

# Local Market Updates

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



## County

December 2011

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## Adams County

**- 46.0%**

Change in  
New Listings

**- 0.9%**

Change in  
Sold Listings

**- 0.7%**

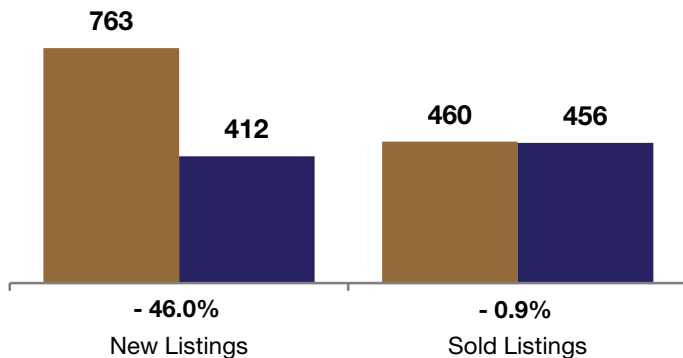
Change in  
Median Sales Price

	December			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	2,326	<b>1,225</b>	- 47.3%	--	--	--
Pending Sales*	111	<b>316</b>	+ 184.7%	--	--	--
Under Contract Listings	349	<b>458</b>	+ 31.2%	5,540	5,803	+ 4.7%
New Listings	763	<b>412</b>	- 46.0%	13,035	<b>7,778</b>	- 40.3%
Sold Listings	460	<b>456</b>	- 0.9%	5,696	<b>5,442</b>	- 4.5%
Total Days on Market	107	<b>100</b>	- 6.5%	78	<b>98</b>	+ 25.1%
Median Sold Price**	\$156,350	<b>\$155,300</b>	- 0.7%	\$159,625	<b>\$154,000</b>	- 3.5%
Average Sold Price**	\$181,151	<b>\$172,644</b>	- 4.7%	\$177,181	<b>\$172,378</b>	- 2.7%
Percent of Sold Price to List Price**	97.3%	<b>97.8%</b>	+ 0.5%	98.5%	<b>97.7%</b>	- 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.

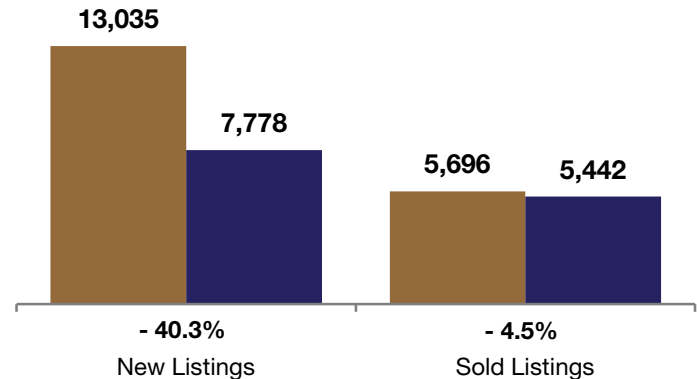
### December

■ 2010 ■ 2011



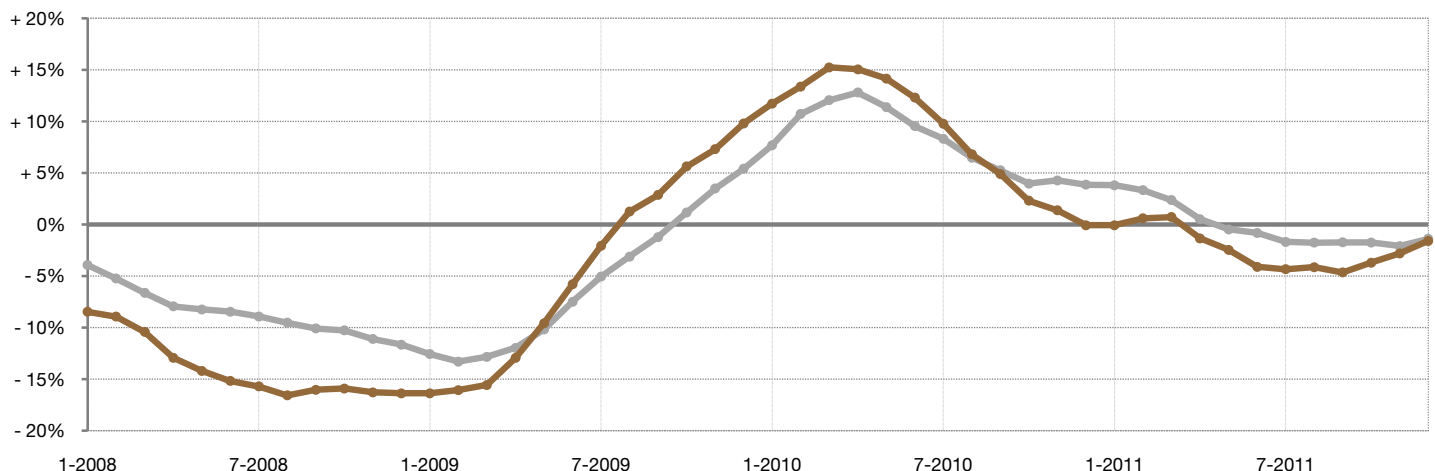
### Year to Date (YTD)

■ 2010 ■ 2011



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

All MLS — Adams 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®.

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## Arapahoe County

**- 53.2%**

Change in  
New Listings

**+ 4.3%**

Change in  
Sold Listings

**+ 1.1%**

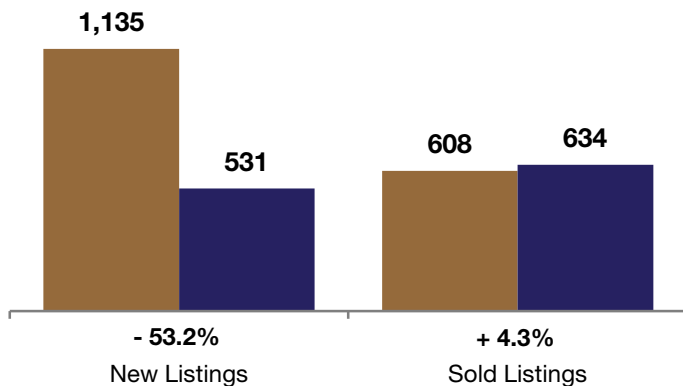
Change in  
Median Sales Price

	December			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	3,587	<b>1,782</b>	- 50.3%	--	--	--
Pending Sales*	166	<b>394</b>	+ 137.3%	--	--	--
Under Contract Listings	449	<b>622</b>	+ 38.5%	7,988	8,669	+ 8.5%
New Listings	1,135	<b>531</b>	- 53.2%	21,939	<b>11,696</b>	- 46.7%
Sold Listings	608	<b>634</b>	+ 4.3%	8,101	<b>8,246</b>	+ 1.8%
Total Days on Market	101	<b>100</b>	- 1.1%	83	<b>102</b>	+ 23.0%
Median Sold Price**	\$175,000	<b>\$177,000</b>	+ 1.1%	\$187,000	<b>\$178,000</b>	- 4.8%
Average Sold Price**	\$222,919	<b>\$216,166</b>	- 3.0%	\$234,132	<b>\$229,206</b>	- 2.1%
Percent of Sold Price to List Price**	96.3%	<b>97.2%</b>	+ 0.9%	97.4%	<b>97.2%</b>	- 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.

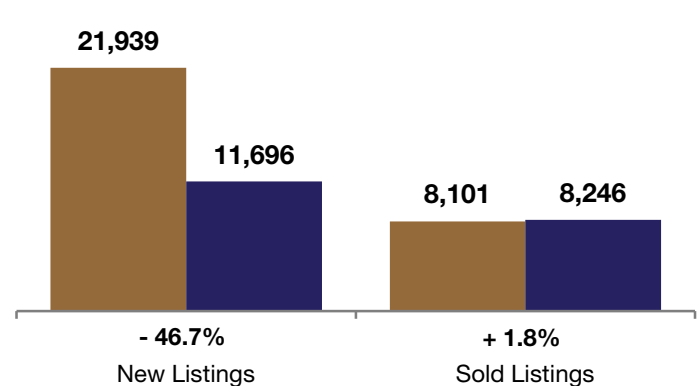
### December

■ 2010 ■ 2011



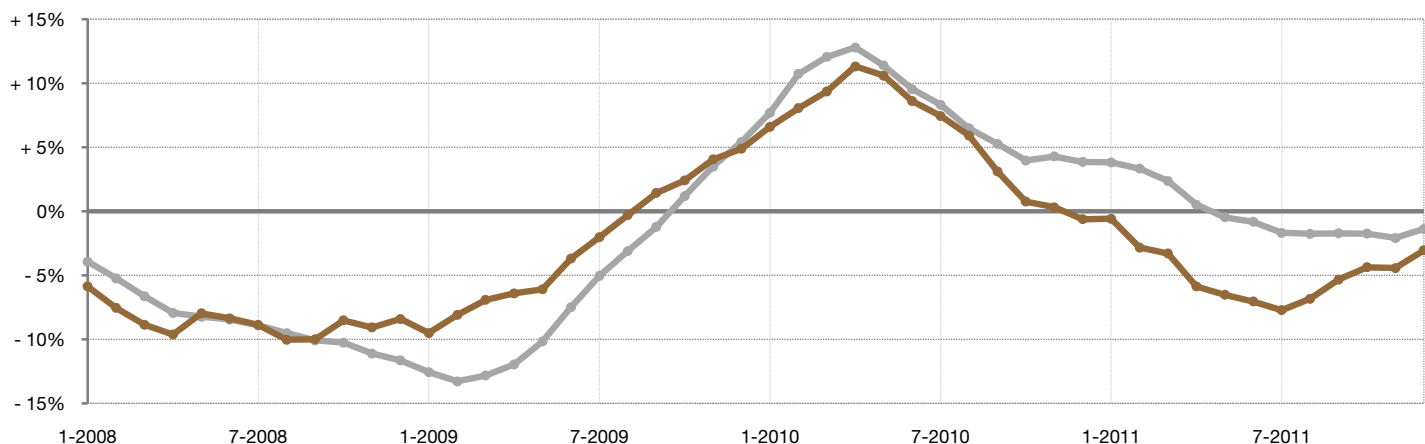
### Year to Date (YTD)

■ 2010 ■ 2011



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

All MLS —  
Arapahoe County —



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**- 17.9%**      **+ 1.9%**      **- 5.4%**

Change in  
New Listings

Change in  
Sold Listings

Change in  
Median Sales Price

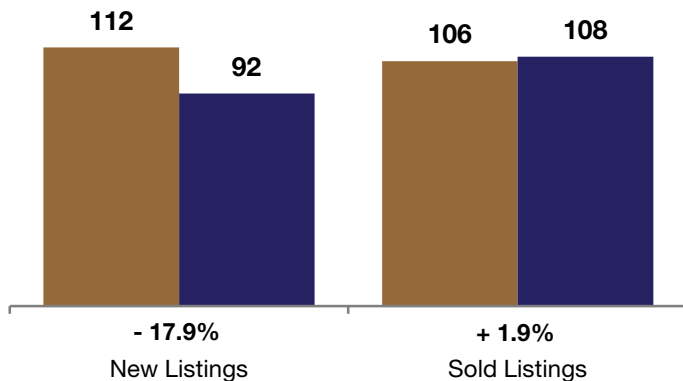
## Boulder County

	December			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	618	499	- 19.3%	--	--	--
Pending Sales*	20	36	+ 80.0%	--	--	--
Under Contract Listings	75	89	+ 18.7%	1,402	1,435	+ 2.4%
New Listings	112	92	- 17.9%	3,045	2,395	- 21.3%
Sold Listings	106	108	+ 1.9%	1,395	1,390	- 0.4%
Total Days on Market	90	127	+ 42.1%	85	101	+ 18.6%
Median Sold Price**	\$280,000	\$265,000	- 5.4%	\$290,250	\$289,250	- 0.3%
Average Sold Price**	\$352,363	\$366,142	+ 3.9%	\$357,798	\$364,910	+ 2.0%
Percent of Sold Price to List Price**	96.1%	96.8%	+ 0.7%	97.1%	96.9%	- 0.2%

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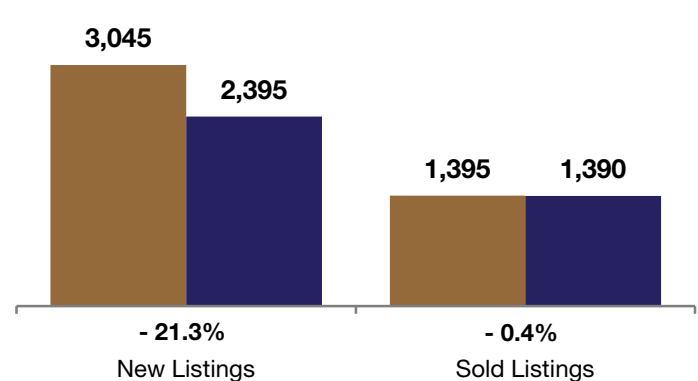
### December

■ 2010 ■ 2011



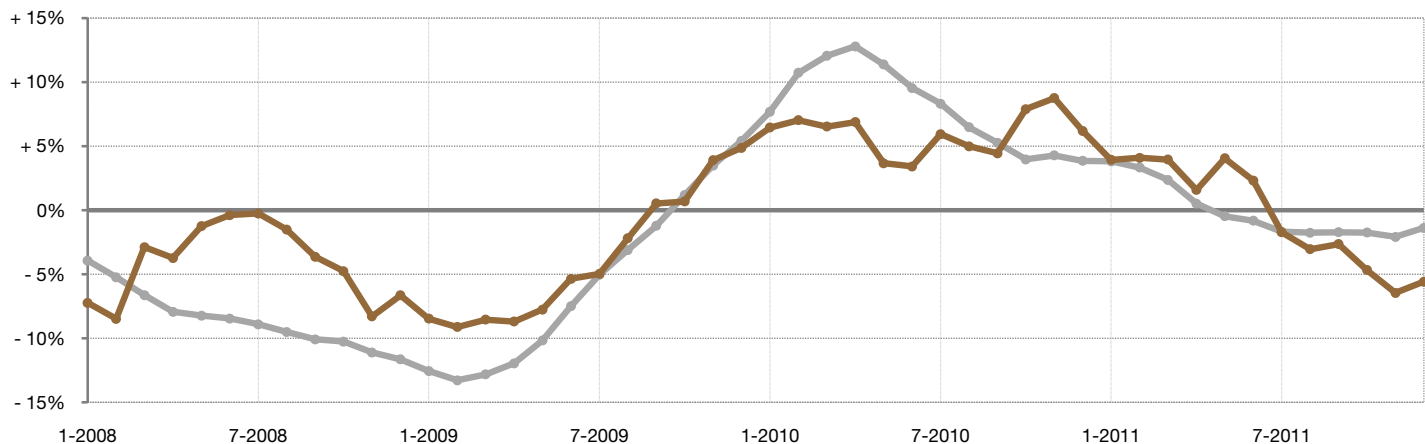
### Year to Date (YTD)

■ 2010 ■ 2011



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

All MLS —  
Boulder County —



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## Broomfield County

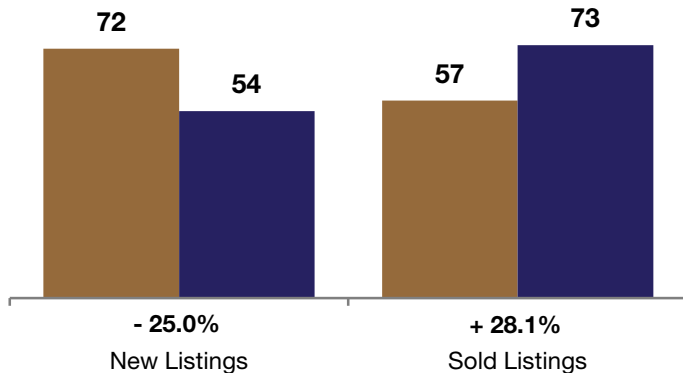
**- 25.0%**      **+ 28.1%**      **- 5.6%**  
-----  
Change in                      Change in                      Change in  
New Listings                      Sold Listings                      Median Sales Price  
-----

	December			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	336	253	- 24.7%	--	--	--
Pending Sales*	10	19	+ 90.0%	--	--	--
Under Contract Listings	34	52	+ 52.9%	735	774	+ 5.3%
New Listings	72	54	- 25.0%	1,832	1,206	- 34.2%
Sold Listings	57	73	+ 28.1%	753	755	+ 0.3%
Total Days on Market	111	109	- 2.3%	90	102	+ 13.7%
Median Sold Price**	\$275,475	\$260,000	- 5.6%	\$270,000	\$280,000	+ 3.7%
Average Sold Price**	\$327,208	\$308,897	- 5.6%	\$315,759	\$307,291	- 2.7%
Percent of Sold Price to List Price**	97.0%	97.3%	+ 0.3%	97.4%	97.6%	+ 0.3%

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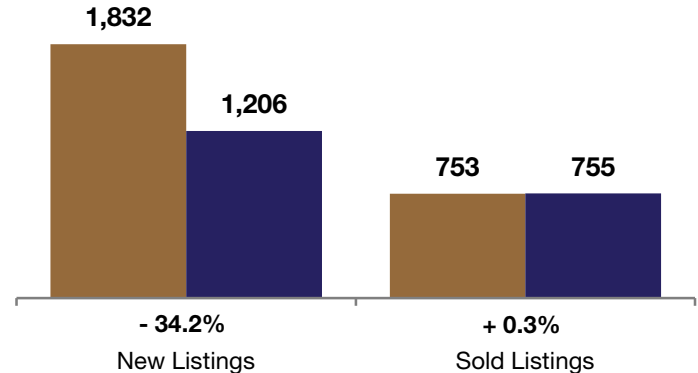
### December

■ 2010 ■ 2011



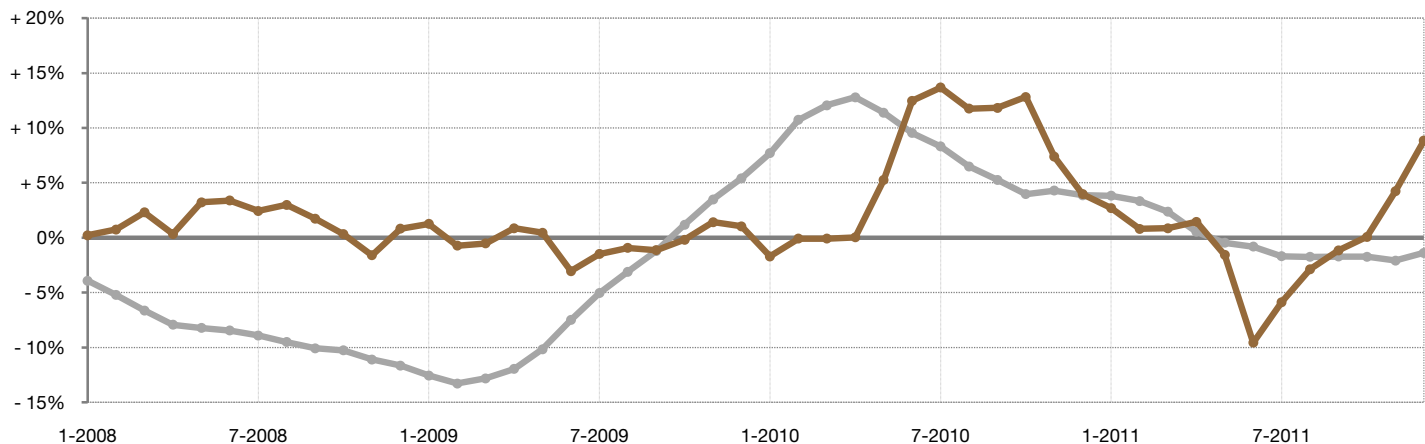
### Year to Date (YTD)

■ 2010 ■ 2011



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

All MLS —  
Broomfield County —



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# Local Market Update – December 2011

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## Clear Creek County

**- 47.8%**

Change in  
New Listings

**- 16.7%**

Change in  
Sold Listings

**- 24.8%**

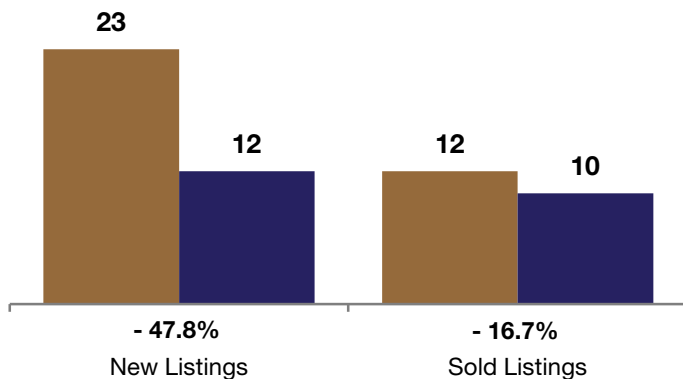
Change in  
Median Sales Price

	December			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	153	113	- 26.1%	--	--	--
Pending Sales*	4	4	0.0%	--	--	--
Under Contract Listings	14	9	- 35.7%	148	154	+ 4.1%
New Listings	23	12	- 47.8%	425	327	- 23.1%
Sold Listings	12	10	- 16.7%	137	165	+ 20.4%
Total Days on Market	138	289	+ 109.4%	145	151	+ 4.3%
Median Sold Price**	\$259,300	\$195,000	- 24.8%	\$217,800	\$205,000	- 5.9%
Average Sold Price**	\$288,109	\$255,578	- 11.3%	\$275,755	\$239,924	- 13.0%
Percent of Sold Price to List Price**	93.5%	92.1%	- 1.4%	95.3%	94.8%	- 0.5%

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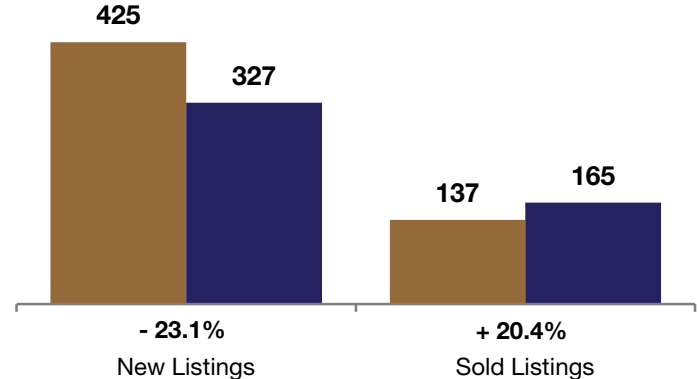
### December

■ 2010 ■ 2011



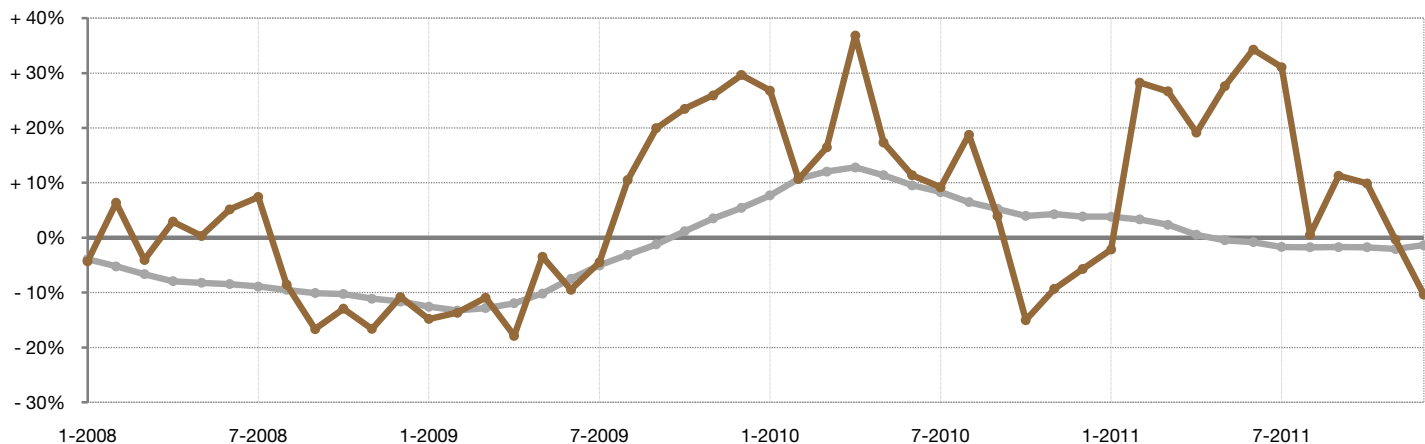
### Year to Date (YTD)

■ 2010 ■ 2011



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

All MLS — Clear Creek County —



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# Local Market Update – December 2011

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## Denver County

**- 52.8%**

Change in  
New Listings

**+ 3.6%**

Change in  
Sold Listings

**+ 3.2%**

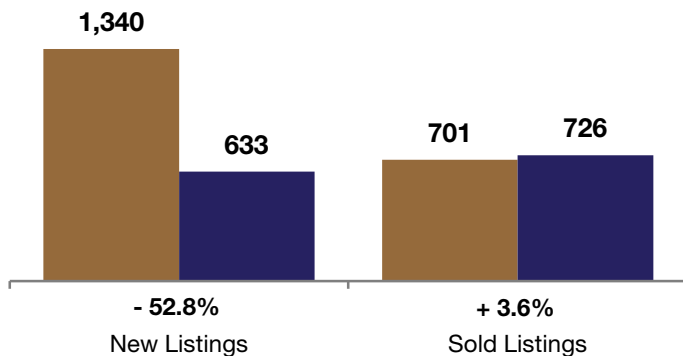
Change in  
Median Sales Price

	December			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	4,570	<b>2,570</b>	- 43.8%	--	--	--
Pending Sales*	135	<b>298</b>	+ 120.7%	--	--	--
Under Contract Listings	526	<b>681</b>	+ 29.5%	9,126	<b>9,819</b>	+ 7.6%
New Listings	1,340	<b>633</b>	- 52.8%	30,971	<b>14,752</b>	- 52.4%
Sold Listings	701	<b>726</b>	+ 3.6%	9,255	<b>9,490</b>	+ 2.5%
Total Days on Market	112	<b>92</b>	- 17.5%	93	<b>105</b>	+ 13.1%
Median Sold Price**	\$206,000	<b>\$212,500</b>	+ 3.2%	\$200,000	<b>\$210,900</b>	+ 5.5%
Average Sold Price**	\$262,196	<b>\$268,291</b>	+ 2.3%	\$262,371	<b>\$269,204</b>	+ 2.6%
Percent of Sold Price to List Price**	96.5%	<b>97.4%</b>	+ 0.9%	97.5%	<b>96.8%</b>	- 0.7%

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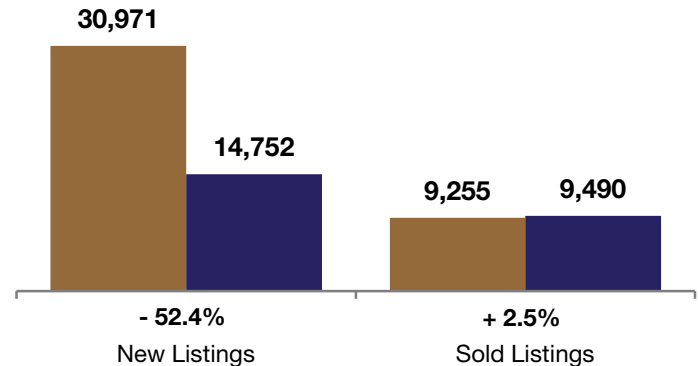
### December

■ 2010 ■ 2011



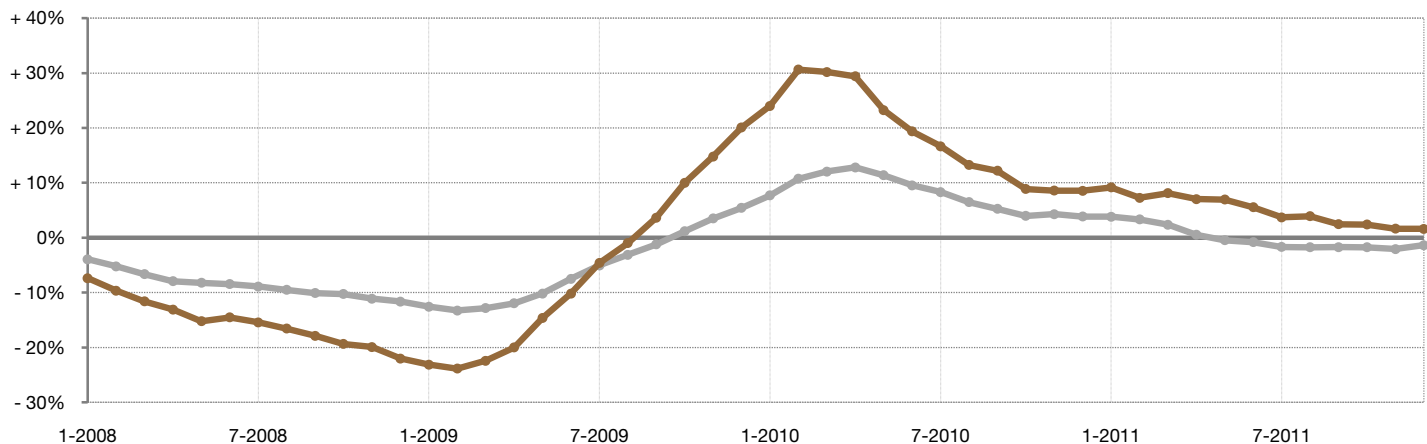
### Year to Date (YTD)

■ 2010 ■ 2011



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

All MLS — Denver County —



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## Douglas County

**- 47.4%**

Change in  
New Listings

**+ 5.1%**

Change in  
Sold Listings

**+ 5.6%**

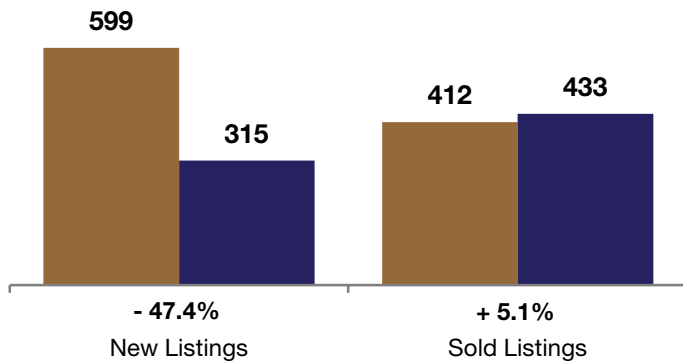
Change in  
Median Sales Price

	December			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	2,456	<b>1,621</b>	- 34.0%	--	--	--
Pending Sales*	57	<b>182</b>	+ 219.3%	--	--	--
Under Contract Listings	296	<b>348</b>	+ 17.6%	4,889	5,323	+ 8.9%
New Listings	599	<b>315</b>	- 47.4%	14,876	<b>8,080</b>	- 45.7%
Sold Listings	412	<b>433</b>	+ 5.1%	4,867	<b>5,133</b>	+ 5.5%
Total Days on Market	131	<b>110</b>	- 15.9%	102	<b>112</b>	+ 9.4%
Median Sold Price**	\$276,750	<b>\$292,250</b>	+ 5.6%	\$290,000	<b>\$289,000</b>	- 0.3%
Average Sold Price**	\$338,006	<b>\$337,472</b>	- 0.2%	\$345,019	<b>\$338,017</b>	- 2.0%
Percent of Sold Price to List Price**	96.7%	<b>97.5%</b>	+ 0.8%	97.3%	<b>97.3%</b>	+ 0.0%

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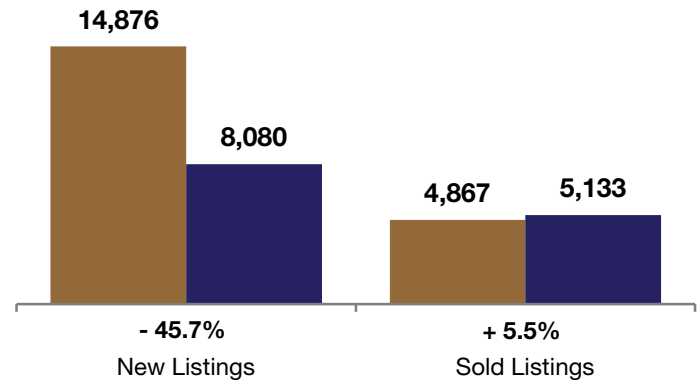
### December

■ 2010 ■ 2011



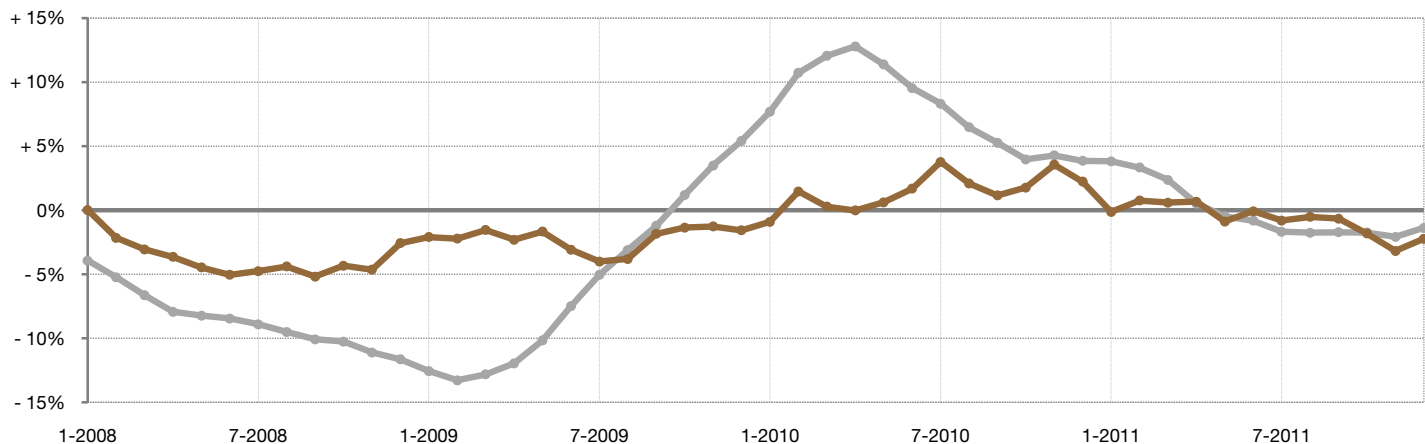
### Year to Date (YTD)

■ 2010 ■ 2011



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

All MLS —  
Douglas County —



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## Elbert County

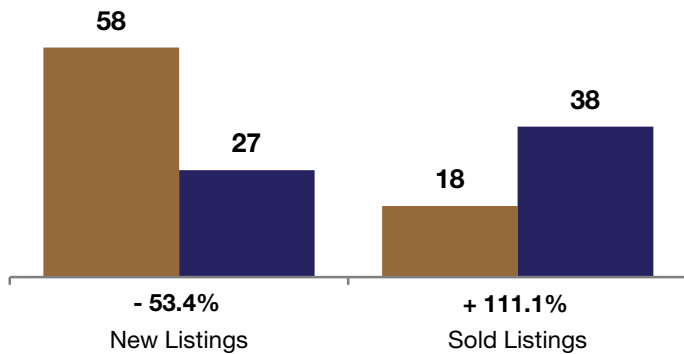
**- 53.4%**    **+ 111.1%**    **+ 0.2%**  
-----  
Change in                      Change in                      Change in  
New Listings                      Sold Listings                      Median Sales Price  
-----

	December			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	245	188	- 23.3%	--	--	--
Pending Sales*	2	17	+ 750.0%	--	--	--
Under Contract Listings	17	34	+ 100.0%	340	404	+ 18.8%
New Listings	58	27	- 53.4%	1,010	661	- 34.6%
Sold Listings	18	38	+ 111.1%	329	377	+ 14.6%
Total Days on Market	133	137	+ 3.1%	119	121	+ 1.5%
Median Sold Price**	\$294,500	<b>\$295,000</b>	+ 0.2%	\$269,950	<b>\$295,000</b>	+ 9.3%
Average Sold Price**	\$295,005	<b>\$296,113</b>	+ 0.4%	\$287,450	<b>\$298,841</b>	+ 4.0%
Percent of Sold Price to List Price**	97.3%	<b>97.3%</b>	- 0.0%	96.3%	<b>96.5%</b>	+ 0.1%

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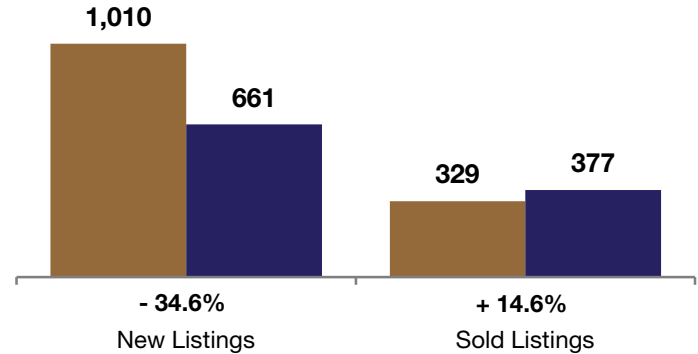
### December

■ 2010 ■ 2011



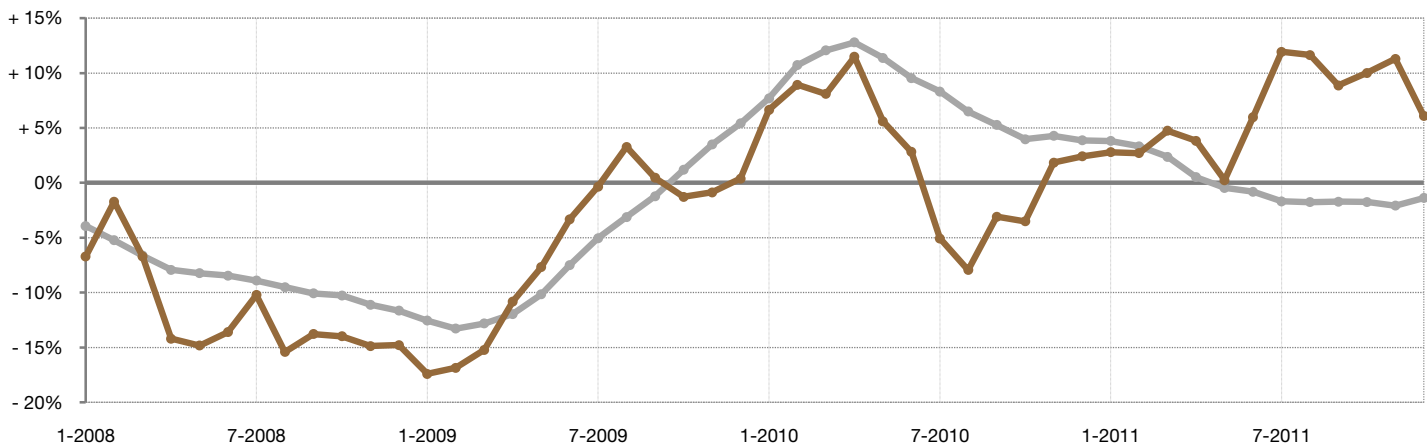
### Year to Date (YTD)

■ 2010 ■ 2011



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

All MLS —  
Elbert County —



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SINGLE FAMILY LISTINGS ONLY – RESIDENTIAL AND CONDO



**+ 19.6%**      **+ 37.5%**      **- 10.9%**  
-----  
Change in                      Change in                      Change in  
New Listings                      Sold Listings                      Median Sales Price  
-----

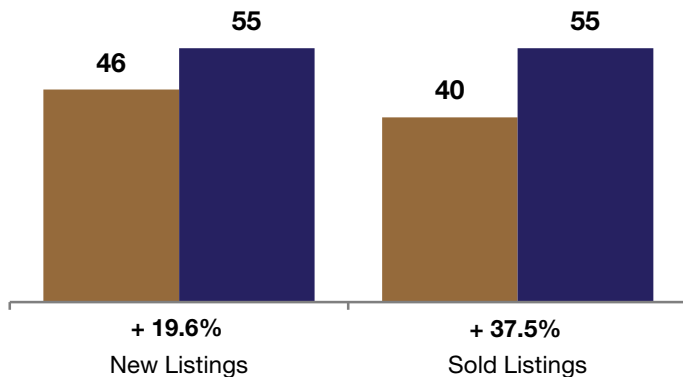
## El Paso County

	December			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	265	198	- 25.3%	--	--	--
Pending Sales*	11	10	- 9.1%	--	--	--
Under Contract Listings	22	47	+ 113.6%	350	562	+ 60.6%
New Listings	46	55	+ 19.6%	875	981	+ 12.1%
Sold Listings	40	55	+ 37.5%	341	532	+ 56.0%
Total Days on Market	113	72	- 36.1%	92	87	- 5.4%
Median Sold Price**	\$240,048	\$213,765	- 10.9%	\$226,420	\$215,515	- 4.8%
Average Sold Price**	\$276,998	\$235,909	- 14.8%	\$266,583	\$243,708	- 8.6%
Percent of Sold Price to List Price**	97.0%	99.0%	+ 2.1%	97.7%	97.3%	- 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.

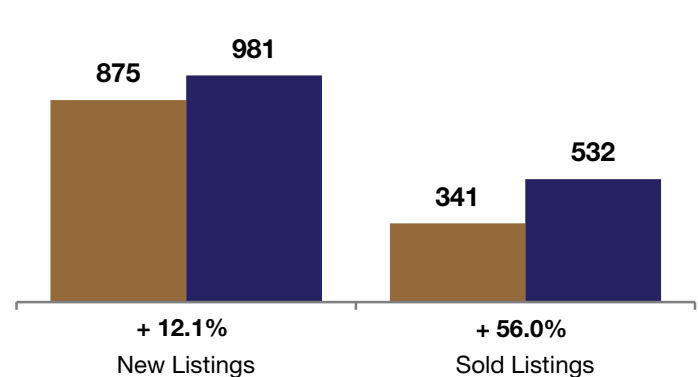
### December

■ 2010 ■ 2011



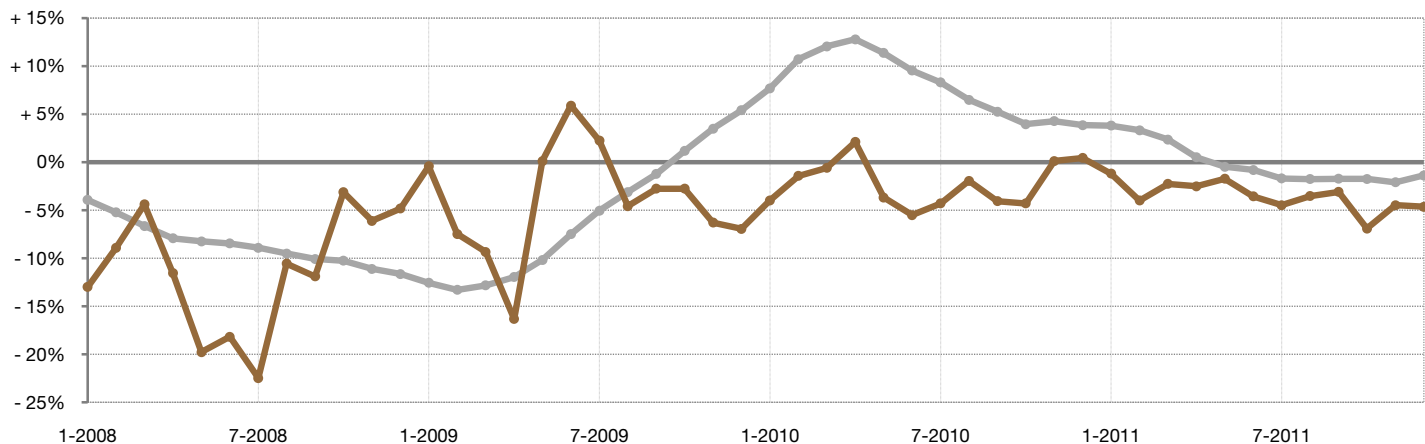
### Year to Date (YTD)

■ 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 – December 2011

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



## Gilpin County

**- 58.3%**    **+ 600.0%**    **+ 63.9%**

Change in  
New Listings

Change in  
Sold Listings

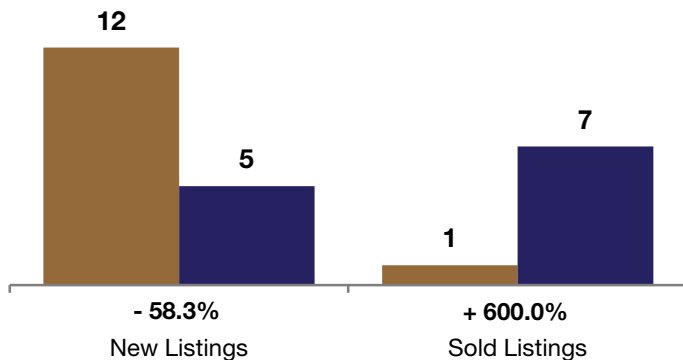
Change in  
Median Sales Price

	December			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	97	84	- 13.4%	--	--	--
Pending Sales*	0	3	--	--	--	--
Under Contract Listings	7	10	+ 42.9%	71	96	+ 35.2%
New Listings	12	5	- 58.3%	261	208	- 20.3%
Sold Listings	1	7	+ 600.0%	70	92	+ 31.4%
Total Days on Market	48	147	+ 207.1%	134	138	+ 2.9%
Median Sold Price**	\$139,000	\$227,875	+ 63.9%	\$180,000	\$185,725	+ 3.2%
Average Sold Price**	\$139,000	\$397,518	+ 186.0%	\$211,414	\$218,915	+ 3.5%
Percent of Sold Price to List Price**	99.4%	94.8%	- 4.6%	95.1%	94.8%	- 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.

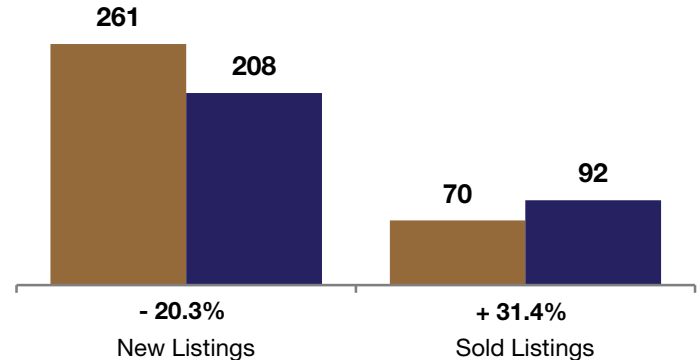
### December

■ 2010 ■ 2011



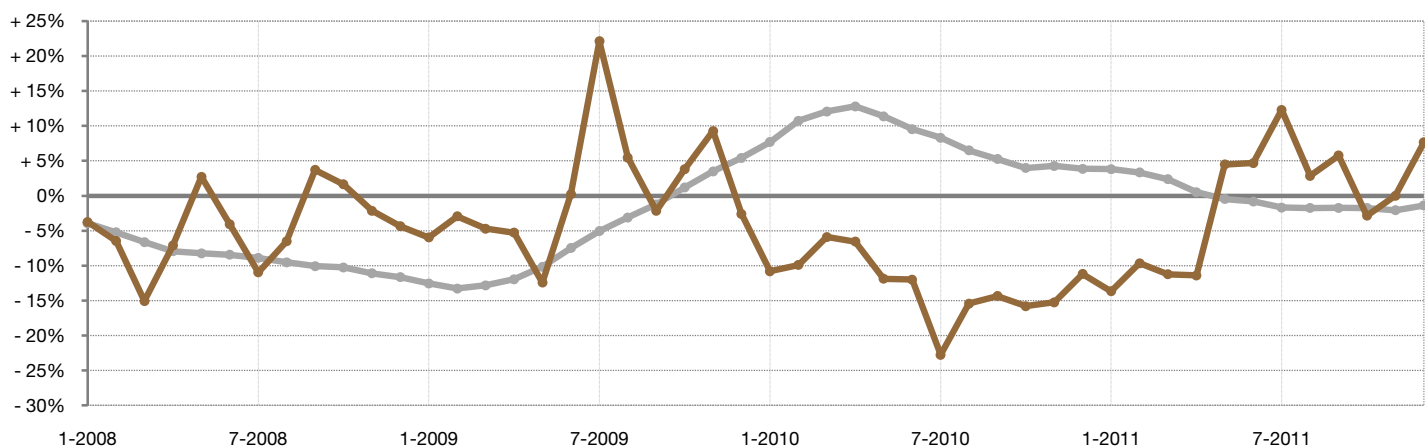
### Year to Date (YTD)

■ 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 – December 2011

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



## Jefferson County

**- 45.8%**

Change in  
New Listings

**+ 0.2%**

Change in  
Sold Listings

**+ 4.5%**

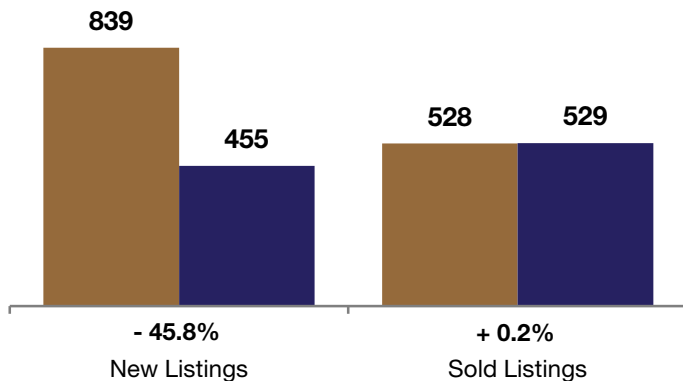
Change in  
Median Sales Price

	December			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	3,181	<b>2,148</b>	- 32.5%	--	--	--
Pending Sales*	77	<b>269</b>	+ 249.4%	--	--	--
Under Contract Listings	321	<b>481</b>	+ 49.8%	6,695	7,125	+ 6.4%
New Listings	839	<b>455</b>	- 45.8%	19,323	<b>10,675</b>	- 44.8%
Sold Listings	528	<b>529</b>	+ 0.2%	6,774	<b>6,784</b>	+ 0.1%
Total Days on Market	115	<b>109</b>	- 5.5%	89	<b>106</b>	+ 18.8%
Median Sold Price**	\$209,900	<b>\$219,450</b>	+ 4.5%	\$224,000	<b>\$217,950</b>	- 2.7%
Average Sold Price**	\$254,511	<b>\$260,109</b>	+ 2.2%	\$261,295	<b>\$254,167</b>	- 2.7%
Percent of Sold Price to List Price**	96.5%	<b>97.3%</b>	+ 0.8%	97.2%	<b>97.0%</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.

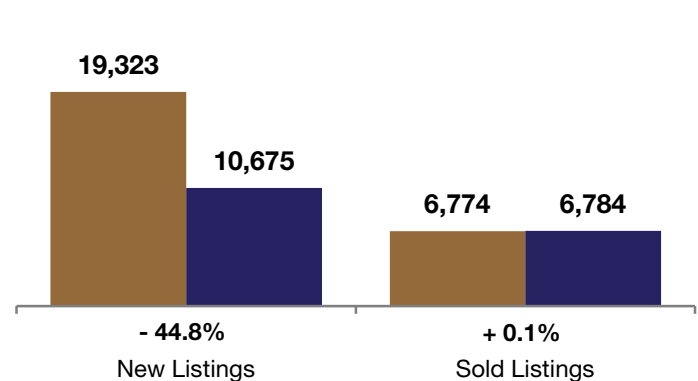
### December

■ 2010 ■ 2011



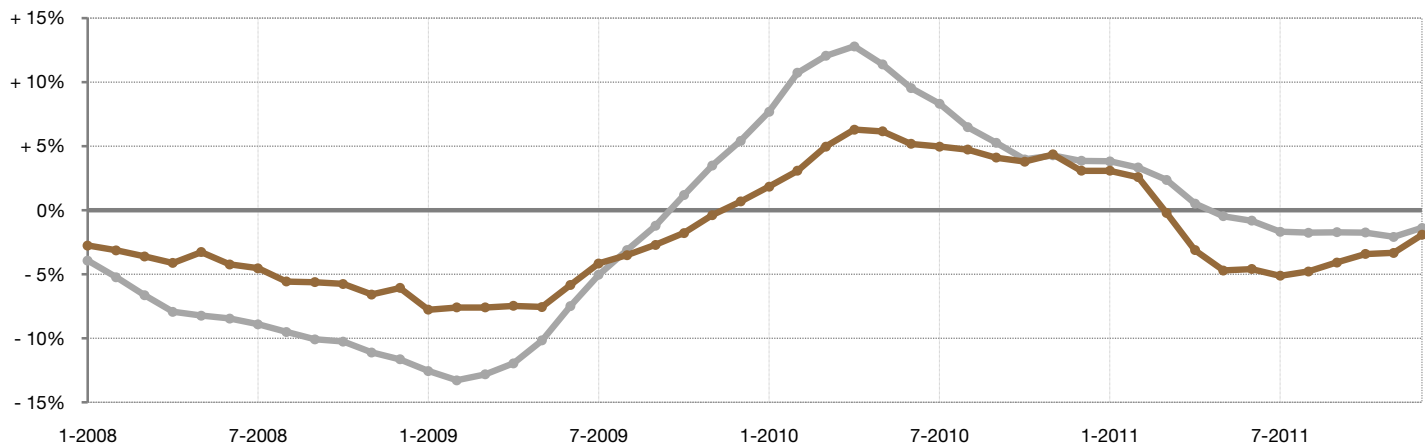
### Year to Date (YTD)

■ 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 – December 2011

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



## Larimer County

**- 18.9%**

Change in  
New Listings

**+ 5.9%**

Change in  
Sold Listings

**- 14.2%**

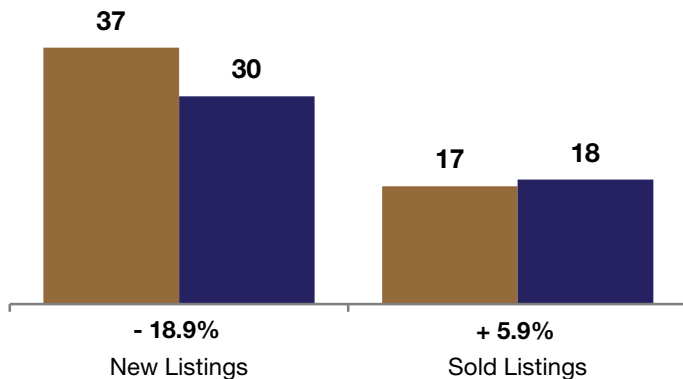
Change in  
Median Sales Price

	December			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	186	145	- 22.0%	--	--	--
Pending Sales*	7	3	- 57.1%	--	--	--
Under Contract Listings	9	26	+ 188.9%	179	276	+ 54.2%
New Listings	37	30	- 18.9%	510	511	+ 0.2%
Sold Listings	17	18	+ 5.9%	181	239	+ 32.0%
Total Days on Market	122	126	+ 3.2%	107	113	+ 6.2%
Median Sold Price**	\$282,000	\$241,915	- 14.2%	\$208,000	\$225,500	+ 8.4%
Average Sold Price**	\$436,544	\$298,325	- 31.7%	\$279,040	\$252,446	- 9.5%
Percent of Sold Price to List Price**	97.3%	97.1%	- 0.2%	97.4%	96.8%	- 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.

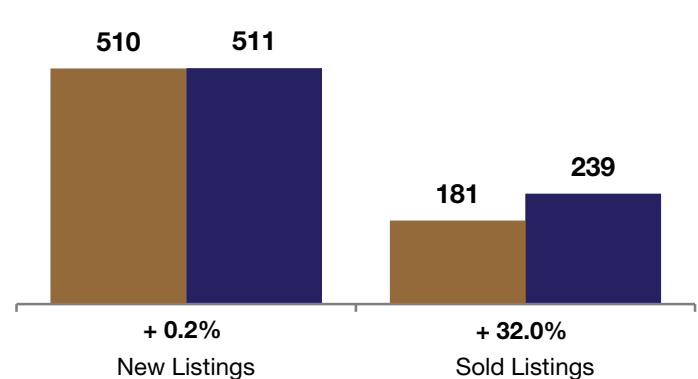
### December

■ 2010 ■ 2011



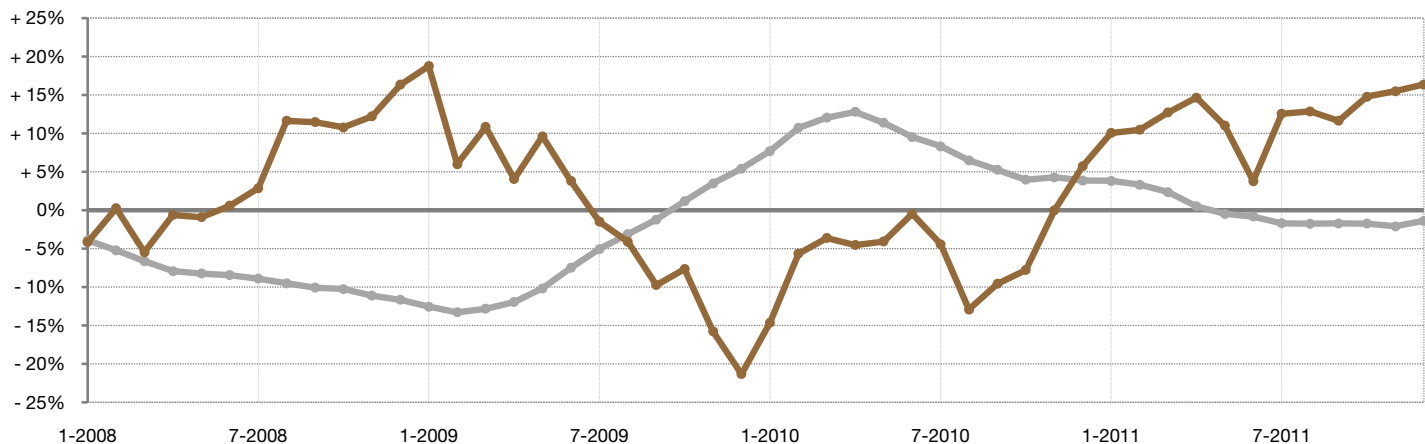
### Year to Date (YTD)

■ 2010 ■ 2011



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

All MLS — Larimer 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 – December 2011

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



**0.0%**

Change in  
New Listings

**- 60.0%**

Change in  
Sold Listings

**- 17.9%**

Change in  
Median Sales Price

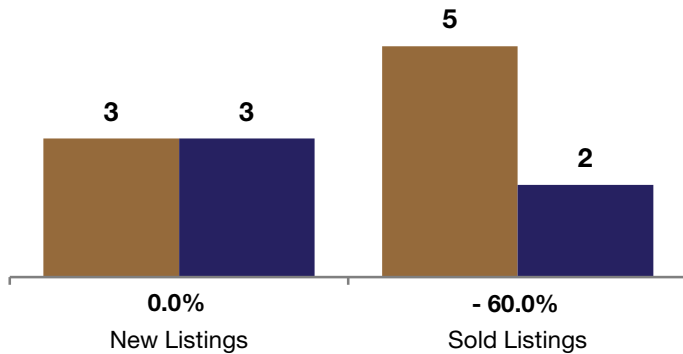
## Morgan County

	December			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	23	12	- 47.8%	--	--	--
Pending Sales*	1	1	0.0%	--	--	--
Under Contract Listings	1	0	- 100.0%	27	22	- 18.5%
New Listings	3	3	0.0%	56	36	- 35.7%
Sold Listings	5	2	- 60.0%	29	23	- 20.7%
Total Days on Market	150	11	- 92.7%	171	117	- 31.8%
Median Sold Price**	\$95,000	<b>\$77,949</b>	- 17.9%	\$133,750	<b>\$60,199</b>	- 55.0%
Average Sold Price**	\$163,100	<b>\$77,949</b>	- 52.2%	\$137,824	<b>\$79,732</b>	- 42.1%
Percent of Sold Price to List Price**	94.5%	<b>97.9%</b>	+ 3.6%	93.0%	<b>95.0%</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.

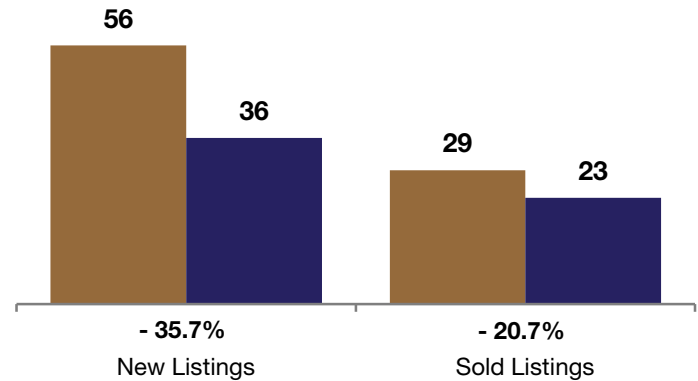
### December

■ 2010 ■ 2011



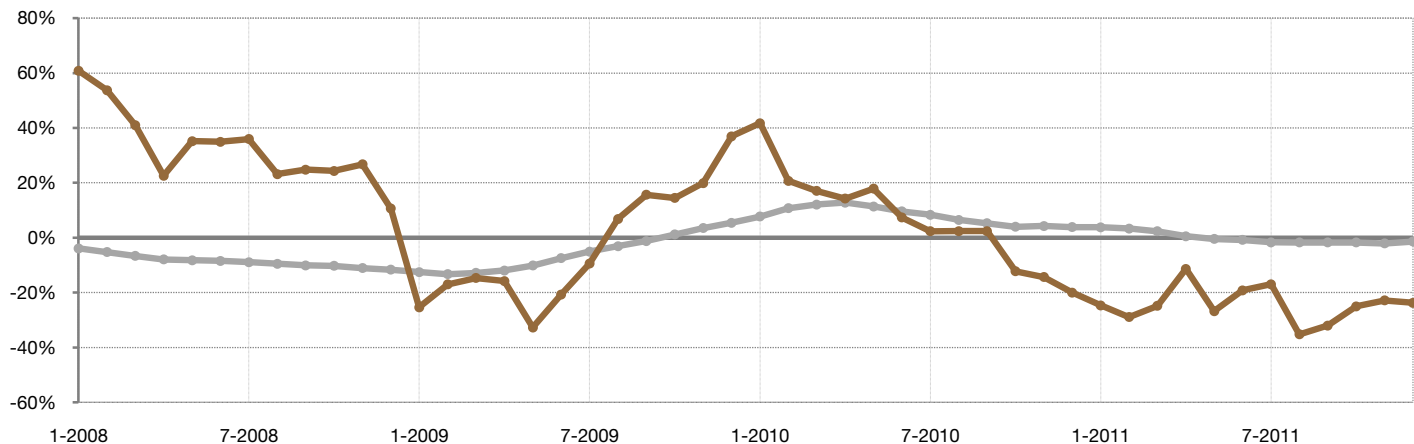
### Year to Date (YTD)

■ 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 – December 2011

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



## Park County

**- 31.7%**      **+ 50.0%**      **- 5.2%**

Change in  
New Listings

Change in  
Sold Listings

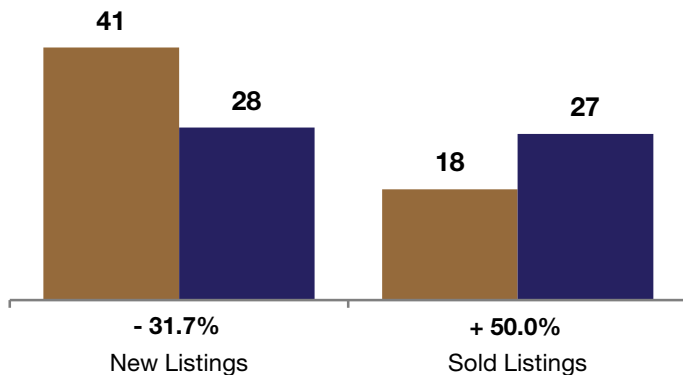
Change in  
Median Sales Price

	December			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	365	<b>342</b>	- 6.3%	--	--	--
Pending Sales*	3	<b>11</b>	+ 266.7%	--	--	--
Under Contract Listings	9	<b>17</b>	+ 88.9%	271	302	+ 11.4%
New Listings	41	<b>28</b>	- 31.7%	832	<b>797</b>	- 4.2%
Sold Listings	18	<b>27</b>	+ 50.0%	279	<b>283</b>	+ 1.4%
Total Days on Market	140	<b>153</b>	+ 9.4%	152	<b>168</b>	+ 10.8%
Median Sold Price**	\$192,500	<b>\$182,500</b>	- 5.2%	\$187,100	<b>\$179,900</b>	- 3.8%
Average Sold Price**	\$209,257	<b>\$185,862</b>	- 11.2%	\$205,732	<b>\$197,367</b>	- 4.1%
Percent of Sold Price to List Price**	95.0%	<b>95.5%</b>	+ 0.5%	95.0%	<b>95.2%</b>	+ 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.

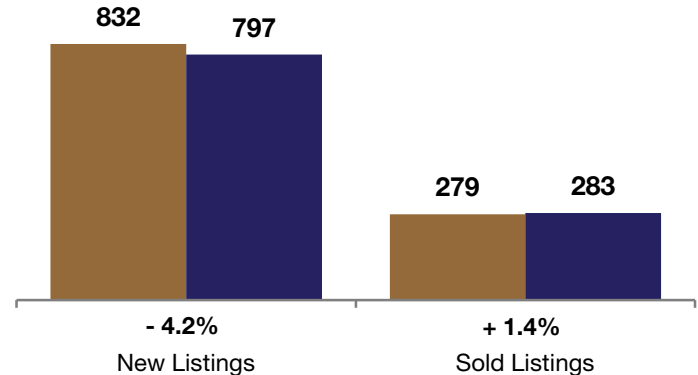
### December

■ 2010 ■ 2011



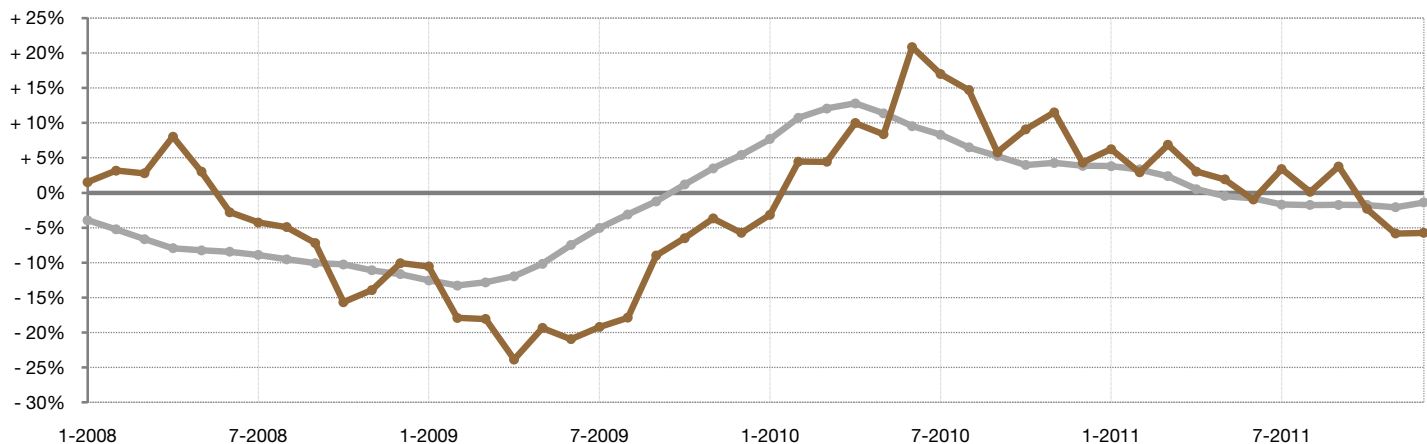
### Year to Date (YTD)

■ 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 – December 2011

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



## Summit County

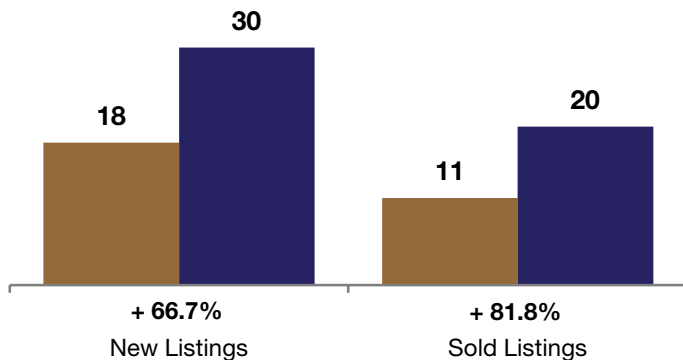
**+ 66.7%**      **+ 81.8%**      **+ 8.0%**  
-----  
Change in                      Change in                      Change in  
New Listings                      Sold Listings                      Median Sales Price  
-----

	December			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	245	213	- 13.1%	--	--	--
Pending Sales*	3	5	+ 66.7%	--	--	--
Under Contract Listings	7	8	+ 14.3%	93	104	+ 11.8%
New Listings	18	30	+ 66.7%	495	488	- 1.4%
Sold Listings	11	20	+ 81.8%	94	110	+ 17.0%
Total Days on Market	97	124	+ 27.2%	155	150	- 2.9%
Median Sold Price**	\$263,000	<b>\$284,000</b>	+ 8.0%	\$369,999	<b>\$300,500</b>	- 18.8%
Average Sold Price**	\$263,340	<b>\$358,873</b>	+ 36.3%	\$527,757	<b>\$395,619</b>	- 25.0%
Percent of Sold Price to List Price**	95.2%	<b>93.9%</b>	- 1.4%	93.4%	<b>93.3%</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.

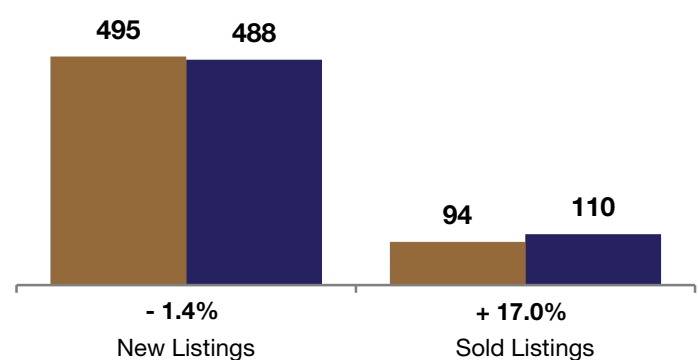
### December

■ 2010 ■ 2011



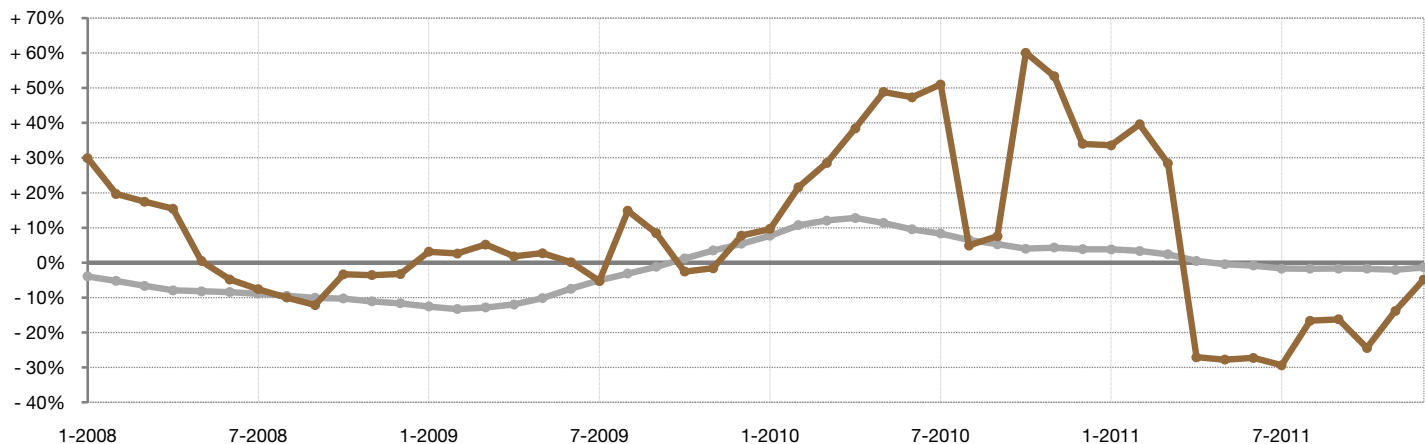
### Year to Date (YTD)

■ 2010 ■ 2011



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

All MLS —  
Summit 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 – December 2011

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



## Teller County

**+ 200.0%**

Change in  
New Listings

**0.0%**

Change in  
Sold Listings

**- 53.7%**

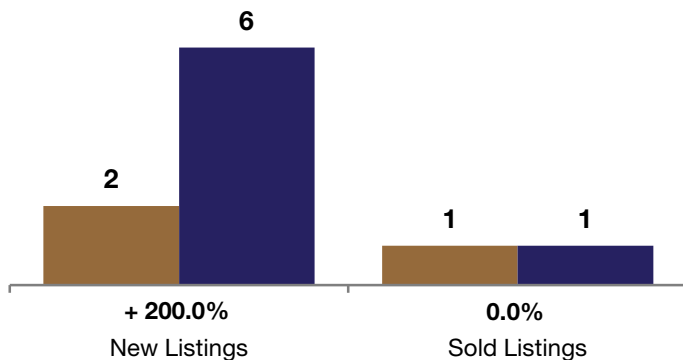
Change in  
Median Sales Price

	December			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	51	39	- 23.5%	--	--	--
Pending Sales*	0	0	--	--	--	--
Under Contract Listings	0	3	--	11	23	+ 109.1%
New Listings	2	6	+ 200.0%	73	95	+ 30.1%
Sold Listings	1	1	0.0%	12	19	+ 58.3%
Total Days on Market	188	251	+ 33.5%	143	251	+ 75.2%
Median Sold Price**	\$113,500	\$52,500	- 53.7%	\$165,750	\$172,500	+ 4.1%
Average Sold Price**	\$113,500	\$52,500	- 53.7%	\$177,742	\$355,917	+ 100.2%
Percent of Sold Price to List Price**	98.9%	76.1%	- 23.0%	95.8%	91.9%	- 4.1%

\* 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.

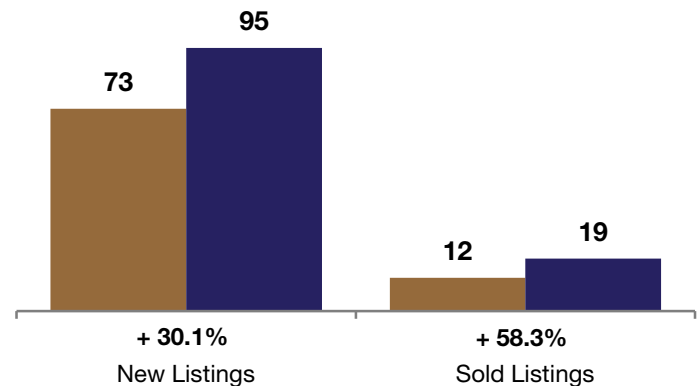
### December

■ 2010 ■ 2011



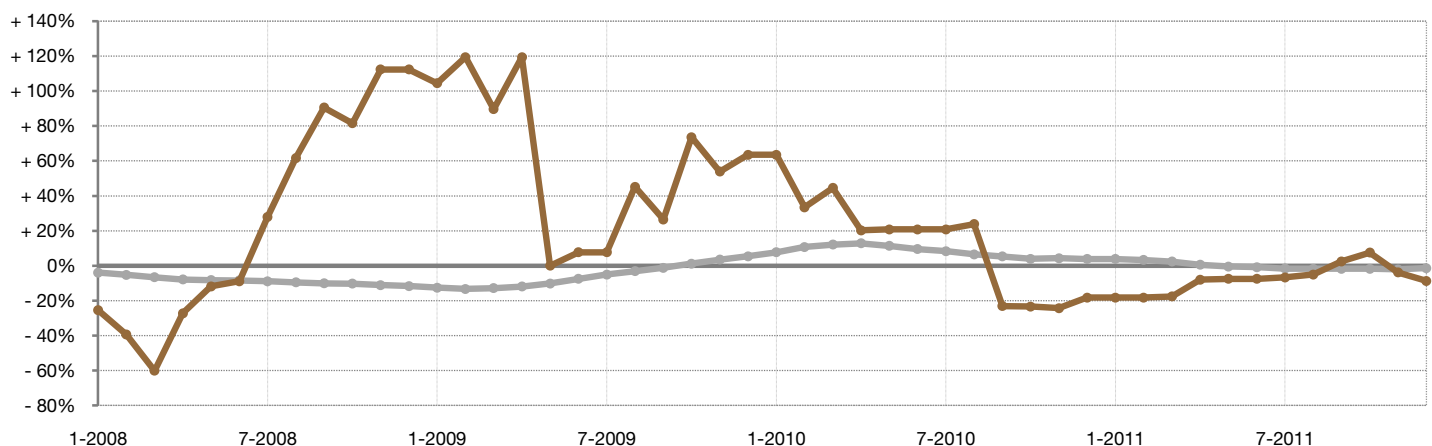
### Year to Date (YTD)

■ 2010 ■ 2011



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

All MLS — All MLS  
Teller County — 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 – December 2011

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



## Weld County

**- 18.4%**

Change in  
New Listings

**- 3.3%**

Change in  
Sold Listings

**+ 26.1%**

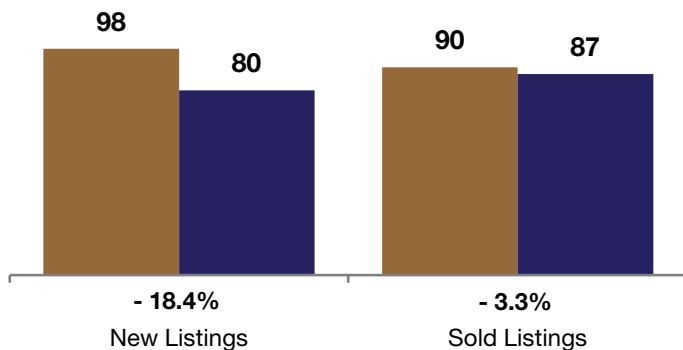
Change in  
Median Sales Price

	December			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	498	<b>297</b>	- 40.4%	--	--	--
Pending Sales*	18	<b>37</b>	+ 105.6%	--	--	--
Under Contract Listings	64	<b>68</b>	+ 6.3%	1,030	1,011	- 1.8%
New Listings	98	<b>80</b>	- 18.4%	2,080	<b>1,444</b>	- 30.6%
Sold Listings	90	<b>87</b>	- 3.3%	1,044	<b>990</b>	- 5.2%
Total Days on Market	119	<b>87</b>	- 26.5%	97	<b>100</b>	+ 2.4%
Median Sold Price**	\$164,900	<b>\$208,000</b>	+ 26.1%	\$189,900	<b>\$185,000</b>	- 2.6%
Average Sold Price**	\$186,646	<b>\$201,008</b>	+ 7.7%	\$208,189	<b>\$203,324</b>	- 2.3%
Percent of Sold Price to List Price**	96.7%	<b>97.3%</b>	+ 0.6%	97.9%	<b>97.1%</b>	- 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.

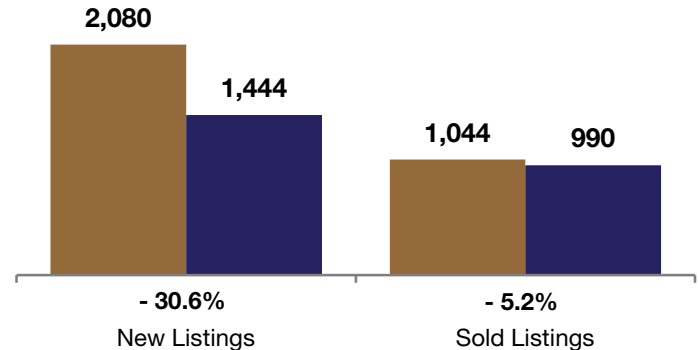
### December

■ 2010 ■ 2011



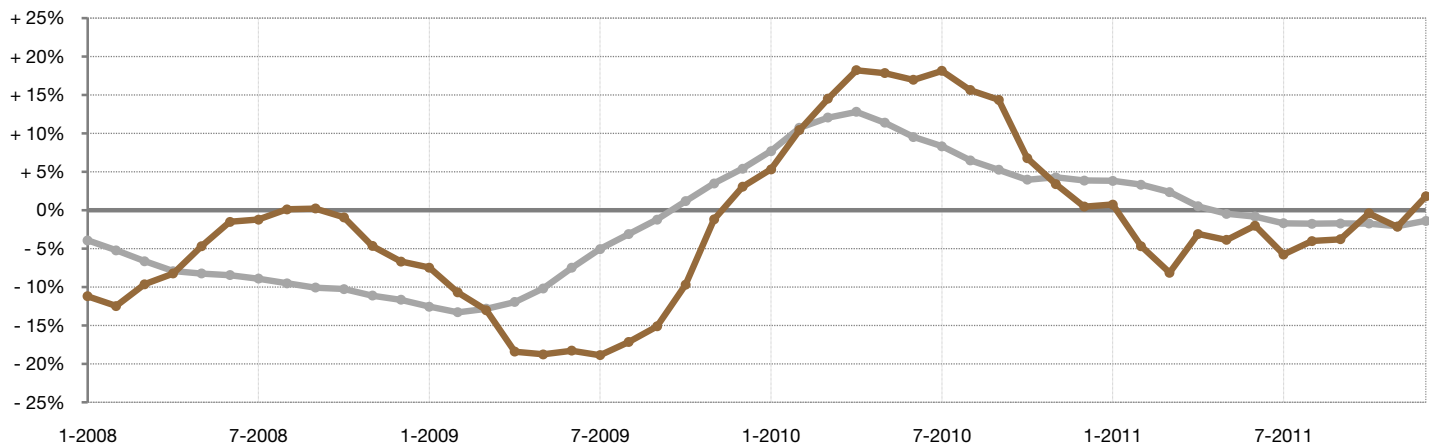
### Year to Date (YTD)

■ 2010 ■ 2011



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

All MLS — Weld County —



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# Local Market Update – December 2011

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



**- 49.4%**      **+ 4.2%**      **+ 2.7%**  
-----  
Change in                      Change in                      Change in  
New Listings                      Sold Listings                      Median Sales Price  
-----

## Denver-Aurora MSA

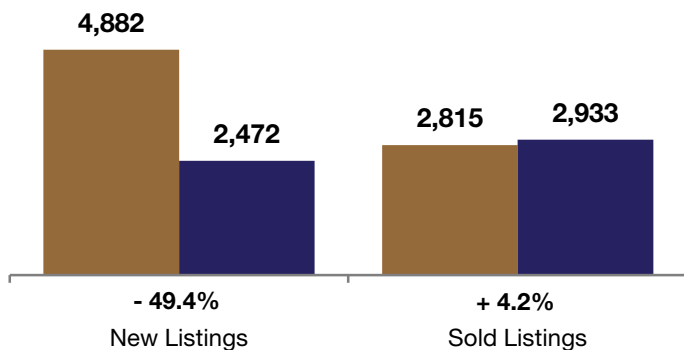
Includes 10 counties: Adams, Arapahoe, Broomfield, Clear Creek,  
Denver, Douglas, Elbert, Gilpin, Jefferson & Park

	December			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	17,316	<b>10,326</b>	- 40.4%	--	--	--
Pending Sales*	565	<b>1,513</b>	+ 167.8%	--	--	--
Under Contract Listings	2,022	<b>2,712</b>	+ 34.1%	35,803	38,469	+ 7.4%
New Listings	4,882	<b>2,472</b>	- 49.4%	104,504	<b>56,180</b>	- 46.2%
Sold Listings	2,815	<b>2,933</b>	+ 4.2%	36,261	<b>36,767</b>	+ 1.4%
Total Days on Market	113	<b>103</b>	- 8.3%	90	<b>105</b>	+ 17.2%
Median Sold Price**	\$204,500	<b>\$210,000</b>	+ 2.7%	\$210,000	<b>\$207,000</b>	- 1.4%
Average Sold Price**	\$251,410	<b>\$251,783</b>	+ 0.1%	\$254,446	<b>\$253,014</b>	- 0.6%
Percent of Sold Price to List Price**	96.6%	<b>97.4%</b>	+ 0.8%	97.5%	<b>97.1%</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.

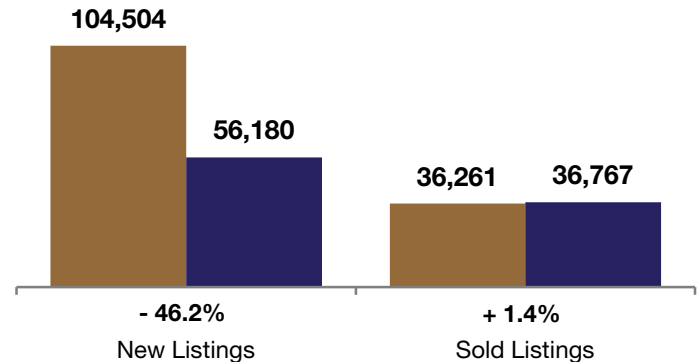
### December

■ 2010 ■ 2011



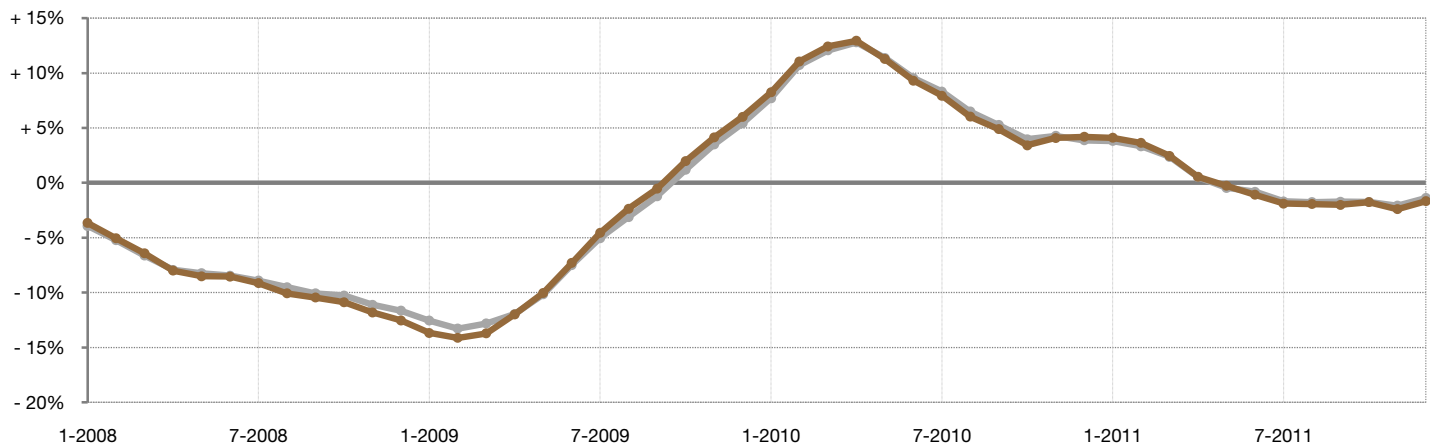
### Year to Date (YTD)

■ 2010 ■ 2011



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

All MLS —  
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 – December 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

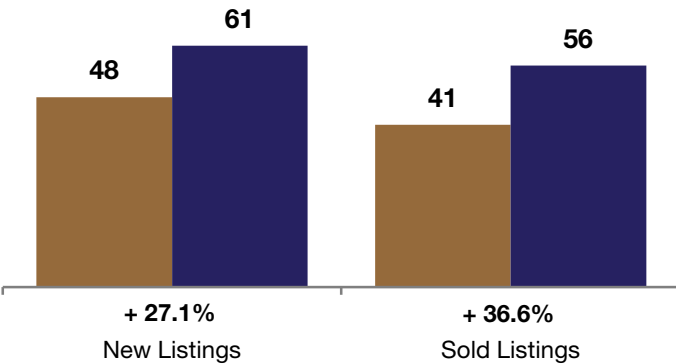
**+ 27.1%**      **+ 36.6%**      **- 10.6%**  
Change in New Listings      Change in Sold Listings      Change in Median Sales Price

	December			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	316	237	- 25.0%	--	--	--
Pending Sales*	11	10	- 9.1%	--	--	--
Under Contract Listings	22	50	+ 127.3%	361	585	+ 62.0%
New Listings	48	61	+ 27.1%	948	1,076	+ 13.5%
Sold Listings	41	56	+ 36.6%	353	551	+ 56.1%
Total Days on Market	114	75	- 34.3%	93	92	- 1.1%
Median Sold Price**	\$238,495	\$213,235	- 10.6%	\$225,787	\$215,206	- 4.7%
Average Sold Price**	\$273,010	\$232,633	- 14.8%	\$263,563	\$247,434	- 6.1%
Percent of Sold Price to List Price**	97.0%	98.6%	+ 1.7%	97.7%	97.2%	- 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.

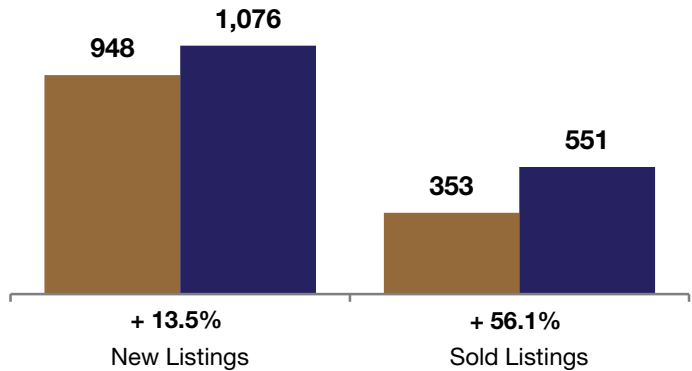
### December

■ 2010 ■ 2011



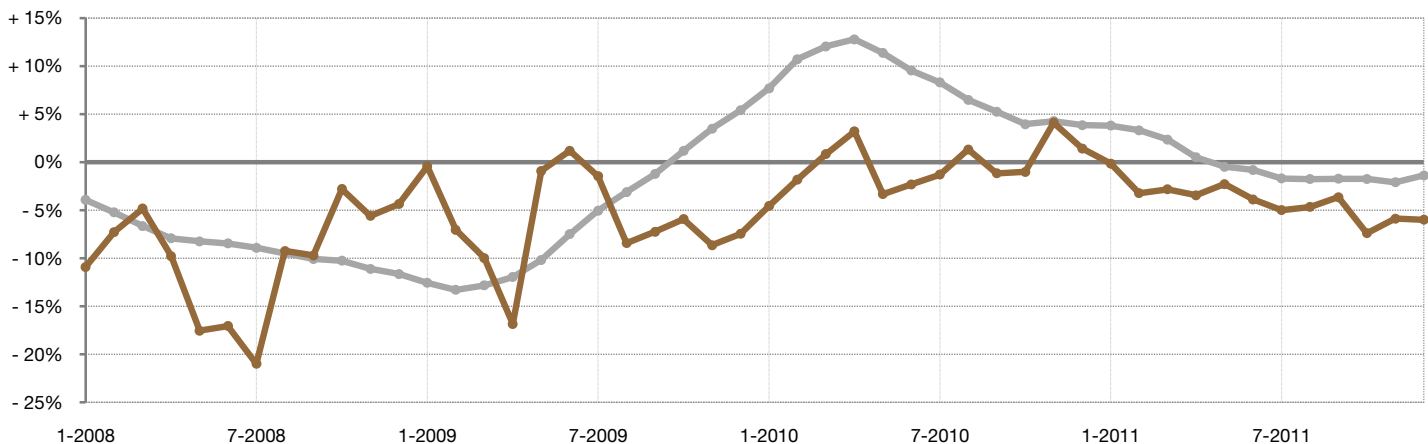
### Year to Date (YTD)

■ 2010 ■ 2011



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

All MLS — Colorado Springs 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 – December 2011

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



## Boulder MSA

Includes Boulder County

**- 17.9%**

Change in  
New Listings

**+ 1.9%**

Change in  
Sold Listings

**- 5.4%**

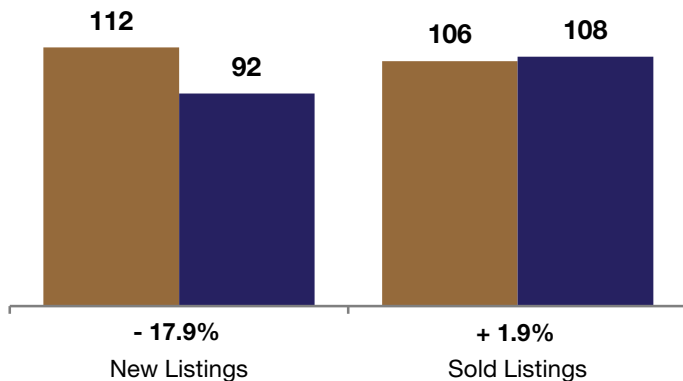
Change in  
Median Sales Price

	December			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	618	499	- 19.3%	--	--	--
Pending Sales*	20	36	+ 80.0%	--	--	--
Under Contract Listings	75	89	+ 18.7%	1,402	1,435	+ 2.4%
New Listings	112	92	- 17.9%	3,045	2,395	- 21.3%
Sold Listings	106	108	+ 1.9%	1,395	1,390	- 0.4%
Total Days on Market	90	127	+ 42.1%	85	101	+ 18.6%
Median Sold Price**	\$280,000	\$265,000	- 5.4%	\$290,250	\$289,250	- 0.3%
Average Sold Price**	\$352,363	\$366,142	+ 3.9%	\$357,798	\$364,910	+ 2.0%
Percent of Sold Price to List Price**	96.1%	96.8%	+ 0.7%	97.1%	96.9%	- 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.

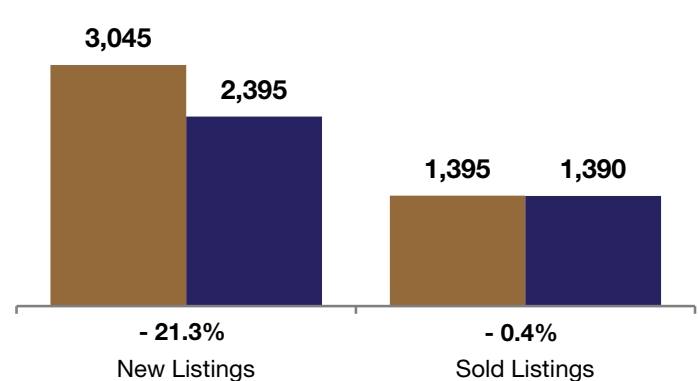
### December

■ 2010 ■ 2011



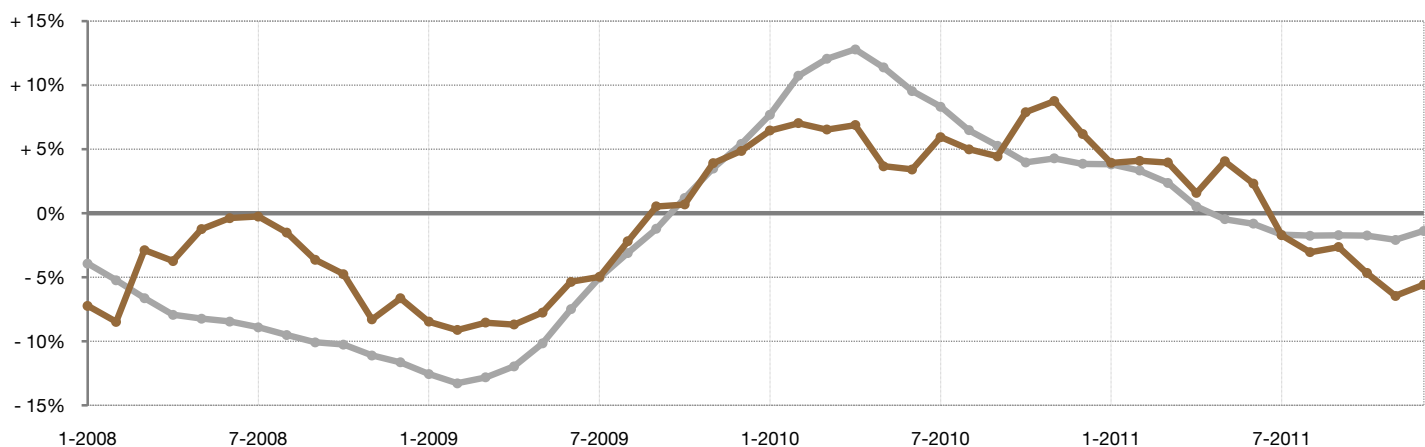
### Year to Date (YTD)

■ 2010 ■ 2011



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

All MLS —  
Boulder 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 – December 2011

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



**- 18.9%**      **+ 5.9%**      **- 14.2%**

Change in  
New Listings

Change in  
Sold Listings

Change in  
Median Sales Price

## Fort Collins-Loveland MSA

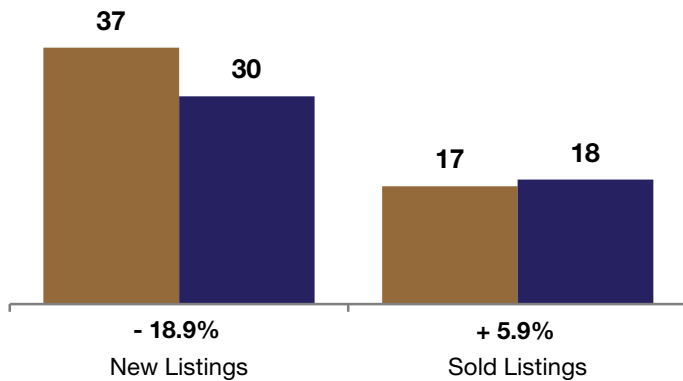
Includes Larimer County

	December			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	186	145	- 22.0%	--	--	--
Pending Sales*	7	3	- 57.1%	--	--	--
Under Contract Listings	9	26	+ 188.9%	179	276	+ 54.2%
New Listings	37	30	- 18.9%	510	511	+ 0.2%
Sold Listings	17	18	+ 5.9%	181	239	+ 32.0%
Total Days on Market	122	126	+ 3.2%	107	113	+ 6.2%
Median Sold Price**	\$282,000	\$241,915	- 14.2%	\$208,000	\$225,500	+ 8.4%
Average Sold Price**	\$436,544	\$298,325	- 31.7%	\$279,040	\$252,446	- 9.5%
Percent of Sold Price to List Price**	97.3%	97.1%	- 0.2%	97.4%	96.8%	- 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.

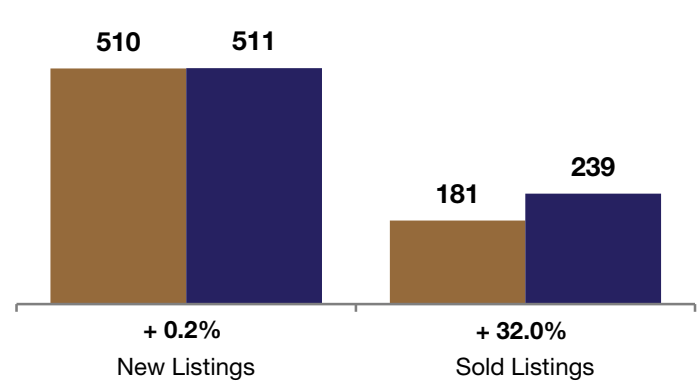
### December

■ 2010 ■ 2011



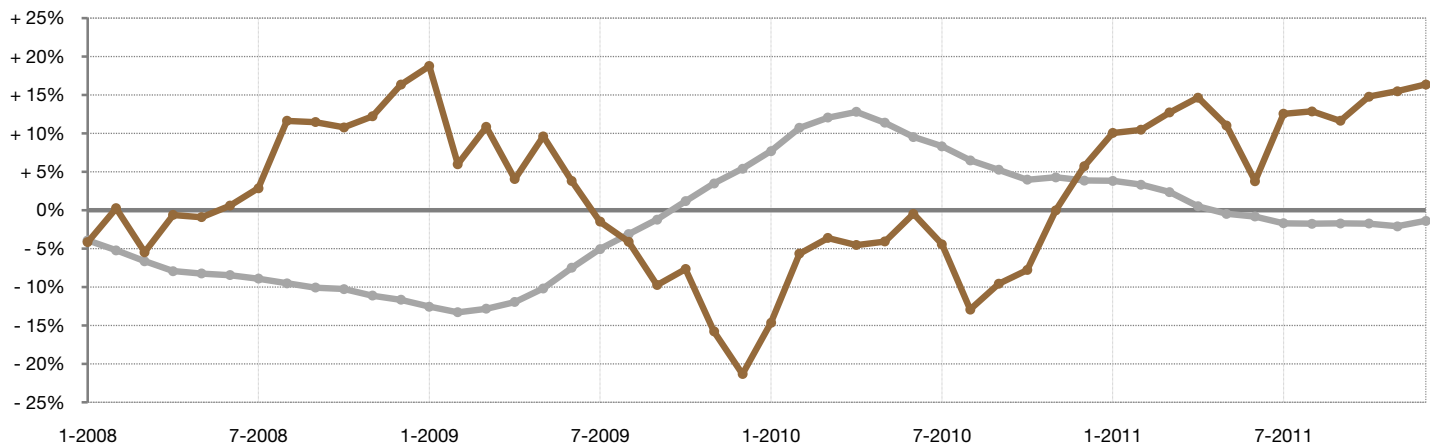
### Year to Date (YTD)

■ 2010 ■ 2011



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

All MLS —  
Fort Collins-Loveland MSA —



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# Local Market Update – December 2011

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



## Greeley MSA

Includes Weld County

**- 18.4%**

Change in  
New Listings

**- 3.3%**

Change in  
Sold Listings

**+ 26.1%**

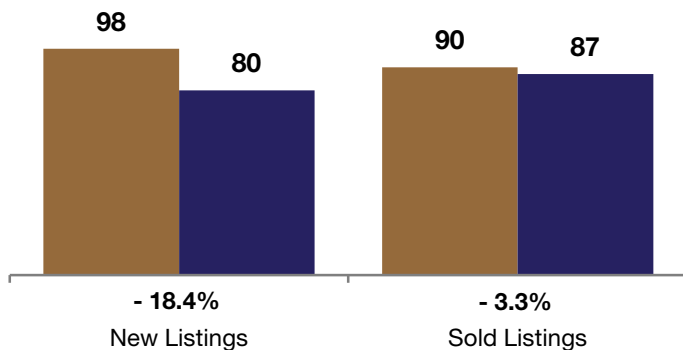
Change in  
Median Sales Price

	December			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	498	<b>297</b>	- 40.4%	--	--	--
Pending Sales*	18	<b>37</b>	+ 105.6%	--	--	--
Under Contract Listings	64	<b>68</b>	+ 6.3%	1,030	1,011	- 1.8%
New Listings	98	<b>80</b>	- 18.4%	2,080	<b>1,444</b>	- 30.6%
Sold Listings	90	<b>87</b>	- 3.3%	1,044	<b>990</b>	- 5.2%
Total Days on Market	119	<b>87</b>	- 26.5%	97	<b>100</b>	+ 2.4%
Median Sold Price**	\$164,900	<b>\$208,000</b>	+ 26.1%	\$189,900	<b>\$185,000</b>	- 2.6%
Average Sold Price**	\$186,646	<b>\$201,008</b>	+ 7.7%	\$208,189	<b>\$203,324</b>	- 2.3%
Percent of Sold Price to List Price**	96.7%	<b>97.3%</b>	+ 0.6%	97.9%	<b>97.1%</b>	- 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.

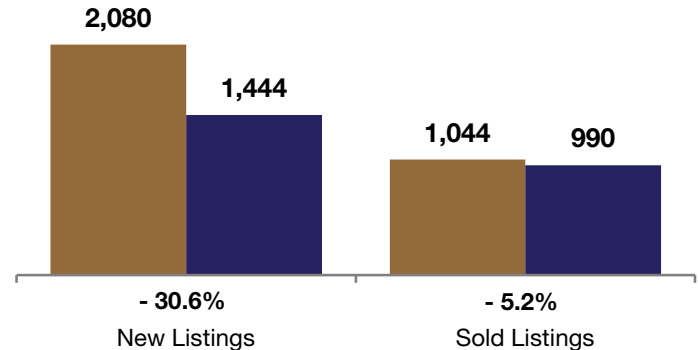
### December

■ 2010 ■ 2011



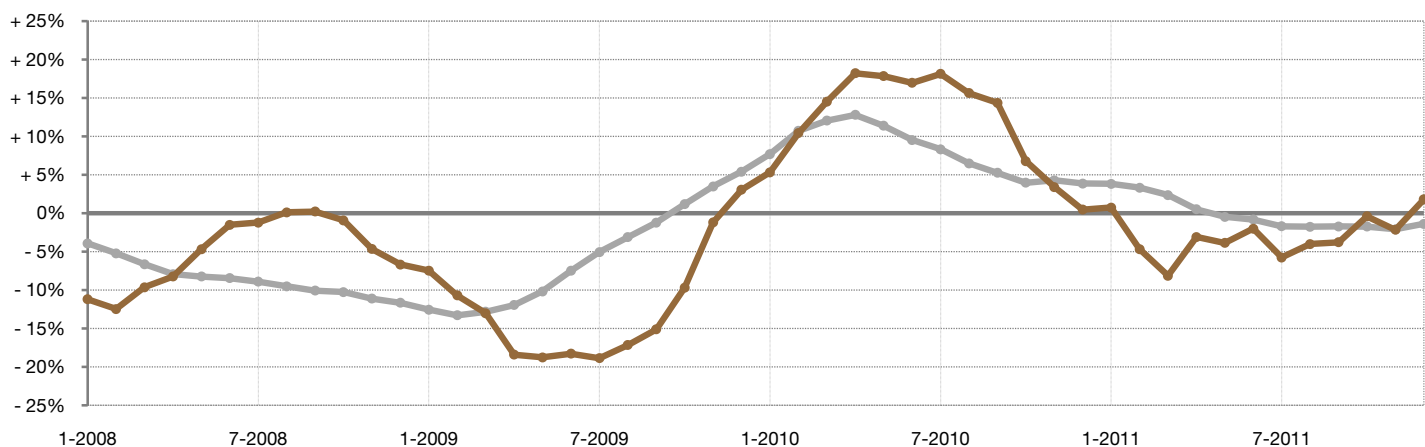
### Year to Date (YTD)

■ 2010 ■ 2011



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

All MLS —  
Greeley MSA —



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