

Local Market Update for November 2016

A Research Tool Provided by the Colorado Association of REALTORS®



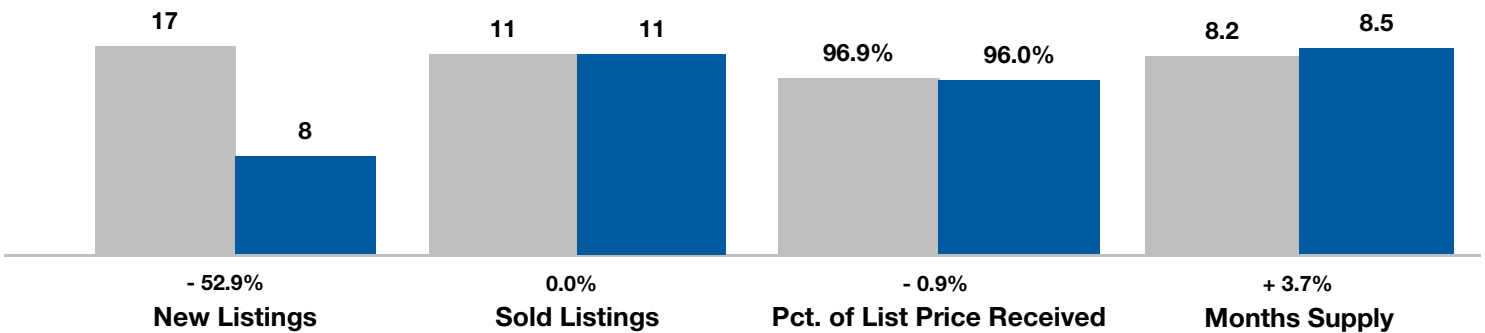
Cortez

| Key Metrics | November | | | Year to Date | | |
|--------------------------------------|-----------|-----------|-----------------------------------|--------------|--------------|-----------------------------------|
| | 2015 | 2016 | Percent Change from Previous Year | Thru 11-2015 | Thru 11-2016 | Percent Change from Previous Year |
| New Listings | 17 | 8 | - 52.9% | 293 | 275 | - 6.1% |
| Sold Listings | 11 | 11 | 0.0% | 187 | 159 | - 15.0% |
| Median Sales Price* | \$198,500 | \$159,900 | - 19.4% | \$158,100 | \$159,900 | + 1.1% |
| Average Sales Price* | \$224,898 | \$153,718 | - 31.6% | \$170,430 | \$170,611 | + 0.1% |
| Percent of List Price Received* | 96.9% | 96.0% | - 0.9% | 95.4% | 96.3% | + 0.9% |
| Days on Market Until Sale | 140 | 147 | + 5.0% | 194 | 145 | - 25.3% |
| Cumulative Days on Market Until Sale | 110 | 147 | + 33.6% | 211 | 163 | - 22.7% |
| Inventory of Homes for Sale | 141 | 116 | - 17.7% | -- | -- | -- |
| Months Supply of Inventory | 8.2 | 8.5 | + 3.7% | -- | -- | -- |

* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

November

■ 2015 ■ 2016



Historical Median Sales Price Rolling 12-Month Calculation

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