

Monthly Indicators



April 2018

New Listings were down 7.4 percent for single family homes but increased 32.0 percent for townhouse-condo properties. Pending Sales landed at 286 for single family homes and 90 for townhouse-condo properties.

The Median Sales Price was up 4.6 percent to \$407,500 for single family homes and 2.4 percent to \$278,000 for townhouse-condo properties. Days on Market decreased 16.0 percent for single family homes and 6.2 percent for townhouse-condo properties.

This winter and spring exhibited unseasonal weather patterns in much of the country. As the seasons change to something more palatable, wages and consumer spending are both up, on average, which should translate positively for the housing market. Being quick with an offer is still the rule of the day as the number of days a home stays on the market drops lower. If that wasn't enough for buyers to mull over with each potential offer, being aware of pending mortgage rate increases is once again in fashion.

Activity Snapshot

- 2.4% **- 16.0%** **+ 4.6%**

One-Year Change in Single Family Sold Listings	One-Year Change in Single Family Days On Market	One-Year Change in Single Family Median Sales Price
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Residential real estate activity in Area 9, comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Single Family Activity Overview

Key metrics for Single Family by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	4-2017	4-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		377	349	- 7.4%	1,257	1,164	- 7.4%
Pending Sales		322	286	- 11.2%	1,068	997	- 6.6%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		255	249	- 2.4%	812	824	+ 1.5%
Median Sales Price		\$389,500	\$407,500	+ 4.6%	\$379,700	\$402,000	+ 5.9%
Avg. Sales Price		\$427,013	\$459,157	+ 7.5%	\$409,264	\$445,756	+ 8.9%
Pct. of List Price Received		99.8%	100.1%	+ 0.3%	99.6%	99.5%	- 0.1%
Days on Market		75	63	- 16.0%	80	72	- 10.0%
Affordability Index		92	83	- 9.8%	94	84	- 10.6%
Active Listings		402	389	- 3.2%	--	--	--
Months Supply		1.6	1.5	- 6.3%	--	--	--

Townhouse-Condo Activity Overview

Key metrics for Townhouse-Condo by report month and for year-to-date (YTD) starting from the first of the year.



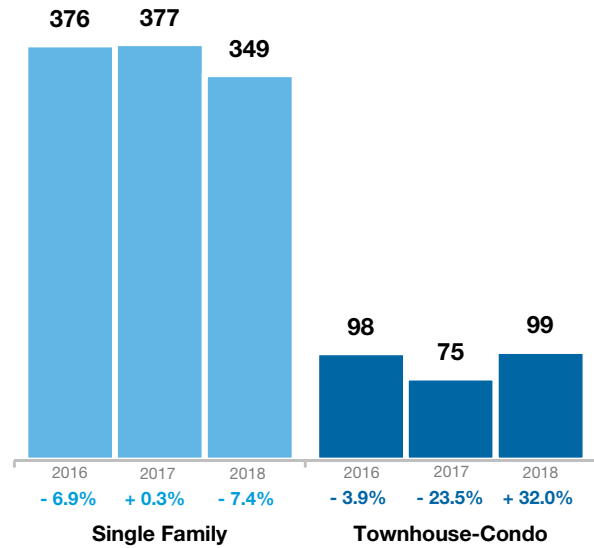
Key Metrics	Historical Sparkbars	4-2017	4-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		75	99	+ 32.0%	340	329	- 3.2%
Pending Sales		78	90	+ 15.4%	344	295	- 14.2%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		85	77	- 9.4%	278	231	- 16.9%
Median Sales Price		\$271,600	\$278,000	+ 2.4%	\$271,800	\$274,900	+ 1.1%
Avg. Sales Price		\$281,321	\$311,180	+ 10.6%	\$286,722	\$300,854	+ 4.9%
Pct. of List Price Received		100.8%	100.4%	- 0.4%	100.3%	99.6%	- 0.7%
Days on Market		97	91	- 6.2%	84	79	- 6.0%
Affordability Index		131	121	- 7.6%	131	123	- 6.1%
Active Listings		80	84	+ 5.0%	--	--	--
Months Supply		1.1	1.2	+ 9.1%	--	--	--

New Listings

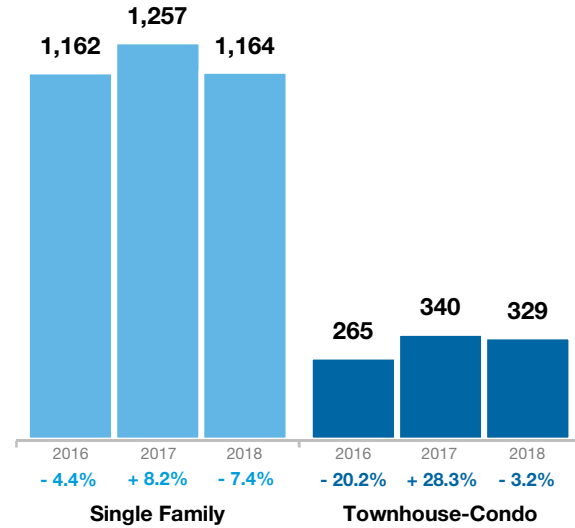
A count of the properties that have been newly listed on the market in a given month.



April

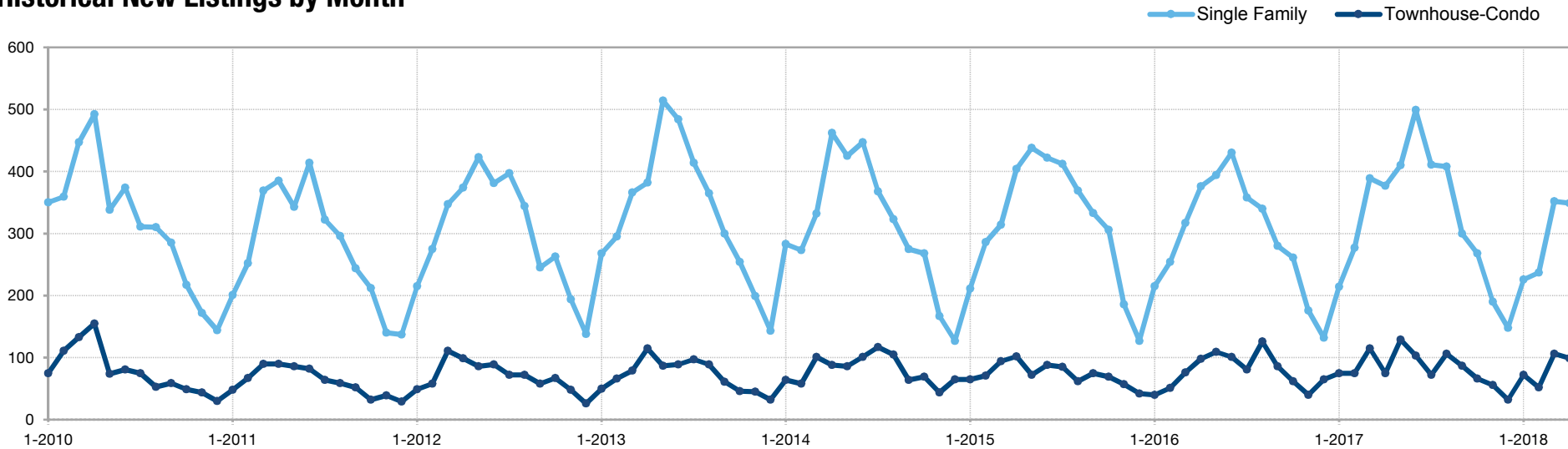


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2017	410	+4.1%	129	+18.3%
Jun-2017	499	+16.0%	103	+2.0%
Jul-2017	411	+14.8%	72	-11.1%
Aug-2017	408	+20.0%	106	-15.9%
Sep-2017	300	+7.1%	87	+1.2%
Oct-2017	268	+2.7%	66	+6.5%
Nov-2017	190	+8.0%	56	+40.0%
Dec-2017	148	+12.1%	32	-50.8%
Jan-2018	226	+5.6%	72	-4.0%
Feb-2018	237	-14.4%	52	-30.7%
Mar-2018	352	-9.5%	106	-7.8%
Apr-2018	349	-7.4%	99	+32.0%
12-Month Avg	317	+4.7%	82	-3.0%

Historical New Listings by Month

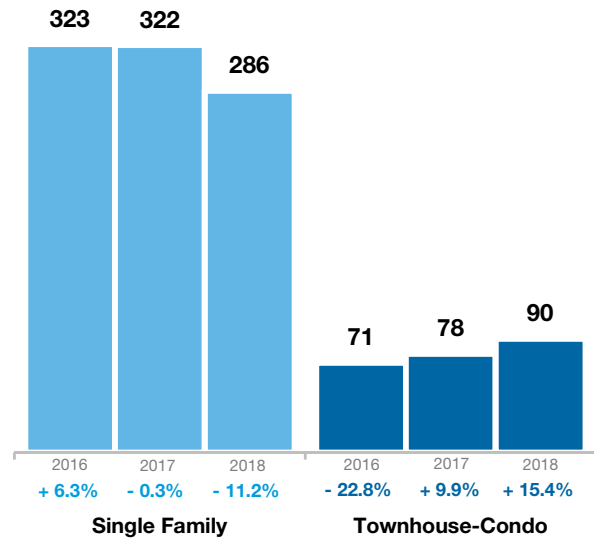


Pending Sales

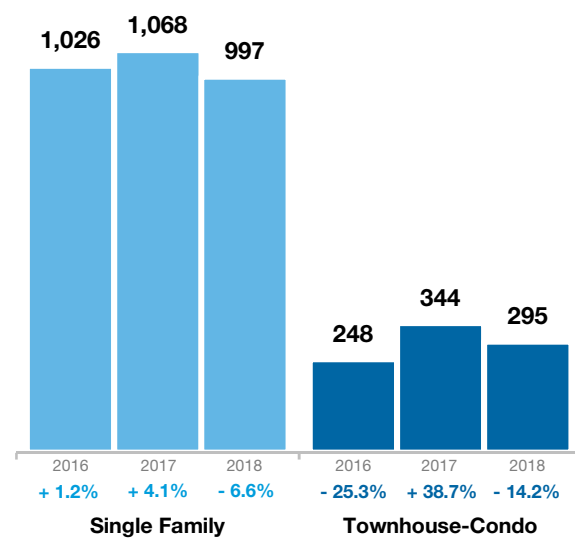
A count of the properties on which offers have been accepted in a given month.



April

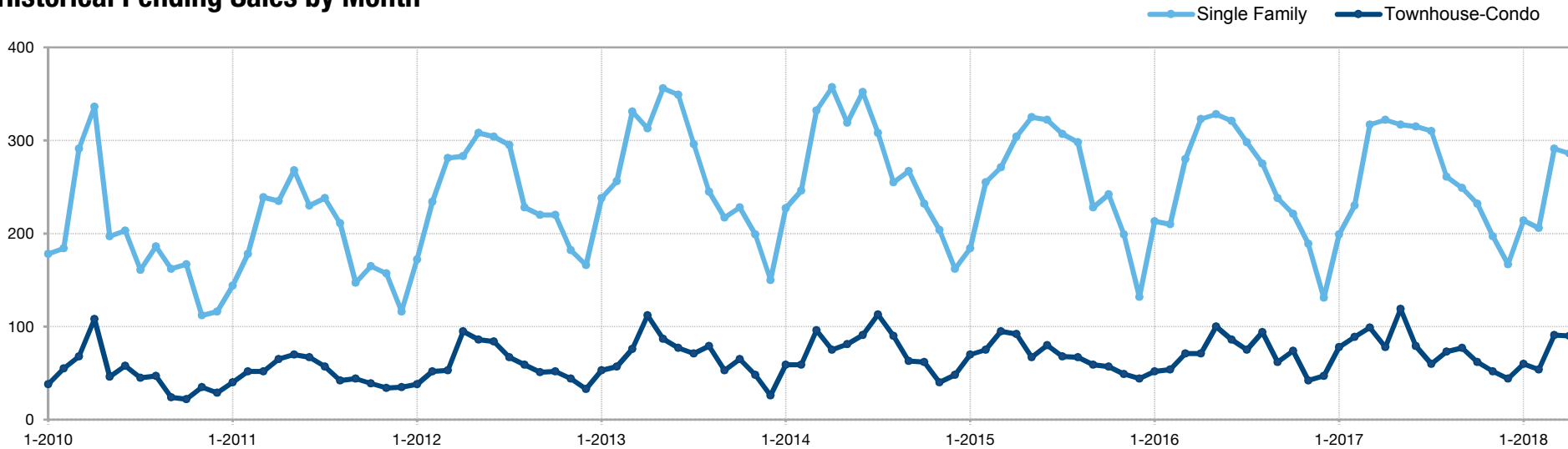


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2017	317	-3.4%	119	+19.0%
Jun-2017	315	-1.9%	79	-8.1%
Jul-2017	310	+4.0%	60	-20.0%
Aug-2017	261	-5.1%	73	-22.3%
Sep-2017	249	+4.6%	77	+24.2%
Oct-2017	232	+5.0%	62	-16.2%
Nov-2017	197	+4.2%	52	+23.8%
Dec-2017	167	+27.5%	44	-6.4%
Jan-2018	214	+7.5%	60	-23.1%
Feb-2018	206	-10.4%	54	-39.3%
Mar-2018	291	-8.2%	91	-8.1%
Apr-2018	286	-11.2%	90	+15.4%
12-Month Avg	254	-0.8%	72	-6.8%

Historical Pending Sales by Month

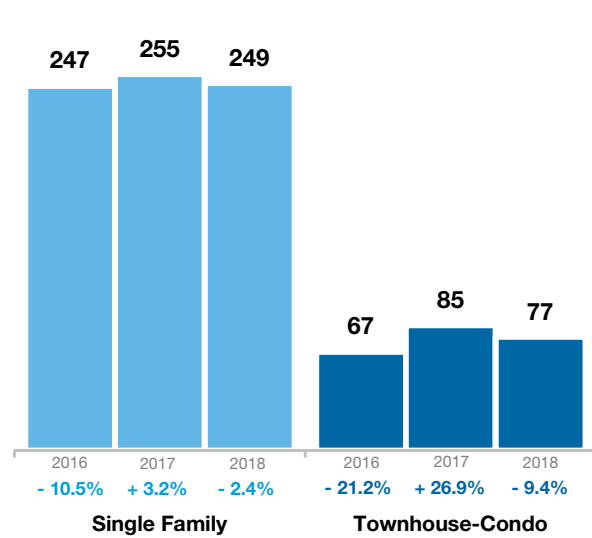


Sold Listings

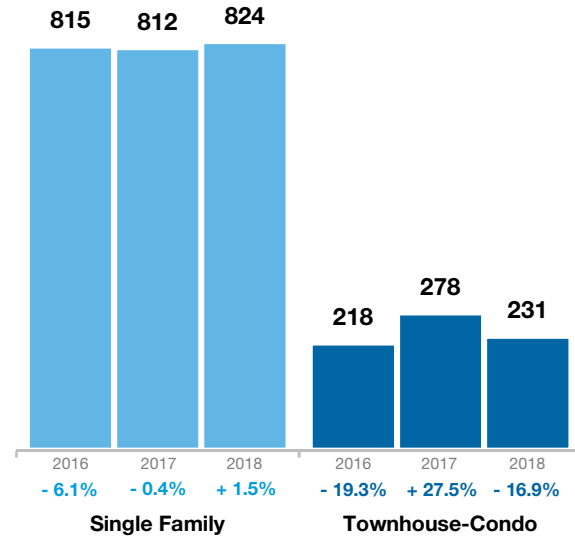
A count of the actual sales that closed in a given month.



April

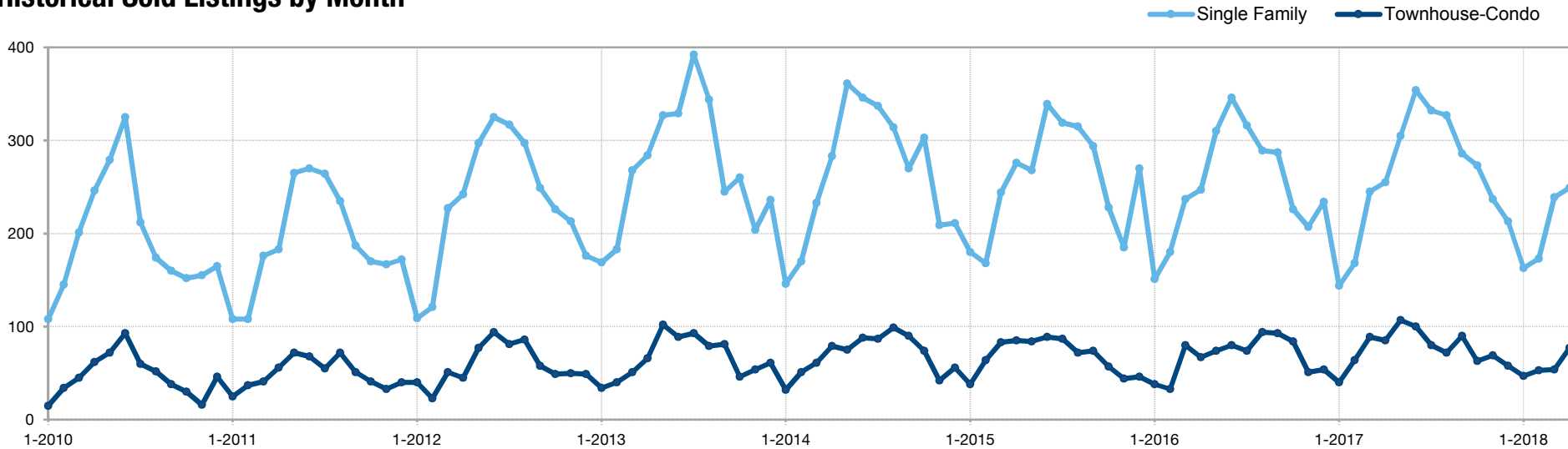


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2017	305	-1.6%	107	+44.6%
Jun-2017	354	+2.3%	100	+25.0%
Jul-2017	332	+5.1%	80	+8.1%
Aug-2017	327	+13.1%	72	-23.4%
Sep-2017	286	-0.3%	90	-3.2%
Oct-2017	273	+20.8%	63	-25.0%
Nov-2017	237	+14.5%	69	+35.3%
Dec-2017	213	-9.0%	58	+7.4%
Jan-2018	163	+13.2%	47	+17.5%
Feb-2018	173	+3.0%	53	-17.2%
Mar-2018	239	-2.4%	54	-39.3%
Apr-2018	249	-2.4%	77	-9.4%
12-Month Avg	263	+4.1%	73	-1.4%

Historical Sold Listings by Month

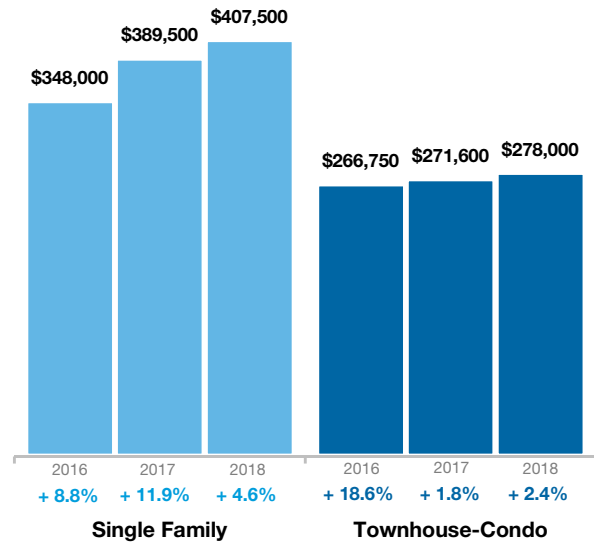


Median Sales Price

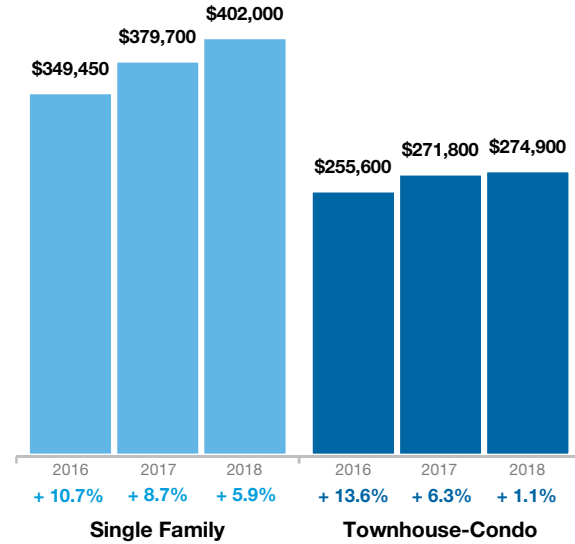
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



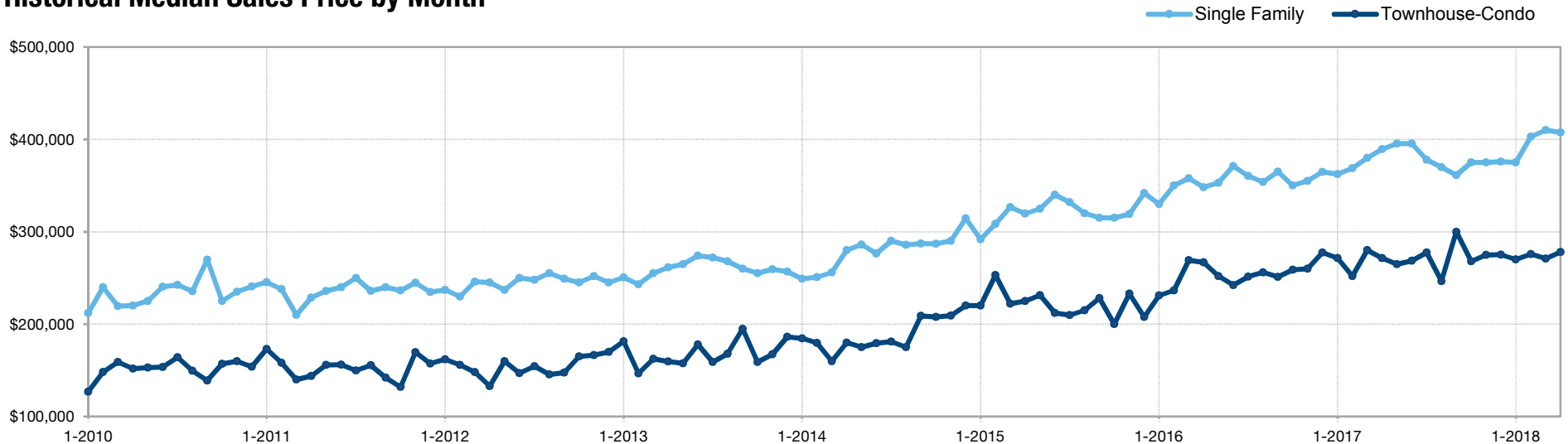
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2017	\$395,500	+12.0%	\$265,000	+5.2%
Jun-2017	\$395,358	+6.6%	\$268,500	+10.8%
Jul-2017	\$378,000	+4.9%	\$277,450	+10.3%
Aug-2017	\$370,000	+4.5%	\$246,500	-3.7%
Sep-2017	\$361,250	-1.0%	\$299,950	+19.5%
Oct-2017	\$375,000	+7.1%	\$267,900	+3.5%
Nov-2017	\$375,000	+5.6%	\$275,000	+5.8%
Dec-2017	\$376,000	+3.1%	\$275,200	-0.8%
Jan-2018	\$375,000	+3.4%	\$270,000	-0.6%
Feb-2018	\$403,000	+9.3%	\$275,900	+9.5%
Mar-2018	\$410,000	+7.9%	\$271,000	-3.2%
Apr-2018	\$407,500	+4.6%	\$278,000	+2.4%
12-Month Avg*	\$385,000	+5.5%	\$275,000	+5.8%

* Median Sales Price for all properties from May 2017 through April 2018. This is not the average of the individual figures above.

Historical Median Sales Price by Month

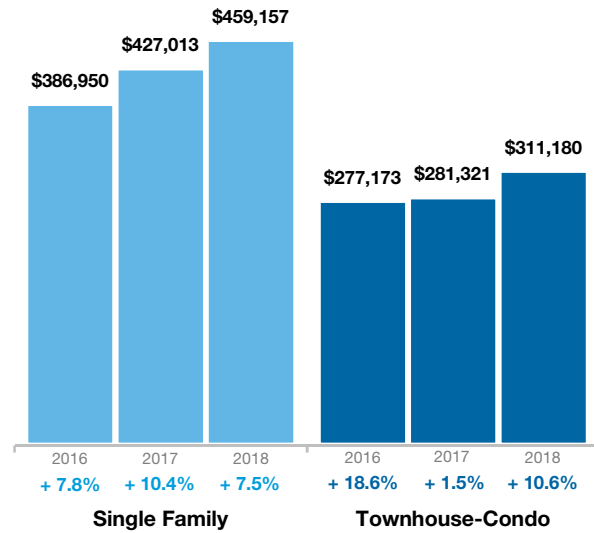


Average Sales Price

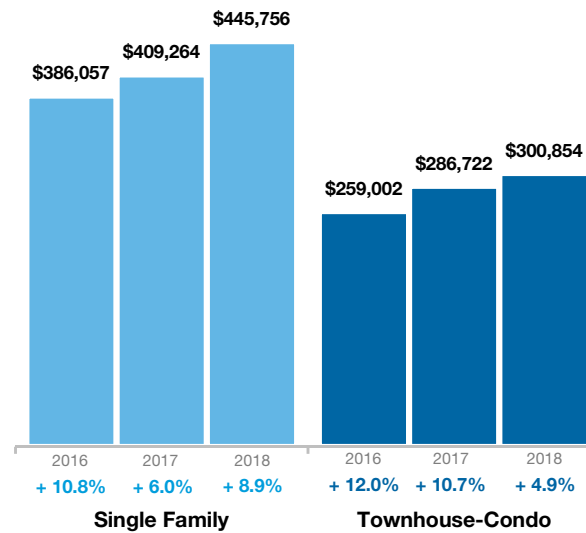
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



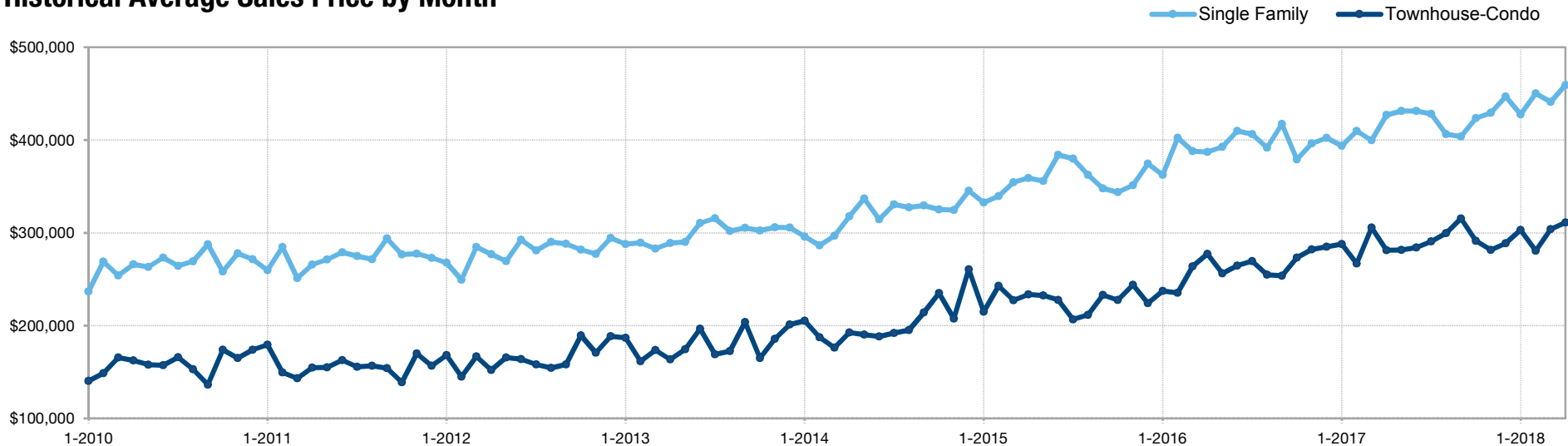
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2017	\$431,300	+9.9%	\$281,463	+9.8%
Jun-2017	\$431,129	+5.3%	\$283,985	+7.3%
Jul-2017	\$428,166	+5.4%	\$290,560	+7.9%
Aug-2017	\$406,196	+3.7%	\$299,516	+17.5%
Sep-2017	\$403,824	-3.2%	\$315,498	+24.3%
Oct-2017	\$423,502	+11.7%	\$291,341	+6.7%
Nov-2017	\$429,342	+8.4%	\$281,587	-0.2%
Dec-2017	\$446,774	+11.1%	\$288,776	+1.3%
Jan-2018	\$427,592	+8.6%	\$303,051	+5.3%
Feb-2018	\$450,222	+9.9%	\$280,712	+5.2%
Mar-2018	\$440,950	+10.3%	\$303,988	-0.5%
Apr-2018	\$459,157	+7.5%	\$311,180	+10.6%
12-Month Avg*	\$429,855	+6.8%	\$293,966	+8.0%

* Avg. Sales Price for all properties from May 2017 through April 2018. This is not the average of the individual figures above.

Historical Average Sales Price by Month



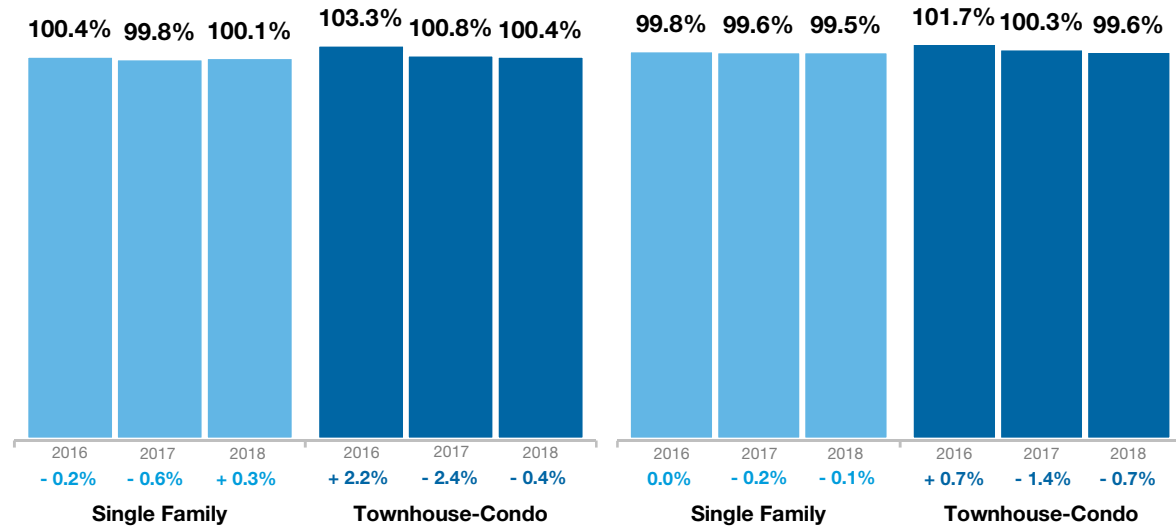
Percent of List Price Received

Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



April

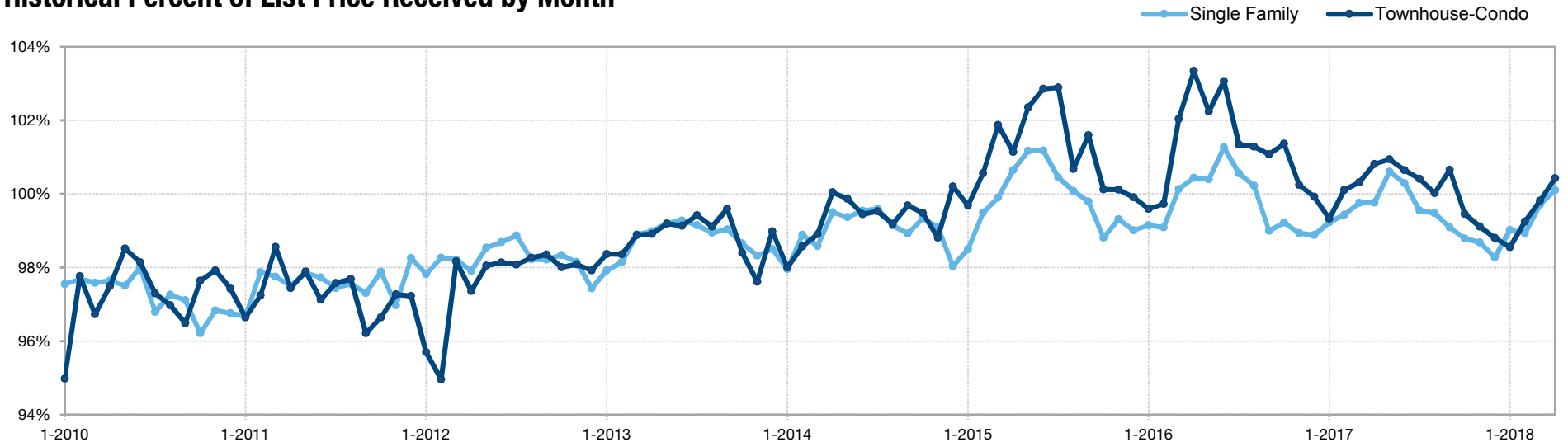
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2017	100.6%	+0.2%	100.9%	-1.3%
Jun-2017	100.3%	-1.0%	100.6%	-2.4%
Jul-2017	99.6%	-1.0%	100.4%	-0.9%
Aug-2017	99.5%	-0.7%	100.0%	-1.3%
Sep-2017	99.1%	+0.1%	100.7%	-0.4%
Oct-2017	98.8%	-0.4%	99.5%	-1.9%
Nov-2017	98.7%	-0.2%	99.1%	-1.1%
Dec-2017	98.3%	-0.6%	98.8%	-1.1%
Jan-2018	99.0%	-0.2%	98.6%	-0.7%
Feb-2018	98.9%	-0.5%	99.2%	-0.9%
Mar-2018	99.7%	-0.1%	99.8%	-0.5%
Apr-2018	100.1%	+0.3%	100.4%	-0.4%
12-Month Avg*	99.8%	-0.4%	101.1%	-1.0%

* Pct. of List Price Received for all properties from May 2017 through April 2018. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



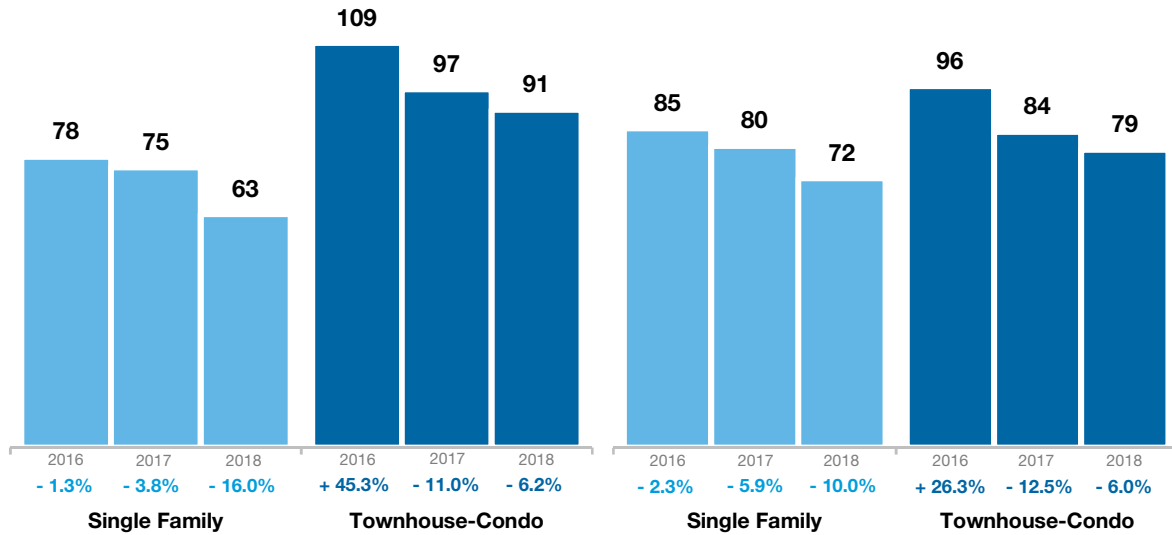
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.



April

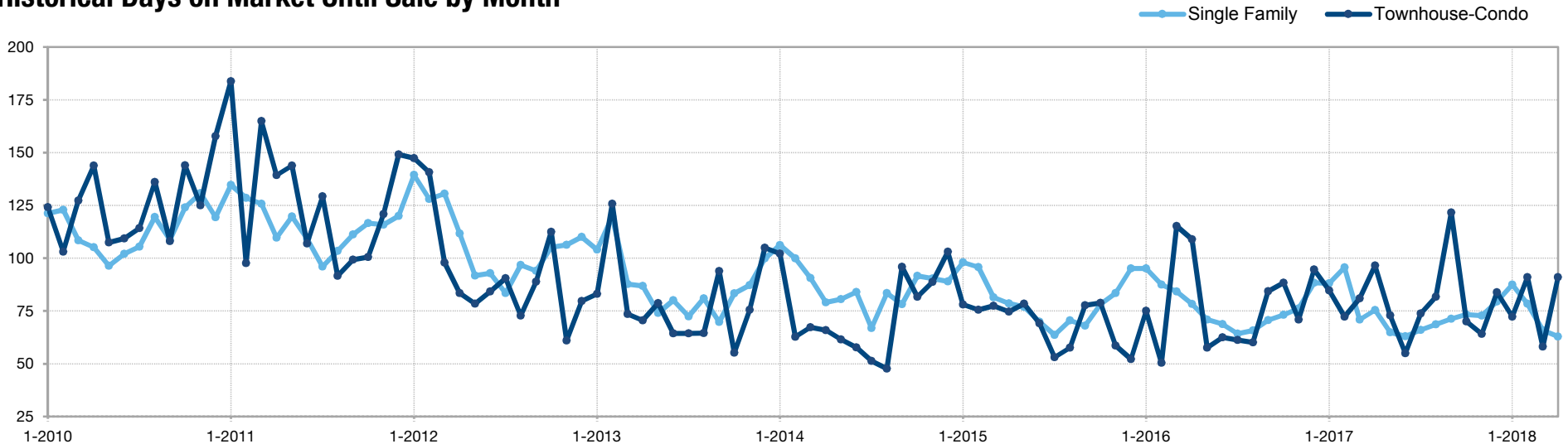
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2017	65	-8.5%	73	+25.9%
Jun-2017	63	-8.7%	55	-11.3%
Jul-2017	66	+3.1%	74	+21.3%
Aug-2017	69	+4.5%	82	+36.7%
Sep-2017	71	0.0%	122	+45.2%
Oct-2017	73	0.0%	70	-20.5%
Nov-2017	73	-3.9%	64	-9.9%
Dec-2017	79	-10.2%	84	-11.6%
Jan-2018	88	0.0%	72	-15.3%
Feb-2018	78	-18.8%	91	+26.4%
Mar-2018	66	-7.0%	58	-28.4%
Apr-2018	63	-16.0%	91	-6.2%
12-Month Avg	70	-5.4%	78	+3.2%

* Days on Market for all properties from May 2017 through April 2018. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



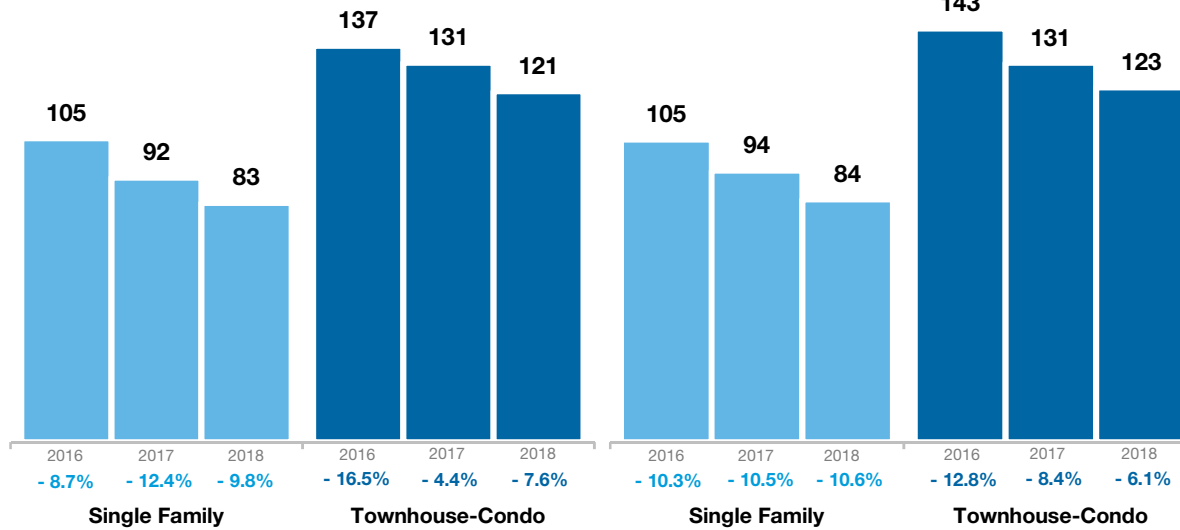
Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



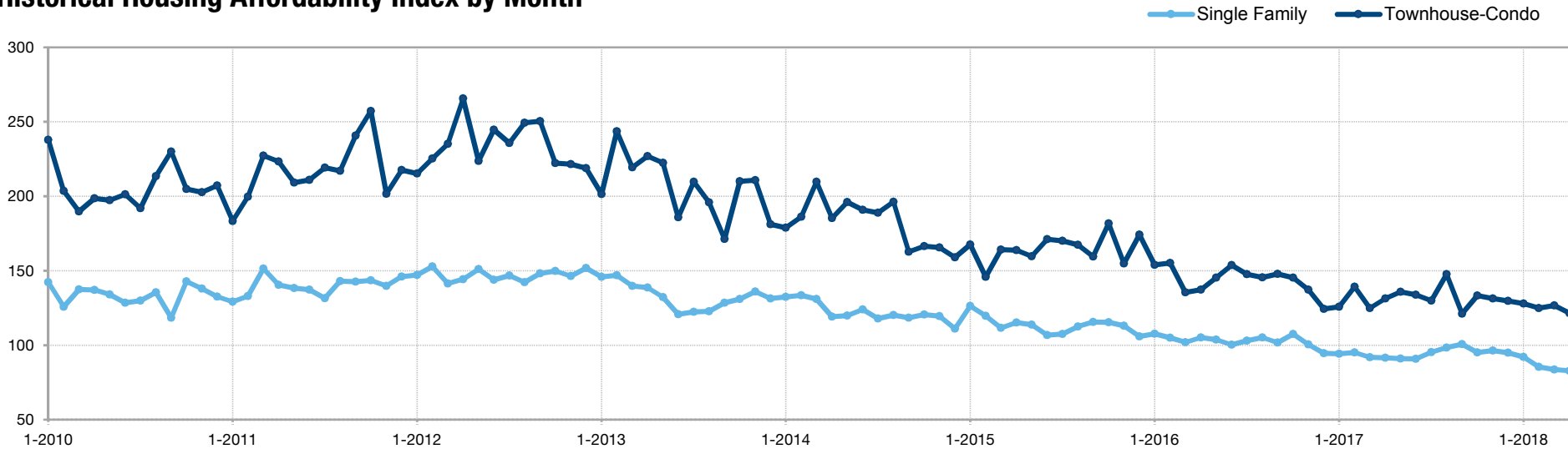
April

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2017	91	-12.5%	136	-6.2%
Jun-2017	91	-9.0%	134	-13.0%
Jul-2017	95	-7.8%	130	-12.2%
Aug-2017	98	-6.7%	148	+2.1%
Sep-2017	101	-1.0%	121	-18.2%
Oct-2017	95	-11.2%	133	-8.3%
Nov-2017	96	-5.0%	131	-4.4%
Dec-2017	95	0.0%	130	+4.8%
Jan-2018	92	-2.1%	128	+1.6%
Feb-2018	86	-9.5%	125	-10.1%
Mar-2018	84	-8.7%	127	+1.6%
Apr-2018	83	-9.8%	121	-7.6%
12-Month Avg	92	-16.3%	99	-13.0%

Historical Housing Affordability Index by Month

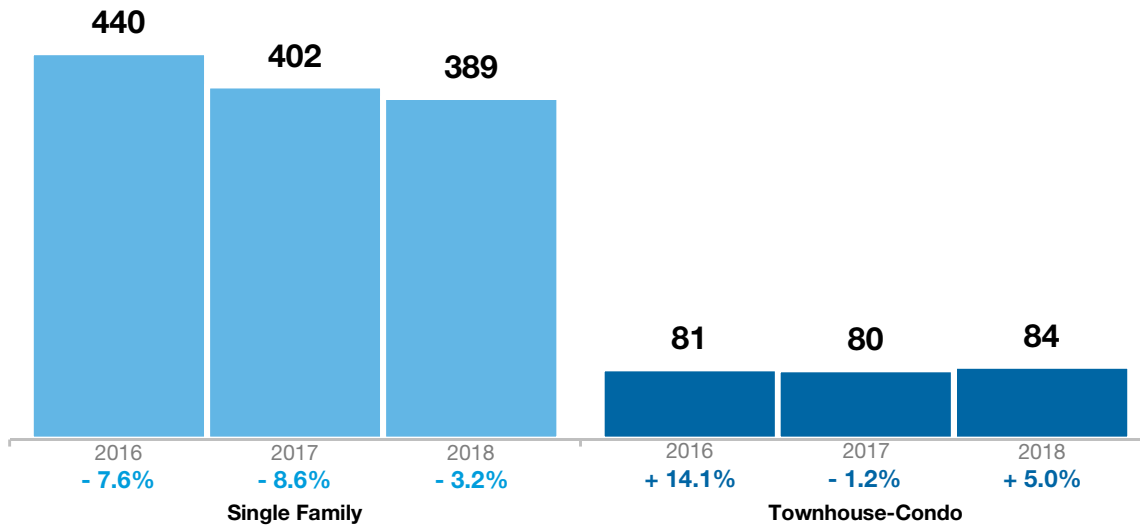


Inventory of Active Listings

The number of properties available for sale in active status at the end of a given month.



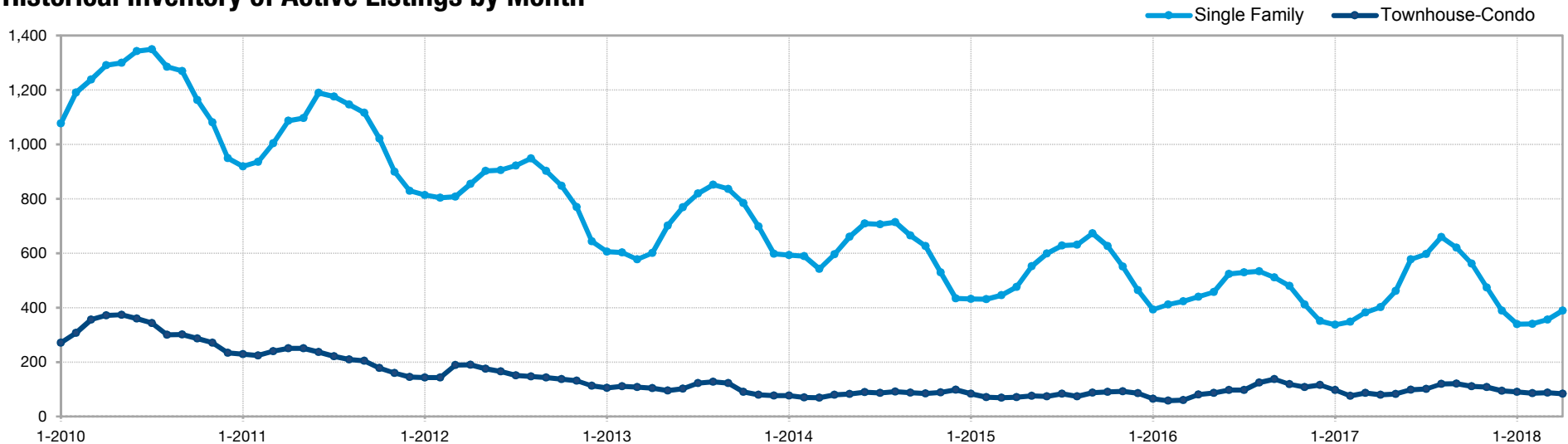
April



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2017	461	+0.9%	83	-4.6%
Jun-2017	577	+10.1%	98	+1.0%
Jul-2017	597	+12.6%	101	+4.1%
Aug-2017	659	+23.4%	120	-4.0%
Sep-2017	620	+21.3%	121	-11.7%
Oct-2017	562	+17.1%	111	-6.7%
Nov-2017	474	+15.0%	108	0.0%
Dec-2017	389	+10.8%	94	-19.0%
Jan-2018	339	+0.6%	91	-6.2%
Feb-2018	340	-2.3%	86	+13.2%
Mar-2018	356	-6.8%	88	+1.1%
Apr-2018	389	-3.2%	84	+5.0%
12-Month Avg*	480	+9.4%	99	-3.3%

* Active Listings for all properties from May 2017 through April 2018. This is not the average of the individual figures above.

Historical Inventory of Active Listings by Month

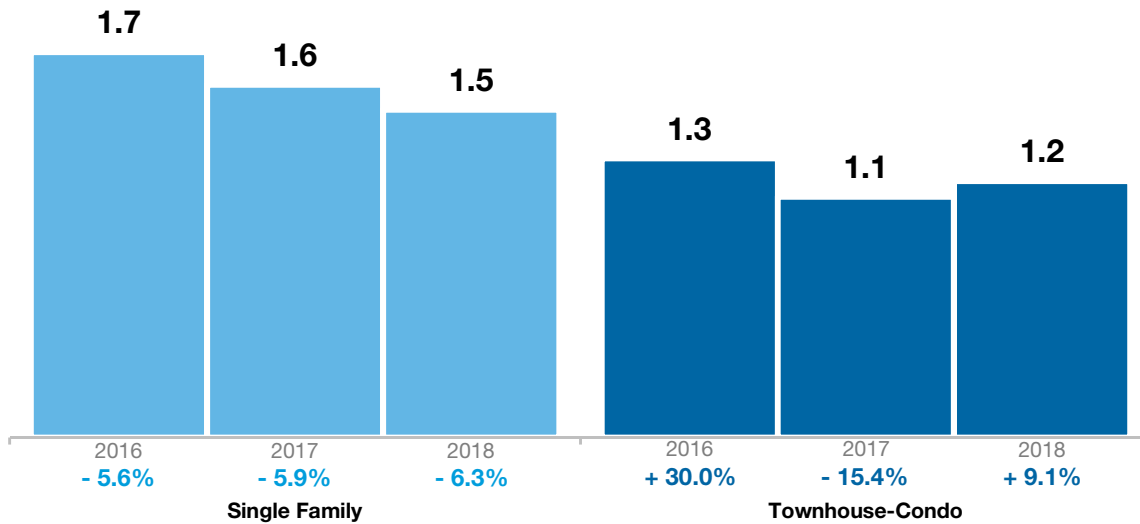


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly closed sales from the last 12 months.



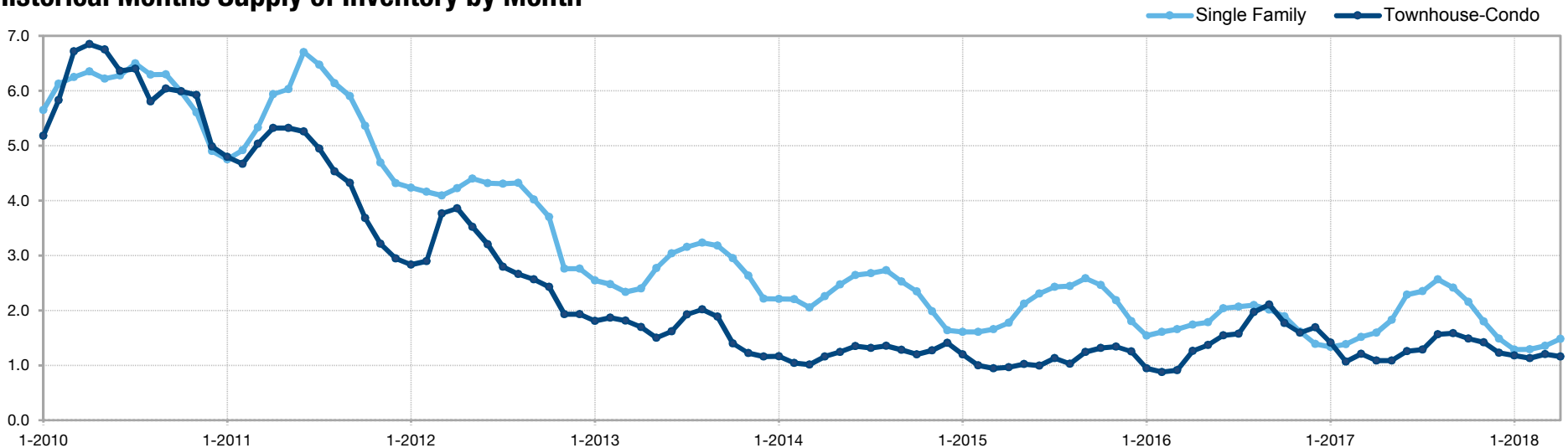
April



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2017	1.8	0.0%	1.1	-21.4%
Jun-2017	2.3	+15.0%	1.3	-13.3%
Jul-2017	2.4	+14.3%	1.3	-18.8%
Aug-2017	2.6	+23.8%	1.6	-20.0%
Sep-2017	2.4	+20.0%	1.6	-23.8%
Oct-2017	2.2	+15.8%	1.5	-16.7%
Nov-2017	1.8	+12.5%	1.4	-12.5%
Dec-2017	1.5	+7.1%	1.2	-29.4%
Jan-2018	1.3	0.0%	1.2	-14.3%
Feb-2018	1.3	-7.1%	1.1	0.0%
Mar-2018	1.4	-6.7%	1.2	0.0%
Apr-2018	1.5	-6.3%	1.2	+9.1%
12-Month Avg*	1.9	+7.6%	1.3	-15.3%

* Months Supply for all properties from May 2017 through April 2018. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Properties Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



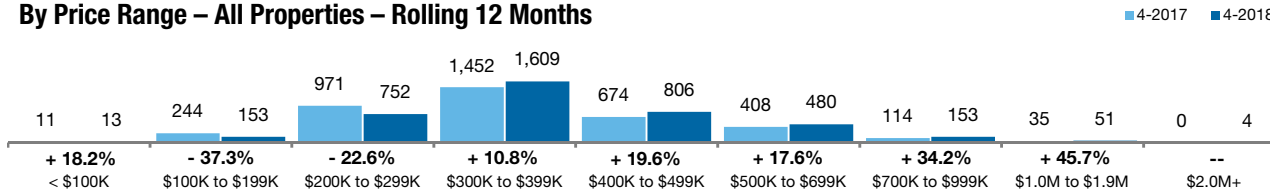
Key Metrics	Historical Sparkbars	4-2017	4-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		452	448	- 0.9%	1,597	1,493	- 6.5%
Pending Sales		400	376	- 6.0%	344	295	- 14.2%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		340	326	- 4.1%	1,090	1,055	- 3.2%
Median Sales Price		\$355,000	\$385,750	+ 8.7%	\$348,000	\$378,500	+ 8.8%
Avg. Sales Price		\$390,590	\$424,205	+ 9.5%	\$377,981	\$414,029	+ 9.5%
Pct. of List Price Received		100.0%	100.2%	- 0.3%	99.8%	99.5%	- 0.3%
Days on Market		81	70	- 8.6%	81	74	- 8.6%
Affordability Index		101	88	- 13.0%	103	89	- 13.0%
Active Listings		482	473	- 1.9%	--	--	--
Months Supply		1.5	1.4	- 4.6%	--	--	--

Sold Listings

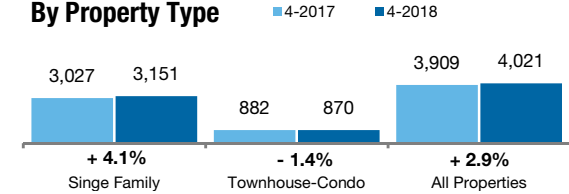
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	11	13	+ 18.2%	0	0	--
\$100,000 to \$199,999	87	69	- 20.7%	157	84	- 46.5%
\$200,000 to \$299,999	511	306	- 40.1%	460	446	- 3.0%
\$300,000 to \$399,999	1,232	1,337	+ 8.5%	220	272	+ 23.6%
\$400,000 to \$499,999	646	767	+ 18.7%	28	39	+ 39.3%
\$500,000 to \$699,999	395	463	+ 17.2%	13	17	+ 30.8%
\$700,000 to \$999,999	111	146	+ 31.5%	3	7	+ 133.3%
\$1,000,000 to \$1,999,999	34	46	+ 35.3%	1	5	+ 400.0%
\$2,000,000 and Above	0	4	--	0	0	--
All Price Ranges	3,027	3,151	+ 4.1%	882	870	- 1.4%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	3-2018	4-2018	Change	3-2018	4-2018	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	1	3	+ 200.0%	4	5	+ 25.0%
\$200,000 to \$299,999	13	9	- 30.8%	30	37	+ 23.3%
\$300,000 to \$399,999	91	102	+ 12.1%	15	25	+ 66.7%
\$400,000 to \$499,999	71	73	+ 2.8%	2	5	+ 150.0%
\$500,000 to \$699,999	52	45	- 13.5%	2	4	+ 100.0%
\$700,000 to \$999,999	10	13	+ 30.0%	1	0	- 100.0%
\$1,000,000 to \$1,999,999	1	3	+ 200.0%	0	1	--
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	239	249	+ 4.2%	54	77	+ 42.6%

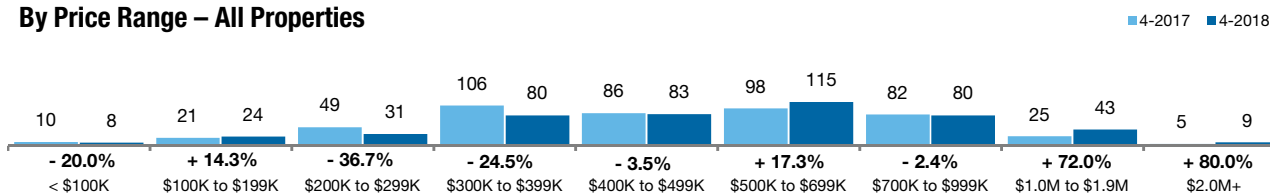
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	4	0	- 100.0%	0	0	--
\$100,000 to \$199,999	20	11	- 45.0%	42	24	- 42.9%
\$200,000 to \$299,999	94	54	- 42.6%	134	114	- 14.9%
\$300,000 to \$399,999	359	332	- 7.5%	83	70	- 15.7%
\$400,000 to \$499,999	191	225	+ 17.8%	10	11	+ 10.0%
\$500,000 to \$699,999	105	150	+ 42.9%	7	9	+ 28.6%
\$700,000 to \$999,999	31	39	+ 25.8%	1	1	0.0%
\$1,000,000 to \$1,999,999	8	12	+ 50.0%	1	2	+ 100.0%
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	812	824	+ 1.5%	278	231	- 16.9%

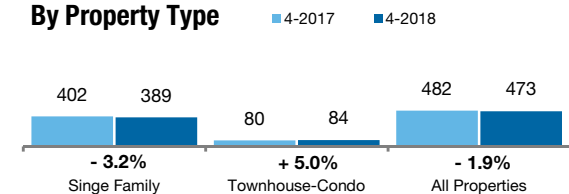
Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Townhouse-Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	10	8	- 20.0%	0	0	--
\$100,000 to \$199,999	16	19	+ 18.8%	5	5	0.0%
\$200,000 to \$299,999	30	10	- 66.7%	19	21	+ 10.5%
\$300,000 to \$399,999	69	52	- 24.6%	37	28	- 24.3%
\$400,000 to \$499,999	79	75	- 5.1%	7	8	+ 14.3%
\$500,000 to \$699,999	97	105	+ 8.2%	1	10	+ 900.0%
\$700,000 to \$999,999	76	73	- 3.9%	6	7	+ 16.7%
\$1,000,000 to \$1,999,999	20	38	+ 90.0%	5	5	0.0%
\$2,000,000 and Above	5	9	+ 80.0%	0	0	--
All Price Ranges	402	389	- 3.2%	80	84	+ 5.0%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	3-2018	4-2018	Change	3-2018	4-2018	Change
\$99,999 and Below	8	8	0.0%	0	0	--
\$100,000 to \$199,999	18	19	+ 5.6%	6	5	- 16.7%
\$200,000 to \$299,999	10	10	0.0%	23	21	- 8.7%
\$300,000 to \$399,999	46	52	+ 13.0%	22	28	+ 27.3%
\$400,000 to \$499,999	83	75	- 9.6%	10	8	- 20.0%
\$500,000 to \$699,999	88	105	+ 19.3%	12	10	- 16.7%
\$700,000 to \$999,999	63	73	+ 15.9%	10	7	- 30.0%
\$1,000,000 to \$1,999,999	31	38	+ 22.6%	5	5	0.0%
\$2,000,000 and Above	9	9	0.0%	0	0	--
All Price Ranges	356	389	+ 9.3%	88	84	- 4.5%

Year to Date

By Price Range	Single Family	Townhouse-Condo
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There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

Glossary of Terms

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New Listings	A measure of how much new supply is coming onto the market from sellers (e.g., Q3 New Listings are those listings with a system list date from July 1 through September 30).
Pending Sales	A count of all the listings that went into Pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
Under Contract Activity	A count of all listings Under Contract during the reported period. Listings that go Under Contract are counted each day. There is no maximum number of times a listing can be counted as Under Contract. For example, if a listing goes into Under Contract, out of Under Contract, then back into Under Contract all in one reported period, this listing would be counted twice.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
Active Listings	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Months Supply of Inventory	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.

Local Market Update for April 2018

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Berthoud

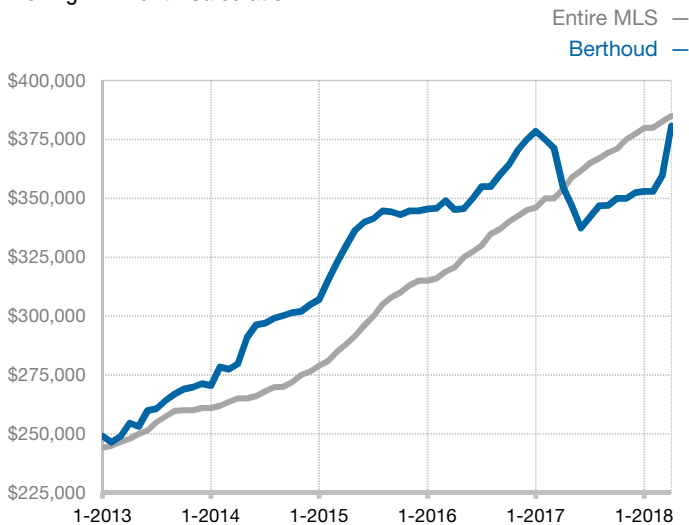
Single Family Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	40	61	+ 52.5%	244	152	- 37.7%
Closed Sales	67	25	- 62.7%	132	74	- 43.9%
Median Sales Price*	\$327,886	\$399,950	+ 22.0%	\$337,852	\$405,457	+ 20.0%
Average Sales Price*	\$351,057	\$484,552	+ 38.0%	\$376,488	\$464,527	+ 23.4%
Percent of List Price Received*	101.3%	100.2%	- 1.1%	100.5%	99.8%	- 0.7%
Days on Market Until Sale	106	75	- 29.2%	104	91	- 12.5%
Inventory of Homes for Sale	72	79	+ 9.7%	--	--	--
Months Supply of Inventory	3.1	2.5	- 19.4%	--	--	--

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

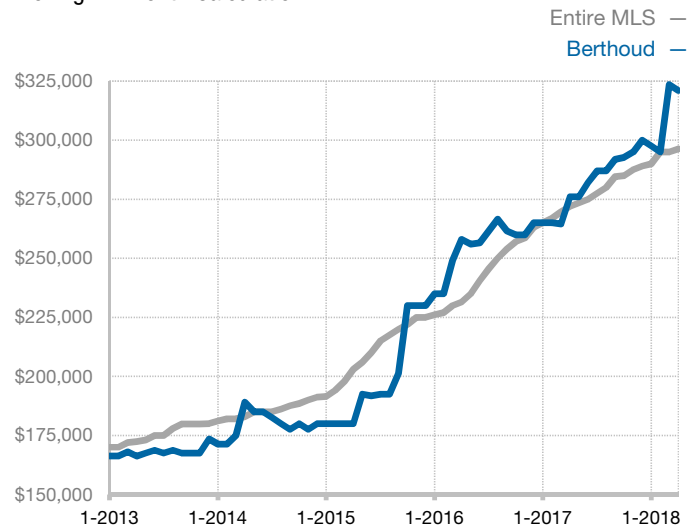
Townhouse-Condo Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	4	0	- 100.0%	25	13	- 48.0%
Closed Sales	3	5	+ 66.7%	8	8	0.0%
Median Sales Price*	\$339,000	\$320,970	- 5.3%	\$296,350	\$320,785	+ 8.2%
Average Sales Price*	\$331,967	\$326,374	- 1.7%	\$299,846	\$326,318	+ 8.8%
Percent of List Price Received*	99.2%	99.7%	+ 0.5%	100.6%	99.8%	- 0.8%
Days on Market Until Sale	61	81	+ 32.8%	69	62	- 10.1%
Inventory of Homes for Sale	13	4	- 69.2%	--	--	--
Months Supply of Inventory	5.0	1.9	- 62.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for April 2018

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Boulder

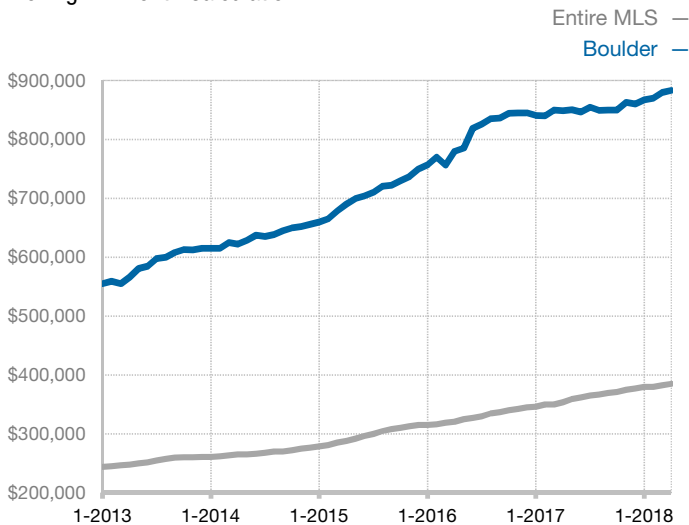
Single Family Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	154	170	+ 10.4%	490	479	- 2.2%
Closed Sales	87	68	- 21.8%	259	264	+ 1.9%
Median Sales Price*	\$889,000	\$1,045,000	+ 17.5%	\$828,000	\$914,025	+ 10.4%
Average Sales Price*	\$1,099,845	\$1,314,181	+ 19.5%	\$987,271	\$1,192,527	+ 20.8%
Percent of List Price Received*	100.0%	100.2%	+ 0.2%	98.9%	98.9%	0.0%
Days on Market Until Sale	56	58	+ 3.6%	74	71	- 4.1%
Inventory of Homes for Sale	218	172	- 21.1%	--	--	--
Months Supply of Inventory	2.9	2.1	- 27.6%	--	--	--

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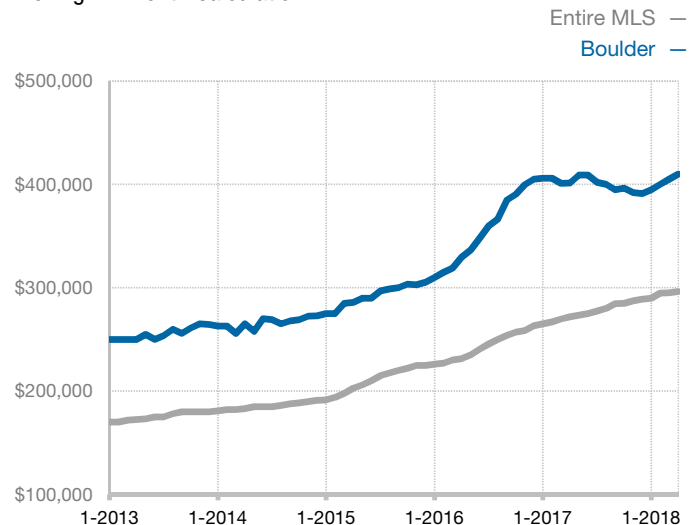
Townhouse-Condo Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	76	89	+ 17.1%	295	321	+ 8.8%
Closed Sales	49	66	+ 34.7%	189	213	+ 12.7%
Median Sales Price*	\$419,000	\$525,000	+ 25.3%	\$392,000	\$489,000	+ 24.7%
Average Sales Price*	\$459,896	\$579,644	+ 26.0%	\$467,618	\$559,037	+ 19.5%
Percent of List Price Received*	100.6%	100.4%	- 0.2%	100.2%	100.0%	- 0.2%
Days on Market Until Sale	46	74	+ 60.9%	50	58	+ 16.0%
Inventory of Homes for Sale	70	92	+ 31.4%	--	--	--
Months Supply of Inventory	1.2	1.6	+ 33.3%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for April 2018

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Fort Collins

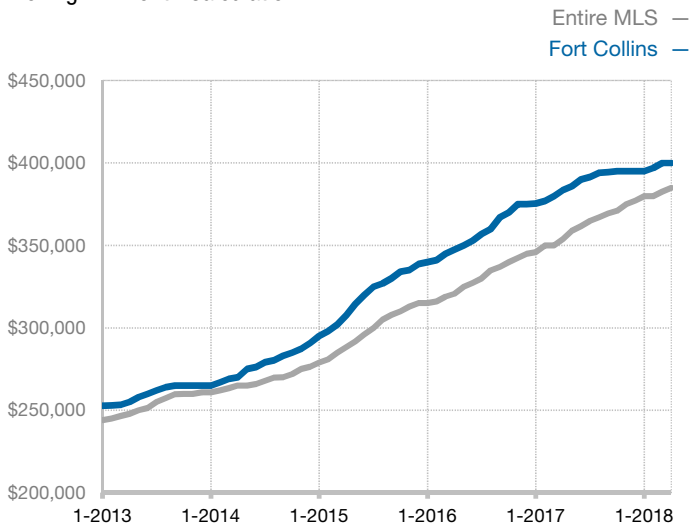
Single Family	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
Key Metrics						
New Listings	273	249	- 8.8%	952	867	- 8.9%
Closed Sales	198	206	+ 4.0%	612	670	+ 9.5%
Median Sales Price*	\$394,500	\$414,548	+ 5.1%	\$389,900	\$408,750	+ 4.8%
Average Sales Price*	\$422,281	\$472,095	+ 11.8%	\$419,259	\$458,557	+ 9.4%
Percent of List Price Received*	99.8%	100.3%	+ 0.5%	99.6%	99.7%	+ 0.1%
Days on Market Until Sale	60	58	- 3.3%	67	68	+ 1.5%
Inventory of Homes for Sale	261	224	- 14.2%	--	--	--
Months Supply of Inventory	1.4	1.1	- 21.4%	--	--	--

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

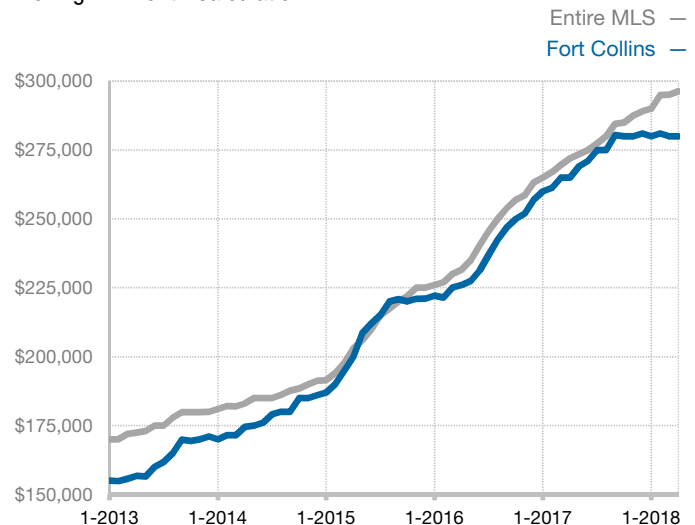
Townhouse-Condo	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
Key Metrics						
New Listings	72	88	+ 22.2%	296	298	+ 0.7%
Closed Sales	73	72	- 1.4%	243	215	- 11.5%
Median Sales Price*	\$281,000	\$280,500	- 0.2%	\$281,000	\$275,000	- 2.1%
Average Sales Price*	\$285,198	\$315,734	+ 10.7%	\$292,703	\$305,045	+ 4.2%
Percent of List Price Received*	100.7%	100.5%	- 0.2%	100.5%	99.7%	- 0.8%
Days on Market Until Sale	88	92	+ 4.5%	81	78	- 3.7%
Inventory of Homes for Sale	72	76	+ 5.6%	--	--	--
Months Supply of Inventory	1.1	1.1	0.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for April 2018

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Greeley

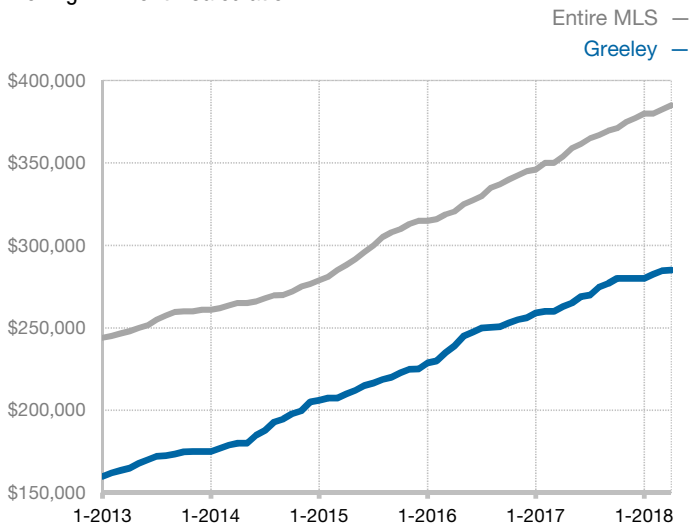
Single Family Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	143	191	+ 33.6%	499	631	+ 26.5%
Closed Sales	112	120	+ 7.1%	405	403	- 0.5%
Median Sales Price*	\$283,000	\$301,250	+ 6.4%	\$273,250	\$290,000	+ 6.1%
Average Sales Price*	\$305,023	\$310,040	+ 1.6%	\$286,601	\$321,711	+ 12.3%
Percent of List Price Received*	100.0%	100.3%	+ 0.3%	99.9%	100.0%	+ 0.1%
Days on Market Until Sale	55	47	- 14.5%	62	50	- 19.4%
Inventory of Homes for Sale	113	123	+ 8.8%	--	--	--
Months Supply of Inventory	0.8	1.0	+ 25.0%	--	--	--

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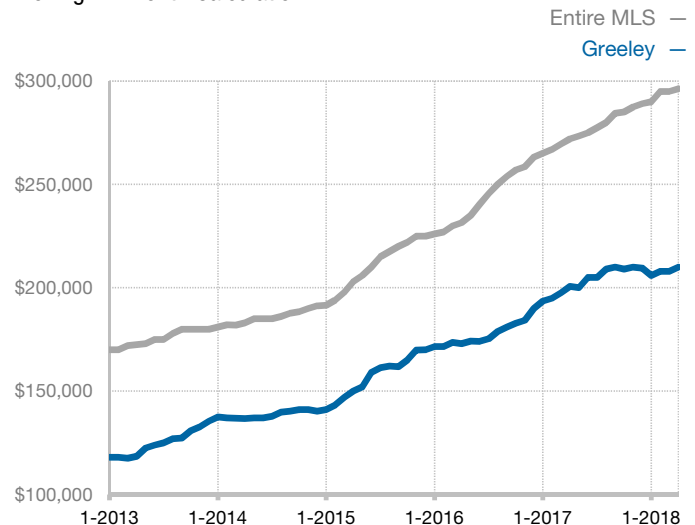
Townhouse-Condo Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	18	29	+ 61.1%	110	99	- 10.0%
Closed Sales	18	22	+ 22.2%	93	70	- 24.7%
Median Sales Price*	\$186,000	\$220,250	+ 18.4%	\$213,130	\$210,500	- 1.2%
Average Sales Price*	\$199,177	\$229,341	+ 15.1%	\$214,374	\$223,531	+ 4.3%
Percent of List Price Received*	100.5%	99.8%	- 0.7%	100.3%	100.0%	- 0.3%
Days on Market Until Sale	66	50	- 24.2%	77	44	- 42.9%
Inventory of Homes for Sale	19	12	- 36.8%	--	--	--
Months Supply of Inventory	0.7	0.5	- 28.6%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for April 2018

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Johnstown

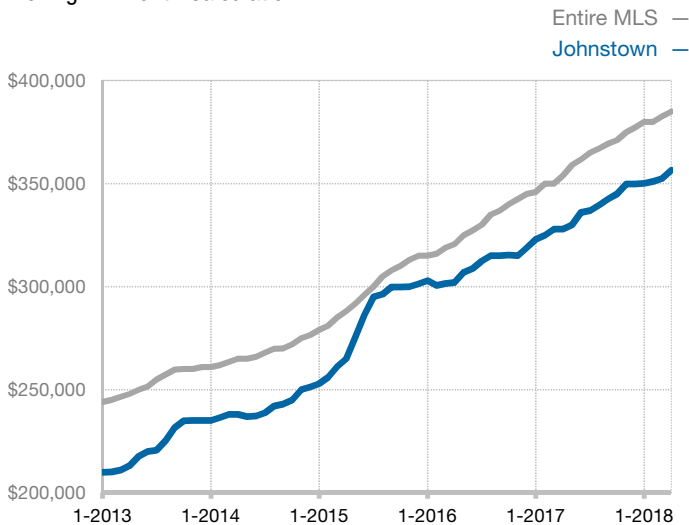
Single Family Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	67	51	- 23.9%	194	185	- 4.6%
Closed Sales	46	41	- 10.9%	138	122	- 11.6%
Median Sales Price*	\$332,500	\$359,000	+ 8.0%	\$339,000	\$374,950	+ 10.6%
Average Sales Price*	\$347,662	\$384,687	+ 10.6%	\$349,756	\$396,530	+ 13.4%
Percent of List Price Received*	98.7%	100.7%	+ 2.0%	99.3%	100.5%	+ 1.2%
Days on Market Until Sale	69	58	- 15.9%	89	60	- 32.6%
Inventory of Homes for Sale	70	54	- 22.9%	--	--	--
Months Supply of Inventory	1.9	1.4	- 26.3%	--	--	--

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

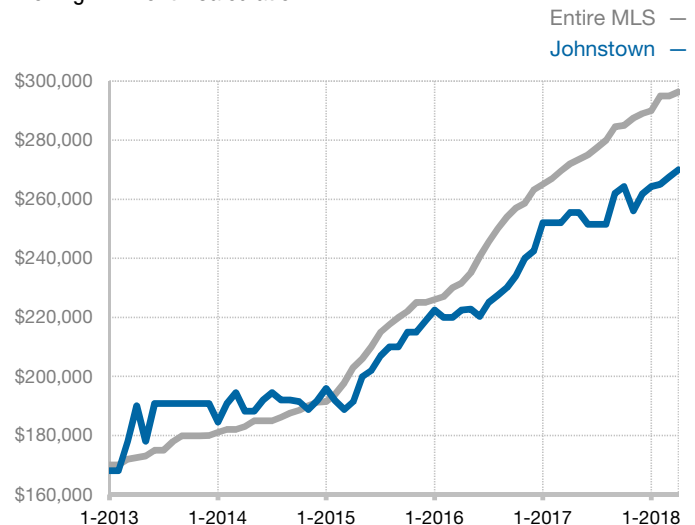
Townhouse-Condo Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	2	2	0.0%	7	13	+ 85.7%
Closed Sales	0	1	--	3	6	+ 100.0%
Median Sales Price*	\$0	\$280,000	--	\$342,000	\$296,385	- 13.3%
Average Sales Price*	\$0	\$280,000	--	\$311,333	\$299,628	- 3.8%
Percent of List Price Received*	0.0%	98.2%	--	100.4%	98.4%	- 2.0%
Days on Market Until Sale	0	44	--	101	39	- 61.4%
Inventory of Homes for Sale	6	3	- 50.0%	--	--	--
Months Supply of Inventory	3.0	1.6	- 46.7%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for April 2018

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Longmont

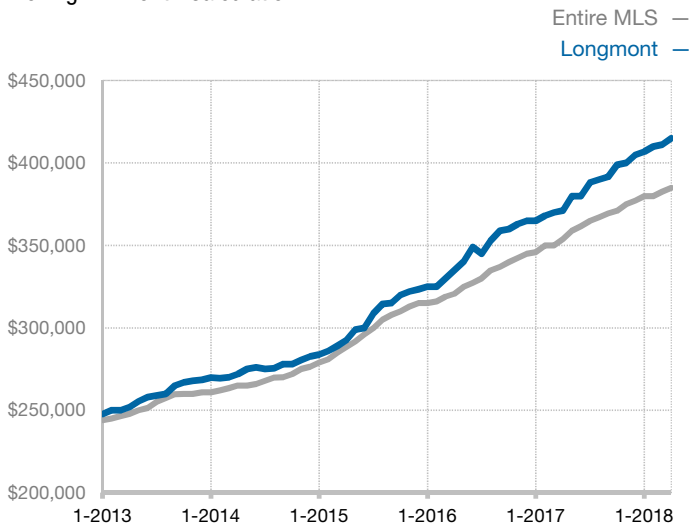
Single Family Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	169	178	+ 5.3%	559	514	- 8.1%
Closed Sales	122	100	- 18.0%	334	354	+ 6.0%
Median Sales Price*	\$416,850	\$467,500	+ 12.2%	\$400,000	\$445,200	+ 11.3%
Average Sales Price*	\$487,428	\$559,446	+ 14.8%	\$474,251	\$499,550	+ 5.3%
Percent of List Price Received*	101.0%	100.5%	- 0.5%	100.3%	99.8%	- 0.5%
Days on Market Until Sale	40	49	+ 22.5%	53	66	+ 24.5%
Inventory of Homes for Sale	200	189	- 5.5%	--	--	--
Months Supply of Inventory	1.9	1.7	- 10.5%	--	--	--

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

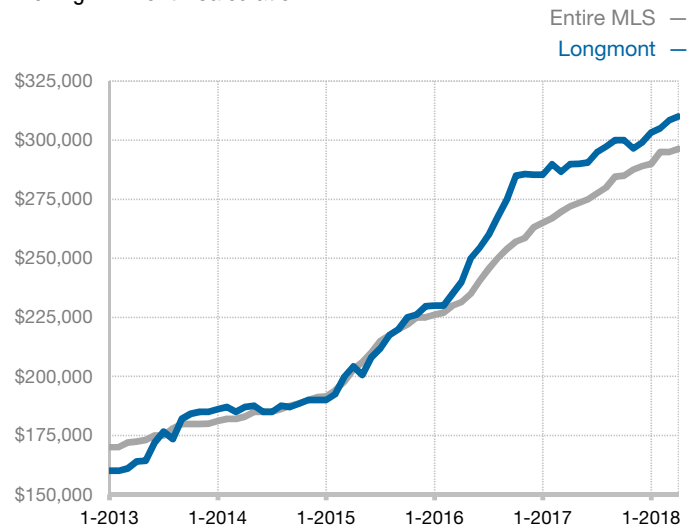
Townhouse-Condo Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	42	37	- 11.9%	153	123	- 19.6%
Closed Sales	31	29	- 6.5%	107	92	- 14.0%
Median Sales Price*	\$321,597	\$324,900	+ 1.0%	\$290,425	\$328,000	+ 12.9%
Average Sales Price*	\$341,415	\$362,508	+ 6.2%	\$316,652	\$350,017	+ 10.5%
Percent of List Price Received*	101.2%	101.9%	+ 0.7%	101.3%	101.0%	- 0.3%
Days on Market Until Sale	65	46	- 29.2%	70	56	- 20.0%
Inventory of Homes for Sale	32	24	- 25.0%	--	--	--
Months Supply of Inventory	1.1	0.8	- 27.3%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for April 2018

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Loveland

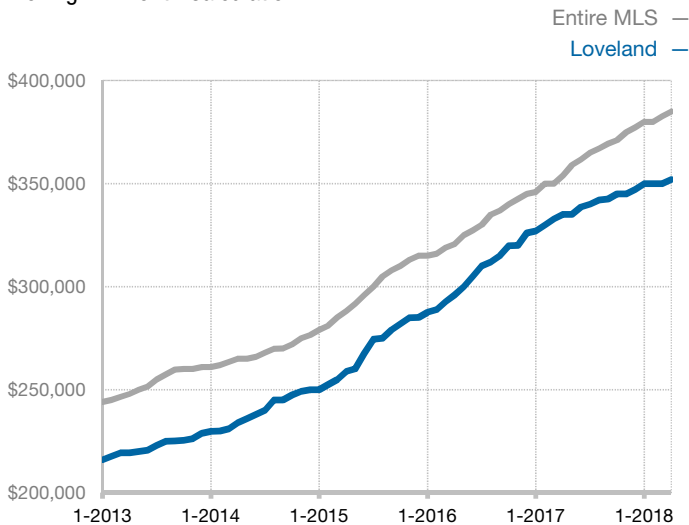
Single Family Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	167	189	+ 13.2%	613	533	- 13.1%
Closed Sales	143	100	- 30.1%	437	353	- 19.2%
Median Sales Price*	\$339,950	\$360,150	+ 5.9%	\$341,000	\$360,000	+ 5.6%
Average Sales Price*	\$371,108	\$387,927	+ 4.5%	\$372,706	\$406,576	+ 9.1%
Percent of List Price Received*	100.1%	100.1%	0.0%	99.7%	99.7%	0.0%
Days on Market Until Sale	64	75	+ 17.2%	71	79	+ 11.3%
Inventory of Homes for Sale	195	161	- 17.4%	--	--	--
Months Supply of Inventory	1.5	1.3	- 13.3%	--	--	--

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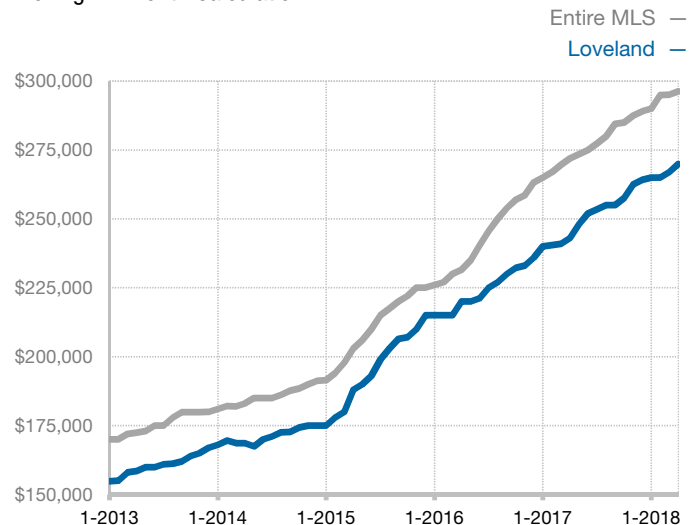
Townhouse-Condo Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	36	42	+ 16.7%	100	127	+ 27.0%
Closed Sales	9	30	+ 233.3%	50	92	+ 84.0%
Median Sales Price*	\$240,000	\$305,000	+ 27.1%	\$249,645	\$291,250	+ 16.7%
Average Sales Price*	\$237,921	\$300,898	+ 26.5%	\$264,230	\$304,354	+ 15.2%
Percent of List Price Received*	100.5%	100.9%	+ 0.4%	100.1%	100.2%	+ 0.1%
Days on Market Until Sale	37	118	+ 218.9%	63	119	+ 88.9%
Inventory of Homes for Sale	43	41	- 4.7%	--	--	--
Months Supply of Inventory	2.3	1.7	- 26.1%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for April 2018

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Wellington

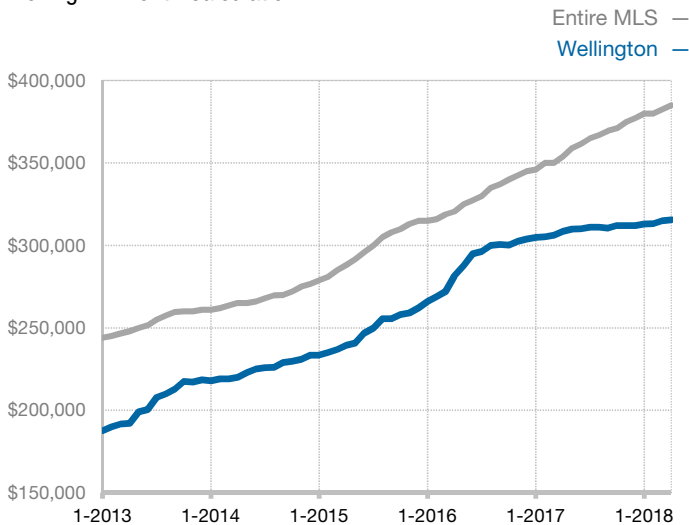
Single Family	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
Key Metrics						
New Listings	45	35	- 22.2%	157	102	- 35.0%
Closed Sales	34	25	- 26.5%	115	75	- 34.8%
Median Sales Price*	\$317,901	\$359,900	+ 13.2%	\$313,950	\$340,000	+ 8.3%
Average Sales Price*	\$340,146	\$386,395	+ 13.6%	\$326,110	\$368,950	+ 13.1%
Percent of List Price Received*	101.0%	99.2%	- 1.8%	101.3%	99.5%	- 1.8%
Days on Market Until Sale	71	66	- 7.0%	89	67	- 24.7%
Inventory of Homes for Sale	30	24	- 20.0%	--	--	--
Months Supply of Inventory	0.8	0.7	- 12.5%	--	--	--

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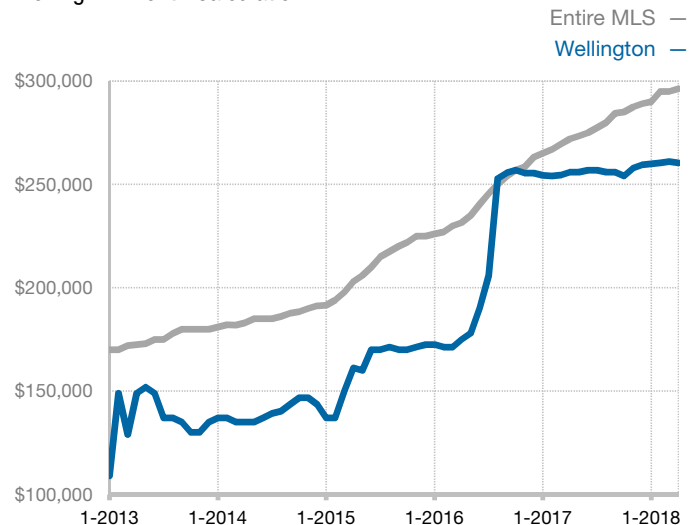
Townhouse-Condo	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
Key Metrics						
New Listings	3	10	+ 233.3%	40	27	- 32.5%
Closed Sales	12	3	- 75.0%	29	10	- 65.5%
Median Sales Price*	\$262,625	\$255,000	- 2.9%	\$256,000	\$264,950	+ 3.5%
Average Sales Price*	\$257,735	\$246,667	- 4.3%	\$254,607	\$247,970	- 2.6%
Percent of List Price Received*	101.4%	101.7%	+ 0.3%	100.6%	100.5%	- 0.1%
Days on Market Until Sale	146	24	- 83.6%	106	71	- 33.0%
Inventory of Homes for Sale	6	8	+ 33.3%	--	--	--
Months Supply of Inventory	0.9	2.0	+ 122.2%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for April 2018

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Windsor

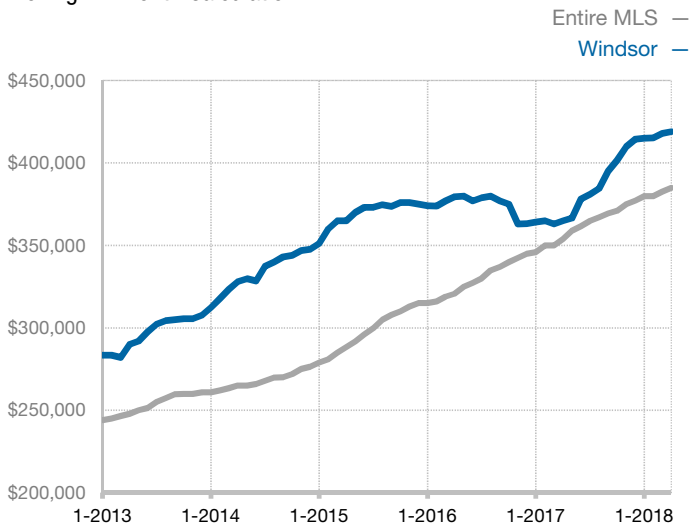
Single Family Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	125	113	- 9.6%	408	365	- 10.5%
Closed Sales	54	75	+ 38.9%	187	226	+ 20.9%
Median Sales Price*	\$412,571	\$417,895	+ 1.3%	\$392,500	\$406,343	+ 3.5%
Average Sales Price*	\$431,598	\$435,768	+ 1.0%	\$425,728	\$451,094	+ 6.0%
Percent of List Price Received*	99.7%	99.6%	- 0.1%	99.7%	99.7%	0.0%
Days on Market Until Sale	98	95	- 3.1%	91	104	+ 14.3%
Inventory of Homes for Sale	217	162	- 25.3%	--	--	--
Months Supply of Inventory	3.2	2.4	- 25.0%	--	--	--

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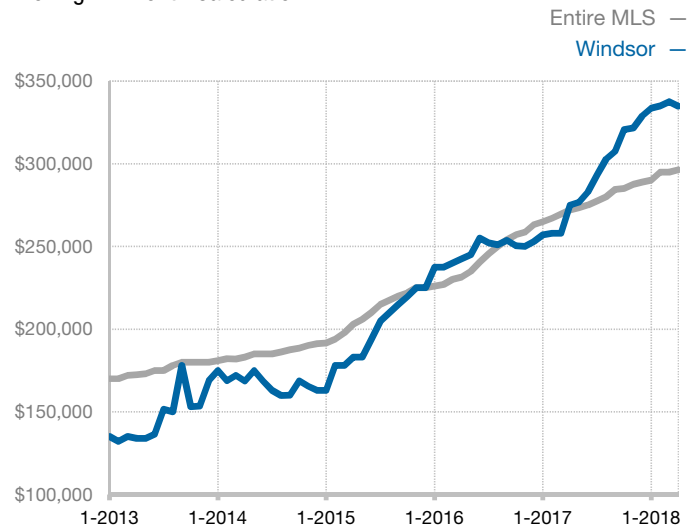
Townhouse-Condo Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	5	20	+ 300.0%	30	63	+ 110.0%
Closed Sales	12	4	- 66.7%	31	23	- 25.8%
Median Sales Price*	\$342,197	\$325,250	- 5.0%	\$305,189	\$320,500	+ 5.0%
Average Sales Price*	\$322,068	\$329,206	+ 2.2%	\$287,631	\$304,169	+ 5.7%
Percent of List Price Received*	100.7%	100.4%	- 0.3%	100.4%	101.4%	+ 1.0%
Days on Market Until Sale	145	74	- 49.0%	120	103	- 14.2%
Inventory of Homes for Sale	15	33	+ 120.0%	--	--	--
Months Supply of Inventory	1.7	4.7	+ 176.5%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for April 2018

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Berthoud

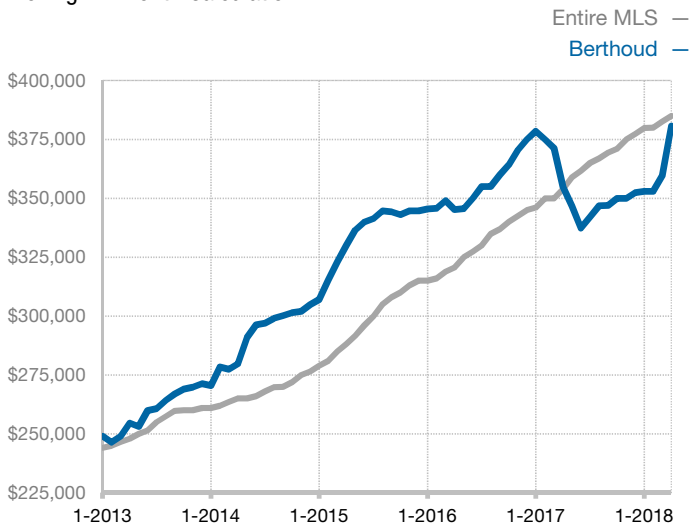
Single Family Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	40	61	+ 52.5%	244	152	- 37.7%
Closed Sales	67	25	- 62.7%	132	74	- 43.9%
Median Sales Price*	\$327,886	\$399,950	+ 22.0%	\$337,852	\$405,457	+ 20.0%
Average Sales Price*	\$351,057	\$484,552	+ 38.0%	\$376,488	\$464,527	+ 23.4%
Percent of List Price Received*	101.3%	100.2%	- 1.1%	100.5%	99.8%	- 0.7%
Days on Market Until Sale	106	75	- 29.2%	104	91	- 12.5%
Inventory of Homes for Sale	72	79	+ 9.7%	--	--	--
Months Supply of Inventory	3.1	2.5	- 19.4%	--	--	--

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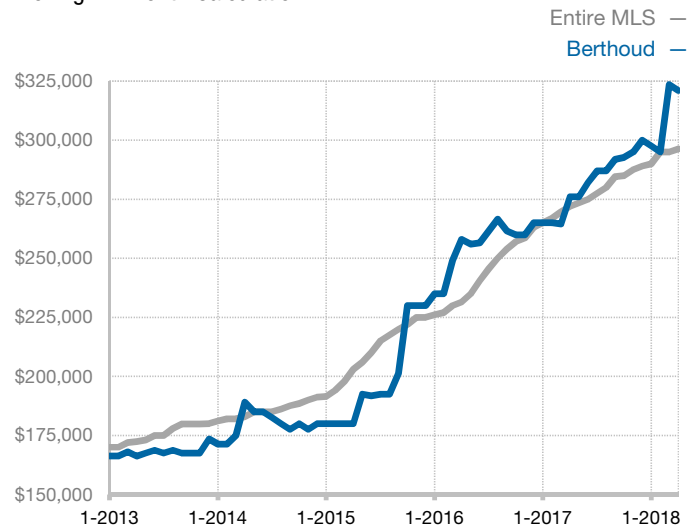
Townhouse-Condo Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	4	0	- 100.0%	25	13	- 48.0%
Closed Sales	3	5	+ 66.7%	8	8	0.0%
Median Sales Price*	\$339,000	\$320,970	- 5.3%	\$296,350	\$320,785	+ 8.2%
Average Sales Price*	\$331,967	\$326,374	- 1.7%	\$299,846	\$326,318	+ 8.8%
Percent of List Price Received*	99.2%	99.7%	+ 0.5%	100.6%	99.8%	- 0.8%
Days on Market Until Sale	61	81	+ 32.8%	69	62	- 10.1%
Inventory of Homes for Sale	13	4	- 69.2%	--	--	--
Months Supply of Inventory	5.0	1.9	- 62.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for April 2018

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Boulder

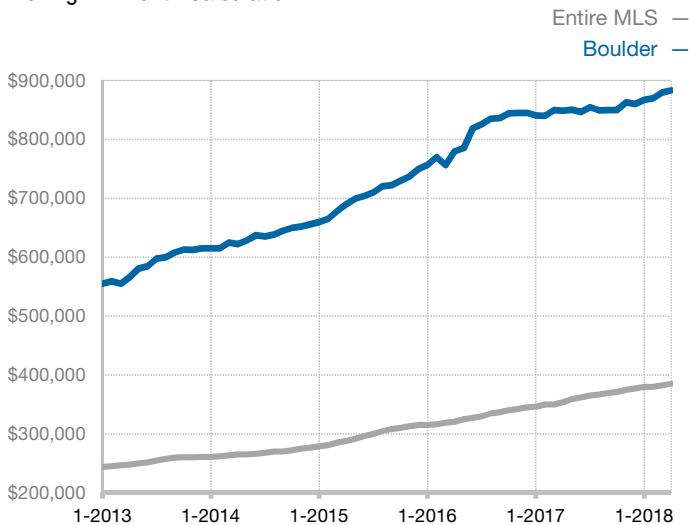
Single Family Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	154	170	+ 10.4%	490	479	- 2.2%
Closed Sales	87	68	- 21.8%	259	264	+ 1.9%
Median Sales Price*	\$889,000	\$1,045,000	+ 17.5%	\$828,000	\$914,025	+ 10.4%
Average Sales Price*	\$1,099,845	\$1,314,181	+ 19.5%	\$987,271	\$1,192,527	+ 20.8%
Percent of List Price Received*	100.0%	100.2%	+ 0.2%	98.9%	98.9%	0.0%
Days on Market Until Sale	56	58	+ 3.6%	74	71	- 4.1%
Inventory of Homes for Sale	218	172	- 21.1%	--	--	--
Months Supply of Inventory	2.9	2.1	- 27.6%	--	--	--

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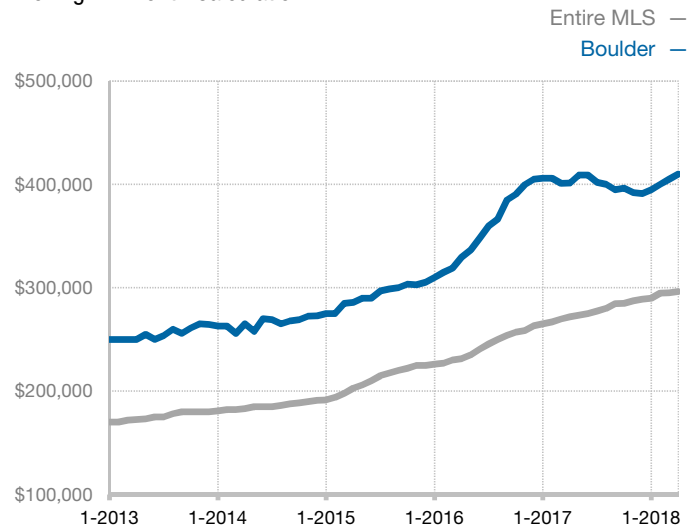
Townhouse-Condo Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	76	89	+ 17.1%	295	321	+ 8.8%
Closed Sales	49	66	+ 34.7%	189	213	+ 12.7%
Median Sales Price*	\$419,000	\$525,000	+ 25.3%	\$392,000	\$489,000	+ 24.7%
Average Sales Price*	\$459,896	\$579,644	+ 26.0%	\$467,618	\$559,037	+ 19.5%
Percent of List Price Received*	100.6%	100.4%	- 0.2%	100.2%	100.0%	- 0.2%
Days on Market Until Sale	46	74	+ 60.9%	50	58	+ 16.0%
Inventory of Homes for Sale	70	92	+ 31.4%	--	--	--
Months Supply of Inventory	1.2	1.6	+ 33.3%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for April 2018

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Fort Collins

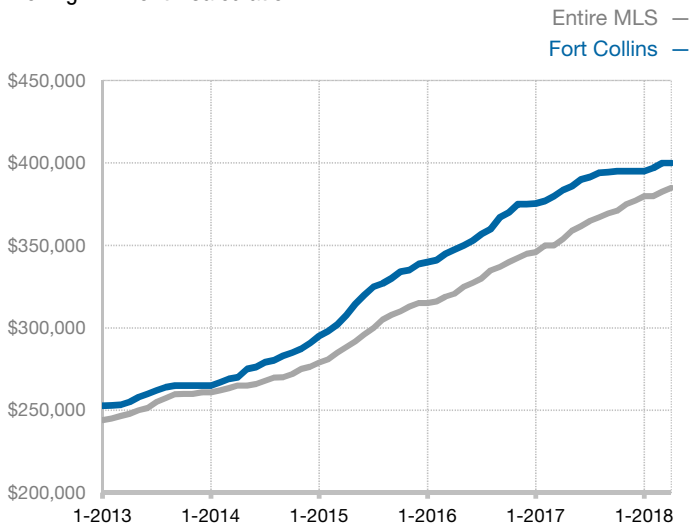
Single Family Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	273	249	- 8.8%	952	867	- 8.9%
Closed Sales	198	206	+ 4.0%	612	670	+ 9.5%
Median Sales Price*	\$394,500	\$414,548	+ 5.1%	\$389,900	\$408,750	+ 4.8%
Average Sales Price*	\$422,281	\$472,095	+ 11.8%	\$419,259	\$458,557	+ 9.4%
Percent of List Price Received*	99.8%	100.3%	+ 0.5%	99.6%	99.7%	+ 0.1%
Days on Market Until Sale	60	58	- 3.3%	67	68	+ 1.5%
Inventory of Homes for Sale	261	224	- 14.2%	--	--	--
Months Supply of Inventory	1.4	1.1	- 21.4%	--	--	--

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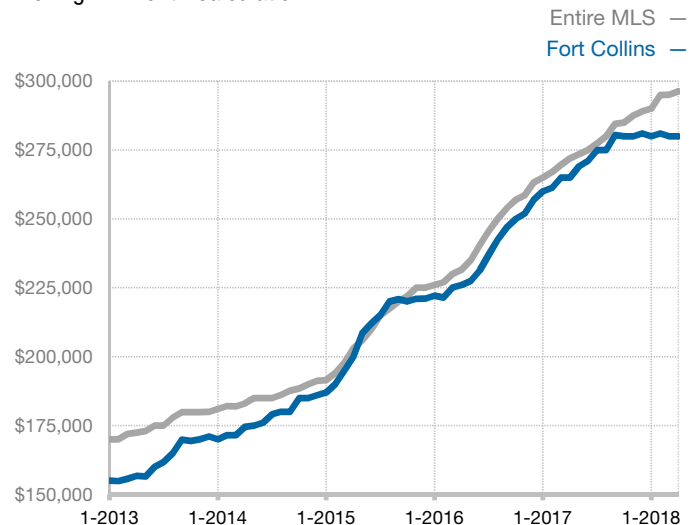
Townhouse-Condo Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	72	88	+ 22.2%	296	298	+ 0.7%
Closed Sales	73	72	- 1.4%	243	215	- 11.5%
Median Sales Price*	\$281,000	\$280,500	- 0.2%	\$281,000	\$275,000	- 2.1%
Average Sales Price*	\$285,198	\$315,734	+ 10.7%	\$292,703	\$305,045	+ 4.2%
Percent of List Price Received*	100.7%	100.5%	- 0.2%	100.5%	99.7%	- 0.8%
Days on Market Until Sale	88	92	+ 4.5%	81	78	- 3.7%
Inventory of Homes for Sale	72	76	+ 5.6%	--	--	--
Months Supply of Inventory	1.1	1.1	0.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for April 2018

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Greeley

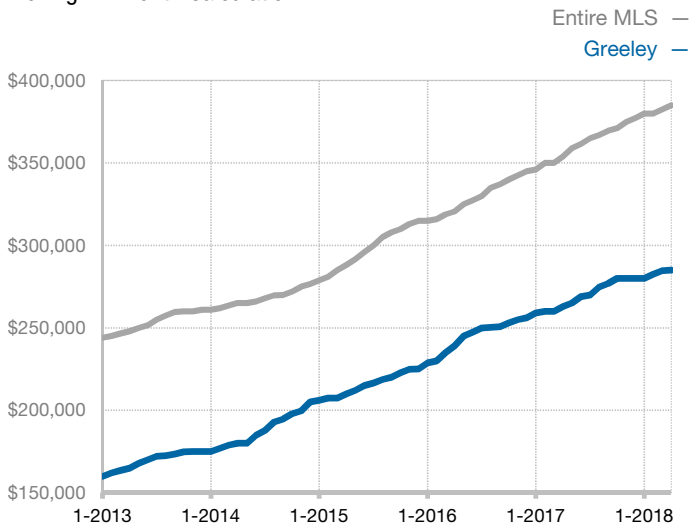
Single Family Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	143	191	+ 33.6%	499	631	+ 26.5%
Closed Sales	112	120	+ 7.1%	405	403	- 0.5%
Median Sales Price*	\$283,000	\$301,250	+ 6.4%	\$273,250	\$290,000	+ 6.1%
Average Sales Price*	\$305,023	\$310,040	+ 1.6%	\$286,601	\$321,711	+ 12.3%
Percent of List Price Received*	100.0%	100.3%	+ 0.3%	99.9%	100.0%	+ 0.1%
Days on Market Until Sale	55	47	- 14.5%	62	50	- 19.4%
Inventory of Homes for Sale	113	123	+ 8.8%	--	--	--
Months Supply of Inventory	0.8	1.0	+ 25.0%	--	--	--

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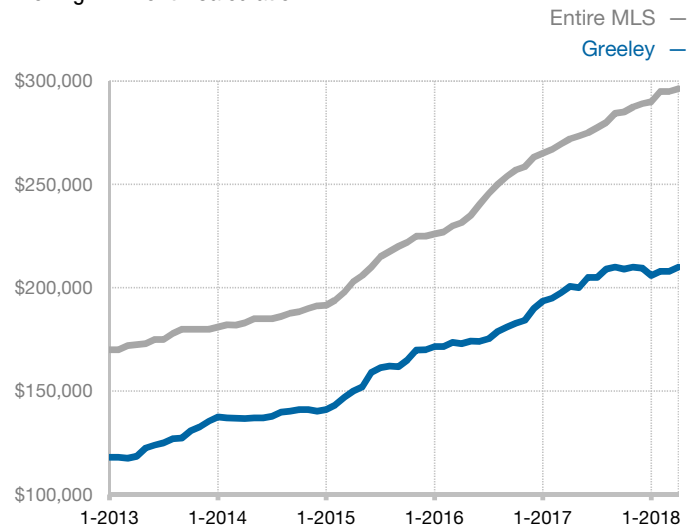
Townhouse-Condo Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	18	29	+ 61.1%	110	99	- 10.0%
Closed Sales	18	22	+ 22.2%	93	70	- 24.7%
Median Sales Price*	\$186,000	\$220,250	+ 18.4%	\$213,130	\$210,500	- 1.2%
Average Sales Price*	\$199,177	\$229,341	+ 15.1%	\$214,374	\$223,531	+ 4.3%
Percent of List Price Received*	100.5%	99.8%	- 0.7%	100.3%	100.0%	- 0.3%
Days on Market Until Sale	66	50	- 24.2%	77	44	- 42.9%
Inventory of Homes for Sale	19	12	- 36.8%	--	--	--
Months Supply of Inventory	0.7	0.5	- 28.6%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for April 2018

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Johnstown

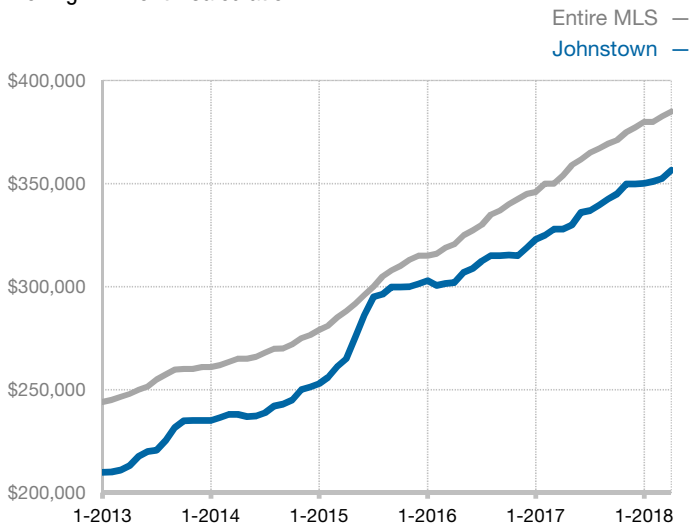
Single Family Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	67	51	- 23.9%	194	185	- 4.6%
Closed Sales	46	41	- 10.9%	138	122	- 11.6%
Median Sales Price*	\$332,500	\$359,000	+ 8.0%	\$339,000	\$374,950	+ 10.6%
Average Sales Price*	\$347,662	\$384,687	+ 10.6%	\$349,756	\$396,530	+ 13.4%
Percent of List Price Received*	98.7%	100.7%	+ 2.0%	99.3%	100.5%	+ 1.2%
Days on Market Until Sale	69	58	- 15.9%	89	60	- 32.6%
Inventory of Homes for Sale	70	54	- 22.9%	--	--	--
Months Supply of Inventory	1.9	1.4	- 26.3%	--	--	--

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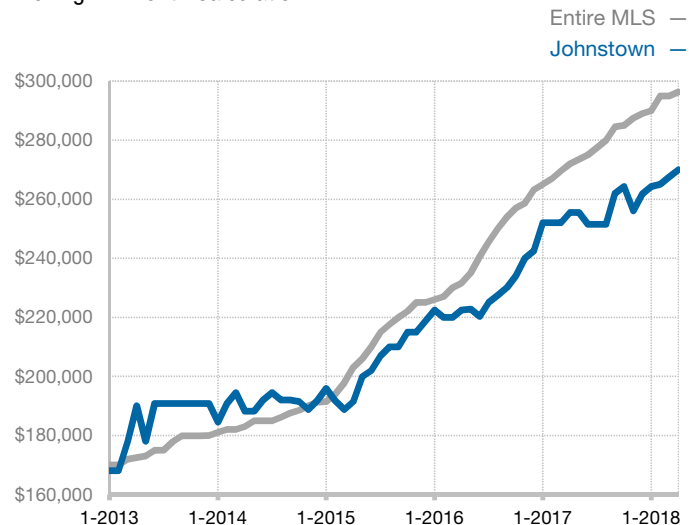
Townhouse-Condo Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	2	2	0.0%	7	13	+ 85.7%
Closed Sales	0	1	--	3	6	+ 100.0%
Median Sales Price*	\$0	\$280,000	--	\$342,000	\$296,385	- 13.3%
Average Sales Price*	\$0	\$280,000	--	\$311,333	\$299,628	- 3.8%
Percent of List Price Received*	0.0%	98.2%	--	100.4%	98.4%	- 2.0%
Days on Market Until Sale	0	44	--	101	39	- 61.4%
Inventory of Homes for Sale	6	3	- 50.0%	--	--	--
Months Supply of Inventory	3.0	1.6	- 46.7%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for April 2018

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Longmont

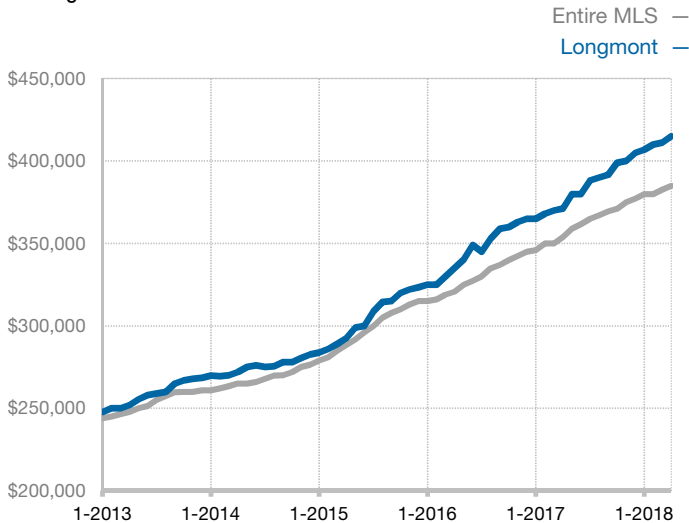
Single Family Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	169	178	+ 5.3%	559	514	- 8.1%
Closed Sales	122	100	- 18.0%	334	354	+ 6.0%
Median Sales Price*	\$416,850	\$467,500	+ 12.2%	\$400,000	\$445,200	+ 11.3%
Average Sales Price*	\$487,428	\$559,446	+ 14.8%	\$474,251	\$499,550	+ 5.3%
Percent of List Price Received*	101.0%	100.5%	- 0.5%	100.3%	99.8%	- 0.5%
Days on Market Until Sale	40	49	+ 22.5%	53	66	+ 24.5%
Inventory of Homes for Sale	200	189	- 5.5%	--	--	--
Months Supply of Inventory	1.9	1.7	- 10.5%	--	--	--

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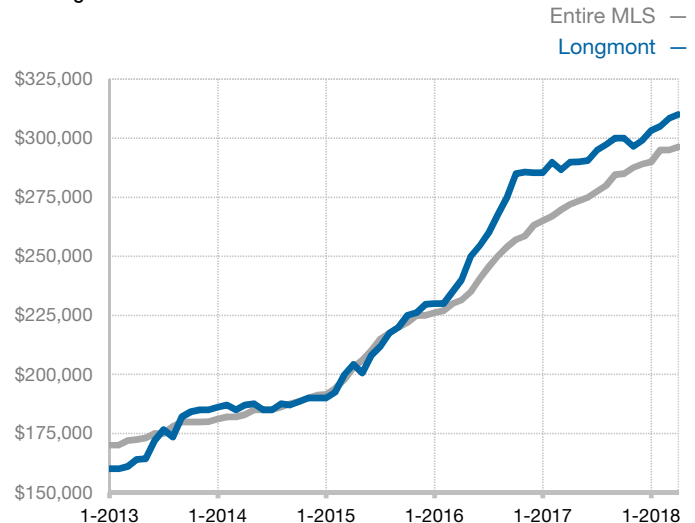
Townhouse-Condo Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	42	37	- 11.9%	153	123	- 19.6%
Closed Sales	31	29	- 6.5%	107	92	- 14.0%
Median Sales Price*	\$321,597	\$324,900	+ 1.0%	\$290,425	\$328,000	+ 12.9%
Average Sales Price*	\$341,415	\$362,508	+ 6.2%	\$316,652	\$350,017	+ 10.5%
Percent of List Price Received*	101.2%	101.9%	+ 0.7%	101.3%	101.0%	- 0.3%
Days on Market Until Sale	65	46	- 29.2%	70	56	- 20.0%
Inventory of Homes for Sale	32	24	- 25.0%	--	--	--
Months Supply of Inventory	1.1	0.8	- 27.3%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for April 2018

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Loveland

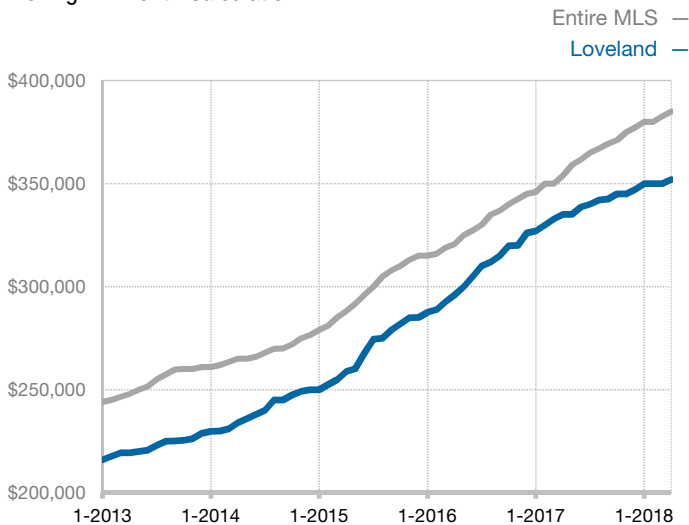
Single Family Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	167	189	+ 13.2%	613	533	- 13.1%
Closed Sales	143	100	- 30.1%	437	353	- 19.2%
Median Sales Price*	\$339,950	\$360,150	+ 5.9%	\$341,000	\$360,000	+ 5.6%
Average Sales Price*	\$371,108	\$387,927	+ 4.5%	\$372,706	\$406,576	+ 9.1%
Percent of List Price Received*	100.1%	100.1%	0.0%	99.7%	99.7%	0.0%
Days on Market Until Sale	64	75	+ 17.2%	71	79	+ 11.3%
Inventory of Homes for Sale	195	161	- 17.4%	--	--	--
Months Supply of Inventory	1.5	1.3	- 13.3%	--	--	--

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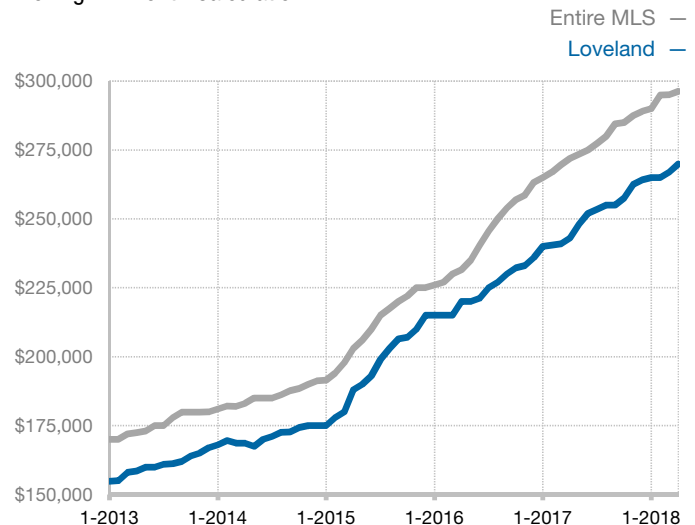
Townhouse-Condo Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	36	42	+ 16.7%	100	127	+ 27.0%
Closed Sales	9	30	+ 233.3%	50	92	+ 84.0%
Median Sales Price*	\$240,000	\$305,000	+ 27.1%	\$249,645	\$291,250	+ 16.7%
Average Sales Price*	\$237,921	\$300,898	+ 26.5%	\$264,230	\$304,354	+ 15.2%
Percent of List Price Received*	100.5%	100.9%	+ 0.4%	100.1%	100.2%	+ 0.1%
Days on Market Until Sale	37	118	+ 218.9%	63	119	+ 88.9%
Inventory of Homes for Sale	43	41	- 4.7%	--	--	--
Months Supply of Inventory	2.3	1.7	- 26.1%	--	--	--

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

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for April 2018

A Research Tool Provided by the Colorado Association of REALTORS®



Wellington

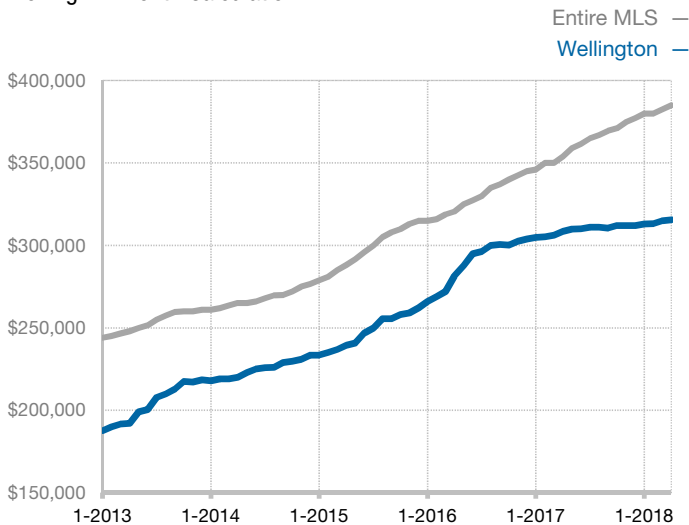
Single Family Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	45	35	- 22.2%	157	102	- 35.0%
Closed Sales	34	25	- 26.5%	115	75	- 34.8%
Median Sales Price*	\$317,901	\$359,900	+ 13.2%	\$313,950	\$340,000	+ 8.3%
Average Sales Price*	\$340,146	\$386,395	+ 13.6%	\$326,110	\$368,950	+ 13.1%
Percent of List Price Received*	101.0%	99.2%	- 1.8%	101.3%	99.5%	- 1.8%
Days on Market Until Sale	71	66	- 7.0%	89	67	- 24.7%
Inventory of Homes for Sale	30	24	- 20.0%	--	--	--
Months Supply of Inventory	0.8	0.7	- 12.5%	--	--	--

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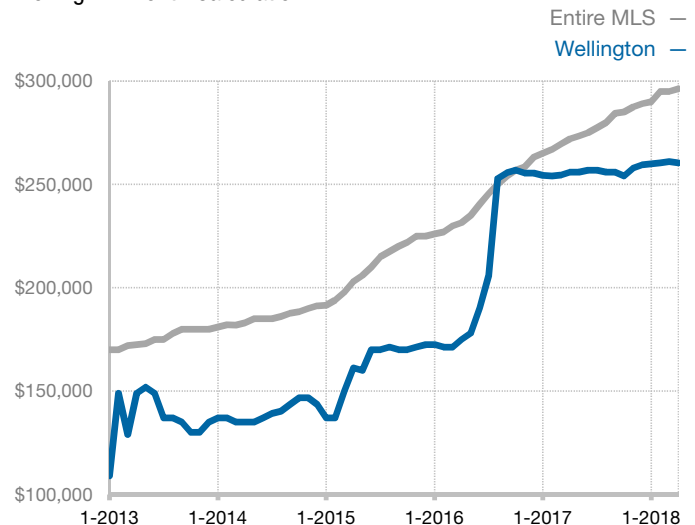
Townhouse-Condo Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	3	10	+ 233.3%	40	27	- 32.5%
Closed Sales	12	3	- 75.0%	29	10	- 65.5%
Median Sales Price*	\$262,625	\$255,000	- 2.9%	\$256,000	\$264,950	+ 3.5%
Average Sales Price*	\$257,735	\$246,667	- 4.3%	\$254,607	\$247,970	- 2.6%
Percent of List Price Received*	101.4%	101.7%	+ 0.3%	100.6%	100.5%	- 0.1%
Days on Market Until Sale	146	24	- 83.6%	106	71	- 33.0%
Inventory of Homes for Sale	6	8	+ 33.3%	--	--	--
Months Supply of Inventory	0.9	2.0	+ 122.2%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for April 2018

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Windsor

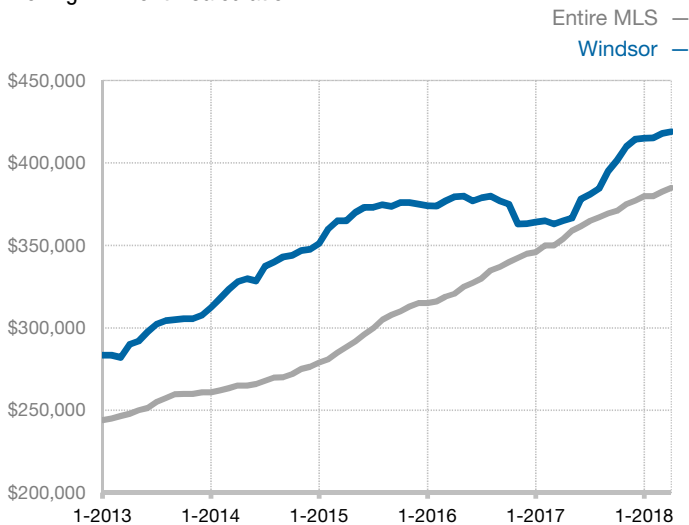
Single Family Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	125	113	- 9.6%	408	365	- 10.5%
Closed Sales	54	75	+ 38.9%	187	226	+ 20.9%
Median Sales Price*	\$412,571	\$417,895	+ 1.3%	\$392,500	\$406,343	+ 3.5%
Average Sales Price*	\$431,598	\$435,768	+ 1.0%	\$425,728	\$451,094	+ 6.0%
Percent of List Price Received*	99.7%	99.6%	- 0.1%	99.7%	99.7%	0.0%
Days on Market Until Sale	98	95	- 3.1%	91	104	+ 14.3%
Inventory of Homes for Sale	217	162	- 25.3%	--	--	--
Months Supply of Inventory	3.2	2.4	- 25.0%	--	--	--

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Townhouse-Condo Key Metrics	April			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 04-2017	Thru 04-2018	Percent Change from Previous Year
New Listings	5	20	+ 300.0%	30	63	+ 110.0%
Closed Sales	12	4	- 66.7%	31	23	- 25.8%
Median Sales Price*	\$342,197	\$325,250	- 5.0%	\$305,189	\$320,500	+ 5.0%
Average Sales Price*	\$322,068	\$329,206	+ 2.2%	\$287,631	\$304,169	+ 5.7%
Percent of List Price Received*	100.7%	100.4%	- 0.3%	100.4%	101.4%	+ 1.0%
Days on Market Until Sale	145	74	- 49.0%	120	103	- 14.2%
Inventory of Homes for Sale	15	33	+ 120.0%	--	--	--
Months Supply of Inventory	1.7	4.7	+ 176.5%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
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