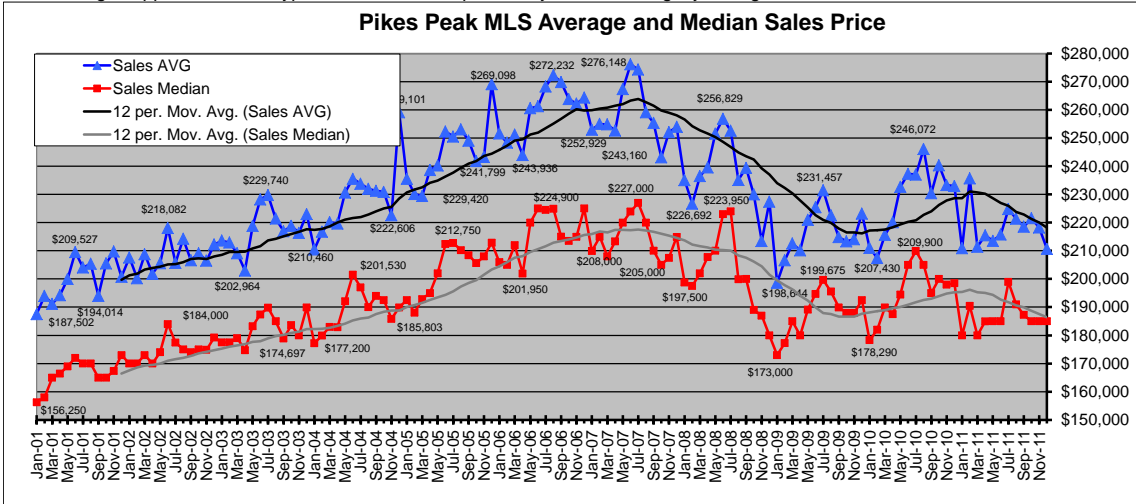


# Pikes Peak area housing Market Statistics

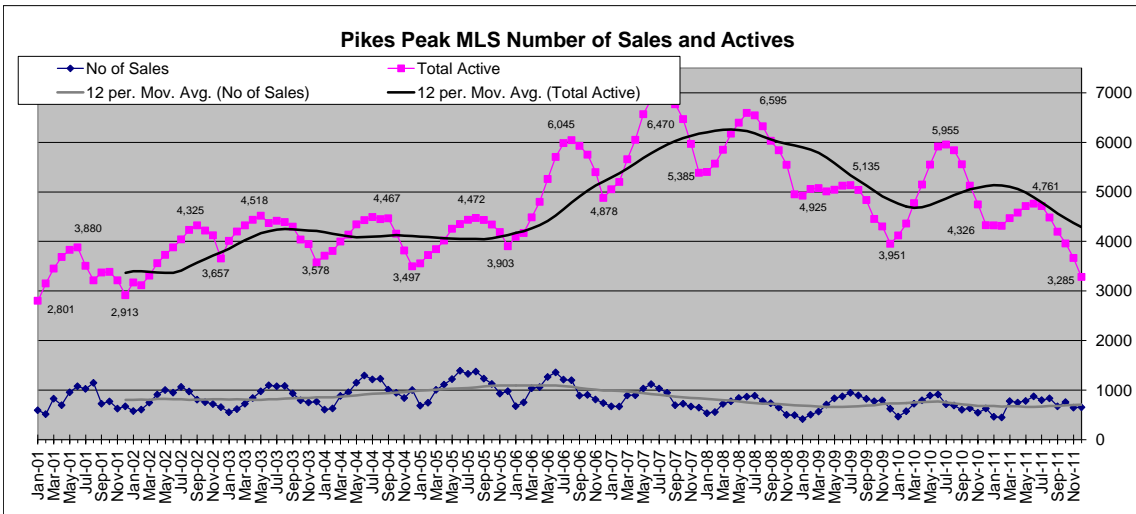
(As of: 12/31/2011)

We have acquired data from the Pikes Peak MLS system and other sources and created various graphs to help us (and you) understand the market conditions and trends in the Pikes Peak residential real estate marketplace.

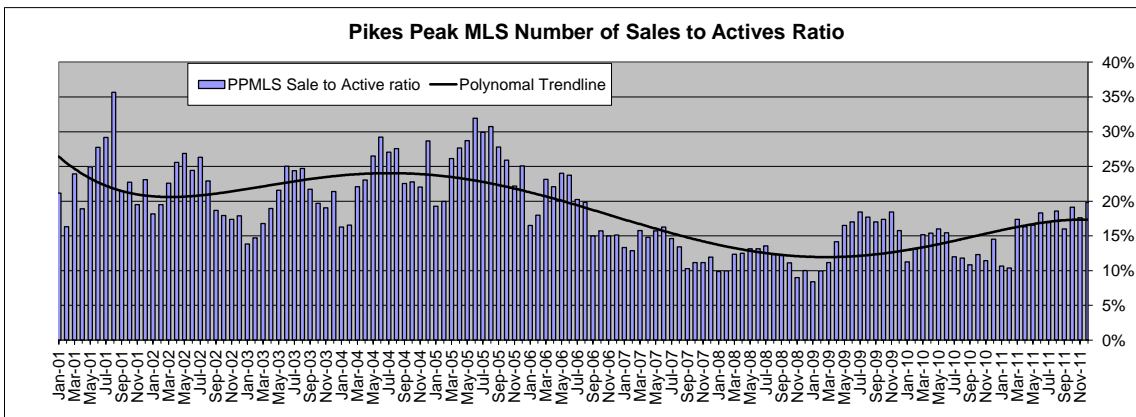
The following chart documents the changes in average and median sale price trends: The traditional Winter decreases from the summer highs appear to be the typical losses seen in previous years, if not slightly stronger.



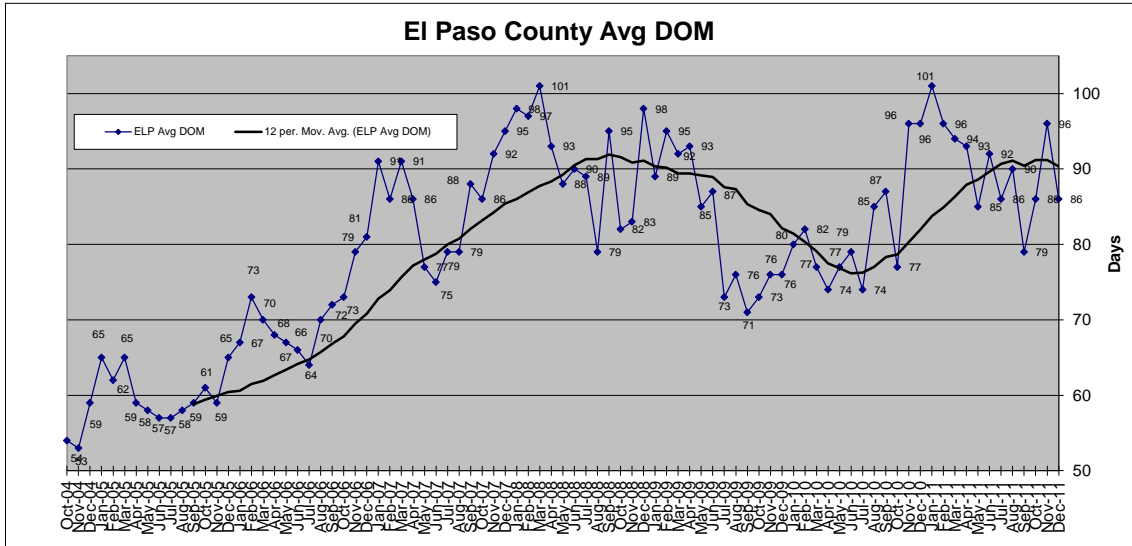
This next graph shows seasonal swings of active listings and sales. Note the lack of summer season actives coming onto the market in 2009 and again in 2011. Sales volume has been on a downward trend since 2006



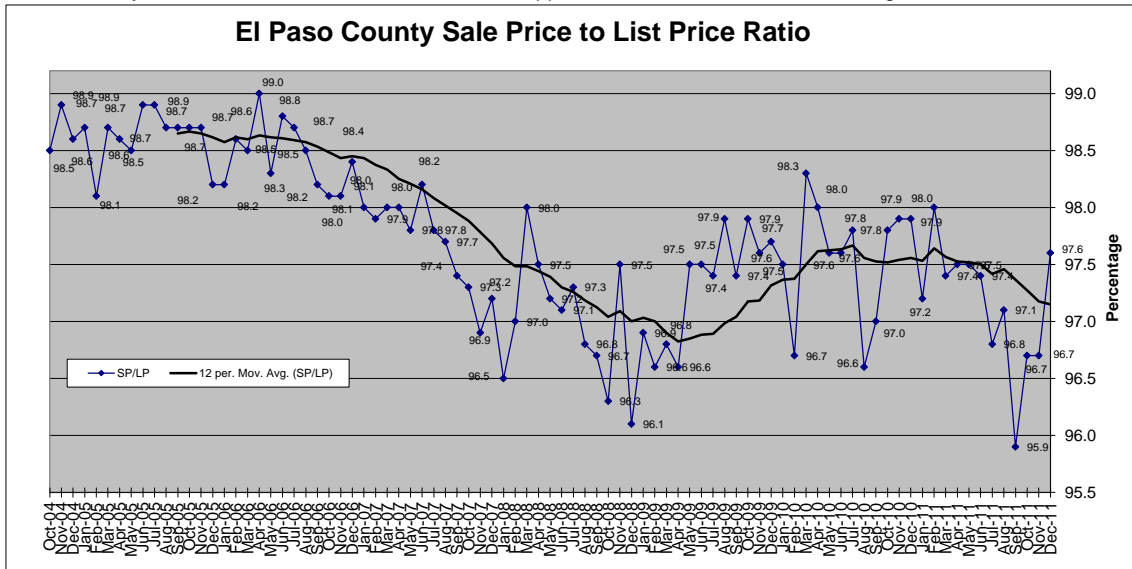
The following chart calculates the ratio of the number sales to the number of actives.



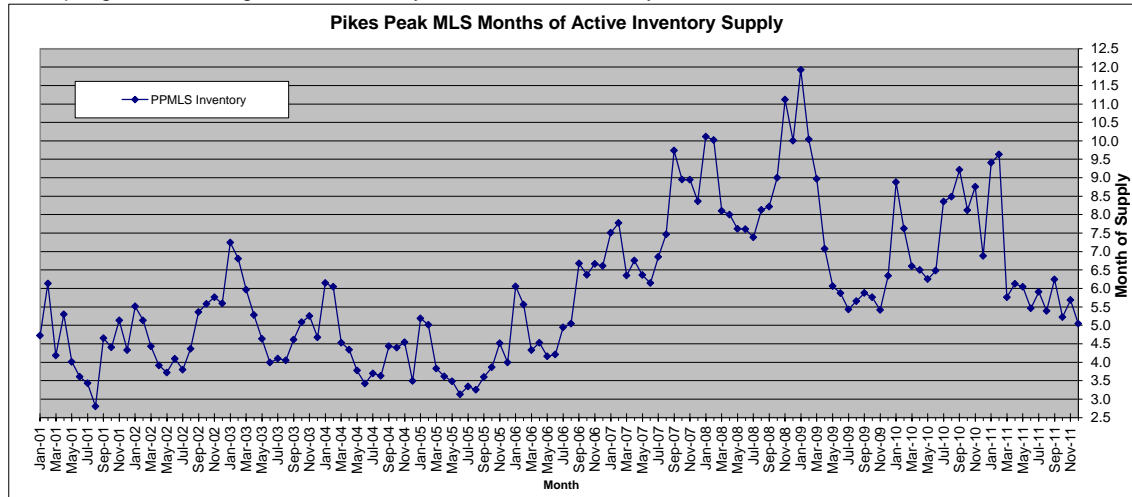
This chart shows the average Days On Market for sales by month in El Paso County. After decreasing in 2009 and the first 1/2 of 2010, marketing time has increased and is approaching highs not seen since 2008.



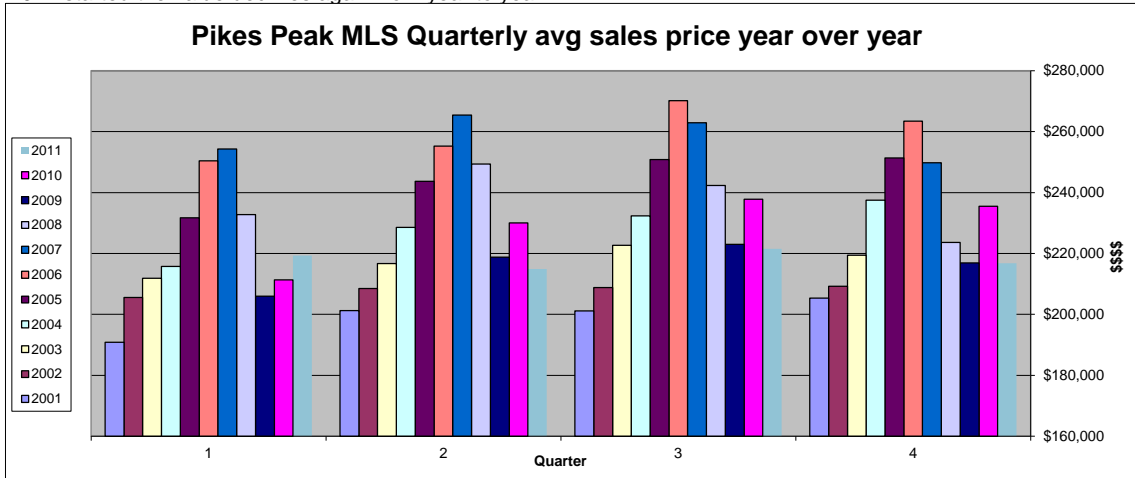
The chart below shows the average sale price to list price ratio expressed as a percentage for El Paso County. After a mostly stable trend for most of 2010, the ratio appears to be on a downward trend again in 2011.



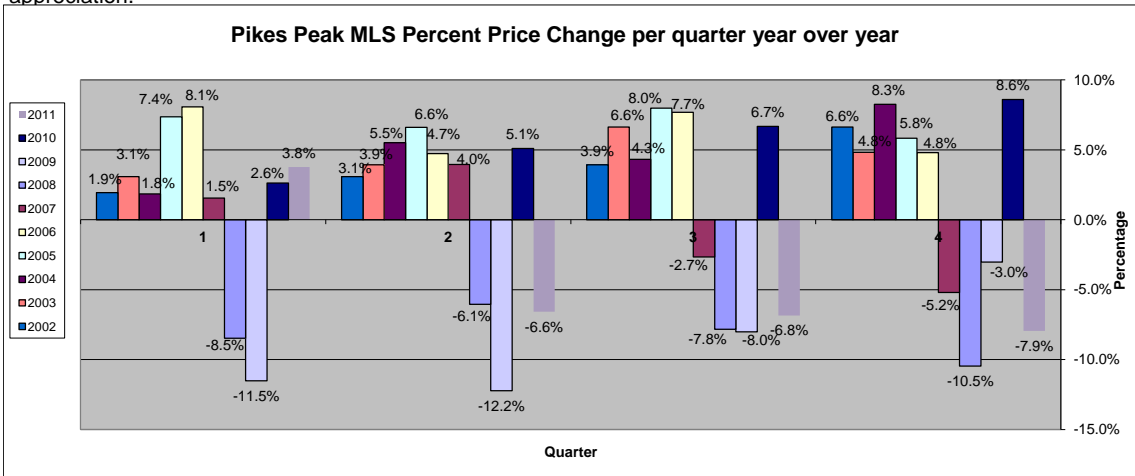
The chart below shows the available inventory supply absorption rate (months required to sell active listings). The spring of 2011 brought lower inventory levels and less volatility from month to month.



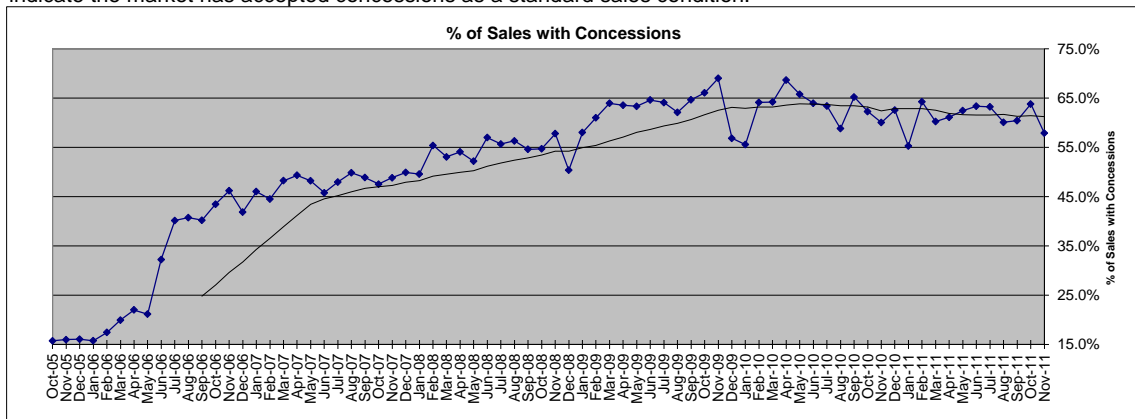
The graph below shows the average quarterly sale price compared to the same time period for the prior years. Q3 2007 has shown the first decline in 7 years, after increases for each quarter throughout 2010, 2nd quarter of 2011 started the value declines again from year to year.



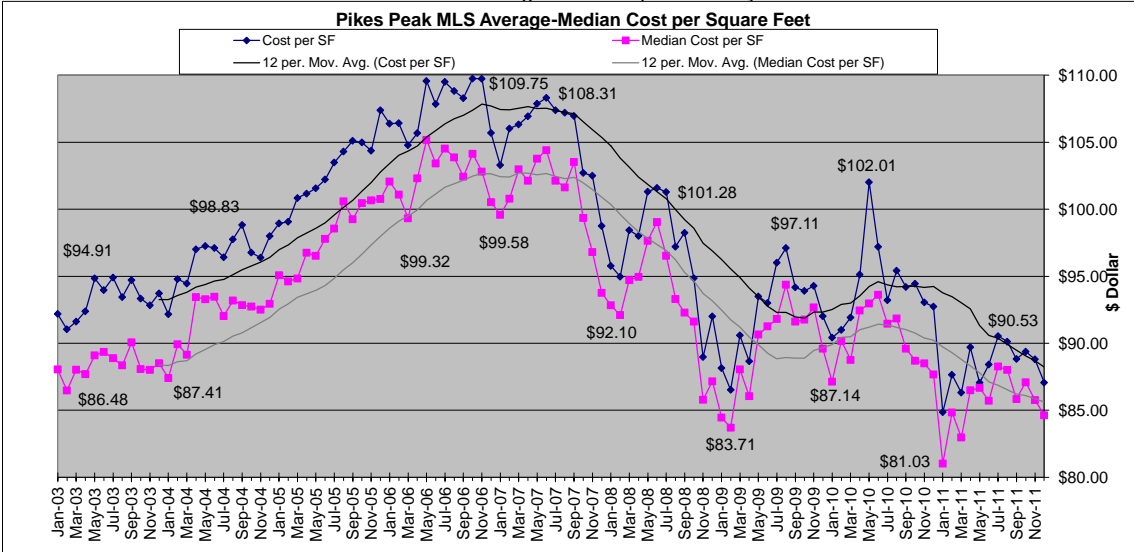
The graph below shows the quarterly sale price change expressed as a percentage when compared to the previous quarter. After positive price changes throughout all of 2010, the 2nd quarter of 2011 once again shows negative appreciation.



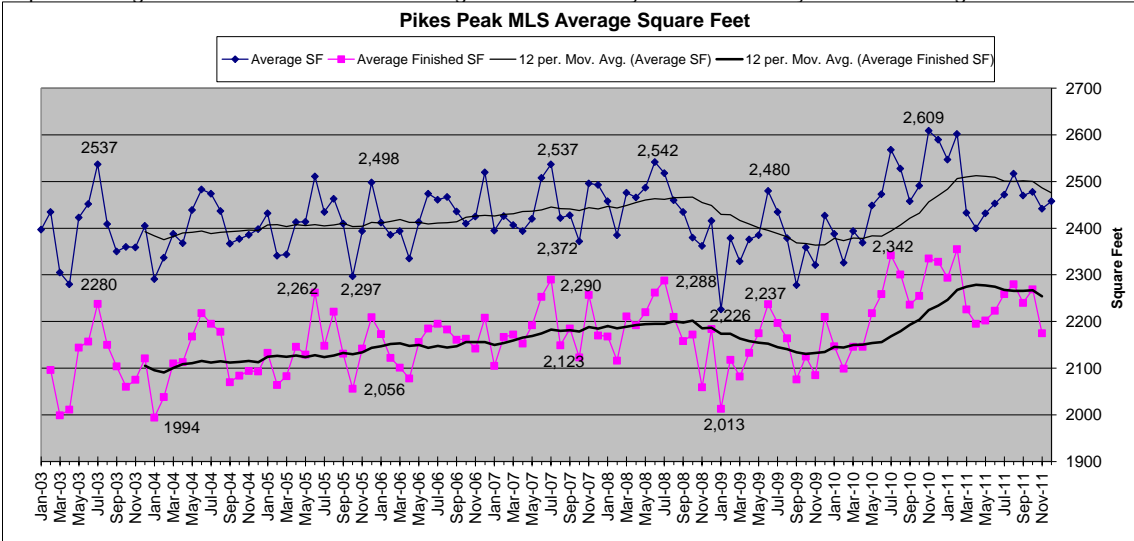
This chart shows the change in concessions over the last 6 years. In 2006 PPMLS required Listing Agents to enter concessions into the database. The continued upward trend may indicate the market has accepted concessions as a standard sales condition.



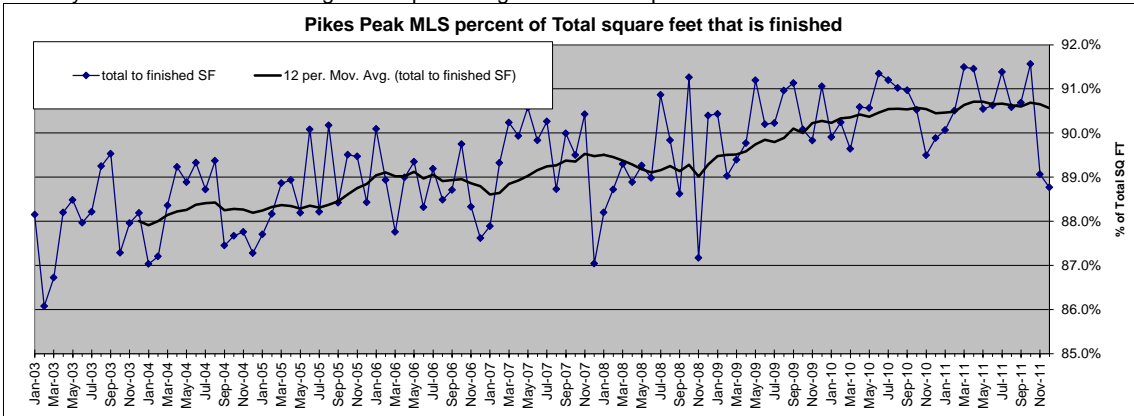
The chart below shows the average and median cost per square foot for the Pikes Peak Region. The variations in the last 48 months have erased the gains of the previous 5 years.



This next chart shows the change in the total and finished square feet of homes sold in the Pikes Peak market. Square footage increases since 2009 indicate greater affordability that enables buyers to afford larger homes.



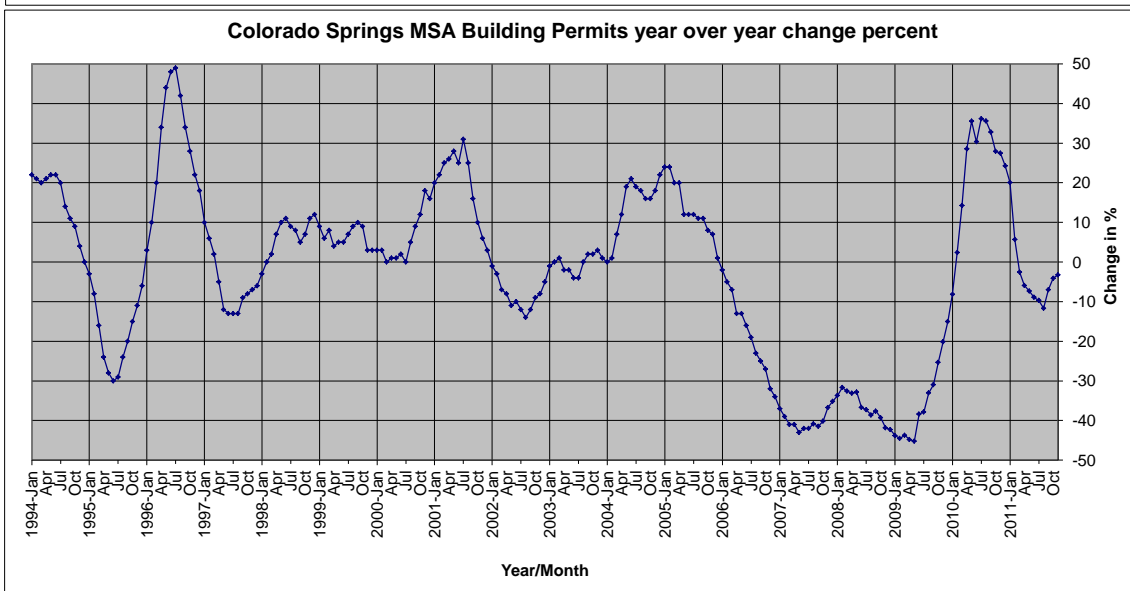
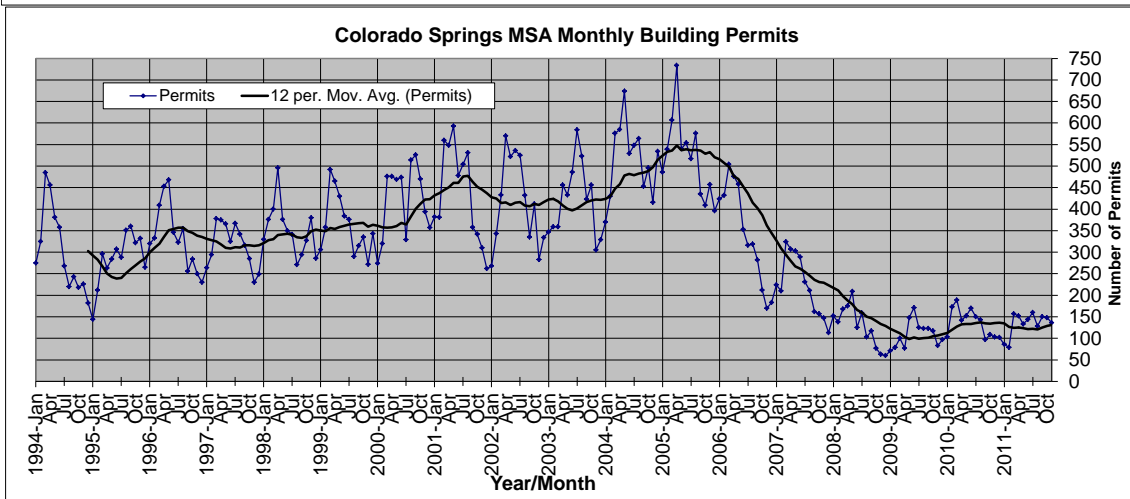
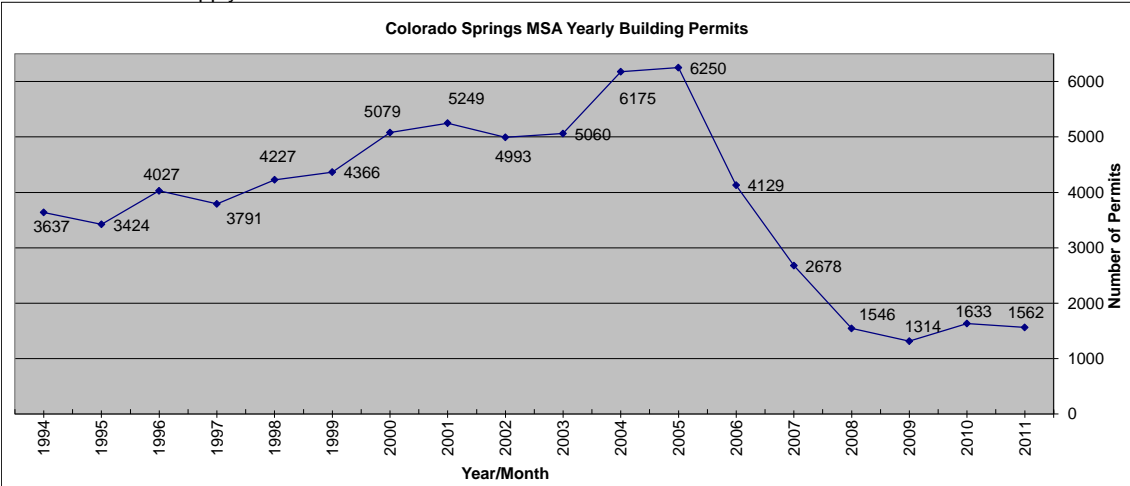
Below you will find the slow change in the percentage of finished square feet of homes in the market.



## Colorado Springs MSA Area Building Permits

(as of 12/31/2011)

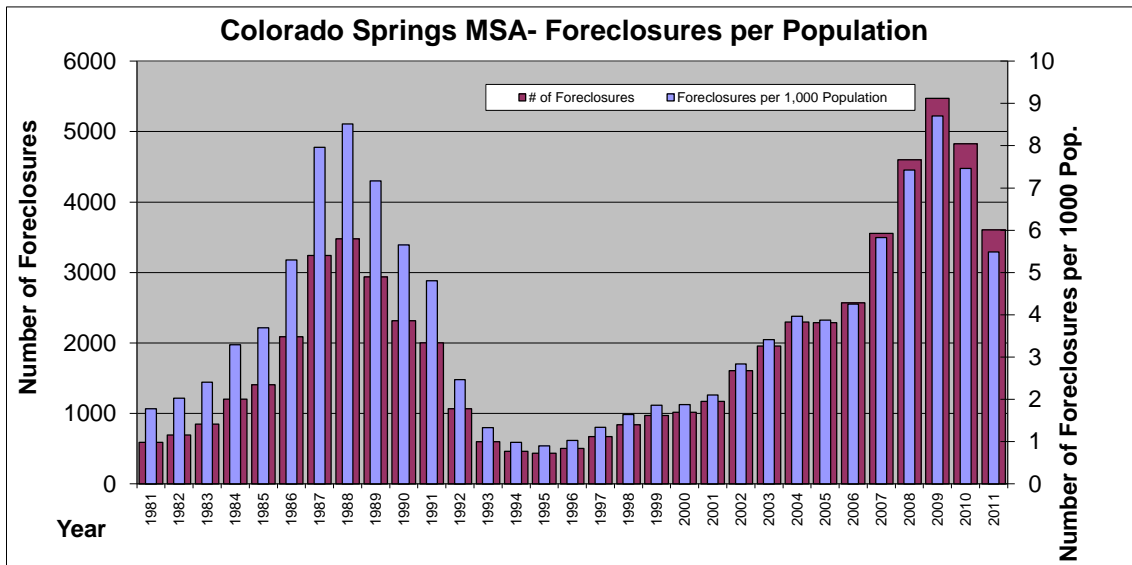
Building permits also allow us to understand the input of new construction into the marketplace and its level of change year over year. It shows the builders have responded to the poor market conditions and will reduce the effects of an oversupply of new homes in the future.



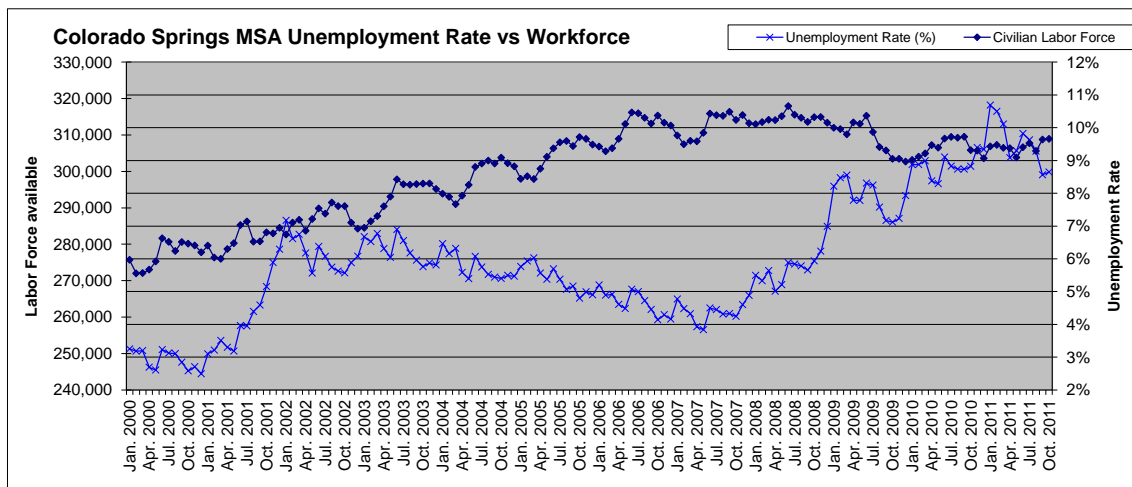
## Foreclosures for the Colorado Springs MSA

(As of 12/31/2011)

In an attempt to compare the number of foreclosures in El Paso County over time (thick bar), population needs to be taken into account for a more accurate comparison. Therefore, the Foreclosures per Population graph shows that the increased foreclosure properties in the last few years are above what the Pikes Peak area experienced in the late 1980's.



This final chart shows the current unemployment numbers and the number of workers available in the Colorado Springs Area. Notice how this areas economy has not grown the workforce since 2006.



Some of the above graphs/data are based on information from the Pikes Peak REALTOR Services Corp. ("RSC"). RSC does not guarantee or is in any way responsible for its accuracy. Data maintained by RSC may not reflect all real estate activity in the market. The analysis and associated charts may not be reproduced or distributed without written consent of Colorado Appraisal Advantage, Inc.