

Monthly Indicators



July 2018

New Listings were down 11.9 percent for single family homes but increased 25.0 percent for townhouse-condo properties. Pending Sales landed at 285 for single family homes and 80 for townhouse-condo properties.

The Median Sales Price was up 10.0 percent to \$415,955 for single family homes and 11.2 percent to \$308,406 for townhouse-condo properties. Days on Market decreased 12.1 percent for single family homes but increased 37.8 percent for townhouse-condo properties.

Consumer spending on home goods and renovations are up, and more people are entering the workforce. Employed people spending money is good for the housing market. Meanwhile, GDP growth was 4.1% in the second quarter, the strongest showing since 2014. Housing starts are down, but that is more reflective of low supply than anything else. With a growing economy, solid lending practices and the potential for improved inventory from new listing and building activity, market balance is more likely than a bubble.

Activity Snapshot

- 13.6% **- 12.1%** **+ 10.0%**

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	7-2017	7-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		411	362	- 11.9%	2,575	2,414	- 6.3%
Pending Sales		310	285	- 8.1%	2,010	1,905	- 5.2%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		332	287	- 13.6%	1,804	1,754	- 2.8%
Median Sales Price		\$378,000	\$415,955	+ 10.0%	\$385,000	\$410,000	+ 6.5%
Avg. Sales Price		\$428,166	\$449,821	+ 5.1%	\$420,800	\$455,505	+ 8.2%
Pct. of List Price Received		99.6%	99.7%	+ 0.1%	99.9%	99.8%	- 0.1%
Days on Market		66	58	- 12.1%	72	65	- 9.7%
Affordability Index		95	82	- 13.7%	94	83	- 11.7%
Active Listings		598	545	- 8.9%	--	--	--
Months Supply		2.4	2.1	- 12.5%	--	--	--

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.



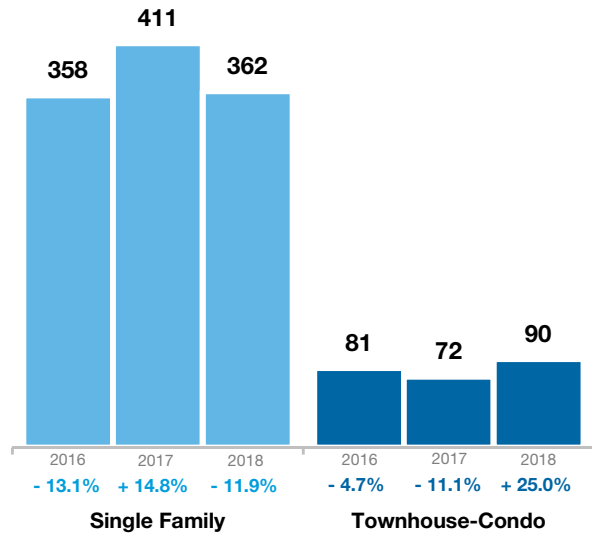
Key Metrics	Historical Sparkbars	7-2017	7-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		72	90	+ 25.0%	646	647	+ 0.2%
Pending Sales		61	80	+ 31.1%	602	540	- 10.3%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		80	88	+ 10.0%	565	528	- 6.5%
Median Sales Price		\$277,450	\$308,406	+ 11.2%	\$271,600	\$295,000	+ 8.6%
Avg. Sales Price		\$290,560	\$326,395	+ 12.3%	\$285,785	\$308,274	+ 7.9%
Pct. of List Price Received		100.4%	100.8%	+ 0.4%	100.5%	100.2%	- 0.3%
Days on Market		74	102	+ 37.8%	75	90	+ 20.0%
Affordability Index		130	110	- 15.4%	133	115	- 13.5%
Active Listings		103	134	+ 30.1%	--	--	--
Months Supply		1.3	1.8	+ 38.5%	--	--	--

New Listings

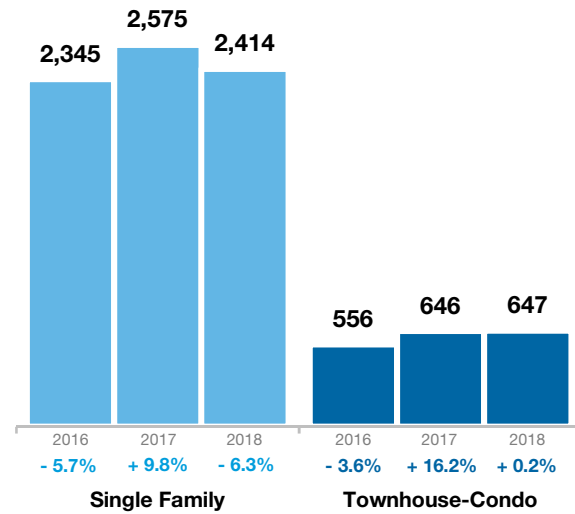
A count of the properties that have been newly listed on the market in a given month.



July

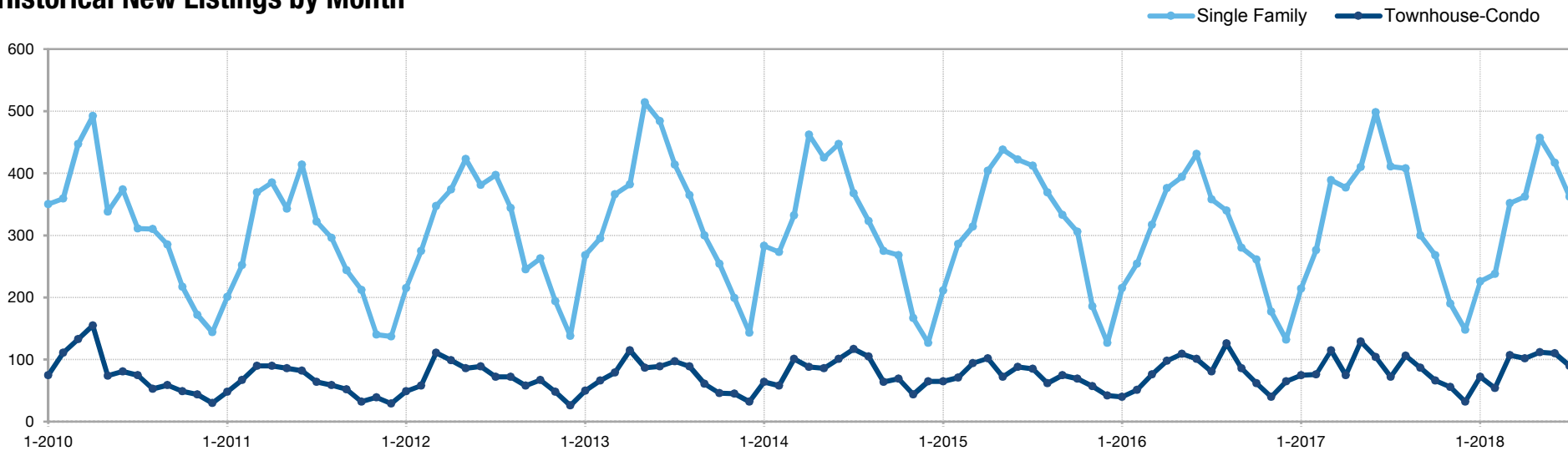


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	+7.3%	56	+40.0%
Dec-2017	148	+12.1%	32	-50.8%
Jan-2018	226	+5.6%	72	-4.0%
Feb-2018	238	-13.8%	54	-28.9%
Mar-2018	352	-9.5%	107	-7.0%
Apr-2018	362	-4.0%	102	+36.0%
May-2018	457	+11.5%	112	-13.2%
Jun-2018	417	-16.3%	110	+5.8%
Jul-2018	362	-11.9%	90	+25.0%
12-Month Avg	311	-1.0%	83	-3.0%

Historical New Listings by Month

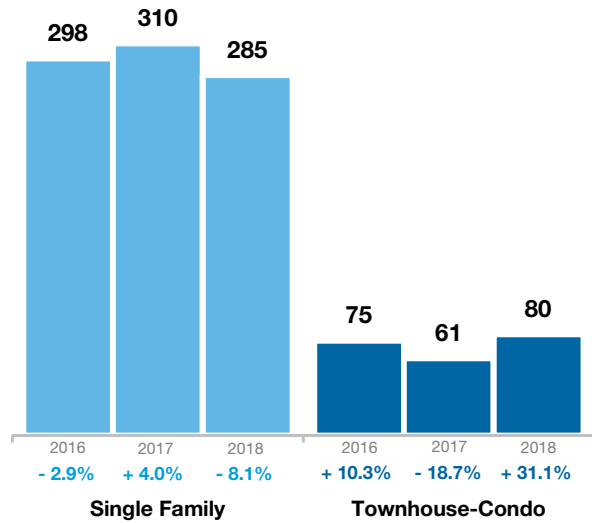


Pending Sales

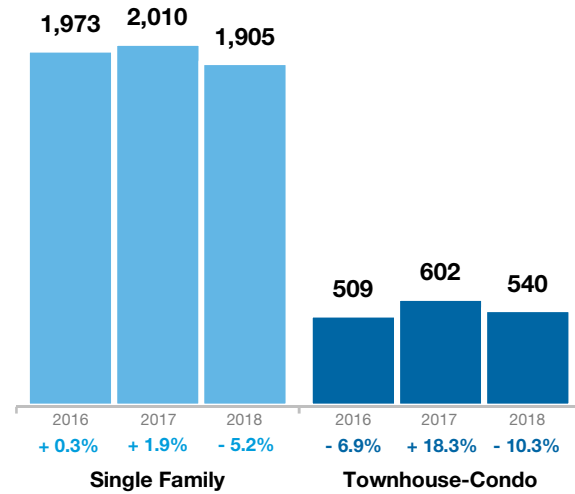
A count of the properties on which offers have been accepted in a given month.



July

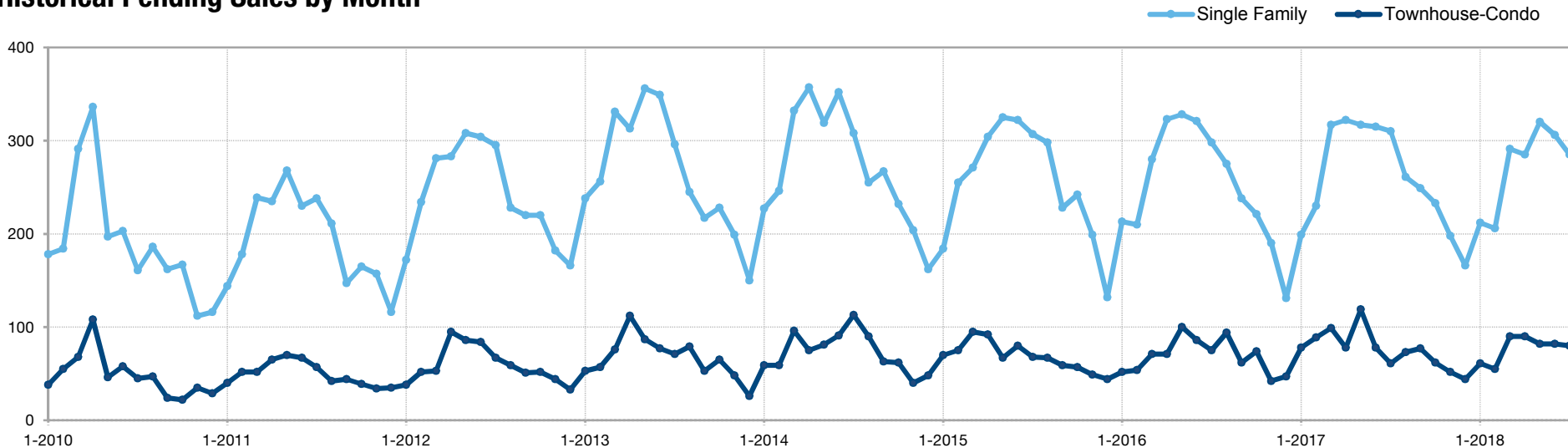


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2017	261	-5.1%	73	-22.3%
Sep-2017	249	+4.6%	77	+24.2%
Oct-2017	233	+5.4%	62	-16.2%
Nov-2017	198	+4.2%	52	+23.8%
Dec-2017	166	+26.7%	44	-6.4%
Jan-2018	212	+6.5%	61	-21.8%
Feb-2018	206	-10.4%	55	-38.2%
Mar-2018	291	-8.2%	90	-9.1%
Apr-2018	285	-11.5%	90	+15.4%
May-2018	320	+0.9%	82	-31.1%
Jun-2018	306	-2.9%	82	+5.1%
Jul-2018	285	-8.1%	80	+31.1%
12-Month Avg	251	-1.7%	71	-7.9%

Historical Pending Sales by Month

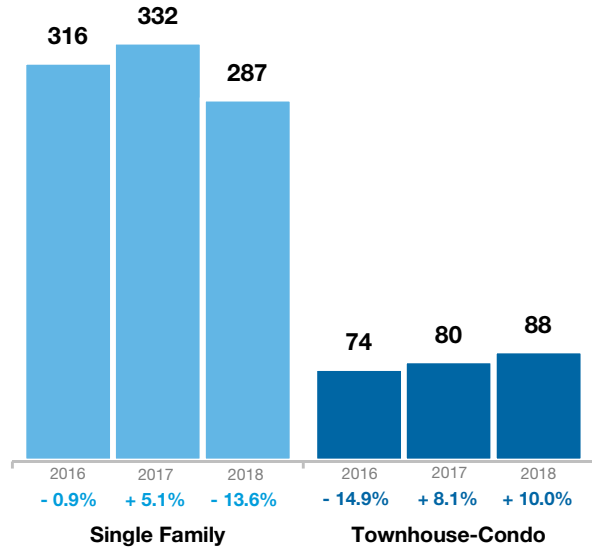


Sold Listings

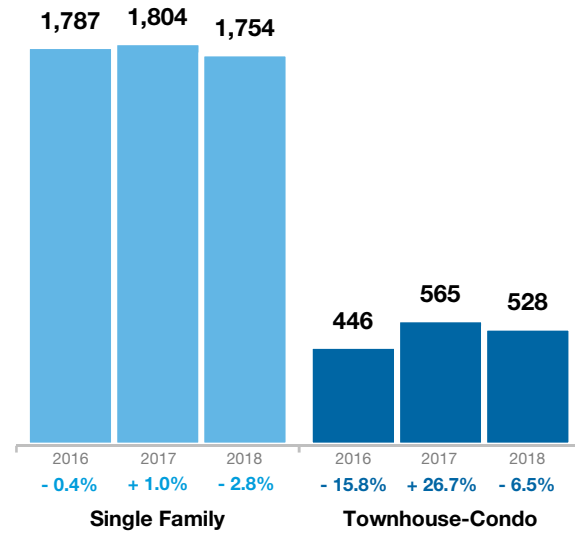
A count of the actual sales that closed in a given month.



July

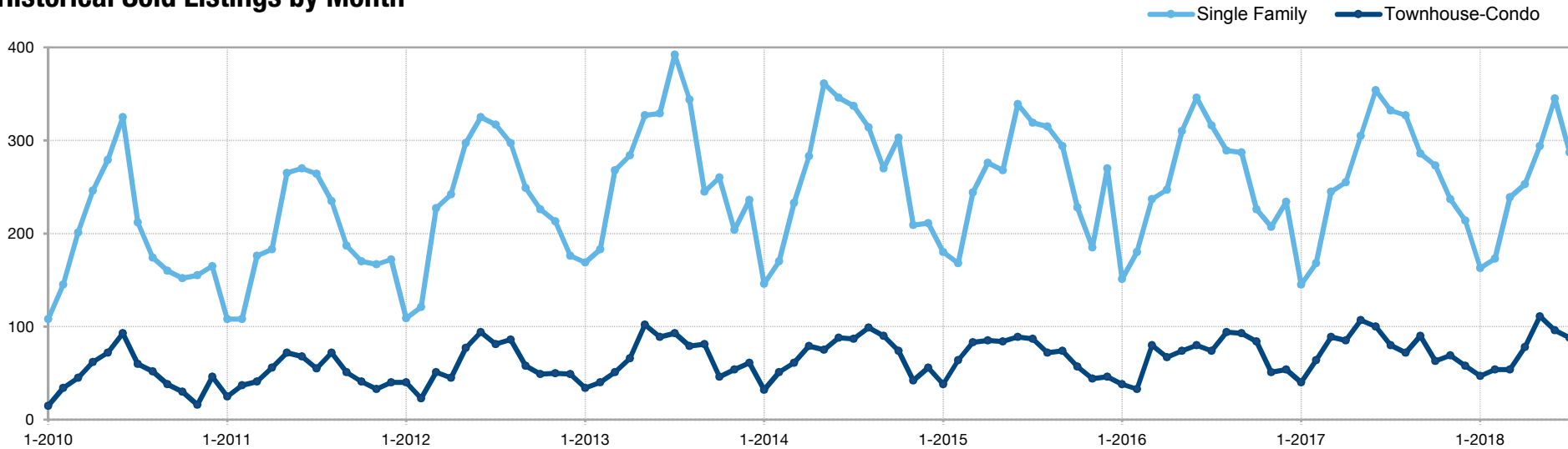


Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	214	-8.5%	58	+7.4%
Jan-2018	163	+12.4%	47	+17.5%
Feb-2018	173	+3.0%	54	-15.6%
Mar-2018	239	-2.4%	54	-39.3%
Apr-2018	253	-0.8%	78	-8.2%
May-2018	294	-3.6%	111	+3.7%
Jun-2018	345	-2.5%	96	-4.0%
Jul-2018	287	-13.6%	88	+10.0%
12-Month Avg	258	+1.4%	73	-6.5%

Historical Sold Listings by Month

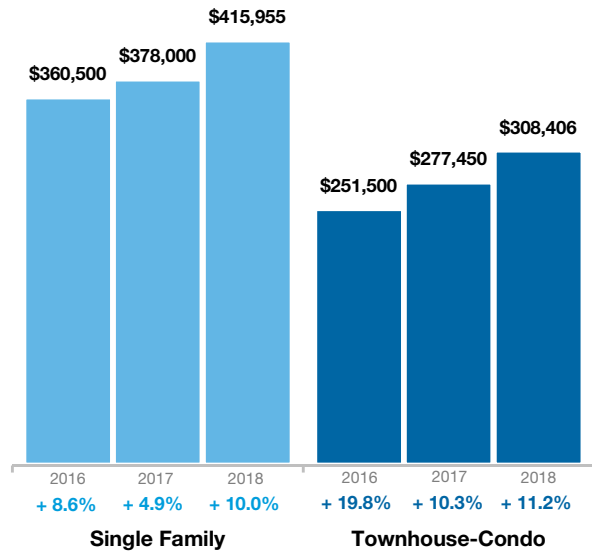


Median Sales Price

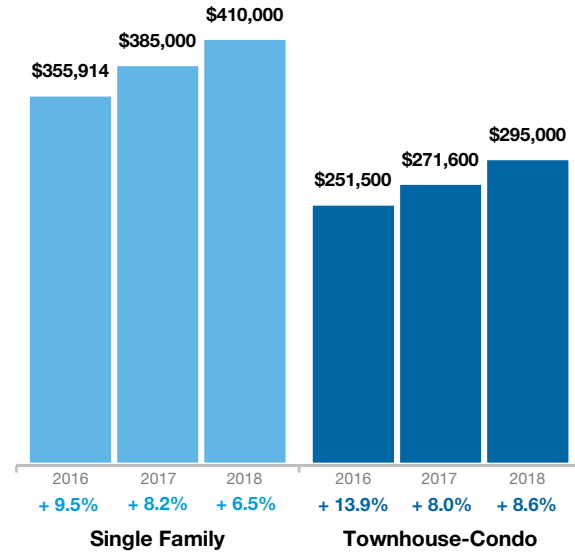
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



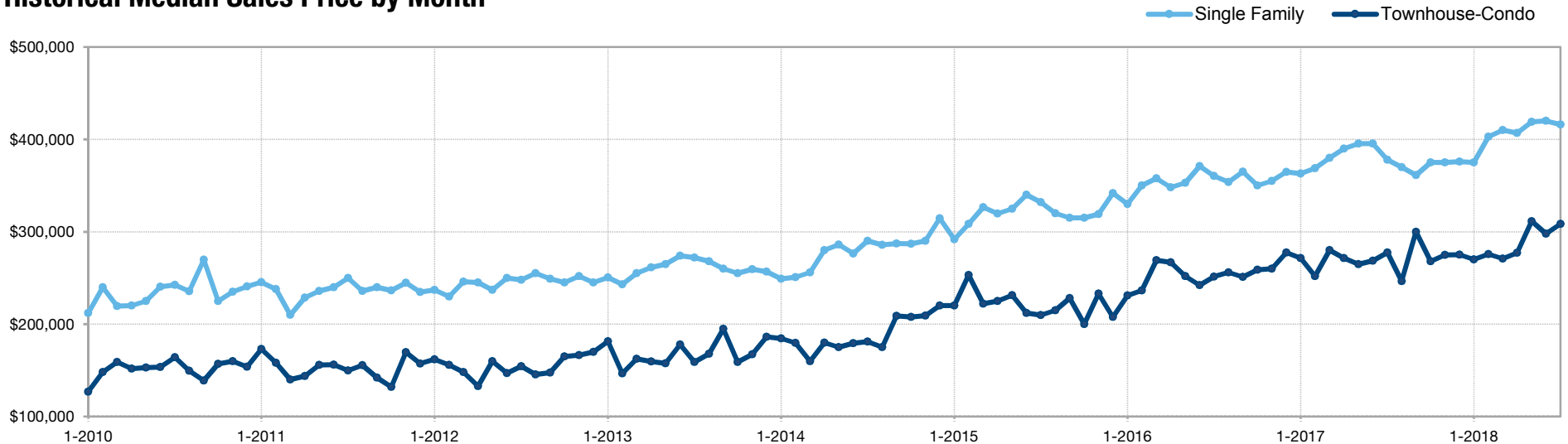
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	+3.3%	\$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	\$407,000	+4.4%	\$277,250	+2.1%
May-2018	\$419,000	+5.9%	\$311,373	+17.5%
Jun-2018	\$420,000	+6.2%	\$297,950	+11.0%
Jul-2018	\$415,955	+10.0%	\$308,406	+11.2%
12-Month Avg*	\$395,000	+5.3%	\$285,074	+7.6%

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

Historical Median Sales Price by Month

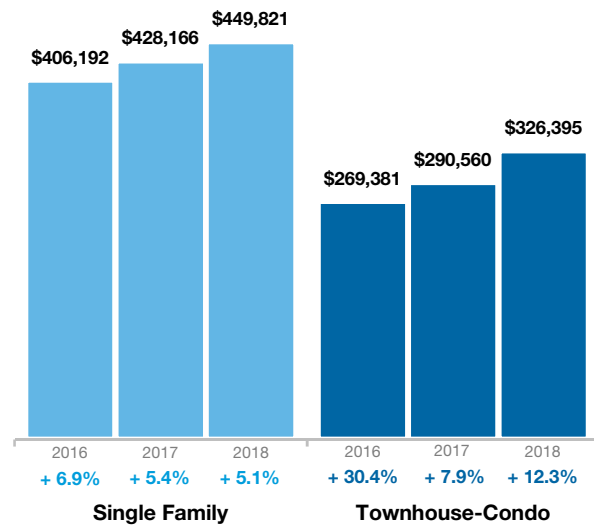


Average Sales Price

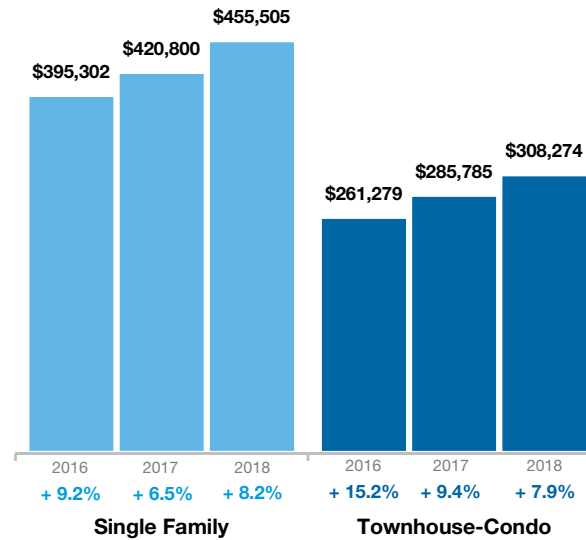
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



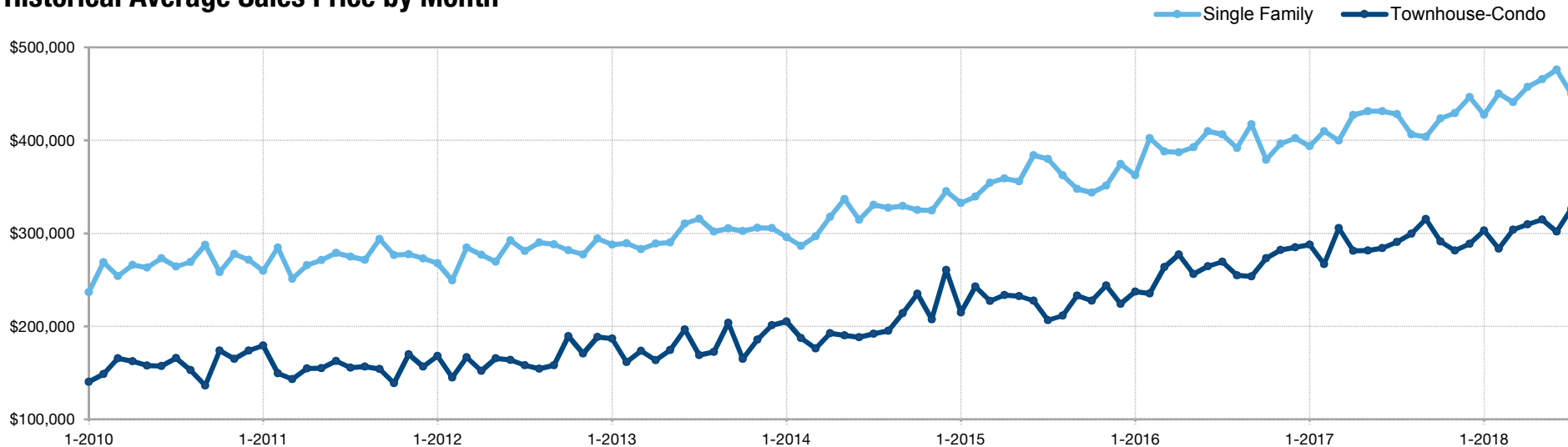
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	\$446,443	+11.0%	\$288,776	+1.3%
Jan-2018	\$427,592	+8.6%	\$303,051	+5.3%
Feb-2018	\$450,222	+9.9%	\$283,573	+6.3%
Mar-2018	\$440,950	+10.3%	\$303,988	-0.5%
Apr-2018	\$457,449	+7.1%	\$309,528	+10.0%
May-2018	\$465,817	+8.0%	\$314,937	+11.9%
Jun-2018	\$475,942	+10.4%	\$301,801	+6.3%
Jul-2018	\$449,821	+5.1%	\$326,395	+12.3%
12-Month Avg*	\$440,047	+6.9%	\$303,706	+9.2%

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

Historical Average Sales Price by Month



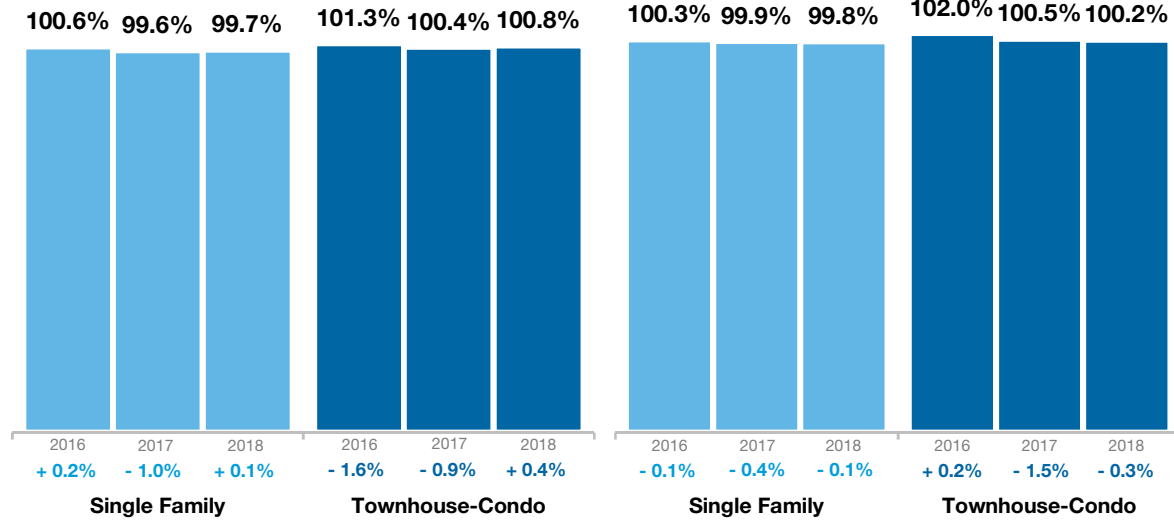
Percent of List Price Received

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.



July

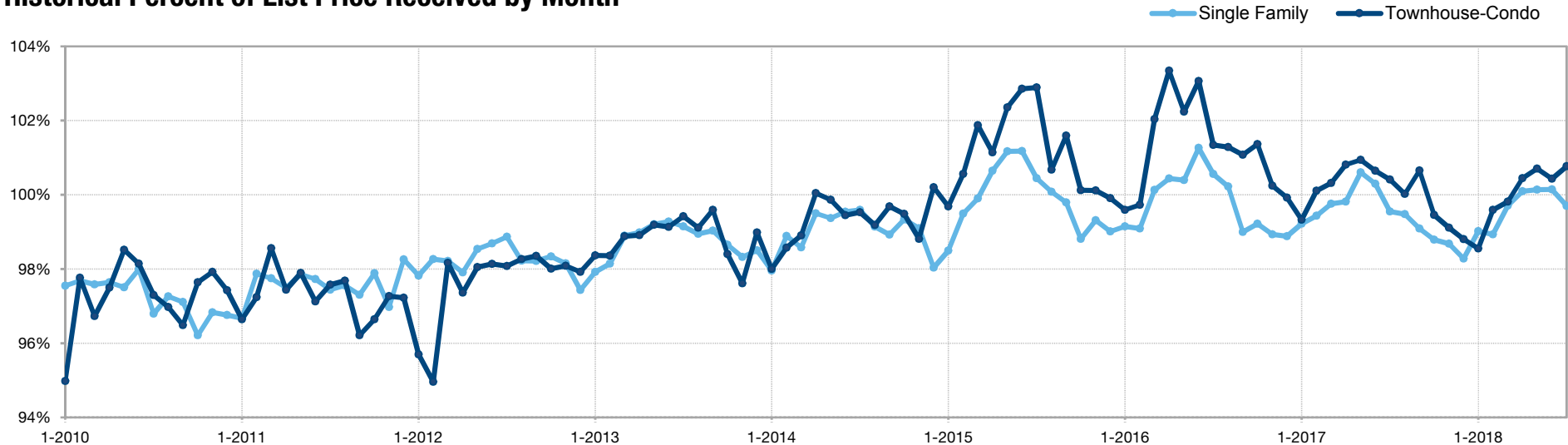
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	99.6%	-0.5%
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%	100.7%	-0.2%
Jun-2018	100.1%	-0.2%	100.4%	-0.2%
Jul-2018	99.7%	+0.1%	100.8%	+0.4%
12-Month Avg*	99.7%	-0.2%	100.7%	-0.6%

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

Historical Percent of List Price Received by Month



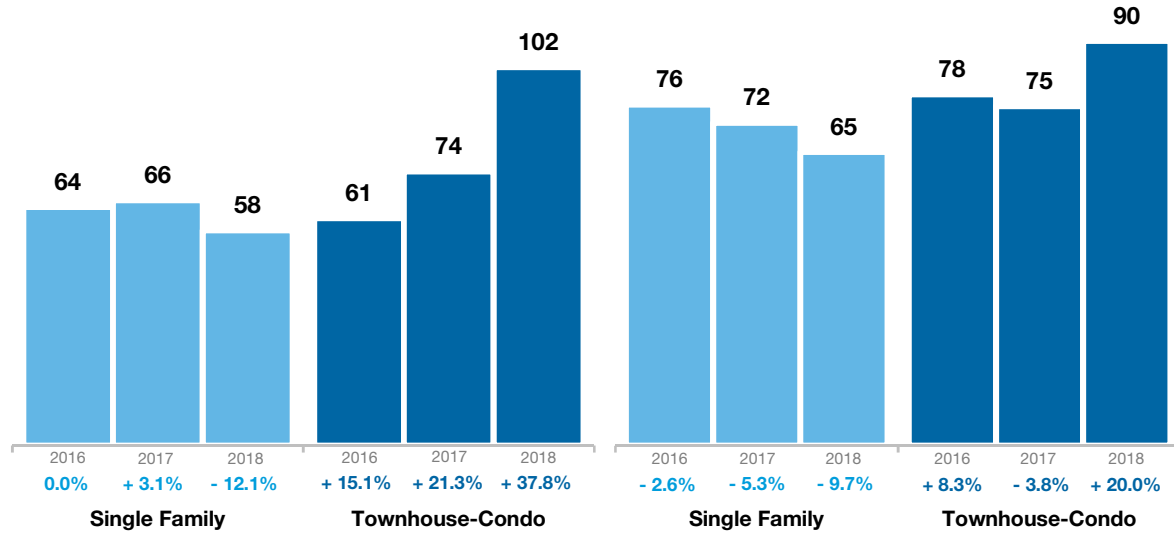
Days on Market Until Sale

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



July

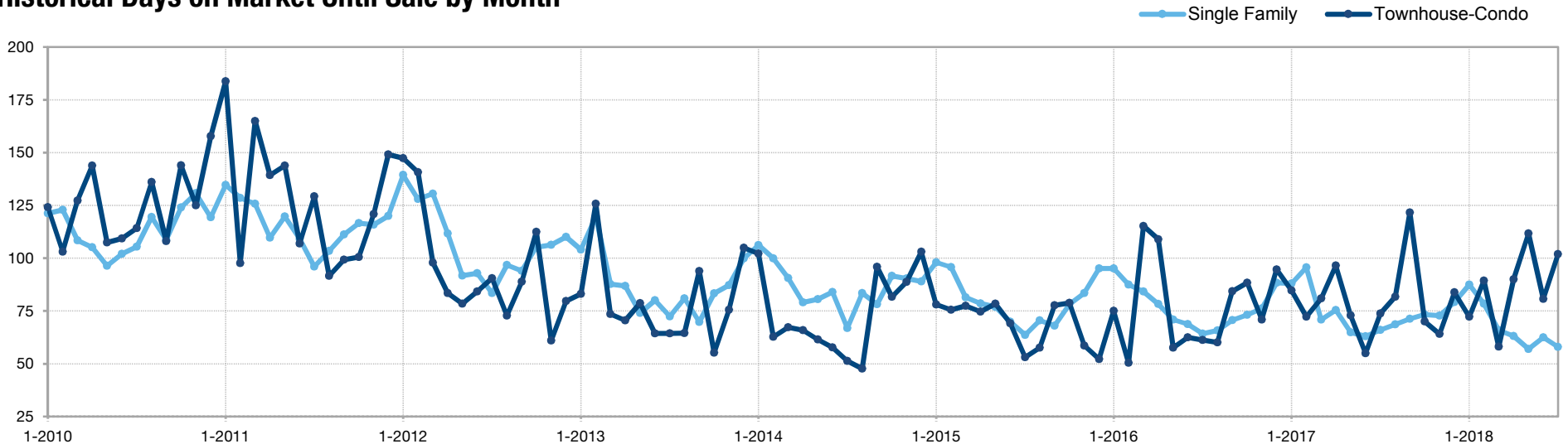
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	89	+23.6%
Mar-2018	66	-7.0%	58	-28.4%
Apr-2018	63	-16.0%	90	-7.2%
May-2018	57	-12.3%	112	+53.4%
Jun-2018	62	-1.6%	81	+47.3%
Jul-2018	58	-12.1%	102	+37.8%
12-Month Avg	68	-6.0%	89	+15.4%

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

Historical Days on Market Until Sale by Month



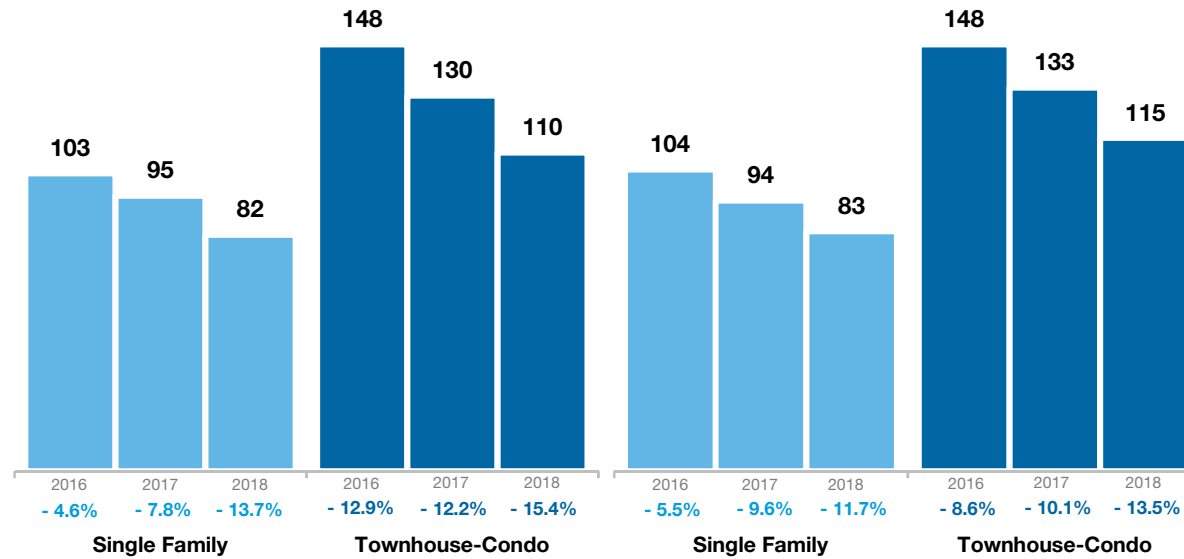
Housing Affordability Index

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.



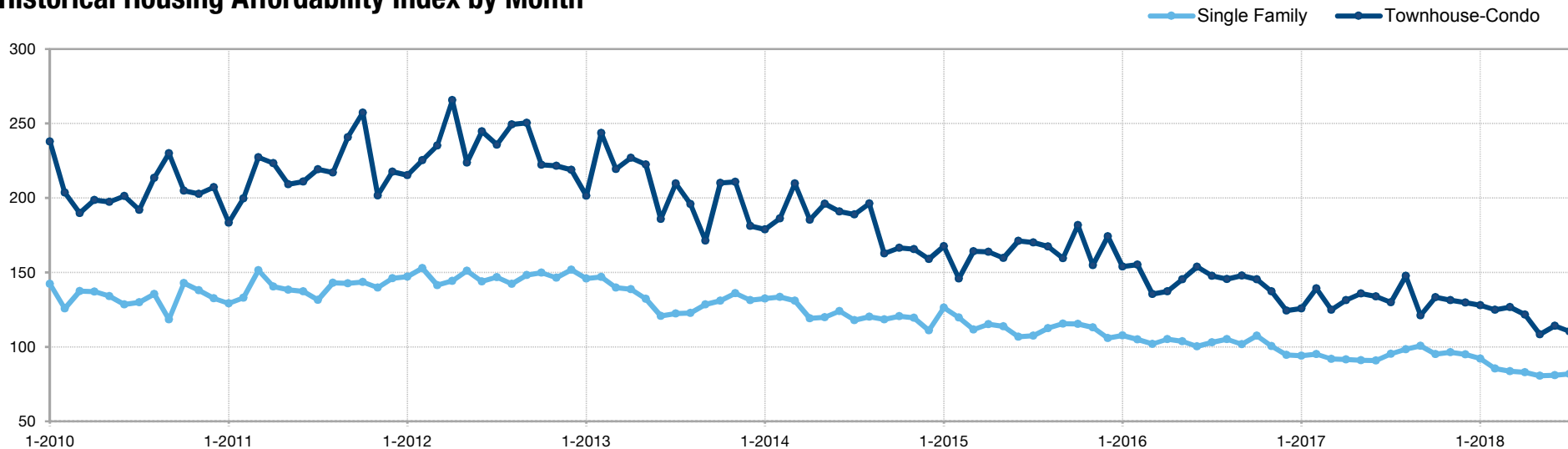
July

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	81	-11.0%	108	-20.6%
Jun-2018	81	-11.0%	114	-14.9%
Jul-2018	82	-13.7%	110	-15.4%
12-Month Avg	89	-15.1%	97	-18.6%

Historical Housing Affordability Index by Month

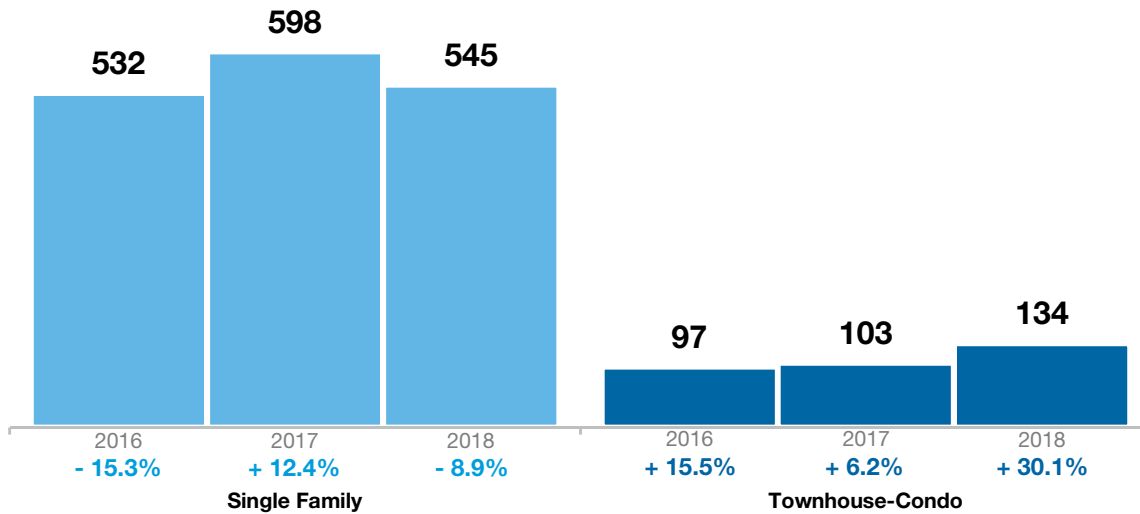


Inventory of Active Listings

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



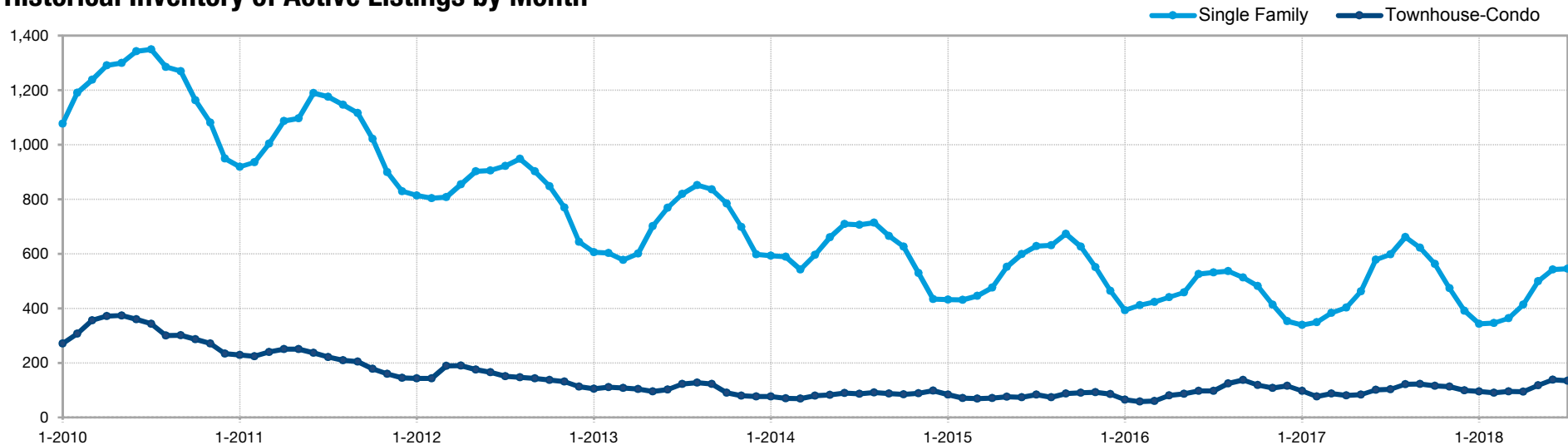
July



Active Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2017	661	+23.3%	122	-2.4%
Sep-2017	622	+21.2%	123	-10.2%
Oct-2017	563	+16.8%	116	-2.5%
Nov-2017	474	+14.5%	113	+4.6%
Dec-2017	391	+10.8%	99	-14.7%
Jan-2018	343	+1.2%	95	-2.1%
Feb-2018	346	-0.9%	91	+18.2%
Mar-2018	364	-5.0%	95	+8.0%
Apr-2018	414	+2.7%	94	+16.0%
May-2018	499	+8.0%	118	+40.5%
Jun-2018	542	-6.2%	138	+36.6%
Jul-2018	545	-8.9%	134	+30.1%
12-Month Avg*	480	+6.5%	112	+8.3%

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

Historical Inventory of Active Listings by Month

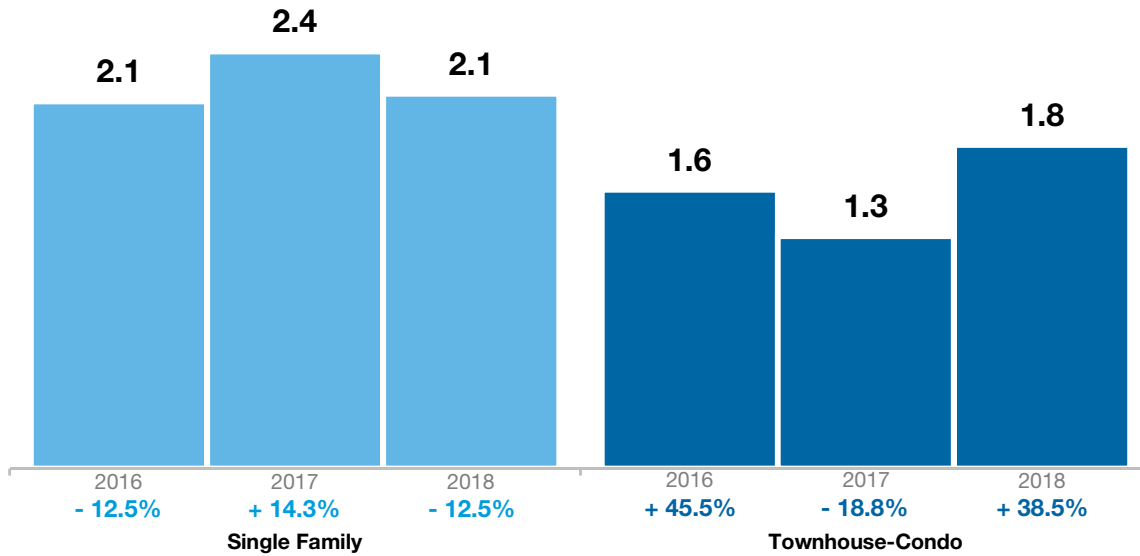


Months Supply of Inventory

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.



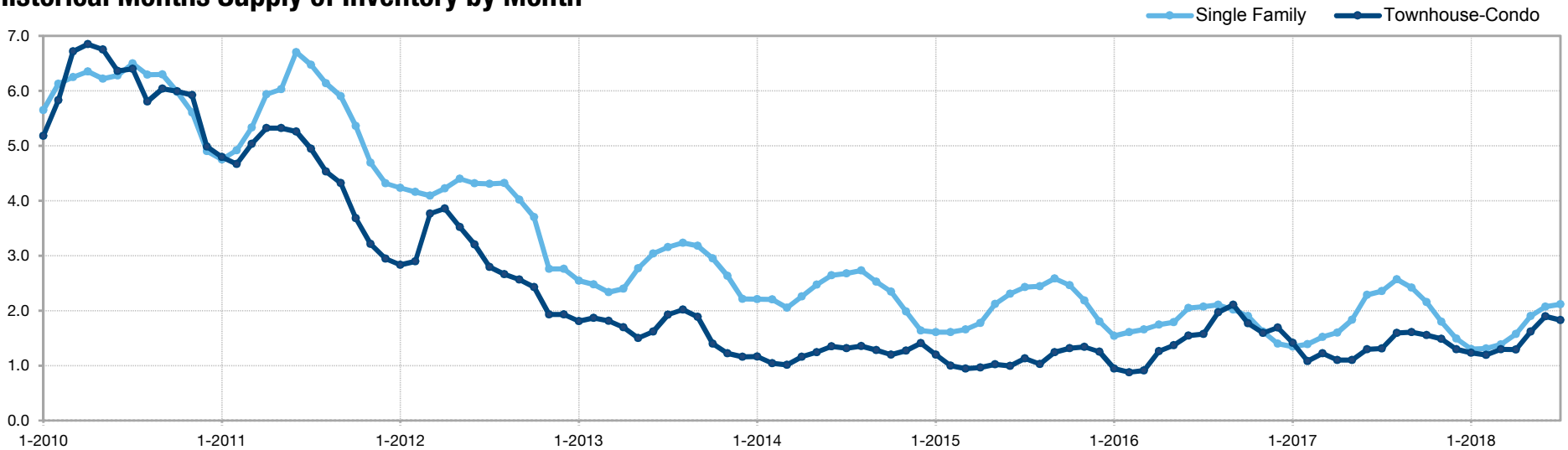
July



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	1.6	0.0%	1.3	+18.2%
May-2018	1.9	+5.6%	1.6	+45.5%
Jun-2018	2.1	-8.7%	1.9	+46.2%
Jul-2018	2.1	-12.5%	1.8	+38.5%
12-Month Avg*	1.8	+3.4%	1.5	+1.4%

* Months Supply for all properties from August 2017 through July 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.



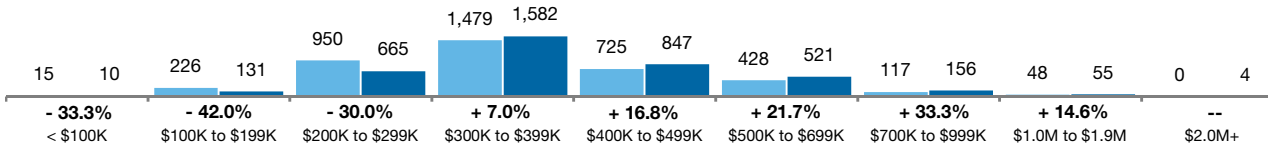
Key Metrics	Historical Sparkbars	7-2017	7-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		483	452	- 6.4%	3,221	3,061	- 5.0%
Pending Sales		371	365	- 1.6%	602	540	- 10.3%
Under Contract	Not enough historical data for chart	--	--	--	--	--	--
Sold Listings		412	375	- 9.0%	2,369	2,282	- 3.7%
Median Sales Price		\$356,250	\$387,000	+ 8.6%	\$355,000	\$385,000	+ 8.5%
Avg. Sales Price		\$401,447	\$420,857	+ 8.5%	\$388,585	\$421,439	+ 8.5%
Pct. of List Price Received		99.7%	100.0%	- 0.1%	100.0%	99.9%	- 0.1%
Days on Market		68	68	- 2.7%	73	71	- 2.7%
Affordability Index		101	88	- 13.0%	102	88	- 13.0%
Active Listings		701	679	- 3.1%	--	--	--
Months Supply		2.1	2.1	- 2.7%	--	--	--

Sold Listings

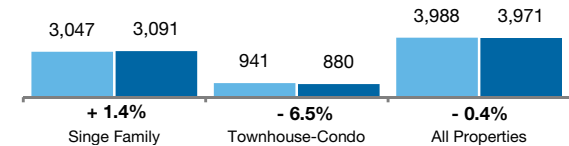
Actual sales that have closed in a given quarter.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	7-2017	7-2018	Change	7-2017	7-2018	Change
\$99,999 and Below	15	10	-33.3%	0	0	--
\$100,000 to \$199,999	85	60	-29.4%	141	71	-49.6%
\$200,000 to \$299,999	454	248	-45.4%	496	417	-15.9%
\$300,000 to \$399,999	1,227	1,270	+3.5%	252	312	+23.8%
\$400,000 to \$499,999	693	800	+15.4%	32	47	+46.9%
\$500,000 to \$699,999	414	499	+20.5%	14	22	+57.1%
\$700,000 to \$999,999	113	150	+32.7%	4	6	+50.0%
\$1,000,000 to \$1,999,999	46	50	+8.7%	2	5	+150.0%
\$2,000,000 and Above	0	4	--	0	0	--
All Price Ranges	3,047	3,091	+1.4%	941	880	-6.5%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	6-2018	7-2018	Change	6-2018	7-2018	Change
\$99,999 and Below	0	3	--	0	0	--
\$100,000 to \$199,999	8	7	-12.5%	8	5	-37.5%
\$200,000 to \$299,999	13	11	-15.4%	41	35	-14.6%
\$300,000 to \$399,999	120	105	-12.5%	39	37	-5.1%
\$400,000 to \$499,999	100	79	-21.0%	8	5	-37.5%
\$500,000 to \$699,999	69	65	-5.8%	0	5	--
\$700,000 to \$999,999	26	14	-46.2%	0	0	--
\$1,000,000 to \$1,999,999	9	3	-66.7%	0	1	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	345	287	-16.8%	96	88	-8.3%

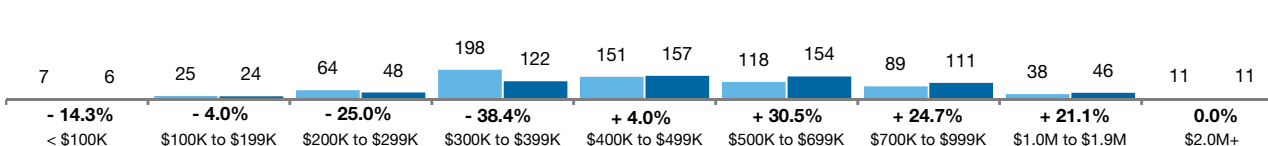
Year to Date

By Price Range	Single Family			Townhouse-Condo		
	7-2017	7-2018	Change	7-2017	7-2018	Change
\$99,999 and Below	10	3	-70.0%	0	0	--
\$100,000 to \$199,999	48	30	-37.5%	72	41	-43.1%
\$200,000 to \$299,999	186	88	-52.7%	286	237	-17.1%
\$300,000 to \$399,999	761	666	-12.5%	171	198	+15.8%
\$400,000 to \$499,999	437	503	+15.1%	21	30	+42.9%
\$500,000 to \$699,999	260	341	+31.2%	10	17	+70.0%
\$700,000 to \$999,999	77	89	+15.6%	3	2	-33.3%
\$1,000,000 to \$1,999,999	25	33	+32.0%	2	3	+50.0%
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	1,804	1,754	-2.8%	565	528	-6.5%

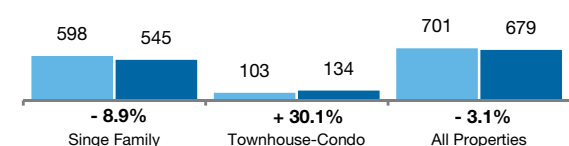
Inventory of Active Listings

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		
	7-2017	7-2018	Change	7-2017	7-2018	Change
\$99,999 and Below	7	6	-14.3%	0	0	--
\$100,000 to \$199,999	19	17	-10.5%	6	7	+16.7%
\$200,000 to \$299,999	38	19	-50.0%	26	29	+11.5%
\$300,000 to \$399,999	149	91	-38.9%	49	31	-36.7%
\$400,000 to \$499,999	144	137	-4.9%	7	20	+185.7%
\$500,000 to \$699,999	115	134	+16.5%	3	20	+566.7%
\$700,000 to \$999,999	82	89	+8.5%	7	22	+214.3%
\$1,000,000 to \$1,999,999	33	41	+24.2%	5	5	0.0%
\$2,000,000 and Above	11	11	0.0%	0	0	--
All Price Ranges	598	545	-8.9%	103	134	+30.1%

Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	6-2018	7-2018	Change	6-2018	7-2018	Change
\$99,999 and Below	6	6	0.0%	0	0	--
\$100,000 to \$199,999	19	17	-10.5%	10	7	-30.0%
\$200,000 to \$299,999	18	19	+5.6%	27	29	+7.4%
\$300,000 to \$399,999	111	91	-18.0%	48	31	-35.4%
\$400,000 to \$499,999	119	137	+15.1%	16	20	+25.0%
\$500,000 to \$699,999	138	134	-2.9%	16	20	+25.0%
\$700,000 to \$999,999	81	89	+9.9%	18	22	+22.2%
\$1,000,000 to \$1,999,999	40	41	+2.5%	3	5	+66.7%
\$2,000,000 and Above	10	11	+10.0%	0	0	--
All Price Ranges	542	545	+0.6%	138	134	-2.9%

Year to Date

By Price Range	Single Family			Townhouse-Condo		
	7-2017	7-2018	Change	7-2017	7-2018	Change
\$99,999 and Below	10	3	-70.0%	0	0	--
\$100,000 to \$199,999	48	30	-37.5%	72	41	-43.1%
\$200,000 to \$299,999	186	88	-52.7%	286	237	-17.1%
\$300,000 to \$399,999	761	666	-12.5%	171	198	+15.8%
\$400,000 to \$499,999	437	503	+15.1%	21	30	+42.9%
\$500,000 to \$699,999	260	341	+31.2%	10	17	+70.0%
\$700,000 to \$999,999	77	89	+15.6%	3	2	-33.3%
\$1,000,000 to \$1,999,999	25	33	+32.0%	2	3	+50.0%
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	1,804	1,754	-2.8%	565	528	-6.5%

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

A research tool provided by the Colorado Association of REALTORS®



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 July 2018

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Berthoud

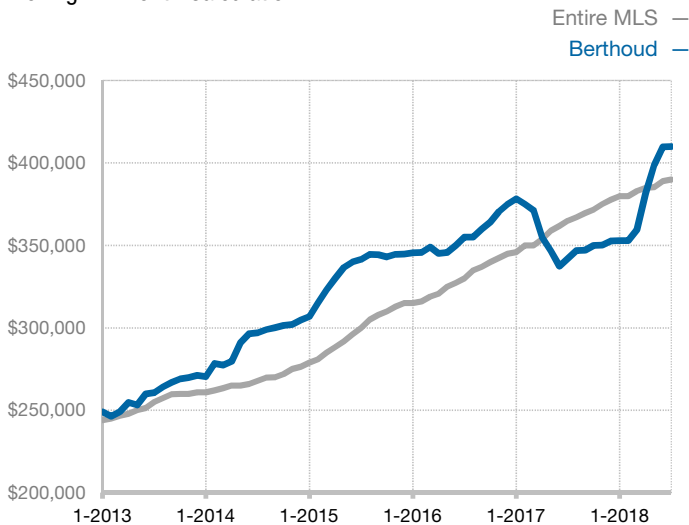
Single Family Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	45	44	- 2.2%	378	300	- 20.6%
Closed Sales	33	41	+ 24.2%	296	194	- 34.5%
Median Sales Price*	\$403,404	\$415,870	+ 3.1%	\$334,864	\$412,075	+ 23.1%
Average Sales Price*	\$455,361	\$460,197	+ 1.1%	\$382,838	\$454,707	+ 18.8%
Percent of List Price Received*	100.1%	100.3%	+ 0.2%	100.4%	99.7%	- 0.7%
Days on Market Until Sale	107	92	- 14.0%	94	84	- 10.6%
Inventory of Homes for Sale	93	110	+ 18.3%	--	--	--
Months Supply of Inventory	2.9	4.0	+ 37.9%	--	--	--

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

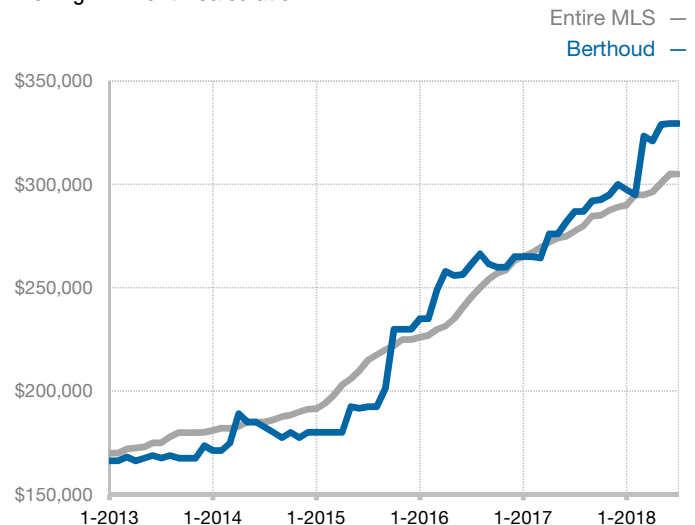
Townhouse-Condo Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	4	4	0.0%	32	29	- 9.4%
Closed Sales	1	1	0.0%	12	14	+ 16.7%
Median Sales Price*	\$450,000	\$420,515	- 6.6%	\$296,350	\$338,850	+ 14.3%
Average Sales Price*	\$450,000	\$420,515	- 6.6%	\$307,681	\$345,591	+ 12.3%
Percent of List Price Received*	100.0%	105.4%	+ 5.4%	99.6%	101.2%	+ 1.6%
Days on Market Until Sale	71	8	- 88.7%	61	54	- 11.5%
Inventory of Homes for Sale	15	10	- 33.3%	--	--	--
Months Supply of Inventory	6.8	4.8	- 29.4%	--	--	--

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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 July 2018

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Boulder

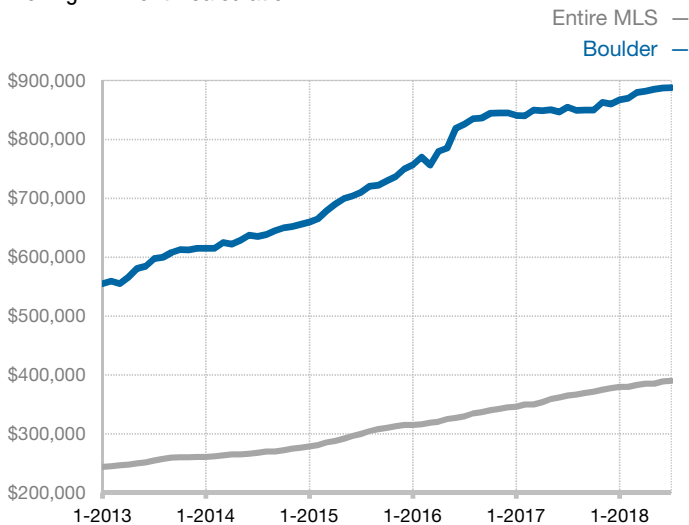
Single Family Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	157	108	- 31.2%	1,004	909	- 9.5%
Closed Sales	100	88	- 12.0%	578	569	- 1.6%
Median Sales Price*	\$937,000	\$984,648	+ 5.1%	\$879,750	\$940,000	+ 6.8%
Average Sales Price*	\$1,045,297	\$1,328,679	+ 27.1%	\$1,052,914	\$1,215,100	+ 15.4%
Percent of List Price Received*	98.3%	98.3%	0.0%	98.8%	99.2%	+ 0.4%
Days on Market Until Sale	64	62	- 3.1%	68	62	- 8.8%
Inventory of Homes for Sale	301	228	- 24.3%	--	--	--
Months Supply of Inventory	3.9	2.8	- 28.2%	--	--	--

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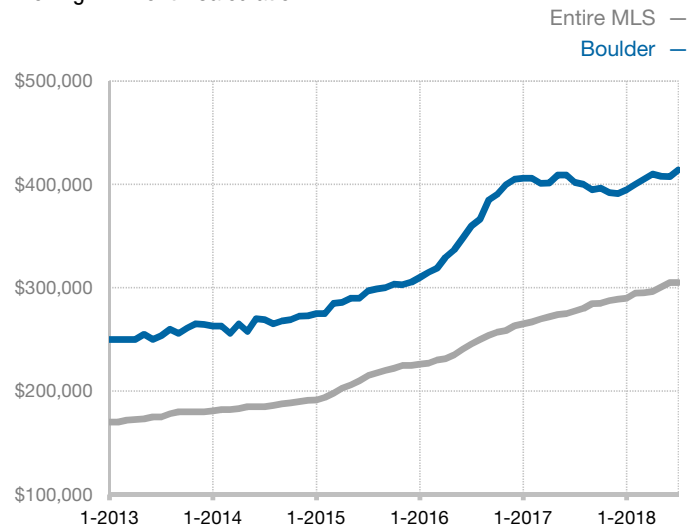
Townhouse-Condo Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	67	84	+ 25.4%	572	624	+ 9.1%
Closed Sales	65	65	0.0%	404	435	+ 7.7%
Median Sales Price*	\$385,000	\$447,500	+ 16.2%	\$403,500	\$450,000	+ 11.5%
Average Sales Price*	\$447,823	\$501,831	+ 12.1%	\$459,234	\$521,144	+ 13.5%
Percent of List Price Received*	100.2%	99.9%	- 0.3%	100.4%	100.4%	0.0%
Days on Market Until Sale	46	51	+ 10.9%	46	50	+ 8.7%
Inventory of Homes for Sale	109	139	+ 27.5%	--	--	--
Months Supply of Inventory	1.9	2.4	+ 26.3%	--	--	--

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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 July 2018

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Fort Collins

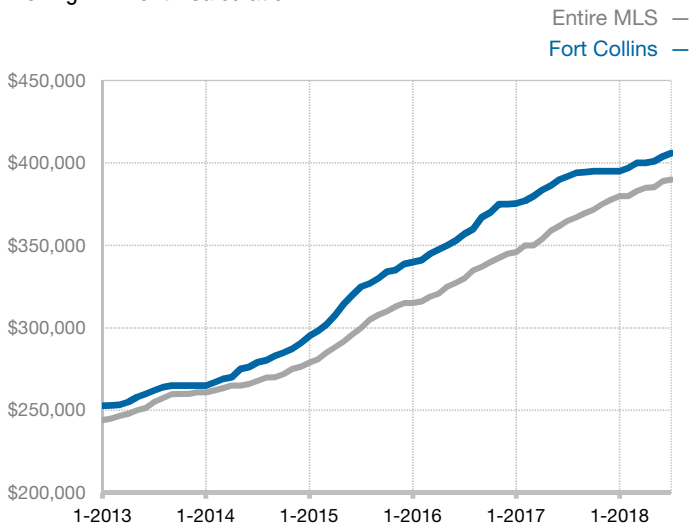
Single Family Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	307	263	- 14.3%	1,952	1,789	- 8.4%
Closed Sales	232	224	- 3.4%	1,373	1,381	+ 0.6%
Median Sales Price*	\$403,357	\$430,000	+ 6.6%	\$400,000	\$418,175	+ 4.5%
Average Sales Price*	\$461,247	\$461,746	+ 0.1%	\$436,874	\$464,409	+ 6.3%
Percent of List Price Received*	99.7%	99.7%	0.0%	100.0%	100.0%	0.0%
Days on Market Until Sale	57	53	- 7.0%	63	59	- 6.3%
Inventory of Homes for Sale	418	340	- 18.7%	--	--	--
Months Supply of Inventory	2.2	1.7	- 22.7%	--	--	--

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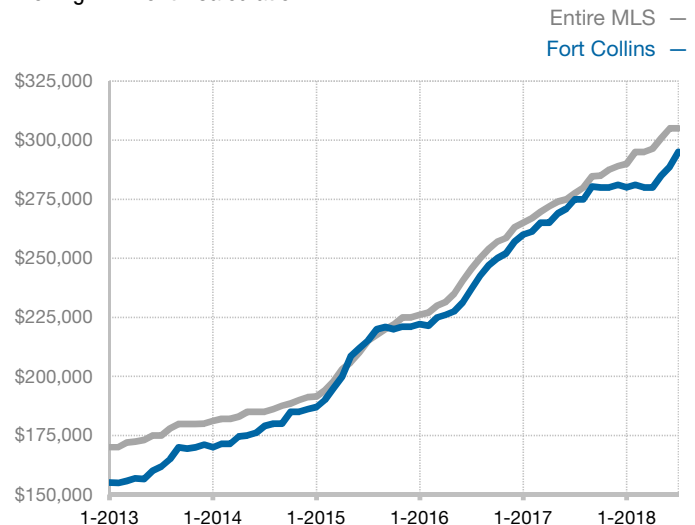
Townhouse-Condo Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	63	81	+ 28.6%	586	605	+ 3.2%
Closed Sales	73	86	+ 17.8%	503	499	- 0.8%
Median Sales Price*	\$280,415	\$308,406	+ 10.0%	\$280,000	\$300,000	+ 7.1%
Average Sales Price*	\$297,436	\$327,237	+ 10.0%	\$291,062	\$311,928	+ 7.2%
Percent of List Price Received*	100.7%	100.6%	- 0.1%	100.6%	100.3%	- 0.3%
Days on Market Until Sale	63	103	+ 63.5%	71	92	+ 29.6%
Inventory of Homes for Sale	97	123	+ 26.8%	--	--	--
Months Supply of Inventory	1.4	1.8	+ 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 July 2018

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Greeley

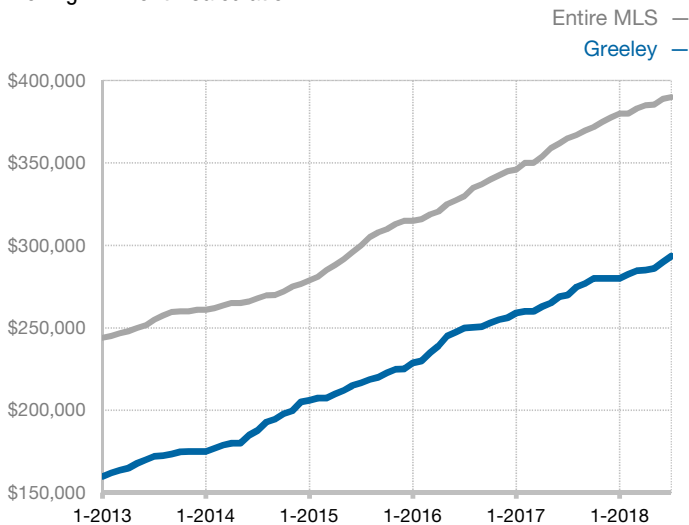
Single Family Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	190	178	- 6.3%	1,010	1,177	+ 16.5%
Closed Sales	141	181	+ 28.4%	832	880	+ 5.8%
Median Sales Price*	\$285,000	\$310,400	+ 8.9%	\$278,000	\$300,000	+ 7.9%
Average Sales Price*	\$302,141	\$314,307	+ 4.0%	\$297,299	\$320,145	+ 7.7%
Percent of List Price Received*	101.3%	100.5%	- 0.8%	100.4%	100.3%	- 0.1%
Days on Market Until Sale	49	73	+ 49.0%	55	53	- 3.6%
Inventory of Homes for Sale	170	157	- 7.6%	--	--	--
Months Supply of Inventory	1.3	1.2	- 7.7%	--	--	--

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

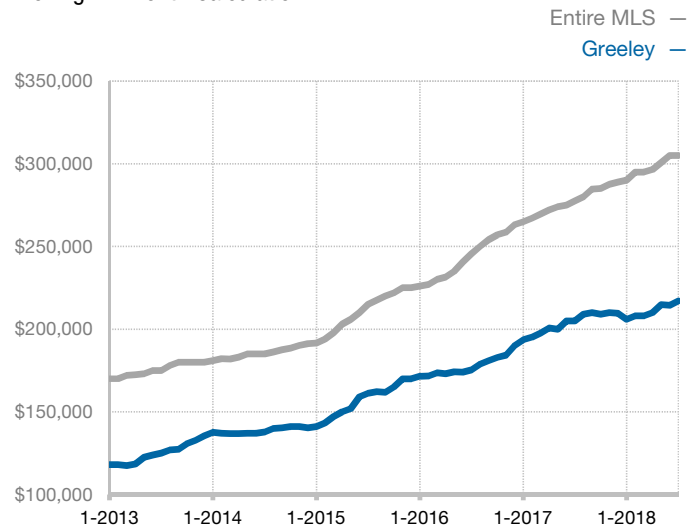
Townhouse-Condo Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	41	24	- 41.5%	207	192	- 7.2%
Closed Sales	27	19	- 29.6%	171	145	- 15.2%
Median Sales Price*	\$204,000	\$240,000	+ 17.6%	\$210,000	\$221,500	+ 5.5%
Average Sales Price*	\$211,537	\$249,239	+ 17.8%	\$217,288	\$233,752	+ 7.6%
Percent of List Price Received*	101.3%	100.1%	- 1.2%	100.7%	100.2%	- 0.5%
Days on Market Until Sale	38	37	- 2.6%	63	42	- 33.3%
Inventory of Homes for Sale	27	18	- 33.3%	--	--	--
Months Supply of Inventory	1.0	0.8	- 20.0%	--	--	--

* 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 July 2018

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Johnstown

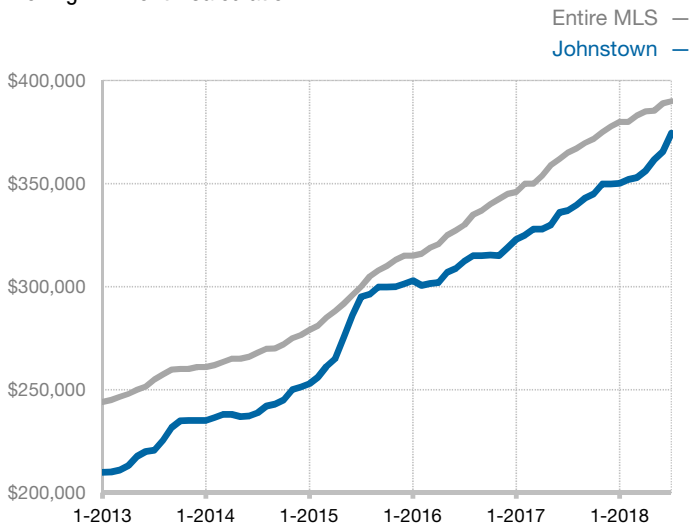
Single Family Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	53	58	+ 9.4%	371	353	- 4.9%
Closed Sales	42	31	- 26.2%	278	264	- 5.0%
Median Sales Price*	\$337,500	\$395,000	+ 17.0%	\$340,500	\$379,200	+ 11.4%
Average Sales Price*	\$365,197	\$400,912	+ 9.8%	\$358,664	\$395,303	+ 10.2%
Percent of List Price Received*	99.6%	99.4%	- 0.2%	99.8%	100.1%	+ 0.3%
Days on Market Until Sale	59	73	+ 23.7%	75	62	- 17.3%
Inventory of Homes for Sale	78	61	- 21.8%	--	--	--
Months Supply of Inventory	2.1	1.6	- 23.8%	--	--	--

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

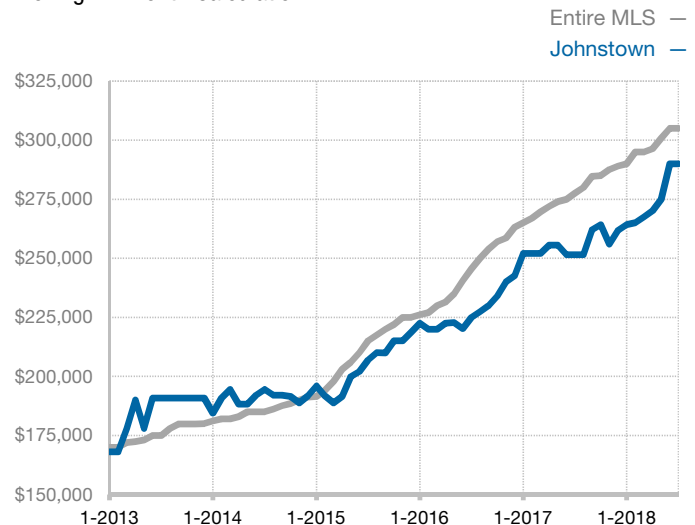
Townhouse-Condo Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	1	2	+ 100.0%	14	18	+ 28.6%
Closed Sales	2	1	- 50.0%	8	14	+ 75.0%
Median Sales Price*	\$295,000	\$290,000	- 1.7%	\$250,500	\$291,250	+ 16.3%
Average Sales Price*	\$295,000	\$290,000	- 1.7%	\$283,863	\$290,584	+ 2.4%
Percent of List Price Received*	99.3%	98.6%	- 0.7%	99.4%	99.1%	- 0.3%
Days on Market Until Sale	27	61	+ 125.9%	59	44	- 25.4%
Inventory of Homes for Sale	3	2	- 33.3%	--	--	--
Months Supply of Inventory	1.5	0.9	- 40.0%	--	--	--

* 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 July 2018

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Longmont

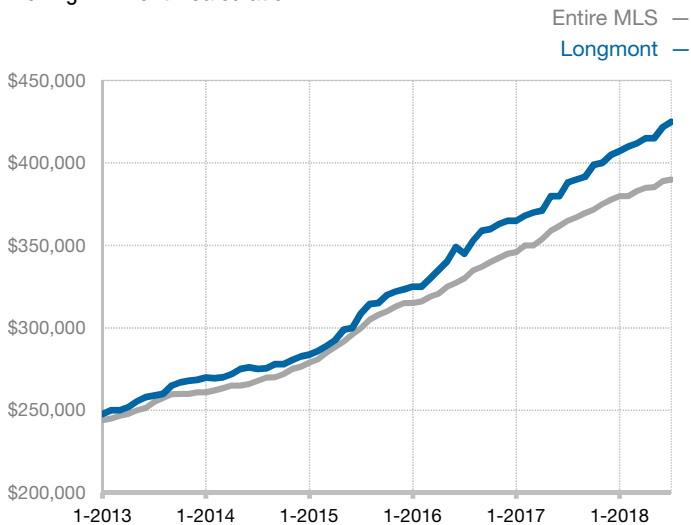
Single Family Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	166	171	+ 3.0%	1,155	1,088	- 5.8%
Closed Sales	134	121	- 9.7%	755	750	- 0.7%
Median Sales Price*	\$387,500	\$450,000	+ 16.1%	\$400,000	\$441,500	+ 10.4%
Average Sales Price*	\$506,099	\$548,693	+ 8.4%	\$477,251	\$514,065	+ 7.7%
Percent of List Price Received*	99.5%	99.9%	+ 0.4%	100.3%	100.3%	0.0%
Days on Market Until Sale	57	53	- 7.0%	50	55	+ 10.0%
Inventory of Homes for Sale	262	231	- 11.8%	--	--	--
Months Supply of Inventory	2.4	2.1	- 12.5%	--	--	--

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

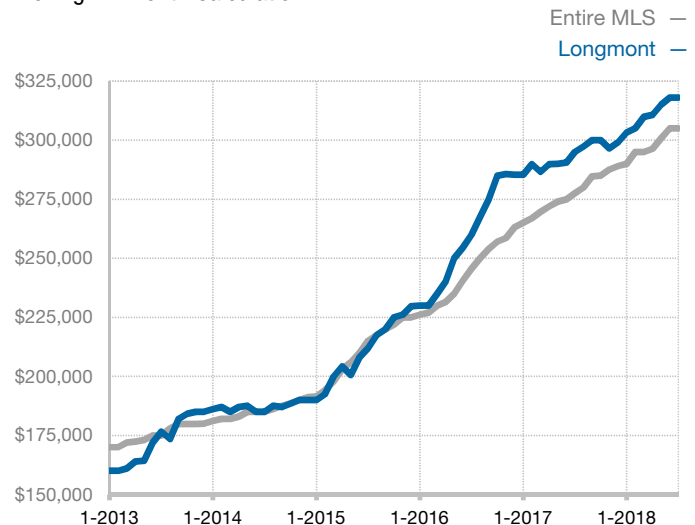
Townhouse-Condo Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	39	32	- 17.9%	277	241	- 13.0%
Closed Sales	33	21	- 36.4%	207	187	- 9.7%
Median Sales Price*	\$315,165	\$312,000	- 1.0%	\$299,920	\$330,000	+ 10.0%
Average Sales Price*	\$324,866	\$354,002	+ 9.0%	\$314,338	\$353,088	+ 12.3%
Percent of List Price Received*	100.3%	100.2%	- 0.1%	101.4%	101.0%	- 0.4%
Days on Market Until Sale	65	46	- 29.2%	60	54	- 10.0%
Inventory of Homes for Sale	43	37	- 14.0%	--	--	--
Months Supply of Inventory	1.4	1.3	- 7.1%	--	--	--

* 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 July 2018

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Loveland

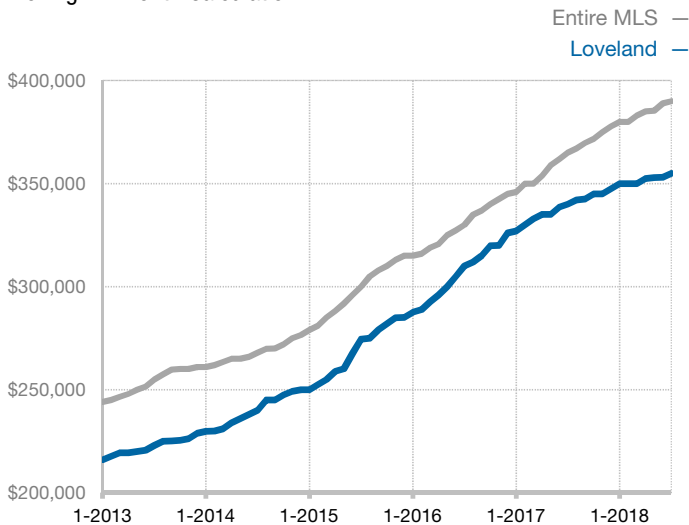
Single Family Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	169	170	+ 0.6%	1,217	1,103	- 9.4%
Closed Sales	140	135	- 3.6%	893	809	- 9.4%
Median Sales Price*	\$342,000	\$351,000	+ 2.6%	\$345,500	\$360,000	+ 4.2%
Average Sales Price*	\$393,197	\$405,452	+ 3.1%	\$386,015	\$408,259	+ 5.8%
Percent of List Price Received*	100.3%	100.1%	- 0.2%	100.1%	100.1%	0.0%
Days on Market Until Sale	58	65	+ 12.1%	66	68	+ 3.0%
Inventory of Homes for Sale	281	216	- 23.1%	--	--	--
Months Supply of Inventory	2.2	1.7	- 22.7%	--	--	--

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

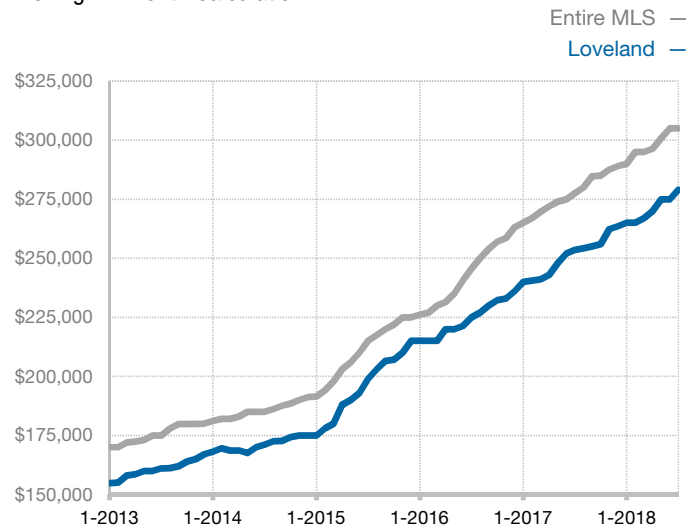
Townhouse-Condo Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	31	24	- 22.6%	199	228	+ 14.6%
Closed Sales	29	27	- 6.9%	135	203	+ 50.4%
Median Sales Price*	\$255,000	\$275,500	+ 8.0%	\$260,000	\$285,000	+ 9.6%
Average Sales Price*	\$276,333	\$285,734	+ 3.4%	\$267,742	\$298,042	+ 11.3%
Percent of List Price Received*	99.9%	100.2%	+ 0.3%	100.5%	100.4%	- 0.1%
Days on Market Until Sale	55	80	+ 45.5%	52	109	+ 109.6%
Inventory of Homes for Sale	54	38	- 29.6%	--	--	--
Months Supply of Inventory	2.6	1.5	- 42.3%	--	--	--

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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 July 2018

A Research Tool Provided by the Colorado Association of REALTORS®



Wellington

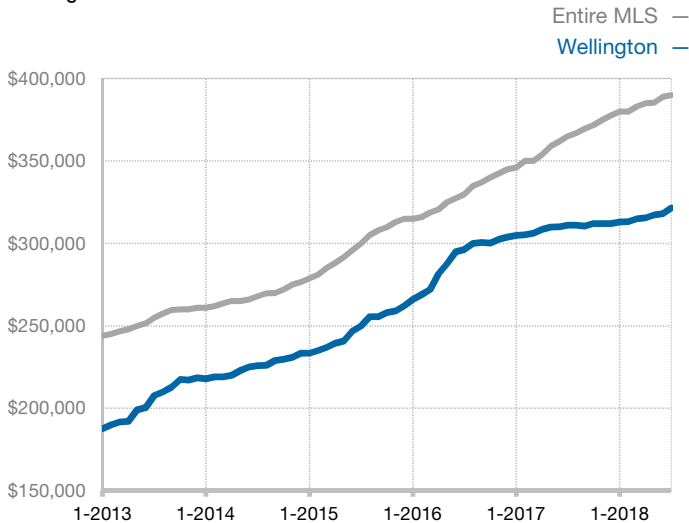
Single Family Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	54	36	- 33.3%	306	211	- 31.0%
Closed Sales	63	23	- 63.5%	233	146	- 37.3%
Median Sales Price*	\$310,910	\$374,900	+ 20.6%	\$317,000	\$349,900	+ 10.4%
Average Sales Price*	\$321,542	\$409,791	+ 27.4%	\$327,476	\$373,428	+ 14.0%
Percent of List Price Received*	100.5%	100.1%	- 0.4%	101.5%	99.8%	- 1.7%
Days on Market Until Sale	80	51	- 36.3%	80	57	- 28.8%
Inventory of Homes for Sale	44	36	- 18.2%	--	--	--
Months Supply of Inventory	1.2	1.2	0.0%	--	--	--

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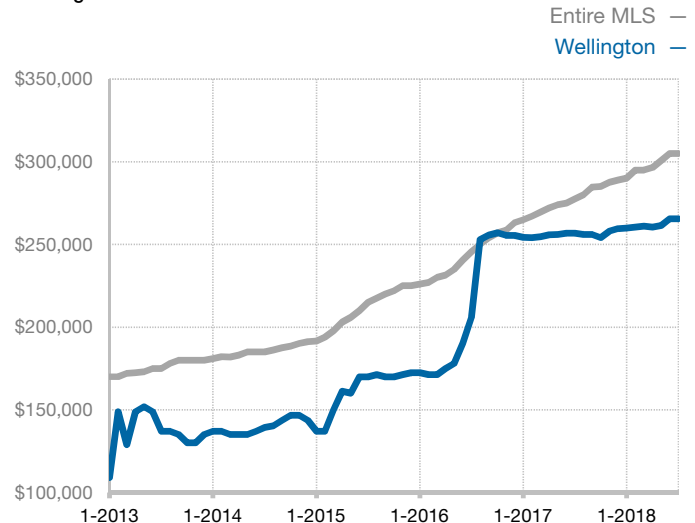
Townhouse-Condo Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	5	5	0.0%	50	34	- 32.0%
Closed Sales	4	2	- 50.0%	51	23	- 54.9%
Median Sales Price*	\$259,913	\$290,225	+ 11.7%	\$259,200	\$266,100	+ 2.7%
Average Sales Price*	\$256,744	\$290,225	+ 13.0%	\$253,290	\$255,874	+ 1.0%
Percent of List Price Received*	99.4%	108.9%	+ 9.6%	100.6%	101.2%	+ 0.6%
Days on Market Until Sale	109	68	- 37.6%	96	54	- 43.8%
Inventory of Homes for Sale	2	8	+ 300.0%	--	--	--
Months Supply of Inventory	0.3	2.4	+ 700.0%	--	--	--

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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 July 2018

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Windsor

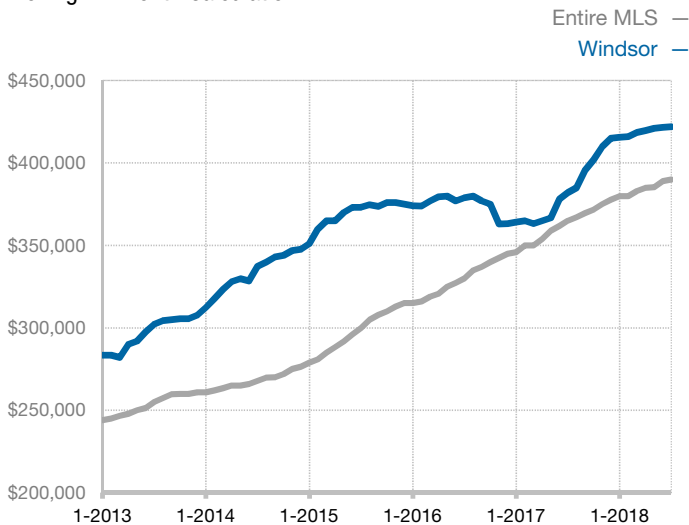
Single Family Key Metrics	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	117	111	- 5.1%	751	698	- 7.1%
Closed Sales	87	86	- 1.1%	435	486	+ 11.7%
Median Sales Price*	\$417,640	\$431,073	+ 3.2%	\$409,000	\$422,500	+ 3.3%
Average Sales Price*	\$446,818	\$465,491	+ 4.2%	\$445,743	\$463,280	+ 3.9%
Percent of List Price Received*	100.4%	99.5%	- 0.9%	99.9%	99.7%	- 0.2%
Days on Market Until Sale	94	77	- 18.1%	88	91	+ 3.4%
Inventory of Homes for Sale	257	187	- 27.2%	--	--	--
Months Supply of Inventory	3.9	2.7	- 30.8%	--	--	--

* 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	July			Year to Date		
	2017	2018	Percent Change from Previous Year	Thru 07-2017	Thru 07-2018	Percent Change from Previous Year
New Listings	11	9	- 18.2%	77	93	+ 20.8%
Closed Sales	7	8	+ 14.3%	52	63	+ 21.2%
Median Sales Price*	\$262,000	\$320,962	+ 22.5%	\$321,096	\$330,000	+ 2.8%
Average Sales Price*	\$277,277	\$313,054	+ 12.9%	\$298,125	\$324,161	+ 8.7%
Percent of List Price Received*	99.7%	101.4%	+ 1.7%	100.8%	101.1%	+ 0.3%
Days on Market Until Sale	108	100	- 7.4%	122	125	+ 2.5%
Inventory of Homes for Sale	28	34	+ 21.4%	--	--	--
Months Supply of Inventory	3.7	3.9	+ 5.4%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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

