

## Zip Code: 80521

**David Timm**

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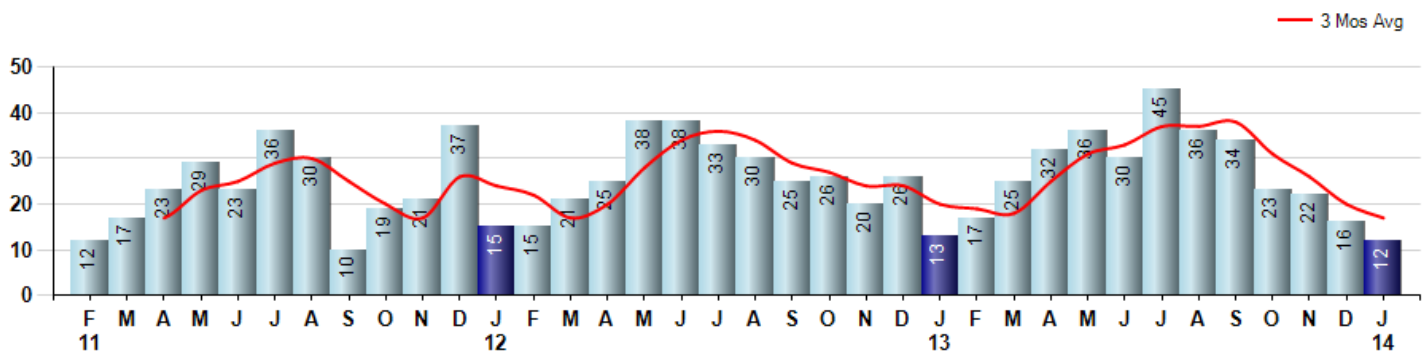
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$281,000	↑						
Average List Price of all Current Listings	\$337,252	↓						
January Median Sales Price	\$230,498	↓	↔	↑	↔	\$230,498	↑	↔
January Average Sales Price	\$261,914	↓	↓	↑	↓	\$261,914	↑	↓
Total Properties Currently for Sale (Inventory)	41	↑		↑				
January Number of Properties Sold	12	↓		↓		12	↔	
January Average Days on Market (Solds)	18	↓	↓	↓	↓	18	↓	↓
Asking Price per Square Foot (based on New Listings)	\$180	↑	↑	↑	↑	\$180	↑	↑
January Sold Price per Square Foot	\$151	↑	↓	↑	↓	\$151	↑	↓
January Month's Supply of Inventory	3-4	↑	↑	↑	↑	3-4	↑	↑
January Sale Price vs List Price Ratio	97.3%	↓	↓	↓	↓	97.3%	↓	↓

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

### Property Sales

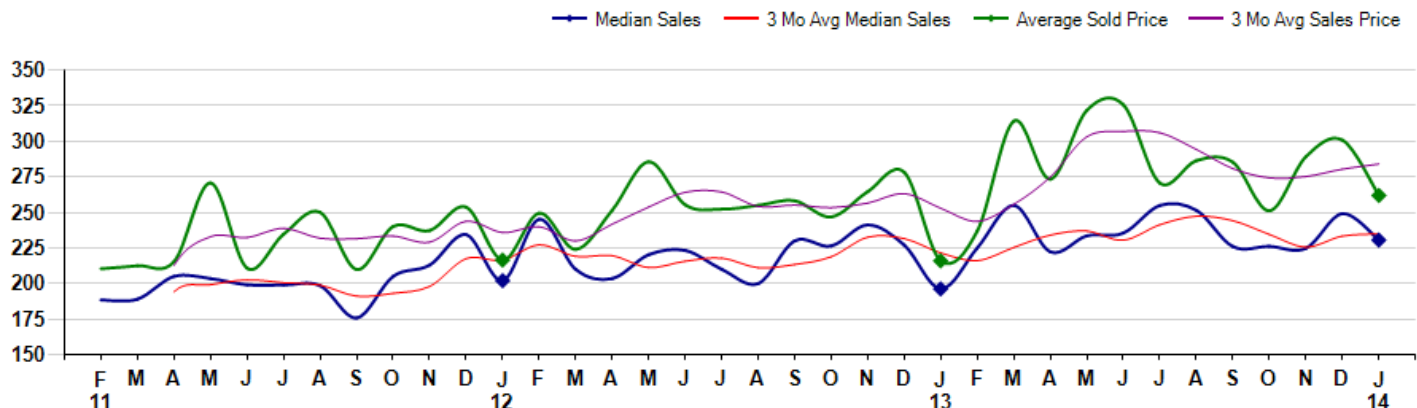
January Property sales were 12, down -7.7% from 13 in January of 2013 and -25.0% lower than the 16 sales last month. January 2014 sales were at their lowest level compared to January of 2013 and 2012. January YTD sales of 12 are running -7.7% behind last year's year-to-date sales of 13.



### Prices

The Median Sales Price in January was \$230,498, up 17.5% from \$196,200 in January of 2013 and down -7.5% from \$249,163 last month. The Average Sales Price in January was \$261,914, up 21.3% from \$215,923 in January of 2013 and down -13.0% from \$300,915 last month. January 2014 ASP was at highest level compared to January of 2013 and 2012.

Median means Middle (the same # of properties sold above and below Median) (000's)



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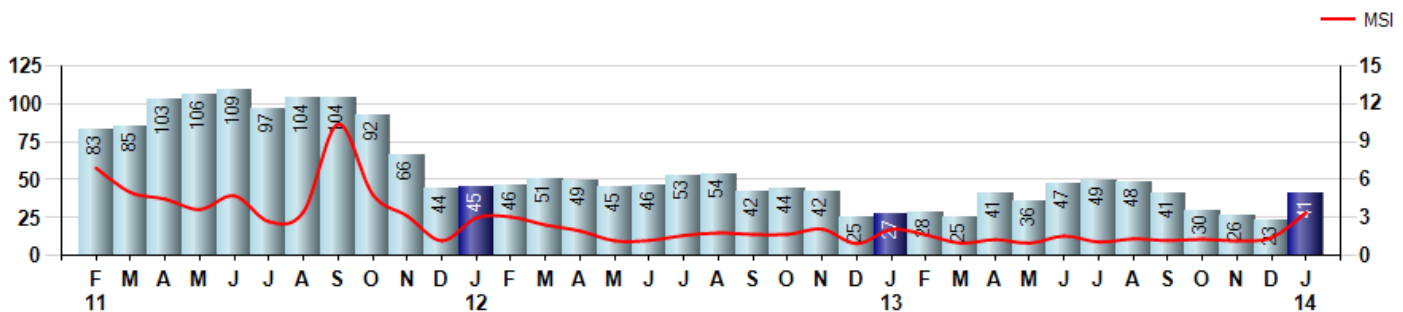
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### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 41, up 78.3% from 23 last month and up 51.9% from 27 in January of last year. January 2014 Inventory was at a mid range compared to January of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2014 MSI of 3.4 months was at its highest level compared with January of 2013 and 2012.

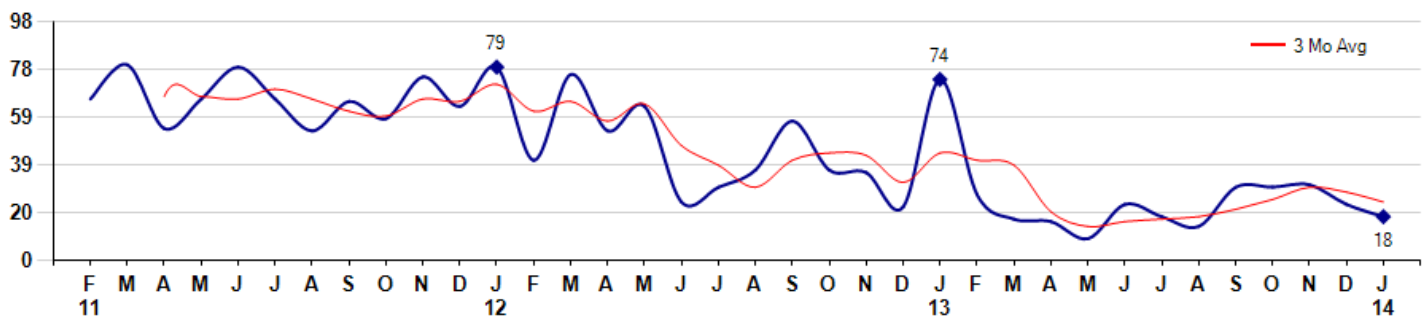
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### Market Time

The average Days On Market (DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for January was 18, down -21.7% from 23 days last month and down -75.7% from 74 days in January of last year. The January 2014 DOM was at its lowest level compared with January of 2013 and 2012.

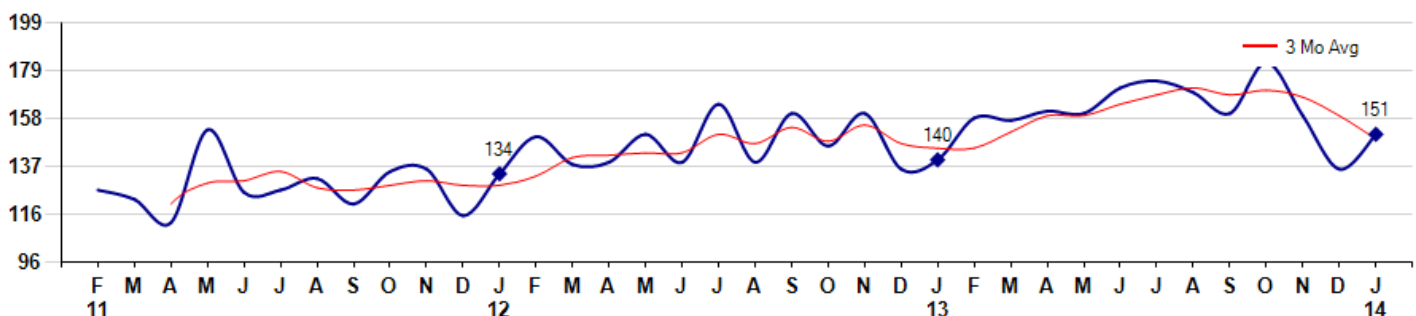
Average Days on Market (Listing to Contract) for properties sold during the month



### Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The January 2014 Selling Price per Square Foot of \$151 was up 11.0% from \$136 last month and up 7.9% from \$140 in January of last year.

Average Selling Price per Square Foot for properties that sold during the month



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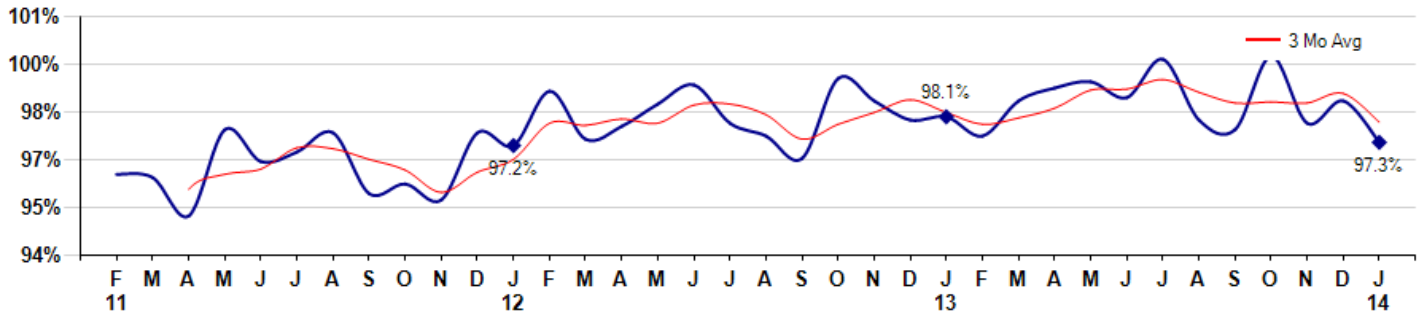


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### Selling Price vs Listing Price

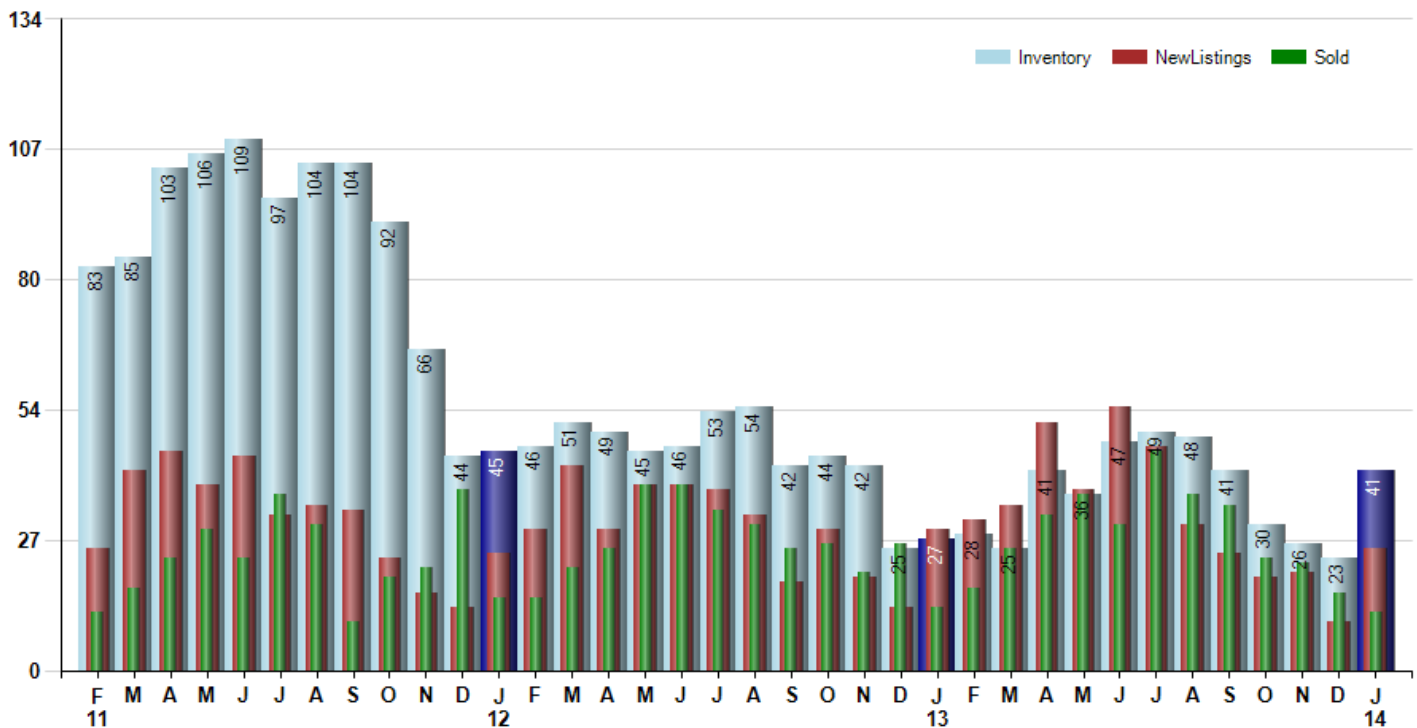
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The January 2014 Selling Price vs List Price of 97.3% was down from 98.6% last month and down from 98.1% in January of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



### Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in January 2014 was 25, up 150.0% from 10 last month and down -13.8% from 29 in January of last year.



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# MARKET ACTION REPORT

January 2014

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	F 11	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14
Homes Sold	12	17	23	29	23	36	30	10	19	21	37	15	15	21	25	38	38	33	30	25	26	20	26	13	17	25	32	36	30	45	36	34	23	22	16	12
3 Mo. Roll Avg			17	23	25	29	30	25	20	17	26	24	22	17	20	28	34	36	34	29	27	24	24	20	19	18	25	31	33	37	37	38	31	26	20	17

	(000's) F 11	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14
Median Sale Price	188	189	205	204	199	199	199	176	205	213	234	202	245	210	204	220	223	210	200	230	226	241	227	196	225	255	222	234	236	255	252	226	226	225	249	230
3 Mo. Roll Avg			194	199	203	201	199	191	193	198	217	216	227	219	220	211	216	218	211	213	219	233	232	221	216	225	234	237	230	241	247	244	235	226	233	235

	F 11	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14
Inventory	83	85	103	106	109	97	104	104	92	66	44	45	46	51	49	45	46	53	54	42	44	42	25	27	28	25	41	36	47	49	48	41	30	26	23	41
MSI	7	5	4	4	5	3	3	10	5	3	1	3	3	2	2	1	1	2	2	2	2	2	1	2	2	1	1	1	2	1	1	1	1	1	1	3

	F 11	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14
Days On Market	66	80	54	66	79	66	53	65	58	75	63	79	41	76	53	63	24	30	37	57	37	36	22	74	27	17	16	9	23	18	14	30	30	31	23	18
3 Mo. Roll Avg			67	67	66	70	66	61	59	66	65	72	61	65	57	64	47	39	30	41	44	43	32	44	41	39	20	14	16	17	18	21	25	30	28	24

	F 11	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14
Price per Sq Ft	127	123	113	153	126	127	132	121	135	136	116	134	150	138	139	151	139	164	139	160	146	160	136	140	158	157	161	160	171	174	169	160	182	159	136	151
3 Mo. Roll Avg			121	130	131	135	128	127	129	131	129	129	133	141	142	143	143	151	147	154	148	155	147	145	145	152	159	159	164	168	171	168	170	167	159	149

	F 11	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14
Sale to List Price	0.963	0.962	0.950	0.977	0.967	0.970	0.976	0.957	0.960	0.955	0.976	0.972	0.989	0.974	0.978	0.985	0.991	0.979	0.975	0.968	0.993	0.986	0.980	0.981	0.975	0.986	0.990	0.992	0.987	0.999	0.980	0.977	1.000	0.979	0.986	0.973
3 Mo. Roll Avg			0.958	0.963	0.965	0.971	0.971	0.968	0.964	0.957	0.964	0.968	0.979	0.978	0.980	0.979	0.985	0.985	0.982	0.974	0.979	0.982	0.986	0.982	0.979	0.981	0.984	0.989	0.990	0.993	0.989	0.985	0.986	0.985	0.988	0.979

	F 11	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14
New Listings	25	41	45	38	44	32	34	33	23	16	13	24	29	42	29	38	38	37	32	18	29	19	13	29	31	34	51	37	54	46	30	24	19	20	10	25
Inventory	83	85	103	106	109	97	104	104	92	66	44	45	46	51	49	45	46	53	54	42	44	42	25	27	28	25	41	36	47	49	48	41	30	26	23	41
Sales	12	17	23	29	23	36	30	10	19	21	37	15	15	21	25	38	38	33	30	25	26	20	26	13	17	25	32	36	30	45	36	34	23	22	16	12

	(000's) F 11	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14
Avg Sale Price	210	212	215	271	211	235	250	210	240	237	254	216	249	224	252	286	255	252	255	258	247	265	278	216	237	314	273	322	326	271	286	285	251	289	301	262
3 Mo. Roll Avg			213	233	232	239	232	232	233	229	244	236	240	230	242	254	264	264	254	255	253	257	263	253	244	256	275	303	307	306	294	281	274	275	280	284

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