

## Zip Code: 80526

**David Timm**

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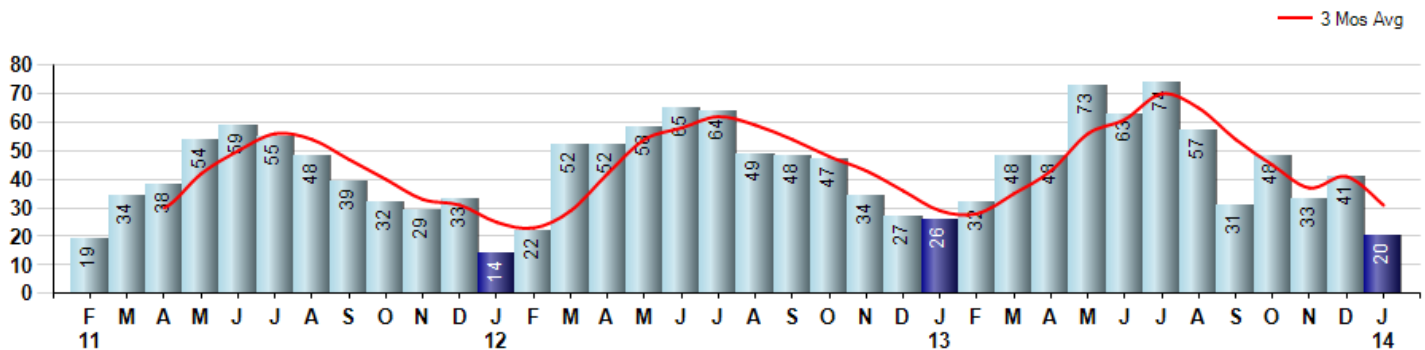
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$302,000	↓		↑				
Average List Price of all Current Listings	\$374,966	↓		↑				
January Median Sales Price	\$226,000	↓	↓	↔	↓	\$226,000	↔	↓
January Average Sales Price	\$255,002	↓		↑	↓	\$255,002	↑	↓
Total Properties Currently for Sale (Inventory)	72	↑		↑				
January Number of Properties Sold	20	↓		↓		20	↔	
January Average Days on Market (Solds)	71	↑	↑	↑	↑	71	↑	↑
Asking Price per Square Foot (based on New Listings)	\$134	↓	↓	↑	↑	\$134	↑	↑
January Sold Price per Square Foot	\$136	↑	↑	↑	↑	\$136	↑	↑
January Month's Supply of Inventory	3.6	↑	↑	↑	↑	3.6	↑	↑
January Sale Price vs List Price Ratio	97.1%	↓	↓	↔	↓	97.2%	↔	↓

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

### Property Sales

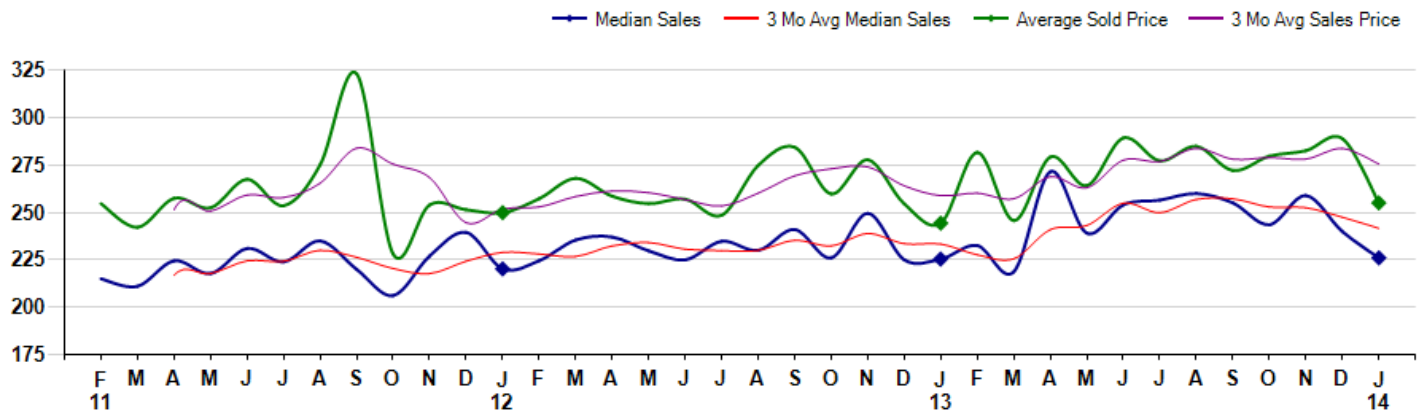
January Property sales were 20, down -23.1% from 26 in January of 2013 and -51.2% lower than the 41 sales last month. January 2014 sales were at a mid level compared to January of 2013 and 2012. January YTD sales of 20 are running -23.1% behind last year's year-to-date sales of 26.



### Prices

The Median Sales Price in January was \$226,000, up 0.3% from \$225,400 in January of 2013 and down -5.8% from \$239,900 last month. The Average Sales Price in January was \$255,002, up 4.4% from \$244,286 in January of 2013 and down -11.7% from \$288,920 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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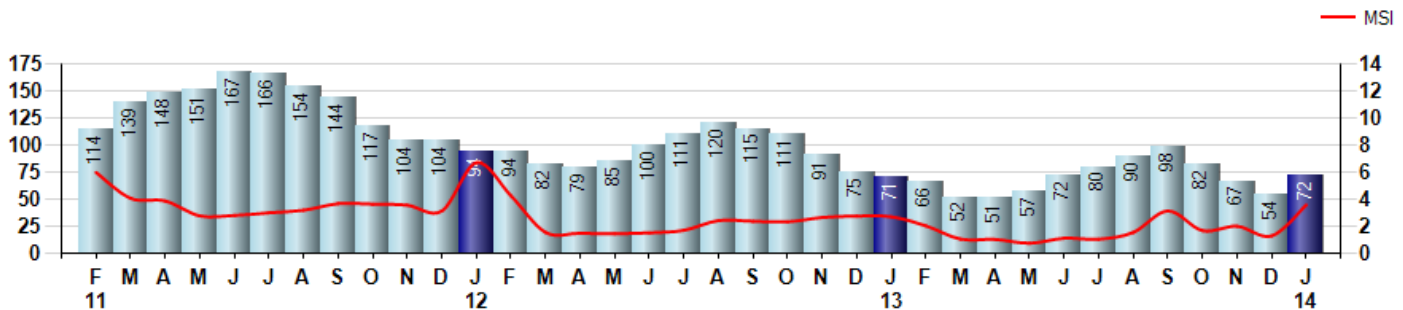
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### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 72, up 33.3% from 54 last month and up 1.4% from 71 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 3.6 months was at a mid range compared with January of 2013 and 2012.

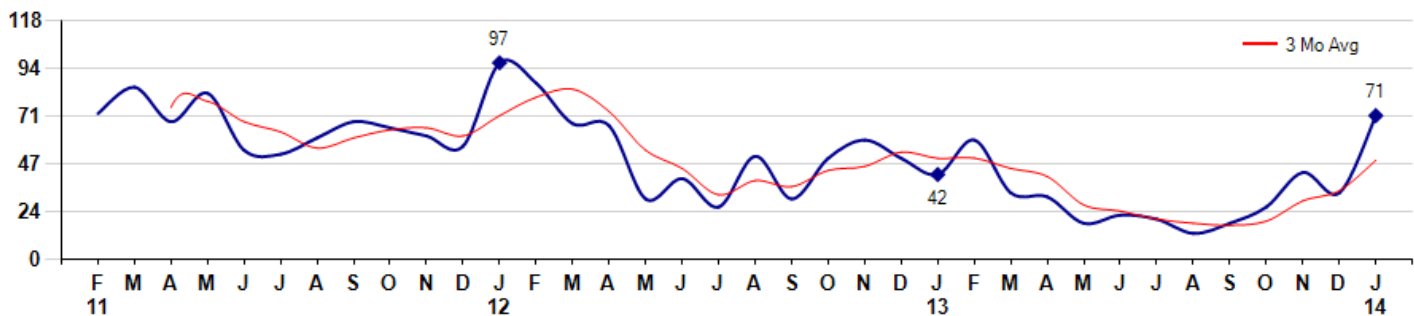
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 71, up 115.2% from 33 days last month and up 69.0% from 42 days in January of last year. The January 2014 DOM was at a mid range compared with January of 2013 and 2012.

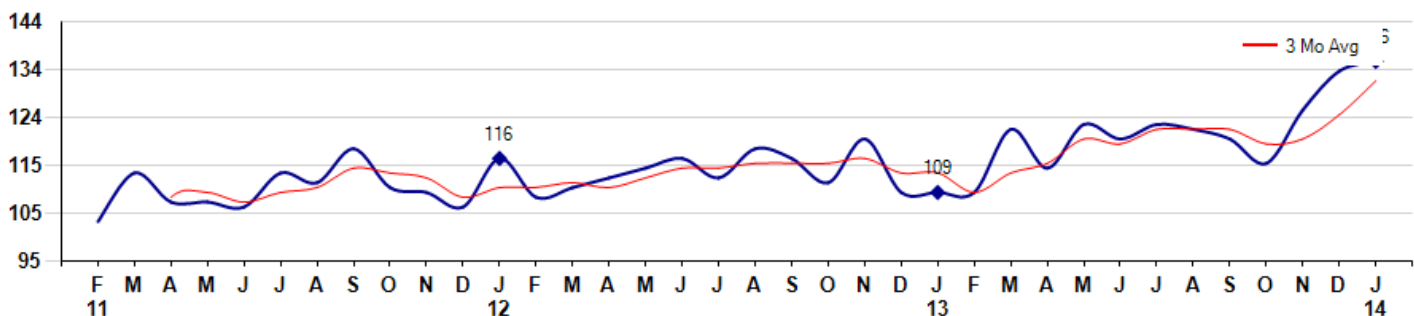
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 \$136 was up 1.5% from \$134 last month and up 24.8% from \$109 in January of last year.

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



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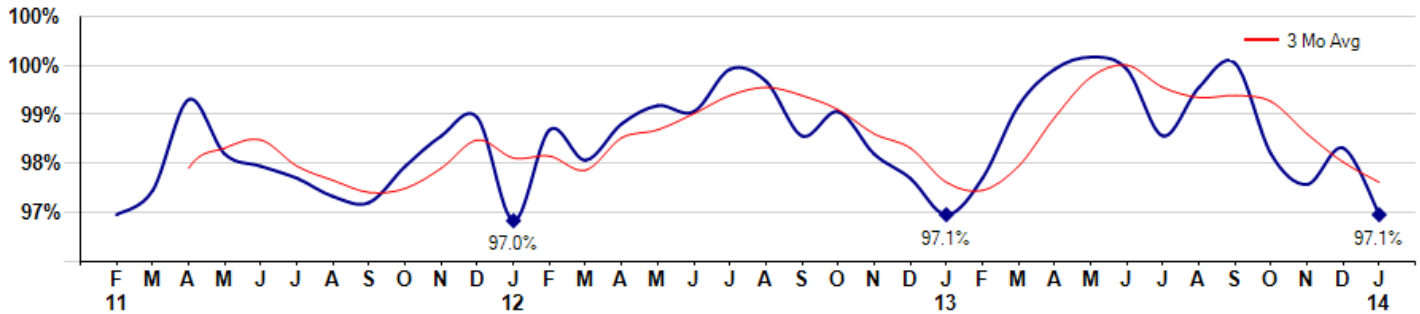


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### Selling Price vs Listing Price

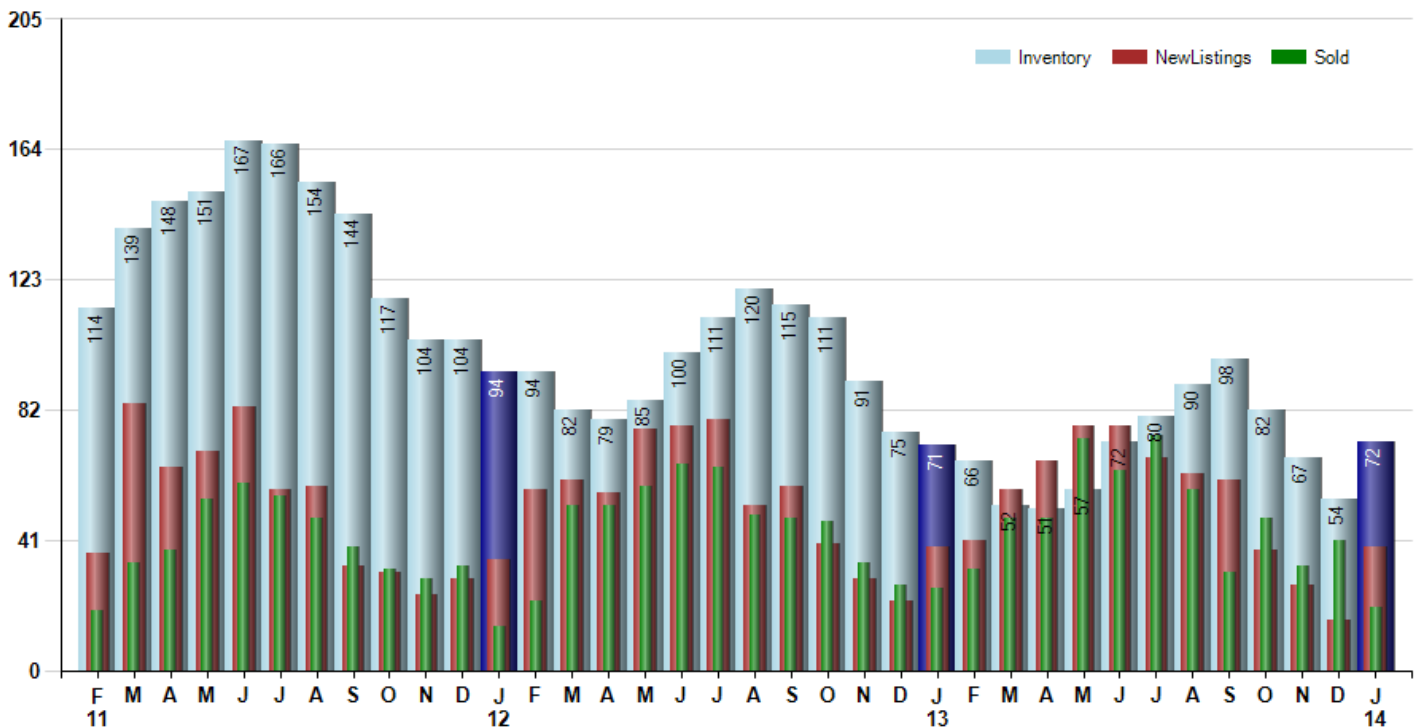
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The January 2014 Selling Price vs List Price of 97.1% was down from 98.2% last month and equal to 97.1% 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 39, up 143.8% from 16 last month and equal to 39 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	19	34	38	54	59	55	48	39	32	29	33	14	22	52	52	58	65	64	49	48	47	34	27	26	32	48	48	73	63	74	57	31	48	33	41	20
3 Mo. Roll Avg			30	42	50	56	54	47	40	33	31	25	23	29	42	54	58	62	59	54	48	43	36	29	28	35	43	56	61	70	65	54	45	37	41	31

	(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	215	211	225	218	231	224	235	220	206	227	240	220	225	235	237	230	225	235	230	241	226	250	225	225	233	219	272	239	254	257	260	255	244	259	240	226
3 Mo. Roll Avg			217	218	224	224	230	226	220	218	224	229	228	227	232	234	231	230	230	235	232	239	234	233	228	226	241	243	255	250	257	257	253	252	247	242

	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	114	139	148	151	167	166	154	144	117	104	104	94	94	82	79	85	100	111	120	115	111	91	75	71	66	52	51	57	72	80	90	98	82	67	54	72
MSI	6	4	4	3	3	3	3	4	4	4	3	7	4	2	2	1	2	2	2	2	2	3	3	3	2	1	1	1	1	1	2	3	2	2	1	4

	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	72	85	68	82	54	52	60	68	65	61	56	97	87	67	66	30	40	26	51	30	50	59	50	42	59	33	31	18	22	20	13	18	26	43	33	71
3 Mo. Roll Avg			75	78	68	63	55	60	64	65	61	71	80	84	73	54	45	32	39	36	44	46	53	50	50	45	41	27	24	20	18	17	19	29	34	49

	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	103	113	107	107	106	113	111	118	110	109	106	116	108	110	112	114	116	112	118	116	111	120	109	109	109	122	114	123	120	123	122	120	115	126	134	136
3 Mo. Roll Avg			108	109	107	109	110	114	113	112	108	110	110	111	110	112	114	114	115	115	116	113	113	109	113	115	120	119	122	122	122	119	120	125	132	

	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	0.971	0.975	0.990	0.981	0.979	0.977	0.974	0.973	0.979	0.984	0.987	0.970	0.985	0.980	0.986	0.989	0.988	0.995	0.993	0.984	0.988	0.981	0.977	0.971	0.977	0.989	0.995	0.997	0.995	0.984	0.992	0.996	0.981	0.976	0.982	0.971
3 Mo. Roll Avg			0.979	0.982	0.983	0.979	0.977	0.975	0.979	0.983	0.980	0.981	0.978	0.984	0.985	0.988	0.991	0.992	0.991	0.988	0.984	0.982	0.976	0.975	0.979	0.987	0.994	0.996	0.992	0.990	0.991	0.990	0.984	0.980	0.976	

	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	37	84	64	69	83	57	58	33	31	24	29	35	57	60	56	76	77	79	52	58	40	29	22	39	41	57	66	77	77	67	62	60	38	27	16	39
Inventory	114	139	148	151	167	166	154	144	117	104	104	94	94	82	79	85	100	111	120	115	111	91	75	71	66	52	51	57	72	80	90	98	82	67	54	72
Sales	19	34	38	54	59	55	48	39	32	29	33	14	22	52	52	58	65	64	49	48	47	34	27	26	32	48	48	73	63	74	57	31	48	33	41	20

	(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	255	242	257	252	267	254	275	323	228	254	251	250	257	268	259	255	257	249	275	284	260	278	255	244	282	246	279	264	289	277	285	272	280	283	289	255
3 Mo. Roll Avg			251	251	259	258	265	284	275	268	244	252	253	258	261	260	257	253	260	269	273	274	264	259	260	257	269	263	278	277	284	278	279	278	284	275

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