

Zip Code: 80550

David Timm

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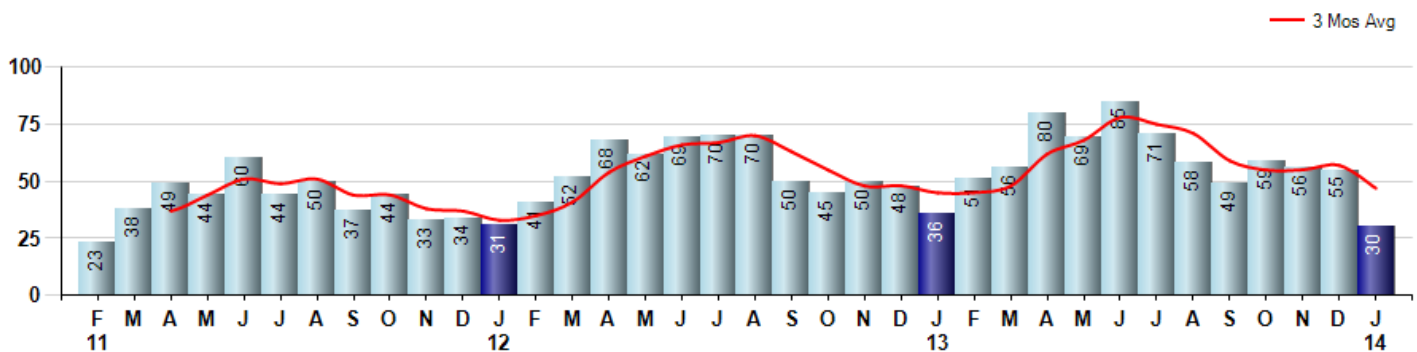
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$417,195	↑		↑				
Average List Price of all Current Listings	\$494,672	→		↑				
January Median Sales Price	\$235,000	↓	↓	↓	↓	\$235,000	↓	↓
January Average Sales Price	\$322,714	↓	↓	↑	↑	\$322,714	↑	↑
Total Properties Currently for Sale (Inventory)	179	↑		↓				
January Number of Properties Sold	30	↓		↓		30	→	
January Average Days on Market (Solds)	96	↑	↑	↑	↑	96	↑	↑
Asking Price per Square Foot (based on New Listings)	\$111	↑	↑	↑	↑	\$111	↑	↑
January Sold Price per Square Foot	\$101	→	↓	↑	↑	\$101	↑	↑
January Month's Supply of Inventory	6.0	↑	↑	↑	↑	6.0	↑	↑
January Sale Price vs List Price Ratio	98.6%	→	↓	↓	↓	99.9%	↑	↑

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

Property Sales

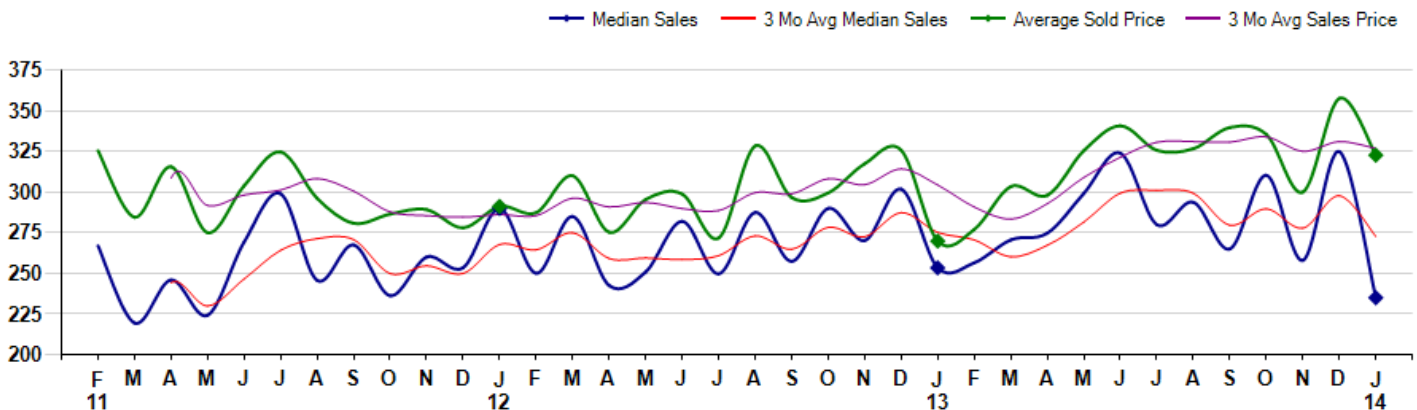
January Property sales were 30, down -16.7% from 36 in January of 2013 and -45.5% lower than the 55 sales last month. January 2014 sales were at their lowest level compared to January of 2013 and 2012. January YTD sales of 30 are running -16.7% behind last year's year-to-date sales of 36.



Prices

The Median Sales Price in January was \$235,000, down -7.3% from \$253,375 in January of 2013 and down -27.7% from \$324,900 last month. The Average Sales Price in January was \$322,714, up 19.6% from \$269,824 in January of 2013 and down -9.8% from \$357,723 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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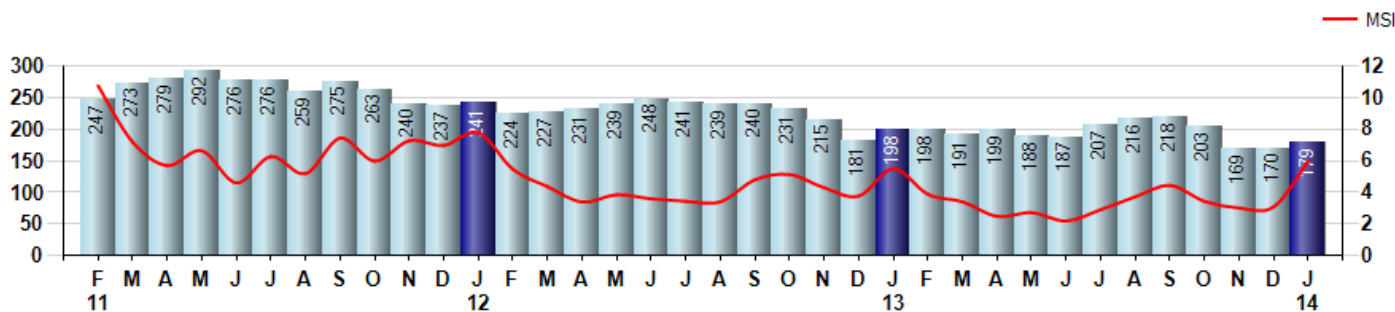
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 179, up 5.3% from 170 last month and down -9.6% from 198 in January of last year. January 2014 Inventory was at the lowest level 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 6.0 months was at a mid range compared with January of 2013 and 2012.

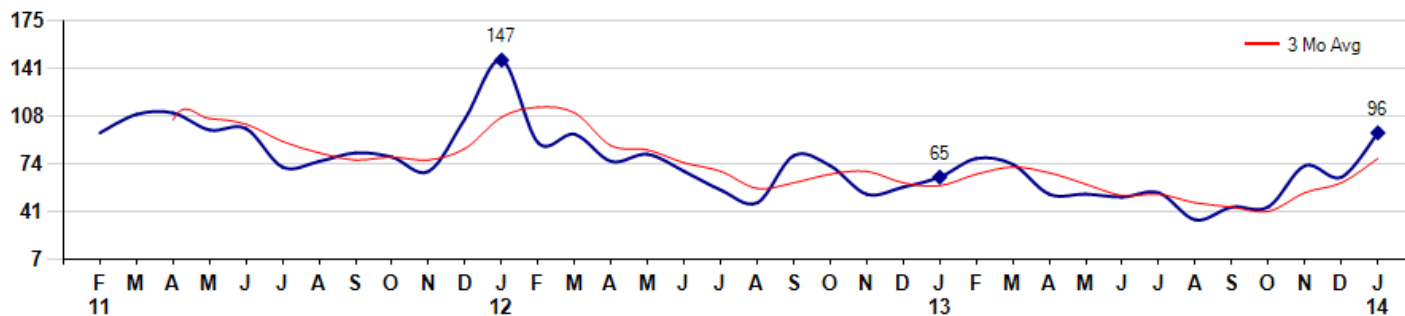
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 96, up 47.7% from 65 days last month and up 47.7% from 65 days in January of last year. The January 2014 DOM was at a mid range compared with January of 2013 and 2012.

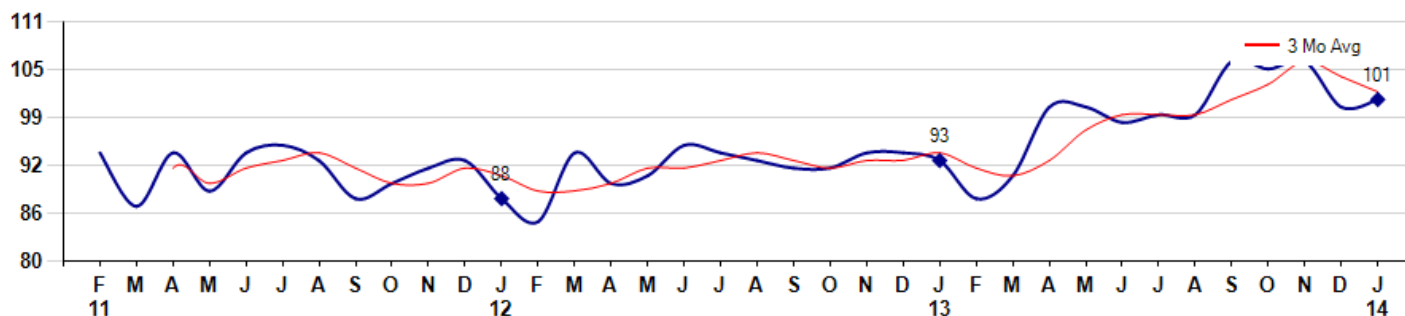
Average Days on Market(Listing to Contract) for properties sold during the month



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 \$101 was up 1.0% from \$100 last month and up 8.6% from \$93 in January of last year.

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



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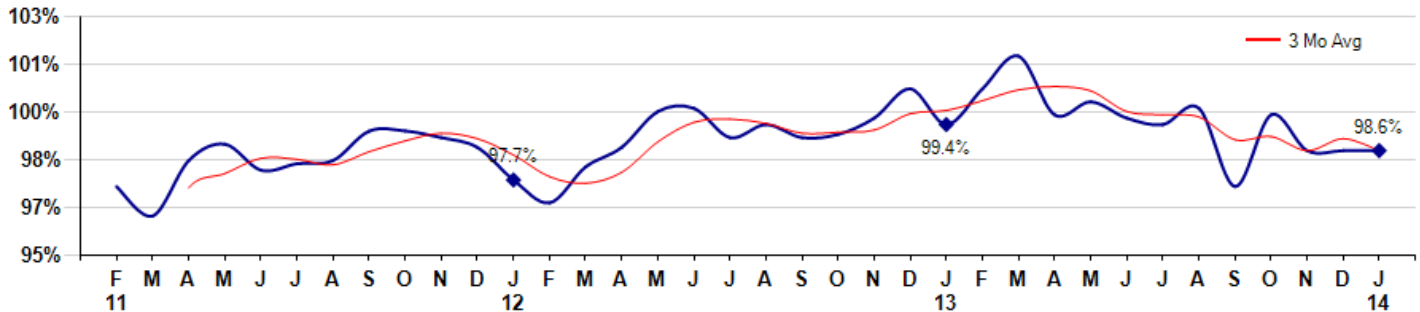


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Selling Price vs Listing Price

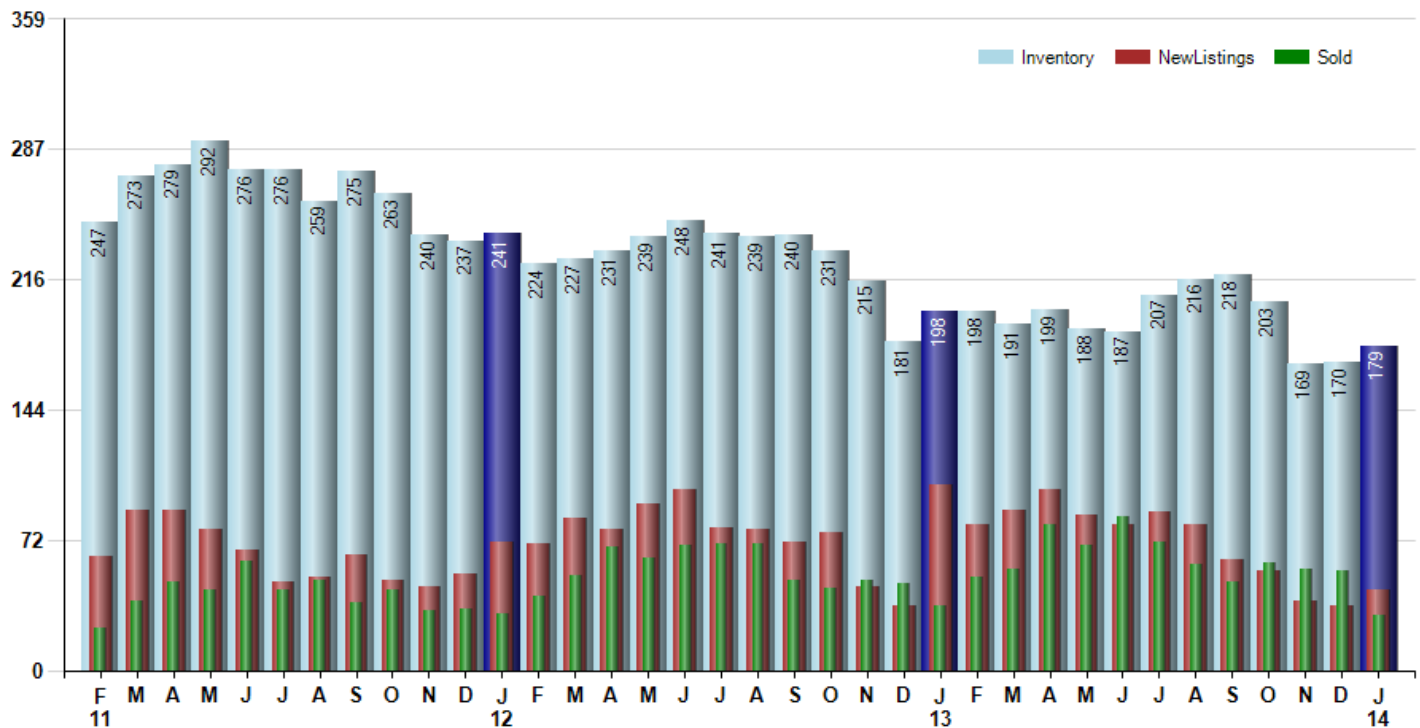
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The January 2014 Selling Price vs List Price of 98.6% was equal to 98.6% last month and down from 99.4% 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 44, up 22.2% from 36 last month and down -56.9% from 102 in January of last year.



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	23	38	49	44	60	44	50	37	44	33	34	31	41	52	68	62	69	70	70	50	45	50	48	36	51	56	80	69	85	71	58	49	59	56	55	30
3 Mo. Roll Avg			37	44	51	49	51	44	44	38	37	33	35	41	54	61	66	67	70	63	55	48	48	45	45	48	62	68	78	75	71	59	55	55	57	47

	(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	267	219	246	224	269	299	246	268	236	260	253	290	250	285	243	251	282	250	287	257	290	270	302	253	257	271	275	299	324	280	294	265	310	258	325	235
3 Mo. Roll Avg			244	230	246	264	271	271	250	255	250	268	264	275	259	259	258	261	273	265	278	273	287	275	271	260	267	282	299	301	299	280	290	278	298	273

	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	247	273	279	292	276	276	259	275	263	240	237	241	224	227	231	239	248	241	239	240	231	215	181	198	198	191	199	188	187	207	216	218	203	169	170	179
MSI	11	7	6	7	5	6	5	7	6	7	7	8	5	4	3	4	4	3	3	5	5	4	4	6	4	3	2	3	2	3	4	4	3	3	3	6

	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	96	109	110	98	99	72	76	82	79	69	106	147	89	95	76	81	69	56	47	80	73	53	58	65	78	74	53	53	51	54	35	44	44	73	65	96
3 Mo. Roll Avg			105	106	102	90	82	77	79	77	85	107	114	110	87	84	75	69	57	61	67	69	61	59	67	72	68	60	52	53	47	44	41	54	61	78

	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	94	87	94	89	94	95	93	88	90	92	93	88	85	94	90	91	95	94	93	92	92	94	94	93	88	91	100	100	98	99	99	106	105	106	100	101
3 Mo. Roll Avg			92	90	92	93	94	92	90	90	92	91	89	89	90	92	92	93	94	93	92	93	93	94	92	91	93	97	99	99	101	103	106	104	102	

	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	0.975	0.966	0.983	0.988	0.980	0.982	0.983	0.992	0.992	0.990	0.987	0.977	0.970	0.981	0.987	0.998	0.999	0.990	0.994	0.990	0.991	0.996	1.005	0.994	1.005	1.015	0.997	1.001	0.996	0.994	0.999	0.975	0.997	0.986	0.986	0.986
3 Mo. Roll Avg			0.975	0.979	0.984	0.983	0.982	0.986	0.989	0.991	0.990	0.985	0.978	0.976	0.979	0.989	0.995	0.996	0.994	0.991	0.992	0.992	0.997	0.998	1.001	1.005	1.006	1.004	0.998	0.997	0.996	0.989	0.990	0.986	0.990	0.986

	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	63	88	88	78	66	49	51	64	50	46	53	71	70	84	78	92	100	79	78	71	76	46	36	102	80	88	100	86	80	87	80	61	55	38	36	44
Inventory	247	273	279	292	276	276	259	275	263	240	237	241	224	227	231	239	248	241	239	240	231	215	181	198	198	191	199	188	187	207	216	218	203	169	170	179
Sales	23	38	49	44	60	44	50	37	44	33	34	31	41	52	68	62	69	70	70	50	45	50	48	36	51	56	80	69	85	71	58	49	59	56	55	30

	(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	326	285	316	275	304	325	296	281	286	289	278	291	287	310	275	295	299	272	328	297	300	318	326	270	277	303	298	325	341	326	327	340	335	300	358	323
3 Mo. Roll Avg			309	292	298	301	308	301	288	286	285	286	286	296	291	294	290	289	300	299	308	305	314	304	291	283	293	309	321	331	331	331	334	325	331	327

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