

Monthly Indicators



May 2018

New Listings were up 10.2 percent for single family homes but decreased 14.7 percent for townhouse-condo properties. Pending Sales landed at 329 for single family homes and 83 for townhouse-condo properties.

The Median Sales Price was up 6.2 percent to \$419,975 for single family homes and 17.8 percent to \$312,187 for townhouse-condo properties. Days on Market decreased 13.8 percent for single family homes but increased 54.8 percent for townhouse-condo properties.

Although home sales may actually drop in year-over-year comparisons over the next few months, that has more to do with low inventory than a lack of buyer interest. As lower days on market and higher prices persist year after year, one might rationally expect a change in the outlook for residential real estate, yet the current situation has proven to be remarkably sustainable likely due to stronger fundamentals in home loan approvals than were in place a decade ago.

Activity Snapshot

- 4.9% **- 13.8%** **+ 6.2%**

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	5-2017	5-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		410	452	+ 10.2%	1,667	1,624	- 2.6%
Pending Sales		317	329	+ 3.8%	1,385	1,322	- 4.5%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		305	290	- 4.9%	1,117	1,117	0.0%
Median Sales Price		\$395,500	\$419,975	+ 6.2%	\$385,000	\$406,000	+ 5.5%
Avg. Sales Price		\$431,300	\$467,522	+ 8.4%	\$415,332	\$451,181	+ 8.6%
Pct. of List Price Received		100.6%	100.1%	- 0.5%	99.9%	99.7%	- 0.2%
Days on Market		65	56	- 13.8%	76	68	- 10.5%
Affordability Index		91	80	- 12.1%	93	83	- 10.8%
Active Listings		461	474	+ 2.8%	--	--	--
Months Supply		1.8	1.8	0.0%	--	--	--

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.



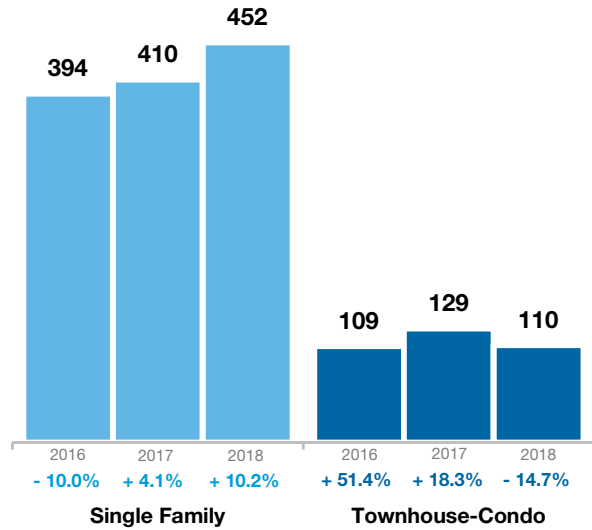
Key Metrics	Historical Sparkbars	5-2017	5-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		129	110	- 14.7%	469	440	- 6.2%
Pending Sales		118	83	- 29.7%	462	377	- 18.4%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		107	108	+ 0.9%	385	340	- 11.7%
Median Sales Price		\$265,000	\$312,187	+ 17.8%	\$271,000	\$280,000	+ 3.3%
Avg. Sales Price		\$281,463	\$316,185	+ 12.3%	\$285,260	\$305,375	+ 7.1%
Pct. of List Price Received		100.9%	100.8%	- 0.1%	100.5%	100.0%	- 0.5%
Days on Market		73	113	+ 54.8%	81	90	+ 11.1%
Affordability Index		136	108	- 20.6%	133	121	- 9.0%
Active Listings		84	111	+ 32.1%	--	--	--
Months Supply		1.1	1.5	+ 36.4%	--	--	--

New Listings

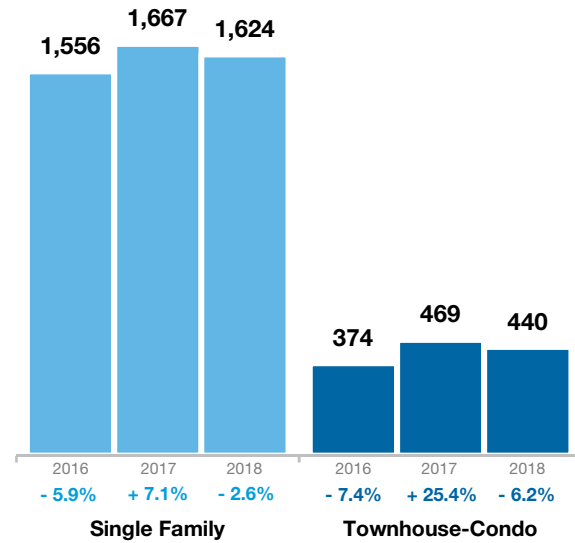
A count of the properties that have been newly listed on the market in a given month.



May

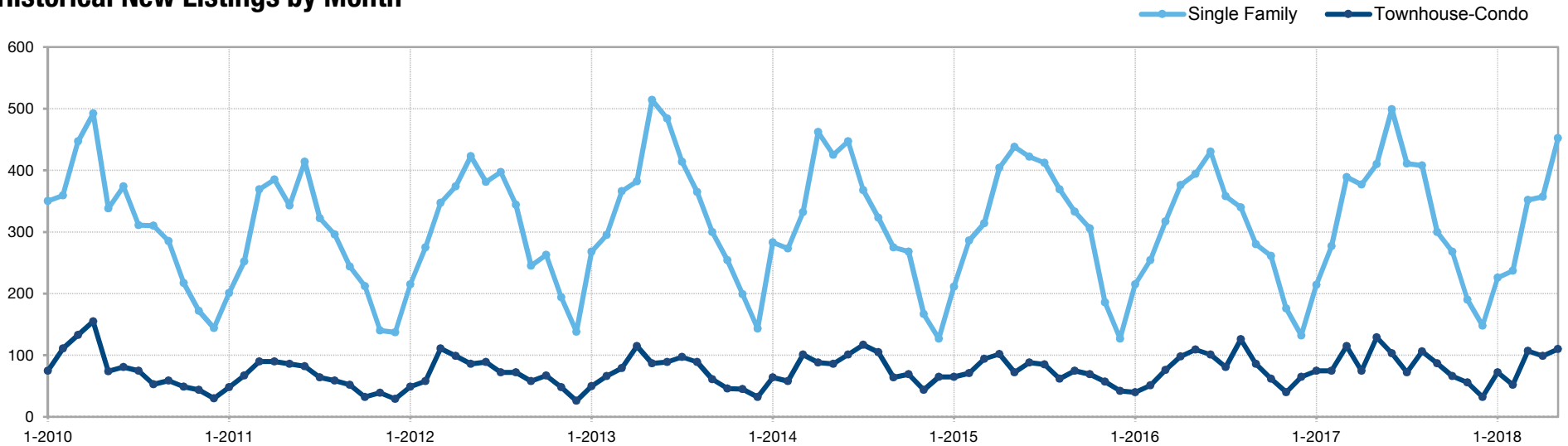


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	107	-7.0%
Apr-2018	357	-5.3%	99	+32.0%
May-2018	452	+10.2%	110	-14.7%
12-Month Avg	321	+5.6%	80	-6.6%

Historical New Listings by Month

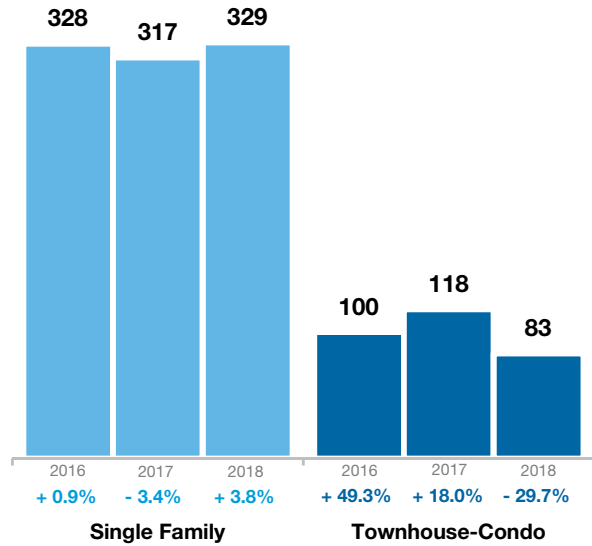


Pending Sales

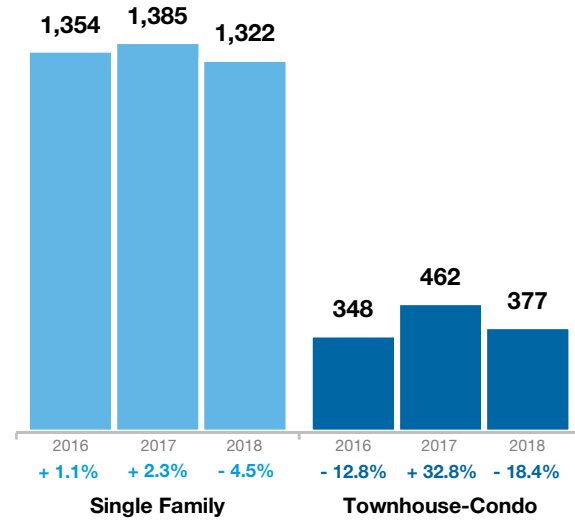
A count of the properties on which offers have been accepted in a given month.



May

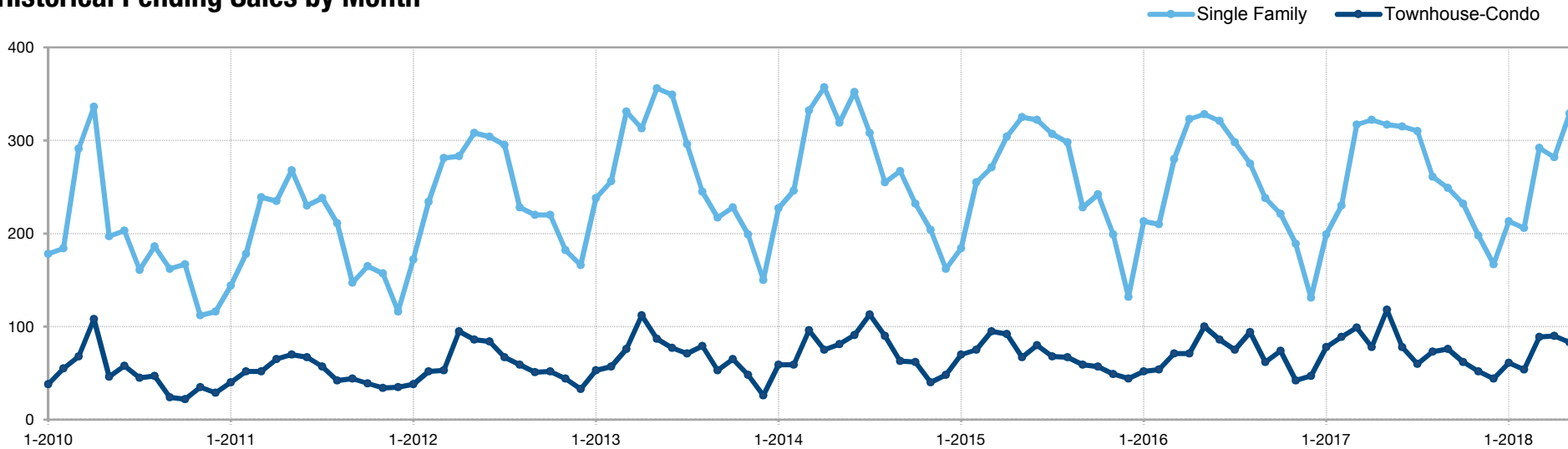


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2017	315	-1.9%	78	-9.3%
Jul-2017	310	+4.0%	60	-20.0%
Aug-2017	261	-5.1%	73	-22.3%
Sep-2017	249	+4.6%	76	+22.6%
Oct-2017	232	+5.0%	62	-16.2%
Nov-2017	198	+4.8%	52	+23.8%
Dec-2017	167	+27.5%	44	-6.4%
Jan-2018	213	+7.0%	61	-21.8%
Feb-2018	206	-10.4%	54	-39.3%
Mar-2018	292	-7.9%	89	-10.1%
Apr-2018	282	-12.4%	90	+15.4%
May-2018	329	+3.8%	83	-29.7%
12-Month Avg	255	-0.1%	69	-12.7%

Historical Pending Sales by Month

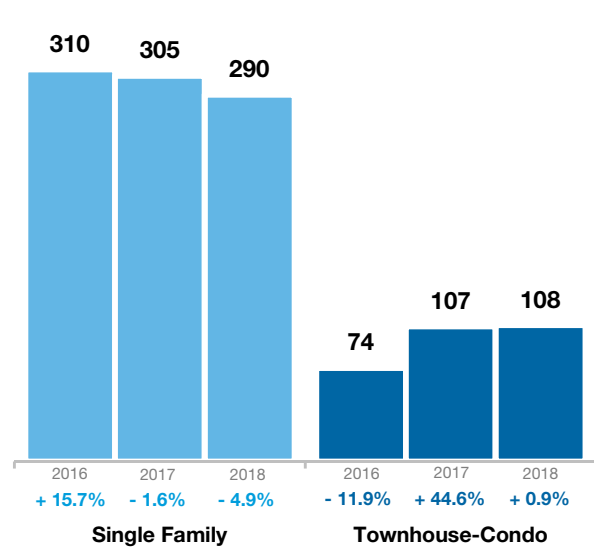


Sold Listings

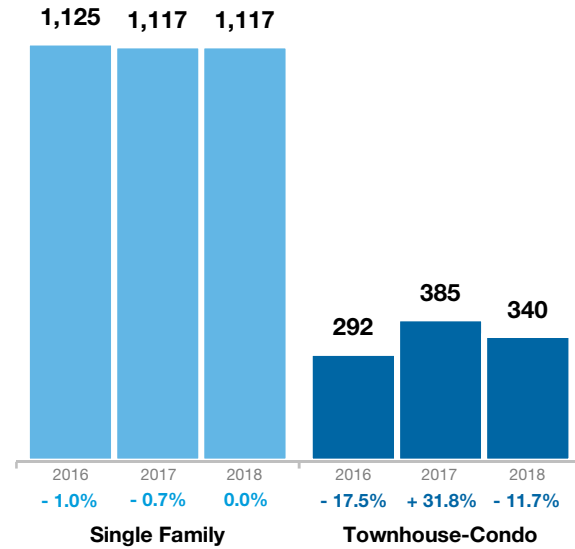
A count of the actual sales that closed in a given month.



May

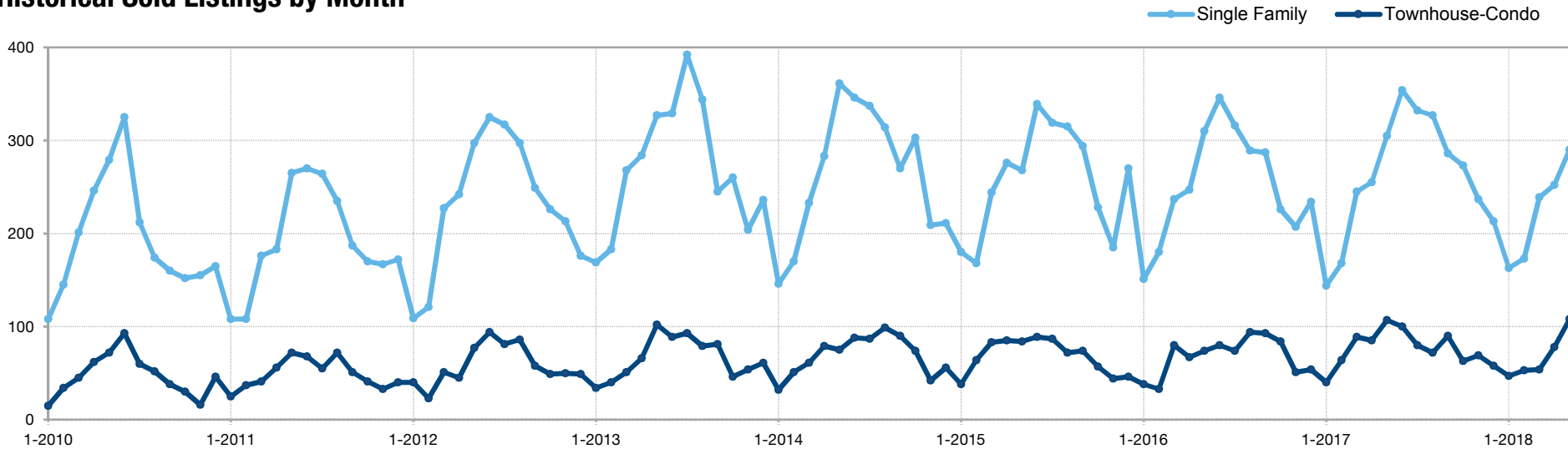


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	252	-1.2%	78	-8.2%
May-2018	290	-4.9%	108	+0.9%
12-Month Avg	262	+3.9%	73	-4.7%

Historical Sold Listings by Month

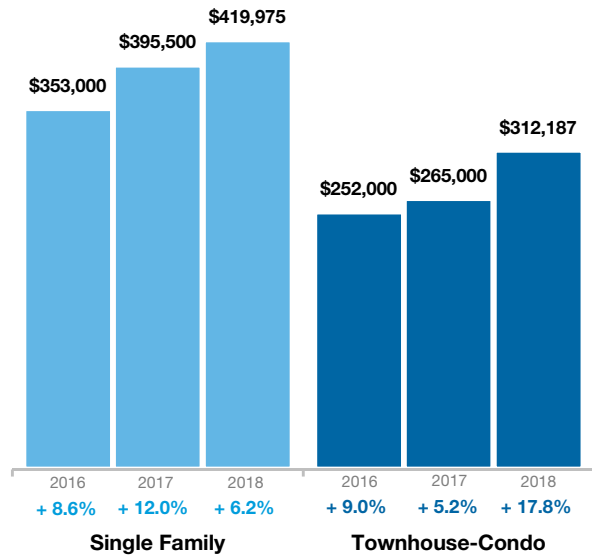


Median Sales Price

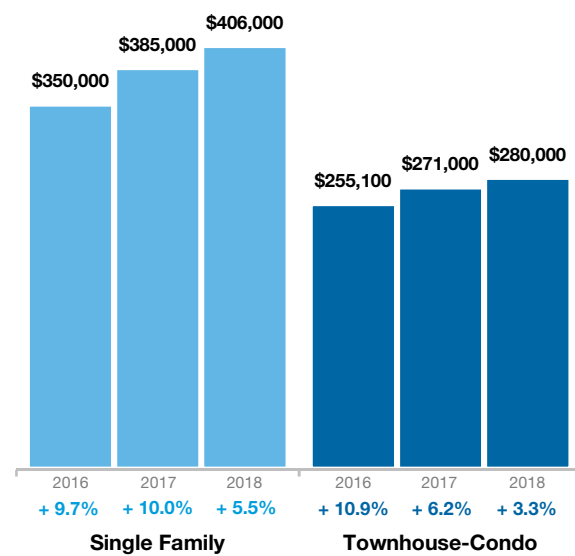
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



May



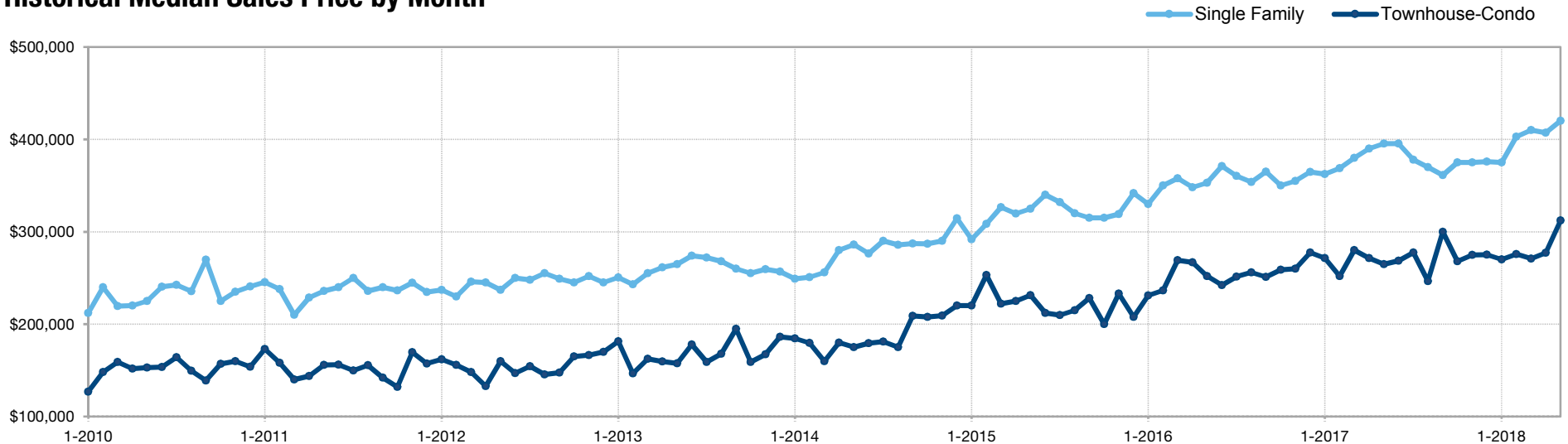
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	\$407,250	+4.4%	\$277,250	+2.1%
May-2018	\$419,975	+6.2%	\$312,187	+17.8%
12-Month Avg*	\$389,000	+5.1%	\$279,450	+6.6%

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

Historical Median Sales Price by Month

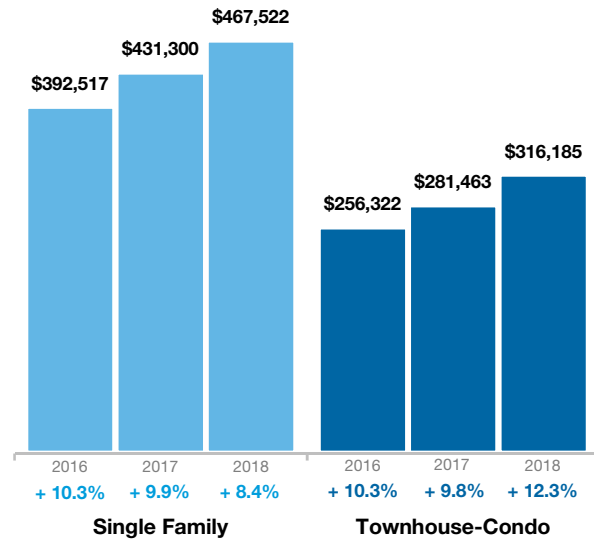


Average Sales Price

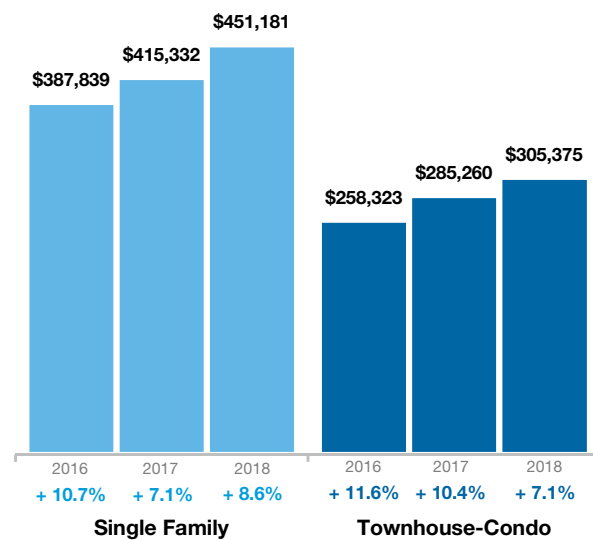
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



May



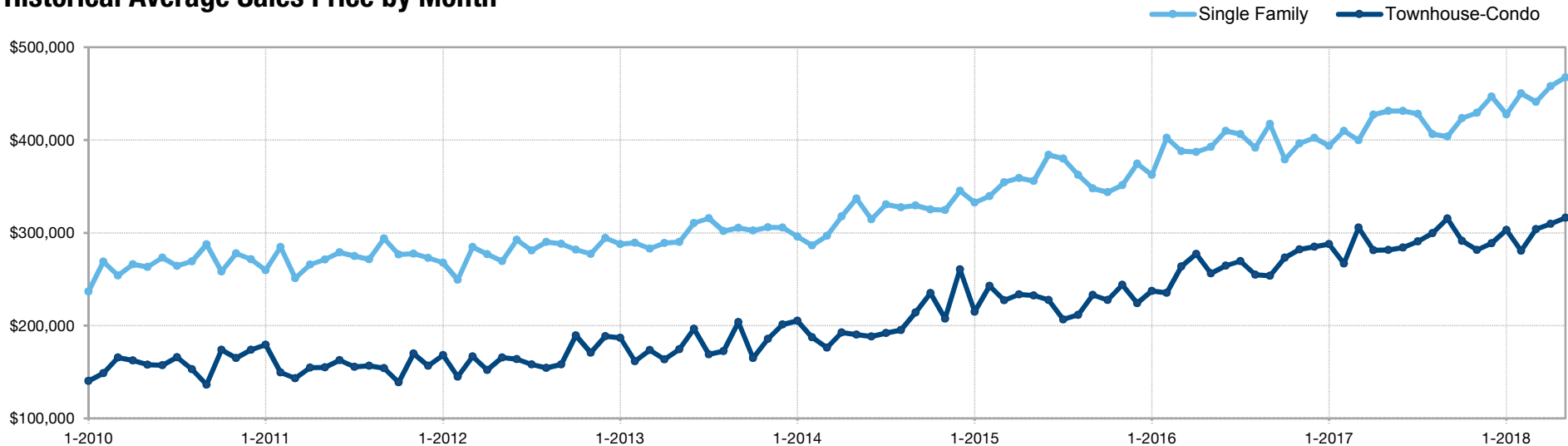
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	\$457,994	+7.2%	\$309,528	+10.0%
May-2018	\$467,522	+8.4%	\$316,185	+12.3%
12-Month Avg*	\$433,129	+6.5%	\$298,124	+8.6%

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

Historical Average Sales Price by Month



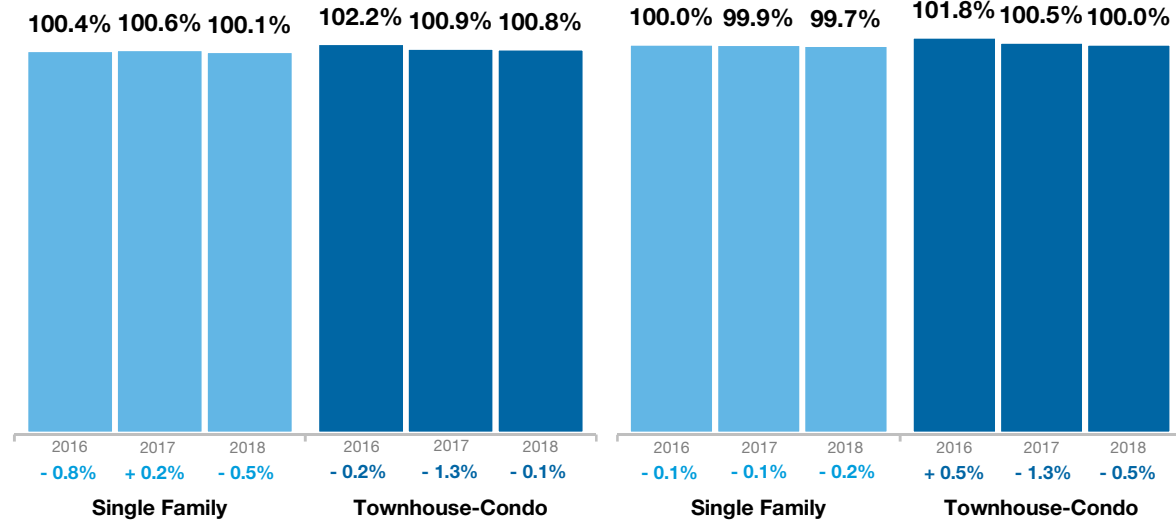
Percent of List Price Received

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.



May

Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
May-2018	100.1%	-0.5%	100.8%	-0.1%
12-Month Avg*	99.9%	-0.5%	100.9%	-0.9%

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

Historical Percent of List Price Received by Month



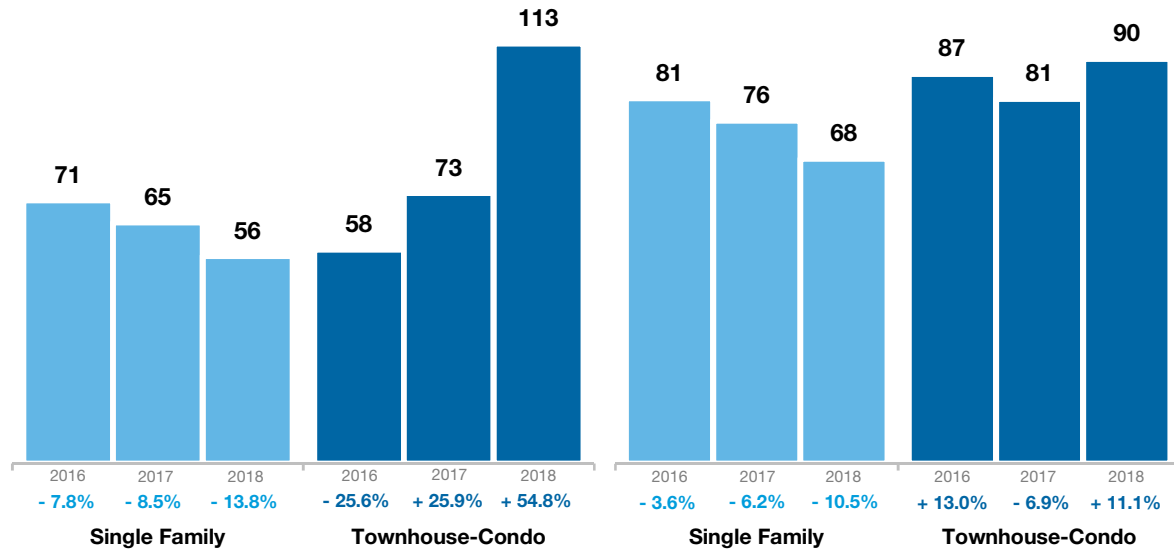
Days on Market Until Sale

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



May

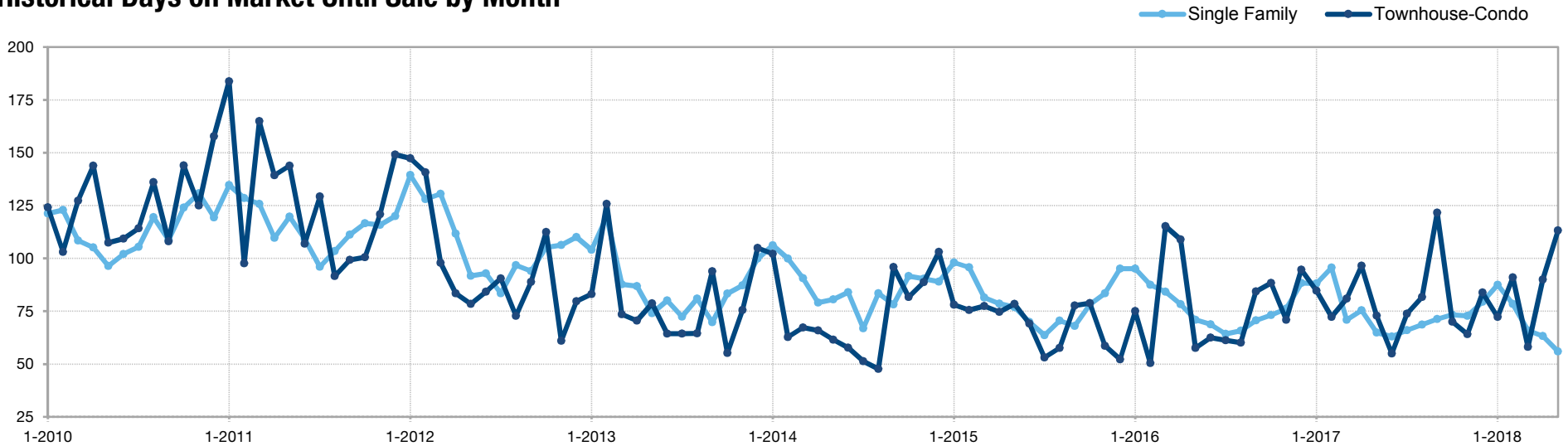
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	90	-7.2%
May-2018	56	-13.8%	113	+54.8%
12-Month Avg	69	-5.7%	83	+8.1%

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

Historical Days on Market Until Sale by Month



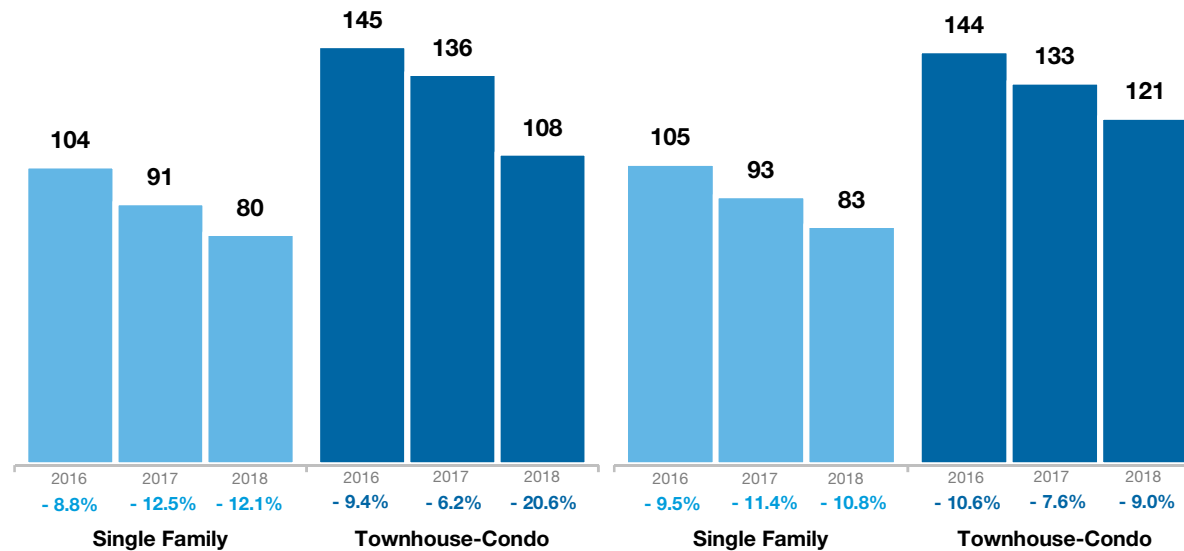
Housing Affordability Index

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.



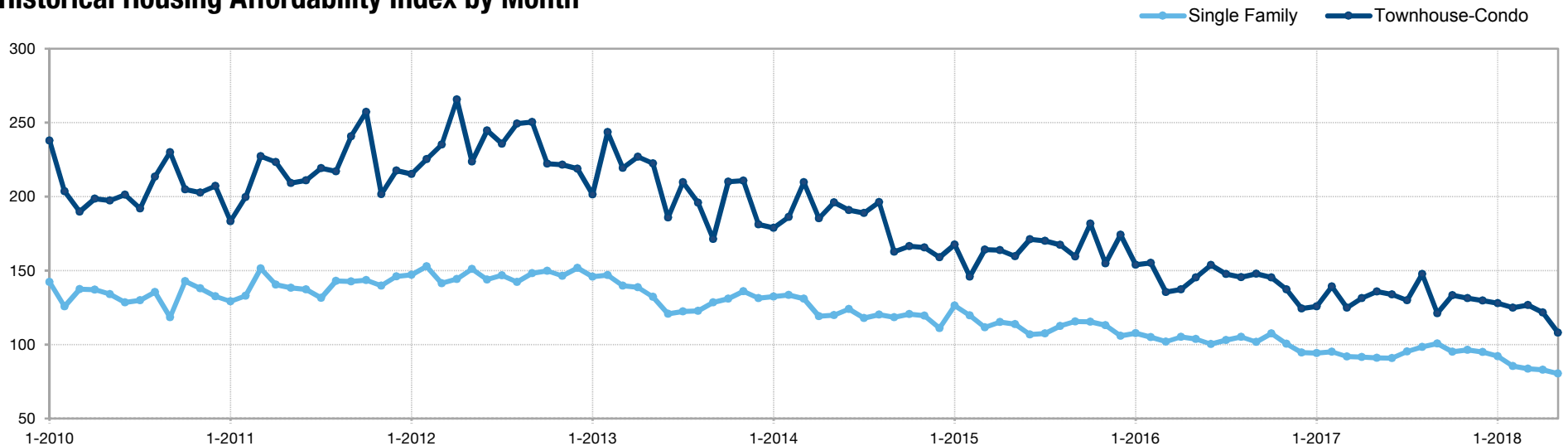
May

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	122	-6.9%
May-2018	80	-12.1%	108	-20.6%
12-Month Avg	91	-18.4%	98	-21.9%

Historical Housing Affordability Index by Month

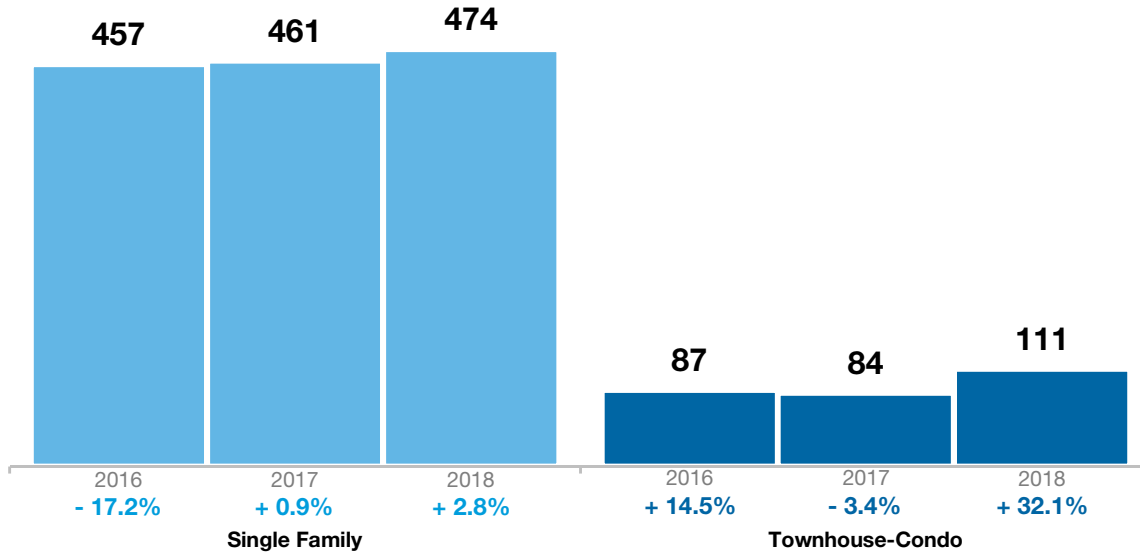


Inventory of Active Listings

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



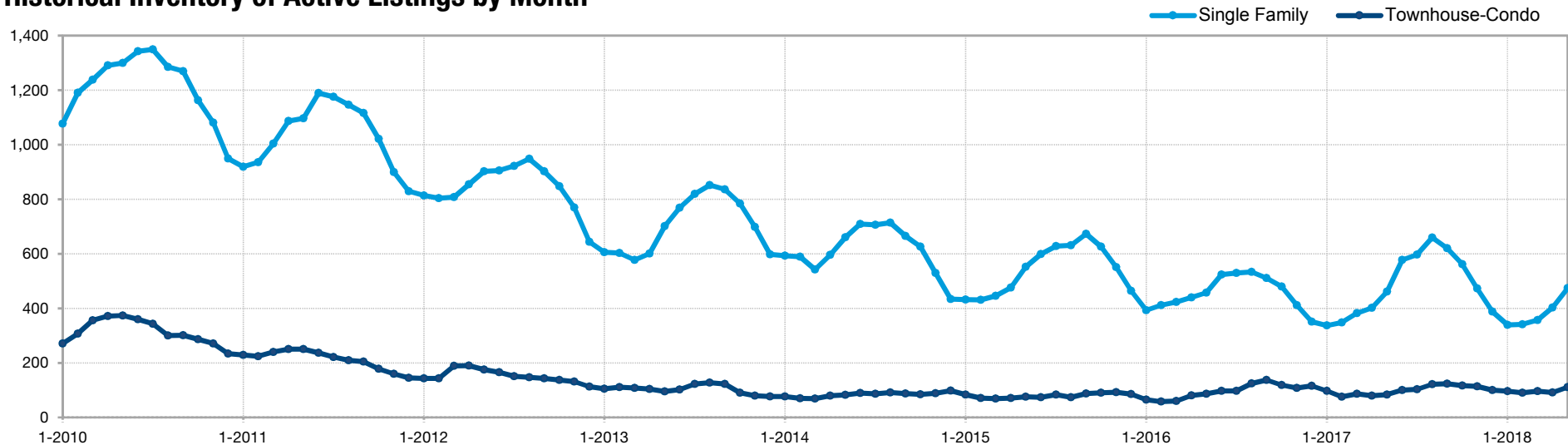
May



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2017	577	+10.1%	100	+3.1%
Jul-2017	597	+12.6%	103	+6.2%
Aug-2017	659	+23.4%	122	-2.4%
Sep-2017	620	+21.3%	124	-9.5%
Oct-2017	562	+17.1%	117	-1.7%
Nov-2017	473	+14.8%	114	+5.6%
Dec-2017	388	+10.5%	100	-13.8%
Jan-2018	339	+0.6%	96	-1.0%
Feb-2018	341	-2.0%	91	+19.7%
Mar-2018	357	-6.5%	96	+10.3%
Apr-2018	403	+0.2%	92	+15.0%
May-2018	474	+2.8%	111	+32.1%
12-Month Avg*	483	+9.8%	106	+3.5%

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

Historical Inventory of Active Listings by Month

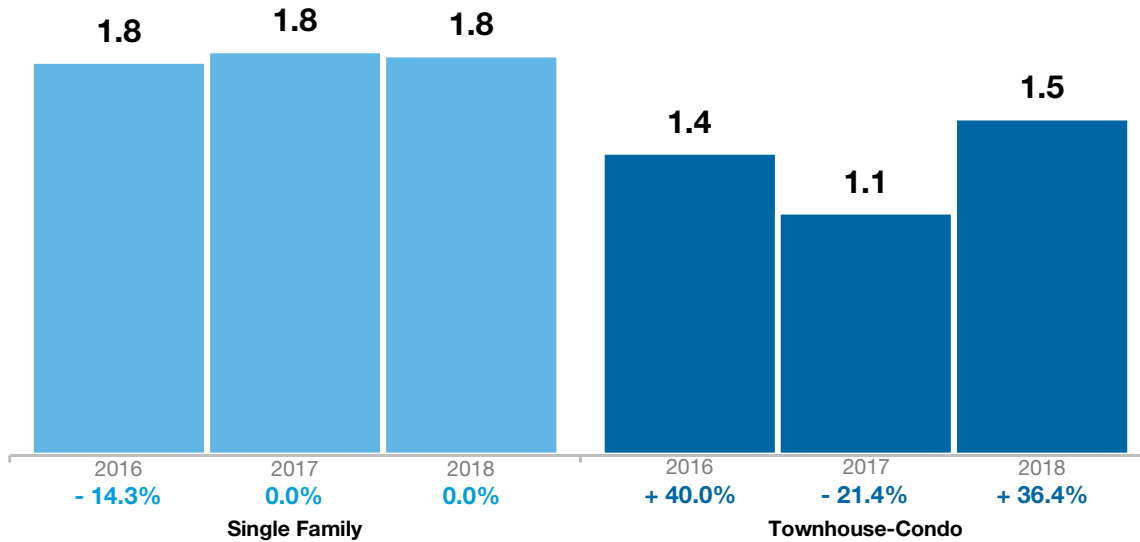


Months Supply of Inventory

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.



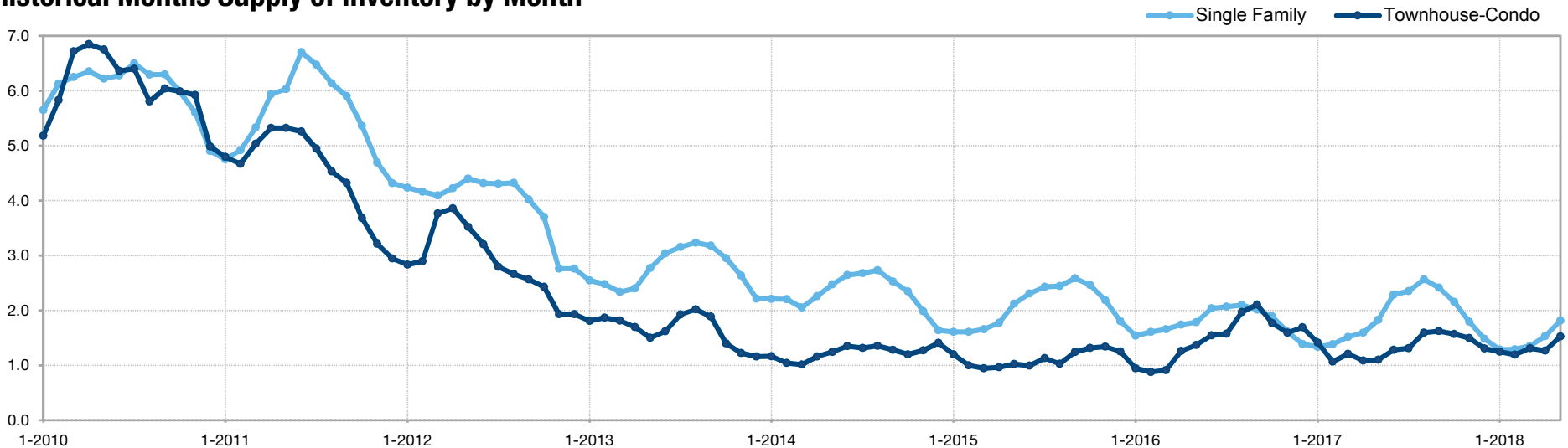
May



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	1.6	-11.1%
Nov-2017	1.8	+12.5%	1.5	-6.3%
Dec-2017	1.5	+7.1%	1.3	-23.5%
Jan-2018	1.3	0.0%	1.2	-14.3%
Feb-2018	1.3	-7.1%	1.2	+9.1%
Mar-2018	1.4	-6.7%	1.3	+8.3%
Apr-2018	1.5	-6.3%	1.3	+18.2%
May-2018	1.8	0.0%	1.5	+36.4%
12-Month Avg*	1.9	+7.5%	1.4	-7.7%

* Months Supply for all properties from June 2017 through May 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.



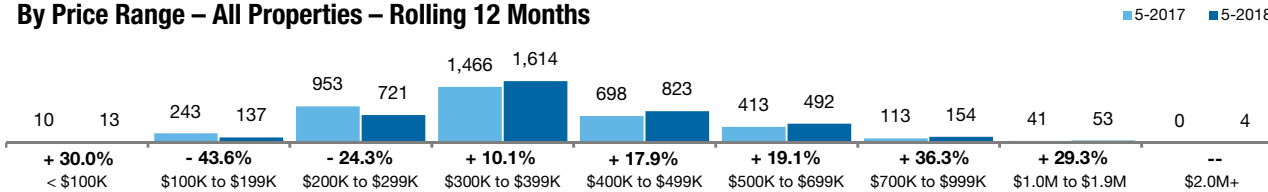
Key Metrics	Historical Sparkbars	5-2017	5-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		539	562	+ 4.3%	2,136	2,064	- 3.4%
Pending Sales		435	412	- 5.3%	462	377	- 18.4%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		412	398	- 3.4%	1,502	1,457	- 3.0%
Median Sales Price		\$360,000	\$387,250	+ 7.6%	\$350,000	\$381,000	+ 8.9%
Avg. Sales Price		\$392,386	\$426,456	+ 9.2%	\$381,969	\$417,156	+ 9.2%
Pct. of List Price Received		100.7%	100.3%	- 0.2%	100.0%	99.8%	- 0.2%
Days on Market		67	71	- 5.2%	77	73	- 5.2%
Affordability Index		100	87	- 13.8%	103	89	- 13.8%
Active Listings		545	585	+ 7.3%	--	--	--
Months Supply		1.7	1.8	+ 5.4%	--	--	--

Sold Listings

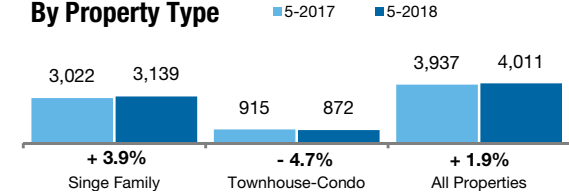
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	5-2017	5-2018	Change	5-2017	5-2018	Change
\$99,999 and Below	10	13	+30.0%	0	0	--
\$100,000 to \$199,999	87	63	-27.6%	156	74	-52.6%
\$200,000 to \$299,999	475	288	-39.4%	478	433	-9.4%
\$300,000 to \$399,999	1,234	1,322	+7.1%	232	292	+25.9%
\$400,000 to \$499,999	667	782	+17.2%	31	41	+32.3%
\$500,000 to \$699,999	400	472	+18.0%	13	20	+53.8%
\$700,000 to \$999,999	110	146	+32.7%	3	8	+166.7%
\$1,000,000 to \$1,999,999	39	49	+25.6%	2	4	+100.0%
\$2,000,000 and Above	0	4	--	0	0	--
All Price Ranges	3,022	3,139	+3.9%	915	872	-4.7%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	4-2018	5-2018	Change	4-2018	5-2018	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	3	4	+33.3%	6	3	-50.0%
\$200,000 to \$299,999	9	9	0.0%	37	45	+21.6%
\$300,000 to \$399,999	104	103	-1.0%	25	51	+104.0%
\$400,000 to \$499,999	74	98	+32.4%	5	5	0.0%
\$500,000 to \$699,999	45	57	+26.7%	4	3	-25.0%
\$700,000 to \$999,999	13	10	-23.1%	0	1	--
\$1,000,000 to \$1,999,999	3	9	+200.0%	1	0	-100.0%
\$2,000,000 and Above	1	0	-100.0%	0	0	--
All Price Ranges	252	290	+15.1%	78	108	+38.5%

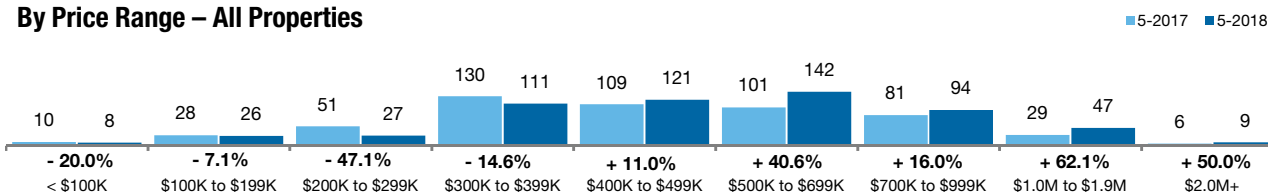
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	5-2017	5-2018	Change	5-2017	5-2018	Change
\$99,999 and Below	4	0	-100.0%	0	0	--
\$100,000 to \$199,999	30	15	-50.0%	56	28	-50.0%
\$200,000 to \$299,999	121	63	-47.9%	192	159	-17.2%
\$300,000 to \$399,999	479	437	-8.8%	114	121	+6.1%
\$400,000 to \$499,999	275	324	+17.8%	13	16	+23.1%
\$500,000 to \$699,999	153	207	+35.3%	7	12	+71.4%
\$700,000 to \$999,999	41	49	+19.5%	1	2	+100.0%
\$1,000,000 to \$1,999,999	14	21	+50.0%	2	2	0.0%
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	1,117	1,117	0.0%	385	340	-11.7%

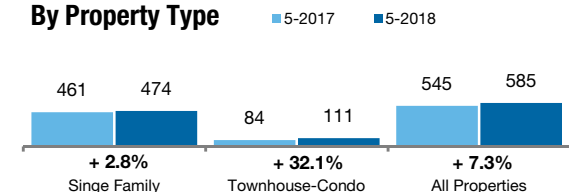
Inventory of Active Listings

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		
	5-2017	5-2018	Change	5-2017	5-2018	Change
\$99,999 and Below	10	8	-20.0%	0	0	--
\$100,000 to \$199,999	22	17	-22.7%	6	9	+50.0%
\$200,000 to \$299,999	28	9	-67.9%	23	18	-21.7%
\$300,000 to \$399,999	96	77	-19.8%	34	34	0.0%
\$400,000 to \$499,999	101	110	+8.9%	8	11	+37.5%
\$500,000 to \$699,999	99	125	+26.3%	2	17	+750.0%
\$700,000 to \$999,999	75	77	+2.7%	6	17	+183.3%
\$1,000,000 to \$1,999,999	24	42	+75.0%	5	5	0.0%
\$2,000,000 and Above	6	9	+50.0%	0	0	--
All Price Ranges	461	474	+2.8%	84	111	+32.1%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	4-2018	5-2018	Change	4-2018	5-2018	Change
\$99,999 and Below	8	8	0.0%	0	0	--
\$100,000 to \$199,999	19	17	-10.5%	5	9	+80.0%
\$200,000 to \$299,999	10	9	-10.0%	21	18	-14.3%
\$300,000 to \$399,999	63	77	+22.2%	35	34	-2.9%
\$400,000 to \$499,999	76	110	+44.7%	9	11	+22.2%
\$500,000 to \$699,999	103	125	+21.4%	10	17	+70.0%
\$700,000 to \$999,999	74	77	+4.1%	7	17	+142.9%
\$1,000,000 to \$1,999,999	42	42	0.0%	5	5	0.0%
\$2,000,000 and Above	8	9	+12.5%	0	0	--
All Price Ranges	403	474	+17.6%	92	111	+20.7%

Year to Date

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 May 2018

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Berthoud

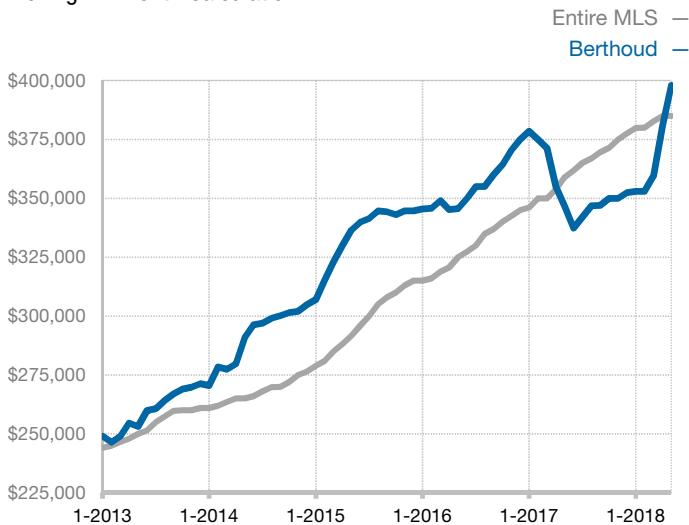
Single Family Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	45	53	+ 17.8%	289	207	- 28.4%
Closed Sales	82	32	- 61.0%	214	106	- 50.5%
Median Sales Price*	\$325,500	\$435,892	+ 33.9%	\$330,892	\$414,900	+ 25.4%
Average Sales Price*	\$377,236	\$466,332	+ 23.6%	\$376,774	\$465,072	+ 23.4%
Percent of List Price Received*	100.7%	99.5%	- 1.2%	100.6%	99.5%	- 1.1%
Days on Market Until Sale	81	60	- 25.9%	95	82	- 13.7%
Inventory of Homes for Sale	75	96	+ 28.0%	--	--	--
Months Supply of Inventory	2.7	3.6	+ 33.3%	--	--	--

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

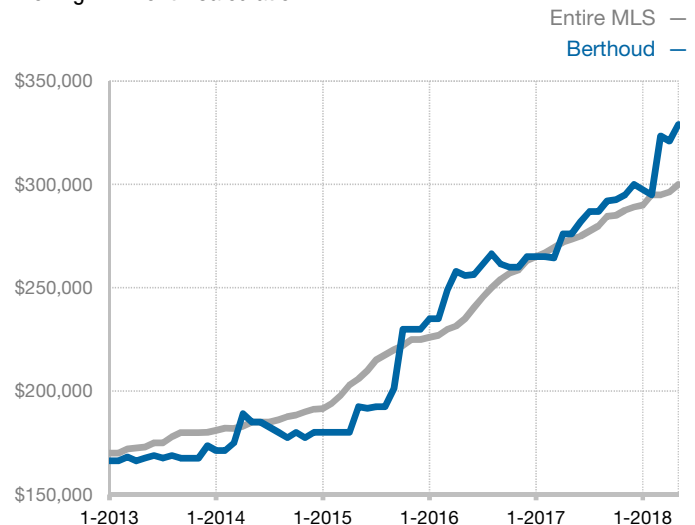
Townhouse-Condo Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	2	10	+ 400.0%	27	23	- 14.8%
Closed Sales	3	2	- 33.3%	11	10	- 9.1%
Median Sales Price*	\$270,000	\$374,758	+ 38.8%	\$292,700	\$327,985	+ 12.1%
Average Sales Price*	\$281,134	\$374,758	+ 33.3%	\$294,743	\$336,006	+ 14.0%
Percent of List Price Received*	96.7%	105.9%	+ 9.5%	99.5%	101.0%	+ 1.5%
Days on Market Until Sale	38	89	+ 134.2%	60	67	+ 11.7%
Inventory of Homes for Sale	13	9	- 30.8%	--	--	--
Months Supply of Inventory	5.4	4.5	- 16.7%	--	--	--

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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 May 2018

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Boulder

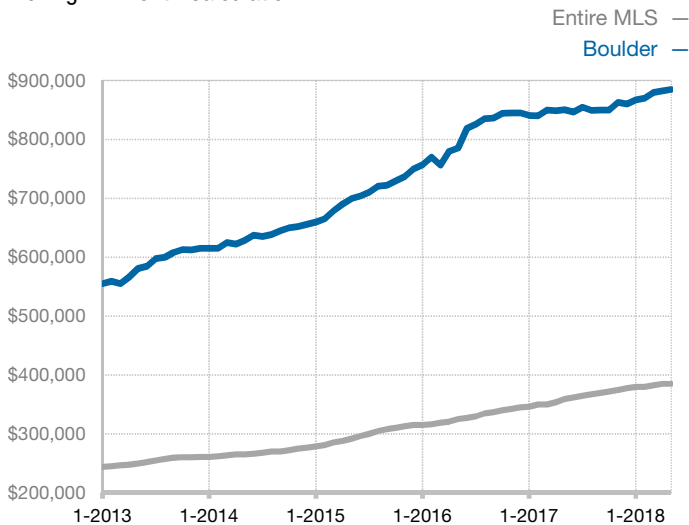
Single Family Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	189	174	- 7.9%	679	654	- 3.7%
Closed Sales	105	100	- 4.8%	364	365	+ 0.3%
Median Sales Price*	\$950,000	\$985,000	+ 3.7%	\$863,500	\$925,000	+ 7.1%
Average Sales Price*	\$1,127,302	\$1,253,704	+ 11.2%	\$1,027,665	\$1,207,824	+ 17.5%
Percent of List Price Received*	99.0%	100.2%	+ 1.2%	98.9%	99.2%	+ 0.3%
Days on Market Until Sale	58	49	- 15.5%	70	65	- 7.1%
Inventory of Homes for Sale	253	203	- 19.8%	--	--	--
Months Supply of Inventory	3.3	2.5	- 24.2%	--	--	--

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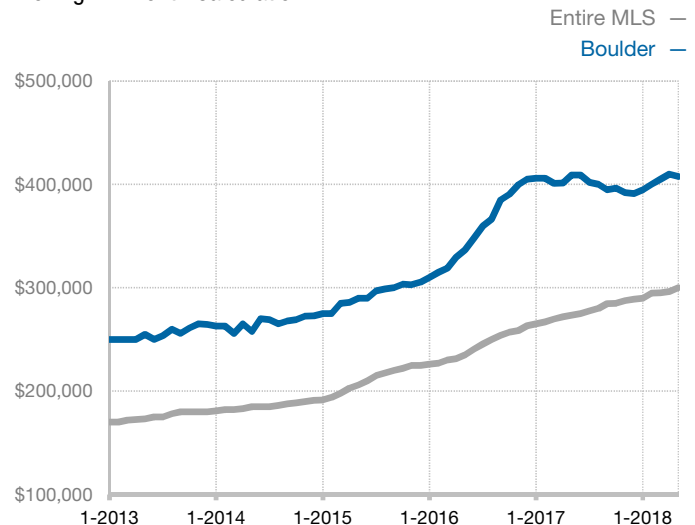
Townhouse-Condo Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	97	119	+ 22.7%	392	441	+ 12.5%
Closed Sales	73	79	+ 8.2%	262	293	+ 11.8%
Median Sales Price*	\$430,000	\$410,000	- 4.7%	\$405,500	\$459,000	+ 13.2%
Average Sales Price*	\$466,428	\$457,807	- 1.8%	\$467,287	\$531,064	+ 13.6%
Percent of List Price Received*	100.9%	102.1%	+ 1.2%	100.4%	100.6%	+ 0.2%
Days on Market Until Sale	39	34	- 12.8%	47	52	+ 10.6%
Inventory of Homes for Sale	74	118	+ 59.5%	--	--	--
Months Supply of Inventory	1.3	2.0	+ 53.8%	--	--	--

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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 May 2018

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Fort Collins

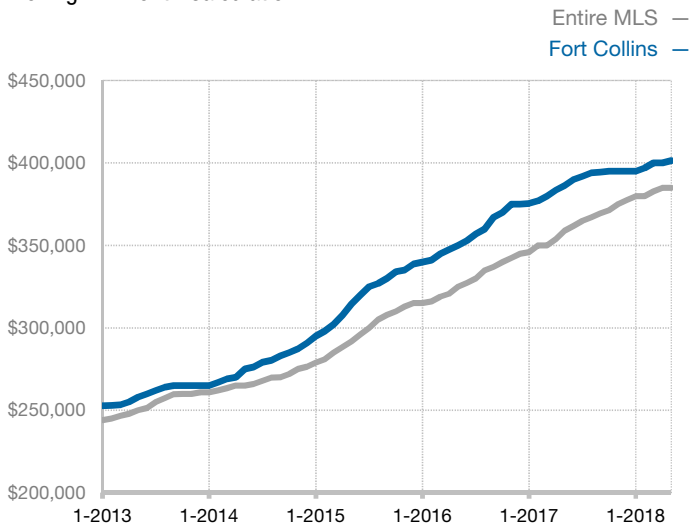
Single Family Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	317	333	+ 5.0%	1,269	1,208	- 4.8%
Closed Sales	250	223	- 10.8%	862	896	+ 3.9%
Median Sales Price*	\$408,950	\$425,083	+ 3.9%	\$395,000	\$414,605	+ 5.0%
Average Sales Price*	\$449,227	\$477,763	+ 6.4%	\$428,020	\$463,009	+ 8.2%
Percent of List Price Received*	100.4%	100.4%	0.0%	99.9%	99.9%	0.0%
Days on Market Until Sale	63	50	- 20.6%	66	63	- 4.5%
Inventory of Homes for Sale	303	285	- 5.9%	--	--	--
Months Supply of Inventory	1.6	1.4	- 12.5%	--	--	--

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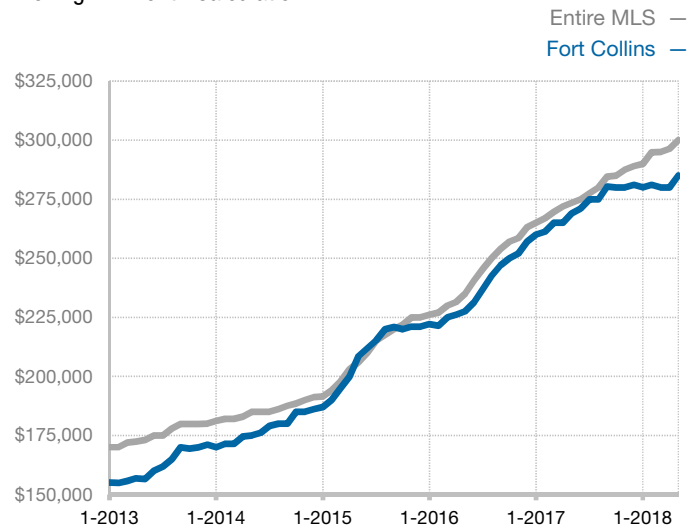
Townhouse-Condo Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	127	109	- 14.2%	423	408	- 3.5%
Closed Sales	93	103	+ 10.8%	336	319	- 5.1%
Median Sales Price*	\$275,000	\$315,000	+ 14.5%	\$280,500	\$295,000	+ 5.2%
Average Sales Price*	\$287,048	\$321,842	+ 12.1%	\$291,138	\$310,084	+ 6.5%
Percent of List Price Received*	101.0%	100.9%	- 0.1%	100.6%	100.1%	- 0.5%
Days on Market Until Sale	71	119	+ 67.6%	78	92	+ 17.9%
Inventory of Homes for Sale	77	107	+ 39.0%	--	--	--
Months Supply of Inventory	1.1	1.6	+ 45.5%	--	--	--

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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 May 2018

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Greeley

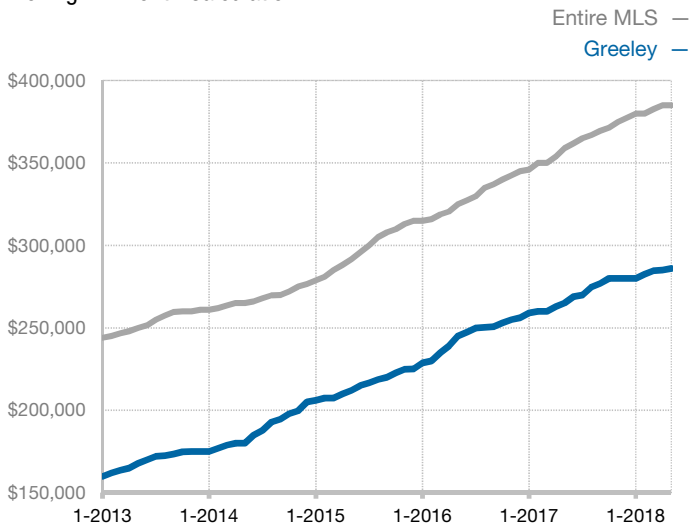
Single Family Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	163	172	+ 5.5%	662	803	+ 21.3%
Closed Sales	127	134	+ 5.5%	532	537	+ 0.9%
Median Sales Price*	\$287,500	\$300,500	+ 4.5%	\$275,000	\$295,000	+ 7.3%
Average Sales Price*	\$310,773	\$320,756	+ 3.2%	\$292,382	\$321,472	+ 9.9%
Percent of List Price Received*	100.3%	100.8%	+ 0.5%	100.0%	100.2%	+ 0.2%
Days on Market Until Sale	49	40	- 18.4%	59	48	- 18.6%
Inventory of Homes for Sale	122	124	+ 1.6%	--	--	--
Months Supply of Inventory	0.9	1.0	+ 11.1%	--	--	--

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

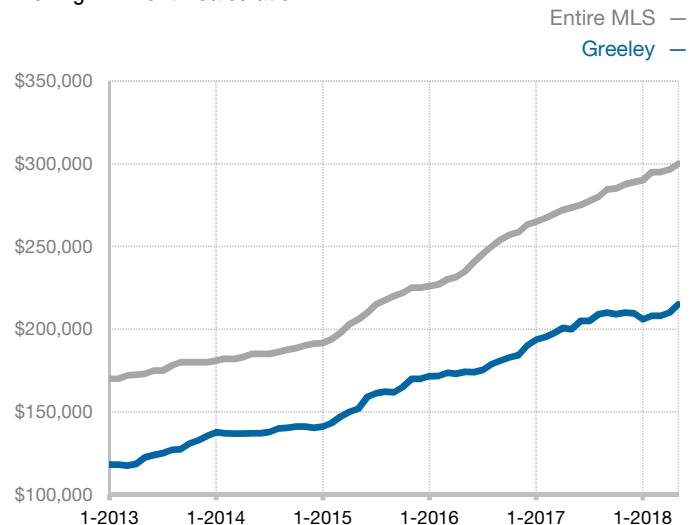
Townhouse-Condo Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	29	38	+ 31.0%	139	137	- 1.4%
Closed Sales	26	29	+ 11.5%	119	99	- 16.8%
Median Sales Price*	\$198,000	\$225,000	+ 13.6%	\$208,000	\$215,000	+ 3.4%
Average Sales Price*	\$201,419	\$240,744	+ 19.5%	\$211,543	\$228,574	+ 8.1%
Percent of List Price Received*	100.4%	101.0%	+ 0.6%	100.3%	100.3%	0.0%
Days on Market Until Sale	40	42	+ 5.0%	69	43	- 37.7%
Inventory of Homes for Sale	22	19	- 13.6%	--	--	--
Months Supply of Inventory	0.9	0.9	0.0%	--	--	--

* 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 May 2018

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Johnstown

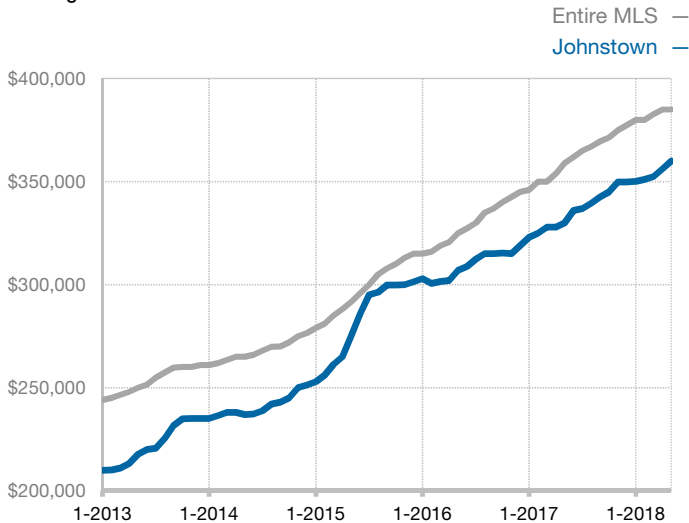
Single Family Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	59	62	+ 5.1%	253	247	- 2.4%
Closed Sales	52	55	+ 5.8%	190	178	- 6.3%
Median Sales Price*	\$349,500	\$375,000	+ 7.3%	\$339,000	\$375,000	+ 10.6%
Average Sales Price*	\$352,120	\$390,039	+ 10.8%	\$350,403	\$394,759	+ 12.7%
Percent of List Price Received*	100.8%	100.1%	- 0.7%	99.7%	100.2%	+ 0.5%
Days on Market Until Sale	59	58	- 1.7%	80	60	- 25.0%
Inventory of Homes for Sale	72	53	- 26.4%	--	--	--
Months Supply of Inventory	1.9	1.3	- 31.6%	--	--	--

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

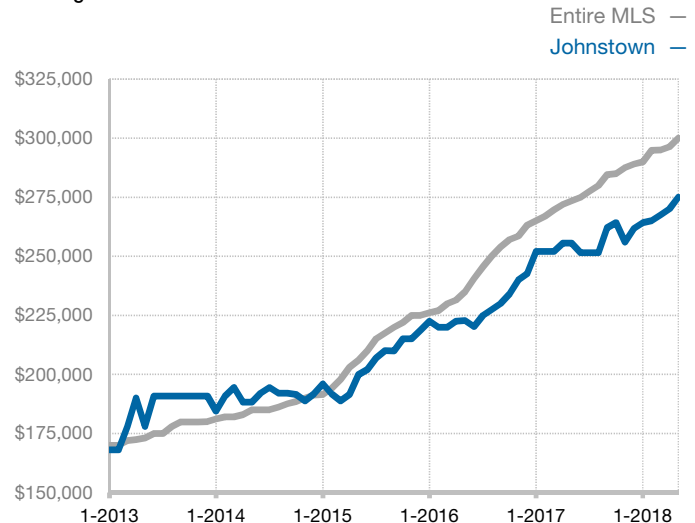
Townhouse-Condo Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	1	2	+ 100.0%	8	15	+ 87.5%
Closed Sales	1	6	+ 500.0%	4	12	+ 200.0%
Median Sales Price*	\$246,000	\$270,000	+ 9.8%	\$296,000	\$291,250	- 1.6%
Average Sales Price*	\$246,000	\$277,067	+ 12.6%	\$295,000	\$288,348	- 2.3%
Percent of List Price Received*	98.8%	100.2%	+ 1.4%	100.0%	99.3%	- 0.7%
Days on Market Until Sale	52	47	- 9.6%	89	43	- 51.7%
Inventory of Homes for Sale	1	3	+ 200.0%	--	--	--
Months Supply of Inventory	0.5	1.3	+ 160.0%	--	--	--

* 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 May 2018

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Longmont

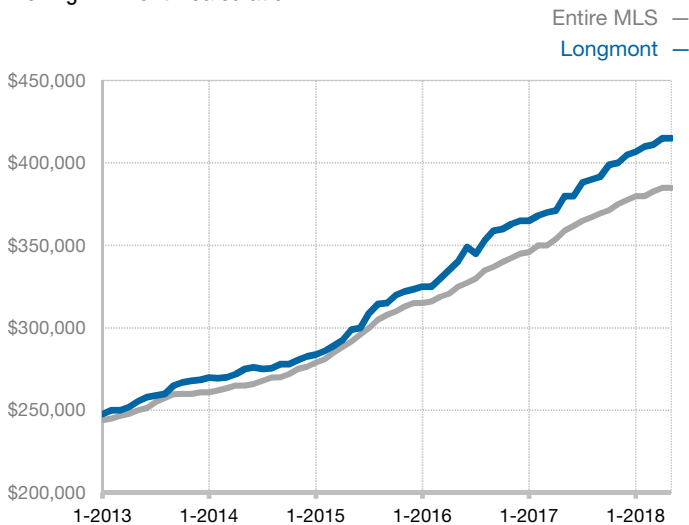
Single Family Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	209	217	+ 3.8%	768	731	- 4.8%
Closed Sales	143	119	- 16.8%	477	479	+ 0.4%
Median Sales Price*	\$425,000	\$415,000	- 2.4%	\$410,000	\$440,000	+ 7.3%
Average Sales Price*	\$491,191	\$501,843	+ 2.2%	\$479,329	\$499,270	+ 4.2%
Percent of List Price Received*	100.6%	101.2%	+ 0.6%	100.4%	100.2%	- 0.2%
Days on Market Until Sale	50	41	- 18.0%	52	60	+ 15.4%
Inventory of Homes for Sale	217	218	+ 0.5%	--	--	--
Months Supply of Inventory	2.0	1.9	- 5.0%	--	--	--

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

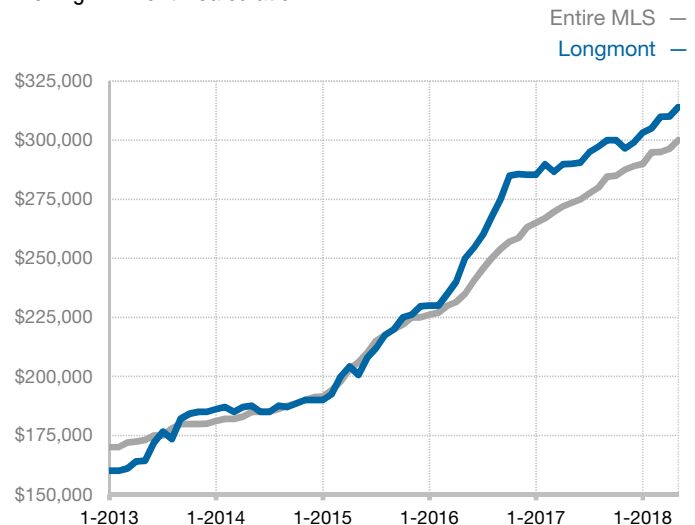
Townhouse-Condo Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	44	35	- 20.5%	197	159	- 19.3%
Closed Sales	44	26	- 40.9%	151	119	- 21.2%
Median Sales Price*	\$308,450	\$334,000	+ 8.3%	\$296,000	\$328,362	+ 10.9%
Average Sales Price*	\$307,356	\$343,843	+ 11.9%	\$313,943	\$349,644	+ 11.4%
Percent of List Price Received*	101.9%	101.1%	- 0.8%	101.4%	101.1%	- 0.3%
Days on Market Until Sale	46	49	+ 6.5%	63	54	- 14.3%
Inventory of Homes for Sale	43	20	- 53.5%	--	--	--
Months Supply of Inventory	1.4	0.7	- 50.0%	--	--	--

* 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 May 2018

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Loveland

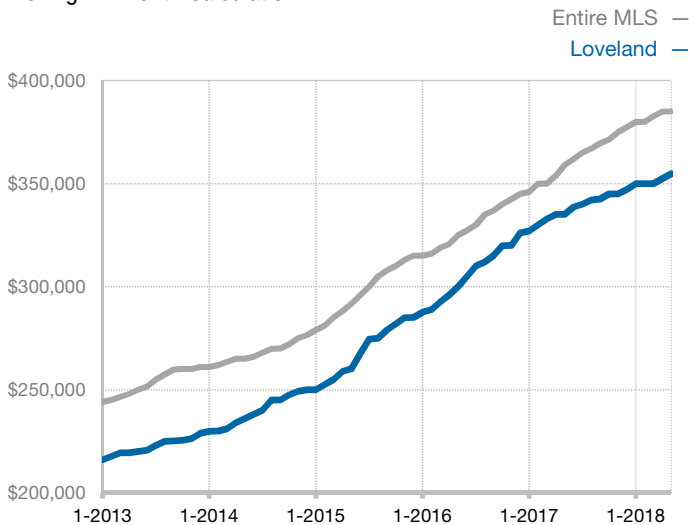
Single Family Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	242	207	- 14.5%	855	744	- 13.0%
Closed Sales	152	150	- 1.3%	589	506	- 14.1%
Median Sales Price*	\$350,000	\$366,000	+ 4.6%	\$345,000	\$360,400	+ 4.5%
Average Sales Price*	\$386,152	\$412,315	+ 6.8%	\$376,176	\$408,196	+ 8.5%
Percent of List Price Received*	100.5%	100.5%	0.0%	99.9%	99.9%	0.0%
Days on Market Until Sale	59	67	+ 13.6%	68	75	+ 10.3%
Inventory of Homes for Sale	251	195	- 22.3%	--	--	--
Months Supply of Inventory	1.9	1.5	- 21.1%	--	--	--

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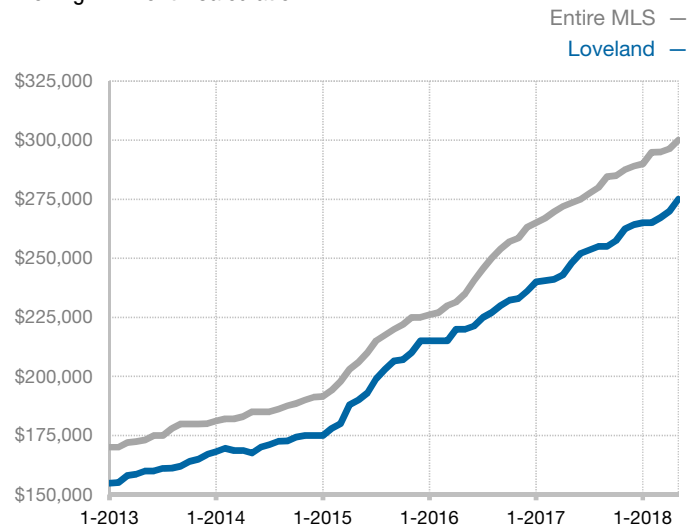
Townhouse-Condo Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	27	38	+ 40.7%	127	165	+ 29.9%
Closed Sales	32	42	+ 31.3%	82	135	+ 64.6%
Median Sales Price*	\$257,000	\$297,332	+ 15.7%	\$253,500	\$295,000	+ 16.4%
Average Sales Price*	\$257,611	\$299,495	+ 16.3%	\$261,647	\$302,595	+ 15.7%
Percent of List Price Received*	101.6%	100.4%	- 1.2%	100.7%	100.3%	- 0.4%
Days on Market Until Sale	36	114	+ 216.7%	52	117	+ 125.0%
Inventory of Homes for Sale	44	48	+ 9.1%	--	--	--
Months Supply of Inventory	2.3	2.0	- 13.0%	--	--	--

* 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 May 2018

A Research Tool Provided by the Colorado Association of REALTORS®



Wellington

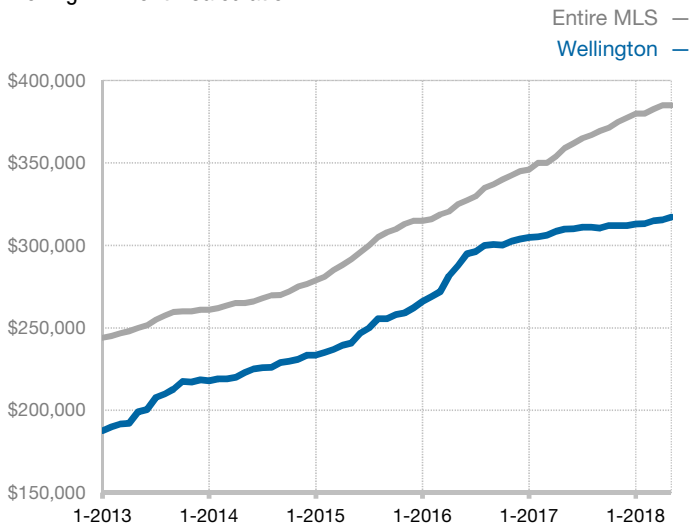
Single Family Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	44	36	- 18.2%	201	138	- 31.3%
Closed Sales	23	20	- 13.0%	138	95	- 31.2%
Median Sales Price*	\$322,000	\$355,106	+ 10.3%	\$316,000	\$349,900	+ 10.7%
Average Sales Price*	\$349,263	\$388,235	+ 11.2%	\$329,969	\$373,010	+ 13.0%
Percent of List Price Received*	104.2%	99.8%	- 4.2%	101.8%	99.6%	- 2.2%
Days on Market Until Sale	70	46	- 34.3%	85	62	- 27.1%
Inventory of Homes for Sale	38	35	- 7.9%	--	--	--
Months Supply of Inventory	1.1	1.0	- 9.1%	--	--	--

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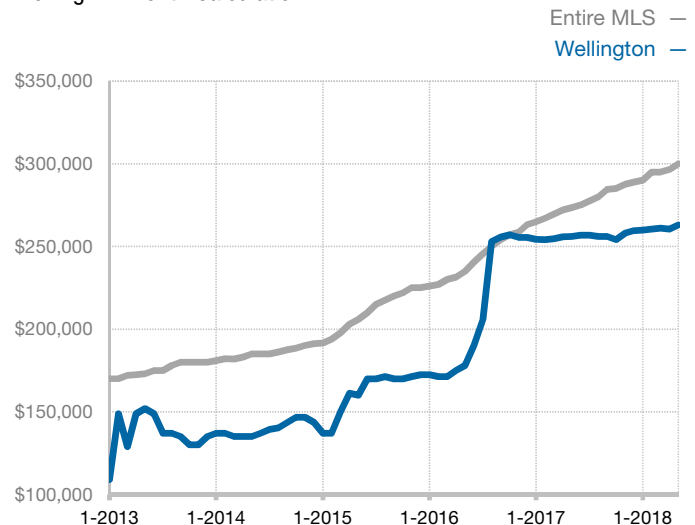
Townhouse-Condo Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	2	1	- 50.0%	42	28	- 33.3%
Closed Sales	13	4	- 69.2%	42	14	- 66.7%
Median Sales Price*	\$259,200	\$247,750	- 4.4%	\$256,950	\$264,950	+ 3.1%
Average Sales Price*	\$246,387	\$247,000	+ 0.2%	\$252,063	\$247,693	- 1.7%
Percent of List Price Received*	100.7%	100.2%	- 0.5%	100.6%	100.4%	- 0.2%
Days on Market Until Sale	69	39	- 43.5%	94	62	- 34.0%
Inventory of Homes for Sale	5	4	- 20.0%	--	--	--
Months Supply of Inventory	0.7	1.2	+ 71.4%	--	--	--

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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 May 2018

A Research Tool Provided by the Colorado Association of REALTORS®



Windsor

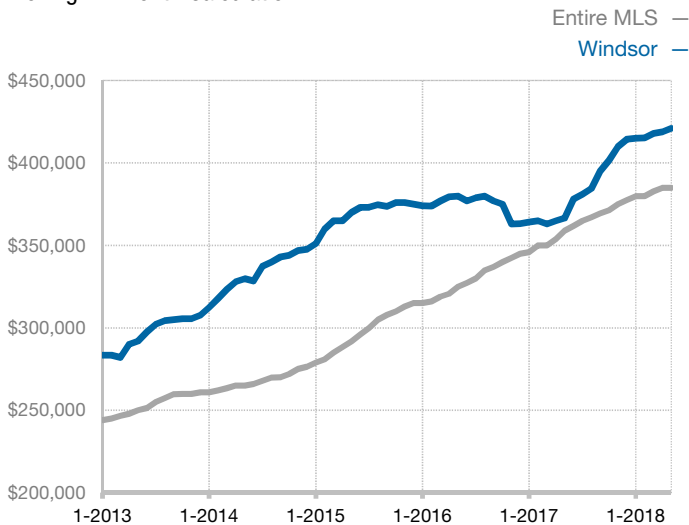
Single Family Key Metrics	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	107	101	- 5.6%	515	466	- 9.5%
Closed Sales	69	90	+ 30.4%	256	316	+ 23.4%
Median Sales Price*	\$422,081	\$444,000	+ 5.2%	\$399,636	\$419,000	+ 4.8%
Average Sales Price*	\$474,155	\$480,511	+ 1.3%	\$438,780	\$459,406	+ 4.7%
Percent of List Price Received*	99.9%	99.6%	- 0.3%	99.7%	99.7%	0.0%
Days on Market Until Sale	90	82	- 8.9%	91	98	+ 7.7%
Inventory of Homes for Sale	226	168	- 25.7%	--	--	--
Months Supply of Inventory	3.4	2.4	- 29.4%	--	--	--

* 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	May			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 05-2017	Thru 05-2018	Percent Change from Previous Year
New Listings	8	7	- 12.5%	38	70	+ 84.2%
Closed Sales	7	14	+ 100.0%	38	37	- 2.6%
Median Sales Price*	\$326,326	\$352,976	+ 8.2%	\$313,100	\$342,500	+ 9.4%
Average Sales Price*	\$325,533	\$333,123	+ 2.3%	\$294,613	\$315,125	+ 7.0%
Percent of List Price Received*	104.4%	101.0%	- 3.3%	101.1%	101.2%	+ 0.1%
Days on Market Until Sale	155	112	- 27.7%	126	107	- 15.1%
Inventory of Homes for Sale	16	32	+ 100.0%	--	--	--
Months Supply of Inventory	1.8	4.2	+ 133.3%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
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