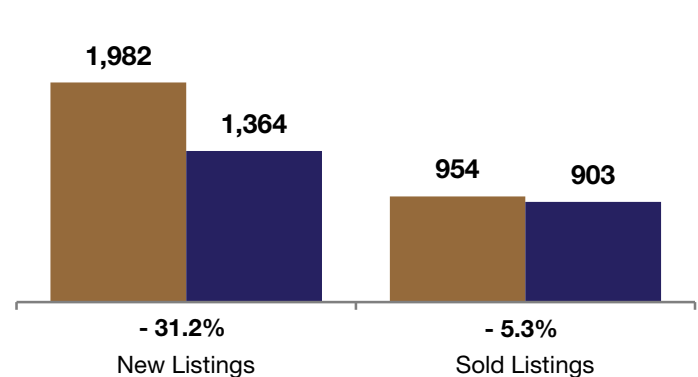
### November

■ 2010 ■ 2011



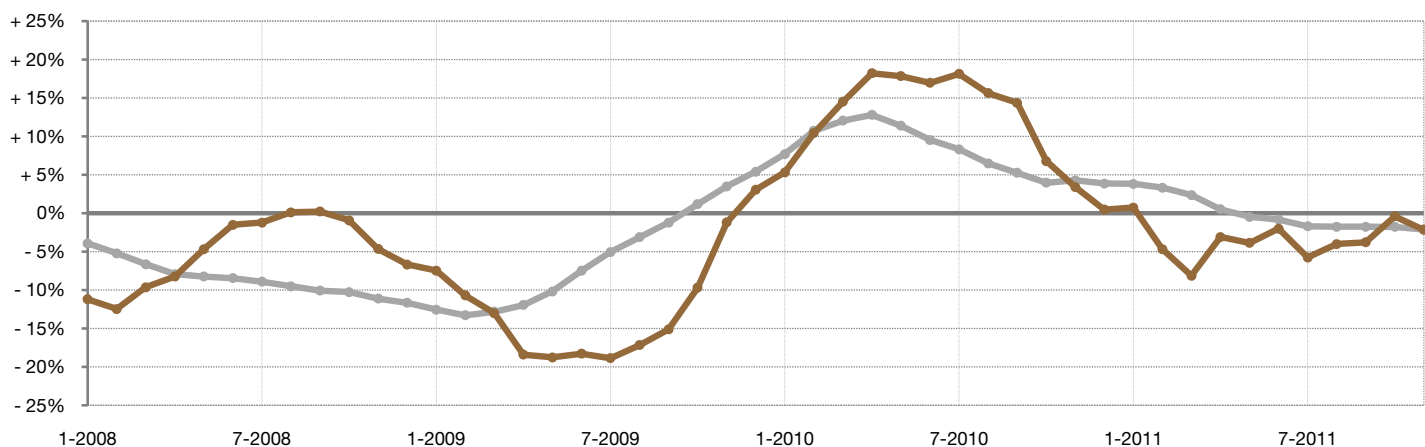
### Year to Date (YTD)

■ 2010 ■ 2011



### Change in Median Sold Price from Prior Year (6-Month Average)†

All MLS —  
Greeley MSA —



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